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#### www.inbursa.com

Mexico City, July 27, 2017.- **Grupo Financiero Inbursa** today reported results for the second quarter 2017.

#### **HIGHLIGHTS**

Net income stood at \$8,555 MM Ps in June 2017 compared with \$4,364 MM Ps in June 2016, 97% more. Grupo Financiero Inbursa net income stood at \$8,555 MM Ps in 1H17 compared with \$4,364 MM Ps in the same period of the previous year. The result is mainly explained by higher financial margin, commissions and market related income partially compensated with more loan loss provisions, administrative expenses due to the retail expansion and more cost of claims in the insurance company.

Grupo Financiero Inbursa registered a 15% growth in financial margin in June 2017 vs June 2016.

Grupo Financiero Inbursa financial margin reached \$13,230 MM Ps in 1H17 compared with \$11,486 MM Ps in 1H16, that represented a 15% increase. This result is mainly explained by the growth of the total loan portfolio with better margin. On a quarterly basis, when compared 2Q17 with 1Q17, risk adjusted net interest income grew 17% due to lower loan loss provisions.

Interest income on total loans increased 27% in June 2017 vs June 2016 reaching \$13,369 MM Ps.

Interest income on total loans increased 27% from \$10,500 MM Ps in 1H16 to \$13,369 MM Ps in 1H17. This result is mainly explained the growth in interest income on consumer loans from \$4,023 MM Ps to \$5,019 MM Ps in the same period, as well as higher levels of interest rates in Mexico.

Commissions and fee income increased 29% if compared with June 2016.

Commissions and fee income increased from \$2,669 MM Ps in 1H16 to \$3,436 MM Ps in 1H17, a 29% increase mainly related to the growth in retail costumers transactions.

GFI Stockholders equity stood at \$122,550 MM Ps in June 2017.

Stockholders´ equity of Grupo Financiero Inbursa stood at \$122,550 MM Ps in June 2017, a 13% increase relative to the same period of the previous year. If adjusted by the dividend payment of \$3,047 MM Ps and buybacks, Stockholders´ equity growth would have been 16%.

17% growth in retail deposits in June 2017 if compared with June 2016.

Retail deposits stood at \$113,411 MM Ps in 1H17 compared with \$97,194 MM Ps in 1H16, mainly related to the branch network performance.

On April 2017, Banco Inbursa issued a \$750 MM USD 10 year bond.

April 11<sup>th</sup> 2017, Banco Inbursa issued a \$750 MM USD note with a 10 year tenor with a fixed rate of 4.3750% that will be replacing long term synthetic funding in USD and providing additional long term funding to support the growth of the lending portfolio.

<sup>-</sup> All amounts included in this report are expressed in nominal pesos and are not audited.

<sup>-</sup> This press release is presented under regulation 1488 of the CNBV.

<sup>-</sup> As required by regulation 1488 of the CNBV, the financial margin includes only the commissions and fees involved in interest related earnings

#### **HIGHLIGHTS**

Total loan portfolio increased 8% if compared with June 2017.

Total loan portfolio stood at \$279,039 MM Ps in June 2017 compared with \$259,504 MM Ps in June 2016, that represented a 8% increase, mainly related to growths in both, commercial and retail loans.

Non performing loans to total loans decreased from 3.1% in 1Q17 to 2.3% in 2Q17.

Non performing loans decreased from \$8,439 MM Ps to \$6,289 MM if compared 1Q17 vs 2Q17. NPL's to total loans represented 3.1% in March 2017 compared with 2.3% in June 2017. Its important to point out that the \$2,150 MM Ps decrease was mainly related to writte-offs against fully provisioned loans that did not have any impact in the Income Statement.

Retail Loans increased 13% vs. June 2016.

Compared with June 2016, retail loans grew 13% driven by a 35% increase in the credit card portfolio reaching \$14,982 MM Ps, 26% growth in the mortgage portfolio and 19% growth in auto related loans reaching \$27,768 MM Ps.

22% growth in credit retail costumers if compared June 2017 vs June 2016.

Total retail credit customers grew from 2,452,684 in June 2016 to 2,993,848 in June 2017, that represented a 22% increase.

908 branches at the end of June 2017 compared with 874 branches in June 2016.

At the end of June 2017, Grupo Financiero Inbursa reached 908 branches that represented 34 more if compared with June 2016. Its important mentioning that 505 of the total branch network opens the 365 days of the year.

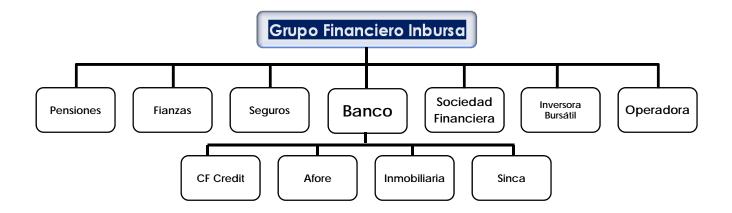
Sociedad Financiera Inbursa fully merged into CF Credit changing the name to Sofom Inbursa.

On June 1<sup>st</sup> 2017, CF Credit merged Sociedad Financiera Inbursa into CF Credit (Both companies were subsidiaries of Banco Inbursa) and changed its name to Sofom Inbursa which unconditionally assumes all assets, liabilities, capital, obligations and rights without any limitation. Its worth mentioning that this merge did not have any material effect on Banco Inbursa´s and Grupo Financiero Inbursa´s consolidated figures.

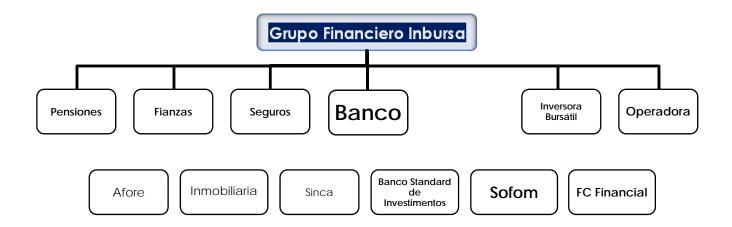


# **Corporate Structure**

# March 31, 2015



# June 30, 2017





#### GFINBUR"O" (Stock Price)

Jun'17

11,078

32,329

14.2

908

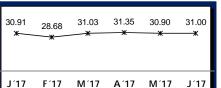
**Employees** 

**Branches** 

Sales force

# clients (MM)

ATM's (Inbursa & Agreements) 4,787



#### **CNBV GAAP**

 Mkt Value/Book Value
 1.7

 Stock price (Jun 17)
 31.00

 Outstanding shares ('000,000)
 6,654

 Debt Rating (Banco Inbursa)

 S & P
 BBB+/mxAAA

 HR Ratings
 HR AAA / HR+1

# GRUPO FINANCIERO INBURSA

(with subsidiaries and consolidated)

## **Under CNBV Rules**

Net Income									
MM Ps.	2Q1 \$	7 %	1Q17 \$	% chg vs. 1Q17	2Q16 \$	% chg vs. 2Q16	Jan 2017	- Jun 2016	%chg. vs. 2016
Banco Inbursa	1,794.8	62%	4,298.2	-58%	2,253.7	-20%	6,093.0	2,625.4	132%
Operadora	99.8	3%	90.2	11%	47.1	112%	189.9	127.6	49%
Seguros	736.4	25%	754.1	-2%	68.8	970%	1,490.5	342.2	336%
Pensiones	149.9	5%	258.8	-42%	(154.7)	N.A.	408.6	240.0	70%
Fianzas	72.6	2%	155.0	-53%	79.6	-9%	227.6	893.5	-75%
Inversora	35.0	1%	100.0	-65%	40.0	-13%	135.0	217.0	-38%
Others	15.6	1%	(5.3)	N.A.	(86.4)	N.A.	10.3	(91.5)	N.A.
Total	2,904.0	100%	5,651.0	-49%	2,248.0	29%	8,555.0	4,354.0	96%

Grupo Financiero Inbursa net income stood at \$8,555 MM Ps in 1H17 compared with \$4,364 MM Ps in the same period of the previous year. The result is mainly explained by higher financial margin, commissions and market related income partially compensated with more loan loss provisions, administrative expenses due to the retail expansion and more cost of claims in the insurance company.

Estimated Cash Flow									
Million Pesos	2012	2013	2014	2015	2016	6M17	6M16		
+ Interest Income	21,276	23,087	22,987	23,672	31,097	21,045	14,003		
+ Premiums written (Net)	14,313	14,835	14,288	15,497	17,614	9,086	9,249		
- Interest Expense	9,404	9,883	8,449	8,215	11,610	9,642	4,943		
- Increased in reserve for unearned premiums	2,438	2,804	2,204	2,513	2,887	1,722	1,876		
- Cost of claims and contractual obligations (net)	9,695	8,678	9,877	10,444	10,975	5,537	4,947		
= Financial Margin	14,051	16,557	16,745	17,997	23,239	13,230	11,486		
- Loan Loss Provisions	5,073	3,198	3,487	3,840	6,614	4,203	2,582		
= Risk Adjusted NII	8,978	13,359	13,258	14,157	16,625	9,027	8,904		
+ Commissions & Fees (net)	1,011	1,897	782	1,280	1,007	722	-43		
+ Subsidiaries Income	731	694	823	1,122	1,011	418	369		
- General Expenses	6,398	7,385	7,506	8,125	9,690	5,240	4,806		
- Taxes	1,779	3,091	3,776	3,726	3,628	2,888	1,424		
= Estimated Operating Income	2,544	5,474	3,581	4,709	5,325	2,039	3,000		
+ Market related Income	5,290	11,839	-2,768	-2,686	3,759	5,019	-728		
+ Other operational income	1,848	1,443	15,145	7,876	2,788	1,030	1,889		
= Free Cash Flow	9,682	18,756	15,958	9,899	11,872	8,088	4,161		



## **Investment by Company**

NANA De	2Q.	17	1Q17	% chg vs.	2Q16	% chg vs.
MM Ps.	\$	%	\$	1017	\$	2Q16
Banco Inbursa Consolidated	94,459.0	77%	94,490.5	0%	84,292.7	12%
Sociedad Financiera	0.0	7%	8,481.8	N.A.	5,658.3	N.A.
Sofom	14,183.9	0%	0.0	N.A.	0.0	N.A.
Afore	1,562.4	1%	1,809.9	-14%	1,468.4	23%
Sinca	9,315.8	7%	9,034.3	3%	8,330.0	8%
Inmobiliaria	1,188.7	1%	1,173.9	1%	1,123.2	5%
Operadora	1,566.6	1%	1,741.8	-10%	1,443.4	9%
Seguros Inbursa Consolidated	11,824.4	10%	12,395.0	-5%	9,061.8	30%
Patrim onial Patrim onial	1,733.8	1%	1,942.7	-11%	1,769.5	-2%
Pensiones Inbursa Consolidate	11,113.8	9%	10,948.1	2%	10,073.4	10%
Promotora	7,398.0	6%	7,341.2	1%	6,841.9	8%
Fianzas	1,625.9	1%	1,882.5	-14%	1,586.4	2%
Inversora	2,196.0	2%	2,472.0	-11%	2,190.0	0%
Holding company and others	(235.6)	0%	(1,224.0)	N.A.	(359.7)	N.A.
Total	122,550.0	100%	122,706.0	0%	108,288.0	13%

• Stockholders' equity of Grupo Financiero stood at \$122,550 MM Ps in June 2017, a 13% increase relative to the same period of the previous year. If adjusted by the dividend payment of \$3,047 MM Ps and buybacks, Stockholders' equity growth would have been 16%.

# Sources & Uses of Funds (MM Ps as of June 2017)

Million Pesos				SOURCES			
	Stockholders' Equity	Debt	Reserves	Deferred Taxes	Repo´s	Other Liabilities	Total
Banco Inbursa	94,490	266,019	12,435	0		20,653	393,598
Seguros and Patrimonial Inbursa	12,395		47,711	2,748		6,833	69,687
Pensiones Inbursa	10,948		16,113	89		53	27,204
Inversora Bursátil	2,472	86		350	4,436	87	7,431
Operadora Inbursa	1,742			169		56	1,967
Fianzas G-Inbursa	1,883		1,247	63		594	3,786
Others	(1,225)						(1,225)
TOTAL	122,705	266,105	77,505	3,419	4,436	28,276	502,447

				USES			
	Investment Portfolio	Loan Portfolio	Fixed Income MM Portfolio	Fixed Assets	Repo´s	Other Assets	Total
Banco Inbursa	7,259	276,686	67,541	3,761		38,350	393,598
Seguros and Patrimonial Inbursa	12,732	2,150	33,309	2,680		18,816	69,687
Pensiones Inbursa	55		20,017			7,131	27,204
Inversora Bursátil	54			25	6,766	586	7,431
Operadora Inbursa	627		1,264			75	1,967
Fianzas G-Inbursa	558	12	1,807	612		797	3,786
Others						(1,225)	(1,225)
TOTAL	21,286	278,848	123,938	7,078	6,766	64,530	502,447

Assets under Management: Assets in Custody:

\$ 388,370 \$2,364,8991



# **Financial Margin**

Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun-17	Jun-16	% chg
Interest Income	6,398	7,605	7,996	9,098	10,524	10,521	21,045	14,003	50.3%
Interest on loans	4,819	5,682	5,718	6,347	6,581	6,787	13,369	10,500	27.3%
Commercia Consumer Mortgages	1,825	3,358 2,198 125	3,346 2,227 145	3,693 2,485 169	3,849 2,562 170	4,164 2,457 167	8,013 5,019 337	6,240 4,023 237	28.4% 24.8% 42.0%
Financial instruments and Repo's interest income	1,313	1,566	1,897	2,148	3,422	3,400	6,822	2,879	137.0%
Others	267	357	381	602	520	334	854	623	37.0%
Premiums Written (net)	5,150	4,099	3,650	4,715	5,065	4,021	9,086	9,249	-1.8%
Interest Expenses	(2,155)	(2,788)	(2,919)	(3,748)	(4,753)	(4,889)	(9,642)	(4,943)	95.1%
Interest on deposits & funding	(1,833)	(2,371)	(2,557)	(2,970)	(3,752)	(4,216)	(7,968)	(4,204)	89.5%
Demand deposits Time deposits Unsecured notes Interbank loans	(241) (1,030)	(617) (414) (1,247) (94)	(712) (524) (1,269) (52)	(869) (464) (1,524) (114)	(1,003) (717) (1,573) (459)	(1,162) (790) (1,750) (514)	(2,165) (1,507) (3,323) (973)	(1,166) (655) (2,277) (107)	85.7% 130.1% 46.0% 812.3%
Repo´s interest expense	(312)	(391)	(515)	(572)	(936)	(700)	(1,636)	(703)	132.8%
Others	(10)	(26)	152	(206)	(65)	27	(38)	(36)	N.A.
Increased in reserve for unearned premiums	(1,459)	(417)	(198)	(813)	(1,539)	(183)	(1,722)	(1,876)	-8.2%
Cost of claims and contractual obligations (net)	(2,431)	(2,516)	(2,937)	(3,091)	(2,531)	(3,006)	(5,537)	(4,947)	11.9%
Financial Margin	5,503	5,983	5,592	6,161	6,766	6,464	13,230	11,486	15.2%

Grupo Financiero Inbursa financial margin reached \$13,230 MM Ps in 1H17 compared with \$11,486 MM Ps in 1H16, that represented a 15% increase. This result is mainly explained by the growth of the total loan portfolio with better margin. On a quarterly basis, when compared 2Q17 with 1Q17, risk adjusted net interest income grew 17% due to lower loan loss provisions.

Interest income on total loans increased 27% from \$10,500 MM Ps in 1H16 to \$13,369 MM Ps in 1H17. This result is mainly explained the growth in interest income on consumer loans from \$4,023 MM Ps to \$5,019 MM Ps in the same period, as well as higher levels of interest rates in Mexico.



# Retail

Retail loan portfolio is spread between 3 subsidiaries that in June 2017, all fully consolidate into Banco Inbursa:

%

1Q17

2Q17

**Sofom:** Personal, SME's and Credit Cards

FC Financial: Auto related loans

Banco Inbursa: Mortgages

Million Pesos

					1Q17		2Q16
Total Retail Loan Portfo	lio	71,382	100%	71,124	0%	63,207	13%
Auto Ioans	Floor Plan Retail	27,768 7,859 19,909	39% 11% 28%	27,745 7,425 20,320	0% 6% -2%	23,304 6,565 16,739	19% 20% 19%
Small and medium companies		5,010	7%	5,096	-2%	5,668	-12%
Mortgages		6,949	10%	6,997	-1%	5,516	26%
Personal		16,673	23%	16,256	3%	17,596	-5%
Credit Card		14,982	21%	15,030	0%	11,123	35%
Customers	I	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
					40/	2.452.404	220/
Total Retail Customers	S	2,993,848	100%	3,019,301	-1%	2,452,684	22%
Total Retail Customers  Auto loans	S	133,792	4%	131,117	-1% 2%	116,421	15%
	5						
Auto Ioans	S	133,792	4%	131,117	2%	116,421	15%

Compared with June 2016, retail loans grew 13% driven by a 35% increase in the credit card portfolio reaching \$14,982 MM Ps, 26% growth in the mortgage portfolio and 19% growth in auto related loans reaching \$27,768 MM Ps.

73%

2,227,429

-2%

1,667,826

2,193,433



Credit Card

32%

% chg vs.

2Q16

% chg vs.

# Retail

# **Funding (Million Pesos)**

Million Pesos	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
Total Retail Deposits	113,411	100%	110,225	3%	97,194	17%
Demand deposits	87,615	77%	84,953	3%	78,748	11%
Retail time deposits	25,796	23%	25,272	2%	18,446	40%

Retail deposits stood at \$113,411 MM Ps in 1H17 compared with \$97,194 MM Ps in 1H16, mainly related to the branch network performance.

# **Insurance (Million Pesos)**

Million Pesos	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
Total Retail Premiums	3,282	100%	3,987	-18%	3,148	4%
Automobile	1,025	31%	1,185	-14%	973	5%
Life	1,480	45%	2,076	-29%	1,412	5%
A & H	778	24%	726	7%	763	2%



# Wholesale

# Loan Portfolio (Million Pesos)

Million Pesos	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
Total Wholesale Loan Portfolio	207,657	100%	205,562	1%	196,297	6%
Commercial	172,645	83%	171,757	1%	161,432	7%
Financial Institutions	12,203	6%	11,512	6%	10,210	20%
Governmental	22,809	11%	22,293	2%	24,655	-7%

Compared with June 2017, wholesale loan portfolio increased from \$196,297 MM Ps to \$207,657 MM Ps, 6% more. This result is explained by a 8% increase in the commercial portfolio from \$161,432 MM Ps to \$172,645 MM Ps in the same period. In addition governmental loan portfolio decrease 7% reaching \$22,809 MM Ps.

# **Funding (Million Pesos)**

Million Pesos	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
Total Wholesale Funding	157,430	100%	150,481	5%	131,170	20%
Time deposits	21,030	13%	24,727	-15%	19,332	9%
Unsecured local notes	110,036	70%	98,054	12%	101,338	9%
Interbanking	26,364	17%	27,700	-5%	10,500	151%

#### **Insurance (Million Pesos)**

Milli	on Pesos	2Q17	%	1Q17	% chg vs. 1Q17	2Q16	% chg vs. 2Q16
PREI	VIIUMS	1,476	100%	1,878	-21%	1,150	28%
P & C		1,476	100%	1,878	-21%	1,150	28%



#### **BANCO INBURSA**

#### (Commercial & Investment Banking)

**Banco Inbursa** posted profits of \$6,093 MM Ps in June 2017 mainly explained by a 25.2% higher financial margin related to the growth of the loan portfolio with better mix, \$1,622 MM Ps more loan loss reserves, market related income and a 7.5% increase in administrative expenses due to more branches and acquisition cost related to the strategic alliance with Walmart. In June 2016, net income was \$2,625 MM Ps.

#### **Financial Margin**

In June 2017 financial margin stood at \$9,514 MM Ps, a 25.2% increase if compared with the same period of the previous year, a consequence of growths in the commercial and retail portfolios.

#### **Market Related Income**

Banco Inbursa posted market related gains of \$3,260 MM Ps in June 2017 compared with \$1,466 MM Ps losses in June 2016 mainly due to stocks valuation of its financial assets.

#### **Loan Loss Reserves**

Loan loss reserves decreased \$105 MM Ps during LTM and stood in \$10,373 MM Ps. On an accumulated basis this amount represents 1.5x non-performing loans and 3.7% of total loans. Through new regulation, banks in Mexico are required to provision total loans under a prospective methodology which estimates the expected losses just for the next 12 months.

#### **General Expenses**

General expenses increased 7.5% in June 2017 vs June 2016 from \$3,558 MM Ps to \$3,827 MM Ps mainly related to the growth in retail and the branch network expansion.

#### Risk Adjusted Net Interest Income

MM Ps	2Q17	1Q17	2Q16	6M17	6M16
Interest Income	8,892.2	9,273.5	6,469.2	18,165.7	12,203.0
Interest on loans	6,652.0	6,652.0	5,558.9	13,397.8	10,594.1
Repo´s interest income	389.7	389.7	549.5	520.9	955.0
Others	2,015.2	2,231.8	360.8	4,247.0	653.9
Interest Expenses	(4,338.8)	(4,312.6)	(2,508.8)	(8,651.4)	(4,606.7)
Interest on deposits & funding	(3,921.2)	(3,984.8)	(2,435.3)	(8,187.0)	(4,471.5)
Repo´s interest expense	(417.6)	(327.8)	(73.5)	(464.3)	(135.2)
Financial Margin	4,553.4	4,960.9	3,960.4	9,514.3	7,596.3
Loan Loss Reserves (Net)	(1,590.1)	(2,612.5)	(853.4)	(4,202.5)	(2,580.8)
Risk Adjusted Net Interest Income	2,963.4	2,348.4	3,107.0	5,311.8	5,015.5
Commissions and fees	1,362.9	836.9	767.7	2,199.8	1,566.6
Market related income	39.2	3,220.3	566.0	3,259.6	(1,465.9)
Other operational income (expense)	(373.3)	493.9	13.4	120.6	965.9
Operating Revenues	3,992.2	6,899.6	4,454.1	10,891.8	6,082.1

# General Expenses and Acquisition Cost

MM Ps	2Q17	1Q17	2Q16	6M17	6M16
Personnel	78.7	69.3	70.2	148.0	138.5
Administrative Expenses	1,413.9	1,515.9	1,391.6	2,929.8	2,791.7
Contributions to IPAB	262.5	270.2	228.7	532.7	441.8
Depreciations and Amortizations	116.3	100.1	142.5	216.4	186.5
General Expenses	1,871.4	1,955.5	1,833.0	3,826.9	3,558.5



# Other Selected Financial Information Earnings from Subsidiaries

MM Ps	2Q17	1Q17	2Q16	6M17	6M16
EARNINGS FROM SUBSIDIARIES	460.8	401.7	255.4	862.5	475.1
Sinca Inbursa	281.4	317.1	155.9	598.5	293.1
Afore Inbursa	102.6	118.0	93.6	220.6	204.7

## Loan Portfolio

#### **Loan Portfolio and Asset Quality**

Total loan portfolio stood at \$279,039 MM Ps in June 2017 compared with \$259,504 MM Ps in June 2016, that represented a 8% increase, mainly related to growths in both, commercial and retail loans.

Compared with June 2017, wholesale loan portfolio increased from \$196,297 MM Ps to \$207,657 MM Ps, 6% more. This result is explained by a 8% increase in the commercial portfolio from \$161,432 MM Ps to \$172,645 MM Ps in the same period. In addition governmental loan portfolio decrease 7% reaching \$22,809 MM Ps.

Compared with June 2016, retail loans grew 13% driven by a 35% increase in the credit card portfolio reaching \$14,982 MM Ps, 26% growth in the mortgage portfolio and 19% growth in auto related loans reaching \$27,768 MM Ps.

Peso loan portfolio represented 65% of total loans.

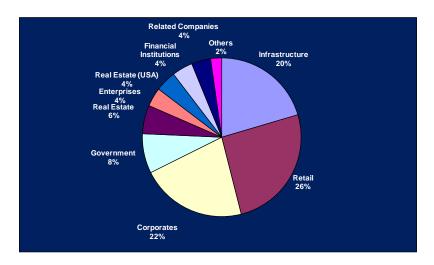
MM Ps	2Q17	%	1Q17	%	2Q16	%	
TOTAL LOAN PORTFOLIO	279,039	100%	276,686	100%	259,504	100%	
Commercial	184,737	66%	182,650	66%	171,286	66%	
Financial Institutions	12,203	4%	11,512	4%	10,210	4%	
Consumer	46,560	17%	45,243	16%	41,350	16%	
Housing	6,440	2%	6,549	2%	5,187	2%	
Governmental	22,809	8%	22,292	8%	24,655	10%	
PAST DUE LOANS	6,290	2.3%	8,440	3.1%	6,817	2.6%	
LOAN LOSS RESERVES	10,373	4%	12,435	4%	10,478	4%	
	2Q17		1Q17		2Q16		
Pesos	65%		63%		70%		
USD	35%		37%		30%		
Secured *	86%		86%		86%		
Unsecured	14%		14%		14%		
* Collateral, real guarantees and guarantors							



#### **Commercial Lending**

Banco Inbursa ranked 5<sup>th</sup> in the Mexican banking system in commercial lending with a 10% market share as of May 2017. Loan portfolio remains well diversified in many sectors such as shown.

# Loan Portfolio Breakdown by Sector



#### **Banco Inbursa Selected Ratios**

	2Q17	2Q16	System May-17
Loans / Total Assets	69.3%	70.9%	50.1%
NPL / Loan Portfolio	2.3%	2.6%	2.2%
LLR / NPL (times)	1.6	1.5	1.5

#### **Non Performing Loans**

Non performing loans decreased from \$8,439 MM Ps to \$6,289 MM if compared 1Q17 vs 2Q17. NPL's to total loans represented 3.1% in March 2017 compared with 2.3% in June 2017. Its important to point out that the \$2,150 MM Ps decrease was mainly related to writte-offs against fully provisioned loans that did not have any impact in the Income Statement.

# Non Performing Loans

MM I	Ps	MM Ps	%
NPL	31-Mar-17	8,439.0	
- Decreases in N	PL	-4,605.0	-187.5%
* Recoveries	& Restructures	-612.0	-24.9%
* Write Offs		-3,993.0	-162.6%
+ Increases in NF	PL	2,456.0	100.0%
* Exchange ra	ate effects	-50.0	-2.0%
* New NPL &	USD	2,506.0	102.0%
NPL	30-Jun-17	6,290.0	



#### **Capitalization**

Banco Inbursa registered a 18.4% TIER 1 Capital ratio as of May 2017. This figure compares positively with the ratio obtained by the market.

Capitalization Ratio						
MM Ps	31-May-17	28-Feb-17	31-May-16			
Credit Risk Assets	246,638.0	234,198.9	232,219.2			
Tier 1 Capital	26.2%	28.0%	26.9%			
Net Capital	26.2%	28.0%	26.9%			
Total Risk Assets	350,930.0	345,021.5	343,698.5			
Tier 1 Capital	18.4%	19.0%	18.2%			
Net Capital	18.4%	19.0%	18.2%			

## Risk Management

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

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

#### Value at Risk 2Q17 (MM Ps)

TYPE OF RISK	MARKET VALUE	VALUE AT RISK <sup>(1)</sup>	% VAR vs TIER 1 CAPITAL
Options	(366)	5	0.01%
Equities	5,526	123	0.19%
Swaps (Rates)	1,655	19	0.03%
Swaps (Foreign exchange)	767	649	0.97%
Swaps (Listed)	88	2	0.00%
Nominal rate	41,478	40	0.06%
Real rate	622	9	0.01%
Futures	315	3	0.00%
Forwards	325	107	0.16%
Foreign exchange	11,918	95	0.14%
Banco Inbursa	62,328	560	0.84%
TIER 1 CAPITAL (2)	66,546		

<sup>(1)</sup> Value at Risk for 1 day with a confidence level of 95% and using LTM information

# Loan Portfolio by Currency 2Q17 (MM Ps)

Currency	Loan Portfolio*	Past Due Loans	Loan Loss Reserves	Loan Loss Reserve vs Loan Portfolio (%)	Loan Loss Resrve vs Past Due Loans
MXP	176,843	5,918	9,056	5.12%	1.5
USD*	95,906	371	1,018	1%	2.7
UDI´s*	0.5	1	1	184%	0.7
Total	272,750	6,290	10,075	3.69%	1.6

<sup>\*</sup> Both figures, USD and UDI's are expressed in pesos



<sup>(2)</sup> MARCH 2017 TIER 1 CAPITAL

### SINCA INBURSA

Sinca Inbursa posted profits of \$599 MM Ps in June 2017 compared with \$293 MM Ps in June 2016, that represented a 104% increase.

# **Current Investment Portfolio**

Million pesos	Description	Acquisition Date	% Shares	Book Value Investment	%
1. Infrastructure & Transport					
1.1 Gas Natural México, S.A. de C.V.	Infrastructure	SEP 2008	14.13%	797	14.1%
1.2 Gméxico Transportes, S.A. de C.V.	Railroad	MAR 2015	8.25%	382	6.7%
1.3 Giant Motors Latinoamérica, S.A. de C.V.	Auto	JUL 2008	50.00%	213	3.8%
1.4 Infrestructura y Transporte México, S.A de C.V.	Infrastructure	NOV 2005	8.25%	103	1.8%
Total				1,495	26.4%
2. Health					
2.1 Salud Holding, S.A. de C.V.	Health	JUL 2008	62.16%	180	3.2%
2.2 Salud Interactiva, S.A. de C.V.	Health	JAN 2008	62.16%	108	1.9%
2.3 Patia Biopharma, S.A. de C.V.	Health	JUN 2013	80.00%	32	0.6%
2.4 Enesa, S.A. de C.V.	Health	DEC 2010	25.00%	0	0.0%
Total				320	5.6%
3. Software					
3.1 Aspel Holding, S.A. de C.V.	Software	JUN 2011	64.00%	243	4.3%
Total				243	4.3%
4. Financial					
4.1 Sociedad Financiera Campesina, S.A. de C.V.	Financial	AUG 2008	9.00%	9	0.2%
Total				9	0.2%
5. Content	_				
5.1 Argos Comunicación, S.A. de C.V. y Subsidiarias	Content	MAR 2007	38.00%	56	1.0%
Total				56	1.0%
6. Holding companies					
6.1 Capital Inbursa, S.A. de C.V.	Investments	DEC 2013	99.99%	3,434	60.6%
6.2 Inbursa Private Capital, S.A. de C.V.	Investments	OCT 2007	99.99%	110	1.9%
Total				3,544	62.5%
TOT	AL			5,667	100%

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.



#### <u>AFORE INBURSA</u> (Assets under management)

Afore Inbursa net income posted profits of \$221 MM Ps in June 2017 compared with \$205 MM Ps in June 2016. Stockholders' equity stood at \$1,562 MM Ps in June 2017. It's worth mentioning that in May 2017, Afore Inbursa paid a \$350 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 30%.

# Affiliate Base & Assets Under Management

Assets under management reached \$109,729 MM Ps in June 2017, a 6% increase if compared with same period last year.

Assets under management market share stood at 3.8% in June 2017. Afore Inbursa is ranked in the ninth place in the Afore system measured by assets under management.

Affiliate base amounted to 459,222 clients in June 2017.

Active workers base was 42.09% in 2Q17 vs 37.56% of the market.

Acquisition costs was \$103 MM Ps in June 2017 compared with \$108 MM Ps in June 2016.

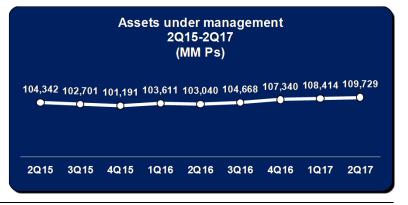
Stockholders' equity stood at \$1,562 MM Ps in June 2017. It's worth mentioning that in May 2017, Afore Inbursa paid a \$350 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 30%.

#### **Net Income**

During the first six months of 2017, net income posted profits of \$221 MM Ps compared with \$205 MM Ps in June 2016.

Selected Figures								
MM Ps	2Q17	1Q17	2Q16	6M17	6M16	% chg		
Comission Income	266.9	264.1	250.7	531.1	490.9	8.2%		
General Expenses	(125.4)	(127.9)	(118.6)	(253.4)	(244.9)	3.4%		
Administrativ e Expense	(33.8)	(37.3)	(32.3)	(71.1)	(61.2)	16.0%		
Operating Expenses	(41.0)	(38.7)	(38.4)	(79.7)	(75.7)	5.3%		
Acquisition cost	(50.6)	(52.0)	(47.9)	(102.6)	(108.0)	-5.0%		
Depreciation & Amortization	(2.2)	(2.3)	(0.9)	(4.5)	(1.7)	163.0%		
Operating Income	136.5	135.9	132.9	272.4	248.0	9.9%		
Other Income	0.1	0.9	0.1	1.0	0.6	50.2%		
Net Income	102.5	118.0	93.6	220.6	204.7	7.8%		
Investments	1,542.3	1,530.3	1,442.6	1,542.3	1,442.6	6.9%		
Fixed Assets	28.3	29.4	17.1	28.3	17.1	65.6%		
Total Assets	2,006.2	2,278.9	1,835.4	2,006.2	1,835.4	9.3%		
Stockholders' Equity	1,562.4	1,809.9	1,468.4	1,562.4	1,468.4	6.4%		

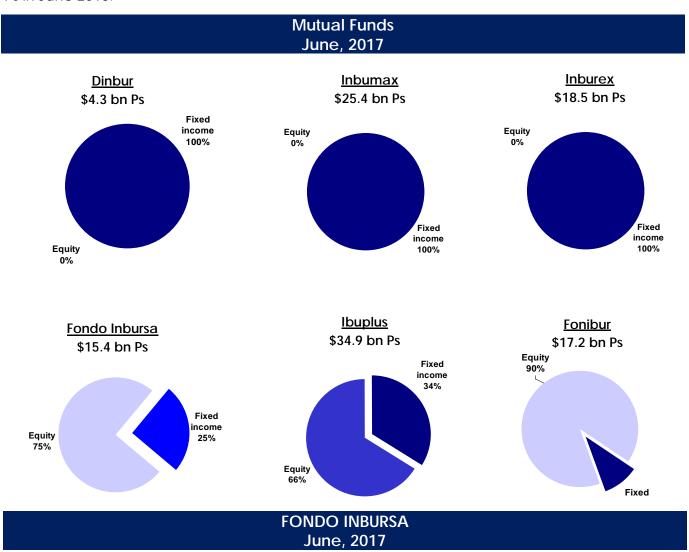
Affiliate Quality								
	2Q17	1Q17	2Q16	Mkt. Share 2Q17				
Total Clients (#)	1,091,081	1,090,809	1,100,433	2.2%				
Affiliates (#)	459,222	464,327	472,164	2.5%				
Assets Under Mngmt. (MM Ps)	109,729.5	108,413.6	103,039.8	3.8%				
	2Q17	1Q17	2Q16	Mkt. Avg 2Q17				
Avg. Min. Wages per Affiliate	5.02	5.29	5.20	4.57				
Active Workers/Affiliate	42.09%	42.57%	42.91%	37.56%				





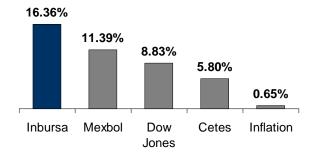
#### <u>OPERADORA INBURSA</u> (Assets under management)

Assets under management stood at \$116,214 MM Ps in June 2017 compared with \$109,200 MM Ps in June 2016.



Inbursa holds the highest profitability in USD for the last 36 years (Mar'81 - Jun'17)

#### Compound Annual Return





## <u>SEGUROS AND PATRIMONIAL INBURSA</u> (Insurance)

Seguros Inbursa's net income reached \$1,490 MM Ps in June 2017 compared with \$342 MM Ps in the same period of the previous year mainly related by more technical and net financial income partially compensated by more cost of claims. It's worth to recall that starting January 2016, insurance companies in Mexico were required to adjust its financial statements to meet Solvency II requirements in almost all the main aspects with the exception of catastrophic reserves.

Financial Information						
MM Ps	2Q17	1Q17	2Q16	6M17	6M16	% chg
Direct Premiums	4,756.9	5,862.5	4,297.9	10,619.3	9,857.2	7.7%
Retained Premiums	3,593.4	4,576.5	3,512.4	8,169.9	7,597.0	7.5%
Reserves Provisions	3.7	979.6	382.6	983.3	2,302.8	-57.3%
Technical Income	662.7	779.8	686.1	1,442.5	417.4	245.6%
Net Financial Income	994.8	798.5	74.7	1,793.4	1,063.9	68.6%
Net Income	736.4	754.1	68.8	1,490.5	342.2	335.6%
Assets	69,228.2	69,686.7	81,073.8	69,228.2	81,073.8	-14.6%
Investments	45,341.7	46,041.7	39,661.6	45,341.7	39,661.6	14.3%
Reserves	48,227.5	47,710.9	65,175.7	48,227.5	65,175.7	-26.0%
Stockholders' Equity	11,824.4	12,395.0	9,061.8	11,824.4	9,061.8	30.5%

#### **Premiums Breakdown**

Seguros + Patrimonial

Line of business	Breakdown 6M17	Growth Rate 6M17 vs 6M16	Combined Ratio 6M17	Combined Ratio 6M16	Combined Ratio 6M17	Breakdown 6M17	Growth Rate 6M17 vs 6M16
P&C	32.4%	5.4%	38.5%	108.6%	42.6%	31.6%	5.3%
Automobile	22.5%	6.9%	98.7%	74.2%	98.8%	20.8%	6.8%
Life	30.6%	-12.9%	N.A.	N.A.	N.A.	33.5%	-11.7%
A & H	14.6%	7.0%	94.9%	69.7%	94.9%	14.2%	9.8%
Total	100.0%	-0.5%	89.9%	93.9%	88.9%	100.0%	-0.3%

Stockholders´ equity stood at \$11,824 MM Ps in June 2017, after having paid a dividend of \$739 MM Ps in May 2017 compared with \$9,062 MM Ps in June 2016, a 30% increase. If adjusted by dividend payments the growth would have been 39%.



## <u>PENSIONES INBURSA</u> (Annuities)

Pensiones Inbursa's net income posted profits of \$409 MM Ps in June 2017 compared with \$240 MM Ps in the same period. Stockholders' equity reached \$11,114 MM Ps in June 2017 compared with \$10,073 MM Ps in June 2016, a 10.3% increase.

## **Selected Financial Information**

MM Ps	2Q17	1Q17	2Q16	6M17	6M16	% chg
Direct Premiums	3.6	5.1	2.6	8.7	6.9	26.1%
Reserves Provisions	(49.5)	304.0	(230.1)	254.5	(175.8)	N.A.
Acquisition cost	0.0	0.0	0.0	0.0	0.0	N.A.
Technical Income	(195.3)	(544.1)	(11.6)	(739.4)	(303.7)	N.A.
Net Financial Income	382.9	794.7	159.3	1,177.7	684.7	72.0%
Net Income	149.9	258.8	(154.7)	408.6	240.0	70.3%
Assets	27,439.1	27,203.5	25,794.5	27,439.1	25,794.5	6.4%
Investments	20,219.1	20,072.1	19,142.7	20,219.1	19,142.7	5.6%
Reserves	16,125.1	16,113.2	15,529.3	16,125.1	15,529.3	3.8%
Stockholders' Equity	11,113.8	10,948.1	10,073.4	11,113.8	10,073.4	10.3%



# <u>INVERSORA BURSATIL</u> (Brokerage House)

Inversora Bursatil posted profits of \$135 MM Ps in June 2017 vs \$217 MM Ps in June 2016. This result is explained by less income coming its investment portfolio. equity stood at Stockholders ' \$2,196 MM Ps in June 2017, after having paid a dividend of \$311 MM Ps in May 2017 compared with \$2,190 MM Ps in June 2016, a 0.3% increase. If adjusted by dividend payment the growth would have been 14.5%.

Select Figures							
MM Ps.	2Q17	1Q17	2Q16	6M17	6M16	% chg	
Operating Margin	43.0	114.0	58.0	157.0	304.0	-48.4%	
Interest Income	699.0	793.0	417.0	1,492.0	722.0	106.6%	
Net Income	35.0	100.0	40.0	135.0	217.0	-37.8%	
Total Assets	7,056.0	7,431.0	8,899.0	7,056.0	8,899.0	-20.7%	•
Investment Portfolio	6,346.0	6,753.0	8,202.0	6,346.0	8,202.0	-22.6%	
Stockholders' Equity	2,196.0	2,472.0	2,190.0	2,196.0	2,190.0	0.3%	
Assets in Custody	2,424,022.0	2,359,350.0	2,134,971.0	2,424,022.0	2,134,971.0	13.5%	

## <u>FIANZAS GUARDIANA INBURSA</u> (Bonding)

Net income reached \$155 MM Ps in June 2017 vs \$894 MM Ps same period last year a consequence of more than \$800 MM Ps reserve releases in 2016 due to the implementation of Solvency II. Stockholders´ equity stood at \$1,626 MM Ps in June 2017 compared with \$1,586 MM Ps in June 2016, a 2.5% increase. It´s worth mentioning that in May 2017, Fianzas paid a \$800 MM Ps dividend. If adjusted, Stockholders´ equity growth would have been 52.9%.

2ei	ectea	rınan	ciai in	iormai	lon	
MM Ps.	2Q17	1Q17	2Q16	6M17	6M16	% chg
Direct Premiums	464.9	546.1	482.4	1,011.0	978.4	3.3%
Technical Income	6.6	64.2	76.1	70.8	187.7	-62.3%
Earnings From Investments	29.2	26.7	23.5	55.9	36.8	52.2%
Net Income	72.6	155.0	79.6	227.6	893.5	-74.5%
Total Assets	3,172.9	3,785.7	3,274.5	3,172.9	3,274.5	-3.1%
Investments	1,656.0	2,706.2	2,264.4	1,656.0	2,264.4	-26.9%
Reserves	1,261.2	1,246.6	1,122.2	1,261.2	1,122.2	12.4%
Stockholders' Equity	1,625.9	1,882.5	1,586.4	1,625.9	1,586.4	2.5%



# APPENDIX Banco Inbursa



# CAPITALIZATION

As of May 31, 2017 Million Pesos

	TIER 1 CAPITAL	64,620		
STOCK	STOCKHOLDERS' EQUITY			
SUBOR	DINATED DEBT & CAPITALIZATION INSTRUMENTS			
LESS:	INVESMENT IN SUBORDINATED DEBT			
	INVESTMENTS IN FINANCIAL INSTITUTIONS	23,405		
	INVESTMENTS IN NON-FINANCIAL INSTITUTIONS	8		
	FINANCING GRANTED FOR THE AQUISITION OF SHARES			
	OF THE BANK OR OTHER GROUP SUBSIDIARIES			
	EXCESS ON DEFERRED TAXES			
	RESTRUCTURING CHARGES & OTHER INTANGIBLES	1,529		
	PREVENTIVE RESERVES PENDING TO BE CONSTITUITED AND CONSTITUITED			
	OTHER ASSETS			
	TIER 2 CAPITAL	0		
CAPITAI	IZATION INSTRUMENTS			
GENERA	AL PREVENTIVE RESERVES			
SUBORD	DINATED DEBT			
	TIER 1 & 2 CAPITAL	61,551		

#### RISK - WEIGHTED ASSETS

MARKET RISK - WEIGHTED ASSETS	RISK WEIGHTED ASSETS	REQUIRED CAPITAL
PESO NOMINAL INTEREST RATE OPERATIONS	22,049	1,764
PESO OR UDI REAL INTEREST RATE OPERATIONS	676	54
INTEREST RATE OPERATIONS	417	33
FOREIGN CURRENCY NOMINAL INTEREST RATE	25,134	2,011
POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION	23	2
POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE	3,909	313
POSITIONS IN GOLD	1	0
POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES	33,645	2,692
EQUITY REQUIREMENT BY GAMMA IMPACT	0	-
EQUITY REQUIREMENT BY VEGA IMPACT	32	3

TOTAL	85,884	6,871
CREDIT RISK - WEIGHTED ASSETS	RISK WEIGHTED ASSETS	REQUIRED CAPITAL
GROUP I-A	25,824	-
GROUP I-B	8	1
GROUP II		Ē
GROUP III	12,256	980
GROUP IV	3,352	268
GROUP V	2,451	196
GROUP VI	8,330	666
GROUP VII	187,707	15,018
GROUP VIII	1,250	99
GROUP IX	-	-
RELATED GROUPS	21,885	1,751
SUB-TOTAL	237,238	18,979
CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE & EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES	9,400	752
TOTAL	246,638	19,731
OPERATIONAL RISK - WEIGHTED ASSETS	RISK WEIGHTED ASSETS	REQUIRED CAPITAL
CAPITAL REQUIRMENTS FOR OPERATIONAL RISK	18,408	1,473
SUB-TOTAL	18,408	1,473
REQUIRMENT FOR TOTAL RISKS	350,930	28,075



INVESTMENT IN SECURITIES June 30, 2017 (Constant 000's Pesos as of June 30, 2017)				
TRADING PORTFOLIO	55,974,788			
Stocks	5,525,817			
Bonds	5,523,563			
Government Securities	28,520,987			
Bankers' Acceptances				
Cebur's	16,404,421			
SECURITIES HELD FOR SALE	0			
Bonds				
SECURITIES HOLD TO MATURITY	0			
Credit Link				

<b>REPURCHASE PORTFOLIO</b> June 30, 2017 (Constant 000's Pesos as of June 30, 2017)				
REPURCHASE AGREEMENTS	1,939,500			
Cetes				
Bondes	1,939,500			
Bankers' Acceptances	0			
RESELL AGREEMENTS	1,810,000			
Cetes				
Bondes	1,810,000			
Bankers' Acceptances	0			

<b>DEFERRED TAXES</b> June 30, 2017 (Constant 000's Pesos as of June 30, 2017)	
TOTAL DEFERRED TAXES	587,218
Negotiable Financial Instruments	91,371
Negotiable Financial Instruments valuation (except stocks)	61,932
Stocks	108,218
Foreign stocks	778,660
YPF Petersen stocks	(371,010)
Foreign stocks exchange rate	(210,803)
Foreign stocks (San Antonio Oil & Gas)	(74,225)
Sinca's good will amortization	(7,191)
Ternium good will amortization	0
Invex goodwill amortization	0
Lamosa good will amortization	0
CFSM good will amortization	0
NYT warrant prime amortization	0
Rosarito goodwill amortization	0
Leasing deduction	5,126
Fix assets deduction	(23,933)
Commissions amortization	(11,573)
Prepayments	7,307
Rosarito portfolio	0
Reposessed assets	(192,019)
Charge offs Reduction	(21,719)
Fiscal Diference valuation	(20,879)
Fiscal Diference valuation (Euro)	(3,540)
Swaps interest	(12,353)
Futures	15,084
Fiscal Diference valuation (Swaps)	807,636
Interest valuation	(51,336)
Financial Instruments Valuation (Bonds)	(1,175)
Swaps valuation (2007 and before)	(286,360)



# LOAN PORTFOLIO (Constant MM Pesos as of June 30, 2017)

	2Q17				
	PERFORMING LOANS	NON PERFORMING LOANS			
Commercial	184,739	2,417			
Interbank	12,203				
Consumer	46,560	3,390			
Mortgages	6,439	483			
Government	22,809				
Total	272,750	6,290			

LOAN PORTFOLIO	2Q17
Total Loan Portfolio	279,040
Loan Loss Reserves	10,373
TOTAL LOAN PORTFOLIO (NET)	268,667

LOAN PORTFOLIO BREAKDOWN BY CURRENCY										
	PESOS	UDI 's	USD	TOTAL BANK						
PERFORMING LOANS										
Commercial	104,131	80,608		184,739						
Interbank	7,400	4,803		12,203						
Consumer	46,560			46,560						
Mortgages	6,438		1	6,439						
Government	12,355	10,454		22,809						
Total Performing Loans	176,884	95,865	1	272,750						
NON PERFORMING LOANS	_									
Commercial	2,047	370		2,417						
Interbank				0						
Consumer	3,389		1	3,390						
Mortgages	483			483						
Government										
Total Non Permorming Loans	5,919	370	1	6,290						

INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES							
Loan Loss Reserves at March 31, 2017	12,496						
- Adjustment for inflation Mar '17 - Jun'17	61						
Loan Loss Reserves at June, 2017 (million nominal							
pesos)	12,435						
	<b>12,435</b> 926						
pesos)	,						



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 June 30 2017)

	Loan Subject to Clasification	Loan Los <b>s</b> Reserve <b>s</b>	(Million Pesos as of June 30, 2017)					
OAN PORTFOLIO	298,927.3	10,373.5		PORT	FOLIO		REQUIRED I	RESERVES
Commercial Loans	207,041.5	3,703.8	Risk	% of risk	Notional		% in provision	Notional
Risk "A"	189,025.3	1,274.1	Α	83.9%	250.865		0% - 0.99%	2,427
Risk "B"	12,588.9	299.8	В	10.2%	30,434		1% - 19.99%	1,198
Risk "C"	2,496.5	227.7	C	2.5%	7,511		20% - 59.99%	902
Risk "D"	1,751.2	711.0	D	-	-		60% - 89.99%	
Risk "E"	1,179.7	1,179.3		1.6%	4,904			1,902
Except Federal Govern	nment		Е	1.7%	5,213		90% - 100%	3,896
Past Due Interest		11.9	Subtotal	100%	298,927			10,325
nterbank Loans	12,202.9	388.9	Plus:			Plus:		
Risk "A"	9,723.9	319.3	Non-Classified portfolio	-	-	Aditional est	imates	1,692
Risk "B"	2,277.5	55.2	Plus:					
Risk "C"	200.6	14.1	Exceptued portfolio	0.0%	0			
Risk "D"	1.0	0.2	Total Credit Portfolio	100%	298,927	Total Reserve	es	12,017
Risk "E"	0.0	0.0						
Mortgages Loans	6,923.1	283.4	<u>NOTES:</u>					
Risk "A"	4,927.9	16.9	<ul> <li>ACCOUNTING INFORMATION ENDING JUNE 30 2017, WITH A</li> </ul>					
Risk "B"	867.7	10.3	OF JUNE 30, 2017, THIS PROC					33 GRANIED /
Risk "C"	601.3	28.6	•					IDB 4DI LALLA
Risk "D"	307.1	78.9	2- IN ACCORDANCE WITH LOAN LEAST 80% OF ITS LOAN PORT		-	INSTITUTION IS O	SLIGED TO GRADE II	NDIVIDUALLY.
Risk "E"	219.1	143.9				3 IT 6 DED 47761 IN		DC00000100
Past Due Interest		4.7	3 BASE LOAN PORTFOLIO CLA GROUP FOR MEMORANDO!					
Consumer Loans	49,950.8	5,818.3	JUNE 30, 2017.	A ALCOUNIS	AL THE END OF	THE CONSOLIDA	NED BALANCE SHEET	REPORTEDO
Risk "A"	24,379.0	637.3	4 IN ACCORDANCE WITH TH	REGULATIO	N. PREVENTIVE	RESERVES INCIU	DES THE MORTGA	SE PORTFOLL
Risk "B"	14,699.8	832.8	PROVISIONS AS OF JUNE 30,		-			
Risk "C"	4,212.5	631.4	AND "E", RESPECTIVELY.			•		.,,,,,,,,
Risk "D"	2,844.7	1,112.3	5 IN ACCORDANCE WITH TH	REGULATIO	N PREVENTIVE	RESERVES INCIU	DES THE CONSUM	ER PORTEOU
Risk "E"	3,814.9	2,572.5	PROVISIONS AS OF JUNE 30,					
Past Due Interest	5,5	32.0	"B", "C", "D" AND "E", RESPECTIV					•
Government Loans	22,809.0	179.1	6 IN ACCORDANCE WITH THE	REGULATION	I, PREVENTIVE I	RESERVES INCLUE	es an adjustmen	F OF \$49 TH.
Risk "A"	22,809.0	179.1	<ul> <li>CORRESPONDS TO THE ADDI</li> </ul>	TIONAL PROVI	ISIONS FOR INTE	REST PAYABLE OV	ER PAYABLE PORTFO	LIO
Risk "B"	22,007.0	1 / 7. 1	7 PREVENTIVE RESERVES INCLU	JDES \$1,643 T	HAT CORRESPO	ONDS TO ADITIO	NAL RESERVES FOR	OPERATIONA
INISK D			8 THE OUTCOME OF THIS CREE	NT RISK RATING	G IS INCLUDED I	N THE CONSOLID	ATED BALANCE SHEE	T REPORTED A
Rick "C"			OF JUNE 30, 2017.					
Risk "C" Risk "D"			•					



# **CNBV GAAP Financial Statements**



#### **GRUPO FINANCIERO INBURSA**

Consolidated Income Statement (quarterly)

(quarterly)								ulated -Jun
(Million Pesos.)	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16
Interest Income Premiums written (net) Interest Expense	6,398 5,150 (2,155)	7,605 4,099 (2,788)	7,996 3,650 (2,919)	9,098 4,715 (3,748)	10,524 5,065 (4,753)	10,521 4,021 (4,889)	21,045 9,086 (9,642)	14,003 9,249 (4,943)
Increased in reserve for unearned premiums Cost of claims and contractual obligations (net)	(1,459) (2,431)	(417) (2,516)	(198) (2,937)	(813) (3,091)	(1,539) (2,531)	(183) (3,006)	(1,722) (5,537)	(1,876) (4,947)
FINANCIAL MARGIN	5,503	5,983	5,592	6,161	6,766	6,464	13,230	11,486
Loan Loss Provisions	1,793	789	1,918	2,114	2,612	1,591	4,203	2,582
RISK ADJUSTED NII	3,710	5,194	3,674	4,047	4,154	4,873	9,027	8,904
Comissions and Fees income	1,178	1,491	1,471	1,981	1,445	1,991	3,436	2,669
Comissions and Fees expenses Market-Related Income	(1,273) (576)	(1,439) (152)	(615) 674	(1,787) 3,813	(1,496) 4,189	(1,218) 830	(2,714) 5,019	(2,712) (728)
Other operational income (expense)	1,204	685	(277)	1,176	925	105	1,030	1,889
Non-Interest Expense	(2,247)	(2,559)	(2,265)	(2,619)	(2,607)	(2,633)	(5,240)	(4,806)
OPERATING INCOME	1,996	3,220	2,662	6,611	6,610	3,948	10,558	5,216
Subsidiaries' Net Income	227	142	244	398	360	58	418	369
NET INCOME BEFORES TAXES	2,223	3,362	2,906	7,009	6,970	4,006	10,976	5,585
Incurred Income Tax & Profit Sharing	(467)	(957)	(1,302)	(902)	(1,199)	(1,689)	(2,888)	(1,424)
Deferred Income Tax (net)	350	(157)	676	(273)	(120)	587	467	193
RESULTS FROM CONTINUED OPERATION	2,106	2,248	2,280	5,834	5,651	2,904	8,555	4,354
Discontinued Operations & Extraordinary Items	0	0	0	0	0	0	0	0
NET INCOME	2,106	2,248	2,280	5,834	5,651	2,904	8,555	4,354
MINORITARY INTEREST	(5)	(43)	(51)	63	(1)	38	37	(48)



# **GRUPO FINANCIERO INBURSA** Consolidated Balance Sheet

Million Pesos

ASSETS	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17
Cash & Due From Banks	26,239	21,577	19,686	19,145	18,852	24,969
Margin Accounts	492	2,702	2,086	4,895	0	842
Financial Instruments	94,941	92,449	94,300	132,623	126,825	129,383
Negotiable	66,551	64,281	66,165	106,978	101,199	103,691
For Sale	11,594	10,761	10,679	9,698	9,309	9,346
Held to Maturity	16,796	17,407	17,456	15,947	16,317	16,346
Repos & Derivatives	14,783	10,204	18,291	11,183	20,256	11,126
Repo Operations	1,665	640	9,729	309	4,077	183
Securities to be received in credit Operations	0	0	0	0	0	0
Derivatives	13,118	9,564	8,562	10,874	16,179	10,943
Adjusted Valuation for Financial Assets	863	874	854	647	616	608
LOANS	235,848	252,687	270,474	275,504	268,247	272,750
Commercial	168,160	171,285	181,318	189,084	182,650	184,738
Interbank	9,473	10,210	11,456	11,371	11,512	12,203
Consumer	39,361	41,350	43,414	44,829	45,243	46,560
Housing	4,589	5,187	5,951	6,540	6,549	6,440
Governments	14,265	24,655	28,335	23,680	22,293	22,809
FOBAPROA	0	0	0	0	0	0
PAST-DUE LOANS	7,608	6,817	7,271	7,806	8,439	6,289
TOTAL GROSS LOANS	243,456	259,504	277,745	283,310	276,686	279,039
Loan Loss Reserves	10,689	10,437	11,547	12,047	12,434	10,332
TOTAL NET LOANS	232,767	249,067	266,198	271,263	264,252	268,707
Insurance and bonding companies	390	1,692	1,654	1,716	1,675	1,662
Premium debtors (net)	7,859	7,218	7,079	7,825	8,329	8,804
Reinsurance and rebonders	31,433	30,521	31,889	31,938	12,170	12,052
Receivables, Sundry Debtors & Adv. Payments (net)	20,325	31,683	28,148	22,664	15,237	16,661
Repossessed Assets (net)	2,960	2,935	2,024	2,011	1,858	2,003
Fixed Assets (net)	6,117	6,154	5,944	6,401	6,316	6,259
Permanent Equity Investments	12,430	12.593	12.700	13,298	13,424	13,820
	0	0	0	•	13,424	•
Deferred taxes (net)				0		0
Other assets, deferred charges & intangible	4,160	4,617	5,137	4,739	4,881	5,770
TOTAL ASSETS	455,759	474,286	495,990	530,348	494,691	502,666



LIABILITIES	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17
DEPOSITS	213,256	217,864	232,337	235,647	233,006	244,477
Demand Deposits	81,262	78,748	77,575	81,775	84,953	87,615
Time Deposits	34,050	37,778	50,372	41,836	49,999	46,826
Unsecured Notes (CEBURES)	97,944	101,338	104,390	112,036	98,054	110,036
INTERBANK LOANS & OTHER	7,437	10,500	16,113	28,208	27,700	26,364
TECHNICAL RESERVES	83,349	82,563	84,714	85,072	65,030	65,571
	29,437	30,553	32,422	39,011	20,491	20,135
Repo Operations	6,722	6,227	6,650	11,215	4,423	4,289
Credit related operations						
Derivatives	22,715	24,326	25,772	27,796	16,068	15,846
Adjusted Valuation for Fianacial Liabilities	0	0	0	0	0	0
REINSURANCE AND REBONDERS	1,241	976	1,254	773	1,118	1,090
OTHER ACCOUNTS PAYABLE	9,998	20,781	17,223	20,106	20,847	19,634
Income tax & Employee profit sharing	906	1,765	3,026	2,055	3,063	2,807
Other accounts payable	9,092	19,016	14,197	18,051	17,784	16,827
DEFERRED TAXES	1,193	1,762	1,125	2,906	2,380	1,382
DEFERRED CREDITS	896	999	1,116	1,275	1,413	1,463
TOTAL LIABILITIES	346,807	365,998	386,304	412,998	371,985	380,116
STOCKHOLDERS EQUITY						
SUSCRIBED CAPITAL	27,403	27,401	27,398	27,394	27,391	27,388
Paid-in Capital	14,202	14,200	14,197	14,193	14,190	14,187
Share Subscription Premium	13,201	13,201	13,201	13,201	13,201	13,201
Subordinated debt	0	0	0	0	0	0
EARNED CAPITAL	81,447	80,797	82,190	89,853	95,205	95,068
Capital Reserves	2,776	2,600	2,382	2,088	1,864	3,507
Retained Earnings	77,531	74,767	74,046	76,304	88,660	84,017
Valuation surplus (Deficit) of available for sale instruments	(971)	(971)	(971)	(971)	(971)	(973)
Result from conversion of foreign transactions	0	0	0	0	0	0
Valuation effects on affiliates and associated firms	0	0	0	0	0	0
Surplus (deficit) from Equity Restatement	0	0	0	0	0	0
Net Income of the period	2,111	4,401	6,733	12,432	5,652	8,517
Minority Interest	102	90	98	103	110	94
TOTAL STOCKHOLDERS' EQUITY	108,952	108,288	109,686	117,350	122,706	122,550



# GRUPO FINANCIERO INBURSA MEMORANDUM ACCOUNTS Million Pesos

CUSTOMER POSITION ACCOUNTS	Jun-17	COMPANY POSITION ACCOUNTS	Jun-17
CUSTOMER CURRENT ACCOUNTS	359		
Customer bank balances	2	Contingency assets and liabilities	61,171
Custumer transaction liquidations	357	Assets under trust	370,781
Client loans		Assets under custody or administration	388,370
		Irrevocable lines of credit granted	
CUSTOMER SECURITIES	2,364,899	Shares held in custody	
Assets in custody or under administration	2,364,899	Other contingent obligations	88,067
Assets received in guarantee		Collaterals	78,245
		Others	1,271,695
TRANSACTIONS ON BEHALF OF CUSTOMERS			
Customer Repos	41,219	-	
Customer Securities Loans			
Purchase of Derivatives			
Collaterals recevied	43		
Trusts	41,262	<u>-</u>	
TOTAL CUSTOMER POSITION	2,406,520	TOTAL OWN POSITION	2,258,329



#### **GRUPO FINANCIERO INBURSA** STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2017 (MM PS) Jun-17 OPERATING ACTIVITIES Net Income 8,517 Subsidiaries' Income (418) Depreciation & Amortization 274 Deferred assets Amortization Technical reserves 1,722 Loan Loss Reserves 239 Market Related Result Valuation Result Losses Deferred taxes 2.421 Others 12,755 Margin Accounts 4,053 Financial Instruments 3,241 Repos Debtors 125 Derivatives (Assets) (70) Cash increase (decrease) from Loan Portfolio 2,556 Insurance and bonding accounts 54 Premium debtors (979)Reinsurances and rebonding (Assets) 19,886 Repossed Assets 9 Operative Assets Cash increase (decrease) from funding 4,959 8,829 Banking Loans & Other Financial Institutions (1,845)(6,926) Repos Derivatives (Liabilities) (11,951) Reinsurances and rebonding (Liabilities) 317 Operative Liabilities (1,952)Taxes (3,754)Others (21, 182)(4,630) Cash flow from operating activities 8,125 Financing Activities (1,610) Repurchases stock program (458) Dividends Payment (1,610) Spin-Offs Cash Flow From Financing Activities (2,068)Investments Activities Buy(sell) of fixed permanent stocks Buy(sell) of fixed assets (120)Receivables, Sundry Debtors & Adv. Payments Subsidiaries Repossessed Property Buy(sell) cash dividends Deferred Taxes Other Accounts Payable & Recievable (113)Cash Flow From Investment Activities (233)Net Increase in Cash 5,824 Cash at beginning of the period 19,145 Cash at end of period 24,969



BANCO INBURSA									
Consolidated Income Statement	_								
Million Pesos	1Q17	2Q17	1	Acumulated Jun '17 Jun '16					
Interest Income	1Q16 5,733.8	2Q16 6.469.2	<b>3Q16</b> 6.958.9	<b>4Q16</b> 8.067.2	9.273.5	8.892.2	1	18.165.7	12,203.0
Interest Expense	2,097.9	2,508.8	2,799.2	3,373.9	4,312.6	4,338.8		8,651.4	4,606.7
Financial Margin	3,635.9	3,960.4	4,159.6	4,693.4	4,960.9	4,553.4		9,514.3	7,596.3
Loan Loss Provisions	1,727.3	853.4	1,918.0	2,114.9	2,612.5	1,590.1		4,202.5	2,580.8
Risk Adjusted Net Interest Income	1,908.6	3,106.9	2,241.6	2,578.4	2,348.4	2,963.4		5,311.8	5,015.5
Comissions and Fees	798.9	767.7	921.7	1,116.5	836.9	1,362.9		2,199.8	1,566.6
Market-Related Income	(2,032.0)	566.0	200.7	1,674.2	3,220.3	39.2		3,259.6	(1,465.9)
Other operational income (expense)	952.5	13.4	(84.6)	225.7	493.9	(373.3)		120.6	965.9
Operating Revenues	1,628.0	4,454.1	3,279.4	5,594.9	6,899.6	3,992.2		10,891.8	6,082.1
Non-Interest Expense	1,725.5	1,833.0	1,718.3	1,804.4	1,955.5	1,871.4		3,826.9	3,558.5
Operating Income	(97.5)	2,621.1	1,561.2	3,790.5	4,944.1	2,120.8		7,064.9	2,523.6
Other Income (Expenses)	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0
Earnings Before Taxes	(97.5)	2,621.1	1,561.2	3,790.5	4,944.1	2,120.8		7,064.9	2,523.6
Incurred Income Tax & Profit Sharing	295.6	427.5	1,168.0	386.1	795.5	1,338.5		2,134.0	723.1
Deferred Income Tax	(562.2)	210.4	(818.6)	103.4	202.9	(634.4)		(431.6)	(351.8)
Net Income Before Subsidiaries' Net Income	169.1	1,983.2	1,211.8	3,300.9	3,945.7	1,416.7		5,362.4	2,152.3
Subsidiaries' Net Income	219.7	255.4	307.5	296.6	401.7	460.8		862.5	475.1
Continous Operations' Net Income	388.8	2,238.6	1,519.3	3,597.6	4,347.5	1,877.5		6,225.0	2,627.4
Discontinued Operations & Extraordinary Items	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0
Minority Interest	(17.1)	15.0	(21.0)	21.3	(49.2)	(82.7)		(131.9)	(2.1)
Net Income	371.7	2,253.7	1,498.3	3,618.8	4,298.2	1,794.8		6,093.0	2,625.4



# **BANCO INBURSA**

Consolidated Balance Sheet Million Pesos

		_
VIII	lıon	Pesos

Assets	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Cash & Due From Banks	26,386.9	21,753.3	19,909.9	19,292.8	19,020.5	25,150.0
Margin Accounts	491.9	2,701.6	2,086.2	4,895.1	0.0	841.7
Financial Instruments	28,054.2	30,061.1	26.903.3	63,253.5	54,849.2	57,776.4
Negotiable	28,054.2	30,061.1	26,903.3	63,253.5	54,849.2	57,776.4
For Sale	0.0	0.0	0.0	0.0	0.0	0.0
Held to Maturity	0.0	0.0	0.0	0.0	0.0	0.0
Unlisted Securities	0.0	0.0	0.0	0.0	0.0	0.0
Repos & Derivatives	14,929.0	10,223.0	18,287.8	10,872.7	20,254.7	11,066.7
Repo Operations	1,662.2	609.2	9,714.4	0.0	4,077.2	129.5
Securities to be received in credit Operations	0.0	0.0	0.0	0.0	0.0	0.0
Derivatives	13,266.8	9,613.9	8,573.4	10,872.7	16,177.5	10,937.2
Adjusted Valuation for Financial Assets	862.9	874.0	853.6	647.2	615.8	607.8
LOANS	235,848.3	252,687.0	271,976.3	275,504.1	268,246.8	272,749.6
Commercial	168,160.6	171,285.8	182,820.7	189,084.1	182,649.9	184,737.5
Interbank	9,472.7	10,209.9	11,456.3	11,370.6	11,512.3	12,203.0
Consumer	39,360.8	41,349.9	43,414.0	44,828.8	45,243.0	46,560.4
Housing	4,589.4	5,186.6	5,950.7	6,540.3	6,549.2	6,439.7
Governments	14,264.8	24,654.8	28,334.5	23,680.4	22,292.4	22,809.0
FOBAPROA	0.0	0.0	0.0	0.0	0.0	0.0
Past-Due Loans	7,608.1	6,817.2	7,271.2	7,805.7	8,439.6	6,289.8
Total Gross Loans	243,456.4	259,504.2	279,247.5	283,309.8	276,686.4	279,039.4
Preventive Provision for Credit Risks	(10,730.0)	(10,478.1)	(11,587.8)	(12,087.6)	(12,434.7)	(10,373.3)
Total Net Loans	232,726.3	249,026.1	267,659.7	271,222.2	264,251.7	268,666.1
Receivables,Sundry Debtors & Adv. Payments	19,530.4	30,882.4	27,356.3	21,876.5	14,452.7	15,755.0
Fixed Assets (net)	1,857.6	1,896.9	1,879.9	2,047.4	1,781.9	1,948.2
Repossessed Property	2,888.1	2,862.5	1,947.9	1,934.8	1,979.5	1,926.3
Permanent Equity Investments	12,053.3	12,272.7	12,373.0	14,320.8	12,873.0	13,634.5
Deferred taxes (net)	1,104.0	524.8	1,286.4	210.5	479.8	1,344.0
Other assets, deferred charges & intangible	2,996.8	3,127.5	3,205.6	2,966.1	3,038.8	3,716.7
TOTAL ASSETS	343,881.5	366,206.0	383,749.4	413,539.6	393,597.6	402,433.3



	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Deposits	221,629.1	228,044.4	239,684.5	247,516.0	238,053.4	249,475.3
Demand Deposits	81,534.8	78,998.3	77,829.2	81,996.5	85,130.3	87,821.4
Time Deposits	35,929.3	41,997.4	51,315.2	47,727.0	50,990.7	47,822.7
Unsecured Notes (CEBURES)	104,165.0	107,048.7	110,540.0	117,792.5	101,932.4	113,831.2
Interbank Loans & Other	9,781.2	11,684.0	17,614.8	29,712.5	27,966.0	26,362.9
Repo Operations	0.0	0.0	0.0	0.0	0.0	0.0
Credit Related Operations	0.0	0.0	0.0	0.0	0.0	0.0
Derivatives	22,740.8	24,326.1	25,772.4	27,796.4	16,068.0	15,842.6
Other Accounts Payable	6,583.9	16,020.4	12,489.8	14,933.2	14,514.1	13,292.0
Income Tax & Employee Profit Sharing	258.8	1,044.4	2,132.5	736.6	1,360.4	1,829.4
Deferred Taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred Credits	755.8	793.9	898.9	1,027.1	1,145.3	1,172.2
TOTAL LIABILITIES	261,749.5	281,913.3	298,592.9	321,721.9	299,107.1	307,974.3
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	56,867.7	59,028.4	59,892.2	66,553.3	69,226.2	69,194.7
Capital Reserves	9,904.5	10,901.3	10,901.3	10,901.3	10,901.3	11,668.7
Retained Earnings	43,291.9	42,130.6	42,173.7	42,383.2	48,777.4	47,444.0
Income of Changes on Accounting Principles	1,059.0	1,030.3	1,016.2	873.9	829.6	0.0
Available for Sale	0.0	0.0	0.0	0.0	0.0	0.0
Held to Maturity	0.0	0.0	0.0	0.0	0.0	
Acumulated conversion effect	(15.6)	73.9	92.8	126.4	98.6	51.2
Surplus (deficit) from equity restatement	(450.5)	(394.2)	(1,072.9)	1,781.8	1,564.3	1,624.1
Net income of the period	371.7	2,629.5	4,169.8	7,742.5	4,298.2	6,093.0
Minority Interest	2,706.6	2,656.9	2,611.4	2,744.3	2,756.8	2,754.3
Total Stockholders´ Equity	82,132.0	84,292.7	85,156.5	91,817.6	94,490.5	94,459.0
LIABILITIES & STOCKHOLDERS' EQUITY	343,881.5	366,206.0	383,749.4	413,539.6	393,597.6	402,433.3



MEMORANDUM ACCOUNTS											
Million Pesos	1Q16	1Q16 2Q16		4Q16	1Q17	2Q17					
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	82,210.2	99,026.0	99,757.8	102,579.2	98,953.3	88,557.5					
Goods in Trust or Mandate	392,206.9	389,055.3	383,275.6	385,785.9	381,498.4	370,781.1					
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	438,735.0	412,785.5	392,472.6	410,796.0	401,566.8	386,643.0					
Collaterals received	5,667.5	14,956.2	43,713.1	39,012.8	47,956.1	3,752.7					
Amounts Contracted in Derivative Instruments	0.0	0.0	0.0	0.0	0.0	0.0					
Other accounts	1,015,335.0	1,110,769.6	1,174,791.4	1,244,567.6	1,216,428.4	1,225,307.2					
	1,934,154.5	2,026,592.6	2,094,010.4	2,182,741.6	2,146,403.1	2,075,041.4					



#### BANCO INBURSA, S.A. STATEMENT OF CHANGES IN FINANCIAL SITUATION AT JUNE 30, 2017 (MM PS) Jun-17 OPERATING ACTIVITIES Net Income 6,093 Subsidiaries' Income (863) Depreciation & Amortization 220 Loan Loss Reserves 59 Market Related Result Valuation Result Deferred taxes 1,702 Provisions Others 7,212 Margin Accounts 4,053 Financial Instruments Repos debtors 5,477 (130)Derivatives (Assets) (1,799)Cash increase (decrease) from Loan Portfolio 2,556 Repossed Assets 9 6.121 Operative Assets Cash increase (decrease) from demand deposits & time deposits 5,925 Unsecured notes (3,966)Banking Loans & Other Financial Institutions (3,350)(7,653) Derivatives (Liabilities) Operative Liabilities (1,788) Taxes (1,743)Coverage instruments (2,224)1,491 Cash flow from operating activities 8,702 Financing Activities (925) Dividends Payment (925)Spin-Offs Minoritary interest 10 Others (1,029)Cash Flow From Financing Activities (1,944) Investments Activities Buy(sell) of fixed permanent stocks Buy(sell) of fixed assets (109) Permanent investments Receivables, Sundry Debtors & Adv. Payments (30) Deferred Charges Repossessed Property Other assets, deferred charges & intangible Deferred Taxes Others (762)Cash Flow From Investment Activities (902) Net Increase in Cash 5,857 Cash at beginning of the period 19,293 25,150 Cash at end of period



		7					Acumulated		
Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16	
Earnings from Investment Sales	1.0	0.9	0.8	0.8	4.1	4.4	8.5	1.9	
Asset Management Income	136.5	136.8	138.9	140.1	141.8	150.4	292.2	273.2	
Earnings form Interest	0.2	0.1	0.1	0.1	0.1	0.1	0.2	0.3	
Unrealized Gain on Portfolio Valuation	23.9	(16.4)	22.6	27.8	11.1	405.2	416.3	7.4	
Total Earnings	161.5	121.3	162.4	168.8	157.1	560.1	717.2	282.9	
General Expenses	64.3	63.2	64.4	66.6	66.4	70.3	136.6	127.5	
Total expenses	64.3	63.2	64.4	66.6	66.4	70.3	136.6	127.5	
Earnings Before Taxes	97.3	58.1	98.0	102.2	90.7	489.8	580.5	155.4	
Incurred Income Tax & Profit Sharing	27.2	17.4	26.6	41.1	18.9	34.8	53.7	44.6	
Net Income Before Deferred Accounts	70.0	40.8	71.4	61.1	71.8	455.1	526.9	110.8	
Earnings from subsidiaries	10.4	6.4	12.6	63.1	18.4	(355.3)	(336.9)	16.8	
Unadjusted for monetary position result	80.5	47.1	84.0	124.2	90.2	99.8	189.9	127.6	
Net income result actualization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Net income	80.5	47.1	84.0	124.2	90.2	99.8	189.9	127.6	



## **OPERADORA INBURSA** BALANCE SHEET Million Pesos 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 **ASSETS** Cash 0.0 0.0 0.0 0.0 0.0 0.0 Banks 0.2 0.3 0.9 0.1 0.2 0.2 Negotiable Instruments 982.4 1,004.8 1,075.1 1,178.6 1,264.5 1,455.1 Sundry Debtors 57.7 54.5 55.5 56.1 59.7 60.9 Provisional Payments 13.9 36.3 58.3 0.0 15.3 39.6 Permanent investments 566.0 572.3 590.4 609.0 627.4 272.1 Receivable Taxes 0.0 0.0 0.0 0.0 0.0 0.0 TOTAL ASSETS 1,620.1 1,668.1 1,779.4 1,843.9 1,967.2 1,828.6 **LIABILITIES & STOCKHOLDERS' EQUITY** 0.0 Sundry Creditors 24.6 23.1 23.6 5.6 25.4 26.5 Payable Taxes 31.9 55.1 76.4 15.9 30.8 58.0 Deferred Income Tax 152.5 146.5 152.0 170.7 169.1 177.5 TOTAL LIABILITIES 209.0 224.7 251.9 192.2 225.4 262.0 STOCKHOLDERS' EQUITY Stockholders' Equity 23.9 23.9 23.9 23.9 23.9 23.9 Legal Reserve 4.4 4.4 4.4 4.4 4.4 4.4 Retained Earnings 1,302.2 1,287.5 1,287.5 1,287.5 1,623.3 1,348.3 Surplus (deficit) from equity restatement 0.0 0.0 0.0 0.0 0.0 0.0 189.9 Net income 80.5 127.6 211.6 335.8 90.2 TOTAL STOCKHOLDERS' EQUITY 1.411.0 1.443.4 1.527.5 1.651.7 1.741.8 1.566.6 TOTAL LIABILITIES & STOCKHOLDERS' EQUITY 1,620.1 1,668.1 1,779.4 1,843.9 1,967.2 1,828.6



INVERSORA BURSATIL Income Statement								
	1						Acum	ulated
Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16
Commisions & Tariffs	72.0	98.0	94.0	117.0	81.0	98.0	179.0	170.0
Earnings From Services	72.0	98.0	94.0	117.0	81.0	98.0	179.0	170.0
Income from sale of securities	65.0	61.0	66.0	91.0	106.0	115.0	221.0	126.0
Interest Income	305.0	417.0	524.0	674.0	793.0	699.0	1,492.0	722.0
Interest Expense	(324.0)	(410.0)	(533.0)	(719.0)	(835.0)	(724.0)	(1,559.0)	(734.0)
Unrealized gain on Portfolio Valuation	200.0	(31.0)	44.0	14.0	44.0	(72.0)	(28.0)	169.0
Financial Margin	246.0	37.0	101.0	60.0	108.0	18.0	126.0	283.0
Operating Income	318.0	135.0	195.0	177.0	189.0	116.0	305.0	453.0
General Expenses	72.0	77.0	75.0	73.0	75.0	73.0	148.0	149.0
Operating Margin	246.0	58.0	120.0	104.0	114.0	43.0	157.0	304.0
Other Expenses (Income)	0.0	0.0	(6.0)	(1.0)	(4.0)	1.0	(3.0)	0.0
Net Income Before Income Tax & Profit Sharing	246.0	58.0	126.0	105.0	118.0	42.0	160.0	304.0
Incurred Income Tax & Profit Sharing	9.0	26.0	18.0	15.0	5.0	27.0	32.0	35.0
Deffered Income Tax	60.0	(8.0)	13.0	3.0	13.0	(20.0)	(7.0)	52.0
Donorou moomo rux	00.0	(0.0)	10.0	0.0	10.0	(20.0)	(1.0)	02.0
Net Income Before Subsidiaries' Net Income	177.0	40.0	95.0	87.0	100.0	35.0	135.0	217.0
Subsidiaries' Net Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	177.0	40.0	95.0	87.0	100.0	35.0	135.0	217.0



### **INVERSORA BURSATIL** Million Pesos 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 **ASSETS** Cash & Banks 0.0 2.0 6.0 2.0 1.0 2.0 FINANCIAL INSTRUMENTS 8,936.0 8,202.0 8,762.0 13,476.0 6,753.0 6,346.0 13,476.0 8,202.0 8.762.0 6,346.0 Negotiable 8,936.0 6,753.0 Under repurchase receivable agreements 0.0 0.0 0.0 0.0 0.0 0.0 Repos & Derivatives 7.0 8.0 5.0 9.0 13.0 13.0 Repo Operations 7.0 8.0 5.0 9.0 13.0 13.0 Other accounts receivable 67.0 64.0 43.0 17.0 28.0 29.0 0.0 0.0 0.0 0.0 0.0 0.0 Fixed assets net 14.0 13.0 12.0 25.0 25.0 22.0 0.0 0.0 0.0 0.0 0.0 0.0 Permanent equity investments 1.0 1.0 1.0 1.0 1.0 1.0 Other Assets 557.0 609.0 636.0 582.0 609.0 643.0 TOTAL ASSETS 9,582.0 8,899.0 9,460.0 14,116.0 7,431.0 7,056.0 **LIABILITIES & STOCKHOLDERS' EQUITY** LIABILITIES 6,726.0 Securities & Derivatives 6,224.0 6,660.0 11,216.0 4,436.0 4,294.0 Repo Operations 6,726.0 6,224.0 6,660.0 11,216.0 4,436.0 4,294.0 127.0 164.0 191.0 173.0 Other Account Payable 181.0 236.0 Income Tax & Employee profit sharing provision 41.0 68.0 88.0 105.0 69.0 115.0 Sundry creditors & other accounts payable 86.0 96.0 93.0 86.0 104.0 121.0 Deferred taxes 329.0 321.0 334.0 337.0 350.0 330.0 **Total Liabilities** 7,182.0 6,709.0 7,175.0 11,744.0 4,959.0 4,860.0 STOCKHOLDERS' EQUITY Suscribed capital 1,608.0 1,608.0 1,608.0 1,608.0 1,608.0 1,608.0 Paid-in capital 1,608.0 1,608.0 1,608.0 1,608.0 1,608.0 1,608.0 Earned Capital 792.0 582.0 677.0 764.0 864.0 588.0 Capital reserves 322.0 322.0 322.0 322.0 322.0 322.0 293.0 43.0 43.0 43.0 442.0 131.0 Retained earnings Valuation effect in financial instruments 0.0 0.0 0.0 0.0 0.0 0.0 Surplus (deficit) of equity restatement 0.0 0.0 0.0 0.0 0.0 0.0 Net icome 177.0 217.0 312.0 399.0 100.0 135.0 Stockholders' Equity 2,400.0 2,190.0 2,285.0 2,372.0 2,472.0 2,196.0 Total Liabilities & Stockholders' Equity 9,582.0 8,899.0 9,460.0 14,116.0 7,431.0 7,056.0



SEGUROS INBURSA								
Income Statement								ulated
Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16
Premiums written	5,559.4	4,297.9	4,629.7	4,742.8	5,862.5	4,756.9	10,619.3	9,857.2
Premiums ceded	1,474.7	785.5	1,551.6	533.3	1,285.9	1,163.5	2,449.5	2,260.2
Retained Premiums	4,084.7	3,512.4	3,078.1	4,209.5	4,576.5	3,593.4	8,169.9	7,597.0
Increased in reserve for unearned premiums	1,920.2	382.6	(96.9)	553.1	979.6	3.7	983.3	2,302.8
Retained earned premiums	2,164.4	3,129.8	3,175.0	3,656.4	3,596.9	3,589.7	7,186.5	5,294.2
Net Acquisition Cost	645.9	560.2	500.0	595.2	895.2	603.5	1,498.7	1,206.1
Commisions to agents	415.6	275.9	285.1	318.8	319.7	309.0	628.7	691.6
Additional compensation to agents	136.7	133.7	100.9	106.1	111.1	125.4	236.5	270.5
Commisions for re-insurance taken	9.3	7.5	2.1	4.7	6.7	4.4	11.1	16.8
Commisions for re-insurance given	(178.6)	(114.2)	(129.9)	(94.1)	(154.3)	(119.4)	(273.6)	(292.8)
Coverage on losses excess	68.2	64.5	65.9	77.0	78.7	76.3	155.0	132.7
Others	194.7	192.8	175.8	182.6	533.3	207.7	741.1	387.4
Net cost of claims and contractual obligations	1,787.2	1,883.5	2,261.6	2,426.5	1,921.9	2,323.4	4,245.3	3,670.7
Claims and other contractual obligations	1,791.8	2,080.3	2,261.0	2,430.6	1,809.6	2,343.8	4,153.4	3,872.0
Claims recovered from re-insurance	4.5	196.8	(0.6)	4.1	(112.2)	20.4	(91.8)	201.3
Other claims	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Technical Income	(268.7)	686.1	413.4	634.7	779.8	662.7	1,442.5	417.4
Net Increase in other technical reserve	199.4	258.7	244.2	143.7	138.9	176.5	315.3	458.1
Catastrophic risks reserves	196.4	254.7	238.5	137.4	155.9	175.6	331.5	451.1
Preventions reserves	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Contingency claim reserves	3.1	4.8	5.5	6.7	(16.9)	0.9	(16.1)	7.9
Other reserves	(0.1)	(0.9)	0.2	(0.4)	(0.1)	(0.0)	(0.1)	(1.0)
Gross profit	(468.2)	427.4	169.3	491.0	640.9	486.2	1,127.2	(40.7)
Net operating expenses	308.7	350.8	401.9	528.2	455.8	512.3	968.1	659.5
Administrative and operating expenses	(259.7)	(244.2)	(231.7)	(267.4)	(302.3)	(271.6)	(573.9)	(504.0)
Personnel expenses	552.8	579.8	618.3	780.2	739.8	766.7	1,506.5	1,132.6
Depreciation and amortization	15.6	15.2	15.3	15.4	18.3	17.2	35.5	30.8
Operating Profits	(776.8)	76.6	(232.6)	(37.2)	185.1	(26.0)	159.1	(700.3)
Net Financial Income	989.1	74.7	704.7	1,751.5	798.5	994.8	1,793.4	1,063.9
On investments	323.8	386.4	365.7	461.2	432.8	659.2	1,091.9	710.2
Investments sales	4.5	104.0	37.5	184.7	4.9	18.0	22.9	108.6
Investments revaluation	612.8	(436.3)	251.1	1,007.9	327.2	239.2	566.4	176.6
Charges on premiums	57.1	42.9	44.0	45.5	47.0	49.7	96.6	100.0
Others	3.9	4.0	8.1	60.1	6.8	2.9	9.7	8.0
Forex	(13.1)	(26.3)	(1.6)	(8.0)	(20.1)	25.9	5.7	(39.4)
Participated income from permanent investments	114.5	(8.9)	13.9	230.6	(0.4)	30.4	30.0	105.6
Income before income taxes & employee profit sharing	326.8	142.4	486.0	1,944.9	983.2	999.2	1,982.4	469.2
Provision for income tax	53.4	73.6	136.6	456.4	229.1	262.8	491.9	127.1
Provision for employee profit sharing	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Subsidiaries results	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	273.3	68.8	349.4	1,488.5	754.1	736.4	1,490.5	342.2



## SEGUROS INBURSA BALANCE SHEET

Million Pesos

ASSETS	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Investments	40,267.4	39,661.6	41,370.6	42,945.0	46,041.7	45,341.7
Securities	38,339.8	37,721.9	39,374.9	40,724.4	43,892.1	43,206.5
Government	13,901.6	13,198.6	16,097.2	20,106.9	22,365.9	22,173.8
Private companies	23,743.1	23,841.2	23,277.7	20,617.5	21,526.2	20,754.0
Debt Instruments	15,750.6	16,216.2	14,742.3	11,122.4	10,943.4	9,934.6
Equities	7,992.5	7,625.0	8,535.4	9,495.1	10,582.8	10,819.4
Net unrealized gain on valuation	695.1	682.1	0.0	0.0	0.0	0.0
Interest debtors	0.0	0.0	0.0	0.0	0.0	0.0
Restricted securities	0.0	0.0	0.0	0.0	0.0	278.7
Repos	0.0	0.0	0.0	83.6	(0.0)	1.0
Loans	368.7	385.8	446.8	518.1	460.8	451.6
On policies	330.9	383.5	445.2	518.1	459.8	451.8
Secured	39.1	0.0	0.0	0.0	0.0	0.0
Unsecured	0.0	0.0	0.0	0.0	0.0	0.0
Discounts and rediscounts	0.0	0.0	0.0	0.0	0.0	0.0
Past due loans	44.4	43.7	40.9	40.1	40.1	38.0
Interest debtors	0.3	0.0	0.0	0.0	0.0	0.0
Allowance for write-offs	(46.2)	(41.4)	(39.3)	(40.1)	(39.0)	(38.2)
Real estate	1,558.9	1,553.9	1,548.9	1,618.9	1,688.8	1,682.7
Real estate	485.4	0.0	0.0	0.0	0.0	0.0
Net unrealized gain on valuation	1,276.5	0.0	0.0	0.0	0.0	0.0
Depreciation	(202.9)	0.0	0.0	0.0	0.0	0.0
						0.0
Investments for labor obligations	1,411.5	1,415.4	1,456.3	1,670.7	1,699.4	1,741.8
Current assets	10.2	7.9	3.8	31.3	4.7	11.8
Cash and banks	10.2	7.9	3.8	31.3	4.7	11.8
Debtors	7,373.1	6,830.3	6,761.5	7,722.1	8,350.5	8,915.7
Premium debtors	6,997.9	6,423.6	6,414.4	6,640.3	7,220.0	7,690.8
			0.0	695.8	700.7	675.3
Agents and adjusters	11.2	12.2	15.5	12.4	6.7	7.7
Notes receivable	90.6	91.5	96.4	101.0	107.7	104.3
Employee loans	85.1	0.0	0.0	0.0	0.0	0.0
Other	232.3	348.0	281.1	316.9	431.7	554.8
Allowance for write-offs	(44.0)	(44.9)	(45.8)	(44.3)	(116.3)	(117.2)
Reinsurers and rebonders	31,343.2	30,423.5	31,775.1	31,836.9	12,091.9	11,997.8
Insurance and bonding companies	462.1	675.2	560.5	519.9	1,037.5	964.6
Retained deposits	0.7	0.8	0.8	0.9	0.8	0.8
Reinsurens share of unsettled claims	27,258.1	29,747.5	31,213.8	31,316.2	11,053.6	11,032.4
Reinsurens share of unearned premiums	3,622.3	0.0	0.0	0.0	0.0	0.0
Permanent investments	2,503.0	2,184.1	2,201.6	2,674.2	507.5	259.0
Other assets	467.0	551.1	611.2	728.5	991.0	960.3
Furniture and equipment (net)	108.2	110.5	100.4	134.2	131.5	120.8
Foreclosed and repossessed assets	13.2	13.2	17.4	17.4	17.4	17.4
Sundry	345.6	427.3	493.4	576.9	842.1	822.1
Total assets	83,375.4	81,073.8	84,180.1	87,608.7	69,686.7	69,228.2



LIABILITIES	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Technical reserves	65,738.2	65,175.7	67,274.2	67,556.6	47,710.9	48,227.5
Unearned premiums	22,113.1	21,604.6	22,983.6	22,438.6	21,965.4	22,135.6
Life	13,967.4	14,782.0	15,239.0	14,582.0	14,826.8	15,128.9
Accident and health	8,110.5	6,781.1	7,702.7	7,814.6	7,098.4	6,965.5
Current bonds	35.1	41.5	41.9	41.9	40.3	41.2
Contractual obligations	32,965.5	32,651.8	33,127.1	33,810.0	14,165.2	14,335.2
Losses and maturities	28,975.3	28,744.6	28,916.8	29,062.3	10,795.2	10,724.2
Reserve for incurred but not reported losses	2,486.3	2,711.6	3,077.0	3,441.1	2,031.3	1,998.1
Policy dividends	636.4	0.0	0.0	0.0	0.0	0.0
Managed insurance funds	966.2	966.3	993.3	1,036.3	1,042.3	1,061.1
Deposits premiums	271.6	229.3	140.0	270.2	296.5	551.8
Solvency reserves method	(370.4)	0.0	0.0	0.0	0.0	0.0
Prevision	10,659.6	10,919.4	11,163.6	11,308.0	11,580.3	11,756.6
Prevision	0.0	0.0	0.0	0.0	0.0	0.0
Catastrophic	10,633.7	10,888.4	11,126.9	11,264.4	11,554.2	11,729.8
Contingency	25.9	30.9	36.6	43.7	26.2	26.9
Specials	0.0	0.0	0.0	0.0	0.0	0.0
Provision for labor obligations at retirement	1,393.8	1,415.2	1,452.6	1,676.8	1,714.3	1,756.5
Creditors	1,188.6	1,253.5	1,418.7	1,574.2	1,725.8	1,824.8
Agents and adjusters	594.2	650.0	676.0	734.6	660.9	675.8
Managed loss funds	(1.4)	1.3	3.6	4.4	4.8	6.3
Sundry	595.9	602.2	739.1	835.1	1,060.1	1,142.7
Reinsurers and rebonders	1,228.6	956.5	1,240.7	769.5	1,108.2	1,103.1
Insurance and bonding companies	1,182.8	908.8	1,198.0	709.8	1,039.4	1,019.5
Retained deposits	45.7	47.7	42.7	59.7	68.8	83.6
Other liabilities	3,244.3	3,211.1	3,458.0	4,491.2	5,032.5	4,491.9
Provision for employee profit sharing	119.4	90.3	180.2	554.5	1,122.9	664.7
Other liabilities	1,036.2	1,017.2	1,094.6	1,105.1	1,161.9	1,229.4
Deferred credits	2,088.7	2,103.6	2,183.1	2,831.6	2,747.6	2,597.8
Total liabilities	72,793.5	72,012.0	74,844.1	76,068.2	57,291.7	57,403.8
Stockholders' equity	1.066.0	1.066.0	1 066 0	1 066 0	1.066.0	1 066 0
Paid in capital Capital stock	<b>1,066.9</b> 1,066.9					
D						
Reserves	5,250.7	5,647.4	5,567.8	5,829.4	5,788.1	6,987.6
Legal	804.4	804.4	804.4	804.4	804.4	804.4
Repurchase of shares	0.0	0.0	0.0	0.0	0.0	0.0
Other	3,368.9	2,982.8	2,982.8	2,649.1	2,779.4	4,255.1
Valuation superavit for reserves of unearned premiums	1,795.7	1,860.2	1,780.6	2,375.8	2,204.4	1,928.2
Deferred taxes for reserves of unearned premiums	(718.3)	0.0	0.0	0.0	0.0	0.0
Unrealized gain on valuation of real estate	757.0	0.0	0.0	0.0	0.0	0.0
Subsidiaries	1,789.7	1,635.8	1,639.4	1,881.3	1,780.0	1,543.3
Retained earnings	1,444.4	370.3	370.3	582.9	3,002.7	732.9
Net income	273.3	341.4	691.6	2,180.0	754.3	1,490.9
Excess (insufficient) on Stockholders' actualization Minority Interest	0.0 0.0	0.0 0.0	0.0 0.0	0.0 0.0	3.0 0.0	2.8 0.0
·						
Total stockholders' equity	10,582.0	9,061.8	9,335.9	11,540.5	12,395.0	11,824.4
Total liabilities and stockholders' equity	83,375.4	81,073.8	84,180.1	87,608.7	69,686.7	69,228.2



PENSIONES INBURSA								
Income Statement							Acum	ulated
Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16
Premiums written	4.3	2.6	8.7	7.1	5.1	3.6	8.7	6.9
Premiums ceded	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Retained Premiums	4.3	2.6	8.7	7.1	5.1	3.6	8.7	6.9
Increased in reserve for unearned premiums	54.3	(230.1)	(17.0)	176.4	304.0	(49.5)	254.5	(175.8)
Retained earned premiums	(50.0)	232.7	25.7	(169.3)	(298.9)	53.1	(245.7)	182.7
Net Acquisition Cost	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Commisions to agents	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Additional compensation to agents	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Commisions for re-insurance taken	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Commisions for re-insurance given	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Coverage on losses excess	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cost of claims and contractual obligations	242.1	244.3	236.4	242.4	245.2	248.5	493.7	486.4
Claims and other contractual obligations	242.1	244.3	236.4	242.4	245.2	248.5	493.7	486.4
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	(292.1)	(11.6)	(210.6)	(411.7)	(544.1)	(195.3)	(739.4)	(303.7)
Net Increase in other technical reserve	1.0	23.6	40.6	52.7	53.9	37.8	91.7	24.6
Catastrophic risks reserves	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Preventions reserves	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Contingency claim reserves	1.0	(4.6)	(0.4)	3.3	5.8	(1.1)	4.8	(3.6)
Other reserves	0.0	28.2	41.1	49.3	48.1	38.9	87.0	28.2
Gross profit	(293.1)	(35.2)	(251.3)	(464.4)	(598.0)	(233.1)	(831.1)	(328.3)
Net operating expenses	2.9	(15.3)	3.0	4.9	2.6	2.9	5.5	(12.5)
Administrative and operating expenses	2.9	(15.3)	3.0	4.9	2.6	2.9	5.5	(12.5)
Personnel expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Depreciation and amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating Profits	(296.0)	(19.8)	(254.3)	(469.3)	(600.6)	(236.0)	(836.6)	(315.8)
Net Financial Income	525.4	159.3	387.5	652.3	794.7	382.9	1,177.7	684.7
On investments	244.0	237.8	242.8	248.9	251.0	251.6	502.6	481.8
Investments sales	0.7	10.3	0.4	4.8	0.9	5.6	6.5	11.0
Investments revaluation	280.6	(89.0)	144.1	398.5	542.8	125.7	668.5	191.6
Charges on premiums	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Forex	0.1	0.3	0.2	0.1	0.0	0.0	0.0	0.3
Participated income from permanent investments	222.3	(241.1)	123.7	252.8	100.5	54.3	154.7	(18.8)
Income before income taxes & employee profit sharing	451.8	(101.6)	257.0	435.8	294.6	201.2	495.7	350.2
Provision for income tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provision for employee profit sharing	57.1	53.1	37.8	47.5	35.8	51.3	87.1	110.2
Subsidiaries results	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	394.7	(154.7)	219.2	388.3	258.8	149.9	408.6	240.0



## PENSIONES INBURSA

BALANCE SHEET

Million Pesos

ASSETS	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Investments	19,590.3	19,142.7	19,280.9	19,656.8	20,072.1	20,219.1
Securities	19,590.3	19,142.7	19,280.9	19,656.8	20,072.1	20,219.1
Government	5,712.9	5,542.7	5,646.1	5,825.6	5,969.6	6,168.1
Private companies	13,877.4	13,600.0	13,634.8	13,831.2	14,102.4	14,051.0
Debt Instruments	13,822.2	13,553.3	13,588.7	13,777.3	14,047.4	13,990.5
Equities	55.2	46.7	46.1	53.9	55.1	60.5
Net unrealized gain on valuation	0.0	0.0	0.0	0.0	0.0	0.0
Interest debtors	0.0	0.0	0.0	0.0	0.0	0.0
Repos	0.0	0.0	0.0	0.0	0.0	<b>0.0</b> 0.0
Loans	0.0	0.0	0.0	0.0	0.0	0.0
On policies	0.0	0.0	0.0	0.0	0.0	0.0
Secured	0.0	0.0	0.0	0.0	0.0	0.0
Unsecured	0.0	0.0	0.0	0.0	0.0	0.0
Discounts and rediscounts	0.0	0.0	0.0	0.0	0.0	0.0
Past due loans	0.0	0.0	0.0	0.0	0.0	0.0
Interest debtors	0.0	0.0	0.0	0.0	0.0	0.0
Allowance for write-offs	0.0	0.0	0.0	0.0	0.0	0.0
Real estate	0.0	0.0	0.0	0.0	0.0	0.0
Real estate	0.0	0.0	0.0	0.0	0.0	0.0
Net unrealized gain on valuation	0.0	0.0	0.0	0.0	0.0	0.0
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
Investments for labor obligations	0.0	0.0	0.0	0.0	0.0	0.0
Current assets	0.6	0.7	1.2	0.6	1.5	1.3
Cash and banks	0.6	0.7	1.2	0.6	1.5	1.3
Debtors	0.2	0.4	0.4	0.4	0.4	0.4
Premium debtors	0.0	0.0	0.0	0.0	0.0	0.0
Agents and adjusters	0.0	0.0	0.0	0.0	0.0	0.0
Notes receivable	0.0	0.0	0.0	0.0	0.0	0.0
Employee loans	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.2	0.5	0.5	0.5	0.5	0.5
Allowance for write-offs	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Reinsurers and rebonders	0.0	0.0	0.0	0.0	0.0	0.0
Insurance and bonding companies	0.0	0.0	0.0	0.0	0.0	0.0
Retained deposits	0.0	0.0	0.0	0.0	0.0	0.0
Reinsurens share of unsettled claims	0.0	0.0	0.0	0.0	0.0	0.0
Reinsurens share of unearned premiums	0.0	0.0	0.0	0.0	0.0	0.0
Permanent investments	6,775.5	6,534.4	6,658.2	6,910.9	7,011.3	7,065.6
Other assets	46.4	116.3	133.5	192.7	118.3	152.7
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	46.4	116.3	133.5	192.7	118.3	152.7
Total assets	26,413.0	25,794.5	26,074.0	26,761.4	27,203.5	27,439.1



LIABILITIES	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Technical reserves	15,713.7	15,529.3	15,561.9	15,752.5	16,113.2	16,125.1
Unearned premiums	14,907.1	14,671.7	14,649.8	14,821.5	15,120.6	15,066.3
Life	14,907.1	14,671.7	14,649.8	14,821.5	15,120.6	15,066.3
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	108.2	135.7	149.5	115.7	123.3	151.8
Losses and maturities	107.9	135.3	149.2	115.4	123.0	151.3
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	0.4	0.4	0.4	0.4	0.4	0.5
	200.4	<b></b>	700.0	045.0	200.0	227.2
Prevision	698.4	722.0	762.6	815.3	869.2	907.0
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	289.9	285.3	284.9	288.2	294.1	293.0
Specials	408.4	436.6	477.7	527.0	575.1	614.0
Provision for labor obligations at retirement	0.0	0.0	0.0	0.0	0.0	0.0
Creditors	29.6	32.0	21.9	18.0	18.6	18.5
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	29.5	32.0	21.8	17.9	18.5	18.4
- Canaly		02.0				
Reinsurers and rebonders	0.0	0.0	0.0	0.0	0.0	0.0
Insurance and bonding companies	0.0	0.0	0.0	0.0	0.0	0.0
Retained deposits	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	106.7	159.8	197.7	264.7	123.7	181.7
Provision for employee profit sharing	40.1	87.8	124.0	161.0	34.5	77.4
Other liabilities	0.0	0.0	0.1	0.0	0.0	0.0
Deferred credits	66.6	72.0	73.6	103.6	89.2	104.3
Total liabilities	15,850.0	15,721.2	15,781.5	16,035.2	16,255.4	16,325.3
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	4,104.1	4,555.9	4,555.9	4,427.0	4,427.0	5,161.2
legal	846.6	846.6	<b>4,555.9</b> 846.6	846.6	846.6	846.6
Repurchase of shares	0.0	0.0	0.0	0.0	0.0	0.0
Other	3,257.4	3,709.2	3,709.2	3,580.4	3,580.4	4,314.6
	0,207.4	0,7.00.2	0,7.00.2	0,000.4	0,000.4	1,017.0
Unrealized gain on valuation of real estate	0.0	0.0	0.0	45.6	8.7	24.5
Subsidiaries	4,080.9	4,168.2	4,168.2	4,168.1	4,168.1	4,525.8
Retained earnings	875.1	1.0	1.0	129.8	977.2	(114.7)
Net income	394.7	240.0	459.1	847.4	258.8	408.6
Excess (insufficient) on Stockholders' actualization	0.0	0.0	0.0	0.0	0.0	0.0
Total stockholders' equity	10,563.1	10,073.4	10,292.5	10,726.3	10,948.1	11,113.8
Total Bakilida and start 11 1 2	00.440.0	05.704.5	00.074.0	00.704.4	07.000.5	07.400.4
Total liabilities and stockholders' equity	26,413.0	25,794.5	26,074.0	26,761.4	27,203.5	27,439.1



Fianzas Guardiana-Inbursa								
Income Statement	1 4040	2012	2012	1 4040	404=	2015		ulated
Million Pesos	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	Jun '17	Jun '16
Premiums accepted	496.0	482.4	470.0	457.3	546.1	464.9	1,011.0	978.4
l '	55.5	42.9	15.5	31.1	38.4	22.7	61.1	98.4
Premiums ceded RETAINED PREMIUMS								
RETAINED PREIMIONS	440.5	439.4	454.6	426.2	507.7	442.2	949.9	879.9
Application of reserve for outstanding bonds	(0.4)	2.5	12.4	(17.7)	70.3	(8.7)	61.7	2.1
NET PREMIUM REVENUES	440.9	436.9	442.1	443.9	437.4	450.9	888.3	877.8
	4-10.0	100.0		440.0	10111	100.0	000.0	077.0
Net Acquisition Cost	8.0	(0.2)	14.4	(0.2)	9.3	9.8	19.1	7.8
Comisions to agents	0.5	0.5	1.3	(0.4)	0.0	0.2	0.2	0.9
Comisions for rebonding taken	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Comisions for rebonding given	(23.6)	(18.4)	(7.1)	(18.1)	(16.4)	(9.9)	(26.3)	(42.1)
Others	31.2	17.8	20.2	18.3	25.7	19.4	45.1	49.0
Othors	01.2	17.0	20.2	10.0	20.7	13.4	40.1	45.0
Claims	321.3	361.0	384.7	378.6	363.9	434.5	798.3	682.3
Technical Income	111.6	76.1	43.1	65.5	64.2	6.6	70.8	187.7
		70.1	1011	00.0	04.12	0.0	7 0.0	10111
Net increase in other technical reserves	(897.0)	23.8	60.1	24.8	(7.9)	22.7	14.9	(873.2)
GROSS INCOME	1,008.6	52.2	(17.1)	40.7	72.1	(16.1)	56.0	1,060.9
Net Operating Expenses	(55.3)	(56.1)	(57.0)	(52.3)	(67.0)	(54.3)	(121.4)	(111.4)
Administrative & operating expenses		(56.5)	(57.3)	(52.6)	(67.3)	(54.7)	(121.4)	(111.4)
	(55.6)	, ,	, ,	. ,	, ,		, ,	. ,
Personnel expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Depreciation	0.3	0.3	0.3	0.3	0.3	0.3	0.6	0.7
OPERATING INCOME	1,063.9	108.4	39.9	93.0	139.1	38.2	177.3	1,172.3
Financial Income	82.3	15.5	56.2	22.5	62.1	60.8	122.9	97.8
On investments	13.3	23.5	22.9	22.5	26.7	29.2	55.9	36.8
Investments sales	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0	(0.0)
Investments revaluation	69.6	(16.5)	27.1	(5.1)	44.1	34.1	78.2	53.0
Others	0.1	0.2	0.4	0.2	0.1	0.1	0.2	0.3
Forex	(0.7)	8.4	5.8	4.9	(8.8)	(2.7)	(11.5)	7.7
	, ,				, ,		, ,	
Participated income from permanent investments	5.5	(5.9)	3.0	(32.9)	2.5	6.6	9.1	(0.5)
INCOME BEFORE TAXES	1,151.7	117.9	99.1	82.6	203.6	105.6	309.3	1,269.6
Income taxes	337.8	38.3	21.4	25.6	48.6	33.1	81.7	376.1
Subsidiaries Net Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
							1	
NET INCOME	813.9	79.6	77.7	57.0	155.0	72.6	227.6	893.5



# Fianzas Guardiana-Inbursa BALANCE SHEET Million Pesos

ASSETS	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Investments	2,710.9	2,264.4	2,180.6	2,468.6	2,706.2	1,656.0
Securities	2,372.1	1,927.1	2,021.4	2,126.6	2,365.0	1,315.7
Government	1,769.8	1,350.3	1,415.1	1,523.6	1,749.4	666.9
Private companies	602.3	576.8	606.3	603.0	615.6	648.8
Debt Instruments	46.5	36.9	38.8	41.4	9.4	9.0
Equities	555.8	539.8	567.5	561.6	606.2	639.8
Net unrealized gain on valuation	0.0	0.0	0.0	0.0	0.0	0.0
Interest debtors	0.0	0.0	0.0	0.0	0.0	0.0
Restricted securities	0.0	0.0	0.0	0.0	0.0	0.0
Loans	13.9	13.4	12.9	12.2	11.9	11.5
Secured	13.8	13.6	13.0	12.2	11.8	11.6
Unsecured	0.0	0.0	0.0	0.0	0.0	0.0
Discounts and rediscounts	0.0	0.0	0.0	0.0	0.0	0.0
Past due loans	0.5	0.2	0.2	0.5	0.5	0.2
Interest debtors	(0.4)	(0.4)	(0.4)	(0.4)	(0.4)	(0.3)
Real estate	325.0	323.9	146.3	329.9	329.3	328.7
Real estate	325.0 325.0	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
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
Investments for labor obligations	3.4	3.4	3.5	4.0	4.1	4.2
Current assets	3.9	0.1	3.1	5.0	5.7	2.4
Cash and banks	3.9	0.1	3.1	5.0	5.7	2.4
Debtors	407.7	440.4	441.4	417.2	426.8	457.6
Premium debtors	392.1	425.4	427.7	402.5	408.6	438.3
Agents	0.0	0.2	0.0	0.0	0.2	0.2
Notes receivable	0.0	0.0	0.0	0.0	0.0	0.0
Debt for bonding claimed & payed	11.5	11.5	11.5	11.5	11.5	11.5
Employee loans	0.0	0.0	0.0	0.0	0.0	0.0
Other	15.4	14.6	13.5	14.5	17.8	19.0
Allowance for write-offs	(11.3)	(11.2)	(11.2)	(11.3)	(11.4)	(11.4)
Rebonders	136.9	151.0	152.4	146.2	131.6	132.4
Bonding companies	7.3	13.8	20.5	15.3	12.3	12.5
Retained deposits	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
Participation in rebonding	129.6	137.2	132.0	130.9	119.3	120.0
Estimation for punishments	0.0	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Estimation for punishments	0.0	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Permanent investments	253.9	254.1	261.8	231.6	228.6	643.1
Other assets	118.6	161.2	377.0	240.4	282.7	277.1
Furniture and equipment (net)	0.1	0.1	0.1	0.1	0.1	0.1
Foreclosed and repossessed assets	1.5	1.5	1.5	1.5	1.5	1.5
Sundry	117.0	159.6	375.4	238.8	281.2	275.5
Total access	0.005.0	2 274 5	2.440.0	2.542.2	2 705 7	2.470.0
Total assets	3,635.3	3,274.5	3,419.8	3,513.0	3,785.7	3,172.9



LIABILITIES	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17
Technical reserves	1,088.0	1,122.2	1,189.6	1,196.0	1,246.6	1,261.2
Current bonds	865.7	876.0	883.4	864.9	923.4	915.3
Contingency bonds	222.3	246.1	306.3	331.1	323.2	345.9
Provision for labor obligations at retirement	1.8	1.8	1.9	2.4	2.5	2.6
Creditors	22.7	30.1	26.0	31.7	25.7	35.5
Agents and adjusters	0.7	0.8	1.7	1.2	0.7	0.6
Managed loss funds	0.0	0.0	0.0	0.0	0.0	0.0
Sundry	22.1	29.3	24.3	30.5	25.0	34.8
Rebonders	25.7	31.8	14.6	7.2	22.8	22.2
Bonding companies	22.7	28.7	11.6	4.2	19.8	19.2
Other participation	3.0	3.0	3.0	3.0	3.1	3.1
Other liabilities	466.0	502.3	523.6	548.4	605.6	225.5
Provision for employee profit sharing & incurred income Tax	321.9	363.9	379.8	409.3	449.4	66.2
Other liabilities	88.9	86.8	86.7	84.7	93.4	86.7
Deferred credits	55.3	51.5	57.1	54.4	62.7	72.5
Total liabilities	1,604.3	1,688.1	1,755.7	1,785.7	1,903.1	1,547.0
Stockholders' equity						
Paid in capital	158.2	158.2	158.2	158.2	158.2	235.2
Capital stock	193.2	193.2	193.2	193.2	193.2	310.2
(-)Unsubscribed capital	(35.0)	(35.0)	(35.0)	(35.0)	(35.0)	(75.0)
Reserves	158.2	158.2	158.2	158.2	158.2	185.4
legal	158.2	158.2	158.2	158.2	158.2	185.4
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	69.6	69.6	69.6	75.8	76.0	76.0
Subsidiaries	154.9	182.2	182.2	182.2	182.2	512.3
Retained earnings	676.2	124.7	124.7	124.7	1,152.8	389.3
Net income	813.9	893.5	971.2	1,028.1	155.0	227.6
Excess (insufficient) on Stockholders' actualization	0.0	0.0	0.0	0.0	0.0	0.0
Total stockholders' equity	2,031.0	1,586.4	1,664.1	1,727.3	1,882.5	1,625.9
Total liabilities and stockholders' equity	3,635.3	3,274.5	3,419.8	3,513.0	3,785.7	3,172.9

