1Q18 Earnings Presentation

InterCement

Building sustainable partnerships

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1 OPERATIONS REVIEW

EBITDA raised 2.5%. Higher activity. Negative Forex. Net Debt was pushed by seasonality, YE efforts and CAPEX.

Cement and Clinker sales increased 3.1% y-o-y, affirming the trend observed in the previous 3 quarters. Argentina, Egypt and Mozambique stood out.

Negative forex, harmed consolidation in euros – ARS -31.1%; BRL -16.0%, PYG -12.3% and EGP -11.8%.

Sales were down 3.7% as per unfavorable forex. Higher volumes and average price increase (10.6%) drove local currency Sales up 16.6%.

EBITDA raised 2.5% to €86.3M. Nevertheless, Adjusted EBITDA* was down by 1.3% to €87.6M, as 1Q17 registered higher non recurring items.

CO_2 licenses sale (€8.6M) out of Portugal mitigated forex negative impact on EBITDA (€16.6M).

Argentina momentum led EBITDA generation. Africa increased 17.1%, while Brazil still lagged behind.

Financials benefited from an inferior debt level. Income Tax raised due to lower deferred taxes (Brazil).

Net loss recovered 27.8% to €22.4M.

FCF was negative by €213.1M, on the back of 1Q seasonality, year-end cash containment efforts (working capital) and L'Amali 2 project capex requirements.

Net Debt, impacted by FCF, stood at €1.720.1M, 12.8% up on 2017 year-end, although 37.1% below March 31, 2017.

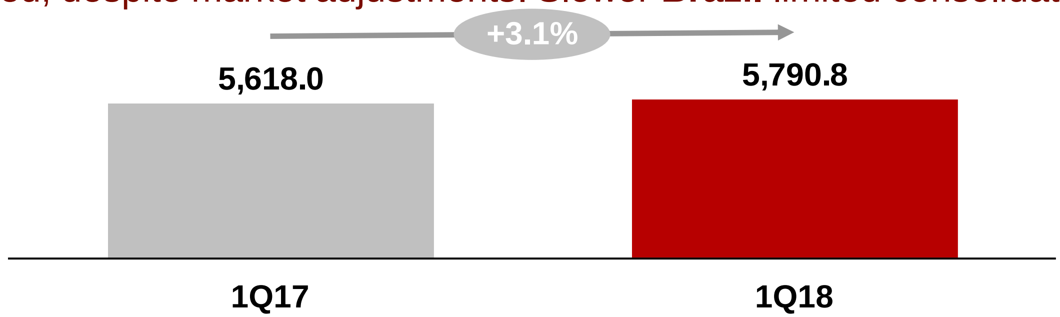
InterCement will firmly pursue its Deleveraging and Liability Management initiatives to reach a Net Debt /EBITDA level of around 3x, despite the recent challenges from the Argentinian and Brazilian economics.

* Adjusted from non-recurrent effects.

Volumes continued to rise.

Volumes were up for the 4th quarter in a row, and for the first time in 1Q since 2014.
Argentina grew 9.5%, **Portugal** raised exports and **all African** geographies deliver higher volumes - favorable market dynamics in Egypt, Mozambique recovery from national 1Q17 events, South Africa new economic flow.
Market Share in **Paraguay** raised, despite market adjustments. Slower **Brazil** limited consolidated growth.

Cement and Clinker Volumes Sold
(thousand tons)



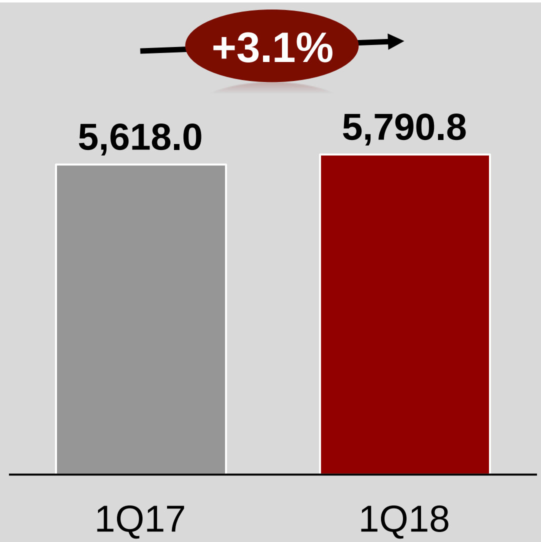
Cement and Clinker Volumes Sold			
thousand tons	1Q18	1Q17	YoY
Brazil	1,810.7	1,917.9	-5.6%
Argentina	1,583.5	1,446.1	9.5%
Paraguay	139.8	147.5	-5.2%
Portugal	803.1	771.3	4.1%
Cape Verde	44.1	43.2	2.1%
Egypt	814.5	722.5	12.7%
Mozambique	300.9	251.0	19.9%
South Africa	357.6	350.6	2.0%
Sub-Total	**5,854.2**	**5,649.9**	**3.6%**
Intra-Group Eliminations	-63.4	-31.9	99.1%
Consolidated Total	**5,790.8**	**5,618.0**	**3.1%**

Higher activity and price increase offset by negative FX.

Sales were down 3.7%, though up 16.6% ex forex.
Cement average price increased, on a general higher activity framework.
Construction dynamics prevailed in Argentina rising **Concrete +**contribution to Sales.

YoY Change

Cement and clinker Volumes Sold (thousand tons)



Cement price Contribution (LMU) — +10.6%

Concrete Volumes (m3) — +9.0%

Aggregates Volumes (ton) — -3.9%

Forex -17.4%

Reported Sales change in € — -3.7%

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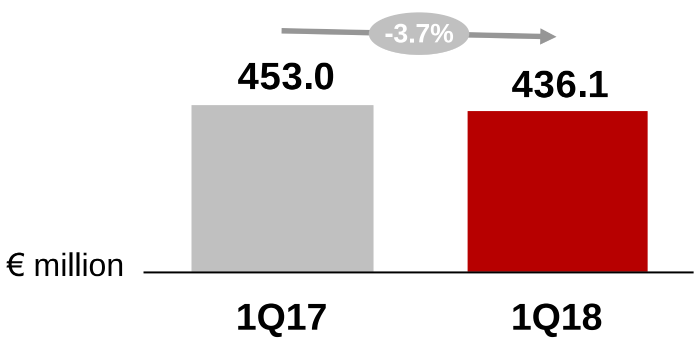
Sales: Argentina contribution outstands. Africa recovers.

Higher efficiency, innovation and commercial strategies allowed general better performance across the portfolio. MS increased in Paraguay, while demand adjusted from recent growth. Brazil still lagged behind.

Sales - BU opening				
million €	1Q18	1Q17	YoY	YoY LC
Brazil	100.0	121.0	-17.4%	-1.6%
Argentina	172.8	172.1	0.4%	45.8%
Paraguay	14.3	16.9	-15.4%	-3.6%
Portugal	61.1	61.2	-0.2%	-0.2%
Cape Verde	7.3	6.9	4.7%	4.7%
Egypt	27.5	24.0	14.8%	30.1%
Mozambique	23.4	21.5	8.7%	8.7%
South Africa	31.8	31.3	1.5%	5.3%
Trading / Shipping	46.1	46.5	-0.9%	-0.9%
Others	11.8	10.9	7.9%	7.9%
Sub-Total	**496.0**	**512.5**	**-3.2%**	**14.4%**
Intra-Group Elimin	-60.0	-59.5	0.8%	0.8%
Consolidated Total	**436.1**	**453.0**	**-3.7%**	**16.6%**



Brazil: Cement consumption was still down (3.0%) penalizing local pricing. 1Q volumes were impacted by less working days and heavy rainy season (N/NE). InterCement focused on targeted clients addressing exposure to highly competitive regions.

Argentina: Private construction and infrastructure supported strong volumes growth of cement and clinker (+9.5%), concrete (+44.8%) and aggregates (+22.9%). Prices reacted to cost inflation.

Paraguay: Reinforced commercial approach resulted on a +1.4 p.p. MS increase. Local demand adjustment drove Sales down by 15.4%, following '17 +17.7% rise.

Portugal: volumes were up +4.1% triggered by exports recovery (+8.3%). Redesigned exports strategy starts targeting higher margin clients and geographies.

Egypt: Improving macro drove demand up by 3.9%. InterCement benefitted from lack of supply nearby and took advantage of its commercial strength and premium brand profile to tackle the market.

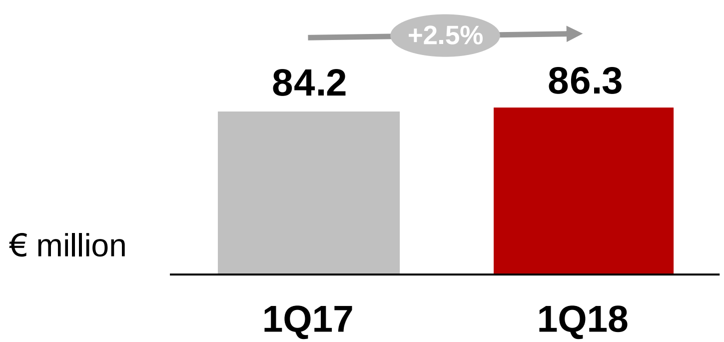
Mozambique: volumes increased 19.9%, recovering from political/economical event in 1Q17.

South Africa: National demand posted two digit growth. Recently expanded client base led to a 2.0% volume growth reaching a new 1Q record high sales.

EBITDA went up 2.5%, surpassing all 2017 quarters.

EBITDA would have raised 27.6% on an ex-forex basis.
Loma Negra, close to full capacity, outstands. CO2 licenses sale (Portugal) mitigated forex. Africa delivers growth.

EBITDA - BU opening				
million €	1Q18	1Q17	YoY	YoY LC
Brazil	7.1	8.9	n.m.	n.m.
Argentina & Paraguay	48.4	51.9	-6.8%	30.3%
Portugal & Cape Verde	18.6	10.5	76.3%	76.3%
Africa	13.2	11.2	17.1%	21.4%
Trading & Others	-1.0	1.6	-160.5%	n.m.
EBITDA	**86.3**	**84.2**	**2.5%**	**27.6%**
EBITDA margin	***19.8%***	***18.6%***	**1.2 p.p.**	**1.7 p.p.**



Brazil: strong commercial approach focused on higher margin clients. Assets optimization for efficiency mitigated the continued energy costs increases – MhW: +20.1%; Gcal: +10.2% - and lower fixed cost dilution.

Argentina and Paraguay: EBITDA increased 30.3% in LC, sustaining EBITDA margin close to 26%. Even so, the depreciation of the ARS and PYG, reverted in a 6.8% lower EBITDA in euros.

Portugal and Cape Verde: New commercial approach to exports allowed €8.6M CO2 licenses sales, driving EBITDA up by 86.6%. Total CO2 sales throughout 2017 amounted to €3.9M

Egypt: EBITDA more than doubled as per the combination of higher sales and cost efficiency - energy matrix flexibility. These offset a steep energy costs increase (+12.4% fuel, +43.7% electricity) and the consumption of stocked clinker.

Mozambique: EBITDA generation was constrained by energy costs and maintenance stoppages concentrated in 1Q18.

South Africa: EBITDA and EBITDA margin were stable. Continuous growing activity has allowed capacity utilization increase according to local industrial excellence plan.

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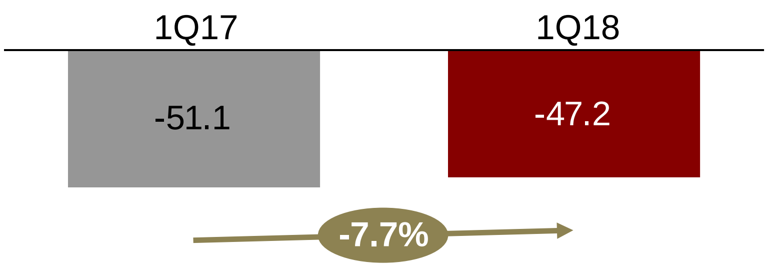
2 NET INCOME

Financials benefit from lower Debt. Higher taxes as lower deferred taxes.

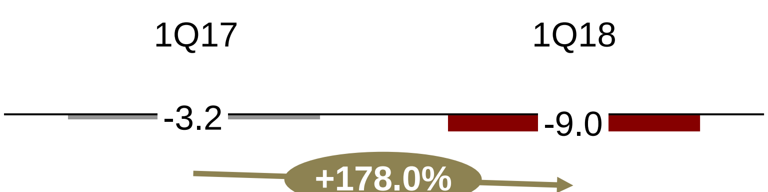
€ million   YoY change

Depreciation and Amortizations



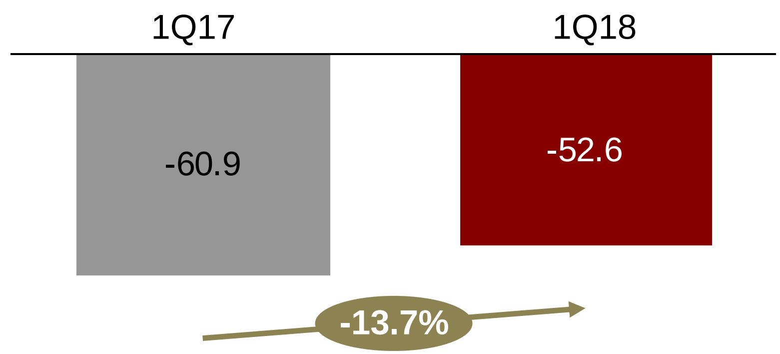
Depreciation and Amortization decreased 7.7% as per forex impact.

Income Taxes



Income taxes raise 178.0%. Lower deferred taxes were registered namely in Brazil, as per uncertainty concerning future income assumptions.

Financial Results



Financial Results Improved 13.7% (35.0% excluding forex). This follows the 37.1% net debt decrease (vs. March 31’17) resulting from the execution of the Deleveraging and Liability Management Plan.

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Net Loss recovery.

Net Loss improved 27.8%, backed by an operating income increase of 18.1% and Financial Expenses decrease.

Income Statement			
million €	1Q18	1Q17	YoY
Sales	**436.1**	**453.0**	**-3.7%**
Net Operational Cash Costs	349.8	368.8	-5.2%
Operational Cash Flow (EBITDA)	**86.3**	**84.2**	**2.5%**
Deprec. Amort. and Impairments	47.2	51.1	-7.7%
Operating Income (EBIT)	**39.1**	**33.1**	**18.1%**
Financial Results	-52.6	-60.9	-13.7%
Pre-tax Income	**-13.5**	**-27.8**	**-51.6%**
Income Tax	9.0	3.2	178%
Net Income	**-22.4**	**-31.0**	**-27.8%**
Attributable to:			
Shareholders	-28.3	-26.3	7.5%
Non-controling interests	5.9	-4.7	-225.5%

3 FINANCING STRUCTURE

Balance Sheet: Forex impacted Assets. Liability Management Plan progressed.

Cash, Loans and Obligations changes revealed the Deleveraging and Liability Management Plan prepayments and amortization following 2017 cash events.

Consolidated Balance Sheet Summary

million €	Mar 31 '18	Dec 31 '17	Var. %
Assets			
Non-current Assets	3,212.2	3,269.3	-1.7
Derivatives	6.5	6.7	-2.8
Current Assets			
Cash, Equivalents and Securities	635.3	1,199.8	-47.1
Derivatives	3.4	3.9	-12.3
Other Current Assets	587.6	493.8	19.0
Total Assets	**4,445.0**	**4,973.5**	**-10.6**
Shareholders' Equity attributable to:			
Equity Holders	786.0	841.0	-6.5
Non-controling interests	450.3	462.5	-2.6
Total Shareholders' Equity	**1,236.3**	**1,303.5**	**-5.2**
Current Liabilities			
Loans & Obligations under finance leases	463.0	573.3	-19.2
Derivatives	0.0	0.0	n.a.
Provisions & Employee benefits	0.8	0.8	0.0
Other Current Liabilities	454.3	534.1	-14.9
Non-current Liabilities			
Loans & Obligations under finance leases	1,882.7	2,139.5	-12.0
Derivatives	16.9	16.6	1.9
Provisions & Employee benefits	130.1	138.0	-5.7
Other Non-current Liabilities	261.0	267.8	-2.5
Total Liabilities	**3,208.7**	**3,670.0**	**-12.6**
Total Liabilities & Shareholders Equity	**4,445.0**	**4,973.5**	**-10.6**

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FCF revealed 2017 YE efforts, L'Amali 2 Capex and 1Q seasonality.

1Q **seasonality showed**. **Cash containment efforts** by the end of 2017 require 1Q cash outflow (working capital).
Derivatives were favorable in 1Q17 (€26.2M) and unfavorable in 1Q18 (€8.2M).
L'Amali 2 project raised **Capex**.
Repayments were up to €324.8M as per the execution of the Del. and Liability Manag. Plan.

Free Cash Flow Generation Map		
million €	1Q18	1Q17
Adjusted EBITDA	87.6	88.7
Change in Working Capital	-166.5	-113.3
Others	-3.6	-4.5
Operating Activities	**-82.4**	**-29.1**
Interests Paid & Derivatives Unwinding	-55.2	-26.0
Income taxes Paid	-7.4	-6.1
Cash Flow before investments	**-145.0**	**-61.2**
CAPEX	-70.7	-44.1
Assets Sales / Others	2.7	1.8
Free Cash Flow to the company	**-213.1**	**-103.5**
Borrowings, financing and debentures	9.6	22.4
Repayment of borrowings, financ. and debent.	-324.8	-52.1
Other investment activities	38.4	31.7
Changes in cash and cash equivalents	-490.0	-101.4
Exchange differences	-34.9	1.3
Cash and cash equivalents, End of the Period	612.7	441.1

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Net Debt stood at €1,720.1M

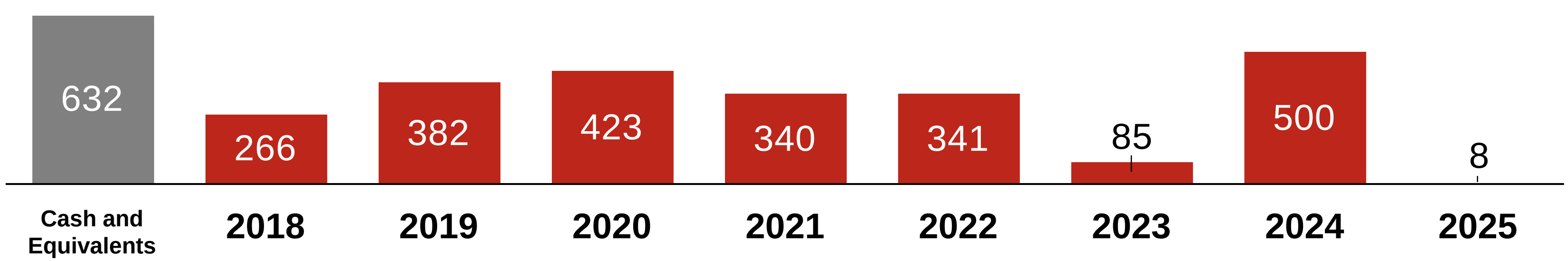
Net Debt raised 12.8% from Dec. 31, 2017, though kept 37.1% down y-o-y.

By March 31 2018, **Liquidity** covered 2 years, average debt maturity was of 3.16[1] years, and average cost of debt was of 4.9% in USD.

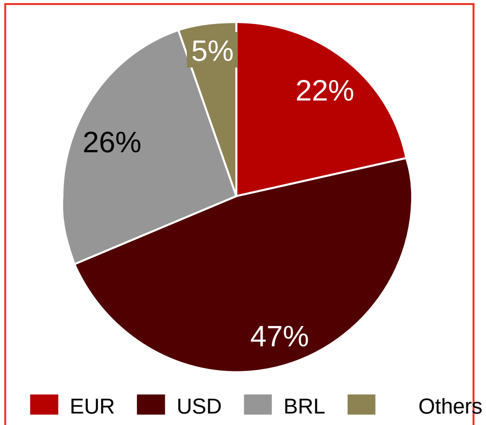
March 31, 2018

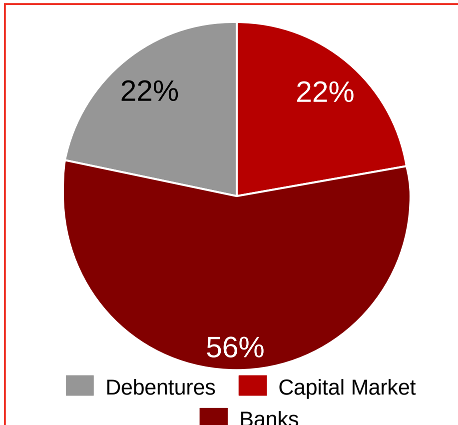
Maturities:

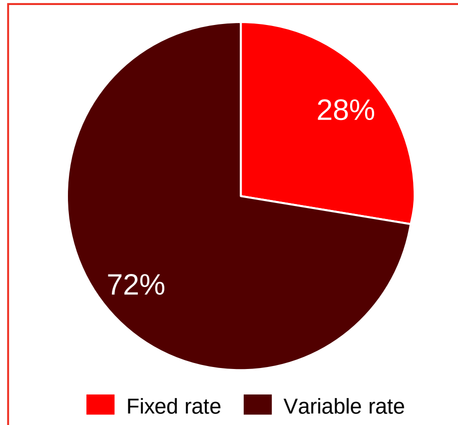
€ million



Debt Profile







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1. Monthly based criteria

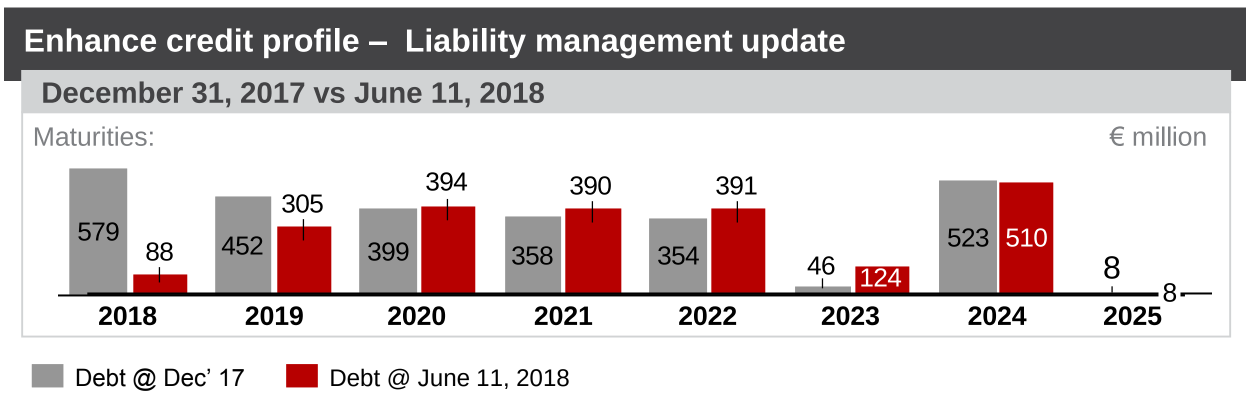
Liability Management Progress

Since March 31, loans in the amount of 133.2M were prepaid:

- Syndicated loan tranches – €108.0M
- HoldCo bilateral – €25.2M

In April, a cross currency swap with the notional amount of USD204.4M was unwound and a new cross currency swap with the notional amount of USD102.2M to €82.9M was contracted, matching the new profile requirements of a bilateral loan according to the execution of the Deleveraging and Liability Management Plan.

Maturities:



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THANK YOU

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