## www.inbursa.com

Mexico City, July 28, 2014.- Grupo Financiero Inbursa today reported results for the second quarter 2014.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$7,092 MM as of June 2014 vs. \$5,106 MM Ps as of June 2013.

On May 2014, Banco Inbursa issued \$1,000 MM USD 10 year bond.

Excess reserves releases related to the change in methodology are accounted in other operational income (expense).

23\% decrease in non performing loans compared with December 2013.

3\% and 13\% growths in Banco Inbursa's total loan portfolio and financial margin, respectively, if compared June 2014 with June 2013.

Retail Loans increased 18\% vs. June 2013.

Grupo Financiero Inbursa posted profits of $\$ 7,092$ MM Ps as of June 2014 vs. $\$ 5,106$ MM Ps as of June 2013, a $38.9 \%$ increase. This result is mainly explained by higher risk adjusted net interest income driven by both, more financial margin and less recurrent reserves creations in the bank. In addition, this result is influenced by $\$ 3,002 \mathrm{MM} \mathrm{Ps}$ loan loss reserves releases coming from the regulatory change of methodology that are accounted in other operational income which were partially compensated by market related losses in June 2014 vs market related gains in June 2013. Marking to market of GFI financial assets showed a $\$ 839 \mathrm{MM}$ Ps loss compared with $\$ 3,876$ MM Ps gain in the same period of the previous year.

May 29th 2014, Banco Inbursa issued a \$1,000 MM USD note with a 10 year tenor with a fixed rate of 4.1250\%

In other operational income, Banco Inbursa posted profits of \$3,455 MM Ps in June 2014 compared with $\$ 238$ MM Ps in June 2013. This result is explained by loan loss reserves releases related to the excess reserves driven by the change of methodology.

Non performing loans decreased 23\% in June 2014 vs December 2013 from $\$ 8,370 \mathrm{MM}$ Ps to $\$ 6,440 \mathrm{MM}$ Ps mainly related to recoveries and sound restructures.

Financial margin grew 12.6\% from 4,572 MM Ps in June 2013 to $\$ 5,148 \mathrm{MM}$ Ps in June 2014. This result is explained by the $2.5 \%$ increase in the total loan portfolio from \$183,261 MM Ps to \$187,919 MM Ps in the same period, with a better mix. It's important to mention that risk adjusted net interest income grew from \$1,302 MM Ps in the first six months of 2013 to $\$ 4,888$ MM Ps in the first six months of 2014.

Compared with June 2013, retail loans grew 18\% driven by a $129 \%$ increase in personal loans reaching \$7,002 MM Ps and 249,428 clients, $22 \%$ growth in credit cards to $\$ 2,904$ MM Ps with 432,288 clients and 7\% growth in auto related loans reaching \$19,727 MM Ps.

[^0]|  Jun'14 <br> Employees 7.033 <br> \# clients (MM) 6.8 <br> Branches 324 <br> ATM's 717 <br> Sales force 15,233 |  |  |  |  |  |  | CNBV GAAP |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Mkt Value/Book ValueStock price (Jun"14)outstanding shares ('000,000)Debt Rating (Banco Inbursa)S \& PHR RatingsBBB+/mxAHR |  |  |
| GRUPO FINANCIERO INBURSA h subsidiaries and consolidated) Under CNBV Rules |  |  |  |  |  |  |  |  |  |
| Net Income |  |  |  |  |  |  |  |  |  |
| MM Ps. | 2Q14 |  | $\begin{gathered} 1 Q 14 \\ \$ \end{gathered}$ | \% chg vs. 1 Q14 | $2 Q 13$ | \% chg vs. 2Q13 | Jan - Jun |  | \%chg. <br> vs. 2013 |
| Banco Inbursa | 4,027.8 | 87\% | 2,013.2 | 100\% | 3,311.3 | 22\% | 6,041.0 | 3,409.7 | 77\% |
| Operadora | 149.4 | 3\% | 46.2 | 223\% | 56.1 | 166\% | 195.6 | 117.2 | 67\% |
| Seguros | 260.5 | 6\% | (86.8) | N.A. | (120.6) | N.A. | 173.8 | 568.0 | -69\% |
| Pensiones | 129.3 | 3\% | 323.7 | -60\% | 25.3 | 410\% | 453.0 | 451.4 | 0\% |
| Fianzas | 92.0 | 2\% | 41.7 | 121\% | 11.2 | 719\% | 133.7 | 115.3 | 16\% |
| Inversora | 95.0 | 2\% | (60.0) | N.A. | 94.3 | 1\% | 35.0 | 290.0 | -88\% |
| Others | (127.3) | -3\% | 186.9 | N.A. | 93.3 | N.A. | 59.5 | 154.2 | -61\% |
| Total | 4,626.7 | 100\% | 2,464.9 | 88\% | 3,471.0 | 33\% | 7,091.5 | 5,105.8 | 39\% |

Grupo Financiero Inbursa posted profits of $\$ 7,092$ MM Ps as of June 2014 vs. $\$ 5,106$ MM Ps as of June 2013, a $38.9 \%$ increase. This result is mainly explained by higher risk adjusted net interest income driven by both, more financial margin and less recurrent reserves creations in the bank. In addition, this result is influenced by $\$ 3,002 \mathrm{MM}$ Ps loan loss reserves releases coming from the regulatory change of methodology that are accounted in other operational income which were partially compensated by market related losses in June 2014 vs market related gains in June 2013. Marking to market of GFI financial assets showed a $\$ 839$ MM Ps loss compared with $\$ 3,876 \mathrm{MM}$ Ps gain in the same period of the previous year.

Estimated Cash Flow

| Million Pesos | 2010 | 2011 | 2012 | 2013 | 6M13 | 6M14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| + Interest Income | 19,987.7 | 20,538.8 | 21,276.0 | 23,086.6 | 11,060.9 | 12,060.6 |
| + Premiums written (Net) | 10,989.2 | 13,277.8 | 14,312.5 | 14,835.3 | 7,548.2 | 7,113.9 |
| - Interest Expense | 9,182.7 | 8,798.0 | 9,403.9 | 9,883.2 | 4,781.9 | 4,427.3 |
| - Increased in reserve for unearned premiums | 1,766.7 | 2,622.4 | 2,437.8 | 2,803.6 | 1,276.7 | 1,404.9 |
| - Cost of claims and contractual obligations (net) | 7,610.7 | 9,002.9 | 9,695.3 | 8,677.7 | 4,605.8 | 4,772.8 |
| $=$ Financial Margin | 12,416.9 | 13,393.4 | 14,051.5 | 16,557.5 | 7,944.7 | 8,569.6 |
| + Commissions \& Fees | 1,342.8 | 1,454.2 | 1,010.7 | 1,896.6 | 756.9 | 276.8 |
| + Subsidiaries Income | 425.1 | 479.0 | 731.4 | 694.2 | 396.2 | 337.1 |
| - General Expenses | 5,682.0 | 6,033.6 | 6,397.8 | 7,384.6 | 3,501.3 | 3,557.2 |
| - Taxes | 1,963.5 | 2,032.0 | 1,778.7 | 3,091.5 | 1,008.6 | 2,187.0 |
| = Operating Cash Flow | 6,539.2 | 7,260.8 | 7,617.0 | 8,672.2 | 4,587.8 | 3,439.2 |
| + Market related Income | 6,404.6 | 1,127.2 | 5,290.3 | 13,282.1 | 3,875.9 | -839.1 |
| = Free Cash Flow | 12,943.9 | 8,388.0 | 12,907.3 | 21,954.3 | 8,463.7 | 2,600.0 |



- Stockholders' equity of Grupo Financiero Inbursa stood at \$86,388 MM Ps as of June 2014, a $6.7 \%$ increase relative to the same period of the previous year. It's worth mentioning that in the last twelve months, GFI paid a \$12,533 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 22.2\%.


## Sources \& Uses of Funds (MM Ps as of June 2014)

| Million Pesos | SOURCES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' Equity | Debt | Reserves | Deferred Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 64,239.3 | 166,896.2 | 22,177.2 | 3,507.2 |  | $(4,400.8)$ | 252,419.2 |
| Seguros and Patrimonial Inbursa | 8,532.5 |  | 48,314.9 | 1,339.0 |  | 8,264.8 | 66,451.1 |
| Pensiones Inbursa | 9,190.1 |  | 15,664.8 | 50.2 |  | 121.3 | 25,026.4 |
| Inversora Bursátil | 1,976.0 | 83.0 |  | 367.0 | 14,646.0 ${ }^{\prime \prime}$ | 131.0 | 17,203.0 |
| Operadora Inbursa | 1,224.4 |  |  | 161.2 |  | 76.0 | 1,461.5 |
| Fianzas G-Inbursa | 1,064.3 |  | 1,936.7 | 46.8 |  | 248.7 | 3,296.4 |
| Others | 161.5 |  |  |  |  |  | 161.5 |
| TOTAL | 86,388.0 | 166,979.2 | 88,093.5 | 5,471.4 | 14,646.0 | 4,440.9 | 366,019.0 |
|  | Investment Portfolio | Loan Portfolio | Fixed Income MM Portfolio | USES <br> Fixed Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 7,553.3 | 187,918.7 | 27,644.2 | 2,649.8 |  | 26,653.1 | 252,419.2 |
| Seguros and Patrimonial Inbursa | 10,409.0 | 1,802.1 | 22,430.6 | 2,091.7 |  | 29,717.7 | 66,451.1 |
| Pensiones Inbursa | 3,848.4 |  | 16,647.1 |  |  | 4,530.9 | 25,026.4 |
| Inversora Bursátil | 79.0 |  |  | 15.0 | 16,530.0 ${ }^{\prime \prime}$ | 579.0 | 17,203.0 |
| Operadora Inbursa | 475.2 |  | 897.8 |  |  | 88.6 | 1,461.5 |
| Fianzas G-Inbursa | 808.2 | 52.9 | 907.9 | 520.3 |  | $1,007.1$ | 3,296.4 |
| Others |  |  |  |  |  | 161.5 | 161.5 |
| TOTAL | 23,173.0 | 189,773.6 | 68,527.6 | 5,276.9 | 16,530.0 | 62,737.9 | 366,019.0 |

[^1]
## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 2Q14 | \% | 1Q14 | $\begin{aligned} & \text { \% chg vs. } \\ & 1 Q 14 \end{aligned}$ | 2Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & 2 \text { Q13 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 36,863 | 100\% | 34,607 | 7\% | 31,137 | 18\% |
| Auto loans | 19,727 | 54\% | 19,163 | 3\% | 18,505 | 7\% |
| Floor Plan Retail | $\begin{gathered} 6,349 \\ 13,378 \end{gathered}$ | $\begin{aligned} & \text { 17\% } \\ & 36 \% \end{aligned}$ | $\begin{gathered} 5,756 \\ 13,407 \end{gathered}$ | $\begin{aligned} & \text { 10\% } \\ & 0 \% \end{aligned}$ | $\begin{aligned} & 5,308 \\ & 13,197 \end{aligned}$ | $\begin{gathered} 20 \% \\ 1 \% \end{gathered}$ |
| Small and medium companies | 5,895 | 16\% | 5,920 | 0\% | 5,793 | 2\% |
| Mortgages | 1,335 | 4\% | 1,335 | 0\% | 1,408 | -5\% |
| Personal | 7,002 | 19\% | 5,526 | 27\% | 3,054 | 129\% |
| Credit Card | 2,904 | 8\% | 2,663 | 9\% | 2,377 | 22\% |

## Loan Portfolio (Clients)

| Clients | $2 Q 14$ | $\%$ | $1 Q 14$ | \% chg vs. <br> $1 Q 14$ | 2 2Q13 | $\%$ chg vs. <br> $2 Q 13$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| RETAIL CUSTOMERS | 845,994 | $100 \%$ | 780,866 | $8 \%$ | 670,583 | $26 \%$ |
| Auto loans | 100,723 | $12 \%$ | 98,904 | $2 \%$ | 92,309 | $9 \%$ |
| Small and medium companies | 61,443 | $8 \%$ | 61,266 | $0 \%$ | 59,370 | $3 \%$ |
| Mortgages | 2,112 | $0 \%$ | 2,140 | $-1 \%$ | 2,247 | $-6 \%$ |
| Personal | 249,428 | $14 \%$ | 201,007 | $24 \%$ | 109,204 | $128 \%$ |
| Credit Card | 432,288 | $52 \%$ | 417,549 | $4 \%$ | 407,453 | $6 \%$ |

Compared with June 2013, retail loans grew $18 \%$ driven by a $129 \%$ increase in personal loans reaching $\$ 7,002 \mathrm{MM}$ Ps and 249,428 clients, $22 \%$ growth in credit cards to $\$ 2,904 \mathrm{MM}$ Ps with 432,288 clients and 7\% growth in auto related loans reaching \$19,727 MM Ps.

## RETAIL

## Funding (Million Pesos)

| Million Pesos | 2Q14 | \% | 1 Q14 | $\begin{aligned} & \text { \% chg vs. } \\ & 1 \text { Q14 } \end{aligned}$ | 2Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & 2 \text { Q13 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FUNDING | 75,527 | 100\% | 80,398 | -6\% | 72,106 | 5\% |
| Demand deposits | 64,722 | 86\% | 69,926 | -7\% | 62,162 | 4\% |
| Retail time deposits | 10,805 | 14\% | 10,472 | 9\% | 9,945 | 3\% |

Retail deposits reached \$75,527 MM Ps in June 2014 compared with \$72,106 MM Ps in June 2013, a 5\% increase.

## Insurance (Million Pesos)

|  | Million Pesos | $2 Q 14$ | $\%$ | $1 Q 14$ | $\%$ chg vs. <br> $1 Q 14$ | $2 Q 13$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| \% chg vs. <br> $2 Q 13$ |  |  |  |  |  |  |
| PREMIUMS | 2,460 | $100 \%$ | 2,414 | $2 \%$ | 2,631 | $-7 \%$ |
| Automobile | 841 | $34 \%$ | 1,037 | $-19 \%$ | 970 | $-13 \%$ |
| Life | 1,014 | $41 \%$ | 807 | $26 \%$ | 1,123 | $-10 \%$ |
| A \& H | 605 | $25 \%$ | 570 | $6 \%$ | 538 | $12 \%$ |

## WHOLESALE

## Loan Porffolio (Million Pesos)

| Million Pesos | $2 Q 14$ | $\%$ | $1 Q 14$ | \% chg vs. <br> $1 Q 14$ | $2 Q 13$ | \% chg vs. <br> $2 Q 13$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 152,715 | $100 \%$ | 154,791 | $-1 \%$ | 153,462 | $0 \%$ |  |
| Commercial | 123,483 | $81 \%$ | 119,564 | $3 \%$ | 125,566 | $-2 \%$ |  |
| Financial Institutions | 7,065 | $5 \%$ | 7,781 | r | $6 \%$ | 6,657 | $6 \%$ |
| Governmental | 22,167 | $15 \%$ | 27,446 | $-19 \%$ | 21,239 | $4 \%$ |  |

Compared with June 2013, wholesale loan portfolio remained flat from $\$ 153,462 \mathrm{MM}$ Ps to $\$ 152,715 \mathrm{MM}$ Ps. This result is explained by a $4 \%$ increase in the governmental loan portfolio together with a 19\% increase in Infrastructure loans from \$43,787 MM Ps in June 2013 to $\$ 52,123$ in June 2014.

## Funding (Million Pesos)

| Million Pesos | 2Q14 | \% | 1 Q14 | $\begin{gathered} \text { \% chg vs. } \\ 1 Q 14 \end{gathered}$ | 2Q13 | $\begin{gathered} \text { \% chg vs. } \\ 2 \text { Q13 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FUNDING | 85,699 | 100\% | 79,134 | 8\% | 81,760 | 5\% |
| Time deposits | 3,183 | 4\% | 11,358 | -72\% | 30,331 | -90\% |
| Unsecured local notes | 77,644 | 91\% | 61,784 | 26\% | 47,942 | 62\% |
| Interbanking | 4,872 | 6\% | 5,992 | -19\% | 3,488 | 40\% |

## Insurance (Million Pesos)

|  | Million Pesos | $2 Q 14$ | $\%$ | $1 Q 14$ | \% chg vs. <br> $1 Q 14$ | $2 Q 13$ | \% chg vs. <br> $2 Q 13$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PREMIUMS | 1,843 | $100 \%$ | 3,651 | $-50 \%$ | 7,059 | $-74 \%$ |
| $P \& C$ |  | 1,843 | $100 \%$ | 3,651 | $-50 \%$ | 7,059 | $-74 \%$ |

## BANCO INBURSA (Commercial \& Investment Banking)

Banco Inbursa posted profits of $\$ 6,041$ MM Ps in June 2014 compared with $\$ 3,410$ MM Ps in June 2013. This result is explained by a 12.6 \% higher financial margin from $\$ 4,572$ MM Ps in June 2013 to $\$ 5,148$ MM Ps in June 2014 related to the $2.5 \%$ increase of the total loan portfolio from $\$ 183,261$ MM Ps to $\$ 187,919 \mathrm{MM}$ Ps in the same period with a better mix and more other operational income (loan loss reserves releases) from \$238 MM Ps to $\$ 3,455 \mathrm{MM}$ Ps in the same periods that are partially compensated by market related losses in June 2014 vs market related gains in June 2013. Marking to market of the banks financial assets showed a $\$ 766$ MM Ps loss compared with $\$ 3,337 \mathrm{MM}$ Ps gain in the same period of the previous year.

Compared with June 2013, retail loans grew 18\% driven by a $129 \%$ increase in personal loans reaching $\$ 7,002 \mathrm{MM}$ Ps and 249,428 clients, $22 \%$ growth in credit cards to $\$ 2,904 \mathrm{MM}$ Ps with 432,288 clients and $7 \%$ growth in auto related loans reaching \$19,727 MM Ps.

## Financial Margin

As of June 2014 financial margin stood at $\$ 5,148$ MM Ps, a $12.6 \%$ increase if compared with the same period of the previous year mainly due to the $2.5 \%$ growth of the total loan portfolio with a better mix.

## Market Related Income

Banco Inbursa posted market related losses of \$766 MM Ps in June 2014 compared with \$3,337 MM Ps in June 2013 mainly due to the decrease 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 and stocks valuation of its financial assets.

## Loan Loss Reserves

Loan loss reserves decreased \$5,850 MM Ps during the last twelve months and stood in \$22,177 MM Ps. On an accumulated basis this amount represents $3.4 x$ non-performing loans and $11.8 \%$ of total loans. Through new regulation, banks in Mexico are required to provision total loans under a prospective methodology which estimates the expected losses just for the next 12 months. With this new methodology, Banco Inbursa posted profits of $\$ 3,337$ MM Ps in June 2014 in other operational income (expense) compared with \$238 MM Ps in June 2013. This result is explained by loan loss reserves releases due to the change of methodology.

## General Expenses

General expenses increased by 18.5\% in June 2014 vs June 2013 from \$2,071 MM Ps to \$2,412 MM Ps. This result is mainly explained by more acquisition cost a consequence of more sales and more payments to the IPAB due to the increase in unsecured local notes.

| MM Ps | ncome |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 1Q14 | 2Q13 | 6M14 | 6M13 |
| Interest Income | 4,425.0 | 4,362.1 | 4,136.7 | 8,787.0 | 8,287.1 |
| Interest on loans | $3,441.3$ | 3,293.9 | 3,233.8 | 6,735.2 | 6,361.2 |
| Repo's interest income | 428.7 | 408.3 | 283.7 | 837.0 | 687.3 |
| Others | 554.9 | 659.9 | 619.2 | 1,214.8 | 1,238.5 |
| Interest Expenses | $(1,774.9)$ | $(1,864.5)$ | $(1,762.9)$ | $(3,639.4)$ | (3,715.6) |
| Interest on deposits \& funding | $(1,425.5)$ | $(1,440.8)$ | $(1,542.5)$ | $(2,866.3)$ | $(3,137.8)$ |
| Repo's interest expense | (349.4) | (423.7) | (220.4) | (773.1) | (577.8) |
| Financial Margin | 2,650.1 | 2,497.6 | 2,373.8 | 5,147.6 | 4,571.5 |
| Loan Loss Reserves (Net) | 20.5 | (280.1) | $(1,288.4)$ | (259.6) | $(3,269.0)$ |
| Risk Adjusted Net Interest Income | 2,670.5 | 2,217.5 | 1,085.4 | 4,888.0 | 1,302.4 |
| Commissions and fees | 717.0 | 655.8 | 695.6 | 1,372.8 | 1,375.0 |
| Market related income | (347.3) | (418.7) | 3,815.6 | (766.0) | 3,337.1 |
| Other operational income (expense) | 2,358.3 | 1,096.4 | 76.2 | 3,454.9 | 237.5 |
| Operating Revenues | 5,398.6 | 3,551.0 | 5,672.8 | 8,949.6 | 6,252.1 |


| General Expenses and Acquisition Cost |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | $2 Q 14$ | 1014 | 2 Q13 | 6M14 | 6M13 |
| Personnel | 23.7 | 23.4 | 24.2 | 47.1 | 46.3 |
| Administrative Expenses | 968.0 | 916.4 | 803.9 | 1,884.4 | 1,608.6 |
| Acquisition Cost Others | $\begin{gathered} 272.9 \\ 6959.1 \end{gathered}$ | $\begin{aligned} & 236.8 \\ & 679.6 \end{aligned}$ | $\begin{aligned} & 182.4 \\ & 621.5 \end{aligned}$ | $\begin{gathered} 509.7 \\ 1,374.7 \end{gathered}$ | $\begin{gathered} 343.7 \\ 1,264.9 \end{gathered}$ |
| Contributions to IPAB | 202.1 | 213.7 | 214.4 | 415.8 | 339.8 |
| Depreciations and Amortizations | 31.5 | 33.1 | 35.4 | 64.6 | 75.9 |
| General Expenses | 1,225.2 | 1,186.6 | 1,077.9 | 2,411.8 | 2,070.6 |

## Other Selected Financial Information

Earnings from Subsidiaries

| MM Ps | $2 Q 14$ | $1 Q 14$ | $2 Q 13$ | $6 M 14$ | $6 M 13$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 254.7 | 163.5 | 200.2 | 418.2 | 420.7 |
| Sinca Inbursa | 564.0 | 135.8 | 143.5 | 699.8 | 311.1 |
| Afore Inbursa | 60.3 | 54.3 | 114.1 | 114.6 | 221.5 |

## Loan Portfolio

## Loan Portfolio and Asset Quality

Total loan portfolio stood at \$187,919 MM Ps in June 2014 compared with \$183,261 MM Ps in June 2013. Consumer, governmental and financial institutions portfolios increased $14 \%, 4 \%$ and $26 \%$, respectively.

Compared with June 2013, wholesale loan portfolio remained flat from \$153,462 MM Ps to \$152,715 MM Ps. This result is explained by a $4 \%$ increase in the governmental loan portfolio together with a $19 \%$ increase in Infrastructure loans from $\$ 43,787$ MM Ps in June 2013 to $\$ 52,123$ in June 2014.

Peso loan portfolio represented $71 \%$ of total loans.

| MM Ps | 2Q14 | \% | 1 Q14 | \% | 2Q13 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL LOAN PORTFOLIO | 187,919 | 100\% | 190,091 | 100\% | 183,261 | 100\% |
| Commercial | 126,911 | 68\% | 123,808 | 65\% | 126,799 | 69\% |
| Financial Institutions | 15,059 | 8\% | 14,734 | 8\% | 11,939 | 7\% |
| Consumer | 16,261 | 9\% | 15,760 | 8\% | 14,236 | 8\% |
| Housing | 1,081 | 1\% | 1,073 | 1\% | 1,150 | 1\% |
| Governmental | 22,166 | 12\% | 27,446 | 14\% | 21,238 | 12\% |
| PAST DUE LOANS | 6,440 | 3.4\% | 7,270 | 3.8\% | 7,899 | 4.3\% |
| LOAN LOSS RESERVES | 22,177 | 12\% | 25,402 | 13\% | 28,027 | 15\% |
|  | 2Q14 |  | 1Q14 |  | 2Q13 |  |
| Pesos | 71\% |  | 71\% |  | 69\% |  |
| USD | 29\% |  | 29\% |  | 31\% |  |
| Secured * | 86\% |  | 86\% |  | 84\% |  |
| Unsecured | 14\% |  | 14\% |  | 16\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Commercial Lending

Banco Inbursa ranked $5^{\text {th }}$ in the Mexican banking system in commercial lending with a 9.5\% market share as of May 2014. Loan portfolio remains well diversified in many sectors such as shown.

## Loan Portfolio Breakdown by Sector



## Banco Inbursa Selected Ratios

|  | $2 Q 14$ | $2 Q 13$ | System <br> May-14 |
| :--- | :---: | :---: | :---: | :---: |
| Loans / Total Assets | $74.4 \%$ | $72.4 \%$ | $44.8 \%$ |
| NPL / Loan Portfolio | $3.4 \%$ | $4.3 \%$ | $3.4 \%$ |
| LLR / NPL (times) | 3.4 | 3.5 | 1.4 |

## Non Performing Loans

Non performing loans decrease $23 \%$ in June 2014 vs December 2013 from $\$ 8,370$ MM Ps to $\$ 6,440 \mathrm{MM}$ Ps mainly related to recoveries and sound restructures in solid grounds.

| Non Performing Loans |  |  |
| :---: | :---: | :---: |
| MM Ps | MM Ps | \% |
| NPL 31-Mar-14 | 7,270.4 |  |
| - Decreases in NPL | -1,540.5 | -216.9\% |
| * Recoveries \& Restructures | -446.0 | -62.8\% |
| * Write Offs | -1,094.5 | -154.1\% |
| + Increases in NPL | 710.4 | 100.0\% |
| * New NPL | 710.4 | 100.0\% |
| NPL 30-Jun-14 | 6,440.3 |  |

## Capitalization

Banco Inbursa registered a $18.9 \%$ TIER 1 Capital ratio as of May 2014. This figure compares positively with the ratio obtained by the market.

| Capitalization Ratio |  |  |  |
| :--- | :---: | :---: | :---: |
| MM Ps | 31-May-14 | 28-Feb-14 | 31-May-13 |
| Credit Risk Assets | $\mathbf{1 6 5 , 9 4 1 . 4}$ | $\mathbf{1 6 1 , 6 6 5 . 2}$ | $\mathbf{1 5 8 , 8 6 4 . 1}$ |
| Tier 1 Capital | $30.8 \%$ | $30.0 \%$ | $30.6 \%$ |
| Net Capital | $30.8 \%$ | $30.0 \%$ | $30.8 \%$ |
| Total Risk Assets | $\mathbf{2 6 9 , 9 1 0 . 4}$ | $\mathbf{2 6 1 , 4 5 8 . 4}$ | $\mathbf{2 4 7 , 3 1 8 . 8}$ |
| Tier 1 Capital | $\mathbf{1 8 . 9 \%}$ | $19.3 \%$ | $19.6 \%$ |
| Net Capital | $18.9 \%$ | $19.3 \%$ | $19.8 \%$ |

## 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.

| Value at Risk 2Q14 (MM Ps) |  |  |  |
| :--- | :---: | :---: | :---: |
| TYPE OF RISK | MARKET <br> VALUE | VALUE AT <br> RISK ${ }^{(1)}$ | \% VAR vs <br> TIER 1 <br> CAPITAL |
| Forex | 3,545 | 22 | $0.04 \%$ |
| Fixed Income | 18,598 | 47 | $0.09 \%$ |
| Derivatives | $(1,143)$ | 162 | $0.31 \%$ |
| Equity | 7,562 | 579 | $1.11 \%$ |
| Banco Inbursa | 28,562 | 572 | $1.10 \%$ |
| TIER I CAPITAL ${ }^{(2)}$ | 52,239 |  |  |

${ }^{(1)}$ Value at Risk for 1 day with a confidence lev el of $95 \%$ and using LTM information
${ }^{(2)} \mathrm{MARCH} 2014$ TIER 1 CAPITAL

## Loan Portfolio 2Q14 (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 | 138,140 | 5,693 | 15,307 | 11.08\% | 2.7 |
| USD* | 44,978 | 746 | 6,869 | 15.27\% | 9.2 |
| UDI's* | 1 | 1 | 1 | 81.82\% | N.A. |
| Total | 183,119 | 6,440 | 22,177 | 12.11\% | 3.4 |

* Both figures, USD and UDI's are expressed in pesos
*The total loan portfolio included letters of credit


## SINCA INBURSA

Sinca Inbursa posted profits of $\$ 700$ MM Ps in June 2014 compared with $\$ 311$ MM Ps in June 2013, that represented a $125 \%$ increase. December 2013, Sinca Inbursa sold its $27.50 \%$ stake position in Landsteiner and subsidiaries for a total amount of $\$ 780$ MM Ps.

## Current Investment Portfolio

| Million pesos | 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 | 20.3\% |
| 1.2 Gas Natural Mexico, S.A. de C.V. | Infrastructure | MAR 2010 | 14.13\% | 854 | 17.9\% |
| 1.3 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.5\% |
| Total |  |  |  | 2,038 | 42.6\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 62.16\% | 339 | 7.1\% |
| 2.2 Enesa, S.A. de C.V. | Health | DIC 2010 | 25.00\% | 250 | 5.2\% |
| 2.3 Patia Biopharma, S.A. de C.V. | Health | JUN 2013 | 66.67\% | 13 | 0.3\% |
| Total |  |  |  | 602 | 12.6\% |
| 3. Software |  |  |  |  |  |
| 3.1 Holding Aspel, S.A. de C.V. | Software | JUN 2011 | 64.00\% | 340 | 7.1\% |
| 3.2 HITSS, S.A. de C.V. | Software | NOV 2013 | 15.46\% | 79 | 1.7\% |
| Total |  |  |  | 419 | 8.8\% |
| 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 | 1.3\% |
| 5.2 Argos Comunicación, S.A. de C.V. y Subsidiarias | Content | MAR 2007 | 33.00\% | 41 | 0.9\% |
| Total |  |  |  | 102 | 2.1\% |
| 6. Holding companies |  |  |  |  |  |
| 6.1 Capital Inbursa, S.A. de C.V. | Investments | DEC 2013 | 99.99\% | 1,501 | 31.4\% |
| 6.2 Inbursa Private Capital, S.A. de C.V. | Investments | OCT 2007 | 99.99\% | 110 | 2.3\% |
|  |  |  |  | 1,611 | 33.7\% |
| TOTAL |  |  |  | 4,781 |  |

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.

## AFORE INBURSA

## (Assets under management)

Afore Inbursa net income posted profits of \$115 MM Ps in June 2014 compared with \$222 MM Ps in June 2013. Stockholders' equity stood at $\$ 1,337 \mathrm{MM}$ Ps in June $2014,2 \%$ 1ncrease relative to the same period last year. It's worth mentioning that in May 2014, Afore Inbursa paid a \$175 MM Ps dividend. If adjusted, Stockholders' equity growth would have been $16 \%$.

## Affiliate Base \& Assets Under Management

Assets under management reached $\$ 101,597$ MM Ps as of June 2014, a 4\% increase if compared with same period last year.

Assets under management market share stood at 4.4\% in June 2014. Afore Inbursa is ranked in the eight place in the Afore system measured by assets under management.

Affiliate base amounted to 508,116 clients in June 2014.

Active workers base was $46.37 \%$ in June 2014 vs $40.63 \%$ of the market.

Acquisition costs was $\$ 310$ MM Ps in June 2014 compared with \$182 MM Ps in June 2013.

Stockholders' equity stood at \$1,337 MM Ps in June 2014, 2\% increase relative to the same period last year. It's worth mentioning that in May 2013, Afore Inbursa paid a \$175 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 16\%.

## Net Income

During the first six months of 2014, net income reached \$115 MM Ps compared with \$222 MM Ps in the first six months of 2013.

Selected Figures

| MM Ps | 2Q14 | 1214 | 2Q13 | 6M14 | 6M13 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comission Income | 284.8 | 273.8 | 284.1 | 558.6 | 563.4 | -0.9\% |
| General Expenses | (217.5) | (208.3) | (143.0) | (425.8) | (293.7) | 45.0\% |
| Administrative Expense | (23.7) | (23.1) | (18.8) | (46.8) | (38.3) | 22.1\% |
| Operating Expenses | (32.4) | (36.3) | (35.1) | (68.7) | (73.5) | -6.4\% |
| Acquisition cost | (167.3) | (149.0) | (89.1) | (310.3) | (182.0) | 70.5\% |
| Depreciation \& Amortization | (0.6) | (0.6) | (0.4) | (1.2) | (0.9) | 25.4\% |
| Operating Income | 69.6 | 65.6 | 142.8 | 135.2 | 273.7 | -50.6\% |
| Other Income | 0.0 | 2.8 | 2.6 | 2.8 | 2.8 | N.A. |
| Net Income | 60.4 | 54.3 | 114.1 | 114.6 | 221.5 | -48.2\% |
| Investments | 1,360.5 | 1,339.6 | 1,297.7 | 1,360.5 | 1,297.7 | 4.8\% |
| Fixed Assets | 13.8 | 14.4 | 13.7 | 13.8 | 13.7 | 0.9\% |
| Total Assets | 1,646.7 | 1,724.9 | 1,758.8 | 1,646.7 | 1,758.8 | -6.4\% |
| Stockholders' Equity | 1,336.6 | 1,376.3 | 1,305.5 | 1,336.6 | 1,305.5 | 2.4\% |



## OPERADORA INBURSA <br> (Assets under management)

Assets under management stood at $\$ 97,042$ MM Ps at the end of June 2014 compared with $\$ 94,581$ MM Ps in June 2013, 2.6\% more.

## FONDO INBURSA <br> June, 2014

Inbursa holds the highest profitability in USD for the last 33 years (Mar'81 - Juh'14)

## Compound Annual Return



| Mutual Funds (June, 2014) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 4,160.1 | 2.17\% | 2.21\% |  |
| INBUREX | Fixed Income | 12,986.1 | 4.72\% | 4.44\% |  |
| INBUMAX | Fixed Income | 14,050.2 | 3.02\% | 2.21\% |  |
| INBURSA | Stock's, Bonds | 14,884.6 | 2.79\% | 4.64\% |  |
| FONIBUR | Stock's, Bonds | 18,993.0 | 4.48\% | 4.64\% | 5.10\% |
| IBUPLUS | Stock's, Bonds | 31,466.1 | 0.86\% | 4.64\% |  |

[^2]
## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursás total premiums decreased 31.1\% from \$15,043 MM Ps in June 2013 to \$10,369 MM Ps in June 2014, This is mainly explained by the premium of the Pemex P \& C coverage that amounted $\$ 5,491$ MM Ps and was underwritten in June 2013. Net income posted profits of $\$ 174$ MM Ps in June 2014 compared with $\$ 568$ MM Ps in the same period last year, a consequence of more reserves of unearned premiums and less gains of its investment portfolio.

| Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 2Q14 | 1Q14 | 2Q13 | 6M14 | 6M13 | \% chg |
| Direct Premiums | 4,302.9 | 6,065.7 | 9,690.8 | 10,368.5 | 15,042.7 | -31.1\% |
| Retained Premiums | 2,773.9 | 2,849.0 | 3,177.7 | 5,622.9 | 6,029.8 | -6.7\% |
| Reserves Provisions | 262.0 | 265.9 | 504.5 | 527.9 | 437.7 | 20.6\% |
| Technical Income | 223.7 | 415.7 | 461.9 | 639.3 | 1,386.9 | -53.9\% |
| Net Financial Income | 796.0 | (115.8) | 204.4 | 680.3 | 831.9 | -18.2\% |
| Net Income | 260.5 | (86.8) | (120.6) | 173.8 | 568.0 | -69.4\% |
| Assets | 66,451.1 | 67,627.6 | 64,689.2 | 66,451.1 | 64,689.2 | 2.7\% |
| Investments | 32,839.5 | 33,240.0 | 31,281.9 | 32,839.5 | 31,281.9 | 5.0\% |
| Reserves | 48,314.9 | 48,668.3 | 43,723.7 | 48,314.9 | 43,723.7 | 10.5\% |
| Stockholders' Equity | 8,532.5 | 9,330.8 | 9,191.4 | 8,532.5 | 9,191.4 | -7.2\% |
|  | Prem | ums Bre | akdown |  |  |  |


|  |  |  |  |  | Seguros + Pairimonial |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line of business | Breakdown 6M14 | Growth Rate 6M14 vs 6M13 | Combined Ratio 6M14 | Combined Ratio 6M13 | Combined Ratio 6M14 | Breakdown 6M14 | Growth Rate 6 M 14 vs 6M13 |
| P\&C | 53.0\% | -44.8\% | 58.3\% | 32.7\% | 65.1\% | 51.3\% | -43.7\% |
| Automobile | 18.1\% | -9.0\% | 92.2\% | 91.4\% | 92.3\% | 17.0\% | -9.0\% |
| Life | 17.6\% | -9.5\% | 128.3\% | 110.8\% | 110.9\% | 21.0\% | -10.8\% |
| A \& H | 11.3\% | 15.9\% | 88.4\% | 93.5\% | 88.2\% | 10.7\% | 15.7\% |
| Total | 100.0\% | -31.1\% | 95.0\% | 89.2\% | 93.1\% | 100.0\% | -29.9\% |

Stockholders equity stood at \$9,331 MM Ps in June 2014, after having paid dividends of \$1,705 MM Ps. \$1,055 MM Ps in May 2014 and an extraordinary dividend of $\$ 650$ MM Ps in November 2013 compared with \$9,191 MM Ps in June 2013, a $7.2 \%$ decrease. If adjusted by dividend payments the growth would have been $11.4 \%$.

## PENSIONES INBURSA

(Annuities)
Pensiones Inbursa's net income posted profits of \$453 MM Ps in June 2014 compared with \$451 MM Ps in the same period last year. Stockholders' equity reached \$9,190 MM Ps in June 2014 compared with $\$ 8,015$ MM Ps in June 2013, a $15 \%$ increase.

## Selected Financial Information

| MM Ps | 2Q14 | 1 Q14 | 2Q13 | 6M14 | 6M13 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 6.4 | 6.9 | 3.5 | 13.3 | 12.0 | 11.2\% |
| Reserves Provisions | (153.5) | 137.2 | (78.5) | (16.2) | 17.8 | N.A. |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (75.5) | (363.5) | (147.6) | (439.0) | (457.6) | N.A. |
| Net Financial Income | 204.8 | 591.6 | 302.5 | 796.5 | 785.4 | 1.4\% |
| Net Income | 129.3 | 323.7 | 25.3 | 453.0 | 451.4 | 0.4\% |
| Assets | 25,026.4 | 24,994.9 | 23,739,5 | 25,026.4 | 23,739.5 | 5.4\% |
| Investments | 20,495.5 | 20,533.8 | 19,813.1 | 20,495.5 | 19,813.1 | 3.4\% |
| Reserves | 15,664.8 | 15,814.1 | 15,583.0 | 15,664.8 | 15,583.0 | 0.5\% |
| Stockholders' Equity | 9,190.1 | 9,060.9 | 8,014.6 | 9,190.1 | 8,014.6 | 14.7\% |

## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of \$35 MM Ps in June 2014 vs \$290 MM Ps in June 2013. This result is explained by more fees collected related to less activity in the debt market. Stockholders' equity stood at \$1,976 MM Ps in June 2014, after having paid dividends of \$1,200 MM Ps. $\$ 800$ MM Ps in May 2014 and an extraordinary dividend of $\$ 400$ MM Ps in November 2013 compared with \$2,701 MM Ps in June 2013, a 27\% decrease. If adjusted by dividend payments the growth would have been $27 \%$.

| MM Ps. | Select Figures |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 1Q14 | 2Q13 | 6M14 | 6M13 | \% chg |
| Operating Margin | 127.0 | (97.0) | 132.1 | 30.0 | 397.0 | -92.4\% |
| Interest Income | 395.0 | 491.0 | 589.1 | 886.0 | 1,439.0 | -38.4\% |
| Net Income | 95.0 | (60.0) | 94.3 | 35.0 | 290.0 | -87.9\% |
| Total Assets | 17,203.0 | 10,467.0 | 38,022.0 | 17,203.0 | 38,022.0 | -54.8\% |
| Investment Portfolio | 16,530.0 | 9,897.0 | 37,436.0 | 16,530.0 | 37,436.0 | -55.8\% |
| Stockholders' Equity | 1,976.0 | 2,680.0 | 2,701.0 | 1,976.0 | 2,701.0 | -26.8\% |
| Assets in Custody | 2,415,338.2 | 2,339,592.8 | ,500,005.0 | 2,415,338.2 | 2,500,005.0 | -3.4\% |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached \$134 MM Ps in June 2014 vs \$115 MM Ps same period last year a consequence of more premiums during the period. Stockholders' equity stood at \$1,064 MM Ps in June14, after having paid dividends of \$650 MM Ps. \$300 MM Ps in May 2014 and an extraordinary dividend of \$350 MM Ps in November compared with \$1,412 MM Ps in June 2013, a $25 \%$ decrease. If adjusted by dividend payments the growth would have been $21 \%$.

| MM Ps | 2Q14 | 1Q14 | $2 Q 13$ | 6M14 | 6M13 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 396.2 | 443.5 | 364.4 | 839.7 | 759.3 | 10.6\% |
| Technical Income | 65.2 | 79.5 | 24.2 | 144.7 | 103.8 | 39.4\% |
| Earnings From Investments | 21.0 | 11.3 | 26.0 | 32.3 | 51.5 | -37.3\% |
| Net Income | 92.0 | 41.7 | 11.2 | 133.7 | 115.3 | 16.0\% |
| Total Assets | 3,296.4 | 3,408.0 | 3,369.7 | 3,296.4 | 3,369.7 | -2.2\% |
| Investments | 1,998.9 | 2,222.1 | 2,281.4 | 1,998.9 | 2,281.4 | -12.4\% |
| Reserves | 1,936.7 | 1,887.3 | 1,706.8 | 1,936.7 | 1,706.8 | 13.5\% |
| Stockholders Equity | 1,06 | 1,2 | 1,4 | 1,0 | 1,411.8 | -24.6\% |

# APPENDIX Banco Inbursa 

CAPITALIZATION

| As of May 31, 2014 (MM Ps) |  |
| :---: | :---: |
| TIER 1 CAPITAL | 51,054 |
| STOCKHOLDERS' EQUITY <br> SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS <br> LESS: INVESMENT IN SUBORDINATED DEBT <br> INVESTMENTS IN FINANCIAL INSTITUTIONS <br> INVESTMENTS IN NON-FINANCIAL INSTITUTIONS <br> FINANCING GRANTED FOR THE AQUISITION OF SHARES <br> OF THE BANK OR OTHER GROUP SUBSIDIARIES <br> EXCESS ON DEFERRED TAXES <br> RESTRUCTURING CHARGES \& OTHER INTANGIBLES <br> PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED OTHER ASSETS | 58,377 $\begin{array}{r} 7,158 \\ 8 \end{array}$ |
| TIER 2 CAPITAL | 965 |
| CAPITALIZATION INSTRUMENTS GENERAL PREVENTIVE RESERVES SUBORDINATED DEBT |  |
| TIER 1 \& 2 CAPITAL | 51,054 |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 13,754 | 1,100 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 7,207 | 577 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 32,309 | 2,585 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 22 | 2 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 5,546 | 444 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 26,509 | 2,121 |
| TOTAL | 85,347 | 6,828 |
| CREDIT RISK - WEIGHTED ASSETS | RISK WEIGHTED | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II |  |  |
| GROUP III | 26,733 | 2,139 |
| GROUP IV | 354 | 28 |
| GROUP V | 4,430 | 354 |
| GROUP VI | 5,103 | 408 |
| GROUP VII | 111,022 | 8,882 |
| GROUP VIII | 1,862 | 149 |
| RELATED GROUPS | 6,385 | 511 |
| SUB-TOTAL | 155,888 | 12,471 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 1,053 | 804 |
| TOTAL | 156,941 | 13,275 |
| OPERATIONAL RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 18,622 | 1,490 |
| SUB-TOTAL | 18,622 | 1,490 |
| REQUIRMENT FOR TOTAL RISKS | 260,910 | 21,593 |


| INVESTMENT IN SECURITIES <br> June 30, 2014 <br> (Constant 000's Pesos as of June 30, 2014) |  |
| :---: | :---: |
| TRADING PORTFOLIO | 26,216,415 |
| Securities | 13,594,100 |
| Government Securities | 6,374,549 |
| Bankers' Acceptances |  |
| Cebur's | 6,247,766 |
| SECURITIES HELD FOR SALE | 273,367 |
| Bonds | 273,367 |
| SECURITIES HOLD TO MATURITY | 0 |
| Credit Link |  |
| Bonds |  |


| REPURCHASE PORTFOLIO <br> June 30, 2014 <br> (Constant 000's Pesos as of June 30, 2014) |  |  |
| :--- | :--- | :---: |
| REPURCHASE AGREEMENTS | $\mathbf{4 6 , 4 9 4 , 7 4 2}$ |  |
| Cetes | $\mathbf{4 6 , 1 8 7 , 7 1 5}$ |  |
| Bondes | 307,027 |  |
| Bankers' Acceptances | $\mathbf{3 6 , 6 7 2 , 0 2 9}$ |  |
| RESELL AGREEMENTS | $36,365,002$ |  |
| Cetes | 307,027 |  |


| DEFERRED TAXES |
| :---: |
| June 30, 2014 |
| (Constant 000 's Pesos as of June 30, 2014) |


| TOTAL DEFERRED TAXES | 2,651,568 |
| :---: | :---: |
| Negotiable Financial Instruments | 183,894 |
| Negotiable Financial Instruments valuation (except stocks) | 172,068 |
| Stocks | 66,397 |
| Foreign stocks | 1,292,709 |
| Foreign stocks (San Antonio Oil \& Gas) | $(66,188)$ |
| YPF Petersen stocks | $(494,816)$ |
| Foreign stocks exchange rate | 566,411 |
| Sinca's good will amortization | $(7,191)$ |
| Ternium good will amortization | 10,954 |
| Lamosa good will amortization | 3,205 |
| Invex goodwill amortization | 24,295 |
| CFSM good will amortization | 40,542 |
| Rosarito goodwill amortization | 17,482 |
| NYT warrant prime amortization | 75,066 |
| Financial leasing deduction | 3,565 |
| Fix assets deduction | $(36,598)$ |
| Commissions amortization | $(5,536)$ |
| Prepayments | 20,046 |
| Reposessed assets | $(101,096)$ |
| Charge-offs | $(21,719)$ |
| Fiscal Diference valuation | 17,702 |
| Fiscal Diference valuation (Euro) | (23) |
| Swaps interest | 3,690 |
| Futures | $(10,664)$ |
| Fiscal Diference valuation (Swaps) | 791,208 |
| Warrants valuation | 188,702 |
| Interest valuation | 528 |
| Financial Instruments Valuation (Bonds) | 9,497 |
| Swaps valuation (2007 and before) | $(92,562)$ |


| LOAN PORTFOLIO <br> (Constant MM Pesos as of June 30, 2014) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q14 |  | LOAN PORTFOLIO |  |  |  | 2Q14 |
|  | PERFORMING LOANS LOANS | NON PERFORMING LOANS | Total Loan Portfolio |  |  |  | 187,919 |
| Commercial Interbank | $\begin{array}{r} 126,911 \\ 15,059 \end{array}$ | $\begin{gathered} 5,397 \\ 14 \end{gathered}$ | Loan Loss Reserves |  |  |  | 22,177 |
| Consumer <br> Mortgages Government | $\begin{aligned} & 16,261 \\ & 1,081 \\ & 22,166 \end{aligned}$ | $\begin{aligned} & 887 \\ & 143 \end{aligned}$ | TOTAL LOAN PORTFOLIO (NET) |  |  |  | 165,742 |
| Total | 181,478 | 6,440 |  |  |  |  |  |
|  | LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |  |  |
|  |  |  | PESOS | UDI's | USD | TOTAL BANK |  |
|  | PERFORMIN | ANS |  |  |  |  |  |
|  | Commercia |  | 87,477 |  | 39,433 | 126,910 |  |
|  | Interbank |  | 10,927 |  | 4,132 | 15,059 |  |
|  | Consumer |  | 16,261 |  |  | 16,261 |  |
|  | Mortgages |  | 1,081 | 1 |  | 1,082 |  |
|  | Governmen |  | 22,166 |  |  | 22,166 |  |
|  | Total Perfor | Loans | 137,912 | 1 | 43,565 | 181,478 |  |
|  | NON PERFO | G LOANS |  |  |  |  |  |
|  | Commercia |  | 4,652 |  | 744 | 5,396 |  |
|  | Interbank |  | 14 |  |  | 14 |  |
|  | Consumer |  | 886 | 1 |  | 887 |  |
|  | Mortgages |  | 143 |  |  | 143 |  |
|  | Governmen |  |  |  |  | 0 |  |
|  | Total Non P | rming Loans | 5,695 | 1 | 744 | 6,440 |  |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

Loan Loss Reserves at March 31, 2014
(constant million pesos as of March 31, 2014) 25,402

- Adjustment for inflation Mar '13 - Jun '14 -70

| Loan Loss Reserves at June, $\mathbf{2 0 1 4}$ (million nominal <br> pesos) | $\mathbf{2 5 , 4 7 2}$ |
| :--- | :---: |
| + Provisions recorded during the period | $-2,383$ |
| + Currency valuation \& other | -317 |

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 | 3,264,879 |
| 8 days to 1 month |  |
| 1 to 3 months | 925,394 |
| 3 to 6 months |  |
| 6 to 9 months |  |
| 9 months to 1 year |  |
| 1 to 2 years | 648,723 |
| 2 to 3 years |  |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 39,204 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 4,878,200 |

# CNBV GAAP Financial Statements 

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)


## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| ASSETS | Dec-12 | Mar-13 | Jun-13 | Sep-13 | Dec-13 | Mar-14 | Jun-14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 39,322.7 | 21,420.1 | 27,705.2 | 33,711.9 | 18,743.8 | 24,442.6 | 17,198.3 |
| Margin Accounts | 503.8 | 107.9 | 233.8 | 1,454.3 | 650.6 | 419.3 | 630.3 |
| Financial Instruments | 79,848.3 | 93,307.6 | 101,493.3 | 107,280.4 | 94,662.0 | 87,616.2 | 97,828.3 |
| Negotiable | 56,346.6 | 66,979.7 | 75,061.2 | 77,834.2 | 65,875.9 | 58,900.5 | 69,795.1 |
| For Sale | 391.9 | 374.7 | 406.9 | 355.3 | 355.9 | 349.0 | 348.7 |
| Held to Maturity | 23,109.8 | 25,953.2 | 26,025.3 | 29,090.9 | 28,430.2 | 28,366.7 | 27,684.5 |
| Repos \& Derivatives | 13,141.4 | 23,835.2 | 35,008.2 | 13,004.6 | 10,362.7 | 16,569.7 | 18,890.5 |
| Repo Operations | 981.8 | 10,599.7 | 25,501.0 | 3,694.4 | 1,130.3 | 7,233.2 | 9,823.5 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 12,159.6 | 13,235.5 | 9,507.2 | 9,310.2 | 9,232.4 | 9,336.5 | 9,067.0 |
| Adjusted Valuation for Financial Assets | 1,417.9 | 1,244.4 | 693.2 | 773.8 | 563.7 | 732.9 | 1,162.1 |
| LOANS | 170,408.9 | 171,549.9 | 176,196.5 | 184,314.8 | 190,327.3 | 184,089.5 | 182,775.1 |
| Commercial | 129,630.3 | 129,653.4 | 130,019.8 | 132,743.4 | 135,276.6 | 127,020.6 | 130,067.4 |
| Interbank | 7,554.3 | 6,531.2 | 6,657.1 | 6,864.8 | 6,664.3 | 7,768.2 | 7,050.5 |
| Consumer | 13,903.3 | 15,992.7 | 17,131.0 | 18,276.9 | 19,695.5 | 20,781.3 | 22,409.5 |
| Housing | 1,177.7 | 1,168.4 | 1,150.1 | 1,126.3 | 1,123.5 | 1,073.0 | 1,081.3 |
| Governments | 18,143.4 | 18,204.2 | 21,238.5 | 25,303.3 | 27,567.4 | 27,446.4 | 22,166.3 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 6,634.1 | 6,318.0 | 8,402.0 | 8,992.8 | 8,752.1 | 7,564.8 | 6,802.8 |
| TOTAL GROSS LOANS | 177,043.0 | 177,867.8 | 184,598.5 | 193,307.6 | 199,079.4 | 191,654.3 | 189,577.9 |
| Loan Loss Reserves | 25,404.3 | 27,319.2 | 28,428.7 | 29,118.8 | 27,002.0 | 25,943.9 | 22,829.9 |
| TOTAL NET LOANS | 151,638.8 | 150,548.6 | 156,169.9 | 164,188.8 | 172,077.4 | 165,710.3 | 166,748.0 |
| Insurance and bonding companies | 1,564.8 | 1,576.2 | 474.3 | 469.4 | 466.0 | 439.9 | 398.5 |
| Premium debtors (net) | 6,977.9 | 5,701.2 | 10,936.4 | 9,525.9 | 9,901.3 | 9,096.0 | 9,387.3 |
| Reinsurance and rebonders | 16,498.7 | 14,850.2 | 17,748.1 | 21,125.8 | 21,445.5 | 21,056.3 | 20,024.2 |
| Receivables, Sundry Debtors \& Adv. Payments (net) | 14,955.4 | 13,128.4 | 8,731.7 | 21,259.4 | 14,366.3 | 14,699.4 | 10,251.1 |
| Repossessed Assets (net) | 854.9 | 1,251.1 | 1,499.9 | 2,776.3 | 2,047.8 | 1,733.7 | 1,574.9 |
| Fixed Assets (net) | 3,971.1 | 3,949.1 | 3,992.1 | 4,027.3 | 4,362.2 | 4,943.1 | 4,952.1 |
| Permanent Equity Investments | 7,516.3 | 7,863.7 | 7,875.1 | 8,115.8 | 7,665.5 | 7,750.4 | 8,374.8 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 2,155.8 | 2,672.3 | 2,611.3 | 2,852.9 | 2,879.7 | 2,143.6 | 2,867.6 |
| TOTAL ASSETS | 340,367.7 | 341,456.1 | 375,172.5 | 390,566.8 | 360,194.5 | 357,353.6 | 360,288.1 |


| LIABILITIES | Dec-12 | Mar-13 | Jun-13 | Sep-13 | Dec-13 | Mar-14 | Jun-14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 140,464.9 | 132,279.2 | 150,378.4 | 144,267.4 | 149,159.3 | 153,540.5 | 156,020.2 |
| Demand Deposits | 59,685.4 | 59,964.7 | 62,161.6 | 62,486.8 | 65,114.9 | 69,926.0 | 64,721.6 |
| Time Deposits | 37,890.0 | 29,204.0 | 40,275.2 | 28,451.1 | 24,764.0 | 21,830.3 | 13,654.9 |
| Unsecured Notes (CEBURES) | 42,889.5 | 43,110.6 | 47,941.6 | 53,329.4 | 59,280.4 | 61,784.2 | 77,643.7 |
| INTERBANK LOANS \& OTHER | 5,143.0 | 4,777.7 | 3,467.5 | 7,912.4 | 12,939.5 | 5,991.6 | 4,878.2 |
| TECHNICAL RESERVES | 59,074.2 | 57,658.9 | 61,602.9 | 65,671.0 | 66,379.0 | 67,000.2 | 66,538.9 |
|  | 28,682.8 | 38,546.6 | 43,918.3 | 40,677.1 | 15,438.7 | 15,686.2 | 23,587.6 |
| Repo Operations | 13,708.4 | 24,592.3 | 34,574.8 | 31,408.1 | 6,811.3 | 7,236.2 | 14,632.9 |
| Credit related operations |  |  |  |  |  |  |  |
| Derivatives | 14,974.4 | 13,954.4 | 9,343.5 | 9,269.0 | 8,627.5 | 8,450.1 | 8,954.7 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 3,073.7 | 2,179.9 | 6,467.8 | 5,714.4 | 5,122.3 | 4,424.1 | 4,464.7 |
| OTHER ACCOUNTS PAYABLE | 21,599.6 | 22,320.8 | 23,738.2 | 36,992.2 | 22,567.9 | 20,847.3 | 12,943.1 |
| Income tax \& Employee profit sharing | 1,045.1 | 1,480.4 | 1,199.1 | 1,979.8 | 2,400.6 | 2,644.7 | 2,247.6 |
| Other accounts payable | 20,554.6 | 20,840.3 | 22,539.1 | 35,012.4 | 20,167.4 | 18,202.6 | 10,695.5 |
| DEFERRED TAXES | 3,502.6 | 3,055.3 | 4,216.4 | 4,622.2 | 5,974.6 | 4,984.6 | 4,974.3 |
| DEFERRED CREDITS | 405.9 | 532.5 | 408.1 | 414.0 | 448.1 | 472.1 | 493.1 |
| TOTAL LIABILITIES | 261,946.9 | 261,350.8 | 294,197.7 | 306,270.7 | 278,029.4 | 272,946.7 | 273,900.0 |
| STOCKHOLDERS'EQUITY |  |  |  |  |  |  |  |
| SUSCRIBED CAPITAL | 27,408.5 | 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 | 14,206.5 |
| Share Subscription Premium | 13,202.0 | 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 | 0.0 |
| EARNED CAPITAL | 50,913.8 | 52,591.7 | 53,483.7 | 56,798.6 | 54,662.7 | 56,911.3 | 58,894.7 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 39,996.1 | 48,837.7 | 46,264.8 | 46,311.4 | 36,244.6 | 52,323.7 | 49,684.0 |
| Valuation surplus (Deficit) of available for sale instruments | (972.5) | (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 | 0.0 |
| Valuation effects on affiliates and associated firms | 0.0 | 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 | 0.0 |
| Net Income of the period | 8,791.8 | 1,628.1 | 5,092.9 | 8,361.3 | 16,292.2 | 2,461.7 | 7,084.8 |
| Minority Interest | 98.4 | 105.0 | 82.6 | 89.1 | 93.9 | 87.0 | 84.8 |
| TOTAL STOCKHOLDERS' EQUITY | 78,420.8 | 80,105.2 | 80,974.8 | 84,296.2 | 82,165.1 | 84,406.9 | 86,388.0 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 340,367.7 | 341,456.1 | 375,172.5 | 390,566.8 | 360,194.5 | 357,353.6 | 360,288.1 |


| GRUPO FINANCIERO INBURSA |
| :--- |
| MEMORANDUM ACCOUNTS |
| Million Pesos |

CUSTOMER POSITION ACCOUNTS
CUSTOMER CURRENT ACCOUNTS

| GRUPO FINANCIERO INBURSA <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2014 (MM PS) |  |
| :---: | :---: |
|  | Jun-14 |
| OPERATING ACTIVITIES |  |
| Net Income | 7,085 |
| Subsidiaries' Income | (337) |
| Depreciation \& Amortization | 134 |
| Deferred assets Amortization |  |
| Technical reserves | 1,405 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 1,290 |
| Others |  |
|  | 9,577 |
| Margin Accounts | 20 |
| Financial Instruments | $(3,166)$ |
| Repos Debtors | $(8,693)$ |
| Derivatives (Assets) | 165 |
| Cash increase (decrease) from Loan Portfolio | 5,329 |
| Insurance and bonding accounts | 67 |
| Premium debtors | 514 |
| Reinsurances and rebonding (Assets) | 1,421 |
| Repossed Assets | 473 |
| Operative Assets | 4,126 |
| Cash increase (decrease) from funding | 6,861 |
| Banking Loans \& Other Financial Institutions | $(8,061)$ |
| Repos | 7,822 |
| Derivatives (Liabilities) | 327 |
| Reinsurances and rebonding (Liabilities) | (658) |
| Operative Liabilities | $(12,190)$ |
| Others | $(1,843)$ |
|  | $(7,486)$ |
| Cash flow from operating activities | 2,091 |
| Financing Activities | $(2,533)$ |
| Dividends Payment Spin-Offs | $(2,533)$ |
| Cash Flow From Financing Activities | $(2,533)$ |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (723) |
| Receivables, Sundry Debtors \& Adv. Payments |  |
| Subsidiaries |  |
| Repossessed Property |  |
| Buy(sell) cash dividends |  |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable | (381) |
| Cash Flow From Investment Activities | $(1,104)$ |
| Net Increase in Cash | $(1,546)$ |
| Cash at beginning of the period | 18,744 |
| Cash at end of period | 17,198 |

BANCO INBURSA
Consolidated Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Interest Income | 4,150.4 | 4,136.7 | 4,463.5 | 4,412.2 | 4,362.1 | 4,425.0 | 8,787.0 | 8,287.1 |
| Interest Expense | 1,952.7 | 1,762.8 | 1,925.7 | 2,044.8 | 1,864.5 | 1,774.9 | 3,639.4 | 3,715.6 |
| Financial Margin | 2,197.7 | 2,373.8 | 2,537.9 | 2,367.4 | 2,497.6 | 2,650.1 | 5,147.6 | 4,571.5 |
| Loan Loss Provisions | 1,980.6 | 1,288.4 | 1,253.4 | $(1,924.2)$ | 280.1 | (20.5) | 259.6 | 3,269.0 |
| Risk Adjusted Net Interest Income | 217.0 | 1,085.4 | 1,284.5 | 4,291.6 | 2,217.4 | 2,670.6 | 4,888.0 | 1,302.4 |
| Comissions and Fees | 679.5 | 695.6 | 953.1 | 857.0 | 655.8 | 717.0 | 1,372.8 | 1,375.0 |
| Market-Related Income | - (478.5) | 3,815.6 | 2,122.4 | 4,530.8 | (418.7) | (347.3) | (766.0) | 3,337.1 |
| Other operational income (expense) | - 161.3 | 76.2 | 171.3 | (291.8) | 1,096.6 | 2,358.3 | 3,454.9 | 237.5 |
| Operating Revenues | 579.3 | 5,672.8 | 4,531.3 | 9,387.5 | 3,551.0 | 5,398.6 | 8,949.6 | 6,252.1 |
| Non-Interest Expense | - 992.7 | 1,077.9 | 1,093.4 | 1,331.8 | 1,186.6 | 1,225.2 | 2,411.8 | 2,070.6 |
| Operating Income | (413.4) | 4,594.9 | 3,437.9 | 8,055.8 | 2,364.5 | 4,173.4 | 6,537.8 | 4,181.5 |
| Other Income (Expenses) | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | (413.4) | 4,594.9 | 3,437.9 | 8,055.8 | 2,364.5 | 4,173.4 | 6,537.8 | 4,181.5 |
| Incurred Income Tax \& Profit Sharing | - 38.3 | 45.4 | 399.0 | 1,036.0 | - 776.7 | 403.4 | 1,180.2 | 83.7 |
| Deferred Income Tax | - (362.1) | 1,409.2 | 590.3 | 948.9 | (237.4) | 89.4 | (148.1) | 1,047.0 |
| Net Income Before Subsidiaries' Net Income | (89.5) | 3,140.3 | 2,448.6 | 6,070.9 | 1,825.2 | 3,680.5 | 5,505.7 | 3,050.8 |
| Subsidiaries' Net Income | - 220.5 | 200.2 | 218.2 | 101.7 | - 163.5 | 254.7 | 418.2 | 420.7 |
| Continous Operations' Net Income | - 130.9 | 3,340.5 | 2,666.8 | 6,172.6 | - 1,988.7 | 3,935.2 | 5,923.9 | 3,471.4 |
| Discontinued Operations \& Extraordinary Items | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Minority Interest | - (32.6) | (29.2) | (31.9) | (37.7) | - 24.5 | 92.5 | 117.1 | (61.8) |
| Net Income | 98.4 | 3,311.3 | 2,634.9 | 6,134.8 | 2,013.2 | 4,027.8 | 6,041.0 | 3,409.7 |

BANCO INBURSA
Consolidated Balance Sheet Million Pesos

| Assets | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 39,436.8 | 21,568.4 | 27,842.3 | 33,845.9 | 18,875.6 | 24,588.1 | 17,330.9 |
| Margin Accounts | 503.8 | 107.9 | 233.8 | 1,454.3 | 650.6 | 419.3 | 630.3 |
| Financial Instruments | 16,508.2 | 15,953.4 | 15,443.3 | 22,828.2 | 29,939.9 | 24,759.4 | 28,012.8 |
| Negotiable | 15,613.3 | 15,065.6 | 14,496.8 | 21,864.6 | 28,935.1 | 24,486.0 | 27,739.7 |
| For Sale | 286.0 | 267.1 | 283.2 | 280.4 | 280.3 | 273.4 | 273.0 |
| Held to Maturity | 608.8 | 620.6 | 663.3 | 683.2 | 724.5 | 0.0 | 0.0 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 13,604.3 | 19,214.2 | 35,368.5 | 13,434.9 | 10,666.0 | 16,858.6 | 19,218.3 |
| Repo Operations | 999.7 | 5,698.3 | 25,522.2 | 3,747.9 | 1,139.4 | 7,246.9 | 9,836.1 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 12,604.5 | 13,516.0 | 9,846.3 | 9,687.0 | 9,526.6 | 9,611.7 | 9,382.3 |
| Adjusted Valuation for Financial Assets | 1,417.9 | 1,244.4 | 693.2 | 773.8 | 563.7 | 732.9 | 1,162.1 |
| LOANS | 169,794.0 | 170,751.1 | 175,362.3 | 183,267.0 | 189,215.1 | 182,820.9 | 181,478.4 |
| Commercial | 126,479.6 | 126,389.2 | 126,799.0 | 129,469.7 | 131,999.8 | 123,808.4 | 126,911.4 |
| Interbank | 12,484.3 | 11,644.4 | 11,939.4 | 12,406.9 | 13,248.7 | 14,733.5 | 15,058.7 |
| Consumer | 11,509.3 | 13,344.9 | 14,235.6 | 14,960.8 | 15,275.7 | 15,759.8 | 16,260.6 |
| Housing | 1,177.7 | 1,168.4 | 1,150.1 | 1,126.3 | 1,123.5 | 1,073.0 | 1,081.3 |
| Governments | 18,143.1 | 18,204.2 | 21,238.3 | 25,303.3 | 27,567.4 | 27,446.2 | 22,166.3 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 6,089.8 | 5,814.8 | 7,898.7 | 8,603.3 | 8,369.1 | 7,270.5 | 6,440.3 |
| Total Gross Loans | 175,883.8 | 176,565.9 | 183,261.1 | 191,870.3 | 197,584.1 | 190,091.4 | 187,918.7 |
| Preventive Provision for Credit Risks | $(25,094.2)$ | $(26,513.5)$ | $(28,026.8)$ | $(28,661.3)$ | $(26,428.1)$ | $(25,402.3)$ | (22,177.2) |
| Total Net Loans | 150,789.7 | 150,052.4 | 155,234.2 | 163,209.0 | 171,156.0 | 164,689.1 | $\begin{gathered} 165,741.5 \\ 0.0 \end{gathered}$ |
| Receivables, Sundry Debtors \& Adv. Payments | 14,086.3 | 12,210.5 | 7,798.2 | 20,382.6 | 13,500.1 | 13,816.6 | 8,663.7 |
| Fixed Assets (net) | 872.3 | 873.7 | 887.9 | 899.7 | 1,129.9 | 1,570.1 | 1,175.8 |
| Repossessed Property | 685.9 | 645.5 | 1,338.5 | 2,613.1 | 1,884.6 | 1,147.3 | 1,502.5 |
| Permanent Equity Investments | 7,381.2 | 7,732.4 | 7,732.2 | 7,965.8 | 7,430.6 | 7,582.5 | 8,236.0 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 530.2 | 528.8 | 516.6 | 509.5 | 496.6 | 620.1 | 745.1 |
| TOTAL ASSETS | 245,816.5 | 230,131.6 | 253,088.8 | 267,916.8 | 256,293.6 | 256,784.0 | 252,419.2 |


|  | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 150,819.2 | 141,386.2 | 159,860.7 | 154,128.7 | 156,638.0 | 161,340.6 | 162,018.0 |
| Demand Deposits | 59,875.5 | 60,257.0 | 62,398.7 | 62,708.0 | 65,327.5 | 70,156.2 | 64,942.1 |
| Time Deposits | 40,857.3 | 30,987.9 | 41,871.7 | 29,791.4 | 26,179.2 | 23,113.4 | 14,904.6 |
| Unsecured Notes (CEBURES) | 50,086.4 | 50,141.4 | 55,590.3 | 61,629.3 | 65,131.3 | 68,070.9 | 82,171.4 |
| Interbank Loans \& Other | 5,143.0 | 4,777.7 | 3,467.5 | 7,912.4 | 12,939.5 | 5,991.6 | 4,878.2 |
| Repo Operations | 0.0 | 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 | 0.0 |
| Derivatives | 14,974.4 | 13,954.4 | 9,343.5 | 9,269.0 | 8,627.5 | 8,448.8 | 8,954.7 |
| Other Accounts Payable | 18,013.2 | 13,353.6 | 19,376.9 | 31,910.0 | 14,369.7 | 14,825.2 | 7,292.9 |
| Income Tax \& Employee Profit Sharing | 30.1 | 58.4 | 91.3 | 489.7 | 895.2 | 1,744.7 | 1,184.0 |
| Deferred Taxes | 1,199.7 | 781.6 | 2,080.6 | 2,670.2 | 3,729.4 | 3,450.5 | 3,507.2 |
| Deferred Credits | 280.8 | 279.0 | 275.3 | 278.6 | 305.5 | 321.1 | 344.8 |
| TOTAL LIABILITIES | 190,460.4 | 174,590.9 | 194,495.7 | 206,658.7 | 197,504.8 | 196,122.4 | 188,179.8 |
| SUSCRIBED CAPITAL | 25,264.3 | 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 | 17,579.5 |
| Share subscription premium | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 |
| EARNED CAPITAL | 30,091.7 | 30,276.4 | 33,328.7 | 35,993.8 | 33,524.5 | 35,397.3 | 38,975.1 |
| Capital Reserves | 6,773.7 | 6,773.7 | 7,181.6 | 7,181.6 | 7,181.6 | 7,181.6 | 8,376.8 |
| Retained Earnings | 17,640.5 | 22,177.7 | 21,513.4 | 21,513.4 | 12,903.5 | 25,082.8 | 23,627.6 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 263.6 | 263.6 | 264.5 | 252.1 | 264.5 |
| Available for Sale | 26.0 | 24.7 | 23.2 | 21.5 | 20.3 | 17.8 | 7.9 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | (27.9) | (118.8) | (213.0) |
| Net income of the period | 4,482.3 | 98.4 | 3,409.7 | 6,044.5 | 12,179.4 | 1,964.1 | 5,806.8 |
| Minority Interest | 904.0 | 936.6 | 937.2 | 969.2 | 1,003.1 | 1,017.5 | 1,104.4 |
| Total Stockholders' Equity | 55,356.0 | 55,540.7 | 58,593.0 | 61,258.1 | 58,788.8 | 60,661.6 | 64,239.3 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 245,816.5 | 230,131.6 | 253,088.8 | 267,916.8 | 256,293.6 | 256,784.0 | 252,419.2 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| Guarantees Granted | 0.0 | 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 | 0.0 |
| Irrevocable Lines of Credit Granted | 6,839.4 | 10.3 | 7,604.7 | 8,798.1 | 5,125.1 | 4,097.5 | 3,972.4 |
| Goods in Trust or Mandate | 410,440.9 | 415,143.3 | 403,247.3 | 450,366.3 | 452,832.5 | 453,670.6 | 462,955.1 |
| Investment Banking Operations on Behalf of Third Parties | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Goods in Custody or Under Administration | 540,596.3 | 493,389.1 | 485,037.5 | 522,782.8 | 589,138.4 | 577,343.4 | 584,640.0 |
| Collaterals received | 23,156.4 | 82,244.4 | 47,990.2 | 97,695.9 | 74,724.6 | 90,648.8 | 83,229.8 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 1,230,570.0 | 1,364,869.8 | 1,167,124.5 | 1,183,671.0 | 1,135,225.4 | 1,095,979.5 | 1,024,737.6 |
|  | 2,211,602.9 | 2,355,657.0 | 2,111,004.3 | 2,263,314.1 | 2,257,046.1 | 2,221,739.8 | 2,159,534.9 |


| BANCO INBURSA, S.A. <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2014 <br> (MM PS) |  |
| :---: | :---: |
|  | Jun-14 |
| OPERATING ACTIVITIES |  |
| Net Income | 5,807 |
| Subsidiaries' Income | (418) |
| Depreciation \& Amortization | 65 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 1,032 |
| Provisions |  |
| Others | 260 |
|  | 6,745 |
| Margin Accounts | 20 |
| Financial Instruments | 1,927 |
| Repos debtors | $(8,697)$ |
| Derivatives (Assets) | (484) |
| Cash increase (decrease) from Loan Portfolio | 5,155 |
| Repossed Assets | 369 |
| Operative Assets | 4,836 |
| Cash increase (decrease) from funding | 5,380 |
| Banking Loans \& Other Financial Institutions | $(8,061)$ |
| Derivatives (Liabilities) | 1,071 |
| Operative Liabilities | $(8,346)$ |
| Coverage instruments | (713) |
|  | $(7,543)$ |
| Cash flow from operating activities | (798) |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | (387) |
| Buy(sell) of fixed assets | (110) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | (249) |
| Cash Flow From Investment Activities | (746) |
| Net Increase in Cash | $(1,545)$ |
| Cash at beginning of the period | 18,876 |
| Cash at end of period | 17,331 |

## OPERADORA INBURSA

Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Earnings from Investment Sales | 1.6 | 0.8 | 0.8 | 0.7 | 0.4 | 0.9 | 1.3 | 2.5 |
| Asset Management Income | 125.7 | 131.1 | 131.6 | 133.2 | 131.4 | 134.8 | 266.1 | 256.8 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 0.1 | 5.7 | 0.1 | 5.8 | 0.2 |
| Unrealized Gain on Portfolio Valuation | 2.5 | (2.6) | 10.4 | 50.3 | (26.1) | 52.8 | 26.7 | (0.1) |
| Total Earnings | 129.9 | 129.5 | 142.9 | 184.4 | 111.4 | 188.6 | 300.0 | 259.4 |
| General Expenses | 58.1 | 60.3 | 60.6 | 77.9 | \% 61.2 | 63.8 | 125.0 | 118.4 |
| Total expenses | 58.1 | 60.3 | 60.6 | 77.9 | 61.2 | 63.8 | 125.0 | 118.4 |
| Earnings Before Taxes | 71.8 | 69.2 | 82.3 | 106.5 | 50.3 | 124.8 | 175.0 | 141.0 |
| Incurred Income Tax \& Profit Sharing | 20.0 | 20.2 | 24.1 | 36.5 | - 8.2 | 11.0 | 19.2 | 40.2 |
| Net Income Before Deferred Accounts | 51.8 | 49.0 | 58.3 | 70.0 | F 42.1 | 113.8 | 155.9 | 100.8 |
| Earnings from subsidiaries | 9.3 | 7.1 | 10.0 | 17.2 | 4.1 | 35.6 | 39.7 | 16.4 |
| Unadjusted for monetary position result | 61.1 | 56.1 | 68.3 | 87.2 | \% 46.2 | 149.4 | 195.6 | 117.2 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 61.1 | 56.1 | 68.3 | 87.2 | 46.2 | 149.4 | 195.6 | 117.2 |

## OPERADORA INBURSA

bALANCE SHEET
Million Pesos

| ASSETS | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.0 | 0.6 | 0.0 | 0.6 | 0.1 |
| Negotiable Instruments | 998.1 | 826.8 | 889.6 | 855.1 | 899.4 | 897.8 |
| Sundry Debtors | 55.3 | 54.4 | 51.7 | 52.6 | 54.7 | 55.7 |
| Provisional Payments | 13.6 | 34.1 | 55.1 | 0.0 | 17.3 | 32.7 |
| Permanent investments | 402.8 | 409.9 | 419.9 | 435.4 | 439.5 | 475.2 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,469.9 | 1,325.2 | 1,417.0 | 1,343.1 | 1,411.6 | 1,461.5 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Sundry Creditors | 41.5 | 22.5 | 22.1 | 2.6 | 24.1 | 23.5 |
| Payable Taxes | 32.9 | 53.1 | 74.5 | 17.1 | 30.5 | 52.5 |
| Deferred Income Tax | 168.2 | 166.3 | 168.8 | 184.6 | 172.0 | 161.2 |
| TOTAL LIABILITIES | 242.7 | 241.9 | 265.4 | 204.3 | 226.6 | 237.2 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Stockholders' Equity | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 |
| Legal Reserve | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 |
| Retained Earnings | 1,137.7 | 937.7 | 937.7 | 837.7 | 1,110.4 | 1,000.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 61.1 | 117.2 | 185.5 | 272.7 | 46.2 | 195.6 |
| TOTAL STOCKHOLDERS' EQUITY | 1,227.2 | 1,083.3 | 1,151.6 | 1,138.8 | 1,185.0 | 1,224.4 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,469.9 | 1,325.2 | 1,417.0 | 1,343.1 | 1,411.6 | 1,461.5 |

INVERSORA BURSATIL

| Income Statement |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos |  |  |  |  |  |  | Acumulated |  |
|  | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Commisions \& Tariffs | 303.6 | 333.4 | 422.0 | 205.4 | 143.0 | 89.0 | 232.0 | 637.0 |
| Earnings From Services | 303.6 | 333.4 | 422.0 | 205.4 | 143.0 | 89.0 | 232.0 | 637.0 |
| Income from sale of securities | 136.8 | 370.2 | 175.0 | 230.3 | - 72.0 | 548.0 | 620.0 | 507.0 |
| Interest Income | 849.9 | 589.1 | 821.0 | 863.1 | - 491.0 | 395.0 | 886.0 | 1,439.0 |
| Interest Expense | (953.8) | (911.2) | $(1,060.0)$ | (955.6) | - (532.0) | (438.0) | (970.0) | $(1,865.0)$ |
| Unrealized gain on Portfolio Valuation | 1.2 | (177.2) | (21.0) | 49.3 | - (202.0) | (395.0) | (597.0) | (176.0) |
| Financial Margin | 34.1 | (129.1) | (85.0) | 187.1 | (171.0) | 110.0 | (61.0) | (95.0) |
| Operating Income | 337.6 | 204.4 | 337.0 | 392.5 | (28.0) | 199.0 | 171.0 | 542.0 |
| General Expenses | 72.8 | 72.2 | 80.0 | 106.9 | 69.0 | 72.0 | 141.0 | 145.0 |
| Operating Margin | 264.9 | 132.1 | 257.0 | 285.6 | (97.0) | 127.0 | 30.0 | 397.0 |
| 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 | 264.9 | 132.1 | 257.0 | 285.6 | (97.0) | 127.0 | 30.0 | 397.0 |
| Incurred Income Tax \& Profit Sharing | 70.2 | 95.8 | 78.0 | 52.2 | - 26.0 | 28.0 | 54.0 | 166.0 |
| Deffered Income Tax | (0.7) | (58.3) | (3.0) | 19.2 | (64.0) | 4.0 | (60.0) | (59.0) |
| Net Income Before Subsidiaries' Net Income | 195.3 | 94.7 | 182.0 | 214.2 | (59.0) | 95.0 | 36.0 | 290.0 |
| Subsidiaries' Net Income | 0.4 | (0.4) | 0.0 | 0.2 | - (1.0) | 0.0 | (1.0) | 0.0 |
| Net Income | 195.7 | 94.3 | 182.0 | 214.4 | (60.0) | 95.0 | 35.0 | 290.0 |

## INVERSORA BURSATIL



| SEGUROS INBURSA <br> Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1 Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Premiums written | 5,351.9 | 9,690.8 | 4,489.0 | 4,236.2 | 6,065.7 | 4,302.9 | 10,368.5 | 15,042.7 |
| Premiums ceded | 2,499.8 | 6,513.1 | 1,832.3 | 1,047.1 | -3,216.6 | 1,529.0 | 4,745.6 | 9,012.9 |
| Retained Premiums | 2,852.1 | 3,177.7 | 2,656.7 | 3,189.0 | 2,849.0 | 2,773.9 | 5,622.9 | 6,029.8 |
| Increased in reserve for unearned premiums | (66.8) | 504.5 | 260.6 | 469.9 | - 265.9 | 262.0 | 527.9 | 437.7 |
| Retained earned premiums | 2,919.0 | 2,673.2 | 2,396.0 | 2,719.1 | 2,583.2 | 2,511.9 | 5,095.0 | 5,592.2 |
| Net Acquisition Cost | [ 394.0 | 441.1 | 466.7 | 495.0 | 451.8 | 486.4 | 938.2 | 835.1 |
| Commisions to agents | - 248.0 | 242.6 | 243.6 | 248.6 | - 268.8 | 242.5 | 511.4 | 490.6 |
| Additional compensation to agents | 99.4 | 100.2 | 110.3 | 108.6 | - 99.3 | 114.2 | 213.5 | 199.6 |
| Commisions for re-insurance taken | - 5.3 | 2.4 | 7.0 | 5.9 | - 6.6 | 6.6 | 13.2 | 7.8 |
| Commisions for re-insurance given | - (223.3) | (291.4) | (163.9) | (126.7) | - (244.7) | (138.6) | (383.3) | (514.6) |
| Coverage on losses excess | - 94.9 | 212.1 | 99.8 | 71.1 | - 96.9 | 96.4 | 193.3 | 307.0 |
| Others | 169.6 | 175.2 | 169.8 | 187.4 | - 224.9 | 165.2 | 390.2 | 344.8 |
| Net cost of claims and contractual obligations | 1,600.0 | 1,770.2 | 1,947.2 | 925.1 | 1,715.7 | 1,801.8 | 3,517.5 | 3,370.2 |
| Claims and other contractual obligations | 1,598.5 | 1,768.7 | 1,956.9 | 1,040.0 | 1,715.7 | 1,834.4 | 3,550.1 | 3,367.2 |
| Claims recovered from re-insurance | [ (1.5) | (1.5) | 9.7 | 114.8 | - 0.0 | 32.6 | 32.6 | (3.0) |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 925.0 | 461.9 | (17.8) | 1,299.0 | 415.7 | 223.7 | 639.3 | 1,386.9 |
| Net Increase in other technical reserve | 343.3 | 315.8 | 262.2 | 349.2 | - 383.8 | 371.0 | 754.8 | 659.1 |
| Catastrophic risks reserves | 342.6 | 315.5 | 262.8 | 347.9 | - 383.2 | 369.3 | 752.5 | 658.1 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | - 0.7 | 0.3 | 0.4 | 1.5 | - 0.6 | 1.8 | 2.4 | 1.0 |
| Other reserves | 0.0 | 0.0 | (1.1) | (0.2) | F 0.0 | (0.1) | (0.1) | 0.0 |
| Gross profit | 581.7 | 146.1 | (280.1) | 949.8 | 31.8 | (147.3) | (115.5) | 727.8 |
| Net operating expenses | [ 342.3 | 565.9 | 205.7 | 526.1 | - 173.7 | 348.6 | 522.2 | 908.2 |
| Administrative and operating expenses | (182.0) | 123.3 | (200.2) | (139.3) | F (220.9) | (193.3) | (414.2) | (58.7) |
| Personnel expenses | [ 512.1 | 430.9 | 393.8 | 654.0 | - 380.9 | 528.6 | 909.6 | 943.0 |
| Depreciation and amortization | - 12.2 | 11.7 | 12.0 | 11.4 | - 13.6 | 13.2 | 26.8 | 23.9 |
| Operating Profits | 239.4 | (419.9) | (485.7) | 423.7 | (141.8) | (495.9) | (637.7) | (180.4) |
| Net Financial Income | 627.5 | 204.4 | 244.1 | 818.4 | - (115.8) | 796.0 | 680.3 | 831.9 |
| On investments | - 264.5 | 299.3 | 272.7 | 386.0 | - 252.5 | 293.8 | 546.2 | 563.8 |
| Investments sales | (3.0) | 0.7 | 0.3 | (4.8) | - (0.3) | 21.5 | 21.2 | (2.2) |
| Investments revaluation | 435.7 | (181.0) | (76.5) | 421.3 | - (424.2) | 439.6 | 15.4 | 254.7 |
| Charges on premiums | 37.1 | 37.5 | 39.0 | 39.0 | - 37.9 | 40.8 | 78.7 | 74.6 |
| Others | - 3.6 | 6.4 | 6.2 | 4.0 | - 4.6 | 5.6 | 10.2 | 10.0 |
| Forex | (110.4) | 41.5 | 2.3 | (27.1) | - 13.8 | (5.2) | 8.6 | (68.9) |
| Participated income from permanent investments | 79.4 | 119.3 | 80.5 | (31.8) | - 46.3 | 55.0 | 101.3 | 198.7 |
| Income before income taxes \& employee profit sharing | 946.3 | (96.1) | (161.1) | 1,210.3 | (211.3) | 355.1 | 143.8 | 850.1 |
| Provision for income tax | 257.6 | 24.5 | (95.9) | 344.4 | - (124.5) | 94.6 | (30.0) | 282.2 |
| 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 | 688.6 | (120.6) | (65.2) | 865.9 | (86.8) | 260.5 | 173.8 | 568.0 |

## SEGUROS INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 30,369.8 | 31,301.4 | 31,281.9 | 32,412.2 | 32,591.9 | 33,240.0 | 32,839.5 |
| Securities | 27,513.0 | 28,454.1 | 29,546.8 | 30,684.6 | 30,768.3 | 31,433.7 | 31,041.3 |
| Government | 13,279.9 | 12,506.5 | 13,310.9 | 13,587.6 | 13,685.3 | 14,454.4 | 13,523.4 |
| Private companies | 9,298.6 | 10,462.2 | 11,158.2 | 12,067.1 | 11,885.6 | 12,017.7 | 11,404.4 |
| Debt Instruments | 8,229.6 | 9,029.9 | 8,565.9 | 9,473.9 | 9,137.7 | 9,424.5 | 8,811.2 |
| Equities | 1,068.9 | 1,432.3 | 2,592.3 | 2,593.2 | 2,747.9 | 2,593.2 | 2,593.2 |
| Net unrealized gain on valuation | 4,842.1 | 5,169.2 | 4,983.7 | 4,902.9 | 5,107.5 | 4,830.3 | 6,017.5 |
| Interest debtors | 92.4 | 123.3 | 93.9 | 127.0 | 89.9 | 131.4 | 96.1 |
| Restricted securities | 0.0 | 192.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Loans | 1,488.8 | 1,483.0 | 374.6 | 370.7 | 354.9 | 341.7 | 337.9 |
| On policies | 237.6 | 243.3 | 249.6 | 250.7 | 240.2 | 233.0 | 232.9 |
| Secured | 1,208.7 | 1,202.4 | 94.5 | 90.2 | 84.6 | 77.6 | 66.1 |
| Unsecured | 0.0 | 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 | 0.0 |
| Past due loans | 43.9 | 42.3 | 41.3 | 37.7 | 36.9 | 37.7 | 45.3 |
| Interest debtors | 3.4 | 4.6 | 1.2 | 1.2 | 1.2 | 1.1 | 1.0 |
| Allowance for write-offs | (4.8) | (9.4) | (12.1) | (9.1) | (8.0) | (7.7) | (7.4) |
| Real estate | 1,368.1 | 1,364.3 | 1,360.6 | 1,356.9 | 1,468.8 | 1,464.6 | 1,460.4 |
| Real estate | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 |
| Net unrealized gain on valuation | 1,037.0 | 1,037.0 | 1,037.0 | 1,037.0 | 1,152.8 | 1,152.8 | 1,152.8 |
| Depreciation | (148.0) | (151.8) | (155.5) | (159.2) | (163.1) | (167.3) | (171.5) |
| Investments for labor obligations | 1,256.5 | 1,260.1 | 1,263.3 | 1,262.0 | 1,349.5 | 1,340.3 | 1,427.6 |
| Current assets | 8.8 | 61.2 | 10.4 | 12.5 | 13.3 | 7.6 | 8.3 |
| Cash and banks | 8.8 | 61.2 | 10.4 | 12.5 | 13.3 | 7.6 | 8.3 |
| Debtors | 6,881.8 | 5,512.4 | 10,757.8 | 9,336.6 | 9,733.6 | 8,872.5 | 9,298.3 |
| Premium debtors | 6,520.5 | 5,175.7 | 10,414.2 | 9,007.0 | 9,406.2 | 8,540.8 | 8,840.5 |
| Agents and adjusters | 6.4 | 6.7 | 9.2 | 9.9 | 11.2 | 10.1 | 10.8 |
| Notes receivable | 104.8 | 83.3 | 89.0 | 97.3 | 90.9 | 87.1 | 99.6 |
| Employee loans | 85.0 | 94.3 | 92.8 | 93.5 | 86.1 | 92.5 | 88.9 |
| Other | 205.6 | 193.8 | 195.1 | 172.2 | 181.7 | 185.3 | 302.8 |
| Allowance for write-offs | (40.6) | (41.5) | (42.4) | (43.3) | (42.4) | (43.4) | (44.3) |
| Reinsurers and rebonders | 16,176.5 | 14,528.2 | 17,425.3 | 20,798.0 | 21,104.3 | 20,705.1 | 19,656.6 |
| Insurance and bonding companies | 709.7 | 728.9 | 717.5 | 819.1 | 423.9 | 360.6 | 531.5 |
| Retained deposits | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 8,185.6 | 8,136.7 | 7,825.0 | 8,562.3 | 10,969.7 | 10,485.6 | 11,161.7 |
| Reinsurens share of unearned premiums | 7,280.5 | 5,662.0 | 8,882.2 | 11,416.0 | 9,710.2 | 9,858.3 | 7,962.8 |
| Permanent investments | 2,735.5 | 2,824.2 | 2,968.6 | 3,065.0 | 2,888.0 | 2,928.3 | 2,589.4 |
| Other assets | 798.0 | 1,122.0 | 982.0 | 933.2 | 1,012.0 | 533.9 | 631.3 |
| Furniture and equipment (net) | 114.5 | 108.2 | 101.6 | 106.1 | 111.9 | 105.3 | 99.2 |
| Foreclosed and repossessed assets | 19.2 | 14.5 | 11.4 | 13.2 | 13.2 | 13.2 | 13.2 |
| Sundry | 664.3 | 999.4 | 869.0 | 813.9 | 886.9 | 415.4 | 519.0 |
| Total assets | 58,227.0 | 56,609.5 | 64,689.2 | 67,819.5 | 68,692.6 | 67,627.6 | 66,451.1 |


| LIABILITIES | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 41,445.6 | 39,781.6 | 43,723.7 | 47,785.3 | 48,324.0 | 48,668.3 | 48,314.9 |
| Unearned premiums | 21,025.6 | 19,149.3 | 23,096.4 | 25,934.7 | 24,574.5 | 24,979.4 | 23,295.3 |
| Life | 8,834.7 | 8,719.4 | 9,279.9 | 9,392.1 | 9,693.7 | 9,744.0 | 10,193.4 |
| Accident and health | 12,133.7 | 10,368.9 | 13,754.8 | 16,478.3 | 14,804.6 | 15,157.1 | 13,009.1 |
| Current bonds | 57.2 | 61.1 | 61.8 | 64.4 | 76.3 | 78.4 | 92.9 |
| Contractual obligations | 13,474.5 | 13,343.6 | 13,022.8 | 13,982.7 | 15,532.2 | 15,088.8 | 16,048.5 |
| Losses and maturities | 9,897.7 | 9,795.9 | 9,989.5 | 11,347.3 | 13,322.1 | 12,941.2 | 13,714.5 |
| Reserve for incurred but not reported losses | 2,414.4 | 2,318.1 | 1,792.8 | 1,372.5 | 889.7 | 845.0 | 928.5 |
| Policy dividends | 296.9 | 335.2 | 321.8 | 358.7 | 408.1 | 393.6 | 430.7 |
| Managed insurance funds | 814.0 | 837.2 | 849.3 | 850.9 | 869.8 | 860.3 | 900.4 |
| Deposits premiums | 51.5 | 57.3 | 69.4 | 53.3 | 42.4 | 48.8 | 74.4 |
| Prevision | 6,945.4 | 7,288.7 | 7,604.5 | 7,867.8 | 8,217.2 | 8,600.0 | 8,971.1 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 0.0 | 0.0 |
| Catastrophic | 6,933.3 | 7,275.8 | 7,591.3 | 7,854.2 | 8,202.0 | 8,585.3 | 8,954.6 |
| Contingency | 11.1 | 11.8 | 12.2 | 12.6 | 14.1 | 14.7 | 16.5 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,157.4 | 1,166.0 | 1,174.8 | 1,176.0 | 1,263.1 | 1,265.3 | 1,366.6 |
| Creditors | 676.9 | 818.9 | 652.8 | 697.0 | 728.2 | 801.2 | 945.4 |
| Agents and adjusters | 405.2 | 345.6 | 373.2 | 405.7 | 408.0 | 405.4 | 428.4 |
| Managed loss funds | 4.9 | 4.5 | 4.5 | 3.3 | 2.7 | 2.6 | 16.8 |
| Sundry | 266.8 | 468.7 | 275.0 | 288.0 | 317.5 | 393.3 | 500.2 |
| Reinsurers and rebonders | 3,077.6 | 2,169.4 | 6,460.1 | 5,712.1 | 5,136.8 | 4,408.6 | 4,448.9 |
| Insurance and bonding companies | 3,076.8 | 2,140.3 | 6,450.3 | 5,674.7 | 5,096.3 | 4,343.8 | 4,386.7 |
| Retained deposits | 0.8 | 29.1 | 9.8 | 37.5 | 40.5 | 64.8 | 62.1 |
| Other liabilities | 2,883.0 | 2,986.6 | 3,486.4 | 3,306.8 | 3,817.1 | 3,153.4 | 2,842.9 |
| Provision for employee profit sharing | 337.0 | 624.3 | 416.9 | 420.8 | 752.4 | 320.1 | 74.5 |
| Other liabilities | 1,066.2 | 816.7 | 1,603.6 | 1,545.5 | 1,500.3 | 1,645.7 | 1,429.4 |
| Deferred credits | 1,479.8 | 1,545.7 | 1,465.9 | 1,340.5 | 1,564.4 | 1,187.6 | 1,339.0 |
| Total liabilities | 49,240.5 | 46,922.5 | 55,497.8 | 58,677.2 | 59,269.1 | 58,296.8 | 57,918.6 |
| Stockholders' equity |  |  |  |  |  |  |  |
| Paid in capital | 1,066.9 | 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 | 1,066.9 |
| Reserves | 4,698.9 | 4,698.9 | 3,654.6 | 3,654.6 | 3,638.3 | 3,638.3 | 4,065.2 |
| Legal | 804.4 | 804.4 | 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 | 0.0 |
| Other | 3,894.5 | 3,894.5 | 2,850.2 | 2,850.2 | 2,833.9 | 2,833.9 | 3,260.8 |
| Unrealized gain on valuation of real estate | (22.3) | (19.7) | (19.7) | (19.7) | 51.5 | 51.5 | 421.3 |
| Subsidiaries | 1,963.9 | 1,973.3 | 2,327.1 | 2,343.1 | 2,197.8 | 2,191.8 | 2,045.5 |
| Retained earnings | (417.7) | 909.1 | 1,224.6 | 1,224.6 | 730.5 | 2,099.2 | 759.8 |
| Net income | 1,326.8 | 688.6 | 568.0 | 502.8 | 1,368.7 | (86.8) | 173.8 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 0.0 |
| Total stockholders' equity | 8,986.5 | 9,687.0 | 9,191.4 | 9,142.2 | 9,423.5 | 9,330.8 | 8,532.5 |
| Total liabilities and stockholders' equity | 58,227.0 | 56,609.5 | 64,689.2 | 67,819.5 | 68,692.6 | 67,627.6 | 66,451.1 |

PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acum | lated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Premiums written | 8.5 | 3.5 | 7.4 | 7.0 | 6.9 | 6.4 | 13.3 | 12.0 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 8.5 | 3.5 | 7.4 | 7.0 | 6.9 | 6.4 | 13.3 | 12.0 |
| Increased in reserve for unearned premiums | 96.3 | (78.5) | (58.0) | 161.4 | 137.2 | (153.5) | (16.2) | 17.8 |
| Retained earned premiums | (87.9) | 82.0 | 65.4 | (154.4) | (130.3) | 159.9 | 29.6 | (5.9) |
| 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 | - 222.1 | 229.6 | 233.2 | 228.2 | 233.2 | 235.4 | 468.6 | 451.7 |
| Claims and other contractual obligations | - 222.1 | 229.6 | 233.2 | 228.2 | 233.2 | 235.4 | 468.6 | 451.7 |
| Claims recovered from re-insurance | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other claims | F 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | (310.0) | (147.6) | (167.8) | (382.7) | (363.5) | (75.5) | (439.0) | (457.6) |
| Net Increase in other technical reserve | - 16.6 | (4.0) | (3.6) | 9.7 | 8.3 | (12.9) | (4.6) | 12.6 |
| 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 | (1.6) | (1.2) | 3.1 | [ 2.6 | (3.1) | (0.5) | 0.2 |
| Other reserves | 14.8 | (2.4) | (2.4) | 6.7 | 5.7 | (9.8) | (4.1) | 12.4 |
| Gross profit | (326.5) | (143.6) | (164.1) | (392.4) | (371.8) | (62.6) | (434.4) | $\begin{gathered} (470.1) \\ 0.0 \end{gathered}$ |
| Net operating expenses | 2.2 | 2.0 | 2.3 | 27.2 | 2.2 | (1.4) | 0.8 | 4.3 |
| Administrative and operating expenses | 2.2 | 2.0 | 2.3 | 27.2 | 2.2 | (1.4) | 0.8 | 4.3 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | F 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Profits | (328.8) | (145.6) | (166.4) | (419.6) | (373.9) | (61.2) | (435.2) | (474.4) |
| Net Financial Income | - 482.9 | 302.5 | 311.1 | 674.0 | - 591.6 | 204.8 | 796.5 | 785.4 |
| On investments | - 261.1 | 261.0 | 267.9 | 279.7 | - 282.9 | 275.0 | 558.0 | 522.1 |
| Investments sales | 0.6 | 1.7 | (15.1) | 34.7 | - (12.6) | 9.9 | (2.7) | 2.3 |
| Investments revaluation | - 221.1 | 39.9 | 58.3 | 359.5 | - 321.3 | (80.1) | 241.2 | 261.0 |
| 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) | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Forex | - 0.0 | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | - 300.6 | (80.4) | 203.9 | 287.0 | 151.5 | 31.6 | 183.1 | 220.2 |
| Income before income taxes \& employee profit sharing | - 454.7 | 76.6 | 348.6 | 541.4 | - 369.2 | 175.2 | 544.4 | 531.2 |
| 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 | - 28.6 | 51.2 | 33.7 | 47.6 | - 45.5 | 45.9 | 91.4 | 79.8 |
| Subsidiaries results | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 426.1 | 25.3 | 314.8 | 493.9 | 323.7 | 129.3 | 453.0 | 451.4 |

## PENSIONES INBURSA

balance sheet
Million Pesos

| ASSETS | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 19,755.2 | 19,813.1 | 19,887.5 | 20,240.3 | 20,533.8 | 20,495.5 |
| Securities | 19,755.2 | 19,813.1 | 19,887.5 | 20,240.3 | 20,533.8 | 20,495.5 |
| Government | 6,276.7 | 6,069.4 | 4,027.0 | 4,242.9 | 4,346.8 | 4,567.4 |
| Private companies | 9,477.6 | 9,751.6 | 11,800.8 | 12,133.4 | 12,002.2 | 11,884.0 |
| Debt Instruments | 9,475.2 | 9,749.2 | 11,798.4 | 12,131.0 | 11,999.8 | 11,881.6 |
| Equities | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 3,790.6 | 3,810.5 | 3,851.4 | 3,663.6 | 3,961.3 | 3,846.0 |
| Interest debtors | 210.2 | 181.7 | 208.3 | 200.4 | 223.5 | 198.0 |
| Loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 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 | 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 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Allowance for write-offs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net unrealized gain on valuation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Investments for labor obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current assets | 1.1 | 0.8 | 2.4 | 1.4 | 1.3 | 4.6 |
| Cash and banks | 1.1 | 0.8 | 2.4 | 1.4 | 1.3 | 4.6 |
| Debtors | (0.2) | (0.2) | (0.2) | 0.1 | 0.1 | 0.6 |
| Premium debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Agents and adjusters | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | (0.1) | (0.2) | (0.1) | 0.2 | 0.2 | 0.6 |
| 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 | 3,918.2 | 3,837.9 | 4,041.8 | 4,331.0 | 4,394.2 | 4,425.8 |
| Other assets | 59.2 | 87.8 | 108.0 | 146.0 | 65.5 | 99.9 |
| 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 | 59.2 | 87.8 | 108.0 | 146.0 | 65.5 | 99.9 |
| Total assets | 23,733.5 | 23,739.5 | 24,039.4 | 24,718.8 | 24,994.9 | 25,026.4 |


| LIABILITIES | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,646.2 | 15,583.0 | 15,532.8 | 15,666.8 | 15,814.1 | 15,664.8 |
| Unearned premiums | 14,832.7 | 14,749.8 | 14,687.3 | 14,844.2 | 14,976.6 | 14,818.5 |
| Life | 14,832.7 | 14,749.8 | 14,687.3 | 14,844.2 | 14,976.6 | 14,818.5 |
| 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 | 101.4 | 125.2 | 141.2 | 108.5 | 115.1 | 136.9 |
| Losses and maturities | 101.0 | 125.1 | 140.2 | 108.4 | 115.0 | 136.8 |
| 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 | 0.5 | 0.1 | 0.9 | 0.1 | 0.1 | 0.1 |
| Prevision | 712.0 | 708.0 | 704.4 | 714.1 | 722.4 | 709.5 |
| 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 | 288.5 | 286.8 | 285.6 | 288.7 | 291.3 | 288.2 |
| Specials | 423.6 | 421.1 | 418.7 | 425.4 | 431.1 | 421.3 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 16.0 | 13.5 | 15.0 | 16.9 | 17.2 | 22.3 |
| 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 | 15.9 | 13.5 | 15.0 | 16.8 | 17.2 | 22.3 |
| 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 | 82.1 | 128.4 | 162.1 | 209.7 | 102.7 | 149.1 |
| Provision for employee profit sharing | 32.6 | 76.4 | 112.7 | 152.6 | 44.8 | 98.4 |
| Other liabilities | (0.1) | (0.1) | (0.1) | (0.1) | (0.0) | 0.5 |
| Deferred credits | 49.5 | 52.0 | 49.5 | 57.2 | 57.9 | 50.2 |
| Total liabilities | 15,744.3 | 15,724.9 | 15,709.9 | 15,893.3 | 15,934.0 | 15,836.2 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 |
| Capital stock | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 |
| (-)Unsubscribed capital | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 |
| Reserves | 3,285.8 | 3,954.4 | 3,954.4 | 3,684.7 | 3,684.7 | 4,241.0 |
| legal | 846.6 | 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 |
| Other | 2,439.2 | 3,107.8 | 3,107.8 | 2,838.1 | 2,838.1 | 3,394.4 |
| Unrealized gain on valuation of real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,443.9 | 3,185.7 | 3,185.7 | 3,187.8 | 3,099.6 | 3,810.6 |
| Retained earnings | 725.1 | (685.3) | (685.3) | (415.5) | 844.5 | (422.9) |
| Net income | 426.1 | 451.4 | 766.2 | 1,260.1 | 323.7 | 453.0 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 7,989.2 | 8,014.6 | 8,329.4 | 8,825.5 | 9,060.9 | 9,190.1 |
| Total liabilities and stockholders' equity | 23,733.5 | 23,739.5 | 24,039.4 | 24,718.8 | 24,994.9 | 25,026.4 |


| Fianzas Guardiana-Inbursa Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | Jun '14 | Jun '13 |
| Premiums accepted | 394.9 | 364.4 | 403.3 | 404.9 | 443.5 | 396.2 | 839.7 | 759.3 |
| Premiums ceded | 44.1 | 25.0 | 27.2 | 42.5 | 55.7 | 45.9 | 101.6 | 69.1 |
| RETAINED PREMIUMS | 350.8 | 339.4 | 376.0 | 362.4 | 387.8 | 350.3 | 738.0 | 690.2 |
| Application of reserve for outstanding bonds | 6.1 | (3.5) | 17.1 | 12.1 | 12.9 | (10.4) | 2.5 | 2.5 |
| NET PREMIUM REVENUES | 344.7 | 343.0 | 358.9 | 350.3 | 374.9 | 360.7 | 735.6 | 687.7 |
| Net Acquisition Cost | 3.9 | 10.9 | 11.4 | (14.1) | (3.2) | 0.5 | (2.7) | 14.8 |
| Comisions to agents | 0.8 | 0.4 | 0.4 | 0.1 | 0.3 | 0.3 | 0.6 | 1.1 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (19.5) | (10.7) | (11.8) | (20.6) | (23.6) | (18.3) | (41.9) | (30.2) |
| Others | 22.6 | 21.3 | 22.9 | 6.4 | 20.1 | 18.5 | 38.6 | 43.9 |
| Claims | 261.1 | 307.9 | 268.8 | 278.6 | 298.6 | 294.9 | 593.6 | 569.0 |
| Technical Income | 79.7 | 24.2 | 78.7 | 85.8 | 79.5 | 65.2 | 144.7 | 103.8 |
| Net increase in other technical reserves | 33.7 | 34.1 | 37.1 | 36.6 | 37.9 | 34.6 | 72.5 | 67.8 |
| GROSS INCOME | 46.0 | (9.9) | 41.6 | 49.2 | 41.6 | 30.6 | 72.2 | 36.1 |
| Net Operating Expenses | (44.9) | (40.6) | (49.6) | (28.9) | (47.3) | (59.5) | (106.8) | (85.5) |
| Administrative \& operating expenses | (45.3) | (40.9) | (49.9) | (28.8) | (47.6) | (59.8) | (107.4) | (86.2) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation |  | 0.4 | 0.4 | (0.0) | 0.3 | 0.3 | 0.6 | 0.8 |
| OPERATING INCOME | 90.9 | 30.6 | 91.2 | 78.0 | 88.9 | 90.1 | 179.0 | 121.5 |
| Financial Income | 34.2 | (8.4) | (17.6) | 46.5 | (41.0) | 39.1 | (2.0) | 25.8 |
| On investments | 25.5 | 26.0 | 19.9 | 17.1 | 11.3 | 21.0 | 32.3 | 51.5 |
| Investments sales | 0.1 | 0.0 | 0.0 | (24.4) | 0.0 | 0.0 | 0.0 | 0.1 |
| Investments revaluation | 11.6 | (36.7) | (36.9) | 54.6 | (52.5) | 18.4 | (34.0) | (25.0) |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.1 | 0.0 |
| Forex | (3.0) | 2.3 | (0.6) | (0.8) | 0.0 | (0.3) | (0.3) | (0.7) |
| Participated income from permanent investments | 10.6 | (2.8) | 7.2 | 10.1 | 5.4 | 1.1 | 6.5 | 7.8 |
| INCOME BEFORE TAXES | 135.7 | 19.4 | 80.8 | 134.7 | 53.2 0.0 | $\begin{gathered} 130.3 \\ 0.0 \end{gathered}$ | 183.5 0.0 | $\begin{gathered} 155.1 \\ 0.0 \end{gathered}$ |
| Income taxes | 31.7 | 8.2 | 19.7 | 38.4 | 11.5 | 38.3 | 49.8 | 39.8 |
| Subsidiaries Net Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 104.0 | 11.2 | 61.0 | 96.3 | 41.7 | 92.0 | 133.7 | 115.3 |

Fianzas Guardiana-Inbursa
BALANCE SHEET
Million Pesos

| ASSETS | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 3,194.6 | 2,281.4 | 2,362.2 | 2,127.0 | 2,222.1 | 1,998.9 |
| Securities | 2,895.5 | 1,976.4 | 2,058.9 | 1,792.1 | 1,901.0 | 1,716.1 |
| Government | 2,011.5 | 1,104.1 | 1,226.1 | 1,195.0 | 1,368.7 | 1,166.9 |
| Private companies | 293.2 | 339.1 | 340.2 | 293.7 | 280.6 | 280.4 |
| Debt Instruments | 45.4 | 47.8 | 48.4 | 48.0 | 34.9 | 34.7 |
| Equities | 247.9 | 291.3 | 291.8 | 245.7 | 245.7 | 245.7 |
| Net unrealized gain on valuation | 566.0 | 528.7 | 491.7 | 302.0 | 249.6 | 268.0 |
| Interest debtors | 5.4 | 4.6 | 0.9 | 1.4 | 2.1 | 0.9 |
| Restricted securities | 19.5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Loans | 85.4 | 91.9 | 90.9 | 103.3 | 90.4 | 52.9 |
| Secured | 31.5 | 30.9 | 29.2 | 28.5 | 26.1 | 23.9 |
| Unsecured | 16.2 | 23.2 | 23.2 | 46.2 | 35.8 | 0.6 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 37.6 | 37.9 | 38.7 | 38.7 | 38.7 | 38.7 |
| Interest debtors | 0.1 | (0.0) | (0.1) | (10.0) | (10.2) | (10.3) |
| Real estate | 213.7 | 213.0 | 212.3 | 231.6 | 230.7 | 229.9 |
| Real estate | 170.5 | 170.5 | 170.5 | 170.5 | 170.5 | 170.5 |
| Net unrealized gain on valuation | 56.6 | 56.6 | 56.6 | 76.5 | 76.5 | 76.5 |
| Depreciation | (13.4) | (14.1) | (14.7) | (15.4) | (16.3) | (17.1) |
| Investments for labor obligations | 3.0 | 3.1 | 3.1 | 3.2 | 3.1 | 3.3 |
| Current assets | 1.3 | 0.1 | 0.9 | 0.3 | 1.9 | 5.7 |
| Cash and banks | 1.3 | 0.1 | 0.9 | 0.3 | 1.9 | 5.7 |
| Debtors | 330.5 | 352.0 | 381.4 | 398.9 | 392.6 | 416.7 |
| Premium debtors | 310.9 | 333.5 | 360.8 | 374.7 | 352.4 | 376.7 |
| Agents | (0.3) | (0.1) | (0.2) | (0.0) | 0.1 | 0.0 |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 11.1 | 11.2 | 11.2 | 11.3 | 11.2 | 11.2 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 16.2 | 16.6 | 18.6 | 22.1 | 38.1 | 38.9 |
| Allowance for write-offs | (7.4) | (9.1) | (9.1) | (9.1) | (9.2) | (10.2) |
| Rebonders | 329.8 | 334.7 | 346.1 | 370.5 | 361.0 | 391.5 |
| Bonding companies | 5.9 | 10.2 | 15.2 | 19.4 | 9.7 | 14.8 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (7.0) | (7.0) | (7.0) | (7.0) | (7.0) | (7.0) |
| Participation in rebonding | 330.8 | 331.7 | 338.0 | 358.2 | 358.4 | 383.8 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 138.4 | 135.6 | 142.8 | 186.9 | 189.0 | 189.9 |
| Other assets | 210.2 | 262.8 | 283.5 | 302.7 | 238.2 | 290.4 |
| Furniture and equipment (net) | 0.2 | 0.0 | (0.1) | 0.1 | 0.1 | 0.1 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 208.5 | 261.3 | 282.2 | 301.1 | 236.6 | 288.8 |
| Total assets | 4,207.8 | 3,369.7 | 3,519.9 | 3,389.5 | 3,408.0 | 3,296.4 |


| LIABILITIES | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,674.0 | 1,706.8 | 1,767.6 | 1,836.4 | 1,887.3 | 1,936.7 |
| Current bonds | 976.1 | 974.4 | 998.1 | 1,030.2 | 1,043.2 | 1,058.1 |
| Contingency bonds | 697.9 | 732.3 | 769.5 | 806.1 | 844.0 | 878.6 |
| Provision for labor obligations at retirement | 1.4 | 1.5 | 1.5 | 1.6 | 1.5 | 1.6 |
| Creditors | 32.7 | 19.8 | 23.2 | 20.7 | 41.1 | 20.7 |
| Agents and adjusters | 0.3 | 0.3 | 0.3 | 0.1 | 0.3 | 0.2 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 32.4 | 19.5 | 22.9 | 20.6 | 40.8 | 20.5 |
| Rebonders | 18.7 | 19.2 | 16.8 | 11.1 | 25.6 | 37.6 |
| Bonding companies | 16.4 | 16.9 | 14.5 | 8.8 | 23.2 | 35.3 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Other liabilities | 205.3 | 210.7 | 237.9 | 286.0 | 180.3 | 235.6 |
| Provision for employee profit sharing \& incurred income Tax | 58.7 | 78.1 | 110.5 | 147.5 | 57.1 | 90.0 |
| Other liabilities | 70.2 | 67.4 | 74.9 | 79.0 | 81.8 | 98.8 |
| Deferred credits | 76.5 | 65.3 | 52.6 | 59.5 | 41.4 | 46.8 |
| Total liabilities | 1,932.2 | 1,957.9 | 2,047.1 | 2,155.8 | 2,135.7 | 2,232.2 |
| 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) | 1.2 | 1.2 | 57.6 |
| Subsidiaries | 86.8 | 111.2 | 111.2 | 111.3 | 108.2 | 133.3 |
| Retained earnings | 1,725.2 | 825.7 | 825.7 | 475.7 | 748.3 | 423.2 |
| Net income | 104.0 | 115.3 | 176.3 | 272.6 | 41.7 | 133.7 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 0.0 |
| Total stockholders' equity | 2,275.6 | 1,411.8 | 1,472.9 | 1,233.7 | 1,272.2 | 1,064.3 |
| Total liabilities and stockholders' equity | 4,207.8 | 3,369.7 | 3,519.9 | 3,389.5 | 3,408.0 | 3,296.4 |


[^0]:    All amounts included in this report are expressed in nominal pesos and are not audited.

    - $\quad$ This press release is presented under regulation 1488 of the CNBV.

    As required by regulation 1488 of the CNBV, the financial margin includes only the commissions and fees involved in interest related earnings.

[^1]:    Assets under Management:
    $\$ 586,012.6$
    Assets in Custody:
    \$2,415,338.2

[^2]:    * MSE= Mexican Stock Exchange

