

Grupo Vasconia, S. A. B. y subsidiarias

Estados de Posición Financiera

(cifras en miles de pesos)

	ene-23	%	feb-23	%	Variación	Var %	mar-23	%	Variación	Var %	abr-23	%	Variación	Var %	may-23	%	Variación	Var %	jun-23	%	Variación	Var %	jul-23	%	Variación	Var %	ago-23	%	Variación	Var %	sep-23	%	Variación	Var %	oct-23	%	Variación	Var %	nov-23	%	Variación	Var %	dic-23	%	Variación	Var %
<b>Activo</b>																																														
<b>Activo circulante</b>																																														
Efectivo y equivalentes de efectivo	382,457	7%	438,366	8%	55,909	15%	321,675	6%	(116,690)	(27%)	291,891	6%	(29,785)	(9%)	256,865	5%	(35,026)	(12%)	170,351	4%	(86,514)	(34%)	127,185	3%	(43,166)	(25%)	219,168	4%	91,984	72%	176,014	4%	(43,154)	(20%)	179,035	3%	3,021	2%	149,940	3%	(29,095)	(16%)	100,738	2%	(49,202)	(33%)
Clientes	821,037	15%	692,056	13%	(128,981)	(16%)	763,887	15%	71,833	10%	812,681	16%	48,793	6%	806,125	16%	(6,556)	(1%)	814,351	17%	8,226	1%	782,210	16%	(32,141)	(4%)	698,711	14%	(83,499)	(11%)	595,739	12%	(102,972)	(15%)	752,504	15%	156,855	26%	777,353	16%	24,759	3%	786,266	17%	8,913	1%
Otras cuentas por cobrar	66,466	1%	63,811	1%	(2,655)	(4%)	59,053	1%	(4,758)	(7%)	65,844	1%	6,791	11%	21,286	0%	(44,558)	(68%)	19,088	0%	(2,198)	(10%)	18,779	0%	(309)	(2%)	18,303	0%	(476)	(3%)	18,315	0%	12	0%	18,721	0%	406	2%	18,009	0%	(712)	(4%)	16,576	0%	(1,433)	(8%)
Inventarios, neto	1,025,807	19%	959,292	18%	(66,514)	(6%)	931,672	18%	(27,620)	(3%)	859,290	17%	(72,382)	(8%)	853,238	17%	(6,052)	(1%)	866,086	18%	12,848	2%	932,943	20%	66,857	8%	1,027,406	21%	94,463	10%	1,121,878	23%	94,472	9%	1,050,439	20%	(71,439)	(6%)	986,815	20%	(63,624)	(6%)	919,669	20%	(67,146)	(7%)
Impuestos por recuperar	206,739	4%	184,161	3%	(22,578)	(11%)	198,683	4%	14,522	8%	167,574	3%	(31,109)	(16%)	175,823	4%	8,249	5%	176,405	4%	583	0%	197,102	4%	20,697	12%	190,673	4%	(6,429)	(3%)	194,886	4%	4,213	2%	185,653	4%	(9,233)	(5%)	180,299	4%	(5,354)	(3%)	122,090	3%	(58,209)	(32%)
Activos financieros disponibles para su venta	60,081	1%	58,189	1%	(1,892)	(3%)	42,503	1%	(15,685)	(27%)	35,355	1%	(7,148)	(17%)	33,701	1%	(1,654)	(5%)	37,289	1%	3,588	11%	28,386	1%	(8,903)	(24%)	21,185	0%	(7,201)	(25%)	19,963	0%	(1,222)	(6%)	19,304	0%	(659)	(3%)	11,111	0%	(8,193)	(42%)	7,965	0%	(3,146)	(28%)
<b>Total del activo circulante</b>	<b>2,562,586</b>	<b>47%</b>	<b>2,395,874</b>	<b>44%</b>	<b>(166,711)</b>	<b>(7%)</b>	<b>2,317,474</b>	<b>45%</b>	<b>(78,400)</b>	<b>(3%)</b>	<b>2,232,634</b>	<b>45%</b>	<b>(84,840)</b>	<b>(4%)</b>	<b>2,147,038</b>	<b>44%</b>	<b>(85,596)</b>	<b>(4%)</b>	<b>2,083,570</b>	<b>44%</b>	<b>(63,468)</b>	<b>(3%)</b>	<b>2,086,605</b>	<b>44%</b>	<b>3,034</b>	<b>0%</b>	<b>2,175,446</b>	<b>45%</b>	<b>88,842</b>	<b>4%</b>	<b>2,126,795</b>	<b>43%</b>	<b>(48,651)</b>	<b>(2%)</b>	<b>2,205,746</b>	<b>43%</b>	<b>78,951</b>	<b>4%</b>	<b>2,123,527</b>	<b>43%</b>	<b>(82,219)</b>	<b>(4%)</b>	<b>1,953,304</b>	<b>42%</b>	<b>(170,223)</b>	<b>(8%)</b>
<b>Activo no circulante</b>																																														
Inversión en subsidiarias y asociada	6,068	0%	5,555	0%	(513)	(8%)	5,863	0%	308	6%	5,455	0%	(407)	(7%)	3,490	0%	(1,966)	(36%)	5,153	0%	1,663	48%	5,051	0%	(102)	(2%)	5,083	0%	32	1%	5,352	0%	269	5%	5,456	0%	104	2%	5,245	0%	(211)	(4%)	5,149	0%	(96)	(2%)
Pagos anticipados	5,516	0%	5,367	0%	(149)	(3%)	7,200	0%	1,833	34%	5,097	0%	(2,103)	(29%)	24,048	0%	(6,699)	(28%)	16,544	0%	(805)	(5%)	25,235	1%	8,690	53%	27,289	1%	2,054	8%	27,599	1%	310	1%	26,435	1%	(1,164)	(4%)	39,603	1%	13,168	50%				
Propiedades, maquinaria y equipo, neto	2,288,468	42%	2,257,163	43%	(31,304)	(1%)	2,232,953	44%	(24,210)	(1%)	2,226,091	44%	(6,863)	(0%)	2,208,779	45%	(17,311)	(1%)	2,171,706	45%	(37,073)	(2%)	2,143,529	45%	(28,177)	(1%)	2,150,734	44%	7,204	0%	2,225,778	45%	75,044	3%	2,263,251	44%	37,473	2%	2,194,570	44%	(68,681)	(3%)	2,167,922	46%	(26,648)	(1%)
Derecho de uso por arrendamientos	292,630	5%	279,810	5%	(12,820)	(4%)	268,072	5%	(11,738)	(4%)	259,294	5%	(8,779)	(3%)	245,394	5%	(13,899)	(5%)	231,895	5%	(13,499)	(6%)	220,107	5%	(11,788)	(5%)	212,984	4%	(7,123)	(3%)	226,281	5%	13,297	6%	221,422	4%	(4,859)	(2%)	206,110	4%	(15,312)	(7%)	194,710	4%	(11,400)	(6%)
Intangibles, neto	37,133	1%	36,993	1%	(140)	(0%)	36,912	1%	(81)	(0%)	36,533	1%	(380)	(1%)	39,386	1%	2,853	8%	38,658	1%	(728)	(2%)	38,558	1%	(100)	(0%)	38,207	1%	(352)	(1%)	36,743	1%	(1,464)	(4%)	37,307	1%	564	2%	36,922	1%	(385)	(1%)	35,402	1%	(1,520)	(4%)
Depósitos en garantía	13,533	0%	13,515	0%	(18)	(0%)	4,298	0%	(9,217)	(68%)	4,440	0%	142	3%	4,372	0%	(68)	(2%)	4,278	0%	(93)	(2%)	4,278	0%	(0)	(0%)	4,503	0%	225	5%	4,629	0%	126	3%	4,351	0%	(278)	(6%)	3,601	0%	150	3%	4,002	0%	(499)	(11%)
Otros activos, largo plazo	53,940	1%	57,063	1%	3,123	6%	61,013	1%	3,950	7%	65,061	1%	4,048	7%	68,452	1%	3,390	5%	70,165	1%	1,713	3%	72,346	2%	2,181	3%	77,102	2%	4,756	7%	83,499	2%	6,937	8%	96,908	2%	13,309	16%	99,732	2%	2,924	3%	111,86	0%	(88,546)	(89%)
Instrumentos financieros derivados	0	0%	0	0%	0	0%	9,064	0%	0	0%	9,064	0%	0	0%	0	0%	(9,064)	(100%)	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	764	0%	764	0%	4,685	0%	3,921	513%	0%	0%	(4,685)	(100%)	0	0%		
Impuesto a la utilidad diferido	167,836	3%	166,928	3%	(908)	(1%)	186,720	4%	19,792	12%	168,216	3%	(18,504)	(10%)	172,375	4%	4,109	2%	163,267	3%	(9,058)	(5%)	178,559	4%	15,292	9%	182,773	4%	4,214	2%	241,681	5%	58,908	32%	270,776	5%	29,095	12%	290,248	6%	19,472	7%	284,576	6%	(5,672)	(2%)
<b>Total del activo no circulante</b>	<b>2,865,125</b>	<b>53%</b>	<b>2,822,395</b>	<b>54%</b>	<b>(42,731)</b>	<b>(1%)</b>	<b>2,812,095</b>	<b>55%</b>	<b>(10,300)</b>	<b>(0%)</b>	<b>2,770,186</b>	<b>55%</b>	<b>(41,909)</b>	<b>(1%)</b>	<b>2,766,245</b>	<b>56%</b>	<b>(9,940)</b>	<b>(0%)</b>	<b>2,702,471</b>	<b>56%</b>	<b>(63,774)</b>	<b>(2%)</b>	<b>2,678,973</b>	<b>56%</b>	<b>(23,498)</b>	<b>(1%)</b>	<b>2,696,620</b>	<b>55%</b>	<b>17,647</b>	<b>1%</b>	<b>2,852,016</b>	<b>57%</b>	<b>155,396</b>	<b>6%</b>	<b>2,931,655</b>	<b>57%</b>	<b>79,639</b>	<b>3%</b>	<b>2,863,763</b>	<b>57%</b>	<b>(67,892)</b>	<b>(2%)</b>	<b>2,742,550</b>	<b>58%</b>	<b>(121,213)</b>	<b>(4%)</b>
<b>Total del activo</b>	<b>5,427,711</b>	<b>100%</b>	<b>5,218,269</b>	<b>100%</b>	<b>(209,442)</b>	<b>(4%)</b>	<b>5,129,569</b>	<b>100%</b>	<b>(88,700)</b>	<b>(2%)</b>	<b>5,002,820</b>	<b>100%</b>	<b>(126,749)</b>	<b>(2%)</b>	<b>4,913,284</b>	<b>100%</b>	<b>(89,536)</b>	<b>(2%)</b>	<b>4,786,041</b>	<b>100%</b>	<b>(127,243)</b>	<b>(3%)</b>	<b>4,765,577</b>	<b>100%</b>	<b>(20,464)</b>	<b>(0%)</b>	<b>4,872,066</b>	<b>100%</b>	<b>106,489</b>	<b>2%</b>	<b>4,978,811</b>	<b>100%</b>	<b>106,745</b>	<b>2%</b>	<b>5,137,401</b>	<b>100%</b>	<b>158,590</b>	<b>3%</b>	<b>4,987,290</b>	<b>100%</b>	<b>(150,111)</b>	<b>(3%)</b>	<b>4,695,854</b>	<b>100%</b>	<b>(291,436)</b>	<b>(6%)</b>
<b>Pasivo</b>																																														
<b>Pasivo corto plazo</b>																																														
Proveedores	1,021,377	19%	943,118	18%	(78,259)	(8%)	935,658	18%	(7,461)	(1%)	881,291	18%	(54,366)	(6%)	894,787	18%	13,496	2%	829,596	17%	(65,191)	(7%)	850,230	18%	20,634	2%	936,685	19%	86,454	10%	1,001,657	20%	64,972	7%	1,035,863	20%	34,206	3%	955,558	19%	(80,305)	(8%)	912,776	19%	(42,782)	(4%)
Otras cuentas por pagar y pasivos acumulados	61,794	1%	28,821	1%	(32,973)	(53%)	31,829	1%	3,008	10%	68,881	1%	37,052	116%	23,656	0%	(45,225)	(66%)	27,843	1%	4,187	18%	28,386	1%	543	2%	34,471	1%	6,085	21%	33,645	1%	(826)	(2%)	44,096	1%	10,451	31%	30,985	1%	(13,111)	(30%)	19,772	0%	(11,213)	(36%)
Certificados bursátiles, porción a corto	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	853,976	18%	0	0%	853,976	18%	0	0%	853,976	18%	0	0%	855,059	17%	181	0%	855,123	17%	64	0%	855,760	17%	637	0%	856,321	18%	561	0%
Créditos bancarios, porción circulante	597,688	11%	394,639	8%	(203,049)	(34%)	367,633	7%	(27,006)	(7%)	368,660	7%	1,027	0%	409,847	8%	41,186	11%	961,587	20%	551,740	135%	958,056	20%	(3,531)	(0%)	961,202	20%	3,146	0%	987,477	20%	26,275	3%	997,723	19%	10,246	1%	969,940	19%	(27,783)	(3%)	967,671	21%	(2,269)	(0%)
Documentos por pagar a corto plazo	79,524	1%	63,273	1%	(16,251)	(20%)	57,658	1%	(5,615)	(9%)	53,473	1%	(4,185)	(7%)	64,379	1%	10,906	20%	59,372	1%	(5,008)	(8%)	60,096	1%	725	1%	61,594	1%	1,497	2%	63,209	1%	1,615	3%	68,450	1%	5,241	8%	63,353	1%	(5,097)	(7%)	73,147	2%	9,794	15%
Otros activos, largo plazo	0	0%	7,499	0%	7,499	0%	4,850	0%	(2,649)	(35%)	4,075	0%	(774)	(16%)	4,417	0%	342	8%	4,896	0%	478	11%	7,202	0%	2,306	47%	3,767	0%	(3,434)	(48%)	0	0%	(3,767)	(100%)	0	0%	0	0%	3,552	0%	3,475	0%	(77)	(2%)		
Obligaciones por arrendamientos, porción a corto plazo	69,046	1%	66,902	1%	(2,144)	(3%)	69,406	1%	2,504																																					

Grupo Vasconia, S. A. B. y subsidiarias  
Estados de Resultados Mensuales  
(Cifras en miles de pesos)

	ene-23	%	feb-23	%	mar-23	%	abr-23	%	may-23	%	jun-23	%	jul-23	%	ago-23	%	sep-23	%	oct-23	%	nov-23	%	dic-23	%
Ventas	265,457		233,115		327,744		283,345		284,534		269,166		230,621		267,892		243,215		432,833		335,536		266,728	
Devoluciones	(21,629)	-8%	(21,013)	(9%)	(24,884)	(8%)	(26,912)	(9%)	(32,468)	(11%)	(32,765)	(12%)	(16,944)	(7%)	(39,873)	(15%)	(23,919)	(10%)	(55,718)	(13%)	(46,255)	(14%)	(28,646)	(11%)
<b>Ventas Netas</b>	<b>243,828</b>		<b>212,102</b>		<b>302,861</b>		<b>256,433</b>		<b>252,066</b>		<b>236,401</b>		<b>213,677</b>		<b>228,018</b>		<b>219,296</b>		<b>377,115</b>		<b>289,281</b>		<b>238,082</b>	
Costo de ventas	207,947	85%	167,024	79%	204,953	68%	207,886	81%	200,408	80%	172,224	73%	161,994	76%	160,396	70%	152,011	69%	279,812	74%	227,075	78%	245,768	103%
<b>Utilidad Bruta</b>	<b>35,881</b>	<b>15%</b>	<b>45,077</b>	<b>21%</b>	<b>97,907</b>	<b>32%</b>	<b>48,547</b>	<b>19%</b>	<b>51,658</b>	<b>20%</b>	<b>64,178</b>	<b>27%</b>	<b>51,684</b>	<b>24%</b>	<b>67,623</b>	<b>30%</b>	<b>67,285</b>	<b>31%</b>	<b>97,304</b>	<b>26%</b>	<b>62,206</b>	<b>22%</b>	<b>(7,686)</b>	<b>(3%)</b>
Gastos de venta	17,388	7%	16,690	8%	24,305	8%	16,495	6%	22,522	9%	16,406	7%	20,673	10%	21,442	9%	23,120	11%	23,944	6%	21,621	7%	25,210	11%
Gastos de administración	23,426	10%	23,460	11%	22,745	8%	19,707	8%	22,970	9%	19,502	8%	25,806	12%	23,635	10%	32,553	15%	24,136	6%	25,536	9%	63,974	27%
Gastos de distribución	17,413	7%	14,152	7%	18,819	6%	14,822	6%	17,501	7%	17,734	8%	20,541	10%	18,373	8%	19,477	9%	26,580	7%	22,288	8%	19,694	8%
<b>Total gastos de operación</b>	<b>58,227</b>	<b>24%</b>	<b>54,301</b>	<b>26%</b>	<b>65,870</b>	<b>22%</b>	<b>51,024</b>	<b>20%</b>	<b>62,993</b>	<b>25%</b>	<b>53,641</b>	<b>23%</b>	<b>67,021</b>	<b>31%</b>	<b>63,450</b>	<b>28%</b>	<b>75,149</b>	<b>34%</b>	<b>74,660</b>	<b>20%</b>	<b>69,445</b>	<b>24%</b>	<b>108,878</b>	<b>46%</b>
<b>Utilidad de operación</b>	<b>(22,346)</b>	<b>-9%</b>	<b>(9,224)</b>	<b>(4%)</b>	<b>32,038</b>	<b>11%</b>	<b>(2,476)</b>	<b>(1%)</b>	<b>(11,335)</b>	<b>(4%)</b>	<b>10,537</b>	<b>4%</b>	<b>(15,337)</b>	<b>(7%)</b>	<b>4,172</b>	<b>2%</b>	<b>(7,864)</b>	<b>(4%)</b>	<b>22,644</b>	<b>6%</b>	<b>(7,239)</b>	<b>(3%)</b>	<b>(116,564)</b>	<b>(49%)</b>
Otros (ingresos) gastos	1,636	1%	2,330	1%	(2,681)	(1%)	(3,669)	(1%)	2,266	1%	1,261	1%	6,724	3%	28,953	13%	(92,784)	(42%)	1,641	0%	7,957	3%	16,571	7%
<b>EBIT</b>	<b>(20,711)</b>	<b>-8%</b>	<b>(6,893)</b>	<b>(3%)</b>	<b>29,357</b>	<b>10%</b>	<b>(6,146)</b>	<b>(2%)</b>	<b>(9,068)</b>	<b>(4%)</b>	<b>11,798</b>	<b>5%</b>	<b>(8,613)</b>	<b>(4%)</b>	<b>33,125</b>	<b>15%</b>	<b>(100,649)</b>	<b>(46%)</b>	<b>24,285</b>	<b>6%</b>	<b>718</b>	<b>0%</b>	<b>(99,993)</b>	<b>(42%)</b>
Intereses ganados	1,637	1%	2,101	1%	2,099	1%	1,773	1%	1,164	0%	384	0%	970	0%	292	0%	750	0%	726	0%	619	0%	287	0%
Intereses pagados	(21,976)	-9%	(37,057)	(17%)	(21,607)	(7%)	(20,641)	(8%)	(24,281)	(10%)	(17,633)	(7%)	(18,556)	(9%)	(18,420)	(8%)	(17,699)	(8%)	(24,927)	(7%)	(26,248)	(9%)	(27,196)	(11%)
Resultado cambiario	27,168	11%	(47,210)	(22%)	(14,680)	(5%)	(4,796)	(2%)	(10,464)	(4%)	(17,150)	(7%)	(3,851)	(2%)	(2,741)	(1%)	25,596	12%	6,839	2%	(32,588)	(11%)	(3,062)	(1%)
<b>Costo Financiero</b>	<b>6,829</b>	<b>3%</b>	<b>(82,166)</b>	<b>(39%)</b>	<b>(34,187)</b>	<b>(11%)</b>	<b>(23,665)</b>	<b>(9%)</b>	<b>(33,580)</b>	<b>(13%)</b>	<b>(34,400)</b>	<b>(15%)</b>	<b>(21,437)</b>	<b>(10%)</b>	<b>(20,868)</b>	<b>(9%)</b>	<b>8,647</b>	<b>4%</b>	<b>(17,362)</b>	<b>(5%)</b>	<b>(58,217)</b>	<b>(20%)</b>	<b>(29,971)</b>	<b>(13%)</b>
<b>Utilidad antes de impuestos</b>	<b>(13,881)</b>	<b>-6%</b>	<b>(89,059)</b>	<b>(42%)</b>	<b>(4,830)</b>	<b>(2%)</b>	<b>(29,810)</b>	<b>(12%)</b>	<b>(42,649)</b>	<b>(17%)</b>	<b>(22,602)</b>	<b>(10%)</b>	<b>(30,050)</b>	<b>(14%)</b>	<b>12,257</b>	<b>5%</b>	<b>(92,001)</b>	<b>(42%)</b>	<b>6,923</b>	<b>2%</b>	<b>(57,499)</b>	<b>(20%)</b>	<b>(129,964)</b>	<b>(55%)</b>
Provision de impuestos a la utilidad	(20,967)	-9%	(1,635)	(1%)	(16,758)	(6%)	18,395	7%	(7,006)	(3%)	5,614	2%	(31,097)	(15%)	149	0%	(35,373)	(16%)	(16,298)	(4%)	(17,853)	(6%)	(15,268)	(6%)
<b>Utilidad neta</b>	<b>7,085</b>	<b>3%</b>	<b>(87,424)</b>	<b>(41%)</b>	<b>11,928</b>	<b>4%</b>	<b>(48,206)</b>	<b>(19%)</b>	<b>(35,643)</b>	<b>(14%)</b>	<b>(28,216)</b>	<b>(12%)</b>	<b>1,047</b>	<b>0%</b>	<b>12,107</b>	<b>5%</b>	<b>(56,628)</b>	<b>(26%)</b>	<b>23,221</b>	<b>6%</b>	<b>(39,646)</b>	<b>(14%)</b>	<b>(114,697)</b>	<b>(48%)</b>
<b>E B I T D A</b>	<b>627</b>	<b>0%</b>	<b>15,163</b>	<b>7%</b>	<b>53,625</b>	<b>18%</b>	<b>13,290</b>	<b>5%</b>	<b>12,583</b>	<b>5%</b>	<b>33,179</b>	<b>14%</b>	<b>12,614</b>	<b>6%</b>	<b>54,276</b>	<b>24%</b>	<b>(79,569)</b>	<b>(36%)</b>	<b>43,306</b>	<b>11%</b>	<b>21,697</b>	<b>8%</b>	<b>(49,019)</b>	<b>(21%)</b>
Depreciación y amortización	21,337	9%	22,056	10%	24,268	8%	19,436	8%	21,651	9%	21,381	9%	21,227	10%	21,151	9%	21,080	10%	19,021	5%	20,979	7%	50,974	21%

Grupo Vasconia, S. A. B. y subsidiarias  
Estados de Resultados Mensuales  
(Cifras en miles de pesos)

	ene-23	%	feb-23	%	mar-23	%	abr-23	%	may-23	%	jun-23	%	jul-23	%	ago-23	%	sep-23	%	oct-23	%	nov-23	%	dic-23	%
Ventas	265,457		498,572		826,316		1,109,661		1,394,196		1,663,362		1,893,983		2,161,875		2,405,090		2,837,923		3,173,459		3,440,187	
Devoluciones	(21,629)	-8%	(42,642)	(9%)	(67,525)	(8%)	(94,437)	(9%)	(126,905)	(9%)	(159,670)	(10%)	(176,614)	(9%)	(216,488)	(10%)	(240,406)	(10%)	(296,125)	(10%)	(342,380)	(11%)	(371,025)	(11%)
<b>Ventas Netas</b>	<b>243,828</b>		<b>455,930</b>		<b>758,791</b>		<b>1,015,224</b>		<b>1,267,290</b>		<b>1,503,692</b>		<b>1,717,369</b>		<b>1,945,387</b>		<b>2,164,683</b>		<b>2,541,798</b>		<b>2,831,079</b>		<b>3,069,162</b>	
Costo de ventas	207,947	85%	374,972	82%	579,925	76%	787,811	78%	988,219	78%	1,160,442	77%	1,322,436	77%	1,482,832	76%	1,634,842	76%	1,914,654	75%	2,141,729	76%	2,387,498	78%
<b>Utilidad Bruta</b>	<b>35,881</b>	<b>15%</b>	<b>80,958</b>	<b>18%</b>	<b>178,866</b>	<b>24%</b>	<b>227,413</b>	<b>22%</b>	<b>279,071</b>	<b>22%</b>	<b>343,249</b>	<b>23%</b>	<b>394,933</b>	<b>23%</b>	<b>462,556</b>	<b>24%</b>	<b>529,841</b>	<b>24%</b>	<b>627,144</b>	<b>25%</b>	<b>689,350</b>	<b>24%</b>	<b>681,664</b>	<b>22%</b>
Gastos de venta	17,388	7%	34,078	7%	58,384	8%	74,878	7%	97,401	8%	113,806	8%	134,480	8%	155,922	8%	179,041	8%	202,985	8%	224,606	8%	249,816	8%
Gastos de administración	23,426	10%	46,886	10%	69,631	9%	89,338	9%	112,308	9%	131,810	9%	157,616	9%	181,251	9%	213,804	10%	237,940	9%	263,476	9%	327,450	11%
Gastos de distribución	17,413	7%	31,564	7%	50,383	7%	65,205	6%	82,706	7%	100,439	7%	120,981	7%	139,354	7%	158,831	7%	185,411	7%	207,699	7%	227,393	7%
<b>Total gastos de operación</b>	<b>58,227</b>	<b>24%</b>	<b>112,528</b>	<b>25%</b>	<b>178,398</b>	<b>24%</b>	<b>229,422</b>	<b>23%</b>	<b>292,415</b>	<b>23%</b>	<b>346,056</b>	<b>23%</b>	<b>413,077</b>	<b>24%</b>	<b>476,527</b>	<b>24%</b>	<b>551,676</b>	<b>25%</b>	<b>626,336</b>	<b>25%</b>	<b>695,781</b>	<b>25%</b>	<b>804,659</b>	<b>26%</b>
<b>Utilidad de operación</b>	<b>(22,346)</b>	<b>-9%</b>	<b>(31,570)</b>	<b>(7%)</b>	<b>468</b>	<b>0%</b>	<b>(2,009)</b>	<b>(0%)</b>	<b>(13,343)</b>	<b>(1%)</b>	<b>(2,807)</b>	<b>(0%)</b>	<b>(18,144)</b>	<b>(1%)</b>	<b>(13,971)</b>	<b>(1%)</b>	<b>(21,836)</b>	<b>(1%)</b>	<b>808</b>	<b>0%</b>	<b>(6,431)</b>	<b>(0%)</b>	<b>(122,995)</b>	<b>(4%)</b>
Otros (ingresos) gastos	1,636	1%	3,966	1%	1,285	0%	(2,384)	(0%)	(118)	(0%)	1,144	0%	7,868	0%	36,820	2%	(55,964)	(3%)	(54,323)	(2%)	(46,366)	(2%)	(29,795)	(1%)
<b>EBIT</b>	<b>(20,711)</b>	<b>-8%</b>	<b>(27,604)</b>	<b>(6%)</b>	<b>1,753</b>	<b>0%</b>	<b>(4,393)</b>	<b>(0%)</b>	<b>(13,461)</b>	<b>(1%)</b>	<b>(1,663)</b>	<b>(0%)</b>	<b>(10,276)</b>	<b>(1%)</b>	<b>22,849</b>	<b>1%</b>	<b>(77,800)</b>	<b>(4%)</b>	<b>(53,515)</b>	<b>(2%)</b>	<b>(52,797)</b>	<b>(2%)</b>	<b>(152,790)</b>	<b>(5%)</b>
Intereses ganados	1,637	1%	3,739	1%	5,838	1%	7,611	1%	8,775	1%	9,159	1%	10,129	1%	10,421	1%	11,171	1%	11,898	0%	12,517	0%	12,803	0%
Intereses pagados	(21,976)	-9%	(59,034)	(13%)	(80,640)	(11%)	(101,281)	(10%)	(125,562)	(10%)	(143,196)	(10%)	(161,752)	(9%)	(180,171)	(9%)	(197,870)	(9%)	(222,797)	(9%)	(249,045)	(9%)	(276,241)	(9%)
Resultado cambiario	27,168	11%	(20,042)	(4%)	(34,721)	(5%)	(39,517)	(4%)	(49,981)	(4%)	(67,132)	(4%)	(70,982)	(4%)	(73,723)	(4%)	(48,127)	(2%)	(41,289)	(2%)	(73,877)	(3%)	(76,939)	(3%)
<b>Costo Financiero</b>	<b>6,829</b>	<b>3%</b>	<b>(75,337)</b>	<b>(17%)</b>	<b>(109,524)</b>	<b>(14%)</b>	<b>(133,188)</b>	<b>(13%)</b>	<b>(166,768)</b>	<b>(13%)</b>	<b>(201,168)</b>	<b>(13%)</b>	<b>(222,605)</b>	<b>(13%)</b>	<b>(243,473)</b>	<b>(13%)</b>	<b>(234,826)</b>	<b>(11%)</b>	<b>(252,188)</b>	<b>(10%)</b>	<b>(310,405)</b>	<b>(11%)</b>	<b>(340,376)</b>	<b>(11%)</b>
<b>Utilidad antes de impuestos</b>	<b>(13,881)</b>	<b>-6%</b>	<b>(102,941)</b>	<b>(23%)</b>	<b>(107,771)</b>	<b>(14%)</b>	<b>(137,581)</b>	<b>(14%)</b>	<b>(180,230)</b>	<b>(14%)</b>	<b>(202,831)</b>	<b>(13%)</b>	<b>(232,881)</b>	<b>(14%)</b>	<b>(220,625)</b>	<b>(11%)</b>	<b>(312,626)</b>	<b>(14%)</b>	<b>(305,703)</b>	<b>(12%)</b>	<b>(363,202)</b>	<b>(13%)</b>	<b>(493,166)</b>	<b>(16%)</b>
Provision de impuestos a la utilidad	(20,967)	-9%	(22,602)	(5%)	(39,360)	(5%)	(20,965)	(2%)	(27,970)	(2%)	(22,356)	(1%)	(53,453)	(3%)	(53,303)	(3%)	(88,676)	(4%)	(104,974)	(4%)	(122,827)	(4%)	(138,095)	(4%)
<b>Utilidad neta</b>	<b>7,085</b>	<b>3%</b>	<b>(80,339)</b>	<b>(18%)</b>	<b>(68,410)</b>	<b>(9%)</b>	<b>(116,616)</b>	<b>(11%)</b>	<b>(152,259)</b>	<b>(12%)</b>	<b>(180,475)</b>	<b>(12%)</b>	<b>(179,429)</b>	<b>(10%)</b>	<b>(167,321)</b>	<b>(9%)</b>	<b>(223,950)</b>	<b>(10%)</b>	<b>(200,729)</b>	<b>(8%)</b>	<b>(240,375)</b>	<b>(8%)</b>	<b>(355,072)</b>	<b>(12%)</b>
<b>E B I T D A</b>	<b>627</b>	<b>0%</b>	<b>15,789</b>	<b>3%</b>	<b>69,415</b>	<b>9%</b>	<b>82,705</b>	<b>8%</b>	<b>95,288</b>	<b>8%</b>	<b>128,467</b>	<b>9%</b>	<b>141,080</b>	<b>8%</b>	<b>195,356</b>	<b>10%</b>	<b>115,787</b>	<b>5%</b>	<b>159,093</b>	<b>6%</b>	<b>180,790</b>	<b>6%</b>	<b>131,771</b>	<b>4%</b>
Depreciación y amortización	21,337	9%	43,393	10%	67,662	9%	87,098	9%	108,749	9%	130,130	9%	151,357	9%	172,507	9%	193,587	9%	212,608	8%	233,587	8%	284,561	9%