

| C U E N T A                         | - M E S -     |        | - A Ñ O -      |        |
|-------------------------------------|---------------|--------|----------------|--------|
| =====                               |               |        |                |        |
| V E N T A S                         |               |        |                |        |
| - VENTA UNIDADES NUEVAS             | 27,960,077.10 | 66.90  | 215,412,148.37 | 62.37  |
| - VENTA INTERCAMBIO DE VEHICULOS    | 6,818,512.42  | 16.31  | 74,094,050.25  | 21.45  |
| - DESCUENTOS S/VENTAS VEHICULOS     | 0.00          | 0.00   | 0.00           | 0.00   |
| - VENTA DE PRODUCTOS F&I            | 318,681.10    | 0.76   | 1,191,922.20   | 0.35   |
| - DESCUENTOS S/VENTAS DE F&I        | 0.00          | 0.00   | -86.21         | 0.00   |
| - VENTA AUTOS USADOS                | 4,348,275.85  | 10.40  | 31,624,703.94  | 9.16   |
| - 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    | 267,989.95    | 0.64   | 3,012,563.98   | 0.87   |
| - DOCTO/VTA REFACCIONES Y ACCESO    | 0.00          | 0.00   | 0.00           | 0.00   |
| - VENTA SERVICIO                    | 2,082,262.77  | 4.98   | 20,042,899.87  | 5.80   |
| - DESCUENTO S/VENTA SERVICIO        | 0.00          | 0.00   | -1,238.98      | 0.00   |
| - VENTA NETA                        | 41,795,799.19 | 100.00 | 345,376,963.42 | 100.00 |
| C O S T O D E V E N T A S           |               |        |                |        |
| - COSTO DE VENTA UNIDADES NUEVAS    | 25,182,844.03 | 60.25  | 194,829,440.50 | 56.41  |
| - COSTO DE VTS DE UNIDADES INTER    | 6,811,041.50  | 16.30  | 73,962,456.46  | 21.41  |
| - COSTO PRODUCTOS F&I               | 101,644.20    | 0.24   | 759,195.19     | 0.22   |
| - COSTO AUTOS USADOS                | 3,815,399.86  | 9.13   | 27,599,239.72  | 7.99   |
| - COSTO DE VENTA DE ACTIVO FIJO     | 0.00          | 0.00   | 0.00           | 0.00   |
| - COSTO DE VENTA REFACCIONES        | 346,178.86    | 0.83   | 2,029,090.60   | 0.59   |
| - DESCUENTO SOBRE COMPRA            | 0.00          | 0.00   | 0.00           | 0.00   |
| - COSTO SERVICIO                    | 935,573.42    | 2.24   | 9,964,201.88   | 2.89   |
| - COSTO DE VENTAS                   | 37,192,681.87 | 88.99  | 309,143,624.35 | 89.51  |
| - U T I L I D A D B R U T A         | 4,603,117.32  | 11.01  | 36,233,339.07  | 10.49  |
| G A S T O S                         |               |        |                |        |
| - GASTOS DEPTO VENTA DE AUTOS       | 2,032,292.60  | 4.86   | 21,508,967.62  | 6.23   |
| - GASTOS DE VENTA SEMINUEVOS        | 351,179.58    | 0.84   | 1,118,173.80   | 0.32   |
| - GASTOS F&I                        | 66,516.83     | 0.16   | 756,695.60     | 0.22   |
| - GASTOS DEPARTAMENTO DE ADMINISTR  | 445,586.62    | 1.07   | 4,724,130.79   | 1.37   |
| - GASTOS DEPTO DE REFACCIONES       | 68,382.54     | 0.16   | 579,690.72     | 0.17   |
| - GASTOS DEPTO DE SERVICIO Y HOJ    | 564,784.75    | 1.35   | 3,770,326.86   | 1.09   |
| - GASTOS CORPORATIVO                | 394,267.03    | 0.94   | 4,219,651.92   | 1.22   |
| - TOTAL DE GASTOS                   | 3,923,009.95  | 9.39   | 36,677,637.31  | 10.62  |
| - U T I L I D A D O P E R A T I V A | 680,107.37    | 1.63   | -444,298.24    | -0.13  |
| - RECOBROS DE CREDITOS PEDIDOS      | 0.00          | 0.00   | 0.00           | 0.00   |
| - OTROS INGRESOS (INTERCIAS)        | -49,872.65    | -0.12  | -538,653.82    | -0.16  |
| - OTROS INGRESOS                    | -51,949.44    | -0.12  | -621,437.39    | -0.18  |
| - OTROS INGRESOS TRASLADOS          | 0.00          | 0.00   | -19,353.18     | -0.01  |
| - INTERESES POR FINANCIAMIENTO      | 0.00          | 0.00   | 0.00           | 0.00   |
| - OTROS INTERESES GANADOS           | -66.03        | 0.00   | -69,322.60     | -0.02  |
| - COMISIONES PRODUCTOS F&I          | -634,960.78   | -1.52  | -7,728,467.79  | -2.24  |
| - INTERESES PLAN PISO               | 217,750.76    | 0.52   | 1,068,049.49   | 0.31   |
| - OTROS INTERESES PAGADOS           | 0.00          | 0.00   | 116,112.87     | 0.03   |
| - SUBSIDIOS O PARTICIPACIONES       | 13,143.32     | 0.03   | 290,780.56     | 0.08   |
| - INTERESES HIPTECARIOS (INTERCI    | 49,494.40     | 0.12   | 602,397.10     | 0.17   |
| - OTROS GASTOS                      | 23,806.64     | 0.06   | -91,490.77     | -0.03  |
| - BONIFICACION GTOS DE COBRANZA     | 0.00          | 0.00   | 0.00           | 0.00   |
| - COMISIONES                        | 35,746.18     | 0.09   | 317,595.31     | 0.09   |
| - 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       | 1,077,014.97  | 2.58   | 6,229,491.98   | 1.80   |
| - I S R E I A                       | 165,861.00    | 0.40   | 1,385,389.00   | 0.40   |
| - PTU                               | 0.00          | 0.00   | 0.00           | 0.00   |
| - CAJA                              | 0.00          | 0.00   | -33,973.57     | -0.01  |
| - UTILIDAD NETA                     | 911,153.97    | 2.18   | 4,878,076.55   | 1.41   |