GRUPO POCHTECA REPORTS ITS RESULTS FOR THE SECOND QUARTER OF 2015

Mexico City, July 24, 2015 – Grupo Pochteca, S.A.B. de C.V. ("Pochteca" or "the Company") (BMV: POCHTEC) announced today its unaudited results for the quarter ended June 30, 2015 ("2Q15").

Report Highlights

It is important to note that all 2Q15 results are fully comparable with those of 2Q14 as the consolidation of Coremal in Brazil dates to 1Q14.

- **Sales +0.4%** year on year to Ps 1.49 billion
- **Gross margin 17.9%,** +80 bp compared to 2Q14
- **Operating profit +25%** to Ps 60 million
- **Consolidated EBITDA +17%** to Ps 87 million
- **EBITDA margin 5.8%, +80 bp** above that of 2Q14
- **Net income of Ps 19 million;** net profit was 59% above that of 2Q14 despite Ps 19 million in foreign exchange losses and thanks to both EBITDA growth and reduced interest expense
- **Net Debt to EBITDA narrowed to 1.8 times**, and remained in line with our internal policy of not surpassing 2 times. This indicator had risen from 1.8 times prior to the Coremal acquisition to a peak of 2.8 times in 2Q14

In commenting on these 2Q15 results Pochteca's Chief Executive Officer Armando Santacruz said, "We have once again met the challenges imposed by the recessionary and deflationary environment affecting industries that are of key importance to the products we distribute. As in previous quarters we managed to overcome the difficulties that accompanied the pronounced drop in oil prices. Between June 30, 2014 and the end of the most recent quarter the price of West Texas Intermediate (WTI) fell 44% from USD105.377 to USD59.47. This caused the prices of the oil derivatives that Grupo Pochteca distributes to fall between 10% and 30% in pesos during this period. Part of the drop in price in dollars was partially offset by the weakening of the Mexican peso to the dollar. Moreover, the reduction in the number of active oilrigs reflects the recessive environment that has engulfed the oil industry. According to data published on line by Baker Hughes, the number of active rigs in the United States, Mexico and Brazil collapsed in the past 12 months with declines of 54%, 42% and 14%, respectively.

"In this context, we are very satisfied that the company has achieved double digit EBITDA growth in 2Q15. We believe our 2Q15 numbers indicate that we can reach the Ps 345 million EBITDA target we included in the 2015 guidance that we first published along with our 4Q14 earnings results. We also believe our latest results are a sign of just how solid our one-stop-shop proposal and company management model based on a broad diversification of products and clients, as well as a growing emphasis on value added blends, have proven to be."

SELECTED FINANCIAL INFORMATION (MILLIONS OF PESOS)

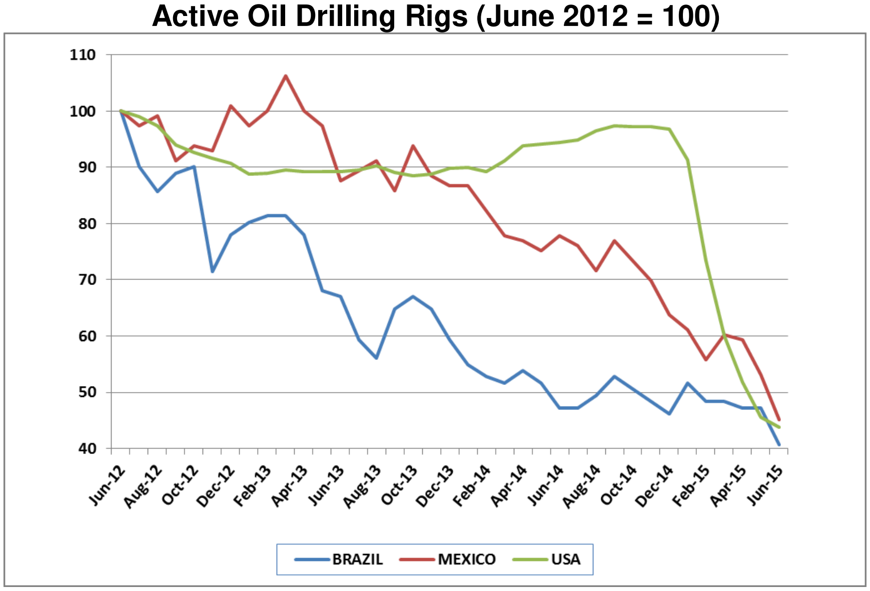
	2Q15	2Q14	(%) 2Q15 vs 2Q14	YTD 15	YTD 14	(%) YTD 15 vs YTD 14
Sales	1,494	1,488	0%	2,966	2,977	0%
Gross Profit	267	254	5%	535	508	5%
Gross Margin (%)	17.9%	17.1%	79pb	18.0%	17.1%	99pb
Operating Profit	60	48	25%	114	90	26%
Operating Margin (%)	4.0%	3.2%	78pb	3.8%	3.0%	80pb
Depreciation	27	27	2%	54	51	7%
EBITDA	87	74	17%	168	141	19%
EBITDA Margin (%)	5.8%	5.0%	82pb	5.7%	4.7%	93pb
Interest Expense	22	30	-27%	50	57	-12%
Foreign Exchange Loss	(19)	1	NC	(34)	2	NC
Income Before Tax	19	19	-3%	30	35	-15%
Net Income / (Loss)	19	12	59%	25	23	10%
Net Debt / EBITDA 12 M	1.8x	2.8x		1.8x	2.8x	
Interest Coverage	3.0x	2.3x		3.0x	2.3x	

EBITDA = operating income before depreciation and amortization; NC = non comparable

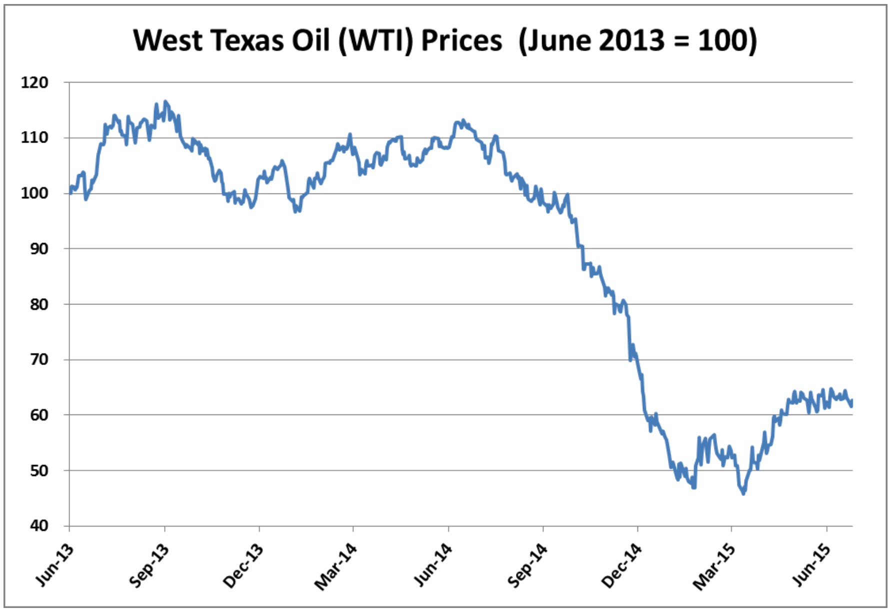
Deflationary and recessive environment in images

The following charts illustrate just how sharp the decline has been in the prices of oil, steel and other important metals such as gold, silver, copper, iron and aluminum. We also are including one graph that charts the sharp decline over the past three years in the number active oilrigs, including offshore platforms in Brazil, Mexico and the United States.

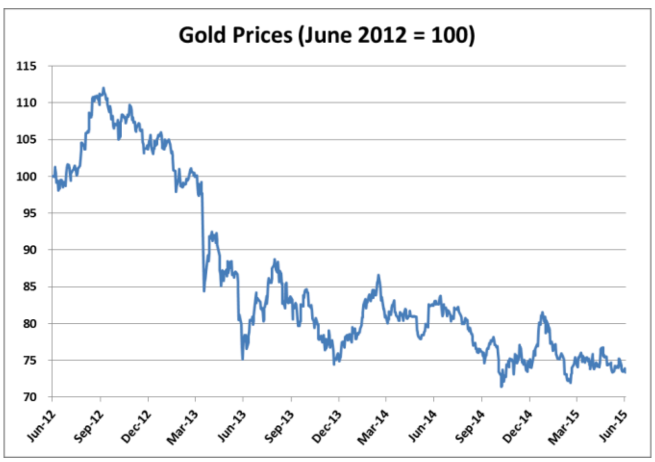
Active Oil Drilling Rigs (June 2012 = 100)



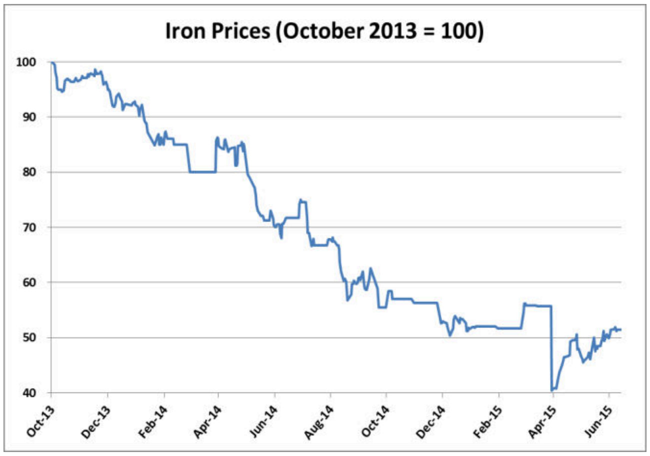
Source: Baker Hughes (www.bakerhughes.com/rig-count)



Source: Bloomberg



Source: Bloomberg



Source: Bloomberg

Highlights from the most recent quarter

- **We continue to successfully navigate an adverse environment**
    - Once again we managed to grow our gross and EBITDA margins despite greatly reduced prices for oil and related products. Approximately 27% of our sales in Mexico consist of petroleum based solvents, coatings and blends. We also suffered significant deflation on important product lines such as dairy derivatives, corn derivatives, and mining inputs.
    - As in 1Q15, other relevant products experienced significant price deflation year on year such as:
        - Dairy derivatives whose prices fell between 25% and 30%
        - Corn derivatives between 10% and 15%
        - Mining inputs close to 30%
    - Activity remains depressed in other sectors that are key for Pochteca such as mining and construction.
    - Manufacturing and energy reform are likely to remain key growth drivers. Our exposure to manufacturing, one of the most dynamic components of the economy, remains a point of strength of Pochteca.
    - The business climate in Brazil remains highly complex and major challenges emerge day to day. Nevertheless our promotion of cross selling with our Brazil unit continues to produce encouraging results.
    - We have begun to successfully penetrate in Brazil sectors in which Coremal had lacked any participation such as oil exploration and drilling. It is a gradual process, but one that we are confident will produce results.
    - We continue to strengthen Coremal's operations, processes and management model. We are confident it will continue to register growth in both sales and EBITDA in the coming years.

- We will remain focused in all of our operations on two strategies that have allowed us to mitigate the impact of falling sales prices and continue to grow our gross margins:
  - Reinforce and promote our one-stop-shop service proposal
  - Diversification into blends with greater value added

As we indicated at the beginning of this statement, 2Q15 results are fully comparable with those of 2Q14 as the consolidation of Coremal in Brazil dates to 1Q14.

- **Sales practically at their same level of 2Q14.** Consolidated sales increased 0.4% because the adverse impact of falling prices for the products we sell was more pronounced than the positive effect of a weaker peso. The peso averaged 13.00 to the dollar in 2Q14, and 15.32 to the dollar in 2Q15, a 12 month depreciation of 18%.

- **Gross income grew 5%, widening from Ps 254 million in 2Q14 to Ps 267 million in the most recent quarter as the consolidated gross margin widened 80 basis points to 17.9%.** Just as we saw in the three previous quarters, the company managed to grow gross margin even as prices fell for key products such as solvents, dairy derivatives, corn derivatives and mining inputs.

- **Our effective cost controls and increasing focus on higher margin products such as blends and chemicals for the food industry had a favorable effect.** The 18% weakening of the peso in relation to the US dollar (USD) between 2Q14 and 2Q15 partially cancelled out the effect of the contraction in raw material prices, particularly those of oil derivatives.

2Q14		2Q15
17.1%	Gross margin	17.9%

- **Operating income grew 25% in 2Q15, from Ps 48 million in 2Q14 to Ps60 million.** Operating margin expanded by 80 basis points to 4.0%. Our solid operating performance was achieved through 1) effective controls on operating expenses which, excluding depreciation, were unchanged from the same quarter a year earlier; 2) stronger emphasis on sales of value added products. **EBITDA increased 17% compared to 2Q14 while EBITDA margin expanded 80 basis points to 5.8%.**

- **Operating expenses (excluding depreciation) were practically unchanged from 2Q14.** We regard this as a significant achievement considering that expenses in Brazil are higher due to structural reasons, as we will explain below. Expenses remained at 12.1% of sales. We are focused on harmonizing Coremal's operating expenses with those we maintain in Mexico despite the structural restrictions in Brazil, primarily consisting of the effect on payrolls of social benefits and some fiscal and regulatory issues.

2Q14		2Q15
12.1%	Expenses / Sales	12.1%

- **Net interest expense decreased 27% year on year** largely because we successfully refinanced the debt of Coremal in 3Q14 at a rate 295 basis points lower than before.

- **The Ps 19 million net profit of 2Q15 was 59% greater than the one posted in 2Q14** largely based on greater EBITDA and lower interest expense. The strong firming of the bottom line was achieved despite the extent of a Ps 19 million foreign exchange loss that marked a reversal of the Ps 1 million foreign exchange gain reported for 2Q14.

- **Net debt at the end of 2Q15 stood at Ps598 million, 21% or Ps 161 million less than at the end of 2Q14**. It is important to mention that, as we informed the public at the time, on December 4, we concluded our refinancing of a Ps610 million, syndicated credit with HSBC México, S.A., Institución de Banca Múltiple, and Grupo Financiero Inbursa, S.A. The original credit had been scheduled to come due in June 2015. The new loan is for four years with a one-year grace period.

- **Net Debt to EBITDA narrowed to 1.8 times in 2Q15**, a level in line with our internal policy of not surpassing 2 times**.** It is important to point out that this indicator had risen from 1.8 times prior to the Coremal acquisition, which concluded December 31, 2013, to a more than two year high of 2.8 times in 2Q14. This was a result of the consolidation of the Brazilian debt of Coremal (equivalent to Ps 285 million), and the PS 170 million in credit Pochteca assumed to finance the acquisition.

- **As we have indicated previously**, we remain focused on generating cash flow through an energetic management of working capital and both cost and expense controls as a way to increase EBITDA.

- **In 2Q15 interest coverage (EBITDA / interest) was 3.0 times**. This indicator is higher than the 2.3x level of 2Q14.

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	2Q15	2Q14
Net Debt (Ps millions)	598	759
Net Debt / EBITDA 12 M	1.8x	2.8x
Interest Coverage	3.0x	2.3x
Outstanding Shares	130,522,049	130,522,049

Guidance for 2015

We are confirming the 2015 guidance we first published in our report for 4Q14:

Sales:	Ps 6.30 billion, +4% yoy
EBITDA:	Ps 345 million +14% yoy
EBITDA margin:	5.5%, +50 bp yoy

Stock buyback fund

For the time being the only manager of Grupo Pochteca's fund for repurchasing shares is Punto Casa de Bolsa, S.A. de C.V.

Market maker

In order to increase the stock's marketability and complement the steps the company is taking to better attend to the investing public, as of October 22, 2014 UBS Casa de Bolsa, S.A. de C.V. began working as the designated market maker for Grupo Pochteca, S.A.B. de C.V. We are confident that this decision as well as other measures the company has taken will make for a greater depth of trading in our shares.

Independent analysis and brokerage coverage

Grupo Pochteca, S.A.B. de C.V., registered in the independent analysis program and the Selection Subcommittee agreed to assign the company to the firm Consultora 414, S.A. de C.V., "CONSULTORA 414", to assume responsibility for providing analysis of POCHTECA stock.

At present Actinver Casa de Bolsa, BBVA Bancomer, Casa de Bolsa Interacciones and Vector Casa de Bolsa have Pochteca under coverage.

About Grupo Pochteca

Grupo Pochteca specializes in the sale and distribution of a broad array of industrial raw materials, catering to more than 40 industrial sectors including water treatment, mining, the food and automotive industries, oil exploration and drilling, personal care, cleaning and sanitation products, metalworking and dozens of other industries. In order to better attend to those industries, the company is organized into five major business segments:

1. Solvents and blends
2. Lubricants and greases
3. Chemicals for the food industry
4. Inorganic chemicals
5. Paper and board

The Company includes more than 5,500 products in its catalogue that consist of both generic and specialized products with which to cater to each segment of the industries it serves. Through our 34 distribution centers in Mexico, three in Central America, and seven in Brazil, we serve over 20,000 customers each year in more than 500 cities, with support provided by specialists in each sector who in turn rely on seven quality control laboratories, and five specializing in research and application development. The company also enjoys the support of domestic and foreign suppliers that are internationally regarded as industry leaders.

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GRUPO POCHTECA, S.A.B. DE C.V.
BALANCE SHEET
Information in thousands of Mexican Pesos

	jun-15	mar-15	jun-14	(%) jun-15 vs. mar-15	(%) jun-15 vs. jun-14
ASSETS					
CASH AND CASH EQUIVALENTS	295,798	321,881	161,467	(8.1)	83.2
TRADE ACCOUNTS RECEIVABLE	957,313	951,872	1,063,763	0.6	(10.0)
OTHER ACCOUNTS RECEIVABLE	106,122	71,738	20,140	47.9	426.9
INVENTORIES	925,366	997,730	1,022,969	(7.3)	(9.5)
ASSETS HELD FOR SALE	12,727	12,727	-	0.0	NC
TOTAL CURRENT ASSETS	**2,297,325**	**2,355,948**	**2,268,339**	(2.5)	1.3
PROPERTY, PLANT & EQUIPMENT, NET	825,778	873,297	916,728	(5.4)	(9.9)
DEFERRED ASSETS	626,382	589,981	683,421	6.2	(8.3)
TOTAL ASSETS	**3,749,485**	**3,819,227**	**3,868,488**	(1.8)	(3.1)
LIABILITIES AND STOCKHOLDERS' EQUITY					
TRADE ACCOUNTS PAYABLE	1,121,584	1,411,384	1,295,876	(20.5)	(13.4)
BANK LOANS	103,636	117,056	174,749	(11.5)	(40.7)
OTHER ACCOUNTS PAYABLE	174,694	104,131	226,034	67.8	(22.7)
TOTAL CURRENT LIABILITIES	**1,399,914**	**1,632,571**	**1,696,659**	(14.3)	(17.5)
OTHER LONG-TERM ACCOUNTS PAYABLE	373,895	248,360	216,918	50.5	72.4
LONG-TERM DEBT	789,722	802,541	745,256	(1.6)	6.0
TOTAL LONG-TERM LIABILITIES	**1,163,617**	**1,050,901**	**962,174**	10.7	20.9
TOTAL LIABILITIES	**2,563,531**	**2,683,472**	**2,658,833**	(4.5)	(3.6)
CONTRIBUTED CAPITAL	1,214,083	1,156,255	1,176,366	5.0	3.2
PROFIT (LOSS) FOR THE PERIOD	25,301	6,793	22,972	272.5	10.1
ACCUMULATED PROFIT	11,264	44,650	40,376	(74.8)	(72.1)
TRANSLATION EFFECT OF FOREIGN OPERATIONS	(64,695)	(71,943)	(30,060)	(10.1)	115.2
TOTAL EQUITY	**1,185,954**	**1,135,754**	**1,209,654**	4.4	(2.0)
TOTAL LIABILITIES AND EQUITY	**3,749,485**	**3,819,227**	**3,868,488**	(1.8)	(3.1)

NC= non comparable

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GRUPO POCHTECA, S.A.B. DE C.V.
STATEMENT OF COMPREHENSIVE INCOME
Information in thousands of Mexican Pesos

	2Q15	1Q15	2Q14	(%) 2Q15 vs 1Q15	(%) 2Q15 vs 2Q14	YTD 15	YTD 14	(%) YTD 15 vs. YTD 14
Sales	1,493,734	1,472,148	1,488,379	1.5	0.4	2,965,882	2,977,332	(0.4)
Cost of Sales	(1,226,657)	(1,204,106)	(1,234,074)	1.9	(0.6)	(2,430,764)	(2,469,600)	(1.6)
Gross profit	267,077	268,041	254,305	(0.4)	5.0	535,118	507,732	5.4
Operating expenses	(180,439)	(186,716)	(180,143)	(3.4)	0.2	(367,155)	(366,833)	0.1
Depreciation	(27,096)	(27,311)	(26,505)	(0.8)	2.2	(54,407)	(50,781)	7.1
Operating profit	59,542	54,014	47,657	10.2	24.9	113,557	90,118	26.0
Depreciation	27,096	27,311	26,505	(0.8)	2.2	54,407	50,781	7.1
EBITDA	**86,638**	**81,325**	**74,162**	6.5	16.8	**167,963**	**140,899**	19.2
Interest expense	(21,627)	(28,131)	(29,553)	(23.1)	(26.8)	(49,758)	(56,820)	(12.4)
Foreign exchange gain (loss)	(19,163)	(14,752)	1,210	29.9	NC	(33,916)	1,690	NC
Financing costs	(40,791)	(42,883)	(28,343)	(4.9)	43.9	(83,674)	(55,130)	51.8
Income before tax	**18,752**	**11,131**	**19,314**	68.5	(2.9)	**29,883**	**34,988**	(14.6)
Income taxes	(3,768)	(10,414)	(4,190)	(63.8)	(10.1)	(14,182)	(6,653)	113.2
Deferred taxes	3,524	6,076	(3,457)	(42.0)	NC	9,600	(5,363)	NC
NET INCOME (LOSS)	**18,508**	**6,793**	**11,667**	172.5	58.6	**25,301**	**22,972**	10.1

NC= not comparable

INFORMATION FOR INVESTORS

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Note: This report may contain forward-looking statements regarding the Company's performance. They must be seen as good faith estimations of the Company. These forward-looking statements reflect management's point of view and expectations and are based on information that is currently available. They suppose risks and uncertainties, including economic conditions prevailing in Mexico and abroad, as well as fluctuations in the value of the Mexican peso against other currencies and the prices of our products and inputs.

All figures contained in this report are expressed in nominal Mexican pesos and the financial results are presented under IFRS.

All comparisons for 2015 contained in this report have been made against the figures for the comparable period of 2014 except where indicated.

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Second Quarter 2015 Results Conference Call

Speaking on behalf of the company:

Armando Santacruz, CEO

Juan Carlos Mateos, CFO

Date:	Tuesday, July 28, 2015
Time:	9:00 am Mexico City Time (CDT) / 10:00 am US EDT
Dial-in-numbers:	+ 1 (201) – 689 – 8471 from any part of the world + 1 (877) – 407 – 4018 from the US and Canada

Those who are unable to listen to the conference call as it is happening may call the numbers listed below to hear a replay that will be available from 12:00 pm, Tuesday, July 28, until 11:00 am Wednesday, July 29.

Replay: + 1 (858) – 384 – 5517 from any part of the world
+ 1 (877) – 870 – 5176 from the US and Canada

Code (PIN) for replay: 13615528