Highlights from the quarter:

- Consolidated net sales rose 10.8\%, mainly driven by the Canada Bread acquisition
- Profit before other income and expenses increased $34.1 \%$ reflecting a strong margin expansion of 160 basis points
- Operating margin of $3.0 \%$ reflects integration costs and a non-cash charge related to a lower US interest rate and its impact on the provision for multi-employer pension plans
- The Company announced the acquisition of Saputo Bakery Inc. in Canada, which closed on February 2015

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# GRUPO BIMBO REPORTS FOURTH QUARTER AND FULL YEAR 2014 RESULTS 

Mexico City, February 26, 2015 - Grupo Bimbo S.A.B. de C.V. ("Grupo Bimbo" or "the Company") (BMV: BIMBO) today reported results for the fourth quarter and full year ended December 31, $2014 .{ }^{1}$

Consolidated net sales in the final quarter of the year rose $10.8 \%$ to Ps. 51.1 billion, while for the full year sales rose $7.1 \%$ to Ps. 187.1 billion. These increases primarily reflected the Canada Bread acquisition, as well as continued strong performance in Latin America and Europe.

Profit before other income \& expenses rose $34.1 \%$ in the quarter, reflecting a strong margin expansion of 160 basis points to $9.5 \%$, as a result of lower general expenses in every region and the benefit of synergies and efficiency initiatives in the US. For the full year, this figure increased $15.8 \%$, while the margin expanded 60 basis points.

Operating income fell $40.4 \%$ during the quarter, primarily due to a non-cash charge in the US arising from a decline in the US interest rate yield curve and its impact on the provision for multi-employer pension plans ("MEPPs")" in the country. This charge, combined with higher restructuring costs in the US and other non-recurring charges, led to a 260 basis point contraction in the operating margin to $3.0 \%$. Operating income for the year fell $1.3 \%$, with a 50 basis point contraction in the margin to $5.5 \%$.

Due to the aforementioned charges and a high effective tax rate, the Company registered a net majority loss of Ps. 231 million during the quarter, while on a cumulative basis net majority income totaled Ps. 3,513 million, a decline of $18 \%$ from 2013. Net margin for the year decreased 60 basis points to $1.9 \%$.

During the quarter the Company announced the acquisition of Saputo Bakery Inc., the leading producer of snack cakes in Canada. This transaction includes one production facility and well-positioned brands such as Vachon®, Jos Louis $®$, Ah Caramel $®$, Passion Flakie $®$ and May West $®$, among others. This transaction was completed in February, 2015.
${ }^{1}$ 'Figures included in this document are prepared in accordance with International Financial Reporting Standards (IFRS).
${ }^{2}$ MEPPs are collective retirement plans created by the Taft-Hartley Act of 1947, designed to provide portability of benefits for workers who move from employer to employer within one industry. These plans are supported by multiple employers and maintained under collective bargaining agreements. Bimbo Bakeries USA ("BBU") currently participates in 34 MEPPs covering more than 15,000 associates.


## Net Sales

| 4Q14 | 4Q13 | \% Change | Net Sales | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{1 8 , 5 8 4}$ | 18,966 | $(2.0)$ | Mexico | 72,095 | 73,178 | $(1.5)$ |
| 25,672 | 21,165 | 21.3 | US \& Canada | 90,375 | 79,767 | 13.3 |
| 6,046 | 5,592 | 8.1 | Latin America | 21,931 | 20,405 | 7.5 |
| $\mathbf{1 , 8 9 0}$ | 1,436 | 31.6 | Europe | 6,897 | 5,323 | 29.6 |
| $\mathbf{5 1 , 1 2 2}$ | $\mathbf{4 6 , 1 3 8}$ | $\mathbf{1 0 . 8}$ | Consolidated | $\mathbf{1 8 7 , 0 5 1}$ | $\mathbf{1 7 4 , 6 2 3}$ | $\mathbf{7 . 1}$ |

Note: Figures expressed in millions of pesos, while consolidated results exclude inter-company transactions.

## Mexico

Net sales in the fourth quarter declined $2.0 \%$ YoY, to Ps. 18,584 million, due to continued pressure on volumes arising from the weak consumption environment and pricing initiatives taken in the fourth quarter of 2013 related to the excise tax; nonetheless, ongoing commercial and point of sale efforts helped generate volume growth in key categories such as bread, buns and cakes. On a cumulative basis, sales declined $1.5 \%$.

## US \& Canada

Sales in US \& Canada rose $21.3 \%$ in the period, to Ps. 25,672 million, primarily reflecting the Canada Bread acquisition, which accounted for $18.7 \%$, as well as the benefit of the FX rate. While changing marketplace dynamics impacted performance in the US, key categories such as sweet baked goods and breakfast saw continued momentum. Following a record 2013, net sales in the US came under pressure with a more challenging competitive landscape. Cumulative sales rose $13.3 \%$.

## Latin America

Net sales in the region totaled Ps. 6,046 million in the quarter, with growth in local currencies in almost every country, most notably Brazil, Chile, Uruguay and Central America. Innovation, new product launches and ongoing market penetration efforts helped drive growth in the region. Net sales for the full year rose $7.5 \%$.

## Europe

Net sales in Europe rose $31.6 \%$ to Ps. 1,890 million in the quarter, of which $29.9 \%$ correlates to the UK operation acquired as part of the Canada Bread transaction; continued growth in Iberia, notably in the bread, sweet baked goods, buns and snacks categories, also supported growth in the period. For the full year, net sales rose 29.6\%.

Gross Profit
(Millions of pesos)


## Gross Profit

| 4Q14 | 4Q13 | \% Change | Gross Profit | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10,885 | 11,258 | $(3.3)$ | Mexico | 41,802 | 41,173 | 1.5 |
| 12,438 | 10,477 | 18.7 | US \& Canada | 45,330 | 39,891 | 13.6 |
| 2,643 | 2,203 | 20.0 | Latin America | 9,568 | 8,564 | 11.7 |
| 802 | 570 | 40.8 | Europe | 2,916 | 2,084 | 39.9 |
| $\mathbf{2 6 , 6 6 2}$ | $\mathbf{2 4 , 4 1 0}$ | $\mathbf{9 . 2}$ | Consolidated | $\mathbf{9 9 , 0 9 8}$ | $\mathbf{9 1 , 3 7 6}$ | $\mathbf{8 . 5}$ |


| 4Q14 | 4Q13 | Change pp | Gross Margin (\%) | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 58.6 | 59.4 | $(0.8)$ | Mexico | 58.0 | 56.3 | 1.7 |
| 48.5 | 49.5 | $(1.1)$ | US \& Canada | 50.2 | 50.0 | 0.1 |
| 43.7 | 39.4 | 4.3 | Latin America | 43.6 | 42.0 | 1.7 |
| 42.4 | 39.7 | 2.8 | Europe | 42.3 | 39.2 | 3.1 |
| $\mathbf{5 2 . 2}$ | $\mathbf{5 2 . 9}$ | $\mathbf{0} .8$ | Consolidated | $\mathbf{5 3 . 0}$ | $\mathbf{5 2 . 3}$ | $\mathbf{0 . 7}$ |

Note: Figures expressed in millions of pesos, while consolidated results exclude inter-company transactions.

Consolidated gross profit in the quarter increased $9.2 \%$, while the margin decreased 80 basis points. Lower prices for certain raw materials helped generate an increase of $8.5 \%$ for the full year.

## Operating Expenses

Expressed as a percentage of sales, operating expenses in the quarter decreased 240 basis points to $42.7 \%$. This reflected lower distribution costs, strict expense controls and efficiencies and waste reduction initiatives in the US. For the full year, operating expenses as a percentage of sales remained flat at $44.7 \%$.

Profit before Other Income \& Expenses (Millions of pesos)


## Operating Income

(Millions of pesos)


## Profit before Other Income \& Expenses

| 4Q14 | $\mathbf{4 Q 1 3}$ | \% Change | Profit Before Other <br> Income \& Expenses | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,646 | 3,036 | 20.1 | Mexico | 10,328 | 9,320 | 10.8 |
| 970 | 816 | 18.8 | US \& Canada | 4,860 | 4,510 | 7.8 |
| 165 | $(221)$ | $>100$ | Latin America | 207 | $(343)$ | $>100$ |
| 41 | $(44)$ | $>100$ | Europe | $(14)$ | $(259)$ | 94.5 |
| $\mathbf{4 , 8 5 1}$ | $\mathbf{3 , 6 1 7}$ | $\mathbf{3 4 . 1}$ | Consolidated | $\mathbf{1 5 , 4 9 6}$ | $\mathbf{1 3 , 3 7 7}$ | $\mathbf{1 5 . 8}$ |


| 4Q14 | 4Q13 | Change pp | Profit Before Other <br> Income \& Expenses <br> Margin (\%) | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 19.6 | 16.0 | 3.6 | Mexico | 14.3 | 12.7 | 1.6 |
| 3.8 | 3.9 | $(0.1)$ | US \& Canada | 5.4 | 5.7 | $(0.3)$ |
| 2.7 | $(4.0)$ | 6.7 | Latin America | 0.9 | $(1.7)$ | 2.6 |
| 2.2 | $(3.1)$ | 5.2 | Europe | $(0.2)$ | $(4.9)$ | 4.7 |
| $\mathbf{9 . 5}$ | $\mathbf{7 . 8}$ | $\mathbf{1 . 6}$ | Consolidated | $\mathbf{8 . 3}$ | $\mathbf{7 . 7}$ | $\mathbf{0 . 6}$ |

Note: Figures expressed in millions of pesos, while consolidated results exclude inter-company transactions.

Profit before other income \& expenses in the fourth quarter and full year posted a solid growth of $34.1 \%$ and $15.8 \%$, respectively. The margin expanded 160 basis points in the quarter and 60 basis points for the full year.

## Operating Income

| 4Q14 | 4Q13 | \% Change | Operating Income | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,499 | 3,222 | 8.6 | Mexico | 10,129 | 9,558 | 6.0 |
| $(1,881)$ | 9 | $<-100$ | US \& Canada | 392 | 2,614 | $(85.0)$ |
| 75 | $(316)$ | $>100$ | Latin America | 7 | $(1,244)$ | $>100$ |
| $(67)$ | $(323)$ | 79.1 | Europe | $(208)$ | $(545)$ | 61.7 |
| $\mathbf{1 , 5 5 6}$ | $\mathbf{2 , 6 1 0}$ | $\mathbf{( 4 0 . 4 )}$ | Consolidated | $\mathbf{1 0 , 3 0 9}$ | $\mathbf{1 0 , 4 4 4}$ | $\mathbf{( 1 . 3 )}$ |


| 4Q14 | 4Q13 | Change pp | Operating Margin (\%) | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{1 8 . 8}$ | 17.0 | 1.8 | Mexico | 14.0 | 13.1 | 1.0 |
| $(7.3)$ | 0.0 | $(7.4)$ | US \& Canada | 0.4 | 3.3 | $(2.8)$ |
| 1.2 | $(5.7)$ | 6.9 | Latin America | 0.0 | $(6.1)$ | 6.1 |
| $(3.6)$ | $(22.5)$ | 18.9 | Europe | $(3.0)$ | $(10.2)$ | 7.2 |
| $\mathbf{3 . 0}$ | $\mathbf{5 . 7}$ | $\mathbf{( 2 . 6 )}$ | Consolidated | $\mathbf{5 . 5}$ | $\mathbf{6 . 0}$ | $\mathbf{( 0 . 5 )}$ |

Note: Figures expressed in millions of pesos, while consolidated results exclude inter-company transactions.

|  |  |
| :--- | :--- | :--- |

## Comprehensive Financing Result


1Q 2Q 3Q 4Q

## Net Majority Income

(Millions of pesos)


During the quarter, operating income decreased $40.4 \%$ to Ps. 1,556 million, with a 260 basis point contraction in the margin, to $3.0 \%$.

During the quarter, the Company incurred in significant charges on the "other income and expenses" which include:
i) a Ps. 1,990 million (US $\$ 136$ million) non-cash charge reflecting the impact that a lower US interest rate had on the provision for multi-employer pension plans in the US
ii) higher restructuring costs in the US related to the asset reconfiguration strategy and optimization of the manufacturing and distribution network in the amount of Ps. 634 million (US \$46 million)

## Comprehensive Financing Result

Comprehensive financing resulted in a Ps. 1,104 million cost in the fourth quarter, compared to a Ps. 753 million cost in the same period of last year. This is primarily the result of incremental interest expense related to the Canada Bread acquisition in May 2014. Hence, FX gains \& losses during the year posted a non-material result not withstanding weaker currencies in several countries against the dollar

## Net Majority Income

| 4Q14 | 3Q13 | \% Change | Net Majority Income | 2014 | 2013 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $(231)$ | 1,309 | $<-100$ | Consolidated | 3,513 | 4,283 | $(18.0)$ |
| 4Q14 | 3Q13 | Change pp | Net Majority Margin(\%) | 2014 | 2013 | Change pp |
| $(0.5)$ | 2.8 | $(3.3)$ | Consolidated | 1.9 | 2.5 | $(0.6)$ |

The Company registered a net majority loss of Ps. 231 million in the quarter, while on a cumulative basis net majority income totaled Ps. 3,513 million, a decline of $18 \%$ from 2013 . This was due to the aforementioned non-cash MEPPs charge and a higher effective tax rate of 42.5\% compared to $37.7 \%$ in the year ago period, this increase primarily reflects:
i) the lower deductibility of certain fringe benefits in Mexico
ii) a higher taxable base due to inflationary gains related to financial debt
iii) no longer carrying deferred income tax benefit in Brazil.

## Operating Income plus Depreciation and Amortization (EBITDA)



| $\mathbf{4 Q 1 4}$ | $\mathbf{4 Q 1 3}$ | \% Change | EBITDA | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,970 | 3,912 | 1.5 | Mexico | 12,012 | 11,562 | 3.9 |
| 1,082 | 1,227 | $(11.8)$ | US \& Canada | 5,588 | 5,789 | $(3.5)$ |
| 336 | $(132)$ | $>100$ | Latin America | 857 | 43 | $>100$ |
| $(18)$ | $(52)$ | 65.2 | Europe | $(63)$ | $(204)$ | 69.3 |
| $\mathbf{5 , 3 0 0}$ | $\mathbf{4 , 9 7 4}$ | $\mathbf{6 . 6}$ | Consolidated | $\mathbf{1 8 , 3 8 4}$ | $\mathbf{1 7 , 2 5 1}$ | $\mathbf{6 . 6}$ |


| 4Q14 | 4Q13 | Change pp | EBITDA margin (\%) | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 21.4 | 20.6 | 0.7 | Mexico | 16.7 | 15.8 | 0.9 |
| 4.2 | 5.8 | $(1.6)$ | US \& Canada | 6.2 | 7.3 | $(1.1)$ |
| 5.6 | $(2.4)$ | 7.9 | Latin America | 3.9 | 0.2 | 3.7 |
| $(0.9)$ | $(3.6)$ | 2.6 | Europe | $(0.9)$ | $(3.8)$ | 2.9 |
| 10.4 | 10.8 | $(0.4)$ | Consolidated | 9.8 | 9.9 | $(0.1)$ |

Note: Regional results do not reflect inter-company royalties, while consolidated results exclude inter-company transactions.

EBITDA in the quarter increased $6.6 \%$ to Ps. 5,300 million, while the margin contracted 40 basis points to $10.4 \%$. For the full year, EBITDA increased $6.6 \%$ with a margin of $9.8 \%$. It is important to note that the EBITDA was unaffected since the charge related to MEPPS was noncash.

## Financial Structure

The Company's cash position as of December 31, 2014 totaled Ps. 2.6 billion, compared to Ps. 2.4 billion on December 31, 2013.

Total debt at December 31, 2014 was Ps. 62.2 billion, an increase of Ps. 21.9 billion compared to the same period last year.

The total debt to EBITDA ratio was 3.4 times. On a pro-forma basis, taking into account 5 months of pro-forma EBITDA of Canada Bread, the total debt to EBITDA ratio was 3.2 times.

The average maturity and cost of the Company's financial debt is 8.9 years and $4.4 \%$, respectively. Long-term debt comprises $97 \%$ of the total. Of total debt, $70 \%$ is denominated in US dollars, $29 \%$ in Canadian dollars and $1 \%$ in Mexican pesos, maintaining a natural economic and accounting hedge. Both, the amortization profile and currency composition are aligned with the Company's cash flow generation.

## Conference Call Information

The 4Q2014 and Full Year conference call will be held on Friday, February 27, 2015 at 11:00 am Eastern time (10:00 am Central time). To participate in the call, please dial: domestic US +1(877) 317-6776, international +1(412) 317-6776; conference ID: GRUPO BIMBO. Webcast for this call can also be accessed at Grupo Bimbo's website at http://www.grupobimbo.com/ir.

An instant replay of the conference call will be available through March 7, 2015. To access the replay, please dial domestic US +1(877) 344-7529, international +1(412) 317-0088; conference ID: 10059483.

## About Grupo Bimbo

Grupo Bimbo is the largest baking Company in the world in terms of volume and sales. Grupo Bimbo has 167 plants and approximately 1,700 sales centers strategically located in 22 countries throughout the Americas, Europe and Asia. Its main product lines include fresh and frozen sliced bread, buns, cookies, snack cakes, english muffins, bagels, pre-packaged foods, tortillas, salted snacks and confectionery products, among others. Grupo Bimbo produces over 10,000 products and has one of the largest direct distribution networks in the world, with more than 2.4 million points of sale, more than 52,000 routes and more than 129,000 associates. Grupo Bimbo's shares have traded on the Mexican Stock Exchange since 1980 under the ticker symbol BIMBO.

## Note on Forward-Looking Statements

> This announcement contains certain statements regarding the expected financial and operating performance of Grupo Bimbo, S.A.B. de C.V., which are based on current financial information, operating levels, and market conditions, as well as on estimations of the Board of Directors of the Company related to possible future events. The results of the Company may differ in regards with those expressed on these statements, due to different factors that are beyond the Company's control, such as: adjustments in price levels, variations in the costs of its raw materials, changes in laws and regulations, or economic or political conditions not foreseen in the countries where the Company operates. Therefore, the Company is not responsible for such differences in the information and suggests that readers review such statements prudently. Moreover, the Company will not undertake any obligation to publicly release any revisions to the statements due to variations of such factors after the date of this press release.

## GRUPO <br> BIMBO

| CONSOLIDATED INCOME STATEMENT <br> (MILLIONS OF MEXICAN PESOS) | 2013 |  |  |  |  |  |  |  |  |  | 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q | \% | 2Q | \% | 3Q | \% | 4Q | \% | ACCUM | \% | 10 | \% | 2 Q | \% | 3Q | \% | 4Q | \% | ACCUM | \% |
| Net SALES | 41,086 | 100.0 | 42,921 | 100.0 | 44,478 | 100.0 | 46,138 | 100.0 | 174,623 | 100.0 | 41,558 | 100.0 | 44,941 | 100.0 | 49,429 | 100.0 | 51,122 | 100.0 | 187,051 | 100.0 |
| MEXICO | 17,739 | 43.2 | 17,775 | 41.4 | 18,698 | 42.0 | 18,966 | 41.1 | 73,178 | 41.9 | 17,709 | 42.6 | 17,692 | 39.4 | 18,110 | 36.6 | 18,584 | 36.4 | 72,095 | 38.5 |
| US \& CANADA | 18,216 | 44.3 | 19,986 | 46.6 | 20,400 | 45.9 | 21,165 | 45.9 | 79,767 | 45.7 | 18,415 | 44.3 | 21,548 | 47.9 | 24,741 | 50.1 | 25,672 | 50.2 | 90,375 | 48.3 |
| EUROPE | 1,219 | 3.0 | 1,269 | 3.0 | 1,399 | 3.1 | 1,436 | 3.1 | 5,323 | 3.0 | 1,451 | 3.5 | 1,637 | 3.6 | 1,918 | 3.9 | 1,890 | 3.7 | 6,897 | 3.7 |
| LATIN AMERICA | 4,839 | 11.8 | 4,994 | 11.6 | 4,980 | 11.2 | 5,592 | 12.1 | 20,405 | 11.7 | 5,073 | 12.2 | 5,159 | 11.5 | 5,653 | 11.4 | 6,046 | 11.8 | 21,931 | 11.7 |
| COST OF GOODS SOLD | 20,086 | 48.9 | 20,252 | 47.2 | 21,181 | 47.6 | 21,728 | 47.1 | 83,247 | 47.7 | 19,559 | 47.1 | 20,807 | 46.3 | 23,126 | 46.8 | 24,460 | 47.8 | 87,953 | 47.0 |
| GROSS PROFIT | 20,999 | 51.1 | 22,670 | 52.8 | 23,296 | 52.4 | 24,410 | 52.9 | 91,376 | 52.3 | 21,999 | 52.9 | 24,134 | 53.7 | 26,303 | 53.2 | 26,662 | 52.2 | 99,098 | 53.0 |
| MEXICO | 9,479 | 53.4 | 9,860 | 55.5 | 10,577 | 56.6 | 11,258 | 59.4 | 41,173 | 56.3 | 9,994 | 56.4 | 10,421 | 58.9 | 10,501 | 58.0 | 10,885 | 58.6 | 41,802 | 58.0 |
| US \& CANADA | 9,152 | 50.2 | 10,172 | 50.9 | 10,089 | 49.5 | 10,477 | 49.5 | 39,891 | 50.0 | 9,345 | 50.7 | 10,921 | 50.7 | 12,626 | 51.0 | 12,438 | 48.5 | 45,330 | 50.2 |
| EUROPE | 459 | 37.7 | 490 | 38.7 | 565 | 40.4 | 570 | 39.7 | 2,084 | 39.2 | 591 | 40.7 | 714 | 43.6 | 809 | 42.2 | 802 | 42.4 | 2,916 | 42.3 |
| LATIN AMERICA | 1,979 | 40.9 | 2,235 | 44.8 | 2,146 | 43.1 | 2,203 | 39.4 | 8,564 | 42.0 | 2,208 | 43.5 | 2,214 | 42.9 | 2,502 | 44.3 | 2,643 | 43.7 | 9,568 | 43.6 |
| OPERATING EXPENSES | 18,780 | 45.7 | 19,093 | 44.5 | 19,333 | 43.5 | 20,793 | 45.1 | 77,999 | 44.7 | 19,774 | 47.6 | 20,188 | 44.9 | 21,828 | 44.2 | 21,811 | 42.7 | 83,602 | 44.7 |
| PROFIT (LOSS) BEFORE OTHER INCOME (EXPENSES), NET | 2,219 | 5.4 | 3,577 | 8.3 | 3,964 | 8.9 | 3,617 | 7.8 | 13,377 | 7.7 | 2,225 | 5.4 | 3,945 | 8.8 | 4,475 | 9.1 | 4,851 | 9.5 | 15,496 | 8.3 |
| MEXICO | 1,537 | 8.7 | 2,067 | 11.6 | 2,680 | 14.3 | 3,036 | 16.0 | 9,320 | 12.7 | 1,592 | 9.0 | 2,313 | 13.1 | 2,778 | 15.3 | 3,646 | 19.6 | 10,328 | 14.3 |
| US \& CANADA | 970 | 5.3 | 1,474 | 7.4 | 1,249 | 6.1 | 816 | 3.9 | 4,510 | 5.7 | 689 | 3.7 | 1,623 | 7.5 | 1,578 | 6.4 | 970 | 3.8 | 4,860 | 5.4 |
| EUROPE | (96) | (7.9) | (69) | (5.5) | (49) | (3.5) | (44) | (3.1) | (259) | (4.9) | (58) | (4.0) | (2) | (0.1) | 5 | 0.2 | 41 | 2.2 | (14) | (0.2) |
| LATIN AMERICA | (209) | (4.3) | 126 | 2.5 | (39) | (0.8) | (221) | (4.0) | (343) | (1.7) | (25) | (0.5) | (20) | (0.4) | 86 | 1.5 | 165 | 2.7 | 207 | 0.9 |
| OTHER (EXPENSES) INCOME NET | (251) | (0.6) | $(1,094)$ | (2.5) | (581) | (1.3) | $(1,007)$ | (2.2) | $(2,932)$ | (1.7) | (688) | (1.7) | (668) | (1.5) | (537) | (1.1) | $(3,294)$ | (6.4) | $(5,187)$ | (2.8) |
| OPERATING PROFIT | 1,968 | 4.8 | 2,483 | 5.8 | 3,383 | 7.6 | 2,610 | 5.7 | 10,444 | 6.0 | 1,537 | 3.7 | 3,277 | 7.3 | 3,938 | 8.0 | 1,556 | 3.0 | 10,309 | 5.5 |
| MEXICO | 1,635 | 9.2 | 2,070 | 11.6 | 2,631 | 14.1 | 3,222 | 17.0 | 9,558 | 13.1 | 1,575 | 8.9 | 2,326 | 13.1 | 2,727 | 15.1 | 3,499 | 18.8 | 10,129 | 14.0 |
| US \& CANADA | 676 | 3.7 | 1,031 | 5.2 | 898 | 4.4 | 9 | 0.0 | 2,614 | 3.3 | 94 | 0.5 | 1,033 | 4.8 | 1,145 | 4.6 | $(1,881)$ | (7.3) | 392 | 0.4 |
| EUROPE | (98) | (8.0) | (72) | (5.7) | (52) | (3.7) | (323) | (22.5) | (545) | (10.2) | (74) | (5.1) | (39) | (2.4) | (28) | (1.4) | (67) | (3.6) | (208) | (3.0) |
| LATINOAMERICA | (261) | (5.4) | (556) | (11.1) | (111) | (2.2) | (316) | (5.7) | $(1,244)$ | (6.1) | (65) | (1.3) | (66) | (1.3) | 63 | 1.1 | 75 | 1.2 | 7 | 0.0 |
| INTEGRAL COST OF FINANCING | (799) | (1.9) | (606) | (1.4) | (632) | (1.4) | (753) | (1.6) | $(2,791)$ | (1.6) | (628) | (1.5) | (559) | (1.2) | (974) | (2.0) | $(1,104)$ | (2.2) | $(3,264)$ | (1.7) |
| INTEREST PAID (NET) | (681) | (1.7) | (675) | (1.6) | (726) | (1.6) | (767) | (1.7) | $(2,850)$ | (1.6) | (675) | (1.6) | (716) | (1.6) | (988) | (2.0) | $(1,044)$ | (2.0) | $(3,423)$ | (1.8) |
| (EXCHANGE) GAIN LOSS | (130) | (0.3) | 72 | 0.2 | 81 | 0.2 | 5 | 0.0 | 27 | 0.0 | 32 | 0.1 | 132 | 0.3 | (2) | (0.0) | (70) | (0.1) | 92 | 0.0 |
| MONETARY (GAIN) LOSS | 12 | 0.0 | (2) | (0.0) | 13 | 0.0 | 9 | 0.0 | 32 | 0.0 | 15 | 0.0 | 25 | 0.1 | 16 | 0.0 | 10 | 0.0 | 66 | 0.0 |
| EQUITY IN RESULTS OF ASSOCIATED COMPANIES | (2) | (0.0) | (45) | (0.1) | (20) | (0.0) | 29 | 0.1 | (38) | (0.0) | (10) | (0.0) | (13) | (0.0) | (10) | (0.0) | (25) | (0.0) | (58) | (0.0) |
| EXTRAORDINARY CHARGES | - | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| InCOME beFore TAXES | 1,168 | 2.8 | 1,832 | 4.3 | 2,731 | 6.1 | 1,886 | 4.1 | 7,616 | 4.4 | 900 | 2.2 | 2,705 | 6.0 | 2,955 | 6.0 | 427 | 0.8 | 6,987 | 3.7 |
| INCOMETAXES | 539 | 1.3 | 771 | 1.8 | 1,077 | 2.4 | 484 | 1.0 | 2,871 | 1.6 | 366 | 0.9 | 969 | 2.2 | 1,118 | 2.3 | 513 | 1.0 | 2,967 | 1.6 |
| PROFIT BEFORE DISCONTINUED OPERATIONS | 629 | 1.5 | 1,061 | 2.5 | 1,653 | 3.7 | 1,401 | 3.0 | 4,745 | 2.7 | 533 | 1.3 | 1,737 | 3.9 | 1,837 | 3.7 | (86) | (0.2) | 4,020 | 2.1 |
| NET MINORITY INCOME | 105 | 0.3 | 120 | 0.3 | 144 | 0.3 | 92 | 0.2 | 462 | 0.3 | 103 | 0.2 | 125 | 0.3 | 135 | 0.3 | 144 | 0.3 | 507 | 0.3 |
| NET MAJORITY INCOME | 524 | 1.3 | 941 | 2.2 | 1,509 | 3.4 | 1,309 | 2.8 | 4,283 | 2.5 | 430 | 1.0 | 1,612 | 3.6 | 1,701 | 3.4 | (231) | (0.5) | 3,513 | 1.9 |
| EARINGS BEFORE INTERESTS, TAXES, DEPRECIATON AND AM | 3,196 | 7.8 | 4,265 | 9.9 | 4,817 | 10.8 | 4,974 | 10.8 | 17,251 | 9.9 | 2,955 | 7.1 | 4,651 | 10.3 | 5,478 | 11.1 | 5,300 | 10.4 | 18,384 | 9.8 |
| MEXICO | 2,071 | 11.7 | 2,519 | 14.2 | 3,059 | 16.4 | 3,912 | 20.6 | 11,562 | 15.8 | 2,072 | 11.7 | 2,782 | 15.7 | 3,188 | 17.6 | 3,970 | 21.4 | 12,012 | 16.7 |
| US \& CANADA | 1,278 | 7.0 | 1,636 | 8.2 | 1,648 | 8.1 | 1,227 | 5.8 | 5,789 | 7.3 | 801 | 4.4 | 1,727 | 8.0 | 1,977 | 8.0 | 1,082 | 4.2 | 5,588 | 6.2 |
| EUROPE | (75) | (6.2) | (49) | (3.9) | (28) | (2.0) | (52) | (3.6) | (204) | (3.8) | (47) | (3.3) | (9) | (0.5) | 11 | 0.6 | (18) | (0.9) | (63) | (0.9) |
| LATIN AMERICA | (93) | (1.9) | 148 | 3.0 | 120 | 2.4 | (132) | (2.4) | 43 | 0.2 | 123 | 2.4 | 127 | 2.5 | 270 | 4.8 | 336 | 5.6 | 857 | 3.9 |

Regional results do not reflect royalties, while consolidated results exclude inter-company transactions.

| BALANCE SHEET <br> (M ILLIONS M EXICAN PESOS) | $\begin{gathered} 2013 \\ \text { DEC } \end{gathered}$ | $2014$ <br> DEC | \% |
| :---: | :---: | :---: | :---: |
| TOTAL ASSETS | 134,161 | 177,120 | 32.0 |
| CURRENT ASSETS | 25,022 | 27,778 | 11.0 |
| Cash and equivalents | 2,440 | 2,571 | 5.4 |
| Accounts and notes receivables, net | 15,742 | 18,980 | 20.6 |
| Inventories | 4,695 | 4,977 | 6.0 |
| Other current assets | 2,144 | 1,249 | (41.7) |
| Property, machinery and equipment, net | 42,405 | 52,472 | 23.7 |
| Intangible Assets and Deferred Charges, net and Investment in Shares of Associated Companies | 59,135 | 85,459 | 44.5 |
| Other Assets | 7,598 | 11,410 | 50.2 |
| TOTAL LIABILITIES | 86,410 | 124,307 | 43.9 |
| CURRENT LIABILITIES | 32,744 | 32,285 | (1.4) |
| Trade Accounts Payable | 10,166 | 12,655 | 24.5 |
| Short-term Debt | 7,904 | 1,789 | (77.4) |
| Other Current Liabilities | 14,675 | 17,841 | 21.6 |
| Long-term Debt | 32,332 | 60,415 | 86.9 |
| Other Long-term Non Financial Liabilities | 21,334 | 31,608 | 48.2 |
| Stockholder's Equity | 47,751 | 52,813 | 10.6 |
| Minority Stockholder's Equity | 2,558 | 2,102 | (17.8) |
| Majority Stockholder's Equity | 45,193 | 50,711 | 12.2 |


| STATE OF CASH FLOW | 2013 | 2014 |
| :---: | :---: | :---: |
| INDIRECT METHOD | DEC | DEC |
| INCOME (LOSS) BEFORE INCOME TAXES | 7,616 | 6,987 |
| + (-) TEMS NOT REQUIRING CASH | - | - |
| + (-) TEMS RELATED TO INVESTING ACTIVTIES | 6,845 | 8,102 |
| + (-) TEMS RELATED TO FINANCING ACTIVITIES | 2,791 | 3,264 |
| CASH FLOW BEFORE INCOME TAX | 17,252 | 18,353 |
| CASH FLOW PROVIDED OR USED IN OPERA TION | $(8,631)$ | $(2,160)$ |
| NET CASH FLOWS PROVIDED OF OPERATING ACTIVITIES | 8,621 | 16,193 |
| NET CASH FLOW FROM INVESTING ACTIVITIES | $(6,885)$ | $(29,708)$ |
| FINANCING ACTIVITIES | 1,736 | $(13,515)$ |
| NET CASH FLOW FROM FINANCING ACTIVITIES | $(4,314)$ | 13,597 |
| NET (DECREASE) INCREASE IN CASH AND CASH EQUIV ALENTS | $(2,577)$ | 82 |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIV ALENTS | 741 | 49 |
| CASH AND CASH EQUIV ALENTS AT THE BEGINNING OF PERIOD | 4,277 | 2,440 |
| CASH AND CASH EQUIV ALENTS AT END OF PERIOD | 2,440 | 2,571 |

