



Vitro Reports 2Q17 YoY Increases of 146% and 95% in Sales and EBITDA respectively in US Dollars

San Pedro Garza García, Nuevo León, Mexico, July 26, 2017 – Vitro, S.A.B. de C.V. (BMV: VITROA), hereinafter “Vitro” or the “Company”, a leading glass producer in North America, announced today its unaudited results for the second quarter of 2017 (“2Q’17”).

Second Quarter 2017 Highlights

- Vitro delivered another solid set of results in the second quarter of 2017, mainly due to the integration of the recent acquisitions in Flat Glass, Vitro Flat Glass “VFG” (formerly PPG’s Flat Glass Division) and Vitro Automotive (formerly PGW’s Original Equipment unit “OEM”), further supported by the good performance of the rest of the business in the Flat Glass division.
- Consolidated Net Sales rose 145.6% year-over-year (“YoY”) during the second quarter of 2017 to US Dollars (“US\$”) 561 million. This good performance was led by the 206.0% YoY revenue increase in our Flat Glass division to US\$504 million for the quarter. Revenues for the Glass Container unit, decreased 8.5% YoY to US\$56 million, principally reflecting a different mix and weak demand of our machinery and equipment products (“FAMA”). Measured in Mexican pesos (MX\$), Consolidated Net Sales increased 152.9% YoY to MX\$10,410 million.
- EBITDA increased 95.3% YoY to US\$105 million during the second quarter of 2017. The favorable result was primarily the result of a 142.7% YoY increase in the Flat Glass division EBITDA to US\$96 million. The increase was partially offset by a 13.5% YoY reduction in the Glass Container EBITDA to US\$14 million, which was negatively impacted by the change in product mix and weak market for FAMA’s products. In MX\$ terms, Consolidated EBITDA increased 100.8% YoY to MX\$1,947 million for the quarter.

FINANCIAL HIGHLIGHTS*

Millions of US Dollars

FINANCIAL HIGHLIGHTS*			
	2Q'17	2Q'16	% Change
Consolidated Net Sales	561	228	145.6%
<i>Flat Glass</i>	504	165	206.0%
<i>Glass Containers</i>	56	61	-8.5%
Cost of Sales	395	148	166.5%
Gross Income	166	80	107.0%
<i>Gross Margin</i>	29.6%	35.1%	-5.5 pp
SG&A	93	37	148.4%
<i>SG&A % of sales</i>	16.6%	16.4%	0.2 pp
EBIT ⁽¹⁾	73	43	70.7%
<i>EBIT Margin</i>	13.0%	18.7%	-5.7 pp
EBITDA ⁽¹⁾	105	54	95.3%
<i>Flat Glass</i>	96	40	142.7%
<i>Glass Containers</i>	14	16	-13.5%
<i>EBITDA Margin</i>	18.7%	23.5%	-4.8 pp
Net income	45	45	-1.2%
Net Income attributable to controlling interest	44	47	-4.7%
Total Debt	749	0	NA
<i>Short Term Debt</i>	4	0	NA
<i>Long Term Debt</i>	745	0	NA
Cash & Cash Equivalents	174	424	-59.0%
Total Net Debt	575	(424)	NA
* Millions US\$			
(1) EBIT and EBITDA are presented before other expenses and income.			

Commenting on Vitro’s performance and outlook, Mr. Adrián Sada Cueva, Chief Executive Officer, said “I am pleased to report once again another quarter with solid growth. Despite the uncertainty experienced in the markets during the first months of the year, our consolidated sales measured in dollars increased by 146 percent, reflecting the good performance in the Flat Glass division, which reported revenue growth of 206 percent driven by the good performance of the new integrated businesses, as well as the launch of new Automotive OEM platforms along with organic growth in the Chemicals Products business”.

Mr. Sada also commented: *"The smooth and successful integration of our Architectural and Automotive Businesses, has allowed Vitro to expand its geographic coverage, enhance its research and development capabilities, and establish a solid foundation to continue to grow these segments in the future."*

Commenting on the financial results, Mr. Claudio Del Valle, Chief Administrative and Financial Officer, noted: *"Strong quarterly EBITDA growth of 60.3% to US\$95 million reflects the achievements of the last twelve months consisting of executing key strategic transactions in combination with organic growth across most of the businesses. The company closed the quarter with US\$174 million in cash, resulting in a healthy ratio of Net Debt to EBITDA of 1.3 times on a pro-forma basis. Vitro remains fully committed to maintaining a strong debt profile combined with healthy cash generation and a solid balance sheet."*

"This quarter's results reflect Vitro's commitment to maintain a conservative debt profile, healthy cash flow generation and a solid balance sheet. The Company closed the quarter with US\$174 million in cash and equivalents. EBITDA posted continued strong growth, increasing 95.3% YoY to US\$105 million, reflecting the recent strategic acquisitions and organic growth in our main businesses. These results support a healthy ratio of Net Debt to LTM EBITDA of 1.3 times on a pro-forma basis."

Financial statements were prepared according to International Financial Reporting Standards (IFRS). The Peso figures included in the document are presented in nominal Pesos which could affect its comparability. Dollar figures are in nominal US dollars and are obtained by dividing nominal pesos for each month by the end of month fixed exchange rate published by Banco de México. In the case of the Balance Sheet, US dollar translations are made at the fixed exchange rate as of the end of the period. Certain amounts may not sum due to rounding. All figures and comparisons are in US dollar terms, unless otherwise stated, and may differ from the peso amounts due to the difference in exchange rates.

REVIEW OF CONSOLIDATED RESULTS

	Jun'17	Jun'16
Inflation in Mexico		
Quarter	0.2%	-0.7%
Accumulated	3.1%	0.3%
LTM	6.3%	2.5%
Inflation in USA		
Quarter	0.7%	1.2%
Accumulated	1.3%	1.9%
LTM	1.5%	1.0%
Exchange Rate		
Closing	18.0626	18.4646
Average (Acumulated)	19.2158	17.9309
Average (Quarter)	18.5710	18.0177
Devaluation (Appreciation) MXN/USD		
Accumulated (Closing)	-12.4%	7.0%
Quarter (average) YoY	3.1%	16.4%
Accumulated (Average)	7.2%	17.4%

Since the fourth quarter of 2016, the Company's results include the financial statements for the recently acquired Vitro Flat Glass business in the United States and Canada. Additionally, the second quarter financial results include Vitro Automotive, the business unit acquired on March 2017.

These businesses are now incorporated to Vitro's Flat Glass division. As a result, the Flat Glass division is segmented as follows: Automotive Original Equipment Manufacturers (OEM), Automotive Glass Replacement (AGR), Architectural Glass and Chemical business.

The Glass Containers Business Unit is comprised of Cosmetics, Fragrances and Pharmaceutical ("CFT"), a Joint Venture with COMEGUA in Central America, accounted under the equity method, and the Molds, Machinery and Equipment (FAMA) Businesses.

CONSOLIDATED SALES

Consolidated Net Sales increased 145.6% YoY to US\$561 million, from US\$228 million in 2Q'16, benefitting from continued growth in the Flat Glass Division, as well as from the recently acquired businesses. Measured in MX\$, revenues increased 152.9% to MX\$10,410 million during 2Q'17. The Mexican Peso weakened an average of 3.1% YoY during 2Q'17 resulting in a positive impact given Vitro's high level of US Dollar denominated revenues.

Table 1 - SALES

	Millions of US Dollars						Millions of Mexican Pesos					
	YoY%			YoY%			YoY%			YoY%		
	2Q'17	2Q'16	Change	6M'17	6M'16	Change	2Q'17	2Q'16	Change	6M'17	6M'16	Change
Total Consolidated Sales	561	228	145.6	992	459	116.2	10,410	4,116	152.9	18,896	8,225	129.7
Domestic Sales	152	151	0.4	299	307	(2.7)	2,816	2,728	3.2	5,730	5,511	4.0
Export Sales	79	72	8.5	147	142	3.2	1,465	1,306	12.2	2,818	2,551	10.5
Foreign Subsidiaries	330	5	NA	546	9	NA	6,129	82	NA	10,348	163	NA
Flat Glass	504	165	206.0	882	325	171.6	9,350	2,967	215.1	16,789	5,822	188.4
Domestic Sales	127	117	8.6	246	231	6.7	2,343	2,100	11.5	4,708	4,134	13.9
Export Sales	47	44	8.0	90	85	5.9	879	785	12.0	1,732	1,524	13.7
Foreign Subsidiaries	330	5	NA	546	9	NA	6,129	82	NA	10,348	163	NA
Glass Containers	56	61	(8.5)	106	129	(17.6)	1,036	1,098	(5.7)	2,033	2,308	(11.9)
Domestic Sales	24	32	(24.6)	49	71	(30.9)	450	577	(22.1)	948	1,281	(26.0)
Export Sales	32	29	9.4	57	57	(0.9)	586	521	12.6	1,086	1,027	5.7

Flat Glass sales increased 206% YoY to US\$504 million in 2Q'17, from US\$165 million during the same period of 2016. Auto OEMs (excluding recently acquired businesses) reported higher sales volumes along with an improved price mix. The Flat Glass division also experienced higher sales volumes at its Chemical Business unit.

Glass Containers sales decreased 8.5% YoY to US\$56 million in 2Q'17 due to the combination of a decrease in FAMA sales which was partially offset by an increase in Vitro's fragrance sales to the rest of the world.

EBIT AND EBITDA

Consolidated EBIT increased 70.7% to US\$73 million in 2Q'17 as a result of higher sales volumes and an improved price mix. While consolidated EBITDA was 95.3% higher this quarter reaching to US\$105 million, EBITDA margin decreased to 18.7% following the recent acquisitions.

EBIT and EBITDA growth was primarily the result of the VFG and Vitro Automotive acquisitions, along with solid organic growth in Architectural Glass, Automotive OEM and the Chemical Business in Mexico. Furthermore, the product mix of both Architectural Glass and Auto OEM continues to improve with higher sales of value added products, as well as the launching of new automotive platforms respectively. The Company is also focused on implementing efficiency and cost reduction initiatives which, in connection with recent acquisitions include a better geographic position which is expected to result in a quicker response to customer demands and lower distribution costs.

Table 2 - EBIT & EBITDA ⁽¹⁾⁽²⁾

	Millions of US Dollars						Millions of Mexican Pesos					
	YoY%			YoY%			YoY%			YoY%		
	2Q'17	2Q'16	Change	6M'17	6M'16	Change	2Q'17	2Q'16	Change	6M'17	6M'16	Change
Consolidated EBIT	73	43	70.7	141	91	54.6	1,354	772	75.4	2,694	1,633	65.0
Margin	13.0%	18.7%	-5.7 pp	14.2%	19.8%	-5.6 pp	13.0%	18.8%	-5.8 pp	14.3%	19.8%	-5.5 pp
Flat Glass	68	31	118	132	64	108	1,264	563	124	2,537	1,139	123
Margin	13.5%	19.0%	-5.5 pp	15.0%	19.6%	-4.6 pp	13.5%	19.0%	-5.5 pp	15.1%	19.6%	-4.5 pp
Glass Containers	11	13	(17)	20	29	(32)	201	237	(15)	377	524	(28)
Margin	19.5%	21.4%	-1.9 pp	18.6%	22.5%	-3.9 pp	19.4%	21.6%	-2.2 pp	18.6%	22.7%	-4.1 pp
Consolidated EBITDA	105	54	95.3	200	113	76.9	1,947	970	100.8	3,835	2,029	89.0
Margin	18.7%	23.5%	-4.8 pp	20.2%	24.7%	-4.5 pp	18.7%	23.6%	-4.9 pp	20.3%	24.7%	-4.4 pp
Flat Glass	96	40	143	184	80	129	1,782	712	150	3,529	1,438	145
Margin	19.1%	24.0%	-4.9 pp	20.9%	24.7%	-3.8 pp	19.1%	24.0%	-4.9 pp	21.0%	24.7%	-3.7 pp
Glass Containers	14	16	(14)	26	35	(27)	257	290	(12)	489	630	(22)
Margin	24.8%	26.3%	-1.5 pp	24.1%	27.2%	-3.1 pp	24.8%	26.5%	-1.7 pp	24.0%	27.3%	-3.3 pp

⁽¹⁾ EBIT and EBITDA are presented before other expenses and income

⁽²⁾ Consolidated EBIT and EBITDA includes Corporate subsidiaries.

Flat Glass EBIT increased 118% on a comparable basis to US\$68 million, while EBITDA grew 143% up to US\$96 million in the 2Q'2017, from US\$40 million. Both, healthy organic growth in Automotive OEM and Architectural Glass in Mexico, as well as the sum of VFG and Vitro Automotive business positively contributed the Flat Glass results.

In contrast, Glass Containers EBIT decreased 17% on a like to like basis to US\$11 million in the 2Q'17, while EBITDA experienced a 14% reduction to US\$14 million, from US\$16 million in the same period of 2016. The slower growth was due to a price mix effect in Vitro's molds and spare part products, and high Machinery sales during the second quarter of 2016.

NET FINANCIAL COST

During 2Q'17 Vitro reported Net Financial Cost of US\$4 million, compared to income of US\$23 million during the second quarter of 2016. This mainly due to a lower Foreign Exchange Gain and higher Net Interest Expenses. During 2Q'17 the Company reported a Foreign Exchange Gain of US\$6 million compared to a Foreign Exchange Gain of US\$21 million for the same period of 2016. Net Interest Expenses increased up to US\$9 million due to fees and other expenses related to the acquisitions financing.

Table 3: NET FINANCIAL INCOME (COST)

	Millions of US Dollars						Millions of Mexican Pesos					
			YoY%			YoY%			YoY%			YoY%
	2Q'17	2Q'16	Change	6M'17	6M'16	Change	2Q'17	2Q'16	Change	6M'17	6M'16	Change
Net interest income (expenses)	(9)	0	NA	(16)	2	NA	(171)	9	NA	(311)	30	NA
Other financial (expenses) income ⁽¹⁾	(0)	2	NA	(6)	(2)	(139.7)	(4)	33	NA	(106)	(42)	(152.2)
Foreign exchange gain (loss)	6	21	(73)	7	23	(67.0)	102	385	(73.5)	137	425	(67.8)
Net Financial Income (Cost)	(4)	23	NA	(15)	22	NA	(74)	427	NA	(280)	412	NA

(1) Includes natural gas hedgings in 2016 and other financial expenses.

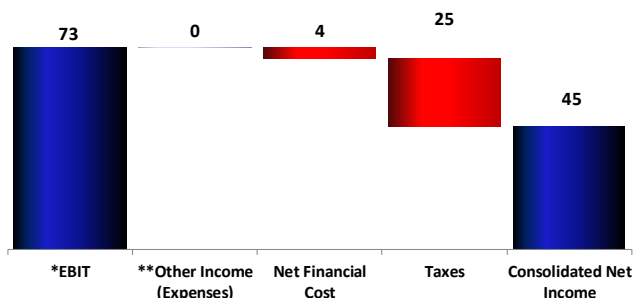
YoY % Change is presented in absolute values.

CONSOLIDATED NET INCOME

The Company reported Consolidated Net Income of US\$45 million in the second quarter of 2017, which includes EBIT of US\$73 million, Net Financial Cost of US\$4 million and US\$25 million of taxes.

During 2Q'17 Vitro reported an Income Tax of US\$25 million, compared to US\$24 million in 2Q'16; This represents an effective tax rate of 36% and 35%, respectively for the period.

Consolidated Net Income
(millions dollars)



* EBIT is presented before other expenses and income

** Includes equity method participation on associates.

CONSOLIDATED FINANCIAL POSITION

As of June 30th 2017, the Company had a cash balance of US\$174 million, compared to US\$189 million for the previous period. This as a result of higher capital expenditures, dividend payments, partially offset with operating profit. Total debt at the close of the quarter was US\$749 million, mostly long-term debt in US Dollars related to the recent acquisitions, with a 3 year grace period in principal amortizations and a 7 year maturity, resulting in an average life of 5.5 years. The Debt to EBITDA ratio at the end of the second quarter was 2.2x LTM, with a Net Debt to EBITDA of 1.7x. Including acquired businesses, on a proforma basis for the last twelve months, leverage ratio Net Debt to EBITDA was 1.3 for 2Q'17.

Table 4: DEBT INDICATORS

	Millions of US Dollars, except where indicated						
	2Q'17	1Q'17	4Q'16	3Q'16	2Q'16	1Q'16	4Q'15
Leverage⁽¹⁾							
(Total Debt / EBITDA ⁽²⁾) (Times) LTM	2.2	2.5	2.0	2.3	0.0	0.0	0.0
(Total Net Debt / EBITDA ⁽²⁾) (Times) LTM	1.7	1.9	1.1	0.0	0.0	0.0	0.0
Leverage proforma⁽³⁾							
(Total Debt / EBITDA ⁽³⁾) (Times) LTM	1.8	1.7	1.5	1.4	0.0	0.0	0.0
(Total Net Debt / EBITDA ⁽³⁾) (Times) LTM	1.3	1.3	0.8	NA	0.0	0.0	0.0
Total Debt	749	744	513	497	0	0	1
Short-Term Debt	4	3	1	0	0	0	1
Long-Term Debt	745	741	512	497	0	0	0
Cash and Cash Equivalents	174	189	240	924	424	443	414
Total Net Debt	575	555	273	(427)	(424)	(442)	(413)
Currency Mix (%) Dlls / Pesos	100 / 0	100 / 0	100 / 0	100 / 0	0.0	0.0	74 / 26

(1) Financial ratios are calculated using figures in dollars.

(2) EBITDA is Last Twelve Months

(3) EBITDA includes LTM historical information plus proforma data for the acquired businesses.

CASH FLOW

In 2Q'17 the Company reported a negative Net Free Cash Flow of US\$17 million, compared to a negative Net Free Cash Flow of US\$15 million in 2Q'2016. Despite the higher EBITDA of US\$105 million for 2Q'17 vs US\$54 million for 2Q'2016, and a US\$ 4 million reduction in Working Capital Investments in 2Q'17, Net Free Cash Flow was affected by higher CAPEX of US\$41 million in the current period, compared with US\$21 million in 2Q'2016, a US\$7 million increase in Net Interest Payments, higher taxes paid and an increase in dividends payment during the period.

Table 5: CASH FLOW FROM OPERATIONS ANALYSIS⁽¹⁾

	Millions of US Dollars						Millions of Mexican Pesos					
	YoY%		Change	YoY%		Change	YoY%		Change	YoY%		Change
	2Q'17	2Q'16		6M'17	6M'16		2Q'17	2Q'16		6M'17	6M'16	
EBITDA	105	54	95.3	200	113	76.9	1,947	970	100.8	3,835	2,029	89.0
Working Capital ⁽²⁾	(10)	(14)	25.4	(36)	(20)	(75.9)	(183)	(252)	27.3	(698)	(371)	(88.0)
Cash Flow from operations before Capex	95	40	137.7	164	93	77.2	1,764	718	145.8	3,138	1,658	89.2
Capex ⁽⁴⁾	(41)	(21)	(92.4)	(67)	(35)	(93.5)	(756)	(384)	(97.0)	(1,275)	(624)	(104.4)
Cash Flow from operations after Capex	54	19	189.7	97	58	67.4	1,008	334	201.9	1,863	1,035	80.1
Net Interest Paid ⁽³⁾	(9)	(2)	NA	(16)	(4)	NA	(163)	(38)	NA	(310)	(65)	NA
Cash Taxes (paid) recovered	(37)	(9)	NA	(40)	(16)	(158.5)	(694)	(173)	NA	(750)	(278)	(169.5)
Dividends	(25)	(22)	(14.2)	(25)	(22)	(14.2)	(468)	(384)	(21.8)	(468)	(384)	(21.8)
Net Free Cash Flow	(17)	(15)	(15.0)	16	17	6.9	(318)	(261)	(21.5)	336	308	9.2

(1) This statement is a cash flow analysis and it does not represent a Cash Flow Statement according with IFRS.

(2) Includes: trade receivables, inventories, suppliers, other current assets and liabilities including IVA (Value Added Tax).

(3) Includes interest income, natural gas hedgings in 2016 and other financial expenses.

(4) Includes advanced payments which under IFRS is considered as other long term assets.

CAPITAL EXPENDITURES:

CAPEX for 2Q'17 totaled US\$41 million as a result of the following investments: US\$16 million for a Coater located in one of our United States Units for Architectural Glass; US\$14 million to increase capacity in our Automotive Glass Replacement in Mexico, as well as for Automotive Glass unit in the United States; US\$4 million for Vitro's Fragrances and Pharmaceuticals business; and US\$3 Million to increase Machinery and Equipment capacity in FAMA Monterrey and Toluca, among others.

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About Vitro

Vitro, S.A.B. de C.V. (BMV: VITROA) is a leading glass manufacturer in North America and one of the world's major companies in its industry, backed by more than 100 years of experience. Founded in 1909 in Monterrey, Mexico, the Company has subsidiaries around the globe, offering quality products and reliable services to meet the needs of two businesses: glass containers and flat glass. Companies of Vitro produce, process, distribute, and market a wide range of glass articles, which are part of the daily life of thousands of people. Vitro offers solutions for multiple markets, including cosmetic, pharmaceutical and toiletries, as well as architectural and automotive. The Company is also a supplier of chemical products and raw material, machinery, molds and equipment for industrial use. As a socially responsible organization, Vitro works on several initiatives aligned to its Sustainability Model, aiming to create a positive influence in the economic, social, and environmental aspects relevant to its stakeholders, in a responsible corporate management framework. For more information, visit: <http://www.vitro.com>

Disclaimer

This announcement contains historical information, certain management's expectations, estimates and other forward-looking information regarding Vitro, S.A.B. de C.V. and its Subsidiaries (collectively the "Company"). While the Company believes that these management's expectations and forward looking statements are based on reasonable assumptions, all such statements reflect the current views of the Company with respect to future events and are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated in this report. Many factors could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic, political, governmental and business conditions worldwide and in such markets in which the Company does business, changes in interest rates, changes in inflation rates, changes in exchange rates, the growth or reduction of the markets and segments where the Company sells its products, changes in raw material prices, changes in energy prices, particularly gas, changes in the business strategy, and other factors. Should one or more of these risks or uncertainties materialize, or should the underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected. The Company does not assume any obligation, to and will not update these forward-looking statements.

Use of Non-IFRS Measures

A body of International Financial Reporting Standards is commonly referred to as "IFRS". A financial measure is generally defined as one that purports to measure historical or future financial performance, financial position or cash flows but excludes or includes amounts that may not be fully comparable with IFRS. In this report we use certain measures that are different to IFRS, among which is included EBITDA. EBITDA would not be so adjusted in the most comparable IFRS measure. We disclose in this report certain non-IFRS financial measures, including EBITDA. EBITDA: operating profit plus depreciation and amortization, and provision for employee retirement obligations with impact in the operating profit.

***To fully comply with the Mexican Stock Exchange Regulation, art. 4.033.01 Section VIII, the Company states that at the date of this press release, the following Brokerage or Credit Institutions provide analysis coverage to our securities: GBM Grupo Bursátil Mexicano, S.A. de C.V., Casa de Bolsa.*



CONSOLIDATED

VITRO, S.A.B. DE C.V. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME

FOR THE PERIODS, (MILLIONS)

INCOME STATEMENT	Second Quarter						January - June					
	Dollars			Pesos			Dollars			Pesos		
	2017	2016	% Var.	2017	2016	% Var.	2017	2016	% Var.	2017	2016	% Var.
Consolidated Net Sales	561	228	145.6	10,410	4,116	152.9	992	459	116.2	18,896	8,225	129.7
Cost of Sales	395	148	166.5	7,326	2,670	174.4	679	291	133.1	12,906	5,219	147.3
Gross Income	166	80	107.0	3,083	1,446	113.2	313	168	86.8	5,990	3,006	99.3
SG&A Expenses	93	37	148.4	1,729	674	156.6	173	77	124.9	3,296	1,373	140.0
Operating Income	73	43	70.7	1,354	772	75.4	141	91	54.6	2,694	1,633	65.0
Other Expenses (Income), net	0	(2)	NA	8	(34)	NA	(0)	(2)	NA	(1)	(43)	NA
Operating income after other expenses (income), net	73	45	62.8	1,346	806	67.0	141	93	50.8	2,695	1,676	60.8
Share in earnings (loss) of unconsolidated associated companies	1	1	(41.2)	14	22	(38.4)	2	4	(45.9)	41	69	(40.9)
Interest Expense	10	0	NA	179	0	NA	17	(0)	NA	329	0	NA
Interest (Income)	(0)	(0)	(19.6)	(7)	(9)	(16.0)	(1)	(2)	(45.7)	(18)	(30)	(41.5)
Other Financial Expenses, net	0	(2)	NA	4	(33)	NA	6	2	139.7	106	42	152.2
Foreign Exchange Loss (Income)	(6)	(21)	(73.2)	(102)	(385)	(73.5)	(7)	(23)	(67.0)	(137)	(425)	(67.8)
Net financial cost	4	(23)	NA	74	(427)	NA	15	(22)	NA	280	(412)	NA
Income (loss) before Tax	69	69	0.5	1,286	1,255	2.4	128	119	7.5	2,455	2,157	13.8
Income Tax	25	24	3.8	456	442	3.2	38	36	6.4	710	643	10.5
Net income (loss) from continuing operations	45	45	(1.2)	829	813	2.0	90	83	7.9	1,745	1,514	15.3
Net income (loss)	45	45	(1.2)	829	813	2.0	90	83	7.9	1,745	1,514	15.3
Net Income (loss) attributable to controlling interest	44	47	(4.7)	829	842	(1.6)	90	86	4.6	1,744	1,562	11.7
Net Income (loss) attributable to noncontrolling interest	0	(2)	NA	1	(29)	NA	0	(3)	NA	1	(48)	NA



VITRO, S.A.B. DE C.V. AND SUBSIDIARIES

SEGMENTED INFORMATION

FOR THE FOLLOWING PERIODS, (MILLION)

	<u>Second Quarter</u>						<u>January - June</u>					
	Dollars			Pesos			Dollars			Pesos		
	2017	2016	%	2017	2016	%	2017	2016	%	2017	2016	%
FLAT GLASS												
Net Sales	504	165	206.0%	9,350	2,967	215.1%	882	325	171.6%	16,789	5,822	188.4%
Intercompany Sales	0	0	2435.2%	5	0		0	0	1438.3%	6	0	
Net Sales to third parties	504	165	205.9%	9,345	2,967	215.0%	882	325	171.6%	16,782	5,821	188.3%
EBIT ⁽⁴⁾	68	31	117.6%	1,264	563	124.4%	132	64	108.3%	2,537	1,139	122.8%
Margin ⁽¹⁾	13.5%	19.0%		13.5%	19.0%		15.0%	19.6%		15.1%	19.6%	
EBITDA ⁽⁴⁾	96	40	142.7%	1,782	712	150.4%	184	80	129.5%	3,529	1,438	145.4%
Margin ⁽¹⁾	19.1%	24.0%		19.1%	24.0%		20.9%	24.7%		21.0%	24.7%	
Flat Glass volumes												
Construction (Thousand m2R) ⁽²⁾	55,518	20,040	177.0%				108,782	40,416	169.2%			
Automotive (Thousands pieces)	15,519	4,877	218.2%				24,502	9,558	156.4%			
Soda Ash (Thousand Tons)	181	148	22.2%				345	294	17.3%			
GLASS CONTAINERS												
Net Sales	56	61	-8.5%	1,036	1,098	-5.7%	106	129	-17.6%	2,033	2,308	-11.9%
Intercompany Sales	0	0	-27.3%	5	6	-6.1%	0	0	7.3%	10	8	28.2%
Net Sales to third parties	56	61	-8.4%	1,030	1,092	-5.7%	106	128	-17.6%	2,023	2,300	-12.0%
EBIT ⁽⁴⁾	11	13	-16.8%	201	237	-15.1%	20	29	-31.8%	377	524	-28.1%
Margin ⁽¹⁾	19.5%	21.4%		19.4%	21.6%		18.6%	22.5%		18.6%	22.7%	
EBITDA ⁽⁴⁾	14	16	-13.5%	257	290	-11.5%	26	35	-26.9%	489	630	-22.4%
Margin ⁽¹⁾	24.8%	26.3%		24.8%	26.5%		24.1%	27.2%		24.0%	27.3%	
Glass containers volumes (MM Pieces)												
Domestic	121	144	-16.0%				250	265	-5.5%			
Exports	153	139	10.3%				280	276	1.3%			
Total:Dom.+Exp.	274	283	-3.1%				530	541	-2.0%			
CONSOLIDATED⁽³⁾												
Net Sales	561	228	145.6%	10,410	4,116	152.9%	992	459	116.2%	18,896	8,225	129.7%
EBIT ⁽⁴⁾	73	43	70.7%	1,354	772	75.4%	141	91	54.6%	2,694	1,633	65.0%
Margin ⁽¹⁾	13.0%	18.7%		13.0%	18.8%		14.2%	19.8%		14.3%	19.8%	
EBITDA ⁽⁴⁾	105	54	95.3%	1,947	970	100.8%	200	113	76.9%	3,835	2,029	89.0%
Margin ⁽¹⁾	18.7%	23.5%		18.7%	23.6%		20.2%	24.7%		20.3%	24.7%	

⁽¹⁾ EBIT and EBITDA Margins consider Consolidated Net Sales.

⁽²⁾ m2R = Reduced Squared Meters.

⁽³⁾ Includes corporate companies and other's sales and EBIT.

⁽⁴⁾ EBIT and EBITDA are presented before other expenses and income effect.