

STATEMENT OF FINANCIAL POSITION

Information in thousands

	(Thousands of pesos)				(Thousands of U.S. Dollars)			
	Mar '18	Mar '17	Var. (\$)	Var. (%)	Mar '18 ⁽¹⁾	Mar '17 ⁽²⁾	Var. (\$)	Var. (%)
ASSETS								
CURRENT ASSETS:								
Cash and cash equivalents	19,151,363	11,457,267	7,694,096	67.2	1,043,984	609,131	434,853	71.4
Restricted cash	78,872	112,850	(33,978)	(30.1)	4,299	6,000	(1,701)	(28.4)
Customers, net	5,466,465	5,228,042	238,423	4.6	297,989	277,951	20,038	7.2
Income tax recoverable	404,486	693,943	(289,457)	(41.7)	22,049	36,894	(14,845)	(40.2)
Inventories	14,751,418	14,276,289	475,129	3.3	804,133	759,006	45,127	5.9
Other current assets	2,743,673	2,705,886	37,787	1.4	149,564	143,860	5,704	4.0
Total current assets	42,596,277	34,474,277	8,122,000	23.6	2,322,019	1,832,841	489,178	26.7
NON-CURRENT ASSETS:								
Property, plant and equipment, net	33,714,027	31,113,356	2,600,671	8.4	1,837,828	1,654,156	183,672	11.1
Intangible assets, net	14,766,506	14,298,686	467,820	3.3	804,955	760,196	44,759	5.9
Goodwill	14,073,086	10,032,671	4,040,415	40.3	767,156	533,392	233,764	43.8
Deferred income tax	2,159,408	2,214,464	(55,056)	(2.5)	117,714	117,733	(19)	(0.0)
Investments in associates and joint ventures	90,253	877,083	(786,830)	(89.7)	4,920	46,631	(41,711)	(89.4)
Other non-current assets	172,788	109,854	62,934	57.3	9,419	5,840	3,579	61.3
Total non-current assets	64,976,068	58,646,114	6,329,954	10.8	3,541,992	3,117,948	424,044	13.6
Total assets	107,572,345	93,120,391	14,451,954	15.5	5,864,011	4,950,790	913,221	18.4
LIABILITIES AND STOCKHOLDERS' EQUITY								
CURRENT LIABILITIES:								
Current debt	2,254,914	504,450	1,750,464	347.0	122,920	26,819	96,101	358.3
Notes payables	77,143	52,145	24,998	47.9	4,205	2,772	1,433	51.7
Suppliers	17,879,432	18,712,024	(832,592)	(4.4)	974,648	994,834	(20,186)	(2.0)
Income tax payable	1,974,484	1,323,816	650,668	49.2	107,634	70,381	37,253	52.9
Provisions	151,326	173,026	(21,700)	(12.5)	8,249	9,199	(950)	(10.3)
Other current liabilities	5,160,873	4,491,464	669,409	14.9	281,331	238,791	42,540	17.8
Total current liabilities	27,498,172	25,256,925	2,241,247	8.9	1,498,987	1,342,796	156,191	11.6
NON-CURRENT LIABILITIES:								
Non-current debt	54,360,681	44,931,590	9,429,091	21.0	2,963,323	2,388,809	574,514	24.1
Notes payables	281,164	313,985	(32,821)	(10.5)	15,327	16,693	(1,366)	(8.2)
Deferred income taxes	3,626,742	3,894,595	(267,853)	(6.9)	197,702	207,058	(9,356)	(4.5)
Employees benefits	1,345,726	1,102,140	243,586	22.1	73,359	58,596	14,763	25.2
Provisions	106,936	231,008	(124,072)	(53.7)	5,829	12,282	(6,453)	(52.5)
Income tax payable	2,362,994	2,088,540	274,454	13.1	128,812	111,038	17,774	16.0
Other non-current liabilities	580,991	441,428	139,563	31.6	31,671	23,469	8,202	34.9
Total non-current liabilities	62,665,234	53,003,286	9,661,948	18.2	3,416,023	2,817,945	598,078	21.2
Total liabilities	90,163,406	78,260,211	11,903,195	15.2	4,915,010	4,160,741	754,269	18.1
STOCKHOLDERS' EQUITY								
Total controlling interest:	16,748,345	14,290,643	2,457,702	17.2	912,990	759,769	153,221	20.2
Total non-controlling interest:	660,594	569,537	91,057	16.0	36,010	30,280	5,730	18.9
Total stockholders' equity	17,408,939	14,860,180	2,548,759	17.2	949,000	790,048	158,952	20.1
Total liabilities and stockholders' equity	107,572,345	93,120,391	14,451,954	15.5	5,864,011	4,950,790	913,221	18.4

(1) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 18.3445 per U.S. Dollar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on March 31, 2018.

(2) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 18.8092 per U.S. Dollar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on March 31, 2017.

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



STATEMENT OF INCOME

Information in thousands

	(Thousands of pesos)		Var.		(Thousands of U.S. Dollars)		Var.	
	I Quarter 18	I Quarter 17	(\$)	(%)	I Quarter 18 ⁽¹⁾	I Quarter 17 ⁽²⁾	(\$)	(%)
Revenue	29,110,981	27,461,862	1,649,119	6.0	1,551,918	1,349,647	202,271	15.0
Cost of sales	(20,936,337)	(19,917,014)	(1,019,323)	5.1	(1,116,099)	(978,488)	(137,611)	14.1
Gross profit	8,174,644	7,544,848	629,796	8.3	435,819	371,159	64,660	17.4
Selling expenses	(4,846,590)	(4,476,719)	(369,871)	8.3	(258,385)	(220,080)	(38,305)	17.4
Administrative expenses	(1,387,096)	(1,290,353)	(96,743)	7.5	(73,944)	(63,180)	(10,764)	17.0
Other income (expenses), net	84,449	(69,154)	153,603	(222.1)	4,508	(3,102)	7,610	(245.3)
Operating profit	2,025,407	1,708,622	316,785	18.5	107,998	84,797	23,201	27.4
Comprehensive financial expenses, net	(716,016)	(257,672)	(458,344)	177.9	(37,799)	(12,403)	(25,396)	204.8
Equity in income (loss) of associates	(531)	1,325	(1,856)	(140.1)	(29)	69	(98)	(142.0)
Profit before income tax	1,308,860	1,452,275	(143,415)	(9.9)	70,170	72,463	(2,293)	(3.2)
Income tax	(1,032,755)	(1,522,000)	489,245	(32.1)	(54,945)	(75,709)	20,764	(27.4)
Net consolidated profit	276,105	(69,725)	345,830	(496.0)	15,225	(3,246)	18,471	(569.0)
Profit (loss) attributable to:								
Controlling interest	275,282	(69,689)	344,971	(495.0)	15,181	(3,255)	18,436	(566.4)
Non-controlling interest	823	(36)	859	(2,386.1)	44	9	35	388.9

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



STATEMENT OF CASH FLOW

Information in thousands

	(Thousands of pesos)		Var.		(Thousands of U.S. Dollars)		Var.	
	I Quarter 18	I Quarter 17	(\$)	(%)	I Quarter 18 ⁽¹⁾	I Quarter 17 ⁽²⁾	(\$)	(%)
CASH FLOW FROM OPERATING ACTIVITIES								
Profit before income tax	1,308,859	1,452,275	(143,416)	(9.9)	70,170	72,465	(2,295)	(3.2)
Depreciation and amortization	984,320	921,798	62,522	6.8	52,476	45,263	7,213	15.9
Gain on sale of property, plant and equipment	486	1,968	(1,482)	(75.3)	25	95	(70)	(73.7)
Interest income	472,671	1,066,276	(593,605)	(55.7)	25,201	53,339	(28,138)	(52.8)
Foreign exchange, net	230,989	(812,895)	1,043,884	(128.4)	11,941	(41,157)	53,098	(129.0)
(Increase) Decrease in customers and other accounts receivable	(9,865)	1,057,734	(1,067,599)	(100.9)	272	53,914	(53,642)	(99.5)
(Increase) decrease in inventories	(634,275)	(1,366,990)	732,715	(53.6)	(33,952)	(68,513)	34,561	(50.4)
Increase (decrease) in suppliers and other accounts payable	(2,300,341)	(1,561,710)	(738,631)	47.3	(118,937)	(59,052)	(59,885)	101.4
Income tax paid	(147,244)	(143,975)	(3,269)	2.3	(7,887)	(7,103)	(784)	11.0
Other operating expenses	35,139	(19,673)	54,812	(278.6)	1,893	(1,423)	3,316	(233.0)
Cash flows from operating activities	(59,261)	594,808	(654,069)	(110.0)	1,202	47,828	(46,626)	(97.5)
CASH FLOW FROM INVESTING ACTIVITIES								
Business acquisitions, net of cash acquired	(241)	0	(241)	0.0	(10)	0	(10)	0.0
Interest received	66,550	50,047	16,503	33.0	3,540	2,462	1,078	43.8
Acquisition of intangible assets	(14,714)	(7,588)	(7,126)	93.9	(780)	(370)	(410)	110.8
Acquisition of property, plant and equipment	(497,746)	(658,419)	160,673	(24.4)	(26,567)	(32,744)	6,177	(18.9)
Sale of property, plant and equipment	(486)	(1,968)	1,482	(75.3)	(25)	(95)	70	(73.7)
Restricted cash and other assets	(13,876)	0	(13,876)	0.0	(745)	0	(745)	0.0
Cash flows from investing activities	(460,513)	(617,928)	157,415	(25.5)	(24,587)	(30,747)	6,160	(20.0)
CASH FLOW FROM FINANCING ACTIVITIES								
Proceeds from loans and debt	9,344,161	13,196,715	(3,852,554)	(29.2)	500,890	648,388	(147,498)	(22.7)
Payments of loans and debt	(13,484)	(10,947,212)	10,933,728	(99.9)	(718)	(561,196)	560,478	(99.9)
Interest paid	(739,857)	(1,054,708)	314,851	(29.9)	(39,601)	(53,576)	13,975	(26.1)
Dividends paid to owners	(1,398,420)	(1,487,415)	88,995	(6.0)	(74,963)	(76,606)	1,643	(2.1)
Cash flows from investing activities	7,192,400	(292,620)	7,485,020	(2,557.9)	385,608	(42,990)	428,598	(997.0)
Net increase (decrease) in cash and cash equivalents	6,672,626	(315,740)	6,988,366	(2,213.3)	362,223	(25,909)	388,132	(1,498.1)
Exchange gains (losses) in cash and cash equivalents	(328,332)	(1,064,607)	736,275	(69.2)	32,821	13,785	19,036	138.1
Cash and cash equivalents at the beginning of the period	12,807,070	12,837,614	(30,544)	(0.2)	648,939	621,255	27,684	4.5
Cash and cash equivalents at the end of the period	19,151,364	11,457,267	7,694,097	67.2	1,043,983	609,131	434,852	71.4

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