

INTERNACIONAL DE CERAMICA SA DE CV  
Form 6-K  
May 26, 2004

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6 - K

Report of Foreign Private Issuer Pursuant to  
Rule 13a - 16 or 15d United Securities Exchange Act of 1934

For the Month of April 2004

CERAMIC INTERNATIONAL, INC.

( Translation of Registrant's Name Into English )

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

(Exact Name of the registrant as specified in its charter)

Calle 41 ( Avenida Carlos Pacheco ) No. 7200, del Sector 26, C.P. 31060, Chihuahua, Chihuahua, Mexico

Telephone: 011 52 29 11 11

(Address of Principal Executives Offices)

(Indicate by Check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F)

Form 20- F  Form 40-F

(Indicate by check mark whether the registrant by furnishing the information contained in this form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934)

Yes  No

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82: )

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ITEMS INCLUDED

On April 26, 2004 Internacional de Ceramica, S.A. de C.V. ("The Company") is sending copy of the Audited Fourth Quarter 2003 Financial information. This information was sent to the Bolsa Mexicana de Valores on April 20th, 2004. A copy of this information is attached to this report as Exhibit A.

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SIGNATURES

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 thereunto duly authorized.

**CERAMICA, S.A. DE C.V.**

**INTERNACIONAL DE**

Olivas

Jesus A.

Jesus A. Olivas

Chief Financial Officer

Date: April 26th, 2004.

## EXHIBIT A

## AUDITED Fourth Quarter 2003 Financial information

| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |   |                            |                 |                      |     |
|---|---|----------------------------|-----------------|----------------------|-----|
| SIFIC / ICS                             |   |                            |                 |                      |     |
| STOCK EXCHANGE CODE: CERAMIC            |   |                            | QUARTER: 4 2003 |                      |     |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |   |                            |                 |                      |     |
| CONSOLIDATED FINANCIAL STATEMENTS       |   |                            |                 |                      |     |
| AT DECEMBER 31 2003 AND 2002            |   |                            |                 |                      |     |
| (Thousands of Pesos)                    |   |                            |                 |                      |     |
| AUDITED                                 |   |                            |                 |                      |     |
| CONSOLIDATED                            |   |                            |                 |                      |     |
| REF<br>S                                | CONCEPTS  | QUARTER OF PRESENT<br>YEAR |                 | QUARTER OF LAST YEAR |     |
|   |   | Amount                     | %               | Amount               | %   |
| 1                                       | TOTAL ASSETS  | 3,448,668                  | 100             | 3,271,443            | 100 |
| 2                                       | CURRENT ASSETS  | 1,385,920                  | 40              | 1,349,488            | 41  |
| 3                                       | Cash and Short-Term Investments                               | 51,049                     | 1               | 93,435               | 3   |
| 4                                       | Accounts and Documents<br>Receivable (Net)                    | 336,742                    | 10              | 355,889              | 11  |
| 5                                       | Other Accounts and Documents<br>Receivable                    | 33,462                     | 1               | 47,542               | 1   |
| 6                                       | Inventories   | 941,988                    | 27              | 827,885              | 25  |
| 7                                       | Other current assets  | 22,679                     | 1               | 24,737               | 1   |
| 8                                       | LONG-TERM   | 7,694                      | 0               | 7,852                | 0   |
| 9                                       | Accounts and Documents<br>Receivable (Net)                    | 0                          | 0               | 0                    | 0   |
| 10                                      | Investments in shares of<br>subsidiaries and non Consolidated | 7,694                      | 0               | 7,852                | 0   |
| 11                                      | Other Investments   | 0                          | 0               | 0                    | 0   |
| 12                                      |   | 1,966,173                  | 57              | 1,847,975            | 56  |

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|    |   |            |      |            |      |
|----|---|------------|------|------------|------|
|    | PROPERTY, PLANT AND EQUIPMENT                       |            |      |            |      |
| 13 | Property  | 924,236    | 27   | 919,691    | 28   |
| 14 | Machinery and Industrial                            | 2,256,079  | 65   | 1,989,150  | 61   |
| 15 | Other equipment                                     | 311,575    | 9    | 276,314    | 8    |
| 16 | Accumulated depreciation                            | 1,595,181  | 46   | 1,438,279  | 44   |
| 17 | Construction in progress                            | 69,464     | 2    | 101,099    | 3    |
| 18 | DEFERRED ASSETS (NET)                               | 0          | 0    | 0          | 0    |
| 19 | OTHER ASSETS  | 88,881     | 3    | 66,128     | 2    |
| 20 | TOTAL LIABILITIES                                   | 2,207,270  | 100  | 2,108,175  | 96   |
| 21 | CURRENT LIABILITIES                                 | 786,601    | 36   | 744,636    | 34   |
| 22 | Suppliers   | 264,955    | 12   | 322,488    | 15   |
| 23 | Bank loans  | 385,969    | 17   | 278,936    | 13   |
| 24 | Stock market loans                                  | 0          | 0    | 0          | 0    |
| 25 | Taxes to be paid                                    | 4,706      | 0    | 7,260      | 0    |
| 26 | Other current liabilities                           | 130,971    | 6    | 135,952    | 6    |
| 27 | LONG TERM LIABILITIES                               | 972,419    | 44   | 1,012,667  | 46   |
| 28 | Bank loans  | 972,419    | 44   | 1,012,667  | 46   |
| 29 | Stock market loans                                  | 0          | 0    | 0          | 0    |
| 30 | Other loans   | 0          | 0    | 0          | 0    |
| 31 | Deferred loans                                      | 442,623    | 20   | 346,174    | 16   |
| 32 | Other liabilities                                   | 5,627      | 0    | 4,698      | 0    |
| 33 | CONSOLIDATED SOTCK HOLDERS EQUITY                   | 1,241,398  | 100  | 1,163,268  | 100  |
| 34 | MINORITY INTEREST                                   | 243,638    | 20   | 214,408    | 18   |
| 35 | MAJORITY INTEREST                                   | 997,760    | 80   | 948,860    | 82   |
| 36 | Contributed   | 1,980,073  | 160  | 1,984,693  | 171  |
| 37 | Paid in Capital Stock (Nominal)                     | 48,600     | 4    | 53,021     | 5    |
| 38 | Restatement of paid in capital stock                | 671,590    | 54   | 671,789    | 58   |
| 39 | Premium on sales of shares                          | 1,259,883  | 101  | 1,259,883  | 108  |
| 40 | Contributions for future capital increases          | 0          | 0    | 0          | 0    |
| 41 | Capital increase (decrease)                         | -982,313   | -79  | -1,035,833 | -89  |
| 42 | Retained Earnings and capital reserve               | 293,229    | 24   | 200,222    | 17   |
| 43 | Repurchase fund of shares                           | 133,753    | 11   | 182,426    | 16   |
| 44 | Excess (shortfall) in restatement of holders equity | -1,441,512 | -116 | -1,511,488 | -130 |
| 45 | Net income for the year                             | 32,217     | 3    | 93,007     | 8    |

| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |                                     |                            |      |                      |     |
|---|-------------------------------------|----------------------------|------|----------------------|-----|
| SIFIC / ICS                             |                                     |                            |      |                      |     |
| STOCK EXCHANGE CODE: CERAMIC            |                                     |                            | 2003 |                      |     |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |                                     |                            |      |                      |     |
| CONSOLIDATED FINANCIAL STATEMENTS       |                                     |                            |      |                      |     |
| BREAKDOWN OF MAIN CONCEPTS              |                                     |                            |      |                      |     |
| (Thousands of Pesos)                    |                                     |                            |      |                      |     |
| AUDITED                                 |                                     |                            |      |                      |     |
| CONSOLIDATED                            |                                     |                            |      |                      |     |
| REF<br>S                                | CONCEPTS                            | QUARTER OF PRESENT<br>YEAR |      | QUARTER OF LAST YEAR |     |
|   |                                     | Amount                     | %    | Amount               | %   |
| 3                                       | CASH AND SHORT TERM<br>INVESTMENTS  | 51,049                     | 100  | 93,435               | 100 |
| 46                                      | Cash                                | -                          | 0    | -                    | 0   |
| 47                                      | Short term investments              | 51,049                     | 100  | 93,435               | 100 |
| 18                                      | DEFERRED ASSETS (NET)               | -                          | 0    | -                    | 0   |
| 48                                      | Amortiz3d r redeemed expenses       | -                          | 0    | -                    | 0   |
| 49                                      | Goodwill                            | -                          | 0    | -                    | 0   |
| 50                                      | deferred taxes                      | -                          | 0    | -                    | 0   |
| 51                                      | others                              | -                          | 0    | -                    | 0   |
| 21                                      | CURRENT LIABILITIES                 | 786,601                    | 100  | 744,636              | 100 |
| 52                                      | Foreign currency liabilities        | 547,531                    | 70   | 448,705              | 60  |
| 53                                      | Mexican pesos liabilities           | 239,070                    | 30   | 295,931              | 40  |
| 24                                      | STOCK MARKETS LOANS                 | -                          | 0    | -                    | 0   |
| 54                                      | Comercial paper                     | -                          | 0    | -                    | 0   |
| 55                                      | Current maturities of medium term   | -                          | 0    | -                    | 0   |
| 56                                      | Current maturities of bonds         | -                          | 0    | -                    | 0   |
| 26                                      | OTHER CURRENT<br>LIABILITIES        | 130,971                    | 100  | 135,952              | 100 |
| 57                                      | Other current liabilities with cost | -                          | 0    | -                    | 0   |
| 58                                      |                                     | 130,971                    | 100  | 135,952              | 100 |

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|    |   |             |     |             |     |
|----|---|-------------|-----|-------------|-----|
|    | Other current liabilities without cost                    |             |     |             |     |
| 27 | LONG TERM LIABILITIES                                     | 972,419     | 100 | 1,012,667   | 100 |
| 59 | Foreing currency liabilities                              | 972,419     | 100 | 1,012,667   | 100 |
| 60 | Mexican pesos liabilities                                 | -           | 0   | -           | 0   |
| 29 | STOCK MARKET LOANS  | -           | 0   | -           | 0   |
| 61 | Bonds   | -           | 0   | -           | 0   |
| 62 | Medium term notes   | -           | 0   | -           | 0   |
| 30 | OTHER LOANS   | -           | 0   | -           | 0   |
| 63 | Other loans with cost                                     | -           | 0   | -           | 0   |
| 64 | Other loans without cost                                  | -           | 0   | -           | 0   |
| 31 | DEFERRED LOANS  | 442,623     | 100 | 346,174     | 100 |
| 65 | Negative goodwill   | -           | 0   | -           | 0   |
| 66 | Deferred taxes  | 442,623     | 100 | 346,174     | 100 |
| 67 | Other   | -           | 0   | -           | 0   |
| 32 | OTHER LIABILITIES   | 5,627       | 0   | 4,698       | 0   |
| 68 | Reserves  | -           | 0   | -           | 0   |
| 69 | Other liabilities   | 5,627       | 0   | 4,698       | 0   |
| 44 | EXCESS (SHORTFALL) IN RESTATEMENT OF STOCK HOLDERS EQUITY | (1,441,512) | 100 | (1,511,488) | 100 |
| 70 | Accumulated income due to monetary position               | -           | 0   | -           | 0   |
| 71 | Income from non monetary position                         | (1,443,032) | 100 | (1,511,489) | 100 |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONSOLIDATED FINANCIAL STATEMENTS

OTHER CONCEPTS

(Thousands of Pesos)

| AUDITED CONSOLIDATED                           |                             |                         |  |                      |  |
|--|-----------------------------|-------------------------|--|----------------------|--|
| REF<br>S                                       | CONCEPTS                    | QUARTER OF PRESENT YEAR |  | QUARTER OF LAST YEAR |  |
|  |                             | Amount                  |  | Amount               |  |
| 72   | WORKING CAPITAL             | 599,319                 |  | 604,852              |  |
| 73   | PENSIONS FUND AND SENIORITY | 0                       |  | 0                    |  |
| 74   | EXECUTIVES (*)              | 11                      |  | 11                   |  |
| 75   | EMPLOYERS (*)               | 1,256                   |  | 1,213                |  |
| 76   | WORKERS (*)                 | 1,778                   |  | 1,865                |  |
| 77   | CIRCULATION SHARES (*)      | 97,200,072              |  | 106,042,750          |  |
| 78   | RESPURCHASED SHARES (*)     | 0                       |  | 0                    |  |
|  |                             |                         |  |                      |  |
| (*) THIS CONCEPTS SHOULD BE EXPRESSED IN UNITS |                             |                         |  |                      |  |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

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STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONSOLIDATED EARNINGS STATEMENT

FROM JANUARY THE 1ST TO DECEMBER 31st OF 2003 AND 2002

(Thousands of Pesos)

| AUDITED  |               |                         |     |                      |     |
|----------|---------------|-------------------------|-----|----------------------|-----|
| REF<br>R | CONCEPTS      | QUARTER OF PRESENT YEAR |     | QUARTER OF LAST YEAR |     |
|          |               | Amount                  | %   | Amount               | %   |
| 1        | NET SALES     | 3,424,926               | 100 | 3,267,385            | 100 |
| 2        | COST OF SALES | 2,236,376               | 65  | 2,058,976            | 63  |
| 3        | GROSS INCOME  | 1,188,550               | 35  | 1,208,409            | 37  |

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|    |   |         |    |         |    |
|----|---|---------|----|---------|----|
| 4  | OPERATING EXPENSES  | 959,388 | 28 | 898,570 | 28 |
| 5  | OPERATING INCOME  | 229,162 | 7  | 309,839 | 9  |
| 6  | TOTAL FINANCING COST  | 111,923 | 3  | 168,266 | 5  |
| 7  | INCOME AFTER FINANCING COST   | 117,239 | 3  | 141,573 | 4  |
| 8  | OTHER FINANCIAL OPERATIONS  | 8,690   | 0  | 12,831  | 0  |
| 9  | INCOME BEFORE TAXES AND WORKERS PROFIT SHARING                              | 108,549 | 3  | 128,742 | 4  |
| 10 | RESERVE FOR TAXES AND WORKERS PROFIT SHARING                                | 46,831  | 1  | 15,626  | 0  |
| 11 | NET INCOME AFTER TAXES AND WORKERS SHARING                                  | 61,718  | 2  | 113,116 | 3  |
| 12 | SHARE IN NET INCOME OF SUBSIDIARIES AND NON CONSOLIDATED ASSOCIATES         | 488     | 0  | -449    | 0  |
| 13 | CONSOLIDATES NET INCOME   | 62,206  | 2  | 112,667 | 3  |
| 14 | INCOME OF DISCONTINUOUS OPERATIONS  | 0       | 0  | 0       | 0  |
| 15 | CONSOLIDATED NET INCOME BEFORE EXTRAORDINARY ITEMS                          | 62,206  | 2  | 112,667 | 3  |
| 16 | EXTRAORDINATY ITEMS NET EXPENSES  | 0       | 0  | 0       | 0  |
| 17 | NET EFFECT AT THE BEGINNING OF THE YEAR BY CHANGES IN ACCOUNTING PRINCIPLES | 0       | 0  | 0       | 0  |
| 18 | NET CONSOLIDATES INCOME   | 62,206  | 2  | 112,667 | 3  |
| 19 | NET INCOME OF MINORITY INTEREST   | 29,989  | 1  | 19,660  | 1  |
| 20 | NET INCOME OF MAJORITY INTEREST   | 32,217  | 1  | 93,007  | 3  |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.



| SIFIC / ICS                             |  |                            |     |                      |     |
|---|--|----------------------------|-----|----------------------|-----|
| STOCK EXCHANGE CODE: CERAMIC            |  |                            |     | 2003                 |     |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |  |                            |     |                      |     |
| CONSOLIDATED EARNINGS STATEMENT         |  |                            |     |                      |     |
| BREAKDOWN OF MAIN CONCEPTS              |  |                            |     |                      |     |
| (Thousands of Pesos)                    |  |                            |     |                      |     |
| AUDITED CONSOLIDATED                    |  |                            |     |                      |     |
| REF<br>R                                | CONCEPTS                               | QUARTER OF PRESENT<br>YEAR |     | QUARTER OF LAST YEAR |     |
|   |  | Amount                     | %   | Amount               | %   |
| 1                                       | NET SALES                              | 3,424,926                  | 100 | 3,267,385            | 100 |
| 21                                      | DOMESTIC                               | 1,920,526                  | 56  | 1,841,960            | 56  |
| 22                                      | FOREIGN                                | 1,504,400                  | 4   | 1,425,425            | 4   |
| 23                                      | TRANSLATED INTO<br>DOLLARS (***)       | 134,647                    |     | 130,871              |     |
|   |  |                            |     |                      |     |
| 6                                       | TOTAL FINANCING COST                   | 111,923                    | 100 | 168,266              | 100 |
| 24                                      | INTEREST PAID                          | 79,854                     | 71  | 114,802              | 68  |
| 25                                      | EXCHANGE LOSSES                        | 242,008                    | 216 | 231,010              | 137 |
| 26                                      | INTEREST EARNED                        | 8,286                      | 7   | 7,986                | 5   |
| 27                                      | EXCHANGE PROFITS                       | 150,481                    | 134 | 115,240              | 68  |
| 28                                      | GAIN DUE TO MONETARY<br>POSITION       | -51,172                    | -46 | -54,320              | -32 |
|   |  |                            |     |                      |     |
| 8                                       | OTHER FINANCIAL<br>OPERATIONS          | 8,690                      | 100 | 12,831               | 100 |
| 29                                      | OTHER NET EXPENSES<br>(INCOME) NET     | 8,690                      | 100 | 12,831               | 100 |
| 30                                      | (PROFIT) LOSS ON SALE OF<br>OWN SHARES | 0                          | 0   | 0                    | 0   |
| 31                                      | (PROFIT) LOSS ON SALE OF<br>SHORT TERM | 0                          | 0   | 0                    | 0   |
|   |  |                            |     |                      |     |
| 10                                      |  | 46,831                     | 100 | 15,626               | 100 |

|    |   |        |    |        |     |
|----|---|--------|----|--------|-----|
|    | RESERVE FOR TAXES AND<br>WORKERS PROFIT SHARING |        |    |        |     |
| 32 | INCOME TAX                                      | 21,105 | 45 | 20,852 | 133 |
| 33 | DEFERED INCOME TAX                              | 25,726 | 55 | -9,024 | -58 |
| 34 | WORKERS PROFIT SHARING                          | 0      | 0  | 3,798  | 24  |
| 35 | DEFERED WORKERS PROFIT<br>SHARING               | 0      | 0  | 0      | 0   |

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|--|--|--|--|--|--|

(\*\*\*) THOUSANDS OF DOLLARS

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONSOLIDATED EARNINGS STATEMENT

OTHER CONCEPTS

(Thousands of Pesos)

AUDITED CONSOLIDATED

| REF<br>R | CONCEPTS                                 | QUARTER OF PRESENT<br>YEAR |     | QUARTER OF LAST<br>YEAR |     |
|----------|--|----------------------------|-----|-------------------------|-----|
|          |  | Amount                     | %   | Amount                  | %   |
| 36       | TOTAL SALES                              | 3,639,680                  | 100 | 3,464,991               | 100 |
| 37       | NET INCOME OF THE YEAR                   | 0                          | 0   | 0                       | 0   |
| 38       | NET SALES (**)                           | 3,424,926                  | 9   | 3,267,385               |     |
| 39       | OPERATING INCOME (**)                    | 229,162                    |     | 309,839                 |     |
| 40       | NET INCOME OF MAYORITY I<br>NTEREST (**) | 32,217                     |     | 93,007                  |     |
| 41       | NET CONSOLIDATED INCOME<br>(**)          | 62,206                     | 100 | 112,667                 |     |

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|--|--|--|--|--|--|

(\*\*) THE RESTATED INFORMATION ON THE LAST TWELVE MONTHS SHOULD BE USED

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

## QUARTERLY CONSOLIDATED EARNINGS STATEMENT

(Thousands of Pesos)

AUDITED

| REF<br>R | CONCEPTS   | QUARTER OF PRESENT<br>YEAR |     | QUARTER OF LAST<br>YEAR |     |
|----------|--|----------------------------|-----|-------------------------|-----|
|          |  | Amount                     | %   | Amount                  | %   |
| 1        | NET SALES  | 862,753                    | 100 | 843,630                 | 100 |
| 2        | COST OF SALES  | 577,315                    | 67  | 546,312                 | 65  |
| 3        | GROSS INCOME   | 285,438                    | 33  | 297,318                 | 35  |
| 4        | OPERATING EXPENSES   | 251,074                    | 29  | 231,192                 | 27  |
| 5        | OPERATING INCOME   | 34,364                     | 4   | 66,126                  | 8   |
| 6        | TOTAL FINANCING COST   | 22,262                     | 3   | 21,331                  | 3   |
| 7        | INCOME AFTER FINANCING<br>COST   | 12,102                     | 1   | 44,795                  | 5   |
| 8        | OTHER FINANCIAL<br>OPERATIONS  | -965                       | 0   | 2,408                   | 0   |
| 9        | INCOME BEFORE TAXES AND<br>WORKERS PROFIT SHARING                        | 13,067                     | 2   | 42,387                  | 5   |
| 10       | RESERVE FOR TAXES AND<br>WORKERS PROFIT SHARING                          | -40,839                    | -5  | -56,468                 | -7  |
| 11       | NET INCOME AFTER TAXES<br>AND WORKERS SHARING                            | 53,906                     | 6   | 98,855                  | 12  |
| 12       | SHARE IN NET INCOME OF<br>SUBSIDIARIES AND NON<br>COSOLIDATED ASSOCIATES | 488                        | 0   | -971                    | 0   |
| 13       | CONSOLIDATES NET INCOME  | 54,394                     | 6   | 97,884                  | 12  |

|    |   |        |   |        |    |
|----|---|--------|---|--------|----|
| 14 | INCOME OF DISCONTINUOUS OPERATIONS  | 0      | 0 | 0      | 0  |
| 15 | CONSOLIDATED NET INCOME BEFORE EXTRAORDINARY ITEMS                          | 54,394 | 6 | 97,884 | 12 |
| 16 | EXTRAORDINARY ITEMS NET EXPENSES  | 0      | 0 | 0      | 0  |
| 17 | NET EFFECT AT THE BEGINNING OF THE YEAR BY CHANGES IN ACCOUNTING PRINCIPLES | 0      | 0 | 0      | 0  |
| 18 | NET CONSOLIDATED INCOME   | 54,394 | 6 | 97,884 | 12 |
| 19 | NET INCOME OF MINORITY INTEREST   | 6,529  | 1 | 7,798  | 1  |
| 20 | NET INCOME OF MAJORITY INTEREST   | 47,865 | 6 | 90,086 | 11 |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

QUARTERLY CONSOLIDATED EARNINGS STATEMENT

BREAKDOWN OF MAIN CONCEPTS

(Thousands of Pesos)

AUDITED CONSOLIDATED

| REF<br>R | CONCEPTS                      | QUARTER OF PRESENT YEAR |     | QUARTER OF LAST YEAR |     |
|----------|-------------------------------|-------------------------|-----|----------------------|-----|
|          |                               | Amount                  | %   | Amount               | %   |
| 1        | NET SALES                     | 862,753                 | 100 | 843,630              | 100 |
| 21       | DOMESTIC                      | 491,729                 | 57  | 496,759              | 59  |
| 22       | FOREIGN                       | 371,024                 | 4   | 346,871              | 4   |
| 23       | TRANSLATED INTO DOLLARS (***) | 32,966                  |     | 31,449               |     |

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|    |  |         |     |         |     |
|----|--|---------|-----|---------|-----|
|    |  |         |     |         |     |
| 6  | TOTAL FINANCING COST                         | 22,262  | 100 | 21,331  | 100 |
| 24 | INTEREST PAID                                | 20,430  | 92  | 23,890  | 112 |
| 25 | EXCHANGE LOSSES                              | 44,475  | 200 | 35,778  | 168 |
| 26 | INTEREST EARNED                              | 2,236   | 10  | 2,905   | 14  |
| 27 | EXCHANGE PROFITS                             | 20,759  | 93  | 18,334  | 86  |
| 28 | GAIN DUE TO MONETARY POSITION                | -19,648 | -88 | -17,098 | -80 |
|    |  |         |     |         |     |
| 8  | OTHER FINANCIAL OPERATIONS                   | -965    | 100 | 2,408   | 100 |
| 29 | OTHER NET EXPENSES (INCOME) NET              | -965    | 100 | 2,408   | 100 |
| 30 | (PROFIT) LOSS ON SALE OF OWN SHARES          | 0       | 0   | 0       | 0   |
| 31 | (PROFIT) LOSS ON SALE OF SHORT TERM          | 0       | 0   | 0       | 0   |
|    |  |         |     |         |     |
| 10 | RESERVE FOR TAXES AND WORKERS PROFIT SHARING | -40,839 | 100 | -56,468 | 100 |
| 32 | INCOME TAX                                   | -17,532 | 43  | -6,591  | 12  |
| 33 | DEFERED INCOME TAX                           | -15,762 | 39  | -49,181 | 87  |
| 34 | WORKERS PROFIT SHARING                       | -7,545  | 18  | -696    | 1   |
| 35 | DEFERED WORKERS PROFIT SHARING               | 0       | 0   | 0       | 0   |

(\*\*\*) THOUSANDS OF DOLLARS

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONSOLIDATED FINANCIAL STATEMENT OF CHANGES

(Thousands of Pesos)

AUDITED CONSOLIDATED

| REF<br>C | CONCEPTS   | QUARTER OF<br>PRESENT YEAR | QUARTER OF LAST<br>YEAR |
|----------|--|----------------------------|-------------------------|
|          |  | Amount                     | Amount                  |
| 1        | Consolidated net   | 62,206                     | 112,667                 |
| 2        | + (-) items added to income which do not require using cash    | 201,371                    | 151,030                 |
| 3        | Cash flow from net income of the year                          | 263,577                    | 263,697                 |
| 4        | Cash flow from change in working capital                       | -159,758                   | -94,406                 |
| 5        | Cash generated (used) in operating activities                  | 103,819                    | 169,291                 |
| 6        | Cash flow from external financing                              | 66,785                     | -62,371                 |
| 7        | Cash flow from internal financing                              | -79,054                    | -69,148                 |
| 8        | Cash flow generated (used) by financing                        | -12,269                    | -131,519                |
| 9        | Cash flow generated (used) by investment activities            | -133,936                   | -181,793                |
| 10       | Net increase (decrease) in cash and investments                | -42,386                    | -144,021                |
| 11       | Cash and short term investments at the beginning of the period | 93,435                     | 237,456                 |
| 12       | Cash and short term investments at the end of the period       | 51,049                     | 93,435                  |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONSOLIDATED FINANCIAL STATEMENT OF CHANGES

BREAKDOWN OF MAIN CONCEPTS

(Thousands of Pesos)

| AUDITED CONSOLIDATED |   |                            |                         |
|----------------------|---|----------------------------|-------------------------|
| REF                  | CONCEPTS  | QUARTER OF<br>PRESENT YEAR | QUARTER OF LAST<br>YEAR |
| C                    |   | Amount                     | Amount                  |
| 2                    | + (-) items added to income which do not require using cash           | 201,371                    | 151,030                 |
| 13                   | Depreciation and amortization the period                              | 175,645                    | 160,054                 |
| 14                   | + (-) net increase (decrease) in pensions fund and seniority premiums | 0                          | 0                       |
| 15                   | + (-) net loss (profit) in money                                      | 0                          | 0                       |
| 16                   | + (-) net loss (profit) in assets and liabilities actualization       | 0                          | 0                       |
| 17                   | + (-) other items   | 25,726                     | -9,024                  |
|                      |   |                            |                         |
| 4                    | Cash flow from change in working capital                              | -159,758                   | -94,406                 |
| 18                   | + (-) decrease (increase) in account receivables                      | 19,147                     | -17,997                 |
| 19                   | + (-) decrease (increase) in inventories                              | -114,103                   | -135,158                |
| 20                   | + (-) decrease (increase) in other account receivables                | -6,457                     | -16,592                 |
| 21                   | + (-) decrease (increase) in suppliers                                | -59,533                    | 149,170                 |
| 22                   | + (-) decrease (increase) in other liabilities                        | 1,188                      | -73,829                 |
|                      |   |                            |                         |
| 6                    | Cash flow from external financing                                     | 66,785                     | -62,371                 |
| 23                   | + short term bank and stock market                                    | 107,033                    | -811,681                |
| 24                   | + long term bank and stock market                                     | -40,248                    | 749,310                 |
| 25                   | + dividend received   | 0                          | 0                       |
| 26                   | + Other financing   | 0                          | 0                       |
| 27                   | -Bank financing amortization  | 0                          | 0                       |
| 28                   | -Stock market amortization  | 0                          | 0                       |
| 29                   | - Other financing amortization  | 0                          | 0                       |
|                      |   |                            |                         |
| 7                    | Cash flow from internal financing                                     | -79,054                    | -69,148                 |
| 30                   | + (-) increase (decrease) in capital                                  | -53,293                    | -62,737                 |

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|    |  |          |          |
|----|--|----------|----------|
| 31 | - Dividends paid   | -25,761  | -6,411   |
| 32 | + Premium on sale of shares  | 0        | 0        |
| 33 | + Contribution for future capital                                    | 0        | 0        |
|    |  |          |          |
| 9  | Cash flow generated (Utilized) in investment activities              | -133,936 | -181,793 |
| 34 | + (-) decrease (increase) in stock investments of a permanent nature | 0        | 0        |
| 35 | - Acquisitions of property, plant and equipments                     | -133,936 | -191,793 |
| 36 | - Increase in constructions in process                               | 0        | 0        |
| 37 | + Sale of other permanent  | 0        | 0        |
| 38 | + Sale of tangible fixed assets                                      | 0        | 0        |
| 39 | + (-) Other items  | 0        | 0        |

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

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STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

RATIOS

CONSOLIDATED

AUDITED CONSOLIDATED

| REF<br>P | CONCEPTS                                      | QUARTER OF<br>PRESENT YEAR | QUARTER OF LAST<br>YEAR |
|----------|---|----------------------------|-------------------------|
|          |   | Amount                     | Amount                  |
|          | YIELD   |                            |                         |
| 1        | Net income to net sales                       | 1.82%                      | 3.45%                   |
| 2        | Net income to stock holders equity (**)       | 3.23%                      | 9.80%                   |
| 3        | Net income to total assets (**)               | 1.80%                      | 3.44%                   |
| 4        | Cash dividends to previous year net income    | 0.00%                      | 0.00%                   |
| 5        | Income due to monetary position to net income | 82.26%                     | 48.21%                  |



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|    | ACTIVITY   |            |            |
|----|--|------------|------------|
| 6  | Net sales to net assets (**)                             | 0.99 times | 1.00 times |
| 7  | Net sales to fixed assets (**)                           | 1.74 times | 1.77 times |
| 8  | Inventories rotation (**)                                | 2.37 times | 2.49 times |
| 9  | Accounts receivable in days of sales                     | 31 days    | 34 days    |
| 10 | Paid interest to talt liabilities with cost (**)         | 5.88%      | 8.89%      |
|    | LEVERAGE   |            |            |
| 11 | Total liabilities to total assets                        | 64.00%     | 64.44%     |
| 12 | Total liabilities to stock holders equity                | 1.78 times | 1.81 times |
| 13 | Foreign currency liabilities to total liabilities        | 68.86%     | 69.32%     |
| 14 | long term liabilities to fixed assets                    | 49.46%     | 54.80%     |
| 15 | Operaing income to interest paid                         | 2.87 times | 2.70 times |
| 16 | Net sales to total liabilities (**)                      | 1.55 times | 1.55 times |
|    | LIQUIDITY  |            |            |
| 17 | Current assets to current liabilities                    | 1.76 times | 1.81 times |
| 18 | Current assets less inventory to current liabilities     | 0.56 times | 0.70 times |
| 19 | Current assets to total liabilities                      | 0.63 times | 0.64 times |
| 20 | available assets to curent liabilities                   | 6.49%      | 12.55%     |
|    | CASH FLOW  |            |            |
| 21 | Cash flow from net income to net sales                   | 7.70%      | 8.07%      |
| 22 | Cash flow from changes in working capital to net sales   | -4.66%     | -2.89%     |
| 23 | Cash generated (used) in operating to interest paid      | 1.30 times | 1.47 times |
| 24 | External financing to cash generated (used) in financing | -544.34%   | 47.42%     |
| 25 | Internal financing to cash generated in financing        | 644.34%    | 52.58%     |
| 26 | To cash generated (used) in investment activities        | 100.00%    | 100.00%    |

(\*\*) IN THESE RATIOS FOR THE DATA TAKE INTO CONSIDERATION THE LAST TWELVE MONTHS

MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC QUARTER: 4 YEAR 2003**

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

NOTES TO FINANCIAL STATEMENTS (1)

CONSOLIDATED

Final Printing

S23: IN THIS ACCOUNT OF THE ACTUAL YEAR ARE INCLUDED THE CURRENT LIABILITIES WITH COST OF THE COMPANY, EVEN WHEN THESE ARE NOT BANK LOANS.

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MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC QUARTER: 4 YEAR 2003**

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

DIRECTOR REPORT (1)

CONSOLIDATED

ANNEX 1

; Final Printing

Interceramic Posts 2003 Year End Results

Interceramic's consolidated sales for 2003 were US \$306.4 million, up 2.14 percent from sales of US \$300.0 million in 2002-a new record high for the company but certainly below our expectations for the year. The growth in sales was largely offset by increases in certain components of the cost of goods sold, as well as by lower price levels mainly the result of the growth of imported product in our mix of sales. Accordingly our gross margin for 2003 of 34.70 percent was 2.30 points lower than gross margin of 37.00 percent in 2002. There are several reasons why our costs were higher than expected this year. Primary among them was the continuing slide of the Peso, which devalued another eight percent against the Dollar over the course of 2003 on top of the almost 13 percent reduction in 2002. We pay for many of our raw materials in Dollars and our cost of natural gas-a significant factor in our cost of production-both in our Mexican facilities and in the Garland, Texas plant, is denominated in Dollars. Also, the tile that we imported during the year from Europe and South America to round out our product selection as well as to free up production capacity at our own plants for higher margin products, is all sold to us in Dollars. The decrease in the value of the Peso made all of these components more expensive for us during the year.

Although we have little control over the value of the Peso, we can take steps to lower the cost of production in more meaningful ways. During 2003, we put into production a new, state of the art kiln in one of our Chihuahua, Mexico plants, and another new kiln is set to come on line during the first quarter of the year. We also implemented a fully automated tile selection process in our plants-the critical stage where tile is packaged and categorized into first class, second class or scrap-not only reducing labour cost but improving the accuracy of the process. Additional improvements included major changes to the glazing process. All of these improvements and modifications are designed to help us produce higher quality, more innovative products at lower cost.

Sales in Mexico grew by 1.56 percent over sales in 2002, hitting US \$171.8 million. Measured in constant Pesos, however, a perhaps more meaningful yardstick for revenues entirely in Mexico, sales were Ps 1,920.5 million an increase of 4.27 percent over sales in 2002. Another plus was the growth in unit sales of 17.54 percent more square meters of product in 2003 than we sold in 2002, indicating greater market penetration in a Mexican ceramic tile market that only increased in consumption by about four percent in the aggregate over the course of the year. In the International markets, primarily the United States, sales grew to US \$134.6 million in 2003 from US \$130.9 million in 2002, a 2.88 percent increase. At the same time, volume of product sold decreased by 7.70 percent, sending a mixed message of decreased market penetration yet better overall prices.

As was the case during 2002, costs attributed to improving our sales infrastructure and an extremely competitive world market led to decline in operating income. At US \$20.5 million, operating income in 2003 was 28.08 percent lower than operating income of US \$28.5 million in 2002. Lower operating income suppressed our earnings before interest, taxes, depreciation and amortization ("EBITDA"), which at US \$36.2 million for the year represented a 16.14 percent drop over EBITDA of US \$43.2 million in 2002. On the other hand lower interest rates have improved our debt service coverage ratio, which at the end of the last quarter of 2003 stood at 5.7 times compared to 4.4 times at the end of last year.

On the sales side we undertook some significant steps in both Mexico and the United States during 2003 in order to improve our distribution and deepen our market penetration in 2004.

In the United States, we broadened our image in our company-owned distribution network by changing the name from "Ceramic Tile International" to "Interceramic Tile and Stone Gallery," not only incorporating our brand-name but also better describing the scope and quality of products we offer. We also made the decision to move to new, custom designed facilities in three of our existing markets including Houston, Texas and Albuquerque, New Mexico which, although costing some disruption and added expense in the short-term, should significantly improve our presence in those markets and boost our ability to provide excellent service to our customers. At the end of 2003, we had 19 company-owned stores in the United States that provided sales growth during 2003 of about nine percent over last year. We look to continue developing this captive distribution further in coming periods, particularly in the sprawling southern California market. On the independent wholesale side in the United States market, we suffered a decline in revenues in 2003 that negatively impacted our operating profits. We have since put in place strategies which we believe will solve most of our wholesale problems in 2004 and help to recover growth in this area.

In Mexico we continued to refine our nationwide network of exclusive franchise stores, focusing on improvements in customer service, marketing of innovative new products and embellishment of the distinctive Interceramic image in the markets. A cornerstone of our efforts is the creation of new, cutting edge products that can compete in quality and design with the best in the world. In 2003 we introduced more than 40 new product lines -compared to an average of ten annually in prior years-most of which were made available in Mexico and in the United States. As is the case in the United States, in the right markets our company-owned stores provide us with appreciably higher margins, and company franchise stores in Mexico grew sales markedly, selling 20.89 percent more product than during 2002. At the end of 2003 we reached an agreement with an affiliate to purchase our franchise distributors in key Mexican markets including Monterrey and the State of Chihuahua, and we expect these acquisitions (which should be completed in the first quarter of 2004) to be a big benefit to us in coming periods.

In 2004 Interceramic celebrates its 25th Anniversary and we are determined to make the year the best in our history. If 2003 was marked by slow economic growth and intense competition due to overcapacity and diminished demand in Europe, a much improved global economy and tougher conditions for European imports in the United States and Mexico due to the strong Euro are expected by us at Interceramic to set the pace for 2004. With the many improvements we have made to our production processes, operational infrastructure, new products, sales and customer service, there are no obstacles to Interceramic capitalizing on the opportunities 2004 presents.

Oscar E. Almeida

Chairman of the Board

Victor D. Almeida

Chief Executive Officer

This document contains forward-looking statements within the meaning of the United States Securities Exchange Act of 1934 which reflect the Company's views about future events and financial performance. Actual events and results could differ materially from those stated herein and, accordingly, undue reliance should not be placed upon them. The forward-looking statements speak only of their dates and the Company undertakes no obligation to update or revise any of them.

#### DISCUSSION ON OTHER ACCOUNTS

##### 1.- Comprehensive Financing Cost.-

Comprehensive Financing Cost for the year 2003 was a loss of \$111.9 millions compared to a loss of \$168.3 millions registered during 2002. This decreased loss was mainly due to lower interest expenses which at \$79.9 millions represents a 30.44 percent decrease over the \$114.8 million in 2002. Other factor was the decrease in the foreign exchange loss which at \$91.5 million in 2003, represents a 20.94 percent over the \$115.8 million in 2002. this lower foreign exchange loss was due to a lower depreciation of the Peso against the Dollar in 2003 than in 2002.

##### 2.- Other Income or Expenses.-

Other income or expenses is an account composed by non continuous ordinary transactions, such as, write down of assets, obsolete inventories, waste of raw materials, etc.

Other expenses during 2003 were of \$8.7 millions, amount significantly lower than the expense of \$12.8 millions registered during 2002.

##### 3.- Minority Net Income.-

This account in the Financial Statements relates to the interest of Dal-Tile Inc in "Recubrimientos Interceramic, S.A. de C.V." and Custom's Inc. interest in "Adhesivos y Boquillas, S. de R.L. de C.V.". Minority net income posted in 2003 was \$ 30.0 million, compared to \$ 19.7 million in 2002, representing an increase of 52.54 percent.

##### 4.- Majority Net Income.-

This account in the Financial Statements consists of consolidated net income, less the portion attributable to Dal-Tile's Inc. ownership interest in Recubrimientos Interceramic, S.A. de C.V. and that of Custom's Inc. in "Adhesivos y

Boquillas, S. de R.L. de C.V."

Majority net income for the year decreased significantly to an income of \$ 32.2 million in 2003 from a majority net income of \$ 93.0 million in 2002.

#### LIQUIDITY AND CAPITAL RESOURCES

1).- DEBT.- At the end of the year the Company's net debt was of US \$116.4 millions, composed mainly by a Syndicated Loan obtained in 2002 for an amount of US \$100.0 millions. At the date the Company has not failed to make any payment of any of the different loans obtained from different banks (see Annex 5). At the date of the report the Company is in compliance with all of its credit agreements.

Over the course of the third quarter, Interceramic determined that the Company was not in compliance with a financial ratio contained in a covenant in the Credit Agreement applicable to our US \$100.0 million syndicated loan facility. With uncertainty over how quickly and to what extent our operating income will improve in the short term, we held discussions with our lenders ending with the agreement to amend the Credit Agreement establishing more flexible terms, being at the date of this report in compliance with all covenants of such Agreement.

2).- LIQUIDITY.- The main source of fund for the Company is basically the obtained from the sales of the products that manufacture and in a leaser extent that commercializes. For the full year of 2003, of the total sales of the Company, 56.07 percent were denominated in Mexican Pesos, while the remaining 43.93 percent were denominated in US Dollars.

#### EVOLUTION OF MAIN CONCEPTS IN THE LAST YEARS.

|                    | 2001   | 2002   | 2003   |
|--------------------|--------|--------|--------|
| Net Sales          | 288.0  | 300.0  | 306.4  |
| Cost of Sales      | -180.9 | -189.0 | -200.1 |
| Gross profit       | 107.2  | 111.0  | 106.3  |
| Gross margin       | 37.2%  | 37.0%  | 34.7%  |
| Operating Expenses | -74.3  | -82.5  | -85.8  |
| Operating Income   | 32.9   | 28.5   | 20.5   |
| Operating margin   | 11.4%  | 9.5%   | 6.7%   |
| EBITDA             | 46.7   | 43.2   | 36.2   |
| EBITDA margin      | 16.2%  | 14.4%  | 11.8%  |
| Volume variation * | 8.5%   | 1.0%   | 7.2%   |

\* Variation respecting the same period of the previous year..

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MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC** QUARTER: 4 YEAR 2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

FINANCIAL STATEMENTS NOTES (1)

CONSOLIDATED

ANNEX 2

; Final Printing

Pursuant to Bulletin B-15 financial statements previously reported have been restated to take into account a common actualization factor determined by weighting the Company's respective sales in Pesos and Dollars, each as effected by inflation and devaluation in the applicable currencies. This factor for the 12 month period from January '03 to December '03 was 6.82% compared to the inflation for the same period of 3.98%.

ACCOUNTING POLICIES AND STANDARDS

The consolidated financial statements of the Company have been prepared in accordance with accounting principles generally accepted in Mexico ("Mexican GAAP").

I. Recognition of the effects of inflation.-

The Company recognizes the effects of inflation on financial information as required by Mexican Accounting Principles Bulletin B-10, "Accounting Recognition of the Effects of Inflation on Financial Information".

Certain concepts and procedures required by the application of Bulletin B-10 are explained below:

The Company follows the specific-cost method to restate its inventories.

Imported machinery was restated based on the rate of inflation in the country of origin and the prevailing exchange rate at the balance sheet date. Machinery and equipment of domestic origin was restated based on the Mexican National Consumer Price Index ("NCPI").

Capital stock, paid in capital, stock repurchase reserve, retained earnings, cumulative effect of deferred taxes, effect of translation of foreign subsidiaries, and net income were restated by using a common restatement factor, which was determined based on the weighted average net sales in each currency.

The gain or loss on net monetary position represents the effects of inflation, as measured by the NCPI, on the Company's monetary assets and liabilities. During inflationary periods, losses are incurred by holding monetary assets, whereas gains are realized by holding monetary liabilities. The net monetary effect is included in the consolidated statements of income as part of the "comprehensive financing cost."

The deficit from restatement of stockholders' equity consists principally of the initial cumulative monetary position result and the cumulative deficit from holding non-monetary assets. The (loss) gain from holding non-monetary assets represents the amount by which the (decrease) increase in the

specific value of assets was (lower) higher than the rate of inflation.

## II. Cash equivalents.-

Cash equivalents are shown at cost plus accrued interest through the balance sheet date. The stated value approximates fair value.

All highly liquid investments with a maturity of three months or less at the time of purchase are considered cash equivalents and are carried at cost which approximates their fair market value.

## III. Inventories and Cost of Sales.-

Inventories are recorded initially at acquisition or production cost and then restated to reflect replacement cost, which is not in excess of market value. Cost of sales represents the estimated replacement cost at the time sales were realized, expressed in constant pesos at the end of the year.

## IV. Investment in shares of affiliated companies.-

Investments in companies in which the Company has an ownership interest of between 10% and 50% and for which the Company exercises significant influence, are accounted for using the equity method. Investments in companies in which the Company has an ownership interest of less than 10% are recorded at cost and restated for changes in the NCPI.

## V. Property, plant and equipment.-

Through December 31, 1996, the values of property, plant and equipment were determined by an independent appraiser registered with the National Banking and Securities Commission ("NBSC").

Effective January 1, 1997, Bulletin B-10 eliminated the use of appraisals to present property, plant and equipment in the financial statements, and currently is restated as follows:

The appraised value of imported machinery as of December 31, 1996, as well as the cost of subsequent additions to such machinery, were restated based on the rate of inflation in the respective country of origin and then translated using the prevailing exchange rate at the balance sheet date (specific inflation factors).

The appraised value of land, buildings and other fixed assets of domestic origin at December 31, 1996, and the cost of subsequent additions to such assets were restated based on the NCPI.

Depreciation is computed on the restated values, using the straight-line method based on the estimated useful lives of the assets as determined periodically by management based on technical studies.

## VI. Exchange differences.-

Transactions in foreign currency are recorded at the exchange rate at the time of the transactions. Exchange differences are determined from the date of the transactions to the time of settlement or valuation at the balance sheet date and are charged or credited to income.

## VII. Labor obligations.-

Under Mexican labor law, employees are entitled to a compensation payment ("seniority premium") upon death, dismissal or at retirement after 15 or more years of service. Seniority premium costs are recognized periodically

during the years of service rendered by employees, based on actuarial computations made by an independent actuary, using the projected unit credit method and financial assumptions, net of inflation, as required by Mexican Accounting Principles Bulletin D-3 ("Labor Obligations"). Termination payments are charged to income in the year in which the decision to dismiss an employee is made.

#### VIII. Income taxes and employee profit sharing.-

Effective January 1, 2000, the Company adopted the requirements of the Mexican Accounting Bulletin D-4, "Accounting for Income Tax, Asset Tax and Employee Profit Sharing." Bulletin D-4 requires the recognition of deferred taxes on all temporary differences in balance sheet accounts for financial and tax reporting purposes, using enacted income tax rates. Through December 31, 1999, deferred taxes were recognized only on temporary differences that were considered to be non-recurring and that had a known turnaround period.

As established in Bulletin D-4, the cumulative effect of deferred taxes, at the beginning of 2000, was applied to stockholders' equity, without restating the financial statements of prior years.

The Company periodically evaluates the possibility of recovering deferred tax assets and if necessary, adjusts the related valuation reserve.

Employee profit sharing is a statutory obligation payable to employees that is determined in accordance with the provisions of both Mexican labor and income tax law.

In conformity with Bulletin D-4, deferred employee profit sharing is recognized only on temporary differences determined in the reconciliation of current year net income for financial and tax reporting purposes, provided there is no indication that the related liability or asset will not be realized in the future.

Current year employee profit sharing is charged to results of operations and represents a current liability due and payable in a period of less than one year.

Asset tax, which is a minimum income tax is payable based on the average value of most assets net of certain liabilities. Since income tax may be credited against asset tax, the latter is actually payable only to the extent that it exceeds current year income tax.

Current year income tax is charged to results of operations and represents the tax liability due and payable in less than one year.

#### IX. Long-lived assets.-

The Company periodically evaluates potential impairment loss relating to long-lived assets by assessing whether the unamortized carrying amount can be recovered over the remaining life of the assets through undiscounted future expected cash flows generated by the assets. If the sum of the expected future undiscounted cash flows is less than the carrying value of the assets, a loss is recognized for the difference between the carrying value of the assets and the expected future undiscounted cash flows. Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

Effective January 1, 2004 the Company will be required to adopt Bulletin C-15 for Mexican GAAP which modifies the method in which companies must measure potential impairment losses relating to long-lived assets. Under the provisions of the bulletin an impairment loss of long-lived assets will be required to be recognized when the carrying value of assets, measured at the cash generating unit level, exceeds the recoverable value. A cash generating unit (joint venture, subsidiary, production line, division or segment) is the minimum identifiable grouping of assets that generate cash flows that are independent of other groups of assets. The recoverable value is defined as the greater of the value



in use (present value of the estimated future net cash flows using an appropriate discount rate) or an estimated net selling price between interested parties, which is reasonable and verifiable. Impairment losses may be reversed in future periods when the recoverable value exceeds the carrying value of the related assets and it can clearly justified and demonstrated that the change is permanent and verifiable. The Company has evaluated the effect of this new rule standard, and it is not expected any change.

X. Revenue recognition.-

The Company recognizes revenue when goods are shipped and invoiced. Revenue from retail operations is recognized, generally, at the point of sale. Returns and allowances are estimated and accrued based on historical results.

XI. Net income per unit.-

Net income per unit is determined on the basis of the average weighted number of units issued and outstanding. The Company's units are each comprised of two common shares that are traded together as one unit. A "UB" unit is comprised of two Series "B" Shares and a "ULD" unit is comprised of one Series "L" Share and one Series "D" Share.

XII. Comprehensive income.-

Mexican Accounting Bulletin B-4, "Comprehensive Income," became effective January 1, 2001. Bulletin B-4 establishes the rules with respect to reporting and presenting comprehensive income and the component elements of such income. Bulletin B-4 has no effect on net income or stockholders' equity. Comprehensive income consists of net income or loss for the year plus those items that are reflected directly in stockholders' equity and that do not constitute capital contributions, reductions or distributions such as deficit from restatement of stockholders' equity, effect of translation of foreign subsidiaries and deferred taxes allocated to equity.

GENERAL.-

On October 19<sup>th</sup> 1999 a merge agreement was approved by the Shareholders in which Ceramica Industrial Maquinada, S.A. de C.V. merged into Internacional de Ceramica, S.A. de C.V., which was a 100% subsidiary of Internacional de Ceramica, S.A. de C.V.

On April, 9<sup>th</sup>, 2002 a merge agreement was approved by the Shareholders in which Procesadora de Materiales Cerro Grande, S.A. de C.V. and Interacabados de Noroeste, S.A. de C.V. merged into Internacional de Ceramica, S.A. de C.V.. The merged companies were a 100% subsidiary of Internacional de Ceramica, S.A. de C.V.

|   |      |
|---|------|
| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |      |
| SIFIC / ICS                             |      |
| STOCK EXCHANGE CODE: CERAMIC            | 2003 |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |      |
| DATA PER SHARE                          |      |

## CONSOLIDATED FINANCIAL STATEMENT

AUDITED CONSOLIDATED

| REF<br>S | CONCEPTS  | QUARTER OF<br>PRESENT YEAR | QUARTER OF LAST<br>YEAR |
|----------|---|----------------------------|-------------------------|
|          |   | Amount                     | Amount                  |
| 1        | Basic profit per ordinary share (**)  | 0.33                       | 0.88                    |
| 2        | Basic profit per preferent share (**)   | 0.00                       | 0.00                    |
| 3        | Diluted profit per ordinary share (**)  | 0.00                       | 0.00                    |
| 4        | Continuous operating profit per comun<br>share (**)   | 2.36                       | 2.92                    |
| 5        | Effect of discontinuous operating<br>continuous operating profit per share<br>(**)          | 0.00                       | 0.00                    |
| 6        | Effect of extraordinary profit and loss on<br>continuous operating profit per share<br>(**) | 0.00                       | 0.00                    |
| 7        | Effect by changes in accounting policies<br>continuous operatin profit per share (**)       | 0.00                       | 0.00                    |
| 8        | Carrying value per share  | 10.27                      | 8.95                    |
| 9        | Cash dividend acumulated per share  | 0.00                       | 0.00                    |
| 10       | Dividend in shares per share  | 0.00 shares                | 0.00 shares             |
| 11       | Market price to carying value   | 1.10 times                 | 1.37 times              |
| 12       | Market price to basic profit per ordinary<br>share (**)                                     | 34.30 times                | 15.36 times             |
| 13       | Market price to basic profit per<br>opreferent share (**)                                   | 0.00 times                 | 0.00 times              |

(\*\*) TO CALCULATE THE DATA PER SHARE USE THE NET INCOME FOR THE LAST TWELVE MONTHS

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

RELATIONS OF SHARES INVESTMENTS

| ANNEX 3             |  |                                |                |  |               |         |
|---------------------|--|--------------------------------|----------------|--|---------------|---------|
| CONSOLIDATED        |  |                                |                |  |               |         |
| AUDITED             |  |                                | Final Printing |  |               |         |
| COMPANY NAME        | MAIN ACTIVITY  | NUMBER OF SHARES               | OWNERSHIP %    | TOTAL AMOUNT (Thousands of Pesos)<br>Aquisition Cost | Present Value |         |
| <b>SUBSIDIARIES</b> |  |                                |                |  |               |         |
|                     |  |                                |                |  |               |         |
| 1                   | ADHESIVOS Y BOQUILLAS INTERCERAMIC                   | PRODUCTOS PARA INSTALAR LOSETA | 3              | 51.00  | 168           | 23,091  |
| 2                   | INTERCERAMIC, INC.                                   | PRODUCCION Y VENTA DE LOSETA   | 4,000          | 100.00   | 2,423         | 365,418 |
| 3                   | INTERCERAMIC TRADING, CO.                            | SERVICIOS ADMINISTRATIVOS      | 10,000         | 100.00   | 3             | 1,356   |
| 4                   | RECUBRIMIENTOS INTERCERAMIC, S.A. DE C.V.            | PRODUCCION Y VENTA DE LOSETA   | 20,114,738     | 50.01  | 1             | 232,578 |
| 5                   | DISTRIBUCION INTERCERAMIC                            | COMERCIALIZACION DE LOSETA     | 50,000         | 100.00   | 1             | -21,690 |
| 6                   | INTERACABADOS DE OCCIDENTE                           | COMERCIALIZACION DE LOSETA     | 50,000         | 100.00   | 1             | -3743   |
| 7                   | MATERIALES EN PROCESO                                | SERVICIOS ADMINISTRATIVOS      | 1,249,999      | 100.00   | 1             | 612     |
| 8                   | INTERCERAMIC DE OCCIDENTE                            | SERVICIOS ADMINISTRATIVOS      | 50,000         | 100.00   | 1             | 178     |
| 9                   | OPERADORA INTERCERAMIC                               | SERVICIOS ADMINISTRATIVOS      | 50,000         | 100.00   | 1             | 277     |
| 10                  | SERVICIOS ADMINISTRATIVOS INTERCERAMIC, S.A. DE C.V. | SERVICIOS ADMINISTRATIVOS      | 50,000         | 100.00   | 1             | 51      |
| 11                  | INTERACABADOS DEL CENTRO                             | SERVICIOS ADMINISTRATIVOS      | 50,000         | 100.00   | 1             | 13      |
|                     |  |                                |                |  |               |         |

|                                  |                                   |          |           |       |       |         |
|----------------------------------|-----------------------------------|----------|-----------|-------|-------|---------|
| TOTAL INVESTMENT IN SUBSIDIARIES |                                   |          |           |       | 2,602 | 598,141 |
| ASSOCIATED                       |                                   |          |           |       |       |         |
|                                  |                                   |          |           |       |       |         |
| 1                                | CASINO DE CHIHUAHUA               | ACCIONES | 2         | 1.00  | 175   | 1       |
| 2                                | MAYO Y ASOCIADOS                  | ACCIONES | 5,000     | 30.00 | 1     | 5       |
| 3                                | CAMPESTRE SAN FRANCISCO           | ACCIONES | 4         | 0.40  | 49    | 20      |
| 4                                | PROMOTORA DE HOSPITALES MEXICANOS | ACCIONES | 4,031,903 | 5.70  | 1     | 4,759   |
| 5                                | PROM. DE INFRAESTRUCT. DE MEXICO  | ACCIONES | 5,253     | 5.50  | 1     | 838     |
| 6                                | ELECTRONIC PUBLISHING             | ACCIONES | 1,815     | 11.84 | 1,000 | 1,990   |
| 8                                | FIDEICOMISO SACRAMENTO            | ACCIONES | 1         | 0.00  | 1     | 81      |
|                                  |                                   |          |           |       |       |         |
| TOTAL INVESTMENT IN SUBSIDIARIES |                                   |          |           |       | 1,228 | 7,694   |
| OTHER PERMANENT INVESTMENT       |                                   |          |           |       |       |         |
| TOTAL                            |                                   |          |           |       |       | 605,835 |

ANNEX NOT  
PRESENTED  
ANY MORE

|   |   |
|---|---|
| STOCK EXCHANGE CODE: CERAMIC<br>INTERNACIONAL DE CERAMICA, S.A. DE C.V. | MEXICAN STOCK EXCHANGE<br>ANNEX 5<br>CREDITIS BREAKDOWN<br>(Thousands of Pesos) |
|---|---|

AUDITED

| Credit Type | Amortization | Rate of | Denominated in Pesos | Amortization of Creditis in Foreign Currency With National Entities | Amortization of |
|-------------|--------------|---------|----------------------|---|-----------------|
|-------------|--------------|---------|----------------------|---|-----------------|

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| Institution                 | Date              | Interest         | Until 1 Year         | More than 1 Year | Current  | Until 1      | Until 2       | Until 3       | Until 4       | Until 5       | Current         | Until 1      |
|-----------------------------|-------------------|------------------|----------------------|------------------|--|--------------|---------------|---------------|---------------|---------------|-----------------|--------------|
|                             |                   |                  |                      |                  | Year   | Year         | Years         | Years         | Years         | Years         | Year            | Year         |
| BANKS WITH WARRANTY         |                   |                  |                      |                  |  |              |               |               |               |               |                 |              |
| BANAMEX - REFACCIONARIO     |                   |                  |                      |                  |  |              |               |               |               |               |                 |              |
| NASSETTI ETTORE - DOCUMENTO |                   |                  |                      |                  |  |              |               |               |               |               |                 |              |
| SINDICADO                   | 7/31/2007         | 3.43%            | 0                    | 0                |  |              |               |               |               |               |                 | 202,398      |
| BANCOMER - L. REVOLVENTE    | 2/6/2004          | 2.54%            | 0                    | 0                |  |              |               |               |               |               |                 | 56,175       |
| BANORTE                     | 1/30/2004         | 3.60%            | 0                    | 0                |  |              |               |               |               |               |                 | 56,169       |
| BANAMEX - L. REVOLVENTE     | 4/19/2004         | 2.98%            | 0                    | 0                |  |              |               |               |               |               |                 | 67,801       |
| WELLS FARGO                 | 5/27/2006         | 2.94%            | 0                    | 0                |  |              |               |               |               |               |                 | 1,114        |
| CAPITAL LEASE - PRENDARIO   | 10/25/2007        | 7.52%            | 0                    | 0                |  |              |               |               |               |               |                 | 198          |
| OTHER FINANCIAL ENTITIES    |                   |                  |                      |                  |  |              |               |               |               |               |                 |              |
| ORACLE                      | 7/1/2004          | 5.00%            | 0                    | 0                |  |              |               |               |               |               |                 | 2,114        |
| TOTAL BANKS                 |                   |                  | 0                    |                  |  |              |               |               |               |               | 0               | 385,969      |
| Credit Type Institution     | Amortization Date | Rate of Interest | Denominated in Pesos |                  | Amortization of Credits in Foreign Currency With National Entities |              |               |               |               |               | Amortization of |              |
|                             |                   |                  | Until 1 Year         | More than 1 Year | Current Year   | Until 1 Year | Until 2 Years | Until 3 Years | Until 4 Years | Until 5 Years | Current Year    | Until 1 Year |
| SUPPLIERS                   |                   |                  |                      |                  |  |              |               |               |               |               |                 |              |
| FERRO MEXICANA              |                   |                  | 0                    | 0                |  |              |               |               |               |               |                 | 13,343       |
| SACMI IMOLA                 |                   |                  | 0                    | 0                |  |              |               |               |               |               |                 | 7,998        |

|                                    |  |  |         |   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
|------------------------------------|--|--|---------|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|-------|-------|---------|
| ABRASIVOS<br>PORCELANICOS          |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 6,488 |       |         |
| KOHLER CO.                         |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 5,332 |         |
| CARLSON<br>SYSTEM                  |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 4,650 |         |
| ESMALTES Y<br>COLORANTES<br>COVER  |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 3,831 |         |
| ESMALGLASS                         |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 3,667 |         |
| ESMACER                            |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 3,161 |         |
| MAQUINARIA SA<br>DE CV             |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 2,642 |         |
| IPADEX                             |  |  | 0       | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       | 2,568 |         |
| EMPAPQUES DE<br>CARTON TITAN       |  |  | 3,437   | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| ARTES GRAFICAS<br>PANORAMA         |  |  | 1,423   | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| RODAMIENTOS Y<br>REPRESENT INDU    |  |  | 837     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| MATERIAS<br>PRIMAS<br>MINERALES DE |  |  | 811     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| TECNICA<br>ELECTRICA DE<br>PARRAL  |  |  | 765     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| BEMIS DE<br>MEXICO                 |  |  | 579     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| CERAMIKON                          |  |  | 574     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| ESPRO DE<br>CHIHUAHUA SA<br>DE CV  |  |  | 436     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| AMPARAN<br>ALVIDREZ<br>ROGELIO     |  |  | 430     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| SURTIDORA DE<br>ABRASIVOS Y<br>PRO |  |  | 407     | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       |         |
| OTROS                              |  |  | 145,014 | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       | 56,562  |
| TOTAL<br>SUPPLIERS                 |  |  | 154,713 |   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |       |       | 110,242 |

| Credit<br>Type<br>Institution | Amorti-<br>zation<br>Date | Rate<br>of<br>Interest | Denominated<br>in Pesos |                           | Amortization of Credits in Foreign Currency<br>With National Entities |                    |                     |                     |                     |                     | Amortization of |                 |         |
|-------------------------------|---------------------------|------------------------|-------------------------|---------------------------|---|--------------------|---------------------|---------------------|---------------------|---------------------|-----------------|-----------------|---------|
|                               |                           |                        | Until 1<br>Year         | More<br>than<br>1<br>Year | Current<br>Year   | Until<br>1<br>Year | Until<br>2<br>Years | Until<br>3<br>Years | Until<br>4<br>Years | Until<br>5<br>Years | Current<br>Year | Until 1<br>Year |         |
| OTHER CURRENT<br>LIABILITIES  |                           |                        | 79,651                  | 0                         |   |                    |                     |                     |                     |                     |                 |                 | 51,320  |
| AND OTHER<br>CREDITS          |                           |                        | 79,651                  | 0                         |   |                    |                     |                     |                     |                     |                 |                 | 51,320  |
| TOTAL OTHER                   |                           |                        | 79,651                  | 0                         |   |                    |                     |                     |                     |                     |                 |                 | 51,320  |
| GRAND TOTAL                   |                           |                        | 234,364                 | 0                         | 0   | 0                  | 0                   | 0                   | 0                   | 0                   | 0               | 0               | 547,531 |

\* ALL CREDITS ARE DENOMINATED IN DOLLARS.

\* THE EXCHANGE RATE BETWEEN THE MEXICAN PESO AND THE AMERICAN DOLLAR AT THE TIME THE INFORMATION IS PRESENTED: \$1 USD = \$11.235 MXP.

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

TRADE BALANCE AND MONETARY POSITION IN FOREIGN EXCHANGE

(Thousands of Pesos)

ANNEX 6

AUDITED CONSOLIDATED

| FOREIGN<br>CURRENCY<br>POSITION | DOLLARS<br>THOUSANDS<br>OF<br>DOLLARS | THOUSANDS<br>OF<br>PESOS | OTHER<br>CURRENCIES<br>THOUSANDS<br>OF<br>DOLLARS | THOUSANDS<br>OF<br>PESOS | TOTAL<br>THOUSANDS OF<br>PESOS |
|---------------------------------|---------------------------------------|--------------------------|---|--------------------------|--------------------------------|
| TOTAL ASSETS                    | 154,154                               | 1,731,923                | 0   | 0                        | 1,731,923                      |
| LIABILITIES<br>POSITION         | 135,231                               | 1,519,315                | 0   | 0                        | 1,519,315                      |
|                                 | 48,678                                | 546,896                  | 0   | 0                        | 546,896                        |

|   |        |         |   |   |  |         |
|---|--------|---------|---|---|--|---------|
| SHORT TERM LIABILITIES POSITION   |        |         |   |   |  |         |
| LONG TERM LIABILITIES POSITION  | 86,553 | 972,419 | 0 | 0 |  | 972,419 |
| NET BALANCE   | 18,923 | 212,608 | 0 | 0 |  | 212,608 |
| CURRENT RATE BETWEEN THE MEXICAN PESO AND THE US DOLLAR AT THE TIME THIS INFORMATION WAS PRESENTED: \$1 USD = 11.235 MXP. |        |         |   |   |  |         |

| BOLSA MEXICANA DE VALORES, S.A. DE C.V.                 |                 |                      |                                       |                   |                           |
|---|-----------------|----------------------|---------------------------------------|-------------------|---------------------------|
| SIFIC / ICS   |                 |                      |                                       |                   |                           |
| STOCK EXCHANGE CODE: CERAMIC                            |                 |                      |                                       |                   | 2003                      |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V.                 |                 |                      |                                       |                   |                           |
| INTEGRATION AND INCOME CALCULATION BY MONETARY POSITION |                 |                      |                                       |                   |                           |
| (Thousands of Pesos)                                    |                 |                      |                                       |                   |                           |
| ANNEX 7   |                 |                      |                                       |                   |                           |
| AUDITED CONSOLIDATED                                    |                 |                      |                                       |                   |                           |
| MONTH   | MONETARY ASSETS | MONETARY LIABILITIES | (ASSET) LIABILITIES MONETARY POSITION | MONTHLY INFLATION | MONTHLY (PROFIT) AND LOSS |
| JANUARY   | 1,534,118       | 2,845,357            | 1,311,239                             | 0.33              | 4,298                     |
| FEBRUARY  | 1,467,462       | 2,784,618            | 1,317,155                             | 0.19              | 2,554                     |
| MARCH   | 1,490,271       | 2,855,416            | 1,365,145                             | 0.68              | 9,263                     |
| APRIL   | 1,680,821       | 2,994,916            | 1,314,094                             | 0.31              | 4,083                     |
| MAY   | 1,516,464       | 2,807,674            | 1,291,210                             | -0.29             | -3,704                    |
| JUNE  | 1,450,405       | 2,781,092            | 1,330,687                             | 0.05              | 612                       |



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|           |           |           |           |      |       |
|-----------|-----------|-----------|-----------|------|-------|
| JULY      | 1,482,186 | 2,893,874 | 1,411,688 | 0.14 | 2,032 |
| AUGUST    | 1,369,222 | 2,838,277 | 1,469,054 | 0.22 | 3,180 |
| SEPTEMBER | 1,448,739 | 2,994,259 | 1,545,520 | 0.60 | 9,205 |
| OCTOBER   | 1,488,421 | 2,988,035 | 1,499,614 | 0.31 | 4,635 |
| NOVEMBER  | 1,395,245 | 2,927,364 | 1,532,119 | 0.61 | 9,395 |
| DECEMBER  | 1,402,213 | 3,077,605 | 1,675,392 | 0.34 | 5,619 |

|                |  |  |  |  |  |
|----------------|--|--|--|--|--|
| ACTUALIZATION  |  |  |  |  |  |
| CAPITALIZATION |  |  |  |  |  |
| FOREIGN CORP:  |  |  |  |  |  |
| OTHER          |  |  |  |  |  |

|       |  |  |  |  |        |
|-------|--|--|--|--|--------|
| TOTAL |  |  |  |  | 51,172 |
|-------|--|--|--|--|--------|

WE ARE INCLUDING THE MONETARY ASSETS AND THE LIABILITIES FROM OUR SUBSIDIARY LOCATED AT GARLAND, TX. TO REFLECT THE EFFECT FOR THE CONSOLIDATED MONETARY POSITION ACCORDING TO THE BULLETIN B-15.

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

BONDS AND MEDIUM TERM NOTES LISTING IN STOCK MARKET

(Thousands of Pesos)

ANNEX 8

|   |      |
|---|------|
| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |      |
| SIFIC / ICS                             |      |
| STOCK EXCHANGE CODE: CERAMIC            | 2003 |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |      |
| DATA PER SHARE                          |      |

## CONSOLIDATED FINANCIAL STATEMENT

AUDITED CONSOLIDATED

| PLANT<br>OR<br>CENTER                     | ECONOMIC<br>ACTIVITY                                  | PLANT<br>CAPACITY<br>(1) | UTILIZATION<br>(%) |
|---|---|--------------------------|--------------------|
| INTERNACIONAL DE CERAMICA, S.A. DE C.V.   | PRODUCCION DE LOSETA CERAMICA ESMALTADA               | 11,300,000               | 100.00             |
| PLANTA AZULEJOS INTERCERAMIC              | PRODUCCION DE LOSETA CERAMICA ESMALTADA               | 3,600,000                | 100.00             |
| RECUBRIMIENTOS INTERCERAMIC, S.A. DE C.V. | PRODUCCION DE LOSETA CERAMICA ESMALTADA               | 6,000,000                | 100.00             |
| ADHESIVOS Y BOQUILLAS, S. DE R.L. DE C.V. | PRODUCCION DE ADHESIVO Y BOQUILLAS PARA INSTALACIONES | 67,200                   | 85.00              |
| INTERCERAMIC, INC.                        | PRODUCCION DE LOSETA CERAMICA ESMALTADA               | 3,100,000                | 100.00             |
| ADHESIVOS Y BOQUILLAS, S. DE R.L. DE C.V. | PRODUCCION DE ADHESIVO Y BOQUILLAS PARA INSTALACIONES | 90,000                   | 55.00              |

(1) THE INSTALLED CAPACITY IS EXPRESSED IN SQ. METERS PER YEAR.

THE INSTALLED CAPACITY FOR ADHESIVOS Y BOQUILLAS AND ADHESIVOS Y BOQUILLAS SUR ARE EXPRESSED IN TONS. FOR

THE REST OF THE SUBSIDIARIES, IT IS EXPRESSED IN SQ. METERS.

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

MAIN RAW MATERIALS

(Thousands of Pesos)

ANNEX 10

AUDITED CONSOLIDATED

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| DOMESTIC          | MAIN SUPPLIERS                | FOREIGN           | MAIN SUPPLIERS         | DOM. SUBST. | COST PRODUCTION (%) |
|-------------------|-------------------------------|-------------------|------------------------|-------------|---------------------|
| CLAY              | PROCESADORA DE MATERIALES CER |                   |                        |             | 7.71                |
| FRITS             | ESMALTES Y COLRANTES COVER    | FRITS             | COLOROBIA              | S           | 2.15                |
|                   | ESMACER                       |                   | ESMALGLASS             | S           |                     |
| COLORS            | CERDEC                        | COLORS            | ESMACER                | S           | 9.93                |
|                   | ESMALTES Y COLORANTES COVER   |                   |                        |             |                     |
|                   | FERROMEXICANA                 |                   |                        |             |                     |
|                   | ESMACER                       |                   |                        |             |                     |
| CORINDONES        | IMPORTACIONES PROFESIONALES   |                   |                        |             | 0.53                |
|                   | PROINT                        |                   |                        |             |                     |
| OXIDES            | DE MATEO Y CIA                | OXIDES            | MINERA AUTLAN          | S           | 0.06                |
|                   | IMPORTACIONES PROFESIONALES   |                   |                        |             |                     |
|                   | MINERA AUTLAN                 |                   |                        |             |                     |
| CERAMIC MATERIALS | DERIVADOS METALORGANICOS      | CERAMIC MATERIALS | ALCOA INTERAMERICANA   | S           | 2.95                |
|                   | MOLINOS DEL NORTE             |                   | KENTUCKY AND TENNESSEE | S           |                     |
|                   | MAT PRIMAS MINERALES DE AHUAZ |                   | FELDASPAR ORP          | S           |                     |
|                   | MINERA NYCO                   |                   |                        |             |                     |
|                   | MATERIAS PRIMAS DE LAMPAZOS   |                   |                        |             |                     |
| PACKING           | EMPAQUES DE CARTON TITAN      | PACKING           | CARLSON SYSTEMS        | S           | 5.65                |
|                   |                               |                   | DIAGRAPH               | S           |                     |
|                   |                               |                   | STONE CONTAINER        | S           |                     |
|                   |                               |                   | PACKAGING              | S           |                     |

|                          |                         |                   |            |   |      |
|--------------------------|-------------------------|-------------------|------------|---|------|
|                          |                         |                   | ENTERPRISE |   |      |
| TRIPOLIFOSPHIT OF SODIUM | CATALIZADORA INDUSTRIAL |                   |            |   |      |
| GUM                      | QUIMICA AMTEX           |                   |            |   | 2.23 |
| CHEMICAL PRODUCTS        |                         | CHEMICAL PRODUCTS | MARDUPOL   | S |      |

|   |      |
|---|------|
| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |      |
| SIFIC / ICS                             |      |
| STOCK EXCHANGE CODE: CERAMIC            |      |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. | 2003 |

SELLS DISTRIBUTION BY PRODUCT

ANNEX 11

CONSOLIDATED

DOMESTIC SALES

Final Printing

AUDITED

| MAIN PRODUCTS       | TOTAL PRODUCTION VOLUME | NET SALES |        | MARKET SHARE |       | MAIN TRADEMARKS | COSTUMERS           |
|---------------------|-------------------------|-----------|--------|--------------|-------|-----------------|---------------------|
|                     |                         | AMOUNT    | VOLUME | AMOUNT       | (%)   |                 |                     |
| LOSETA CERAMICA ESM | 20,995                  | 1,797,200 | 18,020 | 1,542,611    | 19.00 | INTERCERAMIC    | DISTRIBUCION INTERC |
| OTROS               |                         |           |        | 377,915      |       |                 | GRUPO COMERCIAL INT |
|                     |                         |           |        |              |       | INTERA          | CABADOS DE OC       |
|                     |                         |           |        |              |       |                 | MAT ARQ Y DECORATIV |

|       |  |           |  |           |  |                     |                     |
|-------|--|-----------|--|-----------|--|---------------------|---------------------|
|       |  |           |  |           |  |                     | CERAMICA DEL BAJIO  |
|       |  |           |  |           |  |                     | SI S.A DE C.V.      |
|       |  |           |  |           |  | INTERAMBIENTES CERA |                     |
|       |  |           |  |           |  |                     | PISOS Y BAÑOS, S.A. |
|       |  |           |  |           |  |                     | PISOS Y RECUB CERAM |
|       |  |           |  |           |  |                     | PROCERVER, S.A. DE  |
| TOTAL |  | 1,797,200 |  | 1,920,526 |  |                     |                     |

| BOLSA MEXICANA DE VALORES, S.A. DE C.V. |                  |        |           |           |             |                 |                   |
|---|------------------|--------|-----------|-----------|-------------|-----------------|-------------------|
| SIFIC / ICS                             |                  |        |           |           |             |                 |                   |
| STOCK EXCHANGE CODE: CERAMIC            |                  |        |           |           |             |                 |                   |
| INTERNACIONAL DE CERAMICA, S.A. DE C.V. |                  |        |           |           |             |                 | 2003              |
| SELLS DISTRIBUTION BY PRODUCT           |                  |        |           |           |             |                 |                   |
| ANNEX 11                                |                  |        |           |           |             |                 |                   |
| FOREIGN SELLS                           |                  |        |           |           |             |                 |                   |
| CONSOLIDATED                            |                  |        |           |           |             |                 |                   |
| AUDITED                                 |                  |        |           |           |             |                 |                   |
| MAIN PRODUCTS                           | TOTAL PRODUCTION |        | NET SALES |           | DESTINATION | MAIN TRADEMARKS | COSTUMERS         |
|   | VOLUME           | AMOUNT | VOLUME    | AMOUNT    |             |                 |                   |
| LOSETA CERAMICA ESM                     |                  |        | 9,831     | 1,216,080 | U.S.A.      | INTERCERAMIC    | INTERCERAMIC INC. |

|       |  |  |  |           |        |         |         |
|-------|--|--|--|-----------|--------|---------|---------|
| OTROS |  |  |  | 288,320   | CANADA | A.OLEN  | DALTILE |
|       |  |  |  |           |        | DALTILE |         |
|       |  |  |  |           |        |         |         |
| TOTAL |  |  |  | 1,504,400 |        |         |         |
| NOTES |  |  |  |           |        |         |         |

\* ACCORDING TO ESTIMATES MADE BY THE COMPANY FOR DOMESTIC MARKET, THE MARKET SHARE IS HIGHER THAN 19%.

\* THE PRODUCTION OF THE OTHER NON TILE PRODUCTS ARE NOT SHOWED BECAUSE THOSE PRODUCTS ARE JUST FOR

COMERCIALIZATION AND NON PRODUCED BY THE COMPANY.

BOLSA MEXICANA DE VALORES, S.A. DE C.V.

SIFIC / ICS

STOCK EXCHANGE CODE: CERAMIC

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

INTEGRATION OF THE PAID SOCIAL CAPITAL STOCK

CHARACTERISTICS OF THE SHARES

ANNEX 12 - A

CONSOLIDATED

AU

| SERIES | NOMINAL VALUE | VALID CUPON | NUMBER OF SHARES<br>FIXED PORTION | VARIABLE PORTION | MEXICAN | SUSCRIPTION | CAPITAL STOCK<br>(Thousands of Pesos)<br>FIXED | VARIA |
|--------|---------------|-------------|-----------------------------------|------------------|---------|-------------|--|-------|
| B      |               |             | 14,000,000                        | 83,200,072       |         | 57,906,632  | 7,000  | 41,6  |
| L      |               |             |                                   |                  |         | 19,646,720  |  |       |
| D      |               |             |                                   |                  |         | 19,646,720  |  |       |
| TOTAL  |               |             | 14,000,000                        | 83,200,072       | -       | 97,200,072  | 7,000  | 41,6  |

TOTAL NUMBER OF SHARES REPRESENTING THE PAID IN CAPITAL SOTCK ON THE DATE OF THE INFORMA  
97,200,072

SHARES PROPORTION BY:

|         |  |  |  |  |  |  |  |  |
|---------|--|--|--|--|--|--|--|--|
| CPO'S:  |  |  |  |  |  |  |  |  |
| UNITS:  |  |  |  |  |  |  |  |  |
| ADRS's: |  |  |  |  |  |  |  |  |
| GDRS's  |  |  |  |  |  |  |  |  |
| ADS's   |  |  |  |  |  |  |  |  |
| GDS's:  |  |  |  |  |  |  |  |  |

|                          |        |  |              |                                  |  |  |               |  |
|--------------------------|--------|--|--------------|----------------------------------|--|--|---------------|--|
| REPURCHASE<br>OWN SHARES |        |  |              |                                  |  |  |               |  |
|                          |        |  |              |                                  |  |  |               |  |
|                          |        |  | NUMBER<br>OF | MARKET<br>VALUE OF<br>THE SHARES |  |  |               |  |
|                          | SERIES |  | SHARES       | AT<br>REPURCHASE<br>VALUE        |  |  | AT<br>QUARTER |  |

SHARES PROPORTION BY:

2 SHARES SERIES B FOR EACH UNIT UB. ONE SHARE SERIES L AND ONE SHARE SERIES D FOR EACH UNIT U

5 LIMITED VOTING UNITS REPRESENTS ONE ADS.

ACCORDING TO THE FIXED POSITION OF THE TOTAL NUMBER OF SHARES, AND THE FIXED CAPITAL STOC  
THIS AMOUNT

CAN BE INDISTINTLY OF ANY SERIES, B, L OR D.

MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC** QUARTER: 4 YEAR 2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

MAIN PROJECTS OF THE COMPANY

CONSOLIDATED

ANNEX 13

Final Printing

1.- REPLACEMENTS OF KILNS.- As of the date of the present report, the Company has as a main project the replacement of two kilns of one of the plants located in Chihuahua, Mexico. As of the date the projects stands at a final phase and expected to be completed during the first quarter of 2004.

The percentage completed of this project as of December 31, 2003, is approximately of 95 percent.

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MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC** QUARTER: 4 YEAR 2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

CONVERSION OF FOREIGN EXCHANGE TRANSACTIONS

AND FINANCIAL STATEMENTS

CONSOLIDATED

ANNEX 14

; Final Printing

Pursuant to Bulletin B-15 financial statements previously reported have been restated to take into account a common actualization factor determined by weighting the Company's respective sales in Pesos and Dollars, each as effected by inflation and devaluation in the applicable currencies. This factor for the 12 month period from January '03 to December '03 was 6.82% compared to the inflation for the same period of 3.98%.

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MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC** QUARTER: 4 YEAR 2003



INTERNACIONAL DE CERAMICA, S.A. DE C.V.

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RESPONSIBLE OF PAYMENT

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TITLE: Chairman of the Board of Directors

NAME: Don Oscar Almeida Chabre

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TITLE: President and Vice Chairman of the Board

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TITLE: Chief Financial Officer

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TITLE: Secretary of the Board of Directors

NAME: Lic. Norma Almeida de Champion

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TITLE BMV: Responsible of information to investors

TITLE: Chief Financial Officer

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MEXICAN STOCK EXCHANGE

SIFIC / ICS

STOCK EXCHANGE CODE: **CERAMIC** QUARTER: 4 YEAR 2003

INTERNACIONAL DE CERAMICA, S.A. DE C.V.

AUDITED

CONSOLIDATED

Final Printing

DECLARATION FROM THE COMPANY OFFICIAL RESPONSIBLE FOR THE INFORMATION

I hereby swear that the **AUDITED** financial information here in supplied to this stock exchange, corresponding to the period from **1 OF JANUARY TO 31 OF DECEMBER OF 2003 AND 2002** is that obtained from our authorized accounting registers and is result of the application of the accounting principles and norms accepted and stated by the Mexican Institute of Public Accountants and in the provisions of the Mexican National Bank and Stock Commission (Comision Nacional Bancaria y de Valores).

The accounting principles used by this company and the processing of the data for the period to which the said information refers were applied using the same bases as for the similar of the previous year.

---

LIC.VICTOR ALMEIDA GARCIA

CHIEF EXECUTIVE OFFICER

---

LIC. JESUS OLIVAS CORRAL

CHIEF FINANCIAL OFFICER

CHIHUAHUA, CHIH. AT APRIL 20, 2004