

Mastellone Hermanos S.A.
Consolidated Financial Statements
for the fiscal year ended
December 31, 2012

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA

CONSOLIDATED INFORMATIVE SUMMARY

AS OF DECEMBER 31, 2012

(in thousands of Argentine pesos)

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

As expected, during the last quarter of 2012 our results showed a substantial improvement as compared to those of the preceding quarters. As an example, our Adjusted EBITDA (as defined below) for such quarter is higher than the adjusted EBITDA for the three prior quarters. However, and reflecting the combined effect of (i) lower margins (due to increase in costs – salaries, transportation, etc. – not fully transferred to sales prices over the year, (ii) heavy tax costs, and (iii) increased exchange difference losses, given the acceleration of the devaluation of the peso, such improvement was not enough to compensate the performance of the first part of the year.

From the commercial point of view, we can see in 2012 a consolidation in our market position. The results of the year confirm our success in cheese sales, while for the rest of our product lines we had an average increase higher than the overall market, obtaining therefore higher market shares. Since mid-2012, there was, a drop in raw milk production in Argentina, and proportionally in our purchases, which could be an obstacle for our intention of reaching increased sales volumes.

2. CONSOLIDATED FINANCIAL POSITION

	<u>2012</u>	<u>2011</u>
	(in thousand pesos)	
Current assets	1,575,010	1,460,548
Non-current assets	1,597,375	1,479,482
TOTAL	<u>3,172,385</u>	<u>2,940,030</u>
Current liabilities	1,433,589	1,067,418
Non-current liabilities	1,047,379	1,070,964
TOTAL	<u>2,480,968</u>	<u>2,138,382</u>
Equity attributable to owners of the Company	691,407	801,638
Non-controlling interests	<u>10</u>	<u>10</u>
TOTAL EQUITY	<u>691,417</u>	<u>801,648</u>
TOTAL LIABILITIES AND EQUITY	<u>3,172,385</u>	<u>2,940,030</u>

3. CONSOLIDATED STATEMENTS OF OPERATIONS

	<u>2012</u>	<u>2011</u>
	(in thousand pesos)	
Operational results – income	149,189	168,814
Investment income, financial cost and foreign exchange differences	(266,629)	(179,850)
Other gains and losses	18,673	4,259
Loss before taxes	<u>(98,767)</u>	<u>(6,777)</u>
Income tax and alternative minimum income tax	(16,729)	(1,446)
NET LOSS FOR THE YEAR	<u>(115,496)</u>	<u>(8,223)</u>
Other comprehensive income (loss)	5,265	(3,776)
TOTAL COMPREHENSIVE LOSS FOR THE YEAR	<u>(110,231)</u>	<u>(11,999)</u>

4. CONSOLIDATED STATEMENT OF CASH FLOWS

	<u>2012</u>	<u>2011</u>
	(in thousand pesos)	
Cash flows provided by operating activities	317,731	219,628
Cash flows used in investing activities	(203,264)	(139,114)
Cash flows used in financing activities	(112,497)	(56,320)
Cash and cash equivalents provided in the year	<u>1,970</u>	<u>24,194</u>

5. PRODUCTION AND SALES VOLUME (*)

	ACUMULATED SALES	
	<u>2012</u>	<u>2011</u>
	(in thousand liters of milk)	
Domestic market	1,635,882	1,508,729
Foreign market	324,469	317,185
Total	<u>1,960,351</u>	<u>1,825,914</u>

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

6. RATIOS

	<u>2012</u>	<u>2011</u>
Current assets to current liabilities	1.10	1.37
Equity attributable to owners of the Company to total liabilities	0.28	0.37
Non-current assets to total assets	0.50	0.50
Loss to shareholders' equity	(0.15)	(0.01)

7. OUTLOOK (*)

We continue seeing a positive outlook for the Company, based on the following aspects:

- A substantial share of our purchases in raw milk production in Argentina, with a positive trend (beyond short-term fluctuations).
- A strong commercial performance.
- Consolidation in the cheese segment, which represents about 50% of dairy consumption in Argentina.
- A strong market presence in Brazil, a market where we believe that, without limitations to exports from Argentina, we can increase significantly our sales.
- A stable international market.

There are certain aspects that, as before, will remain as challenging for the future, such as an increase in costs above our ability to adjust sales prices, the pressure from certain cost items (raw material, salaries, taxes) which posted increases above the average, and eventually a stagnation in the Argentine market. We believe that some improvement in our economic results and cash flow will be reached during the second quarter of the year, being the first one as the most challenging.

On the financial side, we are working to cover our financial needs due to the maturities of our long-term financial debt, and the cash requirement for working capital and capex to allow a further growth in volumes.

8. CALCULATION OF THE EBITDA OF THE COMPANY (*)

A calculation of EBITDA (according to its definition under the terms of the agreement of the debt refinancing of May 2010) (“Contractual⁽¹⁾ EBITDA”) for the years ended December 31, 2012 and 2011 is 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.

	<u>2012</u>	<u>2011</u>
1 Net loss for the year	(115,496)	(8,223)
2 Income tax and alternative minimum income tax	16,729	1,446
3 Amortization		
Amortization of intangible assets	722	743
4 Depreciation	107,839	130,213
Depreciation of property, plant and equipment, and others	107,669	130,121
Depreciation of investment property	170	92
5 Fixed charges	144,806	123,626
Financial cost	144,806	123,626
Secured debt payments by the Company		
Payment of dividends on preferred stock		
6	138,351	71,060
All exchange differences	138,351	71,060
All the inflation adjustment		
7 Other charges which have not and will not imply a cash movement		1,539
Write-off of spare parts		1,539
Total contractual EBITDA	<u>292,951</u>	<u>320,404</u>

Contractual EBITDA as of December 31, 2012, stated at the closing exchange rate, amounts to approximately US\$ 59.6 million. Consequently, the contingent interest established in the terms of the loan contract maturing in 2018 amounts to 1.2%. Total interest rate for such debt in 2013, including the 1% for not having completed the mandatory reduction of debt, will be 10.2%.

- (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

(*) Information not reviewed by the Auditors.

Buenos Aires, March 7, 2013

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA
CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT DECEMBER 31, 2012
(in thousands of Argentine pesos)

	Notes	12/31/2012	12/31/2011	1/1/2011
<u>ASSETS</u>				
<u>CURRENT ASSETS</u>				
Cash and cash equivalents	5	66,071	64,101	39,907
Other financial assets	6	23,580	8,033	2,110
Trade accounts receivable	7 and 26	698,372	628,385	469,862
Tax credits	8	37,341	42,961	64,854
Other receivables	9 and 26	25,461	37,851	26,901
Inventories	10 and 26	724,185	679,217	566,648
Other assets				197
Total Current Assets		1,575,010	1,460,548	1,170,479
<u>NON-CURRENT ASSETS</u>				
Other financial assets	6	4,509	3,789	
Tax credits	8	22,970	17,554	25,450
Other receivables	9 and 26	31,772	12,805	15,445
Deferred tax assets	18	4,253	8,039	13,424
Advances to suppliers		19,401	17,313	16,069
Property, plant and equipment, and others	11 and 26	1,496,573	1,402,217	1,408,945
Investment property		1,679	1,698	138
Goodwill		3,121	3,121	3,121
Intangible assets		2,870	3,592	4,320
Other assets		10,227	9,354	9,293
Total Non-Current Assets		1,597,375	1,479,482	1,496,205
TOTAL ASSETS		3,172,385	2,940,030	2,666,684
<u>CURRENT LIABILITIES</u>				
Trade payable	12	810,420	678,669	531,961
Borrowings	13 and 26	344,642	158,553	34,939
Accrued salaries, wages and payroll taxes	14	170,815	137,700	94,765
Taxes payable	15	75,824	64,981	48,496
Advance from customers		22,781	11,012	24,358
Provisions	16	1,897	9,616	8,980
Other liabilities	17	7,210	6,887	7,796
Total Current Liabilities		1,433,589	1,067,418	751,295
<u>NON-CURRENT LIABILITIES</u>				
Trade payable		7,511		22
Borrowings	13 and 26	770,314	781,184	759,801
Taxes payable	15 and 26	57,156	61,747	71,129
Deferred tax liabilities	18	187,162	205,877	242,656
Provisions	16	21,030	18,005	20,266
Other liabilities	17	4,206	4,151	7,868
Total Non-Current Liabilities		1,047,379	1,070,964	1,101,742
Total Liabilities		2,480,968	2,138,382	1,853,037
<u>EQUITY</u>				
Common stock		457,547	457,547	457,547
Reserves		47,444	11,497	
Retained earnings – including net result for the year		186,416	332,594	356,090
Equity attributable to owners of the Company		691,407	801,638	813,637
Non-controlling interests		10	10	10
Total equity		691,417	801,648	813,647
TOTAL LIABILITIES AND EQUITY		3,172,385	2,940,030	2,666,684

The accompanying Notes are an integral part of this consolidated financial statement.

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA
CONSOLIDATED STATEMENT OF COMPREHENSIVE LOSS FOR THE FISCAL YEAR
ENDED DECEMBER 31, 2012
(in thousands of Argentine pesos)

	Notes	<u>2012</u>	<u>2011</u>
Revenue	19	7,548,871	6,150,449
Cost of sales	20	(5,457,779)	(4,556,655)
Gross income		2,091,092	1,593,794
Selling expenses	21	(1,677,143)	(1,205,374)
General and administrative expenses	21	(264,760)	(219,606)
Investment income		16,528	14,836
Financial cost	22	(144,806)	(123,626)
Foreign exchange losses		(138,351)	(71,060)
Other gains and losses	23	18,673	4,259
Loss before taxes		(98,767)	(6,777)
Income tax and alternative minimum income tax	24	(16,729)	(1,446)
NET LOSS FOR THE YEAR		(115,496)	(8,223)
Other comprehensive income (loss)			
Exchange differences on translating foreign operations		5,596	(3,599)
Income tax	24	(331)	(177)
Other comprehensive income (loss), net of income tax		5,265	(3,776)
TOTAL COMPREHENSIVE LOSS FOR THE YEAR		(110,231)	(11,999)
Net loss attributable to:			
Owners of the Company		(115,496)	(8,223)
Non-controlling interests			
Net loss for the year		(115,496)	(8,223)
Comprehensive loss attributable to:			
Owners of the Company		(110,231)	(11,999)
Non-controlling interests			
Comprehensive loss for the year		(110,231)	(11,999)

The accompanying Notes are an integral part of this consolidated financial statement.

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE FISCAL YEAR ENDED DECEMBER 31, 2012
(in thousands of Argentine pesos)

	Shareholders'	Reserves			Retained earnings (losses) (Note 3.14)	Equity attributable to:		Total
	contributions Common stock	Legal reserve	Facultative reserve	Foreign currency translation reserve		Owners of the parents	Non controlling interest	
Balance at January 1st, 2011	457,547				356,090	813,637	10	813,647
Net loss for the year					(8,223)	(8,223)		(8,223)
Other comprehensive result for the year				(3,776)		(3,776)		(3,776)
Total comprehensive loss for the year				(3,776)	(8,223)	(11,999)		(11,999)
Resolution of General Ordinary and Extraordinary Shareholders' Meeting held on March 31, 2011: Appropriation to legal reserve (Note 3.14)		15,273			(15,273)			
Balance at December 31, 2011	457,547	15,273		(3,776)	332,594	801,638	10	801,648
Net loss for the year					(115,496)	(115,496)		(115,496)
Other comprehensive result for the year				5,265		5,265		5,265
Total comprehensive income (loss) for the year				5,265	(115,496)	(110,231)		(110,231)
Resolution of General Ordinary Shareholders' Meeting held on March 27, 2012: Appropriation to facultative reserve (Note 3.14)			30,682		(30,682)			
Balance at December 31, 2012	457,547	15,273	30,682	1,489	186,416	691,407	10	691,417

The accompanying Notes are an integral part of this consolidated financial statement.

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA
CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE FISCAL YEAR ENDED
DECEMBER 31, 2012
(in thousands of Argentine pesos)

	Note	<u>2012</u>	<u>2011</u>
<u>Cash flows from operating activities</u>			
Net loss for the year		(115,496)	(8,223)
Adjustments to reconcile net loss for the year to net cash provided by operating activities:			
Income tax and alternative minimum income tax accrued		16,729	1,446
Financial cost		144,806	123,626
Foreign exchange losses		150,599	73,744
Depreciation of property, plant and equipment, and others		107,669	130,121
Additions to provision for doubtful accounts, sale rebates and provisions (net of reversals)		11,348	8,076
Write-off of spare parts			1,539
Depreciation of investment property		170	92
Amortization of intangible assets		722	743
Gain on sale of property, plant and equipment, and others		(7,196)	(4,031)
		<u>309,351</u>	<u>327,133</u>
Changes in working capital	25	<u>30,774</u>	<u>(85,131)</u>
Subtotal		<u>340,125</u>	<u>242,002</u>
Payments of income tax and alternative minimum income tax		<u>(22,394)</u>	<u>(22,374)</u>
Net cash generated by operating activities		<u>317,731</u>	<u>219,628</u>
<u>Cash flows from investing activities</u>			
Purchase of property, plant and equipment, and others		(202,919)	(129,206)
Increase of other financial assets		(16,267)	(11,364)
Acquisition of intangible assets			(15)
Proceeds from sale of subsidiary company		9,172	944
Proceeds from sale of property, plant and equipment, and others		12,623	5,455
Payment for acquisition of subsidiary		(5,000)	(4,928)
Increase of other assets		(873)	
Net cash used in investing activities		<u>(203,264)</u>	<u>(139,114)</u>
<u>Cash flows from financing activities</u>			
Net variation in loans		(3,459)	28,867
Payments of interests		(109,038)	(85,187)
Net cash used in financing activities		<u>(112,497)</u>	<u>(56,320)</u>
Increase in cash and cash equivalents		1,970	24,194
Cash and cash equivalents at beginning of year		64,101	39,907
Cash and cash equivalents at end of year		<u>66,071</u>	<u>64,101</u>

The accompanying Notes are an integral part of this consolidated financial statement.

MASTELLONE HERMANOS SOCIEDAD ANÓNIMA
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE FISCAL
YEAR ENDED DECEMBER 31, 2012

(in thousands of Argentine pesos)

1. GENERAL INFORMATION

Mastellone Hermanos S.A. (hereinafter “Mastellone Hermanos S.A.” or the “Company”) is a sociedad anónima under the laws of Argentina, registered with the Public Registry of Commerce on May 17, 1976. The term of the Company expires on November 5, 2060. Its legal address is in Encarnación Ezcurra 365/375, 2nd floor, office 308, City of Buenos Aires.

The main activity of the Company is the manufacturing and distribution of dairy products. The Company process and distribute a broad line of fresh dairy products including fluid milk, cream and butter, as well as long-life milk products, including cheese, powdered milk and caramelized condensed milk, which is known in Argentina and abroad as dulce de leche. The Company markets its dairy products under several brands names, including La Serenísima, La Armonía, Ser and Fortuna and to a lesser extent, the brand of some of its major customers.

The breakdown of consolidated companies in these financial statements is exposed in Note 2.4.

2. BASIS OF PREPARATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

2.1 Statement of compliance of International Financial Reporting Standards (‘IFRS’) and basis of preparation

The consolidated financial statements for the fiscal year ended December 31, 2012 have been prepared in accordance with International Financial Reporting Standards (‘IFRS’). The adoption of such standards, as issued by the International Accounting Standards Board (‘IASB’), was established by Technical Resolution N° 26 issued by the Argentine Federation of Professional Councils in Economic Sciences (‘F.A.C.P.C.E.’) and by the Comisión Nacional de Valores (‘CNV’), Argentine Securities Commission. In accordance with the above mentioned accounting standards and regulatory standards, IFRS are mandatory for fiscal year beginning January 1st 2012. The effects of changes caused by the application of this new accounting basis are presented in Note 31.

The figures and other information for the fiscal year ended December 31, 2011 and as of January 1, 2011 (the latter being the date of transition to IFRS) are an integral part of these consolidated financial statements and are intended to be read only in relation to those financial statements.

The legal currency in Argentina is the Peso. The consolidated financial statements are presented in thousands of Pesos.

The consolidated financial statements have been translated into English for the convenience of English-speaking readers. The consolidated financial statements are the English translation of those originally issued by Mastellone Hermanos S.A. in Spanish and presented in accordance with IFRS.

2.2 Applicable accounting policies

The consolidated financial statements have been prepared under the historical cost conventions, except for the revaluation of certain non-current assets (see Note 31) and financial assets. Usually, the historical cost is based on the fair value of the consideration given in exchange for the assets.

The principal accounting policies are described in Note 3.

The preparation of these financial statements are the responsibility of the Company's Board of Directors and requires accounting estimates and judgments of the administrators when applying financial standards. Areas of high complexity which require more judgments or those in which assumptions and estimations are more significant are detailed in Note 4.

2.3 Standards and interpretations not yet adopted

The Company did not adopt the following standards and interpretations as per the application of the mentioned pronouncements are not required for the fiscal year ended December 31, 2012.

Standard	Name
IFRS 9	Financial instruments ¹
IFRS 10	Consolidated financial statements ²
IFRS 11	Joint arrangements ²
IFRS 12	Disclosure of interests in other entities ²
IFRS 13	Fair value measurement ²
Amendments to IAS 1	Presentation of financial statements ³
Amendments to IAS 19	Employee benefits ²
Amendments to IAS 32	Financial instruments: presentation ⁴
Amendments to IFRS 7	Financial instruments: disclosures ²
Amendments to IFRSs (annual cycle)	Various IFRSs ²

¹ Effective for fiscal years beginning on or after January 1st, 2015.

² Effective for fiscal years beginning on or after January 1st, 2013.

³ Effective for fiscal years beginning on or after July 1st, 2012.

⁴ Effective for fiscal years beginning on or after January 1st, 2014.

- IFRS 9 "Financial instruments" issued in November 2009 and revised in October 2010 and in December 2011, introduces new requirements for the classification, measurement and derecognition of financial assets and liabilities.

IFRS 9 requires all recognised financial assets that are within the scope of IAS 39 Financial instruments - Recognition and measurement to be subsequently measured at amortized cost or fair value. Specially, debt investments that are held within a business model whose objective is the contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortized cost at the end of subsequent accounting periods. All other debts investments and equity instruments are measured at their fair values at the end of subsequent accounting periods.

The most significant effect of IFRS 9 regarding the classification and measurement of financial liabilities relates to the accounting for changes in fair value of a financial liability (designated as at fair value through profit or loss) attributable to changes in the credit risk of that liability. Specifically, under IFRS 9, for financial liabilities that are designated as at fair value through profit or loss, the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is recognised in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or enlarge an accounting mismatch in profit or loss. Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss. Previously, under IAS 39, the entire amount of the change in the fair value of the financial liability designated as at fair value through profit or loss was recognised in profit or loss.

IFRS 9 is effective for annual periods beginning on or after 1 January 2015, with earlier application permitted.

The Company's Board of Directors anticipates that the IFRS 9 will be adopted in the financial statements of the Company for the fiscal year beginning on January 1, 2015. It is likely that changes will not affect significantly the amounts set out in relation to assets and liabilities of the Company. However, it is not possible to determine the potential impact in a reasonable manner until a detailed review is completed.

- IFRS 10 describes principles for preparation and presentation of consolidated financial statements when an entity controls one or more entities. IFRS 10 replaces the consolidation requirements described in SIC-12 "Consolidation - Specific purpose entities" and IAS 27 "Consolidated and separate financial statements". Early application is encouraged. IFRS 10 is based on existing principles to identify the concept of control as the most important factor in determining whether an entity must be included in the consolidated financial statements of the holding Company. The standard provides additional guidance to assist in the determination of control where this is difficult to assess.

The Company's Board of Director anticipates that IFRS 10 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the amounts set out in relation to assets and liabilities of the Company.

- IFRS 11 classifies the joint agreements either as joint ventures (combining the existing concepts of jointly controlled assets and jointly controlled operations) or as joint ventures (equivalent to the existing concept of jointly controlled entity). The joint operation is the joint agreement whereby the parties with joint control are entitled to the assets and liabilities obligations. Joint venture is the joint agreement by which parties with joint control of the agreement are entitled to the net assets of the agreement. IFRS 11 requires the use of proportional equity method for joint interests while eliminating the proportional consolidation method.

The Company's Board of Director anticipates that IFRS 11 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the amounts set out in relation to assets and liabilities of the Company.

- IFRS 12 applies to entities that hold interests in subsidiaries, joint arrangements, associated or unconsolidated structures. IFRS 12 requires disclosure objectives, as well as what are the minimum disclosures to be provided to meet these objectives, which are those that help users of financial statement to assess the nature and risks associated with investments in other entities. The disclosure requirements are important and may require significant effort to comply.

The Company's Board of Directors anticipates that IFRS 12 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the disclosures in the financial statements of the Company.

- IFRS 13 requires one structure for fair value measurements when it is required by another IFRS. This IFRS applies to elements of both financial and non-financial assets and liabilities measured at fair value. Fair value is measured as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the trade date.

The Company's Board of Directors anticipates that IFRS 13 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the disclosures in the financial statements of the Company.

- The amendments to IAS 1 (Presentation of financial statements) require items of other comprehensive income to be grouped into two categories in other comprehensive income section: (a) items that will not be reclassified subsequently to profit or loss and (b) items that may be reclassified subsequently to profit or loss when specific conditions are met. The amendments also retain the option to present profit or loss and other comprehensive income in either a single statement or in two separate statements.

The Company's Board of Directors anticipates that amendments to IAS 1 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the disclosures in the financial statements of the Company.

- The amendments to IAS 19 (Employee benefits) introduce changes related to the recognition of actuarial gains and losses, the presentation of changes in assets and liabilities arising from defined benefit plans (requiring them to be recognised through other comprehensive income), as well as additional disclosures requirements for defined benefit plans.

The Company's Board of Director anticipates that amendments to IAS 19 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely that changes will not affect significantly the amounts set out in relation to assets and liabilities of the Company.

- The amendments to IAS 32 (Financial instruments: presentation) clarify existing application issues relating to the offset of financial assets and financial liabilities requirements. Specifically, the amendments clarify the meaning of "currently has a legally enforceable right of set-off".

The Company's Board of Directors anticipates that amendments to IAS 32 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2014 and will be applied retrospectively. It is likely that changes will not affect significantly the disclosures in the financial statements of the Company. However, it is not possible to determine the potential impact in a reasonable manner until a detailed review is completed.

- The amendments to IFRS 7 (Financial instruments: disclosures) require entities to disclose information about rights of offset and related arrangements for financial instruments under an enforceable master netting agreement or similar arrangement.

The Company's Board of Directors anticipates that amendments to IFRS 7 will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013 and will be applied retrospectively. It is likely that changes will not affect significantly the disclosures in the financial statements of the Company.

- The annual improvements to IFRSs (2009-2011 cycle) introduce amendments to various standards, including amendments to IAS 16 (Property, plant and equipment, clarify the classification of spare parts) and to IAS 32 (Financial instruments: presentation, clarify that income tax relating to distributions to holders of an equity instrument should be accounted in accordance with IAS 12 "Income taxes").

The Company's Board of Directors anticipates that such amendments will be adopted in the financial statements of the Company for the fiscal year beginning January 1, 2013. It is likely

that changes will not affect significantly the disclosures in the financial statements of the Company.

2.4 Basis of consolidation

The consolidated financial statements of Mastellone Hermanos Sociedad Anónima include the stand-alone financial statements of the parent and its subsidiaries. Control exists when the Company has the power to govern the financial and operating policies of an entity to obtain benefits from its activities.

Total comprehensive result of subsidiaries is attributed to the owners of the Company and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

The financial statements of the subsidiaries, with registered offices abroad, used to prepare the consolidated financial statements were issued in accordance with IFRS. Assets, liabilities and equity accounts were converted into pesos considering the exchange rate prevailing at the date of these financial statements. The income and expenses accounts were converted into pesos according to the exchange rate prevailing at the end of each month.

The main consolidation adjustments are the followings:

- elimination of assets, liabilities, income and expenses of the parent with those of its subsidiaries, in order to disclose the balances maintained effectively with third parties; and
- offset the carrying amount of the parent's investment in each subsidiary and the parent's portion of equity of each subsidiary.

Detailed below are the subsidiaries whose financial statements have been included in these consolidated financial statements:

Company	Main activity	Country	% of direct and indirect participation in capital stock and votes		
			12/31/2012	12/31/2011	1/1/2011
Con-Ser S.A.	Transportation services, services for vehicle, sale of parts and distribution of cooling equipments	Argentina	100.00	100.00	100.00
Leitesol Industria e Comercio S.A.	Production and distribution of dairy products	Brazil	100.00	100.00	100.00
Marca 4 S.A.	Ownership, administration and legal defense of trademarks <i>Ser</i> and <i>La Serenísima</i>	Argentina	99.99	99.99	99.99
Marca 5 Asesores en Seguros S.A.	Insurance broker	Argentina	99.99	99.99	99.99
Mastellone de Paraguay S.A.	Import and distribution of dairy products	Paraguay	100.00		
Mastellone Hermanos do Brasil Comercial e Industrial Ltda.	Inactive	Brazil	100.00	100.00	100.00
Mastellone San Luis S.A.	Manufacturer of dairy products	Argentina	99.99	99.99	99.99
Promas S.A.	Agricultural exploitation	Argentina	100.00	100.00	100.00
Puraláctea S.A. (1)	Financial activities	Argentina		100.00	100.00
Transporte Lusarreta Hermanos S.A. (2)	Inactive	Argentina	100.00	100.00	100.00

(1) On May 22, 2012, the Extraordinary Shareholders' meetings of Mastellone Hermanos S.A. (incorporating company) and Puraláctea S.A. (incorporated company) approved the preliminary merger agreement and the consolidated balance sheet for merger purposes, based on the financial statements of these companies as of December 31, 2011. The merger was effective January 1st, 2012. The merger was approved by the National Securities Commission ("Comisión Nacional de Valores") on July 3, 2012.

(2) Indirectly controlled by the Company because it is controlled by Con-Ser S.A.

The financial position statements of Mastellone Hermanos Sociedad Anónima as of December 31, 2012, December 31 and January 1st, 2011 and the statements of comprehensive results,

changes in equity and cash flows for the fiscal years ended December 31, 2012 and 2011, were consolidated based on financial statements of the subsidiaries companies for the years ended at such dates.

2.5 Public offering régime – changes to the Law in force

The Company is subject to the CNV control and included in the public offering régime of Law N° 17.811, for the issuance of Senior Notes.

To such extent, on December 27, 2012, the Government passed Capital Markets Law N° 26.831 which provides for a comprehensive reform of the current public offering régime (Law N° 17.811, as amended by Decree N° 677/2001). Law N° 26.831 is in force as from January 28, 2013. The new law extends the scope of the State's regulatory powers in relation to public offers through the CNV, the organization of the market and traders' requirements. At the same time, the Law provides that it is no longer necessary to be a shareholder for any trader/intermediary to operate in a given market, and delegates in the CNV the powers to authorize, register and regulate various categories of agents. Since the decree to implement this Law should be issued within 180 days of the effective date, and in order to preserve the normal operations of the capital markets, the CNV decided, through General Resolution N° 615, that the currently applicable regulations should continue in force until the implementing decree above indicated is issued.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1 Functional and presentation currency

The items of the financial statements of each consolidated entity are measured using the currency of the main economic environment in which operates (the functional currency). The functional currency of the parent company and the subsidiaries established in Argentina, is the Peso (legal currency of Argentina), which is also the presentation currency of these consolidated financial statements. The functional currency of the Brazilian subsidiaries (Leitesol Industria e Comercio S.A. and Mastellone Hermanos do Brasil Comercial e Industrial Ltda.) and the Paraguayan subsidiary are the Reais and the guaraní, respectively.

In the consolidated financial statements, assets and liabilities of foreign subsidiaries have been translated into Pesos using the exchange rate prevailing at year-end. Income and expenses have been translated at the month average exchange rate. The exchange differences are classified in other comprehensive result and included in equity under caption "Foreign currency translation reserve".

3.2 Foreign currency

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

Exchange differences on monetary items are recognised in profit and loss in the year in which they arise.

3.3 Financial assets

Financial asset is any asset like: cash, time deposits in financial entities, equity instruments of other companies, contractual rights, or a contract which can or could be liquidated with the delivery of equity instruments of the Company.

Financial assets are classified into the following specified categories: 'financial assets measured at fair value through profit and loss', 'held for trading', 'held-to-maturity' and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

Financial assets must be recognised on trade date, it means date where the Company commits to purchase or sale an asset. The recognition method is consistent for all purchases or sales of financial assets of the same category.

Financial assets are initially measured at fair value, plus transaction costs, except for those financial assets classified as at fair value through profit or loss.

3.3.1 Cash and cash equivalents

Include cash, bank current accounts and short-term investments with original maturity up to 90 days, with low risk of value variation and destined to attendee short-term liabilities.

3.3.2 Financial assets at fair value through profit and loss

Financial assets are classified as at fair value through profit and loss when the financial asset is held for trading. A financial asset is classified as held for trading if it has been acquired principally for the purpose of selling it in the near term.

Financial assets at fair value through profit and loss are stated at fair value, with any gains or losses arising on remeasurement recognised in consolidated statement of comprehensive results. The net gain or loss recognised in profit or loss incorporates any dividend or interest earned on the financial asset and is included in the 'Investment income' line in the consolidated statement of comprehensive results.

3.3.3 Held-to-maturity financial assets

Comprises private bonds with fixed or determinable payments and fixed maturity dates that the Company has the positive intent and ability to hold to maturity. Subsequent to initial recognition, held-to-maturity investments are measured at amortized cost using the effective interest method less any impairment. Revenue is recognised on an effective yield basis.

3.3.4 Receivables

Trade and other receivables are non-derivate financial assets with fixed or determinable payments that are not quoted in an active market and are classified as 'receivables'. Receivables are measured at amortized cost using the effective interest method, less any impairment.

3.3.5 Effective interest method

The effective interest method is a method of calculating the amortized cost of a debt instrument and of allocating interest income over the relevant year. The effective

interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument.

Income is recognised on an effective interest basis for debt instruments other than those financial assets classified as fair value through profit and loss (Note 3.3.2).

3.3.6 Impairment of financial assets

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

3.3.7 Derecognition of financial assets

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

3.4 Inventories

Inventories are stated at the acquisition weighted average cost adjusted, if necessary at net realizable value. The net realizable value is the estimated price of sale less estimated costs to conclude such sale.

Based on the Board of Director's analysis at December 31, 2012, December 31 and January 1, 2011, slow-moving or obsolete inventories were charged in the statement of comprehensive results in the year such evaluation was performed, which evaluated the conservation status, the future use and the net realizable value of those inventories.

3.5 Property, plant and equipment, and others

- Lands and buildings held for use in production, supply of services or for administrative purposes, machinery, equipment and tools, fittings, laboratory equipment and furniture, vehicles and trays are stated in the consolidated statement of financial position at their cost less any subsequent accumulated depreciation.

Land is not depreciated. Depreciation of buildings, machinery equipment and tools, fittings, laboratory equipment and furniture, vehicles and trays is recognised as a loss of each year.

- Work in progress is carried at cost, less any recognised impairment loss. Cost includes professional fees and capitalized interests. These assets are classified in the appropriate category of Property, plant and equipment when the construction has been completed and it is ready for use. Depreciation of these assets, on the same basis as other property assets, commences when the assets are ready for their intended use.

- Depreciation is recognised so as to write-off the cost or valuation of assets (other than land) less their residual values over their useful lives, using the straight-line method. The estimated useful lives and residual values are reviewed at each year end, with the effect of any changes in estimates being accounted for on a prospective basis.
- Assets acquired under finance leases are depreciated over their expected useful lives on the same basis as owned assets or, where shorter, the term of the relevant lease.
- An item of property, plant and equipment, and others is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Gain or loss derived of the write-off or disposal of an item of Property, plant and equipment is determined as the difference between the obtained sale value and the book value and it is stated in the consolidated statement of comprehensive results.

The Company has chosen the exemption under IFRS 1 – “First Time Adoption of International Financial Reporting Standard” related to the use of deemed cost for property plant and equipment. See also Note 31.

3.6 Intangible assets

Intangible assets include costs of development of projects, brands and patents. The accounting policies for the recognition and measurement of these intangible assets are described below.

3.6.1. – Intangible assets acquired separately

Intangible assets with finite useful life that are acquired separately are carried at cost less accumulated amortization and accumulated impairment losses. Amortization is recognised on a straight-line basis over their estimated useful lives. The estimated useful lives and amortization method are reviewed at the end of each reporting year, with the effect of any changes in estimates being accounted for on a prospective basis.

3.6.2. – Internally-generated intangible assets – research and development expenditure

Expenditure on research activities is recognised as an expense in the year in which it is incurred.

An internally-generated intangible asset arising from development (or from the development phase of an internal project) is recognised if, and only if, all of the following have been demonstrated:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- the intention to complete the intangible asset and use or sell it;
- the ability to use or sell the intangible asset;
- how the intangible asset will generate probable future economic benefits;
- the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- the ability to measure reliably the expenditure attributable to the intangible asset during its development.

The amount initially recognised for internally-generated intangible assets is the sum of the expenditure incurred from the date when the intangible asset first meets the recognition criteria listed above. Where no internally-generated intangible asset can be recognised, development expenditure is recognised in profit or loss in the year in which it is incurred.

Subsequent to initial recognition, internally-generated intangible assets are reported at cost less accumulated amortization and accumulated impairment losses, on the same basis as intangible assets that are acquired separately.

3.6.3. – Derecognition of an intangible asset

An intangible asset is derecognised on disposal or when no future economic benefits are expected from use or disposal. Gains or losses arising from derecognition of an intangible asset, are measured as the difference between the net disposal proceeds and the carrying amount of the asset, and are recognised in profit or loss when the asset is derecognised.

3.7 Impairment of tangible and intangible assets other than goodwill

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

In assessing impairment, assets which do not generate an independent cash flow are included in an appropriate cash-generating unit. Recoverable value of these assets or of the cash-generating unit is the higher of fair value (measured according to method of discounted future cash flows) and book value or recorded value.

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

At December 31, 2012 and December 31 and January 1st, 2011 no impairment losses were recorded.

3.8 Business combination

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Company, liabilities incurred by the Company to the former owners of the acquire and the equity interests issued by the Company in exchange for control of the acquire. Acquisition-related costs are recognised in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value at the acquisition date, except that:

- deferred tax assets or liabilities and liabilities or assets related to employee benefit arrangements are recognised and measured in accordance with IAS 12 *Income Taxes* and IAS 19 *Employee Benefits*, respectively;
- liabilities or equity instruments related to share-based payment arrangements of the acquire or share-based payment arrangements of the Company entered into to replace

share-based payment arrangements of the acquire are measured in accordance with IFRS 2 *Share-based Payment* at the acquisition date; and

- assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 *Non-current Assets Held for Sale and Discontinued Operations* are measured in accordance with that standard.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in acquire, and the fair value of the acquirer's previously held equity interest in the acquire (if any) over the net amounts at the acquisition-date of the identifiable assets acquired and the liabilities assumed. If, after reassessment, the net amount at the acquisition-date of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquire and the fair value of the acquirer's previously held interest in the acquire (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain.

The value of goodwill does not exceed their estimated recoverable value at year-end.

3.9 Other assets

These include mainly investments in other companies where no significant influence is exercised. These investments are valued at cost, which do not exceed their estimated recoverable value.

3.10 Liabilities

The Company recognizes a liability when it has a present obligation (legally enforceable as a result of the execution of a contract or a mandate contained in a legal standard) resulting from a past event and whose amount owed can be estimated reliably.

3.11 Financial liabilities

Financial liabilities initially measured at fair value, net of transaction costs are subsequently measured at amortized cost using the effective interest method. Interest charges are stated in the "Financial cost" line of the consolidated statement of comprehensive results, except the part stated in the cost of work in progress of Property, plant and equipment, and others.

3.11.1 - Derecognition of financial liabilities

The Company derecognizes financial liabilities (or a part of them) when, and only when, the Company's obligations are discharged, cancelled or they expired.

The difference between the carrying amount of the financial liability derecognised and the consideration paid is recognised in profit or loss.

3.12 Provisions

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

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting year, taking into account the risks and uncertainties surrounding the obligation. When a provision is measured using the cash

flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

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

The Company has been claimed in civil and commercial lawsuits. Reserves for contingencies are recorded on a risk assessment basis and when the likelihood of a loss is probable. The assessment of a loss probability is based on the opinion of legal counsels of the Company.

3.13 Government grants

If any, the subsidized loans granted, directly or indirectly, by Governments to the Company or its controlled subsidiaries, with interest rates which are below the current market conditions are treated as a grant. Its measurement is performed considering the difference between the obtained values and the fair value resulting from applied current market rates.

Tax benefits whereas the Company is a beneficiary, are recognised directly in results of each year.

3.14 Equity accounts

Capital stock

Capital stock is composed by contributions made by the shareholders, represented by shares and includes subscribed shares at their nominal value. Capital stock, which amounted to 457,547 as of December 31, 2012, December 31 and January 1st 2011, is composed by 194,428 corresponding to nominative, non-endorsable shares of Ps. 1 par value, with 5 votes each and 263,119 corresponding to nominative, non-endorsable shares of Ps. 1 par value, with 1 vote each.

Legal reserve

The current Argentine legal regulations (Law N° 19,550) require the Company to appropriate 5% of its net income per year to a “Legal reserve”, which arises from the sum of the net income, prior year adjustments, transfers from other comprehensive result to accumulated earnings and accumulated loss from prior years, 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 had been 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.

Facultative reserve

These are reserves approved by Shareholders’ Meeting for a special purpose.

The General Ordinary Shareholders’ Meeting held on March 27, 2012 approved the appropriation to facultative reserve of the accumulated earnings.

Accumulated earnings

It includes the result for the year, prior year's results which were not appropriated, the amounts transferred from other comprehensive results and prior year's adjustments for the application of accounting standards.

On September 13, 2012, the CNV issued Resolution No. 609, which establishes the appropriation of the positive difference between the opening balance of retained earnings disclosed in the financial statements for the first fiscal year in which application of IFRS is mandatory and the ending balance of retained earnings of the last fiscal year in which Argentine accounting standards were mandatory. Accordingly, entities that prepare for the first time financial statements in accordance with IFRS, must allocate the positive difference arising from such application to a special reserve, which amounts for the Company to 301,912. This reserve will not be distributed in cash or in kind to the shareholders or owners of the entity and could only be used for increases in capital stock or to offset retained losses. The Shareholders meeting that considers the financial statements for the year ended on December 31, 2012, will have to resolve on the application of this resolution.

3.15 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated customer returns, rebates and other similar allowances.

3.15.1 Sale of goods

Revenue from the sale of goods is recognised when the goods are delivered and titles have passed, at which time all the following conditions are satisfied:

- the Company has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Company; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

The Company records cash discounts and volume rebates at the time the related revenue from product sale is recognised.

3.15.2 Services rendered

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 Argentina S.A. – 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.

3.15.3 Interest income

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Company and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

3.16 Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial year of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

For the fiscal year ended December 31, 2012 and 2011, the Company capitalized in “Work in progress” of Property, plant and equipment, and others borrowing costs for 8,265 and 2,269, respectively.

All other borrowing costs are recognised in profit and loss in the period in which they are incurred.

3.17 Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases. There are no situations in which the Company qualifies as a lessor.

The Company as lessee

Assets held under finance leases are initially recognised as assets of the Company at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the statement of financial position as a finance lease obligation.

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

3.18 Income tax and alternative minimum income tax

3.18.1. – Income taxes – current and deferred

Income tax expenses represent the sum of the tax currently payable and deferred tax.

3.18.1.1 – Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the consolidated statement of comprehensive results because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rate that have been enacted or substantively enacted by the end of the reporting year. The current income tax charge is calculated on the basis of the tax laws in force in the countries in which the consolidated entities operate.

3.18.1.2 – Deferred tax

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences, and deferred tax assets, including tax loss carryforwards, are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilized.

Such deferred assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries, except where the Company is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilize the benefits of the temporary differences and they are expected to reverse in the foreseeable future. The carrying amount of deferred tax assets is reviewed at the end of each reporting year and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to be applied in the period in which the liability is settled or the asset realized, based on tax rates and tax laws enacted at each year-end. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting year to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

Under IFRS, deferred income tax assets and liabilities are classified as non-current assets and liabilities.

3.18.1.3. – Current and deferred tax for the year

Current and deferred tax are recognised as profit or loss in the consolidated comprehensive results statement, except when they relate to items that are recognised in or directly in equity, in which case, the current and deferred tax are recognised directly in equity or when current tax or deferred tax arises from the initial accounting for a business combination. In case of a business combination, the tax effect is considered in the calculation of the goodwill or in the determination of the interest excess of acquire in the net fair value of identifiable assets, liabilities and contingent liabilities of the acquired over the business combination cost.

3.18.2. – Alternative minimum income tax

The alternative minimum income tax is complementary to the income tax. The Company determines the tax charge applying the enacted rate of 1% over the computable assets at year-end. The Company's tax obligation will be the higher amount between the determined presumed income tax and the income tax liability determined applying the enacted 35% tax rate over the estimated taxable profit of year. Nevertheless, if the presumed income tax in a fiscal year exceeds the corresponding income tax, this excess can be taken as payment on credit of any surplus of the income tax to be paid over the presumptive income tax in any of the following ten years.

4. CRITICAL JUDGEMENTS IN APPLYING ACCOUNTING POLICIES

In the application of the Company's accounting policies, which are described in Note 3, the Company's management and Board of Directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

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

These estimates relate basically to the following:

- Impairment of property, plant and equipment, and others

The Company periodically evaluates the carrying value of its long-lived assets. The Company considers the carrying value of long-lived assets to be impaired when the expected discounted cash flows, to be derived from the use of such assets are less than their carrying value. In that event, the Company would recognize a loss based on the amount by which the carrying value exceeds the fair market value of such assets. Fair market value is determined primarily using the anticipated cash flows discounted at a rate appropriate to the risk involved.

The Company believes that the accounting estimate related to the impairment of these assets is a “critical accounting estimate” because: (1) it is highly susceptible to change from period to period as it requires management to make certain assumptions about future revenues and costs; and (2) the impact that recognizing an impairment has on the assets reported on the statement of financial position as well as the statement of comprehensive results is material. The most important estimates, and those that could affect significantly the projected cash flows, are the selling price of the Company’s products on the revenue side and the availability and price of raw milk from the cost point of view.

- Provision for allowances and contingencies

The Company has certain contingent liabilities with respect to existing or potential claims, lawsuits and other legal proceedings. The Company routinely assesses the likelihood of adverse judgments or outcomes to those proceedings. The Company records accruals for such contingencies to the extent that it is able to determine that their occurrence is probable and the financial impact, should such a decision be rendered against the Company, is reasonably quantifiable.

In determining the likely outcome of litigation proceedings, management considers many factors, including, but not limited to, past history, reports from counsels and other available evidence, and the specifics and status of each proceeding. The evaluation may result in the recording of an accrual or a change in a previously recorded accrual. Determining the outcome of claims and litigation, and estimating related costs and exposure, involves substantial uncertainties that could cause actual costs to vary materially from estimates and accruals, which could have a material effect on the Company’s future results of operations, financial conditions and liquidity.

- Deferred income tax and alternative minimum income tax

Deferred income taxes are fully provided to reflect the net tax effects of temporary differences between the financial reporting and the tax base for assets and liabilities. Deferred income taxes are measured using the currently enacted tax rates and laws in each of the relevant jurisdictions where the assets and liabilities are located.

Deferred tax assets are reduced by a valuation allowance if, at the light of the available evidence, it is more likely than not that some portion or all of the deferred tax assets will not be realized. The Company has generated tax losses which are deductible with respect to taxable earnings of up to five years following the year in which they were originated (in Brazil, it has no expiration date, but there are limitations concerning the maximum amount to be offset per each year).

In Argentina, the Company is also subject to the payment of an alternative minimum income tax, which is calculated regardless of the economic results for the period. This tax is calculated using a rate of 1% of the total value of the assets, with certain deductions mostly to avoid double taxation and to encourage capital expenditures. The amounts paid on such tax can be credited against Argentine income tax obligation for a period of ten years.

5. CASH AND CASH EQUIVALENTS

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Cash and bank accounts	62,407	43,683	35,625
Investment funds	3,664	20,333	3,000
Short-term investments		85	1,282
Total	<u>66,071</u>	<u>64,101</u>	<u>39,907</u>

6. OTHER FINANCIAL ASSETS

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Public bonds (1)	12,351		
Private bonds	7,538	8,027	2,110
Short-term investments - related parties (Note 27)	1,589		
Short-term investments – other	2,102	6	
Total	<u>23,580</u>	<u>8,033</u>	<u>2,110</u>
• <u>Non-current</u>			
Long-term investments	4,509	3,789	
Total	<u>4,509</u>	<u>3,789</u>	<u>-</u>

- (1) Corresponds to nominal value U\$S 2,006,700 of BODEN 2015, valued at the quotation of pesos 6,155 per bond.

7. TRADE ACCOUNTS RECEIVABLE

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Third parties (domestic)	518,609	423,060	297,330
Related parties (Note 27)	168,871	174,255	166,477
Foreign receivables	7,763	36,974	11,013
Notes receivables	3,048	311	2,303
Tax incentives on exports	17,434	9,918	7,789
Subtotal	<u>715,725</u>	<u>644,518</u>	<u>484,912</u>
Allowance for doubtful accounts	(11,161)	(11,012)	(9,409)
Allowance for trade discounts and volume rebates	(6,192)	(5,121)	(5,641)
Total	<u>698,372</u>	<u>628,385</u>	<u>469,862</u>

The movement of the allowance for doubtful accounts is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Balance at the beginning of the year	11,012	9,409	6,267
Acquisition of subsidiary			1,245
Decrease due to sale of subsidiary company			(72)
Additions (1)	2,447	3,280	1,723
Transfers	(965)	(1,574)	150
Write-offs	(1,414)	(17)	(48)
Re-measurement of foreign subsidiaries allowances	81	(86)	144
Balance at the end of the year	<u>11,161</u>	<u>11,012</u>	<u>9,409</u>

(1) Charged to selling expenses – in 2012 and 2011, Note 21.

The allowance for doubtful accounts was determined based on the historical experience of default, statistics, specific analyses for major clients and evaluation of management about current economic scenario. Customer accounts in bankruptcy or bankruptcy process (offset of the corresponding allowances) are excluded from current accounts receivables and included in other receivables. An allowance for doubtful accounts with an age over 90 days past due is recorded, if necessary.

The movement of allowance for trade discounts and volume rebates is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Balance at the beginning of the year	5,121	5,641	3,144
Decrease due to sale of subsidiary company			(47)
Additions (1)	5,550	4,237	5,206
Write-offs	(4,479)	(4,757)	(2,662)
Balance at the end of the year	<u>6,192</u>	<u>5,121</u>	<u>5,641</u>

(1) Charged to result for the year – deducted from revenue.

Payments terms are agreed with customers according to market conditions. No interest is charged on outstanding balances.

The Company believes that the carrying amount of account receivables approximates its fair value.

The Company also believes that its exposure to concentration of credit risk is limited due to the large number of customers located in different geographic locations, and the fact that their biggest customers are large companies with strong credit situations. The Company believes that it is not exposed to significant credit risk and is not dependent on a single client. In the fiscal years ended December 31, 2012 and 2011, no single customer accounted for in excess of 10% of the Company's revenue.

Trade accounts receivable that are disclosed above, include amounts that are past due at the end of the reporting year under review. The aging of trade accounts receivable is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Overdue	162,363	140,033	87,210
To be due:			
Between 0 and 3 months	551,136	500,884	397,233
Between 3 and 6 months	1,520	1,401	326
Between 6 and 9 months	563	450	98
Between 9 and 12 months	143	1,750	45
Subtotal	<u>715,725</u>	<u>644,518</u>	<u>484,912</u>
Allowances	(17,353)	(16,133)	(15,050)
Total	<u>698,372</u>	<u>628,385</u>	<u>469,862</u>

8. TAX CREDITS

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Turnover tax credit	15,782	3,567	4,933
Net value added tax	13,982	29,638	50,731
Income tax and alternative minimum income tax receivable	4,137	3,667	1,523
Other tax credits	3,440	6,089	7,667
Total	<u>37,341</u>	<u>42,961</u>	<u>64,854</u>
• <u>Non-current</u>			
Net value added tax	19,619	16,426	24,173
Turnover tax credit	1,799		
Other tax credits	1,552	1,128	1,277
Total	<u>22,970</u>	<u>17,554</u>	<u>25,450</u>

9. OTHER RECEIVABLES

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Prepaid expenses	7,863	6,767	3,810
Receivable from sale of subsidiary company	8,023	9,726	6,018
Receivable from sale of property, plant and equipment, and others	2,982		
Advances to services suppliers	834	806	1,488
Insurance receivable	1,100	458	214
Guarantee deposits (Note 26)	127	3,527	3,906
Régime for the professionalization of transport		11,930	6,136
Related parties (Note 27)			342
Receivables from customers in receivership and in bankruptcy	166	145	165
Other	4,953	5,130	5,443
Subtotal	<u>26,048</u>	<u>38,489</u>	<u>27,522</u>
Allowance for doubtful accounts	(587)	(638)	(621)
Total	<u>25,461</u>	<u>37,851</u>	<u>26,901</u>
• <u>Non-current</u>			
Régime for the professionalization of transport	17,567		
Receivables from customers in receivership and in bankruptcy	15,770	8,034	7,505
Receivable from sale of subsidiary company	5,479	9,557	13,284
Recovery of decrees N° 7290/67 and 9038/78	3,992		
Guarantee deposits (Note 26)	579	16	35
Other	1,239	1,820	2,122
Subtotal	<u>44,626</u>	<u>19,427</u>	<u>22,946</u>
Allowance for doubtful accounts	(12,854)	(6,622)	(7,501)
Total	<u>31,772</u>	<u>12,805</u>	<u>15,445</u>

The movement of allowance for doubtful accounts is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Balance at the beginning of the year	638	621	617
Balance of acquired subsidiary			84
Decrease due to sale of subsidiary company			(30)
(Decrease) additions (1)	(26)	17	
Write-offs	(25)		(50)
Balance at the end of the year	<u>587</u>	<u>638</u>	<u>621</u>
• <u>Non-current</u>			
Balance at the beginning of the year	6,622	7,501	6,597
Balance of acquired subsidiary			444
Decrease due to sale of subsidiary company			(67)
Additions (1)	5,898	610	132
Transfers	965	1,574	(150)
Write-offs	(880)	(2,875)	(172)
Re-measurement of foreign subsidiaries allowances	249	(188)	717
Balance at the end of the year	<u>12,854</u>	<u>6,622</u>	<u>7,501</u>

(1) Charged to selling expenses – in 2012 and 2011, Note 21.

10. INVENTORIES

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Resale goods	26,981	20,537	19,585
Finished goods	293,177	326,090	244,242
Work in progress	186,281	153,468	129,661
Raw materials, packaging and other materials	190,525	147,027	135,216
Goods in transit	20,618	26,795	35,349
Subtotal	<u>717,582</u>	<u>673,917</u>	<u>564,053</u>
Advances to suppliers	6,603	5,300	2,595
Total	<u>724,185</u>	<u>679,217</u>	<u>566,648</u>

11. PROPERTY, PLANT AND EQUIPMENT, AND OTHERS

	12/31/2012												Net value at the end of the year
	Cost or deemed cost						Depreciation						
	Value at the beginning of the year	Foreign currency exchange differences	Acquisitions	Transfers	Retirement and disposal	Value at the end of the year	Accumulated depreciation at the beginning of the year	Foreign currency exchange differences	Retirement and disposal	Depreciation		Accumulated depreciation at the end of the year	
									Rate %	Of the year			
Land and buildings	876,890	814	804	14,796	915	892,389	72,108	424	23	2, 2.5, 3.3 and 5	28,773	101,282	791,107
Olive plantations	50,166					50,166	11,504			2	1,981	13,485	36,681
Machinery and equipment, containers, tools and spare parts (1)	942,618	107	4,641	24,494	2,138	969,722	742,518	84	1,179	5 and 10	27,189	768,612	201,110
Fittings, laboratory equipment and furniture	790,844	392	7,561	36,540	1,107	834,230	580,859	330	1,042	5, 10, 25 and 33	22,447	602,594	231,636
Vehicles (2)	133,312	41	15,220	6,127	4,311	150,389	105,078	10	2,656	10 and 20	5,652	108,084	42,305
Work in progress	82,776		117,460	(56,310)	604	143,322							143,322
Advances to suppliers	7,212		19,423	(21,620)	1,252	3,763							3,763
Subtotal	2,883,818	1,354	165,109	4,027	10,327	3,043,981	1,512,067	848	4,900		86,042	1,594,057	1,449,924
Other:													
Trays	85,376		37,810			123,186	54,910			33	21,627	76,537	46,649
Carrying amount as of December 31, 2012	2,969,194	1,354	202,919	4,027	10,327	3,167,167	1,566,977	848	4,900		107,669	1,670,594	1,496,573

(1) Includes machinery operated by Promas S.A. with a net value of 6,498 as of December 31, 2012.

(2) Includes vehicles operated by freighters of Con-Ser S.A. and Logística la Serenísima S.A. with a net value of 16,506 as of December 31, 2012.

	Cost or deemed cost					12/31/2011					1/1/2011	
	Value at the beginning of the year	Acquisitions	Transfers	Retirement and disposal	Value at the end of the year	Accumulated depreciation at the beginning of the year	Retirement and disposal	Depreciation		Accumulated depreciation, at the end of year	Net value at the end of the year	Net value at the end of the year
								Rate %	Of the year			
Land and buildings	874,830	2,182	34	156	876,890	14,473	95	2, 2.5, 3.3 and 5	57,730	72,108	804,782	860,357
Olive plantations	50,166				50,166	9,523		2	1,981	11,504	38,662	40,643
Machinery and equipment, containers tools and spare parts (1)	967,513	7,368	7,480	39,743	942,618	748,006	38,098	5 and 10	32,610	742,518	200,100	219,507
Fittings, laboratory equipment and furniture	771,219	7,739	14,470	2,584	790,844	563,117	2,458	5, 10, 25 and 33	20,200	580,859	209,985	208,102
Vehicles (2)	126,675	9,836	2,433	5,632	133,312	105,259	4,462	10 and 20	4,281	105,078	28,234	21,416
Work in progress	39,057	66,743	(23,024)		82,776						82,776	39,057
Advances to suppliers	916	10,500	(4,204)		7,212						7,212	916
Subtotal	2,830,376	104,368	(2,811)	48,115	2,883,818	1,440,378	45,113		116,802	1,512,067	1,371,751	1,389,998
Other:												
Trays	60,538	24,838			85,376	41,591		33	13,319	54,910	30,466	18,947
Carrying amount as of December 31, 2011	2,890,914	129,206	(2,811)	48,115	2,969,194	1,481,969	45,113		130,121	1,566,977	1,402,217	1,408,945

(1) Includes machinery operated by Promas S.A. with a net value of 5,838 as of December 2011 and of 1,058 as of January 1st, 2011.

(2) Includes vehicles operated by frighters of Con-Ser S.A. and Logística La Serenísima S.A. with a net value of 7,685 as of December 31, 2011 and of 7,053 as of January 1st, 2011.

12. TRADE PAYABLE - CURRENT

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Trade payables	553,747	497,047	415,133
Related parties (Note 27)	88,880	120,822	85,207
Note payables	155,847	53,139	23,851
Foreign suppliers	11,946	7,661	7,770
Total	<u>810,420</u>	<u>678,669</u>	<u>531,961</u>

The aging of trade payable is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
To be due:			
Between 0 and 3 months	801,397	678,240	531,228
Between 3 and 6 months	1,358	429	579
Between 6 and 9 months	48		77
Between 9 and 12 months	7,617		77
Total	<u>810,420</u>	<u>678,669</u>	<u>531,961</u>

13. BORROWINGS

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
<u>Short-term debt</u>			
Principal:			
Senior notes and loan debt:			
Senior Notes:			
Due 2012		19,941	
Series A, B and C – due 2018	35,674	30,648	
Serie D – final due 2015	7,377	4,304	1,988
Series E – final due 2013 (net of commissions and expenses related to the issuance by 1,103)	97,257		
Subtotal	<u>140,308</u>	<u>54,893</u>	<u>1,988</u>
Loan:			
Tranche A – final due 2015	24,677	14,398	8,100
Tranche B – final due 2018	3,545	3,102	
Non-restructured Collateralized Floating Rate Debt			91
Subtotal	<u>28,222</u>	<u>17,500</u>	<u>8,191</u>
Subtotal – Senior Notes and loan debt	<u>168,530</u>	<u>72,393</u>	<u>10,179</u>
Other financial debt:			
Unsecured debt	25,712	17,402	1,674
Unsecured debt – related parties (Note 27)	1,314	1,150	1,062
Secured debt	117,989	66,602	21,134
Secured debt – related parties (Note 27)	28,063		
Subtotal – Other financial debt	<u>173,078</u>	<u>85,154</u>	<u>23,870</u>
Total principal	<u>341,608</u>	<u>157,547</u>	<u>34,049</u>
Accrued interest:			
Unsecured - related parties (Note 27)	3	3	3
Unsecured and secured debt	3,031	1,335	887
Total accrued interest	<u>3,034</u>	<u>1,338</u>	<u>890</u>
Adjustment to net present value:			
Senior Notes due 2012		(332)	
Total adjustment to net present value	<u>-</u>	<u>(332)</u>	<u>-</u>
Total	<u><u>344,642</u></u>	<u><u>158,553</u></u>	<u><u>34,939</u></u>

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
<u>Long-term debt</u>			
Principal:			
Senior Notes and loan debt:			
Senior Notes:			
Series A, B and C – due 2018	629,066	582,321	576,822
Series D – final due 2015	34,426	36,584	37,772
Due 2012			18,422
Series E – final due 2013 (net of commissions and expenses related to the issuance by 3,003 as of 12/31/2011 and 4,409 as of 1/1/2011)		83,077	75,111
Subtotal	<u>663,492</u>	<u>701,982</u>	<u>708,127</u>
Loan:			
Tranche A – final due 2015	115,161	122,380	137,285
Tranche B – final due 2018	63,804	58,940	57,314
Subtotal	<u>178,965</u>	<u>181,320</u>	<u>194,599</u>
Subtotal – Senior Notes and loan debt	<u>842,457</u>	<u>883,302</u>	<u>902,726</u>
Other financial debt:			
Unsecured debt	2,673		
Secured debt	4,859	6,271	703
Subtotal – Other financial debt	<u>7,532</u>	<u>6,271</u>	<u>703</u>
Total principal	<u>849,989</u>	<u>889,573</u>	<u>903,429</u>
Adjustment to net present value:			
Senior Notes Series A, B and C – due 2018	(52,853)	(70,907)	(91,171)
Senior Notes Series D – final due 2015	(4,933)	(6,963)	(9,176)
Senior Notes due 2012			(870)
Loan debt – tranche A – final due 2015	(16,539)	(23,342)	(33,352)
Loan debt – tranche B – final due 2018	(5,350)	(7,177)	(9,059)
Total adjustment to net present value	<u>(79,675)</u>	<u>(108,389)</u>	<u>(143,628)</u>
Total	<u><u>770,314</u></u>	<u><u>781,184</u></u>	<u><u>759,801</u></u>

13.1 Main loans agreements

13.1.1 Financial debt – final due 2015 and 2018

Below is a summary of the financial debt - final due 2015 and 2018, derived from a refinancing implemented through a voluntary exchange, which was concluded in May 2010.

1. Summary of the outstanding balances as of December 31, 2012 of the financial debt - final due 2015 and 2018:

Debt restructured	Amount in the original currency – in thousands		Amount in thousand pesos (as of December 31, 2012)
Senior Notes Series A, B and C – final due 2018	US\$	135,165	664,740
Senior Notes Series D – final due 2015	US\$	8,500	41,803
Loan debt – tranche A – final due 2015	US\$	28,434	139,838
Loan debt – tranche B – final due 2018	US\$	13,694	67,349

2. Outstanding principal and interests payment as of December 31, 2012:

Maturity date	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, 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 is determined by reference to the LIBO rate plus a spread of 2.5%, provided that such rate shall not exceed 6% per annum.

3. Other conditions:

The Senior Notes of the Company with final due 2018 has the right to the payment of a contingent interest at an annual rate during each one-year period, as from January 1, 2011, equivalent to the 0.3% for each US\$ 5 million, based on the EBITDA (in accordance with the terms included in the loan contract) of the prior fiscal year in excess of US\$ 40 million, with a maximum of 4% if the EBITDA is higher than US\$ 104,999,999. The semi-annual payments of interest maturing on June 30 and December 31, 2011 accrued a contingent interest rate of 2.1% based on the 2010 EBITDA estimated for the fiscal year ended December 31, 2010. The semi-annual payments of interest maturing on June 30 and December 31, 2012 accrued a contingent interest rate of 2.1% based on the 2011 EBITDA estimated for the fiscal year ended December 31, 2011.

On each June 30, commencing on June 30, 2011, the Company must apply to repay, ratably and at par, a principal amount of the debt due 2018 equal to 75% of the excess cash (as defined in the issuance terms of the debt) for such preceding fiscal year. As of December 31, 2012, from the calculation performed by the Company, there was 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.

According to the terms established in the debt and in addition to all scheduled amortization payments, the Company had to reduce the aggregate principal amount outstanding of its debt in the amount of US\$ 20 million by December 31, 2011 (“mandatory debt reduction”), or, otherwise, the refinanced debt will bear penalty interest (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 1st of each year thereafter until the mandatory debt reduction has been completed in full. As the Company did not comply with the mandatory debt reduction, the interest rate for such debt increased by 0.25% from the year 2012 and 1% from the year 2013.

The 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.

Debt with final due in 2015 and 2018 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. 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.

13.1.2 Senior Notes – due 2012

The Senior Notes due 2012 accrued interest at a rate of 8% per annum, payable semi-annually (every June 30 and December 31), in arrears and due on June 30, 2012. Principal not restructured in May 2010 of these Senior Notes was totally paid-in as of its due date.

13.1.3 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.

14. ACCRUED SALARIES, WAGES AND PAYROLL TAXES

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Payroll and bonus to management	113,917	97,360	68,556
Social security taxes	56,898	40,340	26,209
Total	<u>170,815</u>	<u>137,700</u>	<u>94,765</u>

15. TAXES PAYABLE AND ACCRUAL FOR TAX RELIEF

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Tax withholdings	50,539	41,903	29,266
Taxes, rates and contributions (net from advances)	15,444	14,567	14,288
Payment plan – Law N° 26,476	6,424	5,989	2,376
Tax – Law N° 23,966	3,417	2,522	2,566
Total	<u>75,824</u>	<u>64,981</u>	<u>48,496</u>
• <u>Non-current</u>			
Payment plan – Law N° 26,476	34,262	37,932	43,922
Accrual for tax relief (Note 26)	22,894	22,894	22,894
Taxes, rates and contributions		921	4,313
Total	<u>57,156</u>	<u>61,747</u>	<u>71,129</u>

Régime for industrial promoted activities of subsidiaries

- Mastellone Hermanos S.A., 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 statement of financial position.
- Through Decree N° 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 was rejected by the Federal Court of the Province of Mendoza on July 8, 2011. On August 26, 2011 the Federal Court of Appeals accepted the extraordinary appeal filed by the San Rafael Chamber Commerce against the Decree N° 699/10, consequently, the applicability of such decree is suspended until the National Supreme Court of Justice rules on the main issue.

16. PROVISIONS

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Accrued litigation expenses	1,451	951	1,365
Other accrued expenses	446	8,665	7,615
Total	<u>1,897</u>	<u>9,616</u>	<u>8,980</u>
• <u>Non-current</u>			
Accrued litigation expenses	18,877	16,391	18,375
Other accrued expenses	2,153	1,614	1,891
Total	<u>21,030</u>	<u>18,005</u>	<u>20,266</u>

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

• <u>Current</u>			
Balance at the beginning of the year	9,616	8,980	6,586
Balance of acquired subsidiary			335
(Reversal) increases (1)	(3,484)	1,137	888
Payments made	(2,418)	(671)	(1,267)
Re-measurement of foreign subsidiaries allowances	410	(267)	525
Transfer (to) from non-current allowance	(2,227)	437	1,913
Balance at the end of the year	<u>1,897</u>	<u>9,616</u>	<u>8,980</u>
• <u>Non-current</u>			
Balance at the beginning of the year	18,005	20,266	15,579
Balance of acquired subsidiary			8,991
Decrease due to sale of subsidiary company			(262)
Increases (reversals) (1)	963	(1,184)	(1,462)
Payments made	(165)	(640)	(667)
Transfer from (to) current allowance	2,227	(437)	(1,913)
Balance at the end of the year	<u>21,030</u>	<u>18,005</u>	<u>20,266</u>

(1) Net reversal, credited to other gain and losses - in 2012 and 2011, Note 23.

17. OTHER LIABILITIES

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
• <u>Current</u>			
Debt for acquisition of company	1,250	4,350	4,052
Related parties (Note 27)			8
Other	5,960	2,537	3,736
Total	<u>7,210</u>	<u>6,887</u>	<u>7,796</u>
• <u>Non – current</u>			
Debt for acquisition of company		1,076	4,970
Deferred revenue	1,026	922	872
Other	3,180	2,153	2,026
Total	<u>4,206</u>	<u>4,151</u>	<u>7,868</u>

18. DEFERRED TAX

Deferred tax assets:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Temporary differences:			
Provisions and other non-deductible accrued expenses	8,184	7,878	6,676
Inventories	10,322	3,788	2,209
Property, plant and equipment, and others	(1,653)	362	79
Tax loss carry-forwards	16,837	31,411	33,103
Alternative minimum income tax	10,345	8,584	7,624
Valuation allowance for alternative minimum income tax and deferred income tax	(39,782)	(43,984)	(36,267)
Total	<u>4,253</u>	<u>8,039</u>	<u>13,424</u>

Deferred tax liabilities:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Temporary differences:			
Provisions and other non-deductible accrued expenses	13,617	10,955	11,605
Inventories	23,646	23,693	9,542
Intangible assets	624	497	361
Other assets	(476)	(476)	(470)
Property, plant and equipment, and others	(320,617)	(322,254)	(344,325)
Credits deducted for tax purposes	(1,239)	(1,767)	(1,543)
Adjustment to present value	(28,132)	(38,285)	(50,552)
Tax loss carry-forwards	69,273	42,974	66,893
Alternative minimum income tax	111,988	94,202	77,563
Valuation allowance for alternative minimum income tax and deferred income tax	(55,846)	(15,416)	(11,730)
Total	<u>(187,162)</u>	<u>(205,877)</u>	<u>(242,656)</u>

The unused tax loss carry-forwards filed with tax authorities by Mastellone Hermanos S.A. and its subsidiaries as of December 31, 2012 are as follows:

<u>Year of generation</u>	<u>Tax loss amount</u>	<u>Applicable tax rate</u>	<u>Credit due to tax loss carry-forward</u>	<u>Expiration – date for submission of tax returns fiscal years</u>
2008	86,040	35%	30,114	2013
2009	14,918	35%	5,221	2014
2010	19,196	35%	6,719	2015
2011	42,742	35%	14,960	2016
2012	76,540	35%	26,789 (1)	2017
			<u>83,803</u>	
(2)	6,792	34%	2,307	Unlimited
			<u>86,110</u>	

(1) It corresponds to the tax loss income estimated for the year ended December 31, 2012.

- (2) 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 year-end.

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 carry-forwards	Tax loss carry-forwards expired in the year	Charge for the year (1)	Balance at the end of the year
Temporary differences between book carrying amounts and tax basis of assets and liabilities	(315,609)			19,885	(295,724)
Tax loss carry-forwards	74,385	(14,991)	(711)	27,427	86,110
Total as of December 31, 2012	(241,224)	(14,991)	(711)	47,312	(209,614)
Temporary differences between book carrying amounts and tax basis of assets and liabilities	(366,418)			50,809	(315,609)
Tax loss carry-forwards	99,996	(27,304)	(1,754)	3,447	74,385
Total as of December 31, 2011	(266,422)	(27,304)	(1,754)	54,256	(241,224)

(1) Charged to income tax – Note 24.

19. REVENUE

	2012	2011
Product sales	8,032,170	6,544,521
Services provided	251,930	197,172
Turnover tax	(198,670)	(170,784)
Sales discounts and volume rebates	(416,169)	(324,910)
Sales returns	(120,390)	(95,550)
Total	7,548,871	6,150,449

Sales commitments

- The Company has entered into certain term supply agreements through which it procures raw material and provides industrial services to Danone Argentina S.A.
- The Company has agreed to meet export commitments of powdered milk and whey for a total of approximately 3,600 tons with an estimated contract value of US\$ 10,500,000.
- Additionally, the Company has entered into agreements with provincial and national public agencies for the sale of approximately 5,500 tons of powdered and fluid milk with an estimated contract value of 197,400.

20. COST OF SALES

	<u>2012</u>	<u>2011</u>
<u>Cost of goods sold:</u>		
Inventories at the beginning of the year		
Resale goods	20,537	19,585
Finished goods	326,090	244,242
Work in progress	153,468	129,661
Raw materials, packaging and other materials	147,027	135,216
Goods in transit	26,795	35,349
	<u>673,917</u>	<u>564,053</u>
Purchases	3,910,157	3,466,827
Production expenses (Note 21)	1,457,359	1,123,683
Write-off of spare parts		1,539
Re-measurement of foreign subsidiaries inventories	2,620	(2,411)
Benefits from industrial promotion	(7,672)	(28,614)
Inventories at the end of the year		
Resale goods	(26,981)	(20,537)
Finished goods	(293,177)	(326,090)
Work in progress	(186,281)	(153,468)
Raw materials, packaging and other materials	(190,525)	(147,027)
Goods in transit	(20,618)	(26,795)
	<u>(717,582)</u>	<u>(673,917)</u>
Subtotal - cost of goods sold	<u>5,318,799</u>	<u>4,451,160</u>
<u>Cost of services rendered:</u>		
Purchases	28,232	13,019
Production expenses (Note 21)	110,748	92,476
Subtotal - cost of services rendered	<u>138,980</u>	<u>105,495</u>
Total cost of sales	<u>5,457,779</u>	<u>4,556,655</u>

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. On December 29, 2011, this agreement was modified (effective January 1st, 2012) by eliminating the guaranteed minimum that Lar S.A. was obliged to deliver according to the previous contract.

21. INFORMATION REQUIRED BY ART. 64 OF ARGENTINA CORPORATE LAW N°19,550

	2012				Total
	Production expenses	Cost of services	Selling expenses	General and administrative expenses	
Remuneration to members of the Board of Directors and members of the statutory Audit Committee				22,746	22,746
Fees and compensation for services	145,905	295	353,103	33,674	532,977
Payroll, bonus and social security charges	619,310	60,455	216,978	118,243	1,014,986
Depreciation of property, plant and equipment, and others	85,250	10,391	8,865	3,163	107,669
Amortization of intangible assets	361			361	722
Provision for bad debts			8,319		8,319
Freights	338,045		812,126		1,150,171
Maintenance and repair	59,852	3,543	10,139	208	73,742
Office and communication	950	119	423	1,292	2,784
Fuel, gas and energy	107,950	13,837	8,170	51	130,008
Vehicles expenses	11,287		8,544	1,108	20,939
Publicity and advertising			209,627		209,627
Taxes, rates and contributions	57,498	8,734	1,532	72,693	140,457
Insurance	18,076	391	5,532	1,396	25,395
Travelling	950		2,031	542	3,523
Export and import	4		25,420	231	25,655
Harvest expenses	2,171				2,171
Supplies and chemicals	1,157				1,157
Miscellaneous	8,593	12,983	6,334	9,052	36,962
Total	1,457,359	110,748	1,677,143	264,760	3,510,010

	2011				Total
	Production expenses	Cost of services	Selling expenses	General and administrative expenses	
Remuneration to members of the Board of Directors and members of the statutory Audit Committee				19,410	19,410
Fees and compensation for services	106,748	37	257,907	28,868	393,560
Payroll, bonus and social security charges	422,496	44,038	141,446	97,292	705,272
Depreciation of property, plant and equipment, and others	109,068	13,431	5,341	2,281	130,121
Amortization of intangible assets	362			381	743
Provision for bad debts			3,907		3,907
Freights	258,083		570,181	1	828,265
Maintenance and repair	45,011	4,048	7,007	326	56,392
Office and communication	862		297	1,318	2,477
Fuel, gas and energy	91,787	12,702	8,759	47	113,295
Vehicles expenses	8,539		6,351	842	15,732
Publicity and advertising			170,749		170,749
Taxes, rates and contributions	55,766	9,389	1,227	58,438	124,820
Insurance	13,141	211	3,841	1,150	18,343
Travelling	705	68	1,848	302	2,923
Export and import	3		23,659	108	23,770
Harvest expenses	3,257				3,257
Supplies and chemicals	517				517
Miscellaneous	7,338	8,552	2,854	8,842	27,586
Total	1,123,683	92,476	1,205,374	219,606	2,641,139

22. FINANCIAL COST

	<u>2012</u>	<u>2011</u>
Senior Notes and long-term loans interest (1)	113,000	110,234
Other loans interest	20,500	6,906
Other interests	11,306	6,486
Total	144,806	123,626

(1) Includes 29,097 and 31,504 for the fiscal years ended December 31, 2012 and 2011, respectively, related to adjustments to present value of debt.

23. OTHER GAINS AND LOSSES

	<u>2012</u>	<u>2011</u>
Gain on sale of property, plant and equipment, and others	7,196	4,031
Charges to freighters	2,608	2,931
Reversal of provision for litigation and other expenses	2,521	47
Recovery of private bonds	3,731	
Insurance recovery		259
Reversal of valuation allowance for investments in other companies		17
Recovery of judicial claims		3,784
Reversal of valuation allowance for other assets		4
Price adjustment in the sale of subsidiary company		(1,370)
Donations	(1,340)	(1,043)
Depreciation of investment property	(170)	(92)
Miscellaneous	4,127	(4,309)
Total – net gain	<u>18,673</u>	<u>4,259</u>

24. INCOME TAX AND ALTERNATIVE MINIMUM INCOME TAX

	<u>2012</u>	<u>2011</u>
Included in net loss for the year:		
Current income tax	(27,016)	(41,732)
Tax loss carry-forwards for the year	27,427	3,447
Net change in temporary differences	19,885	50,809
Subtotal	<u>20,296</u>	<u>12,524</u>
Valuation allowance on alternative minimum income tax and deferred income tax	(37,025)	(13,970)
Total	<u>(16,729)</u>	<u>(1,446)</u>
Included in other comprehensive result:		
Current income tax	(331)	(177)
Total	<u>(331)</u>	<u>(177)</u>

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

	<u>2012</u>	<u>2011</u>
Net loss before income tax and alternative minimum income tax	(98,767)	(6,777)
Statutory income tax rate	35%	35%
Income tax at statutory income tax rate	<u>34,568</u>	<u>2,372</u>
Permanent differences	(14,272)	10,152
Valuation allowance on alternative minimum income tax and deferred income tax	(37,025)	(13,970)
Total	<u>(16,729)</u>	<u>(1,446)</u>

25. CHANGES IN WORKING CAPITAL

	<u>2012</u>	<u>2011</u>
Trade accounts receivable	(77,088)	(165,954)
Other receivables	(24,923)	54,268
Tax credits	(1,842)	(29,612)
Inventories	(48,995)	(109,519)
Trade payables	139,262	146,677
Accrued salaries, wages and payroll taxes	33,115	42,935
Taxes payable and accrual for tax relief	(3,012)	(8,623)
Advances from customers	11,769	(13,346)
Provisions	(2,583)	(1,311)
Other liabilities	5,071	(646)
Total	<u>30,774</u>	<u>(85,131)</u>

26. PLEDGED AND RESTRICTED ASSETS

Certain assets owned by the Company are pledged as collateral for bank and financial liabilities and tax debt (tax régime for promoted activities) for a total amount of 94,123 as of December 31, 2012 (57,069 as of December 31, 2011 and 28,062 as of January 1st, 2011). Detail of pledged assets is as follows:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Trade accounts receivable	67,956		1,982
Inventories	63,305	16,477	16,025
Property, plant and equipment, and others	4,216	10,370	8,669
Equity value of holding in subsidiary company			
Promas S.A.	77,124	71,339	77,601

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 79,682 as of December 31, 2012, 37,304 as of December 31, 2011 and 17,351 as of January 1st, 2011.

Additionally, as of December 31, 2012 there were other receivables – guarantee deposits (current and non-current) for an amount of 706 (3,543 as of December 31, 2011 and 3,941 as of January 1, 2011) in guarantee of financial and commercial transactions and restricted assets disclosed in caption “other receivables – other” (current) for 224 as of December 31, 2012 (221 as of December 31, 2011 and 373 as of January 1st, 2011).

See also commitments and collaterals granted by the stockholders for the financial debt described in Note 13.1.1 and 13.1.3.

27. RELATED PARTIES OUTSTANDING BALANCES

Company	Other financial assets (current)		Trade account receivables (current)		Other receivables (current)
	12/31/2012	12/31/2011	12/31/2011	1/1/2011	1/1/2011
Afianzar S.G.R.		1	1		
Danone Argentina S.A. (1)		102,936	101,092	111,773	
Fideicomiso Formu			52	35	
Frigorífico Nueva Generación S.A.		401	132	41	342
José Mastellone		8			
Juan Rocca S.R.L.			35		
Logística La Serenísima S.A.		65,379	72,714	54,524	
Los Toldos S.A.	1,589	125	229	104	
Masleb S.R.L.		21			
TOTAL	1,589	168,871	174,255	166,477	342

(1) Includes receivables arising from sales of raw milk purchased for and on behalf of Danone Argentina S.A. by 74,133 at December 31, 2012, 83,850 at December 31, 2011 and 88,902 at January 1st, 2011.

Company	Trade payable (current)			Borrowings (current)			Other liabilities (current)
	12/31/2012	12/31/2011	1/1/2011	12/31/2012	12/31/2011	1/1/2011	1/1/2011
Afianzar S.G.R.	6	11					
Danone Argentina S.A.	22,459	30,959	24,067				8
Fideicomiso Formu				28,063			
Frigorífico Nueva Generación S.A.			2				
Juan Rocca S.R.L.				1,317	1,153	1,065	
Logística La Serenísima S.A.	66,047	89,343	60,861				
Los Toldos S.A.	239	337	129				
Masleb S.R.L.	129	172	148				
TOTAL	88,880	120,822	85,207	29,380	1,153	1,065	8

28. RELATED PARTIES OPERATIONS

Transactions with related parties for the fiscal years ended December 31, 2012 and 2011 were as follows:

	2012	2011
<u>Revenues</u>		
Afianzar S.G.R.	5	2
Danone Argentina S.A.	239,578	188,241
Fideicomiso Formu	616	422
Frigorífico Nueva Generación S.A.	418	321
José Mastellone	8	27
Logística La Serenísima S.A.	20,357	18,441
Los Toldos S.A.	528	557
Pascual Mastellone		13

	<u>2012</u>	<u>2011</u>
<u>Purchase of goods and services</u>		
Afianzar S.G.R.	93	
Danone Argentina S.A.	80,287	103,367
Logística La Serenísima S.A.	400,208	293,595
Los Toldos S.A.	3,581	3,067
Masleb S.R.L.	1,528	2,075
<u>Investment income</u>		
Danone Argentina S.A.		38
Frigorífico Nueva Generación S.A.	13	28
Los Toldos S.A.	89	22
<u>Financial cost</u>		
Fideicomiso Formu	(4,749)	(650)
Juan Rocca S.R.L.	(37)	(121)
<u>Other gain and losses</u>		
Danone Argentina S.A.	732	531
Logística La Serenísima S.A.		146
<u>Purchase of property, plant and equipment, and others</u>		
Logística La Serenísima S.A.	2,159	372

During the fiscal years ended December 31, 2012 and 2011, the Company paid a total of 62,792 and 53,581, respectively, in concept of remuneration and fees to members of the Board of Directors and executive officers. The Company does not provide its Directors or executive officers with any type of pension, retirement or similar benefits.

29. FINANCIAL INSTRUMENTS

29.1 – Capital management

The Company manages its capital in order to maximize its shareholders' return, by optimization of debt and equity balances according to its business plan. For that end, it takes part - directly or through its subsidiaries - in operations that involve financial instruments, which can give rise to several risks.

The Company is not subject to any requirement of capital settled externally.

Capital structure and debt ratio

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Debt (1)	1,114,956	939,737	794,740
Cash and cash equivalent	66,071	64,101	39,907
Net debt	1,048,885	875,636	754,833
Equity	691,407	801,638	813,637
Indebtness ratio	1.52	1.09	0.93

(1) Debt is defined as current and non-current borrowings, as detailed in Note 13.

29.2 – Financial instruments categories

Financial instruments were classified according to IFRS 7 in the following categories:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
<u>Financial assets</u>			
Amortized cost:			
Cash and cash equivalent	62,407	43,768	36,907
Other financial assets	15,738	11,822	2,110
Trade accounts receivable	698,372	628,385	469,862
Tax credits	60,311	60,515	90,304
Other receivables	57,233	50,656	42,346
At fair value with changes to profit and loss			
Cash and cash equivalent	3,664	20,333	3,000
Other financial assets	12,351		
	<u>910,076</u>	<u>815,479</u>	<u>644,529</u>
	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
<u>Financial liabilities</u>			
Amortized cost:			
Trade payables	817,931	678,669	531,983
Borrowings	1,114,956	939,737	794,740
Other liabilities	337,992	286,478	254,412
	<u>2,270,879</u>	<u>1,904,884</u>	<u>1,581,135</u>

29.3 – Risk management

The Company and its subsidiary companies are exposed to several risks derived from the ordinary course of business, from the debt taken in order to finance such operations and from the nature of the financial instruments that the Company has. Among the major risks that the Company is exposed to are foreign exchange risk, interest rate risk, credit risk and liquidity risk.

It is not a practice of the Company and its subsidiaries to trade financial instruments for speculative purposes. As of December 31, 2012, December 31, and January 1st, 2011 there were no outstanding derivative financial contracts.

29.4 – Management of foreign exchange risk

The Company has assets and liabilities and performs transactions in foreign currency, consequently exposures to exchange rate fluctuations are generated.

Balances of assets and liabilities denominated in foreign currency, considering as such currencies that are different from the functional currency of each company, are the following:

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Assets			
United States Dollar	58,071	113,725	69,871
Euro	924	835	1,379
Guarani	1,538		
Brazilian Reais	48,696	65,512	72,320
Liabilities			
United States Dollar	1,145,173	1,051,740	977,976
Euro	2,875	206	171
Guarani	177		
Brazilian Reais	12,707	16,206	15,955
Danish Krone			190
Net currency exposure	(1,051,703)	(888,080)	(850,722)

Foreign currency sensitivity analysis

Considering the definition of functional currency for each company, the Company made transactions with foreign currency mainly in United States Dollar, Euro and Brazilian Reais.

The impact of each 1% increase in the exchange rate of foreign currency in Argentina Pesos is as follows:

	Loss		
	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Impact for each 1% increase in the exchange rate of foreign currency in thousand of Argentine pesos	(10,517)	(8,881)	(8,507)

The Company estimates that the risk emerging from this exposure to devaluation is mitigated by the fact that, directly or through subsidiaries, there are sales denominated in foreign currencies (principally exports from Argentina and sales made in the Brazilian domestic market through the subsidiary Leitesol) which are summarized below for each of the year indicated:

	<u>Fiscal year 2012</u>	<u>Fiscal year 2011</u>	<u>Fiscal year 2010</u>
Exports and foreign sales (consolidated amounts)	893,627	870,745	498,736

The Company understands that, for the reasons above outlined, it has a natural (although imperfect) coverage for the devaluation risk. Notwithstanding that, the Company, through the relevant areas, performs a permanent evaluation of these risks, in order to minimize it using the available alternatives.

29.5 – Management of the interest rates risk

The Company performs borrowings transactions for both fixed and variable interest rates. The outstanding debt bearing variable interest rate as of December 31, 2012 amounted to 181,641 (contractual amounts), corresponding to tranche A of its loan debt and to the Senior Notes Series D, in both cases, maturing in 2015. Both loans bear a floating interest rate based on LIBO plus a spread, provided that total rate shall not exceed 6% per annum (for the second semester of 2012 rate

determined was 3.23% annual). Consequently, the highest impact that the Company could suffer in case of interest rate increases applicable to this debt would be of 2.77%, or approximately 5,031.

At year-end, the Company's net exposure to interest rates over financial assets and liabilities is the following:

Features	Net financial assets (liabilities)		
	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Non-interest bear	(261,194)	(161,321)	(169,715)
Fixed-rate financial instruments	(940,484)	(800,336)	(623,026)
Variable-rate financial instruments	(159,125)	(127,748)	(143,865)
	<u>(1,360,803)</u>	<u>(1,089,405)</u>	<u>(936,606)</u>

29.6 – Management of the credit risks

Credit risk refers to risk arising from the possibility that a part fails to comply with its contractual obligations resulting in a loss to the Company or its subsidiaries. The greatest risk arises from trade accounts receivable. The Company considers that this risk is significantly limited by several factors:

- sales in the domestic markets of Argentina and Brazil are highly diversified to a large number of customers in different locations. At the same time, due to the nature of the products, sales operations are conducted on an ongoing basis, making it easier to track the status of the client. For larger customers, there is individual monitoring. In the fiscal years 2011 and 2012, no single customer sales represented more than 10% of total revenues of each year. Receivables from customers in receivership and in bankruptcy have been reclassified to other receivables and adequately provisioned.
- Exports to third parties take place almost exclusively through letters of credit confirmed locally.

Trade accounts receivable and other receivables are exposed to their nominal values less the related provisions for doubtful accounts, regardless of the guarantees covering certain accounts receivable. These balances do not differ significantly from their fair values.

29.7 – Management of liquidity risk

The Board of Directors has the final responsibility on managing liquidity risk, having established a suitable framework in order for the Company's management to be able to handle requirements of financing for short, medium and long term and liquidity requirements. The Company manages liquidity risk by maintaining reserves and appropriate level of financial borrowings, and continuously monitoring future and real cash flows, and reconciling the maturity profile of financial assets and liabilities.

The following table details the due date of the Company's financial liabilities as from each year end. The amounts presented are the contractual cash flows without discount.

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Less than three months	1,098,422	898,541	758,134
Between three months and a year	253,597	159,593	53,276
Between one and five year	700,397	515,409	455,395
More than five years	298,138	440,062	457,958
	<u>2,350,554</u>	<u>2,013,605</u>	<u>1,724,763</u>

The following table details the expected cash flows as from each year-end.

	<u>12/31/2012</u>	<u>12/31/2011</u>	<u>1/1/2011</u>
Less than three months	805,929	716,662	593,442
Between three months and a year	41,914	24,111	10,192
Between one and five years	47,921	50,537	39,177
More than five years	14,312	24,169	1,718
	<u>910,076</u>	<u>815,479</u>	<u>644,529</u>

29.8 – Fair value of financial instruments

Fair value of financial instruments measured at amortized cost

Except for the following, the Board of Directors considers that outstanding balances of financial assets and liabilities included in the financial statements represent their approximate fair value at the end of year.

	<u>12/31/2012</u>		<u>12/31/2011</u>		<u>1/1/2011</u>	
	Book value	Fair value	Book value	Fair Value	Book value	Fair Value
Senior Notes due 2018	611,887	481,937	542,062	530,218	485,651	516,256

30. SEGMENT INFORMATION

IFRS 8 requires operating segments to be identified on the basis of internal reports regarding components of the Company that are regularly reviewed by the Board of Directors in order to allocate resources to the segments and to assess their performance.

The accounting policies used for the preparation of the information for the segments that are reported are the same that the Company's accounting policies described in Notes 2 and 3.

The Company's reportable segments under IFRS 8 are as follows:

- **Dairy products:** Includes the sales of products manufactured with the raw milk purchased by the Company directly to dairy farmers located in Argentina and, to a lower extent, to other dairy companies. Such sales are made in the Argentine domestic market (mainly retailers and public agencies), in the Brazilian domestic market (retailers) and the international markets (exports to third parties).
- **Olive products:** includes the sale (mostly in the international markets) of olive oil processed from the harvest of olive trees of the subsidiary Promas S.A., as well as production purchased to third parties. Such sales are made mainly in the international markets.
- **Other:** Includes principally services related to the transportation of raw milk and other associated to the coordination of such transport (purchases and sales of trucks, spare parts, etc.).

Information	2012			
	Dairy	Olive	Other	Total
Revenue	7,200,310	1,571	346,990	7,548,871
Net loss for the year	(98,181)	(16,039)	(1,276)	(115,496)
Assets allocated to the business lines	2,925,909	94,038	152,438	3,172,385
Liabilities allocated to the business lines	2,369,705	11,202	100,061	2,480,968
Additions to property, plant and equipment, and others	191,961	106	10,852	202,919
Depreciation of property, plant and equipment, and others	99,999	3,288	4,382	107,669
Amortization of intangible assets	722			722
Depreciation of investment property	170			170
Net domestic revenue	6,306,683	1,571	346,990	6,655,244

Information	2011			
	Dairy	Olive	Other	Total
Revenue	5,851,249	17,101	282,099	6,150,449
Net income (loss) for the year	2,687	(14,496)	3,586	(8,223)
Assets allocated to the business lines	2,749,228	90,665	100,137	2,940,030
Liabilities allocated to the business lines	2,064,060	12,277	62,045	2,138,382
Additions to property, plant and equipment, and others	116,165	558	12,483	129,206
Additions to intangible assets	15			15
Depreciation of property, plant and equipment, and others	125,563	3,350	1,208	130,121
Amortization of intangible assets	743			743
Depreciation of investment property	92			92
Net domestic revenue	4,980,504	17,101	282,099	5,279,704

Additionally, the Board of Directors reviews the information based on the following geographical segments:

Year	Revenue		
	Domestic market	Exports	Total
2012	6,655,244	893,627	7,548,871
2011	5,279,704	870,745	6,150,449

31. RECONCILIATION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS TO ARGENTINE ACCOUNTING STANDARDS EXCEPT FOR RESOLUTIONS N° 26 AND 29

Reconciliations between equity as determined in accordance with the IFRS used for the preparation of the current financial statements (described in Notes 2 and 3 to these consolidated financial statements) and the amount of equity that would have been determined should the Argentine accounting standards (Technical Resolutions issued by the F.A.C.P.C.E. other than Technical Resolutions N° 26 and 29) have been applied as of two dates: last fiscal year-end (December 31, 2011) and the date of transition to IFRS (January 1st, 2011), are presented below.

	<u>12/31/11</u>	<u>1/1/11</u>
Total equity according to IFRS	801,648	813,647
Non-controlling interests	(10)	(10)
Equity according to IFRS attributable to owners of the parent	801,638	813,637
Reconciling items:		
<u>Ref.</u>		
2. Inventories and spare parts and supplies	28,401	22,321
3. Property, plant and equipment	(520,049)	(550,635)
4. Deferred income tax	193,512	228,076
Net equity according to Argentine GAAP	<u>503,502</u>	<u>513,399</u>

A reconciliation between total comprehensive loss for the fiscal year ended on December 31, 2011 determined in accordance with the IFRS used for the preparation of the current consolidated financial statements and the net loss for such year should the Argentine accounting standards have been applied, are also presented below.

	<u>2011</u>
Total comprehensive loss for the year	(11,999)
Other comprehensive loss for the year	
<u>Ref.</u>	
1. Translation adjustments of foreign subsidiaries operations	3,776
Net loss for the year according to IFRS	<u>(8,223)</u>
Reconciling items:	
2. Inventories and spare parts and supplies	6,080
3. Property, plant and equipment	30,586
4. Deferred income tax	(34,564)
1. Translation adjustments of foreign subsidiaries operations	(3,776)
Net result for the year according to Argentine GAAP	<u>(9,897)</u>

Explanation of the reconciling items:

1. Translation adjustments of foreign subsidiaries operations

This item includes the reclassification of the exchange differences derived from the translation of assets and liabilities of foreign subsidiaries operations, which are recorded in the income of the year in accordance with Argentine accounting standards, and, as per IAS 21, they are disclosed under other comprehensive result.

2. Inventory, spare parts and supplies

In accordance with Argentine accounting standards, inventory, spare parts and supplies were valued at their replacement or reproduction cost, which did not exceed their estimated recoverable value at each year end. In accordance with IFRS, these items are valued at their cost, which do not exceed their estimated recoverable value.

3. Property, plant and equipment

In accordance with Argentine accounting standards, property, plant and equipment were valued at cost as restated to reflect the effects of inflation, net of their accumulated depreciation, which did not exceed their recoverable value at each year end. Following the application of IFRS 1 (paragraph D5 of appendix D), the Company elected, at the date of transition to IFRS, to value certain items of property, plant and equipment (properties) at their fair value and use that fair value as their deemed cost at that date. The fair value was determined based on an estimate performed by an independent valuation appraiser. As of that date, and in accordance with IFRS, the Company elected to value these items at their cost, which does not exceed their estimated recoverable value.

4. Deferred tax

In accordance with Argentine accounting standards, the Company had considered the residual value of the restatement of property, plant and equipment balances to reflect the impact of inflation as a permanent difference for deferred taxation purposes. As per the International Accounting Standard (“IAS”) 12, this difference is temporary in order to determine the deferred income tax; therefore, the Company recorded such deferred tax liability. Likewise, the Company recorded the deferred tax liability that arose from the difference in valuation of property, as stated in previous paragraph 3. Additionally, the Company has considered the effect of the adjustments included in previous paragraph 2 on the deferred tax, considering the income tax rate in force.

Reconciling items between cash and cash equivalents for the fiscal year ended December 31, 2011 and the totals for the activities (operating, investing and financing) that cause changes during the year, determined in accordance with the IFRS used for the preparation of the current financial statements, and the same lines should Argentine accounting standards have been applied, are not material; consequently such reconciliations is not presented.

32. APPROVAL OF THESE FINANCIAL STATEMENTS

These consolidated financial statements were approved by the Board of Directors and authorized to be issued on March 7, 2013.



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Mastellone Hermanos Sociedad Anónima
Encarnación Ezcurra 365/375 – 2° Floor – Suite 308
City of Buenos Aires

1. We have audited the consolidated financial statements of Mastellone Hermanos Sociedad Anónima (also referred to as “Mastellone Hermanos Sociedad Anónima” or the “Company”) and its consolidated subsidiaries (subsidiaries detailed in Note 2.4 to the consolidated financial statements) which comprise the consolidated statement of financial position as of December 31, 2012 and the related consolidated statements of comprehensive loss, changes in equity and cash flows, with their Notes 1 to 32 (a summary of significant accounting policies is disclosed in Notes 2 and 3) for the fiscal year ended December 31, 2012.

The figures and other information for the fiscal year ended December 31, 2011 and as of January 1, 2011 (the latter being the date of transition to the International Financial Reporting Standards) are an integral part of these consolidated financial statements and are intended to be read only in relation to those financial statements.

The Company’s Board of Directors is responsible for the preparation and fair presentation of the financial statements of the Company in accordance with International Financial Reporting Statements (“IFRS”) adopted by the Argentine Federation of Professional Councils in Economic Sciences as accounting standards, as they were approved by the International Accounting Standard Board (IASB), and incorporated by the National Securities Commission to its regulations. Moreover, the Board of Directors is responsible for the existence of an internal control system that is considered necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. Our responsibility is to express an opinion on these consolidated financial statements based on the audit carried out pursuant to the scope of work outlined in section 2.

2. Our audit was carried out in accordance with Technical Resolution N° 7 issued by the Argentine Federation of Professional Councils in Economic Sciences. Those standards require that auditors plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit involves performing procedures, mainly on a sample basis, to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company’s internal control. An audit also includes evaluating the appropriateness of

accounting policies used and the reasonableness of accounting estimates made by the Company's Board of Directors and Management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

3. As indicated in note 2.1 to the consolidated financial statements mentioned in the first paragraph, section 1 of this report, these statements have been prepared in conformity with International Financial Reporting Standards, this being the first fiscal year of application of such standards. The effects of changes caused by the application of this new accounting basis are presented in Note 31 to the consolidated financial statements.
4. In our opinion, the consolidated financial statements as of December 31, 2012 referred to in the first paragraph of section 1, present fairly, in all material respects, the consolidated financial position of the Company as of December 31, 2012, and the consolidated statements of comprehensive loss, changes in equity and cash flows for the fiscal year then ended, in accordance with International Financial Reporting Standards.
5. As a part of our work, the scope of which is described in section 2, we have reviewed the Consolidated Informative Summary required by the National Securities Commission and prepared by the Company's Board of Directors on which, in what is subject of our competence, we have no observations to report.
6. This report and the consolidated financial statements referred to in section 1, have been translated into English for the convenience of English-speaking readers. The accompanying consolidated financial statements are the English translation of those originally issued by Mastellone Hermanos Sociedad Anónima in Spanish and presented in accordance with IFRS.

City of Buenos Aires, Argentina.
March 7, 2013

DELOITTE S.C.

José E. Lema (Partner)