

## Sigma Alimentos, S.A. de C.V. and Subsidiaries

### STATEMENT OF FINANCIAL POSITION



Information in thousands

	(Thousands of pesos)		(Thousands of U.S. Dollars)	
	Dec '17	Dec '16	Dec '17 <sup>(1)</sup>	Dec '16 <sup>(2)</sup>
<b>ASSETS</b>				
<b>CURRENT ASSETS:</b>				
Cash and cash equivalents	12,807,070	12,837,614	648,939	621,255
Restricted cash	84,855	123,973	4,300	5,999
Customers, net	5,776,360	6,662,529	292,690	322,422
Income tax recoverable	819,476	846,056	41,523	40,943
Inventories	14,687,050	13,751,274	744,198	665,470
Other current assets	2,626,694	2,720,783	133,096	131,668
<b>Total current assets</b>	<b>36,801,505</b>	<b>36,942,229</b>	<b>1,864,746</b>	<b>1,787,758</b>
<b>NON-CURRENT ASSETS:</b>				
Property, plant and equipment, net	35,268,405	33,089,282	1,787,063	1,601,301
Intangible assets, net	15,714,594	15,753,001	796,264	762,340
Goodwill	14,742,249	10,911,844	746,995	528,061
Deferred income tax	2,792,463	2,995,464	141,495	144,961
Investments in associates and joint ventures	92,996	945,968	4,712	45,779
Other non-current assets	174,005	122,980	8,817	5,951
<b>Total non-current assets</b>	<b>68,784,712</b>	<b>63,818,540</b>	<b>3,485,347</b>	<b>3,088,392</b>
<b>Total assets</b>	<b>105,586,217</b>	<b>100,760,769</b>	<b>5,350,093</b>	<b>4,876,150</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
<b>CURRENT LIABILITIES:</b>				
Current debt	2,379,616	442,238	120,576	21,401
Notes payables	70,146	57,415	3,554	2,779
Suppliers	20,866,955	21,376,345	1,057,336	1,034,473
Income tax payable	1,783,816	667,648	90,387	32,310
Provisions	323,565	211,005	16,395	10,211
Other current liabilities	5,183,749	4,964,414	262,662	240,245
<b>Total current liabilities</b>	<b>30,607,848</b>	<b>27,719,065</b>	<b>1,550,911</b>	<b>1,341,418</b>
<b>NON-CURRENT LIABILITIES:</b>				
Non-current debt	48,029,505	47,400,372	2,433,673	2,293,862
Notes payables	313,932	345,805	15,907	16,735
Deferred income taxes	4,068,122	3,846,026	206,133	186,122
Employees benefits	1,339,070	1,117,998	67,851	54,104
Provisions	110,133	348,473	5,580	16,864
Income tax payable	2,341,907	2,460,047	118,665	119,050
Other non-current liabilities	486,305	475,414	24,641	23,007
<b>Total pasivo a largo plazo</b>	<b>56,688,973</b>	<b>55,994,135</b>	<b>2,872,451</b>	<b>2,709,743</b>
<b>Total liabilities</b>	<b>87,296,821</b>	<b>83,713,200</b>	<b>4,423,362</b>	<b>4,051,161</b>
<b>STOCKHOLDERS' EQUITY</b>				
Total controlling interest:	17,597,331	16,429,586	891,663	795,083
Total non-controlling interest:	692,065	617,983	35,067	29,906
<b>Total stockholders' equity</b>	<b>18,289,396</b>	<b>17,047,569</b>	<b>926,730</b>	<b>824,989</b>
<b>Total liabilities and stockholders' equity</b>	<b>105,586,217</b>	<b>100,760,769</b>	<b>5,350,093</b>	<b>4,876,150</b>

(1) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 19.7354 per U.S. Ddlar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on december 31, 2017.

(2) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 20.6640 per U.S. Ddlar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on december 31, 2016.

## Sigma Alimentos, S.A. de C.V. and Subsidiaries



### STATEMENT OF INCOME

Information in thousands

	(Thousands of pesos)		(Thousands of U.S. Dollars)	
	IV Quarter 17	IV Quarter 16	IV Quarter 17 <sup>(1)</sup>	IV Quarter 16 <sup>(2)</sup>
Revenue	30,161,640	28,521,486	1,592,743	1,438,166
Cost of sales	(21,941,195)	(20,602,173)	(1,158,575)	(1,038,703)
<b>Gross profit</b>	<b>8,220,446</b>	<b>7,919,312</b>	<b>434,168</b>	<b>399,463</b>
Selling expenses	(4,676,555)	(4,393,911)	(247,059)	(221,863)
Administrative expenses	(1,072,429)	(1,102,005)	(56,787)	(55,861)
Other income (expenses), net	23,155	(328,161)	1,255	(16,047)
<b>Operating profit</b>	<b>2,494,617</b>	<b>2,095,235</b>	<b>131,576</b>	<b>105,692</b>
Comprehensive financial expenses, net	(1,057,380)	(696,620)	(55,617)	(34,975)
Equity in income (loss) of associates	(383)	16,329	(20)	825
<b>Profit before income tax</b>	<b>1,436,854</b>	<b>1,414,943</b>	<b>75,938</b>	<b>71,541</b>
Income tax	257,877	(103,932)	13,471	(6,105)
<b>Net consolidated profit</b>	<b>1,694,732</b>	<b>1,311,011</b>	<b>89,409</b>	<b>65,436</b>
Profit (loss) attributable to:				
<b>Controlling interest</b>	<b>1,672,644</b>	<b>1,297,194</b>	<b>88,250</b>	<b>64,746</b>
<b>Non-controlling interest</b>	<b>22,088</b>	<b>13,816</b>	<b>1,159</b>	<b>690</b>

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## Sigma Alimentos, S.A. de C.V. and Subsidiaries

### STATEMENT OF CASH FLOW



Information in thousands

	(Thousands of pesos)		(Thousands of U.S. Dollars)	
	IV Quarter 17	IV Quarter 16	IV Quarter 17 <sup>(1)</sup>	IV Quarter 16 <sup>(2)</sup>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>				
Profit before income tax	1,436,854	1,414,943	75,938	71,541
Depreciation and amortization	997,220	932,852	52,618	47,027
Gain on sale of property, plant and equipment	(74,454)	(866)	(3,933)	(13)
Interest income	659,886	636,948	34,811	32,003
Foreign exchange, net	392,891	43,062	20,567	2,154
(Increase) Decrease in customers and other accounts receivable	1,307,764	(36,768)	68,584	(5,229)
(Increase) decrease in inventories	806,281	70,191	42,382	4,161
Increase (decrease) in suppliers and other accounts payable	658,772	2,581,773	31,587	116,515
Income tax paid	(347,489)	(26,833)	(18,267)	(2,546)
Other operating expenses	49,121	321,081	2,585	15,861
<b>Cash flows from operating activities</b>	<b>5,886,847</b>	<b>5,936,384</b>	<b>306,873</b>	<b>281,473</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>				
Business acquisitions, net of cash acquired	(13,524)	0	(702)	0
Interest received	57,304	49,067	3,020	2,480
Acquisition of intangible assets	(46,150)	(31,985)	(2,435)	(1,576)
Acquisition of property, plant and equipment	(1,369,407)	(3,122,704)	(72,010)	(155,589)
Sale of property, plant and equipment	74,454	867	3,933	14
Restricted cash and other assets	124,540	0	6,528	0
<b>Cash flows from investing activities</b>	<b>(1,172,782)</b>	<b>(3,104,755)</b>	<b>(61,666)</b>	<b>(154,670)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>				
Proceeds from loans and debt	50,976	20,575	2,685	1,038
Payments of loans and debt	(305,949)	(95,462)	(16,116)	(4,699)
Interest paid	(738,713)	(994,931)	(38,826)	(50,132)
Dividends paid to owners	(1,490,616)	0	(79,654)	0
<b>Cash flows from investing activities</b>	<b>(2,484,303)</b>	<b>(1,069,818)</b>	<b>(131,911)</b>	<b>(53,792)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>2,229,762</b>	<b>1,761,811</b>	<b>113,297</b>	<b>73,011</b>
Exchange gains (losses) in cash and cash equivalents	478,927	93,714	(19,278)	(14,934)
Cash and cash equivalents at the beginning of the period	10,098,380	10,982,089	554,920	563,178
<b>Cash and cash equivalents at the end of the period</b>	<b>12,807,070</b>	<b>12,837,614</b>	<b>648,939</b>	<b>621,255</b>

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