

	2015	2014	2013
Clients	\$ 15,449,107	\$ 13,790,173	\$ 13,496,853
Allowance for doubtful accounts	(511,664)	(496,407)	(486,945)
	14,937,443	13,293,766	13,009,908
Work completed pending certification	2,844,871	2,441,724	4,513,993
Sundry debtors	338,340	385,326	165,193
Recoverable value added tax	1,395,562	1,007,436	1,551,700
Recoverable ISR	523,831	620,187	853,186
Recoverable IMPAC	76,721	87,583	253,598
Recoverable IETU	299	1,180	153,672
Other recoverable taxes	193,749	189,579	180,664
Other	273,687	407,307	737,573
	\$ 20,584,503	\$ 18,434,088	\$ 21,419,487

a. Clients

The Entity's retail sector offers sales' promotions granting credit to its customers for different periods which, on average, are 200 days at December 31, 2015, 2014 and 2013. In the case of sales' promotions with collection periods exceeding one year, the respective accounts receivable are classified as short-term because they are part of the Entity's regular transaction cycle, which is a common industry practice. Maturities exceeding one year are \$1,281,389, \$1,273,053 and \$1,117,653 at December 31, 2015, 2014 and 2013, respectively.

The average credit period of revenues derived from the cable, electronics, auto and corporate sectors is between 30 and 60 days; interest is not charged.

Given the nature and diversity of project development periods, there is no average credit period for the operation of the infrastructure and construction sector; interest is not charged. The Entity does not maintain any collateral or other credit enhancements on these balances; similarly, it does not have the legal right to offset them against amounts owed to the counterparty.

b. Past due but not impaired

Accounts receivable from customers include amounts that are overdue at the end of the reporting period and for which the Entity has not recognized an allowance for bad debts as there has been no significant change in the customers' credit rating and the amounts in question are still deemed to be recoverable. A summary of customer accounts receivable which are overdue, but are not considered impaired is detailed below:

	2015	2014	2013
1 to 30 days	\$ 2,507,172	\$ 1,922,980	\$ 1,841,226
31 to 60 days	986,344	484,166	902,693
61 to 90 days	761,986	285,032	407,007
Past due more than 90 days	910,715	516,168	1,218,439
Total	\$ 5,166,217	\$ 3,208,346	\$ 4,369,365

The Entity carries out certain procedures to follow up on customers' compliance with payments for which collateral was not provided and which only have guarantors. According to the Entity's policies, if customer payments are delayed, the respective credit line is suspended for future purchases. Similarly, in the event of more significant delays, the Entity implements out-of-court and legal measures to recover the outstanding balance. However, if such measures are unsuccessful, the respective credit line and account are canceled. The Entity has recognized an allowance for doubtful accounts equal to 100% of all highly probable uncollectible accounts.

c. The allowance for doubtful accounts is as follows:

	2015	2014	2013
Receivables from retail sales of products and services	\$ (359,507)	\$ (340,881)	\$ (328,687)
Receivables from sales of construction services	(83,197)	(85,283)	(85,624)
Customers from industrial sales of products and services	(68,960)	(70,243)	(72,634)
	\$ (511,664)	\$ (496,407)	\$ (486,945)

d. Reconciliation of the allowance for doubtful accounts is presented below:

	2015	2014	2013
Beginning balance	\$ (496,407)	\$ (486,945)	\$ (483,960)
Period accrual	(468,844)	(400,457)	(313,747)
Write offs and cancellations	453,587	390,995	310,762
Ending balance	\$ (511,664)	\$ (496,407)	\$ (486,945)

e. Work completed pending certification

	2015	2014	2013
Costs incurred on uncompleted contracts	\$ 14,402,889	\$ 13,268,897	\$ 15,650,595
Estimated earnings	2,090,000	2,283,736	3,167,627
Recognized revenue	16,492,889	15,552,633	18,818,222
Less: Certifications to date	(12,451,546)	(12,473,642)	(13,539,435)
Less: Advances received	(1,196,472)	(635,205)	(762,732)
Less: Long-term work completed pending certification	-	(2,062)	(2,062)
Short-term work completed pending certification	\$ 2,844,871	\$ 2,441,724	\$ 4,513,993