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| **SPATARO NAPOLI S.A.** | | | | | | | |
| **INFORMACION FINANCIERA DICIEMBRE 31** | | | | | | | |
| **(Cifras en miles de pesos)** | | | | | | | |
|  |  | **2.013** | | **2.012** | | **VARIACION** | |
| **INGRESOS** |  |
| Ingresos operacionales |  | **$000** | **%/Vta** | **$000** | **%/Vta** | **$000** | **%/Vta** |
| Productos manufacturados | NOTA 18 | $ 27.789.814 |  | $ 23.791.115 |  | $ 3.998.699 | 16,81% |
| Productos distribuidos |  | $ 6.749.949 |  | $ 5.322.600 |  | $ 1.427.349 | 26,82% |
| Ingresos operacionales |  | $ 34.539.763 |  | $ 29.113.715 |  | $ 5.426.048 | 18,64% |
|  |  |  |  |  |  |  |  |
| Devoluciones y Descuentos | NOTA 19 | $ 1.230.233 |  | $ 1.317.270 |  | -$ 87.037 | -6,61% |
| **Ingresos Operacionales Netos** |  | **$ 33.309.530** | **100,00%** | **$ 27.796.445** | **100,00%** | **$ 5.513.085** | **19,83%** |
| Costo de ventas |  | $ 23.199.065 | **69,65%** | $ 19.390.550 | **69,76%** | $ 3.808.515 | 19,64% |
| Utilidad Bruta |  | $ 10.110.465 | **30,35%** | $ 8.405.895 | **30,24%** | $ 1.704.570 | 20,28% |
| GASTOS DE OPERACION |  |  |  |  |  |  |  |
| Operacionales de administración | NOTA 20 | $ 1.771.785 | **5,32%** | $ 1.677.333 | **6,03%** | $ 94.452 | 5,63% |
| Operacionales de ventas | NOTA 21 | $ 4.644.155 | **13,94%** | $ 4.150.662 | **14,93%** | $ 493.493 | 11,89% |
| Total Gastos de Operación |  | $ 6.415.940 | **19,26%** | $ 5.827.995 | **20,97%** | $ 587.945 | 10,09% |
| **EBITDA** |  | **$ 3.694.525** | **11,09%** | **$ 2.577.900** | **9,27%** | **$ 1.116.625** | **43,32%** |
| Amortizaciones y Depreciacion | Nota 22 | $ 700.127 |  | $ 565.022 |  |  |  |
| **Utilidad Operacional** |  | **$ 2.994.398** | **8,99%** | **$ 2.012.878** | **7,24%** | **$ 981.520** | **48,76%** |
| OTROS INGRESOS Y EGRESOS NO OPERACIONALES |  |  |  |  |  |  |  |
| Ingresos  no operacionales | NOTA 23 | $ 59.360 | **0,18%** | $ 83.127 | **0,30%** | -$ 23.767 | 100,00% |
| Gastos no Operacionales |  |  |  |  |  |  |  |
| Bancarios y Financieros | NOTA 24 | $ 867.823 | **2,61%** | $ 901.625 | **3,24%** | -$ 33.802 | -3,75% |
| Diferencia en Cambio -  Neto | NOTA 25 | -$ 524.410 | **-1,57%** | $ 165.176 | **0,59%** | -$ 689.586 | -417,49% |
| Otros egresos no operacionales | NOTA 26 | $ 29.942 | **0,09%** | $ 104.682 | **0,38%** | -$ 74.740 | -71,40% |
| Total Ingresos y Egresos No Operacionales |  | -$ 1.362.815 | **-4,09%** | -$ 758.004 | **-2,73%** | -$ 604.811 | 79,79% |
| **Utilidad (Pérdida) antes de Impuesto a la Renta** |  | **$ 1.631.583** | **4,90%** | **$ 1.254.874** | **4,51%** | **$ 376.709** | **30,02%** |
| Impuesto de renta y complementarios |  | 580.542 |  | 478.533 |  |  |  |
| **Utilidad (Pérdida) Neta** |  | **$ 1.051.041** |  | **$ 776.341** |  |  |  |
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| **SPATARO NAPOLI S.A.** | | | | | | | |
| **INFORMACION FINANCIERA DICIEMBRE 31** | | | | | | | |
| **(Cifras en miles de pesos)** | | | | | | | |
|  |  | **2.012** | | **2.011** | | **VARIACION** | |
| **INGRESOS** |  |
| Ingresos operacionales |  | **$000** | **%/Vta** | **$000** | **%/Vta** | **$000** | **%/Vta** |
| Productos manufacturados | NOTA 16 | $ 23.791.115 |  | $ 27.455.313 |  | -$ 3.664.198 | -13,35% |
| Productos distribuidos |  | $ 5.322.600 |  | $ 4.528.378 |  | $ 794.222 | 17,54% |
| Ingresos operacionales |  | $ 29.113.715 |  | $ 31.983.691 |  | -$ 2.869.976 | -8,97% |
|  |  |  |  |  |  |  |  |
| Devoluciones y Descuentos | NOTA 17 | $ 1.317.270 |  | $ 1.358.769 |  | -$ 41.499 | -3,05% |
| **Ingresos Operacionales Netos** |  | **$ 27.796.445** | **100,00%** | **$ 30.624.922** | **100,00%** | **-$ 2.828.477** | **-9,24%** |
| Costo de ventas |  | $ 19.390.550 | **69,76%** | $ 21.486.830 | **70,16%** | -$ 2.096.280 | -9,76% |
| Utilidad Bruta |  | $ 8.405.895 | **30,24%** | $ 9.138.092 | **29,84%** | -$ 732.197 | -8,01% |
| GASTOS DE OPERACION |  |  |  |  |  |  |  |
| Operacionales de administración | NOTA 18 | $ 1.677.333 | **6,03%** | $ 1.634.127 | **5,34%** | $ 43.206 | 2,64% |
| Operacionales de ventas | NOTA 19 | $ 4.150.662 | **14,93%** | $ 4.781.150 | **15,61%** | -$ 630.488 | -13,19% |
| Total Gastos de Operación |  | $ 5.827.995 | **20,97%** | $ 6.415.277 | **20,95%** | -$ 587.282 | -9,15% |
| **EBITDA** |  | **$ 2.577.900** | **9,27%** | **$ 2.722.815** | **8,89%** | **-$ 144.915** | **-5,32%** |
| Amortizaciones y Depreciacion | Nota 20 | $ 565.022 |  | $ 194.801 |  |  |  |
| **Utilidad Operacional** |  | **$ 2.012.878** | **7,24%** | **$ 2.528.014** | **8,25%** | **-$ 515.136** | **-20,38%** |
| OTROS INGRESOS Y EGRESOS NO OPERACIONALES |  |  |  |  |  |  |  |
| Ingresos  no operacionales | NOTA 21 | $ 83.127 | **0,30%** | $ 76.494 | **0,25%** | $ 6.633 | 100,00% |
| Gastos no Operacionales |  |  |  |  |  |  |  |
| Bancarios y Financieros | NOTA 22 | $ 901.625 | **3,24%** | $ 1.206.317 | **3,94%** | -$ 304.692 | -25,26% |
| Diferencia en Cambio -  Neto | NOTA 23 | $ 165.176 | **0,59%** | -$ 105.420 | **-0,34%** | $ 270.596 | -256,68% |
| Otros egresos no operacionales | NOTA 24 | $ 104.682 | **0,38%** | $ 98.951 | **0,32%** | $ 5.731 | 5,79% |
| Total Ingresos y Egresos No Operacionales |  | -$ 758.004 | **-2,73%** | -$ 1.334.194 | **-4,36%** | $ 576.190 | -43,19% |
| **Utilidad (Pérdida) antes de Impuesto a la Renta** |  | **$ 1.254.874** | **4,51%** | **$ 1.193.820** | **3,90%** | **$ 61.054** | **5,11%** |
| Impuesto de renta |  | 478.533 |  | 442.000 |  |  |  |
| **Utilidad (Pérdida) Neta** |  | **$ 776.341** |  | **$ 751.820** |  |  |  |
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