

| C U E N T A | - M E S - | | - A Ñ O - | |
|-------------------------------------|---------------|--------|----------------|--------|
| V E N T A S | | | | |
| - VENTA UNIDADES NUEVAS | 15,815,464.19 | 58.82 | 143,839,103.24 | 52.63 |
| - VENTA INTERCAMBIO DE VEHICULOS | 6,596,428.24 | 24.53 | 88,123,790.87 | 32.24 |
| - DESCUENTOS S/VENTAS VEHICULOS | 0.00 | 0.00 | -50,213.28 | -0.02 |
| - VENTA DE PRODUCTOS F&I | 189,528.60 | 0.70 | 847,819.63 | 0.31 |
| - DESCUENTOS S/VENTAS DE F&I | 0.00 | 0.00 | 0.00 | 0.00 |
| - VENTA AUTOS USADOS | 2,459,175.86 | 9.15 | 20,702,437.89 | 7.57 |
| - DESCUENTO S/VTA AUTOS USADOS | 0.00 | 0.00 | 0.00 | 0.00 |
| - VENTA DE ACTIVO FIJO | 0.00 | 0.00 | 0.00 | 0.00 |
| - VENTA DE REFACCIONES Y ACCESOR | 290,109.04 | 1.08 | 2,477,123.47 | 0.91 |
| - DOCTO/VIA REFACCIONES Y ACCESO | 0.00 | 0.00 | 0.00 | 0.00 |
| - VENTA SERVICIO | 1,536,286.23 | 5.71 | 17,386,570.20 | 6.36 |
| - DESCUENTO S/VENTA SERVICIO | 0.00 | 0.00 | 0.00 | 0.00 |
| - VENTA NETA | 26,886,992.16 | 100.00 | 273,326,632.02 | 100.00 |
| C O S T O D E V E N T A S | | | | |
| - COSTO DE VENTA UNIDADES NUEVAS | 14,214,772.50 | 52.87 | 130,205,639.41 | 47.64 |
| - COSTO DE VTS DE UNIDADES INTER | 6,599,053.97 | 24.54 | 88,393,513.40 | 32.34 |
| - COSTO PRODUCTOS F&I | 83,218.00 | 0.31 | 428,479.07 | 0.16 |
| - COSTO AUTOS USADOS | 2,301,967.96 | 8.56 | 18,971,396.92 | 6.94 |
| - COSTO DE VENTA DE ACTIVO FIJO | 0.00 | 0.00 | 0.00 | 0.00 |
| - COSTO DE VENTA REFACCIONES | 181,608.08 | 0.68 | 1,486,643.93 | 0.54 |
| - DESCUENTO SOBRE COMPRA | 0.00 | 0.00 | 0.00 | 0.00 |
| - COSTO SERVICIO | 732,065.19 | 2.72 | 8,763,456.11 | 3.21 |
| - COSTO DE VENTAS | 24,112,685.70 | 89.68 | 248,249,128.84 | 90.83 |
| - U T I L I D A D B R U T A | 2,774,306.46 | 10.32 | 25,077,503.18 | 9.17 |
| G A S T O S | | | | |
| - GASTOS DEPTO VENTA DE AUTOS | 1,256,423.17 | 4.67 | 16,054,201.00 | 5.87 |
| - GASTOS DE VENTA SEMINUEVOS | 35,191.86 | 0.13 | 346,006.62 | 0.13 |
| - GASTOS F&I | 538.33 | 0.00 | 16,776.28 | 0.01 |
| - GTOS DEPARTAMENTO DE ADMINISTR | 403,439.00 | 1.50 | 5,579,668.96 | 2.04 |
| - GASTOS DEPTO DE REFACCIONES | 41,618.33 | 0.15 | 447,042.74 | 0.16 |
| - GASTOS DEPTO DE SERVICIO Y HOJ | 106,810.77 | 0.40 | 2,198,350.96 | 0.80 |
| - GASTOS CORPORATIVO | 239,943.88 | 0.89 | 2,587,323.37 | 0.95 |
| - TOTAL DE GASTOS | 2,083,965.34 | 7.75 | 27,229,369.93 | 9.96 |
| - U T I L I D A D O P E R A T I V A | 690,341.12 | 2.57 | -2,151,866.75 | -0.79 |
| - RECOBROS DE CREDITOS PEDIDOS | 0.00 | 0.00 | 0.00 | 0.00 |
| - OTROS INGRESOS (INTERCIAS) | -96,836.88 | -0.36 | -1,604,003.59 | -0.59 |
| - OTROS INGRESOS | -3,057.52 | -0.01 | -230,412.94 | -0.08 |
| - OTROS INGRESOS TRASLADOS | -8,949.58 | -0.03 | -403,711.25 | -0.15 |
| - INTERESES POR FINANCIAMIENTO | 0.00 | 0.00 | 0.00 | 0.00 |
| - OTROS INTERESES GANADOS | -72.38 | 0.00 | -246.75 | 0.00 |
| - COMISIONES PRODUCTOS F&I | -561,346.58 | -2.09 | -5,066,124.54 | -1.85 |
| - INTERESES PLAN PISO | 219,727.54 | 0.82 | 1,825,876.18 | 0.67 |
| - OTROS INTERESES PAGADOS | 48,550.89 | 0.18 | 268,569.75 | 0.10 |
| - SUBSIDIOS O PARTICIPACIONES | 0.00 | 0.00 | 114,728.53 | 0.04 |
| - INTERESES HIPTECARIOS (INTERCI | 96,836.88 | 0.36 | 1,322,002.72 | 0.48 |
| - OTROS GASTOS | 21,693.32 | 0.08 | 107,728.16 | 0.04 |
| - BONIFICACION GTOS DE COBRANZA | 0.00 | 0.00 | 64,655.16 | 0.02 |
| - COMISIONES | 27,181.13 | 0.10 | 369,408.50 | 0.14 |
| - RESULTADO POR POSICION MANETAR | 0.00 | 0.00 | 0.00 | 0.00 |
| - CORRECCION POR REEXPRESION | 0.00 | 0.00 | 0.00 | 0.00 |
| - UTILIDAD ANTES DE IMPUESTOS | 946,614.30 | 3.52 | 1,079,663.32 | 0.40 |
| - I S R E I A | 105,970.35 | 0.39 | 368,899.35 | 0.13 |
| - PTU | 0.00 | 0.00 | 0.00 | 0.00 |
| - CAJA | 0.00 | 0.00 | 88,266.21 | 0.03 |
| - UTILIDAD NETA | 840,643.95 | 3.13 | 622,497.76 | 0.23 |