

E X

P A N

S I O N



ANNUAL REPORT
2018

FINANCIAL ⁽¹⁾

REVENUE **\$42,568** MILLION PESOS
EBITDA **\$5,429** MILLION PESOS

46% CONSUMER
\$19,360
MM MXN

50% CONSUMER
\$2,755
MM MXN

37% CHEMICAL
\$15,879
MM MXN

38% CHEMICAL
\$2,070
MM MXN

17% AUTOMOTIVE
\$7,177
MM MXN

12% AUTOMOTIVE
\$685
MM MXN

FIGURES IN MILLIONS OF PESOS

	2018	2017	18 vs.17
Revenue	42,568	39,261	8.4%
Operating Profit	4,202	4,142	1.4%
Operating Margin	9.9%	10.5%	
EBITDA ²	5,429	5,326	1.9%
EBITDA Margin	12.8%	13.6%	
Net Majority Result (Controlling Interest)	2,217	1,718	29.0%
Leverage Ratio ³	2.3x	1.6x	
Interest Coverage Ratio ⁴	6.1x	7.6x	
Capitalization Ratio ⁵	0.5x	0.5x	

FIGURES IN PESOS

	2018	2017
Earnings per Share LTM	4.86	3.76
Book Value per Share	28.10	24.10
Market Value per "B" Series Share	48.49	42.30
Dividend per Share	0.75	0.61

¹ Financial highlights are based on Combined Pro Forma Figures, which are the result of the consolidation of financial information of all subsidiaries including the proportional consolidation of joint ventures.

² EBITDA computation is determined as follows: Pro Forma Operating Profit plus Pro Forma Depreciation and Amortization (Including the period's cost for Pro Forma labor obligations).

³ Debt-Cash / LTM EBITDA.

⁴ LTM EBITDA / LTM Net Interest Payments.

⁵ Total Debt / Total Debt + Stockholders Equity.

SOCIAL AND ENVIRONMENTAL

H I G H

+23,000
EMPLOYEES

29
PRODUCTIVE FACILITIES

16,801
CONSUMER

1,768
CHEMICAL

4,176
AUTOMOTIVE

290
CORPORATE AND SERVICES

H I G H

H T S

KUO'S PEOPLE

	2018	2017
Training in competences	152,154 h	161,353 h
Training in emergency security and attention	67,327 h	61,336 h
Contracts for undetermined period of time	21,384	18,989
Training in anti-corruption policies	762 h	586 h
Accidentability frequency index	1.55	1.55

COMMUNITY

Social projects	+35	+25
Social investment (millions)	\$38.9	\$ 23.7
Supported associations	38	35

ENVIRONMENT

Energy consumption*	324,626 MWh	309,866 MWh
Reused water	3,322,652 m ³	3,098,182 m ³
Thermal energy consumption*	1,191,850 GJ	1'915,127 GJ
GHG emissions*	336,704 TCO ₂ e	316,172 TCO ₂ e
Reserves intended for conservation	903 Ha	800 HA

* A re-expression of the information corresponding to 2017 was made due to the fact that in 2018 the data was validated by the implementation of a voluntary verification of GHG emissions by a verifying body (Association for Standardization and Certification A.C.); the previously published data was 232,439 TCO₂e.

