

**CORPORATIVO FRAGUA, S.A.B. DE C.V.**  
**ESTADO DE RESULTADOS COMPARATIVO**  
**(CIFRAS NOMINALES EN MILES DE PESOS)**

	<b>Trimestres Acumulados</b>						
	<b>2T 2018</b>	<b>%</b>	<b>2T 2017</b>	<b>%</b>	<b>Var %</b>	<b>1T 2018</b>	<b>%</b>
Ventas netas	25,784,685	100%	22,833,966	100%	12.9%	12,721,992	100%
Costo de ventas	20,540,879	79.7%	18,350,178	80.4%	11.9%	10,128,396	79.6%
<b>Utilidad bruta</b>	<b>5,243,806</b>	<b>20.3%</b>	<b>4,483,788</b>	<b>19.6%</b>	<b>16.9%</b>	<b>2,593,596</b>	<b>20.4%</b>
Otros Ingresos de Operación	(749,856)	-2.9%	(691,451)	-3.0%	8.4%	(365,990)	-2.9%
Gastos de operación	4,514,501	17.5%	3,862,053	16.9%	16.8%	2,196,157	17.3%
<b>Utilidad de operación</b>	<b>1,479,161</b>	<b>5.7%</b>	<b>1,313,186</b>	<b>5.8%</b>	<b>12.6%</b>	<b>763,429</b>	<b>6.0%</b>
Comisiones Pagadas	105,958	0.4%	105,586	0.5%	0.3%	51,422	0.4%
Pérdida cambiaria	29,796	0.1%	14,407	0.1%	106.8%	20,927	0.2%
Intereses ganados	(16,105)	-0.1%	(18,341)	-0.1%	-12.1%	(10,386)	-0.1%
Ganancia cambiaria	(57,559)	-0.2%	(10,466)	0.0%	449.9%	(4,412)	0.0%
Costo integral de financiamiento	62,090	0.2%	91,186	0.4%	-31.9%	57,551	0.5%
<b>Utilidad antes de impuestos y PTU</b>	<b>1,417,071</b>	<b>5.5%</b>	<b>1,222,000</b>	<b>5.4%</b>	<b>15.9%</b>	<b>705,878</b>	<b>5.5%</b>
Impuesto Sobre la Renta	511,945	2.0%	428,938	1.9%	19.3%	251,376	2.0%
PTU	177,725	0.7%	151,174	0.7%	17.5%	86,819	0.7%
<b>Utilidad antes impuestos diferidos</b>	<b>727,401</b>	<b>2.8%</b>	<b>641,888</b>	<b>2.8%</b>	<b>13.3%</b>	<b>367,683</b>	<b>2.9%</b>
Impuestos diferidos	(7,274)	0.0%	(5,995)	0.0%	21.3%	(3,956)	0.0%
<b>Utilidad antes partidas extraordinarias</b>	<b>734,675</b>	<b>2.8%</b>	<b>647,883</b>	<b>2.8%</b>	<b>13.3%</b>	<b>371,639</b>	<b>2.9%</b>
Partidas extraordinarias	(13,529)	-0.1%	(4,746)	0.0%	185.0%	(2,256)	0.0%
<b>Utilidad neta</b>	<b>748,204</b>	<b>2.9%</b>	<b>652,629</b>	<b>2.9%</b>	<b>14.6%</b>	<b>373,895</b>	<b>2.9%</b>
Participacion minoritaria	140	0.0%	161	0.0%	-13.0%	70	0.0%
<b>Utilidad neta Mayoritaria</b>	<b>748,064</b>	<b>2.9%</b>	<b>652,468</b>	<b>2.9%</b>	<b>14.6%</b>	<b>373,825</b>	<b>2.9%</b>

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	<b>Trimestres Individuales</b>						
	<b>2T 2018</b>	<b>%</b>	<b>2T 2017</b>	<b>%</b>	<b>Var %</b>	<b>1T 2018</b>	<b>%</b>
Ventas netas	13,062,693	100%	11,567,331	100%	12.9%	12,721,992	100%
Costo de ventas	10,412,483	79.7%	9,265,684	80.1%	12.3%	10,128,396	79.6%
<b>Utilidad bruta</b>	<b>2,650,210</b>	<b>20.3%</b>	<b>2,301,647</b>	<b>19.9%</b>	<b>15.1%</b>	<b>2,593,596</b>	<b>20.4%</b>
Otros Ingresos de Operación	(383,866)	-2.9%	(329,350)	-2.8%	16.5%	(365,990)	-2.9%
Gastos de operación	2,318,344	17.7%	1,972,214	17.0%	17.5%	2,196,157	0.0%
<b>Utilidad de operación</b>	<b>715,732</b>	<b>5.5%</b>	<b>658,783</b>	<b>5.7%</b>	<b>8.6%</b>	<b>763,429</b>	<b>6.0%</b>
Comisiones Pagadas	54,536	0.4%	57,043	0.5%	-4.3%	51,422	0.4%
Pérdida cambiaria	8,869	0.1%	5,632	0.0%	57.4%	20,927	0.2%
Intereses ganados	(5,719)	0.0%	(6,547)	-0.1%	-12.6%	(10,386)	-0.1%
Ganancia cambiaria	(53,147)	-0.4%	(6,367)	-0.1%	734.7%	(4,412)	0.0%
Costo integral de financiamiento	4,539	0.0%	49,761	0.4%	-90.8%	57,551	0.5%
<b>Utilidad antes de impuestos y PTU</b>	<b>711,193</b>	<b>5.4%</b>	<b>609,022</b>	<b>5.3%</b>	<b>16.7%</b>	<b>705,878</b>	<b>5.5%</b>
Impuesto Sobre la Renta	260,569	2.0%	219,422	1.9%	18.7%	251,376	2.0%
PTU	90,906	0.7%	77,254	0.7%	17.6%	86,819	0.7%
<b>Utilidad antes impuestos diferidos</b>	<b>359,718</b>	<b>2.8%</b>	<b>312,346</b>	<b>2.7%</b>	<b>15.1%</b>	<b>367,683</b>	<b>2.9%</b>
Impuestos diferidos	(3,318)	0.0%	(1,561)	0.0%	112.5%	(3,956)	0.0%
<b>Utilidad antes partidas extraordinarias</b>	<b>363,036</b>	<b>2.8%</b>	<b>313,907</b>	<b>2.7%</b>	<b>15.6%</b>	<b>371,639</b>	<b>2.9%</b>
Partidas extraordinarias	(11,273)	-0.1%	(6,548)	-0.1%	72.1%	(2,256)	0.0%
<b>Utilidad neta</b>	<b>374,309</b>	<b>2.9%</b>	<b>320,455</b>	<b>2.8%</b>	<b>16.8%</b>	<b>373,895</b>	<b>2.9%</b>
Participacion minoritaria	70	0.0%	95	0.0%	-26.3%	70	0.0%
<b>Utilidad neta Mayoritaria</b>	<b>374,239</b>	<b>2.9%</b>	<b>320,360</b>	<b>2.8%</b>	<b>16.8%</b>	<b>373,825</b>	<b>2.9%</b>