

## ANEXO – ANÁLISIS AÑOS ANTERIORES

| VARMA S.A.   |           |              |             |              |            |              |             |              |             |              |           |              |             |              |             |              |            |              |             |              |             |              |               |            |
|--------------|-----------|--------------|-------------|--------------|------------|--------------|-------------|--------------|-------------|--------------|-----------|--------------|-------------|--------------|-------------|--------------|------------|--------------|-------------|--------------|-------------|--------------|---------------|------------|
| AÑOS         | 2005      |              | 2006        |              | 2007       |              | 2008        |              | 2009        |              | 2010      |              | 2011        |              | 2012        |              | 2013       |              | 2014        |              | 2015        |              | 2016          |            |
| MES          | # Uni     | Ventas       | # Uni       | Ventas       | # Uni      | Ventas       | # Uni       | Ventas       | # Uni       | Ventas       | # Uni     | Ventas       | # Uni       | Ventas       | # Uni       | Ventas       | # Uni      | Ventas       | # Uni       | Ventas       | # Uni       | Ventas       | # Uni         | Ventas     |
| ENE          | 6         | 144.381.04   | 8           | 214.962.04   | 5          | 112.609.51   | 5           | 93.612.93    | 5           | 161.964.51   | 0         | 27.044.89    | 9           | 104.921.37   | 3           | 145.254.48   | 0          | 3.369.66     | 1           | 80.754.03    | 17          | 217.730.63   | 7             | 185.210.98 |
| FEB          | 6         | 118.716.97   | 13          | 175.617.34   | 2          | 70.550.10    | 11          | 115.835.44   | 3           | 75.569.14    | 1         | 13.923.92    | 8           | 30.052.49    | 2           | 53.996.03    | 0          | 112.137.49   | 2           | 84.333.10    | 19          | 102.647.83   | 8             | 86.255.79  |
| MAR          | 8         | 190.942.87   | 15          | 391.979.10   | 4          | 120.779.98   | 12          | 580.966.22   | 6           | 199.611.92   | 4         | 44.740.54    | 9           | 110.935.96   | 4           | 341.310.33   | 3          | 189.396.76   | 5           | 201.737.05   | 12          | 41.179.89    | 4             | 52.495.65  |
| ABR          | 10        | 165.505.37   | 10          | 268.099.52   | 3          | 72.660.96    | 6           | 13.299.43    | 5           | 218.637.96   | 2         | 79.762.13    | 8           | 174.189.77   | 3           | 186.786.20   | 0          | 738.17       | 2           | 40.570.42    | 2           | 179.644.33   | 2             | 155.468.00 |
| MAY          | 8         | 199.983.77   | 10          | 290.696.00   | 2          | 127.144.24   | 8           | 358.263.43   | 5           | 228.862.27   | 1         | 33.779.80    | 5           | 64.934.83    | 3           | 82.562.40    | 2          | 4.828.12     | 10          | 314.494.43   | 2           | 162.079.52   | 2             | 505.488.72 |
|              |           |              |             |              |            |              |             |              |             |              |           |              |             |              |             |              |            |              |             |              |             |              |               |            |
| JUN          | 7         | 197.383.67   | 4           | 126.406.37   | 1          | 30.538.27    | 1           | 93.804.82    | 1           | 61.784.33    | 4         | 95.016.48    | 4           | 285.260.35   | 2           | 103.311.91   | 31         | 149.211.00   | 37          | 75.329.20    | 4           | 390.457.87   | 3             | 266.494.56 |
| JUL          | 6         | 156.250.00   | 3           | 138.782.79   | 1          | 10.707.11    | 1           | 138.047.80   | 1           | 30.041.53    | 7         | 208.364.04   | 9           | 153.631.90   | 0           | 1.768.91     | 9          | 3.476.697.30 | 0           | 148.011.69   | 18          | 292.672.13   | 4             | 95.264.56  |
| AGO          | 4         | 130.769.86   | 2           | 48.801.04    | 5          | 91.508.19    | 7           | 191.334.16   | 2           | 28.247.14    | 20        | 215.909.66   | 11          | 132.771.82   | 1           | 1.855.11     | 1          | 895.66       | 3           | 230.474.80   | 8           | 138.864.67   | 8             | 495.681.23 |
| SEP          | 7         | 305.864.58   | 6           | 235.127.33   | 4          | 129.152.28   | 6           | 188.623.14   | 2           | 153.932.75   | 22        | 261.954.41   | 5           | 309.273.17   | 1           | 144.27       | 2          | 7.746.82     | 1           | 411.302.80   | 5           | 88.343.54    | 8             | 47.488.63  |
| OCT          | 1         | 70.825.00    | 5           | 174.965.80   | 5          | 222.775.46   | 12          | 187.037.92   | 4           | 104.830.50   | 22        | 329.777.37   | 10          | 337.076.87   | 0           | 40.031.51    | 5          | 357.421.90   | 4           | 370.870.45   | 5           | 441.924.45   | 4             | 220.319.40 |
| NOV          | 12        | 131.438.63   | 6           | 148.975.40   | 1          | 121.169.92   | 7           | 150.712.46   | 1           | 75.074.55    | 24        | 197.197.89   | 6           | 184.452.24   | 20          | 907.650.27   | 2          | 1.689.58     | 2           | 319.808.32   | 9           | 273.527.25   | 3             | 223.827.11 |
| DIC          | 9         | 227.486.20   | 5           | 241.902.73   | 6          | 308.976.78   | 13          | 624.360.86   | 8           | 169.944.41   | 9         | 843.944.08   | 3           | 75.070.30    | 0           | 17.036.06    | 4          | 165.374.35   | 4           | 661.471.36   | 7           | 463.446.20   | 3             | 83.409.30  |
| TOTAL        | 84        | 2.058.952.71 | 87          | 2.456.315.46 | 39         | 1.418.572.80 | 89          | 2.735.898.61 | 43          | 1.508.501.01 | 116       | 2.351.415.21 | 87          | 1.962.571.07 | 39          | 1.881.707.48 | 59         | 4.469.506.81 | 71          | 2.939.157.65 | 108         | 2.792.518.31 | 56            | #####      |
| UNID POR MES | 7         |              | 7           |              | 3          |              | 7           |              | 4           |              | 10        |              | 7           |              | 3           |              | 5          |              | 6           |              | 9           |              | 5             |            |
|              |           |              |             |              |            |              |             |              |             |              |           |              |             |              |             |              |            |              |             |              |             |              |               |            |
| RESUL        | 24.164.03 |              | -187.301.56 |              | -73.954.79 |              | -282.888.06 |              | -353.795.66 |              | 20.008.41 |              | -534.313.57 |              | -128.219.32 |              | 270.818.17 |              | -151.507.07 |              | -173.605.35 |              | 7.429.32      |            |
|              |           |              |             |              |            |              |             |              |             |              |           |              |             |              |             |              |            |              |             |              |             |              | -1.563.165.45 |            |