



Second Quarter 2015 financial results

July 24th, 2015

Forward-Looking Statement

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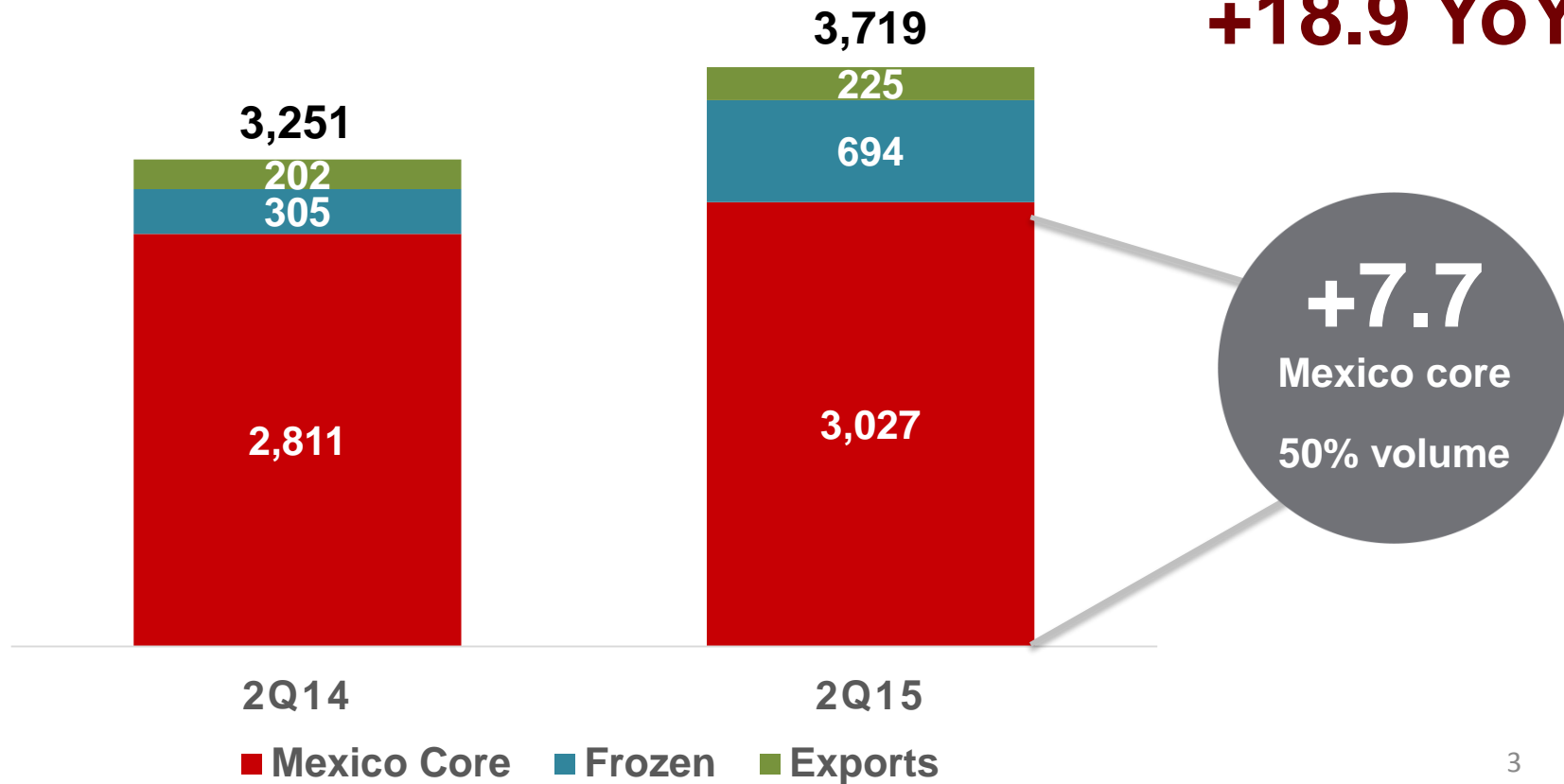
2Q15 Solid performance

**EBITDA
Margin**

15.8%

18.1%

+18.9 YoY



2Q15



Outperforming categories Above Mexico core index (107.7)



Canned
Vegetables



Jams



Mole



Pastas



Salsas



Teas



Tomato
Puree

Helados Nestlé

Strong seasonality

Fixed expenses absorption

Higher SG&A structure



Nutrisa

Close the gap on sales by 4Q15

449 total stores



STORE

Largest format
4,000+ transactions
Higher profitability

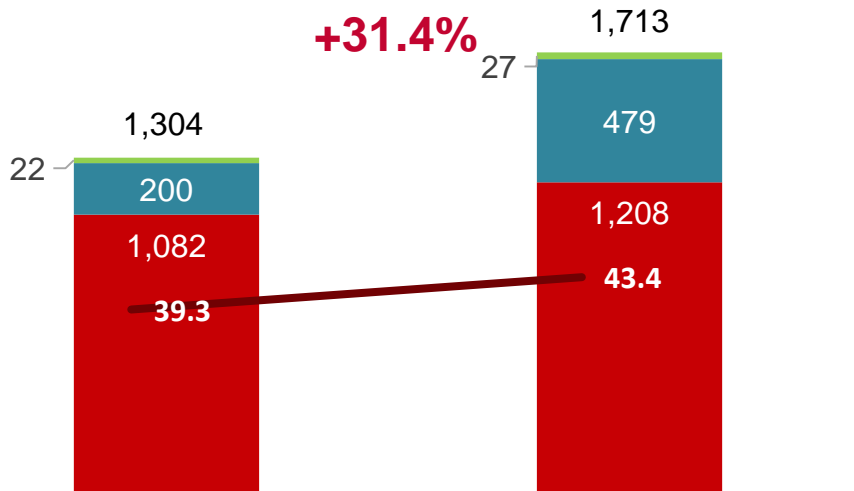


KIOSK

Smallest format
2,000+ transactions
Higher gross margin

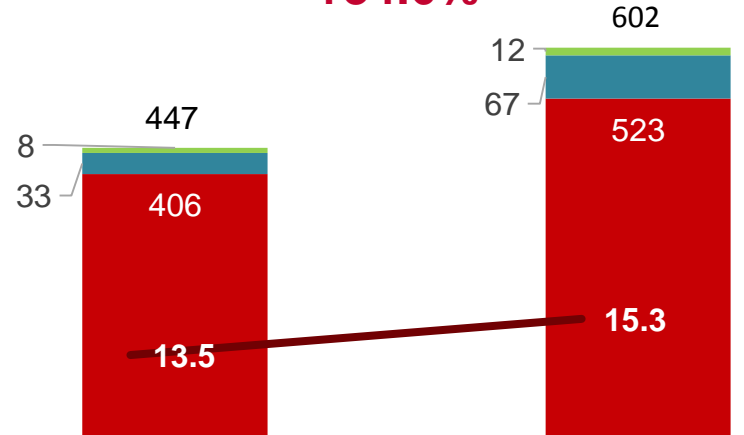
2Q15 Results

Gross Profit +31.4%



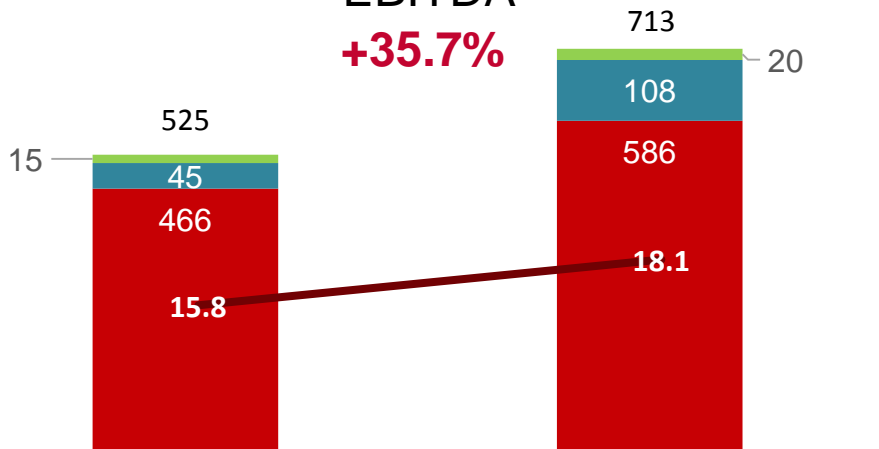
■ Margin
■ Mexico Core ■ Frozen ■ Exports

EBIT +34.6%



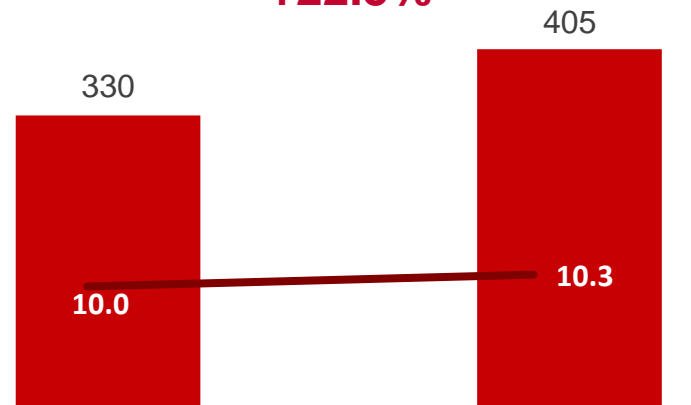
■ Margin
■ Mexico core ■ Frozen ■ Exports

EBITDA +35.7%



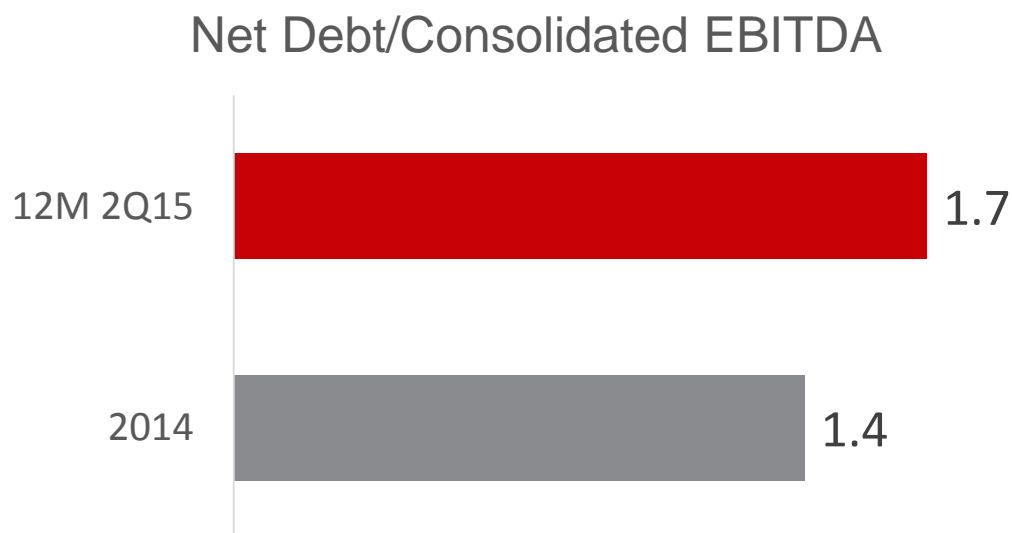
■ Margin
■ Mexico Core ■ Frozen ■ Exports

Consolidated Net Income +22.5%



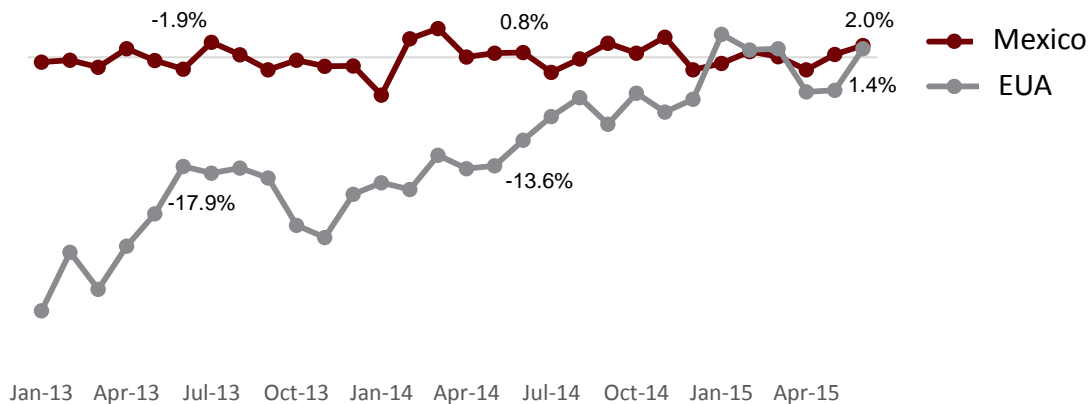
■ Margin
 2Q14 2Q15 6

Building financial strengths

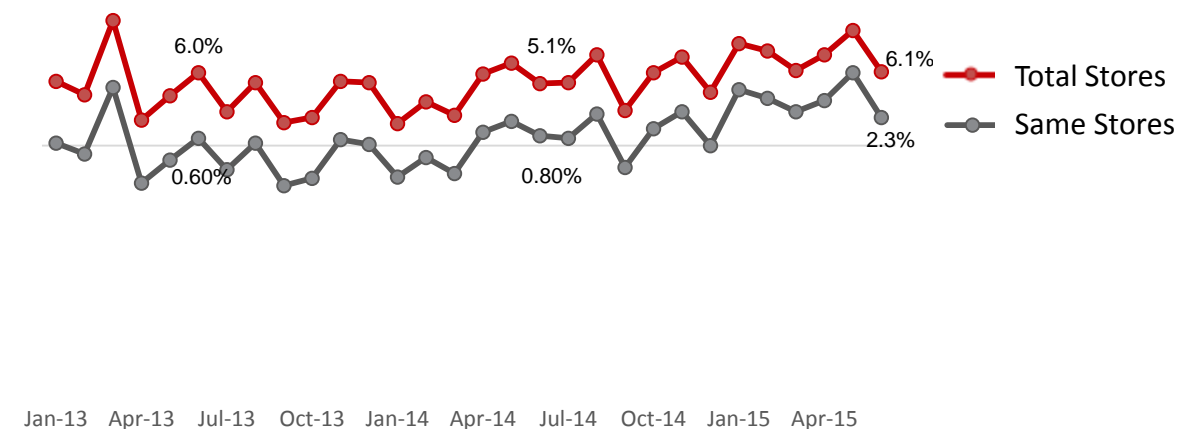


Market conditions

Consumer Confidence
Mexico & USA



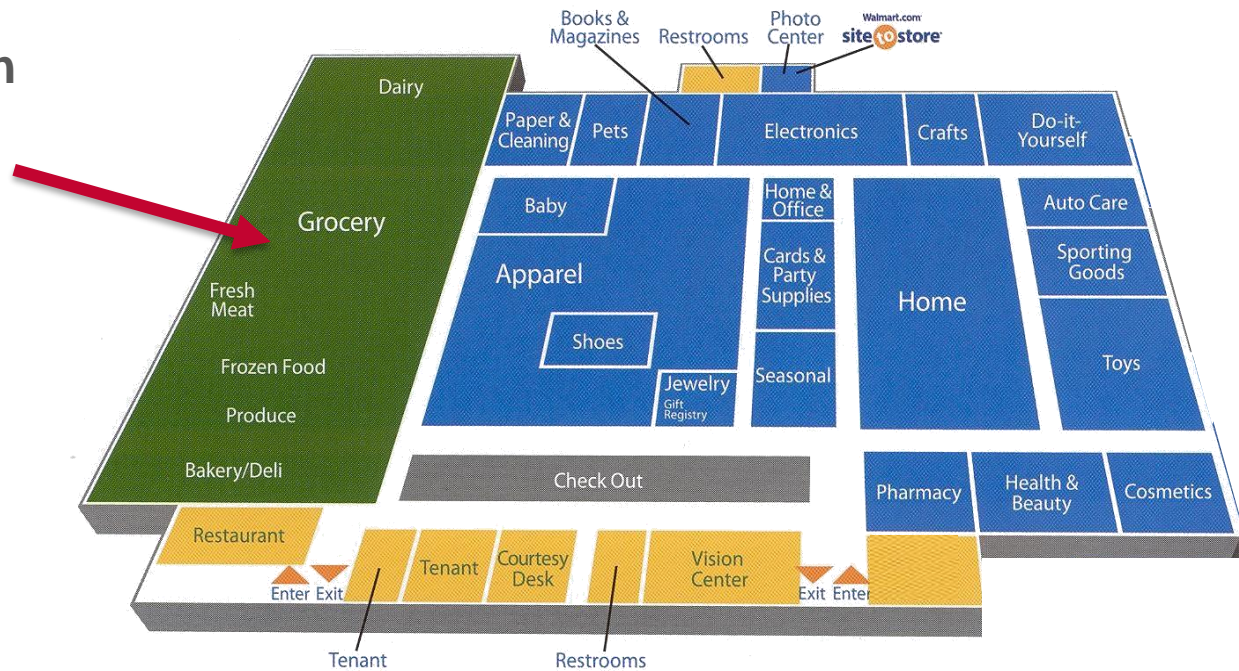
Mexico Supermarket
Nominal Growth





Challenging environment

Flat sales on
“Center of the aisle”



Helados Nestlé

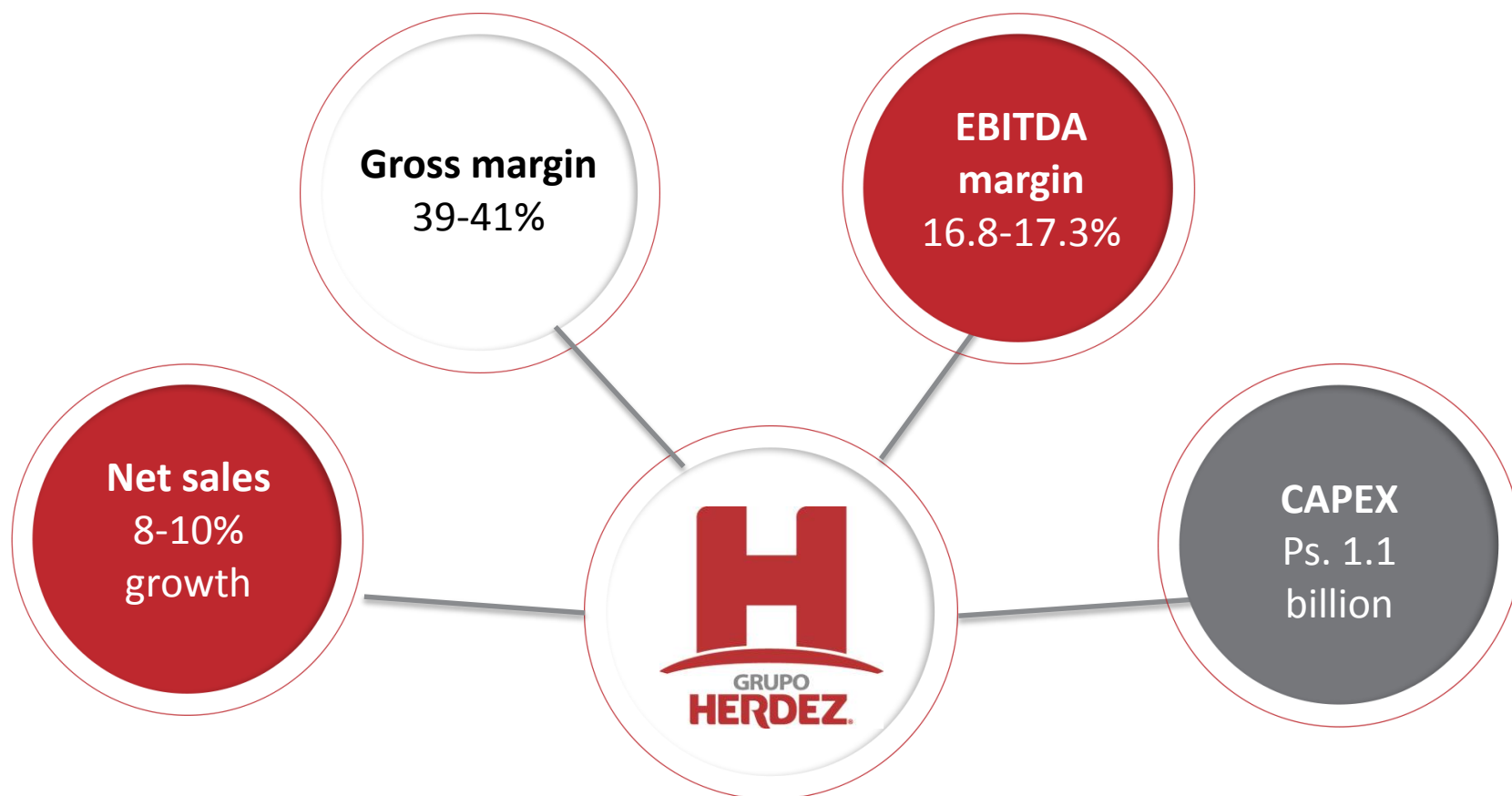
**Seasonality
+
Innovation**

**Focused
Management**

**2015
Integration
Process**



2015 Financial Outlook





Q&A