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Mexico City, July 24, 2013.- Grupo Financiero Inbursa reported today results for the first six months of 2013.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of $\$ 5,106$ MM Ps as of June 2013 vs 3,459 MM Ps as of June 2012.

Caixabank, S.A. remains as partners with $9.01 \%$ stake of Grupo Financiero Inbursa's stockholders equity.

Grupo Financiero Inbursa posted profits of $\$ 5,106$ MM Ps as of June 2013 vs $\$ 3,459$ MM Ps as of June 2012. This result is a consequence of a sound operating performance and better market conditions. Operating income grew 55\% and market related income reached \$4,897 MM Ps in the first six months of 2013 compared with \$1,930 MM Ps in the same period of the previous year related to an increase of the long term interest rates. It's worth mentioning that the net income result as of June 2013 was achieved even though \$3,492 MM Ps loan loss provisions.

During June 2013, Caixabank, S.A. sold 10.99\% of Grupo Financiero Inbursa's shares as follows: In June 7th, 3.70\% were sold to Inmobiliaria Carso S.A. de C.V. In June $26^{\text {th }} 423,369,822$ shares that represented a $6.40 \%$ stake were offered in the Mexican and international markets at a price of \$26 Ps per share. July $2^{\text {th }}, 2013$ an additional $59,271,775$ shares or $0.89 \%$ were sold as a consequence of the purchase option (green shoe) that the underwriters fully exercise.

A new methodology for Starting December 2013, banks in Mexico will begin using a new commercial loan loss reserves will start December 2013.

Retail Loans increased 27\% (June13 vs June-12):
116,618 total auto related clients
9,077 more SME's clients reaching a total of 59,370
38,775 more personal loans clients reaching a total of 109,204

11\% growth in retail deposits in June 2013 if compared with June 2012.
methodology for the commercial loan loss reserves. The methodology will estimate the expected losses for the next 12 months with the following credit information: Default probability, severity of the loss and default exposure.

Retail loans grew $27 \%$ as of June 2013 when compared with June 2012. Auto related loans increased by $30 \%$ reaching $\$ 18,505 \mathrm{MM}$ Ps. Small and Medium Enterprises loans grew from $\$ 5,009$ MM Ps in June 2012 to $\$ 5,793$ MM Ps in June 2013, a $16 \%$ growth. Personal loans increased by $50 \%$ reaching $\$ 3,054 \mathrm{MM}$ Ps.

Retail deposits reached \$72,343 MM Ps in June 2013 compared with $\$ 65,339 \mathrm{MM}$ Ps in June 2012, a $11 \%$ increase. This result is mainly related with the branch network performance.

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GRUPO FINANCIERO INBURSA
(with subsidiaries and consolidated) Under CNBV Rules

## Net Income

| MM Ps. | 2Q13 |  | $\begin{gathered} 1 Q 13 \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ \text { 1Q13 } \end{gathered}$ | $\begin{gathered} \text { 2Q12 } \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ 2 \text { Q12 } \end{gathered}$ | Jan - Jun |  | $\begin{gathered} \text { \%chg. } \\ \text { vs. } 2012 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  |  |  |  | 2013 | 2012 |  |
| Banco Inbursa | 3,311.3 | 95\% | 98.4 | 3267\% | 145.7 | 2172\% | 3,409.7 | 1,308.8 | 161\% |
| Operadora | 56.1 | 2\% | 61.1 | -8\% | 62.1 | -10\% | 117.2 | 141.0 | -17\% |
| Seguros | (120.6) | -3\% | 688.6 | N.A. | 331.7 | N.A. | 568.0 | 824.4 | -31\% |
| Pensiones | 25.3 | 1\% | 426.1 | -94\% | 140.0 | -82\% | 451.4 | 563.9 | -20\% |
| Fianzas | 11.2 | 0\% | 104.0 | -89\% | 69.1 | -84\% | 115.3 | 127.9 | -10\% |
| Inversora | 94.3 | 3\% | 195.7 | -52\% | 128.6 | -27\% | 290.0 | 335.5 | -14\% |
| Others | 93.3 | 3\% | 60.9 | 53\% | 77.3 | 21\% | 154.2 | 157.3 | -2\% |
| Total | 3,471.0 | 100\% | 1,634.8 | 112\% | 954.5 | 264\% | 5,105.8 | 3,458.8 | 48\% |

Grupo Financiero Inbursa posted profits of $\$ 5,106$ MM Ps as of June 2013 vs $\$ 3,459$ MM Ps as of June 2012. This result is a consequence of a sound operating performance and better market conditions. Operating income grew $55 \%$ and market related income reached $\$ 4,897 \mathrm{MM}$ Ps in the first six months of 2013 compared with $\$ 1,930 \mathrm{MM}$ Ps in the same period of the previous year related to an increase of the long term interest rates. It's worth mentioning that the net income result as of June 2013 was achieved even though $\$ 3,492 \mathrm{MM}$ Ps loan loss provisions.

Estimated Cash Flow

| Million Pesos | 2010 | 2011 | 2012 | 6M12 | 6M13 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| + Interest Income | 19,987.7 | 20,538.8 | 21,276.0 | 10,459.6 | 11,060.9 |
| + Premiums written (Net) | 10,989.2 | 13,277.8 | 14,312.5 | 7,160.0 | 7,548.2 |
| - Interest Expense | 9,182.7 | 8,798.0 | 9,403.9 | 3,990.9 | 4,781.9 |
| - Increased in reserve for unearned premiums | 1,766.7 | 2,622.4 | 2,437.8 | 1,094.9 | 1,276.7 |
| - Cost of claims and contractual obligations (net) | 7,610.7 | 9,002.9 | 9,695.3 | 4,478.9 | 4,605.8 |
| $=$ Financial Margin | 12,416.9 | 13,393.4 | 14,051.5 | 8,054.9 | 7,944.7 |
| + Commissions \& Fees | 1,342.8 | 1,454.2 | 1,010.7 | 377.6 | 756.9 |
| + Subsidiaries Income | 425.1 | 479.0 | 731.4 | 377.3 | 396.2 |
| - General Expenses | 5,682.0 | 6,033.6 | 6,397.8 | 3,238.5 | 3,501.3 |
| - Taxes | 1,963.5 | 2,032.0 | 1,778.7 | 1,145.1 | 1,008.6 |
| = Operating Cash Flow | 6,539.2 | 7,260.8 | 7,617.0 | 4,426.1 | 4,587.8 |



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

Banco Inbursa posted profits of $\$ 3,410 \mathrm{MM}$ Ps as of June 2013 compared with $\$ 1,309 \mathrm{MM}$ Ps as of June 2012. This result is explained by $\$ 504$ MM Ps more reserves creation from $\$ 2,765 \mathrm{MM}$ Ps in the first six months of 2012 to $\$ 3,269$ MM Ps in the first six months of 2013 and more market related profits from $\$ 444$ MM Ps to $\$ 3,575 \mathrm{MM}$ Ps in the same periods, a consequence of the long term interest rates that affected the marking to market of the long term fixed rate funding position.

Retail loans grew 27\% in as of June 2013 when compared with June 2012. Auto related loans increased by $30 \%$ reaching $\$ 18,505$ MM Ps. Small and Medium Enterprises loans grew from \$5,009 MM Ps in June 2012 to \$5,793 MM Ps in June 2013, a $16 \%$ growth. Personal loans increased by $50 \%$ reaching $\$ 3,054 \mathrm{MM}$ Ps.

## Financial Margin

As of June 2013 financial margin stood at \$4,572 MM Ps, a $7 \%$ increase it compared with the same period of the previous year mainly due to a better mix in the loan portfolio by increasing the SME's and auto loan segments.

## Market Related Income

Banco Inbursa posted market related profits of \$3,575 MM Ps as of June 2013 compared with \$444 MM Ps as of June 2012 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 \$3,269 MM Ps during the first six months of 2013 , reaching $\$ 28,027$ MM Ps. On an accumulated basis this amount represents $3.5 x$ non-performing loans and $15 \%$ of total loans.

## General Expenses

General expenses increased by 7\% as of June 2013 vs June 2012 from \$1,943 MM Ps to \$2,071 MM Ps.

Risk Adjusted Net Interest Income

| MM Ps | 2Q13 | 1 Q13 | 2Q12 | 6M13 | 6M12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 4,136.7 | 4,150.4 | 4,043.3 | 8,287.1 | 8,279.7 |
| Interest on loans | 3,233.8 | 3,127.4 | 3,025.1 | 6,361.2 | 6,154.1 |
| Repo's interest income | 283.7 | 403.6 | 496.8 | 687.3 | 964.5 |
| Others | 619.1 | 619.4 | 521.4 | 1,238.5 | 1,161.1 |
| Interest Expenses | $(1,762.8)$ | $(1,952.7)$ | $(1,966.4)$ | (3,715.6) | $(4,008.4)$ |
| Interest on deposits \& funding | $(1,542.5)$ | $(1,595.3)$ | $(1,654.5)$ | $(3,137.8)$ | (3,301.0) |
| Repo's interest expense | (220.4) | (357.4) | (311.9) | (577.8) | (707.4) |
| Financial Margin | 2,373.8 | 2,197.7 | 2,076.9 | 4,571.5 | 4,271.3 |
| Loan Loss Reserves (Net) | $(1,288.4)$ | $(1,980.6)$ | (608.1) | $(3,269.0)$ | (2,765.1) |
| Risk Adjusted Net Interest Income | 1,085.4 | 217.0 | 1,468.8 | 1,302.4 | 1,506.2 |
| Commissions and fees | 695.5 | 679.5 | 645.5 | 1,375.0 | 1,291.6 |
| Market related income | 3,891.8 | (317.2) | $(1,093.0)$ | 3,574.6 | 444.1 |
| Operating Revenues | 5,672.7 | 579.3 | 1,021.3 | 6,252.1 | 3,241.9 |

## General Expenses and Acquisition Cost

| MM Ps | 2Q13 | $1 Q 13$ | 2Q12 | 6M13 | 6M12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 24.2 | 22.1 | 19.7 | 46.3 | 45.9 |
| Administrative Expenses | 803.9 | 804.7 | 755.8 | 1,608.6 | 1,570.5 |
| Acquisition Cost Others | $\begin{aligned} & 182.4 \\ & 621.5 \end{aligned}$ | $\begin{aligned} & 161.3 \\ & 643.4 \end{aligned}$ | $\begin{aligned} & 157.7 \\ & 598.1 \end{aligned}$ | $\begin{gathered} 343.7 \\ 1,264.9 \end{gathered}$ | $\begin{gathered} 294.1 \\ 1,276.4 \end{gathered}$ |
| Contributions to IPAB | 214.4 | 125.4 | 123.9 | 339.8 | 249.6 |
| Depreciations and Amortizations | 35.4 | 40.5 | 38.7 | 75.9 | 76.6 |
| General Expenses | 1,077.9 | 992.7 | 938.1 | 2,070.6 | 1,942.6 |

## Other Selected Financial Information

Earnings from Subsidiaries

| MM Ps | $2 Q 13$ | $1 Q 13$ | $2 Q 12$ | $6 M 13$ | $6 M 12$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 200.2 | 220.5 | 194.2 | 420.7 | 400.1 |
| Sinca Inbursa | 143.5 | 167.6 | 134.1 | 311.1 | 273.7 |
| Afore Inbursa | 114.1 | 107.4 | 129.5 | 221.5 | 280.1 |

## Sinca Inbursa

Sinca Inbursa posted profits of \$311 MM Ps in the first six months of 2013 compared with \$274 MM Ps in the first six months of 2012 , that represented a $14 \%$ increase.

## 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\% | 971 | 23.4\% |
| 1.2 Gas Natural Mexico, S.A. de C.V. | Infrastructure | MAR 2010 | 14.13\% | 854 | 20.6\% |
| 1.3 Grupo IDESA, S.A. de C.V. y Subsidiarias | Petrochemical | AUG 2006 | 19.08\% | 452 | 10.9\% |
| 1.4 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 5.1\% |
| Total |  |  |  | 2,490 | 60.0\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 50.00\% | 344 | 8.3\% |
| 2.2 Grupo Landsteiner y Subsidiarias | Health | JUN 2008 | 27.51\% | 273 | 6.6\% |
| 2.3 Enesa, S.A. de C.V. | Health | DIC 2010 | 25.00\% | 250 | 6.0\% |
| Total |  |  |  | 867 | 20.9\% |
| 3. Software |  |  |  |  |  |
| 3.1 Holding Aspel, S.A. de C.V. | Software | JUN 2011 | 64.00\% | 340 | 8.2\% |
| 3.2 Hilderbrando, S.A. de C.V. | Software | APR 2009 | 15.46\% | 233 | 5.6\% |
| Total |  |  |  | 573 | 13.8\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Sociedad Financiera Campesina, S.A. de C.V. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 9 | 0.2\% |
| 5. Content |  |  |  |  |  |
| 5.1 Quality Films S. de R.L. de C.V. | Content | DEC 2005 | 30.00\% | 61 | 1.5\% |
| 5.2 Argos Comunicación, S.A. de C.V. y Subsidiarias | Content | MAR 2007 | 33.00\% | 41 | 1.0\% |
| 5.3 Movie Risk, S.A. de C.V. | Content | DEC 2007 | 99.99\% | 110 | 2.6\% |
| Total |  |  |  | 212 | 5.1\% |
| TOTAL 4,151 |  |  |  |  |  |

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 Portfolio and Asset Quality

Total loan portfolio stood at \$183,261 MM Ps as of June 2013 compared with $\$ 169,750$ MM Ps as of June 2012. Consumer, governmental and commercial portfolios increased $45 \%, 50 \%$ and $6 \%$ respectively.

Retail loans grew $27 \%$ in as of June 2013 when compared with June 2012. Auto related loans increased by $30 \%$ reaching $\$ 18,505$ MM Ps. Small and Medium Enterprises loans grew from \$5,009 MM Ps in June 2012 to $\$ 5,793$ MM Ps in June 2013, a $16 \%$ growth. Personal loans increased by $50 \%$ reaching \$3,054 MM Ps.

Peso loan portfolio represented $69 \%$ of total loans.

Loan loss reserves grew from \$23,568 MM Ps as of June 2012 to \$28,027 MM Ps as of June 2013 representing a 19\% increase and a coverage ratio to non performing loans of $3.5 x$ and $15 \%$ of total loans.

| MM Ps | Loan Portfolio |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | \% | $1 Q 13$ | \% | 2Q12 | \% |
| TOTAL LOAN PORTFOLIO | 183,261 | 100\% | 176,566 | 100\% | 169,750 | 100\% |
| Commercial | 126,799 | 69\% | 126,389 | 72\% | 119,665 | 70\% |
| Financial Institutions | 11,939 | 7\% | 11,644 | 7\% | 18,831 | 11\% |
| Consumer | 14,236 | 8\% | 13,345 | 8\% | 9,811 | 6\% |
| Housing | 1,150 | 1\% | 1,168 | 1\% | 1,208 | 1\% |
| Governmental | 21,238 | 12\% | 18,204 | 10\% | 14,124 | 8\% |
| PAST DUE LOANS | 7,899 | 4.3\% | 5,815 | 3.3\% | 6,112 | 3.6\% |
| LOAN LOSS RESERVES | 28,027 | 15\% | 26,514 | 15\% | 23,568 | 14\% |
|  | 2Q13 |  | 1 Q13 |  | 2Q12 |  |
| Pesos | 69\% |  | 69\% |  | 68\% |  |
| USD | 31\% |  | 31\% |  | 32\% |  |
| Secured* | 84\% |  | 84\% |  | 85\% |  |
| Unsecured | 16\% |  | 16\% |  | 15\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Banco Inbursa Selected Ratios

|  | $2 Q 13$ | $2 Q 12$ | System <br> $1 Q 13$ |
| :--- | :---: | :---: | :---: |
| Loans / Total Assets | $72.4 \%$ | $73.3 \%$ | $45.5 \%$ |
| NPL / Loan Portfolio | $4.3 \%$ | $3.6 \%$ | $2.6 \%$ |
| LLR / NPL (times) | 3.5 | 3.9 | 1.8 |

## Non Performing Loans

At the end of the quarter, non performing loans stood at \$7,899 MM Ps. It is important to highlight that almost all this figure is related to few commercial collateralized loans.

| MM Ps | MM Ps | \% |
| :---: | :---: | :---: |
| NPL 31-Mar-13 | 6,111.6 |  |
| - Decreases in NPL | -1,208.8 | -40.3\% |
| * Recoveries \& Restructures | -1,092.0 | -36.5\% |
| * Write Offs | -116.8 | -3.9\% |
| + Increases in NPL | 2,996.0 | 100.0\% |
| * Exchange rate effects | 131.2 | 4.4\% |
| * New NPL | 2,864.8 | 95.6\% |
| NPL 30-Jun-13 | 7,898.7 |  |

## Commercial Lending

Banco Inbursa ranked $5^{\text {th }}$ in the Mexican banking system in commercial lending with a $10 \%$ market share as of March 2013. Loan portfolio remains well diversified in many sectors such as shown.

## Capitalization

Banco Inbursa registered a 19.6\% TIER 1 Capital ratio as of May 2013. 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-13 | 28-Feb-13 | 31-May-12 |
| Credit Risk Assets | $\mathbf{1 5 8 , 8 6 4 . 1}$ | $\mathbf{1 5 6 , 6 1 0 . 1}$ | $\mathbf{1 6 6 , 7 6 9 . 1}$ |
| Tier 1 Capital | $30.6 \%$ | $29.6 \%$ | $25.2 \%$ |
| Net Capital | $30.8 \%$ | $29.8 \%$ | $25.4 \%$ |
| Total Risk Assets | $\mathbf{2 4 7 , 3 1 8 . 8}$ | $\mathbf{2 3 5 , 2 5 5 . 4}$ | $\mathbf{2 4 8 , 2 0 1 . 2}$ |
| Tier 1 Capital | $19.6 \%$ | $19.7 \%$ | $16.9 \%$ |
| Net Capital | $19.8 \%$ | $19.8 \%$ | $17.1 \%$ |

## Value at Risk 2Q13 (MM Ps)

| TYPE OF RISK | MARKET <br> VALUE | VALUE AT <br> RISK ${ }^{(1)}$ | \% VAR vs <br> TIER 1 <br> CAPITAL |
| :--- | :---: | :---: | :---: |
| Forex | 12,234 | 332 | $0.72 \%$ |
| Fixed Income | 16,728 | 93 | $0.20 \%$ |
| Derivatives | $(2,612)$ | 2,625 | $5.70 \%$ |
| Equity | 5,234 | 186 | $0.41 \%$ |
| Banco Inbursa | 31,584 | 2,505 | $5.44 \%$ |
| TIER 1 CAPITAL ${ }^{(2)}$ | 46,009 |  |  |

${ }^{(1)}$ Value at Risk for 1 day with a confidence lev el of $95 \%$ and using LTM information
${ }^{(2)}$ March 2013 TIER 1 CAPITAL
Loan Portfolio 2Q13 (MM Ps)

| Currency | Loan Portfolio* | Past Due Loans | Loan Loss Reserve |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Loan Loss Reserves | Vs Loan Porffolio (\%) | Loan Loss Resrve vs Past Due Loans |
| MXP | 133,379 | 7,236 | 20,108 | 15.08\% | 2.8 |
| USD* | 48,078 | 661 | 7,918 | 16.47\% | 12.0 |
| UDI's* | 1 | 2 | 1 | 100.00\% | N.A. |
| Total | 181,458 | 7,899 | 28,027 | 15.45\% | 3.5 |

## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 2Q13 | \% | 1Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 1Q13 } \end{aligned}$ | 2Q12 | $\begin{aligned} & \text { \% chg vs. } \\ & 2 Q 12 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 31,137 | 100\% | 29,424 | 6\% | 24,606 | 27\% |
| Auto loans | 18,505 | 59\% | 17,488 | 6\% | 14,217 | 30\% |
| Floor Plan Retail | $\begin{gathered} 5,308 \\ 13,197 \end{gathered}$ | $\begin{aligned} & 17 \% \\ & 42 \% \end{aligned}$ | $\begin{gathered} 4,936 \\ 12,552 \end{gathered}$ | $\begin{aligned} & 8 \% \\ & 5 \% \end{aligned}$ | $\begin{aligned} & 4,294 \\ & 9,923 \end{aligned}$ | $\begin{aligned} & 24 \% \\ & 33 \% \end{aligned}$ |
| Small and medium companies | 5,793 | 19\% | 5,531 | 5\% | 5,009 | 16\% |
| Mortgages | 1,408 | 5\% | 1,429 | -1\% | 1,453 | -3\% |
| Personal | 3,054 | 10\% | 2,765 | 10\% | 2,034 | 50\% |
| Credit Card | 2,377 | 8\% | 2,211 | 8\% | 1,893 | 26\% |

## Loan Portfolio (Clients)

| Clients | $2 Q 13$ | $\%$ | $1 Q 13$ | $\%$ chg vs. <br> $1 Q 13$ | $2 Q 12$ | \% chg vs. <br> $2 Q 12$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | $\mathbf{6 9 4 , 8 9 2}$ | $100 \%$ | 670,401 | $4 \%$ | 599,821 | $16 \%$ |
| Auto loans | 116,618 | $16 \%$ | 109,650 | $6 \%$ | 98,861 | $18 \%$ |
| Small and medium companies | 59,370 | $8 \%$ | 56,888 | $4 \%$ | 50,293 | $18 \%$ |
| Mortgages | 2,247 | $0 \%$ | 2,295 | $-2 \%$ | 2,329 | $-4 \%$ |
| Personal | 109,204 | $15 \%$ | 101,690 | $7 \%$ | 70,429 | $55 \%$ |
| Credit Card | 407,453 | $60 \%$ | 399,878 | $2 \%$ | 377,909 | $8 \%$ |

## AFORE INBURSA <br> (Pension Funds)

Afore Inbursa net income posted profits of \$222 MM Ps in the first six months of 2013 compared with $\$ 280$ MM Ps in the first six months of 2012. Stockholders' equity stood at \$1,306 MM Ps as of June 2013, 1\% decrease relative to the same period last year. It's worth mentioning that in May 2013, Afore Inbursa paid a $\$ 500$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been 37\%.

## Affiliate Base \& Assets Under Management

Assets under management reached \$97.184 MM Ps as of June 2013, a 1\% decrease if compared with same period last year.

Assets under management market share stood at $5.0 \%$ in June 2013. Afore Inbursa is ranked in the seventh place in the Afore system measured by assets under management.

Affiliate base amounted to 521,551 clients in June 2013.

Active workers base was 48.34\% in June 2013 vs $38.58 \%$ of the market.

Acquisition costs was \$182 MM Ps in the first six months of 2013 compared with \$134 MM Ps in the first six months of 2012.

Stockholders' equity stood at \$1,306 MM Ps as of June 2013, 1\% decrease relative to the same period last year. It's worth mentioning that in May 2013, Afore Inbursa paid a \$500 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 37\%.

## Net Income

During first six months of 2013, net income reached \$222 MM Ps compared with \$280 MM Ps in the first six months of 2012.

| Selected Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 2Q13 | 1213 | 2 Q12 | 6M13 | 6M12 | \% chg |
| Comission Income | 284.1 | 279.3 | 287.9 | 563.4 | 589.0 | -4.3\% |
| General Expenses | (143.0) | (150.7) | (129.0) | (293.7) | (243.9) | 20.4\% |
| Administrative Expense | (18.8) | (19.5) | (17.8) | (38.3) | (35.7) | 7.3\% |
| Operating Expenses | (35.1) | (38.4) | (36.0) | (73.5) | (74.6) | -1.5\% |
| Acquisition cost | (89.1) | (92.8) | (75.1) | (182.0) | (133.5) | 36.2\% |
| Depreciation \& Amortization | (0.4) | (0.5) | (0.3) | (0.9) | (0.7) | 41.3\% |
| Operating Income | 142.8 | 130.9 | 160.3 | 273.7 | 347.6 | -21.2\% |
| Other Income | 2.6 | 0.2 | 0.0 | 2.8 | 0.1 | N.A. |
| Net Income | 114.1 | 107.4 | 129.5 | 221.5 | 280.1 | -20.9\% |
| Investments | 1,297.7 | 1,277.2 | 1,232.0 | 1,297.7 | 1,232.0 | 5.3\% |
| Fixed Assets | 13.7 | 14.1 | 15.0 | 13.7 | 15.0 | -8.6\% |
| Total Assets | 1,758.8 | 2,086.7 | 1,725.4 | 1,758.8 | 1,725.4 | 1.9\% |
| Stockholders' Equity | 1,305.5 | 1,691.5 | 1,317.1 | 1,305.5 | 1,317.1 | -0.9\% |



## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursás total premiums increased from \$8,426 MM Ps as of June 2012 to \$15,043 MM Ps as of June 2013, a $79 \%$ growth. This is mainly explained by the premium of the Pemex P \& C coverage for the next 24 months that amounted to $\$ 5,491$ MM Ps and was underwritten in June 2013 with a $5 \%$ retention. When adjusted by this effect, the increase in premiums would have been $13 \%$. Net income reached $\$ 568$ MM Ps in the first six months of 2013 compared with $\$ 824$ MM Ps in the same period last year explained by less income of its investment portfolio.

| Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 2Q13 | 1 Q13 | 2Q12 | 6M13 | 6M12 | \% chg |
| Direct Premiums | 9,690.8 | 5,351.9 | 3,950.9 | 15,042.7 | 8,426.0 | 78.5\% |
| Retained Premiums | 3,177.7 | 2,852.1 | 2,651.4 | 6,029.8 | 5,730.1 | 5.2\% |
| Reserves Provisions | 504.5 | (66.8) | 156.1 | 437.7 | 792.7 | -44.8\% |
| Technical Income | 461.9 | 925.0 | 238.2 | 1,386.9 | 804.5 | 72.4\% |
| Net Financial Income | 204.4 | 627.5 | 443.8 | 831.9 | 1,008.9 | -17.5\% |
| Net Income | (120.6) | 688.6 | 331.7 | 568.0 | 824.4 | -31.1\% |
| Assets | 64,689.2 | 56,609.5 | 53,919.3 | 64,689.2 | 53,919.3 | 20.0\% |
| Investments | 31,281.9 | 31,301.4 | 28,384.5 | 31,281.9 | 28,384.5 | 10.2\% |
| Reserves | 43,723.7 | 39,781.6 | 37,181.1 | 43,723.7 | 37,181.1 | 17.6\% |
| Stockholders' Equity | 9,191.4 | 9,687.0 | 8,443.9 | 9,191.4 | 8,443.9 | 8.9\% |

## Premiums Breakdown

Seguros + Patrimonial

| Line of business | Breakdown 6M13 | Growth Rate 6M13 vs 6M12 | Combined Ratio 6M13 | Combined Ratio 6M12 | Combined Ratio 6M13 | Breakdown <br> 6M13 | Growth Rate 6M13 vs 6M12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C | 66.2\% | 204.6\% | 32.7\% | 56.1\% | 44.1\% | 63.9\% | 193.1\% |
| Automobile | 13.7\% | -13.7\% | 91.4\% | 95.0\% | 91.4\% | 13.1\% | -13.5\% |
| Life | 13.4\% | 9.1\% | 110.8\% | 116.4\% | 100.9\% | 16.5\% | 9.3\% |
| A \& H | 6.7\% | 9.9\% | 93.5\% | 92.7\% | 93.5\% | 6.5\% | 10.6\% |
| Total | 100.0\% | 78.5\% | 89.2\% | 94.1\% | 88.5\% | 100.0\% | 72.7\% |

Stockholders' equity of Seguros Inbursa stood at \$9,191 MM Ps as of June 2013 compared with $\$ 8,444$ MM Ps as of June 2012, a $9 \%$ increase. It's worth mentioning that in May 2013, Seguros Inbursa paid a \$400 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 14\%.

## PENSIONES INBURSA

## (Annuities)

Pensiones Inbursa's net income posted profits of \$451 MM Ps in the first six months of 2013 compared with $\$ 564$ MM Ps in the same period last year, mainly explained by unrealized gains in stocks valuations and market related profits mainly due 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. Stockholders' equity reached \$8,014 MM Ps as of June 2013 compared with $\$ 6,619$ MM Ps as of June 2012, a $21 \%$ increase.

## Selected Financial Information

| MM Ps | 2Q13 | 1 Q13 | 2Q12 | 6M13 | 6M12 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 3.5 | 8.5 | 26.5 | 12.0 | 34.4 | -65.1\% |
| Reserves Provisions | (78.5) | 96.3 | (135.8) | 17.8 | (26.4) | -167.7\% |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (147.6) | (310.0) | (53.3) | (457.6) | (382.5) | N.A. |
| Net Financial Income | 302.5 | 482.9 | 209.9 | 785.4 | 695.7 | 12.9\% |
| Net Income | 25.3 | 426.1 | 140.0 | 451.4 | 563.9 | -19.9\% |
| Assets | 23,739.5 | 23,733.5 | 22,061.4 | 23,739.5 | 22,061.4 | 7.6\% |
| Investments | 19,813.1 | 19,755.2 | 19,043.6 | 19,813.1 | 19,043.6 | 4.0\% |
| Reserves | 15,583.0 | 15,646.2 | 15,313.7 | 15,583.0 | 15,313.7 | 1.8\% |
| Stockholders' Equity | 8,014.6 | 7,989.2 | 6,619.0 | 8,014.6 | 6,619.0 | 21.1\% |

## OPERADORA INBURSA

## (Mutual Funds)

Assets under management stood at $\$ 94,581$ MM Ps at the end of June 2013 compared with $\$ 87,524$ MM Ps in June 2012, 8\% more.

## FONDO INBURSA <br> June, 2013

Inbursa holds the highest profitability in
USD for the last 32 years
(Mar'81 - Jun'13)

## Compound Annual Return



| Mutual Funds (June, 2013) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 4,857.7 | 2.87\% | 3.63\% |  |
| INBUREX | Fixed Income | 12,829.2 | 2.72\% | 4.79\% |  |
| INBUMAX | Fixed Income | 11,225.9 | 3.78\% | 3.63\% |  |
| INBURSA | Stock's, Bonds | 14,103.0 | -1.17\% | 16.82\% |  |
| FONIBUR | Stock's, Bonds | 17,417.4 | -1.98\% | 16.82\% | 1.04\% |
| IBUPLUS | Stock's, Bonds | 33,658.5 | -1.15\% | 16.82\% |  |

[^1]
## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of $\$ 290$ MM Ps in the first six months of 2013 vs $\$ 336$ MM Psin the first six months of 2012. Stockholders equity stood at \$2,701 MM Ps as of June 2013, 12\% decrease relative to the same period of the previous year. It's worth mentioning that in May 2013, Inversora Bursatil paid a \$875 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 17\%.

| Select Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | 2Q13 | 1 Q13 | 2Q12 | 6M13 | 6M12 | \% chg |
| Operating Margin | 132.1 | 264.9 | 180.6 | 397.0 | 465.9 | -14.8\% |
| Interest Income | 589.1 | 849.9 | 658.8 | 1,439.0 | 1,455.2 | -1.1\% |
| Net Income | 94.3 | 195.7 | 128.6 | 290.0 | 335.5 | -13.6\% |
| Total Assets | 38,022.0 | 33,810.5 | 22,804.2 | 38,022.0 | 22,804.2 | 66.7\% |
| Investment Portfolio | 37,436.0 | 28,242.3 | 21,936.3 | 37,436.0 | 21,936.3 | 70.7\% |
| Stockholders' Equity | 2,701.0 | 3,470.9 | 3,067.0 | 2,701.0 | 3,067.0 | -11.9\% |

$\begin{array}{lllll}\text { Assets in Custody } 2,500,005.0 & 2,331,494.5 & 2,479,521.7 & 2,500,005.0 & 2,479,521.7\end{array} \quad 0.8 \%$

## FIANZAS GUARDIANA INBURSA <br> (Bonding)

Net income reached \$115 MM Ps in the first six months of 2013 vs \$128 MM Ps same period last year. Stockholders equity stood at \$1,412 MM Ps, a 28\% decrease if compared with June 2012. It's worth mentioning that in May 2013, Fianzas Guardiana Inbursa paid a $\$ 875$ MM Ps dividend.

## Selected Financial Information

| MM Ps | 2Q13 | 1Q13 | $\mathbf{2 Q 1 2}$ | $\mathbf{6 M 1 3}$ | $\mathbf{6 M 1 2}$ | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 364.4 | 394.9 | 358.6 | 759.3 | 756.2 | $0.4 \%$ |
| Technical Income | 24.2 | 79.7 | 40.3 | 103.8 | 33.4 | N.A. |
| Earnings From <br> Investments | 26.0 | 25.5 | 35.8 | 51.5 | 63.8 | $-19.4 \%$ |
| Net Income | 11.2 | 104.0 | 69.1 | 115.3 | 127.9 | $-9.9 \%$ |
| Total Assets | $3,369.7$ | $4,207.8$ | $3,673.5$ | $3,369.7$ | $3,673.5$ | $-8.3 \%$ |
| Investments | $2,281.4$ | $3,194.6$ | $2,634.0$ | $2,281.4$ | $2,634.0$ | $-13.4 \%$ |
| Reserves | $1,706.8$ | $1,674.0$ | $1,502.8$ | $1,706.8$ | $1,502.8$ | $13.6 \%$ |
| Stockholders' <br> Equity | $1,411.8$ | $2,275.6$ | $1,957.9$ | $1,411.8$ | $1,957.9$ | $-27.9 \%$ |

# APPENDIX Banco Inbursa 

CAPITALIZATION

| As of May 31, 2013 (MM Ps) |  |
| :---: | :---: |
| TIER 1 CAPITAL | 48,560 |
| STOCKHOLDERS' EQUITY <br> SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS | 56,100 |
| LESS: INVESMENT IN SUBORDINATED DEBT <br> INVESTMENTS IN FINANCIAL INSTITUTIONS <br> INVESTMENTS IN NON-FINANCIAL INSTITUTIONS <br> FINANCING GRANTED FOR THE AQUISITION OF SHARES <br> OF THE BANK OR OTHER GROUP SUBSIDIARIES <br> EXCESS ON DEFERRED TAXES <br> RESTRUCTURING CHARGES \& OTHER INTANGIBLES <br> PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED <br> OTHER ASSETS | $\begin{array}{r} 1,456 \\ 5,919 \\ 8 \end{array}$ $158$ |
| TIER 2 CAPITAL | 361 |
| CAPITALIZATION INSTRUMENTS GENERAL PREVENTIVE RESERVES SUBORDINATED DEBT | 361 |
| TIER 1 \& 2 CAPITAL | 48,921 |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 21,771 | 1,742 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 1,379 | 110 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 20,489 | 1,639 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 4 | 0 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 7,152 | 572 |
| POSIIIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 19,720 | 1,578 |
| TOTAL | 70,514 | 5,641 |
| CREDIT RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 807 | 65 |
| GROUP III | 19,719 | 1,578 |
| GROUP IV | 695 | 56 |
| GROUP V | 4,135 | 331 |
| GROUP VI | 7.991 | 639 |
| GROUP VII | 109,111 | 8,729 |
| GROUP VIII | 2,937 | 235 |
| RELATED GROUPS | 4,572 | 366 |
| SUB-TOTAL | 149,967 | 11,997 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, <br> FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 8,897 | 712 |
| TOTAL | 158,864 | 12,709 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 17,941 | 1,434 |
| SUB-TOTAL | 17,941 | 1,434 |
| REQUIRMENT FOR TOTAL RISKS | 247,319 | 19,785 |

$\left.\begin{array}{l|c} & \begin{array}{c}\text { INVESTMENT IN SECURITIES } \\ \text { June 30, 2013 }\end{array} \\ \text { (Constant 000's Pesos as of June 30, 2012) }\end{array}\right)$


| TOTAL DEFERRED TAXES | 1,421,497 |
| :---: | :---: |
| Negotiable Financial Instruments | 167,173 |
| Negotiable Financial Instruments valuation (except stocks) | 57,039 |
| Credit Link | 39,343 |
| Stocks | 80,039 |
| Foreign stocks | 135,319 |
| Foreign stocks (San Antonio Oil \& Gas) | $(63,793)$ |
| Foreign stocks exchange rate | 97,984 |
| Ternium good will amortization | 10,954 |
| Sinca's good will amortization | $(7,191)$ |
| YPF Petersen stocks | $(1,291)$ |
| Lamosa good will amortization | 2,435 |
| Invex goodwill amortization | 19,657 |
| CFSM good will amortization | 37,194 |
| Rosarito goodwill amortization | 22,309 |
| NYT warrant prime amortization | 67,470 |
| Fiscal losses | $(158,636)$ |
| Financial leasing deduction | 5,642 |
| Fix assets deduction | $(28,589)$ |
| Commissions amortization | $(5,094)$ |
| Prepayments | 12,833 |
| Fiscal Diference valuation | 81,679 |
| Fiscal Diference valuation (Euro) | (82) |
| Swaps interest | $(6,946)$ |
| Futures | 1,143 |
| Fiscal Diference valuation (Swaps) | 799,079 |
| Warrants valuation | 60,263 |
| Interest valuation | 132 |
| Financial Instruments Valuation (Bonds) | 3,799 |
| Swaps valuation (2007 and before) | $(8,367)$ |


|  | LOAN PORTFOLIO |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | (Constant MM Pesos as of June 30, 2013) |  |


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

NON PERFORMING LOANS

| Commercial | 6,523 |  | 661 | 7,184 |
| :--- | :---: | :---: | :---: | :---: |
| Interbank | 4 |  |  | 4 |
| Consumer | 588 | 2 |  | 590 |
| Mortgages | 121 |  |  | 121 |
| Government |  |  |  | 0 |
| Total Non Permorming Loans | 7,236 | 2 | 661 | 7,899 |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

| Loan Loss Reserves at March 31, 2013 (constant million pesos as of March 31, 2013) <br> - Adjustment for inflation Dec ‘12-Mar "13 | 26,514 56 |
| :---: | :---: |
| Loan Loss Reserves at June, 2013 (million nominal pesos) | 26,458 |
| + Provisions recorded during the period | 1,277 |
| + Currency valuation \& other | 292 |
| Loan Loss Reserves at June 30, 2013 | 28,027 |

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's) |
| :---: | :---: |
| 1 to 7 days | 672,557 |
| 8 days to 1 month |  |
| 1 to 3 months | 1,905,853 |
| 3 to 6 months |  |
| 6 to 9 months |  |
| 9 months to 1 year | 801,180 |
| 1 to 2 years |  |
| 2 to 3 years |  |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 87,947 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 3,467,537 |

## CNBV GAAP <br> Financial Statements

GRUPO FINANCIERO INBURSA
Consolidated Income Statement
(quarterly)

|  |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | Jun |
| (Million Pesos.) | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1 Q13 | 2 Q13 | Jun '13 | Jun '12 |
| Interest Income | - 5,190.9 | 5,268.7 | 5,511.4 | 5,305.0 | - 5,260.9 | 5,800.0 | 11,060.9 | 10,459.6 |
| Premiums written (net) | - 3,843.1 | 3,316.9 | 3,461.0 | 3,691.5 | - 3,663.3 | 3,884.9 | 7,548.2 | 7,160.0 |
| Interest Expense | - $(2,449.9)$ | $(1,541.1)$ | $(2,996.6)$ | $(2,416.4)$ | - $(2,364.2)$ | $(2,417.7)$ | $(4,781.9)$ | $(3,990.9)$ |
| Increased in reserve for unearned premiums | F $(1,002.8)$ | (92.1) | (485.8) | (857.1) | $\cdots$ (519.5) | (757.2) | $(1,276.7)$ | $(1,094.9)$ |
| Cost of claims and contractual obligations (net) | - $(2,125.2)$ | $(2,353.7)$ | $(2,542.7)$ | $(2,673.6)$ | - $(2,166.3)$ | $(2,439.5)$ | $(4,605.8)$ | $(4,478.9)$ |
| FINANCIAL MARGIN | * 3,456.2 | 4,598.7 | 2,947.3 | 3,049.3 | * 3,874.2 | 4,070.5 | 7,944.7 | 8,054.9 |
| Loan Loss Provisions | * 2,205.0 | 663.5 | 2,102.0 | 102.8 | * 2,094.8 | 1,397.6 | 3,492.4 | 2,868.5 |
| RISK ADJUSTED NII | * 1,251.1 | 3,935.3 | 845.3 | 2,946.5 | * 1,779.4 | 2,672.9 | 4,452.2 | 5,186.4 |
| Comissions and Fees | - 257.7 | 119.9 | 270.4 | 362.7 | - 352.7 | 404.2 | 756.9 | 377.6 |
| Market-Related Income | - 3,276.1 | $(1,345.7)$ | 2,752.9 | 2,454.6 | - 1,115.7 | 3,780.8 | 4,896.5 | 1,930.4 |
| Non-Interest Expense | - $(1,717.5)$ | $(1,521.0)$ | $(1,569.4)$ | $(1,589.9)$ | - $(1,578.1)$ | $(1,923.2)$ | $(3,501.3)$ | $(3,238.5)$ |
| OPERATING INCOME | * 3,067.5 | 1,188.4 | 2,299.3 | 4,173.9 | * 1,669.6 | 4,934.8 | 6,604.4 | 4,255.9 |
| Subsidiaries' Net Income | * 195.6 | 181.7 | 172.1 | 182.0 | - 206.5 | 189.7 | 396.2 | 377.3 |
| NET INCOME BEFORES TAXES | * 3,263.0 | 1,370.1 | 2,471.3 | 4,355.9 | * 1,876.1 | 5,124.5 | 7,000.5 | 4,633.2 |
| Incurred Income Tax \& Profit Sharing | (461.1) | (684.0) | (436.8) | (196.8) | (651.1) | (357.5) | $(1,008.6)$ | $(1,145.1)$ |
| Deferred Income Tax (net) | (297.7) | $268.4$ | (86.0) | (741.9) | $\text { F } 409.8$ | $(1,295.9)$ | (886.1) | (29.3) |
| RESULTS FROM CONTINUED OPERATION | * 2,504.3 | 954.5 | 1,948.5 | 3,417.2 | * 1,634.8 | 3,471.0 | 5,105.8 | 3,458.8 |
| Discontinued Operations \& Extraordinary Items | $\cdots 0.0$ | 0.0 | 0.0 | 0.0 | $\cdots \quad 0.0$ | 0.0 | 0.0 | 0.0 |
| NET INCOME | * 2,504.3 | 954.5 | 1,948.5 | 3,417.2 | - 1,634.8 | 3,471.0 | 5,105.8 | 3,458.8 |
| MINORITARY INTEREST | $9.0$ | 8.0 | 8.3 | 7.4 | $6.7$ | 6.1 | 12.8 | 17.0 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| ASSETS | Mar-12 | Jun-12 | Sep-12 | Dec-12 | Mar-13 | Jun-13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 26,625.5 | 22,405.7 | 19,316.1 | 39,322.7 | 21,420.1 | 27,705.2 |
| Margin Accounts | 1,518.5 | 2,076.4 | 742.4 | 503.8 | 107.9 | 233.8 |
| Financial Instruments | 95,399.1 | 82,136.7 | 76,264.9 | 79,848.3 | 93,307.6 | 101,493.3 |
| Negotiable | 69,038.1 | 56,897.8 | 50,508.1 | 56,346.6 | 66,979.7 | 75,061.2 |
| For Sale | 959.1 | 939.0 | 827.8 | 391.9 | 374.7 | 406.9 |
| Held to Maturity | 25,401.9 | 24,299.9 | 24,929.1 | 23,109.8 | 25,953.2 | 26,025.3 |
| Repos \& Derivatives | 15,854.2 | 15,546.6 | 26,086.3 | 13,141.4 | 23,835.2 | 35,008.2 |
| Repo Operations | 6,837.3 | 1,867.3 | 10,616.8 | 981.8 | 10,599.7 | 25,501.0 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,017.0 | 13,679.3 | 15,469.5 | 12,159.6 | 13,235.5 | 9,507.2 |
| Adjusted Valuation for Financial Assets | 1,948.5 | 1,770.0 | 1,672.9 | 1,417.9 | 1,244.4 | 693.2 |
| LOANS | 164,504.4 | 163,428.9 | 165,094.9 | 170,408.9 | 171,549.9 | 176,196.5 |
| Commercial | 129,435.7 | 117,577.5 | 130,254.9 | 129,630.3 | 129,653.4 | 130,019.8 |
| Interbank | 9,584.3 | 18,831.5 | 7,084.4 | 7,554.3 | 6,531.2 | 6,657.1 |
| Consumer | 11,161.9 | 11,688.2 | 12,759.1 | 13,903.3 | 15,992.7 | 17,131.0 |
| Housing | 1,223.3 | 1,208.0 | 1,213.2 | 1,177.7 | 1,168.4 | 1,150.1 |
| Governments | 13,099.2 | 14,123.7 | 13,783.3 | 18,143.4 | 18,204.2 | 21,238.5 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 6,347.8 | 6,751.7 | 6,945.6 | 6,634.1 | 6,318.0 | 8,402.0 |
| TOTAL GROSS LOANS | 170,852.2 | 170,180.6 | 172,040.5 | 177,043.0 | 177,867.8 | 184,598.5 |
| Loan Loss Reserves | 23,647.7 | 23,819.7 | 25,429.8 | 25,404.3 | 27,319.2 | 28,428.7 |
| TOTAL NET LOANS | 147,204.5 | 146,360.9 | 146,610.7 | 151,638.8 | 150,548.6 | 156,169.9 |
| Insurance and bonding companies | 3,691.1 | 3,665.3 | 1,615.5 | 1,564.8 | 1,576.2 | 474.3 |
| Premium debtors (net) | 7,721.5 | 7,854.6 | 6,230.9 | 6,977.9 | 5,701.2 | 10,936.4 |
| Reinsurance and rebonders | 14,313.3 | 13,374.8 | 14,035.4 | 16,498.7 | 14,850.2 | 17,748.1 |
| Receivables, Sundry Debtors \& Adv. Payments (net) | 20,534.7 | 19,484.4 | 14,324.7 | 14,955.4 | 13,128.4 | 8,731.7 |
| Repossessed Assets (net) | 850.3 | 868.3 | 835.2 | 854.9 | 1,251.1 | 1,499.9 |
| Fixed Assets (net) | 3,967.0 | 3,952.0 | 3,956.8 | 3,971.1 | 3,949.1 | 3,992.1 |
| Permanent Equity Investments | 7,900.4 | 7,565.8 | 7,770.1 | 7,516.3 | 7,863.7 | 7,875.1 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 2,818.9 | 2,818.9 | 2,986.3 | 2,155.8 | 2,672.3 | 2,611.3 |
| TOTAL ASSETS | 350,347.6 | 329,880.5 | 322,448.3 | 340,367.7 | 341,456.1 | 375,172.5 |


| LIABILITIES |  |  |  | Mar-12 | Jun-12 |
| :--- | :---: | :---: | :---: | :---: | :---: |


TOTAL CUSTOMER POSITION $\quad 2,551,780.7 \quad$ TOTAL OWN POSITION $2,356,957.8$

| GRUPO FINANCIERO INBURSA <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2013 (MM PS) |  |
| :---: | :---: |
|  | Jun-13 |
| OPERATING ACTIVITIES |  |
| Net Income | 5,093 |
| Subsidiaries' Income | (396) |
| Depreciation \& Amortization | 140 |
| Deferred assets Amortization 1.277 |  |
|  |  |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 1,895 |
| Others | 3,492 |
|  | 11,501 |
| Margin Accounts | 270 |
| Financial Instruments | $(21,645)$ |
| Repos Debtors | $(24,519)$ |
| Derivatives (Assets) | 2,652 |
| Cash increase (decrease) from Loan Portfolio | $(8,024)$ |
| Insurance and bonding accounts | 1,090 |
| Premium debtors | $(3,959)$ |
| Reinsurances and rebonding (Assets) | $(1,249)$ |
| Repossed Assets | (645) |
| Operative Assets | 5,765 |
| Cash increase (decrease) from funding | 9,914 |
| Banking Loans \& Other Financial Institutions | $(1,676)$ |
| Repos | 20,867 |
| Derivatives (Liabilities) | $(5,632)$ |
| Reinsurances and rebonding (Liabilities) | 3,394 |
| Operative Liabilities | 773 |
| Others | 1,977 |
|  | $(20,646)$ |
| Cash flow from operating activities | $(9,146)$ |
| Financing Activities | $(2,333)$ |
| Dividends Payment | $(2,333)$ |
| Spin-Offs |  |
| Cash Flow From Financing Activities | $(2,333)$ |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (160) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Subsidiaries | 22 |
| Repossessed Property |  |
| Buy(sell) cash dividends |  |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (138) |
| Net Increase in Cash | $(11,618)$ |
| Cash at beginning of the period | 39,323 |
| Cash at end of period | 27,705 |

BANCO INBURSA
Consolidated Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Jun '13 | Jun '12 |
| Interest Income | 4,236.4 | 4,043.3 | 4,297.2 | 3,904.1 | 4,150.4 | 4,136.7 | 8,287.1 | 8,279.7 |
| Interest Expense | 2,042.0 | 1,966.4 | 1,945.2 | 1,774.0 | 1,952.7 | 1,762.8 | 3,715.6 | 4,008.4 |
| Financial Margin | 2,194.4 | 2,077.0 | 2,352.0 | 2,130.1 | 2,197.7 | 2,373.8 | 4,571.5 | 4,271.3 |
| Loan Loss Provisions | 2,157.0 | 608.1 | 2,020.7 | 21.2 | 1,980.6 | 1,288.4 | 3,269.0 | 2,765.1 |
| Risk Adjusted Net Interest Income | - 37.4 | 1,468.8 | 331.3 | 2,108.9 | - 217.0 | 1,085.4 | 1,302.4 | 1,506.2 |
| Comissions and Fees | - 646.1 | 645.5 | 803.6 | 896.8 | - 679.5 | 695.6 | 1,375.0 | 1,291.6 |
| Market-Related Income | -1,537.1 | $(1,093.0)$ | 880.9 | 630.0 | - (317.2) | 3,891.8 | 3,574.6 | 444.1 |
| Operating Revenues | 2,220.6 | 1,021.3 | 2,015.8 | 3,635.8 | - 579.3 | 5,672.8 | 6,252.1 | 3,241.9 |
| Non-Interest Expense | 7 1,004.5 | 938.1 | 1,033.2 | 1,046.5 | - 992.7 | 1,077.9 | 2,070.6 | 1,942.6 |
| Operating Income | - 1,216.0 | 83.2 | 982.6 | 2,589.3 | (413.4) | 4,594.9 | 4,181.5 | 1,299.2 |
| Other Income (Expenses) | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | - 1,216.0 | 83.2 | 982.6 | 2,589.3 | - (413.4) | 4,594.9 | 4,181.5 | 1,299.2 |
| Incurred Income Tax \& Profit Sharing | - 56.2 | 456.4 | (6.8) | 147.1 | - 38.3 | 45.4 | 83.7 | 512.6 |
| Deferred Income Tax | - 172.1 | (353.3) | 178.4 | 393.6 | (362.1) | 1,409.2 | 1,047.0 | (181.2) |
| Net Income Before Subsidiaries' Net Income | F 987.8 | (19.9) | 811.1 | 2,048.6 | (89.5) | 3,140.3 | 3,050.8 | 967.9 |
| Subsidiaries' Net Income | - 205.9 | 194.2 | 187.7 | 193.7 | - 220.5 | 200.2 | 420.7 | 400.1 |
| Continous Operations' Net Income | 1,193.7 | 174.3 | 998.8 | 2,242.2 | - 130.9 | 3,340.5 | 3,471.4 | 1,368.0 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\left[\begin{array}{c} 0.0 \\ (30.6) \end{array}\right.$ | $\begin{gathered} 0.0 \\ (28.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (36.9) \end{gathered}$ | $\begin{gathered} 0.0 \\ (30.7) \end{gathered}$ | $\left[\begin{array}{c} 0.0 \\ (32.6) \end{array}\right.$ | $\begin{gathered} 0.0 \\ (29.2) \end{gathered}$ | $\begin{aligned} & 0.0 \\ & (61.8) \end{aligned}$ | $\begin{gathered} 0.0 \\ (59.2) \end{gathered}$ |
| Net Income | 1,163.1 | 145.7 | 961.9 | 2,211.5 | - 98.4 | 3,311.3 | 3,409.7 | 1,308.8 |


| BANCO INBURSA <br> Consolidated Balance Sheet Million Pesos |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| Cash \& Due From Banks | 26,777.8 | 22,646.5 | 19,422.7 | 39,436.8 | 21,568.4 | 27,842.3 |
| Margin Accounts | 1,518.5 | 2,076.4 | 742.4 | 503.8 | 107.9 | 233.8 |
| Financial Instruments | 15,726.4 | 21,645.5 | 16,967.1 | 16,508.2 | 15,953.4 | 15,443.3 |
| Negotiable | 13,909.9 | 19,735.8 | 15,185.0 | 15,613.3 | 15,065.6 | 14,496.8 |
| For Sale | 793.1 | 814.9 | 715.9 | 286.0 | 267.1 | 283.2 |
| Held to Maturity | 1,023.4 | 1,094.8 | 1,066.1 | 608.8 | 620.6 | 663.3 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 16,259.1 | 15,394.4 | 26,118.3 | 13,604.3 | 19,214.2 | 35,368.5 |
| Repo Operations | 6,940.5 | 1,871.4 | 10,650.2 | 999.7 | 5,698.3 | 25,522.2 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,318.7 | 13,523.0 | 15,468.1 | 12,604.5 | 13,516.0 | 9,846.3 |
| Adjusted Valuation for Financial Assets | 1,948.5 | 1,770.0 | 1,672.9 | 1,417.9 | 1,244.4 | 693.2 |
| LOANS | 164,123.5 | 163,638.0 | 164,582.8 | 169,794.0 | 170,751.1 | 175,362.3 |
| Commercial | 130,873.2 | 119,664.7 | 127,032.4 | 126,479.6 | 126,389.2 | 126,799.0 |
| Interbank | 9,583.7 | 18,830.9 | 11,722.4 | 12,484.3 | 11,644.4 | 11,939.4 |
| Consumer | 9,344.0 | 9,810.7 | 10,831.6 | 11,509.3 | 13,344.9 | 14,235.6 |
| Housing | 1,223.3 | 1,208.0 | 1,213.2 | 1,177.7 | 1,168.4 | 1,150.1 |
| Governments | 13,099.2 | 14,123.7 | 13,783.3 | 18,143.1 | 18,204.2 | 21,238.3 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 5,650.8 | 6,111.6 | 6,352.0 | 6,089.8 | 5,814.8 | 7,898.7 |
| Total Gross Loans | 169,774.3 | 169,749.6 | 170,934.8 | 175,883.8 | 176,565.9 | 183,261.1 |
| Preventive Provision for Credit Risks | $(23,397.4)$ | $(23,568.5)$ | $(25,149.6)$ | $(25,094.2)$ | $(26,513.5)$ | $(28,026.8)$ |
| Total Net Loans | 146,376.9 | 146,181.1 | 145,785.2 | $\begin{gathered} 150,789.7 \\ 0.0 \end{gathered}$ | $\begin{gathered} 150,052.4 \\ 0.0 \end{gathered}$ | $\begin{gathered} 155,234.2 \\ 0.0 \end{gathered}$ |
| Receivables, Sundry Debtors \& Adv. Payments | 19,663.1 | 12,902.5 | 13,345.2 | 14,086.3 | 12,210.5 | 7,798.2 |
| Fixed Assets (net) | 683.2 | 808.6 | 844.7 | 872.3 | 873.7 | 887.9 |
| Repossessed Property | 779.7 | 674.6 | 642.7 | 685.9 | 645.5 | 1,338.5 |
| Permanent Equity Investments | 6,919.9 | 7,076.0 | 7,263.7 | 7,381.2 | 7,732.4 | 7,732.2 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 540.4 | 528.3 | 509.4 | 530.2 | 528.8 | 516.6 |
| TOTAL ASSETS | 237,193.4 | 231,704.0 | 233,314.4 | 245,816.5 | 230,131.6 | 253,088.8 |


|  | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 144,325.7 | 140,036.3 | 144,004.0 | 150,819.2 | 141,386.2 | 159,860.7 |
| Demand Deposits | 54,069.8 | 56,680.0 | 56,927.3 | 59,875.5 | 60,257.0 | 62,398.7 |
| Time Deposits | 52,205.6 | 40,677.1 | 44,378.7 | 40,857.3 | 30,987.9 | 41,871.7 |
| Unsecured Notes (CEBURES) | 38,050.3 | 42,679.2 | 42,698.0 | 50,086.4 | 50,141.4 | 55,590.3 |
| Interbank Loans \& Other | 10,089.4 | 9,020.9 | 7,783.3 | 5,143.0 | 4,777.7 | 3,467.5 |
| 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 | 11,044.6 | 18,764.7 | 15,857.2 | 14,974.4 | 13,954.4 | 9,343.5 |
| Other Accounts Payable | 17,446.4 | 10,123.9 | 10,821.2 | 18,013.2 | 13,353.6 | 19,376.9 |
| Income Tax \& Employee Profit Sharing | 430.9 | 531.7 | 523.2 | 30.1 | 58.4 | 91.3 |
| Deferred Taxes | 995.3 | 640.6 | 816.5 | 1,199.7 | 781.6 | 2,080.6 |
| Deferred Credits | 488.8 | 428.3 | 362.9 | 280.8 | 279.0 | 275.3 |
| TOTAL LIABILITIES | 184,821.1 | 179,546.4 | 180,168.2 | 190,460.4 | 174,590.9 | 194,495.7 |
| 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 | 27,108.0 | 26,893.4 | 27,881.9 | 30,091.7 | 30,276.4 | 33,328.7 |
| Capital Reserves | 6,393.2 | 6,773.7 | 6,773.7 | 6,773.7 | 6,773.7 | 7,181.6 |
| Retained Earnings | 18,379.8 | 17,649.3 | 17,649.3 | 17,640.5 | 22,177.7 | 21,513.4 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 263.6 |
| Available for Sale | 60.2 | 55.5 | 45.3 | 26.0 | 24.7 | 23.2 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 1,163.1 | 1,308.8 | 2,270.7 | 4,482.3 | 98.4 | 3,409.7 |
| Minority Interest | 846.3 | 840.7 | 877.6 | 904.0 | 936.6 | 937.2 |
| Total Stockholders' Equity | 52,372.3 | 52,157.7 | 53,146.2 | 55,356.0 | 55,540.7 | 58,593.0 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 237,193.4 | 231,704.0 | 233,314.4 | 245,816.5 | 230,131.6 | 253,088.8 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
|  |  |  |  |  | 0.0 | 0.0 |
| 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 | 6,912.7 | 6,731.6 | 6,848.2 | 6,839.4 | 10.3 | 7,604.7 |
| Goods in Trust or Mandate | 406,828.9 | 145,584.9 | 408,212.5 | 410,440.9 | 415,143.3 | 403,247.3 |
| Investment Banking Operations on Behalf of Third Parties | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Goods in Custody or Under Administration | 565,599.6 | 571,565.9 | 562,572.7 | 540,596.3 | 493,389.1 | 485,037.5 |
| Collaterals received | 60,973.2 | 21,333.0 | 66,659.0 | 23,156.4 | 82,244.4 | 47,990.2 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 1,203,234.5 | 1,282,861.2 | 1,256,785.5 | 1,230,570.0 | 1,364,869.8 | 1,167,124.5 |
|  | 2,243,548.9 | 2,028,076.5 | 2,301,077.9 | 2,211,602.9 | 2,355,657.0 | 2,111,004.3 |


| INBURSA | 28 |
| :---: | :---: |


| BANCO INBURSA, S.A. <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2013 <br> (MM PS) |  |
| :---: | :---: |
|  | Jun-13 |
| OPERATING ACTIVITIES |  |
| Net Income | 3,410 |
| Subsidiaries' Income | (421) |
| Depreciation \& Amortization | 76 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 1,131 |
| Provisions |  |
| Others | 3,269 |
|  | 7,465 |
| Margin Accounts | 270 |
| Financial Instruments | 1,065 |
| Repos debtors | $(24,522)$ |
| Derivatives (Assets) | 3,106 |
| Cash increase (decrease) from Loan Portfolio | $(7,714)$ |
| Repossed Assets | (653) |
| Operative Assets | 6,288 |
| Cash increase (decrease) from funding | 9,041 |
| Banking Loans \& Other Financial Institutions | $(1,676)$ |
| Derivatives (Liabilities) | $(5,683)$ |
| Operative Liabilities | 997 |
| Coverage instruments | 428 |
|  | $(19,051)$ |
| Cash flow from operating activities | $(11,586)$ |
| Financing Activities | 0 |
| Dividends Payment |  |
| Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | 70 |
| Buy(sell) of fixed assets | (91) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | 13 |
| Cash Flow From Investment Activities | (8) |
| Net Increase in Cash | $(11,594)$ |
| Cash at beginning of the period | 39,437 |
| Cash at end of period | 27,842 |

OPERADORA INBURSA
Income Statement

| Million Pesos | 1 Q12 | 2 Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Jun '13 | Jun '12 |
| Earnings from Investment Sales | 1.7 | 1.0 | 0.7 | 1.7 | 1.6 | 0.8 | 2.5 | 2.7 |
| Asset Management Income | 121.0 | 123.2 | 126.7 | 129.8 | 125.7 | 131.1 | 256.8 | 244.2 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 |
| Unrealized Gain on Portfolio Valuation | 29.9 | 9.6 | 20.5 | 21.5 | 2.5 | (2.6) | (0.1) | 39.5 |
| Total Earnings | 152.8 | 133.9 | 148.0 | 153.2 | 129.9 | 129.5 | 259.4 | 286.7 |
| General Expenses | 56.2 | 57.4 | 58.3 | 61.0 | 58.1 | 60.3 | 118.4 | 113.6 |
| Total expenses | 56.2 | 57.4 | 58.3 | 61.0 | 58.1 | 60.3 | 118.4 | 113.6 |
| Earnings Before Taxes | 96.6 | 76.5 | 89.7 | 92.1 | 71.8 | 69.2 | 141.0 | 173.1 |
| Incurred Income Tax \& Profit Sharing | 28.7 | 22.9 | 26.1 | 23.4 | - 20.0 | 20.2 | 40.2 | 51.6 |
| Net Income Before Deferred Accounts | 67.9 | 53.6 | 63.6 | 68.7 | F 51.8 | 49.0 | 100.8 | 121.5 |
| Earnings from subsidiaries | 11.0 | 8.5 | 12.1 | 11.0 | 9.3 | 7.1 | 16.4 | 19.5 |
| Unadjusted for monetary position result | 78.9 | 62.1 | 75.8 | 79.7 | - 61.1 | 56.1 | 117.2 | 141.0 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 78.9 | 62.1 | 75.8 | 79.7 | 61.1 | 56.1 | 117.2 | 141.0 |

## OPERADORA INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.6 | 0.0 | 0.0 | 0.6 | 0.0 | 0.0 |
| Negotiable Instruments | 900.7 | 787.0 | 858.2 | 910.1 | 998.1 | 826.8 |
| Sundry Debtors | 50.5 | 51.7 | 51.1 | 51.0 | 55.3 | 54.4 |
| Provisional Payments | 12.7 | 32.1 | 51.9 | 0.0 | 13.6 | 34.1 |
| Permanent investments | 362.7 | 371.2 | 383.3 | 392.4 | 402.8 | 409.9 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,327.2 | 1,242.1 | 1,344.5 | 1,354.1 | 1,469.9 | 1,325.2 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Sundry Creditors | 21.5 | 21.2 | 21.5 | 2.5 | 41.5 | 22.5 |
| Payable Taxes | 29.4 | 50.0 | 70.7 | 17.0 | 32.9 | 53.1 |
| Deferred Income Tax | 157.7 | 160.2 | 165.9 | 168.4 | 168.2 | 166.3 |
| TOTAL LIABILITIES | 208.6 | 231.4 | 258.1 | 188.0 | 242.7 | 241.9 |
| 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 | 1,011.4 | 841.4 | 841.4 | 841.4 | 1,137.7 | 937.7 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 78.9 | 141.0 | 216.7 | 296.4 | 61.1 | 117.2 |
| TOTAL STOCKHOLDERS' EQUITY | 1,118.6 | 1,010.7 | 1,086.5 | 1,166.1 | 1,227.2 | 1,083.3 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,327.2 | 1,242.1 | 1,344.5 | 1,354.1 | 1,469.9 | 1,325.2 |

INVERSORA BURSATIL
Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Jun '13 | Jun '12 |
| Commisions \& Tariffs | 158.1 | 104.3 | 117.2 | 119.0 | 303.6 | 333.4 | 637.0 | 262.3 |
| Earnings From Services | 158.1 | 104.3 | 117.2 | 119.0 | 303.6 | 333.4 | 637.0 | 262.3 |
| Income from sale of securities | 54.3 | 42.9 | 27.6 | 65.8 | 136.8 | 370.2 | 507.0 | 97.2 |
| Interest Income | 796.3 | 658.8 | 714.9 | 746.3 | - 849.9 | 589.1 | 1,439.0 | 1,455.2 |
| Interest Expense | (811.9) | (633.4) | (702.4) | (752.9) | (953.8) | (911.2) | $(1,865.0)$ | $(1,445.3)$ |
| Unrealized gain on Portfolio Valuation | 157.8 | 77.1 | (46.3) | 161.3 | - 1.2 | (177.2) | (176.0) | 234.9 |
| Financial Margin | 196.6 | 145.4 | (6.2) | 220.6 | 34.1 | (129.1) | (95.0) | 341.9 |
| Operating Income | 354.6 | 249.6 | 111.0 | 339.6 | 337.6 | 204.4 | 542.0 | 604.3 |
| General Expenses | 69.3 | 69.0 | 67.7 | 93.1 | 72.8 | 72.2 | 145.0 | 138.3 |
| Operating Margin | 285.3 | 180.6 | 43.3 | 246.5 | 264.9 | 132.1 | 397.0 | 465.9 |
| Other Expenses (Income) | 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income Before Income Tax \& Profit Sharing | 285.3 | 180.6 | 43.3 | 246.5 | 264.9 | 132.1 | 397.0 | 465.9 |
| Incurred Income Tax \& Profit Sharing | 28.9 | 33.1 | 28.3 | 9.1 | - 70.2 | 95.8 | 166.0 | 62.0 |
| Deffered Income Tax | 48.7 | 18.9 | (26.4) | 59.3 | (0.7) | (58.3) | (59.0) | 67.6 |
| Net Income Before Subsidiaries' Net Income | 207.8 | 128.5 | 41.4 | 178.1 | - 195.3 | 94.7 | 290.0 | 336.3 |
| Subsidiaries' Net Income | (0.9) | 0.0 | 0.1 | (0.4) | - 0.4 | (0.4) | 0.0 | (0.8) |
| Net Income | 206.9 | 128.6 | 41.5 | 177.7 | 195.7 | 94.3 | 290.0 | 335.5 |

INVERSORA BURSATIL
Million Pesos

| ASSETS | 1Q12 | 2 Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Banks | 2.9 | 3.3 | 1.4 | 1.5 | 5.4 | 7.0 |
| FINANCIAL INSTRUMENTS | 33,785.5 | 21,936.3 | 10,891.2 | 17,355.5 | 28,242.3 | 37,436.0 |
| Negotiable | 33,785.5 | 21,936.3 | 10,891.2 | 17,355.5 | 28,242.3 | 37,436.0 |
| Under repurchase receivable agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 1.0 | 0.0 | 3.9 | 0.0 | 4,987.3 | 1.0 |
| Repo Operations | 1.0 | 0.0 | 3.9 | 0.0 | 4,987.3 | 1.0 |
| Other accounts receivable | 57.4 | 0.0 | 55.4 | 23.6 | 85.7 | 59.0 |
|  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Fixed assets, net | 20.4 | 20.0 | 18.3 | 18.7 | 17.6 | 16.0 |
| Permanent equity investments | 1.4 | 1.5 | 1.5 | 1.1 | 1.5 | 1.0 |
| Other Assets | 761.5 | 843.1 | 868.0 | 172.4 | 470.7 | 502.0 |
| TOTAL ASSETS | 34,630.1 | 22,804.2 | 11,839.7 | 17,572.9 | 33,810.5 | 38,022.0 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Securities \& Derivatives | 30,279.1 | 19,139.2 | 8,132.0 | 13,726.4 | 29,678.1 | 34,597.0 |
| Repo Operations | 30,279.1 | 19,139.2 | 8,132.0 | 13,726.4 | 29,678.1 | 34,597.0 |
| Other Account Payable | 222.6 | 185.7 | 227.9 | 130.0 | 217.7 | 336.0 |
| Income Tax \& Employee profit sharing provision | 144.3 | 112.7 | 152.9 | 57.2 | 126.2 | 204.0 |
| Sundry creditors \& other accounts payable | 78.3 | 73.0 | 75.0 | 72.8 | 91.5 | 132.0 |
| Deferred taxes | 415.8 | 412.3 | 383.3 | 442.1 | 443.8 | 388.0 |
| Total Liabilities | 30,917.5 | 19,737.2 | 8,743.2 | 14,298.6 | 30,339.6 | 35,321.0 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Suscribed capital | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.0 |
| Paid-in capital | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.0 |
| Earned Capital | 2,104.5 | 1,458.9 | 1,488.4 | 1,666.2 | 1,862.8 | 1,093.0 |
| Capital reserves | 274.8 | 296.0 | 296.0 | 296.0 | 296.0 | 322.0 |
| Retained earnings | 1,641.5 | 870.3 | 870.3 | 870.3 | 1,424.9 | 524.0 |
| Valuation effect in financial instruments | (18.7) | (42.9) | (54.8) | (54.7) | (53.8) | (43.0) |
| Surplus (deficit) of equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net icome | 206.9 | 335.5 | 376.9 | 554.6 | 195.7 | 290.0 |
| Stockholders' Equity | 3,712.6 | 3,067.0 | 3,096.5 | 3,274.3 | 3,470.9 | 2,701.0 |
| Total Liabilities \& Stockholders' Equity | 34,630.1 | 22,804.2 | 11,839.7 | 17,572.9 | 33,810.5 | 38,022.0 |

## SEGUROS INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Jun '13 | Jun '12 |
| Premiums written | 4,475.1 | 3,950.9 | 4,481.8 | 4,680.1 | 5,351.9 | 9,690.8 | 15,042.7 | 8,426.0 |
| Premiums ceded | 1,396.4 | 1,299.6 | 1,721.0 | 1,684.6 | -2,499.8 | 6,513.1 | 9,012.9 | 2,695.9 |
| Retained Premiums | 3,078.7 | 2,651.4 | 2,760.8 | 2,995.5 | -2,852.1 | 3,177.7 | 6,029.8 | 5,730.1 |
| Increased in reserve for unearned premiums | 636.6 | 156.1 | 233.9 | 194.7 | (66.8) | 504.5 | 437.7 | 792.7 |
| Retained earned premiums | 2,442.1 | 2,495.3 | 2,526.9 | 2,800.8 | 2,919.0 | 2,673.2 | 5,592.2 | 4,937.3 |
| Net Acquisition Cost | - 362.0 | 463.9 | 477.7 | 478.8 | - 394.0 | 441.1 | 835.1 | 825.9 |
| Commisions to agents | - 267.3 | 237.0 | 236.3 | 256.3 | - 248.0 | 242.6 | 490.6 | 504.3 |
| Additional compensation to agents | - 94.6 | 101.0 | 99.0 | 100.1 | - 99.4 | 100.2 | 199.6 | 195.6 |
| Commisions for re-insurance taken | - 10.8 | 5.0 | 4.0 | 2.1 | - 5.3 | 2.4 | 7.8 | 15.8 |
| Commisions for re-insurance given | (247.3) | (152.4) | (135.1) | (151.8) | (223.3) | (291.4) | (514.6) | (399.7) |
| Coverage on losses excess | - 51.4 | 76.4 | 105.0 | 87.0 | - 94.9 | 212.1 | 307.0 | 127.7 |
| Others | - 185.2 | 196.9 | 168.5 | 185.1 | -169.6 | 175.2 | 344.8 | 382.2 |
| Net cost of claims and contractual obligations | [1,513.8 | 1,793.2 | 1,927.6 | 2,107.5 | [1,600.0 | 1,770.2 | 3,370.2 | 3,307.0 |
| Claims and other contractual obligations | [1,468.3 | 1,794.9 | 1,927.3 | 2,107.6 | [1,598.5 | 1,768.7 | 3,367.2 | 3,263.2 |
| Claims recovered from re-insurance | - (45.6) | 1.8 | (0.3) | 0.1 | - (1.5) | (1.5) | (3.0) | (43.8) |
| Other claims | F 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 566.3 | 238.2 | 121.6 | 214.5 | 925.0 | 461.9 | 1,386.9 | 804.5 |
| Net Increase in other technical reserve | 78.6 | 71.0 | 84.5 | 501.1 | - 343.3 | 315.8 | 659.1 | 149.6 |
| Catastrophic risks reserves | [ 77.0 | 70.3 | 83.7 | 500.9 | - 342.6 | 315.5 | 658.1 | 147.3 |
| Preventions reserves | [ 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | - 1.6 | 0.9 | 1.0 | 0.3 | - 0.7 | 0.3 | 1.0 | 2.5 |
| Other reserves | 0.0 | (0.2) | (0.2) | (0.0) | 0.0 | 0.0 | 0.0 | (0.2) |
| Gross profit | 487.6 | 167.2 | 37.0 | (286.6) | 581.7 | 146.1 | 727.8 | 654.8 |
| Net operating expenses | - 424.1 | 306.5 | 243.1 | 284.7 | - 342.3 | 565.9 | 908.2 | 730.6 |
| Administrative and operating expenses | - (52.7) | (171.8) | (187.8) | (142.9) | - (182.0) | 123.3 | (58.7) | (224.5) |
| Personnel expenses | - 463.2 | 466.4 | 419.3 | 415.5 | - 512.1 | 430.9 | 943.0 | 929.6 |
| Depreciation and amortization | [ 13.7 | 11.8 | 11.6 | 12.1 | [ 12.2 | 11.7 | 23.9 | 25.5 |
| Operating Profits | 63.5 | (139.3) | (206.0) | (571.3) | 239.4 | (419.9) | (180.4) | (75.8) |
| Net Financial Income | - 565.1 | 443.8 | 287.8 | 893.7 | - 627.5 | 204.4 | 831.9 | 1,008.9 |
| On investments | - 285.2 | 284.4 | 299.2 | 376.3 | - 264.5 | 299.3 | 563.8 | 569.5 |
| Investments sales | - 0.9 | 4.6 | 0.1 | 3.8 | - (3.0) | 0.7 | (2.2) | 5.5 |
| Investments revaluation | - 412.2 | 12.7 | (11.7) | 476.7 | - 435.7 | (181.0) | 254.7 | 424.9 |
| Charges on premiums | - 34.5 | 36.6 | 37.8 | 43.6 | - 37.1 | 37.5 | 74.6 | 71.1 |
| Others | - 5.5 | 3.5 | 4.3 | 4.5 | - 3.6 | 6.4 | 10.0 | 9.1 |
| Forex | (173.2) | 102.0 | (41.9) | (11.2) | (110.4) | 41.5 | (68.9) | (71.2) |
| Participated income from permanent investments | 53.9 | 102.0 | 122.3 | 83.7 | 79.4 | 119.3 | 198.7 | 155.9 |
| Income before income taxes \& employee profit sharing | [ 682.5 | 406.5 | 204.1 | 406.1 | - 946.3 | (96.1) | 850.1 | 1,089.0 |
| Provision for income tax | - 189.8 | 74.8 | 17.1 | 90.7 | - 257.6 | 24.5 | 282.2 | 264.6 |
| 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 | F 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 492.7 | 331.7 | 187.1 | 315.4 | 688.6 | (120.6) | 568.0 | 824.4 |

## SEGUROS INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 27,613.8 | 28,384.5 | 29,504.5 | 30,369.8 | 31,301.4 | 31,281.9 |
| Securities | 24,635.1 | 25,460.4 | 26,611.8 | 27,513.0 | 28,454.1 | 29,546.8 |
| Government | 10,344.8 | 11,377.5 | 12,655.6 | 13,279.9 | 12,506.5 | 13,310.9 |
| Private companies | 9,775.1 | 9,582.8 | 9,450.8 | 9,298.6 | 10,462.2 | 11,158.2 |
| Debt Instruments | 8,709.8 | 8,514.8 | 8,382.9 | 8,229.6 | 9,029.9 | 8,565.9 |
| Equities | 1,065.3 | 1,067.9 | 1,067.9 | 1,068.9 | 1,432.3 | 2,592.3 |
| Net unrealized gain on valuation | 4,368.8 | 4,384.6 | 4,368.0 | 4,842.1 | 5,169.2 | 4,983.7 |
| Interest debtors | 146.4 | 115.6 | 137.4 | 92.4 | 123.3 | 93.9 |
| Restricted securities | 0.0 | 0.0 | 0.0 | 0.0 | 192.8 | 0.0 |
| Loans | 1,560.7 | 1,542.9 | 1,515.2 | 1,488.8 | 1,483.0 | 374.6 |
| On policies | 295.8 | 298.4 | 275.1 | 237.6 | 243.3 | 249.6 |
| Secured | 1,231.5 | 1,221.2 | 1,213.6 | 1,208.7 | 1,202.4 | 94.5 |
| 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 | 49.4 | 42.9 | 43.3 | 43.9 | 42.3 | 41.3 |
| Interest debtors | 3.6 | 3.2 | 3.3 | 3.4 | 4.6 | 1.2 |
| Allowance for write-offs | (19.7) | (22.9) | (20.1) | (4.8) | (9.4) | (12.1) |
| Real estate | 1,418.1 | 1,381.2 | 1,377.4 | 1,368.1 | 1,364.3 | 1,360.6 |
| Real estate | 512.3 | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 |
| Net unrealized gain on valuation | 1,042.1 | 1,042.1 | 1,042.1 | 1,037.0 | 1,037.0 | 1,037.0 |
| Depreciation | (136.3) | (140.0) | (143.8) | (148.0) | (151.8) | (155.5) |
| Investments for labor obligations | 1,215.9 | 1,226.4 | 1,238.0 | 1,256.5 | 1,260.1 | 1,263.3 |
| Current assets | 6.5 | 84.9 | 3.4 | 8.8 | 61.2 | 10.4 |
| Cash and banks | 6.5 | 84.9 | 3.4 | 8.8 | 61.2 | 10.4 |
| Debtors | 7,479.5 | 7,697.0 | 6,054.6 | 6,881.8 | 5,512.4 | 10,757.8 |
| Premium debtors | 7,205.3 | 7,373.5 | 5,724.4 | 6,520.5 | 5,175.7 | 10,414.2 |
| Agents and adjusters | 6.5 | 6.6 | 6.5 | 6.4 | 6.7 | 9.2 |
| Notes receivable | 89.1 | 120.0 | 110.4 | 104.8 | 83.3 | 89.0 |
| Employee loans | 86.6 | 87.7 | 88.7 | 85.0 | 94.3 | 92.8 |
| Other | 133.6 | 151.9 | 167.8 | 205.6 | 193.8 | 195.1 |
| Allowance for write-offs | (41.7) | (42.6) | (43.2) | (40.6) | (41.5) | (42.4) |
| Reinsurers and rebonders | 14,018.6 | 13,065.6 | 13,717.9 | 16,176.5 | 14,528.2 | 17,425.3 |
| Insurance and bonding companies | 667.6 | 588.7 | 680.1 | 709.7 | 728.9 | 717.5 |
| Retained deposits | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 7,790.5 | 7,655.4 | 7,630.7 | 8,185.6 | 8,136.7 | 7,825.0 |
| Reinsurens share of unearned premiums | 5,559.9 | 4,820.9 | 5,406.5 | 7,280.5 | 5,662.0 | 8,882.2 |
| Permanent investments | 2,686.1 | 2,499.2 | 2,637.8 | 2,735.5 | 2,824.2 | 2,968.6 |
| Other assets | 903.0 | 961.6 | 1,024.0 | 798.0 | 1,122.0 | 982.0 |
| Furniture and equipment (net) | 109.2 | 105.0 | 107.7 | 114.5 | 108.2 | 101.6 |
| Foreclosed and repossessed assets | 8.2 | 19.2 | 19.2 | 19.2 | 14.5 | 11.4 |
| Sundry | 785.6 | 837.4 | 897.1 | 664.3 | 999.4 | 869.0 |
| Total assets | 53,923.4 | 53,919.3 | 54,180.3 | 58,227.0 | 56,609.5 | 64,689.2 |


| LIABILITIES | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 37,424.9 | 37,181.1 | 37,974.0 | 41,445.6 | 39,781.6 | 43,723.7 |
| Unearned premiums | 18,617.9 | 18,224.2 | 18,888.3 | 21,025.6 | 19,149.3 | 23,096.4 |
| Life | 8,094.3 | 8,427.2 | 8,481.2 | 8,834.7 | 8,719.4 | 9,279.9 |
| Accident and health | 10,480.1 | 9,746.5 | 10,351.7 | 12,133.7 | 10,368.9 | 13,754.8 |
| Current bonds | 43.6 | 50.4 | 55.4 | 57.2 | 61.1 | 61.8 |
| Contractual obligations | 12,518.6 | 12,597.3 | 12,641.5 | 13,474.5 | 13,343.6 | 13,022.8 |
| Losses and maturities | 9,963.7 | 10,076.9 | 10,054.4 | 9,897.7 | 9,795.9 | 9,989.5 |
| Reserve for incurred but not reported losses | 1,480.9 | 1,284.7 | 1,409.7 | 2,414.4 | 2,318.1 | 1,792.8 |
| Policy dividends | 271.8 | 276.9 | 241.0 | 296.9 | 335.2 | 321.8 |
| Managed insurance funds | 751.1 | 789.3 | 791.5 | 814.0 | 837.2 | 849.3 |
| Deposits premiums | 51.1 | 169.6 | 144.9 | 51.5 | 57.3 | 69.4 |
| Prevision | 6,288.4 | 6,359.6 | 6,444.3 | 6,945.4 | 7,288.7 | 7,604.5 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 6,278.4 | 6,348.7 | 6,432.4 | 6,933.3 | 7,275.8 | 7,591.3 |
| Contingency | 8.9 | 9.9 | 10.9 | 11.1 | 11.8 | 12.2 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,137.1 | 1,147.4 | 1,153.9 | 1,157.4 | 1,166.0 | 1,174.8 |
| Creditors | 608.7 | 569.3 | 630.5 | 676.9 | 818.9 | 652.8 |
| Agents and adjusters | 315.3 | 330.9 | 354.9 | 405.2 | 345.6 | 373.2 |
| Managed loss funds | 4.8 | 2.9 | 4.7 | 4.9 | 4.5 | 4.5 |
| Sundry | 288.6 | 235.5 | 270.9 | 266.8 | 468.7 | 275.0 |
| Reinsurers and rebonders | 3,789.1 | 3,709.7 | 3,048.8 | 3,077.6 | 2,169.4 | 6,460.1 |
| Insurance and bonding companies | 3,789.1 | 3,709.7 | 3,048.8 | 3,076.8 | 2,140.3 | 6,450.3 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.8 | 29.1 | 9.8 |
| Other liabilities | 2,862.6 | 2,867.8 | 2,725.9 | 2,883.0 | 2,986.6 | 3,486.4 |
| Provision for employee profit sharing | 234.4 | 326.8 | 398.1 | 337.0 | 624.3 | 416.9 |
| Other liabilities | 1,230.2 | 1,173.9 | 995.4 | 1,066.2 | 816.7 | 1,603.6 |
| Deferred credits | 1,398.0 | 1,367.1 | 1,332.4 | 1,479.8 | 1,545.7 | 1,465.9 |
| Total liabilities | 45,822.4 | 45,475.4 | 45,533.1 | 49,240.5 | 46,922.5 | 55,497.8 |
| 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 | 4,329.1 | 4,711.2 | 4,711.2 | 4,698.9 | 4,698.9 | 3,654.6 |
| Legal | 720.1 | 804.4 | 804.4 | 804.4 | 804.4 | 804.4 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,609.0 | 3,906.8 | 3,906.8 | 3,894.5 | 3,894.5 | 2,850.2 |
| Unrealized gain on valuation of real estate | (15.4) | (15.4) | (15.4) | (22.3) | (19.7) | (19.7) |
| Subsidiaries | 1,925.8 | 1,933.7 | 1,950.0 | 1,963.9 | 1,973.3 | 2,327.1 |
| Retained earnings | (67.8) | (446.7) | (446.7) | (417.7) | 909.1 | 1,224.6 |
| Net income | 492.7 | 824.4 | 1,011.4 | 1,326.8 | 688.6 | 568.0 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 8,101.1 | 8,443.9 | 8,647.2 | 8,986.5 | 9,687.0 | 9,191.4 |
| Total liabilities and stockholders' equity | 53,923.4 | 53,919.3 | 54,180.3 | 58,227.0 | 56,609.5 | 64,689.2 |

## PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Jun '13 | Jun '12 |
| Premiums written | 7.9 | 26.5 | 12.5 | 3.5 | 8.5 | 3.5 | 12.0 | 34.4 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 7.9 | 26.5 | 12.5 | 3.5 | 8.5 | 3.5 | 12.0 | 34.4 |
| Increased in reserve for unearned premiums | - 109.5 | (135.8) | 102.6 | 98.1 | 96.3 | (78.5) | 17.8 | (26.4) |
| Retained earned premiums | (101.6) | 162.3 | (90.1) | (94.6) | (87.9) | 82.0 | (5.9) | 60.7 |
| 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 | - 227.6 | 215.6 | 230.3 | 226.2 | 222.1 | 229.6 | 451.7 | 443.2 |
| Claims and other contractual obligations | - 227.6 | 215.6 | 230.3 | 226.2 | 222.1 | 229.6 | 451.7 | 443.2 |
| 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 | - 329.2 ) | (53.3) | (320.4) | (320.9) | (310.0) | (147.6) | (457.6) | (382.5) |
| Net Increase in other technical reserve | 14.2 | (4.5) | 20.5 | 24.6 | 16.6 | (4.0) | 12.6 | 9.7 |
| 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 | 2.1 | (2.8) | 2.0 | 1.9 | 1.8 | (1.6) | 0.2 | (0.7) |
| Other reserves | - 12.1 | (1.6) | 18.5 | 22.8 | 14.8 | (2.4) | 12.4 | 10.4 |
| Gross profit | - 343.4 ) | (48.9) | (340.9) | (345.5) | (326.5) | (143.6) | (470.1) | (392.2) |
| Net operating expenses | 27.1 | 1.7 | 1.9 | 1.6 | 2.2 | 2.0 | 4.3 | 28.8 |
| Administrative and operating expenses | - 27.1 | 1.7 | 1.9 | 1.6 | 2.2 | 2.0 | 4.3 | 28.8 |
| 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 | (370.5) | (50.6) | (342.8) | (347.1) | (328.8) | (145.6) | (474.4) | (421.1) |
| Net Financial Income | - 485.9 | 209.9 | 477.6 | 536.6 | - 482.9 | 302.5 | 785.4 | 695.7 |
| On investments | - 256.4 | 252.1 | 263.7 | 273.6 | 261.1 | 261.0 | 522.1 | 508.5 |
| Investments sales | - 0.5 | 10.9 | 1.3 | 62.9 | 0.6 | 1.7 | 2.3 | 11.4 |
| Investments revaluation | - 228.9 | (53.2) | 212.7 | 200.1 | 221.1 | 39.9 | 261.0 | 175.8 |
| 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 | 0.0 | 0.1 |
| Forex | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | - 333.3 | 31.1 | 448.5 | 233.5 | 300.6 | (80.4) | 220.2 | 364.4 |
| Income before income taxes \& employee profit sharing | 448.7 | 190.4 | 583.3 | 423.1 | 454.7 | 76.6 | 531.2 | 639.1 |
| 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 | - 24.8 | 50.4 | 27.7 | 34.5 | 28.6 | 51.2 | 79.8 | 75.2 |
| Subsidiaries results | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | - 423.9 | 140.0 | 555.6 | 388.5 | 426.1 | 25.3 | 451.4 | 563.9 |

## PENSIONES INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 18,838.4 | 19,075.1 | 19,043.6 | 19,283.5 | 19,529.7 | 19,755.2 | 19,813.1 |
| Securities | 17,684.0 | 17,919.5 | 17,888.6 | 19,283.5 | 19,529.7 | 19,755.2 | 19,813.1 |
| Government | 5,959.6 | 5,915.8 | 5,995.6 | 6,645.8 | 6,868.2 | 6,276.7 | 6,069.4 |
| Private companies | 8,345.8 | 8,357.4 | 8,467.0 | 8,955.8 | 8,924.0 | 9,477.6 | 9,751.6 |
| Debt Instruments | 8,338.1 | 8,355.0 | 8,464.6 | 8,953.4 | 8,921.6 | 9,475.2 | 9,749.2 |
| Equities | 7.7 | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 3,235.6 | 3,450.0 | 3,282.6 | 3,480.2 | 3,585.7 | 3,790.6 | 3,810.5 |
| Interest debtors | 142.9 | 196.3 | 143.5 | 201.6 | 151.8 | 210.2 | 181.7 |
| Loans | 1,154.4 | 1,155.5 | 1,155.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| On policies | 0.0 | 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 | 0.0 |
| Unsecured | 1,150.0 | 1,150.0 | 1,150.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Discounts and rediscounts | 0.0 | 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 | 0.0 |
| Interest debtors | 4.4 | 5.5 | 5.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Allowance for write-offs | 0.0 | 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 | 0.0 |
| Real estate | 0.0 | 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 | 0.0 |
| Depreciation | 0.0 | 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 | 0.0 |
| Current assets | 3.0 | 2.5 | 2.9 | 0.0 | 0.4 | 1.1 | 0.8 |
| Cash and banks | 3.0 | 2.5 | 2.9 | 0.0 | 0.4 | 1.1 | 0.8 |
| Debtors | 0.7 | 0.0 | 0.0 | 0.1 | 0.7 | (0.2) | (0.2) |
| Premium debtors | 0.0 | 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 | 0.0 |
| Notes receivable | 0.0 | 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 | 0.0 |
| Other | 0.8 | 0.1 | 0.1 | 0.2 | 0.7 | (0.1) | (0.2) |
| Allowance for write-offs | (0.1) | (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 | 0.0 |
| Insurance and bonding companies | 0.0 | 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 | 0.0 |
| Reinsurens share of unsettled claims | 0.0 | 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 | 0.0 |
| Permanent investments | 2,612.7 | 2,897.1 | 2,935.6 | 3,384.1 | 3,617.6 | 3,918.2 | 3,837.9 |
| Other assets | 126.5 | 158.1 | 79.3 | 108.6 | 142.6 | 59.2 | 87.8 |
| Furniture and equipment (net) | 0.0 | 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 | 0.0 |
| Sundry | 126.5 | 158.1 | 79.3 | 108.6 | 142.6 | 59.2 | 87.8 |
| Total assets | 21,581.4 | 22,132.9 | 22,061.4 | 22,776.3 | 23,290.9 | 23,733.5 | 23,739.5 |


| LIABILITIES | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,320.4 | 15,446.5 | 15,313.7 | 15,446.4 | 15,532.9 | 15,646.2 | 15,583.0 |
| Unearned premiums | 14,176.3 | 14,281.4 | 14,141.2 | 14,239.5 | 14,333.0 | 14,832.7 | 14,749.8 |
| Life | 14,176.3 | 14,281.4 | 14,141.2 | 14,239.5 | 14,333.0 | 14,832.7 | 14,749.8 |
| Accident and health | 0.0 | 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 | 0.0 |
| Contractual obligations | 95.6 | 102.4 | 114.3 | 128.2 | 96.5 | 101.4 | 125.2 |
| Losses and maturities | 95.6 | 102.3 | 113.6 | 128.0 | 96.0 | 101.0 | 125.1 |
| Reserve for incurred but not reported losses | 0.0 | 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 | 0.0 |
| Managed insurance funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deposits premiums | 0.0 | 0.2 | 0.7 | 0.1 | 0.4 | 0.5 | 0.1 |
| Prevision | 1,048.5 | 1,062.7 | 1,058.3 | 1,078.8 | 1,103.4 | 712.0 | 708.0 |
| Prevision | 0.0 | 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 | 0.0 |
| Contingency | 283.5 | 285.6 | 282.8 | 284.8 | 286.7 | 288.5 | 286.8 |
| Specials | 765.0 | 777.1 | 775.4 | 794.0 | 816.8 | 423.6 | 421.1 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 13.6 | 39.2 | 17.1 | 16.1 | 21.1 | 16.0 | 13.5 |
| Agents and adjusters | 0.1 | 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 | 0.0 |
| Sundry | 13.5 | 39.2 | 17.0 | 16.0 | 21.1 | 15.9 | 13.5 |
| Reinsurers and rebonders | 0.0 | 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 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 150.7 | 175.4 | 111.5 | 139.2 | 173.7 | 82.1 | 128.4 |
| Provision for employee profit sharing | 114.1 | 145.1 | 68.5 | 92.3 | 125.1 | 32.6 | 76.4 |
| Other liabilities | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | (0.1) | (0.1) |
| Deferred credits | 36.4 | 30.3 | 43.0 | 46.9 | 48.6 | 49.5 | 52.0 |
| Total liabilities | 15,484.7 | 15,661.2 | 15,442.3 | 15,601.7 | 15,727.7 | 15,744.3 | 15,724.9 |
| Stockholders' equity |  |  |  |  |  |  |  |
| Paid in capital | 1,108.4 | 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 | 1,458.4 |
| (-)Unsubscribed capital | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 |
| Reserves | 2,972.8 | 2,972.8 | 3,529.5 | 3,529.5 | 3,285.8 | 3,285.8 | 3,954.4 |
| legal | 831.3 | 831.3 | 846.6 | 846.6 | 846.6 | 846.6 | 846.6 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 2,141.5 | 2,141.5 | 2,682.9 | 2,682.9 | 2,439.2 | 2,439.2 | 3,107.8 |
| Unrealized gain on valuation of real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,618.6 | 2,615.1 | 2,443.9 | 2,443.9 | 2,443.9 | 2,443.9 | 3,185.7 |
| Retained earnings | (801.9) | (648.4) | $(1,026.6)$ | $(1,026.6)$ | (783.0) | 725.1 | (685.3) |
| Net income | 198.9 | 423.9 | 563.9 | 1,119.5 | 1,508.1 | 426.1 | 451.4 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 6,096.7 | 6,471.7 | 6,619.0 | 7,174.7 | 7,563.2 | 7,989.2 | 8,014.6 |
| Total liabilities and stockholders' equity | 21,581.4 | 22,132.9 | 22,061.4 | 22,776.3 | 23,290.9 | 23,733.5 | 23,739.5 |


| Fianzas Guardiana-Inbursa Income Statement |  |  |  |  |  |  | Acum | ated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | Jun '13 | Jun '12 |
| Premiums accepted | 397.6 | 358.6 | 392.3 | 374.5 | 394.9 | 364.4 | 759.3 | 756.2 |
| Premiums ceded | 69.2 | 44.1 | 41.4 | 22.3 | 44.1 | 25.0 | 69.1 | 113.2 |
| RETAINED PREMIUMS | 328.4 | 314.5 | 351.0 | 352.2 | 350.8 | 339.4 | 690.2 | 642.9 |
| Application of reserve for outstanding bonds | 14.5 | (4.0) | 25.1 | 17.4 | 6.1 | (3.5) | 2.5 | 10.5 |
| NET PREMIUM REVENUES | 314.0 | 318.5 | 325.9 | 334.8 | 344.7 | 343.0 | 687.7 | 632.5 |
| Net Acquisition Cost | 4.0 | 1.8 | 3.9 | 6.5 | 3.9 | 10.9 | 14.8 | 5.9 |
| Comisions to agents | 0.6 | 0.3 | 0.3 | 0.1 | 0.8 | 0.4 | 1.1 | 1.0 |
| Comisions for rebonding taken | 0.0 | 0.3 | (0.2) | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 |
| Comisions for rebonding given | (28.2) | (19.1) | (18.1) | (12.3) | (19.5) | (10.7) | (30.2) | (47.3) |
| Others | 31.5 | 20.3 | 21.9 | 18.7 | 22.6 | 21.3 | 43.9 | 51.9 |
| Claims | 316.8 | 276.4 | 311.9 | 254.1 | 261.1 | 307.9 | 569.0 | 593.2 |
| Technical Income | (6.8) | 40.3 | 10.1 | 74.2 | 79.7 | 24.2 | 103.8 | 33.4 |
| Net increase in other technical reserves | 32.2 | 30.5 | 35.3 | 35.1 | 33.7 | 34.1 | 67.8 | 62.7 |
| GROSS INCOME | (39.1) | 9.8 | (25.2) | 39.1 | 46.0 | (9.9) | 36.1 | (29.3) |
| Net Operating Expenses | (44.3) | (37.4) | (49.0) | (54.3) | (44.9) | (40.6) | (85.5) | (81.7) |
| Administrative \& operating expenses | (44.6) | (37.8) | (49.3) | (54.7) | (45.3) | (40.9) | (86.2) | (82.4) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.8 | 0.7 |
| OPERATING INCOME | 5.2 | 47.2 | 23.7 | 93.4 | 90.9 | 30.6 | 121.5 | 52.4 |
| Financial Income | 58.6 | 49.6 | 46.5 | 97.4 | 34.2 | (8.4) | 25.8 | 108.2 |
| On investments | 28.0 | 35.8 | 25.3 | 30.2 | 25.5 | 26.0 | 51.5 | 63.8 |
| Investments sales | 0.4 | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.1 | 0.4 |
| Investments revaluation | 37.2 | 9.5 | 23.4 | 69.8 | 11.6 | (36.7) | (25.0) | 46.7 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Forex | (7.0) | 4.2 | (2.1) | (2.7) | (3.0) | 2.3 | (0.7) | (2.8) |
| Participated income from permanent investments | 11.8 | 1.1 | 15.8 | 8.3 | 10.6 | (2.8) | 7.8 | 12.9 |
| INCOME BEFORE TAXES | 75.5 | 97.9 | 86.1 | 199.1 | 135.7 | 19.4 | 155.1 0.0 | $173.4$ |
| Income taxes | 16.7 | 28.8 | 21.0 | 50.5 | 31.7 | 8.2 | 39.8 | 45.5 |
| Subsidiaries Net Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 58.8 | 69.1 | 65.1 | 148.6 | 104.0 | 11.2 | 115.3 | 127.9 |

Fianzas Guardiana-Inbursa
BALANCE SHEET
Million Pesos

| ASSETS | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 3,101.6 | 2,634.0 | 2,766.3 | 2,997.6 | 3,194.6 | 2,281.4 |
| Securities | 2,071.3 | 1,612.2 | 2,458.8 | 2,715.0 | 2,895.5 | 1,976.4 |
| Government | 1,350.8 | 881.8 | 1,709.0 | 1,894.4 | 2,011.5 | 1,104.1 |
| Private companies | 267.8 | 264.4 | 260.6 | 261.2 | 293.2 | 339.1 |
| Debt Instruments | 54.7 | 49.2 | 47.2 | 47.6 | 45.4 | 47.8 |
| Equities | 213.1 | 215.2 | 213.3 | 213.7 | 247.9 | 291.3 |
| Net unrealized gain on valuation | 451.0 | 462.3 | 486.7 | 553.7 | 566.0 | 528.7 |
| Interest debtors | 1.6 | 3.7 | 2.6 | 5.6 | 5.4 | 4.6 |
| Restricted securities | 0.0 | 0.0 | 0.0 | 0.0 | 19.5 | 0.0 |
| Loans | 813.5 | 806.1 | 92.5 | 68.2 | 85.4 | 91.9 |
| Secured | 30.7 | 30.4 | 29.9 | 29.4 | 31.5 | 30.9 |
| Unsecured | 711.8 | 710.9 | 0.8 | 1.2 | 16.2 | 23.2 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 67.7 | 61.7 | 61.7 | 38.0 | 37.6 | 37.9 |
| Interest debtors | 3.3 | 3.2 | 0.1 | (0.2) | 0.1 | (0.0) |
| Real estate | 216.9 | 215.7 | 215.0 | 214.4 | 213.7 | 213.0 |
| Real estate | 170.9 | 170.5 | 170.5 | 170.5 | 170.5 | 170.5 |
| Net unrealized gain on valuation | 56.6 | 56.6 | 56.6 | 56.6 | 56.6 | 56.6 |
| Depreciation | (10.7) | (11.4) | (12.0) | (12.7) | (13.4) | (14.1) |
| Investments for labor obligations | 3.0 | 3.1 | 3.1 | 2.9 | 3.0 | 3.1 |
| Current assets | 2.0 | 1.7 | 1.8 | 2.0 | 1.3 | 0.1 |
| Cash and banks | 2.0 | 1.7 | 1.8 | 2.0 | 1.3 | 0.1 |
| Debtors | 319.8 | 398.0 | 376.6 | 353.9 | 330.5 | 352.0 |
| Premium debtors | 303.5 | 300.1 | 355.8 | 335.9 | 310.9 | 333.5 |
| Agents | (0.2) | (0.3) | (0.2) | (0.2) | (0.3) | (0.1) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.5 | 11.0 | 11.0 | 10.9 | 11.1 | 11.2 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 15.8 | 94.1 | 17.2 | 14.6 | 16.2 | 16.6 |
| Allowance for write-offs | (6.9) | (6.9) | (7.3) | (7.4) | (7.4) | (9.1) |
| Rebonders | 290.2 | 311.0 | 324.9 | 329.3 | 329.8 | 334.7 |
| Bonding companies | 3.8 | 7.7 | 11.6 | 11.5 | 5.9 | 10.2 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.9) | (7.0) | (7.0) | (7.0) | (7.0) | (7.0) |
| Participation in rebonding | 291.3 | 310.3 | 320.4 | 324.8 | 330.8 | 331.7 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 102.4 | 103.7 | 119.6 | 127.8 | 138.4 | 135.6 |
| Other assets | 324.9 | 222.0 | 229.9 | 243.9 | 210.2 | 262.8 |
| Furniture and equipment (net) | 0.9 | 0.7 | 0.5 | 0.4 | 0.2 | 0.0 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 322.5 | 219.8 | 227.9 | 242.0 | 208.5 | 261.3 |
| Total assets | 4,143.9 | 3,673.5 | 3,822.2 | 4,057.3 | 4,207.8 | 3,369.7 |


| LIABILITIES | 1 Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,456.3 | 1,502.8 | 1,572.3 | 1,629.4 | 1,674.0 | 1,706.8 |
| Current bonds | 892.7 | 908.5 | 942.9 | 964.9 | 976.1 | 974.4 |
| Contingency bonds | 563.6 | 594.4 | 629.4 | 664.5 | 697.9 | 732.3 |
| Provision for labor obligations at retirement | 1.6 | 1.7 | 1.7 | 1.5 | 1.4 | 1.5 |
| Creditors | 13.5 | 19.5 | 15.0 | 20.3 | 32.7 | 19.8 |
| Agents and adjusters | 0.2 | 0.3 | 0.1 | 0.1 | 0.3 | 0.3 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 13.4 | 19.3 | 14.8 | 20.2 | 32.4 | 19.5 |
| Rebonders | 46.3 | 26.1 | 31.3 | 6.2 | 18.7 | 19.2 |
| Bonding companies | 44.0 | 23.8 | 29.0 | 3.9 | 16.4 | 16.9 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Other liabilities | 137.6 | 165.5 | 179.0 | 228.4 | 205.3 | 210.7 |
| Provision for employee profit sharing \& incurred income Tax | 17.4 | 44.4 | 49.3 | 80.9 | 58.7 | 78.1 |
| Other liabilities | 68.4 | 67.5 | 72.6 | 71.5 | 70.2 | 67.4 |
| Deferred credits | 51.7 | 53.6 | 57.0 | 75.9 | 76.5 | 65.3 |
| Total liabilities | 1,655.4 | 1,715.6 | 1,799.2 | 1,885.7 | 1,932.2 | 1,957.9 |
| 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 | (13.2) | (13.2) | (13.2) | (13.2) | (13.2) | (13.2) |
| Subsidiaries | 92.3 | 86.8 | 86.8 | 86.8 | 86.8 | 111.2 |
| Retained earnings | 1,977.8 | 1,383.5 | 1,383.5 | 1,383.5 | 1,725.2 | 825.7 |
| Net income | 58.8 | 127.9 | 193.0 | 341.6 | 104.0 | 115.3 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 2,488.5 | 1,957.9 | 2,022.9 | 2,171.6 | 2,275.6 | 1,411.8 |
| Total liabilities and stockholders' equity | 4,143.9 | 3,673.5 | 3,822.2 | 4,057.3 | 4,207.8 | 3,369.7 |


[^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]:    * MSE= Mexican Stock Exchange

