

CORPORATIVO FRAGUA, S.A.B. DE C.V.

ESTADO DE RESULTADOS COMPARATIVO

(CIFRAS NOMINALES EN MILES DE PESOS)

| | MESES ACUMULADOS | | | | | | |
|--------------------------------------|------------------|-------------|------------------|-------------|-------------|------------------|-------------|
| | III 2014 | % | III 2013 | % | Var % | II 2014 | % |
| Ventas netas | 23,577,736 | 100.0 | 21,324,379 | 100.0 | 10.5 | 15,687,358 | 100.0 |
| Costo de ventas | 19,103,237 | 81.0 | 17,313,668 | 81.2 | 10.3 | 12,737,715 | 81.2 |
| Utilidad bruta | 4,474,499 | 19.0 | 4,010,711 | 18.8 | 11.5 | 2,949,643 | 18.8 |
| Otros Ingresos de operación | (769,413) | (3.3) | (641,814) | (3.0) | 19.8 | (493,889) | (3.1) |
| Gastos de operación | 3,949,508 | 16.8 | 3,628,715 | 17.0 | 8.8 | 2,600,149 | 16.6 |
| Utilidad de operación | 1,294,404 | 5.5 | 1,023,810 | 4.8 | 26.4 | 843,383 | 5.4 |
| Comisiones Pagadas | 122,569 | 0.5 | 70,301 | 0.3 | 74.3 | 77,416 | 0.5 |
| Pérdida cambiaria | 21,304 | 0.1 | 39,710 | 0.2 | (46.3) | 15,940 | 0.1 |
| Intereses ganados | (16,344) | (0.1) | (24,804) | (0.1) | (34.1) | (10,424) | (0.1) |
| Ganancia cambiaria | (29,957) | (0.1) | (45,147) | (0.2) | (33.6) | (18,138) | (0.1) |
| Costo integral de financiamiento | 97,572 | 0.4 | 40,060 | 0.2 | 143.5 | 64,794 | 0.4 |
| Utilidad antes imptos. y PTU | 1,196,832 | 5.1 | 983,750 | 4.6 | 21.6 | 778,589 | 5.0 |
| Impuestos y PTU | 547,252 | 2.3 | 370,108 | 1.7 | 47.8 | 363,509 | 2.3 |
| Utilidad antes imptos. difer. | 649,580 | 2.8 | 613,642 | 2.9 | 5.8 | 415,080 | 2.6 |
| Impuestos diferidos | (55,095) | (0.2) | (23,763) | (0.1) | 131.8 | (59,883) | (0.4) |
| Utilidad antes part. ext. | 704,675 | 3.0 | 637,405 | 3.0 | 10.5 | 474,963 | 3.0 |
| Partidas extraordinarias | 825 | 0.0 | (5,806) | (0.0) | (114.2) | 60 | 0.0 |
| Utilidad neta | 703,850 | 3.0 | 643,211 | 3.0 | 9.4 | 474,903 | 3.0 |
| Participación minoritaria | 16 | 0.0 | 12 | 0.0 | 33.3 | 14 | 0.0 |
| Utilidad neta mayoritaria | 703,834 | 3.0 | 643,199 | 3.0 | 9.4 | 474,889 | 3.0 |

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(CIFRAS NOMINALES EN MILES DE PESOS)

| | TRIMESTRES INDIVIDUALES | | | | | | |
|--------------------------------------|-------------------------|-------------|------------------|-------------|-------------|------------------|-------------|
| | III 2014 | % | III 2013 | % | VAR % | II 2014 | % |
| Ventas netas | 7,890,378 | 100.0 | 7,104,189 | 100.0 | 11.0 | 7,881,957 | 100.0 |
| Costo de ventas | 6,365,522 | 80.7 | 5,739,199 | 80.8 | 10.9 | 6,389,453 | 81.1 |
| Utilidad bruta | 1,524,856 | 19.3 | 1,364,990 | 19.2 | 11.7 | 1,492,504 | 18.9 |
| Otros Ingresos de operación | (275,524) | (3.5) | (219,626) | (3.1) | 25.4 | (267,992) | (3.4) |
| Gastos de operación | 1,349,359 | 17.1 | 1,238,964 | 17.4 | 8.9 | 1,326,651 | 16.8 |
| Utilidad de operación | 451,021 | 5.7 | 345,652 | 4.9 | 30.4 | 433,845 | 5.5 |
| Comisiones Pagadas | 45,153 | 0.6 | 24,098 | 0.3 | 87.3 | 47,218 | 0.6 |
| Pérdida cambiaria | 5,364 | 0.1 | 25,026 | 0.4 | (78.5) | 7,234 | 0.1 |
| Intereses ganados | (5,920) | (0.1) | (6,794) | (0.1) | (12.8) | (5,722) | (0.1) |
| Ganancia cambiaria | (11,819) | (0.1) | (19,712) | (0.3) | (40.0) | (4,711) | (0.1) |
| Costo integral de financiamiento | 32,778 | 0.4 | 22,618 | 0.3 | 45 | 44,019 | 0.6 |
| Utilidad antes imptos. y PTU | 418,243 | 5.3 | 323,034 | 4.5 | 29.4 | 389,826 | 4.9 |
| Impuestos y PTU | 183,743 | 2.3 | 123,312 | 1.7 | 49.0 | 183,067 | 2.3 |
| Utilidad antes imptos. difer. | 234,500 | 3.0 | 199,722 | 2.8 | 17.4 | 206,759 | 2.6 |
| Impuestos diferidos | 4,788 | 0.1 | (8,385) | (0.1) | (157.1) | (23,739) | (0.3) |
| Utilidad antes part. ext. | 229,712 | 2.9 | 208,107 | 2.9 | 10.3 | 230,498 | 2.9 |
| Partidas extraordinarias | 765 | 0.0 | (5,328) | (0.1) | (114) | 1,291 | 0.0 |
| Utilidad neta | 228,947 | 2.9 | 213,435 | 3.0 | 7.2 | 229,207 | 2.9 |
| Participación minoritaria | 2 | 0.0 | 4 | 0.0 | (50.0) | 8 | 0.0 |
| Utilidad neta mayoritaria | 228,945 | 2.9 | 213,431 | 3.0 | 7.2 | 229,199 | 2.9 |