# GRUPO BIMBO REPORTS THIRD QUARTER 2005 RESULTS 

## Highlights in the quarter:

- Sales increased 7.0\% as a result of growth in all regions.
- Operating income grew $11.6 \%$; notably, operations in the United States and Latin America generated profits.
- Net majority income, excluding extraordinary items, grew $16.1 \%$ primarily as a result of higher gross profit.

Investor Relations Contacts:

> Armando Giner
> Tel: (5255) 5268-6924
> aginer@grupobimbo.com

Andrea Amozurrutia
Tel: (5255) 5268-6962
aamozurrutia@grupobimbo.com

Mexico City, October 26, 2005 - Grupo Bimbo, S.A. de C.V. ("Grupo Bimbo" or "the Company") (BMV: BIMBO) today reported its results for the third quarter and nine months of 2005.*

In the third quarter of 2005, sales continued to register their solid pace of growth, increasing 7.0\% compared to the year ago period. This is mostly attributable to good sales volume performance in all of the Company's operations.

Similarly, operating income and EBITDA increased $11.6 \%$ and $10.5 \%$, respectively, in comparison with the third quarter of 2004. This is explained by a decline in the cost of sales, primarily in raw materials, which more than offset the significant increase in energy costs, particularly registered in international operations.

It is important to note that this is the second consecutive quarter in which operations in the United States and Latin America registered operating income, in the amount of $\$ 47$ million and $\$ 12$ million, respectively. Therefore, on a cumulative basis, both operations surpassed the breakeven point and registered operating margins of $0.6 \%$ and $0.4 \%$, respectively.

Excluding extraordinary items, net majority income rose $16.1 \%$ with respect to the year ago period, derived mainly from a decline in the cost of sales and other expenses.

Figures in this document are prepared in accordance with Generally Accepted Accounting Principles (GAAP) in Mexico, and are expressed in constant pesos as of September 30, 2005.

Mexico
(millions of pesos)


United States
(millions of pesos)


## Latin America

(millions of pesos)

$2004 \square 2005$

Net Sales

| 3Q05 | 3Q04 | \% Change | Net Sales | 9M05 | 9M04 | \% Change |
| ---: | ---: | :---: | :---: | ---: | ---: | :---: |
| 10,033 | 9,278 | 8.1 | Mexico | 28,795 | 26,668 | 8.0 |
| 3,492 | 3,377 | 3.4 | United States | 10,287 | 9,996 | 2.9 |
| 1,023 | 939 | 8.9 | Latin America | 2,941 | 2,781 | 5.8 |
| $\mathbf{1 4 , 2 2 4}$ | $\mathbf{1 3 , 2 9 6}$ | $\mathbf{7 . 0}$ | Consolidated | $\mathbf{4 1 , 0 7 1}$ | $\mathbf{3 8 , 6 1 5}$ | $\mathbf{6 . 4}$ |

Note: Figures expressed in millions of pesos. Consolidated results do not include inter-company transactions.

## Mexico

Sales in the region showed solid growth of $8.1 \%$ in the quarter and $8.0 \%$ on a cumulative basis. This continues to reflect the exceptional performance of newly launched products, including those developed for BBU, as well as ongoing advances in the channel segmentation process.

It is important to highlight sales performance in the M\&P and supermarket channels during the quarter, particularly sales volume in the sweet rolls, cereal bars and confectionary categories.

Sales in the region also benefited from the integration of the products from Chocolates La Corona, whose results started to be incorporated as of August. Excluding those results, sales in Mexico would have grown 7.1\% and $7.6 \%$ in the third quarter and nine months, respectively.

## United States

Sales in the third quarter increased $3.4 \%$ with respect to the year ago period, while rising $2.9 \%$ on a cumulative basis. In dollar terms, sales rose $7.9 \%$ and $6.6 \%$, respectively.

These gains continue to reflect a better product mix, attributable to: i) higher sales volume as a result of the Company's commercial efforts, entry into new markets and outstanding performance of Mexican branded goods, and ii) better pricing per ton. This is particularly notable given the portfolio rationalization process that has been carried out since 2004.

## Latin America

In the third quarter, sales in this region rose $8.9 \%$ with respect to the same period of 2004. On a cumulative basis, sales grew $5.8 \%$. This continues to reflect good sales volume performance in all operations throughout the region, especially in Chile, Peru and Venezuela. These results are also explained by the Company's ongoing commercial efforts, and in particular: i) extensive introduction of new products, including low-calorie varieties and seasonal items, ii) a large number of new routes opened, and iii) the subsequent integration of clients, mainly in Brazil and Chile.

## Gross Profit

Gross profit in the quarter continued the positive trend demonstrated in the previous quarters. As a percentage of sales, gross income was $54.6 \%$, or 1.5 percentage points higher than in the same quarter of last year. On a cumulative basis, this figure rose 1.1 percentage points.

This was principally due to a more favorable raw material pricing environment in all regions where the Company operates. This was especially the case in wheat flour, cocoa, fats, egg and sugar prices.

In Mexico, this more than offset the increase in packaging prices and indirect production costs that were derived from the integration of recently acquired operations, as well as investments targeted at production improvements. In international operations, gross profit was also benefited from the decline in raw material prices, in addition to a better product mix and greater productivity rates. Altogether, these factors offset the significant increase in energy costs, which in U.S. operations alone represented an additional \$1.0 million dollars in production costs.

| 3Q05 | 3Q04 | Change pp | Gross Margin (\%) | 9M05 | 9M04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 56.4 | 56.1 | 0.3 | Mexico | 55.8 | 55.9 | $(0.1)$ |
| 46.9 | 43.1 | 3.8 | United States | 46.3 | 43.6 | 2.7 |
| 45.1 | 42.7 | 2.4 | Latin America | 45.1 | 41.8 | 3.3 |
| $\mathbf{5 4 . 6}$ | $\mathbf{5 3 . 1}$ | $\mathbf{1 . 5}$ | Consolidated | $\mathbf{5 4 . 0}$ | $\mathbf{5 2 . 9}$ | $\mathbf{1 . 1}$ |

Note: Consolidated results do not include inter-company transactions.

## Operating Expenses

Operating expenses in the quarter represented $44.8 \%$ of sales, or 1.0 percentage points higher than in the year ago period. On a cumulative basis, this figure was equivalent to $45.4 \%$ of sales, unchanged from the 2004 result.

Higher operating expenses in the quarter reflected increases in Mexico and the United States, while in Latin America, results benefited from the absorption of fixed expenses generated by higher sales volumes, and benefits derived from IT systems; combined, these offset the significant increase in fuel costs and the large number of new distribution routes opened.

In Mexico, the increase is primarily attributable to two non-operating charges related to i) the integration of La Corona operations, and ii) an anticipated \$36 million charge related to a possible impairment of some of Grupo Bimbo's non-core brands, which will be confirmed in the fourth quarter of the year. In the United Sates, the increase was mainly due to: i) significantly

higher fuel costs, which amounted to an additional $\$ 2.0$ million charge, and ii) the opening of new distribution routes, primarily in the eastern region of the country.

## Operating Profit

Operating profit in the quarter was 11.6\% higher than in the year ago period, resulting in a $9.8 \%$ margin, which is 0.4 percentage points higher than in 2004.

As of September, this figure had increased $20.3 \%$ over the first nine months of 2004. Operating margin for the period was $8.5 \%$, or 1.0 percentage point greater than in the year ago period.

These figures primarily reflect the recovery in gross profit and efficiencies obtained in operating expenses, mainly in Latin America. Combined, these figures offset the negative impact of: i) higher energy prices, which impacted the cost of sales as well as distribution and sales expenses, and ii) the extraordinary non-operating charges in Mexico.

It is important to highlight the operating profits of $\$ 47$ million and $\$ 12$ million obtained in the United States and Latin America, respectively. This extends the positive trend that began in the second quarter. Additionally, it should be pointed out that at the close of the third quarter, these operations surpassed the breakeven point and registered operating margins of $0.6 \%$ and $0.4 \%$, respectively.

| 3Q05 | 3Q04 | Change pp | Operating Margin <br> $(\%)$ | 9M05 | 9M04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 13.3 | 14.4 | $(1.1)$ | Mexico | 11.9 | 12.1 | $(0.3)$ |
| 1.4 | $(2.2)$ | 3.6 | United States | 0.6 | $(2.4)$ | 3.0 |
| 1.1 | $(1.9)$ | 3.0 | Latin America | 0.4 | $(3.4)$ | 3.8 |
| $\mathbf{9 . 8}$ | $\mathbf{9 . 4}$ | $\mathbf{0 . 4}$ | Consolidated | $\mathbf{8 . 5}$ | $\mathbf{7 . 5}$ | $\mathbf{1 . 0}$ |

Note: Consolidated results do not include inter-company transactions.

## Comprehensive Cost of Financing

The comprehensive cost of financing in the quarter was $\$ 104$ million, while in the year ago period it was $\$ 53$ million. The above is mainly explained by a significantly lower monetary gain. On a cumulative basis, this figure totaled \$378 million, 1.1\% less than in 2004.

Comprehensive Cost of Financing


## Other Income and Expenses

In the third quarter of the year, the Company's other expenses totaled \$25 million, which compares favorably with the $\$ 46$ million registered in the year ago period. On a cumulative basis, the expense this quarter was entirely offset by other income items registered in the first and second quarters of the year.

These differences result primarily from the application, as of January 1, 2005, of Mexican GAAP Bulletin B-7, "Business Acquisitions", whereby goodwill is no longer amortized and is subject to periodic impairment tests.

## Extraordinary Items

In the third quarter, the Company recognized an $\$ 11$ million expense corresponding to an adjustment in estimated income derived from a judicial ruling reported in the first quarter of the year, on the deductibility of the Employee Profit Sharing Plan (PSP).

On a cumulative basis, a $\$ 9$ million net expense was registered by aggregating figures from the first quarter relating to: i) the initial effect of the application of Mexican GAAP Bullet C-10, "Derivative Instruments and Hedging Operations"; and ii) income derived from the ruling on PSP
 deductibility in 2003 and the adjustment mentioned in the preceding paragraph.

## Net Majority Income

Net majority income in the quarter totaled $\$ 736$ million, $13.9 \%$ lower than in the year ago period. As such, net margin was $5.2 \%$, a 1.3 percentage point decline from 2004.

| 3Q05 | 3Q04 | \% Change | Net Majority Income | 9M05 | 9M04 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 736 | 855 | $(13.9)$ | Consolidated | 1,914 | 1,857 | 3.1 |

Note: Figures expressed in millions of pesos.
Excluding extraordinary items, net majority income totaled $\$ 747$ million and $\$ 1,905$ million in the quarter and nine months, respectively, resulting in $16.1 \%$ and $35.2 \%$ increases. In addition, net margin in these periods was $5.2 \%$ and $4.6 \%$, respectively, corresponding to a 0.4 and 1.0 percentage point expansion.


These increases are primarily the result of the recovery in gross profit, good operating results obtained in international operations and the reduction of other expenses.

## Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

As with operating income, EBITDA grew 10.5\% in the quarter and $17.3 \%$ in the first nine months of the year. EBITDA margin for these periods expanded by 0.4 and 1.1 percentage points, to $12.9 \%$ and $11.8 \%$ of sales, respectively.

| 3Q05 | 3Q04 | Change pp | EBITDA Margin (\%) | 9M05 | 9M04 | Change pp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 16.4 | 17.4 | $(1.0)$ | Mexico | 15.2 | 15.2 | 0.0 |
| 3.5 | 0.1 | 3.4 | United States | 2.9 | 0.1 | 2.8 |
| 6.0 | 3.9 | 2.1 | Latin America | 5.8 | 2.4 | 3.4 |
| $\mathbf{1 2 . 9}$ | $\mathbf{1 2 . 5}$ | $\mathbf{0 . 4}$ | Consolidated | $\mathbf{1 1 . 8}$ | $\mathbf{1 0 . 7}$ | $\mathbf{1 . 1}$ |

Note: Consolidated results do not include inter-company transactions.

## Financial Structure

At the close of the third quarter, the Company's net debt totaled \$4,427 million, a $6.0 \%$ decline from September 2004. On a consecutive basis, this figure represented a $24.0 \%$ increase. This is mainly due to the $\$ 1,350$ million payment corresponding to the El Globo acquisition on September 23, 2005.

The net debt to equity ratio was 0.24 times, a slight decline from the 0.26 times reported in September of last year.

It is important to note that due to the integration of El Globo in the last week of September, the effect on the Company's financial statements can only be seen at the end of the third quarter, in the line item "Investments in NonConsolidated Affiliates and Subsidiaries" in the amount of $\$ 1,350$ million.

## Recent Announcements

- On September 30 2005, Grupo Bimbo announced that, it has signed an agreement with Arcor, S.A.I.C. ("Arcor"), of Argentina. With this agreement, Grupo Bimbo, through its subsidiary Barcel, S.A. de C.V., becomes the exclusive distributor in Mexico for "Bon o Bon" confectionery goods. The distribution of "Bon o Bon" incorporates a well-known line of the highest quality into Grupo Bimbo's existing confectionery platform.

In addition, the companies agreed to co-invest in the construction of a confectionery plant in Mexico for the production of Arcor and Barcel products. This agreement is subject to the fulfilment of certain conditions including, among others, related authorizations.

- On September 23 2005, Grupo Bimbo announced that, as per the press release issued on July $20^{\text {th }}, 2005$, it has completed the acquisition of the company Controladora y Administradora de Pastelerías, S.A. de C.V., upon approval of the corresponding authorities.

As a result of the above, the Company made the respective payment of Ps. 1,350 million solely with its existing cash resources.

- On July 29 2005, Grupo Bimbo announced that, as per the press release issued on June 9, and upon receipt of approval from the Federal Trade Commission, it has completed the acquisition of certain assets and brands from Empresas Chocolates La Corona, S.A. de C.V. and its subsidiaries ("La Corona").


## Company Description

Grupo Bimbo is one of the largest baking companies in the world in terms of production and sales volume. As the market leader in the Americas, Grupo Bimbo has more than 70 plants and 800 distribution centers strategically located in 14 countries throughout the Americas and Europe. Its main product lines include sliced bread, buns, cookies, snack cakes, pre-packaged foods, tortillas, salty snacks and confectionery products, among others.

Grupo Bimbo has over 4,500 products and has one of the most extensive direct distribution networks in the world with over 29,000 routes and 80,000 employees.

Grupo Bimbo's shares have been trading on the Mexican Stock Exchange since 1980 under the ticker symbol BIMBO.

## Note on Forward-Looking Statements

This announcement contains certain statements regarding the expected financial and operating performance of Grupo Bimbo, S.A. de C.V., which are based on current financial information, operating levels, and market conditions, as well as on estimations of the Board of Directors of the Company related to possible future events. The results of the Company may differ in regards with those expressed on these statements, due to different factors that are beyond the Company's control, such as: adjustments in price levels, variations in the costs of its raw materials, changes in laws and regulations, or economic or political conditions not foreseen in the countries where the Company operates. Therefore, the Company is not responsible for such differences in the information and suggests that readers review such statements prudently. Moreover, the Company will not undertake any obligation to publicly release any revisions to the statements due to variations of such factors after the date of this press release.

| CONSOLIDATED INCOME STATEMENT <br> MILLIONS OF CONSTANT MEXICAN PESOS AS OF SEPTEMBER $30^{\text {th }}, 2005$ | 2004 |  |  |  |  |  |  |  |  |  | 2005 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | \% | 2Q | \% | 3Q | \% | 4Q | \% | ACCUM | \% | 1Q | \% | 2Q | \% | 3Q | \% | ACCUM | \% |
| NET SALES | 12,580 | 100.0 | 12,739 | 100.0 | 13,296 | 100.0 | 13,658 | 100.0 | 52,274 | 100.0 | 13,368 | 100.0 | 13,479 | 100.0 | 14,224 | 100.0 | 41,071 | 100.0 |
| MEXICO | 8,603 | 68.4 | 8,787 | 69.0 | 9,278 | 69.8 | 9,606 | 70.3 | 36,274 | 69.4 | 9,387 | 70.2 | 9,375 | 69.6 | 10,033 | 70.5 | 28,795 | 70.1 |
| UNITED STATES | 3,310 | 26.3 | 3,308 | 26.0 | 3,377 | 25.4 | 3,354 | 24.6 | 13,350 | 25.5 | 3,362 | 25.2 | 3,432 | 25.5 | 3,492 | 24.6 | 10,287 | 25.0 |
| LATIN AMERICA | 912 | 7.3 | 929 | 7.3 | 939 | 7.1 | 992 | 7.3 | 3,773 | 7.2 | 924 | 6.9 | 994 | 7.4 | 1,023 | 7.2 | 2,941 | 7.2 |
| COST OF GOODS SOLD | 5,902 | 46.9 | 6,042 | 47.4 | 6,233 | 46.9 | 6,406 | 46.9 | 24,583 | 47.0 | 6,252 | 46.8 | 6,193 | 45.9 | 6,464 | 45.4 | 18,909 | 46.0 |
| GROSS PROFIT | 6,678 | 53.1 | 6,697 | 52.6 | 7,063 | 53.1 | 7,253 | 53.1 | 27,691 | 53.0 | 7,116 | 53.2 | 7,286 | 54.1 | 7,760 | 54.6 | 22,162 | 54.0 |
| MEXICO | 4,837 | 56.2 | 4,873 | 55.5 | 5,205 | 56.1 | 5,325 | 55.4 | 20,240 | 55.8 | 5,178 | 55.2 | 5,238 | 55.9 | 5,662 | 56.4 | 16,078 | 55.8 |
| UNITED STATES | 1,462 | 44.2 | 1,444 | 43.6 | 1,457 | 43.1 | 1,502 | 44.8 | 5,864 | 43.9 | 1,521 | 45.2 | 1,601 | 46.6 | 1,637 | 46.9 | 4,758 | 46.3 |
| LATIN AMERICA | 380 | 41.6 | 380 | 40.9 | 401 | 42.7 | 426 | 42.9 | 1,587 | 42.1 | 417 | 45.1 | 447 | 45.0 | 461 | 45.1 | 1,325 | 45.1 |
| OPERATING EXPENSES | 5,898 | 46.9 | 5,814 | 45.6 | 5,819 | 43.8 | 5,965 | 43.7 | 23,497 | 44.9 | 6,184 | 46.3 | 6,111 | 45.3 | 6,371 | 44.8 | 18,667 | 45.4 |
| OPERATING PROFIT | 780 | 6.2 | 883 | 6.9 | 1,244 | 9.4 | 1,288 | 9.4 | 4,194 | 8.0 | 931 | 7.0 | 1,175 | 8.7 | 1,389 | 9.8 | 3,495 | 8.5 |
| MEXICO | 894 | 10.4 | 1,009 | 11.5 | 1,336 | 14.4 | 1,356 | 14.1 | 4,595 | 12.7 | 974 | 10.4 | 1,115 | 11.9 | 1,330 | 13.3 | 3,418 | 11.9 |
| UNITED STATES | (83) | (2.5) | (79) | (2.4) | (74) | (2.2) | (56) | (1.7) | (292) | (2.2) | (34) | (1.0) | 52 | 1.5 | 47 | 1.4 | 65 | 0.6 |
| LATIN AMERICA | (30) | (3.3) | (47) | (5.1) | (18) | (1.9) | (13) | (1.3) | (108) | (2.9) | (8) | (0.9) | 9 | 0.9 | 12 | 1.1 | 12 | 0.4 |
| COMPREHENSIVE COST OF FINANCING | 83 | 0.7 | 244 | 1.9 | 53 | 0.4 | 86 | 0.6 | 467 | 0.9 | 106 | 0.8 | 168 | 1.2 | 104 | 0.7 | 378 | 0.9 |
| INTEREST PAID (NET) | 169 | 1.3 | 203 | 1.6 | 166 | 1.2 | 176 | 1.3 | 714 | 1.4 | 204 | 1.5 | 145 | 1.1 | 149 | 1.0 | 498 | 1.2 |
| EXCHANGE (GAIN) LOSS | 16 | 0.1 | 45 | 0.4 | 1 | 0.0 | 13 | 0.1 | 75 | 0.1 | (58) | (0.4) | 33 | 0.2 | 15 | 0.1 | (10) | (0.0) |
| MONETARY (GAIN) LOSS | (101) | (0.8) | (4) | (0.0) | (113) | (0.8) | (103) | (0.8) | (321) | (0.6) | (39) | (0.3) | (11) | (0.1) | (60) | (0.4) | (110) | (0.3) |
| OTHER EXPENSES (INCOME) NET | (35) | (0.3) | (54) | (0.4) | (46) | (0.3) | (327) | (2.4) | (462) | (0.9) | 6 | 0.0 | 18 | 0.1 | (25) | (0.2) | (0) | (0.0) |
| PROVISION FOR TAXES AND PROFIT SHARING | 238 | 1.9 | 245 | 1.9 | 495 | 3.7 | 256 | 1.9 | 1,234 | 2.4 | 275 | 2.1 | 415 | 3.1 | 510 | 3.6 | 1,199 | 2.9 |
| EQUITY IN RESULTS OF ASSOCIATED COMPANIES | 7 | 0.1 | 23 | 0.2 | 10 | 0.1 | 18 | 0.1 | 58 | 0.1 | 5 | 0.0 | 17 | 0.1 | 12 | 0.1 | 35 | 0.1 |
| MINORITY INTEREST | 15 | 0.1 | 13 | 0.1 | 17 | 0.1 | 18 | 0.1 | 63 | 0.1 | 14 | 0.1 | 18 | 0.1 | 16 | 0.1 | 48 | 0.1 |
| MAJORITY NET INCOME AFTER EXTRAORDINARY CHARGES | 415 | 3.3 | 350 | 2.8 | 643 | 4.8 | 618 | 4.5 | 2,026 | 3.9 | 548 | 4.1 | 611 | 4.5 | 747 | 5.2 | 1,905 | 4.6 |
| EXTRAORDINARY EXPENSE (INCOME) NET | 132 | 1.1 | 105 | 0.8 | 212 | 1.6 | 104 | 0.8 | 552 | 1.1 | 20 | 0.1 | 0 | 0.0 | (11) | (0.1) | 9 | 0.0 |
| EFFECT OF CHANGE IN ACCOUNTING NET | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| NET MAJORITY INCOME | 547 | 4.4 | 455 | 3.6 | 855 | 6.4 | 721 | 5.3 | 2,579 | 4.9 | 567 | 4.2 | 611 | 4.5 | 736 | 5.2 | 1,914 | 4.7 |
| EARNINGS BEFORE INTERESTS, TAXES, DEPRECIATION AND AMORTIZATION (EBITDA) | 1,188 | 9.4 | 1,288 | 10.1 | 1,658 | 12.5 | 1,728 | 12.7 | 5,862 | 11.2 | 1,388 | 10.4 | 1,629 | 12.1 | 1,832 | 12.9 | 4,850 | 11.8 |
| MEXICO | 1,169 | 13.6 | 1,277 | 14.5 | 1,616 | 17.4 | 1,640 | 17.1 | 5,702 | 15.7 | 1,293 | 13.8 | 1,437 | 15.3 | 1,648 | 16.4 | 4,378 | 15.2 |
| UNITED STATES | (1) | (0.0) | 2 | 0.1 | 5 | 0.1 | 41 | 1.2 | 48 | 0.4 | 49 | 1.5 | 131 | 3.8 | 122 | 3.5 | 302 | 2.9 |
| LATIN AMERICA | 19 | 2.1 | 9 | 1.0 | 37 | 3.9 | 47 | 4.7 | 113 | 3.0 | 47 | 5.1 | 61 | 6.1 | 62 | 6.0 | 170 | 5.8 |

Inter-regional sales are excluded from the consolidated figure operations
Regional percentages of Gross Profit, Operating Profit and EBITDA are calculated as a percentage of sales of each operation

| BALANCE SHEET | 2004 | 2005 | $\%$ <br> Change |
| :--- | ---: | ---: | :---: |
| MILLIONS OF CONSTANT MEXICAN PESOS AS OF SEPTEMBER 30th, 2005 |  |  |  |


| CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION |  |  |
| :--- | ---: | ---: |
| MILLIONS OF CONSTANT MEXICAN PESOS AS OF SEPTEMBER 30th, 2005 | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ |
|  |  |  |
| CONSOLIDATED NET INCOME | $\mathbf{1 , 9 0 2}$ | $\mathbf{1 , 9 6 2}$ |
| + (-) ITEMS NOT REQUIRING CASH | 1,460 | 1,312 |
| NET RESOURCES OBTAINED FROM RESULTS | $\mathbf{3 , 3 6 2}$ | $\mathbf{3 , 2 7 4}$ |
| WORKING CAPITAL FLOW | 673 | 331 |
| NET RESOURCES GENERATED BY OPERATIONS | $\mathbf{4 , 0 3 5}$ | $\mathbf{3 , 6 0 5}$ |
| EXTERNAL FINANCING | $(317)$ | $(255)$ |
| INTERNAL FINANCING | $(295)$ | $(333)$ |
| TOTAL SOURCES OF CASH | $\mathbf{( 6 1 2 )}$ | $\mathbf{( 5 8 7 )}$ |
| INVESTMENTS | $\mathbf{( 1 , 1 5 0 )}$ | $\mathbf{( 2 , 9 8 9 )}$ |
| NET INCREASE (DECREASE) IN CASH AND MARKETABLE SECURITIES | 2,273 | 29 |
| CASH AND MARKETABLE SECURITIES AT THE BEGINNING OF THE YEAR | 1,910 | 3,844 |
| CASH AND MARKETABLE SECURITIES AT THE END OF THE YEAR | 4,183 | 3,873 |

