Mexico City, October 27, 2014.- Grupo Financiero Inbursa today reported results for the third quarter 2014.

## HIGHLIGHTS

Grupo Financiero Inbursa posted profits of \$13,179 MM as of September 2014 vs. $\$ 8,381$ MM Ps as of September 2013.

Grupo Financiero Inbursa posted profits of \$13,179 MM Ps as of September 2014 vs. $\$ 8,381$ MM Ps as of September 2013, a $57.3 \%$ increase. This result is mainly explained by higher risk adjusted net interest income driven by both, more financial margin and less reserves creations in the bank. In addition, this result is influenced by $\$ 6,541$ MM Ps loan loss reserves releases coming from the regulatory change of methodology that are accounted in other operational income which were partially compensated by less market related income in September 2014 vs September 2013. Marking to market of GFI financial assets showed gains of $\$ 1,135$ MM Ps compared with $\$ 6,205 \mathrm{MM}$ Ps in the same period of the previous year.

On October $15^{\text {th }}$ 2014, Banco Inbursa issued a $\$ 10,000$ MM Ps note with a 10 year tenor.

In other operational income, Banco Inbursa posted profits of $\$ 8,024$ MM Ps in September 2014 compared with $\$ 1,481$ MM Ps in September 2013. This result is explained by $\$ 6,541$ MM Ps loan loss reserves releases related to the excess reserves driven by the change of methodology.

Financial margin grew 6\% from 7,109 MM Ps in September 2013 to $\$ 7,503 \mathrm{MM}$ Ps in September 2014. This result is explained by a better mix in the total loan portfolio. It's important to mention that risk adjusted net interest income grew from $\$ 2,587 \mathrm{MM}$ Ps in the first nine months of 2013 to $\$ 6,355$ MM Ps in the first nine months of 2014.

Retail Loans increased $20 \%$ vs. Compared with September 2013, retail loans grew $20 \%$ driven by a September 2013.

Seguros Inbursa's net income reached \$842 MM Ps, 67\% more when compared with the same period last year.
$134 \%$ increase in personal loans reaching $\$ 8,574 \mathrm{MM}$ Ps and 300,339 clients, $25 \%$ growth in credit cards to $\$ 3,171$ MM Ps with 449,680 clients and $6 \%$ growth in auto related loans reaching \$19,721 MM Ps.

Seguros Inbursa's net income increased from \$503 MM Ps as of September 2013 to $\$ 842$ MM Ps as of September 2014, 67\% more driven by less reserves creations and financial income.

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

|  | Sep'14 |
| :--- | ---: |
| Employees | 7,115 |
| \# clients (MM) | 8.1 |
| Branches | 326 |
| ATM's | 736 |
| Sales force | 15,884 |

CNBV GAAP

| Mkt Value/Book Value | 2.8 |
| :--- | ---: | ---: |
| Stock price (Sep"14) | 38.51 |
| Outstanding shares ('000,000) | 6.667 |
| 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. | Net Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q14 |  | $\begin{gathered} \text { 2Q14 } \\ \$ \end{gathered}$ | $\begin{gathered} \text { \% chg vs. } \\ \text { 2Q14 } \end{gathered}$ | $\begin{gathered} 3 Q 13 \\ \$ \end{gathered}$ | $\begin{aligned} & \text { \% chg vs. } \\ & 3 Q 13 \end{aligned}$ | Jan - Sep |  | \%chg. vs. 2013 |
|  | \$ | \% |  |  |  |  | 2014 | 2013 |  |
| Banco Inbursa | 4,577.9 | 75\% | 4,027.8 | 14\% | 2,634.9 | 74\% | 10,618.9 | 6,044.5 | 76\% |
| Operadora | 122.7 | 2\% | 149.4 | -18\% | 68.3 | 80\% | 318.2 | 185.5 | 72\% |
| Seguros | 668.0 | 11\% | 260.5 | 156\% | (65.2) | N.A. | 841.8 | 502.8 | 67\% |
| Pensiones | 441.1 | 7\% | 129.3 | 241\% | 314.8 | 40\% | 894.1 | 766.2 | 17\% |
| Fianzas | 146.7 | 2\% | 92.0 | 59\% | 61.0 | 140\% | 280.4 | 176.3 | 59\% |
| Inversora | 164.0 | 3\% | 95.0 | 73\% | 182.0 | -10\% | 199.0 | 472.0 | -58\% |
| Others | (33.4) | -1\% | (127.3) | N.A. | 79.0 | N.A. | 26.1 | 233.2 | -89\% |
| Total | 6,086.9 | 100\% | 4,626.7 | 32\% | 3,274.8 | 86\% | 13,178.5 | 8,380.5 | 57\% |

Grupo Financiero Inbursa posted profits of $\$ 13,179$ MM Ps as of September 2014 vs. $\$ 8,381$ MM Ps as of September 2013, a $57.3 \%$ increase. This result is mainly explained by higher risk adjusted net interest income driven by both, more financial margin and less reserves creations in the bank. In addition, this result is influenced by $\$ 6,541 \mathrm{MM}$ Ps loan loss reserves releases coming from the regulatory change of methodology that are accounted in other operational income which were partially compensated by less market related income in September 2014 vs September 2013. Marking to market of GFI financial assets showed gains of $\$ 1,135 \mathrm{MM}$ Ps compared with $\$ 6,205 \mathrm{MM}$ Ps in the same period of the previous year.

## Estimated Cash Flow

| Million Pesos | 2010 | 2011 | 2012 | 2013 | 9M13 | 9M14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| + Interest Income | 19,987.7 | 20,538.8 | 21,276.0 | 23,086.6 | 16,969.2 | 17,623.6 |
| + Premiums written (Net) | 10,989.2 | 13,277.8 | 14,312.5 | 14,835.3 | 10,952.4 | 10,602.2 |
| - Interest Expense | 9,182.7 | 8,798.0 | 9,403.9 | 9,883.2 | 7,305.3 | 6,576.5 |
| - Increased in reserve for unearned premiums | 1,766.7 | 2,622.4 | 2,437.8 | 2,803.6 | 1,776.8 | 1,774.0 |
| - Cost of claims and contractual obligations (net) | 7,610.7 | 9,002.9 | 9,695.3 | 8,677.7 | 7,150.5 | 7,384.6 |
| = Financial Margin | 12,416.9 | 13,393.4 | 14,051.5 | 16,557.5 | 11,688.9 | 12,490.7 |
| + Commissions \& Fees | 1,342.8 | 1,454.2 | 1,010.7 | 1,896.6 | 1,472.6 | 478.1 |
| + Subsidiaries Income | 425.1 | 479.0 | 731.4 | 694.2 | 602.1 | 608.8 |
| - General Expenses | 5,682.0 | 6,033.6 | 6,397.8 | 7,384.6 | 5,092.8 | 5,489.3 |
| - Taxes | 1,963.5 | 2,032.0 | 1,778.7 | 3,091.5 | 1,784.1 | 3,156.1 |
| = Operating Cash Flow | 6,539.2 | 7,260.8 | 7,617.0 | 8,672.2 | 6,886.8 | 4,932.2 |
| + Market related Income | 6,404.6 | 1,127.2 | 5,290.3 | 13,282.1 | 6,205.8 | 1,135.1 |
| = Free Cash Flow | 12,943.9 | 8,388.0 | 12,907.3 | 21,954.3 | 13,092.6 | 6,067.3 |

## Investment by Company

| MM Ps. | 3Q14 |  | 2Q14 | \% chg vs. | 3Q13 | \% chg vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% | \$ | 2Q14 | \$ | 3Q13 |
| Banco Inbursa Consolidated | 68,572.4 | 74\% | 64,239.3 | 7\% | 61,258.1 | 12\% |
| Afore | 1,407.7 | 2\% | 1,336.6 | 5\% | 1,412.4 | 0\% |
| Sinca | 6,769.5 | 7\% | 6,509.7 | 4\% | 5,626.4 | 20\% |
| Inmobiliaria | 1,068.7 | 1\% | 1,060.3 | 1\% | 1,033.3 | 3\% |
| Operadora | 1,347.0 | 1\% | 1,224.4 | 10\% | 1,151.6 | 17\% |
| Seguros Inbursa Consolidatec | 9,216.2 | 10\% | 8,532.5 | 8\% | 9,142.2 | 1\% |
| Patrimonial | 1,673.2 | 2\% | 1,643.6 | 2\% | 2,144.2 | -22\% |
| Pensiones Inbursa Consolidatt | 9,631.3 | 10\% | 9,190.1 | 5\% | 8,329.4 | 16\% |
| Promotora | 4.871 .6 | 5\% | 4,724.4 | 3\% | 4,314.4 | 13\% |
| Fianzas | 1,210.9 | 1\% | 1,064.3 | 14\% | 1,472.9 | -18\% |
| Inversora | 2,139.0 | 2\% | 1,976.0 | 8\% | 2,926.0 | -27\% |
| Holding company and others | 363.6 | 0\% | 161.5 | 125\% | 15.9 | 2190\% |
| Total | 92,480.6 | 100\% | 86,388.0 | 7\% | 84,296.2 | 10\% |

- Stockholders' equity of Grupo Financiero Inbursa stood at \$92,481 MM Ps as of September 2014, a $9.7 \%$ increase relative to the same period of the previous year. It's worth mentioning that in the last twelve months, GFI paid a \$12,533 MM Ps dividend. If adjusted, Stockholders' equity growth would have been $24.6 \%$.


## Sources \& Uses of Funds <br> (MM Ps as of September 2014)

| Million Pesos | SOURCES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' Equity | Debt | Reserves | Deferred Taxes | Repo's | Other <br> Liabilities | Total |
| Banco Inbursa | 68,572.4 | 172,471.3 | 19,327.2 | 3,316.3 |  | 1,277.8 | 264,965.1 |
| Seguros and Patrimonial Inbursa | 9,216.2 |  | 51,048.6 | 1,569.7 |  | 6,841.3 | 68,675.7 |
| Pensiones Inbursa | 9,631.3 |  | 15,685.1 | 52.6 |  | 224.6 | 25,593.6 |
| Inversora Bursátil | 2,139.0 | 83.0 |  | 400.0 | 4,963.0 ${ }^{\text {r }}$ | 134.0 | 7,719.0 |
| Operadora Inbursa | 1,347.0 |  |  | 181.1 |  | 102.5 | 1,630.6 |
| Fianzas G-Inbursa | 1,210.9 |  | 1,993.8 | 62.1 |  | 225.2 | 3,492.0 |
| Others | 363.6 |  |  |  |  |  | 363.6 |
| TOTAL | 92,480.6 | 172,554.3 | 88,054.7 | 5,581.8 | 4,963.0 | 8,805.3 | 372,439.6 |
|  |  |  |  | USES |  |  |  |
|  | Investment Portfolio | Loan Portfolio | Fixed Income MM Portfolio | Fixed Assets | Repo's | Other Assets | Total |
| Banco Inbursa | 14,513.4 | 189,195.2 | 25,236.8 | 4,388.6 |  | 31,631.1 | 264,965.1 |
| Seguros and Patrimonial Inbursa | 11,314.0 | 1,798.6 | 23,336.2 | 2,198.8 |  | 30,028.1 | 68,675.7 |
| Pensiones Inbursa | 3,536.7 |  | 17,343.8 |  |  | 4,713.1 | 25,593.6 |
| Inversora Bursátil | 87.0 |  |  | 16.0 | 7,037.0 ${ }^{\text {r }}$ | 579.0 | 7,719.0 |
| Operadora Inbursa | 496.4 |  | 1,021.6 |  |  | 112.7 | 1,630.6 |
| Fianzas G-Inbursa | 831.9 | 52.4 | 1,066.0 | 509.4 |  | 1,032.4 | 3,492.0 |
| Others |  |  |  |  |  | 363.6 | 363.6 |
| TOTAL | 30,779.4 | 191,046.1 | 68,004.4 | 7,112.8 | 7,037.0 | 68,460.0 | 372,439.6 |

[^1]
## RETAIL

## Loan Portfolio (Million Pesos)

| Million Pesos | 3Q14 | \% | 2Q14 | \% chg vs. 2Q14 | 3Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & 3 \text { Q13 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 38,624 | 100\% | 36,863 | 5\% | 32,058 | 20\% |
| Auto loans | 19,721 | 51\% | 19,727 | 0\% | 18,572 | 6\% |
| Floor Plan Retail | $\begin{gathered} 6,431 \\ 13,290 \end{gathered}$ | $\begin{aligned} & 17 \% \\ & 34 \% \end{aligned}$ | $\begin{gathered} 6,349 \\ 13,378 \end{gathered}$ | $\begin{gathered} 1 \% \\ -1 \% \end{gathered}$ | $\begin{gathered} 5,623 \\ 12,949 \end{gathered}$ | $\begin{gathered} 14 \% \\ 3 \% \end{gathered}$ |
| Small and medium companies | 5,847 | 15\% | 5,895 | -1\% | 5,890 | -1\% |
| Mortgages | 1,311 | 3\% | 1,335 | -2\% | 1,385 | -5\% |
| Personal | 8,574 | 22\% | 7,002 | 22\% | 3,670 | 134\% |
| Credit Card | 3,171 | 8\% | 2,904 | 9\% | 2,541 | 25\% |

## Loan Portfolio (Clients)

| Clients | $3 Q 14$ | $\%$ | $2 Q 14$ | $\%$ chg vs. <br> $2 Q 14$ | $3 Q 13$ | \% chg vs. <br> $3 Q 13$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| RETAIL CUSTOMERS | 913,668 | $100 \%$ | 845,994 | $8 \%$ | 693,550 | $32 \%$ |
| Auto loans | 102,118 | $11 \%$ | 100,723 | $1 \%$ | 94,070 | $9 \%$ |
| Small and medium companies | 59,465 | $7 \%$ | 61,443 | $-3 \%$ | 59,747 | $0 \%$ |
| Mortgages | 2,066 | $0 \%$ | 2,112 | $-2 \%$ | 2,210 | $-7 \%$ |
| Personal | 300,339 | $15 \%$ | 249,428 | $20 \%$ | 128,935 | $133 \%$ |
| Credit Card | 449,680 | $48 \%$ | 432,288 | $4 \%$ | 408,588 | $10 \%$ |

Compared with September 2013, retail loans grew $20 \%$ driven by a $134 \%$ increase in personal loans reaching $\$ 8,574$ MM Ps and 300,339 clients, $25 \%$ growth in credit cards to $\$ 3,171$ MM Ps with 449,680 clients and 6\% growth in auto related loans reaching \$19,721 MM Ps

## RETAIL

## Funding (Million Pesos)

| Million Pesos | 3Q14 | \% | 2Q14 | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 2Q14 } \end{aligned}$ | 3Q13 | \% chg vs. 3Q13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FUNDING | 77,175 | 100\% | 75,527 | 2\% | 72,625 | 6\% |
| Demand deposits | 66,314 | 86\% | 64,722 | 2\% | 62,487 | 6\% |
| Retail time deposits | 10,861 | 14\% | 10,805 | 7\% | 10,138 | 1\% |

Retail deposits reached $\$ 77,175$ MM Ps in September 2014 compared with $\$ 72,625 \mathrm{MM}$ Ps in September 2013, a 6\% increase.

## Insurance (Million Pesos)

| Million Pesos | 3Q14 | \% | 2Q14 | \% chg vs. 2Q14 | 3Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 3Q13 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PREMIUMS | 2,590 | 100\% | 2,460 | 5\% | 2,429 | 7\% |
| Automobile | 968 | 37\% | 841 | 15\% | 1,080 | -10\% |
| Life | 811 | 31\% | 1,014 | -20\% | 865 | -6\% |
| A \& H | 812 | $31 \%$ | 605 | 34\% | 484 | 68\% |

## WHOLESALE

## Loan Portfolio (Million Pesos)

| Million Pesos | $3 Q 14$ | $\%$ | $2 Q 14$ | \% chg vs. <br> $2 Q 14$ | 3Q13 | \% chg vs. <br> $3 Q 13$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOAN PORTFOLIO | 153,229 | $100 \%$ | 152,715 | $0 \%$ | 161,250 | $-5 \%$ |
| Commercial | 123,366 | $81 \%$ | 123,483 | $0 \%$ | 129,081 | $-4 \%$ |
| Financial Institutions | 8,322 | $5 \%$ | 7,065 | $21 \%$ | 6,865 | $21 \%$ |
| Governmental | 21,542 | $14 \%$ | 22,167 | $-3 \%$ | 25,303 | $-15 \%$ |

Compared with September 2013, wholesale loan portfolio decreased from \$161,250 MM Ps to $\$ 153,229$ MM Ps. This result is explained by a $4 \%$ and $15 \%$ decrease in the commercial and governmental loan portfolio, respectively.

| Funding (Million Pesos) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 3Q14 | \% | 2 Q14 | $\begin{aligned} & \text { \% chg vs. } \\ & \text { pD14 } \end{aligned}$ | 3Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & 3013 \end{aligned}$ |
| FUNDING | 89,676 | 100\% | 85,366 | 5\% | 79,555 | 13\% |
| Time deposits | 3,056 | 3\% | 2,850 | 7\% | 18,313 | -83\% |
| Unsecured local notes | 82,046 | 91\% | 77,644 | 6\% | 53,329 | 54\% |
| Interbanking | 4,573 | 5\% | 4,872 | -6\% | 7,912 | -42\% |
| Insurance (Million Pesos) |  |  |  |  |  |  |
| Million Pesos | 3Q14 | \% | 2Q14 | $\begin{aligned} & \text { \% chg vs. } \\ & \text { 2Q14. } \end{aligned}$ | 3Q13 | $\begin{aligned} & \text { \% chg vs. } \\ & 3 \text { Q13 } \end{aligned}$ |
| PREMIUMS | 1,512 | 100\% | 1,843 | -18\% | 2,060 | -27\% |
| $P \& C$ | 1,512 | 100\% | 1,843 | -18\% | 2,060 | -27\% |

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

Banco Inbursa posted profits of \$10,619 MM Ps in September 2014 compared with $\$ 6,045$ MM Ps in September 2013. This result is explained by higher financial margin from $\$ 7,109$ MM Ps in September 2013 to $\$ 7,503 \mathrm{MM}$ Ps in September 2014 related to the better mix of the total loan portfolio and more other operational income (loan loss reserves releases) from $\$ 409 \mathrm{MM}$ Ps to $\$ 6,973 \mathrm{MM}$ Ps in the same periods, that were partially compensated by market related losses in September 2014 vs market related gains in September 2013. Marking to market of the banks financial assets showed a $\$ 540 \mathrm{MM}$ Ps loss compared with $\$ 5,460 \mathrm{MM}$ Ps gain in the same period of the previous year.

Compared with September 2013, retail loans grew $20 \%$ driven by a 134\% increase in personal loans reaching \$8,574 MM Ps and 300,339 clients, $25 \%$ growth in credit cards to $\$ 3,171$ MM Ps with 449,680 clients and $6 \%$ growth in auto related loans reaching \$19,721 MM Ps.

## Financial Margin

As of September 2014 financial margin stood at \$7,503 MM Ps, a 5.5\% increase if compared with the same period of the previous year mainly due to the better mix of the total loan portfolio.

## Market Related Income

Banco Inbursa posted market related losses of \$540 MM Ps in September 2014 compared with \$5,460 MM Ps gains in September 2013 mainly due to the decrease of long term interest rates, both in pesos and in USD that affected the marking to market of the long term fixed rates funding position and stocks valuation of its financial assets.

## Loan Loss Reserves

Loan loss reserves decreased \$7,101 MM Ps during the last nine months and stood in \$19,327 MM Ps. On an accumulated basis this amount represents $2.8 x$ non-performing loans and 10.2\% of total loans. Through new regulation, banks in Mexico are required to provision total loans under a prospective methodology which estimates the expected losses just for the next 12 months. With this new methodology, Banco Inbursa posted profits of $\$ 6,973$ MM Ps in September 2014 in other operational income (expense) compared with $\$ 409$ MM Ps in September 2013. This result is explained by loan loss reserves releases due to the change of methodology.

## General Expenses

General expenses increased by $15.8 \%$ in September 2014 vs September 2013 from \$3,164 MM Ps to $\$ 3,663 \mathrm{MM}$ Ps. This result is mainly explained by more acquisition cost a consequence of more sales and more payments to the IPAB due to the increase in unsecured local notes.

## Risk Adjusted Net Interest Income

| MM Ps | 3Q14 | 2Q14 | 3Q13 | 9M14 | 9M13 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 4,232.6 | 4,425.0 | 4,463.5 | 13,019.6 | 12,750.6 |
| Interest on loans | 3,256.7 | 3,441.3 | 3,526.2 | 9,991.9 | 9,887.4 |
| Repo's interest income | 614.4 | 428.7 | 431.0 | 1,451.4 | 1,118.3 |
| Others | 361.5 | 555.0 | 506.3 | 1,576.3 | 1,744.9 |
| Interest Expenses | $(1,877.0)$ | $(1,774.9)$ | $(1,925.6)$ | $(5,516.4)$ | $(5,641.3)$ |
| Interest on deposits \& funding | $(1,378.7)$ | $(1,425.5)$ | $(1,619.4)$ | (4,245.0) | (4,757.2) |
| Repo's interest expense | (498.4) | (349.4) | (306.2) | (1,271.5) | (884.1) |
| Financial Margin | 2,355.5 | 2,650.1 | 2,537.9 | 7,503.2 | 7,109.3 |
| Loan Loss Reserves (Net) | (888.3) | 20.5 | $(1,253.4)$ | $(1,147.9)$ | $(4,522.4)$ |
| Risk Adjusted Net Interest Income | 1,467.2 | 2,670.6 | 1,284.5 | 6,355.2 | 2,586.9 |
| Commissions and fees | 711.1 | 717.0 | 953.1 | 2,083.9 | 2,328.1 |
| Market related income | 225.6 | (347.3) | 2,122.4 | (540.4) | 5,459.6 |
| Other operational income (expense) | 3,518.1 | 2,358.3 | 171.3 | 6,973.0 | 408.8 |
| Operating Revenues | 5,922.0 | 5,398.6 | 4,531.3 | 14,871.7 | 10,783.3 |

## General Expenses and Acquisition Cost

| MM Ps | 3Q14 | 2Q14 | 3Q13 | 9 M 14 | 9 M 13 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 24.4 | 23.7 | 22.9 | 71.5 | 69.5 |
| Administrative Expenses | 961.0 | 967.9 | 829.4 | 2,845.4 | 2,437.6 |
| Acquisition Cost | 276.9 | 272.9 | 185.0 | 786.6 | 528.7 |
| Others | 684.1 | 695.1 | 644.4 | 2,058.8 | 1,908.9 |
| Contributions to IPAB | 232.0 | 202.1 | 208.0 | 647.8 | 547.8 |
| Depreciations and Amortizations | 33.8 | 31.5 | 33.1 | 98.4 | 109.0 |
| General Expenses | 1,251.3 | 1,225.2 | 1,093.4 | 3,663.1 | 3,163.9 |

Other Selected Financial Information
Earnings from Subsidiaries

| MM Ps | 3Q14 | $2 Q 14$ | $3 Q 13$ | 9 M14 | 9M13 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS FROM <br> SUBSIDIARIES | 281.8 | 254.7 | 218.2 | 700.0 | 638.8 |
| Sinca Inbursa | 259.9 | 564.0 | 163.8 | 959.7 | 474.9 |
| Afore Inbursa | 71.1 | 60.3 | 106.6 | 185.7 | 328.0 |

## Loan Portfolio

## Loan Portfolio and Asset Quality

Total loan portfolio stood at \$189,195 MM Ps in September 2014 compared with \$191,870 MM Ps in September 2013. Consumer and financial institutions portfolios increased $13 \%$ and $32 \%$, respectively.

Compared with September 2013, wholesale loan portfolio decreased from \$161,250 MM Ps to \$153,229 MM Ps. This result is explained by a $4 \%$ and $15 \%$ decrease in the commercial and governmental loan portfolio together with a 10\% increase in Infrastructure loans.

Peso loan portfolio represented 71\% of total loans.

| MM Ps | 3Q14 | \% | 2Q14 | \% | 3Q13 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL LOAN PORTFOLIO | 189,195 | 100\% | 187,919 | 100\% | 191,870 | 100\% |
| Commercial | 126,469 | 67\% | 126,911 | 68\% | 129,470 | 67\% |
| Financial Institutions | 16,317 | 9\% | 15,059 | 8\% | 12,407 | 6\% |
| Consumer | 16,893 | 9\% | 16,261 | 9\% | 14,961 | 8\% |
| Housing | 1,058 | 1\% | 1,081 | 1\% | 1,126 | 1\% |
| Governmental | 21,542 | 11\% | 22,166 | 12\% | 25,303 | 13\% |
| PAST DUE LOANS | 6,917 | 3.7\% | 6,440 | 3.4\% | 8,603 | 4.5\% |
| LOAN LOSS RESERVES | 19,327 | 10\% | 22,177 | 12\% | 28,661 | 15\% |
|  | 3Q14 |  | 2Q14 |  | 3Q13 |  |
| Pesos | 71\% |  | 71\% |  | 70\% |  |
| USD | 29\% |  | 29\% |  | 30\% |  |
| Secured* | 86\% |  | 86\% |  | 85\% |  |
| Unsecured | 14\% |  | 14\% |  | 15\% |  |
| * Collateral, real guarantees and guarantors |  |  |  |  |  |  |

## Commercial Lending

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


## Banco Inbursa Selected Ratios

|  | 3Q14 | 3Q13 | System <br> Aug-14 |
| :--- | :---: | :---: | :---: |
| Loans / Total Assets | $71.4 \%$ | $71.6 \%$ | $44.8 \%$ |
| NPL / Loan Portfolio | $3.7 \%$ | $4.5 \%$ | $3.4 \%$ |
| LLR / NPL (times) | 2.8 | 3.3 | 1.4 |

## Non Performing Loans

Non performing loans decrease 17\% in September 2014 vs December 2013 from \$8,369 MM Ps to \$6,917 MM Ps mainly related to recoveries and solid restructures.

## Non Performing Loans



## Capitalization

Banco Inbursa registered a $20.0 \%$ TIER 1 Capital ratio as of August 2014. This figure compares positively with the ratio obtained by the market.

| Capitalization Ratio |  |  |  |
| :---: | :---: | :---: | :---: |
| MM Ps | 31-Aug-14 | 31-May-14 | 31-Aug-13 |
| Credit Risk Assets | $\mathbf{1 7 9 , 3 6 3 . 7}$ | $\mathbf{1 6 5 , 9 4 1 . 4}$ | $\mathbf{1 5 4 , 6 8 3 . 1}$ |
| Tier 1 Capital | $32.0 \%$ | $30.8 \%$ | $33.2 \%$ |
| Net Capital | $32.0 \%$ | $30.8 \%$ | $33.8 \%$ |
| Total Risk Assets | $\mathbf{2 8 7 , 1 3 0 . 3}$ | $\mathbf{2 6 9 , 9 1 0 . 4}$ | $\mathbf{2 4 7 , 2 9 5 . 0}$ |
| Tier 1 Capital | $20.0 \%$ | $\mathbf{1 8 . 9 \%}$ | $20.8 \%$ |
| Net Capital | $20.0 \%$ | $\mathbf{1 8 . 9 \%}$ | $21.1 \%$ |

## 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 3Q14 (MM Ps)

| TYPE OF RISK | MARKET VALUE | $\begin{aligned} & \text { VALUE AT } \\ & \text { RISK }{ }^{(1)} \end{aligned}$ | \% VAR vs <br> TIER 1 CAPITAL |
| :---: | :---: | :---: | :---: |
| Forex | 1,777 | 16 | 0.03\% |
| Fixed Income | 24,251 | 75 | 0.14\% |
| Derivatives | $(1,481)$ | 409 | 0.75\% |
| Equity | 8,019 | 318 | 0.58\% |
| Banco Inbursa | 28,562 | 389 | 0.71\% |
| TIER 1 CAPITAL ${ }^{(2)}$ | 54,613 |  |  |
| ${ }^{(1)}$ Value at Risk for 1 day with a confidence lev el of $95 \%$ and using LTM information <br> (2) JUNE 2014 TIER 1 CAPITAL |  |  |  |

## Loan Portfolio 3Q14 (MM Ps)

| Currency | Loan Portfolio* | Past Due Loans | Loan Loss Reserves | oan Loss Reserve vs Loan Portiolio (\%) | Loan Loss Resrve vs Past Due Loans |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MXP | 138,743 | 5,809 | 12,738 | 9.18\% | 2.2 |
| USD* | 45,245 | 1,106 | 6,588 | 14.56\% | 6.0 |
| UDI's** | 1 | 1 | 1 | 90.91\% | N.A. |
| Total | 183,988 | 6,917 | 19,327 | 10.50\% | 2.8 |

[^2]
## SINCA INBURSA

Sinca Inbursa posted profits of $\$ 960$ MM Ps in September 2014 compared with $\$ 475$ MM Ps in September 2013, that represented a 102\% increase. December 2013, Sinca Inbursa sold its $27.50 \%$ stake position in Landsteiner and subsidiaries for a total amount of \$780 MM Ps.

## Current Investment Portfolio

| Million pesos | Description | Acquisition Date | \% Shares | Book Value Investment | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Infrastructure \& Transport |  |  |  |  |  |
| 1.1 Infraestructura y Transporte México, S.A. de C.V. y Subsidiarias | Railroad | NOV 2005 | 8.25\% | 971 | 19.8\% |
| 1.2 Gas Natural Mexico, S.A. de C.V. | Infrastructure | MAR 2010 | 14.13\% | 854 | 17.4\% |
| 1.3 Giant Motors, S.A. de C.V. | Auto | JUL 2008 | 50.00\% | 213 | 4.4\% |
| Total |  |  |  | 2,038 | 41.6\% |
| 2. Health |  |  |  |  |  |
| 2.1 Salud Interactiva, S.A. de C.V. y Subsidiarias | Health | JAN 2008 | 62.16\% | 339 | 6.9\% |
| 2.2 Enesa, S.A. de C.V. | Health | DIC 2010 | 25.00\% | 250 | 5.1\% |
| 2.3 Patia Biopharma, S.A. de C.V. | Health | JUN 2013 | 66.67\% | 13 | 0.3\% |
| Total |  |  |  | 602 | 12.3\% |
| 3. Software |  |  |  |  |  |
| 3.1 Holding Aspel, S.A. de C.V. | Software | JUN 2011 | 64.00\% | 340 | 6.9\% |
| 3.2 HITSS, S.A. de C.V. | Software | NOV 2013 | 15.46\% | 79 | 1.6\% |
| Total |  |  |  | 419 | 8.6\% |
| 4. Financial |  |  |  |  |  |
| 4.1 Sociedad Financiera Campesina, S.A. de C.V. | Financial | SEP 2008 | 9.00\% | 9 | 0.2\% |
| Total Sector Financiero |  |  |  | 9 | 0.2\% |
| 5. Content |  |  |  |  |  |
| 5.1 Quality Films S. de R.L. de C.V. | Content | DEC 2005 | 30.00\% | 61 | 1.2\% |
| 5.2 Argos Comunicación, S.A. de C.V. y Subsidiarias | Content | MAR 2007 | 33.00\% | 41 | 0.8\% |
| Total |  |  |  | 102 | 2.1\% |
| 6. Holding companies |  |  |  |  |  |
| 6.1 Capital Inbursa, S.A. de C.V. | Investments | DEC 2013 | 99.99\% | 1,614 | 33.0\% |
| 6.2 Inbursa Private Capital, S.A. de C.V. | Investments | OCT 2007 | 99.99\% | 110 | 2.2\% |
|  |  |  |  | 1,724 | 35.2\% |
| TOTAL |  |  |  | 4,894 |  |

The investments of Sinca Inbursa in "Promoted Companies" are registered at book value net of goodwill (which is later amortized), and the contribution to the results of the company are accounted under the equity method.

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

Afore Inbursa net income posted profits of \$186 MM Ps in September 2014 compared with $\$ 328$ MM Ps in September 2013. Stockholders' equity stood at $\$ 1,408$ MM Ps in September 2014. It's worth mentioning that in May 2014, Afore Inbursa paid a $\$ 175$ MM Ps dividend. If adjusted, Stockholders' equity growth would have been 12\%.

## Affiliate Base \& Assets Under Management

Assets under management reached \$104,290 MM Ps as of September 2014, a $7.7 \%$ increase if compared with same period last year.

Assets under management market share stood at $4.5 \%$ in September 2014. Afore Inbursa is ranked in the eight place in the Afore system measured by assets under management.

Affiliate base amounted to 517,592 clients in September 2014.

Active workers base was 46.27\% in September 2014 vs $40.01 \%$ of the market.

Acquisition costs was $\$ 469$ MM Ps in September 2014 compared with \$284 MM Ps in September 2013.

Stockholders' equity stood at \$1,408 MM Ps in September 2014, 0.3\% decrease relative to the same period last year. It's worth mentioning that in May 2014, Afore Inbursa paid a \$175 MM Ps dividend. If adjusted, Stockholders' equity growth would have been 12\%.

## Net Income

During the first nine months of 2014, net income reached \$186 MM Ps compared with \$328 MM Ps in the first nine months of 2013.

| Selected Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MM Ps | 3Q14 | $2 Q 14$ | 3Q13 | 9M14 | $9 \mathrm{M13}$ | \% chg |
| Comission Income | 296.3 | 284.8 | 286.7 | 854.9 | 850.1 | 0.6\% |
| General Expenses | (220.2) | (217.5) | (157.3) | (646.0) | (451.1) | 43.2\% |
| Administrative Expense | (23.2) | (23.7) | (19.0) | (70.0) | (57.4) | 22.1\% |
| Operating Expenses | (38.3) | (32.4) | (36.1) | (107.1) | (109.6) | -2.3\% |
| Acquisition cost | (158.7) | (161.3) | (102.2) | (468.9) | (284.1) | 65.0\% |
| Depreciation \& Amortization | (0.6) | (0.6) | (0.5) | (1.7) | (1.4) | 22.8\% |
| Operating Income | 77.4 | 69.6 | 130.9 | 212.5 | 404.6 | -47.5\% |
| Other Income | 0.4 | 0.0 | 0.0 | 3.2 | 2.8 | N.A. |
| Net Income | 71.1 | 60.4 | 106.6 | 185.7 | 328.0 | -43.4\% |
| Investments | 1,381.0 | 1,360.5 | 1,318.4 | 1,381.0 | 1,318.4 | 4.7\% |
| Fixed Assets | 13.3 | 13.8 | 14.4 | 13.3 | 14.4 | -7.7\% |
| Total Assets | 1,724.2 | 1,646.7 | 1,752.4 | 1,724.2 | 1,752.4 | -1.6\% |
| Stockholders' Equity | 1,407.7 | 1,336.6 | 1,412.1 | 1,407.7 | 1,412.1 | -0.3\% |

Affiliate Quality

|  | 3Q14 | 2Q14 | 3Q13 | Mkt. Share <br> 3Q14 |
| :--- | :---: | :---: | :---: | :---: |
| Total Clients (\#) 118,712 $1,095,747$ $1,079,808$ $2.5 \%$ <br> Affiliates (\#)     | 517,592 | 508,116 | 519,992 | $3.3 \%$ |

Assets under management stood at \$103,289 MM Ps at the end of September 2014 compared with $\$ 88.635$ MM Ps in September 2013, $16.5 \%$ more.

## FONDO INBURSA <br> September, 2014

Inbursa holds the highest profitability in USD for the last 33 years
(Mar'81-Sep'14)
Compound Annual Return


## Mutual Funds <br> (September, 2014)

| FUND | PORTFOLIO | ASSETS <br> (MM Ps) | ANUALIZED RETURN | ANUALIZED RETURN |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | MKT AVG. | MSE |
| DINBUR | Fixed Income | 4,071.8 | 1.99\% | 2.02\% |  |
| INBUREX | Fixed Income | 14,128.0 | 3.38\% | 3.45\% |  |
| INBUMAX | Fixed Income | 14,420.6 | 2.81\% | 2.02\% |  |
| INBURSA | Stock's, Bonds | 15,863.9 | 11.40\% | 6.88\% |  |
| FONIBUR | Stock's, Bonds | 20,526.6 | 14.48\% | 6.88\% | 11.78\% |
| IBUPLUS | Stock's, Bonds | 33,765.5 | 11.08\% | 6.88\% |  |

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

Seguros Inbursás total premiums decreased 25.9\% from \$19,532 MM Ps in September 2013 to $\$ 14,471$ MM Ps in September 2014, This is mainly explained by the premium of the Pemex P \& C coverage that amounted $\$ 5,491$ MM Ps and was underwritten in June 2013. Net income posted profits of $\$ 842$ MM Ps in September 2014 compared with $\$ 503$ MM Ps in the same period last year, a consequence of less reserves of unearned premiums and more gains of its investment portfolio.

## Financial Information

| MM Ps | 3Q14 | 2Q14 | 3Q13 | 9M14 | 9M13 | \% chg |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | $4,102.4$ | $4,302.9$ | $4,489.0$ | $14,470.9$ | $19,531.7$ | $-25.9 \%$ |
| Retained Premiums | $2,809.3$ | $2,773.9$ | $2,656.7$ | $8,432.2$ | $8,686.5$ | $-2.9 \%$ |
| Reserves Provisions | $(103.1)$ | 262.0 | 260.6 | 424.8 | 698.3 | $-39.2 \%$ |
| Technical Income | 404.3 | 223.7 | $(17.8)$ | $1,043.6$ | $1,369.1$ | $-23.8 \%$ |
| Net Financial Income | $1,285.6$ | 796.0 | 244.1 | $1,965.8$ | $1,075.9$ | $82.7 \%$ |
| Net Income | 668.0 | 260.5 | $(65.2)$ | 841.8 | 502.8 | $67.4 \%$ |
| Assets | $68,675.7$ | $66,451.1$ | $67,819.5$ | $68,675.7$ | $67,819.5$ | $1.3 \%$ |
| Investments | $34,650.3$ | $32,839.5$ | $32,412.2$ | $34,650.3$ | $32,412.2$ | $6.9 \%$ |
| Reserves | $51,048.6$ | $48,314.9$ | $47,785.3$ | $51,048.6$ | $47,785.3$ | $6.8 \%$ |
| Stockholders' Equity | $9,216.2$ | $8,532.5$ | $9,142.2$ | $9,216.2$ | $9,142.2$ | $0.8 \%$ |

Premiums Breakdown

| Line of business | Breakdown 9M14 | Growth Rate 9 M14 vs 9M14 | Combined Ratio 9M14 | Combined Ratio 9M13 | Combined Ratio 9M14 | Breakdown 9M14 | Growth Rate $9 \mathrm{M14}$ vs 9M14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C | 48.4\% | -41.7\% | 90.8\% | 58.3\% | 90.7\% | 46.9\% | -40.7\% |
| Automobile | 19.7\% | -9.5\% | 91.1\% | 92.5\% | 91.2\% | 18.4\% | -9.6\% |
| Life | 18.2\% | -8.5\% | 115.4\% | 109.7\% | 104.9\% | 21.8\% | -10.8\% |
| A \& H | 13.7\% | 32.7\% | 91.1\% | 96.6\% | 90.8\% | 12.9\% | 32.2\% |
| Total | 100.0\% | -25.9\% | 97.0\% | 94.4\% | 95.3\% | 100.0\% | -25.1\% |

Stockholders' equity stood at \$9,216 MM Ps in September 2014, after having paid dividends of $\$ 1,055$ MM Ps MM Ps in May 2014 and an extraordinary dividend of $\$ 650$ MM Ps in November 2013 compared with $\$ 9,142$ MM Ps in September 2013, a $0.8 \%$ increase. If adjusted by dividend payments the growth would have been 19.4\%.

## PENSIONES INBURSA

(Annuities)
Pensiones Inbursa's net income posted profits of \$894 MM Ps in September 2014 compared with $\$ 766$ MM Ps in the same period last year. Stockholders' equity reached \$9,631 MM Ps in September 2014 compared with $\$ 8,329$ MM Ps in September 2013, a $16 \%$ increase.

## Selected Financial Information

| MM Ps | 3Q14 | 2Q14 | 3 Q13 | 9M14 | $9 \mathrm{M13}$ | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 4.6 | 6.4 | 7.4 | 17.9 | 19.4 | -7.8\% |
| Reserves Provisions | 24.3 | (153.5) | (58.0) | 8.1 | (40.1) | N.A. |
| Acquisition cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | N.A. |
| Technical Income | (256.3) | (75.5) | (167.8) | (695.3) | (625.3) | N.A. |
| Net Financial Income | 651.7 | 204.8 | 311.1 | 1,448.2 | 1,096.5 | 32.1\% |
| Net Income | 441.1 | 129.3 | 314.8 | 894.1 | 766.2 | 16.7\% |
| Assets | 25,593.6 | 25,026.4 | 24,039.4 | 25,593.6 | 24,039.4 | 6.5\% |
| Investments | 20,880.5 | 20,495.5 | 19,887.5 | 20,880.5 | 19,887.5 | 5.0\% |
| Reserves | 15,685. 1 | 15,664.8 | 15,532.8 | 15,685. 1 | 15,532.8 | 1.0\% |
| Stockholders' Equity | 9,631.3 | 9,190.1 | 8,329.4 | 9,631.3 | 8,329.4 | 15.6\% |

Inversora Bursatil posted profits of \$199 MM Ps in September 2014 vs \$472 MM Ps in September 2013. This result is explained by lower fees collected related to less activity in the debt market. Stockholders ${ }^{-}$ equity stood at \$2,139 MM Ps in September 2014, after having paid dividends of. $\$ 800$ MM Ps in May 2014 and an extraordinary dividend of $\$ 400$ MM Ps in November 2013 compared with \$2,926 MM Ps in September 2013, a $27 \%$ decrease. It adjusted by dividend payments the growth would have been $14 \%$.

## FIANZAS GUARDIANA INBURSA

 (Bonding)Net income reached \$280 MM Ps in September 2014 vs $\$ 176$ MM Ps same period last year a consequence of more premiums during the period. Stockholders' equity stood at \$1,210 MM Ps in September14, after having paid dividends of $\$ 300$ MM Ps in May 2014 and an extraordinary dividend of $\$ 350$ MM Ps in November 2013 compared with $\$ 1,473$ MM Ps in September 2013, a $18 \%$ decrease. If adjusted by dividend payments the growth would have been $26 \%$.

Selected Financial Information

| MM Ps | 3Q14 | 2Q14 | 3Q13 | 9M14 | 9M13 | \% chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Premiums | 409.0 | 396.2 | 403.3 | 1,248.7 | 1,162.5 | 7.4\% |
| Technical Income | 109.6 | 65.2 | 78.7 | 254.3 | 182.6 | 39.3\% |
| Earnings From Investments | 14.9 | 21.0 | 19.9 | 47.2 | 71.3 | -33.9\% |
| Net Income | 146.7 | 92.0 | 61.0 | 280.4 | 176.3 | 59.0\% |
| Total Assets | 3,492.0 | 3,296.4 | 3,519.9 | 3,492.0 | 3,519.9 | -0.8\% |
| Investments | 2,179.3 | 1,998.9 | 2,362.2 | 2,179.3 | 2,362.2 | -7.7\% |
| Reserves | 1,993.8 | 1,936.7 | 1,767.6 | 1,993.8 | 1,767.6 | 12.8\% |
| Stockholders' Equity | 1,210.9 | 1,064.3 | 1,472.9 | 1,210.9 | 1,472.9 | -17.8\% |

## APPENDIX <br> Banco Inbursa

## CAPITALIZATION



RISK - WEIGHTED ASSETS

| MARKET RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| :---: | :---: | :---: |
| PESO NOMINAL INTEREST RATE OPERATIONS | 24,877 | 1,990 |
| PESO OR UDI REAL INTEREST RATE OPERATIONS | 7,187 | 575 |
| FOREIGN CURRENCY NOMINAL INTEREST RATE | 24,059 | 1,925 |
| POSITION IN UDIS OR WITH A RETURN INDEXED TO INFLATION | 25 | 2 |
| POSITIONS IN FOREIGN CURRENCY OR INDEXED TO THE FX RATE | 3,998 | 320 |
| POSITIONS IN SHARES OR INDEXED TO THE PRICE OF SECURITIES | 29,672 | 2,374 |
| TOTAL | 89,819 | 7,186 |
| CREDIT RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| GROUP I |  |  |
| GROUP II |  |  |
| GROUP III | 27,057 | 2,165 |
| GROUP IV | 361 | 29 |
| GROUP V | 4,307 | 345 |
| GROUP VI | 5,376 | 430 |
| GROUP VIII | 119,216 | 9,537 |
| GROUP VIII | 1,899 | 152 |
| RELATED GROUPS | 7,121 | 570 |
| SUB-TOTAL | 165,336 | 13,227 |
| CAPITAL REQUIREMENTS ON: PERMANENT EQUITY, FURNITURE \& EQUIPMENT, PREPAYMENTS AND DEFERRED CHARGES | 14,028 | 1,122 |
| TOTAL | 179,364 | 14,349 |
| OPERATIONAL RISK - WEIGHTED ASSETS | $\begin{aligned} & \text { RISK WEIGHTED } \\ & \text { ASSETS } \end{aligned}$ | REQUIRED CAPITAL |
| CAPITAL REQUIRMENTS FOR OPERATIONAL RISK | 17,947 | 1,436 |
| SUB-TOTAL | 17,947 | 1,436 |
| REQUIRMENT FOR TOTAL RISKS | 287,130 | 22,970 |


| INVESTMENT IN SECURITIES <br> September 30, 2014 <br> (Constant O00's Pesos as of September 30, 2014) |  |
| :--- | :--- | ---: |
| TRADING PORTFOLIO | $\mathbf{2 5 , 8 1 9 , 0 6 6}$ |
| Stocks | $8,025,016$ |
| Bonds | $5,235,729$ |
| Government Securities | $6,488,409$ |
| Bankers' Acceptances | $\mathbf{6 , 0 6 9 , 9 1 2}$ |
| Cebur's | $\mathbf{2 7 6 , 0 4 4}$ |
| SECURITIES HELD FOR SALE | 276,044 |
| Bonds | $\mathbf{0}$ |
| SECURITIES HOLD TO MATURITY |  |

Credit Link

| $\begin{array}{c}\text { REPURCHASE PORTFOLIO } \\ \text { September 30, 2014 }\end{array}$ |
| :--- | :--- | :---: |
| (Constant 000's Pesos as of September 30, 2014) |$]$.

DEFERRED TAXES
September 30, 2014
(Constant 000 's Pesos as of September 30, 2014)

| TOTAL DEFERRED TAXES | 2,512,762 |
| :---: | :---: |
| Negotiable Financial Instruments | 95,021 |
| Negotiable Financial Instruments valuation (except stocks) | 119,845 |
| Stocks | 69,955 |
| Foreign stocks | 1,500,150 |
| Foreign stocks (San Antonio Oil \& Gas) | $(66,902)$ |
| YPF Petersen stocks | $(604,850)$ |
| Foreign stocks exchange rate | 633,715 |
| Sinca's good will amortization | $(7,191)$ |
| Ternium good will amortization | 10,954 |
| Lamosa good will amortization | 3,418 |
| Invex goodwill amortization | 25,464 |
| CFSM good will amortization | 40,955 |
| Rosarito goodwill amortization | 17,482 |
| NYT warrant prime amortization | 75,066 |
| Financial leasing deduction | 3,336 |
| Fix assets deduction | $(37,837)$ |
| Commissions amortization | $(5,822)$ |
| Prepayments | 21,298 |
| Reposessed assets | $(103,398)$ |
| Charge-offs | $(21,719)$ |
| Fiscal Diference valuation | 44,893 |
| Fiscal Diference valuation (Euro) | 7 |
| Swaps interest | $(23,479)$ |
| Futures | $(15,125)$ |
| Fiscal Diference valuation (Swaps) | 778,922 |
| Warrants valuation | 62,302 |
| Interest valuation | $(5,444)$ |
| Financial Instruments Valuation (Bonds) | $(2,109)$ |
| Swaps valuation (2007 and before) | $(96,145)$ |

## LOAN PORTFOLIO

(Constant MM Pesos as of September 30, 2014)

|  | 3Q14 |  | LOAN PORTFOLIO |  |  |  | 3014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PERFORMING | NON PERFORMING |  |  |  |  |  |
|  | LOANS | LOANS | Total Loan Portfolio |  |  |  | 189,195 |
| Commercial | 126,469 |  | Loan Loss Reserves |  |  |  | 19,327 |
| Interbank | 16,317 | 14 |  |  |  |  |  |
| Consumer | 16,893 | 932 | TOTAL LOAN PORTFOLIO (NET) |  |  |  | 169,868 |
| Mortgages | 1,058 | 146 |  |  |  |  |  |
| Government | 21,542 |  |  |  |  |  |  |
| Total | 182,278 | 6,917 |  |  |  |  |  |
|  | LOAN PORTFOLIO BREAKDOWN BY CURRENCY |  |  |  |  |  |  |
|  |  |  | PESOS | UDI's | USD | TOTAL BANK |  |
|  | PERFORMING LOANS |  |  |  |  |  |  |
|  | Commercial |  | 86,948 |  | 39,521 | 126,469 |  |
|  | Interbank |  | 12,517 |  | 3,799 | 16,316 |  |
|  | Consumer |  | 16,893 |  |  | 16,893 |  |
|  | Mortgages |  | 1,057 | 1 |  | 1,058 |  |
|  | Government |  | 21,542 |  |  | 21,542 |  |
|  | Total Performing Loans |  | 138,957 | 1 | 43,320 | 182,278 |  |
|  | NON PERFORMING LOANS |  |  |  |  |  |  |
|  | Commercial |  | 4,721 |  | 1,104 | 5,825 |  |
|  | Interbank |  | 14 |  |  | 14 |  |
|  | Consumer |  | 931 | 1 |  | 932 |  |
|  | Mortgages |  | 146 |  |  | 146 |  |
|  | Government |  |  |  |  | 0 |  |
|  | Total Non Permorming Loans |  | 5,812 | 1 | 1,104 | 6,917 |  |

INBURSA: ALLOWANCE FOR LOAN LOSS RESERVES

## Loan Loss Reserves at June 30, 2014 (constant million pesos as of Jue 30, 2014) <br> - Adjustment for inflation Jun '14-Sep '14 211

| Loan Loss Reserves at September, 2014 (million <br> nominal pesos) | 21,966 |
| :--- | :--- |

+ Provisions recorded during the period -2,734
+ Currency valuation \& other 95
Loan Loss Reserves at September 30, $2014 \quad 19,327$

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

| LOAN PORTFOLIO RATINGS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Constant MM Pesos as September 302014 ) |  |  |  |  |  |  |  |
|  | Loan Subject to Clasification | Loan Loss Reserves | (Constant MM Pesos as of September 30, 2014) |  |  |  |  |
| LOAN PORTFOLIO | 190,652.2 | 19,316.0 | PORTFOLIO |  |  |  | REQUIRED RESERVES |
| Commercial Loans | 128,250.8 | 16,986.2 |  |  |  |  |  |
| Risk "A" | 100,112.63 | 10,596.6 | Risk | \% of risk | Notional | \% in provision | Notional |
| Risk "B" | 19,083.8 | 1,014.2 | A | 81.6\% | 155,563 | 0\%-0.99\% | 11,090 |
| Risk "C" | 2,861.8 | 284.7 | B | 12.2\% | 23,232 | 1\%-19.99\% | 1,171 |
| Risk "D" | 3,319.6 | 2,416.0 | C | 2.1\% | 4,069 | 20\% - 59.99\% | 384 |
| Risk "E" | 2,872.9 | 2,659.3 | D | 2.0\% | 3,813 | 60\% - 89.99\% | 2,533 |
| Except Federal Government Past Due Interest |  | 15.4 | E | 2.1\% | 3,977 | 90\% - 100\% | 3,408 |
| Interbank Loans | 33,082.3 | 507.8 | Subtotal | 100\% | 190,654 |  | 18,586 |
| Risk "A" | 30,103.5 | 392.4 | Plus: | Plus: |  |  |  |
| Risk "B" | 2,814.7 | 96.4 | Non-Classified portfolio | - | - | Aditional estimates | 741 |
| Risk "C" | 150.1 | 10.4 |  | 0.0\% | 0 |  |  |
| Risk "D" | 9.8 | 4.3 | Plus: <br> Exceptued portfolio |  |  |  |  |
| Risk "E" | 4.2 | 4.2 |  |  |  |  |  |
| Mortgages Loans | 1,204.3 | 87.5 | Total Credit Portfolio | 100\% | 190,654 | Total Reserves | 19,327 |
| Risk "A" | 862.4 | 1.8 | NOTES: |  |  |  |  |
| Risk "B" | 119.0 | 1.4 | 1.- ACCOUNTING INFORMATION RELATIVE TO THE LOAN CLASSIFICATION OF THE PORTFOLIO FOR THE QUARTER |  |  |  |  |
| Risk "C" | 91.9 | 6.1 |  |  |  |  |  |  |  |
| Risk "D" | 54.7 | 13.4 | ending Jseptember 30 2014, WITH A RISK EXPOSURE RATE OF THE PORTFOLIO BASED UPON the RATINGS |  |  |  |  |
| Risk "E" | 76.3 | 63.3 | GRANTED AS OF SEPTEMBER 30, 2014. THIS PROCEDURE FOLLOWS THE GUIDE LINES OF THE CNBV. |  |  |  |  |
| Past Due Interest |  | 1.5 | 2.- IN ACCORDANCE WITH LOAN CLASSIFICATION RULES, THE INSTITUTION IS OBLIGED TO GRADE INDIVIDUALLY AT |  |  |  |  |
| Consumer Loans | 6,573.2 | 988.5 | LEAST 80\% OF ITS LOAN PORTFOLIO SUBJECT TO RATING. |  |  |  |  |
| Risk "A" | 2,942.7 | 58.3 | 3.- BASE LOAN PORTFOLIO CLASSIFIED INCLUDES CONTINGENT OPERATIONS SHOWN IN ITS CORRESPOPNDING |  |  |  |  |
| Risk "B" | 1,214.1 | 59.4 | GROUP FOR MEMORANDOM ACCOUNTS AT THE END OF THE CONSOLIDATED BALANCE SHEET REPORTED ON |  |  |  |  |
| Risk "C" | 964.7 | 83.1 | SEPTEMBER 30, 2014. |  |  |  |  |
| Risk "D" | 428.5 | 99.7 | 4.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE MORTGAGE PORTFOLIO PROVSIONS AS OF SEPTEMBER 30, 2014 FOR \$2 \$1 \$6 \$14 AND \$63 THAT CORRESPONDS TO RISKS "A", "B", "C", "D", AND "E", RESPECTIVELY. |  |  |  |  |
| Risk "E" | 1,023.1 | 681.0 |  |  |  |  |  |  |  |
| Past Due Interest |  | 7.0 |  |  |  |  |  |  |  |
| Government Loans | 21,541.7 | 40.7 | 5.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES THE CONSUMER PORTFOLOPROVISIONS AS OF SEPTEMBER 30,2014 FOR $\$ 58 \$ 59 \$ 83$ \$ 100 AND $\$ 681$ THAT CORRESPONDS TO RISKS "A" ", |  |  |  |  |
| Risk "A" | 21,541.7 | 40.7 |  |  |  |  |  |  |  |
| Risk "B" |  |  | "B", "C", "D" AND "E", RESPECTIVELY. |  |  |  |  |
| Risk "C" |  |  | 6.- IN ACCORDANCE WITH THE REGULATION, PREVENTIVE RESERVES INCLUDES AN ADJUSTMENT OF \$23 THAT CORRESPONDS TO THE ADDITIONAL PROVISIONS FOR INTEREST PAYABLE OVER PAYABLE PORTFOLIO |  |  |  |  |
| Risk "D" |  |  |  |  |  |  |  |  |  |
| Risk "E" |  |  | 7.- PREVENTIVE RESERVES INCLUDES \$705 THAT CORRESPONDS TO ADITIONAL RESERVES FOR OPERATIONAL RISKS. |  |  |  |  |
| Aditional Reserves |  | 705.4 | 8.- THE OUTCOME OF THIS CR OF SEPTEM BER 30, 2014. | T RISK RATIN | is included | the Consolidated balance sheet | REPORTED AS |
|  |  |  |  |  |  |  |  |


| MATURITY | TOTAL (000s) |
| :---: | :---: |
| 1 to 7 days | 980,000 |
| 8 days to 1 month |  |
| 1 to 3 months | 948,839 |
| 3 to 6 months |  |
| 6 to 9 months |  |
| 9 months to 1 year |  |
| 1 to 2 years |  |
| 2 to 3 years | 2,000,000 |
| 3 to 4 years |  |
| 4 to 5 years |  |
| 5 to 7 years | 27,535 |
| 7 to 9 years |  |
| more than 9 |  |
| TOTAL | 3,956,374 |

## CNBV GAAP

## Financial Statements

## GRUPO FINANCIERO INBURSA

Consolidated Income Statement
(quarterly)

|  |  |  |  |  |  |  | Acumulate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Jan | Sep |
| (Million Pesos.) | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Interest Income | 5,800.0 | 5,908.3 | 6,117.4 | - 5,620.3 | 6,440.4 | 5,563.0 | 17,623.6 | 16,969.2 |
| Premiums written (net) | 3,884.9 | 3,404.1 | 3,882.9 | - 3,679.3 | 3,434.6 | 3,488.2 | 10,602.2 | 10,952.4 |
| Interest Expense | $(2,417.7)$ | $(2,523.4)$ | $(2,577.8)$ | F $(2,162.4)$ | $(2,264.9)$ | $(2,149.2)$ | $(6,576.5)$ | $(7,305.3)$ |
| Increased in reserve for unearned premiums | (757.2) | (500.1) | $(1,026.7)$ | $\cdots$ (925.3) | (479.6) | (369.1) | $(1,774.0)$ | $(1,776.8)$ |
| Cost of claims and contractual obligations (net) | $(2,439.5)$ | $(2,544.7)$ | $(1,527.2)$ | - $(2,346.1)$ | $(2,426.6)$ | $(2,611.9)$ | $(7,384.6)$ | $(7,150.5)$ |
| FINANCIAL MARGIN | 4,070.5 | 3,744.3 | 4,868.5 | * 3,865.8 | 4,703.8 | 3,921.2 | 12,490.7 | 11,688.9 |
| Loan Loss Provisions | 1,397.6 | 1,400.5 | $(1,694.4)$ | - 379.2 | 224.5 | 1,209.9 | 1,813.7 | 4,892.9 |
| RISK ADJUSTED NII | 2,672.9 | 2,343.8 | 6,562.9 | * 3,486.6 | 4,479.2 | 2,711.2 | 10,677.0 | 6,796.1 |
| Comissions and Fees | 404.2 | 715.7 | 424.0 | - 154.6 | 122.2 | 201.3 | 478.1 | 1,472.6 |
| Market-Related Income | 3,270.1 | 2,330.0 | 5,633.5 | - (618.8) | (220.3) | 1,974.2 | 1,135.1 | 6,205.8 |
| Other operational income (expense) | 510.7 | 460.3 | (38.1) | - 1,483.7 | 2,714.8 | 3,825.8 | 8,024.3 | 1,480.9 |
| Non-Interest Expense | $(1,923.2)$ | $(1,591.5)$ | $(2,291.7)$ | - $(1,684.1)$ | $(1,873.1)$ | $(1,932.1)$ | $(5,489.3)$ | $(5,092.8)$ |
| OPERATING INCOME | 4,934.8 | 4,258.2 | 10,290.6 | ${ }^{*}$ 2,822.0 | 5,222.8 | 6,780.4 | 14,825.2 | 10,862.6 |
| Subsidiaries' Net Income | 189.7 | 206.0 | 92.0 | $\cdots \quad 145.7$ | 191.4 | 271.7 | 608.8 | 602.1 |
| NET INCOME BEFORES TAXES | 5,124.5 | 4,464.2 | 10,382.6 | * 2,967.7 | 5,414.2 | 7,052.1 | 15,434.0 | 11,464.7 |
| Incurred Income Tax \& Profit Sharing | (357.5) | (775.5) | $(1,307.4)$ | - $(1,387.4)$ | (799.6) | (969.0) | $(3,156.1)$ | $(1,784.1)$ |
| Deferred Income Tax (net) | $(1,295.9)$ | (413.9) | $(1,139.4)$ | - 884.6 | 12.1 | 3.8 | 900.5 | $(1,300.1)$ |
| RESULTS FROM CONTINUED OPERATION | 3,471.0 | 3,274.8 | 7,935.8 | * 2,464.9 | 4,626.7 | 6,086.9 | 13,178.5 | 8,380.6 |
| Discontinued Operations \& Extraordinary Items | 0.0 | 0.0 | 0.0 | ־ 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 3,471.0 | 3,274.8 | 7,935.8 | * 2,464.9 | 4,626.7 | 6,086.9 | 13,178.5 | 8,380.6 |
| MINORITARY INTEREST | 6.1 | 6.5 | 4.9 | $\cdots 3.2$ | 3.5 | 4.1 | 10.8 | 19.3 |

## GRUPO FINANCIERO INBURSA

Consolidated Balance Shee
Million Pesos

| ASSETS | Jun-13 | Sep-13 | Dec-13 | Mar-14 | Jun-14 | Sep-14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Due From Banks | 27,705.2 | 33,711.9 | 18,743.8 | 24,442.6 | 17,198.3 | 14,210.7 |
| Margin Accounts | 233.8 | 1,454.3 | 650.6 | 419.3 | 630.3 | 1,111.4 |
| Financial Instruments | 101,493.3 | 107,280.4 | 94,662.0 | 87,616.2 | 97,828.3 | 90,642.1 |
| Negotiable | 75,061.2 | 77,834.2 | 65,875.9 | 58,900.5 | 69,795.1 | 60,241.7 |
| For Sale | 406.9 | 355.3 | 355.9 | 349.0 | 348.7 | 351.7 |
| Held to Maturity | 26,025.3 | 29,090.9 | 28,430.2 | 28,366.7 | 27,684.5 | 30,048.7 |
| Repos \& Derivatives | 35,008.2 | 13,004.6 | 10,362.7 | 16,569.7 | 18,890.5 | 23,928.2 |
| Repo Operations | 25,501.0 | 3,694.4 | 1,130.3 | 7,233.2 | 9,823.5 | 15,144.7 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,507.2 | 9,310.2 | 9,232.4 | 9,336.5 | 9,067.0 | 8,783.5 |
| Adjusted Valuation for Financial Assets | 693.2 | 773.8 | 563.7 | 732.9 | 1,162.1 | 1,049.5 |
| LOANS | 176,196.5 | 184,314.8 | 190,327.3 | 184,089.5 | 182,775.1 | 184,489.3 |
| Commercial | 130,019.8 | 132,743.4 | 135,276.6 | 127,020.6 | 130,067.4 | 129,518.0 |
| Interbank | 6,657.1 | 6,864.8 | 6,664.3 | 7,768.2 | 7,050.5 | 8,308.1 |
| Consumer | 17,131.0 | 18,276.9 | 19,695.5 | 20,781.3 | 22,409.5 | 24,063.0 |
| Housing | 1,150.1 | 1,126.3 | 1,123.5 | 1,073.0 | 1,081.3 | 1,058.3 |
| Governments | 21,238.5 | 25,303.3 | 27,567.4 | 27,446.4 | 22,166.3 | 21,541.9 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PAST-DUE LOANS | 8,402.0 | 8,992.8 | 8,752.1 | 7,564.8 | 6,802.8 | 7,364.0 |
| TOTAL GROSS LOANS | 184,598.5 | 193,307.6 | 199,079.4 | 191,654.3 | 189,577.9 | 191,853.2 |
| Loan Loss Reserves | 28,428.7 | 29,118.8 | 27,002.0 | 25,943.9 | 22,829.9 | 20,148.5 |
| TOTAL NET LOANS | 156,169.9 | 164,188.8 | 172,077.4 | 165,710.3 | 166,748.0 | 171,704.7 |
| Insurance and bonding companies | 474.3 | 469.4 | 466.0 | 439.9 | 398.5 | 402.4 |
| Premium debtors (net) | 10,936.4 | 9,525.9 | 9,901.3 | 9,096.0 | 9,387.3 | 7,719.0 |
| Reinsurance and rebonders | 17,748.1 | 21,125.8 | 21,445.5 | 21,056.3 | 20,024.2 | 22,031.4 |
| Receivables,Sundry Debtors \& Adv. Payments (net) | 8,731.7 | 21,259.4 | 14,366.3 | 14,699.4 | 10,251.1 | 13,994.2 |
| Repossessed Assets (net) | 1,499.9 | 2,776.3 | 2,047.8 | 1,733.7 | 1,574.9 | 3,058.2 |
| Fixed Assets (net) | 3,992.1 | 4,027.3 | 4,362.2 | 4,943.1 | 4,952.1 | 5,163.8 |
| Permanent Equity Investments | 7,875.1 | 8,115.8 | 7,665.5 | 7,750.4 | 8,374.8 | 8,783.0 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 2,611.3 | 2,852.9 | 2,879.7 | 2,143.6 | 2,867.6 | 3,199.9 |
| TOTAL ASSETS | 375,172.5 | 390,566.8 | 360,194.5 | 357,353.6 | 360,288.1 | 366,998.6 |


| LIABILITIES | Jun-13 | Sep-13 | Dec-13 | Mar-14 | Jun-14 | Sep-14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPOSITS | 150,378.4 | 144,267.4 | 149,159.3 | 153,540.5 | 156,020.2 | 162,221.5 |
| Demand Deposits | 62,161.6 | 62,486.8 | 65,114.9 | 69,926.0 | 64,721.6 | 66,314.1 |
| Time Deposits | 40,275.2 | 28,451.1 | 24,764.0 | 21,830.3 | 13,654.9 | 13,861.2 |
| Unsecured Notes (CEBURES) | 47,941.6 | 53,329.4 | 59,280.4 | 61,784.2 | 77,643.7 | 82,046.2 |
| INTERBANK LOANS \& OTHER | 3,467.5 | 7,912.4 | 12,939.5 | 5,991.6 | 4,878.2 | 4,573.5 |
| TECHNICAL RESERVES | 61,602.9 | 65,671.0 | 66,379.0 | 67,000.2 | 66,538.9 | 69,349.9 |
|  | 43,918.3 | 40,677.1 | 15,438.7 | 15,686.2 | 23,587.6 | 15,453.4 |
| Repo Operations | 34,574.8 | 31,408.1 | 6,811.3 | 7,236.2 | 14,632.9 | 4,923.4 |
| Credit related operations |  |  |  |  |  |  |
| Derivatives | 9,343.5 | 9,269.0 | 8,627.5 | 8,450.1 | 8,954.7 | 10,529.9 |
| Adjusted Valuation for Fianacial Liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| REINSURANCE AND REBONDERS | 6,467.8 | 5,714.4 | 5,122.3 | 4,424.1 | 4,464.7 | 3,170.0 |
| OTHER ACCOUNTS PAYABLE | 23,738.2 | 36,992.2 | 22,567.9 | 20,847.3 | 12,943.1 | 14,190.1 |
| Income tax \& Employee profit sharing | 1,199.1 | 1,979.8 | 2,400.6 | 2,644.7 | 2,247.6 | 3,192.2 |
| Other accounts payable | 22,539.1 | 35,012.4 | 20,167.4 | 18,202.6 | 10,695.5 | 10,997.8 |
| DEFERRED TAXES | 4,216.4 | 4,622.2 | 5,974.6 | 4,984.6 | 4,974.3 | 5,023.4 |
| DEFERRED CREDITS | 408.1 | 414.0 | 448.1 | 472.1 | 493.1 | 536.4 |
| TOTAL LIABILITIES | 294,197.7 | 306,270.7 | 278,029.4 | 272,946.7 | 273,900.0 | 274,518.1 |
| 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 | 53,483.7 | 56,798.6 | 54,662.7 | 56,911.3 | 58,894.7 | 64,983.1 |
| Capital Reserves | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 | 3,098.4 |
| Retained Earnings | 46,264.8 | 46,311.4 | 36,244.6 | 52,323.7 | 49,684.0 | 49,689.5 |
| 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 | 5,092.9 | 8,361.3 | 16,292.2 | 2,461.7 | 7,084.8 | 13,167.6 |
| Minority Interest | 82.6 | 89.1 | 93.9 | 87.0 | 84.8 | 88.9 |
| TOTAL STOCKHOLDERS' EQUITY | 80,974.8 | 84,296.2 | 82,165.1 | 84,406.9 | 86,388.0 | 92,480.6 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 375,172.5 | 390,566.8 | 360,194.5 | 357,353.6 | 360,288.1 | 366,998.6 |


| GRUPO FINANCIERO INBURSA |  |  |  |
| :---: | :---: | :---: | :---: |
| MEMORANDUM ACCOUNTS |  |  |  |
| Million Pesos |  |  |  |
| CUSTOMER POSITION ACCOUNTS | Sep-14 | COMPANY POSITION ACCOUNTS | Sep-14 |
| CUSTOMER CURRENT ACCOUNTS | (170.6) |  |  |
| Customer bank balances | 1.0 | Contingency assets and liabilities | 53,956.2 |
| Custumer transaction liquidations | (171.5) | Assets under trust | 483,825.0 |
| Client loans |  | Assets under custody or administration | 595,622.1 |
|  |  | Irrevocable lines of credit granted |  |
| CUSTOMER SECURITIES | 2,624,596.5 | Shares held in custody |  |
| Assets in custody or under administration | 2,624,596.5 | Other contingent obligations | 4,104.1 |
| Assets received in guarantee |  | Collaterals | 232,527.6 |
|  |  | Others | 1,051,858.6 |
| TRANSACTIONS ON BEHALF OF CUSTOMERS | 119.7 |  |  |
| Customer Repos | 119.7 |  |  |
| Customer Securities Loans |  |  |  |
| Purchase of Derivatives |  |  |  |
| Trusts | 54,272.3 |  |  |
| TOTAL CUSTOMER POSITION | 2,678,818.0 | TOTAL OWN POSITION | 2,421,893.6 |



## BANCO INBURSA

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Interest Income | 4,136.7 | 4,463.5 | 4,412.2 | 4,362.1 | 4,425.0 | 4,232.6 | 13,019.6 | 12,750.6 |
| Interest Expense | 1,762.8 | 1,925.7 | 2,044.8 | - 1,864.5 | 1,774.9 | 1,877.0 | 5,516.4 | 5,641.3 |
| Financial Margin | 2,373.8 | 2,537.9 | 2,367.4 | 2,497.6 | 2,650.1 | 2,355.5 | 7,503.2 | 7,109.3 |
| Loan Loss Provisions | 1,288.4 | 1,253.4 | (1,924.2) | - 280.1 | (20.5) | 888.3 | 1,147.9 | 4,522.4 |
| Risk Adjusted Net Interest Income | 1,085.4 | 1,284.5 | 4,291.6 | - 2,217.4 | 2,670.6 | 1,467.2 | 6,355.2 | 2,586.9 |
| Comissions and Fees | 695.6 | 953.1 | 857.0 | - 655.8 | 717.0 | 711.1 | 2,083.9 | 2,328.1 |
| Market-Related Income | 3,815.6 | 2,122.4 | 4,530.8 | - (418.7) | (347.3) | 225.6 | (540.4) | 5,459.6 |
| Other operational income (expense) | 76.2 | 171.3 | (291.8) | - 1,096.6 | 2,358.3 | 3,518.1 | 6,973.0 | 408.8 |
| Operating Revenues | 5,672.8 | 4,531.3 | 9,387.5 | -3,551.0 | 5,398.6 | 5,922.0 | 14,871.7 | 10,783.3 |
| Non-Interest Expense | 1,077.9 | 1,093.4 | 1,331.8 | - 1,186.6 | 1,225.2 | 1,251.3 | 3,663.1 | 3,163.9 |
| Operating Income | 4,594.9 | 3,437.9 | 8,055.8 | 2,364.5 | 4,173.4 | 4,670.8 | 11,208.6 | 7,619.4 |
| Other Income (Expenses) | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings Before Taxes | 4,594.9 | 3,437.9 | 8,055.8 | 2,364.5 | 4,173.4 | 4,670.8 | 11,208.6 | 7,619.4 |
| Incurred Income Tax \& Profit Sharing | 45.4 | 399.0 | 1,036.0 | - 776.7 | 403.4 | 595.5 | 1,775.6 | 482.6 |
| Deferred Income Tax | 1,409.2 | 590.3 | 948.9 | - (237.4) | 89.4 | (175.7) | (323.8) | 1,637.3 |
| Net Income Before Subsidiaries' Net Income | 3,140.3 | 2,448.6 | 6,070.9 | - 1,825.2 | 3,680.5 | 4,251.0 | 9,756.7 | 5,499.4 |
| Subsidiaries' Net Income | 200.2 | 218.2 | 101.7 | - 163.5 | 254.7 | 281.8 | 700.0 | 638.8 |
| Continous Operations' Net Income | 3,340.5 | 2,666.8 | 6,172.6 | - 1,988.7 | 3,935.2 | 4,532.8 | 10,456.7 | 6,138.2 |
| Discontinued Operations \& Extraordinary Items Minority Interest | $\begin{gathered} 0.0 \\ (29.2) \end{gathered}$ | $\begin{gathered} 0.0 \\ (31.9) \end{gathered}$ | $\begin{gathered} 0.0 \\ (37.7) \end{gathered}$ | $\left[\begin{array}{c} 0.0 \\ 24.5 \end{array}\right.$ | 0.0 92.5 | $\begin{gathered} 0.0 \\ 45.1 \end{gathered}$ | $\begin{gathered} 0.0 \\ 162.2 \end{gathered}$ | $\begin{gathered} 0.0 \\ (93.7) \end{gathered}$ |
| Net Income | 3,311.3 | 2,634.9 | 6,134.8 | 2,013.2 | 4,027.8 | 4,577.9 | 10,618.9 | 6,044.5 |


| BANCO INBURSA Consolidated Balance Sheet Million Pesos |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| Cash \& Due From Banks | 27,842.3 | 33,845.9 | 18,875.6 | 24,588.1 | 17,330.9 | 14,522.0 |
| Margin Accounts | 233.8 | 1,454.3 | 650.6 | 419.3 | 630.3 | 1,111.4 |
| Financial Instruments | 15,443.3 | 22,828.2 | 29,939.9 | 24,759.4 | 28,012.8 | 27,622.9 |
| Negotiable | 14,496.8 | 21,864.6 | 28,935.1 | 24,486.0 | 27,739.7 | 27,346.9 |
| For Sale | 283.2 | 280.4 | 280.3 | 273.4 | 273.0 | 276.0 |
| Held to Maturity | 663.3 | 683.2 | 724.5 | 0.0 | 0.0 | 0.0 |
| Unlisted Securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Repos \& Derivatives | 35,368.5 | 13,434.9 | 10,666.0 | 16,858.6 | 19,218.3 | 24,352.7 |
| Repo Operations | 25,522.2 | 3,747.9 | 1,139.4 | 7,246.9 | 9,836.1 | 15,184.0 |
| Securities to be received in credit Operations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Derivatives | 9,846.3 | 9,687.0 | 9,526.6 | 9,611.7 | 9,382.3 | 9,168.6 |
| Adjusted Valuation for Financial Assets | 693.2 | 773.8 | 563.7 | 732.9 | 1,162.1 | 1,049.5 |
| LOANS | 175,362.3 | 183,267.0 | 189,215.1 | 182,820.9 | 181,478.4 | 182,278.2 |
| Commercial | 126,799.0 | 129,469.7 | 131,999.8 | 123,808.4 | 126,911.4 | 126,469.1 |
| Interbank | 11,939.4 | 12,406.9 | 13,248.7 | 14,733.5 | 15,058.7 | 16,316.6 |
| Consumer | 14,235.6 | 14,960.8 | 15,275.7 | 15,759.8 | 16,260.6 | 16,892.6 |
| Housing | 1,150.1 | 1,126.3 | 1,123.5 | 1,073.0 | 1,081.3 | 1,058.3 |
| Governments | 21,238.3 | 25,303.3 | 27,567.4 | 27,446.2 | 22,166.3 | 21,541.7 |
| FOBAPROA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past-Due Loans | 7,898.7 | 8,603.3 | 8,369.1 | 7,270.5 | 6,440.3 | 6,917.0 |
| Total Gross Loans | 183,261.1 | 191,870.3 | 197,584.1 | 190,091.4 | 187,918.7 | 189,195.2 |
| Preventive Provision for Credit Risks | $(28,026.8)$ | $(28,661.3)$ | $(26,428.1)$ | (25,402.3) | $(22,177.2)$ | $(19,327.2)$ |
| Total Net Loans | 155,234.2 | 163,209.0 | 171,156.0 | 164,689.1 | 165,741.5 | 169,868.0 |
| Receivables,Sundry Debtors \& Adv. Payments | 7,798.2 | 20,382.6 | 13,500.1 | 13,816.6 | 8,663.7 | 12,578.4 |
| Fixed Assets (net) | 887.9 | 899.7 | 1,129.9 | 1,570.1 | 1,175.8 | 1,402.7 |
| Repossessed Property | 1,338.5 | 2,613.1 | 1,884.6 | 1,147.3 | 1,502.5 | 2,985.9 |
| Permanent Equity Investments | 7,732.2 | 7,965.8 | 7,430.6 | 7,582.5 | 8,236.0 | 8,625.1 |
| Deferred taxes (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other assets, deferred charges \& intangible | 516.6 | 509.5 | 496.6 | 620.1 | 745.1 | 846.5 |
| TOTAL ASSETS | 253,088.8 | 267,916.8 | 256,293.6 | 256,784.0 | 252,419.2 | 264,965.1 |


|  | 2Q13 | 3Q13 | 4Q13 | 1 Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 159,860.7 | 154,128.7 | 156,638.0 | 161,340.6 | 162,018.0 | 168,514.9 |
| Demand Deposits | 62,398.7 | 62,708.0 | 65,327.5 | 70,156.2 | 64,942.1 | 66,458.8 |
| Time Deposits | 41,871.7 | 29,791.4 | 26,179.2 | 23,113.4 | 14,904.6 | 15,110.8 |
| Unsecured Notes (CEBURES) | 55,590.3 | 61,629.3 | 65,131.3 | 68,070.9 | 82,171.4 | 86,945.3 |
| Interbank Loans \& Other | 3,467.5 | 7,912.4 | 12,939.5 | 5,991.6 | 4,878.2 | 3,956.4 |
| 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 | 9,343.5 | 9,269.0 | 8,627.5 | 8,448.8 | 8,954.7 | 10,529.9 |
| Other Accounts Payable | 19,376.9 | 31,910.0 | 14,369.7 | 14,825.2 | 7,292.9 | 7,901.1 |
| Income Tax \& Employee Profit Sharing | 91.3 | 489.7 | 895.2 | 1,744.7 | 1,184.0 | 1,781.5 |
| Deferred Taxes | 2,080.6 | 2,670.2 | 3,729.4 | 3,450.5 | 3,507.2 | 3,316.3 |
| Deferred Credits | 275.3 | 278.6 | 305.5 | 321.1 | 344.8 | 392.5 |
| TOTAL LIABILITIES | 194,495.7 | 206,658.7 | 197,504.8 | 196,122.4 | 188,179.8 | 196,392.7 |
| 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 | 33,328.7 | 35,993.8 | 33,524.5 | 35,397.3 | 38,975.1 | 43,308.1 |
| Capital Reserves | 7,181.6 | 7,181.6 | 7,181.6 | 7,181.6 | 8,376.8 | 8,376.8 |
| Retained Earnings | 21,513.4 | 21,513.4 | 12,903.5 | 25,082.8 | 23,627.6 | 23,427.6 |
| Income of Changes on Accounting Principles | 263.6 | 263.6 | 264.5 | 252.1 | 264.5 | 264.5 |
| Available for Sale | 23.2 | 21.5 | 20.3 | 17.8 | 7.9 | 16.5 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | (27.9) | (118.8) | (213.0) | (221.4) |
| Net income of the period | 3,409.7 | 6,044.5 | 12,179.4 | 1,964.1 | 5,806.8 | 10,294.5 |
| Minority Interest | 937.2 | 969.2 | 1,003.1 | 1,017.5 | 1,104.4 | 1,149.5 |
| Total Stockholders' Equity | 58,593.0 | 61,258.1 | 58,788.8 | 60,661.6 | 64,239.3 | 68,572.4 |
| LIABILITIES \& STOCKHOLDERS' EQUITY | 253,088.8 | 267,916.8 | 256,293.6 | 256,784.0 | 252,419.2 | 264,965.1 |


| MEMORANDUM ACCOUNTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| 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 | 7,604.7 | 8,798.1 | 5,125.1 | 4,097.5 | 3,972.4 | 4,106.0 |
| Goods in Trust or Mandate | 403,247.3 | 450,366.3 | 452,832.5 | 453,670.6 | 462,955.1 | 483,825.0 |
| 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 | 485,037.5 | 522,782.8 | 589,138.4 | 577,343.4 | 584,640.0 | 594,104.1 |
| Collaterals received | 47,990.2 | 97,695.9 | 74,724.6 | 90,648.8 | 83,229.8 | 135,014.8 |
| Amounts Contracted in Derivative Instruments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other accounts | 1,167,124.5 | 1,183,671.0 | 1,135,225.4 | 1,095,979.5 | 1,024,737.6 | 985,282.9 |
|  | 2,111,004.3 | 2,263,314.1 | 2,257,046.1 | 2,221,739.8 | 2,159,534.9 | 2,202,332.8 |



## OPERADORA INBURSA

Income Statement

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Earnings from Investment Sales | 0.8 | 0.8 | 0.7 | 0.4 | 0.9 | 0.5 | 1.8 | 3.3 |
| Asset Management Income | 131.1 | 131.6 | 133.2 | - 131.4 | 134.8 | 144.4 | 410.5 | 388.5 |
| Earnings form Interest | 0.1 | 0.1 | 0.1 | 5.7 | 0.1 | 0.1 | 5.9 | 0.3 |
| Unrealized Gain on Portfolio Valuation | (2.6) | 10.4 | 50.3 | (26.1) | 52.8 | 66.1 | 92.8 | 10.3 |
| Total Earnings | 129.5 | 142.9 | 184.4 | 111.4 | 188.6 | 211.0 | 511.0 | 402.3 |
| General Expenses | 60.3 | 60.6 | 77.9 | 61.2 | 63.8 | 66.4 | 191.4 | 179.0 |
| Total expenses | 60.3 | 60.6 | 77.9 | 61.2 | 63.8 | 66.4 | 191.4 | 179.0 |
| Earnings Before Taxes | 69.2 | 82.3 | 106.5 | 50.3 | 124.8 | 144.6 | 319.7 | 223.3 |
| Incurred Income Tax \& Profit Sharing | 20.2 | 24.1 | 36.5 | 8.2 | 11.0 | 43.2 | 62.4 | 64.2 |
| Net Income Before Deferred Accounts | 49.0 | 58.3 | 70.0 | F 42.1 | 113.8 | 101.4 | 257.3 | 159.1 |
| Earnings from subsidiaries | 7.1 | 10.0 | 17.2 | 4.1 | 35.6 | 21.2 | 60.9 | 26.4 |
| Unadjusted for monetary position result | 56.1 | 68.3 | 87.2 | 46.2 | 149.4 | 122.7 | 318.2 | 185.5 |
| Net income result actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 56.1 | 68.3 | 87.2 | - 46.2 | 149.4 | 122.7 | 318.2 | 185.5 |

## OPERADORA INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Banks | 0.0 | 0.6 | 0.0 | 0.6 | 0.1 | 0.6 |
| Negotiable Instruments | 826.8 | 889.6 | 855.1 | 899.4 | 897.8 | 1,021.6 |
| Sundry Debtors | 54.4 | 51.7 | 52.6 | 54.7 | 55.7 | 58.4 |
| Provisional Payments | 34.1 | 55.1 | 0.0 | 17.3 | 32.7 | 53.7 |
| Permanent investments | 409.9 | 419.9 | 435.4 | 439.5 | 475.2 | 496.4 |
| Receivable Taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL ASSETS | 1,325.2 | 1,417.0 | 1,343.1 | 1,411.6 | 1,461.5 | 1,630.6 |
| LIABILITIES \& STOCKHOLDERS' EQ |  |  |  |  |  |  |
| Sundry Creditors | 22.5 | 22.1 | 2.6 | 24.1 | 23.5 | 24.8 |
| Payable Taxes | 53.1 | 74.5 | 17.1 | 30.5 | 52.5 | 77.6 |
| Deferred Income Tax | 166.3 | 168.8 | 184.6 | 172.0 | 161.2 | 181.1 |
| TOTAL LIABILITIES | 241.9 | 265.4 | 204.3 | 226.6 | 237.2 | 283.6 |
| 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 | 937.7 | 937.7 | 837.7 | 1,110.4 | 1,000.4 | 1,000.4 |
| Surplus (deficit) from equity restatement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 117.2 | 185.5 | 272.7 | 46.2 | 195.6 | 318.2 |
| TOTAL STOCKHOLDERS' EQUITY | 1,083.3 | 1,151.6 | 1,138.8 | 1,185.0 | 1,224.4 | 1,347.0 |
| TOTAL LIABILITIES \& STOCKHOLDERS' EQUITY | 1,325.2 | 1,417.0 | 1,343.1 | 1,411.6 | 1,461.5 | 1,630.6 |

## INVERSORA BURSATIL

| Million Pesos |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Commisions \& Tariffs | 333.4 | 422.0 | 205.4 | 143.0 | 89.0 | 146.0 | 378.0 | 1,059.0 |
| Earnings From Services | 333.4 | 422.0 | 205.4 | 143.0 | 89.0 | 146.0 | 378.0 | 1,059.0 |
| Income from sale of securities | 370.2 | 175.0 | 230.3 | 72.0 | 548.0 | 66.0 | 686.0 | 682.0 |
| Interest Income | 589.1 | 821.0 | 863.1 | 491.0 | 395.0 | 450.0 | 1,336.0 | 2,260.0 |
| Interest Expense | (911.2) | $(1,060.0)$ | (955.6) | (532.0) | (438.0) | (476.0) | $(1,446.0)$ | (2,925.0) |
| Unrealized gain on Portfolio Valuation | (177.2) | (21.0) | 49.3 | (202.0) | (395.0) | 111.0 | (486.0) | (197.0) |
| Financial Margin | (129.1) | (85.0) | 187.1 | (171.0) | 110.0 | 151.0 | 90.0 | (180.0) |
| Operating Income | 204.4 | 337.0 | 392.5 | (28.0) | 199.0 | 297.0 | 468.0 | 879.0 |
| General Expenses | 72.2 | 80.0 | 106.9 | 69.0 | 72.0 | 67.0 | 208.0 | 225.0 |
| Operating Margin | 132.1 | 257.0 | 285.6 | (97.0) | 127.0 | 230.0 | 260.0 | 654.0 |
| Other Expenses (Income) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income Before Income Tax \& Profit Sharing | 132.1 | 257.0 | 285.6 | (97.0) | 127.0 | 230.0 | 260.0 | 654.0 |
| Incurred Income Tax \& Profit Sharing | 95.8 | 78.0 | 52.2 | 26.0 | 28.0 | 32.0 | 86.0 | 244.0 |
| Deffered Income Tax | (58.3) | (3.0) | 19.2 | (64.0) | 4.0 | 34.0 | (26.0) | (62.0) |
| Net Income Before Subsidiaries' Net Income | 94.7 | 182.0 | 214.2 | (59.0) | 95.0 | 164.0 | 200.0 | 472.0 |
| Subsidiaries' Net Income | (0.4) | 0.0 | 0.2 | (1.0) | 0.0 | 0.0 | (1.0) | 0.0 |
| Net Income | 94.3 | 182.0 | 214.4 | (60.0) | 95.0 | 164.0 | 199.0 | 472.0 |

INVERSORA BURSATIL
Million Pesos


## SEGUROS INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement <br> Million Pesos | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Premiums written | 9,690.8 | 4,489.0 | 4,236.2 | 6,065.7 | 4,302.9 | 4,102.4 | 14,470.9 | 19,531.7 |
| Premiums ceded | 6,513.1 | 1,832.3 | 1,047.1 | 3,216.6 | 1,529.0 | 1,293.1 | 6,038.7 | 10,845.2 |
| Retained Premiums | 3,177.7 | 2,656.7 | 3,189.0 | 2,849.0 | 2,773.9 | 2,809.3 | 8,432.2 | 8,686.5 |
| Increased in reserve for unearned premiums | 504.5 | 260.6 | 469.9 | 265.9 | 262.0 | (103.1) | 424.8 | 698.3 |
| Retained earned premiums | 2,673.2 | 2,396.0 | 2,719.1 | 2,583.2 | 2,511.9 | 2,912.4 | 8,007.4 | 7,988.2 |
| Net Acquisition Cost | 441.1 | 466.7 | 495.0 | 451.8 | 486.4 | 469.9 | 1,408.1 | 1,301.7 |
| Commisions to agents | 242.6 | 243.6 | 248.6 | - 268.8 | 242.5 | 246.9 | 758.3 | 734.2 |
| Additional compensation to agents | 100.2 | 110.3 | 108.6 | 99.3 | 114.2 | 106.7 | 320.2 | 309.9 |
| Commisions for re-insurance taken | 2.4 | 7.0 | 5.9 | 6.6 | 6.6 | 2.6 | 15.7 | 14.7 |
| Commisions for re-insurance given | (291.4) | (163.9) | (126.7) | (244.7) | (138.6) | (164.6) | (547.9) | (678.5) |
| Coverage on losses excess | 212.1 | 99.8 | 71.1 | - 96.9 | 96.4 | 102.3 | 295.6 | 406.8 |
| Others | 175.2 | 169.8 | 187.4 | 224.9 | 165.2 | 176.0 | 566.2 | 514.6 |
| Net cost of claims and contractual obligations | 1,770.2 | 1,947.2 | 925.1 | [1,715.7 | 1,801.8 | 2,038.2 | 5,555.6 | 5,317.4 |
| Claims and other contractual obligations | 1,768.7 | 1,956.9 | 1,040.0 | 1,715.7 | 1,834.4 | 2,143.2 | 5,693.4 | 5,324.1 |
| Claims recovered from re-insurance | (1.5) | 9.7 | 114.8 | 0.0 | 32.6 | 105.1 | 137.7 | 6.7 |
| Other claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Technical Income | 461.9 | (17.8) | 1,299.0 | 415.7 | 223.7 | 404.3 | 1,043.6 | 1,369.1 |
| Net Increase in other technical reserve | 315.8 | 262.2 | 349.2 | [ 383.8 | 371.0 | 418.6 | 1,173.4 | 921.3 |
| Catastrophic risks reserves | 315.5 | 262.8 | 347.9 | - 383.2 | 369.3 | 418.3 | 1,170.9 | 920.9 |
| Preventions reserves | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency claim reserves | 0.3 | 0.4 | 1.5 | - 0.6 | 1.8 | 0.3 | 2.7 | 1.4 |
| Other reserves | 0.0 | (1.1) | (0.2) | 0.0 | (0.1) | (0.1) | (0.2) | (1.1) |
| Gross profit | 146.1 | (280.1) | 949.8 | 31.8 | (147.3) | (14.3) | (129.7) | 447.8 |
| Net operating expenses | 565.9 | 205.7 | 526.1 | 173.7 | 348.6 | 398.2 | 920.4 | 1,113.9 |
| Administrative and operating expenses | 123.3 | (200.2) | (139.3) | [(220.9) | (193.3) | (186.5) | (600.6) | (258.8) |
| Personnel expenses | 430.9 | 393.8 | 654.0 | - 380.9 | 528.6 | 571.6 | 1,481.1 | 1,336.9 |
| Depreciation and amortization | 11.7 | 12.0 | 11.4 | 13.6 | 13.2 | 13.1 | 39.9 | 35.9 |
| Operating Profits | (419.9) | (485.7) | 423.7 | (141.8) | (495.9) | (412.4) | (1,050.1) | (666.1) |
| Net Financial Income | 204.4 | 244.1 | 818.4 | (115.8) | 796.0 | 1,285.6 | 1,965.8 | 1,075.9 |
| On investments | 299.3 | 272.7 | 386.0 | - 252.5 | 293.8 | 256.6 | 802.8 | 836.5 |
| Investments sales | 0.7 | 0.3 | (4.8) | - (0.3) | 21.5 | 16.3 | 37.4 | (2.0) |
| Investments revaluation | (181.0) | (76.5) | 421.3 | [ (424.2) | 439.6 | 975.3 | 990.7 | 178.2 |
| Charges on premiums | 37.5 | 39.0 | 39.0 | 37.9 | 40.8 | 40.7 | 119.4 | 113.6 |
| Others | 6.4 | 6.2 | 4.0 | 4.6 | 5.6 | 3.5 | 13.7 | 16.2 |
| Forex | 41.5 | 2.3 | (27.1) | 13.8 | (5.2) | (6.9) | 1.7 | (66.6) |
| Participated income from permanent investments | 119.3 | 80.5 | (31.8) | 46.3 | 55.0 | 46.5 | 147.8 | 279.2 |
| Income before income taxes \& employee profit sharing | (96.1) | (161.1) | 1,210.3 | (211.3) | 355.1 | 919.7 | 1,063.5 | 689.0 |
| Provision for income tax | 24.5 | (95.9) | 344.4 | (124.5) | 94.6 | 251.7 | 221.7 | 186.2 |
| Provision for employee profit sharing | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries results | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | (120.6) | (65.2) | 865.9 | (86.8) | 260.5 | 668.0 | 841.8 | 502.8 |

## SEGUROS INBURSA

BALANCE SHEET
Million Pesos

| ASSETS | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 31,281.9 | 32,412.2 | 32,591.9 | 33,240.0 | 32,839.5 | 34,650.3 |
| Securities | 29,546.8 | 30,684.6 | 30,768.3 | 31,433.7 | 31,041.3 | 32,851.7 |
| Government | 13,310.9 | 13,587.6 | 13,685.3 | 14,454.4 | 13,523.4 | 13,310.9 |
| Private companies | 11,158.2 | 12,067.1 | 11,885.6 | 12,017.7 | 11,404.4 | 12,473.6 |
| Debt Instruments | 8,565.9 | 9,473.9 | 9,137.7 | 9,424.5 | 8,811.2 | 9,881.3 |
| Equities | 2,592.3 | 2,593.2 | 2,747.9 | 2,593.2 | 2,593.2 | 2,592.2 |
| Net unrealized gain on valuation | 4,983.7 | 4,902.9 | 5,107.5 | 4,830.3 | 6,017.5 | 6,923.3 |
| Interest debtors | 93.9 | 127.0 | 89.9 | 131.4 | 96.1 | 144.0 |
| Restricted securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Loans | 374.6 | 370.7 | 354.9 | 341.7 | 337.9 | 342.4 |
| On policies | 249.6 | 250.7 | 240.2 | 233.0 | 232.9 | 242.2 |
| Secured | 94.5 | 90.2 | 84.6 | 77.6 | 66.1 | 61.1 |
| 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 | 41.3 | 37.7 | 36.9 | 37.7 | 45.3 | 45.5 |
| Interest debtors | 1.2 | 1.2 | 1.2 | 1.1 | 1.0 | 1.0 |
| Allowance for write-offs | (12.1) | (9.1) | (8.0) | (7.7) | (7.4) | (7.4) |
| Real estate | 1,360.6 | 1,356.9 | 1,468.8 | 1,464.6 | 1,460.4 | 1,456.2 |
| Real estate | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 | 479.1 |
| Net unrealized gain on valuation | 1,037.0 | 1,037.0 | 1,152.8 | 1,152.8 | 1,152.8 | 1,152.8 |
| Depreciation | (155.5) | (159.2) | (163.1) | (167.3) | (171.5) | (175.8) |
| Investments for labor obligations | 1,263.3 | 1,262.0 | 1,349.5 | 1,340.3 | 1,427.6 | 1,479.1 |
| Current assets | 10.4 | 12.5 | 13.3 | 7.6 | 8.3 | 4.2 |
| Cash and banks | 10.4 | 12.5 | 13.3 | 7.6 | 8.3 | 4.2 |
| Debtors | 10,757.8 | 9,336.6 | 9,733.6 | 8,872.5 | 9,298.3 | 7,499.1 |
| Premium debtors | 10,414.2 | 9,007.0 | 9,406.2 | 8,540.8 | 8,840.5 | 7,179.2 |
| Agents and adjusters | 9.2 | 9.9 | 11.2 | 10.1 | 10.8 | 10.6 |
| Notes receivable | 89.0 | 97.3 | 90.9 | 87.1 | 99.6 | 82.6 |
| Employee loans | 92.8 | 93.5 | 86.1 | 92.5 | 88.9 | 92.0 |
| Other | 195.1 | 172.2 | 181.7 | 185.3 | 302.8 | 173.0 |
| Allowance for write-offs | (42.4) | (43.3) | (42.4) | (43.4) | (44.3) | (38.3) |
| Reinsurers and rebonders | 17,425.3 | 20,798.0 | 21,104.3 | 20,705.1 | 19,656.6 | 21,648.9 |
| Insurance and bonding companies | 717.5 | 819.1 | 423.9 | 360.6 | 531.5 | 525.2 |
| Retained deposits | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| Reinsurens share of unsettled claims | 7,825.0 | 8,562.3 | 10,969.7 | 10,485.6 | 11,161.7 | 13,291.8 |
| Reinsurens share of unearned premiums | 8,882.2 | 11,416.0 | 9,710.2 | 9,858.3 | 7,962.8 | 7,831.3 |
| Permanent investments | 2,968.6 | 3,065.0 | 2,888.0 | 2,928.3 | 2,589.4 | 2,651.5 |
| Other assets | 982.0 | 933.2 | 1,012.0 | 533.9 | 631.3 | 742.6 |
| Furniture and equipment (net) | 101.6 | 106.1 | 111.9 | 105.3 | 99.2 | 97.5 |
| Foreclosed and repossessed assets | 11.4 | 13.2 | 13.2 | 13.2 | 13.2 | 13.2 |
| Sundry | 869.0 | 813.9 | 886.9 | 415.4 | 519.0 | 631.9 |
| Total assets | 64,689.2 | 67,819.5 | 68,692.6 | 67,627.6 | 66,451.1 | 68,675.7 |


| LIABILITIES | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 43,723.7 | 47,785.3 | 48,324.0 | 48,668.3 | 48,314.9 | 51,048.6 |
| Unearned premiums | 23,096.4 | 25,934.7 | 24,574.5 | 24,979.4 | 23,295.3 | 23,131.1 |
| Life | 9,279.9 | 9,392.1 | 9,693.7 | 9,744.0 | 10,193.4 | 10,214.7 |
| Accident and health | 13,754.8 | 16,478.3 | 14,804.6 | 15,157.1 | 13,009.1 | 12,821.3 |
| Current bonds | 61.8 | 64.4 | 76.3 | 78.4 | 92.9 | 95.1 |
| Contractual obligations | 13,022.8 | 13,982.7 | 15,532.2 | 15,088.8 | 16,048.5 | 18,527.7 |
| Losses and maturities | 9,989.5 | 11,347.3 | 13,322.1 | 12,941.2 | 13,714.5 | 16,162.9 |
| Reserve for incurred but not reported losses | 1,792.8 | 1,372.5 | 889.7 | 845.0 | 928.5 | 920.8 |
| Policy dividends | 321.8 | 358.7 | 408.1 | 393.6 | 430.7 | 472.4 |
| Managed insurance funds | 849.3 | 850.9 | 869.8 | 860.3 | 900.4 | 902.1 |
| Deposits premiums | 69.4 | 53.3 | 42.4 | 48.8 | 74.4 | 69.4 |
| Prevision | 7,604.5 | 7,867.8 | 8,217.2 | 8,600.0 | 8,971.1 | 9,389.8 |
| Prevision | 1.0 | 1.0 | 1.0 | 0.0 | 0.0 | 0.0 |
| Catastrophic | 7,591.3 | 7,854.2 | 8,202.0 | 8,585.3 | 8,954.6 | 9,372.9 |
| Contingency | 12.2 | 12.6 | 14.1 | 14.7 | 16.5 | 16.9 |
| Specials | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provision for labor obligations at retirement | 1,174.8 | 1,176.0 | 1,263.1 | 1,265.3 | 1,366.6 | 1,432.7 |
| Creditors | 652.8 | 697.0 | 728.2 | 801.2 | 945.4 | 778.1 |
| Agents and adjusters | 373.2 | 405.7 | 408.0 | 405.4 | 428.4 | 452.2 |
| Managed loss funds | 4.5 | 3.3 | 2.7 | 2.6 | 16.8 | 10.1 |
| Sundry | 275.0 | 288.0 | 317.5 | 393.3 | 500.2 | 315.8 |
| Reinsurers and rebonders | 6,460.1 | 5,712.1 | 5,136.8 | 4,408.6 | 4,448.9 | 3,174.9 |
| Insurance and bonding companies | 6,450.3 | 5,674.7 | 5,096.3 | 4,343.8 | 4,386.7 | 3,105.6 |
| Retained deposits | 9.8 | 37.5 | 40.5 | 64.8 | 62.1 | 69.3 |
| Other liabilities | 3,486.4 | 3,306.8 | 3,817.1 | 3,153.4 | 2,842.9 | 3,025.2 |
| Provision for employee profit sharing | 416.9 | 420.8 | 752.4 | 320.1 | 74.5 | 186.8 |
| Other liabilities | 1,603.6 | 1,545.5 | 1,500.3 | 1,645.7 | 1,429.4 | 1,268.7 |
| Deferred credits | 1,465.9 | 1,340.5 | 1,564.4 | 1,187.6 | 1,339.0 | 1,569.7 |
| Total liabilities | 55,497.8 | 58,677.2 | 59,269.1 | 58,296.8 | 57,918.6 | 59,459.5 |
| 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 | 3,654.6 | 3,654.6 | 3,638.3 | 3,638.3 | 4,065.2 | 4,065.2 |
| 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 | 2,850.2 | 2,850.2 | 2,833.9 | 2,833.9 | 3,260.8 | 3,260.8 |
| Unrealized gain on valuation of real estate | (19.7) | (19.7) | 51.5 | 51.5 | 421.3 | 421.3 |
| Subsidiaries | 2,327.1 | 2,343.1 | 2,197.8 | 2,191.8 | 2,045.5 | 2,061.2 |
| Retained earnings | 1,224.6 | 1,224.6 | 730.5 | 2,099.2 | 759.8 | 759.8 |
| Net income | 568.0 | 502.8 | 1,368.7 | (86.8) | 173.8 | 841.8 |
| Excess (insufficient) on Stockholders' actualization | 369.8 | 369.8 | 369.8 | 369.8 | 0.0 | 0.0 |
| Total stockholders' equity | 9,191.4 | 9,142.2 | 9,423.5 | 9,330.8 | 8,532.5 | 9,216.2 |
| Total liabilities and stockholders' equity | 64,689.2 | 67,819.5 | 68,692.6 | 67,627.6 | 66,451.1 | 68,675.7 |

## PENSIONES INBURSA

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Premiums written | 3.5 | 7.4 | 7.0 | 6.9 | 6.4 | 4.6 | 17.9 | 19.4 |
| Premiums ceded | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained Premiums | 3.5 | 7.4 | 7.0 | 6.9 | 6.4 | 4.6 | 17.9 | 19.4 |
| Increased in reserve for unearned premiums | (78.5) | (58.0) | 161.4 | 137.2 | (153.5) | 24.3 | 8.1 | (40.1) |
| Retained earned premiums | 82.0 | 65.4 | (154.4) | (130.3) | 159.9 | (19.7) | 9.8 | 59.6 |
| 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 | 229.6 | 233.2 | 228.2 | - 233.2 | 235.4 | 236.5 | 705.1 | 684.9 |
| Claims and other contractual obligations | 229.6 | 233.2 | 228.2 | - 233.2 | 235.4 | 236.5 | 705.1 | 684.9 |
| 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 | (147.6) | (167.8) | (382.7) | (363.5) | (75.5) | (256.3) | (695.3) | (625.3) |
| Net Increase in other technical reserve | (4.0) | (3.6) | 9.7 | - 8.3 | (12.9) | (6.7) | (11.4) | 8.9 |
| 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 | (1.6) | (1.2) | 3.1 | - 2.6 | (3.1) | 0.4 | (0.1) | (1.0) |
| Other reserves | (2.4) | (2.4) | 6.7 | 5.7 | (9.8) | (7.1) | (11.2) | 9.9 |
| Gross profit | (143.6) | (164.1) | (392.4) | (371.8) | (62.6) | (249.5) | (683.9) | (634.2) |
| Net operating expenses | 2.0 | 2.3 | 27.2 | - 2.2 | (1.4) | 2.2 | 2.9 | 6.5 |
| Administrative and operating expenses | 2.0 | 2.3 | 27.2 | - 2.2 | (1.4) | 2.2 | 2.9 | 6.5 |
| 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 | (145.6) | (166.4) | (419.6) | (373.9) | (61.2) | (251.7) | (686.9) | (640.7) |
| Net Financial Income | 302.5 | 311.1 | 674.0 | - 591.6 | 204.8 | 651.7 | 1,448.2 | 1,096.5 |
| On investments | 261.0 | 267.9 | 279.7 | - 282.9 | 275.0 | 280.3 | 838.3 | 790.0 |
| Investments sales | 1.7 | (15.1) | 34.7 | - (12.6) | 9.9 | 192.8 | 190.1 | (12.8) |
| Investments revaluation | 39.9 | 58.3 | 359.5 | - 321.3 | (80.1) | 178.6 | 419.7 | 319.3 |
| Charges on premiums | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | (0.0) | 0.1 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Forex | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Participated income from permanent investments | (80.4) | 203.9 | 287.0 | 151.5 | 31.6 | 137.9 | 321.0 | 424.1 |
| Income before income taxes \& employee profit sharing | 76.6 | 348.6 | 541.4 | 369.2 | 175.2 | 537.9 | 1,082.3 | 879.8 |
| 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 | 51.2 | 33.7 | 47.6 | - 45.5 | 45.9 | 96.8 | 188.2 | 113.6 |
| Subsidiaries results | 0.0 | 0.0 | 0.0 | - 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 25.3 | 314.8 | 493.9 | 323.7 | 129.3 | 441.1 | 894.1 | 766.2 |

## PENSIONES INBURSA

bALANCE SHEET
Million Pesos

| ASSETS | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 19,813.1 | 19,887.5 | 20,240.3 | 20,533.8 | 20,495.5 | 20,880.5 |
| Securities | 19,813.1 | 19,887.5 | 20,240.3 | 20,533.8 | 20,495.5 | 20,880.5 |
| Government | 6,069.4 | 4,027.0 | 4,242.9 | 4,346.8 | 4,567.4 | 3,922.8 |
| Private companies | 9,751.6 | 11,800.8 | 12,133.4 | 12,002.2 | 11,884.0 | 13,215.4 |
| Debt Instruments | 9,749.2 | 11,798.4 | 12,131.0 | 11,999.8 | 11,881.6 | 13,213.0 |
| Equities | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 |
| Net unrealized gain on valuation | 3,810.5 | 3,851.4 | 3,663.6 | 3,961.3 | 3,846.0 | 3,534.3 |
| Interest debtors | 181.7 | 208.3 | 200.4 | 223.5 | 198.0 | 208.0 |
| 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 | 0.8 | 2.4 | 1.4 | 1.3 | 4.6 | 0.7 |
| Cash and banks | 0.8 | 2.4 | 1.4 | 1.3 | 4.6 | 0.7 |
| Debtors | (0.2) | (0.2) | 0.1 | 0.1 | 0.6 | 0.8 |
| 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) | (0.1) | 0.2 | 0.2 | 0.6 | 0.9 |
| Allowance for write-offs | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Reinsurers and rebonders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Insurance and bonding companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unsettled claims | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Reinsurens share of unearned premiums | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Permanent investments | 3,837.9 | 4,041.8 | 4,331.0 | 4,394.2 | 4,425.8 | 4,563.7 |
| Other assets | 87.8 | 108.0 | 146.0 | 65.5 | 99.9 | 147.9 |
| Furniture and equipment (net) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Foreclosed and repossessed assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 87.8 | 108.0 | 146.0 | 65.5 | 99.9 | 147.9 |
| Total assets | 23,739.5 | 24,039.4 | 24,718.8 | 24,994.9 | 25,026.4 | 25,593.6 |


| LIABILITIES | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 15,583.0 | 15,532.8 | 15,666.8 | 15,814.1 | 15,664.8 | 15,685.1 |
| Unearned premiums | 14,749.8 | 14,687.3 | 14,844.2 | 14,976.6 | 14,818.5 | 14,838.2 |
| Life | 14,749.8 | 14,687.3 | 14,844.2 | 14,976.6 | 14,818.5 | 14,838.2 |
| 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 | 125.2 | 141.2 | 108.5 | 115.1 | 136.9 | 144.2 |
| Losses and maturities | 125.1 | 140.2 | 108.4 | 115.0 | 136.8 | 143.8 |
| Reserve for incurred but not reported losses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Policy dividends | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Managed insurance funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deposits premiums | 0.1 | 0.9 | 0.1 | 0.1 | 0.1 | 0.4 |
| Prevision | 708.0 | 704.4 | 714.1 | 722.4 | 709.5 | 702.7 |
| Prevision | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Catastrophic | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Contingency | 286.8 | 285.6 | 288.7 | 291.3 | 288.2 | 288.6 |
| Specials | 421.1 | 418.7 | 425.4 | 431.1 | 421.3 | 414.2 |
| Provision for labor obligations at retirement | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Creditors | 13.5 | 15.0 | 16.9 | 17.2 | 22.3 | 31.9 |
| 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 | 13.5 | 15.0 | 16.8 | 17.2 | 22.3 | 31.8 |
| 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 | 128.4 | 162.1 | 209.7 | 102.7 | 149.1 | 245.3 |
| Provision for employee profit sharing | 76.4 | 112.7 | 152.6 | 44.8 | 98.4 | 192.8 |
| Other liabilities | (0.1) | (0.1) | (0.1) | (0.0) | 0.5 | (0.1) |
| Deferred credits | 52.0 | 49.5 | 57.2 | 57.9 | 50.2 | 52.6 |
| Total liabilities | 15,724.9 | 15,709.9 | 15,893.3 | 15,934.0 | 15,836.2 | 15,962.3 |
| 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 | 3,954.4 | 3,954.4 | 3,684.7 | 3,684.7 | 4,241.0 | 4,241.0 |
| legal | 846.6 | 846.6 | 846.6 | 846.6 | 846.6 | 846.6 |
| Repurchase of shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 3,107.8 | 3,107.8 | 2,838.1 | 2,838.1 | 3,394.4 | 3,394.4 |
| Unrealized gain on valuation of real estate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subsidiaries | 3,185.7 | 3,185.7 | 3,187.8 | 3,099.6 | 3,810.6 | 3,810.7 |
| Retained earnings | (685.3) | (685.3) | (415.5) | 844.5 | (422.9) | (422.9) |
| Net income | 451.4 | 766.2 | 1,260.1 | 323.7 | 453.0 | 894.1 |
| Excess (insufficient) on Stockholders' actualization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total stockholders' equity | 8,014.6 | 8,329.4 | 8,825.5 | 9,060.9 | 9,190.1 | 9,631.3 |
| Total liabilities and stockholders' equity | 23,739.5 | 24,039.4 | 24,718.8 | 24,994.9 | 25,026.4 | 25,593.6 |

Fianzas Guardiana-Inbursa

| Income Statement |  |  |  |  |  |  | Acumulated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Million Pesos | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 | Sep '14 | Sep '13 |
| Premiums accepted | 364.4 | 403.3 | 404.9 | 443.5 | 396.2 | 409.0 | 1,248.7 | 1,162.5 |
| Premiums ceded | 25.0 | 27.2 | 42.5 | 55.7 | 45.9 | 26.0 | 127.6 | 96.3 |
| RETAINED PREMIUMS | 339.4 | 376.0 | 362.4 | 387.8 | 350.3 | 383.1 | 1,121.1 | 1,066.2 |
| Application of reserve for outstanding bonds | (3.5) | 17.1 | 12.1 | 12.9 | (10.4) | 10.5 | 13.0 | 19.6 |
| NET PREMIUM REVENUES | 343.0 | 358.9 | 350.3 | 374.9 | 360.7 | 372.5 | 1,108.1 | 1,046.6 |
| Net Acquisition Cost | 10.9 | 11.4 | (14.1) | (3.2) | 0.5 | 8.6 | 5.9 | 26.2 |
| Comisions to agents | 0.4 | 0.4 | 0.1 | 0.3 | 0.3 | 0.4 | 1.0 | 1.5 |
| Comisions for rebonding taken | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Comisions for rebonding given | (10.7) | (11.8) | (20.6) | (23.6) | (18.3) | (11.7) | (53.5) | (42.1) |
| Others | 21.3 | 22.9 | 6.4 | 20.1 | 18.5 | 19.8 | 58.4 | 66.8 |
| Claims | 307.9 | 268.8 | 278.6 | 298.6 | 294.9 | 254.4 | 848.0 | 837.8 |
| Technical Income | 24.2 | 78.7 | 85.8 | 79.5 | 65.2 | 109.6 | 254.3 | 182.6 |
| Net increase in other technical reserves | 34.1 | 37.1 | 36.6 | 37.9 | 34.6 | 38.2 | 110.8 | 104.9 |
| GROSS INCOME | (9.9) | 41.6 | 49.2 | 41.6 | 30.6 | 71.3 | 143.5 | 77.7 |
| Net Operating Expenses | (40.6) | (49.6) | (28.9) | (47.3) | (59.5) | (51.1) | (157.9) | (135.0) |
| Administrative \& operating expenses | (40.9) | (49.9) | (28.8) | (47.6) | (59.8) | (51.4) | (158.8) | (136.1) |
| Personnel expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation | 0.4 | 0.4 | (0.0) | 0.3 | 0.3 | 0.3 | 0.9 | 1.1 |
| OPERATING INCOME | 30.6 | 91.2 | 78.0 | 88.9 | 90.1 | 122.4 | 301.4 | 212.7 |
| Financial Income | (8.4) | (17.6) | 46.5 | (41.0) | 39.1 | 74.9 | 73.0 | 8.2 |
| On investments | 26.0 | 19.9 | 17.1 | 11.3 | 21.0 | 14.9 | 47.2 | 71.3 |
| Investments sales | 0.0 | 0.0 | (24.4) | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 |
| Investments revaluation | (36.7) | (36.9) | 54.6 | (52.5) | 18.4 | 58.5 | 24.4 | (61.9) |
| Others | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.2 | 0.0 |
| Forex | 2.3 | (0.6) | (0.8) | 0.0 | (0.3) | 1.5 | 1.2 | (1.3) |
| Participated income from permanent investments | (2.8) | 7.2 | 10.1 | 5.4 | 1.1 | 4.9 | 11.3 | 15.0 |
| InCOME BEFORE TAXES | 19.4 | 80.8 | 134.7 | 53.2 | 130.3 | 202.2 | 385.7 | 235.9 |
|  |  |  |  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Income taxes | 8.2 | 19.7 | 38.4 | 11.5 | 38.3 | 55.6 | 105.4 | 59.6 |
| Subsidiaries Net Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| NET INCOME | 11.2 | 61.0 | 96.3 | 41.7 | 92.0 | 146.7 | 280.4 | 176.3 |

Fianzas Guardiana-Inbursa
bALANCE SHEET
Million Pesos

| ASSETS | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | 2,281.4 | 2,362.2 | 2,127.0 | 2,222.1 | 1,998.9 | 2,179.3 |
| Securities | 1,976.4 | 2,058.9 | 1,792.1 | 1,901.0 | 1,716.1 | 1,897.8 |
| Government | 1,104.1 | 1,226.1 | 1,195.0 | 1,368.7 | 1,166.9 | 1,288.0 |
| Private companies | 339.1 | 340.2 | 293.7 | 280.6 | 280.4 | 281.6 |
| Debt Instruments | 47.8 | 48.4 | 48.0 | 34.9 | 34.7 | 35.9 |
| Equities | 291.3 | 291.8 | 245.7 | 245.7 | 245.7 | 245.7 |
| Net unrealized gain on valuation | 528.7 | 491.7 | 302.0 | 249.6 | 268.0 | 326.5 |
| Interest debtors | 4.6 | 0.9 | 1.4 | 2.1 | 0.9 | 1.8 |
| Restricted securities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Loans | 91.9 | 90.9 | 103.3 | 90.4 | 52.9 | 52.4 |
| Secured | 30.9 | 29.2 | 28.5 | 26.1 | 23.9 | 23.4 |
| Unsecured | 23.2 | 23.2 | 46.2 | 35.8 | 0.6 | 0.6 |
| Discounts and rediscounts | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Past due loans | 37.9 | 38.7 | 38.7 | 38.7 | 38.7 | 38.7 |
| Interest debtors | (0.0) | (0.1) | (10.0) | (10.2) | (10.3) | (10.3) |
| Real estate | 213.0 | 212.3 | 231.6 | 230.7 | 229.9 | 229.1 |
| Real estate | 170.5 | 170.5 | 170.5 | 170.5 | 170.5 | 170.5 |
| Net unrealized gain on valuation | 56.6 | 56.6 | 76.5 | 76.5 | 76.5 | 76.5 |
| Depreciation | (14.1) | (14.7) | (15.4) | (16.3) | (17.1) | (17.9) |
| Investments for labor obligations | 3.1 | 3.1 | 3.2 | 3.1 | 3.3 | 3.4 |
| Current assets | 0.1 | 0.9 | 0.3 | 1.9 | 5.7 | 1.1 |
| Cash and banks | 0.1 | 0.9 | 0.3 | 1.9 | 5.7 | 1.1 |
| Debtors | 352.0 | 381.4 | 398.9 | 392.6 | 416.7 | 426.9 |
| Premium debtors | 333.5 | 360.8 | 374.7 | 352.4 | 376.7 | 388.6 |
| Agents | (0.1) | (0.2) | (0.0) | 0.1 | 0.0 | (0.1) |
| Notes receivable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Debt for bonding claimed \& payed | 11.2 | 11.2 | 11.3 | 11.2 | 11.2 | 11.2 |
| Employee loans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 16.6 | 18.6 | 22.1 | 38.1 | 38.9 | 37.4 |
| Allowance for write-offs | (9.1) | (9.1) | (9.1) | (9.2) | (10.2) | (10.2) |
| Rebonders | 334.7 | 346.1 | 370.5 | 361.0 | 391.5 | 405.0 |
| Bonding companies | 10.2 | 15.2 | 19.4 | 9.7 | 14.8 | 20.7 |
| Retained deposits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (7.0) | (7.0) | (7.0) | (7.0) | (7.0) | (7.0) |
| Participation in rebonding | 331.7 | 338.0 | 358.2 | 358.4 | 383.8 | 391.3 |
| Estimation for punishments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Permanent investments | 135.6 | 142.8 | 186.9 | 189.0 | 189.9 | 196.0 |
| Other assets | 262.8 | 283.5 | 302.7 | 238.2 | 290.4 | 280.3 |
| Furniture and equipment (net) | 0.0 | (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 | 261.3 | 282.2 | 301.1 | 236.6 | 288.8 | 278.7 |
| Total assets | 3,369.7 | 3,519.9 | 3,389.5 | 3,408.0 | 3,296.4 | 3,492.0 |


| LIABILITIES | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 | 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical reserves | 1,706.8 | 1,767.6 | 1,836.4 | 1,887.3 | 1,936.7 | 1,993.8 |
| Current bonds | 974.4 | 998.1 | 1,030.2 | 1,043.2 | 1,058.1 | 1,076.7 |
| Contingency bonds | 732.3 | 769.5 | 806.1 | 844.0 | 878.6 | 917.0 |
| Provision for labor obligations at retirement | 1.5 | 1.5 | 1.6 | 1.5 | 1.6 | 1.9 |
| Creditors | 19.8 | 23.2 | 20.7 | 41.1 | 20.7 | 16.5 |
| Agents and adjusters | 0.3 | 0.3 | 0.1 | 0.3 | 0.2 | 0.2 |
| Managed loss funds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Sundry | 19.5 | 22.9 | 20.6 | 40.8 | 20.5 | 16.2 |
| Rebonders | 19.2 | 16.8 | 11.1 | 25.6 | 37.6 | 19.7 |
| Bonding companies | 16.9 | 14.5 | 8.8 | 23.2 | 35.3 | 17.3 |
| Other participation | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 | 2.3 |
| Other liabilities | 210.7 | 237.9 | 286.0 | 180.3 | 235.6 | 249.2 |
| Provision for employee profit sharing \& incurred income Tax | 78.1 | 110.5 | 147.5 | 57.1 | 90.0 | 105.6 |
| Other liabilities | 67.4 | 74.9 | 79.0 | 81.8 | 98.8 | 81.6 |
| Deferred credits | 65.3 | 52.6 | 59.5 | 41.4 | 46.8 | 62.1 |
| Total liabilities | 1,957.9 | 2,047.1 | 2,155.8 | 2,135.7 | 2,232.2 | 2,281.0 |
| 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 | (13.2) | (13.2) | 1.2 | 1.2 | 57.6 | 57.6 |
| Subsidiaries | 111.2 | 111.2 | 111.3 | 108.2 | 133.3 | 133.3 |
| Retained earnings | 825.7 | 825.7 | 475.7 | 748.3 | 423.2 | 423.2 |
| Net income | 115.3 | 176.3 | 272.6 | 41.7 | 133.7 | 280.4 |
| Excess (insufficient) on Stockholders' actualization | 56.4 | 56.4 | 56.4 | 56.4 | 0.0 | 0.0 |
| Total stockholders' equity | 1,411.8 | 1,472.9 | 1,233.7 | 1,272.2 | 1,064.3 | 1,210.9 |
| Total liabilities and stockholders' equity | 3,369.7 | 3,519.9 | 3,389.5 | 3,408.0 | 3,296.4 | 3,492.0 |


[^0]:    - All amounts included in this report are expressed in nominal pesos and are not audited.
    - $\quad$ This press release is presented under regulation 1488 of the CNBV.
    - As required by regulation 1488 of the CNBV, the financial margin includes only the commissions and fees involved in interest related earnings.

[^1]:    Assets under Management: \$ 595622.
    Assets in Custody: $\quad \$ 2,624,596.5$

[^2]:    * Both figures, USD and UDI's are expressed in pesos
    * The total loan portfolio included letters of credit

