



Appendices

Appendix A Financial statements Servelect Ltda.



SGS
Puesta en marcha, Mantenimiento Preventivo y Correctivo a Variadores de Velocidad

• Variadores Electrónicos de Velocidad • Drivers AC • Instrumentación y Control
Proyectos de Automatización Industrial • Motores Eléctricos AC y DC • Servicio Técnico
Mantenimiento • Reparación • Repuestos

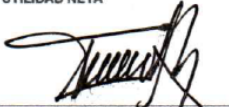


Servelec
INDUSTRIAL
AUTOMATION


SERVELEC LTDA
NIT 800.057.655-1

ESTADO DE RESULTADOS
ACUMULADO DEL 1 DE ENERO AL 31 DE DICIEMBRE DE


| | 2016 | % | 2015 | % |
|------------------------------------|--------------------------|---------------|--------------------------|---------------|
| VENTAS | 865.382.525 | 100% | 678.454.523 | 100% |
| Ventas equipos | 494.248.621 | 72.115.210 | 348.838.701 | |
| Capacitación personal | 0 | | 1.255.000 | |
| Mantenimiento equipos | 116.421.541 | | 273.150.178 | |
| Reparación equipos | 12.644.880 | | 46.429.394 | |
| Asesoría técnica | 290.000 | | 7.357.050 | |
| Alquiler equipos | 0 | | 1.424.200 | |
| | 1.485.000 | | 0 | |
| | 100.737.835 | | 0 | |
| | 139.554.648 | | 0 | |
| | <u>865.382.525</u> | | <u>678.454.523</u> | |
| COSTO DE VENTAS | 348.997.619 | 40,33% | 424.799.354 | 62,61% |
| UTILIDAD BRUTA | 516.384.906 | 59,67% | 253.655.169 | 37,39% |
| GASTOS OPERACIONALES | 410.822.536 | 47,47% | 220.709.696 | 32,53% |
| Generales de administración | 125.591.505 | | 111.901.480 | |
| Personal admn. y ventas | 170.458.770 | | 91.755.997 | |
| Generales de ventas | <u>114.772.261</u> | | <u>17.052.219</u> | |
| UTILIDAD OPERACIONAL | 105.562.370 | 12,20% | 32.945.473 | 4,86% |
| INGRESOS NO OPERACIONALES | 1.312.379 | 0,15% | 270.874 | 0,04% |
| Otros ingresos | <u>1.312.379</u> | | <u>270.874</u> | |
| GASTOS NO OPERACIONALES | 28.874.859 | 3,34% | 6.101.056 | 0,90% |
| Financieros | 28.770.026 | | 3.830.053 | |
| Otros | <u>104.833</u> | | <u>2.271.003</u> | |
| UTILIDAD ANTES DE IMPUESTOS | 77.999.890 | 9,01% | 27.115.291 | 4,00% |
| Provisión impuesto renta | 0 | | 0 | |
| UTILIDAD NETA | <u>77.999.890</u> | 9,01% | <u>27.115.291</u> | 4,00% |




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Representante Legal



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Puesta en marcha, Mantenimiento Preventivo y Correctivo a Variadores de Velocidad

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SERVELEC LTDA
NIT 800.057.655-1
BALANCE GENERAL
EN 31 DE DICIEMBRE DE

| | 2016 | 2015 |
|--------------------------------------|-----------------------|--------------------|
| PASIVO | | |
| PASIVO CORRIENTE | | |
| PROVEEDORES | | |
| NACIONALES | nota 9 119.846.941 | 124.605.169 |
| CUENTAS POR PAGAR | nota 10 | |
| RETENCIÓN EN LA FUENTE | 38.951.554 | 32.273.306 |
| IMPUESTO DE VENTAS RETENIDO | 34.905.397 | 34.905.397 |
| IMPUESTOS DE ICA RETENIDO | 4.948.875 | 4.948.875 |
| RETENCIONES Y APORTES NÓMINA | 0 | 1.716.941 |
| ACREEDORES VARIOS | 750.000 | 0 |
| | 79.555.826 | 73.844.519 |
| IMPUESTOS, GRAVAMENES Y TASAS | nota 11 | |
| RENTA Y COMPLEMENTARIOS | 1.120.000 | 1.120.000 |
| IMPOVENTAS POR PAGAR | 169.093.406 | 153.053.169 |
| IMPTO DE INDUSTRIA Y COMERCIO | 55.780.643 | 54.669.643 |
| | 225.994.049 | 208.842.812 |
| OBLIGACIONES LABORALES | nota 12 | |
| PRESTACIONES SOCIALES POR PAGAR | 0 | 7.116.958 |
| | 0 | 7.116.958 |
| OTROS PASIVOS | nota 13 | |
| PASIVOS, ESTIMADOS Y PROVISIONES | 10.495.329 | 4.287.925 |
| | 10.495.329 | 4.287.925 |
| TOTAL PASIVO CORRIENTE | 435.892.145 | 418.697.383 |
| PASIVO NO CORRIENTE | | |
| OBLIGACIONES FINANCIERAS | nota 8 | |
| BANCOS NACIONALES | 15.447.105 | 36.035.247 |
| | 15.447.105 | 36.035.247 |
| TOTAL PASIVO NO CORRIENTE | 15.447.105 | 36.035.247 |
| TOTAL PASIVO | 451.339.250 | 454.732.630 |
| PATRIMONIO | | |
| CAPITAL SOCIAL | nota 14 | |
| RESERVAS | 300.000.000 | 300.000.000 |
| REVALORIZACIÓN DEL PÁTRIMONIO | 120.604.422 | 120.604.422 |
| UTILIDAD PRESENTE EJERCICIO | 78.132.058 | 78.132.058 |
| UTILIDADES RETENIDAS | 77.999.890 | 27.115.291 |
| | -298.077.144 | -325.192.435 |
| TOTAL PATRIMONIO | 278.659.226 | 200.659.336 |
| TOTAL PASIVO Y PATRIMONIO | 729.998.475 | 655.391.966 |

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NIT 800.057.655-1
BALANCE GENERAL
EN 31 DE DICIEMBRE DE

| ACTIVO | 2016 | 2015 |
|---|---------------------------|---------------------------|
| ACTIVO CORRIENTE | 610.916.997 | 611.942.270 |
| CAJA | 50.000.000 | 27.361.743 |
| BANCOS | 60.078.497 | 825.000 |
| | <u>110.078.497</u> | <u>28.186.743</u> |
| CLIENTES | 117.276.448 | 111.624.290 |
| CLIENTES DIFÍCIL COBRO | 30.000.000 | 65.420.000 |
| ANTICIPOS Y AVANCES | 0 | 2.402.061 |
| DEPÓSITOS JUICIOS EJECUTIVOS | 0 | 63.915.237 |
| SOBRANTE EN LIQUIDACIÓ PRIVADA | 0 | 0 |
| ANTICIPOS DE IMPUESTOS Y CONTRIBUCIONES | 80.650.631 | 41.565.720 |
| | <u>227.927.079</u> | <u>284.927.308</u> |
| INVENTARIOS | 272.911.421 | 298.828.219 |
| | <u>272.911.421</u> | <u>298.828.219</u> |
| PROPIEDAD, PLANTA Y EQUIPO | 110.247.441 | 19.842.696 |
| MAQUINARIA Y EQUIPO | 134.681.514 | 80.854.493 |
| EQUIPO DE OFICINA | 55.264.256 | 54.712.532 |
| EQUIPO DE COMPUTACIÓN | 83.187.512 | 63.161.512 |
| FLOTA Y EQUIPO DE TRANSPORTE | 109.443.416 | 83.443.416 |
| DEPRECIACIÓN ACUMULADA | -272.329.257 | -262.329.257 |
| OTROS ACTIVOS | 8.834.037 | 23.607.000 |
| INVERSIONES OBLIGATORIAS | 207.000 | 207.000 |
| DIFERIDOS | 8.627.037 | 23.400.000 |
| | <u>8.834.037</u> | <u>23.607.000</u> |
| TOTAL ACTIVO | <u>729.998.475</u> | <u>655.391.966</u> |

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Appendix B Questionnaire

1. Do you know any system for managing information and business communication?
2. What do you think makes an information system valuable?
3. Does the company have some kind of information management system?
4. What was the main motivation for introducing this system?
5. How long has the company been using this system?
6. Have you had experience with other types of systems?
7. Why have you not used them?
8. What is the advantage of having developed your own system and not using one already available on the market?
9. What challenges did the implementation of this system imply for the company?
10. Do you consider that there was a decrease in productivity at the beginning?
11. How did the company overcome these obstacles?
12. Do you think that having your own system has a greater impact on productivity than using a system that is already available on the market?
13. What processes in the company are controlled by the system?
14. Do you think that the overall productivity of the company has improved thanks to the implementation of the system?
15. How do you consider that the implementation of the system has helped to improve the productivity of the company?
16. Do you consider that the systems and information technologies are important to improve the processes that are carried out in the company?
17. If this system had not been implemented as you consider the performance of the company would be?
18. Do you think that there would have been an improvement?
19. Which are the areas of the company you consider have had greater benefits after the implementation of this system?
20. With the information obtained, how have you managed to make improvements in the different areas?
21. Do you think that another area could benefit from the implementation of ICTs?
Which one? Why?

22. Do you think that the implementation of this type of technology has helped to improve the relationship with customers? How?
23. Have you seen an increase in sales after the implementation of the system?
24. Has the information obtained through this information system allowed you to make improvements within the company in which areas?
25. Do you think that the implementation of this type of system facilitates the development of workers' activities? How?
26. Do you think that since the implementation of the system the workers carry out their activities more efficiently?
27. Have you seen any improvement in employee satisfaction thanks to the implementation of this type of system?
28. Do you consider that the system has had an impact on the company's strategic decision-making?
29. Have you perceived that the company has gained an advantage at a strategic level because of it?
30. Do you think that the implementation of this kind of tools allowed the company to find new opportunities in the market?
31. Do you consider that the ICT systems facilitate the innovation processes within the company?
32. In which processes has the company innovated thanks to this system?
33. Do you take into account the effects this can have on productivity when making changes to the system?
34. What other factors do you take into account when making this type of change?