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Mexico City, October 25, 2012.- Grupo Financiero Inbursa reported today results for the third quarter of 2012.


#### Abstract

Grupo Financiero Inbursa posted profits of $\$ 5,407$ MM Ps for nine months 2012 vs $\$ 2,984$ MM Ps for nine months 2011


Total loan portfolio increased 8\% in Sep-12 vs Sep-11

> Consumer Loans increased 24\% - 102,899 total auto loans clients -14,977 more SME's clients reaching a total of 54,044 -22,992 more payroll clients reaching a total of 85,540

14\% growth in demand deposits for the last twelve months

Seguros Inbursa's net income reached \$1,011 MM Ps, 124\% more when compared the same period last year

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$5,407 MM Ps for nine months 2012 vs $\$ 2,984 \mathrm{MM}$ Ps for nine months 2011 . This result is mainly explained by a sound operating performance in the different subsidiaries coupled with better market conditions. During the first nine months 2012 versus the same period of 2011, financial margin grew $9 \%$ and technical income in the insurance business grew 167\%. It's worth mentioning that this result was achieved even with $\$ 2,950 \mathrm{MM}$ Ps more credit reserves in first nine months of 2012 compared with the same period of the previous year.

Total loan portfolio reached \$170,935 MM Ps in Sep-12 compared with $\$ 158,854$ MM Ps in Sep-11 mainly due to growth in retail lending.

Consumer loans grew $24 \%$ in Sep- 12 when compared with Sep-11. Auto related loans increased $25 \%$ reaching $\$ 15,580$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,644$ MM Ps in Sep-11 to \$4,952 MM Ps in Sep-12, a 36\% increase. While payroll loans increased 44\% reaching \$2,330 MM Ps.

Demand deposits reached $\$ 56,927$ MM Ps in September 2012 compared with $\$ 50,072$ MM Ps in September 2011, a $14 \%$ increase. This result is mainly explained by the branch network performance.

Seguros Inbursás technical income increased 167\% in Sep12 when compared with Sep-11, a consequence of growth in all lines of businesses (excluding the Pemex premium that was underwritten in August 2011, P \& C grew $30 \%$, accidents and health grew $12 \%$ and autos $6 \%$ ) with a sound combined ratio of $96.9 \%$ in September 2012 when compared with 101.6\% in September 2011.

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

| Net Income |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | $\$ 30$ | \% | $\begin{gathered} 2 Q 12 \\ \$ \end{gathered}$ | $\begin{aligned} & \text { \% chg vs. } \\ & 2 Q 12 \end{aligned}$ | $\begin{gathered} 3 Q 11 \\ \$ \end{gathered}$ | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 3Q11 } \end{aligned}$ | Jan 2012 | Sep 2011 | \%chg. vs. 2011 |
| Banco Inbursa | 961.9 | 49\% | 145.7 | 560\% | (17.4) | N.A. | 2,270.7 | 2,051.3 | 11\% |
| Operadora | 75.8 | 4\% | 62.1 | 22\% | 25.9 | 193\% | 216.7 | 180.5 | 20\% |
| Seguros | 187.1 | 10\% | 331.7 | -44\% | (104.7) | N.A. | 1,011.4 | 451.4 | 124\% |
| Pensiones | 555.6 | 29\% | 140.0 | 297\% | (229.2) | N.A. | 1,119.5 | (204.7) | N.A. |
| Fianzas | 65.1 | 3\% | 69.1 | -6\% | (59.4) | N.A. | 193.0 | 25.7 | 651\% |
| Inversora | 41.5 | 2\% | 128.6 | -68\% | 17.8 | 133\% | 376.9 | 259.7 | 45\% |
| Others | 61.6 | 3\% | 77.3 | -20\% | 81.4 | -24\% | 218.9 | 220.5 | -1\% |
| Total | 1,948.5 | 100\% | 954.5 | 104\% | (285.6) | N.A. | 5,407.3 | 2,984.4 | 81\% |

Grupo Financiero Inbursa posted profits of $\$ 5,407$ MM Ps for nine months 2012 vs $\$ 2,984$ MM Ps for nine months 2011. This result is mainly explained by a sound operating performance in the different subsidiaries coupled with better market conditions. During the first nine months 2012 versus the same period of 2011, financial margin grew $9 \%$ and technical income in the insurance business grew $167 \%$. It's worth mentioning that this result was achieved even with $\$ 2,950 \mathrm{MM}$ Ps more credit reserves in first nine months of 2012 compared with the same period of the previous year.

## Estimated Cash Flow

| Million Pesos | $\mathbf{1 2 M 1 0}$ | $\mathbf{1 2 M 1 1}$ | $\mathbf{9 M 1 1}$ | $\mathbf{9 M 1 2}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| + Interest Income | $19,987.7$ | $20,538.8$ | $15,127.2$ | $\mathbf{1 5 , 9 7 1 . 0}$ |
| + Premiums written (Net) | $10,989.2$ | $13,277.8$ | $9,645.8$ | $10,621.1$ |
| - Interest Expense | $9,182.7$ | $8,798.0$ | $6,342.4$ | $6,987.5$ |
| - Increased in reserve for unearned premiums | $1,766.7$ | $2,622.4$ | $1,746.8$ | $1,580.7$ |
| - Cost of claims and contractual obligations (net) | $7,610.7$ | $9,002.9$ | $6,539.4$ | $\mathbf{7 , 0 2 1 . 6}$ |
| = Financial Margin | $\mathbf{1 2 , 4 1 6 . 9}$ | $\mathbf{1 3 , 3 9 3 . 4}$ | $\mathbf{1 0 , 1 4 4 . 3}$ | $\mathbf{1 1 , 0 0 2 . 2}$ |
| + Commissions \& Fees | $1,342.8$ | $1,454.2$ | $1,122.8$ | 648.0 |
| + Subsidiaries Income | 425.1 | 479.0 | 336.2 | 549.4 |
| - General Expenses | $5,682.0$ | $6,033.6$ | $4,308.0$ | $\mathbf{4 , 8 0 7 . 9}$ |
| - Taxes | $1,963.5$ | $2,032.0$ | $1,993.0$ | $\mathbf{1 , 5 8 1 . 9}$ |
| = Operating Cash Flow | $\mathbf{6 , 5 3 9 . 2}$ | $\mathbf{7 , 2 6 0 . 8}$ | $\mathbf{5 , 3 0 2 . 4}$ | $\mathbf{5 , 8 0 9 . 7}$ |



- Stockholders' equity of Grupo Financiero Inbursa stood at \$75,401 MM Ps as of September 2012, a 8\% increase relative to the same period of the previous year. It's worth mentioning that in May 2012, GFI paid a \$2,167 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 11\%.

| Sources \& Uses of Funds <br> (MM Ps as of September 2012) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | Stockholders' Equity | Debt | Reserves | SOURCES <br> Deferred Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 53,146.2 | 151,787.3 | 25,149.6 | 816.5 |  | 2,414.9 | 233,314.4 |
| Seguros and Patrimonial Inbursa | 8,647.2 |  | 37,974.0 | 1,332.4 |  | 6,226.6 | 54,180.3 |
| Pensiones Inbursa | 7,174.7 |  | 15,446.4 | 46.9 |  | 108.3 | 22,776.3 |
| Inversora Bursátil | 3,096.5 | 75.0 |  | 383.3 | 8,132.0 ${ }^{\text {²}}$ | 152.9 | 11,839.7 |
| Operadora Inbursa | 1,086.5 |  |  | 165.9 |  | 92.2 | 1,344.5 |
| Fianzas G-Inbursa | 2,022.9 |  | 1,572.3 | 57.0 |  | 169.9 | 3,822.2 |
| Others | 227.3 |  |  |  |  |  | 227.3 |
| TOTAL | 75,401.3 | 151,862.3 | 80,142.3 | 2,802.0 | 8,132.0 | 9,164.9 | 327,504.7 |
|  | Investment* Portfolio | Loan Portfolio | Fixed Income MM Portfolio | USES <br> Fixed <br> Assets | Repo's | Other <br> Assets | Total |
| Banco Inbursa | 10,657.3 | 170,934.8 | 27,312.8 | 1,487.4 |  | 22,922.1 | 233,314.4 |
| Seguros and Patrimonial Inbursa | 8,328.6 | 2,892.7 | 21,175.9 | 2,401.4 |  | 19,381.7 | 54,180.3 |
| Pensiones Inbursa | 3,482.6 |  | 15,561.0 |  |  | 3,732.7 | 22,776.3 |
| Inversora Bursátil | 75.2 |  |  | 18.3 | 10,895.1 | 851.1 | 11,839.7 |
| Operadora Inbursa | 383.3 |  | 858.2 |  |  | 103.0 | 1,344.5 |
| Fianzas G-Inbursa | 701.5 | 92.5 | 1,757.3 | 445.6 |  | 825.2 | 3,822.2 |
| Others |  |  |  |  |  | 227.3 | 227.3 |
| TOTAL | 23,628.5 | 173,920.0 | 66,665.2 | 4,352.8 | 10,895.1 | 48,043.1 | 327,504.7 |

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\begin{array}{ll}
\text { Assets under Management: } & \$ 563,814.2 \\
\text { Assets in Custody: } & \$ 2,374,013.3
\end{array}
$$

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

Banco Inbursa posted profits of $\$ 2,270$ MM Ps in Sep-12 compared with $\$ 2,051$ MM Ps in Sep-11. This result is explained by $\$ 2,964$ MM Ps more reserves creation from $\$ 1,822$ MM Ps in September 2011 to $\$ 4,786$ MM Ps in September 2012 and market related profits in Sep-12 of $\$ 1,325 \mathrm{MM}$ Ps a consequence of the long term interest rate that affected the marking to market of the long term fixed rate funding position vs $\$ 2,570 \mathrm{MM}$ Ps losses in Sep-11.

Consumer loans grew 24\% in Sep-12 when compared with Sep-11. Auto related loans increased $25 \%$ in Sep-12 vs Sep-11 reaching \$15,580 MM Ps. Small and Medium Enterprises loans grew from $\$ 3,644 \mathrm{MM}$ Ps in Sep-1 1 to $\$ 4,952$ MM Ps in Sep-12, a $36 \%$ growth. While payroll loans increased $44 \%$ in Sep-12 vs Sep-11 reaching \$2,330 MM Ps.

## Financial Margin

As of September 2012 financial margin stood at \$6,623 MM Ps, very similar it compared with the same period of the previous year

## Market Related Income

Banco Inbursa posted market related profits of \$1,325 MM Ps in September 2012 compared with \$2,571 MM Ps losses in September 2011.

## Loan Loss Reserves

Loan loss reserves increased \$4,786 MM Ps during the first nine months of 2012, reaching \$25,150 MM Ps. On an accumulated basis this amount represents 4 times non-performing loans and 15\% of total loans.

## General Expenses

General expenses increased $22 \%$ in Sep- 12 vs Sep11 mainly due to the consolidation of CF Credit into the bank. It's worth to recall that CF Credit is the company that is growing the car loan business and is fully owned by Banco Inbursa. This company used to be a subsidiary of Promotora Inbursa (Pensiones Inbursa) since its acquisition in June 2010 up to January 2012 when Grupo Financiero Inbursa got the regulatory authorization to move it as a subsidiary of the bank. However efficiency ratio remained very sound in levels of $34.1 \%$.

Risk Adjusted Net Interest Income

| MM Ps | $3 Q 12$ | $2 Q 12$ | $3 Q 11$ | $9 \mathrm{M12}$ | 9M11 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | $\mathbf{4 , 2 9 7 . 2}$ | $\mathbf{4 , 0 4 3 . 3}$ | $3,958.4$ | $12,576.9$ | $12,255.8$ |
| Interest on loans | $3,315.5$ | $3,025.1$ | $2,917.8$ | $9,469.6$ | $9,291.7$ |
| Repo's interest income | 187.7 | 496.8 | 311.7 | $1,152.2$ | $1,005.5$ |
| Others | 794.0 | 521.4 | 728.9 | $1,955.1$ | $1,958.5$ |
| Interest Expenses | $(1,945.2)$ | $(1,966.4)$ | $(1,744.8)$ | $(5,953.6)$ | $(5,547.2)$ |
| Interest on deposits \& funding | $(1,692.9)$ | $(1,654.5)$ | $(1,471.6)$ | $(4,993.9)$ | $(4,691.5)$ |
| Repo's interest expense | $(252.3)$ | $(311.9)$ | $(273.2)$ | $(959.7)$ | $(855.7)$ |
| Financial Margin | $2,352.0$ | $2,076.9$ | $2,213.6$ | $6,623.3$ | $6,708.6$ |
| Loan Loss Reserves (Net) | $(2,020.7)$ | $(608.1)$ | 426.6 | $(4,785.8)$ | $(1,822.3)$ |
| Risk Adjusted Net Interest Income | 331.3 | $\mathbf{1 , 4 6 8 . 8}$ | $2,640.2$ | $1,837.5$ | $4,886.3$ |
| Commissions and fees | 803.6 | 645.5 | 985.0 | $2,095.2$ | $2,249.9$ |
| Market related income | 880.9 | $(1,093.0)$ | $(3,219.5)$ | $1,325.0$ | $(2,570.7)$ |
| Operating Revenues | $2,015.8$ | $\mathbf{1 , 0 2 1 . 3}$ | 405.7 | $5,257.7$ | $4,565.5$ |

General Expenses and Acquisition
Cost

| MM Ps | 3Q12 | 2Q12 | 3Q11 | 9 M 12 | 9M11 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 12.3 | 6.7 | 18.3 | 38.2 | 48.9 |
| Administrative Expenses | 849.4 | 768.8 | 647.1 | 2,439.9 | 1,903.2 |
| Acquisition Cost Others | $\begin{aligned} & 142.8 \\ & 706.6 \end{aligned}$ | $\begin{aligned} & 157.7 \\ & 611.0 \end{aligned}$ | $\begin{aligned} & 124.9 \\ & 522.3 \end{aligned}$ | $\begin{gathered} 436.9 \\ 2,002.9 \end{gathered}$ | $\begin{gathered} 329.9 \\ 1,573.4 \end{gathered}$ |
| Contributions to IPAB | 133.9 | 123.9 | 105.7 | 383.5 | 370.7 |
| Depreciations and Amortizations | 37.6 | 38.7 | 39.4 | 114.2 | 107.7 |
| General Expenses | 1,033.2 | 938.1 | 810.5 | 2,975.9 | 2,430.5 |

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

## Income Statement Selected Figures

| MM Ps | $3 Q 12$ | $2 Q 12$ | $3 Q 11$ | $9 M 12$ | $9 M 11$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 187.7 | 194.2 | 88.2 | 587.8 | 352.7 |
| Sinca Inbursa | 184.0 | 134.1 | 44.3 | 457.7 | 286.5 |
| Afore Inbursa | 136.7 | 129.5 | 184.6 | 416.8 | 535.8 |

## Sinca Inbursa

Sinca Inbursa posted profits of \$458 MM Ps in Sep-12 compared with \$287 MM Ps in Sep-11. It's important mentioning that Sinca Inbursa sold its position of Cicsa during the first quarter.

## Current Investment Portfolio

| MM PS | Description | Acquisition Date | \%Shares | Book Value Investment | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Infrastructure \& Transport |  |  |  |  |  |
| 1.1 Infraestructura y Transporte México, S.A. de C.V. y Subsidiarias | Railroad | NOV 2005 | 8.25\% | 1,076 | 24.5\% |
| 1.2 Holding Gasinmex, S.A. de C.V. | Infrastructure | MAR 2010 | 17.29\% | 915 | 20.8\% |
| 1.3 Grupo IDESA, S.A. de C.V. y Subsidiarias | Petrochemical | AUG 2006 | 19.08\% | 455 | 10.4\% |
| 1.4 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.9\% |
| Total |  |  |  | 2,659 | 60.6\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 50.00\% | 354 | 8.1\% |
| 2.2 Grupo Landsteiner y Subsidiarias | Health | JUN 2008 | 27.51\% | 286 | 6.5\% |
| 2.3 Enesa, S.A. de C.V. | Health | DIC 2010 | 25.00\% | 250 | 5.7\% |
| 2.4 Progenika, S.A. de C.V. | Health | AUG 2010 | 10.00\% | 26 | 0.6\% |
| Total |  |  |  | 916 | 20.9\% |
| 3. Software |  |  |  |  |  |
| 3.1 Soluciones Salica, S.A. de C.V. | Software | JUN 2011 | 64.00\% | 340 | 7.7\% |
| 3.2 Hilderbrando, S.A. de C.V. | Software | APR 2009 | 15.46\% | 233 | 5.3\% |
| Total |  |  |  | 573 | 13.1\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Pure Leasing, S.A. de C.V. | Leasing | JAN 2006 | 16.00\% | 21 | 0.5\% |
| 4.2 Sociedad Financiera Campesina, S.A. de C.V. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 30 | 0.7\% |
| 5. Content |  |  |  |  |  |
| 5.1 Quality Films S. de R.L. de C.V. | Content | DEC 2005 | 30.00\% | 61 | 1.4\% |
| 5.2 Argos Comunicación, S.A. de C.V. y Subsidiarias | Content | MAR 2007 | 33.00\% | 41 | 0.9\% |
| 5.3 Movie Risk, S.A. de C.V. | Content | DEC 2007 | 99.99\% | 110 | 2.5\% |
| Total |  |  |  | 212 | 4.8\% |
| TOTAL |  |  |  |  |  |

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

Loan Portfolio and Asset Quality
Total loan portfolio stood at \$170,935 MM Ps in Sep-12 compared with \$158,854 MM Ps in Sep-11. Financial institutions, consumer and governmental portfolio increased 17\%,30\% and $48 \%$ respectively.

Consumer loans grew 24\% in Sep-12 when compared with Sep-11. Auto related loans increased $25 \%$ in Sep- 12 vs Sep- 11 reaching $\$ 15,580 \mathrm{MM}$ Ps. Small and Medium Enterprises loans grew from $\$ 3,644$ MM Ps in Sep- 11 to $\$ 4,952$ MM Ps in Sep-12, a $36 \%$ growth. While payroll loans increased $44 \%$ in Sep-12 vs Sep-11 reaching $\$ 2,330 \mathrm{MM}$ Ps.

Peso loan portfolio represented $67 \%$ of total loans.

Loan loss reserves grew from $\$ 21,131$ MM Ps in * Collateral, real guarantees and guarantors a $19 \%$ increase and a coverage ratio to non performing loans of 4 times and $15 \%$ of total loans.

## Banco Inbursa Selected Ratios

| Banco Inbursa Selected Ratios |  |  |  |
| :--- | :---: | :---: | :---: |
|  | $3 Q 12$ | $3 Q 11$ | System <br> $2 Q 12$ |
| Loans / Total Assets | $71.6 \%$ | $72.2 \%$ | $43.1 \%$ |
| NPL / Loan Portfolio | $3.7 \%$ | $3.0 \%$ | $2.5 \%$ |
| LLR / NPL (times) | 4.0 | 4.5 | 1.9 |

## Non Performing Loans

At the end of the quarter, non performing loans stood at \$6,352 MM Ps. It is important to highlight that almost all this figure is related to few commercial collateralized loans.


Sep-11 to \$25,150 MM Ps in Sep-12, representing

| MM Ps |  | MM Ps | \% |
| :---: | :---: | :---: | :---: |
| NPL | 30-Jun-12 | 6,111.6 |  |
| - Decreases in NPL |  | -728.6 | -75.2\% |
| * Recoveries \& Restructures |  | -652.2 | -67.3\% |
| * Write Offs |  | -76.4 | -7.9\% |
| + Increases in NPL |  | 969.0 | 100.0\% |
| * Exchange rate effects |  | -59.8 | -6.2\% |
| * New NPL |  | 1,028.9 | 106.2\% |
| NPL | 30-Sep-12 | 6,352.0 |  |

## Commercial Lending

Commercial lending stood at \$170,935 MM Ps with a $11 \%$ market share as of June 2012. Loan portfolio remains well diversified in many sectors such as shown.

## Capitalization

Banco Inbursa registered a 19.3\% TIER 1 Capital ratio as of August 2012. This figure compares positively with the ratio obtained by the market.

## Risk Management

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

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

Loan Portfolio Breakdown by Sector


| Capitalization Ratio |  |  |  |
| :---: | :---: | :---: | :---: |
| MM Ps | 31-Aug-12 | 31-May-12 | 31-May-11 |
| Credit Risk Assets | $\mathbf{1 6 4 , 2 5 9 . 4}$ | $\mathbf{1 6 6 , 7 6 9 . 1}$ | $\mathbf{1 2 6 , 8 2 7 . 5}$ |
| Tier 1 Capital | $27.9 \%$ | $25.2 \%$ | $32.7 \%$ |
| Net Capital | $28.1 \%$ | $25.4 \%$ | $32.9 \%$ |
| Total Risk Assets | $\mathbf{2 3 6 , 6 7 5 . 0}$ | $\mathbf{2 4 8 , 2 0 1 . 2}$ | $\mathbf{1 7 9 , 9 4 7 . 8}$ |
| Tier 1 Capital | $19.3 \%$ | $\mathbf{1 6 . 9 \%}$ | $23.1 \%$ |
| Net Capital | $19.5 \%$ | $\mathbf{1 7 . 1 \%}$ | $23.2 \%$ |

## Value at Risk 3Q12 (MM Ps)

| TYPE OF RISK | MARKET VALUE | VALUE AT RISK ${ }^{(1)}$ | \% VAR vs TIER 1 CAPITAL |
| :---: | :---: | :---: | :---: |
| Forex | 5,493 | 85 | 0.20\% |
| Fixed Income | 9,484 | 90 | 0.21\% |
| Derivatives | $(1,051)$ | 729 | 1.68\% |
| Equity | 4,608 | 363 | 0.84\% |
| Banco Inbursa | 18,535 | 908 | 2.09\% |
| TIER 1 CAPITAL ${ }^{(2)}$ | 43,368 |  |  |
| ${ }^{(1)}$ Value at Risk for 1 day with a confidence lev el of $95 \%$ and using LTM information <br> (2) June 2012 TIER 1 CAPITAL |  |  |  |

## Loan Portfolio 3Q12 (MM Ps)

| Currency | Loan Portfolio* | Past Due Loans | Loan Loss Reserve |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Loan Loss Reserves | vs Loan Porffolio (\%) | Loan Loss Resrve vs Past Due Loans |
| MXP | 118,700 | 4,966 | 17,046 | 14.36\% | 3.4 |
| USD* | 51,927 | 1,386 | 8,101 | 15.60\% | 5.8 |
| UDI's* | 1 | 1 | 3 | 233.33\% | N.A. |
| Total | 170,628 | 6,352 | 25,150 | 14.74\% | 4.0 |

## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 3Q12 | \% | 2Q12 | \% chg vs. $2 Q 12$ | 3Q11 | \% chg vs. 3Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 26,295 | 100\% | 24,640 | 7\% | 21,175 | 24\% |
| Car loans | 15,580 | 58\% | 14,217 | 10\% | 12,469 | 25\% |
| Small and medium companies | 4,952 | ${ }^{\prime} 20 \%$ | 5,009 | -1\% | 3,644 | 36\% |
| Mortgages | 1,454 | 6\% | 1,453 | 0\% | 1,480 | -2\% |
| Payroll | 2,330 | 8\% | 2,034 | 15\% | 1,617 | 44\% |
| Credit Card | 1,979 | 8\% | 1,927 | 3\% | 1,965 | 1\% |

## Loan Portfolio (Clients)

| Clients | 3Q12 | \% | 2Q12 | $\begin{aligned} & \text { \% chg vs. } \\ & 2 \text { Q12 } \end{aligned}$ | 3Q11 | $\begin{aligned} & \text { \% chg vs. } \\ & 3 Q 11 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 631,994 | 100\% | 599,821 | 5\% | 583,012 | 8\% |
| Car loans | 102,899 | 16\% | 98,861 | 4\% | 95,868 | 7\% |
| Small and medium companies | 54,044 | -8\% | 50,293 | 7\% | 39,067 | 38\% |
| Mortgages | 2,318 | 0\% | 2,329 | 0\% | 2,348 | -1\% |
| Payroll | 85,540 | 12\% | 70,429 | 21\% | 62,548 | 37\% |
| Credit Card | 387,193 | 63\% | 377,909 | 2\% | 383,181 | 1\% |

## AFORE INBURSA <br> (Pension Funds)

Afore Inbursa net income posted profits of \$416.8 MM Ps in Sep-12 compared with \$535.8 MM Ps in Sep-11. Acquisition cost stood in very low levels if compared with $3 Q 11$ and $2 Q 12$, respectively.

## Affiliate Base \& Assets Under Management

Assets under management reached \$98,000 MM Ps in Sep-12, a 12\% decrease if compared with same period last year.

Assets under management market share stood at $5.7 \%$ in Sep-12. Afore Inbursa is ranked in the seventh place in the Afore system measured by assets under management.

Affiliate base amounted to 555,267 clients in Sep-12.

Active workers base was $50.39 \%$ in Sep- 12 vs 27.70\%, in Sep-11.

Acquisition costs was $\$ 196$ MM Ps in Sep- 12 compared with \$113 MM Ps in Sep-11.

Stockholders' equity stood at \$1,454 MM Ps in Sep-12, $1 \%$ increase relative to the same period last year. It's worth mentioning that in May 2012, Afore Inbursa paid a \$565.8 MM Ps dividend. It adjusted, Stockholders' equity growth would have been $40 \%$.

| Selected Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | $3 \mathrm{~S}^{2} 2$ | 2Q12 | 3Q11 | 9M12 | 9M11 | \% chg |
| Comission Income | 287.2 | 287.9 | 342.6 | 876.1 | 1,007.3 | -13.0\% |
| General Expenses | (120.4) | (129.0) | (97.3) | (364.3) | (294.6) | 23.6\% |
| Administrativ e Expense | (18.2) | (17.8) | (16.4) | (53.9) | (49.7) | 8.5\% |
| Operating Expenses | (39.8) | (36.0) | (42.1) | (114.4) | (132.0) | -13.4\% |
| Acquisition cost | (62.5) | (75.1) | (38.8) | (196.0) | (113.0) | 73.5\% |
| Depreciation \& Amortization | (0.5) | (0.3) | (0.4) | (1.1) | (1.9) | -42.4\% |
| Operating Income | 168.2 | 160.3 | 245.2 | 515.8 | 716.6 | -28.0\% |
| Other Income | 0.2 | 0.0 | 0.6 | 0.3 | 1.6 | -83.3\% |
| Net Income | 136.7 | 129.5 | 184.5 | 416.8 | 535.8 | -22.2\% |
| Investments | 1,251.4 | 1,232.0 | 1,164.0 | 1,251.4 | 1,164.0 | 7.5\% |
| Fixed Assets | 14.6 | 15.0 | 11.6 | 14.6 | 11.6 | 26.0\% |
| Total Assets | 1,815.6 | 1,725.4 | 1,579.5 | 1,815.6 | 1,579.5 | 14.9\% |
| Stockholders' Equity | 1,453.8 | 1,317.1 | 1,446.5 | 1,453.8 | 1,446.5 | 0.5\% |


| Affiliate Quality |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q12 | 2Q12 | 3Q11 | $\begin{gathered} \hline \text { Mkt. Share } \\ 3 Q 12 \\ \hline \end{gathered}$ |
| Total Clients (\#) | 1,101,861 | 1,128,120 | 3,190,409 | 2.6\% |
| Affiliates (\#) | 555,267 | 581,673 | 883,793 | 3.9\% |
| Assets Under Mngmt. (MM Ps) | 98,000.4 | 98,232.0 | 110,899.0 | 5.7\% |
|  | 3Q12 | 2Q12 | 3Q11 | $\begin{gathered} \hline \text { Mkt. Avg } \\ 3 Q 12 \end{gathered}$ |
| Avg. Min. Wages per Affiliate | 6.55 | 5.96 | 5.50 | 5.08 |
| Active | 50.39\% | 51.56\% | 27.70\% | 33.07\% |

## Net Income

During Sep-12, net income reached \$416.8 MM Ps compared with $\$ 535.8$ MM Ps in Sep-11.

## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursa's net income reached \$1,011 MM Ps, 124\% more if compared with the same period of the previous year a consequence of more technical income that increased $167 \%$ due to growths in all lines of businesses (excluding the Pemex premium that was underwrote in August 2011, P \& C grew 30\%, Accidents and health grew 12\% and autos 6\%) with a sound combined ratio of 96.9\% in September 2012 when compared with 101.6\% in September 2011.

| Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 3Q12 | 2Q12 | 3Q11 | 9M12 | 9M11 | \% chg |
| Direct Premiums | 4,481.8 | 3,950.9 | 8,364.1 | 12,907.9 | 15,932.5 | -19.0\% |
| Reserves Provisions | 233.9 | 156.1 | 389.3 | 1,026.7 | 1,282.4 | -19.9\% |
| Technical Income | 121.6 | 238.2 | (15.7) | 926.0 | 346.6 | 167.2\% |
| Net Financial Income | 287.8 | 443.8 | 82.1 | 1,296.7 | 1,038.0 | 24.9\% |
| Net Income | 187.1 | 331.7 | (104.7) | 1,011.4 | 451.4 | 124.0\% |
| Assets | 54,180.3 | 53,919.3 | 59,940.3 | 54,180.3 | 59,940.3 | -9.6\% |
| Investments | 29,504.5 | 28,384.5 | 25,943.0 | 29,504.5 | 25,943.0 | 13.7\% |
| Reserves | 37,974.0 | 37,181.1 | 42,327.1 | 37,974.0 | 42,327.1 | -10.3\% |
| Stockholders' Equity | 8,647.2 | 8,443.9 | 7,164.2 | 8,647.2 | 7,164.2 | 20.7\% |

Premiums Breakdown
Seguros + Patrimonial

| Line of business | Breakdown 9M12 | Growth Rate $9 \mathrm{M12}$ vs 9 Mll | Combined Ratio 9 M 12 | Combined Ratio 9M11 | Combined Ratio 9M12 | Breakdown <br> 9 M 12 | $\begin{aligned} & \text { Growth Rate } \\ & 9 \mathrm{M} 12 \text { vs } \\ & 9 \mathrm{M11} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C | 40.5\% | -41.8\% | 74.4\% | 82.9\% | 76.8\% | 39.0\% | -40.5\% |
| Automobile | 26.9\% | 6.0\% | 91.6\% | 97.4\% | 91.6\% | 24.8\% | 6.1\% |
| Life | 22.0\% | 15.7\% | 114.8\% | 112.6\% | 101.2\% | 26.3\% | 15.2\% |
| A \& H | 10.7\% | 11.9\% | 97.9\% | 95.4\% | 97.9\% | 9.9\% | 12.1\% |
| Total | 100.0\% | -19.0\% | 96.9\% | 101.6\% | 94.2\% | 100.0\% | -17.1\% |

Stockholders' equity of Seguros Inbursa stood at \$8,647 MM Ps in September 2012 compared with $\$ 7,164$ MM Ps in September 2011, a $21 \%$ increase.

## PENSIONES INBURSA

 (Annuities)Pensiones Inbursa's net income posted profits of \$1,120 MM Ps in Sep-12 compared with losses of \$205 MM Ps in the same period last year, mainly explained by unrealized gains in stocks valuations. Stockholders' equity reached \$7,175 MM Ps in September 2012 compared with $\$ 5,693 \mathrm{MM}$ Ps in September 2011, a $26 \%$ increase.

## Selected Financial Information

| MM Ps | 3Q12 | 2Q12 | 3Q11 | 9M12 | 9M11 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 12.5 | 26.5 | 0.9 | 46.8 | 10.6 | 342.3\% |
| Reserves Provisions | 102.6 | (135.8) | (2.7) | 76.2 | (113.3) | N.A. |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (320.4) | (53.3) | (215.9) | (702.9) | (538.7) | N.A. |
| Net Financial Income | 477.6 | 209.9 | 364.9 | 1,173.4 | 949.5 | 23.6\% |
| Net Income | 555.6 | 140.0 | (229.2) | 1,119.5 | (204.7) | N.A. |
| Assets | 22,776.3 | 22,061.4 | 20,951.1 | 22,776.3 | 20,951.1 | 8.7\% |
| Investments | 19,283.5 | 19,043.6 | 18,517.2 | 19,283.5 | 18,517.2 | 4.1\% |
| Reserves | 15,446.4 | 15,313.7 | 15,102.7 | 15,446.4 | 15,102.7 | 2.3\% |
| Stockholders' Equity | 7,174.7 | 6,619.0 | 5,693.1 | 7,174.7 | 5,693.1 | 26.0\% |

## OPERADORA INBURSA

## (Mutual Funds)

Assets under management stood at \$88,354 MM Ps at the end of September 2012 compared with $\$ 80,370$ MM Ps in September 2011, 10\% more.

## FONDO INBURSA <br> September, 2012

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

## Compound Annual Return



| Mutual Funds <br> (September, 2012) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 4,793.3 | 3.17\% | 5.33\% |  |
| INBUREX | Fixed Income | 12,639.8 | 5.61\% | 5.83\% |  |
| INBUMAX | Fixed Income | 10,398.4 | 3.87\% | 5.33\% |  |
| INBURSA | Stock's, Bonds | 12,767.1 | 10.43\% | 12.09\% |  |
| FONIBUR | Stock's, Bonds | 20,707.6 | 11.16\% | 12.09\% | 21.74\% |
| IBUPLUS | Stock's, Bonds | 26,816.4 | 9.95\% | 12.09\% |  |

## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of \$377 MM Ps in Sep-12 vs \$260 MM Ps in Sep-11. These result is mainly explained by more favorable market conditions. Stockholders ${ }^{-}$ equity stood at \$3,097 MM Ps in Sep-12, 8\% decrease relative to the same period of the previous year. It's worth mentioning that in May 2012, Inversora Bursatil paid a $\$ 750$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been 15\%.

| Select Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | 3Q12 | 2Q12 | 3Q11 | 9 M 12 | $9 \mathrm{Ml1}$ | \% chg |
| Operating Margin | 43.3 | 180.6 | 19.7 | 509.2 | 369.8 | 37.7\% |
| Interest Income | 714.9 | 658.8 | 435.4 | 2,170.1 | 1,630.5 | 33.1\% |
| Net Income | 41.5 | 128.6 | 17.8 | 376.9 | 259.7 | 45.1\% |
| Total Assets | 11,839.7 | 22,804.2 | 6,579.4 | 11,839.7 | 6,579.4 | 80.0\% |
| Investment Portfolio | 10,891.2 | 21,936.3 | 5,716.0 | 10,891.2 | 5,716.0 | 90.5\% |
| Stockholders' Equity | 3,096.5 | 3,067.0 | 3,359.6 | 3,096.5 | 3,359.6 | -7.8\% |
| Assets in Custody | 2,423,473.2 | 2,479,521.7 | ,218,776.6 | 2,423,473.2 | ,218,776. | 9.2\% |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached \$193 MM Ps in Sep-12 vs \$26 MM Ps same period last year. Stockholders equity stood at $\$ 2,023 \mathrm{MM} \mathrm{Ps}$, a $14 \%$ decrease if compared with September 2011. It's worth mentioning that in May 2012, Fianzas Guardiana Inbursa paid a $\$ 300$ MM Ps dividend.

## Selected Financial Information

| MM Ps | 3Q12 | 2Q12 | 3Q11 | 9 M 12 | 9 M 11 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 392.3 | 358.6 | 328.3 | 1,148.5 | 945.9 | 21.4\% |
| Technical Income | 10.1 | 40.3 | (83.9) | 43.5 | 15.6 | 178.3\% |
| Earnings From Investments | 25.3 | 35.8 | 31.8 | 89.1 | 96.2 | -7.4\% |
| Net Income | 65.1 | 69.1 | (59.4) | 193.0 | 25.7 | 650.9\% |
| Total Assets | 3,822.2 | 3,673.5 | 3,832.7 | 3,822.2 | 3,832.7 | -0.3\% |
| Investments | 2,766.3 | 2,634.0 | 2,942.1 | 2,766.3 | 2,942.1 | -6.0\% |
| Reserves | 1,572.3 | 1,502.8 | 1,329.3 | 1,572.3 | 1,329.3 | 18.3\% |
| Stockholders' Equity | 2,022.9 | 1,957.9 | 2,337.9 | 2,022.9 | 2,337.9 | -13.5\% |

# APPENDIX Banco Inbursa 

CAPITALIZATION

|  | As of August 31, 2012 <br> (MM Ps) |  |
| :--- | :--- | :--- |
|  | TIER 1 CAPITAL | 45,790 |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED <br> CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 13,219 | 1,058 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 1,279 | 102 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 20,702 | 1,656 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 3 | 0 |
| POSIIIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 5,828 | 466 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 13,574 | 1,086 |
| TOTAL | 54,605 | 4,368 |
| CREDIT RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 1,217 | 97 |
| GROUP III | 10,848 | 868 |
| GROUP IV | 1,234 | 99 |
| GROUP V | 3,230 | 258 |
| GROUP VI | 6,256 | 501 |
| GROUP VII | 113,775 | 9,102 |
| GROUP VIII | 2,158 | 173 |
| RELATED GROUPS | 13,343 | 1,067 |
| SUB-TOTAL | 152,061 | 12,165 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 12,199 | 976 |
| TOTAL | 164,259 | 13,141 |
| OPERATIONAL RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 17,811 | 1,425 |
| SUB-TOTAL | 17,811 | 1,425 |
| REQUIRMENT FOR TOTAL RISKS | 236,675 | 18,934 |


| INVESTMENT IN SECURITIES September 30, 2012 |  |
| :---: | :---: |
| (Constant 000's Pesos as of September 30, 2012) |  |
| TRADING PORTFOLIO | 14,171,327 |
| Securities | 9,451,448 |
| Government Securities | 2,298,408 |
| Bankers' Acceptances |  |
| Cebur's | 2,421,471 |
| SECURITIES HELD FOR SALE | 715,926 |
| Bonds | 715,926 |
| SECURITIES HOLD TO MATURITY | 1,066,141 |
| Credit Link | 1,066,141 |
| Bonds |  |


| REPURCHASE PORTFOLIO <br> September 30, 2012 <br> (Constant 000's Pesos as of September 30, 2012) |  |
| :---: | :---: |
| REPURCHASE AGREEMENTS | 38,358,750 |
| Cetes |  |
| Bondes | 38,358,750 |
| Bankers' Acceptances |  |
| RESELL AGREEMENTS | 28,014,151 |
| Cetes |  |
| Bondes | 28,014,151 |
| Bankers' Acceptances |  |
| DEFERRED TAXES <br> September 30, 2012 <br> (Constant 000's Pesos as of September 30, 2012) |  |


| TOTAL DEFERRED TAXES | 310,295 |
| :---: | :---: |
| Negotiable Financial Instruments | 138,652 |
| Negotiable Financial Instruments valuation (except stocks) | 48,059 |
| Credit Link | 10,011 |
| Stocks | 64,054 |
| Foreign stocks | 71,042 |
| Foreign stocks exchange rate | 101,275 |
| San Antonio Oil \& Gas repossessed stocks | $(62,089)$ |
| Ternium good will amortization | 11,295 |
| Sinca's good will amortization | $(7,191)$ |
| Lamosa good will amortization | 1,848 |
| Invex goodwill amortization | 16,188 |
| CFSM good will amortization | 10,652 |
| Rosarito goodwill amortization | 27,097 |
| NYT warrant prime amortization | 55,854 |
| Financial leasing deduction | 6,805 |
| Fix assets deduction | $(24,089)$ |
| Commissions amortization | $(5,078)$ |
| Prepayments | 9,602 |
| Other reserves | $(24,290)$ |
| Fiscal Diference valuation | 121,857 |
| Fiscal Diference valuation (Euro) | 129 |
| Swaps interest | $(42,208)$ |
| Futures | $(29,748)$ |
| Swaps valuation | (167) |
| Fiscal Diference valuation (Swaps) | $(216,400)$ |
| Warrants valuation | 19,961 |
| Interest valuation | 144 |
| Financial Instruments Valuation (Bonds) | 15,397 |
| Swaps valuation (2007 and before) | $(8,367)$ |


| LOAN PORTFOLIO |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Constant MM Pesos as of September 30, 2012) |  |  |  |  |  |  |  |
|  | 3 Q12 |  | LOAN PORTFOLIO |  |  |  | 3Q12 |
|  | PERFORMING | NON PERFORMING |  |  |  |  |  |
|  | LOANS | LOANS | Total Loan Portfolio |  |  |  | 170,935 |
| Commercial | 127,032 | 5,879 | Loan Loss Reserves |  |  |  | 25,150 |
| interbank | 11,723 | 4 |  |  |  |  |  |
| Consumer | 10,832 | 379 | TOTAL LOAN PORTFOLIO (NET) |  |  |  | 145,785 |
| Mortgages | 1,213 | 90 |  |  |  |  |  |
| Government | 13,783 |  |  |  |  |  |  |
| Total | 164,583 | 6,352 |  |  |  |  |  |
|  | LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |  |  |
|  |  |  | PESOS | UDI's | USD | TOTAL BANK |  |
|  | PERFORMIL | OANS |  |  |  |  |  |
|  | Commercia |  | 81,068 |  | 45,964 | 127,032 |  |
|  | Interbank |  | 8,204 |  | 3,519 | 11,723 |  |
|  | Consumer |  | 10,832 |  |  | 10,832 |  |
|  | Mortgages |  | 1,212 | 1 |  | 1,213 |  |
|  | Governme |  | 12,013 |  | 1,770 | 13,783 |  |
|  | Total Perfo | g Loans | 113,329 | 1 | 51,253 | 164,583 |  |
|  | NON PERFO | ING LOANS |  |  |  |  |  |
|  | Commercia |  | 4,511 |  | 1,368 | 5,879 |  |
|  | Interbank |  | 4 |  |  | 4 |  |
|  | Consumer |  | 377 | 2 |  | 379 |  |
|  | Mortgages |  | 90 |  |  | 90 |  |
|  | Governme |  |  |  |  | 0 |  |
|  | Total Non | orming Loans | 4,982 | 2 | 1,368 | 6,352 |  |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

| Loan Loss Reserves at June 30, 2012 (constant million pesos as of June 30, 2012) | 23,569 |
| :---: | :---: |
| - Adjustment for inflation Jun '12-Sep '12 | 320 |
| Loan Loss Reserves at June, 2012 (million nominal pesos) | 23,249 |
| + Provisions recorded during the period | 2,290 |
| + Currency valuation \& other | -389 |
| Loan Loss Reserves at September 30, 2012 | 25, 150 |

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


| MATURITY | TOTAL (000's) |
| :---: | :---: |
| 1 to 7 days | 3,831,269 |
| 8 days to 1 month |  |
| 1 to 3 months | 3,128,260 |
| 3 to 6 months |  |
| 6 to 9 months |  |
| 9 months to 1 year |  |
| 1 to 2 years | 643,924 |
| 2 to 3 years |  |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 132,358 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 7,735,811 |

## CNBV GAAP <br> Financial Statements

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

|  |  |  |  |  |  |  | Acumulate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Jan | Sep |
| (Million Pesos.) | 2 Q11 | 3Q11 | 4Q11 | 1 Q12 | 2 Q12 | 3Q12 | Sep '12 | Sep '11 |
| Interest Income | 5,107.1 | 4,864.2 | 5,411.7 | 5,190.9 | 5,268.7 | 5,511.4 | 15,971.0 | 15,127.2 |
| Premiums written (net) | 3,061.6 | 3,169.6 | 3,632.0 | 3,843.1 | 3,316.9 | 3,461.0 | 10,621.1 | 9,645.8 |
| Interest Expense | $(2,194.6)$ | $(1,955.3)$ | $(2,455.6)$ | F $(2,449.9)$ | $(1,541.1)$ | $(2,996.6)$ | $(6,987.5)$ | $(6,342.4)$ |
| Increased in reserve for unearned premiums | (288.4) | (536.4) | (875.6) | * (1,002.8) | (92.1) | (485.8) | $(1,580.7)$ | $(1,746.8)$ |
| Cost of claims and contractual obligations (net) | $(2,138.5)$ | $(2,427.2)$ | $(2,463.4)$ | $(2,125.2)$ | $(2,353.7)$ | $(2,542.7)$ | $(7,021.6)$ | $(6,539.4)$ |
| FINANCIAL MARGIN | 3,547.2 | 3,114.9 | 3,249.0 | 3,456.2 | 4,598.7 | 2,947.3 | 11,002.2 | 10,144.3 |
| Loan Loss Provisions | 692.5 | (374.1) | 1,381.6 | 2,205.0 | 663.5 | 2,102.0 | 4,970.5 | 2,020.5 |
| RISK ADJUSTED NII | 2,854.6 | 3,488.9 | 1,867.4 | * 1,251.1 | 3,935.3 | 845.3 | 6,031.7 | 8,123.8 |
| Comissions and Fees | 315.4 | 649.6 | 331.3 | 257.7 | 119.9 | 270.4 | 648.0 | 1,122.8 |
| Market-Related Income | (105.2) | $(3,503.8)$ | 2,706.5 | - 3,276.1 | $(1,345.7)$ | 2,752.9 | 4,683.4 | $(1,579.3)$ |
| Non-Interest Expense | $(1,344.4)$ | $(1,417.6)$ | $(1,725.7)$ | - $(1,717.5)$ | $(1,521.0)$ | $(1,569.4)$ | $(4,807.9)$ | (4,308.0) |
| OPERATING INCOME | 1,720.4 | (782.9) | 3,179.6 | 3,067.5 | 1,188.4 | 2,299.3 | 6,555.1 | 3,359.4 |
| Subsidiaries' Net Income | 155.1 | 63.6 | 142.8 | F 195.6 | 181.7 | 172.1 | 549.4 | 336.2 |
| NET INCOME BEFORES TAXES | 1,875.5 | (719.4) | 3,322.4 | 3,263.0 | 1,370.1 | 2,471.3 | 7,104.5 | 3,695.5 |
| Incurred Income Tax \& Profit Sharing | (819.1) | (842.6) | (39.1) | - (461.1) | (684.0) | (436.8) | $(1,581.9)$ | (1,993.0) |
| Deferred Income Tax (net) | 179.8 | 1,276.3 | (236.4) | " (297.7) | 268.4 | (86.0) | (115.3) | 1,281.9 |
| RESULTS FROM CONTINUED OPERATION | 1,236.2 | (285.6) | 3,047.0 | 2,504.3 | 954.5 | 1,948.5 | 5,407.3 | 2,984.4 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 | 0.0 | $\cdots 0.0$ | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 1,236.2 | (285.6) | 3,047.0 | 2,504.3 | 954.5 | 1,948.5 | 5,407.3 | 2,984.4 |
| MINORITARY INTEREST | 37.5 | (3.1) | 40.9 | 9.0 | 8.0 | 8.3 | 25.2 | 49.8 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Sheet
Million Pesos

| ASSETS | Jun-11 | Sep-11 | Dec-11 | Mar-12 | Jun-12 | Sep-12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 17,965.9 | 21,255.2 | 21,018.5 | 26,625.5 | 22,405.7 | 19,316.1 |
| Margin Accounts | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 | 2,076.4 | 742.4 |
| Financial Instruments | 69,236.8 | 70,967.9 | 79,563.3 | 95,399.1 | 82,136.7 | 76,264.9 |
| Negotiable | 45,663.6 | 46,272.5 | 53,793.9 | 69,038.1 | 56,897.8 | 50,508.1 |
| For Sale | 1,047.5 | 1,158.8 | 1,067.1 | 959.1 | 939.0 | 827.8 |
| Held to Maturity | 22,525.7 | 23,536.6 | 24,702.4 | 25,401.9 | 24,299.9 | 24,929.1 |
| Repos \& Derivatives | 28,118.6 | 10,507.5 | 13,569.4 | 15,854.2 | 15,546.6 | 26,086.3 |
| Repo Operations | 16,316.7 | 499.4 | 1,916.9 | 6,837.3 | 1,867.3 | 10,616.8 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 11,801.9 | 10,008.1 | 11,652.5 | 9,017.0 | 13,679.3 | 15,469.5 |
| Adjusted Valuation for Financial Assets | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 | 1,770.0 | 1,672.9 |
| LOANS | 145,699.1 | 153,667.1 | 168,412.8 | 164,504.4 | 163,428.9 | 165,094.9 |
| Commercial | 113,300.2 | 122,883.2 | 132,199.4 | 129,435.7 | 117,577.5 | 130,254.9 |
| Interbank | 9,660.3 | 10,050.4 | 10,329.6 | 9,584.3 | 18,831.5 | 7,084.4 |
| Consumer | 9,639.4 | 10,231.4 | 10,684.9 | 11,161.9 | 11,688.2 | 12,759.1 |
| Housing | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 | 1,208.0 | 1,213.2 |
| Governments | 11,878.5 | 9,296.2 | 13,983.9 | 13,099.2 | 14,123.7 | 13,783.3 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 6,219.1 | 5,424.3 | 5,704.2 | 6,347.8 | 6,751.7 | 6,945.6 |
| TOTAL GROSS LOANS | 151,918.2 | 159,091.3 | 174,117.0 | 170,852.2 | 170,180.6 | 172,040.5 |
| Loan Loss Reserves | 20,668.5 | 21,392.4 | 22,749.7 | 23,647.7 | 23,819.7 | 25,429.8 |
| TOTAL NET LOANS | 131,249.7 | 137,698.9 | 151,367.3 | 147,204.5 | 146,360.9 | 146,610.7 |
| Insurance and bonding companies | 2,416.8 | 3,515.9 | 3,713.6 | 3,691.1 | 3,665.3 | 1,615.5 |
| Premium debtors (net) | 4,309.0 | 9,171.4 | 9,236.6 | 7,721.5 | 7,854.6 | 6,230.9 |
| Reinsurance and rebonders | 9,056.5 | 20,249.5 | 15,912.3 | 14,313.3 | 13,374.8 | 14,035.4 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 24,796.5 | 13,361.7 | 24,828.9 | 20,534.7 | 19,484.4 | 14,324.7 |
| Repossessed Assets (net) | 720.6 | 736.9 | 770.5 | 850.3 | 868.3 | 835.2 |
| Fixed Assets (net) | 3,793.7 | 3,731.0 | 3,967.9 | 3,967.0 | 3,952.0 | 3,956.8 |
| Permanent Equity Investments | 7,166.0 | 7,256.2 | 7,691.0 | 7,900.4 | 7,565.8 | 7,770.1 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 4,047.7 | 4,128.7 | 3,963.7 | 2,818.9 | 2,818.9 | 2,986.3 |
| TOTAL ASSETS | 305,168.0 | 308,311.7 | 340,444.7 | 350,347.6 | 329,880.5 | 322,448.3 |


| LIABILITIES | Jun-11 | Sep-11 | Dec-11 | Mar-12 | Jun-12 | Sep-12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 126,198.2 | 120,035.9 | 141,788.7 | 139,845.2 | 133,991.0 | 138,134.7 |
| Demand Deposits | 48,990.8 | 49,817.3 | 52,739.8 | 53,820.0 | 56,294.9 | 56,752.0 |
| Time Deposits | 50,557.1 | 38,647.0 | 54,500.0 | 51,378.7 | 39,847.8 | 43,429.1 |
| Unsecured Notes (CEBURES) | 26,650.3 | 31,571.6 | 34,549.0 | 34,646.6 | 37,848.3 | 37,953.6 |
| INTERBANK LOANS \& OTHER | 6,345.3 | 10,371.9 | 3,952.5 | 10,089.4 | 9,020.9 | 7,783.3 |
| TECHNICAL RESERVES | 46,280.7 | 58,923.1 | 55,679.5 | 54,833.7 | 54,480.0 | 55,455.2 |
|  | 13,747.6 | 22,346.3 | 29,591.5 | 32,220.5 | 37,801.8 | 24,252.5 |
| Repo Operations | 4,853.4 | 2,565.1 | 10,177.5 | 21,175.8 | 19,037.1 | 8,094.7 |
| Credit related operations |  |  |  |  |  |  |
| Derivatives | 8,894.3 | 19,781.2 | 19,413.9 | 11,044.6 | 18,764.7 | 16,157.9 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 1,715.3 | 5,805.9 | 5,134.8 | 3,837.8 | 3,732.7 | 3,072.1 |
| OTHER ACCOUNTS PAYABLE | 36,022.3 | 17,327.3 | 27,473.1 | 30,295.8 | 14,148.8 | 15,106.7 |
| Income tax \& Employee profit sharing | 1,730.0 | 2,056.9 | 700.1 | 1,184.8 | 1,333.6 | 1,769.8 |
| Other accounts payable | 34,292.3 | 15,270.4 | 26,773.0 | 29,110.9 | 12,815.2 | 13,336.8 |
| DEFERRED TAXES | 3,430.2 | 2,681.4 | 2,942.5 | 2,966.6 | 2,671.0 | 2,738.3 |
| DEFERRED CREDITS | 1,031.6 | 742.3 | 684.4 | 643.8 | 575.6 | 504.3 |
| TOTAL LIABILITIES | 234,771.2 | 238,234.0 | 267,247.2 | 274,732.7 | 256,421.8 | 247,047.0 |
| 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 | 42,002.5 | 41,691.4 | 44,789.3 | 47,194.8 | 45,964.4 | 47,898.7 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 36,659.5 | 36,630.9 | 36,722.7 | 42,573.6 | 40,396.6 | 40,390.7 |
| 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 | 3,217.2 | 2,934.6 | 5,940.7 | 2,495.3 | 3,441.8 | 5,382.0 |
| Minority Interest | 985.8 | 977.8 | 999.7 | 1,011.6 | 85.8 | 94.1 |
| TOTAL STOCKHOLDERS' EQUITY | 70,396.9 | 70,077.7 | 73,197.5 | 75,614.9 | 73,458.7 | 75,401.3 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 305,168.0 | 308,311.7 | 340,444.7 | 350,347.6 | 329,880.5 | 322,448.3 |

GRUPO FINANCIERO INBURSA
MEMORANDUM ACCOUNTS

## Million Pesos

| CUSTOMER POSITION ACCOUNTS | Sep-12 |
| :--- | :---: |
| CUSTOMER CURRENT ACCOUNTS | $\mathbf{1 2 0 . 1}$ |
| Customer bank balances | 1.3 |
| Custumer transaction liquidations | 118.8 |
| Client loans |  |


| Client loans |  |
| :--- | :--- |
| CUSTOMER SECURITIES | $\mathbf{2 , 3 7 4 , 0 1 3 . 3}$ |
| Assets in custody or under administration | $2,374,013.3$ |

Assets received in guarantee

| Contingency assets and liabilities | $51,807.9$ |
| :--- | :---: |
| Assets under trust | $408,212.5$ |
| Assets under custody or administration | $563,814.2$ |
| Irrevocable lines of credit granted |  |
| Shares held in custody | $6,846.4$ |
| Other contingent obligations | $176,123.2$ |
| Collaterals | $1,319,197.7$ |
| Others |  |
|  |  |

Customer Securities Loans
Purchase of Derivatives
TOTAL CUSTOMER POSITION 2,437,156.8 TOTAL OWN POSITION 2,526,001.9

| GRUPO FINANCIERO INBURSA <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT SEPTEMBER 30, 2012 (MM PS) |  |
| :---: | :---: |
|  | Sep-12 |
| OPERATING ACTIVITIES |  |
| Net Income | 5,382 |
| Subsidiaries' Income | (549) |
| Depreciation \& Amortization Deferred assets Amortization | 237 |
| Technical reserves | 1,581 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 1,697 |
| Others | 4,970 |
|  | 13,318 |
| Margin Accounts | 1,934 |
| Financial Instruments | 3,298 |
| Repos Debtors | $(8,700)$ |
| Derivatives (Assets) | $(3,817)$ |
| Cash increase (decrease) from Loan Portfolio | (223) |
| Insurance and bonding accounts | 2,098 |
| Premium debtors | 3,006 |
| Reinsurances and rebonding (Assets) | 1,877 |
| Repossed Assets | (65) |
| Operative Assets | 11,480 |
| Cash increase (decrease) from funding | $(3,654)$ |
| Banking Loans \& Other Financial Institutions | 3,831 |
| Repos | $(2,083)$ |
| Derivatives (Liabilities) | $(3,256)$ |
| Reinsurances and rebonding (Liabilities) | $(2,063)$ |
| Operative Liabilities | $(14,545)$ |
| Others | $(1,312)$ |
|  | $(12,194)$ |
| Cash flow from operating activities | 1,123 |
| Financing Activities | $(2,167)$ |
| Spin-Offs |  |
| Cash Flow From Financing Activities | $(2,167)$ |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (224) |
| Receivables, Sundry Debtors \& Adv. Payments |  |
| Subsidiaries | (435) |
| Repossessed Property |  |
| Buy(sell) cash dividends |  |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (659) |
| Net Increase in Cash | $(1,702)$ |
| Cash at beginning of the period | 21,018 |
| Cash at end of period | 19,316 |

BANCO INBURSA
Consolidated Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | Sep '12 | Sep '11 |
| Interest Income | 4,110.3 | 3,958.4 | 3,967.4 | 4,236.4 | 4,043.3 | 4,297.2 | 12,576.9 | 12,255.8 |
| Interest Expense | 1,909.8 | 1,744.8 | 1,917.4 | 2,042.0 | 1,966.4 | 1,945.2 | 5,953.6 | 5,547.2 |
| Financial Margin | 2,200.6 | 2,213.6 | 2,050.0 | 2,194.4 | 2,077.0 | 2,352.0 | 6,623.3 | 6,708.6 |
| Loan Loss Provisions | 624.8 | (426.6) | 1,219.5 | 2,157.0 | 608.1 | 2,020.7 | 4,785.8 | 1,822.3 |
| Risk Adjusted Net Interest Income | 1,575.8 | 2,640.2 | 830.5 | 37.4 | 1,468.8 | 331.3 | 1,837.5 | 4,886.3 |
| Comissions and Fees | 695.7 | 985.0 | 859.6 | 646.1 | 645.5 | 803.6 | 2,095.2 | 2,249.9 |
| Market-Related Income | (266.9) | $(3,219.5)$ | 1,147.4 | - 1,537.1 | $(1,093.0)$ | 880.9 | 1,325.0 | $(2,570.7)$ |
| Operating Revenues | 2,004.7 | 405.7 | 2,837.5 | 2,220.6 | 1,021.3 | 2,015.8 | 5,257.7 | 4,565.5 |
| Non-Interest Expense | 733.0 | 810.5 | 955.3 | - 1,004.5 | 938.1 | 1,033.2 | 2,975.9 | 2,430.5 |
| Operating Income | 1,271.7 | (404.8) | 1,882.1 | 1,216.0 | 83.2 | 982.6 | 2,281.9 | 2,135.0 |
| Other Income (Expenses) | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | 1,271.7 | (404.8) | 1,882.1 | - 1,216.0 | 83.2 | 982.6 | 2,281.9 | 2,135.0 |
| Incurred Income Tax \& Profit Sharing | 576.2 | 622.6 | (114.8) | - 56.2 | 456.4 | (6.8) | 505.7 | 1,320.9 |
| Deferred Income Tax | (103.6) | (939.4) | 214.9 | - 172.1 | (353.3) | 178.4 | (2.9) | (960.7) |
| Net Income Before Subsidiaries' Net Income | 799.1 | (88.1) | 1,782.0 | - 987.8 | (19.9) | 811.1 | 1,779.0 | 1,774.8 |
| Subsidiaries' Net Income | 148.4 | 88.2 | 13.8 | - 205.9 | 194.2 | 187.7 | 587.8 | 352.7 |
| Continous Operations' Net Income | 947.5 | 0.2 | 1,795.8 | -1,193.7 | 174.3 | 998.8 | 2,366.8 | 2,127.5 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Minority Interest | (36.6) | (17.6) | (22.7) | - 30.6 ) | (28.6) | (36.9) | (96.1) | (76.1) |
| Net Income | 910.9 | (17.4) | 1,773.1 | 1,163.1 | 145.7 | 961.9 | 2,270.7 | 2,051.3 |

BANCO INBURSA
Consolidated Balance Sheet
Million Pesos

| Assets | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 18,109.3 | 21,374.0 | 21,103.6 | 26,777.8 | 22,646.5 | 19,422.7 |
| Margin Accounts | 21.8 | 3,348.9 | 2,676.0 | 1,518.5 | 2,076.4 | 742.4 |
| Financial Instruments | 11,113.9 | 17,432.0 | 17,531.8 | 15,726.4 | 21,645.5 | 16,967.1 |
| Negotiable | 9,450.1 | 15,344.3 | 15,651.1 | 13,909.9 | 19,735.8 | 15,185.0 |
| For Sale | 975.0 | 1,086.4 | 843.4 | 793.1 | 814.9 | 715.9 |
| Held to Maturity | 688.9 | 1,001.4 | 1,037.2 | 1,023.4 | 1,094.8 | 1,066.1 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 28,193.0 | 10,510.8 | 13,594.1 | 16,259.1 | 15,394.4 | 26,118.3 |
| Repo Operations | 16,391.0 | 502.8 | 1,943.0 | 6,940.5 | 1,871.4 | 10,650.2 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 11,801.9 | 10,008.1 | 11,651.1 | 9,318.7 | 13,523.0 | 15,468.1 |
| Adjusted Valuation for Financial Assets | 2,268.4 | 2,382.2 | 2,165.8 | 1,948.5 | 1,770.0 | 1,672.9 |
| LOANS | 146,176.0 | 154,115.8 | 168,822.6 | 164,123.5 | 163,638.0 | 164,582.8 |
| Commercial | 115,680.5 | 125,220.3 | 134,509.1 | 130,873.2 | 119,664.7 | 127,032.4 |
| Interbank | 9,659.8 | 10,049.9 | 10,329.1 | 9,583.7 | 18,830.9 | 11,722.4 |
| Consumer | 7,736.5 | 8,343.6 | 8,857.3 | 9,344.0 | 9,810.7 | 10,831.6 |
| Housing | 1,220.7 | 1,205.9 | 1,215.0 | 1,223.3 | 1,208.0 | 1,213.2 |
| Governments | 11,878.5 | 9,296.2 | 13,912.1 | 13,099.2 | 14,123.7 | 13,783.3 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 5,473.6 | 4,737.9 | 5,054.8 | 5,650.8 | 6,111.6 | 6,352.0 |
| Total Gross Loans | 151,649.6 | 158,853.7 | 173,877.4 | 169,774.3 | 169,749.6 | 170,934.8 |
| Preventive Provision for Credit Risks | $(20,385.8)$ | $(21,130.7)$ | $(22,487.5)$ | $(23,397.4)$ | $(23,568.5)$ | $(25,149.6)$ |
| Total Net Loans | 131,263.8 | 137,723.0 | 151,389.9 | 146,376.9 | 146,181.1 | 145,785.2 |
| Receivables,Sundry Debtors \& Adv. Payments | 23,926.5 | 12,378.6 | 23,949.0 | 19,663.1 | 12,902.5 | 13,345.2 |
| Fixed Assets (net) | 704.2 | 766.7 | 771.7 | 683.2 | 808.6 | 844.7 |
| Repossessed Property | 591.4 | 608.1 | 611.2 | 779.7 | 674.6 | 642.7 |
| Permanent Equity Investments | 6,219.0 | 6,320.3 | 6,718.5 | 6,919.9 | 7,076.0 | 7,263.7 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 570.6 | 566.4 | 548.9 | 540.4 | 528.3 | 509.4 |
| TOTAL ASSETS | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 | 231,704.0 | 233,314.4 |


|  | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 126,450.5 | 120,290.9 | 142,094.1 | 144,325.7 | 140,036.3 | 144,004.0 |
| Demand Deposits | 49,223.2 | 50,072.3 | 53,045.1 | 54,069.8 | 56,680.0 | 56,927.3 |
| Time Deposits | 50,577.0 | 38,647.0 | 54,500.0 | 52,205.6 | 40,677.1 | 44,378.7 |
| Unsecured Notes (CEBURES) | 26,650.3 | 31,571.6 | 34,549.0 | 38,050.3 | 42,679.2 | 42,698.0 |
| Interbank Loans \& Other | 6,345.3 | 10,371.9 | 3,952.5 | 10,089.4 | 9,020.9 | 7,783.3 |
| Repo Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Credit Related Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 8,657.0 | 19,457.1 | 19,265.7 | 11,044.6 | 18,764.7 | 15,857.2 |
| Other Accounts Payable | 28,710.3 | 11,143.2 | 22,839.0 | 17,446.4 | 10,123.9 | 10,821.2 |
| Income Tax \& Employee Profit Sharing | 1,244.3 | 1,269.5 | 73.6 | 430.9 | 531.7 | 523.2 |
| Deferred Taxes | 1,241.7 | 881.1 | 1,115.7 | 995.3 | 640.6 | 816.5 |
| Deferred Credits | 902.1 | 613.7 | 536.7 | 488.8 | 428.3 | 362.9 |
| TOTAL LIABILITIES | 173,551.2 | 164,027.4 | 189,877.4 | 184,821.1 | 179,546.4 | 180,168.2 |
| 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 | 24,166.4 | 24,119.4 | 25,918.8 | 27,108.0 | 26,893.4 | 27,881.9 |
| Capital Reserves | 6,393.2 | 6,393.2 | 6,393.2 | 6,393.2 | 6,773.7 | 6,773.7 |
| Retained Earnings | 14,566.2 | 14,566.2 | 14,566.2 | 18,379.8 | 17,649.3 | 17,649.3 |
| Income of Changes on Accounting Principles | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 | 265.3 |
| Available for Sale | 74.3 | 31.4 | 53.9 | 60.2 | 55.5 | 45.3 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 2,068.7 | 2,051.3 | 3,824.4 | 1,163.1 | 1,308.8 | 2,270.7 |
| Minority Interest | 798.6 | 812.0 | 815.7 | 846.3 | 840.7 | 877.6 |
| Total Stockholders' Equity | 49,430.7 | 49,383.7 | 51,183.1 | 52,372.3 | 52,157.7 | 53,146.2 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 222,981.9 | 213,411.1 | 241,060.4 | 237,193.4 | 231,704.0 | 233,314.4 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
|  |  |  |  |  |  | 0.0 |
| Guarantees Granted | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Contingent Obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Irrevocable Lines of Credit Granted | 4,564.1 | 4,736.4 | 4,615.0 | 6,912.7 | 6,731.6 | 6,848.2 |
| Goods in Trust or Mandate | 439,984.9 | 436,407.5 | 404,449.6 | 406,828.9 | 145,584.9 | 408,212.5 |
| 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 | 986,392.4 | 957,177.6 | 939,237.7 | 565,599.6 | 571,565.9 | 562,572.7 |
| Collaterals received | 103,142.8 | 35,870.8 | 42,771.8 | 60,973.2 | 21,333.0 | 66,659.0 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 931,633.5 | 1,103,929.4 | 1,274,686.0 | 1,203,234.5 | 1,282,861.2 | 1,256,785.5 |
|  | 2,465,717.6 | 2,538,121.7 | 2,665,760.1 | 2,243,548.9 | 2,028,076.5 | 2,301,077.9 |



OPERADORA INBURSA
Income Statement

| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Sep '12 | Sep '11 |
| Earnings from Investment Sales | 1.3 | 0.7 | 1.1 | 1.7 | 1.0 | 0.7 | 3.5 | 4.2 |
| Asset Management Income | 118.5 | 118.3 | 120.0 | 121.0 | 123.2 | 126.7 | 370.9 | 353.0 |
| Earnings form Interest | 0.1 | 0.1 | 0.3 | 0.1 | 0.1 | 0.1 | 0.3 | 0.3 |
| Unrealized Gain on Portfolio Valuation | 5.9 | (28.8) | 31.2 | 29.9 | 9.6 | 20.5 | 60.0 | (8.9) |
| Total Earnings | 125.9 | 90.3 | 152.6 | 152.8 | 133.9 | 148.0 | 434.7 | 348.5 |
| General Expenses | 55.0 | 54.5 | 55.7 | 56.2 | 57.4 | 58.3 | 171.9 | 165.5 |
| Total expenses | 55.0 | 54.5 | 55.7 | 56.2 | 57.4 | 58.3 | 171.9 | 165.5 |
| Earnings Before Taxes | 70.8 | 35.7 | 96.9 | 96.6 | 76.5 | 89.7 | 262.8 | 183.1 |
| Incurred Income Tax \& Profit Sharing | 21.2 | 9.3 | 25.6 | 28.7 | 22.9 | 26.1 | 77.7 | 17.5 |
| Net Income Before Deferred Accounts | 49.7 | 26.5 | 71.3 | 67.9 | 53.6 | 63.6 | 185.1 | 165.6 |
| Earnings from subsidiaries | 9.9 | (0.6) | 7.9 | 11.0 | 8.5 | 12.1 | 31.6 | 14.9 |
| Unadjusted for monetary position result | 59.6 | 25.9 | 79.2 | 78.9 | 62.1 | 75.8 | 216.7 | 180.5 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 59.6 | 25.9 | 79.2 | 78.9 | 62.1 | 75.8 | 216.7 | 180.5 |

## OPERADORA INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.0 | 0.0 | 0.6 | 0.0 | 0.0 |
| Negotiable Instruments | 729.3 | 750.1 | 825.7 | 900.7 | 787.0 | 858.2 |
| Sundry Debtors | 47.1 | 47.0 | 49.4 | 50.5 | 51.7 | 51.1 |
| Provisional Payments | 31.1 | 49.6 | 0.0 | 12.7 | 32.1 | 51.9 |
| Permanent investments | 344.5 | 343.9 | 351.7 | 362.7 | 371.2 | 383.3 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 | 1,242.1 | 1,344.5 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  | 0.0 |
| Sundry Creditors | 20.5 | 21.4 | 20.9 | 21.5 | 21.2 | 21.5 |
| Payable Taxes | 45.2 | 67.1 | 17.6 | 29.4 | 50.0 | 70.7 |
| Deferred Income Tax | 151.4 | 141.5 | 148.6 | 157.7 | 160.2 | 165.9 |
| TOTAL LIABILITIES | 217.2 | 230.0 | 187.1 | 208.6 | 231.4 | 258.1 |
| 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 | 751.7 | 751.7 | 751.7 | 1,011.4 | 841.4 | 841.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 154.6 | 180.5 | 259.7 | 78.9 | 141.0 | 216.7 |
| TOTAL STOCKHOLDERS' EQUITY | 934.7 | 960.6 | 1,039.7 | 1,118.6 | 1,010.7 | 1,086.5 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,151.9 | 1,190.6 | 1,226.9 | 1,327.2 | 1,242.1 | 1,344.5 |

INVERSORA BURSATIL
Income Statement

| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Sep '12 | Sep '11 |
| Commisions \& Tariffs | 191.5 | 221.5 | 140.4 | 158.1 | 104.3 | 117.2 | 379.5 | 538.1 |
| Earnings From Services | 191.5 | 221.5 | 140.4 | 158.1 | 104.3 | 117.2 | 379.5 | 538.1 |
| Income from sale of securities | 53.7 | 70.6 | 264.5 | - 54.3 | 42.9 | 27.6 | 124.8 | 167.0 |
| Interest Income | 616.2 | 435.4 | 594.2 | 796.3 | 658.8 | 714.9 | 2,170.1 | 1,630.5 |
| Interest Expense | (653.8) | (476.0) | (587.9) | - (811.9) | (633.4) | (702.4) | $(2,147.7)$ | (1,705.1) |
| Unrealized gain on Portfolio Valuation | (116.5) | (173.7) | (101.4) | - 157.8 | 77.1 | (46.3) | 188.5 | (67.0) |
| Financial Margin | (100.5) | (143.7) | 169.4 | 196.6 | 145.4 | (6.2) | 335.7 | 25.5 |
| Operating Income | 91.0 | 77.8 | 309.9 | 354.6 | 249.6 | 111.0 | 715.2 | 563.5 |
| General Expenses | 67.9 | 58.1 | 85.4 | 69.3 | 69.0 | 67.7 | 206.0 | 193.7 |
| Operating Margin | 23.1 | 19.7 | 224.5 | 285.3 | 180.6 | 43.3 | 509.2 | 369.8 |
| Other Expenses (Income) | (0.4) | (0.6) | 0.6 | 0.0 | 0.0 | 0.0 | 0.0 | (1.4) |
| Net Income Before Income Tax \& Profit Sharing | 23.6 | 20.3 | 223.9 | 285.3 | 180.6 | 43.3 | 509.2 | 371.2 |
| Incurred Income Tax \& Profit Sharing | 51.0 | 56.7 | 79.5 | 28.9 | 33.1 | 28.3 | 90.3 | 130.7 |
| Deffered Income Tax | (29.1) | (54.2) | (20.4) | 48.7 | 18.9 | (26.4) | 41.2 | (20.0) |
| Net Income Before Subsidiaries' Net Income | 1.6 | 17.9 | 164.9 | 207.8 | 128.5 | 41.4 | 377.7 | 260.5 |
| Subsidiaries' Net Income | (0.1) | (0.1) | (0.1) | (0.9) | 0.0 | 0.1 | (0.8) | (0.8) |
| Net Income | 1.6 | 17.8 | 164.8 | 206.9 | 128.6 | 41.5 | 376.9 | 259.7 |

INVERSORA BURSATIL
Million Pesos

| ASSETS | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2 Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Banks | 0.7 | 0.1 | 3.0 | 2.9 | 3.3 | 1.4 |
| FINANCIAL INSTRUMENTS | 10,303.6 | 5,716.0 | 13,533.9 | 33,785.5 | 21,936.3 | 10,891.2 |
| Negotiable | 10,303.6 | 5,716.0 | 13,533.9 | 33,785.5 | 21,936.3 | 10,891.2 |
| Under repurchase receivable agreements | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 2.7 | 0.9 | 0.2 | 1.0 | 0.0 | 3.9 |
| Repo Operations | 2.7 | 0.9 | 0.2 | 1.0 | 0.0 | 3.9 |
| Other accounts receivable | 40.8 | 41.0 | 42.7 | 57.4 | 0.0 | 55.4 |
|  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Fixed assets, net | 18.4 | 17.1 | 21.7 | 20.4 | 20.0 | 18.3 |
| Permanent equity investments | 2.5 | 2.4 | 2.3 | 1.4 | 1.5 | 1.5 |
| Other Assets | 919.8 | 801.9 | 726.6 | 761.5 | 843.1 | 868.0 |
| TOTAL ASSETS | 11,288.4 | 6,579.4 | 14,330.4 | 34,630.1 | 22,804.2 | 11,839.7 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Securities \& Derivatives | 7,308.4 | 2,569.4 | 10,203.7 | 30,279.1 | 19,139.2 | 8,132.0 |
| Repo Operations | 7,308.4 | 2,569.4 | 10,203.7 | 30,279.1 | 19,139.2 | 8,132.0 |
| Other Account Payable | 187.5 | 254.0 | 202.0 | 222.6 | 185.7 | 227.9 |
| Income Tax \& Employee profit sharing provision | 111.8 | 176.9 | 128.7 | 144.3 | 112.7 | 152.9 |
| Sundry creditors \& other accounts payable | 75.8 | 77.2 | 73.3 | 78.3 | 73.0 | 75.0 |
| Deferred taxes | 450.6 | 396.3 | 375.9 | 415.8 | 412.3 | 383.3 |
| Total Liabilities | 7,946.5 | 3,219.7 | 10,781.7 | 30,917.5 | 19,737.2 | 8,743.2 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Suscribed capital | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 |
| Paid-in capital | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 | 1,608.1 |
| Earned Capital | 1,733.8 | 1,751.5 | 1,940.6 | 2,104.5 | 1,458.9 | 1,488.4 |
| Capital reserves | 274.8 | 274.8 | 274.8 | 274.8 | 296.0 | 296.0 |
| Retained earnings | 1,217.1 | 1,217.1 | 1,217.1 | 1,641.5 | 870.3 | 870.3 |
| Valuation effect in financial instruments | 0.0 | 0.0 | 24.3 | (18.7) | (42.9) | (54.8) |
| Surplus (deficit) of equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net icome | 241.9 | 259.7 | 424.5 | 206.9 | 335.5 | 376.9 |
| Stockholders' Equity | 3,341.9 | 3,359.6 | 3,548.7 | 3,712.6 | 3,067.0 | 3,096.5 |
| Total Liabilities \& Stockholders' Equity | 11,288.4 | 6,579.4 | 14,330.4 | 34,630.1 | 22,804.2 | 11,839.7 |

SEGUROS INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1 Q12 | 2Q12 | 3Q12 | Sep '12 | Sep '11 |
| Premiums written | 3,688.4 | 8,364.1 | 3,409.1 | 4,475.1 | 3,950.9 | 4,481.8 | 12,907.9 | 15,932.5 |
| Premiums ceded | 1,192.6 | 5,783.6 | 433.6 | [1,396.4 | 1,299.6 | 1,721.0 | 4,416.9 | 8,115.1 |
| Retained Premiums | 2,495.8 | 2,580.5 | 2,975.5 | 3,078.7 | 2,651.4 | 2,760.8 | 8,490.9 | 7,817.4 |
| Increased in reserve for unearned premiums | 376.4 | 389.3 | 316.2 | - 636.6 | 156.1 | 233.9 | 1,026.7 | 1,282.4 |
| Retained earned premiums | 2,119.4 | 2,191.1 | 2,659.3 | 2,442.1 | 2,495.3 | 2,526.9 | 7,464.2 | 6,535.0 |
| Net Acquisition Cost | 422.6 | 425.5 | 537.0 | - 362.0 | 463.9 | 477.7 | 1,303.6 | 1,217.4 |
| Commisions to agents | 223.4 | 226.4 | 249.7 | - 267.3 | 237.0 | 236.3 | 740.6 | 687.4 |
| Additional compensation to agents | 100.3 | 91.6 | 105.5 | - 94.6 | 101.0 | 99.0 | 294.6 | 277.9 |
| Commisions for re-insurance taken | 2.9 | 1.3 | 8.0 | - 10.8 | 5.0 | 4.0 | 19.8 | 8.7 |
| Commisions for re-insurance given | (112.4) | (256.7) | (71.0) | (247.3) | (152.4) | (135.1) | (534.8) | (511.9) |
| Coverage on losses excess | 61.8 | 164.0 | 66.9 | - 51.4 | 76.4 | 105.0 | 232.7 | 281.2 |
| Others | 146.5 | 199.0 | 178.0 | - 185.2 | 196.9 | 168.5 | 550.7 | 474.1 |
| Net cost of claims and contractual obligations | 1,660.9 | 1,781.3 | 1,850.4 | 1,513.8 | 1,793.2 | 1,927.6 | 5,234.6 | 4,971.0 |
| Claims and other contractual obligations | 1,657.9 | 1,789.8 | 1,863.9 | [1,468.3 | 1,794.9 | 1,927.3 | 5,190.5 | 4,976.6 |
| Claims recovered from re-insurance | (3.0) | 8.5 | 13.4 | - (45.6) | 1.8 | (0.3) | (44.1) | 5.6 |
| Other claims | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 35.9 | (15.7) | 271.9 | - 566.3 | 238.2 | 121.6 | 926.0 | 346.6 |
| Net Increase in other technical reserve | 61.5 | 72.8 | 242.5 | 78.6 | 71.0 | 84.5 | 234.2 | 202.8 |
| Catastrophic risks reserves | 61.7 | 73.0 | 237.8 | - 77.0 | 70.3 | 83.7 | 231.0 | 203.6 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | F 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | 0.0 | 0.0 | 5.1 | [ 1.6 | 0.9 | 1.0 | 3.5 | 0.0 |
| Other reserves | (0.1) | (0.3) | (0.5) | F 0.0 | (0.2) | (0.2) | (0.4) | (0.8) |
| Gross profit | (25.6) | (88.5) | 29.4 | - 487.6 | 167.2 | 37.0 | 691.9 | 143.8 |
| Net operating expenses | 231.8 | 239.3 | 275.5 | - 424.1 | 306.5 | 243.1 | 973.7 | 782.2 |
| Administrative and operating expenses | (150.8) | (122.7) | (117.8) | [ 52.7 ) | (171.8) | (187.8) | (412.3) | (422.8) |
| Personnel expenses | 369.6 | 348.8 | 380.7 | - 463.2 | 466.4 | 419.3 | 1,348.9 | 1,164.0 |
| Depreciation and amortization | 13.0 | 13.2 | 12.7 | [ 13.7 | 11.8 | 11.6 | 37.0 | 41.1 |
| Operating Profits | (257.4) | (327.8) | (246.1) | -63.5 | (139.3) | (206.0) | (281.8) | (638.5) |
| Net Financial Income | 262.6 | 82.1 | 532.6 | - 565.1 | 443.8 | 287.8 | 1,296.7 | 1,038.0 |
| On investments | 261.1 | 243.4 | 232.9 | - 285.2 | 284.4 | 299.2 | 868.8 | 681.1 |
| Investments sales | (1.4) | 1.3 | 14.0 | - 0.9 | 4.6 | 0.1 | 5.7 | 1.1 |
| Investments revaluation | (19.6) | (402.4) | 248.2 | - 412.2 | 12.7 | (11.7) | 413.1 | 52.0 |
| Charges on premiums | 33.0 | 34.1 | 35.9 | - 34.5 | 36.6 | 37.8 | 108.9 | 99.7 |
| Others | 6.3 | 5.8 | 5.5 | - 5.5 | 3.5 | 4.3 | 13.3 | 18.8 |
| Forex | (16.9) | 199.9 | (4.0) | (173.2) | 102.0 | (41.9) | (113.1) | 185.2 |
| Participated income from permanent investments | 89.0 | 77.9 | 92.5 | - 53.9 | 102.0 | 122.3 | 278.2 | 204.3 |
| Income before income taxes \& employee profit sharing | 94.2 | (167.8) | 379.0 | - 682.5 | 406.5 | 204.1 | 1,293.1 | 603.8 |
| Provision for income tax | 9.5 | (63.1) | (12.3) | - 189.8 | 74.8 | 17.1 | 281.7 | 152.4 |
| Provision for employee profit sharing | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | 0.0 | 0.0 | 0.0 | F 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 84.7 | (104.7) | 391.4 | - 492.7 | 331.7 | 187.1 | 1,011.4 | 451.4 |

## SEGUROS INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 24,813.0 | 25,943.0 | 26,371.7 | 27,613.8 | 28,384.5 | 29,504.5 |
| Securities | 22,062.2 | 23,179.5 | 23,365.4 | 24,635.1 | 25,460.4 | 26,611.8 |
| Government | 12,436.6 | 13,708.6 | 12,597.4 | 10,344.8 | 11,377.5 | 12,655.6 |
| Private companies | 5,430.2 | 5,612.5 | 6,717.5 | 9,775.1 | 9,582.8 | 9,450.8 |
| Debt Instruments | 4,094.0 | 4,279.6 | 5,580.9 | 8,709.8 | 8,514.8 | 8,382.9 |
| Equities | 1,336.2 | 1,332.8 | 1,136.6 | 1,065.3 | 1,067.9 | 1,067.9 |
| Net unrealized gain on valuation | 4,135.3 | 3,726.5 | 3,971.4 | 4,368.8 | 4,384.6 | 4,368.0 |
| Interest debtors | 60.0 | 132.0 | 79.1 | 146.4 | 115.6 | 137.4 |
| Loans | 1,565.2 | 1,581.0 | 1,584.1 | 1,560.7 | 1,542.9 | 1,515.2 |
| On policies | 269.6 | 294.6 | 306.9 | 295.8 | 298.4 | 275.1 |
| Secured | 1,255.5 | 1,248.6 | 1,239.2 | 1,231.5 | 1,221.2 | 1,213.6 |
| 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 | 56.1 | 53.9 | 54.1 | 49.4 | 42.9 | 43.3 |
| Interest debtors | 3.7 | 3.5 | 3.6 | 3.6 | 3.2 | 3.3 |
| Allowance for write-offs | (19.7) | (19.7) | (19.7) | (19.7) | (22.9) | (20.1) |
| Real estate | 1,185.6 | 1,182.6 | 1,422.2 | 1,418.1 | 1,381.2 | 1,377.4 |
| Real estate | 315.9 | 315.9 | 512.3 | 512.3 | 479.1 | 479.1 |
| Net unrealized gain on valuation | 996.1 | 996.1 | 1,042.5 | 1,042.1 | 1,042.1 | 1,042.1 |
| Depreciation | (126.4) | (129.4) | (132.5) | (136.3) | (140.0) | $\begin{gathered} (143.8) \\ 0.0 \end{gathered}$ |
| Investments for labor obligations | 1,194.9 | 1,159.8 | 1,190.3 | 1,215.9 | 1,226.4 | 1,238.0 |
| Current assets | 6.9 | 8.3 | 13.4 | 6.5 | 84.9 | 3.4 |
| Cash and banks | 6.9 | 8.3 | 13.4 | 6.5 | 84.9 | 3.4 |
| Debtors | 4,139.3 | 9,033.1 | 9,079.7 | 7,479.5 | 7,697.0 | 6,054.6 |
| Premium debtors | 3,862.4 | 8,753.3 | 8,780.2 | 7,205.3 | 7,373.5 | 5,724.4 |
| Agents and adjusters | 6.2 | 6.4 | 6.5 | 6.5 | 6.6 | 6.5 |
| Notes receivable | 71.4 | 81.9 | 91.0 | 89.1 | 120.0 | 110.4 |
| Employee loans | 80.8 | 81.4 | 78.8 | 86.6 | 87.7 | 88.7 |
| Other | 144.9 | 137.4 | 164.1 | 133.6 | 151.9 | 167.8 |
| Allowance for write-offs | (26.4) | (27.3) | (40.8) | (41.7) | (42.6) | (43.2) |
| Reinsurers and rebonders | 9,005.3 | 20,177.4 | 15,639.7 | 14,018.6 | 13,065.6 | 13,717.9 |
| Insurance and bonding companies | 776.6 | 794.4 | 734.3 | 667.6 | 588.7 | 680.1 |
| Retained deposits | 0.5 | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 6,152.8 | 8,446.8 | 7,799.3 | 7,790.5 | 7,655.4 | 7,630.7 |
| Reinsurens share of unearned premiums | 2,075.5 | 10,935.6 | 7,105.5 | 5,559.9 | 4,820.9 | 5,406.5 |
| Permanent investments | 2,379.6 | 2,471.8 | 2,624.7 | 2,686.1 | 2,499.2 | 2,637.8 |
| Other assets | 1,043.4 | 1,146.8 | 946.2 | 903.0 | 961.6 | 1,024.0 |
| Furniture and equipment (net) | 111.6 | 107.2 | 115.5 | 109.2 | 105.0 | 107.7 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 8.2 | 19.2 | 19.2 |
| Sundry | 931.4 | 1,039.2 | 830.3 | 785.6 | 837.4 | 897.1 |
| Total assets | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 | 53,919.3 | 54,180.3 |


| LIABILITIES | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 29,784.9 | 42,327.1 | 38,575.8 | 37,424.9 | 37,181.1 | 37,974.0 |
| Unearned premiums | 13,379.1 | 23,282.6 | 19,808.9 | 18,617.9 | 18,224.2 | 18,888.3 |
| Life | 7,194.3 | 7,615.0 | 8,088.8 | 8,094.3 | 8,427.2 | 8,481.2 |
| Accident and health | 6,177.5 | 15,660.1 | 11,686.4 | 10,480.1 | 9,746.5 | 10,351.7 |
| Current bonds | 7.3 | 7.5 | 33.6 | 43.6 | 50.4 | 55.4 |
| Contractual obligations | 10,511.9 | 13,077.6 | 12,557.2 | 12,518.6 | 12,597.3 | 12,641.5 |
| Losses and maturities | 8,837.5 | 11,319.5 | 10,006.1 | 9,963.7 | 10,076.9 | 10,054.4 |
| Reserve for incurred but not reported losses | 639.3 | 645.3 | 1,444.1 | 1,480.9 | 1,284.7 | 1,409.7 |
| Policy dividends | 249.2 | 247.0 | 272.5 | 271.8 | 276.9 | 241.0 |
| Managed insurance funds | 675.1 | 692.4 | 748.1 | 751.1 | 789.3 | 791.5 |
| Deposits premiums | 110.9 | 173.4 | 86.5 | 51.1 | 169.6 | 144.9 |
| Prevision | 5,893.8 | 5,966.9 | 6,209.8 | 6,288.4 | 6,359.6 | 6,444.3 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,890.5 | 5,963.5 | 6,201.4 | 6,278.4 | 6,348.7 | 6,432.4 |
| Contingency | 2.3 | 2.3 | 7.4 | 8.9 | 9.9 | 10.9 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,134.6 | 1,099.3 | 1,112.1 | 1,137.1 | 1,147.4 | 1,153.9 |
| Creditors | 411.2 | 456.3 | 544.6 | 608.7 | 569.3 | 630.5 |
| Agents and adjusters | 296.7 | 320.3 | 359.2 | 315.3 | 330.9 | 354.9 |
| Managed loss funds | 4.4 | 4.5 | 4.1 | 4.8 | 2.9 | 4.7 |
| Sundry | 110.1 | 131.5 | 181.2 | 288.6 | 235.5 | 270.9 |
| Reinsurers and rebonders | 1,681.6 | 5,766.4 | 5,121.1 | 3,789.1 | 3,709.7 | 3,048.8 |
| Insurance and bonding companies | 1,681.2 | 5,765.9 | 5,121.1 | 3,789.1 | 3,709.7 | 3,048.8 |
| Retained deposits | 0.4 | 0.5 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 2,315.6 | 3,127.1 | 2,911.0 | 2,862.6 | 2,867.8 | 2,725.9 |
| Provision for employee profit sharing | 107.0 | 214.4 | 240.7 | 234.4 | 326.8 | 398.1 |
| Other liabilities | 711.0 | 1,613.6 | 1,377.0 | 1,230.2 | 1,173.9 | 995.4 |
| Deferred credits | 1,497.6 | 1,299.1 | 1,293.3 | 1,398.0 | 1,367.1 | 1,332.4 |
| Total liabilities | 35,327.8 | 52,776.1 | 48,264.6 | 45,822.4 | 45,475.4 | 45,533.1 |
| 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 | 4,329.1 | 4,329.1 | 4,329.1 | 4,329.1 | 4,711.2 | 4,711.2 |
| Legal | 720.1 | 720.1 | 720.1 | 720.1 | 804.4 | 804.4 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,609.0 | 3,609.0 | 3,609.0 | 3,609.0 | 3,906.8 | 3,906.8 |
| Unrealized gain on valuation of real estate | (46.5) | (46.5) | (15.2) | (15.4) | (15.4) | (15.4) |
| Subsidiaries | 1,891.7 | 1,906.0 | 1,918.3 | 1,925.8 | 1,933.7 | 1,950.0 |
| Retained earnings | (912.6) | (912.6) | (910.6) | (67.8) | (446.7) | (446.7) |
| Net income | 556.1 | 451.4 | 842.8 | 492.7 | 824.4 | 1,011.4 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 7,254.6 | 7,164.2 | 7,601.1 | 8,101.1 | 8,443.9 | 8,647.2 |
| Total liabilities and stockholders' equity | 42,582.5 | 59,940.3 | 55,865.7 | 53,923.4 | 53,919.3 | 54,180.3 |

## PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2 Q12 | 3Q12 | Sep '12 | Sep '11 |
| Premiums written | 1.5 | 0.9 | 8.6 | 7.9 | 26.5 | 12.5 | 46.8 | 10.6 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 1.5 | 0.9 | 8.6 | 7.9 | 26.5 | 12.5 | 46.8 | 10.6 |
| Increased in reserve for unearned premiums | (204.8) | (2.7) | 221.5 | 109.5 | (135.8) | 102.6 | 76.2 | (113.3) |
| Retained earned premiums | 206.3 | 3.6 | (212.8) | (101.6) | 162.3 | (90.1) | (29.4) | 123.9 |
| Net Acquisition Cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Additional compensation to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance given | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Coverage on losses excess | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net cost of claims and contractual obligations | 221.8 | 219.5 | 215.2 | 227.6 | 215.6 | 230.3 | 673.6 | 662.5 |
| Claims and other contractual obligations | 221.8 | 219.5 | 215.2 | 227.6 | 215.6 | 230.3 | 673.6 | 662.5 |
| 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 | (15.5) | (215.9) | (428.1) | (329.2) | (53.3) | (320.4) | (702.9) | (538.7) |
| Net Increase in other technical reserve | 24.2 | 42.2 | 32.9 | 14.2 | (4.5) | 20.5 | 30.2 | 111.0 |
| 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 | (4.2) | (0.1) | 4.3 | 2.1 | (2.8) | 2.0 | 1.3 | (2.5) |
| Other reserves | 28.4 | 42.3 | 28.5 | 12.1 | (1.6) | 18.5 | 29.0 | 113.5 |
| Gross profit | (39.8) | (258.1) | (460.9) | (343.4) | (48.9) | (340.9) | (733.2) | (649.7) |
| Net operating expenses | 2.0 | 0.1 | (4.4) | 27.1 | 1.7 | 1.9 | 30.8 | 4.5 |
| Administrative and operating expenses | 2.0 | 0.1 | (4.4) | 27.1 | 1.7 | 1.9 | 30.8 | 4.5 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Profits | (41.8) | (258.3) | (456.6) | (370.5) | (50.6) | (342.8) | (763.9) | (654.2) |
| Net Financial Income | 131.4 | 364.9 | 608.0 | 485.9 | 209.9 | 477.6 | 1,173.4 | 949.5 |
| On investments | 245.6 | 248.5 | 263.9 | 256.4 | 252.1 | 263.7 | 772.1 | 743.4 |
| Investments sales | 0.6 | 1.1 | 8.6 | 0.5 | 10.9 | 1.3 | 12.7 | 0.1 |
| Investments revaluation | (114.8) | 115.3 | 335.4 | 228.9 | (53.2) | 212.7 | 388.4 | 205.9 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 |
| Forex | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | 5.8 | (305.7) | 268.8 | 333.3 | 31.1 | 448.5 | 813.0 | (401.9) |
| Income before income taxes \& employee profit sharing | 95.4 | (199.1) | 420.2 | 448.7 | 190.4 | 583.3 | 1,222.4 | (106.6) |
| Provision for income tax | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for employee profit sharing | 39.9 | 30.0 | 16.6 | 24.8 | 50.4 | 27.7 | 102.9 | 98.2 |
| Subsidiaries results | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 55.5 | (229.2) | 403.6 | 423.9 | 140.0 | 555.6 | 1,119.5 | (204.7) |

## PENSIONES INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 18,372.4 | 18,517.2 | 18,838.4 | 19,075.1 | 19,043.6 | 19,283.5 |
| Securities | 18,372.4 | 17,364.3 | 17,684.0 | 17,919.5 | 17,888.6 | 19,283.5 |
| Government | 7,183.2 | 6,223.7 | 5,959.6 | 5,915.8 | 5,995.6 | 6,645.8 |
| Private companies | 8,231.9 | 8,032.6 | 8,345.8 | 8,357.4 | 8,467.0 | 8,955.8 |
| Debt Instruments | 8,229.6 | 8,030.2 | 8,338.1 | 8,355.0 | 8,464.6 | 8,953.4 |
| Equities | 2.4 | 2.4 | 7.7 | 2.4 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 2,813.0 | 2,914.4 | 3,235.6 | 3,450.0 | 3,282.6 | 3,480.2 |
| Interest debtors | 144.3 | 193.6 | 142.9 | 196.3 | 143.5 | 201.6 |
| Loans | 0.0 | 1,152.9 | 1,154.4 | 1,155.5 | 1,155.0 | 0.0 |
| On policies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Secured | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Unsecured | 0.0 | 1,150.0 | 1,150.0 | 1,150.0 | 1,150.0 | 0.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest debtors | 0.0 | 2.9 | 4.4 | 5.5 | 5.0 | 0.0 |
| Allowance for write-offs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net unrealized gain on valuation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Investments for labor obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current assets | 2.8 | 3.0 | 3.0 | 2.5 | 2.9 | 0.0 |
| Cash and banks | 2.8 | 3.0 | 3.0 | 2.5 | 2.9 | 0.0 |
| Debtors | 0.3 | 0.4 | 0.7 | 0.0 | 0.0 | 0.1 |
| Premium debtors | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Agents and adjusters | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.4 | 0.5 | 0.8 | 0.1 | 0.1 | 0.2 |
| Allowance for write-offs | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unsettled claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unearned premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Permanent investments | 2,649.5 | 2,343.9 | 2,612.7 | 2,897.1 | 2,935.6 | 3,384.1 |
| Other assets | 75.6 | 86.5 | 126.5 | 158.1 | 79.3 | 108.6 |
| 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 | 75.6 | 86.5 | 126.5 | 158.1 | 79.3 | 108.6 |
| Total assets | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 | 22,061.4 | 22,776.3 |


| LIABILITIES | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,052.6 | 15,102.7 | 15,320.4 | 15,446.5 | 15,313.7 | 15,446.4 |
| Unearned premiums | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 | 14,141.2 | 14,239.5 |
| Life | 13,966.1 | 13,958.9 | 14,176.3 | 14,281.4 | 14,141.2 | 14,239.5 |
| Accident and health | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contractual obligations | 113.1 | 128.1 | 95.6 | 102.4 | 114.3 | 128.2 |
| Losses and maturities | 113.1 | 127.8 | 95.6 | 102.3 | 113.6 | 128.0 |
| 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 | 0.4 | 0.0 | 0.2 | 0.7 | 0.1 |
| Prevision | 973.5 | 1,015.7 | 1,048.5 | 1,062.7 | 1,058.3 | 1,078.8 |
| 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 | 279.3 | 279.2 | 283.5 | 285.6 | 282.8 | 284.8 |
| Specials | 694.1 | 736.5 | 765.0 | 777.1 | 775.4 | 794.0 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 21.5 | 21.2 | 13.6 | 39.2 | 17.1 | 16.1 |
| Agents and adjusters | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 21.4 | 21.2 | 13.5 | 39.2 | 17.0 | 16.0 |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 104.4 | 134.0 | 150.7 | 175.4 | 111.5 | 139.2 |
| Provision for employee profit sharing | 68.4 | 98.1 | 114.1 | 145.1 | 68.5 | 92.3 |
| Other liabilities | 0.2 | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 |
| Deferred credits | 35.7 | 35.8 | 36.4 | 30.3 | 43.0 | 46.9 |
| Total liabilities | 15,178.5 | 15,257.9 | 15,484.7 | 15,661.2 | 15,442.3 | 15,601.7 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 | 1,108.4 |
| Capital stock | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 | 1,458.4 |
| (-)Unsubscribed capital | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 | 350.0 |
| Reserves | 3,106.0 | 3,106.0 | 2,972.8 | 2,972.8 | 3,529.5 | 3,529.5 |
| legal | 831.3 | 831.3 | 831.3 | 831.3 | 846.6 | 846.6 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 2,274.8 | 2,274.8 | 2,141.5 | 2,141.5 | 2,682.9 | 2,682.9 |
| Unrealized gain on valuation of real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,618.4 | 2,618.6 | 2,618.6 | 2,615.1 | 2,443.9 | 2,443.9 |
| Retained earnings | (935.1) | (935.1) | (801.9) | (648.4) | $(1,026.6)$ | $(1,026.6)$ |
| Net income | 24.4 | (204.7) | 198.9 | 423.9 | 563.9 | 1,119.5 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,922.2 | 5,693.1 | 6,096.7 | 6,471.7 | 6,619.0 | 7,174.7 |
| Total liabilities and stockholders' equity | 21,100.7 | 20,951.1 | 21,581.4 | 22,132.9 | 22,061.4 | 22,776.3 |

Fianzas Guardiana-Inbursa

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | Sep '12 | Sep '11 |
| Premiums accepted | 299.9 | 328.3 | 400.5 | 397.6 | 358.6 | 392.3 | 1,148.5 | 945.9 |
| Premiums ceded | 21.4 | 30.2 | 47.4 | 69.2 | 44.1 | 41.4 | 154.6 | 84.0 |
| RETAINED PREMIUMS | 278.5 | 298.1 | 353.1 | 328.4 | 314.5 | 351.0 | 993.9 | 861.9 |
| Application of reserve for outstanding bonds | 29.0 | 18.7 | 40.0 | 14.5 | (4.0) | 25.1 | 35.6 | 91.4 |
| NET PREMIUM REVENUES | 249.6 | 279.4 | 313.1 | 314.0 | 318.5 | 325.9 | 958.3 | 770.5 |
| Net Acquisition Cost | 13.3 | (0.0) | (1.1) | 4.0 | 1.8 | 3.9 | 9.8 | 22.0 |
| Comisions to agents | 0.2 | 0.4 | 0.2 | 0.6 | 0.3 | 0.3 | 1.2 | 0.8 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 | (0.2) | 0.2 | 0.0 |
| Comisions for rebonding given | (8.0) | (12.2) | (21.5) | - (28.2) | (19.1) | (18.1) | (65.4) | (33.8) |
| Others | 21.1 | 11.8 | 20.2 | - 31.5 | 20.3 | 21.9 | 73.8 | 55.0 |
| Claims | 204.0 | 363.3 | 337.9 | 316.8 | 276.4 | 311.9 | 905.0 | 732.9 |
| Technical Income | 32.3 | (83.9) | (23.7) | (6.8) | 40.3 | 10.1 | 43.5 | 15.6 |
| Net increase in other technical reserves | 23.4 | 30.0 | 35.2 | - 32.2 | 30.5 | 35.3 | 98.0 | 85.5 |
| GROSS INCOME | 8.8 | (114.0) | (59.0) | (39.1) | 9.8 | (25.2) | (54.5) | (69.9) |
| Net Operating Expenses | (38.9) | (27.7) | (60.1) | (44.3) | (37.4) | (49.0) | (130.6) | (73.6) |
| Administrative \& operating expenses | (39.2) | (28.0) | (60.4) | (44.6) | (37.8) | (49.3) | (131.8) | (74.6) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 0.4 | 1.1 | 1.0 |
| OPERATING INCOME | 47.7 | (86.3) | 1.1 | - 5.2 | 47.2 | 23.7 | 76.1 | 3.7 |
| Financial Income | 20.0 | 9.5 | 93.7 | 58.6 | 49.6 | 46.5 | 154.7 | 41.2 |
| On investments | 35.8 | 31.8 | 27.1 | 28.0 | 35.8 | 25.3 | 89.1 | 96.2 |
| Investments sales | (0.0) | 0.0 | 2.9 | 0.4 | 0.0 | 0.0 | 0.4 | 0.0 |
| Investments revaluation | (16.1) | (32.4) | 63.3 | 37.2 | 9.5 | 23.4 | 70.1 | (65.3) |
| Others | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.1 |
| Repos | 0.3 | 10.0 | 0.3 | (7.0) | 4.2 | (2.1) | (5.0) | 10.2 |
| Participated income from permanent investments | 0.2 | (10.8) | 8.5 | - 11.8 | 1.1 | 15.8 | 28.7 | (14.2) |
| INCOME BEFORE TAXES | 67.9 | (87.6) | 103.3 | 75.5 | 97.9 | 86.1 | 259.5 | 30.7 |
|  |  |  |  |  |  |  | 0.0 | 0.0 |
| Income taxes | 21.9 | (28.2) | 10.4 | 16.7 | 28.8 | 21.0 | 66.5 | 5.0 |
| Subsidiaries Net Income | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 46.0 | (59.4) | 92.9 | 58.8 | 69.1 | 65.1 | 193.0 | 25.7 |

Fianzas Guardiana-Inbursa
BALANCE SHEET
Million Pesos

| ASSETS | 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 3,042.3 | 2,942.1 | 2,952.8 | 3,101.6 | 2,634.0 | 2,766.3 |
| Securities | 2,132.4 | 2,102.7 | 1,922.5 | 2,071.3 | 1,612.2 | 2,458.8 |
| Government | 1,459.7 | 1,449.8 | 1,202.4 | 1,350.8 | 881.8 | 1,709.0 |
| Private companies | 300.4 | 316.6 | 301.4 | 267.8 | 264.4 | 260.6 |
| Debt Instruments | 49.8 | 58.8 | 59.5 | 54.7 | 49.2 | 47.2 |
| Equities | 250.6 | 257.8 | 241.9 | 213.1 | 215.2 | 213.3 |
| Net unrealized gain on valuation | 367.8 | 335.4 | 415.4 | 451.0 | 462.3 | 486.7 |
| Interest debtors | 4.5 | 0.9 | 3.3 | 1.6 | 3.7 | 2.6 |
| Loans | 691.0 | 620.7 | 812.9 | 813.5 | 806.1 | 92.5 |
| Secured | 61.5 | 30.0 | 31.0 | 30.7 | 30.4 | 29.9 |
| Unsecured | 618.9 | 585.8 | 777.5 | 711.8 | 710.9 | 0.8 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 4.0 | 2.3 | 0.3 | 67.7 | 61.7 | 61.7 |
| Interest debtors | 6.7 | 2.6 | 4.0 | 3.3 | 3.2 | 0.1 |
| Real estate | 218.9 | 218.7 | 217.5 | 216.9 | 215.7 | 215.0 |
| Real estate | 170.9 | 170.9 | 170.9 | 170.9 | 170.5 | 170.5 |
| Net unrealized gain on valuation | 57.5 | 57.5 | 56.6 | 56.6 | 56.6 | 56.6 |
| Depreciation | (9.5) | (9.7) | (10.0) | (10.7) | (11.4) | (12.0) |
| Investments for labor obligations | 2.9 | 2.9 | 2.9 | 3.0 | 3.1 | 3.1 |
| Current assets | 0.6 | 3.1 | 5.4 | 2.0 | 1.7 | 1.8 |
| Cash and banks | 0.6 | 3.1 | 5.4 | 2.0 | 1.7 | 1.8 |
| Debtors | 279.0 | 286.7 | 358.1 | 319.8 | 398.0 | 376.6 |
| Premium debtors | 272.2 | 277.3 | 345.7 | 303.5 | 300.1 | 355.8 |
| Agents | (0.4) | (0.4) | (0.1) | (0.2) | (0.3) | (0.2) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.4 | 7.4 | 7.4 | 7.5 | 11.0 | 11.0 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 5.2 | 9.1 | 11.9 | 15.8 | 94.1 | 17.2 |
| Allowance for write-offs | (5.4) | (6.8) | (6.8) | (6.9) | (6.9) | (7.3) |
| Rebonders | 255.5 | 288.7 | 273.1 | 290.2 | 311.0 | 324.9 |
| Bonding companies | 0.1 | 9.3 | 0.3 | 3.8 | 7.7 | 11.6 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.9) | (4.9) | (4.9) | (4.9) | (7.0) | (7.0) |
| Participation in rebonding | 260.4 | 284.3 | 277.8 | 291.3 | 310.3 | 320.4 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 93.6 | 82.8 | 91.3 | 102.4 | 103.7 | 119.6 |
| Other assets | 165.3 | 226.4 | 341.7 | 324.9 | 222.0 | 229.9 |
| Furniture and equipment (net) | 1.3 | 1.1 | 0.9 | 0.9 | 0.7 | 0.5 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 162.6 | 223.8 | 339.3 | 322.5 | 219.8 | 227.9 |
| Total assets | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 | 3,673.5 | 3,822.2 |


| LIABILITIES | 2Q11 | 3Q11 | 4Q11 | 1 Q12 | 2Q12 | 3Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,252.2 | 1,329.3 | 1,398.2 | 1,456.3 | 1,502.8 | 1,572.3 |
| Current bonds | 786.5 | 832.6 | 866.3 | 892.7 | 908.5 | 942.9 |
| Contingency bonds | 465.7 | 496.7 | 531.9 | 563.6 | 594.4 | 629.4 |
| Provision for labor obligations at retirement | 1.6 | 1.5 | 1.6 | 1.6 | 1.7 | 1.7 |
| Creditors | 18.8 | 13.3 | 32.1 | 13.5 | 19.5 | 15.0 |
| Agents and adjusters | 0.2 | 0.1 | 0.1 | 0.2 | 0.3 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 18.6 | 13.2 | 32.0 | 13.4 | 19.3 | 14.8 |
| Rebonders | 22.9 | 25.8 | 17.6 | 46.3 | 26.1 | 31.3 |
| Bonding companies | 20.6 | 22.0 | 13.7 | 44.0 | 23.8 | 29.0 |
| Other participation | 2.3 | 3.8 | 3.9 | 2.3 | 2.3 | 2.3 |
| Other liabilities | 146.6 | 124.8 | 145.6 | 137.6 | 165.5 | 179.0 |
| Provision for employee profit sharing \& incurred income Tax | 52.5 | 35.8 | 33.2 | 17.4 | 44.4 | 49.3 |
| Other liabilities | 53.7 | 60.1 | 70.6 | 68.4 | 67.5 | 72.6 |
| Deferred credits | 40.4 | 29.0 | 41.7 | 51.7 | 53.6 | 57.0 |
| Total liabilities | 1,442.0 | 1,494.8 | 1,595.0 | 1,655.4 | 1,715.6 | 1,799.2 |
| Stockholders' equity |  |  |  |  |  |  |
| Paid in capital | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Capital stock | 193.2 | 193.2 | 193.2 | 193.2 | 193.2 | 193.2 |
| (-)Unsubscribed capital | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) | (35.0) |
| Reserves | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| legal | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 | 158.2 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Unrealized gain on valuation of real estate | (12.7) | (12.7) | (13.2) | (13.2) | (13.2) | (13.2) |
| Subsidiaries | 93.0 | 93.0 | 93.0 | 92.3 | 86.8 | 86.8 |
| Retained earnings | 1,859.1 | 1,859.1 | 1,859.1 | 1,977.8 | 1,383.5 | 1,383.5 |
| Net income | 85.1 | 25.7 | 118.7 | 58.8 | 127.9 | 193.0 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | $\begin{gathered} 56.4 \\ 0.0 \end{gathered}$ |
| Total stockholders' equity | 2,397.3 | 2,337.9 | 2,430.4 | 2,488.5 | 1,957.9 | 2,022.9 |
| Total liabilities and stockholders' equity | 3,839.3 | 3,832.7 | 4,025.4 | 4,143.9 | 3,673.5 | 3,822.2 |


[^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.
    - All amounts included in this report are expressed in nominal pesos and are not audited.
    - This press release is presented under regulation 1488 of the CNBV.

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

