## www.inbursa.com

Mexico City, October 27, 201 1.- Grupo Financiero Inbursa reported today results for the third quarter of 2011.

Grupo Financiero Inbursa posted profits of $\$ 2,984$ MM Ps in 9M11 vs 5,166 MM Ps in 9M10.

Banco Inbursa posted $8.3 \%$ and 21.6\% growths in financial margin and commissions in $9 \mathrm{M11}$ vs $9 \mathrm{M10}$, respectively.

## Total loan portfolio increased 5\%

 in 3Q11 vs 2Q11.Consumer Loans increased $14 \%$ (Sep-11 vs Sep-2010):
-17,256 more auto related clients reaching a total of 96,066 -9,281 more SME's clients reaching a total of 39,067 -10,798 more payroll clients reaching a total of 62,548

Seguros Inbursa's total premiums reached \$15,933 MM Ps in Sep-11, a $88 \%$ increase compared with Sep-10.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of $\$ 2,984$ MM Ps in Sep-11 vs $\$ 5,166$ MM Ps in Sep-10. This result is explained by mixed operating and market related performances, GFI posted strong growths in financial margin (from \$9,425 MM Ps in Sep-10 to $\$ 10,144$ in Sep-11) and commissions and fees ( $14.6 \%$ increase). That resulted in a $7.3 \%$ increase in operating cash flow from $\$ 4,943$ MM Ps in Sep-10 to $\$ 5,302$ MM Ps in Sep-11; Marking to market of its financial assets (stocks, investments and derivatives) represented accumulated losses of $\$ 1,579$ MM Ps in Sep-11 vs a profit of \$3,718 MM Ps in Sep-10.

Banco Inbursa's financial margin increased $8 \%$ in September 2011 when compared with September 2010, from $\$ 6,195$ MM Ps to $\$ 6,709$ MM Ps.

Total loan portfolio stood at $\$ 158,854$ MM Ps in 3Q11 compared with $\$ 151,650$ MM Ps in 2 Q11, a $5 \%$ increase mainly due to an increase in the commercial and consumer portfolios, together with a growth in the USD portfolio related to the depreciation of the Mexican peso.

Consumer loans grew $14 \%$ in Sep- 11 when compared with Sep-10. Auto related loans increased $53 \%$ in Sep-11 vs Sep10 reaching $\$ 12,513$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,178$ MM Ps in Sep-10 to $\$ 3,644$ MM Ps in Sep-11, a $15 \%$ growth. While payroll loans increased $37 \%$ in Sep-11 vs Sep-10 reaching $\$ 1,617$ MM Ps.

Seguros Inbursa's total premiums increased $29 \%$ if adjusted by the Pemex P \& C coverage for the next 22 months that amounted to $\$ 4,956$ MM Ps. Automobile premiums grew $60 \%$ mainly related by the CFSM business.

[^0]GFINBUR"O"
(Stock Price)

|  | Sep '11 |
| :--- | ---: |
| Employees | 6,794 |
| \# clients (MM) | 8.6 |
| Branches | 273 |
| ATM's | 743 |
| Sales force | 13,041 |

CNBV GAAP

| Mkt Value/Book Value | 2.2 |
| :--- | ---: |
| Stock price (Sep"11) | 23.33 |
| Outstanding shares ('000) | 6.667 |
| Debt Rating (Banco Inbursa) |  |
| S \& P | BBB/mxAAA |
| HR Ratings | HR AAA / HR+1 |

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

## Net Income

| MM Ps. | 3Q11 |  | $\begin{gathered} \text { 2Q11 } \\ \$ \end{gathered}$ | \% chg vs. 2Q11 | $\begin{gathered} 3 \text { Q10 } \\ \$ \end{gathered}$ | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 3Q10 } \end{aligned}$ | Jan - Sep |  | \%chg. vs. 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  |  |  |  | 2011 | 2010 |  |
| Banco Inbursa | (17.4) | 6\% | 910.9 | N.A. | 1,680.6 | N.A. | 2,051.3 | 3,002.6 | -32\% |
| Operadora | 25.9 | -9\% | 59.6 | -57\% | 100.8 | -74\% | 180.5 | 189.6 | -5\% |
| Seguros | (104.7) | 37\% | 84.7 | N.A. | 312.1 | N.A. | 451.4 | 489.2 | -8\% |
| Pensiones | (229.2) | 80\% | 55.5 | N.A. | 132.3 | N.A. | (204.7) | 191.0 | N.A. |
| Fianzas | (59.4) | 21\% | 46.0 | N.A. | 149.6 | N.A. | 25.7 | 320.6 | -92\% |
| Inversora | 17.8 | -6\% | 1.6 | 1035\% | 320.8 | -94\% | 259.7 | 586.3 | -56\% |
| Others | 81.4 | -28\% | 77.8 | 5\% | 155.5 | -48\% | 220.5 | 386.2 | -43\% |
| Total | (285.6) | 100\% | 1,236.2 | N.A. | 2,851.7 | N.A. | 2,984.4 | 5,165.6 | -42\% |

Grupo Financiero Inbursa posted profits of $\$ 2,984$ MM Ps in Sep-11 vs \$5,166 MM Ps in Sep-10. This result is explained by mixed operating and market related performances, GFI posted strong growths in financial margin (from $\$ 9,425$ MM Ps in Sep-10 to $\$ 10,144$ in Sep-11) and commissions and fees ( $14.6 \%$ increase). That resulted in a $7.3 \%$ increase in operating cash flow from $\$ 4,943$ MM Ps in Sep-10 to $\$ 5,302$ MM Ps in Sep-11; Marking to market of its financial assets (stocks, investments and derivatives) represented accumulated losses of $\$ 1,579$ MM Ps in Sep-11 vs a profit of $\$ 3,718$ MM Ps in Sep-10.

## Estimated Cash Flow

| Million Pesos | $\mathbf{9 M 1 0}$ | $\mathbf{9 M 1 1}$ |
| :--- | :---: | :---: |
| + Interest Income | $15,121.2$ | $15,127.2$ |
| + Premiums written (Net) | $7,700.6$ | $9,645.8$ |
| - Interest Expense | $6,906.7$ | $6,342.4$ |
| - Increased in reserve for unearned premiums | 526.0 | $1,746.8$ |
| - Cost of claims and contractual obligations (net) | $5,964.1$ | $6,539.4$ |
| = Financial Margin | $\mathbf{9 , 4 2 5 . 0}$ | $\mathbf{1 0 , 1 4 4 . 3}$ |
| + Commissions \& Fees | 979.9 | $\mathbf{1 , 1 2 2 . 8}$ |
| + Subsidiaries Income | $\mathbf{2 7 3 . 0}$ | 336.2 |
| - General Expenses | $\mathbf{4 , 0 1 6 . 2}$ | $\mathbf{4 , 3 0 8 . 0}$ |
| - Taxes | $\mathbf{4 , 7 1 8 . 3}$ | $\mathbf{1 , 9 9 3 . 0}$ |
| = Operating Cash Flow | $3,717.6$ | $\mathbf{- 1 , 5 7 9 . 3}$ |
| + Market related Income | $\mathbf{8 , 6 6 0 . 9}$ | $\mathbf{3 , 7 2 3 . 1}$ |
| = Free Cash Flow |  | $\mathbf{5 , 3 0 2 . 4}$ |


| MM Ps. | 3Q11 |  | $\begin{gathered} \text { 2Q11 } \\ \$ \end{gathered}$ | \% chg vs.2Q11 | $\begin{gathered} \text { 3Q10 } \\ \$ \end{gathered}$ | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 3Q10 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  |  |  |  |
| Banco Inbursa Consolidated | 49,383.7 | 70\% | 49,430.7 | 0\% | 46,054.9 | 7\% |
| Afore | 1,446.5 | 2\% | 1,261.9 | 15\% | 1,480.1 | -2\% |
| Sinca | 4,496.4 | 6\% | 4,452.0 | 1\% | 4,061.1 | 11\% |
| Inmobiliaria | 968.7 | 1\% | 962.1 | 1\% | 945.6 | 2\% |
| Operadora | 960.6 | 1\% | 934.7 | 3\% | 892.7 | 8\% |
| Seguros Inbursa Consolidated | 7,164.2 | 10\% | 7,254.6 | -1\% | 6,077.1 | 18\% |
| Patrimonial | 1,849.0 | 3\% | 1,766.0 | 5\% | 1,592.0 | 16\% |
| Salud | 137.0 | 0\% | 144.0 | -5\% | 126.0 | 9\% |
| Pensiones Inbursa Consolidated | 5,693.1 | 8\% | 5,922.2 | -4\% | 5,398.5 | $5 \%$ |
| Promotora | 2,506.1 | 4\% | 2,828.3 | -11\% | 2,475.5 | 1\% |
| Fianzas | 2,337.9 | 3\% | 2,397.3 | -2\% | 2,186.2 | 7\% |
| Inversora | 3,359.6 | 5\% | 3,341.9 | 1\% | 4,525.0 | -26\% |
| Holding company and others | 1,178.6 | 2\% | 1,115.5 | 6\% | 981.9 | 20\% |
| Total | 70,077.7 | 100\% | 70,396.9 | 0\% | 66,116.3 | 6\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$70,397 MM Ps as of September 2011, a $6 \%$ increase relative to the same period of the previous year. It's worth mentioning that in may 2011, GFI paid a $\$ 2,000$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been $9 \%$.

| Sources \& Uses of Funds |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (MM Ps as of September 2011) |  |  |  |  |  |  |  |
|  | Stockholders' Equity | Debt | Reserves | SOURCES <br> Deferred Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 49,383.7 | 130,662.8 | 21,130.7 | 881.1 |  | 11,352.8 | 213,411.1 |
| Seguros and Patrimonial Inbursa | 7,164.2 |  | 42,327.1 | 1,299.1 |  | 9,150.0 | 59,940.3 |
| Pensiones Inbursa | 5,693.1 |  | 15,102.7 | 35.8 |  | 119.4 | 20,951.1 |
| Inversora Bursátil | 3,359.6 | 77.2 |  | 396.3 | 2,569.4 | 176.9 | 6,579.4 |
| Operadora Inbursa | 960.6 |  |  | 141.5 |  | 88.5 | 1,190.6 |
| Fianzas G-Inbursa | 2,337.9 |  | 1,329.3 | 29.0 |  | 136.6 | 3,832.7 |
| Others | 1,178.6 |  |  |  |  |  | 1,178.6 |
| TOTAL | 70,077.7 | 130,740.0 | 79,889.8 | 2,782.8 | 2,569.4 | 21,024.1 | 307,083.7 |
|  |  |  |  | USES |  |  |  |
|  | Investment* Portfolio | Loan Portfolio | Fixed Income MM Portfolio | Fixed Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 5,272.9 | 158,853.7 | 27,501.3 | 1,374.8 |  | 20,408.4 | 213,411.1 |
| Seguros and Patrimonial Inbursa | 7,822.8 | 2,763.5 | 18,120.2 | 2,329.4 |  | 28,904.3 | 59,940.3 |
| Pensiones Inbursa | 2,916.8 |  | 15,600.4 |  |  | 2,433.8 | 20,951.1 |
| Inversora Bursátil | 60.5 |  | 5,716.0 | 17.1 | 0.9 | 784.9 | 6,579.4 |
| Operadora Inbursa | 343.9 |  | 750.1 |  |  | 96.6 | 1,190.6 |
| Fianzas G-Inbursa | 575.4 | 620.7 | 1,527.3 | 445.1 |  | 664.2 | 3,832.7 |
| Others |  |  |  |  |  | 1,178.6 | 1,178.6 |
| TOTAL | 16,992.2 | 162,238.0 | 69,215.4 | 4,166.4 | 0.9 | 54,470.8 | 307,083.7 |

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\begin{array}{ll}
\text { Assets under Management: } & \$ 958,271.5 \\
\text { Assets in Custody: } & \$ 2,169,639.4
\end{array}
$$

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

Banco Inbursa posted profits of $\$ 2,051$ MM Ps in Sep-11. Financial margin increased $8 \%$ in Sep- 11 when compared with Sep-10, from $\$ 6,195$ MM Ps to $\$ 6,709$ MM Ps, a consequence of a better mix in the loan portfolio. Commissions and tariffs increased from $\$ 1,850 \mathrm{MM}$ Ps to $\$ 2,250 \mathrm{MM}$ Ps in the same period. Its important to note that Banco Inbursa posted market related losses of $\$ 2,571$ MM Ps as of Sep-11 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.

Consumer loans grew $14 \%$ in Sep- 11 when compared with Sep-10. Auto related loans increased $53 \%$ in Sep-11 vs Sep-10 reaching $\$ 12,513$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,178$ MM Ps in Sep-10 to $\$ 3,644$ MM Ps in Sep-11, a $15 \%$ growth. While payroll loans increased $37 \%$ in Sep- 11 vs Sep-10 reaching \$1,617 MM Ps.

## Financial Margin

As of Sep-11 financial margin stood at \$6,709 MM Ps, a $8.3 \%$ increase when compared with the same period of the previous year mainly due to a better mix in the loan portfolio by increasing the SME's, payroll and auto loan segments.

## Market Related Income

Banco Inbursa posted market related losses of \$2,571 MM Ps in Sep-11 compared with a profit of \$1,175 MM Ps in Sep-10. This is mainly explained by 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.

## Loan Loss Reserves

Loan loss reserves increased \$1,822 MM Ps during the first nine months of 2011 , reaching $\$ 21,131 \mathrm{MM}$ Ps. If compared with Dec-10, loan loss reserves grew $\$ 2,615 \mathrm{MM}$ Ps. On an accumulated basis this amount represents 4.5 times non-performing loans and $13 \%$ of total loans.

## General Expenses

General expenses increased $11.7 \%$ in Sep-11 vs Sep-10. It's worth mentioning that Banco Inbursa granted a donation of $\$ 185$ MM Ps in the 1Q11 to Fundacion Inbursa that is accounted as general expenses. If adjusted general expenses increased $3 \%$.

| Risk Adjusted Netinterest Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 3Q11 | 2Q11 | 3Q10 | $9 \mathrm{M11}$ | $9 \mathrm{M10}$ |
| Interest Income | 3,958.4 | 4,110.3 | 4,186.3 | 12,255.8 | 11,506.0 |
| Interest on loans | 2,917.8 | 3,093.6 | 3,523.0 | 9,291.7 | 9,740.1 |
| Repo's interest income | 311.7 | 386.9 | 191.9 | 1,005.5 | 344.2 |
| Others | 728.8 | 629.8 | 471.4 | 1,958.5 | 1,421.7 |
| Interest Expenses | $(1,744.8)$ | (1,909.7) | (1,925.0) | $(5,547.2)$ | $(5,311.5)$ |
| Interest on deposits \& funding | $(1,471.6)$ | (1,598.1) | $(1,751.7)$ | $(4,691.5)$ | $(5,008.7)$ |
| Repo's interest expense | (273.2) | (311.6) | (173.3) | (855.7) | (302.8) |
| Financial Margin | 2,213.6 | 2,200.6 | 2,261.3 | 6,708.6 | 6,194.5 |
| Loan Loss Reserves (Net) | 426.6 | (624.8) | $(1,141.3)$ | $(1,822.3)$ | $(3,258.6)$ |
| Risk Adjusted Net Interest Income | 2,640.2 | 1,575.8 | 1,120.0 | 4,886.3 | 2,935.9 |
| Commissions and fees | 985.0 | 695.8 | 592.3 | 2,249.9 | 1,850.0 |
| Market related income | $(3,219.5)$ | (266.9) | 1,387.5 | $(2,570.7)$ | 1,174.9 |
| Operating Revenues | 405.7 | 2,004.7 | 3,099.8 | 4,565.5 | 5,960.8 |

> General Expenses and Acquisition Cost

| MM Ps | 3Q11 | 2Q11 | 3Q10 | $9 \mathrm{M11}$ | $9 \mathrm{M10}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 18.3 | 18.0 | 15.7 | 48.9 | 46.3 |
| Administrative Expenses | 647.1 | 549.9 | 563.1 | 1,903.2 | 1,594.4 |
| Acquisition Cost | 124.9 | 111.2 | 126.8 | 329.9 | 320.9 |
| Others | 522.3 | 504.0 | 436.3 | 1,573.4 | 1,273.5 |
| Contributions to IPAB | 105.7 | 131.6 | 150.6 | 370.7 | 427.7 |
| Depreciations and Amortizations | 39.4 | 33.5 | 33.7 | 107.7 | 107.1 |
| General Expenses | 810.5 | 733.0 | 763.1 | 2,430.5 | 2,175.5 |

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

## Income Statement Selected Figures

| MM Ps | 3Q11 | 2 2Q11 | 3Q10 | $9 M 11$ | $9 M 10$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 88.2 | $\mathbf{1 4 8 . 4}$ | 101.2 | 352.7 | $\mathbf{2 4 7 . 4}$ |
| Sinca Inbursa | 44.3 | 170.4 | 653.1 | 286.5 | 667.9 |
| Afore Inbursa | 184.6 | 170.5 | 199.0 | 535.8 | 570.7 |

## Sinca Inbursa

Sinca Inbursa posted profits of $\$ 286$ MM Ps in Sep-11 compared with $\$ 668$ MM Ps in Sep-10.

## Current Investment Portfolio



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

## Loan Porffolio and Asset Quality

Total loan portfolio stood at \$158,854 MM Ps in 3Q11 compared with $\$ 151,650$ MM Ps in 2Q11, a $5 \%$ increase mainly due to an increase in the commercial and consumer portfolios, together with a growth in the USD portfolio related to the depreciation of the Mexican peso. If compared with Sep-10 loan portfolio decreased $6.6 \%$, while financial margin grew $8.3 \%$ explained by a better mix in the loan portfolio.

Payroll related loans increased $37 \%$ in Sep-11 vs Sep-10 reaching $\$ 1,617$ MM Ps. Small and Medium Enterprises loans grew from \$3,178 MM Ps in nine months of 2010 to $\$ 3,644$ MM Ps in Sep11, a $15 \%$ growth.

Peso loan portfolio represented $66 \%$ of total loans.

Loan loss reserves grew from $\$ 17,970$ MM Ps in Sep-10 to $\$ 21,131$ MM Ps in Sep-11, representing a $18 \%$ increase and a coverage ratio to non performing loans of 4.5 times and $13 \%$ of total loans.

## Loan Portfolio

| MM Ps | 3Q11 | \% | 2Q11 | \% | 3Q10 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL LOAN PORTFOLIO | 158,854 | 100\% | 151,650 | 100\% | 170,077 | 100\% |
| Commercial | 125,220 | 79\% | 115,681 | 76\% | 128,775 | 76\% |
| Financial Institutions | 10,050 | 6\% | 9,660 | 6\% | 10,284 | 6\% |
| Consumer | 8,344 | 5\% | 7,736 | 5\% | 7,334 | 4\% |
| Housing | 1,206 | 1\% | 1,221 | 1\% | 1,167 | 1\% |
| Governmental | 9,296 | 6\% | 11,879 | 8\% | 19,755 | 12\% |
| PAST DUE LOANS | 4,738 | 3.0\% | 5,474 | 3.6\% | 2,762 | 1.6\% |
| LOAN LOSS RESERVES | 21,131 | 13\% | 20,386 | 13\% | 17,970 | 11\% |
|  | 3Q11 |  | 2Q11 |  | 3Q10 |  |
| Pesos | 66\% |  | 68\% |  | 71\% |  |
| USD | 34\% |  | 32\% |  | 29\% |  |
| Secured* | 85\% |  | 84\% |  | 83\% |  |
| Unsecured | 15\% |  | 16\% |  | 17\% |  |

## Banco Inbursa Selected Ratios

|  | 3Q11 | 3Q10 | System <br> 2Q11 |
| :--- | :---: | :---: | :---: | :---: |
| Loans / Total Assets | $74.4 \%$ | $72.1 \%$ | $38.5 \%$ |

## Non Performing Loans

| MM Ps | MM Ps | \% |
| :---: | :---: | :---: |
| NPL June 30, 2011 | $\mathbf{5 , 4 7 3 . 6}$ |  |
| - Decreases in NPL | $\mathbf{- 1 , 7 1 9 . 3}$ | $\mathbf{- 1 7 4 . 8 \%}$ |
| * Recoveries \& Restructures | -1586.8 | $-161.3 \%$ |
| * Write Offs | -132.5 | $-13.5 \%$ |
| + Increases in NPL | $\mathbf{9 8 3 . 5}$ | $\mathbf{1 0 0 . 0 \%}$ |
| * Exchange rate effects | 4.6 | $0.5 \%$ |
| * New NPL | 978.9 | $99.5 \%$ |
| NPL September 30, 2011 | $\mathbf{4 , 7 3 7 . 9}$ |  |

## Commercial Lending

Banco Inbursa ranked $4^{\text {th }}$ in the Mexican banking system in commercial lending with a $12.2 \%$ market share as of June 2011. Loan portfolio remains well diversified in many sectors such as shown.

## Capitalization

Banco Inbursa registered a $24.2 \%$ TIER 1 Capital ratio as of Jun-11. This figure compares positively with the $14.6 \%$ ratio of the whole banking sector.

## Risk Management

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

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

Loan Portfolio Breakdown by Sector


|  | Capitalization Ratio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| MM Ps | 2Q11 | 1Q11 | 2Q10 | Mkt. Avg <br> 2Q11 |
| Credit Risk Assets | $\mathbf{1 2 7 , 1 5 0 . 5}$ | $\mathbf{1 2 7 , 4 4 0 . 4}$ | $\mathbf{1 4 0 , 0 5 3 . 3}$ | $\mathbf{2 , 1 0 3 , 9 6 4 . 9}$ |
| Tier 1 Capital | $32.7 \%$ | $32.0 \%$ | $26.8 \%$ | $24.1 \%$ |
| Net Capital | $33.0 \%$ | $32.4 \%$ | $27.1 \%$ | $27.6 \%$ |
| Total Risk Assets | $\mathbf{1 7 2 , 0 2 4 . 9}$ | $\mathbf{1 7 8 , 5 9 5 . 7}$ | $\mathbf{1 9 3 , 6 4 3 . 0}$ | $\mathbf{3 , 4 7 7 , 0 8 4 . 9}$ |
| Tier 1 Capital | $24.2 \%$ | $22.8 \%$ | $19.4 \%$ | $14.6 \%$ |
| Net Capital | $24.4 \%$ | $23.1 \%$ | $19.6 \%$ | $16.7 \%$ |

## Value at Risk 3Q11 (MM Ps)

|  | TYPE OF RISK |  |  |  | MARKET <br> VALUE | VALUE AT RISK <br> (1) | \% VAR vs TIER <br> 1 CAPITAL |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Forex | 4,460 | 99 | $0.24 \%$ |  |  |  |  |
| Fixed Income | 13,122 | 220 | $0.53 \%$ |  |  |  |  |
| Derivatives | $17,717)$ | 1,898 | $4.55 \%$ |  |  |  |  |
| Equity | 219 | 3 | $0.01 \%$ |  |  |  |  |
| Banco Inbursa | 10,084 | 1,510 | $3.62 \%$ |  |  |  |  |
| TIER I CAPITAL ${ }^{(2)}$ | 41,748 |  |  |  |  |  |  |

[^1]
## Loan Portfolio 3Q11 (MM Ps)

| Currency | Loan Porffolio* | Past Due Loans | Loan Loss Reserves | Loan Loss Reserve vs Loan Porffolio (\%) | Loan Loss Resrve vs Past Due Loans |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MXP | 112,134 | 3,808 | 13,406 | 11.96\% | 3.5 |
| USD* | 52,152 | 927 | 7,723 | 14.81\% | 8.3 |
| UDI's* | 4 | 2 | 1 | 29.73\% | 0.5 |
| Total | 164,290 | 4,738 | 21,131 | 12.86\% | 4.5 |

[^2]*The total loan portfolio included letters of credit

## AFORE INBURSA (Pension Funds)

Afore Inbursa posted net income profits of \$535.8 MM Ps in in Sep-11 compared with \$570.7 MM Ps in Sep10. Acquisition costs stood at $\$ 113$ MM Ps, very stable if compared with the first nine months of 2010. Stockholders' equity reached $\$ 1,446.5$ MM Ps in Sep-11, $2 \%$ decrease relative to the same period of the previous year. It's worth mentioning that in May 2011, Afore Inbursa paid a $\$ 800 \mathrm{MM}$ Ps dividend. If adjusted, Stockholders' equity growth would have been $51.8 \%$.

## Affiliate Base \& Assets Under Management

Assets under management reached \$110,899 MM Ps in Sep-11, a 8\% decrease if compared with same period last year.

AUM market share stood at $7.9 \%$ in September 2011. Afore Inbursa is ranked in the fifth place in the Afore system measured by assets under management.

Affiliate base amounted to 883,793 clients in Sep-11.

Active workers base was $27.70 \%$ in Sep-11 vs $30.59 \%$, in Sep- 10.

Acquisition costs was $\$ 113$ MM Ps in Sep-11 compared with \$129 MM Ps in Sep-10, $12.2 \%$ decrease.

Stockholders' equity stood at \$1,446.5 MM Ps in Sep-11, 2\% decrease relative to the same period last year. It's worth mentioning that in May 2011, Afore Inbursa paid a $\$ 800$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been 51.8\%.

## Net Income

During the first nine months 2011, net income reached \$535.8 MM Ps compared with $\$ 570.7 \mathrm{MM}$ Ps in the first nine months 2010.

## Selected Figures

| MM Ps | 3Q11 | 2Q11 | 3Q10 | 9M11 | 9M10 | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Comission Income | 342.6 | 334.0 | 360.5 | $1,007.3$ | $1,043.1$ | $-3.4 \%$ |
| General Expenses | $\mathbf{( 9 7 . 3 )}$ | $\mathbf{( 1 0 2 . 0 )}$ | $\mathbf{( 1 0 8 . 8 )}$ | $\mathbf{( 2 9 4 . 6 )}$ | $\mathbf{( 3 0 2 . 4 )}$ | $\mathbf{- 2 . 6 \%}$ |
| Administrative Expenses | $(16.4)$ | $(16.3)$ | $(16.0)$ | $(49.7)$ | $(48.2)$ | $3.0 \%$ |
| Operating Expenses | $(42.1)$ | $(42.7)$ | $(42.2)$ | $(132.0)$ | $(125.4)$ | $5.3 \%$ |
| Acquisition cost | $(38.8)$ | $(43.0)$ | $(50.6)$ | $(113.0)$ | $(128.8)$ | $-12.3 \%$ |
| Depreciation \& | $(0.4)$ | $(0.6)$ | $(1.1)$ | $(1.9)$ | $(3.4)$ | $-42.3 \%$ |
| Amortization | 245.2 | 234.5 | 253.4 | 716.6 | 744.4 | $-3.7 \%$ |
| Operating Income | 0.6 | 0.6 | 1.8 | 1.6 | 2.6 | $-36.6 \%$ |
| Other Income | 184.5 | 170.5 | 199.0 | 535.8 | 570.7 | $-6.1 \%$ |
| Net Income | $1,164.0$ | $1,153.0$ | $1,119.3$ | $1,164.0$ | $1,119.3$ | $4.0 \%$ |
| Investments | 11.6 | 11.8 | 13.1 | 11.6 | 13.1 | $-11.1 \%$ |
| Fixed Assets | $1,579.5$ | $1,397.2$ | $1,819.8$ | $1,579.5$ | $1,819.8$ | $-13.2 \%$ |
| Total Assets | $1,446.5$ | $1,261.9$ | $1,480.1$ | $1,446.5$ | $1,480.1$ | $-2.3 \%$ |


| Affiliate Quality |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q11 | 2Q11 | 3Q10 | $\begin{gathered} \hline \text { Mkt. Share } \\ \text { 3Q11 } \\ \hline \end{gathered}$ |
| Total Clients (\#) | 3,190,409 | 3,245,240 | 3,360,963 | 7.7\% |
| Affiliates (\#) | 883,793 | 925,911 | 1,024,487 | 6.2\% |
| Assets Under Mngmt. (MM Ps) | 110,899.0 | 114,297.0 | 120,872.3 | 7.9\% |
|  | 3Q11 | 2Q11 | 3Q10 | $\begin{gathered} \hline \text { Mkt. Avg } \\ \text { 3Q11 } \end{gathered}$ |
| Avg. Min. Wages per Affiliate | 5.50 | 5.52 | 5.60 | 4.22 |
| Active Workers/Affiliate | 27.70\% | 28.53\% | 30.59\% | 31.29\% |

## SEGUROS AND PATRIMONIAL INBURSA <br> (Insurance)

Seguros Inbursa's total premiums increased from $\$ 8,499$ MM Ps in September 2010 to $\$ 15,933$ MM Ps in September 2011, a $88 \%$ growth. This is mainly explained by the premium of the Pemex P \& C coverage for the next 22 months that amounted to $\$ 4,956$ MM Ps and was underwritten in August 2011 with a $5 \%$ retention. When adjusted by this effect, the increase in premiums would have been $29 \%$. Net income reached $\$ 451$ MM Ps in Sep-11 compared with $\$ 489$ MM Ps in the same period last year explained by less income of its investment portfolio.

## Financial Information

| MM Ps | 3Q11 | 2Q11 | 3Q10 | 9M11 | 9M10 | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | $8,364.1$ | $3,688.4$ | $2,865.5$ | $15,932.5$ | $8,498.5$ | $87.5 \%$ |
| Reserves Provisions | 389.3 | 376.4 | $(158.3)$ | $1,282.4$ | $(195.6)$ | N.A. |
| Technical Income | $(15.7)$ | 35.9 | 200.9 | 346.6 | 679.2 | $-49.0 \%$ |
| Net Financial Income | 82.1 | 262.6 | 762.1 | $1,038.0$ | $1,140.3$ | $-9.0 \%$ |
| Net Income | $104.7)$ | 84.7 | 312.1 | 451.4 | 489.2 | $-7.7 \%$ |
| Assets | $59,940.3$ | $42,582.5$ | $43,295.8$ | $59,940.3$ | $43,295.8$ | $38.4 \%$ |
| Investments | $25,943.0$ | $24,813.0$ | $24,845.0$ | $25,943.0$ | $24,845.0$ | $4.4 \%$ |
| Reserves | $42,327.1$ | $29,784.9$ | $31,812.0$ | $42,327.1$ | $31,812.0$ | $33.1 \%$ |
| Stockholders' Equity | $7,164.2$ | $7,254.6$ | $6,077.1$ | $7,164.2$ | $6,077.1$ | $17.9 \%$ |

Premiums Breakdown
$\left.\begin{array}{lcccc|ccc}\text { Line of business } & \begin{array}{c}\text { Breakdown } \\ \text { 9M11 }\end{array} & \begin{array}{c}\text { Combined } \\ \text { Growth Rate } \\ \text { 9M11 vs } \\ \text { Ratio }\end{array} & \begin{array}{c}\text { Combined } \\ \text { Ratio }\end{array} & \begin{array}{c}\text { Combined } \\ \text { Ratio }\end{array} & \begin{array}{c}\text { Breakdown }\end{array} & \begin{array}{c}\text { Growth Rate } \\ \text { 9M11 vs }\end{array} \\ \mathbf{9 M 1 0}\end{array}\right]$

Stockholders' equity of Seguros Inbursa stood at \$7,164 MM Ps in September 2011 compared with $\$ 6,077$ MM Ps same period previous year, a $18 \%$ increase.

## PENSIONES INBURSA <br> (Annuities)

Pensiones Inbursa's net income posted losses of \$204 MM Ps in Sep-11 compared with \$191 MM Ps profits in the same period last year, mainly explained by unrealized losses in stocks valuations. Stockholders' equity reached $\$ 5,693$ MM Ps in September 2011 compared with \$5,399 MM Ps in September 2010, a 6\% increase.

## Selected Financial Information

| MM Ps | 3Q11 | 2Q11 | 3Q10 | $9 \mathrm{M11}$ | $9 \mathrm{M10}$ | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 0.9 | 1.5 | 2.3 | 10.6 | 32.8 | -67.7\% |
| Reserves Provisions | (2.7) | (204.8) | (10.0) | (113.3) | 57.6 | N.A. |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (215.9) | (15.5) | (207.9) | (538.7) | (665.5) | N.A. |
| Net Financial Income | 364.9 | 131.4 | 353.0 | 949.5 | 1,141.8 | -16.8\% |
| Net Income | (229.2) | 55.5 | 132.3 | (204.7) | 191.0 | N.A. |
| Assets | 20,951.1 | 21,100.7 | 20,413.6 | 20,951.1 | 20,413.6 | 2.6\% |
| Investments | 18,517.2 | 18,372.4 | 20,307.9 | 18,517.2 | 20,307.9 | -8.8\% |
| Reserves | 15,102.7 | 15,052.6 | 14,891.1 | 15,102.7 | 14,891.1 | 1.4\% |
| Stockholders' Equity | 5,693.1 | 5,922.2 | 5,398.5 | 5,693.1 | 5,398.5 | 5.5\% |

## OPERADORA INBURSA

(Mutual Funds)

Assets under management stood at $\$ 80,370$ MM Ps at the end of Sep-11, compared with $\$ 76,25$ 6MM Ps in Sep-10, 5.4\% more.

## FONDO INBURSA September, 2011

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

Compound Annual Return


$$
\text { Inbursa Mexbol } \begin{gathered}
\text { Dow } \\
\text { Jones }
\end{gathered} \text { Cetes Inflation }
$$

## Mutual Funds

(September, 2011)

| FUND | PORTFOLIO | ASSETS <br> (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 5,111.7 | 3.27\% | 3.46\% |  |
| INBUREX | Fixed Income | 11,918.3 | 5.33\% | 3.69\% |  |
| InBumax | Fixed Income | 9,190.5 | 4.03\% | 3.46\% |  |
| INBURSA | Stock's, Bonds | 11,180.8 | -3.66\% | -5.28\% |  |
| FONIBUR | Stock's, Bonds | 18,512.5 | -2.66\% | -5.28\% | 0.51\% |
| IBUPLUS | Stock's, Bonds | 24,239.4 | -0.73\% | -5.28\% |  |

INVERSORA BURSATIL
(Brokerage House)

Inversora Bursatil posted profits of $\$ 259$ MM Ps in Sep-11 vs \$586 MM Ps in Sep-10. Stockholders' equity stood at \$3,360 MM Ps in Sep-11, $11 \%$ decrease relative to the same period of the previous year. It's worth mentioning that in May 2011, Inversora Bursatil paid a $\$ 1,770 \mathrm{MM}$ Ps dividend. If adjusted, Stockholders' equity growth would have been $13.4 \%$.

FIANZAS GUARDIANA INBURSA (Bonding)
Net income reached \$25.7 MM Ps in Sep-11 vs \$320.6 MM Ps same period last year. Stockholders equity stood at $\$ 2,337.9 \mathrm{MM}$ Ps, a $6.9 \%$ increase if compared with Sep-10.

## Selected Financial Information

| MM Ps | 3Q11 | 2Q11 | 3Q10 | 9M11 | 9M10 | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 328.3 | 299.9 | 198.3 | 945.9 | 571.7 | $65.5 \%$ |
| Technical Income | $(83.9)$ | 32.3 | 128.4 | 15.6 | 256.4 | -93.9\% |
| Earnings From <br> Investments | 31.8 | 35.8 | 32.7 | 96.2 | 83.2 | $15.6 \%$ |
| Net Income | $159.4)$ | 46.0 | 149.6 | 25.7 | 320.6 | -92.0\% |
| Total Assets | $3,832.7$ | $3,839.3$ | $3,363.0$ | $3,832.7$ | $3,363.0$ | $14.0 \%$ |
| Investments | $2,942.1$ | $3,042.3$ | $2,800.8$ | $2,942.1$ | $2,800.8$ | $5.0 \%$ |
| Reserves | $1,329.3$ | $1,252.2$ | 954.9 | $1,329.3$ | 954.9 | $39.2 \%$ |
| Stockholders' <br> Equity | $2,337.9$ | $2,397.3$ | $2,186.2$ | $2,337.9$ | $2,186.2$ | $6.9 \%$ |

## APPENDIX Banco Inbursa

## CAPITALIZATION



## RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 7,853 | 628 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 884 | 71 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 13,554 | 1,084 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 23 | 2 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 8,835 | 707 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 2,150 | 172 |
| TOTAL | 33,299 | 2,664 |
| CREDIT RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 1,098 | 88 |
| GROUP III | 6,731 | 538 |
| GROUP IV | 1,263 | 101 |
| GROUP V | 2,555 | 204 |
| GROUP VI | 7,675 | 614 |
| GROUP VII | 98,913 | 7,913 |
| GROUP VIII | 1,728 | 138 |
| SUB-TOTAL | 119,963 | 9,596 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 6,864 | 549 |
| TOTAL | 126,827 | 10,145 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 19,820 | 1,586 |
| SUB-TOTAL | 19,820 | 1,586 |
| REQUIRMENT FOR TOTAL RISKS | 179,946 | 14,395 |


| TRADING PORTFOLIO | 13,822,211 |
| :---: | :---: |
| Securities | 9,035,074 |
| Government Securities | 2,273,614 |
| Bankers' Acceptances |  |
| Cebur's | 2,513,523 |
| SECURITIES HELD FOR SALE | 1,086,350 |
| Bonds | 1,086,350 |
| SECURITIES HOLD TO MATURITY | 1,001,361 |
| Credit Link | 1,001,361 |
| Bonds |  |


| $\begin{array}{l}\text { REPURCHASE PORTFOLIO } \\ \text { September 30, 2011 }\end{array}$ |  |
| :--- | :--- |
| (Constant 000's Pesos as of September 30, 2011) |  |$]$


| LOAN PORTFOLIO <br> (Constant MM Pesos as of September 30, 2011) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q11 |  | LOAN PORTFOLIO |  |  |  | 3Q11 |
|  | Performing LOANS | NON PERFORMING LOANS | Total Loan Portfolio |  |  |  | 158,853 |
| Commercial | 125,220 | 4,487 | Loan Loss Reserves |  |  |  | 21,131 |
| Interbank | 10,050 |  |  |  |  |  |  |
| Consumer | 8,344 | 160 | TOTAL LOAN PORTFOLIO (NET) |  |  |  | 137,722 |
| Mortgages | 1,206 | 88 |  |  |  |  |  |
| Government | 9,296 | 2 |  |  |  |  |  |
| Total | 154,116 | 4,737 |  |  |  |  |  |
|  | LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |  |  |
|  |  |  | PESOS | UDI's | USD | TOTAL BANK |  |
|  | PERFORMING LOANS |  | 78,770 |  | 46,450 | 125,220 |  |
|  | Commercial |  |  |  |  |  |  |
|  | Interbank |  | 7,399 |  | 2,651 | 10,050 |  |
|  | Consumer |  | 8,343 | 2 |  | 8,343 |  |
|  | Mortgages |  | 1,204 |  | 930 | 1,206 |  |
|  | Government |  | 8,366 |  |  | 9,296 |  |
|  | Total Performing Loans |  | 104,082 | 2 | 50,031 | 154,115 |  |
|  | NON PERFORMING LOANS |  | 3,565 |  | 922 | 4,487 |  |
|  | Commercial |  |  |  |  |  |  |
|  | Interbank |  |  |  |  | 0 |  |
|  | Consumer |  | 154 | 1 | 5 | 160 |  |
|  | Mortgages |  | 87 | 1 |  | 88 |  |
|  | Government |  | 2 |  |  | 2 |  |
|  | Total Non Permorming Loans |  | 3,808 | 2 | 927 | 4,737 |  |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

Loan Loss Reserves at June 30, 2011 (constant million pesos as of June 30, 2011) ..... 20,386

- Adjustment for inflation Jun '11-Sep '11 ..... 159
Loan Loss Reserves at June, 2011 (million nominal pesos) ..... 20,227
+ Provisions recorded during the period ..... -386
+ Currency valuation \& other ..... 1,290
Loan Loss Reserves at September 30, 2011 ..... 21,131

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

## LOAN PORTFOLIO RATINGS (Constant MM Pesos as September 30, 2011)

|  | Loan Subject to Clasification | Loan Loss Reserves |
| :---: | :---: | :---: |
| LOAN PORTFOLIO | 164,289.7 | 21,419.4 |
| Commercial Loans | 135,144.3 | 17,513.7 |
| Risk "A" | 42,856.02 | 273.7 |
| Risk "B" | 72,784.7 | 6,366.6 |
| Risk "C" | 11,830.9 | 3,310.5 |
| Risk "D" | 373.2 | 228.4 |
| Risk "E" | 7,299.5 | 7,298.8 |
| Except Federal Government Past Due Interest |  | 35.7 |
| Interbank Loans | 10,049.9 | 349.7 |
| Risk "A" | 7,467.9 | 57.4 |
| Risk "B" | 2,385.4 | 207.9 |
| Risk "C" | 140.2 | 28.0 |
| Risk "D" |  |  |
| Risk "E" | 56.4 | 56.4 |
| Mortgages Loans | 1,293.9 | 103.6 |
| Risk "A" | 583.8 | 1.9 |
| Risk "B" | 548.9 | 27.8 |
| Risk "C" | 125.3 | 38.0 |
| Risk "D" |  |  |
| Risk "E" | 35.9 | 35.9 |
| Consumer Loans | 8,503.3 | 1,298.5 |
| Risk "A" | 169.9 | 0.5 |
| Risk "B" | 6,186.3 | 355.0 |
| Risk "C" | 1,905.8 | 765.0 |
| Risk "D" | 174.2 | 110.9 |
| Risk "E" | 67.1 | 67.1 |
| Federal Government Loans | 9,298.3 | 1,865.1 |
| Risk "A" |  |  |
| Risk "B" |  |  |
| Risk "C" | 9,298.3 | 1,865.1 |
| Risk "D" |  |  |
| Risk "E" |  |  |


| (Constant MM Pesos as of September 30, 2011) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PORTFOLIO |  |  | REQUIRED RESERVES |  |
| Risk | \% of risk | Notional |  | \% in provision | Notional |
| A | 30.7\% | 50,377 |  | 0\%-0.99\% | 333 |
| B | 50.3\% | 82,606 |  | 1\%-19.99\% | 6.957 |
| C | 14.1\% | 23,101 |  | 20\% - 59.99\% | 6.007 |
| D | 0.3\% | 547 |  | 60\% - 89.99\% | 339 |
| E | 4.7\% | 7,659 |  | 90\% - 100\% | 7.459 |
| Subtotal | 100\% | 164,290 |  |  | 21,095 |
| Plus: <br> Non-Classified portfolio | - | - | Plus: <br> Aditional esti |  | 324 |
| Plus: <br> Exceptued portfolio | 0.0\% | 0 |  |  |  |
| Total Credit Portfolio | 100\% | 164,290 | Total Reserve |  | 21,419 |

NOTES:
1.- ACCOUNTING INFORMATION RELATIVE TO THE LOAN CLASSIFICATION OF THE PORTFOLIO FOR THE QUARTER ENDING SEPTEMBER 30 2011, WITH A RISK EXPOSURE RATE OF THE PORTFOLIO BASED UPON THE RATINGS GRANTED AS OF SEPTEMBER 30, 2011. THIS PROCEDURE FOLLOWS THE GUIDE LINES OF THE CNBV
2.- IN ACCORDANCE WITH LOAN CLASSIFICATION RULES, THE INSTITUTION IS OBLIGED TO GRADE INDIVIDUALLY AT LEAST 80\% OF ITS LOAN PORTFOLIO SUBJECT TO RATING.
3.- BASE LOAN PORTFOLIO CLASSIFIED INCLUDES CONTINGENT OPERATIONS SHOWN IN ITS CORRESPOPNDING GROUP FOR MEMORANDOM ACCOUNTS AT THE END OF THE CONSOLIDATED BALANCE SHEET REPORTED ON SEPTEMBER 30, 2011
4.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE MORTGAGE PORTFOLIO PROVISIONS AS OF SEPTEMBER 30, 2011 FOR $\$ 2 \$ 28 \$ 38$ AND $\$ 36$ THAT CORRESPONDS TO RISKS "A", "B", "C" AND "E", RESPECTIVELY
5. IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE CONSUMER PORTFOLIO PROVISIONS A OF SEPTEMBER 30, 2011 FOR $\$ 1 \$ 355 \$ 765 \$ 110$ AND $\$ 67$ THAT CORPESPONDS TO RISK "A" " "B" "C" "D" AND "E RESPECTIVELY.
6.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES AN ADJUSTMENT OF $\$ 36$ THAT CORRESPONDS TO THE ADDITIONAL PROVISIONS FOR INTEREST PAYABLE OVER PAYABLE PORTFOLIO
7.- PREVENTIVE RESERVES INCLUDES $\$ 17$ THAT CORRESPONDS TO ADITIONAL RESERVES FOR OPERATIONAL RISKS.
8.- THE OUTCOME OF THIS CREDIT RISK RATING IS INCLUDED IN THE CONSOLIDATED BALANCE SHEET REPORTED AS OF SEPTEMBER 30, 201

| MATURITY | TOTAL (000's) |
| :--- | ---: |
| 1 to 7 days | $4,310,353$ |
| 8 days to 1 month |  |
| 1 to 3 months | $3,764,979$ |
| 3 to 6 months | 276,659 |
| 6 to 9 months | $1,503,600$ |
| 9 months to 1 year | 232,479 |
| 1 to 2 years |  |
| 2 to 3 years | 283,811 |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years |  |
| 7 to 9 years | $\mathbf{1 0 , 3 7 1 , 8 8 1}$ |
| more than 9 |  |

## CNBV GAAP Financial Statements

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement (quarterly)

|  |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | Sep |
| (Million Pesos.) | 1 Q10 | 2 Q10 | 3Q10 | 1Q11 | 2 Q11 | 3Q11 | Sep '11 | Sep '10 |
| Interest Income | 4,730.0 | 5,113.6 | 5,277.6 | 5,155.9 | 5,107.1 | 4,864.2 | 15,127.2 | 15,121.2 |
| Premiums written (net) | 2,668.7 | 2,580.6 | 2,451.2 | 3,414.7 | 3,061.6 | 3,169.6 | 9,645.8 | 7,700.6 |
| Interest Expense | $(2,192.7)$ | $(2,378.8)$ | $(2,335.1)$ | $(2,192.6)$ | $(2,194.6)$ | $(1,955.3)$ | $(6,342.4)$ | $(6,906.7)$ |
| Increased in reserve for unearned premiums | (539.3) | 199.5 | (186.3) | (922.0) | (288.4) | (536.4) | $(1,746.8)$ | (526.0) |
| Cost of claims and contractual obligations (net) | $(1,788.6)$ | $(2,161.7)$ | $(2,013.7)$ | $(1,973.7)$ | $(2,138.5)$ | $(2,427.2)$ | $(6,539.4)$ | $(5,964.1)$ |
| FINANCIAL MARGIN | 2,878.1 | 3,353.2 | 3,193.6 | 3,482.3 | 3,547.2 | 3,114.9 | 10,144.3 | 9,425.0 |
| Loan Loss Provisions | 1,142.4 | 1,073.1 | 1,251.4 | 1,702.0 | 692.5 | (374.1) | 2,020.5 | 3,466.9 |
| RISK ADJUSTED NII | 1,735.8 | 2,280.1 | 1,942.2 | 1,780.2 | 2,854.6 | 3,488.9 | 8,123.8 | 5,958.1 |
| Comissions and Fees | 357.4 | 280.5 | 342.0 | 157.9 | 315.4 | 649.6 | 1,122.8 | 979.9 |
| Market-Related Income | 1,287.1 | (541.6) | 2,972.1 | 2,029.7 | (105.2) | $(3,503.8)$ | $(1,579.3)$ | 3,717.6 |
| Non-Interest Expense | $(1,359.0)$ | $(1,219.1)$ | $(1,438.2)$ | $(1,545.9)$ | $(1,344.4)$ | $(1,417.6)$ | $(4,308.0)$ | $(4,016.2)$ |
| OPERATING INCOME | 2,021.3 | 799.9 | 3,818.1 | 2,421.9 | 1,720.4 | (782.9) | 3,359.4 | 6,639.3 |
| Subsidiaries' Net Income | 46.4 | 84.5 | 142.0 | 117.4 | 155.1 | 63.6 | 336.2 | 273.0 |
| NET INCOME BEFORES TAXES | 2,067.7 | 884.5 | 3,960.1 | 2,539.4 | 1,875.5 | (719.4) | 3,695.5 | 6,912.3 |
| Incurred Income Tax \& Profit Sharing | (305.4) | (643.4) | (769.4) | (331.2) | (819.1) | (842.6) | (1,993.0) | $(1,718.3)$ |
| Deferred Income Tax (net) | 55.9 | 254.6 | (339.0) | (174.2) | 179.8 | 1,276.3 | 1,281.9 | (28.5) |
| RESULTS FROM CONTINUED OPERATION | 1,818.2 | 495.6 | 2,851.7 | 2,033.9 | 1,236.2 | (285.6) | 2,984.4 | 5,165.6 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 1,818.2 | 495.6 | 2,851.7 | 2,033.9 | 1,236.2 | (285.6) | 2,984.4 | 5,165.6 |
| MINORITARY INTEREST | 14.6 | (1.6) | 118.9 | 15.4 | 37.5 | (3.1) | 49.8 | 131.9 |

GRUPO FINANCIERO INBURSA
Consolidated Balance Sheet
Million Pesos

| ASSETS | Mar-10 | Jun-10 | Sep-10 | Mar-11 | Jun-11 | Sep-11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 19,418.8 | 23,190.4 | 18,692.8 | 20,046.3 | 17,965.9 | 21,255.2 |
| Margin Accounts | 293.7 | 26.7 | 26.0 | 55.1 | 21.8 | 3,348.9 |
| Financial Instruments | 89,490.1 | 86,190.0 | 73,135.3 | 75,975.3 | 69,236.8 | 70,967.9 |
| Negotiable | 66,693.1 | 64,147.6 | 50,497.1 | 54,401.2 | 45,663.6 | 46,272.5 |
| For Sale | 1,606.3 | 1,763.1 | 1,784.3 | 1,604.2 | 1,047.5 | 1,158.8 |
| Held to Maturity | 21,190.7 | 20,279.3 | 20,853.8 | 19,969.9 | 22,525.7 | 23,536.6 |
| Repos \& Derivatives | 174,930.4 | 6,954.9 | 11,370.2 | 11,105.8 | 28,118.6 | 10,507.5 |
| Repo Operations | 718.3 | 485.4 | 955.3 | 408.6 | 16,316.7 | 499.4 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 174,212.1 | 6,469.4 | 10,414.9 | 10,697.2 | 11,801.9 | 10,008.1 |
| Adjusted Valuation for Financial Assets | 3,280.2 | 4,174.5 | 4,980.0 | 2,062.6 | 2,268.4 | 2,382.2 |
| LOANS | 160,952.2 | 168,155.1 | 166,814.2 | 166,633.4 | 145,699.1 | 153,667.1 |
| Commercial | 126,112.1 | 127,994.8 | 126,166.7 | 121,632.3 | 113,300.2 | 122,883.2 |
| Interbank | 8,269.3 | 9,677.0 | 10,284.1 | 10,798.3 | 9,660.3 | 10,050.4 |
| Consumer | 5,803.0 | 9,563.4 | 9,440.8 | 10,516.8 | 9,639.4 | 10,231.4 |
| Housing | 1,129.5 | 1,151.1 | 1,167.2 | 1,189.1 | 1,220.7 | 1,205.9 |
| Governments | 19,638.3 | 19,768.7 | 19,755.3 | 22,497.0 | 11,878.5 | 9,296.2 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 2,345.2 | 2,620.3 | 2,976.3 | 4,422.0 | 6,219.1 | 5,424.3 |
| TOTAL GROSS LOANS | 163,297.4 | 170,775.4 | 169,790.5 | 171,055.4 | 151,918.2 | 159,091.3 |
| Loan Loss Reserves | 16,483.8 | 17,576.9 | 18,322.1 | 20,297.0 | 20,668.5 | 21,392.4 |
| TOTAL NET LOANS | 146,813.6 | 153,198.4 | 151,468.4 | 150,758.4 | 131,249.7 | 137,698.9 |
| Insurance and bonding companies | 3,473.1 | 2,190.2 | 1,914.8 | 3,581.8 | 2,416.8 | 3,515.9 |
| Premium debtors (net) | 5,695.4 | 5,869.5 | 3,975.4 | 3,875.0 | 4,309.0 | 9,171.4 |
| Reinsurance and rebonders | 11,790.0 | 11,364.3 | 12,317.6 | 9,090.6 | 9,056.5 | 20,249.5 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 7,111.0 | 11,225.8 | 25,657.6 | 19,197.5 | 24,796.5 | 13,361.7 |
| Repossessed Assets (net) | 2,212.1 | 2,410.0 | 727.8 | 734.9 | 720.6 | 736.9 |
| Fixed Assets (net) | 3,855.9 | 3,867.6 | 3,847.4 | 3,754.6 | 3,793.7 | 3,731.0 |
| Permanent Equity Investments | 6,580.1 | 6,562.5 | 8,171.7 | 7,172.2 | 7,166.0 | 7,256.2 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets,deferred charges \& intangible | 3,563.2 | 3,716.9 | 4,029.4 | 3,929.0 | 4,047.7 | 4,128.7 |
| TOTAL ASSETS | 478,507.7 | 320,941.7 | 320,314.4 | 311,339.1 | 305,168.0 | 308,311.7 |


| LIABILITIES | Mar-10 | Jun-10 | Sep-10 | Mar-11 | Jun-11 | Sep-11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 134,070.0 | 138,688.9 | 140,521.2 | 130,202.6 | 126,198.2 | 120,035.9 |
| Demand Deposits | 47,658.4 | 47,360.0 | 47,904.6 | 49,752.1 | 48,990.8 | 49,817.3 |
| Time Deposits | 86,411.6 | 91,328.9 | 87,601.6 | 58,785.0 | 50,557.1 | 38,647.0 |
| Unsecured Notes (CEBURES) | 0.0 | 0.0 | 5,015.0 | 21,665.6 | 26,650.3 | 31,571.6 |
| INTERBANK LOANS \& OTHER | 4,242.6 | 5,066.6 | 5,291.0 | 7,451.3 | 6,345.3 | 10,371.9 |
| TECHNICAL RESERVES | 46,825.0 | 46,691.5 | 47,767.9 | 46,100.4 | 46,280.7 | 58,923.1 |
|  | 203,179.1 | 35,347.9 | 23,335.7 | 11,361.2 | 13,747.6 | 22,346.3 |
| Repo Operations | 29,016.0 | 24,371.8 | 9,049.3 | 4,055.8 | 4,853.4 | 2,565.1 |
| Credit related operations | 0.0 | 0.0 | 0.0 |  |  |  |
| Derivatives | 174,163.1 | 10,976.1 | 14,286.3 | 7,305.4 | 8,894.3 | 19,781.2 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 3,093.5 | 3,397.3 | 1,880.5 | 1,254.4 | 1,715.3 | 5,805.9 |
| OTHER ACCOUNTS PAYABLE | 19,109.8 | 23,571.7 | 30,782.9 | 38,977.9 | 36,022.3 | 17,327.3 |
| Income tax \& Employee profit sharing | 820.2 | 1,392.2 | 2,409.1 | 1,352.3 | 1,730.0 | 2,056.9 |
| Other accounts payable | 18,289.6 | 22,179.5 | 28,373.8 | 37,625.6 | 34,292.3 | 15,270.4 |
| DEFERRED TAXES | 3,286.3 | 3,023.0 | 3,138.8 | 3,621.7 | 3,430.2 | 2,681.4 |
| DEFERRED CREDITS | 129.7 | 1,876.7 | 1,480.2 | 1,131.8 | 1,031.6 | 742.3 |
| TOTAL LIABILITIES | 413,936.2 | 257,663.6 | 254,198.1 | 240,101.3 | 234,771.2 | 238,234.0 |
| STOCKHOLDERS'EQUITY |  |  |  |  |  |  |
| SUSCRIBED CAPITAL | 27,408.5 | 27,408.5 | 27,408.5 | 27,408.5 | 27,408.5 | 27,408.5 |
| Paid-in Capital | 14,206.5 | 14,206.5 | 14,206.5 | 14,206.5 | 14,206.5 | 14,206.5 |
| Share Subscription Premium | 13,202.0 | 13,202.0 | 13,202.0 | 13,202.0 | 13,202.0 | 13,202.0 |
| Subordinated debt | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EARNED CAPITAL | 36,361.5 | 35,069.6 | 37,808.1 | 42,837.3 | 42,002.5 | 41,691.4 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 32,431.9 | 30,642.7 | 30,648.5 | 38,692.8 | 36,659.5 | 36,630.9 |
| Valuation surplus (Deficit) of available for sale instruments | (972.5) | (972.5) | (972.5) | (972.5) | (972.5) | (972.5) |
| Result from conversion of foreign transactions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Valuation effects on affiliates and associated firms | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Surplus (deficit) from Equity Restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income of the period | 1,803.7 | 2,300.9 | 5,033.7 | 2,018.5 | 3,217.2 | 2,934.6 |
| Minority Interest | 801.5 | 800.1 | 899.7 | 992.0 | 985.8 | 977.8 |
| TOTAL STOCKHOLDERS' EQUITY | 64,571.6 | 63,278.2 | 66,116.3 | 71,237.8 | 70,396.9 | 70,077.7 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 478,507.7 | 320,941.7 | 320,314.4 | 311,339.1 | 305,168.0 | 308,311.7 |


| GRUPO FINANCIERO INBURSA MEMORANDUM ACCOUNTS Million Pesos |  |  |  |
| :---: | :---: | :---: | :---: |
| CUSTOMER POSITION ACCOUNTS | Sep-11 | COMPANY POSITION ACCOUNTS | Sep-11 |
| CUSTOMER CURRENT ACCOUNTS | 1,380.2 |  |  |
| Customer bank balances | 1.0 | Contingency assets and liabilities | 52,259.5 |
| Custumer transaction liquidations | 1,379.2 | Assets under trust | 436,407.5 |
| Client loans |  | Assets under custody or administration | 958,271.5 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,169,639.4 | Shares held in custody |  |
| Assets in custody or under administration | 2,169,639.4 | Other contingent obligations | 4,736.4 |
| Assets received in guarantee |  | Collaterals | 102,181.5 |
|  |  | Others | 1,162,960.2 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 36,617.2 |  |  |
| Customer Repos | 36,617.2 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| TOTAL CUSTOMER POSITION | 2,207,636.8 | TOTAL OWN POSITION | 2,716,816.6 |


|  | Sep-11 |
| :---: | :---: |
| OPERATING ACtivities |  |
| Net Income | 2,935 |
| Subsidiaries' Income | (336) |
| Depreciation \& Amortization | 252 |
| Deferred assets Amortization | 2 |
| Technical reserves | 1,747 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 711 |
| Others | 2,021 |
|  | 7,331 |
| Margin Accounts | $(3,292)$ |
| Financial Instruments | $(1,604)$ |
| Repos Debtors | 4,613 |
| Derivatives (Assets) | (792) |
| Cash increase (decrease) from Loan Portfolio | 16,936 |
| Insurance and bonding accounts | 499 |
| Premium debtors | $(4,402)$ |
| Reinsurances and rebonding (Assets) | $(9,689)$ |
| Repossed Assets | (44) |
| Operative Assets | 8,462 |
| Cash increase (decrease) from funding | $(21,120)$ |
| Banking Loans \& Other Financial Institutions | 4,498 |
| Repos | $(4,408)$ |
| Derivatives (Liabilities) | 10,681 |
| Reinsurances and rebonding (Liabilities) | 3,912 |
| Operative Liabilities | $(17,888)$ |
| Others | 10,336 |
|  | $(3,304)$ |
| Cash flow from operating activities | 4,027 |
| Financing Activities | $(2,000)$ |
|  | $(2,000)$ |
| Spin-Offs |  |
| Cash Flow From Financing Activities | $(2,000)$ |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (176) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Subsidiaries | $(1,897)$ |
| Repossessed Property |  |
| Buy(sell) cash dividends | 2,010 |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (63) |
| Net Increase in Cash | 1,965 |
| Cash at beginning of the period | 19,291 |
| Cash at end of period | 21,255 |

BANCO INBURSA
Consolidated Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 3Q10 | 4Q10 | 1 Q11 | 2Q11 | 3Q11 | Sep '11 | Sep '10 |
| Interest Income | 3,777.8 | 4,186.3 | 4,586.4 | 4,187.1 | 4,110.3 | 3,958.4 | 12,255.8 | 11,506.0 |
| Interest Expense | 1,729.3 | 1,924.9 | 2,014.4 | 1,892.7 | 1,909.8 | 1,744.8 | 5,547.2 | 5,311.5 |
| Financial Margin | 2,048.5 | 2,261.3 | 2,572.0 | 2,294.4 | 2,200.6 | 2,213.6 | 6,708.6 | 6,194.5 |
| Loan Loss Provisions | 1,041.2 | 1,141.3 | 1,042.5 | 1,624.1 | 624.8 | (426.6) | 1,822.3 | 3,258.6 |
| Risk Adjusted Net Interest Income | 1,007.3 | 1,120.0 | 1,529.5 | 670.3 | 1,575.8 | 2,640.2 | 4,886.3 | 2,935.9 |
| Comissions and Fees | 575.8 | 592.3 | 674.8 | 569.1 | 695.7 | 985.0 | 2,249.9 | 1,850.0 |
| Market-Related Income | (564.7) | 1,387.5 | 162.2 | 915.7 | (266.9) | $(3,219.5)$ | $(2,570.7)$ | 1,174.9 |
| Operating Revenues | 1,018.4 | 3,099.8 | 2,366.5 | 2,155.1 | 2,004.7 | 405.7 | 4,565.5 | 5,960.8 |
| Non-Interest Expense | 686.9 | 763.1 | 1,035.6 | 887.0 | 733.0 | 810.5 | 2,430.5 | 2,175.5 |
| Operating Income | 331.6 | 2,336.8 | 1,330.9 | 1,268.1 | 1,271.7 | (404.8) | 2,135.0 | 3,785.4 |
| Other Income (Expenses) | 57.2 | 39.6 | 45.8 | 0.0 | 0.0 | 0.0 | 0.0 | 126.4 |
| Earnings Before Taxes | 388.8 | 2,376.3 | 1,376.8 | 1,268.1 | 1,271.7 | (404.8) | 2,135.0 | 3,911.7 |
| Incurred Income Tax \& Profit Sharing | 425.8 | 583.1 | (34.3) | 122.1 | 576.2 | 622.6 | 1,320.9 | 1,089.4 |
| Deferred Income Tax | (167.3) | 99.3 | 159.5 | 82.3 | (103.6) | (939.4) | (960.7) | (71.0) |
| Net Income Before Subsidiaries' Net Income | 130.3 | 1,694.0 | 1,251.6 | 1,063.7 | 799.1 | (88.1) | 1,774.8 | 2,893.4 |
| Subsidiaries' Net Income | 96.3 | 101.2 | 100.9 | 116.0 | 148.4 | 88.2 | 352.7 | 247.4 |
| Continous Operations' Net Income | 226.6 | 1,795.2 | 1,352.5 | 1,179.7 | 947.5 | 0.2 | 2,127.5 | 3,140.7 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\begin{aligned} & 0.0 \\ & (4.2) \end{aligned}$ | $\begin{gathered} 0.0 \\ (114.5) \end{gathered}$ | $\begin{gathered} 0.0 \\ (46.9) \end{gathered}$ | $\begin{gathered} 0.0 \\ (21.9) \end{gathered}$ | $\begin{gathered} 0.0 \\ (36.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (17.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (76.1) \end{gathered}$ | $\begin{gathered} 0.0 \\ (138.1) \end{gathered}$ |
| Net Income | 222.5 | 1,680.6 | 1,305.6 | 1,157.8 | 910.9 | (17.4) | 2,051.3 | 3,002.6 |

## BANCO INBURSA

Consolidated Balance Sheet
Million Pesos

| Assets | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 23,138.9 | 18,715.7 | 19,221.5 | 19,978.7 | 18,109.3 | 21,374.0 |
| Margin Accounts | 2,201.9 | 26.0 | 57.0 | 55.1 | 21.8 | 3,348.9 |
| Financial Instruments | 13,805.1 | 14,468.6 | 13,582.0 | 12,285.5 | 11,113.9 | 17,432.0 |
| Negotiable | 11,142.9 | 11,946.8 | 11,122.7 | 10,055.9 | 9,450.1 | 15,344.3 |
| For Sale | 1,577.7 | 1,608.9 | 1,563.0 | 1,531.7 | 975.0 | 1,086.4 |
| Held to Maturity | 1,084.5 | 912.9 | 896.2 | 697.9 | 688.9 | 1,001.4 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 6,931.8 | 11,394.8 | 14,367.1 | 11,139.7 | 28,193.0 | 10,510.8 |
| Repo Operations | 462.4 | 979.9 | 5,151.1 | 442.5 | 16,391.0 | 502.8 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 6,469.4 | 10,414.9 | 9,216.0 | 10,697.2 | 11,801.9 | 10,008.1 |
| Adjusted Valuation for Financial Assets | 4,174.5 | 4,980.0 | 2,159.6 | 2,062.6 | 2,268.4 | 2,382.2 |
| LOANS | 168,756.9 | 167,314.8 | 172,189.0 | 167,339.8 | 146,176.0 | 154,115.8 |
| Commercial | 130,859.9 | 128,774.8 | 126,302.7 | 124,263.8 | 115,680.5 | 125,220.3 |
| Interbank | 9,676.5 | 10,283.6 | 9,903.2 | 10,797.7 | 9,659.8 | 10,049.9 |
| Consumer | 7,300.6 | 7,333.8 | 7,721.8 | 8,592.1 | 7,736.5 | 8,343.6 |
| Housing | 1,151.1 | 1,167.2 | 1,195.6 | 1,189.1 | 1,220.7 | 1,205.9 |
| Governments | 19,768.7 | 19,755.3 | 27,065.7 | 22,497.0 | 11,878.5 | 9,296.2 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 2,479.1 | 2,762.2 | 3,426.7 | 3,635.8 | 5,473.6 | 4,737.9 |
| Total Gross Loans | 171,235.9 | 170,076.9 | 175,615.7 | 170,975.6 | 151,649.6 | 158,853.7 |
| Preventive Provision for Credit Risks | $(17,211.9)$ | $(17,969.7)$ | $(18,515.4)$ | $(20,005.3)$ | $(20,385.8)$ | $(21,130.7)$ |
| Total Net Loans | 154,024.0 | 152,107.3 | 157,100.3 | 150,970.3 | 131,263.8 | 137,723.0 |
| Receivables,Sundry Debtors \& Adv. Payments | 8,151.6 | 26,393.5 | 20,821.6 | 18,353.6 | 23,926.5 | 12,378.6 |
| Fixed Assets (net) | 749.2 | 731.9 | 739.3 | 719.6 | 704.2 | 766.7 |
| Repossessed Property | 2,278.9 | 598.4 | 563.0 | 603.4 | 591.4 | 608.1 |
| Permanent Equity Investments | 5,901.3 | 5,817.3 | 6,121.5 | 6,250.0 | 6,219.0 | 6,320.3 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 580.5 | 568.1 | 598.0 | 582.8 | 570.6 | 566.4 |
| TOTAL ASSETS | 221,937.6 | 235,801.5 | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 |


|  | 2 Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 139,085.5 | 140,937.1 | 141,609.1 | 130,441.8 | 126,450.5 | 120,290.9 |
| Demand Deposits | 47,592.1 | 48,150.4 | 51,737.0 | 49,955.6 | 49,223.2 | 50,072.3 |
| Time Deposits | 91,493.5 | 87,771.7 | 74,203.1 | 58,820.6 | 50,577.0 | 38,647.0 |
| Unsecured Notes (CEBURES) | 0.0 | 5,015.0 | 15,669.0 | 21,665.6 | 26,650.3 | 31,571.6 |
| Interbank Loans \& Other | 6,707.2 | 5,906.6 | 5,874.0 | 7,451.3 | 6,345.3 | 10,371.9 |
| Repo Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Credit Related Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 10,845.8 | 14,116.1 | 8,914.8 | 7,111.0 | 8,657.0 | 19,457.1 |
| Other Accounts Payable | 17,086.9 | 24,571.0 | 28,154.5 | 26,068.9 | 28,710.3 | 11,143.2 |
| Income Tax \& Employee Profit Sharing | 514.0 | 1,093.6 | 322.3 | 992.3 | 1,244.3 | 1,269.5 |
| Deferred Taxes | 1,632.2 | 1,742.2 | 1,914.7 | 1,304.8 | 1,241.7 | 881.1 |
| Deferred Credits | 1,781.7 | 1,379.9 | 1,113.5 | 1,007.9 | 902.1 | 613.7 |
| TOTAL LIABILITIES | 177,653.3 | 189,746.6 | 187,902.9 | 174,378.1 | 173,551.2 | 164,027.4 |
| SUSCRIBED CAPITAL | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 | 25,264.3 |
| Paid-in Capital | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 | 17,579.5 |
| Share subscription premium | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 | 7,684.8 |
| EARNED CAPITAL | 19,020.1 | 20,790.6 | 22,163.8 | 23,358.9 | 24,166.4 | 24,119.4 |
| Capital Reserves | 5,962.4 | 5,962.4 | 5,962.4 | 5,962.4 | 6,393.2 | 6,393.2 |
| Retained Earnings | 10,688.8 | 10,688.8 | 10,688.8 | 14,997.0 | 14,566.2 | 14,566.2 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 |
| Available for Sale | 137.9 | 134.9 | 165.8 | 168.8 | 74.3 | 31.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 1,322.0 | 3,002.6 | 4,308.2 | 1,157.8 | 2,068.7 | 2,051.3 |
| Minority Interest | 643.6 | 736.5 | 773.1 | 807.5 | 798.6 | 812.0 |
| Total Stockholders' Equity | 44,284.4 | 46,054.9 | 47,428.0 | 48,623.2 | 49,430.7 | 49,383.7 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 221,937.6 | 235,801.5 | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 |


| Million Pesos | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Guarantees Granted | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Contingent Obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Irrevocable Lines of Credit Granted | 3,295.0 | 3,166.2 | 2,815.9 | 5,936.0 | 4,564.1 | 4,736.4 |
| Goods in Trust or Mandate | 323,545.3 | 327,461.3 | 412,131.8 | 413,561.3 | 439,984.9 | 436,407.5 |
| Investment Banking Operations on Behalf of Third Parties | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Goods in Custody or Under Administration | 725,704.7 | 722,866.3 | 1,082,673.3 | 1,063,976.5 | 986,392.4 | 957,177.6 |
| Collaterals received | 12,571.9 | 83,288.3 | 30,878.3 | 88,337.9 | 103,142.8 | 35,870.8 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 960,236.0 | 992,565.1 | 987,126.8 | 977,595.8 | 931,633.5 | 1,103,929.4 |
|  | 2,025,352.9 | 2,129,347.2 | 2,515,626.0 | 2,549,407.5 | 2,465,717.6 | 2,538,121.7 |


|  | Sep-11 |
| :---: | :---: |
| OPERATING ACTIVITIES |  |
| Net Income | 2,051 |
| Subsidiaries' Income | (353) |
| Depreciation \& Amortization | 108 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 360 |
| Provisions |  |
| Others | 1,822 |
|  | 3,989 |
| Margin Accounts | $(3,292)$ |
| Financial Instruments | $(3,850)$ |
| Repos debtors | 4,648 |
| Derivatives (Assets) | (753) |
| Cash increase (decrease) from Loan Portfolio | 17,555 |
| Repossed Assets | (45) |
| Operative Assets | 8,443 |
| Cash increase (decrease) from funding | $(21,318)$ |
| Banking Loans \& Other Financial Institutions | 4,498 |
| Derivatives (Liabilities) | 8,968 |
| Operative Liabilities | $(18,053)$ |
| Coverage instruments | 1,312 |
|  | $(1,887)$ |
| Cash flow from operating activities | 2,102 |
| Financing Activities | 0 |
| Dividends Payment |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | 154 |
| Buy(sell) of fixed assets | (134) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | 31 |
| Cash Flow From Investment Activities | 50 |
| Net Increase in Cash | 2,153 |
| Cash at beginning of the period | 19,221 |
| Cash at end of period | 21,374 |

## OPERADORA INBURSA

| Million Pesos |  |  |  |  |  | 3Q11 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 |  | Sep '11 | Sep '10 |
| \|Earnings from Investment Sales | 0.5 | 0.9 | 1.3 | 2.2 | 1.3 | 0.7 | 4.2 | 3.5 |
| Asset Management Income | 104.6 | 109.5 | 115.1 | 116.2 | 118.5 | 118.3 | 353.0 | 312.5 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 | 0.2 |
| Unrealized Gain on Portfolio Valuation | (9.3) | 43.6 | 35.4 | 13.9 | 5.9 | (28.8) | (8.9) | 54.9 |
| Total Earnings | 95.9 | 154.0 | 151.9 | 132.4 | 125.9 | 90.3 | 348.5 | 371.2 |
| General Expenses | 48.5 | 50.5 | 53.1 | 55.9 | 55.0 | 54.5 | 165.5 | 145.2 |
| Total expenses | 48.5 | 50.5 | 53.1 | 55.9 | 55.0 | 54.5 | 165.5 | 145.2 |
| Earnings Before Taxes | 47.5 | 103.5 | 98.8 | 76.5 | 70.8 | 35.7 | 183.1 | 225.9 |
| Incurred Income Tax \& Profit Sharing | 17.3 | 17.8 | 17.8 | (13.0) | 21.2 | 9.3 | 17.5 | 50.8 |
| Net Income Before Deferred Accounts | 30.2 | 85.8 | 81.0 | 89.4 | 49.7 | 26.5 | 165.6 | 175.1 |
| Earnings from subsidiaries | 0.5 | 15.1 | 6.3 | 5.6 | 9.9 | (0.6) | 14.9 | 14.5 |
| Unadjusted for monetary position result | 30.7 | 100.8 | 87.3 | 95.0 | 59.6 | 25.9 | 180.5 | 189.6 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 30.7 | 100.8 | 87.3 | 95.0 | 59.6 | 25.9 | 180.5 | 189.6 |

## OPERADORA INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.6 | 0.0 | 0.0 | 0.0 | 0.0 |
| Negotiable Instruments | 651.5 | 736.7 | 820.7 | 877.8 | 729.3 | 750.1 |
| Sundry Debtors | 42.4 | 44.2 | 48.4 | 49.0 | 47.1 | 47.0 |
| Provisional Payments | 26.9 | 44.0 | 0.7 | 13.0 | 31.1 | 49.6 |
| Permanent investments | 277.8 | 317.0 | 328.9 | 334.5 | 344.5 | 343.9 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 998.7 | 1,142.5 | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Sundry Creditors | 18.0 | 18.8 | 20.3 | 21.3 | 20.5 | 21.4 |
| Payable Taxes | 41.6 | 59.7 | 17.1 | 27.5 | 45.2 | 67.1 |
| Deferred Income Tax | 147.1 | 171.3 | 181.5 | 150.4 | 151.4 | 141.5 |
| TOTAL LIABILITIES | 206.8 | 249.8 | 218.8 | 199.2 | 217.2 | 230.0 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Stockholders' Equity | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 | 23.9 |
| Legal Reserve | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 | 4.4 |
| Retained Earnings | 674.7 | 674.7 | 674.7 | 951.7 | 751.7 | 751.7 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 88.8 | 189.6 | 276.9 | 95.0 | 154.6 | 180.5 |
| TOTAL STOCKHOLDERS' EQUITY | 791.9 | 892.7 | 980.1 | 1,075.1 | 934.7 | 960.6 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 998.7 | 1,142.5 | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 |

## INVERSORA BURSATIL

Income Statement

| Million Pesos | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Sep '11 | Sep '10 |
| Commisions \& Tariffs | 142.9 | 151.4 | 177.2 | 125.1 | 191.5 | 221.5 | 538.1 | 485.2 |
| Earnings From Services | 142.9 | 151.4 | 177.2 | 125.1 | 191.5 | 221.5 | 538.1 | 485.2 |
| Income from sale of securities | 134.7 | 91.7 | 96.3 | 42.7 | 53.7 | 70.6 | 167.0 | 342.1 |
| Interest Income | 648.2 | 544.1 | 596.8 | 578.9 | 616.2 | 435.4 | 1,630.5 | 1,739.4 |
| Interest Expense | (717.9) | (590.5) | (643.4) | (575.2) | (653.8) | (476.0) | $(1,705.1)$ | $(1,899.8)$ |
| Unrealized gain on Portfolio Valuation | (71.4) | 292.9 | 303.5 | 223.3 | (116.5) | (173.7) | (67.0) | 308.5 |
| Financial Margin | (6.4) | 338.2 | 353.1 | 269.7 | (100.5) | (143.7) | 25.5 | 490.3 |
| Operating Income | 136.5 | 489.6 | 530.3 | 394.7 | 91.0 | 77.8 | 563.5 | 975.4 |
| General Expenses | 70.4 | 69.5 | 79.8 | 67.7 | 67.9 | 58.1 | 193.7 | 239.4 |
| Operating Margin | 66.1 | 420.1 | 450.5 | 327.0 | 23.1 | 19.7 | 369.8 | 736.1 |
| Other Expenses (Income) | (1.5) | (2.1) | (0.5) | (0.3) | (0.4) | (0.6) | (1.4) | (6.6) |
| Net Income Before Income Tax \& Profit Sharing | 67.6 | 422.2 | 451.0 | 327.3 | 23.6 | 20.3 | 371.2 | 742.7 |
| Incurred Income Tax \& Profit Sharing | 49.8 | 31.3 | 27.1 | 23.1 | 51.0 | 56.7 | 130.7 | 113.6 |
| Deffered Income Tax | (17.5) | 70.3 | 78.9 | 63.3 | (29.1) | (54.2) | (20.0) | 43.2 |
| Net Income Before Subsidiaries' Net Income | 35.3 | 320.6 | 345.0 | 241.0 | 1.6 | 17.9 | 260.5 | 585.9 |
| Subsidiaries' Net Income | 0.0 | 0.2 | (0.0) | (0.6) | (0.1) | (0.1) | (0.8) | 0.4 |
| Net Income | 35.3 | 320.8 | 344.9 | 240.4 | 1.6 | 17.8 | 259.7 | 586.3 |

## INVERSORA BURSATIL

Million Pesos

| ASSETS | 2 Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Banks | 0.1 | 15.0 | 0.1 | 0.2 | 0.7 | 0.1 |
| FINANCIAL INSTRUMENTS | 28,111.2 | 13,206.8 | 11,553.4 | 17,087.4 | 10,303.6 | 5,716.0 |
| Negotiable | 28,111.2 | 13,206.8 | 11,553.4 | 17,087.4 | 10,303.6 | 5,716.0 |
| Under repurchase receivable agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 65.4 | 110.8 | 41,671.1 | 1.8 | 2.7 | 0.9 |
| Repo Operations | 65.4 | 110.8 | 41,671.1 | 1.8 | 2.7 | 0.9 |
| Other accounts receivable | 43.4 | 27.0 | 29.5 | 32.6 | 40.8 | 41.0 |
|  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Fixed assets,net | 10.3 | 12.3 | 20.4 | 19.2 | 18.4 | 17.1 |
| Permanent equity investments | 3.0 | 3.2 | 3.2 | 2.6 | 2.5 | 2.4 |
| Other Assets | 869.9 | 914.1 | 843.6 | 871.7 | 919.8 | 801.9 |
| TOTAL ASSETS | 29,103.3 | 14,289.1 | 54,121.2 | 18,015.4 | 11,288.4 | 6,579.4 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Securities \& Derivatives | 24,414.1 | 9,184.6 | 48,682.9 | 12,287.5 | 7,308.4 | 2,569.4 |
| Repo Operations | 24,414.1 | 9,184.6 | 48,682.9 | 12,287.5 | 7,308.4 | 2,569.4 |
| Other Account Payable | 217.8 | 242.0 | 152.0 | 137.9 | 187.5 | 254.0 |
| Income Tax \& Employee profit sharing provision | 148.9 | 172.3 | 66.9 | 70.2 | 111.8 | 176.9 |
| Sundry creditors \& other accounts payable | 68.9 | 69.7 | 85.0 | 67.8 | 75.8 | 77.2 |
| Deferred taxes | 267.2 | 337.4 | 416.4 | 479.6 | 450.6 | 396.3 |
| Total Liabilities | 24,899.1 | 9,764.1 | 49,251.3 | 12,905.1 | 7,946.5 | 3,219.7 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Suscribed capital | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,608.1 | 1,608.1 |
| Paid-in capital | 1,404.4 | 1,404.4 | 1,404.4 | 1,404.4 | 1,608.1 | 1,608.1 |
| Earned Capital | 2,799.8 | 3,120.6 | 3,465.6 | 3,705.9 | 1,733.8 | 1,751.5 |
| Capital reserves | 228.2 | 228.2 | 228.2 | 228.2 | 274.8 | 274.8 |
| Retained earnings | 2,306.1 | 2,306.1 | 2,306.1 | 3,237.4 | 1,217.1 | 1,217.1 |
| Valuation effect in assoc. \& affiliated companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Surplus (deficit) of equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net icome | 265.5 | 586.3 | 931.3 | 240.4 | 241.9 | 259.7 |
| Stockholders' Equity | 4,204.2 | 4,525.0 | 4,869.9 | 5,110.3 | 3,341.9 | 3,359.6 |
| Total Liabilities \& Stockholders' Equity | 29,103.3 | 14,289.1 | 54,121.2 | 18,015.4 | 11,288.4 | 6,579.4 |

## SEGUROS INBURSA

| Income Statement |  |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 1Q10 | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | Sep '11 | Sep '10 |
| Premiums written | 2,757.4 | 2,875.6 | 2,865.5 | 3,538.7 | 3,880.0 | 3,688.4 | 8,364.1 | 15,932.5 | 8,498.5 |
| Premiums ceded | 633.5 | 710.9 | 822.3 | 867.2 | 1,138.9 | 1,192.6 | 5,783.6 | 8,115.1 | 2,166.7 |
| Retained Premiums | 2,124.0 | 2,164.7 | 2,043.1 | 2,671.5 | 2,741.1 | 2,495.8 | 2,580.5 | 7,817.4 | 6,331.8 |
| Increased in reserve for unearned premiums | 75.8 | (113.1) | (158.3) | 690.0 | 516.7 | 376.4 | 389.3 | 1,282.4 | (195.6) |
| Retained earned premiums | 2,048.1 | 2,277.8 | 2,201.5 | 1,981.5 | 2,224.4 | 2,119.4 | 2,191.1 | 6,535.0 | 6,527.4 |
| Net Acquisition Cost | 362.7 | 319.7 | 319.0 | 356.1 | 369.3 | 422.6 | 425.5 | 1,217.4 | 1,001.5 |
| Commisions to agents | 195.0 | 205.1 | 211.0 | 233.3 | 237.6 | 223.4 | 226.4 | 687.4 | 611.1 |
| Additional compensation to agents | 97.6 | 68.9 | 82.7 | 94.0 | 85.9 | 100.3 | 91.6 | 277.9 | 249.2 |
| Commisions for re-insurance taken | 1.1 | 3.5 | 1.3 | 1.5 | 4.5 | 2.9 | 1.3 | 8.7 | 5.9 |
| Commisions for re-insurance given | (71.5) | (82.5) | (136.4) | (175.5) | (142.8) | (112.4) | (256.7) | (511.9) | (290.4) |
| Coverage on losses excess | 67.3 | 70.2 | 93.7 | 64.4 | 55.5 | 61.8 | 164.0 | 281.2 | 231.2 |
| Others | 73.2 | 54.5 | 66.8 | 138.3 | 128.6 | 146.5 | 199.0 | 474.1 | 194.5 |
| Net cost of claims and contractual obligations | 1,395.2 | 1,770.0 | 1,681.5 | 1,269.9 | 1,528.7 | 1,660.9 | 1,781.3 | 4,971.0 | 4,846.7 |
| Claims and other contractual obligations | 1,395.0 | 1,744.4 | 1,821.9 | 1,277.0 | 1,528.8 | 1,657.9 | 1,789.8 | 4,976.6 | 4,961.3 |
| Claims recovered from re-insurance | (0.2) | (25.6) | 140.4 | 7.0 | 0.1 | (3.0) | 8.5 | 5.6 | 114.6 |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 290.2 | 188.1 | 200.9 | 355.5 | 326.3 | 35.9 | (15.7) | 346.6 | 679.2 |
| Net Increase in other technical reserve | 66.3 | 69.6 | 314.4 | 173.1 | 68.5 | 61.5 | 72.8 | 202.8 | 450.3 |
| Catastrophic risks reserves | 66.3 | 69.9 | 314.5 | 173.5 | 68.9 | 61.7 | 73.0 | 203.6 | 450.7 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other reserves | 0.0 | (0.3) | (0.2) | (0.4) | (0.4) | (0.1) | (0.3) | (0.8) | (0.5) |
| Gross profit | 223.9 | 118.5 | (113.5) | 182.4 | 257.8 | (25.6) | (88.5) | 143.8 | 229.0 |
| Net operating expenses | 285.8 | 256.5 | 289.0 | 355.9 | 311.1 | 231.8 | 239.3 | 782.2 | 831.3 |
| Administrative and operating expenses | (110.8) | (104.0) | (122.6) | (61.6) | (149.3) | (150.8) | (122.7) | (422.8) | (337.4) |
| Personnel expenses | 380.2 | 344.5 | 395.3 | 401.1 | 445.6 | 369.6 | 348.8 | 1,164.0 | 1,120.1 |
| Depreciation and amortization | 16.4 | 15.9 | 16.3 | 16.4 | 14.8 | 13.0 | 13.2 | 41.1 | 48.6 |
| Operating Profits | (61.9) | (138.0) | (402.5) | (173.4) | (53.3) | (257.4) | (327.8) | (638.5) | (602.3) |
| Net Financial Income | 309.3 | 68.9 | 762.1 | 653.8 | 693.4 | 262.6 | 82.1 | 1,038.0 | 1,140.3 |
| On investments | 188.9 | 251.9 | 203.4 | 218.4 | 176.6 | 261.1 | 243.4 | 681.1 | 644.3 |
| Investments sales | 1.4 | 0.6 | 0.7 | 2.3 | 1.2 | (1.4) | 1.3 | 1.1 | 2.8 |
| Investments revaluation | 209.9 | (265.8) | 545.9 | 412.7 | 474.0 | (19.6) | (402.4) | 52.0 | 490.0 |
| Charges on premiums | 30.7 | 30.5 | 30.8 | 32.3 | 32.6 | 33.0 | 34.1 | 99.7 | 92.0 |
| Others | 3.7 | 3.2 | 3.6 | 3.8 | 6.7 | 6.3 | 5.8 | 18.8 | 10.5 |
| Forex | (125.3) | 48.4 | (22.3) | (15.5) | 2.2 | (16.9) | 199.9 | 185.2 | (99.2) |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | 0.0 | 37.3 | 89.0 | 77.9 | 204.3 | 0.0 |
| Income before income taxes \& employee profit sharing | 247.4 | (69.1) | 359.6 | 480.3 | 677.4 | 94.2 | (167.8) | 603.8 | 537.9 |
| Provision for income tax | 102.2 | (18.6) | 118.9 | 94.7 | 206.0 | 9.5 | (63.1) | 152.4 | 202.5 |
| Provision for employee profit sharing | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | 24.9 | 57.5 | 71.3 | 75.7 | 0.0 | 0.0 | 0.0 | 0.0 | 153.7 |
| Net income | 170.2 | 6.9 | 312.1 | 461.4 | 471.4 | 84.7 | (104.7) | 451.4 | 489.2 |

## SEGUROS INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 24,234.8 | 24,845.0 | 25,169.8 | 24,665.9 | 24,813.0 | 25,943.0 |
| Securities | 21,523.1 | 22,144.1 | 22,454.3 | 21,963.5 | 22,062.2 | 23,179.5 |
| Government | 11,496.4 | 11,207.7 | 11,203.6 | 12,027.0 | 12,436.6 | 13,708.6 |
| Private companies | 3,679.1 | 3,917.3 | 3,812.2 | 5,573.8 | 5,430.2 | 5,612.5 |
| Debt Instruments | 2,118.2 | 2,277.7 | 2,172.5 | 4,240.4 | 4,094.0 | 4,279.6 |
| Equities | 1,561.0 | 1,639.6 | 1,639.6 | 1,333.4 | 1,336.2 | 1,332.8 |
| Net unrealized gain on valuation | 6,281.9 | 6,878.1 | 7,349.3 | 4,156.8 | 4,135.3 | 3,726.5 |
| Interest debtors | 65.6 | 141.1 | 89.3 | 205.8 | 60.0 | 132.0 |
| Loans | 1,602.5 | 1,595.9 | 1,580.6 | 1,570.1 | 1,565.2 | 1,581.0 |
| On policies | 253.4 | 260.0 | 263.3 | 265.1 | 269.6 | 294.6 |
| Secured | 1,299.6 | 1,286.7 | 1,277.7 | 1,267.0 | 1,255.5 | 1,248.6 |
| 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 | 57.2 | 57.1 | 54.7 | 53.7 | 56.1 | 53.9 |
| Interest debtors | 4.7 | 4.6 | 4.6 | 4.1 | 3.7 | 3.5 |
| Allowance for write-offs | (12.4) | (12.4) | (19.7) | (19.7) | (19.7) | (19.7) |
| Real estate | 1,109.2 | 1,104.9 | 1,134.9 | 1,132.3 | 1,185.6 | 1,182.6 |
| Real estate | 226.4 | 226.4 | 259.2 | 259.5 | 315.9 | 315.9 |
| Net unrealized gain on valuation | 997.4 | 996.1 | 996.1 | 996.1 | 996.1 | 996.1 |
| Depreciation | (114.6) | (117.5) | (120.4) | (123.3) | (126.4) | (129.4) |
| Investments for labor obligations | 1,072.1 | 1,101.9 | 1,137.1 | 1,176.5 | 1,194.9 | 1,159.8 |
| Current assets | 59.4 | 26.6 | 15.0 | 5.6 | 6.9 | 8.3 |
| Cash and banks | 59.4 | 26.6 | 15.0 | 5.6 | 6.9 | 8.3 |
| Debtors | 5,911.5 | 3,983.4 | 4,715.7 | 3,698.3 | 4,139.3 | 9,033.1 |
| Premium debtors | 5,556.9 | 3,694.1 | 4,418.2 | 3,416.7 | 3,862.4 | 8,753.3 |
| Agents and adjusters | 6.2 | 5.3 | 6.2 | 6.3 | 6.2 | 6.4 |
| Notes receivable | 81.8 | 80.7 | 78.0 | 72.0 | 71.4 | 81.9 |
| Employee loans | 76.7 | 79.3 | 75.8 | 84.6 | 80.8 | 81.4 |
| Other | 217.6 | 152.7 | 162.2 | 144.2 | 144.9 | 137.4 |
| Allowance for write-offs | (27.7) | (28.6) | (24.6) | (25.5) | (26.4) | (27.3) |
| Reinsurers and rebonders | 11,320.7 | 12,266.0 | 10,505.0 | 9,038.6 | 9,005.3 | 20,177.4 |
| Insurance and bonding companies | 409.5 | 590.5 | 690.9 | 677.0 | 776.6 | 794.4 |
| Retained deposits | 0.6 | 0.6 | 0.6 | 0.5 | 0.5 | 0.6 |
| Reinsurens share of unsettled claims | 6,970.2 | 8,665.0 | 7,236.9 | 6,220.5 | 6,152.8 | 8,446.8 |
| Reinsurens share of unearned premiums | 3,940.4 | 3,009.9 | 2,576.7 | 2,140.5 | 2,075.5 | 10,935.6 |
| Permanent investments | 0.0 | 0.0 | 0.0 | 2,303.1 | 2,379.6 | 2,471.8 |
| Other assets | 935.9 | 1,072.9 | 1,136.7 | 1,072.1 | 1,043.4 | 1,146.8 |
| Furniture and equipment (net) | 113.5 | 108.6 | 113.8 | 110.3 | 111.6 | 107.2 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Sundry | 822.1 | 963.9 | 1,022.5 | 961.4 | 931.4 | 1,039.2 |
| Total assets | 43,534.4 | 43,295.8 | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 |


| LIABILITIES | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 30,780.3 | 31,812.0 | 30,361.2 | 29,468.5 | 29,784.9 | 42,327.1 |
| Unearned premiums | 14,270.4 | 12,995.5 | 13,164.5 | 13,121.3 | 13,379.1 | 23,282.6 |
| Life | 7,214.7 | 6,990.3 | 7,094.1 | 7,138.9 | 7,194.3 | 7,615.0 |
| Accident and health | 7,048.3 | 5,997.8 | 6,063.0 | 5,975.0 | 6,177.5 | 15,660.1 |
| Current bonds | 7.4 | 7.4 | 7.4 | 7.3 | 7.3 | 7.5 |
| Contractual obligations | 11,234.7 | 13,226.8 | 11,433.5 | 10,515.0 | 10,511.9 | 13,077.6 |
| Losses and maturities | 9,628.0 | 11,565.2 | 9,987.4 | 8,859.5 | 8,837.5 | 11,319.5 |
| Reserve for incurred but not reported losses | 573.2 | 600.9 | 381.3 | 606.3 | 639.3 | 645.3 |
| Policy dividends | 264.9 | 266.1 | 293.6 | 241.9 | 249.2 | 247.0 |
| Managed insurance funds | 645.6 | 658.3 | 670.2 | 677.9 | 675.1 | 692.4 |
| Deposits premiums | 123.0 | 136.3 | 101.1 | 129.5 | 110.9 | 173.4 |
| Prevision | 5,275.2 | 5,589.7 | 5,763.2 | 5,832.2 | 5,893.8 | 5,966.9 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,271.9 | 5,586.4 | 5,759.9 | 5,828.9 | 5,890.5 | 5,963.5 |
| Contingency | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,020.5 | 1,051.9 | 1,076.8 | 1,116.2 | 1,134.6 | 1,099.3 |
| Creditors | 414.1 | 409.4 | 473.2 | 526.3 | 411.2 | 456.3 |
| Agents and adjusters | 318.6 | 315.8 | 330.9 | 297.1 | 296.7 | 320.3 |
| Managed loss funds | 11.1 | 12.1 | 9.7 | 5.1 | 4.4 | 4.5 |
| Sundry | 84.4 | 81.5 | 132.6 | 224.0 | 110.1 | 131.5 |
| Reinsurers and rebonders | 3,368.6 | 1,847.8 | 1,871.1 | 1,224.2 | 1,681.6 | 5,766.4 |
| Insurance and bonding companies | 3,368.1 | 1,847.4 | 1,870.7 | 1,223.8 | 1,681.2 | 5,765.9 |
| Retained deposits | 0.5 | 0.5 | 0.4 | 0.4 | 0.4 | 0.5 |
| Other liabilities | 2,197.6 | 2,097.6 | 2,343.1 | 2,471.8 | 2,315.6 | 3,127.1 |
| Provision for employee profit sharing | 140.1 | 108.8 | 181.6 | 155.0 | 107.0 | 214.4 |
| Other liabilities | 941.4 | 672.4 | 771.2 | 826.6 | 711.0 | 1,613.6 |
| Deferred credits | 1,116.1 | 1,316.3 | 1,390.3 | 1,490.3 | 1,497.6 | 1,299.1 |
| Total liabilities | 37,781.0 | 37,218.7 | 36,125.5 | 34,806.9 | 35,327.8 | 52,776.1 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 |
| Capital stock | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 | 1,066.9 |
| Reserves | 3,695.6 | 3,695.6 | 3,680.9 | 3,680.9 | 4,329.1 | 4,329.1 |
| Legal | 625.0 | 625.0 | 625.0 | 625.0 | 720.1 | 720.1 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,070.5 | 3,070.5 | 3,055.9 | 3,055.9 | 3,609.0 | 3,609.0 |
| Unrealized gain on valuation of real estate | (116.6) | (123.7) | (129.9) | (46.5) | (46.5) | (46.5) |
| Subsidiaries | 1,555.2 | 1,573.9 | 1,595.4 | 1,627.5 | 1,891.7 | 1,906.0 |
| Retained earnings | (994.6) | (994.6) | (979.9) | (16.9) | (912.6) | (912.6) |
| Net income | 177.1 | 489.2 | 950.6 | 471.4 | 556.1 | 451.4 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 5,753.4 | 6,077.1 | 6,553.8 | 7,153.2 | 7,254.6 | 7,164.2 |
| Total liabilities and stockholders' equity | 43,534.4 | 43,295.8 | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 |

PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acum | ated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | Sep '11 | Sep '10 |
| Premiums written | 28.5 | 2.3 | 10.9 | 8.2 | 1.5 | 0.9 | 10.6 | 32.8 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 28.5 | 2.3 | 10.9 | 8.2 | 1.5 | 0.9 | 10.6 | 32.8 |
| Increased in reserve for unearned premiums | (156.2) | (10.0) | 170.3 | 94.2 | (204.8) | (2.7) | (113.3) | 57.6 |
| Retained earned premiums | 184.7 | 12.3 | (159.5) | (86.0) | 206.3 | 3.6 | 123.9 | (24.8) |
| 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 | 209.3 | 220.2 | 220.5 | 221.2 | 221.8 | 219.5 | 662.5 | 640.7 |
| Claims and other contractual obligations | 209.3 | 220.2 | 220.5 | 221.2 | 221.8 | 219.5 | 662.5 | 640.7 |
| Claims recovered from re-insurance | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | (24.6) | (207.9) | (380.0) | (307.2) | (15.5) | (215.9) | (538.7) | (665.5) |
| Net Increase in other technical reserve | 29.4 | 38.4 | 51.8 | 44.6 | 24.2 | 42.2 | 111.0 | 122.3 |
| 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 | (3.2) | (0.3) | 3.3 | 1.8 | (4.2) | (0.1) | (2.5) | 0.9 |
| Other reserves | 32.6 | 38.7 | 48.4 | 42.8 | 28.4 | 42.3 | 113.5 | 121.4 |
| Gross profit | (54.0) | (246.3) | (431.7) | (351.8) | (39.8) | (258.1) | (649.7) | (787.7) 0.0 |
| Net operating expenses | 8.3 | 2.3 | 5.6 | 2.3 | 2.0 | 0.1 | 4.5 | 38.6 |
| Administrative and operating expenses | 7.7 | 2.2 | 5.6 | 2.3 | 2.0 | 0.1 | 4.5 | 37.2 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 0.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.4 |
| Operating Profits | (62.3) | (248.6) | (437.3) | (354.1) | (41.8) | (258.3) | (654.2) | (826.3) |
| Net Financial Income | 171.9 | 353.0 | 535.9 | 453.2 | 131.4 | 364.9 | 949.5 | 1,141.8 |
| On investments | 235.5 | 239.0 | 245.0 | 249.3 | 245.6 | 248.5 | 743.4 | 714.5 |
| Investments sales | 7.0 | 1.2 | 34.9 | (1.6) | 0.6 | 1.1 | 0.1 | 8.8 |
| Investments revaluation | (70.7) | 112.8 | 256.0 | 205.5 | (114.8) | 115.3 | 205.9 | 418.3 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 |
| Forex | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | (102.0) | 5.8 | (305.7) | (401.9) | 0.0 |
| Income before income taxes \& employee profit sharing | 109.6 | 104.5 | 98.6 | (2.9) | 95.4 | (199.1) | (106.6) | 315.5 |
| 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 | 20.2 | 39.1 | 93.7 | 28.2 | 39.9 | 30.0 | 98.2 | 32.3 |
| Subsidiaries results | (87.2) | 66.9 | 388.5 | 0.0 | 0.0 | 0.0 | 0.0 | (92.1) |
| Net income | 2.2 | 132.3 | 393.4 | (31.1) | 55.5 | (229.2) | (204.7) | 191.0 |

## PENSIONES INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 20,124.4 | 20,307.9 | 20,955.7 | 18,461.2 | 18,372.4 | 18,517.2 |
| Securities | 20,124.4 | 20,307.9 | 20,254.6 | 17,560.0 | 18,372.4 | 17,364.3 |
| Government | 7,419.5 | 7,163.2 | 6,334.0 | 6,178.3 | 7,183.2 | 6,223.7 |
| Private companies | 8,293.1 | 8,508.2 | 8,754.1 | 8,250.0 | 8,231.9 | 8,032.6 |
| Debt Instruments | 7,858.8 | 8,073.9 | 8,319.7 | 8,247.6 | 8,229.6 | 8,030.2 |
| Equities | 434.4 | 434.4 | 434.4 | 2.4 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 4,273.5 | 4,441.6 | 5,017.0 | 2,940.4 | 2,813.0 | 2,914.4 |
| Interest debtors | 138.3 | 194.9 | 149.6 | 191.3 | 144.3 | 193.6 |
| Loans | 0.0 | 0.0 | 701.0 | 901.2 | 0.0 | 1,152.9 |
| 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 | 700.0 | 900.0 | 0.0 | 1,150.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest debtors | 0.0 | 0.0 | 1.0 | 1.2 | 0.0 | 2.9 |
| 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 | 5.3 | 6.2 | 1.3 | 3.4 | 2.8 | 3.0 |
| Cash and banks | 5.3 | 6.2 | 1.3 | 3.4 | 2.8 | 3.0 |
| Debtors | 1.2 | 0.3 | 0.3 | (1.4) | 0.3 | 0.4 |
| Premium debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Agents and adjusters | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1.2 | 0.4 | 0.4 | (1.3) | 0.4 | 0.5 |
| Allowance for write-offs | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unsettled claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unearned premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Permanent investments | 0.0 | 0.0 | 0.0 | 2,600.8 | 2,649.5 | 2,343.9 |
| Other assets | 78.2 | 99.2 | 130.5 | 59.8 | 75.6 | 86.5 |
| 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 | 78.2 | 99.2 | 130.5 | 59.8 | 75.6 | 86.5 |
| Total assets | 20,209.0 | 20,413.6 | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 |


| LIABILITIES | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 14,854.5 | 14,891.1 | 15,075.4 | 15,214.9 | 15,052.6 | 15,102.7 |
| Unearned premiums | 13,933.4 | 13,919.2 | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 |
| Life | 13,933.4 | 13,919.2 | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 |
| 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 | 106.6 | 119.0 | 85.4 | 90.5 | 113.1 | 128.1 |
| Losses and maturities | 106.6 | 118.8 | 85.3 | 90.4 | 113.1 | 127.8 |
| 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 | (0.0) | 0.2 | 0.1 | 0.1 | 0.0 | 0.4 |
| Prevision | 814.5 | 852.9 | 904.6 | 949.2 | 973.5 | 1,015.7 |
| Prevision | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Catastrophic | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency | 278.7 | 278.4 | 281.7 | 283.5 | 279.3 | 279.2 |
| Specials | 535.8 | 574.5 | 622.9 | 665.7 | 694.1 | 736.5 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 15.1 | 16.6 | 19.2 | 20.7 | 21.5 | 21.2 |
| Agents and adjusters | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 15.1 | 16.6 | 19.2 | 20.7 | 21.4 | 21.2 |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 70.3 | 107.4 | 201.2 | 64.4 | 104.4 | 134.0 |
| Provision for employee profit sharing | 53.2 | 80.1 | 100.9 | 28.1 | 68.4 | 98.1 |
| Other liabilities | 0.1 | 0.0 | 0.2 | 0.2 | 0.2 | 0.1 |
| Deferred credits | 17.1 | 27.3 | 100.1 | 36.2 | 35.7 | 35.8 |
| Total liabilities | 14,940.0 | 15,015.1 | 15,295.9 | 15,300.1 | 15,178.5 | 15,257.9 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 |
| Capital stock | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 |
| (-)Unsubscribed capital | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 |
| Reserves | 2,474.1 | 2,474.1 | 2,576.6 | 2,576.6 | 3,106.0 | 3,106.0 |
| legal | 819.1 | 819.1 | 819.1 | 819.1 | 831.3 | 831.3 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1,655.0 | 1,655.0 | 1,757.5 | 1,757.5 | 2,274.8 | 2,274.8 |
| Unrealized gain on valuation of real estate | (4.3) | (3.2) | (3.2) | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,276.3 | 2,272.4 | 2,272.4 | 2,271.4 | 2,618.4 | 2,618.6 |
| Retained earnings | (644.1) | (644.1) | (746.7) | (101.6) | (935.1) | (935.1) |
| Net income | 58.7 | 191.0 | 584.4 | (31.1) | 24.4 | (204.7) |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,269.0 | 5,398.5 | 5,791.9 | 5,823.7 | 5,922.2 | 5,693.1 |
| Total liabilities and stockholders' equity | 20,209.0 | 20,413.6 | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 |

Fianzas Guardiana-Inbursa
Income Statement

| Million Pesos | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | Sep '11 | Sep '10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums accepted | 173.5 | 198.3 | 391.4 | 317.7 | 299.9 | 328.3 | 945.9 | 571.7 |
| Premiums ceded | 21.2 | 23.4 | 22.4 | 32.4 | 21.4 | 30.2 | 84.0 | 77.6 |
| RETAINED PREMIUMS | 152.3 | 174.9 | 369.0 | 285.3 | 278.5 | 298.1 | 861.9 | 494.1 |
| Application of reserve for outstanding bonds | (28.5) | (2.2) | 127.0 | 43.7 | 29.0 | 18.7 | 91.4 | (56.0) |
| NET PREMIUM REVENUES | 180.8 | 177.1 | 242.0 | 241.5 | 249.6 | 279.4 | 770.5 | 550.1 |
| Net Acquisition Cost | (10.5) | (8.8) | 45.1 | 8.7 | 13.3 | (0.0) | 22.0 | (29.6) |
| Comisions to agents | 0.1 | 0.6 | 0.3 | 0.2 | 0.2 | 0.4 | 0.8 | 0.9 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (8.6) | (9.3) | (12.6) | (13.6) | (8.0) | (12.2) | (33.8) | (31.6) |
| Others | (2.0) | 0.0 | 57.4 | 22.1 | 21.1 | 11.8 | 55.0 | 1.1 |
| Claims | 134.4 | 57.4 | 108.2 | 165.6 | 204.0 | 363.3 | 732.9 | 323.4 |
| Technical Income | 56.9 | 128.4 | 88.7 | 67.3 | 32.3 | (83.9) | 15.6 | 256.4 |
| Net increase in other technical reserves | 17.2 | 19.6 | 42.4 | 32.0 | 23.4 | 30.0 | 85.5 | 55.6 |
| GROSS INCOME | 39.7 | 108.9 | 46.3 | 35.2 | 8.8 | (114.0) | (69.9) | 200.7 |
| Net Operating Expenses | (15.6) | (15.2) | (43.2) | (7.0) | (38.9) | (27.7) | (73.6) | (48.8) |
| Administrative \& operating expenses | (15.9) | (15.6) | (43.6) | (7.4) | (39.2) | (28.0) | (74.6) | (49.8) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.0 | 1.0 |
| OPERATING INCOME | 55.3 | 124.1 | 89.5 | 42.3 | 47.7 | (86.3) | 3.7 | 249.5 |
| Financial Income | 32.7 | 76.3 | 63.0 | 11.7 | 20.0 | 9.5 | 41.2 | 188.7 |
| On investments | 26.8 | 32.7 | 27.7 | 28.6 | 35.8 | 31.8 | 96.2 | 83.2 |
| Investments sales | 0.2 | 0.0 | 0.0 | 0.0 | (0.0) | 0.0 | 0.0 | 0.2 |
| Investments revaluation | 5.6 | 44.0 | 35.3 | (16.9) | (16.1) | (32.4) | (65.3) | 105.9 |
| Others | 0.0 | (0.4) | 0.0 | 0.1 | 0.0 | 0.0 | 0.1 | (0.4) |
| Repos | 0.1 | (0.0) | 0.0 | (0.2) | 0.3 | 10.0 | 10.2 | (0.2) |
| Participated income from permanent investments | 0.0 | 0.0 | 0.0 | (3.6) | 0.2 | (10.8) | (14.2) | 0.0 |
| INCOME BEFORE TAXES | 88.0 | 200.4 | 152.5 | 50.3 | 67.9 | (87.6) | 30.7 | 438.3 |
| Income taxes | 24.5 | 53.1 | 50.6 | 11.2 | 21.9 | (28.2) | 5.0 | 114.4 |
| Subsidiaries Net Income | (3.1) | 2.4 | 13.7 | 0.0 | 0.0 | 0.0 | 0.0 | (3.3) |
| NET INCOME | 60.4 | 149.6 | 115.6 | 39.1 | 46.0 | (59.4) | 25.7 | 320.6 |

Fianzas Guardiana-Inbursa
BALANCE SHEET
Million Pesos

| ASSETS | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 2,593.5 | 2,800.8 | 3,024.0 | 3,033.4 | 3,042.3 | 2,942.1 |
| Securities | 2,294.3 | 2,274.9 | 2,094.5 | 2,112.5 | 2,132.4 | 2,102.7 |
| Government | 1,643.1 | 1,586.7 | 1,353.4 | 1,487.2 | 1,459.7 | 1,449.8 |
| Private companies | 255.7 | 255.1 | 254.6 | 237.0 | 300.4 | 316.6 |
| Debt Instruments | 29.6 | 29.0 | 28.5 | 27.4 | 49.8 | 58.8 |
| Equities | 226.1 | 226.1 | 226.1 | 209.5 | 250.6 | 257.8 |
| Net unrealized gain on valuation | 384.2 | 430.5 | 479.6 | 383.9 | 367.8 | 335.4 |
| Interest debtors | 11.2 | 2.6 | 7.0 | 4.4 | 4.5 | 0.9 |
| Loans | 79.6 | 306.5 | 710.2 | 701.8 | 691.0 | 620.7 |
| Secured | 75.7 | 66.9 | 65.0 | 65.3 | 61.5 | 30.0 |
| Unsecured | 2.2 | 236.3 | 641.0 | 630.9 | 618.9 | 585.8 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.4 | 0.3 | 0.3 | 0.3 | 4.0 | 2.3 |
| Interest debtors | 1.4 | 2.9 | 4.0 | 5.3 | 6.7 | 2.6 |
| Real estate | 219.7 | 219.5 | 219.3 | 219.1 | 218.9 | 218.7 |
| Real estate | 170.9 | 170.9 | 170.9 | 170.9 | 170.9 | 170.9 |
| Net unrealized gain on valuation | 57.5 | 57.5 | 57.5 | 57.5 | 57.5 | 57.5 |
| Depreciation | (8.7) | (8.9) | (9.1) | (9.3) | (9.5) | (9.7) |
| Investments for labor obligations | 2.6 | 2.7 | 2.8 | 2.9 | 2.9 | 2.9 |
| Current assets | 3.9 | (7.1) | 0.1 | 1.5 | 0.6 | 3.1 |
| Cash and banks | 3.9 | (7.1) | 0.1 | 1.5 | 0.6 | 3.1 |
| Debtors | 161.4 | 176.3 | 263.2 | 251.1 | 279.0 | 286.7 |
| Premium debtors | 153.8 | 158.9 | 253.5 | 243.2 | 272.2 | 277.3 |
| Agents | 0.1 | (0.3) | (0.2) | (0.4) | (0.4) | (0.4) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.3 | 7.4 | 7.4 | 7.4 | 7.4 | 7.4 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3.3 | 15.2 | 7.9 | 6.3 | 5.2 | 9.1 |
| Allowance for write-offs | (3.1) | (4.9) | (5.3) | (5.3) | (5.4) | (6.8) |
| Rebonders | 252.6 | 254.4 | 264.8 | 256.8 | 255.5 | 288.7 |
| Bonding companies | 0.1 | 0.1 | 7.1 | 2.4 | 0.1 | 9.3 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.3) | (4.7) | (4.7) | (4.7) | (4.9) | (4.9) |
| Participation in rebonding | 256.9 | 259.1 | 262.4 | 259.2 | 260.4 | 284.3 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 0.0 | 0.0 | 0.0 | 91.9 | 93.6 | 82.8 |
| Other assets | 121.8 | 135.9 | 172.2 | 104.7 | 165.3 | 226.4 |
| Furniture and equipment (net) | 2.0 | 1.8 | 1.6 | 1.5 | 1.3 | 1.1 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 118.3 | 132.6 | 169.1 | 101.8 | 162.6 | 223.8 |
| Total assets | 3,135.8 | 3,363.0 | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 |


| LIABILITIES | 2Q10 | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 935.7 | 954.9 | 1,127.1 | 1,198.9 | 1,252.2 | 1,329.3 |
| Current bonds | 587.1 | 586.8 | 716.7 | 756.6 | 786.5 | 832.6 |
| Contingency bonds | 348.6 | 368.1 | 410.4 | 442.3 | 465.7 | 496.7 |
| Provision for labor obligations at retirement | 1.4 | 1.5 | 1.5 | 1.6 | 1.6 | 1.5 |
| Creditors | 8.2 | 7.5 | 24.4 | 45.0 | 18.8 | 13.3 |
| Agents and adjusters | 0.4 | 0.2 | 0.1 | 0.2 | 0.2 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 7.8 | 7.3 | 24.3 | 44.8 | 18.6 | 13.2 |
| Rebonders | 20.0 | 23.3 | 13.0 | 19.9 | 22.9 | 25.8 |
| Bonding companies | 17.7 | 21.0 | 10.7 | 17.6 | 20.6 | 22.0 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 3.8 |
| Other liabilities | 133.8 | 189.6 | 259.2 | 127.1 | 146.6 | 124.8 |
| Provision for employee profit sharing \& incurred income Tax | 58.3 | 106.0 | 147.5 | 26.7 | 52.5 | 35.8 |
| Other liabilities | 32.2 | 34.9 | 53.9 | 56.2 | 53.7 | 60.1 |
| Deferred credits | 43.4 | 48.7 | 57.8 | 44.3 | 40.4 | 29.0 |
| Total liabilities | 1,099.1 | 1,176.8 | 1,425.3 | 1,392.5 | 1,442.0 | 1,494.8 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Capital stock | 193.2 | 193.2 | 193.2 | 193.2 | 193.2 | 193.2 |
| (-)Unsubscribed capital | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) |
| Reserves | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| legal | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Unrealized gain on valuation of real estate | (12.9) | (12.8) | (12.8) | (12.7) | (12.7) | (12.7) |
| Subsidiaries | 83.0 | 82.9 | 82.9 | 82.9 | 93.0 | 93.0 |
| Retained earnings | 1,422.7 | 1,422.7 | 1,422.7 | 1,867.7 | 1,859.1 | 1,859.1 |
| Net income | 171.0 | 320.6 | 436.2 | 39.2 | 85.1 | 25.7 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 2,036.7 | 2,186.2 | 2,301.9 | 2,349.8 | 2,397.3 | 2,337.9 |
| Total liabilities and stockholders' equity | 3,135.8 | 3,363.0 | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 |


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

[^1]:    ${ }^{(1)}$ Value at Risk for 1 day with a confidence level of $95 \%$ and using LTM information
    ${ }^{(2)}$ June 2011 TIER 1 CAPITAL

[^2]:    * Both figures, USD and UDI's are expressed in pesos

