



# SECOND QUARTER 2015 RESULTS

MEXICO CITY, JULY 21, 2015

Grupo Bimbo S.A.B. de C.V. ("Grupo Bimbo" or "the Company") (BMV: BIMBO) today reported results for the three months ended June 30, 2015.\*

## HIGHLIGHTS

Net sales in the quarter rose **18.1%**, reflecting the Canada Bread acquisition, organic growth in Mexico and FX rate benefit

Net majority income grew **8.3%** in the second quarter and **29.3%** in the first half

Operating income in the second quarter and first half increased **22.2%** and **36.7%**, respectively; the margin expanded 80 basis points on a cumulative base

The Company announced an agreement to acquire Panrico S.A.U., excluding the branded packaged bread category, in Spain and Portugal

Consolidated EBITDA increased **21.6%**, posting a record second quarter EBITDA margin in Mexico of **17.5%**, a **170 basis points** expansion

\*Figures included in this document are prepared in accordance with International Financial Reporting Standards (IFRS).

## Investor Relations

[www.grupobimbo.com/ri/](http://www.grupobimbo.com/ri/)

Marcos Camacho

marcos.camacho@grupobimbo.com  
(5255) 5268 6704

Estefanía Poucel

estefania.poucel@grupobimbo.com  
(5255) 5268 6830

Diego Mondragón

diego.mondragon@grupobimbo.com  
(5255) 5268 6789



## NET SALES

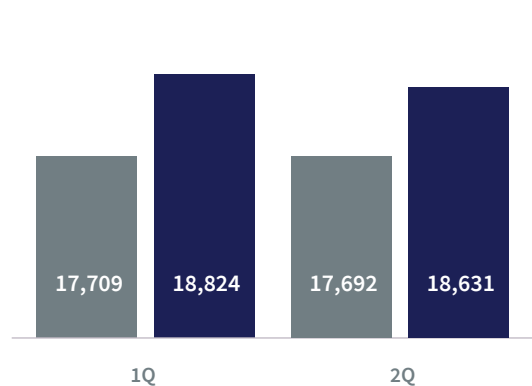
(MILLIONS OF MEXICAN PESOS)

2Q15	2Q14	% Change	Net Sales	6M15	6M14	% Change
18,631	17,692	5.3	Mexico	37,455	35,402	5.8
28,307	21,548	31.4	US & Canada	53,242	39,963	33.2
5,689	5,159	10.3	Latin America	11,284	10,232	10.3
1,858	1,637	13.5	Europe	3,643	3,088	18.0
<b>53,093</b>	<b>44,941</b>	<b>18.1</b>	<b>Consolidated</b>	<b>102,962</b>	<b>86,499</b>	<b>19.0</b>

Consolidated results exclude inter-company transactions.

### Mexico

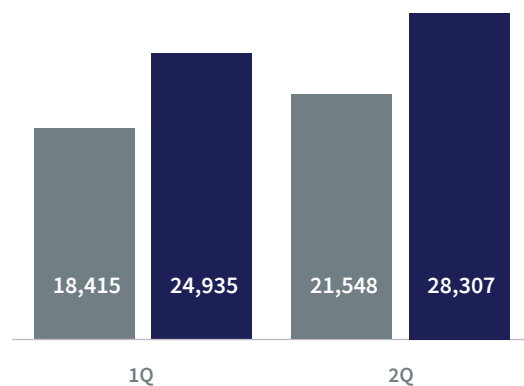
Net sales in Mexico grew 5.3% from the year ago period, primarily driven by solid volume growth that reflected a better consumption environment and the Company's commercial efforts, targeted promotions and product innovation. Performance improved across all channels and virtually every category, most notably in bread, buns, cookies, salty snacks and pastries, which more than offset the pressure in the sweet baked goods category. Sales in the first six months of the year grew 5.8%.



(millions of Mexican pesos)

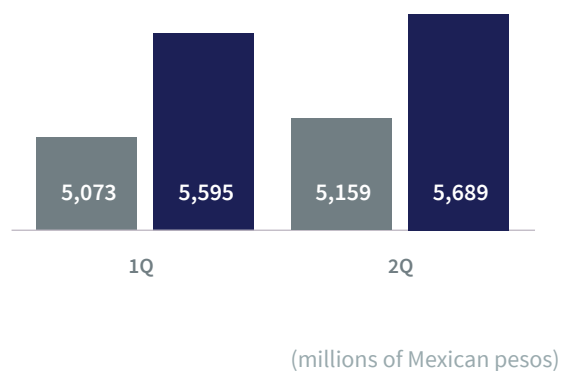
### US & Canada

In the second quarter, net sales in the US & Canada region increased 31.4%, reflecting the Canada Bread and Vachon acquisitions, which accounted for 12.0% of growth, coupled with the benefit of a stronger US dollar during the period. Pricing initiatives taken in the quarter put pressure on overall volumes; notwithstanding, the sweet baked goods, breakfast and snacks categories saw continued growth. Cumulative sales rose 33.2%.



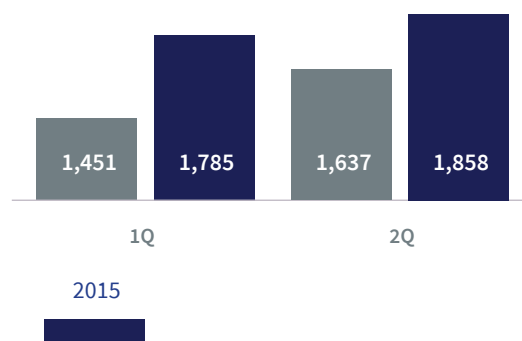
## Latin America

Net sales growth, in both the second quarter and first half of 2015, was 10.3% in Latin America. The organic performance coupled with the acquisition in Ecuador and the benefit of the FX translation to Mexican pesos in certain currencies contributed to growth. While volumes in some countries came under pressure in the context of a weaker consumption environment reflecting local economic conditions, Brazil, Colombia, Costa Rica, Nicaragua, Honduras and Panama outperformed in local currencies.



## Europe

Second quarter net sales in Europe rose 13.5%, primarily driven by the UK operation acquired as part of the Canada Bread transaction. The bread category remained stable, which helped offset pressure in the cakes category arising from a more competitive environment. For the first six months of the year, net sales increased 18.0%.



## GROSS PROFIT

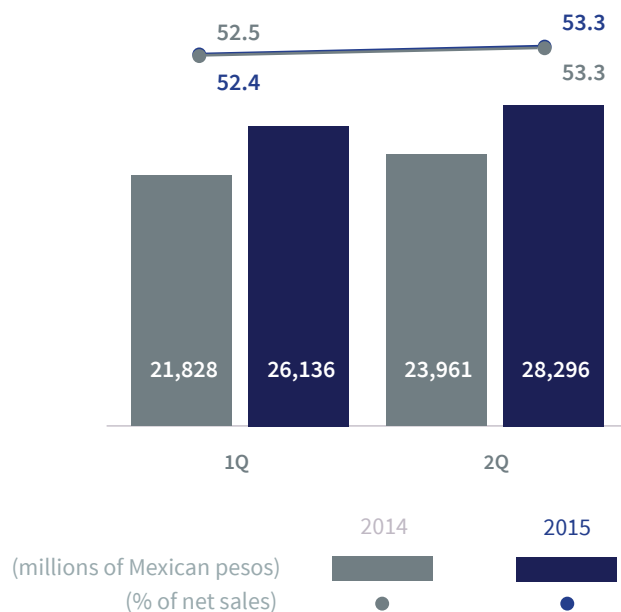
(MILLIONS OF MEXICAN PESOS)

2Q15	2Q14	% Change	Gross Profit	6M15	6M14	% Change
10,765	10,271	4.8	Mexico	21,560	20,104	7.2
14,489	10,907	32.8	US & Canada	26,844	20,251	32.6
2,531	2,208	14.7	Latin America	5,033	4,410	14.1
781	711	9.9	Europe	1,534	1,298	18.2
<b>28,296</b>	<b>23,961</b>	<b>18.1</b>	<b>Consolidated</b>	<b>54,432</b>	<b>45,789</b>	<b>18.9</b>

2Q15	2Q14	Change pp	Gross Margin (%)	6M15	6M14	Change pp
57.8	58.1	(0.3)	Mexico	57.6	56.8	0.8
51.2	50.6	0.6	US & Canada	50.4	50.7	(0.3)
44.5	42.8	1.7	Latin America	44.6	43.1	1.5
42.0	43.4	(1.4)	Europe	42.1	42.0	0.1
<b>53.3</b>	<b>53.3</b>	<b>0.0</b>	<b>Consolidated</b>	<b>52.9</b>	<b>52.9</b>	<b>0.0</b>

Consolidated results exclude inter-company transactions.

Consolidated gross profit in the quarter increased 18.1% to Ps. 28,296 million, while the margin remained flat at 53.3%. Higher raw material costs in Mexico and Europe, resulting from higher FX rates, were fully offset by lower costs in the US & Canada region and Latin America. In the first six months of the year, gross profit rose 18.9%.



## PROFIT BEFORE OTHER INCOME AND EXPENSES

(MILLIONS OF MEXICAN PESOS)

2Q15	2Q14	% Change	Profit Before Other Income & Expenses	6M15	6M14	% Change
2,674	2,313	15.6	Mexico	4,955	3,904	26.9
1,749	1,623	7.7	US & Canada	2,543	2,312	10.0
(94)	(20)	>100	Latin America	(172)	(45)	>100
(52)	(2)	>100	Europe	(72)	(60)	19.6
<b>4,372</b>	<b>3,945</b>	<b>10.8</b>	<b>Consolidated</b>	<b>7,459</b>	<b>6,170</b>	<b>20.9</b>

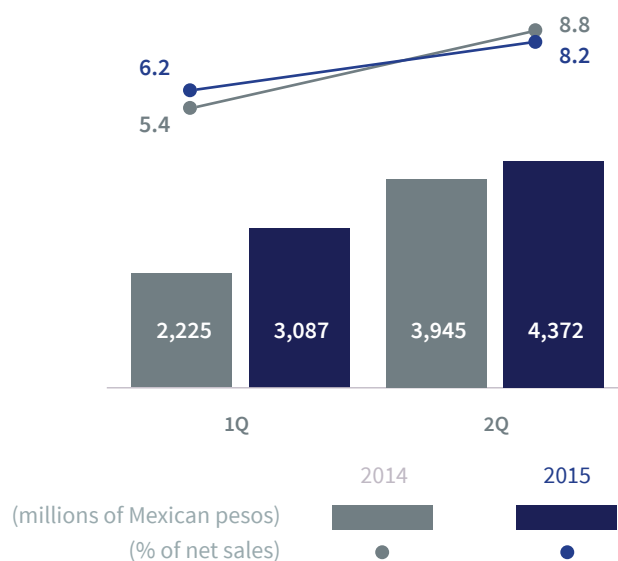
2Q15	2Q14	Change pp	Profit Before Other Income & Expenses Margin (%)	6M15	6M14	Change pp
14.4	13.1	1.3	Mexico	13.2	11.0	2.2
6.2	7.5	(1.4)	US & Canada	4.8	5.8	(1.0)
(1.7)	(0.4)	(1.3)	Latin America	(1.5)	(0.4)	(1.1)
(2.8)	(0.1)	(2.7)	Europe	(2.0)	(1.9)	(0.1)
<b>8.2</b>	<b>8.8</b>	<b>(0.5)</b>	<b>Consolidated</b>	<b>7.2</b>	<b>7.1</b>	<b>0.1</b>

Consolidated results exclude inter-company transactions.

Profit before other income & expenses totaled Ps. 4,372 million, an increase of 10.8%. The 50 basis point contraction in the margin reflected higher operating expenses as a percentage of net sales, arising from: i) higher administrative expenses in the US & Canada region due to integration-related expenses of Canada Bread, partially offset by cost reduction initiatives in the US; ii) higher distribution costs and general expenses in Latin America, the latter related to IT investments in the region; and iii) higher general expenses in Europe due to the opening of a new plant in Guadalajara, Spain.

The solid 130 basis point margin expansion in Mexico reflected efficiencies across the distribution and manufacturing, as well as lower general expenses and cost reduction initiatives taken during the period.

For the first half of 2015, profit before other income & expenses rose 20.9%, with a 10 basis point expansion in the margin.



## OPERATING INCOME

(MILLIONS OF MEXICAN PESOS)

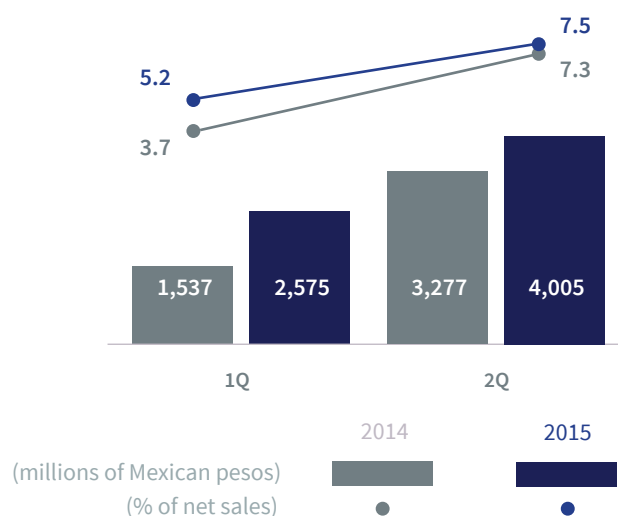
2Q15	2Q14	% Change	Operating Income	6M15	6M14	% Change
2,784	2,326	19.7	Mexico	5,042	3,902	29.2
1,520	1,033	47.2	US & Canada	1,862	1,127	65.1
(211)	(66)	>100	Latin America	(328)	(131)	>100
(162)	(39)	>100	Europe	(200)	(113)	76.4
<b>4,005</b>	<b>3,277</b>	<b>22.2</b>	<b>Consolidated</b>	<b>6,580</b>	<b>4,815</b>	<b>36.7</b>

2015	2014	Change pp	Operating Margin (%)	6M15	6M14	Change pp
14.9	13.1	1.8	Mexico	13.5	11.0	2.4
5.4	4.8	0.6	US & Canada	3.5	2.8	0.7
(3.7)	(1.3)	(2.4)	Latin America	(2.9)	(1.3)	(1.6)
(8.7)	(2.4)	(6.3)	Europe	(5.5)	(3.7)	(1.8)
<b>7.5</b>	<b>7.3</b>	<b>0.2</b>	<b>Consolidated</b>	<b>6.4</b>	<b>5.6</b>	<b>0.8</b>

Regional results do not reflect inter-company royalties and consolidated results exclude inter-company transactions.

Consolidated operating income in the second quarter grew 22.2% to Ps. 4,005 million, while the margin increased 20 basis points to 7.5%. This primarily reflected the aforementioned benefits in Mexico and the US coupled with lower restructuring expenses in the US (Ps. 198 million vs. Ps. 607 million); these benefits were partially offset by IT integration-related costs of Canada Bread and one-time startup costs in Europe related to the new plant in Spain.

Operating income in the first six months of the year rose 36.7%, with an 80 basis point expansion in the margin to 6.4%.



## COMPREHENSIVE FINANCIAL RESULT

Comprehensive financing resulted in a Ps. 1,016 million cost in the second quarter, compared to a Ps. 559 million cost in the same period of last year, or Ps. 457 million higher. This reflects the incremental interest expense related to the Canada Bread acquisition, as well as a higher peso/dollar FX rate which increased the peso value of dollar-denominated interest expenses.



## NET MAJORITY INCOME

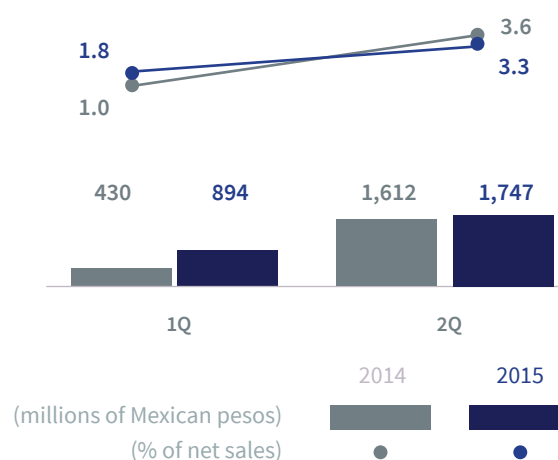
(MILLIONS OF MEXICAN PESOS)

2Q15	2Q14	% Change	Net Majority Income	6M15	6M14	% Change
1,747	1,612	8.3	Consolidated	2,641	2,042	29.3

2Q15	2Q14	Change pp	Net Majority Margin (%)	6M15	6M14	Change pp
3.3	3.6	(0.3)	Consolidated	2.6	2.4	0.2

Net majority income for the quarter increased 8.3%, with a 30 basis point contraction in the margin; this is primarily due to a higher debt related to the Canada Bread acquisition and a higher FX rate.

On a cumulative basis, net majority income rose 29.3% to Ps. 2,641 million, with a 20 basis point increase in the margin to 2.6%, attributable to operating performance and virtually no change in the effective tax rate of 35.9% vs. 35.8% in the first half of 2014.



## EBITDA

(OPERATING INCOME PLUS DEPRECIATION, AMORTIZATION AND NON-CASH ITEMS)

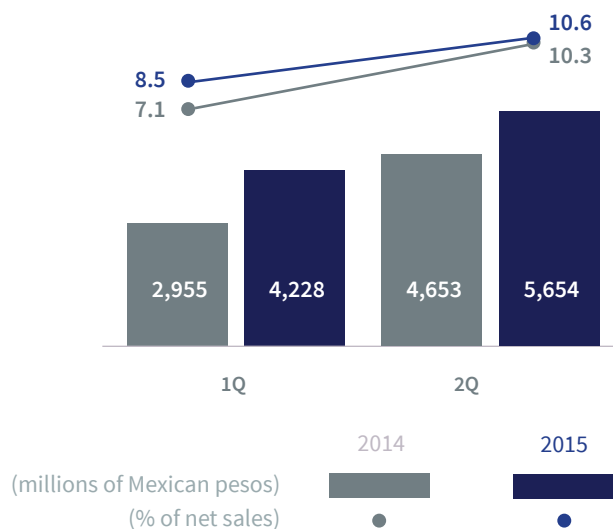
(MILLIONS OF MEXICAN PESOS)

2Q15	2Q14	% Change	EBITDA	6M15	6M14	% Change
3,255	2,782	17.0	Mexico	5,986	4,854	23.3
2,438	1,727	41.1	US & Canada	3,705	2,528	46.5
(1)	127	NA	Latin America	93	251	(63.0)
(112)	(9)	>100	Europe	(105)	(56)	86.5
<b>5,654</b>	<b>4,653</b>	<b>21.6</b>	<b>Consolidated</b>	<b>9,881</b>	<b>7,607</b>	<b>29.9</b>

2Q15	2Q14	Change pp	EBITDA Margin (%)	6M15	6M14	Change pp
17.5	15.7	1.7	Mexico	16.0	13.7	2.3
8.6	8.0	0.6	US & Canada	7.0	6.3	0.6
(0.0)	2.5	(2.5)	Latin America	0.8	2.5	(1.6)
(6.0)	(0.5)	(5.5)	Europe	(2.9)	(1.8)	(1.1)
<b>10.6</b>	<b>10.3</b>	<b>0.3</b>	<b>Consolidated</b>	<b>9.6</b>	<b>8.8</b>	<b>0.8</b>

Regional results do not reflect inter-company royalties and consolidated results exclude inter-company transactions.

EBITDA in the quarter increased 21.6% to Ps. 5,654 million, while the margin expanded 30 basis points to 10.6%. In the first half of 2015, EBITDA and EBITDA margin rose 29.9% and 80 basis points, respectively.



## FINANCIAL STRUCTURE

Total debt at June 30, 2015 was Ps. 64.2 billion, compared to Ps. 62.2 billion at December 31, 2014. Notwithstanding this rise, which was primarily due to a 6% US dollar revaluation that increased the peso value of dollar-denominated debt, the Company paid down US\$104 million in debt during the first semester, in line with its commitment to de-lever.

Average debt maturity was 8.5 years with an average cost of 4.4%. Long-term debt comprised 84% of the total; 74% of the

debt was denominated in US dollars, 25% in Canadian dollars and 1% in Mexican pesos.

The total debt to EBITDA ratio was 3.1 times compared to 3.2 times pro forma Canada Bread at December 31, 2014. The net debt to EBITDA ratio was 2.9 times.



## CONFERENCE CALL INFORMATION

The 2Q2015 conference call will be held on Wednesday, July 22, 2015 at 9:30 am Eastern time (8:30 am Central time). To participate in the call, please dial: domestic US +1 (877) 317-6776, international +1 (412) 317-6776; conference ID: GRUPO BIMBO. Webcast for this call can also be accessed at Grupo Bimbo's website: <http://www.grupobimbo.com/ir>.

An instant replay of the conference call will be available through August 3, 2015. To access the replay, please dial domestic US +1 (877) 344-7529, international +1 (412) 317-0088; conference ID: 10067822.

## ABOUT GRUPO BIMBO

Grupo Bimbo is the largest baking company in the world in terms of volume and sales. Grupo Bimbo has 165 plants and approximately 1,700 sales centers strategically located in 22 countries throughout the Americas, Europe and Asia. Its main product lines include fresh and frozen sliced bread, buns, cookies, snack cakes, english muffins, bagels, pre-packaged foods, tortillas, salted snacks and confectionery products,

among others. Grupo Bimbo produces over 10,000 products and has one of the largest direct distribution networks in the world, with more than 2.5 million points of sale, more than 52,000 routes and more than 129,000 associates. Grupo Bimbo's shares have traded on the Mexican Stock Exchange since 1980 under the ticker symbol BIMBO.

### Note on Forward-Looking Statements

This announcement contains certain statements regarding the expected financial and operating performance of Grupo Bimbo, S.A.B. de C.V., which are based on current financial information, operating levels, and market conditions, as well as on estimations of the Board of Directors of the Company related to possible future events. The results of the Company may differ in regards with those expressed on these statements, due to different factors that are beyond the Company's control, such as: adjustments in price levels, variations in the costs of its raw materials, changes in laws and regulations, or economic or political conditions not foreseen in the countries where the Company operates. Therefore, the Company is not responsible for such differences in the information and suggests that readers review such statements prudently. Moreover, the Company will not undertake any obligation to publicly release any revisions to the statements due to variations of such factors after the date of this press release.



CONSOLIDATED INCOME STATEMENT (MILLIONS OF MEXICAN PESOS)	2014				2015			
	2Q	%	YTD	%	2Q	%	YTD	%
<b>NET SALES</b>	<b>44,941</b>	<b>100.0</b>	<b>86,499</b>	<b>100.0</b>	<b>53,093</b>	<b>100.0</b>	<b>102,962</b>	<b>100.0</b>
MEXICO	17,692	39.4	35,402	40.9	18,631	35.1	37,455	36.4
US & CANADA	21,548	47.9	39,963	46.2	28,307	53.3	53,242	51.7
EUROPE	1,637	3.6	3,088	3.6	1,858	3.5	3,643	3.5
LATIN AMERICA	5,159	11.5	10,232	11.8	5,689	10.7	11,284	11.0
<b>COST OF GOODS SOLD</b>	<b>20,980</b>	<b>46.7</b>	<b>40,711</b>	<b>47.1</b>	<b>24,796</b>	<b>46.7</b>	<b>48,530</b>	<b>47.1</b>
<b>GROSS PROFIT</b>	<b>23,961</b>	<b>53.3</b>	<b>45,789</b>	<b>52.9</b>	<b>28,296</b>	<b>53.3</b>	<b>54,432</b>	<b>52.9</b>
MEXICO	10,271	58.1	20,104	56.8	10,765	57.8	21,560	57.6
US & CANADA	10,907	50.6	20,251	50.7	14,489	51.2	26,844	50.4
EUROPE	711	43.4	1,298	42.0	781	42.0	1,534	42.1
LATIN AMERICA	2,208	42.8	4,410	43.1	2,531	44.5	5,033	44.6
<b>OPERATING EXPENSES</b>	<b>20,016</b>	<b>44.5</b>	<b>39,619</b>	<b>45.8</b>	<b>23,924</b>	<b>45.1</b>	<b>46,973</b>	<b>45.6</b>
<b>PROFIT (LOSS) BEFORE OTHER INCOME (EXPENSES), NET</b>	<b>3,945</b>	<b>8.8</b>	<b>6,170</b>	<b>7.1</b>	<b>4,372</b>	<b>8.2</b>	<b>7,459</b>	<b>7.2</b>
MEXICO	2,313	13.1	3,904	11.0	2,674	14.4	4,955	13.2
US & CANADA	1,623	7.5	2,312	5.8	1,749	6.2	2,543	4.8
EUROPE	(2)	(0.1)	(60)	(1.9)	(52)	(2.8)	(72)	(2.0)
LATIN AMERICA	(20)	(0.4)	(45)	(0.4)	(94)	(1.7)	(172)	(1.5)
<b>OTHER (EXPENSES) INCOME NET</b>	<b>(668)</b>	<b>(1.5)</b>	<b>(1,355)</b>	<b>(1.6)</b>	<b>(367)</b>	<b>(0.7)</b>	<b>(879)</b>	<b>(0.9)</b>
<b>OPERATING PROFIT</b>	<b>3,277</b>	<b>7.3</b>	<b>4,815</b>	<b>5.6</b>	<b>4,005</b>	<b>7.5</b>	<b>6,580</b>	<b>6.4</b>
MEXICO	2,326	13.1	3,902	11.0	2,784	14.9	5,042	13.5
US & CANADA	1,033	4.8	1,127	2.8	1,520	5.4	1,862	3.5
EUROPE	(39)	(2.4)	(113)	(3.7)	(162)	(8.7)	(200)	(5.5)
LATINOAMERICA	(66)	(1.3)	(131)	(1.3)	(211)	(3.7)	(328)	(2.9)
<b>INTEGRAL COST OF FINANCING</b>	<b>(559)</b>	<b>(1.2)</b>	<b>(1,187)</b>	<b>(1.4)</b>	<b>(1,016)</b>	<b>(1.9)</b>	<b>(1,978)</b>	<b>(1.9)</b>
INTEREST PAID (NET)	(716)	(1.6)	(1,391)	(1.6)	(1,030)	(1.9)	(2,036)	(2.0)
(EXCHANGE) GAIN LOSS	132	0.3	164	0.2	2	0.0	34	0.0
MONETARY (GAIN) LOSS	25	0.1	40	0.0	12	0.0	25	0.0
<b>EQUITY IN RESULTS OF ASSOCIATED COMPANIES</b>	<b>(13)</b>	<b>(0.0)</b>	<b>(23)</b>	<b>(0.0)</b>	<b>(6)</b>	<b>(0.0)</b>	<b>(14)</b>	<b>(0.0)</b>
<b>EXTRAORDINARY CHARGES</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>
<b>INCOME BEFORE TAXES</b>	<b>2,705</b>	<b>6.0</b>	<b>3,605</b>	<b>4.2</b>	<b>2,982</b>	<b>5.6</b>	<b>4,588</b>	<b>4.5</b>
<b>INCOME TAXES</b>	<b>969</b>	<b>2.2</b>	<b>1,335</b>	<b>1.5</b>	<b>1,072</b>	<b>2.0</b>	<b>1,645</b>	<b>1.6</b>
<b>PROFIT BEFORE DISCONTINUED OPERATIONS</b>	<b>1,737</b>	<b>3.9</b>	<b>2,270</b>	<b>2.6</b>	<b>1,910</b>	<b>3.6</b>	<b>2,944</b>	<b>2.9</b>
<b>NET MINORITY INCOME</b>	<b>125</b>	<b>0.3</b>	<b>228</b>	<b>0.3</b>	<b>163</b>	<b>0.3</b>	<b>302</b>	<b>0.3</b>
<b>NET MAJORITY INCOME</b>	<b>1,612</b>	<b>3.6</b>	<b>2,043</b>	<b>2.4</b>	<b>1,747</b>	<b>3.3</b>	<b>2,641</b>	<b>2.6</b>
<b>EBITDA</b>	<b>4,651</b>	<b>10.3</b>	<b>7,607</b>	<b>8.8</b>	<b>5,654</b>	<b>10.6</b>	<b>9,881</b>	<b>9.6</b>
MEXICO	2,782	15.7	4,854	13.7	3,255	17.5	5,986	16.0
US & CANADA	1,727	8.0	2,528	6.3	2,438	8.6	3,705	7.0
EUROPE	(9)	(0.6)	(56)	(1.8)	(112)	(6.0)	(105)	(2.9)
LATIN AMERICA	127	2.5	251	2.5	(1)	(0.0)	93	0.8

Regional results do not reflect royalties, while consolidated results exclude inter-company transactions.



<b>BALANCE SHEET</b> (MILLIONS OF MEXICAN PESOS)	2014	2015	
	DEC	JUN	%
<b>TOTAL ASSETS</b>	<b>177,760</b>	<b>184,481</b>	<b>3.8</b>
<b>CURRENT ASSETS</b>	<b>27,865</b>	<b>29,051</b>	<b>4.3</b>
Cash and equivalents	2,571	3,275	27.4
Accounts and notes receivables, net	19,028	18,782	(1.3)
Inventories	4,978	5,137	3.2
Other current assets	1,287	1,857	44.3
Property, machinery and equipment, net	52,474	54,166	3.2
Intangible Assets and Deferred Charges, net and Investment in Shares of Associated Companies	85,950	88,573	3.1
Other Assets	11,471	12,690	10.6
<b>TOTAL LIABILITIES</b>	<b>124,159</b>	<b>129,704</b>	<b>4.5</b>
<b>CURRENT LIABILITIES</b>	<b>32,240</b>	<b>41,661</b>	<b>29.2</b>
Trade Accounts Payable	12,656	11,843	(6.4)
Short-term Debt	1,789	10,008	459.3
Other Current Liabilities	17,795	19,810	11.3
Long-term Debt	60,415	54,166	(10.3)
Other Long-term Non Financial Liabilities	31,504	33,877	7.5
<b>Stockholder's Equity</b>	<b>53,602</b>	<b>54,777</b>	<b>2.2</b>
Minority Stockholder's Equity	2,627	3,143	19.6
Majority Stockholder's Equity	50,974	51,635	1.3

<b>STATE OF CASH FLOW</b> (MILLIONS OF MEXICAN PESOS) INDIRECT METHOD	2014	2015
	JUN	JUN
<b>INCOME (LOSS) BEFORE INCOME TAXES</b>	<b>3,605</b>	<b>4,588</b>
+ (-) Items not requiring cash	-	-
+ (-) Items related to investing activities	2,815	3,316
+ (-) Items related to financing activities	1,187	1,978
<b>CASH FLOW BEFORE INCOME TAX</b>	<b>7,607</b>	<b>9,881</b>
Cash flow provided or used in operation	679	(1,840)
<b>NET CASH FLOWS PROVIDED OF OPERATING ACTIVITIES</b>	<b>8,285</b>	<b>8,041</b>
Net cash flow from investing activities	(24,064)	(4,781)
<b>FINANCING ACTIVITIES</b>	<b>(15,778)</b>	<b>3,260</b>
Net cash flow from financing activities	19,110	(2,593)
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>3,332</b>	<b>667</b>
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>	<b>45</b>	<b>36</b>
Cash and cash equivalents at the beginning of period	2,504	2,571
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>5,881</b>	<b>3,275</b>