Mexico City, April 28, 201 1.- Grupo Financiero Inbursa reported today results for the first quarter of 2011.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of $\$ 2,034$ MM Ps as of March 2011, a 12.1\% increase versus March 2010

Grupo Financiero Inbursa posted profits of $\$ 2,034 \mathrm{MM}$ Ps in $1 Q 11,12.1 \%$ higher than $1 Q 10$. This result is mainly explained by a $22 \%$ financial margin increase in the bank reaching \$2,294 MM Ps and $177 \%$ net income increase in the insurance company due to more premiums and better combined ratio. It's worth mentioning that this result was achieved even though $56 \%$ more reserve creations (banking and insurance companies) from $\$ 1,682 \mathrm{MM}$ Ps in $1 Q 10$ to $\$ 2,624 \mathrm{MM}$ Ps in 1Q11.

A donation was granted to An amount of $\$ 244$ MM Ps was granted to Fundacion Inbursa, Fundacion Inbursa as follows: Banco Inbursa \$185 MM Ps, Fianzas Guardiana Inbursa \$31 MM Ps and Seguros Inbursa \$28 MM Ps. Provided that this will be the sole donation during the year.
\$2,000 MM Ps GFI dividend On April 27 ${ }^{\text {th }}$ 2011, Grupo Financiero Inbursa's shareholders payment meeting approved a $\$ 0.60$ per share dividend payment for the 3,333 513,974 total shares that represents $\$ 2,000$ MM Ps that will be paid in May 2011.

Grupo Financiero Inbursa GFI will increase its number of outstanding shares in a 2 for 1 outstanding shares Split Up split, reducing its par value in the same proportion. Shareholders' equity shall not increase and GFI shall amend its corporate charter subject to the authorization of the relevant authorities in Mexico (Finance Ministry and National Securities Commission).

Retail Banking (1Q11 vs 1Q10):
-67,124 more auto loans reaching 90,822 clients
-10,342 more SME's clients reaching 33,602

Automobile loans increased $177 \%$ in 1Q11 vs 1Q10 reaching $\$ 7,377$ MM Ps, mainly related with the Chrysler Financial Services Mexico business acquisition. Small and Medium Enterprises loans grew from $\$ 1,644 \mathrm{MM}$ Ps in 1 Q 10 to $\$ 2,122 \mathrm{MM}$ Ps in 1 Q1 1 a $29 \%$ growth.

Seguros Inbursa net income Seguros Inbursa net income stood at $\$ 471$ MM Ps in the first reached \$471 MM Ps in 1Q11, three months 2011 compared with $\$ 170 \mathrm{MM}$ Ps in $1 \mathrm{Q} 10,177 \%$ 177\% more than 1Q10. more mainly due to a sound combined ratio of $93.5 \%$ and a $41 \%$ increase in premiums reaching $\$ 3,880 \mathrm{MM}$ Ps in $1 Q 11$ compared with $\$ 2,757 \mathrm{MM}$ Ps in $1 Q 10,41 \%$ increase.

[^0]

## GRUPO FINANCIERO INBURSA <br> (with subsidiaries and consolidated) Under CNBV Rules

## Net Income

|  | 1Q11 |  | 4Q10 | \% chg vs. | 1Q10 | \% chg vs. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | $\$$ | $\%$ | $\$$ | $4 Q 10$ | $\$$ | $1 Q 10$ |
| Banco Inbursa | $1,157.8$ | $57 \%$ | $1,305.6$ | $-11 \%$ | $1,099.5$ | $5 \%$ |
| Operadora | 95.0 | $5 \%$ | 87.3 | $9 \%$ | 58.1 | $64 \%$ |
| Seguros | 471.4 | $23 \%$ | 461.4 | $2 \%$ | 170.2 | $177 \%$ |
| Pensiones | $(31.1)$ | $-2 \%$ | 393.4 | N.A. | 56.5 | N.A. |
| Fianzas | 39.1 | $2 \%$ | 115.6 | $-66 \%$ | 110.6 | $-65 \%$ |
| Inversora | 240.4 | $12 \%$ | 344.9 | $-30 \%$ | 230.2 | $4 \%$ |
| Others | 61.3 | $3 \%$ | 74.2 | $-17 \%$ | 89.3 | $-31 \%$ |
| Total | $\mathbf{2 , 0 3 3 . 9}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{2 , 7 8 2 . 5}$ | $\mathbf{- 2 7 \%}$ | $\mathbf{1 , 8 1 4 . 5}$ | $\mathbf{1 2 \%}$ |

Grupo Financiero Inbursa posted profits of $\$ 2,034$ MM Ps in 1Q11, $12.1 \%$ higher than 1Q10. This result is mainly explained by $22 \%$ financial margin increase in the bank reaching $\$ 2,294 \mathrm{MM}$ Ps and $177 \%$ net income increase in the insurance company due to more premiums and better combined ratio. It's worth mentioning that this result was achieved even though 56\% more reserve creations (banking and insurance companies) from \$2,624 MM Ps in $1 Q 10$ to $\$ 1,682$ MM Ps in 1Q11.

## Estimated Cash Flow

|  | Million Pesos | 3M10 | 3M11 |
| :--- | :--- | :---: | :---: |
|  | + Interest Income | $4,730.0$ | $5,155.9$ |
|  | + Premiums written (Net) | $2,668.7$ | $3,414.7$ |
|  | - Interest Expense | $2,192.7$ | $2,192.6$ |
|  | - Increased in reserve for unearned premiums | 539.3 | 922.0 |
|  | - Cost of claims and contractual obligations (net) | $1,788.6$ | $1,973.7$ |
|  | = Financial Margin | $2,878.1$ | $\mathbf{3 , 4 8 2 . 3}$ |
|  | + Commissions \& Fees | 357.4 | 157.9 |
|  | + Subsidiaries Income | 46.4 | 117.4 |
|  | - General Expenses | $1,359.0$ | $1,545.9$ |
|  | - Taxes | 305.4 | 331.2 |
|  | Operating Cash Flow | $\mathbf{1 , 6 1 7 . 6}$ | $\mathbf{1 , 8 8 0 . 4}$ |
|  | + Market related Income | $\mathbf{1 , 2 8 7 . 1}$ | $2,029.7$ |
|  | Free Cash Flow | $\mathbf{2 , 9 0 4 . 7}$ | $\mathbf{3 , 9 1 0 . 2}$ |

## Investment by Company

MM Ps.

| 1Q11 |  | 4Q10 | \% chg vs. | 1 Q10 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | \% | \$ | 4Q10 | \$ | 1210 |
| 48,623.2 | 68\% | 47,428.0 | 3\% | 44,183.7 | 10\% |
| 1,891.4 | 3\% | 1,710.7 | 11\% | 1,479.0 | 28\% |
| 4,281.6 | 6\% | 4,209.9 | 2\% | 3,447.5 | 24\% |
| 961.5 | 1\% | 955.7 | 1\% | 961.9 | 0\% |
| 1,075.1 | 2\% | 980.1 | 10\% | 781.2 | 38\% |
| 7,153.2 | 10\% | 6,553.8 | 9\% | 5,766.2 | 24\% |
| $\begin{gathered} 1,684.0 \\ 150.0 \end{gathered}$ | $\begin{aligned} & 2 \% \\ & 0 \% \end{aligned}$ | $\begin{gathered} 1,653.0 \\ 136.0 \end{gathered}$ | $\begin{aligned} & 2 \% \\ & 10 \% \end{aligned}$ | $\begin{gathered} 1,502.0 \\ 133.0 \end{gathered}$ | $\begin{aligned} & 12 \% \\ & 13 \% \end{aligned}$ |
| 5,823.7 | 8\% | 5,791.9 | 1\% | 5,266.9 | 11\% |
| 2,776.2 | 4\% | 2,890.1 | -4\% | 2,501.2 | 11\% |
| 2,349.8 | 3\% | 2,301.9 | 2\% | 1,976.3 | 19\% |
| 5,110.3 | 7\% | 4,869.9 | 5\% | 4,169.0 | 23\% |
| 1,102.5 | 2\% | 204.5 | 439\% | 1,711.5 | -36\% |
| 71,237.8 | 100\% | 68,130.1 | 5\% | 63,854.8 | 12\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$71,238 MM Ps as of March 2011, a $12 \%$ increase relative to the same period previous year. It's worth mentioning that in May 2010, GFI paid a \$1,833 MM Ps dividend.


## Sources \& Uses of Funds (MM Ps as of March 2011)



$$
\begin{array}{ll}
\text { Assets under Management: } & \$ 1,065,188.9 \\
\text { Assets in Custody: } & \$ 2,693,639.8
\end{array}
$$

## BANCO INBURSA <br> (Commercial \& Investment Banking)

Banco Inbursa posted net income of \$1,158 MM Ps in March 2011 compared with \$1,100 MM Ps obtained in the same period of the previous year. This result is explained by a financial margin increase of $22 \%$ reaching \$2,294 MM Ps mainly due to a better mix in the loan portfolio (SME's and auto loan) and more market related income. It's worth mentioning that Banco Inbursa's $1 Q 11$ net income includes a $\$ 548 \mathrm{MM}$ Ps more in loan loss provisions when compared with 1 Q10 that represents a $51 \%$ increase.

Auto loans increased $177 \%$ in $1 Q 11$ vs $1 Q 10$ reaching $\$ 7,377$ MM Ps, mainly related with the Chrysler Financial Services Mexico business acquisition. Banco Inbursa strengthens its participation in the automobile sector in Mexico both in credit and insurance and has a solid platform for future growth in retail.

Small and Medium Enterprises loans grew from $\$ 1,644$ MM Ps in March 2010 to $\$ 2,122$ MM Ps in March 2011 a $29 \%$ increase.

## Financial Margin

As of March 2011 financial margin stood at \$2,294 MM Ps, a $22 \%$ increase if compared with the same period of the previous year mainly due to a better mix in the loan portfolio by increasing the SME's and auto loan segments. Interest on loans increased 10\%.

## Market Related Income

Banco Inbursa posted market related profits of \$916 MM Ps in March 2011 compared with \$352 MM Ps in March 2010.

## Loan Loss Reserves

Loan loss reserves increased \$1,624 MM Ps during 1Q11, reaching $\$ 20,005$ MM Ps. On an accumulated basis this amount represents 5.5 times non-performing loans and $12 \%$ of total loans.

## General Expenses

General expenses increased 22\% in March 2011 vs March 2010. It's worth mentioning that Banco Inbursa granted a sole yearly donation of \$185 MM Ps to Fundacion Inbursa that is accounted in general expenses. If adjusted general expenses decreased $3 \%$.

Risk Adjusted Net Interest Income

| MM Ps | $1 Q 11$ | 4Q10 | 1 Q10 |
| :---: | :---: | :---: | :---: |
| Interest Income | 4,187.1 | 4,586.4 | 3,541.9 |
| Interest on loans | 3,280.3 | 3,565.3 | 2,996.4 |
| Repo's interest income | 306.8 | 382.9 | 64.6 |
| Others | 599.9 | 638.2 | 480.9 |
| Interest Expenses | $(1,892.7)$ | (2,014.4) | $(1,657.2)$ |
| Interest on deposits \& funding | $(1,621.9)$ | $(1,705.4)$ | $(1,605.6)$ |
| Repo's interest expense | (270.8) | (309.0) | (51.6) |
| Financial Margin | 2,294.4 | 2,572.0 | 1,884.7 |
| Loan Loss Reserves (Net) | $(1,624.1)$ | $(1,042.5)$ | $(1,076.1)$ |
| Risk Adjusted Net Interest Income | 670.3 | 1,529.5 | 808.6 |
| Commissions and fees | 569.1 | 674.8 | 681.9 |
| Market related income | 915.7 | 162.2 | 352.1 |
| Operating Revenues | 2,155.1 | 2,366.5 | 1,842.6 |

General Expenses and Acquisition Cost

| MM Ps | 1Q11 | 4Q10 | 1Q10 |
| :--- | :---: | :---: | :---: |
| Personnel | 12.5 | 15.8 | 15.3 |
| Administrative Expenses | 706.2 | 818.5 | 534.7 |
| Acquisition Cost <br> Others | 159.1 | 847.1 | 729.4 |
| Contributions to IPAB | 133.4 | 165.5 | 134.9 |
| Depreciations and <br> Amortizations | 34.8 | 35.8 | 40.6 |
| General Expenses | $\mathbf{8 8 7 . 0}$ | $\mathbf{1 , 0 3 5 . 6}$ | $\mathbf{7 2 5 . 5}$ |

Starting in 2008, inflationary accounting effects (Monetary position) were eliminated according with the new CNBV rules. They will only be included when accumulated inflation in 3 years is $24 \%$ or more.

Other Income (Expenses) \& Earnings from Subsidiaries

## Income Statement Selected Figures

| MM Ps | $1 Q 11$ | $4 Q 10$ | $1 Q 10$ |
| :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 116.0 | 45.8 | 49.8 |
| Sinca Inbursa | 71.7 | 213.7 | 54.3 |
| Afore Inbursa | 180.7 | 230.6 | 189.7 |

## Sinca Inbursa

Sinca Inbursa posted profits of \$72 MM Ps in 1Q11 compared with \$54 MM Ps in 1Q10 due to better results in promoted companies.

## Current Investment Portfolio

|  | MM PS |  | Description | Acquisition Date |
| :--- | :--- | :--- | :--- | :--- | \% Shares | Book Value |
| :---: |
| Investment | \%

It's worth mentioning that the investments of Sinca Inbursa in "Promoted companies" are registered at book value net of goodwill (which is later amortized), and the contribution to the results of the company are accounted under the equity method. However everything classified as negotiable, such as the CICSA ownership, is marked to market.

## Loan Portfolio and Asset Quality

Loan portfolio stood at \$170,976 MM Ps at the end of March 2011, a 5\% increase if compared with March 2010. This increase was due to more loans in our consumer and governmental portfolio. If compared with the $4 Q 10$ loan portfolio decreased 3\% mainly due to an important States and municipalities prepayment.

Automobile loans increased 177\% in March 2011 v vs March 2010 reaching \$7,377 MM Ps, mainly related with the Chrysler Financial Services Mexico business acquisition. Small and Medium Enterprises loans grew from \$1,644 MM Ps in March 2010 to \$2,122 MM Ps in 2011 a 29\% growth.

Peso loan portfolio represented $72 \%$ of total loans.

Loan loss reserves grew from \$16,039 MM Ps in March 2010 to $\$ 20,005$ MM Ps in March 2011, representing a $25 \%$ increase and a coverage ratio to non performing loans of 5.5 times and 12\% of total loans.

## Loan Portfolio

| MM Ps | 1Q11 | \% | 4Q10 | \% | 1 Q10 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL LOAN PORTFOLIO | 170,976 | 100\% | 175,616 | 100\% | 163,087 | 100\% |
| Commercial | 124,264 | 73\% | 126,303 | 72\% | 128,358 | 79\% |
| Financial Institutions | 10,798 | 6\% | 9,903 | 6\% | 8,269 | 5\% |
| Consumer | 8,592 | 5\% | 7,722 | 4\% | 3,478 | 2\% |
| Housing | 1,189 | 1\% | 1,196 | 1\% | 1,130 | 1\% |
| Governmental | 22,497 | 13\% | 27,066 | 15\% | 19,638 | 12\% |
| PAST DUE LOANS | 3,636 | 2.1\% | 3,427 | 2.0\% | 2,214 | 1.4\% |
| LOAN LOSS RESERVES | 20,005 | 12\% | 18,515 | 11\% | 16,039 | 10\% |
|  | 1 Q11 |  | 4Q10 |  | 1 Q10 |  |
| Pesos | 72\% |  | 71\% |  | 63\% |  |
| USD | 28\% |  | 29\% |  | 37\% |  |
| Secured * | 84\% |  | 84\% |  | 83\% |  |
| Unsecured | 16\% |  | 16\% |  | 17\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Banco Inbursa Selected Ratios

|  | 1Q11 | 1 1Q10 | System <br> $4 Q 10$ |
| :--- | :---: | :---: | :---: | :---: |
| Loans / Total Assets | $76.7 \%$ | $78.5 \%$ | $39.7 \%$ |
| NPL / Loan Portfolio | $2.1 \%$ | $1.4 \%$ | $2.3 \%$ |
| LLR / NPL (times) | 5.5 | 7.2 | 2.0 |

## Non Performing Loans

At the end of the quarter, non performing loans stood at $\$ 3,636$ MM Ps.

| Non Performing Loans |  |  |
| :---: | :---: | :---: |
| MM Ps | MM Ps | \% |
|  |  |  |
| NPL December 31, 2010 | $\mathbf{3 , 4 2 6 . 7}$ |  |
| - Decreases in NPL | -312.2 | $-59.9 \%$ |
| * Recoveries \& Restructures | -228.2 | $-43.8 \%$ |
| * Write Offs | -84.0 | $-16.1 \%$ |
| + Increases in NPL | 521.4 | $\mathbf{1 0 0 . 0 \%}$ |
| * Exchange rate effects | -2.9 | $-0.6 \%$ |
| * New NPL | 524.3 | $100.6 \%$ |
| NPL March 31, 2011 | $3,635.8$ |  |

[^1]
## Commercial Lending

Banco Inbursa ranked $3^{\text {rd }}$ in the Mexican system in commercial lending with a $13.4 \%$ market share as of December 2010. Loan portfolio remains well diversified in many sectors such as shown.

## Capitalization

Banco Inbursa registered a 20.2\% TIER 1 Capital ratio as of December 2010. This figure compares positively with the 15.5\% ratio obtained by the market.

## Risk Management

Banco Inbursa's risk management is based on value at risk models with different confidence levels and holding period horizons, and is complemented with stress testing analysis using hypothetical as well as historical scenarios.

Credit Risk is analyzed out by the Credit Committee through detailed and individual analysis of each client; additionally econometric models have been implemented to evaluate the probability of default such as the anticipated loss individually and by groups of risk.

## Loan Portfolio Breakdown by Sector



| Capitalization Ratio |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| MM Ps | 4Q10 | 3Q10 | 4Q09 | Mkt. Avg 4Q10 |
| Credit Risk Assets | 138,441.9 | 147,127.7 | 125,644.4 | 2,020,550.8 |
| Tier 1 Capital | 28.4\% | 25.8\% | 30.0\% | 25.5\% |
| Net Capital | 28.7\% | 26.1\% | 30.4\% | 28.7\% |
| Total Risk Assets | 194,022.4 | 207,278.3 | 170,446.3 | 3,320,351.4 |
| Tier 1 Capital | 20.2\% | 18.3\% | 22.1\% | 15.5\% |
| Net Capital | 20.5\% | 18.5\% | 22.4\% | 17.4\% |

## Value at Risk 1Q11 (MM Ps)

| KIND OF RISK | MARKET <br> VALUE | VALUE AT RISK <br> (1) | \% VAR vS TIER <br> I CAPITAL |
| :--- | :---: | :---: | :---: |
| Forex | 5,105 | 38 | $0.24 \%$ |
| Fixed Income | 7,485 | 52 | $0.13 \%$ |
| Derivatives | 3,114 | 445 | $1.13 \%$ |
| Equity | 276 | 2 | $0.01 \%$ |
| Banco Inbursa | 15,980 | 421 | $1.07 \%$ |
| TIER 1 CAPITAL ${ }^{(2)}$ | 39,445 |  |  |

[^2]Loan Portfolio 1Q11 (MM Ps)

| Currency | Loan Portfolio* | Past Due Loans | Loan Loss Reserves | Loan Loss Reserve vs Loan Porffolio (\%) | Loan Loss Resrve vs Past Due Loans |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MXP | 130,042 | 2,546 | 12,894 | 9.92\% | 5.1 |
| USD* | 47,721 | 1,087 | 7,110 | 14.90\% | 6.5 |
| UDI's* | 5 | 2 | 1 | 31.19\% | 0.6 |
| Total | 177,767 | 3,636 | 20,005 | 11.25\% | 5.5 |
| *Both figures, USD and UDI's are expressed in peso <br> *The total loan portfolio included letters of credit |  |  |  |  |  |

## AFORE INBURSA

## (Pension Funds)

Afore Inbursa net income posted profits of $\$ 180.7 \mathrm{MM}$ Ps in in 1 Q1 compared with $\$ 189.7 \mathrm{MM}$ Ps in 1 Q10. Stockholders' equity reached $\$ 1,891.4 \mathrm{MM}$ Ps in March $2011,27.9 \%$ increase relative to the same period of the previous year. Acquisition cost stood in very low levels at \$31.1 MM Ps, very stable if compared with $4 Q 10$ and 1210 , respectively.

## Affiliate Base \& Assets Under Management

Assets under management reached \$114,648.6 MM Ps in March 2011, a 3.7\% decrease if compared with same period last year.

Market share stood at 8.9\% in March 2011. Afore Inbursa is ranked in the fifth place in the Afore system measured by assets under management.

Affiliate base amounted to 994,138 clients in march 2011.

Active workers base was 29.89\% in 1Q11 vs $30.73 \%$, in 1Q10.

Acquisition cost was \$31.1 MM Ps in March 2011 compared with \$41.3 MM Ps in March 2010, 24.6\% decrease.

Stockholders' equity reached \$1,891.4 MM Ps in March 2011, 27.9\% increase relative to the same period of the previous year.

## Net Income

During the first three months 2011, net income posted profits of $\$ 180.7 \mathrm{MM}$ Ps compared with \$189.7 MM Ps in the first three months 2010.

Selected Figures

| MM Ps | 1Q11 | 4Q10 | 1Q10 |
| :--- | :---: | :---: | :---: |
| Comission Income | 330.7 | 366.6 | 346.3 |
| General Expenses | (95.4) | (71.7) | (101.6) |
| Administrative Expenses | $(17.0)$ | $(16.1)$ | $(16.2)$ |
| Operating Expenses | $(47.3)$ | $(32.4)$ | $(44.2)$ |
| Acquisition cost | $(31.1)$ | $(23.2)$ | $(41.3)$ |
| Depreciation \& | $(1.0)$ | $(1.1)$ | $(1.2)$ |
| Amortization | 236.9 | 295.4 | 244.6 |
| Operating Income | 0.4 | 0.7 | 0.3 |
| Other Income | 180.7 | 230.6 | 189.7 |
| Net Income | $1,141.6$ | $1,135.4$ | $1,066.1$ |
| Investments | 11.8 | 12.4 | 14.5 |
| Fixed Assets | $2,036.4$ | $1,939.5$ | $1,633.8$ |
| Total Assets | $1,891.4$ | $1,710.7$ | $1,479.0$ |



## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursa net income increased 177\% from \$170 MM Ps in March 2010 to \$471 MM Ps in March 2011. Premiums increased $41 \%$ reaching $\$ 3,880 \mathrm{MM}$ Ps explained by the growth of $97 \%$, $56 \%$ and $4.5 \%$ in auto, P\&C and Life, respectively with a very sound combined ratio of $93.5 \%$ as of March 2011, that compares with 98.7\% in March 2010.

| Financial Information |  |  |  |
| :--- | :---: | :---: | :---: |
| MM Ps | 1Q11 | $\mathbf{4 Q 1 0}$ | $1 Q 10$ |
| Direct Premiums | $3,880.0$ | $3,538.7$ | $2,757.4$ |
| Reserves Provisions | 516.7 | 690.0 | 75.8 |
| Technical Income | 326.3 | 355.5 | 290.2 |
| Net Financial Income | 693.4 | 653.8 | 309.3 |
| Net Income | 471.4 | 461.4 | 170.2 |
| Assets | $41,960.1$ | $42,679.3$ | $43,458.2$ |
| Investments | $24,665.9$ | $25,169.8$ | $24,132.2$ |
| Reserves | $29,468.5$ | $30,361.2$ | $30,765.9$ |
| Stockholders' Equity | $7,153.2$ | $6,553.8$ | $5,766.2$ |

## Premiums Breakdown

| Line of business | Breakdown 3M11 | Growth Rate 3 Mll vs 3M10 | Combined Ratio 3M11 | Combined Ratio 3M10 | Combined Ratio <br> 3M11 | Breakdown <br> 3M11 | Growth Rate 3M11 vs 3M10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C | 36.3\% | 55.7\% | 47.9\% | 89.8\% | 51.5\% | 36.4\% | 47.4\% |
| Automobile | 32.1\% | 96.6\% | 85.3\% | 86.9\% | 85.3\% | 29.3\% | 96.7\% |
| Life | 22.1\% | 4.5\% | 133.5\% | 137.1\% | 115.3\% | 25.6\% | 4.4\% |
| A \& H | 9.5\% | -7.6\% | 92.7\% | 80.6\% | 92.6\% | 8.7\% | -7.4\% |
| Total | 100\% | 40.7\% | 93.5\% | 98.7\% | 91.0\% | 100.0\% | 36.0\% |

Stockholders' equity of Seguros Inbursa stood at \$7,153 MM Ps in March 2011 compared with $\$ 5,766$ MM Ps same period previous year.

## PENSIONES INBURSA

## (Annuities)

Pensiones Inbursa's net income posted losses of \$31 MM Ps in March 2011 compared with $\$ 56$ MM Ps profits in the same period previous year. Stockholders' equity reached \$5,824 MM Ps in March 2011 compared with $\$ 5,266$ MM Ps in March 2010, a $11 \%$ increase.

## Selected Financial Information

| MM Ps | $1 Q 11$ | $4 Q 10$ | $1 Q 10$ |
| :--- | :---: | :---: | :---: |
| Direct Premiums | 8.2 | 10.9 | 2.0 |
| Reserves Provisions | 94.2 | 170.3 | 223.8 |
| Acquisition cost | 0.0 | 0.0 | 0.0 |
| Technical Income | $(307.2)$ | $(380.0)$ | $(433.1)$ |
| Net Financial <br> Income | 453.2 | 535.9 | 616.8 |
| Income from Subs. ${ }^{*}$ | 0.0 | 388.5 | $(71.8)$ |
| Net Income | $(31.1)$ | 393.4 | 56.5 |
| Assets | $21,123.8$ | $21,087.8$ | $20,332.7$ |
| Investments | $18,461.2$ | $20,955.7$ | $20,236.4$ |
| Reserves | $15,214.9$ | $15,075.4$ | $14,976.5$ |
| Stockholders' Equity | $5,823.7$ | $5,791.9$ | $5,266.9$ |
| * Promotora Inbursa |  |  |  |

## OPERADORA INBURSA <br> (Mutual Funds)

Assets under management stood at $\$ 83,047 \mathrm{MM}$ Ps at the end of March 2011, compared with \$70,152 MM Ps in March 2010, 18.4\% more.

## FONDO INBURSA <br> March, 2011

Inbursa holds the highest profitability in
USD for the last 30 years
(Mar'81-Mar '11)

## Yearly Average



| Mutual Funds (March, 2011) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS <br> (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 5,436.1 | 3.34\% | 1.76\% |  |
| INBUREX | Fixed Income | 11,363.6 | 4.42\% | 3.06\% |  |
| InBUMAX | Fixed Income | 10,040.5 | 4.21\% | 1.76\% |  |
| INBURSA | Stock's, Bonds | 11,752.8 | 12.77\% | -12.36\% |  |
| FONIBUR | Stock's, Bonds | 19,252.5 | 13.73\% | -12.36\% | 12.38\% |
| IBUPLUS | Stock's, Bonds | 24,996.7 | 13.78\% | -12.36\% |  |

* MSE= Mexican Stock Exchange


## INVERSORA BURSATIL (Brokerage House)

Inversora Bursatil posted profits of \$240 MM Ps in March 2011 vs \$230 MM Ps in March 2010. This result is manly explained by: higher fee income due to more client transactions and market related gains in the period.

| Select Figures |  |  |  |
| :--- | :---: | :---: | :---: |
| MM Ps. | 1Q11 | 4Q10 | $1 Q 10$ |
| Operating Margin | 327.0 | 450.5 | 249.9 |
| Interest Income | 578.9 | 596.8 | 547.1 |
| Net Income | 240.4 | 344.9 | 230.2 |
| Total Assets | $18,015.4$ | $54,121.2$ | $52,074.9$ |
| Investment <br> Portfolio | $17,087.4$ | $11,553.4$ | $32,781.3$ |
| Stockholders' <br> Equity | $5,110.3$ | $4,869.9$ | $4,169.0$ |
| Assets in Custody | $2,741,836.2$ | $2,677,079.4$ | $2,125,534.4$ |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached \$39 MM Ps in March 2011 vs \$111 MM Ps same period previous year. Stockholders equity stood at \$2,350 MM Ps, a 19\% increase if compared with March 2010.

## Selected Financial Information

| MM Ps | $1 Q 11$ | $4 Q 10$ | $1 Q 10$ |
| :--- | :---: | :---: | :---: |
| Direct Premiums | 317.7 | 391.4 | 199.9 |
| Technical Income | 67.3 | 88.7 | 71.1 |
| Earnings From <br> Investments | 28.6 | 27.7 | 23.7 |
| Net Income | 39.1 | 115.6 | 110.6 |
| Total Assets | $3,742.3$ | $3,727.1$ | $3,055.2$ |
| Investments | $3,033.4$ | $3,024.0$ | $2,497.2$ |
| Reserves | $1,198.9$ | $1,127.1$ | 939.0 |
| Stockholders' <br> Equity | $2,349.8$ | $2,301.9$ | $1,976.3$ |

# APPENDIX Banco Inbursa 

CAPITALIZATION

| As of February 28, 2011 (MM Ps) |  |
| :---: | :---: |
| TIER 1 CAPITAL | 40,740 |
| STOCKHOLDERS' EQUITY <br> SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS <br> LESS: INVESMENT IN SUBORDINATED DEBT <br> INVESTMENTS IN FINANCIAL INSTITUTIONS <br> INVESTMENTS IN NON-FINANCIAL INSTITUTIONS <br> FINANCING GRANTED FOR THE AQUISITION OF SHARES <br> OF THE BANK OR OTHER GROUP SUBSIDIARIES <br> EXCESS ON DEFERRED TAXES <br> RESTRUCTURING CHARGES \& OTHER INTANGIBLES <br> PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED OTHER ASSETS | $\begin{array}{r} 48,035 \\ \\ 1,878 \\ 4,091 \\ 1,326 \end{array}$ |
| TIER 2 CAPITAL | 494 |
| CAPITALIZATION INSTRUMENTS GENERAL PREVENTIVE RESERVES SUBORDINATED DEBT | 494 |
| TIER 1 \& 2 CAPITAL | 41,234 |

## RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 15,203 | 1,216 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 995 | 80 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 10,197 | 816 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 11 | 1 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 5,300 | 424 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 2,875 | 230 |
| TOTAL | 34,581 | 2,767 |
| CREDIT RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 880 | 70 |
| GROUP III | 7,943 | 636 |
| GROUP IV | 519 | 41 |
| GROUP V | 1,627 | 130 |
| GROUP VI | 8,466 | 677 |
| GROUP VII | 102,688 | 8,215 |
| GROUP VIII | 2,269 | 182 |
| SUB-TOTAL | 124,392 | 9,951 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 3,049 | 244 |
| TOTAL | 127,441 | 10,195 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 16,574 | 1,326 |
| SUB-TOTAL | 16,574 | 1,326 |
| REQUIRMENT FOR TOTAL RISKS | 178,596 | 14,288 |


| INVESTMENT IN SECURITIES March 31, 2011 (Constant 000's Pesos as of March 31, 2011) |  |
| :---: | :---: |
| TRADING PORTFOLIO | 8,031,977 |
| Securities | 6,134,973 |
| Government Securities | 151,329 |
| Bankers' Acceptances |  |
| Cebur's | 1,745,675 |
| SECURITIES HELD FOR SALE | 1,531,707 |
| Bonds | 1,531,707 |
| SECURITIES HOLD TO MATURITY | 697,894 |
| Credit Link | 697,894 |
| Bonds |  |
| REPURCHASE PORTFOLIO <br> March 31, 2011 <br> (Constant 000's Pesos as of March 31, 2011) |  |
| REPURCHASE AGREEMENTS | 44,385,682 |
| Cetes | 3,852,542 |
| Bondes | 40,533,140 |
| Bankers Acceptances | 0 |
| RESELL AGREEMENTS | 43,963,182 |
| Cetes | 3,852,542 |
| Bondes | 40,110,640 |
| Bankers Acceptances | 0 |
| DEFERRED TAXES <br> March 31, 2011 <br> (Constant 000's Pesos as of March 31, 2011) |  |
| TOTAL DEFERRED TAXES | 1,231,889 |
| Negotiable Financial Instruments | 115,327 |
| Negotiable Financial Instruments valuation (except stocks) | 24,774 |
| Credit Link | 14,933 |
| Stocks | 36,093 |
| Foreign stocks (San Antonio Oil \& Gas) | -59,185 |
| Ternium good will amortization | 12,467 |
| Sinca's good will amortization | -7,191 |
| Chrysler good will amortization | -42,751 |
| Discount amortization Credit Suisse | 3,913 |
| Televisa good will amortization | 2,965 |
| Invex goodwill amortization | 9,212 |
| CFE good will amortization | 1,460 |
| Rosarito goodwill amortization | 37,913 |
| NYT warrant prime amortization | 33,103 |
| NYT deduction | -5,666 |
| Comimision deduction | -5,322 |
| Financial leasing deduction | -19,268 |
| Fix assets deduction | -12,607 |
| Other reserves deduction | -22,451 |
| Fiscal Diference valuation (Forwards) | 221,363 |
| Futures | -435 |
| Swaps valuation | 1,041,140 |
| Fiscal Diference valuation (Swaps) | -204,893 |
| Warrants valuation | 6,346 |
| Financial Instruments Valuation (Bonds) | 50,649 |


|  |  | $\begin{array}{r} \text { LOAN } \\ \text { istant MM Pes } \end{array}$ | ORTFOLIO as of March 31, 2011) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | LOAN PORTFOLIO | 1Q11 |
|  | PERFORMING | NON PERFORMING |  |  |
|  | LOANS | LOANS | Total Loan Portfolio | 170,976 |
| Commercial | 124,265 | 3,408 | Loan Loss Reserves | 20,005 |
| Consumer | 8.592 | 145 | TOTAL LOAN PORTFOLIO (NET) | 150,971 |
| Mortgages | 1,189 | 83 | dotal loan portolo (nes) | -,971 |
| Government | 22,497 |  |  |  |
| Total | 167,34 | 3,636 |  |  |


| LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | PESOS | UDI's | USD | TOTAL BANK |
| PERFORMING LOANS |  |  |  |  |
| Commercial | 85,262 |  | 39,096 | 124,358 |
| Interbank | 8,593 |  | 2,204 | 10,797 |
| Consumer | 8,592 |  |  | 8,592 |
| Mortgages | 1,187 | 2 |  | 1,189 |
| Government | 19,381 |  | 3,023 | 22,404 |
| Total Performing Loans | 123,015 | 2 | 44,323 | 167,340 |
| NON PERFORMING LOANS |  |  |  |  |
| Commercial | 2,329 | 1 | 1,078 | 3,408 |
| Interbank |  |  |  | 0 |
| Consumer | 139 | 2 | 4 | 145 |
| Mortgages | 82 | 1 |  | 83 |
| Government |  |  |  | 0 |
| Total Non Permorming Loans | 2,550 | 4 | 1,082 | 3,636 |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

| Loan Loss Reserves at December 31, 2010 (constant million pesos as of December 31, 2010) | 18,515 |
| :---: | :---: |
| - Adjustment for inflation Dec '10-Mar ${ }^{1} 1$ | 0 |
| Loan Loss Reserves at December, 2010 (million nominal pesos) | 18,515 |
| + Provisions recorded during the period | 1,624 |
| + Currency valuation \& other | -134 |
| Loan Loss Reserves at March 31, 2011 | 20,005 |

The risk rating of the lines of credit and the necessary preventive reserves are calculated according to the standard process established in the circular 1480 of the national banking and securities commission (CNBV) dated September 29, 2000

## LOAN PORTFOLIO RATINGS

(Constant MM Pesos as March 31, 2011)

|  | Loan Subject to Clasification | Loan Loss Reserves |
| :---: | :---: | :---: |
| LOAN PORTFOLIO | 177,767.2 | 20,269.3 |
| Commercial Loans | 134,463.1 | 16,633.3 |
| Risk "A" | 39,529.74 | 241.9 |
| Risk "B" | 78,485.7 | 6,635.3 |
| Risk "C" | 9,298.2 | 2,631.8 |
| Risk "D" | 184.9 | 135.5 |
| Risk "E" | 6,964.6 | 6,977.3 |
| Except Federal Government Past Due Interest |  | 11.5 |
| Interbank Loans | 10,797.7 | 1,744.1 |
| Risk "A" | 6,881.2 | 53.0 |
| Risk "B" | 2,432.8 | 207.3 |
| Risk "C" |  |  |
| Risk "D" |  |  |
| Risk "E" | 1,483.8 | 1,483.8 |
| Mortgages Loans | 1,272.3 | 66.7 |
| Risk "A" | 940.0 | 1.4 |
| Risk "B" | 255.0 | 22.8 |
| Risk "C" | 47.2 | 12.4 |
| Risk "D" |  |  |
| Risk "E" | 30.2 | 30.2 |
| Consumer Loans | 8,737.1 | 903.0 |
| Risk "A" | 241.6 | 0.5 |
| Risk "B" | 7,735.5 | 418.2 |
| Risk "C" | 173.3 | 70.4 |
| Risk "D" | 493.5 | 320.8 |
| Risk "E" | 93.1 | 93.1 |
| Federal Government Loans | 22,497.0 | 658.1 |
| Risk "A" | 14,699.7 | 94.2 |
| Risk "B" | 6,637.0 | 331.8 |
| Risk "C" | 1,160.3 | 232.1 |
| Risk "D" |  |  |
| Risk "E" |  |  |
| Aditional Reserves |  | 264.0 |

(Constant MM Pesos as of March 31, 2011)


Plus:
Plus:

Exceptued portfolio 0 | Total Credit Portfolio | $100 \%$ | $\mathbf{1 7 7 , 7 6 7}$ | Total Reserves |
| :--- | :--- | :--- | :--- |
| $\mathbf{2 0 , 2 6 9}$ |  |  |  |

## NOTES:

1.- ACCOUNTING INFORMATION RELATIVE TO THE LOAN CLASSIFICATION OF THE PORTFOLIO FOR THE QUARTER ENDING MARCH 312011 , WITH A RISK EXPOSURE RATE OF THE PORTFOLIO BASED UPON THE RATINGS GRANTED AS OF MARCH 31 , 2011. THIS PROCEDURE FOLLOWS THE GUIDE LINES OF THE CNBV
2.- IN ACCORDANCE WITH LOAN CLASSIFICATION RULES, THE INSTITUTION IS OBLIGED TO GRADE INDIVIDUALLY AT LEAST 80\% OFITS LOAN PORTEOLO SUBJECT TO RATING.
3.- BASE LOAN PORTFOLIO CLASSIIIED INCLUDES CONTINGENT OPERATIONS SHOWN IN ITS CORRESPOPNDING GROUP FOR MEMORANDOM ACCOUNIS AT THE END OF IHE CONSOLIDATED BALANCE SHEET REPORIED ON MARCH 31, 2011.
4.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE MORTGAGE PORTFOLIO PROVISIONS AS OF MARCH 31, 2011 FOR $\$ 1 \$ 23 \$ 12$ AND $\$ 30$ THAT CORRESPONDS TO RISKS "A", "B', 'C" AND 'E", RESPECTIVELY.
5.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE CONSUMER PORTFOLIO PROVISIONS AS OF MARCH 31, 2011 FOR $\$ 1$ \$418 $\$ 70 \$ 321$ AND $\$ 93$ THAT CORRESPONDS TO RISKS "A", ", 'B", "C", "D" AND "E", RESPECTIVELY.
6.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES AN ADJUSTMENT OF $\$ 12$ THAT CORRESPONDS TO THE ADDITIONAL PROVISIONS FOR INTEREST PAYABLE OVER PAYABLE PORTFOLIO
7.- PREVENTIVE RESERVES INCLUDES $\$ 264$ THAT CORRESPONDS TO ADITIONAL RESERVES FOR OPERATIONAL RISKS
8.- THE OUTCOME OF THIS CREDIT RISK RATING IS INCLUDED IN THE CONSOLIDATED bALANCE SHEET REPORTED AS OF MARCH 31, 2011

| MATURITY | TOTAL (000^s) |
| :---: | :---: |
| 1 to 7 days | 180,017 |
| 8 days to 1 month |  |
| 1 to 3 months | 4,814,012 |
| 3 to 6 months | 70,605 |
| 6 to 9 months |  |
| 9 months to 1 year | 1,503,938 |
| 1 to 2 years | 288,938 |
| 2 to 3 years |  |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 505,929 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 7,363,439 |

# CNBV GAAP Financial Statements 

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

| (Million Pesos.) | 1Q10 | 1Q11 |
| :---: | :---: | :---: |
| Interest Income | 4,730.0 | 5,155.9 |
| Premiums written (net) | 2,668.7 | 3,414.7 |
| Interest Expense | $(2,192.7)$ | (2,192.6) |
| Increased in reserve for unearned premiums | (539.3) | (922.0) |
| Cost of claims and contractual obligations (net) | $(1,788.6)$ | $(1,973.7)$ |
| FINANCIAL MARGIN | 2,878.1 | 3,482.3 |
| Loan Loss Provisions | 1,142.4 | 1,702.0 |
| RISK ADJUSTED NII | 1,735.8 | 1,780.2 |
| Comissions and Fees | 357.4 | 157.9 |
| Market-Related Income | 1,287.1 | 2,029.7 |
| Non-Interest Expense | $(1,359.0)$ | $(1,545.9)$ |
| OPERATING INCOME | 2,021.3 | 2,421.9 |
| Subsidiaries' Net Income | 46.4 | 117.4 |
| NET INCOME BEFORES TAXES | 2,067.7 | 2,539.4 |
| Incurred Income Tax \& Profit Sharing | (305.4) | (331.2) |
| Deferred Income Tax (net) | 55.9 | (174.2) |
| RESULTS FROM CONTINUED OPERATION | 1,818.2 | 2,033.9 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 |
| NET INCOME | 1,818.2 | 2,033.9 |
| MINORITARY INTEREST | 14.6 | 15.4 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| ASSETS | Mar-10 | Mar-11 |
| :---: | :---: | :---: |
| Cash \& Due From Banks | 19,418.8 | 20,046.3 |
| Margin Accounts | 293.7 | 55.1 |
| Financial Instruments | 89,490.1 | 75,975.3 |
| Negotiable | 66,693.1 | 54,401.2 |
| For Sale | 1,606.3 | 1,604.2 |
| Held to Maturity | 21,190.7 | 19,969.9 |
| Repos \& Derivatives | 174,930.4 | 11,105.8 |
| Repo Operations | 718.3 | 408.6 |
| Securities to be received in credit Operations | 0.0 | 0.0 |
| Derivatives | 174,212.1 | 10,697.2 |
| Adjusted Valuation for Financial Assets | 3,280.2 | 2,062.6 |
| LOANS | 160,952.2 | 166,633.4 |
| Commercial | 126,112.1 | 121,632.3 |
| Interbank | 8,269.3 | 10,798.3 |
| Consumer | 5,803.0 | 10,516.8 |
| Housing | 1,129.5 | 1,189.1 |
| Governments | 19,638.3 | 22,497.0 |
| FOBAPROA | 0.0 | 0.0 |
| PAST-DUE LOANS | 2,345.2 | 4,422.0 |
| TOTAL GROSS LOANS | 163,297.4 | 171,055.4 |
| Loan Loss Reserves | 16,483.8 | 20,297.0 |
| TOTAL NET LOANS | 146,813.6 | 150,758.4 |
| Insurance and bonding companies | 3,473.1 | 3,581.8 |
| Premium debtors (net) | 5,695.4 | 3,875.0 |
| Reinsurance and rebonders | 11,790.0 | 9,090.6 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 7,111.0 | 19,197.5 |
| Repossessed Assets (net) | 2,212.1 | 734.9 |
| Fixed Assets (net) | 3,855.9 | 3,754.6 |
| Permanent Equity Investments | 6,580.1 | 7,172.2 |
| Deferred taxes (net) | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 3,563.2 | 3,929.0 |
| TOTAL ASSETS | 478,507.7 | 311,339.1 |


| LIABILITIES | Mar-10 | Mar-11 |
| :---: | :---: | :---: |
| DEPOSITS | 134,070.0 | 130,202.6 |
| Demand Deposits | 47,658.4 | 49,752.1 |
| Time Deposits | 86,411.6 | 58,785.0 |
| Unsecured Notes (CEBURES) | 0.0 | 21,665.6 |
| INTERBANK LOANS \& OTHER | 4,242.6 | 7,451.3 |
| TECHNICAL RESERVES | 46,825.0 | 46,100.4 |
|  | 203,179.1 | 11,361.2 |
| Repo Operations | 29,016.0 | 4,055.8 |
| Credit related operations | 0.0 |  |
| Derivatives | 174,163.1 | 7,305.4 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 3,093.5 | 1,254.4 |
| OTHER ACCOUNTS PAYABLE | 19,109.8 | 38,977.9 |
| Income tax \& Employee profit sharing | 820.2 | 1,352.3 |
| Other accounts payable | 18,289.6 | 37,625.6 |
| DEFERRED TAXES | 3,286.3 | 3,621.7 |
| DEFERRED CREDITS | 129.7 | 1,131.8 |
| TOTAL LIABILITIES | 413,936.2 | 240,101.3 |
| STOCKHOLDERS'EQUITY | 0 |  |
| SUSCRIBED CAPITAL | 27,408.5 | 27,408.5 |
| Paid-in Capital | 14,206.5 | 14,206.5 |
| Share Subscription Premium | 13,202.0 | 13,202.0 |
| Subordinated debt | 0.0 | 0.0 |
| EARNED CAPITAL | 36,361.5 | 42,837.3 |
| Capital Reserves | 3,098.4 | 3,098.4 |
| Retained Earnings | 32,431.9 | 38,692.8 |
| Valuation surplus (Deficit) of available for sale instruments | (972.5) | (972.5) |
| Result from conversion of foreign transactions | 0.0 | 0.0 |
| Valuation effects on affiliates and associated firms | 0.0 | 0.0 |
| Surplus (deficit) from Equity Restatement | 0.0 | 0.0 |
| Net Income of the period | 1,803.7 | 2,018.5 |
| Minority Interest | 801.5 | 992.0 |
| TOTAL STOCKHOLDERS' EQUITY | 64,571.6 | 71,237.8 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 478,507.7 | 311,339.1 |


| GRUPO FINANCIERO INBURSA MEMORANDUM ACCOUNTS Million Pesos |  |  |  |
| :---: | :---: | :---: | :---: |
| CUSTOMER POSITION ACCOUNTS | Mar-11 | COMPANY POSITION ACCOUNTS | Mar-11 |
| CUSTOMER CURRENT ACCOUNTS | (1,749.0) |  |  |
| Customer bank balances | 1.0 | Contingency assets and liabilities | 53,138.8 |
| Custumer transaction liquidations | (1,750.0) | Assets under trust | 211,643.5 |
| Client loans |  | Assets under custody or administration | 742,262.7 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,076,132.8 | Shares held in custody |  |
| Assets in custody or under administration | 2,076,132.8 | Other contingent obligations | 3,021.2 |
| Assets received in guarantee |  | Collaterals | 38,271.0 |
|  |  | Others | 943,543.2 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 47,437.2 |  |  |
| Customer Repos | 47,437.2 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| TOTAL CUSTOMER POSITION | 2,121,821.0 | TOTAL OWN POSITION | 1,991,880.4 |

GRUPO FINANCIERO INBURSA
Statement of changes in financial situation at march 31, 2011
(MM PS)

|  | Mar-11 |
| :---: | :---: |
| OPERATING ACTIVITIES |  |
| Net Income | 2,018 |
| Subsidiaries' Income | (117) |
| Depreciation \& Amortization | 63 |
| Deferred assets Amortization | 0 |
| Technical reserves | 922 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses | (3) |
| Deferred taxes | 505 |
| Others | 1,702 |
|  | 5,092 |
| Cash increase (decrease) from funding | $(10,953)$ |
| Cash increase (decrease) from Loan Portfolio | 4,195 |
| Cash increase (decrease) from Trading Operation | $(6,611)$ |
| Margin Accounts | 2 |
| Financial Instruments |  |
| Repos Debtors | 4,704 |
| Derivatives (Assets) | $(1,481)$ |
| Insurance and bonding accounts | 433 |
| Premium debtors | 893 |
| Reinsurances and rebonding (Assets) | 1,470 |
| Repossed Assets | (42) |
| Operative Assets | 2,827 |
| Operative Liabilities | 5,360 |
| Repos | $(2,917)$ |
| Banking Loans \& Other Financial Institutions | 1,577 |
| Derivatives (Liabilities) | $(1,795)$ |
| Reinsurances and rebonding (Liabilities) | (640) |
| Others | $(1,342)$ |
|  | $(4,321)$ |
| Cash flow from operating activities | 770 |
| Financing Activities | 0 |
| Dividends Payment |  |
| Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | (7) |
| Buy(sell) of fixed assets | (8) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Subsidiaries |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (16) |
| Net Increase in Cash | 755 |
| Cash at beginning of the period | 19,291 |
| Cash at end of period | 20,045 |

GRUPO FINANCIERO INBURSA
Consolidated Income Statement (quarterly)
Million Pesos

| Million Pesos |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (MM Ps.) | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 |
| Interest Income | 4,752.7 | 4,357.6 | 4,637.0 | 4,785.3 | 5,060.2 |
| Interest Expense | $(2,467.8)$ | $(2,223.4)$ | $(2,384.5)$ | (2,336.0) | $(2,281.4)$ |
| FINANCIAL MARGIN | 2,284.9 | 2,134.2 | 2,252.5 | 2,449.3 | 2,778.9 |
| Loan Loss Provisions | 676.0 | 1,142.4 | 1,073.1 | 1,251.4 | 1,144.0 |
| RISK ADJUSTED NII | 1,608.8 | 991.9 | 1,179.4 | 1,197.9 | 1,634.9 |
| Comissions \& Tariffs | $1,044.9$ | $891.0$ | $740.6$ | $757.7$ | $857.6$ |
| Market-Related Income | $1,109.2$ | $459.5$ | (645.1) | $1,724.0$ | $501.1$ |
| TOTAL OPERATING INCOME | 3,763.0 | 2,342.4 | 1,274.9 | 3,679.6 | 2,993.5 |
| Administrative Expenses | 926.2 | 908.6 | 808.0 | 896.9 | 1,360.9 |
| OPERATING INCOME | 2,836.8 | 1,433.8 | 467.0 | 2,782.7 | 1,632.6 |
| Other Expenses (Products) | 426.9 | (179.5) | (237.2) | (177.4) | (387.5) |
| NET INCOME BEFORES TAXES | 2,409.9 | 1,613.2 | 704.2 | 2,960.1 | 2,020.1 |
| Income Tax \& Employee profit sharing Deferred Taxes | $\begin{aligned} & 110.5 \\ & 682.7 \end{aligned}$ | $\begin{gathered} 154.8 \\ 28.3 \end{gathered}$ | $\begin{aligned} & 545.8 \\ & (179.8) \end{aligned}$ | $\begin{aligned} & 682.6 \\ & 164.7 \end{aligned}$ | $\begin{gathered} 84.9 \\ 206.7 \end{gathered}$ |
| Deferred Taxes |  |  | (179.8) |  |  |
| NET INCOME BEFORE SUBSIDIARIES | 1,616.6 | 1,430.1 | 338.2 | 2,112.8 | 1,728.5 |
| Participated net income from subs. | 457.9 | 384.4 | 169.4 | 631.4 | 1,054.1 |
| RESULTS FROM CONTINUED OPERATION | 2,074.5 | 1,814.5 | 507.6 | 2,744.1 | 2,782.5 |
| Extraordinary Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 2,074.5 | 1,814.5 | 507.6 | 2,744.1 | 2,782.5 |
| MINORITARY INTEREST | 11.1 | 10.8 | 10.4 | 11.4 | 13.2 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| Million Pesos |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS | Dic-09 | Mar-10 | Jun-10 | Sep-10 | Dic-10 |
| Cash \& due from Banks | 17,120.8 | 19,522.5 | 23,139.0 | 18,715.9 | 19,487.2 |
| Margin Accounts |  | 744.0 | 2,201.9 | 26.0 | 57.0 |
| Financial Instruments | 33,397.0 | 48,008.7 | 42,691.3 | 28,559.7 | 26,056.8 |
| Negotiable | 29,622.5 | 44,545.5 | 40,029.2 | 26,037.8 | 23,597.5 |
| For Sale | 1,545.0 | 1,537.0 | 1,577.7 | 1,608.9 | 1,563.0 |
| Held to Maturity | 2,229.5 | 1,926.3 | 1,084.5 | 912.9 | 896.2 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 68,969.7 | 8,863.8 | 6,954.9 | 11,370.2 | 14,437.2 |
| Repo Operations | 62,353.5 | 718.3 | 485.4 | 955.3 | 5,221.3 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 6,616.2 | 8,145.6 | 6,469.4 | 10,414.9 | 9,216.0 |
| Adjusted Valuation for Financial Assets | 2,886.6 | 3,280.2 | 4,174.5 | 4,980.0 | 2,159.7 |
| LOANS | 154,195.1 | 163,106.9 | 169,127.4 | 167,632.9 | 172,605.7 |
| Commercial | 127,544.7 | 128,266.7 | 128,967.2 | 126,985.4 | 124,714.0 |
| Interbank | 8,871.6 | 8,269.3 | 9,677.0 | 10,284.1 | 9,903.7 |
| Consumer | 6,090.9 | 5,803.0 | 9,563.4 | 9,440.8 | 9,726.7 |
| Housing | 1,122.6 | 1,129.5 | 1,151.1 | 1,167.2 | 1,195.6 |
| Governments | 10,565.3 | 19,638.3 | 19,768.7 | 19,755.3 | 27,065.7 |
| FOBAPROA/IPAB | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 4,448.7 | 2,345.2 | 2,620.3 | 2,976.3 | 3,605.6 |
| TOTAL GROSS LOANS | 158,643.8 | 165,452.1 | 171,747.7 | 170,609.2 | 176,211.3 |
| Loan Loss Reserves | 15,919.8 | 16,483.8 | 17,576.9 | 18,322.1 | 18,846.2 |
| TOTAL NET LOANS | 142,724.0 | 148,968.3 | 154,170.8 | 152,287.1 | 157,365.1 |
| Receivables,Sundry Debtors \& Adv. Payments | 1,481.6 | 7,786.9 | 8,348.4 | 26,558.1 | 21,004.9 |
| Fixed Assets (net) | 1,384.2 | 1,338.6 | 1,315.2 | 1,277.1 | 1,204.6 |
| Repossessed Assets | 613.2 | 614.4 | 2,278.9 | 598.4 | 563.0 |
| Permanent Equity Investments | 18,132.0 | 18,544.4 | 18,692.4 | 19,147.3 | 20,425.6 |
| Deferred Taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets,deferred charges \& intangible | 1,393.0 | 1,468.6 | 1,518.0 | 1,574.8 | 1,470.0 |
| TOTAL ASSETS | 288,102.2 | 259,140.4 | 265,485.3 | 265,094.6 | 264,231.0 |


| LIABILITIES | Dic-09 | Mar-10 | Jun-10 | Sep-10 | Dic-10 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 124,464.7 | 134,240.7 | 138,907.4 | 140,740.3 | 141,602.7 |
| Demand Deposits | 48,271.8 | 47,829.0 | 47,578.4 | 48,123.7 | 51,733.9 |
| Time Deposits | 76,192.9 | 86,411.6 | 91,328.9 | 87,601.6 | 74,199.8 |
| Unsecured Notes (CEBURES) | 0.0 | 0.0 | 0.0 | 5,015.0 | 15,669.0 |
| INTERBANK LOANS \& OTHER | 9,540.0 | 7,641.1 | 6,707.2 | 5,906.6 | 5,874.0 |
|  | 84,747.1 | 36,981.5 | 35,217.5 | 23,165.4 | 15,996.7 |
| Repo Operations | 75,239.4 | 29,016.0 | 24,371.8 | 9,049.3 | 7,081.9 |
| Credit related operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,507.7 | 7,965.5 | 10,845.8 | 14,116.1 | 8,914.8 |
| Adjusted valuation for Financial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| OTHER ACCOUNTS PAYABLE | 5,318.4 | 14,083.2 | 18,179.4 | 26,304.5 | 28,996.7 |
| Income tax \& Employee profit sharing | 221.3 | 228.0 | 775.0 | 1,446.5 | 539.5 |
| Other accounts payable | 5,097.0 | 13,855.3 | 17,404.3 | 24,858.0 | 28,457.2 |
| DEFERRED TAXES | 2,167.7 | 2,303.0 | 2,115.3 | 2,290.8 | 2,510.4 |
| DEFERRED CREDITS | 25.7 | 36.1 | 1,785.3 | 1,385.7 | 1,120.3 |
| TOTAL LIABILITIES | 226,263.5 | 195,285.7 | 202,912.1 | 199,793.2 | 196,100.9 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |
| SUSCRIBED CAPITAL | 27,408.5 | 27,408.5 | 27,408.5 | 27,408.5 | 27,408.5 |
| Paid-in Capital | 14,206.5 | 14,206.5 | 14,206.5 | 14,206.5 | 14,206.5 |
| Share Subscription Premium | 13,202.0 | 13,202.0 | 13,202.0 | 13,202.0 | 13,202.0 |
| Subordinated debt | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EARNED CAPITAL | 34,338.7 | 36,361.5 | 35,069.6 | 37,808.1 | 40,623.7 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 24,145.1 | 32,431.9 | 30,642.7 | 30,648.5 | 30,694.7 |
| Valuation surplus (Deficit) of available for sale instruments | (972.5) | (972.5) | (972.5) | (972.5) | (972.5) |
| Result from conversion of foreign transactions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Valuation effects on affiliates and associated firms | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Surplus (deficit) from Equity Restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income of the period | 8,067.7 | 1,803.7 | 2,300.9 | 5,033.7 | 7,803.1 |
| Minority Interest | 91.4 | 84.7 | 95.0 | 84.8 | 97.9 |
| TOTAL STOCKHOLDERS' EQUITY | 61,838.6 | 63,854.8 | 62,573.1 | 65,301.3 | 68,130.1 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 288,102.2 | 259,140.4 | 265,485.3 | 265,094.6 | 264,231.0 |

BANCO INBURSA
Consolidated Income Statement

| Million Pesos | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 3,818.4 | 3,541.9 | 3,777.8 | 4,186.3 | 4,586.4 | 4,187.1 |
| Interest Expense | 1,648.6 | 1,657.2 | 1,729.3 | 1,924.9 | 2,014.4 | 1,892.7 |
| Financial Margin | 2,169.8 | 1,884.7 | 2,048.5 | 2,261.3 | 2,572.0 | 2,294.4 |
| Loan Loss Provisions | 676.0 | 1,076.1 | 1,041.2 | 1,141.3 | 1,042.5 | 1,624.1 |
| Risk Adjusted Net Interest Income | 1,493.7 | 808.6 | 1,007.3 | 1,120.0 | 1,529.5 | 670.3 |
| Comissions and Fees | 890.5 | 681.9 | 575.8 | 592.3 | 674.8 | 569.1 |
| Market-Related Income | 1,092.0 | 352.1 | (564.7) | 1,387.5 | 162.2 | 915.7 |
| Operating Revenues | 3,476.2 | 1,842.5 | 1,018.4 | 3,099.8 | 2,366.5 | 2,155.1 |
| Non-Interest Expense | 821.5 | 725.5 | 686.9 | 763.1 | 1,035.6 | 887.0 |
| Operating Income | 2,654.7 | 1,117.0 | 331.6 | 2,336.8 | 1,330.9 | 1,268.1 |
| Other Income (Expenses) | (585.6) | 29.6 | 57.2 | 39.6 | 45.8 | 0.0 |
| Earnings Before Taxes | 2,069.1 | 1,146.6 | 388.8 | 2,376.3 | 1,376.8 | 1,268.1 |
| Incurred Income Tax \& Profit Sharing | 36.3 | 80.6 | 425.8 | 583.1 | (34.3) | 122.1 |
| Deferred Income Tax | 616.4 | (3.0) | (167.3) | 99.3 | 159.5 | 82.3 |
| Net Income Before Subsidiaries' Net Income | 1,416.4 | 1,069.1 | 130.3 | 1,694.0 | 1,251.6 | 1,063.7 |
| Subsidiaries' Net Income | (13.3) | 49.8 | 96.3 | 101.2 | 100.9 | 116.0 |
| Continous Operations' Net Income | 1,403.1 | 1,118.9 | 226.6 | 1,795.2 | 1,352.5 | 1,179.7 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\begin{aligned} & 0.0 \\ & (9.3) \end{aligned}$ | $\begin{gathered} 0.0 \\ (19.4) \end{gathered}$ | $\begin{aligned} & 0.0 \\ & (4.2) \end{aligned}$ | $\begin{gathered} 0.0 \\ (114.5) \end{gathered}$ | $\begin{gathered} 0.0 \\ (46.9) \end{gathered}$ | $\begin{gathered} 0.0 \\ (21.9) \end{gathered}$ |
| Net Income | 1,393.8 | 1,099.5 | 222.5 | 1,680.6 | 1,305.6 | 1,157.8 |

## BANCO INBURSA

Consolidated Balance Sheet

| Assets | 4Q09 | 1 Q10 | 2 Q10 | 3Q10 | 4Q10 | 1 Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 17,120.7 | 19,508.8 | 23,138.9 | 18,715.7 | 19,221.5 | 19,978.7 |
| Margin Accounts | 0.0 | 744.0 | 2,201.9 | 26.0 | 57.0 | 55.1 |
| Financial Instruments | 14,251.5 | 12,896.7 | 13,805.1 | 14,468.6 | 13,582.0 | 12,285.5 |
| Negotiable | 10,477.0 | 9,433.5 | 11,142.9 | 11,946.8 | 11,122.7 | 10,055.9 |
| For Sale | 1,545.0 | 1,537.0 | 1,577.7 | 1,608.9 | 1,563.0 | 1,531.7 |
| Held to Maturity | 2,229.5 | 1,926.3 | 1,084.5 | 912.9 | 896.2 | 697.9 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 15,967.2 | 8,850.6 | 6,931.8 | 11,394.8 | 14,367.1 | 11,139.7 |
| Repo Operations | 9,351.0 | 705.0 | 462.4 | 979.9 | 5,151.1 | 442.5 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 6,616.2 | 8,145.6 | 6,469.4 | 10,414.9 | 9,216.0 | 10,697.2 |
| Adjusted Valuation for Financial Assets | 2,886.6 | 3,280.2 | 4,174.5 | 4,980.0 | 2,159.6 | 2,062.6 |
| LOANS | 152,201.3 | 160,872.8 | 168,756.9 | 167,314.8 | 172,189.0 | 167,339.8 |
| Commercial | 127,976.3 | 128,358.0 | 130,859.9 | 128,774.8 | 126,302.7 | 124,263.8 |
| Interbank | 8,871.6 | 8,268.9 | 9,676.5 | 10,283.6 | 9,903.2 | 10,797.7 |
| Consumer | 3,665.4 | 3,478.1 | 7,300.6 | 7,333.8 | 7,721.8 | 8,592.1 |
| Housing | 1,122.6 | 1,129.5 | 1,151.1 | 1,167.2 | 1,195.6 | 1,189.1 |
| Governments | 10,565.3 | 19,638.3 | 19,768.7 | 19,755.3 | 27,065.7 | 22,497.0 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 4,249.6 | 2,213.9 | 2,479.1 | 2,762.2 | 3,426.7 | 3,635.8 |
| Total Gross Loans | 156,450.9 | 163,086.7 | 171,235.9 | 170,076.9 | 175,615.7 | 170,975.6 |
| Preventive Provision for Credit Risks | $(15,365.9)$ | $(16,038.8)$ | (17,211.9) | $(17,969.7)$ | $(18,515.4)$ | (20,005.3) |
| Total Net Loans | 141,085.0 | 147,047.9 | 154,024.0 | 152,107.3 | 157,100.3 | 150,970.3 |
| Receivables,Sundry Debtors \& Adv. Payments | 1,348.2 | 7,634.0 | 8,151.6 | 26,393.5 | 20,821.6 | 18,353.6 |
| Fixed Assets (net) | 764.6 | 745.4 | 749.2 | 731.9 | 739.3 | 719.6 |
| Repossessed Property | 613.2 | 614.4 | 2,278.9 | 598.4 | 563.0 | 603.4 |
| Permanent Equity Investments | 5,738.6 | 5,806.5 | 5,901.3 | 5,817.3 | 6,121.5 | 6,250.0 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets,deferred charges \& intangible | 568.4 | 585.1 | 580.5 | 568.1 | 598.0 | 582.8 |
| TOTAL ASSETS | 200,344.1 | 207,713.6 | 221,937.6 | 235,801.5 | 235,330.9 | 223,001.3 |


|  | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 124,654.7 | 134,386.1 | 139,085.5 | 140,937.1 | 141,609.1 | 130,441.8 |
| Demand Deposits | 48,290.0 | 47,856.0 | 47,592.1 | 48,150.4 | 51,737.0 | 49,955.6 |
| Time Deposits | 76,364.7 | 86,530.1 | 91,493.5 | 87,771.7 | 74,203.1 | 58,820.6 |
| Unsecured Notes (CEBURES) | 0.0 | 0.0 | 0.0 | 5,015.0 | 15,669.0 | 21,665.6 |
| Interbank Loans \& Other | 7,497.5 | 5,817.9 | 6,707.2 | 5,906.6 | 5,874.0 | 7,451.3 |
| Repo Operations | 9,130.9 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Credit Related Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,507.7 | 7,965.5 | 10,845.8 | 14,116.1 | 8,914.8 | 7,111.0 |
| Other Accounts Payable | 4,912.2 | 13,446.3 | 17,086.9 | 24,571.0 | 28,154.5 | 26,068.9 |
| Income Tax \& Employee Profit Sharing | 72.3 | 82.4 | 514.0 | 1,093.6 | 322.3 | 992.3 |
| Deferred Taxes | 1,694.4 | 1,798.4 | 1,632.2 | 1,742.2 | 1,914.7 | 1,304.8 |
| Deferred Credits | 0.9 | 33.3 | 1,781.7 | 1,379.9 | 1,113.5 | 1,007.9 |
| TOTAL LIABILITIES | 157,470.5 | 163,529.9 | 177,653.3 | 189,746.6 | 187,902.9 | 174,378.1 |
| SUSCRIBED CAPITAL | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 |
| Paid-in Capital | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 |
| Share subscription premium | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 |
| EARNED CAPITAL | 17,609.3 | 18,919.4 | 19,020.1 | 20,790.6 | 22,163.8 | 23,358.9 |
| Capital Reserves | 5,480.8 | 5,480.8 | 5,962.4 | 5,962.4 | 5,962.4 | 5,962.4 |
| Retained Earnings | 6,545.0 | 11,360.3 | 10,688.8 | 10,688.8 | 10,688.8 | 14,997.0 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 |
| Available for Sale | 68.6 | 74.0 | 137.9 | 134.9 | 165.8 | 168.8 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 4,612.0 | 1,099.5 | 1,322.0 | 3,002.6 | 4,308.2 | 1,157.8 |
| Minority Interest | 637.6 | 639.4 | 643.6 | 736.5 | 773.1 | 807.5 |
| Total Stockholders' Equity | 42,873.5 | 44,183.7 | 44,284.4 | 46,054.9 | 47,428.0 | 48,623.2 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 200,344.1 | 207,713.6 | 221,937.6 | 235,801.5 | 235,330.9 | 223,001.3 |

MEMORANDUM ACCOUNTS

| Million Pesos | 4Q09 | 1 Q10 | 2 Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Guarantees Granted | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Contingent Obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Irrevocable Lines of Credit Granted | 1,982.2 | 3,021.2 | 3,295.0 | 3,166.2 | 2,815.9 | 5,936.0 |
| Goods in Trust or Mandate | 331,423.3 | 211,643.5 | 323,545.3 | 327,461.3 | 412,131.8 | 413,561.3 |
| Investment Banking Operations on Behalf of Third Parties | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Goods in Custody or Under Administration | 603,227.4 | 741,342.6 | 725,704.7 | 722,866.3 | 1,082,673.3 | 1,063,976.5 |
| Collaterals received | 172,849.2 | 5,770.1 | 12,571.9 | 83,288.3 | 30,878.3 | 88,337.9 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 844,412.6 | 905,208.9 | 960,236.0 | 992,565.1 | 987,126.8 | 977,595.8 |
|  | 1,953,894.6 | 1,866,986.4 | 2,025,352.9 | 2,129,347.2 | 2,515,626.0 | 2,549,407.5 |
| Receivables on Repurchase Agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repurchase Agreement Creditors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repurchase Agreement Debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Payables on Repurchase Agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

## BANCO INBURSA, S.A.

## STATEMENT OF CHANGES IN FINANCIAL SITUATION AT MARCH 31, 2011 (MM PS)

|  | Mar-11 |
| :---: | :---: |
| OPERATING ACTIVITIES |  |
| Net Income | 1,158 |
| Subsidiaries' Income | (116) |
| Depreciation \& Amortization | 35 |
| Loan Loss Reserves | 1,624 |
| Market Related Result |  |
| Valuation Result |  |
| Minoritary Interest |  |
| Provisions |  |
| Deferred taxes | 40 |
|  | 2,741 |
| Cash increase (decrease) from funding | $(11,167)$ |
| Cash increase (decrease) from Loan Portfolio | 4,506 |
| Cash increase (decrease) from Trading Operation | 1,296 |
| Margin Accounts | 2 |
| Financial Instruments |  |
| Repos debtors | 4,709 |
| Derivatives (Assets) | $(1,481)$ |
| Repossed Assets | (40) |
| Operative Assets | 2,468 |
| Sundry creditors |  |
| Collaterals |  |
| Banking Loans \& Other Financial Institutions | 1,577 |
| Derivatives (Liabilities) | $(1,804)$ |
| Operative Liabilities | $(2,133)$ |
| Others | 97 |
|  | $(1,971)$ |
| Cash flow from operating activities | 770 |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | (12) |
| Buy(sell) of fixed assets | (15) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible | 15 |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (12) |
| Net Increase in Cash | 757 |
| Cash at beginning of the period | 19,221 |
| Cash at end of period | 19,979 |

OPERADORA INBURSA
Income Statement

| Million Pesos | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \|Earnings from Investment Sales | 0.0 | 2.1 | 0.5 | 0.9 | 1.3 | 2.2 |
| Asset Management Income | 97.0 | 98.4 | 104.6 | 109.5 | 115.1 | 116.2 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Unrealized Gain on Portfolio Valuation | (0.1) | 20.6 | (9.3) | 43.6 | 35.4 | 13.9 |
| Total Earnings | 97.0 | 121.2 | 95.9 | 154.0 | 151.9 | 132.4 |
| General Expenses | 13.7 | 46.3 | 48.5 | 50.5 | 53.1 | 55.9 |
| Total expenses | 13.7 | 46.3 | 48.5 | 50.5 | 53.1 | 55.9 |
| Earnings Before Taxes | 83.2 | 74.9 | 47.5 | 103.5 | 98.8 | 76.5 |
| Incurred Income Tax \& Profit Sharing | 15.8 | 15.7 | 17.3 | 17.8 | 17.8 | (13.0) |
| Net Income Before Deferred Accounts | 67.4 | 59.2 | 30.2 | 85.8 | 81.0 | 89.4 |
| Earnings from subsidiaries | 10.0 | (1.1) | 0.5 | 15.1 | 6.3 | 5.6 |
| Unadjusted for monetary position result | 77.4 | 58.1 | 30.7 | 100.8 | 87.3 | 95.0 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 77.4 | 58.1 | 30.7 | 100.8 | 87.3 | 95.0 |

OPERADORA INBURSA
BALANCE SHEET
Million Pesos

| ASSETS | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 1.2 | 0.0 | 0.6 | 0.0 | 0.0 |
| Negotiable Instruments | 851.9 | 639.5 | 651.5 | 736.7 | 820.7 | 877.8 |
| Sundry Debtors | 1.9 | 42.0 | 42.4 | 44.2 | 48.4 | 49.0 |
| Provisional Payments | 0.0 | 10.0 | 26.9 | 44.0 | 0.7 | 13.0 |
| Permanent investments | 274.9 | 280.5 | 277.8 | 317.0 | 328.9 | 334.5 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,128.7 | 973.3 | 998.7 | 1,142.5 | 1,198.8 | 1,274.3 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  | 0.0 |
| Sundry Creditors | 0.6 | 17.9 | 18.0 | 18.8 | 20.3 | 21.3 |
| Payable Taxes | 13.4 | 23.8 | 41.6 | 59.7 | 17.1 | 27.5 |
| Deferred Income Tax | 143.6 | 150.3 | 147.1 | 171.3 | 181.5 | 150.4 |
| TOTAL LIABILITIES | 157.5 | 192.1 | 206.8 | 249.8 | 218.8 | 199.2 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Stockholders' Equity | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 |
| Legal Reserve | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 |
| Retained Earnings | 734.7 | 694.7 | 674.7 | 674.7 | 674.7 | 951.7 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 208.0 | 58.1 | 88.8 | 189.6 | 276.9 | 95.0 |
| TOTAL STOCKHOLDERS' EQUITY | 971.1 | 781.2 | 791.9 | 892.7 | 980.1 | 1,075.1 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,128.7 | 973.3 | 998.7 | 1,142.5 | 1,198.8 | 1,274.3 |

## INVERSORA BURSATIL

Income Statement

| Million Pesos | 4Q09 | 1 Q10 | 2Q10 | 3Q10 | 4Q10 | 1 Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commisions \& Tariffs | 195.4 | 190.9 | 142.9 | 151.4 | 177.2 | 125.1 |
| Earnings From Services | 195.4 | 190.9 | 142.9 | 151.4 | 177.2 | 125.1 |
| Income from sale of securities | 290.6 | 115.7 | 134.7 | 91.7 | 96.3 | 42.7 |
| Interest Income | 591.4 | 547.1 | 648.2 | 544.1 | 596.8 | 578.9 |
| Interest Expense | (837.4) | (591.4) | (717.9) | (590.5) | (643.4) | (575.2) |
| Unrealized gain on Portfolio Valuation | 51.2 | 87.0 | (71.4) | 292.9 | 303.5 | 223.3 |
| Financial Margin | 95.7 | 158.4 | (6.4) | 338.2 | 353.1 | 269.7 |
| Operating Income | 291.1 | 349.3 | 136.5 | 489.6 | 530.3 | 394.7 |
| General Expenses | 65.8 | 99.4 | 70.4 | 69.5 | 79.8 | 67.7 |
| Operating Margin | 225.3 | 249.9 | 66.1 | 420.1 | 450.5 | 327.0 |
| Other Expenses (Income) | (9.9) | (3.0) | (1.5) | (2.1) | (0.5) | (0.3) |
| Net Income Before Income Tax \& Profit Sharing | 235.2 | 252.9 | 67.6 | 422.2 | 451.0 | 327.3 |
| Incurred Income Tax \& Profit Sharing | 45.0 | 32.4 | 49.8 | 31.3 | 27.1 | 23.1 |
| Deffered Income Tax | 32.7 | (9.6) | (17.5) | 70.3 | 78.9 | 63.3 |
| Net Income Before Subsidiaries' Net Income | 157.5 | 230.1 | 35.3 | 320.6 | 345.0 | 241.0 |
| Subsidiaries' Net Income | (0.4) | 0.2 | 0.0 | 0.2 | (0.0) | (0.6) |
| Net Income | 157.0 | 230.2 | 35.3 | 320.8 | 344.9 | 240.4 |

## INVERSORA BURSATIL

Million Pesos

| ASSETS | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Banks | 0.0 | 0.4 | 0.1 | 15.0 | 0.1 | 0.2 |
| FINANCIAL INSTRUMENTS | 16,692.0 | 32,781.3 | 28,111.2 | 13,206.8 | 11,553.4 | 17,087.4 |
| Negotiable | 16,692.0 | 32,781.3 | 28,111.2 | 13,206.8 | 11,553.4 | 17,087.4 |
| Under repurchase receivable agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 53,021.0 | 18,402.8 | 65.4 | 110.8 | 41,671.1 | 1.8 |
| Repo Operations | 53,021.0 | 18,402.8 | 65.4 | 110.8 | 41,671.1 | 1.8 |
| Other accounts receivable | 11.6 | 36.0 | 43.4 | 27.0 | 29.5 | 32.6 |
|  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Fixed assets, net | 13.5 | 11.5 | 10.3 | 12.3 | 20.4 | 19.2 |
| Permanent equity investments | 3.3 | 3.0 | 3.0 | 3.2 | 3.2 | 2.6 |
| Other Assets | 799.9 | 840.0 | 869.9 | 914.1 | 843.6 | 871.7 |
| TOTAL ASSETS | 70,541.4 | 52,074.9 | 29,103.3 | 14,289.1 | 54,121.2 | 18,015.4 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Securities \& Derivatives | 66,127.0 | 47,405.6 | 24,414.1 | 9,184.6 | 48,682.9 | 12,287.5 |
| Repo Operations | 66,127.0 | 47,405.6 | 24,414.1 | 9,184.6 | 48,682.9 | 12,287.5 |
| Other Account Payable | 181.5 | 215.7 | 217.8 | 242.0 | 152.0 | 137.9 |
| Income Tax \& Employee profit sharing provision | 119.8 | 101.3 | 148.9 | 172.3 | 66.9 | 70.2 |
| Sundry creditors \& other accounts payable | 61.6 | 114.4 | 68.9 | 69.7 | 85.0 | 67.8 |
| Deferred taxes | 294.3 | 284.7 | 267.2 | 337.4 | 416.4 | 479.6 |
| Total Liabilities | 66,602.7 | 47,906.0 | 24,899.1 | 9,764.1 | 49,251.3 | 12,905.1 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Suscribed capital | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 |
| Paid-in capital | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 |
| Earned Capital | 2,534.3 | 2,764.6 | 2,799.8 | 3,120.6 | 3,465.6 | 3,705.9 |
| Capital reserves | 198.8 | 198.8 | 228.2 | 228.2 | 228.2 | 228.2 |
| Retained earnings | 1,747.4 | 2,335.6 | 2,306.1 | 2,306.1 | 2,306.1 | 3,237.4 |
| Valuation effect in assoc. \& affiliated companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Surplus (deficit) of equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net icome | 588.1 | 230.2 | 265.5 | 586.3 | 931.3 | 240.4 |
| Stockholders' Equity | 3,938.7 | 4,169.0 | 4,204.2 | 4,525.0 | 4,869.9 | 5,110.3 |
| Total Liabilities \& Stockholders' Equity | 70,541.4 | 52,074.9 | 29,103.3 | 14,289.1 | 54,121.2 | 18,015.4 |

SEGUROS INBURSA
Income Statement

| Million Pesos | 4Q09 | 1 Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums written | 2,953.7 | 2,757.4 | 2,875.6 | 2,865.5 | 3,538.7 | 3,880.0 |
| Premiums ceded | 363.6 | 633.5 | 710.9 | 822.3 | 867.2 | 1,138.9 |
| Retained Premiums | 2,590.0 | 2,124.0 | 2,164.7 | 2,043.1 | 2,671.5 | 2,741.1 |
| Increased in reserve for unearned premiums | 131.1 | 75.8 | (113.1) | (158.3) | 690.0 | 516.7 |
| Retained earned premiums | 2,458.9 | 2,048.1 | 2,277.8 | 2,201.5 | 1,981.5 | 2,224.4 |
| Net Acquisition Cost | 362.8 | 362.7 | 319.7 | 319.0 | 356.1 | 369.3 |
| Commisions to agents | 216.7 | 195.0 | 205.1 | 211.0 | 233.3 | 237.6 |
| Additional compensation to agents | 92.0 | 97.6 | 68.9 | 82.7 | 94.0 | 85.9 |
| Commisions for re-insurance taken | 1.1 | 1.1 | 3.5 | 1.3 | 1.5 | 4.5 |
| Commisions for re-insurance given | (80.8) | (71.5) | (82.5) | (136.4) | (175.5) | (142.8) |
| Coverage on losses excess | 66.0 | 67.3 | 70.2 | 93.7 | 64.4 | 55.5 |
| Others | 68.0 | 73.2 | 54.5 | 66.8 | 138.3 | 128.6 |
| Net cost of claims and contractual obligations | 1,616.1 | 1,395.2 | 1,770.0 | 1,681.5 | 1,269.9 | 1,528.7 |
| Claims and other contractual obligations | 1,617.5 | 1,395.0 | 1,744.4 | 1,821.9 | 1,277.0 | 1,528.8 |
| Claims recovered from re-insurance | 1.5 | (0.2) | (25.6) | 140.4 | 7.0 | 0.1 |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 480.0 | 290.2 | 188.1 | 200.9 | 355.5 | 326.3 |
| Net Increase in other technical reserve | 618.3 | 66.3 | 69.6 | 314.4 | 173.1 | 68.5 |
| Catastrophic risks reserves | 618.3 | 66.3 | 69.9 | 314.5 | 173.5 | 68.9 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other reserves | 0.0 | 0.0 | (0.3) | (0.2) | (0.4) | (0.4) |
| Gross profit | (138.3) | 223.9 | 118.5 | (113.5) | 182.4 | 257.8 |
| Net operating expenses | 279.9 | 285.8 | 256.5 | 289.0 | 355.9 | 311.1 |
| Administrative and operating expenses | (68.3) | (110.8) | (104.0) | (122.6) | (61.6) | (149.3) |
| Personnel expenses | 332.1 | 380.2 | 344.5 | 395.3 | 401.1 | 445.6 |
| Depreciation and amortization | 16.0 | 16.4 | 15.9 | 16.3 | 16.4 | 14.8 |
| Operating Profits | (418.1) | (61.9) | (138.0) | (402.5) | (173.4) | (53.3) |
| Net Financial Income | 404.7 | 309.3 | 68.9 | 762.1 | 653.8 | 693.4 |
| On investments | 156.6 | 188.9 | 251.9 | 203.4 | 218.4 | 176.6 |
| Investments sales | 71.0 | 1.4 | 0.6 | 0.7 | 2.3 | 1.2 |
| Investments revaluation | 179.1 | 209.9 | (265.8) | 545.9 | 412.7 | 474.0 |
| Charges on premiums | 30.2 | 30.7 | 30.5 | 30.8 | 32.3 | 32.6 |
| Others | 6.5 | 3.7 | 3.2 | 3.6 | 3.8 | 6.7 |
| Forex | (38.7) | (125.3) | 48.4 | (22.3) | (15.5) | 2.2 |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 37.3 |
| Income before income taxes \& employee profit sharing | (13.4) | 247.4 | (69.1) | 359.6 | 480.3 | 677.4 |
| Provision for income tax | (11.9) | 102.2 | (18.6) | 118.9 | 94.7 | 206.0 |
| Provision for employee profit sharing | (14.6) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | 54.2 | 24.9 | 57.5 | 71.3 | 75.7 | 0.0 |
| Net income | 67.3 | 170.2 | 6.9 | 312.1 | 461.4 | 471.4 |

## SEGUROS INBURSA

bALANCE SHEET
Million Pesos

| ASSETS | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 23,355.1 | 24,132.2 | 24,234.8 | 24,845.0 | 25,169.8 | 24,665.9 |
| Securities | 20,617.0 | 21,413.4 | 21,523.1 | 22,144.1 | 22,454.3 | 21,963.5 |
| Government | 10,553.5 | 11,187.0 | 11,496.4 | 11,207.7 | 11,203.6 | 12,027.0 |
| Private companies | 3,698.9 | 3,662.3 | 3,679.1 | 3,917.3 | 3,812.2 | 5,573.8 |
| Debt Instruments | 2,157.9 | 2,121.3 | 2,118.2 | 2,277.7 | 2,172.5 | 4,240.4 |
| Equities | 1,541.0 | 1,541.0 | 1,561.0 | 1,639.6 | 1,639.6 | 1,333.4 |
| Net unrealized gain on valuation | 6,322.4 | 6,430.2 | 6,281.9 | 6,878.1 | 7,349.3 | 4,156.8 |
| Interest debtors | 42.1 | 133.8 | 65.6 | 141.1 | 89.3 | 205.8 |
| Loans | 1,623.1 | 1,606.7 | 1,602.5 | 1,595.9 | 1,580.6 | 1,609.6 |
| On policies | 244.9 | 244.2 | 253.4 | 260.0 | 263.3 | 265.1 |
| Secured | 1,326.8 | 1,316.6 | 1,299.6 | 1,286.7 | 1,277.7 | 1,267.0 |
| Unsecured | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 58.7 | 52.8 | 57.2 | 57.1 | 54.7 | 53.7 |
| Interest debtors | 5.1 | 5.5 | 4.7 | 4.6 | 4.6 | 4.1 |
| Allowance for write-offs | (12.4) | (12.4) | (12.4) | (12.4) | (19.7) | 19.7 |
| Real estate | 1,115.0 | 1,112.1 | 1,109.2 | 1,104.9 | 1,134.9 | 1,132.3 |
| Real estate | 226.4 | 226.4 | 226.4 | 226.4 | 259.2 | 259.5 |
| Net unrealized gain on valuation | 997.4 | 997.4 | 997.4 | 996.1 | 996.1 | 996.1 |
| Depreciation | (108.7) | (111.7) | (114.6) | (117.5) | (120.4) | (123.3) |
| Investments for labor obligations | 1,069.5 | 1,063.9 | 1,072.1 | 1,101.9 | 1,137.1 | 1,176.5 |
| Current assets | (37.1) | 20.9 | 59.4 | 26.6 | 15.0 | 5.6 |
| Cash and banks | (37.1) | 20.9 | 59.4 | 26.6 | 15.0 | 5.6 |
| Debtors | 7,683.6 | 5,603.9 | 5,911.5 | 3,983.4 | 4,715.7 | 3,698.3 |
| Premium debtors | 7,409.7 | 5,357.0 | 5,556.9 | 3,694.1 | 4,418.2 | 3,416.7 |
| Agents and adjusters | 6.2 | 6.2 | 6.2 | 5.3 | 6.2 | 6.3 |
| Notes receivable | 91.6 | 80.8 | 81.8 | 80.7 | 78.0 | 72.0 |
| Employee loans | 63.8 | 70.7 | 76.7 | 79.3 | 75.8 | 84.6 |
| Other | 138.2 | 115.9 | 217.6 | 152.7 | 162.2 | 144.2 |
| Allowance for write-offs | (25.9) | (26.8) | (27.7) | (28.6) | (24.6) | (25.5) |
| Reinsurers and rebonders | 12,505.3 | 11,746.8 | 11,320.7 | 12,266.0 | 10,505.0 | 9,038.6 |
| Insurance and bonding companies | 326.8 | 455.4 | 409.5 | 590.5 | 690.9 | 677.0 |
| Retained deposits | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 | 0.5 |
| Reinsurens share of unsettled claims | 6,963.3 | 7,100.7 | 6,970.2 | 8,665.0 | 7,236.9 | 6,220.5 |
| Reinsurens share of unearned premiums | 5,214.6 | 4,190.1 | 3,940.4 | 3,009.9 | 2,576.7 | 2,140.5 |
| Permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 2,303.1 |
| Other assets | 939.4 | 890.5 | 935.9 | 1,072.9 | 1,136.7 | 1,072.1 |
| Furniture and equipment (net) | 129.6 | 119.4 | 113.5 | 108.6 | 113.8 | 110.3 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Sundry | 809.5 | 770.8 | 822.1 | 963.9 | 1,022.5 | 961.4 |
| Total assets | 45,515.8 | 43,458.2 | 43,534.4 | 43,295.8 | 42,679.3 | 41,960.1 |


| LIABILITIES | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 31,548.5 | 30,765.9 | 30,780.3 | 31,812.0 | 30,361.2 | 29,468.5 |
| Unearned premiums | 15,618.5 | 14,433.4 | 14,270.4 | 12,995.5 | 13,164.5 | 13,121.3 |
| Life | 7,148.8 | 7,123.8 | 7,214.7 | 6,990.3 | 7,094.1 | 7,138.9 |
| Accident and health | 8,462.2 | 7,302.2 | 7,048.3 | 5,997.8 | 6,063.0 | 5,975.0 |
| Current bonds | 7.4 | 7.4 | 7.4 | 7.4 | 7.4 | 7.3 |
| Contractual obligations | 10,791.1 | 11,127.2 | 11,234.7 | 13,226.8 | 11,433.5 | 10,515.0 |
| Losses and maturities | 9,368.0 | 9,527.6 | 9,628.0 | 11,565.2 | 9,987.4 | 8,859.5 |
| Reserve for incurred but not reported losses | 487.5 | 572.1 | 573.2 | 600.9 | 381.3 | 606.3 |
| Policy dividends | 285.9 | 261.9 | 264.9 | 266.1 | 293.6 | 241.9 |
| Managed insurance funds | 625.7 | 648.1 | 645.6 | 658.3 | 670.2 | 677.9 |
| Deposits premiums | 24.1 | 117.5 | 123.0 | 136.3 | 101.1 | 129.5 |
| Prevision | 5,139.0 | 5,205.3 | 5,275.2 | 5,589.7 | 5,763.2 | 5,832.2 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,135.7 | 5,202.0 | 5,271.9 | 5,586.4 | 5,759.9 | 5,828.9 |
| Contingency | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,014.9 | 1,010.5 | 1,020.5 | 1,051.9 | 1,076.8 | 1,116.2 |
| Creditors | 420.0 | 387.3 | 414.1 | 409.4 | 473.2 | 526.3 |
| Agents and adjusters | 318.4 | 295.3 | 318.6 | 315.8 | 330.9 | 297.1 |
| Managed loss funds | 6.6 | 11.3 | 11.1 | 12.1 | 9.7 | 5.1 |
| Sundry | 95.1 | 80.7 | 84.4 | 81.5 | 132.6 | 224.0 |
| Reinsurers and rebonders | 4,427.3 | 3,064.6 | 3,368.6 | 1,847.8 | 1,871.1 | 1,224.2 |
| Insurance and bonding companies | 4,426.7 | 3,064.0 | 3,368.1 | 1,847.4 | 1,870.7 | 1,223.8 |
| Retained deposits | 0.6 | 0.5 | 0.5 | 0.5 | 0.4 | 0.4 |
| Other liabilities | 2,519.3 | 2,463.7 | 2,197.6 | 2,097.6 | 2,343.1 | 2,471.8 |
| Provision for employee profit sharing | 267.4 | 178.7 | 140.1 | 108.8 | 181.6 | 155.0 |
| Other liabilities | 1,115.4 | 1,112.1 | 941.4 | 672.4 | 771.2 | 826.6 |
| Deferred credits | 1,136.5 | 1,172.9 | 1,116.1 | 1,316.3 | 1,390.3 | 1,490.3 |
| Total liabilities | 39,930.1 | 37,692.0 | 37,781.0 | 37,218.7 | 36,125.5 | 34,806.9 |
| Stockholders' equity |  |  |  |  |  | 0.0 |
| Paid in capital | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 |
| Capital stock | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 |
| Reserves | 3,164.4 | 3,164.4 | 3,695.6 | 3,695.6 | 3,680.9 | 3,680.9 |
| Legal | 514.4 | 514.4 | 625.0 | 625.0 | 625.0 | 625.0 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 2,650.1 | 2,650.1 | 3,070.5 | 3,070.5 | 3,055.9 | 3,055.9 |
| Unrealized gain on valuation of real estate | (104.0) | (110.3) | (116.6) | (123.7) | (129.9) | (46.5) |
| Subsidiaries | 1,320.2 | 1,336.8 | 1,555.2 | 1,573.9 | 1,595.4 | 1,627.5 |
| Retained earnings | (1,338.3) | (231.6) | (994.6) | (994.6) | (979.9) | (16.9) |
| Net income | 1,106.7 | 170.2 | 177.1 | 489.2 | 950.6 | 471.4 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 5,585.7 | 5,766.2 | 5,753.4 | 6,077.1 | 6,553.8 | 7,153.2 |
| Total liabilities and stockholders' equity | 45,515.8 | 43,458.2 | 43,534.4 | 43,295.8 | 42,679.3 | 41,960.1 |

## PENSIONES INBURSA

Income Statement

| Million Pesos | 4Q09 | 1 Q10 | 2 Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums written | 9.0 | 2.0 | 28.5 | 2.3 | 10.9 | 8.2 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 9.0 | 2.0 | 28.5 | 2.3 | 10.9 | 8.2 |
| Increased in reserve for unearned premiums | 79.3 | 223.8 | (156.2) | (10.0) | 170.3 | 94.2 |
| Retained earned premiums | (70.2) | (221.8) | 184.7 | 12.3 | (159.5) | (86.0) |
| Net Acquisition Cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Additional compensation to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance given | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Coverage on losses excess | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net cost of claims and contractual obligations | 210.9 | 211.2 | 209.3 | 220.2 | 220.5 | 221.2 |
| Claims and other contractual obligations | 210.9 | 211.2 | 209.3 | 220.2 | 220.5 | 221.2 |
| Claims recovered from re-insurance | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | (281.1) | (433.1) | (24.6) | (207.9) | (380.0) | (307.2) |
| Net Increase in other technical reserve | 30.0 | 54.4 | 29.4 | 38.4 | 51.8 | 44.6 |
| Catastrophic risks reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | 1.5 | 4.4 | (3.2) | (0.3) | 3.3 | 1.8 |
| Other reserves | 28.5 | 50.0 | 32.6 | 38.7 | 48.4 | 42.8 |
| Gross profit | (311.2) | (487.5) | (54.0) | (246.3) | (431.7) | (351.8) |
| Net operating expenses | 2.3 | 28.0 | 8.3 | 2.3 | 5.6 | 2.3 |
| Administrative and operating expenses | 1.6 | 27.3 | 7.7 | 2.2 | 5.6 | 2.3 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 0.7 | 0.7 | 0.7 | 0.0 | 0.0 | 0.0 |
| Operating Profits | (313.4) | (515.4) | (62.3) | (248.6) | (437.3) | (354.1) |
| Net Financial Income | 397.8 | 616.8 | 171.9 | 353.0 | 535.9 | 453.2 |
| On investments | 323.9 | 240.0 | 235.5 | 239.0 | 245.0 | 249.3 |
| Investments sales | 31.6 | 0.6 | 7.0 | 1.2 | 34.9 | (1.6) |
| Investments revaluation | 127.7 | 376.2 | (70.7) | 112.8 | 256.0 | 205.5 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (85.5) | 0.0 | 0.1 | 0.1 | 0.1 | 0.0 |
| Forex | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (102.0) |
| Income before income taxes \& employee profit sharing | 84.3 | 101.4 | 109.6 | 104.5 | 98.6 | (2.9) |
| Provision for income tax | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for employee profit sharing | (60.7) | (27.0) | 20.2 | 39.1 | 93.7 | 28.2 |
| Subsidiaries results | 78.6 | (71.8) | (87.2) | 66.9 | 388.5 | 0.0 |
| Net income | 223.6 | 56.5 | 2.2 | 132.3 | 393.4 | (31.1) |

## PENSIONES INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 19,976.7 | 20,236.4 | 20,124.4 | 20,307.9 | 20,955.7 | 18,461.2 |
| Securities | 18,571.6 | 19,635.6 | 20,124.4 | 20,307.9 | 20,254.6 | 17,560.0 |
| Government | 5,984.4 | 6,782.7 | 7,419.5 | 7,163.2 | 6,334.0 | 6,178.3 |
| Private companies | 8,296.9 | 8,211.4 | 8,293.1 | 8,508.2 | 8,754.1 | 8,250.0 |
| Debt Instruments | 7,862.6 | 7,777.0 | 7,858.8 | 8,073.9 | 8,319.7 | 8,247.6 |
| Equities | 434.4 | 434.4 | 434.4 | 434.4 | 434.4 | 2.4 |
| Net unrealized gain on valuation | 4,154.0 | 4,450.8 | 4,273.5 | 4,441.6 | 5,017.0 | 2,940.4 |
| Interest debtors | 136.3 | 190.7 | 138.3 | 194.9 | 149.6 | 191.3 |
| Loans | 1,405.1 | 600.8 | 0.0 | 0.0 | 701.0 | 901.2 |
| On policies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Secured | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Unsecured | 1,404.0 | 600.0 | 0.0 | 0.0 | 700.0 | 900.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest debtors | 1.1 | 0.8 | 0.0 | 0.0 | 1.0 | 1.2 |
| Allowance for write-offs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net unrealized gain on valuation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Investments for labor obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current assets | 8.9 | 10.6 | 5.3 | 6.2 | 1.3 | 3.4 |
| Cash and banks | 8.9 | 10.6 | 5.3 | 6.2 | 1.3 | 3.4 |
| Debtors | 4.2 | 35.8 | 1.2 | 0.3 | 0.3 | (1.4) |
| Premium debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Agents and adjusters | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Notes receivable | 0.2 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 4.1 | 35.7 | 1.2 | 0.4 | 0.4 | (1.3) |
| Allowance for write-offs | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unsettled claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unearned premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 2,600.8 |
| Other assets | 102.4 | 49.8 | 78.2 | 99.2 | 130.5 | 59.8 |
| Furniture and equipment (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Foreclosed and repossessed assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 102.4 | 49.8 | 78.2 | 99.2 | 130.5 | 59.8 |
| Total assets | 20,092.2 | 20,332.7 | 20,209.0 | 20,413.6 | 21,087.8 | 21,123.8 |


| LIABILITIES | 4Q09 | 1 Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 14,696.7 | 14,976.5 | 14,854.5 | 14,891.1 | 15,075.4 | 15,214.9 |
| Unearned premiums | 13,874.3 | 14,093.9 | 13,933.4 | 13,919.2 | 14,085.4 | 14,175.2 |
| Life | 13,874.3 | 14,093.9 | 13,933.4 | 13,919.2 | 14,085.4 | 14,175.2 |
| Accident and health | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contractual obligations | 91.8 | 97.5 | 106.6 | 119.0 | 85.4 | 90.5 |
| Losses and maturities | 91.5 | 97.5 | 106.6 | 118.8 | 85.3 | 90.4 |
| Reserve for incurred but not reported losses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Policy dividends | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Managed insurance funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deposits premiums | 0.3 | 0.0 | (0.0) | 0.2 | 0.1 | 0.1 |
| Prevision | 730.6 | 785.1 | 814.5 | 852.9 | 904.6 | 949.2 |
| Prevision | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Catastrophic | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency | 277.5 | 281.9 | 278.7 | 278.4 | 281.7 | 283.5 |
| Specials | 453.2 | 503.2 | 535.8 | 574.5 | 622.9 | 665.7 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 13.1 | 39.2 | 15.1 | 16.6 | 19.2 | 20.7 |
| Agents and adjusters | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 13.0 | 39.1 | 15.1 | 16.6 | 19.2 | 20.7 |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 172.1 | 50.1 | 70.3 | 107.4 | 201.2 | 64.4 |
| Provision for employee profit sharing | 88.0 | 18.3 | 53.2 | 80.1 | 100.9 | 28.1 |
| Other liabilities | 0.0 | 0.1 | 0.1 | 0.0 | 0.2 | 0.2 |
| Deferred credits | 84.2 | 31.7 | 17.1 | 27.3 | 100.1 | 36.2 |
| Total liabilities | 14,881.9 | 15,065.8 | 14,940.0 | 15,015.1 | 15,295.9 | 15,300.1 |
| Stockholders' equity |  |  |  |  |  | 0.0 |
| Paid in capital | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 |
| Capital stock | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 |
| (-)Unsubscribed capital | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 |
| Reserves | 1,944.9 | 1,944.9 | 2,474.1 | 2,474.1 | 2,576.6 | 2,576.6 |
| legal | 725.0 | 725.0 | 819.1 | 819.1 | 819.1 | 819.1 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1,219.9 | 1,219.9 | 1,655.0 | 1,655.0 | 1,757.5 | 1,757.5 |
| Unrealized gain on valuation of real estate | (4.3) | (4.3) | (4.3) | (3.2) | (3.2) | 0.0 |
| Subsidiaries | 1,687.1 | 1,687.1 | 2,276.3 | 2,272.4 | 2,272.4 | 2,271.4 |
| Retained earnings | (467.2) | 474.3 | (644.1) | (644.1) | (746.7) | (101.6) |
| Net income | 941.4 | 56.5 | 58.7 | 191.0 | 584.4 | (31.1) |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,210.3 | 5,266.9 | 5,269.0 | 5,398.5 | 5,791.9 | 5,823.7 |
| Total liabilities and stockholders' equity | 20,092.2 | 20,332.7 | 20,209.0 | 20,413.6 | 21,087.8 | 21,123.8 |

Fianzas Guardiana-Inbursa
Income Statement

| Million Pesos | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums accepted | 248.1 | 199.9 | 173.5 | 198.3 | 391.4 | 317.7 |
| Premiums ceded | 24.0 | 33.0 | 21.2 | 23.4 | 22.4 | 32.4 |
| RETAINED PREMIUMS | 224.1 | 166.9 | 152.3 | 174.9 | 369.0 | 285.3 |
| Application of reserve for outstanding bonds | 0.1 | (25.3) | (28.5) | (2.2) | 127.0 | 43.7 |
| NET PREMIUM REVENUES | 223.9 | 192.2 | 180.8 | 177.1 | 242.0 | 241.5 |
| Net Acquisition Cost | (26.8) | (10.4) | (10.5) | (8.8) | 45.1 | 8.7 |
| Comisions to agents | 0.1 | 0.2 | 0.1 | 0.6 | 0.3 | 0.2 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (13.6) | (13.7) | (8.6) | (9.3) | (12.6) | (13.6) |
| Others | (13.3) | 3.1 | (2.0) | 0.0 | 57.4 | 22.1 |
| Claims | 166.0 | 131.5 | 134.4 | 57.4 | 108.2 | 165.6 |
| Technical Income | 84.7 | 71.1 | 56.9 | 128.4 | 88.7 | 67.3 |
| Net increase in other technical reserves | 25.4 | 18.9 | 17.2 | 19.6 | 42.4 | 32.0 |
| GROSS INCOME | 59.3 | 52.2 | 39.7 | 108.9 | 46.3 | 35.2 |
| Net Operating Expenses | (34.1) | (18.0) | (15.6) | (15.2) | (43.2) | (7.0) |
| Administrative \& operating expenses | (34.4) | (18.3) | (15.9) | (15.6) | (43.6) | (7.4) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 |
| OPERATING INCOME | 93.3 | 70.2 | 55.3 | 124.1 | 89.5 | 42.3 |
| Financial Income | 52.7 | 79.8 | 32.7 | 76.3 | 63.0 | 11.7 |
| On investments | 7.2 | 23.7 | 26.8 | 32.7 | 27.7 | 28.6 |
| Investments sales | 18.6 | 0.0 | 0.2 | 0.0 | 0.0 | 0.0 |
| Investments revaluation | 25.8 | 56.3 | 5.6 | 44.0 | 35.3 | (16.9) |
| Others | 0.0 | 0.0 | 0.0 | (0.4) | 0.0 | 0.1 |
| Repos | 1.2 | (0.3) | 0.1 | (0.0) | 0.0 | (0.2) |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (3.6) |
| INCOME BEFORE TAXES | 146.1 | 149.9 | 88.0 | 200.4 | 152.5 | 50.3 |
| Income taxes | (9.1) | 36.8 | 24.5 | 53.1 | 50.6 | 11.2 |
| Subsidiaries Net Income | 2.8 | (2.5) | (3.1) | 2.4 | 13.7 | 0.0 |
| NET INCOME | 157.9 | 110.6 | 60.4 | 149.6 | 115.6 | 39.1 |

Fianzas Guardiana-Inbursa
bALANCE SHEET
Million Pesos

| ASSETS | 4Q09 | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 2,301.5 | 2,497.2 | 2,593.5 | 2,800.8 | 3,024.0 | 3,033.4 |
| Securities | 1,427.4 | 1,600.8 | 2,294.3 | 2,274.9 | 2,094.5 | 2,112.5 |
| Government | 816.4 | 903.9 | 1,643.1 | 1,586.7 | 1,353.4 | 1,487.2 |
| Private companies | 255.0 | 291.8 | 255.7 | 255.1 | 254.6 | 237.0 |
| Debt Instruments | 30.6 | 28.4 | 29.6 | 29.0 | 28.5 | 27.4 |
| Equities | 224.9 | 263.5 | 226.1 | 226.1 | 226.1 | 209.5 |
| Net unrealized gain on valuation | 353.8 | 402.5 | 384.2 | 430.5 | 479.6 | 383.9 |
| Interest debtors | 2.3 | 2.6 | 11.2 | 2.6 | 7.0 | 4.4 |
| Loans | 654.0 | 676.6 | 79.6 | 306.5 | 710.2 | 701.8 |
| Secured | 51.6 | 72.6 | 75.7 | 66.9 | 65.0 | 65.3 |
| Unsecured | 601.7 | 602.2 | 2.2 | 236.3 | 641.0 | 630.9 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.3 | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 |
| Interest debtors | 0.5 | 1.5 | 1.4 | 2.9 | 4.0 | 5.3 |
| Real estate | 220.0 | 219.9 | 219.7 | 219.5 | 219.3 | 219.1 |
| Real estate | 170.9 | 170.9 | 170.9 | 170.9 | 170.9 | 170.9 |
| Net unrealized gain on valuation | 57.5 | 57.5 | 57.5 | 57.5 | 57.5 | 57.5 |
| Depreciation | (8.3) | (8.5) | (8.7) | (8.9) | (9.1) | (9.3) |
| Investments for labor obligations | 2.7 | 2.6 | 2.6 | 2.7 | 2.8 | 2.9 |
| Current assets | 3.7 | 5.5 | 3.9 | (7.1) | 0.1 | 1.5 |
| Cash and banks | 3.7 | 5.5 | 3.9 | (7.1) | 0.1 | 1.5 |
| Debtors | 224.0 | 142.6 | 161.4 | 176.3 | 263.2 | 251.1 |
| Premium debtors | 202.3 | 135.2 | 153.8 | 158.9 | 253.5 | 243.2 |
| Agents | (0.0) | (0.0) | 0.1 | (0.3) | (0.2) | (0.4) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.3 | 5.8 | 7.3 | 7.4 | 7.4 | 7.4 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 17.5 | 4.7 | 3.3 | 15.2 | 7.9 | 6.3 |
| Allowance for write-offs | (3.0) | (3.0) | (3.1) | (4.9) | (5.3) | (5.3) |
| Rebonders | 249.8 | 247.0 | 252.6 | 254.4 | 264.8 | 256.8 |
| Bonding companies | 9.6 | 1.5 | 0.1 | 0.1 | 7.1 | 2.4 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.1) | (4.1) | (4.3) | (4.7) | (4.7) | (4.7) |
| Participation in rebonding | 244.4 | 249.7 | 256.9 | 259.1 | 262.4 | 259.2 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 91.9 |
| Other assets | 166.6 | 160.3 | 121.8 | 135.9 | 172.2 | 104.7 |
| Furniture and equipment (net) | 2.3 | 2.2 | 2.0 | 1.8 | 1.6 | 1.5 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 162.8 | 156.7 | 118.3 | 132.6 | 169.1 | 101.8 |
| Total assets | 2,948.2 | 3,055.2 | 3,135.8 | 3,363.0 | 3,727.1 | 3,742.3 |


| LIABILITIES | 4Q09 | 1 Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 941.3 | 939.0 | 935.7 | 954.9 | 1,127.1 | 1,198.9 |
| Current bonds | 628.7 | 607.7 | 587.1 | 586.8 | 716.7 | 756.6 |
| Contingency bonds | 312.6 | 331.2 | 348.6 | 368.1 | 410.4 | 442.3 |
| Provision for labor obligations at retirement | 1.5 | 1.4 | 1.4 | 1.5 | 1.5 | 1.6 |
| Creditors | 16.1 | 6.8 | 8.2 | 7.5 | 24.4 | 45.0 |
| Agents and adjusters | 0.4 | 0.4 | 0.4 | 0.2 | 0.1 | 0.2 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 15.7 | 6.4 | 7.8 | 7.3 | 24.3 | 44.8 |
| Rebonders | 11.1 | 21.1 | 20.0 | 23.3 | 13.0 | 19.9 |
| Bonding companies | 8.8 | 18.8 | 17.7 | 21.0 | 10.7 | 17.6 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Other liabilities | 112.5 | 110.6 | 133.8 | 189.6 | 259.2 | 127.1 |
| Provision for employee profit sharing \& incurred income Tax | 40.8 | 39.5 | 58.3 | 106.0 | 147.5 | 26.7 |
| Other liabilities | 42.1 | 33.5 | 32.2 | 34.9 | 53.9 | 56.2 |
| Deferred credits | 29.5 | 37.6 | 43.4 | 48.7 | 57.8 | 44.3 |
| Total liabilities | 1,082.5 | 1,078.9 | 1,099.1 | 1,176.8 | 1,425.3 | 1,392.5 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Capital stock | $193.2$ | $193.2$ | $193.2$ | $193.2$ | $193.2$ | $193.2$ |
| (-)Unsubscribed capital | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) |
| Reserves | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| legal | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Unrealized gain on valuation of real estate | (12.9) | (12.9) | (12.9) | (12.8) | (12.8) | (12.7) |
| Subsidiaries | 58.8 | 58.8 | 83.0 | 82.9 | 82.9 | 82.9 |
| Retained earnings | 1,100.4 | 1,447.0 | 1,422.7 | 1,422.7 | 1,422.7 | 1,867.7 |
| Net income | 346.6 | 110.6 | 171.0 | 320.6 | 436.2 | 39.2 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 1,865.7 | 1,976.3 | 2,036.7 | 2,186.2 | 2,301.9 | 2,349.8 |
| Total liabilities and stockholders' equity | 2,948.2 | 3,055.2 | 3,135.8 | 3,363.0 | 3,727.1 | 3,742.3 |


[^0]:    - Starting 2011, Financial Groups CNBV consolidation rules changed. Consolidated GFI Financial Statement now include Seguros Inbursa, Fianzas Guardiana Inbursa and Pensiones Inbursa figures which used to be accounted through the equity method, until 2010.
    All amounts included in this report are expressed in nominal pesos and are not audited.
    - This press release is presented under regulation 1488 of the CNBV.
    - As required by regulation 1488 of the CNBV, the financial margin includes only the commissions and fees involved in interest related earnings.

[^1]:    * In $4 Q 08$ Banco Inbursa start to register according to the CNBV regulation instead of registering as past due loan the full amount the day after ant default.

[^2]:    ${ }^{(1)}$ Value at Risk for 1 day with a confidence level of 95\% and using LTM information
    ${ }^{(2)}$ December 2010 TIER 1 CAPITAL

