

# **VESIVÄYLÄT YRITYKSEN LOGISTIIKASSA**

**Vesiliikenneseminaari 5.9.2013**

**Stig Kavander, toimitusjohtaja**

**Embra Oy**

**CEMEX, S.A.B. de CV**

- **We supply cement, ready-mix concrete, and aggregates, as well as a range of other construction products and services.**



## Exchange listings

Bolsa Mexicana de Valores (BMV) Mexico

Ticker symbol:

**CEMEXCPO**

Share series:

CPO (representing two A shares and one B share)

New York Stock Exchange (NYSE) United States

Ticker symbol:

**CX**

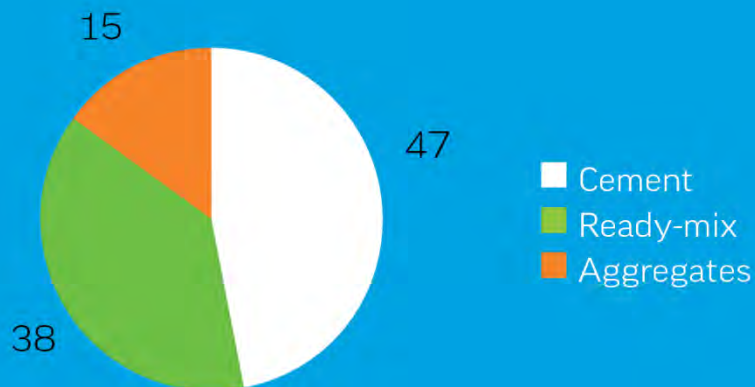
Share series:

ADS (representing 10 CPOs)

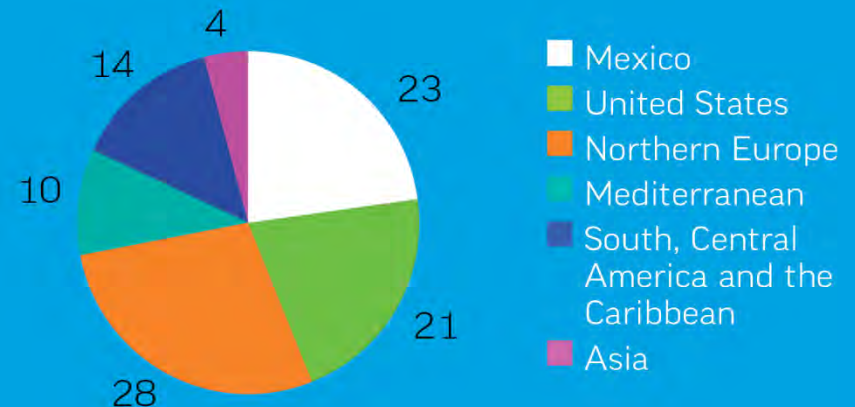


**CX**  
**LISTED**  
**NYSE.**

**Sales by product**  
percentage



**Sales by region<sup>6</sup>**  
percentage



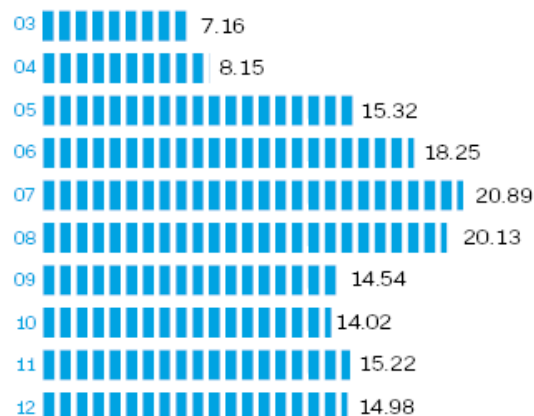
## Financial highlights

|                                                       | 2012   | 2011    | %    |
|-------------------------------------------------------|--------|---------|------|
| Net sales                                             | 14,984 | 15,215  | (2)  |
| Operating earnings before other expenses, net         | 1,308  | 967     | 35   |
| Operating EBITDA                                      | 2,615  | 2,372   | 10   |
| Controlling interest net income (loss)                | (904)  | (1,986) | 55   |
| Earning (loss) per ADS <sup>1</sup>                   | (0.80) | (1.78)  | 55   |
| Free cash flow after maintenance capital expenditures | 169    | 191     | (11) |
| Total assets                                          | 37,258 | 38,800  | (4)  |
| Total debt plus perpetual notes                       | 16,644 | 17,986  | (7)  |
| Total controlling stockholders' equity                | 10,981 | 11,110  | (1)  |

in millions of US dollars<sup>2</sup>, except per-ADS data

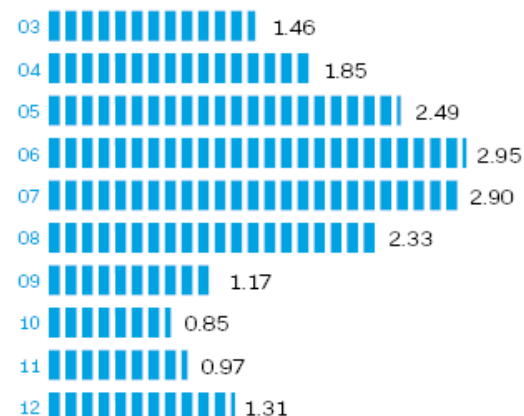
### Net sales

billions of US dollars<sup>3</sup>



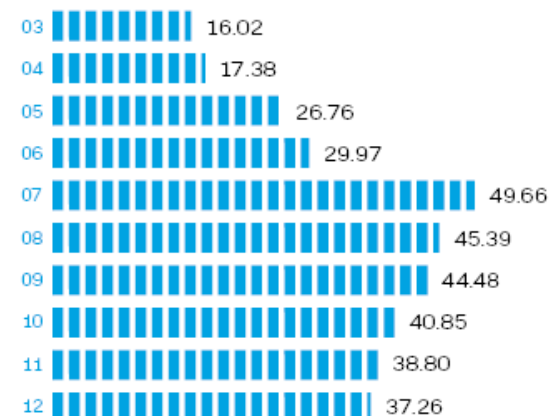
### Operating earnings before other expenses, net

billions of US dollars<sup>3</sup>



### Total assets

billions of US dollars<sup>3</sup>



## a global industry leader

- Annual sales of **US\$15.1 billion**
- One of the **leading cement manufacturers** in the world
- **World's leading supplier of ready-mix concrete**, and one of the world's largest suppliers of aggregates
- **One of the world's top traders of cement and clinker**
- Close to **44,000 employees** worldwide

## CEMEX by the numbers

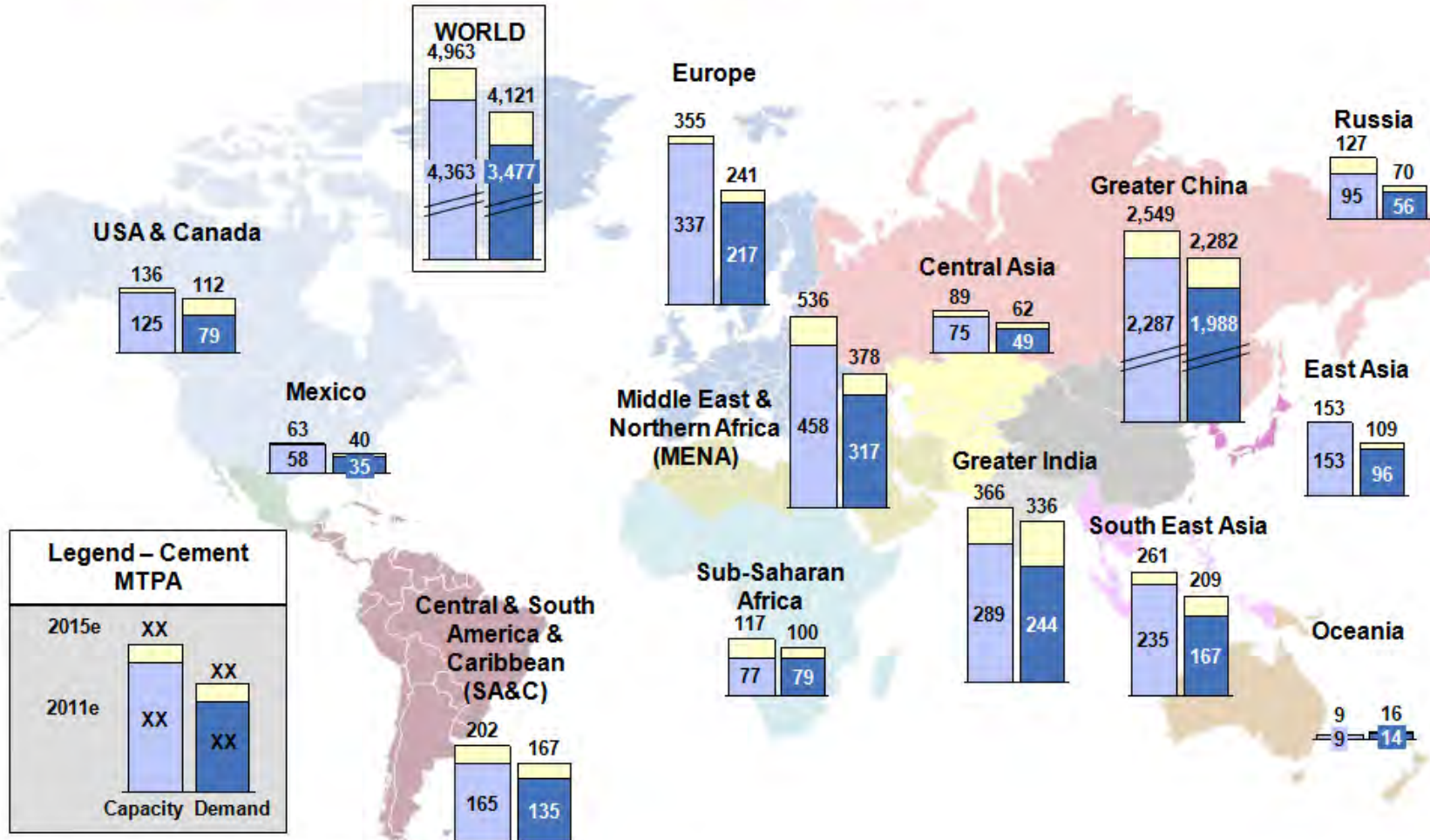
### worldwide presence

|                                                                            |                                                                              |                                                                                       |
|----------------------------------------------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| <b>50+</b><br>countries<br>CEMEX worldwide<br>presence                     | <b>95.6</b><br>million metric<br>tons/ year<br>cement production<br>capacity | <b>55</b><br>million cubic meters<br>ready-mix concrete<br>annual production<br>level |
| <b>160</b><br>million metric tons<br>aggregates annual<br>production level | <b>61</b><br>cement plants<br>plus 12 with minority<br>participation         | <b>1921</b><br>ready-mix<br>concrete facilities                                       |
| <b>377</b><br>aggregates quarries                                          | <b>226</b><br>land-distribution<br>centers                                   | <b>70</b><br>marine terminals                                                         |

## CEMEX history

- ▶ **1906** CEMEX is founded with the opening of a cement plant in the northern part of Mexico.
- ▶ **1972** CEMEX establishes a national presence in Mexico.
- ▶ **1989** CEMEX becomes one of the ten largest cement companies in the world.
- ▶ **1992** CEMEX begins expansion in Europe through Spain.
- ▶ **1994** CEMEX begins expansion in the U.S., Central, and South America.
- ▶ **1995** CEMEX begins expansion in the Caribbean.
- ▶ **1996** CEMEX becomes the world's third largest cement company.
- ▶ **1997** CEMEX begins expansion in Asia.
- ▶ **1999** CEMEX lists on the New York Stock Exchange.
- ▶ **1999** CEMEX begins expansion in Africa.
- ▶ **2000** CEMEX becomes the largest cement producer in North America.
- ▶ **2005** CEMEX consolidates its presence in Europe and the U.S.
- ▶ **2006** CEMEX celebrates its 100th anniversary.
- ▶ **2007** CEMEX expands its position in the U.S.
- ▶ **2010** CEMEX overcomes the most complex financial crisis in recent history by adapting its operations worldwide to the new market dynamics.

## World Cement Demand and Capacity



Note: Expansions refer to the 2012e-2015e period

Source: CXcsp Demand database, Industry Strategic Analysis databases as of 01Dec11

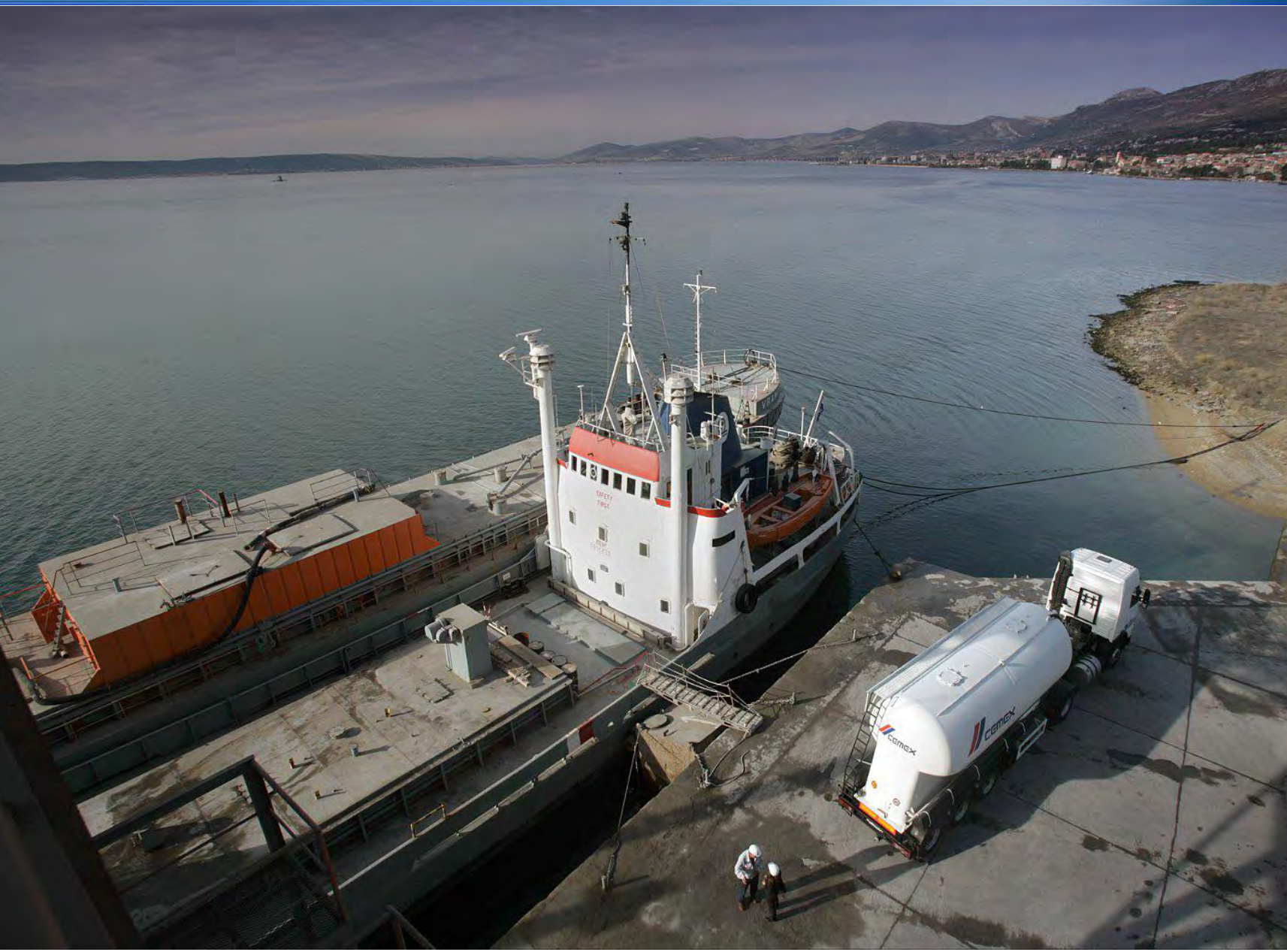
# Valmisbetoni - lyhyet etäisyydet



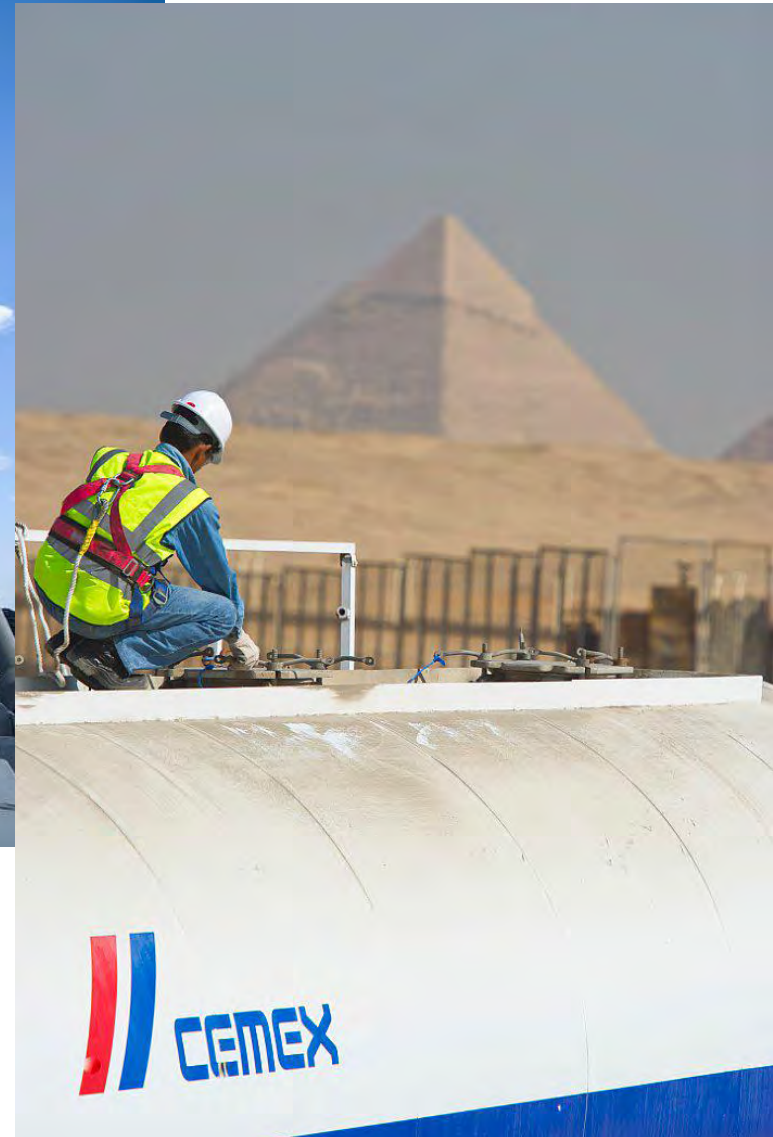
# Kiviainekset – pitempiä siirtoja

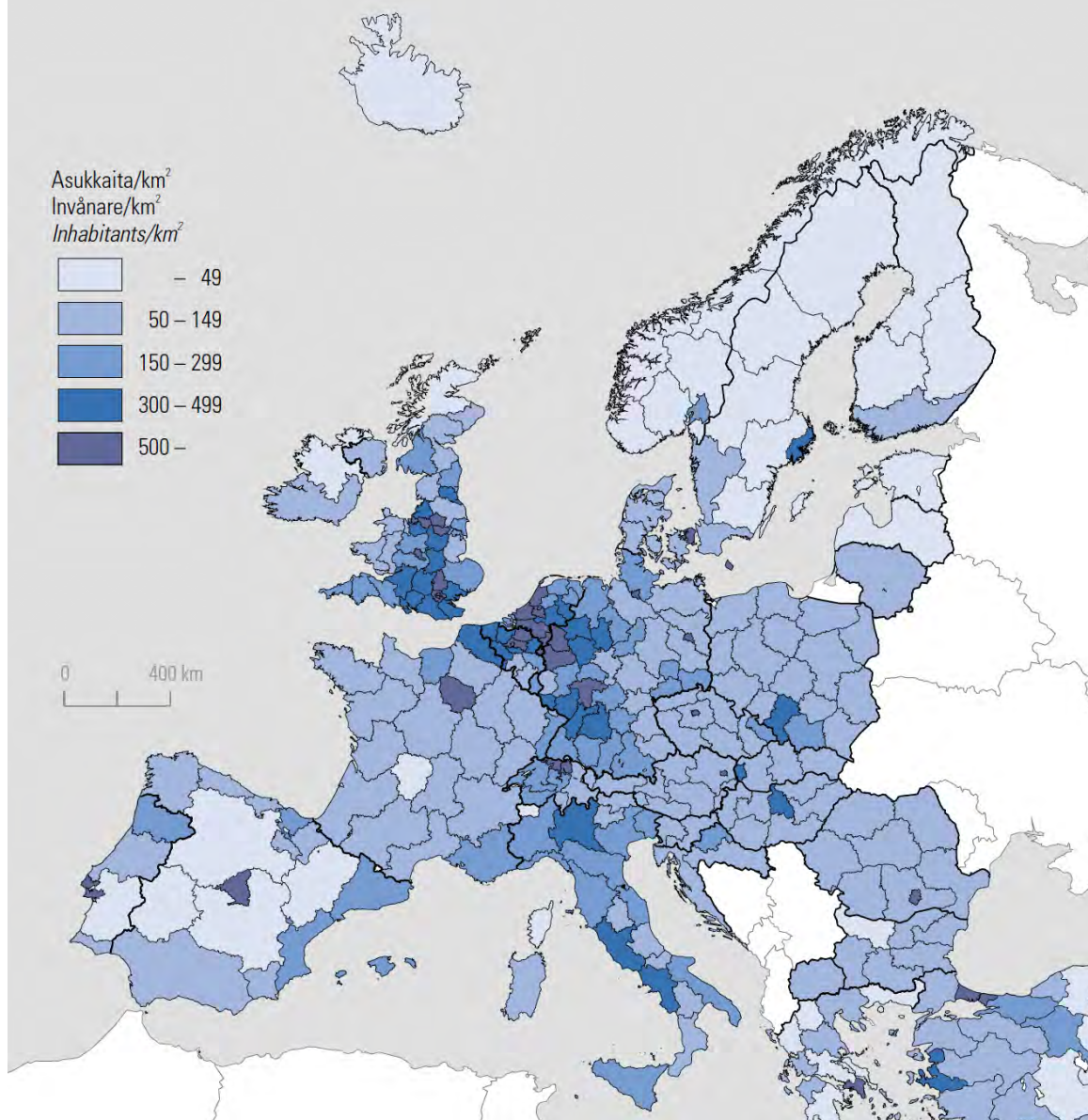


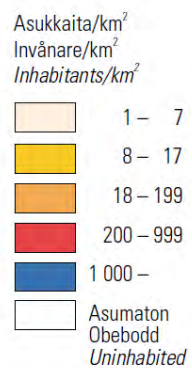




# Loppukuljetusetaisyys– maantie tai rautatie määrittelee kilpailukyvyn



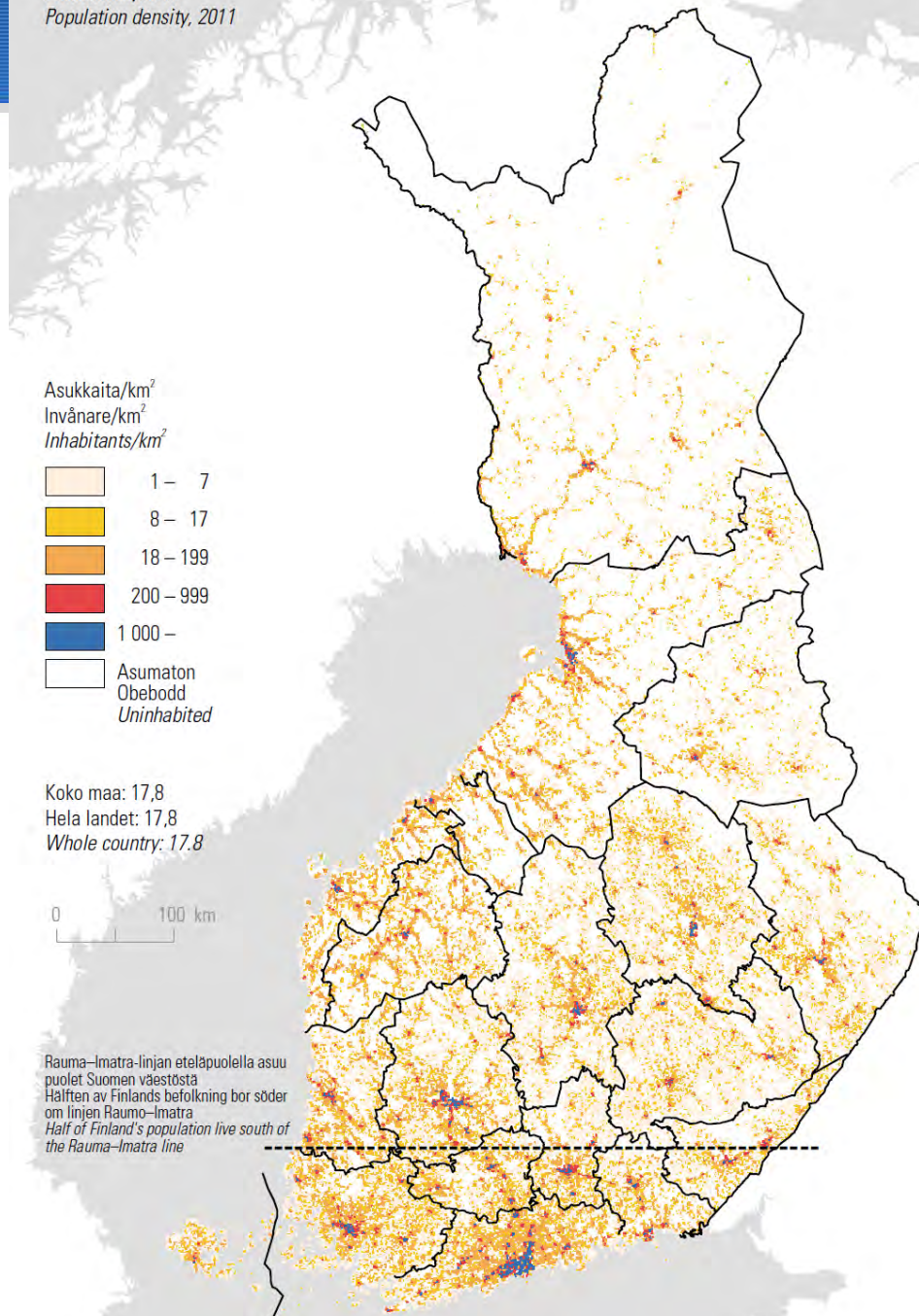


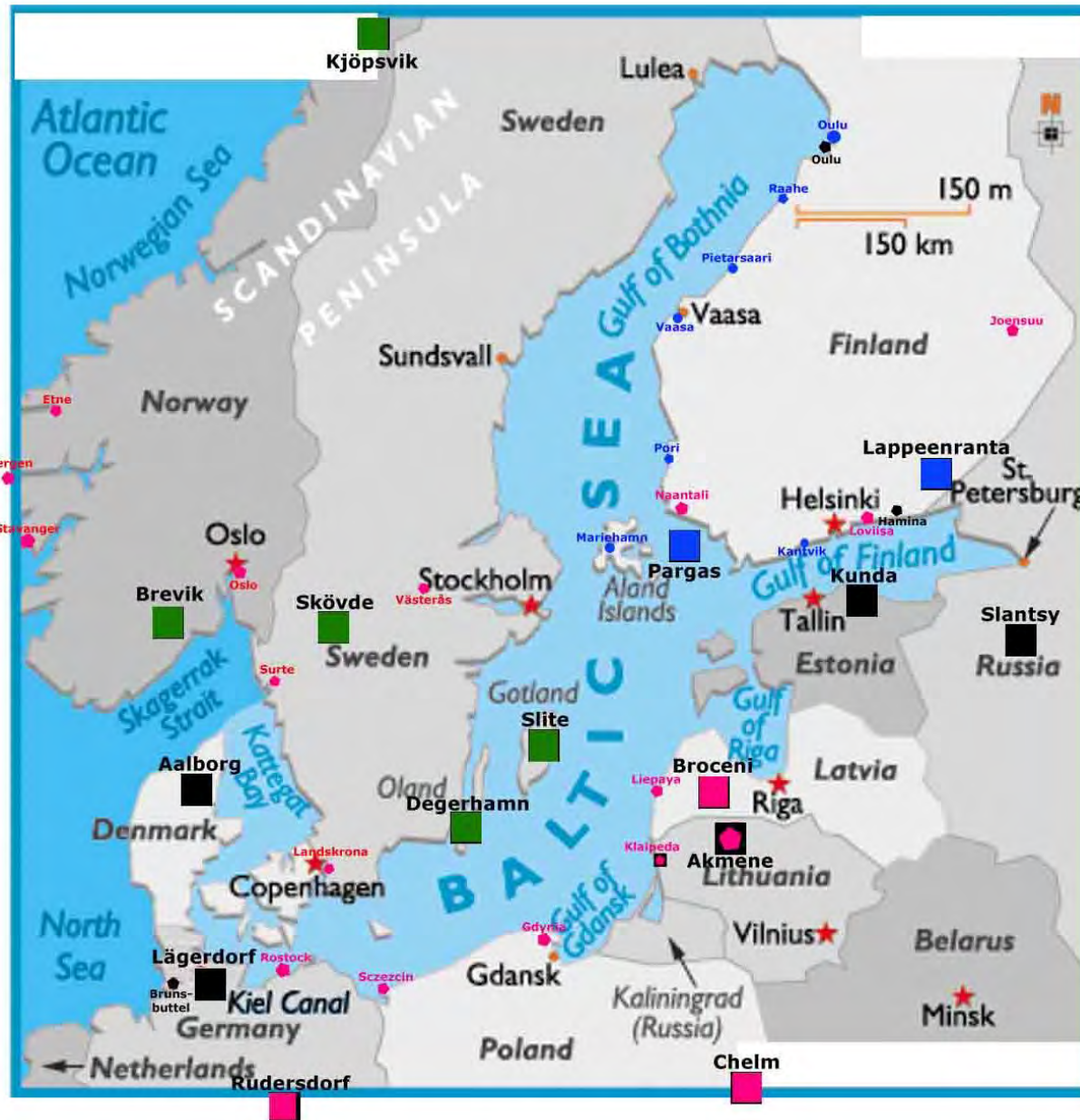


Koko maa: 17,8  
Hela landet: 17,8  
Whole country: 17.8



Rauma–Imatra-linjan eteläpuolella asuu  
puolet Suomen väestöstä  
Halften av Finlands befolkning bor söder  
om linjen Raumo–Imatra  
Half of Finland's population live south of  
the Rauma–Imatra line





## ■ Puhdas trading

- Norja – 5 meriterminaalia
  - Sementti Saksasta pääasiassa
- Ruotsi – 3 meriterminaalia
  - Sementti Saksasta pääasiassa
- Suomi – 3 meriterminaalia
  - Sementti Latviasta pääasiassa

## ■ Yhteisvolyymi n. 1 miljoona tonnia vuodessa

- Lähtölogistiikka yleensä rautateitse
  - Lastaus suoraan vaunuista tai terminaalista
- Laivakoko 3,000 - 5,000 tonnia

# Lähtöasema – sementtitehdas (Broceni, Latvia)



# Meriterminaalin kautta (Liepaja)



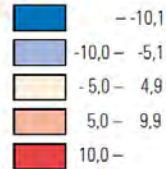






Väkiluvun muutos kunnittain, 2000–2011  
Förändring av folkmängden kommunvis, 2000–2011  
Population change by municipality, 2000–2011

Muutos, %  
Förändring, %  
Change, %

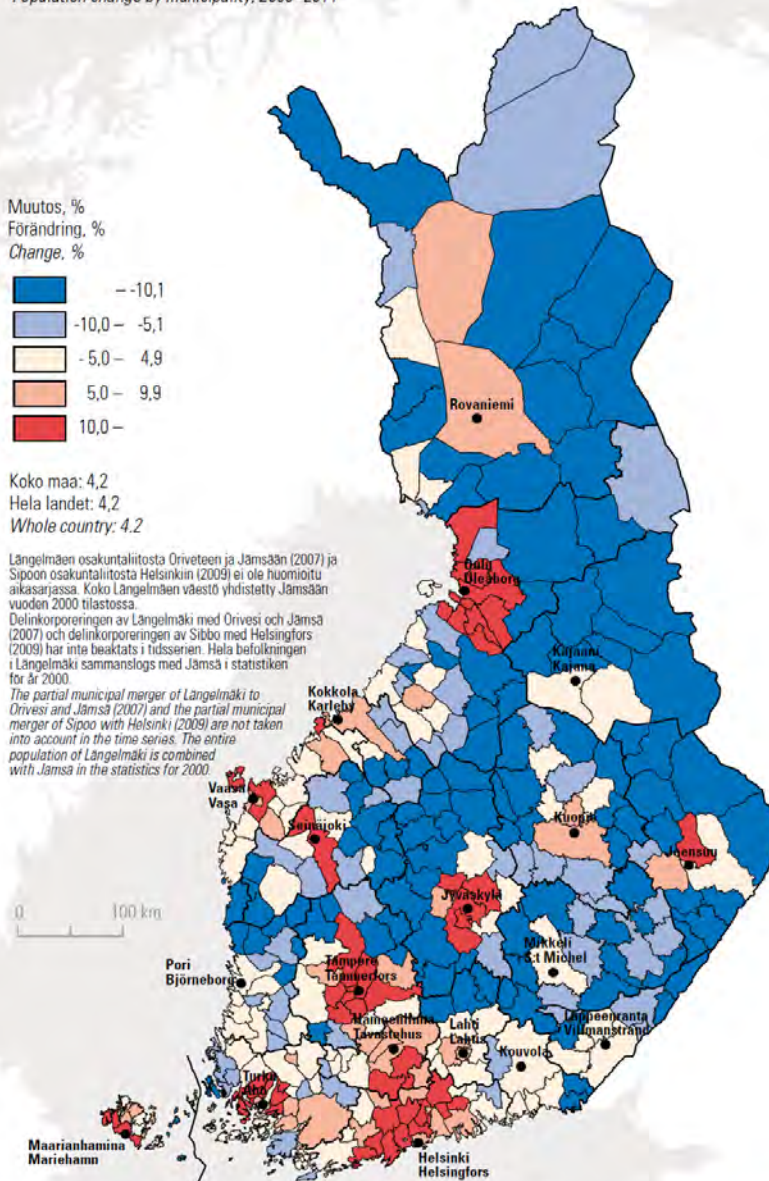


Koko maa: 4,2  
Hela landet: 4,2  
Whole country: 4.2

Längelmäen osakuntaliitosta Oriveteen ja Jämsään (2007) ja Sipoon osakuntaliitosta Helsinkiin (2009) ei ole huomioitu aikasarjassa. Koko Längelmäen väestö yhdistetty Jämsään vuoden 2000 tilastossa.  
Delinkorporeringen av Längelmäki med Orivesi och Jämsä (2007) och delinkorporeringen av Sipoo med Helsingfors (2009) har inte beaktats i tidsserien. Hela befolkningen i Längelmäki sammanslogs med Jämsä i statistiken för år 2000.

The partial municipal merger of Längelmäki to Orivesi and Jämsä (2007) and the partial municipal merger of Sipoo with Helsinki (2009) are not taken into account in the time series. The entire population of Längelmäki is combined with Jämsä in the statistics for 2000.

0 100 km



ajako 1.1.2012 mukainen – Områdesindelningen enligt 1.1.2012 – Regional division as on 1 January 2012

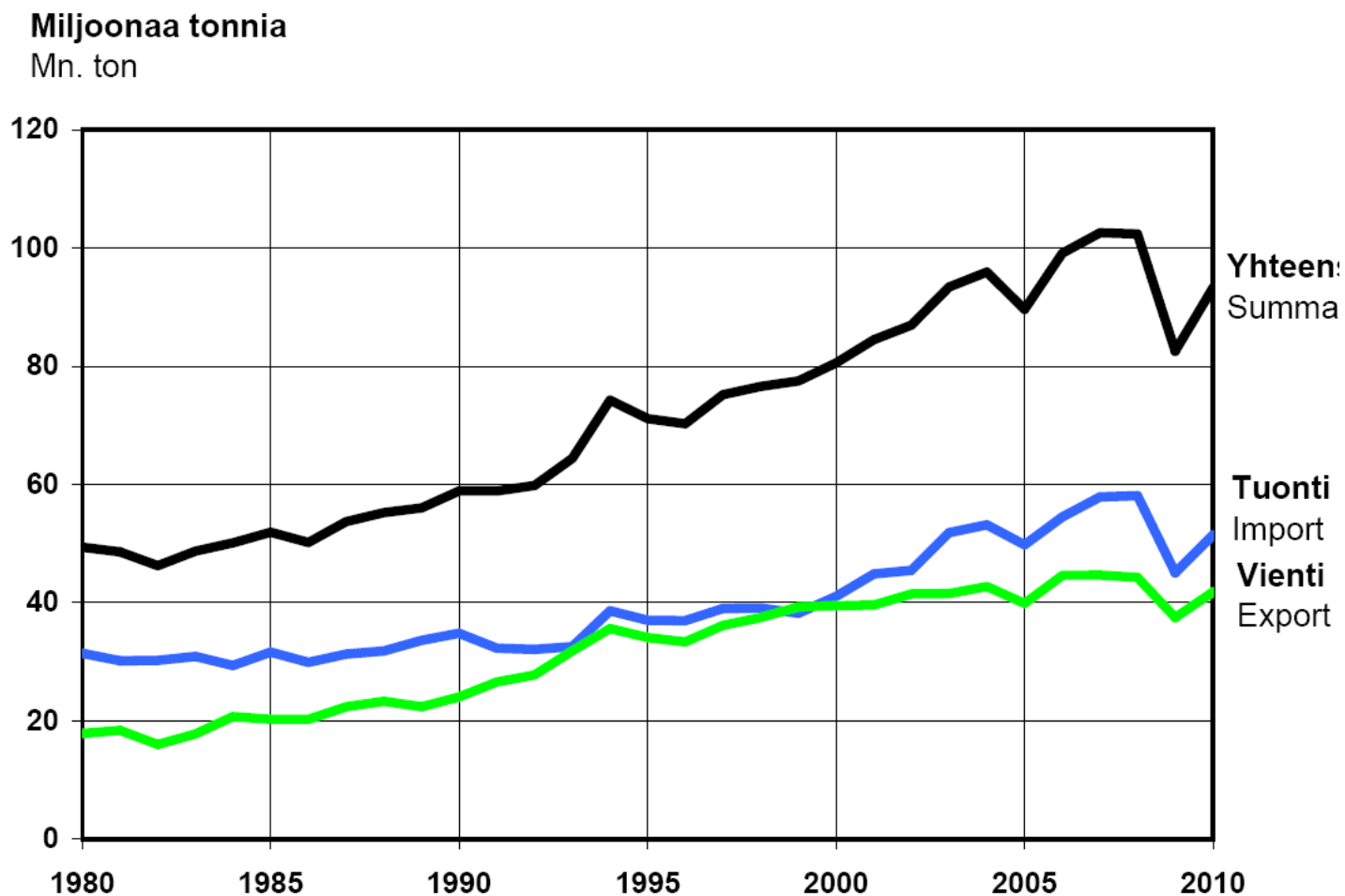
de – Källa – Source: SVT: Tilastokeskus, Väestörakenne – FOS; Statistikcentralen, Befolkningsstruktur – OSF; Statistics Finland, Population structure

ttä on vapaasti käytettävissä. Kartan lahteena tulee mainita Tilastokeskus.  
tan får fritt användas. Som källa till kartan ska Statistikcentralen anges.

map can be freely used. Statistics Finland must be mentioned as the source for the map.

## Ulkomaan merikuljetukset 1980-2010

Utrikes sjötransporter 1980-2010

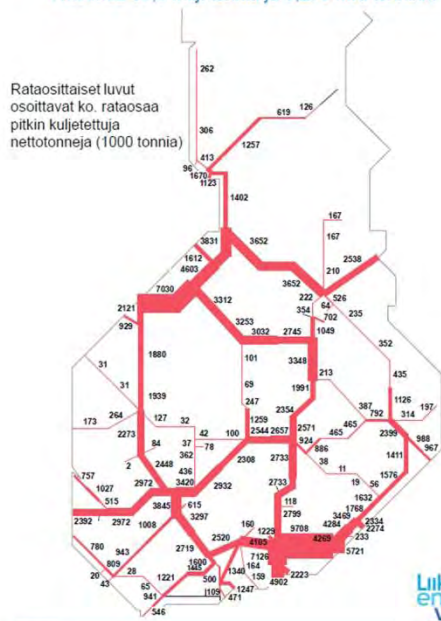


Lähde: Liikennevirasto

## Rautateiden tavaraliikenne, 1990-2012

|                                      | 1990   | 1991   | 1992   | 1993   | 1994   | 1995   | 1996   | 1997   | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   |
|--------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Tonnit yhteensä (1000)               | 34 562 | 31 065 | 32 587 | 37 870 | 40 150 | 39 387 | 37 717 | 40 321 | 40 740 | 39 979 | 40 501 | 41 678 | 41 679 | 43 503 | 42 663 | 40 722 | 43 560 | 40 288 | 41 937 | 32 860 | 35 795 | 34 827 | 35 267 |
| Kotimaan liikenne                    | 21 948 | 19 746 | 19 758 | 23 237 | 23 679 | 21 903 | 21 565 | 23 603 | 23 613 | 23 212 | 24 071 | 23 993 | 24 695 | 24 980 | 26 255 | 23 479 | 25 959 | 26 204 | 25 484 | 21 360 | 23 249 | 23 505 | 23 576 |
| Kansainvälinen liikenne              | 12 614 | 11 319 | 12 829 | 14 633 | 16 471 | 17 484 | 16 152 | 16 718 | 17 127 | 16 767 | 16 430 | 17 685 | 16 984 | 18 523 | 16 408 | 17 243 | 17 601 | 14 084 | 16 453 | 11 500 | 12 545 | 11 322 | 11 691 |
| Tonnikilometrit yhteensä (1 000 000) | 7 877  | 7 219  | 7 431  | 8 737  | 9 413  | 9 293  | 8 806  | 9 856  | 9 885  | 9 753  | 10 107 | 9 857  | 9 664  | 10 047 | 10 105 | 9 706  | 11 060 | 10 433 | 10 777 | 8 872  | 9 750  | 9 395  | 9 275  |
| Kotimaan liikenne                    |        |        |        | 5 068  | 5 467  | 5 936  | 5 699  | 6 258  | 6 313  | 6 380  | 6 802  | 6 588  | 6 695  | 6 760  | 7 197  | 6 607  | 7 375  | 7 581  | 7 588  | 6 141  | 6 915  | 6 797  | 6 804  |
| Kansainvälinen liikenne              |        |        |        | 3 669  | 3 946  | 3 357  | 3 107  | 3 598  | 3 572  | 3 373  | 3 305  | 3 269  | 2 969  | 3 287  | 2 908  | 3 099  | 3 685  | 2 852  | 3 189  | 2 731  | 2 835  | 2 598  | 2 471  |

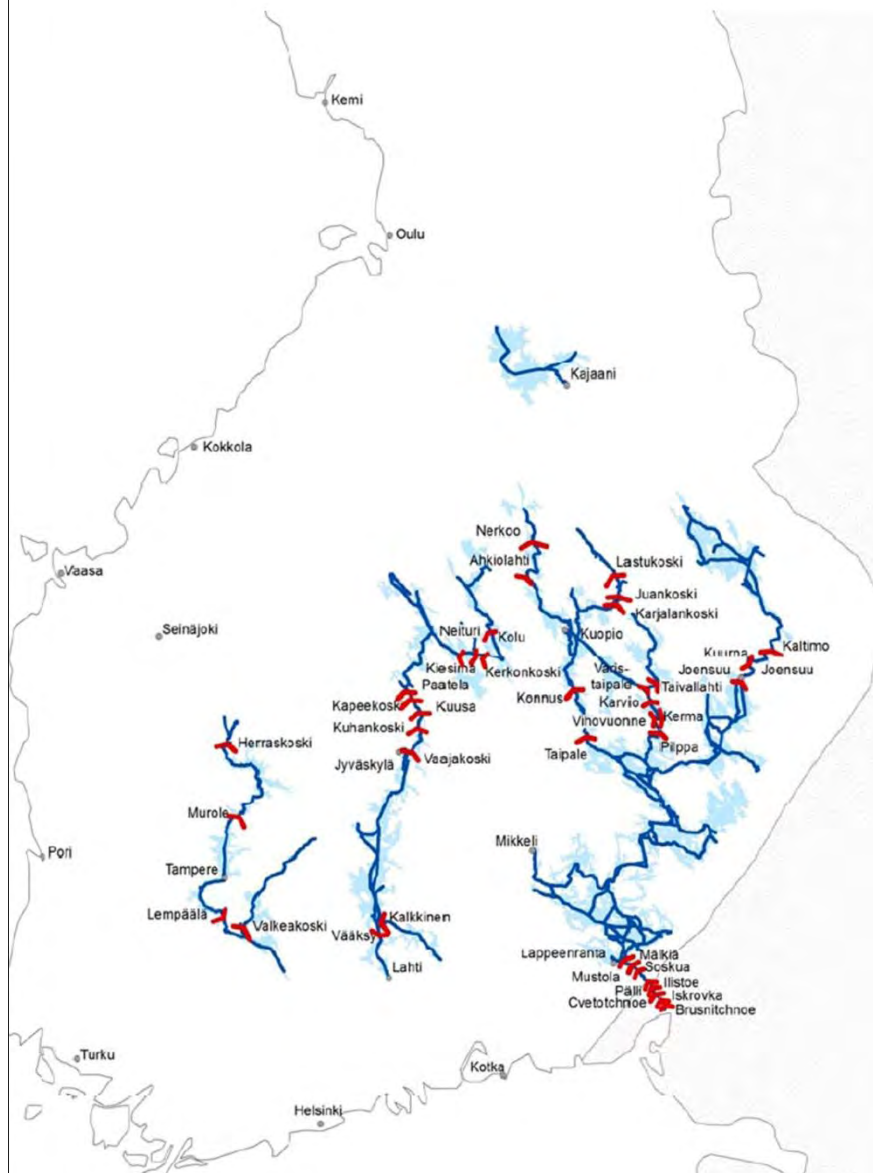
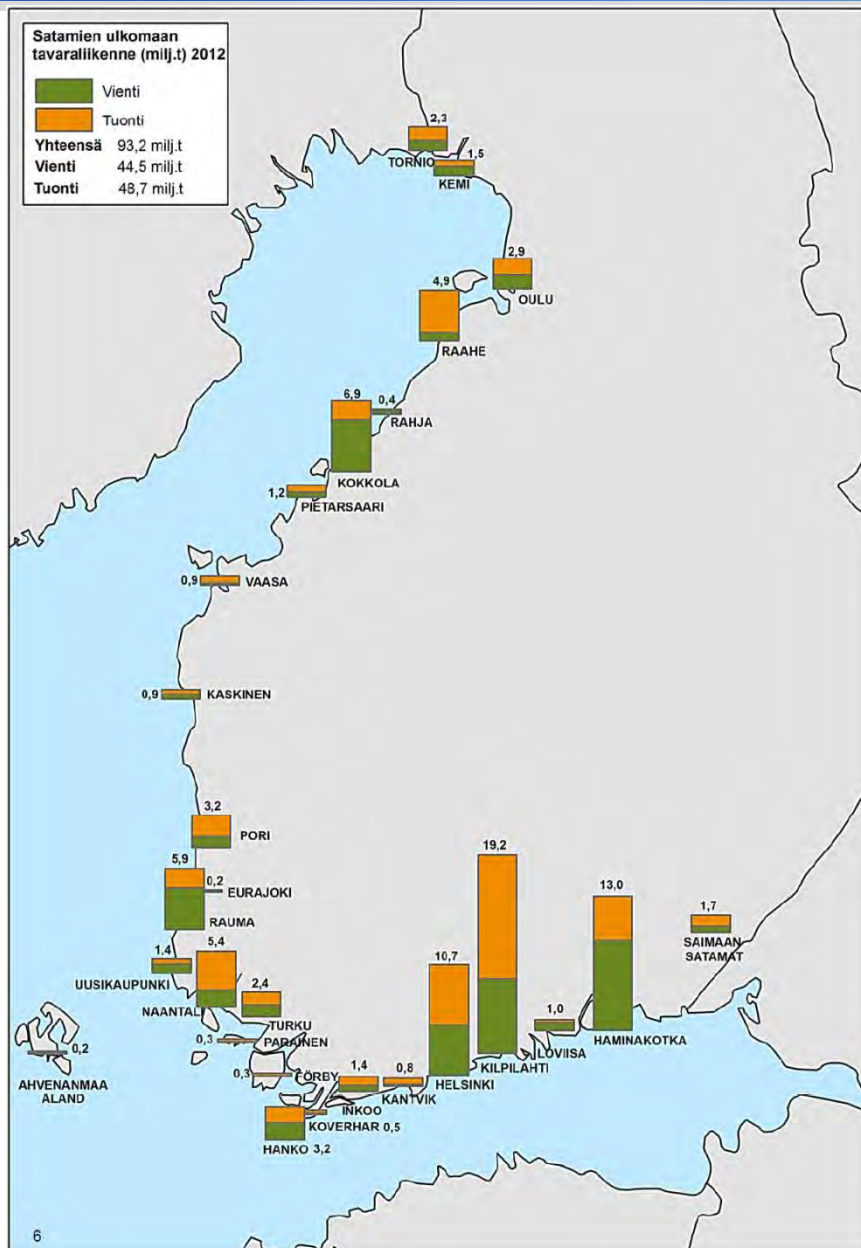
**Tavaraliikenteen kuljetusvirrat 2012**  
Yhteensä 35,3 milj. tonnia ja 9,275 mrd tonnism



**Satamien ulkomaan  
tavaraliikenne (milj.t) 2012**

Vienti  
Tuonti

**Yhteensä** 93,2 milj.t  
**Vienti** 44,5 milj.t  
**Tuonti** 48,7 milj.t



# Purjehduskauden viimeinen laiva Joensuuhun – Susanne tammikuu 2012



## Keskimääräinen vuorokausiliikenne 2012 (autoa/vrk)

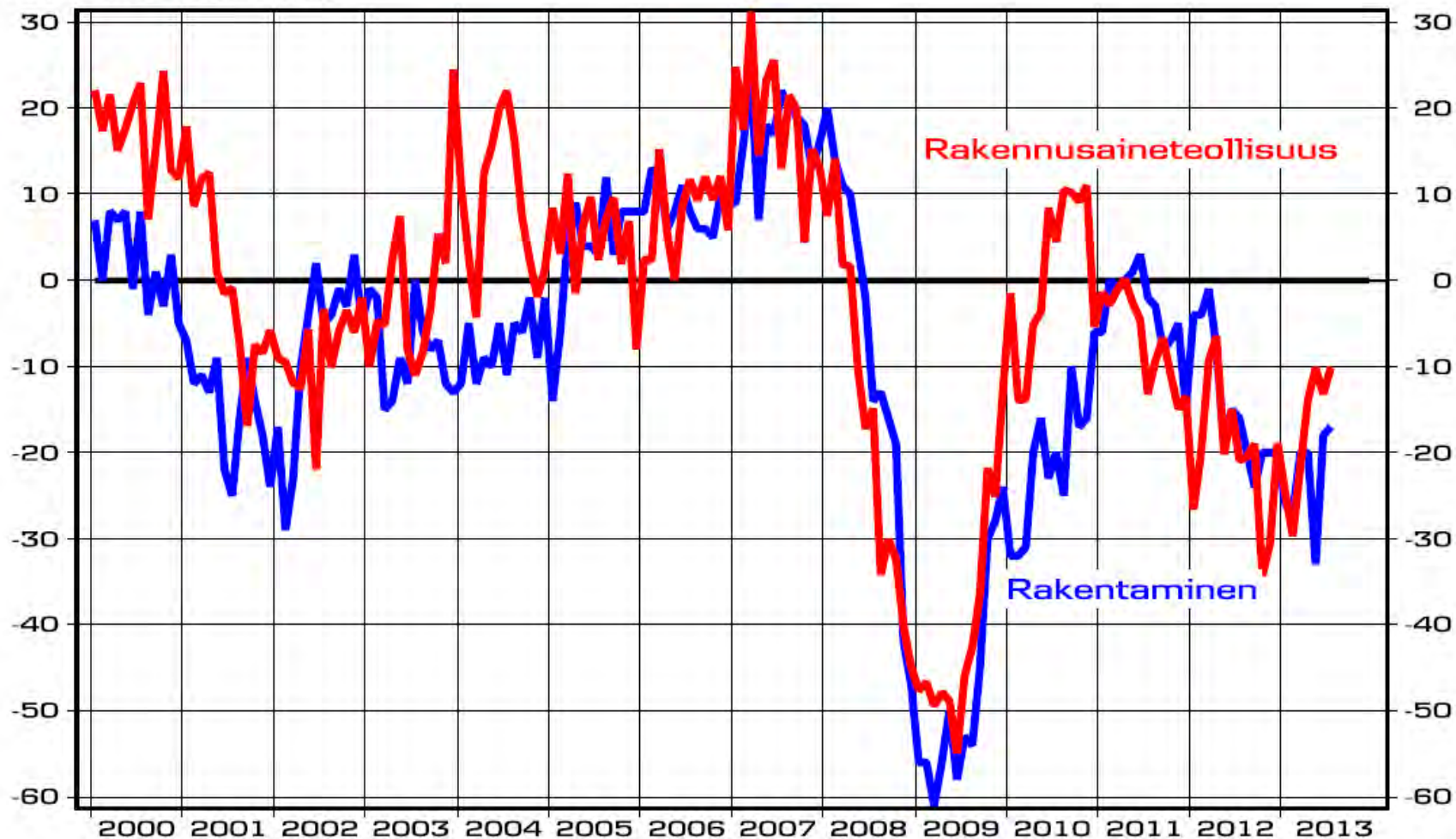
Medeldygnstrafik (bilar/dygn)

- < 1 500
- 1 500 - 12 000
- 12 000 - 30 000
- > 30 000



# Rakentamisen ja rakennusaineteollisuuden luottamus

Saldoluku, kausitasoitettu



Source: Macrobond

# Teollisuuden luottamus

Saldoluku, kausitasoitettu



Source: Macrobond



**Kiitos!  
Kello on lyönyt!**

