

- (4) Cost of services per workload unit are expressed in pesos (not millions of pesos).  
(5) Cost of services divided by total revenues, expressed as a percentage.

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[Table of Contents](#)**Cost of Services**

Our cost of services consists primarily of employee, maintenance, safety, security and insurance costs, as well as utilities (a portion of which we recover from our tenants) and other miscellaneous expenses.

**Employee Statutory Profit Sharing**

We are subject to the mandatory employee statutory profit sharing regime established by Mexican federal labor laws ("PTU"). Under this regime, 10% of a company's unconsolidated annual profits, as calculated for tax purposes, must be distributed among employees other than the chief executive officer. We committed, as part of our 2008 personnel reorganization, to pay each of our unionized employees a minimum payment of Ps.14,000 per year for continued service. These amounts are paid and expensed at the end of each year, and are included in our cost of services. In 2011, 2012 and 2013, we calculated our obligations in respect of employee statutory profit sharing amount to be Ps.0.5 million, Ps.1.6 million and Ps.1.9 million, respectively. This amount is included in the Ps.14,000 to be paid to unionized employees, and is recorded as a cost of service.

**Technical Assistance Fee and Government Concession Fee**

Under a technical assistance agreement, ITA provides management and consulting services and transfers technical assistance, technological and industry knowledge, as well as experience to us for a fee. Our results of operations reflect the accrual of the technical assistance fee to ITA under the technical assistance agreement. The technical assistance fee is equal to the greater of U.S.\$2.0 million, adjusted for U.S. inflation, or 5% of our consolidated earnings before comprehensive financing costs, income taxes and depreciation and amortization (calculated prior to deducting the technical assistance fee).

We are subject to the Mexican Federal Duties Law, which requires each of our airports to pay a concession fee to the Mexican government, which is currently equal to 5% of the gross annual revenues (regulated and non-regulated) of each concession holder obtained from the use of public domain assets pursuant to the terms of its concession. The concession fee may vary on an annual basis as determined solely by the Mexican federal congress, and there can be no assurance that this fee may not increase in the future. If the Mexican federal congress increases the concession fee, we are entitled to request an increase in our maximum rates from the Ministry of Communications and Transportation; however, there can be no assurance that the Ministry of Communications and Transportation would honor our request.

**Depreciation and Amortization**

Our depreciation and amortization expenses primarily reflect the amortization of the investments realized in our nine airports under our master development plans. Our current master development plans went into effect as of January 1, 2014 and expire December 31, 2018.

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[Table of Contents](#)**Costs of Construction**

Our costs of construction reflect the cost of improvements to our concessioned assets. In our case, because we hire third parties to provide construction and upgrade services, and we do not recognize a premium on the cost of services, our expenses for those services are equal to our revenues.

**Participation in the Results of Associated Entities**

We own a 50% joint venture interest in Aerostar, which holds a 40 year concession to operate the LMM Airport. We account for our interest in this investment through the equity method. For more information on our joint venture interest and the LMM Airport investment, see "Item 4. Information of the Company—Investment in Luis Muñoz Marín ("LMM") International Airport."

**Taxation**

Our provision for taxes consists of three separate taxes: an income tax (*Impuesto Sobre la Renta*, or "ISR"), a flat rate tax (*Impuesto Empresarial a Tasa Única*, or "IETU") and an asset tax.

Until December 31, 2007, Mexican companies were generally required to pay the greater of their income tax liability (determined at a tax rate of 29% in 2007) or their asset tax liability (determined at a tax rate of 1.25% of the average tax value of virtually all of their assets, less the average tax value of certain liabilities (basically liabilities owed to Mexican residents excluding those with financial institutions or their intermediaries)). As a result of changes in the Mexican tax law which went into effect on January 1, 2008, the favorable asset tax balance may be recovered through rebates over the following ten years of up to 10% each year of the total asset tax carry-forward at December 31, 2007, provided that this amount does not exceed the difference between the income tax paid in the year and the lowest amount of asset tax paid during each of the three previous years. The asset tax carry-forward may be adjusted for changes in the National Consumer Price Index (*Índice Nacional de Precios al Consumidor*, or "NCPI").

On October 1, 2007 the IETU was approved by the Mexican federal government and became effective as of January 1, 2008. This tax, which replaced the asset tax as described above, applied to individuals and companies with a permanent establishment in Mexico. Such individuals and companies were required to pay the greater of the IETU or the income tax. IETU was calculated on a cash flow basis by applying a tax rate of 16.5% in 2008, 17.0% in 2009 and 17.5% thereafter, up until December 31, 2013. This income was determined on a cash flow basis by deducting authorized deductions (excluding wages, social security contributions and paid bank interest) from total income earned from taxable activities. IETU tax credits were deducted according to procedures established in the IETU tax law.

On October 31, 2013, the Mexican Congress approved a tax reform package that was published in the Official Gazette on December 11, 2013 and entered into force on January 1, 2014. The broad-based reforms contained numerous provisions affecting Mexican companies. The changes most significant for the Company are the following:

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- The repeal of the IETU.
- The maintenance of the current 30% corporate income tax rate and the elimination of previously scheduled reductions to the corporate income tax rate of 29% and 28% for 2014 and 2015, respectively.
- The creation of new limits on the deductions for contributions to exempt pension and salary funds, car leases, restaurant bills and social security dues. The reform eliminates the immediate deduction for fixed assets as well.
- Changes to procedures for determining the taxable base for Employee profit sharing, the creation of a new mechanism for determining the opening balance of the Capital Contributions Account ("CUCA") and the After-tax Earnings Account ("CUFIN") and new procedures for recovering Asset Tax.

Aeropuerto de Cancún, S. A. de C. V., Aeropuerto de Oaxaca, S. A. de C. V. and Aeropuerto de Mérida, S. A. de C. V. have paid income tax since 2012. Aeropuerto de Villahermosa, S. A. de C. V. and Aeropuerto de Veracruz, S. A. de C. V. have paid income tax since 2013. We have recognized deferred income tax for these subsidiaries and, based on our financial and tax projections, we have estimated that these subsidiaries will continue paying income tax in the future. Following the repeal of the IETU, we have cancelled the deferred IETU for the following subsidiaries: Aeropuerto de Cozumel, S. A. de C. V., Aeropuerto de Tapachula, S. A. de C. V., Aeropuerto de Veracruz, S. A. de C. V., Aeropuerto de Villahermosa, S. A. de C. V., Servicios Aeroportuarios del Sureste, S. A. de C. V., RH Asur, S. A. de C. V. and Caribbean Logistic, S. A. de C. V.

The Company's overall tax provisions for 2011, 2012 and 2013 are as follows:

	Tax Provisions		
	Year ended December 31,		
	2011	2012	2013
	(millions of pesos)		
Income Tax			
Current Income Tax	548.8	728.3	736.2
Deferred Income Tax	(75.4)	(7.4)	94.3
Cancellation of Income Tax on Dividends	—	13.8	3.7
Total Income Tax	473.4	734.4	834.2
Current IETU Tax	10.7	8	7.9
Deferred IETU Tax	56.8	(244.5)	(404.1) <sup>(1)</sup>
Total IETU Tax	67.5	(236.5)	(396.2)
Current Asset Tax	11.5	11.5	11.5
Total Asset Tax	11.5	11.5	11.5
<b>Total Tax Provision</b>	<b>552.4</b>	<b>509.4</b>	<b>449.5</b>

(1) The deferred IETU tax position was cancelled as of January 1, 2014.

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The determination of which taxes are payable and the appropriate tax rate to use therein for the deferred taxes associated with these tax regimes is determined on an individual airport-by-airport basis since we do not file a consolidated income tax return.

As of January 1, 2014, the VAT tax rate applicable in Mexico was 16% generally (subject to certain extensions), and calculated on a monthly cash flow basis. Companies that engage in the business of selling, rendering services, leasing, importing or exporting goods are subject to VAT.

The VAT effectively paid on purchases of goods and services received can be credited against the VAT effectively collected. In the case that the VAT paid exceeds the VAT collected in a given period, companies may request a rebate of the favorable VAT balance from the tax authorities or offset the VAT favorable balance against other federal taxes or withheld taxes.

#### Effects of Devaluation and Inflation

The following table sets forth, for the periods indicated:

- the percentage that the Mexican peso depreciated or appreciated against the U.S. dollar;
- the Mexican inflation rate;
- the U.S. inflation rate; and
- the percentage that the Mexican gross domestic product, or GDP, changed as compared to the previous period.

	Year ended December 31,		
	2011	2012	2013
Depreciation (appreciation) of the Mexican peso as compared to the U.S. dollar <sup>(1)</sup>	12.9%	(7.0)%	0.9%
Mexican inflation rate <sup>(2)</sup>	3.8%	3.6%	4.0%
U.S. inflation rate <sup>(3)</sup>	3.0%	1.7%	1.5%
Increase in Mexican gross domestic product <sup>(4)</sup>	3.9%	3.8%	1.1%

(1) Based on changes in the rates for calculating foreign exchange liabilities, as reported by Banco de Mexico, the Mexican Central Bank, at the end of each period, which were as follows: Ps.12.9658 per U.S.\$1.00 as of December 31, 2012 and Ps.13.0843 per U.S.\$1.00 as of December 31, 2013.

(2) Based on changes in the Mexican consumer price index from the previous period, as reported by the Banco de Mexico. The Mexican consumer price index at year end was 107.246 in 2012 and 111.508 in 2013.

(3) As reported by the U.S. Department of Labor, Bureau of Statistics.

(4) In real terms, as reported by the Mexican National Statistical, Geographic and Information Institute (INEGI) as of

The general condition of the Mexican economy, changes in the value of the peso as compared to the dollar, inflation and high interest rates have in the past adversely affected, and may in the future adversely affect, our:

- **Passenger charges.** Passenger charges for international passengers are currently denominated in dollars, while passenger charges for domestic passengers are denominated in pesos. Therefore, our passenger charges, which are stated herein in pesos, will be affected by a depreciation or appreciation in the value of the peso as compared as to the dollar.

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- **Contracts with commercial service providers.** Many of our contracts with commercial services providers are denominated in U.S. dollars, but are collected or converted into Mexican pesos at the time of payment. Therefore, a depreciation in the peso as against the dollar results in us collecting more pesos for dollar-denominated contracts than before the depreciation, whereas an appreciation of the peso results in us collecting fewer pesos for dollar-denominated contracts. As a result, if the peso depreciates, and our peso-denominated cost of services does not increase at the same rate as the depreciation of the peso, our commercial revenues increase, whereas an appreciation of the peso or an increase in the peso-denominated cost of our services leads to a decrease in our commercial revenues.
- **Comprehensive financing result.** As required by IFRS, our comprehensive financing reflects gains or losses from foreign exchange, and gains and losses from interest earned or expensed. A portion of our indebtedness is denominated in U.S. dollars. Given that a substantial portion of our revenues are collected or converted into Mexican pesos, a depreciation in the peso as against the dollar would result in us having to spend more pesos for payment of dollar-denominated indebtedness, whereas an appreciation of the peso would result in us spending fewer pesos for dollar-denominated indebtedness payments.
- **Maximum rates in pesos.** Our tariffs for the services we provide to international flights or international passengers are denominated in U.S. dollars, but are generally paid in Mexican pesos based on the average exchange rate for the month prior to each flight. We generally collect passenger charges from airlines 60-115 days following the date of each flight. We intend to charge prices that are as close as possible to the maximum rates that we can charge. Since we are usually only entitled to adjust our specific prices once every six months (or earlier upon a cumulative increase of 5% in the Mexican producer price index, excluding petroleum), a depreciation of the peso as compared to the dollar, particularly late in the year, could cause us to exceed the maximum rates at one or more of our airports, possibly leading to the termination of one of our concessions. In the event that any one of our concessions is terminated, our other concessions may also be terminated. In addition, if the peso appreciates as compared to the dollar we may underestimate the specific prices we can charge for regulated services and be unable to adjust our prices upwards to maximize our regulated revenues.

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### Operating Results by Airport

The following table sets forth our results of operations for the periods indicated.

#### Operating Results

	Year Ended December 31,					
	2011		2012		2013	
	Airport Operating Results	Per Workload Unit <sup>(1)</sup>	Airport Operating Results	Per Workload Unit <sup>(1)</sup>	Airport Operating Results	Per Workload Unit <sup>(1)</sup>
	(millions of pesos)	(pesos)	(millions of pesos)	(pesos)	(millions of pesos)	(pesos)
<b>Cancún<sup>(2)</sup>:</b>						
Revenues before solidarity agreement:						
Aeronautical services	1,857.7	139.7	2,141.4	144.7	2,331.9	143.1
Non-aeronautical services	1,201.4	90.3	1,434.9	97.0	1,594.6	97.8
Construction services	271.8	20.4	351.4	23.7	241.6	14.8
Total revenues before solidarity agreement	3,330.9	250.4	3,927.7	265.4	4,168.1	255.7
Expenses before solidarity agreement	(1,573.7)	(118.3)	(1,782.4)	(120.4)	(1,734.6)	(106.4)
Net operating income before solidarity agreement	1,757.2	132.1	2,145.3	145.0	2,433.5	149.3
Solidarity agreement revenues	—	—	—	—	—	—
Solidarity agreement expenses	(185.6)	(14.0)	(271.8)	(18.4)	(349.0)	(21.4)
<b>Net operating income after solidarity agreement</b>	<b>1,571.6</b>	<b>118.2</b>	<b>1,873.5</b>	<b>126.6</b>	<b>2,084.5</b>	<b>127.9</b>
<b>Mérida:</b>						
Revenues before solidarity agreement:						
Aeronautical services	177.2	126.6	184.5	131.8	192.7	128.5
Non-aeronautical services	47.9	34.2	53.3	38.1	58.7	39.1
Construction services	91.0	65.0	31.1	22.2	1.6	1.1
Total revenues before solidarity agreement	316.1	225.8	268.9	192.1	253.0	168.7
Expenses before solidarity agreement	(237.1)	(169.4)	(190.9)	(136.4)	(168.8)	(112.5)
Net operating income before solidarity agreement	79.0	56.4	78.0	55.7	84.2	56.2
Solidarity agreement revenues	—	—	—	—	—	—
Solidarity agreement expenses	(10.3)	(7.3)	(14.1)	(10.1)	(12.6)	(8.4)
<b>Net operating income after solidarity agreement</b>	<b>68.7</b>	<b>49.1</b>	<b>63.9</b>	<b>45.6</b>	<b>71.6</b>	<b>47.8</b>

<b>Villahermosa:</b>						
Revenues before solidarity agreement:						
Aeronautical services	103.8	115.3	122.4	122.4	127.1	115.5
Non-aeronautical services	33.9	37.7	36.7	36.7	39.5	35.9
Construction services	49.8	55.3	37.9	37.9	9.8	8.9
Total revenues before solidarity agreement	187.5	208.3	197.0	197.0	176.4	160.3
Expenses before solidarity agreement	(140.0)	(155.6)	(134.6)	(134.6)	(112.4)	(102.2)
Net operating income before solidarity agreement	47.5	52.7	62.4	62.4	64.0	58.1
Solidarity agreement revenues	—	—	—	—	—	—
Solidarity agreement expenses	(6.6)	(7.3)	(9.1)	(9.1)	(13.0)	(11.8)
<b>Net operating income after solidarity agreement</b>	<b>40.9</b>	<b>45.4</b>	<b>53.3</b>	<b>53.3</b>	<b>51.0</b>	<b>46.3</b>

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<b>Other Airports:<sup>(4)</sup></b>						
Revenues before solidarity agreement:						
Aeronautical services	359.6	143.8	400.8	148.4	425.1	154.6
Non-aeronautical services	77.8	31.2	82.7	30.7	90.0	32.7
Construction services	301.4	120.6	242.8	89.9	333.7	121.4
Total revenues before solidarity agreement	738.8	295.6	726.3	269.0	848.8	308.7
Expenses before solidarity agreement	(650.2)	(260.1)	(621.0)	(230.0)	(724.3)	(263.4)
Net operating income (loss) before solidarity agreement	88.6	35.5	105.3	39.0	124.5	45.3
Solidarity agreement revenues	119.4	47.8	107.0	39.6	160.5	58.4
Solidarity agreement expenses	(26.7)	(10.7)	(14.6)	(5.4)	(13.6)	(4.9)
<b>Net operating (loss) income after solidarity agreement</b>	<b>181.3</b>	<b>72.5</b>	<b>197.7</b>	<b>73.2</b>	<b>271.7</b>	<b>98.8</b>

<b>Holding &amp; Service Companies<sup>(5)</sup>:</b>						
Revenues before solidarity agreement:						
Other <sup>(3)</sup>	740.8	N/A	801.5	N/A	874.6	N/A
Total revenues before solidarity agreement	740.8	N/A	801.5	N/A	874.6	N/A
Expenses before solidarity agreement	(618.7)	N/A	(662.7)	N/A	(709.5)	N/A
Net operating income before solidarity agreement	122.1	N/A	138.8	N/A	165.1	N/A
Solidarity agreement revenues	229.3	N/A	309.8	N/A	388.2	N/A
Solidarity agreement expenses	(119.4)	N/A	(107.0)	N/A	(160.5)	N/A
<b>Net operating income after solidarity agreement</b>	<b>232.0</b>	<b>N/A</b>	<b>341.6</b>	<b>N/A</b>	<b>392.4</b>	<b>N/A</b>

<b>Consolidation Adjustment<sup>(6)</sup>:</b>						
Total Revenues	(1,089.5)	N/A	(1,218.3)	N/A	(1,423.3)	N/A
Expenses	1,089.5	N/A	1,218.3	N/A	1,423.3	N/A

<b>Total:</b>						
Revenues:						
Aeronautical services	2,498.3	138.0	2,849.1	143.9	3,076.7	142.1
Non-aeronautical services	1,361.0	75.2	1,607.6	81.2	1,782.8	82.3
Construction services	714.0	39.4	663.2	33.5	586.6	27.1
Total revenues	4,573.3	252.7	5,119.9	258.6	5,446.1	251.5
Expenses	(2,480.5)	(136.9)	(2,589.9)	(130.8)	(2,574.9)	(118.9)
<b>Net operating income</b>	<b>2,092.8</b>	<b>115.8</b>	<b>2,530.0</b>	<b>127.8</b>	<b>2,871.2</b>	<b>132.6</b>

- (1) Under the regulation applicable to our aeronautical revenues, a workload unit is equivalent to one terminal passenger or 100 kilograms (220 pounds) of cargo.
- (2) Reflects the results of operations of our Cancún airport and two Cancún airport services subsidiaries on a consolidated basis.
- (3) Reflects revenues under intercompany agreements (other than the solidarity agreement) which are eliminated in the consolidation adjustment.
- (4) Reflects the results of operations of our airports located in Veracruz, Minatitlán, Oaxaca, Huatulco, Tapachula and Cozumel.
- (5) Reflects the results of operations of our parent holding company and our services subsidiaries. Because none of these entities hold the concessions for our airports, we do not report workload unit data for these entities.
- (6) The consolidation adjustment affects our consolidated net income by eliminating both revenues and expenses from intercompany transactions from all segments. The consolidation adjustment does not affect net income.

We and our subsidiaries have entered into intercompany agreements that affect the revenues, operating costs and income at our individual subsidiaries but not on a consolidated

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basis. Under the intercompany agreements, our holding company Grupo Aeroportuario del Sureste, S.A.B. de C.V., or GAS, and our administrative services companies provide certain services and guarantees to the airport operating subsidiaries (which

may include payments to certain of our airport operating subsidiaries), in exchange for which the airport operating subsidiaries make payments to GAS and the service companies. One of these agreements is the "Solidarity Agreement," pursuant to which each of our subsidiaries pays a fee to our parent company, in exchange for which the parent company guarantees the ongoing viability of that subsidiary's concession, including, in the case of certain subsidiaries, by making payments to those subsidiaries to ensure that they have the resources to comply with their master development plans and other regulatory obligations. The intercompany agreements also include agreements to provide other routine services, including negotiating regulated tariffs and interfacing with regulators, leasing of commercial real estate, trademark license royalties, marketing services and employee costs. The costs of these services and guarantees, including the Solidarity Agreement, are actual costs that are charged to individual airports. In the presentation of our consolidated results, the revenues and expenses generated by these transactions are eliminated because they are intercompany transactions.

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**Summary Historical Results of Operations**

The following table sets forth our consolidated results of operations for the periods indicated.

**Consolidated Operating Results**

	Year Ended December 31,		
	2011	2012	2013
	(thousands of pesos)		
<b>Revenues:</b>			
Aeronautical services	Ps. 2,498,344	Ps. 2,849,136	Ps. 3,076,737
Non-aeronautical services	1,360,938	1,607,585	1,782,753
Construction services	714,024	663,170	586,596
Total revenues	4,573,306	5,119,891	5,446,086
<b>Operating Expenses:</b>			
Cost of services	(906,929)	(984,495)	(995,157)
General and administrative expenses	(168,063)	(181,644)	(178,560)
Costs of construction	(714,024)	(663,170)	(586,596)
Technical assistance fee <sup>(1)</sup>	(130,381)	(154,383)	(173,259)
Government concession fee <sup>(2)</sup>	(178,342)	(204,735)	(223,132)
Depreciation and amortization	(382,740)	(401,545)	(418,273)
Total operating expenses	(2,480,479)	(2,589,972)	(2,574,977)
Net operating income	2,092,827	2,529,919	2,871,109
<b>Comprehensive Financing Result:</b>			
Interest income, net	27,307	69,712	59,752
Exchange gains (losses), net	20,724	(15,535)	(41,111)
Gain (loss) from valuation effects on derivative instruments	2,661	601	0
Net comprehensive financing income result	50,692	54,778	18,641
Participation in the results of associated entities <sup>(5)</sup>	—	—	(143,452)
Income before taxes	2,143,519	2,584,697	2,746,298
Provisions for taxes	(552,385)	(509,369)	(449,425)
Net income	1,591,134	2,075,328	2,296,873
<b>Other Operating Data (Unaudited):</b>			
Operating margin <sup>(3)</sup>	45.8%	49.4%	52.7%
Net margin <sup>(4)</sup>	34.8%	40.5%	42.2%

(1) We are required to pay ITA a technical assistance fee based on the technical assistance agreement. This fee is described in "Item 5. Operating and Financial Review and Prospects—Operating Costs –Technical Assistance Fee and Government Concession Fee".

(2) Each of our subsidiary concession holders is required to pay a concession fee to the Mexican government under the Mexican Federal Duties Law. The concession fee is currently 5% of each concession holder's gross annual regulated revenues from the use of public domain assets pursuant to the terms of its concession. This fee is described in "Item 5. Operating and Financial Review and Prospects—Operating Costs –Technical Assistance Fee and Government Concession Fee".

(3) Operating income divided by total revenues, expressed as a percentage.

(4) Net income divided by total revenues, expressed as a percentage.

(5) Reflects our equity participation in the net income (loss) of Aerostar, the operator of LMM Airport.

**Results of operations for the year ended December 31, 2013 compared to the year ended December 31, 2012**

**Revenues**

Total consolidated revenues for 2013 were Ps.5,446.1 million, 6.4% higher than the Ps.5,119.9 million recorded in 2012. The increase in total revenues resulted from increases in aeronautical revenues of 8.0% and increases in non-aeronautical revenues of 10.9%, primarily

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resulting from a 10.1% increase in passenger traffic. Total revenues per workload unit decreased 2.7% from Ps.258.6 in 2012 to Ps.251.5 in 2013 due mainly to the 11.5% decrease in revenues from construction services, which are based on capital improvements to concessioned assets and are not directly related to passenger traffic, and therefore workload units, in a given year.

Our consolidated revenues from aeronautical services, net of rebates, increased 8.0% to Ps.3,076.7 million in 2013 from Ps.2,849.1 million in 2012, due primarily to a 10.0% increase in passenger traffic. Revenues from passenger charges increased 6.5% to Ps. 2,429.9 million in 2013 (79.0% of our aeronautical revenues during the period) from Ps.2,280.9 million in 2012 (80.1% of our aeronautical revenues during the period), reflecting the increase in passenger traffic and the annual increase in our regulated rates. Aeronautical revenues per workload unit decreased 1.0% from Ps.143.9 in 2012 to Ps.142.4 in 2013.

Revenues from non-aeronautical services increased 10.9% to Ps. 1,782.8 million in 2013 from Ps.1,607.5 million in 2012. The primary factors influencing the change in non-aeronautical revenue from 2012 to 2013 were an increase in commercial revenues because of improved contractual terms for certain commercial agreements in place and higher passenger traffic during 2013. These factors led to a 10.1% increase in revenues from retail stores, a 10.3% increase in revenues from



duty-free shops, and a 13.0% increase in other income, which consisted principally of revenue from tourism services and hotel reservation providers. Increases of 8.6% of revenues from car rental companies, 10.6% in revenues from banking and currency exchange services, 12.0% in revenues from food and beverages, 13.6% in advertising revenues, 4.3% in parking lot revenues, 20.7% in revenues from ground transportation and 27.7% in teleservices revenues also contributed to the increase in revenues from non-aeronautical services. Non-aeronautical revenue per workload unit increased 1.4%, from Ps.81.2 per workload unit in 2012 to Ps.82.3 per workload unit in 2013.

Revenues from construction services decreased 11.6% to Ps.586.6 million in 2013 from Ps.663.2 million in 2012 because of a lower level of capital expenditures carried out at our Mexican airports.

Our revenues from regulated sources in 2013 were Ps.3,229.4 million, a 8.2% increase compared to Ps.2,983.4 million in 2012, mainly due to the increase in total passenger traffic and the annual increase in our regulated rates. During 2013, Ps.1,630.1 million of our revenues was derived from non-regulated sources, a 10.6% increase from the Ps.1,473.3 million of revenues derived from non-regulated sources in 2012. This increase was primarily due to the 10.7% increase in commercial revenues described above, from Ps.1,414.6 million in 2012 to Ps.1,566.6 million in 2013.

#### *Revenues by Airport*

Aeronautical revenues increased by 8.9% from Ps.2,141.4 million in 2012 to Ps.2,331.9 million in 2013 at the Cancún Airport, mainly due to the increase of 10.4% in passenger traffic at that airport. Non-aeronautical revenues increased at Cancún Airport by 11.1% from Ps.1,434.9 million in 2012 to Ps.1,594.6 million in 2013, due principally to the increase in commercial revenues because of improved contractual terms for certain commercial agreements in place. Construction services revenues at the Cancún Airport decreased to Ps. 241.6 million in 2013

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from Ps.351.4 million in 2012. Total revenues increased by 6.1% from Ps.3,927.7 million in 2012 to Ps.4,168.1 million in 2013 at the Cancún Airport, largely due to the increase in passenger traffic and improved contractual terms for certain commercial agreements in place. Revenues per workload unit at the Cancún Airport decreased by 3.7% from Ps.265.4 in 2012 to Ps.255.7 in 2013, primarily because of the 31.2% decrease in revenues from construction services, as mentioned above.

Aeronautical revenues increased by 4.4% from Ps.184.5 million in 2012 to Ps.192.7 million in 2013 at the Mérida Airport, due to a 6.7% increase in passenger traffic at that airport. Non-aeronautical revenues increased at Mérida Airport by 10.1% from Ps.53.3 million in 2012 to Ps.58.7 million in 2013, due principally to the increase of 11.8% in commercial revenues. Revenues overall decreased by 5.9% from Ps.268.9 million in 2012 to Ps.253.0 million in 2013 at the Mérida Airport, due to a 94.9% decrease in revenues from construction services. Revenues per workload unit at the Mérida Airport decreased by 12.2% from Ps.192.1 in 2012 to Ps.168.7 in 2013, principally due to the decrease in construction services revenues.

Aeronautical revenues increased by 3.8% from Ps.122.4 million in 2012 to Ps.127.1 million in 2013 at the Villahermosa Airport, due to the increase of 6.7% in passenger traffic at that airport. Non-aeronautical revenues increased at Villahermosa Airport by 7.6% from Ps.36.7 million in 2012 to Ps.39.5 million in 2013, due principally to the increase of 9.8% in commercial revenues. Construction services revenues decreased from Ps.37.9 million in 2012 to Ps.9.8 million in 2013. Revenues decreased by 10.5% from Ps.197.0 million in 2012 to Ps.176.4 million in 2013 at the Villahermosa Airport, largely due to a decrease in construction services. Revenues per workload unit at the Villahermosa Airport decreased by 18.6% from Ps.197.0 in 2012 to Ps.160.3 in 2013 primarily due to a decrease in construction services revenues.

Aeronautical revenues at our other six airports increased by 6.1% from Ps.400.8 million in 2012 to Ps.425.1 million in 2013, due to the increase of 7.6% in passenger traffic at those airports. Non-aeronautical revenues increased by 8.6% from Ps.82.9 million in 2012 to Ps.90.0 million in 2013, due to new retail outlets opening in Veracruz and an increase in passenger traffic at Veracruz and Minatitlán airports. Construction services revenues increased to Ps.333.7 million in 2013 from Ps.242.8 million in 2012, due to the expansion of a platform in the Veracruz Airport and the rehabilitation of roads and runway repairs in several airports. Revenues increased by 21.1% from Ps.833.4 million in 2012 to Ps.1,009.3 million in 2013 at the other six airports, due to the increase in revenues from construction services as well as an increase of Ps.53.5 million in revenues from our solidarity agreement. The revenues from our solidarity agreement are intercompany revenues and are therefore eliminated in consolidation. Revenues per workload unit at our other six airports increased by 19.0% from Ps.308.6 in 2012 to Ps.367.1 million in 2013 principally due to the increase in revenues from construction services and the solidarity agreement.

Revenues from our parent holding company and our administrative services companies increased by 13.6% from Ps.1,111.3 million in 2012 to Ps.1,262.8 million in 2013, due to the increase in payments by our operating subsidiaries under intercompany agreements related to administrative services. These revenues are intercompany and are therefore eliminated in consolidation.

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#### ***Operating Expenses***

Total operating expenses were Ps.2,574.9 million in 2013, a 0.6% decrease from the Ps.2,589.9 million recorded in 2012, primarily as a result of a 11.6% decrease in the cost of construction, a 1.7% decrease in general and administrative expenses, a 9.0% increase in government concession fees and a 4.2% increase in depreciation and amortization. The decrease was partially offset by a 12.2% increase in technical assistance fees and a 1.0% increase in cost of services. As a percentage of total revenues, operating expenses represented 47.3% of total revenues in 2013 as compared to 50.6% of total revenues in 2012. Operating costs per workload unit decreased 9.1%, from Ps.130.8 per workload unit in 2012 to Ps.118.9 per workload unit in 2013, primarily because of the economies of scale we enjoy in our operating expenses.

Cost of services increased 1.1% to Ps.995.2 million in 2013 from Ps.984.5 million in 2012. The increase was principally due to higher energy costs, security and maintenance costs, and professional fees to third parties in connection with ASUR's participation in the bidding for the LMM Airport. Our cost of services per workload unit decreased 7.3% from Ps.49.6 in 2012 to Ps.46.0 in 2013 because of the 9.0% increase in workload units and because many of our service costs (such as energy and security) are not directly correlated with the number of workload units.

General and administrative expenses decreased 1.7% to Ps.178.6 million in 2013 from Ps.181.6 million in 2012. This decrease was primarily attributable to lower professional fees paid to third parties and lower travel expenses in connection with the bidding process for the LMM Airport.

Technical assistance fees increased by 12.2% to Ps.173.3 million in 2013 from Ps.154.4 million in 2012, and government concession fees increased by 9.0% to Ps.223.1 million in 2013 from Ps.204.7 million in 2012. The technical assistance fees

increased in 2013 due to the corresponding increase in our consolidated earnings before comprehensive financing costs, income taxes and depreciation and amortization, which is the basis used to determine the technical assistance fee. The increase in government concession fees was primarily the result of an increase in regulated revenues, which is the basis for the calculation of the concession fee.

Construction costs were Ps.586.6 million in 2013 and Ps.663.2 million in 2012. Because we hired a third party to provide all of our construction and upgrade services, our revenues relating to construction or upgrade services are equal to our expenses for those services.

Depreciation and amortization costs increased by 4.2% to Ps.418.3 million in 2013 from Ps.401.5 million in 2012. This increase was principally due to the depreciation of new investments in fixed assets and improvements made to concessioned assets.

#### *Operating Expenses by Airport*

Operating expenses for Cancún Airport were Ps. 2,083.5 million in 2013, a 1.4% increase from the Ps.2,054.2 million recorded in 2012, primarily as a result of increases in cost of sales, construction costs and technical assistance fees. Operating expenses per workload unit for Cancún Airport were Ps.127.8 in 2013, a 7.9% decrease from the Ps.138.8 recorded in 2012.

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Operating expenses for Mérida Airport were Ps.181.4 million in 2013, a 11.5% decrease from the Ps. 205.0 million recorded in 2012, principally as a result of a decrease in construction costs. Operating expenses per workload unit for Mérida Airport were Ps. 120.9 in 2013, a 17.4% decrease from the Ps.146.4 recorded in 2012.

Operating expenses for Villahermosa Airport were Ps.125.4 million in 2013, a 12.7% decrease from the Ps.143.7 million recorded in 2012, primarily as a result of a decrease in construction costs. Operating expenses per workload unit for Villahermosa Airport were Ps. 114.0 in 2013, a 20.7% decrease from the Ps.143.7 recorded in 2012.

Operating expenses for our six other airports were Ps.737.9 million in 2013, a 16.1% increase from the Ps.635.6 million recorded in 2012, principally as a result of an increase in construction costs and an increase in expenses related to our solidarity agreement. Operating expenses per workload unit for our other six airports were Ps.268.4 in 2013, a 14.0% increase from the Ps.235.4 recorded in 2012.

Operating expenses for our parent holding company and our administrative services companies were Ps.870.0 million in 2013, a 13.0% increase from the Ps.769.7 million recorded in 2012, principally due to the increase in solidarity agreement expenses. The expenses from our solidarity agreement are intercompany and are therefore eliminated in consolidation.

#### *Operating Income*

Operating income increased 13.5% to Ps.2,871.1 million in 2013 from Ps.2,529.9 million in 2012. This increase in operating income was primarily a result of the 8.0% increase in aeronautical revenues and 10.9% increase in non-aeronautical revenues due to higher passenger traffic and an increase in commercial revenues due to improved terms of commercial agreements.

#### *Operating Income by Airport*

Operating income for Cancún Airport increased by 11.3% to Ps.2,084.5 million in 2013 from Ps.1,873.5 million in 2012, primarily because of the 8.9% increase in aeronautical revenues and 11.1% increase in non-aeronautical revenues due to higher passenger traffic. Operating income per workload unit at Cancún Airport increased 1.0% from Ps.126.6 in 2012 to Ps.127.9 in 2013.

Operating income for Mérida Airport increased by 12.1% to Ps.71.6 million in 2013 from Ps.63.9 million in 2012 mainly because of the 94.9% decrease in the revenues of construction services. Operating income per workload unit at Mérida Airport increased 4.8% from Ps.45.6 in 2012 to Ps.47.8 in 2013.

Operating income for Villahermosa Airport decreased by 4.3% to Ps.51.0 million in 2013 from Ps.53.3 million in 2012 primarily because of the 74.2% decrease in revenues from construction services and the 42.9% increase in solidarity agreement expenses. Operating income per workload unit at Villahermosa Airport decreased 13.1% from Ps.53.3 in 2012 to Ps.46.3 in 2013.

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Operating income for our six other airports increased by 37.3% to Ps.271.4 million in 2013 from Ps.197.7 million in 2012 principally because of the 6.1% increase in aeronautical revenues and the 8.8% increase in non-aeronautical revenues due to higher passenger traffic. The income generated by our solidarity agreement is intercompany income and is therefore eliminated in consolidation. Operating income per workload unit at the other six airports increased 35.0% from Ps.73.2 in 2012 to Ps.98.8 in 2013.

Operating income for our parent holding company and our administrative services companies increased by 15.0% to Ps.392.8 million in 2013 from Ps.341.6 million in 2012 primarily because of the increase in payments by our operating subsidiaries under intercompany agreements.

#### *Comprehensive Financing Result*

Our net comprehensive financing result decreased by 66.0% to income of Ps.18.6 million in 2013 as compared to income of Ps.54.8 million in 2012, primarily due to a decrease in interest income of 14.3%, from Ps.69.7 million in 2012 to Ps.59.8 million in 2013, and an increase in the exchange rate loss of 64.6%, from Ps.15.5 million in 2012 to Ps.41.1 million in 2013. The increase in exchange rate loss is due to the 0.9% depreciation of the Mexican peso against the U.S. dollar during the period and an increase in the principal amount of our U.S. dollar-denominated debt related to the U.S.\$215.0 million credit facilities that we incurred in February 2013.

#### *Taxes*

In 2013, our current income tax provision increased 1.1%, from Ps.728.3 million in 2012 to Ps.736.1 million in 2013 primarily due to higher net income before taxes caused by certain of our subsidiaries, including the Veracruz Airport and Caribbean Logistics subsidiaries, and an increase of taxable basis, mainly in our Cancún airport subsidiary. This increase in

the current tax provision was partially offset by the net favorable impact related to the Cancún Airport's participation in the tax amnesty program. While we paid Ps.128.3 million to settle our tax dispute related to the tax amortization period of our airport concession, we also amended our tax returns for 2012 and 2011 to reflect the revised amortization period. This resulted in a favorable impact of Ps.152.5 million. In addition, due to the participation of our Cancún airport subsidiary in the tax amnesty program, we adjusted the remaining tax basis of our Cancún airport concession which resulted in a tax benefit of Ps.175.5 million. Our deferred income tax provision moved from a credit of Ps.7.4 million in 2012 to a deferred income tax expense of Ps.94.3 million in 2013 primarily due to the impact of the Mexican federal tax reform. As a result of the change in income tax rates for 2014 and beyond, we readjusted our deferred tax balances to the higher tax rate, resulting in a charge of Ps.122.7 million. Further, due to the repeal of the IETU, we recorded deferred taxes on an income tax basis for certain subsidiaries which had been subject to IETU, resulting in an additional charge of Ps.128.4 million.

Our current IETU tax provision decreased 1.4% in 2013, from Ps.8.0 million in 2012 to Ps.7.9 million in 2013 because of a lower taxable base for those airports subject to such tax through December 31, 2013. Our deferred IETU credit increased from Ps.(244.5) million in

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2012 to Ps.(404.1) million in 2013 due to the cancellation of the remaining net deferred IETU tax liability resulting from the repeal of the IETU, resulting in a benefit of Ps.159.1 million.

Our asset tax provision was the same in 2013 as in 2012 at Ps.11.5 million. The Company submitted a request to the Mexican Ministry of Finance to receive an opinion on whether we can retain the right to recover part of the asset tax that was paid in prior years. As of April 2010, the Ministry of Finance had refused to issue such an opinion to us. We are currently appealing this decision in Mexican federal court.

Our overall effective tax rate in 2013 decreased from 19.7% to 16.4%, primarily as a result of the changes in Mexican tax law discussed above.

**Net Income**

Net income increased 10.7% to Ps.2,296.9 million in 2013 from Ps.2,075.3 million in 2012. This was mainly the result of the 8.0% increase in aeronautical revenues and the 10.9% increase in non-aeronautical revenues, which offset the 0.6% decrease in operating expenses.

**Results of operations for the year ended December 31, 2012 compared to the year ended December 31, 2011**

**Revenues**

Total consolidated revenues for 2012 were Ps.5,119.9 million, 12.0% higher than the Ps.4,573.3 million recorded in 2011. The increase in total revenues resulted from increases in non-aeronautical revenues and passenger traffic. Total revenues per workload unit increased 2.3% from Ps.252.7 in 2011 to Ps.258.6 in 2012 due mainly to the 15.8% and the 5.2% increase in domestic passengers and international passengers, respectively.

Our consolidated revenues from aeronautical services, net of rebates, increased 14.0% to Ps.2,849.1 million in 2012 from Ps.2,498.3 million in 2011, due primarily to the increase of 9.7% in passenger traffic. Revenues from passenger charges increased 15.5% to Ps.2,280.9 million in 2012 (80.1% of our aeronautical revenues during the period) from Ps.1,974.7 million in 2011 (79.0% of our aeronautical revenues during the period), reflecting the increase in passenger traffic and the annual increase in our regulated rates. Aeronautical revenues per workload unit increased 4.3% from Ps.138.0 in 2011 to Ps.143.9 in 2012, principally because of the annual increase in our regulated rates and a decrease in passenger traffic.

Revenues from non-aeronautical services increased 18.1% to Ps.1,607.5 million in 2012 from Ps.1,361.1 million in 2011. The primary factors influencing the change in non-aeronautical revenue from 2011 to 2012 were an increase in commercial revenues because of improved contractual terms for certain commercial agreements in place and higher passenger traffic during 2012. These factors led to a 20.7% increase in revenues from retail stores, a 19.6% increase in revenues from duty-free shops, and a 20.4% increase in other income, which consisted principally of revenue from tourism services and hotel reservations providers. Increases of 10.0% of revenues from car rental companies, 15.7% in revenues from banking and currency exchange services, 17.8% from food and beverage revenues, 38.8% in advertising revenues,

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5.2% in parking lot revenues, 12.0% in revenues from ground transportation, and 2.2% in teleservices revenues also contributed to the increase in revenues from non-aeronautical services. Non-aeronautical revenue per workload unit increased 7.9%, from Ps.75.2 per workload unit in 2011 to Ps.83.7 per workload unit in 2012, primarily because the increase in commercial revenues was greater than the increase in the number of workload units in a year.

Revenues from construction services decreased 7.1% to Ps.663.2 million in 2012 from Ps.714.0 million in 2011.

Our revenues from regulated sources in 2012 were Ps.2,983.4 million, a 14.0% increase compared to Ps.2,616.4 million in 2011, mainly due to the increase in total passenger traffic and the annual increase in our regulated rates. During 2012, Ps.1,473.3 million of our revenues was derived from non-regulated sources, an 18.5% increase from the Ps.1,242.9 million of revenues derived from non-regulated sources in 2011. This increase was primarily due to the 19.1% increase in commercial revenues described above, from Ps.1,187.5 million in 2011 to Ps.1,414.6 million in 2012.

**Revenues by Airport**

Aeronautical revenues increased by 15.3% from Ps.1,857.7 million in 2011 to Ps.2,141.4 million in 2012 at the Cancún Airport, mainly due to the increase of 11.1% in passenger traffic. Non-aeronautical revenues increased at Cancún Airport by 19.4% from Ps.1,201.4 million in 2011 to Ps.1,434.9 million in 2012, due principally to the increase in commercial revenues because of improved contractual terms for certain commercial agreements in place. Construction services revenues increased to Ps.351.4 million in 2012 from Ps.271.8 million in 2011. Total revenues increased by 17.9% from Ps.3,330.9 million in 2011 to Ps.3,927.7 million in 2012 at the Cancún Airport, largely due to the increase in passenger traffic and improved contractual terms for certain commercial agreements in place. Revenues per workload unit at the Cancún Airport increased by 6.0% from Ps.250.4 in 2011 to Ps.265.4 in 2012, primarily because the increase in total revenues was greater than the increase in the number of workload units.

Aeronautical revenues increased by 4.1% from Ps.177.2 million in 2011 to Ps.184.5 million in 2012 at the Mérida Airport, due to the 0.7 % increase in passenger traffic. Non-aeronautical revenues increased at Mérida Airport by 11.3% from Ps.47.9 million in 2011 to Ps.53.3 million in 2012, due principally to the increase of 14.0% in commercial revenues.



Revenues overall decreased by 14.9% from Ps.316.1 million in 2011 to Ps.268.9 million in 2012 at the Mérida Airport, due to the 65.8% decrease in revenues from construction services. Revenues per workload unit at the Mérida Airport decreased by 14.9% from Ps.225.8 in 2011 to Ps.192.1 in 2012, principally due to a decrease in construction services.

Aeronautical revenues increased by 17.9% from Ps.103.8 million in 2011 to Ps.122.4 million in 2012 at the Villahermosa Airport, due to the increase of 12.8% in passenger traffic. Non-aeronautical revenues increased at Villahermosa Airport by 8.3% from Ps.33.9 million in 2011 to Ps.36.7 million in 2012, due principally to the increase of 9.8% in commercial revenues. Construction services revenues decreased from Ps.49.8 million in 2011 to Ps.37.9 million in 2012. Revenues increased by 5.1% from Ps.187.5 million in 2011 to Ps.197.0 million in 2012 at the Villahermosa Airport, largely due to an increase in commercial revenues. Revenues per

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workload unit at the Villahermosa Airport decreased by 5.4% from Ps.208.3 in 2011 to Ps.197.0 in 2012 primarily due to a decrease in construction services.

Aeronautical revenues at our other six airports increased by 11.5% from Ps.359.6 million in 2011 to Ps.400.8 million in 2012, due to the increase of 6.1% in passenger traffic. Non-aeronautical revenues increased by 6.6% from Ps.82.7 million in 2011 to Ps.82.9 million in 2012, due principally to the increase in passenger traffic in the Veracruz, Oaxaca and Cozumel Airports. Construction services revenues decreased to Ps.242.8 million in 2012 from Ps.301.4 million in 2011. Revenues decreased by 2.9% from Ps.858.5 million in 2011 to Ps.833.4 million in 2012 at the other six airports, due to the decrease in revenues from construction services as well as a decrease of Ps.12.4 million in revenues from our solidarity agreement. The revenues from our solidarity agreement are intercompany revenues and are therefore eliminated in consolidation. Revenues per workload unit at our other six airports decreased by 10.1% from Ps.343.4 in 2011 to Ps.308.6 in 2012 principally due to the decrease in revenues from construction services and the solidarity agreement.

Revenues from our parent holding company and our administrative services companies increased 14.6% from Ps.969.8 million in 2011 to Ps.1,111.3 million in 2012, due to the increase in payments by our operating subsidiaries under intercompany agreements related to administrative services. These revenues are intercompany and are therefore eliminated in consolidation.

#### **Operating Expenses**

Total operating expenses were Ps.2,589.9 million in 2012, a 4.4% increase from the Ps.2,480.5 million recorded in 2011, primarily as a result of a 8.1% increase in general and administrative expenses, a 18.4% increase in technical assistance fees, a 14.8% increase in government concession fees and a 4.9% increase in depreciation and amortization. The increase was partially offset by a 7.1% decrease in costs of construction. As a percentage of total revenues, operating expenses represented 50.6% of total revenues in 2012 from 54.2% of total revenues in 2011. Operating costs per workload unit decreased 4.5%, from Ps.136.9 per workload unit in 2011 to Ps.130.8 per workload unit in 2012, primarily because of the increase of 9.5% in workload units, which more than offset the increase in operating expenses.

Cost of services increased 8.6% to Ps.984.5 million in 2012 from Ps.906.9 million in 2011. The increase was principally due to higher energy costs, security and maintenance costs, and professional fees to third parties in connection with ASUR's participation in the bidding for the LMM Airport. Our cost of services per workload unit decreased 0.8% from Ps.50.0 in 2011 to Ps.49.6 in 2012 for the reasons noted above.

General and administrative expenses increased 8.1% to Ps.181.6 million in 2012 from Ps.168.1 million in 2011. This increase was primarily attributable to higher professional fees paid to third parties and travel expenses in connection with the bidding process for the LMM Airport.

Technical assistance fees increased by 18.4% to Ps.154.4 million in 2012 from Ps.130.4 million in 2011 and government concession fees increased by 14.8% to Ps.204.7 million in 2012

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from Ps.178.3 million in 2011. The technical assistance fees increased in 2012 due to the corresponding increase in our consolidated earnings before comprehensive financing costs, income taxes, and depreciation and amortization, which is the basis used to determine the technical assistance fee. The increase in government concession fees was primarily the result of an increase in regulated revenues, which is the basis for the calculation of the concession fee.

Construction costs were Ps.663.2 million in 2012 and Ps.714.0 million in 2011. Because we hire a third party to provide construction and upgrade services, our revenues relating to construction or upgrade services are equal to our expenses for those services.

Depreciation and amortization costs increased by 4.9% to Ps.401.5 million in 2012 from Ps.382.7 million in 2011. This increase was principally due to the depreciation of new investments in fixed assets and improvements made to concession assets.

#### **Operating Expenses by Airport**

Operating expenses for Cancún Airport were Ps.2,054.2 million in 2012, a 16.8% increase from the Ps.1,759.3 million recorded in 2011, primarily as a result of increases in cost of sales, construction costs and technical assistance fees. Operating expenses per workload unit for Cancún Airport were Ps.138.8 in 2012, a 4.9% increase from the Ps.132.3 recorded in 2011.

Operating expenses for Mérida Airport were Ps.205.0 million in 2012, a 17.1% decrease from the Ps.247.4 million recorded in 2011, principally as a result of a decrease in construction costs. Operating expenses per workload unit for Mérida Airport were Ps.146.4 in 2012, a 17.1% decrease from the Ps.176.7 recorded in 2011.

Operating expenses for Villahermosa Airport were Ps.143.7 million in 2012, a 2.0% decrease from the Ps.146.6 million recorded in 2011, primarily as a result of a decrease in construction costs. Operating expenses per workload unit for Villahermosa Airport were Ps.143.7 in 2012, an 11.8% decrease from the Ps.162.9 recorded in 2011.

Operating expenses for our six other airports were Ps.635.6 million in 2012, a 6.1% decrease from the Ps.676.9 million recorded in 2011, principally as a result of a decrease in construction costs and a decrease in expenses related to our solidarity agreement. Operating expenses per workload unit for our other six airports were Ps.235.4 in 2012, a 13.0% decrease from the Ps.270.7 recorded in 2011.

Operating expenses for our parent holding company and our administrative services companies were Ps.769.7 million in 2012, a 4.3% increase from the Ps.738.1 recorded in 2011 principally due to the increase in solidarity agreement expenses. The expenses from our solidarity agreement are intercompany and are therefore eliminated in consolidation.

### **Operating Income**

Operating income increased 20.9% to Ps.2,529.9 million in 2012 from Ps.2,092.8 million in 2011. This increase in operating income was primarily a result of the 14.0% increase in aeronautical and 18.1% increase in non-aeronautical revenues due to higher passenger traffic and an increase in commercial revenues due to improved terms of commercial agreements.

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#### **Operating Income by Airport**

Operating income for Cancún airport increased by 19.2% to Ps.1,873.5 million in 2012 from Ps.1,571.6 million in 2011 primarily because of the 15.3% increase in aeronautical and 19.4% increase in non-aeronautical revenues due to higher passenger traffic. Operating income per workload unit at Cancún Airport increased 7.1% from Ps.126.6 in 2012 to Ps.118.2 in 2011.

Operating income for Mérida Airport decreased by 7.0% to Ps.63.9 million in 2012 from Ps.68.7 million in 2011 mainly because of the 36.9% increase in solidarity agreement expenses. Operating income per workload unit at Mérida Airport decreased 7.1% from Ps.49.1 in 2011 to Ps.45.6 in 2012.

Operating income for Villahermosa Airport increased by 30.3% to Ps.53.3 million in 2012 from Ps.40.9 million in 2011 primarily because of the 17.9% increase in aeronautical and 8.3% increase in non-aeronautical revenues due to higher passenger traffic. Operating income per workload unit at Villahermosa Airport increased 17.4% from Ps.45.4 in 2011 to Ps.53.3 in 2012.

Operating income for our six other airports increased by 9.0% to Ps.197.7 million in 2012 from Ps.181.3 million in 2011 principally because of the 11.5% increase in aeronautical and 6.6% increase in non-aeronautical revenues due to higher passenger traffic. The income generated by our solidarity agreement is intercompany income and is therefore eliminated in consolidation. Operating income per workload unit at the other six airports increased 1.0% from Ps.72.5 in 2011 to Ps.73.2 in 2012.

Operating income for our parent holding company and our administrative services companies increased by 47.4% to Ps.341.6 million in 2012 from Ps.231.7 in 2011 primarily because of the increase in payments by our operating subsidiaries under intercompany agreements.

### **Comprehensive Financing Result**

Our net comprehensive financing result increased by 8.1% to income of Ps.54.8 million in 2012 as compared to income of Ps.50.7 million in 2011, primarily due to an increase in interest income of 155%, from Ps.27.3 million in 2011 to Ps.69.7 million, which more than offset an exchange rate loss of Ps.15.5 million due to the appreciation of the peso.

### **Taxes**

In 2012, our current income tax provision increased 32.7%, from Ps.548.8 million in 2011 to Ps.728.3 million in 2012 because of the 30.4% increase in operating income, which was mainly due to the increase of total consolidated revenues. Our deferred income tax provision decreased 90.2%, from (Ps.75.4) million in 2011 to (Ps.7.4) million in 2012 because of the recognition of deferred income tax liabilities for the Merida and Oaxaca airports based on the tax financial projections at December 31, 2012, which indicate that in the future the Merida and Oaxaca airports will pay income tax instead of IETU. As a result, we recognized a benefit of Ps.288.5 million.

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Our current IETU tax provision decreased 25.2% in 2012, from Ps.10.7 million in 2011 to Ps.8.0 million in 2012 because of the 11.9% increase in total consolidated revenues. Our deferred IETU provision decreased from Ps.56.8 million in 2011 to (Ps.244.5) million in 2012 due to the cancellation of the deferred IETU based on the tax financial projections at December 31, 2012, which indicated that in the future the Merida and Oaxaca airports will pay income tax instead of IETU.

Our asset tax provision was the same in 2012 as in 2011, at Ps.11.5 million.

Our overall effective tax rate in 2012 decreased from 25.8% to 19.7%, primarily as the result of the changes in our tax provisions discussed above.

### **Net Income**

Net income increased 30.4% to Ps.2,075.3 million in 2012 from Ps.1,591.1 million in 2011. This was mainly the result of the 14.0% increase in aeronautical revenues and the 18.1% increase in non-aeronautical revenues, which offset the 4.4% increase in operating expenses.

### **Liquidity and Capital Resources**

#### **Sources of Liquidity**

Historically, our operations, financing and investing activities were funded through cash flow from operations, which has generally been used to cover operating expenses, to make dividend payments and to increase our cash balances. However, in 2011, 2012 and 2013, we incurred indebtedness to fund our investments in accordance with our Master Development Plans. See “—Indebtedness.” In 2011, 2012 and 2013, we used Ps.900.0 million, Ps.1,080.0 million and Ps.2,520 million, respectively, to pay dividends. At December 31, 2013, we had Ps.1,259.5 million in cash and cash equivalents.

#### **Cash Flows for the year ended December 31, 2013 as compared to cash flows for the year ended December 31, 2012**

In 2013, we generated Ps.2,379.5 million in cash flow from operating activities, a decrease of Ps. 269.7 million, or 10.2% from 2012, due to three main factors. First, during 2013, cash flows related to income taxes paid were Ps.781.6 million, reflecting an increase of Ps. 233.0 million, or 42.5% as compared to 2012, because our Cancun airport subsidiary paid Ps.128.3 million for its participation in the tax amnesty program to settle an income tax claim. Second, in 2012, we recorded positive cash flows of Ps.401.3 million from recovered taxes, which decreased to a positive cash flow of Ps.12.5

million in 2013, primarily because we applied a portion of our tax refunds to taxes owed on dividends as of December 31, 2012. Third, negative adjustments for non-cash interest gains from our investments were Ps.136.0 million, an increase of Ps.44.0 million, or 47.8% as compared to 2012. These decreases and negative adjustments to cash flow from operating activities were more than offset by the fact that our income before income tax increased by Ps.161.6 million, or 6.3% and we reflected a positive

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adjustment to our cash flow from operating activities in 2013 by Ps.143.4 million to account for losses at Aerostar, our affiliated company, which did not result in a cash loss at ASUR in 2013. Lastly, the line item "trade accounts payable and other liabilities" decreased by 97.1% to negative cash flow of Ps.3.8 million from negative cash flow of Ps.129.4 million, largely as a result of unusually high cash outflows in 2012 related to current taxes payable and accounts payable to contractors.

Cash flow used in financing activities in 2013 was Ps.77.3 million, a decrease of Ps. 1,406.1 million, or 95% from 2012. The decrease of cash flow used in financing activities resulted principally from the disbursements of new bank loans in 2013 totaling Ps.4,790.4 million. These disbursements were more than offset by the payment of dividends of Ps.2,520 million, an increase of 233.3%, from Ps.1,080 million in 2012, and repayments of bank loans of Ps.2,271.4 million, a 596.0% increase from Ps.381.1 million in 2012.

Cash flow used in investing activities in 2013 was Ps.3,308.0 million, principally as a result of equity and debt investments in Aerostar by our Cancun airport subsidiary, totaling Ps.4,991.4 million in 2013, of which Ps.2,163.2 million was returned in 2013. In addition, we made Ps.615.9 million of investments in concessioned assets in 2013, a 2.4% decrease from 2012.

### *Cash Flows for the year ended December 31, 2012 as compared to cash flows for the year ended December 31, 2011*

Our cash flows from operating activities increased from 2011 to 2012 by Ps.733.8 million, or 38.3%, due to four main factors. First, during 2012, our income before income tax increased by Ps.441.2 million, or 20.6% as compared to 2011. Adjustments to income before income tax for non-cash increases and deductions to income before income tax (such as depreciation and amortization, interest income, employee benefits and financial derivative instruments) remained stable at positive adjustments to cash flow of Ps.310.9 million in 2012. In addition, in 2012 ASUR's cash flows from recoverable taxes and other current assets increased to positive cash flow of Ps.510.2 million, a 228.3% increase as compared to 2011, principally due to a recovery of Ps.121.4 million in the asset tax of our Cancún airport subsidiary and the application of tax credits for income taxes paid on dividend distributions made in previous years against the income taxes owed in 2012 in an amount of Ps.275.9 million. Furthermore, we did not pay any income tax on dividends in 2012 because dividends in that year were paid from the after-tax earnings account, as compared to negative cash flow from Ps.300.0 million in taxes on dividends paid in 2011 because a portion of the dividends for that year were not paid from the after-tax earnings account. Additionally, negative cash flows related to income taxes in 2012 increased 88.7% to Ps.548.7 million as compared to 2011, principally as a result of an increase in the taxable income base of Cancún Airport and Cancún Airport Services, S.A. de C.V. Further, beginning in 2012, our subsidiary Aeropuerto de Mérida, S.A. de C.V. generated and paid income tax. Lastly, negative cash flows from the line item "trade accounts payable and other liabilities" increased by 271.5% to Ps.129.4 million, largely as a result of cash outflows related to current taxes payable and accounts payable to contractors.

Our cash flows used in financing activities increased from 2011 to 2012 by Ps.350.7 million, or 31.0% to Ps.1,438.5 million from Ps.1,132.8 million, primarily because our

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repayment of bank loans increased by Ps.137.8 million, or 56.6% to Ps.381.1 million, and dividends paid to shareholders increased by Ps.180.0 million, or 20.0% to Ps.1,080.0 million from Ps.900.0 million in 2011. In addition, we received a disbursement on a loan for our Veracruz airport subsidiary in 2011 for Ps.50.0 million.

Our cash flows used in investing activities decreased from 2011 to 2012 by Ps.139.8 million, or 20.6% to Ps.631.1 million from Ps.757.9 million, as a result of a reduction in our investments in plan property and equipment, primarily because we completed the remodeling of Terminal 2 in the Cancún Airport in 2011.

### *Indebtedness*

As of December 31, 2013 we had Ps.2,840.9 million in outstanding indebtedness.

In August and September 2010, our Cancún airport subsidiary executed two new bank loans with Banamex and BBVA Bancomer of Ps.570.0 million and Ps.350.0 million, respectively. Both loans had a three-year term, amortize in nine payments, are denominated in pesos, and charged interest at TIIE plus 1.5%. Each of these facilities could be used for general corporate purposes, and we used them to fund capital expenditures related to our master development plans. Our holding company, GAS, guaranteed Cancún airport's obligations under each of these facilities. We fully drew on these credit facilities, and we have repaid them in full as of December 31, 2013.

The Banamex credit facility requires that we and our subsidiaries maintain a ratio of earnings before income, taxes, depreciation and amortization to debt of at least 2.00 to 1.00 and an interest coverage ratio of at least 5.00 to 1.00, and that the consolidated stockholders' equity is less than 50% of capital equity at December 31, 2009. The BBVA Bancomer credit line requires that we and our subsidiaries maintain a liquidity ratio of at least 1.25 to 1.00, a ratio of liabilities to stated capital of no greater than 1.00 to 1.00 and an interest coverage ratio of at least 2.50 to 1.00. If we fail to comply with these and other covenants, certain facilities restrict our ability to pay dividends to our shareholders. As of the date of this report, we were in compliance with those covenants.

In September 2011, Veracruz Airport entered into a three-year credit agreement with Banamex for Ps.50.0 million. The terms include a floating interest rate based on TIIE plus 0.75% and quarterly principal payments. Our holding company, GAS, and Aeropuerto de Cancún, S.A. de C.V. have guaranteed Veracruz Airport's obligations under this facility. We fully drew on this credit facility. Our first payment was made in September 2012 and our second payment was made in December 2012. During 2013 we made payments of Ps.16.6 million. As of December 31, 2013 we have paid a total of Ps.27.7 million in respect of this credit facility.

In the fourth quarter of 2011, our Cancún airport subsidiary obtained authorization for two new bank loans from Banamex and BBVA Bancomer of U.S.\$300.0 million and Ps.1,500.0 million, respectively. These loans remain subject to certain conditions precedent, including the negotiation of definitive documentation for the loans. To date, ASUR has not yet made use of the authorized credit lines.

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On February 15, 2013, our Cancún airport subsidiary executed a new bank loan with BBVA Bancomer and Merrill Lynch of U.S.\$215.0 million. The loan has a five-year term, amortizes in four payments, the first on February 15, 2016, the second on August 15, 2016, the third on February 15, 2017 and the fourth on August 15, 2017, of 2.5% of the aggregate amount of the loan made on the borrowing date and a final payment of the aggregate principal amount of the loan outstanding on the maturity date, February 15, 2018. The loan is denominated in U.S. dollars and charges interest rate at one-month LIBOR plus 1.99%. This facility may be used for general corporate purposes, and we have used it to fund our capital contributions and other financial commitments to Aerostar in connection with the upfront payment due under the Lease of the LMM Airport. Our holding company, GAS, has guaranteed our Cancún airport subsidiary's obligations under this facility.

While the BBVA Bancomer and Merrill Lynch facility is outstanding, we and our subsidiaries are not permitted to create any liens upon any of our property, make any fundamental change to our corporate structure, or sell any of our assets that exceed more than 10% of our consolidated total assets of as of the most recent fiscal quarter prior to the sale. Additionally, the credit facility requires that we and our subsidiaries maintain a consolidated leverage ratio equal to or less than 3.50:1.00 and a consolidated interest coverage ratio equal to or less than 3.00:1.00 as of the last day of each fiscal quarter. If we fail to comply with these covenants, this facility restricts our ability to pay dividends to our shareholders. Additionally, failure to comply with these covenants would result in all amounts owed under the facility to become due and payable immediately. As of the date of this report, we were in compliance with those covenants.

On February 22, 2013, our Cancún airport subsidiary incurred a U.S.\$160.0 million short-term loan documented through a promissory note with an annual interest rate of 0.60%, which matured and was repaid in full on April 8, 2013.

In addition, on March 22, 2013 our joint venture Aerostar entered into a U.S.\$50.0 million capital expenditure facility and a secured U.S.\$10.0 million revolving credit facility. As part of this debt financing, Aerostar was required to pledge its interest in the lease of LMM Airport as collateral to a leasehold mortgage assigned by the lenders. Additionally, Aerostar issued 5.75% senior secured notes with an aggregate principal amount of U.S.\$350.0 million in a private placement, also secured by Aerostar's interest in the lease of LMM Airport. Our Cancun airport subsidiary and its joint venture partner Highstar Capital IV and its affiliated funds pledged their share ownership in Aerostar as collateral for both of these facilities. However, given that Aerostar is a joint venture and not our subsidiary, we do not consolidate Aerostar's assets or liabilities into our financial statements and we provide no credit support other than our Cancun airport subsidiary's pledge of its membership interests in Aerostar to secure the senior credit facilities and the senior notes.

As of December 31, 2013 the company has no contracts for interest rate swaps.

#### Capital Expenditures

Under the terms of our concessions, every five years our subsidiary concession holders must present a master development plan to the Ministry of Communications and Transportation

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for approval. Each master development plan includes concession holders' investment commitments for the succeeding five-year period, including capital expenditures and improvements. Once approved by the Ministry of Communications and Transportation, these commitments become binding obligations under the terms of our concessions.

In December 2013, the Ministry of Communications and Transportation approved each of our master development plans. The current terms of the master development plans went into effect as of January 1, 2014 and will be in effect until December 31, 2018.

The following table sets forth our historical investments in the periods indicated.

Year ended December 31,	(thousands of pesos)
2011	916,902
2012	757,545
2013	621,122

In 2013, we spent Ps.621.1 million on capital expenditures, principally for repairs to the runways in the Cancún, Tapachula and Veracruz Airports, repairs to the fire station in Tapachula Airport, remodeling of Terminal 1 and replacement of a passenger boarding bridges in Cancún Airport, expansion of a platform in the Veracruz Airport and the rehabilitation of roads in the Tapachula and Cancun Airports. In 2012, we spent Ps.757.5 million on capital expenditures, principally for refurbishment of the terminal buildings in the Cancún, Cozumel, Mérida and Minatitlán Airports, the expansion of the terminal buildings in the Villahermosa and Huatulco Airports, and the rehabilitation, shooting and platform and replacement of passenger boarding bridges in the Cancún Airport. In 2011, we spent Ps.916.9 million on capital expenditures, principally for repairs to the runways in the Villahermosa, Veracruz and Oaxaca Airports, and improvement projects related to the separation of passenger flows, as well as remodeling of Terminal 2 in Cancún Airport.

We currently intend to fund the investments and working capital required by our business strategy through cash flow from operations and from the indebtedness described above. We may continue to incur debt to finance all or a portion of these investments in the future.

#### Critical Accounting Policies

The preparation of our financial statements requires that we make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of our financial statements and the reported amounts of revenue and expenses generated during the reporting period. There can be no assurance that actual results will not differ from those estimates and assumptions. The impact and any associated risks related to such policies on our business operations are addressed where such policies affect our reported and expected financial results throughout our discussion of our results of operations. Critical accounting policies are defined as those that are both important to the portrayal of our financial condition and results of operations and which require us to exercise significant judgment. Our most critical accounting policies are described briefly below. For a detailed discussion of the application of these and other accounting policies, see Notes 3 and 5 of our financial statements.

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Revenues are obtained from aeronautical services, which generally relate to the use of airport infrastructure by air carriers and passengers, non-aeronautical services and construction revenues.

Aeronautical services revenues consist of passenger charges for departing passengers (excluding diplomats, infants, and transfer and transit passengers), landing charges based on the average between the aircraft's maximum takeoff weight and the zero-fuel weight and hour of arrival, aircraft parking charges based on the time an aircraft is on the ground and hour of arrival, passenger walkway charges for the connection of aircraft to terminals, based on hour of arrival, and airport security charges for departing passengers. Aeronautical services revenue is recognized as passengers depart, at the time of landings and as services are provided, as the case may be.

Non-aeronautical service revenues consist primarily of the leasing of space in airport terminals, access fees from third parties providing handling, catering and other services at the airports and miscellaneous other revenues. Rental income is recognized on terminal space that is leased through operating leases. Such leases stipulate either: fixed monthly rental fees or fees based on the greater of a minimum monthly rental fee and a specified percentage of the lessee's monthly revenues or the number of departing passengers. Access fees and other service revenues are recognized as services are provided. All amounts are calculated and recognized on a monthly basis.

An operator of a service concession that is required to make capital improvements to concessioned assets, such as us, is deemed to provide construction or upgrade services. As a result, we are required to account for the revenues and expenses relating to those services. In our case, because we hire a third party to provide construction and upgrade services, our revenues relating to construction or upgrade services are equal to our expenses for those services. Revenues related to construction and upgrade services are presented in as "Construction services" and expenses related to construction and upgrade services are presented as "Costs of construction." We use the percentage of completion method of accounting to estimate and recognize our revenues and related costs as the construction projects are being undertaken.

Under the Airport Law and its regulations, our revenues are classified as Airport Services, Complementary Services or Commercial Services. Airport Services consist primarily of the use of runways, taxiways and aprons for landings and departures, aircraft parking, the use of passenger walkways, security services, hangars, automobile parking facilities as well as the general use of terminal space and other infrastructure by aircraft, passengers and cargo, including the lease of space essential for the operation of airlines and complementary service providers. Complementary Services consist primarily of ramp and handling services, catering, maintenance and repair, as well as related activities to support air carriers. Revenues from access fees charged to third parties providing complementary services are classified as Airport Services. Commercial Services consist of services that are not considered essential to the operation of an airport, such as the lease of space to retailers, restaurants and banks.

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*Allowance for Doubtful Accounts*

We perform ongoing credit evaluations of our customers and adjust credit limits based upon the customer's payment history and current creditworthiness. We continuously monitor collections and payments from our customers and maintain a provision for estimated credit losses based upon our historical experience and any specific customer collection issues that we have identified. Even though these credit losses have historically been within our expectations and we have an established allowance to provide for losses, we cannot guarantee that we will continue to experience the same credit loss rates that we have in the past. Since our accounts receivable are concentrated in the hands of a few large customers, a significant change in the liquidity or financial position of any one of these customers could have a material adverse impact on the collection of our accounts receivables and our future operating results.

*Valuation of Airport Concessions*

We periodically review the carrying value of our airport concessions. This review is based on our projections of anticipated discounted future cash flows over the life of our assets or concessions, as appropriate. Since our airport concessions expire in 2048, significant management judgment is required to estimate these future cash flows. While we believe that our estimates of future cash flows are reasonable, different assumptions about such cash flows could materially affect our evaluations including assumptions concerning passenger traffic, changes in rates, inflation and operating costs. Additionally, in analyzing the carrying value of our airport concessions, we compare the aggregate carrying value of all nine of our airport concessions to the net cash flows derived from all of the airports, as we are not permitted to dispose of or cease operating any individual airport. The aggregate net cash flows from all of our airports exceeds the carrying value of the airport concessions. Accordingly, because we analyze our valuation estimates on an aggregate level, we have not recognized any impairment loss in the carrying value of an individual airport concession where the carrying value of the individual airport concession exceeds the net cash flows of that airport.

*Deferred Income Tax, IETU, Asset Tax and Dividend Tax*

Our income tax expense, asset tax and IETU are comprised of current expenses and deferred expenses. Deferred income tax and IETU represent the tax effects of temporary differences generated from the differences in the accounting and tax treatment of balance sheet items, such as our airport concessions and from non-balance sheet items such as tax loss carry-forwards and credits. These temporary differences and tax loss carry-forwards and credits are accounted for as deferred tax assets or liabilities on our balance sheet. The corresponding difference between the beginning and year-end balances of the recognized deferred tax assets and liabilities is recorded in earnings. Asset tax was a minimum tax that is calculated as 1.25% of the average tax value of virtually all of our assets. In 2007, we were subject to the asset tax, which may be recovered through deductions over the following ten years of up to 10% each year of the total asset tax credit carry-forward at December 31, 2007, provided that this amount does not exceed the difference between the income tax paid in the year and the lowest amount of asset tax paid during each of the three previous years. The asset tax carry-forward may be adjusted for changes in the National Consumer Price Index. The asset tax was eliminated in 2008 in favor of the IETU.

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Deferred income and IETU assets, dividend tax and recoverable asset tax are recorded at the amounts expected to be realized. We have analyzed each airport on an individual basis and have not recognized the entire amount of the respective deferred tax assets for some of our airport subsidiaries where the level of taxable income necessary to support the recoverability of such assets is not expected in the near future. We have recognized the entire amount of tax loss carry-forwards and deferred tax assets generated by our other airport subsidiaries, whereby taxable profits are expected, because each is taxed on an individual basis and under current tax law these tax carry-forwards can be carried forward through the term of the airport concessions or a period of ten years. As our airport concessions expire in 2048, significant management



judgment is applied in the determination of the tax projections. Such tax projections take into consideration a number of factors, including the number of passengers we anticipate in our airports, future operation rates, operation costs, and inflation. There can be no assurance that actual results will be as projected.

The Flat Rate Tax ("IETU") Law was repealed beginning on January 1, 2014. Accordingly, we have cancelled the deferred IETU of our subsidiaries as of December 31, 2013.

#### Contingent Liabilities

We are a party to a number of legal proceedings. Under IFRS, liabilities are recognized in the financial statements when a loss is both estimable and probable. If the loss is neither probable nor estimable or if the likelihood of a loss is remote, no amounts are recognized in the financial statements. Based on legal advice we have received from our Mexican counsel and other information available to us, we have not recognized any losses in the financial statements as a result of these proceedings.

#### Financial Statements of Associated Companies

The financial statements of our joint venture, Aerostar Airport Holdings, LLC are prepared initially in US GAAP and reconciled to IFRS as stated in note 10 to our consolidated financial statements.

#### Recently Issued Accounting Standards

The following is a summary of new or revised IFRS standards. For a full description see Note 3.1 in our consolidated financial statements.

##### • IFRS 10, "Consolidated Financial Statements"

This standard indicates the principles for the presentation and preparation of the consolidated financial statements when an entity controls one or more entities. IFRS 10 defines the principle of control and establishes the control as the basis to determine the entities that will be consolidated in the financial statements. The standard also includes the accounting requirements for the preparation of the consolidated financial statements, as well as the requirements for the application of the control principle. IFRS 10 replaces IAS 27, "Consolidated and Separated Financial Statements" and SIC 12, "Consolidation - Special

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Purpose Entities". The application of this standard has not had an impact on the company as of 2013.

##### • IFRS 11, "Joint Ventures"

IFRS 11, "Joint Ventures" classifies joint ventures into two types: joint operations and joint businesses. The entity determines the type of joint venture in which it participates when considering its rights and obligations. Under a joint operation, the assets, liabilities, income and expenses are recognized proportionately depending on the venture. In a joint business, an investment is recognized and is recorded through the equity method.

##### • IFRS 12, "Disclosure of Interests in Other Entities"

IFRS 12 requires the entity to disclose information that allows the assessment of the nature and risks related with its interests in other entities, such as joint ventures, associates, and special purpose entities. For disclosures relating to IFRS 12, see Note 10 to our financial statements.

##### • IAS 19, "Employee Benefits"

The amendments to IAS 19, "Employee Benefits," focus primarily on eliminating the corridor method and indicating the computation of financial expenses on a net basis. This change had no significant impact on our financial statements, since the main effect was related to actuarial gains and losses that were recorded within other comprehensive income.

To date a number of new amendments, standards and interpretations have been issued, effective since January 1, 2013 that are not applicable to ASUR. We believe that these changes would not have a significant effect on our financial statements.

#### Off-balance sheet arrangements

We are not party to any off-balance sheet arrangements, nor have we been involved in any such transactions in the past.

#### Tabular disclosure of contractual obligations

The following table summarizes our material contractual obligations as of December 31, 2013.

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	Payments due by period				
	(millions of pesos)				
Contractual Obligations	Total	Less than 1 year	1-3 years	3-5 years	More than 5 years
Master Development Plans(1)	6,977.4	1,234.6	4,478.8	1,264.0	—
Technical Assistance Agreement(2)	187.4	40.2	73.6	73.6	—
Bank Loans	2,824.2	25.1	—	2,799.1	—
Operating Leases	4.1	3.1	1.0	—	—
Concession Fees(3)	—	—	—	—	—
<b>Total</b>	<b>9,993.1</b>	<b>1,303.0</b>	<b>4,553.4</b>	<b>4,136.7</b>	<b>—</b>

- (1) As of December 31, 2013, based on the Mexican Construction Price Index. The master development plans, which contain the investment commitments for our airports have been approved for each year through December 31, 2018. The plans also contain indicative investments for calendar years 2018 through 2028, but these amounts are not binding on us.
- (2) Reflects fixed minimum amount due under the Technical Assistance Agreement. Actual amount to be paid in any year may be