



Vitro Reports 2Q16 YoY Increases of 4.5% in Sales and 7.7% in EBITDA

San Pedro Garza García, Nuevo León, Mexico, July 28, 2016 – Vitro, S.A.B. de C.V. (BMV: VITROA), hereinafter “Vitro” or the “Company”, the leading glass producer in Mexico, today announced its unaudited results for the second quarter of 2016 (“2Q’16”).

Second Quarter 2016 Highlights

- Consolidated Net Sales increased 4.5 percent year-on-year (“YoY”) to US\$228 million driven by continued strong growth in Glass Containers segment for cosmetics and molds, machinery and equipment, despite the 16.4 percent YoY peso depreciation (quarterly average), which negatively impacts results when converting to U.S. dollars.
- Reported EBITDA rose 7.7 percent YoY to US\$54 million resulting in a 70 basis point increase in EBITDA margin to 23.5 percent.
- The Company was debt free at the close of 2Q16 compared with US\$1,137 million in 2Q’15, while its cash position increased 150.8 percent YoY to US\$424 million by quarter end.

Commenting on Vitro’s performance and outlook, Mr. Adrián Sada Cueva, Chief Executive Officer, said: *“We continue reporting solid results while maintaining a healthy balance sheet despite the challenging macroeconomic conditions, which has allowed us to pursue growth opportunities both organic, and strategic acquisitions.”*

In addition, Mr. Sada commented on the agreement announced on July 21 *“We are proud and pleased with the agreement with which PPG’s float glass business will incorporate to Vitro. With this acquisition the Company will become one of the most important players worldwide in the segment of high performance glass coatings”*.

In the reported quarter, despite the 16.4% depreciation of the peso against the dollar and the slowdown of some clients and platforms in the automotive business, we were able to partially offset this with other businesses’ improved sales and by maintaining our expense control discipline. Total sales growth of 4.5% was driven by good cosmetics and molds, machinery and equipment.

Commenting on the balance sheet, Mr. Claudio Del Valle, Chief Administrative and Financial Officer, noted: *“We raised EBIT 20.3% YoY and closed the quarter debt free with a cash position of US\$424 million, compared with total net debt of US\$968 million. These results are indicative of our sound financial position”*

On the PPG agreement, Mr. del Valle added, *“even though a part of the operation will be financed, we’ll maintain a healthy balance sheet and with conservative debt ratios that allows us to continue to grow steadily.”*

FINANCIAL HIGHLIGHTS*

Million of US Dollars

FINANCIAL HIGHLIGHTS*			
	2Q’16	2Q’15	% Change
Consolidated Net Sales	228	219	4.5%
Glass Containers	61	45	34.0%
Flat Glass	165	171	-3.8%
Cost of Sales	148	145	2.0%
Gross Income	80	73	9.4%
Gross Margins	35.1%	33.6%	1.5 pp
SG&A	37	38	-0.9%
SG&A % of sales	16.4%	17.3%	-0.9 pp
EBIT ⁽³⁾	43	36	20.3%
EBIT Margins	18.7%	16.3%	2.4 pp
EBITDA ⁽³⁾	54	50	7.7%
Glass Containers	16	13	24.3%
Flat Glass	40	37	7.2%
EBITDA Margins	23.5%	22.8%	0.7 pp
Net income (loss) from continuing operations	45	1	-
Net income from discontinued operations	-	37	-
Net Income attributable to controlling interest	47	40	15.6%
Total Debt ⁽¹⁾	0	1,137	-100.0%
Short Term Debt	0	288	-100.0%
Long Term Debt	0	849	-100.0%
Cash & Cash Equivalents ⁽²⁾	424	169	150.8%
Total Net Debt ⁽¹⁾	(424)	968	-

* Million US\$ Nominal

(1) Total debt includes account receivables debt programs according to IFRS.

(2) Cash & Cash Equivalents include restricted cash on our accounts receivables debt programs and lease contracts.

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

performance in the Glass Container segment for

"Vitro continues on the path of growth and operational efficiency. All the teams in our businesses remain focused on executing their operational plan with the goal of providing a future of value adding to all our stakeholders", concluded Mr. Sada.

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.

According to IFRS, the F&B business sale to O-I meet the criteria identified in IFRS 5, therefore, its financial information is accounted for as a discontinued operation and presented accordingly to comply with such requirements.

REVIEW OF CONSOLIDATED RESULTS

	Jun'16	Jun'15
Inflation in Mexico		
Quarter	-0.6%	-0.6%
Accumulated	0.4%	-0.1%
LTM	2.6%	2.9%
Inflation in USA		
Quarter	1.3%	1.1%
Accumulated	2.0%	1.6%
LTM	1.1%	0.1%
Exchange Rate		
Closing	18.4646	15.6854
Average (Accumulated)	17.9309	15.2745
Average (Quarter)	18.0177	15.4794
Devaluation (Appreciation)		
Accumulated (Closing)	7.0%	6.4%
Quarter (average) YoY	16.4%	19.3%
Accumulated (Average)	17.4%	16.6%

On September 1, 2015, the sale of the Food and Beverage (F&B) Glass Containers division to Owens-Illinois, Inc. (NYSE:OI) was completed, cash and debt free, with proceeds to Vitro of US\$2.15 billion. Of note, these operations had been accounted for as discontinued starting in 2Q'15 following the agreement to divest the F&B business.

Following divestiture of the F&B Glass Containers division, the Company made some changes to the composition of its reportable segments structure. Prior to the divestiture, the Chemical business was grouped within the Glass Containers segment. Effective 3Q'15, the Chemical business became part of the Flat Glass segment as it more closely aligns with Vitro's new structure. Selected financial information for the first two quarters of 2015 has been reclassified in order to present comparable segment financial information accordingly with the new structure.

The Glass Containers business unit includes the Cosmetics, Fragrances and Toiletries (CFT) segment, participation in the Comegua joint venture, in Central America, which is accounted for under the equity method, and the Molds, Machinery and Equipment businesses. The Flat Glass business unit includes Automotive, Original Equipment Manufacturers (OEM) and Automotive Glass Replacement (AGR) segments, the Construction segment, and the Chemical business.

CONSOLIDATED SALES

Table 1 - SALES

	Million of Mexican Pesos						Million of US Dollars					
	YoY%			YoY%			YoY%			YoY%		
	2Q'16	2Q'15	Change	6M'16	6M'15	Change	2Q'16	2Q'15	Change	6M'16	6M'15	Change
Total Consolidated Sales	4,116	3,387	21.5	8,225	6,422	28.1	228	219	4.5	459	420	9.2
Domestic Sales	2,728	2,235	22.1	5,511	4,310	27.9	151	144	4.9	307	282	9.0
Export Sales	1,306	1,044	25.1	2,551	1,904	33.9	72	67	7.5	142	124	14.4
Foreign Subsidiaries	82	108	(23.7)	163	207	(21.2)	5	7	(34.5)	9	14	(32.8)
Glass Containers	1,098	704	55.9	2,308	1,345	71.6	61	45	34.0	129	88	46.3
Domestic Sales	577	327	76.5	1,281	608	110.6	32	21	51.9	71	40	79.6
Export Sales	521	377	38.0	1,027	737	39.4	29	24	18.4	57	48	18.8
Flat Glass	2,967	2,651	11.9	5,822	5,029	15.8	165	171	(3.8)	325	329	(1.3)
Domestic Sales	2,100	1,877	11.9	4,134	3,654	13.2	117	121	(3.9)	231	239	(3.6)
Export Sales	785	666	17.8	1,524	1,168	30.5	44	43	1.3	85	76	11.5
Foreign Subsidiaries	82	108	(23.7)	163	207	(21.2)	5	7	(34.5)	9	14	(32.8)

Consolidated Net Sales increased 4.5 percent to US\$228 million in 2Q'16, from US\$219 million in 2Q'15. The positive effect of higher sales which benefited from continued growth in Glass Containers; this was partially offset by a 16.4 percent YoY peso depreciation (quarterly average).

Glass Containers sales increased 34.0 percent to US\$61 million, from US\$45 million in 2Q'15, due to a good performance in export sales to the United States mainly in the fragrances segment and an increase in sales of molds and machinery. Domestic sales rose 51.9 percent YoY to US\$32 million primarily reflecting overall higher sales volumes and as previously commented, an increase in the sales of molds and machinery which were partially offset by the negative impact from the 16.4 percent YoY peso depreciation (quarterly average). Export sales increased to US\$29 million in 2Q'16, from US\$24 million.

Flat Glass sales decreased 3.8 percent to US\$165 million, from US\$171 million in 2Q'15. The decrease was due to the termination of some platforms in the automotive market. Additionally, sales were lower in the chemical business which supplies raw materials. This business was impacted by a mild winter season in the United States and challenging oil price environment.

EBIT AND EBITDA

Consolidated EBIT increased to US\$43 million in 2Q'16, from US\$36 million in 2Q'15, an increase of 20.3 percent. Consolidated EBITDA was US\$54 million, representing a 7.7 percent increase from US\$50 million in 2Q'15, while EBITDA margin expanded to 23.5 percent from 22.8 percent in the same period last year.

Table 2 - EBIT & EBITDA ⁽¹⁾ ⁽²⁾

	Million of Mexican Pesos						Million of US Dollars					
	YoY%			YoY%			YoY%			YoY%		
	2Q'16	2Q'15	Change	6M'16	6M'15	Change	2Q'16	2Q'15	Change	6M'16	6M'15	Change
Consolidated EBIT	772	551	40.1	1,633	906	80.3	43	36	20.3	91	59	54.0
Margin	18.8%	16.3%	2.5 pp	19.8%	14.1%	5.7 pp	18.7%	16.3%	2.4 pp	19.8%	14.0%	5.8 pp
Glass Containers	237	140	69	524	240	118	13	9	44	29	16	85
Margin	21.6%	19.9%	1.7 pp	22.7%	17.8%	4.9 pp	21.4%	20.0%	1.4 pp	22.5%	17.8%	4.7 pp
Flat Glass	563	432	30	1,139	660	73	31	28	12	64	43	48
Margin	19.0%	16.3%	2.7 pp	19.6%	13.1%	6.5 pp	19.0%	16.3%	2.7 pp	19.6%	13.0%	6.6 pp
Consolidated EBITDA	970	774	25.3	2,029	1,339	51.6	54	50	7.7	113	87	29.5
Margin	23.6%	22.8%	0.8 pp	24.7%	20.8%	3.9 pp	23.5%	22.8%	0.7 pp	24.7%	20.8%	3.9 pp
Glass Containers	290	199	46	630	369	71	16	13	24	35	24	45
Margin	26.5%	28.3%	-1.8 pp	27.3%	27.4%	-0.1 pp	26.3%	28.3%	-2 pp	27.2%	27.4%	-0.2 pp
Flat Glass	712	572	24	1,438	943	53	40	37	7	80	61	31
Margin	24.0%	21.6%	2.4 pp	24.7%	18.8%	5.9 pp	24.0%	21.6%	2.4 pp	24.7%	18.7%	6 pp

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

⁽²⁾ Consolidated EBIT and EBITDA includes Corporate subsidiaries.

This improved performance was due partially to an increase in sales volumes in the domestic construction market coupled with a solid price mix, and higher capacity utilization at the Flat Glass float furnaces. EBIT and EBITDA also benefitted from lower electric and natural gas prices, improved fixed cost absorption following the repair of a float glass furnace and the realization of benefits from cost saving initiatives

Glass Containers EBIT increased 44.4 percent from US\$9 million to US\$13 million in 2Q'16, driving a 140 basis improvement in margin from 20.0 percent to 21.4 percent over the same period last year. EBITDA increased 24 percent to US\$16 million in 2Q'16, from US\$13 million in 2Q'15. This good EBIT and EBITDA performance benefitted from higher sales volume in the domestic pharmaceutical and fragrances industry and an increase in sales of Molds and Machinery.

Flat Glass EBIT increased 12 percent to US\$31 million in 2Q'16, from of US\$28 million in 2Q'15, while EBIT margin improved to 19.0 percent from a 16.3 percent in 2Q'15. EBITDA increased 7 percent to US\$40 million, from US\$37 million in 2Q'15, while EBITDA margin expanded to 24.0 percent, from 21.6 percent in the same period last year.

EBIT and EBITDA were boosted by higher capacity utilization resulting from the repaired and fully operational float glass furnace, during 2Q'15 as well as a solid price mix in the domestic construction market. Lower natural gas prices and continued cost reduction initiatives contributed to a higher EBIT and EBITDA.

NET FINANCIAL COST

Table 3: Net Financial Income (Cost)

	Million of Mexican Pesos						Million of US Dollars					
	YoY%			YoY%			YoY%			YoY%		
	2Q'16	2Q'15	Change	6M'16	6M'15	Change	2Q'16	2Q'15	Change	6M'16	6M'15	Change
Net interest income (expenses)	9	(364)	--	30	(720)	--	0	(24)	--	2	(47)	--
Other financial (expenses) income ⁽¹⁾	33	(30)	--	(42)	(101)	(58.3)	2	(2)	--	(2)	(7)	64.1
Foreign exchange gain (loss)	385	(322)	--	425	(849)	--	21	(21)	--	23	(55)	--
Net Financial Income (Cost)	427	(717)	--	412	(1,669)	--	23	(46)	--	22	(109)	--

(1) Includes natural gas hedgings and expenses related to debt restructuring.

YoY % Change is presented in absolute values

In 2Q'16 Vitro reported Net Financial Income of US\$23 million, compared with Net Financial Cost of US\$46 million in 2Q'15. The Company reported a Foreign Exchange (FX) Gain of US\$21 million in 2Q'16, compared to an FX loss of US\$21 million in the same period last year, mainly resulting from debt payment and a higher dollar cash balance. Net Interest Expenses was US\$24 million in 2Q'15 compared to net interest income in 2Q'16 of US\$0.5 million.

TAXES

Table 4: Taxes

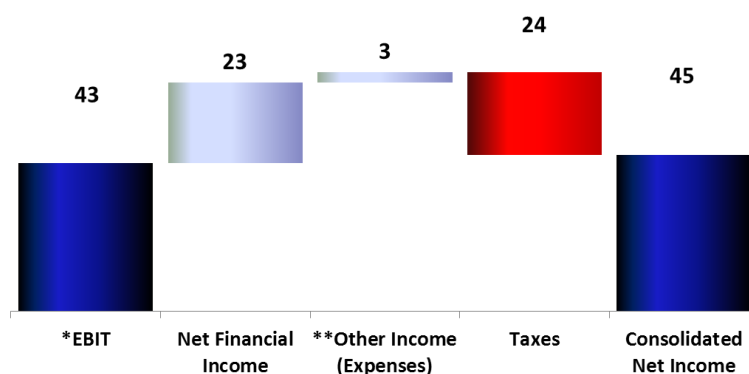
	Million of Mexican Pesos						Million of US Dollars					
	YoY%			YoY%			YoY%			YoY%		
	2Q'16	2Q'15	Change	6M'16	6M'15	Change	2Q'16	2Q'15	Change	6M'16	6M'15	Change
Accrued Income Tax	159	32	(403)	187	80	(133)	9	2	(323)	10	5	(90)
Deferred Income Tax (gain)	283	(215)	--	456	(503)	--	15	(14)	--	26	(33)	--
Total Income Tax	442	(183)	--	643	(423)	--	24	(12)	--	36	(28)	--

YoY % Change is presented in absolute values

Total Income Tax in 2Q'16 was US\$24 million, compared to a Total Income Tax benefit of US\$12 million in 2Q'15, primarily reflecting the effect of a Deferred Income Tax loss US\$15 million in 2Q'16, compared with a tax benefit of US\$14 million in 2Q'15 and an accrued expense in income tax of US\$9 million in 2Q'16 from a US\$2 million expense in 2Q'15.

CONSOLIDATED NET INCOME

The Company reported Consolidated Net Income of US\$45 million, EBIT of US\$43 million and a net financial cost of US\$23 million, primarily resulting from foreign exchange gain and an income tax expense of US\$24 million.



* EBIT is presented before other expenses (income)

** Includes equity method participation on associates

CONSOLIDATED FINANCIAL POSITION

Table 5: Debt Indicators

	Million of US Dollars, except where indicated						
	2Q'16	1Q'16	4Q'15	3Q'15	2Q'15	1Q'15	4Q'14
Leverage⁽¹⁾							
(Total Debt / EBITDA) (Times) LTM	0.0	0.0	0.0	0.0	2.9	3.1	3.2
(Total Net Debt / EBITDA) (Times) LTM	0.0	0.0	0.0	0.0	2.4	2.6	2.8
Total Debt⁽³⁾⁽⁴⁾	0	0	1	1	1,137	1,175	1,188
Short-Term Debt	0	0	1	1	288	279	79
Long-Term Debt	0	0	0	0	849	896	1,109
Cash and Equivalents ⁽²⁾	424	443	414	509	169	187	180
Total Net Debt	(424)	(442)	(413)	(507)	968	989	1,009
Currency Mix (%) Dlls / Pesos			76 / 24	74 / 26	92 / 8	92 / 8	90 / 9

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

(2) Cash & Cash Equivalents include restricted cash collateralizing lease contracts and cash on our accounts receivables financing programs.

(3) According to IFRS, our accounts receivable securitization trusts are included in the Consolidated Financial Statements of Vitro and Subsidiaries.

(4) As part of the agreements to finalize the Company's debt restructuring process, a note of US\$235 was issued on April 8, 2016 by a Vitro subsidiary, increasing Net and Total Debt by such amount.

As of June 30, 2016, the Company had a cash balance of US\$424 million. This compares to a cash balance of US\$169 million in same quarter last year. Total Debt by the end of the quarter is near zero.

CASH FLOW

Table 6: Cash Flow from Operations Analysis ⁽¹⁾

	Million of Mexican Pesos						Million of US Dollars					
	2Q'16	2Q'15	YoY% Change	6M'16	6M'15	YoY% Change	2Q'16	2Q'15	YoY% Change	6M'16	6M'15	YoY% Change
EBITDA	970	774	25.3	2,029	1,339	51.6	54	50	7.7	113	87	29.5
Working Capital ⁽²⁾	(252)	216	--	(371)	(334)	11.1	(14)	14	--	(20)	(23)	(10.0)
Cash Flow from operations before Capex	718	989	27.5	1,658	1,005	65.0	40	64	37.7	93	65	43.3
Capex ⁽⁵⁾	(384)	(163)	(135.4)	(624)	(289)	(115.8)	(21)	(11)	(101.9)	(35)	(19)	(83.8)
Cash Flow from operations after Capex	334	826	59.6	1,035	716	44.5	19	53	65.3	58	46	26.6
Net Interest Paid ⁽³⁾	(38)	(716)	94.7	(65)	(749)	91.4	(2)	(46)	95.3	(4)	(48)	92.4
Cash Taxes (paid) recovered ⁽⁴⁾	(173)	(164)	(5.6)	(278)	(252)	(10.6)	(9)	(11)	(11.4)	(16)	(16)	(5.4)
Dividends	(376)	-	--	(376)	-	--	(22)	-	--	(22)	-	--
Net Free Cash Flow	(253)	(53)	377.2	316	(285)	--	(15)	(3)	372.4	17	(19)	--

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

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

(3) Includes interest income, natural gas hedgings and expenses related to debt restructuring

(4) Includes PSW (Profit Sharing to Workers)

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

Working capital investment of US\$14 million in 2Q'16 Vs. divestiture of US\$14 million 2Q'15 was mainly due to growth in inventories in anticipation to the furnace repair in Mexicali, pending added value tax balance returns and a raising of machinery imports for investment projects.

The Company reported a negative Net Free Cash Flow of US\$15 million, compared to a negative Net Free Cash Flow of US\$3 million in 2Q'15. This was due to higher Capital Expenditures, Working Capital investment and to dividend payments; offset by an increasing EBITDA and decrease in interest payments and derivatives.

Capital Expenditures: Capex for 2Q'16 was US\$21 million. Funds were allocated as follows: US\$11 million invested in maintenance and expansion of flat glass for construction and automotive markets, US\$4 million invested to increase production capacity of the Álcali plant (Calcium Chloride) and US\$3 million allocated to capacity expansions in the Glass Containers segment.

KEY DEVELOPMENTS

Vitro publishes its 2015 Sustainable Development Report

The report, prepared for the ninth consecutive year, is presented in the G4 methodology established by the Global Reporting Initiative (GRI) and was verified by an independent third party. Through this practice, Vitro reiterates its commitment to contribute to the economic development of their environment, balancing it with its sustainable responsibility to the communities where it has presence.

The results revealed in the 2015 report strengthen Vitro's Sustainability Model which has its basis in the following three core topics: Comprehensive Competitiveness, Human Attitude and the Environment, which set the guidelines for each one of its efforts within the context of a Responsible Corporate Management.

Vitro is recognized as a Clean Industry

Last May the work centers Shatterproof and Crinamex, from Vitro Automotriz SA de C.V. received by the Procuraduría Federal de Protección al Ambiente (PROFEPA for its acronym in Spanish) the Clean Industry recertification.

To obtain this certification the company had to undergo a thorough review of its environmental practices and safety procedures, in order to check the degree of compliance with current environmental legislation.

The audit office took into account; the efficiency of the facilities and equipment that influence the care of the environment and measures to reduce environmental damage and the response of the staff in the event of an accident, among other guidelines.

Vitro to acquire PPG's Flat Glass business

On July 21st Vitro announced the signing of a contract to acquire the assets of the flat glass business from PPG (NYSE: PPG). The value of the transaction would be approximately USD\$750 million, and includes 4 manufacturing plants with a total of 5 furnaces in the United States, a research and development center of Flat Glass and 4 distribution and fabrication facilities in Canada.

This business, based on 2015 results, would have taken Vitro to a sales and EBITDA Pro forma figures of USD\$1,444 million and USD\$321 million respectively. The Debt/ EBITDA Proforma ratio would have been 1.61 times and the Net Debt / EBITDA Proforma ratio 1.06 times, which reaffirms our commitment to maintain a very solid financial balance Sheet.

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About Vitro

Vitro, S.A.B. de C.V. (BMV: VITROA) is the leading glass manufacturer in Mexico 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 in the Americas, 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 non-IFRS 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 would not be so adjusted in the most comparable IFRS measure. We disclose in this report certain non-IFRS financial measures, including EBITDA. EBITDA: earnings before other income and expenses, interest, taxes plus depreciation and amortization, and provision for employee retirement obligations with impact in the operating profit.

In managing our business we rely on EBITDA as a means of assessing our operating performance and a portion of our management's compensation and employee profit sharing plan is linked to EBITDA performance. We believe that EBITDA can be useful to facilitate comparisons of operating performance between periods and with other companies because it excludes the effect of (i) depreciation and amortization, which represents a non-cash charge to earnings, (ii) certain financing costs, which are significantly affected by external factors, including interest rates, foreign currency exchange rates and inflation rates, which have little or no bearing on our operating performance, (iii) income tax and statutory employee profit sharing, which is similar to a tax on income and (iv) other expenses or income not related to the operation of the business. EBITDA is also a useful basis of comparing our results with those of other companies because it presents operating results on a basis unaffected by capital structure and taxes.

We also calculate EBITDA in connection with covenants related to some of our financings. We believe that EBITDA enhances the understanding of our financial performance and our ability to satisfy principal and interest obligations with respect to our indebtedness as well as to fund capital expenditures and working capital requirements. EBITDA is not a measure of financial performance under IFRS. EBITDA should not be considered as an alternate measure of net income or operating income, as determined on a consolidated basis using amounts derived from statements of operations prepared in accordance with IFRS, as an indicator of operating performance or as cash flows from operating activity or as a measure of liquidity. EBITDA has material limitations that impair its value as a measure of a company's overall profitability since it does not address certain ongoing costs of our business that could significantly affect profitability such as financial expenses and income taxes, depreciation, pension plan reserves or capital expenditures and associated charges.

***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 FINANCIAL POSITION

FINANCIAL POSITION	Nominal Pesos			Nominal Dollars			FINANCIAL INDICATORS ⁽¹⁾		
	2Q'16	2Q'15	% Var.	2Q'16	2Q'15	% Var.	2Q'16	2Q'15	
Cash & Cash Equivalents	7,824	2,356	232.1	424	150	182.1	Debt/EBITDA (LTM, times)	0.0	8.2
Trade Receivables	2,480	2,029	22.3	134	129	3.9	EBITDA/ Interest. Exp. (LTM, times)	12.0	1.6
Inventories	2,368	2,109	12.3	128	134	(4.6)	Debt / (Debt + Equity) (times)	0.0	0.7
Other Current Assets	530	815	(35.0)	29	52	(44.7)	Debt/Equity (times)	0.0	2.0
Assets held for sale	21	3,385	(99.4)	1	216	(99.5)			
Total Current Assets	13,223	10,694	23.6	716	682	5.0	Total Liab./Stockh. Equity (times)	0.3	3.0
Property, Plant & Equipment	9,594	8,483	13.1	520	541	(3.9)	Curr. Assets/Curr. Liab. (times)	3.9	1.1
Deferred Assets	3,165	7,575	(58.2)	171	483	(64.5)	Sales (LTM)/Assets (times)	0.6	0.4
Other Long-Term Assets	1,365	731	86.9	74	47	58.7	EPS (Ps\$) (YTD)*	3.2	1.6
Investment in Affiliates ⁽²⁾	1,595	1,230	29.7	86	78	10.2			
Total Non Current Assets	15,719	25,029	(37.2)	852	1,596	(46.6)			
Total Assets	28,942	35,723	(19.0)	1,568	2,277	(31.2)			
Short-Term & Current Debt	0	4,521	(100.0)	0	288	(100.0)			
Trade Payables	987	800	23.5	53	51	4.9			
Other Current Liabilities	2,417	2,108	14.7	131	134	(2.6)			
Total Current Liabilities	3,404	9,306	(63.4)	184	593	(68.9)			
Long-Term Debt	0	13,317	(100.0)	0	849	(100.0)			
Other LT Liabilities	3,920	4,013	(2.3)	212	256	(17.0)			
Total Non Current Liabilities	3,920	17,540	(77.6)	212	1,118	(81.0)			
Total Liabilities	7,325	26,845	(72.7)	397	1,711	(76.8)			
Controlling interest	20,121	7,389	172.3	1,060	455	133.0			
Noncontrolling interest	1,496	1,489	0.5	111	111	0.1			
Total Shareholders Equity	21,617	8,877	143.5	1,171	566	106.9			

OTHER INFORMATION	2Q'16	2Q'15
# Shares Issued (thousands)	483,571	483,571
# Weighted Average Shares Outstanding (thousands)	483,126	483,126
# Employees	10,546	11,234

* Based on w eighted average outstanding shares year to date

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

(2) Investment in Affiliates includes 49.7% participation in Comegua under the equity method.



CONSOLIDATED

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

CONSOLIDATED FINANCIAL STATEMENTS

FOR THE PERIODS, (MILLION)

<u>INCOME STATEMENT</u>	Second Quarter						Acumulated					
	Nominal Pesos			Nominal Dollars			Nominal Pesos			Nominal Dollars		
	2016	2015	% Var.	2016	2015	% Var.	2016	2015	% Var.	2016	2015	% Var.
Consolidated Net Sales	4,116	3,387	21.5	228	219	4.5	8,225	6,422	28.1	459	420	9.2
Cost of Sales	2,670	2,250	18.7	148	145	2.0	5,219	4,410	18.4	291	289	0.9
Gross Income	1,446	1,137	27.2	80	73	9.4	3,006	2,012	49.4	168	131	27.6
SG&A Expenses	674	586	15.1	37	38	(0.9)	1,373	1,107	24.1	77	72	6.0
Operating Income	772	551	40.1	43	36	20.3	1,633	906	80.3	91	59	54.0
Other Expenses (Income), net	(34)	5	--	(2)	0	--	(43)	3	--	(2)	0	--
Operating income after other expenses (income), net	806	546	47.5	45	35	26.4	1,676	903	85.6	93	59	58.4
Share in earnings (loss) of unconsolidated associated companies	22	4	398.6	1	0	346.6	69	28	145.1	4	2	112.7
Interest Expense	0	382	(100.0)	0	25	(100.0)	0	754	(100.0)	(0)	49	--
Interest (Income)	(9)	(18)	(50.6)	(0)	(1)	(57.3)	(30)	(34)	(11.7)	(2)	(2)	(24.9)
Other Financial Expenses, net	(33)	30	--	(2)	2	--	42	101	(58.3)	2	7	(64.1)
Foreign Exchange Loss (Income)	(385)	322	--	(21)	21	--	(425)	849	--	(23)	55	--
Net financial cost	(427)	717	--	(23)	46	--	(412)	1,669	--	(22)	109	--
Income (loss) before Tax	1,255	(166)	--	69	(11)	--	2,157	(738)	--	119	(48)	--
Income Tax	442	(183)	--	24	(12)	--	643	(423)	--	36	(28)	--
Net income (loss) from continuing operations	813	17	4,554.9	45	1	3,504.5	1,514	(316)	--	83	(21)	--
Net Income (loss) from discontinued operations	-	580	--	-	37	--	-	1,046	--	-	68	--
Net income (loss)	813	598	36.0	45	39	16.3	1,514	730	107.3	83	48	75.4
Net Income (loss) attributable to controlling interest	842	623	35.1	47	40	15.6	1,562	784	99.2	86	51	68.4
Net Income (loss) attributable to noncontrolling interest	(29)	(25)	14.2	(2)	(2)	(1.9)	(48)	(53)	(11.0)	(3)	(4)	(25.6)



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

FOR THE FOLLOWING PERIODS, (MILLION)

	<u>Second Quarter</u>						<u>Acumulated</u>					
	Nominal Pesos			Nominal Dollars			Nominal Pesos			Nominal Dollars		
	2016	2015	%	2016	2015	%	2016	2015	%	2016	2015	%
GLASS CONTAINERS												
Net Sales	1,098	704	55.9%	61	45	34.0%	2,308	1,345	71.6%	129	88	46.3%
Intercompany Sales	6	1	526.7%	0	0	425.1%	8	2	413.8%	0	0	331.8%
Net Sales to third parties	1,092	704	55.3%	61	45	33.5%	2,300	1,343	71.2%	128	88	46.0%
EBIT ⁽⁴⁾	237	140	69.1%	13	9	43.8%	524	240	118.5%	29	16	84.8%
Margin ⁽¹⁾	21.6%	19.9%		21.4%	20.0%		22.7%	17.8%		22.5%	17.8%	
EBITDA ⁽⁴⁾	290	199	45.6%	16	13	24.3%	630	369	70.8%	35	24	45.1%
Margin ⁽¹⁾	26.5%	28.3%		26.3%	28.3%		27.3%	27.4%		27.2%	27.4%	
Glass containers volumes (MM Pieces)												
Domestic	144	118	21.9%				274	219	25.1%			
Exports	139	137	1.6%				276	236	16.8%			
Total: Dom.+Exp.	283	255	11.0%				550	455	20.8%			
FLAT GLASS												
Net Sales	2,967	2,651	11.9%	165	171	-3.8%	5,822	5,029	15.8%	325	329	-1.3%
Intercompany Sales	0	2		0	0	-89.4%	0	2		0	0	-85.3%
Net Sales to third parties	2,967	2,650	12.0%	165	171	-3.8%	5,821	5,027	15.8%	325	329	-1.3%
EBIT ⁽⁴⁾	563	432	30.3%	31	28	12.3%	1,139	660	72.6%	64	43	48.2%
Margin ⁽¹⁾	19.0%	16.3%		19.0%	16.3%		19.6%	13.1%		19.6%	13.0%	
EBITDA ⁽⁴⁾	712	572	24.4%	40	37	7.2%	1,438	943	52.5%	80	61	30.6%
Margin ⁽¹⁾	24.0%	21.6%		24.0%	21.6%		24.7%	18.8%		24.7%	18.7%	
Flat Glass Volumes (Thousand m2R)⁽²⁾												
Const + Auto	25,725	25,944	-0.8%				51,287	48,003	6.8%			
Soda Ash (Thousand Tons)	148	157	-5.7%				294	316	-7.0%			
CONSOLIDATED⁽³⁾												
Net Sales	4,116	3,387	21.5%	228	219	4.5%	8,225	6,422	28.1%	459	420	9.2%
Intercompany Sales	-	-	--	-	-	--	-	-		-	-	
Net Sales to third parties	4,116	3,387	21.5%	228	219	4.5%	8,225	6,422	28.1%	459	420	9.2%
EBIT ⁽⁴⁾	772	551	40.1%	43	36	20.3%	1,633	906	80.3%	91	59	54.0%
Margin ⁽¹⁾	18.8%	16.3%		18.7%	16.3%		19.8%	14.1%		19.8%	14.0%	
EBITDA ⁽⁴⁾	970	774	25.3%	54	50	7.7%	2,029	1,339	51.6%	113	87	29.5%
Margin ⁽¹⁾	23.6%	22.8%		23.5%	22.8%		24.7%	20.8%		24.7%	20.8%	

⁽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 (income) effect