

**Monterrey**  
**Ulises Fernández de Lara**  
 ulises.fernandezdelara@arcacontal.com  
 Tel: 52 (81) 8151-1525

**New York**  
**Melanie Carpenter**  
 i-advize Corporate Communications  
 Tel: (212) 406-3692  
 arcacontal@i-advize.com

**Guillermo Garza**  
 guillermo.garza@arcacontal.com  
 Tel: 52 (81) 8151-1589



**Juan Hawach Sánchez**  
 juan.hawach@arcacontal.com  
 Tel: 52 (81)8151-1547



AC

## EARNINGS RELEASE

**NET SALES GREW 9.2% WITH EBITDA UP 17.1% IN 3Q12**

**Monterrey, Mexico, October 24, 2012 – Arca Continental, S.A.B. de C.V. (BMV: AC\*),** the second-largest Coca-Cola bottler in Latin America announced today its results for the third quarter (“3Q12”).

**Table 1: Financial Highlights**

	Data in millions of Mexican pesos					
	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<i>Total Beverage Volume (MUC)</i>	357.7	351.1	2.0	1,016.6	803.4	26.5
<i>Net Sales</i>	14,629	13,396	9.2	41,766	30,750	35.8
<i>Net Income</i>	1,496	1,337	11.8	3,965	2,808	41.2
<i>EBITDA</i>	3,137	2,679	17.1	8,438	6,036	39.8

*Total Beverage Volume includes jug water*

*EBITDA = Operating income + Depreciation + Amortization + Non Recurring Expenses*

*Numbers expressed under International Financial Reporting Standards or IFRS*

### THIRD QUARTER 2012 (3Q12) HIGHLIGHTS:

- Net sales reached Ps. 14,629 million representing an increase of 9.2%
- EBITDA was Ps. 3,137 million with a margin of 21.4%, up 140 basis points
- Net income grew 11.8% to Ps. 1,496 million

### FIRST NINE MONTHS 2012 (9M12) HIGHLIGHTS:

- Net sales reached Ps. 41,766 million representing an increase of 35.8%
- EBITDA reached Ps. 8,438 million, with a margin of 20.2%, up 100 basis points
- Net income grew 41.2% to Ps. 3,965 million

### COMMENTS FROM THE CHIEF EXECUTIVE OFFICER:

“Driven by the stellar performance of our team, as well as the continuous investment and perfection of our market execution, in the third quarter of 2012 we reaffirmed our positive performance by achieving 9.2% growth in net sales, which reflects our strengthened ability as Arca Continental to drive forth our market leadership and continue reaching our growth objectives in a profitable manner,” stated Francisco Garza Egloff, Chief Executive Officer of Arca Continental.

“Furthermore, I am very pleased to report that, based on a detailed integration plan, we are on track to reach our target of Ps. 1,400 million in synergies, in only 2 years. In addition, as part of our continual search for areas of improvement, we have once again raised our synergy target by an additional Ps. 150 million in 2014, for a total of Ps. 1,550 million,” concluded Garza Egloff.

## CONSOLIDATED RESULTS

Due to the merger between Embotelladoras Arca and Grupo Continental that closed on June 1, 2011, Arca Continental presents in this report pro forma financials which were prepared as if Grupo Continental had formed part of Arca Continental during the first nine months of 2011. The figures presented in this report were prepared in accordance with International Financial Reporting Standards ("IFRS").

**Table 2: Consolidated Data**

	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<b>Volume by category (MUC)</b>						
Colas	219.2	214.2	2.3	619.5	496.6	24.8
Flavors	54.0	53.2	1.4	155.3	132.9	16.8
<b>Sparkling Total Volume</b>	<b>273.2</b>	<b>267.5</b>	2.1	<b>774.8</b>	<b>629.5</b>	23.1
Water*	23.7	21.9	8.2	61.9	48.1	28.7
Still Beverages**	15.9	15.4	3.1	46.9	37.9	23.7
<b>Volume excluding Jug</b>	<b>312.8</b>	<b>304.8</b>	2.6	<b>883.6</b>	<b>715.5</b>	23.5
Jug	44.9	46.3	-2.9	133.0	87.9	51.3
<b>Total Volume</b>	<b>357.7</b>	<b>351.1</b>	2.0	<b>1,016.6</b>	<b>803.4</b>	26.5
<b>Income Statement (MM MXP)</b>						
Net sales	14,629	13,396	9.2	41,766	30,750	35.8
EBITDA	3,137	2,679	17.1	8,438	6,036	39.8

\* Includes all single-serve presentations of purified, flavored, and mineral water.

\*\* Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

**Table 3: Consolidated Data - PRO FORMA**

	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<b>Volume by category (MUC)</b>						
Colas	219.2	214.2	2.3	619.5	598.2	3.6
Flavors	54.0	53.2	1.4	155.3	153.3	1.3
<b>Sparkling Total Volume</b>	<b>273.2</b>	<b>267.5</b>	2.1	<b>774.8</b>	<b>751.6</b>	3.1
Water*	23.7	21.9	8.2	61.9	55.8	10.8
Still Beverages**	15.9	15.4	3.1	46.9	43.9	6.9
<b>Volume excluding Jug</b>	<b>312.8</b>	<b>304.8</b>	2.6	<b>883.6</b>	<b>851.2</b>	3.8
Jug	44.9	46.3	-2.9	133.0	136.9	-2.8
<b>Total Volume</b>	<b>357.7</b>	<b>351.1</b>	2.0	<b>1,016.6</b>	<b>988.1</b>	2.9
<b>Income Statement (MM MXP)</b>						
Net Sales	14,629	13,396	9.2	41,766	36,743	13.7
EBITDA	3,137	2,679	17.1	8,438	7,043	19.8

\* Includes all single-serve presentations of purified, flavored, and mineral water.

\*\* Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

## FINANCIAL ANALYSIS

### INCOME STATEMENT

- Consolidated net sales reached Ps. 14,629 million in 3Q12 and Ps. 41,766 million for the first nine months of 2012, increases of 9.2% and 35.8%, respectively (13.7% accumulated pro forma) when compared to the same period in 2011.
- Total volume, excluding jug water increased 2.6% in 3Q12 to 313 MUC as a result of the volume growth in the cola, single-serve water and still beverage segments.
- During 3Q12, cost of goods sold rose 4.8% when compared to 3Q11 due mainly to the increase in sales volume as well as higher sweetener prices. Consolidated gross profit grew 14.5% to Ps. 6,979 million. Consolidated gross margin was 47.7%. During the first nine months of 2012, gross profit reached Ps. 19,086 million for a gross margin of 45.7%.
- Selling and administrative expenses increased 9% from Ps. 4,079 million to Ps. 4,447 million in 3Q12 as a result of the rise in marketing expenses, the increase in fuel costs and greater transportation and manufacturing equipment maintenance. For the first nine months of 2012, selling and administrative expenses reached Ps. 12,505 million, reflecting an increase of 34.2% (9.1% pro forma).
- Consolidated operating income for 3Q12 increased 22.9% when compared to 3Q11, reaching Ps. 2,449 million with an operating margin of 16.7%. For the first nine months of 2012, operating income was Ps. 6,490 million with an operating margin of 15.5%.
- Consolidated EBITDA for 3Q12 grew 17.1% to Ps. 3,137 million representing a margin of 21.4%. For the first nine months of 2012, EBITDA rose 39.8% (19.8% pro forma) to Ps. 8,438 million with a margin of 20.2%.
- The integral cost of financing in 3Q12 reached Ps. 243 million compared to Ps. 1.2 million in 3Q11. Net financial expenses were Ps. 223 million in 3Q12.
- Provisions for income taxes were Ps. 695 million in 3Q12 compared to Ps. 637 million in 3Q11. The effective tax rate for the period was 31%.
- As a result of the above, Arca Continental reported net income of Ps. 1,496 million in 3Q12, a margin of 10.2%. For the first nine months of 2012, net income reached Ps. 3,965 million for a net margin of 9.5%.

### BALANCE SHEET AND CASH FLOW STATEMENT

- As of September 30, 2012, the Company reported a cash balance of Ps. 4,281 million and debt of Ps. 10,605 million, resulting in net debt to cash of Ps. 6,324 million. Net debt to EBITDA ratio was 0.6x.
- Net operating cash flow reached Ps. 7,877 million as of September 30, 2012.
- Investment in fixed assets during 3Q12 reached Ps. 1,997 million, mainly allocated towards sales, transportation and production equipment.

## AC MEXICO

**Table 4: Mexico Data**

	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<b>Volumen by Category (MUC)</b>						
Colas	179.2	175.5	2.1	500.0	381.5	31.1
Flavors	35.1	34.9	0.5	97.8	78.0	25.3
<b>Sparkling Total Volume</b>	<b>214.2</b>	<b>210.4</b>	<b>1.8</b>	<b>597.8</b>	<b>459.5</b>	<b>30.1</b>
Water*	19.0	18.6	2.0	50.0	39.5	26.6
Still Beverages**	11.7	10.0	16.6	32.9	22.3	47.9
<b>Volume excluding jug</b>	<b>244.9</b>	<b>239.0</b>	<b>2.5</b>	<b>680.7</b>	<b>521.2</b>	<b>30.6</b>
Jug	44.9	46.3	-2.9	133.0	87.9	51.3
<b>Total Volume</b>	<b>289.8</b>	<b>285.3</b>	<b>1.6</b>	<b>813.7</b>	<b>609.1</b>	<b>33.6</b>
<b>Mix (%)</b>						
Returnable	35.6	36.9	-1.3	35.8	36.1	-0.3
Non Returnable	64.4	63.1	1.3	64.2	63.9	0.3
Multi-serve	51.1	50.4	0.7	50.5	50.2	0.3
Single-serve	48.9	49.6	-0.7	49.5	49.8	-0.3
<b>Income Statement (MM MXP)</b>						
Net Sales	11,419	10,744	6.3	32,317	23,519	37.4
EBITDA	2,647	2,385	11.0	6,998	5,214	34.2

\* Includes all single-serve presentations of purified, flavored, and mineral water.

\*\* Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

**Table 5: Mexico Data - PRO FORMA**

	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<b>Volume by Category (MUC)</b>						
Colas	179.2	175.5	2.1	500.0	483.1	3.5
Flavors	35.1	34.9	0.5	97.8	98.4	-0.7
<b>Sparkling Total Volume</b>	<b>214.2</b>	<b>210.4</b>	<b>1.8</b>	<b>597.8</b>	<b>581.5</b>	<b>2.8</b>
Water*	19.0	18.6	2.0	50.0	47.2	5.8
Still Beverages**	11.7	10.0	16.6	32.9	28.2	16.7
<b>Volume excluding jug</b>	<b>244.9</b>	<b>239.0</b>	<b>2.5</b>	<b>680.7</b>	<b>657.0</b>	<b>3.6</b>
Jug	44.9	46.3	-2.9	133.0	136.9	-2.8
<b>Total Volume</b>	<b>289.8</b>	<b>285.3</b>	<b>1.6</b>	<b>813.7</b>	<b>793.9</b>	<b>2.5</b>
<b>Income Statement (MM MX)</b>						
Net Sales	11,419	10,744	6.3	32,317	29,512	9.5
EBITDA	2,647	2,385	11.0	6,998	6,221	12.5

\* Includes all single-serve presentations of purified, flavored, and mineral water.

\*\* Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

## MEXICO OPERATING RESULTS

- Net sales for Mexico reached Ps. 11,419 million in 3Q12, an increase of 6.3% while sales volume grew 1.6% to 289.8 MUC. The average price per unit case excluding jug water increased 5.6% to Ps. 44.82.
- In 3Q12, EBITDA was Ps. 2,647 million, up 11%, representing a margin of 23.2%.
- The Colas segment increased 2.1% while the still beverage segment contributed with 16.6% volume growth.
- Implementation of Route to Market (RTM) was completed in Matamoros and Zacatecas, whereby now 48% of Arca Continental's volume operates under this model.
- The Company continues optimizing its primary distribution of finished products by combining the usage of third-party and proprietary units, as well as applying various improvements in distribution logistics that have reduced transportation times and, thus, fleet costs.
- As of September 30, 2012, 15 distribution centers and 2 production centers have been rationalized.
- Bokados reported double-digit revenue growth for the fourth consecutive quarter. These positive results derive from an increase in routes, new product launches, promotions and pricing strategy. We continue the territorial expansion with significant growth in Jalisco, Pacifico, Zacatecas and Durango. The pilot program to distribute Pringles (Kellogg's) in Monterrey that began in the second quarter of 2012 has yielded very strong results and, therefore, we have expanded this to the Guadalajara metropolitan area.
- The Vending machine business maintains its pricing strategy, thereby generating additional revenues and an improved contribution margin. Furthermore, operating indicators have improved due to information system enhancements. Net sales rose 11.5% in 3Q12 and 12.9% for the first nine months of 2012.
- With regard to the Direct to Home (DTH) business model, jug water sales reached 38.2 million jugs in 3Q12, with an increase in net sales of 2.9%. DTH sales of sparkling and still beverages posted a 35% volume increase and 47% net sales growth. The Company currently has 152 routes operating under this model.
- The Nostalgia business posted sales of 3 MUC in 3Q12, which represents a growth of 42.6% when compared to 3Q11. Net sales rose 45.7% with respect to the same period last year, to Ps. 207 million. For the first nine months of 2012, sales volume rose 10.0% to 7.6 MUC with a 9.9% increase in net sales to Ps. 520 million.
- Interex net sales grew 2.9% in 3Q12 to US\$14.8 million. Sales have been driven primarily by greater coverage with key accounts, distribution routes and the growth of Topo Chico.

## AC SOUTH AMERICA

**Table 6: South America Data**

	3Q12	3Q11	Variation %	Jan - Sep '12	Jan - Sep '11	Variation %
<b>Volumen by Category (MUC)</b>						
Colas	40.1	38.7	3.4	119.5	115.1	3.8
Flavors	18.9	18.3	3.2	57.5	54.9	4.7
<b>Sparkling Total Volume</b>	<b>59.0</b>	<b>57.1</b>	3.3	<b>177.0</b>	<b>170.0</b>	4.1
Water*	4.7	3.3	42.9	11.9	8.6	38.7
Still Beverages**	4.2	5.4	-21.9	14.0	15.6	-10.6
<b>Total Volume</b>	<b>67.9</b>	<b>65.8</b>	3.2	<b>202.9</b>	<b>194.2</b>	4.4
<b>Mix (%)</b>						
Returnable	30.7	33.3	-2.6	31.6	33.7	-2.1
Non Returnable	69.3	66.7	2.6	68.4	66.3	2.1
Multi-serve	83.2	81.3	1.9	82.7	81.3	1.4
Single-serve	16.8	18.7	-1.9	17.3	18.7	-1.4
<b>Income Statement (MM MXP)</b>						
Net Sales	3,211	2,652	21.1	9,449	7,231	30.7
EBITDA	490	294	66.8	1,441	822	75.3

\* Includes all single-serve presentations of purified, flavored, and mineral water.

\*\* Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

### OPERATING RESULTS SOUTH AMERICA

- Net sales for the South America Division rose 21.1% to Ps. 3,211 million in 3Q12 due to higher sales volume, an increase in prices in line with inflation and constant improvement in market execution thanks to the expansion of our product portfolio to these countries.
- During 3Q12, total sales volume for South America grew 3.2%, driven by a 3.4% increase in the Colas segment and a 3.2% increase in Flavors. Flavored Water continues posting very solid results, reflected in a 42.9% increase.
- EBITDA for South America increased 66.8% to Ps. 490 million in 3Q12, with a margin of 15.3%, 420 basis points higher than the same period last year.

## **Argentina**

- Sales volume grew 2% in 3Q12, thanks to increases in the Colas, Water and Emerging Beverages segments.
- The expansion of the Tucuman Plant is advancing and is expected to be in operation by the end of this year.
- The Formosa Plant received Q1 Quality Certification in order to comply with requirements from KORE, the methodology proposed by The Coca-Cola Company to evaluate bottling plants. In addition, the Salta, Formosa and Tucuman plants obtained FSSC 22000 certification for compliance of their systems' safety.
- Through RTM, the Company has incorporated a new service module: Call Centers. This new service began operating in September 2012 in the Eastern zone of Arca Continental Argentina.
- We are advancing in the implementation of new service models in order to grow our market share levels, thereby assuring the correct execution at the point of sale and customer satisfaction.
- In September 2012, we launched Aquarius Orange, which is an extension of the pear, apple and grapefruit flavors.

## **Ecuador**

- Sales volume in Ecuador rose 4.5% when compared to the same period last year thanks to the strong performance of the Colas, Flavors and Water segments, which grew 3.5%, 9.5% and 110%, respectively.
- Via an investment of US\$20 million, a new production line in Guayaquil was inaugurated, which, combined with other investments made in the last 2 years has raised production capacity by 35% or the equivalent of more than 40 MUC per year. This line enables the Company to operate a mono-block line (blowing-labeling-filling), with greater lightening of bottles and filling of sparkling and still beverages. In addition, it improves efficiency in the use of energy and water.

## RECENT EVENTS

- Arca Continental won the Coca-Cola Excellence Cup in Market Execution. This award recognizes excellence in sales and merchandising. We are proud of what we have achieved and these outstanding results reflect our organization's commitment to remain focused on serving our customers and consumers.
- On October 1, 2012, Emilio Marcos Charur assumed the role of Chief Financial Officer of Arca Continental. Prior to that, Mr. Marcos Charur held the position of Director of Operations for the Mexico Beverage Division.
- As part of the Coca-Cola System and Arca Continental's commitment to responsible water management for a sustainable future, the Company was recognized at the global level for its water efficiency project during the 8<sup>th</sup> Annual World Water Congress held in South Korea.

## CONFERENCE CALL INFORMATION

Arca Continental will host a conference call on October 24, 2012 to discuss these results at 10:00 am Mexico/Monterrey time, 11:00 am New York time.

To participate, please dial:

+1 800 311 9401 (From within the U.S.)  
+001 800 368 1029 (Toll free within Mexico)  
+1 334 323 7224 (International participants)  
Access code: 36151

There will also be a live webcast of this event available at:

<http://www.arcacontal.com/inversionistas.aspx>

---

### About Arca Continental

Arca Continental produces and distributes non-alcoholic beverages under The Coca-Cola Company brand. Arca Continental was formed in 2011 through the merger of Embotelladoras Arca and Grupo Continental, making it the second-largest Coca-Cola bottler in Latin America and one of the largest in the world. Headquartered in Monterrey, the Company serves more than 53 million consumers in Northern and Western Mexico, Ecuador and Northern Argentina. Arca Continental also produces and distributes Bokados brand snack foods. The Company's shares trade on the Mexican Stock Exchange under the ticker symbol "AC".

**For more information about Arca Continental, please visit [www.arcacontal.com](http://www.arcacontal.com)**

This material may contain forward-looking statements regarding Arca Continental and its subsidiaries based on management's expectations. This information as well as statements regarding future events and expectations is subject to risks and uncertainties, as well as factors that could cause the results, performance and achievements of the Company to differ at any time. Such factors include changes in the general economic, political, governmental and commercial conditions both domestically and globally, as well as variations in interest rates, inflation rates, exchange rate volatility, tax rates, the demand for and the price of carbonated beverages, water, and the price of sugar and other raw materials used in the production of soft drinks, weather conditions and various others. As a result of these risks and factors, actual results could be materially different from the estimates provided; therefore, Arca Continental does not accept responsibility for any variations or for the information provided by official sources.



**Arca Continental, S.A.B. de C.V. and Subsidiaries**  
**Consolidated Income Statement**  
(millions of Mexican pesos)

	3Q12		3Q11		Variation		Jan - Sep '12		Jan - Sep '11		Variation	
	MM	MXP	MM	MXP	MM	MXP	MM	MXP	MM	MXP	MM	MXP
Net sales	14,629		13,396		1,234		41,766		30,750		11,016	
Cost of Sales	7,650		7,300		350		22,680		16,874		5,806	
<b>Gross Profit</b>	<b>6,979</b>		<b>6,096</b>		<b>883</b>		<b>19,086</b>		<b>13,876</b>		<b>5,210</b>	
	47.7%		45.5%				45.7%		45.1%			
Selling Expenses	3,641		3,223		418		10,031		7,416		2,615	
Administrative Expenses	806		856		-50		2,473		1,901		572	
Total Costs	4,447		4,079		368		12,505		9,318		3,187	
	30.4%		30.4%				29.9%		30.3%			
Non Recurring Expenses	139		45		94		305		236		70	
<b>Operating Income before other income</b>	<b>2,393</b>		<b>1,972</b>		<b>421</b>		<b>6,276</b>		<b>4,323</b>		<b>1,953</b>	
Other Income (Expenses)	56		21		35		213		56		157	
<b>Operating Income</b>	<b>2,449</b>		<b>1,993</b>		<b>456</b>		<b>6,490</b>		<b>4,379</b>		<b>2,111</b>	
	16.7%		14.9%				15.5%		14.2%			
Interest Expense Net	-222		-169		-52		-646		-431		-215	
Exchange Gain (Loss)	-21		168		-189		-7		147		-154	
Comprehensive Financial Results	-243		-1		-241		-653		-284		-368	
<b>Earnings Before Taxes</b>	<b>2,206</b>		<b>1,992</b>		<b>214</b>		<b>5,837</b>		<b>4,095</b>		<b>1,742</b>	
Profit Taxes	695		637		59		1,813		1,230		582	
Net Controlling Interest Income	-14		-18		4		-59		-56		-4	
<b>Net Profit</b>	<b>1,496</b>		<b>1,337</b>		<b>159</b>		<b>3,965</b>		<b>2,808</b>		<b>1,156</b>	
	10.2%		10.0%				9.5%		9.1%			
Depreciation and amortization	549		641		-92		1,644		1,422		222	
<b>EBITDA</b>	<b>3,137</b>		<b>2,679</b>		<b>458</b>		<b>8,438</b>		<b>6,036</b>		<b>2,402</b>	
	21.4%		20.0%				20.2%		19.6%			

EBITDA = Operating Income + Depreciation and Amortization + Non Recurring Expenses

## Arca Continental, S.A.B. de C.V. and Subsidiaries

### Consolidated Balance Sheet

(millions of Mexican pesos)

	September	December	Variation	
	2012	2011	MM MXP	%
<b>ASSETS</b>				
Cash and cash equivalents	4,281	3,298	983	29.8
Accounts receivable; Net	3,182	2,325	857	36.9
Inventories	2,272	2,217	55	2.5
Prepayments	188	354	-166	-46.9
<b>Total Current Assets</b>	<b>9,923</b>	<b>8,194</b>	1,729	21.1
Investments in shares and other investments	2,943	2,429	515	21.2
Property, plant and other equipment	22,047	22,124	-77	-0.3
Other non current assets	26,909	27,217	-308	-1.1
<b>Total Assets</b>	<b>61,823</b>	<b>59,964</b>	1,858	3.1
<b>LIABILITIES</b>				
Short term bank loans	649	1,370	-721	-52.7
Suppliers	4,744	3,689	1,056	28.6
Accounts payable and taxes	2,425	1,297	1,128	87.0
<b>Total Current Liabilities</b>	<b>7,817</b>	<b>6,355</b>	1,462	23.0
Bank Loans and long term liabilities	11,194	11,246	-52	-0.5
Deferred income tax and others	2,879	3,516	-637	-18.1
<b>Total Liabilities</b>	<b>21,891</b>	<b>21,117</b>	773	3.7
<b>SHAREHOLDER'S EQUITY</b>				
Non controlled participation	2,480	2,723	-242	-8.9
Capital Stock	972	972	0	0.0
Retained Earnings	32,515	30,734	1,781	5.8
Net Profit	3,965	4,418	-454	-10.3
<b>Total Shareholders' Equity</b>	<b>39,932</b>	<b>38,847</b>	1,085	2.8
<b>Total Liabilities and Shareholders' Equity</b>	<b>61,823</b>	<b>59,964</b>	1,859	3.1

**Arca Continental, S.A.B. de C.V. and Subsidiaries**  
**Cash Flow Statement**  
(millions of Mexican pesos)

	as of september 30	
	2012	2011
<b>Earnings Before Taxes</b>	<b>5,923</b>	<b>4,118</b>
Depreciation and amortization	1,645	1,422
Other	298	464
Accrued interests	736	583
	<hr/>	<hr/>
<b>Operating cash flow before taxes</b>	<b>8,603</b>	<b>6,586</b>
Cashflow generated/used in the operation	726	1,481
<b>Operating cashflow after working capital</b>	<b>7,877</b>	<b>5,106</b>
Investment Activities:		
Capital Expenditure (Net)	3,233	2,227
Financing Activities:		
Dividends paid	2,417	5,020
Share repurchase program	-290	133
Debt amortization	850	-4,600
Paid interests	654	640
Other	-24	-0
	<hr/>	<hr/>
	3,606	1,193
Net increase of cash and equivalents	1,038	1,686
Change in Cash	-55	27
<b>Initial cash and equivalents balance</b>	<b>3,298</b>	<b>3,628</b>
<b>Final cash and equivalents balance</b>	<b>4,282</b>	<b>5,341</b>

**Arca Continental, S.A.B. de C.V. and Subsidiaries**  
**Pro Forma Consolidated Income Statement**  
(millions of Mexican pesos)

			Variation				Variation	
	3Q12	3Q11	MM MXP	%	Jan - Sep '12	Jan - Sep '11	MM MXP	%
Net sales	14,629	13,396	1,234	9.2	41,766	36,743	5,023	13.7
Cost of Sales	7,650	7,300	350	4.8	22,680	19,963	2,717	13.6
<b>Gross Profit</b>	<b>6,979</b>	<b>6,096</b>	<b>883</b>	<b>14.5</b>	<b>19,086</b>	<b>16,780</b>	<b>2,306</b>	<b>13.7</b>
	47.7%	45.5%			45.7%	45.7%		
Selling Expenses	3,641	3,223	418	13.0	10,031	8,895	1,136	12.8
Administrative Expenses	806	856	-50	(5.9)	2,473	2,562	-89	(3.5)
Total Costs	4,447	4,079	368	9.0	12,505	11,457	1,047	9.1
	30.4%	30.4%			29.9%	31.2%		
Non Recurring Expenses	139	45	94	210.8	305	236	70	29.6
<b>Operating Income before other income</b>	<b>2,393</b>	<b>1,972</b>	<b>421</b>	<b>21.3</b>	<b>6,276</b>	<b>5,087</b>	<b>1,189</b>	<b>23.4</b>
Other Income (Expenses)	56	21	35	167.4	213	81	133	164.2
<b>Operating Income</b>	<b>2,449</b>	<b>1,993</b>	<b>456</b>	<b>22.9</b>	<b>6,490</b>	<b>5,168</b>	<b>1,322</b>	<b>25.6</b>
	16.7%	14.9%			15.5%	14.1%		
Interest Expense Net	-222	-169	-52	31.0	-646	-410	-235	57.3
Exchange Gain (Loss)	-21	168	-189	(112.5)	-7	134	-141	(105.4)
Comprehensive Financial Results	-243	-1	-241		-653	-276	-376	136.2
<b>Earnings Before Taxes</b>	<b>2,206</b>	<b>1,992</b>	<b>214</b>	<b>10.8</b>	<b>5,837</b>	<b>4,892</b>	<b>945</b>	<b>19.3</b>
Profit Taxes	695	637	59	9.3	1,813	1,456	357	24.5
Net Controlling Interest Income	-14	-18	4	(19.6)	-59	1	-61	
<b>Net Profit</b>	<b>1,496</b>	<b>1,337</b>	<b>159</b>	<b>11.8</b>	<b>3,965</b>	<b>3,438</b>	<b>527</b>	<b>15.3</b>
	10.2%	10.0%			9.5%	9.4%		
Depreciation and Amortization	549	641	-92	(14.3)	1,644	1,639	4	0.3
<b>EBITDA</b>	<b>3,137</b>	<b>2,679</b>	<b>458</b>	<b>17.1</b>	<b>8,438</b>	<b>7,043</b>	<b>1,395</b>	<b>19.8</b>
	21.4%	20.0%			20.2%	19.2%		

EBITDA = Operating Income + Depreciation and Amortization + Non Recurring Expenses