

# HERNÁNDEZ BARBOSA CUEVAS & HUERGA

ABOGADOS

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SUPPL

August 11th, 2005.

Securities and Exchange Commission  
450 Fifth Street, N.W.  
Washington, D.C. 20549

Filing Desk/  
Office of International corporate Finance

Attn: Nina Mogiriazad

PROCESSED

SEP 09 2005

THOMSON  
FINANCIAL

Re: Hilasal Mexicana, S.A. de C.V.- Information Furnished  
Pursuant to Rule 12g3-2(b) - File 82-4743

Dear Nina:

On behalf of Hilasal Mexicana, S.A. de C.V. (the "Company"), pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), enclosed for filing is an English version of the Company's non consolidated financial statements of (i) the second trimester report for 2005 (year ending December 31, 2005), which were filed before the Bolsa Mexicana de Valores (the Mexican Stock Exchange) pursuant to its rules governing listed companies y Mexico.

This information is being furnished with the understanding that such information will not be deemed "filed" with the Securities an Exchange Commission or otherwise subject to the liabilities of Section 18 of the Exchange Act, and that neither this letter nor the furnishing of such information shall constitute an admission for any purpose that the Company is subject to the Exchange Act.

Please do not hesitate to contact the undersigned at (5233) 38171731 should you have any questions.

Please acknowledge receipt of this letter and the enclosed materials by date stamping the enclosed receipt copy of this letter and returning it in the enclosed self-addressed envelope.

Sincerely,

Fernando Hernandez, Esq.

9/8

## **Second Trimester Report for 2005.**

### **Commentaries of the Trimester Values US Legal Currency**

The consolidation of the results from the structure programs since a year of its creation. For the fourth consecutive trimester there has been an increase in the gross, operational and net profit in relation to the same trimester of the year 2004.

A better volume of sales in better conditions, together with an improvement in costs that permitted to increase the gross margin in 4 points.

The strategy to reduce the inventories, gave as a result a decrease of 29.6% in regards to 2T04.

The financial debt decrease 4.6% by the amortization in long term. In the last 12 twelve months the debt has been reduced 12.9%. Right now the company has cash surplus that if it was apply to the payment of the debt the result should be an additional reduction of 7.4%.

### **Result Balance 2T04 vs 2T05 (April- June)**

The total sales decrease 31.9% in volume, 24.8% in US Dollars and 31.3% in Mexican pesos legal currency.

The export sales decrease 51.8% in volume, 41.0% in US Dollars and 46.1% in Mexican pesos legal currency.

The operational profit was \$7.3 million pesos legal currency and represented the 8.6% of the sales comparing the 7.7% of 2T04.

### **Integral Financing Cost**

The integral financing cost was \$9.9 million pesos legal currency during 2T04 comparing to the (\$4.9) million pesos in favor during 2T05.

### **Other Financial Operations**

In this line it was registered the expenses for install capability not considering in the standard cost.

### **Net Profit**

By better margins gross and operative profit supported by the benefit in the change parity, the net profit was located in \$8.0 million pesos meaning \$9.4% of the sales, comparing it with a loss of \$3.2 million pesos of 2T04.

### **Last 12 months results 2004 vs 2005 (July - June)**

The total amount of sales decreased 24.2% in volume, 21.2% in US Dollars and 24.2% in Mexican pesos.

The national sales decreased 18.4% in volume, 13.6% in US Dollars and 16.9% in Mexican pesos.

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**Taxes, PTU and Extraordinary Entries.**

There has not been generated any Income Tax base and "PTU". It is recognize in the differed tax the favorable effect pursuant to the decreased in the Income Tax rate of 2005.

**Balance 30 of June 2004 vs 30 of June 2005.**

From June 2004 to June 2005 the Mexican peso increase its value in 6.6% in reference to the US Dollar and the inflation was 4.3%. These effects generate variation once it is compared the number in terms of pesos and dollars.

The accountant capital passed from \$306.3 to \$280.1 millions. It is registered a net profit for the year 2005 and \$11.4 millions of Mexican pesos.

**General Issues.**

During the trimester it was installed an Audit Committee pursuant to the articles applicable by the Value Market Law "Ley del Mercado de Valores".

The company got a license agreement for Ice Age II.

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# Second Quarter Report 2005

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

Quarter: 2 Year: 2005

NON CONSOLIDATED FINANCIAL STATEMENT  
AT JUNE 30 OF 2005 AND 2004  
(Thousands of Pesos)

Final Printing

| REF<br>S | CONCEPTS                                                                | QUARTER OF PRESENT |      | QUARTER OF PREVIOUS |      |
|----------|-------------------------------------------------------------------------|--------------------|------|---------------------|------|
|          |                                                                         | Amount             | %    | Amount              | %    |
| 1        | TOTAL ASSETS                                                            | 597,006            | 100  | 699,587             | 100  |
| 2        | CURRENT ASSETS                                                          | 222,030            | 37   | 277,699             | 40   |
| 3        | CASH AND SHORT-TERM INVESTMENTS                                         | 16,137             | 3    | 1,486               | 0    |
| 4        | ACCOUNTS AND DOCUMENTS RECEIVABLE (NET)                                 | 91,692             | 15   | 114,746             | 16   |
| 5        | OTHER ACCOUNTS AND DOCUMENTS RECEIVABLE                                 | 9,683              | 2    | 13,008              | 2    |
| 6        | INVENTORIES                                                             | 104,518            | 18   | 148,459             | 21   |
| 7        | OTHER CURRENT ASSETS                                                    | 0                  | 0    | 0                   | 0    |
| 8        | LONG-TERM                                                               | 0                  | 0    | 0                   | 0    |
| 9        | ACCOUNTS AND DOCUMENTS RECEIVABLE (NET)                                 | 0                  | 0    | 0                   | 0    |
| 10       | INVESTMENT IN SHARES OF SUBSIDIARIES<br>AND NON-CONSOLIDATED ASSOCIATED | 0                  | 0    | 0                   | 0    |
| 11       | OTHER INVESTMENTS                                                       | 0                  | 0    | 0                   | 0    |
| 12       | PROPERTY, PLANT AND EQUIPMENT                                           | 368,332            | 62   | 415,148             | 59   |
| 13       | PROPERTY                                                                | 165,538            | 28   | 165,470             | 24   |
| 14       | MACHINERY AND INDUSTRIAL EQUIPMENT                                      | 543,669            | 91   | 579,458             | 83   |
| 15       | OTHER EQUIPMENT                                                         | 94,056             | 16   | 95,282              | 14   |
| 16       | ACCUMULATED DEPRECIATION                                                | 437,653            | 73   | 452,062             | 65   |
| 17       | CONSTRUCTION IN PROGRESS                                                | 2,722              | 0    | 27,000              | 4    |
| 18       | DEFERRED ASSETS (NET)                                                   | 6,644              | 1    | 6,740               | 1    |
| 19       | OTHER ASSETS                                                            | 0                  | 0    | 0                   | 0    |
| 20       | TOTAL LIABILITIES                                                       | 316,861            | 100  | 393,217             | 100  |
| 21       | CURRENT LIABILITIES                                                     | 91,200             | 29   | 157,918             | 40   |
| 22       | SUPPLIERS                                                               | 27,196             | 9    | 49,662              | 13   |
| 23       | BANK LOANS                                                              | 42,835             | 14   | 84,814              | 22   |
| 24       | STOCK MARKET LOANS                                                      | 0                  | 0    | 0                   | 0    |
| 25       | TAXES TO BE PAID                                                        | 10,924             | 3    | 11,132              | 3    |
| 26       | OTHER CURRENT LIABILITIES                                               | 10,245             | 3    | 12,310              | 3    |
| 27       | LONG-TERM LIABILITIES                                                   | 156,718            | 49   | 171,157             | 44   |
| 28       | BANK LOANS                                                              | 156,718            | 49   | 171,157             | 44   |
| 29       | STOCK MARKET LOANS                                                      | 0                  | 0    | 0                   | 0    |
| 30       | OTHER LOANS                                                             | 0                  | 0    | 0                   | 0    |
| 31       | DEFERRED LOANS                                                          | 68,231             | 22   | 62,822              | 16   |
| 32       | OTHER LIABILITIES                                                       | 712                | 0    | 1,320               | 0    |
| 33       | CONSOLIDATED STOCK HOLDERS' EQUITY                                      | 280,145            | 100  | 306,370             | 100  |
| 36       | CONTRIBUTED CAPITAL                                                     | 225,352            | 80   | 225,190             | 74   |
| 37       | PAID-IN CAPITAL STOCK (NOMINAL)                                         | 48,417             | 17   | 48,417              | 16   |
| 38       | RESTATEMENT OF PAID-IN CAPITAL STOCK                                    | 130,770            | 47   | 130,641             | 43   |
| 39       | PREMIUM ON SALES OF SHARES                                              | 46,165             | 16   | 46,132              | 15   |
| 40       | CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES                              | 0                  | 0    | 0                   | 0    |
| 41       | CAPITAL INCREASE (DECREASE)                                             | 54,793             | 20   | 81,180              | 26   |
| 42       | RETAINED EARNINGS AND CAPITAL RESERVE                                   | 242,430            | 87   | 234,681             | 77   |
| 43       | REPURCHASE FUND OF SHARES                                               | 8,046              | 3    | 7,997               | 3    |
| 44       | EXCESS (SHORTFALL) IN RESTATEMENT OF STOCK<br>HOLDERS' EQUITY           | (207,146)          | (74) | (158,457)           | (52) |
| 45       | NET INCOME FOR THE YEAR                                                 | 11,463             | 4    | (3,041)             | (1)  |

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
HILASAL MEXICANA S.A. DE C.V.

QUARTER:      2 YEAR:      2005

NON CONSOLIDATED FINANCIAL STATEMENT  
BREAKDOWN OF MAIN CONCEPTS  
(Thousands of Pesos)

Final Printing

| REF | CONCEPTS                                                   | QUARTER OF PRESENT FINANCIAL YEAR |      | QUARTER OF PREVIOUS FINANCIAL YEAR |      |
|-----|------------------------------------------------------------|-----------------------------------|------|------------------------------------|------|
|     |                                                            | Amount                            | %    | Amount                             | %    |
| 3   | CASH AND SHORT-TERM INVESTMENTS                            | 16,137                            | 100  | 1,486                              | 100  |
| 46  | CASH                                                       | 7,370                             | 46   | 1,416                              | 95   |
| 47  | SHORT-TERM INVESTMENTS                                     | 8,767                             | 54   | 70                                 | 5    |
| 18  | DEFERRED ASSETS (NET)                                      | 6,644                             | 100  | 6,740                              | 100  |
| 48  | AMORTIZED OR REDEEMED EXPENSES                             | 6,644                             | 100  | 6,740                              | 100  |
| 49  | GOODWILL                                                   | 0                                 | 0    | 0                                  | 0    |
| 50  | DEFERRED TAXES                                             | 0                                 | 0    | 0                                  | 0    |
| 51  | OTHERS                                                     | 0                                 | 0    | 0                                  | 0    |
| 21  | CURRENT LIABILITIES                                        | 91,200                            | 100  | 157,918                            | 100  |
| 52  | FOREING CURRENCY LIABILITIES                               | 55,720                            | 61   | 121,718                            | 77   |
| 53  | MEXICAN PESOS LIABILITIES                                  | 35,480                            | 39   | 36,200                             | 23   |
| 24  | STOCK MARKET LOANS                                         | 0                                 | 100  | 0                                  | 100  |
| 54  | COMMERCIAL PAPER                                           | 0                                 | 0    | 0                                  | 0    |
| 55  | CURRENT MATURITIES OF MEDIUM TERM NOTES                    | 0                                 | 0    | 0                                  | 0    |
| 56  | CURRENT MATURITIES OF BONDS                                | 0                                 | 0    | 0                                  | 0    |
| 26  | OTHER CURRENT LIABILITIES                                  | 10,245                            | 100  | 12,310                             | 100  |
| 57  | OTHER CURRENT LIABILITIES WITH COST                        | 0                                 | 0    | 0                                  | 0    |
| 58  | OTHER CURRENT LIABILITIES WITHOUT COST                     | 10,245                            | 100  | 12,310                             | 100  |
| 27  | LONG-TERM LIABILITIES                                      | 156,718                           | 100  | 171,157                            | 100  |
| 59  | FOREING CURRENCY LIABILITIES                               | 152,900                           | 98   | 171,157                            | 100  |
| 60  | MEXICAN PESOS LIABILITIES                                  | 3,818                             | 2    | 0                                  | 0    |
| 29  | STOCK MARKET LOANS                                         | 0                                 | 100  | 0                                  | 100  |
| 61  | BONDS                                                      | 0                                 | 0    | 0                                  | 0    |
| 62  | MEDIUM TERM NOTES                                          | 0                                 | 0    | 0                                  | 0    |
| 30  | OTHER LOANS                                                | 0                                 | 100  | 0                                  | 100  |
| 63  | OTHER LOANS WITH COST                                      | 0                                 | 0    | 0                                  | 0    |
| 64  | OTHER LOANS WITHOUT COST                                   | 0                                 | 0    | 0                                  | 0    |
| 31  | DEFERRED LOANS                                             | 68,231                            | 100  | 62,822                             | 100  |
| 65  | NEGATIVE GOODWILL                                          | 0                                 | 0    | 0                                  | 0    |
| 66  | DEFERRED TAXES                                             | 68,231                            | 100  | 62,822                             | 100  |
| 67  | OTHERS                                                     | 0                                 | 0    | 0                                  | 0    |
| 32  | OTHER LIABILITIES                                          | 712                               | 100  | 1,320                              | 100  |
| 68  | RESERVES                                                   | 712                               | 100  | 1,320                              | 100  |
| 69  | OTHERS LIABILITIES                                         | 0                                 | 0    | 0                                  | 0    |
| 44  | EXCESS (SHORTFALL) IN RESTATEMENT OF STOCK HOLDERS' EQUITY | (207,146)                         | 100  | (158,457)                          | 100  |
| 70  | ACCUMULATED INCOME DUE TO MONETARY POSITION                | (121,540)                         | (59) | (116,101)                          | (73) |
| 71  | INCOME FROM NON-MONETARY POSITION ASSETS                   | (85,606)                          | (41) | (42,356)                           | (27) |

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
HILASAL MEXICANA S.A. DE C.V.

QUARTER:      2YEAR:      **2005**

**NON CONSOLIDATED FINANCIAL STATEMENT**  
OTHER CONCEPTS  
(Thousands of Pesos)

*Final Printing*

| REF | CONCEPTS                             | QUARTER OF PRESENT<br>FINANCIAL YEAR | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |
|-----|--------------------------------------|--------------------------------------|---------------------------------------|
| S   |                                      | Amount                               | Amount                                |
| 72  | WORKING CAPITAL                      | 130,830                              | 119,781                               |
| 73  | PENSIONS FUND AND SENIORITY PREMIUMS | 713                                  | 1,320                                 |
| 74  | EXECUTIVES (*)                       | 10                                   | 10                                    |
| 75  | EMPLOYERS (*)                        | 240                                  | 267                                   |
| 76  | WORKERS (*)                          | 451                                  | 665                                   |
| 77  | CIRCULATION SHARES (*)               | 130,293,546                          | 130,245,746                           |
| 78  | REPURCHASED SHARES (*)               | 9,146,454                            | 9,194,254                             |

(\*) THESE CONCEPTS SHOULD BE EXPRESSED IN UNITS.

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
**HILASAL MEXICANA S.A. DE C.V.**

QUARTER:                      2YEAR:                      2005

**NON CONSOLIDATED EARNING STATEMENT**  
**FROM JANUARY THE 1st TO JUNE 30 OF 2005 AND 2004**  
(Thousands of Pesos)

Final Printing

| REF<br><br>R | CONCEPTS                                                                       | QUARTER OF PRESENT<br>FINANCIAL YEAR |     | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |     |
|--------------|--------------------------------------------------------------------------------|--------------------------------------|-----|---------------------------------------|-----|
|              |                                                                                | Amount                               | %   | Amount                                | %   |
| 1            | NET SALES                                                                      | 174,385                              | 100 | 248,992                               | 100 |
| 2            | COST OF SALES                                                                  | 128,675                              | 74  | 199,713                               | 80  |
| 3            | GROSS INCOME                                                                   | 45,710                               | 26  | 49,279                                | 20  |
| 4            | OPERATING EXPENSES                                                             | 30,246                               | 17  | 37,428                                | 15  |
| 5            | OPERATING INCOME                                                               | 15,464                               | 9   | 11,851                                | 5   |
| 6            | TOTAL FINANCING COST                                                           | (3,124)                              | (2) | 10,119                                | 4   |
| 7            | INCOME AFTER FINANCING COST                                                    | 18,588                               | 11  | 1,732                                 | 1   |
| 8            | OTHER FINANCIAL OPERATIONS                                                     | 3,294                                | 2   | 7,582                                 | 3   |
| 9            | INCOME BEFORE TAXES AND WORKERS' PROFIT<br>SHARING                             | 15,294                               | 9   | (5,850)                               | (2) |
| 10           | RESERVE FOR TAXES AND WORKERS' PROFIT<br>SHARING                               | 3,831                                | 2   | (2,809)                               | (1) |
| 11           | NET INCOME AFTER TAXES AND WORKERS' PROFIT<br>SHARING                          | 11,463                               | 7   | (3,041)                               | (1) |
| 12           | SHARE IN NET INCOME OF SUBSIDIARIES AND<br>NON-CONSOLIDATED ASSOCIATES         | 0                                    | 0   | 0                                     | 0   |
| 13           | CONSOLIDATED NET INCOME OF CONTINUOUS<br>OPARATION                             | 11,463                               | 7   | (3,041)                               | (1) |
| 14           | INCOME OF DISCONTINUOUS OPERATIONS                                             | 0                                    | 0   | 0                                     | 0   |
| 15           | CONSOLIDATED NET INCOME BEFORE<br>EXTRAORDINARY ITEMS                          | 11,463                               | 7   | (3,041)                               | (1) |
| 16           | EXTRAORDINARY ITEMS NET EXPENSES (INCOME)                                      | 0                                    | 0   | 0                                     | 0   |
| 17           | NET EFFECT AT THE BEGINNING OF THE YEAR BY<br>CHANGES IN ACCOUNTING PRINCIPLES | 0                                    | 0   | 0                                     | 0   |
| 18           | NET CONSOLIDATED INCOME                                                        | 11,463                               | 7   | (3,041)                               | (1) |



MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: YEAR: 2005

NON CONSOLIDATED EARNING STATEMENT  
BREAKDOWN OF MAIN CONCEPTS  
(Thousands of Pesos)

Final Printing

| REF<br><br>R | CONCEPTS                                        | QUARTER OF PRESENT<br>FINANCIAL YEAR |      | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |       |
|--------------|-------------------------------------------------|--------------------------------------|------|---------------------------------------|-------|
|              |                                                 | Amount                               | %    | Amount                                | %     |
| 1            | NET SALES                                       | 174,385                              | 100  | 248,992                               | 100   |
| 21           | DOMESTIC                                        | 126,757                              | 73   | 128,245                               | 52    |
| 22           | FOREIGN                                         | 47,628                               | 27   | 120,747                               | 48    |
| 23           | TRANSLATED INTO DOLLARS (***)                   | 4,322                                | 2    | 10,241                                | 4     |
| 6            | TOTAL FINANCING COST                            | (3,124)                              | 100  | 10,119                                | 100   |
| 24           | INTEREST PAID                                   | 5,795                                | 185  | 4,914                                 | 49    |
| 25           | EXCHANGE LOSSES                                 | 5,914                                | 189  | 17,078                                | 169   |
| 26           | INTEREST EARNED                                 | 229                                  | 7    | 162                                   | 2     |
| 27           | EXCHANGE PROFITS                                | 13,455                               | 431  | 9,179                                 | 91    |
| 28           | GAIN DUE TO MONETARY POSITION                   | (1,149)                              | (37) | (2,532)                               | (25)  |
| 8            | OTHER FINANCIAL OPERATIONS                      | 3,294                                | 100  | 7,582                                 | 100   |
| 29           | OTHER NET EXPENSES (INCOME) NET                 | 3,294                                | 100  | 7,582                                 | 100   |
| 30           | (PROFIT) LOSS ON SALE OF OWN SHARES             | 0                                    | 0    | 0                                     | 0     |
| 31           | (PROFIT) LOSS ON SALE OF SHORT-TERM INVESTMENTS | 0                                    | 0    | 0                                     | 0     |
| 10           | RESERVE FOR TAXES AND WORKERS' PROFIT SHARING   | 3,831                                | 100  | (2,809)                               | 100   |
| 32           | INCOME TAX                                      | 1,513                                | 39   | 0                                     | 0     |
| 33           | DEFERED INCOME TAX                              | 1,511                                | 39   | (2,809)                               | (100) |
| 34           | WORKERS' PROFIT SHARING                         | 344                                  | 9    | 0                                     | 0     |
| 35           | DEFERED WORKERS' PROFIT SHARING                 | 463                                  | 12   | 0                                     | 0     |

(\*\*\*) THOUSANDS OF DOLLARS

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
**HILASAL MEXICANA S.A. DE C.V.**

QUARTER:      2 YEAR:      2005

**NON CONSOLIDATED EARNING STATEMENT**  
OTHER CONCEPTS  
(Thousands of Pesos)

Final Printing

| REF<br>R | CONCEPTS                     | QUARTER OF PRESENT<br>FINANCIAL YEAR<br>Amount | QUARTER OF PREVIOUS<br>FINANCIAL YEAR<br>Amount |
|----------|------------------------------|------------------------------------------------|-------------------------------------------------|
| 36       | TOTAL SALES                  | 186,592                                        | 257,396                                         |
| 37       | NET INCOME OF THE YEAR       | 0                                              | 0                                               |
| 38       | NET SALES (**)               | 350,870                                        | 462,830                                         |
| 39       | OPERATION INCOME (**)        | 27,026                                         | 23,761                                          |
| 41       | NET CONSOLIDATED INCOME (**) | 22,078                                         | (11,685)                                        |

(\*\*) THE RESTATED INFORMATION ON THE LAST TWELVE MONTHS SHOULD BE USED

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
HILASAL MEXICANA S.A. DE C.V.

QUARTER:      YEAR:      2005

**NON CONSOLIDATED FINANCIAL STATEMENT**  
FROM JANUARY THE 1st TO JUNE 30 OF 2005 AND 2004  
(Thousands of Pesos)

Final Printing

| REF<br><br>C | CONCEPTS                                                      | QUARTER OF PRESENT<br>FINANCIAL YEAR | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |
|--------------|---------------------------------------------------------------|--------------------------------------|---------------------------------------|
|              |                                                               | Amount                               | Amount                                |
| 1            | CONSOLIDATED NET INCOME                                       | 11,463                               | (3,041)                               |
| 2            | +(-) ITEMS ADDED TO INCOME WHICH DO NOT<br>REQUIRE USING CASH | 11,921                               | 24,715                                |
| 3            | CASH FLOW FROM NET INCOME OF THE YEAR                         | 23,384                               | 21,674                                |
| 4            | CASH FLOW FROM CHANGE IN WORKING CAPITAL                      | 27,594                               | 34,621                                |
| 5            | CASH GENERATED (USED) IN OPERATING ACTIVITIES                 | 50,978                               | 56,295                                |
| 6            | CASH FLOW FROM EXTERNAL FINANCING                             | (23,762)                             | (3,557)                               |
| 7            | CASH FLOW FROM INTERNAL FINANCING                             | (14,990)                             | (37,433)                              |
| 8            | CASH FLOW GENERATED (USED) BY FINANCING                       | (38,752)                             | (40,990)                              |
| 9            | CASH FLOW GENERATED (USED) IN INVESTMENT<br>ACTIVITIES        | (3,353)                              | (17,094)                              |
| 10           | NET INCREASE (DECREASE) IN CASH AND SHORT-TERM<br>INVESTMENTS | 8,873                                | (1,789)                               |
| 11           | CASH AND SHORT-TERM INVESTMENTS AT THE<br>BEGINNING OF PERIOD | 7,264                                | 3,275                                 |
| 12           | CASH AND SHORT-TERM INVESTMENTS AT THE END<br>OF PERIOD       | 16,137                               | 1,486                                 |

MEXICAN STOCK EXCHANGE  
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STOCK EXCHANGE CODE: **HILASAL**  
HILASAL MEXICANA S.A. DE C.V.

QUARTER:      YEAR:      2005

**NON CONSOLIDATED FINANCIAL STATEMENT**  
**BREAKDOWN OF MAIN CONCEPTS**  
(Thousands of Pesos)

Final Printing

| REF<br>C | CONCEPTS                                                              | QUARTER OF PRESENT<br>FINANCIAL YEAR | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |
|----------|-----------------------------------------------------------------------|--------------------------------------|---------------------------------------|
|          |                                                                       | Amount                               | Amount                                |
| 2        | <b>+ (-) ITEMS ADDED TO INCOME WHICH DO NOT REQUIRE USING CASH</b>    | <b>11,921</b>                        | <b>24,715</b>                         |
| 13       | DEPRECIATION AND AMORTIZATION FOR THE YEAR                            | 12,921                               | 27,294                                |
| 14       | + (-) NET INCREASE (DECREASE) IN PENSIONS FUND AND SENIORITY PREMIUMS | 149                                  | (47)                                  |
| 15       | + (-) NET LOSS (PROFIT) IN MONEY EXCHANGE                             | 0                                    | 0                                     |
| 16       | + (-) NET LOSS (PROFIT) IN ASSETS AND LIABILITIES ACTUALIZATION       | (1,149)                              | (2,532)                               |
| 17       | + (-) OTHER ITEMS                                                     | 0                                    | 0                                     |
| 4        | <b>CASH FLOW FROM CHANGE IN WORKING CAPITAL</b>                       | <b>27,594</b>                        | <b>34,621</b>                         |
| 18       | + (-) DECREASE (INCREASE) IN ACCOUNT RECEIVABLE                       | (17,471)                             | 25,562                                |
| 19       | + (-) DECREASE (INCREASE) IN INVENTORIES                              | 29,426                               | 969                                   |
| 20       | + (-) DECREASE (INCREASE) IN OTHER ACCOUNT RECEIVABLE                 | 575                                  | 1,715                                 |
| 21       | + (-) INCREASE (DECREASE) IN SUPPLIER ACCOUNT                         | 11,536                               | 9,271                                 |
| 22       | + (-) INCREASE (DECREASE) IN OTHER LIABILITIES                        | 3,528                                | (2,896)                               |
| 6        | <b>CASH FLOW FROM EXTERNAL FINANCING</b>                              | <b>(23,762)</b>                      | <b>(3,557)</b>                        |
| 23       | + SHORT-TERM BANK AND STOCK MARKET FINANCING                          | (4,331)                              | 1,539                                 |
| 24       | + LONG-TERM BANK AND STOCK MARKET FINANCING                           | (19,431)                             | (5,096)                               |
| 25       | + DIVIDEND RECEIVED                                                   | 0                                    | 0                                     |
| 26       | + OTHER FINANCING                                                     | 0                                    | 0                                     |
| 27       | (-) BANK FINANCING AMORTIZATION                                       | 0                                    | 0                                     |
| 28       | (-) STOCK MARKET AMORTIZATION                                         | 0                                    | 0                                     |
| 29       | (-) OTHER FINANCING AMORTIZATION                                      | 0                                    | 0                                     |
| 7        | <b>CASH FLOW FROM INTERNAL FINANCING</b>                              | <b>(14,990)</b>                      | <b>(37,433)</b>                       |
| 30       | + (-) INCREASE (DECREASE) IN CAPITAL STOCKS                           | (14,990)                             | (37,432)                              |
| 31       | (-) DIVIDENS PAID                                                     | 0                                    | 0                                     |
| 32       | + PREMIUM ON SALE OF SHARES                                           | 0                                    | (1)                                   |
| 33       | + CONTRIBUTION FOR FUTURE CAPITAL INCREASES                           | 0                                    | 0                                     |
| 9        | <b>CASH FLOW GENERATED (UTILIZED) IN INVESTMENT ACTIVITIES</b>        | <b>(3,353)</b>                       | <b>(17,094)</b>                       |
| 34       | + (-) DECREASE (INCREASE) IN STOCK INVESTMENTS OF A PERMANENT NATURE  | 0                                    | 0                                     |
| 35       | (-) ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT                      | (5,356)                              | (30,757)                              |
| 36       | (-) INCREASE IN CONSTRUCTIONS IN PROGRESS                             | 2,003                                | 13,663                                |
| 37       | + SALE OF OTHER PERMANENT INVESTMENTS                                 | 0                                    | 0                                     |
| 38       | + SALE OF TANGIBLE FIXED ASSETS                                       | 0                                    | 0                                     |
| 39       | + (-) OTHER ITEMS                                                     | 0                                    | 0                                     |

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STOCK EXCHANGE CODE: **HILASAL**  
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QUARTER:            2 YEAR:            2005

RATIOS  
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| REF | CONCEPTS                                                                                       | QUARTER OF PRESENT<br>FINANCIAL YEAR | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |
|-----|------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------------|
| P   |                                                                                                |                                      |                                       |
|     | <b>YIELD</b>                                                                                   |                                      |                                       |
| 1   | NET INCOME TO NET SALES                                                                        | 6.57 %                               | (1.22) %                              |
| 2   | NET INCOME TO STOCK HOLDERS' EQUITY (**)                                                       | 7.88 %                               | (3.81) %                              |
| 3   | NET INCOME TO TOTAL ASSETS (**)                                                                | 3.70 %                               | (1.67) %                              |
| 4   | CASH DIVIDENDS TO PREVIOUS YEAR NET INCOME                                                     | 0.00 %                               | 0.00 %                                |
| 5   | INCOME DUE TO MONETARY POSITION TO NET INCOME                                                  | 10.02 %                              | (83.26) %                             |
|     | <b>ACTIVITY</b>                                                                                |                                      |                                       |
| 6   | NET SALES TO NET ASSETS (**)                                                                   | 0.66 times                           | 0.66 times                            |
| 7   | NET SALES TO FIXED ASSETS (**)                                                                 | 0.11 times                           | 0.11 times                            |
| 8   | INVENTORIES ROTATION (**)                                                                      | 3.87 times                           | 3.87 times                            |
| 9   | ACCOUNTS RECEIVABLE IN DAYS OF SALES                                                           | 82 days                              | 72 days                               |
| 10  | PAID INTEREST TO TOTAL LIABILITIES WITH COST (**)                                              | 3.81 times                           | 3.81 times                            |
|     | <b>LEVERAGE</b>                                                                                |                                      |                                       |
| 11  | TOTAL LIABILITIES TO TOTAL ASSETS                                                              | 53.08 %                              | 56.21 %                               |
| 12  | TOTAL LIABILITIES TO STOCK HOLDERS' EQUITY                                                     | 1.13 times                           | 1.28 times                            |
| 13  | FOREIGN CURRENCY LIABILITIES TO TOTAL LIABILITIES                                              | 65.64 %                              | 74.48 %                               |
| 14  | LONG-TERM LIABILITIES TO FIXED ASSETS                                                          | 42.55 %                              | 41.23 %                               |
| 15  | OPERATING INCOME TO INTEREST PAID                                                              | 2.41 times                           | 2.41 times                            |
| 16  | NET SALES TO TOTAL LIABILITIES (**)                                                            | 1.18 times                           | 1.18 times                            |
|     | <b>LIQUIDITY</b>                                                                               |                                      |                                       |
| 17  | CURRENT ASSETS TO CURRENT LIABILITIES                                                          | 2.43 times                           | 1.76 times                            |
| 18  | CURRENT ASSETS LESS INVENTORY TO CURRENT LIABILITIES                                           | 1.29 times                           | 0.66 times                            |
| 19  | CURRENTS ASSETS TO TOTAL LIABILITIES                                                           | 0.71 times                           | 0.71 times                            |
| 20  | AVAILABLE ASSETS TO CURRENT LIABILITIES                                                        | 17.69 times                          | 0.64 times                            |
|     | <b>CASH FLOW</b>                                                                               |                                      |                                       |
| 21  | CASH FLOW FROM NET INCOME TO NET SALES                                                         | 13.41 %                              | 8.70 %                                |
| 22  | CASH FLOW FROM CHANGES IN WORKING CAPITAL TO NET SALES                                         | 15.82 %                              | 13.90 %                               |
| 23  | CASH GENERATED (USED) IN OPERATING TO INTEREST PAID                                            | 8.80 times                           | 1.46 times                            |
| 24  | EXTERNAL FINANCING TO CASH GENERATED (USED) IN FINANCING                                       | 61.32 %                              | 8.68 %                                |
| 25  | INTERNAL FINANCING TO CASH GENERATED (USED) IN FINANCING                                       | 38.68 %                              | 91.32 %                               |
| 26  | ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT TO CASH GENERATED (USED) IN INVESTMENT ACTIVITIES | 159.74 %                             | 179.93 %                              |

(\*\*) IN THESE RATIOS FOR THE DATA TAKE INTO CONSIDERATION THE LAST TWELVE MONTHS.

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DATA PER SHARE  
NON CONSOLIDATED FINANCIAL STATEMENT

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| REF<br>D | CONCEPTS                                                                                  | QUARTER OF PRESENT<br>FINANCIAL YEAR |            | QUARTER OF PREVIOUS<br>FINANCIAL YEAR |               |
|----------|-------------------------------------------------------------------------------------------|--------------------------------------|------------|---------------------------------------|---------------|
|          |                                                                                           | Amount                               |            | Amount                                |               |
| 1        | BASIC PROFIT PER ORDINARY SHARE (**)                                                      | \$                                   | 0.16       | \$                                    | (0.09)        |
| 2        | BASIC PROFIT PER PREFERENT SHARE (**)                                                     | \$                                   | 0.00       | \$                                    | 0.00          |
| 3        | DILUTED PROFIT PER ORDINARY SHARE (**)                                                    | \$                                   | 0.00       | \$                                    | 0.00          |
| 4        | CONTINUOUS OPERATING PROFIT PER COMUN<br>SHARE(**)                                        | \$                                   | 0.00       | \$                                    | 0.00          |
| 5        | EFFECT OF DISCONTINUOUS OPERATING ON<br>CONTINUOUS OPERATING PROFIT PER SHARE (**)        | \$                                   | 0.00       | \$                                    | 0.00          |
| 6        | EFFECT OF EXTRAORDINARY PROFIT AND LOSS ON<br>CONTINUOUS OPERATING PROFIT PER SHARE (**)  | \$                                   | 0.00       | \$                                    | 0.00          |
| 7        | EFFECT BY CHANGES IN ACCOUNTING POLICIES ON<br>CONTINUOUS OPERATING PROFIT PER SHARE (**) | \$                                   | 0.00       | \$                                    | 0.00          |
| 8        | CARRYING VALUE PER SHARE                                                                  | \$                                   | 2.15       | \$                                    | 2.35          |
| 9        | CASH DIVIDEND ACUMULATED PER SHARE                                                        | \$                                   | 0.00       | \$                                    | 0.00          |
| 10       | DIVIDEND IN SHARES PER SHARE                                                              |                                      | 0.00 res   |                                       | 0.00 res      |
| 11       | MARKET PRICE TO CARRYING VALUE                                                            |                                      | 0.47 res   |                                       | 0.44 res      |
| 12       | MARKET PRICE TO BASIC PROFIT PER ORDINARY<br>SHARE (**)                                   |                                      | 5.94 times |                                       | (11.64) times |
| 13       | MARKET PRICE TO BASIC PROFIT PER PREFERENT<br>SHARE (**)                                  |                                      | 0.00 times |                                       | 0.00 times    |

(\*\*) TO CALCULATE THE DATA PER SHARE USE THE NET INCOME FOR THE LAST TWELVE MONTHS.

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Reporte al Segundo Trimestre del 2005

Comentarios del Trimestre  
Valores en término de dólares

Se consolidan los resultados del programa de reestructura a un año de su implementación. Por cuarto trimestre consecutivo se presentan incrementos en los márgenes de utilidad bruta, operativa y neta respecto al mismo trimestre del año anterior.

Un menor volumen de venta en mejores condiciones, aunado a una mejora en costos, permitió incrementar el margen bruto en 4 puntos.

Una política estricta de control permitió reducir los gastos operativos en 17.7% en términos reales.

La estrategia de reducción de inventarios dio como resultado una disminución del 29.6% con respecto al 2T04.

La deuda financiera disminuyó 4.6% por las amortizaciones de largo plazo. En los últimos doce meses la deuda se ha reducido 12.9%. Se cuenta con excedentes de efectivo que de haberse aplicado a pago de deuda con costo hubiese resultado en una reducción adicional de 7.4%.

El perfil de deuda con costo es de 21.5% corto y 78.5% largo plazo.

Estado de Resultados 2T04 vs 2T05 (abril - junio)

Las ventas totales disminuyeron 31.9% en volumen, 24.8% en dólares y 31.3% en pesos.

El mercado doméstico presentó una disminución de 10.5% en volumen, 12.9% en dólares y 20.4% en pesos.

Las ventas en exportación disminuyeron 51.8% en volumen, 41.0% en dólares y 46.1% en pesos, debido principalmente a la eliminación de líneas de alto volumen y bajo margen, de acuerdo a la estrategia definida en el segundo trimestre del 2004.

El margen bruto pasó del 22.6% al 26.5%, principalmente por mejoría en costos y mejores condiciones de venta.

Los gastos de operación pasaron del 14.9% al 17.9% con respecto a ventas por menor nivel de facturación. En términos absolutos disminuyeron 17.7%, con reducciones en términos reales del 17.1% en gastos de venta y del 18.2% en gastos de administración.

La utilidad operativa fue de \$7.3 millones de pesos y representó el 8.6% de la venta en comparación del 7.7% del 2T04.

La UAFIDA se ubicó en 16.2% sobre ventas en comparación de 18.9% al 2T04.

Costo Integral de Financiamiento

El costo integral de financiamiento fue de \$9.9 millones de pesos durante el 2T04 en comparación a (\$4.9) millones de pesos favorables en el 2T05. El cambio se encuentra principalmente en el renglón de paridad cambiaria.

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Los intereses pagados aumentaron 24.5% en dólares o 13.9% en pesos por incremento de 2.01 puntos porcentuales en la tasa. Los intereses netos con respecto a ventas pasaron del 2.0% en el 2T04 al 3.3% en este trimestre. La tasa anual promedio de préstamos fue de 5.32% en dólares.

La paridad cambiaria al 2T04 resultó en \$7.3 millones de pesos en comparación de (\$7.7) millones de pesos favorables al 2T05.

El Repomo al 2T04 fue de \$66 mil pesos comparado con \$0.0 pesos al 2T05.

Otras Operaciones Financieras

En este rubro se registraron los gastos de capacidad instalada no considerada en el costo estándar.

Impuestos, PTU y D-4

Se reconoce el impuesto diferido derivado del ISR y PTU.

Utilidad Neta

Por mejores márgenes bruto y operativo, y apoyados por el beneficio en paridad cambiaria, la utilidad neta se ubicó en \$8.0 millones de pesos y significó el 9.4% de la venta, en comparación con una pérdida de \$3.2 millones de pesos del 2T04.

Resultados Últimos Doce Meses 2004 vs 2005 (julio - junio)

Las ventas totales disminuyeron 24.2% en volumen, 21.2% en dólares y 24.2% en pesos.

Las ventas nacionales disminuyeron 18.4% en volumen, 13.6% en dólares y 16.9% en pesos.

Las exportaciones disminuyeron 31.0% en volumen, 32.0% en término de dólares y 34.4% en pesos.

El margen bruto aumentó al pasar del 20.8% al 26.1%, apoyado por el programa de reestructura definido en el segundo trimestre del 2004, el que permitió mejora en costos, en las condiciones de venta y eliminar programas de alto volumen y bajo margen.

Los gastos de operación pasaron del 15.7% al 18.4% sobre ventas. Los gastos de venta disminuyeron en términos reales 6.0% y los gastos de administración también disminuyeron 15.9% en términos reales.

El margen de operación aumentó al pasar de 5.1% al 7.7%.

La UAFIDA representó el 19.3% con respecto a ventas, en comparación del 16.8%

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del 2004.

#### Costo Integral de Financiamiento

El costo integral de financiamiento a junio del 2004 representó \$28.9 millones pesos en comparación de (\$9.1) millones de pesos favorables a junio del 2005.

Los intereses pagados se incrementan 29.3% al pasar de \$9.1 a \$11.7 millones de pesos. En término de dólares aumentaron de \$769 mil a \$1.0 millones. Los intereses netos en su relación a ventas pasan de 1.9% en el 2004 a 3.3% en el 2005.

La cobertura UAFIDA a intereses pagados fue de 5.7 veces.

La paridad cambiaria pasó de \$26.5 millones a (\$13.1) millones de pesos favorables.

El Repomo a junio del 2004 fue de (\$6.3) millones de pesos, comparado con (\$7.4) millones de pesos a junio del 2005.

#### Otras Operaciones Financieras

Este rubro refleja principalmente gastos por capacidad instalada no utilizada no incluidos en el costo estándar e indemnizaciones extraordinarias de personal por la reestructura implementada en el 2004.

#### Impuestos, PTU y Partidas Extraordinarias

No se generó base para ISR y PTU. Se reconoce en el impuesto diferido el efecto favorable por la disminución de tasa de ISR efectiva para 2005 en adelante. Se registra la provisión de PTU diferida.

#### Utilidad Neta

Se registra utilidad neta por \$22.0 millones de pesos que representa el 6.3% de la venta en comparación de la pérdida de \$11.6 millones de pesos del 2004.

Balance al 30 de junio 2004 vs 30 de junio 2005.

De junio del 2004 a junio del 2005 el peso se apreció 6.6% con respecto al dólar y la inflación fue del 4.3%. Estos efectos generan variación al comparar las cifras en términos de pesos y dólares.

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Los activos totales disminuyeron 14.7% en pesos y 4.6% en dólares. El disponible en caja se incrementó en US\$1.3 millones para ubicarse en US\$1.5 millones. La cartera disminuyó 20.1% en pesos y 10.7% en dólares. Los inventarios disminuyeron 29.6% en pesos y 21.3% en dólares. El activo fijo disminuyó 11.3% en pesos y 0.9% en dólares.

El pasivo total disminuyó 19.4% en pesos y 10.0% en dólares. La deuda con costo se reduce 12.9% para ubicarse en US\$18.5 millones, su nivel más bajo en los últimos siete años. La composición es 21.5% a corto plazo y 78.5% a largo plazo.

El capital contable pasó de \$306.3 a \$280.1 millones. La cuenta de insuficiencia en la actualización del capital se incrementó \$48.7 millones de pesos. Se registra una utilidad neta por el ejercicio 2005 de \$11.4 millones de pesos.

Asuntos Generales

Durante el trimestre se instaló el Comité de Auditoría conforme a lo establecido en la Ley del Mercado de Valores.

Se contrató la licencia de La Era del Hielo II.

El índice de bursatilidad de la empresa pasó de la posición 104 en marzo del 2005 a la posición 101 a junio del 2005.

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NOTA 1      PRINCIPALES POLÍTICAS CONTABLES Y FINANCIERAS

1.1 Bases para la determinación de las cifras

Los estados financieros que se acompañan, fueron formulados sobre la base de las disposiciones del Boletín B-10 y sus cinco documentos, emitidos por el Instituto Mexicano de Contadores Públicos A.C., en consecuencia sus cifras están expresadas en pesos del mismo poder adquisitivo de la fecha de cierre del trimestre que nos ocupa. La actualización de las cifras se desarrolló bajo los métodos de costos específicos y el de ajuste en el nivel general de precios, aplicando los índices nacionales de precios al consumidor proporcionados por el Banco de México.

Los efectos inflacionarios incorporados están en los siguientes rubros:

- Inventarios y costo de ventas
- Inmuebles, maquinaria y equipo (netos)
- Capital contable
- Exceso o insuficiencia en la actualización del capital
- Resultado por posición monetaria

1.1.1 Valuación de inversiones temporales

Están valuadas al costo de adquisición mas sus rendimientos (valor de mercado) y corresponden a inversiones a corto plazo.

1.1.2 Valuación de derechos y obligaciones en moneda extranjera

Las operaciones realizadas en moneda extranjera se registran en moneda nacional a los tipos de cambio vigente al cierre de cada periodo. Forman parte del costo integral de financiamiento, las diferencias en el tipo de cambio entre las fechas de realización y las de valuación al cierre.

1.1.3 Valuación de inventarios

Los inventarios de materia prima y producto terminado se valoraron al costo promedio de adquisición y al costo promedio de producción, respectivamente, siendo estos similares a los valores de reposición al reconocer el efecto de la paridad cambiaria de la moneda a la fecha de cierre, por aquellos productos cuya cotización en el mercado es en dólares americanos o convertibles a dicha moneda.

El costo de ventas es determinado por el sistema de costeo absorbente sobre la base de costos históricos, actualizados al valor de reposición.

1.1.4 Valuación de inmuebles, Maquinaria y Equipo.

Son registrados a su costo de adquisición y se actualizan a su valor neto de reposición mediante avalúo practicado por perito independiente.

1.1.5 Determinación de la Depreciación

Es calculada bajo el método de línea recta en función de la vida útil determinada por los valuadores y traducida a dólares americanos al inicio del ejercicio para reconocer en resultados las variaciones en el tipo de cambio, esto es para efectos financieros. Para efectos fiscales se utilizan tasas de la Ley del Impuesto sobre la Renta.

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NOTA 2      INMUEBLES, PLANTA Y EQUIPO

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En el trimestre de referencia, los inmuebles, planta y equipo fueron actualizados en sus valores con base al:

- Valor de reposición nuevo

El valor de reposición esta determinado en base al costo de adquisición en la divisa de origen, predominantemente dólares americanos traducidos al tipo de cambio vigente a la fecha de practicado el avalúo. Son determinantes las unidades de producción de equipos nuevos similares y los cambios tecnológicos y país de origen que en conjunto conforman el conocimiento actualizado del valor real de los bienes.

- Valor neto de reposición

El valor neto de reposición proviene de restarle al Valor de Reposición Nuevo la depreciación acumulada para cada bien

- Vida consumida

Los años de uso son determinados por el valuador descontando a la fecha en que se practica el avalúo, la fecha de adquisición

- Vida útil remanente

La vida útil de nuestros equipos esta basada en los datos técnicos del fabricante e información sobresaliente de los adelantos tecnológicos y manejo adecuado de su mantenimiento, sin perder de vista su similitud con la vida útil para las tasas establecidas fiscalmente. Todo ello conduce a la determinación de los años de uso, la depreciación anual y acumulada y la vida útil remanente.

El avalúo ha sido practicado en cumplimiento a la circular 11-10 relativa a la revelación de los efectos de la inflación en la información financiera de las empresas

### NOTA 3      CRÉDITOS BURSÁTILES

NO APLICA

### NOTA 4      PASIVO CONTINGENTE

Laboral.- En caso de despido injustificado de sus trabajadores la empresa deberá pagar compensaciones acumuladas basadas en su antigüedad

### NOTA 5      CAPITAL CONTABLE

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5.1 El capital contable al 30 de Junio de 2005 se integra como sigue:

Capital social.- representado por acciones sin expresión de valor nominal

|                                   |           |                |
|-----------------------------------|-----------|----------------|
| Acciones serie A                  | \$        | 48,417         |
| Actualización                     | \$        | 130,770        |
| Prima en colocación acciones      | \$        | 46,165         |
| Resultados acumulados             | \$        | 242,430        |
| Reserva para recompra de acciones | \$        | 8,046          |
| Exceso o insuficiencia            | \$        | (-207,146)     |
| Resultado del ejercicio           | \$        | 11,463         |
| <b>TOTAL CAPITAL CONTABLE</b>     | <b>\$</b> | <b>280,145</b> |

NOTA 6      RESERVA PARA RECOMPRA DE ACCIONES

Al 30 de Junio de 2005 el monto autorizado es de \$ 26,963 de los cuales se han utilizado a esa fecha \$ 18,917

El saldo al 30 de Junio de 2005 asciende a \$ 8,046

NOTA 7      COSTO INTEGRAL DE FINANCIAMIENTO

|                                  |           |              |
|----------------------------------|-----------|--------------|
| Intereses a cargo                | \$        | 5,795        |
| Intereses a favor                | \$        | ( 229 )      |
| Intereses netos                  | \$        | 5,566        |
| Efecto por paridad cambiaria     | \$        | (7,541)      |
| Resultado por posición monetaria | \$        | (1,149)      |
| <b>TOTAL COSTO</b>               | <b>\$</b> | <b>3,124</b> |

NOTA 8      PARTIDAS EXTRAORDINARIAS

NOTA 9      RESULTADOS NETOS MENSUALES

| Mes | Resultado neto<br>neto mes<br>Inicio | Índice | Resultado<br>Cierre | Acumulado |
|-----|--------------------------------------|--------|---------------------|-----------|
|-----|--------------------------------------|--------|---------------------|-----------|

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Final Printing

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|         |        |        |         |          |
|---------|--------|--------|---------|----------|
| Dic. 94 | 1,923  | 28.605 |         | 102.904  |
| Dic. 95 | 4,126  |        | 43.471  |          |
| Dic. 96 | 32,728 | 55.514 |         |          |
| Dic. 97 | 44,008 |        | 64.2420 |          |
| Dic. 98 | 56,867 |        | 76.195  |          |
| Dic. 99 | 66,053 |        | 85.581  |          |
| Dic.00  |        | 49,670 |         | 93.248   |
| Dic.01  |        | 29,335 |         | 97.354   |
| Dic.02  |        | 13,993 |         | 102.9040 |
| Dic.03  |        | 664    |         | 106.9960 |
| Dic 04  |        | 7,515  |         | 112.5500 |
| Ene 05  | 65     |        | 112.554 |          |
| Feb 05  | 2,776  |        | 112.929 |          |
| Mzo 05  | 595    |        | 113.438 |          |
| Abr 05  | 2,222  |        | 113.842 |          |
| May 05  | 2,803  |        | 113.556 |          |
| Jun 05  | 3,002  |        | 113.447 |          |

NOTA 10

INFORMACION POR SEGMENTOS

Las ventas de la compañía durante el 2do trimestre del ejercicio 2005, se realizaron en un 67 % al mercado nacional y en un 33 % al mercado de exportación. Adicionalmente el 100 % de sus ventas de exportación fueron a Estados Unidos de Norteamérica.

NOTA 11

Con apego al Boletín C-3 de Cuentas por Cobrar de PCGA, se adecua la Política que actualiza la Reserva de Incobrabilidad. Con ello, se realizarán aplicaciones a resultados en forma proporcional a los días vencidos. Esta política sustituye el criterio anterior de aplicar un porcentaje sobre el saldo de la cartera.

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: 2 YEAR: 2005

RELATIONS OF SHARES INVESTMENTS

ANNEX 3

NON CONSOLIDATED  
Final Printing

| COMPANY NAME (1)                | MAIN ACTIVITIES | NUMBER OF<br>SHARES | OWNERS<br>(2) | TOTAL AMOUNT<br>(Thousands of Pesos) |                      |
|---------------------------------|-----------------|---------------------|---------------|--------------------------------------|----------------------|
|                                 |                 |                     |               | ACQUISITI<br>COST                    | PRESENT<br>VALUE (3) |
| ASSOCIATEDS                     |                 |                     |               |                                      |                      |
| 1                               |                 | 1                   | 0.00          | 0                                    | 0                    |
| TOTAL INVESTMENT IN ASSOCIATEDS |                 |                     |               | 0                                    | 0                    |
| OTHER PERMANENT INVESTMENTS     |                 |                     |               |                                      | 0                    |
| TOTAL                           |                 |                     |               |                                      | 0                    |

NOTES

| Credit<br>Type /<br>Institution             | Amortization<br>Date | Rate of<br>Interest | Denominated In<br>Pesos | Amortization of Credits in Foreign Currency With National Entities (Thousands Of \$) |                  |              |              |               |               | Amortization of Credits in Foreign Currency With Foreign Entities (Thousands Of \$) |               |              |              |               |               |               |               |
|---------------------------------------------|----------------------|---------------------|-------------------------|--------------------------------------------------------------------------------------|------------------|--------------|--------------|---------------|---------------|-------------------------------------------------------------------------------------|---------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                                             |                      |                     |                         | Time Interval                                                                        |                  |              |              |               |               | Time Interval                                                                       |               |              |              |               |               |               |               |
|                                             |                      |                     |                         | Until 1 Year                                                                         | More Than 1 Year | Current Year | Until 1 Year | Until 2 Years | Until 3 Years | Until 4 Years                                                                       | Until 5 Years | Current Year | Until 1 Year | Until 2 Years | Until 3 Years | Until 4 Years | Until 5 Years |
| BANKS                                       |                      |                     |                         |                                                                                      |                  |              |              |               |               |                                                                                     |               |              |              |               |               |               |               |
| FOREIGN TRADE                               |                      |                     |                         |                                                                                      |                  |              |              |               |               |                                                                                     |               |              |              |               |               |               |               |
| BBVA                                        | 10/09/2005           | 4.55                | 0                       | 0                                                                                    | 9,688            | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| SCOTIA BANK                                 | 10/02/2006           | 4.45                | 0                       | 0                                                                                    | 10,765           | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| WITH WARRANTY                               |                      |                     |                         |                                                                                      |                  |              |              |               |               |                                                                                     |               |              |              |               |               |               |               |
| GE CAPITAL                                  | 01/01/2012           | 5.64                | 0                       | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 4,292        | 8,907        | 9,356         | 9,827         | 55,155        |               |
| GE CAPITAL                                  | 01/01/2012           | 5.64                | 0                       | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 680          | 1,411        | 1,482         | 1,556         | 8,736         |               |
| GE CAPITAL                                  | 01/01/2012           | 5.64                | 0                       | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 136          | 283          | 297           | 312           | 1,753         |               |
| BBVA                                        | 17/05/2007           | 11.90               | 3,818                   | 3,818                                                                                | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| OTHER FINANCIAL ENTITIES                    |                      |                     |                         |                                                                                      |                  |              |              |               |               |                                                                                     |               |              |              |               |               |               |               |
| BANCOMER                                    | 12/06/2006           | 4.55                | 0                       | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 13,456       | 0            | 0             | 0             | 0             | 0             |
| BANCOMEXT                                   | 17/03/2007           | 4.23                | 0                       | 0                                                                                    | 0                | 0            | 10,765       | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| BANCOMEXT                                   | 17/03/2007           | 4.23                | 0                       | 0                                                                                    | 0                | 0            | 10,765       | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| BANCOMEXT                                   | 17/03/2007           | 4.24                | 0                       | 0                                                                                    | 0                | 0            | 10,765       | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| BANCOMEXT                                   | 17/03/2007           | 4.28                | 0                       | 0                                                                                    | 0                | 0            | 10,765       | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| BANCOMEXT                                   | 17/03/2007           | 4.28                | 0                       | 0                                                                                    | 0                | 0            | 10,765       | 0             | 0             | 0                                                                                   | 0             | 0            | 0            | 0             | 0             | 0             | 0             |
| TOTAL BANKS                                 |                      |                     | 3,818                   | 3,818                                                                                | 20,453           | 0            | 53,825       | 0             | 0             | 0                                                                                   | 0             | 18,564       | 10,601       | 11,135        | 11,695        | 65,644        |               |
| PROVEEDORES                                 |                      |                     |                         |                                                                                      |                  |              |              |               |               |                                                                                     |               |              |              |               |               |               |               |
| VARIOS                                      |                      |                     | 12,700                  | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 14,496       | 0            | 0             | 0             | 0             | 0             |
| TOTAL SUPPLIERS                             |                      |                     | 12,700                  | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 14,496       | 0            | 0             | 0             | 0             | 0             |
| VARIOS                                      |                      |                     | 8,038                   | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 2,207        | 0            | 0             | 0             | 0             | 0             |
| OTHER CURRENT LIABILITIES AND OTHER CREDITS |                      |                     | 8,038                   | 0                                                                                    | 0                | 0            | 0            | 0             | 0             | 0                                                                                   | 0             | 2,207        | 0            | 0             | 0             | 0             | 0             |



[illegible]

**MEXICAN STOCK EXCHANGE**  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: 2      YEAR: 2005

**INTEGRATION AND INCOME  
CALCULATION BY MONETARY POSITION (1)**  
(Thousands of Pesos)

ANNEX 7

NON CONSOLIDATED  
Final Printing

| MONTH           | MONETARY<br>ASSETS | MONETARY<br>LIABILITIES | (ASSET) LIABILITIES<br>MONETARY<br>POSITION | MONTHLY<br>INFLATION | MONTHLY<br>(PROFIT)<br>AND LOSS |
|-----------------|--------------------|-------------------------|---------------------------------------------|----------------------|---------------------------------|
| JANUARY         | 97,612             | 255,156                 | (157,543)                                   | 0.00                 | 0                               |
| FEBRUARY        | 98,262             | 249,196                 | (150,934)                                   | 0.33                 | 500                             |
| MARCH           | 106,078            | 249,148                 | (143,070)                                   | 0.45                 | 645                             |
| APRIL           | 121,539            | 257,117                 | (135,577)                                   | 0.36                 | 481                             |
| MAY             | 126,681            | 262,775                 | (136,095)                                   | 0.00                 | (341)                           |
| JUNE            | 124,527            | 260,886                 | (136,360)                                   | 0.00                 | (136)                           |
| ACTUALIZATION:  | 0                  | 0                       | 0                                           | 0.00                 | 0                               |
| CAPITALIZATION: | 0                  | 0                       | 0                                           | 0.00                 | 0                               |
| FOREIGN CORP.:  | 0                  | 0                       | 0                                           | 0.00                 | 0                               |
| OTHER           | 0                  | 0                       | 0                                           | 0.00                 | 0                               |
| <b>TOTAL</b>    |                    |                         |                                             |                      | <b>1,149</b>                    |

**NOTES**

EN LOS ULTIMOS DOS MESES DEL SEGUNDO TRIMESTRE SE PRESENTO UNA DEFLACION MENSUAL.  
DEBIDO A QUE EL PROGRAMA NO PERMITE CAPTURAR INFLACIONES MENSUALES NEGATIVAS EN ESTOS MESES SE CAPTURO UNA INFLACION DE 0.  
LOS DATOS DE LA INFLACION DE DICHS MESES ES  
MAYO INFLACION MENSUAL -0.25  
JUNIO INFLACION MENSUAL -0.10

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: 2      YEAR: 2005

PLANTS, COMMERCE CENTERS OR DISTRIBUTION CENTERS

ANNEX 9

NON CONSOLIDATED  
Final Printing

| PLANT<br>OR<br>CENTER             | ECONOMIC<br>ACTIVITY                          | PLANT<br>CAPACITY<br>(1) | UTILIZATION<br>(%) |
|-----------------------------------|-----------------------------------------------|--------------------------|--------------------|
| PLANTA EL SALTO<br>OFICINA MEXICO | PLANTA INDUSTRIAL<br>OFICINAS ADMINISTRATIVAS | 650<br>0                 | 69<br>0            |

NOTES

# MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: 2

YEAR: 2005

## MAIN RAW MATERIALS

ANNEX 10

NON CONSOLIDATED  
Final Printing

| DOMESTIC                          | MAIN<br>SUPPLIERS       | FOREIGN | MAIN<br>SUPPLIERS | DOM.<br>SUBST. | COST<br>PRODUCTION<br>(%) |
|-----------------------------------|-------------------------|---------|-------------------|----------------|---------------------------|
| QUIMICOS<br>MATERIALES INDIRECTOS | CIBA,DYSTAR<br>DIVERSOS | ALGODON | ECOM,CARGILL      | NO<br>NO<br>SI | 49.43<br>13.49<br>5.00    |

NOTES

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

BOCK EXCHANGE CODE: HILASAL  
ASAL MEXICANA S.A. DE C.V.

QUARTER: 2      YEAR: 2005

SELLS DISTRIBUTION BY PRODUCT

ANNEX 11

DOMESTIC SELLS  
NON CONSOLIDATED  
Final Printing

| MAIN PRODUCTS | TOTAL PRODUCTION |         | NET SELLS |         | MARKET SHARE (%) | MAIN                                                                                         |                                                                                     |
|---------------|------------------|---------|-----------|---------|------------------|----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|               | VOLUME           | AMOUNT  | VOLUME    | AMOUNT  |                  | TRADEMARKS                                                                                   | COSTUMERS                                                                           |
| A             | 1,968            | 125,041 | 1,475     | 126,757 | 55.00            | LICENCIAS PROPIAS, PRESTIGE, SAHARA, ELITE, ELEGANCE, HERITAGE, LEGEND ROYAL CROWN, BIG ONE. | WAL MART, COMERCIAL MEXICAN GIGANTE, CASA LEY, CHEDRAUI, CONTROL SAM'S CLUB, COPPEL |
| TOTAL         |                  | 125,041 |           | 126,757 |                  |                                                                                              |                                                                                     |

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER: 2      YEAR: 2005

SELLS DISTRIBUTION BY PRODUCT

ANNEX 11

FOREIGN SELLS

PAGE 2  
NON CONSOLIDATED  
Final Printing

| MAIN PRODUCTS | TOTAL PRODUCTION |        | NET SELLS |        | DESTINATION    | MAIN                               |                                                                      |
|---------------|------------------|--------|-----------|--------|----------------|------------------------------------|----------------------------------------------------------------------|
|               | VOLUME           | AMOUNT | VOLUME    | AMOUNT |                | TRADEMARKS                         | COSTUMERS                                                            |
| A             |                  | 0      | 647       | 47,628 | ESTADOS UNIDOS | HILASAL Y LAS DE NUESTROS CLIENTES | JC PENNEY, KOHL'S, BART & DREYFUSS, MARMAXX, MUSCOGE SATURDAY KNIGHT |
|               |                  | 0      | 0         |        |                |                                    |                                                                      |
|               |                  | 0      | 0         |        |                |                                    |                                                                      |
|               |                  | 0      | 0         |        |                |                                    |                                                                      |
| TOTAL         |                  |        |           | 47,628 |                |                                    |                                                                      |

NOTES

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: HILASAL  
HILASAL MEXICANA S.A. DE C.V.

QUARTER:                      2YEAR:                      2005

NON CONSOLIDATED  
Final Printing

INTEGRATION OF THE PAID SOCIAL CAPITAL STOCK

CHARACTERISTICS OF THE SHARES

| SERIES | NOMINAL<br>VALUE | VALID<br>CUPON | NUMBER OF SHARES |             |             |             | CAPITAL STOCK<br>(Thousands of Pesos) |          |
|--------|------------------|----------------|------------------|-------------|-------------|-------------|---------------------------------------|----------|
|        |                  |                | PORTION          | PORTION     | MEXICAN     | SUSCRIPTION | FIXED                                 | VARIABLE |
| A      | 0.34700          | 0              | 20,160,000       | 110,133,546 | 130,293,546 | 38,640,000  | 7,000                                 | 41,417   |
| TOTAL  |                  |                | 20,160,000       | 110,133,546 | 130,293,546 | 38,640,000  | 7,000                                 | 41,417   |

TOTAL NUMBER OF SHARES REPRESENTING THE PAID-IN CAPITAL STOCK ON THE DATE OF SENDING THE INFORMATION :  
130,293,546

SHARES PROPORTION BY :

CPO's :  
UNITS :  
ADRS's :  
GDRS's :  
ADS's :  
GDS's :

REPURCHASED OWN SHARES

| SERIES | NUMBER OF<br>SHARES | MARKET VALUE OF THE SHARE |            |
|--------|---------------------|---------------------------|------------|
|        |                     | AT REPURCHASE             | AT QUARTER |
| A      | 9,146,454           | 1.23090                   | 0.94000    |

MEXICAN STOCK EXCHANGE  
SIFIC / ICS

STOCK EXCHANGE CODE: **HILASAL**  
**HILASAL MEXICANA S.A. DE C.V.**

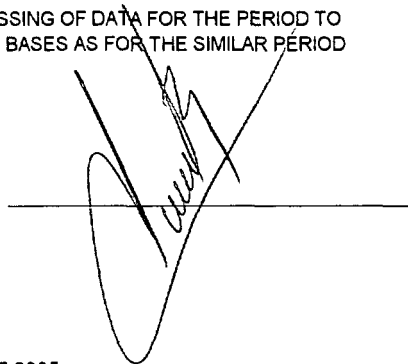
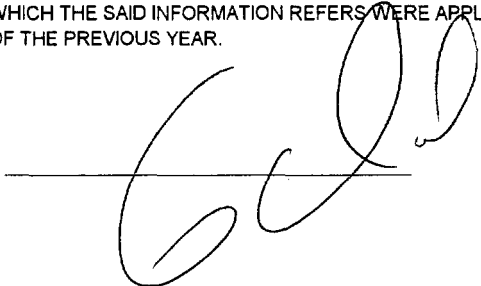
QUARTER:                      2YEAR:                      2005

**NON CONSOLIDATED**  
**Final Printing**

**DECLARATION FROM THE COMPANY OFFICIALS RESPONSABLE FOR THE INFORMATION.**

I HEREBY SWEAR THAT THE FINANCIAL INFORMATION HERE IN SUPPLIED TO THIS STOCK EXCHANGE,  
CORRESPONDING TO THE PERIOD FROM                      OF JANUARY                      TO                      OF                      JUNE  
**2005**                      AND                      **2004** IS THAT OBTAINED FROM OUR AUTHORIZED ACCOUNTING REGISTERS AND IS THE  
RESULT OF THE APPLICATION OF THE ACCOUNTING PRINCIPLES AND NORMS ACCEPTED AND STATED BY THE  
MEXICAN INSTITUTE OF PUBLIC ACCOUNTANTS AND IN THE PROVISIONS OF THE MEXICAN NATIONAL BANK  
AND STOCK COMMISSION (COMISION NACIONAL BANCARIA Y DE VALORES).

THE ACCOUNTING PRINCIPLES USED BY THIS COMPANY AND THE PROCESSING OF DATA FOR THE PERIOD TO  
WHICH THE SAID INFORMATION REFERS WERE APPLIED USING THE SAME BASES AS FOR THE SIMILAR PERIOD  
OF THE PREVIOUS YEAR.



**EL SALTO, JAL, AT JULY 27 OF 2005**



CLAVE DE COTIZACION: HILASAL

FECHA: 27/07/200 14:23

## DATOS GENERALES DE LA EMISORA

---

|                        |                                        |               |
|------------------------|----------------------------------------|---------------|
| RAZON SOCIAL:          | HILASAL MEXICANA S.A. DE C.V.          |               |
| DO MICILIO:            | KM 9.2 CARRETERA EL SALTO VIA EL VERDE |               |
| COLONIA:               | CORREDOR INDUSTRIAL EL SALTO .         |               |
| C. POSTAL:             | 45680                                  |               |
| CIUDAD Y ESTADO:       | EL SALTO ,JAL                          |               |
| TELEFONO:              | (0133)36-68-19-00                      |               |
| FAX:                   | (0133)36-68-19-16                      | AUTOMATICO: X |
| E-MAIL:                | hilasal@hilasal.com                    |               |
| DIRECCION DE INTERNET: | www.hilasal.com                        |               |

## DATOS FISCALES DE LA EMISORA

---

|                   |                                        |
|-------------------|----------------------------------------|
| RFC EMPRESA:      | HME800422NP7                           |
| DOMICILIO FISCAL: | KM 9.2 CARRETERA EL SALTO VIA EL VERDE |
| COLONIA:          | CORREDOR INDUSTRIAL EL SALTO           |
| C. POSTAL:        | 45680                                  |
| CIUDAD Y ESTADO:  | EL SALTO ,JAL                          |

## RESPONSABLE DE PAGO

---

|                  |                                        |
|------------------|----------------------------------------|
| NOMBRE:          | ING. ARMANDO GARCIA FERNANDEZ          |
| DOMICILIO:       | KM 9.2 CARRETERA EL SALTO VIA EL VERDE |
| COLONIA:         | CORREDOR INDUSTRIAL EL SALTO           |
| C. POSTAL:       | 45680                                  |
| CIUDAD Y ESTADO: | EL SALTO ,JAL                          |
| TELEFONO:        | (0133) 36-68-19-00                     |
| FAX:             | (0133)36-68-19-16                      |
| E-MAIL:          | armando@hilasal.com                    |

## DATOS DE LOS FUNCIONARIOS

---

|                  |                                          |
|------------------|------------------------------------------|
| PUESTO BMV:      | PRESIDENTE DEL CONSEJO DE ADMINISTRACION |
| PUESTO:          | PRESIDENTE DEL CONSEJO                   |
| NOMBRE:          | LIC PABLO GARCIA BARBACHANO              |
| DOMICILIO:       | KM 9.2 CARRETERA EL SALTO VIA EL VERDE   |
| COLONIA:         | CORREDOR INDUSTRIAL EL SALTO .           |
| C. POSTAL:       | 45680                                    |
| CIUDAD Y ESTADO: | EL SALTO JAL                             |
| TELEFONO:        | (0133)36-68-19-00                        |
| FAX:             | (0133)36-68-19-16                        |
| E-MAIL:          | hilasal@hilasal.com                      |

---

|             |                                        |
|-------------|----------------------------------------|
| PUESTO BMV: | DIRECTOR DE FINANZAS                   |
| PUESTO:     | DIRECTOR EJECUTIVO DE FINANZAS         |
| NOMBRE:     | LIC JORGE GARCIA FERNANDEZ             |
| DOMICILIO:  | KM 9.2 CARRETERA EL SALTO VIA EL VERDE |
| COLONIA:    | CORREDOR INDUSTRIAL EL SALTO           |
| C. POSTAL:  | 45680                                  |

## BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

CLAVE DE COTIZACION: HILASAL

FECHA: 27/07/200 14:23

CIUDAD Y ESTADO: EL SALTO JAL  
TELEFONO: (0133)36-68-19-00  
FAX: (0133)36-68-19-16  
E-MAIL: jorge@hilasal.com

---

PUESTO BMV: RESPONSABLE DE ENVIO DE INFORMACION FINANCIERA TRIMESTRAL  
PUESTO: GERENTE DE FINANZAS  
NOMBRE: C.P. ALEJANDRO RODRIGUEZ RODRIGUEZ  
DOMICILIO: KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
COLONIA: CORREDOR INDUSTRIAL EL SALTO .  
C. POSTAL: 45680  
CIUDAD Y ESTADO: EL SALTO JAL  
TELEFONO: (0133)36-68-19-00  
FAX: (0133)36-68-19-16  
E-MAIL: arodriguez@hilasal.com

---

PUESTO BMV: SEGUNDO RESPONSABLE DE ENVIO DE INFORMACION FINANCIERA TRIMESTRAL  
PUESTO: GERENTE DE PROYECTOS  
NOMBRE: ING. ARMANDO GARCIA FERNANDEZ  
DOMICILIO: KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
COLONIA: CORREDOR INDUSTRIAL EL SALTO  
C. POSTAL: 45680  
CIUDAD Y ESTADO: EL SALTO JAL  
TELEFONO: (0133)36-68-19-00  
FAX: (0133)36-68-19-16  
E-MAIL: armando@hilasal.com

---

PUESTO BMV: RESPONSABLE DEL AREA JURIDICA  
PUESTO: VACANTE  
NOMBRE: VACAN VACANTE V. V.  
DOMICILIO: KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
COLONIA: CORREDOR INDUSTRIAL EL SALTO  
C. POSTAL: 45680  
CIUDAD Y ESTADO: EL SALTO JAL  
TELEFONO: (0133)36-68-19-00  
FAX: (0133)36-68-19-16  
E-MAIL: hilasal@hilasal.com

---

PUESTO BMV: SECRETARIO DEL CONSEJO DE ADMINISTRACION  
PUESTO: DIRECTOR EJECUTIVO DE VENTAS  
NOMBRE: ING JOSE EDUARDO SOL LORENZANA  
DOMICILIO: KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
COLONIA: CORREDOR INDUSTRIAL EL SALTO  
C. POSTAL: 45680  
CIUDAD Y ESTADO: EL SALTO JAL  
TELEFONO: (0133)36-68-19-00  
FAX: (0133)36-68-19-16  
E-MAIL: hilasal@hilasal.com

BOLSA MEXICANA DE VALORES, S.A. DE C.V.  
SIFIC / ICS

CLAVE DE COTIZACION: HILASAL

FECHA: 27/07/200 14:23

---

**PUESTO BMV:** RESPONSABLE DE INFORMACION A INVERSIONISTAS  
**PUESTO:** DIRECTOR EJECUTIVO DE FINANZAS  
**NOMBRE:** LIC JORGE GARCIA FERNANDEZ  
**DOMICILIO:** KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
**COLONIA:** CORREDOR INDUSTRIAL EL SALTO  
**C. POSTAL:** 45680  
**CIUDAD Y ESTADO:** EL SALTO JAL  
**TELEFONO:** (0133)36-68-19-00  
**FAX:** (0133)36-68-19-16  
**E-MAIL:** jorge@hilasal.com

---

**PUESTO BMV:** ACREDITADO PARA ENVIO DE INFORMACION VIA EMISNET  
**PUESTO:** GERENTE DE FINANZAS  
**NOMBRE:** C.P. ALEJANDRO RODRIGUEZ RODRIGUEZ  
**DOMICILIO:** KM 9.2 CARRETERA EL SALTO VIA EL VERDE  
**COLONIA:** CORREDOR INDUSTRIAL EL SALTO  
**C. POSTAL:** 45680  
**CIUDAD Y ESTADO:** EL SALTO JAL  
**TELEFONO:** (0133)36-68-19-00  
**FAX:** (0133)36-68-19-16  
**E-MAIL:** arodriguez@hilasal.com

---

**PUESTO BMV:** ACREDITADO PARA ENVIO DE EVENTOS RELEVANTES VIA EMISNET  
**PUESTO:** DIRECTOR EJECUTIVO DE FINANZAS  
**NOMBRE:** LIC. JORGE GARCIA FERNANDEZ  
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