## Highlights from the year:

- Sales, operating income and majority net income registered record levels of $\$ 56,102, \$ 5,202$ and $\$ 2,829$ million, respectively.
- In comparison to 2004, these figures represented gains of $6.7 \%, 21.7 \%$ and $6.2 \%$, respectively.


## GRUPO BIMBO REPORTS FOURTH QUARTER AND FULL YEAR RESULTS FOR 2005

Mexico City, February 22, 2006 - Grupo Bimbo S.A. de C.V. ("Grupo Bimbo" or "the Company") (BMV: BIMBO) today reported its results for the fourth quarter and full year 2005.*

In the fourth quarter of the year, sales increased $7.6 \%$ with respect to the year ago period. This is primarily attributable to the good sales volume performance in all of the Company's operations. Additionally, sales benefited from the integration of Chocolates La Corona and El Globo, which were consolidated as of August and September respectively. Excluding the sales of these operations, quarterly figures would have grown $4.5 \%$ over the same period of 2004.

In comparison with the year ago period, operating income and EBITDA increased $26.1 \%$ and $23.9 \%$ respectively, as a result of the reduction, in terms of their percentage of sales, in cost of sales and operating expenses, primarily in advertising and administration. Combined, these factors offset the considerable increases in energy and packaging costs, chiefly in the international operations.

Given these factors, it is important to note that in the last quarter of 2005 operations in the United States and Latin America registered $\$ 11$ million and $\$ 36$ million in operating profits respectively, with cumulative gains of $\$ 75$ million and $\$ 52$ million, surpassing breakeven expectations for the year end.

Before extraordinary items, majority net income rose $36.3 \%$ over the same period of 2004, as a result of: i) higher gross profit; ii) lower operating expenses as a percentage of sales; iii) lower comprehensive financing cost, and iv) and a reduction in other expenses.

Figures in this document are prepared in accordance with Generally Accepted Accounting Principles (GAAP) in Mexico, and are expressed in constant pesos as of December 31, 2005.

## Net Sales

| 4Q05 | 4Q04 | \% Change | Net Sales | $\mathbf{1 2 M 0 5}$ | $\mathbf{1 2 M 0 4}$ | \% Change |
| ---: | ---: | :---: | :---: | ---: | ---: | :---: |
| 10,680 | 9,746 | 9.6 | Mexico | 39,902 | 36,800 | 8.4 |
| 3,407 | 3,310 | 2.9 | United States | 13,546 | 13,173 | 2.8 |
| 1,065 | 985 | 8.2 | Latin America | 3,982 | 3,741 | 6.5 |
| $\mathbf{1 4 , 7 9 1}$ | $\mathbf{1 3 , 7 4 2}$ | $\mathbf{7 . 6}$ | Consolidated | $\mathbf{5 6 , 1 0 2}$ | $\mathbf{5 2 , 5 7 4}$ | $\mathbf{6 . 7}$ |

Note: Figures expressed in millions of pesos. Consolidated results do not include Inter-company transactions.

## Mexico

(millions of pesos)


## United States

(millions of pesos)


## Mexico

Sales registered growth of $9.6 \%$ in the fourth quarter and $8.4 \%$ on a cumulative basis. These gains were the continued result of outstanding sales volume performance, especially in recently launched products in virtually all categories. Highlights include the sweet baked goods, cookies, chips, cereal bars, salted snacks and confectionary categories, with solid gains over the previous year. In addition, growth stands out in the demand for more healthy products, such as in light and high fiber products.

Results also benefited from the initiatives the Company introduced to improve the efficiency of its distribution network.

It is also important to mention the integration of the El Globo and Chocolates La Corona operations, beginning in August and September respectively. These acquisitions contributed a 4.4 percentage point increase in fourth quarter growth and a 1.4 percentage point increase on a cumulative basis.

## United States

In this region, sales rose $7.3 \%$ in dollar terms in the quarter, and $6.8 \%$ on a cumulative basis, while in pesos, sales growth was $2.9 \%$ and $2.8 \%$ respectively. This is particularly notable given the Company's efforts in 2005 to rationalize its product portfolio and client base.

These results were a combination of better sales volume in both branded and private label goods, and the impact of price increases in the first half of the year. In addtion, sales continued to be driven by double-digit growth in products with Mexican brands, as well as successful seasonal promotions like Oroweat's "Winter in Italy."

## Latin America

(millions of pesos)


Gross Profit


## Latin America

In the fourth quarter, sales in this region grew $8.2 \%$ over the same period of 2004, and $6.5 \%$ on a cumulative basis. Sales volume in the entire region, particularly in Chile, Peru and Venezuela, showed strong performance.

In general, these results reflected the implementation of marketing efforts, including the aggressive introduction of new products, the opening of new routes, and the resulting integration of new clients. It is worth mentioning that at year-end, these operations grew the client base by $21 \%$.

## Gross Profit

In both the quarter and on a cumulative basis, gross profit represented $54.0 \%$ of sales, which, compared with 2004, represented an increase of 0.8 and 0.9 percentage points respectively.

| 4Q05 | 4Q04 | Change pp | Gross Margin (\%) | 12M05 | 12M04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 55.7 | 55.4 | 0.3 | Mexico | 55.8 | 55.8 | 0.0 |
| 45.8 | 44.8 | 1.0 | United States | 46.1 | 43.9 | 2.2 |
| 44.2 | 43.0 | 1.2 | Latin America | 44.8 | 42.2 | 2.6 |
| $\mathbf{5 4 . 0}$ | $\mathbf{5 3 . 2}$ | $\mathbf{0 . 8}$ | Consolidated | $\mathbf{5 4 . 0}$ | $\mathbf{5 3 . 1}$ | $\mathbf{0 . 9}$ |

Note: Consolidated results do not include inter-company transactions.
In Mexico, growth in gross profit was derived from the favorable price trend throughout the course of the year in certain raw materials used by the Company, mainly wheat flour and sugar, as well as the exchange rate appreciation and the absorption of fixed costs as a result of solid sales performance.

In the United States, the impact of higher energy and packaging costs during the year was more than offset by a better product mix, greater productivity and lower labor costs derived from a reduction in Workers' Compensation expenses. This latter factor resulted in a $\$ 5.4$ million dollar benefit.

As in previous quarters, Latin America had increases in energy and certain raw material prices. Nonetheless, these were mainly compensated with a better product mix, the absorption of fixed costs as a result of higher sales, and greater productivity. Of note is the improvement in the cost of sales in Brazil operations, which compared to the year ago period, declined 4.5 percentage points in the last three months of the year, and 5.8 percentage points on a cumulative basis.


## Operating Expenses

Operating expenses in the quarter represented $42.8 \%$ of sales, or 0.8 percentage points less than in the year ago period. On a cumulative basis, operating expenses represented $44.7 \%$ of sales, a 0.2 percentage point decline compared to 2004.
These reductions primarily reflect: i) diverse initiatives to continue enhancing the efficiency of the distribution network in all regions where the Company operates; ii) the absorption of fixed expenses, derived from solid sales growth, and iii) the reduction in advertising and administrative expenses as percentages of sales.
In the international operations, these aforementioned factors offset higher fuel costs and the significant increase in routes. In the case of the United States particularly, operating expenses also benefited from the approximate $\$ 7.8$ million dollar decrease in labor costs, due to lower Workers' Compensation expenses. This more than compensated for the $\$ 2.9$ million dollar charge for the impairment of the Entenmann's brand and an extraordinary charge of $\$ 5.0$ million dollars for the write-off of certain assets.
In the case of Mexico, it is necessary to mention the reversal of an anticipated charge that was taken in the third quarter in the amount of \$36 million, related to the possible impairment of certain brands acquired in 2001, for which it was not necessary to apply such charges.

## Operating Profit

Operating profit in the quarter was $26.1 \%$ higher than in the same period of last year, corresponding to an $11.2 \%$ margin, or 1.7 percentage points higher than in 2004. On a cumulative basis, operating profit increased $21.7 \%$, corresponding to a $9.3 \%$ margin, or a 1.2 percentage point expansion.

| 4Q05 | 4Q04 | Change pp | Operating Margin <br> $(\%)$ | $\mathbf{1 2 M 0 5}$ | $\mathbf{1 2 M 0 4}$ | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 15.0 | 14.1 | 0.9 | Mexico | 12.7 | 12.7 | 0.0 |
| 0.3 | $(1.7)$ | 2.0 | United States | 0.6 | $(2.2)$ | 2.8 |
| 3.4 | $(1.1)$ | 4.5 | Latin America | 1.3 | $(2.7)$ | 4.0 |
| $\mathbf{1 1 . 2}$ | $\mathbf{9 . 5}$ | $\mathbf{1 . 7}$ | Consolidated | $\mathbf{9 . 3}$ | $\mathbf{8 . 1}$ | $\mathbf{1 . 2}$ |



Note: Figures expressed in millions of pesos. Consolidated results do not include intercompany transactions.

On the other hand, improvements in the United States and Latin America operations are notable, with respective operating profits of $\$ 11$ million and $\$ 36$ million in the quarter, and $\$ 75$ and $\$ 52$ million on a cumulative basis.

Operating margin for 2005 in both regions was equivalent to $0.6 \%$ and $1.3 \%$ of sales, an expansion of 2.8 and 4.0 percentage points respectively. In the United States, if the extraordinary items relating to the Entenmann's impairment and the write-off of certain assets were excluded, operating margin for the year would have been $1.1 \%$.

It is important to mention that during the quarter, an adjustment to depreciation charges was made for parity with Mexican accounting principles. This represented a $\$ 25$ million increase in depreciation in the United States, and a $\$ 37$ million reduction in Latin America.

Thus, the results of the international operations consolidated the positive trend seen throughout the year, and at the same time, fulfilled the Company's expectation of reaching profitability in 2005.

## Comprehensive Cost of Financing



## Comprehensive Cost of Financing

The comprehensive cost of financing (CCF) in the quarter registered a gain of $\$ 18$ million, whereas in the same quarter of last year, a cost of $\$ 85$ million was reported. This differential is attributable to lower net interest and a higher gain in monetary position.

On a cumulative basis, CCF totaled $\$ 367$ million, $21.8 \%$ less than the 2004 figure.

## Other Income and Expenses

The Company registered a $\$ 137$ million expense in the quarter, which compares favorably with the $\$ 446$ million posted in the year ago period. On a cumulative basis, other expenses totaled $\$ 138$ million, $69.2 \%$ less than the 2004 figure.

These differences result primarily from the application, as of January 1, 2005, of Mexican GAAP Bulletin B-7, "Business Acquisitions", whereby goodwill is no longer amortized and is subject to periodic impairment tests.

## Taxes

The increase in the implied tax rate for the quarter and the year was primarily due to the impact of the revaluation of the Mexican peso against the U.S. dollar in the valuation of deferred taxes in the Company's favor, generated by fiscal losses registered in the international subsidiaries.

## Extraordinary Items

The Company did not book extraordinary items in the fourth quarter, but on a cumulative basis posted a net gain of $\$ 9$ million, comprised of the items reported in the first and third quarters, which include: i) the initial effect of the application of Mexican GAAP Bullet C-10, "Derivative Instruments and Hedging Operations," and ii) net income derived from the judicial ruling on the deductibility of the profit sharing plan in 2003.

## Net Majority Income

Majority net income in the quarter rose to $\$ 886$ million, a $17.3 \%$ increase compared to the year ago period. As such, net margin rose to $6.0 \%, 0.5$ percentage points greater than in 2004. On a cumulative basis, net margin was $5.0 \%$, or 0.1 percentage points lower than in the year ago period. These figures reflect the $\$ 561$ million in extraordinary income in 2004 related to the restatement and interest of recovered taxes.

| 4Q05 | 4Q04 | Change pp | Net Majority Margin <br> $(\%)$ | 12 M 05 | 12 M 04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6.0 | 5.5 | 0.5 | Consolidated | 5.0 | 5.1 | $(0.1)$ |

Excluding extraordinary items from the previous year, the cumulative majority net income would have been $\$ 2,820$ million or a $5.0 \%$ margin, a significant $1.0 \%$ percentage point expansion over 2004.

These results primarily reflect the increase in gross profit, good operating results, the decrease in the comprehensive cost of financing, and the reduction of other expenses.

## Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

Compared to the same periods of 2004, EBITDA grew 23.9\% in the quarter and $19.1 \%$ year over year. EBITDA margin expanded 2.0 and 1.4 percentage points, corresponding to $14.8 \%$ and $12.7 \%$ of sales respectively.

| 4Q05 | 4Q04 | Change pp | EBITDA Margin (\%) | 12M05 | 12M04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 18.1 | 17.1 | 1.0 | Mexico | 16.0 | 15.7 | 0.3 |
| 6.2 | 1.5 | 4.7 | United States | 3.7 | 0.4 | 3.3 |
| 4.4 | 4.9 | $(0.5)$ | Latin America | 5.5 | 3.2 | 2.3 |
| $\mathbf{1 4 . 8}$ | $\mathbf{1 2 . 8}$ | $\mathbf{2 . 0}$ | Consolidated | $\mathbf{1 2 . 7}$ | $\mathbf{1 1 . 3}$ | $\mathbf{1 . 4}$ |



Note: Figures expressed in millions of pesos. Consolidated results do not include inter-company transactions.

As with operating profit, EBITDA continued its positive trend throughout the course of the year, and in the international operations, represented 3.5\% and $5.5 \%$ of sales in the United States and Latin America respectively.

## Financial Structure

At year-end 2005, the Company's net debt totaled $\$ 4.2$ billion, $13.6 \%$ less that the figure reported at the end of 2004. On a consecutive basis from the third quarter, the reduction was $6.0 \%$. This was primarily due to the increase in cash, which is significant considering the acquisitions made during the year of Chocolates La Corona and El Globo in Mexico; Lalo, in Colombia, and Lagos del Sur in Chile. Combined, these acquisitions totaled $\$ 1.9$ billion.

The net debt to equity ratio was 0.21 times, representing a slight reduction compared to the 0.28 reported at the end of the previous year.

## Recent Announcements

- On January 30, 2006, Grupo Bimbo announced the acquisition of Walter M. Doldán y Cía. S.A. and Los Sorchantes S.A., both of Uruguay. The transaction totaled US\$7 million, of which US\$5.5 million is for the purchase of $100 \%$ of the outstanding share capital and the remainder for the payment of financial liabilities.

These companies produce and market baked goods, primarily through the Los Sorchantes and Kaiser brands. In 2005, combined sales totaled US\$6.9 million, while EBITDA was US\$966 thousand.

## Company Description

Grupo Bimbo is one of the largest baking companies in the world in terms of production and sales volume. As the market leader in the Americas, Grupo Bimbo has more than 70 plants and 900 distribution centers strategically located in 15 countries throughout the Americas and Europe. Its main product lines include sliced bread, buns, cookies, snack cakes, pre-packaged foods, tortillas, salted snacks and confectionery products, among others.

Grupo Bimbo produces over 5,000 products and has one of the most extensive direct distribution networks in the world, with more than 30,000 routes and 81,000 employees.

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. 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.

| CONSOLIDATED INCOME STATEMENT <br> MILLIONS OF CONSTANT MEXICAN PESOS AS OF DECEMBER 31, 2005 | 2004 |  |  |  |  |  |  |  |  |  | 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q | \% | 2 Q | \% | 3Q | \% | 4Q | \% | ACCUM | \% | 1Q | \% | 2Q | \% | 3Q | \% | 4Q | \% | ACCUM | \% |
| NET SALES | 12,648 | 100.0 | 12,811 | 100.0 | 13,373 | 100.0 | 13,742 | 100.0 | 52,574 | 100.0 | 13,449 | 100.0 | 13,559 | 100.0 | 14,304 | 100.0 | 14,791 | 100.0 | 56,102 | 100.0 |
| MEXICO | 8,727 | 69.0 | 8,914 | 69.6 | 9,412 | 70.4 | 9,746 | 70.9 | 36,800 | 70.0 | 9,525 | 70.8 | 9,513 | 70.2 | 10,184 | 71.2 | 10,680 | 72.2 | 39,902 | 71.1 |
| UNITED STATES | 3,266 | 25.8 | 3,264 | 25.5 | 3,332 | 24.9 | 3,310 | 24.1 | 13,173 | 25.1 | 3,318 | 24.7 | 3,386 | 25.0 | 3,435 | 24.0 | 3,407 | 23.0 | 13,546 | 24.1 |
| LATIN AMERICA | 904 | 7.1 | 921 | 7.2 | 931 | 7.0 | 985 | 7.2 | 3,741 | 7.1 | 917 | 6.8 | 985 | 7.3 | 1,015 | 7.1 | 1,065 | 7.2 | 3,982 | 7.1 |
| COST OF GOODS SOLD | 5,921 | 46.8 | 6,063 | 47.3 | 6,255 | 46.8 | 6,433 | 46.8 | 24,673 | 46.9 | 6,280 | 46.7 | 6,220 | 45.9 | 6,488 | 45.4 | 6,811 | 46.0 | 25,798 | 46.0 |
| GROSS PROFIT | 6,727 | 53.2 | 6,748 | 52.7 | 7,118 | 53.2 | 7,309 | 53.2 | 27,901 | 53.1 | 7,169 | 53.3 | 7,339 | 54.1 | 7,815 | 54.6 | 7,980 | 54.0 | 30,304 | 54.0 |
| MEXICO | 4,908 | 56.2 | 4,945 | 55.5 | 5,282 | 56.1 | 5,404 | 55.4 | 20,538 | 55.8 | 5,255 | 55.2 | 5,316 | 55.9 | 5,748 | 56.4 | 5,949 | 55.7 | 22,268 | 55.8 |
| UNITED STATES | 1,442 | 44.2 | 1,425 | 43.6 | 1,437 | 43.1 | 1,482 | 44.8 | 5,786 | 43.9 | 1,500 | 45.2 | 1,579 | 46.6 | 1,610 | 46.9 | 1,561 | 45.8 | 6,251 | 46.1 |
| LATIN AMERICA | 377 | 41.7 | 378 | 41.1 | 398 | 42.8 | 423 | 43.0 | 1,577 | 42.2 | 414 | 45.2 | 444 | 45.0 | 457 | 45.1 | 470 | 44.2 | 1,786 | 44.8 |
| OPERATING EXPENSES | 5,931 | 46.9 | 5,846 | 45.6 | 5,851 | 43.8 | 5,998 | 43.6 | 23,626 | 44.9 | 6,222 | 46.3 | 6,147 | 45.3 | 6,406 | 44.8 | 6,327 | 42.8 | 25,102 | 44.7 |
| OPERATING PROFIT | 796 | 6.3 | 902 | 7.0 | 1,267 | 9.5 | 1,311 | 9.5 | 4,275 | 8.1 | 948 | 7.0 | 1,192 | 8.8 | 1,409 | 9.9 | 1,653 | 11.2 | 5,202 | 9.3 |
| MEXICO | 907 | 10.4 | 1,024 | 11.5 | 1,356 | 14.4 | 1,377 | 14.1 | 4,663 | 12.7 | 988 | 10.4 | 1,131 | 11.9 | 1,350 | 13.3 | 1,605 | 15.0 | 5,075 | 12.7 |
| UNITED STATES | (82) | (2.5) | (78) | (2.4) | (73) | (2.2) | (55) | (1.7) | (288) | (2.2) | (34) | (1.0) | 51 | 1.5 | 47 | 1.4 | 11 | 0.3 | 75 | 0.6 |
| LATIN AMERICA | (29) | (3.2) | (44) | (4.8) | (16) | (1.7) | (11) | (1.1) | (100) | (2.7) | (7) | (0.7) | 10 | 1.0 | 13 | 1.2 | 36 | 3.4 | 52 | 1.3 |
| INTEGRAL COST OF FINANCING | 83 | 0.7 | 246 | 1.9 | 53 | 0.4 | 85 | 0.6 | 468 | 0.9 | 108 | 0.8 | 171 | 1.3 | 106 | 0.7 | (18) | (0.1) | 367 | 0.7 |
| INTEREST PAID (NET) | 169 | 1.3 | 205 | 1.6 | 165 | 1.2 | 175 | 1.3 | 714 | 1.4 | 206 | 1.5 | 149 | 1.1 | 151 | 1.1 | 135 | 0.9 | 640 | 1.1 |
| EXCHANGE (GAIN) LOSS | 16 | 0.1 | 45 | 0.4 | 1 | 0.0 | 13 | 0.1 | 75 | 0.1 | (58) | (0.4) | 33 | 0.2 | 15 | 0.1 | (11) | (0.1) | (21) | (0.0) |
| MONETARY (GAIN) LOSS | (101) | (0.8) | (4) | (0.0) | (113) | (0.8) | (103) | (0.8) | (321) | (0.6) | (39) | (0.3) | (11) | (0.1) | (60) | (0.4) | (142) | (1.0) | (252) | (0.4) |
| OTHER EXPENSES (INCOME) NET | (34) | (0.3) | (53) | (0.4) | (45) | (0.3) | (315) | (2.3) | (447) | (0.9) | 7 | 0.0 | 18 | 0.1 | (25) | (0.2) | (137) | (0.9) | (138) | (0.2) |
| PROVISION FOR TAXES AND PROFIT SHARING | 241 | 1.9 | 249 | 1.9 | 502 | 3.8 | 260 | 1.9 | 1,252 | 2.4 | 279 | 2.1 | 421 | 3.1 | 517 | 3.6 | 643 | 4.3 | 1,860 | 3.3 |
| EQUITY IN RESULTS OF ASSOCIATED COMPANIES | 7 | 0.1 | 24 | 0.2 | 10 | 0.1 | 18 | 0.1 | 58 | 0.1 | 5 | 0.0 | 18 | 0.1 | 13 | 0.1 | 22 | 0.1 | 57 | 0.1 |
| MINORITY INTEREST | 15 | 0.1 | 13 | 0.1 | 17 | 0.1 | 18 | 0.1 | 63 | 0.1 | 14 | 0.1 | 18 | 0.1 | 16 | 0.1 | 27 | 0.2 | 75 | 0.1 |
| MAJORITY NET INCOME AFTER EXTRAORDINARY CHARGES | 429 | 3.4 | 364 | 2.8 | 660 | 4.9 | 650 | 4.7 | 2,103 | 4.0 | 559 | 4.2 | 618 | 4.6 | 757 | 5.3 | 886 | 6.0 | 2,820 | 5.0 |
| EXTRAORDINARY EXPENSE (INCOME) NET | 134 | 1.1 | 106 | 0.8 | 215 | 1.6 | 105 | 0.8 | 561 | 1.1 | 20 | 0.1 | 0 | 0.0 | (11) | (0.1) | 0 | 0.0 | 9 | 0.0 |
| EFFECT OF CHANGE IN ACCOUNTING NET | 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 | 0.0 |
| NET MAJORITY INCOME | 563 | 4.5 | 470 | 3.7 | 875 | 6.5 | 755 | 5.5 | 2,663 | 5.1 | 578 | 4.3 | 618 | 4.6 | 746 | 5.2 | 886 | 6.0 | 2,829 | 5.0 |
| EARNINGS BEFORE INTERESTS, TAXES, DEPRECIATION \& AMORTIZATION (EBITDA) | 1,206 | 9.5 | 1,309 | 10.2 | 1,683 | 12.6 | 1,763 | 12.8 | 5,962 | 11.3 | 1,408 | 10.5 | 1,649 | 12.2 | 1,856 | 13.0 | 2,185 | 14.8 | 7,098 | 12.7 |
| MEXICO | 1,186 | 13.6 | 1,296 | 14.5 | 1,640 | 17.4 | 1,664 | 17.1 | 5,787 | 15.7 | 1,312 | 13.8 | 1,458 | 15.3 | 1,673 | 16.4 | 1,928 | 18.1 | 6,371 | 16.0 |
| UNITED STATES | (1) | (0.0) | 2 | 0.1 | 5 | 0.1 | 51 | 1.5 | 57 | 0.4 | 48 | 1.5 | 129 | 3.8 | 120 | 3.5 | 210 | 6.2 | 507 | 3.7 |
| LATIN AMERICA | 21 | 2.3 | 11 | 1.2 | 38 | 4.1 | 48 | 4.9 | 118 | 3.2 | 48 | 5.2 | 62 | 6.2 | 62 | 6.1 | 47 | 4.4 | 219 | 5.5 |

Regional percentages of Gross Profit, Operating Profit and EBITDA are calculated as a percentage of net sales of each operation

| BALANCE SHEET <br> MILLIONS OF CONSTANT MEXICAN PESOS AS OF DECEMBER 31, 2005 | 2004 | 2005 | \% <br> Change |
| :---: | :---: | :---: | :---: |
| TOTAL ASSETS | 34,650 | 36,725 | 6.0 |
| MEXICO | 22,030 | 23,593 | 7.1 |
| UNITED STATES | 9,684 | 10,045 | 3.7 |
| LATIN AMERICA | 2,936 | 3,087 | 5.1 |
| CURRENT ASSETS | 8,970 | 9,286 | 3.5 |
| PROPERTY, PLANT AND EQUIPMENT NET | 17,237 | 18,469 | 7.1 |
| TOTAL LIABILITIES | 16,979 | 16,872 | (0.6) |
| SHORT TERM BANK LOANS | 199 | 248 | 24.5 |
| LONG TERM BANK LOANS | 8,580 | 8,092 | (5.7) |
| STOCKHOLDERS' EQUITY | 17,671 | 19,853 | 12.3 |


| CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION |  |  |
| :--- | ---: | ---: |
| MILLIONS OF CONSTANT MEXICAN PESOS AS OF DECEMBER 31, 2005 | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ |
|  |  |  |
| CONSOLIDATED NET INCOME | $\mathbf{2 , 7 2 7}$ | $\mathbf{2 , 9 0 4}$ |
| + (-) ITEMS NOT REQUIRING CASH | 971 | 1,170 |
| NET RESOURCES OBTAINED FROM RESULTS | $\mathbf{3 , 6 9 8}$ | $\mathbf{4 , 0 7 4}$ |
| WORKING CAPITAL FLOW | 1,929 | 162 |
| NET RESOURCES GENERATED BY OPERATIONS | $\mathbf{5 , 6 2 6}$ | $\mathbf{4 , 2 3 6}$ |
| EXTERNAL FINANCING | $(939)$ | $(225)$ |
| INTERNAL FINANCING | $(1,019)$ | $(337)$ |
| TOTAL SOURCES OF CASH | $(1,957)$ | $\mathbf{( 5 6 2 )}$ |
| INVESTMENTS | $(1,670)$ | $(3,449)$ |
| NET INCREASE (DECREASE) IN CASH AND MARKETABLE SECURITIES | 1,999 | 225 |
| CASH AND MARKETABLE SECURITIES AT THE BEGINNING OF THE YEAR | 1,886 | 3,885 |
| CASH AND MARKETABLE SECURITIES AT THE END OF THE YEAR | 3,885 | 4,110 |

