



GRUPO CEMENTOS DE CHIHUAHUA, S.A.B. DE C.V. (BMV: GCC*)

Fourth quarter 2015 earnings results





GCC REPORTS FOURTH QUARTER 2015 RESULTS

Chihuahua, Chihuahua, Mexico, April 28, 2016 – Grupo Cementos de Chihuahua, S.A.B. de C.V. ("GCC" or the "Company") (BMV: GCC*), a leading producer of cement and ready mix in markets in Mexico and the United States, today announced its results for the fourth quarter of 2015.

HIGHLIGHTS

With solid growth in the fourth quarter of the year, GCC ended 2015 with excellent results, generating double-digit increases in sales, operating income, EBITDA and net income.

- Total sales rose 15.7% in the fourth quarter and 19.7% in the year
- Operating income increased 48.1% in the quarter and 40.8% in 2015
- EBITDA rose 33.1% in the fourth quarter and 29.4% in the year
- Net income jumped 276.1% in the final quarter and 62.8% in the year
- The leverage ratio declined from 3.06 to 2.66 times
- Standard and Poor's and Fitch Ratings upgraded GCC's credit ratings

KEY FIGURES (millions of pesos)

| | 4Q15 | 4Q14 | 4Q15 vs. 4Q14 | 2015 | 2014 | 2015 vs. 2014 |
|-------------------------|---------|---------|---------------|----------|----------|---------------|
| Net Sales | 2,946.6 | 2,546.1 | 15.7% | 11,983.8 | 10,009.7 | 19.7% |
| Operating income | 430.4 | 290.7 | 48.1% | 1,674.5 | 1,189.3 | 40.8% |
| EBITDA | 681.4 | 511.9 | 33.1% | 2,639.1 | 2,039.6 | 29.4% |
| Net consolidated income | 207.8 | 55.2 | 276.1% | 915.5 | 562.2 | 62.8% |

EBITDA: operating income + depreciation and amortization

FINANCIAL RESULTS

Net Sales in the fourth quarter of 2015 rose 15.7% over the same period of 2014, totaling \$2,946.6 million pesos. This reflected a better pricing environment in Mexico and the United States, and the depreciation of the peso against the dollar.

GCC's sales in the United States increased 23.7% in the quarter compared to the prior year, totaling \$2,146.6 million pesos. This reflected a better pricing environment for most products, the positive effect of the depreciation of the peso against the dollar, and similar volumes of cement to the fourth quarter of 2014. In the fourth quarter of 2015, the residential, commercial, manufacturing, entertainment and health sectors in Colorado, South Dakota, Minnesota, Nebraska, Iowa and Wisconsin were more dynamic, mitigating the decline in construction activity in New Mexico, Texas and North Dakota. Sales in the US Division in the fourth quarter of 2015 expressed in dollar terms, rose 1.8% over the same period of the prior year.









In Mexico, sales in the final quarter of the year declined 1.3% from the same period of 2014, to \$800.1 million pesos. Demand from the residential, commercial and industrial sectors and a better pricing environment partially offset the decline in public sector activity resulting from the culmination of the two main urban and highway paving projects that drove sales in the final quarter of the previous year.

Consolidated net sales for the full year rose 19.7% over the previous year and totaled \$11,983.8 million pesos.

In the United States, cumulative 2015 sales rose 21.9% to \$8,548.9 million pesos, reflecting the effect of a stronger dollar, the better pricing environment, 2% increase in cement volumes and 5% decline in ready mix volumes.

In Mexico, the 14.6% increase in sales for the year was the result of a better pricing environment and the 6% increase in cement volumes, 19% in block and 12% in aggregates, reflecting stronger demand in the residential, commercial and industrial segments, which mitigated the decline in public sector activity in the second half of the year due to the completion of the two large urban and highway paving projects, which resulted in a 1% contraction in ready mix sales volumes.

NET SALES (millions of pesos)

| | 4Q15 | 4Q14 | 4Q15 vs. 4Q14 | 2015 | 2014 | 2015 vs. 2014 |
|---------------|---------|---------|---------------|----------|----------|---------------|
| Consolidated | 2,946.6 | 2,546.1 | 15.7% | 11,983.8 | 10,009.7 | 19.7% |
| United States | 2,146.6 | 1,735.6 | 23.7% | 8,548.9 | 7,012.0 | 21.9% |
| Mexico | 800.1 | 810.4 | -1.3% | 3,434.9 | 2,997.7 | 14.6% |

NET SALES (millions of dollars)

| | 4Q15 | 4Q14 | 4Q15 vs. 4Q14 | 2015 | 2014 | 2015 vs. 2014 |
|---------------|-------|-------|---------------|-------|-------|---------------|
| Consolidated | 176.4 | 184.9 | -4.6% | 752.5 | 754.5 | -0.3% |
| United States | 128.6 | 126.3 | 1.8% | 535.4 | 529.1 | 1.2% |
| Mexico | 47.8 | 58.6 | -18.4% | 217.2 | 225.4 | -3.7% |

VARIATION IN SALES VOLUME (%)

| | 4Q15 vs. 4Q14 | 2015 vs. 2014 |
|---------------|---------------|---------------|
| Cement | -3% | 3% |
| United States | 0% | 2% |
| Mexico | -9% | 6% |
| Concrete | -13% | -3% |
| United States | -5% | -5% |
| Mexico | -22% | -1% |
| Block | 13% | 19% |
| Aggregates | -23% | 12% |







Cost of sales in the fourth quarter of 2015 was \$2,136.0 million pesos and represented 72.5% of sales, a decline of 2.8 percentage points compared to the same period of the previous year, resulting in a higher gross margin. In the US Division, the factors driving margin improvement were: a better pricing environment and lower fuel and transport costs. The pricing environment was also better In the Mexico Division, and both electricity and fuel costs declined with the increased use of alternative fuels.

The cost of sales in 2015 represented 74.8% of sales, and declined 2.0 percentage points with respect to 2014, reflecting better pricing, lower transport costs in the US Division and lower fuel and electricity costs in the Mexico Division.

Operating expenses in the final quarter of 2015 totaled \$380.2 million pesos, 12.1% higher than in the same quarter of last year, and represented 12.9% of sales, a decline of 0.4 percentage points. 90% of the increase in these expenses arose from the depreciation of the peso against the dollar with regard to expenses in the US Division, and from higher depreciation charges. For the full year 2015 operating expenses increased 18.4%, with 55% of the increase due to the effect of the depreciation of the peso against the dollar with respect to expenses in the US Division, and higher depreciation charges. Operating expenses represented 11.2% of sales, decreasing 0.2 percentage points compared to 2014.

Operating Income in the fourth quarter of 2015 rose 48.1% over the final quarter of 2014 to \$430.4 million pesos. Cumulative operating income for the year grew 40.8% over the prior year and totaled \$1,674.5 million pesos.

EBITDA in the fourth quarter of the year rose a strong 33.1% over the same period of 2014, totaling \$681.4 million pesos. EBITDA margin was 23.1% of sales, 3.0 percentage points higher than the margin in the fourth quarter of 2014. Cumulative EBITDA for 2015 rose 29.4% over 2014, and totaled \$2,639.1 million pesos, with a 22.0% margin, 1.6 percentage points higher than the 20.4% margin in the previous year.

Net Financial Expenses in the final quarter of 2015 totaled \$149.5 million pesos, rising 12.5% over the same quarter of last year. This increase is due to the combination of lower cost of debt as the applicable margin was reduced following the refinancing completed in 2015, a lower debt balance, and the effect of the depreciation of the peso against the dollar when converting financial expenses into pesos. Cumulative net financial expenses in 2015 totaled \$576.9 million pesos, an increase of 8.4% over the previous year, arising from the depreciation of the peso against the dollar, which partially offset the benefit of the lower applicable margin and lower debt balance.

In the fourth quarter of 2015, **Income Taxes** totaled \$56.2 million pesos, compared to \$45.3 million pesos in the same quarter of last year, as a result of the 162.6% rise in pre-tax income over fourth quarter 2014 figure. Income taxes for the year totaled \$169.7 million pesos.









Consolidated Net Income in the fourth quarter of 2015 totaled \$207.8 million pesos, an increase of 276.1% over the final quarter of 2014. Net income in the full year rose to \$915.5 million pesos, 62.8% higher than the \$562.2 million pesos in 2014.

Free Cash Flow generated in the fourth quarter of the year totaled \$954.1 million pesos, rising 7.3% over the \$889.1 million pesos generated in the final quarter of 2014. This increase reflects the 33.1% rise in EBITDA, the release of working capital with a recovery in accounts receivable and lower inventories, decrease in taxes and financial expenses, increase in capital expenditures, and more cash requirements for other items. Free cash flow of \$1,265.5 million pesos was generated in the year, an increase of 37.6% over the \$920.0 million pesos in 2014. This variation is comprised of a combination of the following factors: the 29.4% rise in EBITDA, higher cash flow generated by other items, a decrease in taxes paid, lower working capital requirements, and the increase in financial costs and capital expenditures.

EBITDA AND FREE CASH FLOW (millions of pesos)

| | 4Q15 | 4Q14 | Var | 2015 | 2014 | Var |
|--|---------|---------|---------|---------|---------|--------|
| Operating Income | 430.4 | 290.7 | 48.1% | 1,674.5 | 1,189.3 | 40.8% |
| Depreciation and amortization | 251.0 | 221.3 | 13.4% | 964.6 | 850.3 | 13.4% |
| EBITDA | 681.4 | 511.9 | 33.1% | 2,639.1 | 2,039.6 | 29.4% |
| Interest income (expense) | (21.2) | (34.7) | -38.9% | (510.7) | (444.7) | 14.8% |
| (Increase) Decrease in working capital | 685.1 | 522.0 | 31.2% | 34.3 | 148.8 | -76.9% |
| Taxes | (10.5) | (22.5) | -53.3% | (143.0) | (159.6) | -10.4% |
| Capital expenditures | (214.8) | (137.7) | 56.0% | (870.9) | (605.6) | 43.8% |
| Other | (165.8) | 50.0 | -431.4% | 116.6 | (58.4) | 299.6% |
| Free cash flow | 954.1 | 889.1 | 7.3% | 1,265.5 | 920.0 | 37.6% |
| Initial cash balance | 1,648.4 | 1,056.5 | 56.0% | 1,786.7 | 1,261.6 | 41.6% |
| Debt amortizations | (8.2) | (98.3) | -91.6% | (386.3) | (270.2) | 43.0% |
| Dividends paid | (71.5) | (60.6) | 18.0% | (143.0) | (124.7) | 14.7% |
| Final cash balance | 2,522.8 | 1,786.7 | 41.2% | 2,522.8 | 1,786.7 | 41.2% |

Total **Interest-Bearing Debt** at December 31, 2015 was \$7,529.0 million pesos, 10.1% more than at the close of the previous year, caused by the effect of the depreciation of the peso against the dollar. GCC made amortization payments of \$27.2 million dollars during the year. This decrease in debt, combined with the increase in EBITDA, helped lower the leverage ratio (debt / EBITDA) from 3.06 to 2.66 times.

Following the refinancing of the Company's bank debt in July, short-term debt at the close of 2015 totaled \$115.5 million pesos and comprised 1.5% of total debt. 94% of the Company's total debt is dollar denominated and 6% is in pesos.









INTEREST- BEARING DEBT (millions of pesos)

| | Dec-2015 | Dec-2014 | 2015 vs. 2014 |
|--------------------|----------|----------|---------------|
| TOTAL | 7,529.0 | 6,837.5 | 10.1% |
| Dollar denominated | 94% | 93% | |
| Peso denominated | 6% | 7% | |
| Short term | 115.5 | 753.3 | -84.7% |
| Dollar denominated | 86% | 84% | |
| Peso denominated | 14% | 16% | |
| Long Term | 7,413.5 | 6,084.1 | 21.9% |
| Dollar denominated | 94% | 94% | |
| Peso denominated | 6% | 6% | |

GCC's **Total Assets** at December 31, 2015 totaled \$26,974.8 million pesos, rising 11.3% over the close of 2014, due primarily to the effect of the depreciation of the peso against the dollar with regard to assets at the US Division, and the increases in cash, accounts receivable and capital expenditures.

As per the provisions of Article 4.033.01 section VIII of the Mexican Stock Exchange Regulations, the Company discloses that as of January 2014, analyst coverage of GCC stock is conducted by the independent research group Investigaciones MSMexico, S. de R.L. de C.V. (Morningstar).

GCC has a positive Outlook on 2016 performance:

- In the United States we expect volumes of cement and concrete to rise by a mid single digit
- We expect volumes of cement in Mexico to increase by a low single digit and concrete volumes similar to 2015
- Prices in the US and in Mexico are expected to increase by a mid single digit
- A double digit increase is expected in consolidated EBITDA
- Investment in working capital will rise slightly with the increase in sales
- Capital expenditures for 2016 amounts to \$112.0 million dollars, comprised of a 2015 carryover of around \$27.0 million, \$49.0 million for 2016 investments, and \$36.0 million dollars for the expansion of the South Dakota plant









OTHER EVENTS

Fitch Ratings upgrades GCC's credit rating to BB

On January 12, 2016 GCC announced that Fitch Ratings upgraded GCC's domestic and foreign currency issuer ratings BB with stable outlook. The agency also upgraded GCC's US\$260 million senior secured notes due 2020 to BB. In the past six months, GCC has received upgrades from the two agencies currently assessing the Company's credit profile.

In its report, Fitch Ratings highlighted the improved profitability of GCC's operations, its cash flow generating capacity, better financial profile following debt repayments made over the past year, the recent debt refinancing, and the Company's solid liquidity.

GCC's ratings reflect its solid business position in the cement, ready mix and aggregates businesses, with a contiguous presence from the state of Chihuahua in northern Mexico to North Dakota, with an efficient logistics and distribution that allows it to serve markets from the Rocky Mountains to the Midwest regions of the United States, also reflecting the diversification of its operations in Mexico and the US in the residential, commercial, industrial, mining and infrastructure sectors; as well as positive free cash flow generation over the recent industry cycle.

Fitch Ratings indicated in its report that the ratings upgrade reflects the strengthening of the US residential construction sector in several of the Company's markets, as well as a favorable economic environment in northern Mexico, which should support cement demand in the state of Chihuahua. Robust demand should result in high capacity utilization rates for the Company's plants over the next few years and allow GCC to maintain solid levels of profitability and cash flow generation.









BASIS OF PREPARATION FOR FINANCIAL STATEMENTS

All figures herein were prepared in accordance with International Financial Reporting Standards, and are expressed in Mexican pesos. Unless otherwise stated, all percentage changes refer to the 2015 figures compared to those of 2014.

About GCC

GCC is a leading supplier of cement, aggregates, concrete and construction-related services in Mexico and the United States. The Company has annual cement production capacity of 4.6 million tons.

Founded in 1941, the Company's shares trade on the Mexican Stock Exchange under the ticker symbol GCC*.

This document contains forward-looking statements relating to Grupo Cementos de Chihuahua S.A.B. de C.V. and subsidiaries (GCC) based upon management projections. These projections reflect GCC's opinion on future events that may be subject to a number of risks and uncertainties. Various factors may cause actual results to differ from those expressed herein, including, among others, changes in macroeconomic, political, governmental or business conditions in the markets where GCC operates; changes in interest rates, inflation rates and currency exchange rates; construction industry performance; pricing, business strategy and other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. GCC assumes no obligation to update or correct the information contained in this press release.







| | 4Q 2015 | % | 4Q 2014 | % | 4Q15 / 4Q14 |
|---------------------------|-----------|--------|-----------|--------|-------------|
| Net sales | 2,946,639 | 100.0% | 2,546,070 | 100.0% | 15.7% |
| USA sales | 2,146,585 | 72.8% | 1,735,632 | 68.2% | 23.7% |
| Mexico sales | 800,054 | 27.2% | 810,438 | 31.8% | -1.3% |
| Cost of sales | 2,136,031 | 72.5% | 1,916,240 | 75.3% | 11.5% |
| Gross income | 810,608 | 27.5% | 629,830 | 24.7% | 28.7% |
| Operating expenses | 380,161 | 12.9% | 339,164 | 13.3% | 12.1% |
| Operating income | 430,447 | 14.6% | 290,666 | 11.4% | 48.1% |
| Other expenses, net | 19,548 | 0.7% | 59,722 | 2.3% | -67.3% |
| Operating income after | | | | | |
| other expenses, net | 410,899 | 13.9% | 230,944 | 9.1% | 77.9% |
| Financial income | 7,157 | 0.2% | 6,264 | 0.2% | 14.3% |
| Financial expenses | (162,938) | -5.5% | (142,267) | -5.6% | 14.5% |
| Exchange gain (loss), net | 6,295 | 0.2% | 3,100 | 0.1% | 103.1% |
| Net financial expenses | (149,486) | -5.1% | (132,903) | -5.2% | 12.5% |
| Earnings in associates | 2,577 | 0.1% | 2,500 | 0.1% | 3.1% |
| Income before taxes | 263,990 | 9.0% | 100,541 | 3.9% | 162.6% |
| Income taxes | 56,187 | 1.9% | 45,292 | 1.8% | 24.1% |
| Consolidated net income | 207,803 | 7.1% | 55,249 | 2.2% | 276.1% |
| Controlling interest | 205,249 | 7.0% | 55,046 | 2.2% | 272.9% |
| Non-controlling interest | 2,554 | 0.1% | 203 | 0.0% | 1158.1% |
| EBITDA | 681,414 | 23.1% | 511,926 | 20.1% | 33.1% |
| Free cash flow | 954,133 | 32.4% | 889,057 | 34.9% | 7.3% |
| | | | <u> </u> | | |







Cumulative Income Statement to December 31

| | 2015 | % | 2014 | % | 2015/2014 |
|---------------------------|------------|--------|------------|--------|-----------|
| Net sales | 11,983,778 | 100.0% | 10,009,669 | 100.0% | 19.7% |
| USA sales | 8,548,908 | 71.3% | 7,012,009 | 70.1% | 21.9% |
| Mexico sales | 3,434,870 | 28.7% | 2,997,660 | 29.9% | 14.6% |
| Cost of sales | 8,962,514 | 74.8% | 7,682,894 | 76.8% | 16.7% |
| Gross income | 3,021,264 | 25.2% | 2,326,775 | 23.2% | 29.8% |
| Operating expenses | 1,346,750 | 11.2% | 1,137,474 | 11.4% | 18.4% |
| Operating income | 1,674,514 | 14.0% | 1,189,301 | 11.9% | 40.8% |
| Other expenses, net | 25,292 | 0.2% | 66,323 | 0.7% | -61.9% |
| Operating income after | | | | | |
| other expenses, net | 1,649,222 | 13.8% | 1,122,978 | 11.2% | 46.9% |
| Financial income | 27,020 | 0.2% | 23,086 | 0.2% | 17.0% |
| Financial expenses | (641,269) | -5.4% | (564,425) | -5.6% | 13.6% |
| Exchange gain (loss), net | 37,395 | 0.3% | 9,000 | 0.1% | 315.5% |
| Net financial expenses | (576,854) | -4.8% | (532,339) | -5.3% | 8.4% |
| Earnings in associates | 12,777 | 0.1% | 14,300 | 0.1% | -10.7% |
| Income before taxes | 1,085,145 | 9.1% | 604,939 | 6.0% | 79.4% |
| Income taxes | 169,654 | 1.4% | 42,695 | 0.4% | 297.4% |
| Consolidated net income | 915,491 | 7.6% | 562,244 | 5.6% | 62.8% |
| Controlling interest | 912,699 | 7.6% | 561,923 | 5.6% | 62.4% |
| Non-controlling interest | 2,792 | 0.0% | 321 | 0.0% | 769.8% |
| EBITDA | 2,639,108 | 22.0% | 2,039,551 | 20.4% | 29.4% |
| Free cash flow | 1,265,451 | 10.6% | 919,970 | 9.2% | 37.6% |







| | 1Q 2015 | % | 2Q 2015 | % | 3Q 2015 | % | 4Q 2015 | % | 2015 |
|--------------------------------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|------------|
| | | 100.00/ | | 100.00/ | 2001.012 | 100.00/ | | 100.00/ | 44.000.000 |
| Net sales | 2,094,363 | 100.0% | 3,050,964 | 100.0% | 3,891,812 | 100.0% | 2,946,639 | 100.0% | 11,983,778 |
| USA sales | 1,244,002 | 59.4% | 2,190,309 | 71.8% | 2,968,012 | 76.3% | 2,146,585 | 72.8% | 8,548,908 |
| Mexico sales | 850,361 | 40.6% | 860,655 | 28.2% | 923,800 | 23.7% | 800,054 | 27.2% | 3,434,870 |
| Cost of sales | 1,696,156 | 81.0% | 2,294,127 | 75.2% | 2,836,200 | 72.9% | 2,136,031 | 72.5% | 8,962,514 |
| Gross income | 398,207 | 19.0% | 756,837 | 24.8% | 1,055,612 | 27.1% | 810,608 | 27.5% | 3,021,264 |
| Operating expenses | 284,536 | 13.6% | 315,844 | 10.4% | 366,209 | 9.4% | 380,161 | 12.9% | 1,346,750 |
| Operating income | 113,671 | 5.4% | 440,993 | 14.5% | 689,403 | 17.7% | 430,447 | 14.6% | 1,674,514 |
| Other expenses, net | 429 | 0.0% | 2,715 | 0.1% | 2,600 | 0.1% | 19,548 | 0.7% | 25,292 |
| Operating income after | | | | | | | | | |
| other expenses, net | 113,242 | 5.4% | 438,278 | 14.4% | 686,803 | 17.6% | 410,899 | 13.9% | 1,649,222 |
| Financial income | 7,254 | 0.3% | 6,184 | 0.2% | 6,425 | 0.2% | 7,157 | 0.2% | 27,020 |
| Financial expenses | (152,065) | -7.3% | (152,779) | -5.0% | (173,487) | -4.5% | (162,938) | -5.5% | (641,269) |
| Exchange gain (loss), net | 7,300 | 0.3% | 5,200 | 0.2% | 18,600 | 0.5% | 6,295 | 0.2% | 37,395 |
| Net financial expenses | (137,511) | -6.6% | (141,395) | -4.6% | (148,462) | -3.8% | (149,486) | -5.1% | (576,854) |
| Earnings in associates | 3,400 | 0.2% | 3,400 | 0.1% | 3,400 | 0.1% | 2,577 | 0.1% | 12,777 |
| Income (loss) before taxes | (20,869) | -1.0% | 300,283 | 9.8% | 541,741 | 13.9% | 263,990 | 9.0% | 1,085,145 |
| Income taxes | (60,926) | -2.9% | 46,282 | 1.5% | 128,111 | 3.3% | 56,187 | 1.9% | 169,654 |
| Consolidated net income (loss) | 40,057 | 1.9% | 254,001 | 8.3% | 413,630 | 10.6% | 207,803 | 7.1% | 915,491 |
| Controlling interest | 39,996 | 1.9% | 253,941 | 8.3% | 413,513 | 10.6% | 205,249 | 7.0% | 912,699 |
| Non-controlling interest | 61 | 0.0% | 60 | 0.0% | 117 | 0.0% | 2,554 | 0.1% | 2,792 |
| EBITDA | 339,824 | 16.2% | 676,858 | 22.2% | 941,012 | 24.2% | 681,414 | 23.1% | 2,639,108 |





| | 1Q 2014 | % | 2Q 2014 | % | 3Q 2014 | % | 4Q 2014 | % | 2014 |
|--------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|--------|------------|
| Net sales | 1,744,773 | 100.0% | 2,562,766 | 100.0% | 3,156,060 | 100.0% | 2,546,070 | 100.0% | 10,009,669 |
| USA sales | 1,054,788 | 60.5% | 1,831,231 | 71.5% | 2,390,358 | 75.7% | 1,735,632 | 68.2% | 7,012,009 |
| Mexico sales | 689,985 | 39.5% | 731,535 | 28.5% | 765,702 | 24.3% | 810,438 | 31.8% | 2,997,660 |
| Cost of sales | 1,456,081 | 83.5% | 1,989,901 | 77.6% | 2,320,672 | 73.5% | 1,916,240 | 75.3% | 7,682,894 |
| Gross income | 288,692 | 16.5% | 572,865 | 22.4% | 835,388 | 26.5% | 629,830 | 24.7% | 2,326,775 |
| Operating expenses | 270,428 | 15.5% | 257,363 | 10.0% | 270,519 | 8.6% | 339,164 | 13.3% | 1,137,474 |
| Operating income | 18,264 | 1.0% | 315,502 | 12.3% | 564,869 | 17.9% | 290,666 | 11.4% | 1,189,301 |
| Other expenses, net | 700 | 0.0% | 3,707 | 0.1% | 2,194 | 0.1% | 59,722 | 2.3% | 66,323 |
| Operating income after | | | | | | | | | |
| other expenses, net | 17,564 | 1.0% | 311,795 | 12.2% | 562,675 | 17.8% | 230,944 | 9.1% | 1,122,978 |
| Financial income | 7,022 | 0.4% | 4,237 | 0.2% | 5,563 | 0.2% | 6,264 | 0.2% | 23,086 |
| Financial expenses | (139,107) | -8.0% | (141,217) | -5.5% | (141,834) | -4.5% | (142,267) | -5.6% | (564,425) |
| Exchange gain (loss), net | 2,741 | 0.2% | (3,341) | -0.1% | 6,500 | 0.2% | 3,100 | 0.1% | 9,000 |
| Net financial expenses | (129,344) | -7.4% | (140,321) | -5.5% | (129,771) | -4.1% | (132,903) | -5.2% | (532,339) |
| Earnings in associates | 3,935 | 0.2% | 3,720 | 0.1% | 4,145 | 0.1% | 2,500 | 0.1% | 14,300 |
| Income (loss) before taxes | (107,845) | -6.2% | 175,194 | 6.8% | 437,049 | 13.8% | 100,541 | 3.9% | 604,939 |
| Income taxes | (97,868) | -5.6% | 2,424 | 0.1% | 92,847 | 2.9% | 45,292 | 1.8% | 42,695 |
| Consolidated net income (loss) | (9,977) | -0.6% | 172,770 | 6.7% | 344,202 | 10.9% | 55,249 | 2.2% | 562,244 |
| Controlling interest | (9,996) | -0.6% | 172,790 | 6.7% | 344,083 | 10.9% | 55,046 | 2.2% | 561,923 |
| Non-controlling interest | 19 | 0.0% | (20) | 0.0% | 119 | 0.0% | 203 | 0.0% | 321 |
| EBITDA | 230,823 | 13.2% | 523,981 | 20.4% | 772,821 | 24.5% | 511,926 | 20.1% | 2,039,551 |







Statement of Financial Position

| | DECEMBER 2015 | DECEMBER 2014 | Variation |
|--|---------------|---------------|-----------|
| Total assets | 26,974,782 | 24,229,647 | 11.3% |
| Current Assets | 6,332,520 | 5,221,020 | 21.3% |
| Cash and cash equivalents | 2,522,835 | 1,786,656 | 41.2% |
| Accounts receivable, net | 1,194,643 | 1,027,499 | 16.3% |
| Other accounts receivable, net | 653,650 | 517,991 | 26.2% |
| Due from related parties | 29,989 | 77,510 | -61.3% |
| Inventories | 1,735,051 | 1,635,521 | 6.1% |
| Prepaid expenses | 196,352 | 175,843 | 11.7% |
| Non-current assets | 20,642,262 | 19,008,627 | 8.6% |
| Investment in associates | 137,818 | 128,961 | 6.9% |
| Property, machinery and equipment, net | 13,900,911 | 12,749,080 | 9.0% |
| Goodwill | 5,534,419 | 4,733,273 | 16.9% |
| Intangible assets, net | 103,303 | 102,047 | 1.2% |
| Other non-current assets | 101,974 | 139,548 | -26.9% |
| Deferred taxes | 863,837 | 1,155,718 | -25.3% |
| Total liabilities | 12,243,257 | 10,701,271 | 14.4% |
| Current liabilities | 2,253,633 | 2,677,764 | -15.8% |
| Bank debt | 115,473 | 753,035 | -84.7% |
| Other cost bearing liabilities | - | 314 | -100.0% |
| Current portion of long term debt | 115,473 | 753,349 | -84.7% |
| Trade accounts payable | 918,428 | 984,873 | -6.7% |
| Due to related parties | 14,045 | 11,831 | 18.7% |
| Short term - employee benefits | 332,224 | 296,746 | 12.0% |
| Accrued expenses and taxes other than income taxes | 774,233 | 560,693 | 38.1% |
| Provisions | 99,230 | 70,272 | 41.2% |
| Long-term liabilities | 9,989,624 | 8,023,507 | 24.5% |
| Bank debt | 3,101,778 | 2,388,777 | 29.8% |
| Senior secured notes | 4,311,748 | 3,695,339 | 16.7% |
| Long term debt | 7,413,526 | 6,084,116 | 21.9% |
| Employee benefits | 649,829 | 577,629 | 12.5% |
| Other long-term liabilities | 74,761 | 57,188 | 30.7% |
| Income taxes payable | 933,724 | 991,720 | -5.8% |
| Deferred income taxes | 917,784 | 312,854 | 193.4% |
| Total equity | 14,731,525 | 13,528,376 | 8.9% |
| Controlling interest | 14,725,028 | 13,524,671 | 8.9% |
| Capital stock | 396,270 | 396,270 | 0.0% |
| Additional paid-in capital | 1,832,940 | 1,832,940 | 0.0% |
| Reserves | 279,998 | 279,998 | 0.0% |
| Retained earnings | 10,061,151 | 9,642,218 | 4.3% |
| Net consolidated (loss) income | 912,699 | 561,923 | 62.4% |
| Other comprehensive income | 1,241,970 | 811,322 | 53.1% |
| Non-controlling interest | 6,497 | 3,705 | 75.4% |
| Total liabilities and equity | 26,974,782 | 24,229,647 | 11.3% |







(Thousands of dollars)

| | 4Q 2015 | % | 4Q 2014 | % | 4Q15/4Q14 |
|---------------------------|---------|--------|----------|--------|-----------|
| Net sales | 176,427 | 100.0% | 184,902 | 100.0% | -4.6% |
| USA sales | 128,583 | 72.9% | 126,301 | 68.3% | 1.8% |
| Mexico sales | 47,844 | 27.1% | 58,601 | 31.7% | -18.4% |
| Cost of sales | 127,889 | 72.5% | 139,312 | 75.3% | -8.2% |
| Gross income | 48,538 | 27.5% | 45,590 | 24.7% | 6.5% |
| Operating expenses | 22,679 | 12.9% | 24,366 | 13.2% | -6.9% |
| Operating income | 25,859 | 14.7% | 21,224 | 11.5% | 21.8% |
| Other expenses, net | 1,160 | 0.7% | 4,143 | 2.2% | -72.0% |
| Operating income after | | | | | |
| other expenses, (net) | 24,699 | 14.0% | 17,081 | 9.2% | 44.6% |
| Financial income | 424 | 0.2% | 452 | 0.2% | -6.2% |
| Financial expenses | (9,740) | -5.5% | (10,257) | -5.5% | -5.0% |
| Exchange gain (loss), net | 362 | 0.2% | 230 | 0.1% | 57.4% |
| Net financial expenses | (8,954) | -5.1% | (9,575) | -5.2% | -6.5% |
| Earnings in associates | 155 | 0.1% | 180 | 0.1% | -13.9% |
| Income before taxes | 15,900 | 9.0% | 7,686 | 4.2% | 106.9% |
| Income taxes | 3,427 | 1.9% | 3,366 | 1.8% | 1.8% |
| Consolidated net income | 12,473 | 7.1% | 4,320 | 2.3% | 188.7% |
| Controlling interest | 12,308 | 7.0% | 4,305 | 2.3% | 185.9% |
| Non-controlling interest | 165 | 0.1% | 15 | 0.0% | 1026.0% |
| EBITDA | 40,843 | 23.2% | 37,169 | 20.1% | 9.9% |







Cumulative Income Statement to December 31

(Thousands of dollars)

| | 2015 | % | 2014 | % | 2015 / 2014 |
|---------------------------|----------|--------|----------|--------|-------------|
| | | | | | |
| Net sales | 752,515 | 100.0% | 754,531 | 100.0% | -0.3% |
| USA sales | 535,362 | 71.1% | 529,136 | 70.1% | 1.2% |
| Mexico sales | 217,153 | 28.9% | 225,395 | 29.9% | -3.7% |
| Cost of sales | 563,651 | 74.9% | 579,368 | 76.8% | -2.7% |
| Gross income | 188,864 | 25.1% | 175,163 | 23.2% | 7.8% |
| Operating expenses | 84,627 | 11.2% | 85,211 | 11.3% | -0.7% |
| Operating income | 104,237 | 13.9% | 89,952 | 11.9% | 15.9% |
| Other expenses, net | 1,531 | 0.2% | 4,647 | 0.6% | -67.1% |
| Operating income after | | | | | |
| other expenses, (net) | 102,706 | 13.6% | 85,305 | 11.3% | 20.4% |
| Financial income | 1,703 | 0.2% | 1,728 | 0.2% | -1.5% |
| Financial expenses | (40,462) | -5.4% | (42,441) | -5.6% | -4.7% |
| Exchange gain (loss), net | 2,332 | 0.3% | 634 | 0.1% | 267.8% |
| Net financial expenses | (36,427) | -4.8% | (40,079) | -5.3% | -9.1% |
| Earnings in associates | 811 | 0.1% | 1,075 | 0.1% | -24.6% |
| Income before taxes | 67,090 | 8.9% | 46,302 | 6.1% | 44.9% |
| Income taxes | 10,155 | 1.3% | 3,237 | 0.4% | 213.7% |
| Consolidated net income | 56,935 | 7.6% | 43,065 | 5.7% | 32.2% |
| Controlling interest | 56,759 | 7.5% | 43,041 | 5.7% | 31.9% |
| Non-controlling interests | 176 | 0.0% | 24 | 0.0% | 633.3% |
| EBITDA | 165,081 | 21.9% | 153,844 | 20.4% | 7.3% |



