

ESTADO DE RESULTADOS

| | <u>Tercer Trimestre</u> | | | <u>Acumulado a Sept</u> | | |
|------------------------------|-------------------------|-------------|---------------|-------------------------|-------------|---------------|
| | <u>2001</u> | <u>2000</u> | <u>% Var.</u> | <u>2001</u> | <u>2000</u> | <u>% Var.</u> |
| Ventas Netas | 1,201 | 1,426 | -15.8 | 3,734 | 4,190 | -10.9 |
| Costo de Ventas | 922 | 1,110 | -16.9 | 2,897 | 3,227 | -10.2 |
| Utilidad Bruta | 279 | 316 | -11.8 | 836 | 963 | -13.1 |
| Gastos de Operación | 267 | 278 | -4.1 | 787 | 798 | -1.3 |
| Utilidad de Operación | 12 | 38 | -68.6 | 49 | 165 | -70.1 |
| Gastos Financieros | 26 | 40 | -34.5 | 94 | 122 | -23.4 |
| Pérdida Cambiaria | 5 | 0 | 100.0 | 4 | -1 | 621.4 |
| Productos Financieros | 8 | 8 | 1.8 | 13 | 18 | -26.4 |
| Ganancia Monetaria | 15 | 17 | -10.1 | 39 | 58 | -31.6 |
| C.I.F | 8 | 15 | -45.8 | 45 | 46 | -2.8 |
| U.A.I.R. | 4 | 23 | -84.1 | 4 | 119 | -96.2 |
| ISR y PTU | 6 | 11 | -48.8 | 24 | 34 | -31.5 |
| Utilidad Antes P.E. | -2 | 11 | -119.3 | -19 | 85 | -122.6 |
| Partidas Extraordinarias | -1 | -18 | 94.0 | -10 | -15 | 33.2 |
| Ut. Neta Consolidada | -3 | -7 | 51.7 | -29 | 69 | -142.0 |
| Ut. Mayoritaria | -4 | -4 | 11.5 | -34 | 70 | -148.0 |
| | | | | | | |
| EBITDA | 31 | 58 | -47.0 | 112 | 225 | -50.1 |
| EBITDA/ Acción (pesos) | 0.26 | 0.48 | -46.7 | 0.94 | 1.88 | -49.8 |
| | | | | | | |
| UPA (pesos) | -0.03 | -0.04 | 10.9 | -0.28 | 0.59 | -148.3 |
| Acciones en circulación | 119,318,290 | 120,038,090 | -0.6 | 119,318,290 | 120,038,090 | -0.6 |

BALANCE GENERAL

| | <u>Sept. '01</u> | <u>Sept. '00</u> | <u>% Var.</u> |
|-------------------------------|------------------|------------------|---------------|
| Activo Circulante | 1,054 | 1,388 | -24.1 |
| Otros Activos | 1,468 | 1,437 | 2.2 |
| Activo Total | 2,522 | 2,825 | -10.7 |
| Pasivo Circulante | 841 | 910 | -7.7 |
| Pasivo Largo Plazo | 748 | 750 | -0.2 |
| Pasivo Total | 1,589 | 1,660 | -4.3 |
| Cap. Cont. Consolidado | 934 | 1,165 | -19.9 |
| Cap. Cont. Mayoritario | 887 | 1,126 | -21.2 |

INDICADORES BURSÁTILES Y FINANCIEROS

| | <u>2001</u> | <u>2000</u> |
|--------------------------------|-------------|-------------|
| Precio/UPA (1) (2) | -13.0 | 9.2 |
| Precio/EBITDA (1) (2) | 8.3 | 3.7 |
| Valor Contable por Accion (\$) | 7.4 | 9.4 |
| Precio/Val. Contable | 1.2 | 1.1 |
| Razón Circulante | 1.3 | 1.5 |
| Pasivo/Capital | 1.7 | 1.4 |
| | | |
| Acum. A la fecha | 2001 | 2000 |
| Margen Bruto | 22.4% | 23.0% |
| Margen de Operación | 1.3% | 3.9% |

INFORMACION OPERATIVA

| | <u>2001</u> | <u>2000</u> | <u>% Var.</u> |
|---------------------------|-------------|-------------|---------------|
| Total área de Venta m2 | 159,572 | 160,536 | -0.60 |
| Número de tiendas | 641 | 633 | 1.26 |
| Número de empleados | 8,089 | 8,244 | -1.88 |
| | | | |
| Acum. '01 | | | |
| Ventas Mismas Tiendas | 3,579 | 3,922 | -8.7 |
| Ventas por m2 al mes (\$) | 2,600 | 2,900 | -10.3 |

% VENTAS TOTALES POR DEPARTAMENTO

| | <u>Acum. '01</u> | <u>Acum. '00</u> |
|--------------|------------------|------------------|
| Farmacia | 51.9% | 51.5% |
| Perfumeria | 7.5% | 7.8% |
| Fotografía | 9.8% | 10.2% |
| Abarrotes | 7.5% | 7.5% |
| Higienicos | 6.1% | 7.4% |
| Otros | 17.2% | 15.6% |
| Total | 100% | 100% |

(1) Precio al cierre del mes correspondiente

(2) Ultimos 12 meses