Mexico City, February 2, 2012.- Grupo Financiero Inbursa reported today results for the fourth quarter of 2011.

Grupo Financiero Inbursa posted profits of \$6,031 MM Ps in 12M11 vs 8,008 MM Ps in 12M10.

Banco Inbursa posted 28.1\% and 23.2\% growths in risk adjusted net interest income and commissions in 12 Mll vs 12M10, respectively.

Total loan portfolio increased 14.7\% in the second half of 2011 compared with the first semester of 2011.

Consumer Loans increased 10\% (Dec-11 vs Dec-2010):
-95,384 total auto related clients -9,419 more SME's clients reaching a total of 42,363
-10,160 more payroll clients reaching a total of 62,762

Seguros Inbursa's total premiums reached \$19,342 MM Ps in 2011, a $60.7 \%$ increase compared with 2010.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$6,031 MM Ps in Dec-11 vs $\$ 8,008 \mathrm{MM}$ Ps in Dec-10. This result is explained by mixed operating and market related performances. GFI posted strong growths in financial margin (from \$12,417 MM Ps in Dec-10 to \$13,393 in Dec-11) and commissions and fees ( $8.3 \%$ increase), that resulted in a $11.1 \%$ increase in operating cash flow from $\$ 6,539 \mathrm{MM}$ Ps in Dec-10 to $\$ 7,261$ MM Ps in Dec-11; Marking to market of its financial assets (stocks, investments and derivatives) represented a decrease of $\$ 5,278 \mathrm{MM}$ Ps compared with the same period of the previous year. On a quarterly basis, GFI reached \$3,047 MM Ps in 4Q1 1.

Banco Inbursa's risk adjusted net interest income increased 28.1\% in December 2011 when compared with December 2010, from $\$ 4,465 \mathrm{MM}$ Ps to $\$ 5,717 \mathrm{MM}$ Ps.

Total loan portfolio stood at \$173,877 MM Ps at the end of 2011 compared with \$151,650 MM Ps in June 2011, a 14.7\% increase mainly due to an increase in the commercial and consumer portfolios.

Consumer loans grew 10\% in Dec-11 when compared with Dec-10. Auto related loans increased $9.7 \%$ in Dec-11 vs Dec-10 reaching $\$ 12,529$ MM Ps. Small and Medium Enterprises loans grew from $\$ 3,326 \mathrm{MM}$ Ps in Dec-10 to \$3,940 MM Ps in Dec-11, a 18.5\% growth. While payroll loans increased 39.9\% in Dec-11 vs Dec-10 reaching \$1,605 MM Ps.

Seguros Inbursa's total premiums increased 60.7\% in 2011 compared with 2010, a consequence of the Pemex P \& C premium that amounted $\$ 4,956 \mathrm{MM}$ Ps and a $44.2 \%$ increase in premiums in the auto business. If adjusted by the Pemex premium, growth would have been $19.5 \%$.

[^0]

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

| Net Income |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | 4Q11 |  | $\begin{gathered} 3 Q 11 \\ \$ \end{gathered}$ | \% chg vs. 3Q11 | $\begin{gathered} 4 Q 10 \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ 4 \text { Q10 } \end{gathered}$ | Jan - Dec |  | \%chg. <br> vs. 2010 |
|  | \$ | \% |  |  |  |  | 2011 | 2010 |  |
| Banco Inbursa | 1,773.1 | 58\% | (17.4) | N.A. | 1,305.6 | 36\% | 3,824.4 | 4,308.2 | -11\% |
| Operadora | 79.2 | 3\% | 25.9 | 206\% | 87.3 | -9\% | 259.7 | 276.9 | -6\% |
| Seguros | 391.4 | 13\% | (104.7) | N.A. | 461.4 | -15\% | 842.8 | 950.6 | -11\% |
| Pensiones | 403.6 | 13\% | (229.2) | N.A. | 393.4 | 3\% | 198.9 | 584.4 | -66\% |
| Fianzas | 92.9 | 3\% | (59.4) | N.A. | 115.6 | -20\% | 118.6 | 436.2 | -73\% |
| Inversora | 164.8 | 5\% | 17.8 | 828\% | 344.9 | -52\% | 424.5 | 931.3 | -54\% |
| Others | 142.1 | 5\% | 81.4 | 75\% | 134.4 | 6\% | 362.6 | 520.6 | -30\% |
| Total | 3,047.0 | 100\% | (285.6) | N.A. | 2,842.7 | 7\% | 6,031.4 | 8,008.3 | -25\% |

Grupo Financiero Inbursa posted profits of $\$ 6,031$ MM Ps in Dec-11 vs $\$ 8,008$ MM Ps in Dec-10. This result is explained by mixed operating and market related performances. GFI posted strong growths in financial margin (from \$12,417 MM Ps in Dec-10 to \$13,393 in Dec-11) and commissions and fees (8.3\% increase), that resulted in a $11.1 \%$ increase in operating cash flow from $\$ 6,539 \mathrm{MM}$ Ps in Dec-10 to $\$ 7,261$ MM Ps in Dec-11; Marking to market of its financial assets (stocks, investments and derivatives) represented a decrease of $\$ 5,278 \mathrm{MM}$ Ps compared with the same period of the previous year. On a quarterly basis, GFI reached $\$ 3,047 \mathrm{MM}$ Ps in 4 Q 11 .

## Estimated Cash Flow

| Million Pesos | $\mathbf{1 2 M 1 0}$ | $\mathbf{1 2 M 1 1}$ |
| :--- | :---: | :---: |
| + Interest Income | $19,987.7$ | $20,538.8$ |
| + Premiums written (Net) | $10,989.2$ | $13,277.8$ |
| - Interest Expense | $9,182.7$ | $8,798.0$ |
| - Increased in reserve for unearned premiums | $1,766.7$ | $2,622.4$ |
| - Cost of claims and contractual obligations (net) | $7,610.7$ | $9,002.9$ |
| = Financial Margin | $\mathbf{1 2 , 4 1 6 . 9}$ | $\mathbf{1 3 , 3 9 3 . 4}$ |
| + Commissions \& Fees | $\mathbf{1 , 3 4 2 . 8}$ | $1,454.2$ |
| + Subsidiaries Income | 425.1 | 479.0 |
| - General Expenses | $5,682.0$ | $6,033.6$ |
| - Taxes | $\mathbf{1 , 9 6 3 . 5}$ | $2,032.0$ |
| = Operating Cash Flow | $\mathbf{6 , 5 3 9 . 2}$ | $\mathbf{7 , 2 6 0 . 8}$ |
| + Market related Income | $6,404.6$ | $\mathbf{1 , 1 2 7 . 2}$ |
| = Free Cash Flow | $\mathbf{1 2 , 9 4 3 . 9}$ | $\mathbf{8 , 3 8 8 . 0}$ |

Investment by Company

| MM Ps. | 4Q11 |  | 3Q11 | \% chg vs. | 4Q10 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% | \$ | 3Q11 | \$ | 4Q10 |
| Banco Inbursa Consolidated | 51,183.1 | 70\% | 49,383.7 | 4\% | 47,428.0 | 8\% |
| Afore | 1,637.0 | 2\% | 1,446.5 | 13\% | 1,710.7 | -4\% |
| Sinca | 4,573.6 | 6\% | 4,496.4 | 2\% | 4,209.9 | 9\% |
| Inm obiliaria | 982.0 | 1\% | 968.7 | 1\% | 955.7 | 3\% |
| Operadora | 1,039.7 | 1\% | 960.6 | 8\% | 980.1 | 6\% |
| Seguros Inbursa Consolidatec | 7,601.1 | 10\% | 7,164.2 | 6\% | 6,553.8 | 16\% |
| Patrimonial | 1,936.0 | 3\% | 1,849.0 | 5\% | 1,653.0 | 17\% |
| Salud | 134.0 | 0\% | 137.0 | -2\% | 136.0 | -7\% |
| Pensiones Inbursa Consolidat | 6,096.7 | 8\% | 5,693.1 | 7\% | 5,791.9 | 5\% |
| Promotora | 2,792.9 | 4\% | 2,506.1 | 11\% | 2,890.1 | -3\% |
| Fianzas | 2,430.4 | 3\% | 2,337.9 | 4\% | 2,301.9 | 6\% |
| Inversora | 3,548.7 | 5\% | 3,359.6 | 6\% | 4,869.9 | -27\% |
| Holding company and others | 1,297.8 | 2\% | 1,178.6 | 10\% | 1,069.5 | 21\% |
| Total | 73,197.5 | 100\% | 70,077.7 | 4\% | 68,995.1 | 6\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$73,198 MM Ps as of December 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 December 2011)

|  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' Equity | Debt | Reserves | SOURCES <br> Deferred <br> Taxes | Repo's | Other Liabilities | Total |
| Banco Inbursa | 51,183.1 | 146,046.6 | 22,487.5 | 1,115.7 |  | 20,227.6 | 241,060.4 |
| Seguros and Patrimonial Inbursa | 7,601.1 |  | 38,575.8 | 1,293.3 |  | 8,395.5 | 55,865.7 |
| Pensiones Inbursa | 6,096.7 |  | 15,320.4 | 36.4 |  | 127.8 | 21,581.4 |
| Inversora Bursátil | 3,548.7 | 73.3 |  | 375.9 | 10,203.7 | 128.7 | 14,330.4 |
| Operadora Inbursa | 1,039.7 |  |  | 148.6 |  | 38.5 | 1,226.9 |
| Fianzas G-Inbursa | 2,430.4 |  | 1,398.2 | 41.7 |  | 155.1 | 4,025.4 |
| Others | 1,297.8 |  |  |  |  |  | 1,297.8 |
| TOTAL | 73,197.5 | 146,119.9 | 77,781.9 | 3,011.6 | 10,203.7 | 29,073.3 | 339,388.0 |
|  | Investment* Portfolio | Loan Portfolio | Fixed Income MM Portfolio | USES <br> Fixed <br> Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 5,955.5 | 173,877.4 | 27,956.6 | 1,382.9 |  | 31,888.1 | 241,060.4 |
| Seguros and Patrimonial Inbursa | 8,114.3 | 3,006.3 | 18,257.4 | 2,368.4 |  | 24,19.3 | 55,865.7 |
| Pensiones Inbursa | 3,243.3 |  | 15,595.1 |  |  | 2,743.0 | 21,581.4 |
| Inversora Bursátil | 66.7 |  | 13,533.9 | 21.7 | 0.2 ' | 708.0 | 14,330.4 |
| Operadora Inbursa | 351.7 |  | 825.7 |  |  | 49.4 | 1,226.9 |
| Fianzas G-Inbursa | 631.2 | 812.9 | 1,291.3 | 559.2 |  | 730.8 | 4,025.4 |
| Others |  |  |  |  |  | 1,297.8 | 1,297.8 |
| TOTAL | 18,362.7 | 177,696.6 | 77,459.9 | 4,332.2 | 0.2 | 61,536.4 | 339,388.0 |

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

Banco Inbursa posted profits of $\$ 3,824$ MM Ps in 2011. Risk adjusted net interest income increased $28 \%$ in 2011 when compared with 2010, from $\$ 4,465 \mathrm{MM}$ Ps to $\$ 5,717 \mathrm{MM}$ Ps, a consequence of a better mix in the loan portfolio. Commissions and tariffs increased from $\$ 2,525 \mathrm{MM}$ Ps to $\$ 3,110 \mathrm{MM}$ Ps in the same period. Its important to note that Banco Inbursa posted market related losses of \$1,423 MM Ps at the end of 2011 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. On a quarterly basis, Banco Inbursa net income increased 35.8\% if compared with the same period of the previous year reaching \$1,773 MM Ps.

Consumer loans grew 10\% in 2011 when compared with 2010. Car loans increased $9.7 \%$ in Dec-11 vs Dec-10 reaching \$12,529 MM Ps. Small and Medium Enterprises loans grew from \$3,326 MM Ps in 2010 to $\$ 3,940 \mathrm{MM} \mathrm{Ps}$ in 2011, a $18.5 \%$ growth. While payroll loans increased $39.9 \%$ in Dec-11 vs Dec-10 reaching \$1,605 MM Ps.

## Financial Margin

Risk adjusted net interest income increased 28\% in 2011 when compared with 2010, from \$4,465 MM Ps to $\$ 5,717$ MM Ps, a consequence of a better mix in the loan portfolio.

## Market Related Income

Banco Inbursa posted market related losses of \$1,423 MM Ps in Dec-11 compared with a profit of $\$ 1,337$ MM Ps in Dec-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 \$3,042 MM Ps during 2011, reaching $\$ 22,488 \mathrm{MM}$ Ps. On an accumulated basis this amount represents 4.4 times non-performing loans and 13\% of total loans.

## General Expenses

General expenses increased 5.4\% in 2011 vs 2010. It's worth mentioning that Banco Inbursa granted a donation of $\$ 185 \mathrm{MM}$ Ps in the 1 Q11 to Fundacion Inbursa that is accounted as general expenses. If adjusted general expenses decreased 1\%.

Risk Adjusted Net Interest Income

| MM Ps | 4Q11 | $3 Q 11$ | $4 Q 10$ | $12 \mathrm{M11}$ | 12 M 10 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Interest Income | $3,967.4$ | $3,958.4$ | $4,586.4$ | $16,223.2$ | $16,092.4$ |
| Interest on loans | $2,989.1$ | $2,917.8$ | $3,565.3$ | $12,280.8$ | $13,305.4$ |
| Repo's interest income | 330.9 | 311.8 | 382.9 | $1,336.4$ | 727.1 |
| Others | 647.3 | 728.8 | 638.2 | $2,605.9$ | $2,059.9$ |
| Interest Expenses | $(1,917.4)$ | $(1,744.8)$ | $(2,014.4)$ | $(7,464.6)$ | $(7,325.9)$ |
| Interest on deposits \& funding | $(1,430.8)$ | $(1,471.6)$ | $(1,705.4)$ | $(6,122.3)$ | $(6,669.2)$ |
| Repo's interest expense | $(486.6)$ | $(273.2)$ | $(309.0)$ | $(1,342.3)$ | $(656.7)$ |
| Financial Margin | $2,050.0$ | $2,213.6$ | $2,572.0$ | $8,758.6$ | $8,766.5$ |
| Loan Loss Reserves (Net) | $(1,219.5)$ | 426.6 | $(1,042.5)$ | $(3,041.8)$ | $(4,301.1)$ |
| Risk Adjusted Net Interest Income | 830.5 | $2,640.2$ | $1,529.5$ | $5,716.8$ | $4,465.4$ |
| Commissions and fees | 859.6 | 985.0 | 674.8 | $3,109.5$ | $2,524.7$ |
| Market related income | $1,147.4$ | $(3,219.5)$ | 162.2 | $(1,423.3)$ | $1,337.2$ |
| Operating Revenues | $2,837.5$ | 405.7 | $2,366.5$ | $7,403.0$ | $8,327.3$ |

General Expenses and Acquisition Cost

| MM Ps | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M10 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 18.9 | 18.3 | 15.8 | 67.8 | 61.2 |
| Administrative Expenses | 802.1 | 647.1 | 818.5 | 2,705.4 | 2,413.7 |
| Acquisition Cost | 151.6 | 124.9 | 89.4 | 481.5 | 410.3 |
| Others | 650.5 | 522.3 | 729.8 | 2,223.9 | 2,003.3 |
| Contributions to IPAB | 101.3 | 105.7 | 165.5 | 472.0 | 593.2 |
| Depreciations and Amortizations | 33.0 | 39.4 | 35.8 | 140.7 | 142.9 |
| General Expenses | 955.3 | 810.5 | 1,035.6 | 3,385.9 | 3,211.0 |

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

Income Statement Selected Figures

| MM Ps | $4 Q 11$ | $3 Q 11$ | $4 Q 10$ | 12 M 11 | 12 M 10 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 13.8 | 88.2 | 100.9 | 366.4 | 348.3 |
| Sinca Inbursa | 77.2 | 44.3 | 213.7 | 363.7 | 881.6 |
| Afore Inbursa | 190.6 | 184.6 | 230.6 | 726.3 | 801.3 |

## Sinca Inbursa

Sinca Inbursa posted profits of $\$ 364$ MM Ps in Dec-1 1 compared with $\$ 882$ MM Ps in Dec-10.

## 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 | 24.3\% |
| 1.2 GASINMEXS.A. de C.V. | Infrastructure | SEP 2008 | 17.29\% | 915 | 20.7\% |
| 1.3 Giant Motors S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.8\% |
| 1.4 Grupo IDESA S.A. de C.V. y Subsidiarias | Petrochemical | AUG 2006 | 9.45\% | 458 | 10.3\% |
| Total |  |  |  | 2,662 | 60.1\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 50.00\% | 354 | 8.0\% |
| 2.2 Grupo Landsteiner y Subsidiarias | Health | JUN 2008 | 27.51\% | 286 | 6.5\% |
| 2.3 Enesa, S.A. de C.V. | Health | NOV 2010 | 25.00\% | 250 | 5.6\% |
| 2.4 Progenika | Health | AUG 2010 | 10.00\% | 19 | 0.4\% |
| Total |  |  |  | 909 | 20.5\% |
| 3. Software |  |  |  |  |  |
| 3.1 Salica | Software | JUN 2008 | 64.00\% | 340 | 7.7\% |
| 3.2 Hilderbrando | Software | APR 2009 | 15.46\% | 233 | 5.3\% |
| Total |  |  |  | 573 | 12.9\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Pure Leasing S.A. de C.V. | Leasing | JAN 2006 | 24.00\% | 62 | 1.4\% |
| 4.2 Sociedad Financiera Campesina S.A. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 71 | 1.6\% |
| 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 | 30.00\% | 41 | 0.9\% |
| 5.3 Movie Risk, S.A. de C.V. | Content | DEC 2007 | 99.99\% | 110 | 2.5\% |
| Total |  |  |  | 212 | 4.8\% |
| TOTAL |  |  |  | 4,427 |  |
| 7. Other investments |  |  |  |  |  |
| 7. C.I.C.S.A. ( $61,015,990$ shares)* | Construction | NOV 2007 | 2.34\% | 269 |  |

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 \$173,877 MM Ps in Dec-11 compared with \$158,854 MM Ps in Sep11, a 9.5\% increase mainly due to an increase in the commercial, governmental and consumer portfolios. If compared with Dec-10, Ioan portfolio decreased 1\%, while risk adjusted net interest income grew 28\% explained by a better mix in the loan portfolio.

Payroll related loans increased 39.9\% in Dec-11 vs Dec-10 reaching $\$ 1,605$ MM Ps. Small and Medium Enterprises loans grew from \$3,326 MM Ps in 2010 to \$3,940 MM Ps in 2011, a 18.5\% growth.

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

Loan loss reserves grew from $\$ 18,515$ MM Ps in 2010 to $\$ 22,488$ MM Ps in 2011, representing a $21.5 \%$ increase and a coverage ratio to non performing loans of 4.4 times and $13 \%$ of total loans.

| MM Ps | Loan Portfolio |  |  |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q11 | \% | 3Q11 | \% | 4Q10 |  |
| TOTAL LOAN PORTFOLIO | 173,877 | 100\% | 158,854 | 100\% | 175,616 | 100\% |
| Commercial | 134,509 | 77\% | 125,220 | 79\% | 126,303 | 72\% |
| Financial Institutions | 10,329 | 6\% | 10,050 | 6\% | 9,903 | 6\% |
| Consumer | 8,857 | 5\% | 8,344 | 5\% | 7,722 | 4\% |
| Housing | 1,215 | 1\% | 1,206 | 1\% | 1,196 | 1\% |
| Governmental | 13,912 | 8\% | 9,296 | 6\% | 27,066 | 15\% |
| PAST DUE LOANS | 5,055 | 2.9\% | 4,738 | 3.0\% | 3,427 | 2.0\% |
| LOAN LOSS RESERVES | 22,488 | 13\% | 21,131 | 13\% | 18,515 | 11\% |
|  | 4Q11 |  | 3Q11 |  | 4Q10 |  |
| Pesos | 66\% |  | 66\% |  | 70\% |  |
| USD | 34\% |  | 34\% |  | 30\% |  |
| Secured * | 84\% |  | 85\% |  | 84\% |  |
| Unsecured | 16\% |  | 15\% |  | 16\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Banco Inbursa Selected Ratios

|  | 4Q11 | $4 Q 10$ | System <br> $3 Q 11$ |
| :--- | :---: | :---: | :---: | :---: |
| Loans / Total Assets | $72.1 \%$ | $74.6 \%$ | $39.8 \%$ |
| NPL / Loan Portfolio | $2.9 \%$ | $2.0 \%$ | $2.9 \%$ |
| LLR / NPL (times) | 4.4 | 5.4 | 1.7 |

## Non Performing Loans

At the end of the quarter, non performing loans stood at $\$ 5,055 \mathrm{MM}$ Ps.

| MM Ps | MM Ps | \% |
| :---: | :---: | :---: |
| NPL 30-Sep-11 | 4,737.9 |  |
| - Decreases in NPL | -1,157.0 | -78.5\% |
| * Recoveries \& Restructures | -1,066.1 | -72.3\% |
| * Write Offs | -90.9 | -6.2\% |
| + Increases in NPL | 1,473.9 | 100.0\% |
| * Exchange rate effects | 10.0 | 0.7\% |
| * New NPL | 1,463.9 | 99.3\% |
| NPL 31-Dec-11 | 5,054.8 |  |

* In $4 叉 08$ Banco Inbursa start to register according to the CNBV regulation instead of registering as past due loan the full amount the day after ant default.


## Commercial Lending

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

## Capitalization

Banco Inbursa registered a 20.1\% TIER 1 Capital ratio as of November 2011. 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 | 30-Nov-11 | 31-Aug-11 | 30-Nov-10 |
| :---: | :---: | :---: | :---: |
| Credit Risk Assets | $\mathbf{1 5 3 , 8 7 2 . 4}$ | $\mathbf{1 2 6 , 8 2 7 . 5}$ | $\mathbf{1 3 8 , 4 4 1 . 9}$ |
| Tier 1 Capital | $27.3 \%$ | $32.7 \%$ | $28.4 \%$ |
| Net Capital | $27.5 \%$ | $32.9 \%$ | $28.7 \%$ |
| Total Risk Assets | $209,026.9$ | $\mathbf{1 7 9 , 9 4 7 . 8}$ | $\mathbf{1 9 4 , 0 2 2 . 4}$ |
| Tier 1 Capital | $20.1 \%$ | $23.1 \%$ | $20.2 \%$ |
| Net Capital | $20.3 \%$ | $23.2 \%$ | $20.5 \%$ |

## Value at Risk 3Q11 (MM Ps)

| TYPE OF RISK | MARKET <br> VALUE | VALUE AT <br> RISK ${ }^{(1)}$ | \% VAR vs <br> TIER 1 <br> CAPITAL |
| :--- | :---: | :---: | :---: |
| Forex | 4,839 | 295 | $0.72 \%$ |
| Fixed Income | 12,226 | 511 | $1.24 \%$ |
| Derivatives | $(5,644)$ | 2,875 | $6.98 \%$ |
| Equity | 265 | 43 | $0.10 \%$ |
| Banco Inbursa | 11,686 | 2,273 | $5.52 \%$ |
| TIER 1 CAPITAL ${ }^{(2)}$ | 41,201 |  |  |

${ }^{(1)}$ Value at Risk for 1 day with a confidence level of $95 \%$ and using LTM information
(2) September 2011 TIER 1 CAPITAL
Loan Portfolio 4Q11 (MM Ps)

| Currency | Loan <br> Portfolio* | Past Due <br> Loans | Loan Loss <br> Reserves | Loan Loss Reserve <br> vs <br> Loan Porffolio <br> (\%) | Loan Loss Resrve vs <br> Past Due Loans |
| :--- | :---: | :---: | :---: | :---: | :---: |
| MXP | 118,547 | 3,642 | 12,940 | $10.92 \%$ | 3.6 |
| USD* | 61,048 | 1,411 | 9,547 | $15.64 \%$ | 6.8 |
| UDI's* | 4 | 2 | 1 | $16.78 \%$ | 0.3 |
| Total | $\mathbf{1 7 9 , 5 9 9}$ | $\mathbf{5 , 0 5 5}$ | $\mathbf{2 2 , 4 8 8}$ | $\mathbf{1 2 . 5 2 \%}$ | 4.4 |

Both figures, USD and UDI's are expressed in peso

* The total loan portfolio included letters of credit


## AFORE INBURSA

 (Pension Funds)Afore Inbursa posted net income profits of \$726.3 MM Ps in in 2011 compared with \$801.3 MM Ps in 2010. Acquisition costs stood at $\$ 169$ MM Ps, very stable if compared with 2010 . Stockholders' equity reached $\$ 1,637 \mathrm{MM}$ Ps in Dec-11, 4\% decrease relative to the same period of the previous 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 42.5\%.

## Affiliate Base \& Assets Under Management

Assets under management reached $\$ 110,606$ MM Ps in Dec-11, a 7\% decrease if compared with same period last year.

Assets under management market share stood at 7.5\% in Dec-11. Afore Inbursa is ranked in the fifth place in the Afore system measured by assets under management.

Affiliate base amounted to 858,171 clients in Dec-17.

Active workers base was 27.17\% in Dec-11 vs 29.98\%, in Dec-10.

Acquisition costs was $\$ 170$ MM Ps in Dec-1 1 compared with $\$ 152$ MM Ps in Dec-10, 11.7\% increase.

Stockholders' equity stood at \$1,637 MM Ps in Dec-11, 4\% 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 42.5\%.

## Net Income

During 2011, net income reached \$726.3 MM Ps compared with \$801.3 MM Ps in 2010.

## Selected Figures

| MM Ps | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M10 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comission Income | 325.2 | 342.6 | 366.6 | 1,332.5 | 1,409.7 | -5.5\% |
| General Expenses | (100.4) | (97.3) | (71.7) | (395.1) | (374.1) | 5.6\% |
| Administrative Expense | (16.3) | (16.4) | (16.1) | (66.0) | (64.3) | 2.5\% |
| Operating Expenses | (27.4) | (42.1) | (32.4) | (159.4) | (157.8) | 1.0\% |
| Acquisition cost | (56.8) | (38.8) | (23.2) | (169.7) | (152.0) | 11.7\% |
| Depreciation \& Amortization | (0.4) | (0.4) | (1.1) | (2.3) | (4.4) | -48.2\% |
| Operating Income | 226.5 | 245.2 | 295.4 | 943.0 | 1,039.7 | -9.3\% |
| Other Income | (0.6) | 0.6 | 0.7 | 1.0 | 3.3 | -69.4\% |
| Net Income | 190.6 | 184.5 | 230.6 | 726.3 | 801.3 | -9.4\% |
| Investments | 1,190.6 | 1,164.0 | 1,135.4 | 1,190.6 | 1,135.4 | 4.9\% |
| Fixed Assets | 12.0 | 11.6 | 12.4 | 12.0 | 12.4 | -3.6\% |
| Total Assets | 1,764.3 | 1,579.5 | 1,939.5 | 1,764.3 | 1,939.5 | -9.0\% |
| Stockholders' Equity | 1,637.0 | 1,446.5 | 1,710.7 | 1,637.0 | 1,710.7 | -4.3\% |


| Affiliate Quality |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 4Q11 | 3211 | 4Q10 | Mkt. Share 4Q11 |
| Total Clients (\#) | 3,158,498 | 3,190,409 | 3,326,797 | 7.6\% |
| Affiliates (\#) | 858,171 | 883,793 | 997,435 | 6.0\% |
| Assets Under Mngmt. (MM Ps) | 110,605.6 | 110,899.0 | 119,118.4 | 7.5\% |
|  | 4Q11 | 3 Q11 | 4Q10 | Mkt. Avg 4Q11 |
| Avg. Min. Wages per Affiliate | 5.34 | 5.50 | 5.43 | 4.19 |
| Active | 27.17\% | 27.70\% | 29.98\% | 31.19\% |

## SEGUROS AND PATRIMONIAL INBURSA (Insurance)

Seguros Inbursa's total premiums increased from \$12,037 MM Ps in 2010 to \$19,342 MM Ps in 2011, a $61 \%$ 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 19.5\%. Net income reached $\$ 842$ MM Ps in 2011 compared with $\$ 951$ MM Ps in the same period last year explained by more reserves provisions and less income of its investment portfolio.

## Financial Information

| MM Ps | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M10 | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | $3,409.1$ | $8,364.1$ | $3,538.7$ | $19,341.6$ | $12,037.2$ | $60.7 \%$ |
| Reserves Provisions | 316.2 | 389.3 | 690.0 | $1,598.6$ | 494.4 | N.A. |
| Technical Income | 271.9 | $(15.7)$ | 355.5 | 618.5 | $1,034.7$ | $-40.2 \%$ |
| Net Financial Income | 532.6 | 82.1 | 653.8 | $1,570.7$ | $1,794.1$ | $-12.5 \%$ |
| Net Income | 391.4 | $(104.7)$ | 461.4 | 842.8 | 950.6 | $-11.3 \%$ |
| Assets | $55,865.7$ | $59,940.3$ | $42,679.3$ | $55,865.7$ | $42,679.3$ | $30.9 \%$ |
| Investments | $26,371.7$ | $25,943.0$ | $25,169.8$ | $26,371.7$ | $25,169.8$ | $4.8 \%$ |
| Reserves | $38,575.8$ | $42,327.1$ | $30,361.2$ | $38,575.8$ | $30,361.2$ | $27.1 \%$ |
| Stockholders' Equity | $7,601.1$ | $7,164.2$ | $6,553.8$ | $7,601.1$ | $6,553.8$ | $16.0 \%$ |



Stockholders' equity of Seguros Inbursa stood at $\$ 7,601$ MM Ps in December 2011 compared with $\$ 6,554 \mathrm{MM}$ Ps same period previous year, a $16 \%$ increase.

## PENSIONES INBURSA

## (Annuities)

Pensiones Inbursa's net income posted profits of \$198.9 MM Ps in Dec-11 compared with $\$ 584.4 \mathrm{MM}$ Ps profits in the same period last year, mainly explained by more unrealized gains in stocks valuations in 2010. Stockholders' equity reached \$6,097 MM Ps in December 2011 compared with \$5,792 MM Ps in December 2010, a 5.3\% increase.

## Selected Financial Information

| MM Ps | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M10 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 8.6 | 0.9 | 10.9 | 19.2 | 43.6 | -55.9\% |
| Reserves Provisions | 221.5 | (2.7) | 170.3 | 108.2 | 228.0 | -52.5\% |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (428.1) | (215.9) | (380.0) | (966.7) | $(1,045.4)$ | N.A. |
| Net Financial Income | 608.0 | 364.9 | 535.9 | 1,557.5 | 1,677.7 | -7.2\% |
| Net Income | 403.6 | (229.2) | 393.4 | 198.9 | 584.4 | -66.0\% |
| Assets | 21,581.4 | 20,951.1 | 21,087.8 | 21,581.4 | 21,087.8 | 2.3\% |
| Investments | 18,838.4 | 18,517.2 | 20,955.7 | 18,838.4 | 20,955.7 | -10.1\% |
| Reserves | 15,320.4 | 15,102.7 | 15,075.4 | 15,320.4 | 15,075.4 | 1.6\% |
| Stockholders' Equity | 6,096.7 | 5,693.1 | 5,791.9 | 6,096.7 | 5,791.9 | 5.3\% |

## OPERADORA INBURSA <br> (Mutual Funds)

Assets under management stood at $\$ 83,945 \mathrm{MM}$ Pa at the end of 2011 compared with 80,684 MM Ps in 2010, 4\% more.

FONDO INBURSA
December, 2011

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

## Compound Annual Return



| Mutual Funds (December, 2011) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FUND | PORTFOLIO | ASSETS (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 5,062.8 | 3.13\% | 3.14\% |  |
| INBUREX | Fixed Income | 11,814.5 | 5.10\% | 3.83\% |  |
| INBUMAX | Fixed Income | 10,862.2 | 4.02\% | 3.14\% |  |
| INBURSA | Stock's, Bonds | 11,695.5 | 2.10\% | 18.66\% |  |
| FONIBUR | Stock's, Bonds | 19,274.7 | 2.87\% | 18.66\% | -3.78\% |
| IBUPLUS | Stock's, Bonds | 25,014.9 | 4.28\% | 18.66\% |  |

* MSE= Mexican Stock Exchange


## INVERSORA BURSATIL <br> (Brokerage House)

Inversora Bursatil posted profits of \$424 MM Ps in 2011 vs \$931 MM Ps in 2010. These result is mainly explained by less favorable market conditions. Stockholders' equity stood at \$3,549 MM Ps in Dec-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 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 9.2\%.

| Select Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps. | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M 10 | \% chg |
| Operating Margin | 224.5 | 19.7 | 450.5 | 594.3 | 1,186.5 | -49.9\% |
| Interest Income | 594.2 | 435.4 | 596.8 | 2,224.7 | 2,336.2 | -4.8\% |
| Net Income | 164.8 | 17.8 | 344.9 | 424.5 | 931.3 | -54.4\% |
| Total Assets | 14,330.4 | 6,579.4 | 54,121.2 | 14,330.4 | 54,121.2 | -73.5\% |
| Investment Portfolio | 13,533.9 | 5,716.0 | 11,553.4 | 13,533.9 | 11,553.4 | 17.1\% |
| Stockholders' Equity | 3,548.7 | 3,359.6 | 4,869.9 | 3,548.7 | 4,869.9 | -27.1\% |
| Assets in Custody | 2,373,271.7 | 2,218,776.6 | 2,677,079.4 | 2,373,271.7 | 2,677,079.4 | -11.3\% |

## FIANZAS GUARDIANA INBURSA (Bonding)

Net income reached \$118.6 MM Ps in 2011 vs \$436.2 MM Ps same period last year. Stockholders equity stood at $\$ 2,430.4 \mathrm{MM}$ Ps, a $5.6 \%$ increase if compared with 2010.

## Selected Financial Information

| MM Ps | 4Q11 | 3Q11 | 4Q10 | 12M11 | 12M10 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 400.5 | 328.3 | 391.4 | 1,346.4 | 963.1 | 39.8\% |
| Technical Income | (23.7) | (83.9) | 88.7 | (8.1) | 345.0 | -102.4\% |
| Earnings From Investments | 27.1 | 31.8 | 27.7 | 123.4 | 110.9 | 11.2\% |
| Net Income | 92.9 | (59.4) | 115.6 | 118.6 | 436.2 | -72.8\% |
| Total Assets | 4,025.4 | 3,832.7 | 3,727.1 | 4,025.4 | 3,727.1 | 8.0\% |
| Investments | 2,952.8 | 2,942.1 | 3,024.0 | 2,952.8 | 3,024.0 | -2.4\% |
| Reserves | 1,398.2 | 1,329.3 | 1,127.1 | 1,398.2 | 1,127.1 | 24.0\% |
| Stockholders' Equity | 2,430.4 | 2,337.9 | 2,301.9 | 2,430.4 | 2,301.9 | 5.6\% |

# APPENDIX Banco Inbursa 

## CAPITALIZATION

| As of November 30, 2011 (MM Ps) |  |
| :---: | :---: |
| TIER 1 CAPITAL | 41,973 |
| STOCKHOLDERS' EQUITY <br> SUBORDINATED DEBT \& CAPITALIZATION INSTRUMENTS | 49,462 |
| LESS: INVESMENT IN SUBORDINATED DEBT <br> INVESTMENTS IN FINANCIAL INSTITUTIONS <br> INVESTMENTS IN NON-FINANCIAL INSTITUTIONS <br> FINANCING GRANTED FOR THE AQUISITION OF SHARES <br> OF THE BANK OR OTHER GROUP SUBSIDIARIES <br> EXCESS ON DEFERRED TAXES <br> RESTRUCTURING CHARGES \& OTHER INTANGIBLES <br> PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED OTHER ASSETS | $\begin{array}{r} 1,502 \\ 4,028 \\ 1,960 \\ \\ 453 \end{array}$ |
| TIER 2 CAPITAL | 358 |
| CAPITALIZATION INSTRUMENTS GENERAL PREVENTIVE RESERVES SUBORDINATED DEBT | 358 |
| TIER 1 \& 2 CAPITAL | 42,331 |

RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | RISK WEIGHTED ASSETS | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 11,136 | 891 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 1,117 | 89 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 16,936 | 1,355 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 21 | 2 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 6,525 | 522 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 2,162 | 173 |
| TOTAL | 37,897 | 3,032 |
| CREDIT RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II | 1,871 | 150 |
| GROUP III | 5,675 | 454 |
| GROUP IV | 796 | 64 |
| GROUP V | 2,842 | 227 |
| GROUP VI | 8,785 | 703 |
| GROUP VII | 118,796 | 9,504 |
| GROUP VIII | 3,411 | 273 |
| SUB-TOTAL | 142, 176 | 11,374 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 11,697 | 936 |
| TOTAL | 153,872 | 12,310 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 17,257 | 1,381 |
| SUB-TOTAL | 17,257 | 1,381 |
| REQUIRMENT FOR TOTAL RISKS | 209,027 | 16,722 |


| INVESTMENT IN SECURITIES <br> December 31, 2011 <br> (Constant 000's Pesos as of December 31, 2011) |  |
| :---: | :---: |
| TRADING PORTFOLIO | 13,943,309 |
| Securities | 9,107,339 |
| Government Securities | 2,330,200 |
| Bankers' Acceptances |  |
| Cebur's | 2,505,770 |
| SECURITIES HELD FOR SALE | 843,412 |
| Bonds | 843,412 |
| SECURITIES HOLD TO MATURITY | 1,037,230 |
| Credit Link | 1,037,230 |
| Bonds |  |



| TOTAL DEFERRED TAXES | 456,061 |
| :---: | :---: |
| Negotiable Financial Instruments | 124,143 |
| Negotiable Financial Instruments valuation (except stocks) | 35,250 |
| Credit Link | -19,763 |
| Stocks | 36,000 |
| Foreign stocks (San Antonio Oil \& Gas) | $(60,803)$ |
| Ternium good will amortization | 12,260 |
| Sinca's good will amortization | $(7,191)$ |
| Televisa good will amortization | 864 |
| Invex goodwill amortization | 12,707 |
| CFSM good will amortization | $(42,155)$ |
| Rosarito goodwill amortization | 32,495 |
| NYT warrant prime amortization | 44,403 |
| Fiscal losses | $(2,353)$ |
| Financial leasing deduction | 13,481 |
| Fix assets deduction | $(18,198)$ |
| Commissions amortization | $(5,357)$ |
| Prepayments | 9,603 |
| Other reserves | $(26,951)$ |
| Fiscal Diference valuation | 147,169 |
| Fiscal Diference valuation (Euro) | (161) |
| Swaps interest | $(6,765)$ |
| Futures | $(23,846)$ |
| Swaps valuation | 238,346 |
| Fiscal Diference valuation (Swaps) | (167) |
| Warrants valuation | $(46,025)$ |
| Interest valuation | 135 |
| Financial Instruments Valuation (Bonds) | 17,307 |
| Swaps valuation (2007 and before) | $(8,367)$ |


|  |  | $\begin{array}{r} \text { LOA } \\ \text { nstant MM Pes } \end{array}$ | ORTFOLIO <br> s of December 31, 2011) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | LOAN PORTFOLIO | 4Q11 |
|  | Performing | NON PERFORMING |  |  |
|  | LOANS | LOANS | Total Loan Portfolio | 173,878 |
| Commercial | 134,510 | 4.804 | Loan Loss Reserves | 22,488 |
| Interbank Consumer | 10,329 8,857 | 161 |  |  |
| Mortgages | 1,215 | 90 | TOTAL LOAN PORTFOLIO (NET) | 151,390 |
| Government | 13,912 |  |  |  |
| Total | 168,823 | 5,055 |  |  |


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

NON PERFORMING LOANS

| Commercial | 3,399 |  | 1,406 | 4,805 |
| :--- | :---: | :--- | :---: | :---: |
| Interbank |  |  |  | 0 |
| Consumer | 155 | 2 | 4 | 161 |
| Mortgages | 88 | 1 |  | 89 |
| Government |  |  |  | 0 |
| Total Non Permorming Loans | 3,642 | 3 | 1,410 | 5,055 |

## INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

| Loan Loss Reserves at September 30, 2011 (constant million pesos as of September 30, 2011) <br> - Adjustment for inflation Sep "11-Dec '11 | 21,131 474 |
| :---: | :---: |
| Loan Loss Reserves at September, 2011 (million nominal pesos) | 20,657 |
| + Provisions recorded during the period | 1,084 |
| + Currency valuation \& other | 747 |
| Loan Loss Reserves at December 31, 2011 | 22,488 |

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 December 31, 2011)|  | Loan Subject to Clasification | Loan Loss Reserves |
| :---: | :---: | :---: |
| LOAN PORTFOLIO | 179,599.5 | 22,616.4 |
| Commercial Loans | 145,724.9 | 19,738.0 |
| Risk "A" | 49,682.93 | 313.3 |
| Risk "B" | 73,054.4 | 6,786.2 |
| Risk "C" | 14,677.9 | 4,423.0 |
| Risk "D" | 346.0 | 215.0 |
| Risk "E" | 7,963.6 | 7,960.7 |
| Except Federal Government |  |  |
| Past Due Interest |  | 39.7 |
| Interbank Loans | 10,329.1 | 429.8 |
| Risk "A" | 6,749.4 | 49.4 |
| Risk "B" | 3,383.8 | 296.6 |
| Risk "C" | 140.2 | 28.0 |
| Risk "D" |  |  |
| Risk "E" | 55.7 | 55.7 |
| Mortgages Loans | 1,304.0 | 63.9 |
| Risk "A" | 1,083.3 | 2.9 |
| Risk "B" | 136.6 | 4.9 |
| Risk "C" | 43.0 | 15.2 |
| Risk "D" | 0.7 | 0.5 |
| Risk "E" | 40.4 | 40.4 |
| Consumer Loans | 8,329.4 | 736.2 |
| Risk "A" | 156.1 | 0.6 |
| Risk "B" | 7,277.5 | 311.1 |
| Risk "C" | 602.5 | 210.4 |
| Risk "D" | 219.9 | 141.0 |
| Risk "E" | 73.4 | 73.0 |
| Federal Government Loans | 13,912.1 | 1,332.5 |
| Risk "A" | 1,396.3 | 7.0 |
| Risk "B" | 8,995.3 | 361.6 |
| Risk "C" | 3,520.5 | 963.9 |
| Risk "D" |  |  |
| Risk "E" |  |  |
| Aditional Reserves |  | 315.9 |


| (Constant MM Pesos as of December 31, 2011) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PORTFOLIO |  |  | REQUIRED RESERVE® |  |
| Risk | \% of risk | Notional |  | \% in provision | Notional |
| A | 32.9\% | 59,068 |  | 0\% - 0.99\% | 373 |
| B | 51.7\% | 92,848 |  | 1\%-19.99\% | 7,761 |
| C | 10.6\% | 18,984 |  | 20\% - 59.99\% | 5,640 |
| D | 0.3\% | 567 |  | 60\% - 89.99\% | 357 |
| E | 4.5\% | 8,132 |  | 90\% - 100\% | 8,130 |
| Subtotal | 100\% | 179,599 |  |  | 22,261 |
| Plus: <br> Non-Classified portfolio | - |  | Plus: <br> Aditional estim | mates | 355 |
| Plus: <br> Exceptued portfolio | 0.0\% | 0 |  |  |  |
| Total Credit Porffolio | 100\% | 179,599 | Total Reserves |  | 22,616 |

1.- ACCOUNTING INFORMATION RELATIVE TO THE LOAN CLASSIFICATION OF THE PORTFOLIO FOR THE QUARTER ENDING DECEMBER 31 2011, WITH A RISK EXPOSURE RATE OF THE PORTFOLIO BASED UPON THE RATINGS GRANTED AS OF DECEMBER 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 DECEMBER 31, 2011.
4.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES the MORTGAGE PORTFOLIO PROVISIONS AS OF DECEMBER 31, 2011 FOR $\$ 3$ \$4 $\$ 15 \$ 1$ AND \$40 THAT CORRESPONDS TO RISKS "A", "B", "C", "D"AND "E", RESPECTIVELY.
5.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE CONSUMER PORTFOLIO PROVISIONS AS OF DECEMBER 31, 2011 FOR \$1 \$311 \$210 \$141 AND \$73 THAT CORRESPONDS TO RISKS "A", ", "B", "C", "D" AND "E", RESPECTIVELY
6.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES AN ADJUSTMENT OF \$40 THAT CORRESPONDS TO THE ADDITIONAL PROVISIONS FOR INTEREST PAYABLE OVER PAYABLE PORTFOLIO
7.- PREVENTIVE RESERVES INCLUDES $\$ 264$ 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 DECEM BER 31,2011
MATURITY
1 to 7 days
8 days to 1 month
1 to 3 months
3 to 6 months
6 to 9 months
9 months to 1 year
1 to 2 years
2 to 3 years
3 to 4 years
4 to 5 years
5 to 7 years
7 to 9 years
more than 9
TOTAL

# CNBV GAAP Financial Statements 

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

|  |  |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | Jan | Dec |
| (Million Pesos.) | 3Q10 | 4Q10 |  | 1Q11 | 2Q11 | 3Q11 | 4Q11 | Dec '11 | Dec '10 |
| Interest Income | 5,277.6 | 4,866.5 |  | 5,155.9 | 5,107.1 | 4,864.2 | 5,411.7 | 20,538.8 | 19,987.7 |
| Premiums written (net) | 2,451.2 | 3,288.7 |  | 3,414.7 | 3,061.6 | 3,169.6 | 3,632.0 | 13,277.8 | 10,989.2 |
| Interest Expense | (2,335.1) | $(2,276.0)$ |  | $(2,192.6)$ | $(2,194.6)$ | $(1,955.3)$ | $(2,455.6)$ | $(8,798.0)$ | $(9,182.7)$ |
| Increased in reserve for unearned premiums | (186.3) | $(1,240.6)$ |  | (922.0) | (288.4) | (536.4) | (875.6) | $(2,622.4)$ | $(1,766.7)$ |
| Cost of claims and contractual obligations (net) | $(2,013.7)$ | $(1,646.7)$ |  | $(1,973.7)$ | $(2,138.5)$ | $(2,427.2)$ | $(2,463.4)$ | $(9,002.9)$ | $(7,610.7)$ |
| FINANCIAL MARGIN | 3,193.6 | 2,991.9 |  | 3,482.3 | 3,547.2 | 3,114.9 | 3,249.0 | 13,393.4 | 12,416.9 |
| Loan Loss Provisions | 1,251.4 | 960.4 |  | 1,702.0 | 692.5 | (374.1) | 1,381.6 | 3,402.1 | 4,427.3 |
| RISK ADJUSTED NII | 1,942.2 | 2,031.5 | , | 1,780.2 | 2,854.6 | 3,488.9 | 1,867.4 | 9,991.2 | 7,989.6 |
| Comissions and Fees | 342.0 | 362.9 |  | 157.9 | 315.4 | 649.6 | 331.3 | 1,454.2 | 1,342.8 |
| Market-Related Income | 2,972.1 | 2,687.0 |  | 2,029.7 | (105.2) | $(3,503.8)$ | 2,706.5 | 1,127.2 | 6,404.6 |
| Non-Interest Expense | $(1,438.2)$ | $(1,665.8)$ |  | $(1,545.9)$ | $(1,344.4)$ | $(1,417.6)$ | (1,725.7) | $(6,033.6)$ | $(5,682.0)$ |
| OPERATING INCOME | 3,818.1 | 3,415.7 |  | 2,421.9 | 1,720.4 | (782.9) | 3,179.6 | 6,539.0 | 10,055.0 |
| Subsidiaries' Net Income | 142.0 | 152.2 |  | 117.4 | 155.1 | 63.6 | 142.8 | 479.0 | 425.1 |
| NET INCOME BEFORES TAXES | 3,960.1 | 3,567.9 | - | 2,539.4 | 1,875.5 | (719.4) | 3,322.4 | 7,017.9 | 10,480.2 |
| Incurred Income Tax \& Profit Sharing | (769.4) | (245.3) |  | (331.2) | (819.1) | (842.6) | (39.1) | $(2,032.0)$ | $(1,963.5)$ |
| Deferred Income Tax (net) | (339.0) | (479.9) |  | (174.2) | 179.8 | 1,276.3 | (236.4) | 1,045.5 | (508.4) |
| RESULTS FROM CONTINUED OPERATION | 2,851.7 | 2,842.7 |  | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 | 6,031.4 | 8,008.3 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 |  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 2,851.7 | 2,842.7 |  | 2,033.9 | 1,236.2 | (285.6) | 3,047.0 | 6,031.4 | 8,008.3 |
| MINORITARY INTEREST | 118.9 | 73.4 |  | 15.4 | 37.5 | (3.1) | 40.9 | 90.7 | 205.2 |

GRUPO FINANCIERO INBURSA
Consolidated Balance Sheet
Million Pesos

| ASSETS | Sep-10 | Dec-10 | Mar-11 | Jun-11 | Sep-11 | Dec-11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 18,692.8 | 19,290.6 | 20,046.3 | 17,965.9 | 21,255.2 | 21,018.5 |
| Margin Accounts | 26.0 | 57.0 | 55.1 | 21.8 | 3,348.9 | 2,676.0 |
| Financial Instruments | 73,135.3 | 69,364.2 | 75,975.3 | 69,236.8 | 70,967.9 | 79,563.3 |
| Negotiable | 50,497.1 | 47,824.1 | 54,401.2 | 45,663.6 | 46,272.5 | 53,793.9 |
| For Sale | 1,784.3 | 1,635.5 | 1,604.2 | 1,047.5 | 1,158.8 | 1,067.1 |
| Held to Maturity | 20,853.8 | 19,904.6 | 19,969.9 | 22,525.7 | 23,536.6 | 24,702.4 |
| Repos \& Derivatives | 11,370.2 | 14,328.3 | 11,105.8 | 28,118.6 | 10,507.5 | 13,569.4 |
| Repo Operations | 955.3 | 5,112.4 | 408.6 | 16,316.7 | 499.4 | 1,916.9 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 10,414.9 | 9,216.0 | 10,697.2 | 11,801.9 | 10,008.1 | 11,652.5 |
| Adjusted Valuation for Financial Assets | 4,980.0 | 2,159.7 | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 |
| LOANS | 166,814.2 | 171,896.4 | 166,633.4 | 145,699.1 | 153,667.1 | 168,412.8 |
| Commercial | 126,166.7 | 124,004.7 | 121,632.3 | 113,300.2 | 122,883.2 | 132,199.4 |
| Interbank | 10,284.1 | 9,903.7 | 10,798.3 | 9,660.3 | 10,050.4 | 10,329.6 |
| Consumer | 9,440.8 | 9,726.7 | 10,516.8 | 9,639.4 | 10,231.4 | 10,684.9 |
| Housing | 1,167.2 | 1,195.6 | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 |
| Governments | 19,755.3 | 27,065.7 | 22,497.0 | 11,878.5 | 9,296.2 | 13,983.9 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 2,976.3 | 3,605.6 | 4,422.0 | 6,219.1 | 5,424.3 | 5,704.2 |
| TOTAL GROSS LOANS | 169,790.5 | 175,502.1 | 171,055.4 | 151,918.2 | 159,091.3 | 174,117.0 |
| Loan Loss Reserves | 18,322.1 | 18,846.2 | 20,297.0 | 20,668.5 | 21,392.4 | 22,749.7 |
| TOTAL NET LOANS | 151,468.4 | 156,655.9 | 150,758.4 | 131,249.7 | 137,698.9 | 151,367.3 |
| Insurance and bonding companies | 1,914.8 | 4,015.1 | 3,581.8 | 2,416.8 | 3,515.9 | 3,713.6 |
| Premium debtors (net) | 3,975.4 | 4,768.9 | 3,875.0 | 4,309.0 | 9,171.4 | 9,236.6 |
| Reinsurance and rebonders | 12,317.6 | 10,560.5 | 9,090.6 | 9,056.5 | 20,249.5 | 15,912.3 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 25,657.6 | 21,718.7 | 19,197.5 | 24,796.5 | 13,361.7 | 24,828.9 |
| Repossessed Assets (net) | 727.8 | 692.4 | 734.9 | 720.6 | 736.9 | 770.5 |
| Fixed Assets (net) | 3,847.4 | 3,806.9 | 3,754.6 | 3,793.7 | 3,731.0 | 3,967.9 |
| Permanent Equity Investments | 8,171.7 | 7,018.5 | 7,172.2 | 7,166.0 | 7,256.2 | 7,691.0 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 4,029.4 | 4,074.5 | 3,929.0 | 4,047.7 | 4,128.7 | 3,963.7 |
| TOTAL ASSETS | 320,314.4 | 318,511.1 | 311,339.1 | 305,168.0 | 308,311.7 | 340,444.7 |


| LIABILITIES | Sep-10 | Dec-10 | Mar-11 | Jun-11 | Sep-11 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |

## 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 | 37,808.1 | 40,623.7 | 42,837.3 | 42,002.5 | 41,691.4 | 44,789.3 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 30,648.5 | 30,694.7 | 38,692.8 | 36,659.5 | 36,630.9 | 36,722.7 |
| 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 | 5,033.7 | 7,803.0 | 2,018.5 | 3,217.2 | 2,934.6 | 5,940.7 |
| Minority Interest | 899.7 | 962.9 | 992.0 | 985.8 | 977.8 | 999.7 |
| TOTAL STOCKHOLDERS' EQUITY | 66,116.3 | 68,995.1 | 71,237.8 | 70,396.9 | 70,077.7 | 73,197.5 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 320,314.4 | 318,511.1 | 311,339.1 | 305,168.0 | 308,311.7 | 340,444.7 |


| GRUPO FINANCIERO INBURSA MEMORANDUM ACCOUNTS Million Pesos |  |  |  |
| :---: | :---: | :---: | :---: |
| CUSTOMER POSITION ACCOUNTS | Dec-11 | COMPANY POSITION ACCOUNTS | Dec-11 |
| CUSTOMER CURRENT ACCOUNTS | (207.1) |  |  |
| Customer bank balances | 1.2 | Contingency assets and liabilities | 52,633.7 |
| Custumer transaction liquidations | (208.4) | Assets under trust | 404,449.6 |
| Client loans |  | Assets under custody or administration | 940,415.2 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,323,933.5 | Shares held in custody |  |
| Assets in custody or under administration | 2,323,933.5 | Other contingent obligations | 4,613.0 |
| Assets received in guarantee |  | Collaterals | 129,413.9 |
|  |  | Others | 1,336,069.7 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 54,468.8 |  |  |
| Customer Repos | 54,468.8 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| TOTAL CUSTOMER POSITION | 2,378,195.2 | TOTAL OWN POSITION | 2,867,595.2 |

[^2]| GRUPO FINANCIERO INBURSA <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT DECEMBER 31, 2011 (MM PS) |  |
| :---: | :---: |
|  | Dec-11 |
| OPERATING ACTIVITIES |  |
| Net Income | 5,941 |
| Subsidiaries' Income | (479) |
| Depreciation \& Amortization | 327 |
| Deferred assets Amortization | 2 |
| Technical reserves | 2,622 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Losses |  |
| Deferred taxes | 987 |
| Others | 3,402 |
|  | 12,802 |
| Margin Accounts | $(2,619)$ |
| Financial Instruments | $(10,199)$ |
| Repos Debtors | 3,195 |
| Derivatives (Assets) | $(2,437)$ |
| Cash increase (decrease) from Loan Portfolio | 1,896 |
| Insurance and bonding accounts | 302 |
| Premium debtors | $(4,468)$ |
| Reinsurances and rebonding (Assets) | $(5,352)$ |
| Repossed Assets | (78) |
| Operative Assets | $(2,841)$ |
| Cash increase (decrease) from funding | 633 |
| Banking Loans \& Other Financial Institutions | $(1,921)$ |
| Repos | 3,204 |
| Derivatives (Liabilities) | 10,313 |
| Reinsurances and rebonding (Liabilities) | 3,241 |
| Operative Liabilities | $(7,732)$ |
|  | 6,433 |
|  | $(8,430)$ |
| Cash flow from operating activities | 4,372 |
| Financing Activities | $(2,000)$ |
| Dividends Payment Spin-Offs | $(2,000)$ |
| Cash Flow From Financing Activities | $(2,000)$ |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks |  |
| Buy(sell) of fixed assets | (488) |
| Receivables,Sundry Debtors \& Adv. Payments |  |
| Subsidiaries | $(2,167)$ |
| Repossessed Property |  |
| Buy(sell) cash dividends | 2,010 |
| Deferred Taxes |  |
| Other Accounts Payable \& Recievable |  |
| Cash Flow From Investment Activities | (645) |
| Net Increase in Cash | 1,727 |
| Cash at beginning of the period | 19,291 |
| Cash at end of period | 21,018 |

## BANCO INBURSA

Consolidated Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | Dec '11 | Dec '10 |
| Interest Income | 4,186.3 | 4,586.4 | 4,187.1 | 4,110.3 | 3,958.4 | 3,967.4 | 16,223.2 | 16,092.4 |
| Interest Expense | 1,924.9 | 2,014.4 | 1,892.7 | 1,909.8 | 1,744.8 | 1,917.4 | 7,464.6 | 7,325.9 |
| Financial Margin | 2,261.3 | 2,572.0 | 2,294.4 | 2,200.6 | 2,213.6 | 2,050.0 | 8,758.6 | 8,766.5 |
| Loan Loss Provisions | 1,141.3 | 1,042.5 | 1,624.1 | 624.8 | (426.6) | 1,219.5 | 3,041.8 | 4,301.1 |
| Risk Adjusted Net Interest Income | 1,120.0 | 1,529.5 | 670.3 | 1,575.8 | 2,640.2 | 830.5 | 5,716.8 | 4,465.4 |
| Comissions and Fees | 592.3 | 674.8 | 569.1 | 695.7 | 985.0 | 859.6 | 3,109.5 | 2,524.8 |
| Market-Related Income | 1,387.5 | 162.2 | - 915.7 | (266.9) | $(3,219.5)$ | 1,147.4 | $(1,423.3)$ | 1,337.2 |
| Operating Revenues | 3,099.8 | 2,366.5 | 2,155.1 | 2,004.7 | 405.7 | 2,837.5 | 7,403.0 | 8,327.3 |
| Non-Interest Expense | 763.1 | 1,035.6 | 887.0 | 733.0 | 810.5 | 955.3 | 3,385.9 | 3,211.0 |
| Operating Income | 2,336.8 | 1,330.9 | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 4,017.1 | 5,116.3 |
| Other Income (Expenses) | 39.6 | 45.8 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 172.2 |
| Earnings Before Taxes | 2,376.3 | 1,376.8 | 1,268.1 | 1,271.7 | (404.8) | 1,882.1 | 4,017.1 | 5,288.5 |
| Incurred Income Tax \& Profit Sharing | 583.1 | (34.3) | - 122.1 | 576.2 | 622.6 | (114.8) | 1,206.1 | 1,055.1 |
| Deferred Income Tax | 99.3 | 159.5 | - 82.3 | (103.6) | (939.4) | 214.9 | (745.8) | 88.5 |
| Net Income Before Subsidiaries' Net Income | 1,694.0 | 1,251.6 | 1,063.7 | 799.1 | (88.1) | 1,782.0 | 3,556.8 | 4,145.0 |
| Subsidiaries' Net Income | 101.2 | 100.9 | 116.0 | 148.4 | 88.2 | 13.8 | 366.4 | 348.3 |
| Continous Operations' Net Income | 1,795.2 | 1,352.5 | 1,179.7 | 947.5 | 0.2 | 1,795.8 | 3,923.3 | 4,493.3 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\begin{gathered} 0.0 \\ (114.5) \end{gathered}$ | $\begin{gathered} 0.0 \\ (46.9) \end{gathered}$ | $\left[\begin{array}{c} 0.0 \\ \\ \\ (21.9) \end{array}\right.$ | $\begin{gathered} 0.0 \\ (36.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (17.6) \end{gathered}$ | $\begin{gathered} 0.0 \\ (22.7) \end{gathered}$ | $\begin{gathered} 0.0 \\ (98.8) \end{gathered}$ | $\begin{gathered} 0.0 \\ (185.0) \end{gathered}$ |
| Net Income | 1,680.6 | 1,305.6 | 1,157.8 | 910.9 | (17.4) | 1,773.1 | 3,824.4 | 4,308.2 |

## BANCO INBURSA

Consolidated Balance Sheet
Million Pesos

| Assets | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 18,715.7 | 19,221.5 | 19,978.7 | 18,109.3 | 21,374.0 | 21,103.6 |
| Margin Accounts | 26.0 | 57.0 | 55.1 | 21.8 | 3,348.9 | 2,676.0 |
| Financial Instruments | 14,468.6 | 13,582.0 | 12,285.5 | 11,113.9 | 17,432.0 | 17,531.8 |
| Negotiable | 11,946.8 | 11,122.7 | 10,055.9 | 9,450.1 | 15,344.3 | 15,651.1 |
| For Sale | 1,608.9 | 1,563.0 | 1,531.7 | 975.0 | 1,086.4 | 843.4 |
| Held to Maturity | 912.9 | 896.2 | 697.9 | 688.9 | 1,001.4 | 1,037.2 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 11,394.8 | 14,367.1 | 11,139.7 | 28,193.0 | 10,510.8 | 13,594.1 |
| Repo Operations | 979.9 | 5,151.1 | 442.5 | 16,391.0 | 502.8 | 1,943.0 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 10,414.9 | 9,216.0 | 10,697.2 | 11,801.9 | 10,008.1 | 11,651.1 |
| Adjusted Valuation for Financial Assets | 4,980.0 | 2,159.6 | 2,062.6 | 2,268.4 | 2,382.2 | 2,165.8 |
| LOANS | 167,314.8 | 172,189.0 | 167,339.8 | 146,176.0 | 154,115.8 | 168,822.6 |
| Commercial | 128,774.8 | 126,302.7 | 124,263.8 | 115,680.5 | 125,220.3 | 134,509.1 |
| Interbank | 10,283.6 | 9,903.2 | 10,797.7 | 9,659.8 | 10,049.9 | 10,329.1 |
| Consumer | 7,333.8 | 7,721.8 | 8,592.1 | 7,736.5 | 8,343.6 | 8,857.3 |
| Housing | 1,167.2 | 1,195.6 | 1,189.1 | 1,220.7 | 1,205.9 | 1,215.0 |
| Governments | 19,755.3 | 27,065.7 | 22,497.0 | 11,878.5 | 9,296.2 | 13,912.1 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 2,762.2 | 3,426.7 | 3,635.8 | 5,473.6 | 4,737.9 | 5,054.8 |
| Total Gross Loans | 170,076.9 | 175,615.7 | 170,975.6 | 151,649.6 | 158,853.7 | 173,877.4 |
| Preventive Provision for Credit Risks | $(17,969.7)$ | $(18,515.4)$ | (20,005.3) | $(20,385.8)$ | $(21,130.7)$ | $(22,487.5)$ |
| Total Net Loans | 152,107.3 | 157,100.3 | 150,970.3 | 131,263.8 | 137,723.0 | 151,389.9 |
| Receivables, Sundry Debtors \& Adv. Payments | 26,393.5 | 20,821.6 | 18,353.6 | 23,926.5 | 12,378.6 | 23,949.0 |
| Fixed Assets (net) | 731.9 | 739.3 | 719.6 | 704.2 | 766.7 | 771.7 |
| Repossessed Property | 598.4 | 563.0 | 603.4 | 591.4 | 608.1 | 611.2 |
| Permanent Equity Investments | 5,817.3 | 6,121.5 | 6,250.0 | 6,219.0 | 6,320.3 | 6,718.5 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 568.1 | 598.0 | 582.8 | 570.6 | 566.4 | 548.9 |
| TOTAL ASSETS | 235,801.5 | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 |


|  | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 140,937.1 | 141,609.1 | 130,441.8 | 126,450.5 | 120,290.9 | 142,094.1 |
| Demand Deposits | 48,150.4 | 51,737.0 | 49,955.6 | 49,223.2 | 50,072.3 | 53,045.1 |
| Time Deposits | 87,771.7 | 74,203.1 | 58,820.6 | 50,577.0 | 38,647.0 | 54,500.0 |
| Unsecured Notes (CEBURES) | 5,015.0 | 15,669.0 | 21,665.6 | 26,650.3 | 31,571.6 | 34,549.0 |
| Interbank Loans \& Other | 5,906.6 | 5,874.0 | 7,451.3 | 6,345.3 | 10,371.9 | 3,952.5 |
| Repo Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Credit Related Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 14,116.1 | 8,914.8 | 7,111.0 | 8,657.0 | 19,457.1 | 19,265.7 |
| Other Accounts Payable | 24,571.0 | 28,154.5 | 26,068.9 | 28,710.3 | 11,143.2 | 22,839.0 |
| Income Tax \& Employee Profit Sharing | 1,093.6 | 322.3 | 992.3 | 1,244.3 | 1,269.5 | 73.6 |
| Deferred Taxes | 1,742.2 | 1,914.7 | 1,304.8 | 1,241.7 | 881.1 | 1,115.7 |
| Deferred Credits | 1,379.9 | 1,113.5 | 1,007.9 | 902.1 | 613.7 | 536.7 |
| TOTAL LIABILITIES | 189,746.6 | 187,902.9 | 174,378.1 | 173,551.2 | 164,027.4 | 189,877.4 |
| 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 | 20,790.6 | 22,163.8 | 23,358.9 | 24,166.4 | 24,119.4 | 25,918.8 |
| Capital Reserves | 5,962.4 | 5,962.4 | 5,962.4 | 6,393.2 | 6,393.2 | 6,393.2 |
| Retained Earnings | 10,688.8 | 10,688.8 | 14,997.0 | 14,566.2 | 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 | 134.9 | 165.8 | 168.8 | 74.3 | 31.4 | 53.9 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income of the period | 3,002.6 | 4,308.2 | 1,157.8 | 2,068.7 | 2,051.3 | 3,824.4 |
| Minority Interest | 736.5 | 773.1 | 807.5 | 798.6 | 812.0 | 815.7 |
| Total Stockholders' Equity | 46,054.9 | 47,428.0 | 48,623.2 | 49,430.7 | 49,383.7 | 51,183.1 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 235,801.5 | 235,330.9 | 223,001.3 | 222,981.9 | 213,411.1 | 241,060.4 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| 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 | 3,166.2 | 2,815.9 | 5,936.0 | 4,564.1 | 4,736.4 | 4,615.0 |
| Goods in Trust or Mandate | 327,461.3 | 412,131.8 | 413,561.3 | 439,984.9 | 436,407.5 | 404,449.6 |
| 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 | 722,866.3 | 1,082,673.3 | 1,063,976.5 | 986,392.4 | 957,177.6 | 939,237.7 |
| Collaterals received | 83,288.3 | 30,878.3 | 88,337.9 | 103,142.8 | 35,870.8 | 42,771.8 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 992,565.1 | 987,126.8 | 977,595.8 | 931,633.5 | 1,103,929.4 | 1,274,686.0 |
|  | 2,129,347.2 | 2,515,626.0 | 2,549,407.5 | 2,465,717.6 | 2,538,121.7 | 2,665,760.1 |


| BANCO INBURSA, S.A. <br> STATEMENT OF CHANGES IN FINANCIAL SITUATION AT DECEMBER 31, 2011 <br> (MM PS) |  |
| :---: | :---: |
|  | Dec-11 |
| OPERATING ACTIVITIES |  |
| Net Income | 3,824 |
| Subsidiaries' Income | (470) |
| Depreciation \& Amortization | 141 |
| Loan Loss Reserves |  |
| Market Related Result |  |
| Valuation Result |  |
| Deferred taxes | 460 |
| Provisions |  |
| Others | 3,145 |
|  | 7,101 |
| Margin Accounts | $(2,619)$ |
| Financial Instruments | $(3,950)$ |
| Repos debtors | 3,208 |
| Derivatives (Assets) | $(2,389)$ |
| Cash increase (decrease) from Loan Portfolio | 2,565 |
| Repossed Assets | (48) |
| Operative Assets | $(3,127)$ |
| Cash increase (decrease) from funding | 485 |
| Banking Loans \& Other Financial Institutions | $(1,922)$ |
| Derivatives (Liabilities) | 8,787 |
| Operative Liabilities | $(7,470)$ |
| Coverage instruments | 1,513 |
|  | $(4,967)$ |
| Cash flow from operating activities | 2,133 |
| Financing Activities | 0 |
| Dividends Payment Spin-Offs |  |
| Cash Flow From Financing Activities | 0 |
| Investments Activities |  |
| Buy(sell) of fixed permanent stocks | (127) |
| Buy(sell) of fixed assets | (172) |
| Receivables, Sundry Debtors \& Adv. Payments |  |
| Deferred Charges |  |
| Repossessed Property |  |
| Other assets, deferred charges \& intangible |  |
| Deferred Taxes |  |
| Others | 48 |
| Cash Flow From Investment Activities | (251) |
| Net Increase in Cash | 1,882 |
| Cash at beginning of the period | 19,221 |
| Cash at end of period | 21,104 |

## OPERADORA INBURSA

Income Statement

| Million Pesos | 3Q10 | 4Q10 | 1Q11 | 2 Q11 | 3 Q11 | 4Q11 | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Dec '11 | Dec '10 |
| Earnings from Investment Sales | 0.9 | 1.3 | 2.2 | 1.3 | 0.7 | 1.1 | 5.2 | 4.8 |
| Asset Management Income | 109.5 | 115.1 | - 116.2 | 118.5 | 118.3 | 120.0 | 473.0 | 427.6 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 | 0.5 | 0.3 |
| Unrealized Gain on Portfolio Valuation | 43.6 | 35.4 | - 13.9 | 5.9 | (28.8) | 31.2 | 22.3 | 90.4 |
| Total Earnings | 154.0 | 151.9 | 132.4 | 125.9 | 90.3 | 152.6 | 501.1 | 523.1 |
| General Expenses | 50.5 | 53.1 | - 55.9 | 55.0 | 54.5 | 55.7 | 221.2 | 198.3 |
| Total expenses | 50.5 | 53.1 | 55.9 | 55.0 | 54.5 | 55.7 | 221.2 | 198.3 |
| Earnings Before Taxes | 103.5 | 98.8 | 76.5 | 70.8 | 35.7 | 96.9 | 279.9 | 324.8 |
| Incurred Income Tax \& Profit Sharing | 17.8 | 17.8 | (13.0) | 21.2 | 9.3 | 25.6 | 43.0 | 68.6 |
| Net Income Before Deferred Accounts | 85.8 | 81.0 | - 89.4 | 49.7 | 26.5 | 71.3 | 236.9 | 256.1 |
| Earnings from subsidiaries | 15.1 | 6.3 | 5.6 | 9.9 | (0.6) | 7.9 | 22.8 | 20.8 |
| Unadjusted for monetary position result | 100.8 | 87.3 | 95.0 | 59.6 | 25.9 | 79.2 | 259.7 | 276.9 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 100.8 | 87.3 | - 95.0 | 59.6 | 25.9 | 79.2 | 259.7 | 276.9 |

## OPERADORA INBURSA

baLANCE SHEET
Million Pesos

| ASSETS | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Negotiable Instruments | 736.7 | 820.7 | 877.8 | 729.3 | 750.1 | 825.7 |
| Sundry Debtors | 44.2 | 48.4 | 49.0 | 47.1 | 47.0 | 49.4 |
| Provisional Payments | 44.0 | 0.7 | 13.0 | 31.1 | 49.6 | 0.0 |
| Permanent investments | 317.0 | 328.9 | 334.5 | 344.5 | 343.9 | 351.7 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,142.5 | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  | 0.0 |
| Sundry Creditors | 18.8 | 20.3 | 21.3 | 20.5 | 21.4 | 20.9 |
| Payable Taxes | 59.7 | 17.1 | 27.5 | 45.2 | 67.1 | 17.6 |
| Deferred Income Tax | 171.3 | 181.5 | 150.4 | 151.4 | 141.5 | 148.6 |
| TOTAL LIABILITIES | 249.8 | 218.8 | 199.2 | 217.2 | 230.0 | 187.1 |
| 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 | 674.7 | 674.7 | 951.7 | 751.7 | 751.7 | 751.7 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 189.6 | 276.9 | 95.0 | 154.6 | 180.5 | 259.7 |
| TOTAL STOCKHOLDERS' EQUITY | 892.7 | 980.1 | 1,075.1 | 934.7 | 960.6 | 1,039.7 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,142.5 | 1,198.8 | 1,274.3 | 1,151.9 | 1,190.6 | 1,226.9 |


| INVERSORA BURSATIL <br> Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 |  |  |  |
|  |  |  |  |  |  | 4Q11 | Dec '11 | Dec '10 |
| Commisions \& Tariffs | 151.4 | 177.2 | 125.1 | 191.5 | 221.5 | 140.4 | 678.5 | 662.3 |
| Earnings From Services | 151.4 | 177.2 | 125.1 | 191.5 | 221.5 | 140.4 | 678.5 | 662.3 |
| Income from sale of securities | 91.7 | 96.3 | 42.7 | 53.7 | 70.6 | 264.5 | 431.6 | 438.4 |
| Interest Income | 544.1 | 596.8 | 578.9 | 616.2 | 435.4 | 594.2 | 2,224.7 | 2,336.2 |
| Interest Expense | (590.5) | (643.4) | (575.2) | (653.8) | (476.0) | (587.9) | $(2,293.0)$ | $(2,543.2)$ |
| Unrealized gain on Portfolio Valuation | 292.9 | 303.5 | 223.3 | (116.5) | (173.7) | (101.4) | (168.4) | 612.0 |
| Financial Margin | 338.2 | 353.1 | 269.7 | (100.5) | (143.7) | 169.4 | 194.9 | 843.4 |
| Operating Income | 489.6 | 530.3 | 394.7 | 91.0 | 77.8 | 309.9 | 873.4 | 1,505.7 |
| General Expenses | 69.5 | 79.8 | 67.7 | 67.9 | 58.1 | 85.4 | 279.1 | 319.2 |
| Operating Margin | 420.1 | 450.5 | 327.0 | 23.1 | 19.7 | 224.5 | 594.3 | 1,186.5 |
| Other Expenses (Income) | (2.1) | (0.5) | (0.3) | (0.4) | (0.6) | 0.6 | (0.8) | (7.2) |
| Net Income Before Income Tax \& Profit Sharing | 422.2 | 451.0 | 327.3 | 23.6 | 20.3 | 223.9 | 595.1 | 1,193.7 |
| Incurred Income Tax \& Profit Sharing | 31.3 | 27.1 | - 23.1 | 51.0 | 56.7 | 79.5 | 210.2 | 140.7 |
| Deffered Income Tax | 70.3 | 78.9 | - 63.3 | (29.1) | (54.2) | (20.4) | (40.5) | 122.1 |
| Net Income Before Subsidiaries' Net Income | 320.6 | 345.0 | 241.0 | 1.6 | 17.9 | 164.9 | 425.3 | 930.9 |
| Subsidiaries' Net Income | 0.2 | (0.0) | (0.6) | (0.1) | (0.1) | (0.1) | (0.9) | 0.4 |
| Net Income | 320.8 | 344.9 | 240.4 | 1.6 | 17.8 | 164.8 | 424.5 | 931.3 |

INVERSORA BURSATIL
Million Pesos


## SEGUROS INBURSA

| Income Statement Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | Dec '11 | Dec '10 |
| Million Pesos <br> Premiums written | 2,865.5 | 3,538.7 | 3,880.0 | 3,688.4 | 8,364.1 | 3,409.1 | 19,341.6 | 12,037.2 |
| Premiums ceded | 822.3 | 867.2 | -1,138.9 | 1,192.6 | 5,783.6 | 433.6 | 8,548.7 | 3,033.9 |
| Retained Premiums | 2,043.1 | 2,671.5 | 2,741.1 | 2,495.8 | 2,580.5 | 2,975.5 | 10,792.9 | 9,003.3 |
| Increased in reserve for unearned premiums | (158.3) | 690.0 | 516.7 | 376.4 | 389.3 | 316.2 | 1,598.6 | 494.4 |
| Retained earned premiums | 2,201.5 | 1,981.5 | 2,224.4 | 2,119.4 | 2,191.1 | 2,659.3 | 9,194.3 | 8,508.9 |
| Net Acquisition Cost Commisions to agents Additional compensation to agents Commisions for re-insurance taken Commisions for re-insurance given Coverage on losses excess Others | 319.0 | 356.1 | - 369.3 | 422.6 | 425.5 | 537.0 | 1,754.4 | 1,357.5 |
|  | 211.0 | 233.3 | - 237.6 | 223.4 | 226.4 | 249.7 | 937.1 | 844.4 |
|  | 82.7 | 94.0 | [ 85.9 | 100.3 | 91.6 | 105.5 | 383.3 | 343.3 |
|  | 1.3 | 1.5 | 4.5 | 2.9 | 1.3 | 8.0 | 16.7 | 7.5 |
|  | (136.4) | (175.5) | (142.8) | (112.4) | (256.7) | (71.0) | (582.9) | (465.9) |
|  | 93.7 | 64.4 | - 55.5 | 61.8 | 164.0 | 66.9 | 348.1 | 295.6 |
|  | 66.8 | 138.3 | - 128.6 | 146.5 | 199.0 | 178.0 | 652.1 | 332.8 |
| Net cost of claims and contractual obligations | 1,681.5 | 1,269.9 | 1,528.7 | 1,660.9 | 1,781.3 | 1,850.4 | 6,821.4 | 6,116.6 |
| Claims and other contractual obligations | 1,821.9 | 1,277.0 | [1,528.8 | 1,657.9 | 1,789.8 | 1,863.9 | 6,840.4 | 6,238.2 |
| Claims recovered from re-insurance | 140.4 | 7.0 | 0.1 | (3.0) | 8.5 | 13.4 | 19.0 | 121.6 |
| Other claims | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 200.9 | 355.5 | - 326.3 | 35.9 | (15.7) | 271.9 | 618.5 | 1,034.7 |
| Net Increase in other technical reserve | 314.4 | 173.1 | 68.5 | 61.5 | 72.8 | 242.5 | 445.3 | 623.4 |
| Catastrophic risks reserves | 314.5 | 173.5 | -68.9 | 61.7 | 73.0 | 237.8 | 441.5 | 624.2 |
| Preventions reserves | 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 | 5.1 | 5.1 | 0.0 |
| Other reserves | (0.2) | (0.4) | (0.4) | (0.1) | (0.3) | (0.5) | (1.2) | (0.9) |
| Gross profit | (113.5) | 182.4 | - 257.8 | (25.6) | (88.5) | 29.4 | 173.2 | 411.4 |
| Net operating expenses | 289.0 | 355.9 | - 311.1 | 231.8 | 239.3 | 275.5 | 1,057.7 | 1,187.1 |
| Administrative and operating expenses | (122.6) | (61.6) | - (149.3) | (150.8) | (122.7) | (117.8) | (540.7) | (399.0) |
| Personnel expenses | 395.3 | 401.1 | - 445.6 | 369.6 | 348.8 | 380.7 | 1,544.7 | 1,521.2 |
| Depreciation and amortization | 16.3 | 16.4 | - 14.8 | 13.0 | 13.2 | 12.7 | 53.7 | 65.0 |
| Operating Profits | (402.5) | (173.4) | (53.3) | (257.4) | (327.8) | (246.1) | (884.6) | (775.8) |
| Net Financial Income | 762.1 | 653.8 | 693.4 | 262.6 | 82.1 | 532.6 | 1,570.7 | 1,794.1 |
| On investments | 203.4 | 218.4 | - 176.6 | 261.1 | 243.4 | 232.9 | 914.0 | 862.7 |
| Investments sales | 0.7 | 2.3 | - 1.2 | (1.4) | 1.3 | 14.0 | 15.2 | 5.0 |
| Investments revaluation | 545.9 | 412.7 | - 474.0 | (19.6) | (402.4) | 248.2 | 300.3 | 902.6 |
| Charges on premiums | 30.8 | 32.3 | - 32.6 | 33.0 | 34.1 | 35.9 | 135.6 | 124.3 |
| Others | 3.6 | 3.8 | - 6.7 | 6.3 | 5.8 | 5.5 | 24.3 | 14.2 |
| Forex | (22.3) | (15.5) | - 2.2 | (16.9) | 199.9 | (4.0) | 181.2 | (114.7) |
| Participated income from permanent investments | 0.0 | 0.0 | - 37.3 | 89.0 | 77.9 | 92.5 | 296.8 | 0.0 |
| Income before income taxes \& employee profit sharing | 359.6 | 480.3 | - 677.4 | 94.2 | (167.8) | 379.0 | 982.9 | 1,018.3 |
| Provision for income tax | 118.9 | 94.7 | - 206.0 | 9.5 | (63.1) | (12.3) | 140.0 | 297.1 |
| Provision for employee profit sharing Subsidiaries results | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
|  | 71.3 | 75.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 229.4 |
| Net income | 312.1 | 461.4 | 471.4 | 84.7 | (104.7) | 391.4 | 842.8 | 950.6 |

## SEGUROS INBURSA

## BALANCE SHEET

Million Pesos

| ASSETS | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 24,845.0 | 25,169.8 | 24,665.9 | 24,813.0 | 25,943.0 | 26,371.7 |
| Securities | 22,144.1 | 22,454.3 | 21,963.5 | 22,062.2 | 23,179.5 | 23,365.4 |
| Government | 11,207.7 | 11,203.6 | 12,027.0 | 12,436.6 | 13,708.6 | 12,597.4 |
| Private companies | 3,917.3 | 3,812.2 | 5,573.8 | 5,430.2 | 5,612.5 | 6,717.5 |
| Debt Instruments | 2,277.7 | 2,172.5 | 4,240.4 | 4,094.0 | 4,279.6 | 5,580.9 |
| Equities | 1,639.6 | 1,639.6 | 1,333.4 | 1,336.2 | 1,332.8 | 1,136.6 |
| Net unrealized gain on valuation | 6,878.1 | 7,349.3 | 4,156.8 | 4,135.3 | 3,726.5 | 3,971.4 |
| Interest debtors | 141.1 | 89.3 | 205.8 | 60.0 | 132.0 | 79.1 |
| Loans | 1,595.9 | 1,580.6 | 1,570.1 | 1,565.2 | 1,581.0 | 1,584.1 |
| On policies | 260.0 | 263.3 | 265.1 | 269.6 | 294.6 | 306.9 |
| Secured | 1,286.7 | 1,277.7 | 1,267.0 | 1,255.5 | 1,248.6 | 1,239.2 |
| Unsecured | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 57.1 | 54.7 | 53.7 | 56.1 | 53.9 | 54.1 |
| Interest debtors | 4.6 | 4.6 | 4.1 | 3.7 | 3.5 | 3.6 |
| Allowance for write-offs | (12.4) | (19.7) | (19.7) | (19.7) | (19.7) | (19.7) |
| Real estate | 1,104.9 | 1,134.9 | 1,132.3 | 1,185.6 | 1,182.6 | 1,422.2 |
| Real estate | 226.4 | 259.2 | 259.5 | 315.9 | 315.9 | 512.3 |
| Net unrealized gain on valuation | 996.1 | 996.1 | 996.1 | 996.1 | 996.1 | 1,042.5 |
| Depreciation | (117.5) | (120.4) | (123.3) | (126.4) | (129.4) | (132.5) |
| Investments for labor obligations | 1,101.9 | 1,137.1 | 1,176.5 | 1,194.9 | 1,159.8 | 1,190.3 |
| Current assets | 26.6 | 15.0 | 5.6 | 6.9 | 8.3 | 13.4 |
| Cash and banks | 26.6 | 15.0 | 5.6 | 6.9 | 8.3 | 13.4 |
| Debtors | 3,983.4 | 4,715.7 | 3,698.3 | 4,139.3 | 9,033.1 | 9,079.7 |
| Premium debtors | 3,694.1 | 4,418.2 | 3,416.7 | 3,862.4 | 8,753.3 | 8,780.2 |
| Agents and adjusters | 5.3 | 6.2 | 6.3 | 6.2 | 6.4 | 6.5 |
| Notes receivable | 80.7 | 78.0 | 72.0 | 71.4 | 81.9 | 91.0 |
| Employee loans | 79.3 | 75.8 | 84.6 | 80.8 | 81.4 | 78.8 |
| Other | 152.7 | 162.2 | 144.2 | 144.9 | 137.4 | 164.1 |
| Allowance for write-offs | (28.6) | (24.6) | (25.5) | (26.4) | (27.3) | (40.8) |
| Reinsurers and rebonders | 12,266.0 | 10,505.0 | 9,038.6 | 9,005.3 | 20,177.4 | 15,639.7 |
| Insurance and bonding companies | 590.5 | 690.9 | 677.0 | 776.6 | 794.4 | 734.3 |
| Retained deposits | 0.6 | 0.6 | 0.5 | 0.5 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 8,665.0 | 7,236.9 | 6,220.5 | 6,152.8 | 8,446.8 | 7,799.3 |
| Reinsurens share of unearned premiums | 3,009.9 | 2,576.7 | 2,140.5 | 2,075.5 | 10,935.6 | 7,105.5 |
| Permanent investments | 0.0 | 0.0 | 2,303.1 | 2,379.6 | 2,471.8 | 2,624.7 |
| Other assets | 1,072.9 | 1,136.7 | 1,072.1 | 1,043.4 | 1,146.8 | 946.2 |
| Furniture and equipment (net) | 108.6 | 113.8 | 110.3 | 111.6 | 107.2 | 115.5 |
| Foreclosed and repossessed assets | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Sundry | 963.9 | 1,022.5 | 961.4 | 931.4 | 1,039.2 | 830.3 |
| Total assets | 43,295.8 | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 |


| LIABILITIES | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 31,812.0 | 30,361.2 | 29,468.5 | 29,784.9 | 42,327.1 | 38,575.8 |
| Unearned premiums | 12,995.5 | 13,164.5 | 13,121.3 | 13,379.1 | 23,282.6 | 19,808.9 |
| Life | 6,990.3 | 7,094.1 | 7,138.9 | 7,194.3 | 7,615.0 | 8,088.8 |
| Accident and health | 5,997.8 | 6,063.0 | 5,975.0 | 6,177.5 | 15,660.1 | 11,686.4 |
| Current bonds | 7.4 | 7.4 | 7.3 | 7.3 | 7.5 | 33.6 |
| Contractual obligations | 13,226.8 | 11,433.5 | 10,515.0 | 10,511.9 | 13,077.6 | 12,557.2 |
| Losses and maturities | 11,565.2 | 9,987.4 | 8,859.5 | 8,837.5 | 11,319.5 | 10,006.1 |
| Reserve for incurred but not reported losses | 600.9 | 381.3 | 606.3 | 639.3 | 645.3 | 1,444.1 |
| Policy dividends | 266.1 | 293.6 | 241.9 | 249.2 | 247.0 | 272.5 |
| Managed insurance funds | 658.3 | 670.2 | 677.9 | 675.1 | 692.4 | 748.1 |
| Deposits premiums | 136.3 | 101.1 | 129.5 | 110.9 | 173.4 | 86.5 |
| Prevision | 5,589.7 | 5,763.2 | 5,832.2 | 5,893.8 | 5,966.9 | 6,209.8 |
| Prevision | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Catastrophic | 5,586.4 | 5,759.9 | 5,828.9 | 5,890.5 | 5,963.5 | 6,201.4 |
| Contingency | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 7.4 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,051.9 | 1,076.8 | 1,116.2 | 1,134.6 | 1,099.3 | 1,112.1 |
| Creditors | 409.4 | 473.2 | 526.3 | 411.2 | 456.3 | 544.6 |
| Agents and adjusters | 315.8 | 330.9 | 297.1 | 296.7 | 320.3 | 359.2 |
| Managed loss funds | 12.1 | 9.7 | 5.1 | 4.4 | 4.5 | 4.1 |
| Sundry | 81.5 | 132.6 | 224.0 | 110.1 | 131.5 | 181.2 |
| Reinsurers and rebonders | 1,847.8 | 1,871.1 | 1,224.2 | 1,681.6 | 5,766.4 | 5,121.1 |
| Insurance and bonding companies | 1,847.4 | 1,870.7 | 1,223.8 | 1,681.2 | 5,765.9 | 5,121.1 |
| Retained deposits | 0.5 | 0.4 | 0.4 | 0.4 | 0.5 | 0.0 |
| Other liabilities | 2,097.6 | 2,343.1 | 2,471.8 | 2,315.6 | 3,127.1 | 2,911.0 |
| Provision for employee profit sharing | 108.8 | 181.6 | 155.0 | 107.0 | 214.4 | 240.7 |
| Other liabilities | 672.4 | 771.2 | 826.6 | 711.0 | 1,613.6 | 1,377.0 |
| Deferred credits | 1,316.3 | 1,390.3 | 1,490.3 | 1,497.6 | 1,299.1 | 1,293.3 |
| Total liabilities | 37,218.7 | 36,125.5 | 34,806.9 | 35,327.8 | 52,776.1 | 48,264.6 |
| 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 | 3,680.9 | 3,680.9 | 4,329.1 | 4,329.1 | 4,329.1 |
| Legal | 625.0 | 625.0 | 625.0 | 720.1 | 720.1 | 720.1 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,070.5 | 3,055.9 | 3,055.9 | 3,609.0 | 3,609.0 | 3,609.0 |
| Unrealized gain on valuation of real estate | (123.7) | (129.9) | (46.5) | (46.5) | (46.5) | (15.2) |
| Subsidiaries | 1,573.9 | 1,595.4 | 1,627.5 | 1,891.7 | 1,906.0 | 1,918.3 |
| Retained earnings | (994.6) | (979.9) | (16.9) | (912.6) | (912.6) | (910.6) |
| Net income | 489.2 | 950.6 | 471.4 | 556.1 | 451.4 | 842.8 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 | 369.8 |
| Total stockholders' equity | 6,077.1 | 6,553.8 | 7,153.2 | 7,254.6 | 7,164.2 | 7,601.1 |
| Total liabilities and stockholders' equity | 43,295.8 | 42,679.3 | 41,960.1 | 42,582.5 | 59,940.3 | 55,865.7 |

PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | Dec '11 | Dec '10 |
| Premiums written | 2.3 | 10.9 | 8.2 | 1.5 | 0.9 | 8.6 | 19.2 | 43.6 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 2.3 | 10.9 | 8.2 | 1.5 | 0.9 | 8.6 | 19.2 | 43.6 |
| Increased in reserve for unearned premiums | (10.0) | 170.3 | 94.2 | (204.8) | (2.7) | 221.5 | 108.2 | 228.0 |
| Retained earned premiums | 12.3 | (159.5) | (86.0) | 206.3 | 3.6 | (212.8) | (89.0) | (184.3) |
| Net Acquisition Cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Additional compensation to agents | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Commisions for re-insurance given | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Coverage on losses excess | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net cost of claims and contractual obligations | 220.2 | 220.5 | 221.2 | 221.8 | 219.5 | 215.2 | 877.7 | 861.1 |
| Claims and other contractual obligations | 220.2 | 220.5 | 221.2 | 221.8 | 219.5 | 215.2 | 877.7 | 861.1 |
| 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 | (207.9) | (380.0) | (307.2) | (15.5) | (215.9) | (428.1) | (966.7) | $(1,045.4)$ |
| Net Increase in other technical reserve | 38.4 | 51.8 | 44.6 | 24.2 | 42.2 | 32.9 | 143.9 | 174.0 |
| 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 | (0.3) | 3.3 | 1.8 | (4.2) | (0.1) | 4.3 | 1.8 | 4.2 |
| Other reserves | 38.7 | 48.4 | 42.8 | 28.4 | 42.3 | 28.5 | 142.1 | 169.8 |
| Gross profit | (246.3) | (431.7) | (351.8) | (39.8) | (258.1) | (460.9) | $(1,110.6)$ | $(1,219.4)$ |
| Net operating expenses | 2.3 | 5.6 | 2.3 | 2.0 | 0.1 | (4.4) | 0.1 | 44.1 |
| Administrative and operating expenses | 2.2 | 5.6 | 2.3 | 2.0 | 0.1 | (4.4) | 0.1 | 42.8 |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.4 |
| Operating Profits | (248.6) | (437.3) | (354.1) | (41.8) | (258.3) | (456.6) | $(1,110.7)$ | $(1,263.6)$ |
| Net Financial Income | 353.0 | 535.9 | 453.2 | 131.4 | 364.9 | 608.0 | 1,557.5 | 1,677.7 |
| On investments | 239.0 | 245.0 | - 249.3 | 245.6 | 248.5 | 263.9 | 1,007.3 | 959.5 |
| Investments sales | 1.2 | 34.9 | (1.6) | 0.6 | 1.1 | 8.6 | 8.7 | 43.7 |
| Investments revaluation | 112.8 | 256.0 | 205.5 | (114.8) | 115.3 | 335.4 | 541.3 | 674.3 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 |
| 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 | (102.0) | 5.8 | (305.7) | 268.8 | (133.1) | 0.0 |
| Income before income taxes \& employee profit sharing | 104.5 | 98.6 | - (2.9) | 95.4 | (199.1) | 420.2 | 313.7 | 414.1 |
| Provision for income tax | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for employee profit sharing | 39.1 | 93.7 | 28.2 | 39.9 | 30.0 | 16.6 | 114.8 | 126.0 |
| Subsidiaries results | 66.9 | 388.5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 296.4 |
| Net income | 132.3 | 393.4 | (31.1) | 55.5 | (229.2) | 403.6 | 198.9 | 584.4 |

## PENSIONES INBURSA

bALANCE SHEET
Million Pesos

| ASSETS | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 20,307.9 | 20,955.7 | 18,461.2 | 18,372.4 | 18,517.2 | 18,838.4 |
| Securities | 20,307.9 | 20,254.6 | 17,560.0 | 18,372.4 | 17,364.3 | 17,684.0 |
| Government | 7,163.2 | 6,334.0 | 6,178.3 | 7,183.2 | 6,223.7 | 5,959.6 |
| Private companies | 8,508.2 | 8,754.1 | 8,250.0 | 8,231.9 | 8,032.6 | 8,345.8 |
| Debt Instruments | 8,073.9 | 8,319.7 | 8,247.6 | 8,229.6 | 8,030.2 | 8,338.1 |
| Equities | 434.4 | 434.4 | 2.4 | 2.4 | 2.4 | 7.7 |
| Net unrealized gain on valuation | 4,441.6 | 5,017.0 | 2,940.4 | 2,813.0 | 2,914.4 | 3,235.6 |
| Interest debtors | 194.9 | 149.6 | 191.3 | 144.3 | 193.6 | 142.9 |
| Loans | 0.0 | 701.0 | 901.2 | 0.0 | 1,152.9 | 1,154.4 |
| 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 | 700.0 | 900.0 | 0.0 | 1,150.0 | 1,150.0 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest debtors | 0.0 | 1.0 | 1.2 | 0.0 | 2.9 | 4.4 |
| 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 | 6.2 | 1.3 | 3.4 | 2.8 | 3.0 | 3.0 |
| Cash and banks | 6.2 | 1.3 | 3.4 | 2.8 | 3.0 | 3.0 |
| Debtors | 0.3 | 0.3 | (1.4) | 0.3 | 0.4 | 0.7 |
| 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 | 0.4 | (1.3) | 0.4 | 0.5 | 0.8 |
| 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 | 2,600.8 | 2,649.5 | 2,343.9 | 2,612.7 |
| Other assets | 99.2 | 130.5 | 59.8 | 75.6 | 86.5 | 126.5 |
| 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 | 99.2 | 130.5 | 59.8 | 75.6 | 86.5 | 126.5 |
| Total assets | 20,413.6 | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 |


| LIABILITIES | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 14,891.1 | 15,075.4 | 15,214.9 | 15,052.6 | 15,102.7 | 15,320.4 |
| Unearned premiums | 13,919.2 | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 |
| Life | 13,919.2 | 14,085.4 | 14,175.2 | 13,966.1 | 13,958.9 | 14,176.3 |
| 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 | 119.0 | 85.4 | 90.5 | 113.1 | 128.1 | 95.6 |
| Losses and maturities | 118.8 | 85.3 | 90.4 | 113.1 | 127.8 | 95.6 |
| Reserve for incurred but not reported losses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Policy dividends | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Managed insurance funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deposits premiums | 0.2 | 0.1 | 0.1 | 0.0 | 0.4 | 0.0 |
| Prevision | 852.9 | 904.6 | 949.2 | 973.5 | 1,015.7 | 1,048.5 |
| Prevision | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Catastrophic | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency | 278.4 | 281.7 | 283.5 | 279.3 | 279.2 | 283.5 |
| Specials | 574.5 | 622.9 | 665.7 | 694.1 | 736.5 | 765.0 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 16.6 | 19.2 | 20.7 | 21.5 | 21.2 | 13.6 |
| 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 | 16.6 | 19.2 | 20.7 | 21.4 | 21.2 | 13.5 |
| 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 | 107.4 | 201.2 | 64.4 | 104.4 | 134.0 | 150.7 |
| Provision for employee profit sharing | 80.1 | 100.9 | 28.1 | 68.4 | 98.1 | 114.1 |
| Other liabilities | 0.0 | 0.2 | 0.2 | 0.2 | 0.1 | 0.1 |
| Deferred credits | 27.3 | 100.1 | 36.2 | 35.7 | 35.8 | 36.4 |
| Total liabilities | 15,015.1 | 15,295.9 | 15,300.1 | 15,178.5 | 15,257.9 | 15,484.7 |
| 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 | 2,474.1 | 2,576.6 | 2,576.6 | 3,106.0 | 3,106.0 | 2,972.8 |
| legal | 819.1 | 819.1 | 819.1 | 831.3 | 831.3 | 831.3 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 1,655.0 | 1,757.5 | 1,757.5 | 2,274.8 | 2,274.8 | 2,141.5 |
| Unrealized gain on valuation of real estate | (3.2) | (3.2) | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 2,272.4 | 2,272.4 | 2,271.4 | 2,618.4 | 2,618.6 | 2,618.6 |
| Retained earnings | (644.1) | (746.7) | (101.6) | (935.1) | (935.1) | (801.9) |
| Net income | 191.0 | 584.4 | (31.1) | 24.4 | (204.7) | 198.9 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 5,398.5 | 5,791.9 | 5,823.7 | 5,922.2 | 5,693.1 | 6,096.7 |
| Total liabilities and stockholders' equity | 20,413.6 | 21,087.8 | 21,123.8 | 21,100.7 | 20,951.1 | 21,581.4 |

Fianzas Guardiana-Inbursa

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 | Dec '11 | Dec '10 |
| Premiums accepted | 198.3 | 391.4 | 317.7 | 299.9 | 328.3 | 400.5 | 1,346.4 | 963.1 |
| Premiums ceded | 23.4 | 22.4 | - 32.4 | 21.4 | 30.2 | 47.4 | 131.4 | 100.0 |
| RETAINED PREMIUMS | 174.9 | 369.0 | 285.3 | 278.5 | 298.1 | 353.1 | 1,215.0 | 863.0 |
| Application of reserve for outstanding bonds | (2.2) | 127.0 | 43.7 | 29.0 | 18.7 | 40.0 | 131.4 | 70.9 |
| NET PREMIUM REVENUES | 177.1 | 242.0 | 241.5 | 249.6 | 279.4 | 313.1 | 1,083.6 | 792.1 |
| Net Acquisition Cost | (8.8) | 45.1 | 8.7 | 13.3 | (0.0) | (1.1) | 20.9 | 15.5 |
| Comisions to agents | 0.6 | 0.3 | 0.2 | 0.2 | 0.4 | 0.2 | 1.0 | 1.1 |
| Comisions for rebonding taken | 0.0 | 0.0 | [ 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (9.3) | (12.6) | - (13.6) | (8.0) | (12.2) | (21.5) | (55.4) | (44.2) |
| Others | 0.0 | 57.4 | - 22.1 | 21.1 | 11.8 | 20.2 | 75.3 | 58.5 |
| Claims | 57.4 | 108.2 | 165.6 | 204.0 | 363.3 | 337.9 | 1,070.8 | 431.6 |
| Technical Income | 128.4 | 88.7 | 67.3 | 32.3 | (83.9) | (23.7) | (8.1) | 345.0 |
| Net increase in other technical reserves | 19.6 | 42.4 | 32.0 | 23.4 | 30.0 | 35.2 | 120.7 | 98.1 |
| GROSS INCOME | 108.9 | 46.3 | 35.2 | 8.8 | (114.0) | (59.0) | (128.9) | 247.0 |
| Net Operating Expenses | (15.2) | (43.2) | (7.0) | (38.9) | (27.7) | (60.1) | (133.7) | (92.0) |
| Administrative \& operating expenses | (15.6) | (43.6) | - (7.4) | (39.2) | (28.0) | (60.4) | (135.0) | (93.4) |
| 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 | 1.3 | 1.4 |
| OPERATING INCOME | 124.1 | 89.5 | 42.3 | 47.7 | (86.3) | 1.1 | 4.9 | 339.0 |
| Financial Income | 76.3 | 63.0 | 11.7 | 20.0 | 9.5 | 93.7 | 134.9 | 251.8 |
| On investments | 32.7 | 27.7 | 28.6 | 35.8 | 31.8 | 27.1 | 123.4 | 110.9 |
| Investments sales | 0.0 | 0.0 | 0.0 | (0.0) | 0.0 | 2.9 | 2.9 | 0.2 |
| Investments revaluation | 44.0 | 35.3 | - (16.9) | (16.1) | (32.4) | 63.3 | (2.0) | 141.3 |
| Others | (0.4) | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.1 | (0.4) |
| Repos | (0.0) | 0.0 | (0.2) | 0.3 | 10.0 | 0.3 | 10.5 | (0.2) |
| Participated income from permanent investments | 0.0 | 0.0 | (3.6) | 0.2 | (10.8) | 8.5 | (5.7) | 0.0 |
| INCOME BEFORE TAXES | 200.4 | 152.5 | 50.3 | 67.9 | (87.6) | 103.3 | 134.0 | 590.8 |
| Income taxes | 53.1 | 50.6 | 11.2 | 21.9 | (28.2) | 10.4 | 15.4 | 165.0 |
| Subsidiaries Net Income | 2.4 | 13.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.5 |
| NET INCOME | 149.6 | 115.6 | 39.1 | 46.0 | (59.4) | 92.9 | 118.6 | 436.2 |

Fianzas Guardiana-Inbursa

## BALANCE SHEET

Million Pesos

| ASSETS | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 2,800.8 | 3,024.0 | 3,033.4 | 3,042.3 | 2,942.1 | 2,952.8 |
| Securities | 2,274.9 | 2,094.5 | 2,112.5 | 2,132.4 | 2,102.7 | 1,922.5 |
| Government | 1,586.7 | 1,353.4 | 1,487.2 | 1,459.7 | 1,449.8 | 1,202.4 |
| Private companies | 255.1 | 254.6 | 237.0 | 300.4 | 316.6 | 301.4 |
| Debt Instruments | 29.0 | 28.5 | 27.4 | 49.8 | 58.8 | 59.5 |
| Equities | 226.1 | 226.1 | 209.5 | 250.6 | 257.8 | 241.9 |
| Net unrealized gain on valuation | 430.5 | 479.6 | 383.9 | 367.8 | 335.4 | 415.4 |
| Interest debtors | 2.6 | 7.0 | 4.4 | 4.5 | 0.9 | 3.3 |
| Loans | 306.5 | 710.2 | 701.8 | 691.0 | 620.7 | 812.9 |
| Secured | 66.9 | 65.0 | 65.3 | 61.5 | 30.0 | 31.0 |
| Unsecured | 236.3 | 641.0 | 630.9 | 618.9 | 585.8 | 777.5 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 0.3 | 0.3 | 0.3 | 4.0 | 2.3 | 0.3 |
| Interest debtors | 2.9 | 4.0 | 5.3 | 6.7 | 2.6 | 4.0 |
| Real estate | 219.5 | 219.3 | 219.1 | 218.9 | 218.7 | 217.5 |
| 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 | 56.6 |
| Depreciation | (8.9) | (9.1) | (9.3) | (9.5) | (9.7) | (10.0) |
| Investments for labor obligations | 2.7 | 2.8 | 2.9 | 2.9 | 2.9 | 2.9 |
| Current assets | (7.1) | 0.1 | 1.5 | 0.6 | 3.1 | 5.4 |
| Cash and banks | (7.1) | 0.1 | 1.5 | 0.6 | 3.1 | 5.4 |
| Debtors | 176.3 | 263.2 | 251.1 | 279.0 | 286.7 | 358.1 |
| Premium debtors | 158.9 | 253.5 | 243.2 | 272.2 | 277.3 | 345.7 |
| Agents | (0.3) | (0.2) | (0.4) | (0.4) | (0.4) | (0.1) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 7.4 | 7.4 | 7.4 | 7.4 | 7.4 | 7.4 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 15.2 | 7.9 | 6.3 | 5.2 | 9.1 | 11.9 |
| Allowance for write-offs | (4.9) | (5.3) | (5.3) | (5.4) | (6.8) | (6.8) |
| Rebonders | 254.4 | 264.8 | 256.8 | 255.5 | 288.7 | 273.1 |
| Bonding companies | 0.1 | 7.1 | 2.4 | 0.1 | 9.3 | 0.3 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (4.7) | (4.7) | (4.7) | (4.9) | (4.9) | (4.9) |
| Participation in rebonding | 259.1 | 262.4 | 259.2 | 260.4 | 284.3 | 277.8 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 0.0 | 0.0 | 91.9 | 93.6 | 82.8 | 91.3 |
| Other assets | 135.9 | 172.2 | 104.7 | 165.3 | 226.4 | 341.7 |
| Furniture and equipment (net) | 1.8 | 1.6 | 1.5 | 1.3 | 1.1 | 0.9 |
| Foreclosed and repossessed assets | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 | 1.5 |
| Sundry | 132.6 | 169.1 | 101.8 | 162.6 | 223.8 | 339.3 |
| Total assets | 3,363.0 | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 |


| LIABILITIES | 3Q10 | 4Q10 | 1Q11 | 2Q11 | 3Q11 | 4Q11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 954.9 | 1,127.1 | 1,198.9 | 1,252.2 | 1,329.3 | 1,398.2 |
| Current bonds | 586.8 | 716.7 | 756.6 | 786.5 | 832.6 | 866.3 |
| Contingency bonds | 368.1 | 410.4 | 442.3 | 465.7 | 496.7 | 531.9 |
| Provision for labor obligations at retirement | 1.5 | 1.5 | 1.6 | 1.6 | 1.5 | 1.6 |
| Creditors | 7.5 | 24.4 | 45.0 | 18.8 | 13.3 | 32.1 |
| Agents and adjusters | 0.2 | 0.1 | 0.2 | 0.2 | 0.1 | 0.1 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 7.3 | 24.3 | 44.8 | 18.6 | 13.2 | 32.0 |
| Rebonders | 23.3 | 13.0 | 19.9 | 22.9 | 25.8 | 17.6 |
| Bonding companies | 21.0 | 10.7 | 17.6 | 20.6 | 22.0 | 13.7 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 3.8 | 3.9 |
| Other liabilities | 189.6 | 259.2 | 127.1 | 146.6 | 124.8 | 145.6 |
| Provision for employee profit sharing \& incurred income Tax | 106.0 | 147.5 | 26.7 | 52.5 | 35.8 | 33.2 |
| Other liabilities | 34.9 | 53.9 | 56.2 | 53.7 | 60.1 | 70.6 |
| Deferred credits | 48.7 | 57.8 | 44.3 | 40.4 | 29.0 | 41.7 |
| Total liabilities | 1,176.8 | 1,425.3 | 1,392.5 | 1,442.0 | 1,494.8 | 1,595.0 |
| 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 | (12.8) | (12.8) | (12.7) | (12.7) | (12.7) | (13.2) |
| Subsidiaries | 82.9 | 82.9 | 82.9 | 93.0 | 93.0 | 93.0 |
| Retained earnings | 1,422.7 | 1,422.7 | 1,867.7 | 1,859.1 | 1,859.1 | 1,859.1 |
| Net income | 320.6 | 436.2 | 39.2 | 85.1 | 25.7 | 118.7 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| Total stockholders' equity | 2,186.2 | 2,301.9 | 2,349.8 | 2,397.3 | 2,337.9 | 2,430.4 |
| Total liabilities and stockholders' equity | 3,363.0 | 3,727.1 | 3,742.3 | 3,839.3 | 3,832.7 | 4,025.4 |


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

[^1]:    Assets under Management: \$ 940,415.2
    Assets in Custody:
    \$2,323,933.5

[^2]:    ingursa
    Grupo Financiero

