## **PORCIENTOS INTEGRALES 2**

|  | 2015                      |            | 2016                      |            | 2017                      |            |
|--|---------------------------|------------|---------------------------|------------|---------------------------|------------|
|  | Cantidad (Miles de pesos) | Porcentaje | Cantidad (Miles de pesos) | Porcentaje | Cantidad (Miles de pesos) | Porcentaje |
| VENTAS NETAS                           | \$472,459,832.00          | 99.275     | \$528,571,376.00          | 99.284     | \$569,366,181.00          | 99.320     |
| OTROS INGRESOS                         | \$3,450,729.00            | 0.725      | \$3,812,707.00            | 0.716      | \$3,898,839.00            | 0.680      |
| TOTAL INGRESOS                         | \$475,910,561.00          | 100.000    | \$532,384,083.00          | 100.000    | \$573,265,020.00          | 100.000    |
| COSTO DE VENTA                         | \$373,307,853.00          | 78.441     | \$414,900,193.00          | 77.932     | \$445,569,672.00          | 77.725     |
| UTILIDAD BRUTA                         | \$102,602,708.00          | 21.559     | \$117,483,890.00          | 22.068     | \$127,695,348.00          | 22.275     |
| GASTOS GENERALES                       | \$69,547,364.00           | 14.614     | \$77,833,627.00           | 14.620     | \$83,684,158.00           | 14.598     |
| UTILIDAD ANTES DE OTROS PRODUCTOS      | \$33,055,344.00           | 6.946      | \$39,650,263.00           | 7.448      | \$44,011,190.00           | 7.677      |
| OTROS PRODUCTOS                        | \$755,984.00              | 0.159      | \$578,707.00              | 0.109      | \$861,066.00              | 0.150      |
| OTROS GASTOS                           | \$983,206.00              | 0.207      | \$773,835.00              | 0.145      | \$1,034,717.00            | 0.180      |
| UTILIDAD DE OPERACIÓN                  | \$32,828,122.00           | 6.898      | \$39,455,135.00           | 7.411      | \$43,837,539.00           | 7.647      |
| INGRESOS FINANCIEROS                   | \$1,319,326.00            | 0.277      | \$1,321,139.00            | 0.248      | \$1,385,836.00            | 0.242      |
| GASTOS FINANCIEROS                     | \$1,230,594.00            | 0.259      | \$1,644,004.00            | 0.309      | \$1,933,375.00            | 0.337      |
| UTILIDAD ANTES DE IMPUESTOS            | \$32,828,122.00           | 1.990      | \$39,132,270.00           | 7.350      | \$43,290,000.00           | 7.551      |
| IMPUESTOS A LA UTILIDAD                | \$9,472,686.00            | 4.926      | \$10,622,996.00           | 1.995      | \$10,899,663.00           | 1.901      |
| UTILIDAD DE OPERACIONES CONTINUAS      | \$23,444,168.00           | 0.617      | \$28,509,274.00           | 5.355      | \$32,390,337.00           | 5.650      |
| UTILIDAD NETA DE OPERACIONES CONTINUAS | \$2,934,920.00            | 5.543      | \$4,842,597.00            | 0.910      | \$7,474,618.00            | 1.304      |
| UTILIDAD NETA CONSOLIDADA              | \$26,379,088.00           | 5.543      | \$33,351,871.00           | 6.265      | \$39,864,955.00           | 6.954      |