

# HERNÁNDEZ BARBOSA CUEVAS & HUERGA

ABOGADOS

FERNANDO HERNÁNDEZ GÓMEZ  
RICARDO BARBOSA ASCENCIO  
AGUSTIN CUEVAS DE ALBA  
GERARDO ALEJANDRO HUERGA FERNÁNDEZ

MAR BÁLTICO NO. 2237, 4º PISO  
COLONIA COUNTRY CLUB  
GUADALAJARA, JALISCO, MÉXICO 44637  
TEL. (33) 3817-1731  
fern@hbc.com.mx  
www.hbc.com.mx

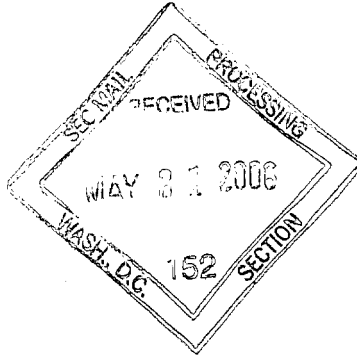
 **CONSULEGIS** INTERNATIONAL  
MEMBER OF CONSULEGIS, AN INTERNATIONAL ASSOCIATION OF LAW FIRMS.



May 29th, 2006.

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

Filing Desk/  
Office of International corporate Finance



**SUPPL**

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

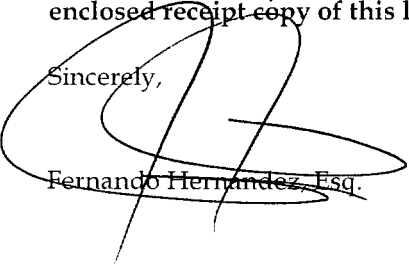
On behalf of Hilasal Mexicana, S.A. de C.V. (the "Company"), pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), enclosed for filing is an English version of the Company's non consolidated financial statements of (i) the first quarter report for 2006 (year ending December 31, 2006), 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.

**PROCESSED**

JUN 02 2006

THOMSON  
FINANCIAL

*2006/6/2*

## **First Quarter Report for 2006**

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

The sales in the national market increased 4.4%

The domestic market presents the higher sales of the last 4 quarters.

The export sales grows 43.3%

The strategy implemented to reduce the inventories resulted in a decrease of 15.6%

The financial debt reduced by 6.1%

During the last 12 months de liabilities have been reduced 20.9% showing the lowest level of the last 8 years.

### **Resulted Balance 1Q06 vs 1Q05 (January-March)**

The total sales increased 11.8% in volume, 13.9% in dollars and 4.4% in pesos.

The export sales increased 38.5% in volume, 57.1% in dollars and 43.3% in pesos. This increase derives from the incorporation of new towel program for homes with the participation of one of the largest commercial chains in United States of America.

The operational profit represents 5.8% of the total sales comparing it to 9.1% of the 1Q05.

### **Integral Cost of Financing**

The integral cost of financing was \$5.6 million pesos during 1Q06 comparing to the \$1.9 million pesos during 1Q06. The change derives principally from the exchange parity.

### **Other Financial Operations**

This item mainly reflects expenses incurred by the unused portion of the installed capacity of the production plant.

### **Net Profit**

The results of the quarter reflect loss of 1.3 million pesos, affected principally from the exchange parity. The net profit grew 8.6% been \$12.1 million pesos which represents 3.2% of the sales comparing 2.8% of 2005.

### **Last 12 months results 2006 vs 2005 (April - March)**

The total amount of sales decreased 3.7% in volume, 5.9% in pesos, increasing in dollars 3.6%.

The national sales increased 14.2% in volume, 13.3% in dollars and 3.2% in pesos.

The export sales decreased 24.8 in volume, 11.9% in dollars and 20.4% in pesos.

### **Taxes, PTU and D-4.**

Herein it is registered the ISR and PTU provisions. During 2004 period, it was recognized by the tax differed the favorable effect as per the decrease of the ISR rate for the 2005.

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**General Issues.**

During the first Quarter of 2006 the company received new equipments as well the modification and up date of other equipment which shall reflect the flexibility of the service provided to our clients.

The renovation of the Prestige line of the towel considering that such line is the towel with more volume.

For the vacation period there is a new line of citric colors.

The company executed the annual shareholders meeting on march 23 with 94.3% of the outstanding capital represented, in which the shareholders resolved to ratify the members of the Board of Directors, the members of the Executive Board and the Audit Comitee.

During the Market Week in New York the company presented a new concept of towel call Soft-Spun compose with a mixture og 65% of Egypt cotton and 35% of natural Bamboo Fiber.

***Hipascal***

**MEXICANA, S.A DE C.V.**

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**First Quarter Report  
2006**

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# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1

YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

## BALANCE SHEETS

AT MARCH 31 OF 2006 AND 2005

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>S | CONCEPTS                                                                | CURRENT YEAR |       | PREVIOUS YEAR |      |
|----------|-------------------------------------------------------------------------|--------------|-------|---------------|------|
|          |                                                                         | Amount       | %     | Amount        | %    |
| s01      | TOTAL ASSETS                                                            | 576,255      | 100   | 642,117       | 100  |
| s02      | CURRENT ASSETS                                                          | 194,928      | 34    | 228,559       | 36   |
| s03      | CASH AND SHORT-TERM INVESTMENTS                                         | 2,422        | 0     | 14,882        | 2    |
| s04      | ACCOUNTS AND NOTES RECEIVABLE (NET)                                     | 89,484       | 16    | 92,539        | 14   |
| s05      | OTHER ACCOUNTS AND NOTES RECEIVABLE (NET)                               | 9,490        | 2     | 10,276        | 2    |
| s06      | INVENTORIES                                                             | 93,532       | 16    | 110,862       | 17   |
| s07      | OTHER CURRENT ASSETS                                                    | 0            | 0     | 0             | 0    |
| s08      | LONG-TERM                                                               | 0            | 0     | 0             | 0    |
| s09      | ACCOUNTS AND NOTES RECEIVABLE (NET)                                     | 0            | 0     | 0             | 0    |
| s10      | INVESTMENT IN SHARES OF NON-CONSOLIDATED<br>SUBSIDIARIES AND ASSOCIATES | 0            | 0     | 0             | 0    |
| s11      | OTHER INVESTMENTS                                                       | 0            | 0     | 0             | 0    |
| s12      | PROPERTY, PLANT AND EQUIPMENT (NET)                                     | 369,355      | 64    | 405,568       | 63   |
| s13      | LAND AND BUILDINGS                                                      | 171,742      | 30    | 171,190       | 27   |
| s14      | MACHINERY AND INDUSTRIAL EQUIPMENT                                      | 553,548      | 96    | 615,978       | 96   |
| s15      | OTHER EQUIPMENT                                                         | 99,313       | 17    | 98,272        | 15   |
| s16      | ACCUMULATED DEPRECIATION                                                | 461,311      | 80    | 492,628       | 77   |
| s17      | CONSTRUCTION IN PROGRESS                                                | 6,063        | 1     | 12,756        | 2    |
| s18      | OTHER INTANGIBLE ASSETS AND DEFERRED ASSETS<br>(NET)                    | 11,972       | 2     | 7,990         | 1    |
| s19      | OTHER ASSETS                                                            | 0            | 0     | 0             | 0    |
| s20      | TOTAL LIABILITIES                                                       | 288,996      | 100   | 337,583       | 100  |
| s21      | CURRENT LIABILITIES                                                     | 80,576       | 28    | 88,104        | 26   |
| s22      | SUPPLIERS                                                               | 32,916       | 11    | 22,466        | 7    |
| s23      | BANK LOANS                                                              | 28,063       | 10    | 48,511        | 14   |
| s24      | STOCK MARKET LOANS                                                      | 0            | 0     | 0             | 0    |
| s25      | TAXES PAYABLE                                                           | 11,814       | 4     | 12,024        | 4    |
| s26      | OTHER CURRENT LIABILITIES                                               | 7,783        | 3     | 5,103         | 2    |
| s27      | LONG-TERM LIABILITIES                                                   | 144,958      | 50    | 177,138       | 52   |
| s28      | BANK LOANS                                                              | 144,958      | 50    | 177,138       | 52   |
| s29      | STOCK MARKET LOANS                                                      | 0            | 0     | 0             | 0    |
| s30      | OTHER LOANS                                                             | 0            | 0     | 0             | 0    |
| s31      | DEFERRED LIABILITIES                                                    | 0            | 0     | 0             | 0    |
| s32      | OTHER NON CURRENT LIABILITIES                                           | 63,462       | 22    | 72,341        | 21   |
| s33      | CONSOLIDATED STOCKHOLDERS' EQUITY                                       | 287,259      | 100   | 304,534       | 100  |
| s36      | CONTRIBUTED CAPITAL                                                     | 233,019      | 81    | 233,019       | 77   |
| s79      | CAPITAL STOCK                                                           | 185,283      | 65    | 185,283       | 61   |
| s39      | PREMIUM ON ISSUANCE OF SHARES                                           | 47,736       | 17    | 47,736        | 16   |
| s40      | CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES                              | 0            | 0     | 0             | 0    |
| s41      | EARNED CAPITAL                                                          | 54,241       | 19    | 71,515        | 23   |
| s42      | RETAINED EARNINGS AND CAPITAL RESERVES                                  | 342,859      | 119   | 327,607       | 108  |
| s44      | OTHER ACCUMULATED COMPREHENSIVE RESULT                                  | (288,618)    | (100) | (256,092)     | (84) |
| s80      | SHARES REPURCHASED                                                      | 0            | 0     | 0             | 0    |

# MEXICAN STOCK EXCHANGE

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

QUARTER: 1      YEAR: 2006

## BALANCE SHEETS

### BREAKDOWN OF MAIN CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>S | CONCEPTS                                          | CURRENT YEAR |     | PREVIOUS YEAR |     |
|----------|---------------------------------------------------|--------------|-----|---------------|-----|
|          |                                                   | Amount       | %   | Amount        | %   |
| s03      | CASH AND SHORT-TERM INVESTMENTS                   | 2,422        | 100 | 14,882        | 100 |
| s46      | CASH                                              | 1,833        | 76  | 3,178         | 21  |
| s47      | SHORT-TERM INVESTMENTS                            | 589          | 24  | 11,704        | 79  |
| s07      | OTHER CURRENT ASSETS                              | 0            | 0   | 0             | 0   |
| s81      | DERIVATIVE FINANCIAL INSTRUMENTS                  | 0            | 0   | 0             | 0   |
| s82      | DISCONTINUED OPERATIONS                           | 0            | 0   | 0             | 0   |
| s83      | OTHER                                             | 0            | 0   | 0             | 0   |
| s18      | OTHER INTANGIBLE ASSETS AND DEFERRED ASSETS (NET) | 11,972       | 100 | 7,990         | 100 |
| s48      | DEFERRED EXPENSES (NET)                           | 11,972       | 100 | 7,990         | 100 |
| s49      | GOODWILL                                          | 0            | 0   | 0             | 0   |
| s51      | OTHER                                             | 0            | 0   | 0             | 0   |
| s19      | OTHER ASSETS                                      | 0            | 0   | 0             | 0   |
| s84      | INTANGIBLE ASSET FROM LABOR OBLIGATIONS           | 0            | 0   | 0             | 0   |
| s85      | DERIVATIVE FINANCIAL INSTRUMENTS                  | 0            | 0   | 0             | 0   |
| s50      | DEFERRED TAXES                                    | 0            | 0   | 0             | 0   |
| s86      | DISCONTINUED OPERATIONS                           | 0            | 0   | 0             | 0   |
| s87      | OTHER                                             | 0            | 0   | 0             | 0   |
| s21      | CURRENT LIABILITIES                               | 80,576       | 100 | 88,104        | 100 |
| s52      | FOREIGN CURRENCY LIABILITIES                      | 39,762       | 49  | 58,604        | 67  |
| s53      | MEXICAN PESOS LIABILITIES                         | 40,814       | 51  | 29,500        | 33  |
| s26      | OTHER CURRENT LIABILITIES                         | 7,783        | 100 | 5,103         | 100 |
| s88      | DERIVATIVE FINANCIAL INSTRUMENTS                  | 0            | 0   | 0             | 0   |
| s89      | INTEREST LIABILITIES                              | 601          | 8   | 621           | 12  |
| s68      | PROVISIONS                                        | 2,726        | 35  | 2,818         | 55  |
| s90      | DISCONTINUED OPERATIONS                           | 0            | 0   | 0             | 0   |
| s58      | OTHER CURRENT LIABILITIES                         | 4,456        | 57  | 1,664         | 33  |
| s27      | LONG-TERM LIABILITIES                             | 144,958      | 100 | 177,138       | 100 |
| s59      | FOREIGN CURRENCY LIABILITIES                      | 144,003      | 99  | 172,198       | 97  |
| s60      | MEXICAN PESOS LIABILITIES                         | 955          | 1   | 4,940         | 3   |
| s31      | DEFERRED LIABILITIES                              | 0            | 0   | 0             | 0   |
| s65      | NEGATIVE GOODWILL                                 | 0            | 0   | 0             | 0   |
| s67      | OTHER                                             | 0            | 0   | 0             | 0   |
| s32      | OTHER NON CURRENT LIABILITIES                     | 63,462       | 100 | 72,341        | 100 |
| s66      | DEFERRED TAXES                                    | 62,636       | 99  | 71,694        | 99  |
| s91      | OTHER LIABILITIES IN RESPECT OF SOCIAL INSURANCE  | 826          | 1   | 647           | 1   |
| s92      | DISCONTINUED OPERATIONS                           | 0            | 0   | 0             | 0   |
| s69      | OTHER LIABILITIES                                 | 0            | 0   | 0             | 0   |
| s79      | CAPITAL STOCK                                     | 185,283      | 100 | 185,283       | 100 |
| s37      | CAPITAL STOCK (NOMINAL)                           | 48,417       | 26  | 48,417        | 26  |
| s38      | RESTATEMENT OF CAPITAL STOCK                      | 136,866      | 74  | 136,866       | 74  |

# MEXICAN STOCK EXCHANGE

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

QUARTER: 1 YEAR: 2006

## BALANCE SHEETS

### BREAKDOWN OF MAIN CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>S | CONCEPTS                                                | CURRENT YEAR |     | PREVIOUS YEAR |     |
|----------|---------------------------------------------------------|--------------|-----|---------------|-----|
|          |                                                         | Amount       | %   | Amount        | %   |
| s42      | RETAINED EARNINGS AND CAPITAL RESERVES                  | 342,859      | 100 | 327,607       | 100 |
| s93      | LEGAL RESERVE                                           | 22,627       | 7   | 20,545        | 6   |
| s43      | RESERVE FOR REPURCHASE OF SHARES                        | 8,380        | 2   | 8,325         | 3   |
| s94      | OTHER RESERVES                                          | 0            | 0   | 0             | 0   |
| s95      | RETAINED EARNINGS                                       | 313,156      | 91  | 295,167       | 90  |
| s45      | NET INCOME FOR THE YEAR                                 | (1,304)      | 0   | 3,570         | 1   |
| s44      | OTHER ACCUMULATED COMPREHENSIVE RESULT                  | (288,618)    | 100 | (256,092)     | 100 |
| s70      | ACCUMULATED MONETARY RESULT                             | (127,978)    | 44  | (125,689)     | 49  |
| s71      | RESULT FROM HOLDING NON-MONETARY ASSETS                 | (93,389)     | 32  | (65,370)      | 26  |
| s96      | CUMULATIVE RESULT FROM FOREIGN CURRENCY TRANSLATION     | 0            | 0   | 0             | 0   |
| s97      | CUMULATIVE RESULT FROM DERIVATIVE FINANCIAL INSTRUMENTS | 0            | 0   | 0             | 0   |
| s98      | CUMULATIVE EFFECT OF DEFERRED INCOME TAXES              | (67,251)     | 23  | (65,033)      | 25  |
| s99      | LABOR OBLIGATION ADJUSTMENT                             | 0            | 0   | 0             | 0   |
| s100     | OTHER                                                   | 0            | 0   | 0             | 0   |

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QUARTER: 1 YEAR: 2006

BALANCE SHEETS

OTHER CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>S | CONCEPTS                               | CURRENT YEAR | PREVIOUS YEAR |
|----------|----------------------------------------|--------------|---------------|
|          |                                        | Amount       | Amount        |
| s72      | WORKING CAPITAL                        | 114,352      | 140,455       |
| s73      | PENSIONS AND SENIORITY PREMIUMS        | 888          | 647           |
| s74      | EXECUTIVES (*)                         | 10           | 10            |
| s75      | EMPLOYEES (*)                          | 250          | 236           |
| s76      | WORKERS (*)                            | 595          | 438           |
| s77      | OUTSTANDING SHARES (*)                 | 130,344,546  | 130,290,546   |
| s78      | REPURCHASED SHARES (*)                 | 9,095,454    | 9,149,454     |
| s101     | RESTRICTED CASH                        | 0            | 0             |
| s102     | NET DEBT OF NON CONSOLIDATED COMPANIES | 0            | 0             |

(\*) THESE CONCEPTS ARE STATED IN UNITS



# MEXICAN STOCK EXCHANGE

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

QUARTER: 1      YEAR: 2006

## STATEMENTS OF INCOME

FROM JANUARY THE 1st TO MARCH 31 OF 2006 AND 2005

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>R | CONCEPTS                                                             | CURRENT YEAR |     | PREVIOUS YEAR |     |
|----------|----------------------------------------------------------------------|--------------|-----|---------------|-----|
|          |                                                                      | Amount       | %   | Amount        | %   |
| r01      | NET SALES                                                            | 96,638       | 100 | 92,563        | 100 |
| r02      | COST OF SALES                                                        | 74,092       | 77  | 68,572        | 74  |
| r03      | GROSS PROFIT                                                         | 22,546       | 23  | 23,991        | 26  |
| r04      | OPERATING EXPENSES                                                   | 16,916       | 18  | 15,585        | 17  |
| r05      | OPERATING INCOME                                                     | 5,630        | 6   | 8,406         | 9   |
| r06      | INTEGRAL FINANCING COST                                              | 5,600        | 6   | 1,903         | 2   |
| r07      | INCOME AFTER INTEGRAL FINANCING COST                                 | 30           | 0   | 6,503         | 7   |
| r08      | OTHER EXPENSE AND INCOME (NET)                                       | 1,893        | 2   | 1,808         | 2   |
| r44      | SPECIAL ITEMS                                                        | 0            | 0   | 0             | 0   |
| r09      | INCOME BEFORE INCOME TAXES AND EMPLOYEES' PROFIT SHARING             | (1,863)      | (2) | 4,695         | 5   |
| r10      | PROVISIONS FOR INCOME TAXES AND EMPLOYEES' PROFIT SHARING            | (559)        | (1) | 1,125         | 1   |
| r11      | NET INCOME AFTER TAXES AND EMPLOYEES' PROFIT SHARING                 | (1,304)      | (1) | 3,570         | 4   |
| r12      | EQUITY IN NET INCOME OF NON-CONSOLIDATED SUBSIDIARIES AND ASSOCIATES | 0            | 0   | 0             | 0   |
| r13      | CONSOLIDATED NET INCOME OF CONTINUING OPERATIONS                     | (1,304)      | (1) | 3,570         | 4   |
| r14      | INCOME FROM DISCONTINUED OPERATIONS                                  | 0            | 0   | 0             | 0   |
| r15      | CONSOLIDATED NET INCOME BEFORE EXTRAORDINARY ITEMS                   | (1,304)      | (1) | 3,570         | 4   |
| r16      | EXTRAORDINARY ITEMS, NET EXPENSE (INCOME)                            | 0            | 0   | 0             | 0   |
| r17      | CUMULATIVE EFFECT FROM ACCOUNTING CHANGE, NET                        | 0            | 0   | 0             | 0   |
| r18      | NET CONSOLIDATED INCOME                                              | (1,304)      | (1) | 3,570         | 4   |

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QUARTER: 1 YEAR: 2006

## STATEMENTS OF INCOME

### BREAKDOWN OF MAIN CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>R | CONCEPTS                                                  | CURRENT YEAR |      | PREVIOUS YEAR |      |
|----------|-----------------------------------------------------------|--------------|------|---------------|------|
|          |                                                           | Amount       | %    | Amount        | %    |
| r01      | NET SALES                                                 | 96,638       | 100  | 92,563        | 100  |
| r21      | DOMESTIC                                                  | 67,848       | 70   | 72,478        | 78   |
| r22      | FOREIGN                                                   | 28,790       | 30   | 20,085        | 22   |
| r23      | TRANSLATED INTO DOLLARS (***)                             | 2,715        | 3    | 1,728         | 2    |
| r06      | INTEGRAL FINANCING COST                                   | 5,600        | 100  | 1,903         | 100  |
| r24      | INTEREST EXPENSE                                          | 3,550        | 63   | 2,941         | 155  |
| r42      | LOSS (GAIN) ON RESTATEMENT OF UDI'S                       | 0            | 0    | 0             | 0    |
| r45      | OTHER FINANCE COSTS                                       | 0            | 0    | 0             | 0    |
| r26      | INTEREST INCOME                                           | 22           | 0    | 58            | 3    |
| r46      | OTHER FINANCIAL PRODUCTS                                  | 0            | 0    | 0             | 0    |
| r25      | FOREIGN EXCHANGE LOSS (GAIN) (NET)                        | 3,002        | 54   | 208           | 11   |
| r28      | RESULT FROM MONETARY POSITION                             | (930)        | (17) | (1,188)       | (62) |
| r10      | PROVISIONS FOR INCOME TAXES AND EMPLOYEES' PROFIT SHARING | (559)        | 100  | 1,125         | 100  |
| r32      | INCOME TAX                                                | 0            | 0    | 0             | 0    |
| r33      | DEFERRED INCOME TAX                                       | (559)        | 100  | 646           | 57   |
| r34      | EMPLOYEES' PROFIT SHARING EXPENSES                        | 0            | 0    | 0             | 0    |
| r35      | DEFERRED EMPLOYEES' PROFIT SHARING                        | 0            | 0    | 479           | 43   |

(\*\*\*) THOUSANDS OF DOLLARS

# MEXICAN STOCK EXCHANGE

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QUARTER: 1 YEAR: 2006

## STATEMENTS OF INCOME

OTHER CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>R | CONCEPTS                               | CURRENT YEAR | PREVIOUS YEAR |
|----------|----------------------------------------|--------------|---------------|
|          |                                        | Amount       | Amount        |
| r36      | TOTAL SALES                            | 104,456      | 102,477       |
| r37      | TAX RESULT FOR THE YEAR                | 0            | 0             |
| r38      | NET SALES (**)                         | 378,919      | 402,829       |
| r39      | OPERATING INCOME (**)                  | 27,515       | 30,226        |
| r41      | NET CONSOLIDATED INCOME (**)           | 12,131       | 11,172        |
| r47      | OPERATIVE DEPRECIATION AND ACCUMULATED | 6,732        | 6,773         |

(\*\*) RESTATED INFORMATION OF THE LAST TWELVE MONTHS

# MEXICAN STOCK EXCHANGE

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

QUARTER: 1 YEAR: 2006

## QUARTERLY STATEMENTS OF INCOME

FROM JANUARY THE 1st TO MARCH 31 OF 2006 AND 2005

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>RT | CONCEPTS                                                             | CURRENT YEAR |     | PREVIOUS YEAR |     |
|-----------|----------------------------------------------------------------------|--------------|-----|---------------|-----|
|           |                                                                      | Amount       | %   | Amount        | %   |
| rt01      | NET SALES                                                            | 96,638       | 100 | 92,563        | 100 |
| rt02      | COST OF SALES                                                        | 74,092       | 77  | 68,572        | 74  |
| rt03      | GROSS PROFIT                                                         | 22,546       | 23  | 23,991        | 26  |
| rt04      | OPERATING EXPENSES                                                   | 16,916       | 18  | 15,585        | 17  |
| rt05      | OPERATING INCOME                                                     | 5,630        | 6   | 8,406         | 9   |
| rt06      | INTEGRAL FINANCING COST                                              | 5,600        | 6   | 1,903         | 2   |
| rt07      | INCOME AFTER INTEGRAL FINANCING COST                                 | 30           | 0   | 6,503         | 7   |
| rt08      | OTHER EXPENSE AND INCOME (NET)                                       | 1,893        | 2   | 1,808         | 2   |
| rt44      | SPECIAL ITEMS                                                        | 0            | 0   | 0             | 0   |
| rt09      | INCOME BEFORE INCOME TAXES AND EMPLOYEES' PROFIT SHARING             | (1,863)      | (2) | 4,695         | 5   |
| rt10      | PROVISIONS FOR INCOME TAXES AND EMPLOYEES' PROFIT SHARING            | (559)        | (1) | 1,125         | 1   |
| rt11      | NET INCOME AFTER TAXES AND EMPLOYEES' PROFIT SHARING                 | (1,304)      | (1) | 3,570         | 4   |
| rt12      | EQUITY IN NET INCOME OF NON-CONSOLIDATED SUBSIDIARIES AND ASSOCIATES | 0            | 0   | 0             | 0   |
| rt13      | CONSOLIDATED NET INCOME OF CONTINUING OPERATIONS                     | (1,304)      | (1) | 3,570         | 4   |
| rt14      | INCOME FROM DISCONTINUED OPERATIONS                                  | 0            | 0   | 0             | 0   |
| rt15      | CONSOLIDATED NET INCOME BEFORE EXTRAORDINARY ITEMS                   | (1,304)      | (1) | 3,570         | 4   |
| rt16      | EXTRAORDINARY ITEMS, NET EXPENSE (INCOME)                            | 0            | 0   | 0             | 0   |
| rt17      | CUMULATIVE EFFECT FROM ACCOUNTING CHANGE, NET                        | 0            | 0   | 0             | 0   |
| rt18      | NET CONSOLIDATED INCOME                                              | (1,304)      | (1) | 3,570         | 4   |

# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1      YEAR: 2006

## QUARTERLY STATEMENTS OF INCOME

HILASAL MEXICANA S.A. DE C.V.

### BREAKDOWN OF MAIN CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>RT | CONCEPTS                                                  | CURRENT YEAR |      | PREVIOUS YEAR |      |
|-----------|-----------------------------------------------------------|--------------|------|---------------|------|
|           |                                                           | Amount       | %    | Amount        | %    |
| rt01      | NET SALES                                                 | 96,638       | 100  | 92,563        | 100  |
| rt21      | DOMESTIC                                                  | 67,848       | 70   | 72,478        | 78   |
| rt22      | FOREIGN                                                   | 28,790       | 30   | 20,085        | 22   |
| rt23      | TRANSLATED INTO DOLLARS (***)                             | 2,715        | 3    | 1,728         | 2    |
| rt06      | INTEGRAL FINANCING COST                                   | 5,600        | 100  | 1,903         | 100  |
| rt24      | INTEREST EXPENSE                                          | 3,550        | 63   | 2,941         | 155  |
| rt42      | LOSS (GAIN) ON RESTATEMENT OF UDI'S                       | 0            | 0    | 0             | 0    |
| rt45      | OTHER FINANCE COSTS                                       | 0            | 0    | 0             | 0    |
| rt26      | INTEREST INCOME                                           | 22           | 0    | 58            | 3    |
| rt46      | OTHER FINANCIAL PRODUCTS                                  | 0            | 0    | 0             | 0    |
| rt25      | FOREIGN EXCHANGE LOSS (GAIN) (NET)                        | 3,002        | 54   | 208           | 11   |
| rt28      | RESULT FROM MONETARY POSITION                             | (930)        | (17) | (1,188)       | (62) |
| rt10      | PROVISIONS FOR INCOME TAXES AND EMPLOYEES' PROFIT SHARING | (559)        | 100  | 1,125         | 100  |
| rt32      | INCOME TAX                                                | 0            | 0    | 0             | 0    |
| rt33      | DEFERRED INCOME TAX                                       | (559)        | 100  | 646           | 57   |
| rt34      | EMPLOYEES' PROFIT SHARING EXPENSES                        | 0            | 0    | 0             | 0    |
| rt35      | DEFERRED EMPLOYEES' PROFIT SHARING                        | 0            | 0    | 479           | 43   |

(\*\*\*) THOUSANDS OF DOLLARS

# MEXICAN STOCK EXCHANGE

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

QUARTER: 1 YEAR: 2006

## QUARTERLY STATEMENTS OF INCOME

### OTHER CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>RT | CONCEPTS                                                    | CURRENT YEAR | PREVIOUS YEAR |
|-----------|-------------------------------------------------------------|--------------|---------------|
|           |                                                             | Amount       | Amount        |
| rt47      | OPERATIVE DEPRECIATION AND ACCUMULATED<br>IMPAIRMENT LOSSES | 6,732        | 6,773         |

# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

STATEMENTS OF CHANGES IN FINANCIAL  
POSITION

FROM JANUARY THE 1st TO MARCH 31 OF 2006 AND 2005

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>C | CONCEPTS                                                            | CURRENT YEAR | PREVIOUS YEAR |
|----------|---------------------------------------------------------------------|--------------|---------------|
|          |                                                                     | Amount       | Amount        |
| c01      | CONSOLIDATED NET INCOME                                             | (1,304)      | 3,570         |
| c02      | + (-) ITEMS ADDED TO INCOME WHICH DO NOT REQUIRE<br>USING RESOURCES | 5,744        | 5,650         |
| c03      | RESOURCES FROM NET INCOME FOR THE YEAR                              | 4,440        | 9,220         |
| c04      | RESOURCES PROVIDED OR USED IN OPERATION                             | 11,394       | 16,228        |
| c05      | RESOURCES PROVIDED BY (USED FOR) OPERATING<br>ACTIVITIES            | 15,834       | 25,448        |
| c06      | RESOURCES PROVIDED BY (USED FOR) EXTERNAL<br>FINANCING ACTIVITIES   | (9,710)      | (5,272)       |
| c07      | RESOURCES PROVIDED BY (USED FOR) INTERNAL<br>FINANCING ACTIVITIES   | (4,954)      | (11,158)      |
| c08      | RESOURCES PROVIDED BY (USED FOR) FINANCING<br>ACTIVITIES            | (14,664)     | (16,430)      |
| c09      | RESOURCES PROVIDED BY (USED FOR) INVESTMENT<br>ACTIVITIES           | (5,744)      | (1,647)       |
| c10      | NET INCREASE (DECREASE) IN CASH AND SHORT-TERM<br>INVESTMENTS       | (4,574)      | 7,371         |
| c11      | CASH AND SHORT-TERM INVESTMENTS AT THE BEGINNING<br>OF PERIOD       | 6,996        | 7,511         |
| c12      | CASH AND SHORT-TERM INVESTMENTS AT THE END OF<br>PERIOD             | 2,422        | 14,882        |

# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

## STATEMENTS OF CHANGES IN FINANCIAL POSITION

### BREAKDOWN OF MAIN CONCEPTS

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

Final Printing

| REF<br>C | CONCEPTS                                                         | CURRENT YEAR | PREVIOUS YEAR |
|----------|------------------------------------------------------------------|--------------|---------------|
|          |                                                                  | Amount       | Amount        |
| c02      | + (-) ITEMS ADDED TO INCOME WHICH DO NOT REQUIRE USING RESOURCES | 5,744        | 5,650         |
| c13      | + DEPRECIATION AND AMORTIZATION FOR THE YEAR                     | 6,732        | 6,773         |
| c41      | + (-) OTHER ITEMS                                                | (988)        | (1,123)       |
| c04      | RESOURCES PROVIDED OR USED IN OPERATION                          | 11,394       | 16,228        |
| c18      | + (-) DECREASE (INCREASE) IN ACCOUNTS RECEIVABLE                 | 13,672       | (15,787)      |
| c19      | + (-) DECREASE (INCREASE) IN INVENTORIES                         | 2,705        | 27,645        |
| c20      | + (-) DECREASE (INCREASE) IN OTHER ACCOUNTS RECEIVABLE           | (5,440)      | (788)         |
| c21      | + (-) INCREASE (DECREASE) IN SUPPLIERS                           | 2,590        | 6,272         |
| c22      | + (-) INCREASE (DECREASE) IN OTHER LIABILITIES                   | (2,133)      | (1,114)       |
| c06      | RESOURCES PROVIDED BY (USED FOR) EXTERNAL FINANCING ACTIVITIES   | (9,710)      | (5,272)       |
| c23      | + BANK FINANCING                                                 | (9,710)      | (5,272)       |
| c24      | + STOCK MARKET FINANCING                                         | 0            | 0             |
| c25      | + DIVIDEND RECEIVED                                              | 0            | 0             |
| c26      | + OTHER FINANCING                                                | 0            | 0             |
| c27      | (-) BANK FINANCING AMORTIZATION                                  | 0            | 0             |
| c28      | (-) STOCK MARKET FINANCING AMORTIZATION                          | 0            | 0             |
| c29      | (-) OTHER FINANCING AMORTIZATION                                 | 0            | 0             |
| c42      | + (-) OTHER ITEMS                                                | 0            | 0             |
| c07      | RESOURCES PROVIDED BY (USED FOR) INTERNAL FINANCING ACTIVITIES   | (4,954)      | (11,158)      |
| c30      | + (-) INCREASE (DECREASE) IN CAPITAL STOCK                       | (4,948)      | (11,162)      |
| c31      | (-) DIVIDENDS PAID                                               | 0            | 0             |
| c32      | + PREMIUM ON ISSUANCE OF SHARES                                  | (6)          | 4             |
| c33      | + CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES                     | 0            | 0             |
| c43      | + (-) OTHER ITEMS                                                | 0            | 0             |
| c09      | RESOURCES PROVIDED BY (USED FOR) INVESTMENT ACTIVITIES           | (5,744)      | (1,647)       |
| c34      | + (-) DECREASE (INCREASE) IN PERMANENT                           | 0            | 0             |
| c35      | (-) ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT                 | (8,935)      | (2,906)       |
| c36      | (-) INCREASE IN CONSTRUCTIONS IN PROGRESS                        | 3,191        | 1,259         |
| c37      | + SALE OF OTHER PERMANENT INVESTMENTS                            | 0            | 0             |
| c38      | + SALE OF TANGIBLE FIXED ASSETS                                  | 0            | 0             |
| c39      | + (-) OTHER ITEMS                                                | 0            | 0             |



# MEXICAN STOCK EXCHANGE

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

QUARTER: 1      YEAR: 2006

## DATA PER SHARE

### NOT CONSOLIDATED INFORMATION

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| REF<br>D | CONCEPTS                                                                               | CURRENT YEAR  | PREVIOUS YEAR |
|----------|----------------------------------------------------------------------------------------|---------------|---------------|
|          |                                                                                        | AMOUNT        | AMOUNT        |
| d01      | BASIC PROFIT PER ORDINARY SHARE (**)                                                   | \$ 0.09       | \$ 0.08       |
| d02      | BASIC PROFIT PER PREFERRED SHARE (**)                                                  | \$ 0.00       | \$ 0.00       |
| d03      | DILUTED PROFIT PER ORDINARY SHARE (**)                                                 | \$ 0.00       | \$ 0.00       |
| d04      | CONTINUING OPERATING PROFIT PER COMMON SHARE (**)                                      | \$ 0.00       | \$ 0.00       |
| d05      | EFFECT OF DISCONTINUED OPERATIONS ON CONTINUING OPERATING PROFIT PER SHARE (**)        | \$ 0.00       | \$ 0.00       |
| d06      | EFFECT OF EXTRAORDINARY PROFIT AND LOSS ON CONTINUING OPERATING PROFIT PER SHARE (**)  | \$ 0.00       | \$ 0.00       |
| d07      | EFFECT BY CHANGES IN ACCOUNTING POLICIES ON CONTINUING OPERATING PROFIT PER SHARE (**) | \$ 0.00       | \$ 0.00       |
| d08      | CARRYING VALUE PER SHARE                                                               | \$ 0.00       | \$ 2.34       |
| d09      | CASH DIVIDEND ACCUMULATED PER SHARE                                                    | \$ 0.00       | \$ 0.00       |
| d10      | DIVIDEND IN SHARES PER SHARE                                                           | 0.00 acciones | 0.00 acciones |
| d11      | MARKET PRICE TO CARRYING VALUE                                                         | 0.43 veces    | 0.44 veces    |
| d12      | MARKET PRICE TO BASIC PROFIT PER ORDINARY SHARE                                        | 10.26 veces   | 12.06 veces   |
| d13      | MARKET PRICE TO BASIC PROFIT PER PREFERENT SHARE (**)                                  | 0.00 veces    | 0.00 veces    |

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

# MEXICAN STOCK EXCHANGE

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

QUARTER: 1 YEAR: 2006

## RATIOS

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| REF<br>P | CONCEPTS                                                                                               | CURRENT YEAR | PREVIOUS YEAR |
|----------|--------------------------------------------------------------------------------------------------------|--------------|---------------|
|          | YIELD                                                                                                  |              |               |
| p01      | NET INCOME TO NET SALES                                                                                | (1.34) %     | 3.85 %        |
| p02      | NET INCOME TO STOCKHOLDERS' EQUITY (**)                                                                | 4.22 %       | 3.66 %        |
| p03      | NET INCOME TO TOTAL ASSETS (**)                                                                        | 2.10 %       | 1.73 %        |
| p04      | CASH DIVIDENDS TO PREVIOUS YEAR NET INCOME                                                             | 0.00 %       | 0.00 %        |
| p05      | RESULT FROM MONETARY POSITION TO NET INCOME                                                            | (71.31) %    | 33.27 %       |
|          | ACTIVITY                                                                                               |              |               |
| p06      | NET SALES TO NET ASSETS (**)                                                                           | 0.65 veces   | 0.62 veces    |
| p07      | NET SALES TO FIXED ASSETS (**)                                                                         | 1.02 veces   | 0.99 veces    |
| p08      | INVENTORIES TURNOVER (**)                                                                              | 3.06 veces   | 3.86 veces    |
| p09      | ACCOUNTS RECEIVABLE IN DAYS OF SALES                                                                   | 72.46 días   | 78.24 días    |
| p10      | PAID INTEREST TO TOTAL LIABILITIES WITH COST (**)                                                      | 7.87 %       | 6.61 %        |
|          | LEVERAGE                                                                                               |              |               |
| p11      | TOTAL LIABILITIES TO TOTAL ASSETS                                                                      | 50.15 %      | 52.57 %       |
| p12      | TOTAL LIABILITIES TO STOCKHOLDERS' EQUITY                                                              | 1.00 veces   | 1.10 veces    |
| p13      | FOREIGN CURRENCY LIABILITIES TO TOTAL LIABILITIES                                                      | 63.58 %      | 68.36 %       |
| p14      | LONG-TERM LIABILITIES TO FIXED ASSETS                                                                  | 39.24 %      | 43.67 %       |
| p15      | OPERATING INCOME TO INTEREST PAID                                                                      | 1.58 veces   | 2.85 veces    |
| p16      | NET SALES TO TOTAL LIABILITIES (**)                                                                    | 1.31 veces   | 1.19 veces    |
|          | LIQUIDITY                                                                                              |              |               |
| p17      | CURRENT ASSETS TO CURRENT LIABILITIES                                                                  | 2.41 veces   | 2.59 veces    |
| p18      | CURRENT ASSETS LESS INVENTORY TO CURRENT LIABILITIES                                                   | 1.25 veces   | 1.33 veces    |
| p19      | CURRENT ASSETS TO TOTAL LIABILITIES                                                                    | 0.67 veces   | 0.67 veces    |
| p20      | AVAILABLE ASSETS TO CURRENT LIABILITIES                                                                | 3.00 %       | 16.89 %       |
|          | STATEMENTS OF CHANGES                                                                                  |              |               |
| p21      | RESOURCES FROM NET INCOME TO NET SALES                                                                 | 4.59 %       | 9.96 %        |
| p22      | RESOURCES FROM CHANGES IN WORKING CAPITAL TO NET SALES                                                 | 11.79 %      | 17.53 %       |
| p23      | RESOURCES GENERATED (USED) IN OPERATING TO INTEREST PAID                                               | 4.46 veces   | 8.65 veces    |
| p24      | EXTERNAL FINANCING TO RESOURCES PROVIDED BY (USED FOR) FINANCING                                       | 66.21 %      | 32.08 %       |
| p25      | INTERNAL FINANCING TO RESOURCES PROVIDED BY (USED FOR) FINANCING                                       | 33.78 %      | 67.91 %       |
| p26      | ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT TO RESOURCES PROVIDED BY (USED FOR) INVESTMENT ACTIVITIES | 155.55 %     | 176.44 %      |

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

## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

PAGINA 1

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### Reporte al Primer Trimestre del 2006

#### Comentarios del Trimestre Valores en término de dólares

Las ventas totales se incrementan 4.4%.

El mercado doméstico presenta la venta más alta de los últimos 4 trimestres.

La venta exportación crece 43.3%.

La estrategia de reducción de inventarios permitió una disminución del 15.6%.

La deuda financiera disminuyó en el trimestre 6.1%.

En los últimos doce meses la deuda se ha reducido 20.9% presentando el nivel más bajo de los últimos 8 años.

#### Estado de Resultados 1T06 vs 1T05 (enero - marzo)

Las ventas totales crecieron 11.8% en volumen, 13.9% en dólares y 4.4% en pesos.

Los \$67.8 millones de venta en el mercado doméstico durante el primer trimestre del 2006 supera la venta de los 3 trimestres previos. Comparando con el 1T-2005, se presenta un nivel de ventas menor por la venta extraordinaria de productos promocionales de dicho periodo.

Las ventas en exportación se incrementan 38.5% en volumen, 57.1% en dólares y 43.3% en pesos. Este crecimiento responde a la incorporación, en el cuarto trimestre del 2005, de nuevos programas de toalla para el hogar con una de las principales cadenas comerciales de Estados Unidos.

La mayor participación de venta de exportación incide para ubicar el margen bruto en 23.3%, respecto del 25.9% en el mismo periodo de 2005.

Los gastos de operación aumentan al pasar del 16.8% al 17.5% con respecto a ventas. Los gastos de venta representan el 9.4% con respecto a ventas, superior al 8.3% del 2005 originado por gastos adicionales en los nuevos programas de exportación. Se continúa con la política de control estricto en gastos de administración mismos que disminuyen 0.7% y representan el 8.1% de la venta, mejorando el 8.5% del 1T-05.

La utilidad operativa representa el 5.8% de la venta en comparación del 9.1% al 1T05.

La UAFIDA se ubicó en 12.8% sobre ventas en comparación de 16.4% al 1T05.

#### Costo Integral de Financiamiento

El costo integral de financiamiento fue de \$5.6 millones de pesos durante el 1T06 en comparación a \$1.9 millones de pesos en el 1T05. El cambio se encuentra principalmente en el renglón de paridad cambiaria.

Los intereses pagados aumentaron 32.1% en dólares o 20.7% en pesos por incremento de 1.11 puntos porcentuales en la tasa. Los intereses netos con respecto a ventas representan el 3.6% en este trimestre en comparación del 3.1% del 1T05. La tasa anual promedio de préstamos fue de 5.78% en dólares.

La paridad cambiaria al 1T06 resultó en \$3.0 millones de pesos comparada con \$0.2

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## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

PAGINA 2

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millones de pesos al 1T05.

El Repomo al 1T06 fue de (\$0.9) millones de pesos en comparación con (\$1.1) millones de pesos al 1T05.

#### 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

Los resultados del trimestre presentan pérdida de 1.3 millones de pesos, afectados principalmente por el efecto cambiario.

#### Resultados Últimos Doce Meses 2006 vs 2005 (abril - marzo)

Las ventas totales disminuyeron 3.7% en volumen y 5.9% en pesos, incrementando en dólares 3.6%.

Las ventas nacionales aumentaron 14.2% en volumen, 13.3% en dólares y 3.2% en pesos.

Las exportaciones disminuyeron 24.8% en volumen, 11.9% en término de dólares y 20.4% en pesos. Tal como lo muestran los resultados del primer trimestre, la incorporación de nuevos programas de exportación a partir del IV trimestre del 2005 permitirán tener un crecimiento en la facturación en el 2006.

El margen bruto disminuye al pasar del 24.9% al 24.5%.

Los gastos de operación pasaron del 17.4% al 17.3% sobre ventas. Los gastos de venta disminuyeron en términos reales 6.2% y los gastos de administración disminuyeron 7.1% en términos reales.

El margen de operación disminuyó al pasar de 7.5% al 7.3%.

La UAFIDA representó el 14.2% con respecto a ventas, en comparación del 19.9% del 2005.

#### Costo Integral de Financiamiento

El costo integral de financiamiento a marzo del 2006 representó \$3.7 millones pesos en comparación de \$5.9 millones de pesos a marzo del 2005.

Los intereses pagados se incrementan 15.5% al pasar de \$11.7 a \$13.6 millones de pesos. En término de dólares aumentaron de \$0.9 millones a \$1.2 millones. Los intereses netos en

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# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

PAGINA 3

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su relación a ventas representan el 3.5% en el 2006 en comparación a 2.9% del 2005.

La cobertura UAFIDA a intereses pagados fue de 3.9 veces.

La paridad cambiaria representó (\$5.4) favorables en el 2006 comparado con \$2.0 millones al 2005.

El Repomo a marzo de 2006 fue de (\$4.1) millones de pesos, comparado con (\$7.6) millones de pesos a marzo 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 D-4

En este rubro se registran las provisiones de ISR y PTU. En el ejercicio 2004 se reconoció en el impuesto diferido el efecto favorable por la disminución de tasa de ISR efectiva para 2005 en adelante.

### Utilidad Neta

La utilidad neta crece 8.6% siendo \$12.1 millones de pesos que representa el 3.2% de la venta en comparación al 2.8% del 2005.

Balance al 31 de marzo 2006 vs 31 de marzo 2005.

De marzo del 2005 a marzo del 2006 el peso se apreció 2.9% con respecto al dólar y la inflación fue del 3.4%. Estos efectos generan variación al comparar las cifras en términos de pesos y dólares.

Los activos totales disminuyeron 10.3% y 4.3% en dólares. La cartera se reduce 3.3% en pesos e incrementa en dólares 3.1%. Los inventarios disminuyeron 15.6% en pesos y 10.1% en dólares. El activo fijo disminuyó 8.9% en pesos y 2.9% en dólares. Los recursos generados por la reducción en el capital de trabajo fueron aplicados al pago de deuda.

El pasivo total disminuyó 14.4% en pesos y 8.7% en dólares. La deuda con costo se reduce 18.3% para ubicarse en US\$ 15.8 millones, su nivel más bajo en los últimos ocho años, fortaleciendo la posición financiera de la empresa la cual tiene una relación de Pasivo con Costo a Capital de 60.2%.

El capital contable pasó de \$304.5 a \$287.2 millones. La cuenta de insuficiencia en la actualización del capital se incrementó \$30.3 millones de pesos.

### Asuntos Generales

Durante el primer trimestre del 2006 se recibieron y pusieron en marcha equipos de teñ

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## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

PAGINA 4  
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idos, así como la modificación y actualización de algunos equipos vigentes que aumentarán la flexibilidad y servicio a nuestros clientes. Este equipo se contrató durante el tercer trimestre del 2005 y representa una inversión de \$400 mil dólares.

En el trimestre se terminaron los trabajos de perforación del pozo tres obteniendo excelentes resultados de disponibilidad de agua.

Se contrataron coberturas cambiarias sobre los vencimientos de capital para el mes de Junio del 2006.

Se renovó la línea Prestige, siendo esta la toalla genérica de mayor volumen.

Para la temporada de vacacional se hizo el lanzamiento de líneas con colores Cítricos.

Se realizó Asamblea General Ordinaria de Accionistas el 23 de marzo con la representación del 94.3% de acciones, habiéndose aprobado los resultados del ejercicio 2005, ratificándose al Consejo de Administración, a los miembros del Comité Ejecutivo, al Comité de Auditoria, al Despacho Gossler S.C. como auditores externos y al C.P. Alfredo Varela Tostado como Comisario.

El Gobierno Mexicano ratificó por un periodo de 5 años más, la imposición de un impuesto compensatorio de 379% sobre la fracción arancelaria correspondiente a toallas procedentes de la República Popular China.

Durante el Market Week celebrado en Nueva York durante la última semana de Marzo, Hilasal presentó un Nuevo concepto de toalla llamado Soft-Spun Classics compuesta por una mezcla 65% algodón egipcio y 35% de fibra natural de Bambú, siendo un producto no existente en el mercado, de mayor absorbencia, amigable al medio ambiente y con propiedades anti-bacteriales.

El índice de bursatilidad de la empresa pasó de la posición 111 en diciembre a la posición 112 a marzo del 2006.

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# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

FINANCIAL STATEMENT NOTES

PAGINA 1

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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 valuaron 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.

## NOTA 2 INMUEBLES, PLANTA Y EQUIPO

Los activos se registran a su costo de adquisición de conformidad a lo señalado por el Boletín B-10 5to documento de adecuaciones, el cual señala que para la actualización del mismo, se apliquen factores derivados del INPC y el tipo de cambio correspondiente al

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cierre del ejercicio para los activos de procedencia extranjera.

En aplicación del Boletín C-15 de principios de contabilidad emitido por el Instituto Mexicano de Contadores Públicos, Deterioro en el valor de los activos de larga duración y su disposición, llevó a cabo una apreciación de los activos referidos con base a un estudio que determina su valor de uso, sin encontrar signos de deterioro que indicaran que fuera necesario ajustar dichos activos porque estuvieran valuados a importes mayores que su precio neto de venta y su valor de uso.

Como parte integrante de este proceso, se llevó a cabo un estudio de la vida útil remanente de la maquinaria y equipo, tomando como base, entre otros elementos, el tipo de industria, la tecnología y las condiciones de mantenimiento, concluyendo que la empresa tiene en uso activos cuya vida productiva ha sido superior a los 10 años y que aún con precios de realización de activos por otras empresas del sector, que a nivel internacional están en proceso de liquidación, la vida útil de estos activos desde su fecha de adquisición, es superior a los plazos que Hilasal Mexicana actualmente estima de 10 años, como base para la determinación de la depreciación de su maquinaria y equipo.

En virtud de que el estudio demuestra que la vida estimada remanente de los activos de larga duración es superior a la vida asignada actualmente, la administración ha decidido incrementar, a partir del ejercicio 2005, la vida útil estimada de estos activos pasando de 10 a 15 años.

La empresa se mantendrá revisando continuamente el valor de uso y estimado de vida útil de sus activos fijos, apegada a principios de contabilidad generalmente aceptados en México

La ampliación de vidas útiles remanentes ha sido analizada, discutida y autorizada por la administración de Hilasal Mexicana, por su Comité de Auditoria y por el contador público independiente responsable de auditar los estados financieros de la empresa.

## 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

5.1 El capital contable al 31 de Marzo de 2006 se integra como sigue:

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

Acciones serie A \$ 48,417

Actualización \$ 136,866

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# MEXICAN STOCK EXCHANGE

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HILASAL MEXICANA S.A. DE C.V.

## FINANCIAL STATEMENT NOTES

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|                                   |    |            |   |
|-----------------------------------|----|------------|---|
| Prima en colocación acciones      | \$ | 47,736     |   |
| Resultados acumulados             | \$ | 268,531    | - |
| Reserva para recompra de acciones | \$ | 8,380      |   |
| Exceso o insuficiencia            | \$ | (-221,367) |   |
| Resultado del ejercicio           | \$ | -1,304     |   |
| TOTAL CAPITAL CONTABLE            | \$ | 287,259    |   |

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### NOTA 6 RESERVA PARA RECOMPRA DE ACCIONES

Al 31 de Marzo de 2006 el monto autorizado es de \$ 27,881 de los cuales se han utilizado a esa fecha \$ 19,501

El saldo al 31 de Marzo de 2006 asciende a \$ 8,380

### NOTA 7 COSTO INTEGRAL DE FINANCIAMIENTO

|                                  |    |       |  |
|----------------------------------|----|-------|--|
| Intereses a cargo                | \$ | 3,550 |  |
| Intereses a favor                | \$ | (22)  |  |
| Intereses netos                  | \$ | 3,528 |  |
| Efecto por paridad cambiaria     | \$ | 3,002 |  |
| Resultado por posición monetaria | \$ | (930) |  |
| TOTAL COSTO                      | \$ | 5,600 |  |

### NOTA 8 PARTIDAS EXTRAORDINARIAS

### NOTA 9 RESULTADOS NETOS MENSUALES

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

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|          |        |          |          |          |
|----------|--------|----------|----------|----------|
| Dic.02   | 13,993 |          | 102.9040 |          |
| Dic.03   | 664    |          | 106.9960 |          |
| Dic. 04  | 7,515  |          |          | 112.5500 |
| Dic. 05  | 16,859 |          | 116.3010 |          |
| Enero 06 | 2,762  | 116.9830 |          |          |
| Febr 06  | -1,546 | 117.1620 |          |          |
| Mzo 06   | -2,520 |          | 117.3090 |          |

## NOTA 10

## INFORMACION POR SEGMENTOS

Las ventas de la compañía durante el 1er trimestre del ejercicio 2006, se realizaron en un 70.20 % al mercado nacional y en un 29.80 % al mercado de exportación. Las ventas de exportación fueron realizadas a los Estados Unidos de Norteamérica y Canadá.

## 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 vigente hasta Junio del 2004 consistente en aplicar un porcentaje sobre el saldo de la cartera.

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## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

### ANALYSIS OF INVESTMENTS IN SHARES SUBSIDIARIES

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| COMPANY NAME | MAIN ACTIVITIES | NUMBER OF SHARES | % OWNERSHIP |
|--------------|-----------------|------------------|-------------|
|              |                 |                  |             |

## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

### ANALYSIS OF INVESTMENTS IN SHARES

NOT CONSOLIDATED

ASSOCIATES

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| COMPANY NAME                   | MAIN ACTIVITIES | NUMBER OF<br>SHARES | %<br>OWNERSHIP | TOTAL AMOUNT<br>(Thousands of Mexican Pesos) |            |
|--------------------------------|-----------------|---------------------|----------------|----------------------------------------------|------------|
|                                |                 |                     |                | ACQUISITION<br>COST                          | BOOK VALUE |
| TOTAL INVESTMENT IN ASSOCIATES |                 |                     |                | 0                                            | 0          |
| OTHER PERMANENT INVESTMENTS    |                 |                     |                |                                              | 0          |
| TOTAL                          |                 |                     |                | 0                                            | 0          |

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

# MEXICAN STOCK EXCHANGE

QUARTER: 1 YEAR: 2006

## CREDITS BREAK DOWN (Thousands of Mexican Pesos)

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| Credit Type / Institution | Amortization Date | Interest Rate | Amortization of Credits Denominated in Pesos (Thousands of \$) |              |              |              |              |              | Amortization of Credits in Foreign Currency (Thousands of \$) |              |              |              |              |              |
|---------------------------|-------------------|---------------|----------------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|---------------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|
|                           |                   |               | Time Interval                                                  |              |              |              |              |              | Time Interval                                                 |              |              |              |              |              |
|                           |                   |               | Current Year                                                   | Until 1 Year | Until 2 Year | Until 3 Year | Until 4 Year | Until 5 Year | Current Year                                                  | Until 1 Year | Until 2 Year | Until 3 Year | Until 4 Year | Until 5 Year |
| BANKS                     |                   |               |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| FOREIGN TRADE             |                   |               |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| BBVA                      | 24/01/2006        | 6.77          |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| BANCOMEXT                 | 17/03/2007        | 6.09          |                                                                |              |              |              |              |              | 0                                                             | 5,991        | 0            | 0            | 0            | 0            |
| BANCOMEXT                 | 17/03/2007        | 6.09          |                                                                |              |              |              |              |              | 0                                                             | 0            | 10,894       | 0            | 0            | 0            |
| BANCOMEXT                 | 17/03/2007        | 6.11          |                                                                |              |              |              |              |              | 0                                                             | 0            | 10,894       | 0            | 0            | 0            |
| BANCOMEXT                 | 17/03/2007        | 6.12          |                                                                |              |              |              |              |              | 0                                                             | 0            | 10,894       | 0            | 0            | 0            |
| BANCOMEXT                 | 17/03/2007        | 6.13          |                                                                |              |              |              |              |              | 0                                                             | 0            | 10,894       | 0            | 0            | 0            |
| SECURED                   |                   |               |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| GE CAPITAL                | 01/01/2012        | 0.00          | 0                                                              | 0            | 0            | 0            | 0            | 0            |                                                               |              |              |              |              |              |
| GE CAPITAL                | 01/01/2012        | 7.04          |                                                                |              |              |              |              |              | 0                                                             | 6,802        | 9,467        | 9,944        | 10,444       | 45,373       |
| GE CAPITAL                | 01/01/2012        | 7.04          |                                                                |              |              |              |              |              | 0                                                             | 1,077        | 1,500        | 1,575        | 1,654        | 7,187        |
| GE CAPITAL                | 01/01/2012        | 7.04          |                                                                |              |              |              |              |              | 0                                                             | 216          | 301          | 316          | 331          | 1,442        |
| COMMERCIAL BANKS          |                   |               |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| BBVA                      | 17/05/2007        | 9.58          | 0                                                              | 3,818        | 954          | 0            | 0            | 0            | 0                                                             |              |              |              |              |              |
| HSBC                      | 19/07/2006        | 8.83          | 0                                                              | 3,350        | 0            | 0            | 0            | 0            | 0                                                             |              |              |              |              |              |
| OTHER                     |                   |               |                                                                |              |              |              |              |              |                                                               |              |              |              |              |              |
| BANCOMER                  | 12/06/2006        | 6.54          |                                                                |              |              |              |              |              | 0                                                             | 6,809        | 0            | 0            | 0            | 0            |
| TOTAL BANKS               |                   |               | 0                                                              | 7,168        | 954          | 0            | 0            | 0            | 0                                                             | 20,895       | 65,738       | 11,835       | 12,429       | 54,002       |

## MEXICAN STOCK EXCHANGE

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**HILASAL MEXICANA S.A. DE C.V.**

QUARTER: 1 YEAR: 2006

## CREDITS BREAK DOWN

NOT CONSOLIDATED

(Thousands of Mexican Pesos)

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# MEXICAN STOCK EXCHANGE

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

QUARTER: 1 YEAR: 2006

## CREDITS BREAK DOWN (Thousands of Mexican Pesos)

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| Credit Type / Institution                   |  |      | Amortization of Credits Denominated in Pesos (Thousands of \$) |             |             |             |             | Amortization of Credits in Foreign Currency (Thousands of \$) |              |             |             |             |             |             |
|---------------------------------------------|--|------|----------------------------------------------------------------|-------------|-------------|-------------|-------------|---------------------------------------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|
|                                             |  |      | Time Interval                                                  |             |             |             |             | Time Interval                                                 |              |             |             |             |             |             |
|                                             |  |      | Current Year                                                   | Unit 1 Year | Unit 2 Year | Unit 3 Year | Unit 4 Year | Unit 5 Year                                                   | Current Year | Unit 1 Year | Unit 2 Year | Unit 3 Year | Unit 4 Year | Unit 5 Year |
| SUPPLIERS                                   |  |      |                                                                |             |             |             |             |                                                               |              |             |             |             |             |             |
| VARIOS                                      |  | 0.00 | 16,404                                                         | 0           | 0           | 0           | 0           | 0                                                             | 16,512       | 0           | 0           | 0           | 0           | 0           |
| VARIOS                                      |  | 0.00 |                                                                |             |             |             |             |                                                               | 16,512       | 0           | 0           | 0           | 0           | 0           |
| TOTAL SUPPLIERS                             |  |      | 16,404                                                         | 0           | 0           | 0           | 0           | 0                                                             |              |             |             |             |             |             |
| OTHER CURRENT LIABILITIES AND OTHER CREDITS |  |      |                                                                |             |             |             |             |                                                               |              |             |             |             |             |             |
| VARIOS                                      |  | 0.00 | 2,100                                                          | 0           | 0           | 0           | 0           | 0                                                             | 2,356        | 0           | 0           | 0           | 0           | 0           |
| VARIOS                                      |  | 0.00 |                                                                |             |             |             |             |                                                               |              |             |             |             |             |             |
| TOTAL                                       |  |      | 18,504                                                         | 7,168       | 854         | 0           | 0           | 0                                                             | 18,868       | 20,895      | 65,738      | 11,835      | 12,429      | 54,002      |

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# MEXICAN STOCK EXCHANGE

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QUARTER: 1 YEAR: 2006

## MONETARY FOREIGN CURRENCY POSITION

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(Thousands of Mexican Pesos)

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| FOREIGN CURRENCY POSITION       | DOLLARS (1)             |                       | OTHER CURRENCIES        |                       | TOTAL THOUSANDS<br>OF PESOS |
|---------------------------------|-------------------------|-----------------------|-------------------------|-----------------------|-----------------------------|
|                                 | THOUSANDS OF<br>DOLLARS | THOUSANDS OF<br>PESOS | THOUSANDS OF<br>DOLLARS | THOUSANDS OF<br>PESOS |                             |
| MONETARY ASSETS                 | 2,173                   | 23,671                | 180                     | 1,957                 | 25,628                      |
| LIABILITIES POSITION            | 16,830                  | 183,337               | 39                      | 429                   | 183,766                     |
| SHORT-TERM LIABILITIES POSITION | 3,611                   | 39,333                | 39                      | 429                   | 39,762                      |
| LONG-TERM LIABILITIES POSITION  | 13,219                  | 144,004               | 0                       | 0                     | 144,004                     |
| NET BALANCE                     | (14,657)                | (159,666)             | 141                     | 1,528                 | (158,138)                   |

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QUARTER: 1 YEAR: 2006

## RESULT FROM MONETARY POSITION

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(Thousands of Mexican Pesos)

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| MONTH          | MONETARY<br>ASSETS | MONETARY<br>LIABILITIES | (ASSET) LIABILITY<br>MONETARY<br>POSITION | MONTHLY<br>INFLATION | MONTHLY PROFIT<br>AND (LOSS) |
|----------------|--------------------|-------------------------|-------------------------------------------|----------------------|------------------------------|
| JANUARY        | 125,090            | 231,800                 | (106,710)                                 | 0.58                 | (622)                        |
| FEBRUARY       | 112,912            | 226,814                 | (113,902)                                 | 0.15                 | (171)                        |
| MARCH          | 112,567            | 221,549                 | (108,982)                                 | 0.13                 | (137)                        |
| RESTATEMENT    |                    |                         |                                           | 0.00                 | 0                            |
| CAPITALIZATION |                    |                         |                                           | 0.00                 | 0                            |
| FOREIGN CORP.  |                    |                         |                                           | 0.00                 | 0                            |
| OTHER          |                    |                         |                                           | 0.00                 | 0                            |
| TOTAL          |                    |                         |                                           |                      | (930)                        |

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HILASAL MEXICANA S.A. DE C.V.

DEBT INSTRUMENTS

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FINANCIAL LIMITED BASED IN ISSUED DEED AND/OR TITLE

ACTUAL SITUATION OF FINANCIAL LIMITED

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QUARTER: 1 YEAR: 2006

PLANTS, COMMERCE CENTERS OR DISTRIBUTION  
CENTERS

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| PLANT OR CENTER | ECONOMIC ACTIVITY        | PLANT CAPACITY | UTILIZATION<br>(%) |
|-----------------|--------------------------|----------------|--------------------|
| PLANTA EL SALTO | PLANTA INDUSTRIAL        | 650            | 85.30              |
| OFICINA MEXICO  | OFICINAS ADMINISTRATIVAS | 0              | 0.00               |
|                 |                          |                |                    |

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MAIN RAW MATERIALS

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| DOMESTIC              | MAIN SUPPLIERS | FOREIGN | MAIN SUPPLIERS          | DOM.<br>SUBST. | COST<br>PRODUCTION<br>(%) |
|-----------------------|----------------|---------|-------------------------|----------------|---------------------------|
| QUIMICOS              | CIBA, DYSTAR   |         |                         | NO             | 12.68                     |
| MATERIALES INDIRECTOS | DIVERSOS       |         |                         | SI             | 5                         |
|                       |                | ALGODON | ECOM, CARGIL<br>L. WEIL | NO             | 46.75                     |

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QUARTER: 1 YEAR: 2006

## SALES DISTRIBUTION BY PRODUCT

NOT CONSOLIDATED

SALES

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| MAIN PRODUCTS  | NET SALES |        | MARKET<br>SHARE (%) | MAIN             |                        |
|----------------|-----------|--------|---------------------|------------------|------------------------|
|                | VOLUME    | AMOUNT |                     | TRADEMARKS       | CUSTOMERS              |
| DOMESTIC SALES |           |        |                     |                  |                        |
| TOALLAS        | 810,837   | 67,848 | 55.0                | LICENCIAS,       | WAL MART,              |
|                | 0         | 0      | 0.0                 | PRESTIGE, ELITE  | COMERCIAL<br>MEXICANA, |
|                | 0         | 0      | 0.0                 | ELEGANCE,        | CASA LEY,<br>CHEDRAUI  |
|                | 0         | 0      | 0.0                 | HERITAGE,        | CONTROL, COPPEL        |
|                | 0         | 0      | 0.0                 | ROYAL CROWN,     | SAM'S CLUB             |
|                | 0         | 0      | 0.0                 | BIG ONE, CLASSIC |                        |
|                | 0         | 0      | 0.0                 |                  |                        |
| FOREIGN SALES  |           |        |                     |                  |                        |
| TOALLAS        | 405,735   | 28,790 | 0.0                 | HILASAL Y LAS DE | JC PENNEY,             |
|                | 0         | 0      | 0.0                 | NUESTROS         | MARMAXX,<br>MUSCOGE    |
|                | 0         | 0      | 0.0                 | CLIENTES         |                        |
|                | 0         | 0      | 0.0                 |                  |                        |
| TOTAL          |           | 96,638 |                     |                  |                        |

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## SALES DISTRIBUTION BY PRODUCT

NOT CONSOLIDATED

FOREIGN SALES

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| MAIN PRODUCTS        | NET SALES |        | DESTINATION      | MAIN                 |                     |
|----------------------|-----------|--------|------------------|----------------------|---------------------|
|                      | VOLUME    | AMOUNT |                  | TRADEMARKS           | CUSTOMERS           |
| EXPORT               |           |        |                  |                      |                     |
| TOALLAS              | 405,735   | 28,790 | ESTADOS UNIDOS Y | HILASAL Y LAS DE     | JC PENNEY,          |
|                      | 0         | 0      | CANADA           | NUESTROS<br>CLIENTES | MARMAXX,<br>MUSCOGE |
|                      | 0         | 0      |                  |                      |                     |
|                      | 0         | 0      |                  |                      |                     |
| FOREIGN SUBSIDIARIES |           |        |                  |                      |                     |
|                      |           |        |                  |                      |                     |
| TOTAL                |           | 28,790 |                  |                      |                     |

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ANALYSIS OF PAID CAPITAL STOCK

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| SERIES | NOMINAL<br>VALUE | VALID<br>COUPON | NUMBER OF SHARES |                  |             |                   | CAPITAL STOCK |          |
|--------|------------------|-----------------|------------------|------------------|-------------|-------------------|---------------|----------|
|        |                  |                 | FIXED PORTION    | VARIABLE PORTION | MEXICAN     | FREE SUBSCRIPTION | FIXED         | VARIABLE |
| A      | 0.3470           | 0               | 20,160,000       | 110,184,546      | 130,344,546 | 38,640,000        | 7,000         | 41,417   |
| TOTAL  |                  |                 | 20,160,000       | 110,184,546      | 130,344,546 | 38,640,000        | 7,000         | 41,417   |

TOTAL NUMBER OF SHARES REPRESENTING THE PAID IN CAPITAL STOCK ON THE DATE OF SENDING THE INFORMATION

130,344,546

NOTES

# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER:

1

YEAR:

2006

HILASAL MEXICANA S.A. DE C.V.

PROJECT, AMOUNT EXERCISED AND PROGRESS  
PERCENTAGE

PAGINA

1

NOT CONSOLIDATED

Final Printing

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# MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER: 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

INFORMATION RELATED TO BULLETIN B-15  
(FOREIGN CURRENCY TRANSLATION)

PAGINA 1

NOT CONSOLIDATED

Final Printing

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## MEXICAN STOCK EXCHANGE

STOCK EXCHANGE CODE: HILASAL

QUARTER 1 YEAR: 2006

HILASAL MEXICANA S.A. DE C.V.

### NOTES TO FINANCIAL STATEMENTS

NOT CONSOLIDATED

Final Printing

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(1) EN ESTE ANEXO SE INCLUYE LAS NOTAS CORRESPONDIENTES A LAS CIFRAS DE LOS ESTADOS FINANCIEROS BASICOS, ASI COMO SUS DESGLOSES Y OTROS CONCEPTOS

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