Mexico City, April 30, 2012.- Grupo Financiero Inbursa reported today results for the first quarter of 2012.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$2,504 MM Ps in March 2012 vs 2,034 MM Ps in March 2011.
\$2,166.8 MM Ps GFI dividend payment

Appointment of Mr. Javier On April 23th, 2012 Grupo Financiero Inbursa's Board of Directors Foncerrada Izquierdo as CEO of Grupo Financiero Inbursa:
"Transfer": Mobile phone checking account platform

Consumer Loans increased 14\% (Mar-12 vs Mar-2011):
-99,561 total auto related clients
-9,996 more SME's clients reaching a total of 42,906
-10,876 more payroll clients reaching a total of 66,513

Seguros Inbursa's total premiums reached \$4,475 MM Ps in Mar-12, a 15\% increase compared with Mar-11.

Grupo Financiero Inbursa posted profits of $\$ 2,503 \mathrm{MM}$ Ps in Mar12 vs $\$ 2,034$ MM Ps in Mar-11. This result is explained by a $27 \%$ operating income increase reaching $\$ 3,068 \mathrm{MM}$ Ps, a consequence of a sound financial margin and more market related income. It's worth mentioning that this result was achieved even though $22 \%$ more reserves creation from $\$ 2,624$ MM Ps in $1 Q 11$ to $\$ 3,208$ MM Ps in $1 Q 12$.

On April 25 ${ }^{\text {th }}$ 2012, Grupo Financiero Inbursa's shareholders meeting approved a $\$ 0.325$ per share dividend payment for the $6,667^{\circ} 027,948$ total shares that represents $\$ 2,166.8 \mathrm{MM}$ Ps that will be paid in May 2012. meeting approved Mr. Javier Foncerrada Izquierdo as CEO of Grupo Financiero Inbursa in replacement of Mr. Marco Antonio Slim Domit. Mr. Foncerrada will continue to carry out its duties as CEO of Banco Inbursa. Mr. Marco Antonio Slim Domit will remain as Chairman of the Board of Directors of Grupo Financiero Inbursa, contributing actively in the development of the group. In this regard, we would like to inform that Mr. Eduardo Valdés Acra will continue as Vice-Chairman of the Board of Directors of Grupo Financiero Inbursa.

On April 2012, Inbursa together with America Movil and Banamex (Citi) launched a new mobile phone checking account platform.

Consumer loans grew $14 \%$ in Mar-12 when compared with Mar11. Auto related loans increased $12 \%$ in Mar-12 vs Mar-11 reaching \$13,234 MM Ps. Small and Medium Enterprises loans grew from $\$ 3,287$ MM Ps in Mar-1 1 to $\$ 4,344$ MM Ps in Mar-12, a $32 \%$ growth. While payroll loans increased $44 \%$ in Mar-12 vs Mar11 reaching \$1,877 MM Ps.

Seguros Inbursa's total premiums increased 15.3\% in Mar-12 compared with Mar-11, a consequence of growths in all lines of businesses ( $\mathrm{P} \& \mathrm{C}$ grew $24 \%$ and autos $12 \%$ ) with a sound combined ratio of $87.5 \%$.

[^0]|  | GFINBUR"O" <br> (Stock Price) | CNBV GAAP |
| :---: | :---: | :---: |
| Employees Mar'12 <br> \# clients (MM) 6.669 <br> Branches 6.7 <br> ATM's 274 <br> Sales force 720 |  | Mkt Value/Book Value 2.33 <br> Stock price (Mar"12) 26.37 <br> Outstanding shares ('000) 6.667 <br> Debt Rating (Banco Inbursa)  <br> S \& P  <br> HR Ratings BBB/mxAAA |

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

Net Income

| MM Ps. | 1 Q12 |  | 4Q11 | \% chg vs. | 1Q11 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% | \$ | 4Q11 | \$ | 1Q11 |
| Banco Inbursa | 1,163.1 | 46\% | 1,773.1 | -34\% | 1,157.8 | 0\% |
| Operadora | 78.9 | 3\% | 79.2 | 0\% | 95.0 | -17\% |
| Seguros | 492.7 | 20\% | 391.4 | 26\% | 471.4 | 5\% |
| Pensiones | 423.9 | 17\% | 403.6 | 5\% | (31.1) | N.A. |
| Fianzas | 58.8 | 2\% | 92.9 | -37\% | 39.1 | 50\% |
| Inversora | 206.9 | 8\% | 164.8 | 26\% | 240.4 | -14\% |
| Others | 80.0 | 3\% | 142.1 | -44\% | 61.3 | 31\% |
| Total | 2,504.3 | 100\% | 3,046.9 | -18\% | 2,033.9 | 23\% |

Grupo Financiero Inbursa posted profits of $\$ 2,503$ MM Ps in Mar-12 vs $\$ 2,034$ MM Ps in Mar-11. This result is explained by a $27 \%$ operating income increase reaching $\$ 3,068 \mathrm{MM} \mathrm{Ps}$, a consequence of a sound financial margin and more market related income. It's worth mentioning that this result was achieved even though $22 \%$ more reserves creation from $\$ 2,624 \mathrm{MM}$ Ps in $1 Q 11$ to $\$ 3,208 \mathrm{MM}$ Ps in $1 Q 12$.

## Estimated Cash Flow

| Million Pesos | 12M10 | 12M11 | 3M11 | 3M12 |
| :---: | :---: | :---: | :---: | :---: |
| + Interest Income | 19,987.7 | 20,538.8 | 5,155.9 | 5,190.9 |
| + Premiums written (Net) | 10,989.2 | 13,277.8 | 3,414.7 | 3,843.1 |
| - Interest Expense | 9,182.7 | 8,798.0 | 2,192.6 | 2,449.9 |
| - Increased in reserve for unearned premiums | 1,766.7 | 2,622.4 | 922.0 | 1,002.8 |
| - Cost of claims and contractual obligations (net) | 7,610.7 | 9,002.9 | 1,973.7 | 2,125.2 |
| $=$ Financial Margin | 12,416.9 | 13,393.4 | 3,482.3 | 3,456.2 |
| + Commissions \& Fees | 1,342.8 | 1,454.2 | 157.9 | 257.7 |
| + Subsidiaries Income | 425.1 | 479.0 | 117.4 | 195.6 |
| - General Expenses | 5,682.0 | 6,033.6 | 1,545.9 | 1,717.5 |
| - Taxes | 1,963.5 | 2,032.0 | 331.2 | 461.1 |
| = Operating Cash Flow | 6,539.2 | 7,260.8 | 1,880.4 | 1,730.8 |
| + Market related Income | 6,404.6 | 1,127.2 | 2,029.7 | 3,276.1 |
| = Free Cash Flow | 12,943.9 | 8,388.0 | 3,910.2 | 5,006.9 |

## Investment by Company

| MM Ps. | $1 Q 12$ |  |  | 4Q11 | \% chg vs. | 1Q11 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ |  | \% | \$ | 4Q11 | \$ | 1Q11 |
| Banco Inbursa Consolidated | 52,372.3 |  | 69\% | 51,183.1 | 2\% | 48,623.2 | 8\% |
| Afore | 1,787.6 |  | 2\% | 1,637.0 | 9\% | 1,891.4 | -5\% |
| Sinca | 4,713.2 |  | 6\% | 4,573.6 | 3\% | 4,281.6 | 10\% |
| Inmobiliaria | 989.8 |  | 1\% | 982.0 | 1\% | 967.5 | 3\% |
| Operadora | 1,118.6 |  | 1\% | 1,039.7 | 8\% | 1,075.1 | 4\% |
| Seguros Inbursa Consolidatec | 8,101.1 |  | 11\% | 7,601.1 | 7\% | 7,153.2 | 13\% |
| Patrim onial Salud | $\begin{gathered} 1,969.0 \\ 130.0 \end{gathered}$ |  | $\begin{aligned} & 3 \% \\ & 0 \% \end{aligned}$ | $\begin{gathered} 1,936.0 \\ 134.0 \end{gathered}$ | $\begin{gathered} 2 \% \\ -3 \% \end{gathered}$ | $\begin{gathered} 1,684.0 \\ 150.0 \end{gathered}$ | $\begin{gathered} 17 \% \\ -13 \% \end{gathered}$ |
| Pensiones Inbursa Consolidatt | 6,471.7 |  | 9\% | 6,096.7 | 6\% | 5,823.7 | 11\% |
| Promotora | 3,096.6 | * | 4\% | 2,792.9 | 11\% | 2,776.2 | 12\% |
| Fianzas | 2,488.5 |  | 3\% | 2,430.4 | 2\% | 2,349.8 | 6\% |
| Inversora | 3,712.6 |  | 5\% | 3,548.7 | 5\% | 5,110.3 | -27\% |
| Holding company and others | 1,350.1 |  | 2\% | 1,297.8 | 4\% | 1,102.5 | 22\% |
| Total | 75,614.9 |  | 100\% | 73,197.5 | 3\% | 71,237.8 | 6\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$75,615 MM Ps as of March 2012, a 6\% increase relative to the same period of the previous year. It's worth mentioning that in May 2011, GFI paid a \$2,000 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 9\%.


## Sources \& Uses of Funds (MM Ps as of March 2012)

|  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' Equity | Debt | Reserves | SOURCES <br> Deferred <br> Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 52,372.3 | 154,415.1 | 23,397.4 | 995.3 |  | 6,013.3 | 237,193.4 |
| Seguros and Patrimonial Inbursa | 8,101.1 |  | 37,424.9 | 1,398.0 |  | 6,999.5 | 53,923.4 |
| Pensiones Inbursa | 6,471.7 |  | 15,446.5 | 30.3 |  | 184.4 | 22,132.9 |
| Inversora Bursátil | 3,712.6 | 78.3 |  | 415.8 | 30,279.1 | 144.3 | 34,630.1 |
| Operadora Inbursa | 1,118.6 |  |  | 157.7 |  | 50.9 | 1,327.2 |
| Fianzas G-Inbursa | 2,488.5 |  | 1,456.3 | 51.7 |  | 147.3 | 4,143.9 |
| Others | 1,350.1 |  |  |  |  |  | 1,350.1 |
| TOTAL | 75,614.9 | 154,493.4 | 77,725.1 | 3,048.9 | 30,279.1 | 13,539.7 | 354,701.1 |
|  |  |  |  | USES |  |  |  |
|  | Investment* Portfolio | Loan Portfolio | Fixed Income MM Porffolio | Fixed Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 5,828.6 | 169,774.3 | 34,353.0 | 1,462.8 |  | 25,774.7 | 237,193.4 |
| Seguros and Patrimonial Inbursa | 8,412.9 | 2,978.8 | 19,201.0 | 2,321.1 |  | 21,009.8 | 53,923.4 |
| Pensiones Inbursa | 3,452.4 |  | 15,622.7 |  |  | 3,057.8 | 22,132.9 |
| Inversora Bursátil | 79.2 |  | 33,785.5 | 20.4 | 1.0 | 744.0 | 34,630.1 |
| Operadora Inbursa | 362.7 |  | 900.7 |  |  | 63.7 | 1,327.2 |
| Fianzas G-Inbursa | 610.0 | 813.5 | 1,461.2 | 541.8 |  | 717.4 | 4,143.9 |
| Others |  |  |  |  |  | 1,350.1 | 1,350.1 |
| TOTAL | 18,745.8 | 173,566.5 | 105,324.1 | 4,346.1 | 1.0 | 52,717.5 | 354,701.1 |

[^1]
## BANCO INBURSA <br> (Commercial \& Investment Banking)

Banco Inbursa posted profits of $\$ 1,163 \mathrm{MM}$ Ps in Mar-12. This result is explained by a $14 \%$ increased in commissions and tariffs from $\$ 569$ MM Ps in $1 Q 11$ to $\$ 646$ MM Ps in $1 Q 12$ and more market related income mainly due to the increase of long term interest rates, both in pesos and in USD that affected the marking to market of the long term fixed rates funding position. It's important to note that Banco Inbursa net income includes $\$ 533$ MM Ps more reserve creations if compared with the same period of the previous year.

Consumer loans grew 14\% in Mar-12 when compared with Mar-11. Auto related loans increased $12 \%$ in Mar-12 vs Mar-11 reaching $\$ 13,234$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,287 \mathrm{MM}$ Ps in mar-1 1 to $\$ 4,344$ MM Ps in Mar-12, a $32 \%$ growth. While payroll loans increased $44 \%$ in Mar-12 vs Mar-1 1 reaching \$1,877 MM Ps.

## Financial Margin

As of March 2012 financial margin stood at \$2,194 MM Ps, very similar it compared with the same period of the previous year

## Market Related Income

Banco Inbursa posted market related profits of \$1,537 MM Ps in March 2012 compared with \$916 MM Ps in March 2011 mainly due to the increase of long term interest rates, both in pesos and in USD that affected the marking to market of the long term fixed rates funding position.

## Loan Loss Reserves

Loan loss reserves increased \$2,157 MM Ps during 1Q12, reaching $\$ 23,397$ MM Ps. On an accumulated basis this amount represents 4.1 times non-performing loans and $14 \%$ of total loans.

## General Expenses

General expenses increased $13 \%$ in Mar-12 vs Mar11 mainly to the consolidation of CF Credit into the bank that was in Promotora Inbursa in 2011.

Risk Adjusted Net Interest Income

| MM Ps | $1 Q 12$ | 4Q11 | 1211 |
| :---: | :---: | :---: | :---: |
| Interest Income | 4,236.4 | 3,967.4 | 4,187.1 |
| Interest on loans | 3,129.0 | 2,989.1 | 3,280.3 |
| Repo's interest income | 467.7 | 330.9 | 306.9 |
| Others | 639.7 | 647.4 | 599.9 |
| Interest Expenses | $(2,042.0)$ | $(1,917.4)$ | $(1,892.7)$ |
| Interest on deposits \& funding | $(1,646.5)$ | $(1,430.8)$ | $(1,621.9)$ |
| Repo's interest expense | (395.5) | (486.6) | (270.8) |
| Financial Margin | 2,194.4 | 2,050.0 | 2,294.4 |
| Loan Loss Reserves (Net) | (2,157.0) | $(1,219.5)$ | $(1,624.1)$ |
| Risk Adjusted Net Interest Income | 37.4 | 830.5 | 670.3 |
| Commissions and fees | 646.1 | 859.6 | 569.1 |
| Market related income | 1,537.1 | 1,147.4 | 915.7 |
| Operating Revenues | 2,220.6 | 2,837.5 | 2,155.1 |

## General Expenses and Acquisition

 Cost| MM Ps | 1Q12 | 4Q11 | 1 Q11 |
| :---: | :---: | :---: | :---: |
| Personnel | 19.2 | 18.9 | 15.5 |
| Administrative Expenses | 821.8 | 802.1 | 703.3 |
| Acquisition Cost Others | $\begin{aligned} & 136.4 \\ & 685.3 \end{aligned}$ | $\begin{aligned} & 151.6 \\ & 650.5 \end{aligned}$ | $\begin{aligned} & 159.1 \\ & 547.1 \end{aligned}$ |
| Contributions to IPAB | 125.7 | 101.3 | 133.4 |
| Depreciations and Amortizations | 37.9 | 33.0 | 34.8 |
| General Expenses | 1,004.5 | 955.3 | 887.0 |

## Other Income (Expenses) \& Earnings from Subsidiaries

Income Statement Selected Figures

| MM Ps | $1 Q 12$ | $4 Q 11$ | $1 Q 11$ |
| :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 205.9 | 13.8 | 116.0 |
| Sinca Inbursa | 139.6 | 77.2 | 71.7 |
| Afore Inbursa | 150.6 | 190.6 | 180.7 |

## Sinca Inbursa

Sinca Inbursa posted profits of \$140 MM Ps in Mar-12 compared with 72 MM Ps in Mar-11. It's important mentioning that Sinca Inbursa sold its position of Cicsa during the quarter.

## Current Investment Portfolio

| MM PS | Description | Acquisition Date | \% Shares | Book Value Investment | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Infrastructure \& Transport |  |  |  |  |  |
| 1.1 Infraestructura y Transporte México, S.A. de C.V. y Subsidiarias | Railroad | NOV 2005 | 8.25\% | 1,076 | 24.3\% |
| 1.2 Holding Gasinmex, S.A. de C.V. | Infrastructure | MAR 2010 | 17.29\% | 915 | 20.7\% |
| 1.3 Grupo IDESA, S.A. de C.V. y Subsidiarias | Petrochemical | AUG 2006 | 19.08\% | 458 | 10.3\% |
| 1.4 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.8\% |
| Total |  |  |  | 2,662 | 60.1\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 50.00\% | 354 | 8.0\% |
| 2.2 Grupo Landsteiner y Subsidiarias | Health | JUN 2008 | 27.51\% | 286 | 6.5\% |
| 2.3 Enesa, S.A. de C.V. | Health | DIC 2010 | 25.00\% | 250 | 5.6\% |
| 2.4 Progenika, S.A. de C.V. | Health | AUG 2010 | 10.00\% | 19 | 0.4\% |
| Total |  |  |  | 909 | 20.5\% |
| 3. Software |  |  |  |  |  |
| 3.1 Soluciones Salica, S.A. de C.V. | Software | JUN 2011 | 64.00\% | 340 | 7.7\% |
| 3.2 Hilderbrando, S.A. de C.V. | Software | APR 2009 | 15.46\% | 233 | 5.3\% |
| Total |  |  |  | 573 | 12.9\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Pure Leasing, S.A. de C.V. | Leasing | JAN 2006 | 24.00\% | 62 | 1.4\% |
| 4.2 Sociedad Financiera Campesina, S.A. de C.V. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 71 | 1.6\% |
| 5. Content |  |  |  |  |  |
| 5.1 Quality Films S. de R.L. de C.V. | Content | DEC 2005 | 30.00\% | 61 | 1.4\% |
| 5.2 Argos Comunicación, S.A. de C.V. y Subsidiarias | Content | MAR 2007 | 33.00\% | 41 | 0.9\% |
| 5.3 Movie Risk, S.A. de C.V. | Content | DEC 2007 | 99.99\% | 110 | 2.5\% |
| Total |  |  |  | 212 | 4.8\% |
| TOTA |  |  |  | 4,427 |  |

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 with the exception of the CICSA stake which is marked to market.

Loan Portfolio and Asset Quality
Total loan portfolio stood at \$169,774 MM Ps in Mar-12 compared with \$170,976 MM Ps in Mar11. Commercial and consumer portfolio increased $6 \%$ and $10 \%$, respectively. It's important to point out that governmental portfolio decreased 42\%.

Consumer loans grew 14\% in Mar-12 when compared with Mar-11. Auto related loans increased $12 \%$ in Mar-12 vs Mar-11 reaching $\$ 13,234$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,287 \mathrm{MM}$ Ps in mar- 11 to $\$ 4,344$ MM Ps in Mar-12, a $32 \%$ growth. While payroll loans increased $44 \%$ in Mar-12 vs Mar-11 reaching \$1,877 MM Ps.

Peso loan portfolio represented $65 \%$ of total loans.

Loan loss reserves grew from $\$ 20,005$ MM Ps in Mar-17 to \$23,397 MM Ps in Mar-12, representing a $17 \%$ increase and a coverage ratio to non performing loans of 4.1 times and $14 \%$ of total loans.

## Loan Portfolio

| MM Ps | 1 Q12 | \% | 4Q11 | \% | 1Q11 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL LOAN PORTFOLIO | 169,774 | 100\% | 173,877 | 100\% | 170,976 | 100\% |
| Commercial | 130,873 | 77\% | 134,509 | 77\% | 124,264 | 73\% |
| Financial Institutions | 9,584 | 6\% | 10,329 | 6\% | 10,798 | 6\% |
| Consumer | 9,344 | 6\% | 8,857 | 5\% | 8,592 | 5\% |
| Housing | 1,223 | 1\% | 1,215 | 1\% | 1,189 | 1\% |
| Governmental | 13,099 | 8\% | 13,912 | 8\% | 22,497 | 13\% |
| PASt due loans | 5,651 | 3.3\% | 5,055 | 2.9\% | 3,636 | 2.1\% |
| LOAN LOSS RESERVES | 23,397 | 14\% | 22,488 | 13\% | 20,005 | 12\% |
|  | 1Q12 |  | 4Q11 |  | 1Q11 |  |
| Pesos | 65\% |  | 66\% |  | 72\% |  |
| USD | 35\% |  | 34\% |  | 28\% |  |
| Secured* | 85\% |  | 84\% |  | 84\% |  |
| Unsecured | 15\% |  | 16\% |  | 16\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Banco Inbursa Selected Ratios

|  | $1 Q 12$ | $1 Q 11$ | System <br> $4 Q 11$ |
| :--- | :---: | :---: | :---: |
| Loans / Total Assets | $71.6 \%$ | $75.0 \%$ | $40.9 \%$ |
| NPL / Loan Portfolio | $3.3 \%$ | $2.1 \%$ | $2.5 \%$ |
| LLR / NPL (times) | 4.1 | 5.5 | 1.9 |

## Non Performing Loans

At the end of the quarter, non performing loans stood at \$5,651 MM Ps.


## Commercial Lending

Banco Inbursa ranked $4^{\text {th }}$ in the Mexican banking system in commercial lending with a $12.5 \%$ market share as of December 2011. Loan portfolio remains well diversified in many sectors such as shown.

## Capitalization

Banco Inbursa registered a 21.0\% TIER 1 Capital ratio as of February 2012. This figure compares positively with the 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 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
29-Feb-12 30 -Nov-11 28 -Feb- 11

| Credit Risk Assets | $\mathbf{1 4 5 , 6 2 1 . 0}$ | $\mathbf{1 5 3 , 8 7 2 . 4}$ | $\mathbf{1 2 7 , 4 4 1 . 0}$ |
| :--- | :---: | :---: | :---: |
| Tier 1 Capital | $29.8 \%$ | $27.3 \%$ | $32.0 \%$ |
| Net Capital | $30.0 \%$ | $27.5 \%$ | $32.4 \%$ |
| Total Risk Assets | $\mathbf{2 0 6 , 1 9 6 . 6}$ | $\mathbf{2 0 9 , 0 2 6 . 9}$ | $\mathbf{1 7 8 , 5 9 6 . 3}$ |
| Tier 1 Capital | $21.0 \%$ | $20.1 \%$ | $22.8 \%$ |
| Net Capital | $21.2 \%$ | $20.3 \%$ | $23.1 \%$ |

Value at Risk 1 Q12 (MM Ps)

| TYPE OF RISK | MARKET <br> VALUE | VALUE AT <br> RISK ${ }^{(1)}$ | \% VAR vs <br> TIER 1 <br> CAPITAL |
| :--- | :---: | :---: | :---: |
| Forex | 6,474 | 77 | $0.18 \%$ |
| Fixed Income | 13,145 | 111 | $0.26 \%$ |
| Derivatives | $(1,582)$ | 873 | $2.03 \%$ |
| Equity | 323 | 3 | $0.01 \%$ |
| Banco Inbursa | 18,428 | 656 | $1.53 \%$ |
| TIER 1 CAPITAL ${ }^{(2)}$ | 42,900 |  |  |

${ }^{(1)}$ Value at Risk for 1 day with a confidence lev el of $95 \%$ and using LTM information
(2) December 2011 TIER 1 CAPITAL

## Loan Portfolio 1Q12 (MM Ps)

| Currency | Loan Portfolio* | Past Due Loans | Loan Loss Reserves | oan Loss Reserve vs Loan Portfolio (\%) | Loan Loss Resive vs Past Due Loans |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MXP | 119,409 | 4,316 | 14,716 | 12.32\% | 3.4 |
| USD* | 56,547 | 1,332 | 8,681 | 15.35\% | 6.5 |
| UDI's** | 3 | 2 | 1 | 22.40\% | 0.3 |
| Total | 175,959 | 5,651 | 23,397 | 13.30\% | 4.1 |

## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 1 Q12 | \% | 4Q11 | \% chg vs. 4Q11 | 1 Q11 | \% chg vs. $1 Q 11$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 22,798 | 100\% | 21,471 | 6\% | 19,945 | 14\% |
| Car loans | 13,234 | 58\% | 12,529 | 6\% | 11,854 | 12\% |
| Small and medium companies | 4,344 | 「19\% | 3,940 | 10\% | 3,287 | 32\% |
| Mortgages | 1,478 | 6\% | 1,482 | 0\% | 1,475 | 0\% |
| Payroll | 1,877 | 8\% | 1,627 | 15\% | 1,305 | 44\% |
| Credit Card | 1,865 | 8\% | 1,893 | -1\% | 2,024 | -8\% |

## Loan Portfolio (Clients)

| Clients | 1 Q12 | \% | 4Q11 | \% chg vs. 4Q11 | 1 121 | \% chg vs. 1Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 588,410 | 100\% | 581,696 | 1\% | 574,701 | 2\% |
| Car loans | 99,561 | 17\% | 95,384 | 4\% | 97,250 | 2\% |
| Small and medium companies | 43,906 | ${ }^{7} 7 \%$ | 42,363 | 4\% | 33,910 | 29\% |
| Mortgages | 2,338 | 0\% | 2,351 | -1\% | 2,345 | 0\% |
| Payroll | 66,513 | 11\% | 63,542 | 5\% | 55,637 | 20\% |
| Credit Card | 376,092 | 64\% | 378,056 | -1\% | 385,559 | -2\% |

## AFORE INBURSA <br> (Pension Funds)

Afore Inbursa net income posted profits of $\$ 150.6$ MM Ps in in $1 Q 12$ compared with $\$ 180.7 \mathrm{MM}$ Ps in $1 Q 11$. Acquisition cost stood in very low levels if compared with $4 Q 11$ and $1 Q 11$, respectively.

## Affiliate Base \& Assets Under Management

Assets under management reached $\$ 98,880$ MM Ps in Mar-12, a 14\% decrease if compared with same period last year.

Assets under management market share stood at $7.4 \%$ in Mar-12. Afore Inbursa is ranked in the fifth place in the Afore system measured by assets under management.

Affiliate base amounted to 584,460 clients in Mar-12.

Active workers base was $51.88 \%$ in Mar- 12 vs 27.17\%, in Dec-17.

Acquisition costs was $\$ 58$ MM Ps in Mar-12 compared with $\$ 31$ MM Ps in Mar- 11.

Stockholders' equity stood at \$1,788 MM Ps in Mar-12, 5\% decrease relative to the same period last year. It's worth mentioning that in May 2011, Afore Inbursa paid a \$800 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 37\%.

## Net Income

During 1Q12, net income reached \$151
MM Ps compared with \$181 MM Ps in 1Q11.


## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursás total premiums increased from \$3,880 MM Ps in Mar-11 to \$4,475 MM Ps in Mar12 , a $15 \%$ growth. This is mainly explained by growths of $24 \%, 12 \%$ and $28 \%$ in $\mathrm{P} \& \mathrm{C}$, autos and accidents and health, respectively with a very sound combined ratio of $87.5 \%$ as of March 2012, that compares with $93.5 \%$ in March 2011. Net income stood at $\$ 492 \mathrm{MM}$ Ps at the end of 1 Q12 compared with $\$ 471$ in $1 Q 11$. This result was achieved even though $23 \%$ more reserves creation.

## Financial Information

| MM Ps | 1Q12 | 4Q11 | 1Q11 |
| :--- | :---: | :---: | :---: |
| Direct Premiums | $4,475.1$ | $3,409.1$ | $3,880.0$ |
| Reserves Provisions | 636.6 | 316.2 | 516.7 |
| Technical Income | 566.3 | 271.9 | 326.3 |
| Net Financial Income | 565.1 | 532.6 | 693.4 |
| Net Income | 492.7 | 391.4 | 471.4 |
| Assets | $53,923.4$ | $55,865.7$ | $41,960.1$ |
| Investments | $27,613.8$ | $26,371.7$ | $24,665.9$ |
| Reserves | $37,424.9$ | $38,575.8$ | $29,468.5$ |
| Stockholders' Equity | $8,101.1$ | $7,601.1$ | $7,153.2$ |

Premiums Breakdown

| Line of business | $\begin{aligned} & \text { Breakdown } \\ & 3 \mathrm{M} 12 \end{aligned}$ | $\begin{aligned} & \text { Growth Rate } \\ & \text { 3M12 vs } \\ & 3 \mathrm{M} 11 \end{aligned}$ | $\begin{aligned} & \text { Combined } \\ & \text { Ratio } \\ & \text { 3M12 } \end{aligned}$ | Combined Ratio 3M11 | Combined Ratio 3M12 | Breakdown 3M12 | Growth Rate 3M12 vs 3 M 11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C | 39.0\% | 24.0\% | 45.9\% | 47.9\% | 51.5\% | 38.7\% | 22.2\% |
| Automobile | 31.3\% | 12.2\% | 87.1\% | 85.3\% | 85.3\% | 28.5\% | 12.3\% |
| Life | 19.2\% | 0.2\% | 118.6\% | 133.5\% | 115.3\% | 23.1\% | 3.7\% |
| A \& H | 10.5\% | 27.9\% | 88.5\% | 92.7\% | 92.6\% | 9.7\% | 27.8\% |
| Total | 100.0\% | 15.3\% | 87.5\% | 93.5\% | 91.0\% | 100.0\% | 15.0\% |

Stockholders' equity of Seguros Inbursa stood at \$8,101 MM Ps in March 2012 compared with \$7,153 MM Ps in March 2011, a 13\% increase.

## PENSIONES INBURSA <br> \section*{(Annuities)}

Pensiones Inbursa's net income posted profits of \$424 MM Ps in Mar-12 compared with losses of $\$ 31 \mathrm{MM}$ Ps in the same period last year, mainly explained by unrealized gains in stocks valuations. Stockholders equity reached \$6,472 MM Ps in March 2012 compared with $\$ 5,824 \mathrm{MM}$ Ps in March 2011, a $11 \%$ increase.

## Selected Financial Information

| MM Ps | $1 Q 12$ | $\mathbf{4 Q 1 1}$ | $1 Q 11$ |
| :--- | :---: | :---: | :---: |
| Direct Premiums | 7.9 | 8.6 | 8.2 |
| Reserves Provisions | 109.5 | 221.5 | 94.2 |
| Acquisition cost | 0.0 | 0.0 | 0.0 |
| Technical Income | $(329.2)$ | $(428.1)$ | $(307.2)$ |
| Net Financial | 485.9 | 608.0 | 453.2 |
| Income | 423.9 | 403.6 | $(31.1)$ |
| Net Income | $22,132.9$ | $21,581.4$ | $21,123.8$ |
| Assets | $19,075.1$ | $18,838.4$ | $18,461.2$ |
| Investments | $15,446.5$ | $15,320.4$ | $15,214.9$ |
| Reserves | $6,471.7$ | $6,096.7$ | $5,823.7$ |

## OPERADORA INBURSA

 (Mutual Funds)Assets under management stood at \$86,108.2 MM Ps at the end of March 2012 compared with 83,047 MM Ps in March 2011, 4\% more.

FONDO INBURSA
March, 2012

Inbursa holds the highest profitability in
USD for the last 31 years
(Mar'81-Mar '12)

Compound Annual Return


| Mutual Funds (March, 2012) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 4,913.9 | 3.00\% | 3.58\% |  |
| InBUREX | Fixed Income | 11,984.6 | 4.47\% | 3.92\% |  |
| INBUMAX | Fixed Income | 10,614.2 | 3.87\% | 3.58\% |  |
| INBURSA | Stock's, Bonds | 12,179.0 | 16.16\% | 13.11\% |  |
| FONIBUR | Stock's, Bonds | 20,072.1 | 17.94\% | 13.11\% | 6.11\% |
| IBUPLUS | Stock's, Bonds | 26,120.6 | 17.04\% | 13.00\% |  |

## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of $\$ 207$ MM Ps in 1 Q12 vs $\$ 240$ MM Ps in 1Q11. These result is mainly explained by less favorable market conditions. Stockholders' equity stood at \$3,713 MM Ps in Mar-12, $27 \%$ decrease relative to the same period of the previous year. It's worth mentioning that in May 2011, Inversora Bursatil paid a \$1,770 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 7\%.

| Select Figures |  |  |  |
| :---: | :---: | :---: | :---: |
| MM Ps. | 1Q12 | 4Q11 | 1211 |
| Operating Margin | 285.3 | 224.5 | 327.0 |
| Interest Income | 796.3 | 594.2 | 578.9 |
| Net Income | 206.9 | 164.8 | 240.4 |
| Total Assets | 34,630.1 | 14,330.4 | 18,015.4 |
| Investment Portfolio | 33,785.5 | 13,533.9 | 17,087.4 |
| Stockholders' Equity | 3,712.6 | 3,548.7 | 5,110.3 |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached $\$ 58.8 \mathrm{MM}$ Ps in $1 Q 12$ vs $\$ 39.1 \mathrm{MM}$ Ps same period last year. Stockholders equity stood at \$2,489 MM Ps, a 6\% increase if compared with March 2011.

## Selected Financial Information

| MM Ps | $1 Q 12$ | 4Q11 | $1 Q 11$ |
| :--- | :---: | :---: | :---: |
| Direct Premiums | 397.6 | 400.5 | 317.7 |
| Technical Income | $(6.8)$ | $(23.7)$ | 67.3 |
| Earnings From <br> Investments | 28.0 | 27.1 | 28.6 |
| Net Income | 58.8 | 92.9 | 39.1 |
| Total Assets | $4,143.9$ | $4,025.4$ | $3,742.3$ |
| Investments | $3,101.6$ | $2,952.8$ | $3,033.4$ |
| Reserves | $1,456.3$ | $1,398.2$ | $1,198.9$ |
| Stockholders' <br> Equity | $2,488.5$ | $2,430.4$ | $2,349.8$ |

# APPENDIX Banco Inbursa 

## CAPITALIZATION

| As of February 29, 2012 (MM Ps) |  |
| :---: | :---: |
| TIER 1 CAPITAL | 43,359 |
| STOCKHOLDERS' EQUITY <br> SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS | 51,080 |
| LESS: INVESMENT IN SUBORDINATED DEBT <br> INVESTMENTS IN FINANCIAL INSTITUTIONS <br> INVESTMENTS IN NON-FINANCIAL INSTITUTIONS <br> FINANCING GRANTED FOR THE AQUIIITION 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 <br> OTHER ASSETS | $\begin{aligned} & 1,398 \\ & 4,084 \\ & 2,240 \end{aligned}$ |
| TIER 2 CAPITAL | 358 |
| CAPITALIZATION INSTRUMENTS GENERAL PREVENTIVE RESERVES SUBORDINATED DEBT | 364 |
| TIER 1 \& 2 CAPITAL | 43,723 |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 16,084 | 1,287 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 740 | 59 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 17,983 | 1,439 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 3 | 0 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 5,761 | 461 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 1,998 | 160 |
| TOTAL | 42,568 | 3,406 |
| CREDIT RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| GROUP I | 2 |  |
| GROUP II | 1,220 | 98 |
| GROUP III | 8,858 | 709 |
| GROUP IV | 1,336 | 107 |
| GROUP V | 2,329 | 186 |
| GROUP VI | 12,311 | 985 |
| GROUP VII | 108,714 | 8,697 |
| GROUP VIII | 2,924 | 234 |
| SUB-TOTAL | 137,693 | 11,015 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 7,930 | 634 |
| TOTAL | 145,623 | 11,650 |
| OPERATIONAL RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 18,008 | 1,441 |
| SUB-TOTAL | 18,008 | 1,441 |
| REQUIRMENT FOR TOTAL RISKS | 206,198 | 16,496 |


| INVESTMENT IN SECURITIES <br> March 31, 2012 |  |
| :---: | :---: |
| TRADING PORTFOLIO | 15,021,690 |
| Securities | 8,696,857 |
| Government Securities | 1,441,783 |
| Bankers' Acceptances | 2,377,280 |
| Cebur's | 2,505,770 |
| SECURITIES HELD FOR SALE | 793,104 |
| Bonds | 793,104 |
| SECURITIES HOLD TO MATURITY | 1,023,448 |
| Credit Link | 1,023,448 |
| Bonds |  |
| REPURCHASE PORTFOLIOMarch 31, 2012(Constant 000's Pesos as of March 31, 2012) |  |
| REPURCHASE AGREEMENTS | 33,552,952 |
| Cetes | 16,527,522 |
| Bondes | 15,547,241 |
| Bankers' Acceptances | 1,478,189 |
| RESELL AGREEMENTS | 27,026,685 |
| Cetes | 10,001,255 |
| Bondes | 15,547,241 |
| Bankers' Acceptances | 1,478,189 |
| DEFERRED TAXES <br> March 31, 2012 <br> (Constant OOO's Pesos as of March 31, 2012) |  |
| TOTAL DEFERRED TAXES | 584,045 |
| Negotiable Financial Instruments | 222,424 |
| Negotiable Financial Instruments valuation (except stocks) | 34,885 |
| Credit Link | -1,440 |
| Stocks | 42,899 |
| Foreign stocks (San Antonio Oil \& Gas) | $(61,358)$ |
| Ternium good will amortization | 10,547 |
| Sinca's good will amortization | $(7,191)$ |
| Televisa good will amortization | 168 |
| Invex goodwill amortization | 13,863 |
| CFSM good will amortization | $(43,601)$ |
| Rosarito goodwill amortization | 30,702 |
| NYT warrant prime amortization | 48,206 |
| Fiscal losses | $(49,875)$ |
| Financial leasing deduction | 14,290 |
| Fix assets deduction | $(16,889)$ |
| Commissions amortization | $(5,080)$ |
| Prepayments | 8,224 |
| Other reserves | $(24,290)$ |
| Fiscal Diference valuation | 121,697 |
| Fiscal Diference valuation (Euro) | 24 |
| Swaps interest | $(34,020)$ |
| Futures | $(26,115)$ |
| Swaps valuation | (167) |
| Fiscal Diference valuation (Swaps) | 369,932 |
| Warrants valuation | $(74,833)$ |
| Interest valuation | 143 |
| Financial Instruments Valuation (Bonds) | 19,267 |
| Swaps valuation (2007 and before) | $(8,367)$ |


|  |  | LOAN | ORTFOLIO |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | nstant MM Pe | as of March 31, 2012) |  |
|  |  | 12 |  |  |
|  | PERFORMING | NON PERFORMING | LOAN PORTFOLIO | 1Q12 |
|  | LOANS | LOANS | Total Loan Portfolio | 169,774 |
| Commercial | 130,873 9.584 | 5,212 | Loan Loss Reserves | 23,397 |
| Consumer | 9,344 | 340 |  |  |
| Mortgages | 1,223 | 99 | TOTAL LOAN PORTFOLIO (NET) | 146,377 |
| Government | 13,099 |  |  |  |
| Total | 164,124 | 5,651 |  |  |


| LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | PESOS | UDI's | USD | TOTAL |
| BANK |  |  |  |  |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

| Loan Loss Reserves at December 31, 2011 <br> (constant million pesos as of December 31, 2011) <br> - Adjustment for inflation Dec '11-Mar '12 | $\begin{gathered} 22,488 \\ 313 \end{gathered}$ |
| :---: | :---: |
| Loan Loss Reserves at March, 2012 (million nominal pesos) | 22,175 |
| + Provisions recorded during the period | 2,115 |
| + Currency valuation \& other | -892 |
| Loan Loss Reserves at March 31, 2012 | 23,397 |

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


| MATURITY | TOTAL (000 ${ }^{\circ} \mathrm{s}$ ) |
| :---: | :---: |
| 1 to 7 days | 6,265,612 |
| 8 days to 1 month |  |
| 1 to 3 months | 3,574,574 |
| 3 to 6 months |  |
| 6 to 9 months |  |
| 9 months to 1 year |  |
| 1 to 2 years |  |
| 2 to 3 years |  |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 249,200 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 10,089,386 |

## CNBV GAAP <br> Financial Statements

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

| (Million Pesos.) | 4Q10 |  | 1 Q11 | 2 Q11 | 3Q11 | $4 \mathrm{Q11}$ | 1 Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 4,866.5 | 「 | 5,155.9 | 5,107.1 | 4,864.2 | 5,411.7 | 5,190.9 |
| Premiums written (net) | 3,288.7 |  | 3,414.7 | 3,061.6 | 3,169.6 | 3,632.0 | 3,843.1 |
| Interest Expense | $(2,276.0)$ | ' | $(2,192.6)$ | $(2,194.6)$ | $(1,955.3)$ | $(2,455.6)$ | $(2,449.9)$ |
| Increased in reserve for unearned premiums | $(1,240.6)$ | ' | (922.0) | (288.4) | (536.4) | (875.6) | $(1,002.8)$ |
| Cost of claims and contractual obligations (net) | $(1,646.7)$ | ' | $(1,973.7)$ | $(2,138.5)$ | (2,427.2) | $(2,463.4)$ | $(2,125.2)$ |
| FINANCIAL MARGIN | 2,991.9 |  | 3,482.3 | 3,547.2 | 3,114.9 | 3,249.0 | 3,456.2 |
| Loan Loss Provisions | 960.4 |  | 1,702.0 | 692.5 | (374.1) | 1,381.6 | 2,205.0 |
| RISK ADJUSTED NII | 2,031.5 |  | 1,780.2 | 2,854.6 | 3,488.9 | 1,867.4 | 1,251.1 |
| Comissions and Fees | 362.9 | ' | 157.9 | 315.4 | 649.6 | 331.3 | 257.7 |
| Market-Related Income | 2,687.0 | ' | 2,029.7 | (105.2) | $(3,503.8)$ | 2,706.5 | 3,276.1 |
| Non-Interest Expense | $(1,665.8)$ | - | $(1,545.9)$ | $(1,344.4)$ | $(1,417.6)$ | $(1,725.7)$ | $(1,717.5)$ |
| OPERATING INCOME | 3,415.7 |  | 2,421.9 | 1,720.4 | (782.9) | 3,179.6 | 3,067.5 |
| Subsidiaries' Net Income | 152.2 |  | 117.4 | 155.1 | 63.6 | 142.8 | 195.6 |
| NET INCOME BEFORES TAXES | 3,567.9 |  | 2,539.4 | 1,875.5 | (719.4) | 3,322.4 | 3,263.0 |
| Incurred Income Tax \& Profit Sharing | (245.3) |  | (331.2) | (819.1) | (842.6) | (39.1) | (461.1) |
| Deferred Income Tax (net) | (479.9) | ' | (174.2) | 179.8 | 1,276.3 | (236.4) | (297.7) |
| RESULTS FROM CONTINUED OPERATION | 2,842.7 |  | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 | 2,504.3 |
| Discontinued Operations \& Extraordinary Items | 0.0 | $\cdots$ | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 2,842.7 |  | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 | 2,504.3 |
| MINORITARY INTEREST | 73.4 |  | 15.4 | 37.5 | (3.1) | 40.9 | 9.0 |

GRUPO FINANCIERO INBURSA
Consolidated Balance Sheet
Million Pesos

| ASSETS | Dec-10 | Mar-11 | Jun-11 | Sep-11 | Dec-11 | Mar-12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 19,290.6 | 20,046.3 | 17,965.9 | 21,255.2 | 21,018.5 | 26,625.5 |
| Margin Accounts | 57.0 | 55.1 | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 |
| Financial Instruments | 69,364.2 | 75,975.3 | 69,236.8 | 70,967.9 | 79,563.3 | 95,399.1 |
| Negotiable | 47,824.1 | 54,401.2 | 45,663.6 | 46,272.5 | 53,793.9 | 69,038.1 |
| For Sale | 1,635.5 | 1,604.2 | 1,047.5 | 1,158.8 | 1,067.1 | 959.1 |
| Held to Maturity | 19,904.6 | 19,969.9 | 22,525.7 | 23,536.6 | 24,702.4 | 25,401.9 |
| Repos \& Derivatives | 14,328.3 | 11,105.8 | 28,118.6 | 10,507.5 | 13,569.4 | 15,854.2 |
| Repo Operations | 5,112.4 | 408.6 | 16,316.7 | 499.4 | 1,916.9 | 6,837.3 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,216.0 | 10,697.2 | 11,801.9 | 10,008.1 | 11,652.5 | 9,017.0 |
| Adjusted Valuation for Financial Assets | 2,159.7 | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 |
| LOANS | 171,896.4 | 166,633.4 | 145,699.1 | 153,667.1 | 168,412.8 | 164,504.4 |
| Commercial | 124,004.7 | 121,632.3 | 113,300.2 | 122,883.2 | 132,199.4 | 129,435.7 |
| Interbank | 9,903.7 | 10,798.3 | 9,660.3 | 10,050.4 | 10,329.6 | 9,584.3 |
| Consumer | 9,726.7 | 10,516.8 | 9,639.4 | 10,231.4 | 10,684.9 | 11,161.9 |
| Housing | 1,195.6 | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 |
| Governments | 27,065.7 | 22,497.0 | 11,878.5 | 9,296.2 | 13,983.9 | 13,099.2 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 3,605.6 | 4,422.0 | 6,219.1 | 5,424.3 | 5,704.2 | 6,347.8 |
| TOTAL GROSS LOANS | 175,502.1 | 171,055.4 | 151,918.2 | 159,091.3 | 174,117.0 | 170,852.2 |
| Loan Loss Reserves | 18,846.2 | 20,297.0 | 20,668.5 | 21,392.4 | 22,749.7 | 23,647.7 |
| TOTAL NET LOANS | 156,655.9 | 150,758.4 | 131,249.7 | 137,698.9 | 151,367.3 | 147,204.5 |
| Insurance and bonding companies | 4,015.1 | 3,581.8 | 2,416.8 | 3,515.9 | 3,713.6 | 3,691.1 |
| Premium debtors (net) | 4,768.9 | 3,875.0 | 4,309.0 | 9,171.4 | 9,236.6 | 7,721.5 |
| Reinsurance and rebonders | 10,560.5 | 9,090.6 | 9,056.5 | 20,249.5 | 15,912.3 | 14,313.3 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 21,718.7 | 19,197.5 | 24,796.5 | 13,361.7 | 24,828.9 | 20,534.7 |
| Repossessed Assets (net) | 692.4 | 734.9 | 720.6 | 736.9 | 770.5 | 850.3 |
| Fixed Assets (net) | 3,806.9 | 3,754.6 | 3,793.7 | 3,731.0 | 3,967.9 | 3,967.0 |
| Permanent Equity Investments | 7,018.5 | 7,172.2 | 7,166.0 | 7,256.2 | 7,691.0 | 7,900.4 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 4,074.5 | 3,929.0 | 4,047.7 | 4,128.7 | 3,963.7 | 2,818.9 |
| TOTAL ASSETS | 318,511.1 | 311,339.1 | 305,168.0 | 308,311.7 | 340,444.7 | 350,347.6 |


| LIABILITIES |  |  |  | Mec-10 | Mar-11 |
| :--- | :---: | :---: | :---: | :---: | :---: |

GRUPO FINANCIERO INBURSA
MEMORANDUM ACCOUNTS
Million Pesos

| CUSTOMER POSITION ACCOUNTS | Mar-12 | COMPANY POSITION ACCOUNTS | Mar-12 |
| :---: | :---: | :---: | :---: |
| CUSTOMER CURRENT ACCOUNTS | (289.2) |  |  |
| Customer bank balances | 1.8 | Contingency assets and liabilities | 52,839.6 |
| Custumer transaction liquidations | (291.0) | Assets under trust | 406,828.9 |
| Client loans |  | Assets under custody or administration | 566,863.1 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,299,352.1 | Shares held in custody |  |
| Assets in custody or under administration | 2,299,352.1 | Other contingent obligations | 6,910.9 |
| Assets received in guarantee |  | Collaterals | 128,858.6 |
|  |  | Others | 16,972.5 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 55,411.4 |  | 1,247,068.6 |
| Customer Repos | 55,411.4 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| TOTAL CUSTOMER POSITION | 2,354,474.4 | TOTAL OWN POSITION | 2,426,342.1 |


| GRUPO FINANCIERO INBURSA <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT MARCH 31, 2012 (MM PS) |  |
| :---: | :---: |
|  | Mar-12 |
| OPERATING ACTIVITIES |  |
| Net Income | 2,495 |
| Subsidiaries' Income | (196) |
| Depreciation \& Amortization | 79 |
| Deferred assets Amortization | 0 |
| Technical reserves | 1,003 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 759 |
| Others | 2,205 |
|  | 6,345 |
| Margin Accounts | 1,157 |
| Financial Instruments | $(15,836)$ |
| Repos Debtors | $(4,920)$ |
| Derivatives (Assets) | 2,636 |
| Cash increase (decrease) from Loan Portfolio | 1,949 |
| Insurance and bonding accounts | 22 |
| Premium debtors | 1,515 |
| Reinsurances and rebonding (Assets) | 1,599 |
| Repossed Assets | (80) |
| Operative Assets | 5,439 |
| Cash increase (decrease) from funding | $(1,943)$ |
| Banking Loans \& Other Financial Institutions | 6,137 |
| Repos | 10,998 |
| Derivatives (Liabilities) | $(8,369)$ |
| Reinsurances and rebonding (Liabilities) | $(1,297)$ |
| Operative Liabilities | 1,966 |
| Others | $(1,631)$ |
|  | (658) |
| Cash flow from operating activities | 5,687 |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (78) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Subsidiaries | (2) |
| Repossessed Property |  |
| Buy(sell) cash dividends |  |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (80) |
| Net Increase in Cash | 5,607 |
| Cash at beginning of the period | 21,019 |
| Cash at end of period | 26,626 |


| BANCO INBURSA <br> Consolidated Income Statement |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| Interest Income | 4,586.4 | 4,187.1 | 4,110.3 | 3,958.4 | 3,967.4 | 4,236.4 |
| Interest Expense | 2,014.4 | 1,892.7 | 1,909.8 | 1,744.8 | 1,917.4 | 2,042.0 |
| Financial Margin | 2,572.0 | 2,294.4 | 2,200.6 | 2,213.6 | 2,050.0 | 2,194.4 |
| Loan Loss Provisions | 1,042.5 | 1,624.1 | 624.8 | (426.6) | 1,219.5 | 2,157.0 |
| Risk Adjusted Net Interest Income | 1,529.5 | 670.3 | 1,575.8 | 2,640.2 | 830.5 | 37.4 |
| Comissions and Fees | 674.8 | 569.1 | 695.7 | 985.0 | 859.6 | 646.1 |
| Market-Related Income | 162.2 | - 915.7 | (266.9) | $(3,219.5)$ | 1,147.4 | 1,537.1 |
| Operating Revenues | 2,366.5 | 2,155.1 | 2,004.7 | 405.7 | 2,837.5 | 2,220.6 |
| Non-Interest Expense | 1,035.6 | 887.0 | 733.0 | 810.5 | 955.3 | 1,004.5 |
| Operating Income | 1,330.9 | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 1,216.0 |
| Other Income (Expenses) | 45.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | 1,376.8 | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 1,216.0 |
| Incurred Income Tax \& Profit Sharing | (34.3) | - 122.1 | 576.2 | 622.6 | (114.8) | 56.2 |
| Deferred Income Tax | 159.5 | - 82.3 | (103.6) | (939.4) | 214.9 | 172.1 |
| Net Income Before Subsidiaries' Net Income | 1,251.6 | 1,063.7 | 799.1 | (88.1) | 1,782.0 | 987.8 |
| Subsidiaries' Net Income | 100.9 | - 116.0 | 148.4 | 88.2 | 13.8 | 205.9 |
| Continous Operations' Net Income | 1,352.5 | 1,179.7 | 947.5 | 0.2 | 1,795.8 | 1,193.7 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Minority Interest | (46.9) | (21.9) | (36.6) | (17.6) | (22.7) | (30.6) |
| Net Income | 1,305.6 | 1,157.8 | 910.9 | (17.4) | 1,773.1 | 1,163.1 |


| BANCO INBURSA <br> Consolidated Balance Sheet Million Pesos |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| Cash \& Due From Banks | 19,221.5 | 19,978.7 | 18,109.3 | 21,374.0 | 21,103.6 | 26,777.8 |
| Margin Accounts | 57.0 | 55.1 | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 |
| Financial Instruments | 13,582.0 | 12,285.5 | 11,113.9 | 17,432.0 | 17,531.8 | 15,726.4 |
| Negotiable | 11,122.7 | 10,055.9 | 9,450.1 | 15,344.3 | 15,651.1 | 13,909.9 |
| For Sale | 1,563.0 | 1,531.7 | 975.0 | 1,086.4 | 843.4 | 793.1 |
| Held to Maturity | 896.2 | 697.9 | 688.9 | 1,001.4 | 1,037.2 | 1,023.4 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 14,367.1 | 11,139.7 | 28,193.0 | 10,510.8 | 13,594.1 | 16,259.1 |
| Repo Operations | 5,151.1 | 442.5 | 16,391.0 | 502.8 | 1,943.0 | 6,940.5 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,216.0 | 10,697.2 | 11,801.9 | 10,008.1 | 11,651.1 | 9,318.7 |
| Adjusted Valuation for Financial Assets | 2,159.6 | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 |
| LOANS | 172,189.0 | 167,339.8 | 146,176.0 | 154,115.8 | 168,822.6 | 164,123.5 |
| Commercial | 126,302.7 | 124,263.8 | 115,680.5 | 125,220.3 | 134,509.1 | 130,873.2 |
| Interbank | 9,903.2 | 10,797.7 | 9,659.8 | 10,049.9 | 10,329.1 | 9,583.7 |
| Consumer | 7,721.8 | 8,592.1 | 7,736.5 | 8,343.6 | 8,857.3 | 9,344.0 |
| Housing | 1,195.6 | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 |
| Governments | 27,065.7 | 22,497.0 | 11,878.5 | 9,296.2 | 13,912.1 | 13,099.2 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 3,426.7 | 3,635.8 | 5,473.6 | 4,737.9 | 5,054.8 | 5,650.8 |
| Total Gross Loans | 175,615.7 | 170,975.6 | 151,649.6 | 158,853.7 | 173,877.4 | 169,774.3 |
| Preventive Provision for Credit Risks | $(18,515.4)$ | $(20,005.3)$ | $(20,385.8)$ | $(21,130.7)$ | $(22,487.5)$ | $(23,397.4)$ |
| Total Net Loans | 157,100.3 | 150,970.3 | 131,263.8 | 137,723.0 | 151,389.9 | 146,376.9 |
| Receivables, Sundry Debtors \& Adv. Payments | 20,821.6 | 18,353.6 | 23,926.5 | 12,378.6 | 23,949.0 | 19,663.1 |
| Fixed Assets (net) | 739.3 | 719.6 | 704.2 | 766.7 | 771.7 | 683.2 |
| Repossessed Property | 563.0 | 603.4 | 591.4 | 608.1 | 611.2 | 779.7 |
| Permanent Equity Investments | 6,121.5 | 6,250.0 | 6,219.0 | 6,320.3 | 6,718.5 | 6,919.9 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 598.0 | 582.8 | 570.6 | 566.4 | 548.9 | 540.4 |
| TOTAL ASSETS | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 |


|  | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 141,609.1 | 130,441.8 | 126,450.5 | 120,290.9 | 142,094.1 | 144,325.7 |
| Demand Deposits | 51,737.0 | 49,955.6 | 49,223.2 | 50,072.3 | 53,045.1 | 54,069.8 |
| Time Deposits | 74,203.1 | 58,820.6 | 50,577.0 | 38,647.0 | 54,500.0 | 52,205.6 |
| Unsecured Notes (CEBURES) | 15,669.0 | 21,665.6 | 26,650.3 | 31,571.6 | 34,549.0 | 38,050.3 |
| Interbank Loans \& Other | 5,874.0 | 7,451.3 | 6,345.3 | 10,371.9 | 3,952.5 | 10,089.4 |
| Repo Operations | 0.0 | 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 | 8,914.8 | 7,111.0 | 8,657.0 | 19,457.1 | 19,265.7 | 11,044.6 |
| Other Accounts Payable | 28,154.5 | 26,068.9 | 28,710.3 | 11,143.2 | 22,839.0 | 17,446.4 |
| Income Tax \& Employee Profit Sharing | 322.3 | 992.3 | 1,244.3 | 1,269.5 | 73.6 | 430.9 |
| Deferred Taxes | 1,914.7 | 1,304.8 | 1,241.7 | 881.1 | 1,115.7 | 995.3 |
| Deferred Credits | 1,113.5 | 1,007.9 | 902.1 | 613.7 | 536.7 | 488.8 |
| TOTAL LIABILITIES | 187,902.9 | 174,378.1 | 173,551.2 | 164,027.4 | 189,877.4 | 184,821.1 |
| 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 | 22,163.8 | 23,358.9 | 24,166.4 | 24,119.4 | 25,918.8 | 27,108.0 |
| Capital Reserves | 5,962.4 | 5,962.4 | 6,393.2 | 6,393.2 | 6,393.2 | 6,393.2 |
| Retained Earnings | 10,688.8 | 14,997.0 | 14,566.2 | 14,566.2 | 14,566.2 | 18,379.8 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 |
| Available for Sale | 165.8 | 168.8 | 74.3 | 31.4 | 53.9 | 60.2 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 4,308.2 | 1,157.8 | 2,068.7 | 2,051.3 | 3,824.4 | 1,163.1 |
| Minority Interest | 773.1 | 807.5 | 798.6 | 812.0 | 815.7 | 846.3 |
| Total Stockholders' Equity | 47,428.0 | 48,623.2 | 49,430.7 | 49,383.7 | 51,183.1 | 52,372.3 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| 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 | 2,815.9 | 5,936.0 | 4,564.1 | 4,736.4 | 4,615.0 | 6,912.7 |
| Goods in Trust or Mandate | 412,131.8 | 413,561.3 | 439,984.9 | 436,407.5 | 404,449.6 | 406,828.9 |
| 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 | 1,082,673.3 | 1,063,976.5 | 986,392.4 | 957,177.6 | 939,237.7 | 565,599.6 |
| Collaterals received | 30,878.3 | 88,337.9 | 103,142.8 | 35,870.8 | 42,771.8 | 60,973.2 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 987,126.8 | 977,595.8 | 931,633.5 | 1,103,929.4 | 1,274,686.0 | 1,203,234.5 |
|  | 2,515,626.0 | 2,549,407.5 | 2,465,717.6 | 2,538,121.7 | 2,665,760.1 | 2,243,548.9 |

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| BANCO INBURSA, S.A. <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT MARCH 31, 2012 (MM PS) |  |
| :---: | :---: |
|  | Mar-12 |
| OPERATING ACTIVITIES |  |
| Net Income | 1,163 |
| Subsidiaries' Income | (206) |
| Depreciation \& Amortization | 38 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 228 |
| Provisions |  |
| Others | 2,157 |
|  | 3,380 |
| Margin Accounts | 1,158 |
| Financial Instruments | 1,805 |
| Repos debtors | $(4,998)$ |
| Derivatives (Assets) | 2,451 |
| Cash increase (decrease) from Loan Portfolio | 2,856 |
| Repossed Assets | (72) |
| Operative Assets | 4,286 |
| Cash increase (decrease) from funding | 2,232 |
| Banking Loans \& Other Financial Institutions | 6,137 |
| Derivatives (Liabilities) | $(7,613)$ |
| Operative Liabilities | $(5,406)$ |
| Coverage instruments | (508) |
|  | 2,327 |
| Cash flow from operating activities | 5,707 |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | 5 |
| Buy(sell) of fixed assets | (46) |
| Receivables, Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | 8 |
| Cash Flow From Investment Activities | (33) |
| Net Increase in Cash | 5,674 |
| Cash at beginning of the period | 21,104 |
| Cash at end of period | 26,778 |


| OPERADORA INBURSA Income Statement |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| Earnings from Investment Sales | 1.3 | 2.2 | 1.3 | 0.7 | 1.1 | 1.7 |
| Asset Management Income | 115.1 | - 116.2 | 118.5 | 118.3 | 120.0 | 121.0 |
| Earnings form Interest | 0.1 | [ 0.1 | 0.1 | 0.1 | 0.3 | 0.1 |
| Unrealized Gain on Portfolio Valuation | 35.4 | 13.9 | 5.9 | (28.8) | 31.2 | 29.9 |
| Total Earnings | 151.9 | 132.4 | 125.9 | 90.3 | 152.6 | 152.8 |
| General Expenses | 53.1 | 55.9 | 55.0 | 54.5 | 55.7 | 56.2 |
| Total expenses | 53.1 | 55.9 | 55.0 | 54.5 | 55.7 | 56.2 |
| Earnings Before Taxes | 98.8 | 76.5 | 70.8 | 35.7 | 96.9 | 96.6 |
| Incurred Income Tax \& Profit Sharing | 17.8 | (13.0) | 21.2 | 9.3 | 25.6 | 28.7 |
| Net Income Before Deferred Accounts | 81.0 | [ 89.4 | 49.7 | 26.5 | 71.3 | 67.9 |
| Earnings from subsidiaries | 6.3 | 5.6 | 9.9 | (0.6) | 7.9 | 11.0 |
| Unadjusted for monetary position result | 87.3 | 95.0 | 59.6 | 25.9 | 79.2 | 78.9 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 87.3 | 95.0 | 59.6 | 25.9 | 79.2 | 78.9 |

## OPERADORA INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.6 |
| Negotiable Instruments | 820.7 | 877.8 | 729.3 | 750.1 | 825.7 | 900.7 |
| Sundry Debtors | 48.4 | 49.0 | 47.1 | 47.0 | 49.4 | 50.5 |
| Provisional Payments | 0.7 | 13.0 | 31.1 | 49.6 | 0.0 | 12.7 |
| Permanent investments | 328.9 | 334.5 | 344.5 | 343.9 | 351.7 | 362.7 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Sundry Creditors | 20.3 | 21.3 | 20.5 | 21.4 | 20.9 | 21.5 |
| Payable Taxes | 17.1 | 27.5 | 45.2 | 67.1 | 17.6 | 29.4 |
| Deferred Income Tax | 181.5 | 150.4 | 151.4 | 141.5 | 148.6 | 157.7 |
| TOTAL LIABILITIES | 218.8 | 199.2 | 217.2 | 230.0 | 187.1 | 208.6 |
| 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 | 674.7 | 951.7 | 751.7 | 751.7 | 751.7 | 1,011.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 276.9 | 95.0 | 154.6 | 180.5 | 259.7 | 78.9 |
| TOTAL STOCKHOLDERS' EQUITY | 980.1 | 1,075.1 | 934.7 | 960.6 | 1,039.7 | 1,118.6 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 |

INVERSORA BURSATIL
Income Statement

| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1 Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commisions \& Tariffs | 177.2 | 125.1 | 191.5 | 221.5 | 140.4 | 158.1 |
| Earnings From Services | 177.2 | 125.1 | 191.5 | 221.5 | 140.4 | 158.1 |
| Income from sale of securities | 96.3 | 42.7 | 53.7 | 70.6 | 264.5 | 54.3 |
| Interest Income | 596.8 | [ 578.9 | 616.2 | 435.4 | 594.2 | 796.3 |
| Interest Expense | (643.4) | (575.2) | (653.8) | (476.0) | (587.9) | (811.9) |
| Unrealized gain on Portfolio Valuation | 303.5 | - 223.3 | (116.5) | (173.7) | (101.4) | 157.8 |
| Financial Margin | 353.1 | 269.7 | (100.5) | (143.7) | 169.4 | 196.6 |
| Operating Income | 530.3 | 394.7 | 91.0 | 77.8 | 309.9 | 354.6 |
| General Expenses | 79.8 | - 67.7 | 67.9 | 58.1 | 85.4 | 69.3 |
| Operating Margin | 450.5 | 327.0 | 23.1 | 19.7 | 224.5 | 285.3 |
| Other Expenses (Income) | (0.5) | - (0.3) | (0.4) | (0.6) | 0.6 | 0.0 |
| Net Income Before Income Tax \& Profit Sharing | 451.0 | 327.3 | 23.6 | 20.3 | 223.9 | 285.3 |
| Incurred Income Tax \& Profit Sharing | 27.1 | - 23.1 | 51.0 | 56.7 | 79.5 | 28.9 |
| Deffered Income Tax | 78.9 | - 63.3 | (29.1) | (54.2) | (20.4) | 48.7 |
| Net Income Before Subsidiaries' Net Income | 345.0 | 241.0 | 1.6 | 17.9 | 164.9 | 207.8 |
| Subsidiaries' Net Income | (0.0) | - (0.6) | (0.1) | (0.1) | (0.1) | (0.9) |
| Net Income | 344.9 | 240.4 | 1.6 | 17.8 | 164.8 | 206.9 |



## SEGUROS INBURSA

Income Statement

| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums written | 3,538.7 | 3,880.0 | 3,688.4 | 8,364.1 | 3,409.1 | 4,475.1 |
| Premiums ceded | 867.2 | 1,138.9 | 1,192.6 | 5,783.6 | 433.6 | 1,396.4 |
| Retained Premiums | 2,671.5 | 2,741.1 | 2,495.8 | 2,580.5 | 2,975.5 | 3,078.7 |
| Increased in reserve for unearned premiums | 690.0 | 516.7 | 376.4 | 389.3 | 316.2 | 636.6 |
| Retained earned premiums | 1,981.5 | 2,224.4 | 2,119.4 | 2,191.1 | 2,659.3 | 2,442.1 |
| Net Acquisition Cost | 356.1 | 369.3 | 422.6 | 425.5 | 537.0 | 362.0 |
| Commisions to agents | 233.3 | - 237.6 | 223.4 | 226.4 | 249.7 | 267.3 |
| Additional compensation to agents | 94.0 | - 85.9 | 100.3 | 91.6 | 105.5 | 94.6 |
| Commisions for re-insurance taken | 1.5 | 4.5 | 2.9 | 1.3 | 8.0 | 10.8 |
| Commisions for re-insurance given | (175.5) | (142.8) | (112.4) | (256.7) | (71.0) | (247.3) |
| Coverage on losses excess | 64.4 | - 55.5 | 61.8 | 164.0 | 66.9 | 51.4 |
| Others | 138.3 | - 128.6 | 146.5 | 199.0 | 178.0 | 185.2 |
| Net cost of claims and contractual obligations | 1,269.9 | 1,528.7 | 1,660.9 | 1,781.3 | 1,850.4 | 1,513.8 |
| Claims and other contractual obligations | 1,277.0 | [1,528.8 | 1,657.9 | 1,789.8 | 1,863.9 | 1,468.3 |
| Claims recovered from re-insurance | 7.0 | 0.1 | (3.0) | 8.5 | 13.4 | (45.6) |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 355.5 | 326.3 | 35.9 | (15.7) | 271.9 | 566.3 |
| Net Increase in other technical reserve | 173.1 | 68.5 | 61.5 | 72.8 | 242.5 | 78.6 |
| Catastrophic risks reserves | 173.5 | -68.9 | 61.7 | 73.0 | 237.8 | 77.0 |
| 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 | 5.1 | 1.6 |
| Other reserves | (0.4) | (0.4) | (0.1) | (0.3) | (0.5) | 0.0 |
| Gross profit | 182.4 | 257.8 | (25.6) | (88.5) | 29.4 | 487.6 |
| Net operating expenses | 355.9 | 311.1 | 231.8 | 239.3 | 275.5 | 424.1 |
| Administrative and operating expenses | (61.6) | (149.3) | (150.8) | (122.7) | (117.8) | (52.7) |
| Personnel expenses | 401.1 | - 445.6 | 369.6 | 348.8 | 380.7 | 463.2 |
| Depreciation and amortization | 16.4 | - 14.8 | 13.0 | 13.2 | 12.7 | 13.7 |
| Operating Profits | (173.4) | (53.3) | (257.4) | (327.8) | (246.1) | 63.5 |
| Net Financial Income | 653.8 | 693.4 | 262.6 | 82.1 | 532.6 | 565.1 |
| On investments | 218.4 | - 176.6 | 261.1 | 243.4 | 232.9 | 285.2 |
| Investments sales | 2.3 | - 1.2 | (1.4) | 1.3 | 14.0 | 0.9 |
| Investments revaluation | 412.7 | 474.0 | (19.6) | (402.4) | 248.2 | 412.2 |
| Charges on premiums | 32.3 | 32.6 | 33.0 | 34.1 | 35.9 | 34.5 |
| Others | 3.8 | - 6.7 | 6.3 | 5.8 | 5.5 | 5.5 |
| Forex | (15.5) | 2.2 | (16.9) | 199.9 | (4.0) | (173.2) |
| Participated income from permanent investments | 0.0 | 37.3 | 89.0 | 77.9 | 92.5 | 53.9 |
| Income before income taxes \& employee profit sharing | 480.3 | 677.4 | 94.2 | (167.8) | 379.0 | 682.5 |
| Provision for income tax | 94.7 | 206.0 | 9.5 | (63.1) | (12.3) | 189.8 |
| Provision for employee profit sharing | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | 75.7 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 461.4 | 471.4 | 84.7 | (104.7) | 391.4 | 492.7 |

SEGUROS INBURSA
baLANCE SHEET
Million Pesos

| ASSETS | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 25,169.8 | 24,665.9 | 24,813.0 | 25,943.0 | 26,371.7 | 27,613.8 |
| Securities | 22,454.3 | 21,963.5 | 22,062.2 | 23,179.5 | 23,365.4 | 24,635.1 |
| Government | 11,203.6 | 12,027.0 | 12,436.6 | 13,708.6 | 12,597.4 | 10,344.8 |
| Private companies | 3,812.2 | 5,573.8 | 5,430.2 | 5,612.5 | 6,717.5 | 9,775.1 |
| Debt Instruments | 2,172.5 | 4,240.4 | 4,094.0 | 4,279.6 | 5,580.9 | 8,709.8 |
| Equities | 1,639.6 | 1,333.4 | 1,336.2 | 1,332.8 | 1,136.6 | 1,065.3 |
| Net unrealized gain on valuation | 7,349.3 | 4,156.8 | 4,135.3 | 3,726.5 | 3,971.4 | 4,368.8 |
| Interest debtors | 89.3 | 205.8 | 60.0 | 132.0 | 79.1 | 146.4 |
| Loans | 1,580.6 | 1,570.1 | 1,565.2 | 1,581.0 | 1,584.1 | 1,560.7 |
| On policies | 263.3 | 265.1 | 269.6 | 294.6 | 306.9 | 295.8 |
| Secured | 1,277.7 | 1,267.0 | 1,255.5 | 1,248.6 | 1,239.2 | 1,231.5 |
| 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 | 54.7 | 53.7 | 56.1 | 53.9 | 54.1 | 49.4 |
| Interest debtors | 4.6 | 4.1 | 3.7 | 3.5 | 3.6 | 3.6 |
| Allowance for write-offs | (19.7) | (19.7) | (19.7) | (19.7) | (19.7) | (19.7) |
| Real estate | 1,134.9 | 1,132.3 | 1,185.6 | 1,182.6 | 1,422.2 | 1,418.1 |
| Real estate | 259.2 | 259.5 | 315.9 | 315.9 | 512.3 | 512.3 |
| Net unrealized gain on valuation | 996.1 | 996.1 | 996.1 | 996.1 | 1,042.5 | 1,042.1 |
| Depreciation | (120.4) | (123.3) | (126.4) | (129.4) | (132.5) | (136.3) |
| Investments for labor obligations | 1,137.1 | 1,176.5 | 1,194.9 | 1,159.8 | 1,190.3 | 1,215.9 |
| Current assets | 15.0 | 5.6 | 6.9 | 8.3 | 13.4 | 6.5 |
| Cash and banks | 15.0 | 5.6 | 6.9 | 8.3 | 13.4 | 6.5 |
| Debtors | 4,715.7 | 3,698.3 | 4,139.3 | 9,033.1 | 9,079.7 | 7,479.5 |
| Premium debtors | 4,418.2 | 3,416.7 | 3,862.4 | 8,753.3 | 8,780.2 | 7,205.3 |
| Agents and adjusters | 6.2 | 6.3 | 6.2 | 6.4 | 6.5 | 6.5 |
| Notes receivable | 78.0 | 72.0 | 71.4 | 81.9 | 91.0 | 89.1 |
| Employee loans | 75.8 | 84.6 | 80.8 | 81.4 | 78.8 | 86.6 |
| Other | 162.2 | 144.2 | 144.9 | 137.4 | 164.1 | 133.6 |
| Allowance for write-offs | (24.6) | (25.5) | (26.4) | (27.3) | (40.8) | (41.7) |
| Reinsurers and rebonders | 10,505.0 | 9,038.6 | 9,005.3 | 20,177.4 | 15,639.7 | 14,018.6 |
| Insurance and bonding companies | 690.9 | 677.0 | 776.6 | 794.4 | 734.3 | 667.6 |
| Retained deposits | 0.6 | 0.5 | 0.5 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 7,236.9 | 6,220.5 | 6,152.8 | 8,446.8 | 7,799.3 | 7,790.5 |
| Reinsurens share of unearned premiums | 2,576.7 | 2,140.5 | 2,075.5 | 10,935.6 | 7,105.5 | 5,559.9 |
| Permanent investments | 0.0 | 2,303.1 | 2,379.6 | 2,471.8 | 2,624.7 | 2,686.1 |
| Other assets | 1,136.7 | 1,072.1 | 1,043.4 | 1,146.8 | 946.2 | 903.0 |
| Furniture and equipment (net) | 113.8 | 110.3 | 111.6 | 107.2 | 115.5 | 109.2 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 8.2 |
| Sundry | 1,022.5 | 961.4 | 931.4 | 1,039.2 | 830.3 | 785.6 |
| Total assets | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 |


| LIABILITIES | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 30,361.2 | 29,468.5 | 29,784.9 | 42,327.1 | 38,575.8 | 37,424.9 |
| Unearned premiums | 13,164.5 | 13,121.3 | 13,379.1 | 23,282.6 | 19,808.9 | 18,617.9 |
| Life | 7,094.1 | 7,138.9 | 7,194.3 | 7,615.0 | 8,088.8 | 8,094.3 |
| Accident and health | 6,063.0 | 5,975.0 | 6,177.5 | 15,660.1 | 11,686.4 | 10,480.1 |
| Current bonds | 7.4 | 7.3 | 7.3 | 7.5 | 33.6 | 43.6 |
| Contractual obligations | 11,433.5 | 10,515.0 | 10,511.9 | 13,077.6 | 12,557.2 | 12,518.6 |
| Losses and maturities | 9,987.4 | 8,859.5 | 8,837.5 | 11,319.5 | 10,006.1 | 9,963.7 |
| Reserve for incurred but not reported losses | 381.3 | 606.3 | 639.3 | 645.3 | 1,444.1 | 1,480.9 |
| Policy dividends | 293.6 | 241.9 | 249.2 | 247.0 | 272.5 | 271.8 |
| Managed insurance funds | 670.2 | 677.9 | 675.1 | 692.4 | 748.1 | 751.1 |
| Deposits premiums | 101.1 | 129.5 | 110.9 | 173.4 | 86.5 | 51.1 |
| Prevision | 5,763.2 | 5,832.2 | 5,893.8 | 5,966.9 | 6,209.8 | 6,288.4 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,759.9 | 5,828.9 | 5,890.5 | 5,963.5 | 6,201.4 | 6,278.4 |
| Contingency | 2.3 | 2.3 | 2.3 | 2.3 | 7.4 | 8.9 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,076.8 | 1,116.2 | 1,134.6 | 1,099.3 | 1,112.1 | 1,137.1 |
| Creditors | 473.2 | 526.3 | 411.2 | 456.3 | 544.6 | 608.7 |
| Agents and adjusters | 330.9 | 297.1 | 296.7 | 320.3 | 359.2 | 315.3 |
| Managed loss funds | 9.7 | 5.1 | 4.4 | 4.5 | 4.1 | 4.8 |
| Sundry | 132.6 | 224.0 | 110.1 | 131.5 | 181.2 | 288.6 |
| Reinsurers and rebonders | 1,871.1 | 1,224.2 | 1,681.6 | 5,766.4 | 5,121.1 | 3,789.1 |
| Insurance and bonding companies | 1,870.7 | 1,223.8 | 1,681.2 | 5,765.9 | 5,121.1 | 3,789.1 |
| Retained deposits | 0.4 | 0.4 | 0.4 | 0.5 | 0.0 | 0.0 |
| Other liabilities | 2,343.1 | 2,471.8 | 2,315.6 | 3,127.1 | 2,911.0 | 2,862.6 |
| Provision for employee profit sharing | 181.6 | 155.0 | 107.0 | 214.4 | 240.7 | 234.4 |
| Other liabilities | 771.2 | 826.6 | 711.0 | 1,613.6 | 1,377.0 | 1,230.2 |
| Deferred credits | 1,390.3 | 1,490.3 | 1,497.6 | 1,299.1 | 1,293.3 | 1,398.0 |
| Total liabilities | 36,125.5 | 34,806.9 | 35,327.8 | 52,776.1 | 48,264.6 | 45,822.4 |
| Stockholders' equity |  |  |  |  |  |  |
| 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 | 3,680.9 | 3,680.9 | 4,329.1 | 4,329.1 | 4,329.1 | 4,329.1 |
| Legal | 625.0 | 625.0 | 720.1 | 720.1 | 720.1 | 720.1 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,055.9 | 3,055.9 | 3,609.0 | 3,609.0 | 3,609.0 | 3,609.0 |
| Unrealized gain on valuation of real estate | (129.9) | (46.5) | (46.5) | (46.5) | (15.2) | (15.4) |
| Subsidiaries | 1,595.4 | 1,627.5 | 1,891.7 | 1,906.0 | 1,918.3 | 1,925.8 |
| Retained earnings | (979.9) | (16.9) | (912.6) | (912.6) | (910.6) | (67.8) |
| Net income | 950.6 | 471.4 | 556.1 | 451.4 | 842.8 | 492.7 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 6,553.8 | 7,153.2 | 7,254.6 | 7,164.2 | 7,601.1 | 8,101.1 |
| Total liabilities and stockholders' equity | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 |

## PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| Premiums written | 10.9 | 8.2 | 1.5 | 0.9 | 8.6 | 7.9 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 10.9 | 8.2 | 1.5 | 0.9 | 8.6 | 7.9 |
| Increased in reserve for unearned premiums | 170.3 | 94.2 | (204.8) | (2.7) | 221.5 | 109.5 |
| Retained earned premiums | (159.5) | (86.0) | 206.3 | 3.6 | (212.8) | (101.6) |
| 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 | 220.5 | 221.2 | 221.8 | 219.5 | 215.2 | 227.6 |
| Claims and other contractual obligations | 220.5 | 221.2 | 221.8 | 219.5 | 215.2 | 227.6 |
| 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 | (380.0) | (307.2) | (15.5) | (215.9) | (428.1) | (329.2) |
| Net Increase in other technical reserve | 51.8 | 44.6 | 24.2 | 42.2 | 32.9 | 14.2 |
| 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 | 3.3 | 1.8 | (4.2) | (0.1) | 4.3 | 2.1 |
| Other reserves | 48.4 | 42.8 | 28.4 | 42.3 | 28.5 | 12.1 |
| Gross profit | (431.7) | (351.8) | (39.8) | (258.1) | (460.9) | $\begin{gathered} (343.4) \\ 0.0 \end{gathered}$ |
| Net operating expenses | 5.6 | 2.3 | 2.0 | 0.1 | (4.4) | 27.1 |
| Administrative and operating expenses | 5.6 | 2.3 | 2.0 | 0.1 | (4.4) | 27.1 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Profits | (437.3) | (354.1) | (41.8) | (258.3) | (456.6) | (370.5) |
| Net Financial Income | 535.9 | 453.2 | 131.4 | 364.9 | 608.0 | 485.9 |
| On investments | 245.0 | 249.3 | 245.6 | 248.5 | 263.9 | 256.4 |
| Investments sales | 34.9 | (1.6) | 0.6 | 1.1 | 8.6 | 0.5 |
| Investments revaluation | 256.0 | 205.5 | (114.8) | 115.3 | 335.4 | 228.9 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Forex | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | 0.0 | (102.0) | 5.8 | (305.7) | 268.8 | 333.3 |
| Income before income taxes \& employee profit sharing | 98.6 | (2.9) | 95.4 | (199.1) | 420.2 | 448.7 |
| Provision for income tax | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for employee profit sharing | 93.7 | 28.2 | 39.9 | 30.0 | 16.6 | 24.8 |
| Subsidiaries results | 388.5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 393.4 | (31.1) | 55.5 | (229.2) | 403.6 | 423.9 |

## PENSIONES INBURSA

balance sheet
Million Pesos

| ASSETS | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 20,955.7 | 18,461.2 | 18,372.4 | 18,517.2 | 18,838.4 | 19,075.1 |
| Securities | 20,254.6 | 17,560.0 | 18,372.4 | 17,364.3 | 17,684.0 | 17,919.5 |
| Government | 6,334.0 | 6,178.3 | 7,183.2 | 6,223.7 | 5,959.6 | 5,915.8 |
| Private companies | 8,754.1 | 8,250.0 | 8,231.9 | 8,032.6 | 8,345.8 | 8,357.4 |
| Debt Instruments | 8,319.7 | 8,247.6 | 8,229.6 | 8,030.2 | 8,338.1 | 8,355.0 |
| Equities | 434.4 | 2.4 | 2.4 | 2.4 | 7.7 | 2.4 |
| Net unrealized gain on valuation | 5,017.0 | 2,940.4 | 2,813.0 | 2,914.4 | 3,235.6 | 3,450.0 |
| Interest debtors | 149.6 | 191.3 | 144.3 | 193.6 | 142.9 | 196.3 |
| Loans | 701.0 | 901.2 | 0.0 | 1,152.9 | 1,154.4 | 1,155.5 |
| 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 | 700.0 | 900.0 | 0.0 | 1,150.0 | 1,150.0 | 1,150.0 |
| 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 | 1.0 | 1.2 | 0.0 | 2.9 | 4.4 | 5.5 |
| 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 | 1.3 | 3.4 | 2.8 | 3.0 | 3.0 | 2.5 |
| Cash and banks | 1.3 | 3.4 | 2.8 | 3.0 | 3.0 | 2.5 |
| Debtors | 0.3 | (1.4) | 0.3 | 0.4 | 0.7 | 0.0 |
| 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 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.4 | (1.3) | 0.4 | 0.5 | 0.8 | 0.1 |
| 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 | 2,600.8 | 2,649.5 | 2,343.9 | 2,612.7 | 2,897.1 |
| Other assets | 130.5 | 59.8 | 75.6 | 86.5 | 126.5 | 158.1 |
| 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 | 130.5 | 59.8 | 75.6 | 86.5 | 126.5 | 158.1 |
| Total assets | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 |


| LIABILITIES | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,075.4 | 15,214.9 | 15,052.6 | 15,102.7 | 15,320.4 | 15,446.5 |
| Unearned premiums | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 |
| Life | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 |
| 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 | 85.4 | 90.5 | 113.1 | 128.1 | 95.6 | 102.4 |
| Losses and maturities | 85.3 | 90.4 | 113.1 | 127.8 | 95.6 | 102.3 |
| 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 | 0.1 | 0.1 | 0.0 | 0.4 | 0.0 | 0.2 |
| Prevision | 904.6 | 949.2 | 973.5 | 1,015.7 | 1,048.5 | 1,062.7 |
| 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 | 281.7 | 283.5 | 279.3 | 279.2 | 283.5 | 285.6 |
| Specials | 622.9 | 665.7 | 694.1 | 736.5 | 765.0 | 777.1 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 19.2 | 20.7 | 21.5 | 21.2 | 13.6 | 39.2 |
| 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 | 19.2 | 20.7 | 21.4 | 21.2 | 13.5 | 39.2 |
| 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 | 201.2 | 64.4 | 104.4 | 134.0 | 150.7 | 175.4 |
| Provision for employee profit sharing | 100.9 | 28.1 | 68.4 | 98.1 | 114.1 | 145.1 |
| Other liabilities | 0.2 | 0.2 | 0.2 | 0.1 | 0.1 | 0.1 |
| Deferred credits | 100.1 | 36.2 | 35.7 | 35.8 | 36.4 | 30.3 |
| Total liabilities | 15,295.9 | 15,300.1 | 15,178.5 | 15,257.9 | 15,484.7 | 15,661.2 |
| Stockholders' equity |  |  |  |  |  |  |
| 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 | 2,576.6 | 2,576.6 | 3,106.0 | 3,106.0 | 2,972.8 | 2,972.8 |
| legal | 819.1 | 819.1 | 831.3 | 831.3 | 831.3 | 831.3 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1,757.5 | 1,757.5 | 2,274.8 | 2,274.8 | 2,141.5 | 2,141.5 |
| Unrealized gain on valuation of real estate | (3.2) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,272.4 | 2,271.4 | 2,618.4 | 2,618.6 | 2,618.6 | 2,615.1 |
| Retained earnings | (746.7) | (101.6) | (935.1) | (935.1) | (801.9) | (648.4) |
| Net income | 584.4 | (31.1) | 24.4 | (204.7) | 198.9 | 423.9 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,791.9 | 5,823.7 | 5,922.2 | 5,693.1 | 6,096.7 | 6,471.7 |
| Total liabilities and stockholders' equity | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 |

Fianzas Guardiana-Inbursa
Income Statement

| Million Pesos | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums accepted | 391.4 | 317.7 | 299.9 | 328.3 | 400.5 | 397.6 |
| Premiums ceded | 22.4 | 32.4 | 21.4 | 30.2 | 47.4 | 69.2 |
| RETAINED PREMIUMS | 369.0 | 285.3 | 278.5 | 298.1 | 353.1 | 328.4 |
| Application of reserve for outstanding bonds | 127.0 | 43.7 | 29.0 | 18.7 | 40.0 | 14.5 |
| NET PREMIUM REVENUES | 242.0 | 241.5 | 249.6 | 279.4 | 313.1 | 314.0 |
| Net Acquisition Cost | 45.1 | - 8.7 | 13.3 | (0.0) | (1.1) | 4.0 |
| Comisions to agents | 0.3 | - 0.2 | 0.2 | 0.4 | 0.2 | 0.6 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (12.6) | - (13.6) | (8.0) | (12.2) | (21.5) | (28.2) |
| Others | 57.4 | 22.1 | 21.1 | 11.8 | 20.2 | 31.5 |
| Claims | 108.2 | - 165.6 | 204.0 | 363.3 | 337.9 | 316.8 |
| Technical Income | 88.7 | 67.3 | 32.3 | (83.9) | (23.7) | (6.8) |
| Net increase in other technical reserves | 42.4 | 32.0 | 23.4 | 30.0 | 35.2 | 32.2 |
| GROSS INCOME | 46.3 | 35.2 | 8.8 | (114.0) | (59.0) | (39.1) |
| Net Operating Expenses | (43.2) | (7.0) | (38.9) | (27.7) | (60.1) | (44.3) |
| Administrative \& operating expenses | (43.6) | - (7.4) | (39.2) | (28.0) | (60.4) | (44.6) |
| 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 | 0.4 |
| OPERATING INCOME | 89.5 | 42.3 | 47.7 | (86.3) | 1.1 | 5.2 |
| Financial Income | 63.0 | - 11.7 | 20.0 | 9.5 | 93.7 | 58.6 |
| On investments | 27.7 | - 28.6 | 35.8 | 31.8 | 27.1 | 28.0 |
| Investments sales | 0.0 | 0.0 | (0.0) | 0.0 | 2.9 | 0.4 |
| Investments revaluation | 35.3 | (16.9) | (16.1) | (32.4) | 63.3 | 37.2 |
| Others | 0.0 | - 0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos | 0.0 | - (0.2) | 0.3 | 10.0 | 0.3 | (7.0) |
| Participated income from permanent investments | 0.0 | - (3.6) | 0.2 | (10.8) | 8.5 | 11.8 |
| INCOME BEFORE TAXES | 152.5 | - 50.3 | 67.9 | (87.6) | 103.3 | 75.5 |
| Income taxes | 50.6 | 11.2 | 21.9 | (28.2) | 10.4 | 16.7 |
| Subsidiaries Net Income | 13.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 115.6 | 39.1 | 46.0 | (59.4) | 92.9 | 58.8 |

Fianzas Guardiana-Inbursa
BALANCE SHEET
Million Pesos

| ASSETS | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 3,024.0 | 3,033.4 | 3,042.3 | 2,942.1 | 2,952.8 | 3,101.6 |
| Securities | 2,094.5 | 2,112.5 | 2,132.4 | 2,102.7 | 1,922.5 | 2,071.3 |
| Government | 1,353.4 | 1,487.2 | 1,459.7 | 1,449.8 | 1,202.4 | 1,350.8 |
| Private companies | 254.6 | 237.0 | 300.4 | 316.6 | 301.4 | 267.8 |
| Debt Instruments | 28.5 | 27.4 | 49.8 | 58.8 | 59.5 | 54.7 |
| Equities | 226.1 | 209.5 | 250.6 | 257.8 | 241.9 | 213.1 |
| Net unrealized gain on valuation | 479.6 | 383.9 | 367.8 | 335.4 | 415.4 | 451.0 |
| Interest debtors | 7.0 | 4.4 | 4.5 | 0.9 | 3.3 | 1.6 |
| Loans | 710.2 | 701.8 | 691.0 | 620.7 | 812.9 | 813.5 |
| Secured | 65.0 | 65.3 | 61.5 | 30.0 | 31.0 | 30.7 |
| Unsecured | 641.0 | 630.9 | 618.9 | 585.8 | 777.5 | 711.8 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.3 | 0.3 | 4.0 | 2.3 | 0.3 | 67.7 |
| Interest debtors | 4.0 | 5.3 | 6.7 | 2.6 | 4.0 | 3.3 |
| Real estate | 219.3 | 219.1 | 218.9 | 218.7 | 217.5 | 216.9 |
| 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 | 56.6 | 56.6 |
| Depreciation | (9.1) | (9.3) | (9.5) | (9.7) | (10.0) | (10.7) |
| Investments for labor obligations | 2.8 | 2.9 | 2.9 | 2.9 | 2.9 | 3.0 |
| Current assets | 0.1 | 1.5 | 0.6 | 3.1 | 5.4 | 2.0 |
| Cash and banks | 0.1 | 1.5 | 0.6 | 3.1 | 5.4 | 2.0 |
| Debtors | 263.2 | 251.1 | 279.0 | 286.7 | 358.1 | 319.8 |
| Premium debtors | 253.5 | 243.2 | 272.2 | 277.3 | 345.7 | 303.5 |
| Agents | (0.2) | (0.4) | (0.4) | (0.4) | (0.1) | (0.2) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.4 | 7.4 | 7.4 | 7.4 | 7.4 | 7.5 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 7.9 | 6.3 | 5.2 | 9.1 | 11.9 | 15.8 |
| Allowance for write-offs | (5.3) | (5.3) | (5.4) | (6.8) | (6.8) | (6.9) |
| Rebonders | 264.8 | 256.8 | 255.5 | 288.7 | 273.1 | 290.2 |
| Bonding companies | 7.1 | 2.4 | 0.1 | 9.3 | 0.3 | 3.8 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.7) | (4.7) | (4.9) | (4.9) | (4.9) | (4.9) |
| Participation in rebonding | 262.4 | 259.2 | 260.4 | 284.3 | 277.8 | 291.3 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 0.0 | 91.9 | 93.6 | 82.8 | 91.3 | 102.4 |
| Other assets | 172.2 | 104.7 | 165.3 | 226.4 | 341.7 | 324.9 |
| Furniture and equipment (net) | 1.6 | 1.5 | 1.3 | 1.1 | 0.9 | 0.9 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 169.1 | 101.8 | 162.6 | 223.8 | 339.3 | 322.5 |
| Total assets | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 |


| LIABILITIES | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,127.1 | 1,198.9 | 1,252.2 | 1,329.3 | 1,398.2 | 1,456.3 |
| Current bonds | 716.7 | 756.6 | 786.5 | 832.6 | 866.3 | 892.7 |
| Contingency bonds | 410.4 | 442.3 | 465.7 | 496.7 | 531.9 | 563.6 |
| Provision for labor obligations at retirement | 1.5 | 1.6 | 1.6 | 1.5 | 1.6 | 1.6 |
| Creditors | 24.4 | 45.0 | 18.8 | 13.3 | 32.1 | 13.5 |
| Agents and adjusters | 0.1 | 0.2 | 0.2 | 0.1 | 0.1 | 0.2 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 24.3 | 44.8 | 18.6 | 13.2 | 32.0 | 13.4 |
| Rebonders | 13.0 | 19.9 | 22.9 | 25.8 | 17.6 | 46.3 |
| Bonding companies | 10.7 | 17.6 | 20.6 | 22.0 | 13.7 | 44.0 |
| Other participation | 2.3 | 2.3 | 2.3 | 3.8 | 3.9 | 2.3 |
| Other liabilities | 259.2 | 127.1 | 146.6 | 124.8 | 145.6 | 137.6 |
| Provision for employee profit sharing \& incurred income Tax | 147.5 | 26.7 | 52.5 | 35.8 | 33.2 | 17.4 |
| Other liabilities | 53.9 | 56.2 | 53.7 | 60.1 | 70.6 | 68.4 |
| Deferred credits | 57.8 | 44.3 | 40.4 | 29.0 | 41.7 | 51.7 |
| Total liabilities | 1,425.3 | 1,392.5 | 1,442.0 | 1,494.8 | 1,595.0 | 1,655.4 |
| 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 | (12.8) | (12.7) | (12.7) | (12.7) | (13.2) | (13.2) |
| Subsidiaries | 82.9 | 82.9 | 93.0 | 93.0 | 93.0 | 92.3 |
| Retained earnings | 1,422.7 | 1,867.7 | 1,859.1 | 1,859.1 | 1,859.1 | 1,977.8 |
| Net income | 436.2 | 39.2 | 85.1 | 25.7 | 118.7 | 58.8 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 2,301.9 | 2,349.8 | 2,397.3 | 2,337.9 | 2,430.4 | 2,488.5 |
| Total liabilities and stockholders' equity | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 |


[^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.
    - $\quad$ 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]:    Assets under Management: \$ 566,863.1
    Assets in Custody: \$2,299,352.1

