



GRUPO VITRO

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MSE: VITROA; NYSE: VTO

2000 First Quarter Results

Highlights

Sales for the first quarter of 2000 (IQ'00) were lower than the same quarter during 1999 (IQ'99), but higher in dollar terms.

Stronger export sales, along with increasing volumes in most of the businesses, partially offset the effect on sales of the strong peso (YoY appreciation of 2.5% vs. 10.1% YoY inflation), increased domestic price competition in certain businesses and product substitution in one product line. Overall, during IQ'00, sales were down 3.7% to Ps\$ 5,998 mill. (in dollar terms a 7.6% increase).

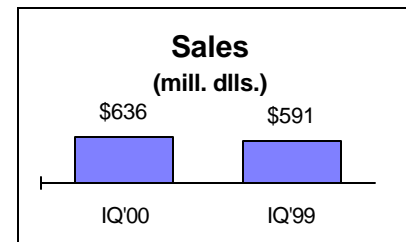


Figure 1

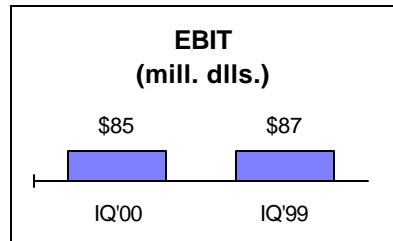


Figure 2

Earnings Before Interest and Taxes (EBIT) decreased.

EBIT during IQ'00 decreased 14.5% (2.5% in US\$), before the reclassification of certain expenses, as a result of lower sales, mainly in Glass Containers and Diverse Industries, and the impact of a stronger peso. After such reclassification recorded in IQ'99, EBIT in IQ'00 decreased 23.8% (13.4% in US\$). The Glass Container business in Mexico continued to show a solid recovery in its profitability (EBIT margin of 15.2% for IQ'00 vs. 14.5% and 12.6% for IVQ'99 and IIIQ'99, respectively.)

Net Income for IQ'00 decreased.

Lower exchange and monetary position gains, together with higher Net Taxes and PSW, resulted in a lower Net Income. Net Income for the quarter was Ps\$451 mill. (US\$48 mill.), lower than Ps\$1,285 mill. (US\$121 mill.) during IQ'99. Net Income of Majority Interest was Ps\$307 mill. (US\$33 mill.), compared to Ps\$956 mill. in IQ'99 (US\$90 mill.). Earnings per share for IQ'00 were Ps\$1.04* or US\$0.34* per ADR.

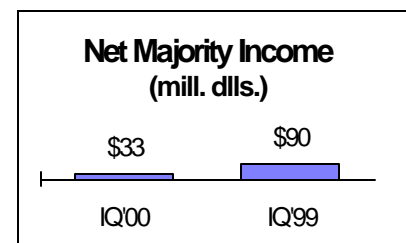


Figure 3

Contents

• Highlights	1
• Consolidated Results	2
• Financial Position	3
• Flat Glass	5
• Glass Containers	5
• Household Products	6
• Diverse Industries	7
• Glassware	7
• Key Developments	8
• Financial Statements	9
• Segmented Information	10

*Based on the weighted average shares outstanding during IQ'00 of 295,136,793 (equivalent to 98,378,931 ADR's).

Note: All figures given herein are in accordance with Generally Accepted Accounting Principles in Mexico. All figures are unaudited and are presented in constant pesos as of March 31st 2000. Dollar figures reported herein are in nominal dollars resulting from dividing each month's nominal pesos by that month's ending exchange rate, except as indicated. The quarter ended March 31st 2000.

Consolidated Results

Table I
Sales
(millions)

		IQ'00	IQ'99	% Var.
Cons. Net Sales	Ps\$	5,998	6,231	(3.7)
Cons. Net Sales	US\$	636	591	7.6
Domestic	Ps\$	3,114	3,327	(6.4)
Domestic	US\$	328	306	7.5
Exports	Ps\$	1,842	1,818	1.3
Exports	US\$	196	172	14.3
Foreign Subs.	Ps\$	1,042	1,086	(4.1)
Foreign Subs.	US\$	112	113	(1.2)
% Dllr. Sales*/Tot. Sales		48	48	
% Exp. Sales/Tot. Sales		31	29	

* Exports + Foreign Subs.

Table II
EBIT and EBITDA
(millions)

		IQ'00	IQ'99 *	% Var.
EBIT	Ps\$	805	1,056	(23.8)
EBIT Margin	%	13.4	16.9	
EBIT	US\$	85	98	(13.4)
EBIT Margin	%	13.4	16.6	
EBTDA	Ps\$	1,292	1,570	(17.7)
EBITDA Margin	%	21.5	25.2	
EBITDA	US\$	137	146	(6.2)
EBITDA Margin	%	21.5	24.6	

* EBIT from IQ'99 includes a one-time benefit due to the reclassification of certain costs and expenses. The BIT margin for IQ'99 without that benefit would have been 14.8%, while the EBITDA margin would have been 22.8%, both in peso terms.

Table III
Total Financing Cost
(millions)

		IQ'00	IQ'99	% Var.
Interest Expense	Ps\$	506	667	(24.2)
Interest Expense	US\$	53	61	(12.5)
Interest Income	Ps\$	9	17	(44.2)
Interest Income	US\$	1	1	(34.8)
Foreign Exchange Loss (Gain)	Ps\$	(193)	(396)	(51.3)
Foreign Exchange Loss (Gain)	US\$	(21)	(40)	(46.3)
Gains from Monetary Position	Ps\$	397	767	(48.3)
Gains from Monetary Position	US\$	42	69	(39.6)
Total Financing Cost	Ps\$	(93)	(513)	(81.8)
Total Financing Cost	US\$	(11)	(49)	(78.6)

Sales

Domestic sales showed a decline as a result of product substitution in the Glass Container business, increased competition in Flat Glass' domestic construction sector, as well as pricing pressures from the OEM segment. VVP America continued its growth trend in the United States. Comegua was affected by the weak economic situation in Central America. Exports continued to grow throughout the businesses, partially compensating for the drop in domestic and foreign subsidiary sales. In the export line, the Glassware business began to show the benefits from the transfer of Libbey's Canadian operations to Mexico. Volumes were up at most of the businesses, with the peso strength affecting prices.

EBIT

For IQ'00, EBIT decreased Ps\$137mill. or 14.5% (a decrease of US\$2 mill. or 2.5% in dollar terms), before considering the one-time benefit for IQ'99, due to the reclassification of certain expenses. This decrease was the result of lower sales, a strong peso and increased export participation as a percentage of total sales. Close to 70% of Vitro's sales are directly or indirectly dollar related, with the Flat Glass and Diverse Industry businesses having the largest dollar exposure, close to 87% and 85%, respectively. EBITDA for IQ'00 decreased 11.3% in Ps\$ (1.5% increase in US\$) before considering the mentioned expense reclassification. This reclassification affects the YoY comparison of all the businesses, to a greater or lesser degree, depending on each business.

Total Financing Cost

The decrease in Interest Expense was due to lower interest rates on peso denominated debt (18.9% in IQ'00 vs. 35.2% in IQ'99). The weighted average interest cost was 10.3% for IQ'00, compared to 13.2% for IQ'99 (11.4% for IIQ'99, 11.0% for IIIQ'99, 10.5% for IVQ'99 and 11.5% for full-year '99). Due to the 2.3% appreciation of the peso in IQ'00, an exchange gain was recorded. Combined with an inflation rate of 2.8% for the quarter, this resulted in a negative Total Financing Cost of Ps\$420 mill. (US\$38 mill.) lower than the regative Financing Cost for IQ'99, due to a higher peso appreciation during that quarter (3.8%).

		IQ'00	IQ'99	% Var.
Income Tax & Tax on Assets	Ps\$	351	549	(36.1)
Income Tax & Tax on Assets	US\$	37	52	(28.8)
Profit Sharing to Workers	Ps\$	66	58	13.8
Profit Sharing to Workers	US\$	7	5	40.0
Taxes & PSW	Ps\$	417	607	(31.4)
Taxes & PSW	US\$	44	57	(23.5)
minus, NOL's	Ps\$	-.	299	-.
minus, NOL's	US\$	-.	28	-.
= Net Taxes and PSW	Ps\$	414	308	35.4
= Net Taxes and PSW	US\$	44	29	51.7

Taxes

Starting this quarter, taxes began to show the D4 bulletin effects, recognizing deferred income taxes, all non-cash, for all temporary differences between accounting and tax basis for all assets and liabilities, which are expected to reverse in the future. Additionally, the bulletin requires NOL's and asset tax paid to be recognized as assets. Accordingly, the tax amount for IQ'00 of Ps\$351 mill. already includes the net effect of NOL's for Ps\$84 mill. Deferred taxes for IQ'00 were Ps\$154 mill.

Net Majority Income

Net Income of Majority Interest was Ps\$307 mill. (US\$33 mill.), compared to Ps\$956 mill. in IQ'99 (US\$90 mill.). Lower EBIT and higher Net Taxes and PSW were partially offset by a gain in the Total Financing Cost.

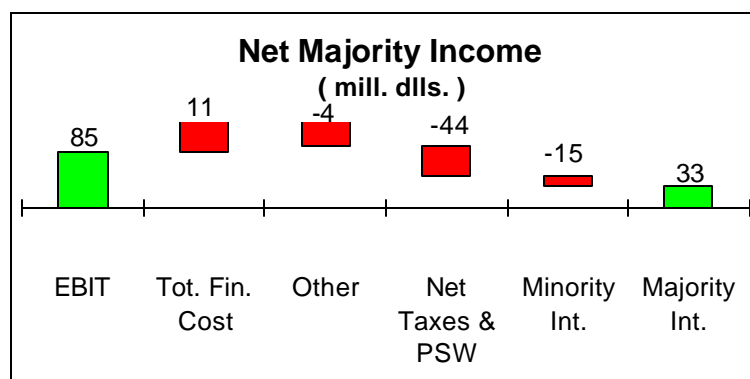


Figure 4

Capital Expenditures

CAPEX amounted to US\$26 mill. during IQ'00, in line with management's 2000 CAPEX budget.

Financial Position

	IQ'00	IVQ'99	IQ'99
Interest Coverage (EBITDA/Int. Exp.) (LTM) ⁽²⁾ (Times)	3.0	2.8	2.9
Leverage (Total Debt / EBITDA) (LTM) ⁽²⁾ (Times)	2.6	2.6	2.6
Total Debt	1,603	1,588	1,622
Short -Term Debt ⁽³⁾	231	229	373
Long - Term Debt	1,372	1,359	1,245
Currency Mix (%) dlls / pesos/UDI's	76/12/11	77/12/11	78/16/6
Weighted Average Cost of Debt (%) (for the Qtr.)	10.3	11.5 (LTM) ⁽²⁾	13.2

(1) Constant pesos at the end of each quarter converted into dollars using the exchange rate at the end of each respective period.

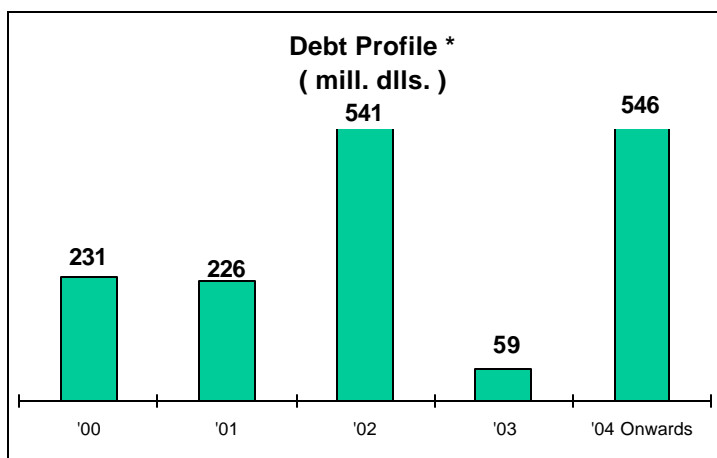
(2) Last twelve months.

(3) Short term debt includes current maturities of long term debt.

Year over year debt was reduced US\$19 mill. or 12% in Ps\$ terms. The US\$15 mill. increase in debt over last quarter was due to share repurchases during IQ'00, taking advantage of the current share price level. Share repurchase activity represented a net amount of US\$13mill. in debt increase. Nevertheless, the Company continues to pursue its objective of reducing debt. Accordingly, and as it had been previously announced, during the first week of April, the Company received a tax reimbursement for an amount close to US\$26 mill., which was applied to debt reduction during IIQ'00.

Debt Profile

- 86% of debt is long term.
- Average life of debt is 3.9 years.
- 64% of debt maturing within the next 12 months (April'00 – March'01) is related to trade finance and to foreign subsidiaries.
- No debt in the international public markets matures until year 2002.
- Debt composition: Fixed rate = 30%; Floating base and Fixed spread = 49%; Floating base and spread = 21%.



* Amortizations starting April'00-March'01 and thereon for each year.

Figure 5

Table VI
Cash Flow
(millions)

		IQ'00	IQ'99	% Var.
EBITDA	Ps\$	1,292	1,570	(17.7)
EBITDA	US\$	137	146	(6.2)
(-) Net interest expense	Ps\$	496	650	(23.6)
(-) Net interest expense	US\$	52	59	(12.0)
(-) CAPEX	Ps\$	246	415	(40.7)
(-) CAPEX	US\$	26	39	(32.9)
(+/-) Working capital inv.	Ps\$	33	222	(85.2)
(+/-) Working capital inv.	US\$	3	16	(81.1)
= Free Cash Flow	Ps\$	516	282	82.9
= Free Cash Flow	US\$	55	31	76.9
(-) Taxes and dividends paid	Ps\$	428	571	(25.1)
(-) Taxes and dividends paid	US\$	45	51	(12.5)
= Net Free Cash Flow	Ps\$	88	(289)	-.-
= Net Free Cash Flow	US\$	10	(20)	-.-

Cash Flow

Lower CAPEX after the plan unveiled during the second half of 1999, together with lower working capital investments, and along with a lower Net Interest Expense, contributed to a better Net Free Cash Flow generation. Efforts to streamline working capital investments continue. As a percentage of sales, working capital investments were reduced from 15.9% in IQ'99 to 13.8% during IQ'00.

Flat Glass

(34% of Sales)

Sales

The significant dollar exposure in the Flat Glass business (around 87% of sales are denominated or referred in dollar terms), together with the peso appreciation, resulted in a decrease in sales in peso terms, along with pricing pressures in the OEM segments. However, total sales increased 6.8% and exports 8.7%, in dollar terms. Both the construction and automotive glass volumes were higher than IQ'99, which helped to partially offset the pricing pressures derived from increased competition, especially imports of commodity glass, and a stronger peso. Foreign sales (VVP America plus exports) continued to grow and reached 70% of total flat glass sales.

**Table VIII
Flat Glass
Sales Volume
(millions of Reduced Square Meters)**

		IQ'00	IQ'99	% Var.
Construction	Domestic	16.9	15.6	8.3
	Exports	8.4	7.6	10.5
	Total	25.3	23.2	9.1
Auto	Domestic	2.4	2.0	20.0
	Exports	4.3	3.6	19.4
	Total	6.7	5.6	19.6

had been previously announced, the company is improving its sales mix by concentrating on higher value-added products and market segments; in fact start-up costs of a new facility for VVP America oriented to this segment affected margins during this quarter. As is the case in all of Vitro's businesses, the Flat Glass unit is going through an aggressive cost reduction and efficiency program, as seen by volume increases. Flat Glass' management looks to capture competitive advantages and increase sales in the construction and auto glass businesses as the efficiencies take effect.

**Table VII
Flat Glass
(millions)**

		IQ'00	IQ'99	% Var.
Cons. Net Sales	Ps\$	2,065	2,129	(3.0)
Cons. Net Sales	US\$	219	205	6.8
Domestic Sales	Ps\$	884	910	(2.9)
Domestic Sales	US\$	68	63	8.7
Exports	Ps\$	624	670	(6.8)
Exports	US\$	66	61	8.7
Foreign Subs.	Ps\$	563	555	1.4
Foreign Subs.	US\$	86	82	4.2
EBIT	Ps\$	332	444	(25.2)
EBIT Margin	%	16.1	20.9	
EBIT	US\$	35	41	(14.6)
EBIT Margin	%	16.0	20.0	
EBITDA	Ps\$	459	577	(20.5)
EBITDA Margin	%	22.2	27.0	
EBITDA	US\$	48	53	(9.3)
EBITDA Margin	%	22.0	26.0	

EBIT

A stronger peso reduced export margins and increased the competitiveness of imports, which negatively impacted overall results. Additionally, pricing pressures in OEM auto glass segment continued to reduce margins during the quarter. As it

Glass Containers

(27% of Sales)

Sales

Glass Container YoY total consolidated sales decreased 8.1% in peso terms but showed a 1.3% improvement when measured in dollars. The decrease can largely be attributed to the strengthening of the peso and the economic slowdown in several Central and South American economies where Vitro sells its products, contributing to the 13.4% decline registered in foreign subsidiaries sales (Comegua).

Domestic sales showed a decrease YoY due primarily to the drop in domestic soft drink volumes (around 14%). This tendency has stopped when compared to the previous quarter. The decrease in the soft drink segment was partially compensated by increases in the wine and food segments. Export sales also helped to partially offset the decrease in total sales (a 9.7% increase was registered in dollar terms), especially in the food and cosmetic segments. In fact, export volume sales continue to grow showing a 26.6% increase over the previous quarter.

EBIT

The initiatives taken by management since mid '99 have resulted in sequential improvements in profitability in each of the last three quarters. EBIT and EBITDA margins for IQ'00 are in line with the efforts of the aggressive cost reduction initiatives that started to take place during IIIQ'99 and aimed at achieving US\$20 mill. in annual cost reductions. From IIQ'99 lows of 12.3% and 22.7%, respectively, there has been an improvement of 290bp in the EBIT margin and 400bp in the EBITDA margin. Compared to previous quarter, margins improved 70bp and 280bp, respectively. Similar cost reduction initiatives are going to be implemented in our foreign subsidiary plants (Comegua) to compensate for the above-mentioned downturn of the economy in those countries.

		<u>IQ'00</u>	<u>IQ'99</u>	<u>% Var.</u>
Cons. Net Sales	Ps\$	1,638	1,782	(8.1)
Cons. Net Sales	US\$	174	172	1.3
Domestic Sales	Ps\$	1,148	1,279	(10.3)
Domestic Sales	US\$	101	99	2.1
Exports	Ps\$	318	301	5.7
Exports	US\$	47	43	9.7
Foreign Subs.	Ps\$	172	203	(15.1)
Foreign Subs.	US\$	26	30	(13.4)
EBIT	Ps\$	249	297	(16.2)
EBIT Margin	%	15.2	16.7	
EBIT	US\$	26	28	(6.3)
EBIT Margin	%	15.1	16.4	
EBITDA	Ps\$	438	496	(11.7)
EBITDA Margin	%	26.7	27.8	
EBITDA	US\$	46	47	(0.4)
EBITDA Margin	%	26.6	27.1	

	<u>IQ'00</u>	<u>IQ'99</u>	<u>% Var.</u>
Domestic	846	861	(1.7)
Exports	309	275	12.3
Total	1,155	1,136	1.7

Household Products

(19 % of Sales)

Sales

Consolidated net sales were up 0.4% in peso terms (a 15.6% increase in US\$). Strong volumes, both in the domestic and export markets, continued compensating for the slight decrease in prices produced as a result of import pressures from Asia, especially in all lines of the refrigerator segment. The US market contributed to the 12.2% increase in export sales, especially in the refrigerator and washer segments, despite the slight drop in sales to the slower growing Central and South American economies. In overall, market growth expectations for this year look favorable (in the double-digit numbers) when compared to '99, in terms of volume.

		<u>IQ'00</u>	<u>IQ'99</u>	<u>%Var.</u>
Cons. Net Sales	Ps\$	1,126	1,121	0.4
Cons. Net Sales	US\$	119	103	15.6
Domestic Sales	Ps\$	701	681	2.8
Domestic Sales	US\$	74	63	18.0
Export Sales	Ps\$	425	440	(3.4)
Export Sales	US\$	45	40	12.2
EBIT	Ps\$	101	102	(1.0)
EBIT Margin	%	9.0	9.1	
EBIT	US\$	11	10	11.8
EBIT Margin	%	9.0	9.3	
EBITDA	Ps\$	162	164	(1.2)
EBITDA Margin	%	14.4	14.6	
EBITDA	US\$	17	15	12.5
EBITDA Margin	%	14.4	14.8	

EBIT

EBIT was practically flat YoY despite the cost reduction efforts, which continue to take place, and better product mix, due to the peso appreciation. Because of its cyclical nature, EBIT margins were affected when compared to last quarter. The start-up costs of the New Range project also affected margins this quarter. However, the strategy to enhance the product mix via larger scale models in the washer segments, along with the New Range project and market growth expectations, shall help improve margins for the rest of the year.

Diverse Industries

(12 % of Sales)

Sales

The drop in consolidated net sales can be attributed largely to the high dollar related revenues in this unit (around 85%). The decline in sales was also affected due to lower demand of capital goods at FAMA because of the Capex reduction program in Glass Containers, and the divestiture of the Silicates operation last December '99, which represented around 9% of the Diverse Industries net sales. Additionally, PET inroads continue to affect prices at VANCAN (aluminum cans). This decline was partially offset by increased sales due to expanded capacity in Vitro Fibras (fiber glass), better market conditions and a new product line in the plastic container operations, and overall higher export volumes.

EBIT

EBIT decreased 33.1% as a result of the business unit's high dollar revenue importance against the strengthening of the peso. The effect was particularly noticeable in the businesses of capital goods (FAMA) and commodities such as aluminum cans and soda ash (Vancan and Alcali). The Silicates operation divestiture represented close to 19% of the decrease in EBIT. However, compared to previous quarter, operating profits increased 7% from Ps\$111m to Ps\$119m (18% increase in dollar terms), due to extraordinary charges during IV'99, related to cost restructure programs.

Table XII
Diverse Industries
(Millions)

		IQ'00	IQ'99	%Var.
Net Sales	Ps\$	764	907	(15.8)
Net Sales	US\$	81	83	(3.2)
Cons. Net Sales	Ps\$	694	751	(7.6)
Cons. Net Sales	US\$	73	69	6.0
Domestic Sales	Ps\$	620	781	(20.6)
Domestic Sales	US\$	64	69	(7.4)
Export Sales	Ps\$	138	120	15.4
Export Sales	US\$	16	13	30.0
EBIT	Ps\$	119	178	(33.1)
EBIT Margin	%	17.1	23.7	
EBIT	US\$	13	16	(22.9)
EBIT Margin	%	17.1	23.5	
EBITDA	Ps\$	173	238	(27.3)
EBITDA Margin	%	24.9	31.7	
EBITDA	US\$	18	22	(16.3)
EBITDA Margin	%	24.8	31.4	

Glassware

(8 % of Vitro's Sales)

Sales

Consolidated net sales grew 7.1% as a result of Libbey's partial transfer of production from Canada to Mexico (41.9% increase in export sales). Also, both retail and OEM demand, this last one in a larger extent, increased as a result of more favorable economic conditions in both the domestic and NAFTA markets.

Table XIV
Glassware
Sales mix (%)

		IQ'00	IQ'99
Domestic	Retail	52	56
	OEM	48	44
Export	Retail	14	17
	OEM	<u>86</u>	<u>83</u>
Global	Retail	63	67
	OEM	37	33

Table XIII
Glassware
(millions)

		IQ'00	IQ'99	%Var.
Cons. Net Sales	Ps\$	467	436	7.1
Cons. Net Sales	US\$	50	41	21.7
Domestic Sales	Ps\$	302	309	(2.3)
Domestic Sales	US\$	28	27	5.2
Export Sales	Ps\$	168	137	22.5
Export Sales	US\$	22	15	41.9
EBIT	Ps\$	88	87	1.1
EBIT Margin	%	18.8	20.0	
EBIT	US\$	9	8	15.2
EBIT Margin	%	18.8	19.9	
EBITDA	Ps\$	127	129	(1.6)
EBITDA Margin	%	27.2	29.6	
EBITDA	US\$	13	12	13.0
EBITDA Margin	%	27.1	29.2	

EBIT

The EBIT margins that had been improving since IQ'99, were affected this quarter by some initiatives to benefit the coverage of our distribution infrastructure.

Key Developments

GENERAL ORDINARY SHAREHOLDERS' MEETING HELD DURING IQ'00

During IQ'00, Vitro held its General Ordinary Shareholders' Meeting which approved the Company's 1999 financial results, elected the members of the Board of Directors for the year 2000 and resolved to pay a cash dividend of Ps.\$ 0.90 (ninety cents) per common share. The cash dividend will be paid as follows: 50% payable on April 14th, 2000 and 50% payable on October 2, 2000.

FORWARD - LOOKING INFORMATION MAY PROVE INACCURATE

This press release contains certain forward-looking statements and information relating to Vitro, S.A. de C.V. and its Subsidiaries (collectively, "Vitro") that are based on the beliefs of its management as well as assumptions made by and information currently available to Vitro. Such statements reflect the current views of Vitro 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 Vitro 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 globally and in the countries in which Vitro does business. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted. Vitro does not intend, and does not assume any obligation, to update these forward-looking statements.

Vitro's subsidiaries produce flat glass, glass containers, automotive glass, glassware, plastic containers, aluminum cans and household appliances for commercial, industrial and consumer use. Vitro's subsidiaries supply numerous industries, including food, construction and automotive. Based in Monterrey, Mexico, and founded in 1909, Vitro has strategic alliances with twelve leading companies around the world. Vitro operates more than 100 facilities in eight countries, including Mexico and the United States, and exports products to more than 70 countries worldwide.

VITRO, S.A. DE C.V. AND SUBSIDIARIES
CONSOLIDATED FINANCIAL STATEMENTS
AS OF MARCH 31, 2000 (IN MILLIONS)

First Quarter											
Item	Constant Pesos			Nominal Dollars ⁽¹⁾			FINANCIAL INDICATORS				
	2000	1999	% Var.	2000	1999	% Var.	IQ'00	IQ'99			
1	Consolidated Net Sales	5,998	6,231	(3.7)	636	591			2.6	2.6	
2	Cost of Sales	4,209	4,196	0.3	447	398			3.0	2.9	
3	Gross Income	1,789	2,035	(12.1)	190	193			0.6	0.6	
4	SG&A Expenses	984	979	0.5	105	94			1.6	1.4	
5	Operating Income	805	1,056	(23.8)	85	98			2.4	1.9	
6	Interest Expense	506	667	(24.2)	53	61			1.2	1.0	
7	Interest Income	9	17	(44.2)	1	1			0.8	0.7	
8	Exchange Loss (Gain)	(193)	(396)	(51.3)	(21)	(40)			1.04	3.05	
9	Gain from Monet. Position	397	767	(48.3)	42	69			0.34	0.98	
10	Total Financing Cost	(93)	(513)	(81.8)	(11)	(49)			* Based on the weighted average shares outstanding.		
11	Other Income	(33)	15	--	(3)	2			OTHER DATA		
12	Share in Net Income of Non-Consol. Assoc. Companies	2	9	--	0	1			# Shares Issued (thousands)	324,000	324,000
13	Inc. bef. Tax & PSW	867	1,593	(45.6)	92	150			# Average Shares Outstanding (thousands)	295,136	313,777
14	Income Tax and PSW	417	607	(31.4)	44	57			Employees	33,558	33,320
15	Net Inc. Cont. Opns. Income (loss) of Discnt. Oper.	-	244	--	-	23					
17	Extraordinary Items, Net	-	55	--	-	5					
18	Net Income	451	1,285	(64.9)	48	121					
19	Net Income of Maj. Int.	307	956	(67.9)	33	90					
20	Net Income of Min. Int.	144	329	(56.3)	15	31					

BALANCE SHEET							
	2000	1999	% Var.	2000 ⁽²⁾	1999 ⁽²⁾	% Var.	
21	Cash & Cash Equivalents	506	505	0.3	55	50	8.5
22	Trade Receivables	2,340	2,622	(10.7)	252	255	(1.2)
23	Inventories	3,154	3,490	(9.6)	340	343	(0.9)
24	Other Current Assets	1,054	1,211		113	119	(4.5)
25	Total Current Assets	7,054	7,828	(9.9)	760	767	(0.9)
26	Inv. in Uncons. Subs.	171	218	(21.8)	18	21	(11.7)
27	Prop., Plant & Equipment	21,657	23,568	(8.1)	2,333	2,260	3.2
28	Deferred Assets	1,442	1,504	(4.1)	155	145	7.1
29	Other Long-Term Assets	147	1,085	(86.5)	16	104	(84.8)
30	Total Assets	30,471	34,202	(10.9)	3,282	3,297	(0.5)
31	Short-Term & Curr. Debt	2,147	3,912	(45.1)	231	377	(38.7)
32	Trade Payables	1,885	1,793	5.1	203	173	17.1
33	Other Current Liabilities	1,812	2,224	(18.5)	195	217	(10.0)
34	Total Curr. Liab.	5,844	7,929	(26.3)	629	767	(18.0)
35	Long-Term Debt	12,740	13,009	(2.1)	1,372	1,244	10.3
36	Other LT Liabilities	2,822	1,399	101.7	304	134	127.3
37	Total Liabilities	21,406	22,337	(4.2)	2,306	2,145	7.5
38	Restated Capital Stock	6,310	6,343	(0.5)	680	665	2.2
39	Retained Earnings	(326)	1,817	(117.9)	(35)	127	(127.7)
40	Minority Interest	3,081	3,705	(16.9)	332	360	(7.9)
41	Total Shar. Equity	9,065	11,865	(23.6)	976	1,152	(15.2)

⁽¹⁾ Nominal dollars calculated by dividing each month's nominal pesos by the end of such month exchange rate.

⁽²⁾ Constant pesos at the end of each period converted into dollars using the exchange rate at the end of each respective period.

VITRO, S.A. DE C.V. AND SUBSIDIARIES
SEGMENTED INFORMATION
AS OF MARCH 31, 2000 (IN MILLIONS)

	First Quarter						Business Units' Volume and Sales Mix Information (Where Applicable)			
	Constant Pesos			Nominal Dollars ⁽¹⁾			First Quarter			
	2000	1999	% Var.	2000	1999	% Var.	2000	1999	% Var.	
FLAT GLASS							FLAT GLASS (MM Red. m²)			
Net Sales	2,071	2,135	-3.0%	220	206	6.9%	Const.: Domestic	16.9	15.6	8.3%
Interd. Sales	6	6	0.0%	1	1	19.1%	Export	8.4	7.6	10.5%
Con. N. Sales	2,065	2,129	-3.0%	219	205	6.8%	Tot. Const.	25.3	23.2	9.1%
Expts. (US\$) ⁽¹⁾	66	61	8.7%	66	61	8.7%	Auto: Domestic	2.4	2.0	20.0%
EBIT	332	444	-25.2%	35	41	-14.6%	Export	4.3	3.6	19.4%
Margin ⁽²⁾	16.1%	20.9%		16.0%	20.0%		Tot. Auto	6.7	5.6	19.6%
EBITDA	459	577	-20.5%	48	53	-9.3%				
Margin ⁽²⁾	22.2%	27.1%		22.0%	26.0%					
GLASS CONTAINERS							GLASS CONTAINERS (MM Pieces)			
Net Sales	1,638	1,783	-8.1%	174	172	1.3%	Domestic	846	861	-1.7%
Interd. Sales	-	1	n.a.	0	0		Exports	309	275	12.3%
Con. N. Sales	1,638	1,782	-8.1%	174	172	1.3%	Total: Dom.+Exp.	1,155	1,136	1.7%
Expts. (US\$) ⁽¹⁾	47	43	9.7%	47	43	9.7%				
EBIT	249	297	-16.2%	26	28	-6.3%				
Margin ⁽²⁾	15.2%	16.7%		15.1%	16.4%					
EBITDA	438	496	-11.7%	46	47	-0.4%				
Margin ⁽²⁾	26.7%	27.8%		26.6%	27.1%					
HOUSEHOLD PRODUCTS										
Net Sales	1,126	1,121	0.4%	119	103	15.6%				
Interd. Sales	-	-	n.a.	0	0	n.a.				
Con. N. Sales	1,126	1,121	0.4%	119	103	15.6%				
Expts. (US\$) ⁽¹⁾	45	40	12.2%	45	40	12.2%				
EBIT	101	102	-1.0%	11	10	11.8%				
Margin ⁽²⁾	9.0%	9.1%		9.0%	9.3%					
EBITDA	162	164	-1.2%	17	15	12.5%				
Margin ⁽²⁾	14.4%	14.6%		14.4%	14.8%					
DIVERSE INDUSTRIES										
Net Sales	764	907	-15.8%	81	83	-3.2%				
Interd. Sales	70	156	-55.1%	7	14	-47.8%				
Con. N. Sales	694	751	-7.6%	73	69	6.0%				
Expts. (US\$) ⁽¹⁾	16	13	30.2%	16	13	30.2%				
EBIT	119	178	-33.1%	13	16	-22.9%				
Margin ⁽²⁾	17.1%	23.7%		17.1%	23.5%					
EBITDA	173	238	-27.3%	18	22	-16.3%				
Margin ⁽²⁾	24.9%	31.7%		24.8%	31.4%					
GLASSWARE							GLASSWARE (Sales Mix %)			
Net Sales	470	447	5.1%	50	42	19.6%	Retail	63	67	
Interd. Sales	3	11	-72.7%	0	1	-65.3%	Industrial	37	33	
Con. N. Sales	467	436	7.1%	50	41	21.7%				
Expts. (US\$) ⁽¹⁾	22	15	41.9%	22	15	41.9%				
EBIT	88	87	1.1%	9	8	15.2%				
Margin ⁽²⁾	18.8%	20.0%		18.8%	19.9%					
EBITDA	127	129	-1.6%	13	12	13.0%				
Margin ⁽²⁾	27.2%	29.6%		27.1%	29.2%					
CONSOLIDATED⁽³⁾										
Net Sales	6,077	6,405	-5.1%	646	608	6.1%				
Interd. Sales	79	174	-54.6%	9	17	-44.8%				
Con. N. Sales	5,998	6,231	-3.7%	636	591	7.6%				
Expts. (US\$) ⁽¹⁾	196	172	14.3%	196	172	14.3%				
EBIT	805	1,056	-23.8%	85	98	-13.4%				
Margin ⁽²⁾	13.4%	16.9%		13.4%	16.6%					
EBITDA	1,292	1,570	-17.7%	137	146	-6.2%				
Margin ⁽²⁾	21.5%	25.2%		21.5%	24.6%					

⁽¹⁾ Nominal dollars calculated by dividing each month's nominal pesos by the end of such month exchange rate.

⁽²⁾ EBIT and EBITDA Margins consider Consolidated Net Sales.

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