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### **SANLUIS Corporación, S.A.B. de C.V. and Subsidiaries Unaudited Results for the Fourth Quarter and Fiscal Year 2013**

#### **Highlights:**

- 2013 was SANLUIS Rassini's strongest year to date as the company achieved record levels of sales, EBITDA and cash flow generation, amounting to US\$811.5 million, US\$105.1 million and US\$118.4 million, respectively.
- Consolidated sales in 2013 increased 14% compared to 2012 and EBITDA increased 15% during the year.
- Sales and EBITDA growth outpaced the growth of light vehicle production as we increased our market penetration in both markets where we operate (North America and Brazil).
- Effective management of working capital contributed to a total net operating cash flow of US\$118.4 million, which was up 29% compared to 2012 and 13% higher than total EBITDA for the year.
- Consolidated income before taxes for the year reached US\$47.1 million, 40% higher than the previous year.
- Consolidated Net Debt / annualized EBITDA ratio was 1.6x and EBITDA/Net Interest Expense was 4.4x as of December 31, 2013.

Mexico City, February 27, 2014

SANLUIS Corporación, S.A.B. de C.V. (Mexican Stock Exchange Ticker: SANLUIS), a Mexican industrial company engaged in the design and manufacture of suspension and brake components for the automotive industry, announced today its unaudited financial results for the fourth quarter and Fiscal Year 2013.

#### **Industry outlook**

Production of light vehicles in North America, SANLUIS Rassini's main market, reached its highest in at least 10 years with a total of 16.2 million vehicles produced in North America, representing an increase of 5.5% from 2012 and an 88.6% improvement compared to the low

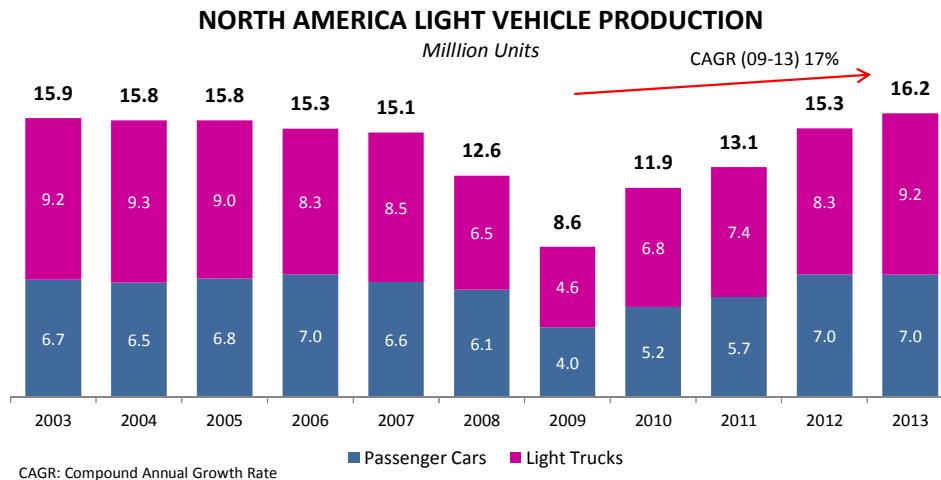
of 8.6 million vehicles produced in 2009. Automotive production has increased at a compounded annual growth rate of 17.2% since 2009.

Despite a modest decrease of the Seasonally Adjusted Annualized Rate (SAAR) of U.S. light vehicle sales in December, which was mainly due to extreme weather conditions and some pre-buys made in November, the annual average SAAR was 15.5 million units during 2013. This represents a 49% improvement compared to a low of 10.4 million units in 2009, but still below a normalized level of 16.4 million, which according to Edmunds' experts, is expected to be reached in 2014.

According to J.P. Morgan, the pace of U.S. consumer spending is expected to pick up in 2014 and the automotive industry is forecasted to achieve continued growth as the motor vehicle sector benefits from the reopening of consumer credit, supporting additional demand which in turn will allow for better average sales prices across the board in all types of vehicles. Inventories, which are considered another indicator of health, were at 63-days' supply at the end of the year, in balance with the 10-year historical average for December of 62 days' supply. In addition, other factors that support the industry growth for 2014 include the need to replace aging vehicles, which now average more than 11 years in the United States, and customers' acceptance of a wide array of new products in a highly competitive industry in which automakers are making significant product investments.

Sales data suggests that as the market works to transition from those who "need to buy" to those who "want to buy," factors such as increased demand, the improving economy, an expanding population, a wave of new products with improved technological innovations, engagement with generation "Y" and favorable demographics, will bolster the longer-term outlook.

The production of light trucks in North America increased 10.4% from 2012 to 2013, accounting for 57% of total light vehicle production, up from the 54% seen last year.



According to the latest forecasts by IHS, the total North American light vehicle production for the year 2014 will reach 16.8 million, the highest level since 2003 and 4% more than 2013. More importantly for SANLUIS Rassini, the total Detroit 3 medium and heavy duty platform segment (GM's Sierra & Silverado, Ford's F Series, Dodge's Ram, etc.) will increase 7% from 2013 to 2014 while the GM's K2XX (Sierra, Silverado, etc.) platform (which carries all of our products –Suspension and Brakes) will grow 5% above the total production growth of its segment.

S&P estimates a continuing recovery in home construction, with housing starts increasing about 24% in 2014, thus indicating faster growth in pickup truck sales in 2014 by about 14%, mainly in the Full-size pickup truck segment.

According to the Mexican Auto Industry Association ("AMIA"), Mexican auto production and exports rose to record highs in 2013 on strong demand from the United States and Canada. Production rose 1.7 % to 2.9 million units while exports grew 3% over 2012 to 2.4 million units. These increases mark the fourth consecutive year of record highs for both production and exports.

2013 was also a record year for Brazil in terms of total vehicle production, which reached 3.7 million units, representing a 10% increase over 2012. It was a recovery year for commercial vehicles and buses (main market for our Brazilian operations) after a difficult 2012, when the truck market was adversely affected due to the implementation of new emission control regulations.

## Sales

**SANLUIS Rassini had a record year in 2013**, as sales reached US\$811.5 million, the highest in the Company's history and 13.8% higher compared to 2012. Total sales for the fourth quarter were US\$194.1, 11.7% higher than the same period of the previous year.

SALES (US\$ millions) (Jan - Dec)		Actual		Actual		Var.
		2013	%	2012	%	%
NAFTA	Leaf Springs (1)	326.3	40	319.2	45	
	Coil Springs	79.0	10	75.9	11	
	Suspensions	405.3	50	395.1	56	3
	Brakes (1)	169.9	21	123.2	17	38
	<b>TOTAL NAFTA</b>	<b>575.2</b>	<b>71</b>	<b>518.3</b>	<b>73</b>	<b>11</b>
BRAZIL	Leaf Springs (1)	206.1	25	166.6	23	
	Coil Springs	30.2	4	28.2	4	
	<b>TOTAL BRAZIL</b>	<b>236.3</b>	<b>29</b>	<b>194.8</b>	<b>27</b>	<b>21</b>
<b>CONSOLIDATED SALES</b>		<b>811.5</b>	<b>100</b>	<b>713.1</b>	<b>100</b>	<b>14</b>

(1) Includes elimination of intercompany transactions.

Sales for the year in the North American Suspension business were 2.6% higher than 2012 in terms of dollars, reaching a total of US\$405 million for 2013 and 3.5% higher in terms of volume, while the average sales price of our products was lower, reflecting the lower cost of raw materials, given our direct link between the cost of steel and the price of finished product under the existing pass-through agreements that we have with our customers, which allows us to maintain stable margins per unit of steel that we transform into finished product. During the fourth quarter of 2013, sales of the North American Suspension business totaled US\$98.5 million, 7.9% above the same quarter last year.

In 2013 we launched several new programs in our Brakes division, such as the Corvette Stingray, the Maserati's Ghibli and Quattroporte, the Viper sports car and the Ducato van from Chrysler, among others, and we also began the production ramp-up of the ten new platforms launched at the end of 2012 and in the first months of 2013, (mainly, the GM Sierra and Silverado, Ford Escape, Chrysler's Dodge Dart and VW Jetta), which allowed us to increase our sales at a faster pace than the overall market. This resulted in an annual sales increase of 37.9% in the Brakes business from 2012 to 2013, while sales for the fourth quarter were US\$47.7 million, 50% above the same period of last year.

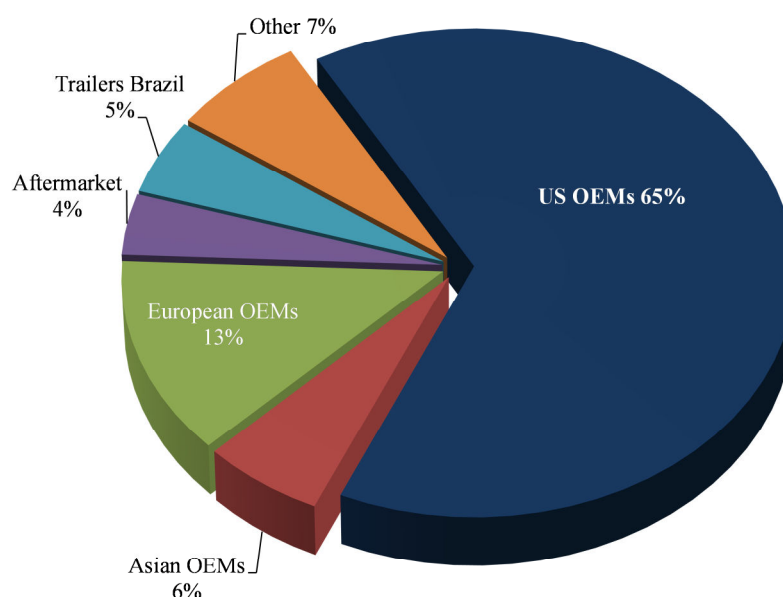
The U.S. automotive market development in 2013 favored the Detroit 3, our main customers in this region, as their market share rose to 45.4% compared with 44.8% in 2012. In addition, the 17% surge in sales of large pickup trucks, which are the most profitable vehicles for the OEMs, was also beneficial for our 2013 sales.

Sales for the Brazilian Suspension business increased 21.3% compared to 2012 in terms of dollars (a 33% increase if compared in terms of Brazilian Reais) as sales volume of heavy duty trucks in Brazil returned to normalized levels following the run-off sales of excess inventories of trucks based on old emission control technology in 2012. Sales for the fourth quarter were 5.5% lower than the same period of 2012 due to a decrease in the production of trucks and buses during December, as customers reduced their inventory levels for the end of the year.

In 2013, operations in the North American Suspension business, Brakes and Brazil were running at a rate of 68%, 86% and 92% of their installed capacity, respectively.

The sales distribution between the two markets in which we have operations is 71% concentrated in the North American automotive market and 29% in Brazil. On a product basis, Suspension components represent 79% of sales and Brakes comprise the remaining 21%, while 96% of our sales are devoted to the OEMs and 4% to the aftermarket in Brazil.

**SALES DISTRIBUTION BY CUSTOMER**



**Results from operations**

2013 was also a record year in terms of EBITDA for SANLUIS Rassini as total EBITDA for the year grew 15.1% to US\$105.1 million. EBITDA for our North American operations reached US\$79.1 million in 2013, an increase of 11.1% compared to 2012, while EBITDA in our Brazilian operations grew 30.7% to US\$25.1 million in 2013.

SANLUIS - CONSOLIDATED (US\$ million)		January - December		
		2013	2012	Var. (%)
<b>Sales</b>		<b>811.5</b>	<b>713.1</b>	<b>14</b>
<b>Ebitda</b>	(1)	<b>105.1</b>	<b>91.3</b>	<b>15</b>
<b>Ebitda / Sales (%)</b>		<b>13%</b>	<b>13%</b>	
<b>Net Operating Cash Flow</b>	(2)	<b>118.4</b>	<b>92.1</b>	<b>29</b>
<b>Leverage Ratio</b>	(3)	<b>1.6x</b>	<b>2.2x</b>	
<b>Interest Coverage Ratio</b>	(4)	<b>4.4x</b>	<b>3.5x</b>	

(1) Operating profit + Other expenses (income) + Depreciation & Amortization + Profit Sharing.  
(2) Ebitda +(-) Change in Working Capital - Taxes.  
(3) Net Debt / Ebitda  
(4) Ebitda / Net Interest Expense.

EBITDA for the fourth quarter of 2013 in the North American operations reached US\$17.6 million, or 12.8% above the same period of 2012, due to increased volume in the Brake

business driven by the launch of new platforms and industry recovery. The increase in EBITDA for the North American operations was offset by a lower EBITDA in our Brazilian operations due to a decrease in the sales volume in December, as truck and bus customers decreased production in order to reduce the inventory levels. However, we utilized the entire labor force to perform preventive maintenance in our equipment, adversely impacting variable costs for the quarter. Simultaneously, we incurred additional fixed costs related to the ramp-up of the additional capacity installed in the Rio de Janeiro manufacturing plant and the Resende assembly operations.

<b>SANLUIS Corporación, S.A.B. de C.V. and Subsidiaries</b>										
<b>Quarterly results by business segment</b>										
<b>(US\$ Million)</b>										
Quarter #	2012					2013				
	1	2	3	4	Total	1	2	3	4	Total
<b>Sales</b>										
Nafta	134.7	134.5	126.1	123.0	518.3	134.9	141.7	152.4	146.2	575.2
Brazil	48.5	45.4	50.2	50.7	194.8	62.3	66.1	60.0	47.9	236.3
Total (1)	183.1	179.9	176.3	173.8	713.1	197.2	207.8	212.4	194.1	811.5
<b>EBITDA</b>										
Nafta	19.1	20.2	16.3	15.6	71.2	20.1	18.1	23.3	17.6	79.1
Brazil	2.5	4.8	5.7	6.2	19.2	7.8	8.1	7.2	2.0	25.1
Total (1)	21.5	24.9	23.0	21.9	91.3	28.5	26.3	30.9	19.4	105.1
<b>EBITDA/Sales</b>										
Nafta	14%	15%	13%	13%	14%	15%	13%	15%	12%	14%
Brazil	5%	11%	11%	12%	10%	13%	12%	12%	4%	11%
Total	12%	14%	13%	13%	13%	14%	13%	15%	10%	13%

(1) Includes elimination of intercompany sales

This record operating profit, combined with lower interest expenses due to the continued debt reduction, resulted in consolidated income before taxes of US\$47.1 million for 2013, an increase of 39.8% compared to 2012. In Mexican Peso terms, the Company's reporting currency, the increase was 35.5%, slightly lower due to the appreciation of the Peso against the U.S. Dollar, the Company's operating currency, for a consolidated income before tax of MxP\$601.3 million of Mexican Pesos.

Consolidated net income was affected by a higher current income tax in both the Brazilian and the North American operations as a result of the improved EBITDA, and an extraordinary one-time and non-cash charge of US\$31.5 million that was recorded on the deferred tax line, as a result of the modifications to the income tax code in Mexico's Fiscal Reform, effective January 1<sup>st</sup>, 2014, which also eliminates the Tax Consolidation Regime, consequently canceling tax loss carry forwards from previous years. As a result of the aforementioned effects, the Company reported a consolidated net loss of US\$11.2 million, or MxP\$142.8 million, for 2013, compared to net income of \$14.0 million in 2012. Excluding these extraordinary one-time and non-cash charges, consolidated net income would have been US\$20.3 million, representing an increase of 45% compared to the previous year.

### **Cash flow and indebtedness reduction**

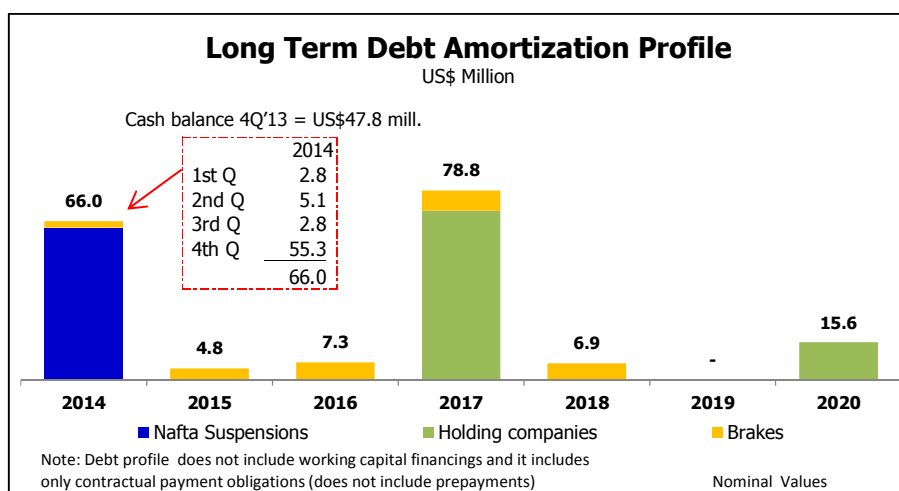
2013 was also a record year in terms of cash flow generation. Consolidated net operating cash flow reached US\$118.4 million, 28.6% above last year, while fourth quarter operating cash

flow was US\$36.7 million, 4.3% above the same period of 2012. The consolidated cash balance as of December 31, 2013 was US\$47.8 million.

During the fourth quarter, the North America Suspension division continued with the accelerated debt repayments to the term loan agreement that it has with syndicate banks, amortizing US\$27.9 million or 6.1 times the scheduled amortization for the quarter. Total deleveraging on this term loan agreement since 2010 has been US\$88.6 million, or 61% of the original principal amount, including US\$59.8 million of prepayments (which have been applied against the final amortization scheduled for December 2014, reducing in this way 57% of its original value to US\$54.1 million).

Gross Debt - Dec 2013 (US\$ millions)	Term		Total
	Short	Long	
<b>Holding Companies</b>	7.7	86.0	93.7
<b>Operating Companies</b>			
<b>Nafta Suspensions</b>	72.9	-	72.9
<b>Brakes</b>	12.0	28.0	40.0
<b>Total Nafta</b>	84.9	28.0	112.9
<b>Brazil Suspensions</b>	4.0	8.6	12.6
<b>Total Consolidated</b>	96.6	122.6	219.2

As of December 31, 2013, consolidated net debt was US\$171.4 million or 1.6x annualized EBITDA, which compares favorably to the year-ago level of US\$202.6 million or 2.2x annualized EBITDA. Interest coverage ended the period at a ratio of EBITDA/Net interest of 4.4x, a significant improvement compared to the 3.5x of December 2012.





## **Additional Business Updates**

In 2013, SANLUIS Rassini initiated a project to expand its foundry capacity in its Brakes Business in order to better serve current and future customers. This expansion project will increase the current foundry capacity by 40% and is expected to be completed by the last quarter of 2014.

In our Brazilian Subsidiary, we completed a US\$10 million project to expand the Rio de Janeiro manufacturing facility and finished the construction of a new logistics and sequencing center in Resende. The Resende facility optimizes the delivery of suspension components to the assembly line of the largest truck manufacturer in Latin America, while the expansion of the existing Rio de Janeiro plant further enhances the company's ability to supply suspension components for heavy trucks. With this investment, the company's manufacturing capacity in Brazil will reach 1.5 million suspension assemblies per year.

On January 13, 2014, GM swept the 2014 awards for North American Car and Truck of the Year with the Chevrolet's Corvette Stingray and the Silverado pick-up truck, respectively. The annual awards are designed to recognize the most outstanding new vehicles of the year, which are benchmarks in their segments based on factors including innovation, comfort, design, safety, handling, driver satisfaction and value for the dollar. SANLUIS Rassini proudly contributed to the success of GM by providing the industry's first ductile iron-gray iron rotor for the Corvette Stingray as well as the Duralife brake rotors, coil and leaf springs for the Silverado.

SANLUIS Rassini believes that its recognized position as an essential supplier within the NAFTA and Mercosur regions, which is based on its technology, quality, service, competitiveness and focus on customer service; as well as its ability and pre-emptive actions to scale the size and structure of its operations according to shifts in demand, together with the positive industry dynamics and outlook, will enable it to continue to serve OEMs as an essential business partner. This will ultimately enable the Company to generate shareholder value as the economy and the automotive industry continue their ascent.

## **Conference Call**

SANLUIS will host a conference call on Friday, February 28, 2014 at 10:00 am (US Central Time/Mexico City Time) / 11:00 am (US Eastern Time) to discuss its fourth quarter and fiscal year financial results and recent business activities.

The conference call may be accessed using the following numbers:

US: 1-800-762-8779  
Mexico: 001-888-425-5213  
International: +1-480-629-9771  
Passcode: SANLUIS or 4666343

Please dial in approximately 10 minutes before the scheduled time of this call.

A replay of the conference call will be available starting from 12:00 pm (US Eastern Time) on



February 28, 2014 to 12:00 pm (US Eastern Time) on March 7, 2014 using the following numbers:

US: 1-800-406-7325  
Outside US: +1-303-590-3030  
Passcode: 4666343

The presentation deck for the call will be available the day before in our web page:

[www.sanluisrassini.com/eng](http://www.sanluisrassini.com/eng)

**Financial statements**

<b>SANLUIS Corporación, S.A.B. de C.V. &amp; Subs</b>		
<b>Consolidated Income Statement</b>		
January - December of 2013 and 2012		
(US\$ Million)		
	2013	2012
<b>Net Sales</b>	<b>811.5</b>	<b>713.1</b>
Cost of Good Sold	651.0	574.2
Gross Profit	160.5	138.9
% to Sales	20%	19%
Selling & Administrative Expenses	55.4	47.6
<b>EBITDA</b>	<b>105.1</b>	<b>91.3</b>
<b>% to Sales</b>	<b>13%</b>	<b>13%</b>
Depreciation & Amortization	(25.0)	(24.5)
Other Income (Expenses) Net (1)	(6.2)	(3.0)
Interest & Other Financial Expenses	(26.8)	(30.1)
Net Profit before Minority Interest	47.1	33.7
Taxes	(19.8)	(2.9)
Deferred Taxes	(33.4)	(13.6)
Minority Interest	(5.1)	(3.2)
<b>Net Income</b>	<b>(11.2)</b>	<b>14.0</b>
(1) Includes Profit Sharing		

<b>SANLUIS Corporación, S.A.B. de C.V. &amp; Subs</b>		
<b>Consolidated Cash Flow</b>		
January - December of 2013 and 2012		
(US\$ Million)		
	<b>2013</b>	<b>2012</b>
EBITDA	105.1	91.3
Changes in working capital & taxes	13.3	0.8
<b>Net operating cash flow</b>	<b>118.4</b>	<b>92.1</b>
Interest expenses	(13.7)	(15.4)
Scheduled debt amortizations	(31.5)	(30.0)
Debt prepayments	(39.9)	(5.1)
New financing	49.6	9.4
Capital expenditures	(54.2)	(23.3)
Other	(19.3)	(10.6)
Increase (Decrease) in cash	9.4	17.1
Initial cash balance	38.4	21.3
<b>Final cash balance</b>	<b>47.8</b>	<b>38.4</b>

<b>SANLUIS Corporación, S.A.B. de C.V. &amp; Subs</b>		
<b>Balance Sheet</b>		
As of December 31, 2013 and 2012		
(US\$ Million)		
	<b>2013</b>	<b>2012</b>
<b><u>Assets</u></b>		
Cash & marketable securities	47.8	38.4
Accounts receivable	82.3	87.8
Inventories	53.5	47.1
<b>Current assets</b>	<b>183.6</b>	<b>173.3</b>
Net fixed assets	468.9	444.9
Deferred taxes	49.0	52.0
<b>Total assets</b>	<b>701.5</b>	<b>670.2</b>
<b><u>Liabilities</u></b>		
Short term debt	96.6	46.7
Accounts payable & other	182.2	129.3
<b>Current portion</b>	<b>278.8</b>	<b>176.0</b>
Long term debt	122.6	193.6
Pension liabilities & other	126.1	104.6
<b>Total liabilities</b>	<b>527.5</b>	<b>474.2</b>
<b><u>Net worth</u></b>		
Controlling interest	147.8	162.1
Minority interest	26.2	33.9
<b>Total net worth</b>	<b>174.0</b>	<b>196.0</b>
<b>Liabilities &amp; Net Worth</b>	<b>701.5</b>	<b>670.2</b>



## **SANLUIS**

SANLUIS, through its brand SANLUIS Rassini, is a lead designer and manufacturer of suspension and brake components for the global automotive industry, mainly focused on original equipment manufacturers (OEMs).

SANLUIS Rassini is the world's largest producer of suspension components for light commercial vehicles as well as the largest fully integrated brake rotor producer in the Americas and has eight manufacturing sites strategically located in North America and Brazil.

Suspension products include Leaf Springs (parabolic and multi-leaf) for light and commercial trucks, Coil Springs, Torsion Bars and Bushings. The Brake business manufactures Rotors, Drums, Brake Assemblies, Clutch Plates and Motor Balancers.

Its solid and diversified customer base includes: General Motors, Ford Motor Company, Chrysler - Fiat, Nissan, Volkswagen, Toyota, MAN, Scania and Mercedes Benz among others.

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