



# Earnings Release

Third Quarter FY 2016





Cresud invites you to participate in the Third Quarter of Fiscal Year 2016 results' conference call

**Friday, May 13, 2016 at 3:30 PM  
(EST)**

The call will be hosted by:

**Alejandro Gustavo Elsztain, CEO  
Carlos Blousson, Gen Mgr of Argentina & Bolivia  
Matías Gaivironsky, CFO**

If you would like to participate, please call:  
**(412) 317-6776 (International)  
(877) 317-6776 (Toll Free USA)  
ID# 10084690**

In addition, you can access through the following webcast:

<http://webcast.neo1.net/Cover.aspx?PlatformId=Bs%2F9HLmeQe9%2BbeR7I6FNtw%3D%3D>

Preferably 10 minutes before the call is due to begin.  
The conference will be held in English.

## **PLAYBACK**

Available until May 20, 2016

**(855) 669-9658  
(412) 317-0088  
ID# 10084690**

### **Contact Information**

Alejandro Elsztain – CEO  
Matías Gaivironsky – CFO

Tel: +54 11 4323 7449

E-mail: [ir@cresud.com.ar](mailto:ir@cresud.com.ar)

Website: <http://www.cresud.com.ar>

Follow us on Twitter  [@cresudir](https://twitter.com/cresudir)



**Cresud S.A.C.I.F. y A. announces the results for  
the Third Quarter of Fiscal Year 2016  
ended March 31, 2016**

**Business Highlights**

- ▶ During this third quarter of 2016, we started to consolidate the results of the investment made by our subsidiary IRSA in IDB Development Corporation.
- ▶ Profit from operations was ARS 3,437 million for the first nine months of 2016, and a net loss of ARS 1,498 million was recorded (ARS 935 million being attributable to the controlling company's shareholders).
- ▶ Profit from operations of the agricultural segment grew by ARS 411 million in the 9-month period compared to the same period of the previous fiscal year, due to the positive effect of the reduction in tax withholdings on exports and the depreciation of the exchange rate.
- ▶ We planted 174,436 hectares, from which we expect to obtain very good yields, and we have developed 8,689 hectares in the region during this crop season.
- ▶ Our urban segment saw an increase of 168% in its profit from operations, up to ARS 1,276 million in the 9-month period, due to the incorporation of the results of its investment in IDB and higher income from the shopping center and sales and developments segments.



**Buenos Aires, May 12, 2016** - Cresud S.A.C.I.F. y A. (NASDAQ: CRESY – BCBA: CRES), one of the leading agricultural companies in South America, announces today its results for the first nine months of fiscal year 2016 ended March 31, 2016.

## Consolidation of IDB Development Corporation

On October 11, 2015, the Group obtained control of the Israeli company IDB Development Corporation Ltd. (“IDBD”). During the past quarter, this investment was consolidated in the balance sheet, and as from this third quarter of fiscal year 2016, it is also disclosed at income statement level. IDBD’s fiscal year-end is on December 31 of each year, whereas the Company’s is on June 30. Moreover, in compliance with Israeli regulations, IDBD reports its quarterly and annual results after the expiration of the Argentine statutory terms. For such reasons, the Company will be unable to have available IDBD’s quarterly results as and when due in order to report them to the CNV in its financial statements for the period ended March 31, 2016. Therefore, the Company will consolidate results from IDBD’s operations with a three-month mismatch, adjusted by the effects of material transactions occurred during the reported period. In this way, the results of IDBD’s operations for the period running from October 11, 2015 (date of acquisition) until December 31, 2015 are included in the interim comprehensive results of the Group for the nine-month period ended on March 31, 2016, except for material transactions considered. The Company estimates a similar mismatch in obtaining IDBD’s results in the succeeding periods.

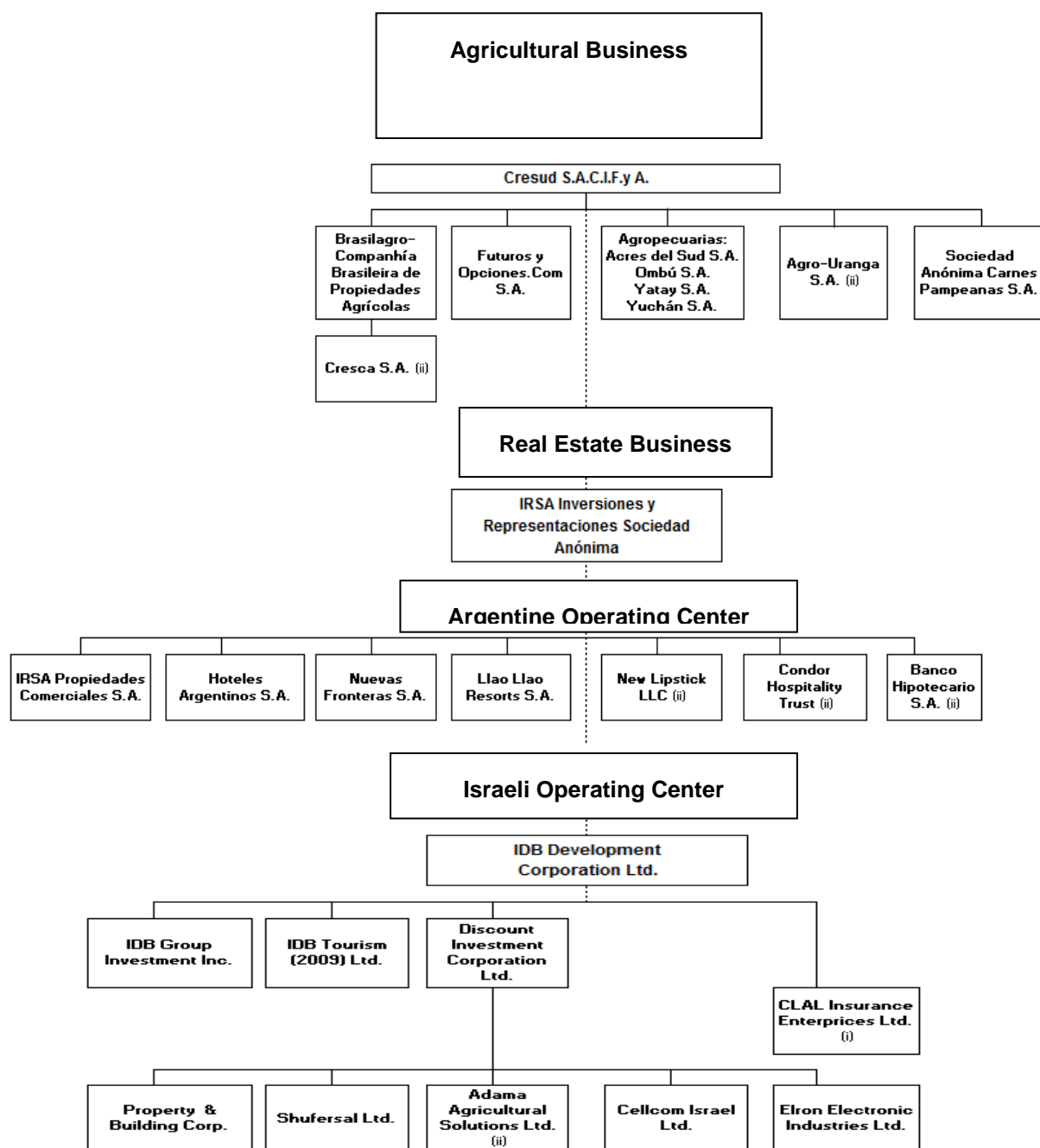
IDBD is one of the largest and most diversified holding companies in Israel. Through its subsidiaries, associates, joint ventures and other investments, IDBD is engaged in numerous markets and industry sectors in Israel and other countries, including real estate (Property & Building Corporation), supermarkets (Shufersal), agroindustry (Adama), insurance (Clal Holdings Insurance Enterprises, hereinafter Clal), and telecommunications (Cellcom). After the closing of this quarter, IDBD’s shares were delisted from the Tel Aviv Stock Exchange (“TASE”). However, the company will continue to be registered with the TASE as a “Debentures Company” pursuant to Israeli law, as it has bonds listed on such exchange.

Significant assets have been added in various industries in which the Group did not have investments until to date, as well as liabilities for loans taken by IDBD and its subsidiaries.

The company is conducting the “Purchase Price Allocation” process, which is expected to be completed on June 30, 2016.

In the disclosure of income, we have decided to report our operations based on our main business lines: “Agricultural” and “Urban and Investments” derived from our subsidiary IRSA, which will be in turn subdivided into two operating centers: “Argentina” (including the businesses in Argentina and the international investments in the Lipstick Building in New York and the Condor Hospitality Trust hotel REIT) and “Israel” (including IDBD).





- (i) Recorded under current assets as a financial asset available for sale.
- (ii) Corresponds to associates and joint ventures of the Group; therefore, they are not consolidated.



## Consolidated Results

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
<b>Revenues</b>	<b>18,166.0</b>	<b>1,128.0</b>	<b>1,510.5%</b>	<b>21,557.0</b>	<b>4,069.0</b>	<b>429.8%</b>
Costs	(14,287.0)	(923.0)	314.8%	(16,818.0)	(3,438.0)	389.2%
Initial recognition and changes in the net realizable value of biological assets and agricultural products at the point of harvest	596.0	292.0	(140.1%)	1,176.0	1,012.0	16.2%
Changes in the net realizable value of agricultural products after harvest	17.0	(4.0)	-	131.0	(20.0)	-
<b>Gross profit</b>	<b>4,492.0</b>	<b>493.0</b>	<b>809.3%</b>	<b>6,046.0</b>	<b>1,623.0</b>	<b>272.3%</b>
Gain from disposal of investment properties	33.0	-	-	1,055.0	796.0	32.5%
Gain from disposal of farmlands	-	1.0	(100.0%)	-	1.0	(100.0%)
General and administrative expenses	(600.0)	(154.0)	289.6%	(999.0)	(429.0)	133.0%
Selling expenses	(2,485.0)	(95.0)	2,515.8%	(2,769.0)	(322.0)	755.6%
Other profit from operations, net	(62.0)	16.0	-	104.0	68.0	52.9%
<b>Profit from operations</b>	<b>1,378.0</b>	<b>261.0</b>	<b>(425.9%)</b>	<b>3,437.0</b>	<b>1,737.0</b>	<b>97.7%</b>
Share of profit / (loss) of associates and joint ventures	(280.0)	(169.0)	(65.7%)	(683.0)	(843.0)	(19.0%)
<b>Profit from operations before financing and taxation</b>	<b>1,098.0</b>	<b>92.0</b>	<b>1,080.7%</b>	<b>2,754.0</b>	<b>894.0</b>	<b>207.7%</b>
Financial results, net	(1,343.0)	(418.0)	221.3%	(4,289.0)	(1,114.0)	285.0%
<b>Loss before income tax</b>	<b>(245.0)</b>	<b>(326.0)</b>	<b>(24.6%)</b>	<b>(1,535.0)</b>	<b>(220.0)</b>	<b>600.9%</b>
Income tax expense	45.0	37.0	21.6%	37.0	(233.0)	-
<b>Net Loss</b>	<b>(200.0)</b>	<b>(289.0)</b>	<b>(30.6%)</b>	<b>(1,498.0)</b>	<b>(453.0)</b>	<b>230.7%</b>
Attributable to:						
<b>Cresud's Shareholders</b>	<b>(159.0)</b>	<b>288.0</b>	<b>(41.9%)</b>	<b>(936.0)</b>	<b>(488.0)</b>	<b>91.8%</b>
Non-controlling interest	(41.0)	(577.0)	(141.2%)	(562.0)	35.0	-

The Company's consolidated results reflect in all lines the material accounting impact of IDBD's consolidation. Revenues and profits from operations for the first 9 months of 2016 increased 429.8% and 97.7%, respectively, as compared to the same period of 2015. In turn, the Company recorded a net loss of ARS 1,498 million for the 9-month period of 2016, compared to a net loss of ARS 453 million for the same period of 2015.

## Description of Operations by Segment

	9M 2016					9M 2015			YoY Var
	Agri	Urban Properties and Investments			Total	Agri	Urban	Total	
		Argentina	Israel	Subtotal					
<b>Revenues</b>	<b>1,935.0</b>	<b>2,381.0</b>	<b>16,486.0</b>	<b>18,867.0</b>	<b>20,802.0</b>	<b>1,680.0</b>	<b>1,886.0</b>	<b>3,566.0</b>	<b>483.3%</b>
Costs	(2,535.0)	(592.0)	(12,919.0)	(13,511.0)	(16,046.0)	(2,433.0)	(468.0)	(2,901.0)	453.1%
Initial Recognition and Changes in the net realizable value of biological assets and agricultural products at the point of harvest	1,179.0	-	-	-	1,179.0	997.0	-	997.0	18.3%
Changes in the net realizable value of agricultural products after harvest	131.0	-	-	-	131.0	(20.0)	-	(20.0)	(789.5%)
<b>Gross profit</b>	<b>710.0</b>	<b>1,789.0</b>	<b>3,567.0</b>	<b>5,356.0</b>	<b>6,066.0</b>	<b>224.0</b>	<b>1,418.0</b>	<b>1,642.0</b>	<b>269.3%</b>
Gain from disposal of investment properties	-	1,055.0	-	1,055.0	1,055.0	-	796.0	796.0	32.6%
Gain from disposal of farmlands	-	-	-	-	-	22.0	-	22.0	(100.0%)
General and administrative expenses	(198.0)	(392.0)	(420.0)	(812.0)	(1,010.0)	(171.0)	(263.0)	(434.0)	132.5%
Selling expenses	(233.0)	(188.0)	(2,352.0)	(2,540.0)	(2,773.0)	(191.0)	(138.0)	(329.0)	742.9%
Gain from business combinations	-	-	-	-	-	-	-	-	-
Other operating income, net	20.0	110.0	(19.0)	91.0	111.0	4.0	63.0	67.0	65.7%
<b>Profit / (loss) from operations</b>	<b>299.0</b>	<b>2,374.0</b>	<b>776.0</b>	<b>3,150.0</b>	<b>3,449.0</b>	<b>(112.0)</b>	<b>1,876.0</b>	<b>1,764.0</b>	<b>95.5%</b>
Share of profit / (loss) of associates	15.0	(606.0)	(86.0)	(692.0)	(677.0)	1.0	(852.0)	(851.0)	(20.4%)
<b>Segment Profit / (Loss)</b>	<b>314.0</b>	<b>1,768.0</b>	<b>690.0</b>	<b>2,458.0</b>	<b>2,772.0</b>	<b>(111.0)</b>	<b>1,024.0</b>	<b>913.0</b>	<b>203.6%</b>

## Agricultural Business

### Period Summary

The 2016 season has been developing under the “El Niño” pattern in Argentina, with above-average rainfall rates, whereas in Brazil we have had scarce rains in the areas of Bahía and Piauí. Soybean harvesting in the region has shown very good yields in Argentina, Bolivia and Paraguay. Corn harvesting has been progressing at a slower pace.

In December 2015, Argentina’s new government announced the elimination of withholding taxes on corn and wheat and reduced by 5 pp. withholding taxes on soybean, down to 30% from 35%. These measures, coupled with the release of foreign exchange restrictions and the depreciation of the exchange rate, are much favorable for the Argentine agricultural industry in a context of extremely depressed commodity prices.

As concerns land development and sale of farms, we are analyzing the size of the area to be developed during the next season, whilst we expect to be able to consummate sales of farms that have reached optimum appreciation. Following our sale of 4 establishments in the region in 2015 with very good results, we made no sales of farmlands during the first nine months of this fiscal year.

## Our Portfolio

Our portfolio is composed of 281,808 hectares in operation and 472,412 hectares of land reserves distributed among 4 countries in the region: Argentina, with a mixed model combining land development and agricultural production; Bolivia, with a productive model in Santa Cruz de la Sierra; and through our subsidiary BrasilAgro, Brazil and Paraguay, where the strategy is exclusively focused on the development of lands.



## Breakdown of Hectares <sup>(\*)</sup>

(Own and under Concession)

	Productive Lands		Land Reserves		
	Agricultural	Beef Cattle / Milk	Under Development	Reserved	Total
Argentina	67,284	158,932 <sup>(**)</sup>	3,110	329,288	558,613
Brazil	34,159	5,953	4,415	79,793	124,320
Bolivia	8,484	-	-	4,048	12,533
Paraguay	5,870	1,126	2,350	49,408	58,754
<b>Total</b>	<b>115,797</b>	<b>166,011</b>	<b>9,875</b>	<b>462,523</b>	<b>754,220</b>

\* Includes Brazil at 100%, Cresca at 50%, Agro-Uranga at 35.723% and 132,000 hectares under concession.

\*\*Includes 85,000 hectares intended for sheep breeding.

## Agricultural Segment Income

### I) Development, Transformation and Sale of Farmlands

We periodically sell properties that have reached a considerable appraisal to reinvest in new farms with higher appreciation potential. We analyze the possibility of selling based on a number of factors, including the expected future yield of the farmland for continued agricultural and livestock exploitation, the availability of other investment opportunities and cyclical factors that have a bearing on the global values of farmlands.

During the first nine months of fiscal year 2016 we made no sales of farmlands, compared to the sale of a 24,624 hectare farm in CRESCA during the same period of fiscal year 2015. For such reason, operating profit from this segment decreased by ARS 16.2 million in the period under review.

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	-	-	-	-	-	-
Costs	(2.7)	(1.6)	65.0%	(6.7)	(5.8)	16.3%
<b>Gross loss</b>	<b>(2.7)</b>	<b>(1.6)</b>	<b>65.0%</b>	<b>(6.7)</b>	<b>(5.8)</b>	<b>16.3%</b>
Gain from disposal of farmlands	-	-	-	-	21.6	-
<b>Loss from operations</b>	<b>(3.0)</b>	<b>(0.8)</b>	<b>(259.2%)</b>	<b>(7.9)</b>	<b>8.3</b>	<b>-</b>
<b>Segment loss</b>	<b>(3.0)</b>	<b>(0.8)</b>	<b>(259.2%)</b>	<b>(7.9)</b>	<b>8.3</b>	<b>-</b>

Area under Development (hectares)	Developed in 2014/2015	Projected for 2015/2016
Argentina*	1,703	2,910
Brazil	7,475	4,415
Paraguay <sup>(1)</sup>	2,367	1,364
<b>Total</b>	<b>11,545</b>	<b>8,689</b>

\*2015/2016: Corresponds to Phase II transformation hectares: Young tree control

(1) Includes the farms of Cresca S.A. at 50%.

- During this season we expect to transform 8,689 hectares in the region: 4,415 hectares in Brazil; 1,364 hectares in Paraguay; and 2,910 hectares in Argentina. We increased the area under development compared with the figures announced at the start of the season due to the improvement in operating margins in the agricultural business and the lower development costs in dollars.



## II) Agricultural Production

### II.a) Crops and Sugarcane

#### Crops

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	223.1	110.3	102.3%	684.6	612.0	11.9%
Costs	(483.4)	(331.5)	45.8%	(1.168.0)	(1.258.7)	(7.2%)
Initial Recognition and Changes in the net realizable value of biological assets and agricultural products at the point of harvest	469.8	228.2	105.9%	787.8	723.4	8.9%
Changes in the net realizable value of agricultural products after harvest	16.5	(2.6)	-	130.5	(18.6)	-
<b>Gross profit</b>	<b>225.9</b>	<b>4.3</b>	<b>5184.0%</b>	<b>434.9</b>	<b>58.1</b>	<b>648.6%</b>
General and administrative expenses	(40.1)	(35.0)	14.4%	(111.7)	(109.0)	2.5%
Selling expenses	(39.9)	(19.1)	109.3%	(145.5)	(98.1)	48.4%
Other operating results, net	(21.2)	(23.9)	-	(18.1)	(13.8)	31.5%
<b>Profit / (loss) from operations</b>	<b>124.6</b>	<b>(25.9)</b>	<b>-</b>	<b>195.8</b>	<b>(135.2)</b>	<b>-</b>
Share of profit / (loss) of associates and joint ventures	10.9	3.6	208.1%	17.3	0.6	3003.4%
<b>Segment profit / (loss)</b>	<b>135.5</b>	<b>(22.3)</b>	<b>-</b>	<b>213.0</b>	<b>(134.7)</b>	<b>-</b>

#### Sugarcane

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	18.4	3.8	381.9%	187.4	155.0	20.9%
Costs	(45.5)	(15.1)	200.7%	(305.9)	(260.7)	17.3%
Initial Recognition and Changes in the net realizable value of biological assets and agricultural products at the point of harvest	68.0	17.9	278.6%	187.8	116.9	60.6%
Changes in the net realizable value of agricultural products after harvest	-	-	-	-	-	-
<b>Gross profit / (loss)</b>	<b>41.0</b>	<b>6.7</b>	<b>515.2%</b>	<b>69.3</b>	<b>11.3</b>	<b>514.3%</b>
General and administrative expenses	(8.8)	(3.6)	140.7%	(22.0)	(13.4)	63.6%
Selling expenses	(0.6)	(1.5)	(58.7%)	(4.9)	(5.7)	(14.3%)
Other operating results, net	(0.3)	1.2	-	0.7	(2.1)	-
<b>Profit / (loss) from operations</b>	<b>31.2</b>	<b>2.7</b>	<b>1043.0%</b>	<b>43.1</b>	<b>(9.9)</b>	<b>-</b>
Share of profit / (loss) of associates and joint ventures	-	-	-	-	-	-
<b>Segment profit / (loss)</b>	<b>31.2</b>	<b>2.7</b>	<b>1043.0%</b>	<b>43.1</b>	<b>(9.9)</b>	<b>-</b>

#### Operations

Production Volume <sup>(1)</sup>	9M16	9M15	9M14	9M13	9M12
Corn	186,847	231,764	79,677	89,355	131,085
Soybean	26,758	57,202	72,486	59,554	56,593
Wheat	15,578	15,952	12,427	3,111	18,269
Sorghum	1,051	1,740	3,571	4,350	8,702
Sunflower	3,354	10,824	5,434	11,480	14,503
Other	5,494	2,716	1,283	4,033	4,971
<b>Total Crops (tons)</b>	<b>239,083</b>	<b>320,199</b>	<b>174,879</b>	<b>171,884</b>	<b>234,123</b>
<b>Sugarcane (tons)</b>	<b>877,396</b>	<b>680,359</b>	<b>520,442</b>	<b>806,102</b>	<b>618,586</b>

(1) Includes BrasilAgro, CRESCA at 50%, Acres del Sud, Ombú, Yatay and Yuchán. Excludes Agro-Uranga.

Volume of Sales <sup>(1)</sup>	9M16			9M15			9M14			9M13			9M12		
	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total
Corn	180.1	37.9	218.0	237.3	0.0	237.3	152.3	0.0	152.3	145.6	37.8	183.4	152.2	12.3	164.5
Soybean	101.1	8.8	109.9	87.1	31.0	118.1	101.0	7.4	108.4	69.4	14.6	84.0	110.7	9.0	119.7
Wheat	10.4	28.9	39.3	5.7	0.0	5.7	5.1	0.0	5.1	10.0	0.0	10.0	8.5	3.5	12.0
Sorghum	0.8	0.0	0.8	1.3	0.0	1.3	3.3	0.0	3.3	5.3	0.0	5.3	0.0	0.0	0.0
Sunflower	8.8	0.0	8.8	2.3	0.0	2.3	6.8	0.0	6.8	8.6	0.0	8.6	15.2	0.0	15.2
Other	3.8	0.0	3.8	1.4	0.0	1.4	6.1	0.0	6.1	13.0	0.0	13.0	20.4	0.0	20.4
<b>Total Crops (thousands of tons)</b>	<b>305.0</b>	<b>75.6</b>	<b>380.6</b>	<b>335.1</b>	<b>31.0</b>	<b>366.1</b>	<b>274.7</b>	<b>7.4</b>	<b>282.1</b>	<b>251.8</b>	<b>52.4</b>	<b>304.2</b>	<b>307.0</b>	<b>24.8</b>	<b>331.8</b>
<b>Sugarcane (thousands of tons)</b>	<b>827.3</b>	<b>0.0</b>	<b>827.3</b>	<b>680.4</b>	<b>0.0</b>	<b>680.4</b>	<b>540.5</b>	<b>0.0</b>	<b>540.5</b>	<b>952.9</b>	<b>0.0</b>	<b>952.9</b>	<b>618.6</b>	<b>0.0</b>	<b>618.6</b>

D.M.: Domestic market

F.M.: Foreign market

(1) Includes BrasilAgro, CRESCA at 50%, Acres del Sud, Ombú, Yatay and Yuchán. Excludes Agro-Uranga.

- The Crops segment increased by ARS 348 million during the first nine months of fiscal year 2016 as compared to the same period of the previous fiscal year, mainly due to:
  - An increase of Ps 159.8 million in production results, mainly from Argentina, due to higher estimated income as a result of higher yields and rising prices of corn and soybean, offset by lower results from Brazil and Bolivia, originated in lower yields, a smaller planted area and higher costs;
    - an increase in the net realizable value of agricultural products after harvest, mainly originated in a general rise in prices by the end of December, following the elimination of withholding taxes on wheat and corn, and the reduction from 35 to 30% in withholding taxes on soybean, along with the devaluation of the Argentine peso.
- The Sugarcane segment increased by ARS 53.0 million in the first nine months of fiscal year 2016 as compared to the same period of the previous fiscal year, mainly due to:
  - higher income from sales by ARS 29 million, mainly derived from Brazil, due to the 26.6% increase in volumes sold, offset by a 2.9% drop in average sale prices in pesos. Although prices increased 25.4% in Reais, the decrease is explained by the changes in the exchange rate;
  - an increase in production income of ARS 26.4 million in Brazil mainly due to a 34.5% rise in production, favorably impacted by an increase of 43.6% in the planted area and lower yields, along with an increase in estimated results due to a larger surface area and higher prices, offset by higher costs and lower yields;
  - an increase in production income from Bolivia of ARS 3.8 million, mainly due to a 7.3% increase in yields and a 42.9% rise in prices.

Area in Operation - Crops (hectares) <sup>2</sup>	As of 03/31/16	As of 03/31/15	YoY Var
Own farms	106,077	127,581	(16.9%)
Leased farms	43,237	53,848	(19.7%)
Farms under concession	22,757	23,331	(2.5%)
Own farms leased to third parties	2,365	8,858	(73.3%)
<b>Total Area Assigned to Crop Production</b>	<b>174,436</b>	<b>213,617</b>	<b>(18.3%)</b>

<sup>2</sup> Includes surface area under double cropping, all the farms in Argentina, Bolivia, Paraguay and Brazil, and AgroUranga (Subsidiary – 35.72%).



The area assigned to the crop segment decreased by 18.3% as compared to the same period of the previous fiscal year, mainly due to the smaller area resulting from the sale of farms made in fiscal year 2015, mainly in Brazil, and smaller area leased to third parties in Argentina.

## II.b) Cattle and Dairy Production

During the first nine months of fiscal year 2016 we recorded mixed results in our cattle and dairy business in Argentina, reflecting the combined effect of lower beef production volumes, a slight decrease in milk production due to a smaller amount of milking cows, an increase in daily milk production per cow and an increase in livestock prices, accompanied by a slight decrease in milk prices.

Production Volume (1)	9M16	9M15	9M14	9M13	9M12
Cattle herd (tons)	5,881	5,926	5,723	6,199	7,284
Milking cows (tons)	399	379	424	316	379
<b>Beef cattle (tons)</b>	<b>6,280</b>	<b>6,305</b>	<b>6,147</b>	<b>6,515</b>	<b>7,663</b>
<b>Milk (thousands of liters)</b>	<b>12,576</b>	<b>13,254</b>	<b>14,678</b>	<b>13,835</b>	<b>12,868</b>

(1) Includes Carnes Pampeanas and CRESCA at 50%.

Volume of Sales (1)	9M16			9M15			9M14			9M13			9M12		
	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total	D.M.	F.M.	Total
Cattle herd	7.2	0.0	7.2	7.6	0.0	7.6	7.7	0.0	7.7	7.4	0.0	7.4	11.3	0.0	11.3
Milking cows	0.4	0.0	0.4	0.6	0.0	0.6	0.3	0.0	0.3	0.3	0.0	0.3	0.1	0.0	0.1
<b>Beef cattle (thousands of tons)</b>	<b>7.6</b>	<b>0.0</b>	<b>7.6</b>	<b>8.2</b>	<b>0.0</b>	<b>8.2</b>	<b>8.0</b>	<b>0.0</b>	<b>8.0</b>	<b>7.7</b>	<b>0.0</b>	<b>7.7</b>	<b>11.5</b>	<b>0.0</b>	<b>11.5</b>
<b>Milk (millions of liters)</b>	<b>12.1</b>	<b>0.0</b>	<b>12.1</b>	<b>12.8</b>	<b>0.0</b>	<b>12.8</b>	<b>14.3</b>	<b>0.0</b>	<b>14.3</b>	<b>13.4</b>	<b>0.0</b>	<b>13.4</b>	<b>12.7</b>	<b>0.0</b>	<b>12.7</b>

D.M.: Domestic market

F.M.: Foreign market

(1) Includes CRESCA at 50%.

## Cattle

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	35.1	22.5	55.7%	153.1	121.6	25.9%
Costs	(53.7)	(36.4)	47.5%	(207.7)	(180.6)	15.0%
Initial Recognition and Changes in the value of biological assets and agricultural products	50.0	29.0	72.3%	154.0	102.0	50.9%
Changes in the net realizable value of agricultural products	0.4	0.0	-	0.4	0.0	-
<b>Gross profit</b>	<b>31.7</b>	<b>15.1</b>	<b>109.4%</b>	<b>99.7</b>	<b>43.1</b>	<b>131.1%</b>
<b>Profit from operations</b>	<b>18.7</b>	<b>1.7</b>	<b>990%</b>	<b>56.7</b>	<b>4.9</b>	<b>1,053.4%</b>
<b>Segment Profit</b>	<b>18.7</b>	<b>1.7</b>	<b>990%</b>	<b>56.7</b>	<b>4.9</b>	<b>1,053.4%</b>

- Gross profit from the Cattle segment increased 25.9%, mainly due to a 32% increase in livestock prices, partially offset by a reduction in beef cattle volumes in Argentina and higher beef cattle volumes in Cresca. Cost of sales increased to a lower extent, thus resulting in a higher margin.



- Holding results increased 160% due to the higher prices of all livestock categories, offset by a reduction in production income, which was affected by smaller livestock production volumes and higher costs.

The foregoing explains the ARS 56.6 million increase in gross profit from the Beef Cattle segment for the first nine months of fiscal year 2016 compared to the same period of 2015.

	As of 03/31/16	As of 03/31/15	YoY Var
Own farms	71,937	74,633	(3,6%)
Leased farms	12,635	13,501	(6,4%)
Farms under concession	820	869	(5,6%)
Own farms leased to third parties	6,023	5,323	13,2%
<b>Total Area Assigned to Beef Cattle Production</b>	<b>91,415</b>	<b>94,326</b>	<b>(3,1%)</b>

- We decreased by 3.1% the area of farms assigned to cattle production, mainly as a result of a reduction in the operation of own farms, leased farms and farms under concession.

Stock of Cattle Herds	As of 03/31/16	As of 03/31/15
Breeding stock	55,484	53,958
Winter grazing stock	10,818	11,945
Milk farm stock	5,476	6,015
<b>Total Stock (heads)</b>	<b>71,778</b>	<b>71,918</b>

## Dairy

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	13.0	17.7	(26.6%)	44.0	53.2	(17.3%)
Costs	(31.9)	(33.6)	(4.9%)	(94.5)	(98.4)	(4.0%)
Initial recognition and changes in the net realizable value of biological assets and agricultural products at the point of harvest	16.5	16.6	(1.0%)	49.3	55.3	(10.8%)
<b>Gross profit</b>	<b>(2.5)</b>	<b>1.0</b>	<b>-</b>	<b>(1.2)</b>	<b>10.1</b>	<b>-</b>
<b>Profit / (loss) from operations</b>	<b>(5.0)</b>	<b>(1.9)</b>	<b>168.7%</b>	<b>(8.9)</b>	<b>3.5</b>	<b>-</b>
<b>Segment Profit / (Loss)</b>	<b>(5.0)</b>	<b>(1.9)</b>	<b>168.7%</b>	<b>(8.9)</b>	<b>3.5</b>	<b>-</b>

Milk Production	03/31/2016	03/31/2015
Daily average milking cows (heads)	1,951	2,212
Milk Production / Milking Cow / Day (liters)	22.90	21.49

- Revenues from this segment decreased by 17.3%, mainly due to a 13% drop in milk prices, coupled with a 6% decrease in volume. On the other hand, costs for the sale of milk decreased proportionally to milk revenues, whereas costs related to livestock were significantly higher, resulting in a lower sales margin.
- In turn, milk production income decreased by ARS 8.8 million, mainly reflecting the reduction in prices (12%), along with a slightly lower volume caused by the effect of a smaller amount of milking cows and more liters per cow per day.

The facts pointed out in the two preceding paragraphs explains the ARS 11.3 million reduction in gross profit from the Dairy segment for the first nine months of fiscal year 2016 compared to the same period of 2015.

Area in Operation – Dairy (hectares)	As of 03/31/16	As of 03/31/15	YoY Var
Own farms	2,231	2,864	-22.1%



- We perform our milking business in El Tigre farm. There was a 22.1% reduction in the area assigned to milking cows.

### III: Other Segments

Under “Other” we report the results from Leases and Agricultural Services, Agro-industrial Activities and our investment in FyO.

#### Leases and Agricultural Services

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	17.6	20.5	(14.5%)	39.8	53.2	(25.2%)
Costs	(6.6)	(5.1)	29.4%	(14.0)	(15.6)	(10.3%)
<b>Gross profit</b>	10.9	15.3	(29.1%)	25.9	37.6	(31.3%)
<b>Profit from operations</b>	9.5	14.4	(34.1%)	22.1	35.3	(37.2%)
<b>Segment Profit</b>	9.5	14.4	(34.1%)	22.1	35.3	(37.2%)

- The Leases and Agricultural Services segment decreased by ARS 13.4 million, mainly due to lower income from leases as a result of a reduction in rental income in Brazil of ARS 13.8 million from the Cremaq farm, which was sold during fiscal year 2015, along with the failure to renew the agreements of the San Pedro, La Suiza, and Anta farms in Argentina during this season. This reduction was smoothed by the increase in income from leases in Argentina resulting from the new agreement for 1,106 hectares in La Esmeralda farm.

#### Agro-industrial Activities

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	259.9	175.6	47.9%	667.5	588.6	13.4%
Costs	(254.1)	(162.9)	55.9%	(631.5)	(528.9)	19.4%
<b>Gross profit</b>	5.8	12.7	(54.5%)	36.0	59.7	(39.6%)
<b>Loss from operations</b>	(14.6)	(11.0)	32.4%	(31.5)	(15.4)	104.6%
<b>Segment Loss</b>	(14.6)	(11.0)	32.4%	(31.5)	(15.4)	104.6%

- The Agro-industrial segment decreased by ARS 16.1 million mainly due to a 19% increase in costs as compared to the same period of the previous fiscal year. This increase was driven by the higher costs of purchase of cattle and to a lower extent, higher labor costs.



## FyO

In ARS Million	IIIQ 2016	IIIQ 2015	YoY Var	9M16	9M15	YoY Var
Revenues	72.2	26.4	173.5%	158.2	95.6	65.5%
Costs	(37.8)	(20.2)	87.1%	(106.6)	(82.8)	28.7%
<b>Gross profit</b>	<b>34.3</b>	<b>6.2</b>	<b>456.9%</b>	<b>51.6</b>	<b>12.8</b>	<b>303.1%</b>
<b>Loss from operations</b>	<b>21.0</b>	<b>1.9</b>	<b>970.8%</b>	<b>29.8</b>	<b>(1.0)</b>	<b>-</b>
<b>Segment Loss</b>	<b>21.0</b>	<b>1.8</b>	<b>1030.8%</b>	<b>27.5</b>	<b>(1.2)</b>	<b>-</b>

- There has been an increase of ARS 28.7 million in this segment, mainly due to higher trading volumes and the combined effect of higher crop prices and the depreciation of the exchange rate occurred in December past.



## Urban Segment

### Urban Properties and Investments through our subsidiary IRSA (Inversiones y Representaciones Sociedad Anónima)

We develop our Urban Properties and Investments segment through our subsidiary IRSA. As of December 31, 2015, our equity interest in IRSA was 63.38% over stock capital (63.79% considering repurchased treasury stock).

Starting in the second quarter of 2016, we have decided to break down our operations into an Argentine Operating Center and an Israeli Operating Center. From the Argentine Operating Center, the Group, through IRSA and its subsidiaries, manages the businesses in Argentina and the international investments in the Lipstick Building in New York and the Condor Hospitality Trust hotel REIT. From the Israeli Operating Center, the Group manages IDBD.

### Consolidated Results of our Subsidiary IRSA Inversiones y Representaciones S.A.

The following information has been extracted from the financial statements of our controlled company IRSA as of December 31, 2015:

In ARS Millions	IIIQ 16	IIIQ 15	YoY Var	9M16	9M 15	YoY Var
Revenues from sales, leases and services	17,567	811	2,066.1%	19,731	2,509	686.4%
Operating Income	1,198	280	327.9%	3,146	1,866	68.6%
Depreciation and Amortization	1,098	50	2,096.0%	1,204	135	791.9%
EBITDA	3,325	1,203	176.4%	4,350	2,001	117.4%
Net (loss) / income	-129	-211	-38.9%	-1,039	-164	533.5%
Attributable to the parent company's shareholders	-189	-250	-24.4%	-676	-245	175.9%
Attributable to non-controlling interest	60	39	53.8%	-363	81	-548.1%

### Argentine Operating Center

IRSA is one of Argentina's leading real estate companies in terms of total assets. IRSA is engaged, directly or indirectly through subsidiaries and joint ventures, in a range of diversified real estate related activities in Argentina and abroad, including:

- The acquisition, development and operation of shopping centers and offices, through its interest of 94.74% in IRSA Propiedades Comerciales S.A. (continuing company of Alto Palermo S.A.), one of Argentina's leading operators of commercial real estate with a controlling interest in 15 shopping centers and 6 office buildings totaling 414,000 sqm of Gross Leaseable Area (333,719 in shopping centers and 79,945 in offices).
- The acquisition and development of residential properties and the acquisition of undeveloped land reserves for future development or sale.
- The acquisition and operation of luxury hotels.
- Selective investments outside Argentina.
- Financial investments, including IRSA's current 29.91% equity interest in Banco Hipotecario, which is one of the leading financial institutions in Argentina.
- International investments, including a 49% interest in the Lipstick Building in New York and 49% of the voting rights in the Condor Hospitality Trust hotel REIT (NASDAQ: CDOR).



March 31, 2016							
Argentine Operating Center							
	Shopping Centers	Offices and Other	Sales and Developments	Hotels	International	Financial Transactions and Other	Total
Revenues from sales, leases and services	1,734	235	5	406	-	1	2,381
Costs	(277)	(36)	(15)	(263)	-	(1)	(592)
<b>Gross profit / (loss)</b>	<b>1,457</b>	<b>199</b>	<b>(10)</b>	<b>143</b>	<b>-</b>	<b>-</b>	<b>1,789</b>
Gain from sale of investment properties	-	-	1,055	-	-	-	1,055
General and administrative expenses	(122)	(38)	(92)	(75)	-65	-	(392)
Selling expenses	(96)	(27)	(15)	(49)	-	(1)	(188)
Other operating results, net	(24)	(3)	(8)	(1)	143	3	110
<b>Profit from operations</b>	<b>1,215</b>	<b>131</b>	<b>930</b>	<b>18</b>	<b>78</b>	<b>2</b>	<b>2,374</b>
Share of profit /(loss) of associates and joint ventures	-	10	6	-	(795)	173	-606
<b>Segment profit / (loss)</b>	<b>1,215</b>	<b>141</b>	<b>936</b>	<b>18</b>	<b>(717)</b>	<b>175</b>	<b>1,768</b>

March 31, 2015							
Argentine Operating Center							
In ARS Million	Shopping Centers	Offices and Other	Sales and Developments	Hotels	International	Financial Transactions and Other	Total
Revenues from sales, leases and services	1,282	250	12	317	26	(1)	1,886
Costs	(199)	(35)	(15)	(212)	(7)	-	(468)
<b>Gross profit / (loss)</b>	<b>1,083</b>	<b>215</b>	<b>(3)</b>	<b>105</b>	<b>19</b>	<b>(1)</b>	<b>1,418</b>
Gain from sale of investment properties	-	-	796	-	-	-	796
General and administrative expenses	(91)	(40)	(35)	(57)	(40)	-	(263)
Selling expenses	(78)	(13)	(7)	(40)	-	-	(138)
Other operating results, net	(20)	(113)	14	(3)	187	(2)	63
<b>Profit from operations</b>	<b>894</b>	<b>49</b>	<b>765</b>	<b>5</b>	<b>166</b>	<b>(3)</b>	<b>1,876</b>
Share of profit /(loss) of associates and joint ventures	-	3	2	1	(973)	115	(852)
<b>Segment profit / (loss)</b>	<b>894</b>	<b>52</b>	<b>767</b>	<b>6</b>	<b>(807)</b>	<b>112</b>	<b>1,024</b>

As concerns the shopping center segment, tenants' sales reached ARS 2,381 million during the first nine months of fiscal year 2016, 35.2% higher than in the same period of 2015 (30.0% without considering sales from Distrito Arcos and Alto Comahue Shopping). In the third quarter of 2016, there was a slight deceleration in the growth rate of sales, which rose 29% as compared to the third quarter of 2015 (25.4% in the same shopping centers). Our portfolio's leasable area totaled 334,080 square meters during the quarter under review, whereas the occupancy rate stood at optimum levels of 98.6%. Revenues from this segment increased 35.4% during the nine-month period of fiscal year 2016, whereas Operating Income reached ARS 1,215 million (+ 35.9% as compared to the same period of 2015).

Revenues from the Offices segment decreased by 6.0% in the first nine months of fiscal year 2016 due to a 28% reduction in the leaseable area as a result of the sales made during the period, offset by higher rental prices in ARS/sqm, as lease agreements are denominated in U.S. dollars. In addition, the portfolio's occupancy stood at 94%, slightly lower than the one recorded in the past quarter, mainly due to the partial sale of the Intercontinental building, whose occupancy rate was higher than the portfolio average.

Another segment that generated significant results in the 9-month period was Sales and Developments, which increased by 22.0% as compared to the same period of the previous fiscal year, due a higher gain from sales of investment properties.

### Israeli Operating Center

On October 11, 2015, the Group acquired control of IDBD Development Corporation Ltd. ("IDBD"). As of March 31, 2016, our subsidiary IRSA's equity interest in IDBD was approximately 68.3%, and the Group's investment in IDBD was equivalent to approximately USD 515 million as of that date.

IDBD is one of the largest and most diversified holding companies in Israel. Through its subsidiaries, associates, joint ventures and other investments, IDBD is engaged in numerous markets and industry sectors in Israel and other countries, including real estate (Property & Building Corporation), supermarkets (Shufersal), agroindustry (Adama), insurance (Clal Holdings Insurance Enterprises, hereinafter Clal), and telecommunications (Cellcom).

After March 31, 2016, IDBD's shares were delisted from the Tel Aviv Stock Exchange ("TASE") and all minority warrants were cancelled. The company will continue to be registered with the TASE as a "Debentures Company" pursuant to Israeli law, as it has bonds listed in such exchange.

### Segment Data – Israeli Operating Center

Within this center, the Group operates in the following segments:

- The "**Commercial Properties**" segment mainly includes the assets and operating income derived from the business related to the subsidiary PBC. Through PBC, the Group operates rental and residential properties in Israel, United States and other locations in the world, and executes commercial projects in Las Vegas, United States of America.
- The "**Supermarkets**" segment includes the assets and operating income derived from the business related to the subsidiary Shufersal. Through Shufersal, the Group mainly operates a supermarket chain in Israel.





- The **“Agrochemicals”** segment includes the income from the associate Adama. Adama is a company engaged in agrochemicals, in particular for crops.
- The **“Telecommunications”** segment includes the assets and operating income derived from the business related to the subsidiary Cellcom. Cellcom is supplier of telecommunication services and its main businesses include the provision of cellular and fixed telephone, data and Internet services, among others.
- The **“Insurance”** segment includes the assets from the business related to Clal. This company is one of the largest insurance groups in Israel, whose businesses mainly comprise pension and social security insurance and other insurance lines. As set forth in Note 9, 51% of Clal’s controlling shares are deposited in a trust following the instructions of the Israeli’s Capital Markets Commission in order to comply with the sale of Clal’s controlling stake; therefore, the company is not fully consolidated on a line-by-line basis, but under a single line as a financial instrument at fair value, as required under IFRS under the current circumstances in which no control is exercised.
- The **“Others”** segment includes the assets and income from other miscellaneous businesses, such as technological developments, tourism, oil and gas assets, electronics, and other sundry activities.

## Operating Results – In Millions of NIS

December 31, 2015 (for the period running from 09/30 to 12/31)							
Israeli Operating Center							
In Millions of NIS	Commercial Properties	Supermarkets	Agrochemical	Telecommunications	Insurance	Other	Total
Revenues from sales, leases and services	257	2,911		1,113		163	4,444
Costs	-155	-2,159		-976		-193	-3,483
<b>Gross profit / (loss)</b>	<b>102</b>	<b>752</b>	<b>-</b>	<b>137</b>	<b>-</b>	<b>-30</b>	<b>961</b>
Gain from sale of investment properties							
General and administrative expenses	-18	-32		-62		-1	-113
Selling expenses	-4	-458		-161		-11	-634
Other operating results, net	-	-		-1		-4	-5
<b>Operating income / (loss)</b>	<b>80</b>	<b>262</b>	<b>-</b>	<b>-87</b>	<b>-</b>	<b>-46</b>	<b>209</b>
Share of profit / (loss) of associates and joint ventures	-23	19	-35	-		16	(23)
<b>Segment profit / (loss)</b>	<b>57</b>	<b>281</b>	<b>-35</b>	<b>-87</b>	<b>-</b>	<b>-30</b>	<b>186</b>
Operating assets	15,135	7,247	2,419	6,343	1,315	1,590	34,049
Operating liabilities	-12,625	-6,138	-	-5,339	-	-725	-24,827
<b>Operating assets / (liabilities), net</b>	<b>2,510</b>	<b>1,109</b>	<b>2,419</b>	<b>1,004</b>	<b>1,315</b>	<b>865</b>	<b>9,222</b>

The revenues and operating income from the **Commercial Properties** segment through the subsidiary Property & Building (“PBC”) reached NIS 257 million and NIS 80 million, respectively, (USD 69 million and USD 22 million, respectively) during the consolidated quarter (October 1, 2015 to

December 31, 2015). During this quarter there was an increase in rental income and occupancy rates from PBC's investment properties, mainly the HSBC building in the City of New York.

The **Supermarkets** segment, through Shufersal, recorded revenues of NIS 2,911 million (USD 775 million) for the quarter, mainly due to an increase in revenues from the retail and real estate segments. Same-store sales rose 6.4% during the quarter under review, compared to the same quarter of the previous fiscal year. Sales per square meter stood at NIS 5,799 in the fourth quarter of 2015, as compared to NIS 5,260 in the same quarter of the previous fiscal year, accounting for a 10.2% increase, mainly attributable to the reduction of sales areas and changes in the shopping cart components and sales campaign mix. Operating income from this segment reached NIS 262 million (USD 69 million).

The **Telecommunications** segment, operated by Cellcom, recorded revenues of NIS 1,113 million (USD 296 million). There was a decrease in revenues as compared to the same quarter of 2014 in both revenues from services and revenues from handsets. Netvision's contribution to total revenues during the fourth quarter of 2015 was NIS 222 million. The reduction in revenues from services during the fourth quarter of 2015 mainly reflected lower revenues from cell telephone services due to the continued erosion of the price of these services as a result of stronger competition in the cell telephone market and lower revenues from international call services. The reduction in the revenues from handsets during the fourth quarter of 2015 was mainly due to the reduction in the number of cell phones sold during the fourth quarter of 2015 as compared to the fourth quarter of 2014, partially offset by an increase in revenues from handsets for Netvision's final users. Netvision's contribution to the revenues from handsets during the fourth quarter of 2015 was NIS 57 million. Operating loss for the fourth quarter of 2015 reached NIS 87 million (USD 24 million).

The **"Others"** segment recorded revenues for NIS 163 million (USD 43 million), and an operating loss of NIS 46 million (USD 12 million).

As concerns "Clal", the Group values its interest in this **insurance** company as a financial asset at fair value. The valuation of Clal's shares was NIS 1,315 million (USD 350 million) as of March 31, 2016.

Finally, the results from the agrochemical company "Adama" are recorded at proportional equity value. For the consolidated quarter, a loss of NIS 35 million (USD 9 million) was recorded in this regard.

#### IDBD's Balance Sheet as of December 31, 2015 (NIS million)

Non-current Assets: 28,531	Non-current Liabilities: 25,047	
Current Assets: 10,650	Current Liabilities: 10,277	
Total Assets: 39,181	Shareholders' Equity: 3,857	Shareholders' Equity Attributable to Controlling Shareholder: 131
		Shareholders' Equity Attributable to Non-Controlling Shareholder: 3,726



## Financial Indebtedness and Other

The following tables contain a breakdown of company's indebtedness:

### Agricultural Business

Description	Currency	Amount <sup>(1)</sup>	Interest Rate	Maturity
Bank overdrafts	ARS	26.6	Variable	< 30 days
CP Bank Loan	ARS	2.0	Variable	< 365 days
Banco Ciudad Loan	USD	13.0	Libor 180 days + 300 bps; floor: 6%	18-Jan -22
Banco de la Pampa Loan	ARS	10.0	variable [10.5% ; 14.5%]	03-Jul-17
Cresud 2018 Notes, Series XIV	USD	32.0	1.500%	22-May-18
Cresud 2018 Notes, Series XVI	USD	109.1	1.500%	19-Nov-18
Cresud 2019 Notes, Series XVIII	USD	33.7	4.00%	12-Sep-19
Cresud 2016 Notes, Series XIX	ARS	12.7	27.5% / Badlar + 350 bps	13-Sep-16
Cresud 2017 Notes, Series XX	USD	18.2	2.50%	13-Mar-17
Cresud 2017 Notes, Series XXI	ARS	13.1	27.5% / Badlar + 375 bps	01-Feb-17
Cresud 2019 Notes, Series XXII	USD	22.7	4.50%	12-Aug-19
Comm. 5319 loan	ARS	0.2	15.010%	06-Jun-16
Futuros y Opciones Comm. 5449 mortgage loan	ARS	0.0	15.25%	28-Dec-16
Bolivia Loan	BOB	0.5	6.00%	20-Jun-16
<b>CRESUD's Total Debt</b>		<b>293.8</b>		
<b>Brasilagro's Total Debt</b>		<b>7.5</b>		

### Urban Business and Investments

#### Argentine Operating Center

Description	Currency	Amount <sup>(1)</sup>	Interest Rate	Maturity
Bank overdrafts	ARS	57.9	Variable	< 180 days
IRSA 2017 Notes, Series I	USD	150.0	8.50%	02-Feb-17
IRSA 2020 Notes, Series II	USD	150.0	11.50%	20-Jul-20
Series VI Notes	ARS	0.7	Badlar + 450 bps	27-Feb-17
Loan agreementsIRSA CP credit facility	USD	60.0	Variable	25-Jun-16
Other loans		1.8		
<b>IRSA's Total Debt</b>		<b>420.4</b>		
IRSA's Cash & Cash Equivalents+Investments, IRSA <sup>(4)</sup>	<b>USD</b>	<b>13.1</b>		
Asset sale credit <sup>(3)</sup>		<b>127.5</b>		
<b>IRSA's Net Debt</b>		<b>279.8</b>		



Bank overdrafts	ARS	16.4	Variable	< 360 days
CP Bank Loan	ARS	4.9	23.00%	30-Sep-16
APSA 2017 Notes, Series I <sup>(2) (6)</sup>	USD	60.8	7.88%	11-May-17
IRSA CP Notes, Series I ARS	ARS	27.7	26.5% / Badlar + 400 bps	20-Mar-17
Other loans		1.7		
Asset purchase debt <sup>(3)</sup>	USD	127.5	8.50%	20-Jul-20
IRSA CP Notes, Series II	USD	360.0	8.75%	01-Mar-23
<b>IRSA CP's Total Debt</b>		<b>599.0</b>		
Cash & Cash Equivalents+Investments, IRSA CP <sup>(5)</sup>		383.9		
Repurchased debt <sup>(2)</sup>		1.7		
<b>IRSA CP's Net Debt</b>		<b>213.4</b>		

- (1) Principal amount in USD (million) at an exchange rate of ARS 14.7/USD, without considering accrued interest or eliminations of balances with subsidiaries.
- (2) As of March 31, 2016, IRSA CP had repurchased a principal amount of USD 1.7 million.
- (3) Corresponds to a loan between IRSA and IRSA CP for the asset conveyance made in December 2014. On April 6, 2016, IRSA CP repaid the balance outstanding under the intercompany loan.
- (4) "Cash & Cash Equivalents plus Investments, IRSA" includes Cash & Cash Equivalents, IRSA + Investments in current and non-current financial assets, IRSA.
- (5) "Cash & Cash Equivalents plus Investments, IRSA CP" includes Cash & Cash Equivalents, IRSA CP + Investments in current and non-current financial assets, IRSA CP.

## Israeli Operating Center

### Financial Indebtedness as of December 31, 2015

Indebtedness	Amount <sup>(1)</sup>
IDBD's Total Debt	787
DIC's Total Debt	1,174
Shufersal's Total Debt	779
Cellcom's Total Debt	974
PBC's Total Debt	2,442
Others' Total Debt <sup>(2)</sup>	157

(1) Principal amount in USD (million) at an exchange rate of 3.8911 NIS/USD, without considering accrued interest or elimination of balances with subsidiaries.

(2) Includes IDB Tourism, Bartan and IDBG.

### Comparative Summary Consolidated Balance Sheet Data

In ARS Million	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Current assets	54,026	3,420	3,257	2,706	2,071
Non-current assets	110,166	11,001	11,999	9,457	7,844
Total assets	164,192	14,421	15,256	12,163	9,915
Current liabilities	47,213	4,386	3,132	2,528	2,315
Non-current liabilities	107,258	6,821	7,267	4,626	3,191
Total liabilities	154,471	11,207	10,399	7,154	5,506
Third party interest (or non-controlling interest)	8,412	1,969	2,517	2,393	2,217
Shareholders' equity	9,721	3,214	4,857	5,010	4,409

Total liabilities plus third party interests (or non-controlling interest) plus Shareholders' Equity	164,192	14,421	15,256	12,163	9,915
--	---------	--------	--------	--------	-------

## Comparative Summary Consolidated Income Statement Data

In ARS Million	9MFY2016	9MFY2015	9MFY2014	9MFY2013	9MFY12
Gross profit	6,046	1,623	1,441	965	814
Profit from Operations	3,437	1,737	926	753	498
Share of (profit) / (loss) of associates and joint ventures	-683	-843	115	15	12
Income before financing and taxation	-683	894	1,042	768	510
Net financial results	-4,289	-1,114	-1,927	-474	-375
Profit / (Loss) before income tax	-1,535	-220	-885	294	135
Income Tax	37	-233	358	-31	-42
Net (Loss) / Income	-1,498	-453	-528	263	93
Controlling company's shareholders	-936	-488	-494	84	3
Non-controlling interest	-562	35	-34	179	90
Net (Loss)/income	-1,498	-453	-528	263	93
Other comprehensive income / (loss) for the period (1)	2,862	-553	913	224	-136
Total comprehensive income / (loss) for the period	1,364	-1,006	385	487	-43
Controlling company's shareholders	-231	-731	-50	187	-39
Non-controlling interest	1,595	-275	435	300	-4

(1) Corresponds to translation differences

## Comparative Summary Consolidated Cash Flow Statement Data

In ARS Million	9MFY2016	9MFY2015	9MFY2014	9MFY2013	9MFY2012
Net cash generated by / (used in) operating activities	2,778	514	396	424	487
Net cash generated by / (used in) investing activities	9,503	725	-649	-358	-349
Net cash generated by / (used in) financing activities	148	1,613	-427	64	-301
Total cash generated by or used during the year / period	12,429	374	-680	130	162

## Ratios

In ARS Million	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Liquidity (1)	1.144	0.780	1.040	1.070	0.895
Solvency (2)	0.063	0.287	0.467	0.700	0.801
Restricted assets (3)	0.671	0.763	0.787	0.778	0.791
Profitability (only annual) (4)	-15.41%	-0.141	-0.109	0.052	0.021

(1) Current Assets / Current Liabilities

(2) Total Shareholders' Equity / Total Liabilities

(3) Non-current Assets / Total Assets

(4) Net income / (loss) (excluding other Comprehensive Profit / (Loss)) / Total Average Shareholders' Equity

## Material and Subsequent Events

### Offer to purchase El invernadero and La esperanza farms, dated April 18, 2016

On April 18, 2016, Cresud accepted a “conditional offer to purchase”, whereby Cresud sells the “La Esperanza” and “El Invierno” 2,615-hectare farms, located in the department of Rancul, Province of La Pampa, Argentina for a total amount of USD 6 million, payable by the purchaser as follows: a) USD 5 million on the date of execution of the title deed; and b) USD 1 million in five annual installments, payable in August of each year, beginning in August 2017, plus interest at a rate of 7% per annum over balances. The title deed will be executed within 60 calendar days after the date of acceptance. The transaction is contingent upon the satisfaction of the following two material conditions: a) the deposit by the purchaser of USD 0.3 million as downpayment, which occurred on April 19, 2016; and b) that the “Clearance Certificate” for the purchase of rural lands issued by the Undersecretariat for Registration Coordination and Management Control, Ministry of Justice and Human Rights, is obtained.





## Prospects for the next fiscal year

The 2016 crop season is developing under the “El Niño” pattern in Argentina, with above-average rainfall rates. As of to date we have completed wheat and sunflower harvesting. Soybean harvesting has started, with 34% degree of progress. In addition, corn harvesting is starting, with 4% degree of progress. It should be noted that 75% of the corn planted by us is late corn; therefore, harvesting will start by the end of June. Local prices of soybean and corn remain firm, underpinned by delayed harvesting.

In our farms located in Bolivia, where we are able to carry out two planting and harvesting cycles per year, both seasons have been fully harvested, including soybean, corn and sorghum crops. Harvesting in the Paraguayan farms has reached 78% as concerns soybean, with higher yields than expected, whereas in Brazil, soybean harvesting has reached 82% and corn harvesting, 40%. We were adversely impacted by a drop of approximately 40% in soybean productivity and 30% in corn yields due to scarce rainfall levels during the development of crops in the area of Bahía and Piauí.

In Argentina, we expect sustained prices for beef cattle and slightly rising, albeit constrained, costs. We will continue to work efficiently towards reaching the highest operating margins possible. In the case of our “El Tigre” dairy facility, where we have consolidated all our milk production, over the past months we adopted a strategy consisting in the selective sale of milking cows and keeping the more productive herd. The milk business is suffering a highly depressed price scenario, which we trust to be reverted in the next months.

In connection with our meat packing plant, which we hold through our interest in Carnes Pampeanas, we will continue working towards optimizing margins in light of the favorable changes in market conditions, aimed at regaining profitability.

As concerns land transformation and value-adding activities, we will make progress in the development of our farms in Argentina, Paraguay and Brazil. Although in the past years our land transformation activities developed at a slower pace than historically due to the high development costs and production profitability conditions, the current macroeconomic conditions are more favorable, and we expect to be able to resume our historic levels at lower transformation costs.

We remain watchful of sale opportunities that may arise and we will continue to dispose of those farms that have reached their highest degree of appreciation, whilst continuing to analyze opportunities in other countries of the region with the objective to put together a regional portfolio with major development and appreciation potential.

Our subsidiary IRSA Inversiones y Representaciones S.A. keeps recording sound results in its various business lines. Prospects are positive, as the company has a large reserve of lands intended for future shopping center, office, and mixed-use developments in an industry scenario with high growth potential. Moreover, as concerns the investment in the Israeli company IDBD, during this fiscal year its indebtedness level has been reduced and a strategy intended to improve operating margins in each of its business units has been launched.

We believe that companies such as Cresud, with a track record going back so many years and vast industry knowledge will have outstanding possibilities of taking advantage of the best opportunities arising in the market, much more so considering that our main task is to produce food for a growing and demanding world population.



**Cresud Sociedad Anónima,**  
**Comercial, Inmobiliaria, Financiera y Agropecuaria**  
**Consolidated Condensed Interim Balance Sheets**  
**as of March 31, 2016 and June 30, 2015**

(amounts stated in millions of Argentine Pesos, except shares and per share data, unless otherwise stated)

	Note	03.31.16	06.30.15
<b>ASSETS</b>			
<b>Non-current Assets</b>			
Investment Properties .....	10	49,352	3,475
Property, plant and equipment .....	11	23,413	1,977
Properties for sale .....	12	1,368	130
Intangible assets .....	13	6,642	176
Biological assets .....	14	583	459
Investments in associates and joint ventures .....	8	16,178	3,394
Deferred tax assets .....	24	2,094	653
Credits for income tax .....		164	160
Restricted assets .....		48	4
Trade and other accounts receivable .....	17	4,228	427
Financial assets and other assets available for sale .....	9	3,745	-
Investments in financial assets .....	18	2,339	623
Derivative financial instruments .....	19	8	208
Employee benefits .....		4	-
<b>Total non-current assets .....</b>		<b>110,166</b>	<b>11,686</b>
<b>Current assets</b>			
Properties for sale .....	12	2,914	3
Biological assets .....	14	738	120
Inventories .....	15	3,239	511
Restricted assets .....		670	606
Credits for income tax .....		562	31
Financial assets and other assets available for sale .....	9	1,620	-
Trade and other accounts receivable .....	17	14,228	1,772
Investments in financial assets .....	18	10,268	504
Derivative financial instruments .....	19	98	30
Cash and cash equivalents .....	20	19,689	634
<b>Total current assets .....</b>		<b>54,026</b>	<b>4,211</b>
<b>TOTAL ASSETS .....</b>		<b>164,192</b>	<b>15,897</b>
<b>SHAREHOLDERS' EQUITY</b>			
<b>Equity and reserves attributable to the controlling company's shareholders</b>			
Capital stock .....		495	495
Treasury shares .....		7	7
Comprehensive adjustment of capital stock and treasury shares .....		65	65
Additional paid in capital .....		659	659
Premium for trading of treasury shares .....		16	13
Statutory reserve .....		83	-
Other reserves .....	25	914	599
Retained earnings .....		(930)	118
<b>Shareholders' equity attributable to the controlling company's shareholders</b>		<b>1,309</b>	<b>1,956</b>
Non-controlling interest .....		8,412	2,559
<b>TOTAL SHAREHOLDERS' EQUITY .....</b>		<b>9,721</b>	<b>4,515</b>

The accompanying notes are an integral part of the consolidated condensed interim financial statements.



# Cresud Sociedad Anónima, Comercial, Inmobiliaria, Financiera y Agropecuaria

## Consolidated Condensed Interim Balance Sheets

as of March 31, 2016 and June 30, 2015 (Contd.)

(amounts stated in millions of Argentine Pesos, except shares and per share data, unless otherwise stated)

	Note	03.31.16	06.30.15
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Trade and other accounts payable.....	21	915	264
Loans .....	23	98,356	5,833
Deferred tax liabilities .....	24	5,385	151
Derivative financial instruments .....	19	94	269
Salaries and social security charges .....		12	5
Provisions.....	22	1,842	387
Employee benefits .....		654	-
<b>Total non-current liabilities.....</b>		<b>107,258</b>	<b>6,909</b>
<b>Current liabilities</b>			
Trade and other accounts payable .....	21	18,908	1,307
Income tax and minimum presumed income tax payable .....		670	142
Salaries and social security charges .....		1,729	230
Loans .....	23	25,026	2,477
Derivative financial instruments .....	19	117	262
Provisions.....	22	763	55
<b>Total current liabilities.....</b>		<b>47,213</b>	<b>4,473</b>
<b>TOTAL LIABILITIES .....</b>		<b>154,471</b>	<b>11,382</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY .....</b>		<b>164,192</b>	<b>15,897</b>

The accompanying notes are an integral part of the consolidated condensed interim financial statements.



# Cresud Sociedad Anónima, Comercial, Inmobiliaria, Financiera y Agropecuaria

## Consolidated Condensed Interim Income Statements

**For the nine- and three-month periods started on July 1, 2015 and 2014 and  
January 1, 2016 and 2015 and ended on March 31, 2016 and 2015**

(amounts stated in millions of Argentine Pesos, except shares and per share data, unless otherwise stated)

	Note	Nine months		Three months	
		03.31.16	03.31.15	03.31.16	03.31.15
Revenues .....	26	21,557	4,069	18,166	1,128
Costs .....	27	(16,818)	(3,438)	(14,287)	(923)
Initial recognition and changes in the fair value of biological assets and agricultural products at point of harvest .....		1,176	1,012	596	292
Changes in the net realizable value of agricultural products after harvest .....		131	(20)	17	(4)
<b>Gross profit .....</b>		<b>6,046</b>	<b>1,623</b>	<b>4,492</b>	<b>493</b>
Gain / (loss) from sale of investment properties .....	4	1,055	796	33	-
Gain / (loss) from sale of farmlands .....		-	1	-	1
General and administrative expenses .....	28	(999)	(429)	(600)	(154)
Selling expenses .....	28	(2,769)	(322)	(2,485)	(95)
Other operating income / (loss), net .....	29	104	68	(62)	16
<b>Profit from operations .....</b>		<b>3,437</b>	<b>1,737</b>	<b>1,378</b>	<b>261</b>
Income / (loss) from interest in associates and joint ventures .....	8	(683)	(843)	(280)	(169)
<b>Income before financial income / (loss) and income tax .....</b>		<b>2,754</b>	<b>894</b>	<b>1,098</b>	<b>92</b>
Financial income .....	30	1,141	169	664	71
Financial expenses .....	30	(5,880)	(1,245)	(2,630)	(432)
Other financial income / (loss) .....	30	450	(38)	623	(57)
Financial income / (loss), net .....	30	(4,289)	(1,114)	(1,343)	(418)
<b>Loss before income tax .....</b>		<b>(1,535)</b>	<b>(220)</b>	<b>(245)</b>	<b>(326)</b>
Income tax .....	24	37	(233)	45	37
<b>Net Loss .....</b>		<b>(1,498)</b>	<b>(453)</b>	<b>(200)</b>	<b>(289)</b>
<b>Attributable to:</b>					
Controlling company's shareholders .....		(936)	(488)	(159)	288
Non-controlling interest .....		(562)	35	(41)	(577)

**Net Loss per share attributable to controlling company's shareholders:**

Basic .....	(1.89)	(0.99)	(0.32)	(0.55)
Diluted .....	(i) (1.89)	(i) (0.99)	(0.32)	(0.55)

(i) As a net loss was recorded, such result had no dilution effects.

The accompanying notes are an integral part of the consolidated condensed interim financial statements.



# Cresud Sociedad Anónima, Comercial, Inmobiliaria, Financiera y Agropecuaria

## Consolidated Condensed Interim Comprehensive Income Statements

**For the nine- and three-month periods started on July 1, 2015 and 2014 and January 1, 2016 and 2015 and ended on March 31, 2016 and 2015**

(amounts stated in millions of Argentine Pesos, except shares and per share data, unless otherwise stated)

	Nine months		Three months	
	03.31.16	03.31.15	03.31.16	03.31.15
Net Loss .....	(1,498)	(453)	(200)	(289)
<b>Other comprehensive income / (loss):</b>				
<b>Items that may be subsequently reclassified as income or loss:</b>				
Conversion difference .....	(2,383)	(616)	(1,087)	(19)
Conversion differences in associates and joint ventures .....	5,229	63	1,553	(162)
Net change in fair value of hedge instruments .....	4	-	4	-
Net change in fair value of cash flow hedge, charged to losses and income .....	19	-	19	-
<b>Items not to be subsequently reclassified to income or loss:</b>				
Actuarial loss from defined benefit plans .....	(11)	-	(11)	-
Group's share in income / (loss) from associates .....	4	-	4	-
<b>Other comprehensive income / (loss) for the period (i) .....</b>	<b>2,862</b>	<b>(553)</b>	<b>482</b>	<b>(181)</b>
<b>Total comprehensive income / (loss) for the period .....</b>	<b>1,364</b>	<b>(1,006)</b>	<b>282</b>	<b>(470)</b>
<b>Attributable to:</b>				
Controlling company's shareholders .....	(231)	(731)	109	(392)
Non-controlling interest .....	1,595	(275)	173	(139)

(i) The components of other comprehensive income / (loss) have no impact on income tax.

The accompanying notes are an integral part of the consolidated condensed interim financial statements.



# Cresud Sociedad Anónima, Comercial, Inmobiliaria, Financiera y Agropecuaria

## Consolidated Condensed Interim Cash Flow Statements for the nine-month periods ended March 31, 2016 and 2015

(amounts stated in millions of Argentine Pesos, except shares and per share data, unless otherwise stated)

	Note	03.31.16	03.31.15
<b>Operating activities:</b>			
Cash provided by operating activities.....	20	3,434	802
Income tax paid.....		(656)	(288)
<b>Net cash provided by operating activities.....</b>		<b>2,778</b>	<b>514</b>
<b>Investment activities:</b>			
Cash inflow from business combination .....		9,193	-
Acquisition of interests in associates and joint ventures .....		-	(1,062)
Capital contributions in associates and joint ventures.....		(206)	(126)
Acquisition of investment properties.....		(144)	(206)
Collections from sale of associates and joint ventures.....		9	56
Collections from sale of investment properties .....		1,150	2,050
Acquisition of properties for sale .....		(415)	-
Acquisition of properties, plant and equipment.....		(797)	(184)
Collections from sale of properties, plant and equipment.....		60	1
Collections from the sale of farms.....		43	63
Advances to suppliers .....		(14)	(15)
Acquisition of non-controlling interest in IDBD.....		(1,249)	-
Acquisition of intangible assets .....		(119)	(6)
Acquisition of investments in financial instruments .....		(8,345)	(3,018)
Collections from sale of investments in financial instruments.....		9,182	3,047
Interest collected on financial assets.....		41	91
Loans to associates and joint ventures .....		(794)	-
Collections of loans to associates and joint ventures.....		65	9
Dividends collected .....		594	25
<b>Net cash provided by investment activities .....</b>		<b>9,503</b>	<b>725</b>
<b>Financing activities:</b>			
Repurchase of notes .....		(273)	(86)
Repurchase of treasury shares .....		-	(32)
Reissuance of notes .....		7	-
Issuance of notes .....		7,680	694
Repayment of notes .....		(1,128)	(893)
Borrowings .....		3,107	1,092
Payment of fiduciary debt securities.....		-	(10)
Repayment of loans for purchase of companies.....		-	(106)

Repayment of loans.....		(5,644)	(1,239)
Collections from exercise of options granted.....		6	-
Borrowings from associates and joint ventures .....		-	22
Repayment of financed purchases.....		(72)	(2)
Acquisition of non-controlling interest in subsidiaries.....		(769)	(56)
Dividends paid.....		(208)	(20)
Payment of derivative financial instruments .....		(50)	(232)
Repayment of financial leases .....		(3)	-
Collection of derivative financial instruments.....		1,455	-
Distribution of capital to non-controlling interest in subsidiaries .....		(4)	(228)
Sale of interests in subsidiaries to non-controlling interest.....		86	128
Interest paid .....		(2,793)	(645)
<b>Net cash provided by / (used in) financing activities.....</b>		<b>148</b>	<b>(1,613)</b>
<b>Net increase / (decrease) in cash and cash equivalents.....</b>		<b>12,429</b>	<b>(374)</b>
Cash and cash equivalents at the beginning of the period.....	20	634	1,003
Gain / (loss) from exchange differences of cash and cash equivalents .....		6,626	(138)
<b>Cash and cash equivalents at the end of the period .....</b>		<b>19,689</b>	<b>491</b>

The accompanying notes are an integral part of the consolidated condensed interim financial statements.



**Headquarters**

Moreno 877 23º Piso  
Tel +(54 11) 4814-7800/9  
Fax +(54 11) 4814-7876  
www.cresud.com.ar  
C1091AAF – Cdad. Autónoma de Buenos Aires – Argentina

**Investor Relations**

Alejandro Elsztain – CEO  
Matías Gaivironsky - CFO  
Tel +(54 11) 4323 7449  
e-mail ir@cresud.com.ar

**Legal Advisors**

Estudio Zang. Bergel & Viñes  
Tel +(54 11) 4322 0033  
Florida 537 18º Piso  
C1005AAK – Cdad. Autónoma de Buenos Aires – Argentina

**Audit Committee**

PricewaterhouseCoopers Argentina  
Tel +(54 11) 4850-0000  
Bouchard 557 Piso 7º  
C1106ABG – Cdad. Autónoma de Buenos Aires – Argentina

**Registry and Transfer Agent**

Caja de Valores S.A.  
Tel +(54 11) 4317 8900  
25 de Mayo 362  
C1002ABH – Cdad. Autónoma de Buenos Aires – Argentina

**Depository Agent ADS's**

The Bank of New York Mellon  
Tel. 1 888 BNY ADRS (269-2377)  
Tel. 1 610 312 5315  
P.O. Box 11258  
Church Street Station  
New York. NY 10286 1258 – Estados Unidos de Norteamérica



Símbolo BCBA: **CRES**  
Nasdaq Symbol: **CRESY**

