

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

### December, 2012

#### Disclaimer

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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 (%)

As of

39,822,267

18,421,449

1,033,324

5,495,011

(2,236,643)

62,823,097

714,012

(76,771)

637,241

233.365

940,382

809,657

361,443

67,271

535,134

515,360

808,508

1,910,310

95,070,927

12,834,669

17,907,073

31,694,254

63,003,580

567,584

211.273

1,751,775

4,810,847

1,920,831

5,720,251

1,144,352

79,599,213

15,471,715

95,070,927

782,120

254,184

287,690

35,696,755

15,469,243

284,167

833,070

4,433,787

(2,059,293)

54,657,728

558,683

(60,960)

497,723

328.854

827,895

905,125

319,339

40,795

646,755

536,519

359,947

1,643,811

85,967,199

13,752,140

14,137,260

27,126,772

843,249

357.769

900,529

191,590

6,315,321

2,043,580

5,029,136

560,099

778,931

72,036,377

13,930,822

85,967,199

55,859,421

40,087,762

18,628,333

290,916

1,071,165

5,647,239

(2,298,451)

63,426,964

696,935

(76,928)

620,007

368,893

806,688

366,981

541,407

513,371

326,123

1,926,826

97,108,605

14,418,196

17,353,451

31,983,012

64,481,139

726,479

306,071

1,374,582

5,385,777

2,036,701

5,692,972

573,926

821,562

80,954,795

16,153,810

97,108,605

282,065

66,880

1,092,659

0.7

1.1

1.1

3.7

2.8

2.8

1.0

(2.4)

0.2

(2.7)

58.1

16.2

(0.4)

1.5

(0.6)

1.2

(0.4)

(59.7)

0.9

2.1

12.3

(3.1)

0.9

28.0

44.9

(21.5)

12.0

11.0

6.0

(0.5)

5.0

1.7

4.4

2.1

(49.8)

2.3

12.3

20.4

2.4

28.6

27.4

11.6

16.0

24.7

26.2

24.6 12.2

32.0

(10.9)

14.9

63.9

(16.3)

(4.3)

(9.4)

17.2

13.0

4.8

22.7

17.9

(13.8)

15.4

(14.5)

52.6

(14.7)

47.2

(0.3)

13.2

2.5

5.5

12.4

16.0

13.0

#### **GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF DECEMBER, 2012**

(Ps. Millions)	Dec-11	Nov-12	Dec-12	Dec-12 Vs.	Dec-12 Vs.
(rs. iviiiioiis)	Dec-11		Det-12	Nov-12	Dec-11
ASSETS		ļ		!	
CASH AND CASH EQUIVALENTS		i		i	
Cash and due from banks	5,823,351	5,841,611	6,381,916	9.2	9.6
Interbank and overnight funds	1,039,757	946,351	1,582,341	67.2	52.2
Total Cash and cash equivalents	6,863,108	6,787,962	7,964,257	17.3	16.0
INVESTMENT SECURITIES		į		i	
Debt securities	10,540,432	10,731,418	10,799,144	0.6	2.5
Trading	1,764,633	2,346,308	2,521,916	7.5	42.9
Available for Sale	5,820,220	5,556,796	5,451,417	(1.9)	(6.3)
Held to maturity	2,955,578	2,828,315	2,825,812	(0.1)	(4.4)
Equity securities	7,802,046	7,912,711	8,291,321	4.8	6.3
Trading	35,233	33,979	33,946	(0.1)	(3.7)
Available for Sale	7,766,813	7,878,731	8,257,374	4.8	6.3
Allowance	(2,878)	(2,933)	(2,917)	(0.5)	1.3
Total investment securities, net	18,339,600	18,641,196	19,087,548	2.4	4.1
LOANS AND FINANCIAL LEASES		i		i	

# 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

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

Microcredit











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

INCOME STATEMENT	YT	D		Mor	ith	Growth (%)
(Ps. Millions)	Dec-11	Dec-12	LTM	Nov-12	Dec-12	Dec-12 Vs. Nov-12
INTEREST INCOME						
Interest on loans	5,156,881	6,541,242	26.8	569,306	582,012	2.2
Interest on investment securities	692,696	788,582	13.8	92,419	77,073	(16.6)
Interbank and overnight funds	83,184	136,347	63.9	11,281	11,704	3.7
Financial leases	391,499	566,099	44.6	50,756	51,959	2.4
Total Interest Income	6,324,260	8,032,270	27.0	723,762	722,748	(0.1)
INTEREST EXPENSE	ļ					
Checking accounts	52,531	128,458	144.5	11,638	12,156	4.5
Time deposits	564,547	964,049	70.8	84,928	84,644	(0.3)
Saving deposits	845,623	1,135,585	34.3	103,567	102,778	(0.8)
Total interest expense on deposits	1,462,702	2,228,092	52.3	200,134	199,578	(0.3)
Borrowings from banks and others	183,929	210,091	14.2	16,051	15,309	(4.6)
Interbank and overnight funds (expenses)	76,775	97,247	26.7	3,736	3,161	(15.4)
Bonds	275,000	376,514	36.9	32,274	31,833	(1.4)
Total interest expense	1,998,406	2,911,943	45.7	252,194	249,881	(0.9)
Net Interest Income	4,325,853	5,120,327	18.4	471,568	472,868	0.3
Provisions for loan and financial lease losses, accrued interest and other, net	692,853	891,180	28.6	83,646	115,722	38.3
Recovery of charged-off assets	(162,044)	(138,554)	(14.5)	(10,471)	(10,367)	
Provision for investment securities, foreclosed assets and other assets	28,127	37,020	31.6	10,665	5,133	(51.9)
Recovery of provisions for investments securities, foreclosed assets and other assets	(27,079)	(27,200)	0.4	(879)	(10,316)	1,074.2
Total provisions, net	531,857	762,447	43.4	82,962	100,172	20.7
Net interest income after provisions	3,793,996	4,357,880	14.9	388,606	372,696	(4.1)
FEES AND OTHER SERVICES INCOME						
Commissions from banking services	894,356	915,468	2.4	77,758	81,720	5.1
Branch network services	35,795	28,705	(19.8)	2,526	2,590	2.6
Credit card merchant fees	146,978	161,397	9.8	14,003	19,985	42.7
Checking fees	74,137	71,656	(3.3)	5,856	5,521	(5.7)
Other	75,828	84,718	11.7	7,386	7,695	4.2
Total fees and other services income	1,227,094	1,261,944	2.8	107,529	117,512	9.3
Fees and other services expenses	332,799	342,775	3.0	29,323	31,817	8.5
Fees and other services income, net	894,294	919,169	2.8	78,205	85,694	9.6
OTHER OPERATING INCOME	00.050	(120 112)	(244.5)	(15.001)	(40.053)	21.6.1
Foreign exchange (losses) gains, net	88,659	(128,113)	(244.5)	(15,801)	(49,953)	216.1
Gains (losses) on derivative operations, net	(26,562)	235,114	(985.2)	42,478	62,734	47.7
Gains on sales of investments in equity securities, net	3,682	(4)	(100.1)	02.021	126 116	N.A.
Dividend Income	849,333	904,276	6.5	83,921	126,116	50.3
Other Total other operating income	153,786 1,068,899	178,002 <b>1,189,276</b>	15.7 <b>11.3</b>	15,273 <b>125,871</b>	15,166 <b>154,062</b>	(0.7) <b>22.4</b>
Total operating income	5,757,189	6,466,326	12.3	592,682	612,453	3.3
OPERATING EXPENSES	3,/3/,109	0,400,320	12.5	332,062	012,433	3.3
Salaries and employee benefits	1,056,550	1,159,097	9.7	98,004	99,516	1.5
Bonus plan payments	42,957	32,664		2,316	2,358	1.8
Termination payments	42,937	4,210	(24.0) (13.8)	429	2,336 (985)	(329.4)
Administrative and other expenses	1,615,832	1,814,041	12.3	160,038	184,527	15.3
·	1,013,832	167,495	12.3	22,403	12,401	(44.6)
Insurance on deposit, net Charitable and other donation expenses	148,424	9,414	(45.3)	22,403 148	3,643	2,360.4
Depreciation	198,905	219,353		18,561	19,427	
Goodwill amortization	21,659	219,353	10.3 6.9	1,989	1,989	4.7 (0.0)
	3,106,408	3,429,422	10.4	303,889	322,878	6.2
Total operating expenses  Net operating income	2,650,781	3,429,422	14.6	288,793	289,575	0.3
NON-OPERATING INCOME (EXPENSE)	2,030,781	3,030,904	14.0	200,/93	209,375	0.3
• • •	104 215	295,588	60.4	26 257	00 650	1740
Other income Other expenses	184,315 58,759	295,588 68,366	60.4 16.3	36,257 5,112	99,659 14,943	174.9 192.3
·	125,555	227,222	81.0		84,716	
Non-operating income (expense), net Income before income tax expense	2,776,336	3,264,126	17.6	31,145 319,938	84,716 374,291	172.0 17.0
	703,040	<b>3,264,126</b> 860,660		319,938 87,730	<b>374,291</b> 95,514	
Income tax expense  Net income	2,073,296	2,403,466	22.4 <b>15.9</b>	232,208		8.9 <b>20.1</b>
Net intollie	2,073,296	2,403,466	15.9	232,208	278,777	20.1



BALANCE SHEET









Banco de Bogotá

Growth (%)

#### **BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012**

BALANCE SHEET		As of			
(Ps. Millions)	Dec-11	Nov-12	Dec-12	Dec-12 Vs. Nov-12	Dec-12 Vs. Dec-11
ASSETS				!	
CASH AND CASH EQUIVALENTS		i		i	
Cash and due from banks	2,823,022	2,819,442	3,330,948	18.1	18.0
Interbank and overnight funds	665,237	150,575	1,059,652	603.7	59.3
Total Cash and cash equivalents	3,488,259	2,970,017	4,390,600	47.8	25.9
INVESTMENT SECURITIES				i	
Debt securities	4,488,147	5,177,781	5,093,922	(1.6)	13.5
Trading	482,677	688,787	828,848	20.3	71.7
Available for Sale	2,642,266	3,033,084	2,813,891	(7.2)	6.5
Held to maturity	1,363,203	1,455,909	1,451,182	(0.3)	6.5
Equity securities	6,238,189	6,259,753	6,525,266	4.2	4.6
Trading	-	- 1	-	N.A.	N.A.
Available for Sale	6,238,189	6,259,753	6,525,266	4.2	4.6
Allowance	(769)	(719)	(701)	(2.5)	(8.8)
Total investment securities, net	10,725,567	11,436,815	11,618,487	1.6	8.3
LOANS AND FINANCIAL LEASES		į		į	
Commercial loans	20,714,007	23,300,668	23,465,586	0.7	13.3
Consumer loans	5,015,451	6,013,976	6,116,852	1.7	22.0
Microcredit	240,657	253,016	256,989	1.6	6.8
Mortgage loans	60,159	144,358	172,411	19.4	186.6
Financial leases	880,393	1,259,690	1,306,650	3.7	48.4
Allowance for loans and financial leases losses	(853,695)	(969,267)	(1,007,535)	3.9	18.0
Total loans and financial leases, net	26,056,973	30,002,441	30,310,953	1.0	16.3
Interest accrued on loans and financial leases	274,355	353,387	340,418	(3.7)	24.1
Allowance on Interest accrued on loans and financial leases	(30,864)	(39,916)	(39,813)	(0.3)	29.0
Interest accrued on loans and financial leases, net	243,491	313,471	300,604		23.5
Bankers' acceptances, spot transactions and derivatives	253,125	195,287	293,114	50.1	15.8
· · · · · · · · · · · · · · · · · · ·					

408,076

320,523

19,097

313,596

510,799

105,704

819,645

43,264,854

7,105,246

8,073,773

397,361

282,095

98,778

93,649

936,124

224,376

220,900

35,164,552

8,100,301

43,264,854

1,582,124

3,717,309

12,432,818

28,009,198

482,422

313,468

27,371

248,776

490,965

323,118 997,927

47,802,873

7,056,833

10,256,804

15,050,395

32,656,208

292,175

173,617

248,540

122,875

878,988

474,907

258,636

38,819,358

8,983,515

47,802,873

1,510,289

2,495,299

795

545,260

308,980

23,298

252,254

489,100

90,340

964,951

49,588,722

7,713,185

9,618,169

16,034,249

33,700,058

334,454

237,077

37,652

3,082,325

138,552

994,745

253,306

264,597

40,191,322

9,397,400

49,588,722

1,483,010

781

13.0

(1.4)

(1.7)

(14.9)

1.4

(0.4)

(72.0)

(3.3)

3.7

9.3

(6.2)

6.5

14.5

36.6

(84.9)

23.5

12.8

13.2

(1.8)

2.3

3.5

4.6

3.7

(46.7)

3.2

33.6

(3.6)

N.A.

22.0

(19.6)

(4.2)

(14.5)

17.7

14.6

8.6

19.1

29.0

(15.8)

20.3

(16.0)

(61.9)

(17.1)

47.9

6.3

(6.3)

12.9

19.8

14.3

16.0

14.6

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

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** 











# BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012

INCOME STATEMENT	YTD			Month		Growth (%)	
(Ps. Millions)	Dec-11	Dec-12	LTM	Nov-12	Dec-12	Dec-12 Vs. Nov-12	
INTEREST INCOME							
Interest on loans	2,265,427	3,005,645	32.7	262,744	267,756	1.9	
Interest on investment securities	299,651	384,311	28.3	64,523	47,254	(26.8)	
Interbank and overnight funds	34,875	65,660	88.3	5,361	6,129	14.3	
Financial leases	55,357	115,966	109.5	10,991	11,337	3.2	
Total Interest Income	2,655,310	3,571,582	34.5	343,618	332,475	(3.2)	
INTEREST EXPENSE							
Checking accounts	36,167	92,677	156.2	8,454	9,170	8.5	
Time deposits	296,194	532,760	79.9	46,333	46,352	0.0	
Saving deposits	397,354	542,924	36.6	51,572	52,709	2.2	
Total interest expense on deposits	729,716	1,168,361	60.1	106,358	108,231	1.8	
Borrowings from banks and others	85,301	86,348	1.2	6,497	6,826	5.1	
Interbank and overnight funds (expenses)	41,313	38,286	(7.3)	495	821	65.7	
Bonds	59,291	94,937	60.1	7,940	7,299	(8.1)	
Total interest expense	915,621	1,387,932	51.6	121,290	123,177	1.6	
Net Interest Income	1,739,689	2,183,650	25.5	222,328	209,298	(5.9)	
Provisions for Ioan and financial lease losses, accrued interest and other, net	303,995	407,699	34.1	40,125	67,244	67.6	
Recovery of charged-off assets	(46,860)	(43,944)	(6.2)	(4,810)	(3,241)	(32.6)	
Provision for investment securities, foreclosed assets and other assets	11,238	19,388	72.5	9,120	433	(95.3)	
Recovery of provisions for investments securities, foreclosed assets and other assets	(11,183)	(17,817)	59.3	(173)	(9,464)	5,379.6	
Total provisions, net	257,190	365,325	42.0	44,262	54,971	24.2	
Net interest income after provisions	1,482,499	1,818,325	22.7	178,066	154,327	(13.3)	
FEES AND OTHER SERVICES INCOME							
Commissions from banking services	508,252	525,541	3.4	45,242	46,534	2.9	
Branch network services	35,675	28,585	(19.9)	2,516	2,580	2.6	
Credit card merchant fees	55,237	60,120	8.8	5,091	7,406	45.5	
Checking fees	42,176	37,971	(10.0)	3,057	2,736	(10.5)	
Other	4,880	4,358	(10.7)	272	318	16.9	
Total fees and other services income	646,219	656,575	1.6	56,177	59,574	6.0	
Fees and other services expenses	142,113	134,401	(5.4)	11,104	11,671	5.1	
Fees and other services income, net	504,106	522,174	3.6	45,073	47,903	6.3	
OTHER OPERATING INCOME							
Foreign exchange (losses) gains, net	69,004	(133,310)		(14,160)	(45,906)	224.2	
Gains (losses) on derivative operations, net	(33,053)	202,728	(713.3)	37,808	54,099	43.1	
Gains on sales of investments in equity securities, net	-	-	N.A.		-	N.A.	
Dividend Income	655,821	712,790	8.7	83,900	126,115	50.3	
Other	2,656	2,884	8.6	212	231	9.2	
Total other operating income	694,428	785,092	13.1	107,760	134,540	24.9	
Total operating income	2,681,033	3,125,591	16.6	330,898	336,770	1.8	
OPERATING EXPENSES	446000	474 404	40.0		40.504		
Salaries and employee benefits	416,882	471,134	13.0	41,294	43,581	5.5	
Bonus plan payments	12,490	6,441	(48.4)	52	93	77.5	
Termination payments	804	885	10.2	11	11	0.9	
Administrative and other expenses	731,649	835,537	14.2	74,816	89,552	19.7	
Insurance on deposit, net	70,613	83,376	18.1	14,929	7,817	(47.6)	
Charitable and other donation expenses	7,882	5,448	(30.9)	-	3,380	N.A.	
Depreciation  Conduit a marking tion	43,284	45,602 21,600	5.4	4,001	4,063	1.5	
Goodwill amortization	20,299	21,699	6.9	1,865	1,865	(0.0)	
Total operating expenses	1,303,903 1.377.130	1,470,123	12.7	136,968	150,361	9.8	
Net operating income	1,377,130	1,655,469	20.2	193,930	186,409	(3.9)	
NON-OPERATING INCOME (EXPENSE)	=4.545	465.055	400 =	7.005	60 70:	4.450 :	
Other income	71,540	165,050	130.7	7,090	88,781	1,152.1	
Other expenses	20,869	31,661	51.7	1,865	11,335	507.9	
Non-operating income (expense), net	50,670 1,427,800	133,389	163.2	5,226	77,446	1,382.0	
Income before income tax expense		1,788,858	25.3	199,156	263,855	32.5	
Income tax expense  Net income	327,404	438,011	33.8 <b>22.8</b>	51,709	63,308	22.4	
Net income—	1,100,397	1,350,847	22.8	147,447	200,547	36.0	



**ASSETS** 

Trading

Trading

Allowance



CASH AND CASH EQUIVALENTS

Cash and due from banks

**INVESTMENT SECURITIES** Debt securities

Available for Sale

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

Held to maturity

Equity securities

Interbank and overnight funds

Total Cash and cash equivalents





BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012				
BALANCE SHEET		As of		
(Ps. Millions)	Dec-11	Nov-12	Dec-12	ľ

	Banco de Bogotá		
ANC	O DF O	CCIDENTE	
		DATED FINA	ATFMFN

	Banco de Occidente	

Banco de Occidente

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

Dec-11

(2.3)

17.6

(7.7)

24.5

(23.2)

(24.8)

13.7

N.A.

13.7

N.A.

(1.0)

10.0

24.2

N.A.

N.A.

22.1

6.5

15.9

30.6

23.6

31.7

(2.4)

44.7

(28.5)

14.7 178.2

(5.9)

(5.6)

0.6

20.6

12.7

(2.4)

86.2

12.0

(14.4)

17.1

(10.7)

(7.8)

(7.2)

48.1

(15.3)

15.9

17.9

2.8

12.3

14.8

12.7

493.9

Nov-12

10.5

605.9

33.3

2.9

5.5

2.0

(0.4)

6.8

N.A.

6.8

N.A.

4.3

1.2

1.7

N.A.

(0.2)

2.6

2.3

1.6

1.6

0.4

1.7

98.9

25.7

(1.5)

1.5

14.4

1.7

(0.5)

1.3

4.1

31.7

2.9

(5.5)

6.5

42.2

83.5

4.1

0.1

22.4

(5.7)

(59.6)

19.7

4.2

3.7

4.1

(26.4)

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

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

1,500,330

1,881,054

2,233,863

1,005,730

681,112

547,020

1,248,873

1,248,873

3,482,736

9,295,397

3,485,729

4,016,720

16,189,904

(609,723)

159,334

(19,427)

139,907

72,482

447,820

235,505

365,831

135,488

27,568

24,272

217,406

390,218

23,610,192

4,504,703

3,471,555

6,326,286

14,551,474

248,930

66,117

639,084

80,801

442,534

100,997

145,595

20,131,141

3,479,051

23,610,192

2,312,087

1,792,451

1,782

380,724

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

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

1,535,767

1,599,868

2,421,496

807,601

886,305

727,590

1,097,964

1,097,964

3.519.461

8,452,306

2,805,889

3,288,875

13,974,373

(572,696)

121,966

(15,723)

106,242

74,238

309,486

329,204

318,913

143,912

25,720

216,048

323,454

20,950,830

4,617,210

1,864,368

5,650,228

12,422,644

290,838

74,000

693,294

54,561

522,346

85,644

141,594

17,920,268

3,030,562

20,950,830

1,995,554

1,930,632

9,909

64,102

1,357,709

1,411,643

2,170,522

953,714

667,712

549,097

1,169,022

1,169,022

3.339.544

9,187,693

3,427,689

3,913,468

15,934,759

(595,878)

156,873

(19,351)

137,522

36,437

356,186

239,045

360,274

24,108

133,214

24,396

295,422

385,298

22,677,848

3,419,508

3,374,746

6,695,327

13,664,578

174,998

36,039

613,682

66,033

469,152

250,092

121,631

19,323,828

3,354,020

22,677,848

2,312,087

1,790,534

1,786

53,935











# BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012

INCOME STATEMENT	YT	D		Month		Growth (%)
(Ps. Millions)	Dec-11	Dec-12	LTM	Nov-12	Dec-12	Dec-12 Vs. Nov-12
INTEREST INCOME						
Interest on loans	1,075,141	1,387,572	29.1	120,502	124,834	3.6
Interest on investment securities	141,683	137,465	(3.0)	10,005	10,613	6.1
Interbank and overnight funds	27,464	44,725	62.9	2,843	3,477	22.3
Financial leases	306,185	413,161	34.9	36,645	37,321	1.8
Total Interest Income	1,550,472	1,982,922	27.9	169,995	176,245	3.7
INTEREST EXPENSE	!	!		!		
Checking accounts	7,300	9,553	30.9	847	1,044	23.1
Time deposits	86,899	172,799	98.9	17,607	17,527	(0.5)
Saving deposits	187,692	267,483	42.5	22,604	22,046	(2.5)
Total interest expense on deposits	281,891	449,835	59.6	41,058	40,616	(1.1)
Borrowings from banks and others	76,709	79,617	3.8	6,276	5,820	(7.3)
Interbank and overnight funds (expenses)	13,970	22,370	60.1	453	(303)	(166.9)
Bonds	123,263	162,510	31.8	13,782	13,890	0.8
Total interest expense	495,833	714,332	44.1	61,569	60,023	(2.5)
Net Interest Income	1,054,639	1,268,590	20.3	108,426	116,221	7.2
Provisions for Ioan and financial lease losses, accrued interest and other, net	229,375	265,195	15.6	20,131	27,814	38.2
Recovery of charged-off assets	(56,940)	(51,874)	(8.9)	(2,540)	(4,621)	81.9
Provision for investment securities, foreclosed assets and other assets	11,178	12,147	8.7	1,349	3,884	188.0
Recovery of provisions for investments securities, foreclosed assets and other assets	(8,039)	(4,331)	(46.1)	(452)	(187)	(58.6)
Total provisions, net	175,574	221,137	26.0	18,487	26,890	45.5
Net interest income after provisions	879,065	1,047,453	19.2	89,939	89,331	(0.7)
FEES AND OTHER SERVICES INCOME	!	!		!		
Commissions from banking services	156,527	160,890	2.8	13,141	12,874	(2.0)
Branch network services	-	-	N.A.	-	-	N.A.
Credit card merchant fees	75,239	81,608	8.5	7,202	9,904	37.5
Checking fees	23,715	22,055	(7.0)	1,822	1,785	(2.0)
Other	28,719	33,064	15.1	2,851	3,335	17.0
Total fees and other services income	284,200	297,616	4.7	25,017	27,899	11.5
Fees and other services expenses	108,747	116,751	7.4	9,739	9,589	(1.5)
Fees and other services income, net	175,452	180,866	3.1	15,278	18,310	19.8
OTHER OPERATING INCOME	i	i		i		
Foreign exchange (losses) gains, net	18,824	6,286	(66.6)	(1,537)	(3,333)	116.8
Gains (losses) on derivative operations, net	6,735	30,751	356.6	4,534	8,184	80.5
Gains on sales of investments in equity securities, net	3,685	-	(100.0)	-	-	N.A.
Dividend Income	151,100	145,766	(3.5)	-	0	N.A.
Other	149,583	173,734	16.1	14,922	14,840	(0.5)
Total other operating income	329,928	356,536	8.1	17,919	19,692	9.9
Total operating income	1,384,445	1,584,855	14.5	123,137	127,333	3.4
OPERATING EXPENSES	i	i		i		
Salaries and employee benefits	277,621	305,586	10.1	26,334	25,784	(2.1)
Bonus plan payments	24,419	21,828	(10.6)	2,095	1,952	(6.8)
Termination payments	2,636	2,672	1.3	334	(1,006)	(400.9)
Administrative and other expenses	365,229	413,891	13.3	37,497	37,834	0.9
Insurance on deposit, net	34,144	39,043	14.3	3,379	3,587	6.1
Charitable and other donation expenses	3,679	1,839	(50.0)	34	5	(86.4)
Depreciation	116,745	132,119	13.2	10,971	11,847	8.0
Goodwill amortization	1,359	1,449	6.6	124	124	-
Total operating expenses	825,831	918,428	11.2	80,769	80,126	(8.0)
Net operating income	558,614	666,427	19.3	42,367	47,207	11.4
NON-OPERATING INCOME (EXPENSE)	!	!		!		
Other income	30,000	28,165	(6.1)	5,701	1,085	(81.0)
Other expenses	15,617	17,400	11.4	2,017	1,254	(37.8)
Non-operating income (expense), net	14,383	10,765	(25.2)	3,684	(170)	(104.6)
Income before income tax expense	572,997	677,192	18.2	46,052	47,038	2.1
	372,337	077,132	10.2	40,032	47,030	
Income tax expense	131,717	166,066	26.1	10,343	8,851	(14.4)



**ASSETS** 

Trading

Trading

Allowance



CASH AND CASH EQUIVALENTS Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** Debt securities

Available for Sale

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

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

**Total deposits** 

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

Held to maturity

Equity securities







Borco de Benso de Occidente (Accordo Africidas		4			
BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012					
BALANCE SHEET		As of		Grow	vth (%)
(Ps. Millions)	Dec-11	Nov-12	Dec-12	Dec-12 Vs. Nov-12	Dec-12 V

922,677

5,379

928,056

2,150,495

1,389,653

189,268

571,574

454,172

419,104

2,604,666

4,411,456

5,411,931

20,766

92,017

264,519

(389,218)

9,811,470

107,449

(8,139)

99,310

1,490

74,546

426

7,813

135,222

26,825

331,419

14,151,426

1,494,530

1,917,801

5,757,598

9,263,136

93,207

1,485

538,512

409,887

223,661

374,022

12,286,211

1,865,215

14,151,426

1,451,458

24,051

130,182

35,068

1,171,121

1,741,520

1,363,915

158,531

697,632

507,753

472,207

33,807

438,400

1,836,122

5,145,995

6,177,809

15,483

90,139

321,853

(423,683)

134,901

125,547

(9,354)

1,635

374

59,457

148,578

10,359

104,679

134,512

354,478

15,844,857

1,777,572

1,980,056

6,436,019

10.264.928

71,280

1,617

10,000

37,475

447,233

306,476

356,056

13,773,059

2,071,799

15,844,857

1,897,875

451,399

11,327,596

570,399

banco popular

<b>[5</b>	banco popular

900,959

905,115

1,484,343

160,408

809,856

514,079

505,239

33,772

471,467

1,989,582

5,102,749

6,217,289

15,489

91,610

323,868

(429,988)

128,122

118,603

(9,519)

2,934

370

52,567

151,864

10,718

104,378

10,325

356,722

15,024,194

1,519,499

1,923,105

5,915,615

9,441,838

83,618

2,877

70,039

440,245

34,933

432,296

195,450

363,303

12,878,856

2,145,338

15,024,194

1,897,875

11,321,017

4,155

(23.1)

(99.3)

(48.0)

8.8

1.2

1.2

7.0

(0.1)

7.5

N.A.

8.4

(0.8)

0.6

0.0

1.6

0.6

1.5

(0.1)

(5.0)

1.8

(5.5)

79.5

(11.6)

2.2

(1.3)

3.5

(0.3)

N.A.

(92.3)

0.6

(5.2)

(14.5)

(2.9)

(8.1)

17.3

(8.0)

77.9

600.4

(2.5)

(6.8)

(3.3)

(36.2)

2.0

(6.5)

3.5

(5.2)

16.1

(2.4)

(22.8)

(2.5)

(31.0)

(15.2)

(41.7)

(10.1)

11.2

(3.7)

12.5

N.A.

(23.6)

15.7

14.9

(25.4)

(0.4)

22.4

10.5

15.4

19.2

17.0

19.4

96.9

(29.5)

16.7

(13.2)

37.2

(22.8)

N.A.

(61.5)

7.6

6.2

1.7

0.3

2.7

1.9

(10.3)

93.8

N.A.

(18.2)

45.2

5.5

30.8

(12.6)

(2.9)

4.8

15.0

6.2

banco popular
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banco popular
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# BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012

INCOME STATEMENT	YT	D		Month		Growth (%)
(Ps. Millions)	Dec-11	Dec-12	LTM	Nov-12	Dec-12	Dec-12 Vs. Nov-12
INTEREST INCOME				į		
Interest on loans	1,215,591	1,415,971	16.5	121,951	123,213	1.0
Interest on investment securities	139,601	138,565	(0.7)	10,275	7,017	(31.7)
Interbank and overnight funds	15,911	18,038	13.4	2,366	1,396	(41.0)
Financial leases	29,957	36,972	23.4	3,121	3,301	5.8
Total Interest Income	1,401,061	1,609,546	14.9	137,713	134,927	(2.0)
INTEREST EXPENSE						
Checking accounts	8,400	23,800	183.3	1,964	1,749	(10.9)
Time deposits	89,775	129,197	43.9	10,080	9,877	(2.0)
Saving deposits	205,432	238,102	15.9	21,647	20,595	(4.9)
Total interest expense on deposits	303,606	391,098	28.8	33,691	32,221	(4.4)
Borrowings from banks and others	15,138	37,212	145.8	2,829	2,236	(20.9)
Interbank and overnight funds (expenses)	6,720	8,037	19.6	171	91	(46.6)
Bonds	92,446	119,067	28.8	10,552	10,644	0.9
Total interest expense	417,911	555,414	32.9	47,243	45,192	(4.3)
Net Interest Income	983,150	1,054,132	7.2	90,470	89 <i>,</i> 735	(0.8)
Provisions for loan and financial lease losses, accrued interest and other, net	84,860	102,434	20.7	14,228	6,406	(55.0)
Recovery of charged-off assets	(18,064)	(15,652)	(13.4)	(1,990)	(1,114)	(44.0)
Provision for investment securities, foreclosed assets and other assets	2,934	3,305	12.6	125	272	116.7
Recovery of provisions for investments securities, foreclosed assets and other assets	(4,052)	(2,094)	(48.3)	(99)	(165)	
Total provisions, net	65,679	87,992	34.0	12,264	5,400	(56.0)
Net interest income after provisions	917,471	966,140	5.3	78,206	84,335	7.8
FEES AND OTHER SERVICES INCOME						
Commissions from banking services	85,807	80,225	(6.5)	6,600	8,677	31.5
Branch network services	120	120	-	10	10	_
Credit card merchant fees	5,424	6,098	12.4	476	909	90.9
Checking fees	4,070	3,719	(8.6)	307	303	(1.2)
Other	10,651	9,954	(6.5)	857	707	(17.5)
Total fees and other services income	106,071	100,116	(5.6)	8,251	10,607	
Fees and other services expenses	31,756	34,534	8.7	2,957	4,718	
Fees and other services income, net	74,315	65,582	(11.8)	5,293	5,889	11.2
OTHER OPERATING INCOME				i		
Foreign exchange (losses) gains, net	232	(554)	(338.5)	(42)	(524)	1,158.3
Gains (losses) on derivative operations, net	6	129	2,207.3	17	95	446.4
Gains on sales of investments in equity securities, net	(2)	(4)	48.4	- !	-	N.A.
Dividend Income	39,397	42,466	7.8	21	-	(100.0)
Other	1,527	1,363	(10.7)	139	94	(32.1)
Total other operating income	41,159	43,400	5.4	135	(335)	(348.0)
Total operating income	1,032,945	1,075,122	4.1	83,634	89,888	7.5
OPERATING EXPENSES	ì			i		
Salaries and employee benefits	220,873	233,777	5.8	17,928	17,871	(0.3)
Bonus plan payments	4,163	3,191	(23.3)	104	236	126.7
Termination payments	52	233	349.8	- !	-	N.A.
Administrative and other expenses	277,702	305,792	10.1	26,917	32,893	22.2
Insurance on deposit, net	27,150	29,527	8.8	2,498	2,656	6.3
Charitable and other donation expenses	1,606	1,371	(14.6)	114	114	0.0
Depreciation	19,366	20,069	3.6	1,715	1,724	0.5
Goodwill amortization			N.A.	-/	_,	N.A.
Total operating expenses	550,913	593,961		49,276	55,495	
Net operating income	482,032	481,161	(0.2)	34,358	34,393	0.1
NON-OPERATING INCOME (EXPENSE)		101,101	(0,12)	<b></b> 1,550	<u> </u>	
Other income	65,536	79,137	20.8	18,946	7,524	(60.3)
Other expenses	12,017	12,281	2.2	934	1,650	
Non-operating income (expense), net	53,519	66,856		18,012	5,873	
Income before income tax expense	535,552	548,017	2.3	52,370	40,266	
Income tax expense	169,007	178,697	5.7	18,347	15,239	
Net income	366,545	369,320	0.8	34,023	25,027	
Net income	300,345	309,320	0.8	34,023	23,027	(20.4)



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

(Ps. Millions)









As of

Nov-12

19,190

797,041

(247,816)

68,850

(8,149)

60,701

42,317

5,433

48,465

55,457

172,608

580,755

2,295,467

3,512,513

6,417,866

29,130

879,554

73,615

27,801

125,458

112,877

45,798

7,682,968

1,062,381

8,745,349

8,745,349

108,566

7

5,558,301

18,438

805,363

(251,205)

69,061

(8,169)

60,892

47,012

5,296

49,287

8,052

214,935

680,809

2,340,621

3,706,862

6,787,769

59,477

627,807

70,755

27,779

167,126

24,173

48,067

7,753,476

1,132,021

8,885,497

8,885,497

110,339

363

5,605,089

(3.9)

1.0

N.A.

1.4

0.8

0.3

0.2

0.3

11.1

1.6

N.A.

(2.5)

1.7

N.A.

(85.5)

24.5

1.6

17.2

2.0

5.5

5.8

N.A.

(28.6)

(3.9)

(0.1)

33.2

N.A.

(78.6)

5.0

0.9

6.6

1.6

104.2

5,209.9

(18.9)

18.3

N.A.

3.1

16.4

25.8

31.0

25.1

N.A.

31.4

(11.9)

N.A.

33.2

(8.8)

N.A.

(29.2)

27.0

16.9

27.2

2.6

12.8

(3.8)

10.1

(100.0)

478.9

(45.1)

43.7

(4.6)

N.A.

(8.5)

13.3

16.3

21.1

16.9

Dec-11

22,744

680,894

(243,684)

54,914

(6,235)

48,680

35,788

125,215

3,976

54,025

11,370

169,294

7,600,089

535,154

2,281,319

3,286,127

6,164,443

108,457

128,868

19,330

26,419

42,416

6,665,346

7,600,089

934,743

175,224

61,843

189

4,814,912



Dec-12

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

#### **BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012**

				Nov-12	Dec-11
ASSETS		!	!		'
CASH AND CASH EQUIVALENTS		i	i		
Cash and due from banks	541,886	493,338	649,679	31.7	19.9
Interbank and overnight funds	305,039	171,443	137,810	(19.6)	(54.8)
Total Cash and cash equivalents	846,925	664,781	787,489	18.5	(7.0)
INVESTMENT SECURITIES		i	i		
Debt securities	1,480,294	2,019,200	1,987,016	(1.6)	34.2
Trading	285,087	545,276	526,930	(3.4)	84.8
Available for Sale	901,996	1,158,367	1,146,557	(1.0)	27.1
Held to maturity	293,210	315,556	313,530	(0.6)	6.9
Equity securities	11,721	11,728	11,943	1.8	1.9
Trading	165	172	175	1.3	5.6
Available for Sale	11,556	11,556	11,768	1.8	1.8
Allowance	(2,110)	(2,214)	(2,216)	0.1	5.0
Total investment securities, net	1,489,905	2,028,714	1,996,743	(1.6)	34.0
LOANS AND FINANCIAL LEASES		i	i		
Commercial loans	2,118,986	2,187,912	2,224,030	1.7	5.0
Consumer loans	2,235,973	2,801,974	2,808,464	0.2	25.6

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











# BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER, 2012

INCOME STATEMENT	YTD			Month		Growth (%)	
(Ps. Millions)	Dec-11	Dec-12	LTM	Nov-12	Dec-12	Dec-12 Vs. Nov-12	
INTEREST INCOME	1						
Interest on loans	600,721	732,054	21.9	64,108	66,210	3.3	
Interest on investment securities	111,760	128,243	14.7	7,617	12,190	60.0	
Interbank and overnight funds	4,935	7,924	60.6	711	702	(1.3)	
Financial leases	-	-	N.A.	-	-	N.A.	
Total Interest Income	717,416	868,220	21.0	72,436	79,101	9.2	
INTEREST EXPENSE						!	
Checking accounts	664	2,428	265.4	373	194	(48.0)	
Time deposits	91,680	129,293	41.0	10,909	10,888	(0.2)	
Saving deposits	55,144	87,076	57.9	7,745	7,427	(4.1)	
Total interest expense on deposits	147,489	218,797	48.3	19,026	18,509	(2.7)	
Borrowings from banks and others	6,781	6,914	2.0	450	426	(5.3)	
Interbank and overnight funds (expenses)	14,772	28,554	93.3	2,616	2,553	(2.4)	
Bonds	<u>- j</u>	- j	N.A.	- j	-	N.A.	
Total interest expense	169,042	254,265	50.4	22,093	21,488	(2.7)	
Net Interest Income	548,374	613,955	12.0	50,343	57,613		
Provisions for loan and financial lease losses, accrued interest and other, net	74,622	115,853	55.3	9,163	14,259	55.6	
Recovery of charged-off assets	(40,180)	(27,084)	(32.6)	(1,130)	(1,391)	23.1	
Provision for investment securities, foreclosed assets and other assets	2,777	2,181	(21.4)	71	544	668.5	
Recovery of provisions for investments securities, foreclosed assets and other assets	(3,806)	(2,957)	(22.3)	(155)	(501)	223.3	
Total provisions, net	33,413	87,993	163.3	7,948	12,911	62.4	
Net interest income after provisions	514,961	525,962	2.1	42,395	44,702	5.4	
FEES AND OTHER SERVICES INCOME						!	
Commissions from banking services	143,770	148,812	3.5	12,775	13,635	6.7	
Branch network services	-	-	N.A.	-	-	N.A.	
Credit card merchant fees	11,078	13,571	22.5	1,234	1,766	43.1	
Checking fees	4,176	7,911	89.4	670	698	4.1	
Other	31,578	37,342	18.3	3,405	3,334	(2.1)	
Total fees and other services income	190,603	207,637	8.9	18,084	19,432		
Fees and other services expenses	50,182	57,090	13.8	5,523	5,839		
Fees and other services income, net	140,421	150,547	7.2	12,561	13,593	8.2	
OTHER OPERATING INCOME	į	į		į		!	
Foreign exchange (losses) gains, net	599	(535)	(189.3)	(62)	(191)	207.1	
Gains (losses) on derivative operations, net	(250)	1,506	(703.6)	118	356	201.5	
Gains on sales of investments in equity securities, net	-	-	N.A.	-	-	N.A.	
Dividend Income	3,015	3,255	8.0	- j	-	N.A.	
Other	20	21	5.6	1	1	(0.0)	
Total other operating income	3,384	4,247	25.5	56	166	193.5	
Total operating income	658,766	680,757	3.3	55,013	58,461	6.3	
OPERATING EXPENSES	į	į				!	
Salaries and employee benefits	141,174	148,599	5.3	12,448	12,280	(1.3)	
Bonus plan payments	1,886	1,204	(36.2)	64	78	21.2	
Termination payments	1,391	419	(69.9)	84	10	(88.2)	
Administrative and other expenses	241,253	258,820	7.3	20,808	24,248	16.5	
Insurance on deposit, net	16,516	15,550	(5.9)	1,597	(1,658)	(203.8)	
Charitable and other donation expenses	4,031	756	(81.3)	(0)	145		
Depreciation	19,510	21,563	10.5	1,874	1,793	(4.3)	
Goodwill amortization	- i	- i	N.A.	- i	-	N.A.	
Total operating expenses	425,761	446,911	5.0	36,875	36,896	0.1	
Net operating income	233,005	233,847	0.4	18,138	21,565	18.9	
NON-OPERATING INCOME (EXPENSE)				1		i .	
	!			i		1	
Other income	17,239	23,236	34.8	4,520	2,269	(49.8)	
Other income Other expenses	17,239 10,257	23,236 7,024	34.8 (31.5)	4,520 297	2,269 703		
	· ·		(31.5)			136.7	
Other expenses	10,257	7,024	(31.5) 132.2	297	703	136.7 (62.9)	
Other expenses Non-operating income (expense), net	10,257 <b>6,982</b>	7,024 <b>16,212</b>	(31.5) 132.2	297 <b>4,223</b>	703 <b>1,567</b>	136.7 (62.9) 3.5	