

GRUPO ARGOS S.A.
NON-CONSOLIDATED INCOME STATEMENT

Values expressed in million COP

	2Q16	2Q15	Var. (%)	1S16	1S15	Var. (%)
Operating Revenues	114.531	170.893	-33,0	282.325	296.735	-4,9
Financial income or expenses, net	77	88.091	-99,9	88.890	194.761	-54,4
Real estate income	8.075	17.459	-53,7	46.588	29.797	56,4
Equity method, net	106.379	65.343	62,8	146.847	72.177	103,5
Variable cost	67	45.227	-99,9	2.754	46.110	-94,0
Cost of sales - Financial activities	67	42.075	-99,8	67	42.075	-99,8
Cost of sales - Real estate business	-	3.152	-100,0	2.687	4.035	-33,4
Gross Profit	114.464	125.666	-8,9	279.571	250.625	11,5
<i>Gross margin</i>	<i>100%</i>	<i>74%</i>	<i>35,9</i>	<i>198%</i>	<i>173%</i>	<i>14,8</i>
Overhead	18.821	21.254	-11,4	66.672	55.546	20,0
Administrative expenses	17.259	20.154	-14,4	64.098	53.765	19,2
Depreciation and amortization - administrative	866	681	27,2	1.740	1.362	27,8
Selling expenses	696	419	66,1	834	419	99,0
Other income and other expenses	1.158	8.228	-85,9	(11.302)	(5.387)	-109,8
Other income	3.909	11.000	-64,5	4.404	11.375	-61,3
Other expenses	(2.751)	(3.220)	14,6	(5.738)	(7.094)	19,1
Wealth tax	-	448	-100,0	(9.968)	(9.668)	-3,1
Operating profit	96.801	112.640	-14,1	201.597	189.692	6,3
<i>Operating margin</i>	<i>85%</i>	<i>66%</i>	<i>28,2</i>	<i>147%</i>	<i>127%</i>	<i>15,6</i>
EBITDA	97.667	112.873	-13,5	213.305	200.722	6,3
<i>EBITDA margin</i>	<i>85%</i>	<i>66%</i>	<i>29,1</i>	<i>76%</i>	<i>68%</i>	<i>11,7</i>
Non-operating revenues and expenses	(36.752)	(18.479)	-98,9	(53.298)	(51.100)	-4,3
Financial revenues and expenses, net	(36.720)	(18.545)	-98,0	(59.458)	(51.186)	-16,2
Exchange difference, net	(32)	66	-148,5	6.160	86	7062,8
Pre-tax profit (loss)	60.049	94.161	-36,2	148.299	138.592	7,0
Income tax	14.733	(10.606)	238,9	12.187	(814)	1597,2
Net income	45.316	104.767	-56,7	136.112	139.406	-2,4
<i>Margin</i>	<i>40%</i>	<i>61%</i>	<i>-35,5</i>	<i>48%</i>	<i>47%</i>	<i>2,6</i>

GRUPO ARGOS S.A.
NON-CONSOLIDATED BALANCE SHEET
En millones de pesos colombianos

	Jun. 2016	Dec. 15	Var. (%)
Cash and cash equivalents	36.458	311.454	-88,3
Derivative Financial Instruments	-	15.940	N.A.
Trade account receivables, net	318.151	231.096	37,7
Inventories	92.560	9.448	879,7
Prepayments	8.367	1.798	365,4
Non-current asset held for sale	94.740	94.740	N.A.
Total current assets	552.405	664.476	-16,9
Non-current investment	13.649.185	13.604.214	0,3
Other non-current account receivables	3.998	3.382	18,2
Inventories	26.594	24.146	N.A.
Intangibles, net	7.196	8.489	-15,2
Property, plant and equipment, net	83.621	82.850	0,9
Investment properties	1.682.706	1.781.868	-5,6
Total non-current assets	15.453.300	15.505.723	-0,3
Total assets	16.005.705	16.170.199	-1,0
Current financial liabilities	5.500	123.415	N.A.
Bonds and other financial liabilities	112.523	4.958	2.169,5
Current trade and other current payables	238.607	185.324	28,8
Provisions	1.312	770	70,4
Current tax payables	12.074	14.177	-14,8
Labor liabilities	4.228	1.933	118,7
Estimated liabilities for employee benefits	517	517	0,0
Other current liabilities	19.515	17.253	13,1
Total current liabilities	394.276	348.347	13,2
Non-current financial liabilities	550.030	550.028	0,0
Bonds and other financial liabilities	889.749	997.932	-10,8
Deferred taxes	121.450	120.205	1,0
Other non-current payables	8.656	8.656	0,0
Estimated liabilities for employee benefits	6.819	6.819	0,0
Total non-current liabilities	1.578.304	1.683.640	-6,3
Total Liabilities	1.972.580	2.031.987	-2,9
Total Equity	14.033.125	14.138.212	-0,7
Total equity and liabilities	16.005.705	16.170.199	-1,0
Issued capital	51.510	51.510	0,0
Share premium	680.218	680.218	0,0
Other Comprehensive Income	1.835.682	1.824.154	0,6
Reserves	2.743.765	2.606.859	5,3
Retained earnings (loss)	8.585.838	8.603.670	-0,2
Net income (loss)	136.112	371.801	-63,4
Total Equity	14.033.125	14.138.212	-0,7

GRUPO ARGOS S.A.
CONSOLIDATED INCOME STATEMENT

Values expressed in million COP

	2Q16	2Q15	Var. (%)	1S16	1S15	Var. (%)
Operating Revenues	3.395.640	2.849.871	19,2	7.451.773	5.489.981	35,7
Cost of goods sold	3.268.366	2.620.499	24,7	7.028.247	5.094.110	38,0
Financial income or expenses, net	24.150	89.588	-73,0	85.972	160.968	-46,6
Real estate income	10.460	16.535	-36,7	125.939	27.405	359,5
Equity method, net	137.322	148.136	-7,3	304.333	250.076	21,7
Sales returns and discounts	(44.658)	(24.887)	-79,4	(92.718)	(42.578)	117,8
Variable cost	2.379.245	2.028.265	17,3	5.331.973	3.960.639	34,6
Cost of goods sold	2.175.634	1.816.480	19,8	4.870.807	3.551.621	37,1
Depreciation and amortization	196.554	166.732	17,9	410.801	364.358	12,7
Cost of sales - Financial activities	78	42.075	-99,8	11.401	42.075	-72,9
Cost of sales - Real estate business	6.979	2.978	134,4	38.964	2.585	1407,3
Gross Profit	1.016.395	821.606	23,7	2.119.800	1.529.342	38,6
<i>Gross margin</i>	30%	29%	3,8	57%	56%	2,7
Overhead	338.703	270.744	25,1	713.353	524.876	35,9
Administrative expenses	227.500	188.428	20,7	501.396	364.977	37,4
Depreciation and amortization - administrative	41.710	25.492	63,6	77.097	42.620	80,9
Selling expenses	60.111	46.027	30,6	114.875	99.934	15,0
Depreciation and amortization - sales	9.382	10.797	-13,1	19.985	17.345	15,2
Other income and other expenses	(34.930)	11.651	-399,8	(160.547)	(98.198)	63,5
Other income	27.776	63.828	-56,5	51.484	85.854	-40,0
Other expenses	(61.397)	(52.465)	-17,0	(111.416)	(79.176)	40,7
Wealth Tax	(1.309)	288	-554,5	(100.615)	(104.876)	-4,1
Operating profit	642.762	562.513	14,3	1.245.900	906.268	37,5
<i>Operating margin</i>	19%	20%	-4,1	34%	33%	3,2
EBITDA	891.717	765.246	16,5	1.854.398	1.435.467	29,2
<i>EBITDA margin</i>	26,26%	26,85%	-2,2	24,89%	26,15%	-4,8
Non-operating revenues and expenses	(268.581)	(154.147)	-74,2	(471.872)	(311.538)	51,5
Financial revenues and expenses, net	(264.230)	(143.933)	-83,6	(478.065)	(305.773)	56,3
Exchange difference, net	(4.351)	(6.648)	34,6	6.193	(2.199)	-381,6
Gain/loss on investment retirement	-	(3.566)	100,0	-	(3.566)	-100,0
Pre-tax profit (loss)	374.181	408.366	-8,4	774.028	594.730	30,1
Income tax	13.142	53.882	-75,6	185.040	148.481	24,6
Profit (loss) from continuing operations	361.039	354.484	1,8	588.988	446.249	32,0
Net loss from discontinued operations	-	-	-	-	-	-
Net income	361.039	354.484	1,8	588.988	446.249	32,0
<i>Net margin</i>	11%	12%	-14,5	16%	16%	2,1
Total comprehensive income attributable to:						
Non-controlling interest	220.642	112.643	95,9	336.686	152.759	120,4
Controlling interest	140.397	241.841	-41,9	252.302	293.490	-14,0
<i>Margin</i>	4%	8%	-51,3	3%	5%	-36,7

GRUPO ARGOS S.A.
CONSOLIDATED BALANCE SHEET
Values expressed in million COP

	Mar. 16	Dec. 15	Var. (%)
Cash and cash equivalents	1.266.602	1.671.818	-24,2
Derivative financial instruments	18.728	38.054	-50,8
Investments	376.377	212.681	77,0
Trade account receivables, net	2.901.854	2.509.017	15,7
Inventories	997.376	902.218	10,5
Biological assets	-	-	0,0
Prepayments	218.973	229.301	-4,5
Non-current asset held for sale	105.940	104.882	1,0
Total current assets	5.885.850	5.667.971	3,8
Non-current investment	10.021.757	10.149.084	-1,3
Other non-current account receivables	1.205.357	217.495	454,2
Inventories	26.594	24.146	10,1
Intangibles, net	5.169.608	5.298.574	-2,4
Property, plant and equipment, net	17.222.744	17.935.551	-4,0
Investment properties	1.625.165	1.669.342	-2,6
Deferred taxes	743.402	769.633	-3,4
Biological assets	20.242	20.243	0,0
Derivativa financial instruments	-	324	-100,0
Other non-current assets	22.962	12.631	81,8
Restricted cash	-	10.019	(100)
Total non-current assets	36.057.831	36.107.042	-0,1
Total assets	41.943.681	41.775.013	0,4
Current financial liabilities	2.646.179	3.305.497	-19,9
Bonds and other financial liabilities	695.158	573.120	21,3
Current trade and other current payables	1.979.360	1.881.144	5,2
Current provisions	310.172	307.137	1,0
Current tax payables	521.686	445.593	17,1
Labor liabilities	118.505	151.948	-22,0
Estimated liabilities for employee benefits	23.123	32.714	-29,3
Other current liabilities	247.564	291.256	-15,0
Liabilities associated with assets held for sale	856	856	0,0
Total current liabilities	6.542.714	6.989.265	-6,4
Non-current financial liabilities	5.400.254	4.948.257	9,1
Bonds and other financial liabilities	5.002.149	4.419.113	13,2
Deferred taxes	1.475.083	1.616.905	-8,8
Provisions	247.320	202.401	22,2
Other non-current payables	211.483	65.391	223,4
Labor liabilities	5.754	2.932	96,2
Estimated liabilities for employee benefits	364.701	366.140	-0,4
Derivative financial instruments	113.868	172.155	-33,9
Tax payables	-	-	0,0
Other non-current liabilities	201.607	102.655	96,4
Total non-current liabilities	13.022.219	11.895.949	9,5
Total Liabilities	19.564.933	18.885.214	3,6
Total Equity	22.378.748	22.889.799	-2,2
Total equity and liabilities	41.943.681	41.775.013	0,4
Issued capital	51.510	51.510	0,0
Share premium	680.218	680.218	0,0
Other Comprehensive Income	1.487.562	1.975.078	-24,7
Reserves	2.743.765	2.606.859	5,3
Other components of shareholders' equity	241.008	241.008	0,0
Retained earnings (loss)	9.007.749	8.936.938	0,8
Net income (loss)	252.302	301.000	-16,2
Non-controlling interest	-	-	0,0
Total Equity	22.378.748	22.889.799	-2,2

