EARNINGS RELEASE



FIRST QUARTER 2023





FIRST QUARTER 2023 RESULTS

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San Pedro Garza García, N.L., México; April 19, 2023

The market dynamics and fundamentals for our business have unfolded better than expected during the first quarter of the year. We experienced resilient demand for both of our main products but led by the expansion in the US business, as a result of a positive performance from our "Better for You" product line and higher corn flour consumption in both the US and Mexico. We are pleased with our performance, which delivered consolidated sales growth of 25% and EBITDA growth of 28% stemming from the US division's performance. We remain committed to protect profitability going forward, which grew 22% in terms of EBITDA per ton, our internal profitability measure, but also cautious about a potential change in consumer behavior, for which we are prepared should it take place during the year.

HIGHLIGHTS

Consolidated Financial Highlights	YoY		
Income Statement (USD millions)	1Q23	1Q22	VAR (%)
Volume (thousand tons)	1,090	1,043	5
Net Sales	1,585.6	1,263.6	25
Operating Income	157.8	116.1	36
Operating Margin (%)	10.0%	9.2%	80 bp
Ebitda ¹	210.6	164.9	28
Ebitda Margin (%)	13.3%	13.1%	20 bp
Majority Net Income	75.9	61.2	24

¹ EBITDA = operating income + depreciation, amortization and impairment of long lived assets +(-) other expenses (income) unrelated to core business operations.







CONSOLIDATED RESULTS OF OPERATIONS

1Q23 versus 1Q22

Sales volume increased 5% to 1,090 thousand metric tons compared to 1Q22 driven mainly by the U.S. division and GIMSA.

Net sales increased 25% to US\$1.6 billion due to (1) the transfer of incremental costs and expenses to the top line of the income statement; and (2) higher sales volume. Sales from non-Mexican operations represented 73% of consolidated figures.

Cost of sales ("COGS") increased 27% to US\$1,044.8 million due to (1) the impact of a higher overall rate of inflation on raw material costs in all divisions; (2) higher labor costs; and (3) sales volume growth. As a percentage of net sales, COGS increased to 65.9% from 65.3%.

Selling, general and administrative expenses ("SG&A") increased 17% to US\$372.2 million due to (1) higher commissions paid, in line with higher revenues and volume growth; and (2) elevated distribution and logistics costs. As a percentage of net sales, SG&A improved to 23.5% from 25.2%.

Other expense, net, was US\$10.8 million compared to US\$3.7 million last year. The change resulted mainly from losses on GRUMA's FX hedging positions.

Operating income increased by 36% to US\$157.8 million. Operating margin expanded 80 basis points to 10.0% from 9.2%.

EBITDA increased 28% to US\$210.6 million, and EBITDA margin increased 20 basis points to 13.3% from 13.1%. EBITDA from non-Mexican operations represented 87% of consolidated figures.

Net comprehensive financing cost rose by 130% to US\$35.2 million, mainly due to an increase in debt service reflecting greater net working capital needs and benchmark rate adjustments.

Income taxes were US\$46.7 million, an 18% increase compared to 1Q22, due to higher pretax earnings, resulting from the dynamics mentioned above. The effective tax rate for the quarter was 38.1% compared to 39.3% in 1Q22.

Majority net income increased 24% to US\$75.9 million.

We had a solid start of the year, with positive market dynamics across our operations. EBITDA per ton growth of 22% was achieved marking our continuous commitment to protect profitability. We remain cautions but with an optimistic tone for the following quarters







FINANCIAL POSITION

March 2023 versus December 2022

Balance Sheet Highlights

Total assets increased 9% to US\$4.8 billion when compared to December 2022. This change was mainly due to a 27% growth in inventories and a 2% growth in Property Plant and Equipment.

Total liabilities rose by 9% to US\$3.2 billion, mainly due to a 35% growth in accounts payable.

Majority shareholders' equity increased 8% to US\$1.5 billion.







Debt Profile

GRUMA's debt increased 2% to US\$2.0 billion in connection with the financing of working capital. Approximately 67% of GRUMA's debt was USD denominated.

Debt (USD millions)

Var vs Mar´22						Var vs	Dec´22
	Mar´23	Mar´22	(\$)	(%)	Dec´22	(\$)	(%)
	2,016	1,644	372	23%	1,981	35	2%

Debt Maturity Profile⁽¹⁾

(USD millions)

	Rate	2023	2024	2025	2026	2027	2028	2029	Total
Senior Notes 2024	Fixed 4.875%		400.0						400.0
Scotiabank Club Loan 2021	Libor + 1.00%				200.0				200.0
Scotiabank Term Loan 2019	Fixed 2.79%			250.0					250.0
Scotiabank Term Loan 2022	SOFR + 1.00%					125.0			125.0
BBVA Committed RCF	SOFR + 1.00%					125.0			125.0
Cebures Gruma21 (MXN \$2,000)	Fixed 7.00%						110.5		110.5
Cebures Gruma22 (MXN \$4,500)	TIIE + 0.29%					248.5			248.5
Other:									
MXN	10.70%	151.9							151.9
EUR	1.00%	11.7	11.7	9.8	9.8				43.0
TRY	15.58%	0.0							0.0
TOTAL	6.52% (avg.)	163.6	411.7	259.8	209.8	498.5	110.5		1,653.9

 $^{^{(1)}}$ The US\$362 million related to leases are not included on the above debt figures.

CAPITAL EXPENDITURE PROGRAM

GRUMA's capital expenditures totaled US\$49 million in 1Q23, allocating it mostly to the following projects during the quarter: (1) equipment upgrades at the tortilla plant in Dallas; (2) general upgrades and maintenance across the company, particularly at GIMSA; (3) production expansion in Australia; and (4) construction at the new tortilla plant in Indiana.







SUBSIDIARY RESULTS OF OPERATIONS

1Q23 versus 1Q22

GRUMA USA

				Y	οY		
Selected Income Statement Items (USD millions)		1Q23	%	1Q22	%	VAR (\$)	VAR (%)
GRUMA USA	Sales Volume ¹	390		382		8	2
Corn flour, tortillas, and other	Net Sales	887.2		724.6		163	22
	Operating Income	124.5	14.0	83.3	11.5	41	49
	EBITDA	158.1	17.8	112.4	15.5	46	41

¹ All sales volume figures are expressed in thousand metric tons.



Sales volume increased 2% to 390 thousand metric tons driven mainly by the tortilla business. **The tortilla business** grew 3% in volume in 1Q23 on the back of GRUMA's "Better for You" product line, which kept being highly demanded in addition to a good performance at the food service channel, providing an additional driver of growth during the quarter.

In **corn flour**, volumes remained flat as some of GRUMA's industrial clients are still being impacted by price sensitivity as a result of recent price implementation strategies in previous quarters. This was offset by a strong performance from the retail channel in this business, given the ongoing preference for home cooking over restaurant dining.

Net sales increased 22% to US\$887.2 million reflecting (1) the passing of incremental costs and expenses to the top line of the income statement; and (2) higher volume sold.

Cost of sales grew 22% to US\$531.4 million due mainly to (1) higher raw material costs; (2) higher labor costs; and (3) greater volume. Cost of sales as a percentage of net sales improved 20 basis points to 59.9% from 60.1% in 1Q22, as a result of the revenue and cost dynamics mentioned above.

SG&A increased 13% to US\$231.7 million due to higher sales expenses in connection to (1) greater commissions in line with higher revenues during the quarter; and (2) greater volume sold. As a percentage of net sales, SG&A improved to 26.1% from 28.4% in 1Q22, where extraordinary expenses created a higher comparison base.

Operating income increased 49% to US\$124.5 million, and operating margin grew 250 basis points to 14.0% from 11.5%.

EBITDA increased 41% to US\$158.1 million, and EBITDA margin increased to 17.8% from 15.5% in 1022.







Demand for our product line in the US started the year at a great pace and with no signs of down trading at this point. Profitability has increased as measured by EBITDA per ton as part of our commitment to protect profitability. Our focus on innovation and quality have helped us support this positive performance.

GIMSA

		YoY						
Selected Income Statement	Items (USD millions)	1Q23	%	1Q22	%	VAR (\$)	VAR (%)	
GIMSA ¹	Sales Volume ²	537		496		41	8	
Corn flour and other	Net Sales	453.8		371.6		82	22	
	Operating Income	14.0	3.1	29.8	8.0	(16)	(53)	
	EBITDA	24.5	5.4	46.4	12.5	(22)	(47)	

¹ Convenience translation at the exchange rate of Ps. 18.1052/dollar as of March 31, 2023. For further details see "Accounting Procedures".

² All sales volume figures are expressed in thousand metric tons.



Sales volume increased 8% to 537 thousand metric tons, reflecting a lower comparative base in 1Q22 as a result from a surge in demand in 4Q21. In addition to this, similarly to 4Q22, on going demand from corporate accounts also contributed in volume growth during 1Q23.

Net sales increased 22% to US\$453.8 million due to (1) inflation management on GIMSA's cost structure; and (2) greater volume sold.

Cost of sales rose 27% to US\$359.5 million mainly due to the higher cost of corn. As a percentage of net sales, it increased to 79.2% from 76.2% in connection with the higher pace of cost growth.

SG&A increased 19% to US\$67.9 million resulting mainly from (1) elevated distribution costs; (2) higher sales commissions paid in line with volume and net sales growth; and (3) higher marketing costs. As a percentage of net sales, SG&A improved to 15.0% from 15.3%.

Other expense, net, was US\$12.4 million compared to US\$2.0 million in 1Q22, resulting mostly from volatility in the valuation of FX hedging positions during the quarter.







Operating income decreased 53% to US\$14.0 million, and operating margin was 490 basis points lower at 3.1%.

EBITDA decreased to US\$24.5 million from US\$46.4 million and EBITDA margin contracted 710 basis points to 5.4% from 12.5%.

Market fundamentals remain robust in Mexico evidenced by volume growth, as a solid foundation for GRUMA.

Gruma Europe

				Yo	PΥ		
Selected Income Statement Items (USD millions)		1Q23	%	1Q22	%	VAR (\$)	VAR (%)
GRUMA EUROPE	Sales Volume ¹	100		104		(4)	(4)
Corn flour, tortillas, and other	Net Sales	110.1		91.0		19	21
	Operating Income	2.3	2.1	1.3	1.5	1	73
	EBITDA	5.9	5.3	4.8	5.3	1	22

¹ All sales volume figures are expressed in thousand metric tons.



Sales volume decreased by 4% to 100 thousand metric tons as ongoing challenges brought on by the war in Ukraine in the corn milling business, in addition to a higher comparison base in 1Q22 prior to the war relative to 1Q23, offset the positive performance from the tortilla business, which grew 5%. The tortilla business was supported by greater and higher quality distribution across the continent, in addition to the recovery and the expansion of food service clients since the pandemic took place.

Net sales increased 21% to US\$110.1 million resulting from (1) the transfer of additional costs and expenses to the top line of the income statement; and (2) a more profitable product mix.







Cost of sales increased 20% to US\$86.5 million resulting from (1) overall higher raw material costs when compared to 1Q22; and (2) elevated fuel and energy prices. As a percentage of net sales, cost of sales decreased to 78.6% from 79.4% due to the dynamics mentioned above.

SG&A increased 24% to US\$21.6 million mainly due to (1) higher distribution and logistics costs; and (2) elevated marketing costs. As a percentage of net sales, SG&A increased to 19.6% from 19.1%.

Other income, net, totaled US\$0.3 million compared to US\$0.0 million in 1Q22 as a result of federal subsidies on energy prices.

Operating income was US\$2.3 million compared to US\$1.3 million in 1Q22. Operating margin expanded to 2.1% in 1Q23 from 1.5%.

EBITDA was US\$5.9 million, an improvement of 22% from US\$4.8 million in 1Q22, and EBITDA margin remained flat at 5.3%.

Through inflation management coupled with effective distribution expansion and stronger brand awareness in the tortilla business, we have been in a good position to recover this subsidiary's performance from the last few months of 2022. We expect this to continue as we keep seeing strong demand despite unprecedented inflation levels.

Gruma Asia and Oceania

				Y	οΥ		
Selected Income Statement Item	s (USD millions)	1Q23	%	1Q22	%	VAR (\$)	VAR (%)
GRUMA ASIA & OCEANIA	Sales Volume ¹	23		24		(1)	(3)
Corn flour, tortillas, and other	Net Sales	64.3		60.2		4	7
	Operating Income	4.3	6.7	3.5	5.9	1	21
	EBITDA	6.9	10.7	6.2	10.3	1	11

¹ All sales volume figures are expressed in thousand metric tons.









Sales volume decreased 3% to 23 thousand metric tons as volumes in China and Malaysia were impacted by a higher base of comparison in 2022 prior to the deceleration in China's economic activity, while a positive performance in Australia, partially offset this decline.

Net sales increased by 7% to US\$64.3 million as a result of the implementation of pricing strategies to manage inflation.

Cost of Sales increased 4% to US\$46.0 million during the quarter due to (1) higher raw material costs; and (2) higher labor costs in the quarter. As a percentage of net sales, it decreased to 71.6% from 73.2% in 1Q22.

SG&A increased 11% to US\$14.0 million, as a result of higher logistics and distribution costs. As a percentage of net sales, SG&A increased to 21.8% from 21.0% in 1Q22.

Operating Income increased by 21% to US\$4.3 million, while operating margin was 6.7% compared to 5.9% in 1Q22.

EBITDA grew by 11% to US\$6.9 million, and EBITDA margin increased 40 basis points to 10.7% from 10.3% in 1Q22.

Costs that hindered our operation, have started to stabilize and in addition to the pricing strategies implemented recently, this subsidiary has been able to bring back profitability to an upward sloping trend.

Gruma Centroamérica

				Yo	ρY		
Selected Income Statement Items (USD millions)		1Q23	%	1Q22	%	VAR (\$)	VAR (%)
GRUMA CENTROAMÉRICA	Sales Volume ¹	58		59		(1)	(2)
Corn flour and other	Net Sales	89.5		70.6		19	27
	Operating Income	10.2	11.4	4.7	6.6	6	118
	EBITDA	12.0	13.4	6.4	9.0	6	88

¹ All sales volume figures are expressed in thousand metric tons.









Sales volume decreased 2% to 58 thousand metric tons as a result of lower demand for rice products, which are produced by this subsidiary.

Net sales increased 27% to US\$89.5 million in line with (1) the passing of additional costs and expenses to revenues; and (2) a more profitable product mix.

Cost of sales increased 20% to US\$59.2 million due to (1) higher cost of raw materials; (2) elevated packaging costs; and (3) higher labor costs. As a percentage of net sales, cost of sales improved to 66.1% from 69.6% due to the

abovementioned revenue and cost dynamics.

SG&A increased 21% to US\$20.2 million due to (1) higher logistics and distribution costs; and (2) higher marketing costs relative to 1Q22. As a percentage of net sales, SG&A improved to 22.6% from 23.7%.

Operating income increased 118% to US\$10.2 million and operating margin increased 480 basis points to 11.4% from 6.6% as a result of the revenue growth mentioned above.

EBITDA increased 88% to US\$12.0 million from US\$6.4 million in 1Q22, and EBITDA margin expanded 440 basis points to 13.4% from 9.0%.

Despite experiencing a temporary slowdown in demand for rice during the quarter, the effective inflation management and improvement in the core product mix offered by this subsidiary, have allowed GRUMA Centroamerica to reach attractive profitability levels.

Other Subsidiaries and Eliminations

Operating income increased to US\$2.0 million from a US\$7.0 million loss in 1Q22 as a result of higher corporate results supported by royalty revenue from all subsidiaries.







CONFERENCE CALL

The first quarter conference call will be held on Thursday, April 20, 2023, at 12:30 pm Eastern Time (10:30 am Monterrey Time). To access the call, please dial: domestic US +1 (877) 407-0784, international +1 (201) 689-8560.

ACCOUNTING PROCEDURES

The consolidated figures have been prepared in accordance with the International Financial Reporting Standards (IFRS). The consolidated financial statements are presented in U.S. dollars, currency that corresponds to the presentation currency of the Company. The results of the entities that have a functional currency which differs from the Company's presentation currency are translated into U.S. dollars applying the average exchange rate for the period. Nevertheless, under the section "Subsidiary Results of Operations" and the table "Financial Highlights by Subsidiary" of this report, figures for GIMSA were translated into U.S. dollars using a convenience translation at the exchange rate of Ps.18.1052/dollar as of March 31, 2023. The differences between the use of convenience translation and the average exchange rate for the period are recorded under the line "Convenience Translation Effect" of the same table.

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 25,800 employees and 74 plants. In 2022, GRUMA had net sales of US\$5.6 billion, of which 75% came from non-Mexican operations. For further information, please visit 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 costs. 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.

This report was translated from Spanish into English and presented only for purpose of complying with the requirements of GRUMA's US\$400 million 4.875% senior notes due 2024. None of the information contained in this report is prepared and published with the intention of claiming an exemption under Rule 12g3-2 (b) of the U.S. Securities Exchange Act of 1934. GRUMA does not authorize, endorse, support, or encourage the creation of any unsponsored ADR program in respect of its securities and disclaims any liability whatsoever arising out of an unsponsored ADR program. Under no circumstances should the contents of this report be construed as a solicitation to purchase any securities of GRUMA.







Gruma, S.A.B. de C.V., and Subsidiaries		YoY	
Income Statement (USD millions)	1Q23	1Q22	VAR (%)
Net Sales	1,585.6	1,263.6	25
Cost Of Sales	1,044.8	825.1	27
Gross Profit	540.8	438.5	23
Gross Margin (%)	34.1%	34.7%	(60) bp
Selling And Administrative Expenses	372.2	318.7	17
Other Expense (Income), Net	10.8	3.7	190
Operating Income	157.8	116.1	36
Operating Margin (%)	10.0%	9.2%	80 bp
Net Comprehensive Financing Cost	35.3	15.3	130
Interest Expense	36.8	20.2	83
Interest Income	(2.4)	(0.6)	(313)
(Gain) Loss From Derivative Financial Instruments	0.0	0.0	0
Foreign Exchange Loss (Gain)	1.4	(4.3)	132
Monetary Position (Gain) Loss	(0.5)	0.0	0
Income Taxes	46.7	39.6	18
Net Income	75.8	61.2	24
Majority Net Income	75.9	61.2	24
Earnings Per Share ¹		0.46	26
•	0.20 52.8	0.16 46.8	26
Depreciation And Amortization			
Impairment Of Long Lived Assets	0.0	2.0	
Ebitda ²	210.6	164.9	28
Ebitda Margin (%)	13.3%	13.1%	20 bp
Capital Expenditures	49	63	(23)

Gruma, S.A.B. de C.V., and Subsidiaries	YoY			QoQ		
Balance Sheet Summary (USD millions)	Mar-23	Mar-22	VAR (%)	Dec-22	VAR (%)	
Cash And Cash Equivalents	288	291	(1)	284	2	
Trade Accounts Receivable	586	456	29	546	7	
Other Accounts Receivable	133	261	(49)	123	8	
Inventories	1,231	798	54	970	27	
Current Assets	2,284	1,836	24	1,954	17	
Property, Plant, And Equipment, Net	2,204	1,994	11	2,155	2	
Total Assets	4,773	4,115	16	4,387	9	
Short-Term Debt	213	201	6	196	9	
Current Liabilities	1,256	1,020	23	1,031	22	
Long-Term Debt	1,798	1,440	25	1,780	1	
Total Liabilities	3,229	2,650	22	2,953	9	
Majority Shareholders' Equity	1,544	1,466	5	1,434	8	
Shareholders' Equity	1,544	1,465	5	1,434	8	
Current Assets/Current Liabilities	1.82	1.80		1.90		
Total Liabilities/Shareholders' Equity	2.09	1.81		2.06		
Debt/Ebitda ³	2.35	2.24		2.45		
Ebitda/Interes Expense ³	6.84	9.06		7.47		
Book Value Per Share ¹	4.17	3.91		3.87		
DOOK VALUE I EL SHALE	4.17	3.31		3.07		

 $^{^{1}}$ On the basis of 370'126,812 shares as of March 31, 2023, 375'183,848 shares as of March 31, 2022, and 370'308,994 shares as of December 31, 2022.

³ <u>Last twelve months.</u>





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

Financial Highlights by S	ubsidiary*			Y	οY		
Selected Income Statement Iter	ns (USD millions)	1Q23	%	1Q22	%	VAR (\$)	VAR (%)
GRUMA USA	Sales Volume ²	390		382		8	2
Corn flour, tortillas, and other	Net Sales	887.2		724.6		163	22
,,	Cost of Sales	531.4	59.9	435.3	60.1	96	22
	Gross Profit	355.8	40.1	289.3	39.9	67	23
	SG&A	231.7	26.1	205.9	28.4	26	13
	Operating Income	124.5	14.0	83.3	11.5	41	49
	EBITDA	158.1	17.8	112.4	15.5	46	41
							_
GIMSA	Sales Volume ²	537		496		41	8
Corn flour and other	Net Sales	453.8	79.2	371.6	76.2	82	22
	Cost of Sales	359.5	20.8	283.0		77	27
	Gross Profit	94.3	15.0	88.6	23.8 15.3	6	6
	SG&A	67.9	3.1	56.8	8.0	11	19
	Operating Income	14.0	5.4	29.8	12.5	(16)	(53)
	EBITDA	24.5	3.4	46.4	12.5	(22)	(47)
GRUMA EUROPE	Sales Volume ²	100		104		(4)	(4)
Corn flour, tortillas, and other	Net Sales	110.1		91.0		19	21
	Cost of Sales	86.5	78.6	72.3	79.4	14	20
	Gross Profit	23.6	21.4	18.7	20.6	5	26
	SG&A	21.6	19.6	17.4	19.1	4	24
	Operating Income	2.3	2.1	1.3	1.5	1	73
	EBITDA	5.9	5.3	4.8	5.3	1	22
GRUMA CENTROAMÉRICA	Sales Volume ²	F0		Ε0.		(1)	(2)
		58		59		(1)	(2)
Corn flour and other	Net Sales	89.5	66.1	70.6	69.6	19	27
	Cost of Sales	59.2	33.9	49.2	30.4	10	20
	Gross Profit	30.4	22.6	21.4	23.7	9	42
	SG&A	20.2	11.4	16.7	6.6	3	21
	Operating Income	10.2 12.0	13.4	4.7	9.0	6 6	118 88
	EBITDA	12.0	13.4	6.4	5.0		00
GRUMA ASIA & OCEANIA	Sales Volume ²	23		24		(1)	(3)
Tortillas and other	Net Sales	64.3		60.2		4	7
	Cost of Sales	46.0	71.6	44.0	73.2	2	4
	Gross Profit	18.3	28.4	16.2	26.8	2	13
	SG&A	14.0	21.8	12.6	21.0	1	11
	Operating Income	4.3	6.7	3.5	5.9	1	21
	EBITDA	6.9	10.7	6.2	10.3	1	11
OTHER SUBSIDIARIES &	2	(4.0)		(22)		_	
ELIMINATIONS	Sales Volume ² Net Sales	(19) (10)		(23)		4 35	17 65
	Cost of Sales	(19) (38)	200.0	(54) (59)	109.3	21	36
	Gross Profit	18	(94.7)	(39)	(7.4)	14	350
	SG&A	17	(89.5)	9	(16.7)	8	89
	Operating Income	2	(10.5)	(7)	13.0	9	129
	EBITDA	3	(15.8)	(11)	20.4	14	127
				,			
CONSOLIDATED	Sales Volume ²	1,090		1,043		48	5
	Net Sales	1,585.6		1,263.6		322.0	25
	Cost of Sales	1,044.8	65.9	825.1	65.3	219.7	27
	Gross Profit	540.8	34.1	438.5	34.7	102.3	23
	SG&A	372.2	23.5	318.7	25.2	53.5	17
	Other Exp. (Inc.) , Net	10.8		3.7		7.1	190
	Operating Income	157.8	10.0	116.1	9.2	41.7	36
	EBITDA	210.6	13.3	164.9	13.1	45.7	28

¹ For further details see "Accounting Procedures".

² All sales volume figures are expressed in thousand metric tons.



