Mexico City, July 24, 2012.- Grupo Financiero Inbursa reported today results for the second quarter of 2012.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$3,459 MM Ps in June 2012 vs 3,270 MM Ps in June 2011

Consumer Loans increased 19\% (Jun-12 vs Jun-2011):
-98,861 total auto related clients -12,608 more SME's clients reaching a total of 50,293
-12,223 more payroll clients reaching a total of 70,429

15\% growth in demand deposits in June 2012 if compared with June 2011

### 6.59\% stock award of YPF, S.A. company shares

Seguros Inbursa's net income reached \$824.4 MM Ps, 48.2\% more if compared with the same period of the previous year

Grupo Financiero Inbursa posted profits of \$3,459 MM Ps in Jun-12 vs $\$ 3,270$ MM Ps in Jun-11. This result is explained by a $15 \%$ financial margin increase reaching $\$ 8,055 \mathrm{MM}$ Ps, a consequence of more interest income and premiums together with less interest expenses. It's worth mentioning that this result was achieved even though $10 \%$ more reserves creation from $\$ 3,605$ MM Ps in Jun- 11 to $\$ 3,963$ MM Ps in Jun-12 in line with the growth of the loan portfolio. It's important to recall that even though the growth in retail, both in credit and in funding, efficiency ratio remained very flat at $38.4 \%$ in June 2012 compared with $38.5 \%$ in June 2011.

Consumer loans grew 19\% in Jun-12 when compared with Jun-11. Auto related loans increased $16 \%$ in Jun-12 vs Jun11 reaching \$14,217 MM Ps. Small and Medium Enterprises loans grew from $\$ 3,470$ MM Ps in Jun- 11 to $\$ 5,009$ MM Ps in Jun-12, a 44\% growth. While payroll loans increased $41 \%$ in Jun-12 vs Jun-11 reaching \$2,034 MM Ps.

Demand deposits stood at \$56,295 MM Ps in June 2012 compared with $\$ 48,991$ MM Ps in June 2011, a 15\% increase. This result is mainly related to the consolidation of the branch network.

Banco Inbursa received by means of collateral syndicated loans guarantees allocation, a participation of shares of $6.59 \%$ of the stockholders equity of YPF, S.A. company.

Seguros Inbursa's total premiums increased $11.3 \%$ in Jun-12 compared with Jun-11, a consequence of growths in all lines of businesses (P \& C grew 17\%, Accidents and health grew $15 \%$ and autos $6 \%$ ) with a sound combined ratio of $94.1 \%$.

[^0]

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

## Net Income

| MM Ps. | 2Q12 |  | $\begin{gathered} 1 Q 12 \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ \text { 1Q12 } \end{gathered}$ | $\begin{gathered} \text { 2Q11 } \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ \text { 2Q11 } \end{gathered}$ | Jan - Jun |  | \%chg. vs. 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  |  |  |  | 2012 | 2011 |  |
| Banco Inbursa | 145.7 | 15\% | 1,163.1 | -87\% | 910.9 | -84\% | 1,308.8 | 2,068.7 | -37\% |
| Operadora | 62.1 | 7\% | 78.9 | -21\% | 59.6 | 4\% | 141.0 | 154.6 | -9\% |
| Seguros | 331.7 | 35\% | 492.7 | -33\% | 84.7 | 292\% | 824.4 | 556.1 | 48\% |
| Pensiones | 140.0 | 15\% | 423.9 | -67\% | 55.5 | 152\% | 563.9 | 24.4 | 2207\% |
| Fianzas | 69.1 | 7\% | 58.8 | 17\% | 46.0 | 50\% | 127.9 | 85.1 | 50\% |
| Inversora | 128.6 | 13\% | 206.9 | -38\% | 1.6 | 8116\% | 335.5 | 241.9 | 39\% |
| Others | 77.3 | 8\% | 80.0 | -3\% | 77.8 | -1\% | 157.3 | 139.1 | 13\% |
| Total | 954.5 | 100\% | 2,504.3 | -62\% | 1,236.2 | -23\% | 3,458.8 | 3,270.1 | 6\% |

Grupo Financiero Inbursa posted profits of $\$ 3,459$ MM Ps in Jun-12 vs $\$ 3,270$ MM Ps in Jun-11. This result is explained by a $15 \%$ financial margin increase reaching $\$ 8,055 \mathrm{MM} \mathrm{Ps}$, a consequence of more interest income and premiums together with less interest expense. It's worth mentioning that this result was achieved even though 10\% more reserves creation from $\$ 3,605$ MM Ps in Jun- 11 to $\$ 3,963$ MM Ps in Jun12 in line with the growth of the loan portfolio. It's important to recall that even though the growth in retail, both in credit and in funding, efficiency ratio remained very flat at $38.4 \%$ in June 2012 compared with $38.5 \%$ in June 2011.

Estimated Cash Flow

| Million Pesos | $\mathbf{1 2 M 1 0}$ | $\mathbf{1 2 M 1 1}$ | 6M11 | 6M12 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Interest Income | $19,987.7$ | $20,538.8$ | $10,263.0$ | $10,459.6$ |
| Premiums written (Net) | $10,989.2$ | $13,277.8$ | $6,476.2$ | $7,160.0$ |
| Interest Expense | $9,182.7$ | $8,798.0$ | $4,387.1$ | $3,990.9$ |
| Increased in reserve for unearned premiums | $1,766.7$ | $2,622.4$ | $1,210.4$ | $1,094.9$ |
| Cost of claims and contractual obligations (net) | $7,610.7$ | $9,002.9$ | $4,112.2$ | $4,478.9$ |
| Financial Margin | $\mathbf{1 2 , 4 1 6 . 9}$ | $\mathbf{1 3 , 3 9 3 . 4}$ | $\mathbf{7 , 0 2 9 . 4}$ | $\mathbf{8 , 0 5 4 . 9}$ |
| Commissions \& Fees | $1,342.8$ | $1,454.2$ | 473.3 | 377.6 |
| Subsidiaries Income | 425.1 | 479.0 | 272.6 | 377.3 |
| General Expenses | $5,682.0$ | $6,033.6$ | $2,890.3$ | $3,238.5$ |
| Taxes | $1,963.5$ | $2,032.0$ | $1,150.4$ | $1,145.1$ |
| Operating Cash Flow | $\mathbf{6 , 5 3 9 . 2}$ | $\mathbf{7 , 2 6 0 . 8}$ | $\mathbf{3 , 7 3 4 . 6}$ | $\mathbf{4 , 4 2 6 . 1}$ |
| Market related Income | $6,404.6$ | $1,127.2$ | $1,924.5$ | $1,930.4$ |
| Free Cash Flow | $\mathbf{1 2 , 9 4 3 . 9}$ | $\mathbf{8 , 3 8 8 . 0}$ | $5,659.1$ | $\mathbf{6 , 3 5 6 . 6}$ |

## Investment by Company

| MM Ps. | 2Q12 |  | 1Q12 | \% chg vs. | 2Q11 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% | \$ | 1Q12 | \$ | 2Q11 |
| Banco Inbursa Consolidated | 52,157.7 | 71\% | 52,372.3 | 0\% | 49,430.7 | 6\% |
| Afore | 1,317.1 | 2\% | 1,787.6 | -26\% | 1,261.9 | 4\% |
| Sinca | 4,847.3 | 7\% | 4,713.2 | 3\% | 4,452.0 | 9\% |
| Inmobiliaria | 1,000.7 | 1\% | 989.8 | 1\% | 962.1 | 4\% |
| Operadora | 1,010.7 | 1\% | 1,118.6 | -10\% | 934.7 | 8\% |
| Seguros Inbursa Consolidatec | 8,443.9 | 11\% | 8,101.1 | 4\% | 7,254.6 | 16\% |
| Patrimonial | 1,748.0 | 2\% | 1,969.0 | -17\% | 1,766.0 | -1\% |
| Salud | 124.0 | 0\% | 130.0 | -5\% | 144.0 | -14\% |
| Pensiones Inbursa Consolidate | 6,619.0 | 9\% | 6,471.7 | 2\% | 5,922.2 | 12\% |
| Promotora | 3,136.7 | 4\% | 3,096.6 | 1\% | 2,828.3 | 11\% |
| Fianzas | 1,957.9 | 3\% | 2,488.5 | -21\% | 2,397.3 | -18\% |
| Inversora | 3,067.0 | 4\% | 3,712.6 | -17\% | 3,341.9 | -8\% |
| Holding company and others | 202.5 | 0\% | 1,350.1 | -85\% | 1,115.5 | -82\% |
| Total | 73,458.7 | 100\% | 75,614.9 | -3\% | 70,396.9 | 4\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$75,615 MM Ps as of June 2012, a 4\% increase relative to the same period of the previous year. It's worth mentioning that in May 2012, GFI paid a \$2,167 MM Ps dividend. It adjusted, Stockholders' equity growth would have been 7\%.


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

| Million Pesos |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders Equity | Debt | Reserves | SOURCES <br> Deferred <br> Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 52,157.7 | 149,057.2 | 23,568.5 | 640.6 |  | 6,280.2 | 231,704.0 |
| Seguros and Patrimonial Inbursa | 8,443.9 |  | 37,181.1 | 1,367.1 |  | 6,927.2 | 53,919.3 |
| Pensiones Inbursa | 6,619.0 |  | 15,313.7 | 43.0 |  | 85.6 | 22,061.4 |
| Inversora Bursátil | 3,067.0 | 73.0 |  | 412.3 | 19,139.2 ${ }^{\text { }}$ | 112.7 | 22,804.2 |
| Operadora Inbursa | 1,010.7 |  |  | 160.2 |  | 71.2 | 1,242.1 |
| Fianzas G-Inbursa | 1,957.9 |  | 1,502.8 | 53.6 |  | 159.2 | 3,673.5 |
| Others | 202.5 |  |  |  |  |  | 202.5 |
| TOTAL | 73,458.7 | 149,130.2 | 77,566.1 | 2,676.7 | 19,139.2 | 13,636.0 | 335,606.9 |
|  | Investment* Portfolio | Loan Portfolio | Fixed Income MM Portfolio | USES <br> Fixed <br> Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 7,894.8 | 169,749.6 | 29,689.4 | 1,483.3 |  | 22,887.0 | 231,704.0 |
| Seguros and Patrimonial Inbursa | 8,376.6 | 2,924.1 | 20,007.9 | 2,342.8 |  | 20,267.9 | 53,919.3 |
| Pensiones Inbursa | 3,285.0 |  | 15,758.6 |  |  | 3,017.7 | 22,061.4 |
| Inversora Bursátil | 21.4 |  | 21,936.3 | 20.0 | $0.0{ }^{\prime \prime}$ | 826.5 | 22,804.2 |
| Operadora Inbursa | 371.2 |  | 787.0 |  |  | 83.9 | 1,242.1 |
| Fianzas G-Inbursa | 708.9 | 806.1 | 903.2 | 437.7 |  | 817.5 | 3,673.5 |
| Others |  |  |  |  |  | 202.5 | 202.5 |
| TOTAL | 20,658.0 | 173,479.8 | 89,082.4 | 4,283.7 | 0.0 | 48,103.0 | 335,606.9 |

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

Banco Inbursa posted profits of \$1,309 MM Ps in Jun-12 compared with \$2,069 MM Ps in June 2011. This result is explained by $\$ 516$ MM Ps more reserves creation in June 2012 related to the growth in the loan portfolio if compared with the same period of the previous year and market related losses in the 2Q12 of $\$ 1,093$ MM Ps a consequence of the decrease in the long term interest rate in dollars that affected the marking to market of the long term fixed rate funding position.

Consumer loans grew 19\% in Jun-12 when compared with Jun-11. Auto related loans increased $16 \%$ in Jun-12 vs Jun-11 reaching \$14,217 MM Ps. Small and Medium Enterprises loans grew from $\$ 3,470$ MM Ps in Jun-1 1 to $\$ 5,009$ MM Ps in Jun-12, a 44\% growth. While payroll loans increased 41\% in Jun-12 vs Jun-11 reaching \$2,034 MM Ps.

## Financial Margin

As of June 2012 financial margin stood at \$4,271 MM Ps, very similar if compared with the same period of the previous year

## Market Related Income

Banco Inbursa posted market related profits of \$444 MM Ps in June 2012 compared with \$649 MM Ps in June 2011.

## Loan Loss Reserves

Loan loss reserves increased \$2,765 MM Ps during 2Q12, reaching $\$ 23,569$ MM Ps. On an accumulated basis this amount represents 3.9 times non-performing loans and $14 \%$ of total loans.

## General Expenses

General expenses increased 20\% in Jun-12 vs Jun11 mainly to the consolidation of CF Credit into the bank. It's worth to recall that CF Credit is the company that is growing the car loan business and is fully owned by Banco Inbursa. This company used to be a subsidiary of Promotora Inbursa (Pensiones Inbursa) since its acquisition in June 2010 up to January 2012 when Grupo Financiero Inbursa got the regulatory authorization to move it as a subsidiary of the bank. However efficiency ratio remained very sound in levels of $34.9 \%$.

Risk Adjusted Net Interest Income

| MM Ps |  | 2Q12 | 1 Q12 | 2 Q11 | 6M12 | 6M11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  | 4,043.3 | 4,236.4 | 4,110.3 | 8,279.7 | 8,297.4 |
| Interest on loans |  | 3,025.1 | 3,129.0 | 3,093.6 | 6,154.1 | 6,373.9 |
| Repo's interest income |  | 496.8 | 467.7 | 386.9 | 964.5 | 693.8 |
| Others |  | 521.4 | 639.7 | 629.8 | 1,161.1 | 1,229.7 |
| Interest Expenses |  | $(1,966.4)$ | $(2,042.0)$ | (1,909.8) | (4,008.4) | $(3,802.4)$ |
| Interest on deposits \& funding |  | $(1,654.5)$ | $(1,646.5)$ | (1,598.1) | (3,301.0) | (3,220.0) |
| Repo's interest expense |  | (311.9) | (395.5) | (311.7) | (707.4) | (582.5) |
| Financial Margin |  | 2,076.9 | 2,194.4 | 2,200.5 | 4,271.3 | 4,495.0 |
| Loan Loss Reserves (Net) |  | (608.1) | (2,157.0) | (624.7) | (2,765.1) | (2,248.8) |
| Risk Adjusted Net Interest Income |  | 1,468.8 | 37.4 | 1,575.8 | 1,506.2 | 2,246.2 |
| 0 |  |  |  |  |  |  |
| Commissions and fees |  | 645.5 | 646.1 | 695.8 | 1,291.6 | 1,264.9 |
| Market related income |  | $(1,093.0)$ | 1,537.1 | (266.9) | 444.1 | 648.8 |
| Operating Revenues |  | 1,021.3 | 2,220.6 | 2,004.7 | 3,241.9 | 4,159.9 |
| General Expenses and Acquisition |  |  |  |  |  |  |
| MM Ps | 2Q12 | 1Q12 |  | Q11 | 6M12 | 6M11 |
| Personnel | 6.7 | 19.2 |  | 18.0 | 25.9 | 30.6 |
| Administrative Expenses | 768.7 | 821.7 |  | 49.9 | 1,590.4 | 1,256.1 |
| Acquisition Cost Others | $\begin{aligned} & 157.7 \\ & 611.0 \end{aligned}$ | $\begin{aligned} & 136.4 \\ & 685.3 \end{aligned}$ |  | $\begin{aligned} & 11.2 \\ & 504.0 \end{aligned}$ | $\begin{gathered} 294.1 \\ 1,296.3 \end{gathered}$ | $\begin{gathered} 205.0 \\ 1,051.1 \end{gathered}$ |
| Contributions to IPAB | 123.9 | 125.7 |  | 31.6 | 249.6 | 265.0 |
| Depreciations and Amortizations | 38.7 | 37.9 |  | 33.5 | 76.6 | 68.3 |
| General Expenses | 938.1 | 1,004.5 | 57 | 33.0 | 1,942.6 | 1,620.0 |

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

Income Statement Selected Figures

| MM Ps | $2 Q 12$ | $1 Q 12$ | $2 Q 11$ | $6 M 12$ | $6 M 11$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 194.2 | 205.9 | $\mathbf{1 4 8 . 4}$ | 400.1 | 264.4 |
| Sinca Inbursa | 134.1 | 139.6 | 170.4 | 273.7 | 242.1 |
| Afore Inbursa | 129.5 | 150.6 | 170.5 | 280.1 | 351.2 |

## Sinca Inbursa

Sinca Inbursa posted profits of \$274 MM Ps in Jun-12 compared with \$242 MM Ps in Jun-11. It's important mentioning that Sinca Inbursa sold its position of Cicsa during the first 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 | 24.5\% |
| 1.2 Holding Gasinmex, S.A. de C.V. | Infrastructure | MAR 2010 | 17.29\% | 915 | 20.8\% |
| 1.3 Grupo IDESA, S.A. de C.V. y Subsidiarias | Petrochemical | AUG 2006 | 19.08\% | 455 | 10.4\% |
| 1.4 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.9\% |
| Total |  |  |  | 2,659 | 60.6\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 50.00\% | 354 | 8.1\% |
| 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 | 5.7\% |
| 2.4 Progenika, S.A. de C.V. | Health | AUG 2010 | 10.00\% | 26 | 0.6\% |
| Total |  |  |  | 916 | 20.9\% |
| 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 | 13.1\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Pure Leasing, S.A. de C.V. | Leasing | JAN 2006 | 16.00\% | 21 | 0.5\% |
| 4.2 Sociedad Financiera Campesina, S.A. de C.V. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 30 | 0.7\% |
| 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\% |
| TOTAL |  |  |  | 4,390 |  |

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.

## Loan Porffolio and Asset Quality

Total loan portfolio stood at \$169,750 MM Ps in Jun-12 compared with \$151,650 MM Ps in Jun-11. Commercial, consumer and financial institutions portfolio increased 4\%, 27\% and 95\% respectively.

Consumer loans grew 19\% in Jun-12 when compared with Jun-11. Auto related loans increased 16\% in Jun-12 vs Jun-11 reaching \$14,217 MM Ps. Small and Medium Enterprises loans grew from \$3,470 MM Ps in Jun- 11 to \$5,009 MM Ps in Jun-12, a 44\% growth. While payroll loans increased 41\% in Jun-12 vs Jun-11 reaching $\$ 2,034$ MM Ps.

Peso loan portfolio represented 68\% of total loans.

Loan loss reserves grew from \$20,386 MM Ps in Jun- 11 to \$23,568 MM Ps in Jun-12, representing a $16 \%$ increase and a coverage ratio to non performing loans of 3.9 times and $14 \%$ of total loans.

| MM Ps | Loan Portfolio |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q12 | \% | $1 Q 12$ | \% | 2Q11 | \% |
| TOTAL LOAN PORTFOLIO | 169,750 | 100\% | 169,774 | 100\% | 151,650 | 100\% |
| Commercial | 119,665 | 70\% | 130,873 | 77\% | 115,681 | 76\% |
| Financial Institutions | 18,831 | 11\% | 9,584 | 6\% | 9,660 | 6\% |
| Consumer | 9,811 | 6\% | 9,344 | 6\% | 7,736 | 5\% |
| Housing | 1,208 | 1\% | 1,223 | 1\% | 1,221 | 1\% |
| Governmental | 14,124 | 8\% | 13,099 | 8\% | 11,879 | 8\% |
| PAST DUE LOANS | 6,112 | 3.6\% | 5,651 | 3.3\% | 5,474 | 3.6\% |
| LOAN LOSS RESERVES | 23,568 | 14\% | 23,397 | 14\% | 20,386 | $13 \%$ |
|  | 2Q12 |  | $1 Q 12$ |  | 2Q11 |  |
| Pesos | 68\% |  | 65\% |  | 68\% |  |
| USD | 32\% |  | 35\% |  | 32\% |  |
| Secured * | 85\% |  | 85\% |  | 84\% |  |
| Unsecured | 15\% |  | 15\% |  | 16\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Banco Inbursa Selected Ratios

|  | 2Q12 | 2Q11 | System <br> $1 Q 12$ |  |
| :--- | :---: | :---: | :---: | :---: |
| Loans / Total Assets | $73.3 \%$ | $65.5 \%$ |  | $41.4 \%$ |
| NPL / Loan Portfolio | $3.6 \%$ | $3.6 \%$ |  | $2.5 \%$ |
| LLR / NPL (times) | 3.9 | 3.7 | 1.9 |  |

## Non Performing Loans

At the end of the quarter, non performing loans stood at $\$ 6,112 \mathrm{MM}$ Ps. It is important to highlight that almost all this figure is related to few commercial collateralized loans.

| Non Performing Loans |  |  |  |
| :---: | :---: | :---: | :---: |
| MM Ps |  | MM Ps | \% |
| NPL | 31-Mar-12 | 5,650.8 |  |
| - Decreases in NPL |  | -320.7 | -41.0\% |
| * Recoveries \& Restructures |  | -245.5 | -31.4\% |
| * Write Offs |  | -75.2 | -9.6\% |
| + Increases in NPL |  | 781.5 | 100.0\% |
| * Exchange rate effects |  | 667.4 | 85.4\% |
| * New NPL |  | 114.1 | 14.6\% |
| NPL | 30-Jun-12 | 6,111.6 |  |

## Commercial Lending

Banco Inbursa ranked $4^{\text {th }}$ in the Mexican banking system in commercial lending with a $12.1 \%$ market share as of March 2012. 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 |  |  | 31-May-12 | 29-Feb-12 | 28-Feb-11 |
| Credit Risk Assets |  |  | 166,769.1 | 145,621.0 | 127,151.0 |
| Tier 1 Capital Net Capital |  |  | 25.2\% | 29.8\% | 32.7\% |
|  |  |  | 25.4\% | 30.0\% | 33.0\% |
| Total Risk Assets |  |  | 248,201.2 | 206, 196.6 | 172,025.0 |
| Tier 1 Capital Net Capital |  |  | 16.9\% | 21.0\% | 24.2\% |
|  |  |  | 17.1\% | 21.2\% | 24.4\% |
| Value at Risk 2Q12 (MM Ps) |  |  |  |  |  |
| TYPE OF RISK |  |  | MARKET VALUE | Value at RISK ${ }^{(1)}$ | \% VAR vs TIER 1 CAPITAL |
| Forex |  |  | 6,352 | 352 | 0.81\% |
| Fixed Income |  |  | 14,743 | 406 | 0.93\% |
| Derivatives |  |  | $(5,284)$ | 2,517 | 5.79\% |
| Equity |  |  | 319 | 6 | 0.01\% |
| Banco Inbursa |  |  | 16,131 | 2,039 | 4.69\% |
| TIER 1 CAPITAL ${ }^{(2)}$ |  |  | 43,447 |  |  |
| ${ }^{(1)}$ Value at Risk for 1 day with a confidence level of $95 \%$ and using LTM information <br> (2) March 2012 TIER 1 CAPITAL |  |  |  |  |  |
| Loan Portfolio 2Q12 (MM Ps) |  |  |  |  |  |
| Currency | $\begin{gathered} \text { Loan } \\ \text { Portfolio* } \end{gathered}$ | Past Due Loans | Loan Loss Reserve |  | Loan Loss Resrve vs Past Due Loans |
| MXP | 124,375 | 4,624 | 16,242 | 13.06\% | 3.5 |
| USD* | 52,204 | 1,488 | 7,327 | 14.04\% | 4.9 |
| UDI's* | 2 | 0 | 0 | 0.00\% | N.A. |
| Total | 176,581 | 6,112 | 23,569 | 13.35\% | 3.9 |
| * Both figures, USD and UDI's are expressed in pesos <br> - The total loan portfolio included letters of credit |  |  |  |  |  |

## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 2 Q12 | \% | 1 Q12 | $\begin{aligned} & \text { \% chg vs. } \\ & 1 Q 12 \end{aligned}$ | 2 Q11 | \% chg vs. 2Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 24,606 | 100\% | 22,798 | 8\% | 20,628 | 19\% |
| Car loans | 14,217 | 58\% | 13,234 | 7\% | 12,227 | 16\% |
| Small and medium companies | 5,009 | 19\% | 4,344 | 15\% | 3,470 | 44\% |
| Mortgages | 1,453 | 6\% | 1,478 | -2\% | 1,512 | -4\% |
| Payroll | 2,034 | 8\% | 1,877 | 8\% | 1,444 | 41\% |
| Credit Card | 1,893 | 8\% | 1,865 | 2\% | 1,975 | -4\% |

## Loan Portfolio (Clients)

| Clients | $2 Q 12$ | $\%$ | $1 Q 12$ | \% chg vs. <br> $1 Q 12$ | $2 Q 11$ | \% chg vs. <br> $2 Q 11$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 599,821 | $100 \%$ | 588,410 | $2 \%$ | 570,022 | $5 \%$ |
| Car loans | 98,861 | $17 \%$ | 99,561 | $-1 \%$ | 95,941 | $3 \%$ |
| Small and medium companies | 50,293 | $7 \%$ | 43,906 | $15 \%$ | 37,685 | $33 \%$ |
| Mortgages | 2,329 | $0 \%$ | 2,338 | $0 \%$ | 2,357 | $-1 \%$ |
| Payroll | 70,429 | $11 \%$ | 66,513 | $6 \%$ | 58,206 | $21 \%$ |
| Credit Card | 377,909 | $64 \%$ | 376,092 | $0 \%$ | 375,833 | $1 \%$ |

## AFORE INBURSA

## (Pension Funds)

Afore Inbursa net income posted profits of $\$ 280.1 \mathrm{MM}$ Ps in Jun-12 compared with $\$ 351.2 \mathrm{MM}$ Ps in Jun-11. Acquisition cost stood in very low levels if compared with $1 Q 12$ and $2 Q 11$, respectively.

## Affiliate Base \& Assets Under Management

Assets under management reached \$98,232 MM Ps in Jun-12, a 14\% decrease if compared with same period last year.

Assets under management market share stood at $6.1 \%$ in Jun-12. Afore Inbursa is ranked in the seventh place in the Afore system measured by assets under management.

Affiliate base amounted to 581,673 clients in Jun- 12.

Active workers base was 51.56\% in Jun-12 vs 28.53\%, in Jun- 11.

Acquisition costs was \$134 MM Ps in Jun-12 compared with \$74 MM Ps in Jun-1 1.

Stockholders' equity stood at \$1,317 MM Ps in Jun-12, 4\% increase relative to the same period last year. It's worth mentioning that in May 2012, Afore Inbursa paid a \$565.8 MM Ps dividend. If adjusted, Stockholders equity growth would have been 49\%.

## Net Income

During Jun-12, net income reached \$280.1 MM Ps compared with \$351.2 MM Ps in Jun- 11.

Selected Figures

| MM Ps | 2Q12 | 1Q12 | 2Q11 | 6M12 | $6 \mathrm{Ml1}$ | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comission Income | 287.9 | 301.0 | 334.0 | 589.0 | 664.7 | -11.4\% |
| General Expenses | (129.0) | (114.9) | (102.0) | (243.9) | (197.4) | 23.6\% |
| Administrative Expense | (17.8) | (17.9) | (16.3) | (35.7) | (33.3) | 7.4\% |
| Operating Expenses | (36.0) | (38.6) | (42.7) | (74.6) | (90.0) | -17.1\% |
| Acquisition cost | (75.1) | (58.4) | (43.0) | (133.5) | (74.1) | 80.1\% |
| Depreciation \& Amortization | (0.3) | (0.3) | (0.6) | (0.7) | (1.6) | -58.1\% |
| Operating Income | 160.3 | 187.3 | 234.5 | 347.6 | 471.3 | -26.3\% |
| Other Income | 0.0 | 0.1 | 0.6 | 0.1 | 1.0 | -89.6\% |
| Net Income | 129.5 | 150.6 | 170.5 | 280.1 | 351.2 | -20.3\% |
| Investments | 1,232.0 | 1,207.6 | 1,153.0 | 1,232.0 | 1,153.0 | 6.9\% |
| Fixed Assets | 15.0 | 12.1 | 11.8 | 15.0 | 11.8 | 26.8\% |
| Total Assets | 1,725.4 | 1,920.4 | 1,397.2 | 1,725.4 | 1,397.2 | 23.5\% |
| Stockholders' Equity | 1,317.1 | 1,787.6 | 1,261.9 | 1,317.1 | 1,261.9 | 4.4\% |


| Affiliate Quality |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $2 Q 12$ | 1 Q12 | 2Q11 | $\begin{array}{\|c} \hline \text { Mkt. Share } \\ 2 Q 12 \\ \hline \end{array}$ |
| Total Clients (\#) | 1,128,120 | 1,127,233 | 3,245,240 | 2.7\% |
| Affiliates (\#) | 581,673 | 584,860 | 925,911 | 4.1\% |
| Assets Under Mngmt. (MM Ps) | 98,232.0 | 98,979.6 | 114,297.0 | 6.1\% |
|  | 2 Q12 | 1 Q12 | 2Q11 | Mkt. Avg 2 Q12 |
| Avg. Min. Wages per Affiliate | 5.96 | 6.61 | 5.52 | 3.86 |
| Active Workers/Affiliate | 51.56\% | 51.88\% | 28.53\% | 33.10\% |

## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursa's total premiums increased from $\$ 7,568$ MM Ps in Jun- 11 to $\$ 8,426$ MM Ps in Jun12, a $11 \%$ growth. This is mainly explained by growths in all lines of businesses $(17 \%, 15 \%, 7 \%$ and $7 \%$ in P\&C, accidents and health, autos and life, respectively with a very sound combined ratio of $94.1 \%$ as of June 2012, that compares with $98.9 \%$ in June 2011. Net income stood at $\$ 824$ MM Ps at the end of Jun-12 compared with \$556 in Jun-11.

Financial Information

| MM Ps | 2Q12 | 1Q12 | 2Q11 | $6 M 12$ | $6 \mathrm{M11}$ | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | $3,950.9$ | $4,475.1$ | $3,688.4$ | $8,426.0$ | $7,568.4$ | $11.3 \%$ |
| Reserves Provisions | 156.1 | 636.6 | 376.4 | 792.7 | 893.1 | $-11.2 \%$ |
| Technical Income | 238.2 | 566.3 | 35.9 | 804.5 | 362.3 | $122.1 \%$ |
| Net Financial Income | 443.8 | 565.1 | 262.6 | $1,008.9$ | 956.0 | $5.5 \%$ |
| Net Income | 331.7 | 492.7 | 84.7 | 824.4 | 556.1 | $48.2 \%$ |
| Assets | $53,919.3$ | $53,923.4$ | $42,582.5$ | $53,919.3$ | $42,582.5$ | $26.6 \%$ |
| Investments | $28,384.5$ | $27,613.8$ | $24,813.0$ | $28,384.5$ | $24,813.0$ | $14.4 \%$ |
| Reserves | $37,181.1$ | $37,424.9$ | $29,784.9$ | $37,181.1$ | $29,784.9$ | $24.8 \%$ |
| Stockholders' Equity | $8,443.9$ | $8,101.1$ | $7,254.6$ | $8,443.9$ | $7,254.6$ | $16.4 \%$ |

Premiums Breakdown

|  |  |  | Seguros + Patrimonial |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Stockholders' equity of Seguros Inbursa stood at $\$ 8,444$ MM Ps in June 2012 compared with \$7,255 MM Ps in June 2011, a 16\% increase.

## PENSIONES INBURSA

## (Annuities)

Pensiones Inbursa's net income posted profits of \$563 MM Ps in Jun-12 compared with \$24 MM Ps in the same period last year, mainly explained by unrealized gains in stocks valuations. Stockholders' equity reached \$6,619 MM Ps in June 2012 compared with \$5,922 MM Ps in June 2011, a 12\% increase.

## Selected Financial Information

| MM Ps | 2Q12 | 1Q12 | 2Q11 | 6M12 | 6M11 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 26.5 | 7.9 | 1.5 | 34.4 | 9.7 | 253.9\% |
| Reserves Provisions | (135.8) | 109.5 | (204.8) | (26.4) | (110.6) | N.A. |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (53.3) | (329.2) | (15.5) | (382.5) | (322.7) | N.A. |
| Net Financial Income | 209.9 | 485.9 | 131.4 | 695.7 | 584.6 | 19.0\% |
| Net Income | 140.0 | 423.9 | 55.5 | 563.9 | 24.4 | 2207.3\% |
| Assets | 22,061.4 | 22,132.9 | 21,100.7 | 22,061.4 | 21,100.7 | 4.6\% |
| Investments | 19,043.6 | 19,075.1 | 18,372.4 | 19,043.6 | 18,372.4 | 3.7\% |
| Reserves | 15,313.7 | 15,446.5 | 15,052.6 | 15,313.7 | 15,052.6 | 1.7\% |
| Stockholders' Equity | 6,619.0 | 6,471.7 | 5,922.2 | 6,619.0 | 5,922.2 | 11.8\% |

## OPERADORA INBURSA <br> (Mutual Funds)

Assets under management stood at $\$ 87,524 \mathrm{MM}$ Ps at the end of June 2012 compared with 81,995 MM Ps in June 2011, 7\% more.

## FONDO INBURSA

June, 2012

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

## Compound Annual Return



## Mutual Funds

(June, 2012)

| FUND | PORTFOLIO | ASSETS <br> (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 5,087.1 | 3.12\% | 5.53\% |  |
| INBUREX | Fixed Income | 12,326.5 | 5.59\% | 3.82\% |  |
| INBUMAX | Fixed Income | 10,685.8 | 3.80\% | 5.53\% |  |
| INBURSA | Stock's, Bonds | 12,419.1 | 10.33\% | 12.27\% |  |
| FONIBUR | Stock's, Bonds | 20,363.8 | 11.30\% | 12.27\% | 9.82\% |
| IBUPLUS | Stock's, Bonds | 26,412.0 | 10.34\% | 12.27\% |  |

*MSE= Mexican Stock Exchange

## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of \$335 MM Ps in Jun-12 vs \$242 MM Ps in Jun-11. These result is mainly explained by more favorable market conditions. Stockholders' equity stood at \$3,067 MM Ps in Jun- $12,8 \%$ decrease relative to the same period of the previous year. It's worth mentioning that in May 2012, Inversora Bursatil paid a $\$ 750$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been 14\%.

| Select Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | 2Q12 | $1 Q 12$ | 2Q11 | 6 M 12 | 6 M 11 | \% chg |
| Operating Margin | 180.6 | 285.3 | 23.1 | 465.9 | 350.2 | 33.1\% |
| Interest Income | 658.8 | 796.3 | 616.2 | 1,455.2 | 1,195.1 | 21.8\% |
| Net Income | 128.6 | 206.9 | 1.6 | 335.5 | 241.9 | 38.7\% |
| Total Assets | 22,804.2 | 34,630. 1 | 11,288.4 | 22,804.2 | 11,288.4 | 102.0\% |
| Investment Portfolio | 21,936.3 | 33,785.5 | 10,303.6 | 21,936.3 | 10,303.6 | 112.9\% |
| Stockholders Equity | 3,067.0 | 3,712.6 | 3,341.9 | 3,067.0 | 3,341.9 | -8.2\% |
| Assets in Custody | 2,479,521.7 | 2,348,569.6 | 2,694,513.1 | 2,479,521.7 | 2,694,513.1 | -8.0\% |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached \$128 MM Ps in Jun-12 vs \$85 MM Ps same period last year. Stockholders equity stood at $\$ 1,958 \mathrm{MM}$ Ps, a $18 \%$ decrease if compared with June 2011. It's worth mentioning that in May 2012, Fianzas Guardiana Inbursa paid a \$300 MM Ps dividend.

| MM Ps | 2Q12 | 1Q12 | 2Q11 | 6M 12 | 6M11 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 358.6 | 397.6 | 299.9 | 756.2 | 617.6 | 22.4\% |
| Technical Income | 40.3 | (6.8) | 32.3 | 33.4 | 99.5 | -66.4\% |
| Earnings From Investments | 35.8 | 28.0 | 35.8 | 63.8 | 64.4 | -0.9\% |
| Net Income | 69.1 | 58.8 | 46.0 | 127.9 | 85.1 | 50.3\% |
| Total Assets | 3,673.5 | 4,143.9 | 3,839.3 | 3,673.5 | 3,839.3 | -4.3\% |
| Investments | 2,634.0 | 3,101.6 | 3,042.3 | 2,634.0 | 3,042.3 | -13.4\% |
| Reserves | 1,502.8 | 1,456.3 | 1,252.2 | 1,502.8 | 1,252.2 | 20.0\% |
| Stockholders Equity | 1,957.9 | 2,488.5 | 2,397.3 | 1,957.9 | 2,397.3 | -18.3\% |

# APPENDIX Banco Inbursa 

CAPITALIZATION
As of May 31, 2012
(MM Ps)

|  | TIER 1 CAPITAL |
| :--- | :--- |
| STOCKHOLDERS' EQUITY | $\mathbf{4 2 , 0 5 8}$ |
| SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS |  |
| LESS: | INVESMENT IN SUBORDINATED DEBT |
|  | INVESTMENTS IN FINANCIAL INSTITUTIONS |
|  | INVESTMENTS IN NON-FINANCIAL INSTITUTIONS |
|  | FINANCING GRANTED FOR THE AQUISITION OF SHARES |
|  | OF THE BANK OR OTHER GROUP SUBSIDIARIES |
|  | EXCESS ON DEFERRED TAXES |
|  | RESTRUCTURING CHARGES \& OTHER INTANGIBLES |
|  | PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED |
|  | OTHER ASSETS |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 28,413 | 2,273 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 1,216 | 97 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 19,851 | 1,588 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 2 | 0 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 9,915 | 793 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 2,143 | 171 |
| TOTAL | 61,540 | 4,923 |
| CREDIT RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 1,227 | 98 |
| GROUP III | 10,356 | 829 |
| GROUP IV | 1,149 | 92 |
| GROUP V | 2,642 | 211 |
| GROUP VI | 12,923 | 1,034 |
| GROUP VII | 124,997 | 10,000 |
| GROUP VIII | 214 | 17 |
| SUB-TOTAL | 153,507 | 12,281 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 13,262 | 1,061 |
| TOTAL | 166,769 | 13,342 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 19,892 | 1,591 |
| SUB-TOTAL | 19,892 | 1,591 |
| REQUIRMENT FOR TOTAL RISKS | 248,201 | 19,856 |


| INVESTMENT IN SECURITIES <br> June 30, 2012 <br> (Constant O00's Pesos as of June 30, 2012) |  |
| :--- | :--- | :---: |
| TRADING PORTFOLIO | $\mathbf{1 8 , 8 4 6 , 5 7 3}$ |
| Securities | $13,441,297$ |
| Government Securities | $3,001,644$ |
| Bankers' Acceptances | 23,753 |
| Cebur's | $2,379,879$ |
| SECURITIES HELD FOR SALE | 814,881 |
| Bonds | 814,881 |
| SECURITIES HOLD TO MATURITY | $1,094,797$ |
| Credit Link | $1,094,797$ |
| Bonds |  |



| DEFERRED TAXES <br> June 30, 2012 <br> (Constant 000's Pesos as of June 30, 2012) |  |
| :---: | :---: |
| TOTAL DEFERRED TAXES | 190,605 |
| Negotiable Financial Instruments | 171,861 |
| Negotiable Financial Instruments valuation (except stocks) | 43,393 |
| Credit Link | 3,193 |
| Stocks | 45,843 |
| Foreign stocks | 144,288 |
| Foreign stocks exchange rate | $(16,088)$ |
| San Antonio Oil \& Gas repossessed stocks | $(61,289)$ |
| Ternium good will amortization | 10,920 |
| Sinca's good will amortization | $(7,191)$ |
| Lamosa good will amortization | 1,727 |
| Invex goodwill amortization | 15,019 |
| CFSM good will amortization | $(9,434)$ |
| Rosarito goodwill amortization | 28,909 |
| NYT warrant prime amortization | 52,218 |
| Fiscal losses |  |
| Financial leasing deduction | 7,331 |
| Fix assets deduction | $(22,991)$ |
| Commissions amortization | $(5,077)$ |
| Prepayments | 11,154 |
| Other reserves | $(24,290)$ |
| Fiscal Diference valuation | 56,515 |
| Fiscal Diference valuation (Euro) | 2 |
| Swaps interest | $(7,747)$ |
| Futures | $(12,639)$ |
| Swaps valuation | (167) |
| Fiscal Diference valuation (Swaps) | $(203,017)$ |
| Warrants valuation | $(41,481)$ |
| Interest valuation | 145 |
| Financial Instruments Valuation (Bonds) | 17,865 |
| Swaps valuation (2007 and before) | $(8,367)$ |


|  |  | LOAN | ORTFO | IO | ,2012) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q12 |  | LOAN PORTFOLIO |  |  |  | 2012 |
|  | PERFORMING | NON PERFORMING |  |  |  |  |  |
|  | LOANS | LOANS | Total Loan Portfolio |  |  |  | 169,750 |
| Commercial | 119,665 | 5,602 | Loan Loss Reserves |  |  |  | 23,568 |
| Interbank | 18,831 | 4 |  |  |  |  |  |
| Consumer | 9.811 | 418 | TOTAL LOAN PORTFOLIO (NET) |  |  |  | 146,181 |
| Mortgages | 1,208 | 88 |  |  |  |  |  |
| Government | 14,124 |  |  |  |  |  |  |
| Total | 163,638 | 6,112 |  |  |  |  |  |
|  | LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |  |  |
|  |  |  | PESOS | UDI's | USD | TOTAL BANK |  |
|  | PERFORMING LOANS |  |  |  |  |  |  |
|  | Commercial |  | 75,025 |  | 44,629 | 119,654 |  |
|  | Interbank |  | 15,228 |  | 3,613 | 18,841 |  |
|  | Consumer |  | 9,811 |  |  | 9,811 |  |
|  | Mortgages |  | 1,207 | 1 |  | 1,208 |  |
|  | Government |  | 12,279 |  | 1,845 | 14,124 |  |
|  | Total Performing Loans |  | 113,550 | 1 | 50,087 | 163,638 |  |
|  | NON PERFORMING LOANS |  |  |  |  |  |  |
|  | Commercial |  | 4,115 |  | 1,488 | 5,603 |  |
|  | Interbank |  | 3 |  |  | 3 |  |
|  | Consumer |  | 415 | 2 |  | 417 |  |
|  | Mortgages |  | 88 |  |  | 88 |  |
|  | Government |  |  |  |  | 0 |  |
|  | Total Non Permorming Loans |  | 4,621 | 2 | 1,488 | 6,111 |  |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

Loan Loss Reserves at March 31, 2012
(constant million pesos as of March 31, 2010)
23,437

- Adjustment for inflation Mar '12-Jun '12-84

| Loan Loss Reserves at June, $\mathbf{2 0 1 2}$ (million nominal <br> pesos) | $\mathbf{2 3 , 5 2 1}$ |
| :--- | :---: |
| + Provisions recorded during the period | 522 |
| + Currency valuation \& other | -475 |
| Loan Loss Reserves at June 30, 2012 | $\mathbf{2 3 , 5 6 8}$ |

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 June 30, 2012)

(Constant MM Pesos as of June 30, 2012)
 NOTES:
1.- ACCOUNTING INFORMATION RELATIVE TO THE LOAN CLASSIFICATION OF THE PORTFOLIO FOR THE QUARTER ENDING JUNE 30 2012, WITH A RISK EXPOSURE RATE OF THE PORTFOLIO BASED UPON THE RATINGS GRANTED AS OF JUNE 30, 2012. 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 $80 \%$ OF ITS LOAN PORTFOLIO SUBJECT TO RATING.
3.- BASE LOAN PORTFOLIO CLASSIFIED INCLUDES CONTINGENT OPERATIONS SHOWN IN ITS CORRESPOPNDING GROUP FOR MEMORANDOM ACCOUNTS AT THE END OF THE CONSOLIDATED BALANCE SHEET REPORTED ON JUNE 30, 2012.
4.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE MORTGAGE PORTFOLIO PROVISIONS AS OF JUNE 30,2012 FOR $\$ 3 \$ 816$ AND $\$ 36$ 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 JUNE 30, 2012 FOR $\$ 65 \$ 174 \$ 84$ AND $\$ 88$ THAT CORRESPONDS TO RISKS "A", ", "B", "C", "D" AND "E", RESPECTIVELY.
6.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES AN ADJUSTMENT OF \$5 THAT CORRESPONDS TO THE ADDITIONAL PROVISIONS FOR INTEREST PAY ABLE OVER PAY ABLE PORTFOLIO
7.- PREVENTIVE RESERVES INCLUDES $\$ 69$ 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 JUNE 30, 2012

| MATURITY | TOTAL (000's) |
| :--- | ---: |
| 1 to 7 days | $4,110,571$ |
| 8 days to 1 month | $1,341,012$ |
| 1 to 3 months | $3,436,946$ |
| 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 |  |
| 7 to 9 years |  |
| more than 9 |  |

TOTAL

## CNBV GAAP Financial Statements

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

|  |  |  |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | Jan | -Jun |
| (Million Pesos.) |  | 1Q11 | 2 Q11 | 3Q11 | 4Q11 |  | 1 Q12 | 2Q12 | Jun '12 | Jun '11 |
| Interest Income | V | 5,155.9 | 5,107.1 | 4,864.2 | 5,411.7 |  | 5,190.9 | 5,268.7 | 10,459.6 | 10,263.0 |
| Premiums written (net) |  | 3,414.7 | 3,061.6 | 3,169.6 | 3,632.0 |  | 3,843.1 | 3,316.9 | 7,160.0 | 6,476.2 |
| Interest Expense |  | $(2,192.6)$ | $(2,194.6)$ | $(1,955.3)$ | (2,455.6) |  | $(2,449.9)$ | $(1,541.1)$ | $(3,990.9)$ | (4,387.1) |
| Increased in reserve for unearned premiums |  | (922.0) | (288.4) | (536.4) | (875.6) |  | $(1,002.8)$ | (92.1) | $(1,094.9)$ | $(1,210.4)$ |
| Cost of claims and contractual obligations (net) |  | $(1,973.7)$ | $(2,138.5)$ | $(2,427.2)$ | $(2,463.4)$ |  | $(2,125.2)$ | $(2,353.7)$ | $(4,478.9)$ | $(4,112.2)$ |
| FINANCIAL MARGIN |  | 3,482.3 | 3,547.2 | 3,114.9 | 3,249.0 |  | 3,456.2 | 4,598.7 | 8,054.9 | 7,029.4 |
| Loan Loss Provisions | - | 1,702.0 | 692.5 | (374.1) | 1,381.6 |  | 2,205.0 | 663.5 | 2,868.5 | 2,394.6 |
| RISK ADJUSTED NII | F | 1,780.2 | 2,854.6 | 3,488.9 | 1,867.4 |  | 1,251.1 | 3,935.3 | 5,186.4 | 4,634.9 |
| Comissions and Fees | , | 157.9 | 315.4 | 649.6 | 331.3 |  | 257.7 | 119.9 | 377.6 | 473.3 |
| Market-Related Income |  | 2,029.7 | (105.2) | $(3,503.8)$ | 2,706.5 |  | 3,276.1 | $(1,345.7)$ | 1,930.4 | 1,924.5 |
| Non-Interest Expense |  | $(1,545.9)$ | $(1,344.4)$ | $(1,417.6)$ | $(1,725.7)$ |  | $(1,717.5)$ | $(1,521.0)$ | $(3,238.5)$ | $(2,890.3)$ |
| OPERATING INCOME | , | 2,421.9 | 1,720.4 | (782.9) | 3,179.6 |  | 3,067.5 | 1,188.4 | 4,255.9 | 4,142.3 |
| Subsidiaries' Net Income | F | 117.4 | 155.1 | 63.6 | 142.8 |  | 195.6 | 181.7 | 377.3 | 272.6 |
| NET INCOME BEFORES TAXES | r | 2,539.4 | 1,875.5 | (719.4) | 3,322.4 | , | 3,263.0 | 1,370.1 | 4,633.2 | 4,414.9 |
| Incurred Income Tax \& Profit Sharing |  | (331.2) | (819.1) | (842.6) | (39.1) |  | (461.1) | (684.0) | (1,145.1) | $(1,150.4)$ |
| Deferred Income Tax (net) |  | (174.2) | 179.8 | 1,276.3 | (236.4) |  | (297.7) | 268.4 | (29.3) | 5.6 |
| RESULTS FROM CONTINUED OPERATION | F | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 |  | 2,504.3 | 954.5 | 3,458.8 | 3,270.1 |
| Discontinued Operations \& Extraordinary Items |  | 0.0 | 0.0 | 0.0 | 0.0 | \% | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | F | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 |  | 2,504.3 | 954.5 | 3,458.8 | 3,270.1 |
| MINORITARY INTEREST | F | 15.4 | 37.5 | (3.1) | 40.9 |  | 9.0 | 8.0 | 17.0 | 52.9 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| ASSETS | Mar-11 | Jun-11 | Sep-11 | Dec-11 | Mar-12 | Jun-12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 20,046.3 | 17,965.9 | 21,255.2 | 21,018.5 | 26,625.5 | 22,405.7 |
| Margin Accounts | 55.1 | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 | 2,076.4 |
| Financial Instruments | 75,975.3 | 69,236.8 | 70,967.9 | 79,563.3 | 95,399.1 | 82,136.7 |
| Negotiable | 54,401.2 | 45,663.6 | 46,272.5 | 53,793.9 | 69,038.1 | 56,897.8 |
| For Sale | 1,604.2 | 1,047.5 | 1,158.8 | 1,067.1 | 959.1 | 939.0 |
| Held to Maturity | 19,969.9 | 22,525.7 | 23,536.6 | 24,702.4 | 25,401.9 | 24,299.9 |
| Repos \& Derivatives | 11,105.8 | 28,118.6 | 10,507.5 | 13,569.4 | 15,854.2 | 15,546.6 |
| Repo Operations | 408.6 | 16,316.7 | 499.4 | 1,916.9 | 6,837.3 | 1,867.3 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 10,697.2 | 11,801.9 | 10,008.1 | 11,652.5 | 9,017.0 | 13,679.3 |
| Adjusted Valuation for Financial Assets | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 | 1,770.0 |
| LOANS | 166,633.4 | 145,699.1 | 153,667.1 | 168,412.8 | 164,504.4 | 163,428.9 |
| Commercial | 121,632.3 | 113,300.2 | 122,883.2 | 132,199.4 | 129,435.7 | 117,577.5 |
| Interbank | 10,798.3 | 9,660.3 | 10,050.4 | 10,329.6 | 9,584.3 | 18,831.5 |
| Consumer | 10,516.8 | 9,639.4 | 10,231.4 | 10,684.9 | 11,161.9 | 11,688.2 |
| Housing | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 | 1,208.0 |
| Governments | 22,497.0 | 11,878.5 | 9,296.2 | 13,983.9 | 13,099.2 | 14,123.7 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 4,422.0 | 6,219.1 | 5,424.3 | 5,704.2 | 6,347.8 | 6,751.7 |
| TOTAL GROSS LOANS | 171,055.4 | 151,918.2 | 159,091.3 | 174,117.0 | 170,852.2 | 170,180.6 |
| Loan Loss Reserves | 20,297.0 | 20,668.5 | 21,392.4 | 22,749.7 | 23,647.7 | 23,819.7 |
| TOTAL NET LOANS | 150,758.4 | 131,249.7 | 137,698.9 | 151,367.3 | 147,204.5 | 146,360.9 |
| Insurance and bonding companies | 3,581.8 | 2,416.8 | 3,515.9 | 3,713.6 | 3,691.1 | 3,665.3 |
| Premium debtors (net) | 3,875.0 | 4,309.0 | 9,171.4 | 9,236.6 | 7,721.5 | 7,854.6 |
| Reinsurance and rebonders | 9,090.6 | 9,056.5 | 20,249.5 | 15,912.3 | 14,313.3 | 13,374.8 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 19,197.5 | 24,796.5 | 13,361.7 | 24,828.9 | 20,534.7 | 19,484.4 |
| Repossessed Assets (net) | 734.9 | 720.6 | 736.9 | 770.5 | 850.3 | 868.3 |
| Fixed Assets (net) | 3,754.6 | 3,793.7 | 3,731.0 | 3,967.9 | 3,967.0 | 3,952.0 |
| Permanent Equity Investments | 7,172.2 | 7,166.0 | 7,256.2 | 7,691.0 | 7,900.4 | 7,565.8 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 3,929.0 | 4,047.7 | 4,128.7 | 3,963.7 | 2,818.9 | 2,818.9 |
| TOTAL ASSETS | 311,339.1 | 305,168.0 | 308,311.7 | 340,444.7 | 350,347.6 | 329,880.5 |


| LIABILITIES | Mar-11 | Jun-11 | Sep-11 | Dec-11 | Mar-12 | Jun-12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 130,202.6 | 126,198.2 | 120,035.9 | 141,788.7 | 139,845.2 | 133,991.0 |
| Demand Deposits | 49,752.1 | 48,990.8 | 49,817.3 | 52,739.8 | 53,820.0 | 56,294.9 |
| Time Deposits | 58,785.0 | 50,557.1 | 38,647.0 | 54,500.0 | 51,378.7 | 39,847.8 |
| Unsecured Notes (CEBURES) | 21,665.6 | 26,650.3 | 31,571.6 | 34,549.0 | 34,646.6 | 37,848.3 |
| INTERBANK LOANS \& OTHER | 7,451.3 | 6,345.3 | 10,371.9 | 3,952.5 | 10,089.4 | 9,020.9 |
| TECHNICAL RESERVES | 46,100.4 | 46,280.7 | 58,923.1 | 55,679.5 | 54,833.7 | 54,480.0 |
|  | 11,361.2 | 13,747.6 | 22,346.3 | 29,591.5 | 32,220.5 | 37,801.8 |
| Repo Operations | 4,055.8 | 4,853.4 | 2,565.1 | 10,177.5 | 21,175.8 | 19,037.1 |
| Credit related operations |  |  |  |  |  |  |
| Derivatives | 7,305.4 | 8,894.3 | 19,781.2 | 19,413.9 | 11,044.6 | 18,764.7 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 1,254.4 | 1,715.3 | 5,805.9 | 5,134.8 | 3,837.8 | 3,732.7 |
| OTHER ACCOUNTS PAYABLE | 38,977.9 | 36,022.3 | 17,327.3 | 27,473.1 | 30,295.8 | 14,148.8 |
| Income tax \& Employee profit sharing | 1,352.3 | 1,730.0 | 2,056.9 | 700.1 | 1,184.8 | 1,333.6 |
| Other accounts payable | 37,625.6 | 34,292.3 | 15,270.4 | 26,773.0 | 29,110.9 | 12,815.2 |
| DEFERRED TAXES | 3,621.7 | 3,430.2 | 2,681.4 | 2,942.5 | 2,966.6 | 2,671.0 |
| DEFERRED CREDITS | 1,131.8 | 1,031.6 | 742.3 | 684.4 | 643.8 | 575.6 |
| TOTAL LIABILITIES | 240,101.3 | 234,771.2 | 238,234.0 | 267,247.2 | 274,732.7 | 256,421.8 |
| STOCKHOLDERS'EQUITY |  |  |  |  |  |  |
| SUSCRIBED CAPITAL | 27,408.5 | 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 | 14,206.5 |
| Share Subscription Premium | 13,202.0 | 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 | 0.0 |
| EARNED CAPITAL | 42,837.3 | 42,002.5 | 41,691.4 | 44,789.3 | 47,194.8 | 45,964.4 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 38,692.8 | 36,659.5 | 36,630.9 | 36,722.7 | 42,573.6 | 40,396.6 |
| Valuation surplus (Deficit) of available for sale instruments | (972.5) | (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 | 0.0 |
| Valuation effects on affiliates and associated firms | 0.0 | 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 | 0.0 |
| Net Income of the period | 2,018.5 | 3,217.2 | 2,934.6 | 5,940.7 | 2,495.3 | 3,441.8 |
| Minority Interest | 992.0 | 985.8 | 977.8 | 999.7 | 1,011.6 | 85.8 |
| TOTAL STOCKHOLDERS' EQUITY | 71,237.8 | 70,396.9 | 70,077.7 | 73,197.5 | 75,614.9 | 73,458.7 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 311,339.1 | 305,168.0 | 308,311.7 | 340,444.7 | 350,347.6 | 329,880.5 |

GRUPO FINANCIERO INBURSA
MEMORANDUM ACCOUNTS
Million Pesos

| CUSTOMER POSITION ACCOUNTS | Jun-12 | COMPANY POSITION ACCOUNTS | Jun-12 |
| :---: | :---: | :---: | :---: |
| CUSTOMER CURRENT ACCOUNTS | (217.6) |  |  |
| Customer bank balances | 1.0 | Contingency assets and liabilities | 52,169.9 |
| Custumer transaction liquidations | (218.6) | Assets under trust | 145,584.9 |
| Client loans |  | Assets under custody or administration | 572,724.1 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,430,177.7 | Shares held in custody |  |
| Assets in custody or under administration | 2,430,177.7 | Other contingent obligations | 6,729.7 |
| Assets received in guarantee |  | Collaterals | 91,358.0 |
|  |  | Others | 1,347,251.5 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 54,165.6 |  |  |
| Customer Repos | 54,165.6 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| TOTAL CUSTOMER POSITION | 2,484,125.7 | TOTAL OWN POSITION | 2,215,818.1 |



## BANCO INBURSA

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q11 | 2 Q11 | 3Q11 | 4Q11 | 1Q12 | 2 Q12 | Jun '12 | Jun '11 |
| Interest Income | 4,187.1 | 4,110.3 | 3,958.4 | 3,967.4 | 4,236.4 | 4,043.3 | 8,279.7 | 8,297.4 |
| Interest Expense | 1,892.7 | 1,909.8 | 1,744.8 | 1,917.4 | 2,042.0 | 1,966.4 | 4,008.4 | 3,802.4 |
| Financial Margin | 2,294.4 | 2,200.6 | 2,213.6 | 2,050.0 | - 2,194.4 | 2,077.0 | 4,271.3 | 4,495.0 |
| Loan Loss Provisions | 1,624.1 | 624.8 | (426.6) | 1,219.5 | 2,157.0 | 608.1 | 2,765.1 | 2,248.8 |
| Risk Adjusted Net Interest Income | 670.3 | 1,575.8 | 2,640.2 | 830.5 | 37.4 | 1,468.8 | 1,506.2 | 2,246.1 |
| Comissions and Fees | - 569.1 | 695.7 | 985.0 | 859.6 | - 646.1 | 645.5 | 1,291.6 | 1,264.9 |
| Market-Related Income | - 915.7 | (266.9) | $(3,219.5)$ | 1,147.4 | - 1,537.1 | $(1,093.0)$ | 444.1 | 648.8 |
| Operating Revenues | 2,155.1 | 2,004.7 | 405.7 | 2,837.5 | 2,220.6 | 1,021.3 | 3,241.9 | 4,159.8 |
| Non-Interest Expense | - 887.0 | 733.0 | 810.5 | 955.3 | - 1,004.5 | 938.1 | 1,942.6 | 1,620.0 |
| Operating Income | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 1,216.0 | 83.2 | 1,299.2 | 2,539.8 |
| Other Income (Expenses) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 1,216.0 | 83.2 | 1,299.2 | 2,539.8 |
| Incurred Income Tax \& Profit Sharing | - 122.1 | 576.2 | 622.6 | (114.8) | - 56.2 | 456.4 | 512.6 | 698.3 |
| Deferred Income Tax | - 82.3 | (103.6) | (939.4) | 214.9 | - 172.1 | (353.3) | (181.2) | (21.3) |
| Net Income Before Subsidiaries' Net Income | 1,063.7 | 799.1 | (88.1) | 1,782.0 | - 987.8 | (19.9) | 967.9 | 1,862.8 |
| Subsidiaries' Net Income | - 116.0 | 148.4 | 88.2 | 13.8 | - 205.9 | 194.2 | 400.1 | 264.4 |
| Continous Operations' Net Income | -1,179.7 | 947.5 | 0.2 | 1,795.8 | 1,193.7 | 174.3 | 1,368.0 | 2,127.3 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\left[\begin{array}{c} 0.0 \\ (21.9) \end{array}\right.$ | $\begin{gathered} 0.0 \\ (36.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (17.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (22.7) \end{gathered}$ | $\left[\begin{array}{c} 0.0 \\ (30.6) \end{array}\right.$ | $0.0$ (28.6) | $\begin{gathered} 0.0 \\ (59.2) \end{gathered}$ | $\begin{gathered} 0.0 \\ (58.5) \end{gathered}$ |
| Net Income | 1,157.8 | 910.9 | (17.4) | 1,773.1 | 1,163.1 | 145.7 | 1,308.8 | 2,068.7 |

BANCO INBURSA
Consolidated Balance Sheet
Million Pesos

| Assets | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 19,978.7 | 18,109.3 | 21,374.0 | 21,103.6 | 26,777.8 | 22,646.5 |
| Margin Accounts | 55.1 | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 | 2,076.4 |
| Financial Instruments | 12,285.5 | 11,113.9 | 17,432.0 | 17,531.8 | 15,726.4 | 21,645.5 |
| Negotiable | 10,055.9 | 9,450.1 | 15,344.3 | 15,651.1 | 13,909.9 | 19,735.8 |
| For Sale | 1,531.7 | 975.0 | 1,086.4 | 843.4 | 793.1 | 814.9 |
| Held to Maturity | 697.9 | 688.9 | 1,001.4 | 1,037.2 | 1,023.4 | 1,094.8 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 11,139.7 | 28,193.0 | 10,510.8 | 13,594.1 | 16,259.1 | 15,394.4 |
| Repo Operations | 442.5 | 16,391.0 | 502.8 | 1,943.0 | 6,940.5 | 1,871.4 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 10,697.2 | 11,801.9 | 10,008.1 | 11,651.1 | 9,318.7 | 13,523.0 |
| Adjusted Valuation for Financial Assets | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 | 1,770.0 |
| LOANS | 167,339.8 | 146,176.0 | 154,115.8 | 168,822.6 | 164,123.5 | 163,638.0 |
| Commercial | 124,263.8 | 115,680.5 | 125,220.3 | 134,509.1 | 130,873.2 | 119,664.7 |
| Interbank | 10,797.7 | 9,659.8 | 10,049.9 | 10,329.1 | 9,583.7 | 18,830.9 |
| Consumer | 8,592.1 | 7,736.5 | 8,343.6 | 8,857.3 | 9,344.0 | 9,810.7 |
| Housing | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 | 1,208.0 |
| Governments | 22,497.0 | 11,878.5 | 9,296.2 | 13,912.1 | 13,099.2 | 14,123.7 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 3,635.8 | 5,473.6 | 4,737.9 | 5,054.8 | 5,650.8 | 6,111.6 |
| Total Gross Loans | 170,975.6 | 151,649.6 | 158,853.7 | 173,877.4 | 169,774.3 | 169,749.6 |
| Preventive Provision for Credit Risks | (20,005.3) | $(20,385.8)$ | $(21,130.7)$ | $(22,487.5)$ | $(23,397.4)$ | $(23,568.5)$ |
| Total Net Loans | 150,970.3 | 131,263.8 | 137,723.0 | 151,389.9 | 146,376.9 | 146,181.1 |
| Receivables, Sundry Debtors \& Adv. Payments | 18,353.6 | 23,926.5 | 12,378.6 | 23,949.0 | 19,663.1 | 12,902.5 |
| Fixed Assets (net) | 719.6 | 704.2 | 766.7 | 771.7 | 683.2 | 808.6 |
| Repossessed Property | 603.4 | 591.4 | 608.1 | 611.2 | 779.7 | 674.6 |
| Permanent Equity Investments | 6,250.0 | 6,219.0 | 6,320.3 | 6,718.5 | 6,919.9 | 7,076.0 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 582.8 | 570.6 | 566.4 | 548.9 | 540.4 | 528.3 |
| TOTAL ASSETS | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 | 231,704.0 |


|  | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 130,441.8 | 126,450.5 | 120,290.9 | 142,094.1 | 144,325.7 | 140,036.3 |
| Demand Deposits | 49,955.6 | 49,223.2 | 50,072.3 | 53,045.1 | 54,069.8 | 56,680.0 |
| Time Deposits | 58,820.6 | 50,577.0 | 38,647.0 | 54,500.0 | 52,205.6 | 40,677.1 |
| Unsecured Notes (CEBURES) | 21,665.6 | 26,650.3 | 31,571.6 | 34,549.0 | 38,050.3 | 42,679.2 |
| Interbank Loans \& Other | 7,451.3 | 6,345.3 | 10,371.9 | 3,952.5 | 10,089.4 | 9,020.9 |
| 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 | 7,111.0 | 8,657.0 | 19,457.1 | 19,265.7 | 11,044.6 | 18,764.7 |
| Other Accounts Payable | 26,068.9 | 28,710.3 | 11,143.2 | 22,839.0 | 17,446.4 | 10,123.9 |
| Income Tax \& Employee Profit Sharing | 992.3 | 1,244.3 | 1,269.5 | 73.6 | 430.9 | 531.7 |
| Deferred Taxes | 1,304.8 | 1,241.7 | 881.1 | 1,115.7 | 995.3 | 640.6 |
| Deferred Credits | 1,007.9 | 902.1 | 613.7 | 536.7 | 488.8 | 428.3 |
| TOTAL LIABILITIES | 174,378.1 | 173,551.2 | 164,027.4 | 189,877.4 | 184,821.1 | 179,546.4 |
| 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 | 23,358.9 | 24,166.4 | 24,119.4 | 25,918.8 | 27,108.0 | 26,893.4 |
| Capital Reserves | 5,962.4 | 6,393.2 | 6,393.2 | 6,393.2 | 6,393.2 | 6,773.7 |
| Retained Earnings | 14,997.0 | 14,566.2 | 14,566.2 | 14,566.2 | 18,379.8 | 17,649.3 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 |
| Available for Sale | 168.8 | 74.3 | 31.4 | 53.9 | 60.2 | 55.5 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 1,157.8 | 2,068.7 | 2,051.3 | 3,824.4 | 1,163.1 | 1,308.8 |
| Minority Interest | 807.5 | 798.6 | 812.0 | 815.7 | 846.3 | 840.7 |
| Total Stockholders' Equity | 48,623.2 | 49,430.7 | 49,383.7 | 51,183.1 | 52,372.3 | 52,157.7 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 | 231,704.0 |

MEMORANDUM ACCOUNTS

| Million Pesos | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Guarantees Granted |  |  |  |  |  |  |
| Other Contingent Obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Irrevocable Lines of Credit Granted | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Goods in Trust or Mandate | $5,936.0$ | $4,564.1$ | $4,736.4$ | $4,615.0$ | $6,912.7$ | $6,731.6$ |
| Investment Banking Operations on Behalf of Third Parties | $413,561.3$ | $439,984.9$ | $436,407.5$ | $404,449.6$ | $406,828.9$ | $145,584.9$ |
| Goods in Custody or Under Administration | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |
| Collaterals received | $1,063,976.5$ | $986,392.4$ | $957,177.6$ | $939,237.7$ | $565,599.6$ | $571,565.9$ |
| Amounts Contracted in Derivative Instruments | $88,337.9$ | $103,142.8$ | $35,870.8$ | $42,771.8$ | $60,973.2$ | $21,333.0$ |
| Other accounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
|  | $977,595.8$ | $931,633.5$ | $1,103,929.4$ | $1,274,686.0$ | $1,203,234.5$ | $1,282,861.2$ |


| BANCO INBURSA, S.A. <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2012 (MM PS) |  |
| :---: | :---: |
|  | Jun-12 |
| OPERATING ACTIVITIES |  |
| Net Income | 1,309 |
| Subsidiaries' Income | (400) |
| Depreciation \& Amortization | 77 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 331 |
| Provisions |  |
| Others | 2,765 |
|  | 4,082 |
| Margin Accounts | (558) |
| Financial Instruments | $(5,919)$ |
| Repos debtors | 5,069 |
| Derivatives (Assets) | $(4,292)$ |
| Cash increase (decrease) from Loan Portfolio | $(2,569)$ |
| Repossed Assets | 9 |
| Operative Assets | 6,761 |
| Cash increase (decrease) from funding | $(4,289)$ |
| Banking Loans \& Other Financial Institutions | $(1,068)$ |
| Derivatives (Liabilities) | 7,611 |
| Operative Liabilities | $(9,492)$ |
| Coverage instruments | 375 |
|  | $(8,363)$ |
| Cash flow from operating activities | $(4,282)$ |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | 244 |
| Buy(sell) of fixed assets | (105) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | 11 |
| Cash Flow From Investment Activities | 150 |
| Net Increase in Cash | $(4,131)$ |
| Cash at beginning of the period | 26,778 |
| Cash at end of period | 22,647 |

## OPERADORA INBURSA

Income Statement


## OPERADORA INBURSA

bALANCE SHEET
Million Pesos

| ASSETS | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1 Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.0 | 0.0 | 0.0 | 0.6 | 0.0 |
| Negotiable Instruments | 877.8 | 729.3 | 750.1 | 825.7 | 900.7 | 787.0 |
| Sundry Debtors | 49.0 | 47.1 | 47.0 | 49.4 | 50.5 | 51.7 |
| Provisional Payments | 13.0 | 31.1 | 49.6 | 0.0 | 12.7 | 32.1 |
| Permanent investments | 334.5 | 344.5 | 343.9 | 351.7 | 362.7 | 371.2 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 | 1,242.1 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Sundry Creditors | 21.3 | 20.5 | 21.4 | 20.9 | 21.5 | 21.2 |
| Payable Taxes | 27.5 | 45.2 | 67.1 | 17.6 | 29.4 | 50.0 |
| Deferred Income Tax | 150.4 | 151.4 | 141.5 | 148.6 | 157.7 | 160.2 |
| TOTAL LIABILITIES | 199.2 | 217.2 | 230.0 | 187.1 | 208.6 | 231.4 |
| 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 | 951.7 | 751.7 | 751.7 | 751.7 | 1,011.4 | 841.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 95.0 | 154.6 | 180.5 | 259.7 | 78.9 | 141.0 |
| TOTAL STOCKHOLDERS' EQUITY | 1,075.1 | 934.7 | 960.6 | 1,039.7 | 1,118.6 | 1,010.7 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 | 1,242.1 |

## INVERSORA BURSATIL

Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | Jun '12 | Jun '11 |
| Commisions \& Tariffs | 125.1 | 191.5 | 221.5 | 140.4 | 158.1 | 104.3 | 262.3 | 316.6 |
| Earnings From Services | 125.1 | 191.5 | 221.5 | 140.4 | 158.1 | 104.3 | 262.3 | 316.6 |
| Income from sale of securities | 42.7 | 53.7 | 70.6 | 264.5 | 54.3 | 42.9 | 97.2 | 96.4 |
| Interest Income | - 578.9 | 616.2 | 435.4 | 594.2 | 796.3 | 658.8 | 1,455.2 | 1,195.1 |
| Interest Expense | (575.2) | (653.8) | (476.0) | (587.9) | (811.9) | (633.4) | $(1,445.3)$ | (1,229.0) |
| Unrealized gain on Portfolio Valuation | - 223.3 | (116.5) | (173.7) | (101.4) | 157.8 | 77.1 | 234.9 | 106.8 |
| Financial Margin | 269.7 | (100.5) | (143.7) | 169.4 | 196.6 | 145.4 | 341.9 | 169.2 |
| Operating Income | 394.7 | 91.0 | 77.8 | 309.9 | 354.6 | 249.6 | 604.3 | 485.8 |
| General Expenses | -67.7 | 67.9 | 58.1 | 85.4 | 69.3 | 69.0 | 138.3 | 135.6 |
| Operating Margin | 327.0 | 23.1 | 19.7 | 224.5 | 285.3 | 180.6 | 465.9 | 350.2 |
| Other Expenses (Income) | - (0.3) | (0.4) | (0.6) | 0.6 | 0.0 | 0.0 | 0.0 | (0.8) |
| Net Income Before Income Tax \& Profit Sharing | 327.3 | 23.6 | 20.3 | 223.9 | 285.3 | 180.6 | 465.9 | 350.9 |
| Incurred Income Tax \& Profit Sharing | - 23.1 | 51.0 | 56.7 | 79.5 | 28.9 | 33.1 | 62.0 | 74.1 |
| Deffered Income Tax | - 63.3 | (29.1) | (54.2) | (20.4) | - 48.7 | 18.9 | 67.6 | 34.2 |
| Net Income Before Subsidiaries' Net Income | 241.0 | 1.6 | 17.9 | 164.9 | 207.8 | 128.5 | 336.3 | 242.6 |
| Subsidiaries' Net Income | (0.6) | (0.1) | (0.1) | (0.1) | (0.9) | 0.0 | (0.8) | (0.7) |
| Net Income | 240.4 | 1.6 | 17.8 | 164.8 | 206.9 | 128.6 | 335.5 | 241.9 |

## INVERSORA BURSATIL

Million Pesos


| SEGUROS INBURSA |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | Jun '12 | Jun '11 |
| Premiums written | 3,880.0 | 3,688.4 | 8,364.1 | 3,409.1 | 4,475.1 | 3,950.9 | 8,426.0 | 7,568.4 |
| Premiums ceded | -1,138.9 | 1,192.6 | 5,783.6 | 433.6 | 1,396.4 | 1,299.6 | 2,695.9 | 2,331.5 |
| Retained Premiums | -2,741.1 | 2,495.8 | 2,580.5 | 2,975.5 | 3,078.7 | 2,651.4 | 5,730.1 | 5,236.9 |
| Increased in reserve for unearned premiums | - 516.7 | 376.4 | 389.3 | 316.2 | - 636.6 | 156.1 | 792.7 | 893.1 |
| Retained earned premiums | 2,224.4 | 2,119.4 | 2,191.1 | 2,659.3 | 2,442.1 | 2,495.3 | 4,937.3 | 4,343.8 |
| Net Acquisition Cost | - 369.3 | 422.6 | 425.5 | 537.0 | - 362.0 | 463.9 | 825.9 | 791.9 |
| Commisions to agents | - 237.6 | 223.4 | 226.4 | 249.7 | - 267.3 | 237.0 | 504.3 | 461.0 |
| Additional compensation to agents | - 85.9 | 100.3 | 91.6 | 105.5 | - 94.6 | 101.0 | 195.6 | 186.2 |
| Commisions for re-insurance taken | - 4.5 | 2.9 | 1.3 | 8.0 | - 10.8 | 5.0 | 15.8 | 7.4 |
| Commisions for re-insurance given | [ (142.8) | (112.4) | (256.7) | (71.0) | [ (247.3) | (152.4) | (399.7) | (255.1) |
| Coverage on losses excess | - 55.5 | 61.8 | 164.0 | 66.9 | - 51.4 | 76.4 | 127.7 | 117.3 |
| Others | - 128.6 | 146.5 | 199.0 | 178.0 | - 185.2 | 196.9 | 382.2 | 275.1 |
| Net cost of claims and contractual obligations | 1,528.7 | 1,660.9 | 1,781.3 | 1,850.4 | 1,513.8 | 1,793.2 | 3,307.0 | 3,189.6 |
| Claims and other contractual obligations | [1,528.8 | 1,657.9 | 1,789.8 | 1,863.9 | [1,468.3 | 1,794.9 | 3,263.2 | 3,186.7 |
| Claims recovered from re-insurance | 0.1 | (3.0) | 8.5 | 13.4 | - (45.6) | 1.8 | (43.8) | (2.9) |
| Other claims | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | - 326.3 | 35.9 | (15.7) | 271.9 | - 566.3 | 238.2 | 804.5 | 362.3 |
| Net Increase in other technical reserve | -68.5 | 61.5 | 72.8 | 242.5 | - 78.6 | 71.0 | 149.6 | 130.1 |
| Catastrophic risks reserves | -68.9 | 61.7 | 73.0 | 237.8 | -77.0 | 70.3 | 147.3 | 130.6 |
| Preventions reserves | - 0.0 | 0.0 | 0.0 | 0.0 | F 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | - 0.0 | 0.0 | 0.0 | 5.1 | F 1.6 | 0.9 | 2.5 | 0.0 |
| Other reserves | - (0.4) | (0.1) | (0.3) | (0.5) | - 0.0 | (0.2) | (0.2) | (0.5) |
| Gross profit | - 257.8 | (25.6) | (88.5) | 29.4 | F 487.6 | 167.2 | 654.8 | 232.2 |
| Net operating expenses | - 311.1 | 231.8 | 239.3 | 275.5 | [ 424.1 | 306.5 | 730.6 | 542.9 |
| Administrative and operating expenses | [ (149.3) | (150.8) | (122.7) | (117.8) | [ (52.7) | (171.8) | (224.5) | (300.1) |
| Personnel expenses | - 445.6 | 369.6 | 348.8 | 380.7 | -463.2 | 466.4 | 929.6 | 815.2 |
| Depreciation and amortization | F 14.8 | 13.0 | 13.2 | 12.7 | - 13.7 | 11.8 | 25.5 | 27.9 |
| Operating Profits | F (53.3) | (257.4) | (327.8) | (246.1) | 63.5 | (139.3) | (75.8) | (310.7) |
| Net Financial Income | - 693.4 | 262.6 | 82.1 | 532.6 | - 565.1 | 443.8 | 1,008.9 | 956.0 |
| On investments | -176.6 | 261.1 | 243.4 | 232.9 | - 285.2 | 284.4 | 569.5 | 437.7 |
| Investments sales | F 1.2 | (1.4) | 1.3 | 14.0 | F 0.9 | 4.6 | 5.5 | (0.2) |
| Investments revaluation | - 474.0 | (19.6) | (402.4) | 248.2 | [ 412.2 | 12.7 | 424.9 | 454.5 |
| Charges on premiums | - 32.6 | 33.0 | 34.1 | 35.9 | - 34.5 | 36.6 | 71.1 | 65.6 |
| Others | - 6.7 | 6.3 | 5.8 | 5.5 | - 5.5 | 3.5 | 9.1 | 13.0 |
| Forex | F 2.2 | (16.9) | 199.9 | (4.0) | (173.2) | 102.0 | (71.2) | (14.7) |
| Participated income from permanent investments | F 37.3 | 89.0 | 77.9 | 92.5 | - 53.9 | 102.0 | 155.9 | 126.3 |
| Income before income taxes \& employee profit sharing | -677.4 | 94.2 | (167.8) | 379.0 | [ 682.5 | 406.5 | 1,089.0 | 771.6 |
| Provision for income tax | - 206.0 | 9.5 | (63.1) | (12.3) | - 189.8 | 74.8 | 264.6 | 215.5 |
| Provision for employee profit sharing | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | - 471.4 | 84.7 | (104.7) | 391.4 | - 492.7 | 331.7 | 824.4 | 556.1 |

SEGUROS INBURSA
BALANCE SHEET
Million Pesos

| ASSETS | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 24,665.9 | 24,813.0 | 25,943.0 | 26,371.7 | 27,613.8 | 28,384.5 |
| Securities | 21,963.5 | 22,062.2 | 23,179.5 | 23,365.4 | 24,635.1 | 25,460.4 |
| Government | 12,027.0 | 12,436.6 | 13,708.6 | 12,597.4 | 10,344.8 | 11,377.5 |
| Private companies | 5,573.8 | 5,430.2 | 5,612.5 | 6,717.5 | 9,775.1 | 9,582.8 |
| Debt Instruments | 4,240.4 | 4,094.0 | 4,279.6 | 5,580.9 | 8,709.8 | 8,514.8 |
| Equities | 1,333.4 | 1,336.2 | 1,332.8 | 1,136.6 | 1,065.3 | 1,067.9 |
| Net unrealized gain on valuation | 4,156.8 | 4,135.3 | 3,726.5 | 3,971.4 | 4,368.8 | 4,384.6 |
| Interest debtors | 205.8 | 60.0 | 132.0 | 79.1 | 146.4 | 115.6 |
| Loans | 1,570.1 | 1,565.2 | 1,581.0 | 1,584.1 | 1,560.7 | 1,542.9 |
| On policies | 265.1 | 269.6 | 294.6 | 306.9 | 295.8 | 298.4 |
| Secured | 1,267.0 | 1,255.5 | 1,248.6 | 1,239.2 | 1,231.5 | 1,221.2 |
| 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 | 53.7 | 56.1 | 53.9 | 54.1 | 49.4 | 42.9 |
| Interest debtors | 4.1 | 3.7 | 3.5 | 3.6 | 3.6 | 3.2 |
| Allowance for write-offs | (19.7) | (19.7) | (19.7) | (19.7) | (19.7) | (22.9) |
| Real estate | 1,132.3 | 1,185.6 | 1,182.6 | 1,422.2 | 1,418.1 | 1,381.2 |
| Real estate | 259.5 | 315.9 | 315.9 | 512.3 | 512.3 | 479.1 |
| Net unrealized gain on valuation | 996.1 | 996.1 | 996.1 | 1,042.5 | 1,042.1 | 1,042.1 |
| Depreciation | (123.3) | (126.4) | (129.4) | (132.5) | (136.3) | (140.0) |
| Investments for labor obligations | 1,176.5 | 1,194.9 | 1,159.8 | 1,190.3 | 1,215.9 | 1,226.4 |
| Current assets | 5.6 | 6.9 | 8.3 | 13.4 | 6.5 | 84.9 |
| Cash and banks | 5.6 | 6.9 | 8.3 | 13.4 | 6.5 | 84.9 |
| Debtors | 3,698.3 | 4,139.3 | 9,033.1 | 9,079.7 | 7,479.5 | 7,697.0 |
| Premium debtors | 3,416.7 | 3,862.4 | 8,753.3 | 8,780.2 | 7,205.3 | 7,373.5 |
| Agents and adjusters | 6.3 | 6.2 | 6.4 | 6.5 | 6.5 | 6.6 |
| Notes receivable | 72.0 | 71.4 | 81.9 | 91.0 | 89.1 | 120.0 |
| Employee loans | 84.6 | 80.8 | 81.4 | 78.8 | 86.6 | 87.7 |
| Other | 144.2 | 144.9 | 137.4 | 164.1 | 133.6 | 151.9 |
| Allowance for write-offs | (25.5) | (26.4) | (27.3) | (40.8) | (41.7) | (42.6) |
| Reinsurers and rebonders | 9,038.6 | 9,005.3 | 20,177.4 | 15,639.7 | 14,018.6 | 13,065.6 |
| Insurance and bonding companies | 677.0 | 776.6 | 794.4 | 734.3 | 667.6 | 588.7 |
| Retained deposits | 0.5 | 0.5 | 0.6 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 6,220.5 | 6,152.8 | 8,446.8 | 7,799.3 | 7,790.5 | 7,655.4 |
| Reinsurens share of unearned premiums | 2,140.5 | 2,075.5 | 10,935.6 | 7,105.5 | 5,559.9 | 4,820.9 |
| Permanent investments | 2,303.1 | 2,379.6 | 2,471.8 | 2,624.7 | 2,686.1 | 2,499.2 |
| Other assets | 1,072.1 | 1,043.4 | 1,146.8 | 946.2 | 903.0 | 961.6 |
| Furniture and equipment (net) | 110.3 | 111.6 | 107.2 | 115.5 | 109.2 | 105.0 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 0.4 | 8.2 | 19.2 |
| Sundry | 961.4 | 931.4 | 1,039.2 | 830.3 | 785.6 | 837.4 |
| Total assets | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 | 53,919.3 |


| LIABILITIES | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 29,468.5 | 29,784.9 | 42,327.1 | 38,575.8 | 37,424.9 | 37,181.1 |
| Unearned premiums | 13,121.3 | 13,379.1 | 23,282.6 | 19,808.9 | 18,617.9 | 18,224.2 |
| Life | 7,138.9 | 7,194.3 | 7,615.0 | 8,088.8 | 8,094.3 | 8,427.2 |
| Accident and health | 5,975.0 | 6,177.5 | 15,660.1 | 11,686.4 | 10,480.1 | 9,746.5 |
| Current bonds | 7.3 | 7.3 | 7.5 | 33.6 | 43.6 | 50.4 |
| Contractual obligations | 10,515.0 | 10,511.9 | 13,077.6 | 12,557.2 | 12,518.6 | 12,597.3 |
| Losses and maturities | 8,859.5 | 8,837.5 | 11,319.5 | 10,006.1 | 9,963.7 | 10,076.9 |
| Reserve for incurred but not reported losses | 606.3 | 639.3 | 645.3 | 1,444.1 | 1,480.9 | 1,284.7 |
| Policy dividends | 241.9 | 249.2 | 247.0 | 272.5 | 271.8 | 276.9 |
| Managed insurance funds | 677.9 | 675.1 | 692.4 | 748.1 | 751.1 | 789.3 |
| Deposits premiums | 129.5 | 110.9 | 173.4 | 86.5 | 51.1 | 169.6 |
| Prevision | 5,832.2 | 5,893.8 | 5,966.9 | 6,209.8 | 6,288.4 | 6,359.6 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,828.9 | 5,890.5 | 5,963.5 | 6,201.4 | 6,278.4 | 6,348.7 |
| Contingency | 2.3 | 2.3 | 2.3 | 7.4 | 8.9 | 9.9 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,116.2 | 1,134.6 | 1,099.3 | 1,112.1 | 1,137.1 | 1,147.4 |
| Creditors | 526.3 | 411.2 | 456.3 | 544.6 | 608.7 | 569.3 |
| Agents and adjusters | 297.1 | 296.7 | 320.3 | 359.2 | 315.3 | 330.9 |
| Managed loss funds | 5.1 | 4.4 | 4.5 | 4.1 | 4.8 | 2.9 |
| Sundry | 224.0 | 110.1 | 131.5 | 181.2 | 288.6 | 235.5 |
| Reinsurers and rebonders | 1,224.2 | 1,681.6 | 5,766.4 | 5,121.1 | 3,789.1 | 3,709.7 |
| Insurance and bonding companies | 1,223.8 | 1,681.2 | 5,765.9 | 5,121.1 | 3,789.1 | 3,709.7 |
| Retained deposits | 0.4 | 0.4 | 0.5 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 2,471.8 | 2,315.6 | 3,127.1 | 2,911.0 | 2,862.6 | 2,867.8 |
| Provision for employee profit sharing | 155.0 | 107.0 | 214.4 | 240.7 | 234.4 | 326.8 |
| Other liabilities | 826.6 | 711.0 | 1,613.6 | 1,377.0 | 1,230.2 | 1,173.9 |
| Deferred credits | 1,490.3 | 1,497.6 | 1,299.1 | 1,293.3 | 1,398.0 | 1,367.1 |
| Total liabilities | 34,806.9 | 35,327.8 | 52,776.1 | 48,264.6 | 45,822.4 | 45,475.4 |
| 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 | 4,329.1 | 4,329.1 | 4,329.1 | 4,329.1 | 4,711.2 |
| Legal | 625.0 | 720.1 | 720.1 | 720.1 | 720.1 | 804.4 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,055.9 | 3,609.0 | 3,609.0 | 3,609.0 | 3,609.0 | 3,906.8 |
| Unrealized gain on valuation of real estate | (46.5) | (46.5) | (46.5) | (15.2) | (15.4) | (15.4) |
| Subsidiaries | 1,627.5 | 1,891.7 | 1,906.0 | 1,918.3 | 1,925.8 | 1,933.7 |
| Retained earnings | (16.9) | (912.6) | (912.6) | (910.6) | (67.8) | (446.7) |
| Net income | 471.4 | 556.1 | 451.4 | 842.8 | 492.7 | 824.4 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 7,153.2 | 7,254.6 | 7,164.2 | 7,601.1 | 8,101.1 | 8,443.9 |
| Total liabilities and stockholders' equity | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 | 53,919.3 |

PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1 Q11 | 2Q11 | 3Q11 | 4Q11 | 1 Q12 | 2Q12 | Jun '12 | Jun '11 |
| Premiums written | 8.2 | 1.5 | 0.9 | 8.6 | 7.9 | 26.5 | 34.4 | 9.7 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 8.2 | 1.5 | 0.9 | 8.6 | 7.9 | 26.5 | 34.4 | 9.7 |
| Increased in reserve for unearned premiums | 94.2 | (204.8) | (2.7) | 221.5 | 109.5 | (135.8) | (26.4) | (110.6) |
| Retained earned premiums | (86.0) | 206.3 | 3.6 | (212.8) | (101.6) | 162.3 | 60.7 | 120.3 |
| Net Acquisition Cost | 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Additional compensation to agents | 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Commisions for re-insurance given | - 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net cost of claims and contractual obligations | 221.2 | 221.8 | 219.5 | 215.2 | 227.6 | 215.6 | 443.2 | 443.0 |
| Claims and other contractual obligations | 221.2 | 221.8 | 219.5 | 215.2 | 227.6 | 215.6 | 443.2 | 443.0 |
| Claims recovered from re-insurance | 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Technical Income | (307.2) | (15.5) | (215.9) | (428.1) | (329.2) | (53.3) | (382.5) | (322.7) |
| Net Increase in other technical reserve | 44.6 | 24.2 | 42.2 | 32.9 | 14.2 | (4.5) | 9.7 | 68.8 |
| Catastrophic risks reserves | 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Contingency claim reserves | 1.8 | (4.2) | (0.1) | 4.3 | 2.1 | (2.8) | (0.7) | (2.4) |
| Other reserves | - 42.8 | 28.4 | 42.3 | 28.5 | 12.1 | (1.6) | 10.4 | 71.2 |
| Gross profit | (351.8) | (39.8) | (258.1) | (460.9) | (343.4) | (48.9) | (392.2) | (391.5) |
| Net operating expenses | 2.3 | 2.0 | 0.1 | (4.4) | 27.1 | 1.7 | 28.8 | 4.4 |
| Administrative and operating expenses | 2.3 | 2.0 | 0.1 | (4.4) | 27.1 | 1.7 | 28.8 | 4.4 |
| Personnel expenses | 0.0 | 0.0 | 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 | 0.0 | 0.0 |
| Operating Profits | (354.1) | (41.8) | (258.3) | (456.6) | (370.5) | (50.6) | (421.1) | (395.9) |
| Net Financial Income | - 453.2 | 131.4 | 364.9 | 608.0 | 485.9 | 209.9 | 695.7 | 584.6 |
| On investments | 249.3 | 245.6 | 248.5 | 263.9 | 256.4 | 252.1 | 508.5 | 494.9 |
| Investments sales | - (1.6) | 0.6 | 1.1 | 8.6 | 0.5 | 10.9 | 11.4 | (1.0) |
| Investments revaluation | 205.5 | (114.8) | 115.3 | 335.4 | 228.9 | (53.2) | 175.8 | 90.6 |
| Charges on premiums | 0.0 | 0.0 | 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 | 0.1 | 0.1 |
| Forex | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | (102.0) | 5.8 | (305.7) | 268.8 | 333.3 | 31.1 | 364.4 | (96.2) |
| Income before income taxes \& employee profit sharing | (2.9) | 95.4 | (199.1) | 420.2 | 448.7 | 190.4 | 639.1 | 92.6 |
| Provision for income tax | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for employee profit sharing | - 28.2 | 39.9 | 30.0 | 16.6 | 24.8 | 50.4 | 75.2 | 68.1 |
| Subsidiaries results | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | - (31.1) | 55.5 | (229.2) | 403.6 | 423.9 | 140.0 | 563.9 | 24.4 |

## PENSIONES INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 18,461.2 | 18,372.4 | 18,517.2 | 18,838.4 | 19,075.1 | 19,043.6 |
| Securities | 17,560.0 | 18,372.4 | 17,364.3 | 17,684.0 | 17,919.5 | 17,888.6 |
| Government | 6,178.3 | 7,183.2 | 6,223.7 | 5,959.6 | 5,915.8 | 5,995.6 |
| Private companies | 8,250.0 | 8,231.9 | 8,032.6 | 8,345.8 | 8,357.4 | 8,467.0 |
| Debt Instruments | 8,247.6 | 8,229.6 | 8,030.2 | 8,338.1 | 8,355.0 | 8,464.6 |
| Equities | 2.4 | 2.4 | 2.4 | 7.7 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 2,940.4 | 2,813.0 | 2,914.4 | 3,235.6 | 3,450.0 | 3,282.6 |
| Interest debtors | 191.3 | 144.3 | 193.6 | 142.9 | 196.3 | 143.5 |
| Loans | 901.2 | 0.0 | 1,152.9 | 1,154.4 | 1,155.5 | 1,155.0 |
| 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 | 900.0 | 0.0 | 1,150.0 | 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 | 1.2 | 0.0 | 2.9 | 4.4 | 5.5 | 5.0 |
| 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 | 3.4 | 2.8 | 3.0 | 3.0 | 2.5 | 2.9 |
| Cash and banks | 3.4 | 2.8 | 3.0 | 3.0 | 2.5 | 2.9 |
| Debtors | (1.4) | 0.3 | 0.4 | 0.7 | 0.0 | 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 | (1.3) | 0.4 | 0.5 | 0.8 | 0.1 | 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 | 2,600.8 | 2,649.5 | 2,343.9 | 2,612.7 | 2,897.1 | 2,935.6 |
| Other assets | 59.8 | 75.6 | 86.5 | 126.5 | 158.1 | 79.3 |
| 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 | 59.8 | 75.6 | 86.5 | 126.5 | 158.1 | 79.3 |
| Total assets | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 | 22,061.4 |


| LIABILITIES | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,214.9 | 15,052.6 | 15,102.7 | 15,320.4 | 15,446.5 | 15,313.7 |
| Unearned premiums | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 | 14,141.2 |
| Life | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 | 14,141.2 |
| 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 | 90.5 | 113.1 | 128.1 | 95.6 | 102.4 | 114.3 |
| Losses and maturities | 90.4 | 113.1 | 127.8 | 95.6 | 102.3 | 113.6 |
| 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 | 0.0 | 0.4 | 0.0 | 0.2 | 0.7 |
| Prevision | 949.2 | 973.5 | 1,015.7 | 1,048.5 | 1,062.7 | 1,058.3 |
| 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 | 283.5 | 279.3 | 279.2 | 283.5 | 285.6 | 282.8 |
| Specials | 665.7 | 694.1 | 736.5 | 765.0 | 777.1 | 775.4 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 20.7 | 21.5 | 21.2 | 13.6 | 39.2 | 17.1 |
| 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 | 20.7 | 21.4 | 21.2 | 13.5 | 39.2 | 17.0 |
| 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 | 64.4 | 104.4 | 134.0 | 150.7 | 175.4 | 111.5 |
| Provision for employee profit sharing | 28.1 | 68.4 | 98.1 | 114.1 | 145.1 | 68.5 |
| Other liabilities | 0.2 | 0.2 | 0.1 | 0.1 | 0.1 | 0.0 |
| Deferred credits | 36.2 | 35.7 | 35.8 | 36.4 | 30.3 | 43.0 |
| Total liabilities | 15,300.1 | 15,178.5 | 15,257.9 | 15,484.7 | 15,661.2 | 15,442.3 |
| 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 | 3,106.0 | 3,106.0 | 2,972.8 | 2,972.8 | 3,529.5 |
| legal | 819.1 | 831.3 | 831.3 | 831.3 | 831.3 | 846.6 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1,757.5 | 2,274.8 | 2,274.8 | 2,141.5 | 2,141.5 | 2,682.9 |
| Unrealized gain on valuation of real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,271.4 | 2,618.4 | 2,618.6 | 2,618.6 | 2,615.1 | 2,443.9 |
| Retained earnings | (101.6) | (935.1) | (935.1) | (801.9) | (648.4) | $(1,026.6)$ |
| Net income | (31.1) | 24.4 | (204.7) | 198.9 | 423.9 | 563.9 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,823.7 | 5,922.2 | 5,693.1 | 6,096.7 | 6,471.7 | 6,619.0 |
| Total liabilities and stockholders' equity | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 | 22,061.4 |

Fianzas Guardiana-Inbursa

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | Jun '12 | Jun '11 |
| Premiums accepted | 317.7 | 299.9 | 328.3 | 400.5 | 397.6 | 358.6 | 756.2 | 617.6 |
| Premiums ceded | 32.4 | 21.4 | 30.2 | 47.4 | 69.2 | 44.1 | 113.2 | 53.8 |
| RETAINED PREMIUMS | 285.3 | 278.5 | 298.1 | 353.1 | 328.4 | 314.5 | 642.9 | 563.8 |
| Application of reserve for outstanding bonds | 43.7 | 29.0 | 18.7 | 40.0 | 14.5 | (4.0) | 10.5 | 72.7 |
| NET PREMIUM REVENUES | 241.5 | 249.6 | 279.4 | 313.1 | 314.0 | 318.5 | 632.5 | 491.1 |
| Net Acquisition Cost | 8.7 | 13.3 | (0.0) | (1.1) | 4.0 | 1.8 | 5.9 | 22.0 |
| Comisions to agents | 0.2 | 0.2 | 0.4 | 0.2 | 0.6 | 0.3 | 1.0 | 0.4 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 | 0.3 | 0.0 |
| Comisions for rebonding given | (13.6) | (8.0) | (12.2) | (21.5) | (28.2) | (19.1) | (47.3) | (21.6) |
| Others | 22.1 | 21.1 | 11.8 | 20.2 | 31.5 | 20.3 | 51.9 | 43.2 |
| Claims | 165.6 | 204.0 | 363.3 | 337.9 | 316.8 | 276.4 | 593.2 | 369.6 |
| Technical Income | 67.3 | 32.3 | (83.9) | (23.7) | (6.8) | 40.3 | 33.4 | 99.5 |
| Net increase in other technical reserves | 32.0 | 23.4 | 30.0 | 35.2 | 32.2 | 30.5 | 62.7 | 55.5 |
| GROSS INCOME | 35.2 | 8.8 | (114.0) | (59.0) | (39.1) | 9.8 | (29.3) | 44.1 |
| Net Operating Expenses | (7.0) | (38.9) | (27.7) | (60.1) | (44.3) | (37.4) | (81.7) | (45.9) |
| Administrative \& operating expenses | (7.4) | (39.2) | (28.0) | (60.4) | (44.6) | (37.8) | (82.4) | (46.6) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.3 | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 0.7 | 0.7 |
| OPERATING INCOME | 42.3 | 47.7 | (86.3) | 1.1 | 5.2 | 47.2 | 52.4 | 90.0 |
| Financial Income | 11.7 | 20.0 | 9.5 | 93.7 | 58.6 | 49.6 | 108.2 | 31.7 |
| On investments | 28.6 | 35.8 | 31.8 | 27.1 | 28.0 | 35.8 | 63.8 | 64.4 |
| Investments sales | 0.0 | (0.0) | 0.0 | 2.9 | 0.4 | 0.0 | 0.4 | 0.0 |
| Investments revaluation | (16.9) | (16.1) | (32.4) | 63.3 | 37.2 | 9.5 | 46.7 | (33.0) |
| Others | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 |
| Repos | (0.2) | 0.3 | 10.0 | 0.3 | (7.0) | 4.2 | (2.8) | 0.2 |
| Participated income from permanent investments | (3.6) | 0.2 | (10.8) | 8.5 | 11.8 | 1.1 | 12.9 | (3.4) |
| INCOME BEFORE TAXES | 50.3 | 67.9 | (87.6) | 103.3 | 75.5 | 97.9 | 173.4 | $\begin{gathered} 118.3 \\ 0.0 \end{gathered}$ |
| Income taxes | 11.2 | 21.9 | (28.2) | 10.4 | 16.7 | 28.8 | 45.5 | 33.1 |
| Subsidiaries Net Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 39.1 | 46.0 | (59.4) | 92.9 | 58.8 | 69.1 | 127.9 | 85.1 |

## Fianzas Guardiana-Inbursa

bALANCE SHEET
Million Pesos

| ASSETS | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 3,033.4 | 3,042.3 | 2,942.1 | 2,952.8 | 3,101.6 | 2,634.0 |
| Securities | 2,112.5 | 2,132.4 | 2,102.7 | 1,922.5 | 2,071.3 | 1,612.2 |
| Government | 1,487.2 | 1,459.7 | 1,449.8 | 1,202.4 | 1,350.8 | 881.8 |
| Private companies | 237.0 | 300.4 | 316.6 | 301.4 | 267.8 | 264.4 |
| Debt Instruments | 27.4 | 49.8 | 58.8 | 59.5 | 54.7 | 49.2 |
| Equities | 209.5 | 250.6 | 257.8 | 241.9 | 213.1 | 215.2 |
| Net unrealized gain on valuation | 383.9 | 367.8 | 335.4 | 415.4 | 451.0 | 462.3 |
| Interest debtors | 4.4 | 4.5 | 0.9 | 3.3 | 1.6 | 3.7 |
| Loans | 701.8 | 691.0 | 620.7 | 812.9 | 813.5 | 806.1 |
| Secured | 65.3 | 61.5 | 30.0 | 31.0 | 30.7 | 30.4 |
| Unsecured | 630.9 | 618.9 | 585.8 | 777.5 | 711.8 | 710.9 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.3 | 4.0 | 2.3 | 0.3 | 67.7 | 61.7 |
| Interest debtors | 5.3 | 6.7 | 2.6 | 4.0 | 3.3 | 3.2 |
| Real estate | 219.1 | 218.9 | 218.7 | 217.5 | 216.9 | 215.7 |
| Real estate | 170.9 | 170.9 | 170.9 | 170.9 | 170.9 | 170.5 |
| Net unrealized gain on valuation | 57.5 | 57.5 | 57.5 | 56.6 | 56.6 | 56.6 |
| Depreciation | (9.3) | (9.5) | (9.7) | (10.0) | (10.7) | (11.4) |
| Investments for labor obligations | 2.9 | 2.9 | 2.9 | 2.9 | 3.0 | 3.1 |
| Current assets | 1.5 | 0.6 | 3.1 | 5.4 | 2.0 | 1.7 |
| Cash and banks | 1.5 | 0.6 | 3.1 | 5.4 | 2.0 | 1.7 |
| Debtors | 251.1 | 279.0 | 286.7 | 358.1 | 319.8 | 398.0 |
| Premium debtors | 243.2 | 272.2 | 277.3 | 345.7 | 303.5 | 300.1 |
| Agents | (0.4) | (0.4) | (0.4) | (0.1) | (0.2) | (0.3) |
| 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 | 7.5 | 11.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 6.3 | 5.2 | 9.1 | 11.9 | 15.8 | 94.1 |
| Allowance for write-offs | (5.3) | (5.4) | (6.8) | (6.8) | (6.9) | (6.9) |
| Rebonders | 256.8 | 255.5 | 288.7 | 273.1 | 290.2 | 311.0 |
| Bonding companies | 2.4 | 0.1 | 9.3 | 0.3 | 3.8 | 7.7 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.7) | (4.9) | (4.9) | (4.9) | (4.9) | (7.0) |
| Participation in rebonding | 259.2 | 260.4 | 284.3 | 277.8 | 291.3 | 310.3 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 91.9 | 93.6 | 82.8 | 91.3 | 102.4 | 103.7 |
| Other assets | 104.7 | 165.3 | 226.4 | 341.7 | 324.9 | 222.0 |
| Furniture and equipment (net) | 1.5 | 1.3 | 1.1 | 0.9 | 0.9 | 0.7 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 101.8 | 162.6 | 223.8 | 339.3 | 322.5 | 219.8 |
| Total assets | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 | 3,673.5 |


| LIABILITIES | 1Q11 | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,198.9 | 1,252.2 | 1,329.3 | 1,398.2 | 1,456.3 | 1,502.8 |
| Current bonds | 756.6 | 786.5 | 832.6 | 866.3 | 892.7 | 908.5 |
| Contingency bonds | 442.3 | 465.7 | 496.7 | 531.9 | 563.6 | 594.4 |
| Provision for labor obligations at retirement | 1.6 | 1.6 | 1.5 | 1.6 | 1.6 | 1.7 |
| Creditors | 45.0 | 18.8 | 13.3 | 32.1 | 13.5 | 19.5 |
| Agents and adjusters | 0.2 | 0.2 | 0.1 | 0.1 | 0.2 | 0.3 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 44.8 | 18.6 | 13.2 | 32.0 | 13.4 | 19.3 |
| Rebonders | 19.9 | 22.9 | 25.8 | 17.6 | 46.3 | 26.1 |
| Bonding companies | 17.6 | 20.6 | 22.0 | 13.7 | 44.0 | 23.8 |
| Other participation | 2.3 | 2.3 | 3.8 | 3.9 | 2.3 | 2.3 |
| Other liabilities | 127.1 | 146.6 | 124.8 | 145.6 | 137.6 | 165.5 |
| Provision for employee profit sharing \& incurred income Tax | 26.7 | 52.5 | 35.8 | 33.2 | 17.4 | 44.4 |
| Other liabilities | 56.2 | 53.7 | 60.1 | 70.6 | 68.4 | 67.5 |
| Deferred credits | 44.3 | 40.4 | 29.0 | 41.7 | 51.7 | 53.6 |
| Total liabilities | 1,392.5 | 1,442.0 | 1,494.8 | 1,595.0 | 1,655.4 | 1,715.6 |
| 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 | (12.7) | (12.7) | (12.7) | (13.2) | (13.2) | (13.2) |
| Subsidiaries | 82.9 | 93.0 | 93.0 | 93.0 | 92.3 | 86.8 |
| Retained earnings | 1,867.7 | 1,859.1 | 1,859.1 | 1,859.1 | 1,977.8 | 1,383.5 |
| Net income | 39.2 | 85.1 | 25.7 | 118.7 | 58.8 | 127.9 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 2,349.8 | 2,397.3 | 2,337.9 | 2,430.4 | 2,488.5 | 1,957.9 |
| Total liabilities and stockholders' equity | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 | 3,673.5 |


[^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]:    Assets under Management: \$ 572,724.1
    Assets in Custody:
    \$2,430,177.7

