



## GRUPO LALA FINISHES THE SALE OF 50% OF ITAMBÉ

Mexico City, December 4<sup>th</sup>, 2017 - Grupo Lala, S.A.B. de C.V. (BMV "LALA") informs that, as it has been advanced in the press release of October 26<sup>th</sup>, the Cooperativa Central dos Produtores Rurais de Minas Gerais Ltda ("CCPR") exercised its right of first refusal to acquire 50% of the shares representing the capital stock of Itambé, which belonged to Vigor Alimentos S.A. ("Vigor"), for an implicit value of R\$ 700 million.

Therefore, the scope of the acquisition in Brazil is 99.9% of the shares of Vigor for an implicit net value of R\$ 4,325 million.

We want to highlight that Lala's interest is in the value-added dairy segment, where Vigor has widely recognized brands, such as Vigor®, Danubio®, Faixa Azul®, Serrabella®, Leco®, and Amelia®, with a strong presence in the fast-growing segments, occupying the #1 position in greek yogurt, spreadable, fresh and grated cheeses, and the #2 position in yogurt.

In addition, Vigor has a consolidated infrastructure of more than 3,900 employees, 3 milk collection centers, 9 production plants, 19 distribution centers and serves more than 47,000 points of sale, with a strong presence in the states of Sao Paulo, Minas Gerais and Rio de Janeiro.

Vigor reported net sales and EBITDA of R\$ 2,295 million and R\$ 123 million, respectively, in 2016. The estimated revenues for 2017 are R\$ 2,407 million of net sales and an EBITDA of R \$190 million, a 7.9% margin.



### Conference Call Invite

Thursday, December 7<sup>th</sup>, 2017  
at 10:00am EST / 09:00am CST

Webcast:

<http://public.viavid.com/index.php?id=127574>

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### About LALA

Grupo LALA, (BMV: LALA), Mexican company focused on healthy and nutritious foods, has a history of more than 65 years of experience in the production, innovation and marketing of milk and dairy products under the highest quality standards. The Company operates 32 production plants and 176 distribution centers in Mexico, United States and Central America, supported by more than 38,000 employees. Grupo LALA's fleet of approximately 6,500 vehicles distributes its more than 600 products to nearly 500,000 points of sale. LALA's portfolio is led by its two main brands: LALA® and Nutri Leche®.

For more information: [www.grupolala.com](http://www.grupolala.com)

Limitation of Responsibility: This press release contains certain forward-looking statements about the Company's results and outlook. However, actual results may vary materially from these estimates. The information on future events contained in this press release should be read together with a summary of these risks, which are included in the Annual Report. That information, as well as future reports issued by the Company or any of its representatives, whether verbally or in writing, may vary materially from actual results. These projections and estimates, which were prepared with reference to a specific date, should not be considered as fact. The Company has no obligation whatsoever to update or revise any of these projections and estimates, whether as a result of new information, future events, or other associated events.



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