## Deloitte

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Argentina

# INDEPENDENT AUDITORS' REPORT (Limited review) 

## To the Board of Directors of

## Mastellone Hermanos Sociedad Anónima

Encarnación Ezcurra 365/375-2 ${ }^{\circ}$ Floor - Suite 308
City of Buenos Aires

## 1. Identification of financial statements subjected to our review

We have reviewed the consolidated balance sheet of Mastellone Hermanos Sociedad Anónima and its consolidated subsidiaries (the "Company" - subsidiaries detailed in Note 2 a) to the consolidated financial statements) as of March 31, 2011, and the related consolidated statements of operations, shareholders' equity and cash flows together with their Notes 1 to 13 for the three-month period ended March 31, 2011.

The consolidated balance sheet referred to above and the related Notes are presented with comparative information of the consolidated balance sheet and related Notes as of December 31, 2010.

The consolidated statements of operations, shareholders' equity and cash flows referred to above and their related Notes are presented with comparative information of the respective consolidated statements and Notes for the three-month period ended March 31, 2010.

The Company's Board of Directors and Management are responsible for the preparation and fair presentation of the consolidated financial statements in accordance with the accounting standards generally accepted in the Republic of Argentina for entities included in the public offering régime. The referred accounting standards are comprised by the Technical Resolutions issued by the Argentine Federation of Professional Councils in Economic Sciences, with the alternatives adopted by the National Securities Commission in those cases where the accounting standards allow for the application of more than one criterion ("Argentine GAAP"). This responsibility includes: (i) designing, implementing and maintaining an internal control system relevant to the preparation and fair presentation of consolidated financial statements so that they are free from material misstatement, whether due to fraud or error; (ii) selecting and applying appropriate accounting policies; and (iii) making accounting estimates that are reasonable in the circumstances. Our responsibility is to issue a limited review report on these consolidated financial statements based on the review carried out pursuant to the scope of work outlined in section 2 .

## 2. Scope of our work

Our review was limited to the application of the procedures established by the auditing standards generally accepted in the Republic of Argentina. These standards determine a scope which is substantially less than the application of the auditing procedures necessary to be able to issue an audit opinion on the consolidated financial statements taken as a whole. Those standards basically consist of applying analytical procedures on amounts included in the consolidated financial statements and of making inquiries of persons responsible for preparing the information included in the consolidated financial statements. Consequently, we do not express an opinion on the Company's consolidated financial position at March 31, 2011, or the consolidated results of its operations, the changes in shareholders' equity or the consolidated cash flows for the three-month period then ended.

## 3. Auditors' statement

Based on our work, as detailed in section 2. of this report, that did not include all the auditing procedures that would allow us to express an audit opinion on the consolidated financial statements subjected to our review, we report that:
a) the consolidated financial statements as of March 31, 2011 referred to in section 1. of this report have been prepared in agreement with the basis of consolidation described in Note 2 a) to the consolidated financial statements, which follows the guidelines of Technical Resolution $\mathrm{N}^{\circ} 21$ of the Argentine Federation of Professional Councils in Economic Sciences, and its Note 13, that contains segment information, has been prepared following the guidelines of Technical Resolution $\mathrm{N}^{\circ} 18$ of the same Federation; and
b) we have no observations to report on the information included in the consolidated financial statements referred to in the preceding paragraph.

With respect to the amounts corresponding to the fiscal year ended December 31, 2010 and the three-month period ended March 31, 2010 presented as comparative information as explained in section 1. of this report, that arise from the corresponding consolidated financial statements issued by the Company for such year and period:
a) our audit report on the consolidated financial statements as of and for the year ended December 31, 2010 was issued with an unqualified opinion on March 10, 2011; and
b) our limited review report on the consolidated financial statements as of and for the three-month period ended March 31, 2010 was issued on May 10, 2010 with no observations.

## 4. Special information required by regulations in force

a) The consolidated financial statements referred to in section 1. are presented in accordance with General Resolution $\mathrm{N}^{\circ} 434 / 03$ of the National Securities Commission of Argentina and are recorded in the registered book Inventario y Balances.
b) As a part of our work, the scope of which is described in section 2., we have reviewed the consolidated Informative Summary shown in pages 1 to 3, prepared by the Company's Management and Board of Directors and required by the National Securities Commission, on which, in what is subject of our competence, we have no observations to report. Our report dated May 8,2008 , on the consolidated financial statements for the three-month period ended March 31, 2008, included an observation which described that if the Company had applied the criterion required by Argentine GAAP for the recognition of compensations to be collected from the Government, the Company's assets and shareholders' equity as of March 31, 2008 would have been lower by $\$ 57$ million and the Net loss for the three-month period then ended would have been higher by $\$ 20$ million.
c) As per the above mentioned accounting records, the accrued liability under the Argentine Integrated Social Security System as of March 31, 2011, for pension contributions and withholdings to personnel, amounted to thousands of \$ 10.252, and was not yet due at that date.

City of Buenos Aires, Argentina.
May 10, 2011

## DELOITTE S.C.

> José E. Lema (Partner)
> Public Accountant (UBA)
> C.P.C.E.C.A.B.A. T ${ }^{\circ} 103-$ F $^{\circ} 60$

# MASTELLONE HERMANOS SOCIEDAD ANÓNIMA <br> CONSOLIDATED INFORMATIVE SUMMARY <br> AS OF MARCH 31, 2011 <br> (in thousands of Argentine pesos) 

## 1. BRIEF COMMENT ON THE COMPANY'S ACTIVITIES (*)

During the first quarter of 2011, net sales showed a healthy trend, with a new increase in physical terms - when compared with those of the same quarter of the preceding year. Higher sales in the cheese segment and the substantial recovery in raw milk production (as compared with the depressed level of the first semester of 2010) were the main factors to obtain such performance.

Nevertheless, and in line with our previous estimates, there was a worsening in economic results and cash generation, reflecting basically an increase in raw material cost in excess of the sales prices increase. Therefore, we had results for the first quarter below the trend expected for the rest of the year.
2. SUMMARIZED CONSOLIDATED FINANCIAL POSITION

|  | 03/31/2011 | 03/31/2010 | 03/31/2009 | 03/31/2008 | 03/31/2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (in thousand pesos) |  |  |  |  |
| Current assets | 1,234,892 | 942,343 | 676,082 | 606,366 | 485,073 |
| Non-current assets | 949,327 | 887,888 | 931,039 | 1,008,566 | 1,045,981 |
| Total | 2,184,219 | 1,830,231 | 1,607,121 | 1,614,932 | 1,531,054 |
| Current liabilities | 816,314 | 653,471 | 578,855 | 419,589 | 257,728 |
| Non-current liabilities | 896,164 | 806,495 | 777,523 | 680,656 | 672,981 |
|  | 1,712,478 | 1,459,966 | 1,356,378 | 1,100,245 | 930,709 |
| Minority participation in subsidiary companies | 1 | 1 | 1 | 1 | 1 |
| Shareholders' equity | 471,740 | 370,264 | 250,742 | 514,686 | 600,344 |
| Total | 2,184,219 | 1,830,231 | 1,607,121 | 1,614,932 | 1,531,054 |

## 3. SUMMARIZED CONSOLIDATED STATEMENTS OF OPERATIONS

03/31/2011 $\quad 03 / 31 / 2010 \quad 03 / 31 / 2009 \quad 03 / 31 / 2008 \quad 03 / 31 / 2007$
(in thousand pesos)

Operational results - (loss) income
Financial and holding results - (loss)
Other income and expenses, net - income (loss)

## Subtotal - (loss) income

Income tax and alternative minimum income tax - loss
(Loss) income from continuing operations
Income from discontinued operations
Minority interest in subsidiary companies loss
Net loss for the year

| $(30,948)$ | 10,996 | $(2,443)$ | $(51,948)$ | $(3,352)$ |
| ---: | ---: | ---: | ---: | ---: |
| $(2,240)$ | $(14,377)$ | $(66,270)$ | $(14,266)$ | $(10,321)$ |
|  |  |  |  |  |
| 810 | 4,010 | 1,417 | $(648)$ | $(441)$ |
| $\mathbf{( 3 2 , 3 7 8})$ | $\mathbf{6 2 9}$ | $\mathbf{( 6 7 , 2 9 6 )}$ | $\mathbf{( 6 6 , 8 6 2 )}$ | $\mathbf{( 1 4 , 1 1 4 )}$ |


| $(9,280)$ | $(5,736)$ | $(1,697)$ | $(3,439)$ | $(3,737)$ |
| ---: | ---: | ---: | ---: | ---: |
| $(41,658)$ | 5,107 | $(68,993)$ | $(70,301)$ | $(17,851)$ |


| $(1)$ | $(1)$ | $(1)$ | $(1)$ | $(1)$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{( 4 1 , 6 5 9 )}$ | $\mathbf{( 4 , 3 7 7 )}$ | $\mathbf{( 6 8 , 9 9 4})$ | $\mathbf{( 7 0 , 3 0 2 )}$ | $\mathbf{( 1 7 , 8 5 2 )}$ |

## 4. PRODUCTION AND SALES VOLUME (*)

|  | ACCUMULATED SALES |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{0 3 / 3 1 / 2 0 1 1}$ | $\mathbf{0 3 / 3 1 / 2 0 1 0}$ | $\mathbf{0 3 / 3 1 / 2 0 0 9}$ | $\mathbf{0 3 / 3 1 / 2 0 0 8}$ | $\mathbf{0 3 / 3 1 / 2 0 0 7}$ |
|  | (in thousand liters of milk) |  |  |  |  |
| Domestic market | 350,732 | 319,189 | 294,160 | 339,299 | 316,685 |
| Foreign market | 58,138 | 35,395 | 60,770 | 24,858 | 80,534 |
| Total | $\mathbf{4 0 8 , 8 7 0}$ | $\mathbf{3 5 4 , 5 8 4}$ | $\mathbf{3 5 4 , 9 3 0}$ | $\mathbf{3 6 4 , 1 5 7}$ | $\mathbf{3 9 7 , 2 1 9}$ |

The production volumes are similar to sales volumes due to the perishable nature of marketed products.

## 5. RATIOS

|  | $\mathbf{0 3 / 3 1 / 2 0 1 1}$ | $\mathbf{0 3 / 3 1 / 2 0 1 0}$ | $\mathbf{0 3 / 3 1 / 2 0 0 9}$ | $\mathbf{0 3 / 3 1 / 2 0 0 8}$ | $\mathbf{0 3 / 3 1 / 2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Current assets to current liabilities | 1.51 | 1.44 | 1.17 | 1.45 | 1.88 |
| Shareholders' equity to total <br> liabilities | 0.28 | 0.25 | 0.18 | 0.47 | 0.65 |
| Non-current assets to total assets | 0.43 | 0.49 | 0.58 | 0.62 | 0.68 |

6. OUTLOOK (*)

Our growth policy (mainly in the cheese segment) will be continued. The increased availability of raw milk will provide us the raw milk needed for such purposes, although at the same time (and assuming that the trend seen over the last weeks does not change) could have a negative impact on the consumers market, increasing the supply and eventually depressing sales prices.

Within this scenario, we are starting with some new capital expenditures to improve our operating efficiency and production capacity for certain product lines.

Our optimistic forecast for 2011 has not changed. We believe that in the rest of the year the relationship between prices and costs will return to the situation of 2010, with results (in general terms) in line with those of such year.

## 7. CURRENT STATUS IN THE FULFILLMENT OF THE INTERNATIONAL FINANCIAL REPORTING STANDARDS (‘IFRS') IMPLEMENTATION PLAN (*)

As a result of the monitoring of the specific IFRS implementation plan, the Board of Directors is not aware of any circumstance that requires modifications to the plan or that indicates an eventual deviation from the established objectives and dates. See Note 12 to the consolidated financial statements.

## 8. CALCULATION OF THE EBITDA OF THE FIRST THREE MONTHS OF 2011 (*)

A calculation of EBITDA for the three-month period from January 1, 2011 to March 31, 2011 and the twelve month period from April 1, 2010 to March 31, 2011 (according to its definition under the terms of the agreement of the debt refinancing of May 2010) ("Contractual (1) (2) EBITDA") has been included below. This calculation is presented only to be used as guidance by holders and any other interested parties. The calculation, which is stated in thousands of pesos, should be considered an estimate subject to adjustments and not to be an indication, either explicit or implicit, of the Contractual EBITDA amount for the future.

|  |  | March 31, 2011 |  | March 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3 months period (January 1 to March 31, 2011 |  | 12 months period (April 1, 2010 to March 31, 2011 |  |
| 1 | Net income |  | $(41,659)$ |  | 101,476 |
| 2 | Income tax |  | 9,280 |  | 20,333 |
| 3 | Amortization <br> Amortization of intangible assets |  | 207 |  | 553 |
| 4 | Depreciation <br> Depreciation of property, plant and equipment Amortization of other investments | $\begin{array}{r} 19,578 \\ 1 \end{array}$ | 19,579 | $\begin{array}{r} 76,597 \\ 37 \end{array}$ | 76,634 |
| 5 | Fixed charges <br> Interest generated by liabilities <br> Secured debt payments by the Company Payment of dividends on preferred stock | 23,721 | 23,721 | 78,405 | 78,405 |
| 6 | All exchange differences <br> All holding results <br> All inflation adjustement <br> Other non-cash items: <br> Net adjustment to present value of debt | $\begin{array}{r} 12,685 \\ (39,266) \\ \\ 7,052 \end{array}$ | $(19,529)$ | $\begin{array}{r} 23,589 \\ (89,604) \\ 31,623 \end{array}$ | $(34,392)$ |
| 7 | Extraordinary item |  |  |  | $(91,179)$ |
| 8 | Minority interest |  | 1 |  | 1 |
| 9 | Other charges which have not and will not imply a cash movement |  | 43,209 |  | 102,127 |
|  | Cost of sales - holding results | 39,266 |  | 89,604 |  |
|  | Supplies consumption | 3,421 |  | 12,009 |  |
|  | Reversal of impairment valuation allowance for other assets <br> Write-off of spare parts | $\begin{gathered} (4) \\ 526 \end{gathered}$ |  | $\begin{array}{r} (353) \\ 867 \end{array}$ |  |
|  | Total EBITDA contractual |  | 34,809 |  | 253,958 |

(1) Contractual EBITDA may differ from the EBITDA or Adjusted EBITDA, all being measures that the Company may present in other documents and that shows additional information about its ability to pay its debt, but that do not arise from professional accounting standards. No form of EBITDA should be considered in isolation or as a substitute of other measures of financial performance or liquidity or as a substitution of measures arising from professional accounting standards. We believe that EBITDA is a measure commonly reported and widely used by investors and other interested parties in the industry as a measure of a company's operating performance and debt servicing ability because it assists in comparing performance on a consistent basis without computing depreciation and amortization charges, among others. However, Contractual, Adjusted EBITDA or similar measures may not be comparable in all instances to other similar types of measures used by other companies.
(2) Contractual EBITDA amounts presented above are based on historical transactions of the Company for the above mentioned periods in each case, and do not constitute estimations or provisions for the amounts that could be achieved in the future. The Company does not undertake responsibility for possible differences which could exist.
(*) Information not reviewed by the Auditors.
Buenos Aires, May 10, 2011

## MASTELLONE HERMANOS SOCIEDAD ANÓNIMA

CONSOLIDATED BALANCE SHEET AT MARCH 31, 2011
(compared with the related figures at December 31, 2010)
(in thousands of Argentine pesos)

| March <br> $\mathbf{3 1 , 2 0 1 1}$ |  | December <br> $\mathbf{3 1 , 2 0 1 0}$ |
| ---: | :--- | ---: |
|  |  |  |
| 105,571 |  | 39,907 |
| 4,013 |  | 2,110 |
| 491,347 |  | 469,862 |
| 69,259 |  | 91,755 |
| 564,501 |  | 584,311 |
| 201 |  | 197 |
| $\mathbf{1 , 2 3 4 , 8 9 2}$ |  | $\mathbf{1 , 1 8 8 , 1 4 2}$ |

## NON-CURRENT ASSETS

| Other receivables, net (Notes 3 b) and 7) | 71,272 | 70,392 |
| :--- | ---: | ---: |
| Investments | 10,439 | 10,440 |
| Spare parts and supplies (Note 3 d) | 46,295 | 41,720 |
| Property, plant and equipment, net (Notes 3 e) and 7) | 814,077 | 820,228 |
| Intangible assets, net | 4,113 | 4,320 |
| Other non-current assets | 10 | 10 |
| $\quad$ Subtotal | $\mathbf{9 4 6 , 2 0 6}$ | $\mathbf{9 4 7 , 1 1 0}$ |
| Goodwill (Note 2.c) 10) | 3,121 | 3,121 |
| $\quad$ Total Non-Current Assets | $\mathbf{9 4 9 , 3 2 7}$ | $\mathbf{9 5 0 , 2 3 1}$ |
| $\quad$ TOTAL | $\mathbf{2 , 1 8 4 , 2 1 9}$ | $\mathbf{2 , 1 3 8 , 3 7 3}$ |

## LIABILITIES, MINORITY INTEREST AND

## SHAREHOLDERS' EQUITY

## CURRENT LIABILITIES

Accounts payable (Note 3 f )
Loans (Notes 3 g), 5 and 7)
Taxes, accrual for tax relief and others (Note 3 h)
Accrued salaries, wages, payroll taxes and others (Note 3 i)
Accrued litigation and other expenses (Note 3 j )

## Total Current Liabilities

## NON-CURRENT LIABILITIES

Accounts payable

| 5 | 22 |  |
| ---: | ---: | ---: |
| 787,104 | 759,801 |  |
| 81,451 | 85,712 |  |
| 7,004 | 7,868 |  |
| 20,600 |  | 20,266 |
|  | $\mathbf{8 9 6 , 1 6 4}$ | $\mathbf{8 7 3 , 6 6 9}$ |
|  |  | $\mathbf{1 , 6 2 4 , 9 7 3}$ |
| $\mathbf{1 , 7 1 2 , 4 7 8}$ |  | $\mathbf{1}$ |
| $\mathbf{4 7 1 , 7 4 0}$ |  | $\mathbf{5 1 3 , 3 9 9}$ |
| $\mathbf{2 , 1 8 4 , 2 1 9}$ | $\mathbf{2 , 1 3 8 , 3 7 3}$ |  |

The accompanying Notes are an integral part of these consolidated financial statements.

## MASTELLONE HERMANOS SOCIEDAD ANÓNIMA

## CONSOLIDATED STATEMENT OF OPERATIONS FOR THE

THREE-MONTH PERIOD ENDED MARCH 31, 2011 (compared with
the related figures for the three-month period ended March 31, 2010)
(in thousands of Argentine pesos)

|  | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 1} \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \text { 31, } 2010 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Net sales (Note 3 k ) | 1,285,640 | 917,652 |
| Cost of sales (Note 31 ) | $(1,016,965)$ | $(694,450)$ |
| Gross income | 268,675 | 223,202 |
| Expenses: |  |  |
| Selling (Note 3 m ) | $(251,119)$ | $(182,435)$ |
| General and administrative (Note 3 m ) | $(47,823)$ | $(29,213)$ |
| Other (Note 3 m ) | (681) | (558) |
| Subtotal | $(30,948)$ | 10,996 |
| Interest expense | $(23,721)$ | $(18,673)$ |
| Interest income | 1,952 | 1,848 |
| Holding results, foreign exchange gain (loss), net, and other financial results (including charges due to adjustments to present value) | 19,529 | 2,448 |
| Other income (expenses), net (Note 3 n ) | 810 | 4,010 |
| (Loss) income before taxes, discontinued operations and minority interest | $(32,378)$ | 629 |
| Income tax and alternative minimum income tax (Note 3 o) | $(9,280)$ | $(5,736)$ |
| Net loss from continuing operations | $(41,658)$ | $(5,107)$ |
| Income from discontinued operations before income taxes (Note 11 b ) |  | 1,225 |
| Income tax (Note 3 o) |  | (494) |
| Net income from discontinued operations | - | 731 |
| Minority interest | (1) | (1) |
| NET LOSS FOR THE PERIOD | $(41,659)$ | $(4,377)$ |
| Loss per common share | (0.09) | (0.01) |

The accompanying Notes are an integral part of these consolidated financial statements.

## MASTELLONE HERMANOS SOCIEDAD ANÓNIMA CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY FOR THE THREE-MONTH PERIOD ENDED MARCH 31, 2011 <br> (compared with the related figures for the three-month period ended March 31, 2010) (in thousands of Argentine pesos)

|  | March 31, 2011 |  |  |  | $\begin{array}{r} \text { March } \\ \mathbf{3 1 , 2 0 1 0} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' contributions | Retained earnings |  | Total | Total |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Legal reserve | Accumulated earnings (losses) |  |  |
| Balance at beginning of year | 457,547 |  | 55,852 | 513,399 | 374,641 |
| Resolution of General Ordinary and |  |  |  |  |  |
| Extraordinary Shareholders' |  |  |  |  |  |
| Meeting held on March 31, 2011: |  |  |  |  |  |
| Appropriation to legal reserve (Note 6) |  | 15,273 | $(15,273)$ |  |  |
| Net loss for the period |  |  | $(41,659)$ | $(41,659)$ | $(4,377)$ |
| Balance at end of period | 457,547 | 15,273 | $(1,080)$ | 471,740 | 370,264 |

The accompanying Notes are an integral part of these consolidated financial statements.

## MASTELLONE HERMANOS SOCIEDAD ANÓNIMA

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE
THREE-MONTH PERIOD ENDED MARCH 31, 2011
(compared with the related figures for the three-month period ended March 31, 2010)
(in thousands of Argentine pesos)

|  | $\begin{gathered} \text { March } \\ \text { 31, } 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 0} \end{gathered}$ |
| :---: | :---: | :---: |
| CAUSES OF CHANGES IN CASH AND CASH EQUIVALENTS Cash flows from operating activities. |  |  |
| Cash flows from operating activities: |  |  |
| Net loss for the period | $(41,659)$ | $(4,377)$ |
| Adjustments to reconcile net loss for the period to net cash provided by operating activities: |  |  |
| Interest expense | 23,721 | 18,673 |
| Income tax and alternative minimum income tax accrued | 9,280 | 6,230 |
| Depreciation of property, plant and equipment | 19,578 | 18,818 |
| Supplies consumption | 3,421 | 2,611 |
| Additions to provision for doubtful accounts, sale rebates, other assets, litigation and contingencies (net of reversals) | 3,372 | 1,111 |
| Depreciation of other investments | 1 | 2 |
| Amortization of intangible assets | 207 | 93 |
| Write-off of spare parts | 526 | 331 |
| Financial and holding results, net | 25,046 | 22,973 |
| Gain on sale of property, plant and equipment | (435) | (407) |
| Payments of income tax and alternative minimum income tax | $(5,948)$ | $(4,796)$ |
| Net change in working capital and other components (Note 2.c) 19) | 9,576 | 27,545 |
| Net cash provided by operating activities | 46,686 | 88,807 |
| Cash flows from investing activities: |  |  |
| Purchase of property, plant and equipment | $(13,571)$ | $(5,957)$ |
| Purchase of intangible assets |  | (66) |
| Increase of investments | $(1,903)$ |  |
| Proceeds from sale of property, plant and equipment | 579 | 417 |
| Net cash used in investing activities | $(14,895)$ | $(5,606)$ |
| Cash flows from financing activities: |  |  |
| Net variation in loans | 35,484 | 30,120 |
| Payments of interests | $(1,611)$ | $(2,361)$ |
| Net cash provided by financing activities | 33,873 | 27,759 |
| Increase in cash and cash equivalents | 65,664 | 110,960 |
| Cash and cash equivalents at beginning of year | 39,907 | 48,425 |
| Cash and cash equivalents at end of period | 105,571 | 159,385 |

The accompanying Notes are an integral part of these consolidated financial statements.

## MASTELLONE HERMANOS SOCIEDAD ANÓNIMA NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(in thousands of Argentine pesos)

## NOTE 1 - THE COMPANY - OPERATIONS AND MAJOR CUSTOMERS

Mastellone Hermanos Sociedad Anónima, together with its consolidated subsidiaries (the "Company"), is the Argentina's leading processor and manufacturer of fresh consumption dairy products.

Its sales are concentrated in the Buenos Aires metropolitan area, Argentina's largest market for such products, but the Company's operations mostly cover every significant market throughout the rest of the country.

The Company also exports dairy products (mainly powdered milk) and provides a number of services (including raw milk procurement and industrial services) to Danone Argentina S.A. (Danone) under long-term agreements (see Note 9).

No single customer accounts for in excess of $10 \%$ of the Company's net sales.
The Company's sales by distribution channels were as follows:

| 硣 | $\begin{array}{r} \text { March } \\ \mathbf{3 1 , 2 0 1 1} \\ \hline \end{array}$ | $\begin{array}{r} \text { March } \\ \mathbf{3 1 , 2 0 1 0} \end{array}$ |
| :---: | :---: | :---: |
| Domestic sales: |  |  |
| Traditional retailers and supermarkets | 948,448 | 727,960 |
| Government and commercial bids | 96,485 | 62,956 |
| Other | 58,933 | 9,134 |
| Services | 39,650 | 19,886 |
| Export / Foreign | 142,124 | 97,716 |
| Total | 1,285,640 | 917,652 |

## NOTE 2 - ACCOUNTING POLICIES

## a) Consolidated financial statements

The accompanying consolidated financial statements have been prepared in accordance with generally accepted accounting principles in force in Argentina ("Argentine GAAP") applicable to consolidated financial statements.

Certain accounting practices applied by the Company that are in accordance with Argentine GAAP do not conform to Generally Accepted Accounting Principles in the United States ("US GAAP"). The format and certain disclosures included in these consolidated financial statements have been adapted to have a closer appearance to financial statements usually presented in the United States.

The consolidated financial statements include the accounts of the Company and its majority owned subsidiaries. All material intercompany accounts and transactions have been eliminated in the consolidation.

The accounts of the following companies were included in consolidation:

| Company | \% of holding |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 1} \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } \\ \mathbf{3 1 , 2 0 1 0} \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 0} \end{gathered}$ |
| Con-Ser S.A. (1) | 100.00 | 100.00 |  |
| Frigorífico Rydhans S.A. (2) |  |  | 100.00 |
| Leitesol I.C.S.A. (3) | 100.00 | 100.00 | 100.00 |
| Marca 4 S.A. | 99.99 | 99.99 | 99.99 |
| Marca 5 Asesores en Seguros S.A. | 99.99 | 99.99 | 99.99 |
| Mastellone Hermanos do Brasil Comercial e |  |  |  |
| Industrial e Ltda (dormant) | 100.00 | 100.00 | 100.00 |
| Mastellone San Luis S.A. | 99.99 | 100.00 | 100.00 |
| Promas S.A. | 100.00 | 100.00 | 100.00 |
| Puraláctea S.A. | 100.00 | 100.00 | 100.00 |
| Transporte Lusarreta Hermanos S.A. (4) | 100.00 | 100.00 |  |

(1) Company acquired in the year 2010. See note 11 a).
(2) Company sold in the year 2010. See note 11 b).
(3) Leitesol I.C.S.A. is a Brazilian subsidiary of Mastellone Hermanos Sociedad Anónima. It is an integrated subsidiary, with no independent cash flow, trading exclusively Company's products in the Brazilian market. The re-measurement of the financial statements of Leitesol I.C.S.A. from foreign currency to local currency was credited or charged to the consolidated statements of operations.
(4) Transporte Lusarreta Hermanos S.A. is an indirect subsidiary company because it is controlled by Con- Ser S.A..

## b) Revenue recognition

The Company and its foreign subsidiary recognize revenue from product sales when a product has been delivered and risk of loss has passed to the customer, collection of the resulting receivable is probable, persuasive evidence of an arrangement exists, and the price is fixed or determinable. Delivery occurs, in the case of product sales to domestic customers, when products are received by or physically transferred to the custody of the customers, generally at their respective warehouses as the term of such shipments is usually FOB Destination. In the case of product sales to customers outside Argentina, delivery occurs after the Company has completed customs shipment procedures domestically and has transferred custody of the product to buyer's transportation carrier as the term of such shipments is usually FOB Shipping Point. The Company records cash discounts and volume rebates at the time the related revenue from product sale is recognized. Such discounts are reported as reduction from the related revenue from product sale. It also maintains allowance for doubtful accounts based on customer collection history and for trade discounts and sales returns based on historical experience.

The Company recognizes service revenues as follows: (i) production of specific products on behalf of other companies ("façon" agreements) - when a customer picks up the product produced from the Company's manufacturing facilities; (ii) procurement of raw milk for Danone- when the Company delivers the raw milk it procured to the manufacturing facility of Danone; and (iii) provision of marketing and other administrative services to Logística La Serenísima Sociedad Anónima - over the agreed service period.

## c) Valuation criteria

1) Accounting principles

The Company applies the valuation and presentation criteria established by Technical Resolutions $\mathrm{N}^{\circ} 8,9,16,17,18,21,22$ and 23 and Interpretations $\mathrm{N}^{\circ} 1$ to 4, if applicable, taking into consideration versions in force as of March 31, 2011, approved by the Argentine Federation of Professional Councils in Economic Sciences ("F.A.C.P.C.E."), with certain modifications introduced by the Argentine National Securities Commission (Comisión Nacional de Valores or CNV).

In the case of non-monetary assets added before March 1, 2003, costs were restated to reflect the effects of inflation as of February 28, 2003 (according to Technical Resolution $\mathrm{N}^{\circ} 6$ issued by the F.A.C.P.C.E., in force from January 2002 through the above mentioned date).
2) Monetary items - Cash, cash equivalents, receivables and liabilities stated in Argentine pesos, have been valued at their nominal values plus accrued interest as of the end of the period or year, when applicable.

Non-interest earning or bearing receivables and payables have been valued at their present value.
3) Foreign currency denominated assets and liabilities - Foreign currency denominated assets and liabilities have been stated at the closing exchange rate plus accrued interest as of the end of the end of the period or year, when applicable. On March 6, 2002, the Professional Council in Economic Sciences of the City of Buenos Aires issued Resolution MD $\mathrm{N}^{\circ} 3 / 2002$ that mandated the capitalization of exchange differences arising from foreign currency denominated liabilities used to finance, directly, the acquisition, production or construction of an asset. Resolution MD N ${ }^{\circ}$ $3 / 2002$ included also an option to capitalize exchange differences in other assets financed indirectly with foreign currency denominated liabilities. The Company adopted such optional treatment for the acquisition or construction of property, plant and equipment indirectly financed in foreign currencies (see point 7 below).

Resolution CD $\mathrm{N}^{\circ} 87 / 2003$ issued by the Professional Council in Economic Sciences of the City of Buenos Aires and effective July 28, 2003, superseded Resolution MD $\mathrm{N}^{\circ} 3 / 2002$, so that the Company capitalized exchange differences generated up to the abovementioned date, which are currently part of the assets' cost, net of the corresponding depreciation.

Foreign currency denominated receivables and payables, non-interest earning or bearing, have been valued at their present value.
4) Inventories

- Finished goods - These are stated at the current replacement cost at the end of the period or year, as applicable, net of those expenses related to production inefficiencies or idle capacity of plants, if any. Such expenses are recognized in earnings under caption "Other", included in operating expenses in the consolidated statement of operations.
- Raw materials, packaging materials, and work in progress - These are valued at their current replacement cost at the end of the period or year, as applicable, or at price of last purchases, which does not materially differ from the estimated replacement cost. Inventories write-offs are directly charged to the consolidated statement of operations.

The value of inventories thus determined does not exceed their estimated recoverable value (which is net realizable value, meaning net selling price less direct selling expenses).
5) Spare parts and supplies

These are stated at acquisition or current replacement cost at the end of the period or year, or, when applicable, at price of last purchases, which does not materially differ from the estimated replacement cost.

The value of spare parts and supplies does not exceed their estimated recoverable value.
6) Current and non-current investments

Current investments correspond to private bonds with no quotation valued at cost plus interest accrued.

Non current investments mainly consist of certain properties and an aircraft (valued at cost as restated to reflect the effects of inflation, net of accumulated depreciation) and investments in other companies valued at cost.
7) Property, plant and equipment

- Original value:
- Property, plant and equipment - These assets are valued at cost as restated to reflect the effects of inflation. Construction in progress includes interest capitalized during the construction period related to loans obtained to finance these constructions, also as restated to reflect the effects of inflation.

In the case of plantations and assets allocated to the agricultural activity, since it was not possible to obtain the replacement cost of plantations, these are valued at cost as restated to reflect the effects of inflation, and have been depreciated since the start-up of the project, occurred in January 2008. The balance includes development costs for the plantation, as well as the
capitalization of interest and exchange differences related to loans obtained to finance the aforementioned plantations.

- Capitalization of exchange losses - As discussed in point 3) above, exchange losses generated until July 27, 2003 arising from the direct or indirect financing for the acquisition, construction or installation of property, plant and equipment, were capitalized as part of the cost of such assets, net of the effect of restating the historical costs to reflect the effects of inflation.
- Depreciation - Depreciation is calculated using the straight-line method on the restated balances of the assets.

Rates applicable are as follows
Land and buildings
Machinery and equipment, containers and tools
Fittings, laboratory equipment and furniture
Vehicles
Olive plantations
Drillings
Buildings improvements

| $\%$ |
| :---: |
| $2,2.5,2.86$ and 4 |
| $5,10,20$ and 33 |
| 5,10 and 25 |
| 20 |
| 2 |
| 5 |
| 3,4 and 20 |

The Company has estimated that the amount recorded under caption "Property, Plant and Equipment, net" corresponding to Mastellone Hermanos S.A. will be recoverable, based on projections for the average term of the useful life of such assets.
8) Intangible assets

- Original value - These are carried at cost as restated to reflect the effects of inflation.
- Amortization - It was computed on a straight-line basis, over its estimated useful life. It is computed on the restated cost of the assets.

The value of intangible assets thus determined does not exceed their estimated recoverable value.

## 9) Other assets

These consist of property and equipment (all included in the dairy products segment) withdrew from production and held for sale and are valued at their net realizable value (that is, fair market value less selling expenses) at the end of the period or year, as applicable. These assets are not depreciated.

Loss related to the write-down to fair value less selling expenses is included under caption "Other income (expenses), net".

## 10) Goodwill

In accordance with the purchase method described in Technical Resolution $\mathrm{N}^{\circ} 21$ of the F.A.C.P.C.E., in fiscal year 2010, the Company allocated the purchase price of Con-Ser S.A. shares at the date of acquisition (See Note 11 a). Assets identified and liabilities of Con-Ser S.A. were respectively measured at their fair value and cancellation cost at the date of acquisition. As a consequence of such allocation, the value of the Con-Ser S.A.'s net assets was higher than the book value of Con-Ser S.A. in 30,266 (amount net of the deferred tax effect). The goodwill value, that is, the difference between the purchase price and the allocation value of the net assets, amounted to 3,121 . This business is closely related to the Company's, and so, the goodwill has an indefinite useful life and consequently, it is not amortized.

The value of goodwill thus determined does not exceed its estimated recoverable value.
11) Loans other than restructured financial debt:

These are stated at nominal value of the principal plus interest accrued at the end of the period or year, as applicable. Senior Notes Series E - final due 2013 are shown net of commissions and expenses related to the issuance.

## 12) Financial debt restructured (See note 5)

Argentine accounting standards establish that when a debt instrument is exchanged by another one with "substantially different" terms, according to quantitative criteria set in such standards (in the case of the financial debt restructured in 2004, there was a remission of principal, changes in the interest rates and modifications in the maturity dates, and in the case of the financial debt restructured in 2010, there were changes in the interest rates and modifications in the maturity dates), it is considered an extinguishment of the original debt, with the original debt instrument derecognized in the consolidated balance sheet. The new debt is initially recorded based on the best estimate of the present value of the future cash flows that are to be paid (including interest) under the terms of the new debt instrument, discounted at a rate commensurate with the risks of the debt instrument, and time value of money. The financial debt restructured in 2010 and 2004 was measured considering the principal plus interests accrued as of the end of each year, net of the adjustment to present value, in accordance with the abovementioned accounting standard. Interest rate of $14 \%$ per annum was used to determine the present value of the future cash flows of the debt restructured in 2010.

## 13) Shareholders' equity accounts

Capital stock and legal reserve have been stated at their historical nominal value. Retained earnings (losses) have been restated to reflect the effects of inflation.
13) Holding results, foreign exchange (loss) gain, net, and other financial results

These consist of the difference between the carrying value of inventories and their historical cost, the gain or losses on foreign currency transactions, and charges due to adjustments to present value.

## 14) Advertisement expense

All advertisement costs are expensed as incurred.

## 15) Income taxes

The income tax amounts shown in the consolidated statements of operations were accrued by each of the consolidated entities. Deferred tax assets and liabilities are recognized for the future tax effects of temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Future tax benefits of tax loss carry-forwards are also recognized as deferred tax assets. Deferred tax assets are reduced by a valuation allowance to the extent the Company concludes that, more likely than not, these assets will not be realized. Deferred tax assets and liabilities are measured using enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled. The effect on deferred taxes of a change in tax rates is recognized in income in the period that the change is enacted. Based on projections, a valuation allowance has been recorded to reduce the deferred tax assets of the Company and most of its subsidiaries, since the realization of these assets is uncertain.

The statutory income tax rate for the period ended March 31, 2011 was $35 \%$.
The Company, in accordance with the accounting principles in force during past fiscal years in the jurisdiction of the City of Buenos Aires (Resolution CD N ${ }^{\circ}$ 87/03 issued by the Professional Council in Economic Sciences of the City of Buenos Aires - C.P.C.E.C.A.B.A.), and the accounting principles in force since January 1, 2006 (Resolution CD N ${ }^{\circ} 93 / 05$ issued by C.P.C.E.C.A.B.A.), considers as a permanent difference the residual value of the restatement of property, plant and equipment balances to reflect the impact of inflation, recorded from January 2002 through February 2003, for deferred taxation purposes. Therefore, following General Resolution N ${ }^{\circ} 487 / 06$ of the National Securities Commission (CNV), the Company informs that, had it chosen to consider as a temporary difference the restatement of property, plant and equipment balances to reflect the impact of inflation, a deferred tax liability of 130,472 would have been recognized as of March 31, 2011, with a credit to earnings of the period then ended due to income tax of 3,007 and a charge to Accumulated Losses of 133,479 as of December 31, 2010. Furthermore, had the Company chosen the abovementioned criteria, it would record a lesser charge due to income tax for the following fiscal years (due to the reversal of the deferred tax liability), as compared to the charge it will record by following the criteria used as at present date, which would have been recorded in an average estimated term of 12 years.
17) Income (loss) per common share

It has been computed on the basis of the average number of 457,547,269 shares as of March 31, 2011 and 2010 and broken-down between amounts. There is no EPS dilution, as there is no preferred stock or convertible-bonds issued.

## 18) Segment information

It is presented in Note 13 with the information required by Argentine GAAP.

## 19) Cash flow information

Detail of the net change in working capital and other components is as follows:

|  | March |  | March |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1 , 2 0 1 1}$ |  | $\mathbf{3 1 , 2 0 1 0}$ |
| Trade accounts receivable | $(23,907)$ |  | 10,285 |
| Other receivables | 17,733 |  | $(1,596)$ |
| Inventories | 19,810 |  | 26,715 |
| Spare parts and supplies | $(8,522)$ |  | $(2,061)$ |
| Accounts payable | 24,046 | $(8,453)$ |  |
| Taxes, accrual for tax relief and other | 2,037 | 10,135 |  |
| Accrued salaries, wages, payroll taxes and other | $(21,435)$ | $(7,052)$ |  |
| Accrued litigation and other expenses | $(186)$ | $(428)$ |  |
| $\quad$ Total |  | $\mathbf{9 , 5 7 6}$ | $\mathbf{2 7 , 5 4 5}$ |

20) Use of estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## 21) Contingencies

The Company and its subsidiaries are parties to various legal and administrative actions arising in the course of their businesses. Although the amount of any liability that could arise with respect to such actions cannot be determined with certainty, in the opinion of the Company, such actions will not, individually or in the aggregate, have a material effect on the Company's consolidated financial position or results of operations.

## 22) Risk management

The Company currently operates principally in Argentina. The Company's financial performance is affected by inflation, exchange rates and regulations, price controls, interest rates, changes in governmental economic policy, taxation and political, economic or other developments in or affecting Argentina. The majority of the

Company's assets are either non-monetary or denominated in Argentine pesos, and the majority of its liabilities are denominated in U.S. dollars (see Note 5).

The Company does not have any unsettled forward agreement at period end.
23) Labor agreements

As per country regulations most of labor force is subject to collective bargaining agreements.

## NOTE 3 - BREAKDOWN OF MAIN ACCOUNTS

|  | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 1} \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } \\ \mathbf{3 1 , 2 0 1 0} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| a) Trade accounts receivable, net - Current |  |  |
| Third parties (domestic) (Note 7) | 357,884 | 299,633 |
| Logística La Serenísima S.A. and Danone Argentina S.A. (Note 4) | 134,459 | 166,297 |
| Other related parties (domestic - Note 4) | 196 | 180 |
| Third parties (foreign) and tax incentives on exports | 12,190 | 18,802 |
| Subtotal | 504,729 | 484,912 |
| Allowance for doubtful accounts | $(10,151)$ | $(9,409)$ |
| Allowance for trade discounts and volume rebates | $(3,231)$ | $(5,641)$ |
| Total | 491,347 | 469,862 |
| The movement of the allowance for doubtful accounts is as follows: |  |  |
| Balance at the beginning of the year | 9,409 | 6,267 |
| Acquisition of subsidiary |  | 1,245 |
| Decrease due to sale of subsidiary company |  | (72) |
| Additions | 397 | 1,723 |
| Transfers | 247 | 150 |
| Write-offs |  | (48) |
| Re-measurement of foreign subsidiaries allowances | 98 | 144 |
| Balance at the end of the period / year | 10,151 | 9,409 |
| The movement of allowance for trade discounts and volume rebates is as follows: |  |  |
| Balance at the beginning of the year | 5,641 | 3,144 |
| Decrease due to sale of subsidiary company |  | (47) |
| Additions | 2,347 | 5,206 |
| Actual trade discounts and volume rebates granted | $(4,757)$ | $(2,662)$ |
| Balance at the end of the period / year | 3,231 | 5,641 |


|  | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 1} \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } \\ \mathbf{3 1 , 2 0 1 0} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| b) Other receivables, net |  |  |
| Current |  |  |
| Net value added tax | 28,569 | 50,731 |
| Turnover tax credit | 3,237 | 4,933 |
| Income tax receivable | 2,001 | 1,523 |
| Other tax credits | 7,104 | 7,667 |
| Receivables from sale of non-current investments (Note |  |  |
| Régime for the professionalization of transport | 7,411 | 6,136 |
| Prepaid expenses | 4,346 | 3,810 |
| Related parties (Note 4) |  | 342 |
| Guarantee deposits (Note 7) | 3,996 | 3,906 |
| Advances to suppliers | 1,458 | 1,488 |
| Insurance receivable | 414 | 214 |
| Receivables from customers in receivership and in bankruptcy | 165 | 165 |
| Other | 4,990 | 5,443 |
| Subtotal | 69,892 | 92,376 |
| Allowance for doubtful accounts | (633) | (621) |
| Total | 69,259 | 91,755 |
| Non-current |  |  |
| Alternative minimum income tax and deferred income tax (1) (Note 10) | 172,980 | 150,905 |
| Net value added tax | 23,926 | 24,173 |
| Advances to suppliers | 16,860 | 16,069 |
| Receivables from sale of non-current investments (Note 11 b) | 13,534 | 13,284 |
| Receivables from customers in receivership and in bankruptcy | 7,137 | 7,505 |
| Other tax credits | 1,142 | 1,277 |
| Guarantee deposits (Note 7) | 35 | 35 |
| Other | 1,680 | 2,122 |
| Subtotal | 237,294 | 215,370 |
| Allowance for doubtful accounts | $(6,546)$ | $(7,501)$ |
| Valuation allowance for alternative minimum income tax and deferred income tax | $(159,476)$ | $(137,477)$ |
| Total | 71,272 | 70,392 |

(1) The breakdown of alternative minimum income tax and deferred income tax is as follows:

| March |  |  |
| :---: | :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ |  | December |
|  | $\mathbf{3 1 , 2 0 1 0}$ |  |


| Alternative minimum income tax | 91,744 | 87,914 |
| :--- | ---: | ---: |
| Deferred tax assets |  |  |
| $\quad$ Tax loss carryforwards | 115,894 | 94,402 |
| Allowances, accrual for litigation expenses and |  |  |
| $\quad$ other non-deductible accruals | 12,124 | 12,607 |
| Inventories | 2,363 | 7,916 |
| $\quad$ Subtotal | $\mathbf{2 2 2 , 1 2 5}$ | $\mathbf{2 0 2 , 8 3 9}$ |
| Valuation allowance | $(159,476)$ | $(137,477)$ |
| $\quad$ Subtotal | $\mathbf{6 2 , 6 4 9}$ | $\mathbf{6 5 , 3 6 2}$ |
| Deferred tax liabilities | $(1,338)$ | $(1,664)$ |
| $\quad$ Property, plant and equipment | $(47,807)$ | $(50,270)$ |
| Adjustment to present value | $\mathbf{( 4 9 , 1 4 5 )}$ | $\mathbf{( 5 1 , 9 3 4 )}$ |
| $\quad$ Subtotal | $\mathbf{1 3 , 5 0 4}$ | $\mathbf{1 3 , 4 2 8}$ |
| Total |  |  |

The movement of temporary differences between book carrying amounts and tax basis of assets and liabilities and tax loss carry-forwards is as follows:

|  | Balance at the beginning of the year | Reduction of tax loss carryforwards | Tax loss carryforwards expired in the period / year | Balance of acquired subsidiary | Decrease due to sale of subsidiary company | Charge (credit) for the period / year | Balance at the end of the period / year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Temporary differences between book carrying amounts and tax basis of assets and liabilities | $(45,995)$ |  |  |  |  | $(3,057)$ | $(49,052)$ |
| Tax loss carry-forwards | 94,402 |  |  |  |  | 21,492 | 115,894 |
| Total as of March 31, 2011 | 48,407 |  |  |  |  | 18,435 | 66,842 |
| Temporary differences between book carrying amounts and tax basis of assets and liabilities | $(6,044)$ |  |  | $(15,055)$ | (113) | $(24,783)$ | $(45,995)$ |
| Tax loss carry-forwards | 88,543 | $(6,208)$ | $(1,501)$ | 1,372 |  | 12,196 | 94,402 |
| Total as of December $\text { 31, } 2010$ | 82,499 | $(6,208)$ | $(1,501)$ | $(13,683)$ | (113) | $(12,587)$ | 48,407 |

(1) From such amount, 34,658 is shown under caption "Non-current Other receivables, net" and 14,394 is shown under caption "Non-current Taxes, accrual for tax relief and other".
(2) From such amount, 31,411 is shown under caption "Non-current Other receivables, net" and 14,584 is shown under caption "Non-current Taxes, accrual for tax relief and other".

| March | December |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ |  |
|  |  |

The movement of allowance for doubtful accounts is as follows:

## Current

Balance at the beginning of the year
Balance of acquired subsidiary84
Decrease due to sale of subsidiary company ..... (30)

Additions
12
Write-offs
Balance at the end of the period / year
$633 \longrightarrow 621$

## Non-current

| Balance at the beginning of the year | 7,501 | 6,597 |
| :--- | ---: | ---: |
| Balance of acquired subsidiary | 444 |  |
| Decrease due to sale of subsidiary company | $(67)$ |  |
| (Reversals) additions | $(6)$ | 132 |
| Transfers | $(247)$ | $(150)$ |
| Write-offs | $(870)$ | $(172)$ |
| Re-measurement of foreign subsidiaries allowances | 168 | 717 |
| $\quad$ Balance at the end of the period / year | $\mathbf{6 , 5 4 6}$ | $\mathbf{7 , 5 0 1}$ |

The movement of valuation allowance for alternative minimum income tax and deferred income tax is as follows:

Balance at the beginning of the year
137,477
162,784
Additions (reversals)
21,999
$(15,920)$
Write-offs
Remeasurement of foreign subsidiaries allowances

| 159,476 |
| :--- |
|  |
| 137,477 |

c) Inventories

| Finished goods | 239,646 | 264,871 |
| :--- | ---: | ---: |
| Work in progress | 136,344 | 131,865 |
| Raw materials, packaging, other materials and goods in |  |  |
| transit | 187,076 | 184,980 |
| Advances to suppliers | 1,435 | 2,595 |
| $\quad$ Total | $\mathbf{5 6 4 , 5 0 1}$ | $\mathbf{5 8 4 , 3 1 1}$ |


| March |  |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ |  |
| December |  |
| $\mathbf{3 1 , 2 0 1 0}$ |  |

d) Spare parts and supplies

| Spare parts $(*)$ | 22,624 | 21,770 |
| :---: | ---: | ---: |
| Supplies | 23,671 |  |
|  | $\mathbf{4 6 , 2 9 5}$ |  |

(*) Net of write-off for an amount of 526 as of $03 / 31 / 2011$ and 672 as of $12 / 31 / 2010$ charged to "Cost of sales".
e) Property, plant and equipment, net

| Land and buildings | 287,812 | 287,660 |
| :--- | ---: | ---: |
| Machinery and equipment, containers and tools | 237,455 | 241,847 |
| Fittings, laboratory equipment and furniture | 160,878 | 165,619 |
| Vehicles (*) | 20,148 | 21,416 |
| Olive plantations | 37,378 | 42,483 |
| Drillings | 1,866 | 1,937 |
| Buildings improvements | 25,326 | 21,227 |
| Construction and carobs in progress and other | 41,614 | 37,123 |
| $\quad$ Subtotal | $\mathbf{8 1 2 , 4 7 7}$ | $\mathbf{8 1 9 , 3 1 2}$ |
| Advances to suppliers | 1,600 | 916 |
| $\quad$ Total | $\mathbf{8 1 4 , 0 7 7}$ | $\mathbf{8 2 0 , 2 2 8}$ |

${ }^{(*)}$ Includes vehicles operated by frighters of Con-Ser S.A. (see Note 11 a) and Logistica la Serenísima S.A. amounting to 6,460 as of $03 / 31 / 2011$ and 7,053 as of $12 / 31 / 2010$ (see Note 9 a).

The movement of property, plant and equipment, net is as follows:
Net value at the beginning of the year 820,228 791,933
Balance of acquired subsidiary 57,161
Decrease due to sale of subsidiary company $\quad(9,078)$
Acquisitions 13,571 41,771
Transfers 16,072
Retirement and disposals $\quad(144)$
Depreciation
Balance at the end of the period / year
$\mathbf{8 1 4 , 0 7 7} \mathbf{8 2 0 , 2 2 8}$
f) Accounts payable - Current

| Trade payables | 478,504 | 446,763 |
| :--- | ---: | ---: |
| Logística La Serenísima S.A. and Danone |  |  |
| Argentina S.A. (Note 4) | 76,890 | 84,928 |
| Other related parties (Note 4) | 639 | 279 |
| $\quad$ Total | $\mathbf{5 5 6 , 0 3 3}$ | $\mathbf{5 3 1 , 9 7 0}$ |


| March | December |
| :---: | :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |

g) Loans

## Short-term debt

## Principal:

Senior notes and loan debt:
Senior Notes:

| Senior Notes Series D - final due 2015 | 2,027 | 1,988 |
| :--- | :--- | :--- |
| Senior Notes Series A - due 2018 (1) | 2,027 |  |
|  | 4,054 | 1,988 |

Loan:
Loan debt - tranche A - final due 2015
Non-restructured Collateralized Floating Rate Debt

| $\begin{array}{r} 50 / \\ 93 \end{array}$ | 91 |
| :---: | :---: |
| 7,460 | 8,191 |
| 11,514 | 10,179 |

Other financial debt:
Unsecured debt
2,715 1,674
Unsecured debt - related parties (Note 4)
Secured debt
Subtotal - other financial debt
Total principal
1,083
1,062
Subtotal
Subtotal - Senior Notes and loan debt
$\mathbf{1 1 , 5 1 4} \quad \mathbf{1 0 , 1 7 9}$

54,055
$\begin{array}{r}21,134 \\ \hline\end{array}$
$\mathbf{5 7 , 8 5 3}-\mathbf{2 3 , 8 7 0}$
Accrued interest:
Related parties (Note 4)
Unsecured and secured debt
Total accrued interest
19,745
$\mathbf{1 9 , 7 5 1}$

Total

| $\mathbf{8 9 , 1 1 8} \xrightarrow{34,939}$ |
| :--- |

(1) Corresponds to a pre-payment made after the period end.

March
December
31, 2011 31, 2010

## Long-term debt

## Principal:

Senior Notes and loan debt:
Senior Notes:
Senior Notes Series A, B and C - due 2018
Senior Notes Series D - final due 2015
586,111 576,822
Senior Notes due 2012
38,513 37,772
Senior Notes Series E - final due 2013 (net of commissions and expenses related to the issuance by 4,273 at $03 / 31 / 2011$ and 4,409 at $12 / 31 / 2010$ ) Subtotal
Loan:
Loan debt - tranche A - final due 2015
Loan debt - tranche B - final due 2018
Subtotal
Subtotal - Senior Notes and loan debt
Other financial debt:
Secured debt
Subtotal - other financial debt Total principal

| 5,065 |  |  |
| ---: | ---: | ---: |
|  | $\mathbf{5 2 3 , 0 6 5}$ | 703 |
|  |  | $\mathbf{9 0 3 , 4 2 3}$ |

Adjustment to net present value:
Senior Notes Series A, B and C - due 2018
$(87,072)$
$(91,171)$
Senior Notes Series D - final due 2015
Senior Notes due 2012
Loan debt - tranche A - final due 2015
Loan debt - tranche B - final due 2018
Total adjustment to net present value
Total
$(31,463)$
$(33,352)$
$(8,652)$
$(\mathbf{1 3 6}, 592)$
$\overline{\overline{787,104}} \xlongequal{759,801}$
h) Taxes, accrual for tax relief and other

## Current

| Taxes, rates and contributions (net from advances) | 18,602 | 14,288 |
| :--- | ---: | ---: |
| Tax withholdings | 27,962 | 29,266 |
| Payment plan - Law N ${ }^{\circ}$ 26,476 (Note 11 a) | 5,663 | 2,376 |
| Tax - Law N ${ }^{\circ}$ 23,966 | 3,156 | 2,566 |
| $\quad$ Total | $\underline{\mathbf{5 5 , 3 8 3}}$ | $\mathbf{4 8 , 4 9 6}$ |


| March | December |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |
|  |  |

Non-current

| Accrual for tax relief - Law $\mathrm{N}^{\circ} 22,021$ (Notes 7 and 8) | 22,894 | 22,894 |
| :--- | ---: | ---: |
| Deferred income tax (1) | 14,394 | 14,584 |
| Payment plan - Law N $\mathrm{N}^{\circ} 26,476$ (Note 11 a) | 40,111 | 43,922 |
| Taxes, rates and contributions | 4,052 | 4,312 |
| $\quad$ Total | $\mathbf{8 1 , 4 5 1}$ | $\mathbf{8 5 , 7 1 2}$ |

(1) The breakdown of deferred income tax is as follows:

| Deferred tax liabilities: |  |  |
| :--- | ---: | ---: |
| Property, plant and equipment | 15,987 | 16,180 |
| Inventories | $(306)$ |  |
| Non-deductible allowances | $(1,287)$ |  |
| $\quad$ Total | $\mathbf{1 4 , 3 9 4}$ |  |

i) Accrued salaries, wages, payroll taxes and others - Current

| Payroll and bonus to management | 70,877 | 68,556 |
| :--- | ---: | ---: |
| Social security taxes | 25,417 | 26,209 |
| Advances from customers | 1,886 | 24,358 |
| Related parties (Note 4) | 143 | 8 |
| Other | 8,064 | 7,788 |
| $\quad$ Total | $\underline{\mathbf{1 0 6 , 3 8 7}}$ |  |
|  |  | $\mathbf{1 2 6 , 9 1 9}$ |

j) Accrued litigation and other expenses

Current

| Accrued litigation expenses | 1,469 | 1,365 |  |
| :--- | ---: | ---: | ---: |
| Other accrued expenses | 7,924 <br> $\quad$ Total | $\mathbf{9 , 3 9 3}$ <br>  <br> Non-current | $\mathbf{8 , 9 8 0}$ |
| Accrued litigation expenses |  |  |  |
| Other accrued expenses | 18,724 | 18,375 |  |
| $\quad$ Total | 1,876 | 1,891 |  |
|  |  | $\mathbf{2 0 , 6 0 0}$ | $\mathbf{2 0 , 2 6 6}$ |


| March | December |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |

The movement of accrued litigation and other expenses is as follows:

## Current

$\begin{array}{ll}\text { Balance at the beginning of the year } & 8,980 \\ 6,586\end{array}$
Balance of acquired subsidiary 335
Increases 888
Payments made
$(176) \quad(1,267)$
Re-measurement of foreign subsidiaries allowances
307
525
Transfer from non-current allowance
Balance at the end of the period / year

|  | 1,913 |
| :---: | :---: |
| 9,393 | 8,980 |

## Non-current

Balance at the beginning of the year
20,266 15,579
Balance of acquired subsidiary
Decrease due to sale of subsidiary company
Increases (reversals)
Payments made
626
Transfer to current allowance
Balance at the end of the period / year
(10)

| $(282)$ |
| ---: |
| $\mathbf{2 0 , 6 0 0}$ |
|  |


| March |  | March |
| :---: | :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |  |

k) Net sales

| Product sales | $1,364,318$ | 983,070 |
| :--- | ---: | ---: |
| Services provided | 40,562 | 20,378 |
| Turnover tax | $(37,242)$ | $(25,386)$ |
| Sales discounts and volume rebates | $(58,631)$ | $(42,332)$ |
| Sales returns | $\underline{(23,367)}$ | $(18,078)$ |
| $\quad$ Total | $\underline{\mathbf{1 , 2 8 5 , 6 4 0}}$ | $\mathbf{9 1 7 , 6 5 2}$ |

1) Cost of sales

Cost of goods sold:

| Inventories at the beginning of the year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Finished goods | 264,871 |  | 170,064 |  |
| Work in progress | 131,865 |  | 82,350 |  |
| Raw materials, packaging, other materials and goods in transit | 184,980 | 581,716 | 122,439 | 374,853 |
| Purchases |  | 711,991 |  | 466,599 |
| Production expenses (Note 3 m ) |  | 233,078 |  | 165,891 |
| Write-off of spare parts |  | 526 |  | 331 |
| Holding results generated by inventories |  | 39,266 |  | 25,797 |
| Re-measurement of foreign subsidiaries inventories |  | 2,768 |  | (69) |
| Benefits from industrial promotion |  | $(11,500)$ |  | $(8,670)$ |
| Inventories at the end of the period |  |  |  |  |
| Finished goods | $(239,646)$ |  | $(133,426)$ |  |
| Work in progress | $(136,344)$ |  | $(90,399)$ |  |
| Raw materials, packaging, other materials and goods in transit | $(187,076)$ | $(563,066)$ | $(123,955)$ | $(347,780)$ |
| Subtotal - cost of goods sold |  | 994,779 |  | 676,952 |

## Cost of services rendered:

| Purchases | 2,385 | 2,165 |
| :--- | ---: | ---: |
| Production expenses (Note 3 m ) | $\underline{19,801}$ |  |
| Subtotal - cost of services rendered | $\underline{\mathbf{2 2 , 1 8 6}}$ | $-\quad 15,333$ |
| Total cost of sales | $\underline{\mathbf{1 , 0 1 6 , 9 6 5}}$ | $\underline{\mathbf{6 9 4 , 4 5 0}}$ |

m) Information required by section 64 , sub-section b) of Law $\mathrm{N}^{\circ} 19,550$

|  | March 31, 2011 |  |  |  |  |  | $\begin{gathered} \text { March } \\ \mathbf{3 1 , 2 0 1 0} \\ \hline \text { Total } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Production expenses | Cost of services | Selling expenses | General and administrative expenses | Other expenses |  |
| Remuneration to members of the Board of Directors and members of the statutory Audit Committee | 5,635 |  |  |  | 5,635 |  | 1,600 |
| Fees and compensation for services | 83,858 | 22,281 | 11 | 55,576 | 5,990 |  | 60,609 |
| Payroll, bonus and social security charges | 147,321 | 89,546 | 9,504 | 28,213 | 20,058 |  | 92,274 |
| Depreciation of property, plant and equipment | 19,578 | 14,849 | 2,875 | 1,276 | 578 |  | 18,597 |
| Supplies consumption | 3,421 | 3,421 |  |  |  |  | 2,593 |
| Amortization of intangible assets | 207 |  |  |  |  | 207 | 93 |
| Provision for bad debts | 403 |  |  | 403 |  |  | 443 |
| Freights | 179,952 | 56,050 |  | 123,902 |  |  | 137,462 |
| Maintenance and repair | 13,024 | 11,044 | 599 | 1,303 | 78 |  | 9,309 |
| Office and communication | 642 | 198 |  | 53 | 391 |  | 319 |
| Fuel, gas and energy | 21,542 | 15,855 | 3,342 | 2,333 | 12 |  | 16,414 |
| Vehicles expenses | 2,889 | 1,435 |  | 1,297 | 157 |  | 2,623 |
| Publicity and advertising | 29,685 |  |  | 29,685 |  |  | 22,618 |
| Taxes, rates and contributions | 28,423 | 13,556 | 2,013 | 252 | 12,602 |  | 19,720 |
| Insurance | 4,092 | 2,739 | 6 | 1,121 | 226 |  | 2,557 |
| Travelling | 609 | 95 | 14 | 440 | 60 |  | 356 |
| Export and import | 4,097 |  |  | 4,072 | 25 |  | 1,351 |
| Harvest expenses, supplies and chemicals | 774 | 774 |  |  |  |  | 1,037 |
| Supplies and chemicals | 139 | 139 |  |  |  |  | 4 |
| Miscellaneous | 6,211 | 1,570 | 1,437 | 1,193 | 2,011 |  | 3,451 |
| Idle capacity of plants |  | (474) |  |  |  | 474 |  |
| Total 31/03/2011 | 552,502 | 233,078 | 19,801 | 251,119 | 47,823 | 681 |  |
| Total 31/03/2010 |  | 165,891 | 15,333 | 182,435 | 29,213 | 558 | 393,430 |

                                    March March
                                    31, 2011
                                31,2010
    n) Other income (expenses), net

- Other income
Charges to freighters
1,102
598
Gain on sale of property, plant and equipment 435
Rental income 388
Reversal of valuation allowance for other assets 4
Insurance recovery
2,009
Reversal of provision for litigation and other expenses
1,055
Royalties and licenses

|  | 1,055 |
| :---: | :---: |
| 12 | 2 |
| 175 | 69 |
| 2,116 | 4,712 |

- Other expenses

| Provision for litigation and other expenses | $(626)$ |  |
| :--- | ---: | ---: |
| Donations | $(198)$ | $(93)$ |
| Depreciation of other investments | $(1)$ | $(2)$ |
| Other | $(481)$ | $(607)$ |
| $\quad$ Subtotal | $\mathbf{( 1 , 3 0 6 )}$ | $\mathbf{( 7 0 2 )}$ |
| $\quad$ Total | $\mathbf{8 1 0}$ | $\mathbf{4 , 0 1 0}$ |

o) Income tax and alternative minimum income tax

- Included in (loss) income from continuing operations

Income tax:
Current income tax

$$
\begin{equation*}
(5,716) \tag{2,654}
\end{equation*}
$$

Tax loss carry-forwards for the period
21,492
Net change in temporary differences

## Subtotal

Valuation allowance on alternative minimum income
tax and deferred income tax
Total

| (21,999) |
| :--- |
| $\mathbf{( \mathbf { 9 , 2 8 0 } )}$ |

- Included in income from discontinued operations

> Income tax:
> Current income tax

Net change in temporary differences
Total

The reconciliation of income tax expense to the amount derived by applying the applicable statutory income tax rate to income before income tax and alternative minimum income tax for the period is as follows:

|  | $\begin{gathered} \text { March 31, } \\ 2011 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { March } \\ & \mathbf{3 1 , 2 0 1 0} \end{aligned}$ |
| :---: | :---: | :---: |
| Net (loss) income before income tax and alternative minimum income tax | $(32,379)$ | 1,853 |
| Statutory income tax rate | 35\% | 35\% |
| Income tax at statutory income tax rate | 11,333 | (649) |
| Permanent differences | 1,386 | 2,872 |
| Valuation allowance on alternative minimum income tax and deferred income tax | $(21,999)$ | $(8,453)$ |
| Total | $(9,280)$ | $(6,230)$ |

## NOTE 4 - OUTSTANDING BALANCES AND TRANSACTIONS WITH RELATED PARTIES

In the normal course of business, the Company enters into transactions with affiliated entities. The outstanding balances as of March 31, 2011 and December 31, 2010 with related parties were as follows:

|  | $\begin{gathered} \text { March } \\ \text { 31, } 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } \\ \mathbf{3 1 , 2 0 1 0} \end{gathered}$ |
| :---: | :---: | :---: |
| Trade accounts receivable |  |  |
| Logística La Serenísima S.A. (1) (2) | 58,005 | 54,524 |
| Danone Argentina S.A. (3) (4) | 76,454 | 111,773 |
| Frigorífico Nueva Generación S.A. (5) | 73 | 41 |
| Fideicomiso Formu (6) | 48 | 35 |
| Los Toldos S.A. (5) | 75 | 104 |
| Total | 134,655 | 166,477 |
| Other receivables, net - current |  |  |
| Frigorífico Nueva Generación S.A. (5) |  | 342 |
| Total | - | 342 |
| Accounts payable |  |  |
| Logística La Serenísima S.A. (1) | 64,579 | 60,861 |
| Fideicomiso Formu (6) | 126 |  |
| Danone Argentina S.A. (3) | 12,311 | 24,067 |
| Los Toldos S.A. (5) | 302 | 129 |
| Masleb S.R.L. (5) | 209 | 148 |
| Frigorífico Nueva Generación S.A. (5) | 2 | 2 |
| Total | 77,529 | 85,207 |


| March | December <br> 31, 2011 |
| :---: | :---: |

Short-term borrowings and accrued interest
Juan Rocca S.R.L. (5)

| 1,089 |
| ---: |
| $\mathbf{1 , 0 8 9}$ |

Accrued salaries, wages, payroll taxes and others

Logística La Serenísima S.A. (1)
Danone Argentina S.A. (3)
Total

142

(1) The Company holds $5 \%$ of Logística La Serenísima S.A.'s capital stock, while Danone Argentina S.A. is the parent company.
(2) Includes receivables arising from sales performed by Logística on behalf of Mastellone Hermanos S.A.
(3) Partner in Logística La Serenísima S.A. and both companies share the main trademark "La Serenísima" owned by Mastellone Hermanos S.A.
(4) Includes receivables arising from sales of raw milk purchased on behalf of Danone Argentina S.A.
(5) Company owned by members of Mastellone family.
(6) Trust managed by the Company

Transactions with related parties for the three-month periods ended March 31, 2011 and 2010 were as follows:

| March | March |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |
|  |  |

Sales of goods and services
Afianzar S.G.R. (1)
Danone Argentina S.A. (2) 44,166 24,234
Fideicomiso Formu (3)
103 71
Logística La Serenísima S.A. (4) 4,519 2,108
Los Toldos S.A. (1) 100 53
Frigorífico Nueva Generación S.A. (1) Total

89 7

Purchases of goods and services
Danone Argentina S.A. (2)
Logística La Serenísima S.A. (4)
Los Toldos S.A. (1)
Logística La Serenísima S.A. (4)
61,031
46,613
Masleb S.R.L. (1)
Total

| March | March |
| :---: | :---: |
| $\mathbf{3 1 , 2 0 1 1}$ | $\mathbf{3 1 , 2 0 1 0}$ |

Financial results - interests and exchange differences
Juan Rocca S.R.L. (1)
(29)
(29)

Los Toldos S.A. (1)
Total
(29)

Other income
Logística La Serenísima S.A. (4)
Total

| 459 |
| ---: |
| $\mathbf{4 5 9}$ |

(1) Company owned by members of Mastellone family
(2) Partner in Logística La Serenísima S.A. and both companies share the main trademark "La Serenísima" owned by Mastellone Hermanos S.A.
(3) Trust managed by the Company
(4) The Company holds 5\% of Logística La Serenísima S.A.'s capital stock, while Danone Argentina S.A. is the parent company.

## NOTE 5 -FINANCIAL DEBT

### 5.1 Refinancing of the financial debt in 2010

At the end of 2009, the Company started a process to refinance the major portion of its financial debt ("Existing Debt") having significant amounts maturing from 2010 to 2013, which concluded on May 7, 2010 ("closing" date of the refinancing) with the signing of the contracts through which such refinancing was instrumented. Such refinancing process, which included the balances of principal mentioned in paragraph 5.2 of this note, took place in accordance with the following detail:
a) Form of the refinancing:

The refinancing of the Existing Debt was implemented through a voluntary exchange which included the exchange for cash and new debt in the following proportionate portions per each US $\$ 1,000$ of the nominal value of the old debt, at the option of each creditor:
(i) US\$ 39 in cash and US\$ 961 in new debt with final maturity in 2018, or
(ii) US\$ 98 in cash and US\$ 902 in new debt with final maturity in 2015.

The offer also contemplated the conversion into US dollars of the originally debt denominated in Euros or Argentine pesos, at the parity prevailing two days before the closing date.

Additionally, at the closing date, the Company paid in cash the total amount of interests accrued as from July 1, 2009 to (but not including) the day of the closing of the refinancing process.

The Company's proposal was accepted by creditors holding approximately $98 \%$ of the debt under refinancing.

## b) Amount exchanged at the closing date:

- U\$S 2,148 thousand of principal of Senior Notes Class A-1 were exchanged for U\$S 84 thousand in cash and U\$S 2,064 thousand of principal of new Senior Notes Series A;
- U\$S 152,297 thousand of principal of Senior Notes Class A-2 were exchanged for U\$S 6,520 thousand in cash, U\$S 136,903 thousand of principal of New Senior Notes Series A and U\$S 8,874 thousand of principal of new Senior Notes Series D;
- U\$S 2,000 thousand of principal of Senior Notes Class B-2 were exchanged for U\$S 152 thousand in cash, U\$S 722 thousand of principal of new Senior Notes Series B and U\$S 1,126 thousand of principal of new Senior Notes Series D;
- U\$S 5,605 thousand of principal of Senior Notes Class C were exchanged for U\$S 219 thousand in cash and U\$S 5,386 thousand of principal of new Senior Notes Series C;
- The equivalent (converting into US dollars the portion of the debt denominated in other currencies, considering the applicable exchange rates) to U\$S 40,538 thousand of principal of floating rate debt were exchanged for U\$S 3,973 thousand in cash and U\$S 36,566 thousand of principal of new loan debt, tranche A; and
- U\$S 15,000 thousand of principal of fixed rate debt were exchanged for U\$S585 thousand in cash and U\$S 14,415 thousand of principal of new loan debt, tranche B.


## c) Terms of the new debt:

1. Payment of principal and interests:

| Maturity date | Terms of the new debt |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Senior Notes Series A, B and C and loan debt, tranche B Due 2018 |  | Senior Notes Series D and loan debt, tranche A Due 2015 |  |
|  | Amortization of principal | Rate (*) | Amortization of principal | Rate |
| June 30, 2010 |  | 7.00\% |  | (**) |
| December 31, 2010 |  | 7.00\% |  | (**) |
| June 30, 2011 |  | 7.00\% | 2.50\% | (**) |
| December 31, 2011 |  | 7.00\% | 2.50\% | (**) |
| June 30, 2012 | 2.50\% | 7.50\% | 5.00\% | (**) |
| December 31, 2012 | 2.50\% | 7.50\% | 5.00\% | (**) |
| June 30, 2013 | 2.50\% | 8.00\% | 7.50\% | (**) |
| December 31, 2013 | 2.50\% | 8.00\% | 7.50\% | (**) |
| June 30, 2014 | 2.50\% | 8.50\% | 15.00\% | (**) |
| December 31, 2014 | 2.50\% | 8.50\% | 15.00\% | (**) |
| June 30, 2015 | 2.50\% | 9.00\% | 20.00\% | (**) |
| December 31, 2015 | 2.50\% | 9.00\% | 20.00\% | (**) |
| June 30, 2016 | 10.00\% | 9.00\% |  |  |
| December 31, 2016 | 10.00\% | 9.00\% |  |  |
| June 30, 2017 | 15.00\% | 9.00\% |  |  |
| December 31, 2017 | 15.00\% | 9.00\% |  |  |
| June 30, 2018 | 15.00\% | 9.00\% |  |  |
| December 31, 2018 | 15.00\% | 9.00\% |  |  |

(*) The above-mentioned interest rates correspond to the nominal annual rate applied in the semester ending at each date. The contingent interest rate mentioned afterwards is not included.
(**) The applicable interest rate of the debt due 2015 is a floating rate and will be determined by reference to the LIBO rate plus a spread of $2.5 \%$, provided that such rate shall not exceed $6 \%$ per annum.
2. Implementation of the new debt:

Holders of the existing Senior Notes received at their option: (i) for the debt due 2018, new Senior Notes Series A, B and C for the former Senior Notes Series A, B and C, respectively, or (ii) for the debt due 2015, new Senior Notes Series D.

Holders of the collateralized floating rate debt received the new loan, tranche A, due 2015.

Holders of the fixed rate debt received the new loan, tranche B, due 2018.

## 3. Other conditions:

The new Senior Notes of the Company (except Series D) also include a contingent interest at an annual rate during each one-year period, as from January 1, 2011, based on the EBITDA (in accordance with the terms included in the new loan contract) of the prior fiscal year, with a maximum of $4 \%$ if the EBITDA is higher than US\$ $104,999,999$. The semi-annual payments of interest maturing on June and December 31, 2011 accrue a contingent interest rate of $2.1 \%$ based on the 2010 EBITDA estimated for the fiscal year ended December 31, 2010.

On each June 30, commencing on June 30, 2011, the Company shall apply to repay, ratably and at par, a principal amount of the new debt due 2018 equal to $75 \%$ of the excess cash (as defined in the issuance terms of the new debt) for such preceding fiscal year. As of December 31, 2010, from the calculation performed by the Company, there is no excess cash according to the definitions of the loan agreements, which might have required the payment in advance of a portion of such debt.

In addition to all scheduled amortization payments and all repayments pursuant to the excess cash, the Company will permanently reduce the aggregate principal amount outstanding of its new debt in the amount of US $\$ 20.0$ million by December 31, 2011 ("mandatory debt reduction"). In the event that the Company does not comply in full with the mandatory debt reduction before December 31, 2011, the new refinanced debt will bear penalty interest, in addition to the interest otherwise applicable thereto, (i) at the rate of $0.25 \%$ for the year 2012, and (ii) later, commencing on January 1, 2013, at the rate of $1.0 \%$ per year during 2013, which penalty interest will increase by $0.25 \%$ on January 1 of each year thereafter until the mandatory debt reduction has been completed in full.

The new agreements contain certain commitments, including reporting requirements, and imposed certain limitations affecting the Company's ability and the restricted subsidiaries' ability to: borrow money, pay dividends, redeem capital stock or redeem subordinated debt, make investments, sell capital stock of subsidiaries, guarantee other indebtedness, enter into agreements that restrict dividends or other distributions from restricted subsidiaries, enter into transactions with unrestricted subsidiaries and affiliates outside the ordinary course of business, create or assume certain liens, engage in mergers or consolidations, and enter into a sale of all or substantially all of the Company's assets.

The new Senior Notes (except for Series C) and the new loan debt are collateralized in each case, ratably and in first degree for pledges given to the guarantee agent by the shareholders of the Company on a number of Company's stock of $32,51 \%$ and $16,49 \%$, respectively, of their common stock and voting right. This collateral is also applied to the non-restructured Senior Notes due 2012 and floating rate debt, referred to in Note 5.2.

Subsidiaries Leitesol Industria e Comercio Ltda., Mastellone San Luis S.A. and Promas S.A are jointly and severally liable for the Senior Notes and loan debt. In February 2011, the Board of Directors of the Company and Con-Ser S.A. approved that the latter will be also jointly and severally liable (in the same terms) for such debt.
d) Summary as of March 31, 2011 of debt refinanced in May 2010:

| Debt restructured | Amount in the original <br> currency - in <br> thousands | Amount in <br> thousand pesos <br> (as of March 31, <br> 2011) |
| :--- | :--- | ---: |
| Senior Notes Series A, B and C - final due 2018 | $\mathrm{U} \$ \mathrm{~S}$ | 145,076 |
| Senior Notes Series D - final due 2015 | $\mathrm{U} \$ \mathrm{~S}$ | 10,000 |
| New loan debt - tranche A - final due 2015 | $\mathrm{U} \$ S$ | 36,346 |
| New loan debt - tranche B - final due 2018 | $\mathrm{U} \$ S$ | 14,415 |

### 5.2 Other financial debt

(original terms of the debt, which principal was mostly refinanced in May 2010)

1. Senior Notes - due 2012 (which greatest portion was refinanced in May 2010, see paragraph 5.1)

The Senior Notes due 2012 accrue interest at a rate of $8 \%$ per annum, payable semiannually (every June 30 and December 31), in arrears and due on June 30, 2012. Principal amounted to US\$ 166,684 thousand while the remaining principal not restructured in May 2010 of these Senior Notes amounts to U\$S 4,634 thousand as of March 31, 2011.

If certain conditions are met, on each June 30, the Company should apply the excess cash (as defined in the terms of the Senior Notes) from the preceding year to redeem ratably and at par certain part of the principal amount of the remaining senior notes. As of December 31, 2010, from the calculation performed by the Company, there is no excess cash according to the definitions of the Senior Notes terms, which might have required the payment in advance of a portion of such debt.
2. Floating Rate Debt (which was substantially refinanced in May 2010, see paragraph 5.1)

This debt had increasing maturities between December 2007 and 2011. Principal amounted to US $\$ 38,810$ thousand, $€ 1,305$ thousand y $\$ 384$ thousand. The outstanding balance of principal not restructured in May 2010 amounted to approximately U\$S 23 thousand as of March 31, 2011.

This debt accrues interest at the lower of (i) a floating rate basis interest rate determined by reference to LIBOR applicable to U.S. dollar or Euro deposits, for successive periods, plus $2.5 \%$ and (ii) a $5 \%$ per annum.

## 3. Fixed rate debt (totally refinanced in May 2010, see paragraph 5.1)

It included a loan (renegotiated in 2004 and 2005) amounting to US\$ 15,000,000, due on December 31, 2013 and accruing interest at a fixed rate of $8 \%$.
4. Certain terms and conditions applicable to both the senior notes and the Collateralized Floating Rate Debt (according to the original terms)

The 2004 original debt contracts contemplate commitments and conditions that are usual for this kind of agreements, which included certain collaterals and limitations to perform certain type of financial or investments transactions, and events of default which in case of existence, could entail the creditors the right of acceleration of payment of the principal and accrued interest.

### 5.3 Issuance of Senior Notes Series E

On December 21, 2010, the Company issued US\$ 20,000,000 face value Senior Notes Series E, bearing a fixed $9.5 \%$ annual interest rate, payable every six months, and maturing on June 21, 2013, which were issued as part of the Global Programme of Issuance of Senior Notes for a nominal value of US\$ $250,000,000$ approved by the National Securities Commission in 2007. The proceeds from the issuance were used to repay short-term debt and to fund working capital needs.

The debt contract includes commitments and usual conditions for this type of debt agreements. Subsidiaries Leitesol Industria e Comercio Ltda., Mastellone San Luis S.A. and Promas S.A are jointly and severally liable for the Senior Notes. In February 2011, the Board of Directors of the Company and Con-Ser S.A. approved that the latter will be also jointly and severally liable (in the same terms) for such debt.

## NOTE 6 - SHAREHOLDERS' EQUITY

As of March 31, 2011, subscribed capital amounts to 457,547. There are two classes of Ps. 1 par value common stock, with 5 votes each 194,428,002 shares, and with 1 vote each $263,119,267$ shares.

The current Argentine legal regulations require the Company to appropriate $5 \%$ of its net income per year to a "Legal reserve" until such reserve equals $20 \%$ of the capital stock. The General Ordinary and Extraordinary Shareholders' Meeting held on March 31, 2011 approved the restoring of 13,137 to the legal reserve which was reduced to absorb accumulated losses as of December 31, 2001 as approved in the General Shareholders' Meeting held on April 3, 2002 and the appropriation to legal reserve of the 5\% of the net income of fiscal year 2010, net of accumulated losses.

## NOTE 7 - PLEDGED AND RESTRICTED ASSETS

Certain assets owned by the Company are pledged as collateral for bank and financial liabilities, notes payable, and tax debt (tax régime for promoted activities) for a total amount of 44,971 as of March 31, 2011 (28,062 as of December 31, 2010). Detail of pledged assets is as follows:

|  | March <br> $\mathbf{3 1 , 2 0 1 1}$ |  | December <br>  <br>  <br> 31, 2010 |
| :--- | ---: | ---: | ---: |
| Trade accounts receivable |  |  | 1,982 |
| Inventories | 30,631 | 16,025 |  |
| Property, plant and equipment | 12,503 | 8,669 |  |
| Equity value of holding in subsidiary company |  |  |  |
| $\quad$ Promas S.A. $\left(^{*}\right)$ | 86,409 | 86,921 |  |

${ }^{(*)}$ Since this is a consolidated subsidiary, this item does not appear as an asset.
The Company also has pre-export credit lines in order to finance exports, which have as collateral, according to each case, a trust set up over the collections obtained from sales to the domestic retail market, inventories and the assignment of purchase orders of the subsidiary company Leitesol I.C.S.A. The outstanding balance of such debt amounts to 33,447 and 17,351 as of March 31, 2011 and December 31, 2010, respectively.

Additionally, as of March 31, 2011 there were other receivables for an amount of 4,031 (3,941 as of December 31, 2010) in guarantee of financial and commercial transactions.

See also commitments and collaterals granted by the stockholders for the restructured financial debt in 2004 and in 2010 in Note 5.

## NOTE 8 - RÉGIME FOR INDUSTRIAL PROMOTED ACTIVITIES OF SUBSIDIARIES

a) Mastellone Hermanos Sociedad Anónima, as an investor in Mastellone San Luis Sociedad Anónima and Promas Sociedad Anónima, pursuant to several fiscal laws deferred payment of value added taxes and income taxes, provided that these amounts are invested in the above-mentioned subsidiaries. In the case of Mastellone San Luis S.A., the deferred payments were already paid. In the case of Promas S.A., the obligations are secured by shares of such subsidiary owned by Mastellone Hermanos Sociedad Anónima, as required by applicable regulations.

The value-added taxes and income taxes deferred are recorded as liabilities in the balance-sheets.

The promotional régimes granted to Mastellone San Luis Sociedad Anónima and to Promas Sociedad Anónima also included the benefit of receiving from the Federal Government an amount in the form of government bonds determined taking into account the investments to be made, the level of activity, the number of employees and other parameters, at the authorization of the inclusion in such régimes. The Company uses the government bonds as payment mainly for value added tax (and a minor amount for other national taxes). A benefit, which is a credit to cost of sales, is recognized when the government bonds are used to pay tax obligations.
b) Through Decree $\mathrm{N}^{\circ} 699 / 10$, the National Executive Power extends for a two-year term starting 2012, the benefits which are currently in force for promoted companies in the Provinces of San Luis, La Rioja, San Juan and Catamarca, beginning once the

Provincial Governments adopt the decree and subscribe the corresponding agreement. On the other side, the Federal Justice issued a precautionary measure provisionally suspending the applicability of the decree, which has been appealed by the National Government.

## NOTE 9 - PURCHASE AND SALES COMMITMENTS

## a) Purchase commitments

- The Company and its subsidiary Mastellone San Luis S.A. ("MSL"), and Danone Argentina S.A. ("DA"), agreed on the terms of the services to be provided by Logística La Serenísima S.A. ("Logística") related to the distribution of dairy and fresh products in Argentina up to October 1, 2040. The price charged by Logística for its services is actual costs plus a $0.1 \%$ margin. The agreement provides that if any party (Mastellone Hermanos Sociedad Anónima or MSL) decides to cancel without cause the agreement before the end of the abovementioned term a penalty of US $\$ 50,000,000$ should be paid to Logística. This penalty would not be applicable if termination of the contract is due to non-compliance of Logística with its duties under the agreement. Moreover, the same penalty should be paid by the Company or MSL if one of these companies produces products similar to products currently marketed by Danone.
- In July 2004 Promas S.A. entered into an agreement with Establecimientos Agropecuarios Lar S.A. for the purchase of future olive harvests and the exploitation of 400 hectares in the province of Catamarca.

On March 12, 2007 the subsidiary company entered into a new agreement with Establecimientos Agropecuarios Lar S.A. extending the productive and financial schedule and the quantity of hectares to 480 . This document binds Lar S.A. to deliver 97,800 tons of olives throughout the duration of the contract, which started on the date of signature and will expire with the completion of harvest in 2030. Promas S.A. will receive $100 \%$ of olives production, with a guaranteed minimum.
b) Sales commitments

- The Company has entered into certain term supply agreements through which it procures raw material and provides industrial services to Danone.
- The Company has agreed to meet export commitments of powdered milk and whey for a total of approximately 3,500 tons with an estimated contract value of US\$9,600,000.
- The Company has entered into agreements with provincial and national public agencies for the sale of approximately 3,500 tons of powdered and fluid milk with an estimated contract value of 86,100 .


## NOTE 10 - INCOME TAX AND ALTERNATIVE MINIMUM INCOME TAX

The alternative minimum income tax is complementary to regular income tax, since while regular income tax is calculated based on taxable income, alternative minimum income tax is calculated based on the potential gain derived from certain productive assets at a rate of $1 \%$, the Company's income tax liability being the higher amount. However, when alternative minimum income tax for a fiscal year exceeds regular income tax, the excess can be utilized as credit for any excess of the regular income tax over alternative minimum income tax that could arise during the following ten fiscal years.

The unused tax loss carry-forwards filed with tax authorities by Mastellone Hermanos S.A. and its subsidiaries as of March 31, 2011 are as follows:

| Year of generation | Tax loss amount | Applicable tax rate | Credit due to tax loss carryforward | Expiration - date for submission of tax returns fiscal years |
| :---: | :---: | :---: | :---: | :---: |
| 2006 | 5,008 | 35\% | 1,753 | 2011 |
| 2007 | 7,886 | 35\% | 2,760 | 2012 |
| 2008 | 164,890 | 35\% | 57,712 | 2013 |
| 2009 | 19,344 | 35\% | 6,770 | 2014 |
| 2010 | 50,000 | 35\% | 17,500 | 2015 |
| (1) | 29,986 | 34\% | 10,266 | Unlimited |
|  | 277,114 |  | 96,761 | 2011 |
| Tax loss carry-fowards of the period |  |  | $\underline{115,133} \mathbf{~ ( 2 ) ~}$ |  |
|  |  |  |  |  |

(1) Tax losses generated by foreign subsidiaries, which can be offset up to $30 \%$ of each year's tax profit, have no expiration date. They were converted at the exchange rate applicable at periodend.
(2) Corresponds to the tax loss estimated for the three-month period ended March 31, 2011, which will turn into a tax loss carry-forward arising from the tax return provided that the tax loss remains at the end of fiscal year 2011.

## NOTE 11 - ACQUISITION AND SALE OF COMPANIES

a) Acquisition of Con-Ser S.A.

In August 2010 the Company acquired $100 \%$ of Con-Ser S.A. shareholding for the total amount of U\$S 3 million. In order to cancel such amount, the Company agreed to pay U\$S500,000 as an initial payment. The remaining balance will be cancelled in 10 quarterly, consecutive installments of U\$S 250,000 each, the first one to become due on November 30, 2010. Interest at a $10 \%$ annual rate accrues on the unpaid balance.

The main activity of Con-Ser S.A. is to develop logistic and milk transportation activities and transportation of raw milk from the producers -dairy farms- that supply both the Company and Danone Argentina S.A. (and subsidiaries), to the different production plants.

In February, 2011, the Company's Board of Directors approved the offer made to ConSer S.A. regarding the undertaking of the tax liability (which consisted of 98 installments as of that date) that such company had pursuant to the Tax Regularization Regime set forth by Law No. 26,476, dated December 22, 2008. At the same time, Con-Ser S.A. undertook a financial debt with the Company for an amount equivalent to the amount of the tax liability as of February 16, 2011, which was calculated considering the discount rate set forth in the Regime for early payment of the liability. The new liability shall be paid in 32 quarterly, equal and consecutive amortization installments with a six months' grace period and the possibility of making principal payments in advance, plus an interest of $9 \%$ per year over outstanding balances, being the first installment due on August 17, 2011. On February 22, 2011, a notice was filed with the Tax Authorities informing the undertaking by the Company of the mentioned liability, being answered on February 28, 2011.
b) Sale of Frigorífico Rydhans S.A.

On December 30, 2010, the Company and its subsidiary Mastellone San Luis S.A., sold the $100 \%$ of their shares in Frigorífico Rydhans S.A., which represented $95 \%$ and 5\%, respectively, of the capital stock of Frigorífico Rydhans S.A., for the total amount of US\$ 5 million, in the following terms: US\$ 500,000 were collected on the sale date, and the remaining balance shall be collected in four annual, equal and consecutive installments of US $\$ 1,125,000$ each, being the first installment due on December 30, 2011. Interest accrues on the unpaid balance at an annual rate of $5 \%$. The sale price was adjusted up by 1,467 based on the results of the comparison of the assets (excluding property, plant and equipment) and liabilities of Frigorífico Rydhans S.A., pursuant to the financial statements for the fiscal year closed on December 31, 2010. The shares sold were pledged in favor of the Company until full payment of the price.

The results of the operations for the three-month period ended as of March 31, 2010, is presented in the statement of operations under item "Income from discontinued operations".

## NOTE 12 - FUTURE ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS

Through General Resolution N ${ }^{\circ}$ 562/09 dated December 29, 2009, published in the Official Bulletin on January 8, 2010, denominated Adoption of International Financial Reporting Standards ("Adopción de Normas Internacionales de Información Financiera"), subsequently modified and supplemented by General Resolution N ${ }^{\circ}$ 576/10, the National Securities Commission has established the mandatory application of the Technical Resolution No. 26 issued by the Argentine Federation of Professional Councils in Economic Sciences, which adopts for certain companies included under the public offering regime of Law $\mathrm{N}^{\circ} 17,811$, not only by its capital stock but also for Senior Notes or companies which have requested authorization to be included under such régime, the International Financial Reporting Standards ("IFRS"), issued by the International Accounting Standard Board ("IASB"). The application of such accounting standards will be mandatory for the Company beginning fiscal year starting January 1, 2012, and consequently, the first financial statements under IFRS will be those corresponding to the period which will end on March 31, 2012 (first quarter of such fiscal year).

On April 26, 2010 the Board of Directors approved the specific implementation plan for such adoption.

The Board of Directors and the Company's Management are evaluating the impact of the implementation plan.

## NOTE 13 - SEGMENT INFORMATION

The reporting operating segment information is based on the way that financial information prepared by the Company is organized for senior management in making operating decisions, evaluating performance and allocating resources. The comparative information on prior year on the same basis of segmentation is also presented.

The Company also prepares, for internal reporting purposes, limited financial information (primarily net sales) based on its different markets, including domestic and foreign.
a) Primary segments: business lines

| As of and for the three-month period ended March 31, 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Business lines |  |  |  |
|  | Dairy | Olive | Other | Total |
| Net sales to external customers | 1,220,967 | 3,742 | 60,931 | 1,285,640 |
| Net (loss) income for the period | $(38,907)$ | $(3,829)$ | 1,077 | $(41,659)$ |
| Assets allocated to the business lines | 2,023,162 | 97,077 | 63,980 | 2,184,219 |
| Liabilities allocated to the business lines | 1,668,172 | 2,491 | 41,815 | 1,712,478 |
| Additions to property, plant and equipment | 13,354 | 116 | 101 | 13,571 |
| Depreciation of property, plant and equipment | 18,427 | 861 | 290 | 19,578 |
| Amortization of intangible assets | 207 |  |  | 207 |
| Amortization of other investments | 1 |  |  | 1 |
| Charges not representing uses of cash (except amortization and depreciation, net of reversals) | 7,449 |  | (130) | 7,319 |
| Net domestic sales | 1,078,843 | 3,742 | 60,931 | 1,143,516 |


| As of and for the three-month period ended March 31, 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ${ }_{\text {Dairy }}{ }^{\text {Bus }}$ | iness lines Olive | Other | Total continuing operations | Total discontinued operations | Total |
| Net sales to external customers | 913,078 | 3,362 | 1,212 | 917,652 | 22,383 | 940,035 |
| Net (loss) income for the period | $(2,961)$ | $(2,349)$ | 202 | $(5,108)$ | 731 | $(4,377)$ |
| Assets allocated to the business lines | 1,714,811 | 91,957 | 1,677 | $\begin{array}{r} 1,808,44 \\ 5 \end{array}$ | 21,786 | 1,830,231 |
| Liabilities allocated to the business lines | 1,447,226 | 2,311 | 920 | $1,450,45$ | 9,509 | 1,459,966 |
| Additions to property, plant and equipment | 5,556 | 262 | 11 | 5,829 | 128 | 5,957 |
| Additions to intangible assets | 66 |  |  | 66 |  | 66 |
| Depreciation of property, plant and equipment | 17,712 | 870 | 15 | 18,597 | 221 | 18,818 |
| Amortization of intangible assets | 93 |  |  | 93 |  | 93 |
| Amortization of other investments | 2 |  |  | 2 |  | 2 |
| Charges not representing uses of cash (except amortization and depreciation, net of reversals) | 4,007 |  | 12 | 4,019 | 34 | 4,053 |
| Net domestic sales | 815,362 | 3,362 | 1,212 | 819,936 | 21,607 | 841,543 |

b) Secondary segments: geographic division (client-based)

| Information | Geographic division (client-based) |  |  |
| :--- | ---: | ---: | ---: |
|  | Domestic market | Exports | Total |
| Net sales for the period ended March 31, 2011 | $1,143,516$ | 142,124 | $1,285,640$ |
| Net sales for the period ended March 31, 2010 | 819,936 | 97,716 | 917,652 |

