STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

**AUDITED INFORMATION** 

#### **STATEMENT OF FINANCIAL POSITION**

#### AT 31 DECEMBER 2015 AND 31 DECEMBER 2014

#### (Thousand Pesos)

CONSOLIDATED Final Printing

REF	ACCOUNT / SUBACCOUNT	ENDING CURRENT	PREVIOUS YEAR END
KEF	ACCOUNT / SUBACCOUNT	Amount	Amount
10000000	TOTAL ASSETS	21,928,639	20,985,098
11000000	TOTAL CURRENT ASSETS	6,227,089	5,804,383
11010000	CASH AND CASH EQUIVALENTS	2,575,222	2,697,835
11020000	SHORT-TERM INVESMENTS	0	0
11020010	AVAILABLE-FOR-SALE INVESTMENTS	0	0
11020020	TRADING INVESTMENTS	0	0
11020030	HELD-TO-MATURITY INVESTMENTS	0	0
11030000	TRADE RECEIVABLES, NET	2,893,017	2,426,167
11030010	TRADE RECEIVABLES	5,632,981	5,008,936
11030020	ALLOWANCE FOR DOUBTFUL ACCOUNTS	-2,739,964	-2,582,769
11040000	OTHER RECEIVABLES, NET	275,034	378,522
11040010	OTHER RECEIVABLES	275,034	378,522
11040020	ALLOWANCE FOR DOUBTFUL ACCOUNTS	0	0
11050000	INVENTORIES	53,069	67,097
11051000	BIOLOGICAL CURRENT ASSETS	0	0
11060000	OTHER CURRENT ASSETS	430,747	234,762
11060010	PREPAYMENTS	52,648	112,763
11060020	DERIVATIVE FINANCIAL INSTRUMENTS	0	0
11060030	ASSETS AVAILABLE FOR SALE	0	0
11060050	RIGHTS AND LICENSES	0	0
11060060	OTHER	378,099	121,999
12000000	TOTAL NON-CURRENT ASSETS	15,701,550	15,180,715
12010000	ACCOUNTS RECEIVABLE, NET	128,613	230,752
12020000	INVESTMENTS	8,212	8,217
12020010	INVESTMENTS IN ASSOCIATES AND JOINT VENTURES	8,212	8,217
12020020	HELD-TO-MATURITY INVESTMENTS	0	0
12020030	AVAILABLE-FOR-SALE INVESTMENTS	0	0
12020040	OTHER INVESTMENTS	0	0
12030000	PROPERTY, PLANT AND EQUIPMENT, NET	13,216,179	12,961,543
12030010	LAND AND BUILDINGS	430,990	430,990
12030020	MACHINERY AND INDUSTRIAL EQUIPMENT	37,170,378	34,674,215
12030030	OTHER EQUIPMENT	4,937,438	4,768,786
12030040	ACCUMULATED DEPRECIATION	-30,440,911	-27,923,323
12030050	CONSTRUCTION IN PROGRESS	1,118,284	1,010,875
12040000	INVESTMENT PROPERTY	0	0
12050000	BIOLOGICAL NON- CURRENT ASSETS	0	0
12060000	INTANGIBLE ASSETS.NET	124,994	173,959
12060010	GOODWILL	0	0
12060020	TRADEMARKS	0	0
12060030	RIGHTS AND LICENSES	0	0
12060031	CONCESSIONS	103,700	144,025
12060040	OTHER INTANGIBLE ASSETS	21,294	29,934
12070000	DEFERRED TAX ASSETS	21,294	1,675,202
12080000	OTHER NON-CURRENT ASSETS	119,591	131,042
12080000	PREPAYMENTS	65,787	79,876
12080001	DERIVATIVE FINANCIAL INSTRUMENTS	0,767	79,670
	EMPLOYEE BENEFITS	0	0
12080020		0	0
12080021	AVAILABLE FOR SALE ASSETS  DEFERRED CHARGES	0	0
12080040			
12080050	OTHER	53,804	51,166
20000000	TOTAL CURRENT LIABILITIES	17,808,814	15,279,380
21000000	TOTAL CURRENT LIABILITIES	5,127,071	4,311,915
21010000	BANK LOANS  STOCK MARKET LOANS	130,000	130,000
21020000	STOCK MARKET LOANS	0	000.554
21030000	OTHER LIABILITIES WITH COST	375,656	220,554
21040000	TRADE PAYABLES	2,676,819	2,347,302
	TAXES PAYABLE	642,530	363,351
21050000		2	
21050000 21050010 21050020	INCOME TAX PAYABLE OTHER TAXES PAYABLE	642,530 0	363,351 0

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

#### **STATEMENT OF FINANCIAL POSITION**

#### AT 31 DECEMBER 2015 AND 31 DECEMBER 2014

## CONSOLIDATED

#### **AUDITED INFORMATION**

#### (Thousand Pesos)

REF	ACCOUNT / SUBACCOUNT	ENDING CURRENT	PREVIOUS YEAR END	
KEF	ACCOUNT / SUBACCOUNT	Amount	Amount	
21060010	INTEREST PAYABLE	545,208	458,822	
21060020	DERIVATIVE FINANCIAL INSTRUMENTS	0	0	
21060030	DEFERRED REVENUE	509,415	695,868	
21060050	EMPLOYEE BENEFITS	0	0	
21060060	PROVISIONS	0	0	
21060061	CURRENT LIABILITIES RELATED TO AVAILABLE FOR SALE ASSETS	0	0	
21060080	OTHER	247,443	96,018	
22000000	TOTAL NON-CURRENT LIABILITIES	12,681,743	10,967,465	
22010000	BANK LOANS	0	0	
22020000	STOCK MARKET LOANS	11,930,215	10,263,419	
22030000	OTHER LIABILITIES WITH COST	545,735	382,028	
22040000	DEFERRED TAX LIABILITIES	0	0	
22050000	OTHER NON-CURRENT LIABILITIES	205,793	322,018	
22050010	DERIVATIVE FINANCIAL INSTRUMENTS	65,222	46,952	
22050020	DEFERRED REVENUE	0	33,900	
22050040	EMPLOYEE BENEFITS	28,231	25,127	
22050050	PROVISIONS	0	0	
22050051	NON-CURRENT LIABILITIES RELATED TO AVAILABLE FOR SALE ASSETS	0	0	
22050070	OTHER	112,340	216,039	
3000000	TOTAL EQUITY	4,119,825	5,705,718	
30010000	EQUITY ATTRIBUTABLE TO OWNERS OF PARENT	4,119,825	5,705,718	
30030000	CAPITAL STOCK	6,861,986	6,728,342	
30040000	SHARES REPURCHASED	0	0	
30050000	PREMIUM ON ISSUANCE OF SHARES	644,710	644,710	
30060000	CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES	0	0	
30070000	OTHER CONTRIBUTED CAPITAL	0	0	
30080000	RETAINED EARNINGS (ACCUMULATED LOSSES)	-3,381,898	-1,663,543	
30080010	LEGAL RESERVE	0	0	
30080020	OTHER RESERVES	90,000	90,000	
30080030	RETAINED EARNINGS	-1,753,543	165,058	
30080040	NET INCOME FOR THE PERIOD	-1,718,355	-1,918,601	
30080050	OTHERS	0	0	
30090000	ACCUMULATED OTHER COMPREHENSIVE INCOME (NET OF TAX)	-4,973	-3,791	
30090010	GAIN ON REVALUATION OF PROPERTIES	0	0,101	
30090020	ACTUARIAL GAINS (LOSSES) FROM LABOR OBLIGATIONS	-4,973	-3,791	
30090030	FOREING CURRENCY TRANSLATION	0	0	
30090040	CHANGES IN THE VALUATION OF FINANCIAL ASSETS AVAILABLE FOR SALE	0	0	
30090050	CHANGES IN THE VALUATION OF DERIVATIVE FINANCIAL INSTRUMENTS	0	0	
30090060	CHANGES IN FAIR VALUE OF OTHER ASSETS	0	0	
30090070	SHARE OF OTHER COMPREHENSIVE INCOME OF	0	0	
	ASSOCIATES AND JOINT VENTURES	· ·	-	
30090080	OTHER COMPREHENSIVE INCOME	0	0	
30020000	NON-CONTROLLING INTERESTS	0	0	

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

# STATEMENT OF FINANCIAL POSITION INFORMATIONAL DATA

AT 31 DECEMBER 2015 AND 31 DECEMBER 2014

CONSOLIDATED

**AUDITED INFORMATION** 

(Thousand Pesos)

REF	CONCEPTS	ENDING CURRENT	PREVIOUS YEAR END
KEF	CONCEPTS	Amount	Amount
91000010	SHORT-TERM FOREIGN CURRENCY LIABILITIES	2,120,375	1,504,639
91000020	LONG TERM FOREIGN CURRENCY LIABILITIES	12,290,119	10,699,874
91000030	CAPITAL STOCK (NOMINAL)	6,861,986	6,728,342
91000040	RESTATEMENT OF CAPITAL STOCK	0	0
91000050	PLAN ASSETS FOR PENSIONS AND SENIORITY PREMIUMS	0	0
91000060	NUMBER OF EXECUTIVES (*)	168	164
91000070	NUMBER OF EMPLOYEES (*)	5,792	5,564
91000080	NUMBER OF WORKERS (*)	1,041	1,172
91000090	OUTSTANDING SHARES (*)	9,456,140,156	9,067,959,874
91000100	REPURCHASED SHARES (*)	0	0
91000110	RESTRICTED CASH (1)	0	0
91000120	GUARANTEED DEBT OF ASSOCIATED COMPANIES	0	0

STOCK EXCHANGE CODE: **AXTEL AXTEL**, **S.A.B. DE C.V**.

#### STATEMENTS OF COMPREHENSIVE INCOME

CONSOLIDATED

YEAR: 2015

QUARTER: 04

FOR THE TWELVE AND THREE MONTHS ENDED 31 DECEMBER, 2015 AND 2014

**AUDITED INFORMATION** 

(Thousand Pesos)

255		CURREN	CURRENT YEAR		PREVIOUS YEAR		
REF	ACCOUNT / SUBACCOUNT	ACCUMULATED	QUARTER	ACCUMULATED	QUARTER		
40010000	REVENUE	10,150,438	2,831,927	10,597,003	2,382,534		
40010010	SERVICES	10,150,438	2,831,927	10,597,003	2,382,534		
40010020	SALE OF GOODS	0	0	0	0		
40010030	INTERESTS	0	0	0	0		
40010040	ROYALTIES	0	0	0	0		
40010050	DIVIDENDS	0	0	0	0		
40010060	LEASES	0	0	0	0		
40010061	CONSTRUCTIONS	0	0	0	0		
40010070	OTHER REVENUE	0	0	0	0		
40020000	COST OF SALES	2,299,862	803,259	3,097,105	504,883		
40021000	GROSS PROFIT	7,850,576	2,028,668	7,499,898	1,877,651		
40030000	GENERAL EXPENSES	7,338,338	1,907,197	7,911,931	2,008,922		
40040000	PROFIT (LOSS) BEFORE OTHER INCOME (EXPENSE), NET	512,238	121,471	-412,033	-131,271		
40050000	OTHER INCOME (EXPENSE), NET	96,919	-327,327	-87,670	-22,233		
40060000	OPERATING PROFIT (LOSS) (*)	609,157	-205,856	-499,703	-153,504		
40070000	FINANCE INCOME	200,635	62,078	16,615	5,040		
40070010	INTEREST INCOME	36,929	6,485	16,615	5,040		
40070020	GAIN ON FOREIGN EXCHANGE, NET	0	0	0	0		
40070030	GAIN ON DERIVATIVES, NET	0	0	0	0		
40070040	GAIN ON CHANGE IN FAIR VALUE OF FINANCIAL INSTRUMENTS	163,706	55,593	0	0		
40070050	OTHER FINANCE INCOME	0	0	0	0		
40080000	FINANCE COSTS	2,895,374	437,539	1,970,227	1,127,211		
40080010	INTEREST EXPENSE	1,236,308	315,378	875,745	279,636		
40080020	LOSS ON FOREIGN EXCHANGE, NET	1,659,066	122,161	1,073,210	834,323		
40080030	LOSS ON DERIVATIVES, NET	0	0	0	0		
40080050	LOSS ON CHANGE IN FAIR VALUE OF FINANCIAL INSTRUMENTS	0	0	21,272	13,252		
40080060	OTHER FINANCE COSTS	0	0	0	0		
40090000	FINANCE INCOME (COSTS), NET	-2,694,739	-375,461	-1,953,612	-1,122,171		
40100000	SHARE OF PROFIT (LOSS) OF ASSOCIATES AND JOINT VENTURES	-5	-5	-3,423	-160		
40110000	PROFIT (LOSS) BEFORE INCOME TAX	-2,085,587	-581,322	-2,456,738	-1,275,835		
40120000	INCOME TAX EXPENSE	-367,232	8,431	-538,137	-247,804		
40120010	CURRENT TAX	61,305	-13,596	34,459	23,598		
40120020	DEFERRED TAX	-428,537	22,027	-572,596	-271,402		
40130000	PROFIT (LOSS) FROM CONTINUING OPERATIONS	-1,718,355	-589,753	-1,918,601	-1,028,031		
40140000	PROFIT (LOSS) FROM DISCONTINUED OPERATIONS	0	0	0	0		
40150000	NET PROFIT (LOSS)	-1,718,355	-589,753	-1,918,601	-1,028,031		
40160000	PROFIT (LOSS), ATTRIBUTABLE TO NON-CONTROLLING INTERESTS	0	0	0	0		
40170000	PROFIT (LOSS), ATTRIBUTABLE TO OWNERS OF PARENT	-1,718,355	-589,753	-1,918,601	-1,028,031		
		· · · · · · · · · · · · · · · · · · ·					
40180000	BASIC EARNINGS (LOSS) PER SHARE	19	06	-0.22	-0.11		
40190000	DILUTED EARNINGS (LOSS) PER SHARE	0	0	0.00	0.00		

STOCK EXCHANGE CODE: **AXTEL AXTEL**, **S.A.B. DE C.V**.

# STATEMENTS OF COMPREHENSIVE INCOME OTHER COMPREHENSIVE INCOME (NET OF INCOME TAX)

CONSOLIDATED

**Final Printing** 

YEAR: 2015

**AUDITED INFORMATION** 

FOR THE TWELVE AND THREE MONTHS ENDED 31 DECEMBER, 2015 AND 2014

(Thousand Pesos)

QUARTER: 04

REF		CURREN	IT YEAR	PREVIOUS YEAR		
KEF	ACCOUNT / SUBACCOUNT	ACCUMULATED	QUARTER	ACCUMULATED	QUARTER	
40200000	NET PROFIT (LOSS)	-1,718,355	-589,753	-1,918,601	-1,028,031	
	DISCLOSURES NOT BE RECLASSIFIED ON INCOME					
40210000	PROPERTY REVALUATION GAINS	0	0	0	0	
40220000	ACTUARIAL EARNINGS (LOSS) FROM LABOR OBLIGATIONS	-1,182	-1,182	-3,791	-3,791	
40220100	SHARE OF INCOME ON REVALUATION ON PROPERTIES OF ASSOCIATES AND JOINT VENTURES	0	0	0	0	
	DISCLOSURES MAY BE RECLASSIFIED SUBSEQUENTLY TO INCOME					
40230000	FOREING CURRENCY TRANSLATION	0	0	0	0	
40240000	CHANGES IN THE VALUATION OF FINANCIAL ASSETS HELD-FOR-SALE	0	0	0	0	
40250000	CHANGES IN THE VALUATION OF DERIVATIVE FINANCIAL INSTRUMENTS	0	0	0	0	
40260000	CHANGES IN FAIR VALUE OF OTHER ASSETS	0	0	0	0	
40270000	SHARE OF OTHER COMPREHENSIVE INCOME OF ASSOCIATES AND JOINT VENTURES	0	0	0	0	
40280000	OTHER COMPREHENSIVE INCOME	0	0	0	0	
40290000	TOTAL OTHER COMPREHENSIVE INCOME	-1,182	-1,182	-3,791	-3,791	

40300000 TOTAL COMPREHE	ISIVE INCOME	-1,719,537	-590,935	-1,922,392	-1,031,822
40320000 COMPREHENSIVE II INTERESTS	COME, ATTRIBUTABLE TO NON-CONTROLLING	0	0	0	0
40310000 COMPREHENSIVE II	COME, ATTRIBUTABLE TO OWNERS OF PARENT	-1,719,537	-590,935	-1,922,392	-1,031,822

STOCK EXCHANGE CODE: AXTEL

AXTEL, S.A.B. DE C.V.

QUARTER: 04 YEAR: 2015

# STATEMENTS OF COMPREHENSIVE INCOME INFORMATIONAL DATA

**CONSOLIDATED** 

FOR THE TWELVE AND THREE MONTHS ENDED 31 DECEMBER, 2015 AND 2014

**AUDITED INFORMATION** 

(Thousand Pesos)

REF	ACCOUNT / SUBACCOUNT	CURREN	NT YEAR	PREVIOUS YEAR		
		ACCUMULATED	QUARTER	ACCUMULATED	QUARTER	
92000010	OPERATING DEPRECIATION AND AMORTIZATION	2,618,567	642,018	3,435,082	917,721	

STOCK EXCHANGE CODE: **AXTEL AXTEL**, **S.A.B. DE C.V**.

QUARTER: 04 YEAR: 2015

# STATEMENTS OF COMPREHENSIVE INCOME INFORMATIONAL DATA (12 MONTHS)

**CONSOLIDATED** 

#### **AUDITED INFORMATION**

#### (Thousand Pesos)

REF	A COCUME / GUIDA COCUME	YEAR			
REF	ACCOUNT / SUBACCOUNT	CURRENT	PREVIOUS		
92000030	REVENUE NET (**)	10,150,438	10,597,003		
92000040	OPERATING PROFIT (LOSS) (**)	609,157	-499,703		
92000060	NET PROFIT (LOSS) (**)	-1,718,355	-1,918,601		
92000050	PROFIT (LOSS), ATTRIBUTABLE TO OWNERS OF PARENT(**)	-1,718,355	-1,918,601		
92000070	OPERATING DEPRECIATION AND AMORTIZATION (**)	2,618,567	3,435,082		

(THOUSAND PESOS)

STOCK EXCHANGE CODE: **AXTEL AXTEL**, **S.A.B. DE C.V.** 

QUARTER: **04** YEAR:

# STATEMENT OF CHANGES IN EQUITY

CONSOLIDATED

**AUDITED INFORMATION** 

**Final Printing** 

2015

				CONTRIBUTIONS			EARNINGS TED LOSSES)	ACCUMULATED	EQUITY		
CONCEPTS	CAPITAL STOCK	SHARES REPURCHASED	PREMIUM ON ISSUANCE OF SHARES	FOR FUTURE CAPITAL INCREASES	OTHER CAPITAL CONTRIBUTED	RESERVES	UNAPPROPRIATE D EARNINGS (ACCUMULATED LOSSES)	OTHER COMPREHENSIVE INCOME (LOSS)	ATTRIBUTABLE	NON- CONTROLLING INTERESTS	TOTAL EQUITY
BALANCE AT JANUARY 1, 2014	6,627,890	0	644,710	0	0	162,334	92,724	0	7,527,658	0	7,527,658
RETROSPECTIVE ADJUSTMENTS	0	0	0	0	0	0	0	0	0	0	0
APPLICATION OF COMPREHENSIVE INCOME TO RETAINED EARNINGS	0	0	0	0	0	0	0	0	0	0	0
RESERVES	0	0	0	0	0	-72,334	72,334	0	0	0	0
DIVIDENDS	0	0	0	0	0	0	0	0	0	0	0
CAPITAL INCREASE (DECREASE)	100,452	0	0	0	0	0	0	0	100,452	0	100,452
REPURCHASE OF SHARES	0	0	0	0	0	0	0	0	0	0	0
(DECREASE) INCREASE IN PREMIUM ON ISSUE OF SHARES	0	0	0	0	0	0	0	0	0	0	0
(DECREASE) INCREASE IN NON-CONTROLLING INTERESTS	0	0	0	0	0	0	0	0	0	0	0
OTHER CHANGES	0	0	0	0	0	0	0	0	0	0	0
COMPREHENSIVE INCOME	0	0	0	0	0	0	-1,918,601	-3,791	-1,922,392	0	-1,922,392
BALANCE AT DECEMBER 31, 2014	6,728,342	0	644,710	0	0	90,000	-1,753,543	-3,791	5,705,718	0	5,705,718
BALANCE AT JANUARY 1, 2015	6,728,342	0	644,710	0	0	90,000	-1,753,543	-3,791	5,705,718	0	5,705,718
RETROSPECTIVE ADJUSTMENTS	0	0	0	0	0	0	0	0	0	0	0
APPLICATION OF COMPREHENSIVE INCOME TO RETAINED EARNINGS	0	0	0	0	0	0	0	0	0	0	0
RESERVES	0	0	0	0	0	0	0	0	0	0	0
DIVIDENDS	0	0	0	0	0	0	0	0	0	0	0
CAPITAL INCREASE (DECREASE)	133,644	0	0	0	0	0	0	0	133,644	0	133,644
REPURCHASE OF SHARES	0	0	0	0	0	0	0	0	0	0	0
(DECREASE) INCREASE IN PREMIUM ON ISSUE OF SHARES	0	0	0	0	0	0	0	0	0	0	0
(DECREASE) INCREASE IN NON-CONTROLLING INTERESTS	0	0	0	0	0	0	0	0	0	0	0
OTHER CHANGES	0	0	0	0	0	0	0	0	0	0	0
COMPREHENSIVE INCOME	0	0	0	0	0	0	-1,718,355	-1,182	-1,719,537	0	-1,719,537
BALANCE AT DECEMBER 31, 2015	6,861,986	0	644,710	0	0	90,000	-3,471,898	-4,973	4,119,825	0	4,119,825

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

#### STATEMENT OF CASH FLOWS

#### FOR THE TWELVE MONTHS ENDED 31 DECEMBER, 2015 AND 2014

#### **AUDITED INFORMATION**

#### (Thousand Pesos)

CONSOLIDATED Final Printing

REF	ACCOUNT/SUBACCOUNT	CURREENT YEAR	PREVIOUS YEAR
		Amount	Amount
OPERATING ACTIVITIES			
50010000	PROFIT (LOSS) BEFORE INCOME TAX	-2,085,587	-2,456,738
50020000	+(-) ITEMS NOT REQUIRING CASH	1,813,687	1,247,151
50020010	+ ESTIMATE FOR THE PERIOD	154,621	173,941
50020020	+ PROVISION FOR THE PERIOD	0	0
50020030	+(-) OTHER UNREALISED ITEMS	1,659,066	1,073,210
50030000	+(-) ITEMS RELATED TO INVESTING ACTIVITIES	2,374,152	3,439,160
50030010	DEPRECIATION AND AMORTISATION FOR THE PERIOD	2,618,567	3,435,082
50030020	(-)+ GAIN OR LOSS ON SALE OF PROPERTY, PLANT AND EQUIPMENT	-256,467	-1,312
50030030	+(-) LOSS (REVERSAL) IMPAIRMENT	0	0
50030040	(-)+ EQUITY IN RESULTS OF ASSOCIATES AND JOINT VENTURES	5	3,423
50030050	(-) DIVIDENDS RECEIVED	0	0
50030060	(-) INTEREST RECEIVED	0	0
50030070	(-) EXCHANGE FLUCTUATION	0	0
50030080	(-)+ OTHER INFLOWS (OUTFLOWS) OF CASH	12,047	1,967
50040000	+(-) ITEMS RELATED TO FINANCING ACTIVITIES	1,070,389	895,416
50040010	(+) ACCRUED INTEREST	1,236,308	875,745
50040020	(+) EXCHANGE FLUCTUATION	0	0
50040030	(+) DERIVATIVE TRANSACTIONS	-163,706	21,272
50040040	(-)+ OTHER INFLOWS (OUTFLOWS) OF CASH	-2,213	-1,601
50050000	CASH FLOWS BEFORE INCOME TAX	3,172,641	3,124,989
50060000	CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES	-52,308	899
50060010	+(-) DECREASE (INCREASE) IN TRADE ACCOUNTS RECEIVABLE	-621,471	381,624
50060020	+(-) DECREASE (INCREASE) IN INVENTORIES	14,028	39,217
50060030	+(-) DECREASE (INCREASE) IN OTHER ACCOUNTS RECEIVABLE	190,912	12,039
50060040	+(-) INCREASE (DECREASE) IN TRADE ACCOUNTS PAYABLE	288,469	-486,611
50060050	+(-) INCREASE (DECREASE) IN OTHER LIABILITIES	161,718	106,835
50060060	+(-) INCOME TAXES PAID OR RETURNED	-85,964	-52,205
50070000	NET CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES	3,120,333	3,125,888
INVESTING ACTIVITIES			
50080000	NET CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES	-1,925,418	-2,847,218
50080000 50080010	NET CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES  (-) PERMANENT INVESTMENTS	-1,925,418 0	
			0
50080010	(-) PERMANENT INVESTMENTS	0	0
50080010 50080020	(-) PERMANENT INVESTMENTS + DISPOSITION OF PERMANENT INVESTMENTS	0 0	0 0 -2,837,222
50080010 50080020 50080030	(-) PERMANENT INVESTMENTS + DISPOSITION OF PERMANENT INVESTMENTS (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT	0 0 -2,011,430	0 0 -2,837,222 5,176
50080010 50080020 50080030 50080040	(-) PERMANENT INVESTMENTS + DISPOSITION OF PERMANENT INVESTMENTS (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT + SALE OF PROPERTY, PLANT AND EQUIPMENT	0 0 -2,011,430 129,823	0 0 -2,837,222 5,176 0
50080010 50080020 50080030 50080040 50080050	(-) PERMANENT INVESTMENTS + DISPOSITION OF PERMANENT INVESTMENTS (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT + SALE OF PROPERTY, PLANT AND EQUIPMENT (-) TEMPORARY INVESTMENTS	0 0 -2,011,430 129,823 0	0 0 -2,837,222 5,176 0
50080010 50080020 50080030 50080040 50080050 50080060	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS	0 0 -2,011,430 129,823 0 0	0 0 -2,837,222 5,176 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS	0 0 -2,011,430 129,823 0 0	0 0 -2,837,222 5,176 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS	0 0 -2,011,430 129,823 0 0 0	0 0 -2,837,222 5,176 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES	0 0 -2,011,430 129,823 0 0 0 0	0 0 -2,837,222 5,176 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080100	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES	0 0 -2,011,430 129,823 0 0 0 0 0	0 0 -2,837,222 5,176 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080100 50080110	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 -2,837,222 5,176 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080100 50080110 50080120	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080100 50080110 50080120 50080130	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS	0 0 -2,011,430 129,823 0 0 0 0 0 0 0 0 0	-2,847,218 0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080100 50080110 50080120 50080130 50080140	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS	0 0 -2,011,430 129,823 0 0 0 0 0 0 0 0 0	0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH	0 0 0 -2,011,430 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080090 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH	0 0 0 -2,011,430 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090020	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING	0 0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50080010	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING	0 0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090020 50090030	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING	0 0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	00 00 -2,837,222 5,176 00 00 00 00 00 00 00 -15,172 970,043 460,000 1,887,747 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090020 50090030 50090040 50090050	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION	0 0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080070 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090010 50090000 50090010 50090000 50090000 50090000 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  (-) OTHER FINANCING AMORTISATION	0 0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 15,172 970,043 460,000 1,887,747 0 -330,000 0 0 -327,401
50080010 50080020 50080030 50080040 50080050 50080060 50080080 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090010 50090000 50090010 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITION OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  + (-) INCREASE (DECREASE) IN CAPITAL STOCK	0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	970,043 460,000 1,887,747 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080080 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090010 50090010 50090010 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITIONS OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  - (+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  + (-) INCREASE (DECREASE) IN CAPITAL STOCK  (-) DIVIDENDS PAID	0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080080 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090010 50090010 50090010 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITIONS OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  -(+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  (-) OTHER FINANCING AMORTISATION  + (-) INCREASE (DECREASE) IN CAPITAL STOCK  (-) DIVIDENDS PAID  + PREMIUM ON ISSUANCE OF SHARES	0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	970,043 460,000 1,887,747 0 0 30 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080080 50080080 50080090 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090050 50090050 50090070 50090070 50090080 50090090 50090090 50090090 50090090 50090090 50090090 50090090 50090090 50090090 50090090	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITIONS OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  -(+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  (-) OTHER FINANCING AMORTISATION  + (-) INCREASE (DECREASE) IN CAPITAL STOCK  (-) DIVIDENDS PAID  + PREMIUM ON ISSUANCE OF SHARES  + CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES	0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	970,043 460,000 1,887,747 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
50080010 50080020 50080030 50080040 50080050 50080060 50080080 50080080 50080080 50080100 50080110 50080120 50080130 50080140 FINANCING ACTIVITIES 50090000 50090010 50090010 50090010 50090010 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000 50090000	(-) PERMANENT INVESTMENTS  + DISPOSITION OF PERMANENT INVESTMENTS  (-) INVESTMENT IN PROPERTY, PLANT AND EQUIPMENT  + SALE OF PROPERTY, PLANT AND EQUIPMENT  (-) TEMPORARY INVESTMENTS  + DISPOSITION OF TEMPORARY INVESTMENTS  (-) INVESTMENT IN INTANGIBLE ASSETS  + DISPOSITIONS OF INTANGIBLE ASSETS  (-) ACQUISITIONS OF VENTURES  + DISPOSITIONS OF VENTURES  + DIVIDEND RECEIVED  + INTEREST RECEIVED  + (-) DECREASE (INCREASE) ADVANCES AND LOANS TO THIRD PARTS  -(+) OTHER INFLOWS (OUTFLOWS) OF CASH  NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES  + BANK FINANCING  + STOCK MARKET FINANCING  (-) BANK FINANCING AMORTISATION  (-) STOCK MARKET FINANCING AMORTISATION  (-) OTHER FINANCING AMORTISATION  + (-) INCREASE (DECREASE) IN CAPITAL STOCK  (-) DIVIDENDS PAID  + PREMIUM ON ISSUANCE OF SHARES	0 0 0 0 129,823 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 -2,837,222 5,176 0 0 0 0 0 0 0 0 0 0 0 0 0

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

#### **STATEMENT OF CASH FLOWS**

#### FOR THE TWELVE MONTHS ENDED 31 DECEMBER, 2015 AND 2014

CONSOLIDATED

#### **AUDITED INFORMATION**

(Thousand Pesos)

REF	ACCOUNTIQUEACCOUNT	CURREENT YEAR	PREVIOUS YEAR
	ACCOUNT/SUBACCOUNT	Amount	Amount
50100000	NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	-370,101	1,248,713
50110000	EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	247,488	156,859
50120000	CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	2,697,835	1,292,263
50130000	CASH AND CASH EQUIVALENTS AT END OF PERIOD	2,575,222	2,697,835

STOCK EXCHANGE CODE: AXTEL

AXTEL, S.A.B. DE C.V.

QUARTER: 04 YEAR: 2015

DISCUSSION AND ANALYSIS OF THE ADMINISTRATION ON THE RESULTS OF OPERATIONS AND FINANCIAL CONDITION OF THE COMPANY

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CONSOLIDATED

AUDITED INFORMATION Final Printing

see attached file

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AXTEL, S.A.B. DE C.V. FINANCIAL STATEMENT NOTES

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AXTEL, S.A.B. DE C.V.

**AUDITED INFORMATION** 

# INVESTMENTS IN ASSOCIATES AND JOINT VENTURES (THOUSAND PESOS)

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COMPANY NAME	PRICIPAL ACTIVITY	NUMBER OF SHARES	%	TOTAL AMOUNT	
COMPANY NAME	PRICIPAL ACTIVITY	NUMBER OF SHARES	SHIP	ACQUISITION COST	CURRENT VALUE
CONECTIVIDAD INALAMBRICA 7GHZ S. DE R.L.	SERVICIOS DE TELECOMUNICACIONES	2	50.00	24,497	8,212
TOTAL INVESTMENT IN ASSOCIATES				24,497	8,212

**NOTES** 

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

#### **BREAKDOWN OF CREDITS**

CONSOLIDATED

AUDITED INFORMATION (THOUSAND PESOS)

				INTEREST RATE		MATURITY OR AMORTIZATION OF CREDITS IN NATIONAL CURRENCY					MATURITY OR AMORTIZATION OF CREDITS IN FOREIGN CURRENCY					
CREDIT TYPE / INSTITUTION	FOREIGN INSTITUTION (YES/NO)	CONTRACT SIGNING DATE			TIME INTERVAL					TIME INTERVAL						
					CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE	CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE
BANKS																
FOREIGN TRADE																
SECURED																
COMMERCIAL BANKS																
Banamex	NOT	28/03/2014	28/02/2016	7.30310	N/A	130,000	0	0	0	0						
OTHER																
TOTAL BANKS					0	130,000	0	0	0	0	0	0	0	0	0	0

STOCK EXCHANGE CODE: AXTEL QUARTER: 04 YEAR: 2015

AXTEL, S.A.B. DE C.V.

#### **BREAKDOWN OF CREDITS**

CONSOLIDATED

AUDITED INFORMATION

(THOUSAND PESOS)

				INTEREST RATE		MATURITY OF	R AMORTIZATION OF	CREDITS IN NATIO	NAL CURRENCY		MATURITY OR AMORTIZATION OF CREDITS IN FOREIGN CURRENCY					
CREDIT TYPE / INSTITUTION	FOREIGN INSTITUTION (YES/NO)	CONTRACT SIGNING DATE	EXPIRATION DATE		TIME INTERVAL					TIME INTERVAL						
			CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE	CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE		
STOCK MARKET																
LISTED STOCK EXCHANGE																
UNSECURED																
SECURED																
PRIVATE PLACEMENTS																
UNSECURED																
CTOS PRIMAS Y DCTOS EMISIO	YES				N/A	0	0	0	0	-104,803						
SENIOR NOTES 2017	YES	02/02/2007	01/02/2017	7.63							N/A	0	867,173	0	0	0
SENIOR NOTES 2019	YES	22/09/2009	22/09/2019	9							N/A	0	0	0	0	1,750,417
SENIOR SECURED NOTES 2020	YES	31/01/2013	31/01/2020	7, 8 y 9							N/A	0	0	0	0	9,371,572
CONVERTIBLE NOTES 2020	YES	31/01/2013	31/01/2020	7, 8 Y 9							N/A	0	0	0	0	45,856
SECURED																
TOTAL STOCK MARKET LISTED IN STOCK EXCHANGE AND PRIVATE PLACEMENT					0	0	0	0	0	-104,803	0	0	867,173	0	0	11,167,845

STOCK EXCHANGE CODE: AXTEL

AXTEL, S.A.B. DE C.V.

**AUDITED INFORMATION** 

#### **BREAKDOWN OF CREDITS**

CONSOLIDATED

YEAR: 2015

QUARTER: 04

(THOUSAND PESOS)

**Final Printing** 

		MATURITY OR AMORTIZATION OF CREDITS IN NATIONAL CURF						AL CURRENCY			MATURITY OR	AMORTIZATION OF	CREDITS IN FOREIG	N CURRENCY		
CREDIT TYPE / INSTITUTION	FOREIGN INSTITUTION (YES/NO)	DATE OF AGREEMENT	EXPIRATION DATE		TIME INTERVAL					TIME INTERVAL						
					CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE	CURRENT YEAR	UNTIL 1YEAR	UNTIL 2 YEAR	UNTIL 3 YEAR	UNTIL 4 YEAR	UNTIL 5 YEAR OR MORE
OTHER CURRENT AND NON- CURRENT LIABILITIES WITH COST																
OTROS PASIVOS CON COSTO	NOT				N/A	165,976	136,000	127,974	92,489	0						
OTROS PASIVOS CON COSTO	NOT										N/A	209,680	151,680	36,240	1,352	0
TOTAL OTHER CURRENT AND NON- CURRENT LIABILITIES WITH COST					0	165,976	136,000	127,974	92,489	0	0	209,680	151,680	36,240	1,352	0
SUPPLIERS																
PROVEEDORES	NOT				N/A	1,351,632										
PROVEEDORES	NOT										N/A	1,132,386				
PROVEEDORES	YES										N/A	192,801				
TOTAL SUPPLIERS					0	1,351,632					0	1,325,187				
OTHER CURRENT AND NON- CURRENT LIABILITIES																
OTROS PASIVOS	NOT				N/A	716,558	139,964	0	0	0						
OTROS PASIVOS	NOT									·	N/A	585,508	65,829	0	0	0
TOTAL OTHER CURRENT AND NON- CURRENT LIABILITIES					0	716,558	139,964	0	0	0	0	585,508	65,829	0	0	0
GENERAL TOTAL					0	2,364,166	275,964	127,974	92,489	-104,803	0	2,120,375	1,084,682	36,240	1,352	11,167,845

NOTES

STOCK EXCHANGE CODE: AXTEL AXTEL, S.A.B. DE C.V.

AUDITED INFORMATION

QUARTER:

04

YEAR: 2015

#### MONETARY FOREIGN CURRENCY POSITION

(THOUSAND PESOS)

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CONSOLIDATED

FOREIGN CURRENCY POSITION	DOLI	LARS	OTHER CU	RRENCIES	THOUSAND PESOS
(THOUSANDS OF PESOS)	THOUSANDS OF DOLLARS	THOUSAND PESOS	THOUSANDS OF DOLLARS	THOUSAND PESOS	TOTAL
MONETARY ASSETS	124,501	2,142,231	0	0	2,142,231
CURRENT	124,501	2,142,231	0	0	2,142,231
NON CURRENT	0	0	0	0	0
LIABILITIES POSITION	837,503	14,410,494	0	0	14,410,494
CURRENT	123,231	2,120,375	0	0	2,120,375
NON CURRENT	714,272	12,290,119	0	0	12,290,119
NET BALANCE	-713,002	-12,268,263	0	0	-12,268,263

NOTES

STOCK EXCHANGE CODE: AXTEL

AXTEL, S.A.B. DE C.V.

**AUDITED INFORMATION** 

**DEBT INSTRUMENTS** 

QUARTER: 04

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> **CONSOLIDATED Final Printing**

YEAR: 2015

#### FINANCIAL LIMITATIONS IN CONTRACT, ISSUED DEED AND / OR TITLE

- AS OF december 31, 2015 INDEBTEDNESS DUE IN FEBRUARY 2017 AND SEPTEMBER 2019 (SENIOR NOTES) DOES NOT CONTEMPLATE ANY MATERIAL COVENANTS FOR THE COMPANY
- IN TERMS OF THE INDEBTEDNESS ISSUED SEPTEMBER, 2014 AND JANUARY AND DECEMBER, 2013 DUE JANUARY 2020 (SENIOR SECURED NOTES AND SENIOR SECURED CONVERTIBLE NOTES) REFERRED THE FOLLOWING COVENANTS:
- INDEBTEDNESS INCURRANCE, WHICH STATES NO ADDITIONAL DEBT IS ALLOWED IF THE COMPANY DOES NOT MAINTAIN TOTAL DEBT TO ADJUSTED EBITDA RATIO LESS THAN 4 TIMES
- SECURITY OVER ISSUED DEBT, IN THE FORM OF A LIEN OVER STOCK OF SUBSIDIARIES OF THE COMPANY, A PLEDGE OVER SHARES IN SUBSIDIARIES OF THE COMPANY, A MORTGAGE ON THE ENTIRE PROPERTY OWNED BY THE COMPANY, A MORTGAGE ON ALL TELECOM CONCESSIONS (AND RELATED EQUIPMENT TO THE SUPPLYING OF TELECOMMUNICATION SERVICES) AND A PLEDGE, WITHOUT THE TRANSMISSION OF OWNERSHIP ON THE ENTIRE TANGIBLE AND INTANGIBLE COMPANY PROPERTY OVER THOSE ASSETS NOT COVERED BY THE ABOVE LIENS (WITH A FEW EXCEPTIONS).
- SHORT-TERM DEBT WITH BANAMEX DUE FEBRUARY 2016 REFERRED THE FOLLOWING COVENANTS:
- MAINTAIN TOTAL DEBT TO EBITDA RATIO LESS THAN 4 TIMES.
- MAINTAIN EBITDA TO INTEREST EXPENSE RATIO GREATER THAN 2.50 TIMES.

STOCK EXCHANGE CODE: **AXTEL** QUARTER: **04** YEAR: **2015** 

AXTEL, S.A.B. DE C.V.

**DEBT INSTRUMENTS** 

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#### ACTUAL SITUATION OF FINANCIAL LIMITED

• THE COMPANY IS IN COMPLIANCE WITH ALL COVENANTS

STOCK EXCHANGE CODE: AXTEL

AXTEL, S.A.B. DE C.V.

QUARTER:

04

YEAR: 2015

#### **DISTRIBUTION OF REVENUE BY PRODUCT**

**AUDITED INFORMATION** 

**TOTAL INCOME** (THOUSAND PESOS)

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CONSOLIDATED

MAIN PRODUCTS OR PRODUCT LINE	NET S	ALES	MARKET SHARE (%)	MAIN						
WAIN FRODUCTS OR FRODUCT LINE	VOLUME	AMOUNT	WARRET SHARE (%)	TRADEMARKS	CUSTOMERS					
NATIONAL INCOME										
RENTAS	0	2,204,096	0.00							
VOZ	0	1,135,309	0							
INTERNET Y VIDEO	0	1,482,165	0							
DATOS Y REDES	0	2,017,964	0							
SERV INTEGRADOS	0	2,374,393	0							
VENTA DE EQUIPO	0	425,296	0							
TRAFICO INTL.	0	274,259	0							
OTROS SERVICIOS	0	236,956	0							
EXPORT INCOME										

**INCOME OF SUBSIDIARIES ABROAD** 

TOTAL	0	10,150,438			
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**NOTES** 

STOCK EXCHANGE CODE: AXTEL AXTEL, S.A.B. DE C.V.

**AUDITED INFORMATION** 

QUARTER:

04

YEAR: 2015

## **ANALYSIS OF PAID CAPITAL STOCK**

**CHARACTERISTICS OF THE SHARES** 

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SERIES	NOMINAL VALUE	VALID		NUMBER O	CAPITAL STOCK			
JERIES	NOMINAL VALUE	COUPON	FIXED PORTION	VARIABLE PORTION	MEXICAN	FREE SUBSCRIPTION	FIXED	VARIABLE
A	0.00000	0	97,750,656	0	97,750,656	0	73,396	0
В	0.00000	0	9,358,389,500	0	0	9,358,389,500	6,788,590	0
TOTAL			9,456,140,156	0	97,750,656	9,358,389,500	6,861,986	0

TOTAL NUMBER OF SHARES REPRESENTING THE PAID IN CAPITAL STOCK ON THE DATE OF SENDING THE INFORMATION

9,456,140,156

**NOTES** 

STOCK EXCHANGE CODE: **AXTEL** QUARTER: **04** YEAR: **2015** 

AXTEL, S.A.B. DE C.V.

#### **DERIVATIVE FINANCIAL INSTRUMENTS**

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AXTEL, S.A.B. DE C.V. REPORTS THEIR OPERATIONS WITH FINANCIAL DERIVATIVE INSTRUMENTS, COMPLEMENTARY TO THE 4TH QUARTER 2015 FINANCIAL INFORMATION REPORT:

QUALITATIVE AND QUANTITATIVE INFORMATION:

DERIVATIVES POLICY

AXTEL, S.A.B. DE C.V. (" THE COMPANY OR AXTEL ")'S INTERNAL POLICY IS TO CONTRACT DERIVATIVE INSTRUMENTS TO MITIGATE PRIMARILY EXCHANGE AND INTEREST RATE RISK EXPOSURE WITH RESPECT TO OUR FOREIGN CURRENCY OBLIGATIONS OR COMMITMENTS CONTRACTED IN CURRENCIES DIFFERENT THAN THE MEXICAN PESO.

THE STRATEGY OF THE COMPANY DEPENDS ON THE PARTICULAR RISK TO BE HEDGED, IN ACCORDANCE TO THE ESTABLISHED POLICY. WE PREFER INSTRUMENTS THAT COMPLY WITH IFRS OF THE INTERNATIONAL FINANCIAL INFORMATION RULES AS HEDGE INSTRUMENTS, ALTHOUGH OTHER INSTRUMENTS CAN BE CONSIDERED ALSO AS LONG AS SUCH INSTRUMENTS REDUCE AXTEL'S RISKS AGAINST ITS FOREIGN CURRENCY EXPOSURE. ONCE DEFINED THE TYPE OF FINANCIAL INSTRUMENT TO BE USED, THE COMPANY DEALS WITH INTERNATIONAL COUNTERPARTIES ON THE OVER THE COUNTER MARKET ("OTC"). THE COUNTERPARTY MUST HAVE INVESTMENT GRADE BY THE MAJOR RATING AGENCIES OR MET AXTEL'S INTERNAL TREASURY POLICIES. THE COMPANY REQUESTS AT LEAST TWO QUOTES FROM COUNTERPARTIES. THESE ARE COMPARED AND ANALYZED UNDER THE PARAMETERS OF THE FINANCIAL INFORMATION STANDARD (IFRS), AND THEN THE MOST COMPETITIVE IS SELECTED. ALL THE OPERATIONS MUST BE AUTHORIZED BY THE FINANCE, TREASURY AND INVESTOR RELATIONS DIRECTOR.

THE VALUATION AGENTS ARE ESTABLISHED IN THE CONTRACT OF FINANCIAL DERIVATIVE INSTRUMENTS OR INTERNATIONAL SWAP DERIVATIVES ASSOCIATION, ("ISDA") AND THEIR SCHEDULES. THESE DOCUMENTS CONTAIN THE TERMS AND CONDITIONS AND THE REQUIRED DOCUMENTATION FOR EACH TRANSACTION, SUCH AS: PAYMENT DATES, CALCULATION AGENT, DEFAULTS, CURRENCY OF DELIVERY, MARGIN CALLS AND APPLICABLE LEGISLATION AMONG OTHERS. IN ORDER TO DETERMINE THE MARK TO MARKET ON A SPECIFIC DATE, THE COMPANY REALIZES THEIR OWN VALUATIONS EXTRACTING ECONOMIC INFORMATION FROM SPECIALIZED SOURCES SUCH AS REUTERS, BLOOMBERG, BANXICO'S WEB PAGE, AND OTHER FINANCIAL INSTITUTIONS.

DURING THE 4TH QUARTER 2015 NO HEDGE TRANSACTIONS WERE TRADED BY THE COMPANY, SO AT THE END OF THE 4TH QUARTER 2015 THE COMPANY HAS NO OPERATIONS OF DERIVATIVE FINANCIAL INSTRUMENTS OUTSTANDING.

MARGIN CALLS, COLLATERAL AND CREDIT LINES.

MARGINS CALLS AND COLLATERALS ARE ESTABLISHED ALSO IN THE ISDA AGREEMENT. THESE ARE ESTABLISHED BY THE COUNTERPARTIES DEPENDING ON THE AUTHORIZED CREDIT LINES AND DETERMINED THRESHOLD LIMITS. THE COMPANY DOES NOT OPERATE WITH COUNTERPARTIES THAT DO NOT OFFER REASONABLE LINES RELATIVE TO THE SIZE OF THE TRANSACTION CLOSED. A TRANSACTION IS NOT NEGOTIATED WITH A COUNTERPARTY THAT DOES NOT OFFER A SUFFICIENT LINE RELATED TO THAT SPECIFIC HEDGE.

#### LEVELS OF AUTHORIZATION

THE AUTHORIZED OFFICERS TO CLOSE DERIVATIVE TRANSACTIONS ARE THE FINANCE, TREASURY AND INVESTOR RELATIONS DIRECTOR, WITH APPROVAL OF THE CHIEF FINANCIAL OFFICER. DEPENDING ON THE NOTIONAL AMOUNT OF EACH TRANSACTION, THE INTERNAL TREASURY COMMITTEE IS INFORMED AND SUBSEQUENTLY APPROVES CERTAIN TRANSACTIONS, ACCORDING TO

STOCK EXCHANGE CODE: **AXTEL** QUARTER: **04** YEAR: **2015** 

AXTEL, S.A.B. DE C.V.

#### **DERIVATIVE FINANCIAL INSTRUMENTS**

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AXTEL'S INTERNAL TREASURY POLICIES. THE PROCEDURE OF EVERY OPERATION IS REALIZED WITH TWO OR MORE QUOTES WHICH ARE SHOWN BY THE FINANCE, TREASURY AND INVESTOR RELATIONS DIRECTOR TO THE CHIEF FINANCIAL OFFICER WHO DECIDES TO PROCEED OR NOT WITH SUCH OPERATION.

PROCEDURES OF INTERNAL CONTROL

ONCE THE TRANSACTION IS CLOSED THE COUNTERPARTY SENDS A CONFIRMATION WHICH SPECIFIES THE TERMS AND CONDITIONS OF THE DEAL TO THE COMPANY. THE COMPANY'S TREASURY DEPARTMENT ("TREASURY") REVIEWS IT AND SENDS IT TO THE ACCOUNTING DEPARTMENT FOR ITS PROPER REGISTRATION.

IN ORDER TO KEEP CONTROL OVER EACH TRANSACTION, ON A MONTHLY BASIS, TREASURY EXECUTES VALUATIONS TO DETERMINE THE MARK TO MARKET AND THE EFFECTIVENESS OF THE DERIVATIVE INSTRUMENTS. THESE VALUATIONS ARE PERFORMED WITH TESTS ESTABLISHED IN THE IFRS. ONCE THESE VALUATIONS ARE MADE, THE INFORMATION IS PASSED ALONG TO THE ACCOUNTING DEPARTMENT FOR PROPER REGISTRATION IN THE BOOKS. ON A QUARTERLY BASIS, OUR EXTERNAL AUDITORS REVIEW THE ABOVE MENTIONED RECORDS APPLYING THEIR OWN VALUATION AND CALCULATION METHODS.

EXTERNAL REVIEW

KPMG CARDENAS DOSAL, S.C., THE COMPANY'S EXTERNAL AUDITORS, REVIEWS PERIODICALLY THE VALUATION AND ACCOUNTING RECORDS OF THESE OPERATIONS. VALUATION TECHNIQUES

THE VALUATION OF DERIVATIVE INSTRUMENTS WITH HEDGING PURPOSES IS REALIZED USING ITS FAIR VALUE METHOD.

IT SHOULD BE NOTED THAT BECAUSE SUCH ASSESSMENTS ARE MADE ABOVE ACCORDING TO INTERNATIONAL STANDARDS IFRS, THE MARKET VALUE REGISTERED BY THE COMPANY INCLUDE COUNTERPARTY RISK, FOR THAT REASON AND IN CASE THE MARKET VALUE IS IN FAVOR OF AXTEL (ASSET) THIS INCLUDES THE CDS (CREDIT DEFAULT SWAP) OF THE COUNTERPARTY, AND IF THE MARKET VALUE IS IN FAVOR OF THE COUNTERPARTY (LIABILITY) THE RECORD INCLUDES COUNTERPARTY RISK IN THE RECORD AXTEL (Z-SPREAD).

WITH THE PURPOSE OF MONITORING THE EFFECTIVENESS OF DERIVATIVES WITH HEDGING PURPOSES, PROSPECTIVE (ANALYSIS OF LINEAR REGRESSION) AND RETROSPECTIVES (PERIODIC OR ACCUMULATED COMPENSATION) TESTS ARE REALIZED USING STATISTICAL SAMPLES OF MARKET VARIABLES (INTEREST AND EXCHANGE RATES), IN ACCORDANCE TO THE IFRS. THIS TECHNIQUE ALLOWS THE MONITORING OF THE DERIVATIVE INSTRUMENTS' PERFORMANCE AND THE LIKELIHOOD THAT A PARTICULAR DERIVATIVE INSTRUMENT COULD NOT BE TREATED AS A HEDGE INSTRUMENT IN THE FUTURE.

AXTEL PREPARES ITS OWN VALUATIONS, WHICH IS COMPARED AGAINST THE COUNTERPARTY'S VALUATION. IF THERE IS A SIGNIFICANT DIFFERENCE, FURTHER CLARIFICATION IS REQUESTED.

IN ORDER TO DETERMINE THE EFFECTIVENESS OF THE HEDGING, THE METHOD OF PERIODIC COMPENSATION IS USED.

AT LEAST ONCE A YEAR, THE EXTERNAL AUDITORS OF THE COMPANY (KPMG CARDENAS DOSAL, S.C) REVIEW THE DERIVATIVE INSTRUMENTS ACCOUNTING RECORDS AND VALIDATE THEIR EFFECTIVENESS IN ACCORDANCE WITH THE IFRS.

SOURCES OF LIQUIDITY.

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#### **DERIVATIVE FINANCIAL INSTRUMENTS**

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MOST OF COMPANY'S REVENUES ARE PESOS DENOMINATED. WITH THE PURPOSE OF ELIMINATING THE RISK ASSOCIATED OF HAVING REVENUES IN PESOS AND INTEREST PAYMENT OBLIGATIONS IN DOLLARS ASSOCIATED WITH THE SENIOR NOTES (SEE "DEBT PROFILE"), THE COMPANY ENTERED INTO "INTEREST ONLY SWAPS" AND FX FORWARDS, WHEREBY, THE COMPANY EFFECTIVELY LOCKS THE ABOVE MENTIONED INTEREST PAYMENTS INTO PESOS, MET WITH THE CASH FLOW GENERATED BY ITS OPERATION.

THE COMPANY DOES NOT CURRENTLY HAVE LINES OF CREDIT FOR THIS TYPE OF INSTRUMENTS.

THE RISKS THAT ARE IDENTIFIED ARE THE DECREASE OF THE EXCHANGE RATE FOR ALL THE DERIVATIVE INSTRUMENTS.

QUANTITATIVE INFORMATION (FIGURES EXPRESSED IN THOUSANDS EXCEPT THAT ANOTHER REFERENCE IS INDICATED).

AS OF DECEMBER 31, 2015, THE COMPANY HAD NO DERIVATIVE INSTRUMENTS CONTRACTED:

AT THE DATE OF FINANCIAL STATEMENTS, THERE IS REGISTERED \$65,222 AS A PASSIVE POSITION, TO RECOGNIZE THE EFFECT OF TERMS AND CLAUSES OF SENIOR SECURED CONVERTIBLE NOTES ISSUED IN JANUARY 2013, THAT HAVE FEATURES OF DERIVATIVES (EMBEDDED DERIVATIVES); IN ACCORDANCE WITH THE PROVISIONS OF IAS 39.

#### SENSIBILITY ANALYSIS:

NO SENSIBILITY TESTS WERE PERFORMED DUE TO THERE ARE NO DERIVATIVE FINANCIAL INSTRUMENTS OPERATIONS AT THE END OF THE 4th QUARTER OF 2015.

**San Pedro Garza Garcia, Mexico, February 10, 2016** - Axtel, S.A.B. de C.V. ("AXTEL" or "the Company"), a leading Mexican fixed-line integrated telecommunications company, announced today its unaudited fourth quarter results ended December 31, 2015<sup>(1)</sup>.

For additional information, please contact Adrian de los Santos, Investor Relations Officer and Corporate Finance Director at <u>ir@axtel.com.mx</u>

#### Highlights:

- ❖ The merger of Axtel and Alestra was closed on January 15th with the approval of Axtel shareholders, among other conditions. This transaction will be effective on February 15th, 2016. On this date, Axtel will become a subsidiary of Alfa S.A.B. de C.V., which will hold 51% of the combined entity equity. The remaining 49% will be owned by existing Axtel shareholders.
- As previously mentioned, the merger represents a key strategic action that strengthens Axtel's competitive position and creates significant value from operational and financial synergies.
- On January 15th, the Company also signed a US\$750 million credit agreement to refinance all of Axtel's existing Senior Notes maturing in 2017, 2019 and 2020. This refinancing will generate substantial interest expense savings.
- ❖ Axtel's Adjusted EBITDA for 2015 increased 4%, in line with the guidance provided at the beginning of the year, resulting from the positive performance of the enterprise and government segment, as well as an improved second semester for the FTTH business.

#### **Revenues from operations**

Revenues from operations totaled Ps. 2,832 million in the fourth quarter of year 2015 from Ps. 2,383 million for the same period in 2014, an increase of Ps. 449 million or 19%.

Revenues from operations totaled Ps. 10,150 million in the twelve month period ended December 31, 2015, compared to Ps. 10,597 million in the same period in 2014, a decrease of Ps. 447 million, or 4%.

#### Sources of Revenues

Note: Due to the Telecommunications Reform, as of January 1st, 2015, domestic long distance charges were eliminated. Therefore, since the first quarter this year, revenue services previously reported under "local" and "long distance" categories have been re-grouped under two new categories: "rents" and "voice services". Please see Note 2 for more information and 2014 figures for these new categories.

**Rents.** Monthly rents revenues totaled Ps. 541 million in the fourth quarter of 2015, compared to Ps. 616 million for same period in 2014, representing a 12% decrease related to a 13% decrease in the average number of customers. For the twelve month period ended December 31, 2015, rents revenues decreased 8% due to, among others, a 7% decline in the average number of lines in service.

**Voice services.** Revenues amounted to Ps. 294 million in the fourth quarter of 2015, compared to Ps. 372 million in the same period in 2014, a 21% decrease. More than half of this decline is explained by decreases in revenues of domestic long distance calls to both fixed and mobile lines due to the elimination of domestic long distance charges in 2015. For the twelve month period ended December 31, 2015, voice revenues totaled Ps. 1,135 million compared to Ps. 1,587 million registered in 2014, a 28% decline also due to the elimination of domestic long distance charges in 2015.

Internet & Video. Quarterly revenues totaled Ps. 386 million, compared to Ps. 353 million in the same period in 2014, a 9% increase driven by a 39% increase in the pay-tv service and a 1% increase in mass market internet services revenues. During the twelve month period ended on December 31, 2015, internet and video services revenues totaled Ps. 1,482 million from Ps. 1,337 million registered in 2014, an increase of Ps.145 million, or 11%, due to increased penetration of video services within the FTTH client base.

**Data & Network.** Data and network revenues amounted to Ps. 504 million in the fourth quarter of 2015, compared to Ps. 494 million in the same period in 2014, a 2% or Ps. 10 million increase driven by a 14% increase in private lines, partially mitigated by a 3% decrease in dedicated internet to the enterprise segment. During the twelve month period ended on December 31, 2015, data and network services revenues totaled Ps. 2,018 million from Ps. 1,898 million registered in 2014, a 6% increase.

Integrated Services & Equipment Sales. Quarterly revenues totaled Ps. 1,032 million in the fourth quarter of 2015, from Ps. 257 million in the same quarter of previous year, a 300% increase due to revenues flowing from existing and new projects closed during the last four quarters with both enterprise and government entities and an extraordinary high level of equipment sale during the quarter. For the twelve month period ended December 31, 2015, revenues totaled Ps. 2,800 million from Ps. 1,779 million registered in 2014, a 57% increase.

International traffic. In the fourth quarter of 2015, international traffic revenues totaled Ps. 27 million, a decrease of Ps. 149 million or 85% versus the same quarter of previous year, explained mainly by declines in volume and prices of mobile calls and the elimination of high-priced transit traffic, or traffic that terminates in other countries and not in Mexico. For the twelve month period ended December 31, 2015, revenues from international traffic totaled Ps. 274 million from Ps. 1,234 million in the same period in 2014, a 78% decrease also explained by a decline in volume and prices of mobile traffic and the elimination of transit traffic.

*Other services.* Quarterly revenues from other services totaled Ps. 49 million in the fourth quarter of 2015, from Ps. 115 million in the same quarter of previous year, a 57% decrease due to an extraordinary high level of interconnection revenues last year. For the twelve month period ended December 31, 2015, revenues totaled Ps. 237 million from Ps. 364 million registered in 2014, a decrease of Ps. 127 million, or 35%.

*Mass Market.* Revenues totaled Ps. 804 million in the fourth quarter of 2015, an 11% decrease compared to the same quarter in 2014. This was mainly due to continued disconnections in wireless (or legacy technology) customers and elimination of domestic long distance charges which translated into 14% and 44% decreases in rent and voice revenues. The decline was partially compensated by an 8% increase in internet and video revenues. For the twelve month period ended December 31, 2015, revenues totaled Ps. 3,316 million, a 7% decrease compared to the same period in 2014, also due to declines in rent and national long distance revenues and decline in mobile traffic prices.

Enterprise (including Government). Revenues for this segment amounted to Ps. 1,813 million in the three month period ended December 31, 2015, an increase of 66% versus the same period in 2014. This is mostly explained by a 309% increase in integrated services and equipment sales revenues, partially mitigated by an 18% decline in voice revenues mainly due to the elimination of national long distance charges. For the twelve month period ended December 31, 2015, revenues increased 15% due to a higher level of integrated services and equipment sales revenues during 2015.

Interconnection, Public Telephony and Carriers. Revenues for this segment totaled Ps. 188 million in the fourth quarter 2015, a 10% decrease mostly due to an extraordinary high level of interconnection revenues in the fourth quarter of 2014. For the twelve month period ended December 31, 2015, revenues reached Ps. 740 million, an increase of 4% compared to the same period in 2014 due to an increase in private lines revenues.

#### **Consumption**

**Local Calls.** Local calls totaled 366 million in the fourth quarter of 2015, compared to 396 million calls for the same period in 2014, representing an 8% decrease. Billed local calls increased 26% due to certain volume of domestic long distance calls now being billed as local calls since the beginning of 2015. Local calls included in commercial offers decreased 16% and represented 73% of total calls in the fourth quarter of 2015. For the twelve month period ended December 31, 2015, local calls decreased 6% compared to the same period in 2014, due to a decrease in calls included in commercial offers.

Cellular ("Calling Party Pays"). Minutes of use of calls completed to a cellular line amounted to 389 million in the three month period ended December 31, 2015, compared to 368 million in the same period in 2014, a 6% increase. This was mainly due to a 10% increase in billed minutes related to 045 cellular minutes due to the elimination of long distance charges. Billed cellular minutes represented 85% of cellular minutes in the fourth quarter of 2015, compared to 83% in the year-earlier quarter. For the twelve month period ended December 31, 2015, cellular minutes increased 24% compared to the same period in 2014, mainly due to a 17% increase in billed 045 cellular minutes.

#### **Operating Data**

*RGUs*<sup>(8)</sup> *and Customers.* As of December 31, 2015, RGUs (Revenue Generating Units) totaled 1,371 thousand. During the fourth quarter of 2015, there were 29 thousand net disconnections, compared to 16 thousand net disconnections in the fourth quarter of 2014 due to a greater number of

wireless disconnections in 2015. As of December 31, 2015, customers totaled 521 thousand, a decline of 84 thousand from the same date in 2014. Total customers declined 23 thousand on a sequential basis.

**Voice RGUs (lines in service).** As of December 31, 2015, lines in service totaled 815 thousand. During the fourth quarter of 2015 and fourth quarter 2014, gross additional lines totaled 41 and 42 thousand respectively. Disconnections in the fourth quarter 2015 totaled 62 thousand compared to 56 thousand in the year-earlier quarter. Lines in service in the fourth quarter of 2015 decreased 21 thousand, compared to a decrease of 14 thousand in the same period of 2014. As of December 31, 2015, residential lines represented 53% of total lines in service.

**Broadband RGUs (broadband subscribers).** Broadband subscribers decreased 12% year-over-year totaling 446 thousand as of December 31, 2015. During the fourth quarter of 2015, broadband subscribers' net disconnections totaled 14 thousand compared to 9 thousand in the same period of 2014, due to larger disconnections of wireless subscribers this quarter. As of December 31, 2015, wireless broadband subs reached 241 thousand, compared to 330 thousand a year ago, while AXTEL X-tremo, or FTTH customers, totaled 206 thousand compared to 179 thousand a year ago. Broadband penetration has remained at 55% during the past year.

*Video subscribers.* As of December 31, 2015, video subscribers reached 109 thousand compared to 94 thousand a year ago, a 16% increase.

Line equivalents (EO equivalents). We offer from 64 kilobytes per second ("KBps") up to 200 megabytes per second ("MBps") dedicated data links in all of our thirty-nine existing cities. We account for data links by converting them to EO equivalents in order to standardize our comparisons versus the industry. As of December 31, 2015, line equivalents totaled 1,251 thousand, a 21% increase.

#### Cost of Revenues and Operating Expenses

Cost of Revenues. For the three month period ended December 31, 2015, the cost of revenues represented Ps. 803 million, an increase of 59% or Ps. 298 million, compared with the same period of year 2014, explained by an increase in integrated services and equipment sale costs, partially mitigated by a decrease in international traffic costs due to the elimination of transit traffic in 2015. For the twelve month period ended December 31, 2015, cost of revenues reached Ps. 2,300 million, a 26% decrease in comparison with the twelve month period ended December 31, 2014, mainly due to declines in fixed to mobile termination costs and in international traffic costs due to the elimination of transit traffic, or traffic that terminates outside of Mexico.

**Gross Profit.** Gross profit is defined as revenues minus cost of revenues. For the fourth quarter of 2015, the gross profit accounted for Ps. 2,029 million, 8% higher than the same period in year 2014. The gross profit margin decreased from 78.8% to 71.6% year-over-year, mainly due to the increase in integrated services and equipment sale revenues which have lower margins. For the twelve month period ended December 31, 2015, our gross profit totaled Ps. 7,851 million, compared to Ps. 7,500

million recorded in year 2014, an increase of Ps. 351 million or 5%, due to a higher level of internet and video, integrated services and data and network revenues.

*Operating expenses.* In the fourth quarter of year 2015, operating expenses totaled Ps. 1,265 million, Ps. 174 million or 16% higher than the Ps. 1,091 million recorded in the same period in year 2014, explained mainly by increases in outsourced maintenance expenses related to enterprise projects, in rents and maintenance expenses denominated in dollars due to the peso devaluation and in personnel-related expenses due to the annual salary increase and higher number of employees allocated to integrated services projects. For the twelve month period ended December 31, 2015, operating expenses totaled Ps. 4,720 million, 5% higher than the Ps. 4,477 million of the same period in 2014. Personnel represented 41% of total operating expenses in the twelve month period ended December 31, 2015.

#### Adjusted EBITDA, D&A and Operating Income

Adjusted EBITDA<sup>(5)</sup>. The Adjusted EBITDA totaled Ps. 764 million for the three month period ended December 31, 2015, a 3% decrease compared to Ps. 787 million for the same period in 2014. As a percentage of total revenues, Adjusted EBITDA margin represented 27.0% in the fourth quarter of 2015, 605 bps lower than the margin recorded in the year-earlier quarter. For the twelve month period ended December 31, 2015, Adjusted EBITDA amounted to Ps. 3,131 million, compared to Ps. 3,023 million in year 2014, a 4% increase.

**Depreciation and Amortization**<sup>(9)</sup>. Depreciation and amortization totaled Ps. 642 million in the three month period ending on December 31, 2015 compared to Ps. 918 million for the same period in year 2014, a Ps. 276 million decrease due to lower capital investments in recent years and also to a larger proportion of investments in fiber which increases the average life of our assets. Depreciation and amortization for the twelve month period ended December 31, 2015 reached Ps. 2,619 million, 24% lower than the Ps. 3,435 million registered in the same period in year 2014.

*Operating Income (loss).* In the three month period ended December 31, 2015, the Company recorded an operating loss of Ps. 206 million compared to an operating loss of Ps. 154 million registered in the same period in year 2014, resulting from a positive effect of lower depreciation and amortization, but negatively impacted by non-recurrent merger-related expenses. For the twelve month period ended December 31, 2015, operating income reached Ps. 609 million when compared to the operating loss of Ps. 500 million in the same period of year 2014, an increase of Ps. 1,109 million mainly explained by the agreement with America Movil in the first quarter of 2015 and a lower level of depreciation and amortization in year 2015.

#### CFR, Indebtedness, Cash, Investments and Derivative Instruments

Comprehensive financing result. Net interest expense for the fourth quarter 2015 increased Ps. 34 million due to the impact of the peso devaluation in our interest expense. During the fourth quarter of 2015, the peso depreciated 1% against the U.S. dollar generating a FX loss of Ps. 122 million; lower

than the FX loss of Ps. 834 million during the fourth quarter of 2014 due to a 9% peso depreciation. Concerning variations in the fair value of financial instruments, these are partly explained by 10% increase and a 14% decrease in the price of AXTELCPO during the fourth quarter of 2015 and 2014 respectively, which affected the valuation of AXTEL's position held in its own stock through the financial (zero-strike call) instruments. The Ps. 2,695 million comprehensive financing loss for year ended in December 2015, compared to a Ps. 1,954 million loss for year ended in December 2014, is mainly explained by the increase in interest expense due to the step-up scheme in the 2020 Senior Secured Notes and the higher FX loss during 2015 due to a 15% depreciation of the peso against the U.S. dollar.

**Debt.** At the end of the fourth quarter 2015, total debt increased Ps. 1,986 million in comparison with fourth quarter 2014, explained by (i) a Ps. 154 million decrease related to the conversion of some 2020 Secured Notes, (ii) an increase of Ps. 261 million in leases and other financial obligations mostly related to a Ps. 386 million increase in a capacity lease (IRU), (iii) a Ps. 26 million increase related to the notes' discount, issuance and deferred financing costs, (iv) a Ps. 51 million increase related to the implicit derivative instrument embedded in the Senior Secured Convertible Notes and (v) a Ps. 1,801 million non-cash increase caused by the 15% depreciation of the Mexican peso.

*Cash.* As of the end of the fourth quarter of 2015, the cash and equivalents balance totaled Ps. 2,575 million, compared to Ps. 2,698 million a year ago, and Ps. 2,492 million at the beginning of the quarter. As of the end of the quarter, 71 percent of the cash balance was maintained in dollars, the rest in pesos.

*Capital Investments.* In the fourth quarter of 2015, capital investments totaled Ps. 473 million, or \$28 million, compared to Ps. 758 million, or \$55 million, in the year-earlier quarter. For the twelve month period ended December 31, 2015, capital investments totaled Ps. 2,011 million, or \$127 million, compared to Ps. 2,837 million, or \$213 million, for 2014.

*Other Investments.* As of December 31, 2015, the Company maintained an economic position equivalent to 43.5 million AXTELCPOs in ZSC.

**Financial Instruments.** The following table summarizes the Company's financial instruments position as of December 31, 2015.

	AXTEL receives	AXTEL pays	Other
Zero-strike Equity Call Opti	on		
Notional			30.4 million AXTELCPO
Value	30.4 million AXTELCPO	Strike price: ¢1 per CPO	
Settlement			In cash
Expiration Date			May 2016
Valuation			Ps. 264.5 million
Notional			11.1 million AXTELCPO
Value	11.1 million AXTELCPO	Strike price: ¢1 per CPO	
Settlement			In cash
Expiration Date			January 2016
Valuation			Ps. 96.7 million

Notional			2.0 million AXTELCPO
Value	2.0 million AXTELCPO	Strike price: ¢1 per CPO	
Settlement			In cash
Expiration Date			January 2016
Valuation			Ps. 17.1 million

At the end of the quarter, the Company's balance sheet recorded a liability of Ps. 65 million to reflect an implicit derivative instrument embedded in its Senior Secured Convertible Notes, per applicable accounting standards.

#### **Financial Statements**

#### Information as of December 31, 2015 compared with information as of December 31, 2014

#### **Assets**

As of December 31, 2015, total assets summed Ps. 21,929 million compared to Ps. 20,985 million as of December 31, 2014, an increase of Ps. 944 million, or 4%.

**Cash and equivalents.** As of December 31, 2015, we had cash and cash equivalents of Ps. 2,575 million compared to Ps. 2,698 million in the same date of year 2014, a 5% decline.

**Accounts Receivable.** As of December 31, 2015, the accounts receivable were Ps. 2,893 million compared with Ps. 2,426 million in the same date of 2014, an increase of Ps. 467 million or 19%, due to a higher level of sales to the enterprise and government segment in 2015.

**Property, plant and equipment, net.** As of December 31, 2015, the net of depreciation value of property, plant and equipment was Ps. 13,216 million compared with Ps. 12,962 million as of December 31, 2014, an increase of Ps. 255 million or 2%. The property, plant and equipment without adjusting for the accumulated depreciation, was Ps. 43,657 million and Ps. 40,885 million as of December 31, 2015 and December 31, 2014, respectively.

#### Liabilities

Total liabilities were Ps. 17,809 million as of December 31, 2015 compared to Ps. 15,279 million as of December 31, 2014, an increase of Ps. 2,529 million or 17% mainly driven by the non-cash increase in debt related to the 14% peso depreciation against the US dollar.

**Accounts payable & accrued expenses.** On December 31, 2015, the accounts payable and accrued expenses were Ps. 2,677 million compared with Ps. 2,347 million on December 31, 2014, an increase of Ps. 330 million or 14%.

#### Stockholders' Equity

On December 31, 2015, the stockholders equity of the Company was Ps. 4,120 million compared with Ps. 5,706 million as of December 31, 2014, a decrease of Ps. 1,586 million, or 28%. The capital stock was Ps. 6,862 million as of December 31, 2015 compared to Ps. 6,728 million as of December 31, 2014, this increase is due to the conversion of some of the Company's Senior Secured Convertible Notes due 2020.

#### **Liquidity and Capital Resources**

Historically we have relied primarily on vendor financing, the proceeds of the sale of securities, internal cash from operations and the proceeds from bank debt to fund our operations, capital expenditures and working capital requirements. Additionally, and subject to (i) market conditions, (ii) our liquidity position and (iii) contractual obligations, from time to time, we might acquire senior secured and unsecured notes in the open market or in privately negotiated transactions. Although we believe that we will be able to meet our debt service obligations and fund our operating requirements in the future with cash flow from operations, we may seek additional financing with commercial banks or in the capital markets from time to time depending on market conditions and our financial requirements. We will continue to focus on investments in property, systems and infrastructure and working capital management, including the collection of accounts receivable and management of accounts payable.

#### **Cash Flow Statement**

# For the three month period ended December 31, 2015 compared with the three month period ended December 31, 2014

Net resources provided by operating activities were Ps. 701 million for the three month period ended on December 31, 2015 compared to Ps. 1,031 million recorded in the same period of year 2014.

Net resources (used in) provided by investing activities were Ps. (473) million for the three month period ended on December 31, 2015 compared to Ps. (779) million recorded in the same period of year 2014. These flows primarily reflect investments in fixed assets of Ps. 473 million and Ps. 758 million, respectively.

Net resources (used in) provided by financing activities were Ps. (158) million for the three month periods ended on December 31, 2015 and Ps. (198) million for 2014.

# For the twelve months ended December 31, 2015 compared with twelve months ended December 31, 2014

Net resources provided by operating activities were Ps. 3,120 million for the twelve month period ended on December 31, 2015 compared to Ps. 3,126 million recorded in the same period of 2014.

Net resources (used in) provided by investing activities were Ps. (1,925) million for the twelve month period ended on December 31, 2015 compared to Ps. (2,847) million recorded in the same period of year 2014. These flows primarily reflect investments in fixed assets of Ps. 2,011 million and Ps. 2,837 million, respectively.

Net resources (used in) provided by financing activities were Ps. (1,565) million for the twelve month periods ended on December 31, 2015 and Ps. 970 million for 2014 due to the US\$150 million reopening of the 2020 Senior Notes.

As of December 31, 2015, the ratios of net debt to Adjusted EBITDA and interest coverage of the company were 3.3x and 2.5x, respectively. As of December 31, 2014 the ratios of net debt to Adjusted EBITDA and interest coverage, were 2.7x and 3.4x, respectively.

#### Other important information

- 1) We are presenting financial information based on International Financial Reporting Standards (IFRS) in nominal pesos for the following periods:
  - Consolidated income statement information for the three month periods ending on December 31, 2015 and 2014, and September 30, 2015; and twelve month period ending on December 31, 2015 and 2014, and
  - Balance sheet information as of December 31, 2015 and 2014; and September 30, 2015.

#### 2) Revenues are derived from:

- i. <u>Rents.</u> Revenues are generated from the provision of connectivity to AXTEL's infrastructure which can deliver voice, data and video services to its customers. Services are provided through bundled commercial offers or, in some instances, as stand-alone or add-on services.
- ii. <u>Voice services</u>. The Company may charge customers a per call fee for local calls ("measured service"), a per minute usage fee for CPP calls, a per minute usage fee for international long distance completed calls and for services related to 800s numbers for the enterprise segment.
- iii. <u>Internet & video.</u> We generate revenues by providing "on demand" Internet access and video (Pay-TV) services.
- iv. <u>Data & network.</u> We generate revenues by providing data, dedicated Internet and network services, such as virtual private networks and private lines, to the enterprise and government segments.
- v. <u>Integrated Services & equipment sale.</u> We generate revenues from managed telecommunications services provided to corporate customers, financial institutions and government entities and the sale of customer premises equipment ("CPE") necessary to provide these services.
- vi. <u>International traffic.</u> We generate revenues terminating international traffic from foreign carriers.
- vii. <u>Other services.</u> Include, among others, memberships, late payment charges, spectrum, interconnection, activation and wiring and presubscription.

Ingresos - 2014

Millones de Pesos	Q1 2014	Q2 2014	Q3 2014	Q4 2014
Rents	597	595	590	616
Voice Services	410	391	414	372
Internet & Video	315	330	339	353
Data & Network	464	474	466	494
Int. Services & Eq. Sales	759	428	335	257
Intl. Traffic	344	372	343	175
Others	81	84	84	115
	2,971	2,673	2,570	2,383

3) Cost of revenues include expenses related to the termination of our customers' cellular and long distance calls in other carriers' networks, as well as expenses related to billing, payment processing, operator services and our leasing of private circuit links.

- 4) Operating expenses include costs incurred in connection with general and administrative matters which incorporate compensation and benefits, the costs of leasing land and towers related to our operations and costs associated with sales and marketing and the maintenance of our network.
- 5) Adjusted EBITDA is defined as net income plus interest, taxes, depreciation and amortization, and further adjusted for unusual or non-recurring items. For additional detail on the Adjusted EBITDA Reconciliation, go to AXTEL's web site at axtel.mx
- 6) Earnings per CPO are calculated dividing the net income by the average number of Series A and Series B shares outstanding during the period divided by seven. The number of outstanding Series A and Series B shares was 97,750,656 and 9,358,389,500, respectively, as of December 31, 2015.
- 7) Net Debt to Adjusted EBITDA: The figure comes from dividing the net debt at the end of the period by the respective LTM Adjusted EBITDA.
- 8) Revenue Generating Unit, or RGU, represents individual service subscriber who generates recurring revenue for the Company. Total RGUs include the sum of all lines in service, broadband service customers and video subscribers.
- 9) Depreciation and amortization includes depreciation of all communications network and equipment and amortization of pre-operating expenses and cost of spectrum licenses, among others.
- 10) Subject to market conditions, the Company's liquidity position and its contractual obligations, from time to time, the Company may acquire its senior secured and unsecured notes in the open market or in privately negotiated transactions.

Analyst Coverage: The analysts mentioned below currently cover Axtel S.A.B. de C.V.

- Bank of America-Merrill Lynch
- BBVA Bancomer
- BTG Pactual
- Casa de Bolsa Banorte Ixe, Grupo Financiero Banorte
- Credit Suisse Securities
- GBM Grupo Bursátil Mexicano
- Itaú BBA
- Scotiabank Inverlat

#### **About AXTEL**

Axtel is a Mexican telecommunications company with a significant growth in the broadband segment, and one of the leading companies in information and communication technologies solutions in the corporate, financial and government sectors. The Company serves all market segments -corporate,

financial, government, wholesale and residential with the most robust offering of integrated communications services in Mexico. Its world-class network consists of different access technologies like fiber optic, fixed wireless access, point to point and point to multipoint links, in order to offer solutions tailored to the needs of its customers.

AXTELCPO trades on the Mexican Stock Exchange since 2005. AXTEL's American Depositary Shares are eligible for trading in The PORTAL Market, a subsidiary of the NASDAQ Stock Market, Inc.

Visit AXTEL's Investor Relations Center on <a href="maxer"><u>axtel.mx</u></a>

#### AXTEL, S.A.B. DE C.V. AND SUBSIDIARIES

Notes to the Consolidated Financial Statements At December 31, 2015 and 2014 (Thousands of Mexican pesos)

These financial statements have been translated from the Spanish language original and for the convenience of foreign/English-speaking readers.

## (1) Reporting entity

Axtel, S.A.B. de C.V. and Subsidiaries (AXTEL and/or The Company) was incorporated in México as a corporation. The corporate address of the Company is Blvd. Díaz Ordaz km 3.33 L-1, Colonia Unidad San Pedro, 66215 San Pedro Garza García, Nuevo León, Mexico.

The Company's consolidated financial statements for the years ended December 31, 2015 and 2014, includes The Company and subsidiaries (collectively referred as "the Company" and individually as "entities of the Company")

The Company is engaged in operating and/or exploiting a public telecommunication network to provide voice, sound, data, text, and image conducting services, and local, domestic and international long-distance calls and pay-tv services. A concession is required to provide these services and carry out the related activities, (see notes 5 (k) and 11). In June 1996, the Company obtained a concession from the Mexican Federal Government to install, operate and exploit public telecommunication networks for an initial period of thirty years.

#### (2) Significant events

#### a) Agreements about disputes related to interconnection services

During 2015, the Company entered in several agreements about disputes held with other telecom operators, as mentioned below:

On March 18, 2015 the Company signed a settlement with América Móvil, S.A.B. de C.V., ("AMX") and its subsidiary Radiomóvil Dipsa S.A. de C.V. ("Telcel"), in which the parties agreed to terminate disputes relating with interconnection services. As part of the agreement, Axtel and Telcel entered into interconnection agreements for the period 2005-2015. Also Axtel, Telcel and Telefonos de Mexico S.A.B. de C.V. ("Telmex") agreed to the withdrawal of several disputes on interconnection issues.

Derived from these agreements and after settled in favor and against the various amounts that were in dispute and/or unpaid, the Company signed agreements for marketing or resale of telecommunications services and for access and use of some infrastructure with Telcel and Telmex, respectively.

- Another agreement was also held on the same day, the Company and Iusacell Group ("Iusacell") signed an agreement whereby both parties are terminated disputes relating to interconnection services for 2005-2010. During the agreement, the Company and Iusacell also signed several trade agreements for telecommunications infrastructure for mutual benefit.
- Finally, on May 27, 2015, the Company signed an agreement with Pegaso PCS, S.A. de C.V. ("Telefonica Mexico") in which the parties agreed to terminate disputes relating to interconnection services for the period of 2005 to 2011.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

Derived from these agreements and after settled in favor and against the several amounts that were in dispute and/or unpaid, the Company obtain a benefit, net of legal fees and other incremental expenses, of Ps. 534,240 included in the Statement of Comprehensive Income within operating costs and expenses, in the effect of agreements with telecom operators item.

# b) Issuance of secured bonds

On September 17, 2014, The Company completed the reopening of the secured bonds issuance due in 2020 for 150 million United States dollars (U.S.) priced at 100.25% of the principal amount with initial interest rate of 8% which will be increase to 9% starting in the second year, and due in 2020. Interest is payable semi-annually in February and August of each year.

#### (3) Consolidation of financial statements

Based on IFRS 10, "Consolidated Financial Statements", the consolidated financial statements include those of Axtel, and those of the entities over which it exercises control on the financial and operating policies. The subsidiaries included in the consolidated interim financial statements are presented as follows:

Subsidiary	Activity	% Equity Interest
Instalaciones y Contrataciones, S.A. de C.V. ("Icosa")	Administrative services	100%
Servicios Axtel, S.A. de C.V. ("Servicios Axtel")	Administrative services	100%
Avantel, S. de R.L. de C.V. ("Avantel")	Telecommunication services	100%
Avantel Infraestructura S. de R.L. de C.V. ("Avantel Infraestructura")	Telecommunication services	100%
Telecom Network, Inc ("Telecom")	Telecommunication services	100%
Avantel Networks, S.A. de C.V. ("Avantel Network")	Telecommunication services	100%
Axes Data, S.A. de C.V. ("Axes Data")	Administrative services	100%
Contacto IP, S.A. de C.V. ("Contacto IP")	Administrative services	100%

The Company owns 100% of the subsidiaries, directly or indirectly. Intercompany balances, investments and transactions were eliminated in the consolidation process.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (4) Basis of preparation

### a) Statement of compliance

These consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board ("IASB").

These consolidated financial statements were authorized for issue by the Company's Executive Administrative Director of Administration on March 4, 2016.

Under the Mexican General Corporation Law ("Ley General de Sociedades Mercantiles") and bylaws of the Company, shareholders are empowered to amend the financial statements after issuance. The accompanying financial statements will be submitted for approval at the next Shareholders' Meeting.

# b) Basis of measurement

The information presented in the consolidated financial statements has been prepared on a historical cost basis, except for certain financial instruments which were recorder at fair value and the liability recognized for employee benefit since this is recognized at the present value of the obligation.

#### c) Functional and presentation currency

These consolidated financial statements are presented in thousands of Mexican pesos, which is the Company's functional currency. All financial information presented in pesos or "Ps.", are thousands of Mexican pesos; likewise, references to dollars or U.S., or USD refer to thousands of dollars of the United States of America and has been rounded to the nearest unit (MPs.), unless indicated otherwise.

# d) Presentation of the consolidated statement of comprehensive income

The Company has elected to analyze expenses recognized in profit and loss based on functions, as the Company believes that in this way the information presented is reliable and more relevant. The Company presents the operating income (loss) since considers it as a significant performance measurement for users of financial information. According to IFRS, the inclusion of subtotals as "operating income (loss)" and the arrangement of the income statement differ significantly by industry and company, according to specific needs. Income and costs that are of an operational nature are presented in this item.

The "Other operating expenses" item in the income statement consists mainly of income and expenses that are not directly related to the main activities of the Company, or that are non-recurring nature, such as costs of settlement of staff and clean-up of old balances.

#### e) Presentation of the consolidated statement of cash flows

The consolidated statements of cash flows of the Company are presented using the indirect method.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

The statements of cash flows present cash inflows and outflows, excluding unrealized foreign exchange effects, and the following transactions that did not represent generation or use of cash:

- Increase in Property, systems and equipment during 2015 for approximately Ps.534,755, related to a capacity lease agreement (IRU), note 13 (a).
- Increase in Property, systems and equipment during 2015 and 2014 for approximately Ps.112,979 and Ps.287,084, respectively, related to financial leases note 13 (a).
- Swap of fiber optic, amounting to Ps.141,921 arising from agreement signed with Iusacell, as mentioned in note 2 (a).
- Increase in common stock for Ps.133,645 and Ps.100,452 during 2015 and 2014, respectively, related to the conversion option of bonds mentioned in notes 13 (a) and 18 (a).

# (5) Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements.

#### a) Transactions eliminated in consolidation

The balances and transactions between the entities of the Company, as well as unrealized income and expenses, have been eliminated in preparing the consolidated financial statements.

# b) Foreign currency transactions

Based on IAS 21, "Effects of changes in foreign currency" ("IAS 21"), transactions in foreign currencies are translated to the respective functional currencies of the entities of the Company at exchange rates prevailing at the dates of operations. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate at the balance sheet date. The gain or loss on monetary items is the difference between amortized cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortized cost in foreign currency translated at the exchange rate at end of period being reported.

# c) Cash and cash equivalents

Cash and cash equivalents consist of short-term investments, highly liquid, readily convertible into cash and are subject to insignificant risk of changes in value, including overnight repurchase agreements and certificates of deposit with an initial term of less than three months. At December 31, 2015 and 2014, include cash equivalents consisting of money market for Ps. 2,324,527 and Ps. 1,560,804, respectively.

#### d) Financial assets

Financial assets are recognized when the Company becomes a party to the contractual provisions of the instrument.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position when there is a legally enforceable right to offset the recognized amounts and the intention is to settle them on a net basis or to realize the asset and settle the liability simultaneously.

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

Financial assets are classified within the following specific categories: "financial assets at fair value with changes through profit or loss" and "accounts receivable and other accounts receivable". The classification depends on the nature and purpose thereof and is determined upon initial recognition.

# Financial assets valued at fair value through profit or loss

Financial assets are classified as at fair value through profit or loss if they are acquired to be sold in a short - term. Derivative financial instruments are classified at fair value through profit or loss, unless they are designated as hedging instruments. Financial assets classified at fair value through profit or loss is recognized initially at fair value, and subsequently changes in fair value are recognized in income or loss in the consolidated statement of comprehensive income.

#### Accounts receivable and other accounts receivable

Trade accounts receivable and other accounts receivable with fixed or determinable payments that are not traded on an active market are classified as "Accounts receivable". According to IAS 39, "Financial Instruments: Recognition and valuation" ("IAS 39"), concepts within this category have no explicit cost and are recognized at amortized cost, it means, the net present value of accounts receivable at the date of transaction. Due to their short maturity, the Company recognizes initially these accounts at original value less allowance for doubtful accounts. Allowance for doubtful accounts and impairment of other accounts receivable are recognized in the selling and administrative expenses in Statement of Comprehensive Income. Interest income is recognized applying the effective interest rate method.

# Effective interest method

The effective interest method is a method of calculating the amortized cost of a debt instrument and allocating interest income or financial cost over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts or payments (including all fees and basis 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.

# Write-off of financial assets and financial liabilities

The Company writes off a financial asset and / or financial liabilities solely where the contractual rights over the financial asset cash flows expire or substantially transfers the risks and benefits inherent to the ownership of the financial asset.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# e) Impairment of financial instruments

The Company assesses at each financial reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset and that had a negative impact on the estimated future cash flows that can be reliably estimated. Evidence of impairment may include indications that the debtor or a group of debtors are experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and when observable data indicate that there is a measurable decrease in the estimated future cash flows.

### Financial assets carried at amortized cost

If there is objective evidence of an impairment loss, the amount of the loss is measured as the difference between the book value of the asset and the present value of expected future cash flows (excluding expected future credit losses that have not yet been incurred). The present value of expected future cash flows is discounted at the financial asset's original effective interest rate. The carrying amount of the asset is then reduced through a provision and the amount of the loss is recognized in the consolidated statement of comprehensive income. The loans and the related provisions are written off when there is no realistic possibility of future recovery and all of the collateral guarantees have been realized or transferred to the Company. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases due to an event that occurs after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the provision account. If a future write-off is later recovered, the recovery is credited to the consolidated interim statement of comprehensive income. If there is objective evidence of impairment in financial assets that are individually significant, or collectively for financial assets that are not individually significant, or if the Company determines there to be no objective evidence of impairment for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and they are collectively evaluated for impairment. Assets that are assessed individually for impairment and for which an impairment loss is or continues to be recognized are not included in the collective evaluation of impairment.

# f) Derivative financial instruments

# **Hedging instruments**

The Company recognizes all derivative financial instruments as financial assets and/or liabilities that are assessed at fair value. At the inception of the hedge relationship, the Company documents the relationship between the hedging instrument and the hedged item, along with its risk management objectives and its strategy for undertaking various hedge transactions. Furthermore, at the inception of the hedge and on an ongoing basis, the Company documents whether the hedging instrument is highly effective in offsetting changes in fair values or cash flows of the hedged item attributable to the hedged risk. This documentation includes the identification of the derivative financial instrument, the item or transaction being hedged, the nature of the risk to be reduced, and the manner in which its effectiveness to diminish fluctuations in fair value of the primary position or cash flows attributable to the hedged risk will be assessed. The expectation is that the hedge will be highly effective in offsetting changes in fair values or cash flows, which are continually assessed to determine whether they are actually effective throughout the reporting periods to which they have been assigned. Hedges that meet the criteria are recorded as explained in the following paragraphs.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# Cash flow hedges

For derivatives that are designated and qualify as cash flow hedges and the effective portion of changes in fair value are recorded as a separate component in stockholders' equity within other comprehensive income and are recorded to the consolidated interim statement of comprehensive income at the settlement date, as part of the sales, cost of sales and financial expenses, as the case may be. The ineffective portion of changes in the fair value of cash flow hedges is recognized in the consolidated statement of comprehensive income of the period.

If the hedging instrument matures or is sold, terminated or exercised without replacement or continuous financing, or if its designation as a hedge is revoked, any cumulative gain or loss recognized directly within other comprehensive income in stockholders' equity from the effective date of the hedge, remains separated from equity until the forecasted transaction occurs when it is recognized in income. When a forecasted transaction is no longer expected to occur, the cumulative gain or loss recognized in stockholders' equity is immediately carried to profit and loss. Derivatives designated as hedges that are effective hedging instruments are classified based on the classification of the underlying. The derivative instrument is divided into a short-term portion and a long-term portion only if a reliable assignation can be performed. At December 31, 2015 and 2014, the Company has no open positions of cash flow hedges.

# Embedded derivatives

This type of derivatives is valued at fair value and changes in fair value are recognized in the consolidated statement of comprehensive income.

## g) Fair value of financial instruments

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs. For financial instruments that are not traded on an active market, the fair value is determined using appropriate valuation techniques. These techniques may include using recent arm's-length market transactions; reference to the current fair value of another financial instrument that is substantially the same; discounted cash flow analysis or other valuation models.

### h) Inventories and cost of sales

Inventories are stated at the lower of historical cost or net realizable value. Cost of sales include expenses related to the termination of customers' cellular and long-distance calls in other carriers' networks, as well as expenses related to billing, payment processing, operator services and our leasing of private circuit links.

Cost of integrated services consists in internal and external engineering services, as well as materials and equipment required to provide them.

Net realizable value is the sales price estimated in the ordinary course of operations, less applicable sales expenses.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

### i) Investments in associates and other equity investments

Investments in associates are initially valued at acquisition cost, and subsequently, using the equity method, when the Company exercise significant influence over the associate.

Among other factors, significant influence is evident when the Company: a) has, directly or through subsidiaries, more than 20% of the share capital of the entity; b) has the ability, directly or indirectly, to influence the administrative, financial and operating policies of an entity; or c) is the recipient of the risks and benefits of the investment.

Other equity investments in which the Company does not exercise significant influence the investees' capital stock are recorded at cost.

# j) Property, systems and equipment

Property, systems and equipment, including capital leases, and their significant components are initially recorded at acquisition cost and are presented net of the accumulated depreciation and amortization and associated impairment losses.

#### **Depreciation**

Depreciation is calculated on the amount susceptible to depreciate, corresponding to cost of an asset, or other amount that replaces cost, less the salvage value.

The salvage value of an asset is the estimated amount that an entity would currently obtain from disposal of an item, after deducting the estimated costs of disposal, if the asset were already in the expected condition at the end of its useful life. The Company's practice is to use its assets until they are no longer useful since in the industry in which the Company operates, it is not common to perform equipment sales to competitors.

Depreciation is recognized in profit or loss using the straight-line method according to estimated useful life of each type of asset, since it shows in a better way the expected usage pattern of the future economic benefits included in the assets.

Leased assets are depreciated over the term of the lease agreement or the useful life of the assets, the smaller, unless there is reasonably certain that the Company will acquire ownership of the leased assets at the end of the lease agreement

The estimated average useful lives for the current periods are as follows:

Building
Computer equipment
Transportation equipment
Furniture and fixtures
Network equipment
25 years
4 years
10 years
6 to 28 years

Useful lives and salvage values are reviewed at each year end and adjusted, if necessary (See note 7(a)).

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# Subsequent costs

The cost of replacing a component of an item of property, systems and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the component will inflow to the Company, and the cost can be measured reliably. Maintenance and minor repairs, including the cost of replacing minor items not constituting substantial improvements are expensed as incurred and charged through consolidated profit or loss statement into selling and administrative expenses.

# **Borrowing costs**

Borrowing costs directly related to the acquisition, construction of production of qualifying assets, which constitute assets that require a substantial period until they are ready for use, are added to the cost of such assets during the construction stage and until commencing their operations and/or exploitation. All other borrowing costs are recognized in profits and losses during the period in which they were incurred.

# k) Intangibles assets

The amounts expensed for intangible assets are capitalized when the future economic benefits derived from such investments, can be reliably measured. According to their nature, intangible assets are classified with determinable and indefinite lives. Intangible assets with determinable lives are amortized using the straight-line method during the period in which the economic benefits are expected to be obtained.

Intangible assets with an indefinite life are not amortized, as it is not feasible to determine the period in which such benefits will be materialized; however, they are subject to annual impairment tests. As of December 31, 2015 and 2014, respectively, the Company had no intangible assets with an indefinite life registered in accounting. The price paid in a business combination assigned to intangible assets is determined according to their fair value using the purchase method of accounting. Research and development expenses for new products are recognized in results as incurred.

Telephone concession rights are included in intangible assets and amortized over a period of 20 to 30 years (the initial term of the concession rights).

Intangible assets also include infrastructure costs paid to Telmex / Telnor.

## l) Impairment of non-financial assets

The Company reviews the carrying amounts of tangible and intangible assets in order to determine whether there are indicators of impairment. If there is an indicator, the asset recoverable amount is calculated in order to determine, if applicable, the impairment loss. The Company undertakes impairment tests considering asset groups that constitute a cash-generating unit (CGU).

The recoverable amount is the higher of fair value less its disposal cost, and value in use. In assessing value in use, estimated future cash flows are discounted to their present value using a pretax discount rate that reflects market conditions and specific risks to each asset or the CGU.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

If the recoverable amount of a CGU is estimated to be less than its carrying amount, the unit's carrying amount is reduced to its recoverable amount. Impairment losses are recognized in the consolidated statement of comprehensive income.

When an impairment loss is subsequently reversed, the CGU's carrying amount increases its estimated revised value, such that the increased carrying amount does not exceed the carrying amount that would have been determined if an impairment loss for such CGU had not been recognized in prior years.

#### m) Financial liabilities

# Initial recognition and measurement

Financial liabilities are classified as financial liabilities at fair value through profit or loss, loans and financial debt, or derivatives designated as hedging instruments in effective hedges, as the case may be. The Company determines the classification of its financial liabilities at the time of their initial recognition. All financial liabilities are initially recognized at their fair value and, for loans and financial debt, fair value includes directly attributable transaction costs.

Financial liabilities include accounts payable to suppliers and other accounts payable, debt and derivative financial instruments.

Financial assets and liabilities are offset and the net amount is shown in the consolidated statement of financial position if, and only if, (i) there is currently a legally enforceable right to offset the recognized amounts; and (ii) the intention is to settle them on a net basis or to realize the asset and settle the liability simultaneously.

Subsequent recognition of financial liabilities depends on their classification, as follows:

## Financial liabilities at fair value with changes to profit or loss

Financial liabilities measured at fair value through profit or loss include financial liabilities for trading purposes, and financial liabilities measured upon initial recognition at fair value through profit or loss.

This category includes derivative financial instruments traded by the Company and that have not been designated as hedging instruments in hedging relationships.

Separate embedded derivatives are also classified for trading purposes, except they are designated as effective hedging instruments.

Profits or losses on liabilities held for trading purposes are recognized in the consolidated statement of comprehensive income.

The Company has not designated any financial liability upon initial recognition at fair value through profit or loss. The derivative financial instruments that cannot be designated as hedges are recognized at fair value with changes in profit and loss.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# Financial debt and interest bearing loans

After their initial recognition, loans and borrowings that bear interest are subsequently measured at their amortized cost using the effective interest rate method. Gains and losses are recognized in profit and loss at the time they are derecognized, as well as through the effective interest rate amortization process.

The amortized cost is computed by taking into consideration any discount or premium on acquisition and the fees and costs that are integral part of the effective interest rate. Effective interest rate amortization is included as part interest expense in the consolidated statement of comprehensive income.

A financial liability is derecognized when the obligation is met, cancelled or expires.

#### n) Provisions

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

The amount recognized as a provision is the best estimates to settle the present obligation at the end of the period, bearing into account the risks and uncertainties inherent thereto. When a provision is assessed using estimated cash flows to settle the present obligation, its book value represents the present value of such cash flows (when the effect in the time value of money is significant).

## o) Employee benefits

# Short-term employee benefits

Employee remuneration liabilities are recognized in the consolidated statement of comprehensive income on services rendered according to the salaries and wages that the entity expects to pay at the date of the consolidated statement of financial position, including related contributions payable by the Company. Absences paid for vacations and vacation premiums are recognized in the consolidated statement of comprehensive income insofar as the employees render the services that allow them to enjoy such vacations.

# Seniority premiums granted to employees

In accordance with Mexican labor law, the Company provides seniority premium benefits to employees under certain circumstances. These benefits consist of a one-time payment equivalent to 12 days' wages for each year of service (at the employee's most recent salary, but not to exceed twice the legal minimum wage), payable to all employees with 15 or more years of service, as well as to certain employees terminated involuntarily prior to the vesting of their seniority premium benefit.

Costs associated with these benefits are provided for based on actuarial computations using the projected unit credit method.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

## Termination benefits

The Company provides statutory mandated termination benefits to employees terminated under certain circumstances. Such benefits consist of a one-time payment of three months wages plus 20 days' wages for each year of service payable upon involuntary termination without just cause.

Termination benefits are recognized when the Company decides to dismiss an employee or when such employee accepts an offer of termination benefits.

#### p) Statutory employee profit sharing

According to Mexican labor law, the Company must distribute the equivalent of 10% of the annual taxable income as employee statutory profit sharing in those legal entities with employees. This amount is recognized in the consolidated statement of comprehensive income within the selling and administrative expenses.

#### q) Income taxes

The income tax includes current and deferred tax. The current and deferred tax are recognized in profit or loss, except that it relates to a business combination, or items recognized directly in equity or in other comprehensive income or loss.

The current tax comprises the expected tax payable or receivable. The income tax for the year is determined according to legal and taxation requirements for companies in Mexico, using tax rates enacted at the reporting date, and any adjustment to tax payable regarding of previous years for each of the legal entities of the Company.

The deferred tax is registered under the asset and liability method, which compares book and tax values of assets and liabilities of the Company, and deferred taxes (assets or liabilities) derived from the differences between those values are recognized. Taxes are not recognized for the following temporary differences: the initial recognition of assets and liabilities in a transaction other than a business combination and does not affect the accounting or tax result, and differences relating to investments in subsidiaries and joint ventures to the extent that is probably not reverse in the foreseeable future. Additionally, no deferred taxes are recognized for taxable temporary differences arising from the initial recognition of goodwill. Deferred taxes are calculated using rates that are expected to apply to temporary differences when they are reverted, based on enacted laws at the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset tax assets and liabilities, and correspond to income taxes imposed by the same tax authority and for the same tax entity, or on different tax entities, but they intend to settle tax assets and liabilities on a net basis, or their tax assets and liabilities are realized simultaneously.

A deferred tax asset for tax loss carryforwards, tax credits and deductible temporary differences are recognized to the extent that it becomes probable that taxable future profits will be available to be applied against. Deferred tax assets are reviewed at the reporting date and are reduced to the extent that realization of the related tax benefit is no longer probable.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# r) Revenue recognition

The Company's revenues are recognized when earned, as follows:

- Telephony, internet and pag tv, Services Customers are charged a flat monthly fee for basic service, a per-call fee for local calls, a per-minute usage fee for calls completed on a cellular line and domestic and international long distance calls, and a monthly fee for value-added services, according to the individual offer of each client.
- Activation At the moment of installing the service when the customer has a contract with indefinite life; otherwise is recognized over the average contract life.
- Equipment At the moment of selling the equipment and when the customer acquires the property of the equipment and assumed all risks.
- *Integrated services* At the moment when the client receives the service.
- Income from interconnection Based on the traffic of minutes and generated by approved rates by Federal Telecommunications Institute (Instituto Federal de Telecomunicaciones or "IFETEL") or private agreements.
- *Income from real estate construction* Revenues and costs from contracts for long-term projects are recognized using the percent of completion method. If, during the term of the project, the Company estimates that incurred costs plus remaining costs to be incurred, exceed total revenue, the expected loss is recognized in results immediately.
- Deferred revenue Advance payments or unearned revenue, are initially recorded on the balance sheet as a liability, until the services have been rendered or products have been delivered, it is recognized as revenue on the income statement, in this moment the liability decrease. In addition, the liability account is reduced by refunds made to customers.

### s) Earnings per share

Net earnings per share result from dividing the net earnings for the year by the weighted average of outstanding shares during the fiscal year. To determine the weighted average of the outstanding shares, the shares repurchased by the Company are excluded.

#### t) Segments

Management evaluates the Company's operations as two revenue streams (mass market and business market), however it is not possible to attribute direct or indirect costs to the individual streams other than selling expenses and as a result has determined that it has only one operating segment.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (6) Recently Issued Accounting Standards

There are several IFRS issued at the date of these consolidated financial statements, that have not yet been adopted, which are listed below. Except as otherwise indicated, the Company expects to adopt these IFRS when they become effective.

IFRS 9, Financial instruments: classification and measurement ("IFRS 9"). IFRS 9 sets forth the guidance relating to the classification and measurement of financial assets and liabilities, to the accounting for expected credit losses on an entity's financial assets and commitments to extend credits, as well as the requirements related to hedge accounting, and will replace IAS 39, Financial instruments: recognition and measurement ("IAS 39") in its entirety. IFRS 9 requires an entity to recognize a financial asset or a financial liability when, and only when, the entity becomes party to the contractual provisions of the instrument. At initial recognition, an entity shall measure a financial asset or financial liability at its fair value plus or minus, in the case of a financial asset or financial liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability, and includes a category of financial assets at fair value through other comprehensive income for simple debt instruments. In respect to impairment requirements, IFRS 9 eliminates the threshold set forth in IAS 39 for the recognition of credit losses. Under the impairment approach in IFRS 9 it is no longer necessary for a credit event to have occurred before credit losses are recognized, instead, an entity always accounts for expected credit losses, and changes in those expected losses through profit or loss. In respect to hedging activities, the requirements of IFRS 9 align hedge accounting more closely with an entity's risk management through a principles-based approach. Nonetheless, the IASB provided entities with an accounting policy choice between applying the hedge accounting requirements of IFRS 9 or continuing to apply the existing hedge accounting requirements in IAS 39 until the IASB completes its project on the accounting for macro hedging. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early adoption permitted. If an entity elects to apply IFRS 9 early, it must apply all of the requirements in this standard at the same time. The Company is currently evaluating the impact that IFRS 9 will have on the classification and measurement of its financial assets and financial liabilities, impairment of financial assets and hedging activities. Effects of the adoption of this standard have not been estimated with reasonability. Nonetheless, the Company is not considering an early application of IFRS 9.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- In May 2014, the IASB issued IFRS 15, Revenue from contracts with customers ("IFRS 15"), The core principle of IFRS 15 is that an entity recognizes 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, following a five step model: Step 1) Identify the contracts(s) with a customer, which is an agreement between two or more parties that creates enforceable rights and obligations; Step 2): Identify the performance obligations in the contract, considering that if a contract includes promises to transfer distinct goods or services to a customer, the promises are performance obligations and are accounted for separately; Step 3) Determine the transaction price, which is the amount of consideration in a contract to which an entity expects to be entitled in exchange for transferring promised goods or services to a customer; Step 4): Allocate the transaction price to the performance obligations in the contract, on the basis of the relative stand-alone selling prices of each distinct good or service promised in the contract; and Step 5) Recognize revenue when (or as) the entity satisfies a performance obligation, by transferring a promised good or service to a customer (which is when the customer obtains control of that good or service). A performance obligation may be satisfied at a point in time (typically for promises to transfer goods to a customer) or over time (typically for promises to transfer services to a customer). IFRS 15 also includes disclosure requirements that would provide users of financial statements with comprehensive information about the nature, amount, timing and uncertainty of revenue and cash flows arising from the entity's contracts with customers. IFRS 15 will supersede all existing guidance on revenue recognition. IFRS 15 is effective for annual periods beginning on or after January 1, 2018, with early adoption permitted considering certain additional disclosure requirements. The Company is currently evaluating the impact that IFRS 15 will have on its financial information. Effects of the adoption of this standard have not been estimated with reasonability. It is not considered the early adoption of IFRS 15.
- On January 13, 2016, the IASB issued IFRS 16, *Leases* ("IFRS 16"), which will supersede all current standards and interpretations related to lease accounting. IFRS 16, defines leases as any contract or part of a contract that conveys to the lessee the right to use an asset for a period of time in exchange for consideration and the lessee directs the use of the identified asset throughout that period. In summary, IFRS 16 introduces a single lessee accounting model, and requires a lessee to recognize, for all leases with a term of more than 12 months, unless the underlying asset is of low value, assets for the "right-of-use" the underlying asset against a corresponding financial liability, representing the net present value of estimated lease payments under the contract, with a single income statement model in which a lessee recognizes depreciation of the right-of-use asset and interest on the lease liability. A lessee shall present either in the balance sheet, or disclose in the notes, right-of-use assets separately from other assets, as well as, lease liabilities separately from other liabilities. IFRS 16 is effective beginning January 1, 2019, with early adoption permitted considering certain requirements. The Company is evaluating the impact that IFRS 16 will have on the recognition of its lease contracts. Effects of the adoption of this standard have not been estimated with reasonability. The Company is not considering the early application of IFRS 16.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (7) Critical accounting judgments and key uncertainty sources in estimates

The preparation of financial statements in accordance with IFRS requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenses during the period. These assumptions are reviewed on an ongoing basis using available information. Actual results could differ from these estimates.

Underlying estimates and assumptions are reviewed regularly. Accounting estimates changes are prospectively recognized.

Information about judgments made in applying accounting policies that have the most significant effects on the amounts in the consolidated financial statements is included in the following notes:

a) Useful lives of property, systems, and equipment - The Company reviews the estimated useful life of property, systems and equipment at the end of each annual period. The degree of uncertainty related to the estimated useful lives is related to the changes in market and the use of assets for production volumes and technological development.

Starting on January 1, 2015 and, as a result of several comprehensive analysis about changes in the technology of certain assets and new estimates of useful life, the Company adjusted the useful lives of network infrastructure mentioned below:

Type of Network equipment	Previous useful life	New useful life
Commutation	3 to 10 years	5 to 12 years
Power plant and A/C	3 years	5 years
External equipment	10 years	12 years
Transmission	3 to 10 years	5 to 12 years
Fiber optic	10 years	12 years

The adjustment indicated above has been applied prospectively as a change in accounting estimate, resulting in a decrease of approximately Ps.526,675 in depreciation expense compared to 2014.

- b) Impairment of non-financial assets When testing assets for impairment, the Company requires estimating the value in use assigned to property, systems and equipment, and cash generating units. The calculation of value in use requires the Company to determine future cash flows generated by cash generating units and an appropriate discount rate to calculate the present value thereof. The Company uses cash inflows projections using estimated market conditions, expected future prices of products and volumes of expected services and sales. Similarly, for discount rate and perpetuity growth purposes, the Company uses market risk premium indicators and long-term growth expectations of markets where the Company operates.
- c) Allowance for doubtful accounts The Company uses estimates to determine the allowance for doubtful accounts. The factors that the Company considers to estimate doubtful accounts are mainly the customer's financial situation risk, unsecured accounts, and considerable delays in collection according to the credit limits established.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- d) Contingencies The Company is subject to contingent transactions or events on which it uses professional judgment in the development of estimates of occurrence probability. The factors considered in these estimates are the current legal situation as of the date of the estimate, and the external legal advisors' opinion.
- e) Deferred tax assets Deferred tax assets are recognized for the tax loss carryforwards to the extent management believes it is recoverable through the generation of future taxable income to which it can be applied.
- f) Financial instruments recognized at fair value In cases where fair value of financial assets and liabilities recorded in the consolidated financial statement do not arise from active markets, their fair values are determined using valuation techniques, including the discounted cash flows model. Where possible, the data for these models are supplied from observable markets, otherwise a degree of discretionary judgment is required to determine fair values. These judgments include data such as liquidity risk, credit risk and volatility. Changes in the assumptions related to these factors may affect the amounts of fair values for financial instruments.
- g) Financial cost of debt In cases where debt is contracted and within contractual conditions there are incremental interest rates according to term, The Company uses the weighted average interest rate method to calculate and recognize interest expense of any period, based on the assumption that debt will not be prepaid or renegotiated before maturity.
- h) Income taxes effects from uncertain tax possitions are recognized when there is a high probability that the criteria will be based on its technical merit and assuming that authorities will review each possition and have complete knowledge of the relevant information. These possitions are valued on the basis of a cumulative probability model. Each possitions is considered individually, without considering its relationship with another tax procedure. The high probability indicator represents an affirmation of the administration that the Company is entitled to the economic benefits of the tax possition. If a tax possition is considered low probability of being supported, the benefits of the possition are not recognized. Interest and penalties associated with unrecognized tax benefits are part of income taxes expense in the consolidated statements of income.
- Leases 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.

# (8) Financial instruments

# Categories of financial instruments

Financial assets	<u>2015</u>	2014
Cash and cash equivalents	Ps. 2,575,222	2,697,835
Accounts receivable	5,632,981	5,008,936
Financial instruments	378,099	121,999
Advance to suppliers	52,648	112,763
Other current assets	151,511	225,331

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

Financial liabilities		<u>2015</u>	<u>2014</u>	
Derivative financial instruments	Ps.	65,222	46,952	
Accrued interest		545,208	458,822	
Short-term debt		130,000	130,000	
Current maturities of long-term debt and long-term debt	12	,851,606	10,866,001	
Accounts payable and accrued liabilities	2	,676,819	2,347,302	

## (a) Financial risk management objectives

The Company and its subsidiaries are exposed, through their normal business operations and transactions, primarily to market risk (including interest rate risk, price risk and currency rate risk), credit risk and liquidity risk.

#### (b) Market and interest rate risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices, sill affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

For interest rate risk, management has a risk management committee which discusses, among other things; whether each of the loans contracted either for working capital or to finance investment projects should be (according to market conditions and the functional currency of the Company) contracted with fixed or variable rate.

The Company undertakes transactions denominated in foreign currencies; consequently, exposures to exchange rate fluctuations arise. Monetary assets and liabilities denominated in dollars as of December 31, 2015 and 2014 are as follows:

		(Thousands of US dollars)		
		<u>2015</u>	<u>2014</u>	
Current assets Current liabilities Non - current liabilities	U.S.	124,523 (127,022) (710,481)	130,803 (102,231) (726,992)	
Foreign currency liabilities, net	U.S	(712,980)	(698,420)	

The U.S. dollar exchange rates as of December 31, 2015 and 2014 were Ps. 17.20 and Ps. 14.71, respectively. As of March 4, 2016, the exchange rate was Ps. 17.85.

The Company's exposures to interest rates on financial assets and financial liabilities are detailed in the liquidity risk management section of this note.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

### (c) Market sensitivity analysis

#### Exchange rate sensitivity analysis

The Company is exposed to currency fluctuations between the Mexican peso and the U.S. dollar.

The following table details the Company's sensitivity analysis to a 10% increase and decrease in the peso against the U.S. dollar. The 10% increase or decrease is the sensitivity scenario that represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the end of the period for a 10% change in the exchange rates. A positive number below indicates an increase in profit or equity where the peso strengthens 10% against the U.S. dollar.

If the peso strengthens 10% against the U.S. dollar, the profit for the year ended December 31, 2015 and equity would increase by Ps. 1,115,263.

If the peso weakens 10% against the U.S. dollar, profit for the year ended December 31, 2015 and equity would decrease by Ps. 1,226,789.

# (d) Embedded derivatives

On January 31, 2013, the Company completed the exchange of U.S. 142 and U.S. 335 million of unsecured notes due in 2017 and 2019, respectively, for U.S. 249 and U.S. 22 million dollars secured bond and a convertible bond, respectively, both with initial interest rate initial of 7% which will be increased to 8% in the first anniversary date and to 9% in the second anniversary date, and due in 2020, plus a cash payment of U.S. 83 million to participating holders.

Holders of the convertible notes may elect to convert their Convertible Dollar-Indexed Notes Into American Depository Shares "ADSs" or Certificados de Participación Ordinaria "CPOs" at any time after 120th calendar day following the issue date and prior to the close of business on the fourth business day immediately preceding the maturity date for the convertible notes, or at the election of the Company such conversion may be settled in cash. The number of ADSs to be delivered in settlement conversion will be determined by the Company at the conversion rate, which shall initially be of 5.9277 ADSs per Ps.100 principal amount of convertible Dollar-indexed Notes, representing an initial conversion price of approximately Ps. 16.87 per ADS. The number of CPOs to be delivered in settlement of conversion will be determined by the conversion rate, which shall initially be of 41.4938 ADSs per Ps. 100 principal amount of convertible Dollar-indexed Notes, representing an initial conversion of approximately Ps. 2.41 per CPO.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

The following summarizes the accounting for the convertible notes and the embedded derivative arising from the conversion option:

	(Thousands of U.S. dollars)		
	December 31,	December 31,	
Convertible Notes – liability	<u>2015</u>	<u>2014</u>	
Face value	22,189	22,189	
Options converted (note 13a)	(18,475)	(8,016)	
	3,714	14,173	
Fair value of conversion option recognized as a			
derivative financial instrument	(9,738)	(9,738)	
Accrued interest	8,689	5,015	
Carrying amount of convertible notes	2,665	9,450	
	(Thousands of December 31,	U.S. dollars) December 31,	
<u>Convertible Notes – Derivative financial instrument</u>	<u>2015</u>	<u>2014</u>	
Fair value of conversion option at initial balance	3,190	8,921	
Loss (gain) in change of fair value for the period	601	(5,731)	
Fair value of conversion option at year end	3,791	3,190	

For the years ended December 31, 2015 and 2014 the change in fair value of derivative financial instruments resulted in an unrealized (loss) gain of (Ps.57,476) and Ps.18,929, respectively, recognized in the comprehensive financing within the change in the fair value and settlements of financial instruments, net.

# (e) Other price risks (equity price risk)

During July, August and September 2009, the Company acquired call options denominated "Zero Strike Calls" that have a notional of 26,096,700 CPOs of Axtel's shares. During the months of June and July of 2010, the Company acquired additional Zero Strike Calls for 4,288,000 CPOs of Axtel, on the same conditions, holding 30,384,700 CPOs as of January 1, 2011. During the months of October, November and December of 2014, the Company acquired additional Zero Strike Calls for 5,639,336 CPOs of Axtel, with the same conditions. During 2015 additional Zero Strike Calls for 7,435,646 CPOs were acquired. The underlying of these instruments is the market value of the Axtel's CPOs. The premium paid was equivalent to the market value of the notional plus transaction costs. The strike price established was Ps.0.000001 per option. This instrument is redeemable only in cash and can be redeemed by the Company at any time (considered to be American options), for a six-month period and are extendable. The terms and fair value of the Zero Strike Calls is included in the following table:

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

			Fair valı <u>Asset</u>	ie
<b>Counterparty</b>	Notional amount	<u>Terms</u>	<u>2015</u>	<u>2014</u>
Bank of America Merrill Lynch	30,384,700 CPOs	Receives in cash the market value of the notional amount	264,347	102,700
Corporativo GBM, S.A.B. de C.V.	13,074,982 CPOs	Receives in cash the market value of the notional amount	113,752	19,299
		_	378,099	121,999

For the years ended December 31, 2015 and 2014 the change in the fair value of the Zero Strike Calls resulted in an unrealized gain (loss) of Ps.221,182 and (Ps. 40,201), respectively, recognized in the net finance cost within the change in the fair value and settlements of financial instruments, net.

#### (f) Equity price risk sensitivity analysis

The sensitivity analysis below have been determined based on the exposure to the equity price risk associated with the market value of the Axtel's CPOs at the end of the reporting period. The 10% increase or decrease is the sensitivity scenario that represents management's assessment of the reasonably possible change in the Axtel's share price.

If the Company's share price had been 10% higher:

• Profit and equity for the year ended December 31, 2015 would increase by Ps.37,810.

If the Company's share price had been 10% lower:

• Profit and equity for the year ended December 31, 2015 would decrease by Ps.34,373.

## (g) Credit risk management

- Credit risk refers to the risk that counterparty will default on the contractual obligations resulting
  in financial loss to the Company. The Company has adopted a policy of only dealing with
  creditworthy counterparties and obtaining sufficient collateral, where appropriate, as a means of
  mitigating the risk of financial loss from defaults. The Company's exposure and the credit
  ratings of its counterparties are continuously monitored. Credit exposure is controlled by
  counterparty limits that are reviewed and approved by the Company, annually.
- Trades receivable consist of a large number of customers, spread across diverse industries and geographical areas throughout Mexico. Ongoing credit evaluation is performed on the financial condition of accounts receivable.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- Apart from companies A and B, the largest customers of the Company, the Company does not have significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. The Company defines counterparties as having similar characteristics if they are related entities. Concentration of credit risk related to Company A and B should not exceed 20% of gross monetary assets at any time during the year. Concentration of credit risk to any other counterparty should not exceed 5% of gross monetary assets at any time during the year.
- Company A represented 12%, and 5% of the Company's accounts receivable as of December 31, 2015 and 2014, respectively. Additionally, revenues associated with Company A for the year ended December 31, 2015 and 2014 were 4% and 0%, respectively.
- Company B represented 2%, and 1% of the Company's accounts receivable as of December 31, 2015 and 2014, respectively. Additionally, revenues associated with Company B for the year ended December 31, 2015 and 2014 were 4% and 1%, respectively.
- The Credit risk in investments on demand and in derivative financial instruments is minimal, since the counterparties are banks with high credit ratings assigned by international qualified agencies.
- The Company does not hold any collateral or other credit enhancements to cover its credit risks associated with its financial assets.

#### (h) Liquidity risk management

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with the financial liabilities that are settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to ensure as far as possible, that it will always have sufficient liquidity to meet liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk damage to the Company's reputation.

Ultimate responsibility for liquidity risk management rests with the Company's board of directors, which has established an appropriate liquidity risk management framework for the management of the Company's short-, medium- and long-term funding and liquidity management requirements. The Company manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities, by continuously monitoring actual and forecasted cash flows.

The following tables detail the Company's remaining contractual maturity for the non-derivative financial liabilities (debt) with agreed repayment periods. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Company can be required to pay. To the extent that interest flows are floating rate, the undiscounted amount is derived from interest rates at the end of the reporting period. The contractual maturity is based on the earliest date on which the Company may be required to pay.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

		Less than 1 year	1-2 years	2-3 years	3-4 years	4-5 years	
	_	1 year	1-2 years	2-3 years	3-4 years	4-3 years	
<i>December 31, 2015</i> Variable interest rate							
instruments	Ps	170,518	32,395	26,091	8,142	6	
Fixed interest rate instruments		1,333,841	2,086,527	1,044,447	2,758,644	9,860,087	
Capacity lease	_	141,187	117,562	117,562	88,172		
	Ps	1,645,546	2,236,484	1,188,100	2,854,958	9,860,093	
		Less than 1 year	1-2 years	2-3 years	3-4 years	4-5 years	5+ years
		,	·	,	,	Ž	•
<i>December 31, 2014</i> Variable interest rate							
instruments	Ps	158,499	21,934	13,979	7,702	-	-
Fixed interest rate instruments	_	1,130,525	1,049,144	1,777,453	898,450	2,372,833	8,594,932
	Ps	1,289,024	1,071,078	1,791,432	906,152	2,372,833	8,594,932

The amounts included above for variable interest rate instruments for both non-derivative financial assets and liabilities are subject to changes if changes in variable interest rates differ to those estimates of interest rates determined at the end of the reporting period.

## Fair value of financial instruments

Except as detailed in the following table, the Company's management considers that the carrying amounts of financial assets and financial liabilities recognized in the consolidated financial statements approximate their fair values:

	<b>December 31, 2015</b>		<b>December 31, 2014</b>	
	Carrying amount	Fair value	Carrying amount	Fair value
Financial liabilities				
Financial liabilities held at amortized cost:				
Senior Unsecured Notes with maturity in 2017	867,173	868,257	741,758	741,684
Senior Unsecured Notes with maturity in 2019	1,750,417	1,750,242	1,497,262	1,497,112
Senior Secured Notes with maturity in 2020	9,371,572	9,370,635	8,016,203	7,775,717
Financing leases	535,423	618,763	602,582	664,440
Capacity lease	385,968	326,943	-	-

Valuation techniques and assumptions applied for the purposes of measuring fair value

The fair values of financial assets and financial liabilities are determined as follows:

• The fair values of financial assets and financial liabilities with standard terms and conditions and traded on active liquid markets are determined with reference to quoted market prices.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- The fair values of derivative instruments are calculated using quoted prices. Where such prices are not available, a discounted cash flow analysis is performed using the applicable yield curve for the duration of the instruments or option pricing models as best applicable. Foreign currency forward contracts are measured using quoted forward exchange rates and yield curves derived from quoted interest rates matching maturities of the contracts. Interest rate swaps are measured at the present value of future cash flows estimated and discounted based on the applicable yield curves derived from quoted interest rates and include other adjustments to arrive at fair value as applicable (i.e. for counterparty credit risk).
- The fair values of other financial assets and financial liabilities (excluding those described above) are determined in accordance with generally accepted pricing models based on discounted cash flow analysis.

# (i) Fair value measurements recognized in the consolidated statement of financial position

The Company applies the guidance in IFRS 13, Fair Value Measurement ("IFRS 13") to determine the fair value of financial assets and financial liabilities recognized or disclosed at fair value. IFRS 13 requires fair values in addition to those already required or permitted by other IFRS, and is not intended to establish valuation standards or affect valuation practices outside financial reporting. Under IFRS 13, the fair value represents a "Selling Price", which would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the valuation date, considering the credit risk the counterparty valuation.

The concept of Selling Price is based on the assumption that there is a market and participants in this for the specific asset or liability. When there are no market and / or market participants, IFRS 13 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority pricing calculations that deal with data entry but significant unobservable (Level 3 measurement).

The three levels of hierarchy are as follows:

- The level 1 data are quoted prices in active markets (unadjusted) for identical assets or liabilities that the Company has the ability to negotiate at the date of measurement. A quoted price in an active market provides the most reliable evidence of fair value and is used without adjustment for determining fair value whenever it is available.
- Level 2 data are data other than quoted prices in active markets that are directly or indirectly observable for the asset or liability that are mainly used to determine the fair value of shares, investments and loans that are not actively traded. Level 2 data include stock prices, interest rates and certain yield curves, implied volatility, credit spreads, and other data, including data extrapolated from other observable data. In the absence of level 1 data, the Company determines fair value by interacting applicable Level 2 data, the number of instruments and / or other relevant terms of the contracts, as applicable.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

• Level 3 data are those that are not observable for the asset or liability. The Company uses this data to determine fair value when there is no Level 1 or Level 2 data, in valuation models such as discounted cash flows.

		<b>December 31, 2015</b>			
	Level 1	Level 2	Level 3	Total	
Financial assets					
Zero strike calls	378,099	<u>-</u>		378,099	
Financial liabilities					
Derivative financial liabilities		65,222		65,222	
		December	31, 2014		
	Level 1	Level 2	Level 3	Total	
Financial assets					
Zero strike calls	121,999			121,999	
Financial liabilities					
Derivative financial liabilities	-	46,952	-	46,952	

# (9) Accounts receivable, net

Accounts receivable, net consist of the following:

		<u>2015</u>	<u>2014</u>
Accounts receivable	Ps	5,632,981	5,008,936
Less allowance for doubtful accounts	-	2,739,964	2,582,769
Accounts receivable, net	Ps	2,893,017	2,426,167

Given their short-term nature the carrying value of trade accounts receivable approximates the fair value as of December 31, 2015 and 2014.

Movement in the allowance for doubtful accounts.

		<u>2015</u>	<u>2014</u>
Opening balance	Ps	2,582,769	2,407,130
Allowance for the year		154,621	173,941
Effect of exchange rate	_	2,574	1,698
Balances at period end	Ps _	2,739,964	2,582,769

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

In determining the recoverability of trade receivables, the Company considers any change in the credit quality of the trade receivable from the date credit was initially granted up to the end of the reporting period. The concentration of credit risk is limited due to the customer base being large and unrelated.

Aging of impaired trade receivables:

		<u>2015</u>	<u>2014</u>
60 - 90 days	Ps	13,350	17,786
90 - 120 days		15,988	28,591
120 + days	_	2,710,626	2,536,392
Total	Ps _	2,739,964	2,582,769
Aging of past due but not impaired			
		<u>2015</u>	<u>2014</u>
Current	Ps	1,232,136	949,172
1-30 days			
1 30 44/3		135,311	139,937
30-60 days		135,311 83,486	139,937 183,037
•		,	,
30-60 days	-	83,486	183,037

# (10) Property, systems and equipment, net

Property, systems and equipment are as follows:

			Computer and						
		Land and Building	electronic equipment	Transportation 1 equipment	Furniture and fixtures	Network equipment	Leasehold improvements	Construction in progress	Total
Balance as of									
January 1, 2014	Ps	430,990	3,382,097	387,713	241,069	32,417,894	429,612	858,696	38,148,071
Additions		-	152,125	4,465	6	458,514	-	2,548,101	3,163,211
Transfer of completed projects in progress		-	161,252	4,723	16,632	2,212,733	583	(2,395,923)	-
Disposals		_	(2,131)	(20,900)	(55)	(18,231)	-	-	(41,317)
Balance as of December 31, 2014	Ps	430,990	3,693,343	376,001	257,652	35,070,910	430,195	1,010,874	41,269,965
Additions		-	-	2411	42	846,169	-	1,985,452	2,834,074
Transfer of completed									
projects in progress		-	153,437	19,656	3,101	1,679,422	21,614	(1,877,230)	-
Disposals		-	(7,695)	(23,742)	(170)	(29,430)	-	(813)	(61,850)
Balance as of									
December 31, 2015	Ps	430,990	3,839,085	374,326	260,625	37,567,071	451,809	1,118,283	44,042,189

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# Computer

			and						
Depreciation and impairment		Land and Building	electronic equipment	Transportation equipment	Furniture and fixtures	Network equipment	Leasehold improvements	Construction in progress	Total
Balance as of January 1,									<u>.</u>
2014	Ps	136,084	1,359,352	321,494	178,269	22,637,701	327,984	-	24,960,884
Depreciation of the year		14,284	126,316	45,036	17,577	3,152,790	24,963	-	3,380,966
Disposals			(2,053)	(20,115)	(30)	(11,230)	-	-	(33,428)
Balance as of December									
31, 2014	Ps	150,368	1,483,615	346,415	195,816	25,779,261	352,947	-	28,308,422
Depreciation of the year		14,287	111,562	16,796	15,397	2,384,169	21,137	-	2,563,348
Disposals		-	(7,623)	(23,513)	(119)	(14,505)	-	-	(45,760)
Balance as of December									<u> </u>
31, 2015	Ps	164,655	1,587,554	339,698	211,094	28,148,925	374,084	-	30,826,010
Property, systems and equipment, net at									
December 31, 2014	Ps	280,622	2,209,728	29,586	61,836	9,291,649	77,248	1,010,874	12,961,543
Property, systems and equipment, net at									
December 31, 2015	Ps	266,335	2,251,531	34,628	49,531	9,418,146	77,725	1,118,283	13,216,179

Construction in progress mainly includes network equipment, and capitalization period is approximately six months.

During the year ended December 31, 2015 and 2014 the Company capitalized Ps.44,223 and Ps.36,847, respectively of borrowing costs in relation to Ps.831,303 and Ps.709,293 in qualifying assets. Amounts were capitalized based on a capitalization rate of 10.14% and 9.85%, respectively.

No impairment was recognized for tangible or intangible assets for the years ended December 31, 2015 and 2014. The main assumptions used in calculating use value are as follows:

- a) The Company tests for impairment considering asset groups constituting the cash-generating unit (CGU).
- b) The Company determines the use value of the CGU by discounting the estimated future cash flows to their present value.
- c) Only assets in operation as of December 31, 2015 were considered.
- d) The Company believes that it operates in a single operating segment, so evaluates all its operations as a single CGU (see Note 5 (1)).
- e) The after tax discount rate used was 10.2%.

Regarding the growth of cash flows included in the model use value, the Company has considered a range of growth in the range from 4.24% to 18.15% for the first 5 years. Year 6 to 9, are no longer considered further growth.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

For the year ended December 31, 2015 and 2014 interest expenses are comprised as follows:

		<u>2015</u>	<u>2014</u>
Interest expense Amount capitalized	Ps	(1,280,531) 44,223	(912,592) 36,847
Net amount in consolidated statements of comprehensive income	Ps	(1,236,308)	(875,745)

As of December 31, 2015, certain financial leases amounting to approximately Ps. 15 million were guaranteed with the equipment acquired with those leases.

The depreciation expense for the year ended December 31, 2015 and 2014 amounts to Ps. 2,563,348 and Ps. 3,380,966, respectively (see note 7 a).

## (11) Intangible assets, net (see note 7 a)

Intangible assets with defined useful lives consist of the following:

	_	Telephone concession rights Axtel	Telephone concession rights Avantel	Telmex / Telnor infrastructure costs	World Trade Center concession rights	Rights of use	Others	Total
Balances as of December 31, 2014 and 2015	Ps.	571,520	110,193	58,982	21,045	30,030	73,169	864,939
Depreciation and impairment								
Balances as of December 31, 2013	Ps.	427,238	70,124	38,578	12,682	20,223	72,302	641,147
Amortization	-	30,307	10,018	4,080	1,672	2,886	867	49,830
Balances as of December 31, 2014	Ps.	457,545	80,142	42,658	14,354	23,109	73,169	690,977
Amortization		30,307	10,018	4,080	1,672	2,886		48,963
Balances as of December 31, 2015	Ps.	487,852	90,160	46,738	16,026	25,995	73,169	739,940
Intangible assets, net at December 31 2014	, Ps.	113,975	30,051	16,324	6,691	6,921	-	173,962
Intangible assets, net at December 31 2015	Ps.	83,668	20,033	12,244	5,019	4,035	-	124,999

# Concessions rights of the Company

The main concessions of the Company are as follows:

Concession to offer local and long distance telephony services, for a period of thirty years. To
maintain this concession the Company needs to comply with certain conditions. It can be renewed
for another period of thirty years;

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- On September 15, 1995 Avantel obtained a concession to offer local and long distance telephony services, for a period of thirty years. To maintain this concession the Company needs to comply with certain conditions. It can be renewed for another period of thirty years;
- Concessions of different frequencies of radio spectrum for 20 years and renewable for additional
  periods of 20 years, as long as Axtel complies with all of its obligations, and with all conditions
  imposed by the law and with any other condition that Department of Communications and
  Transportation (Secretaria de Comunicaciones y Transporte) or (SCT) imposes.

Concessions allow the Company to provide basic local telephone service, domestic long distance telephony, purchase or lease network capacity for the generation, transmission or reception of data, signals, writings, images, voice, sounds and other information of any kind, the purchase and leasing network capacity from other countries, including digital circuits income, value added services, operator services, paging and messaging services, data services, video, audio and video conferencing, music or continuous service digital audio services, and credit or debit phone cards.

In November 2006, SCT granted the Company, as part of the concession of Axtel, a new permission to provide SMS (short messaging system) to its customers.

In September 15, 2009, SCT granted the Company a concession to install, operate and exploit a public telecommunications network to provide satellite television and audio services.

#### Intangible assets arising from the acquisition of Avantel

Derived from the acquisition of Avantel in 2006, the Company recorded certain intangible assets such as: trade name "Avantel", customer relationships and telephone concession rights, whose value were determined by using an independent external expert appraiser at the acquisition date and accounted for in accordance to previous GAAP. The trade name and customer relationships are amortized over a three-year period; meanwhile the concession is amortized over the remaining term of the concession on a straight-line basis. At December 31, 2014 the values of the trade name "Avantel" and of customer relationships were fully amortized.

#### (12) Other assets

Other assets consist of the following:

		<u>2015</u>	<u>2014</u>
Prepaid expenses Guarantee deposits	Ps	219,766 48,307	276,738 48,307
Others	_	3,024	31,325
Other assets		271,097	356,370
Current portion of other assets	-	151,511	225,331
Other long-term assets	Ps_	119,586	131,039

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (13) Long-term debt

a) Long-term debt as of December 31, 2015 and 2014 consist of the following:

5		<u>2015</u>	<u>2014</u>
U.S. 275 million in aggregate principal amount of 7 <sup>5</sup> / <sub>8</sub> % Senior Unsecured Notes due in 2017. Interest is payable semiannually on February 1 and August 1 of each year. During January and 2013, the Company completed the exchange of U.S. 224.6 and U.S. 167.4 million of unsecured notes maturing in 2017 and 2019, respectively, for U.S. 358.6 and U.S. 22 million dollars on secured bond and a convertible bond.	Ps.	867,173	741,758
U.S. 490 million in aggregate principal amount of 9% Senior Unsecured Notes due in 2019. Interest is payable semiannually on March and September of each year. In January 2013, the Company completed the exchange of U.S. 224.6 and U.S.167.4 million of unsecured notes maturing in 2017 and 2019, respectively, for U.S. 358.6 and U.S. 22 million dollars on secured bond and a convertible bond.		1,750,417	1,497,262
Senior Secured Notes in a principal amount of U.S. 544.6 and U.S. 394.6 million dollars as of 2014 and 2013, respectively, with initial interest of 7% will be increased to 9% and maturing in 2020. Interest is payable semi-annually in February and August of each year.		9,371,572	8,016,203
Senior Secured Convertible Notes U.S. dollar-indexed principal amount of U.S. 22.2 million dollars with initial interest of 7% will be increased to 9% and maturing in 2020. Interest is payable semi-annually in February and August of each year.		45,856	139,097
Discount on note caused by Senior Secured Notes payable in the amount of U.S. 36 million at an initial interest rate of 7% will increase to 9% due 2020.		(19,462)	(24,228)
Premium on Senior Unsecured Notes with an aggregate principal of U.S. 490 million with an interest rate of 9%, due in 2019.		8,604	10,817
Capacity lease agreement with Teléfonos de Mexico, S.A.B. de C.V. of approximately Ps. 534,755 million and expiring in 2019.		385,968	-
Finance leases with several credit institutions with interest rates around 6% for those denominated in dollars; and TIIE (Mexican			
average interbank rate) plus 3% and 5.5% basis points for those denominated in pesos, with maturities between 3 to 4 years.		535,423	602,582
Debt issuance and deferred financing costs		(93,945)	(117,490)
Total long-term debt		12,851,606	10,866,001
Less current maturities	_	375,656	220,554
Long-term debt, excluding current maturities	Ps.	12,475,950	10,645,447

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

Annual installments of long-term debt are as follows:

<u>Year</u>		<b>Amount</b>
2017	Ps	1,154,853
2018		164,214
2019		1,844,258
2020	_	9,312,625
	Ps	12,475,950

Note issuance and deferred financing costs directly attributable to the issuance of the Company's borrowings are amortized based on the effective interest rate over the term of the related borrowing.

For the year ended December 31, 2015 and 2014, the interest expense was Ps. 1,280,531 and Ps. 912,592 respectively. (See note 10).

On September 17, 2014, The Company completed the reopening of secured bonds issuance due in 2020 for U.S. 150 million at a priced at 100.25% of the principal amount, on the same terms and interest rates of the secured notes due in 2020 referred to in the following paragraphs.

# b) Bank loans

On March 28, 2014 the Company entered into a promissory note with Banco Nacional de Mexico, S.A. whereby a loan of Ps. 130,000 was received, with an interest rate of TIIE plus 3.5 basis points annually. This loan matures in June 2015.

On December 13, 2013 the Company entered into a credit facility with Banco Mercantil del Norte, S.A. whereby a loan of Ps. 130,000 was received in August 2014, with an interest rate of TIIE plus 3.50 basis points annually. This loan was paid in full in September 2014.

On October 8, 2013 the Company entered into a credit facility with Banco Monex whereby a loan of Ps. 200,000 was received in August 2014, with an interest rate of TIIE plus 3.50 basis points annually. This loan was paid in full in September 2014.

Certain debt agreements establish affirmative and negative covenants, the most significant of which refer to limitations on dividend payments and the compliance with certain financial ratios. As mentioned in note 22 (a), the Company paid in full its debt as of December 31, 2015, during February 2016, so the restrictions described herein are exchanged by those set out in the new debt.

#### (14) Transactions and balances with related parties

The transactions carried out with related parties during the years ended as of December 31, 2015 and 2014 are as follows:

		<u>2015</u>	<u>2014</u>
Rent expense	Ps.	34,860	29,698
Installation service expense		18,020	30,225
Other		2,705	5,369

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

At the end of 2014, Banamex was no longer considered as related party, since it has disposed of the shares held in the Company, and not meet any other requirement to be considered as such, according to IFRS.

The balances with related parties as of December 31, 2015 and 2014, included in accounts payable are as follows:

	<u>.</u>	<u> 2015</u>	<u>2014</u>
Accounts payable short-term: GEN Industrial, S.A. de C.V. (1)	Ps	131	52
Neoris de México, S.A. de C.V.		598	505
Total	Ps	729	557

<sup>(1)</sup> Mainly administrative services.

The benefits and aggregate compensation paid to executive officers and senior management of the Company during the year ended December 31, 2015 and 2014 were as follows:

		<u>2015</u>	<u>2014</u>
Short-term employee benefits paid	Ps	259,368	72,094

# (15) Provisions

Provisions as of December 31, 2015 are as follows:

		<u>2015</u>
Payroll provisions Restructuring provisions	Ps.	101,100 89,000
Total	Ps	190,100

Changes in the balance of provisions recorded for the year are as follows:

Provisions		<u>2015</u>
Initial balance	Ps.	-
Provisions for the year	-	190,100
Ending balance	Ps.	190,100

In order to comply with its strategic plans, the Company is conducting a restructuring in some of its operating areas. The cost of this restructuring consists of compensation and employee benefits and is presented within operating income in the statement of comprehensive income.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (16) Deferred revenue

Deferred revenue as of December 31, 2015 and 2014 are as follows:

		<u>2015</u>	<u>2014</u>
Deferred revenue	Ps.	509,415	729,768
Current portion of deferred revenue		509,415	695,868
Long-term deferred revenue	Ps.	-	33,900

Changes in the balances of deferred revenue for the year are as follows:

	<u>2015</u>	<u>2014</u>
Ps.	729,768	617,815
	616,466	901,482
	(836,819)	(789,529)
Ps	509,415	729,768
	_	Ps. 729,768 616,466 (836,819)

# (17) Income tax (IT)

The IT Law effective from 1 January 2014 establishes an income tax rate of 30% for 2014 and beyond.

The income tax benefit is as follows:

		<u>2015</u>	<u>2014</u>
Current income tax Deferred income tax	Ps	(61,305) 428,537	(34,459) 572,596
Income tax benefit	Ps	367,232	538,137

Income tax benefit attributable to loss from continuing operations before income taxes and other comprehensive income, differed from the amounts computed by applying the Mexican statutory rates of 30% IT to loss before income taxes, as a result of the items shown below.

	<u>2015</u>	<u>2014</u>
Statutory income tax rate	(30%)	(30%)
Inflationary effects	-	(2%)
Non-deductible effects from allowance for doubtful accounts	4%	9%
Non-deductible expenses	8%	1%
Temporary unrecognized deferred tax assets	1%	-
Other	(1%)	-
Effective tax rate	(18%)	(22%)

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

The main differences that gave rise to the deferred income tax assets as of December 31, 2015 and 2014 are presented below:

		<u>2015</u>	2014
Deferred tax assets:			
Net operating loss carry forwards	Ps.	1,682,858	1,257,927
Allowance for doubtful accounts		337,749	367,482
Accrued liabilities and others		384,861	362,947
Premium on bond issuance		2,582	3,245
Property, systems and equipment	_	295,775	312,239
Total deferred tax assets	_	2,703,825	2,303,840
Deferred tax liabilities:			
Telephone concession rights		28,554	40,466
Long-term debt		549,342	549,342
Fair value of derivative financial instruments		11,257	28,123
Intangible and other assets	_	10,711	10,707
Total deferred tax liabilities	<u> </u>	599,864	628,638
Deferred tax assets, net	Ps.	2,103,961	1,675,202

The rollforward for the net deferred tax asset as of December 31, 2015 and 2014 are presented below:

		<u>2014</u>	Effects on profit and loss	Effects on stockholders' equity	<u>2015</u>
Net operating loss carry forwards	Ps.	1,257,927	424,931	-	1,682,858
Allowance for doubtful accounts		367,482	(29,733)	-	337,749
Accrued liabilities and others		362,947	21,692	222	384,861
Premium on bond issuance		3,245	(663)	-	2,582
Property, systems and equipment		312,239	(16,464)	-	295,775
Telephone concession rights		(40,466)	11,912	-	(28,554)
Long-term debt		(549,342)	-	-	(549,342)
Fair value of derivative financial					
instruments		(28,123)	16,866	-	(11,257)
Intangible and other assets	_	(10,707)	(4)		(10,711)
	Ps.	1,675,202	428,537	222	2,103,961

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

		<u>2013</u>	Effects on profit and loss	Effects on stockholders' equity	<u>2014</u>
Net operating loss carry forwards	Ps.	824,229	433,698	-	1,257,927
Allowance for doubtful accounts		522,188	(154,706)	-	367,482
Accrued liabilities and others		547,230	(184,952)	669	362,947
Premium on bond issuance		2,233	1,012	-	3,245
Property, systems and equipment		(69,526)	381,765	-	312,239
Telephone concession rights		(52,698)	12,232	-	(40,466)
Long-term debt		(549,342)	-	-	(549,342)
Fair value of derivative financial					
instruments		(41,898)	13,775	-	(28,123)
Intangible and other assets	_	(80,479)	69,772		(10,707)
	Ps.	1,101,937	572,596	669	1,675,202

As of December 31, 2015, the tax loss carryforwards expire as follows:

Expiration year		Tax loss carry forwards
2016	Ps.	26,752
2018		368,693
2020		27,302
2021		1,965,011
2022		546,319
2023		558,678
2024		1,727,890
2025		1,520,934
	Ps.	6,741,579

As of December 31, 2015, the unrecognized deferred tax assets are Ps. 823,856, of which Ps. 339,616 relate to tax loss carryforwards and Ps. 484,240 relate to estimated doubtful accounts.

## (18) Stockholders' equity

The main characteristics of stockholders' equity are described below:

#### (a) Capital stock structure

As of December 31, 2015, the common stock of the Company is Ps. 6,861,986. The Company has 9,456,140,156 shares issued and outstanding. Company's shares are divided in two classes, Class "I" which represent the fixed minimum portion of the capital stock, and Class "II" which represent the variable portion of the capital stock. The shares that belong to both Class "I" and Class "II" provide the holders the same economic and corporate rights (with the only difference of those rights that may be conferred under applicable law to holders of shares that form part of the variable portion of a *Sociedad Anónima Bursátil de Capital Variable*). Each of the Classes have two Series: Series "A" and "B"; both Series are indistinct and provide the same corporate and economic rights to its holders. All of the shares issued by the Company have no par value. Of the total shares issued and outstanding, 97,750,656 are Class "I" Series A and 9,358,389,500 are Class "I" Series B. As of December 31, 2015 the Company has not issued any Class "II" shares (neither Series "A" nor Series "B"). As of this date, significantly all of the Series "B" Shares issued by the Company are deposited in a trust (the "CPOs Trust").

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

	Sha	<u>ares</u>	Amou	<u>ınt</u>
	2014	2013	2015	2014
Authorized and issued common stock:		<del></del>	<del></del>	
Series A	97,750,656	97,750,656 Ps.	73,396	73,396
Series B	9,358,389,500	8,970,209,218	6,788,590	6,654,946

In connection with the issuance of the convertible bond into shares held on January 31, 2013, and in accordance with the resolutions adopted at the Extraordinary General Meeting of Shareholders on January 25, 2013, the Company issued 972,814,143 Series B shares Class "I" that will be kept in the treasury of the Company, to be subsequently subscribed by the conversion of convertible bonds.

During 2015 and 2014 the conversion option was exercised for a total of 388,180,282 and 291,767,672 Class I, Series B shares, respectively, representing an increase of Ps 133,644 and Ps. 100,452 in the common stock of the Company.

During July 2008 the Company began a program to repurchase own shares which was approved at an ordinary shareholder meeting held on April 23, 2008 for up to Ps. 440 million. As of December 31, 2008 the Company had repurchased 26,096,700 CPO's (182,676,900 shares). During July, August and September 2009, the CPOs purchased through the repurchase program was resold in the market. At the ordinary shareholder meeting held on April 25, 2014 shareholders approved to allocate a maximum amount of Ps. 90 million to the share repurchase program.

# (b) Stockholders' equity restrictions

Stockholders' contributions, restated for inflation as provided in the tax law may be refunded to stockholders tax-free.

No dividends may be paid while the Company has a deficit. Additionally, certain of the Company's debt agreements mentioned in note 13 establish limitations on dividend payments.

## (c) Comprehensive loss

The balance of other comprehensive income items and its activity as of December 31, 2015 and 2014 is as follows:

		<u>2015</u>	<u>2014</u>
Net loss	Ps.	(1,718,355)	(1,918,601)
Other comprehensive income Actuarial result Effect of income tax		(1,404)	(4,460) 669
Other comprehensive income net of deferred taxes		(1,182)	(3,791)
Net comprehensive (loss)	Ps.	(1,719,537)	(1,922,392)

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

# (19) Telephone services and related revenues, selling and administrative expenses

Revenues consist of the following:

		<u>2015</u>	<u>2014</u>
Local calling services	Ps.	2,676,097	2,969,459
Long distance services		663,308	1,015,593
Internet and video		1,482,165	1,337,391
Data and network		2,017,964	1,897,673
Integrated services		2,374,393	1,568,616
Equipment sales		425,296	210,314
International traffic		274,259	1,234,024
Other services	_	236,956	363,933
	Ps.	10,150,438	10,597,003

# Selling and administrative expenses

Selling and administrative expenses are as follows:

		<u>2015</u>	<u>2014</u>
Payroll and related	Ps.	1,939,547	1,838,729
Rents		904,230	846,607
Maintenance		639,696	531,056
Consulting		475,288	458,036
Other		761,010	802,421
	Ps.	4,719,771	4,476,849

# (20) Construction contract

During August 2014, the Company entered into a construction contract of a building, as well as the necessary equipment thereof according to the technical features described in the contract, amounting Ps. 540,328 plus value added tax.

Income for the year is recognized following percent of completion method which consider recoverable cost plus margin.

As of December 31, 2015, income from the construction contract is comprised as follows:

		Income for the year	Cumulative <u>income</u>	Balances of advances	Percent of completion (%)
Construction contract	Ps.	506,031	540,328		100%

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

### (21) Commitments and contingencies

As of December 31, 2015, the Company has the following commitments and contingencies:

- (a) Interconnection Disagreements Mobile Carriers Years 2005 to 2011. In March and May 2015, Axtel signed transaction agreements with Telcel, Iusacell and Telefónica, respectively, in which the parties agreed to terminate disputes related with interconnection services, giving as liquidated and totally paid all amounts in dispute and/or still due for years 2005, 2006, 2007, 2008, 2009, 2010 and 2011. Therefore, there is no longer a contingency for that period, except in the case of Iusacell, in which case the agreement covers the contingencies between the parties until the year 2010.
- (b) Interconnection Disagreements Telmex Years 2009 to 2013. In March 2009, the Cofetel resolved an interconnection disagreement proceeding existing between the Company (Axtel) and Teléfonos de México, S.A.B. de C.V. ("Telmex") related to the rates applicable for the termination of long distance calls from the Company to Telmex with respect to year 2009. In such administrative resolution, the Cofetel approved a reduction in the rates for termination of long distance calls applicable to those cities where Telmex does not have interconnection access points. These rates were reduced from Ps. 0.75 per minute to U.S.0.0105 or U.S.0.0080 per minute (depending on the place where the Company delivers the long distance call).

Until June 2010 Telmex billed the Company for the termination of long distance calls, applying the rates that were applicable prior to the aforementioned resolutions, and after such date, Telmex has billed the resulting amounts, applying the new interconnection rates. As of March 31, 2015, the difference between the amounts paid by the Company to Telmex according to the new rates, and the amounts billed by Telmex, amount to approximately to Ps.1,240 million, not including value added tax.

Notwithstanding the foregoing, on March 8, 2013, Alestra S. de R.L. obtained a favorable resolution of the Thirteenth Collegiate Court in Administrative Matters of the First Circuit against Telmex, establishing interconnection rates for long distance termination for year 2009, resulting in better tariffs than those offered by Telmex to Axtel in its interconnection agreement. Consequently, and considering that in the interconnection service agreement celebrated by Axtel and Telmex, the Parties settled the obligation for Telmex to offer better conditions to the service provider when a final resolution or sentence from a Court or a competent authority has set interconnection tariffs which results in better conditions than the ones agreed by the Parties in the interconnection service agreement, additionally, the Parties also agreed that the new tariffs offering better conditions for the service provider shall be immediately applicable. Thus, the contingency established in the paragraph above, would be reduced by an estimate of Ps.772 million, resulting in an estimated amount of Ps.468 million.

Telmex filed for the annulment of the proceeding before the Federal Court of Tax and Administrative Justice (Tribunal Federal de Justicia Fiscal y Administrativa) requesting the annulment of Cofetel's administrative resolution. The Company (Axtel and Avantel) has a contingency in case the Federal Tax and Administrative Court rules against the Company, and as a result, establishes rates different from those set forth by Cofetel.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

In April 9, 2014, the Upper Chamber of the Federal Court of Tax and Administrative Justice (*Sala Superior del Tribunal Federal de Justicia Fiscal y Administrativa*), ruled on the annulment trial started by Telmex, in which the validity of the administrative resolution that was being disputed was confirmed in favor of Axtel.

Telmex filed an administrative legal process (Amparo directo) against the ruling issued within the annulment trial, which was resolved by the First Federal Collegiate District Court in Administrative Matters Specialized in Unfair Competition, Broadcasting and Telecommunications (Primer Tribunal Colegiado de Circuito en Materia Administrativa Especializado en Competencia Económica, Radiodifusión y Telecomunicaciones), to the effect that the Federal Court of Fiscal and Administrative Justice issue a resolution duly founded and motivated, according with the studies of the forensic evidence.

Likewise, Telmex filed another administrative legal process (*Recurso de Revisión en Amparo Directo*) before the Supreme Court of Justice, which is yet to be resolved. By means of that Resource, Telmex claims some unconstitutional issues that were not studied by the First Circuit Court in Administrative Matters Specialized in Unfair Competition, Broadcasting and Telecommunications, in the appeal for review, in which it was ruled that the Federal Court of Fiscal and Administrative Justice shall issue a new resolution duly founded and motivated.

Currently, the Federal Court of Fiscal and Administrative Justice has already issued favorable ruling for Axtel which was challenged by Telmex through an amparo directo again.

In January 2010, Cofetel resolved an interconnection disagreement proceeding existing between the Company (Avantel) and Telmex related to the rates for the termination of long distance calls from the Company to Telmex with respect to year 2009. In such administrative resolution, Cofetel approved a reduction in the rates for termination of long distance calls applicable to those cities where Telmex does not have interconnection access points. These rates were reduced from Ps.0.75 per minute to U.S.0.0126, U.S.0.0105 or U.S.0.0080 per minute, depending on the place where the Company delivers the long distance traffic. Based on this resolution, the Company paid approximately Ps. 20 million in excess. Telmex challenged the resolution before the Federal Court of Tax and Administrative Justice, and such proceeding in the evidence stage.

On May 2011, Cofetel issued a ruling resolving an interconnection disagreement proceeding between Telmex and the Company, related to the tariff applicable to the termination of long distance calls from the Company to Telmex, for the year 2011. In such administrative resolution, Cofetel approved a reduction of the tariffs applicable for the termination of long distance calls. The above mentioned tariffs were reduced from U.S.0.0126, U.S.0.0105 or U.S.0.0080 per minute, to Ps.0.04530 and Ps.0.03951 per minute, depending on the place in which the Company is to deliver the long distance traffic. Telmex challenged this ruling before the SCT, but the request was dismissed by such authority. Nowadays, Telmex challenged such dismissal, before the Federal Court of Tax and Administrative Justice, and such proceeding pending for resolution.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

Finally, in July 2013, Cofetel ruled on an administrative review proceeding between Telmex and the Company in connection with the tariffs applicable to the termination of long distance calls from the Company to Telmex for the years 2012, 2013 and 2014. In such administrative resolution, Cofetel determined for the year 2012, tariffs per minute ranging from Ps.0.02831 to Ps.0.01007, depending if it is a regional or national node; for year 2013, tariffs ranging from Ps.0.02780 to Ps.0.00968, depending if it is a regional or national node; and for year 2014, tariffs that go from Ps.0.02838 to Ps.0.00968 pesos, depending if it is a regional or national node. Telmex challenged this resolution in a *Juicio de Amparo* trial which was solved, at first stage, dismissing the *Amparo* trial and denying the protection of the Federal Justice to Telmex.

Therefore, Telmex has challenged the first instance judgment, which was sent to the Supreme Court of Justice, because of constitutional question, that favorably solved to the constitutionality of the challenged articles by Telmex.

So it is waiting that the file be send to the Collegial Court, to the effect that resolve the issues of legality.

At the date of issuance of the financial statements, the Company believes that the rates determined by Cofetel in the resolutions will prevail, and therefore it has recognized the cost, based on the rates approved by Cofetel.

As of December 31, 2009, there was a letter of credit for U.S. 34 million issued by Banamex in favor of Telmex for the purpose of guarantee the Company's obligations, which were acquired through several interconnection agreements. The amounts under the letter of credit were drawn by Telmex in the month of January 2010, claiming that Avantel had debts with such company. At the date of issuance of the financial statements, Avantel has been able to recover the entire amount mentioned above, through compensation with regard to certain charges for services rendered by Telmex to Avantel on a monthly basis.

(c) Interconnection Disagreements – Grupo Iusacell and Grupo Telefónica – 2012-2013. During October 2014 and May 2015, the Federal Telecommunications Institute "Ifetel", which replaced Cofetel, resolved interconnection disagreements to Iusacell and Telefonica with Axtel, respectively, setting interconnection rates for termination services commuted to mobile users under the modalities "calling party pays" and "nationwide calling party pays" for the period 2012-2013. In that resolution IFETEL determined tariffs per minute of Ps. 0.3214 pesos for 2012 and Ps. 0.3144 pesos for 2013.

These rulings were challenged by mobile operators. With regard to the issue of Iusacell the first instance decision it turned out favorable to the interests of the Company. Currently, the case is on appeal to the Collegial Court and is pending. At the date of issuance of these financial statements, the Company and its advisors believe that the rates of IFT resolutions prevail, so has recognized the cost based on these rates.

(d) Interconnection Disagreement. Rates for 2015 - Grupo Iusacell, Grupo Telefónica, and Nextel. In June 2015, IFT resolved disagreements of interconnection to Iusacell, Telefónica and NII Nigital S. de R.L. de C.V with Axtel setting interconnection tariffs for local services in mobile users and termination in fixed users for 2015, of Ps. 0.2505 for mobile and Ps. 0.004179 for fixed landline.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

These resolutions were challenged by mobile operators and by Axtel in a Juicio de Amparo trial, which is pending for resolution. At the date of issuance of the financial statements, the Company believes that the rates determined by the IFETEL in the resolutions will prevail, and therefore it has recognized the cost, based on these rates.

(e) Interconnection Disagreement. Rates 2015-2016 - Radio Mobile Dipsa. In August 2015, IFT setting the interconnection rates which Radio Mobile Dipsa, S.A. de C.V. (Telcel) shall pay to Axtel for fixed landline termination, for Ps. 0.004179 by 2015 and Ps. 0.003088 for 2016.

This resolution was challenged by Telcel in a Juicio de Amparo trial, which is pending for resolution in the first instance. At the date of issuance of the financial statements, the Company believes that the rates determined by the IFETEL in the resolutions will prevail, and therefore it has recognized the cost, based on these rates.

- (f) The Company is involved in a number of lawsuits and claims arising in the normal course of business. It is expected that the final outcome of these matters will not have significant adverse effects on the Company's financial position and results of operations.
- (g) There is a contingent liability derived from employee benefits, mentioned in Note 5(o).
- (h) On July 14, 2014, the new Federal Telecommunications and Broadcasting Law (the "LFTyR") was published in Mexico's Official Gazzette (*Diario Oficial de la Federación*), which came into effect on August 13, 2014. In terms of the LFTyR, and since being in force, the previous Federal Telecommunications Law and the Federal Radio and Television Law ceased to be effective, and likewise, it was also thereby provided that all regulations and administrative provisions in such matter which were previously issued will remain full in force except when opposing the new LFTyR. In accordance with the new LFTyR, new legal obligations were established for the Company in the field of telecommunications, including the following obligations with respect to:
  - (a) New rights applicable to users in general, as well as for users with disabilities.
  - (b) Collaboration with the Justice.
  - (c) Registration and reporting activities in connection with active and passive infrastructure, of installation and operation of the public telecommunications network, including the obligation to avoid charges for domestic long distance calls since January 1, 2015, in the field of advertising, and of neutrality of networks in connection with its service of internet access.

Some of these obligations are pending the issuance of the applicable regulations, or that certain deadline is met or that the Company is in the situation prescribed by the applicable law.

The company took the required actions and controls in order to be in compliance with all the obligations that arose when the LFTyR came into force and became effective, and is carrying out the necessary actions in order to comply with the new obligations that are still pending on the issuance of the applicable secondary regulation and/or of the fulfillment of the applicable deadlines.

(i) In compliance with commitments made in the acquisition of concession rights, the Company has granted surety bonds to the Federal Treasury and to the Department of Communications and Transportation amounting to Ps. 24,000 and to other service providers amounting to Ps. 565,249.

Notes to the Consolidated Financial Statements (Thousands of Mexican pesos)

- (j) The concessions granted by the Department of Communications and Transportation (SCT) establish certain obligations to the Company, including, but not limited to: (i) filing annual reports with the SCT, including identifying main stockholders of the Company, (ii) reporting any increase in common stock, (iii) providing continuous services with certain technical specifications, (iv) filing monthly reports about disruptions, (v) filing the services' tariff, and (vi) providing a bond.
- (k) According to current tax legislation, the authorities are entitled to examine the five fiscal years prior to the last income tax statement filed.
- (l) According to the IT Law, companies carrying out transactions with related parties are subject to certain limitations and requirements, as to the determination of the agreed prices, as these costs should be comparable to those that would be used with independent parties in comparable transactions.
  - In the event that the tax authorities will review prices and reject the determined amounts, may require, in addition to the collection of the tax and accessories that apply, fines on unpaid taxes, which could be up to 100% on the updated amount of contributions.
- (m) The Company leases some equipment and facilities under operating leases. Some of these leases have renewal clauses. Lease expense for year ended December 31, 2015 and 2014 amounted to Ps. 904,230 and Ps. 846,608, respectively.

The annual payments under these leases as of December 31, 2015 are as follows:

		Leases contracts in:		
	I _	Mexican Pesos (thousands)	U.S. dollars (thousands)	
2016	Ps.	41,135	23,651	
2017		30,126	22,480	
2018		19,309	20,521	
2019		12,516	20,014	
2020		8,584	17,219	
2021 and thereafter	_	38,867	120,435	
	Ps.	150,537	224,320	

# (22) Subsequent events

a) On December 15, 2015, the Company published a prospectus on the Mexican Stock Exchange, by which made official the intention to conduct a merger agreement between the Company as the merging, with Onexa, SA de C.V. (Onexa) as a merged company. Onexa is the holding company for the capital stock of Alestra, S. de R.L. de C.V. The merger project was approved in January 2016 by the respective Boards of Directors and Shareholders. In addition, the January 11, 2016 the Mexican Banking and Securities Comission (*Comisión Nacional Bancaria y de Valores*) ("CNBV") issued the necessary exception to proceed with the merger without making a public offering. The merger became effective on February 15, 2016, date when ALFA became the majority stockholder of Axtel.

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As a result of the merger described above, Alfa owns approximately 51% of shares representing the outstanding capital of Axtel.

Onexa was a holding company whose only asset was its participation in the capital stock of Alestra, which accounted for 99.98% of the capital stock of it. Alestra, meanwhile, is a leader in the market for IT services and telecommunications provider in Mexico. Alestra focuses on the business segment including multinational companies, institutional clients as well as small and medium enterprises. Through its extensive fiber optic network and data centers, Alestra provides managed network services, IT, data, internet and local telephone services and international long distance. In recent years, Alestra has refocused its business strategy, placing more emphasis on the segment of managed network services and IT services such as data centers, cloud services, systems integration and network security

Derived from the above, the Company made the following:

- i. On January 15, 2016, the Company signed a credit facility of US 500 million and Ps. 4,759 million pesos to refinance all senior notes maturing in 2017, 2018 and 2020. Redemption became effective on February 19, 2016. The new loan matures in full in January 2019 for the portion in pesos and quarterly principal payments from April 2018 until February 2021 for the dollar portion, and has an interest rate of TIIE + 2% in the first year, TIIE + 2.25% in the second and TIIE + 2.5% in the third, for the portion in pesos; and initial interest rate of Libor + 2.25% which increased to Libor + 3.25% for the portion in dollars.
- ii. On January 2016, a restructuring provision for Ps. 234 million was recognized.
- iii. On January 2016, an allowance for employee benefits for Ps. 137 million was recognized.
- **b)** On January 2016, the Company paid in full the promissory note with Banco Nacional de Mexico, S.A. whereby, he received a loan of Ps. 130.000 and which generated interest at a rate of TIIE plus 3.5 basis points annually.
- c) On February 2016, Axtel signed settlement agreement with Telefonica, concluding disputes relating to interconnection services, liquidating the different amounts in favor and against that were in dispute and / or unpaid for 2012, 2013, 2014 and 2015, so there is no longer any contingency for that period.