



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

### STATEMENT OF FINANCIAL POSITION

Information in thousands

	(Thousands of pesos)		(Thousands of U.S. Dollars)	
	Sept '17	Sept '16	Sept '17 <sup>(1)</sup>	Sept '16 <sup>(2)</sup>
<b>ASSETS</b>				
<b>CURRENT ASSETS:</b>				
Cash and cash equivalents	10,098,380	10,982,089	554,920	563,178
Restricted cash	149,219	146,241	8,200	7,499
Customers, net	6,201,437	6,464,179	340,778	331,493
Income tax recoverable	826,823	659,623	45,435	33,826
Inventories	14,583,982	13,754,931	801,410	705,374
Other current assets	3,168,138	2,700,585	174,096	138,490
<b>Total current assets</b>	<b>35,027,980</b>	<b>34,707,648</b>	<b>1,924,838</b>	<b>1,779,861</b>
<b>NON-CURRENT ASSETS:</b>				
Property, plant and equipment, net	32,807,778	30,574,686	1,802,833	1,567,917
Intangible assets, net	14,516,197	15,813,821	797,685	810,957
Goodwill	12,946,049	10,905,249	711,403	559,238
Deferred income tax	2,100,858	3,055,169	115,445	156,674
Investments in associates and joint ventures	89,253	1,008,057	4,905	51,695
Other non-current assets	141,838	175,196	7,794	8,984
<b>Total non-current assets</b>	<b>62,601,972</b>	<b>61,532,177</b>	<b>3,440,066</b>	<b>3,155,464</b>
<b>Total assets</b>	<b>97,629,952</b>	<b>96,239,825</b>	<b>5,364,904</b>	<b>4,935,325</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
<b>CURRENT LIABILITIES:</b>				
Current debt	2,470,052	746,115	135,733	38,262
Notes payables	65,091	50,441	3,577	2,587
Suppliers	18,220,841	18,153,092	1,001,261	930,918
Income tax payable	1,739,837	1,118,449	95,606	57,356
Provisions	181,787	183,886	9,990	9,430
Other current liabilities	5,044,442	5,378,714	277,202	275,828
<b>Total current liabilities</b>	<b>27,722,050</b>	<b>25,630,697</b>	<b>1,523,368</b>	<b>1,314,380</b>
<b>NON-CURRENT LIABILITIES:</b>				
Non-current debt	44,108,759	45,382,425	2,423,838	2,327,280
Notes payables	314,423	556,168	17,278	28,521
Deferred income taxes	4,113,576	4,408,766	226,047	226,088
Employees benefits	1,190,334	1,134,318	65,411	58,170
Provisions	153,733	459,508	8,447	23,565
Income tax payable	2,120,911	1,366,151	116,547	70,058
Other non-current liabilities	467,828	48,253	25,708	2,474
<b>Total non-current liabilities</b>	<b>52,469,564</b>	<b>53,355,589</b>	<b>2,883,275</b>	<b>2,736,157</b>
<b>Total liabilities</b>	<b>80,191,614</b>	<b>78,986,286</b>	<b>4,406,643</b>	<b>4,050,537</b>
<b>STOCKHOLDERS' EQUITY</b>				
Total controlling interest:	16,828,274	16,649,066	924,737	853,789
Total non-controlling interest:	610,064	604,473	33,524	30,998
<b>Total stockholders' equity</b>	<b>17,438,338</b>	<b>17,253,539</b>	<b>958,261</b>	<b>884,788</b>
<b>Total liabilities and stockholders' equity</b>	<b>97,629,952</b>	<b>96,239,825</b>	<b>5,364,904</b>	<b>4,935,325</b>

(1) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 18.1979 per U.S. Dollar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on september 30, 2017.

(2) Translated into U.S. Dollars, solely for the convenience of the reader, using an exchange rate of Ps. 19.5002 per U.S. Dollar, the exchange rate published by the Mexican Central Bank for payment of obligations denominated in U.S. dollars on september 30, 2016.

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



### STATEMENT OF INCOME

Information in thousands

	(Thousands of pesos)		(Thousands of U.S. Dollars)	
	III Quarter 17	III Quarter 16	III Quarter 17 <sup>(1)</sup>	III Quarter 16 <sup>(2)</sup>
Revenue	28,658,206	27,342,349	1,608,068	1,460,602
Cost of sales	(20,695,299)	(19,518,520)	(1,161,254)	(1,042,610)
<b>Gross profit</b>	<b>7,962,907</b>	<b>7,823,828</b>	<b>446,815</b>	<b>417,992</b>
Selling expenses	(4,653,978)	(4,510,157)	(261,136)	(240,921)
Administrative expenses	(1,272,425)	(1,146,668)	(71,392)	(61,303)
Other income (expenses), net	192,170	(29,477)	10,791	(1,509)
<b>Operating profit</b>	<b>2,228,675</b>	<b>2,137,527</b>	<b>125,077</b>	<b>114,260</b>
Comprehensive financial expenses, net	(888,586)	(551,458)	(49,820)	(29,527)
Equity in income (loss) of associates	9,258	16,289	519	872
<b>Profit before income tax</b>	<b>1,349,347</b>	<b>1,602,357</b>	<b>75,776</b>	<b>85,604</b>
Income tax	(330,001)	(419,689)	(18,513)	(22,851)
<b>Net consolidated profit</b>	<b>1,019,345</b>	<b>1,182,668</b>	<b>57,263</b>	<b>62,753</b>
Profit (loss) attributable to:				
<b>Controlling interest</b>	<b>1,006,525</b>	<b>1,172,717</b>	<b>56,543</b>	<b>62,224</b>
<b>Non-controlling interest</b>	<b>12,821</b>	<b>9,951</b>	<b>720</b>	<b>529</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)	
	III Quarter 17	III Quarter 16	III Quarter 17 <sup>(1)</sup>	III Quarter 16 <sup>(2)</sup>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>				
Profit before income tax	1,349,347	1,602,357	75,776	85,604
Depreciation and amortization	941,515	929,512	52,830	49,649
Gain on sale of property, plant and equipment	2,673	(11,154)	151	(594)
Interest income	499,258	567,356	28,015	30,275
Foreign exchange, net	395,182	(18,509)	22,134	(886)
(Increase) Decrease in customers and other accounts receivable	(6,309)	(20,780)	(102)	(2,498)
(Increase) decrease in inventories	560,856	(112,805)	31,466	(6,202)
Increase (decrease) in suppliers and other accounts payable	(1,174,275)	973,892	(65,361)	47,315
Income tax paid	(323,513)	(202,490)	(18,161)	(10,676)
Other operating expenses	(182,808)	90,057	(10,229)	4,756
<b>Cash flows from operating activities</b>	<b>2,061,926</b>	<b>3,797,435</b>	<b>116,520</b>	<b>196,742</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>				
Business acquisitions, net of cash acquired	(1,566,588)	30,314	(87,980)	1,586
Interest received	38,771	21,795	2,176	1,162
Acquisition of intangible assets	(7,899)	(6,402)	(444)	(336)
Acquisition of property, plant and equipment	(600,278)	(1,418,893)	(33,673)	(75,548)
Sale of property, plant and equipment	(2,673)	11,154	(151)	594
<b>Cash flows from investing activities</b>	<b>(2,138,667)</b>	<b>(1,362,032)</b>	<b>(120,072)</b>	<b>(72,542)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>				
Proceeds from loans and debt	19,329	57,022	1,078	3,069
Payments of loans and debt	(206,769)	(200,799)	(11,612)	(10,757)
Interest paid	(265,705)	(290,281)	(14,910)	(15,321)
<b>Cash flows from investing activities</b>	<b>(453,145)</b>	<b>(434,059)</b>	<b>(25,445)</b>	<b>(23,010)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(529,887)</b>	<b>2,001,344</b>	<b>(28,997)</b>	<b>101,191</b>
Exchange gains (losses) in cash and cash equivalents	161,717	388,108	(895)	7,623
Cash and cash equivalents at the beginning of the period	10,466,550	8,592,637	584,812	454,365
<b>Cash and cash equivalents at the end of the period</b>	<b>10,098,380</b>	<b>10,982,089</b>	<b>554,920</b>	<b>563,178</b>

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