

## Quarterly Financial Information

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## [105000] Management commentary

### Management commentary [text block]

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During the fourth quarter of 2016 GRUMA's performance continued its double-digit upward growth trend across its financial results.

Sales volume growth was supported by increases at GIMSA as well as at Gruma USA, while EBITDA growth came mainly from our U.S. operations. Net sales benefited from peso weakness and prices at GIMSA, and EBITDA improvement resulted from peso weakness and better performance at the U.S. operations.

For comparative purposes, it is worth noting that during this quarter, performance at Gruma USA reflected the extraordinary effect of one additional week of operations, in line with the closing of its fiscal year-end accounting, which occurs every five to six years.

GIMSA continues to capture market share arising from the substitution of the traditional method, growing at a faster rate than the tortilla industry in Mexico as a whole.

On a consolidated basis, **net sales** increased 24%, **operating profit** and **EBITDA** rose 29% and 22%, respectively, and **majority net income**, 163%.

Sales and EBITDA from non-Mexican operations represented 75% and 70%, respectively, of consolidated figures. The company reported US\$775 million of **debt** at quarter-end, US\$75 million more than at the end of 3Q16, as the company increased its cash reserves in dollar terms.

**Net Debt/EBITDA** ratio was 1x.

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### Disclosure of nature of business [text block]

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Since 1949, GRUMA, S.A.B. de C.V., is one of the world's leading tortilla and corn flour producers. With leading brands in most of its markets, GRUMA has operations in the United States, Mexico, Central America, Europe, Asia and Oceania.

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## Disclosure of management's objectives and its strategies for meeting those objectives [text block]

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Our strategy is to focus on our core business—corn flour and tortilla—as well as to expand our product portfolio towards the flatbreads category in general. We will continue taking advantage of the increasing popularity of Mexican food and, more importantly, tortillas, in the U.S., European, Asian and Oceanian markets. We will also continue taking advantage of the adoption of tortillas by the consumers of several regions of the world for the preparation of different recipes other than Mexican food. Our strategy includes the following key elements:

**Expand in the Retail and Food Service Tortilla Markets Where We Currently Have a Presence and to New Regions:** We believe that the size and growth of the U.S. retail and food service tortilla markets offer significant opportunities for expansion.

**Enter and Expand in the Tortilla and Flatbread Markets in Other Regions of the World:** We believe that tortilla and flatbread markets in other continents such as Europe, Asia and Oceania offer us significant opportunities. We believe our current operations in Europe will enable us to better serve markets there and in the Middle East. Our presence in Asia and Oceania will enable us to offer our customers in those regions fresh products and respond more quickly to their needs.

**Maintain Gruma Corporation's MISSION® and GUERRERO® Tortilla Brands as the First and Second National Brands in the United States and to Position our Mission Brand in Other Regions:** We intend to achieve this by increasing our efforts at building brand name recognition, and by further expanding and utilizing Gruma Corporation's distribution network, first in Gruma Corporation's existing markets, where we believe there is potential for further growth, and second, in regions where Gruma Corporation currently does not have a significant presence but where we believe strong demand for tortillas already exists.

**Encourage Transition from the Traditional Cooked-Corn Method to the Dry Corn Flour Method as Well as New Uses for Corn Flour:** We pioneered the dry corn flour method for the production of tortilla and other corn-based products. We continue to view the transition from the traditional method to the dry corn flour method of making tortillas and other corn-based products, as the primary opportunity for increased corn flour sales. We are also working to expand the use of corn flour in the manufacture of different types of products.

**Expand and Leverage the Mission Brand Name Globally to Achieve Economies of Scale:** We intend to continue to launch the Mission brand name in markets where we have reached critical mass to leverage our premium brand name and consolidate profitability.

Invest in our Core Business and Focus on Optimizing Operational Matters: Recently we have experienced renewed growth in the U.S., European, Asian and Oceanian tortilla markets. We intend to focus our investment program on our core business to enable us to meet future demand, consolidate our leading position in the industry and continue delivering a return to shareholders that is above the cost of capital.

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## Disclosure of entity's most significant resources, risks and relationships [text block]

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Our financial condition and results of operations may be influenced by some of the following factors:

- the level of demand for tortillas and corn flour;
  - increase or decrease in the Hispanic population in the United States;
  - increases in Mexican food consumption by the non-Hispanic population in the United States; and the use of tortillas in non-Mexican cuisine in the United States, Europe, Asia and Oceania;
  - the cost and availability of corn and wheat;
  - the cost of energy and other related products;
  - our acquisitions, plant expansions and divestitures;
  - the effect of government initiatives and policies;
  - the effect from variations of interest rates and exchange rates;
  - volatility in corn and wheat prices and energy costs;
  - competition from tortilla manufacturers, especially in the United States;
  - competition in the corn flour business; and
  - general economic conditions in the countries in which we operate and worldwide.
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## Disclosure of results of operations and prospects [text block]

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# GRUMA REPORTS FOURTH QUARTER 2016 RESULTS

## HIGHLIGHTS

During the fourth quarter of 2016 GRUMA's performance continued its double-digit upward growth trend across its financial results.

Sales volume growth was supported by increases at GIMSA as well as at Gruma USA, while EBITDA growth came mainly from our U.S. operations. Net sales benefited from peso weakness and prices at GIMSA, and EBITDA improvement resulted from peso weakness and better performance at the U.S. operations.

For comparative purposes, it is worth noting that during this quarter, performance at Gruma USA reflected the extraordinary effect of one additional week of operations, in line with the closing of its fiscal year-end accounting, which occurs every five to six years.

GIMSA continues to capture market share arising from the substitution of the traditional method, growing at a faster rate than the tortilla industry in Mexico as a whole.

On a consolidated basis, **net sales** increased 24%, **operating profit** and **EBITDA** rose 29% and 22%, respectively, and **majority net income**, 163%.

Sales and EBITDA from non-Mexican operations represented 75% and 70%, respectively, of consolidated figures. The company reported US\$775 million of **debt** at quarter-end, US\$75 million more than at the end of 3Q16, as the company increased its cash reserves in dollar terms.

**Net Debt/EBITDA** ratio was 1x.

### Consolidated Financial Highlights

(Ps. millions)

	4Q16	4Q15	Var
Sales volume (thousand metric tons)	1,040	977	6%
Net sales	18,819	15,164	24%
Operating income	2,478	1,924	29%
Operating margin	13.2%	12.7%	50 bp
EBITDA	3,041	2,490	22%
EBITDA margin	16.2%	16.4%	(20) bp
Majority net income	1,703	(2,685)	N.A.

### Debt

(US\$ millions)

Dic'16	Dic'15	Var (\$)	Var (%)	Sep'16	Var (\$)	Var (%)
775	769	6	1%	700	75	11%

## CONSOLIDATED RESULTS OF OPERATIONS

4Q16 versus 4Q15

**Sales volume** increased 6% to 1,040 thousand metric tons, mainly driven by GIMSA and GRUMA USA.

**Net sales** rose 24% to Ps.18,819 million, due principally to (1) the weakness of the peso, which primarily benefitted sales from Gruma USA when stated in peso terms; (2) sales volume growth at GIMSA, Gruma USA and Gruma Centroamérica; (3) price increases at GIMSA, implemented to reflect higher raw material costs; and (4) the extraordinary effect of an additional week of operations at Gruma USA during 4Q16.

**Cost of sales** as a percentage of net sales rose to 62.5% from 60.3%, driven mostly by Gruma USA and GIMSA. In absolute terms, cost of sales increased 29% to Ps.11,769 million due mainly to (1) peso weakness impacting GRUMA USA figures in particular; (2) sales volume growth; (3) higher raw material costs at GIMSA arising from currency weakness; (4) year-end extraordinary accounting charges primarily at GRUMA USA; and (5) the aforementioned extra week of operations at GRUMA USA.

**Selling, general and administrative expenses (SG&A)** as a percentage of net sales remained flat at 24.3%. In absolute terms, SG&A rose 24% to Ps.4,567 million mainly in relation to (1) the effect of the weaker peso; (2) the extra week of operations at Gruma USA; and (3) year-end extraordinary expenses and accounting charges principally at Gruma USA.

**Other expense, net**, was Ps.6 million compared to Ps.408 million resulting in a Ps.402 million improvement, reflecting impairments of long-lived assets at the European operations and asset disposals and corn hedging losses at Gruma USA in 4Q15.

**Operating income** grew 29% to Ps.2,478 million, driven primarily by better performance at Gruma USA and the positive effect of peso weakness. Operating margin rose to 13.2% from 12.7%, led mostly by Gruma USA, in connection with the reduction in other expenses.

**EBITDA** increased 22% to Ps.3,041 million. EBITDA margin declined to 16.2% from 16.4%.

**Net comprehensive financing cost** was Ps.222 million, Ps.128 million more as the company reported foreign exchange losses on intercompany dollar-denominated loans from Gruma USA to Gruma Holding.

**Income taxes** were Ps.458 million, 166% more due mostly to the use of tax-loss-carry-forwards during 4Q15, which resulted from the implementation of several initiatives at some of the Mexican subsidiaries. The effective tax rate was 20.3% versus 9.4% in 4Q15.

**Majority net income** was Ps.1,703 million, 163% more, in connection with the write-off in 4Q15 of the indirect net investment related to MONACA and DEMASECA, as well as accounts receivable from MONACA

owed to some of GRUMA's subsidiaries. The peso weakness also contributed to the improvement in absolute terms.

## SUBSIDIARY RESULTS OF OPERATIONS

4Q16 versus 4Q15

### Gruma USA

**Sales volume** increased 10% to 370 thousand metric tons. Gruma USA had an extraordinary effect of one more week of operations during 4Q16, which occurs every five to six years according to its fiscal year-end accounting closings. The last time this extraordinary effect took place was in 2011. Excluding the additional week, sales volume would have been 2% higher, driven by the corn flour operations and the retail tortilla business.

By segment, **corn flour** sales volume rose 13%. Excluding the additional week, corn flour sales volume would have grown 5% driven mainly by higher sales to (1) snack producers, as they continue to experience increased demand; (2) manufacturers of tortilla related products (more notably taco shells) due to the successful launch of new items at large restaurant chains; (3) food service distributors, as they continue to benefit from growth at small Mexican food restaurants and small tortilla companies; and (4) small retailers, especially in the North East in connection with increased promotions.

The **tortilla** business rose 7% driven by the additional week. Excluding that week, tortilla sales volume would have declined 1% as higher retail sales mostly offset reductions at the food service channel, where the company continued its SKUs rationalization process during 4Q16 and also due to weaker performance at some large restaurant chains.

**Net sales** increased 8% to Ps.10,972 million reflecting the aforementioned additional week. Net sales rose at a lower rate than sales volume due to corn flour price reductions in October 2016 that were implemented to reflect lower corn costs.

**Cost of sales** as a percentage of net sales increased to 58.1% from 56.1% driven by (1) accelerated depreciation for assets that will no longer be used when the Dallas tortilla plant ceases operations, which is estimated to occur during 4Q17 as a new facility in the Dallas area will take over production activities for this plant; (2) year-end accounting adjustments related to higher general liability and health insurance as well as workers' compensation costs. In absolute terms, cost of sales increased 12% to Ps.6,378 million largely due to the extra week, the aforementioned accelerated depreciation, and the negative impact from accounting adjustments.

**SG&A** as a percentage of net sales increased to 28.6% from 26.8%, and in absolute terms rose 16% to

Ps.3,135 million driven by higher marketing and administrative expenses. The increase in marketing expenses was mostly related to the retail tortilla operation, while higher administrative expenses were driven mainly by donations to universities, consulting fees on labor relations improvement programs, and strengthening of the tortilla retail sales department, among others. In absolute terms, the increase in SG&A also resulted from the extra week.

**Other income, net**, was Ps.32 million versus a Ps.432 million expense in 4Q15, a Ps.464 million improvement related mostly to the combination of hedging gains on corn, energy and fuel in 4Q16, as opposed to a goodwill impairment related to the Netherlands tortilla plant, asset disposals and corn hedging losses in 4Q15.

**Operating income** rose 15% to Ps.1,490 million due to the extra week and the benefits from other expenses. Operating margin expanded to 13.6% from 12.8% resulting mainly from improvements at other income.

**EBITDA** increased 3% to Ps.1,844 million, growing at a lower rate than operating income because of the aforementioned impairment in 4Q15. EBITDA margin declined to 16.8% from 17.6% also due mainly to the impairment in 4Q15.

## **GIMSA**

**Sales volume** rose 8% to 522 thousand metric tons due mainly to (1) increased penetration of corn flour among tortilla makers, especially in Central Mexico, driven by commercial initiatives aimed at improving customer service, as well as more competitive corn flour prices; (2) higher sales to our U.S. operations; and (3) higher sales to wholesalers driven especially by improved customer service and direct contact.

**Net sales** grew 16% to Ps.4,861 million in connection with (1) the aforementioned sales volume growth; (2) price increases implemented during December 2015, June 2016 and December 2016, to reflect higher corn costs and other inputs arising from peso weakness; and, to a lesser extent, (3) peso weakness effect on dollar denominated sales to the U.S. operations.

**Cost of sales** as a percentage of net sales rose to 73.9% from 69.1% mainly because of (1) higher corn costs driven by peso weakness, which were offset through gains on exchange rate hedging, which are reported under net comprehensive financing income; and (2) higher fuel, electricity, additives and packaging costs, in part also resulting from peso weakness. In absolute terms, cost of sales rose 25% to Ps.3,594 million due to the aforementioned higher costs and sales volume growth.

**SG&A** as a percentage of net sales improved to 15.2% from 17.2% due principally to better absorption. In absolute terms, SG&A rose 3% to Ps.740 million in connection with the aforementioned sales volume growth and higher freight expenses.

**Other income, net**, was Ps.4 million, mostly related to gains on natural gas hedging. This represents an improvement of Ps.31 million versus last year as there were losses on natural gas hedging in 4Q15.

**Operating income** decreased 2% to Ps.532 million due mainly to higher corn costs and higher SG&A. Operating margin declined to 10.9% from 13% due primarily to the aforementioned increase in corn costs, which was not fully passed through corn flour prices, but was recovered through gains on foreign exchange rate hedging reported under net comprehensive financing income.

**EBITDA** increased 1% to Ps.733 million. EBITDA margin declined to 15.1% from 17.4%.

For additional information, please see GIMSA “Fourth Quarter 2016 Results” available through GRUMA’s website, [www.gruma.com](http://www.gruma.com).

### Gruma Europe

**Sales volume** decreased 11% to 88 thousand metric tons driven by the corn milling business due to extraordinary sales of byproducts for animal feed in 4Q15.

**Net sales** declined 6% to Ps.1,282 million due to the aforementioned sales volume reduction, and the weakness of the British pound, which was partially offset by a better sales mix.

**Cost of sales** as a percentage of net sales improved to 76.4% from 77.6% reflecting primarily (1) production efficiencies in waste and downtimes; (2) lower raw material and packaging costs; and (3) lower labor costs arising from the aforementioned efficiencies, which has in turn resulted in reduced temporary personnel. In absolute terms, cost of sales declined 8% to Ps.980 million in connection with the sales volume reduction and the weakness of the British pound.

**SG&A** as a percentage of net sales increased to 21.3% from 19.8% driven mainly by higher fixed expenses resulting from (1) strengthening of the retail tortilla sales department; and (2) year-end accounting adjustments on provisions related to doubtful accounts, discounts and claims. In absolute terms, SG&A increased 1% to Ps.273 million due mainly to the aforementioned strengthening of the sales department and year end accounting adjustments, which were partially offset by lower freight expenses in connection with the aforementioned sales volume reduction.

**Operating income** increased to Ps.9 million from Ps.3 million and operating margin improved to 0.7% from 0.2% resulting from reductions in other expenses compared to 4Q15 when an impairment was taken on fixed assets.

**EBITDA** declined 29% to Ps.65 million, and EBITDA margin declined to 5.1% from 6.7%.

### Gruma Centroamérica

**Sales volume** increased 12% to 52 thousand metric tons due mainly to (1) market share recovery due to the expansion of our corn flour flanker brand; (2) sales to the UN World Food Programme in Honduras; (3) higher corn flour sales to government channels in Guatemala; and, to a lesser extent, (4) sales of corn, taking advantages of opportunities in the market; and (5) increased direct contact with customers that had previously been served through distributors.

**Net sales** increased 22% to Ps.1,282 million driven by the aforementioned sales volume growth and the peso weakness effect.

**Cost of sales** as a percentage of net sales was flat at 60.3%. In absolute terms, cost of sales increased 22% to Ps.772 million due to the aforementioned peso weakness effect and sales volume growth.

**SG&A** as a percentage of net sales rose to 30.6% from 30.4%, mostly resulting from increased distribution as the company is replacing some distributors and having direct contact with customers instead. In absolute terms, SG&A rose 22% to Ps.392 million principally resulting from the weaker peso and the aforementioned expenses.

**Operating income** rose 18% to Ps.119 million due to the aforementioned volume growth and peso weakness. Operating margin declined to 9.3% from 9.6%.

**EBITDA** increased 19% to Ps.149 million. EBITDA margin decreased to 11.6% from 11.9%.

### **Other Subsidiaries and Eliminations**

Operating income improved Ps.343 million to Ps.327 million. This resulted mainly from the positive peso depreciation effect largely related to Gruma USA, as figures for this subsidiary are reported under convenience translation and the foreign exchange benefit is shown under “Other Subsidiaries and Eliminations”. In addition, better performance at several service areas contributed to the improvement in operating income.

### **CONFERENCE CALL**

The fourth quarter conference call will be held on Thursday, February 23, 2017 at 11:30 am Eastern Time (10:30 am Central/ Mexico City Time). To access the call, please dial: domestic US +1 (855) 327 6837, international +1 (631) 891 4304.

### **ACCOUNTING PROCEDURES**

The consolidated figures have been prepared in accordance with the International Financial Reporting Standards (IFRS).

International Accounting Standard 29 (IAS 29) defines the criteria to consider when a company operates under a hyperinflationary economic environment, which are when:

- the general population prefers to keep its wealth in non-monetary assets or in a relatively stable foreign currency. Amounts of local currency held are immediately invested to maintain purchasing power;
- the general population regards monetary amounts not in terms of the local currency but in terms of a relatively stable foreign currency. Prices may be quoted in that currency;
- sales and purchases on credit take place at prices that compensate for the expected loss of purchasing power during the credit period, even if the period is short;
- interest rates, wages, and prices are linked to a price index; and
- the cumulative inflation rate over three years is approaching, or exceeds, 100%.

Based on the above, the GRUMA's consolidated figures are determined as follows: the figures for subsidiaries in Mexico, the United States, Europe, Central America, Asia and Oceania operate in a non-hyperinflationary environment; therefore the effects of inflation are not recognized. Results for foreign subsidiaries that operate in a non-hyperinflationary environment are translated to Mexican pesos applying the historical exchange rate.

Under the section Subsidiary Results of Operations and the table of Financial Highlights by Subsidiary of this report, figures for Gruma USA and Gruma Europe were translated to Mexican pesos using a convenience translation with the exchange rate of Ps.20.6640/dollar as of December 30, 2016. The differences between the use of convenience translation and the historical exchange rate are reflected under "Other Subsidiaries and Eliminations".

## ABOUT GRUMA

Since 1949, GRUMA, S.A.B. de C.V., is one of the world's leading tortilla and corn flour producers. With leading brands in most of its markets, GRUMA has operations in the United States, Mexico, Central America, Europe, Asia and Oceania. GRUMA is headquartered in San Pedro Garza García, Mexico, and has approximately 20,000 employees and 74 plants. In 2016, GRUMA had net sales of US\$3.6 billion, of which 75% came from non-Mexican operations. For further information, please visit [www.gruma.com](http://www.gruma.com).

*This report may contain certain forward-looking statements and information relating to GRUMA, S.A.B. de C.V., and its subsidiaries (collectively, "GRUMA") that are based on the beliefs of its management as well as assumptions made by and information then available to GRUMA. Such statements reflect the views of GRUMA with respect to future events and are subject to certain risks, uncertainties, and assumptions. Many factors could cause the actual results, performance, or achievements of GRUMA to be materially different from historical results or any future results, performance, or achievements that may be expressed or implied by such forward-looking statements. Such factors include, among others, changes in economic, political, social, governmental, business, or other factors globally or in Mexico, the United States, Latin America, or any other countries in which GRUMA does business, and world corn and wheat prices. If one or more of these risks or uncertainties materializes, or underlying assumptions are proven incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected, or targeted. GRUMA does not intend, and undertakes no obligation, to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.*

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## Financial position, liquidity and capital resources [text block]

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## FINANCIAL POSITION

December 2016 versus September 2016

## Balance Sheet Highlights

**Total assets** were Ps.56,358 million, an increase of 7% primarily reflecting rises in property, plant, and equipment in connection with the company's capital expenditure program and the depreciation of the peso.

**Total liabilities** were Ps.30,658 million, 5% more resulting mainly from (1) peso weakness, affecting mostly debt; and (2) higher debt in connection with corn procurement at GIMSA.

**Shareholders' equity** totaled Ps.25,700 million, 9% more than at September 2016.

## Debt Profile

GRUMA's debt was US\$775 million, US\$75 million more than at September 2016. Approximately 84% of GRUMA's debt was dollar-denominated.

Debt (US\$ millions)						
Dic'16	Dic'15	Var (\$)	Var (%)	Sep'16	Var (\$)	Var (%)
775	769	6	1%	700	75	11%

## Debt Maturity Profile

(US\$ millions)

	Rate	2017	2018	2019	2020	2021	2022	2024	TOTAL
Senior Notes 2024	4.875%							400	400
Rabobank Syndicated Facility	LIBOR+1.5%-3%	33	121						154
Rabobank Revolving Facility	LIBOR+0.9%-1.2%		66.5						66.5
Other	4.98% (avg.)	147.3	2.8	2.7	1.5	0.4	0.1		154.9
<b>TOTAL</b>	<b>4.17% (avg.)</b>	<b>180.3</b>	<b>190.3</b>	<b>2.7</b>	<b>1.5</b>	<b>0.4</b>	<b>0.1</b>	<b>400</b>	<b>775.4</b>

## CAPITAL EXPENDITURE PROGRAM

GRUMA's capital expenditures totaled US\$295 million for 2016, and US\$107 million for 4Q16. During the quarter, capital expenditures were allocated mostly to (1) United States, in connection with the construction of a tortilla plant in Dallas, the expansion of the corn flour plant in Indiana, and expansion of the tortilla plant in Florida; (2) Mexico, related to the construction of a tortilla plant near Monterrey, the reopening of a corn flour plant in Central Mexico, and increased corn storage capacity at existing plants; and (3) Europe, for the expansion of the corn mill in Italy and increased corn storage capacity at the corn mill in Ukraine.



**GRUMA, S.A.B. DE C.V., AND SUBSIDIARIES**  
**FINANCIAL HIGHLIGHTS**  
(MILLIONS OF MEXICAN PESOS)

INCOME STATEMENT SUMMARY	QUARTERS			YTD DECEMBER		
	4Q16	4Q15	VAR (%)	2016	2015	VAR (%)
NET SALES	18,819	15,164	24	68,206	58,279	17
COST OF SALES	11,769	9,147	29	42,151	35,938	17
GROSS PROFIT	7,050	6,017	17	26,056	22,341	17
GROSS MARGIN (%)	37.5%	39.7%		38.2%	38.3%	
SELLING AND ADMINISTRATIVE EXPENSES	4,567	3,685		17,140	14,442	
OTHER EXPENSE (INCOME), NET	6	408		(206)	531	
OPERATING INCOME	2,478	1,924	29	9,122	7,368	24
OPERATING MARGIN (%)	13.2%	12.7%		13.4%	12.6%	
NET COMPREHENSIVE FINANCING COST	222	94		438	323	
INTEREST EXPENSE	185	178		657	612	
INTEREST INCOME	(32)	(12)		(64)	(50)	
(GAIN) LOSS FROM DERIVATIVE FINANCIAL INSTRUMENTS	(118)	(59)		(555)	(342)	
FOREIGN EXCHANGE LOSS (GAIN)	187	(13)		400	103	
INCOME TAXES	458	172		2,449	1,646	
PROFIT (LOSS) FROM DISCONTINUED OPERATIONS	0	(4,249)		0	(4,314)	
NET INCOME	1,797	(2,591)	169	6,234	1,085	475
MAJORITY NET INCOME	1,703	(2,685)	163	5,922	762	677
EARNINGS PER SHARE <sup>1</sup>	3.94	(6.21)	163	13.68	1.76	677
DEPRECIATION AND AMORTIZATION	541	393		1,899	1,598	
IMPAIRMENT OF LONG LIVED ASSETS	22	173		(56)	173	
EBITDA <sup>2</sup>	3,041	2,490	22	10,964	9,139	20
EBITDA MARGIN (%)	16.2%	16.4%		16.1%	15.7%	
CAPITAL EXPENDITURES (MILLION US\$)	107	64		295	221	

BALANCE SHEET SUMMARY	Dec-16	Dec-15	VAR (%)	Sep-16	VAR (%)
CASH AND CASH EQUIVALENTS	5,467	2,919	87	4,744	15
TRADE ACCOUNTS RECEIVABLE	6,466	5,489	18	6,248	3
OTHER ACCOUNTS RECEIVABLE	1,827	1,934	(6)	1,777	3
INVENTORIES	8,682	7,817	11	8,750	(1)
CURRENT ASSETS	23,109	18,514	25	22,296	4
PROPERTY, PLANT, AND EQUIPMENT, NET	26,210	20,170	30	23,953	9
<b>TOTAL ASSETS</b>	<b>56,358</b>	<b>44,333</b>	<b>27</b>	<b>52,772</b>	<b>7</b>
SHORT-TERM DEBT	3,725	2,660	40	1,990	87
CURRENT LIABILITIES	14,246	11,667	22	13,581	5
LONG-TERM DEBT	12,230	10,494	17	11,590	6
<b>TOTAL LIABILITIES</b>	<b>30,658</b>	<b>25,739</b>	<b>19</b>	<b>29,241</b>	<b>5</b>
MAJORITY SHAREHOLDERS' EQUITY	23,872	17,034	40	21,791	10
<b>SHAREHOLDERS' EQUITY</b>	<b>25,700</b>	<b>18,594</b>	<b>38</b>	<b>23,531</b>	<b>9</b>
CURRENT ASSETS/CURRENT LIABILITIES	1.62	1.59		1.64	
TOTAL LIABILITIES/SHAREHOLDERS' EQUITY	1.19	1.38		1.24	
DEBT/EBITDA <sup>3</sup>	1.46	1.44		1.30	
EBITDA/INTERES EXPENSE <sup>3</sup>	16.70	14.94		16.25	
BOOK VALUE PER SHARE <sup>1</sup>	55.16	39.36		50.35	

<sup>1</sup> On the basis of 432,749,079 shares as of December 31, 2016 and 2015 and as of September 30, 2016.

<sup>2</sup> EBITDA = operating income + depreciation, amortization and impairment of long lived assets +(-) other expenses (income) unrelated to core business operations.

<sup>3</sup> Last twelve months.

**GRUMA, S.A.B. DE C.V., AND SUBSIDIARIES**  
**FINANCIAL HIGHLIGHTS BY SUBSIDIARY**  
(MILLIONS OF MEXICAN PESOS)

		QUARTERS				YTD DECEMBER			
		4Q16	4Q15	VAR (\$)	VAR (%)	2016	2015	VAR (\$)	VAR (%)
<b>GRUMA USA<sup>1</sup></b>	SALES VOLUME <sup>2</sup>	<b>370</b>	337	32	10	<b>1,374</b>	1,341	32	2
Corn flour, tortillas, and other	NET SALES	<b>10,972</b>	10,112	859	8	<b>41,824</b>	41,092	731	2
	GROSS PROFIT	<b>4,594</b>	4,436	158	4	<b>17,903</b>	17,275	628	4
	Gross Margin	<b>41.9%</b>	43.9%			<b>42.8%</b>	42.0%		
	OPERATING INCOME	<b>1,490</b>	1,294	197	15	<b>5,864</b>	4,975	888	18
	Operating Margin	<b>13.6%</b>	12.8%			<b>14.0%</b>	12.1%		
	EBITDA	<b>1,844</b>	1,783	60	3	<b>7,139</b>	6,430	710	11
	EBITDA Margin	<b>16.8%</b>	17.6%			<b>17.1%</b>	15.6%		
<b>GIMSA</b>	SALES VOLUME	<b>522</b>	485	37	8	<b>1,965</b>	1,847	118	6
Corn flour and other	NET SALES	<b>4,861</b>	4,176	686	16	<b>17,866</b>	15,871	1,995	13
	GROSS PROFIT	<b>1,268</b>	1,289	(21)	(2)	<b>4,947</b>	4,871	76	2
	Gross Margin	<b>26.1%</b>	30.9%			<b>27.7%</b>	30.7%		
	OPERATING INCOME	<b>532</b>	542	(10)	(2)	<b>2,274</b>	2,205	69	3
	Operating Margin	<b>10.9%</b>	13.0%			<b>12.7%</b>	13.9%		
	EBITDA	<b>733</b>	727	6	1	<b>2,964</b>	2,942	22	1
	EBITDA Margin	<b>15.1%</b>	17.4%			<b>16.6%</b>	18.5%		
<b>GRUMA EUROPE<sup>1</sup></b>	SALES VOLUME <sup>2</sup>	<b>88</b>	99	(11)	(11)	<b>370</b>	404	(34)	(8)
Corn flour, tortillas, and other	NET SALES	<b>1,282</b>	1,370	(88)	(6)	<b>5,484</b>	5,807	(323)	(6)
	GROSS PROFIT	<b>303</b>	307	(4)	(1)	<b>1,280</b>	1,427	(147)	(10)
	Gross Margin	<b>23.6%</b>	22.4%			<b>23.3%</b>	24.6%		
	OPERATING INCOME	<b>9</b>	3	6	203	<b>160</b>	181	(21)	(12)
	Operating Margin	<b>0.7%</b>	0.2%			<b>2.9%</b>	3.1%		
	EBITDA	<b>65</b>	92	(26)	(29)	<b>378</b>	429	(51)	(12)
	EBITDA Margin	<b>5.1%</b>	6.7%			<b>6.9%</b>	7.4%		
<b>GRUMA CENTROAMÉRICA</b>	SALES VOLUME	<b>52</b>	46	5	12	<b>203</b>	199	4	2
Corn flour and other	NET SALES	<b>1,282</b>	1,054	228	22	<b>4,639</b>	4,057	581	14
	GROSS PROFIT	<b>509</b>	420	90	21	<b>1,809</b>	1,514	295	19
	Gross Margin	<b>39.7%</b>	39.8%			<b>39.0%</b>	37.3%		
	OPERATING INCOME	<b>119</b>	101	18	18	<b>426</b>	369	56	15
	Operating Margin	<b>9.3%</b>	9.6%			<b>9.2%</b>	9.1%		
	EBITDA	<b>149</b>	126	24	19	<b>534</b>	460	74	16
	EBITDA Margin	<b>11.6%</b>	11.9%			<b>11.5%</b>	11.3%		
<b>OTHER SUBSIDIARIES &amp; ELIMINATIONS<sup>3</sup></b>	SALES VOLUME	<b>9</b>	9	(1)	(7)	<b>48</b>	39	8	21
	NET SALES	<b>422</b>	(1,548)	1,970	127	<b>(1,606)</b>	(8,549)	6,943	81
	GROSS PROFIT	<b>377</b>	(434)	811	187	<b>117</b>	(2,745)	2,862	104
	Gross Margin	<b>89.3%</b>	(28.0%)			<b>7.3%</b>	(32.1%)		
	OPERATING INCOME	<b>327</b>	(16)	343	2,144	<b>399</b>	(363)	762	210
	Operating Margin	<b>77.5%</b>	(1.0%)			<b>24.8%</b>	(4.2%)		
	EBITDA	<b>250</b>	(238)	488	205	<b>(50)</b>	(1,121)	1,071	96
	EBITDA Margin	<b>59.2%</b>	(15.4%)			<b>(3.1%)</b>	(13.1%)		
<b>CONSOLIDATED</b>	SALES VOLUME	<b>1,040</b>	977	63	6	<b>3,959</b>	3,831	128	3
	NET SALES	<b>18,819</b>	15,164	3,655	24	<b>68,206</b>	58,279	9,927	17
	GROSS PROFIT	<b>7,050</b>	6,017	1,033	17	<b>26,056</b>	22,341	3,715	17
	Gross Margin	<b>37.5%</b>	39.7%			<b>38.2%</b>	38.3%		
	OPERATING INCOME	<b>2,478</b>	1,924	554	29	<b>9,122</b>	7,368	1,754	24
	Operating Margin	<b>13.2%</b>	12.7%			<b>13.4%</b>	12.6%		
	EBITDA	<b>3,041</b>	2,490	551	22	<b>10,964</b>	9,139	1,825	20
	EBITDA Margin	<b>16.2%</b>	16.4%			<b>16.1%</b>	15.7%		

<sup>1</sup> Convenience translation. For further details see "Accounting Procedures".

<sup>2</sup> All sales volume figures are expressed in thousand metric tons.

<sup>3</sup> Effect of the use of convenience translation is reported under Other Subsidiaries & Eliminations.

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## Internal control [text block]

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We carried out an evaluation under the supervision and with the participation of our management, including our Chief Executive Officer, Chief Financial Officer and Chief Administrative Officer, of the effectiveness of the design and operation of our disclosure controls and procedures. There are inherent limitations to the effectiveness of any system of disclosure controls and procedures, including the possibility of human error and the circumvention or overriding of the controls and procedures. Accordingly, even effective disclosure controls and procedures can only provide reasonable assurance of achieving their control objectives. Based upon our evaluation, our Chief Executive Officer, Chief Financial Officer and Chief Administrative Officer concluded that our disclosure controls and procedures were effective to provide reasonable assurance that information required to be disclosed by us in the reports that we file or submit is recorded, processed, summarized and reported within the time periods specified in the applicable rules and forms, and that it is accumulated and communicated to our management, including our Chief Executive Officer, Chief Financial Officer and Chief Administrative Officer, as appropriate to allow timely decisions regarding required disclosure.

Likewise, the effectivity of our internal control processes over the financial information is annually audited by PricewaterhouseCoopers, S.C.

Our management is responsible for establishing and maintaining adequate internal control over financial reporting. Under the supervision and with the participation of our management, including our Board of Directors, Chief Executive Officer, Chief Financial Officer, Chief Administrative Officer and other personnel, we conducted an evaluation of the effectiveness of our internal control over financial reporting based on the framework in Internal Control—Integrated Framework (v.2013) by the Committee of Sponsoring Organizations of the Treadway Commission.

Our internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS as issued by IASB. Our internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of our assets; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with IFRS, and that our receipts and expenditures are being made only in accordance with authorizations of our management and directors; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of our assets that could have a material effect on our financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate. Based on our evaluation under the framework in Internal Control—Integrated Framework (v.2013), our management concluded that our internal control over financial reporting was effective.

There has been no change in our internal control over financial reporting that has materially affected, or is reasonably likely that could materially affect, our internal control over financial reporting.

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### **Disclosure of critical performance measures and indicators that management uses to evaluate entity's performance against stated objectives [text block]**

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Management evaluates operating and financial indicators to measure improvement or deterioration of the company's performance; the main operating indicators include profitability as a percentage of sales and those demonstrating profitability of investment such as EBITDA, ROIC, ROE and ROA; liquidity, leverage and hedging ratios are also assessed.

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Ticker: GRUMA

Quarter: 4 Year: 2016

**[110000] General information about financial statements**

<b>Ticker:</b>	GRUMA
<b>Period covered by financial statements:</b>	2016-01-01 al 2016-12-31
<b>Date of end of reporting period:</b>	2016-12-31
<b>Name of reporting entity or other means of identification:</b>	GRUMA, S.A.B. de C.V.
<b>Description of presentation currency:</b>	MXN
<b>Level of rounding used in financial statements:</b>	MILES DE PESOS
<b>Consolidated:</b>	Yes
<b>Number of quarter:</b>	4
<b>Type of issuer:</b>	ICS
<b>Explanation of change in name of reporting entity or other means of identification from end of preceding reporting period:</b>	
<b>Description of nature of financial statements:</b>	

**Disclosure of general information about financial statements [text block]****Follow-up of analysis [text block]**

IN ACCORDANCE WITH THE RULES OF PROCEDURE OF THE MEXICAN STOCK EXCHANGE, ARTICLE 4.033.01 SECTION VIII, WE INFORM YOU THAT ACTINVER, BARCLAYS, BBVA, BTG PACTUAL, CITI, DEUTSCHE BANK, GBM, GOLDMAN SACHS, HSBC, INTERACCIONES, J.P. MORGAN, MERRILL LYNCH, MORGAN STANLEY, SANTANDER, SCOTIABANK, UBS AND VECTOR, AMONG OTHER, GIVE ANALYSIS COVERAGE OF THE COMPANY'S SECURITIES.



**[210000] Statement of financial position, current/non-current**

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
<b>Statement of financial position [abstract]</b>		
<b>Assets [abstract]</b>		
<b>Current assets [abstract]</b>		
Cash and cash equivalents	5,466,529,000	2,919,054,000
Trade and other current receivables	7,935,515,000	6,915,651,000
Current tax assets, current	651,543,000	704,131,000
Other current financial assets	373,501,000	158,411,000
Current inventories	8,682,348,000	7,816,767,000
Current biological assets	0	0
Other current non-financial assets	0	0
Total current assets other than non-current assets or disposal groups classified as held for sale or as held for distribution to owners	23,109,436,000	18,514,014,000
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	0	0
Total current assets	23,109,436,000	18,514,014,000
<b>Non-current assets [abstract]</b>		
Trade and other non-current receivables	249,552,000	193,112,000
Current tax assets, non-current	38,508,000	8,964,000
Non-current inventories	0	0
Non-current biological assets	0	0
Other non-current financial assets	68,000	0
Investments accounted for using equity method	0	0
Investments in subsidiaries, joint ventures and associates	7,266,000	7,240,000
Property, plant and equipment	26,209,924,000	20,169,988,000
Investment property	0	0
Goodwill	3,665,126,000	3,203,947,000
Intangible assets other than goodwill	360,530,000	298,113,000
Deferred tax assets	2,671,991,000	1,901,218,000
Other non-current non-financial assets	45,549,000	36,425,000
Total non-current assets	33,248,514,000	25,819,007,000
Total assets	56,357,950,000	44,333,021,000
<b>Equity and liabilities [abstract]</b>		
<b>Liabilities [abstract]</b>		
<b>Current liabilities [abstract]</b>		
Trade and other current payables	9,723,509,000	8,259,900,000
Current tax liabilities, current	615,198,000	487,711,000
Other current financial liabilities	3,784,084,000	2,728,185,000
Other current non-financial liabilities	0	0
<b>Current provisions [abstract]</b>		
Current provisions for employee benefits	0	0
Other current provisions	123,075,000	191,319,000
Total current provisions	123,075,000	191,319,000
Total current liabilities other than liabilities included in disposal groups classified as held for sale	14,245,866,000	11,667,115,000
Liabilities included in disposal groups classified as held for sale	0	0
Total current liabilities	14,245,866,000	11,667,115,000
<b>Non-current liabilities [abstract]</b>		
Trade and other non-current payables	37,060,000	70,678,000
Current tax liabilities, non-current	0	0
Other non-current financial liabilities	12,229,868,000	10,494,407,000

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Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
Other non-current non-financial liabilities	0	0
<b>Non-current provisions [abstract]</b>		
Non-current provisions for employee benefits	736,173,000	645,673,000
Other non-current provisions	654,945,000	490,344,000
Total non-current provisions	1,391,118,000	1,136,017,000
Deferred tax liabilities	2,753,772,000	2,370,918,000
Total non-current liabilities	16,411,818,000	14,072,020,000
Total liabilities	30,657,684,000	25,739,135,000
<b>Equity [abstract]</b>		
Issued capital	5,363,595,000	5,363,595,000
Share premium	0	0
Treasury shares	0	0
Retained earnings	16,223,910,000	11,154,288,000
Other reserves	2,284,584,000	516,287,000
Total equity attributable to owners of parent	23,872,089,000	17,034,170,000
Non-controlling interests	1,828,177,000	1,559,716,000
Total equity	25,700,266,000	18,593,886,000
Total equity and liabilities	56,357,950,000	44,333,021,000

## [310000] Statement of comprehensive income, profit or loss, by function of expense

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31	Quarter Current Year 2016-10-01 - 2016-12-31	Quarter Previous Year 2015-10-01 - 2015-12-31
<b>Profit or loss [abstract]</b>				
<b>Profit (loss) [abstract]</b>				
Revenue	68,206,284,000	58,279,004,000	18,818,552,000	15,163,889,000
Cost of sales	42,150,596,000	35,937,867,000	11,768,684,000	9,146,619,000
Gross profit	26,055,688,000	22,341,137,000	7,049,868,000	6,017,270,000
Distribution costs	13,654,400,000	11,402,462,000	3,682,773,000	2,861,464,000
Administrative expenses	3,486,015,000	3,039,823,000	883,803,000	823,809,000
Other income	206,431,000	0	0	0
Other expense	0	530,905,000	5,645,000	408,000,000
Profit (loss) from operating activities	9,121,704,000	7,367,947,000	2,477,647,000	1,923,997,000
Finance income	618,244,000	391,949,000	149,926,000	97,715,000
Finance costs	1,056,672,000	715,051,000	371,716,000	191,501,000
Share of profit (loss) of associates and joint ventures accounted for using equity method	0	0	0	0
Profit (loss) before tax	8,683,276,000	7,044,845,000	2,255,857,000	1,830,211,000
Tax income (expense)	2,449,338,000	1,646,449,000	458,469,000	172,161,000
Profit (loss) from continuing operations	6,233,938,000	5,398,396,000	1,797,388,000	1,658,050,000
Profit (loss) from discontinued operations	0	(4,313,803,000)	0	(4,249,073,000)
Profit (loss)	6,233,938,000	1,084,593,000	1,797,388,000	(2,591,023,000)
<b>Profit (loss), attributable to [abstract]</b>				
Profit (loss), attributable to owners of parent	5,922,040,000	761,812,000	1,703,117,000	(2,685,263,000)
Profit (loss), attributable to non-controlling interests	311,898,000	322,781,000	94,271,000	94,240,000
Earnings per share [text block]				
<b>Earnings per share [abstract]</b>				
<b>Earnings per share [line items]</b>				
<b>Basic earnings per share [abstract]</b>				
Basic earnings (loss) per share from continuing operations	13.68	11.68	3.94	3.57
Basic earnings (loss) per share from discontinued operations	0	(9.92)	0	(9.77)
Total basic earnings (loss) per share	13.68	1.76	3.94	(6.2)
<b>Diluted earnings per share [abstract]</b>				
Diluted earnings (loss) per share from continuing operations	13.68	11.68	3.94	3.57
Diluted earnings (loss) per share from discontinued operations	0	(9.92)	0	(9.77)
Total diluted earnings (loss) per share	13.68	1.76	3.94	(6.2)

## [410000] Statement of comprehensive income, OCI components presented net of tax

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31	Quarter Current Year 2016-10-01 - 2016-12-31	Quarter Previous Year 2015-10-01 - 2015-12-31
<b>Statement of comprehensive income [abstract]</b>				
Profit (loss)	6,233,938,000	1,084,593,000	1,797,388,000	(2,591,023,000)
<b>Other comprehensive income [abstract]</b>				
<b>Components of other comprehensive income that will not be reclassified to profit or loss, net of tax [abstract]</b>				
Other comprehensive income, net of tax, gains (losses) from investments in equity instruments	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on revaluation	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on remeasurements of defined benefit plans	(19,610,000)	(7,609,000)	2,890,000	(7,609,000)
Other comprehensive income, net of tax, change in fair value of financial liability attributable to change in credit risk of liability	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on hedging instruments that hedge investments in equity instruments	0	0	0	0
Share of other comprehensive income of associates and joint ventures accounted for using equity method that will not be reclassified to profit or loss, net of tax	0	0	0	0
Total other comprehensive income that will not be reclassified to profit or loss, net of tax	(19,610,000)	(7,609,000)	2,890,000	(7,609,000)
<b>Components of other comprehensive income that will be reclassified to profit or loss, net of tax [abstract]</b>				
<b>Exchange differences on translation [abstract]</b>				
Gains (losses) on exchange differences on translation, net of tax	0	0	0	0
Reclassification adjustments on exchange differences on translation, net of tax	0	0	0	0
Other comprehensive income, net of tax, exchange differences on translation	0	0	0	0
<b>Available-for-sale financial assets [abstract]</b>				
Gains (losses) on remeasuring available-for-sale financial assets, net of tax	0	0	0	0
Reclassification adjustments on available-for-sale financial assets, net of tax	0	0	0	0
Other comprehensive income, net of tax, available-for-sale financial assets	0	0	0	0
<b>Cash flow hedges [abstract]</b>				
Gains (losses) on cash flow hedges, net of tax	58,106,000	29,115,000	45,114,000	(33,942,000)
Reclassification adjustments on cash flow hedges, net of tax	0	0	0	0
Amounts removed from equity and included in carrying amount of non-financial asset (liability) whose acquisition or incurrence was hedged highly probable forecast transaction, net of tax	0	0	0	0
Other comprehensive income, net of tax, cash flow hedges	58,106,000	29,115,000	45,114,000	(33,942,000)
<b>Hedges of net investment in foreign operations [abstract]</b>				
Gains (losses) on hedges of net investments in foreign operations, net of tax	1,712,692,000	660,619,000	1,076,009,000	9,839,000
Reclassification adjustments on hedges of net investments in foreign operations, net of tax	0	0	0	0
Other comprehensive income, net of tax, hedges of net investments in foreign operations	1,712,692,000	660,619,000	1,076,009,000	9,839,000
<b>Change in value of time value of options [abstract]</b>				
Gains (losses) on change in value of time value of options, net of tax	0	0	0	0
Reclassification adjustments on change in value of time value of options, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of time value of options	0	0	0	0
<b>Change in value of forward elements of forward contracts [abstract]</b>				
Gains (losses) on change in value of forward elements of forward contracts, net of tax	0	0	0	0
Reclassification adjustments on change in value of forward elements of forward contracts, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of forward elements of forward contracts	0	0	0	0

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Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31	Quarter Current Year 2016-10-01 - 2016-12-31	Quarter Previous Year 2015-10-01 - 2015-12-31
<b>Change in value of foreign currency basis spreads [abstract]</b>				
Gains (losses) on change in value of foreign currency basis spreads, net of tax	0	0	0	0
Reclassification adjustments on change in value of foreign currency basis spreads, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of foreign currency basis spreads	0	0	0	0
Share of other comprehensive income of associates and joint ventures accounted for using equity method that will be reclassified to profit or loss, net of tax	33,361,000	(9,420,000)	(1,000)	511,000
Total other comprehensive income that will be reclassified to profit or loss, net of tax	1,804,159,000	680,314,000	1,121,122,000	(23,592,000)
Total other comprehensive income	1,784,549,000	672,705,000	1,124,012,000	(31,201,000)
Total comprehensive income	8,018,487,000	1,757,298,000	2,921,400,000	(2,622,224,000)
<b>Comprehensive income attributable to [abstract]</b>				
Comprehensive income, attributable to owners of parent	7,703,417,000	1,440,405,000	4,249,656,000	(2,708,024,000)
Comprehensive income, attributable to non-controlling interests	315,070,000	316,893,000	(1,328,256,000)	85,800,000

**[520000] Statement of cash flows, indirect method**

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31
<b>Statement of cash flows [abstract]</b>		
<b>Cash flows from (used in) operating activities [abstract]</b>		
Profit (loss)	6,233,938,000	1,084,593,000
<b>Adjustments to reconcile profit (loss) [abstract]</b>		
Discontinued operations	0	4,313,803,000
Adjustments for income tax expense	2,449,338,000	1,646,449,000
Adjustments for finance costs	0	0
Adjustments for depreciation and amortisation expense	1,898,544,000	1,598,309,000
Adjustments for impairment loss (reversal of impairment loss) recognised in profit or loss	(55,989,000)	172,792,000
Adjustments for provisions	0	0
Adjustments for unrealised foreign exchange losses (gains)	400,135,000	103,286,000
Adjustments for share-based payments	0	0
Adjustments for fair value losses (gains)	(776,279,000)	(153,652,000)
Adjustments for undistributed profits of associates	0	0
Adjustments for losses (gains) on disposal of non-current assets	7,792,000	114,390,000
Participation in associates and joint ventures	0	0
Adjustments for decrease (increase) in inventories	(25,026,000)	(707,173,000)
Adjustments for decrease (increase) in trade accounts receivable	73,274,000	(981,683,000)
Adjustments for decrease (increase) in other operating receivables	(65,222,000)	(17,591,000)
Adjustments for increase (decrease) in trade accounts payable	874,896,000	69,564,000
Adjustments for increase (decrease) in other operating payables	227,311,000	(13,442,000)
Other adjustments for non-cash items	0	0
Other adjustments for which cash effects are investing or financing cash flow	0	0
Straight-line rent adjustment	0	0
Amortization of lease fees	0	0
Setting property values	0	0
Other adjustments to reconcile profit (loss)	(2,952,561,000)	(2,684,816,000)
Total adjustments to reconcile profit (loss)	2,056,213,000	3,460,236,000
Net cash flows from (used in) operations	8,290,151,000	4,544,829,000
Dividends paid	0	0
Dividends received	0	0
Interest paid	(613,681,000)	(519,244,000)
Interest received	(13,178,000)	(7,303,000)
Income taxes refund (paid)	0	0
Other inflows (outflows) of cash	0	0
Net cash flows from (used in) operating activities	8,890,654,000	5,056,770,000
<b>Cash flows from (used in) investing activities [abstract]</b>		
Cash flows from losing control of subsidiaries or other businesses	0	0
Cash flows used in obtaining control of subsidiaries or other businesses	0	641,985,000
Other cash receipts from sales of equity or debt instruments of other entities	0	0
Other cash payments to acquire equity or debt instruments of other entities	0	0
Other cash receipts from sales of interests in joint ventures	0	0
Other cash payments to acquire interests in joint ventures	0	0
Proceeds from sales of property, plant and equipment	248,357,000	230,743,000
Purchase of property, plant and equipment	5,598,795,000	2,431,514,000
Proceeds from sales of intangible assets	0	0
Purchase of intangible assets	44,353,000	3,821,000
Proceeds from sales of other long-term assets	0	0

Ticker: GRUMA

Quarter: 4 Year: 2016

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31
Purchase of other long-term assets	0	0
Proceeds from government grants	0	0
Cash advances and loans made to other parties	0	0
Cash receipts from repayment of advances and loans made to other parties	0	0
Cash payments for future contracts, forward contracts, option contracts and swap contracts	0	0
Cash receipts from future contracts, forward contracts, option contracts and swap contracts	0	0
Dividends received	0	0
Interest paid	0	0
Interest received	13,178,000	7,303,000
Income taxes refund (paid)	0	0
Other inflows (outflows) of cash	(16,513,000)	(6,094,000)
Net cash flows from (used in) investing activities	(5,398,126,000)	(2,845,368,000)
<b>Cash flows from (used in) financing activities [abstract]</b>		
Proceeds from changes in ownership interests in subsidiaries that do not result in loss of control	0	0
Payments from changes in ownership interests in subsidiaries that do not result in loss of control	0	0
Proceeds from issuing shares	0	0
Proceeds from issuing other equity instruments	0	0
Payments to acquire or redeem entity's shares	0	0
Payments of other equity instruments	0	0
Proceeds from borrowings	7,517,954,000	8,453,486,000
Repayments of borrowings	7,440,085,000	8,098,907,000
Payments of finance lease liabilities	0	0
Proceeds from government grants	0	0
Dividends paid	479,359,000	780,086,000
Interest paid	585,871,000	485,805,000
Income taxes refund (paid)	0	0
Other inflows (outflows) of cash	(649,660,000)	(165,671,000)
Net cash flows from (used in) financing activities	(1,637,021,000)	(1,076,983,000)
Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes	1,855,507,000	1,134,419,000
<b>Effect of exchange rate changes on cash and cash equivalents [abstract]</b>		
Effect of exchange rate changes on cash and cash equivalents	691,968,000	319,547,000
Net increase (decrease) in cash and cash equivalents	2,547,475,000	1,453,966,000
Cash and cash equivalents at beginning of period	2,919,054,000	1,465,088,000
Cash and cash equivalents at end of period	5,466,529,000	2,919,054,000

**[610000] Statement of changes in equity - Accumulated Current**

Sheet 1 of 3	Components of equity [axis]								
	Issued capital [member]	Share premium [member]	Treasury shares [member]	Retained earnings [member]	Revaluation surplus [member]	Reserve of exchange differences on translation [member]	Reserve of cash flow hedges [member]	Reserve of gains and losses on hedging instruments that hedge investments in equity instruments [member]	Reserve of change in value of time value of options [member]
<b>Statement of changes in equity [line items]</b>									
Equity at beginning of period	5,363,595,000	0	0	11,154,288,000	0	492,985,000	23,302,000	0	0
<b>Changes in equity [abstract]</b>									
<b>Comprehensive income [abstract]</b>									
Profit (loss)	0	0	0	5,922,040,000	0	0	0	0	0
Other comprehensive income	0	0	0	13,080,000	0	1,711,023,000	57,274,000	0	0
Total comprehensive income	0	0	0	5,935,120,000	0	1,711,023,000	57,274,000	0	0
Issue of equity	0	0	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	865,498,000	0	0	0	0	0
Increase through other contributions by owners, equity	0	0	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	5,069,622,000	0	1,711,023,000	57,274,000	0	0
Equity at end of period	5,363,595,000	0	0	16,223,910,000	0	2,204,008,000	80,576,000	0	0

Sheet 2 of 3	Components of equity [axis]								
	Reserve of change in value of forward elements of forward contracts [member]	Reserve of change in value of foreign currency basis spreads [member]	Reserve of gains and losses on remeasuring available-for-sale financial assets [member]	Reserve of share-based payments [member]	Reserve of remeasurements of defined benefit plans [member]	Amount recognised in other comprehensive income and accumulated in equity relating to non-current assets or disposal groups held for sale [member]	Reserve of gains and losses from investments in equity instruments [member]	Reserve of change in fair value of financial liability attributable to change in credit risk of liability [member]	Reserve for catastrophe [member]
<b>Statement of changes in equity [line items]</b>									
Equity at beginning of period	0	0	0	0	0	0	0	0	0
<b>Changes in equity [abstract]</b>									
<b>Comprehensive income [abstract]</b>									
Profit (loss)	0	0	0	0	0	0	0	0	0
Other comprehensive income	0	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	0	0	0	0	0	0	0
Issue of equity	0	0	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	0	0	0	0	0	0
Increase through other contributions by owners, equity	0	0	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	0	0	0	0	0	0
Equity at end of period	0	0	0	0	0	0	0	0	0

Sheet 3 of 3	Components of equity [axis]						Equity [member]
	Reserve for equalisation [member]	Reserve of discretionary participation features [member]	Other comprehensive income [member]	Other reserves [member]	Equity attributable to owners of parent [member]	Non-controlling interests [member]	
<b>Statement of changes in equity [line items]</b>							
Equity at beginning of period	0	0	0	516,287,000	17,034,170,000	1,559,716,000	18,593,886,000
<b>Changes in equity [abstract]</b>							
<b>Comprehensive income [abstract]</b>							
Profit (loss)	0	0	0	0	5,922,040,000	311,898,000	6,233,938,000
Other comprehensive income	0	0	0	1,768,297,000	1,781,377,000	3,172,000	1,784,549,000
Total comprehensive income	0	0	0	1,768,297,000	7,703,417,000	315,070,000	8,018,487,000
Issue of equity	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	0	865,498,000	46,609,000	912,107,000
Increase through other contributions by owners, equity	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	0	0	0	0
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	1,768,297,000	6,837,919,000	268,461,000	7,106,380,000
Equity at end of period	0	0	0	2,284,584,000	23,872,089,000	1,828,177,000	25,700,266,000

**[610000] Statement of changes in equity - Accumulated Previous**

Sheet 1 of 3	Components of equity [axis]								
	Issued capital [member]	Share premium [member]	Treasury shares [member]	Retained earnings [member]	Revaluation surplus [member]	Reserve of exchange differences on translation [member]	Reserve of cash flow hedges [member]	Reserve of gains and losses on hedging instruments that hedge investments in equity instruments [member]	Reserve of change in value of time value of options [member]
<b>Statement of changes in equity [line items]</b>									
Equity at beginning of period	5,363,595,000	0	0	11,371,983,000	0	(166,119,000)	(5,813,000)	0	0
<b>Changes in equity [abstract]</b>									
<b>Comprehensive income [abstract]</b>									
Profit (loss)	0	0	0	761,812,000	0	0	0	0	0
Other comprehensive income	0	0	0	(9,626,000)	0	659,104,000	29,115,000	0	0
Total comprehensive income	0	0	0	752,186,000	0	659,104,000	29,115,000	0	0
Issue of equity	0	0	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	692,399,000	0	0	0	0	0
Increase through other contributions by owners, equity	0	0	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	(277,482,000)	0	0	0	0	0
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	(217,695,000)	0	659,104,000	29,115,000	0	0
Equity at end of period	5,363,595,000	0	0	11,154,288,000	0	492,985,000	23,302,000	0	0

Sheet 2 of 3	Components of equity [axis]								
	Reserve of change in value of forward elements of forward contracts [member]	Reserve of change in value of foreign currency basis spreads [member]	Reserve of gains and losses on remeasuring available-for-sale financial assets [member]	Reserve of share-based payments [member]	Reserve of remeasurements of defined benefit plans [member]	Amount recognised in other comprehensive income and accumulated in equity relating to non-current assets or disposal groups held for sale [member]	Reserve of gains and losses from investments in equity instruments [member]	Reserve of change in fair value of financial liability attributable to change in credit risk of liability [member]	Reserve for catastrophe [member]
<b>Statement of changes in equity [line items]</b>									
Equity at beginning of period	0	0	0	0	0	0	0	0	0
<b>Changes in equity [abstract]</b>									
<b>Comprehensive income [abstract]</b>									
Profit (loss)	0	0	0	0	0	0	0	0	0
Other comprehensive income	0	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	0	0	0	0	0	0	0
Issue of equity	0	0	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	0	0	0	0	0	0
Increase through other contributions by owners, equity	0	0	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	0	0	0	0	0	0
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	0	0	0	0	0	0
Equity at end of period	0	0	0	0	0	0	0	0	0

Ticker: GRUMA

Quarter: 4 Year: 2016

Sheet 3 of 3	Components of equity [axis]						
	Reserve for equalisation [member]	Reserve of discretionary participation features [member]	Other comprehensive income [member]	Other reserves [member]	Equity attributable to owners of parent [member]	Non-controlling interests [member]	Equity [member]
<b>Statement of changes in equity [line items]</b>							
Equity at beginning of period	0	0	0	(171,932,000)	16,563,646,000	1,520,600,000	18,084,246,000
<b>Changes in equity [abstract]</b>							
<b>Comprehensive income [abstract]</b>							
Profit (loss)	0	0	0	0	761,812,000	322,781,000	1,084,593,000
Other comprehensive income	0	0	0	688,219,000	678,593,000	(5,888,000)	672,705,000
Total comprehensive income	0	0	0	688,219,000	1,440,405,000	316,893,000	1,757,298,000
Issue of equity	0	0	0	0	0	0	0
Dividends recognised as distributions to owners	0	0	0	0	692,399,000	87,686,000	780,085,000
Increase through other contributions by owners, equity	0	0	0	0	0	0	0
Decrease through other distributions to owners, equity	0	0	0	0	0	0	0
Increase (decrease) through other changes, equity	0	0	0	0	0	0	0
Increase (decrease) through treasury share transactions, equity	0	0	0	0	0	0	0
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity	0	0	0	0	(277,482,000)	(190,091,000)	(467,573,000)
Increase (decrease) through share-based payment transactions, equity	0	0	0	0	0	0	0
Amount removed from reserve of cash flow hedges and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of time value of options and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of forward elements of forward contracts and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Amount removed from reserve of change in value of foreign currency basis spreads and included in initial cost or other carrying amount of non-financial asset (liability) or firm commitment for which fair value hedge accounting is applied	0	0	0	0	0	0	0
Total increase (decrease) in equity	0	0	0	688,219,000	470,524,000	39,116,000	509,640,000
Equity at end of period	0	0	0	516,287,000	17,034,170,000	1,559,716,000	18,593,886,000

**[700000] Informative data about the Statement of financial position**

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
<b>Informative data of the Statement of Financial Position [abstract]</b>		
Capital stock (nominal)	5,363,595,000	5,363,595,000
Restatement of capital stock	0	0
Plan assets for pensions and seniority premiums	0	0
Number of executives	0	0
Number of employees	6,690	6,281
Number of workers	13,243	12,836
Outstanding shares	432,749,079	432,749,079
Repurchased shares	0	0
Restricted cash	0	0
Guaranteed debt of associated companies	0	0

**[700002] Informative data about the Income statement**

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31	Quarter Current Year 2016-10-01 - 2016-12-31	Quarter Previous Year 2015-10-01 - 2015-12-31
<b>Informative data of the Income Statement [abstract]</b>				
Operating depreciation and amortization	<sup>[1]</sup> 1,842,555,000	<sup>[2]</sup> 1,771,102,000	563,243,000	566,230,000

**[700003] Informative data - Income statement for 12 months**

Concept	Current Year 2016-01-01 - 2016-12-31	Previous Year 2015-01-01 - 2015-12-31
<b>Informative data - Income Statement for 12 months [abstract]</b>		
Revenue	68,206,284,000	58,279,004,000
Profit (loss) from operating activities	9,121,704,000	7,367,947,000
Profit (loss)	6,233,938,000	1,084,593,000
Profit (loss), attributable to owners of parent	5,922,040,000	761,812,000
Operating depreciation and amortization	<sup>[1]</sup> 1,842,555,000	<sup>[2]</sup> 1,771,102,000



Institution [axis]	Foreign institution (yes/no)	Contract signing date	Expiration date	Interest rate	Denomination [axis]											
					Domestic currency [member]						Foreign currency [member]					
					Time interval [axis]						Time interval [axis]					
					Current year [member]	Until 1 year [member]	Until 2 years [member]	Until 3 years [member]	Until 4 years [member]	Until 5 years or more [member]	Current year [member]	Until 1 year [member]	Until 2 years [member]	Until 3 years [member]	Until 4 years [member]	Until 5 years or more [member]
				6.054%												
23. SANTANDER	NO	2016-12-15	2017-03-14	VAR. 6.205%	0	350,000,000	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	NO				0	2,311,981,000	2,409,000	588,000	227,000	18,000	0	1,412,737,000	3,918,926,000	56,070,000	30,916,000	8,220,714,000
<b>Other banks</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Total banks</b>																
<b>TOTAL</b>	NO				0	2,311,981,000	2,409,000	588,000	227,000	18,000	0	1,412,737,000	3,918,926,000	56,070,000	30,916,000	8,220,714,000
<b>Stock market [abstract]</b>																
<b>Listed on stock exchange - unsecured</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Listed on stock exchange - secured</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Private placements - unsecured</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Private placements - secured</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Total listed on stock exchanges and private placements</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Other current and non-current liabilities with cost [abstract]</b>																
<b>Other current and non-current liabilities with cost</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Total other current and non-current liabilities with cost</b>																
<b>TOTAL</b>	NO				0	0	0	0	0	0	0	0	0	0	0	0
<b>Suppliers [abstract]</b>																
<b>Suppliers</b>																
VARIOS	NO	2016-01-12	2017-12-31		0	1,496,903,000	0	0	0	0	0	0	0	0	0	0
VARIOS EXT	NO	2016-01-12	2017-12-31		0	0	0	0	0	0	0	3,707,130,000	0	0	0	0
<b>TOTAL</b>	NO				0	1,496,903,000	0	0	0	0	0	3,707,130,000	0	0	0	0
<b>Total suppliers</b>																
<b>TOTAL</b>	NO				0	1,496,903,000	0	0	0	0	0	3,707,130,000	0	0	0	0
<b>Other current and non-current liabilities [abstract]</b>																
<b>Other current and non-current liabilities</b>																
VARIOS CORTO PLAZO	NO				0	52,434,000	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	NO				0	52,434,000	0	0	0	0	0	0	0	0	0	0
<b>Total other current and non-current liabilities</b>																
<b>TOTAL</b>	NO				0	52,434,000	0	0	0	0	0	0	0	0	0	0
<b>Total credits</b>																
<b>TOTAL</b>	NO				0	3,861,318,000	2,409,000	588,000	227,000	18,000	0	5,119,867,000	3,918,926,000	56,070,000	30,916,000	8,220,714,000

**[800003] Annex - Monetary foreign currency position****Disclosure of monetary foreign currency position [text block]**

The closing exchange rates used for preparing the financial information are as follows:

19.5002	Pesos per U.S. dollar
556.00	Costa Rica colons per U.S. dollar
1.3091	Australian dollars per U.S. dollar
6.6700	Chinese yuans per U.S. dollar
0.7711	Pound sterling per U.S. dollar
0.9660	Swiss franc per U.S. dollar
0.8910	Euro per U.S. dollar
4.1233	Malaysian ringgits per U.S. dollar
25.9073	Ukrainian hryvnias per U.S. dollar
63.1581	Russian rubles per U.S. dollar
2.9959	Turkish liras per U.S. dollar
1.3644	Singapore dollars per U.S. dollar

	Currencies [axis]				Total pesos [member]
	Dollars [member]	Dollar equivalent in pesos [member]	Other currencies equivalent in dollars [member]	Other currencies equivalent in pesos [member]	
<b>Foreign currency position [abstract]</b>					
<b>Monetary assets [abstract]</b>					
Current monetary assets	374,766,000	7,744,165,000	158,825,000	3,281,966,000	11,026,131,000
Non-current monetary assets	769,000	15,891,000	2,717,000	56,150,000	72,041,000
Total monetary assets	375,535,000	7,760,056,000	161,542,000	3,338,116,000	11,098,172,000
<b>Liabilities position [abstract]</b>					
Current liabilities	330,933,000	6,838,400,000	76,515,000	1,581,097,000	8,419,497,000
Non-current liabilities	621,110,000	12,834,617,000	11,743,000	242,666,000	13,077,283,000
Total liabilities	952,043,000	19,673,017,000	88,258,000	1,823,763,000	21,496,780,000
Net monetary assets (liabilities)	(576,508,000)	(11,912,961,000)	73,284,000	1,514,353,000	(10,398,608,000)

**[800005] Annex - Distribution of income by product**

	Income type [axis]			Total income [member]
	National income [member]	Export income [member]	Income of subsidiaries abroad [member]	
<b>MASECA</b>				
HARINA DE MAIZ	18,223,897,000	0	0	18,223,897,000
<b>MASECA, MISSION, GUERRERO</b>				
H. DE MAIZ, TORTILLAS, OTROS	0	0	49,982,387,000	49,982,387,000
<b>TOTAL</b>	<b>18,223,897,000</b>	<b>0</b>	<b>49,982,387,000</b>	<b>68,206,284,000</b>

## [800007] Annex - Financial derivate instruments

Management discussion about the policy uses of financial derivate instruments, explaining if these policies are allowed just for coverage or for other uses like trading  
[text block]

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otro fines tales como negociación [bloque de texto]

### -Derivative financial instruments contracting policies.

Gruma's policies regarding financial instruments establish that the acquisition of any derivative financial instruments agreement must be associated with the hedging of an underlying operation of the company, such as the purchase of inventory or fuel consumption (commodities), interest payment at a determined rate, foreign currency payments at an exchange rate, among others.

Gruma has a Risks Management policy that details the procedure to authorize their contracting.

### -General description of the objectives to use derivative financial instruments.

The availability and price of corn and other agricultural commodities are subject to important fluctuations due to factors that are beyond our control, such as the weather, planting seasons, agricultural programs and government policies (both national and foreign), changes in the global supply/demand created by population growth, competitors and global production of similar harvests. The objective of using derivative financial instruments is to reduce the aforementioned risks.

Likewise, in the normal course of business, Gruma enters into transactions in which it could be exposed to risks for changes in the interest rates or for fluctuations of exchange rates. The variations in the exchange rates can result from changes in the economic conditions, tax and monetary policies, volatile conditions, global markets liquidity, international and local political events, among others. In order to minimize these risks Gruma has entered into certain financial instruments.

### -Instruments used and hedging or negotiation strategies implemented.

We hedge a part of our production requirements through futures and options contracts in order to minimize the risk generated by the fluctuations in the price and supply of corn, natural gas and diesel, risk that exists as an ordinary part of our business.

Additionally, Gruma has entered into certain financial instruments such as interest rate swaps and foreign exchange financial instruments (FX).

**-Allowed negotiation markets and eligible counterparties.**

In order to minimize the counterparty solvency risk, Gruma enters into derivative financial instruments only with major national and international financial institutions using mainly, when applicable depending on the derivative instrument used, the standard International Swaps and Derivatives Association, Inc. ("ISDA") authorized forms and long form confirmation agreements.

**-Policies on the appointment of calculation or valuation agents.**

Gruma appoints the counterparties as calculation agents who periodically send the account statements of the open positions of the financial instruments.

**-Policies on margins, collaterals, credit lines, VAR.**

The Central Risks Committee of Gruma establishes that the derivative financial transactions may be performed with collaterals or using credit lines for that purpose.

The majority of the executed transactions establish certain obligations on behalf of the Issuer to guarantee, from time to time, the differential between fair value and the credit line (risk margin) established with the respective financial institutions, consequently the timely compliance of those obligations are assured. Additionally, it is made clear that, upon failure to fulfill the obligations of providing collateral, the counterparty will have the right, but not the obligation, to early terminate the transactions in place, and to demand the corresponding consideration pursuant to the agreed terms. In addition and in order to maintain a risk exposure level within the boundaries authorized by the Central Risks Committee and the Audit Committee, the Corporate Treasury department reports, in a weekly and monthly manner, the information about the Derivative Financial Instruments to such organs, respectively, and quarterly to the Board of Directors.

As of this date, Gruma has margin calls with their counterparty for \$82,224 thousand pesos.

**-Internal control procedures to manage the exposure to market and liquidity risks.**

The Finance Department of each region in which the company has operations, evaluates the changes in the exposure of the derivative financial instruments and periodically informs them to the Corporate Financial & Planning Management, and the latter informs the General Management and the Central Risks Committee when the market conditions have materially changed. The execution of the derivative financial instruments is authorized pursuant to the guidelines set forth in the Risks Management policy of the company.

**-Existence of an independent third party who reviews the aforementioned procedures.**

The procedures are reviewed in the external audit process performed by PricewaterhouseCoopers, S.C. annually.

**-Information regarding the authorization of the use of derivatives and if there is a committee in charge of giving those authorizations and the derivatives risk management.**

All derivative financial transactions must be previously authorized by a Divisional Risks Committee and by the Central Risks Committee which is formed by members of the senior management and approved by the Audit Committee and the Board of Directors.

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**General description about valuation techniques, standing out the instruments valued at cost or fair value, just like methods and valuation techniques [text block]**

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**-Description of methods, valuation techniques and valuation frequency:**

Derivative financial instruments that are not reported as hedging instruments for accounting purposes are initially recorded at fair value, and at the end of each reporting period they are re-measured at their fair value. The result of this valuation is recognized in the income statement. All accounting records comply with applicable regulations and are based on the official financial statements of each Financial Institution.

For derivative financial instruments that qualify as cash flow hedges, the effects of changes in the fair value of such derivative financial instrument are included within the other comprehensive income in equity, based on an evaluation of the hedge effectiveness. Such changes in the fair value are reclassified to income in the period when the firm commitment or projected transaction is realized. Derivative financial instruments that qualify as fair value hedges are initially recorded at fair value and the effects of changes in the fair value are recorded in the income statement, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

**-Clarification concerning if the valuation is performed by an independent third party or if it is an internal valuation and on which cases one or the other valuation is used. If it is performed by a third party, if his arranger, seller or counterparty of the derivative financial instrument is mentioned.**

Gruma determines the fair value based on recognized market prices. When not quoted in markets, fair value is determined using valuation techniques commonly used in the financial sector. Fair value reflects the credit risk of the instrument and includes adjustments to consider the credit risk of the Company or the counterparty, when applicable. Regarding purchases of corn, natural gas and diesel futures the market values of the US Chicago and New York futures exchanges are taken as reference, through the specialized Financial Institutions engaged for such purposes. These valuations are made periodically.

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**-For hedging instruments, explanation of the method used to determine the effectiveness of the same, identifying the current available hedging level of the global position.**

Effectiveness of hedges is determined when the changes in fair value or cash flows of the underlying operation are offset by changes in fair value or cash flows of the hedging instrument in a ratio that falls within an inverse correlation range from 80% to 125%.

When a hedge is no longer effective as well as when the hedge does not comply with the documentation requirements set forth in the International Financial Reporting Standards the results of the valuation of the financial instruments at their fair value are recognized in the income statement.

As of December 31, 2016, the open positions of financial instruments of corn that qualified as hedges had 100% of effectiveness.

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**Management discussion about intern and extern sources of liquidity that could be used for attending requirements related to financial derivate instruments [text block]**

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**-Discussion about the internal and external sources of liquidity that could be used to attend the requirements related to derivative financial instruments.**

There is potential liquidity requirements under our derivative financial instruments described in Section II below. Gruma plans to use its available cash flow as well as other available liquidity sources to satisfy such liquidity requirements.

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**Changes and management explanation in principal risk exposures identified, as contingencies and events known by the administration that could affect future reports [text block]**

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**-Description of the changes in the exposure to major identified risks, its management and contingencies that could affect it in future reports.**

The availability and price of corn and other agricultural commodities are subject to important fluctuations due to factors that are beyond our control, such as the weather, planting seasons, agricultural programs and government policies (both national and foreign), changes in the global supply/demand created by population growth, competitors and global production of similar harvests. We hedge a part of our production requirements through futures contracts and options in

order to reduce the risk generated by the fluctuations in price and supply of corn, natural gas and diesel, risks that exist in the normal course of our business.

Gruma carried out forward and options transactions with the intention of hedging the currency risk of the Mexican peso with respect to the U.S. dollar, related with the price of corn purchases for domestic and imported harvest. The fair value of these derivative instruments can decrease or increase in the future before the instruments expire. The variations in the exchange rate can result from changes in the economic conditions, tax and monetary policies, volatile conditions, global markets liquidity, international and local political events, among others.

**-Disclosure of eventualities, such as changes on the value of the underlying asset, which cause it to differ from the one originally agreed, that modify it, or that the hedging level has changed, pursuant to which the issuer is required to assume new obligations or affect its liquidity:**

Gruma carried out forward and options transactions with the intention of hedging the currency risk of the Mexican peso with respect to the U.S. dollar, related with the price of corn purchases for domestic and imported harvest. The fair value of these derivative instruments can decrease or increase in the future before the instruments expire. The variations in the exchange rate can result from changes in the economic conditions, tax and monetary policies, volatile conditions, global markets liquidity, international and local political events, among others.

**-Include Influence on results or cash flow of the mentioned derivative transactions:**

As of December 31, 2016, the open positions of corn and fuels financial instruments were valued at their fair value. The financial instruments of corn that qualified as hedges for accounting purposes represented a gain of \$12,166 thousand pesos which was applied to other comprehensive income in equity.

The open positions of fuels financial instruments that did not qualify as hedges for accounting purposes represented a gain of \$137,970 thousand pesos which was applied to the income statement.

The foreign exchange derivative financial instruments were valued at fair value. As of December 31, 2016, the open positions of these instruments represented an income of approximately \$134,363 thousand pesos which was reflected on the income statement.

**-Description and number of the derivative financial instruments that had expired during the quarter and those which its position has been closed.**

As of December 31, 2016, the Company reclassified the amount of \$26,732 thousand pesos from comprehensive income and recognized it as part of inventory. This amount refers to the loss from

the closed operations for corn hedges, in which the grain, subject to these hedges, was received. Additionally, the corn hedges terminated during the period and for which no corn has been received, originated a gain of \$77,948 thousand pesos, which was recognized in comprehensive income, and will be transferred to inventory once the corn is received.

The operations that concluded during the fourth quarter of 2016, for financial instruments of corn and fuels, recognized in income, represented a loss of \$12,062 thousand pesos. As of December 31, 2016, the favorable effect in the results of the concluded transactions of these instruments is of \$22,966 thousand pesos.

The operations that concluded during the fourth quarter of 2016 regarding the foreign exchange financial instruments originated a profit of \$164,015 thousand pesos which was reflected on the income statement. As of December 31, 2016, the favorable effect in the results of the concluded transactions of these instruments is of \$496,705 thousand pesos.

**-Description and number of the margin calls presented during the quarter.**

As of December 31, 2016, the company has revolving funds denominated "margin calls" for \$82,224 thousand pesos. The margin calls are required upon the variations in the prices of the underlying asset as collateral in favor of the counterparty in order to reduce the risk of non-payment in an event of default.

**-Disclosure of any breach that has been presented to the respective agreements.**

The company has complied with all obligations under its derivative financial instruments agreements.

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## Quantitative information for disclosure [text block]

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**I. Characteristics of the derivative financial instruments as of the date of this report.**

**Summary of Derivative Financial Instruments as of December 31, 2016**

**Amounts in Thousands of Pesos**

***Corn and Fuels Derivative Financial Instruments***

20. Type of Derivative	21. Hedging / Negotiation purpose	22. Notional Amount		22. Underlying Asset (pesos)		Fair Value (Thousands of pesos)		24. Installments (Thousands of pesos)		25. Collateral / Lines of credit / Guarantees (Thousands of pesos)	Long / Short		
		4th Quarter 2016	3rd Quarter 2016	4th Quarter 2016	3rd Quarter 2016	4th Quarter 2016	3rd Quarter 2016	2016	2017				
Corn futures	Hedge	17,755,000	Bushels	24,715,000	Bushels	75.1132	67.9877	19,098	(21,069)	-	19,098	85,629	Long
Swap	Hedge	32,350,000	Bushels	25,710,000	Bushels	73.7920	67.8661	(6,932)	(6,064)	-	(6,932)	n.a.	Long
HO/Gasoline futures	Negotiation*	1,764,000	Gallons	2,940,000	Gallons	36.0835	27.5867	17,747	(4,079)	-	17,747	-3,405	Long
Swap	Negotiation*	7,520,000	Mmbtu	7,750,000	Mmbtu	74.8434	61.1771	120,223	37,847	-	120,223	n.a.	Long
								<u>150,136</u>	<u>6,634</u>	-	<u>150,136</u>	<u>82,224</u>	

### Exchange Rate Derivative Financial Instruments

20. Type of Derivative	Purchase / Sell	21. Hedging / Negotiation purpose	Currency exchange	22. Notional Amount (Thousands of USD)		22. Underlying Asset (peso)		Fair Value (Thousands of pesos)		24. Installments (Thousands of pesos)		25. Collateral / Lines of credit / Guarantees (Thousands of pesos)	Long / Short
				4th Quarter 2016	3rd Quarter 2016	4th Quarter 2016	3rd Quarter 2016	4th Quarter 2016	3rd Quarter 2016	2016	2017		
Forwards	Purchase	Negotiation*	USD-MXN	6,962	-	20.7263		2,807	-		2,807	n.a.	Long
Options	Purchase	Negotiation*	USD-MXN	11,206	31,347	19.3930	18.8587	15,286	21,743	-	15,286	n.a.	Long
Options	Purchase	Negotiation*	USD-MXN	8,540	24,000	19.3829	18.8566	11,717	17,542	-	11,717	n.a.	Long
Options	Purchase	Negotiation*	USD-MXN	21,930	65,699	19.4153	18.8724	29,294	45,910	-	29,294	n.a.	Long
Options	Purchase	Negotiation*	USD-MXN	46,866	71,655	19.4816	18.9165	60,264	46,497	-	60,264	n.a.	Long
Options	Purchase	Negotiation*	USD-MXN	11,580	48,230	19.4628	18.5496	14,995	48,637	-	14,995	n.a.	Long
				<u>107,084</u>	<u>240,931</u>			<u>134,363</u>	<u>180,329</u>	-	<u>134,363</u>		

\* The sole purpose of the Company's acquisition of derivative financial instruments is hedging market and liquidity risks, notwithstanding, the accounting rules require specific documentation and evidence to classify a derivative financial instrument as a hedging instrument, and consequently the company classified its derivative financial instruments as negotiation instruments.

-As of December 31, 2016, the financial instruments transactions of corn and fuels in long positions represented a gain of \$150,136 thousand pesos and the financial instruments transactions of exchange rate represented a profit of \$134,363 thousand pesos in long positions.

-As of December 31, 2016 the Company has revolving funds denominated "margin calls" for \$82,224 thousand pesos, required upon variations in prices of the underlying asset as collateral in favor of the counterparty in order to reduce the risk of non-payment in an event of default.

As of December 31, 2016, the Company reclassified the amount of \$26,732 thousand pesos from comprehensive income and recognized it as part of inventory. This amount refers to the loss from the closed operations for corn hedges, in which the grain, subject to these hedges, was received. Additionally, the corn hedges terminated during the period and for which no corn has been received, originated a gain of \$77,948 thousand pesos, which was recognized in comprehensive income, and will be transferred to inventory once the corn is received.

The operations that concluded during the fourth quarter of 2016, for financial instruments of corn and fuels, recognized in income, represented a loss of \$12,062 thousand pesos. As of December 31, 2016, the favorable effect in the results of the concluded transactions of these instruments is of \$22,966 thousand pesos.

The operations that concluded during the fourth quarter of 2016 regarding the foreign exchange financial instruments originated a profit of \$164,015 thousand pesos which was reflected on the income statement. As of December 31, 2016, the favorable effect in the results of the concluded transactions of these instruments is of \$496,705 thousand pesos.

## II. Sensitivity analysis

### Corn and Fuels Derivative Financial Instruments:

According to the position as of December 31, 2016, a hypothetical 10 percent loss of the corn and fuels value would result in an additional adverse effect of \$62,586 thousand pesos (for non-qualifying contracts). This sensitivity analysis is determined based on the underlying assets' values obtained from the valuation performed as of December 31, 2016.

Type of Derivative	Hedging / Negotiation purpose	Notional Amount		As of december 31, 2016		Potential Loss (Thousands of pesos)		
				Underlying Asset (pesos)	Fair Value (Thousands of pesos)	Variation 10%	Variation 25%	Variation 50%
HO/Gasoline futures	Negotiation*	1,764,000	Gallons	36.0835	17,747	(6,365)	(15,913)	(31,826)
Swap	Negotiation*	7,520,000	Mmbtu	74.8434	120,223	(56,221)	(140,553)	(281,105)
					<b>137,970</b>	<b>(62,586)</b>	<b>(156,465)</b>	<b>(312,931)</b>

### Exchange Rate Derivative Financial Instruments:

Based on our position as of December 31, 2016, a hypothetical appreciation of 10% of the Mexican peso against the United States dollar would result in an additional unfavorable effect of \$196,072 thousand pesos. This sensitivity analysis is based in the value of the underlying assets given in the valuation made by the counterparty as of December 31, 2016, which includes the effects on the exchange rate variables, time and volatility.

Type of Derivative	Purchase / Sell	Hedging / Negotiation purpose	Currency exchange	Notional Amount (Thousands of USD)	As of December 31, 2016		Potential Loss (Thousands of pesos)		
					Underlying Asset (pesos)	Fair Value (Thousands of pesos)	Variation 10%	Variation 25%	Variation 50%
Forwards	Purchase	Negotiation*	USD-MXN	\$ 6,962	20.7263	2,807	(14,429)	(36,072)	(72,143)
Opciones	Purchase	Negotiation*	USD-MXN	\$ 11,206	18.1357	15,286	(20,324)	(50,809)	(101,618)
Opciones	Purchase	Negotiation*	USD-MXN	\$ 8,540	18.1261	11,717	(15,480)	(38,699)	(77,399)
Opciones	Purchase	Negotiation*	USD-MXN	\$ 21,930	18.1629	29,294	(39,831)	(99,578)	(199,156)
Opciones	Purchase	Negotiation*	USD-MXN	\$ 46,866	18.1397	60,264	(85,014)	(212,534)	(425,068)
Opciones	Purchase	Negotiation*	USD-MXN	\$ 11,580	18.1307	14,995	(20,995)	(52,488)	(104,977)
				<b>\$ 107,084</b>		<b>134,363</b>	<b>(196,072)</b>	<b>(490,180)</b>	<b>(980,360)</b>

\* The sole purpose of the Company's acquisition of derivative financial instruments is hedging market and liquidity risks, notwithstanding, the accounting rules require specific documentation and evidence to classify a derivative financial instrument as a hedging instrument, and consequently the company classified its derivative financial instruments as negotiation instruments.

- For derivative financial instruments with negotiation purposes or those whose ineffectiveness of the hedge must be acknowledged, description of the method applied in determining the expected losses or the price sensitivity of the derivatives, including volatility.

The potential losses of the derivative financial instruments were determined pursuant to the underlying assets' value and their volatility, under a sensibility analysis considering a 10%, 25% and 50% loss in the underlying assets' value.

- Presentation of a sensitivity analysis for such transactions that includes, at least, the following elements:
  - a) Identification of the risks that may create losses in the issuer for derivative transactions.
  - b) Identification of the instruments that would create such losses.

The fair value of corn and fuels derivative financial instruments can decrease or increase in the future before the date of maturity of the instruments. These variations can be the result of factors that are beyond our control, such as the weather, planting seasons, agricultural programs and government policies (both national and foreign), changes in the global supply/demand created by population growth, competitors and global production of similar harvests.

The fair value of the foreign exchange financial instruments can decrease or increase in the future before the expiration date of said instruments. These variations in the exchange rate can be the result of changes in the economic, fiscal policies or monetary conditions, volatility, liquidity in global markets, international or local political events, among others.

- Presentation of 3 scenarios (probable, possible and remote or stress) that can create negative circumstances for the issuer, identifying the assumptions and factors taken into consideration in their execution.
  - a) Possible scenario with a variation of at least 25% in the underlying asset's Price and remote scenario with a variation of at least 50%.

The sensitivity chart already contains this information.

- Estimation of the potential loss reflected in the income statement and cash flow for each scenario.

For the derivative financial instruments of corn and fuels, based on our position as of December 31, 2016, a hypothetical change of 10%, 25% and 50% loss in market prices applied to the fair value of the instruments would result in an additional charge to income for \$62,586, \$156,465 and \$312,931 thousands of pesos, respectively.

For the foreign exchange financial instruments, based on our position as of December 31, 2016, a hypothetical change of 10%, 25% and 50% of appreciation of the Mexican peso against the United

States dollar would result in an additional charge of \$196,072, \$490,180 and \$980,360 thousand pesos, respectively.

-For hedging financial instruments, indicate the stress level or the variation of the underlying assets under which the effectiveness measures result sufficient.

Effectiveness of hedges are determined when the changes in fair market value or cash flows of the underlying operation are offset by changes in fair market value or cash flows of the hedging instrument in a ratio that falls within an inverse correlation range from 80% to 125%.

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**[800100] Notes - Subclassifications of assets, liabilities and equities**

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
<b>Subclassifications of assets, liabilities and equities [abstract]</b>		
<b>Cash and cash equivalents [abstract]</b>		
<b>Cash [abstract]</b>		
Cash on hand	0	0
Balances with banks	5,420,606,000	2,392,900,000
Total cash	5,420,606,000	2,392,900,000
<b>Cash equivalents [abstract]</b>		
Short-term deposits, classified as cash equivalents	0	0
Short-term investments, classified as cash equivalents	45,923,000	526,154,000
Other banking arrangements, classified as cash equivalents	0	0
Total cash equivalents	45,923,000	526,154,000
Other cash and cash equivalents	0	0
Total cash and cash equivalents	5,466,529,000	2,919,054,000
<b>Trade and other current receivables [abstract]</b>		
Current trade receivables	6,465,715,000	5,489,384,000
Current receivables due from related parties	0	0
<b>Current prepayments [abstract]</b>		
Current advances to suppliers	0	0
Current prepaid expenses	294,052,000	191,894,000
Total current prepayments	294,052,000	191,894,000
Current receivables from taxes other than income tax	861,593,000	576,875,000
Current value added tax receivables	861,593,000	576,875,000
Current receivables from sale of properties	0	0
Current receivables from rental of properties	0	0
Other current receivables	314,155,000	657,498,000
Total trade and other current receivables	7,935,515,000	6,915,651,000
<b>Classes of current inventories [abstract]</b>		
<b>Current raw materials and current production supplies [abstract]</b>		
Current raw materials	5,967,136,000	5,361,758,000
Current production supplies	0	0
Total current raw materials and current production supplies	5,967,136,000	5,361,758,000
Current merchandise	0	0
Current work in progress	219,526,000	237,827,000
Current finished goods	1,304,677,000	1,133,922,000
Current spare parts	590,576,000	451,591,000
Property intended for sale in ordinary course of business	0	0
Other current inventories	600,433,000	631,669,000
Total current inventories	8,682,348,000	7,816,767,000
<b>Non-current assets or disposal groups classified as held for sale or as held for distribution to owners [abstract]</b>		
Non-current assets or disposal groups classified as held for sale	0	0
Non-current assets or disposal groups classified as held for distribution to owners	0	0
Total non-current assets or disposal groups classified as held for sale or as held for distribution to owners	0	0
<b>Trade and other non-current receivables [abstract]</b>		
Non-current trade receivables	244,116,000	185,600,000
Non-current receivables due from related parties	0	0
Non-current prepayments	0	0
Non-current lease prepayments	0	0
Non-current receivables from taxes other than income tax	0	0

Ticker: GRUMA

Quarter: 4 Year: 2016

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
Non-current value added tax receivables	0	0
Non-current receivables from sale of properties	0	0
Non-current receivables from rental of properties	0	0
Revenue for billing	0	0
Other non-current receivables	5,436,000	7,512,000
Total trade and other non-current receivables	249,552,000	193,112,000
<b>Investments in subsidiaries, joint ventures and associates [abstract]</b>		
Investments in subsidiaries	7,266,000	7,240,000
Investments in joint ventures	0	0
Investments in associates	0	0
Total investments in subsidiaries, joint ventures and associates	7,266,000	7,240,000
<b>Property, plant and equipment [abstract]</b>		
<b>Land and buildings [abstract]</b>		
Land	1,704,641,000	1,510,870,000
Buildings	5,968,793,000	4,951,779,000
Total land and buildings	7,673,434,000	6,462,649,000
Machinery	13,722,959,000	12,347,173,000
<b>Vehicles [abstract]</b>		
Ships	0	0
Aircraft	0	0
Motor vehicles	0	0
Total vehicles	0	0
Fixtures and fittings	0	0
Office equipment	0	0
Tangible exploration and evaluation assets	0	0
Mining assets	0	0
Oil and gas assets	0	0
Construction in progress	4,307,877,000	984,671,000
Construction prepayments	0	0
Other property, plant and equipment	505,654,000	375,495,000
Total property, plant and equipment	26,209,924,000	20,169,988,000
<b>Investment property [abstract]</b>		
Investment property completed	0	0
Investment property under construction or development	0	0
Investment property prepayments	0	0
Total investment property	0	0
<b>Intangible assets and goodwill [abstract]</b>		
<b>Intangible assets other than goodwill [abstract]</b>		
Brand names	93,810,000	85,025,000
Intangible exploration and evaluation assets	0	0
Mastheads and publishing titles	0	0
Computer software	77,207,000	21,866,000
Licences and franchises	2,744,000	3,818,000
Copyrights, patents and other industrial property rights, service and operating rights	0	0
Recipes, formulae, models, designs and prototypes	0	0
Intangible assets under development	0	0
Other intangible assets	186,769,000	187,404,000
Total intangible assets other than goodwill	360,530,000	298,113,000
Goodwill	3,665,126,000	3,203,947,000
Total intangible assets and goodwill	4,025,656,000	3,502,060,000
<b>Trade and other current payables [abstract]</b>		
Current trade payables	5,204,033,000	3,914,328,000

Ticker: GRUMA

Quarter: 4 Year: 2016

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
Current payables to related parties	0	0
<b>Accruals and deferred income classified as current [abstract]</b>		
Deferred income classified as current	0	0
Rent deferred income classified as current	0	0
Accruals classified as current	65,205,000	23,867,000
Short-term employee benefits accruals	65,205,000	23,867,000
Total accruals and deferred income classified as current	65,205,000	23,867,000
Current payables on social security and taxes other than income tax	17,841,000	50,097,000
Current value added tax payables	17,841,000	50,097,000
Current retention payables	0	0
Other current payables	4,436,430,000	4,271,608,000
Total trade and other current payables	9,723,509,000	8,259,900,000
<b>Other current financial liabilities [abstract]</b>		
Bank loans current	3,724,718,000	2,660,036,000
Stock market loans current	0	0
Other current liabilities at cost	0	0
Other current liabilities no cost	52,434,000	39,623,000
Other current financial liabilities	6,932,000	28,526,000
Total Other current financial liabilities	3,784,084,000	2,728,185,000
<b>Trade and other non-current payables [abstract]</b>		
Non-current trade payables	0	0
Non-current payables to related parties	0	0
<b>Accruals and deferred income classified as non-current [abstract]</b>		
Deferred income classified as non-current	0	0
Rent deferred income classified as non-current	0	0
Accruals classified as non-current	0	0
Total accruals and deferred income classified as non-current	0	0
Non-current payables on social security and taxes other than income tax	0	0
Non-current value added tax payables	0	0
Non-current retention payables	0	0
Other non-current payables	37,060,000	70,678,000
Total trade and other non-current payables	37,060,000	70,678,000
<b>Other non-current financial liabilities [abstract]</b>		
Bank loans non-current	12,229,868,000	10,494,407,000
Stock market loans non-current	0	0
Other non-current liabilities at cost	0	0
Other non-current liabilities no cost	0	0
Other non-current financial liabilities	0	0
Total Other non-current financial liabilities	12,229,868,000	10,494,407,000
<b>Other provisions [abstract]</b>		
Other non-current provisions	654,945,000	490,344,000
Other current provisions	123,075,000	191,319,000
Total other provisions	778,020,000	681,663,000
<b>Other reserves [abstract]</b>		
Revaluation surplus	0	0
Reserve of exchange differences on translation	2,204,021,000	492,985,000
Reserve of cash flow hedges	80,563,000	23,302,000
Reserve of gains and losses on hedging instruments that hedge investments in equity instruments	0	0
Reserve of change in value of time value of options	0	0
Reserve of change in value of forward elements of forward contracts	0	0
Reserve of change in value of foreign currency basis spreads	0	0
Reserve of gains and losses on remeasuring available-for-sale financial assets	0	0

Ticker: GRUMA

Quarter: 4 Year: 2016

Concept	Close Current Quarter 2016-12-31	Close Previous Exercise 2015-12-31
Reserve of share-based payments	0	0
Reserve of remeasurements of defined benefit plans	0	0
Amount recognised in other comprehensive income and accumulated in equity relating to non-current assets or disposal groups held for sale	0	0
Reserve of gains and losses from investments in equity instruments	0	0
Reserve of change in fair value of financial liability attributable to change in credit risk of liability	0	0
Reserve for catastrophe	0	0
Reserve for equalisation	0	0
Reserve of discretionary participation features	0	0
Reserve of equity component of convertible instruments	0	0
Capital redemption reserve	0	0
Merger reserve	0	0
Statutory reserve	0	0
Other comprehensive income	0	0
Total other reserves	2,284,584,000	516,287,000
<b>Net assets (liabilities) [abstract]</b>		
Assets	56,357,950,000	44,333,021,000
Liabilities	30,657,684,000	25,739,135,000
Net assets (liabilities)	25,700,266,000	18,593,886,000
<b>Net current assets (liabilities) [abstract]</b>		
Current assets	23,109,436,000	18,514,014,000
Current liabilities	14,245,866,000	11,667,115,000
Net current assets (liabilities)	8,863,570,000	6,846,899,000

**[800200] Notes - Analysis of income and expense**

Concept	Accumulated Current Year 2016-01-01 - 2016-12-31	Accumulated Previous Year 2015-01-01 - 2015-12-31	Quarter Current Year 2016-10-01 - 2016-12-31	Quarter Previous Year 2015-10-01 - 2015-12-31
<b>Analysis of income and expense [abstract]</b>				
<b>Revenue [abstract]</b>				
Revenue from rendering of services	0	0	0	0
Revenue from sale of goods	68,206,284,000	58,279,004,000	18,818,552,000	15,163,889,000
Interest income	0	0	0	0
Royalty income	0	0	0	0
Dividend income	0	0	0	0
Rental income	0	0	0	0
Revenue from construction contracts	0	0	0	0
Other revenue	0	0	0	0
<b>Total revenue</b>	<b>68,206,284,000</b>	<b>58,279,004,000</b>	<b>18,818,552,000</b>	<b>15,163,889,000</b>
<b>Finance income [abstract]</b>				
Interest income	38,975,000	20,337,000	15,480,000	6,146,000
Net gain on foreign exchange	0	0	0	13,325,000
Gains on change in fair value of derivatives	554,684,000	342,201,000	118,049,000	72,543,000
Gain on change in fair value of financial instruments	0	0	0	0
Other finance income	24,585,000	29,411,000	16,397,000	5,701,000
<b>Total finance income</b>	<b>618,244,000</b>	<b>391,949,000</b>	<b>149,926,000</b>	<b>97,715,000</b>
<b>Finance costs [abstract]</b>				
Interest expense	578,691,000	485,561,000	169,873,000	131,245,000
Net loss on foreign exchange	400,135,000	103,286,000	187,055,000	0
Losses on change in fair value of derivatives	0	0	0	13,674,000
Loss on change in fair value of financial instruments	0	0	0	0
Other finance cost	77,846,000	126,204,000	14,788,000	46,582,000
<b>Total finance costs</b>	<b>1,056,672,000</b>	<b>715,051,000</b>	<b>371,716,000</b>	<b>191,501,000</b>
<b>Tax income (expense)</b>				
Current tax	3,140,435,000	2,488,912,000	967,807,000	879,760,000
Deferred tax	(691,097,000)	(842,463,000)	(509,338,000)	(707,599,000)
<b>Total tax income (expense)</b>	<b>2,449,338,000</b>	<b>1,646,449,000</b>	<b>458,469,000</b>	<b>172,161,000</b>

**[800500] Notes - List of notes****Disclosure of notes and other explanatory information [text block]**

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Since the information presented herein refers to interim financial information, the Company opted to prepare its information according to IAS 34 (Option 1).

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**Disclosure of accrued expenses and other liabilities [text block]**

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Other liabilities mainly includes: Employee benefits payable and promotion and advertising payable.

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**Disclosure of associates [text block]**

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The Company has no investment in associated companies.

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**Disclosure of auditors' remuneration [text block]**

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Audit fees are disclosed at the end of the period.

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**Disclosure of authorisation of financial statements [text block]**

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The consolidated financial statements were authorized by the Chief Administrative Office of the Company on February 1, 2017.

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### Disclosure of available-for-sale financial assets [text block]

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The Company has no assets available for sale.

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### Disclosure of basis of preparation of financial statements [text block]

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#### **-BASIS OF MEASUREMENT**

The consolidated financial statements have been prepared on the basis of historical cost, except for the fair value of certain financial instruments as described in the policies shown below (See accounting policy of financial instruments).

The preparation of financial statements requires that management make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results could differ from those estimates.

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### Disclosure of biological assets, agriculture produce at point of harvest and government grants related to biological assets [text block]

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The Company doesn't have this type of assets.

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### Disclosure of borrowings [text block]

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See section [800001] - Breakdown of credits.

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### Disclosure of business combinations [text block]

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See section [800600] Accounting policy for Business combinations.

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### Disclosure of cash and cash equivalents [text block]

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See section [800100] Cash and cash equivalents entry.

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### Disclosure of commitments and contingent liabilities [text block]

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The Company has commitments to purchase commodities, raw material and machinery and equipment that are disclosed at the end of the year.

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### Disclosure of contingent liabilities [text block]

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During June, 2016, the Company paid the contingent liability that resulted from the acquisition of the non-controlling interest from Archer Daniels Midland on 2012. See Description of significant events and transactions in section [813000] for additional information.

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### Disclosure of cost of sales [text block]

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See Disclosure of results of operations and prospects in section [105000].

### Disclosure of credit risk [text block]

The Company's management establishes the maximum credit risk according to its policies. The Company assures the compliance of the credit limits established and, therefore, no important losses from trade accounts receivable are expected.

### Disclosure of debt instruments [text block]

#### Debt Profile

GRUMA's debt was US\$775 million, US\$75 million more than at September 2016. Approximately 84% of GRUMA's debt was dollar-denominated.

Debt (US\$ millions)						
Dic'16	Dic'15	Var (\$)	Var (%)	Sep'16	Var (\$)	Var (%)
775	769	6	1%	700	75	11%

#### Debt Maturity Profile

(US\$ millions)

	Rate	2017	2018	2019	2020	2021	2022	2024	TOTAL
Senior Notes 2024	4.875%							400	400
Rabobank Syndicated Facility	LIBOR+1.5%-3%	33	121						154
Rabobank Revolving Facility	LIBOR+0.9%-1.2%		66.5						66.5
Other	4.98% (avg.)	147.3	2.8	2.7	1.5	0.4	0.1		154.9
<b>TOTAL</b>	<b>4.17% (avg.)</b>	<b>180.3</b>	<b>190.3</b>	<b>2.7</b>	<b>1.5</b>	<b>0.4</b>	<b>0.1</b>	<b>400</b>	<b>775.4</b>

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## Disclosure of derivative financial instruments [text block]

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See [800007] Annex - Financial derivate instruments.

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## Disclosure of discontinued operations [text block]

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### **-DISCONTINUED OPERATIONS**

#### **A)LOSS OF CONTROL OF VENEZUELA**

The Ministry of Popular Power for Internal Relations and Justice published on January 22, 2013 Administrative Providence number 004-13 dated January 21, 2013 (the "Providence") in the Official Gazette of the Bolivarian Republic of Venezuela (the "Republic"). Given this Providence, GRUMA determined that it had lost control of the subsidiaries in Venezuela: Molinos Nacionales, C.A. ("MONACA") and Derivados de Maíz Seleccionado, DEMASECA, C.A. ("DEMASECA").

Following the principles set by IFRS, the Company lost the ability to affect the variable returns and concluded that it had lost the control of MONACA and DEMASECA on January 22, 2013, consequently, the Company ceased the consolidation of the financial information of MONACA and DEMASECA as of this date.

#### **B) IMPAIRMENT OF THE INVESTMENT IN VENEZUELA**

At December 31, 2015 and 2014, GRUMA performed impairment tests on the investments in MONACA and DEMASECA to determine a potential recoverable amount

The impairment test performed in the fourth quarter of 2015, resulted in an impairment loss of Ps.4,362,108, which was recognized in consolidated income for the year ended December 31, 2015 as "Loss from discontinued operations".

The historical value of the net investment in MONACA and DEMASECA at January 22, 2013, the date when the Company ceased the consolidation of the financial information of these entities, was Ps.2,913,760 and Ps.195,253, respectively.

At December 31, 2015 certain subsidiaries of GRUMA have accounts receivable with the Venezuelan companies for a total amount of Ps.1,253,095, which were fully impaired and are included as part of the impairment loss recognized in income as of this date altogether with the investment.

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### Disclosure of dividends [text block]

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The General Ordinary Shareholders' Meeting held on April 29, 2016, among other matters, approved the following:

- To pay a cash dividend in the amount of Ps.865'498,158.00, equivalent to Ps.2.00 for each of the 432'749,079 issued and outstanding shares, with voting rights, which aggregate amount will be paid from the Taxable Net Income for dividends and income generated as of December 31, 2015.

This payment will be made in cash in four installments, each for Ps.0.50, on July 08 and October 07, 2016, January 10 and April 07, 2017.

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### Disclosure of expenses [text block]

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See Disclosure of results of operations and prospects in section [105000].

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### Disclosure of fair value of financial instruments [text block]

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See [800007] Annex - Financial derivate instruments.

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### Disclosure of finance income (cost) [text block]

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See Disclosure of results of operations and prospects in section [105000].

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### Disclosure of impairment of assets [text block]

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During September, 2016, the Company recorded an income from the reversal of an impairment loss for approximately Ps.78 million, in relation with the reopening of the subsidiary Molinos Azteca de Chalco, S.A. de C.V, as 'Other income'. This subsidiary had been temporary shut-down since 1998.

During December, 2016, the Company recognized a cost of written-down fixed assets amounting to approximately Ps.22 million in the Mexico division.

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### Disclosure of information about employees [text block]

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See section [700000] Informative data about the Statement of financial position.

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### Disclosure of issued capital [text block]

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The Company's outstanding common stock consists of 432,749,079 Series "B" shares, amounting to Ps.5,363,595 thousand.

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### Disclosure of other operating income (expense) [text block]

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See Disclosure of results of operations and prospects in section [105000].

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### Disclosure of property, plant and equipment [text block]

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See Financial position, liquidity and capital resources in section [105000].

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### Disclosure of related party [text block]

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#### **-RELATED PARTIES**

As of December 31, 2016, the Company did not carry out any transaction with nor had balances with related parties.

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### Disclosure of summary of significant accounting policies [text block]

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Since the information presented herein refers to interim financial information, the Company opted to prepare its information according to IAS 34 (Option 1).

The consolidated financial statements of Gruma, S.A.B. de C.V. and Subsidiaries for all the periods presented have been prepared in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). The IFRS also include the International Accounting Standards (IAS) in force, as well as all the related interpretations issued by the IFRS Interpretations Committee, including those previously issued by the Standing Interpretations Committee. The Company applied IFRS that were effective at December 31, 2016, with no significant impact on its financial statements.

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## [800600] Notes - List of accounting policies

### Disclosure of summary of significant accounting policies [text block]

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Since the information presented herein refers to interim financial information, the Company opted to prepare its information according to IAS 34 (Option 1).

The consolidated financial statements of Gruma, S.A.B. de C.V. and Subsidiaries for all the periods presented have been prepared in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). The IFRS also include the International Accounting Standards (IAS) in force, as well as all the related interpretations issued by the IFRS Interpretations Committee, including those previously issued by the Standing Interpretations Committee. The Company applied IFRS that were effective at December 31, 2016, with no significant impact on its financial statements.

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### Description of accounting policy for biological assets [text block]

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The Company doesn't have this type of assets.

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### Description of accounting policy for business combinations and goodwill [text block]

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#### **-BUSINESS COMBINATIONS**

Business combinations are recognized through the acquisition method of accounting. The consideration transferred for the acquisition of a subsidiary is measured as the fair value of the assets transferred, the liabilities incurred by the Company with the previous owners and the equity instruments issued by the Company. The cost of an acquisition also includes the fair value of any contingent payment.

The related acquisition costs are recognized in the income statement when incurred.

Identifiable assets acquired, liabilities assumed and contingent liabilities in a business combination are measured at fair value at the acquisition date.

The Company recognizes any non-controlling interest as the proportional share of the net identifiable assets of the acquired entity.

The Company recognizes goodwill when the cost including any amount of non-controlling interest in the acquired entity exceeds the fair value at acquisition date of the identifiable assets acquired and liabilities assumed.

When the entity or entities acquired are, before and after the acquisition, ultimately controlled by the same entity, and such control is not temporary, it is assumed that the entities are under common control and therefore, there is no business combination. Transactions and exchanges between entities under common control are recognized on the basis of the carrying value of assets and liabilities transferred on the date of the transaction, and therefore, goodwill is not recognized.

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## Description of accounting policy for derivative financial instruments and hedging [text block]

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### **-DERIVATIVE FINANCIAL INSTRUMENTS AND HEDGING ACTIVITIES**

Derivative financial instruments are initially recognized at fair value and are subsequently re-measured at their fair value; the transaction costs are recognized in the income statement when incurred. Derivative financial instruments are classified as current, except for maturities exceeding twelve months.

Fair value is determined based on recognized market prices. When not quoted in markets, fair value is determined using valuation techniques commonly used in the financial sector. Fair value reflects the credit risk of the instrument and includes adjustments to consider the credit risk of the Company or the counterparty, when applicable.

The method for recognizing the resulting gain or loss depends on whether the derivative is designated as a hedge and, if so, the nature of the item being hedged. The Company designates derivative financial instruments as follows:

- Hedges of the fair value of recognized assets or liabilities or a firm commitment (fair value hedge);
- Hedges of a particular risk associated with a recognized asset or liability or a highly probable forecast transaction (cash flow hedge); or
- Hedges of a net investment in a foreign operation (net investment hedge).

The Company documents at the inception of the transaction the relationship between hedging instruments and hedged items, including objectives, strategies for risk management and the method for assessing effectiveness in the hedge relationship.

#### **a. Fair value hedges**

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the income statement, together with changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

**b. Cash flow hedges**

For cash flow hedge transactions, changes in the fair value of the derivative financial instrument are included as other comprehensive income in equity, based on the evaluation of the hedge effectiveness, and are reclassified to the income statement in the periods when the projected transaction is realized.

Hedge effectiveness is determined when changes in the fair value or cash flows of the hedged position are compensated with changes in the fair value or cash flows of the hedge instrument in a quotient that ranges between 80% and 125% of inverse correlation. Ineffective portions from changes in the fair value of derivative financial instruments are recognized immediately in the income statement.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognized when the forecasted transaction is ultimately registered in the income statement.

**c. Net investment hedge**

Hedges of net investments in foreign operations are accounted for similarly to cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income. The gain or loss relating to the ineffective portion is recognized in the income statement. Gains and losses accumulated in equity are included in the income statement when the foreign operation is partially disposed of or sold.

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**Description of accounting policy for determining components of cash and cash equivalents [text block]**

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**-CASH AND CASH EQUIVALENTS**

Cash and cash equivalents include cash and short term highly liquid investments with original maturities of less than three months. These items are recognized at historical cost, which do not differ significantly from its fair value.

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**Description of accounting policy for earnings per share [text block]**

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**-EARNINGS PER SHARE**

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the year, excluding ordinary shares purchased by the

Company and held as treasury shares. Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares, which include convertible debt and share options.

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## Description of accounting policy for employee benefits [text block]

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### **-EMPLOYEE BENEFITS**

#### **a. Post-employment benefits**

In Mexico, the Company has the following defined benefit plans:

- Single-payment retirement plan, when employees reach the required retirement age, which is 60.
- Seniority premium, after 15 years of service.

The Company has established trust funds in order to meet its obligations for the seniority premium. Employees do not contribute to these funds.

The liability recognized in the balance sheet in respect of defined benefit plans is the present value of the defined benefit obligation, less the fair value of plan assets. The Company determines the net interest expense (income) on the net defined benefit liability (asset) for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the net defined benefit liability (asset). The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method.

The present value of the defined benefit obligation is determined by discounting the estimated cash outflows using discount rates in accordance with IAS-19, that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related liability.

Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise. Past service costs are recognized immediately in the income statement.

In the United States, the Company has saving and investment plans that incorporate voluntary employees 401(k) contributions with matching contributions of the Company in this country. The Company's contributions are recognized in the income statement when incurred.

#### **b. Termination benefits**

Termination benefits are payable when employment is terminated by decision of the Company, before the normal retirement date.

The Company recognizes termination benefits as a liability at the earlier of the following dates: (a) when the Company can no longer withdraw the offer of those benefits; and (b) when the Company recognizes restructuring costs that represents a provision and involves the payment of termination benefits. Termination benefits that do not meet this requirement are recognized in the income statement in the period when incurred.

### **c. Short term benefits**

Short term employee benefits are measured at nominal base and are recognized as expenses as the related service is provided. If the Company has the legal or constructive obligation to pay as a result of a service rendered by the employee in the past and the amount can be estimated, an obligation is recognized for short term bonuses or profit sharing.

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## Description of accounting policy for financial assets [text block]

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### **Financial assets**

#### **Classification**

In its initial recognition and based on its nature and characteristics, the Company classifies its financial assets in the following categories: (i) financial assets at fair value through profit or loss, (ii) loans and receivables, (iii) financial assets held until maturity, and (iv) available-for-sale financial assets. The classification depends on the purpose for which the financial assets were acquired.

#### **Financial assets at fair value through profit or loss**

A financial asset is classified at fair value through profit or loss when designated as held for trading or classified as such in its initial recognition. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Assets in this category are carried at fair value, and directly attributable transaction costs and corresponding changes of fair value are recognized in the income statement. Derivatives are also categorized as held for trading unless they are designated as hedges. Assets in this category are classified as current assets if expected to be settled within 12 months; otherwise, they are classified as non-current.

#### **Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for assets with maturities greater than 12 months. Initially, these assets are carried at fair value plus any transaction costs directly attributable to them; subsequently, these assets are recognized at amortized cost using the effective interest rate method.

#### **Financial assets held until maturity**

When the Company has the intention and capacity to keep debt instruments until maturity, these financial assets are classified as held until maturity. Initially, these assets are carried at fair value plus any transaction costs directly attributable to them; subsequently, these assets are recognized at amortized cost using the effective interest rate method.

#### **Available-for-sale financial assets**

Available-for-sale financial assets are non-derivative financial assets that are designated in this category or not classified in any of the other categories. They are included in current assets, except for assets with maturities greater than 12 months. These assets are initially recognized at fair value plus any transaction costs directly attributable to them; subsequently, these assets are recognized at fair value. If these assets cannot be measured through an active market, then they are measured at cost. Profit or losses from changes in the fair value are recognized in other comprehensive income in the period when incurred. At disposition date, such profit or losses are recognized in income.

Interest on available-for-sale securities calculated using the effective interest method is recognized in the income statement as part of interest income. Dividends on available-for-sale equity instruments are recognized in the income statement when the Company's right to receive payments is established.

#### **Impairment**

The Company assesses at each reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is considered to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (an incurred "loss event") and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. See the accounting policy for the impairment of accounts receivable.

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### **Description of accounting policy for financial instruments [text block]**

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#### **-FINANCIAL INSTRUMENTS**

Regular purchases and sales of financial instruments are recognized in the balance sheet on the trade date, which is the date when the Company commits to purchase or sell the instrument.

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## Description of accounting policy for financial instruments at fair value through profit or loss [text block]

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### Financial assets at fair value through profit or loss

A financial asset is classified at fair value through profit or loss when designated as held for trading or classified as such in its initial recognition. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Assets in this category are carried at fair value, and directly attributable transaction costs and corresponding changes of fair value are recognized in the income statement. Derivatives are also categorized as held for trading unless they are designated as hedges. Assets in this category are classified as current assets if expected to be settled within 12 months; otherwise, they are classified as non-current.

### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities for trading and financial liabilities designated at initial recognition.

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## Description of accounting policy for financial liabilities [text block]

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### Financial liabilities

#### Debt and financial liabilities

Debt and financial liabilities that are non-derivatives are initially recognized at fair value, net of transaction costs directly attributable to them; subsequently, these liabilities are recognized at amortized cost. The difference between the net proceeds and the amount payable is recognized in the income statement during the debt term, using the effective interest rate method.

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities for trading and financial liabilities designated at initial recognition.

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## Description of accounting policy for foreign currency translation [text block]

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### -FOREIGN CURRENCY

**a. Transactions in foreign currency**

Foreign currency transactions are translated into the functional currency of the Company using the exchange rates effective at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at year-end exchange rates. The differences that arise from the translation of foreign currency transactions are recognized in the income statement.

**b. Foreign currency translation**

The financial statements of the Company's entities are measured using the currency of the main economic environment where each entity operates (functional currency). The consolidated financial statements are presented in Mexican pesos, currency that corresponds to the presentation currency of the Company.

The financial position and results of the entities that have a functional currency which differs from the Company's presentation currency are translated as follows:

- Assets and liabilities are translated at the closing rate of the period.
- Income and expenses are translated at average exchange rates when it has not fluctuated significantly during the period.
- Equity is translated at the effective exchange rate in the date when the contributions were made and the earnings were generated.
- All resulting exchange differences are recognized in other comprehensive income as a separate component of equity denominated "Foreign currency translation adjustments".

Previous to the translation to Mexican pesos, the financial statements of foreign subsidiaries with functional currency from a hyperinflationary environment are adjusted by inflation in order to reflect the changes in purchasing power of the local currency. Subsequently, assets, liabilities, equity, income, costs, and expenses are translated to the presentation currency at the closing rate at the end of the period. To determine the existence of hyperinflation, the Company evaluates the qualitative characteristics of the economic environment, as well as the quantitative characteristics established by IFRS of an accumulated inflation rate equal or higher than 100% in the past three years.

The Company applies hedge accounting to foreign exchange differences originated between the functional currency of a foreign subsidiary and the functional currency of the Company. Exchange differences resulting from the translation of a financial liability designated as hedge for a net investment in a foreign subsidiary, are recognized in "other comprehensive income" as a separate component denominated "Foreign currency translation adjustments" while the hedge is effective. See the accounting of the net investment hedge policy.

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**Description of accounting policy for functional currency [text block]**

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**-FUNCTIONAL AND PRESENTATION CURRENCY**

The consolidated financial statements are presented in Mexican pesos, which is the functional currency of GRUMA.

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**Description of accounting policy for impairment of assets [text block]**

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**-IMPAIRMENT OF LONG-LIVED ASSETS**

The Company performs impairment tests for its property, plant and equipment and intangible assets with finite useful lives, when certain events and circumstances suggest that the carrying value of the assets might not be recovered. Intangible assets with indefinite useful lives and goodwill are subject to impairment tests at least once a year.

An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount of an asset or cash-generating unit is the higher of an asset's fair value less costs to sell and value in use. To determine value in use, estimated future cash flows are discounted at present value, using a pre-tax discount rate that reflect time value of money and considering the specific risks associated with the asset. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating unit).

Impairment losses on goodwill are not reversed. For other assets, impairment losses are reversed if a change in the estimates used for determining the recoverable amount has occurred. Impairment losses are reversed to the extent that the book value does not exceed the book value that was determined, net of depreciation or amortization, if no impairment loss was recognized.

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**Description of accounting policy for income tax [text block]**

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**-INCOME TAXES**

The tax expense of the period comprises current and deferred tax. Tax is recognized in the income statement, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case, the tax is also recognized in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the Company and its subsidiaries operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized from the analysis of the balance sheet considering temporary differences arising between the tax bases of assets and liabilities and their carrying amounts. Deferred income tax is determined using tax rates that have been approved or substantially approved at the date of the balance sheet and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred income tax assets are recognized for tax loss carry-forwards not used, tax credits and deductible temporary differences, only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. In each period-end deferred income tax assets are reviewed and reduced to the extent that it is not probable that the benefits will be realized.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference is controlled by the Company and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset if the entity has a legally enforceable right to set off assets against liabilities and are related to income tax levied by the same tax authority on the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

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## Description of accounting policy for intangible assets and goodwill [text block]

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### -INTANGIBLE ASSETS

#### a. Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Company's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. Goodwill is tested annually for impairment, or whenever the circumstances indicate that the value of the asset might be impaired. Goodwill is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill related to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose, identified according to operating segment.

#### b. Intangible assets with finite useful lives

Intangible assets with finite useful lives are carried at cost less accumulated amortization and impairment losses. Amortization is calculated using the straight-line method over the estimated useful lives of the assets. Estimated useful lives are as follows:

**Years**

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Non-compete agreements.....	3 - 20
Patents and trademarks.....	3 - 20
Customer lists.....	5 - 20
Software for internal use.....	3 - 7

#### **c. Intangible assets with indefinite useful lives**

Intangible assets with indefinite useful lives are not amortized, but subject to impairment tests on an annual basis or whenever the circumstances indicate that the value of the asset might be impaired.

#### **d. Research and development**

Research costs are expensed when incurred.

Costs from development activities are recognized as an intangible asset when such costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits will be obtained, and the Company pretends and has sufficient resources in order to complete the development and use or sell the asset. The amortization is recognized in income based on the straight-line method during the estimated useful life of the asset.

Development costs that do not qualify as intangible assets are recognized in income when incurred.

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### **Description of accounting policy for investment in associates [text block]**

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As of December 31, 2016, the Company has no investments in associated companies.

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### **Description of accounting policy for investments in joint ventures [text block]**

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As of December 31, 2016, the Company has no investments in joint ventures.

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### **Description of accounting policy for issued capital [text block]**

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**-SHARE CAPITAL**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

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**Description of accounting policy for leases [text block]**

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**-LEASES****a. Operating leases**

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are recognized in the income statement on a straight-line basis over the period of the lease.

**b. Finance leases**

Leases where the Company has substantially all the risks and rewards of ownership, are classified as finance leases.

Under finance leases, at the initial date, both assets and liabilities are recognized at the lower of the fair value of the leased property and the present value of the minimum lease payments. In order to discount the minimum payments, the Company uses the interest rate implicit in the lease, if this practicable to determine; if not, the Company's incremental borrowing rate is used.

Lease payments are allocated between the interest expense and the reduction of the pending liability. Interest expense is recognized in each period during the lease term so as to produce a constant periodic interest rate on the remaining balance of the liability.

Property, plant and equipment acquired under finance leases is depreciated over the shorter of the useful life of the asset and the lease term.

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**Description of accounting policy for measuring inventories [text block]**

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**-INVENTORIES**

Inventories are measured at the lower of cost and net realizable value. Cost is determined using the average cost method. The net realizable value is the estimated selling price of inventory in the normal course of business, less applicable variable selling expenses. The cost of finished goods and production in process includes raw materials,

direct labor, other direct costs and related production overheads. Cost of inventories could also include the transfer from comprehensive income of any gains or losses on cash flow hedges for purchases of raw materials.

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## Description of accounting policy for non-current assets or disposal groups classified as held for sale and discontinued operations [text block]

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### **-LONG-LIVED ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS**

Long-lived assets are classified as held for sale when (a) their carrying amount is to be recovered mainly through a sale transaction, rather than through continuing use, (b) the assets are held immediately for sale and (c) the sale is considered highly probable in its current condition.

For the sale to be considered highly probable:

- Management must be committed to a sale plan.
- An active program must have begun in order to locate a buyer and to complete the plan.
- The asset must actively be quoted for its sale at a price that is reasonable to its current fair value; and
- The sale is expected to be completed within a year starting the date of classification.

Non-current assets held for sale are stated at the lower of carrying amount and fair value less costs to sell.

Discontinued operations are the operations and cash flows that can be clearly distinguished from the rest of the entity, that either have been disposed of or have been classified as held for sale, and:

- Represent a line of business or geographical area of operations.
- Are part of a single coordinated plan to dispose of a line of business or geographical area of operations, or
- Is a subsidiary acquired exclusively with a view to resale.

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## Description of accounting policy for property, plant and equipment [text block]

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### **-PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment are valued at acquisition cost, less accumulated depreciation and recognized impairment losses. Cost includes expenses that are directly attributable to the asset acquisition.

Subsequent costs, including major improvements, are capitalized and are included in the carrying value of the asset or recognized as a separate asset, only when it is probable that future economic benefits associated with the specific

asset will flow to the Company and the costs can be measured reliably. Repairs and maintenance are recognized in the income statement when incurred. Major improvements are depreciated during the remaining useful life of the related asset. Leasehold improvements are depreciated using the lower of the lease term or useful life. Land is not depreciated.

Costs of borrowings, general and specific, of qualifying assets that require a substantial period of time (over one year) for acquisition or construction, are capitalized as part of the acquisition cost of these assets, until such time as the assets are substantially ready for their intended use or sale.

Depreciation is calculated over the asset cost less residual value, considering its components separately. Depreciation is recognized in income using the straight-line method and applying annual rates that reflect the estimated useful lives of the assets. The estimated useful lives are summarized as follows:

	<u>Years</u>
Buildings.....	25 – 50
Machinery and equipment.....	5 – 25
Leasehold improvements.....	10 *

\* The lesser of 10 years or the term of the leasehold agreement.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

Gains and losses from sale of assets result from the difference between revenues of the transaction and the book value of the assets, which is included in the income statement as other expenses, net.

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## Description of accounting policy for provisions [text block]

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### **-PROVISIONS**

Provisions are recognized when (a) the Company has a present legal or constructive obligation as a result of past events; (b) it is probable that an outflow of resources will be required to settle the obligation; and (c) the amount has been reliably estimated.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the specific risks of the obligation. The increase in the provision due to the passage of time is recognized as interest expense.

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## Description of accounting policy for recognition of revenue [text block]

**-REVENUE RECOGNITION**

Sales are recognized upon shipment of products to, and acceptance by, the Company's customers or when the risk of ownership has passed to the customers. Revenue is recognized at the fair value of the consideration received or receivable, net of returns, discounts, and rebates. Provisions for discounts and rebates to customers, returns and other adjustments are recognized in the same period that the related sales are recorded and are based upon either historical estimates or actual terms.

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**Description of accounting policy for segment reporting [text block]**

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**-SEGMENT INFORMATION**

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses relating to transactions with other components of the same entity. Operating results from an operating segment are regularly reviewed by the entity's chief executive officer to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available.

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**Description of accounting policy for subsidiaries [text block]**

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**-SUBSIDIARIES**

The subsidiaries are all entities (including structured entities) over which the Company has control. The Company controls an entity when the Company is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are incorporated in the consolidated financial statements starting on the date on which the control begins, until the date such control ceases.

Intercompany transactions, balances and unrealized gains on transactions between group companies are eliminated. Unrealized losses are also eliminated. Subsidiaries' accounting policies have been changed where necessary to ensure consistency with the policies adopted by the Company.

As of December 31, 2016, the main subsidiaries included in the consolidation are:

**% of  
ownership**

Gruma Corporation and subsidiaries.....	100.00
Grupo Industrial Maseca, S.A.B. de C.V. and subsidiaries.....	85.50
Gruma International Foods, S.L. and subsidiaries.....	100.00
Mission Foods México, S. de R.L. de C.V.....	100.00

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### Description of accounting policy for trade and other receivables [text block]

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#### -ACCOUNTS RECEIVABLE

Trade receivables are initially recognized at fair value and subsequently valued at amortized cost using the effective interest rate method, less provision for impairment. The Company has determined that the amortized cost does not represent significant differences with respect to the invoiced amount from short-term trade receivables, since the transactions do not have relevant associated costs.

Allowances for doubtful accounts or impairment represent the Company's estimates of losses that could arise from the failure or inability of customers to make payments when due. These estimates are based on the maturity dates of customers' balances, specific credit circumstances and the Company's historical experience on doubtful accounts.

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### Description of accounting policy for transactions with non-controlling interests [text block]

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#### -TRANSACTIONS WITH NON-CONTROLLING INTEREST WITHOUT CHANGE OF CONTROL

The Company applies a policy of treating transactions with non-controlling interest as transactions with equity owners of the Company. When purchases from non-controlling interest take place, the difference between any consideration paid and the relevant interest acquired of the carrying value of net assets of the subsidiary is recognized as equity transactions; therefore, no goodwill is recognized with these acquisitions. Disposals of non-controlling interests result in gains or losses for the Company and are recorded in equity when there is no loss of control.

**[813000] Notes - Interim financial reporting****Disclosure of interim financial reporting [text block]****HIGHLIGHTS**

During the fourth quarter of 2016 GRUMA's performance continued its double-digit upward growth trend across its financial results.

Sales volume growth was supported by increases at GIMSA as well as at Gruma USA, while EBITDA growth came mainly from our U.S. operations. Net sales benefited from peso weakness and prices at GIMSA, and EBITDA improvement resulted from peso weakness and better performance at the U.S. operations.

For comparative purposes, it is worth noting that during this quarter, performance at Gruma USA reflected the extraordinary effect of one additional week of operations, in line with the closing of its fiscal year-end accounting, which occurs every five to six years.

GIMSA continues to capture market share arising from the substitution of the traditional method, growing at a faster rate than the tortilla industry in Mexico as a whole.

On a consolidated basis, **net sales** increased 24%, **operating profit** and **EBITDA** rose 29% and 22%, respectively, and **majority net income**, 163%.

Sales and EBITDA from non-Mexican operations represented 75% and 70%, respectively, of consolidated figures. The company reported US\$775 million of **debt** at quarter-end, US\$75 million more than at the end of 3Q16, as the company increased its cash reserves in dollar terms.

**Net Debt/EBITDA** ratio was 1x.

**Consolidated Financial Highlights**

(Ps. millions)

	<b>4Q16</b>	<b>4Q15</b>	<b>Var</b>
Sales volume (thousand metric tons)	1,040	977	6%
Net sales	18,819	15,164	24%
Operating income	2,478	1,924	29%
Operating margin	13.2%	12.7%	50 bp
EBITDA	3,041	2,490	22%
EBITDA margin	16.2%	16.4%	(20) bp
Majority net income	1,703	(2,685)	N.A.



**GRUMA, S.A.B. DE C.V., AND SUBSIDIARIES**  
**FINANCIAL HIGHLIGHTS**  
(MILLIONS OF MEXICAN PESOS)

INCOME STATEMENT SUMMARY	QUARTERS			YTD DECEMBER		
	4Q16	4Q15	VAR (%)	2016	2015	VAR (%)
NET SALES	18,819	15,164	24	68,206	58,279	17
COST OF SALES	11,769	9,147	29	42,151	35,938	17
GROSS PROFIT	7,050	6,017	17	26,056	22,341	17
GROSS MARGIN (%)	37.5%	39.7%		38.2%	38.3%	
SELLING AND ADMINISTRATIVE EXPENSES	4,567	3,685		17,140	14,442	
OTHER EXPENSE (INCOME), NET	6	408		(206)	531	
OPERATING INCOME	2,478	1,924	29	9,122	7,368	24
OPERATING MARGIN (%)	13.2%	12.7%		13.4%	12.6%	
NET COMPREHENSIVE FINANCING COST	222	94		438	323	
INTEREST EXPENSE	185	178		657	612	
INTEREST INCOME	(32)	(12)		(64)	(50)	
(GAIN) LOSS FROM DERIVATIVE FINANCIAL INSTRUMENTS	(118)	(59)		(555)	(342)	
FOREIGN EXCHANGE LOSS (GAIN)	187	(13)		400	103	
INCOME TAXES	458	172		2,449	1,646	
PROFIT (LOSS) FROM DISCONTINUED OPERATIONS	0	(4,249)		0	(4,314)	
NET INCOME	1,797	(2,591)	169	6,234	1,085	475
MAJORITY NET INCOME	1,703	(2,685)	163	5,922	762	677
EARNINGS PER SHARE <sup>1</sup>	3.94	(6.21)	163	13.68	1.76	677
DEPRECIATION AND AMORTIZATION	541	393		1,899	1,598	
IMPAIRMENT OF LONG LIVED ASSETS	22	173		(56)	173	
EBITDA <sup>2</sup>	3,041	2,490	22	10,964	9,139	20
EBITDA MARGIN (%)	16.2%	16.4%		16.1%	15.7%	
CAPITAL EXPENDITURES (MILLION US\$)	107	64		295	221	

BALANCE SHEET SUMMARY	Dec-16	Dec-15	VAR (%)	Sep-16	VAR (%)
CASH AND CASH EQUIVALENTS	5,467	2,919	87	4,744	15
TRADE ACCOUNTS RECEIVABLE	6,466	5,489	18	6,248	3
OTHER ACCOUNTS RECEIVABLE	1,827	1,934	(6)	1,777	3
INVENTORIES	8,682	7,817	11	8,750	(1)
CURRENT ASSETS	23,109	18,514	25	22,296	4
PROPERTY, PLANT, AND EQUIPMENT, NET	26,210	20,170	30	23,953	9
<b>TOTAL ASSETS</b>	<b>56,358</b>	<b>44,333</b>	<b>27</b>	<b>52,772</b>	<b>7</b>
SHORT-TERM DEBT	3,725	2,660	40	1,990	87
CURRENT LIABILITIES	14,246	11,667	22	13,581	5
LONG-TERM DEBT	12,230	10,494	17	11,590	6
<b>TOTAL LIABILITIES</b>	<b>30,658</b>	<b>25,739</b>	<b>19</b>	<b>29,241</b>	<b>5</b>
MAJORITY SHAREHOLDERS' EQUITY	23,872	17,034	40	21,791	10
<b>SHAREHOLDERS' EQUITY</b>	<b>25,700</b>	<b>18,594</b>	<b>38</b>	<b>23,531</b>	<b>9</b>
CURRENT ASSETS/CURRENT LIABILITIES	1.62	1.59		1.64	
TOTAL LIABILITIES/SHAREHOLDERS' EQUITY	1.19	1.38		1.24	
DEBT/EBITDA <sup>3</sup>	1.46	1.44		1.30	
EBITDA/INTERES EXPENSE <sup>3</sup>	16.70	14.94		16.25	
BOOK VALUE PER SHARE <sup>1</sup>	55.16	39.36		50.35	

<sup>1</sup> On the basis of 432,749,079 shares as of December 31, 2016 and 2015 and as of September 30, 2016.

<sup>2</sup> EBITDA = operating income + depreciation, amortization and impairment of long lived assets +/- other expenses (income) unrelated to core business operations.

<sup>3</sup> Last twelve months.

**GRUMA, S.A.B. DE C.V., AND SUBSIDIARIES**  
**FINANCIAL HIGHLIGHTS BY SUBSIDIARY**  
(MILLIONS OF MEXICAN PESOS)

		QUARTERS				YTD DECEMBER			
		4Q16	4Q15	VAR (\$)	VAR (%)	2016	2015	VAR (\$)	VAR (%)
<b>GRUMA USA<sup>1</sup></b>	SALES VOLUME <sup>2</sup>	<b>370</b>	337	32	10	<b>1,374</b>	1,341	32	2
Corn flour, tortillas, and other	NET SALES	<b>10,972</b>	10,112	859	8	<b>41,824</b>	41,092	731	2
	GROSS PROFIT	<b>4,594</b>	4,436	158	4	<b>17,903</b>	17,275	628	4
	Gross Margin	<b>41.9%</b>	43.9%			<b>42.8%</b>	42.0%		
	OPERATING INCOME	<b>1,490</b>	1,294	197	15	<b>5,864</b>	4,975	888	18
	Operating Margin	<b>13.6%</b>	12.8%			<b>14.0%</b>	12.1%		
	EBITDA	<b>1,844</b>	1,783	60	3	<b>7,139</b>	6,430	710	11
	EBITDA Margin	<b>16.8%</b>	17.6%			<b>17.1%</b>	15.6%		
<b>GIMSA</b>	SALES VOLUME	<b>522</b>	485	37	8	<b>1,965</b>	1,847	118	6
Corn flour and other	NET SALES	<b>4,861</b>	4,176	686	16	<b>17,866</b>	15,871	1,995	13
	GROSS PROFIT	<b>1,268</b>	1,289	(21)	(2)	<b>4,947</b>	4,871	76	2
	Gross Margin	<b>26.1%</b>	30.9%			<b>27.7%</b>	30.7%		
	OPERATING INCOME	<b>532</b>	542	(10)	(2)	<b>2,274</b>	2,205	69	3
	Operating Margin	<b>10.9%</b>	13.0%			<b>12.7%</b>	13.9%		
	EBITDA	<b>733</b>	727	6	1	<b>2,964</b>	2,942	22	1
	EBITDA Margin	<b>15.1%</b>	17.4%			<b>16.6%</b>	18.5%		
<b>GRUMA EUROPE<sup>1</sup></b>	SALES VOLUME <sup>2</sup>	<b>88</b>	99	(11)	(11)	<b>370</b>	404	(34)	(8)
Corn flour, tortillas, and other	NET SALES	<b>1,282</b>	1,370	(88)	(6)	<b>5,484</b>	5,807	(323)	(6)
	GROSS PROFIT	<b>303</b>	307	(4)	(1)	<b>1,280</b>	1,427	(147)	(10)
	Gross Margin	<b>23.6%</b>	22.4%			<b>23.3%</b>	24.6%		
	OPERATING INCOME	<b>9</b>	3	6	203	<b>160</b>	181	(21)	(12)
	Operating Margin	<b>0.7%</b>	0.2%			<b>2.9%</b>	3.1%		
	EBITDA	<b>65</b>	92	(26)	(29)	<b>378</b>	429	(51)	(12)
	EBITDA Margin	<b>5.1%</b>	6.7%			<b>6.9%</b>	7.4%		
<b>GRUMA CENTROAMÉRICA</b>	SALES VOLUME	<b>52</b>	46	5	12	<b>203</b>	199	4	2
Corn flour and other	NET SALES	<b>1,282</b>	1,054	228	22	<b>4,639</b>	4,057	581	14
	GROSS PROFIT	<b>509</b>	420	90	21	<b>1,809</b>	1,514	295	19
	Gross Margin	<b>39.7%</b>	39.8%			<b>39.0%</b>	37.3%		
	OPERATING INCOME	<b>119</b>	101	18	18	<b>426</b>	369	56	15
	Operating Margin	<b>9.3%</b>	9.6%			<b>9.2%</b>	9.1%		
	EBITDA	<b>149</b>	126	24	19	<b>534</b>	460	74	16
	EBITDA Margin	<b>11.6%</b>	11.9%			<b>11.5%</b>	11.3%		
<b>OTHER SUBSIDIARIES &amp; ELIMINATIONS<sup>3</sup></b>	SALES VOLUME	<b>9</b>	9	(1)	(7)	<b>48</b>	39	8	21
	NET SALES	<b>422</b>	(1,548)	1,970	127	<b>(1,606)</b>	(8,549)	6,943	81
	GROSS PROFIT	<b>377</b>	(434)	811	187	<b>117</b>	(2,745)	2,862	104
	Gross Margin	<b>89.3%</b>	(28.0%)			<b>7.3%</b>	(32.1%)		
	OPERATING INCOME	<b>327</b>	(16)	343	2,144	<b>399</b>	(363)	762	210
	Operating Margin	<b>77.5%</b>	(1.0%)			<b>24.8%</b>	(4.2%)		
	EBITDA	<b>250</b>	(238)	488	205	<b>(50)</b>	(1,121)	1,071	96
	EBITDA Margin	<b>59.2%</b>	(15.4%)			<b>(3.1%)</b>	(13.1%)		
<b>CONSOLIDATED</b>	SALES VOLUME	<b>1,040</b>	977	63	6	<b>3,959</b>	3,831	128	3
	NET SALES	<b>18,819</b>	15,164	3,655	24	<b>68,206</b>	58,279	9,927	17
	GROSS PROFIT	<b>7,050</b>	6,017	1,033	17	<b>26,056</b>	22,341	3,715	17
	Gross Margin	<b>37.5%</b>	39.7%			<b>38.2%</b>	38.3%		
	OPERATING INCOME	<b>2,478</b>	1,924	554	29	<b>9,122</b>	7,368	1,754	24
	Operating Margin	<b>13.2%</b>	12.7%			<b>13.4%</b>	12.6%		
	EBITDA	<b>3,041</b>	2,490	551	22	<b>10,964</b>	9,139	1,825	20
	EBITDA Margin	<b>16.2%</b>	16.4%			<b>16.1%</b>	15.7%		

<sup>1</sup> Convenience translation. For further details see "Accounting Procedures".

<sup>2</sup> All sales volume figures are expressed in thousand metric tons.

<sup>3</sup> Effect of the use of convenience translation is reported under Other Subsidiaries & Eliminations.

## **-ENTITY AND OPERATIONS**

Gruma, S.A.B. de C.V. (GRUMA) is a Mexican company with subsidiaries located in Mexico, the United States of America, Central America, Europe, Asia and Oceania, together referred to as the “Company”. The Company’s main activities are the production and sale of corn flour, tortillas and related products.

GRUMA is a publicly held corporation (*Sociedad Anónima Bursátil de Capital Variable*) organized under the laws of Mexico. The address of its registered office is Rio de la Plata 407 in San Pedro Garza García, Nuevo León, Mexico. GRUMA is listed on the Mexican Stock Exchange.

## **-USE OF ESTIMATES AND JUDGMENTS**

The relevant estimates and assumptions are reviewed on a regular basis. The review of accounting estimates are recognized in the period in which the estimate is reviewed and in any future period that is affected.

In particular, the information for assumptions, uncertainties from estimates and critical judgments in the application of accounting policies that have the most significant effect in the recognized amounts in these consolidated financial statements are described below:

- The assumptions used for the determination of fair values of financial instruments.
- The assumptions and uncertainties with respect to the interpretation of complex tax regulations, changes in tax laws, and the amount and timing of future taxable income.
- The key assumptions in impairment testing for long-lived assets used for the determination of the recoverable amount for the different cash generating units.
- The actuarial assumptions used for the determination of employee benefits obligations.
- The key assumptions in impairment testing of the investment in Venezuela.

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## **Description of significant events and transactions**

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### **-PAYMENT OF THE CONTINGENT LIABILITY FOR THE ACQUISITION OF NON-CONTROLLING INTEREST FROM ARCHER DANIELS MIDLAND**

During June 2016, the Company paid the contingent liability amounting \$1,110.2 million resulted from the acquisition of the non-controlling interest from Archer Daniels Midland on December 14, 2012, recognized in the Statement of cash flows within financing activities as “Other inflows (outflows) of cash”.

The contingent payment liability was registered at fair value. Subsequent changes in the fair value of the contingent liability were recognized in income for \$100.5 for the six-month period ended on June 30, 2016, and were recognized as “Comprehensive financing cost, net”.

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### **Description of accounting policies and methods of computation followed in interim financial statements [text block]**

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See section [800600 – Notes – List of accounting policies] for accounting policies and methods of computation.

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### **Explanation of seasonality or cyclicity of interim operations**

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See ‘Disclosure of results of operations and prospects’ in section [105000 – Management commentary].

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### **Explanation of nature and amount of items affecting assets, liabilities, equity, net income or cash flows that are unusual because of their nature size or incidence**

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There are no significant effects on assets, liabilities, equity, net income or cash flows that are unusual because of their nature size or incidence.

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### **Explanation of nature and amount of changes in estimates of amounts reported in prior interim periods or prior financial years**

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There are no changes in estimates. See section [800500 – Notes – List of Notes].

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**Explanation of issues, repurchases and repayments of debt and equity securities**

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The Company does not have repurchases and repayments of debt and equity securities

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**Dividends paid, ordinary shares**

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432,750,000

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**Dividends paid, other shares**

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0

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**Dividends paid, ordinary shares per share**

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1.0

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**Dividends paid, other shares per share**

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0

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**Explanation of events after interim period that have not been reflected**

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There are no subsequent events that need to be disclosed.

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**Explanation of effect of changes in composition of entity during interim period**

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There are no changes in the Company's composition.

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## Description of compliance with IFRSs if applied for interim financial report

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### **-BASIS OF PREPARATION**

The consolidated financial statements of Gruma, S.A.B. de C.V. and Subsidiaries for all the periods presented have been prepared in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). The IFRS also include the International Accounting Standards (IAS) in force, as well as all the related interpretations issued by the IFRS Interpretations Committee, including those previously issued by the Standing Interpretations Committee. The Company applied IFRS that were effective at December 31, 2016, with no significant impact on its financial statements.

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## Description of nature and amount of change in estimate during final interim period

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There are no changes in estimates.

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## Footnotes

[1] ↑

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The difference between depreciation and amortization expense in 2016 presented in this section and the one disclosed in the Statement of cash flows [520000], is given by:

- 1) The income recorded as a reversal of an impairment loss for approximately Ps.78 million, in relation with the reopening of the subsidiary Molinos Azteca de Chalco, S.A. de C.V. See 'Disclosure of impairment of assets' in section [800500] List of notes.
- 2) Cost of written-down fixed assets of approximately Ps.22 million in the Mexico division.

[2] ↑

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The difference between depreciation and amortization expense presented in this section and the one disclosed in the Statement of cash flows [520000], is given by an impairment loss on goodwill and fixed assets of approximately Ps.173 million in 2015.