Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITOA margin North America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Other operating income/expenses Administrative expenses Other operating income/expenses Normalized EBITDA margin 33 Latin America	3Q05 59 892 3 193 1 834 -364 -498 30.2% 3Q05 4 163 499 -10 -70 -11 162 32.5% 3Q05	Acquisitions/ divestitures 4 341 98 -30 68 -5 -16 -5 -3 39 44 Acquisitions/ divestitures -281 -21 -15 -6 0 3 0 -3 -4 Acquisitions/ divestitures 2 075 -75	Currency translation 0 27 -2 26 -5 2 -3 18 18 18 Currency translation 1 1 1 0 0 10 11 Currency translation	Organic growth 3 199 224 -34 190 -42 -5 6 18 168 182 Organic growth -96 1 3 4 -1 5 2 0 10 10 Organic	3Q06 67 432 3 542 -1 424 2 118 -415 -517 -259 36 962 1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	Organic growth 5.4% 10.5% 10.5% 1.1.6% 2.3% 88.9% 23.0% 333 bp Organic growth -2.5% 0.2% 1.4% 1.2% 6.4% 7.7% 13.6% 19.5% 6.3% 19.2 bp
Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Other operating income/expenses Administrative expenses Administrative expenses Administrative expenses Administrative expenses Administrative expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Sormalized EBITDA Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Administrative expenses Other operating income/expenses	3 193 1 1359 1 834 -364 -498 30.2% 3Q05 4 163 499 -11 -12 162 162 32.5% 3Q05	4 341 98 -30 68 -5 -16 -5 -3 39 44 Acquisitions/ divestitures -281 -21 15 -6 0 0 0 -3 -4 Acquisitions/ divestitures 2 075	0 27 -2 26 -5 -5 -2 -3 -3 18 18 18 18 Currency translation 0 10 1 11 -3 1 0 0 10 11 Currency	3 199 224 -34 190 -42 -5 6 18 168 182 Organic growth -96 1 3 4 -1 5 2 0 10 10	3 542 -1 424 2 118 -415 -517 -259 36 962 1 209 34.1% 3 Q06 3 786 489 -164 3 25 -73 -74 -18 0 0 160 179 36.6%	5.4% 7.1% 7.1% 10.5% 11.6% 2.3% 88.9% 23.0% 19.0% 333 bp Organic growth -2.5% 0.2% 1.4% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Other operating income/expenses Administrative expenses Other operating income/expenses Administrative expenses Administrative expenses Administrative expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Sormalized EBITDA Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses	3 193 1 1359 1 834 -364 -498 30.2% 3Q05 4 163 499 -11 -12 162 162 32.5% 3Q05	98 -30 -30 -68 -5 -16 -5 -3 3 9 44 Acquisitions/ divestitures -281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	27 -2 26 -5 2 -2 -3 18 18 18 Currency translation 0 10 1 11 -3 1 0 0 10 11 1.3	224 -34 190 -42 -5 6 18 168 182 Organic growth -96 1 3 4 -1 5 2 0 10 10	3 542 -1 424 2 118 -415 -517 -259 36 962 1 209 34.1% 3 Q06 3 786 489 -164 3 25 -73 -74 -18 0 0 160 179 36.6%	7.1% -2.5% -11.6% -1.0% -2.3% -88.9% -23.0% -23.0% -2.5% -2.5% -2.0% -1.2% -1.2% -1.2% -1.2% -1.5% -1.2% -1.
Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA margin North America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses	1 834 - 364 - 364 - 367 - 498 - 258 244 737 966 30.2% 3Q05 4 163 316 -70 - 142 162 32.5% 3Q05 23.744 966 - 377 589	68 -5 -16 -5 -3 39 44 Acquisitions/ divestitures -281 -21 -5 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	26 -5 -2 -2 -3 18 18 18 18 Currency translation 0 10 1 11 -3 1 0 0 10 11 Currency	190 -42 -5 6 18 168 182 Organic growth -96 1 3 4 -1 5 2 0 10 10	2 118 -415 -517 -259 36 962 1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	10.5% -11.6% -1.0% 2.3% 88.9% 23.0% 19.0% 333 bp Organic growth -2.5% 0.2% -1.2% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA margin North America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Sormalized EBITDA Normalized EBITDA Sormalized EBITOA Sormalized EBITOA Sormalized EBITOA Sormalized EBITOA Sormalized EBITOA Sormalized EBITOA Sormalized EBIT	-364 -498 24 737 966 30.2% 3005 4 163 499 -183 316 -70 -83 -20 142 162 32.5% 3005	-5 -16 -5 -3 39 44 Acquisitions/ divestitures -281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	-5 2 -2 -3 18 18 18 Currency translation 0 10 1 11 -3 1 0 0 0 10 11	-42 -5 6 18 182 Organic growth -96 1 3 4 -1 5 2 0 10	-415 -517 -259 36 962 1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	-11.6% -1.0% -2.3% -88.9% -23.0% -333 bp Organic growth -2.5% -0.2% -1.2% -1.2% -1.4% -7.7% -13.6% -7.5% -6.3% -192 bp
Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA margin 3 North America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Solumes (thousand HIs) 2 Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Solumes (thousand HIs) Sales & marketing expenses Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses Normalized EBIT	-498 -258 24 737 966 966 30.2% 3Q05 4 163 316 -183 -20 -1 142 162 32.5% 3Q05	-16 -5 -3 39 44 Acquisitions/ divestitures -281 -21 -15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	2 -2 -3 18 18 18 18 18 18 18 18 18 19 10 10 10 11 11 11 11 11 11 11 11 11 11	-5 6 18 168 182 Organic growth -96 1 3 4 -1 5 2 0 10	-517 -259 36 962 1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	-1.0% 2.3% 88.9% 23.0% 19.0% 333 bp Organic growth -2.5% 0.2% 2.0% 1.4% -1.2% 6.4% 7.7% 13.6% 6.3% 192 bp
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Normalized EBIT Normalized EBITDA Normalized EBITDA margin 3 North America 5 Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA margin 3 Latin America 5 Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Other operating income/expenses Normalized EBIT	737 966 30.2% 3Q05 4 163 499 -183 316 -70 -83 -20 -1 142 32.5% 3Q05 23 744 966 -377 589	39 44 Acquisitions/ divestitures -281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	Currency translation 0 10 1 11 -3 1 0 0 10 11 -3 1 Currency	168 182 Organic growth -96 1 3 4 -1 5 2 0 10	962 1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	23.0% 19.0% 333 bp Organic growth -2.5% 0.2% 1.4% -1.2% 6.4% 7.7% 6.3% 192 bp
Normalized EBITDA Normalized EBITDA margin North America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA margin Latin America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Administrative expenses Administrative expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses	966 30.2% 3Q05 4 163 499 -183 316 -70 -83 -20 -1 162 32.5% 3Q05 23 744 966 -377 589	Acquisitions/divestitures -281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/divestitures 2 075	Currency translation 0 10 11 -3 1 0 0 11 -3 1 Currency	Organic growth -96 1 3 4 -1 5 2 0 10	1 209 34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	19.0% 333 bp Organic growth -2.5% 0.2% -1.2% 6.4% 7.7% 13.6% 6.3% 192 bp
North America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA margin Latin America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Other operating income/expenses Other operating openses Administrative expenses Administrative expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses Other operating income/expenses	30.2% 3Q05 4 163 499 -183 316 -70 -1 142 32.5% 3Q05 23 744 966 -377 589	Acquisitions/ divestitures -281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	Currency translation 0 10 11 -3 1 0 0 0 10 11 Currency	Organic growth -96 1 3 4 -1 5 2 0 10	34.1% 3Q06 3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	333 bp Organic growth -2.5% 0.2% 2.0% 1.4% -1.2% 6.4% 7.7% 13.6% 6.3% 192 bp
Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBITDA Normalized EBITDA Normalized EBITDA margin 3 Latin America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	4 163 499 -183 316 -70 -83 -20 -1 142 32.5% 3Q05 23 744 966 -377 589	divestitures	translation 0 10 1 11 -3 0 0 1 11 11 11 Currency	growth -96 1 3 4 -1 5 2 0 10	3 786 489 -164 325 -73 -74 -18 0 160 179 36.6%	growth -2.5% 0.2% 2.0% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA Normalized EBITDA Normalized EBITDA margin 3 Latin America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Other operating income/expenses Normalized EBIT	499 -183 316 -70 -83 -20 -1 142 162 32.5% 3Q05 23 744 966 -377 589	-281 -21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	0 10 1 11 -3 1 0 0 10 11	-96 1 3 4 -1 5 2 0 10	489 -164 325 -73 -74 -18 0 160 179 36.6%	-2.5% 0.2% 2.0% 1.4% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA Normalized EBITDA Normalized EBITDA margin 3 Latin America Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Other operating income/expenses Normalized EBIT	499 -183 316 -70 -83 -20 -1 142 162 32.5% 3Q05 23 744 966 -377 589	-21 15 -6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	10 1 11 -3 1 0 0 10 11	1 3 4 -1 5 2 0 10	489 -164 325 -73 -74 -18 0 160 179 36.6%	0.2% 2.0% 1.4% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA Normalized EBITDA Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	316 -70 -83 -20 -1 142 162 32.5% 3Q05 23 744 966 -377 589	-6 0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	11 -3 1 0 0 10 11	4 -1 5 2 0 10	325 -73 -74 -18 0 160 179 36.6%	1.4% -1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA Normalized EBITDA Normalized EBITDA Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	-70 -83 -20 -1 142 162 32.5% 3Q05 23 744 966 -377 589	0 3 0 0 -3 -4 Acquisitions/ divestitures 2 075	-3 1 0 0 10 11	-1 5 2 0 10	-73 -74 -18 0 160 179 36.6%	-1.2% 6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT Normalized EBITDA Normalized EBITDA Normalized EBITDA Total volumes (thousand HIs) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	-83 -20 -1 142 162 32.5% 3Q05 23 744 966 -377 589	3 0 0 -3 -4 Acquisitions/ divestitures 2 075	1 0 0 10 11	5 2 0 10 10	-74 -18 0 160 179 36.6%	6.4% 7.7% 13.6% 7.5% 6.3% 192 bp
Other operating income/expenses Normalized EBIT N Normalized EBITDA Normalized EBITDA Normalized EBITDA margin 3 Latin America : Total volumes (thousand HIs) 2 Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	-1 142 162 32.5% 3Q05 23 744 966 -377 589	0 -3 -4 Acquisitions/ divestitures 2 075	0 10 11 Currency	0 10 10	160 179 36.6%	13.6% 7.5% 6.3% 192 bp
Normalized EBIT Normalized EBITDA Normalized EBITDA Normalized EBITDA Normalized EBITDA Latin America Total volumes (thousand Hls) Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	142 162 32.5% 3Q05 23 744 966 -377 589	Acquisitions/ divestitures 2 075	10 11 Currency	10 10	160 179 36.6%	7.5% 6.3% 192 bp
Normalized EBITDA Normalized EBITDA margin 3 Latin America : Total volumes (thousand Hls) 2 Revenue Cost of sales Gross profit Distribution expenses Administrative expenses Administrative expenses Normalized EBIT	162 32.5% 3Q05 23 744 966 -377 589	Acquisitions/ divestitures 2 075	11 Currency	10	179 36.6%	6.3% 192 bp
Normalized EBITDA margin 3 Latin America : Total volumes (thousand HIs) 2 Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	32.5% 3Q05 23 744 966 -377 589	Acquisitions/ divestitures 2 075	Currency		36.6%	192 bp
Total volumes (thousand HIs) 2 Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	23 744 966 -377 589	divestitures 2 075		Organic	2000	
Revenue Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	966 -377 589		เวลเราสเปปป	growth	3Q06	Organic growth
Cost of sales Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	-377 589		0	1 664	27 484	7.0% 11.9%
Gross profit Distribution expenses Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT	589	/5 -31	12 -2	115 -26	1 168 -435	-6.9%
Sales & marketing expenses Administrative expenses Other operating income/expenses Normalized EBIT		44	10	89	733	15.1%
Administrative expenses Other operating income/expenses Normalized EBIT	-110	-7	-1	-20	-138	-18.1%
Other operating income/expenses Normalized EBIT	-100 -80	-13 -7	0 -2	-4 -5	-118 -94	-4.2% -5.6%
Normalized EBIT	11	-7	-3	-4	2	-40.5%
Normalized EBITDA	309	16	4	56	386	18.2%
	375	22	3	59	459	15.8%
	38.8%		_		39.3%	133 bp
	3Q05	Acquisitions/ divestitures	Currency translation	Organic growth	3Q06	Organic growth
	1 144 993	-524 -29	0 0	-239 2	10 381 966	-2.3% 0.2%
Revenue Cost of sales	-435	-29 20	0	9	-406	2.2%
Gross profit	558	-9	0	12	560	2.1%
Distribution expenses	-110	3 2	0	-7 8	-114	-6.6%
Sales & marketing expenses Administrative expenses	-188 -69	3	0 0	8	-178 -58	4.4% 11.8%
Other operating income/expenses	-27	-3	0	8	153	28.5%
Normalized EBIT	164	-3	0 0	29	189	18.0%
Normalized EBITDA Normalized EBITDA margin 2	242 24.4%	-6	U	31	267 27.7%	13.3% 309 bp
Central & Eastern Europe	3Q05	Acquisitions/ divestitures	Currency translation	Organic growth	3Q06	Organic growth
	1 716	291	0	1 662	13 669	14.2%
Revenue	467	13	3	105	588	22.5%
Cost of sales Gross profit	-222 245	-5 8	-1 2	-26 80	-253 335	-11.5% 32.4%
Distribution expenses	-57	-1	0	-13	-71	-23.1%
Sales & marketing expenses	-64	0	0	-22	-85	-34.1%
Administrative expenses Other operating income/expenses	-27 -20	-1 0	0	-4 11	-32 -10	-13.1% 51.9%
Normalized EBIT	77	7	2	52	137	68.0%
Normalized EBITDA Normalized EBITDA margin 2	119 25.5%	7	2	57	185 31.4%	48.3% 529 bp
<u> </u>	3Q05		Currency	Organic	3Q06	Organic
Total volumes (thousand HIs)	8 574	divestitures 2 884	translation 0	growth 138	11 597	growth 1.7%
Revenue	242	60	2	-1	304	-0.3%
Cost of sales	-119	-30	0	2	-147	1.9%
Gross profit Distribution expenses	122 -18	31 -1	2 0	1 -1	157 -19	1.2% -2.9%
Sales & marketing expenses	-47	-8	0	3	-51	7.4%
Administrative expenses	-12	-3	0	0	-14	-0.6%
Other operating income/expenses Normalized EBIT	1 48	1 19	0	-1 3	1 73	-69.2% 7.0%
Normalized EBITDA	67 27.8%	23	2	4	97 32.0%	6.2% 182 bp
Global Export & Holding	3Q05		Currency	Organic	3Q06	Organic
Companies Total volumes (thousand Hls)	551	divestitures -105	translation 0	growth 69	515	growth 15.5%
Revenue	26	-105 0	0	1	27	4.2%
Cost of sales	-22	0	0	3	-19	13.8%
Gross profit	4	0	0	4	8	103.9%
Distribution expenses Sales & marketing expenses	0 -16	0	0 0	0 4	0 -12	-370.0% 26.8%
	-50	3	0	5	-42	10.0%
Administrative expenses	59 -3	0	0	5 17	64	7.8%
Other operating income/expenses Normalized EBIT	- <	3	0	1 /	17	7522.8%