

## Stock Listing Information

NYSE (ADR)

Ticker: CX

MEXICAN STOCK EXCHANGE

Ticker: CEMEX.CPO

Ratio of CEMEX.CPO to CX= 5:1

	Fourth quarter			Fourth quarter	
	2003	2002	% Var.	2003	2002
Net sales	1,787	1,621	10%	% of Net Sales	
Gross profit	757	675	12%	42.4%	41.7%
Operating income	342	256	33%	19.1%	15.8%
Majority net income	91	166	(45%)	5.1%	10.2%
EBITDA	509	417	22%	28.5%	25.8%
Free cash flow	247	304	(19%)	13.8%	18.8%
Net debt	5,641	6,122	(8%)		
Net debt/EBITDA	2.7	3.2			
Interest coverage	5.3	5.2			
Quarterly earnings per ADR	0.28	0.54	(48%)		
Average ADRs outstanding	323.9	304.2	6%		

In millions of U.S. dollars, except ratios and per-ADR amounts.  
Average ADRs outstanding presented in millions of ADRs.

**Consolidated net sales** increased 10% over fourth quarter 2002 to US\$1,787 million. Most of our major markets increased cement sales volumes as the global economy expanded during the second half of the year. Our operations in Spain, the United States and Mexico, our three largest markets, saw increased public spending in infrastructure and housing.

**Cost of goods sold** as a percentage of net sales decreased 0.7 percentage points versus fourth quarter 2002, but increased by 1.8 percentage points for the full year, due mainly to overall higher energy, electricity, insurance, and transportation costs.

**Selling, general and administrative expenses (SG&A)** decreased 1% versus fourth quarter 2002, but remained flat for the full year. As a percentage of net sales, SG&A decreased 2.6 percentage points versus the same period in 2002 and 2.1 percentage points for the full year versus 2002. The improved SG&A and SG&A margin is due to our ongoing cost-reduction initiatives which lowered costs significantly at the corporate and plant levels.

**EBITDA** increased to US\$509 million, representing an increase of 22% over fourth quarter 2002, and our consolidated **EBITDA margin** increased to 29% from 26% in the same period in 2002. The three percentage-point increase is due mainly to higher sales volumes and lower SG&A.

**Foreign exchange gain (loss)** for the quarter was a loss of US\$29 million, versus a loss of US\$5 million in fourth quarter 2002. The loss was mainly due to the depreciation of the Mexican peso against the U.S. dollar.

**Marketable securities gain (loss)** for the quarter was a loss of US\$25 million, versus a gain of US\$7 million in fourth quarter 2002. The loss is due to the decrease in value of some of our currency swaps and interest-rate derivatives, a portion of which is recognized in our income statement.

**Other net expenses** for the quarter were US\$188 million, versus US\$109 million in fourth quarter 2002. Of the US\$188 million, US\$17 million were cash expenses. The increase in the non-cash portion of these expenses was due mainly to the impairment of some assets in Asia.

**Majority net income** for the quarter was US\$91 million, versus US\$166 million in the fourth quarter of 2002. The decrease was due mainly to losses in foreign exchange and marketable securities, as well as higher other non-cash charges.

**Net debt** at the end of the fourth quarter was US\$5,641 million, a decrease of 8% compared to that at the end of 2002. The ratio of **net debt to EBITDA** reached 2.7 times, versus 3.2 times at the end of 2002. Free cash flow in the amount of US\$150 million was used to reduce debt during the quarter; when expressed in dollar terms, however, net debt decreased by US\$35 million due to the appreciation of the yen and the euro versus the U.S. dollar during the quarter.

## Investor Relations

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## EBITDA and Free Cash Flow

	Fourth quarter			January-December		
	2003	2002	% Var.	2003	2002	% Var.
<b>Operating income</b>	342	256	33%	1,455	1,310	11%
+ Depreciation and operating amortization	167	161		653	607	
<b>EBITDA</b>	509	417	22%	2,108	1,917	10%
- Net financial expense	91	81		364	288	
- Capital expenditures	132	132		393	416	
- Change in working capital	8	(161)		61	(2)	
- Taxes paid	16	33		73	165	
- Preferred dividend payments	(2)	7		19	34	
- Other cash items	17	22		55	68	
<b>Free cash flow</b>	247	304	(19%)	1,143	948	21%

In millions of U.S. dollars.

During the quarter, US\$247 million of free cash flow was used as follows: US\$150 million to reduce debt; however, net debt was reduced by US\$35 million during the quarter as a result of foreign exchange movements in the amount of US\$115 million; US\$75 million to exercise an option to terminate an asset-based financing transaction; and US\$22 million in other investments.

*EBITDA and free cash flow (calculated as set forth above) are presented herein because CEMEX believes that they are widely accepted as financial indicators of its ability to internally fund capital expenditures and to service or incur debt. EBITDA and free cash flow should not be considered as indicators of CEMEX's financial performance, as alternatives to cash flow, as measures of liquidity or as being comparable to other similarly titled measures of other companies. EBITDA is reconciled above to operating income, which CEMEX considers to be the most comparable measure as determined under generally accepted accounting principles in Mexico (GAAP). Free cash flow is reconciled to EBITDA. CEMEX is not required to prepare a statement of cash flows under Mexican accounting principles and, as such does not have such GAAP cash flow measures to present as comparable to EBITDA or free cash flow.*

## Debt-Related Information

	Fourth quarter			Third quarter	Fourth quarter	
	2003	2002	% Var.	2003	2003	2002
<b>Total debt</b>	5,866	5,767	2%	5,368		
Short term	23%	24%		21%		
Long term	77%	76%		79%		
Equity obligations	66	716	(91%)	716		
Cash & cash equivalents	291	361	(19%)	409		
<b>Net debt</b>	5,641	6,122	(8%)	5,676		
Interest expense	94	87		94		
Preferred dividends	(2)	7		7		
Interest coverage	5.3	5.2		5.0		
Net debt/EBITDA	2.7	3.2		2.8		
Capitalization ratio	46.7%	47.5%		44.4%		

  

	Fourth quarter	
	2003	2002
<b>Currency denomination</b>		
U.S. dollar	68%	72%
Yen	13%	13%
Euro	18%	11%
Other	1%	4%

  

	Interest rate	
	2003	2002
<b>Interest rate</b>		
Fixed	61%	39%
Variable	39%	36%
Fixed deferred	0%	25%

In millions of U.S. dollars, except ratios.

## Other developments

During the fourth quarter we closed through one of our subsidiaries in Europe a new two and three-year multi-tranche loan in euros, dollars and yens. The transaction was over-subscribed and totaled the equivalent of US\$1.15 billion. The proceeds were used to repurchase the remaining US\$650 million in preferred equity and to refinance US\$400 million outstanding under a Revolving Credit Facility, both of which were scheduled to mature in 2004.

## Equity-Related Information

One CEMEX ADR represents five CEMEX CPOs. The following amounts are expressed in CPO terms.

<b>Beginning-of-quarter CPO-equivalent units outstanding</b>	1,619,029,837
Exercise of stock options not hedged	1,165,702
Change in the number of CPOs held in subsidiaries	16,970
<b>End-of-quarter CPO-equivalent units outstanding</b>	1,620,212,509

Outstanding units equal total shares issued by CEMEX less shares held in subsidiaries.

### Employee stock-option plans

As of December 31, 2003, directors, officers and other employees under our employee stock-option plans had outstanding options to acquire 150,502,054 CEMEX CPOs. Of the total options outstanding, 96.2% are hedged through equity forward agreements and will not dilute existing shares when exercised. The total amount of these options programs represents 9.3% of total CPOs outstanding.

## Derivative Instruments

CEMEX periodically utilizes derivative financial instruments such as interest-rate and currency swaps, currency and equity forward contracts, options and futures in order to execute its corporate financing strategy and to hedge its stock-option plans and other equity-related obligations.

The following table shows the notional amount for each type of derivative instrument and the aggregate fair market value for all of CEMEX's derivative instruments as of the last day of each quarter presented.

Notional amounts	Fourth quarter		Third quarter
	2003	2002	2003
Equity *	1,085	1,452	1,532
Foreign-exchange	2,893	3,174	3,090
Interest-rate	2,224	3,644	3,233
<b>Estimated aggregate fair market value</b>	<b>(233)</b>	<b>(415)</b>	<b>(162)</b>

In millions of U.S. dollars.

The estimated aggregate fair market value represents the approximate settlement result as of the valuation date, based upon quoted market prices and estimated settlement costs, which fluctuate over time. Fair market values and notional amounts do not represent amounts of cash currently exchanged between the parties; cash amounts will be determined upon termination of the contracts considering the notional amounts and quoted market prices, as well as the other derivative items as of the settlement date. Fair market values should not be viewed in isolation but rather in relation to the fair values of the underlying hedge transactions and the overall reduction in the company's exposure to the risks being hedged.

\* The aggregate weighted-average exercise price on December 31, 2003 for CEMEX's outstanding stock options, warrants and the CEMEX Asia Holdings obligation described in prior quarterly reports was US\$25.54 per ADR. On that same date, the aggregate weighted-average strike price of CEMEX's equity forward agreements put in place to hedge its obligations under the abovementioned stock options was US\$26.76 per ADR.

*Under Mexican GAAP ("Bulletin C-2"), companies are required to recognize all derivative financial instruments in the balance sheet as assets or liabilities, at their estimated fair market value, with changes in such fair values recorded on the income statement. The exceptions to the rule, as they pertain to CEMEX, are presented when transactions are entered for hedging purposes. In such cases, the related derivative financial instruments should be valued using the same valuation criteria applied to the hedged asset, liability or equity instrument. CEMEX has recognized increases in assets and liabilities, which resulted in a net liability of US\$12 million, arising from the fair value recognition of its derivatives portfolio as of December 31, 2003. The notional amounts of derivatives substantially match the amounts of underlying assets, liabilities or equity transactions on which the derivatives are being entered into.*

## Other Activities

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### CEMEX successfully completes non-dilutive equity offering

On October 29, 2003, CEMEX announced that a total of 29.325 million ADSs were sold by it and certain selling ADS holders in the non-dilutive equity offering, which included the sale of 25.5 million ADSs completed on October 21, 2003, and the sale of an additional 3.825 million ADSs to cover over-allotments completed on October 29, 2003. The underwriters fully exercised their option to purchase the additional 3.825 million ADSs from CEMEX and the selling ADSs holders to cover over-allotments.

The 29.325 million ADSs were sold in the form of both ADSs and CPOs, comprised of 23.325 million ADSs and 30 million CPOs. One ADS represents five CPOs. The ADSs were offered to the public at a price of US\$23.15 per ADS, and the CPOs were offered to the public at a price of MXP 52.07 per CPO.

The aggregate proceeds of the offering, including proceeds from the exercise of the over-allotment option, received by CEMEX and the selling ADS holders were approximately US\$660 million, after underwriting discounts and commissions. Approximately US\$538 million of these proceeds were used to unwind several forward contracts entered into between certain subsidiaries of CEMEX and certain banks, including the selling ADS holders, with the remaining approximately US\$122 million, before expenses of the offering, paid to CEMEX. The net proceeds to CEMEX were primarily used to reduce CEMEX's derivatives position, and for debt reduction.

This transaction did not increase the number of shares outstanding and thus did not dilute shareholders.

## Operating Results - Mexico

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In Mexico, **net sales** were US\$664 million, an increase of 5% versus fourth quarter 2002.

**Domestic gray cement volume** increased 2% versus fourth quarter 2002, and for the full year rose 4%. **Ready-mix volume** increased 11% versus the same period in 2002 and 13% for the full year. The industrial and commercial sectors of the economy remain stable, with infrastructure projects and social housing driving most of the demand growth.

CEMEX's **average realized gray cement price** in Mexico increased 2% in constant pesos versus fourth quarter 2002, and decreased 3% in dollar terms. For the full year 2003, gray cement prices increased 2% in constant pesos and decreased 4% in dollar terms versus 2002. The **average ready-mix price** increased 1% in constant pesos and decreased 4% in dollar terms compared to fourth quarter 2002. For the full year 2003, ready mix prices decreased 2% in constant pesos and 8% in dollar terms versus 2002.

The **average cash cost of goods sold** per metric ton decreased 3% in dollar terms versus fourth quarter 2002, and 5% for the full year. The decrease in these costs in dollar terms is due mainly to the depreciation of the Mexican peso between December 2002 and December 2003.

## United States

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**Net sales** for CEMEX's U.S. operations were US\$446 million, an increase of 14% compared to fourth quarter 2002.

**Domestic cement volume** increased 10% compared to fourth quarter 2002 and 2% for the full year. **Ready-mix volume** increased 9% versus fourth quarter 2002 and 4% for the full year. The public works - particularly streets and highways - and residential sectors were particularly strong in the second half of 2003, while the industrial and commercial sector reversed its downward trend and is now more stable.

The **average realized cement price** decreased 1% versus fourth quarter 2002 and 2% for the full year, while the **average ready-mix price** increased 1% over the same period in 2002 and remained flat for the full year.

The **average cash cost of goods sold** per metric ton decreased 3% versus fourth quarter 2002, due mainly to lower energy costs. For the full year, cash costs per metric ton decreased 1%.

## Spain

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**Net sales** for CEMEX Spain were US\$275 million, representing an increase of 18% versus fourth quarter 2002.

**Domestic cement volume** increased 4% compared to fourth quarter 2002 and 5% for the full year. **Ready-mix volume** increased 4% versus the same period in 2002 and 5% for the full year 2003. Residential construction activity was high during the quarter, while spending in public works remained strong due to Spain's infrastructure program.

The average **domestic cement price** remained flat in euros and increased 19% in dollar terms compared to fourth quarter 2002. For the full year, cement prices were 1% lower in euros and 18% higher in dollar terms versus 2002. The **average ready-mix price** increased 2% in euros and 21% in dollar terms versus fourth quarter 2002. For the full year, prices remained flat in euros and were 20% higher in dollar terms.

The **average cash cost of goods sold** per metric ton increased 28% in dollar terms versus fourth quarter 2002 and 30% for the full year. The increase in cash costs, when expressed in dollar terms, is due mainly to the appreciation of the euro versus the U.S. dollar between December 2002 and December 2003.

## Venezuela

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**Domestic cement volume** for CEMEX's Venezuelan operations increased 30% compared to fourth quarter 2002 and decreased 13% for the full year versus 2002. **Ready-mix volume** increased 36% over fourth quarter 2002 but decreased 6% for the full year compared to 2002. The level of economic activity increased compared to the fourth quarter of 2002, and the government increased its spending on infrastructure projects. Economic activity during December of this year was significantly stronger than in December 2002 because of the general strike in Venezuela at the end of 2002.

**Export volume** from CEMEX's Venezuelan operations increased 17% compared to fourth quarter 2002 and was up 17% for the full year. The North America and Caribbean regions accounted for 80% and 20%, respectively, of CEMEX Venezuela's fourth quarter exports.

**Domestic cement prices** decreased 6% in constant bolivar terms and increased 2% in dollar terms compared to fourth quarter 2002. For the full year, cement prices were 3% higher in constant bolivars and 1% lower in dollar terms. The **average ready-mix price** increased 3% in constant bolivar terms, and 12% in dollar terms compared to fourth quarter 2002. For the full year, ready-mix prices were 6% higher in constant bolivars and flat in dollar terms.

The **average cash cost of goods sold** per metric ton increased 15% in dollar terms compared to fourth quarter 2002. For the full year, cash costs per metric ton were down 3% in dollar terms.

## Colombia

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**Domestic cement volume** for CEMEX's Colombian operations decreased 6% compared to fourth quarter 2002, while for the full year 2003, volume rose 1% compared to 2002. **Ready-mix volume** increased 32% versus fourth quarter 2002 and 34% for the full year. Spending on infrastructure was weaker than in previous periods because many projects were concluded at the end of the year.

CEMEX's **average realized cement price** in Colombia was flat in Colombian pesos and 1% lower in dollar terms versus fourth quarter 2002. For the full year 2003, cement prices were 6% higher in Colombian pesos and 7% lower in dollar terms versus 2002. The **average ready-mix price** increased 7% in Colombian pesos and 6% in dollar terms versus fourth quarter 2002. For the full year, ready-mix prices were 4% higher in Colombian pesos and 8% lower in dollar terms versus 2002.

The average **cash cost of goods sold** per metric ton increased 12% in dollar terms versus fourth quarter 2002. During 2003, cash costs per metric ton were 11% higher in dollar terms versus 2002.

## Other Operations

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**Net sales** for our Central American and Caribbean operations decreased 5% versus fourth quarter 2002. The decline was due mainly to lower sales volumes in Puerto Rico, Costa Rica, and the Dominican Republic. For the full year, net sales increased 15% versus 2002. **Domestic cement volume** decreased 9% versus fourth quarter 2002 and rose 5% for the full year, while **Ready-mix volume** dropped 9% versus fourth quarter 2002 and grew 72% for the full year. The full-year increase in ready mix volume is due mainly to the acquisition of Puerto Rican Cement Company, which has sizeable ready-mix operations and was included in our 2002 consolidated results for only five months. Our ready mix-operations in Panama, Costa Rica, and the Dominican Republic also contributed positively to the increased ready-mix volume for the year.

In Egypt, **net sales** increased 12%, while **domestic cement volume** fell 22% versus fourth quarter 2002. Investment in infrastructure, although lower than that during fourth quarter 2002, was stronger than expected and remains the main driver of demand. **Domestic cement prices** were 55% higher in Egyptian pounds and 17% higher in dollar terms versus fourth quarter 2002.

Our Asian operations, which include the Philippines, Thailand, Taiwan and Bangladesh, increased **net sales** by 4% versus fourth quarter 2002, as our Philippine and Thai operations experienced an improvement in sales. **Domestic cement volume** for the region decreased 10% compared to fourth quarter 2002 and 2% for the full year. Our weighted-average **domestic cement prices** in the region increased 25% in dollar terms versus the same period in 2002, and were 2% higher for the full year. Activity in the construction sector in the Philippines remains at a low level, driven mainly by decreased government infrastructure spending.

## Consolidated Income Statement & Balance Sheet

### CEMEX S.A. de C.V. AND SUBSIDIARIES

(Thousands of U.S. Dollars, except per ADR amounts)

INCOME STATEMENT	January - December			Fourth quarter		
	2003	2002	% Var.	2003	2002	% Var.
Net Sales	7,164,384	6,543,087	9%	1,786,908	1,620,644	10%
Cost of Sales	(4,130,046)	(3,655,500)	13%	(1,029,487)	(945,212)	9%
<b>Gross Profit</b>	<b>3,034,338</b>	<b>2,887,587</b>	<b>5%</b>	<b>757,421</b>	<b>675,432</b>	<b>12%</b>
Selling, General and Administrative Expenses	(1,579,134)	(1,577,191)	0%	(415,859)	(419,052)	(1%)
<b>Operating Income</b>	<b>1,455,204</b>	<b>1,310,396</b>	<b>11%</b>	<b>341,562</b>	<b>256,380</b>	<b>33%</b>
Financial Expenses	(380,648)	(332,522)	14%	(93,723)	(86,950)	8%
Financial Income	16,691	44,605	(63%)	2,502	6,067	(59%)
Exchange Gain (Loss), Net	(171,589)	(77,100)	123%	(29,080)	(5,263)	453%
Monetary Position Gain (Loss)	327,667	352,145	(7%)	90,424	97,585	(7%)
Gain (Loss) on Marketable Securities	(59,570)	(316,480)	(81%)	(24,649)	6,930	N/A
Total Comprehensive Financing (Cost) Income	(267,449)	(329,353)	(19%)	(54,525)	18,369	N/A
Other Expenses, Net	(456,737)	(389,276)	17%	(187,672)	(109,170)	72%
<b>Net Income Before Income Taxes</b>	<b>731,017</b>	<b>591,768</b>	<b>24%</b>	<b>99,365</b>	<b>165,578</b>	<b>(40%)</b>
Income Tax	(89,612)	(54,837)	63%	(13,301)	(5,084)	162%
Employees' Statutory Profit Sharing	(16,989)	(10,299)	65%	(9,148)	(1,452)	530%
Total Income Tax & Profit Sharing	(106,601)	(65,136)	64%	(22,448)	(6,536)	243%
<b>Net Income Before Participation</b>						
of Uncons. Subs. and Ext. Items	624,416	526,631	19%	76,917	159,042	(52%)
Participation in Unconsolidated Subsidiaries	34,768	30,703	13%	17,346	9,355	85%
<b>Consolidated Net Income</b>	<b>659,184</b>	<b>557,334</b>	<b>18%</b>	<b>94,262</b>	<b>168,397</b>	<b>(44%)</b>
Net Income Attributable to Min. Interest	30,412	37,063	(18%)	2,929	2,786	5%
<b>MAJORITY INTEREST NET INCOME</b>	<b>628,772</b>	<b>520,272</b>	<b>21%</b>	<b>91,333</b>	<b>165,611</b>	<b>(45%)</b>
<b>EBITDA</b>	<b>2,108,028</b>	<b>1,917,064</b>	<b>10%</b>	<b>508,524</b>	<b>417,464</b>	<b>22%</b>
<b>Earnings per ADR</b>	<b>1.99</b>	<b>1.74</b>	<b>15%</b>	<b>0.28</b>	<b>0.54</b>	<b>(48%)</b>

BALANCE SHEET	As of December 31		
	2003	2002	% Var.
<b>Total Assets</b>	<b>16,015,780</b>	<b>15,934,483</b>	<b>1%</b>
Cash and Temporary Investments	291,382	361,155	(19%)
Trade Accounts Receivables	469,534	400,854	17%
Other Receivables	404,217	404,070	0%
Inventories	594,580	706,743	(16%)
Other Current Assets	66,684	79,855	(16%)
Current Assets	1,826,396	1,952,677	(6%)
Fixed Assets	9,265,408	8,963,135	3%
Other Assets	4,923,975	5,018,671	(2%)
<b>Total Liabilities</b>	<b>9,249,638</b>	<b>8,983,384</b>	<b>3%</b>
Current Liabilities	2,829,344	2,954,064	(4%)
Long-Term Liabilities	4,536,828	4,373,888	4%
Other Liabilities	1,883,465	1,655,431	14%
<b>Consolidated Stockholders' Equity</b>	<b>6,766,142</b>	<b>6,951,099</b>	<b>(3%)</b>
Stockholders' Equity Attributable to Minority Interest	531,965	1,206,785	(56%)
Stockholders' Equity Attributable to Majority Interest	6,234,177	5,744,314	9%

## Consolidated Income Statement & Balance Sheet

### CEMEX S.A. de C.V. AND SUBSIDIARIES

(Thousands of Mexican Pesos in real terms as of December 31, 2003  
except per ADR amounts)

INCOME STATEMENT	January - December			Fourth quarter		
	2003	2002	% Var.	2003	2002	% Var.
Net Sales	80,527,677	75,042,021	7%	20,084,845	18,586,890	8%
Cost of Sales	(46,421,722)	(41,924,570)	11%	(11,571,430)	(10,840,480)	7%
<b>Gross Profit</b>	<b>34,105,955</b>	<b>33,117,451</b>	<b>3%</b>	<b>8,513,414</b>	<b>7,746,410</b>	<b>10%</b>
Selling, General and Administrative Expenses	(17,749,464)	(18,088,647)	(2%)	(4,674,259)	(4,806,035)	(3%)
<b>Operating Income</b>	<b>16,356,491</b>	<b>15,028,803</b>	<b>9%</b>	<b>3,839,155</b>	<b>2,940,374</b>	<b>31%</b>
Financial Expenses	(4,278,480)	(3,813,668)	12%	(1,053,442)	(997,211)	6%
Financial Income	187,606	511,573	(63%)	28,128	69,581	(60%)
Exchange Gain (Loss), Net	(1,928,665)	(884,277)	118%	(326,862)	(60,352)	442%
Monetary Position Gain (Loss)	3,682,977	4,038,703	(9%)	1,016,370	1,119,184	(9%)
Gain (Loss) on Marketable Securities	(669,569)	(3,629,737)	(82%)	(277,056)	79,482	N/A
Total Comprehensive Financing (Cost) Income	(3,006,131)	(3,777,406)	(20%)	(612,863)	210,685	N/A
Other Expenses, Net	(5,133,726)	(4,464,558)	15%	(2,109,430)	(1,252,048)	68%
<b>Net Income Before Income Taxes</b>	<b>8,216,635</b>	<b>6,786,839</b>	<b>21%</b>	<b>1,116,862</b>	<b>1,899,009</b>	<b>(41%)</b>
Income Tax	(1,007,244)	(628,907)	60%	(149,501)	(58,311)	156%
Employees' Statutory Profit Sharing	(190,956)	(118,123)	62%	(102,818)	(16,650)	518%
Total Income Tax & Profit Sharing	(1,198,200)	(747,030)	60%	(252,319)	(74,961)	237%
<b>Net Income Before Participation</b>						
<b>of Uncons. Subs. and Ext. Items</b>	<b>7,018,435</b>	<b>6,039,810</b>	<b>16%</b>	<b>864,544</b>	<b>1,824,050</b>	<b>(53%)</b>
Participation in Unconsolidated Subsidiaries	390,794	352,128	11%	194,965	107,286	82%
<b>Consolidated Net Income</b>	<b>7,409,229</b>	<b>6,391,938</b>	<b>16%</b>	<b>1,059,509</b>	<b>1,931,335</b>	<b>(45%)</b>
Net Income Attributable to Min. Interest	341,834	425,051	(20%)	32,920	31,953	3%
<b>MAJORITY INTEREST NET INCOME</b>	<b>7,067,395</b>	<b>5,966,888</b>	<b>18%</b>	<b>1,026,588</b>	<b>1,899,383</b>	<b>(46%)</b>
<b>EBITDA</b>	<b>23,694,237</b>	<b>21,986,547</b>	<b>8%</b>	<b>5,715,812</b>	<b>4,787,838</b>	<b>19%</b>
<b>Earnings per ADR</b>	<b>22.42</b>	<b>18.05</b>	<b>24%</b>	<b>3.17</b>	<b>5.65</b>	<b>(44%)</b>

BALANCE SHEET	As of December 31		
	2003	2002	% Var.
<b>Total Assets</b>	<b>180,017,367</b>	<b>182,750,383</b>	<b>(1%)</b>
Cash and Temporary Investments	3,275,131	4,142,035	(21%)
Trade Accounts Receivables	5,277,561	4,597,340	15%
Other Receivables	4,543,395	3,641,689	25%
Inventories	6,683,083	8,105,542	(18%)
Other Current Assets	749,525	1,908,378	(61%)
Current Assets	20,528,695	22,394,981	(8%)
Fixed Assets	104,143,188	102,796,955	1%
Other Assets	55,345,484	57,558,447	(4%)
<b>Total Liabilities</b>	<b>103,965,928</b>	<b>103,029,193</b>	<b>1%</b>
Current Liabilities	31,801,830	33,879,756	(6%)
Long-Term Liabilities	50,993,951	50,163,523	2%
Other Liabilities	21,170,146	18,985,913	12%
<b>Consolidated Stockholders' Equity</b>	<b>76,051,440</b>	<b>79,721,191</b>	<b>(5%)</b>
Stockholders' Equity Attributable to Minority Interest	5,979,292	13,840,448	(57%)
Stockholders' Equity Attributable to Majority Interest	70,072,148	65,880,743	6%



## Operating Summary per Country

In thousands of U.S. dollars

NET SALES	January - December			Fourth quarter		
	2003	2002	% Var.	2003	2002	% Var.
Mexico	2,628,544	2,483,061	6%	663,625	634,698	5%
U.S.A.	1,718,265	1,735,539	(1%)	445,625	391,521	14%
Spain	1,195,432	964,756	24%	275,068	232,166	18%
Venezuela	318,894	303,602	5%	83,840	66,710	26%
Colombia	217,234	189,159	15%	57,323	55,504	3%
Egypt	132,288	145,978	(9%)	39,300	35,135	12%
Central America & the Caribbean region	562,301	490,104	15%	134,731	141,783	(5%)
Asia region	187,204	180,572	4%	45,273	43,413	4%
<i>Others and intercompany eliminations</i>	<i>204,222</i>	<i>50,316</i>	<i>306%</i>	<i>42,123</i>	<i>19,714</i>	<i>114%</i>
<b>TOTAL</b>	<b>7,164,384</b>	<b>6,543,087</b>	<b>9%</b>	<b>1,786,908</b>	<b>1,620,644</b>	<b>10%</b>

### GROSS PROFIT

Mexico	1,516,616	1,474,069	3%	381,105	374,465	2%
U.S.A.	549,817	605,107	(9%)	152,212	126,005	21%
Spain	425,234	366,908	16%	98,792	88,578	12%
Venezuela	148,358	148,152	0%	39,446	33,798	17%
Colombia	121,124	104,002	16%	34,454	31,210	10%
Egypt	60,491	51,166	18%	20,350	7,956	156%
Central America & the Caribbean region	179,995	157,486	14%	45,324	40,693	11%
Asia region	53,657	46,123	16%	14,453	10,659	36%
<i>Others and intercompany eliminations</i>	<i>(20,955)</i>	<i>(65,427)</i>	<i>(68%)</i>	<i>(28,714)</i>	<i>(37,933)</i>	<i>(24%)</i>
<b>TOTAL</b>	<b>3,034,338</b>	<b>2,887,587</b>	<b>5%</b>	<b>757,421</b>	<b>675,432</b>	<b>12%</b>

### OPERATING INCOME

Mexico	1,023,738	985,331	4%	237,487	244,370	(3%)
U.S.A.	219,998	275,813	(20%)	59,331	47,881	24%
Spain	255,770	231,084	11%	53,904	52,417	3%
Venezuela	103,465	99,634	4%	26,361	21,307	24%
Colombia	87,750	80,112	10%	25,011	24,767	1%
Egypt	28,611	19,047	50%	8,708	(556)	N/A
Central America & the Caribbean region	97,073	92,668	5%	23,800	19,823	20%
Asia region	(11,815)	(13,713)	(14%)	(3,106)	(6,453)	(52%)
<i>Others and intercompany eliminations</i>	<i>(349,386)</i>	<i>(459,580)</i>	<i>(24%)</i>	<i>(89,934)</i>	<i>(147,177)</i>	<i>(39%)</i>
<b>TOTAL</b>	<b>1,455,204</b>	<b>1,310,396</b>	<b>11%</b>	<b>341,562</b>	<b>256,380</b>	<b>33%</b>

### EBITDA

Mexico	1,166,338	1,113,772	5%	274,875	276,527	(1%)
U.S.A.	369,937	419,171	(12%)	99,286	86,069	15%
Spain	339,055	291,658	16%	78,635	69,824	13%
Venezuela	152,680	143,743	6%	38,110	31,331	22%
Colombia	129,597	116,689	11%	34,197	35,628	(4%)
Egypt	57,844	57,538	1%	16,284	9,001	81%
Central America & the Caribbean region	133,699	120,106	11%	33,426	29,071	15%
Asia region	19,265	17,223	12%	4,377	1,003	336%
<i>Others and intercompany eliminations</i>	<i>(260,386)</i>	<i>(362,836)</i>	<i>(28%)</i>	<i>(70,666)</i>	<i>(120,988)</i>	<i>(42%)</i>
<b>TOTAL</b>	<b>2,108,028</b>	<b>1,917,064</b>	<b>10%</b>	<b>508,524</b>	<b>417,464</b>	<b>22%</b>

## Operating Summary per Country

As a percentage of net sales

OPERATING INCOME MARGIN	January - December		Fourth quarter	
	2003	2002	2003	2002
Mexico	38.9%	39.7%	35.8%	38.5%
U.S.A.	12.8%	15.9%	13.3%	12.2%
Spain	21.4%	24.0%	19.6%	22.6%
Venezuela	32.4%	32.8%	31.4%	31.9%
Colombia	40.4%	42.4%	43.6%	44.6%
Egypt	21.6%	13.0%	22.2%	(1.6%)
Central America & the Caribbean region	17.3%	18.9%	17.7%	14.0%
Asia region	(6.3%)	(7.6%)	(6.9%)	(14.9%)
CONSOLIDATED MARGIN	20.3%	20.0%	19.1%	15.8%

### EBITDA MARGIN

Mexico	44.4%	44.9%	41.4%	43.6%
U.S.A.	21.5%	24.2%	22.3%	22.0%
Spain	28.4%	30.2%	28.6%	30.1%
Venezuela	47.9%	47.3%	45.5%	47.0%
Colombia	59.7%	61.7%	59.7%	64.2%
Egypt	43.7%	39.4%	41.4%	25.6%
Central America & the Caribbean region	23.8%	24.5%	24.8%	20.5%
Asia region	10.3%	9.5%	9.7%	2.3%
CONSOLIDATED MARGIN	29.4%	29.3%	28.5%	25.8%

## Volume Summary

### Consolidated volume summary

Cement: Thousands of metric tons

Ready-mix: Thousands of cubic meters

	January - December			Fourth quarter		
	2003	2002	% Var.	2003	2002	% Var.
Consolidated cement volume	64,650	61,823	5%	16,273	15,610	4%
Consolidated ready-mix volume	21,669	19,224	13%	5,460	4,902	11%

### Per-country volume summary

	January - December		Fourth quarter		Fourth quarter 2003 vs. Third quarter 2003
	2003	2002	2003	2002	
<b>DOMESTIC CEMENT VOLUME</b>					
Mexico	4%		2%		2%
U.S.A.	2%		10%		(10%)
Spain	5%		4%		(0%)
Venezuela	(13%)		30%		8%
Colombia	1%		(6%)		(4%)
Egypt	(12%)		(22%)		(11%)
Central America & the Caribbean region	5%		(9%)		(6%)
Asia Region	(2%)		(10%)		7%

#### READY-MIX VOLUME

Mexico	13%		11%		1%
U.S.A.	4%		9%		2%
Spain	5%		4%		(8%)
Venezuela	(6%)		36%		2%
Colombia	34%		32%		(0%)
Central America & the Caribbean region	72%		(9%)		(20%)
Asia Region	N/A		N/A		N/A

#### EXPORT CEMENT VOLUME

Mexico	(24%)		(14%)		(3%)
Spain	(21%)		(26%)		4%
Venezuela	17%		17%		(10%)

## Price Summary

	Fourth quarter 2003 vs. 2002		Fourth quarter 2003 vs. Third quarter 2003	
	% Var.	% Var.	% Var.	% Var.
	U.S. dollar	Local currency	U.S. dollar	Local currency
<b>DOMESTIC CEMENT PRICE</b>				
Mexico <sup>(1)</sup>	(3%)	2%	(3%)	(2%)
U.S.A.	(1%)	(1%)	(1%)	(1%)
Spain	19%	(0%)	6%	(0%)
Venezuela <sup>(1)</sup>	2%	(6%)	1%	(4%)
Colombia	(1%)	(0%)	(1%)	(2%)
Egypt	17%	55%	4%	4%
Central America & the Caribbean region <sup>(2)</sup>	6%	N/A	(1%)	N/A
Asia Region <sup>(2)</sup>	25%	N/A	4%	N/A
<b>READY-MIX PRICE</b>				
Mexico <sup>(1)</sup>	(4%)	1%	(3%)	(2%)
U.S.A.	1%	1%	0%	0%
Spain	21%	2%	9%	3%
Venezuela <sup>(1)</sup>	12%	3%	(1%)	(5%)
Colombia	6%	7%	3%	2%
Central America & the Caribbean region <sup>(2)</sup>	(1%)	N/A	3%	N/A
Asia Region <sup>(2)</sup>	(2%)	N/A	1%	N/A

1) Local currency price variation for Mexico and Venezuela is presented in constant currency terms as of December 31, 2003.

2) Volume weighted-average price.

## Definition of Terms and Disclosures

### Methodology for consolidation and presentation of results

CEMEX consolidates its results in Mexican pesos under Mexican generally accepted accounting principles (GAAP). For the reader's convenience, U.S. dollar amounts for the consolidated entity are calculated by converting the constant Mexican peso amounts at the end of each quarter using the period-end Mexican peso/U.S. dollar exchange rate for each quarter. The exchange rates used to convert results for fourth quarter 2003, third quarter of 2003 and fourth quarter of 2002 are 11.24, 11.00 and 10.38 Mexican pesos per 1 U.S. dollar, respectively. CEMEX's weighted-average inflation factor between December 31, 2002 and December 31, 2003 was 10.49%.

Per-country figures are presented in U.S. dollars for the reader's convenience. In the consolidation process, each country's figures are converted to U.S. dollars (except CEMEX Mexico) and then to Mexican pesos under Mexican GAAP. Each country's figures presented in U.S. dollars at December 31, 2003 and December 31, 2002 can be converted to its original local currency amount by multiplying the U.S. dollar figure by the corresponding exchange rate provided below.

To convert December 31, 2002 U.S. dollar figures for Mexico and Venezuela to constant pesos and bolivars, respectively, as of December 31, 2003 it is necessary to first convert the December 31, 2002 U.S. dollars to the corresponding local currency (using the exchange rates provided below), and then multiply the resulting amount by the inflation rate factor provided in the table below.

Exchange rate	December 31		Inflation rate factor
	2003	2002	
Mexico	11.24	10.38	1.039
Spain	0.79	0.95	
Venezuela	1,600	1,403	1.271
Colombia	2,778	2,865	
Egypt	6.18	4.64	

Amounts provided in units of local currency per 1 U.S. dollar.

The Central America & Caribbean region includes CEMEX's operations in Costa Rica, the Dominican Republic, Panama, Nicaragua and Puerto Rico, as well as our trading operations in the Caribbean region. The Asia region includes CEMEX's operations in the Philippines, Taiwan, Thailand and Bangladesh.

CEMEX's quarterly reports prior to 2003 consolidated CEMEX's operations in Panama and the Dominican Republic into Venezuela. Beginning in 2003, CEMEX's Venezuelan operations do not include Panama and the Dominican Republic, but for presentation purposes, are now consolidated into the Central America & Caribbean region. For comparison purposes, Venezuela's and Central America & Caribbean region figures for 2002 were restated to make them comparable with the new disclosure procedures.

### Definition of terms

**EBITDA:** equals operating income plus depreciation and operating amortization.

**Free cash flow:** equals EBITDA minus net interest expense, capital expenditures, change in working capital, taxes paid, dividends on preferred equity, and other cash items.

**Capital expenditures:** maintenance spending on our cement and ready-mix businesses, and expansion of current facilities of cement and ready-mix.

**Equity obligations:** equal the outstanding US\$66 million of preferred capital securities.

**Net debt:** equals total debt plus equity obligations, minus cash and cash equivalents.

**Interest plus preferred dividend coverage:** calculated by dividing EBITDA for the last twelve months by the sum of interest expense and preferred dividend payments for the last twelve months (all amounts in constant currency terms).

**Net debt/EBITDA:** calculated by dividing net debt at the end of the quarter by EBITDA for the last twelve months (EBITDA in constant currency terms).

**Capitalization ratio:** calculated by dividing total debt plus the US\$66 million outstanding preferred capital securities, by the sum of total debt, the US\$66 million in outstanding preferred capital securities, and consolidated stockholders' equity.

### Earnings per ADR

For the calculation of earnings per ADR, the number of average ADRs outstanding used was as follows: 323.9 million for fourth quarter 2003 and 304.2 million for fourth quarter 2002; 315.2 million for full-year 2003, and 299.2 million for full-year 2002.