Results and Important Events for the First Quarter 2019

- **Increase of 2.8% in Same-Store Sales in the first quarter**
- **8.2% EBITDA growth in the first quarter**
- **The acquisition of the operating and development rights for the Starbucks brand in France, the Netherlands, Belgium and Luxembourg was successfully completed**
- **4,461 total units in the portfolio, which includes 457 units related to the recent acquisition of Grupo Vips, plus 295 units of Starbucks in France-Benelux, coupled with an organic growth of 241 units compared with the first quarter of the prior year**

** Excluding effect of IFRS 16, as well as any effect from the restatement due to the hyperinflation in Argentina*

MESSAGE FROM THE EXECUTIVE PRESIDENT

Alberto Torrado, Executive President of Alsea, said: *"2019 will be a year with many opportunities for Alsea. During this year, we will be focusing on improving the operation and service in order to increase our same store sales driven mainly by the growth in transactions. Similarly, we will actively seek to reduce costs and improve returns, achieving a greater cash flow generation aiming to reduce our current leverage level as soon as possible. At the same time, we will work to direct our investment decisions prioritizing profitability, favoring the brands, segments and regions where we obtain the best returns and divesting from businesses and units that are currently not reaching its expected performance.*

We have restructured the company in a way that allows us to have greater agility in decision-making and achieve the expected growth of our brands in the different regions where we operate.

During the first quarter, we managed to successfully complete the process of acquiring the rights to operate and develop the Starbucks brand in France, the Netherlands, Belgium and Luxembourg, venturing with a new business model with the brand, where we now have 239 sub-franchises and the possibility of continuing to expand this number in France. Since the beginning of the year, Federico Tejado is leading Alsea Europe and will have as main objectives during the integration process of the recent acquisitions of Grupo Vips and Starbucks, to maximize all the efficiencies and synergies within a 2-year period. As a result of these acquisitions with which we added 752 units to our portfolio, Alsea Europe's sales in 2019 will reach more than 20 billion pesos, which represents a top-line growth of more than 100% for the segment compared to the previous year and will represent approximately 37% of the consolidated sales of the company and 33% of the consolidated EBITDA."

And finally, he added: "Additionally, during our General Shareholders' Meeting held today, it was agreed to postpone the payment of dividends corresponding to the 2018 fiscal year, with the aim of accelerating the strategy that we will implement to de-leverage the company and focus efforts on the future growth of Alsea."

April, 2019

1Q19 Quarterly Report

Mexico City, April 30, 2019. Alsea, S.A.B. de C.V. (BMV: ALSEA), the leading Quick Service Restaurant (QSR), Coffee Shop, Casual Dining and Family Restaurant operator in Latin America and Spain, released its results for the first quarter 2019. This information is presented in nominal terms pursuant to International Financial Reporting Standards (IFRS). For purposes of comparison against the previous year, the comments presented in this report do not include the effect of IFRS 16, nor the effect regarding restatement due to the hyperinflation in Argentina. These effects are detailed in the financial statements added to the end of this report.*

CONSOLIDATED RESULTS FOR THE FIRST QUARTER OF 2019

The following table shows a condensed Income Statement in millions of pesos (except EPS). The margin for each item represents net sales and the percentage change for the quarter ended March 31, 2019, in comparison with the same period of 2018:

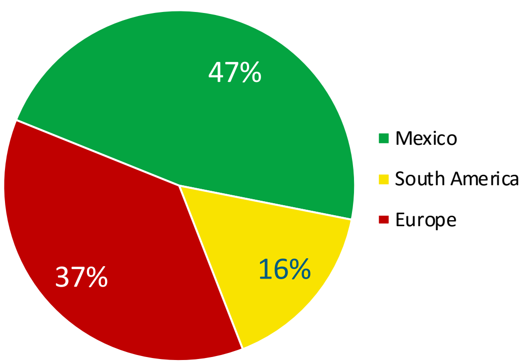
	1Q 19	% Margin	1Q 18	% Margin	% Change
Net Sales	$13,657	100.0%	$11,012	100.0%	24.0%
Gross Income	9,563	70.0%	7,696	69.9%	24.3%
EBITDA (1)	1,543	11.3%	1,426	13.0%	8.2%
Operating Income	610	4.5%	672	6.1%	(9.2)%
Net Income	$151	1.1%	$254	2.3%	(40.5)%
EPS (2)	1.10	N.A.	1.35	N.A.	(18.5)%

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

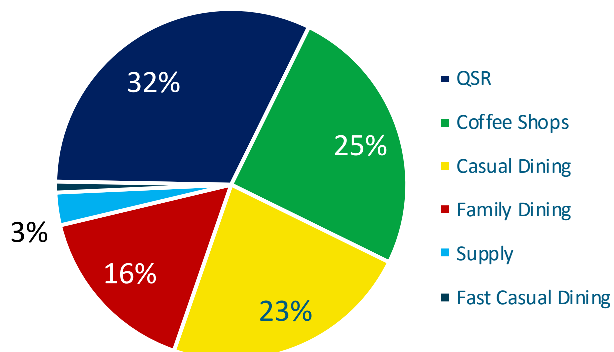
(2) EPS is earnings per share for the last 12 months.

* Figures in million pesos, except EPS

SALES BY GEOGRAPHIC LOCATION*



SALES BY SEGMENT*

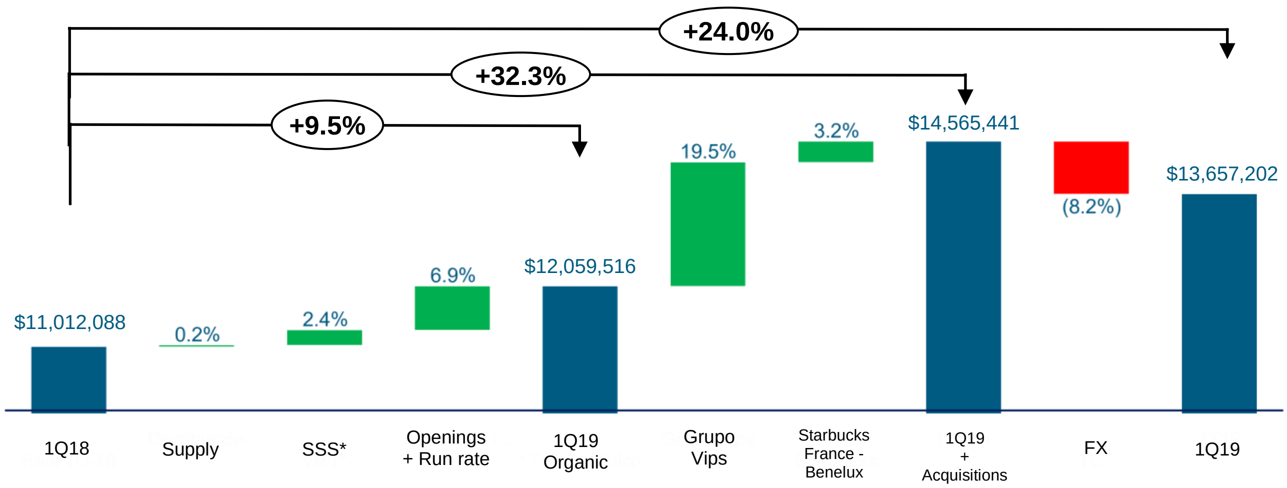


** 1Q19 figures*

SALES

Net sales increased 24.0% to 13,657 million pesos in the first quarter of 2019, in comparison with 11,012 million pesos in the prior year. This increase was due mainly to the addition of 672 units, for a total of 3,409 corporate units at the end of March 2019, which represents a growth of 24.6% over the same period of the prior year, which was largely due to the integration of the 365 corporate units from the acquisition of Grupo Vips, 68 corporate units of Starbucks in France since February and 14 corporate stores in Benelux since March. Additionally, other factors that contributed to the increase in net sales in the quarter was the 2.8% growth in same-store sales, as well as the organic expansion of 225 corporate units. The increase in sales was partially offset by the negative effect of the devaluation of some currencies against the Mexican peso, mainly the Argentinean peso and the euro, which impacted consolidated sales growth in 825 basis points, coupled with lower growth in same store sales during the quarter, mainly related to the calendar effect of the shift of Easter which took place during the second quarter of the year.

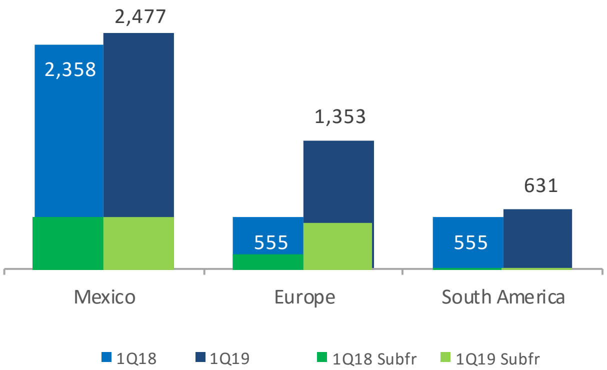
Net Sales 1Q19 vs. 1Q18

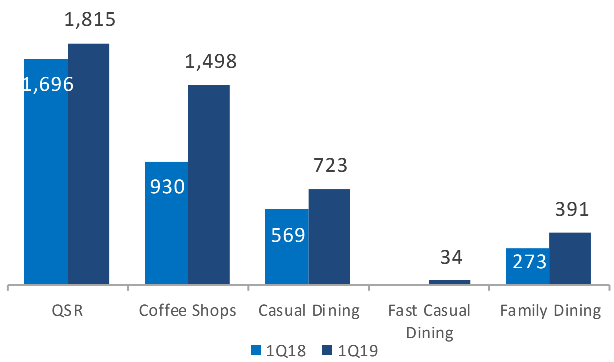


** The percentage of same-store sales contribution is the effect on the total revenue base*

In terms of same-store sales, the business portfolio in Mexico registered a growth of 1.2%, our brands in South America showed a growth of 13.1% and our operation in Europe presented a (1.5)% performance.

NUMBER OF UNITS*





** Total Units (corporate + sub-franchises)*

EBITDA

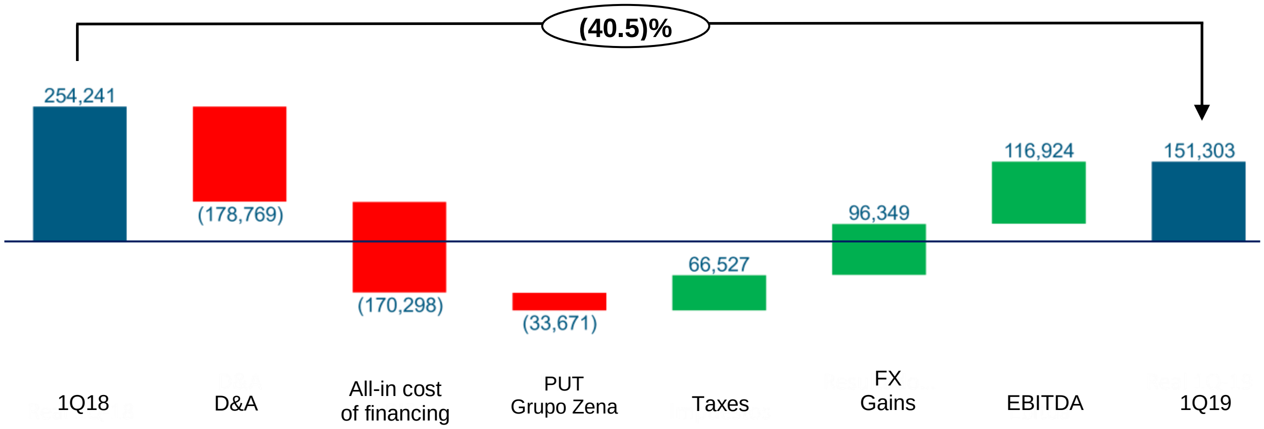
EBITDA in the first quarter of 2019 increased 8.2% to reach 1,543 million pesos, compared to 1,426 million pesos in the first quarter of the previous year. The increase in EBITDA of 117 million pesos was partially offset by the increase related to tariff rates for certain products imported from the US, the increase in energy fees, mainly in Argentina and Mexico, in the latter being partially offset by the benefit of managing clean energy (wind farms) in most of the units in the country, the minimum wage increase in several countries and the negative effect of the devaluation of some currencies against the Mexican peso, mainly the Argentinean peso and the euro.

EBITDA margin presented a 170-basis points contraction, going from 13.0% in the first quarter of 2018, to 11.3% during the same period of 2019, mainly attributable to the 90 basis points impact related to the new business mix, since the inclusion on the company's portfolio of the recent acquisitions, as well as to the calendar effect due to the shift of Easter.

NET INCOME

Net income for the quarter decreased 103 million pesos compared to the same period of the previous year, closing at 151 million pesos compared to 254 million pesos in the first quarter of 2018. This decrease is mainly due to the 160 basis points decrease in operating income, as a result of the 180 basis points increase in operating expenses mainly because of the incorporation of the recent acquisitions in Europe, the increase in costs and expenses in Mexico and to the loss of marginality in Argentina, coupled with the increase in the all-in cost of financing mainly as a result of the rise of 170 million pesos in interest paid-net, related to the higher leverage due to the recent acquisitions and the rise the Mexican Interbank rate compared to the previous year. This was partially offset by 90 basis points decrease in the tax rate and the foreign exchange gain.

Net Income 1Q19 vs. 1Q18



RESULTS BY SEGMENT FOR THE FIRST QUARTER 2019

MEXICO

Alsea México	*1Q 19*	*1Q 18*	*Var.*	*% Var.*
Same-Store Sales	1.2%	7.1%	(590) bps	-
Number of Units	2,477	2,358	119	5%
Sales	6,387	5,997	$389	7%
Adjusted EBITDA*	1,338	1,365	$(27)	(2)%
Adjusted EBITDA Margin*	20.9%	22.8%	(190) bps	-

*Adjusted EBITDA does not include administrative expenses, thus it represents the "Store EBITDA."
** Figures in million pesos.

Alsea Mexico's sales represent 47% of Alsea's consolidated sales in the first quarter of 2019 and increased 6.5% to 6,387 million pesos compared to 5,997 million pesos in the same period in 2018. This favorable variation of 389 million pesos is mainly due to the opening of 113 corporate units and 6 sub-franchises of the different brands in the last twelve months, reaching a total of 1,927 corporate units and 550 units of sub-franchisees, as well as the 1.2% growth in same-store sales, which was mainly driven by the positive performance of our quick service restaurant brands, particularly Burger King, as well as an improvement in the sales trend in our Mexican portfolio in general, which was partially offset by the impact related to the shortage of fuel in the first two weeks of the year, as well as by the negative calendar effect from the shift of Easter.

Adjusted EBITDA at Alsea Mexico decreased 2.0% during the first quarter of 2019, closing at 1,338 million pesos, compared to 1,365 million pesos in the same period of the previous year. This decrease is mainly due to the impact resulting from the minimum wage increase implemented since the beginning of the year, the increase in costs of 60 basis points mainly related to the tariff rates on products imported from the U.S., as well as to the increase in energy rates. This was partially offset by the growth in same-store sales, combined with the marginality generated by the opening of 113 corporate units during the last twelve months, the reduction in corporate expenses and finally to the business mix.

EUROPE

Alsea Europe	*1Q 19*	*1Q 18*	*Var.*	*% Var.*
Same-Store Sales	(1.5)%	3.7%	(520) bps	-
Number of Units	1,353	555	798	144%
Sales	5,033	2,481	$2,551	103%
Adjusted EBITDA*	815	497	$318	64%
Adjusted EBITDA Margin*	16.2%	20.0%	(380) bps	-

*Adjusted EBITDA does not include administrative expenses, thus it represents the “Store EBITDA.”
** Figures in million pesos.

Sales at Alsea Europe represented 37% of Alsea's consolidated sales and at the close of the first quarter 2019 included the operations of Spain, Portugal, France, the Netherlands, Belgium and Luxembourg. This segment presented an increase in sales of 102.8%, reaching 5,033 million pesos compared to 2,481 million pesos in the first quarter of 2018. This positive variation of 2,551 million pesos was driven mainly by the incorporation into our portfolio of 447 corporate units from Grupo Vips and Starbucks France-Benelux operations, as well as to the increase of 36 corporate units of the different brands in the las twelve months and to the implementation of digital kiosks in 33 Burger King stores, product innovation in Domino’s Pizza like the new dough “Domino’s Roll Extra”, as well as the run-rate of openings and remodelings carried out in 2018, mainly in Foster’s Hollywood, Burger King, Vips, Ginos and Starbucks. This increase was partially offset by the (1.5)% reduction in same store sales and the exchange rate impact related to the devaluation of the euro against the Mexican peso. At the end of the period there were a total of 872 corporate units and 481 sub-franchisees units, including the recent acquisitions.

Adjusted EBITDA at Alsea Europe at the end of the first quarter of 2019 showed an increase, reaching 815 million pesos, compared to 497 million pesos for the same period in 2018, mainly attributable to the incorporation of the operations of Grupo Vips and Starbucks France-Benelux. The EBITDA margin at the end of the first quarter of 2019, presented a negative variation of 380 basis points compared to the same period of the previous year. This decrease is mainly due to the new business mix related to the inclusion of recent acquisitions, as well as to the impact from the increase in the minimum inter-professional wage in Spain, particularly impacting home delivery employees of the different brands and to the loss of marginality due to same store sales contraction during the quarter compared to the same period of the previous year.

SOUTH AMERICA

Alsea South America	*1Q 19*	*1Q 18*	*Var.*	*% Var.*
Same-Store Sales	13.1%	9.6%	350 bps	-
Number of Units	631	555	76	14%
Sales	2,238	2,533	$(296)	(12)%
Adjusted EBITDA*	277	334	$(58)	(17)%
Adjusted EBITDA Margin*	12.4%	13.2%	(80) bps	-

*Adjusted EBITDA does not include administrative expenses, thus it represents the “Store EBITDA.”
** Figures in million pesos.

Sales at Alsea South America represented 16% of Alsea's consolidated sales and at the end of the period there were a total of 610 corporate units and 21 sub-franchisees units. This segment showed a decrease in sales of 11.7%, reaching 2,238 million pesos compared to 2,533 million pesos in the first quarter of 2018. This variation of 296 million pesos was mainly due to the political-economic instability in Argentina, registering a devaluation of more than 54% in the las twelve months. Excluding the negative effect of the devaluation of the Argentinean peso, Alsea South America's sales growth would have reached 15.8%. This reduction in sales was partially offset by the increase of 76 corporate units in the last twelve months and the 13.1% growth in same-store sales. Additionally, sales in Colombia were affected by the Tax Reform implemented as of 2019, where Starbucks, Burger King and PF Chang's migrated from the consumption tax regime (8%) to the VAT regime (19%).

Adjusted EBITDA of Alsea South America at the end of the first quarter of 2019, decreased 17.2%, closing at 277 million pesos, compared to 334 million pesos for the same period in 2018. Despite efforts in efficiency and expense control, the EBITDA margin at the close of the first quarter of 2019, presented a negative variation of 80 basis points compared to the same period of the previous year. This decrease is mainly attributable to the devaluation of the Argentinean peso, together with a loss of marginality due to the high inflation in that country and increases in energy rates.

NON-OPERATING RESULTS

All-In Cost of Financing

The all-in cost of financing in the first quarter of 2019 amounted 370 million pesos, compared with 262 million pesos in the same period of the prior year. This variation is mainly due to the increase in interest paid-net of 170 million pesos, as a result of the rise in the Mexican Interbank rate and a higher leverage related to the recent acquisitions, as well as to the effect of the revaluation of the liability related to the call and put options of the remaining 21.0% of Grupo Zena. The aforementioned was partially offset by the positive effect of the foreign exchange gains.

BALANCE SHEET

During the three months ended March 31, 2019, Alsea made capital investments, of 797 million pesos excluding acquisitions, of which 644 million pesos, equivalent to 81% of total investments were earmarked for store openings, equipment renewal and remodeling of existing units of the different brands operated by the Company. The remaining 153 million pesos were allocated mainly to the replacement of equipment (maintenance capex), strategic improvement projects and software licenses among others. It is worth mentioning that during the quarter an inventory reduction of 8 days was achieved.

Bank Debt and Fixed-Rate Bonds

As of March 31, 2019, Alsea's total bank debt increased by 11,604 million pesos, closing at 26,947 million pesos, in comparison with 15,343 million pesos on the same date of the previous year, this increase in debt relates to the acquisition of Grupo Vips in Spain and Starbucks in France-Benelux, which took place on December 2018 and February 2019 respectively. The Company's consolidated net debt in comparison with the first quarter of 2018 increased 11,945 million pesos, closing on March 31, 2019 at 25,224 million pesos, in comparison with 13,279 million pesos at the end of 2018.

As of March 31, 2019, 80% of the debt was long term, and on that same date 59% of the debt was denominated in Mexican pesos, 40% was in euros, and the remaining 1% was in Argentinean and Chilean pesos.

The following table shows the balance of total debt in millions of pesos at March 31, 2019, as well as the maturity dates for the subsequent years:

	Balance 1Q 19	Maturities																
		2019	%	2020	%	2021	%	2022	%	2023	%	2024	%	2025	%	2026	%	2027	%
Total Debt	$26,947	$2,311	9	$3,305	12	$1,249	5	$5,245	20	$10,818	40	$371	1	$1,649	6	-	-	$2,000	7

* Figures in million pesos.

Financial Ratios

At March 31, 2019, the financial restrictions established in the Company's credit contracts were as follows: The ratio of: (i) Total Debt to EBITDA pro-forma (last 12 months) was 3.8x; (ii) Net Debt to EBITDA pro-forma (last 12 months) was 3.6x; and (iii) EBITDA (last 12 months) to interest paid over the last 12 months was 4.0x.

The Return on Net Invested Capital ("ROIC")(2) considering the results of acquisitions in the last twelve months was 8.9% during the period ended March 31, 2019. The Return on Equity ("ROE")(3) at March 31, 2019 considering the results of acquisitions for the last twelve months was 9.4%, in comparison with 12.6% in the same period of the prior year.

KEY INFORMATION

Financial Indicators	1Q 19	1Q 18	Variation
EBITDA(1) / Interest Paid	4.0 x	4.9 x	N.A
Total Debt / EBITDA(1)	3.8 x	2.3 x	N.A
Net Debt / EBITDA(1)	3.6 x	2.0 x	N.A
ROIC (2)	8.9%	12.5%	(360) bps
ROE (3)	9.4%	12.6%	(320) bps

Stock Market Indicators	1Q 19	1Q 18	Variation
Book Value per Share	$13.05	$11.91	9.5%
EPS (12 months) (4)	1.10	1.35	(18.5)%
Shares in circulation at the close of the period (millions)	835.6	837.8	(0.3)%
Price per share at close	$40.67	$63.53	(36.0)%

(1) EBITDA last twelve months
(2) ROIC is defined as operating income after taxes (last 12 months) by net operating investment (total assets – cash and short-term investments – no-cost liabilities). (Total assets – cash and temporary investments – non-interest-bearing liabilities)
(3) ROE is defined as net earnings (last 12 months) over shareholders' equity.
(4) EPS is earnings per share for the last 12 months.

IFRS 16 IN INCOME STATEMENT AND BALANCE SHEET

The adoption of IFRS 16 has a positive effect on the Income Statement of $18 million pesos, which represents 10.8% of net income. Regarding EBITDA, a positive effect of $1,204 million pesos is reported, which represents an increase of 880 basis points. The balance sheet reports a right of use assets non-executable of $23,733 million pesos and a lease liability non-executable of $25,934 million pesos.

BRAND	UNITS 1Q19		
	Corporate	Subfranchises	Total
Domino's Pizza	808	346	1154
Mexico	*476*	*288*	*764*
Spain	*253*	*37*	*290*
Colombia	*79*	*21*	*100*
Burger King	421	240	661
Mexico	*181*	*240*	*421*
Argentina	*119*	-	*119*
Spain	*59*	-	*59*
Chile	*46*	-	*46*
Colombia	*16*	-	*16*
Quick Service Restaurants	**1,229**	**586**	**1,815**
Starbucks	1259	239	1498
Mexico	*729*	-	*729*
Argentina	*144*	-	*144*
Chile	*122*	-	*122*
Colombia	*33*	-	*33*
Uruguay	*5*	-	*5*
Spain	*126*	*23*	*149*
France	*68*	*114*	*182*
Netherlands	*14*	*68*	*82*
Belgium	-	*28*	*28*
Luxembourg	-	*3*	*3*
Portugal	*18*	*3*	*21*
Coffee Shops	**1,259**	**239**	**1,498**
Foster's Hollywood	*99*	*131*	*230*
Ginos	93	31	124
Spain	*92*	*31*	*123*
Portugal	*1*	-	*1*
Italianni's	*81*	*14*	*95*
El Portón	*64*	-	*64*
Chili's Grill & Bar	*77*	-	*77*
Mexico	*73*	-	*73*
Chile	*4*	-	*4*
Archie's	*32*	-	*32*
P.F. Chang's	*35*	-	*35*
Mexico	*25*	-	*25*
Brazil	*4*	-	*4*
Colombia	*2*	-	*2*
Chile	*3*	-	*3*
Argentina	*1*	-	*1*
California Pizza Kitchen	*14*	*2*	*16*
Cañas y Tapas	*10*	*8*	*19*
TGI Fridays	*17*	*1*	*18*
Wagamama	*6*	-	*6*
LAVACA	*4*	-	*4*
The Cheesecake Factory	*3*	-	*3*
Casual Dining	**536**	**187**	**723**
Vips Smart	*15*	*19*	*34*
Fast Casual Dining	**15**	**19**	**34**
Vips	370	21	391
Mexico	*280*	*6*	*286*
Spain	*90*	*15*	*105*
Family Dining	**370**	**21**	**391**
TOTAL ALSEA UNITS			**4,461**
Corporate	**3,409**		
Subfranchises		**1,052**	

UNITS BY COUNTRY

MEXICO	2,477	SPAIN	1,036	ARGENTINA	264	COLOMBIA	183
FRANCE	182	CHILE	175	NETHERLANDS	82	BELGIUM	28
PORTUGAL	22	URUGUAY	5	BRAZIL	4	LUXEMBOURG	3

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 should 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 in 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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A replay of the earnings conference call 1Q19 will be available on our web site www.alsea.com.mx on the "investors" section.

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT
AT MARCH 31, 2019 AND 2018
(In thousands of nominal pesos)

	Three months ended March 31, 2018		Three months ended March 31, 2019		Restatement Argentina	IFRS 16	Three months ended March 31, 2019	
ASSETS								
Current assets:								
Cash and short-term investments	$ 2,064,493	5.2%	$ 1,722,913	3.2%	-	-	$ 1,722,913	2.2%
Clients	638,278	1.6%	894,361	1.7%	-	-	894,361	1.2%
Other accounts and documents receivable	263,007	0.7%	250,090	0.5%	-	-	250,090	0.3%
Inventory	1,868,280	4.7%	1,959,832	3.6%	-	-	1,959,832	2.5%
Taxes recoverable	414,494	1.0%	336,644	0.6%	-	-	336,644	0.4%
Other current assets	1,018,283	2.6%	1,345,485	2.5%	-	-	1,345,485	1.7%
Assets held for sale	86,068	0.2%	132,062	0.2%	-	-	132,062	0.2%
Current assets	6,352,903	16.0%	6,641,387	12.3%	-	-	6,641,387	8.6%
Investments in shares of associated companies	-	-	14,296	-	-	-	14,296	-
Store equipment, improvements to leased locales, and property, net	15,689,568	39.5%	19,274,838	35.6%	304,038	(1,010,983)	18,567,893	23.9%
Right of use assets non-executable	-	-	-	-	-	23,733,628	23,733,628	30.6%
Brand use rights, pre-operations, other intangible assets, net	15,238,194	38.4%	25,596,114	47.2%	338,214	-	25,934,328	33.4%
Deferred Income Tax	2,412,023	6.1%	2,655,041	4.9%	6,659	-	2,661,300	3.4%
Total Assets	**$ 39,692,688**	100%	**$ 54,181,676**	100%	**648,511**	**22,722,645**	**$ 77,552,832**	100.0%
LIABILITIES								
Short term:								
Providers	$ 3,816,540	9.6%	4,803,000	8.9%	-	-	$ 4,803,000	6.2%
Taxes payable	260,897	0.7%	272,239	0.5%	-	-	272,239	0.4%
Other accounts payable	3,329,735	8.4%	4,490,846	8.3%	-	(1,010,983)	3,469,501	4.5%
Lease liability non-executable	-	-	-	-	-	5,087,695	5,087,695	6.6%
Other short-term liabilities	3,159,780	8.0%	2,419,393	4.5%	-	-	2,419,393	3.1%
Bank loans	1,905,994	4.8%	2,347,807	4.3%	-	-	2,347,807	3.0%
Commercial papers	-	-	3,000,000	5.5%	-	-	3,000,000	3.9%
Short-term liabilities	12,472,946	31.4%	17,333,285	32.0%	-	4,066,350	21,399,635	27.6%
Long term:								
Bank loans	6,458,473	16.3%	17,616,067	32.5%	-	-	17,616,067	22.7%
Commercial papers	6,978,538	17.6%	3,982,958	7.4%	-	-	3,982,958	5.1%
Deferred taxes - net	1,976,701	5.0%	1,658,803	3.1%	-	-	1,658,803	2.1%
Lease liability non-executable	-	-	-	-	-	20,846,908	20,846,098	26.9%
Other long-term liabilities	672,423	1.7%	802,052	1.5%	-	-	802,052	1.0%
Long-term liabilities	16,086,135	40.5%	24,059,880	44.4%	-	20,846,908	44,906,788	57.9%
Total Liabilities	**28,559,081**	72.0%	**41,393,165**	76.4%	-	**24,913,258**	**66,306,423**	85.5%
SHAREHOLDERS' EQUITY								
Minority interest	1,154,841	2.9%	1,885,072	3.5%	-	-	1,885,072	2.4%
Majority interest:					-	-		
Capital	478,353	1.2%	477,272	0.9%	-	-	477,272	0.6%
Net premium in share placement	8,625,720	21.7%	8,625,720	15.9%	-	-	8,625,720	11.1%
Accumulated income	1,298,423	3.3%	2,133,175	3.9%	659,154	(2,208,973)	583,356	0.8%
Income during the year	211,640	0.5%	123,702	0.2%	(35,591)	18,360	106,471	0.1%
Exchange rate effects from foreign entities	(635,370)	(1.6)%	(456,430)	(0.8)%	24,948	-	(431,482)	(0.6)%
Majority interest	9,978,766	25.1%	10,903,439	20.1%	648,511	(2,190,613)	9,361,337	12.1%
Total Shareholders' Equity	11,133,607	28.0%	12,788,511	23.6%	648,511	(2,190,613)	11,246,409	14.5%
Total Liabilities and Shareholders' Equity	**$ 39,692,688**	100.0%	**$ 54,181,676**	100.0%	**648,511**	**22,722,645**	**$ 77,552,832**	100.0%

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT FOR THE THREE MONTHS ENDED MARCH 31, 2019 AND 2018
(In thousands of nominal pesos)

	Three months ended March 31, 2019		Restatement Argentina	IFRS 16	Three months ended March 31, 2019	
Net sales	$ 13,657,202	100%	$ 33,386	-	$ 13,690,588	100%
Cost of sales	4,093,432	30.0%	11,075	-	4,104,507	30%
Gross Income	**9,563,770**	**70.0%**	**22,311**	-	**9,586,081**	**70%**
Operating expenses	8,020,705	58.7%	21,433	(1,203,950)	6,838,188	49.9%
Depreciation and amortization	933,096	6.8%	53,160	932,377	1,918,633	14.0%
Operating Income	**609,969**	**4.5%**	**(52,282)**	271,573	**829,260**	**6.1%**
All-in cost of financing:						
Interest paid – net	488,431	3.6%	2,010	253,213	743,654	5.4%
Changes in reasonable value Financial Liabilities	(86,613)	(0.6)%	-	-	(86,613)	(0.6)%
Exchange rate loss / (income)	(32,012)	(0.2)%	(2,763)	-	(34,775)	(0.3)%
	369,806	2.7%	(753)	253,213	622,266	4.5%
Income before Taxes	**240,163**	**1.8%**	**(51,529)**	18,360	**206,994**	**1.5%**
Tax on earnings	88,860	0.7%	(15,938)	-	72,922	0.5%
Consolidated Net Income	**151,303**	**1.1%**	**(35,591)**	18,360	**134,072**	**1.0%**
Non-controlling stake	27,601	0.2%	-	-	27,601	0.2%
Income before Taxes	**$ 123,702**	**0.9%**	**$ (35,591)**	18,360	**$ 106,471**	**0.8%**

	Three months ended March 31, 2018		Restatement Argentina	IFRS 16	Three months ended March 31, 2018	
Net sales	$ 11,012,088	100%	$ 67,777	-	$ 11,079,865	100%
Cost of sales	3,315,749	30.1%	22,482	-	3,338,231	30.1%
Gross Income	**7,696,339**	**69.9%**	**45,295**	-	**7,741,634**	**69.9%**
Operating expenses	6,270,198	56.9%	43,512	-	6,313,710	57.0%
Depreciation and amortization	754,327	6.8%	22,227	-	776,554	7.0%
Operating Income	**671,814**	**6.1%**	**(20,444)**	-	**651,370**	**5.9%**
All-in cost of financing:						
Interest paid – net	318,133	2.9%		-	318,133	2.9%
Changes in reasonable value Financial Liabilities	(120,284)	(1.1)%		-	(120,284)	(1.1)%
Exchange rate loss / (income)	64,337	0.6%	(1,529)	-	62,808	0.6%
	262,186	2.4%	(1,529)	-	260,657	2.4%
Income before Taxes	**409,628**	**3.7%**	**(18,915)**	-	**390,713**	**3.5%**
Tax on earnings	155,387	1.4%	(5,675)	-	149,713	1.4%
Consolidated Net Income	**254,241**	**2.3%**	**(13,241)**	-	**241,001**	**2.2%**
Non-controlling stake	42,601	0.4%		-	42,601	0.4%
Income before Taxes	**$ 211,640**	**1.9%**	**$ (13,241)**	-	**$ 198,400**	**1.8%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED CASH FLOW STATEMENTS FOR THE THREE MONTHS ENDED MARCH 31, 2019 AND 2018
(In thousands of nominal pesos)

	March 31, 2019	March 31, 2018
Operating activities:		
Consolidated result before income taxes	**$ 206,944**	**$ 409,628**
Income from investments:		
Depreciation and amortization of brands	986,256	754,327
Write-down of fixed assets	932,377	-
Other entries	(86,613)	(120,284)
Total	**2,099,958**	**1,072,145**
Clients	63,708	248,478
Inventory	128,795	79,122
Providers	(450,158)	(472,680)
Taxes payable	(323,329)	(96,821)
Other assets and other liabilities	(661,526)	(453,703)
Total	**1,242,510**	**695,604**
Net cash flow from operations	**857,448**	**376,541**
Investment activities		
Store equipment, improvements to leased locales, and property	(648,332)	(900,432)
Brand use rights, pre-operations, other intangible assets, net	(148,670)	(68,638)
Acquisition of subsidiary	(1,124,239)	-
Net cash flow from investment activities	**(1,921,241)**	**(969,070)**
Cash receivable from financing activities	**(1,063,793)**	**(592,529)**
Financing activities		
Bank credits and loan payments, net	1,722,991	681,369
Commercial papers, net	-	-
Dividend declaration	-	-
Financial leasing	(932,377)	-
Minority interest	-	-
Sale (repurchase) of shares	15,011	321,643
Net cash flow from financing activities	**805,625**	**1,003,012**
Increase (decrease) net of cash	**(258,168)**	**(1,046,130)**
Adjustments to cash flow due to exchange rate variations	6,776	113,607
Cash at the beginning of the period	1,987,857	1,540,403
Cash at the end of the period	**$ 1,722,913**	**$ 2,064,493**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
PRO-FORMA CONSOLIDATED INCOME STATEMENT
AT MARCH 31, 2019 AND 2018
(In thousands of nominal pesos)
Including Grupo Vips

	Three months ended March 31					
		2019			2018	
Net sales	$	13,690,587	100%	$	13,122,154	100%
Cost of sales		4,104,507	30.0%		3,851,415	29.4%
Gross Income		**9,586,080**	**70.0%**		**9,270,739**	**70.6%**
Operating expenses		6,838,188	49.9%		7,708,839	58.7%
Depreciation and amortization		1,918,633	14.0%		871,828	6.6%
Operating Income		**829,259**	**6.1%**		**690,072**	**5.3%**
All-in cost of financing:						
Interest paid – net		743,654	5.4%		476,270	3.6%
Changes in reasonable value Financial Liabilities		(86,613)	(0.6)%		(120,284)	(0.9)%
Exchange rate loss / (income)		(34,775)	(0.3)%		64,337	0.5%
		622,266	4.5%		420,323	3.2%
Income before Taxes		**206,993**	**1.5%**		**269,749**	**2.1%**
Tax on earnings		72,922	0.5%		117,200	0.9%
Consolidated Net Income		**134,071**	**1.0%**		**152,549**	**1.2%**
Non-controlling stake		27,601	0.2%		(59,092)	(0.5)%
Controlling Stake	$	**106,470**	**0.8%**	$	**211,641**	**1.6%**