


3.2 ESTADOS RESULTADOS COMPARATIVO DICIEMBRE 2015 - 2016

CONCEPTO	NOTA	2015	2016	VARIACIÓN	%
INGRESOS OPERACIONALES	14	7,878,526,557.10	8,101,408,491.28	222,881,934.18	2.83%
(-) COSTO DE VENTAS	15	5,374,551,995.08	5,837,986,294.11	463,434,299.03	8.62%
UTILIDAD BRUTA OPERACIONAL		2,503,974,562.02	2,263,422,197.17	-240,552,364.85	-9.61%
(-) GASTOS OPERACIONALES DE VENTAS	16	2,474,996,715.13	3,000,441,067.50	525,444,352.37	21.23%
RESULTADO OPERACIONAL		28,977,846.89	-737,018,870.33	-765,996,717.22	-2643.39%
(+) INGRESOS NO OPERACIONALES	17	4,100,642,882.11	4,528,627,385.20	427,984,503.09	10.44%
CUOTA EXTRAORDINARIA		1,390,320.72	0.00	-1,390,320.72	-100.00%
RECUPERACIONES		1,604,462.85	1,743,702.92	139,240.07	8.68%
CUOTA DE ADMISIÓN Y SOSTENIMIENTO		3,762,048,136.35	4,089,917,144.84	327,869,008.49	8.72%
OTROS		335,598,418.36	436,966,537.44	101,368,119.08	30.21%
GASTOS ADMINISTRATIVOS Y NO OPERACIONALES	18	1,132,227,643.18	1,311,089,422.41	178,861,779.23	15.80%
Gastos Administrativos		1,022,872,194.60	1,175,383,509.26	152,511,314.66	14.91%
Gastos no Operacionales		109,355,448.58	135,705,913.15	26,350,464.57	24.10%
UTILIDAD ANTES DE PROVISIÓN		2,997,393,085.82	2,480,519,092.46	-516,873,993.36	-17.24%
PROVISIÓN FIESTAS ESPECIALES		1,035,000,000.00	1,207,171,997.73	172,171,997.73	16.63%
RESULTADO DEL EJERCICIO	19	1,962,393,085.82	1,273,347,094.73	-689,045,991.09	-35.11%

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3. INFORMES FINANCIEROS 2015 Vs. 2016

3.1 BALANCE GENERAL COMPARATIVO A DICIEMBRE 2015 - 2016

ACTIVO CORRIENTE	NOTA	2015	2016	VARIACION	%
CAJA	1	16,744,300.21	23,768,699.64	7,024,399.43	41.95%
BANCOS	2	107,247,085.72	331,442,013.18	224,194,927.46	209.05%
INVERSIONES CDT	3	5,400,000,000.00	4,450,000,000.00	-950,000,000.00	-17.59%
CUENTAS POR COBRAR	4	1,396,805,515.61	1,064,921,903.37	-331,883,612.24	-23.76%
INGRESOS POR COBRAR	5	95,113,995.40	60,033,289.43	-35,080,705.97	-36.88%
ANTICIPOS IMPUESTOS IVA/ICA	6	2,888,556.48	23,406,086.50	20,517,530.02	710.30%
PROVISION DE CARTERA		-2,200,989.86	-2,121,690.86	79,299.00	-3.60%
INVENTARIOS	7	178,599,893.46	201,255,288.01	22,655,394.55	12.68%
TOTAL ACTIVOS CORRIENTES		7,195,198,357.02	6,152,705,589.27	-1,042,492,767.75	-14.49%
OTROS ACTIVOS					
GASTOS PAGADOS POR ANTICIPADO		22,624,442.00	43,354,794.00	20,730,352.00	91.63%
CARGOS DIFERIDOS		2,196,844,279.80	2,334,947,365.73	138,103,085.93	6.29%
TOTAL OTROS ACTIVOS	8	2,219,468,721.80	2,378,302,159.73	158,833,437.93	7.16%
TOTAL ACTIVOS		9,414,667,078.82	8,531,007,749.00	-883,659,329.82	-9.39%
PASIVO					
CUENTAS POR PAGAR	9	1,252,385,931.59	353,302,727.47	-899,083,204.12	-71.79%
IMPUESTOS POR PAGAR	10	141,007,166.62	188,806,536.62	47,799,370.00	33.90%
PROVISIONES	11	142,251,835.91	67,458,869.84	-74,792,966.07	-52.58%
DEPOSITOS O ANT. RECIB.	12	133,220,616.61	128,361,938.25	-4,858,678.36	-3.65%
TOTAL PASIVOS		1,668,865,550.73	737,930,072.18	-930,935,478.55	-55.78%
PATRIMONIO	13				
CAPITAL		5,783,408,442.27	6,519,730,582.09	736,322,139.82	12.73%
UTILIDAD ACUMULADA DEL AÑO		1,762,479,796.63	1,263,941,741.99	-498,538,054.64	-28.29%
UTILIDAD PRESENTE EJERCICIO		199,913,289.19	9,405,352.74	-190,507,936.45	-95.30%
TOTAL PATRIMONIO		7,745,801,528.09	7,793,077,676.82	47,276,148.73	0.61%
TOTAL PASIVO+PATRIMONIO		9,414,667,078.82	8,531,007,749.00	-883,659,329.82	-9.39%

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