

Monthly report of unconsolidated results of our banking operation in Colombia under Colombian Banking GAAP

October, 2012

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These results are exclusively provided for informational purposes and contain the unconsolidated financial statements of our four Colombian banking subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas, together, the "Banks") as reported to the Superintendency of Finance, and the combined financial statements of the unconsolidated results of our Banks, which reflect approximately 80% of the consolidated results of Grupo Aval. These unconsolidated financial statements do not reflect the consolidation process of subsidiaries such as Corficolombiana, Porvenir or BAC Credomatic, are not intended to reflect the consolidated financial statements of Grupo Aval and are not necessarily indicative of the results for any other future interim period.

Even though, the information herein has not been audited, financial statements and other financial data included in this report is prepared in accordance with the regulations of the Superintendency of Finance for financial institutions (Resolution 3600 of 1988 and External Circular 100 of 1995) and, on issues not addressed by these regulations, generally accepted accounting principles prescribed by the Superintendency of Finance for banks to operate in Colombia, consistently applied, together with such regulations, on the filing date, "Colombian Banking GAAP."

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BALANCE SHEET









Growth (%) Oct-12 Vs. Oct-12 Vs.

As of

17,802,421

278,806

962,286

5,345,564

(2,210,530)

61,051,349

714,570

(75,051)

639,518

249,406

835,206

343,568

71,024

553,188

519,338

796,789

1,899,199

95,911,728

14,189,817

17,919,569

29,684,744

62,413,849

619,719

209,437

3,021,733

5,202,869

2,136,745

5,765,063

978,737

788,126

80,768,431

15,143,297

95,911,728

251,872

1,056,279

18,106,098

283,312

992,638

5,413,686

(2,217,847)

61,671,094

699,486

(74,454)

625,031

250,525

984,417

813,103

345,438

68,521

542,963

517,349

795,899

1,970,178

96,214,431

12,890,561

18,351,028

32,193,438

63,965,008

529,981

246,039

1,815,065

4,979,543

1,860,470

5,730,335

1,087,750

80,738,787

15,475,643

96,214,431

785,948

268,629

1.7

1.6

3.2

1.3

0.3

1.0

(2.1)

(0.8)

(2.3)

0.4

(6.8)

(2.6)

0.5

(3.5)

(1.8)

(0.4)

(0.1)

3.7

0.3

(9.2)

2.4

8.5

2.5

(14.5)

17.5

(39.9)

(4.3)

6.7

(12.9)

(0.6)

11.1

(0.3)

(0.0)

2.2

0.3

20.4

2.9

20.9

34.4

10.2

17.6

21.6

19.8

21.9

(33.9)

11.9

(6.4)

15.6

75.9

(13.0)

(4.2)

24.1

15.1

13.8

11.2 37.0

17.1

16.5

20.8

(24.6)

(27.5)

(30.2)

47.3

(3.7)

40.9

9.3

10.2

14.0

12.7

13.8

GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| (Ps. Millions) | Oct-11 | Sept-12 | Oct-12 | Sep-12 | Oct-12 vs. |
|----------------------------------|------------|------------|------------|--------|------------|
| ASSETS | | ! | | ! | ' |
| CASH AND CASH EQUIVALENTS | | i | | i | |
| Cash and due from banks | 5,674,120 | 7,206,601 | 7,150,583 | (0.8) | 26.0 |
| Interbank and overnight funds | 1,114,860 | 1,919,655 | 1,642,325 | (14.4) | 47.3 |
| Total Cash and cash equivalents | 6,788,980 | 9,126,256 | 8,792,907 | (3.7) | 29.5 |
| INVESTMENT SECURITIES | | i | | i | |
| Debt securities | 11,193,524 | 11,007,653 | 10,826,058 | (1.6) | (3.3) |
| Trading | 2,158,968 | 1,806,123 | 2,174,453 | 20.4 | 0.7 |
| Available for Sale | 6,074,015 | 6,285,218 | 5,817,815 | (7.4) | (4.2) |
| Held to maturity | 2,960,541 | 2,916,313 | 2,833,790 | (2.8) | (4.3) |
| Equity securities | 7,617,229 | 7,765,866 | 8,013,880 | 3.2 | 5.2 |
| Trading | 35,105 | 33,704 | 33,858 | 0.5 | (3.6) |
| Available for Sale | 7,582,124 | 7,732,163 | 7,980,022 | 3.2 | 5.2 |
| Allowance | (2,852) | (2,913) | (2,933) | 0.7 | 2.8 |
| Total investment securities, net | 18,807,901 | 18,770,607 | 18,837,005 | 0.4 | 0.2 |
| LOANS AND FINANCIAL LEASES | | į | | į | |
| Commercial Ioans | 34,285,643 | 38,872,802 | 39,093,206 | 0.6 | 14.0 |
| | | | | | |

15,041,159

275,419

820,755

4,028,610

(2,012,346)

52,439,240

575,076

(62,172)512,904

379,012

879,985

868,401

298,802

38,962

624,083

540,241

641,260

1,710,975

84,530,746

11,596,672

13,390,573

27,500,263

455,077

326,303

52,942,586

2,503,430

7,132,240

1,932,808

4,067,833

995,398

713,263

70,796,285

13,734,461

84,530,746

182,425

Consumer loans

Microcredit

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Total deposits

Other assets, net

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges











GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| INCOME STATEMENT | YT | D | | Month | | Growth (%) |
|---|-----------|-----------|---------|--------------|----------|----------------------|
| (Ps. Millions) | Oct-11 | Oct-12 | LTM | Sep-12 | Oct-12 | Oct-12 Vs. Sep-12 |
| INTEREST INCOME | | | | | | 00P 11 |
| Interest on loans | 4,183,370 | 5,389,924 | 28.8 | 562,760 | 574,089 | 2.0 |
| Interest on investment securities | 591,461 | 619,091 | 4.7 | 54,194 | 65,900 | 21.6 |
| Interbank and overnight funds | 62,346 | 113,362 | 81.8 | 11,864 | 12,988 | 9.5 |
| Financial leases | 312,396 | 463,384 | 48.3 | 49,467 | 50,770 | 2.6 |
| Total Interest Income | 5,149,572 | 6,585,760 | 27.9 | 678,283 | 703,747 | 3.8 |
| INTEREST EXPENSE | | ! | | ! | | |
| Checking accounts | 38,542 | 104,663 | 171.6 | 11,536 | 11,872 | 2.9 |
| Time deposits | 442,584 | 794,477 | 79.5 | 83,603 | 85,228 | 1.9 |
| Saving deposits | 683,030 | 929,240 | 36.0 | 93,486 | 103,488 | 10.7 |
| Total interest expense on deposits | 1,164,156 | 1,828,380 | 57.1 | 188,625 | 200,588 | 6.3 |
| Borrowings from banks and others | 145,002 | 178,731 | 23.3 | 17,603 | 17,530 | (0.4 |
| Interbank and overnight funds (expenses) | 64,903 | 90,350 | 39.2 | 7,714 | 9,404 | 21.9 |
| Bonds | 223,788 | 312,407 | 39.6 | 31,097 | 33,128 | 6.5 |
| Total interest expense | 1,597,849 | 2,409,869 | 50.8 | 245,039 | 260,649 | 6.4 |
| Net Interest Income | 3,551,723 | 4,175,891 | 17.6 | 433,244 | 443,098 | 2.3 |
| Provisions for loan and financial lease losses, accrued interest and other, net | 534,259 | 691,812 | 29.5 | 72,442 | 63,194 | (12.8) |
| Recovery of charged-off assets | (133,425) | (117,716) | (11.8) | (12,535) | (13,123) | 4.7 |
| Provision for investment securities, foreclosed assets and other assets | 28,147 | 21,222 | (24.6) | 1,268 | 1,680 | 32.5 |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (23,236) | (16,005) | (31.1) | (7,485) | (1,744) | (76.7) |
| Total provisions, net | 405,745 | 579,313 | 42.8 | 53,691 | 50,007 | (6.9) |
| Net interest income after provisions | 3,145,978 | 3,596,578 | 14.3 | 379,554 | 393,091 | 3.6 |
| FEES AND OTHER SERVICES INCOME | | ! | | | | |
| Commissions from banking services | 741,002 | 755,990 | 2.0 | 75,498 | 76,901 | 1.9 |
| Branch network services | 30,388 | 23,590 | (22.4) | 2,188 | 2,306 | 5.4 |
| Credit card merchant fees | 118,349 | 127,409 | 7.7 | 12,380 | 14,417 | 16.5 |
| Checking fees | 61,004 | 60,279 | (1.2) | 5,594 | 6,047 | 8.1 |
| Other | 62,536 | 69,637 | 11.4 | 6,896 | 7,616 | 10.4 |
| Total fees and other services income | 1,013,279 | 1,036,904 | 2.3 | 102,556 | 107,288 | 4.6 |
| Fees and other services expenses | 267,398 | 281,635 | 5.3 | 28,162 | 29,573 | |
| Fees and other services income, net | 745,881 | 755,270 | 1.3 | 74,394 | 77,715 | 4.5 |
| OTHER OPERATING INCOME | | () | | (= . = . =) | | |
| Foreign exchange (losses) gains, net | 19,962 | (62,358) | (412.4) | (21,749) | 34,407 | (258.2) |
| Gains (losses) on derivative operations, net | 27,528 | 129,902 | 371.9 | 24,990 | (27,889) | |
| Gains on sales of investments in equity securities, net | 3,682 | (4) | (100.1) | (0) | - | (100.0) |
| Dividend Income | 649,941 | 694,239 | 6.8 | 229,551 | 21 | (100.0) |
| Other | 126,096 | 147,563 | 17.0 | 15,321 | 15,284 | (0.2) |
| Total other operating income | 827,209 | 909,343 | 9.9 | 248,113 | 21,823 | (91.2) |
| Total operating income | 4,719,068 | 5,261,191 | 11.5 | 702,060 | 492,630 | (29.8) |
| OPERATING EXPENSES | 075 445 | 064 576 | 0.0 | 400.634 | 400.003 | 0.3 |
| Salaries and employee benefits | 875,415 | 961,576 | 9.8 | 100,634 | 100,882 | 0.2 |
| Bonus plan payments | 36,879 | 27,990 | (24.1) | 2,340 | 2,542 | 8.6 |
| Termination payments | 5,014 | 4,765 | (5.0) | 373 | 457 | 22.5 |
| Administrative and other expenses | 1,304,655 | 1,469,476 | 12.6 | 150,110 | 161,193 | 7.4 |
| Insurance on deposit, net | 121,978 | 132,690 | 8.8 | 14,344 | 7,485 | (47.8) |
| Charitable and other donation expenses | 15,060 | 5,623 | (62.7) | 121 | 1,219 | |
| Depreciation Control of the control | 163,789 | 181,365 | 10.7 | 18,145 | 20,573 | 13.4 |
| Goodwill amortization | 17,937 | 19,170 | 6.9 | 1,989 | 1,989 | (0.0) |
| Total operating expenses | 2,540,727 | 2,802,655 | 10.3 | 288,055 | 296,339 | 2.9 |
| Net operating income | 2,178,342 | 2,458,536 | 12.9 | 414,005 | 196,291 | (52.6) |
| NON-OPERATING INCOME (EXPENSE) | 154 200 | 150 672 | 3.5 | 10.000 | 0.044 | 11.6.3 |
| Other income | 154,200 | 159,672 | 3.5 | 10,666 | 8,941 | (16.2 |
| Other expenses | 47,282 | 48,311 | 2.2 | 4,411 | 4,624 | |
| Non-operating income (expense), net | 106,919 | 111,361 | 4.2 | 6,255 | 4,317 | |
| Income before income tax expense | 2,285,260 | 2,569,897 | 12.5 | 420,260 | 200,608 | - |
| Income tax expense | 587,091 | 677,416 | 15.4 | 67,282 | 56,689 | |
| Net income | 1,698,169 | 1,892,481 | 11.4 | 352,977 | 143,919 | (59.2) |



BALANCE SHEET











Growth (%)

As of

BANCO DE BOGOTÁ

UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

Interest accrued on loans and financial leases, net

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Total deposits

Other assets, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

| (Ps. Millions) | Oct-11 | Sept-12 | Oct-12 | Oct-12 Vs. Sep-12 | Oct-12 Vs. Oct-11 |
|---|------------|------------|------------|----------------------|----------------------|
| ASSETS | | | | 3ep-12 | Ott-11 |
| CASH AND CASH EQUIVALENTS | | i | | | |
| Cash and due from banks | 2,638,073 | 4,407,621 | 4,219,240 | (4.3) | 59.9 |
| Interbank and overnight funds | 303,294 | 990,160 | 730,851 | (26.2) | 141.0 |
| Total Cash and cash equivalents | 2,941,367 | 5,397,781 | 4,950,091 | (8.3) | 68.3 |
| INVESTMENT SECURITIES | | i | | | |
| Debt securities | 4,638,004 | 5,418,014 | 5,485,167 | 1.2 | 18.3 |
| Trading | 600,837 | 390,122 | 613,648 | 57.3 | 2.1 |
| Available for Sale | 2,653,963 | 3,601,689 | 3,412,900 | (5.2) | 28.6 |
| Held to maturity | 1,383,204 | 1,426,203 | 1,458,619 | 2.3 | 5.5 |
| Equity securities | 6,009,212 | 6,122,852 | 6,310,528 | 3.1 | 5.0 |
| Trading | - | - | - | N.A. | N.A. |
| Available for Sale | 6,009,212 | 6,122,852 | 6,310,528 | 3.1 | 5.0 |
| Allowance | (758) | (714) | (726) | 1.7 | (4.3) |
| Total investment securities, net | 10,646,457 | 11,540,153 | 11,794,969 | 2.2 | 10.8 |
| LOANS AND FINANCIAL LEASES | | į | | | |
| Commercial loans | 19,851,009 | 22,516,415 | 22,721,146 | 0.9 | 14.5 |
| Consumer loans | 4,815,455 | 5,784,830 | 5,894,445 | 1.9 | 22.4 |
| Microcredit | 231,680 | 242,459 | 247,895 | 2.2 | 7.0 |
| Mortgage loans | 59,296 | 105,461 | 121,488 | 15.2 | 104.9 |
| Financial leases | 782,422 | 1,223,965 | 1,231,665 | 0.6 | 57.4 |
| Allowance for loans and financial leases losses | (805,934) | (938,063) | (948,629) | 1.1 | 17.7 |
| Total loans and financial leases, net | 24,933,928 | 28,935,067 | 29,268,010 | 1.2 | 17.4 |
| Interest accrued on loans and financial leases | 280,465 | 351,306 | 347,368 | (1.1) | 23.9 |

(31,841)

248,624

295,447

417,359

342,999

18,731

282,529

514,288

253,480

922,061

41,817,270

5,944,979

7,283,641

12,046,167

25,462,502

187,715

257,395

1,535,569

4,488,574

82,221

886,550

463,249

382,087

242,333

33,800,480

8,016,790

41,817,270

(38,852)

312,454

219,427

568,672

306,617

28,033

250,428

494,695

312,514

1,007,523

49,374,182

8,309,124

10,608,058

13,894,249

33,065,127

253,696

185,116

1,309,051

2,668,244

1,039,889

1,501,601

380,125

263,483

40,530,395

8,843,787

49,374,182

117,759

821

(38,179)

309,189

202,239

498,736

311,959

27,658

243,540

492,830

310,901

1,072,148

7,462,876

10,699,279

15,543,276 272,089

33,977,520

195,755

621,865

127,913

838,521

432,937

250,911

40,434,745

9,048,332

49,483,076

1,520,373

2,468,949

49,483,076

808

19.9

24.4

(31.5)

19.5

(9.0)

N.A.

47.7

(13.8)

(4.2)

22.7

16.3

18.3

25.5

46.9

29.0

44.9

33.4

(23.9)

(59.5)

(45.0)

55.6

(5.4)

228.2

13.3

3.5

19.6

12.9

18.3

(1.7)

(1.0)

(7.8)

1.7

(1.6)

(1.3)

(2.8)

(0.4)

(0.5)

6.4

0.2

(10.2)

0.9

11.9

7.3

2.8

5.7

(52.5)

(7.5)

8.6

(19.4)

1.3

13.9

(4.8)

(0.2)

2.3

0.2

(12.3)











BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| INCOME STATEMENT | YTI | D | | Month | | Growth (%) |
|---|--------------------|---------------------------|----------------------|-------------------------|-------------------------|----------------------|
| (Ps. Millions) | Oct-11 | Oct-12 | LTM | Sep-12 | Oct-12 | Oct-12 Vs. Sep-12 |
| INTEREST INCOME | | | | | | 00P 11 |
| Interest on loans | 1,826,621 | 2,475,145 | 35.5 | 259,679 | 264,985 | 2.0 |
| Interest on investment securities | 256,706 | 272,534 | 6.2 | 23,541 | 29,784 | 26.5 |
| Interbank and overnight funds | 26,898 | 54,170 | 101.4 | 5,845 | 6,380 | 9.2 |
| Financial leases | 41,710 | 93,639 | 124.5 | 10,754 | 11,017 | 2.4 |
| Total Interest Income | 2,151,936 | 2,895,489 | 34.6 | 299,819 | 312,166 | 4.1 |
| INTEREST EXPENSE | | | ' | | ŕ | |
| Checking accounts | 27,195 | 75,054 | 176.0 | 7,794 | 8,476 | 8.8 |
| Time deposits | 228,091 | 440,076 | 92.9 | 46,687 | 47,151 | 1.0 |
| Saving deposits | 324,719 | 438,642 | 35.1 | 47,945 | 51,326 | 7.1 |
| Total interest expense on deposits | 580,005 | 953,772 | 64.4 | 102,425 | 106,953 | 4.4 |
| Borrowings from banks and others | 67,245 | 73,025 | 8.6 | 6,878 | 6,797 | (1.2) |
| Interbank and overnight funds (expenses) | 35,726 | 36,970 | 3.5 | 2,355 | 2,240 | (4.9) |
| Bonds | 50,594 | 79,698 | 57.5 | 7,522 | 7,889 | 4.9 |
| Total interest expense | 733,571 | 1,143,465 | 55.9 | 119,180 | 123,879 | 3.9 |
| Net Interest Income | 1,418,365 | 1,752,024 | 23.5 | 180,639 | 188,287 | 4.2 |
| Provisions for Ioan and financial lease losses, accrued interest and other, net | 209,884 | 300,331 | 43.1 | 32,951 | 31,610 | (4.1) |
| Recovery of charged-off assets | (38,057) | (35,893) | (5.7) | (3,727) | (3,842) | 3.1 |
| Provision for investment securities, foreclosed assets and other assets | 9,997 | 9,835 | (1.6) | 426 | 765 | 79.4 |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (8,971) | (8,180) | (8.8) | (6,344) | (470) | (92.6) |
| Total provisions, net | 172,852 | 266,092 | 53.9 | 23,306 | 28,064 | 20.4 |
| Net interest income after provisions | 1,245,513 | 1,485,932 | 19.3 | 157,332 | 160,224 | 1.8 |
| FEES AND OTHER SERVICES INCOME | | | | | | |
| Commissions from banking services | 419,308 | 433,765 | 3.4 | 43,227 | 44,220 | 2.3 |
| Branch network services | 30,288 | 23,490 | (22.4) | 2,178 | 2,296 | 5.4 |
| Credit card merchant fees | 43,963 | 47,623 | 8.3 | 4,688 | 5,216 | 11.3 |
| Checking fees | 35,176 | 32,178 | (8.5) | 3,007 | 3,146 | 4.6 |
| Other | 4,044 | 3,768 | (6.8) | 260 | 285 | 9.6 |
| Total fees and other services income | 532,779 | 540,824 | 1.5 | 53,360 | 55,164 | 3.4 |
| Fees and other services expenses Fees and other services income, net | 114,445 418,334 | 111,626 429,199 | (2.5) 2. 6 | 10,659 42,701 | 11,377 43,787 | 6.7 2.5 |
| OTHER OPERATING INCOME | 410,554 | 423,133 | 2.0 | 42,701 | 43,767 | 2.5 |
| Foreign exchange (losses) gains, net | 5,452 | (73,244) | (1,443.4) | (21,708) | 30,020 | (238.3) |
| Gains (losses) on derivative operations, net | 21,357 | 110,820 | 418.9 | 20,195 | (26,487) | |
| Gains on sales of investments in equity securities, net | 21,557 | 110,020 | N.A. | 20,133 | (20,407) | (231.2) N.A. |
| Dividend Income | 456,450 | 502,774 | 10.1 | 145,707 | _ | (100.0) |
| Other | 2,002 | 2,441 | 22.0 | 240 | 231 | (4.1) |
| Total other operating income | 485,261 | 542,792 | 11.9 | 144,435 | 3,764 | (97.4) |
| Total operating income | 2.149.107 | 2,457,923 | 14.4 | 344,469 | 207,775 | (39.7) |
| OPERATING EXPENSES | | | | | | |
| Salaries and employee benefits | 345,557 | 386,259 | 11.8 | 40,838 | 40,384 | (1.1) |
| Bonus plan payments | 11,898 | 6,297 | (47.1) | 119 | 314 | 164.0 |
| Termination payments | 610 | 863 | 41.6 | 24 | 46 | 89.1 |
| Administrative and other expenses | 588,832 | 671,170 | 14.0 | 69,258 | 72,464 | 4.6 |
| Insurance on deposit, net | 57,987 | 60,630 | 4.6 | 7,146 | , - | (100.0) |
| Charitable and other donation expenses | 6,497 | 2,068 | (68.2) | - 1 | 682 | N.A. |
| Depreciation | 35,797 | 37,539 | 4.9 | 3,782 | 3,840 | 1.5 |
| Goodwill amortization | 16,810 | 17,969 | 6.9 | 1,865 | 1,865 | (0.0) |
| Total operating expenses | 1,063,988 | 1,182,793 | 11.2 | 123,032 | 119,595 | (2.8) |
| Net operating income | 1,085,119 | 1,275,130 | 17.5 | 221,437 | 88,180 | (60.2) |
| NON-OPERATING INCOME (EXPENSE) | ! | | | | | |
| Other income | 61,288 | 69,178 | 12.9 | 5,599 | 3,558 | (36.4) |
| | 16,713 | 18,461 | 10.5 | 1,710 | 2,040 | i i |
| Other expenses | 10,/13 | | | | | |
| · · · · · · · · · · · · · · · · · · · | 44,576 | | 13.8 | 3,889 | 1,518 | (61.0) |
| Non-operating income (expense), net | | 50,717 1,325,847 | 13.8 17.4 | 3,889 225,325 | 1,518 89,698 | |
| | 44,576 | 50,717 | | | | (60.2) |





CASH AND CASH EQUIVALENTS

Cash and due from banks

INVESTMENT SECURITIES Debt securities

Available for Sale

Held to maturity

Available for Sale

Commercial loans

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Total deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Other assets, net

Microcredit

Total investment securities, net

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

LOANS AND FINANCIAL LEASES

Equity securities

Trading

Trading

Allowance

Interbank and overnight funds

Total Cash and cash equivalents







| Bossou de Bossou de Cocición d | | | V | | |
|--|--------|---------|----------|----------------------|---------------------|
| BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012 | | | | | |
| BALANCE SHEET | | As of | | Grow | rth (%) |
| (Ps. Millions) | Oct-11 | Sept-12 | Oct-12 | Oct-12 Vs. Sep-12 | Oct-12 Vs Oct-11 |
| ASSETS | | | I | ! | |

| BANCO DE OCCIDENTE | |
|---|--|
| UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012 | |
| | |
| BALANCE SHEET | |
| | |

| Banco de Occidente |
|--------------------|
| |

| Banco de Occidente |
|--------------------|
| <u> </u> |

1,325,958

1,365,376

1,941,545

724,034

668,995

548,516

1,204,983

1,204,983

3.146.528

9,051,915

3,355,305

3,867,921

15,680,777

(594,365)

152,395

(18,790)

133,605

374,218

242,974

344,251

24,850

24,520

300,108

373,199

22,191,523

3,223,065

3,290,804

6,745,191

13,437,279

178,219

48,576

397,267

75,586

445,846

237,310

117,766

18,850,164

3,341,360

22,191,523

2,312,087

1,778,447

135,110

46,007

39,418

6.1

(4.0)

(7.5)

(8.3)

(1.4)

(13.2)

4.4

N.A.

4.4

N.A.

(3.3)

0.6

2.4

N.A.

N.A.

1.5

(0.3)

(4.4)

1.1

(5.1)

59.2

(12.5)

0.6

(5.5)

0.5

(0.5)

1.8

1.6

0.1

(12.8)

13.1

10.8

(28.8)

102.3

(56.7)

(1.3)

7.1

(8.9)

10.9

(1.3)

(0.2)

2.1

0.1

3.8

2.2

1.3

(77.1)

(4.5)

(71.9)

(10.7)

(17.3)

(10.0)

(19.7)

(22.8)

6.8

N.A.

6.8

N.A. (9.5)

8.9

21.7

N.A.

N.A.

29.1

5.8

16.1

21.2

19.8

21.4

(44.4)

3.7

(12.7)

15.4

199.0

(8.8)

(5.5)

34.5

24.5

9.1

(15.5)74.8

7.5

(6.9)

10.5

(28.2)

51.7

(11.0)

36.5

(11.4)

15.4

25.0

(6.6)

8.6

12.1

9.1

1,250,042

1,422,223

2,100,001

789,429

678,597

631,975

1,153,669

1,153,669

3.253.670

8,994,919

3,276,281

3,811,294

(596,203)

159,410

(18,587)

140,823

28,905

366,328

277,530

342,362

26,293

24,644

294,784

367,150

22,165,449

3,694,478

2,908,378

6,090,215

12,943,215

250,144

24,011

918,286

70,578

489,518

213,927

119,324

18,893,059

3,272,390

22,165,449

2,312,087

1,802,113

134,445

15,486,292

172,181

1,389,127

140,306

1,529,432

2,348,009

804,597

832,675

710,736

1,128,623

1,128,623

3,476,631

8,314,043 2,755,959

2,996,264

13,504,570

(561,696)

125,755

(15,688)

110,066

82,709

360,868

278,347

298,392

148,219

25,953

223,060

299,749

20,346,308

3,813,147

1,882,416

6,272,051

191,431 12,159,045

67,611

261,840

55,373

503,439

189,916

126,047

17,364,913

2,981,395

20,346,308

2,004,284

1,997,359

8,311

| Banco de Occidente |
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BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| Process Proc | INCOME STATEMENT | YT | D | | Mor | nth | Growth (%) |
|--|---|-----------------|-----------|---------|------------------|----------------|----------------------|
| Interest on leases 88,01.14 11,1.235 31.4 119,130 122,004 3.3 3.3 12,005 3.3 | (Ps. Millions) | Oct-11 | Oct-12 | LTM | Sep-12 | Oct-12 | Oct-12 Vs. Sep-12 |
| Interbank and overlight funds 12,108 116,847 43,3 8,459 12,449 47,2 47 | INTEREST INCOME | | | | | | |
| Interbank and overright funds | Interest on loans | 869,014 | 1,142,235 | 31.4 | 119,130 | 123,004 | 3.3 |
| Financial leases 146.007 339.193 37.8 35.002 36.421 26.001 | Interest on investment securities | 122,108 | 116,847 | (4.3) | 8,459 | 12,449 | 47.2 |
| Note | Interbank and overnight funds | 21,109 | 38,405 | 81.9 | 3,552 | 3,312 | (6.8) |
| NERBEST DUPONSE | Financial leases | 246,067 | 339,195 | 37.8 | 35,502 | 36,421 | 2.6 |
| Checking accounts | Total Interest Income | 1,258,299 | 1,636,682 | 30.1 | 166,643 | 175,186 | 5.1 |
| Time deposits 14,819 122,834 50.5 50.42 21.93 7.5 | INTEREST EXPENSE | ! | | | ! | ! | |
| Saving disposits 148,019 222,814 50.5 20,42 21,999 7.6 | Checking accounts | 5,849 | 7,662 | 31.0 | 893 | 923 | 3.4 |
| Total Interest expense on deposits 223,344 368,161 64.8 35,587 39,494 11.0 | Time deposits | 69,477 | 137,665 | 98.1 | 14,252 | 16,575 | 16.3 |
| Borrowings from banks and others 62,301 67,522 8.4 6,426 6,530 1.6. 1.6. | Saving deposits | 148,019 | 222,834 | 50.5 | 20,442 | 21,995 | 7.6 |
| Interbank and overright funds (expenses) | Total interest expense on deposits | 223,344 | 368,161 | 64.8 | 35 <i>,</i> 587 | 39,494 | 11.0 |
| Bonds | Borrowings from banks and others | 62,301 | 67,522 | 8.4 | 6,426 | 6,530 | 1.6 |
| Total interest expense 335,316 502,720 499 57,662 65,005 12,7 | Interbank and overnight funds (expenses) | 11,204 | 22,220 | 98.3 | 1,714 | 4,824 | 181.4 |
| Net Interest Income | Bonds | 98,467 | 134,838 | 36.9 | 13,936 | 14,157 | 1.6 |
| Provision for loan and financial lease losses, accrued interest and other, net 182,548 217,250 19.0 23,358 22,180 (5.8) (8ccovery of charged off assets (45,666) (44,7112 (2.1) (4,981) (3,288) (34,0) (44,7112 (2.1) (4,981) (3,288) (34,0) (44,7112 (4,981) (3,288) (34,0) (44,7112 (4,981) (44,7112 (4,981) | Total interest expense | 395,316 | 592,740 | 49.9 | 57 <i>,</i> 662 | 65,005 | 12.7 |
| Recovery of proaged-off assets (45,666) (44,712) (2.1) (4,981) (3,288) (33.0) (34.0) (36.0) (46.0) | Net Interest Income | 862,983 | 1,043,942 | 21.0 | 108,981 | 110,180 | 1.1 |
| Provision for investments securities, foreclosed assets and other assets 12,801 (46,0) (49,3) (591) (442) (25,2) | Provisions for Ioan and financial lease losses, accrued interest and other, net | 182,548 | 217,250 | 19.0 | 23,536 | 22,180 | (5.8) |
| Recovery of provisions for investments securities, foreclosed assets and other assets 17,286 (3,692) (49.3) (49.1) (44.2) (25.2) (7. | Recovery of charged-off assets | (45,666) | (44,712) | (2.1) | (4,981) | (3,288) | (34.0) |
| Total provisions, net 142,397 175,760 23.4 18.488 19.488 3.7 | Provision for investment securities, foreclosed assets and other assets | 12,801 | 6,914 | (46.0) | 494 | 699 | 41.6 |
| Net Interest income after provisions 720,586 868,182 20.5 90,523 91,032 0.6 FEES AND OTHER SERVICES INCOME | Recovery of provisions for investments securities, foreclosed assets and other assets | (7,286) | (3,692) | (49.3) | (591) | (442) | (25.2) |
| FEES AND OTHER SERVICES INCOME | Total provisions, net | 142,397 | 175,760 | 23.4 | 18,458 | 19,148 | 3.7 |
| Commissions from banking services 131,619 134,874 2.5 13,864 12,733 (8.2) | Net interest income after provisions | 720,586 | 868,182 | 20.5 | 90,523 | 91,032 | 0.6 |
| Branch network services Servi | FEES AND OTHER SERVICES INCOME | ! | | | ! | | |
| Credit card merchant fees 61,456 64,502 5.0 6,256 7,482 19.66 Checking fees 19,698 18,447 (6.3) 1,688 1,910 13.2 Other 23,649 2,677 1.36 2,557 3,100 16.7 Total fees and other services income 236,422 244,701 3.5 24,646 25,225 3.1 Fees and other services income, net 150,644 147,277 (2.2) 14,047 10,384 (0.4) OTHER OPERATING INCOME 7 1,00,644 147,277 (2.2) 14,037 14,841 5.7 Gains (losses) on derivative operations, net 5,938 18,032 20.37 4,531 (1,239) (127.3) Gains (losses) on derivative operations, net 3,685 - (100.0) NA NA Dividend Income 151,100 145,765 (3.5) 62,815 2 (10,20) (12,33) (12,33) (12,33) (12,33) (12,33) (12,33) (12,33) (12,33) (12,33) (12,33) < | Commissions from banking services | 131,619 | 134,874 | 2.5 | 13,864 | 12,733 | (8.2) |
| Checking fees | Branch network services | - | - | N.A. | - ! | - | N.A. |
| Other 23,649 26,877 13.6 2,657 3,100 16.7 Total fees and other services expenses 85,778 37,703 13.6 25,625 31.0 Fees and other services expenses 85,778 37,723 13.6 10,427 10,384 (0.4) Fees and other services income, net 150,644 147,277 (2.2) 14,037 14,841 5.7 OTHER OPERATING INCOME 59,381 11,156 (27.0) 276 3,677 1,232.4 Gains (losses) on derivative operations, net 5,938 18,032 20.37 4,531 (1,239) (127.3) Gains on sales of investments in equity securities, net 3,685 (100.0) - N.A. Other 12,2905 143,971 17.1 14,974 14,940 (0.2) Other 122,905 143,971 17.1 14,974 14,940 (0.2) Total other operating income 238,910 143,971 17.1 14,974 14,940 (0.2) Total other operating income <td< td=""><td>Credit card merchant fees</td><td>61,456</td><td>64,502</td><td>5.0</td><td>6,256</td><td>7,482</td><td>19.6</td></td<> | Credit card merchant fees | 61,456 | 64,502 | 5.0 | 6,256 | 7,482 | 19.6 |
| Total fees and other services income 236,422 244,701 3.5 24,644 25,225 3.1 | Checking fees | 19,698 | 18,447 | (6.3) | 1,688 | 1,910 | 13.2 |
| Fees and other services expenses | Other | 23,649 | 26,877 | 13.6 | 2,657 | 3,100 | 16.7 |
| Tees and other services income, net 150,644 147,277 (2.2) 14,037 14,841 5.7 | Total fees and other services income | 236,422 | 244,701 | 3.5 | 24,464 | 25,225 | 3.1 |
| OTHER OPERATING INCOME 15,282 11,156 (27.0) 276 3,677 1,232.4 Gains (losses) gains, net 5,938 18,032 203.7 4,531 (1,239) (127.3) Gains on sales of investments in equity securities, net 3,685 - (100.0) NA Dividend Income 151,100 145,765 (3.5) 62,835 2 (100.0) Other 122,905 143,971 17.1 14,974 14,940 (0.2) Total other operating income 29,910 318,925 6.7 82,616 17,380 (79.0) Total operating income 1,170,139 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES Salaries and employee benefits 29,479 253,469 10.5 25,983 26,113 0.5 Sonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expen | Fees and other services expenses | 85,778 | 97,423 | 13.6 | 10,427 | 10,384 | (0.4) |
| Foreign exchange (losses) gains, net 15,282 11,156 (27.0) 276 3,677 1,232.4 | Fees and other services income, net | 150,644 | 147,277 | (2.2) | 14,037 | 14,841 | 5.7 |
| Gains (losses) on derivative operations, net 5,938 18,032 203.7 4,531 (1,239) (127.3) Gains on sales of investments in equity securities, net 3,685 (100.0) - - NA Dividend Income 151,100 145,765 (3.5) 62,835 2 (100.0) Other 122,905 143,971 17.1 14,974 14,904 (0.2) Total other operating income 298,910 318,925 6.7 82,616 17,380 (79.0) OPERATING EXPENSES 301,933 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES 5 8.60 1,17,913 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES 8 1.0 1,343,385 14.0 187,176 123,253 (34.2) OB ons plan payments 20,388 1,77,81 (1,28 2,065 2,095 1.4 Termination payments 30,13 3,343 11.0 334 33,4 (0.0 | OTHER OPERATING INCOME | i | | | i | | |
| Gains on sales of investments in equity securities, net 3,685 - (100.0) - 0.00 N.A. Dividend Income 151,100 145,765 (3.5) 62,835 2 (100.0) Other 122,905 143,971 17.1 14,974 14,940 (0.2) Total other operating income 298,910 318,925 6.7 82,616 17,380 (79.0) Total operating income 1,170,139 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES 5 25,469 10.5 25,983 26,113 0.5 Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 30,13 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses <td< td=""><td>Foreign exchange (losses) gains, net</td><td>15,282</td><td>11,156</td><td>(27.0)</td><td>276</td><td>3,677</td><td>1,232.4</td></td<> | Foreign exchange (losses) gains, net | 15,282 | 11,156 | (27.0) | 276 | 3,677 | 1,232.4 |
| Dividend Income 151,100 145,765 (3.5) 62,835 2 (100.0) Other 122,905 143,971 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 14,974 14,940 (0.2) 17.1 17.1 14,974 14,940 (0.2) 17.1 | Gains (losses) on derivative operations, net | 5,938 | 18,032 | 203.7 | 4,531 | (1,239) | (127.3) |
| Other 122,905 143,971 17.1 14,974 14,940 (0.2) Total other operating income 298,910 318,925 6.7 82,616 17,380 (79.0) Total operating income 1,170,139 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES 3 3 10.5 25,983 26,113 0.5 Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 30,13 3,343 11.0 334 334 (0.0) Administrative and other expenses 30,128 38,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,12 | Gains on sales of investments in equity securities, net | 3,685 | - | (100.0) | - | - | N.A. |
| Total other operating income 298,910 318,925 6.7 82,616 17,380 (79.0) Total operating income 1,170,139 1,334,385 14.0 187,176 123,253 (34.2) OPERATING EXPENSES 300 253,469 10.5 25,983 26,113 0.5 Salaries and employee benefits 229,479 253,469 10.5 25,983 26,113 0.5 Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Total oper | Dividend Income | 151,100 | 145,765 | (3.5) | 62,835 | 2 | (100.0) |
| Total operating income 1,170,139 1,334,385 14.0 187,176 123,253 (34,2) | Other | 122,905 | 143,971 | 17.1 | 14,974 | 14,940 | (0.2) |
| OPERATING EXPENSES Salaries and employee benefits 229,479 253,469 10.5 25,983 26,113 0.5 Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.4 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3 | Total other operating income | 298,910 | 318,925 | 6.7 | 82,616 | 17,380 | (79.0) |
| Salaries and employee benefits 229,479 253,469 10.5 25,983 26,113 0.5 Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) <td>Total operating income</td> <td>1,170,139</td> <td>1,334,385</td> <td>14.0</td> <td>187<i>,</i>176</td> <td>123,253</td> <td>(34.2)</td> | Total operating income | 1,170,139 | 1,334,385 | 14.0 | 187 <i>,</i> 176 | 123,253 | (34.2) |
| Bonus plan payments 20,388 17,781 (12.8) 2,065 2,095 1.4 Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 NON-OPERATING INCOME (EXPENSE) 487,114 576,853 18.4 110,235 37,381 (66.1) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) <td>OPERATING EXPENSES</td> <td>i</td> <td></td> <td></td> <td>i</td> <td></td> <td></td> | OPERATING EXPENSES | i | | | i | | |
| Termination payments 3,013 3,343 11.0 334 334 (0.0) Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 NON-OPERATING INCOME (EXPENSE) 487,114 576,853 18.4 110,235 37,381 (66.1) Other expenses 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) </td <td>Salaries and employee benefits</td> <td>229,479</td> <td>253,469</td> <td>10.5</td> <td>25,983</td> <td>26,113</td> <td>0.5</td> | Salaries and employee benefits | 229,479 | 253,469 | 10.5 | 25,983 | 26,113 | 0.5 |
| Administrative and other expenses 301,287 338,560 12.4 34,603 40,377 16.7 Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | Bonus plan payments | 20,388 | 17,781 | (12.8) | 2,065 | 2,095 | 1.4 |
| Insurance on deposit, net 28,165 32,077 13.9 3,182 3,321 4.4 | Termination payments | 3,013 | 3,343 | 11.0 | 334 | 334 | (0.0) |
| Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 0ther income 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) | Administrative and other expenses | 301,287 | 338,560 | 12.4 | 34,603 | 40,377 | 16.7 |
| Charitable and other donation expenses 3,578 1,801 (49.7) 6 372 5,684.7 Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 0ther income 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) | Insurance on deposit, net | 28,165 | 32,077 | 13.9 | 3,182 | 3,321 | 4.4 |
| Depreciation 95,986 109,301 13.9 10,643 13,136 23.4 | Charitable and other donation expenses | 3,578 | 1,801 | (49.7) | 6 | | 5,684.7 |
| Goodwill amortization 1,127 1,201 6.6 124 124 (0.0) Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) Other income 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | | | | | | | |
| Total operating expenses 683,024 757,532 10.9 76,941 85,872 11.6 Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) Other income 20,731 12,379 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | Goodwill amortization | 1,127 | | 6.6 | | | (0.0) |
| Net operating income 487,114 576,853 18.4 110,235 37,381 (66.1) NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) Other income 20,731 21,379 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | Total operating expenses | 683,02 <u>4</u> | | | 76,941 | 85,87 <u>2</u> | 11.6 |
| NON-OPERATING INCOME (EXPENSE) 20,731 21,379 3.1 942 841 (10.7) Other income 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | Net operating income | 487,114 | | | 110,235 | 37,38 <u>1</u> | |
| Other income 20,731 21,379 3.1 942 841 (10.7) Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | NON-OPERATING INCOME (EXPENSE) | | | | į | | |
| Other expenses 12,032 14,129 17.4 1,296 931 (28.1) Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | Other income | 20,731 | 21,379 | 3.1 | 942 | 841 | (10.7) |
| Non-operating income (expense), net 8,699 7,251 (16.7) (354) (90) (74.5) Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | | | | | | | |
| Income before income tax expense 495,814 584,103 17.8 109,881 37,291 (66.1) Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | · | | | | | (9 <u>0)</u> | |
| Income tax expense 113,298 146,872 29.6 15,736 (1,454) (109.2) | | 495,814 | | | | | |
| | | | 146,872 | | 1 | | |
| | Net income | 382,51 <u>6</u> | 437,232 | 14.3 | 94,145 | | |



ASSETS

Trading

Trading

Allowance



CASH AND CASH EQUIVALENTS

Cash and due from banks

INVESTMENT SECURITIES Debt securities

Available for Sale

Held to maturity

Available for Sale

Commercial loans

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Savings deposits

Time deposits

Total deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Other assets, net

Microcredit

Total investment securities, net

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

LOANS AND FINANCIAL LEASES

Equity securities

Interbank and overnight funds

Total Cash and cash equivalents









1,023,586

1,563,293

1,552,562

305,926

737,703

508,934

486,641

33,686

452,955

2,039,203

5,155,085

6,102,375

15,781

89,756

314,100

(425,423)

132,859

123,285

(9,574)

1,669

379

70,376

147,983

10,432

114,020

130,624

352,766

15,805,704

1,607,655

1,994,971

6,374,069

10,030,629

53,935

1,708

10,988

650,242

38,459

452,889

307,427

367,656

13,757,873

2,047,831

15,805,704

1,897,875

11,251,674

539,707

2.7

6.1

(6.5)

55.2

(21.4)

(3.1)

1.9

0.5

2.0

N.A.

(4.7)

(0.7)

1.1

(2.5)

0.9

1.2

(0.4)

0.3

0.4

(1.7)

0.5

396.6

(16.4)

6.2

(1.3)

(5.6)

(2.7)

N.A.

(4.0)

(0.1)

0.1

(0.5)

(3.6)

1.7

(35.0)

451.8

(0.0)

1.7

0.7

5.9

(1.3)

(2.7)

6.7

3.2

(0.2)

2.0

0.1

13.2

(12.2)

(9.5)

(11.3)

(34.1)

71.7

(54.0)

(11.4)

4.1

(3.6)

4.7

N.A.

(27.8)

28.5

15.1

(28.0)

(2.6)

25.7

8.7

21.2

19.1

13.6

19.5

94.7

8.1

15.3

(7.6)

33.2

(18.7)

N.A.

13.2

7.0

7.1

20.5

(3.6)

1.6

3.2

15.7

99.0

155.3

25.3

44.2

5.1

18.6

(3.7)

22.0

6.4

11.4

7.1

| Bonco de Boyerio Coccidentes April A | | 4 | | رو عرف عر | |
|--|--------|---------|--------|----------------------|---------------------|
| BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012 | | | | | |
| BALANCE SHEET | | As of | | Grow | rth (%) |
| (Ps. Millions) | Oct-11 | Sept-12 | Oct-12 | Oct-12 Vs. Sep-12 | Oct-12 V: Oct-11 |

| BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012 | |
|---|-------|
| BALANCE SHEET | As of |
| | |

| Je dance po |
|-------------|
| |

996,931

476,773

1,473,705

1,661,123

197,079

938,940

525,105

477,618

444,086

2,138,741

5,191,198

6,033,445

16,193

88,958

310,305

(427,070)

132,384

122,641

84,188

139,386

11,047

117,175

136,129

353,072

15,789,833

1,615,881

2,070,163

6,265,873

10,034,894

82,977

10,803

36,305

458,632

288,001

356,389

13,782,422

2,007,411

15,789,833

1,951,375

645,713

310

(9,743)

336

384

11,213,028

33,533

| | | , conce |
|--|--|---------|
| | | |
| | | |

1,165,566

596,330

1,761,895

2,357,061

1,604,618

178,167

574,277

467,675

34,941

432,734

2,824,736

4,012,960

5,301,255

21,932

92,169

249,923

(391,357)

9,286,883

111,561

(8,427)

857

410

7,834

140,188

115,362

329,624

14,764,401

1,334,047

2,069,165

6,273,081

9,722,927

518,973

26,677

430,717

319,334

301,326

12,925,417

1,838,985

14,764,401

1,600,300

46,634

859 4,304

103,133

65,082

128,396











BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| INCOME STATEMENT | YTD | | | Month | | Growth (%) |
|---|--------------|-----------|-------------|---------|---------|----------------------|
| (Ps. Millions) | Oct-11 | Oct-12 | LTM | Sep-12 | Oct-12 | Oct-12 Vs. Sep-12 |
| INTEREST INCOME | | | | | | |
| Interest on loans | 998,365 | 1,170,807 | 17.3 | 120,759 | 122,503 | 1.4 |
| Interest on investment securities | 116,843 | 121,273 | 3.8 | 11,505 | 14,150 | 23.0 |
| Interbank and overnight funds | 10,976 | 14,276 | 30.1 | 1,431 | 2,062 | 44.0 |
| Financial leases | 24,618 | 30,550 | 24.1 | 3,210 | 3,333 | 3.8 |
| Total Interest Income | 1,150,803 | 1,336,906 | 16.2 | 136,905 | 142,047 | 3.8 |
| INTEREST EXPENSE | | | | į | ĺ | |
| Checking accounts | 4,992 | 20,086 | 302.3 | 2,545 | 2,105 | (17.3) |
| Time deposits | 71,508 | 109,240 | 52.8 | 11,421 | 10,344 | (9.4) |
| Saving deposits | 166,660 | 195,860 | 17.5 | 18,031 | 22,056 | 22.3 |
| Total interest expense on deposits | 243,160 | 325,186 | 33.7 | 31,997 | 34,505 | |
| Borrowings from banks and others | 10,044 | 32,147 | 220.0 | 3,794 | 3,726 | (1.8) |
| Interbank and overnight funds (expenses) | 5,975 | 7,775 | 30.1 | 957 | 200 | (79.1) |
| Bonds | 74,727 | 97,871 | 31.0 | 9,640 | 11,082 | 15.0 |
| Total interest expense | 333,906 | 462,979 | 38.7 | 46,387 | 49,514 | 6.7 |
| Net Interest Income | 816,897 | 873,927 | 7.0 | 90,518 | 92,533 | 2.2 |
| Provisions for loan and financial lease losses, accrued interest and other, net | 70,377 | 81,799 | 16.2 | 7,257 | (1,427) | (119.7) |
| Recovery of charged-off assets | (12,788) | (12,549) | (1.9) | (1,245) | (1,327) | 6.5 |
| Provision for investment securities, foreclosed assets and other assets | 2,724 | 2,907 | 6.7 | 146 | 123 | (15.3) |
| Recovery of provisions for investments securities, foreclosed assets and other assets | , (3,873) | (1,830) | | (311) | (513) | |
| Total provisions, net | 56,439 | 70,328 | 24.6 | 5,847 | (3,144) | (153.8) |
| Net interest income after provisions | 760,457 | 803,599 | 5.7 | 84,671 | 95,676 | 13.0 |
| FEES AND OTHER SERVICES INCOME | | , | | -,- | | |
| Commissions from banking services | 70,725 | 64,948 | (8.2) | 6,120 | 7,231 | 18.2 |
| Branch network services | 100 | 100 | - | 10 | 10 | |
| Credit card merchant fees | 4,178 | 4,712 | 12.8 | 413 | 508 | 22.9 |
| Checking fees | 3,384 | 3,109 | (8.1) | 274 | 322 | 17.5 |
| Other | 8,621 | 8,389 | (2.7) | 801 | 805 | 0.4 |
| Total fees and other services income | 87,009 | 81,259 | (6.6) | 7,618 | 8,876 | _ |
| Fees and other services expenses | 26,267 | 26,859 | 2.3 | 2,717 | 3,036 | |
| Fees and other services income, net | 60,742 | 54,400 | (10.4) | 4,901 | 5,839 | 19.1 |
| OTHER OPERATING INCOME | | | , | | | |
| Foreign exchange (losses) gains, net | (797) | 11 | (101.4) | (235) | 495 | (310.7) |
| Gains (losses) on derivative operations, net | ` - | 17 | N.A. | 46 | (34) | (175.1) |
| Gains on sales of investments in equity securities, net | (2) | (4) | 48.4 | (0) | ` - | (100.0) |
| Dividend Income | 39,376 | 42,445 | 7.8 | 21,009 | 19 | (99.9) |
| Other | 1,180 | 1,131 | (4.2) | 106 | 113 | 6.2 |
| Total other operating income | 39,756 | 43,601 | 9.7 | 20,926 | 592 | |
| Total operating income | 860,955 | 901,600 | 4.7 | 110,499 | 102,107 | ` |
| OPERATING EXPENSES | | | | | | ` - ' |
| Salaries and employee benefits | 182,561 | 197,978 | 8.4 | 21,388 | 21,873 | 2.3 |
| Bonus plan payments | 2,730 | 2,851 | 4.4 | 120 | 108 | (9.4) |
| Termination payments | 19 | 233 | 1,129.8 | (0) | 76 | N.A. |
| Administrative and other expenses | 221,636 | 245,982 | 11.0 | 25,752 | 27,043 | 5.0 |
| Insurance on deposit, net | 22,279 | 24,373 | 9.4 | 2,432 | 2,541 | 4.5 |
| Charitable and other donation expenses | 1,390 | 1,143 | (17.8) | 114 | 114 | |
| Depreciation | 16,036 | 16,630 | 3.7 | 1,697 | 1,723 | 1.5 |
| Goodwill amortization | 10,030 | - 10,030 | 9.7 N.A. | 1,057 | -,,,, | N.A. |
| Total operating expenses | 446,650 | 489,190 | | 51,504 | 53,478 | |
| Net operating income | 414,304 | 412,410 | (0.5) | 58,995 | 48,629 | |
| NON-OPERATING INCOME (EXPENSE) | 414,304 | 412,410 | (0.5) | 30,335 | 46,029 | (17.6) |
| | E0 777 | F2 667 | (11.0) | 2 506 | 2 520 | /1 7\ |
| Other eveness | 59,777 | 52,667 | (11.9) | 3,598 | 3,538 | |
| Other expenses | 10,104 | 9,697 | (4.0) | 946 | 1,148 | |
| Non-operating income (expense), net | 49,673 | 42,970 | | 2,652 | 2,389 | ` ' |
| Income before income tax expense | 463,978 | | | 61,647 | 51,018 | |
| Income tax expense | 142,585 | 145,111 | 1.8 | 14,372 | 17,880 | |
| Net income | 321,393 | 310,269 | (3.5) | 47,275 | 33,138 | (29.9) |



BALANCE SHEET

Microcredit

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Total deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Other assets, net

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Total liabilities and shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges









Growth (%)

As of

BANCO AV VILLAS

UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| (Ps. Millions) | Oct-11 | Sept-12 | Oct-12 | Oct-12 Vs. Sep-12 | Oct-12 Vs. Oct-11 |
|----------------------------------|-----------|-----------|-----------|----------------------|----------------------|
| ASSETS | | ! | | | 1 |
| CASH AND CASH EQUIVALENTS | | i | | | |
| Cash and due from banks | 481,355 | 552,006 | 581,799 | 5.4 | 20.9 |
| Interbank and overnight funds | 74,931 | 280,542 | 332,348 | 18.5 | 343.5 |
| Total Cash and cash equivalents | 556,286 | 832,548 | 914,147 | 9.8 | 64.3 |
| INVESTMENT SECURITIES | | i | | | |
| Debt securities | 1,850,450 | 1,828,516 | 1,846,785 | 1.0 | (0.2) |
| Trading | 575,366 | 429,493 | 530,845 | 23.6 | (7.7) |
| Available for Sale | 982,760 | 1,065,992 | 998,218 | (6.4) | 1.6 |
| Held to maturity | 292,325 | 333,031 | 317,722 | (4.6) | 8.7 |
| Equity securities | 11,720 | 11,727 | 11,728 | 0.0 | 0.1 |
| Trading | 164 | 171 | 172 | 0.5 | 4.6 |
| Available for Sale | 11,556 | 11,556 | 11,556 | (0.0) | - |
| Allowance | (2,094) | (2,199) | (2,207) | 0.4 | 5.4 |
| Total investment securities, net | 1,860,076 | 1,838,043 | 1,856,305 | 1.0 | (0.2) |
| LOANS AND FINANCIAL LEASES | | į | | | |
| Commercial loans | 2,107,631 | 2,170,270 | 2,165,059 | (0.2) | 2.7 |
| Consumer loans | 2,168,489 | 2,707,865 | 2,753,973 | 1.7 | 27.0 |

21,806

669,290

(253,358)

57,295

(6,215)

51,080

36,675

4,086

53,148

49,358

159,541

504,499

2,155,352

2,908,964

5,598,112

701,717

127,333

18,155

112,102

104,061

43,558

6,705,476

7,602,767

897,292

29,297

438

7,602,767

118,659

4,713,858

20,153

767,867

(249,192)

71,470

(7,870)

63,599

37,092

5,651

51,140

53,362

171,454

570,335

2,332,970

3,434,407

6,370,613

32,901

783,593

86,799

27,229

148,706

96,684

48,929

7,562,554

1,019,709

8,582,264

8,582,264

111,673

739

5,416,963

19,636

781,395

(249,429)

66,864

(7,912)

58,951

41,087

5,581

50,294

54,266

172,065

596,965

2,365,975

3,530,902

6,519,580

25,738

784,944

81,906

26,671

123,214

110,076

49,615

7,696,006

1,038,121

8,734,127

8,734,127

110,187

610

5,470,633

(2.6)

1.8

N.A.

0.1

1.0

(6.4)

0.5

(7.3)

(17.4)

10.8

(1.3)

N.A.

(1.2)

(1.7)

N.A.

1.7

0.4

4.7

1.4

2.8

2.3

N.A.

0.2

(5.6)

(2.1)

(17.1)

N.A.

13.9

1.4

1.8

1.8

1.8

(21.8)

(10.0)

16.7

N.A.

(1.6)

16.1

16.7

27.3

15.4

N.A.

12.0

(7.1)

N.A.

36.6

(5.4)

N.A.

9.9

7.9

14.9

18.3

21.4

(12.1)

16.5

(100.0)

11.9

(35.7)

46.9

9.9

N.A.

5.8

13.9

14.8

15.7

14.9

9.8











BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF OCTOBER, 2012

| INCOME STATEMENT | YTD | | | Month | | Growth (%) |
|---|----------|----------|-----------|------------|---------|----------------------|
| (Ps. Millions) | Oct-11 | Oct-12 | LTM | Sep-12 | Oct-12 | Oct-12 Vs. Sep-12 |
| INTEREST INCOME | | | | | | 3ep-12 |
| Interest in loans | 489,369 | 601,736 | 23.0 | 63,192 | 63,597 | 0.6 |
| Interest on Investment securities | 95,803 | 108,436 | 13.2 | 10,689 | 9,518 | (11.0) |
| Interest on investment securities Interbank and overnight funds | 3,363 | 6,510 | 93.6 | 1,035 | 1,234 | 19.3 |
| Financial leases | 3,303 | 0,510 | N.A. | 1,033 | 1,254 | N.A. |
| Total Interest Income | 588,535 | 716,683 | | 74,916 | 74,349 | |
| INTEREST EXPENSE | 300,333 | 710,003 | 21.0 | 74,510 | 74,343 | (0.0) |
| Checking accounts | 506 | 1,861 | 268.0 | 305 | 367 | 20.2 |
| Time deposits | 73,508 | 107,496 | 46.2 | 11,243 | 11,157 | (0.8) |
| Saving deposits | 43,633 | 71,904 | | 7,068 | 8,112 | 14.8 |
| Total interest expense on deposits | 117.647 | 181,261 | | 18.616 | 19,636 | 5.5 |
| Borrowings from banks and others | 5,412 | 6,038 | | 505 | 476 | |
| Interbank and overnight funds (expenses) | 11,998 | 23,385 | 94.9 | 2,688 | 2,139 | (20.4) |
| Bonds | - 1 | - | N.A. | - | | N.A. |
| Total interest expense | 135,057 | 210,684 | | 21,810 | 22,251 | |
| Net Interest Income | 453,478 | 505,999 | | 53,106 | 52,098 | |
| Provisions for loan and financial lease losses, accrued interest and other, net | 71,450 | 92,432 | | 8,698 | 10,831 | |
| Recovery of charged-off assets | (36,914) | (24,563) | | (2,581) | (4,666) | |
| Provision for investment securities, foreclosed assets and other assets | 2,625 | 1,566 | | 203 | 93 | |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (3,106) | (2,301) | | (240) | (319) | ` ′ |
| Total provisions, net | 34,056 | 67,134 | | 6,080 | 5,938 | (2.3) |
| Net interest income after provisions | 419,423 | 438,865 | 4.6 | 47,026 | 46,160 | (1.8) |
| FEES AND OTHER SERVICES INCOME | | ĺ | | | ĺ | ` ' |
| Commissions from banking services | 119,350 | 122,403 | 2.6 | 12,287 | 12,717 | 3.5 |
| Branch network services | _ į | _ | N.A. | _ į | _ | N.A. |
| Credit card merchant fees | 8,752 | 10,572 | | 1,023 | 1,211 | 18.4 |
| Checking fees | 2,745 | 6,544 | 138.4 | 626 | 670 | 7.0 |
| Other | 26,222 | 30,602 | | 3,178 | 3,426 | 7.8 |
| Total fees and other services income | 157,069 | 170,121 | | 17,114 | 18,024 | 5.3 |
| Fees and other services expenses | 40,907 | 45,727 | 11.8 | 4,359 | 4,776 | 9.6 |
| Fees and other services income, net | 116,162 | 124,393 | 7.1 | 12,755 | 13,247 | 3.9 |
| OTHER OPERATING INCOME | į | | | į | | |
| Foreign exchange (losses) gains, net | 26 | (282) | (1,199.0) | (82) | 215 | (360.9) |
| Gains (losses) on derivative operations, net | 233 | 1,032 | 343.4 | 218 | (129) | (159.1) |
| Gains on sales of investments in equity securities, net | - | - | N.A. | - | - | N.A. |
| Dividend Income | 3,015 | 3,255 | 8.0 | - <u>i</u> | - | N.A. |
| Other | 10 | 20 | 101.2 | 1 | 0 | (0.0) |
| Total other operating income | 3,283 | 4,025 | | 136 | 87 | |
| Total operating income | 538,868 | 567,284 | 5.3 | 59,917 | 59,494 | (0.7) |
| OPERATING EXPENSES | ! | | | ! | | |
| Salaries and employee benefits | 117,817 | 123,871 | 5.1 | 12,424 | 12,512 | 0.7 |
| Bonus plan payments | 1,863 | 1,061 | (43.0) | 36 | 24 | (32.9) |
| Termination payments | 1,372 | 325 | (76.3) | 14 | 0 | (100.0) |
| Administrative and other expenses | 192,900 | 213,765 | 10.8 | 20,496 | 21,309 | 4.0 |
| Insurance on deposit, net | 13,547 | 15,611 | | 1,584 | 1,624 | 2.5 |
| Charitable and other donation expenses | 3,595 | 611 | | - į | 52 | N.A. |
| Depreciation | 15,970 | 17,896 | | 2,022 | 1,873 | (7.4) |
| Goodwill amortization | - [| - | N.A. | - i | - | N.A. |
| Total operating expenses | 347,064 | 373,140 | | 36,578 | 37,393 | |
| Net operating income | 191,804 | 194,144 | 1.2 | 23,339 | 22,100 | (5.3) |
| NON-OPERATING INCOME (EXPENSE) | | | | | | |
| Other income | 12,403 | 16,447 | | 527 | 1,004 | |
| Other expenses | 8,433 | 6,024 | | 459 | 504 | |
| Non-operating income (expense), net | 3,970 | 10,423 | | 68 | 500 | |
| Income before income tax expense | 195,774 | 204,567 | | 23,407 | 22,601 | |
| Income tax expense | 60,755 | 62,439 | | 7,800 | 7,581 | (2.8) |
| Net income | 135,019 | 142,127 | 5.3 | 15,607 | 15,020 | (3.8) |