

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**

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**FORM 8-K**

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**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

**Date of report (Date of earliest event reported): October 26, 2016**

**PILGRIM'S PRIDE CORPORATION**

(Exact Name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of incorporation)

**1-9273**

(Commission File Number)

**75-1285071**

(IRS Employer Identification No.)

**1770 Promontory Circle**  
**Greeley, CO**

(Address of principal executive offices)

**80634-9038**

(Zip Code)

Registrant's telephone number, including area code: **(970) 506-8000**

**Not Applicable**

(Former name or former address, if changed since last report.)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Item 7.01. Regulation FD Disclosure**

Attached hereto as Exhibit 99.1 is an overview of Pilgrim's Pride Corporation to be referenced during the Company's earnings conference call of October 27, 2016.

The information furnished in Item 7.01 and in Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any of Pilgrim's Pride Corporation's filings under the Securities Act of 1933, as amended, or the Exchange Act.

**Item 9.01 Financial Statements and Exhibits.**

Exhibit 99.1 Press release dated October 26, 2016

**SIGNATURE**

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

Date: October 26, 2016

PILGRIM'S PRIDE CORPORATION

/s/ Fabio Sandri

Fabio Sandri

Chief Financial Officer

**Exhibit Index**

Exhibit 99.1 Press release dated October 26, 2016



**Pilgrim's Pride Corporation**  
Financial Results for  
Third Quarter Ended Sep 25, 2016



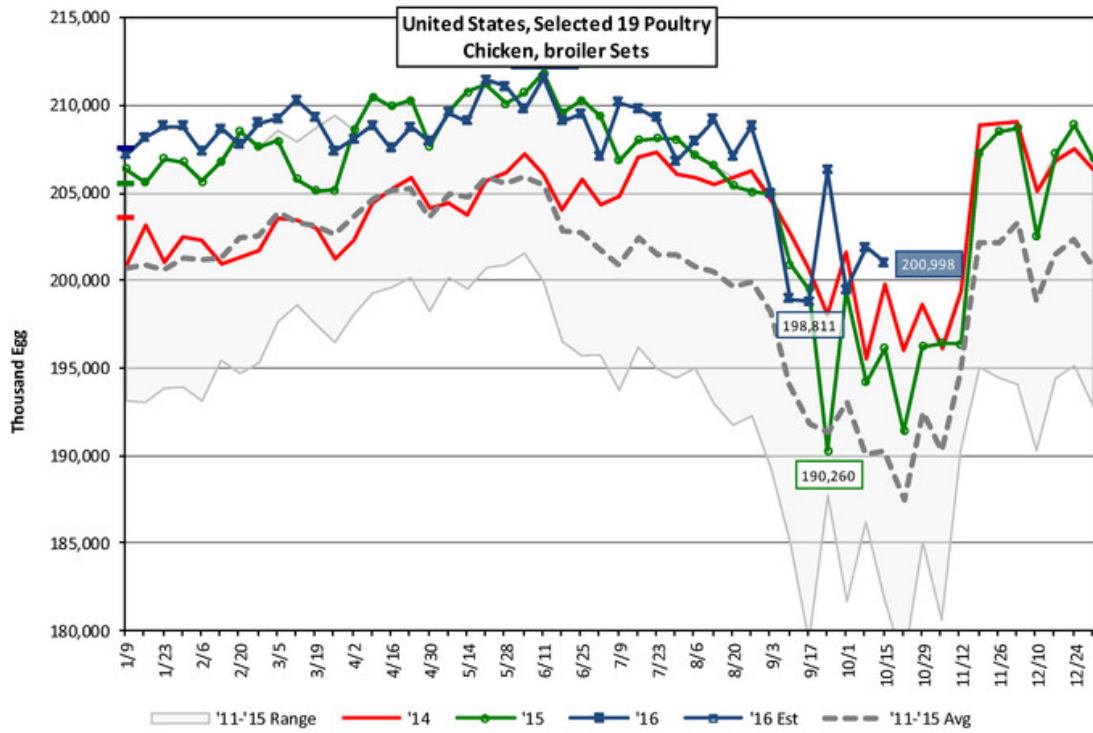


## Cautionary Notes and Forward-Looking Statements

- Statements contained in this presentation that share our intentions, beliefs, expectations or predictions for the future, denoted by the words “anticipate,” “believe,” “estimate,” “should,” “expect,” “project,” “plan,” “imply,” “intend,” “foresee” and similar expressions, are forward-looking statements that reflect our current views about future events and are subject to risks, uncertainties and assumptions. Such risks, uncertainties and assumptions include the following matters affecting the chicken industry generally, including fluctuations in the commodity prices of feed ingredients and chicken; actions and decisions of our creditors; our ability to obtain and maintain commercially reasonable terms with vendors and service providers; our ability to maintain contracts that are critical to our operations; our ability to retain management and other key individuals; certain of our reorganization and exit or disposal activities, including selling assets, idling facilities, reducing production and reducing workforce, resulted in reduced capacities and sales volumes and may have a disproportionate impact on our income relative to the cost savings; risk that the amounts of cash from operations together with amounts available under our exit credit facility will not be sufficient to fund our operations; management of our cash resources, particularly in light of our substantial leverage; restrictions imposed by, and as a result of, our substantial leverage; additional outbreaks of avian influenza or other diseases, either in our own flocks or elsewhere, affecting our ability to conduct our operations and/or demand for our poultry products; contamination of our 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; changes in laws or regulations affecting our operations or the application thereof; new immigration legislation or increased enforcement efforts in connection with existing immigration legislation that cause our costs of business to increase, cause us to change the way in which we do business or otherwise disrupt our operations; competitive factors and pricing pressures or the loss of one or more of our largest customers; currency exchange rate fluctuations, trade barriers, exchange controls, expropriation and other risks associated with foreign operations; disruptions in international markets and distribution channels; and the impact of uncertainties of litigation as well as other risks described herein and under “Risk Factors” in the Company’s Annual Report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”).
- Actual results could differ materially from those projected in these forward-looking statements as a result of these factors, among others, many of which are beyond our control. In making these statements, we are not undertaking, and specifically decline to undertake, any obligation to address or update each or any factor in future filings or communications regarding our business or results, and we are not undertaking to address how any of these factors may have caused changes to information contained in previous filings or communications. Although we have attempted to list comprehensively these important cautionary risk factors, we must caution investors and others that other factors may in the future prove to be important and affecting our business or results of operations.
- This presentation may include information that may be considered non-GAAP financial information as contemplated by SEC Regulation G, Rule 100, including EBITDA, Adjusted EBITDA, LTM EBITDA, Net Debt, Free Cash Flow, Adjusted EBITDA Margin and others. Accordingly, we have provided tables in the accompanying appendix and in our previous filings with the SEC that reconcile these measures to their corresponding GAAP-based measures and explain why these measures are useful to investors, which can be obtained from the Consolidated Statements of Income provided with our previous filings with the SEC. Our method of computation may or may not be comparable to other similarly titled measures used in filings with the SEC by other companies. See the consolidated statements of income and consolidated statements of cash flows included in our financial statements.

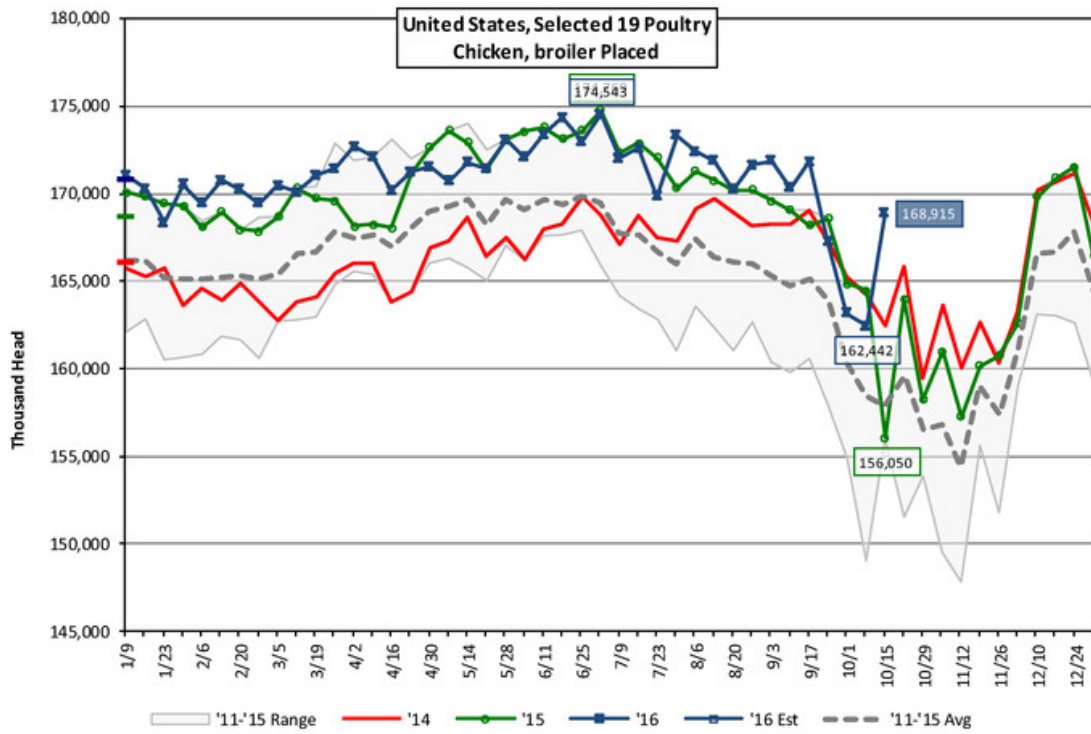


# Eggs Sets Up Slightly YTD vs Last Year





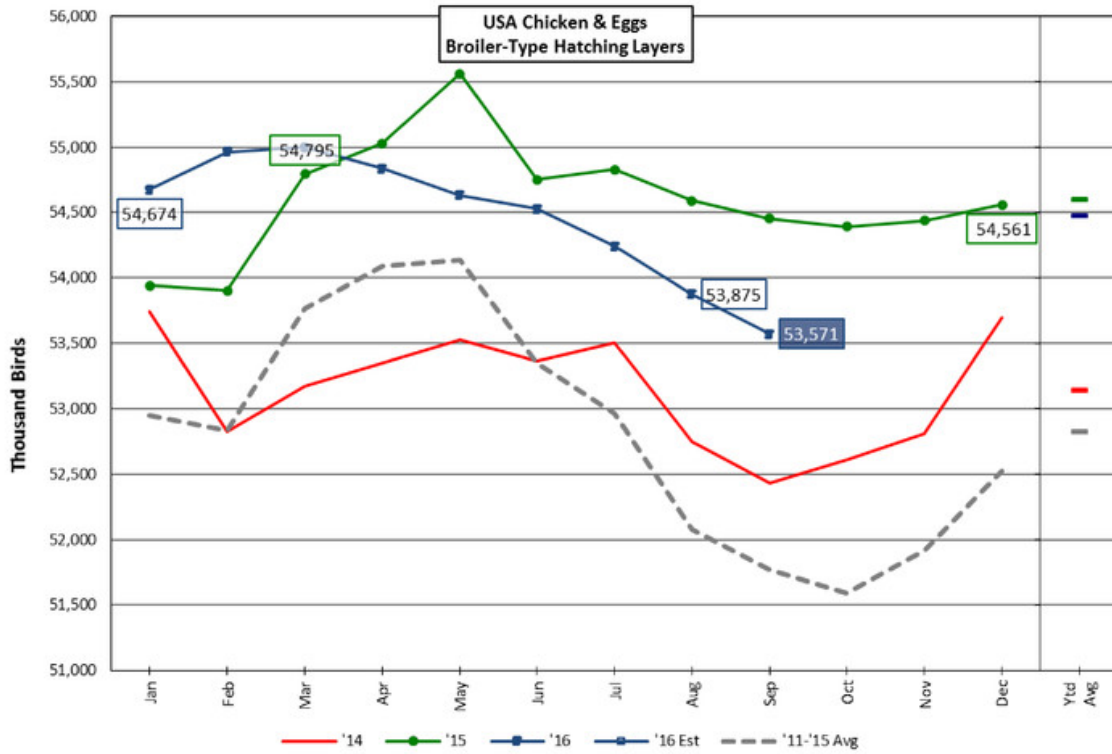
# Placements Averaging Mostly Flat vs 2015





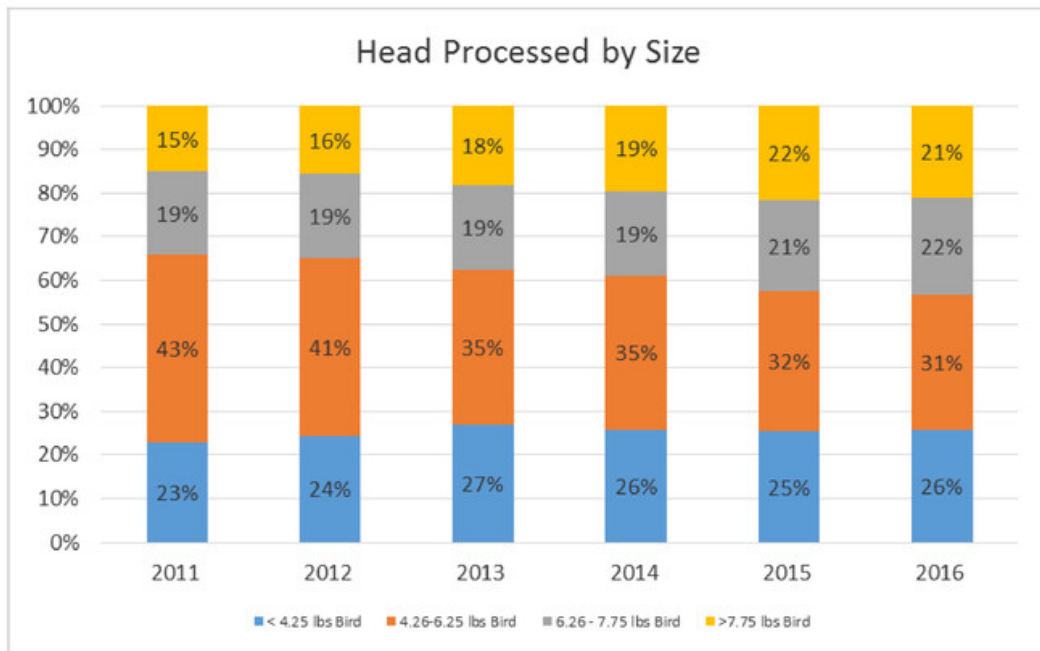


## Benign Layer Flock Supportive of Modest Growth in Production





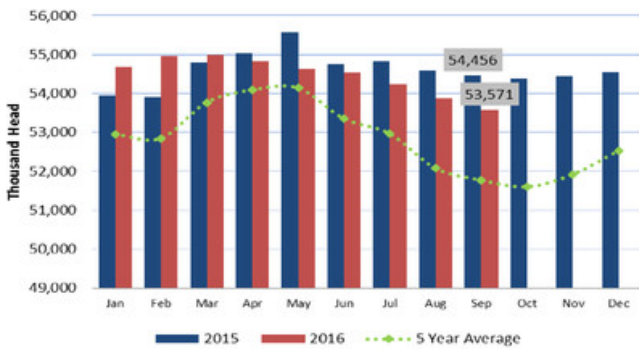
## Jumbo Bird Accounting For Larger Share



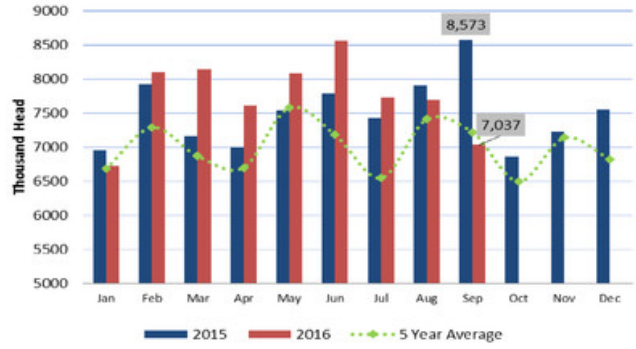


# Hatching Layers Remain Flat YTD, Placements Lower in Sep

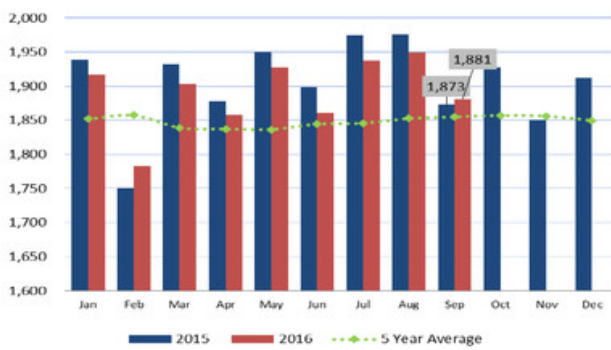
Broiler Type Hatching Layers



Intended Pullet Placements



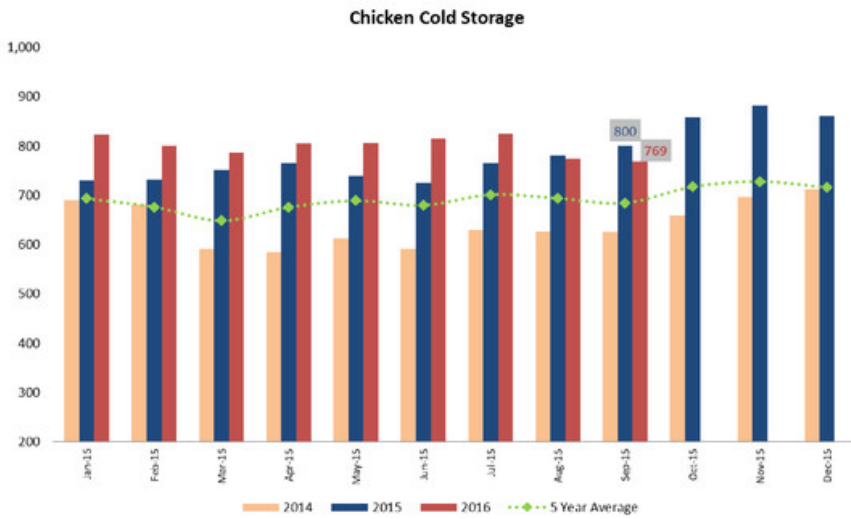
Egg Production Per 100 Layers



- Hatching layers fell in Sep and remain flat YTD from a year ago.
- Pullet placements declined 18% in Sep, and YTD are now better reflecting changes in layer flock size.



## Cold Storage Levels Slowly Declining

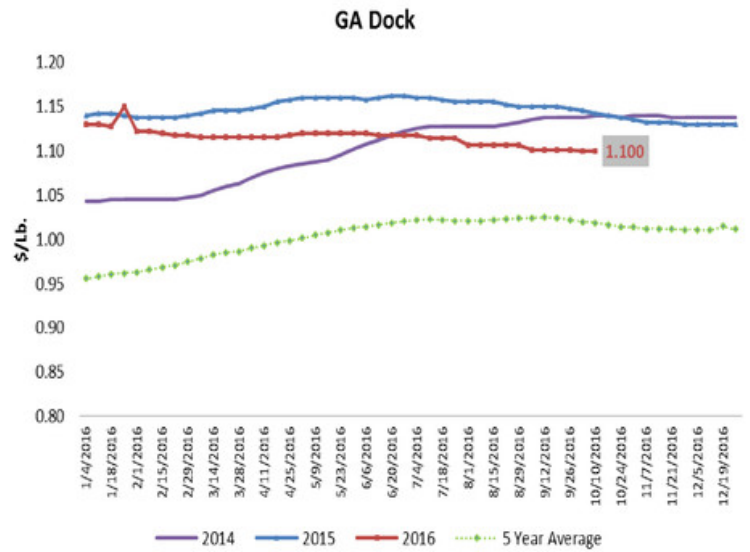
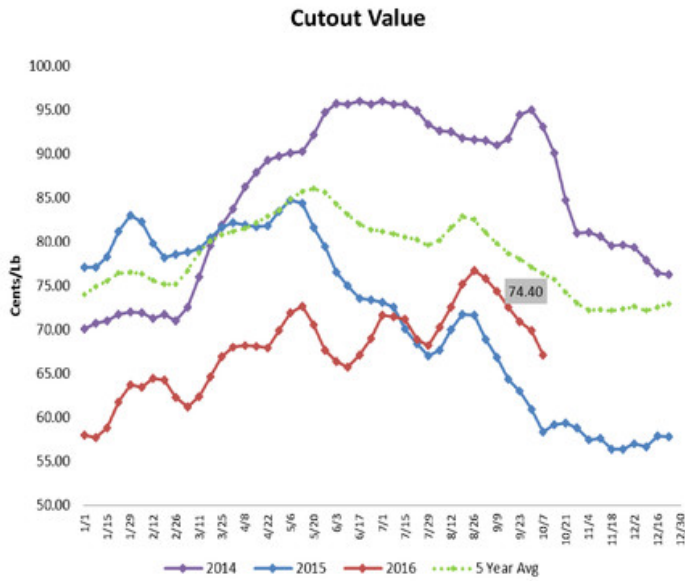


| Part                 | Sep-15         | Sep-16         | % Change     |
|----------------------|----------------|----------------|--------------|
| Broilers             | 12,939         | 22,260         | 72.0%        |
| Hens                 | 10,579         | 11,449         | 8.2%         |
| Breast Meat          | 139,304        | 149,480        | 7.3%         |
| Drumsticks           | 20,167         | 17,445         | -13.5%       |
| Leg Quarters         | 164,192        | 133,131        | -18.9%       |
| Legs                 | 16,591         | 12,683         | -23.6%       |
| Thighs               | 14,097         | 10,551         | -25.2%       |
| Thigh meat           | 27,038         | 19,879         | -26.5%       |
| Wings                | 71,861         | 90,279         | 25.6%        |
| Paws and feet        | 26,617         | 20,104         | -24.5%       |
| Other                | 296,820        | 281,467        | -5.2%        |
| <b>Total Chicken</b> | <b>800,205</b> | <b>768,728</b> | <b>-3.9%</b> |

- Overall inventories 3.9% lower than 2015 levels. Leg Quarters continue to remain lower year on year driven by strong exports.

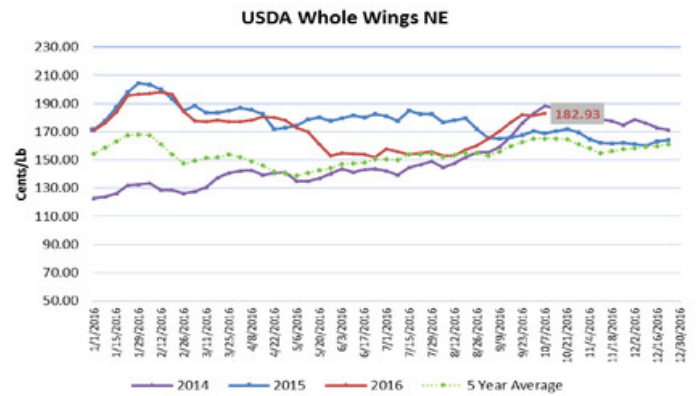
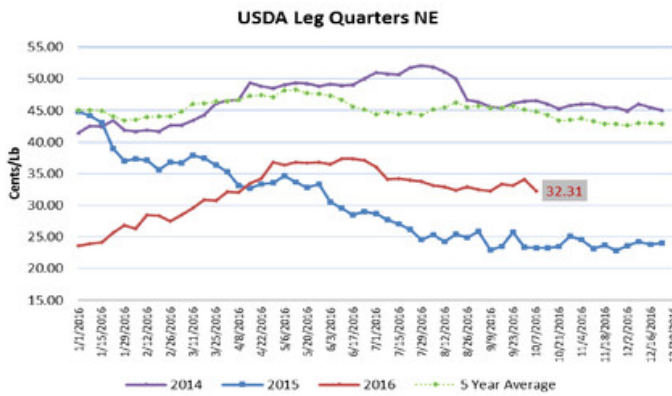
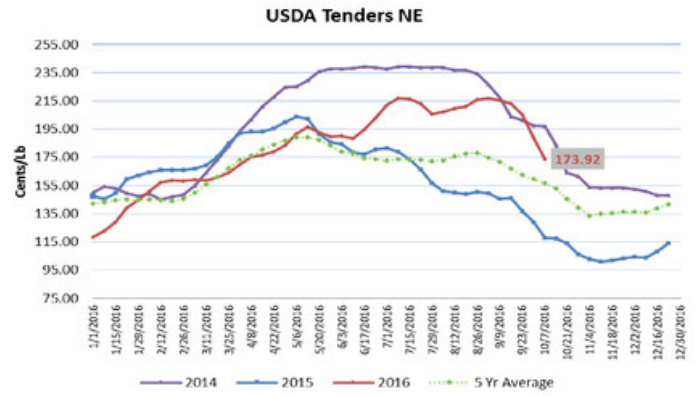
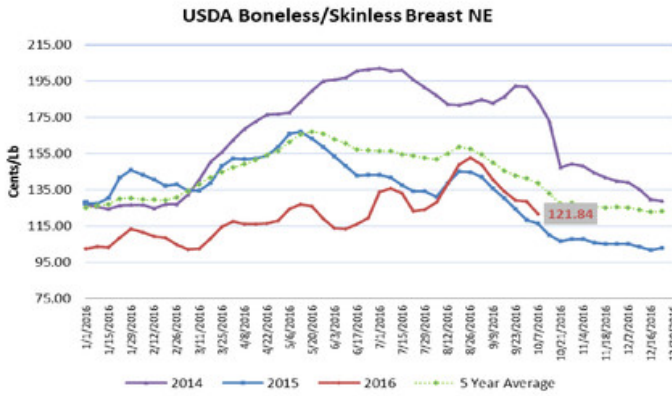


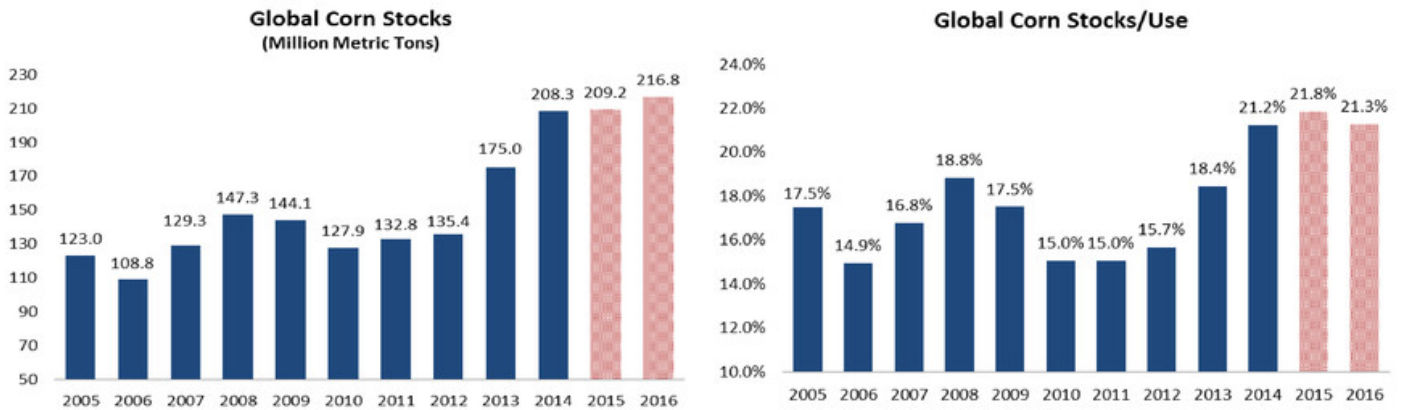
# Cutout Values Remain Ahead of 2015 while Contracts Still Firm





# Leg Quarters Improved vs 2015, Other Parts In-line with Normal Seasonality

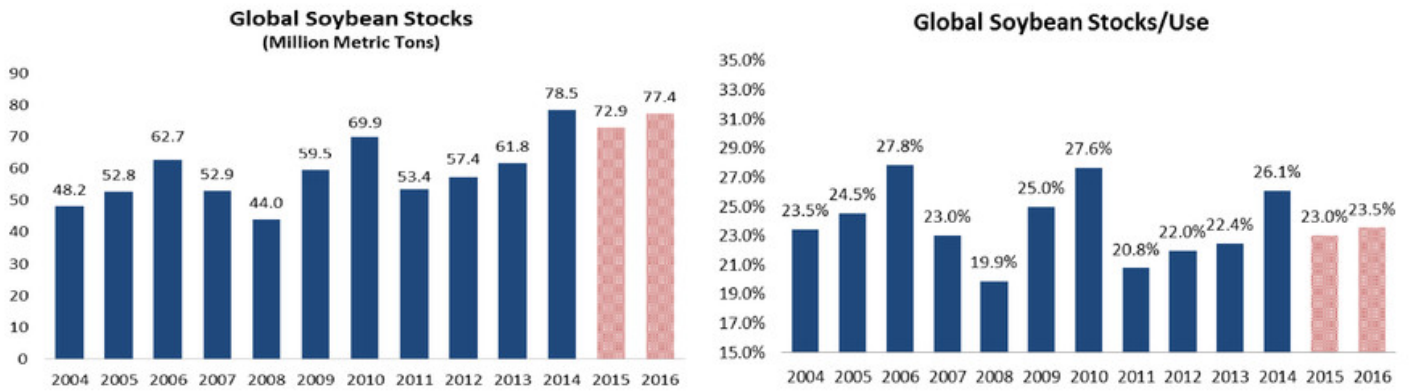




- Global stocks hitting record high levels as harvest remains plentiful.
- 2016 stocks-to-use global inventories have backed off slightly compared to historically high in 2015 but still elevated.



# Global Soybean Inventories Increasing



- Global inventories of soybeans remain high and above 2015 levels.
- Demand for oilseed products estimated to narrow slightly in 2016.





## Third Quarter 2016 Financial Review

| Main Indicators (\$M)          | Q3-16        | Q3-15        |
|--------------------------------|--------------|--------------|
| Net Revenue                    | 2,031.7      | 2,112.5      |
| Gross Profit                   | 210.2        | 284.5        |
| SG&A                           | 46.4         | 53.4         |
| Operating Income               | 163.8        | 231.1        |
| Net Interest                   | 11.8         | 10.2         |
| Net Income                     | 98.7         | 137.1        |
| Earnings Per Share (EPS)       | 0.39         | 0.53         |
| Adjusted EBITDA*               | 210.8        | 274.3        |
| <i>Adjusted EBITDA Margin*</i> | <i>10.4%</i> | <i>13.0%</i> |

\* This is a non-GAAP measurement considered by management to be useful in understanding our results. Please see the appendix and most recent SEC financial filings for definition of this measurement and reconciliation to GAAP.

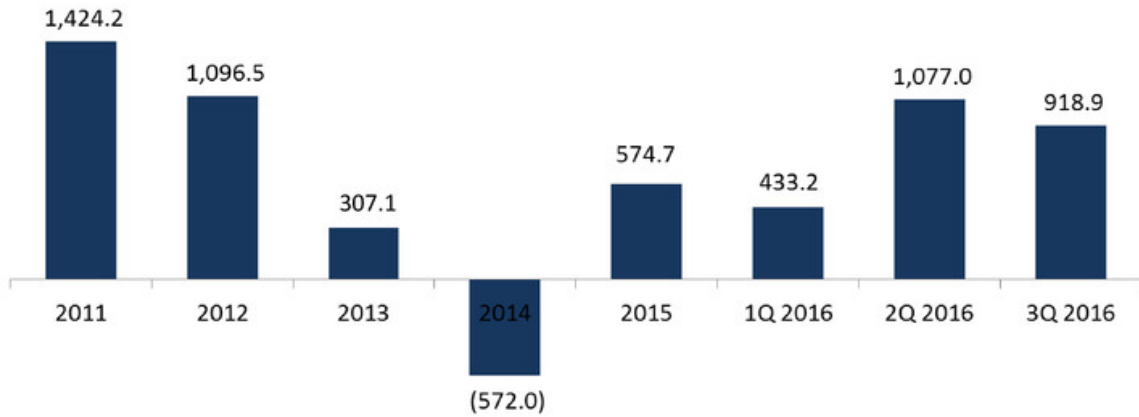
- Respectable Q3 performance: MX environment weaker Q/Q but consistent with seasonality; synergy capture on track. U.S. solid but impacted by downtime due to slower than expected ramp at largest PF plant.
- SG&A also positively impacted by MX synergies.
- Adjusted Q3-16 EBITDA below Q3-15 because of PF plant overhang however Fresh remains solid.

| In \$M                         | U.S.        | MX          |
|--------------------------------|-------------|-------------|
| Net Revenue                    | 1,724.6     | 307.1       |
| Operating Income               | 141.2       | 22.6        |
| <i>Operating Income Margin</i> | <i>8.2%</i> | <i>7.4%</i> |



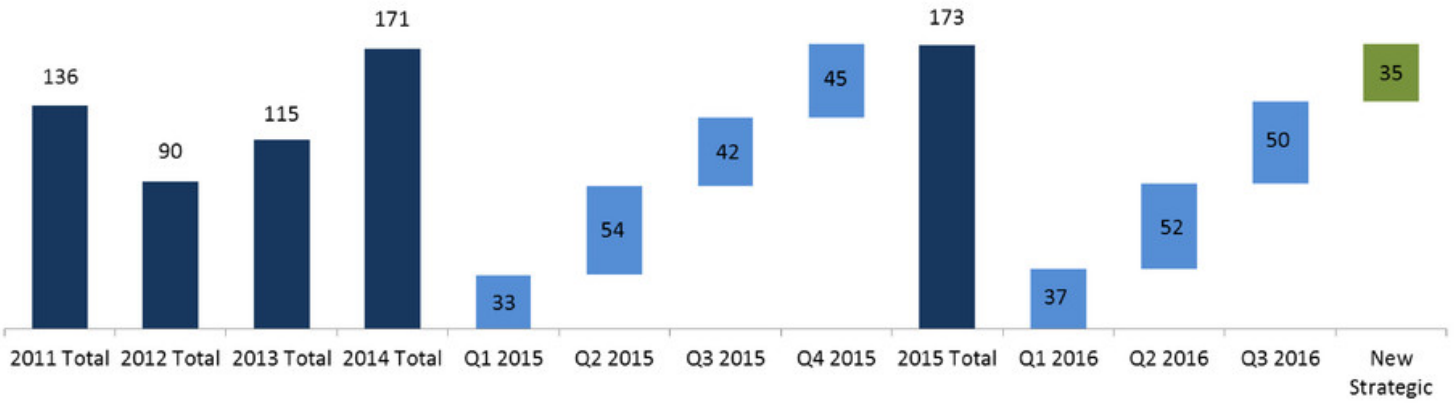
## Balance Sheet Strong, With Plenty of Room for Strategic Investments

Net Debt (\$MM)



- Cash Flow From Operations generation of \$242MM in the quarter.
- Net debt multiple remains low at 1.05x LTM EBITDA, despite \$700MM special dividend payment paid in Q2.

Capex (US\$M)



- Strong Free Cash Flow generation has enabled us to direct more capital spending towards identified projects with rapid payback and structural projects.
- New strategic projects will support key customers growth and de-emphasize our exposure to commodity markets.



## Investor Relations Contact

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**Investor Relations:**      **Dunham Winoto**  
**Director, Investor Relations**

**E-mail:**                      **IRPPC@pilgrims.com**

**Address:**                    **1770 Promontory Circle**  
**Greeley, CO 80634 USA**

**Website:**                    **[www.pilgrims.com](http://www.pilgrims.com)**



## Appendix: EBITDA Reconciliation

“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: (i) income (loss) attributable to non-controlling interests, (ii) restructuring charges, (iii) reorganization items, (iv) losses on early extinguishment of debt and (v) 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 US (“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 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 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 GAAP.

### PILGRIM'S PRIDE CORPORATION Reconciliation of Adjusted EBITDA

| (Unaudited)   | Thirteen Weeks Ended |                    | Thirty-Nine Weeks Ended |                    |
|---|----------------------|--------------------|-------------------------|--------------------|
|   | September 25, 2016   | September 27, 2015 | September 25, 2016      | September 27, 2015 |
|   | (In thousands)       |                    |                         |                    |
| Net income  | \$ 98,527            | \$ 137,095         | \$ 369,580              | \$ 582,912         |
| Add:  |                      |                    |                         |                    |
| Interest expense, net                                     | 11,834               | 10,182             | 34,039                  | 23,784             |
| Income tax expense (benefit)                              | 51,060               | 73,153             | 192,062                 | 313,751            |
| Depreciation and amortization                             | 45,772               | 41,415             | 134,455                 | 116,485            |
| Minus:  |                      |                    |                         |                    |
| Amortization of capitalized financing costs               | 970                  | 1,119              | 2,859                   | 2,708              |
| EBITDA  | 206,223              | 260,726            | 727,277                 | 1,034,224          |
| Add:  |                      |                    |                         |                    |
| Foreign currency transaction losses (gains)               | 4,142                | 12,773             | (837)                   | 23,806             |
| Restructuring charges                                     | 279                  | 792                | 279                     | 5,605              |
| Minus:  |                      |                    |                         |                    |
| Net income (loss) attributable to noncontrolling interest | (130)                | 33                 | (334)                   | 146                |
| Adjusted EBITDA   | \$ 210,774           | \$ 274,258         | \$ 727,053              | \$ 1,063,489       |



## Appendix: Reconciliation of LTM EBITDA

The summary unaudited consolidated income statement data for the twelve months ended September 25, 2016 (the LTM Period) have been calculated by subtracting the applicable unaudited consolidated income statement data for the nine months ended September 27, 2015 from the sum of (1) the applicable audited consolidated income statement data for the year ended December 27, 2015 and (2) the applicable audited consolidated income statement data for the nine months ended September 25, 2016.

### PILGRIM'S PRIDE CORPORATION Reconciliation of LTM Adjusted EBITDA

| (Unaudited)   | Thirteen Weeks<br>Ended<br>December 27,<br>2015 | Thirteen Weeks<br>Ended<br>March 27,<br>2016 | Thirteen Weeks<br>Ended<br>June 26,<br>2016 | Thirteen Weeks<br>Ended<br>September 25,<br>2016 | LTM Ended<br>September 25,<br>2016 |
|---|---|--|---|--|------------------------------------|
|   | (In thousands)                                  |  |   |  |                                    |
| Net income  | \$ 63,050                                       | \$ 118,011                                   | \$ 153,042                                  | \$ 98,527  | \$ 432,630                         |
| Add:  |   |  |   |  |                                    |
| Interest expense, net                                     | 10,091  | 11,340                                       | 10,865                                      | 11,834   | 44,130                             |
| Income tax expense (benefit)                              | 33,045  | 62,604                                       | 78,398                                      | 51,060   | 225,107                            |
| Depreciation and amortization                             | 42,490  | 42,391                                       | 46,293                                      | 45,772   | 176,946                            |
| Minus:  |   |  |   |  |                                    |
| Amortization of capitalized financing costs               | 930   | 928  | 962   | 970  | 3,790                              |
| EBITDA  | 147,746   | 233,418                                      | 287,636                                     | 206,223  | 875,023                            |
| Add:  |   |  |   |  |                                    |
| Foreign currency transaction losses (gains)               | 2,134   | (235)  | (4,744)                                     | 4,142  | 1,297                              |
| Restructuring charges                                     | —   | —  | —   | 279  | 279                                |
| Minus:  |   |  |   |  |                                    |
| Net income (loss) attributable to noncontrolling interest | (98)  | (360)  | 156   | (130)  | (432)                              |
| Adjusted EBITDA   | \$ 149,978                                      | \$ 233,543                                   | \$ 282,736                                  | \$ 210,774                                       | \$ 877,031                         |



## Appendix: EBITDA Margin Reconciliation

EBITDA margins have been calculated by taking the relevant unaudited EBITDA figures, then dividing by Net Revenue for the applicable period.

### PILGRIM'S PRIDE CORPORATION Reconciliation of EBITDA Margin

| (Unaudited)   | Thirteen Weeks Ended  |                       | Thirty-Nine Weeks Ended |                       | Thirteen Weeks Ended  |                       | Thirty-Nine Weeks Ended |                       |
|---|-----------------------|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-------------------------|-----------------------|
|   | September 25,<br>2016 | September 27,<br>2015 | September 25,<br>2016   | September 27,<br>2015 | September 25,<br>2016 | September 27,<br>2015 | September 25,<br>2016   | September 27,<br>2015 |
|   | (In thousands)        |                       |                         |                       |                       |                       |                         |                       |
| Net income from continuing operations                     | \$ 98,527             | \$ 137,095            | \$ 369,580              | \$ 582,912            | 4.85 %                | 6.49 %                | 6.14 %                  | 9.37 %                |
| Add:  |                       |                       |                         |                       |                       |                       |                         |                       |
| Interest expense, net                                     | 11,834                | 10,182                | 34,039                  | 23,784                | 0.58 %                | 0.48 %                | 0.57 %                  | 0.38 %                |
| Income tax expense (benefit)                              | 51,060                | 73,153                | 192,062                 | 313,751               | 2.51 %                | 3.46 %                | 3.19 %                  | 5.04 %                |
| Depreciation and amortization                             | 45,772                | 41,415                | 134,455                 | 116,485               | 2.25 %                | 1.96 %                | 2.23 %                  | 1.87 %                |
| Minus:  |                       |                       |                         |                       |                       |                       |                         |                       |
| Amortization of capitalized financing costs               | 970                   | 1,119                 | 2,859                   | 2,708                 | 0.05 %                | 0.05 %                | 0.05 %                  | 0.04 %                |
| EBITDA  | 206,223               | 260,726               | 727,277                 | 1,034,224             | 10.15 %               | 12.34 %               | 12.08 %                 | 16.63 %               |
| Add:  |                       |                       |                         |                       |                       |                       |                         |                       |
| Foreign currency transaction losses (gains)               | 4,142                 | 12,773                | (837)                   | 23,806                | 0.20 %                | 0.60 %                | (0.01) %                | 0.38 %                |
| Restructuring charges                                     | 279                   | 792                   | 279                     | 5,605                 | 0.01 %                | 0.04 %                | — %                     | 0.09 %                |
| Minus:  |                       |                       |                         |                       |                       |                       |                         |                       |
| Net income (loss) attributable to noncontrolling interest | (130)                 | 33                    | (334)                   | 146                   | (0.01) %              | — %                   | (0.01) %                | — %                   |
| Adjusted EBITDA   | \$ 210,774            | \$ 274,258            | \$ 727,053              | \$ 1,063,489          | 10.37 %               | 12.98 %               | 12.07 %                 | 17.10 %               |
| Net Revenue:  | \$ 2,031,721          | \$ 2,112,529          | \$ 6,022,973            | \$ 6,219,324          | \$ 2,031,721          | \$ 2,112,529          | \$ 6,022,973            | \$ 6,219,324          |



## Appendix: Reconciliation of Adjusted Earnings

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

**PILGRIM'S PRIDE CORPORATION**  
**Reconciliation of Adjusted Earnings**  
(Unaudited)

|  | Thirteen Weeks Ended  |                       | Thirty-Nine Weeks Ended |                       |
|--|-----------------------|-----------------------|-------------------------|-----------------------|
|  | September 25,<br>2016 | September 27,<br>2015 | September 25,<br>2016   | September 27,<br>2015 |
| (In thousands, except per share data)  |                       |                       |                         |                       |
| Net income (loss) attributable to Pilgrim's Pride Corporation  | \$ 98,657             | \$ 137,062            | \$ 369,914              | \$ 582,766            |
| Loss on early extinguishment of debt   | —                     | —                     | —                       | 68                    |
| Foreign currency transaction losses (gains)  | 4,142                 | 12,773                | (837)                   | 23,806                |
| Income (loss) before loss on early extinguishment of debt and foreign currency transaction losses (gains)                          | 102,799               | 149,835               | 369,077                 | 606,640               |
| Weighted average diluted shares of common stock outstanding  | 254,920               | 259,503               | 255,037                 | 259,765               |
| Income (loss) before loss on early extinguishment of debt and foreign currency transaction losses (gains) per common diluted share | \$ 0.40               | \$ 0.58               | \$ 1.45                 | \$ 2.34               |





## Appendix: Adjusted EPS Bridge

A reconciliation of GAAP earnings per share (EPS) to adjusted earnings per share (EPS) is as follows:

| <b>PILGRIM'S PRIDE CORPORATION</b>                          |                             |                           |                                |                           |
|---|-----------------------------|---------------------------|--------------------------------|---------------------------|
| <b>Reconciliation of GAAP EPS to Adjusted EPS</b>           |                             |                           |                                |                           |
| <b>(Unaudited)</b>  |                             |                           |                                |                           |
|   | <b>Thirteen Weeks Ended</b> |                           | <b>Thirty-Nine Weeks Ended</b> |                           |
|   | <b>September 25, 2016</b>   | <b>September 27, 2015</b> | <b>September 25, 2016</b>      | <b>September 27, 2015</b> |
| <b>(In thousands, except per share data)</b>                |                             |                           |                                |                           |
| GAAP EPS  | \$ 0.39                     | \$ 0.53                   | \$ 1.45                        | \$ 2.24                   |
| Loss on early extinguishment of debt                        | —                           | —                         | —                              | —                         |
| Foreign currency transaction losses (gains)                 | 0.02                        | 0.05                      | —                              | 0.09                      |
| Adjusted EPS  | <u>\$ 0.40</u>              | <u>\$ 0.58</u>            | <u>\$ 1.45</u>                 | <u>\$ 2.34</u>            |
| Weighted average diluted shares of common stock outstanding | 254,920                     | 259,503                   | 255,037                        | 259,765                   |



## Appendix: Net Debt / Cash Position Reconciliation

Net debt is defined as total long term debt less current maturities, plus current maturities of long term debt and notes payable, minus cash, cash equivalents and investments in available-for-sale securities. Net debt is presented because it is used by management, and we believe it is frequently used by securities analysts, investors and other parties, in addition to and not in lieu of debt as presented under GAAP, to compare the indebtedness of companies. A reconciliation of net debt is as follows:

**PILGRIM'S PRIDE CORPORATION**  
**Reconciliation of Net Debt**  
**(Unaudited)**

|   | December 29,<br>2013 | December 28,<br>2014 | December 27,<br>2015 | September 27,<br>2015 | September 25,<br>2016 |
|---|----------------------|----------------------|----------------------|-----------------------|-----------------------|
|   | (In thousands)       |                      |                      |                       |                       |
| Long term debt, less current maturities                     | \$ 501,999           | \$ 3,980             | \$ 985,509           | \$ 1,000,398          | \$ 1,004,840          |
| Add: Current maturities of long term debt and notes payable | 410,234              | 262                  | 28,812               | 5,971                 | 92                    |
| Minus: Cash and cash equivalents                            | 508,206              | 576,143              | 439,638              | 396,719               | 85,994                |
| Minus: Available-for-sale securities                        | 96,902               | —                    | —                    | —                     | —                     |
| Net debt (cash position)                                    | <u>\$ 307,125</u>    | <u>\$ (571,901)</u>  | <u>\$ 574,683</u>    | <u>\$ 609,650</u>     | <u>\$ 918,938</u>     |



## Appendix: Segment and Geographic Data

PILGRIM'S PRIDE CORPORATION  
Supplementary Selected Segment and Geographic Data

|   | Thirteen Weeks Ended |                    | Thirty-Nine Weeks Ended |                    |
|---|----------------------|--------------------|-------------------------|--------------------|
|   | September 25, 2016   | September 27, 2015 | September 25, 2016      | September 27, 2015 |
|   | (Unaudited)          |                    |                         |                    |
|   | (In thousands)       |                    |                         |                    |
| Sources of net sales by country of origin:        |                      |                    |                         |                    |
| US:   | \$ 1,724,625         | \$ 1,798,375       | \$ 5,072,351            | \$ 5,479,992       |
| Mexico:   | 307,096              | 314,154            | 950,622                 | 739,332            |
| Total net sales:                                  | \$ 2,031,721         | \$ 2,112,529       | \$ 6,022,973            | \$ 6,219,324       |
| Sources of cost of sales by country of origin:    |                      |                    |                         |                    |
| US:   | \$ 1,545,163         | \$ 1,552,282       | \$ 4,470,387            | \$ 4,511,158       |
| Mexico:   | 276,365              | 275,727            | 818,748                 | 614,554            |
| Elimination:                                      | (24)                 | (24)               | (72)                    | (72)               |
| Total cost of sales:                              | \$ 1,821,504         | \$ 1,827,985       | \$ 5,289,063            | \$ 5,125,640       |
| Sources of gross profit by country of origin:     |                      |                    |                         |                    |
| US:   | \$ 179,462           | \$ 246,093         | \$ 601,964              | \$ 968,836         |
| Mexico:   | 30,731               | 38,427             | 131,874                 | 124,777            |
| Elimination:                                      | 24                   | 24                 | 72                      | 71                 |
| Total gross profit:                               | \$ 210,217           | \$ 284,544         | \$ 733,910              | \$ 1,093,684       |
| Sources of operating income by country of origin: |                      |                    |                         |                    |
| US:   | \$ 141,194           | \$ 203,755         | \$ 480,278              | \$ 833,193         |
| Mexico:   | 22,604               | 27,353             | 108,857                 | 103,854            |
| Elimination:                                      | 24                   | 24                 | 72                      | 71                 |
| Total operating income:                           | \$ 163,822           | \$ 231,132         | \$ 589,207              | \$ 937,118         |

