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GMK
LISTED
NYSE


## THIRD-QUARTER 2008 RESULTS

## HIGHLIGHTS

- $\quad$ Sales volume remained flat as higher sales volume in GIMSA was offset by lower volumes in the rest of the subsidiaries.
- Net sales increased 17\%, driven mainly by price increases implemented in most subsidiaries to offset higher raw-material costs.
- EBITDA decreased 1\%, and EBITDA margin declined to 7.5\% from 8.9\%. Better margins in GIMSA, Gruma Venezuela, Molinera de México, and Gruma Centroamérica were offset by lower margins in Gruma Corporation.
- Debt increased to US\$772 million, resulting mainly from corn procurement during the summer crop season, the final payment on the Agroinsa acquisition, and the construction of the tortilla plants in California and Australia.

| Consolidated Financial Highlights (Ps. millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q08 | 3Q07 | VAR (\%) |
| Sales volume (th | nd metric tons) | 1,079 | 1,078 | - |
| Net sales |  | 10,553 | 9,020 | 17 |
| Operating incom |  | 475 | 517 | (8) |
| Operating mar |  | 4.5\% | 5.7\% | (120) bp |
| EBITDA |  | 789 | 799 | (1) |
| EBITDA marg |  | 7.5\% | 8.9\% | (140) bp |
| Majority net inco |  | $(1,765)$ | 799 | (321) |
| ROE (LTM) |  | (0.05)\% | 10.6\% | $(1,065) \mathrm{bp}$ |
| Debt (US\$ millions) |  |  |  |  |
| Sep'08 | Sep'07 | Var | Jun'08 |  |
| 772 | 754 | 2\% | 620 |  |



## RESULTS OF OPERATIONS

3Q08 vs．3Q07
Sales volume was flat at 1,079 thousand metric tons as higher sales volume in GIMSA was offset by lower volumes in the rest of the subsidiaries．

Net sales increased $17 \%$ to Ps．10，553 million due primarily to higher prices in all subsidiaries－in particular Gruma Venezuela，Gruma Corporation，and Molinera de México－which were implemented to compensate for higher raw－material costs．Sales from non－Mexican operations constituted $70 \%$ of consolidated net sales．

Cost of sales as a percentage of net sales increased to $69.5 \%$ from $67.5 \%$ ，driven mainly by Gruma Corporation．In absolute terms，cost of sales rose $20 \%$ ，to Ps． 7,335 million，due mainly to higher raw－material costs in Gruma Venezuela，Gruma Corporation，and Molinera de México．

Selling，general，and administrative expenses（SG\＆A）as a percentage of net sales，improved to $26.0 \%$ from $26.7 \%$ ，driven mainly by better absorption due to higher prices．In absolute terms，SG\＆A rose by $14 \%$ ，to Ps．2，744 million，resulting primarily from Gruma Corporation，Gruma Venezuela，and，to a lesser extent， GIMSA．

Operating income decreased $8 \%$ ，to Ps． 475 million，and operating margin declined to $4.5 \%$ from $5.7 \%$ ，both results driven by Gruma Corporation．

Other expense，net，was Ps． 12 million，compared with income of Ps． 623 million in the same period of 2007. This change was due mainly to the gain on the sale of Banorte shares during third－quarter 2007.

Comprehensive financing cost，net，was Ps．2，916 million versus Ps． 153 million in third quarter 2007．The increase resulted mainly from non－cash losses on currency derivative instruments，which represented a negative mark－to－market value of approximately US\＄291 million．

GRUMA＇s share of net income in unconsolidated associated companies（primarily Banorte）totaled Ps． 177 million，12\％lower than in third quarter 2007.

Taxes resulted in income of Ps． 568 million，compared with an expense of Ps． 464 million in third quarter 2007， due mainly to positive deferred taxes in connection with the aforementioned non－cash losses on currency derivative instruments．

GRUMA＇s total net loss was Ps．1，707 million versus net income of Ps． 724 million in third quarter 2007；the change came from the losses on currency derivative instruments．GRUMA＇s majority net loss was Ps．1，765 million，compared to a majority net income of Ps． 799 million in the same period of 2007.

## FINANCIAL POSITION

September 2008 vs．June 2008
Balance－Sheet Total assets were Ps．39，859 million，an increase of 2\％，driven mainly by increases in Highlights

Debt Profile GRUMA＇s debt amounted to US\＄772 million，of which approximately $94 \%$ was dollar denominated．

## Schedule of Debt Amortizations

（US\＄millions）

|  | 2008 | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | 2013．．． | TOTAL |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 7．75\％perpetual bonds |  |  |  |  |  | 300.0 | 300.0 |
| Credit facility |  |  | 250.0 |  |  |  | 250.0 |
| Gruma Corp．＇s revolving facility |  |  |  | 60.0 |  |  | 60.0 |
| 7．96\％senior notes | 0.4 | 10.1 |  |  |  |  | 10.5 |
| Other | 58.0 | 79.2 | 11.9 | 1.7 | 0.7 |  | 151.5 |
| TOTAL | 58.4 | 89.3 | $\mathbf{2 6 1 . 9}$ | $\mathbf{6 1 . 7}$ | $\mathbf{0 . 7}$ | $\mathbf{3 0 0 . 0}$ | $\mathbf{7 7 2 . 0}$ |

## Debt Ratios

|  | 3Q08 | 2Q08 | 3Q07 |
| :--- | :---: | :---: | :---: |
| Debt Ratios（last twelve months） |  |  |  |
| Debt／EBITDA | 2.2 | 1.7 | 2.9 |
| EBITDA／interest expenses | 8.1 | 6.8 | 3.5 |

## Other Ratios

| Operational Ratios | 3Q08 | 2Q08 | 3Q07 |
| :--- | :---: | :---: | :---: |
| Accounts receivable outstanding（days to sales） | 38 | 38 | 40 |
| Inventory turnover（days to cost of sales） | 92 | 105 | 87 |
| Net working－capital turnover（days to sales） | 49 | 59 | 63 |
| Asset turnover（total assets to sales） | 0.9 | 1.0 | 0.9 |
| Profitability Ratios（\％） |  |  |  |
| ROA | 0.1 | 7.0 | 5.7 |
| ROE | 0.3 | 13.1 | 10.6 |
| ROIC | 9.3 | 9.5 | 8.6 |

## CAPITAL EXPENDITURE PROGRAM

GRUMA's capital expenditures totaled Ps. 473 million during third quarter 2008. Major investments were applied to the construction of tortilla plants in California and Australia.

## SUBSIDIARY RESULTS

3Q08 vs. 3Q07

## Gruma Corporation

## GIMSA

Sales volume decreased 1\% due to lower volumes in Europe as well as lower corn flour sales volume in the United States. Corn flour sales volume in the United States declined in connection with price increases implemented during the quarter and lower rates of immigration from Mexico.

Net sales rose $10 \%$, to Ps. 4,888 million, due to price increases implemented during 2007 in the U.S. corn flour and tortilla businesses and, more recently, price increases in the U.S. corn flour business.

Cost of sales as a percentage of net sales increased to $63.2 \%$ from $60.2 \%$ due mainly to higher wheat flour, shortening, cooking oil, and corn costs. In addition, higher fuel and natural gas costs affected our cost of sales. In absolute terms, cost of sales increased $15 \%$ due to the aforementioned cost increases.

SG\&A as a percentage of net sales increased to $35.3 \%$ from $34.7 \%$ due to higher expenses, especially in Europe. In absolute terms, SG\&A increased 12\% due to (1) higher commissions paid to distributors in connection with higher prices; and (2) increased promotion and advertising expenses.

Operating income as a percentage of net sales decreased to $1.5 \%$ from $5.1 \%$. In absolute terms, operating income decreased $67 \%$ to Ps. 75 million resulting mainly from the aforementioned higher cost of sales.

Sales volume increased $4 \%$ to 459 thousand metric tons during third quarter 2008. Corn flour sales volume increased $4 \%$ to 428 thousand metric tons. This increase was a result of (1) higher sales to tortilla manufacturers in connection with the conversion from the traditional method to the corn flour method, (2) market-share gains within the corn flour industry, (3) and higher sales to supermarkets due to their increased coverage.

Net sales decreased $2 \%$ to Ps.2,312 million due mainly to the application of the Financial Reporting Standard B-10 (FRS B-10) as third quarter 2007 net sales are restated to December 2007 pesos.

Cost of sales as a percentage of net sales improved to $71.2 \%$ from $73.2 \%$ and, in absolute terms, declined $4 \%$ due primarily to lower corn costs.

Selling, general, and administrative expenses (SG\&A) as a percentage of net sales increased to $16.7 \%$ from $15.0 \%$ and, in absolute terms, rose $9 \%$ due mainly to higher commissions from higher sales volume, higher wages, and higher advertising expenses.

Operating income as a percentage of net sales increased to $12.1 \%$ from $11.8 \%$, and in absolute terms, operating income grew $1 \%$ to Ps. 280 million due to the aforementioned lower corn costs.

For additional information, please see GIMSA "Third-Quarter 2008 Results", available through GRUMA's website, www.gruma.com.

## Gruma Venezuela

Molinera de México

Gruma
Centroamérica

Sales volume decreased 2\% due to a corn shortage in the country.
Net sales increased 109\% due mainly to higher prices implemented to compensate for higher raw-material costs.

Cost of sales as a percentage of net sales improved to $76.2 \%$ from $78.5 \%$ due to higher prices. In absolute terms, cost of sales increased $103 \%$ mainly as a result of higher rawmaterial costs and, to a lesser extent, higher packaging costs and general salary increases.

SG\&A as a percentage of net sales improved to $17.2 \%$ from $19.7 \%$ due to better absorption. In absolute terms, SG\&A rose $82 \%$ due mainly to higher freight tariffs and, to a lesser extent, general salary increases and advertising expenses.

Operating income increased 646\% to Ps. 126 million. Operating margin improved to 6.6\% from $1.8 \%$ in third quarter 2007.

Sales volume decreased $5 \%$ as a result of lower export sales.
Net sales increased $28 \%$ to Ps. 868 million due to price increases implemented to offset higher wheat costs.

Cost of sales as a percentage of net sales improved slightly to $83.3 \%$ from $83.7 \%$ due to higher prices, which more than offset the increase in wheat costs. In absolute terms, cost of sales grew $27 \%$ in connection with higher wheat costs.

SG\&A as a percentage of net sales improved to $14.1 \%$ from $16.4 \%$ due to better absorption. In absolute terms, SG\&A increased 10\% due mainly to advertising.

Operating income was Ps. 22 million versus an operating loss of Ps. 1 million in third quarter 2007. Operating margin improved to $2.6 \%$ from negative $0.1 \%$ in third quarter 2007. Improvements were due to price increases, which more than offset higher wheat costs and contributed to better absorption.

Sales volume decreased $7 \%$ as a result of lower corn flour sales volume in connection with lower corn prices in the region and increased price aggressiveness from competitors.

Net sales increased 16\% to Ps. 655 million due mainly to higher corn flour and tortilla prices implemented during the quarter to compensate for higher raw-material costs.

Cost of sales as a percentage of net sales improved to $71.3 \%$ from $72.6 \%$ due to better absorption. In absolute terms, cost of sales increased $14 \%$ due mainly to higher rawmaterial costs.

SG\&A as a percentage of net sales improved to $21.3 \%$ from $22.4 \%$ due to better absorption. In absolute terms, SG\&A increased $10 \%$ due mostly to higher distribution expenses in connection with (1) higher commissions due to higher prices and (2) higher fuel prices.

Operating income was Ps. 48 million, $71 \%$ higher than in third quarter 2007. Operating margin improved to $7.3 \%$ from 5.0\%. Eliminations

Other and Operating loss was Ps. 77 million compared with operating loss of Ps. 30 million in third quarter 2007.

## ACCOUNTING PROCEDURES

The consolidated figures have been prepared in accordance with accounting principles generally accepted in Mexico．

Starting January 1，2008，the Financial Reporting Standard B－10（FRS B－10）became effective．It defines the economic environments that affect an entity，which can be
－inflationary－when the accumulated inflation of three prior years is equal or greater than $26 \%$ ，or
－noninflationary－when the accumulated inflation of three prior years is less than $26 \%$ ．

Based on the foregoing，the consolidated figures are determined as follows：
－The figures for subsidiaries in Central America and Venezuela are restated in period－end constant local currencies following the provisions of FRS B－10 and FRS B－15，applying the general consumer price index from the country in which the subsidiary operates．
－Once figures previously mentioned are restated，they are translated into Mexican pesos by applying the exchange rate in effect at the end of the period．
－The figures for subsidiaries in Mexico，the United States，Europe，Asia，and Oceania operate in a noninflationary environment．Therefore，the effects of inflation are not recognized from January 1， 2008.
－Results for foreign subsidiaries that operate in a noninflationary environment are translated to Mexican pesos applying the historical exchange rate．
－For comparability purposes，the 2007 consolidated figures are presented in constant Mexican pesos as of December 31， 2007.

For Gruma Corporation，figures shown in this report were translated to Mexican pesos using a convenience translation with the exchange rate of Ps．10．98／dollar as of September 30，2008．The differences between the accounting principles generally accepted in Mexico and US GAAP，and the application of convenience translation to Gruma Corporation，are reflected in the column entitled＂Other and Eliminations＂．

## ABOUT GRUMA

GRUMA，S．A．B．de C．V．，is one of the world＇s leading tortilla and corn flour producers．GRUMA was founded in 1949 and is engaged primarily in the production，marketing，distribution，and sale of tortillas，corn flour，and wheat flour．With leading brands in most of its markets，GRUMA has operations in the United States，Mexico，Venezuela，Central America，Europe， Asia，and Australia and exports to approximately 50 countries worldwide．GRUMA is headquartered in Monterrey，Mexico， and has approximately 19，000 employees and 92 plants．In 2007，GRUMA had net sales of US $\$ 3.3$ billion，of which $67 \%$ came from non－Mexican operations．

This report may contain certain forward－looking statements and information relating to GRUMA，S．A．B．de C．V．，and its subsidiaries（collectively，＂GRUMA＂）that are based on the beliefs of its management as well as assumptions made by and information then available to GRUMA．Such statements reflect the views of GRUMA with respect to future events and are subject to certain risks，uncertainties，and assumptions．Many factors could cause the actual results，performance，or achievements of GRUMA to be materially different from historical results or any future results，performance，or achievements that may be expressed or implied by such forward－looking statements．Such factors include，among others， changes in economic，political，social，governmental，business，or other factors globally or in Mexico，the United Sates， Latin America，or any other countries in which GRUMA does business，and world corn and wheat prices．If one or more of these risks or uncertainties materializes，or underlying assumptions are proven incorrect，actual results may vary materially from those described herein as anticipated，believed，estimated，expected，or targeted．GRUMA does not intend，and undertakes no obligation，to publicly update or revise any forward－looking statements，whether as a result of new information，future events，or otherwise．

GRUMA, S.A.B. DE C.V.. AND SUBSIDIARIES
(Milions of pesos)
FINANCIAL HIGHLIGHTS

|  | QUARTERS |  |  |  |  | YTD SEPTEMBER |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT SUMMARY | 3008 | 3007 | VAR (\%) | 2008 | VAR (\%) | 2008 | 2007 | VAR (\%) |
| NET SALES | 10,553 | 9,020 | 17 | 10,161 | 4 | 30,256 | 26,041 | 16 |
| GROSS PROFIT | 3,219 | 2,927 | 10 | 3,416 | (6) | 9,786 | 8,316 | 18 |
| GROSS MARGIN (\%) | 30.54 | 32.5\% |  | 396\% |  | 32.3\% | 31.9\% |  |
| OPERATNG NCOME | 475 | 517 | (8) | 788 | (40) | 1,843 | $1,133$ | 63 |
| OPERATNG MARGIN (\%) | 4.5\% | 57\% |  | 78\% |  | 6,1\% | 4.4\% |  |
| OTHER (NCOME) EXPENSE, NET | 12 | (623) |  | 11 |  | 51 | (718) |  |
| COMPREHENSIVE FINANCING COST (INCOME) | 2,916 | 153 |  | (265) |  | 3,325 | 86 |  |
| INTEREST EXPENSE | 139 | 228 |  | 139 |  | 42 | 525 |  |
| INTEREST INCOME | 2,813 | (29) |  | (358) |  | 3,103 | (66) |  |
| FOREIGN EXCHANGE LOSS (GAIN) | 75 | (10) |  | 41 |  | 67 | (2) |  |
| MONETARY POSITION (GAMN) LOSS | (112) | (36) |  | (87) |  | (226) | (34]) |  |
| EQUITY EARRNMGS, ASSOCMTED COMPANIES | (177) | (201) |  | (156) |  | (500) | (494) |  |
| TA)ES | (568) | 464 |  | 340 |  | (206) | 757 |  |
| NET NCOME | (1,707) | 724 | (336) | 859 | (299) | (826) | 1,503 | (155) |
| MANORITY NET INCOME | $(1,765)$ | 799 | (321) | 689 | (356) | $(1,168)$ | 1,492 | (178) |
| EARNINGS PER SHARE ${ }^{\prime}$ | (3.13) | 166 | (289) | 122 | (356) | (2.07) | 309 | (167) |
| EARNINGS PER ADR (US\$) ${ }^{2}$ | (1.14) | 0.60 | (289) | 0.45 | (356) | (0.75) | 1.13 | (167) |
| DEPRECLATION AND AMORTZZATION AFFECTING OPERATING INCOME | 315 | 282 |  | 316 |  | 918 | 836 |  |
| EBTDA ${ }^{3}$ | 789 | 799 | (1) | 1,104 | (28) | 2,761 | 1,970 | 40 |
| CAPITAL EXPENDITURES (MLUONS US\$) | 45 | 44 |  | 78 |  | 158 | 132 |  |


| BALANCE SHEET SUMMARY | Sep-08 | Sep-07 | VAR (\%) | Jun-08 | VAR (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CASH AND CASH EQUIVALENTS | 679 | 522 | 30 | 1.026 | (34) |
| TRADE ACCOUNTS RECEIVABLE | 4,502 | 3.997 | 13 | 4,333 | 4 |
| OTHER ACCOUNTS RECEIVABLE | 2,973 | 1,208 | 146 | 2,099 | 42 |
| NMENTORES | 7.487 | 5.880 | 27 | 7.872 | (5) |
| CURRENT ASSETS | 16,187 | 12,149 | 33 | 16,160 | 0 |
| PROPERTY, PLANT, AND EQUIPMENT, NET | 17,048 | 15,752 | 8 | 16,406 | 4 |
| TOTAL ASSETS | 39,859 | 33,679 | 18 | 38,967 | 2 |
| SHORT-TERM DEET | 1,391 | 1,551 | (10) | 983 | 42 |
| CURRENT LIABILITIES | 11,202 | 6,741 | 66 | 9.497 | 18 |
| LONG-TERM DEBT | 7,085 | 6.798 | 4 | 5,441 | 30 |
| TOTAL LIABILITIES | 20,620 | 15,578 | 32 | 18,010 | 14 |
| MAJORTTY STOCKHOLDERS' EQUITY | 16,060 | 15,380 | 4 | 17.849 | (10) |
| STOCKHOLDERS' EQUITY | 19,239 | 18,101 | 6 | 20,958 | (8) |
| CURRENT ASSETS/CURRENT UABILTIES | 1.45 | 180 |  | 1.70 |  |
| TOTAL LABILTIESISTOCKHOLDERS' EQUITY | 1.07 | 0.86 |  | 086 |  |
| DEBTMDE日T + STOCKHOLDERS' EQUITY) | 0.31 | 0.32 |  | 0.23 |  |
| BOOK VALUE PER SHARE ${ }^{1}$ | 28.49 | 31.87 |  | 31.68 |  |

[^0]GRUMA. S.A.B. DE C.V., AND SUBSIDIARIES
(Millions of pesos)
FINANCIAL HIGHLIGHTS BY SUBSIDIARY

|  |  | QUARTERS |  |  |  |  | YTD SEPTEMBER |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3 Q 08 | 3007 | VAR [\%) | 20,08 | VAR [\%) | 2008 | 2007 | VAR [\%) |
| GRUMA CORPORATION ${ }^{1}$ | SALES VOLUME (thousand metric tons) | 335 | 340 | (1) | 347 | (4) | 1,005 | 1,008 | (0) |
| Corn flour, tortillas, and other | NET SALES | 4,888 | 4,444 | 10 | 4,991 | (2) | 14,543 | 13,099 | 11 |
|  | GROSS PROFIT Gross Margin | 1.801 $36.8 \%$ | 1,769 $39.8 \%$ | 2 | 1.910 $38.3 \%$ | (6) | 5,583 $\mathbf{3 8 . 4 \%}$ | $\begin{aligned} & 5,211 \\ & 39.8 \% \end{aligned}$ | 7 |
|  | OPERATING INCOME | 75 | 225 | (67) | 215 | (65) | 514 | 659 | (22) |
|  | Operating Margin | 1.5\% | 5.1\% |  | 4.3\% |  | 3.5\% | 5.0\% |  |
|  | EBITDA | 249 | 389 | (36) | 387 | (36) | 1.032 | 1,139 | (9) |
|  | EBITDA Margin | 5.1\% | 8.8\% |  | 7.7\% |  | 7.1\% | 8.7\% |  |
| GIMSA | SALES VOLUME (thousand metric tons) | 459 | 443 | 4 | 448 | 2 | 1,345 | 1,304 | 3 |
| Corn flour, tortillas, and other | NET SALES | 2,312 | 2,355 | (2) | 2,239 | 3 | 6,730 | 6.767 | (1) |
|  | GROSS PROFIT | 665 | 630 | 6 | 767 | (13) | 2.013 | 1,560 | 29 |
|  | Gross Margin | 28.8\% | 26.8\% |  | 34.2\% |  | 29.9\% | 23.0\% |  |
|  | OPERATING INCOME | 280 | 278 | 1 | 401 | (30) | 906 | 531 | 71 |
|  | Operating Margin | 12.1\% | 11.8\% |  | 17.9\% |  | 13.5\% | 7.8\% |  |
|  | EBITDA | 356 | 340 | 5 | 487 | (27) | 1.138 | 721 | 58 |
|  | EBITDA Margin | 15.4\% | 14.5\% |  | 21.8\% |  | 16.9\% | 10.6\% |  |
| GRUMA VENEZUELA | SALES VOLUME (thousand metric tons) | 119 | 121 | (2) | 111 | 7 | 348 | 358 | (3) |
| Corn flour, wheat flour, and other | NET SALES | 1.914 | 915 | 109 | 1,688 | 13 | 4.863 | 2,535 | 92 |
|  | GROSS PROFIT | 455 | 197 | 131 | 431 | 5 | 1.183 | 524 | 126 |
|  | Gross Margin | 23.8\% | 21.5\% |  | 25.5\% |  | 24.3\% | 20.7\% |  |
|  | OPERATING INCOME | 126 | 17 | 646 | 169 | (25) | 375 | 3 | 13,125 |
|  | Operating Margin | 6.6\% | 1.8\% |  | 10.0\% |  | 7.7\% | 0.1\% |  |
|  | EBITDA | 159 | 38 | 319 | 193 | (17) | 456 | 64 | 608 |
|  | EBITDA Margin | 8.3\% | 4.2\% |  | 11.4\% |  | 9.4\% | 2.5\% |  |
| MOLINERA DE MÉXICO | SALES VOLUME (thousand metric tons) | 121 | 127 | (5) | 111 | 9 | 361 | 365 | (1) |
| Wheat flour | NET SALES | 868 | 678 | 28 | 865 | 0 | 2.668 | 1,877 | 42 |
|  | GROSS PROFIT | 145 | 110 | 31 | 212 | (32) | 570 | 336 | 70 |
|  | Gross Margin | 16.7\% | 16.3\% |  | 24.6\% |  | 21.3\% | 17.9\% |  |
|  | OPERATING INCOME | 22 | (1) | 2,687 | 87 | (74) | 204 | 18 | 1.036 |
|  | Operating Margin | 2.6\% | (0.1\%) |  | 10.1\% |  | 7.6\% | 1.0\% |  |
|  | EBITDA | 36 | 12 | 196 | 100 | (64) | 243 | 58 | 321 |
|  | EBITDA Margin | 4.1\% | 1.8\% |  | 11.6\% |  | 9.1\% | 3.1\% |  |
| GRUMA CENTROAMÉRICA | SALES VOLUME (thousand metric tons) | 54 | 58 | (7) | 53 | 2 | 159 | 163 | (3) |
| Corn flour and other | NET SALES | 655 | 566 | 16 | 533 | 23 | 1.673 | 1,485 | 13 |
|  | GROSS PROFIT | 188 | 155 | 21 | 146 | 29 | 466 | 410 | 14 |
|  | Gross Margin | 28.7\% | 27.4\% |  | 27.3\% |  | 27.8\% | 27.6\% |  |
|  | OPERATING INCOME | 48 | 28 | 71 | 6 | 671 | 57 | 41 | 40 |
|  | Operating Margin | 7.3\% | 5.0\% |  | 1.2\% |  | 3.4\% | 2.7\% |  |
|  | EBITDA | 63 | 43 | 46 | 19 | 235 | 98 | 83 | 18 |
|  | EBITDA Margin | 9.5\% | 7.6\% |  | 3.5\% |  | 5.9\% | 5.6\% |  |
| OTHER \& ELIMINATIONS | SALES VOLUME (thousand metric tons) | [9] | (11) | 16 | (11) | 13 | [31] | (29) | (6) |
|  | NET SALES | [84] | 62 | (235) | (156) | 46 | [221] | 277 | (180) |
|  | GROSS PROFIT | [36] | 66 | (155) | (51) | 29 | [29] | 276 | (111) |
|  | Gross Margin | [42.9\%) | 106.5\% |  | (32.7\%) |  | [13.1\%) | 99.6\% |  |
|  | OPERATING INCOME | (77) | (30) | (157) | (90) | 14 | [212) | (117) | (81) |
|  | Operating Margin | [91.7\%] | (48.4\%) |  | (57.7\%) |  | [95.9\%) | (42.2\%) |  |
|  | EBITDA | [74] | (23) | (222) | (82) | 10 | [205] | (95) | (116) |
|  | EBITDA Margin | [88.1\%) | [37.1\%) |  | [52.6\%) |  | [92.8\%) | (34.3\%) |  |
| CONSOLIDATED | SALES VOLUME (thousand metric tons) | 1.079 | 1.078 | 0 | 1,060 | 2 | 3,186 | 3,169 | 1 |
|  | NET SALES | 10,553 | 9,020 | 17 | 10,161 | 4 | 30,256 | 26,041 | 16 |
|  | GROSS PROFIT | 3.219 | 2,927 | 10 | 3.416 | (6) | 9,786 | 8,316 | 18 |
|  | Gross Margin | 30.5\% | 32.5\% |  | $33.6 \%$ |  | 32.3\% | 31.9\% |  |
|  | OPERATING INCOME | 475 | 517 | (8) | 788 | (40) | 1.843 | 1,133 | 63 |
|  | Operating Margin | 4.5\% | 5.7\% |  | 7.8\% |  | 6.1\% | 4.4\% |  |
|  | EBITDA | 789 | 799 | (1) | 1,104 | (28) | 2,761 | 1,970 | 40 |
|  | EBITDA Margin | 7.5\% | 8.9\% |  | 10.9\% |  | 9.1\% | 7.6\% |  |

[^1]
[^0]:    ${ }^{1}$ On the basis of $563,652,709$ shares as of September 30, 2008, 482,549,952 shares as of September 30, 2007, and 563,356,209 shares as of June 30, 2008
    ${ }^{2}$ Each ADR represents four ordinary shares, the exchange rate used was Ps 10.98 per dollar as of September 30, 2008
    ${ }^{3}$ EBITDA $=$ operating income + depreciation and amortization affecting operating income.

[^1]:    ${ }^{1}$ Convenience translation. For further details see "Accounting Procedures".

