

# Pilgrim's Pride Closes Fiscal Year 2019 with Net Sales of \$11.41 Billion, Operating Income of \$691 Million and GAAP EPS of \$1.83, an 83% increase over the \$1.00 in Fiscal Year 2018

# February 20, 2020

GREELEY, Colo., Feb. 20, 2020 (GLOBE NEWSWIRE) -- Pilgrim's Pride Corporation (NASDAQ: PPC) reports fourth quarter and year-end 2019 financial results.

#### 2019 Highlights

- Operating Income margins of 6.4% in U.S., 8.9% in Mexico and 3.3% in Europe operations, respectively.
- Net Income of \$455.9 million, or an 84% increase from last year.
- Adjusted EBITDA of \$973.8 million, a 22% increase over 2018, or an 8.5% margin.
- Portfolio strategy and geographic diversification reducing the impact of challenging specific market conditions. EBITDA outpacing the industry competition, driven by improved execution and increased operating performance across all business units, including the U.S., Mexico and Europe.
- Operating results from legacy European business rose by 7% on better operational efficiencies and input cost mitigation. Newly acquired operations already generating positive EBITDA, and on track to achieve performance competitive with leading companies with similar portfolio in next few years.
- We remain motivated to pursue additional growth potential and product differentiation, aligning our strategic priorities to continue to strengthen our differentiated global platforms.

# Fourth Quarter

- Net Sales of \$3.06 billion.
- Net GAAP Income of \$92.1 million, including one-time asset acquisition net gain due to valuation and acquisition adjustments.
- Operating Income margins of 3.2% in U.S., 2.5% in Mexico and 2.1% in Europe operations, respectively.
- Adjusted EBITDA of \$161.6 million (or a 5.3% margin).

Unaudited <sup>(2)</sup>	ted (2) Thirteen Weeks Ended					Fifty-Two Weeks Ended							
	December 29, 2019	December 30, 2018	Y/Y Change		December 30, 2018	Y/Y Change							
	(In millions, ex	cept per share an	d percentages)										
Net sales	\$ 3,063.5	\$ 2,656.8	+15.3 %	\$ 11,409.2	\$ 10,937.8	+4.3 %							
U.S. GAAP EPS	\$ 0.37	\$ (0.03 )	+1,333.3 %	\$ 1.83	\$ 1.00	+83.0 %							
Operating income	\$ 85.8	\$ 23.6	+263.6 %	\$ 690.6	\$ 495.7	+39.3 %							
Adjusted EBITDA <sup>(1)</sup>	\$ 161.6	\$ 111.0	+45.6 %	\$ 973.8	\$ 798.2	+22.0 %							
Adjusted EBITDA margin <sup>(1)</sup>	5.3 %	4.2 %	+1.1 pts	8.5 %	7.3 %	+1.2 pts							

(1) Reconciliations for non-U.S. GAAP measures are provided in subsequent sections within this release.

(2) Comparisons include Tulip from 10/15/19 forward.

"While overall global market conditions including U.S. commodity chicken improved during 2019, our team members have continued to deliver on our strategy, achieving a significant increase in relative performance compared to last year and to our industry competition. Our diverse global footprint has contributed to well-balanced and more consistent results against different specific market conditions. We maintain our approach to the successful Key Customer strategy, which is the basis for our strong growth. While our product portfolio is already differentiated, we are investing to further innovate, and increase our capacities and capabilities to meet customer demand. We expect value added, specialty products to account for a meaningfully larger portion of our total results over the next few years as we continue to de-emphasize the mix of more volatile commodity sales and strengthen our margin profile," stated Jayson Penn, Chief Executive Officer of Pilgrim's.

"In Q4, our operating performance in the U.S. has continued to improve, driven by our partnership with Key customers and the relentless focus on executing and delivering the best results possible despite changes in market conditions. Within our case-ready and small bird businesses, strong demand, especially from QSR customers, has continued to outstrip supply. The commodity sector has continued to be challenging but we experienced

improved market conditions compared to 2018. Our U.S. Prepared Foods continues to evolve, reflecting the investments made over the last few years."

"Weak macro conditions during Q4 in Mexico contributed to uncertainties in consumer spending and demand, especially in traditional markets. Although volume growth was solid, prices were below seasonal expectations. Despite the difficult market environment in Q4, our Mexican business has continued to perform well operationally versus the industry, and was able to generate an improvement in results during fiscal 2019 compared to 2018."

"Our legacy European operations once again produced continuing improvement in results driven by increased operational efficiencies, investments in automation, focus on higher yields, and better mitigation of input costs. Joining our global team during the quarter, the newly acquired operations are off to a strong start and already generating positive EBITDA. The solid performance was driven by strong pork exports and good domestic demand, as well as from the initial implementations of operational improvements."

#### **Conference Call Information**

A conference call to discuss Pilgrim's quarterly results will be held tomorrow, February 21, at 7:00 a.m. MT (9 a.m. ET). Participants are encouraged to pre-register for the conference call using the link below. Callers who pre-register will be given a unique PIN to gain immediate access to the call and bypass the live operator. Participants may pre-register at any time, including up to and after the call start time.

To pre-register, go to: https://services.choruscall.com/links/ppc200221.html

You may also reach the pre-registration link by logging in through the investor section of our website at <u>www.pilgrims.com</u> and clicking on the link under "Upcoming Events."

For those who would like to join the call but have not pre-registered, access is available by dialing +1 (844) 883-3889 within the US, or +1 (412) 317-9245 internationally, and requesting the "Pilgrim's Pride Conference." Please note that to submit a question to management during the call, you must be logged in via telephone.

Replays of the conference call will be available on Pilgrim's website approximately two hours after the call concludes and can be accessed through the "Investor" section of <u>www.pilgrims.com</u>. The webcast will be available for replay through May 21, 2020.

#### About Pilgrim's Pride

Pilgrim's employs approximately 58,500 people and operates protein processing plants and prepared-foods facilities in 14 states, Puerto Rico, Mexico, the U.K, and continental Europe. The Company's primary distribution is through retailers and foodservice distributors. For more information, please visit <u>www.pilgrims.com</u>.

#### **Forward-Looking Statements**

Statements contained in this press release that state the intentions, plans, hopes, beliefs, anticipations, expectations or predictions of the future of Pilgrim's Pride Corporation and its management are considered forward-looking statements. It is important to note that actual results could differ materially from those projected in such forward-looking statements. Factors that could cause actual results to differ materially from those projected in such forward-looking statements include: matters affecting the poultry industry generally; the ability to execute the Company's business plan to achieve desired cost savings and profitability; future pricing for feed ingredients and the Company's products; outbreaks of avian influenza or other diseases, either in Pilgrim's Pride's flocks or elsewhere, affecting its ability to conduct its operations and/or demand for its poultry products; contamination of Pilgrim's Pride's products, which has previously and can in the future lead to product liability claims and product recalls; exposure to risks related to product liability, product recalls, property damage and injuries to persons, for which insurance coverage is expensive, limited and potentially inadequate; management of cash resources; restrictions imposed by, and as a result of, Pilgrim's Pride's leverage; changes in laws or regulations affecting Pilgrim's Pride's operations or the application thereof; new immigration legislation or increased enforcement efforts in connection with existing immigration legislation that cause the costs of doing business to increase, cause Pilgrim's Pride to change the way in which it does business, or otherwise disrupt its operations; competitive factors and pricing pressures or the loss of one or more of Pilgrim's Pride's largest customers; currency exchange rate fluctuations, trade barriers, exchange controls, expropriation and other risks associated with foreign operations; disruptions in international markets and distribution channel, including anti-dumping proceedings and countervailing duty proceedings; and the impact of uncertainties of litigation as well as other risks described under "Risk Factors" in the Company's Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission. Pilgrim's Pride Corporation undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

# Contact: Dunham Winoto Investor Relations IRPPC@pilgrims.com (970) 506-8192 www.pilgrims.com

PILGRIM'S PRIDE CORPORATION CONSOLIDATED BALANCE SHEETS

> December 29, December 30, 2019 2018 (In thousands, except share and par value data)

	<b>*</b>		<b>*</b> ~~~ ~~~	
Cash and cash equivalents	\$ 260,568		\$ 338,386	
Restricted cash and cash equivalents	20,009		23,192	
Trade accounts and other receivables, less allowance for doubtful accounts	741,281		561,549	
Accounts receivable from related parties	944		1,331	
Inventories	1,383,535		1,159,519	
Income taxes receivable	60,204		38,479	
Prepaid expenses and other current assets	131,695		112,201	
Total current assets	2,598,236		2,234,657	
Deferred tax assets	4,426		4,248	
Operating lease assets, net	301,513	-		
Other long-lived assets	36,325		16,717	
Identified intangible assets, net	596,053		564,128	
Goodwill	973,750		949,750	
Property, plant and equipment, net	2,592,061		2,161,702	
Total assets	\$ 7,102,364		\$ 5,931,202	
Accounts payable	\$ 996,484		\$ 827,825	
Accounts payable to related parties	3,819		7,269	
Revenue contract liability	41,770		33,328	
Accrued expenses and other current liabilities	572,615		389,175	
Income taxes payable	7,075		8,221	
Current maturities of long-term debt	26,392		30,405	
Total current liabilities	1,648,155		1,296,223	
Long-term debt, less current maturities	2,276,029		2,295,190	
Noncurrent operating lease liability, less current maturities	235,382			
Noncurrent income taxes payable	7,731		7,731	
Deferred tax liabilities	301,907		237,422	
Other long-term liabilities	97,100		75,051	
Total liabilities	4,566,304		3,911,617	
Common stock, \$.01 par value, 800,000,000 shares authorized; 261,119,064 and 260,396,032 shares issued	4,000,004		3,311,017	
at year-end 2019 and year-end 2018, respectively; 249,572,119 and 248,965,081 shares outstanding at	2,611		2,604	
year-end 2019 and year-end 2018, respectively	2,011		2,001	
Treasury stock, at cost, 11,546,945 shares and 11,430,951 shares at year-end 2019 and year-end 2018,	(22.1.222		(22) 22	,
respectively	(234,892	)	(231,994	)
Additional paid-in capital	1,955,261		1,945,136	
Retained earnings	877,812		421,888	
Accumulated other comprehensive loss	(75,129	)	(127,834	)
Total Pilgrim's Pride Corporation stockholders' equity	2,525,663	,	2,009,800	,
Noncontrolling interest	10,397		9,785	
Total stockholders' equity	2,536,060		2,019,585	
Total liabilities and stockholders' equity	\$ 7,102,364		\$ 5,931,202	
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# PILGRIM'S PRIDE CORPORATION CONSOLIDATED AND COMBINED STATEMENTS OF INCOME (Unaudited)

	Thirteen Weeks	Fifty-Two Week	s Ended	
	December 29, 2019	December 30, 2018	December 29, 2019	December 30, 2018
	(In thousands,	except per share	data)	
Net sales	\$ 3,063,489	\$ 2,656,789	\$ 11,409,219	\$10,937,784
Cost of sales	2,862,094	2,544,941	10,338,825	10,094,308
Gross profit	201,395	111,848	1,070,394	843,476
Selling, general and administrative expense	115,597	85,629	379,910	343,025
Administrative restructuring activities	6	2,584	(84 )	4,765
Operating income	85,792	23,635	690,568	495,686
Interest expense, net of capitalized interest	33,446	36,911	132,630	162,812
Interest income	(2,796)	(3,146)	(14,277 )	(13,811 )
Foreign currency transaction loss (gain)	(1,006)	19,962	6,917	17,160
Gain on bargain purchase	(56,880)	_	(56,880)	—

Miscellaneous, net Income before income taxes Income tax expense (benefit) Net income Less: Net income (loss) attributable to noncontrolling interests Net income (loss) attributable to Pilgrim's Pride Corporation	2,112 110,916 18,681 92,235 155 \$ 92,080	(921 (29,171 (20,944 (8,227 (903 \$ (7,324	) ) ) )	4,633 617,545 161,009 456,536 612 \$ 455,924	(2,702 332,227 85,423 246,804 (1,141 \$247,945	)
Weighted average shares of common stock outstanding: Basic Effect of dilutive common stock equivalents Diluted	249,571 278 249,849	248,980 386 249,366		249,401 308 249,709	248,945 204 249,149	
Net income attributable to Pilgrim's Pride Corporation per share of common stock outstanding: Basic Diluted	\$ 0.37 \$ 0.37	\$ (0.03 \$ (0.03	)	\$ 1.83 \$ 1.83	\$ 1.00 \$ 1.00	

# PILGRIM'S PRIDE CORPORATION CONSOLIDATED AND COMBINED STATEMENTS OF CASH FLOWS

	Fifty-Two We December 29 2019 (In thousands	,	s Ended December 3 2018	0,
Cash flows from operating activities:	<b>•</b> (=0 =00		<b>•</b> • • • • • • •	
Net income	\$ 456,536		\$ 246,804	
Adjustments to reconcile net income to cash provided by operating activities:	007.000		074.000	
Depreciation and amortization	287,230		274,088	
Asset impairment		、	3,504	
Gain on bargain purchase	(56,880	)		
Foreign currency transaction losses (gains) related to borrowing arrangements	(4,970	)	5,267	
Loss on early extinguishment of debt recognized as a component of interest expense			15,818	
Amortization of bond premium	(668	)	(668	)
Accretion of bond discount	982		812	
Gain on property disposals	(10,896	)	(1,889	)
Gain on equity method investments	(63	)	(63	)
Share-based compensation	10,132		13,153	
Deferred income tax expense	42,478		32,540	
Changes in operating assets and liabilities:				
Trade accounts and other receivables	(25,000	)	(10,918	)
Inventories	(111,748	)	83,174	
Prepaid expenses and other current assets	(15,490	)	(11,612	)
Accounts payable and accrued expenses	119,892		86,834	
Income taxes	(26,378	)	(248,470	)
Long-term pension and other postretirement obligations	(9,221	)	(6,751	)
Other	5,764		4,458	
Cash provided by operating activities	666,521		491,650	
Cash flows from investing activities:				
Acquisitions of property, plant and equipment	(348,120	)	(348,666	)
Purchase of acquired business, net of cash acquired	(384,694	)	_	
Proceeds from property disposals	15,753		9,775	
Cash used in investing activities	(717,061	)	(338,891	)
Cash flows from financing activities:				
Proceeds from revolving line of credit and long-term borrowings	259,466		748,382	
Payments on revolving line of credit, long-term borrowings and capital lease obligations	(289,917	)	(1,117,009	)
Proceeds (distribution) from equity contribution under the Tax Sharing Agreement between JBS USA Food Company Holdings and Pilgrim's Pride Corporation	(525	)	5,558	
Payment on early extinguishment of debt	_		(9,781	)
Capital contributions to subsidiary by noncontrolling stockholders	_		1,421	-

Payment of capitalized loan costs	(652	) (12,581 )
Purchase of common stock under share repurchase program	(2,898	) (236 )
Cash used in financing activities	(34,526	) (384,246 )
Effect of exchange rate changes on cash and cash equivalents	4,065	3,534
Decrease in cash and cash equivalents	(81,001	) (227,953 )
Cash and cash equivalents, beginning of period	361,578	589,531
Cash and cash equivalents, end of period	\$ 280,577	\$ 361,578
Supplemental Disclosure Information:		
Interest paid (net of amount capitalized)	\$ 130,882	\$ 154,627
Income taxes paid	125,856	253,932

#### PILGRIM'S PRIDE CORPORATION Selected Financial Information (Unaudited)

"EBITDA" is defined as the sum of net income (loss) plus interest, taxes, depreciation and amortization. "Adjusted EBITDA" is calculated by adding to EBITDA certain items of expense and deducting from EBITDA certain items of income that we believe are not indicative of our ongoing operating performance consisting of: (1) income (loss) attributable to noncontrolling interests, (2) charges or income from restructuring activities, (3) reorganization items, (4) losses on early extinguishment of debt and (5) foreign currency transaction losses (gains). EBITDA is presented because it is used by management and we believe it is frequently used by securities analysts, investors and other interested parties, in addition to and not in lieu of results prepared in conformity with accounting principles generally accepted in the U.S. ("U.S. GAAP"), to compare the performance of companies. We believe investors would be interested in our Adjusted EBITDA because this is how our management analyzes EBITDA. The Company also believes that Adjusted EBITDA, in combination with the Company's financial results calculated in accordance with U.S. GAAP, provides investors with additional perspective regarding the impact of certain significant items on EBITDA and facilitates a more direct comparison of its performance with its competitors. EBITDA and Adjusted EBITDA are not measurements of financial performance under U.S. GAAP. They should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or an alternative to net income as indicators of our operating performance or any other measures of performance derived in accordance with U.S. GAAP.

# PILGRIM'S PRIDE CORPORATION

# Reconciliation of Adjusted EBITDA

(Unaudited)	Thirteen Weeks	Ended	Fifty-Two Weeks Ended				
	December 29, 2019	December 30, 2018	December 29, 2019	December 30, 2018			
	(In thousands)						
Net income (loss)	\$ 92,235	\$ (8,227 )	\$ 456,536	\$ 246,804			
Add:							
Interest expense, net	30,650	33,765	118,353	149,001			
Income tax expense (benefit)	18,681	(20,944)	161,009	85,423			
Depreciation and amortization	76,849	66,975	287,230	274,088			
EBITDA	218,415	71,569	1,023,128	755,316			
Add:							
Foreign currency transaction loss (gain)	(1,006)	19,962	6,917	17,160			
Transaction costs related to acquisitions	1,239	—	1,302	320			
Restructuring activities loss (gain)	6	2,584	(84 )	4,765			
Other nonrecurring losses	—	16,023	—	19,485			
Minus:							
Gain on bargain purchase	56,880	—	56,880	—			
Net income (loss) attributable to noncontrolling interest	155	(903)	612	(1,141 )			
Adjusted EBITDA	\$ 161,619	\$ 111,041	\$ 973,771	\$ 798,187			

The summary unaudited consolidated income statement data for the twelve months ended December 29, 2019 (the LTM Period) have been calculated by summing each of the unaudited thirteen week periods within the audited fifty-two week period ended December 29, 2019.

# PILGRIM'S PRIDE CORPORATION

# Reconciliation of LTM Adjusted EBITDA

(Unaudited)	Thirteen Weel	LTM Ended			
	March 31, June 30, 2019 2019		September 29, 2019	December 29, 2019	December 29, 2019
	(In thousands)				
Net income	\$84,125	\$170,080	\$ 110,096	\$ 92,235	\$ 456,536
Add:					
Interest expense, net	30,222	30,150	27,330	30,650	118,352

Income tax expense Depreciation and amortization EBITDA	20,416 67,182 201,945	75,547 71,348 347,125	46,365 71,851 255,642	18,681 76,849 218,415	161,009 287,230 1,023,127
Add: Foreign currency transaction loss (gain) Transaction costs related to acquisitions Restructuring activities loss (gain)	2,636 — (27	2,260 — ) (43	3,027 63 ) (20	(1,006 1,239 ) 6	) 6,917 1,302 (84 )
Minus: Gain on bargain purchase Net income attributable to noncontrolling interest Adjusted EBITDA	— 114 \$ 204,440	— 12 \$ 349,330	— 331 \$ 258,381	56,880 155 \$ 161,619	56,880 612 \$ 973,770

# PILGRIM'S PRIDE CORPORATION n

Reconciliation of	EBITDA Marg	yin
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(Unaudited)	Thirteen We	eks Ended	Ended Fifty-Two Weeks Ended		Thirteen Weeks Ended				Fifty-Two Weeks Ende			nded
	Dec 29, 2019	Dec 30, 2018	Dec 29, 2019	Dec 30, 2018	Dec 29, 2019		Dec 30, 2018		Dec 29, 2019		Dec 30 2018	,
	(In thousands	s, except perce	ent of net sales	5)								
Net income (loss)	\$ 92,235	\$ (8,227 )	\$456,536	\$246,804	3.01	%	(0.31	)%	4.00	%	2.26	%
Add:												
Interest expense, net	30,650	33,765	118,353	149,001	1.00	%	1.27	%	1.04	%	1.36	%
Income tax expense (benefit)	18,681	(20,944 )	161,009	85,423	0.61	%	(0.79	)%	1.41	%	0.78	%
Depreciation and amortization	76,849	66,975	287,230	274,088	2.51	%	2.52	%	2.52	%	2.51	%
EBITDA	218,415	71,569	1,023,128	755,316	7.13	%	2.69	%	8.97	%	6.91	%
Add:												
Foreign currency transaction loss (gain)	(1,006)	19,962	6,917	17,160	(0.03	)%	0.75	%	0.06	%	0.16	%
Transaction costs related to acquisitions	1,239	_	1,302	320	0.04	%	—	%	0.01	%	—	%
Restructuring activities loss (gain)	6	2,584	(84	) 4,765	—	%	0.10	%	—	%	0.04	%
Other nonrecurring losses Minus:	—	16,023	—	19,485	_	%	0.60	%	_	%	0.18	%
Gain on bargain purchase	56,880	_	56,880	_	1.86	%	_	%	0.50	%	_	%
Net income (loss) attributable to noncontrolling interest	155	(903)	612	(1,141)	0.01	%	(0.03	)%	0.01	%	(0.01	)%
Adjusted EBITDA	\$ 161,619	\$ 111,041	\$973,771	\$798,187	5.28	%	4.18	%	8.53	%	7.30	%
Net sales	\$ 3,063,489	\$2,656,789	\$ 11,409,219	\$10,937,784								

A reconciliation of net income (loss) attributable to Pilgrim's Pride Corporation ("Pilgrim's") per common diluted share to adjusted net income (loss) attributable to Pilgrim's per common diluted share is as follows:

#### PILGRIM'S PRIDE CORPORATION

**Reconciliation of Adjusted Net Income** (Unaudited)

	Thirteen Weeks	Ended	Fifty-Two Weeks Ended		
	December 29, 2019	December 30, 2018	December 29, 2019	December 30, 2018	
	(In thousands,	except per share of	data)		
Net income (loss) attributable to Pilgrim's	\$ 92,080	\$ (7,324 )	\$ 455,924	\$ 247,945	
Adjustments, net of tax:					
Loss on early extinguishment of debt	_	_	_	12,449	
Transaction costs related to acquisitions and restructuring activities net loss	920	1,919	900	3,778	
Other nonrecurring losses	_	11,903	_	14,475	
Foreign currency transaction loss (gain)	(744 )	14,829	5,113	12,748	
Gain on bargain purchase	(56,880)	—	(56,880)	—	
	\$ 35,376	\$ 21,327	\$ 405,057	\$ 291,395	
U.S. Tax Cuts & Jobs Act transition tax	_	_	_	26,400	

Adjusted net income attributable to Pilgrim's	\$ 35,376	\$ 21,327	\$ 405,057	\$ 317,795
Weighted average diluted shares of common stock outstanding	249,849	249,366	249,709	249,149
Adjusted net income attributable to Pilgrim's per common diluted share	\$ 0.14	\$ 0.09	\$ 1.62	\$ 1.28

A reconciliation of U.S. GAAP to non-U.S. GAAP financial measures. Net income (loss) per share is calculated by dividing the net income (loss) attributable to Pilgrim's Pride Corporation stockholders by the weighted average number of diluted shares.

# PILGRIM'S PRIDE CORPORATION Reconciliation of GAAP EPS to Adjusted EPS (Unaudited)

	Thirteen Weeks Ended		Fifty-Two Weeks Ended	
	December 29, 2019	December 30, 2018	December 29, 2019	December 30, 2018
	(In thousands, e	(In thousands, except per share data)		
U.S. GAAP EPS	\$ 0.37	\$ (0.03 )	\$ 1.83	\$ 1.00
Adjustments, net of tax:				
Loss on early extinguishment of debt	—	—	—	0.05
Transaction costs related to acquisitions and restructuring activities loss (gain)	_	0.01	_	0.02
Other nonrecurring losses	_	0.05	_	0.05
Foreign currency transaction loss (gain)	_	0.06	0.02	0.05
Gain on bargain purchase	(0.23)	_	(0.23)	_
	0.14	0.09	1.62	1.17
U.S. Tax Cuts & Jobs Act transition tax	—	—	—	0.11
Adjusted EPS	\$ 0.14	\$ 0.09	\$ 1.62	\$ 1.28
Weighted average diluted shares of common stock outstanding	249,849	249,366	249,709	249,149

# PILGRIM'S PRIDE CORPORATION Supplementary Geographic Data (Unaudited)

	Thirteen Weeks Ended		Fifty-Two Weeks Ended	
	December 29, 2019	December 30, 2018	December 29, 2019	December 30, 2018
	(In thousands)			
Sources of net sales by geographic region of origin:				
U.S.	\$ 1,904,515	\$ 1,820,952	\$7,636,716	\$7,425,661
Europe	815,397	514,541	2,383,793	2,148,666
Mexico	343,577	321,296	1,388,710	1,363,457
Total net sales	\$ 3,063,489	\$ 2,656,789	\$ 11,409,219	\$ 10,937,784
Sources of cost of sales by geographic region of origin:				
U.S.	\$ 1,779,959	\$ 1,772,730	\$6,903,237	\$ 6,909,779
Europe	759,788	476,844	2,212,042	1,977,838
Mexico	322,371	295,465	1,223,642	1,206,823
Elimination	(24 )	(98)	(96))	(132 )
Total cost of sales	\$ 2,862,094	\$ 2,544,941	\$10,338,825	\$ 10,094,308
Sources of gross profit by geographic region of origin:				
U.S.	\$ 124,556	\$ 48,222	\$733,479	\$ 515,882
Europe	55,609	37,697	171,751	170,828
Mexico	21,206	25,831	165,068	156,634
Elimination	24	98	96	132
Total gross profit	\$ 201,395	\$ 111,848	\$1,070,394	\$ 843,476
Sources of operating income by geographic region of origin:				
U.S.	\$ 60,307	\$ (9,579 )	\$487,275	\$ 291,381
Europe	16,949	15,979	79,182	84,524

Mexico Elimination Total operating income

8,512	17,137	124,015	119,649
24	98	96	132
\$ 85,792	\$ 23,635	\$690,568	\$ 495,686



Source: Pilgrim's Pride Corporation