

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

## ESTADO DE RESULTADOS COMPARATIVO (CIFRAS NOMINALES EN MILES DE PESOS)

|                                      | MESES ACUMULADOS |             |                  |             |               |                  |             |              |
|--------------------------------------|------------------|-------------|------------------|-------------|---------------|------------------|-------------|--------------|
|                                      | II 2012          | %           | II 2011          | %           | Var %         | I 2012           | %           | Var %        |
| Ventas netas                         | 12,791,110       | 100.0       | 11,412,304       | 100.0       | 12.0          | 6,357,668        | 100.0       | 101.1        |
| Costo de ventas                      | 10,355,991       | 81.0        | 9,252,147        | 81.1        | 11.9          | 5,143,273        | 80.9        | 101.3        |
| <b>Utilidad bruta</b>                | <b>2,435,119</b> | <b>19.0</b> | <b>2,160,157</b> | <b>18.9</b> | <b>12.7</b>   | <b>1,214,395</b> | <b>19.1</b> | <b>100.5</b> |
| Otros Ingresos de operación          | (271,373)        | (2.1)       | (247,903)        | (2.2)       | 9.4           | (128,835)        | (2.0)       | 110.6        |
| Gastos de operación                  | 2,068,424        | 16.2        | 1,777,239        | 15.6        | 16.3          | 1,020,164        | 16.0        | 102.7        |
| <b>Utilidad de operación</b>         | <b>638,068</b>   | <b>5.0</b>  | <b>630,821</b>   | <b>5.5</b>  | <b>1.1</b>    | <b>323,066</b>   | <b>5.1</b>  | <b>97.5</b>  |
| Comisiones Pagadas                   | 38,017           | 0.3         | 26,904           | 0.2         | 41.3          | 18,525           | 0.3         | 105.2        |
| Pérdida cambiaria                    | 14,800           | 0.1         | 9,513            | 0.1         | 55.5          | 12,395           | 0.2         | 19.4         |
| Intereses ganados                    | (24,040)         | (0.2)       | (30,834)         | (0.3)       | (22.0)        | (11,822)         | (0.2)       | 103.3        |
| Ganancia cambiaria                   | (8,397)          | (0.1)       | (7,748)          | (0.1)       | 8.3           | (2,093)          | (0.0)       | 301.1        |
| Costo integral de financiamiento     | 20,380           | 0.2         | (2,165)          | (0.0)       | (1,041.3)     | 17,005           | 0.3         | 19.8         |
| <b>Utilidad antes imptos. y PTU</b>  | <b>617,688</b>   | <b>4.8</b>  | <b>632,986</b>   | <b>5.5</b>  | <b>(2.4)</b>  | <b>306,061</b>   | <b>4.8</b>  | <b>101.8</b> |
| Impuestos y PTU                      | 288,939          | 2.3         | 257,647          | 2.3         | 12.1          | 143,470          | 2.3         | 101.3        |
| <b>Utilidad antes imptos. difer.</b> | <b>328,749</b>   | <b>2.6</b>  | <b>375,339</b>   | <b>3.3</b>  | <b>(12.4)</b> | <b>162,591</b>   | <b>2.6</b>  | <b>102.1</b> |
| Impuestos diferidos                  | (59,576)         | (0.5)       | (31,276)         | (0.3)       | 90.4          | (32,482)         | (0.5)       | 83.4         |
| <b>Utilidad antes part. ext.</b>     | <b>388,325</b>   | <b>3.0</b>  | <b>406,615</b>   | <b>3.6</b>  | <b>(4.4)</b>  | <b>195,073</b>   | <b>3.1</b>  | <b>99.0</b>  |
| Partidas extraordinarias             | (2,212)          | (0.0)       | (4,679)          | (0.0)       | (52.7)        | (2,239)          | (0.0)       | (1.2)        |
| <b>Utilidad neta</b>                 | <b>390,537</b>   | <b>3.1</b>  | <b>411,294</b>   | <b>3.6</b>  | <b>(5.0)</b>  | <b>197,312</b>   | <b>3.1</b>  | <b>97.9</b>  |
| Participación minoritaria            | 8                | 0.0         | 3                | 0.0         | 166.6         | 4                | 0.0         | 100.0        |
| <b>Utilidad neta mayoritaria</b>     | <b>390,529</b>   | <b>3.1</b>  | <b>411,291</b>   | <b>3.6</b>  | <b>(5.0)</b>  | <b>197,308</b>   | <b>3.1</b>  | <b>97.9</b>  |

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

## ESTADO DE RESULTADOS COMPARATIVO (CIFRAS NOMINALES EN MILES DE PESOS)

|                                      | TRIMESTRES INDIVIDUALES |             |                  |             |               |                  |             |              |
|--------------------------------------|-------------------------|-------------|------------------|-------------|---------------|------------------|-------------|--------------|
|                                      | II 2012                 | %           | II 2011          | %           | VAR %         | I 2012           | %           | VAR %        |
| Ventas netas                         | 6,433,442               | 100.0       | 5,828,288        | 100.0       | 10.3          | 6,357,668        | 100.0       | 1.1          |
| Costo de ventas                      | 5,212,718               | 81.0        | 4,708,238        | 80.8        | 10.7          | 5,143,273        | 80.9        | 1.3          |
| <b>Utilidad bruta</b>                | <b>1,220,724</b>        | <b>19.0</b> | <b>1,120,050</b> | <b>19.2</b> | <b>8.9</b>    | <b>1,214,395</b> | <b>19.1</b> | <b>0.5</b>   |
| Otros Ingresos de operación          | (142,538)               | (2.2)       | (123,207)        | (2.1)       | 15.6          | (128,835)        | (2.0)       | 10.6         |
| Gastos de operación                  | 1,048,260               | 16.3        | 902,039          | 15.5        | 16.2          | 1,020,164        | 16.0        | 2.7          |
| <b>Utilidad de operación</b>         | <b>315,002</b>          | <b>4.9</b>  | <b>341,218</b>   | <b>5.9</b>  | <b>(7.6)</b>  | <b>323,066</b>   | <b>5.1</b>  | <b>(2.4)</b> |
| Comisiones Pagadas                   | 19,492                  | 0.3         | 11,743           | 0.2         | 65.9          | 18,525           | 0.3         | 5.2          |
| Pérdida cambiaria                    | 2,405                   | 0.0         | 6,503            | 0.1         | (63.0)        | 12,395           | 0.2         | (80.5)       |
| Intereses ganados                    | (12,218)                | (0.2)       | (14,907)         | (0.3)       | (18.0)        | (11,822)         | (0.2)       | 3.3          |
| Ganancia cambiaria                   | (6,304)                 | (0.1)       | (5,268)          | (0.1)       | 19.6          | (2,093)          | (0.0)       | 201.1        |
| Costo integral de financiamiento     | 3,375                   | 0.1         | (1,929)          | (0.0)       | (274.9)       | 17,005           | 0.3         | (80.1)       |
| <b>Utilidad antes imptos. y PTU</b>  | <b>311,627</b>          | <b>4.8</b>  | <b>343,147</b>   | <b>5.9</b>  | <b>(9.1)</b>  | <b>306,061</b>   | <b>4.8</b>  | <b>1.8</b>   |
| Impuestos y PTU                      | 145,469                 | 2.3         | 131,598          | 2.3         | 10.5          | 143,470          | 2.3         | 1.3          |
| <b>Utilidad antes imptos. difer.</b> | <b>166,158</b>          | <b>2.6</b>  | <b>211,549</b>   | <b>3.6</b>  | <b>(21.4)</b> | <b>162,591</b>   | <b>2.6</b>  | <b>2.1</b>   |
| Impuestos diferidos                  | (27,094)                | (0.4)       | (5,242)          | (0.1)       | 416.8         | (32,482)         | (0.5)       | (16.5)       |
| <b>Utilidad antes part. ext.</b>     | <b>193,252</b>          | <b>3.0</b>  | <b>216,791</b>   | <b>3.7</b>  | <b>(10.8)</b> | <b>195,073</b>   | <b>3.1</b>  | <b>(0.9)</b> |
| Partidas extraordinarias             | 27                      | 0.0         | (357)            | (0.0)       | (107.5)       | (2,239)          | (0.0)       | (101.2)      |
| <b>Utilidad neta</b>                 | <b>193,225</b>          | <b>3.0</b>  | <b>217,148</b>   | <b>3.7</b>  | <b>(11.0)</b> | <b>197,312</b>   | <b>3.1</b>  | <b>(2.0)</b> |
| Participación minoritaria            | 4                       | 0.0         | -                | -           | -             | 4                | 0.0         | -            |
| <b>Utilidad neta mayoritaria</b>     | <b>193,221</b>          | <b>3.0</b>  | <b>217,148</b>   | <b>3.7</b>  | <b>(11.0)</b> | <b>197,308</b>   | <b>3.1</b>  | <b>(2.0)</b> |