



Grupo Sanborns



Annual Report

2016

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## Corporate profile

Grupo Sanborns is a leader in the Mexican retail market. The Company has a unique portfolio of formats including departmental, specialty stores, electronics and entertainment, convenience, luxury and restaurants. With highly recognized brand names —Sears, Sanborns, iShop-MixUp, Dax, Sanborns Café and Saks Fifth Avenue—, we operate 442 stores in 57 cities in Mexico and Central America, equivalent to a commercial area of nearly one million 186 thousand square meters. In addition, we provide financing to 3.7 million customers by our proprietary credit cards.

## Mission, vision and values

### Mission:

To offer our customers the highest quality in products and services, at the right price and environment, through the best personalized sale experience; thus, looking for the greatest client's satisfaction. At the end, our customers are *raison d'être*.

### Vision:

To consolidate and maintain the leadership of our Group in the market by integrating the needs of our clients, personnel, suppliers and shareholders.

### Values:

**Work:** It is a principle of personal and professional development and emotional satisfaction when considered as a vehicle from which we may have our needs satisfied, grow as individuals, and serve others.

**Growth:** Our skills and knowledge benefit from growth, which translate into our and the Group's capacity to offer more and better products under an excellent atmosphere of service to our customers.

**Social Responsibility:** This concept symbolizes the need to perform our work well, in order to confirming our ethical values, fulfilling the commitment we have with our clients and suppliers, as long as observing applicable regulation and taking care of natural resources and the environment.

**Efficiency:** Being austere, caring and efficiently using the resources we have, together with spending on what is necessary and avoid the useless or superfluous, represent the best way over which we understand and practice efficiency within our businesses.

# Key financial information

(Thousand Pesos at December 31 of each year\*)

<b>GSanborns</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>Var%</b>
Total Sales	41,202,547	44,413,058	<b>47,593,847</b>	7.2%
Retail Sales	38,371,290	41,482,002	<b>44,411,275</b>	7.1%
Credit Income	2,831,257	2,931,056	<b>3,182,572</b>	8.6%
Gross Profit	16,262,963	17,475,621	<b>18,922,460</b>	8.3%
Operating Income	4,428,474	4,907,774	<b>6,620,253</b>	34.9%
Operating Margin	10.7%	11.1%	<b>13.9%</b>	2.9 pp
EBITDA	5,027,548	5,707,369	<b>6,474,141</b>	13.4%
EBITDA Margin	12.2%	12.9%	<b>13.6%</b>	0.8 pp
Controlling Participation in Net Income	2,921,988	3,090,017	<b>4,466,305</b>	44.5%
Net Margin	7.1%	7.0%	<b>9.4%</b>	2.4 pp
Total Assets	40,684,402	41,364,031	<b>45,185,043</b>	9.2%
Total Liabilities	11,741,520	11,968,900	<b>14,233,518</b>	18.9%
Consolidated Stockholders' Equity	28,942,882	29,395,131	<b>30,951,525</b>	5.3%
Capital Expenditures	2,546,186	2,255,645	<b>2,904,956</b>	28.8%
Total Debt	0	0	<b>0</b>	N/A
Net Debt	-6,112,239	-4,855,573	<b>-1,714,356</b>	-64.7%
Total Sales Area (Sqm)	1,052,923	1,114,916	<b>1,186,230</b>	6.4%
Credit Portfolio	10,304,796	10,824,130	<b>12,008,846</b>	10.9%
% Non-Performing Loans	3.5%	3.2%	<b>2.8%</b>	-0.4 pp
Credit Cards Issued	3,266,167	3,461,926	<b>3,672,865</b>	6.1%
Net Debt/EBITDA	-1.22	-0.85	<b>-0.26</b>	-68.9%
CapEx/Sales	6.2%	5.1%	<b>6.1%</b>	1.0 pp
Compounded Average Shares Outstanding (thousand)	2,349,884	2,320,677	<b>2,304,320</b>	-0.7%
Earnings per Share**	1.24	1.33	<b>1.94</b>	45.6%
Closing year Stock Price***	22.98	26.36	<b>21.69</b>	-17.7%

\* Except outstanding shares, earnings per share and number of credit cards.

\*\* Controlling Participation in Net Income divided by the compounded average number of outstanding shares.

\*\*\* Started quoting in the MSE on February 8th, 2013.

pp: Variation in percentage points.

EBITDA: Income before income taxes plus depreciation and amortization, interest expense, impairment of machinery and equipment and exploration expenses, and effect on valuation of derivative financial instruments, less interest income, net foreign exchange gain, surplus from appraisals of shopping centers and equity in earnings of associated companies and joint ventures. Conciliation in Note 30 of the Financial Statements.

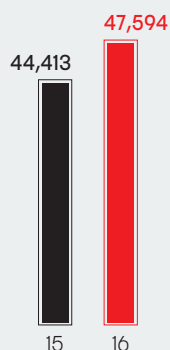
# Formats and brands

**Grupo Sanborns** has wide geographic coverage with a focus mainly on Mexico.

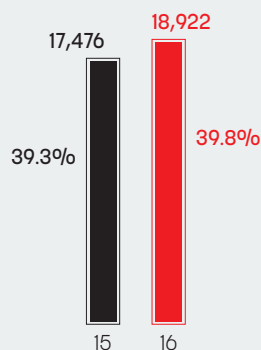
# 57

*Through our network of stores we have a presence in 57 cities throughout the country.*

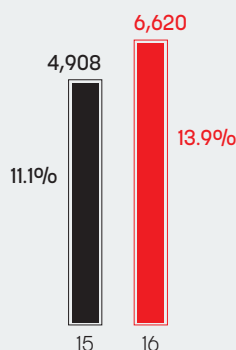
**Total sales**  
(Million pesos)



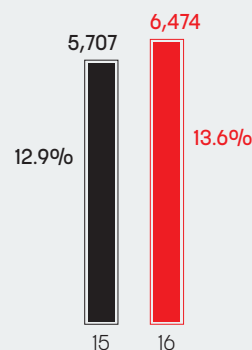
**Gross profit**  
(Million pesos)  
Gross margin %



**Operating income**  
(Million pesos)  
Operating margin %



**EBITDA\***  
(Million pesos)  
EBITDA margin %



\* For the EBITDA calculation in 2014, we did not consider a total of Ps. \$210 million of extraordinary income per the valuation of investment properties. In 2015 we did not consider Ps 237 million of other income net, of which Ps. 178 million come from the appraisal of investment properties and Ps 27 million from impairment of real estate assets. In 2016 we did not consider Ps. 1,396 million of other income, where Ps. 1,141 million come from the accounting income for the acquisition of the 14.0% of Inmuebles SROM, S.A. de C.V. and Ps. 122 million come from the appraisal of investment properties, among other items.



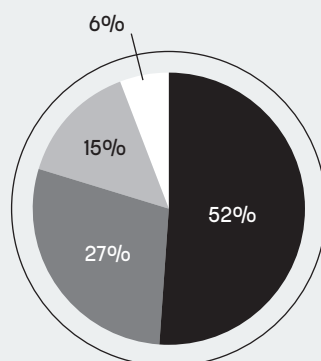
Format	Number of stores	Sales area (Sqm)	% of sales 2016	Products
Sears*	98	809,248	52%	<ul style="list-style-type: none"> <li>Fashionware, large and small appliances, furniture, home improvement and electronics.</li> </ul>
Sanborns	176	268,446	27%	<ul style="list-style-type: none"> <li>Books, magazines, health and beauty,</li> <li>pharmacy, electronics, toys, music, videos, jewelry, photography, cellular phones, candy and gifts.</li> <li>Bar and restaurant service.</li> </ul>
iShop/Mixup	112	37,821	15%	<ul style="list-style-type: none"> <li>Apple products and accessories, music, videos, movies and video games.</li> </ul>
*Other: <ul style="list-style-type: none"> <li>Dax</li> <li>Sanborns Café</li> <li>Saks Fifth Avenue</li> <li>ClaroShop</li> </ul>	56	70,715	6%	<ul style="list-style-type: none"> <li>Perfumery and Cosmetics.</li> <li>Accessible traditional Mexican food.</li> <li>High-quality clothing and accessories.</li> <li>Shopping malls.</li> </ul>
Total	442	1,186,230	100%	

\* Includes 5 Boutiques

Number of Grupo Sanborns' private label cards  
(Million cards)

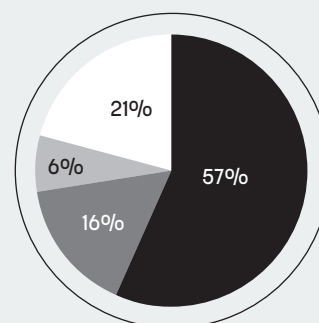


Sales breakdown by subsidiary



● Sears ● Sanborns ● Promusa ● Other

EBITDA breakdown by subsidiary



● Sears ● Sanborns ● Promusa ● Other

# Message to shareholders

In 2016, sales at Grupo Sanborns grew 7.2% to reach Ps. 47,594 million, representing Ps. 3,181 million more than the previous year. The increase was due to the good performance of all formats where Sears, Sanborns and Promusa stores contributed with 51.6%, 26.7% y 15.2% of sales, respectively.



## Economic outlook

During 2016, the global financial environment was impacted by a number of significant factors, including the volatility at the financial markets and the referendum in the United Kingdom to decide on the convenience of leaving the European Union. Likewise, the strengthening of the value of the U.S. dollar against other currencies and the Mexican peso, because of the presidential elections in that country, was part of the events that characterized the year.

In the year, the U.S. economy expanded 1.6% mainly driven by a 5.77% growth in durable goods consumption. Nonetheless, private investment decreased 1.55%. Similarly, the benchmark interest rate in the United States increased by 25 basis points, which was mainly due to the high level of employment and inflation rate in comparison with the Federal Reserve target. As a result, the country's monetary policy suffered an adjustment.

In Mexico, the country's Gross Domestic Product (GDP) grew by 2.3%, a marginally lower rate than that registered in 2015. Furthermore, formal employment expanded

4.10%. In particular, the tertiary sector of the economy offset the zero growth observed in the secondary sector, which was a result of both lower oil production and the moderate growth shown by the manufacturing industry. Regarding the behavior of domestic consumption in Mexico, the indicator was positively driven by a greater historical flow of remittances to the country, lower interest rates and the presence of higher real salaries and wages. The inflation rate stood at 3.4%, driven mainly by a higher price of electric energy and fuels, as well as by the devaluation of the Mexican peso against other currencies towards the end of the year.

The Mexican currency suffered a devaluation of 18% during the year, registering a high volatility derived from the uncertainty produced by the presidential election in the United States of America, with potential impact on the North American Free Trade Agreement. This situation contributed favorably to a significant reduction of the trade deficit of our country in the last months of 2016. Additionally, Banco de México modified the monetary policy by raising the benchmark interest rate five times along the year, from 3.25% to 5.75%.





The surplus in Banco de México's monetary reserves, as well as the convenience of monetizing public assets, jointly with the country's solid export industry, tourism, the domestic sector and other competitive advantages, allowed Mexico to strengthen in the face of new international challenges. Similarly, economic growth in the United States is expected to increase the demand for goods and employment in Mexico, positively affecting the growth rate of the domestic economy.

### Grupo Sanborns

Due to the mentioned events regarding the economic scenario, the year 2016 represented a series of challenges. Despite this, our annual sales increased 7.2% to Ps. 47,594 million. On the other hand, profitability improved having observed an increase of 34.9% and 13.4% in the operating profit and EBITDA, respectively. This was mainly due to the contribution to sales of all commercial formats of Grupo Sanborns, noting that a special attention was given to the categories of products with higher gross margin, customer service, and responsible handling of expenses. Likewise, the development of domestic suppliers and maintaining a sound credit portfolio contributed to

better returns. An important event that took place in the year was the acquisition of 14% of the shares that Sears U.S. had of Sears Operadora Mexico, S.A. de C.V. and Inmuebles SROM, S.A. de C.V., from which an extraordinary gain for Grupo Sanborns was generated. As a consequence of the transaction, we now control a 99% economic interest of Sears Mexico.

We continue to execute business strategies in each store format. In this regard, sales at Sears rose 7.7%, reflecting the strong performance of various categories, along with the effectiveness of the attractive consumer promotions implemented. In particular, the credit portfolio grew 10.9% to reach Ps. 12 billion, while the productivity of the sales financing portfolio improved.

As for Sanborns stores, sales expanded 0.6% in the year which were mainly driven by the launch of fashion brands at stores, boosting credit card base, and offering new types of dishes based on regional Mexican cuisine at the restaurants.

An aspect to highlight is the lack of comparability in sales of both formats since the register of the sale of telephony products and services in the first nine months of the year changed.

As for Promotora Musical, annual sales grew 13.1%, which is mainly explained by the launch of new technology models and the change of the commercial image that took place at some stores. We continued to implement a better mix of products in the MixUp stores, a strategy that allowed us to maintain the positive contribution to sales.

During 2016, our expansion plan proved to be the period in which the largest number of stores have opened since 2012, which is 17 units. Out of these, six corresponded to Sears, seven to Sanborns and four to iShop stores. Openings included the Sears store in Atizapán and Sanborns Palmas, an iconic destination, registering great acceptance by our consumers. We have also completed the expansion of a distribution center and the renovation and expansion works of some of our most dynamic units, including Sears Oaxaca, Angelópolis in Puebla, and the transformation of Sanborns Perinorte. By the end of 2016, we had one million 186 thousand square meters of commercial space, thus representing a 6.4% expansion against the previous year.

Sales at Other Formats grew 20.0% in the year. This mainly derived from the convenient per-

Profitability and cash flow strengthened through our current 98.9% ownership in Sears Mexico.



350%

*Operating income at Grupo Sanborns rose 35%, meanwhile EBITDA increased by 13.4%.*





formance of the Dax and Saks Fifth Avenue stores in the period. Likewise, ClaroShop.com contributed to the observed growth after a year of operations. Diverse initiatives have taken place at the e-commerce site's logistics and delivery of products by offering a unique experience to online customers.

Profitability at Grupo Sanborns improved during 2016. In this regard, operating profit expanded 34.9%. This growth is a consequence of the recognition of the extraordinary item connected to the acquisition of 14.0% of Sears Operadora México' shares as previously mentioned. Without considering this extraordinary effect, during the period, EBITDA of Grupo Sanborns would have increased by 13.4%. Moreover, net income grew 44.5% in the year and net income per share stood at Ps. 1.94, a figure that compares with Ps. 1.33 recorded in 2015.

Grupo Sanborns' financial situation remains healthy. At the end of the period, total assets were Ps. 45,185 million, while total liabilities stood at Ps. 14,233 million. Stockholders' equity was Ps. 30,951 million.

Grupo Sanborns currently maintains a healthy financial structure that will enable it to face future growth, including value creation for our shareholders. In this respect, the net cash flow generated by operating activities was Ps. 3,495 million. Moreover, the Company's net debt was negative by Ps. 1,714 million. At this regard, the ratio net debt to LTM EBITDA ratio was (0.26) times. Grupo Sanborns paid an ordinary dividend of Ps. 0.86 in two exhibitions, which took place in May and December 2016. The dividend came from the balance of the Net Tax Income Account. On its own, Capex totaled Ps. 2,905 million in the year.

With regard to sustainability, the Carlos Slim Foundation executed programs in various fields, thus demonstrating the high sense of social responsibility that it maintains under a scope of efficiency and opportunity. In this regard, the foundation participated in education, employment, health, nutrition, social justice, and culture, as well as human development, natural disasters, economic development, and environmental protection and conservation. The foundation's actions con-

tributed to improving the quality of life of the population, thus promoting the formation of human capital, as well as generating opportunities for the integral development of people and communities.

We are motivated to continue improving the results achieved in 2016. Once again, I thank our customers and suppliers for their support, as well as to all our employees who make up our Group. Their effort, commitment and dedication were key elements for Grupo Sanborns' success in 2016.

Sincerely,

**Mr. Carlos Slim Domit**

Chairman of the Board of Directors  
of Grupo Sanborns, S.A.B. de C.V.



During 2016, our expansion plan proved to be the period in which the largest number of stores have opened, which is 17 units. Out of these, six corresponded to Sears, seven to Sanborns and four to iShop stores.

# Management's discussion and analysis

During 2016, total sales at Grupo Sanborns grew 7.2% to reach Ps. 47,594 million, an increase of Ps. 3,181 million against the previous year. This positive effect was the result of the good performance recorded in all store formats where Sears, Sanborns and Promusa had a contribution of 51.6%, 26.7% and 15.2%, respectively, to annual sales.



During 2016, total sales at Grupo Sanborns grew 7.2% to reach Ps. 47,594 million, an increase of Ps. 3,181 million against the previous year. This positive effect was the result of the good performance recorded in all store formats where Sears, Sanborns and Promusa had a contribution of 51.6%, 26.7% and 15.2%, respectively, to annual sales. Without considering the adjustment in the business plan for telephony products and services, which prevailed in the first nine months of the year, annual sales would have increased 9.7% to reach Ps. 49,278 million.

On a consolidated basis, sales at stores grew 4.0% in the year. Taking into account the effect on telephony sales mentioned above, same-store sales would have increased 6.7%.

With regard to the credit card business, more than 210 thousand proprietary credit cards were issued in the year, which was 6.1% more than in 2015 to reach 3.67 million proprietary cards accepted in all formats of stores. In particular, Sears's card represented 59% in the mix of total payments via consumer financing. The loan portfolio showed a solid growth of 10.9% to reach Ps. 12,009 million in 2016. Consumer financing income was Ps. 3,183 million,

8.6% more in the year when compared with the Ps. 2,931 million figure recorded in 2015. Furthermore, non-performing credits over 90 days stood at 2.8%, which is below the market's ratio in the period.

Accumulated operating income increased 34.9% to Ps. 6,620 million in the 2016. Moreover, the operating margin was 13.9%, or 280 basis points more than the margin obtained in the previous year. The above is mainly derived from Other Income of Ps. 1,396 million registered in the period, which came from the accounting profit recorded after the acquisition of 14.0% of the Inmuebles SROM, S.A. de C.V.'s shares. In addition, the operating margin improved as a result of the recognition of Ps. 122 million from the valuation of real estate, and, to a lesser extent, from the higher gross margin in the year.

Without considering the extraordinary effect recorded as Other Income, EBITDA grew 13.4% in the year to reach Ps. 6,474 million. EBITDA margin improved by 70 basis points to 13.6% in 2016.

With respect to financial results, Grupo Sanborns recorded a 60.4% reduction in the comprehensive financing result. This positive

# 10.9%

*Credit portfolio grew 10.9% to reach Ps. 12,009 million in the year.*



effect was mainly due to lower interests as a reflection of use of resources for the expansion plan, which included the opening of 17 new stores in the three main formats, as well as the increase in the loan portfolio.

As a consequence of better operating results in the year, Grupo Sanborns' net income increased 44.5% to reach Ps. 4,466 million, which compared favorably with the net income of Ps. 3,090 million in 2015.

The execution of the expansion plan continued. It included the opening of six Sears, seven Sanborns and four iShops stores. We carried out remodeling works at four Sears, one Sanborns and two iShop stores, which totaled Ps. 2,905 million, a 28.8% increase against the previous period, including the construction of two Sears's stores and expansion works at the distribution center, and con-

struction works for two stores whose opening is scheduled to take place during 2017.

At the end of the year, 442 stores of all formats were operational, which is 6.4% more than Grupo Sanborns' inventory of stores in 2015. This increase translated into one million 186 thousand square meters of commercial area for the year.

As of December 31, 2016, we had zero debt at Grupo Sanborns with a cash position of Ps. 1,174 million, a figure that compares with Ps. 4,856 million recorded at the close of the previous year. The Ps. 3,142 million decrease is explained by the use of resources under the expansion plan, together with the increase in the credit portfolio and inventories. This reduction is also a result of the payment of dividends, the repurchase of own shares, and the acquisition of 14% of Sears Operadora México and Inmuebles SROM, S.A. de C.V. along 2016.

Sincerely,

**Mr. Patrick Slim Domit**  
Chief Executive Officer  
of Grupo Sanborns, S.A.B. de C.V.



In 2016, a capital investment was made in the e-commerce platform [www.claroshop.com](http://www.claroshop.com)



# 14.80%

*grew the EBITDA at Sears  
totaling Ps. 3,708 million  
in the year.*





Sears' line of products in Mexico ranges from affordable branded clothing to state-of-the-art electronics and household items.



# 7.7%

*grew the sales at Sears stores led by a solid performance and attractive credit promotions.*

During 2016, Sears reported sales of Ps. 24,561 million that had a 52% contribution to Grupo Sanborns' total sales. On the other hand, EBITDA was Ps. 3,708 million, showing a 57% contribution to EBITDA on a consolidated base in the period.

Six stores started operations in 2016 -Irapuato Cibeles, Vía Vallejo, Chimalhuacán, Tampico Altama, Cuatro Caminos and Atizapán-. Similarly, full remodeling works were carried out in two stores, which included the expansion of their commercial area. Partial expansion works in two other establishments were also conducted during the year.

Sears continued to renew its commercial image before customers. The chain began to pay a greater attention to proprietary brands and value-added merchandise. Similarly, commercial operations were complemented by greater sales from the [www.sears.com.mx](http://www.sears.com.mx) site.

Sears' stores in Mexico are the second largest chain of department stores in the country. Additionally, the format is one of the most important non-bank issuers of credit cards in the Mexican market, with three million proprietary plastics at the end of the year. Moreover, Sears operated 93 department stores and five boutiques, which occupy a commercial area of 809,248 square meters in 2016.

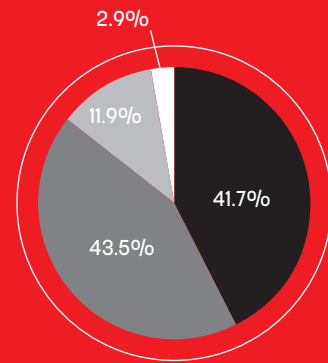


Six Sears stores were inaugurated in the year, namely Irapuato Cibeles, Vía Vallejo, Chimalhuacán, Tampico Altama, Cuatro Caminos and Atizapán.





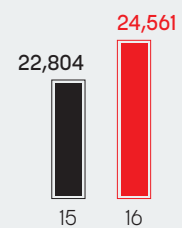
## Sales breakdown by category



● Hardlines ● Softlines ● Credit ● Services

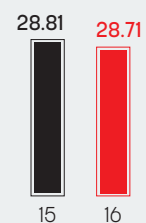
## Total sales

(Million pesos)



## Sales by compounded Sqm

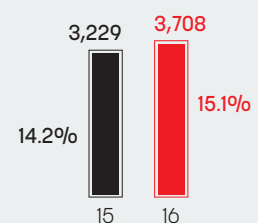
(Thousand pesos)



## EBITDA

(Million pesos)

Margin %





# 13.20%

increased the EBITDA at  
Sanborns totaling Ps. 1,012 million.





Sanborns is a unique specialized retail concept in Mexico that sells a great variety of products. All stores have restaurant and bar.





# 3.7%

*increased the Sanborns' retail space in square meters.*

Sanborns reported sales of Ps. 12,714 million in 2016, thus contributing with 27% of total sales. EBITDA was Ps. 1,012 million, which, in turn, participated with 16% of Grupo Sanborns' consolidated EBITDA. Seven stores were inaugurated in the period, namely Via Vallejo, Tampico Altama, Cuatro Caminos, Palmas, La Raza, Atizapán and Perinorte, the latter adapted into a store and restaurant from a Sanborns Café unit. At the end of the year, Sanborns operated 176 stores, which totaled a commercial area of 268,446 square meters.

During the year, Sanborns paid special attention to the higher value-added categories. Likewise, the Company focused on reducing the availability of spaces occupied by products with low turnover and profitability, as well as redesigning the pastry and confection area within stores. As per restaurants operations, campaigns of festivals based on meals of Mexico's regional cuisine and the introduction of takeaway coffee and salad bars were part of the successful business approach in 2016.

Sanborns is a unique and highly successful retail concept in Mexico whose leadership at the market is based on the sale of a wide variety of categories of products and services, including books and magazines, photographic equipment, mobile phones and accessories, and fragrances and cosmetics. The stores represent the second largest chain of bars and restaurants in the country.

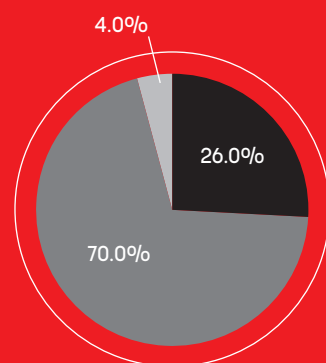


Fashion brands were introduced at stores, as well as meals of Mexico's regional cuisine at restaurants.



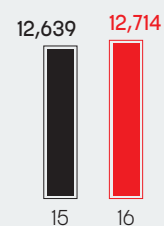


## Sales breakdown by category



● Food and Beverage ● Retail ● Other

## Total sales (Million pesos)

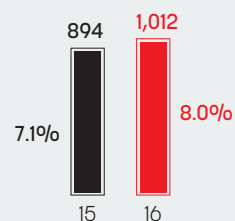


## Sales by compounded Sqm (Thousand pesos)



## EBITDA

(Million pesos)  
Margin %



# 8.50%

*increased the EBITDA at  
Promotora Musical reaching  
Ps. 417 million.*





We sell Apple products and accessories at iShop and MixUp stores, jointly with a wide gamut of music and video titles, videogames, audio equipment and technology.



# 13.10%

*grew Promotora Musical's sales due to the launch of new technology products.*

MixUp is the largest music and video retailer in Mexico, while iShop is the major retail chain that markets Apple products and related accessories in the country. Both formats are operated by Promotora Musical S.A. de C.V., also known as Promusa.

Promotora Musical contributed with 15% and 6% of Grupo Sanborns' total sales and consolidated EBITDA, respectively, in 2016. During the year, iShop opened four new branches (Vía Vallejo, Nezahualcóyotl, Tezontle and Tampico Altama) and carried out image change works in two stores. On its own, MixUp continued to improve its sales mix by integrating higher value-added products. At the end of 2016, considering both formats, there were 112 units, which had a joint commercial area of 37,821 square meters



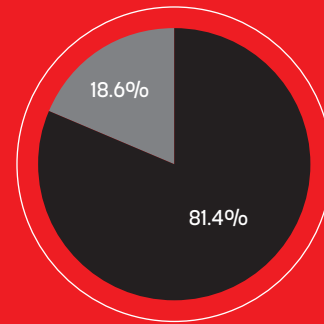
We sell iPads, iPhones, iWatches, computers, software and Apple accessories, and provide maintenance services.





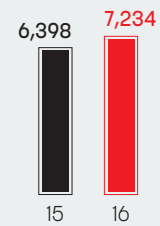


## Sales Breakdown by Format

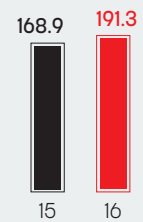


● iShop ● MixUp

## Total sales (Million pesos)

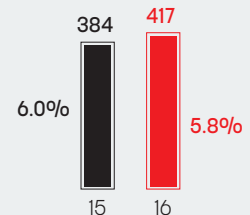


## Sales by compounded Sqm (Thousand pesos)



## EBITDA

(Million pesos)  
Margin %





# 11.5%

*expanded the EBITDA at Other  
Formats to reach Ps. 1,388 million  
in 2016.*



# Other formats



Dax, Sanborns Café, Saks Fifth Avenue, ClaroShop.com and other sources of income are part of our portfolio, representing 6.5% of total sales.





# 20.00%

*grew the sales at Other Formats in the year as a result of the mix of fashion, convenience items, fragrances, cosmetics and personal care products.*

Grupo Sanborns operates additional formats under its diversified portfolio of stores:

- Sanborns Café (25 stores located in six states of Mexico and Mexico City);
- Dax (a regional retail chain with 25 stores offering mainly cosmetics and fragrances);
- Sax Fifth Avenue (two luxury department stores, which offer international fashion by recognized designers);
- Plaza Loreto and Plaza Inbursa (two shopping centers);
- A Sears store and three Sanborns stores operating in Central America
- ClaroShop.com (e-commerce site).

In 2016, Other Formats businesses were integrated by 56 stores, which had a commercial area of 70,715 square meters.



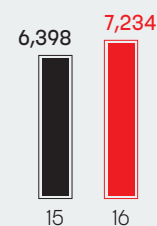
Our two shopping centers  
-Plaza Loreto and Plaza Inbursa-  
have a joint commercial area  
of 71,225 square meters.



We operate 25 DAX stores in northeastern Mexico, 26 Sanborns Café restaurants and two Saks Fifth Avenue department stores in Mexico City.

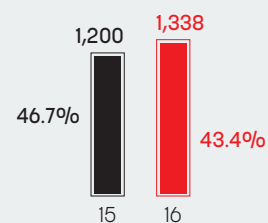
### Total sales

(Million pesos)



### EBITDA

(Million pesos)  
Margin %





# Sustainability



**In 2016, training programs consisted of 1,325 courses that benefited 94,901 collaborators.**



## Social Responsibility and Performance

At Grupo Sanborns, we conduct our social responsibilities through the Carlos Slim Foundation, which executes programs in various fields, thus proving a high sense of social responsibility with a focus on efficiency and timeliness. We participate in areas like education, employment, health, nutrition, social justice, culture, human development and natural disasters, as well as in economic development, and protection and conservation of the environment. Our actions contribute to improving the quality of life of the people of all ages, promoting the formation of human capital and creating opportunities for the integral development of individuals and communities.

For more information, visit:  
<http://www.fundacioncarlosslim.org/>

In addition, we conducted investments in education, health, and infrastructure and community development through the following initiatives:

- Annual participation in the control and prevention of diseases and illness, jointly with the support of the Carlos Slim Health Institute (Instituto Carlos Slim de la Salud)
- Rescue program of Sanborns buildings.
- Hiring of people with disabilities in Sanborns and Sears, with the support of the Mexican Organization for People with Disabilities (CONFE, Confederación Mexicana de Organizaciones a Favor de la Persona con Discapacidad), the Center of Multiple Attention (CAM, Centro de Atención Múltiple), the Young Men's Christian Association (YMCA), as well as the National System for the Integral Family Development (DIF, Sistema Nacional para el Desarrollo Integral de la Familia).

- Free courses of the "Training for Job" (Capacitate para el Empleo) platform of the Carlos Slim Foundation, where general public gets access to the job boards of Grupo Carso's companies, including the very processes of recruitment.

Through the "Training for Job" program, we created a new specialized job position - e.g., warehouse operator (almacenista) -. Additionally, we designed basic education plan in Sears, and implemented job boards for candidate attraction.

## Environmental Performance

The "Carso Environment" report is published every year. It includes our Environment policy in addition to general indicators, projects by sector and / or company, and measurable results in volume and in economic terms. Some aspects covered in the report include:

- Energy savings
- Water savings
- Waste management of urban solids (dangerous and special handling)
- Reduction of oxide carbon emissions
- Care to trees and flora
- Route and logistic optimization for fuel savings

Along with two hundred suppliers, Sears took part for the third time, in the "Ecofest" event whose last edition took place in March 2017. With the participation of more than 120 thousand members, it was designed to promote a culture of sustainability in Mexico. Likewise, Sears and Grupo Sanborns promoted the certification of eco-technologies, under the "Green Point" label, which are part of the fol-



The ASUME program included 166 groups integrated by 2,049 employees, ten of which became instructors after their graduation.

lowing categories: lighting, air conditioning, water saving, water heating, energy efficiency, and water purification.

For more information, visit: <http://www.carso.com.mx/ES/responsabilidad-social/Paginas/carso-medio-ambiente.aspx>

### Work Performance, Health and Safety

Grupo Sanborns employs nearly 49 thousand people (staff and temporary positions) in Mexico and some countries in Central America. In the year, we created job opportunities for 1,024 individuals.

Benefit Programs for employees at Grupo Sanborns include:

- Digital scholarships and scholarships for children and immediate family members.
- Flexi time for mothers and fathers, financial support for funeral expenses and work absence with pay.
- Health prevention campaigns with the collaboration of the Mexican Social Security Institute (IMSS, Instituto Mexicano del Seguro Social) and the Ministry of Health (SS, Secretaría de Salud).
- Civil Protection Program that considers the training of volunteers organized in brigades.
- Personal Development Program with the support of the ASUME, CRESE and Social Welfare programs.
- Courses connected to the “Training for Job” platform of the Carlos Slim Foundation aimed at providing basic training to operative workers.
- Training on sales and managerial skills.

The integral development of Sears and Sanborns employees represents an important aspect for us. The following programs proved to be successful in 2016:

- i. The ASUME (Asociación de la Superación por México, or Association for the Growth of Mexico) program reached 2,049 employees of Grupo Carso, ten of which became instructors.
- ii. Through the CRESE (Programa de Calidad Humana, or Program for Human Quality) program, a system for quality assurance aimed at the respect of dignity, values, family integration and cultural immersion, four work centers were certified and 65 centers (stores, credit centrals, logistics and technical support) at Sanborns and Sears applied satisfactorily to renew certification. In this way, we work on the sustainable development of our employees, their families and the environment, including our investors and suppliers.
- iii. The Social Welfare program considered three fundamental aspects; namely, training, health, culture and leisure. In this regard, 33,381 collaborators and their families benefited from the platform.

A successful initiative implemented at Sears's stores was breastfeeding expression and storage areas, which were designed for the benefit and convenience of working mothers facing breastfeeding stage.

During the year, 11,802 employees from the Sears and Sanborns stores were trained. Thus, they received training on their own job functions, along with the SAP point of sale system, and specialization in typical brands of tech-

nology. In addition, personnel attended seminars for product knowledge and, in the case of restaurants, the kitchen staff took the training on service and customer care, as well as the hygienic handling of food and beverages. Grupo Sanborns has four training centers located in Mexico City and foreign locations. At the end of the year, these centers had 144 rooms, six more than in 2015.

Sanborns' training program encompassed 1,325 courses in 2016 for 94,901 employees. Each received an average of 19.34 courses under the Program of Leadership and Development of Management Skills, the Program of Development of High Management and the Program of Individual and Group Coaching.

We continue to take advantage of the “Training for Job” online platform of the Carlos Slim Foundation, from which basic training was provided to 5,864 employees (operational staff and middle management).

Lastly, we hired and trained 1,312 collaborators for our six new Sears stores -Irapuato Cibeles, Vía Vallejo, Chimalhuacán, Cuatro Caminos, Atizapán and Tampico Altama, including workers for Angelópolis expansion.

For more information and details visit: <http://www.gsanborns.com.mx/responsabilidad-social.html>



# Board of directors

Proprietary Directors	Position*	Years as Director**	Type of Director ***
Carlos Slim Domit	COB - Grupo Sanborns COB - Grupo Carso Co-Chairman - América Móvil COB - Teléfonos de México COB - Promotora Musical	Four	Patrimonial Related
Carlos Slim Helú	COB - Fundación Carlos Slim COB - Fundación Telmex COB - Carso Infraestructura y Construcción	Four	Patrimonial Related
Patrick Slim Domit	CEO - Grupo Sanborns Vice- Chairman - Grupo Carso Co-Chairman - América Móvil Commercial Director of Massive Market - Teléfonos de México COB - Grupo Telvista COB - Sears Operadora México	Four	Patrimonial Related
Johanna Monique Slim Domit	Head of the Early Childhood Education Program at the Carlos Slim Foundation	Four	Patrimonial Related
Isac Mark Massry Nakash	CEO - Promotora Musical Alternate Board Member - Sears Operadora México	Four	Related
Juan Antonio Pérez Simón	COB - Sanborn Hermanos Vice-Chairman - Teléfonos de México	Four	Independent
José Kuri Harfush	COB - Janel	Four	Independent
Antonio Cosío Pando	General Manager - Cía. Industrial de Tepeji del Río Board Member - Sears Operadora México	Four	Independent
Pablo Roberto González Guajardo	CEO - Kimberly Clark de México Board Member - Acciones y Valores de México and of México ¿Cómo Vamos?, COB of the Education Commission of the Entrepreneurial Coordinator Council, COB of the UNETE Mexico City and State of Mexico	Four	Independent
Juan Rodríguez Torres	Advisor	Four	Independent
Ángel Eduardo Peralta Rosado	Board Member - Sanborn Hermanos Alternate Board Member - Sears Operadora México	Four	Independent
Claudio X. González Laporte	COB of Kimberly-Clark de México, S.A.B. de C.V. Board Member of Fondo México, Grupo Alfa, Grupo México, Grupo Carso, Sanborn Hermanos, The Salzburg Global Seminar and The Baker Institute for Public Policy Advisor of Capital Group Emeritus Board Member of General Electric, Co.	One	Independent
Santiago Cosío Pando	Board Member - Sanborn Hermanos, Sears Operadora México, Inbursa Corporate COB of Grupo Pando COB of MEXFAM	One	Independent
Ma. José Pérez Simón Carrera	Board Member - Sanborn Hermanos CEO - Foundation "Juntos Actuando por la Superación"		
Clemente Serna Alvear	Board Member - Sanborn Hermanos, Tecnológico de Monterrey Metropolitan Area, And Mexico City Club of Industrials, COB "Amigos de la Catedral Metropolitana de México, A.C." Association	One	Independent
<b>Alternate Board Members</b>			
José Manuel Campo y Menéndez	Chief Operations Officer - Sanborn Hermanos Alternate Board Member - Sears Operadora México	Four	Related
Edgar Smolensky Kirchner	Commercial Director and Purchasing Director Fashion Division - Sears Operadora	Four	Related
<b>Secretary</b>			
Arturo Martínez Bengoa			

\* Based on information from the board members.

\*\* Seniority as board member was considered since 2013, year when the shares of Grupo Sanborns, S.A.B. de C.V. were listed in the Mexican Stock Exchange.

\*\*\* Based on information from the board members.

Independent directors in accordance with the definition of the Mexican Securities Market Law.

COB: Chairman of the Board

CEO: Chief Executive Officer

# Audit and corporate practices committee of Grupo Sanborns, S.A.B. de C.V.

Mr. José Kuri Harfush

**Chairman**

Mr. Juan Antonio Pérez Simón

Mr. Antonio Cosío Pando

## Annual Report

### To the Board of Directors:

I, the undersigned, in my capacity as Chairman of the Audit and Corporate Practices Committee of Grupo Sanborns, S.A.B. de C.V., (the "Committee"), hereby submit the following annual activity report for the fiscal year 2016.

### Functions of Corporate Practices, Evaluation and Compensation

The Chief Executive Officer of Grupo Sanborns, S.A.B. de C.V., (the "Company") and the relevant executives of the entities the Company controls, complied satisfactorily with their objectives and responsibilities.

On April 22, 2015 Grupo Sanborns, S.A.B. de C.V. decreed dividends in the amount of Ps. 1,982,905,929.34, of which 50% were paid on May 30, 2016 and the remainder on December 19, 2016.

The subsidiaries Sanborns Hermanos, S.A. and Sears Operadora México, S.A. de C.V., also decreed dividends in the amount of Ps. 300 million and Ps. 500 million, respectively.

After consideration by the Committee, purchase and sale transactions with related parties were authorized in the amount of Ps. 582.5 million for sales, Ps. 622.4 million for purchases and Ps. 1,642.5 million for others and for general expenses.

The main operations were conducted with Radiomóvil Dipsa, S.A. de C.V., and America Móvil, S.A.B. de C.V., for the purchase of mobile equipment, rate plans and memory cards for phones, and other items from the Company and its subsidiaries, Teléfonos de México, S.A.B. de C.V., for call center services, telephone installation and the sale of telephony items, and dining room services. Seguros Inbursa, S.A., for insurance on the Company's vehicles and insurance on its own and on its subsidiaries' real estate; commissions, and dining room services; to the subsidiaries of Inmuebles Borgru, S.A. de C.V. and Inmuebles SROM, S.A. de C.V., for the lease of real estate, Banco Inbursa, S.A. for leases, commissions, food and beverage sale, as well as dining room services provided to other companies.

All transactions with related parties were reviewed by Galaz, Yamazaki, Ruiz Urquiza, S.C., and a summary thereof has been recorded in a note included in the audited financial statements of Grupo Sanborns, S.A.B. de C.V. and subsidiaries as of December 31, 2016.

The Chief Executive Officer of Grupo Sanborns, S.A.B. de C.V. receives no remuneration for the performance of its activities. The Company has no employees, and concerning the total compensation received by the executive officers of the companies controlled by the Company, we make sure that the policies adopted in regard to this matter, by the Board of Directors have been complied with.

### Audit Functions

The internal control and internal audit system of Grupo Sanborns, S.A.B. de C.V., and of the entities it controls is satisfactory and meet with the guidelines approved by the Board of Directors, according to the information provided to the Committee by the Management of the Company and the independent auditor's report.

We had no knowledge of any noncompliance with any guidelines or policies concerning the operation or accounting rules of the Company, or concerning the entities it controls, and consequently, there was no application of a preventive or corrective action whatsoever.

The performance of the accounting firm Galaz, Yamazaki, Ruiz Urquiza, S.C., the entity that conducted the audit of the financial statements of Grupo Sanborns, S.A.B. de C.V., subsidiaries as of December 31, 2016, and the performance of the independent auditor in charge of the aforementioned audit, were satisfactory and the objectives set at the time of contracting the stated entities were achieved. Moreover, according to the information provided by the said firm to the Management of the Company, its fees for the independent audit represented a percentage of less than 10% of their total revenue.

As a result of the review of the financial statements of Grupo Sanborns, S.A.B. de C.V. and its subsidiaries as of December 31, 2016, it was determined that there are no significant errors caused by fraud, and the major adjustments proposed originated from excess funds in reserves for doubtful accounts, excess funds in reserves for provisions, and insufficient funds in deferred taxes.

In accordance with information we received from the Company's Board of Directors and during the meetings we had with the independent and internal auditors, which were carried out without the presence of offi-





cers of the Company, as far as we know, there were no relevant comments from shareholders, directors, relevant officers or employees or, in general, from any third party, regarding accounting, internal controls or other issues related to internal or external audits, or complaints made by those persons on irregularities in the administration of the Company.

During the reporting period, we verified that resolutions adopted by the Shareholders' Meeting and the Board of Directors of the Company were complied with. In addition, according to the information provided to us by the Company's Board of Directors, we verified the existence of controls designed to determine compliance with the provisions applicable in terms of financial markets and that the legal department reviews such compliance at least once a year. There were no comments concerning this point or any adverse change in the Company's legal status.

Regarding the financial information that the Company prepares and submits to the Mexican Stock Exchange and the National Securities and Exchange Commission, we have verified that this information was prepared under the same principles, criteria and practices with which the annual information was prepared.

### Finance and Planning Functions

During fiscal year 2016, the Company and some of the entities it controls made significant investments. In this regard, we made sure that any financing that was undertaken was made in a manner consistent with the strategic medium- and long-term plan of the Company. In addition, we ensured that the strategic position of the Company was in alignment with the plan. We also reviewed and evaluated the budget for the fiscal year 2016 together with the financial projections that were considered for its construction, including major investments and financing transactions of the Company, which we considered feasible and consistent with investment and financing policies and the Company's strategic vision.

The contingencies of labor, civil, commercial and administrative nature up to December 31, 2016, showed a behavioral trend similar to previous years, so that the resolution of these claims will not affect the financial position and economic stability of the companies involved.

During 2016, the Company carried out the repurchase of Company shares at the amount of Ps. 235,891 thousand.

Income from the revaluation of investment property (Malls) in the amount of Ps. 121,718,000 was recorded in 2016.

The provisions entered in the books as accrued expenses must meet the criteria of a liability under International Financial Reporting Standards, so that only provisions on commitments or expenses that have already been accrued can be recorded.

Concerning matters related to fraud, breach of laws, regulations and undue influence over the manner on which the audit was conducted, the pertinent investigations were made with management, and various procedures were applied, without discovering any irregularity.

In preparing this report, the Corporate Practices and Audit Committee relied on information that was provided by the Chief Executive Officer of the Company, the relevant officers of the entities it controls, and by the independent auditor.

Chairman

**Mr. José Kuri Harfush**

# Consolidated Financial Statements 2016, 2015 and 2014

Grupo Sanborns, S.A.B. de C.V. and Subsidiaries  
[Subsidiary of Grupo Carso, S.A.B. de C.V.]

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- 41** Notes to the consolidated financial statements



# Independent Auditors' Report

## To the Board of Directors and Stockholders of Grupo Sanborns, S.A.B. de C.V.



Galaz, Yamazaki,  
Ruiz Urquiza, S.C.  
Paseo de la Reforma 505  
Colonia Cuauhtémoc  
06500 Ciudad de México  
México

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### Opinion

We have audited the consolidated financial statements of Grupo Sanborns, S.A.B. de C.V. and subsidiaries (the “Entity” or “Grupo Sanborns”), which comprise the consolidated statements of financial position as of December 31, 2016, 2015 and 2014, the consolidated statements of comprehensive profit and loss and other comprehensive income, the consolidated statements of changes in stockholders’ equity and the consolidated statements of cash flows for the years then ended, as well as the explanatory notes to the consolidated financial statements, which include a summary of the significant accounting policies used.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of Grupo Sanborns, S.A.B. de C.V. and subsidiaries as of December 31, 2016, 2015 and 2014, and their consolidated financial performance and their consolidated cash flows for the years then ended in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

### Basis for opinion

We conducted our audits in accordance with International Standards on Auditing (ISA). Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of Consolidated Financial Statements section of our report. We are independent of the Entity in accordance with the International Ethics Standards Board for Accountants’ Code of Ethics for Professional Accountants (IESBA Code) and the Ethics Code issued by the Mexican Institute of Public Accountants (IMCP Code), and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code and IMCP Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Other Matters

The accompanying consolidated financial statements have been translated into English for the convenience of readers.

### Key audit matters

Key audit matters are those that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters have been addressed in the context of our audit of the consolidated financial statements as a whole and in forming our opinion thereon, and we do not provide a separate opinion on these matters. We have determined that the matters described below are the key audit issues that should be communicated in our report.

### Revenue recognition

#### Presentation and completeness of the revenues reported in the financial statements

We assumed a risk of material misstatement related to revenue recognition and evaluated what types of revenues, revenue transactions or assertions give rise to such risks.

We verified the completeness of the revenues based on tests related to the daily point-of-sale closing process and the parameters used as a control by the system, as well as aspects related to the cutoff in the appropriate accounting period and its realization in cash or through accounts receivable. We analyzed the accurate presentation of the revenues in the financial statements. The results of our audit procedures were reasonable.

## Accounting estimates

- **Allowance for doubtful accounts**

The Entity carries out sales of goods and services based on credit, resulting in accounts receivable and the corresponding allowance for doubtful accounts, which are determined once the loans have been granted and certain customers fail to pay. The factors considered by the Entity in the allowance for doubtful accounts are mainly collection delays based on the credit conditions established, unsecured accounts and other relevant economic conditions.

We verified and tested that the allowance for doubtful accounts is calculated and recorded in accordance with the accounting operations and policies of the Entity, conducted aging analysis testing and also reviewed the appropriate classification of the overdue receivables which support the parameters applied to determine the allowance for the current year. The results of our audit procedures were reasonable.

- **Calculation and recording of the assets and liabilities from labor obligations**

The accounting for labor obligations requires the use of actuarial assumptions in the determination of inputs such as retirement age, remaining labor life of employees and workers, as well as entry data that may be sensitive, mainly the discount rate. Additionally, the valuation of the plan assets may have a significant impact on such balances due to the characteristics of the investment portfolio that comprise such assets.

The procedures applied to validate these variables were: 1) evaluate the technical capacity of the independent actuaries, 2) hold discussions with the actuaries responsible for making the respective calculations in order to assess the methodology applied and the principal variables used, 3) challenge the key variables of the calculations, mainly the discount rate; and 4) obtain the plan asset investment portfolio and compare its valuation against independent sources. Also, we considered the appropriateness of the disclosures regarding the balance of labor obligations and whether the disclosures related to the sensitivity analyses adequately reflect the inherent risks to such variables. The results of our audit procedures were reasonable.

## Property and equipment

During the year, the Entity has opened, closed, remodeled, expanded and transformed some of its stores in its different formats as part of the regular course of its operations; consequently, we have identified as a risk the appropriate control, recording and disclosure of these operations in the financial statements, given the importance of the amounts invested.

The procedures applied to validate the appropriate recording consist of: 1) review of the amounts budgeted against the amounts invested and the review of internal control for each project, 2) selective physical inspection of the newly opened or remodeled stores, 3) review of the appropriate and timely capitalization of each project to begin its depreciation and 4) review of the correct handling and accounting treatment of the disposal of assets during the closing or remodeling of the stores. The results of our audit procedures were reasonable.

## Business acquisitions

During 2016, the Entity acquired a majority shareholding in the entity Claro Shop Holding, S.A. de C.V., and subsidiaries, increased its majority stake in Sears Operadora México, S.A. de C.V., and also acquired a non-controlling minority stake in Inmuebles SROM, S.A. de C.V. We have identified the risk of material misstatements related to the valuation, recording and presentation of these transactions as key audit matters.

The procedures applied to validate the transactions were: 1) holding discussions with management to understand the bases and terms of the purchases, 2) analysis of supporting documentation of the transactions, 3) reviewing the reasonableness of the process used to determine the fair values of the net assets acquired and 4) challenging management assumptions for the accounting treatment of each transaction.

Additionally, we considered the appropriateness of the disclosures related to each acquisition and whether the respective disclosures adequately reflect the conclusions obtained. The results of our audit procedures were reasonable.



### **Information Different from the Consolidated Financial Statements and the Auditors' Report**

Management is responsible for the other information. The other information will include the information that will be incorporated into the Annual Report that the Entity is required to prepare in accordance with Article 33, section I, subsection b) of Title Fourth, Chapter First of the General Provisions Applicable to Issuers and Other Stock Market Participants in Mexico, and the Instructions which accompany those provisions (the Provisions). The Annual Report is expected to be available for consultation after the date of this audit report.

Our opinion on the consolidated financial statements will not cover the other information and we will not express any form of assurance thereon.

In relation to our audit of the consolidated financial statements, our responsibility is to read the Annual Report, and when doing so, to consider if the other information contained therein is materially inconsistent with the consolidated financial statements or with our knowledge obtained during the audit, or appears to contain a material misstatement. When we read the Annual Report we will issue the legend on the reading of the Annual Report required by Article 33, section I, subsection b) item 1.2. of the Provisions.

### **Responsibilities of Management and the Audit Committee for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Entity's ability to continue as a Going Concern, disclosing, as applicable, matters related to Going Concern and using the Going Concern basis of accounting unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

The audit committee is responsible for overseeing the Entity's consolidated financial reporting process.

### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

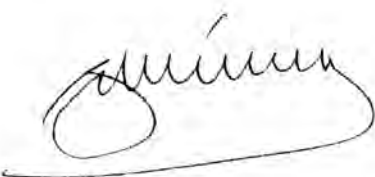
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention to our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the relevant transactions and events in a manner that achieves a fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and have communicated with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Galaz, Yamazaki, Ruiz Urquiza, S.C.  
Member of Deloitte Touche Tohmatsu Limited



**C. P. C. Luis Javier Fernández Barragán**  
March 31, 2017



## Consolidated statements of financial position

as of December 31, 2016, 2015 and 2014  
(In thousands of Mexican pesos)

	Note	2016	2015	2014
<b>Assets</b>				
<b>Current assets:</b>				
Cash and cash equivalents	7	\$ 1,714,356	\$ 3,904,546	\$ 3,572,499
Other cash equivalents			951,027	2,539,740
Accounts receivable, Net	8	13,116,889	11,472,026	11,026,902
Inventories, Net	9	10,455,932	9,204,568	8,966,031
Prepaid expenses		144,475	126,857	88,710
Total current assets		25,431,652	25,659,024	26,193,882
<b>Non-current assets:</b>				
Long-term accounts receivable		10,143	27,479	46,000
Property, machinery and equipment, Net	12	14,400,591	12,608,487	11,358,677
Investment property	13	2,207,946	2,086,228	1,908,604
Investment in shares of associated companies and others	14	1,913,536	1,317	1,351
Employee retirement benefits	17	504,551	582,889	942,910
Deferred income taxes	24b	600,583	362,882	200,369
Other assets, Net		116,041	35,725	32,609
Total non-current assets		19,753,391	15,705,007	14,490,520
Total assets		\$ 45,185,043	\$ 41,364,031	\$ 40,684,402
<b>Liabilities</b>				
<b>Current liabilities:</b>				
Trade accounts payable		\$ 7,166,771	\$ 6,049,697	\$ 6,158,554
Other accounts payable and accrued liabilities	15	3,854,636	3,602,990	3,286,137
Due to related parties	19	518,388	216,930	265,181
Provisions	16	102,292	59,663	85,744
Direct employee benefits		452,699	431,067	414,933
Income tax payable		387,652	391,380	229,483
Total current liabilities		12,482,438	10,751,727	10,440,032
<b>Non-current liabilities:</b>				
Income tax payable long-term	24f	444,188	245,884	313,539
Employee retirement benefits	17	142,006	161,911	70,582
Deferred income taxes	24b	1,164,886	809,378	917,367
Total non-current liabilities		1,751,080	1,217,173	1,301,488
Total liabilities		14,233,518	11,968,900	11,741,520
<b>Stockholders' equity</b>				
<b>Stockholders' equity:</b>				
Capital stock	18	2,003,960	2,010,544	2,028,107
Additional paid - in capital		10,896,604	10,896,604	10,896,604
Accumulated earnings		17,225,414	14,797,155	14,285,028
Other comprehensive loss items		(349,766)	(352,409)	(66,078)
Controlling interest		29,776,212	27,351,894	27,143,661
Non-controlling interest		1,175,313	2,043,237	1,799,221
Total stockholders' equity		30,951,525	29,395,131	28,942,882
Total liabilities and stockholders' equity		\$ 45,185,043	\$ 41,364,031	\$ 40,684,402

See accompanying notes to consolidated financial statements.

## Consolidated statements of profit or loss and other comprehensive income

For the years ended December 31, 2016, 2015 and 2014  
(In thousands of Mexican pesos, except for basic earnings per commons share data)

	Note	2016	2015	2014
Revenue	20	\$ 47,593,847	\$ 44,413,058	\$ 41,202,547
Costs of sales and services	21	28,671,387	26,937,437	24,939,584
Gross profit		10,386,185	17,475,621	16,262,963
Selling and distribution expenses	21	10,386,185	17,475,621	16,262,963
Administrative expenses	21	2,247,278	2,201,349	2,103,156
Depreciation	21	1,064,335	9,687,429	9,255,910
Other income	22	(1,481,058)	2,201,349	2,103,156
Other expenses	23	85,467	916,450	793,681
Interest expense		128,748	(237,381)	(318,258)
Interest income		(48,201)	101,411	103,470
Exchange gain		(161,183)	(289,026)	(345,128)
Exchange loss		222,227	(69,125)	(45,566)
Equity in income of associates companies	14	(89,992)	109,351	78,964
Income before income taxes		6,768,654	5,055,163	4,636,734
Income taxes	24a	2,034,667	1,596,746	1,432,036
Consolidated net income for the year		4,733,987	3,458,417	3,204,698
Other comprehensive income, net of income tax:				
Items that may be reclassified subsequently to profit or loss:				
Exchange differences on translating foreign operations		58,204	45,136	32,566
Item that will not be reclassified subsequently to profit or loss:				
Actuarial gain (loss)	17	(78,972)	(489,364)	100,063
Deferred income taxes		23,411	157,897	(29,681)
Consolidated comprehensive income of the year		\$ 4,736,630	\$ 3,172,086	\$ 3,307,646
Consolidated net income attributable to:				
Controlling interest		\$ 4,466,305	\$ 3,090,017	\$ 2,921,988
Non-controlling interest		267,682	368,400	282,710
		\$ 4,733,987	\$ 3,458,417	\$ 3,204,698
Consolidate comprehensive income attributable to:				
Controlling interest		\$ 4,468,948	\$ 2,803,686	\$ 3,024,936
Non-controlling interest		267,682	368,400	282,710
		\$ 4,736,630	\$ 3,172,086	\$ 3,307,646
Basic earnings per common share attributable to controlling interest		\$ 1.94	\$ 1.33	\$ 1.24
Weighted average number of shares		2,304,319,680	2,320,676,543	2,349,883,558

See accompanying notes to consolidated financial statements.



## Consolidated statements of changes in stockholders' equity

For the years ended December 31, 2016, 2015 and 2014  
(In thousands of Mexican pesos)

	Capital stock	Additional paid-in capital	Retained earnings
Balances as of January 1, 2014	\$ 2,039,678	\$ 10,896,604	\$ 13,626,312
Dividends paid to controlling interest and non-controlling interest	-	-	(1,884,000)
Repurchase of shares, net of dividends	(11,571)	-	(379,272)
Consolidated comprehensive income of the year	-	-	2,921,988
Balances as of December 31, 2014	2,028,107	10,896,604	14,285,028
Dividends paid to controlling interest and non-controlling interest	-	-	(1,955,646)
Repurchase of shares, net of dividends	(17,563)	-	(622,244)
Consolidated comprehensive income of the year	-	-	3,090,017
Balances as of December 31, 2015	2,010,544	10,896,604	14,797,155
Dividends paid to controlling interest and non-controlling interest	-	-	(1,981,172)
Repurchase of shares, net of dividends	(6,584)	-	(229,307)
Decrease in non-controlling interest due to stock purchase	-	-	172,433
Increase in non-controlling interest due to stock purchase	-	-	-
Consolidated comprehensive income of the year	-	-	4,466,305
Balances as of December 31, 2016	\$ 2,003,960	\$ 10,896,604	\$ 17,225,414

See accompanying notes to consolidated financial statements.

	Translation effects of foreign operations	Actuarial gain (loss)	Total controlling interest	Non- controlling interest	Total Stockholder's Equity
\$	(9,652)	\$ (159,374)	\$ 26,393,568	\$ 1,617,847	\$ 28,011,415
	-	-	(1,884,000)	(101,336)	(1,985,336)
	-	-	(390,843)	-	(390,843)
	32,566	70,382	3,024,936	282,710	3,307,646
	22,914	(88,992)	27,143,661	1,799,221	28,942,882
	-	-	(1,955,646)	(124,384)	(2,080,030)
	-	-	(639,807)	-	(639,807)
	45,136	(331,467)	2,803,686	368,400	3,172,086
	68,050	(420,459)	27,351,894	2,043,237	29,395,131
	-	-	(1,981,172)	(129,461)	(2,110,633)
	-	-	(235,891)	-	(235,891)
	-	-	172,433	(1,437,068)	(1,264,635)
	-	-	-	430,925	430,925
	58,204	(55,561)	4,468,948	267,680	4,736,628
\$	126,254	\$ (476,020)	\$ 29,776,212	\$ 1,175,313	\$ 30,951,525



# Consolidated statements of cash flows

for the years ended December 31, 2016, 2015 and 2014  
(In thousands of Mexican pesos)

	2016	2015	2014
<b>Cash flows from operating activities:</b>			
Consolidated net income for the year	\$ 4,733,987	\$ 3,458,417	\$ 3,204,698
Adjustments not requiring (providing) cash:			
Income tax recognized in net income	2,034,667	1,596,746	1,432,036
Depreciation and amortization	1,116,873	950,405	819,973
Impairment of property	-	26,814	-
(Gain) loss on sale of property, machinery and equipment	(2,368)	16,606	64,318
Gain arising on changes in fair value of investment properties	(121,718)	(177,624)	(220,899)
Gain on stock purchase	(1,141,267)	-	-
Interest expense	128,748	101,411	103,470
Equity in income of associates	(89,992)	-	-
Interest income	(3,430,773)	(3,220,082)	(3,176,385)
	3,228,157	2,752,417	2,227,211
Items related to operating activities:			
(Increase) decrease in:			
Accounts receivable	(1,516,340)	(434,523)	(451,251)
Interest received from operating activities	3,140,534	2,920,455	2,829,244
Inventories	(1,249,618)	(238,537)	104,541
Prepaid expenses	(17,618)	(38,147)	(27,650)
Other assets	(81,919)	(3,392)	(3,061)
Long-term accounts receivable	17,336	18,521	11,500
Net assets projected for future employee retirement benefits	9,644	(38,014)	(72,214)
(Decrease) increase in:			
Trade accounts payable	1,111,390	(108,857)	(163,252)
Other accounts payable and accrued liabilities	236,365	316,853	140,821
Due to related parties	223,526	(48,251)	57,866
Provisions	42,629	(26,081)	(4,804)
Direct employee benefits	21,632	16,134	24,220
Income taxes paid	(1,671,225)	(1,615,075)	(1,657,086)
Net cash flows provided by operating activities	3,494,493	3,473,779	3,016,085
<b>Cash flows from investing activities:</b>			
Purchase of property, machinery and equipment	(2,904,643)	(2,255,645)	(2,546,186)
Sales of property, machinery and equipment	6,447	12,286	36,413
Acquisition of shares	(1,945,602)	-	-
Business acquisition	403,008	-	-
Interest received	99,460	289,026	345,128
Net cash flows used in investing activities	(4,341,330)	(1,954,333)	(2,164,645)
<b>Cash flows from financing activities:</b>			
Repurchase of shares	(235,891)	(650,548)	(397,954)
Interest paid	(10,188)	(101,411)	(103,470)
Dividends paid to controlling interest and non-controlling interest	(2,106,825)	(2,069,289)	(1,985,336)
Net cash flows used in financing activities	(2,352,904)	(2,821,248)	(2,486,760)
Effects of exchange rate changes on cash and cash equivalents	58,524	45,136	32,566
Net decrease in cash and cash equivalents	(3,141,217)	(1,256,666)	(1,602,754)
Cash and cash equivalents at beginning of the year	4,855,573	6,112,239	7,714,993
Cash and cash equivalents at end of the year	\$ 1,714,356	\$ 4,855,573	\$ 6,112,239

See accompanying notes to consolidated financial statements.

# Notes to the consolidated financial statements

for the years ended December 31, 2016, 2015 and 2014

(In thousands of Mexican pesos (\$) and thousands of U.S. dollars (US\$))

## 1. Activities

Grupo Sanborns, S.A. de C.V. ("Grupo Sanborns") and Subsidiaries (the "Entity") is a subsidiary of Grupo Carso, S.A.B. de C.V. ("Grupo Carso"). The Entity is the owner of a group of companies domiciled in Lago Zürich number 245 seventh floor, Colonia Ampliación Granada in Mexico City, Postal Code 11529 and is primarily engaged in the operation of retail stores and restaurants, including a department store chains, fashion boutiques, Sanborns stores, the distribution and sale of latest generation Apple products, a network for the sale of recorded music and videos, a chain of luxury department stores, distribution of regional cosmetics and perfumes, a chain of traditional Mexican restaurants, a chain of industrial cafeterias and the management and leasing of two shopping malls. The detail of each of the Entity's subsidiaries and their primary activities is set out in Note 4c.

## 2. Significant events for the year

**a. New openings** - During 2016 the Entity opened 17 stores, 6 Sears' stores, 7 Sanborns' stores and 4 iShop's stores. During 2015 the Entity opened 12 stores, 4 Sears' stores, 2 Sanborns' stores, 4 iShop stores, 1 Boutique Perfumery and 1 Philosophy boutique. During 2014 the Entity opened 21 stores, 3 Sears' stores, 5 Sanborns' stores, 12 iShop's stores and 1 Sanborns Café store.

**a. Share package acquisition** - On July 15, 2016 Grupo Sanborns, S.A.B. de C.V., acquired from Sears Mexico Holdings Corp. (Sears USA) a share package of 14% in Sears Operadora México S.A. de C.V. (Sears Mexico) and 14% in Inmuebles SROM, S. A. de C. V. (SROM), for the amount of US \$106 million, equivalent to \$1,945,602. In connection with the transaction, a gain on the purchase of shares was generated for \$1,141,267, recorded in the results of SROM, and a gain of \$172,433 originated by the purchase of shares of Sears Mexico, recorded in stockholders' equity because control was already held over such entity. As a result of this transaction, the equity of Grupo Sanborns in Sears Mexico was increased to 98.94% and in Inmuebles SROM to 14%.

Grupo Sanborns is boosting its profitability and cash flows. The parties recognize and agree that the issues of corporate governance and other provisions of the share sale contract will remain in full force, generating effects for the 1% of common stock which the selling stockholder holds in each of the aforementioned entities. The commercial agreements with Sears USA are not affected by this transaction.

**b. Business acquisition** - On February 5, 2016, Grupo Sanborns entered into a strategic partnership with América Móvil, S.A.B. de C.V. (AMX) and Promotora Inbursa, S.A. de C.V. (Inbursa), both related parties, which consisted of a capital investment in ClaroShop.com, S.A. de C.V. (ClaroShop), owner of the e-commerce platform www.claroshop.com.

As a result of this partnership, in order to strengthen and promote its online sales activities, Grupo Sanborns has an equity percentage of 56.54%, in ClaroShop, while AMX holds 25.75%, Inbursa 15.65% and other investors own the remaining 2.06%. The equity of ClaroShop was \$970,000 as of that date. The total contribution made by Grupo Sanborns was \$560,000. The results of such entity were included in the present consolidated financial statements as of the acquisition date.

### • Assets acquired and liabilities assumed at acquisition date

February, 2016	ClaroShop.com Holding, S.A. de C.V.
Assets:	
Cash and cash equivalents	\$ 967,722
Accounts receivable	82,603
Inventories	1,746
Other current assets	2,123
Recoverable taxes	1,759
Furniture and equipment, net	313
Intangible assets	6,810
Deferred income taxes	27,971
Liabilities:	
Trade accounts payable	(5,684)
Due to related parties	(77,932)
Other accounts payable and accrued liabilities	(11,792)
	\$ 995,639

• **Goodwill on acquisition**

February, 2016	Consideration transferred	Proportion of asset value net acquired	Goodwill
Claroshop.com Holding, S.A. de C.V.	\$ 560,000	\$ 562,934	\$ (2,934)

Cash flows contributed by Grupo Sanborns to stockholders equity of Claroshop were made on February 19 in one lump sum.

Net cash acquired in the purchase of Claroshop is as follows:

February, 2016	Cash and cash equivalents at the date of acquisition	Consideration transferred	Net cash outflow on acquisition of subsidiaries
Claroshop.com Holding, S.A. de C.V.	\$ 967,722	\$ 560,000	\$ 407,722

• **Non-controlling interest**

The non-controlling interest (43.46% ownership interest in Claroshop) recognized at the acquisition date was measured by reference to the fair value of the non-controlling interest and amounted to \$430,925.

Had these business combinations been effected at January 1, 2016, the revenue of the Entity the income from operations would have been \$1,619 (unaudited). Management considers these 'pro-forma' numbers to represent an approximate measure of the performance of the combined group on an annualized basis and to provide a reference point for comparison in future periods.

### 3. Basis of presentation

- Explanation for translation into English** - The accompanying consolidated financial statements have been translated from Spanish into English for use outside of Mexico. Certain accounting practices applied by the Entity that conform with International Financial Reporting Standards (IFRS) may not conform with accounting principles generally accepted in the country of use.
- Application of new International Financial Reporting Standards (IFRS or IAS) and interpretations that are mandatorily effective for the current year**

In the current year, the Entity has applied a number of amendments to IFRS and new Interpretation issued by the International Accounting Standards Board (IASB) that are mandatorily effective for an accounting period that begins on or after January 1, 2016.

**Amendments to IAS 1 Disclosure Initiative**

The amendments to IAS 1 give some guidance on how to apply the concept of materiality in practice.

*The application of these amendments to IAS 1 did not have impacts on the Entity's consolidated financial statements.*

**Amendments to IFRS 11 Accounting for Acquisitions of Interests in Joint Operations**

The amendments to IFRS 11 provide guidance on how to account for the acquisition of a joint operation that constitutes a business as defined in IFRS 3 *Business Combinations*. Specifically, the amendments state that the relevant principles on accounting for business combinations in IFRS 3 and other standards (e.g. IAS 12 *Income Taxes* regarding the recognition of deferred taxes at the time of acquisition and IAS 36 *Impairment of Assets* regarding impairment testing of a cash-generating unit to which goodwill on acquisition of a joint operation has been allocated) should be applied. The same requirements should be applied to the formation of a joint operation if and only if an existing business is contributed to the joint operation by one of the parties that participate in the joint operation.

A joint operator is also required to disclose the relevant information required by IFRS 3 and other standards for business combinations.

The amendments are applied prospectively to acquisitions of interests in joint operations (in which the activities of the joint operations constitute businesses as defined in IFRS 3) occurring from the beginning of annual periods beginning on or after 1 January 2016. The application of these amendments to IFRS 11 did not have an impact on the Entity's consolidated financial statements.

**Amendments to IAS 16 and IAS 38 Clarification of Acceptable Methods of Depreciation and Amortization**

The amendments to IAS 16 prohibit entities from using a revenue-based depreciation method for items of property, plant and equipment. The amendments to IAS 38 introduce a rebuttable presumption that revenue is not an appropriate basis for amortization of an intangible asset. This presumption can only be rebutted in the following two limited circumstances:

- When the intangible asset is expressed as a measure of revenue; or
- When it can be demonstrated that revenue and consumption of the economic benefits of the intangible asset are highly correlated.

Currently, the Entity uses the straight-line method for depreciation and amortization for its property, plant and equipment, and intangible assets respectively. The management of the Entity believes that the straight-line method is the most appropriate method to reflect the consumption of economic benefits inherent in the respective assets and accordingly, the application of these amendments to IAS 16 and IAS 38 did not have an impact on the Entity's consolidated financial statements.



## Amendments to IFRS 10 and IAS 28 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture

The amendments to IFRS 10 and IAS 28 deal with situations where there is a sale or contribution of assets between an investor and its associate or joint venture. Specifically, the amendments state that gains or losses resulting from the loss of control of a subsidiary that does not contain a business in a transaction with an associate or a joint venture that is accounted for using the equity method, are recognized in the parent's profit or loss only to the extent of the unrelated investors' interests in that associate or joint venture.

Similarly, gains and losses resulting from the remeasurement of investments retained in any former subsidiary (that has become an associate or a joint venture that is accounted for using the equity method) to fair value are recognized in the former parent's profit or loss only to the extent of the unrelated investors' interests in the new associate or joint venture.

The amendments should be applied prospectively to transactions occurring in annual periods beginning on or after 1 January 2016.

*The application of these amendments to IFRS 10 and IAS 28 may had no impact on the Entity's consolidated financial statements.*

## Annual Improvements to IFRSs 2012-2014 Cycle

The Annual Improvements to IFRSs 2012-2014 Cycle include a number of amendments to various IFRSs, which are summarized below.

The amendments to IFRS 5 introduce specific guidance in IFRS 5 for when an entity reclassifies an asset (or disposal group) from held for sale to held for distribution to owners (or vice versa). The amendments clarify that such a change should be considered as a continuation of the original plan of disposal and hence requirements set out in IFRS 5 regarding the change of sale plan do not apply. The amendments also clarifies the guidance for when held-for-distribution accounting is discontinued.

The amendments to IFRS 7 provide additional guidance to clarify whether a servicing contract is continuing involvement in a transferred asset for the purpose of the disclosures required in relation to transferred assets.

The amendments to IAS 19 clarify that the rate used to discount post-employment benefit obligations should be determined by reference to market yields at the end of the reporting period on high quality corporate bonds. The assessment of the depth of a market for high quality corporate bonds should be at the currency level (i.e. the same currency as the benefits are to be paid). For currencies for which there is no deep market in such high quality corporate bonds, the market yields at the end of the reporting period on government bonds denominated in that currency should be used instead.

The application of these amendments had no material effect on the Entity's consolidated financial statements.

## 4. Significant accounting policies

### a. Statement of compliance

The consolidated financial statements of the Entity have been prepared in accordance with International Financial Reporting Standards released by IASB.

### b. Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for certain long-term assets and financial instruments which are valued at restated or fair value at each period end, as explained in the accounting policies discussed below. The consolidated financial statements are prepared in Mexican pesos, the legal currency in Mexico, and are presented in thousands of Mexican pesos, unless otherwise stated.

#### i. Historical cost

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

#### ii. Fair value

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Entity takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these consolidated financial statements is determined on such a basis, except for share-based payment transactions that are within the scope of IFRS 2, leasing transactions that are within the scope of IAS 17, and measurements that have some similarities to fair value but are not fair value, such as net realizable value in IAS 2 or value in use in IAS 36.

In addition, for financial reporting purposes, fair value measurements are categorized into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

### c. Basis of consolidation of the financial statements

The consolidated financial statements incorporate the financial statements of the Grupo Sanborns, S.A.B. de C.V. and entities (including structured entities) controlled by the Entity and its subsidiaries. Control is achieved when the Entity:

- Has power over the investee;
- Is exposed, or has rights, to variable returns from its involvement with the investee; and
- Has the ability to use its power to affect its returns.

The Entity reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

When Grupo Sanborns has less than a majority of the voting rights of an investee, it has power over the investee when the voting rights are sufficient to give it the practical ability to direct the relevant activities of the investee unilaterally. Grupo Sanborns considers all relevant facts and circumstances in assessing whether or not the Entity's voting rights in an investee are sufficient to give it power, including:

- The size of Grupo Sanborns' holdings of voting rights relative to the size and dispersion of holdings of the other vote holders;
- Potential voting rights held by Grupo Sanborns, other vote holders or other parties;
- Rights arising from other contractual arrangements; and
- Any additional facts and circumstances that indicate that the Entity has, or does not have, the current ability to direct the relevant activities at the time that decisions need to be made, including voting patterns at previous shareholders' meetings.

Consolidation of a subsidiary begins when Grupo Sanborns, obtains control over the subsidiary and ceases when the Entity loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of profit or loss and other comprehensive income from the date the Entity gains control until the date when the Entity ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income are attributed to the owners of the Entity and to the non-controlling interests. Total comprehensive income of subsidiaries is attributed to the owners of the Entity and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with Grupo Sanborns' accounting policies.

All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Entity are eliminated in full on consolidation.

The ownership percentages over the capital stock of its subsidiaries as of December 31 are shown below:

Subsidiary	Activity	% de Ownership		
		2016	2015	2014
Sanborn Hermanos, S.A. and Subsidiaries ("Sanborns")	Operation of department stores, gifts, records and restaurants under the Sanborns brand	99.23	99.23	99.23
Sears Operadora México, S.A. de C.V. and Subsidiaries ("Sears")	Operation of department stores under the Sears band	98.94	84.94	84.94
Promotora Comercial Sanborns, S.A. de C.V. and Subsidiaries	Operation of computer and record stores, restaurants and coffee shops under the Ishop, Mix-up and Sanborns Café brands	99.96	99.96	99.96
Operadora de Tiendas Internacionales, S.A. de C.V. and Subsidiary	Operation of department stores under the Saks Fifth Avenue brand	100.00	100.00	100.00
Servicios Corporativos de Grupo Sanborns, S.A. de C.V. and Subsidiaries	Boutiques operator and subholding	100.00	100.00	100.00
Corporación de Tiendas Internacionales, S.A. de C.V. ("Corpti")	Sanborns and Sears stores in El Salvador	100.00	100.00	100.00
Comercializadora Dax, S.A. de C.V. and Subsidiary	Operation of department stores under Dax brand	100.00	100.00	100.00

Subsidiary	Activity	% de Ownership		
		2016	2015	2014
Grupo Inmobiliario Sanborns, S.A de C.V.	Sale, lease or sublease of fixed assets.	100.00	100.00	100.00
C.E.G. Sanborns, S.A de C.V.	Generation and supply of electricity.	100.00	100.00	100.00
C.E.G. Sanborns Satélite, S.A de C.V.	Generation and supply of electricity.	100.00	100.00	100.00
C.E.G. Sanborns Tezontle, S.A de C.V.	Generation and supply of electricity.	100.00	100.00	100.00
C.E.G. Sanborns Monterrey, S.A de C.V.	Generation and supply of electricity.	100.00	100.00	100.00
C.E.G. Sanborns Perisur, S.A de C.V.	Generation and supply of electricity.	100.00	100.00	100.00
C.E.G. Sanborns 2, S.A de C.V.	Generation and supply of electricity.	66.20	0.54	0.54
Claroshop.Com Holding, S.A. de C.V.	E-commerce	56.54	-	-

i) Changes in the Entity's ownership interests in existing subsidiaries

Changes in the Entity's ownership interests in subsidiaries that do not result in losing control over the subsidiaries are accounted for as equity transactions. The carrying amounts of the Entity's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognized directly in equity and attributed to owners of Grupo Sanborns.

When the Entity loses control of a subsidiary, a gain or loss is recognized in profit or loss and is calculated as the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets (including goodwill), and liabilities of the subsidiary and any non-controlling interests. All amounts previously recognized in other comprehensive income in relation to that subsidiary are accounted for as if the Entity had directly disposed of the related assets or liabilities of the subsidiary (i.e. reclassified to profit or loss or transferred to another category of equity as specified/permitted by applicable IFRSs). The fair value of any investment retained in the former subsidiary at the date when control is lost is regarded as the fair value on initial recognition for subsequent accounting under IAS 39, when applicable, the cost on initial recognition of an investment in an associate or a joint venture.

ii) Seasonality

Historically, the Entity has experienced seasonal patterns of sales in stores due to increased consumption activity during the Christmas and New Year period, in the months of May and June, because of Mother's Day and Father's Day, respectively, and at the start of the school year in September. During these periods it promotes products such as toys or winter clothes, and school utensils and articles during the back-to-school period. By contrast, it suffers a drop in sales in July and August.

The Entity seeks to reduce the effect of seasonality in its results through commercial strategies such as agreements with suppliers, competitive pricing and intensive promotion, for which reason its impact in the statements of comprehensive income and of financial position is insignificant.

#### d. Cash and cash equivalents

Consist mainly of bank deposits in checking accounts and short-term investments, highly liquid and easily convertible into cash or with a maturity up to three months upon its acquisition and are subject to insignificant value change risks. Cash is stated at nominal value and cash equivalents are valued at fair value; any fluctuations in value are recognized in results of the period. Cash equivalents are represented by money market funds and short-term bank investments in pesos and U.S. dollars.

#### e. Other cash equivalents

Correspond to daily investments available that are used primarily to fund the expansion plan and remodeling of the main formats Grupo Sanborns (Sears, Sanborns and iShop) plus other purposes as prepayment of debt and working capital.

#### f. Investment in shares and others

Permanent investments made by the Entity in companies where there is no control, joint control or significant influence are initially recorded at cost and dividends received are recognized in current earnings unless from earnings from previous periods acquisition, in which case they are deducted from the permanent investment. If impairment indicators are present investments are subject to impairment tests.



### **g. Revenue recognition**

Revenue is measured at the fair value of the consideration received or receivable considering the amount of sales returns, discounts and other similar discounts or rebates. Revenues are recognized based on the criteria outlined below:

- i. Sale of goods** - The sale of goods is recognized when the significant risks and rewards are transferred to the customer, provided the respective income can be reliably measured, it is likely that the Entity will receive the economic benefits associated with the transaction, the costs that have been or will be incurred to perform the transaction can be reliably measured, the Entity is not continuously involved in the ownership of the goods and does not retain effective control over them. Generally, revenues recognition coincides with the date on which the goods are delivered and ownership is legally transferred to the customer.
- ii. Finance income on credit sales** - Finance income on credit sales recognized when it is accrued and is generated by credit card transactions (Sanborns, Sears, Saks, Mixup and Corpti).
- iii. Services** - Provided are recognized when the service is rendered.
- iv. Rentals** - They are recognized on a straight-line basis as lease services are provided and maintenance fees are collected; these amounts are recognized throughout the period of the lease contract from which they are derived.

### **h. Loyalty programs for customers**

Awards are accounted for as a separate component of the initial sale transaction, measured at their fair value and recognized as deferred income in the statement of financial position, within other accounts payable and accrued liabilities. Deferred revenue is recognized in income once the award is redeemed or expires.

### **i. Leasing**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are initially recognized as assets of the Entity at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments.

Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income, unless they can be directly attributable to qualifying assets, in which case they are capitalized in accordance with the general policy of the Entity for borrowing costs.

Operating lease payments are recognized as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognized as an expense in the period in which they are incurred.

### **j. Foreign currencies**

In preparing the financial statements of each individual group entity, transactions in currencies other than the entity's functional currency (foreign currencies) are recognized at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences on monetary items are recognized in profit or loss in the period in which they arise except for:

- Exchange differences on foreign currency borrowings relating to assets under construction for future productive use, which are included in the cost of those assets when they are regarded as an adjustment to interest costs on those foreign currency borrowings;
- Exchange differences on transactions entered into in order to hedge certain foreign currency risks and
- Exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur (therefore forming part of the net investment in the foreign operation), which are recognized initially in other comprehensive income and reclassified from equity to profit or loss on repayment of the monetary items.

For the purposes of presenting these consolidated financial statements, the assets and liabilities of the Entity's foreign operations are translated into Mexican pesos using exchange rates prevailing at the end of each reporting period. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are recognized in other comprehensive income and accumulated in equity (and attributed to non-controlling interests as appropriate).

The corresponding adjustments to goodwill and fair value generated in the acquisition of a foreign operation are treated as assets and liabilities of this operation and translated at the rate prevailing at the closing date. The resulting exchange differences are recognized in other comprehensive income.

The functional and recording currency and Grupo Sanborns and its subsidiaries is the Mexican peso, except for certain subsidiaries whose currencies recording and / or functional are different as follows:

Entity	Recording currency	Functional currency
Sanborns Panamá, S.A.	US Dollar	US Dollar
Corporación de Tiendas Internacionales, S.A. de C.V. (El Salvador)	US Dollar	US Dollar

The entities listed above are considered foreign operations under IFRS.

#### **k. Direct employee benefits, employee retirement benefits and statutory employee profit sharing (PTU)**

The costs to direct employee benefits and defined contribution retirement benefit plans are recognized as an expense when employees have rendered service entitling them to the contributions.

The seniority premium liability for all personnel, non-union personnel pensions and retirement payments treated as pensions are considered in defined benefit plans. The cost of these benefits is determined by using the projected unit credit method and the actuarial valuations prepared at the end of each reporting period. Actuarial gains and losses are immediately recognized in other comprehensive income, net of deferred tax, based on the net asset or liability recognized in the consolidated statement of financial position, so as to reflect the over- or underfunded status of employee benefit plan obligations. Similarly, past service costs are recognized in results when the plan is modified or when restructuring costs are incurred.

Retirement benefit obligations recognized in the statement of financial position represent the current value of the defined benefit obligation adjusted according to actuarial gains and losses and the past service costs, less the fair value of plan assets. When plan assets exceed the liabilities of the defined benefit plan, they are valued according to the lower of: i) the defined benefit plan surplus, and ii) the present value of any economic benefits derived from the plan and available as future plan contribution reimbursements or reductions.

#### **Statutory employee profit sharing**

PTU is recorded in the results of the year in which it is incurred.

As result of the 2014 Income Tax Law, PTU is determined based on taxable income, according to Section I of Article 9 of the Law.

#### **l. Income taxes**

Income tax expense represents the sum of the tax currently payable and deferred tax.

##### **i. Current tax**

The tax calculated corresponds to income tax ("ISR") and recorded in the income year in which it is incurred.

##### **ii. Deferred income taxes**

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences. Deferred tax assets are generally recognized for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilized. Such deferred tax assets and liabilities are not recognized if the temporary difference arises from the initial recognition (other than in a business combination) of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit. In addition, deferred tax liabilities are not recognized if the temporary difference arises from the initial recognition of goodwill.

Deferred tax liabilities are recognized for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Entity is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognized to the extent that it is probable that there will be sufficient taxable profits against which to utilize the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax liabilities and assets are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realized, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Entity expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

For the purposes of measuring deferred tax liabilities and deferred tax assets for investment properties that are measured using the fair value model, the carrying amounts of such properties are presumed to be recovered entirely through sale, unless the presumption is rebutted. The presumption is rebutted when the investment property is depreciable and is held within a business model whose objective is to consume substantially all of the economic benefits embodied in the investment property over time, rather than through sale.

### iii. Current and deferred tax

Current and deferred tax are recognized in profit or loss, except when they relate to items that are recognized in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognized in other comprehensive income or directly in equity respectively. Where current tax or deferred tax arises from the initial accounting for a business combination, the tax effect is included in the accounting for the business combination.

### m. Inventories and cost of sales

Are stated at the lower of cost of acquisition and / or construction or net realizable value (estimated selling price less all costs to sell), as follows:

They are valued using the average cost methods, including the cost of materials and direct expenses that are incurred in the acquisition of inventory by the Entity. Impairments are reflected as reductions in the carrying amount of inventories.

### n. Property, plant and equipment

As of January 1, 2011, property, plant and equipment were valued at deemed cost (depreciated cost adjusted for an inflation index), or fair value determined through appraisals for certain items of property, machinery and equipment. Subsequent acquisitions are recorded at acquisition cost. Depreciation is calculated using the straight-line method based on the remaining useful lives of the related assets which are reviewed yearly; the effect of any change in the accounting estimate is recognized on a prospective basis.

	Year life
Buildings and leasehold improvements	10 to 50 years
Machinery and equipment	20 years
Vehicles	4 and 5 years
Furniture and fixtures	20 years
Computers	4 and 6 years

Borrowing costs incurred during the period of construction and installation of qualifying property, machinery and equipment are capitalized.

The gain or loss on the sale or retirement of an item of property, plant and equipment is calculated as the difference between the resources received from sale and the carrying value of the asset, and is recognized in results.

### o. Investment property

Investment properties are properties held to earn rentals and/or for capital appreciation (including property under construction for such purposes). Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are measured at fair value. Gains and losses arising from changes in the fair value of investment properties are included in profit or loss in the period in which they arise. Properties which are held as investments mainly include two shopping malls.

Investment property acquired and improvements are recorded at cost, including transaction costs related to the acquisition of assets.

An investment property is derecognized upon disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from the disposal. Any gain or loss arising on derecognition of the property (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss in the period in which the property is derecognized.

### p. Other assets

Include mainly guarantee deposits, shopping center's operating rights and installation expenses for a new system which is in the testing stage; consequently, they are expected to be amortized once the implementation is concluded.

The shopping center's operating rights are amortized over the term established in the contract. The costs incurred for the installation of a new system, with regard to a recognized intangible asset, are recorded in the financial statements. However, if the system is engaged in a testing stage, such costs are amortized once the implementation is concluded.

### q. Impairment of tangible assets

At the end of each reporting period, the Entity reviews the carrying amounts of its tangible to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Entity estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognized immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.



Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable value amount, so that the increased carrying amount does not exceed the carrying amount that it would have resulted if it had not recognized an impairment loss for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognized in earnings.

#### **r. Provisions**

Provisions are recognized when the Entity has a present obligation (legal or constructive) as a result of a past event, it is probable that the Entity will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. When a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows (when the effect of the time value of money is material).

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, a receivable is recognized as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### **s. Financial instruments**

Financial assets and financial liabilities are recognized when a group entity becomes a party to the contractual provisions of the instruments.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognized immediately in profit or loss.

##### **i. Financial assets**

Financial assets are classified into the following specified categories: financial assets 'at fair value through profit or loss' (FVTPL), 'held-to-maturity' investments, 'available-for-sale' (AFS) financial assets and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. All regular way purchases or sales of financial assets are recognized and derecognized on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

##### **– Financial assets at FVTPL**

Financial assets are classified as of FVTPL when the financial asset is either held for trading or it is designated as of FVTPL.

A financial asset is classified as held for trading if:

- It is purchased primarily for the purpose of selling in the near term; or
- Upon initial recognition, is part of a portfolio of identified financial instruments that the Entity manages together and for which there is a recent actual pattern of making short-term profits; or
- It is a derivative that is not designated and effective as a hedging instrument.

A financial asset other than a financial asset held for trading may be designated as of FVTPL upon initial recognition if:

- Such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- The financial asset forms part of a group of financial assets or financial liabilities or both, which is managed and its performance is evaluated on a fair value basis, in accordance with the Entity's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or
- It forms part of a contract containing one or more embedded derivatives, and IAS 39 permits the entire hybrid contract (asset or liability) to be designated as fair value through profit or loss.

Financial assets at FVTPL are stated at fair value, with any gains or losses arising on remeasurement recognized in profit or loss. The net gain or loss recognized in profit or loss incorporates any dividend or interest earned on the financial asset and is included in the 'other income, Net' line item. Fair value is determined in the manner described in Note 11.

##### **– Held to-maturity investment**

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity dates that the Entity has the positive intent and ability to hold to maturity. Subsequent to initial recognition, held-to maturity investments are measured at amortized cost using the effective interest method less any impairment.

– Financial assets classified as available-for-sale (AFS financial assets)

AFS financial assets are non-derivatives that are either designated as AFS or are not classified as (a) loans and receivables, (b) held-to-maturity investments or (c) financial assets at fair value through profit or loss.

Dividends on equity instruments available for sale are recognized in income when the right of the Entity is set to receive dividends.

The fair value of monetary assets available for sale denominated in foreign currency is determined in that foreign currency and translated at the closing rate at the end of the reporting period. Gains and losses on foreign exchange recognized in income are determined based on the amortized cost of the monetary asset. Other foreign exchange gains and losses are recognized in other comprehensive income.

Capital investments available for sale that do not have a quoted market price in an active market and whose fair value cannot be estimated reliably and derivatives that are linked to and must be settled by delivery of such unquoted equity investments are stated at cost less impairment losses identified at the end of each reporting.

– Loans and receivables

Loans, accounts receivable from customers and other accounts receivable with fixed or determinable payments which are not traded on an active market are classified as loans and accounts receivable. Loans and accounts receivable are valued at their applied cost by using the effective interest method less any impairment. Interest income is recognized by applying the effective interest rate, while excluding short-term accounts receivable when interest recognition is insignificant.

– Effective interest method

The effective interest method is a method of calculating the amortized cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received), that form an integral part of the effective interest rate, transaction costs and other premiums or discounts through the expected life of the debt instrument, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Income is recognized on an effective interest basis for debt instruments other than those financial assets classified as of FVTPL.

– Impairment of financial assets

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.

For listed equity instruments quoted or not in an active market are classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered to be objective evidence of impairment.

For all other financial assets, objective evidence of impairment could include:

- Significant financial difficulty of the issuer or counterparty; or;
- Breach of contract, such as a default or delinquency in interest or principal payments; or
- It becoming probable that the borrower will enter bankruptcy or financial re-organization; or
- The disappearance of an active market for that financial asset because of financial difficulties.

For certain categories of financial assets, such as trade receivables, assets are assessed for impairment on a collective basis even if they were assessed not to be impaired individually. Objective evidence of impairment for a portfolio of receivables could include the Entity's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 90 days, as well as observable changes in national or local economic conditions that correlate with default on collection payments.

For financial assets carried at amortized cost, the amount of the impairment loss recognized is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

For financial assets that are carried at cost, the amount of the impairment loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the current market rate of return for a similar financial asset. Such impairment loss will not be reversed in subsequent periods.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognized in profit or loss.

When an AFS financial asset is considered to be impaired, cumulative gains or losses previously recognized in other comprehensive income are reclassified to profit or loss in the period.

Except for equity instruments available for sale, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortized cost would have been had the impairment not been recognized.

In respect of AFS equity securities, impairment losses previously recognized in profit or loss are not reversed through profit or loss. Any increase in fair value subsequent to an impairment loss is recognized in other comprehensive income and accumulated under the heading of investments revaluation reserve.

#### – Derecognition of financial assets

The Entity derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another party. If the Entity neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Entity recognizes its retained interest in the asset and an associated liability for amounts it may have to pay. If the Entity retains substantially all the risks and rewards of ownership of a transferred financial asset, the Entity continues to recognize the financial asset and also recognizes a collateralized borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognized in other comprehensive income and accumulated in equity is recognized in profit or loss.

On derecognition of a financial asset other than in its entirety (e.g. when the Entity retains an option to repurchase part of a transferred asset), the Entity allocates the previous carrying amount of the financial asset between the part it continues to recognize under continuing involvement, and the part it no longer recognizes on the basis of the relative fair values of those parts on the date of the transfer. The difference between the carrying amount allocated to the part that is no longer recognized and the sum of the consideration received for the part no longer recognized and any cumulative gain or loss allocated to it that had been recognized in other comprehensive income is recognized in profit or loss. A cumulative gain or loss that had been recognized in other comprehensive income is allocated between the part that continues to be recognized and the part that is no longer recognized on the basis of the relative fair values of those parts.

### ii. Financial liabilities and equity instruments

**Classification as debit or equity** - Debt and equity instruments issued by a group entity are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the criteria of a financial liability and an equity instrument.

**Equity Instruments** - An equity instrument is any contract that evidences a residual interest in the assets of an entity. Equity instruments issued by a group entity are recognized at the proceeds received, net of direct issuance costs.

Repurchase of the Entity's own equity instruments is recognized and deducted directly in equity. No gain or loss is recognized in profit or loss on the purchase, sale, issue or cancellation of the Entity's own equity instruments.

**Financial liabilities** - Financial liabilities are classified as either financial liabilities at FVTPL or other financial liabilities.

### iii. Other financial liabilities

Other financial liabilities including loans are initially valued at their fair value, net of transaction costs. They are subsequently valued at their applied cost by using the effective interest rate method, while interest expenses are recognized on an effective return basis.

### iv. Derecognition of financial liabilities

The Entity derecognizes financial liabilities when, and only when, the Entity's obligations are discharged, cancelled or they expire. The difference between the carrying amount of the financial liability derecognized and the consideration paid and payable is recognized in profit or loss.

### t. Statements of cash flows

The indirect method is used for presenting cash flows from operating activities, such that the net income is adjusted for changes in operating items not resulting in cash receipts or disbursements, and for items corresponding to cash flows from investing and financing activities. Interest received is presented as an investing activity and operating activity and interest paid is presented as a financing activity.

### u. Earnings per share

The basic earnings per common share is calculated by dividing the net consolidated profit attributable to the controlling interest by the weighted average of common outstanding shares during the year.



## 5. Critical accounting judgments and key sources of estimation uncertainty

In the application of the Entity's accounting policies, which are described in Note 4, the Entity's management is required to make judgments, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Critical accounting judgments and key sources of uncertainty in applying the estimations that may have a significant impact on the amounts recognized in the accompanying interim consolidated financial statements are as follows:

**a. Inventory and accounts receivable allowances** - The Entity use estimates to determine inventory and accounts receivable reserves. When calculating inventory reserves, the Entity considers production and sales volumes, as well as the demand for certain products.

When determining the allowance for doubtful accounts, the Entity primarily considers the financial risk represented by each customer, unguaranteed accounts and significant collection delays based on established credit conditions. (See Notes 8 and 9 for further detail).

**b. Property, plant and equipment** - The Entity reviews the estimated useful lives of property, plant and equipment at the end of each reporting period, to determine the depreciation of these assets. Asset useful lives are defined according to the technical studies prepared by specialized internal personnel and with the participation of external specialists. The level of uncertainty related to useful life estimates is also linked to market changes and asset utilization based on production volumes and technological development.

**c. Investment property** - The Entity prepares an annual valuation of investment property with the assistance of independent appraisers. The valuation techniques are based on different methods including physical inspection, market and income approaches; the Entity has utilized the physical inspection. The valuation methodology includes observable assumptions for properties which, while dissimilar, nonetheless involve the same geographic zones and commercial use. The Entity considers the highest and best use of its assets.

The valuation techniques used by the Entity were not modified in 2016, 2015 and 2014. Entity management considers that the valuation methodologies and assumptions utilized are appropriate for determining the fair value of the Entity's investment properties.

**d. Impairment of long-lived assets** - The carrying value of noncurrent assets is reviewed to detect indications of impairment; i.e., if certain situations or changing circumstances indicate that carrying values may not be recoverable. If indications of impairment are detected, the Entity performs a review to determine whether the carrying value exceeds its recovery value and is impaired. When applying asset impairment tests, the Entity must estimate the value in use assigned to property, plant and equipment and cash generating units, in the case of certain assets. Value in use calculations require that the Entity determine the future cash flows produced by cash generating units, together with an appropriate discount rate for calculating present value. The Entity utilizes cash flow projections by estimating market conditions, prices, production and sales volumes.

**e. Valuation of financial instruments** - The Entity uses valuation techniques for its financial instruments which include information that is not always based on an observable market to estimate the fair value of certain financial instruments. Note 11 contains detailed information on the key assumptions used to determine the fair value of the Entity's financial instruments, as well as an in-depth sensitivity analysis of these assumptions. Entity management considers that the valuation techniques and assumptions it has utilized are suitable for determining the fair value of its financial instruments.

**f. Contingencies** - As the Entity is involved in certain legal proceedings, it evaluates the probability of a payment obligation arising, accordingly, it considers the legal situation in effect at the estimate date and the opinion of its legal advisers; these evaluations are periodically reconsidered.

**g. Employee benefits at retirement** - The Entity uses assumptions to determine the best annual estimate of these benefits. Like the above assumptions, these benefits are jointly and annually determined in conjunction with independent actuaries. These assumptions include demographic hypotheses, discount rates, expected remuneration increases and future employee tenure, among other items. While the Entity considers that these assumptions are appropriate, any modification in this regard could affect the value of employee benefit assets (liabilities) and the statement of income and other comprehensive income of the period in which any such modification takes place.

## 6. Non-cash transactions

During 2016, 2015 and 2014, The Entity entered into the following non-cash investing and financing activities which are not reflected in the consolidated statement of cash flows and are related to the payment of dividends to its shares repurchased during the year, which corresponded to them \$2,087, \$10,741 and \$7,111, respectively.

## 7. Cash and cash equivalents

For the purposes of the consolidated statement of cash flows, cash and cash equivalents include cash on hand and in banks, net of outstanding bank overdrafts. Cash and cash equivalents at the end of the reporting period as shown in the consolidated statements of cash flows can be reconciled to the related items in the consolidated statement of financial position as follows:

	2016	2015	2014
Cash	\$ 854,776	\$ 498,642	\$ 487,657
Cash equivalents:			
Demand deposits	-	2,979,246	2,021,178
Government paper	346,839	84,047	209,506
Certificates of deposit	496,089	339,691	852,853
Demand deposits in US dollars	15,289	1,318	88
Others	1,363	1,602	1,217
	\$ 1,714,356	\$ 3,904,546	\$ 3,572,499

## 8. Accounts receivable

	2016	2015	2014
Clients	\$ 12,531,187	\$ 10,992,863	\$ 10,482,673
Allowance for doubtful accounts	(375,792)	(359,507)	(351,871)
	12,155,395	10,633,356	10,130,802
Sundry debtors	215,491	176,706	127,763
Due from related parties	65,136	57,979	62,167
Recoverable taxes mainly value added tax and wage tax credit	680,867	603,985	706,170
	\$ 13,116,889	\$ 11,472,026	\$ 11,026,902

### a. Trade accounts receivable

The Entity offers sales promotions through which it grants credit to its customers for different periods which, on average, are 206, 203 and 203 days at December 31, 2016, 2015 and 2014, respectively. In the case of sales promotions with collection periods exceeding one year, the respective accounts receivable are classified as short-term because they form part of the Entity's regular transaction cycle, which is a common industry practice. Maturities exceeding one year are \$1,291,061, \$1,281,389 and \$1,273,053 as of December 31, 2016, 2015 and 2014, respectively.

### b. Past due but not impaired

Accounts receivable from customers include amounts that are overdue at the end of the reporting period and for which the Entity has not recognized an allowance for bad debts as there has been no significant change in the customer's credit rating and the amounts in question are still deemed to be recoverable.

A summary of customer accounts receivable which are overdue, but are not considered impaired is detailed below:

	2016	2015	2014
1-30 days	\$ 1,031,908	\$ 903,543	\$ 847,067
31-60 days	311,037	255,416	275,960
61-90 days	165,566	152,060	149,587
More than 90 days	214,118	213,077	215,018
Total	\$ 1,722,629	\$ 1,524,096	\$ 1,487,632

The Entity carries out certain procedures to follow up on customers' compliance with payments for which collateral was not provided and which only have guarantors. According to the Entity's policies, if customer payments are delayed, the respective credit line is suspended for future purchases. Similarly, in the event of more significant delays, the Entity implements out-of-court and legal measures to recover the outstanding balance. However, if such measures are unsuccessful, the respective credit line and account are canceled. The Entity has recognized an allowance for doubtful accounts equal to 100% of all uncollectible accounts receivable.

**c. Reconciliation of the allowance for doubtful accounts is presented below:**

	December 31, 2016	December 31, 2015	December 31, 2014
Beginning balance	\$ 359,507	\$ 351,871	\$ 328,687
Period accrual	493,134	468,448	409,489
Write offs and cancelations	(476,849)	(460,812)	(386,305)
Ending balance	\$ 375,792	\$ 359,507	\$ 351,871

## 9. Inventories

	December 31, 2016	December 31, 2015	December 31, 2014
Merchandise in stores	\$ 10,486,098	\$ 9,229,930	\$ 8,952,341
Allowance for obsolescence and shrinkage inventories	(417,451)	(380,702)	(357,205)
	10,068,647	8,849,228	8,595,136
Goods in transit	266,682	242,949	260,617
Replacement parts and other inventories	120,603	112,391	110,278
	\$ 10,455,932	\$ 9,204,568	\$ 8,966,031

The Entity recognizes two reserves for possible losses, one for obsolete and slow-moving goods and one for shrinkage.

The allowance for obsolescence and slow-moving inventories is determined based on prior-year experience by store and department, the displacement of goods on the market, their utilization at different locations, fashions and new product models. The Entity analyzes the possibility of increasing this allowance when goods have insufficient displacement.

The goods shrinkage allowance is determined based on the Entity's experience and the results of cyclical physical inventory counts. The Entity adjusts these inventories according to the variable shrinkage percentages of different stores.

A reconciliation of the allowance for obsolete, slow moving and shrinkage inventories is presented below:

	December 31, 2016	December 31, 2015	December 31, 2014
Beginning balance	\$ 380,702	\$ 357,205	\$ 311,842
Period accrual	155,910	149,178	144,090
Write offs and cancelations	(119,161)	(125,681)	(98,727)
Ending balance	\$ 417,451	\$ 380,702	\$ 357,205



## 10. Financial risk management

The Entity is exposed to market, operating and financial risks as a result of its use of financial instruments, these include interest rate, credit, liquidity and exchange rate risks, which are managed in a centralized manner by Grupo Sanborns' corporate treasury.

The different financial instrument categories and amounts are detailed below:

	December 31, 2016	December 31, 2015	December 31, 2014
<b>Financial assets</b>			
Cash and cash equivalents	\$ 1,714,356	\$ 3,904,546	\$ 3,572,499
Other cash equivalents:	-	951,027	2,539,740
Loans and receivables	12,370,886	10,810,062	10,258,565
Long-term accounts receivable	10,143	27,479	46,000
Due from related parties	65,136	57,979	62,167
<b>Financial liabilities</b>			
At amortized cost:			
• Payables to suppliers	7,166,771	6,049,697	6,158,554
• Other payables and accrued liabilities	3,854,636	3,602,990	3,286,137
• Due to related parties	518,388	216,930	265,181

The Board of Directors establishes and monitors the policies and procedures used to measure risks, which are described below:

**a. Capital risk management** - The Entity manages its capital to ensure that it will continue as a going concern, while it maximizes returns to its shareholders through the optimization of the balances of debt and equity.

The capital structure of the Entity is composed by its net debt (mainly the related party debt detailed in Note 19) and stockholders' equity (issued capital, capital reserves, accumulated earnings and non-controlling equity detailed in Note 18). The Entity is not subject to any kind of capital requirement.

Management reviewed monthly its capital structure and borrowing costs and their relation to EBITDA (defined in this case as earnings before taxes, interest, exchange rate fluctuations, valuation of derivative financial instruments, depreciation and amortization) in connection with the preparation of financial projections as part of the business plan submitted to the Board of Directors and Shareholders.

The Entity's policy is to maintain a net debt ratio of no more than three times EBITDA, determined as the ratio of net debt to EBITDA of the last 12 months. See Note 27.

Considering that the Entity has no financial debt it is not applicable to the determination of the debt and interest coverage.

**b. Market risk** - The Entity's activities expose it primarily to the financial risks of changes in foreign currency exchange rates and interest rates. The Entity enters into a variety of derivative financial instruments to manage its exposure to foreign currency risk and interest rate risk.

Exposure to market risk is measured using sensitivity analysis. There have been no changes in exposure to market risks or the manner in which those risks are being managed and measured.

**c. Interest rate risk management** - The Entity is exposed to interest rate risks from customer loans and financial debt contracted at variable rates. However, it manages this risk through an adequate combination of fixed and variable interest rates and by using interest rate swaps for its customer portfolio.

The Entity's exposure to interest rate risks is primarily based on the Mexican Interbank Equilibrium Offered rate (TIIE) applicable to financial liabilities and its customer portfolio. Accordingly, it periodically prepares a sensitivity analysis by considering the cost of the net exposure from its customer portfolio and financial liabilities derived that earn and bear interest at variable interest rates; it also prepares an analysis based on the amount of outstanding credit at the end of the period.

If benchmark interest rates had increased and/or decreased by 100 basis points in each reporting period and all other variables had remained constant, the pretax profit of 2016, 2015 and 2014 would have increased or decreased by approximately \$44,623, \$65,422 and \$82,272, respectively. At December 31, 2016, 2015 and 2014 there would be no impact on other comprehensive income because no derivative financial instruments outstanding at that date were recorded as trading, directly affecting the result of the year.

**d. Exchange risk management** - The functional currency of the Entity is the Mexican peso, accordingly, it is exposed to currency risk Mexican peso against U.S. dollar that arises in connection with retail operations and financing, in this case, currency forwards are entered into in order to hedge such operations, when considered convenient.

The carrying values of monetary assets and liabilities denominated in foreign currency and which primarily generate exposure for the Entity at the end of the reporting period are as follows (figures in thousands):

	Liabilities			Assets		
	December 31, 2016	December 31, 2015	December 31, 2014	December 31, 2016	December 31, 2015	December 31, 2014
US Dollar	29,772	29,157	26,590	30,818	30,591	28,404

The following table indicates the Entity's sensitivity to a 10% increase or decrease of the Mexican peso versus the US dollar. This percentage is the sensitivity rate used to internally report the exchange rate risk to key management personnel and also represents management's evaluation of the possible fair value change to exchange rates. The sensitivity analysis only includes monetary items denominated in foreign currency and adjusts their conversion at the end of the period by applying a 10% fluctuation; it also includes external loans. A negative or positive figure, respectively (as detailed in the following table), indicates a (decrease) or increase in net income derived from a decrease in the value of the Mexican peso of 10% with regard to the US dollar (figures in thousands):

	December 31, 2016	December 31, 2015	December 31, 2014
Mexican pesos	2,161	2,467	2,670

**e. Credit risk management** - The credit risk refers to the situation in which the borrower defaults on its contractual obligations, thereby generating a financial loss for the Entity and which is essentially derived from customer accounts receivable and liquid funds. The credit risk affecting cash and cash equivalents and derivative financial instruments is limited because the counterparties are banks with high credit ratings issued by credit rating agencies. The Entity's maximum credit risk exposure is represented by the balance in the statement of financial position. The other exposure to credit risk is represented by the balance of each financial asset mainly in trade accounts receivable. The Entity sells its products and / or services to customers who have demonstrated their economic, and periodically evaluates the financial condition of its customers and has insurance billing for domestic and export sales. Therefore, the Entity does not believe there is a significant risk of loss due to a concentration of credit in its customer base in the retail sector, as they are diluted by than 1,867,782 customers, which do not represent a concentration of risk. The Entity also believes that potential credit risk is adequately covered by its allowance for doubtful accounts, which represents its estimate of incurred losses related to impairment of accounts receivable (see Note 8).

**f. Liquidity risk management** - Corporate treasury has the ultimate responsibility for liquidity management, and has established appropriate policies to control this through monitoring of working capital, managing short, medium and long-term funding requirements, maintaining cash reserves and available credit lines, continuously monitoring cash flows (projected and actual), and reconciling the maturity profiles of financial assets and liabilities.

The following table details the remaining contractual maturities of the Entity's non-derivative financial liabilities, based on contractual repayment periods.

The Entity expects to meet its obligations with cash flows from operations and resources received from the maturity of financial assets.

Additionally, the Entity has access to credit lines with various banks and debt securities programs.

As of December 31, 2016	3 months	6 months	Total
Trade accounts payable	\$ 7,059,269	\$ 107,502	\$ 7,166,771
Other accounts payable and accrued liabilities	3,796,816	57,820	3,854,636
Due to related parties	518,388	-	518,388
Total	\$ 11,374,473	\$ 165,322	\$ 11,539,795

As of December 31, 2015	3 months	6 months	Total
Trade accounts payable	\$ 5,986,780	\$ 62,917	\$ 6,049,697
Other accounts payable and accrued liabilities	3,565,519	37,471	3,602,990
Due to related parties	216,930	-	216,930
Total	\$ 9,769,229	\$ 100,388	\$ 9,869,617

As of December 31, 2014	3 months	6 months	Total
Trade accounts payable	\$ 6,042,157	\$ 116,397	\$ 6,158,554
Other accounts payable and accrued liabilities	3,286,137	-	3,286,137
Due to related parties	265,181	-	265,181
Total	\$ 9,593,475	\$ 116,397	\$ 9,709,872

## 11. Fair value of financial instruments

The Entity does not have instruments that are measured at fair value on a recurring basis.

This note provides information about the fair value of financial assets and liabilities not carried at fair value steadily (but fair value disclosures required).

Except as detailed in the table below, management believes that the carrying amounts of assets and liabilities recognized at amortized cost in the financial statements, approximates their fair value.

The Entity calculates the fair value of accounts receivable since much of its sales are made through the revolving credit extended to customers. Fair value is calculated using the information available in the market or other valuation techniques which require judgment to develop and interpret the estimates of fair values also makes assumptions that are based on market conditions existing at each of the dates of the statement of financial position. Consequently, the estimated amounts presented are not necessarily indicative of the amounts the Company could realize in a current market exchange. The use of different assumptions and / or estimation methods may have a material effect on the estimated fair value amounts presented below for disclosure purposes only.

The carrying amounts of financial instruments by category and their estimated fair values are as follows:

	December 31, 2016		December 31, 2015		December 31, 2014	
	Carrying amounts	Fair value	Carrying amounts	Fair value	Carrying amounts	Fair value
<b>Financial assets:</b>						
Cash and equivalent cash	\$ 1,714,356	\$ 1,714,356	\$ 3,904,546	\$ 3,904,546	\$ 3,572,499	\$ 3,572,499
Other cash equivalents	-	-	951,027	951,027	2,539,740	2,539,740
<b>Notes and accounts receivables:</b>						
Accounts receivable to customers and other	13,116,889	13,119,236	11,472,026	11,644,137	11,026,902	11,121,238
<b>Accounts and notes payable:</b>						
Trade accounts payable	7,166,771	7,166,771	6,049,697	6,049,697	6,158,554	6,158,554
Other accounts payable and accrued liabilities	3,854,636	3,854,636	3,602,990	3,602,990	3,286,137	3,286,137
Due to related parties	518,388	518,388	216,930	216,930	265,181	265,181
<b>Total</b>	<b>\$ 3,291,450</b>	<b>\$ 3,293,797</b>	<b>\$ 6,457,982</b>	<b>\$ 6,630,093</b>	<b>\$ 7,429,269</b>	<b>\$ 7,523,605</b>



## 12. Property, plant and equipment

Following is a reconciliation between the carrying amount at the beginning and end of the year 2016, 2015 and 2014:

	Balances as of December 31, 2015	Additions	Retirements / disposals	Exchange differences on translation	Acquisition through business combination	Balances as of December 31, 2016
<b>Investment:</b>						
Buildings, leasehold improvements and constructions	\$ 11,341,784	\$ 997,600	\$ (22,064)	\$ 27,332	\$ -	\$ 12,344,652
Machinery and equipment	2,679,571	287,122	(7,306)	10,601	-	2,969,988
Furniture and fixtures	4,726,357	850,180	(14,372)	15,228	313	5,577,706
Vehicles	309,191	32,132	(16,537)	681	-	325,467
Computers	1,102,293	166,333	(4,060)	2,680	-	1,267,246
Total investment	20,159,196	2,333,367	(64,339)	56,522	313	22,485,059
<b>Accumulated depreciation:</b>						
Buildings, leasehold improvements and constructions	(5,143,929)	(405,180)	10,041	(14,249)	-	(5,553,317)
Machinery and equipment	(1,641,224)	(134,401)	5,742	(7,567)	-	(1,777,450)
Furniture and fixtures	(2,541,629)	(464,005)	8,007	(12,367)	-	(3,009,994)
Vehicles	(203,522)	(40,349)	11,396	(1,041)	-	(233,516)
Computers	(942,082)	(64,525)	5,523	(1,770)	-	(1,002,854)
Total accumulated depreciation	(10,472,386)	(1,108,460)	40,709	(36,994)	-	(11,577,131)
Subtotal	9,686,810	1,224,907	(23,630)	19,528	313	10,907,928
Land	2,448,051	268,911	(290)	-	-	2,716,672
Construction in progress	473,626	302,365	-	-	-	775,991
Net investment	\$12,608,487	\$ 1,796,183	\$ (23,920)	\$ 19,528	\$ 313	\$ 14,400,591

	Balances as of December 31, 2014	Additions	Retirements / disposals	Exchange differences on translation	Acquisition through business combination	Balances as of December 31, 2015
<b>Investment:</b>						
Buildings, leasehold improvements and constructions	\$ 10,078,041	\$ 1,319,303	\$ (75,200)	\$ 19,640	\$ -	\$ 11,341,784
Machinery and equipment	2,422,092	299,832	(49,668)	7,315	-	2,679,571
Furniture and fixtures	3,763,667	999,615	(51,542)	14,617	-	4,726,357
Vehicles	322,308	45,762	(19,075)	(2,555)	-	307,359
Computers	1,023,484	61,358	(19,988)	190	-	1,104,125
Total investment	17,609,592	2,725,870	(215,473)	39,207	-	20,159,196
<b>Accumulated depreciation:</b>						
Buildings, leasehold improvements and constructions	(4,748,727)	(416,639)	40,574	(19,137)	-	(5,143,929)
Machinery and equipment	(1,619,718)	(96,556)	72,763	2,287	-	(1,641,224)
Furniture and fixtures	(2,238,015)	(336,983)	43,345	(9,976)	-	(2,541,629)
Vehicles	(209,171)	(37,537)	19,006	2,917	-	(198,238)
Computers	(875,044)	(62,414)	16,475	164	-	(947,366)
Total accumulated depreciation	(9,690,675)	(950,129)	192,163	(23,745)	-	(10,472,386)
Subtotal	7,918,917	1,775,741	(23,310)	15,462	-	9,686,810
Land	2,471,033	8,341	(4,509)	-	(26,814)	2,448,051
Construction in progress	968,727	(478,566)	(16,535)	-	-	473,626
Net investment	\$11,358,677	\$ 1,305,516	\$ (44,354)	\$ 15,462	\$ (26,814)	\$ 12,608,487

	Balances as of December 31, 2013	Additions	Retirements / disposals	Exchange differences on translation	Acquisition through business combination	Balances as of December 31, 2014
<b>Investment:</b>						
Buildings, leasehold improvements and constructions	\$ 9,262,693	\$ 950,828	\$ (147,798)	\$ 12,318	\$ -	\$ 10,078,041
Machinery and equipment	2,342,807	154,291	(80,817)	5,811	-	2,422,092
Furniture and fixtures	3,336,276	498,652	(71,736)	475	-	3,763,667
Vehicles	309,793	41,339	(37,467)	8,643	-	322,308
Computers	1,016,739	74,650	(67,330)	(575)	-	1,023,484
Total investment	16,268,308	1,719,760	(405,148)	26,672	-	17,609,592
<b>Accumulated depreciation:</b>						
Buildings, leasehold improvements and constructions	(4,446,714)	(393,607)	97,755	(6,161)	-	(4,748,727)
Machinery and equipment	(1,584,720)	(106,748)	77,205	(5,455)	-	(1,619,718)
Furniture and fixtures	(2,078,870)	(217,941)	58,963	(167)	-	(2,238,015)
Vehicles	(200,634)	(41,372)	37,444	(4,609)	-	(209,171)
Computers	(874,120)	(60,306)	58,219	1,163	-	(875,044)
Total accumulated depreciation	(9,185,058)	(819,974)	329,586	(15,229)	-	(9,690,675)
Subtotal	7,083,250	899,786	(75,562)	11,443	-	7,918,917
Land	1,911,357	559,676	-	-	-	2,471,033
Construction in progress	738,588	266,750	(36,611)	-	-	968,727
Net investment	\$ 9,733,195	\$ 1,726,212	\$ (112,173)	\$ 11,443	\$ -	\$ 11,358,677

### 13. Investment properties

	2016	2015	2014
Fair value for investment properties	\$ 2,207,946	\$ 2,086,228	\$ 1,908,604

The changes in investment properties are as follows:

	2016	2015	2014
Balance at beginning of period	\$ 2,086,228	\$ 1,908,604	\$ 1,687,705
Gain on property revaluation	121,718	177,624	220,899
Balance at end of period	\$ 2,207,946	\$ 2,086,228	\$ 1,908,604

All investment properties of Grupo Sanborns are held under freehold.

Grupo Sanborns is based on appraisals performed by independent experts with qualifications and relevant experience in the locations and categories of investment properties it holds.

The valuation techniques considered under the following different approaches:

The income approach is widely used in real estate valuation, it applies to assets of a commercial nature. With the income approach, the appraiser based the value of the property in future income that the property might reasonably create. The appraiser extrapolates the future revenue of the property and deducts that amount to reach a present value reflecting the amount that a hypothetical buyer would pay to a hypothetical seller for the property.

In the market approach (comparable sales) the appraiser looks at recent sales with similar properties (comparable) to indicate the value of the asset. If there are no active subjects identical to comparable sales prices of comparable adjusted to match them to the characteristics of the subject asset.

In the cost approach the appraiser estimates the value of the asset compared to the cost of producing a new individual asset or a replacement property, which suggests the market as appropriate. The cost compared to the value of existing assets and is adjusted for differences in age, condition and value for the comparable asset. In its simplest form, the cost approach is represented by the net replacement value less all depreciation rates. Depreciation for valuation purposes is defined as the difference in value between real property and a new hypothetical property, taken as a basis of comparison.

The value of the asset can be estimated by expected future profits to its owner.

Key metrics for all investment properties are shown below:

Type of property	Recommended ranges for capitalization rates	
	Low	Maxim
Shops	7.1%	8.8%

The Entity has two shopping malls, Loreto and Inbursa located in Mexico City, which generate rental income that is recognized as leasing services amounting to \$203,416, \$210,179 and \$213,204 for the years ended December 31, 2016, 2015 and 2014 respectively. At December 31, 2016, 2015 and 2014 the occupancy rate of shopping centers is 96%, 93% and 94%, respectively.

Direct operating expenses including maintenance costs incurred in relation to the investment property are recognized in income amounting, approximately 33%, 32% and 33% of rental income for years ended December 31, 2016, 2015 and 2014, respectively.

There has been no change in valuation technique during the year.

The estimated fair value of the properties considered the highest and best use of the properties is its current use.

Investment properties of the entity correspond to fair value hierarchy level 3.

The following information is relevant to investment properties classified as Level 3 hierarchy:

	Valuation technique(s)	Significant unobservable input(s)	Sensitivity
Commercial units located in Mexico City	Income capitalization approach	Capitalization rate, taking into account the capitalization of rental income potential, nature of the property, and prevailing market condition, of 7.1%-8.8%, 6.61% - 8.86% and 6.15% - 8.86% in 2016, 2015 and 2014, respectively.	A slight increase in the capitalization rate used would result in a significant decrease in fair value, and vice versa.
		Monthly market rent, taking into account the differences in location, and individual factors, such as frontage and size, between the comparable and the property, at an average of \$312, \$328 and \$312 Mexican pesos per square meter ("sqm") per month in 2016, 2015 and 2014, respectively.	A significant increase in the market rent used would result in a significant increase in fair value, and vice versa.

## 14. Investment in shares of associates

The principal associated entity and its priority activity is the following:

Associated	2016	Ownership percentage		Location	Activity
		2015	2014		
Inmuebles SROM, S.A. de C.V.	14.00	-	-	Mexico	Leasing
		Stockholders' equity	Net income	Investment in shares	Equity in income
Inmuebles SROM, S.A. de C.V. <sup>(1)</sup>		\$ 12,727,100	\$ 897,039	\$ 1,912,219	\$ 89,992
Others				1,317	-
				\$ 1,913,536	\$ 89,992

<sup>(1)</sup> Regarding Inmuebles SROM, the Entity has significant influence for having a representative on the Board of Directors, considering its 14% participation.

## 15. Other accounts payable and accrued liabilities

	2016	2015	2014
Taxes payable	\$ 1,765,638	\$ 1,674,549	\$ 1,513,167
Advertising	438,527	373,517	337,248
Maintenance contracts	184,357	188,560	201,030
Loyalty program	137,993	109,821	96,279
Unfilled orders	68,301	65,313	86,597
Leases	79,350	67,220	75,823
Electronics wallets	41,228	58,906	56,465
Electric power	57,991	56,445	64,191
Others	1,081,251	1,008,659	855,337
Total	\$ 3,854,636	\$ 3,602,990	\$ 3,286,137

## 16. Provisions

The provisions presented below, represent accrued expenses during 2016, 2015 and 2014, expenses or contracted services attributable to the period, which are expected to be settled within a period not exceeding one year. The final amounts to be paid and the timing of any outflow of economic resources involve uncertainty and therefore may vary.

	2016	2015	2014
Opening balance	\$ 59,663	\$ 85,744	\$ 90,548
Additions	65,941	70,968	39,959
Provision applied and writeoffs	(23,312)	(97,049)	(44,763)
Closing balance	\$ 102,292	\$ 59,663	\$ 85,744

## 17. Retirement employee benefits

The Entity has plans for retirement, death or total disability payments for non-union employees in most of its subsidiaries. The defined benefit plans are administered by a legally separate fund of the Entity. The board of the pension fund is comprised of an equal number of representatives of both employer and (former) employees. The board of the pension fund is required according to the law and the articles of association to act in the interests of the Fund and all interested parties, active and inactive employees, retirees and employer. The board of the pension fund is responsible for investment policy in relation to the assets of the fund.

The Entity manages a plan that also covers seniority premiums for all staff working in Mexico, consisting of a single payment of 12 days per year worked based on final salary, not to exceed twice the minimum wage established by law.

Under these plans, employees are entitled to retirement benefits that add to the statutory pension are similar to final salary upon reaching the retirement age of 65. Other postretirement benefits are awarded.

The plans typically expose the Entity to actuarial risks as investment risk, interest rate risk, longevity risk and salary risk.

Investment risk	The present value of the defined benefit plan liability is calculated using a discount rate determined by reference to high quality corporate bond yields; if the return on plan asset is below this rate, it will create a plan deficit. Currently the plan has a relatively balanced investment in equity securities, debt instruments and real estates. Due to the long-term nature of the plan liabilities, the board of the pension fund considers it appropriate that a reasonable portion of the plan assets should be invested in equity securities and in real estate to leverage the return generated by the fund.
Interest risk	A decrease in the bond interest rate will increase the plan liability; however, this will be partially offset by an increase in the return on the plan's debt investments.
Longevity risk	The present value of the defined benefit plan liability is calculated by reference to the best estimate of the mortality of plan participants both during and after their employment. An increase in the life expectancy of the plan participants will increase the plan's liability.
Salary risk	The present value of the defined benefit plan liability is calculated by reference to the future salaries of plan participants. As such, an increase in the salary of the plan participants will increase the plan's liability.



No other post- retirement benefits are provided to these employees.

The most recent actuarial valuation of the plan assets and the present value of the defined benefit obligation were carried out as of October 31, 2016 by independent actuaries who are members of the Asociación Mexicana de Actuarios Consultores, A.C. The present value of the defined benefit obligation, and the related current service cost and past service cost, were measured using the projected unit credit method.

The principal assumptions used for the purposes of the actuarial valuations were as follows:

	2016 %	2015 %	2014 %
Discount rate	7.76	7.14	7.10
Expected rate of salary increase	4.43	4.20	4.54
Expected return on plan assets	7.76	7.14	7.10
Age for current pensioners (years)			
Males	65	65	65
Females	65	65	65

Items of defined benefit costs recognized in other comprehensive income.

	2016	2015	2014
Remeasurement on the net defined benefit liability:			
Actuarial (profit)/losses on return on plan assets excluding amounts included in net interest expense	\$ (155,579)	\$ (259,790)	\$ 94,899
Actuarial (profit)/losses arising from changes in demographic assumptions	(101,320)	(202,182)	(72,943)
Actuarial (profit)/losses arising from changes in financial assumptions	82,814	(8,574)	98,706
Actuarial (profit)/losses arising from past adjustments	-	-	3,528
Other actuarial (profit)/losses for experience	95,113	(18,818)	(24,127)
Items of defined benefit costs recognized in other comprehensive income	\$ (78,972)	\$ (489,364)	\$ 100,063

The current service cost and the net interest expense for the year are included in the employee benefits expense in profit or loss. The amount of expenditure 2016 (current working service cost ) included \$31,665 and \$56,463 in the income statement as selling expenses and administrative expenses, respectively, the statement of income also includes interest income of \$148,741.

The remeasurement of the net defined benefit liability is included in other comprehensive income

The amount included in the consolidated statement of financial position arising from the entity's obligation in respect of its defined benefit plans is as follows:

	December 31, 2016	December 31, 2015	December 31, 2014
Present value of funded defined benefit obligation	\$ (1,731,011)	\$ (1,688,580)	\$ (1,319,478)
Fair value of plan assets	2,093,556	2,109,558	2,191,806
Surplus	\$ 362,545	\$ 420,978	\$ 872,328
Net assets arising from defined benefit obligation	\$ 504,551	\$ 582,889	\$ 942,910
Net liabilities arising from defined benefit obligation.	(142,006)	(161,911)	(70,582)
	\$ 362,545	\$ 420,978	\$ 872,328

Movements in the present value of the defined benefit obligation in the current year:

	2016	2015	2014
Opening defined benefit obligation	\$ 1,688,580	\$ 1,319,478	\$ 1,215,532
Current service cost	84,881	91,294	62,022
Cost (income) interest	116,504	93,025	88,534
Remeasurement (gains)/losses:			
Actuarial (gains) and losses arising from changes in demographic assumptions	101,320	202,182	72,943
Actuarial (gains) and losses arising from changes in financial assumptions	(82,814)	8,574	(98,706)
Actuarial (gains) and losses arising from adjustment past	-	-	(3,528)
Other (actuarial losses o (gains) from experience )	(95,113)	18,818	24,127
Past service cost includes	906	(639)	-
Actuarial losses/(gains) on liquidations or reductions	-	-	2,341
Benefits paid	(83,253)	(44,152)	(43,787)
Closing defined benefit obligation	\$ 1,731,011	\$ 1,688,580	\$ 1,319,478

Movements in the fair value of the plan assets in the current year were as follows:

	2016	2015	2014
Opening fair value of plan assets	\$ 2,109,558	\$ 2,191,806	\$ 1,945,264
Interest income	146,150	156,270	143,270
Remeasurement gains/(losses):			
Return on plan assets (excluding amounts included in net interest expense)	(155,579)	(259,790)	94,899
Entity contributions	75,774	66,063	52,160
Transfers of personnel	906	(639)	-
Benefits paid	(83,253)	(44,152)	(43,787)
Closing fair value of plan assets	\$ 2,093,556	\$ 2,109,558	\$ 2,191,806

Significant actuarial assumptions for the determination of the defined obligation are discount rate, expected salary increase and mortality. The sensitivity analyses below have been determined based on reasonably possible changes of the respective assumptions occurring at the end of the reporting period, while holding all other assumptions constant.

If the discount rate is 100 basis points higher (lower), the defined benefit obligation would decrease by \$248,527 (increase by \$306,030).

If the expected salary growth increases (decreases) by 1%, the defined benefit obligation would increase by \$174,643 (decrease by \$150,265).

If the life expectancy increases (decreases) by one year for both men and women, the defined benefit obligation would increase by \$14,012 (decrease by \$16,126).

The sensitivity analysis presented above may not be representative of the actual change in the defined benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated.

Furthermore, in presenting the above sensitivity analysis, the present value of the defined benefit obligation has been calculated using the projected unit credit method at the end of the reporting period, which is the same as that applied in calculating the defined benefit obligation liability recognized in the statement of financial position.

There was no change in the methods and assumptions used in preparing the sensitivity analysis from prior years.

#### Financial Highlights

Relevant aspects of the valuation as of December 31, 2016 are as follows:

During an actuarial loss related to changes in demographic assumptions and behavior of the value of shares owned by the trust it was created.

The main strategic decisions that are made in the technical document of actuarial policy of the Fund are:

Asset mix based on 55% equity instruments and 45% debt instruments.

The average duration of the benefit obligation as of December 31, 2016 is 15.01 years, 2015 is 17.52 years and 16.35 years in 2014.

The Entity expects to make a contribution of \$74,714 to the defined benefit plans during the next financial year.

The major categories of plan assets are:

	2016 %	2015 %	2014 %	Fair value		
				2016	2015	2014
Equity instruments	55%	50%	50%	\$ 1,211,333	\$ 1,057,695	\$ 1,098,933
Debt instruments	45%	50%	50%	\$ 990,834	\$ 1,051,863	\$ 1,092,873

The actual return on plan assets amounted to \$146 million, \$156 million and \$143 million in 2016, 2015 and 2014, respectively.

Employee benefits granted to key management personnel and / or directors of the Entity were as follows:

	2016	2015	2014
Short term benefits	\$ 58,177	\$ 55,437	\$ 59,967
Defined benefit plans	62,828	117,704	111,524

## 18. Stockholders' equity

a. The historical amount of issued and paid-in common stock of Grupo Sanborns as of December 31, 2016, 2015 and 2014 is as follows:

	2016		2015		2014	
	Number of shares	Amount	Number of shares	Amount	Number of shares	Amount
Series B1 historical	2,382,000,000	\$ 2,039,678	2,382,000,000	\$ 2,039,678	2,382,000,000	\$ 2,039,678
Treasury shares	(80,977,019)	(35,718)	(71,028,547)	(29,134)	(44,488,565)	(11,571)
Serie B1	2,301,022,981	\$ 2,003,960	2,310,971,453	\$ 2,010,544	2,337,511,435	\$ 2,028,107

Common stock consists of ordinary, nominative shares with no par value. Series B1 shares represent fixed capital, while Series B2 shares represent variable capital, which is unlimited; these shares can be freely subscribed.

b. During the Stockholders' Ordinary General Meeting held on April 22, 2016, the stockholders declared the payment of a cash dividend from the net taxable income account CUFIN (by its acronym in Spanish) as of December 31, 2013, in the amount of \$ 1,982,906 at a rate of \$ 0.86 per each of the 2,305,704,569 shares subscribed and paid, without considering the 76,295,431 shares in Treasury on April 21, 2016. They were paid in two payments of \$ 0.43 per share, the first payment on May 30 and the second on December 19, 2016, against delivery of coupon 7 and 8, respectively.

c. During 2016, 9,948,472 shares have been repurchased for \$235,891, which affects common stock by \$6,584 and accumulated earnings by \$229,307.

d. During a Stockholders' Ordinary General Meeting held on April 27, 2015, the stockholders declared dividends of \$1,955,646, which were paid as follows: 50% on June 19, 2015 and 50% on December 18, 2015, upon delivery of coupons 5 and 6, respectively, of Temporary Certificate No. 1, which is currently deposited in Institución para el Depósito de Valores, S.A. de C.V. (SD Indeval).

During 2015, 26,539,982 shares have been repurchased for \$639,807, which affects common stock by \$17,563 and accumulated earnings by \$622,244.

e. During a Stockholders' Ordinary General Meeting held on April 28, 2014, the stockholders declared dividends of \$1,884,000, which were paid as follows: 50% on June 20, 2014 and 50% on December 19, 2014, upon delivery of coupons 3 and 4, respectively, of Temporary Certificate No. 1, which is currently deposited in Institución para el Depósito de Valores, S.A. de C.V. (SD Indeval). Similarly, per Article 56, Section IV of the Stock Market Law, the stockholders approved \$3,000,000 as the maximum amount of resources that Grupo Sanborns may use to acquire shares of its own stock.

During 2014, 17,488,565 shares have been repurchased for \$397,254, which affects common stock by \$11,571 and accumulated earnings by \$379,272.

f. Retained earnings include the statutory legal reserve. The General Corporate Law requires that at least 5% of net income of the year be transferred to the legal reserve until the reserve equals 20% of common stock at par value (historical pesos). The legal reserve may be capitalized but may not be distributed unless the entity is dissolved. The legal reserve must be replenished if it is reduced for any reason. As December 31, 2016, 2015 and 2014, the legal reserve, in historical pesos, was \$311,682, \$311,682 and \$256,569, respectively.

g. Stockholders' equity, except restated paid-in capital and tax accumulated earnings, will be subject to income tax payable by the Entity at the rate in effect upon distribution. Any tax paid on such distribution may be credited against annual and estimated income taxes of the year in which the tax on dividends is paid and the following two fiscal years.

- h. An additional 10% income tax is applied to dividends paid when they are distributed to individuals and foreign residents. Such tax is withheld and paid by the stockholder. Tax treaties may apply to foreigners. This tax is applicable to the distribution of profits generated as of 2014.
- i. The balances of the stockholders' equity tax accounts as of December 31 are:

	2016	2015	2014
Contributed capital account	\$ 15,561,309	\$ 15,293,473	\$ 15,630,686
Consolidated net tax income account	6,283,944	7,105,968	7,379,608
Total	\$ 21,845,253	\$ 22,399,441	\$ 23,010,294

## 19. Transactions and balances with related parties

- a. Balances receivable and payable with related parties are as follows:

	2016	2015	2014
<b>Due from-</b>			
Radiomóvil Dipsa, S.A. de C.V.	\$ 20,814	\$ 28,749	\$ 14,026
Teléfonos de México, S.A.B. de C. V.	21,000	2,363	31,541
Plaza VIP Com, S.A.P.I. de C.V.	-	7,215	-
Nacional de Conductores Eléctricos, S.A. de C.V.	3,115	3,433	4,003
Grupo Técnico de Servicios Telvista, S. A. de C. V	2,873	2,344	224
Seguros Inbursa, S.A. de C. V.	2,424	2,079	3,087
I+D México, S.A. de C. V	2,168	-	-
Hipocampo, S.A. de C.V	1,097	3,009	2,496
Operadora de Sites Mexicanos, S.A. de C.V	913	739	-
Administración Especializada Integral, S.A. de C.V.	796	580	556
Servicios Corporativos Ideal, S.A de C.V.	643	247	350
Nacobre Servicios Administrativos, S.A. de C.V	555	414	526
Administradora y Operadora de Estacionamientos Ideal, S.A. de C.V.	443	443	443
Industrial Afiliada, S.A. de C.V.	268	278	739
Imsalmar, S.A. de C.V.	196	834	337
Promotora del Desarrollo de América Latina, S. A. de C. V.	76	128	334
Compañía de Servicios Ostar, S.A. de C. V.	72	171	316
Nacional de Cobre, S.A. de C.V.	49	13	172
Patrimonial Inbursa, S.A. de C.V.	-	781	-
Dorians Tijuana, S.A. de C. V.	-	573	-
Bienes Raíces de Acapulco, S.A. de C.V.	-	219	445
Inmuebles Srom, S.A. de C.V.	-	-	1,698
Others	7,634	3,367	874
	\$ 65,136	\$ 57,979	\$ 62,167



	2016	2015	2014
<b>Due to-</b>			
Radiomóvil Dipsa, S.A. de C.V.	\$ 310,871	\$ 70,090	\$ 125,341
Sears Brands Management Corporation	97,416	76,449	79,220
Inmose, S.A. de C.V.	31,233	18,977	-
Anuncios en Directorio, S.A. de C.V.	14,595	-	-
Teléfonos de México, S.A.B. de C.V.	11,162	19,687	4,041
Inmuebles Srom, S. A. de C.V.	7,214	8,012	2,636
Plaza Carso II, S. A. de C. V.	6,048	-	-
Bicicletas de México, S.A. de C. V.	5,807	-	-
Dorians Tijuana, S.A. de C. V.	-	6,209	5,020
Consorcio Red Uno, S. A. de C. V.	5,530	3,981	4,870
Bienes Raíces de Acapulco, S.A. de C.V.	4,110	-	-
Inversora Bursátil, S.A. de C.V.	-	1,991	22,478
Servicios Condumex, S.A. de C.V.	-	1,968	-
Desarrollos Sagesco, S.A. de C.V.	4,017	1,205	1,572
Selmec Equipos Industriales, S.A. de C.V.	3,509	1,877	2,432
América Móvil, S.A.B. de C.V.	2,407	246	4,578
Claro Video, Inc.	1,752	-	-
Telecomunicaciones Controladora de Servicios, S.A. de C.V.	1,050	1,055	1,667
Bajasur, S.A. de C.V.	798	491	339
Carso Global Telecom, S.A. de C.V.	-	282	749
Banco Inbursa, S.A. de C.V.	958	-	-
Distribuidora Telcel, S.A. de C.V.	-	70	2,337
Constructora de Inmuebles PLCO, S.A. de C.V.	-	-	3,913
Others	9,911	4,340	3,988
	\$ 518,388	\$ 216,930	\$ 265,181

Outstanding amounts are not guaranteed and will be settled in cash. No guarantees have been granted or received. No expenses have been recognized in the current or prior periods for bad debts or doubtful accounts regarding amounts owed by related parties.

b. Transactions with related parties, carried out in the ordinary course of business, were as follows:

	2016	2015	2014
<b>Sales-</b>			
Seguros Inbursa, S.A.	\$ 44,433	\$ 40,997	\$ 44,695
Grupo Telvista, S.A. de C. V.	24,771	23,770	21,076
Nacional de Conductores Eléctricos, S.A. de C.V.	20,111	19,307	20,792
Radiomóvil Dipsa, S.A. de C.V. <sup>(1)</sup>	7,087	(2,091)	90,365
Teléfonos de México, S.A.B. de C.V.	5,516	44,968	64,553
Plaza VIP Com, S.A.P.I. de C.V.	-	9,468	-
Nacobre Servicios Administrativos, S.A. de C.V.	7,128	7,282	5,760
Hipocampo, S.A. de C.V.	3,059	2,941	6,497
Banco Inbursa, S.A.	74	567	21,646
Others	29,175	35,325	42,554
Total	\$ 141,354	\$ 182,534	\$ 317,938

<sup>(1)</sup> Beginning 2015, the Entity ceased to recognize as revenue the total sale of cell phones, which were placed through the form of the rate plan and its respective cost of sales which represented the inventory's cost. Currently, the Entity only recognizes a commission equal to the profit from the sale of cell phones in previous years, due to the changes made to contracts with the supplier.

	2016	2015	2014
Interest income	\$ 14,885	\$ 748	\$ 36,028

#### Rentals-

Teléfonos de México, S.A.B. de C.V.	\$ 8,941	\$ 8,660	\$ 8,821
Radiomóvil Dipsa, S.A. de C.V.	8,662	8,880	12,866
I+D México, S.A. de C. V.	4,941	-	-
Banco Inbursa, S.A.	4,766	5,083	4,835
Servicios Swecomex, S.A. de C.V.	3,249	6,508	-
Operadora de Sites Mexicanos, S.A. de C.V.	2,660	2,377	-
Laboratorio Médico Polanco, S.A. de C.V.	-	932	-
Others	2,082	685	965
Total	\$ 35,301	\$ 33,125	\$ 27,487

	2016	2015	2014
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#### Services rendered-

Radiomóvil Dipsa, S.A. de C.V.	\$ 232,951	\$ 115,684	\$ 79,756
ClaroVideo Inc. (formerly DLA, Inc.)	43,361	-	-
Banco Inbursa, S.A.	34,621	35,022	10,469
Teléfonos de México, S.A.B. de C.V.	19,745	21,675	7,107
Patrimonial Inbursa, S.A.	13,416	12,147	11,987
Seguros Inbursa, S.A.	12,180	11,460	5,435
Hipocampo, S.A. de C. V.	4,216	3,842	-
Outsourcing Inburnet, S.A. de C. V.	5,563	3,437	-
Grupo Telvista, S.A. de C. V.	5,080	3,184	-
Plaza VIP Com. S.A.P.I. de C.V.	-	2,769	-
I+D México, S.A. de C. V.	3,078	2,723	-
Insalmar, S.A. de C. V.	-	2,290	-
Sociedad Financiera Inbursa, S.A. de C.V.	7,590	1,737	5,546
Fundación Telmex, A. C.	-	1,594	-
América Móvil, S.A.B. de C.V.	-	-	7,578
Others	8,877	6,710	1,288
Total	\$ 390,678	\$ 224,274	\$ 129,166

Sales of fixed assets	\$ 272	\$ 4,674	\$ 207
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	2016	2015	2014
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#### Purchases-

Sears Brands Management Corporation	\$ (268,823)	\$ (241,905)	\$ (215,088)
Radiomóvil Dipsa, S.A. de C.V.	(148,127)	(1,280,572)	(1,269,514)
América Móvil, S.A.B. de C.V.	(133,754)	(202,671)	(241,027)
Teléfonos de México, S.A.B. de C.V.	(40,899)	-	-
Bicicletas de México, S.A. de C.V.	(8,438)	-	-
Others	(22,393)	(25,660)	(21,314)
Total	\$ (622,434)	\$ (1,750,808)	\$ (1,746,943)

Insurance expenses by Seguros Inbursa, S.A.	\$ (124,641)	\$ (108,299)	\$ (97,235)
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	2016	2015	2014
<b>Lease expenses-</b>			
Inmuebles Srom, S.A. de C.V.	\$ (183,115)	\$ (174,475)	\$ (181,524)
Inmose, S.A. de C.V.	(134,166)	(82,288)	(79,590)
Inmuebles General, S.A. de C.V.	(83,713)	(63,084)	(52,665)
Bienes Raíces de Acapulco, S.A. de C.V.	(46,768)	(46,309)	(43,233)
Bajasur, S.A. de C.V.	(32,761)	(29,057)	(27,304)
Desarrollos Sagesco, S.A. de C.V.	(30,594)	(30,498)	(27,857)
Plaza CARSO II, S.A. de C.V.	(14,039)	(21,983)	-
Cigarros La Tabacalera Mexicana, S. de R.L. de C.V.	(6,025)	-	-
Lease expenses (others)	(100,122)	(97,059)	(97,775)
<b>Total</b>	<b>\$ (631,303)</b>	<b>\$ (544,753)</b>	<b>\$ (509,948)</b>
<b>Interest expenses</b>	<b>\$ (2,339)</b>	<b>\$ (4,130)</b>	<b>\$ (1,669)</b>
	2016	2015	2014
<b>Services received-</b>			
Teléfonos de México, S.A.B. de C.V.	\$ (353,639)	\$ (410,593)	\$ (454,725)
Sears Brands Management Corporation	(245,005)	(240,624)	(230,488)
Emprendedora Administrativa, S.A. de C.V.	(24,652)	-	-
Banco Inbursa, S.A.	(6,796)	(6,829)	(6,324)
Promotora Inbursa, S.A. de C.V.	(5,829)	(6,011)	-
Radiomóvil Dipsa, S.A. de C.V.	(5,405)	(6,457)	-
Selmec Equipos Industriales, S.A. de C.V.	-	(5,816)	-
Grupo Telvista, S.A. de C.V.	-	(2,117)	(13,702)
Editorial Contenido, S.A. de C.V.	-	-	(14,434)
Inversora Bursátil, S.A. de C.V.	-	-	(1,980)
Others	(38,804)	(33,844)	(19,391)
<b>Total</b>	<b>\$ (680,130)</b>	<b>\$ (712,291)</b>	<b>\$ (741,044)</b>
<b>Other expenses, net</b>	<b>\$ (132,987)</b>	<b>\$ (84,345)</b>	<b>\$ (168,018)</b>
	2016	2015	2014
Purchase of property to Inmobiliaria Diana Victoria, S.A. de C.V.	\$ -	\$ -	\$ (310,386)
Purchases of fixed assets	(71,112)	(125,217)	(211,424)
<b>Total</b>	<b>\$ (71,112)</b>	<b>\$ (125,217)</b>	<b>\$ (521,810)</b>

## 20. Revenue

	2016	2015	2014
Sale of goods	\$ 43,166,293	\$ 40,660,218	\$ 37,612,740
Interests	3,182,572	2,931,056	2,831,257
Services	956,869	575,757	503,464
Leases	221,363	219,583	228,551
Other	66,750	26,444	26,535
<b>Total income</b>	<b>\$ 47,593,847</b>	<b>\$ 44,413,058</b>	<b>\$ 41,202,547</b>

## 21. Cost and expenses by nature

Concept	2016			
	Cost of sales	Selling and distribution expenses	Administrative expenses	Total cost and expenses
Merchandise	\$ 28,480,102	\$ -	\$ -	\$ 28,480,102
Wages and salaries	10,492	3,423,046	624,941	4,058,479
Employee benefits	-	1,755,962	310,693	2,066,655
Lease	-	1,203,007	85,039	1,288,046
Electricity	4,283	507,279	4,645	516,207
Maintenance	32,902	348,501	49,061	430,464
Advertising	2,468	416,390	-	418,858
Royalties	-	247,033	3,410	250,443
Security services	16,084	70,030	2,777	88,891
Water	7,703	109,023	872	117,598
Expansion costs	-	299	171,449	171,748
Provision for impairment of loan portfolio	-	-	493,134	493,134
Employee benefits	-	31,665	56,463	88,128
Other	73,228	2,265,537	444,794	2,783,559
	28,627,262	10,377,772	2,247,278	41,252,312
Depreciation and amortization	44,125	967,631	96,704	1,116,873
	\$ 28,671,387	\$ 11,353,816	\$ 2,343,982	\$ 42,369,185

Concept	2015			
	Cost of sales	Selling and distribution expenses	Administrative expenses	Total cost and expenses
Merchandise	\$ 26,786,939	\$ -	\$ -	\$ 26,786,939
Wages and salaries	10,190	3,369,471	577,392	3,957,053
Employee benefits	-	1,612,197	299,226	1,911,423
Lease	-	1,154,484	75,342	1,229,826
Electricity	4,388	516,002	5,786	526,176
Maintenance	19,131	422,836	54,775	496,742
Advertising	2,360	374,817	-	377,177
Royalties	-	240,539	3,278	243,817
Security services	15,460	60,031	4,566	80,057
Water	3,976	113,905	782	118,663
Expansion costs	-	-	139,344	139,344
Provision for impairment of loan portfolio	-	-	468,448	468,448
Employee benefits	-	23,288	68,006	91,294
Other	61,314	1,799,859	504,404	2,365,577
	26,903,758	9,687,429	2,201,349	38,792,536
Depreciation	33,679	895,505	20,945	950,129
	\$ 26,937,437	\$ 10,582,934	\$ 2,222,294	\$ 39,742,665



Concept	2014			
	Cost of sales	Selling and distribution expenses	Administrative expenses	Total cost and expenses
Merchandise	\$ 24,796,846	\$ -	\$ -	\$ 24,796,846
Wages and salaries	12,345	3,194,988	582,943	3,790,276
Employee benefits	-	1,518,173	287,762	1,805,935
Lease	-	1,131,572	62,228	1,193,800
Electricity	4,835	635,025	7,079	646,939
Maintenance	13,479	405,607	44,554	463,640
Advertising	2,030	376,835	-	378,865
Royalties	-	229,920	3,240	233,160
Security services	14,891	71,607	4,507	91,005
Water	7,339	107,023	876	115,238
Expansion costs	-	-	86,635	86,635
Provision for impairment of loan portfolio	-	-	409,489	409,489
Employee benefits	-	21,616	43,350	64,966
Other	61,527	1,563,544	570,493	2,195,564
	24,913,292	9,255,910	2,103,156	36,272,358
Depreciation	26,292	768,306	25,375	819,973
	\$ 24,939,584	\$ 10,024,216	\$ 2,128,531	\$ 37,092,331

## 22. Other income

	2016	2015	2014
Gain on stock purchase	\$ (1,141,267)	\$ -	\$ -
Cancellation of liabilities and provisions	(183,018)	(152,319)	(167,696)
Gain arising on changes in fair value of investment properties	(121,718)	(177,624)	(220,899)
Gain on sale of property, machinery and equipment	(16,597)	(2,577)	(788)
Others	(18,458)	-	(29,000)
	\$ (1,481,058)	\$ (332,520)	\$ (418,383)

## 23. Other expenses

	2016	2015	2014
Labor contingencies	\$ 40,434	\$ 36,350	\$ 14,584
Loss on sale of property, machinery and equipment	14,229	19,183	67,843
Allowance of acquired portfolio	7,404	-	-
Sub-leases	6,837	4,393	5,521
Impairment of property	-	26,814	-
Others	16,563	8,399	12,177
	\$ 85,467	\$ 95,139	\$ 100,125

## 24. Income taxes

The Entity is subject to ISR and through December 31, 2013, to IETU. Therefore, the income tax payable was the higher between ISR and IETU through 2013.

ISR -The rate was 30% in 2016, 2015 and 2014 and as a result of the new 2014 ISR law ("2014 Tax Law"), the rate will continue at 30% thereafter. The Entity incurred ISR on a consolidated basis until 2013 with Grupo Carso, S.A.B. de C.V. As a result of the 2014 Tax Law, the tax consolidation regime was eliminated.

While the 2014 Tax Law repealed the tax consolidation regime, an option was established, which allows groups of companies to determine a joint calculation of ISR (tax integration regime). The new regime allows groups of consolidated companies that share common direct or indirect ownership of more than 80%, certain benefits in the tax payment (when the group of companies include both profit and loss entities in the same period), which can be deferred over three years and reported, as updated, at the filing date of the tax declaration corresponding to the tax year following the completion of the aforementioned three-year period.

The Entity and its subsidiaries opted to join the new scheme, so determined income tax for the year 2016, 2015 and 2014 as previously described.

IETU - IETU was eliminated as of 2014; therefore, up to December 31, 2013, this tax was incurred both on revenues and deductions and certain tax credits based on cash flows from each year. The respective rate was 17.5%. Due to the abolishment of the IETU law, the Entity cancelled in 2013 deferred IETU previously recorded.

a. Income taxes consist of the following:

	2016	2015	2014
<b>ISR:</b>			
Current	\$ 1,862,935	\$ 1,716,279	\$ 2,020,086
Deferred	171,732	(119,533)	(588,050)
	\$ 2,034,667	\$ 1,596,746	\$ 1,432,036

b. Hereunder is an analysis of the deferred tax (assets) liabilities presented in the consolidated statement of financial position:

	2016	2015	2014
<b>ISR deferred (asset) liability:</b>			
Property, machinery and equipment and investment properties	\$ 1,139,653	\$ 1,241,696	\$ 1,348,967
Allowance for doubtful receivable	(112,738)	(107,852)	(105,561)
Allowance for obsolescence and shrinkage inventories	(125,235)	(114,211)	(107,161)
Allowances for assets and reserves for liabilities and provisions	(528,430)	(447,809)	(392,459)
Employee benefits	109,469	130,061	224,827
Others	107,156	(240,596)	(237,467)
Deferred ISR on temporary differences	589,875	461,289	731,146
Effect of tax loss carry- forwards	(25,572)	(14,793)	(14,148)
Deferred income tax liability	\$ 564,303	\$ 446,496	\$ 716,998

The net deferred income tax liability is as follows:

	2016	2015	2014
Net assets	\$ 600,583	\$ 362,882	\$ 200,369
Net liabilities	(1,164,886)	(809,378)	(917,367)
Total	\$ 564,303	\$ 446,496	\$ 716,998

c. Following is a reconciliation of the income tax liability:

	2016	2015	2014
Beginning balance	\$ 446,496	\$ 716,998	\$ 1,275,641
Income tax applied to period results	171,732	(119,533)	(588,050)
Income tax recognized in other comprehensive income	(23,411)	(150,969)	29,407
Income tax from acquisition of subsidiary	(30,514)	-	-
Ending balance	\$ 564,303	\$ 446,496	\$ 716,998

d. Following is a reconciliation of the statutory and effective ISR rates expressed as a percentage of income before taxes on income:

	2016 %	2015 %	2014 %
Statutory rate	30	30	30
Plus (less) permanent differences - Nondeductible expenses	1	3	3
Inflation effects	(1)	(1)	(2)
Effective rate	30	32	31

e. Benefits from restated tax loss carry forwards for which a deferred ISR asset has been recognized can be recovered by fulfilling certain requirements. The amount of tax loss carryforwards for all of the subsidiaries and their related expiration dates as of December 31, 2016 are as follows:

Year of Expiration	Tax loss carryforwards
2018	\$ 744
2019	8,079
2020 and thereafter	76,417
	\$ 85,240

f. Income tax payable long-term:

Is composed by the tax integration regime that is paid in the next 4 years and the corresponding installment sales that could be paid over three years at a rate of 33.3% per year, since the tax benefit to deferred the income tax was eliminated.

	2016	2015	2014
ISR incurred by tax integration regime	\$ 444,188	\$ 118,857	\$ 59,486
ISR incurred by installment sales	-	127,027	254,053
	\$ 444,188	\$ 245,884	\$ 313,539

## 25. Commitments

- a. As of December 31, 2016, contracts have been executed with suppliers for the remodeling and construction of some of its stores. The amount of the commitments contracted in this regard is approximately \$1,493,778.
- b. Furthermore, as of December 31, 2016, the Entity and its subsidiaries have entered into lease agreements in 339 of its stores (Sears, Saks, Sanborn Hermanos, Sanborn's - Café, Mix-Up, Discolandia, i Shop, Comercializadora Dax, Corpti and Sanborns Panama). The leases are for non-cancelable periods and range between one and twenty years. The rental expense during 2016, 2015 and 2014 was \$1,288,046, \$1,229,826 and \$1,193,800, respectively; also, the Entity and its subsidiaries, acting as lessees, have contracts whose terms range from one to fifteen years and the amount of rental income in 2016, 2015 and 2014 was \$221,363, \$219,583 and \$228,551, respectively.
- The amount of rentals payable according to its due date amount to:

Maturity	December 31, 2016
1 year	\$ 577,119
1 to 5 years	2,731,903
More than 5 years	3,154,870
	\$ 6,463,892

- The amount of rentals receivable according to their due date amount to:

Maturity	December 31, 2016
1 year	\$ 28,780
1 to 5 years	134,058
More than 5 years	190,715
	\$ 353,553

- c. In December, 2010, Sears Operadora México, S.A. de C.V. (formerly Sears Roebuck de México, S.A. de C.V.) and Sears Roebuck and Co., signed an agreement whereby they have decided to extend under the same terms the Brand Use License Contract and the Merchandise Sale and Advisory Contracts governing the commercial relationship between them, which establishes the payment of 1% of the revenues from merchandise sales, and allows the use of the Sears name both in its corporate name and in its stores, and the exploitation of the brands owned by Sears Roebuck and Co. The agreement will be in effect up to September 30, 2019, but allows for a seven-year extension under the same conditions, unless one of the parties decides not to do so, in which case it must notify the other party two years in advance.
- d. Based on an agreement signed on September 12, 2006, the Entity executed a contract for the payment of consulting and brand use license for an initial term of 15 years with a 10 year renewal option, establishing the minimum annual payment of US \$500,000 and allowing the use of the name Saks Fifth Avenue both in its corporate name and in its stores.

## 26. Contingencies

As of the date of these financial statements, the Entity has judicial procedures in process with the competent authorities for diverse reasons, mainly for foreign trade duties, for the recovery of accounts receivable and of labor matters.

The estimated amount of these judgments to December 31, 2016 amounts to \$835,865, for which the Entity has recognized provisions \$102,292 which is included in other liabilities in the consolidated statements of financial position. During 2016 the Entity made payments related to these matters of approximately \$38,869. While the results of these legal proceedings cannot be predicted with certainty, management does not believe that any such matters will result in a material adverse effect on the Entity's financial position or operating results.

## 27. Segment Information

The information by operating segments is presented based on management's approach; general and geographical information is also presented. Balances with subsidiaries are presented in the "other and eliminations" column.

- a. Information by operating segment is as follows:

	2016				
	Sears and Boutiques	Sanborns	Mixup and iShop	Others and eliminations	Total consolidated
Total revenue	\$ 24,561,071	\$ 12,714,496	\$ 7,233,565	\$ 3,084,715	\$ 47,593,847
EBITDA <sup>(1)</sup>	3,707,863	1,011,802	416,733	1,337,743	6,474,141
Consolidated comprehensive income	1,831,839	370,354	262,498	2,001,614	4,466,305
Interest income	119,968	123,314	28,240	137,862	409,384
Interest expense	434,325	193,539	9,221	(286,110)	350,975
Depreciation and amortization	720,849	287,574	43,223	65,227	1,116,873
Income taxes	827,121	279,601	124,687	803,258	2,034,667
Total assets	24,394,551	9,127,038	2,613,293	9,050,161	45,185,043
Current liabilities	12,836,031	4,680,004	1,397,934	(6,431,531)	12,482,438
Long-term liabilities	96,448	239,733	30,202	1,384,697	1,751,080
Total liabilities	12,932,479	4,919,737	1,428,136	(5,046,834)	14,233,518
Capital expenditures	1,623,037	596,634	28,815	656,157	2,904,643

	2015				
	Sears and Boutiques	Sanborns	Mixup and iShop	Others and eliminations	Total consolidated
Total revenue	\$ 22,803,935	\$ 12,639,236	\$ 6,398,311	\$ 2,571,576	\$ 44,413,058
EBITDA <sup>(1)</sup>	3,229,276	894,028	377,198	1,206,867	5,707,369
Consolidated comprehensive income	1,654,657	318,853	232,027	884,480	3,090,017
Interest income	69,968	118,029	14,524	155,630	358,151
Interest expense	287,136	146,377	2,693	(225,444)	210,762
Depreciation and amortization	547,084	304,371	42,087	56,863	950,405
Income taxes	798,255	239,001	109,392	450,098	1,596,746
Total assets	20,951,665	8,496,001	2,065,410	9,850,955	41,364,031
Current liabilities	10,561,622	4,207,462	1,015,100	(5,032,457)	10,751,727
Long-term liabilities	244,573	118,591	29,061	824,948	1,217,173
Total liabilities	10,806,195	4,326,053	1,044,161	(4,207,509)	11,968,900
Capital expenditures	1,772,386	313,144	21,623	148,492	2,255,645



	2014				
	Sears and Boutiques	Sanborns	Mixup and iShop	Others and eliminations	Total consolidated
Total revenue	\$ 21,622,786	\$ 12,395,945	\$ 4,813,241	\$ 2,370,575	\$ 41,202,547
EBITDA <sup>(1)</sup>	2,916,909	824,986	212,519	1,073,134	5,027,548
Consolidated comprehensive income	1,483,433	286,448	115,998	1,036,109	2,921,988
Interest income	48,639	109,449	14,331	218,275	390,694
Interest expense	238,429	154,979	4,646	(215,620)	182,434
Depreciation and amortization	406,653	307,748	48,597	56,975	819,973
Income taxes	824,227	181,766	55,025	371,018	1,432,036
Total assets	19,068,549	8,818,345	2,235,721	10,561,787	40,684,402
Current liabilities	9,656,799	4,196,268	1,324,848	(4,737,883)	10,440,032
Long-term liabilities	349,996	218,877	24,104	708,511	1,301,488
Total liabilities	10,006,795	4,415,145	1,348,952	(4,029,372)	11,741,520
Capital expenditures	1,411,702	378,707	41,880	713,897	2,546,186

<sup>(1)</sup> EBITDA reconciliation

	December 31, 2016	December 31, 2015	December 31, 2014
Income before income taxes	\$ 6,768,654	\$ 5,055,163	\$ 4,636,734
Depreciation and amortization	1,116,873	950,405	819,973
Interest income	(409,384)	(358,151)	(390,694)
Interest expense	350,975	210,762	182,434
Gain on investment property revaluation	(121,718)	(177,624)	(220,899)
Gain or stock purchase	(1,141,267)	-	-
Equity in income of associates entities	(89,992)	-	-
Impairment property	-	26,814	-
EBITDA	\$ 6,474,141	\$ 5,707,369	\$ 5,027,548

b. General segment information by geographical area:

The Entity operates in different locations and has distribution channels in Mexico and Central America through its commercial offices or representatives.

The distribution of such sales is as follows:

	December 31, 2016	%	December 31, 2015	%	December 31, 2014	%
Mexico	\$ 46,962,963	98.67	\$ 43,898,285	98.84	\$ 40,758,994	98.90
El Salvador	523,714	1.10	418,344	0.94	348,171	0.85
Panama	107,170	0.23	96,429	0.22	95,382	0.25
	\$ 47,593,847	100.00	\$ 44,413,058	100.00	\$ 41,202,547	100.00

## 28. New and revised IFRSs in issue but not yet effective

The Entity has not applied the following new and revised IFRS that have been issued but are not yet effective:

IFRS 9	Financial Instruments <sup>2</sup>
IFRS 15	Revenue from Contracts with Customers <sup>2</sup>
IFRS 16	Leases <sup>3</sup>
Amendments to IAS 12	Income taxes <sup>1</sup>
Amendments to IAS 7	Statements of Cash Flows <sup>1</sup>
Amendments to IFRS 2	Classification and measurement of share-based payments <sup>2</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2017, with earlier application permitted.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2018, with earlier application permitted.

<sup>3</sup> Effective for annual periods beginning on or after 1 January 2019, with earlier application permitted.

## IFRS 9 Financial Instruments

IFRS 9 issued in November 2009 introduced new requirements for the classification and measurement of financial assets. IFRS 9 was subsequently amended in October 2010 to include requirements for the classification and measurement of financial liabilities and for derecognition and in November 2014 to include the new requirements for general hedge accounting. Another revised version of IFRS 9 was issued in July 2015 mainly to include a) impairment requirements for financial assets and b) limited amendments to the classification and measurement requirements by introducing a 'fair value through other comprehensive income' (FVTOCI) measurement category for certain simple debt instruments.

Key requirements of IFRS 9:

- All recognized financial assets that are within the scope of IAS 39 *Financial Instruments: Recognition and Measurement* are required to be subsequently measured at amortized cost or fair value. Specifically, debt investments that are held within a business model whose objective is to collect the contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortized cost at the end of subsequent accounting periods. Debt instruments that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and that have contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at FVTOCI. All other debt investments and equity investments are measured at their fair value at the end of subsequent accounting periods. In addition, under IFRS 9, entities may make an irrevocable election to present subsequent changes in the fair value of an equity investment (that is not held for trading) in other comprehensive income, with only dividend income generally recognized in net income (loss).
- With regard to the measurement of financial liabilities designated as of fair value through profit or loss, IFRS 9 requires that the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is presented in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or enlarge an accounting mismatch in profit or loss. Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss. Under IAS 39, the entire amount of the change in the fair value of the financial liability designated as fair value through profit or loss is presented in profit or loss.
- In relation to the impairment of financial assets, IFRS 9 requires an expected credit loss model, as opposed to an incurred credit loss model under IAS 39. The expected credit loss model requires an entity to account for expected credit losses and changes in those expected credit losses at each reporting date to reflect changes in credit risk since initial recognition. In other words, it is no longer necessary for a credit event to have occurred before credit losses are recognized.
- The new general hedge accounting requirements retain the three types of hedge accounting mechanisms currently available in IAS 39. Under IFRS 9, greater flexibility has been introduced to the types of transactions eligible for hedge accounting, specifically broadening the types of instruments that qualify for hedging instruments and the types of risk components of non-financial items that are eligible for hedge accounting. In addition, the effectiveness test has been overhauled and replaced with the principle of an 'economic relationship'. Retrospective assessment of hedge effectiveness is also no longer required. Enhanced disclosure requirements about an entity's risk management activities have also been introduced.

The Entity's management anticipates that the application of IFRS 9 in the future may have a material impact on amounts reported in respect of the Entity's financial assets and financial liabilities. However, it is not practicable to provide a reasonable estimate of the effect of IFRS 9 until the Entity undertakes a detailed review.

## IFRS 15 Revenue from Contracts with Customers

In May 2014, IFRS 15 was issued which establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 Revenue, IAS 11 Construction Contracts and the related Interpretations when it becomes effective.

The core principle of IFRS 15 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the Standard introduces a 5-step approach to revenue recognition:

Step 1: Identify the contract(s) with a customer

Step 2: Identify the performance obligations in the contract

Step 3: Determine the transaction price

Step 4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

Under IFRS 15, an entity recognizes revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer. Far more prescriptive guidance has been added in IFRS 15 to deal with specific scenarios. Furthermore, extensive disclosures are required by IFRS 15.

The Entity's management anticipates that the application of IFRS 15 in the future may have a material impact on the amounts reported and disclosures made in the Entity's consolidated financial statements. However, it is not practicable to provide a reasonable estimate of the effect of IFRS 15 until the Entity performs a detailed review.

## **IFRS 16, Leases**

IFRS 16 “Leases” was issued in January 2016 and supersedes IAS 17 “Leases” and related interpretations. The new standard brings most leases on-balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting, however, remains largely unchanged and the distinction between operating and finance leases is retained. IFRS 16 is effective for periods beginning on or after 1 January 2019, with earlier adoption permitted if IFRS 15 ‘Revenue from Contracts with Customers’ has also been applied.

Under IFRS 16 a lessee recognizes a right-of-use asset and a lease liability. The right-of-use asset is treated similarly to other non-financial assets and depreciated accordingly and the liability accrues interest. This will typically produce a front-loaded expense profile (whereas operating leases under IAS 17 would typically have had straight-line expenses) as an assumed linear depreciation of the right-of-use asset and the decreasing interest on the liability will lead to an overall decrease of expense over the reporting period.

The lease liability is initially measured at the present value of the lease payments payable over the lease term, discounted at the rate implicit in the lease if that can be readily determined. If that rate cannot be readily determined, the lessee shall use their incremental borrowing rate.

However, a lessee may elect to account for lease payments as an expense on a straight-line basis over the lease term for leases with a lease term of 12 months or less and containing no purchase options (this election is made by class of underlying asset); and leases where the underlying asset has a low value when new, such as personal computers or small items of office furniture (this election can be made on a lease-by-lease basis).

IFRS 16 establishes different transitional provisions, including retrospective application or the modified retrospective application where the comparative period is not restated.

The Entity is in the process of determining the potential impacts that will derive from the adoption of this standard in its consolidated financial statements.

### ***Amendments to IAS 12 Income Tax: Recognition of Deferred Tax Assets for Unrealized Losses, clarify how to account for deferred tax assets related to debt instruments measured at fair value.***

IAS 12 provides requirements on the recognition and measurement of current or deferred tax liabilities or assets. The amendments clarify the requirements on recognition of deferred tax assets for unrealized losses, to address diversity in practice.

Entities are obliged to apply the amendments for annual periods beginning on or after 1 January 2017. Early application is permitted

The management of the Entity does not expect significant impacts a result of these amendments.

### ***Amendments to IAS 7 Statements of Cash Flows: Provide disclosures***

The amendments in disclosure initiative (Amendments to IAS 7) come with the objective that entities shall provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities.

To achieve this objective, the IASB requires that the following changes in liabilities arising from financing activities are disclosed (to the extent necessary): (i) changes from financing cash flows; (ii) changes arising from obtaining or losing control of subsidiaries or other businesses; (iii) the effect of changes in foreign exchange rates; (iv) changes in fair values; and (v) other changes.

Entities are obliged to apply the amendments for annual periods beginning on or after 1 January 2017. Early application is permitted

The management of the Entity expects that there may be some impacts a result of these amendments.

### ***Amendments to IFRS 2 Share-based Payments***

The amendments to IFRS 2 Share-based Payments, clarify the classification and measurement of share-based payment transactions. The amendments contains clarifications and amendments address to the accounting for cash-settled share-based payment transactions; classification of share-based payment transactions with net settlement features; and accounting for modifications of share-based payment transactions from cash-settled to equity-settled. These amendments are effective for annual periods beginning on or after 1 January 2018. Earlier application is permitted. The amendments apply prospectively.

Management expects that there may be some impacts as a result of these amendments.

## **29. Authorization to issue the financial statements**

The consolidated financial statements were authorized for issue on March 31, 2017, by Lic. Mario Bermúdez Dávila, CFO; consequently, they do not reflect events occurred after that date, and are subject to the approval of the Entity’s ordinary shareholders’ meeting, where they may be modified, in accordance with the provisions of the General Law of Commercial Companies. The consolidated financial statements for the year ended December 31, 2015 and 2014, were approved at the ordinary shareholders’ meeting that took place on April 20, 2016 and April 28, 2015, respectively.

# Information for investors

## **Mexican Stock Exchange**

The series B of Grupo Sanborns S.A.B. de C.V. is listed in the Mexican Stock Exchange under the ticker symbol "GSANBOR".

## **American Depositary Receipts (ADR'S)**

Starting on January 27, 2014 Grupo Sanborns S.A.B. de C.V. established an ADR program level 1 with Bank of New York Mellon, through which American investors can trade securities in the Over the Counter Market (OTC) under the ticker symbol GSAOY at a rate of 5 ordinary shares to 1 ADR.

Cusip Number: 40053M103

## **Depositary bank**

BNY Mellon

Shareowner Services

P.O. Box 358516

Pittsburgh, PA 15252-8516

Tel. 1-888-BNY-ADRS(269-2377)

1-201-680-6825

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To obtain more information about Grupo Sanborns and its sustainability activities please visit our corporate webpage at: [www.gsanborns.com](http://www.gsanborns.com)

## **Corporate headquarters**

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GSANBOR



