



Volaris Reports Third Quarter 2016 Results: 40% Adjusted EBITDAR Margin

Mexico City, Mexico, October 26, 2016 – Volaris* (NYSE: VLRS and BMV: VOLAR), the ultra-low-cost airline serving Mexico, the United States and Central America, today announced its financial results for the third quarter 2016.

The following financial information, unless otherwise indicated, is presented in accordance with International Financial Reporting Standards (IFRS).

Third Quarter 2016 Highlights

- Total operating revenues reached Ps.6,731 million for the third quarter, an increase of 29.0% year over year.
- Non-ticket revenues were Ps.1,525 million for the third quarter, an increase of 43.4% year over year. Non-ticket revenues per passenger for the third quarter were Ps.384, increasing 20.6% year over year.
- Total operating revenues per available seat mile (TRASM) rose to Ps.155.0 cents for the third quarter, an increase of 15.3% year over year.
- Operating expenses per available seat mile (CASM) were Ps.131.0 cents for the third quarter, an increase of 22.9% year over year.
- Adjusted EBITDAR was Ps.2,665 million for the third quarter, an increase of 25.6% year over year. Adjusted EBITDAR margin was 39.6% for the third quarter, a decrease in margin of 1.0 percentage point.
- Operating income was Ps.1,043 million for the third quarter, with an operating margin of 15.5%, equal to a year over year operating margin decrease of 5.2 percentage points.
- Net income was Ps.1,010 million (Ps.1.00 per share / US\$0.51 per ADS) for the third quarter, with a net margin of 15.0%, a year over year margin decrease of 7.1 percentage points.
- Net increase of cash and cash equivalents was Ps.63 million for the third quarter. As of September 30, 2016, cash and cash equivalents were Ps.6,993 million.

Volaris' CEO Enrique Beltranena commented: "Volaris delivered another solid quarterly financial performance, driven by its ULCC model and a world-class operation. Passenger demand stimulation and non-ticket revenue growth remain the cornerstone of our business model, allowing us to expand unit revenue and deploy capacity in a profitable way."



Traffic Volume Growth Supported by Healthy Demand Environment, Despite Exchange Rate and Fuel Price Pressures

- Air traffic volume increase: The Mexican DGAC reported overall passenger volume growth for Mexican carriers of 13.2% year over year in the third quarter. Domestic passenger volume increased 12.5%, while international passenger volume increased 15.6%.
- Exchange rate volatility: The Mexican peso depreciated 14.1% year over year against the US dollar, from an average of Ps.16.4 pesos per US dollar in the third quarter 2015 to Ps.18.7 pesos per US dollar during the third quarter 2016.
- Higher fuel prices: The average economic fuel cost per gallon increased 7.8% to Ps.30.8 per gallon (US\$1.6) in the third quarter 2016, year over year.

Unit Revenue Improvements Driven by Volume and Non-Ticket Revenue Expansion

- **Passenger traffic stimulation:** Volaris booked 4.0 million passengers in the third quarter of 2016, up 18.9% year over year. Volaris traffic (measured in terms of revenue passenger miles, or RPMs) increased 18.3% for the same period. System load factor during the quarter increased 4.8 percentage points year over year to 87.9%.
- **Unit revenue improvement and demand driven capacity growth:** For the third quarter of 2016, TRASM increased 15.3%, with yield increasing 5.8%, year over year. During the third quarter, in terms of ASMs, domestic capacity grew 9.8%, while international capacity increased 16.5% responding to a strong demand from both markets.
- **Non-ticket revenues growth:** Non-ticket revenues and non-ticket revenues per passenger increased 43.4% and 20.6% year over year for the third quarter of 2016, respectively. The Company has been increasing its product offering, such as insurance services, as well as expanding the offering of commission based products on mobile, while continuing with its dynamic pricing strategy.
- **New routes:** In the third quarter 2016, Volaris launched five new international routes (Dallas-Monterrey, Durango-Los Angeles, Guadalajara-Seattle, Guadalajara-San Francisco and Austin-Guadalajara).

Unit Cost Pressured by Exchange Rate Volatility

In the third quarter 2016, Volaris continued to experience pressure in US-dollar denominated costs, such as aircraft and engine rent expenses, international airport costs, and maintenance expenses due to the depreciation of the Mexican peso. The CASM for the third quarter was Ps.131.0 cents, a 22.9% increase compared to the third quarter 2015, mainly driven by FX and fuel price pressures.



Young and Fuel Efficient Fleet, Up-gauging/Increasing Seats Per Aircraft

During the third quarter 2016, the Company incorporated three additional aircraft comprised of one A320neo and two A321s. As of September 30, 2016, Volaris fleet was composed of 65 aircraft (16 A319s, 43 A320s and 6 A321s), with an average age of 4.5 years, resulting in the youngest fleet in Mexico and one of the youngest in the Americas. At the end of the third quarter 2016, Volaris' fleet had an average of 174 seats per aircraft, an increase from 168 seats in the third quarter of 2015, and 53% of the fleet's seats were in sharklet-equipped aircraft. During the quarter the Company also became the first NEO aircraft operator in North America.

Solid Balance Sheet and Good Liquidity

The net increase in cash and cash equivalents was equal to Ps.63 million during the third quarter. As of September 30, 2016, Volaris' unrestricted cash and cash equivalents balance was Ps.6,993 million. Volaris registered negative net debt (or a positive net cash position) of Ps.6,001 million and total equity of Ps.9,633 million.

Active in Fuel Risk Management

Volaris remains active in its fuel risk management program. Volaris utilized call options to hedge 54% of its third quarter 2016 fuel consumption, at an average strike price of US \$1.99 per gallon, which combined with the 46% unhedged consumption, resulted in a blended average economic fuel cost of US\$1.6 per gallon.

Investors are urged to carefully read the Company's periodic reports filed with or furnished to the Securities and Exchange Commission, for additional information regarding the Company.



Conference Call/Webcast Details:

Presenters for the Company: Mr. Enrique Beltranena, CEO
Mr. Fernando Suárez, CFO

Date: Wednesday, October 26, 2016
Time: 10:00 am U.S. EDT (9:00 am Mexico City Time)
United States dial in (toll free): 1-800-311-9408
Mexico dial in (toll free): 0-1-800-847-7666
Brazil dial in (toll free): 0800-282-5781
International dial in: +1-334-323-7224
Participant entry number: 83342
Webcast will be available on our website: <https://www.webcaster4.com/Webcast/Page/1174/17553>

About Volaris:

*Controladora Vuela Compañía de Aviación, S.A.B. de C.V. ("Volaris" or the "Company") (NYSE: VLRS and BMV: VOLAR), is an ultra-low-cost carrier, with point-to-point operations, serving Mexico, the United States and Central America. Volaris offers low base fares to build its market, providing quality service and extensive customer choice. Since beginning operations in March 2006, Volaris has increased its routes from five to more than 159 and its fleet from four to 65 aircraft. Volaris offers more than 310 daily flight segments on routes that connect 40 cities in Mexico and 25 cities in the United States and Central America with the youngest fleet in Mexico. Volaris targets passengers who are visiting friends and relatives, cost-conscious business people and leisure travelers in Mexico and to select destinations in the United States and Central America. Volaris has received the ESR Award for Social Corporate Responsibility for seven consecutive years. For more information, please visit: www.volaris.com

Forward-looking Statements:

Statements in this release contain various forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which represent the Company's expectations or beliefs concerning future events. When used in this release, the words "expects," "estimates," "plans," "anticipates," "indicates," "believes," "forecast," "guidance," "outlook," "may," "will," "should," "seeks," "targets" and similar expressions are intended to identify forward-looking statements. Similarly, statements that describe the Company's objectives, plans or goals, or actions the Company may take in the future, are forward-looking statements. Forward-looking statements include, without limitation, statements regarding the Company's intentions and expectations regarding the delivery schedule of aircraft on order, announced new service routes and customer savings programs. All forward-looking statements in this release are based upon information available to the Company on the date of this release. The Company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise. Forward-looking statements are subject to a number of factors that could cause the Company's actual results to differ materially from the Company's expectations, including the competitive environment in the airline industry; the Company's ability to keep costs low; changes in fuel costs; the impact of worldwide economic conditions on customer travel behavior; the Company's ability to generate non-ticket revenues; and government regulation. Additional information concerning these and other factors is contained in the Company's Securities and Exchange Commission filings.

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Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Financial and Operating Indicators

Unaudited (In Mexican pesos, except otherwise indicated)	Three months ended September 30, 2016 (US Dollars)*	Three months ended September 30, 2016	Three months ended September 30, 2015	Variance (%)
Total operating revenues (millions)	345	6,731	5,220	29.0%
Total operating expenses (millions)	292	5,688	4,140	37.4%
EBIT (millions)	53	1,043	1,080	(3.4%)
EBIT margin	15.5%	15.5%	20.7%	(5.2) pp
Adjusted EBITDA (millions)	60	1,179	1,200	(1.8%)
Adjusted EBITDA margin	17.5%	17.5%	23.0%	(5.5) pp
Adjusted EBITDAR (millions)	137	2,665	2,121	25.6%
Adjusted EBITDAR margin	39.6%	39.6%	40.6%	(1.0) pp
Net income (millions)	52	1,010	1,152	(12.4%)
Net income margin	15.0%	15.0%	22.1%	(7.1) pp
Earnings per share:				
Basic (pesos)	0.05	1.00	1.14	(12.4%)
Diluted (pesos)	0.05	1.00	1.14	(12.4%)
Earnings per ADS:				
Basic (pesos)	0.51	9.98	11.38	(12.4%)
Diluted (pesos)	0.51	9.98	11.38	(12.4%)
Weighted average shares outstanding:				
Basic	-	1,011,876,677	1,011,876,677	0.0%
Diluted	-	1,011,876,677	1,011,876,677	0.0%
Available seat miles (ASMs) (millions) ⁽¹⁾	-	4,342	3,883	11.8%
Domestic	-	2,963	2,699	9.8%
International	-	1,380	1,184	16.5%
Revenue passenger miles (RPMs) (millions) ⁽¹⁾	-	3,818	3,226	18.3%
Domestic	-	2,634	2,242	17.5%
International	-	1,183	984	20.3%
Load factor ⁽²⁾	-	87.9%	83.1%	4.8 pp
Domestic	-	88.9%	83.1%	5.8 pp
International	-	85.8%	83.0%	2.8 pp
Total operating revenue per ASM (TRASM) (cents) ⁽¹⁾	7.9	155.0	134.4	15.3%
Passenger revenue per ASM (RASM) (cents) ⁽¹⁾	6.1	119.9	107.0	12.0%
Passenger revenue per RPM (Yield) (cents) ⁽¹⁾	7.0	136.4	128.8	5.8%
Average fare ⁽²⁾	67.5	1,316	1,247	5.5%
Non-ticket revenue per passenger ⁽¹⁾	19.7	384	319	20.6%
Operating expenses per ASM (CASM) (cents) ⁽¹⁾	6.7	131.0	106.6	22.9%
Operating expenses per ASM (CASM) (US cents) ⁽¹⁾	-	6.7	6.3	7.1%
CASM ex fuel (cents) ⁽¹⁾	4.9	94.8	73.1	29.7%
CASM ex fuel (US cents) ⁽¹⁾	-	4.9	4.3	13.1%
Booked passengers (thousands) ⁽¹⁾	-	3,968	3,338	18.9%
Departures ⁽¹⁾	-	26,181	24,087	8.7%
Block hours ⁽¹⁾	-	69,509	62,878	10.5%
Fuel gallons consumed (millions)	-	51.0	45.5	12.1%
Average economic fuel cost per gallon	1.6	30.8	28.6	7.8%
Aircraft at end of period	-	65	55	18.2%
Average aircraft utilization (block hours)	-	13.0	13.1	(0.9%)
Average exchange rate	-	18.72	16.40	14.1%
End of period exchange rate	-	19.50	17.01	14.7%

*Peso amounts were converted to U.S. dollars at end of period exchange rate for convenience purposes only

(1) Includes schedule + charter

(2) Includes schedule

Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Financial and Operating Indicators

Unaudited (In Mexican pesos, except otherwise indicated)	Nine months ended September 30, 2016 (US Dollars)*	Nine months ended September 30, 2016	Nine months ended September 30, 2015	Variance (%)
Total operating revenues (millions)	874	17,044	13,087	30.2%
Total operating expenses (millions)	758	14,777	11,312	30.6%
EBIT (millions)	116	2,267	1,775	27.7%
EBIT margin	13.3%	13.3%	13.6%	(0.3) pp
Adjusted EBITDA (millions)	136	2,661	2,124	25.3%
Adjusted EBITDA margin	15.6%	15.6%	16.2%	(0.6) pp
Adjusted EBITDAR (millions)	342	6,659	4,606	44.6%
Adjusted EBITDAR margin	39.1%	39.1%	35.2%	3.9 pp
Net income (millions)	131	2,546	1,810	40.7%
Net income margin	14.9%	14.9%	13.8%	1.1 pp
Earnings per share:				
Basic (pesos)	0.13	2.52	1.79	40.7%
Diluted (pesos)	0.13	2.52	1.79	40.7%
Earnings per ADS:				
Basic (pesos)	1.29	25.16	17.89	40.7%
Diluted (pesos)	1.29	25.16	17.89	40.7%
Weighted average shares outstanding:				
Basic	-	1,011,876,677	1,011,876,677	0.0%
Diluted	-	1,011,876,677	1,011,876,677	0.0%
Available seat miles (ASMs) (millions) ⁽¹⁾	-	12,214	10,258	19.1%
Domestic	-	8,512	7,188	18.4%
International	-	3,703	3,070	20.6%
Revenue passenger miles (RPMs) (millions) ⁽¹⁾	-	10,553	8,425	25.2%
Domestic	-	7,373	5,905	24.9%
International	-	3,179	2,520	26.2%
Load factor ⁽²⁾	-	86.4%	82.1%	4.3 pp
Domestic	-	86.6%	82.1%	4.5 pp
International	-	85.9%	82.0%	3.9 pp
Total operating revenue per ASM (TRASM) (cents) ⁽¹⁾	7.2	139.5	127.6	9.4%
Passenger revenue per ASM (RASM) (cents) ⁽¹⁾	5.4	105.8	99.4	6.4%
Passenger revenue per RPM (Yield) (cents) ⁽¹⁾	6.3	122.5	121.1	1.2%
Average fare ⁽²⁾	60	1,175	1,171	0.3%
Non-ticket revenue per passenger ⁽¹⁾	19.1	373	331	12.8%
Operating expenses per ASM (CASM) (cents) ⁽¹⁾	6.2	121.0	110.3	9.7%
Operating expenses per ASM (CASM) (US cents) ⁽¹⁾	-	6.2	6.5	(4.3%)
CASM ex fuel (cents) ⁽¹⁾	4.5	88.7	75.5	17.4%
CASM ex fuel (US cents) ⁽¹⁾	-	4.5	4.4	2.4%
Booked passengers (thousands) ⁽¹⁾	-	11,038	8,730	26.4%
Departures ⁽¹⁾	-	75,161	64,587	16.4%
Block hours ⁽¹⁾	-	199,898	168,641	18.5%
Fuel gallons consumed (millions)	-	144.8	119.9	20.8%
Average economic fuel cost per gallon	1.4	27.3	29.7	(8.3%)
Aircraft at end of period	-	65	55	18.2%
Average aircraft utilization (block hours)	-	12.9	12.6	2.3%
Average exchange rate	-	18.26	15.55	17.4%
End of period exchange rate	-	19.50	17.01	14.7%

*Peso amounts were converted to U.S. dollars at end of period exchange rate for convenience purposes only.

(1) Includes schedule + charter

(2) Includes schedule

Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Consolidated Statement of Operations

Unaudited (In millions of Mexican pesos)	Three months ended September 30, 2016 (US Dollars)*	Three months ended September 30, 2016	Three months ended September 30, 2015	Variance (%)
Operating revenues:				
Passenger	267	5,206	4,156	25.3%
Non-ticket	78	1,525	1,063	43.4%
	345	6,731	5,220	29.0%
Other operating income	-	(1)	(82)	(99.3%)
Fuel	81	1,574	1,303	20.8%
Aircraft and engine rent expense	76	1,486	921	61.4%
Landing, take-off and navigation expenses	46	892	703	26.9%
Salaries and benefits	31	604	492	22.8%
Sales, marketing and distribution expenses	20	381	303	26.0%
Maintenance expenses	18	358	208	72.4%
Other operating expenses	13	257	172	49.1%
Depreciation and amortization	7	136	121	13.0%
Operating expenses	292	5,688	4,140	37.4%
Operating income	53	1,043	1,080	(3.4%)
Finance income	1	27	15	80.1%
Finance cost	-	(9)	(5)	90.9%
Exchange gain, net	20	382	556	(31.3%)
Comprehensive financing result	21	400	566	(29.4%)
Income before income tax	74	1,443	1,646	(12.3%)
Income tax expense	(22)	(433)	(494)	(12.3%)
Net income	52	1,010	1,152	(12.4%)

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Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Consolidated Statement of Operations

Unaudited (In millions of Mexican pesos)	Nine months ended September 30, 2016 (US Dollars)*	Nine months ended September 30, 2016	Nine months ended September 30, 2015	Variance (%)
Operating revenues:				
Passenger	663	12,926	10,201	26.7%
Non-ticket	211	4,118	2,887	42.7%
	874	17,044	13,087	30.2%
Other operating income	(19)	(370)	(143)	>100%
Aircraft and engine rent expense	205	3,999	2,483	61.1%
Fuel	202	3,948	3,563	10.8%
Landing, take-off and navigation expenses	123	2,406	1,884	27.7%
Salaries and benefits	90	1,748	1,364	28.1%
Maintenance expenses	51	1,004	587	71.0%
Sales, marketing and distribution expenses	50	976	750	30.1%
Other operating expenses	35	673	476	41.3%
Depreciation and amortization	20	394	349	13.1%
Operating expenses	758	14,777	11,312	30.6%
Operating income	116	2,267	1,775	27.7%
Finance income	4	81	37	>100%
Finance cost	(1)	(24)	(15)	64.8%
Exchange gain, net	67	1,315	789	66.7%
Comprehensive financing result	70	1,371	811	69.1%
Income before income tax	187	3,638	2,586	40.7%
Income tax expense	(56)	(1,092)	(776)	40.7%
Net income	131	2,546	1,810	40.7%

*Peso amounts were converted to U.S. dollars at end of period exchange rate for convenience purposes only

Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries Adjusted EBITDAR Reconciliation

The Company is providing a reconciliation of GAAP financial information to non-GAAP financial information as it believes that non-GAAP financial measures provide management and investors the ability to measure the performance of the Company on a consistent basis. These non-GAAP financial measures have limitations as an analytical tool.

Unaudited (In millions of Mexican pesos)	Three months ended September 30, 2016 (US Dollars)*	Three months ended September 30, 2016	Three months ended September 30, 2015	Variance (%)
Reconciliation:				
Net income	52	1,010	1,152	(12.4%)
Plus (minus):				
Finance cost	-	9	5	90.9%
Finance income	(1)	(27)	(15)	80.1%
Provision for income tax	22	433	494	(12.3%)
Depreciation and amortization	7	136	121	13.0%
EBITDA	80	1,562	1,757	(11.1%)
Exchange (gain) loss, net	(20)	(382)	(556)	(31.3%)
Adjusted EBITDA	60	1,179	1,200	(1.8%)
Aircraft and engine rent expense	76	1,486	921	61.4%
Adjusted EBITDAR	137	2,665	2,121	25.6%

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Unaudited (In millions of Mexican pesos)	Nine months ended September 30, 2016 (US Dollars)*	Nine months ended September 30, 2016	Nine months ended September 30, 2015	Variance (%)
Reconciliation:				
Net income	131	2,546	1,810	40.7%
Plus (minus):				
Finance cost	1	24	15	64.8%
Finance income	(4)	(81)	(37)	>100%
Provision for income tax	56	1,092	776	40.7%
Depreciation and amortization	20	394	349	13.1%
EBITDA	204	3,976	2,912	36.5%
Exchange (gain) loss, net	(67)	(1,315)	(789)	66.7%
Adjusted EBITDA	136	2,661	2,124	25.3%
Aircraft and engine rent expense	205	3,999	2,483	61.1%
Adjusted EBITDAR	342	6,659	4,606	44.6%

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Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Consolidated Statement of Financial Position

(In millions of Mexican pesos)	September 30, 2016 Unaudited (US Dollars)*	September 30, 2016 Unaudited	December 31, 2015 Audited
Assets			
Cash and cash equivalents	359	6,993	5,157
Accounts Receivable	61	1,190	464
Inventories	11	215	163
Prepaid expenses and other current assets	27	534	585
Financial instruments	13	249	10
Guarantee deposits	53	1,029	861
Total current assets	524	10,211	7,241
Rotable spare parts, furniture and equipment, net	102	1,997	2,550
Intangible assets, net	5	102	95
Financial instruments	22	420	69
Deferred income taxes	28	549	545
Guarantee deposits	305	5,952	4,704
Other assets	3	54	58
Total non-current assets	465	9,074	8,020
Total assets	989	19,285	15,261
Liabilities			
Unearned transportation revenue	122	2,381	1,957
Accounts payable	35	688	795
Accrued liabilities	105	2,043	1,471
Other taxes and fees payable	57	1,103	1,107
Income taxes payable	52	1,023	338
Financial instruments	1	25	44
Financial debt	29	562	1,371
Other liabilities	1	17	19
Total short-term liabilities	402	7,842	7,103
Financial instruments	-	-	11
Financial debt	22	429	220
Accrued liabilities	11	207	157
Other liabilities	5	102	49
Employee benefits	1	12	10
Deferred income taxes	54	1,059	885
Total long-term liabilities	93	1,810	1,333
Total liabilities	495	9,652	8,436
Equity			
Capital stock	152	2,974	2,974
Treasury shares	(4)	(82)	(91)
Contributions for future capital increases	-	-	-
Legal reserve	2	38	38
Additional paid-in capital	92	1,794	1,791
Retained earnings	254	4,954	2,408
Accumulated other comprehensive losses	(2)	(46)	(295)
Total equity	494	9,633	6,825
Total liabilities and equity	989	19,285	15,261
Total shares outstanding fully diluted		1,011,876,677	1,011,876,677

*Peso amounts were converted to U.S. dollars at end of period exchange rate for convenience purposes only

Controladora Vuela Compañía de Aviación, S.A.B. de C.V. and Subsidiaries
Consolidated Statement of Cash Flows – Cash Flow Data Summary

Unaudited (In millions of Mexican pesos)	Three months ended September 30, 2016 (US Dollars)*	Three months ended September 30, 2016	Three months ended September 30, 2015
Net cash flow (used in) provided by operating activities	(1)	(22)	243
Net cash flow (used in) provided by investing activities	(14)	(268)	86
Net cash flow provided by (used in) financing activities	7	145	(176)
(Decrease) increase in cash and cash equivalents	(7)	(146)	154
Net foreign exchange differences	11	209	226
Cash and cash equivalents at beginning of period	355	6,930	4,028
Cash and cash equivalents at end of period	359	6,993	4,408

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Unaudited (In millions of Mexican pesos)	Nine months ended September 30, 2016 (US Dollars)*	Nine months ended September 30, 2016	Nine months ended September 30, 2015
Net cash flow provided by operating activities	77	1,501	2,140
Net cash flow provided by (used in) investing activities	26	498	(245)
Net cash flow used in financing activities	(40)	(774)	(61)
Increase in cash and cash equivalents	63	1,225	1,833
Net foreign exchange differences	31	611	309
Cash and cash equivalents at beginning of period	264	5,157	2,265
Cash and cash equivalents at end of period	359	6,993	4,408

*Peso amounts were converted to U.S. dollars at end of period exchange rate for convenience purposes only