# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 20549 

## FORM 8-K/A-1

## CURRENT REPORT

# PILGRIM'S PRIDE CORPORATION 

(Exact Name of Registrant as Specified in its Charter)

| Delaware | $1-9273$ | $75-1285071$ |
| :---: | :---: | :---: |
| (State or Other Jurisdiction | (Commission | (IRS Employer |
| of Incorporation) | File Number) | Identification No.) |

110 South Texas Street<br>75686-0093<br>Pittsburg, Texas<br>(Address of Principal Executive Offices)<br>(ZIP Code)

Registrant's telephone number, including area code: (903) 855-1000

## Item 9. Regulation FD Disclosure

This report amends the Current Report on Form 8-K filed by Pilgrim's Pride Corporation ("Pilgrim's Pride") earlier today that attaches as Exhibit 99.1 thereto an overview of Pilgrim's Pride Corporation to be referenced in its conference call of July 26, 2004. The overview attached hereto as Exhibit 99.1 replaces in its entirety the overview filed earlier today as the version previously filed inadvertently contained certain errors.

Attached hereto as Exhibit 99.1 is an overview of Pilgrim's Pride Corporation to be referenced in the conference call of July 26, 2004.

## Exhibit

Number Description
99.1

Overview of Pilgrim's Pride Corporation to be referenced in the conference call of July 26, 2004.

## Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## PILGRIM'S PRIDE CORPORATION

Date: July 26, 2004.

## Exhibit Index

## Exhibit Number

# Pilgrim's Pride Corporation 

# Overview of 3rd Quarter of Fiscal 2004 vs Fiscal 2003 

## Cautionary Notes and Forward-Looking Statements














 Seanime and Extrange Cummersin.








We have atso induded BBIDA in lis presention EBADA is preseled because we betive liat provides mearingul adtrinad

 to compare the perfomance of comparies, GBiDA is not a measumanent of laancial peofomance under generaly accepted

 accontance will generaly accepted acconnting pincities.

## U.S. Meat Supply Growth - Remains Nominal

|  | 2001 | 2002 | $\%$ Change | 2003 |  | 2004P | $\%$ Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beef | 26,102 | 27,090 | 4\% | 26,234 | (3\%) | 25,183 | (4\%) |
| Pork | 19,137 | 19,664 | 3\% | 19,918 | 1\% | 20,345 | 2\% |
| Total Red Meat | 45,239 | 46,754 | 3\% | 46,152 | (1\%) | 45,533 | (1\%) |
| Chicken | 31,266 | 32,240 | 3\% | 32,749 | 2\% | 33,943 | 4\% |
| Tukey | 5,513 | 5,660 | 3\% | 5,589 | (1\%) | 5,392 | (4\%) |
| Total Poulry | 36,779 | 37,900 | 3\% | 38,338 | 1\% | 39,335 | 3\% |
| Total Red Meat And Poulty | $\underline{82,018}$ | $\underline{84,654}$ | 3\% | 84,490 | (0\%) | $\underline{\underline{84,868}}$ | 0\% |
| Poutry Meat |  |  |  |  |  |  |  |
| Exported \& \% Total | 6,103 | 5,293 | 14.0\% | 5,451 | 14.2\% | 5,406 ${ }^{\text {², }}$ | 13.7\% |

*Chichen $54,965+$ Tukey $5441=\mathbf{5 , 4 0 6}$
Source: Sparks reporidabad/hly 12, 2004

## U.S. Per Capita Consumption

|  | 2001 | 2002 | \% Change | 2003 | $\%$ Change | 2004P | $\%$ Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beef | 66.2 | 67.6 | 2.1\% | 64.9 | (4.0\%) | 66.3 | 2.2\% |
| Pork | 50.2 | 51.5 | 2.6\% | 51.8 | 6\% | 51.8 | 0\% |
| Total Red Meat | 116.4 | 119.1 | 2.3\% | 116.7 | (2.0\%) | 118.1 | 1.2\% |
| Chicken | 75.5 | 81.9 | 8.5\% | 82.9 | 1.2\% | 86.8 | 4.7\% |
| Turkey | 17.5 | 17.7 | 1.1\% | 17.4 | (1.7\%) | 17.0 | (2.3\%) |
| Total Poulry | 93.0 | 99.6 | 7.1\% | 100.3 | 0.7\% | 103.8 | 3.5\% |
| Total Red Meat And Poultry | 209.4 | 218.7 | 4.4\% | 217.0 | (.8\%) | 221.9 | 2.3\% |
| Chicken Percent Exported | 18.0\% | 15.1\% | 13.55\%) | 15.2\% | 2.35\% | 14.63\% | (0.6\%) |

[^0]
## Top US Chicken Export Markets



## U.S. Industry Outlook

Pricing environment during (vs. prior year periods):

$$
\mathbf{1 s t}^{\text {st }} 9 \text {-mo. FY04 }
$$

Dark meat $\rightarrow \mathbf{+ 6 6 . 5 7 \%}$ to $\$ 0.317 / \mathrm{lb}$.
$\square$ Wings $\quad \rightarrow+\mathbf{7 4 . 0 8 \%}$ to $\$ 1.06 / \mathrm{lb}$.

- Breast Meat $\boldsymbol{\rightarrow} \mathbf{+ 3 4 . 5 3 \%}$ to $\$ 1.92 / \mathrm{fb}$.
$3^{\text {rd }}$ Qtr FY04
+58.73\% to \$0.339/b.
+61.78\% to \$1.12/b.
+48.40\% to \$2.38/b.

■ Export market - recovering from A.I. interruptions

Grain environment - After moving higher early in year, has now come back significantly
Favorable competitive meat environment

## Chicken Sales - $3^{\text {rd }}$ Quarter

|  | Actual |  |  | Proforma |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 | FY2003 | \%Change | FY2004 | FY2003 \%Change |  |
| Prepared Foods: Foodservice | \$ 461.6 | \$ 175.5 | 163.0\% | \$ 461.6 | \$ 334.6 | 38.0\% |
| Retail | 48.6 | 43.3 | 12.2\% | 48.6 | 59.0 | -17.6\% |
| Total Prepared Foods | 5102 | 218.8 | 133.2\% | 510.2 | 393.6 | 29.6\% |
| Fresh Chicken |  |  |  |  |  |  |
| Foodservice | 366.1 | 124.3 | 194.5\% | 366.1 | 299.7 | 22.2\% |
| Retal | 1812 | 63.9 | 183.6\% | 181.2 | 148.1 | 22.3\% |
| Total Fresh Chicken | 547.3 | 188.2 | 190.8\% | 547.3 | 447.8 | 22.2\% |
| Export and Other |  |  |  |  |  |  |
| Prepared Foods | 8.3 | 7.8 | 6.4\% | 8.3 | 10.6 | -21.7\% |
| Chicken-Other | 55.3 | 21.0 | 163.3\% | 55.3 | 46.1 | 20.0\% |
| Total Export and Other | 63.6 | 28.8 | 120.8\% | 63.6 | 56.7 | 12.2\% |
| Total U.S. Chicken | 1,121.1 | 435.8 | 157.3\% | 1,121.1 | 898.1 | 24.8\% |
| Total Mexico Chicken | 90.7 | 88.6 | 2.4\% | 90.7 | 88.6 | 2.4\% |
| Total Chicken Sales | \$ 1,211.8 | \$524.4 | 131.1\% | \$1,211.8 | \$986.7 | 22.8\% |

## Chicken Sales - $3^{\text {rd }}$ Quarter YTD

(5in minions)

Prepared Foods: Foodservice Retail
Total Prepared Foods
Fresh Chicken
Foodservice
Retail
Total Fresh Chicken
Export and Other Prepared Foods Chicken-Other
Total Export and Other
Total US. Chicken
Total Mexico Chicken Total Chicken Sales

| Actual |  |  | Proforma |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY2004 | FY2003 | \%Change |  | FY2004 | FY2003 | Change |
| \$ 1,184.7 | \$ 530.3 | 123.4\% | \$ | 1,315.6 | \$1,002.6 | 31.2\% |
| 157.2 | 120.0 | 31.0\% |  | 170.0 | 173.6 | -21\% |
| 1,342.0 | 650.3 | 106.4\% |  | 1,485.6 | 1,176.2 | 26.3\% |
| 941.8 | 333.3 | 1826\% |  | 1,079.8 | 813.5 | 327\% |
| 472.0 | 189.0 | 149.7\% |  | 524.2 | 437.6 | 198\% |
| 1,413.8 | 522.3 | 170.7\% |  | 1,604.0 | 1,251.1 | 28.2\% |
| 26.2 | 19.5 | 34.4\% |  | 27.8 | 25.1 | 10.8\% |
| 151.3 | 56.3 | 168.7\% |  | 180.3 | 131.6 | 37.0\% |
| 177.5 | 75.8 | 134.2\% |  | 208.1 | 156.7 | 328\% |
| 2,933.3 | 1,248.5 | 135.0\% |  | 3,297.7 | 2,584.0 | 27.6\% |
| 268.6 | 266.9 | 0.6\% |  | 268.6 | 266.9 | 0.6\% |
| \$3,201.9 | \$1,515.4 | 111.3\% | \$ | 3,566.3 | \$2,850.9 | 25.1\% |

## Turkey Sales -

(Sin milina)
Prepared Foods:
Foodservice
Retail
Total Prepared Foods
Fresh Turkey
Foodservice
Retail
Total Fresh Turkey

3rd Quarter
FY2004 FY2003 \%Change
$\$ 18.9 \quad \$ 18.7 \quad 1.1 \%$
$\frac{11.5}{30.4} \frac{8.4}{27.1} \frac{36.9 \%}{122 \%} \frac{27.4}{89.7} \frac{19.9}{86.9} \frac{37.7 \%}{3.2 \%}$

| 9.3 | 121 | $-23.1 \%$ | 27.7 | 38.2 | $-27.5 \%$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 24.2 | 30.0 | $-19.3 \%$ | 88.6 |  | 94.9 | $-6.6 \%$ |
|  | 33.5 |  | 421 | $-20.4 \%$ |  | 116.3 |

Export and Other
Prepared Foods
Turkey-Other
Total Export and Other Total Turkey Sales

| 3rd Quarter |  |  | 3rd Quarter YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FY2004 | FY2003 | \%Change | FY2004 | FY2003 | *Change |
| \$18.9 | \$ 18.7 | 1.1\% | \$ 623 | \$ 67.0 | -7.0\% |
| 11.5 | 8.4 | 36.9\% | 27.4 | 19.9 | 37.7\% |
| 30.4 | 27.1 | 122\% | 89.7 | 86.9 | 3.2\% |
| 93 | 121 | -23.1\% | 27.7 | 38.2 | -27.5\% |
| 24.2 | 30.0 | -19.3\% | 88.6 | 94.9 | 6.6\% |
| 33.5 | 421 | -20.4\% | 116.3 | 133.1 | 126\% |


| 0.5 | 0.3 | 75.0\% | 1.6 | 1.5 | 6.7\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1.9 | 28 | -321\% | 6.2 | 7.6 | -18.4\% |
| 24 | 3.1 | -226\% | 7.7 | 9.1 | -15.4\% |
| \$66.3 | \$723 | -8.3\% | \$213.7 | \$229.1 | 6.7\% |

## Earnings per Share

## FY2004 FY2003 \%Change

Actuals
3rd Quarter
3rd Quarter Year to Date

Proforma
$\begin{array}{lrcccr}\text { 3rd Quarter } & \$ & 0.15 & \$ & 0.08 & 88 \% \\ \text { 3rd Quarter Year to Date } & \$ & 1.00 & \$ & (0.02) & \text { NM }\end{array}$
\$ 0.15
\$
0.42
-64\%
\$ 0.86
\$
0.75

15\%

## Earnings per Share - Adjusted

Excluding the effects of turkey restructuring and other related charges (see slides 178 18)

|  | FY2004 |  | FY2003 |  | \%Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Adiusted Actuals ( ${ }^{\text {a }}$ ) |  |  |  |  |  |
| 3rd Quarter | \$ | 0.75 | \$ | 0.42 | 79\% |
| 3rd Quarter Year to Date | \$ | 1.51 | \$ | 0.75 | 101\% |
| Adjusted Proforma ( ${ }^{( }$) |  |  |  |  |  |
| 3rd Quarter | \$ | 0.80 | \$ | 0.08 | 900\% |
| 3rd Quarter Year to Date | \$ | 1.65 | \$ | (0.02) | NM |

(") Reflects the Turkey Restructuring and Other Related Charges of $\mathbf{\$ 0 . 6 0}$ and $\mathbf{\$ 0 . 6 5}$ for the 3rd Quarter and 3rd Quarter Year to Date, respectively, as shown on slides 17 \& 18.

## Non-Recurring \& Other Items Affecting Fiscal 2003-2004

(5in Mins)

| Three Months Ended huly 3, 2004 | Non-Recuring |  | Miscelaneous Net |  | Etect on hicome |  | Expenses |  | Efed on Net home (Loss) Before Tames |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tukey Rectiuduing | 5 | - | 5 |  | 5 |  | 5 | (522) | 5 | (522) |
| Ohner Charges - Tukey |  | - |  | - |  | - |  | (11.7) |  | (11.7) |
| Total | 5 | - | 5 | - | 5 | - | 5 | (63.9) | 5 | (63.9) |
| EPS Elect, net |  |  |  |  |  |  | 5 | (060) | 5 | (0.60) |
| Three Months Ended Jrie 28, 2003 | Non-Recuning |  | Miscelaneous Net |  | Etect on hacome |  | Expenses |  | Efied on Net hoome (Loss) Before Taxes |  |
| Ayian filuenca | 5 | 0.1 | 5 | - | 5 | 0.1 | 5 | - | 5 | 0.1 |
| vilanin |  | - |  | 0.4 |  | 0.4 |  |  |  | 0.4 |
| Methimine |  | 10.2 |  | 7.0 |  | 172 |  |  |  | 172 |
| Recall Efieds (ectimate) |  |  |  |  |  | 0.0 |  | ( 15.0 . ${ }^{\text {a }}$ |  |  |
| Tital | 5 | 10.3 | 5 | 7.4 | 5 | 17.7 | 5 | ( 15.0 . ${ }^{\text {d }}$ | 5 | 27 |
| EPS Elect, net |  | 0.15 |  | 0.10 |  | 0.25 |  | (020) |  | 0.05 |

## Non-Recurring \& Other Items Affecting Fiscal 2003-2004

(5in $\mathrm{H}^{-5 \mathrm{E}} \mathrm{m}$ )

| Mine Manths Ended JW 3, 20en | HomRecring |  | Mscelmmeors Met |  | Etat on lucome |  | Expenses |  | Efiect on Met lacone (Loss) Before Taxes |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Recal E 重晾 (estime) | \$ | - | \$ | - | \$ | - | 5 | (20.0) | \$ | (20.0) |
| Vabamin |  | 0.10 |  | 0.9 |  | 1.0 |  | - |  | 1.0 |
| Teltey Rextmining |  |  |  |  |  |  |  | (522) |  | (522) |
| Oner Cluages -Thtey |  |  |  |  |  |  |  | (11.7) |  | (11.7) |
| Tobal | 5 | 0.10 | 5 | 0.9 | 5 | 1.0 | 5 | (83.9) | \$ | (829) |
| EPS ETect, met |  | 0.00 |  | 0.01 |  | 0.01 |  | (0.83) |  | (0.82) |
| Mine Manthe Ended Jume 26, 20.83 | Hoa | caing |  | S Met |  | e | Exp |  |  | Tames |
| Aniom latmema | \$ | 16.1 | \$ | - | \$ | 16.1 | \$ | (7.3) | \$ | 8.8 |
| Yelab |  | 1.6 |  | 228 |  | 24.4 |  |  |  | 24.4 |
| Meltorine |  | 18.3 |  | 126 |  | 30.8 |  |  |  | 30.8 |
|  |  |  |  |  |  | 0.0 |  | (225) |  | (225) |
| Total | \$ | 36.0 | 5 | 35.4 | 5 | 71.3 | \$ | (29.8) | 5 | 41.5 |
| EPS Etect, met |  | 0.53 |  | 0.53 |  | 1.06 |  | (0.41) |  | 0.65 |

## Sales by Segment - 3rd Quarter

(5inmict

|  | Actuals |  |  | Proforma |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 | FY2003 | Change | FY2003 | \%Change |
| Total U.S. Chicken | \$ 1,121.1 | \$435.8 | 157.3\% | \$ 898.1 | 24.8\% |
| Total Mexico Chicken | 90.7 | 88.6 | 2.4\% | 88.6 | 2.4\% |
| Total Chicken Sales | \$ $1,211.8$ | \$524.4 | 131.1\% | \$ 986.7 | 22.8\% |
| Total Turkey Sales | 66.3 | 72.3 | -8.3\% | 72.3 | -8.3\% |
| Sale of Other Products | 169.9 | 55.1 | 208.3\% | 192.2 | -11.6\% |
| Total Net Sales | \$1,448.0 | \$651.8 | 122.2\% | \$1,251.2 | 15.7\% |

## Sales by Segment - 3rd Quarter YTD

| (Sinmina) | Actual |  |  | Proforma |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 | FY2003 | \%Change | FY2004 | FY2003 | \%Change |
| Total U.S. Chicken | \$2,933.3 | \$1,248.4 | 135.0\% | \$3,297.8 | \$2,584.0 | 27.6\% |
| Total Mexico Chicken | 268.6 | 266.9 | 0.6\% | 268.6 | 266.9 | 0.6\% |
| Total Chicken Sales | \$3,201.9 | \$1,515.3 | 111.3\% | \$3,566.4 | \$2850.9 | 25.1\% |
| Total Turkey Sales | 213.7 | 229.1 | -6.7\% | 213.7 | 229.1 | -6.7\% |
| Sale of Other Products | 461.7 | 165.5 | 179.0\% | 558.0 | 570.7 | -22\% |
| Total Net Sales | \$3,877.3 | \$1,909.9 | 103.0\% | \$4,338.1 | \$3,650.7 | 18.8\% |

## Summary Operating Results - Actual


Sales:
Chïcken and Oiher Products:
Uilted Stetes
Mexico
Sub Total
Tuikey
Total
Guwth

Operating lncomer

## Chicken and Oher Products:

 Uited Stes Mexico Sub TotalTukey
SduTotal
Nonrecuning recowenies
GAAP Operating lncome
Operaling Margin
Tukey Restucturing \& OHer Rethed Charges
Adjusted Operaing hcome
Operating Martin before Non-recuring recoveries.
TukeyRestuching \& Other Rebited Chaiges


| $\mathbf{\$}$ | 26.7 | $\$$ | 109.9 |
| ---: | ---: | ---: | ---: |
|  | 8.8 |  | $(1.7)$ |
| $\$$ | 36.5 | $\$$ | 1082 |
|  | $(19.7)$ |  | $(71.1)$ |
| $\$$ | 15.8 | $\$$ | 37.1 |
|  | 10.3 |  | - |
|  | 26.1 |  | 37.1 |
|  | $4.01 \%$ |  | $2.56 \%$ |
|  |  |  | 63.9 |
| $\$$ | 26.1 | $\$$ | 1010 |
|  |  |  |  |
|  | $4.01 \%$ |  | $6.96 \%$ |


| $\$$ | 32.4 | $\$$ | 231.7 |
| :---: | :---: | :---: | :---: |
|  | 18.9 |  | $(4.1)$ |
| $\$$ | 51.3 | $\$$ | 227.6 |
|  | $(49.4)$ |  | $(982)$ |
| $\$$ | 1.9 | $\$$ | 129.4 |
|  | 36.0 |  | 0.1 |
|  | 37.9 |  | 129.5 |
|  | $1.98 \%$ |  | $3.34 \%$ |
|  |  |  | 63.9 |
| $\$$ | 37.9 | $\$$ | 193.4 |
|  | $1.98 \%$ |  | $4.99 \%$ |

## Effects of turkey restructuring and other expenses

 on the quarter ended July 3, 2004

[^1]
## Effects of turkey restructuring and other expenses <br> on the nine months ended July 3, 2004

Het S:les
Costsain Expenses
Costof sites
Honrecuring reconenies
Sellig general and alminstrative
Restruchringchages

Oper:ing incone
Other Expense (Inconrey
Interest expense, net
Foreign exhmane (gein) loss
Piscellaneouriz, nit
mocone beforeincone traps
hncone tax expense
Hetincone
Het incone per conminn share
-basicand diluted
Weighted arerage shars outstanding

| AsReported |  | Turks Restruturing and Other RelatedChapes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Speritic |  | moperations |  | Todal |  | As Anyusted |  |
| \$ | 3877,769 | \$ | - | \$ | - | \$ | - | \$ | 3,877,899 |
|  | 3,506,597 |  | - |  | 41,703 |  | 11,703 |  | 3,493,84 |
|  | (16) |  | - |  | - |  | - |  | (6) |
|  | 193,160 |  | - |  | - |  | - |  | 190,460 |
|  | 50,210 |  | 50,212 |  | - |  | 20,212 |  |  |
| \$ | 374,833 | \$ | 50,212 | \$ | 11,703 | \$ | 63,905 | \$ | 3,763,988 |
| \$ | 128,436 | \$ | 50,712 | \$ | 11,703 | \$ | 63,905 | \$ | 493,311 |
| \$ | $\begin{array}{r} 41,688 \\ 378 \end{array}$ | \$ | - | \$ | - | \$ | - | \$ | $\begin{array}{r} 40,6 B 8 \\ 378 \end{array}$ |
|  | 1272 |  | - |  | - |  | - |  | 1272 |
| \$ | 4,208 | \$ | - | \$ | - | \$ | - | \$ | 42,2018 |
|  | $\begin{aligned} & 88,278 \\ & 34,178 \end{aligned}$ |  | $\begin{aligned} & 50,212 \\ & 49,837 \end{aligned}$ |  | $\begin{aligned} & 11,703 \\ & 4,447 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 63,905 \\ & 2,294 \end{aligned}$ |  | $\begin{array}{r} 151,133 \\ 58,462 \end{array}$ |
| \$ | 5 S, $0 \times 0$ | S | 3, ,356 | \$ | 7,276 | \$ | 31, | \$ | 92,671 |
|  | 5085 |  | 5053 |  | 50.2 |  | Su65 |  | SLEI |
|  | 61,375,254 |  | 61,376,24 |  | 61,37,254 |  | 61,36,204 |  | 61,376,24 |

## Summary Operating Results－Proforma

| （5 ¢ minions） | Thee Monts Ended |  |  |  | Mine Morms Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 FYO3 |  | 30 FY04 |  | 30 FY03 |  | 30 FYO4 |  |
| Sters |  |  |  |  |  |  |  |  |
| Chetrem and Ofter Prodedxs |  |  |  |  |  |  |  |  |
| Ulied Stars | \＄ | 1，085．0 | \＄ | 1，284．7 | \＄ | 3，140．4 | \＄ | 3，837．9 |
| Meiro |  | 93.9 |  | 97.0 |  | 281.3 |  | 286.4 |
| Sibl Total | \＄ | 1，178．9 | \＄ | 1，381．7 | \＄ | 3，421．7 | \＄ | 4，124．3 |
| Tailey |  | 723 |  | 66.3 |  | 229.1 |  | 213.7 |
| Total | \＄ | 1，2512 | \＄ | 1，448．0 | \＄ | 3，650．8 | \＄ | 4，338．0 |
| Growe |  |  |  | 15．73\％ |  |  |  | 18．82\％ |
| Dperfing licame（Loss） |  |  |  |  |  |  |  |  |
| Chetrem and Ofter Prodeds |  |  |  |  |  |  |  |  |
| Urited States | \＄ | 19.5 | \＄ | 109.9 | \＄ | 7.2 | \＄ | 255.3 |
| Meiso |  | 8.8 |  | （1．7） |  | 18.9 |  | （4．1） |
| Stb Total | \＄ | 28.3 | \＄ | 108.2 | \＄ | 26.1 | \＄ | 251.2 |
| Teriney |  | （197） |  | （71．1） |  | （49．4） |  | （98．2） |
| Sib Tokal | \＄ | 8.6 | \＄ | 37.1 | \＄ | （23．3） | \＄ | 153.0 |
| Momeching reavenies |  | 10.3 |  | － |  | 36.0 |  | 0.1 |
| GAPP Operating frconte | \＄ | 18.9 | \＄ | 37.1 | \＄ | 12.7 | \＄ | 153.1 |
| Operaing Margi |  | 1．51\％ |  | 256\％ |  | 0．35\％ |  | 3．53\％ |
| They Restrinting a Other Relled Charges |  |  |  | 63.9 |  |  |  | 63.9 |
| Adjeted Operating lincome | 3 | 18.3 |  | 181．8 | 5 | 12.7 |  | 217.8 |
| Operating Margi bebre Mow－redinigg remverios， Teikey Restanding a Oler Relled Charges |  | 1．51\％ |  | 6．98\％ |  | 0．35\％ |  | 5．00\％ |

## Results from Operations－ $3^{\text {rd }}$ Quarter

|  | Actual |  |  | Proforma |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 | FYZ003 | \％Change | FY2003 | ＊Change |
| Net Salers | \＄1，448．0 | \＄651．9 | 122．1\％ | \＄1，251．2 | 15．7\％ |
| Net Income | \＄ 9.8 | \＄ 17.4 | －43．7\％ | \＄ 5.6 | 75．0\％ |
| EB：TDA | \＄ 64.3 | \＄ 53.1 | 21．1\％ | \＄62．9 | 2．2\％ |
| EPS | \＄ 0.15 | \＄ 0.42 | －64．3\％ | \＄ 0.08 | 87．5\％ |
| EBA IDA Reconceriation |  |  |  |  |  |
| Net Income | \＄ 9.8 | \＄ 17.4 |  | \＄ 5.6 |  |
| Add： |  |  |  |  |  |
| Income Tax Expense（benefit） | 12.3 | 7.7 |  | 3.4 |  |
| Interest expense，net | 14.7 | 9.4 |  | 18.3 |  |
| Depreciation and amortization | 27.9 | 18.9 |  | 35.9 |  |
| Minus： |  |  |  |  |  |
| Amortization of capitalized financing costs | 0.4 | 0.3 |  | 0.3 |  |
| EBA TDA－as reported | \＄ 64.3 | \＄ 53.1 | 21．09\％ | \＄ 62.9 | 2．23\％ |
| B⿴囗十IDA Mamin－as reported | 44\％ | 8 15\％ |  | 5．03\％ |  |

## Results from Operations - $3^{\text {rd }}$ Quarter - Continued

(5 inmitrs, excepl per share figures)
EBA IDA Reconciliation
Net Income
Add:
Income Tax Expense (benerit)
Interest expense, net

| Actuad |  |  | Profurma |
| :---: | :---: | :---: | :---: | :---: |
| FY2004 | FY2003 \%Change | FY2003 \%Change |  |

\$ $\quad 9.8$ \$ 17.4
$\$ 5.6$

Interest expense, net
Depreciation and amortization
Minus:

Amortization of capitalized financing costs
EBATDA - as reported
EBA TDA Margin - as reported

|  | 0.4 | 0.3 |  |
| :--- | ---: | ---: | ---: |
| $\$$ | 64.3 | $\$ 53.1$ | $21.09 \%$ |
| $4.44 \%$ | $8.15 \%$ |  |  |



Nan-recuring Recoveries
Turkey Restructuing \& Other Redated Charge (*) $\qquad$
EBATDA - Adjusted
EBATDA Mangin-Adjusted
3.4
18.3 35.9

| 14.7 | 9.4 | 18.3 |
| ---: | ---: | ---: |
| 27.9 | 18.9 | 35.9 |

(') Rellects the Assel hipainment porfion of the Tukey Restructurig charges

## Results from Operations - 3rd Quarter YTD

| \%mins. excliper sharefgres) | Actual |  |  | Pioforma |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2014 | FY2003 | \%Change | FY2014 | FY2013 | KChange |
| Net Sales | 53,877.3 | 51,909.9 | 103\% | 54,338.7 | 53,650.7 | 19\% |
| Nei Income | 5 53.1 | 5 31.0 | 71\% | 5 66.3 | 5 (1.3) | $-5201 \%$ |
| EBIDA | 5 213.4 | 5 128.3 | 65\% | 5 247.7 | 5 152.3 | 63\% |
| EPS | 50.85 | 5 0.75 | 15\% | 51.00 | 5 (0.02) | $-5101 \%$ |
| EHIDA Reconctition |  |  |  |  |  |  |
| Met lncome | \$ 53.1 | \$ 31.0 |  | \$ 66.3 | \$ (1.3) |  |
| Adt |  |  |  |  |  |  |
| mocome TaxEApense (bemelif) | 34.1 | 15.3 |  | 424 | (0.8) |  |
| Intrest expemse, met | 40.7 | 28.8 |  | 45.0 | 53.5 |  |
| Deprecition and amorication | 86.9 | 54.3 |  | 95.4 | 1020 |  |
| Miner |  |  |  |  |  |  |
| Amoricalion oficapt, ried francigg costs | 1.4 | 1.1 |  | 1.4 | 1.1 |  |
| E日RTDA-as repoled | \$ 213.4 | \$ 128.3 | 6633\% | \$ 247.7 | \$ 1523 | -1380\% |
| EBIIDAMarg-as reporled | 5.50\% | 6.72\% |  | 5.71\% | 4.17\% |  |

## Results from Operations－3rd Quarter YTD－ Continued

（5inmitors exciphper sharefigus）

EHIDAReconptation

## Met Income

Add：
mcomeTaxEqpemse（bemetif）
herest eppemse，met Deprecition and anorication
MEEF
Anoriraion of capitaried trancing costs EBITDA－as repoled
EBITDA Mang－as repoled
Mon－recing Recoveries


ERITDA－AdHusted
EEITDA Murgin－Mdusted
$\qquad$
EY2004 EY2003 KChange
\＄ 53.1 \＄ 31.0
$34.1 \quad 15.3$
40.7 28．8
$86.9 \quad 54.3$

|  | 1.4 | 1.1 |  |  |
| ---: | ---: | ---: | ---: | ---: |
| $\$$ | 213.4 | $\$$ | 128.3 | $66.33 \%$ |
|  | $5.50 \%$ |  | $6.72 \%$ |  |
|  |  |  |  |  |

$-10.3$
$\qquad$
\＄ 257.8 \＄118．0 118．47\％
$6.65 \% \quad 6.18 \%$

Ptoforma
EY20，4 EY2003
KChange



## Long Term Debt

|  | nhr3， 2104 |  |  |  |  |  | Splatier 27， 7013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Finat | Outaning |  |  |  |  | $\begin{gathered} \text { Fimal } \\ \text { Miluily } \end{gathered}$ | Oubdering |  | Are ${ }^{\text {athe }}$ | F |  |
|  | 211 | 5 | 313.127 | － | \＄ | 37137 | 211 |  | 3103，500 | － | \＄ | 301，500 |
|  | 2 13 |  | 100， 000 | － |  | 1 mmo | － |  |  | － |  |  |
|  H185I | 212 |  |  | － |  | 皿䁲 | 212 |  | 5 | Z．000 |  | 8． 512 |
|  | 213 |  | 7338 | － |  | 7，m | － |  | － | － |  | － |
|  <br>  | 2013 |  | 19，000 | － |  | 14．m | － |  | － | － |  | － |
| Reutin tumberil ferity <br>  | 211 |  | E．000 | 417．Dil |  | $4{ }^{+0}$ |  |  |  |  |  |  |
|  HLIEOR phe 1．fix，piyghte mandy | － | Amerime nid Edarim |  |  |  |  | 209 |  | 32188 | 28.812 |  | 5r．mm |
|  <br>  | － |  |  |  |  |  | 2006 | 15813 |  | 98．187 | 115 mm |  |
|  | 212 |  | 9，500 | － |  | 4.5 |  |  |  |  | 15－ |
|  | 219 |  | 4.70 | － |  | 4 m | － |  | － |  | － |  | － |
| Other nita prydip | Yer |  | 229 | － |  | 428 | Y＊R |  | $1 \mathrm{FR2}$ | － |  | 1.80 |
|  |  |  | ［89．472 | \＄417，Diil | 5 | 011232 |  |  | 48.86 | 53 Br ［89 | 5 | 相明 |
| Lex cmmal miturib |  |  | 8，175 |  |  |  |  |  | 2000 |  |  |  |
| Tutalluntumidet |  | 5 P1277 |  |  |  |  |  | 5 415．965 |  |  |  |  |

## Other Credit Facilities

|  | H-3,2004 |  |  |  |  |  | Septerber 27, 2003 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiall | O-rtanding | Anainhle |  | Facily <br> Tota |  | Fied | Ohlstandig |  | Amainue |  | Facily |  |
|  <br> it UBOR plas $1.25 \%$, payable modity <br> Mevios Rewhing Cred Facty | $\begin{aligned} & 2009 \\ & 2004 \end{aligned}$ | \$ 0 | \$ | $\begin{array}{r} 101,540 \\ 30,000 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 150,000 \\ 30,000 \\ \hline \end{array}$ | $\begin{aligned} & 2005 \\ & 2004 \end{aligned}$ | \$ | $50$ | \$ | $\begin{aligned} & 82.936 \\ & 30.000 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 100,000 \\ 30,000 \\ \hline \end{array}$ |
| Thal Reroting Credit Facties |  | 5 | 5 | 131,540 | 5 | 180000 |  | 5 | - | 5 | 11,936 | 5 | 130,000 |
| Total Deit |  | \$ 599,472 | 5 | 548,600 | 5 | 1,148,072 |  | 5 | 418,645 | 5 | 48,935 | 5 | 918,644 |
| Reximablss Pudunse Agreemet | 2008 | \$ 125,000 | 5 | - | 5 | 12,000 | 2008 | 5 | 58,500 | 5 | 66,500 | 5 | 125,000 |
| Total Detit and Recein ble Purchase Faris | ties | S 724,472 | 5 | 5*8,600 | 5 | 1,73,072 |  | 5 | 477,145 | 5 | 549,435 | \$ | 1,043,644 |

## Capital Expenditures




## Summary Credit Ratios \& Other Information

|  | FYE 2003 | 3Q 2003 | 3Q 2004 | 9-10 FY03 | 9-Mo FYO4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EBITDA / Interest Expense | 4.58x | 5.65x | 4.24x | 5.03x | 5.20x |
| Adj. EBITDA / Interest Exp. ${ }^{\text {(1) }}$ | - | - | 7.39x | - | 6.34x |
| Total Debt / EBITDA | 2.41x | - | - | 3.33x ${ }^{(1)}$ | 1.29x ${ }^{(2)}$ |
| Total Debt / Total Capital | 48.4\% | - | - | 53.3\% | 41.4\% |
| Net Worth (milions) | \$446.7 | - | - | \$422.2 | \$849.9 |
| Book Value/Common Share | \$10.87 | - | - | \$10.27 | \$12.75 |



OAdj. to include $\mathbf{\$ 4 4} \mathbf{4}$ milion retated to the Asset mpaiment portion of the Turker Restructuring charges. 27


[^0]:    Source: Nutimal Ghichen Counci

[^1]:    In limuscants except per share in fomation

