

Results and Important Events during the Third Quarter 2010

- Growth of 7.3% in net consolidated sales during the third quarter of 2010 and a 4.9% increase in same-store sales Year-to-date. For accumulated 2010, net sales grew 4.2%, and same-store sales increased 2.1%
- Growth of 34.3% in sales in South America, due to the addition of 15 units and the increase in same-store sales; those operations represented 22.2% of Alsea's revenues
- Increase of 1.6% in total units over the last 12 months, and 3.7% in corporate units, for a total of 1,174 and 975 units, respectively, at the close of the third quarter 2010
- An increase of 0.6% in EBITDA⁽¹⁾ during the third quarter, and 19.5% in accumulated EBITDA⁽¹⁾, which confirms the improving trend in the Company's results
- Sale of minority stake in the Starbucks Coffee Brazil operation, represented by the Company's 11.06% in Starbucks Brazil Comércio de Cafés Ltda

Mexico, D.F., October 28, 2010. Alsea, S.A.B. de C.V. (BMV: ALSEA*), the leading Quick Service Restaurant (QSR) and Casual Dining operator in Latin America, reported its third quarter 2010 results today. This information is presented according to Financial Reporting Standards (NIF), and it is presented in nominal terms.

CONSOLIDATED RESULTS FOR THE THIRD QUARTER OF 2010

The following table shows a condensed Income Statement in millions of pesos (except EPS). The margin for each item represents net sales, as well as the percentage change in the quarter ended September 30, 2010, in comparison with the same period of 2009:

	3Q 10	Margin %	3Q 09	Margin %	Change %
Net sales	\$2,274.9	100.0%	\$2,119.6	100.0%	7.3%
Gross Income	1,478.9	65.0%	1,334.1	62.9%	10.8%
EBITDA ⁽¹⁾	238.7	10.5%	237.2	11.2%	0.6%
Operating income	74.2	3.3%	74.6	3.5%	(0.5)%
Net Income	\$17.1	0.8%	\$69.2	3.3%	(75.3)%
EPS ⁽²⁾	0.3935	N.A.	0.0029	N.A.	N.C.

(1) EBITDA is defined as operating income before depreciation and amortization.

(2) EPS is earnings per share of the last 12 months.

Net sales increased 7.3% to 2,274.9 million pesos in the third quarter of 2010, in comparison with 2,119.6 million pesos in the same quarter of the prior year. This increase reflects the growth in sales of some of the brands in Mexico and South America, mainly due to expansion in the number of units and growth in same-store sales. This positive effect was partially offset by the decrease in the distributor's revenues from third parties.

Growth in brand sales was due to the fact that there was a net increase of 35 corporate units at the end of September 2010 compared with the same period of the prior year, as well as growth of 4.9% in same-store sales, which is mostly attributable to the continuous growth in same-store sales of the Starbucks Coffee brand, the brands in South America and the Casual Dining segment. This was partially offset by the decrease in same-store sales in some of the brands operated in Mexico.



During the third quarter of 2010, gross income increased 144.7 million pesos, reaching 1,478.9 million pesos, with gross margin of 65.0%, in comparison with 62.9% recorded in the same period of the previous year. The 2.1% improvement to the gross margin is mainly attributed to the decrease in the cost of materials, due to the appreciation of the Mexican peso against the US dollar, to operating efficiencies achieved during the period, and to the effect on the business mix of the brands in Alsea's portfolio, where the business units that currently have the highest sales growth are those that have a lower cost as a percentage of sales.

Operating expenses (excluding depreciation and amortization) increased 2.7% as a percentage of sales, rising from 51.8% during the third quarter of 2009 to 54.5% during the same period of 2010. The foregoing was mainly because during the third quarter of 2009, the expenses related to return of the VAT were reclassified to other expenses and products, as well as to the aforementioned business mix, to higher local taxes in the operations in Argentina, due to the growth in revenues, and to a lesser extent, to the increased advertising expenses as part of the commercial strategy to offset the drop in consumption of some of the brands, and to the increase in expenses for electricity, diesel and gas. Those effects were partially offset with the margin resulting from the increase to the number of units and growth in same store sales.

As a consequence of the 10.8% growth in gross earnings and the 13.1% increase in operating expenses, EBITDA grew 0.6% to 238.7 million pesos during the period, in comparison with 237.2 million pesos in the third quarter of 2009. EBITDA margin decreased 0.7%, to 10.5% in the third quarter of 2010, in comparison with 11.2% in the same period of 2009.

Operating income from the third quarter of 2010 decreased 0.4 million pesos, to 74.2 million pesos, compared with the 74.6 million pesos reported in the same period of 2009. This was mainly due to the growth of 1.8 million pesos in depreciation and amortization, because of the growth in number of units opened, as a result of the unit-opening plan.

Consolidated net income decreased 52.1 million pesos in comparison with the same period of 2009, due mainly to the 41.1 million pesos decrease in other expenses and products, to the increase of 19.0 million pesos in taxes on profits, to the increase of 1.0 million pesos in the loss of participation of partners, and to the decrease of 0.4 million pesos in operating profits. Those variations were partially offset by the decrease of 9.3 million pesos in the all-in result of financing.

Earnings per share "EPA"⁽²⁾ for the 12 months ended September 30, 2010, increased to 0.3935 pesos, in comparison with 0.0029 pesos for the 12 months ended September 30, 2009.



RESULTS BY SEGMENT

Net sales and EBITDA are shown below by business segment in millions of pesos, for the third quarter of 2010 and 2009.

<i>Net Sales by Segment</i>	<i>3Q 10</i>	<i>% Cont.</i>	<i>3Q 09</i>	<i>% Cont.</i>	<i>% Var.</i>
Food and Beverages – Mexico	\$1,499.1	65.9%	\$1,459.6	68.9%	2.7%
Food and Beverages – South America	504.9	22.2%	376.0	17.7%	34.3%
Distribution	734.5	32.3%	756.0	35.7%	(2.8)%
Intercompany Operations ⁽³⁾	(463.6)	(20.4)%	(472.0)	(22.3)%	(1.8)%
Consolidated Net Sales	\$2,274.9	100.0%	\$2,119.6	100.0%	7.3%

<i>EBITDA by Segment</i>	<i>3Q 10</i>	<i>% Cont.</i>	<i>Margin</i>	<i>3Q 09</i>	<i>% Cont.</i>	<i>Margin</i>	<i>% Var.</i>
Food and Beverages – Mexico	\$151.0	63.3%	10.1%	\$153.9	64.9%	10.5%	(1.9)%
Food and Beverages – South America	46.1	19.3%	9.1%	17.5	7.4%	4.7%	163.0%
Distribution	23.3	9.8%	3.2%	49.9	21.0%	6.6%	(53.3)%
Others ⁽³⁾	18.3	7.6%	N.A.	15.9	6.7%	N.A.	14.7%
Consolidated EBITDA	\$238.7	100%	10.5%	\$237.2	100%	11.2%	0.6%

(3) For the purpose of information by segment, these operations were included in each respective segment.

Food and Beverages – Mexico

Sales in the third quarter of 2010 increased 2.7% to 1,499.1 million pesos, in comparison with 1,459.6 million pesos in the same period of 2009. This variation of 39.5 million pesos is mainly attributable to the net opening of 20 corporate units and 7 sub-franchise units of Domino's Pizza over the last 12 months. The foregoing was partially offset by the loss in same-store sales from some of the brands operated in Mexico.

EBITDA decreased 1.9% during the third quarter of 2010, totaling 151.0 million pesos, in comparison with the 153.9 million pesos reported in the same period of the prior year. This decrease of 2.9 million pesos is mainly explained by the loss in same-store sales of Domino's Pizza and Burger King in Mexico.

Food and Beverages – South America

At the end of the third quarter of 2010, the Food and Beverages – South America division was comprised of Burger King operations in Argentina, Chile and Colombia, as well as Domino's Pizza Colombia and Starbucks Coffee Argentina, with a total of 127 units at the end of the period. This division saw a 34.3% increase in sales, reaching 504.9 million pesos, in comparison with 376.0 million pesos in the third quarter of the prior year. The variation of 128.9 million pesos was mainly due to the net opening of 15 units over the last 12 months, as well as the increase in same-store sales. This division represented 22.2% of Alsea's total revenues.

At the end of the third quarter of 2010, EBITDA for the Food and Beverages – South America division increased 163.0% to 46.1 million pesos, in comparison with 17.5 million pesos in the same period in 2009. That increase is mainly attributable to the margin obtained from the increase in number of units in operation, the increase in same-store sales, and the decrease in the cost of sales arising from the appreciation of the different currencies against the US dollar in the countries where the Company has operations.

Distribution

Net sales during the third quarter decreased 2.8% to 734.5 million pesos, in comparison with 756.0 million pesos in the same period of 2009. The foregoing is due to the decrease in consumption of some of the brands in Mexico, an offshoot of the negative trend in same-store sales. This was partially offset by the increase in the number of units served over the last 12 months, supplying a total of 1,326 units on September 30, 2010, in comparison with 1,288 units during the same period of the prior year, which was an increase of 2.9%. Sales to third parties decreased 4.7% to 268.3 million pesos, mainly due to the decrease in sales to third parties of Burger King franchises and Domino's sub-franchises.

EBITDA decreased 53.3%, to 23.3 million pesos during the third quarter of 2010, compared with 49.9 million pesos in the same period of the prior year; this was a decrease of 26.6 million pesos. The 3.2% EBITDA margin decrease 3.4 percentage points over the same period of the prior year. This variation is mainly due to the change in the business mix, since the brands with the highest sales growth are those that have the highest cost of sales to the distributor, and a higher recovery for corporate expenses.

NON-OPERATING RESULTS**All-In Cost of Financing**

The all-in cost of financing in the third quarter of 2010 decreased to 27.8 million pesos, in comparison with 37.1 million pesos in the same period of the prior year. That decrease of 9.3 million pesos can be attributed to the decrease of 4.2 million pesos in net interest paid arising from the lower cost of debt, which is a consequence of the refinancing of the unsecured local debt issuance, as well as to the decrease of 2.7 million pesos in exchange rate losses, and to the decrease of 2.4 million pesos from the monetary result.

Other Expenses and Products - Net

During the third quarter of 2010, net earnings were 3.5 million pesos, which is attributable to the profits from the sale of the minority share in Starbucks Coffee in Brazil, which was partially offset by the write-off of assets following the closure of units, and to a lesser extent, to expenses related to the lawsuit with Italianni's. This line was an unfavorable variation of 41.1 million pesos, compared with the same period of the prior year, since in the third quarter of 2009, the interest and readjustments arising from the recovery of VAT corresponding to the months from October 2006 to April 2007, with their corresponding interest and readjustments, were recognized.

Tax on earnings

Taxes on earnings of 29.2 million pesos showed an increase of 19.0 million pesos in comparison with the same period of the prior year. That variation can be attributed to the increase in the effective rate arising from the loss before taxes in some subsidiaries, in which the deferred tax was not recognized during the period.

BALANCE SHEET**Unit Equipment, Improvements to Leased Locations and Properties, Brand Use Rights, Goodwill and Pre-Operating Assets**

The 56.5-million peso decrease in this line was due to the amortization and depreciation of assets according to accounting practices, and to a lesser degree to the write-off of assets as a consequence of unit closures. These items were partially offset with the assets acquired as part of the expansion program for the last twelve months.

During the nine months ended September 30, 2010, Alsea made capital investments of 465.5 million pesos, of which 419.2 million pesos, equal to 90.1% of total investments, were earmarked for unit openings, equipment refurbishing and remodeling existing units for the different brands that the Company operates. The remaining 46.3 million pesos were invested in other items, namely replacing DIA's machinery and equipment, process-improvement projects and the software licenses.



Clients

The increase of 31.7 million pesos in the "Clients" account is mainly attributable to the variation in days in the portfolio, which went from five days in the third quarter of 2009, to six days at the close of this quarter. This was a consequence of the gap in recovery of the portfolio in DIA with some clients in the Burger King system.

Taxes Recoverable – Net

The decrease in the taxes receivable line, net of taxes payable, of 177.6 million pesos at September 30, 2010, is mainly attributable to the recovery of VAT receivable by OFA, and to a lesser extent to the increase in income tax payable. This was partially offset by the increase in the VAT balances to be collect from Distribuidora e Importadora Alsea, S.A. de C.V. ("DIA") and Café Sirena, S.A. de C.V. ("Starbucks Coffee Mexico").

Other Current Assets

Other current assets varied by 59.2 million pesos, mainly due to an increase in guaranty deposits and insurance, a consequence of a greater number of units in the last 12 months, and to a lesser extent, to the rents and services paid in advance, and to placement expenses for the debt-denominated securities.

Deferred Income Tax

Deferred income tax increased from 369.9 million pesos at September 30, 2009, to 531.7 million pesos at September 30, 2010. This increase of 161.8 million pesos occurred mainly as a consequence of the effect of the differences in financial depreciation rates and tax rates and the recognition of tax losses.

Providers

Providers increased from 437.0 million pesos at September 30, 2009, to 516.6 million pesos at September 30, 2010. This variation of 79.6 million pesos was generated mainly by the five-day increase in providers, which went from 27 to 32 days in the last twelve months.

Other accounts payable

Other accounts payable decreased from 612.3 million pesos at September 30, 2009, to 516.9 million pesos at September 30, 2010. This change of 95.4 million pesos is mainly due to payment of the expenses related to recovering VAT amounts receivable, by applying a 0% VAT rate in the sale of OFA food.

Bank Debt and Stock Market Credits

At September 30, 2010, Alsea's total debt increased by 5.7 million pesos, closing at 1,346.8 million pesos, in comparison with 1,341.1 million pesos on the same date of the previous year.

At September 30, 2010, 73.5% of Alsea's debt was long term, and 98.5% of the debt was denominated in Mexican pesos and 1.5% in Chilean pesos. The Company's consolidated net debt in comparison with the third quarter of 2009 decreased 0.6 million pesos, closing the quarter ended in September 30, 2010 at 864.3 million pesos, in comparison with 864.9 million pesos on the same date of the prior year.

The following table shows the amount of total debt in millions of pesos at September 30, 2010, as well as the maturity dates by year:

	Balance 3Q-10	Maturities							
		2010	%	2011	%	2012	%	2013	%
Bank Debt	\$646.8	\$85.4	13.3%	\$333.4	51.5%	\$178.0	27.5%	\$50.0	7.7%
Bond Debt	\$700.0	\$0.0	0.0%	\$0.0	0.0%	\$300.0	42.9%	\$400.0	57.1%
Total Debt	\$1,346.8	\$85.4	6.3%	\$333.4	24.8%	\$478.0	35.5%	\$450.0	33.4%





Share Repurchase Program

At September 30, 2010, the Company had a balance in the repurchase fund of 7.1 million shares, an amount of approximately 74.9 million pesos. During the nine months ended September 30, 2010, the Company's net sales of 9.3 million shares totaled approximately 125.8 million pesos.

Financial Ratios

At September 30, 2010, the Company met all financial restrictions established in its credit contracts. The net debt to EBITDA ratio for the last 12 months was 0.77x, the total liabilities to shareholders' equity ratio was 0.83x, and the 12-month EBITDA to 12-month interest paid ratio was 10.7x.

The Return on Invested Capital ("ROIC")⁽⁴⁾ increased from 4.9% to 8.7% during the 12 months ended September 30, 2010. The Return on Equity ("ROE")⁽⁵⁾ for the 12 months ended September 30, 2010 was 8.1%, compared with (0.1)% for the same period in the prior year.

KEY NUMBERS

BRAND	Units 3Q-10	Units 3Q-09	Variation	Annual % Var.
Domino's Pizza Mexico	417	425	(8)	(1.9)%
Starbucks Coffee Mexico	283	261	22	8.4%
Burger King Mexico	108	108	0	0.0%
Chili's Grill & Bar	29	28	1	3.6%
California Pizza Kitchen	8	6	2	33.3%
P.F. Chang's China Bistro	3	0	3	N.C.
Burger King Argentina	47	45	2	4.4%
Burger King Chile	30	32	(2)	(6.3)%
Burger King Colombia	5	2	3	150.0%
Domino's Pizza Colombia	21	21	0	0.0%
Starbucks Coffee Argentina	24	12	12	100.0%
Total Corporate	975	940	35	3.7%
Starbucks Coffee Chile	30	30	0	0.0%
Starbucks Coffee Brazil	0	23	(23)	(100)%
Total Associated Companies^{(7) (8)}	30	53	(23)	(43.4)%
Domino's Sub-Franchisees	169	162	7	4.3%
TOTAL UNITS	1,174	1,155	19	1.6%



Financial Indicators	3Q10	3Q-09	Variation
EBITDA ⁽¹⁾ / Interest Paid	10.7 x	5.7 x	N.A
Net Debt / EBITDA ⁽¹⁾	0.77 x	0.99 x	N.A
Total Liabilities / Shareholders' Equity	0.83 x	0.83 x	N.A
ROIC ⁽⁴⁾	8.7%	4.9%	380 bps
ROE ⁽⁵⁾	8.1%	(0.1)%	820 bps

Stock Market Indicators	3Q-10	3Q-09	Variation
Book value per share	\$4.76	\$4.77	(0.2)%
EPS (12 months) ⁽²⁾	\$0.3935	\$0.0029	N.C.
EV ⁽⁶⁾ / EBITDA ⁽¹⁾ (12 months)	7.9 x	7.3 x	N.A.
Shares in circulation at the close of the period (millions)	610.8	606.5	0.71%
Float of shares in circulation	37.1%	34.0%	310 bps
Price per share at close	\$12.57	\$8.73	44.0%

(4) ROIC is defined as operating income after taxes (last 12 months) over net operating investment (total assets – cash and short-term investments – no-cost liabilities).

(5) ROE is defined as net earnings (last 12 months) over shareholders' equity.

(6) EV is defined as market value plus net debt plus minority interest, and considers the price per share at the close of each quarter.

(7) Associated units are defined as all operations that are recognized using the equity method.

(8) The decrease of 23 units from the total associate unit base, it's due to the minority stake sale of the Starbucks Coffee operations in Brazil.

This press release contains certain forward-looking information regarding the Company's results and outlook. However, actual results may vary materially from these estimates. Information on future events contained in this release must be read jointly with the risk summary in the Annual Report. That information, as well as future reports made by the Company or any of its representatives, whether verbally or in writing, may vary significantly from actual results. These projections and estimates, which are prepared with reference to a determined date, should not be taken as fact. The Company is in no way liable for updating or revising any of these projections and estimates, whether as a result of new information, future events or other associated events.

The Company's shares are traded on the Mexican Stock Exchange under the ticker ALSEA.*

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ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
AT SEPTEMBER 30, 2010 AND 2009
(In thousands of nominal pesos)

	September 30, 2010	September 30, 2009
ASSETS		
Current assets:		
Cash and short-term investments	\$ 482,518	\$ 476,210
Clients	149,786	118,051
Other accounts and documents receivable	57,996	53,976
Inventory	300,857	305,875
Taxes recoverable	225,087	337,120
Other current assets	176,548	117,391
Current assets	1,392,792	1,408,623
Investments in shares of associated companies	17,067	30,231
Unit equipment, improvements to leased locales, and property, net	2,886,738	2,912,811
Brand use rights, goodwill and pre-operating assets, net	955,242	985,668
Deferred income tax	531,712	369,950
Discontinued operations	88	6,337
Total Assets	\$ 5,783,639	\$ 5,713,620
LIABILITIES		
Short term:		
Providers	\$ 516,597	\$ 437,001
Taxes payable	171,382	105,825
Other accounts payable	516,881	612,325
Related parties	12,902	17,129
Bank credits	356,687	670,619
Short-term liabilities	1,574,449	1,842,899
Long term:		
Bank credits	290,150	670,457
Bond credit	700,000	0
Other long-term liabilities	63,706	78,290
Long-term liabilities	1,053,856	748,747
Discontinued operations	445	867
Total Liabilities	2,628,750	2,592,513
SHAREHOLDERS' EQUITY		
Minority interest	248,449	228,073
Majority interest:		
Capital stock	530,394	528,287
Net premium in share placement	1,241,208	1,236,069
Accumulated income	1,034,145	1,156,776
Income during the year	114,460	(20,781)
Conversion effects – foreign entities	(13,767)	(7,317)
Majority interest	2,906,440	2,893,034
Total Shareholders' Equity	3,154,889	3,121,107
Total Liabilities and Shareholders' Equity	\$ 5,783,639	\$ 5,713,620





ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT FOR THE THREE AND NINE MONTHS
ENDED SEPTEMBER 30, 2010 AND 2009
(In thousands of nominal pesos)

	Three months ended September 30,					Nine months ended September 30,						
	2010			2009		2010			2009			
Net sales	\$	2,274,926	100%	\$	2,119,593	100%	\$	6,537,440	100%	\$	6,276,420	100%
Cost of sales		796,072	35.0%		785,445	37.1%		2,265,635	34.7%		2,350,077	37.4%
Gross Income		1,478,854	65.0%		1,334,148	62.9%		4,271,805	65.3%		3,926,343	62.6%
Operating expenses		1,240,201	54.5%		1,096,915	51.8%		3,553,582	54.4%		3,325,334	53.0%
Depreciation and amortization		164,474	7.2%		162,682	7.7%		493,951	7.6%		504,453	8.0%
Operating income		74,179	3.3%		74,551	3.5%		224,272	3.4%		96,556	1.5%
Other (products) expenses – net		(3,519)	(0.2)%		(44,598)	(2.1)%		(61,267)	(0.9)%		(32,284)	(0.5)%
All-in cost of financing:												
Interest paid – net		23,678	1.0%		27,869	1.3%		67,857	1.0%		94,287	1.5%
Exchange rate (profit) loss		3,529	0.2%		6,271	0.3%		14,039	0.2%		5,688	0.1%
Result by monetary position		617	0.0%		2,993	0.1%		4,045	0.1%		1,768	0.0%
		27,824	1.2%		37,133	1.8%		85,941	1.3%		101,743	1.6%
Share in the results of associated companies		(3,534)	(0.2)%		(2,551)	(0.1)%		1,913	0.0%		(5,948)	(0.1)%
Income before taxes		46,340	2.0%		79,465	3.7%		201,511	3.1%		21,149	0.3%
Tax on earnings		29,224	1.3%		10,225	0.5%		77,300	1.2%		16,029	0.3%
Income before discontinued operations		17,116	0.8%		69,240	3.3%		124,211	1.9%		5,120	0.1%
Discontinued operations		0	0.0%		0	0.0%		0	0.0%		(31,866)	(0.5)%
Consolidated net income		17,116	0.8%		69,240	3.3%		124,211	1.9%		(26,746)	(0.4)%
Minority interest		698	0.0%		4,813	0.2%		9,751	0.1%		(5,965)	(0.1)%
Majority net income	\$	16,418	0.7%	\$	64,427	3.0%	\$	114,460	1.8%	\$	(20,781)	(0.3)%





ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED CASH FLOW STATEMENTS FOR THE NINE MONTHS
ENDED SEPTEMBER 30, 2010 AND 2009
(In thousands of nominal pesos)

	September 30, 2010	September 30, 2009
Operating activities:		
Consolidated result before income taxes	\$ 201,511	\$ 21,149
Income from investments:		
Depreciation and amortization of brands	493,951	504,453
Income or loss on sales of fixed assets	19,830	46,713
Other income	(1,140)	5,122
Total	714,152	577,437
Clients	13,656	20,462
Inventory	36,013	55,649
Providers	(42,551)	(99,728)
Taxes payable	(97,182)	(194,265)
Other assets and other liabilities	(99,763)	386,155
Total	(189,827)	168,273
Net cash flow from operations	524,325	745,710
Investment activities		
Unit equipment, improvements to leased locales, and property	(332,736)	(102,680)
Brand use rights, goodwill and pre-operating assets	(132,747)	(299,750)
Investments in shares of subsidiaries and associated companies	(8,406)	(1,347)
Disincorporation of subsidiary	16,372	6,951
Net cash flow from investment activities	(457,517)	(396,826)
Cash receivable from financing activities	66,808	348,884
Financing activities		
Bank credits and loan payments, net	(355,266)	(449,102)
Bond credit	400,000	0
Dividend Decree	(245,958)	0
Minority interest, net	14,924	1,317
Share repurchase	130,376	(77,489)
Net cash flow from financing activities	(55,924)	(525,274)
Increase (decrease) net of cash	10,884	(176,390)
Adjustments to cash flow due to exchange rate variations	8,420	(9,263)
Cash at the beginning of the period	463,214	661,863
Cash at the end of the period	\$ 482,518	\$ 476,210

