

**Banco Monex, S.A., Institución  
de Banca Múltiple, Monex  
Grupo Financiero and  
Subsidiaries  
(Subsidiary of Monex Grupo  
Financiero, S.A. de C.V.)**

Consolidated Financial Statements  
for the Years Ended December 31,  
2018, 2017 and 2016, and  
Independent Auditors' Report  
Dated March 11, 2019



**Banco Monex, S.A., Institución de Banca Múltiple,  
Monex Grupo Financiero and Subsidiaries  
(Subsidiary of Monex Grupo Financiero, S.A. de C.V.)**

**Independent Auditors' Report and Consolidated  
Financial Statements for 2018, 2017 and 2016**

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## **Independent Auditors' Report to the Board of Directors and Stockholders of Banco Monex, S.A., Institución de Banca Múltiple, Monex Grupo Financiero and Subsidiaries**

### ***Opinion***

We have audited the consolidated financial statements of Banco Monex, S.A., Institución de Banca Múltiple, Monex Grupo Financiero and Subsidiaries (the "Institution"), which comprise the consolidated balance sheets as of December 31, 2018, 2017 and 2016, and the related consolidated statements of income, the consolidated statements of changes in stockholders' equity and the consolidated statements of cash flows for the years then ended, as well as the explanatory notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements of the Institution were prepared, in all material respects, in accordance with the accounting criteria established by the National Banking and Securities Commission of Mexico (the "Commission") in the "General Provisions Applicable to Credit Institutions" (the "Accounting Criteria").

### ***Basis for Opinion***

We conducted our audits in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Institution in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and with the Ethics Code issued by the Mexican Institute of Public Accountants (IMCP Code), and we have complied with all other ethical responsibilities in accordance with the IESBA Code and IMCP Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### ***Other matter***

The accompanying consolidated financial statements have been translated into English for the convenience of readers.

### ***Key Audit Matters***

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. We have determined that the matters described below are the key audit matters which should be communicated in our report.



a) Processing of accounting-financial information

The processing of the accounting-financial information is a key audit matter due to the fact that there are significant manual processes. However, in order to assure the completeness, accuracy, cutoff and presentation of the financial information, management has implemented several manual and/or semiautomatic controls.

Our audit procedures applied in order to address this key audit matter included the following:

1. Obtain an understanding of manual processes implemented by Management for the processing of the accounting-financial information.
2. We identified the controls implemented by Management in order to assure the completeness, accuracy, cutoff and presentation of the financial information as well as evaluated the design, implementation and operating effectiveness.
3. In particular, we reviewed the design of Management's controls related to the approval and recording of journal entries.
4. In order to increase our level of assurance about areas where we identified significant risk related to accounting recognition, we carried out substantive test of details.
5. Based on the risk assessment, we performed substantive procedures over manual journal entries recorded by Management.
6. We reviewed that operating reconciliations between accounting and operating systems performed by Management at the end of the year do not have significant differences and/or that they are reasonable, properly supported and explained by Management.

We did not identify any exceptions in our tests of controls and substantive tests.

b) Management of securities transactions

The process in place for managing the investment in securities is a key audit matter because a significant part of Management's processes are performed manually. Management has implemented several of manual and/or semiautomatic controls in order to assure the completeness, accuracy, cutoff and presentation of the financial information. The main processes affected are the valuation of investments securities, the interest calculation for the securities transactions and repurchase agreements, and the determination of the gain or loss on the sales of securities. The consolidated balance sheet items that are directly related to such processes are: a) investment in securities, b) receivables from repurchase agreements, c) payables from repurchase agreements, d) collateral delivered and received in repurchase agreements and collateral sold or pledged in repurchase agreements, e) valuation of securities transactions, f) interest receivable on securities transactions, g) interest receivable on repurchase agreements, h) result from sales transactions involving securities and repurchase agreements.

The Institution's accounting policies are established in Note 3 of the consolidated financial statements.

Our audit procedures addressing this key audit matter included the following:

1. To ascertain the flow of operations from origination until its recording in the accounting records, we inquired with the personnel involved in each of the processes through which the operations pass and obtained evidence of the flow of the transactions.
2. We identified the manual procedures in the determination and recording of the valuation, interest and the gain or loss on sale.





3. For each key control implemented by Management in each stage of the investment in securities transaction, we carried out an evaluation of its design, implementation and operating effectiveness.
4. We validated that the security position in the accountant records matched with the position reported in the operating system and that it was reconciled with the depositary institution Indeval, S.A. (Indeval) as of December 31, 2018.
5. We recalculated the investment in securities valuation validated in the preceding point using the market price reported by the price supplier Valuación Operativa y Referencias del Mercado, S.A. de C.V. (Valmer) as of December 31, 2018.
6. We verified that the collateral delivered and received in repurchase agreements presented in the consolidated balance sheet matched with the information in the operating system as of December 31, 2018. Also, we confirmed that securities delivered as collateral were restricted within investments in securities.
7. We validated that as of December 31, 2018, receivables and payables from repurchase agreements recorded in the accounting records matched the purchases and sales from repurchase agreements in the operating system. On a test basis, we reviewed the settlement on the date of maturity.
8. On a test basis, we recalculated the interest that was accrued in securities transactions and repurchase agreements maintained by the Institution during the month.
9. On a test basis, we validated that the result from sales transactions involving securities matched with the differential between cash flow received less the sum of the cost and its accrued interest.
10. The detailed procedures performed for each type of revenue are illustrated below:

*Interest income -*

- i. For interest on securities transactions and repurchase agreements, on a test basis, we noted that the information provided matches the accounting records on an accrual basis.
- ii. Based on a selection of days, we recalculated the interest on securities transactions and repurchase agreements and compared it with the corresponding determined and recorded in the same period by Management.

*Valuation gains and losses -*

- iii. We recalculated the valuation of the securities position based on the market price reported by the price supplier Valmer as of December 31, 2018.

*Realized gains and losses -*

- iv. On a test basis, we noted that the result on sales transactions involving securities and repurchase agreements matched with the difference between cash proceeds received less the sum of the cost and its accrued interest.

We did not identify any exceptions in our tests of controls and substantive tests.

***Responsibilities of Management and those charged with Governance of the Institution in relation to the Consolidated Financial Statements***

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with the Accounting Criteria, and for such internal control as Management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.



In preparing the consolidated financial statements, Management is responsible for assessing the Institution's ability to continue as a going concern, disclosing, as applicable, matters, related to going concern and using the going concern basis of accounting unless Management either intends to liquidate the Institution or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Institution's financial reporting process.

## ***Auditor's Responsibilities for the Audit of the Consolidated Financial Statements***

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Institution's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Institution's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Institution to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Institution to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

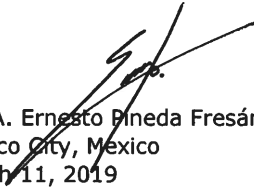
We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.



From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Galaz, Yamazaki, Ruiz Urquiza, S.C.  
Member of Deloitte Touche Tohmatsu Limited



C.P.A. Ernesto Pineda Fresán  
Mexico City, Mexico  
March 11, 2019



**Banco Monex, S.A., Institución de Banca Múltiple,  
Monex Grupo Financiero and Subsidiaries**  
(Subsidiary of Monex Grupo Financiero, S.A. de C.V.)

## Consolidated Balance Sheets

As of December 2018, 2017 and 2016  
(In millions of Mexican pesos)

Assets	2018	2017	2016
Funds available	\$ 25,000	\$ 16,390	\$ 15,825
Margin accounts	793	333	722
Investment in securities:			
Trading securities	19,332	28,964	21,377
Securities available for sale	1,382	1,631	4,326
Securities held to maturity	3,300	2,595	73
	24,014	33,190	25,776
Repurchase agreements	2,349	1,296	8,767
Derivatives:			
Trading purposes	2,766	2,393	3,813
Hedging purposes	122	133	143
	2,888	2,526	3,956
Performing loan portfolio:			
Commercial loans -			
Commercial or corporate activity	18,320	16,704	15,877
Loans to financial entities	2,614	2,806	2,155
Loans to government entities	2,472	1,001	-
	23,406	20,511	18,032
Housing loans -			
Loans acquired from INFONAVIT	698	626	180
Total performing loan portfolio	24,104	21,137	18,212
Non-performing loan portfolio:			
Commercial loans -			
Commercial or corporate activity	519	196	67
Housing loans -			
Loans acquired from INFONAVIT	1	4	6
Total non-performing portfolio	520	200	73
Total loan portfolio	24,624	21,337	18,285
Allowance for loan losses	(426)	(356)	(298)
Loan portfolio (net)	24,198	20,981	17,987
Other receivables (net)	15,560	17,378	17,227
Foreclosed assets (net)	-	-	1
Furniture and fixtures (net)	74	84	94
Investments in shares of associates	62	7	5
Deferred taxes and profit sharing (asset)	500	464	615
Other assets:			
Goodwill	-	-	1,103
Deferred charges, advance payments and intangibles (net)	488	471	1,465
Short and long-term other assets	5	5	12
	493	476	2,580
Total assets	\$ 95,931	\$ 93,125	\$ 93,555

Liabilities	2018	2017	2016
Deposits:			
Demand deposits	\$ 18,723	\$ 18,946	\$ 15,384
Time deposits-			
General public	22,019	18,816	10,733
Money market	2,434	1,795	434
Debt securities	829	1,332	1,440
Global account for inactive deposits	3	3	3
	44,008	40,892	27,994
Bank loans and other loans:			
Demand loans	-	-	344
Short-term loans	1,636	1,085	1,078
	1,636	1,085	1,422
Liabilities arising from sale and repurchase agreements	12,826	17,500	21,754
Collateral sold or pledged in guarantee:			
Repurchase agreements	151	-	436
Derivatives:			
Trading purposes	2,777	2,194	2,682
Hedging purposes	9	23	9
Other payables:			
Income taxes payable	92	-	193
Employee profit sharing payable	245	205	187
Obligations arising from settlement of transactions	25,244	22,528	25,746
Payables by margin accounts	12	-	-
Liabilities arising from cash collateral received	1,270	1,619	2,815
Sundry creditors and other payables	1,138	1,275	2,244
	28,001	25,627	31,185
Deferred taxes and profit sharing (liability)	-	-	135
Deferred charges and income received in advance	212	142	189
Total liabilities	89,620	87,463	85,806
Stockholders' equity			
Capital contributed:			
Capital stock	3,241	2,741	2,741
Additional paid-in capital	-	500	-
	3,241	3,241	2,741
Earned capital:			
Capital reserves	649	561	469
Retained earnings	1,620	1,011	2,041
Result from valuation of securities available for sale (net)	(114)	(83)	(170)
Result from hedging instruments at fair value	114	99	130
Translation effects of foreign subsidiaries	-	-	525
Remeasurement of defined employee benefits	(53)	(54)	(23)
Net income attributable to controlling interest	854	887	931
Earned capital attributable to controlling interest	3,070	2,421	3,903
Non-controlling interest	-	-	1,105
Total stockholders' equity	6,311	5,662	7,749
Total liabilities and stockholders' equity	\$ 95,931	\$ 93,125	\$ 93,555



<b>Memorandum accounts (See Note 27)</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
Loan commitments	\$ 10,843	\$ 10,045	\$ 10,471
Contingent assets and liabilities	99	82	81
Goods in trust or mandate-			
Held in trusts	136,583	115,795	88,933
Goods in custody or administration	3,260	2,123	872
Collateral received by the Institution-			
Government debt	1,625	1,100	10,229
Banking debt	898	227	1,430
Other debt securities	2,226	1,210	872
Collateral received and sold or pledged as guarantee by the Institution-			
Government debt	1,439	1,004	2,615
Banking debt	898	7	1,079
Other debt securities	212	234	599
Uncollected interest earned on non-performing loan portfolio	53	38	19
Other record accounts	<u>235,362</u>	<u>139,903</u>	<u>3,660</u>
	<u>\$ 393,498</u>	<u>\$ 271,768</u>	<u>\$ 120,860</u>

The accompanying notes are part of these consolidated financial statements.



**Banco Monex, S.A., Institución de Banca Múltiple,  
Monex Grupo Financiero and Subsidiaries**  
(Subsidiary of Monex Grupo Financiero, S.A. de C.V.)

## **Consolidated Statements of Income**

For the years ended December 31, 2018, 2017 and 2016

(In millions of Mexican pesos)

	2018	2017	2016
Interest income	\$ 4,455	\$ 4,644	\$ 2,334
Interest expense	<u>(2,954)</u>	<u>(3,124)</u>	<u>(1,548)</u>
Financial margin	1,501	1,520	786
Provision for loan losses	<u>(191)</u>	<u>(170)</u>	<u>(146)</u>
Financial margin after provision for loan losses	1,310	1,350	640
Commission and fee income	301	259	222
Commission and fee expense	(184)	(148)	(112)
Gains/losses on financial assets and liabilities (net)	3,525	2,739	3,147
Other operating (expense) income	(199)	190	151
Administrative and promotional expenses	<u>(3,583)</u>	<u>(3,294)</u>	<u>(3,098)</u>
Result of operations	1,170	1,096	950
Current income taxes	(340)	(248)	(459)
Deferred income taxes (net)	<u>24</u>	<u>(102)</u>	<u>285</u>
Result before discontinued operations	<u>854</u>	<u>746</u>	<u>776</u>
Discontinued operations	<u>-</u>	<u>274</u>	<u>300</u>
Net income	854	1,020	1,076
Non-controlling interest	<u>-</u>	<u>(133)</u>	<u>(145)</u>
Controlling interest	<u>\$ 854</u>	<u>\$ 887</u>	<u>\$ 931</u>

The accompanying notes are part of these consolidated financial statements.



**Banco Monex, S.A., Institución de Banca Múltiple,  
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## Consolidated Statements of Changes in Stockholders' Equity

For the years ended December 31, 2018, 2017 and 2016  
(In millions of Mexican pesos)

	Capital contributed		Earned capital									
	Capital stock	Additional paid-in capital	Capital reserves	Retained earnings	Result from valuation of securities available for sale	Translation effects of foreign subsidiaries	Net income attributable to controlling interest	Result from hedging instruments at fair value	Remeasurement of defined employee benefits	Noncontrolling interest	Total stockholders' equity	
Balances as of December 31, 2015	\$ 2,125	\$ 616	\$ 413	\$ 1,691	\$ (13)	\$ 354	\$ 562	\$ -	\$ -	\$ 949	\$ 6,697	
Entries approved by stockholders -												
Subscription of shares	616	(616)	-	-	-	-	-	-	-	-	-	
Capital reserve	-	-	56	(56)	-	-	-	-	-	-	-	
Transfer of prior year results	-	-	-	562	-	-	(562)	-	-	-	-	
Dividends paid	-	-	-	(156)	-	-	-	-	-	-	(156)	
Reduction of noncontrolling interest in Monex Europe through capital reduction	-	-	-	-	-	-	-	-	-	(26)	(26)	
Total entries approved by stockholders	616	(616)	56	350	-	-	(562)	-	-	(26)	(182)	
Comprehensive income -												
Net income	-	-	-	-	-	-	931	-	-	145	1,076	
Result from valuation of securities available for sale, net	-	-	-	-	(157)	-	-	-	-	-	(157)	
Result from hedging instruments at fair value	-	-	-	-	-	-	-	130	-	-	130	
Remeasurement of defined employee benefits	-	-	-	-	-	-	-	-	(23)	-	(23)	
Translation effects of foreign subsidiaries	-	-	-	-	-	171	-	-	-	37	208	
Total comprehensive income	-	-	-	-	(157)	171	931	130	(23)	182	1,234	
Balances as of December 31, 2016	2,741	-	469	2,041	(170)	525	931	130	(23)	1,105	7,749	
Entries approved by stockholders -												
Subscription of shares	-	500	-	-	-	-	-	-	-	-	500	
Capital reserve	-	-	93	(93)	-	-	-	-	-	-	-	
Transfer of prior year results	-	-	-	931	-	-	(931)	-	-	-	-	
Dividends paid	-	-	-	(350)	-	-	-	-	-	-	(350)	
Spinoff of Monex Europe through capital reduction	-	-	(1)	(1,518)	-	(426)	-	-	-	(1,164)	(3,109)	
Total entries approved by stockholders	-	500	92	(1,030)	-	(426)	(931)	-	-	(1,164)	(2,959)	
Comprehensive income -												
Net income	-	-	-	-	-	-	887	-	-	133	1,020	
Result from valuation of securities available for sale, net	-	-	-	-	87	-	-	-	-	-	87	
Result from hedging instruments at fair value	-	-	-	-	-	-	-	(31)	-	-	(31)	
Remeasurement of defined employee benefits	-	-	-	-	-	-	-	-	(31)	-	(31)	
Translation effects of foreign subsidiaries	-	-	-	-	-	(99)	-	-	-	(74)	(173)	
Total comprehensive income	-	-	-	-	87	(99)	887	(31)	(31)	59	872	
Balances as of December 31, 2017	2,741	500	561	1,011	(83)	-	887	99	(54)	-	5,662	
Entries approved by stockholders -												
Subscription of shares	500	(500)	-	-	-	-	-	-	-	-	-	
Capital reserve	-	-	88	(88)	-	-	-	-	-	-	-	
Transfer of prior year results	-	-	-	887	-	-	(887)	-	-	-	-	
Dividends paid	-	-	-	(190)	-	-	-	-	-	-	(190)	
Total entries approved by stockholders	500	(500)	88	609	-	-	(887)	-	-	-	(190)	
Comprehensive income -												
Net income	-	-	-	-	-	-	854	-	-	-	854	
Result from valuation of securities available for sale, net	-	-	-	-	(31)	-	-	-	-	-	(31)	
Result from hedging instruments at fair value	-	-	-	-	-	-	-	15	-	-	15	
Remeasurement of defined employee benefits	-	-	-	-	-	-	-	-	1	-	1	
Translation effects of foreign subsidiaries	-	-	-	-	-	-	-	-	-	-	-	
Total comprehensive income	-	-	-	-	(31)	-	854	15	1	-	839	
Balances as of December 31, 2018	\$ 3,241	\$ -	\$ 649	\$ 1,620	\$ (114)	\$ -	\$ 854	\$ 114	\$ (53)	\$ -	\$ 6,311	

The accompanying notes are part of these consolidated financial statements.



**Banco Monex, S.A., Institución de Banca Múltiple,  
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## **Consolidated Statements of Cash Flows**

For the years ended December 31, 2018, 2017 and 2016

(In millions of Mexican pesos)

	2018	2017	2016
Net income	\$ 854	\$ 1,020	\$ 1,076
Adjustment for items that do not require cash flows:			
Depreciation	26	32	27
Amortization	40	27	37
Current and deferred income taxes	<u>316</u>	<u>350</u>	<u>263</u>
	1,236	1,429	1,403
Operating activities:			
Change in margin accounts	(460)	389	(343)
Change in investments in securities, net	9,131	(7,289)	(7,627)
Change in repurchase agreements, net	(5,727)	3,217	1,139
Change in derivatives, net	210	129	(787)
Change in hedging instruments	19	(20)	(4)
Change in loan portfolio, net	(3,218)	(2,994)	(5,692)
Change in other operating assets, net	1,757	(1,885)	(3,982)
Change in deposits	3,117	12,898	9,246
Change in bank and other loans	551	(337)	542
Change in collateral sold or pledged in guarantee	151	(436)	(5)
Change in other operating liabilities	2,105	(1,952)	6,421
Assets and liabilities spun-off	<u>-</u>	<u>(2,513)</u>	<u>-</u>
Net cash flows from operating activities	8,872	636	311
Investing activities:			
Proceeds from sale of furniture and fixtures	1	12	11
Purchase of furniture and fixtures	(17)	(57)	(50)
Payments for acquisition of intangible assets	-	(2)	(81)
Other investing activities	<u>(56)</u>	<u>-</u>	<u>-</u>
Net cash flows from investing activities	(72)	(47)	(120)
Financing activities:			
Dividends paid	(190)	(350)	(156)
Contributions for future capital increases	-	500	-
Proceeds from disposal of noncontrolling interest in subsidiary	<u>-</u>	<u>-</u>	<u>(26)</u>
Net cash flows from financing activities	<u>(190)</u>	<u>150</u>	<u>(182)</u>
Net increase (decrease) in funds available	8,610	739	9
Effects from changes in value of funds available	-	(174)	209
Funds available at the beginning of the year	<u>16,390</u>	<u>15,825</u>	<u>15,607</u>
Funds available at the end of the year	<u>\$ 25,000</u>	<u>\$ 16,390</u>	<u>\$ 15,825</u>

The accompanying notes are part of these consolidated financial statements.





**Banco Monex, S.A., Institución de Banca Múltiple,  
Monex Grupo Financiero and Subsidiaries  
(Subsidiary of Monex Grupo Financiero, S.A. de C.V.)**

## **Notes to Consolidated Financial Statements**

For the years ended December 31, 2018, 2017 and 2016

(In millions of Mexican pesos)

### **1. Activities, regulatory environment and significant events**

Banco Monex, S.A., Institución de Banca Múltiple, Monex Grupo Financiero (hereinafter the “Institution”) is a subsidiary of Monex Grupo Financiero, S.A. de C.V. (hereinafter the “Financial Group”) which holds 99.99% of its stockholders’ equity. The Institution is regulated by, among others, the Law of Credit Institutions, the National Banking and Securities Commission (hereinafter the “Commission”) and Banco de México (hereinafter the “Central Bank”). Its purpose is to perform full-service banking operations including, granting loans, performing securities transactions, receiving deposits, accepting loans, performing currency purchase-sale transactions and executing trust contracts.

The Treasury Department (SHCP) issued minimum capital requirements for credit institutions, which establish a minimum capital ratio for market, credit and operational risks incurred by financial institutions. Also, financial authorities imposed limits on liabilities, demand deposits in foreign currency as well as charges to paid-in capital and capital reserves. This information is presented in Note 24. As of December 31, 2018, 2017 and 2016, the Institution determined a capital ratio of 15.46%, 16.14% and 14.77%, respectively, which includes the total of market, credit and operational risk, which exceeds the 8% required by the authorities by 8.46%, 8.14% and 7.07%, respectively.

#### *Significant events in 2018, 2017 and 2016-*

##### *a. Sale of portfolio to Arrendadora Monex*

On November 30, 2018 the Institution sold to Arrendadora Monex a loan with a face amount of 30 million dollars. During November, a third party valuation was obtained for the loan, pursuant to which the commercial value was estimated to be 7.5 million dollars, which was used as a basis for the sales price. The Institution has recorded losses of 22.5 million dollars in relation to this loan, which was sold during the year.

##### *b. Breakup of Banco Monex-*

On December 13, 2017, a decision was ratified at a Stockholders’ Special Meeting that formalized the divestment of the international business section in which the Institution participated through its subsidiary Monex Negocios Internacionales, S.A. de C.V. (Monex Negocios). The purpose of the divestment was to reduce or mitigate the Institution’s risk outside Mexico and simplify the management of its operations.

The divestment was carried out by breaking up the Institution, in which the latter was the spinnor company and a new company was created named MBA Escindida, S.A. de C.V. (MBA E) as the spinee company. Pursuant to the breakup, the Institution contributed to MBA E its participation in the stockholders’ equity and the net assets of Monex Negocios.

As a result, the Institution includes in results for the year ended December 31, 2017, its equity in the results of MNI up to November 30, 2017.



This transaction was authorized by the Commission through official notice 312-3/17016/2017 dated November 27, 2017. Furthermore, in official notice UBVA/DGABV/887/2017 issued by the Mexican Tax Administration Service (SAT) on December 5, 2017, the latter allowed the Institution to not treat such reorganization as a sale of shares.

c. *Participation in CLS Group Holdings AG-*

Through official notice 310-14444/2017 dated June 1, 2017, the Commission authorized the Institution to acquire the common stock shares of CLS Group Holdings Ag (CLS) (Switzerland). The purpose of such investment for the Institution is to participate in the largest foreign currency clearance system in the world, because CLS acts as a clearinghouse which seeks to increase liquidity and mitigate exchange rate risk for its partners. Currently CLS operates with 18 different currencies.

Based on a private share offering, the Institution undertook to acquire a total of 1,479 new shares issued at a price of 2.1 million pounds sterling, which will be payable on January 12, 2018.

d. *Sale of shares of Tempus -*

On October 30, 2015, Monex Negocios Internacionales, S.A. de C.V. (a subsidiary of the Institution) executed a share purchase-sale contract to transfer 17% of the total shares of its subsidiary, Tempus Inc. ("Tempus") to Monex, S.A.B. de C.V. (a related party of the Institution). The transaction was carried out at market prices based on a study prepared by an independent consultant. This transaction was authorized by the Commission through document No. 312-3/14049/2015.

e. *Issuance of securitization certificates –*

On July 13, 2018, the Institution fully amortized the securitization certificates with ticker symbol "BMONEX15" issued in the amount of \$ 1,000.

The Institution made its first public offering of securitization certificates under the ticker symbol "BMONEX15", which were registered with the National Securities Registry and listed with the Mexican Stock Exchange under the program created for long-term revolving securitization certificates for an amount of up to \$8,000.

The first issuance took place on July 14, 2015 for the amount of \$1,000, which is represented by 10 million securitization certificates with a face value of \$100 pesos each. The issuance was authorized by the Commission through document No. 153/5535/2015. The securitization certificates were issued for a period of 1,092 days, which is equal to three years, and placed at the TIIE 28-day rate + 90 basis points.

## 2. **Basis of presentation**

***Explanation for translation into English*** - The accompanying consolidated financial statements have been translated from Spanish into English for use outside of Mexico. These consolidated financial statements are presented on the basis of accounting criteria prescribed by the Commission. Certain accounting practices applied by the Financial Group may not conform to accounting principles generally accepted in the country of use.

***Monetary unit of the consolidated financial statements*** – The consolidated financial statements and notes as of December 31, 2018, 2017 and 2016 and for the years then ended include balances and transactions denominated in Mexican pesos of different purchasing power. Cumulative inflation rates over the three-year periods ended December 31, 2018, 2017 and 2016 were 12.26%, 9.57% and 10.18%, respectively; accordingly, the economic environment is not inflationary in either such year and no inflationary effects were recognized in the accompanying consolidated financial statements. Inflation rates for the years ended December 31, 2018, 2017 and 2016 were 4.83%, 6.77% and 3.36%, respectively.



**Consolidation of financial statements** - The consolidated financial statements include the financial statements of the Institution and those of its subsidiaries over which it exercises control. The shareholding percentage in their capital stock of such entities is shown below:

Company	<u>Shareholding percentage</u>			Activity
	2018	2017	2016	
1. Monex Negocios Internacionales, S.A. de C.V. (Monex Negocios)	-	-	99.99%	Parent Company of Tempus and Monex Europe Holdings LTD.
1.1 Tempus, Inc. (Tempus)	-	-	83.00%	Indirect subsidiary of the Institution. Located in Washington D.C., USA, whose purpose is the purchase and sale of currencies. Its customers are mainly located in the United States.
1.1.1 Tempus Nevada, Inc.	-	-	83.00%	Entity founded in 2010 in the state of Delaware in the United States. Currently without operations.
1.1.2 Monex Canada, Inc.	-	-	83.00%	Entity founded in Toronto, Canada. Currently without operations.
1.2 Monex Europe Holdings Limited (Monex Europe LTD)	-	-	50.10%	Parent company of Monex Europe and Schneider Fx, entities located in the United Kingdom.
1.2.1 Monex Europe Limited (Monex Europe)	-	-	50.10%	Indirect subsidiary of the Institution. Dedicated to the purchasing and selling of currencies in the European market.
1.2.1.1 Monex Europe Markets Limited	-	-	50.10%	Indirect subsidiary of the Institution. Dedicated to the purchasing and selling of currencies in the European market.
1.2.2 Schneider Foreign Exchange Limited (Schneider FX)	-	-	50.10%	Indirect subsidiary of the Institution. Entity without operations.

Significant intercompany balances and transactions have been eliminated.

In connection with the corporate restructuring of the international business section, described in Note 1, the Institution recognized in the results for the period, the revenues and expenses applicable to Monex Negocios and its subsidiaries up to November 30, 2017.



**Translation of financial statements of foreign subsidiaries** - To consolidate financial statements of foreign subsidiaries as of December 31, 2018, 2017 and 2016, the accounting policies of the foreign entity were converted to accounting criteria of the Commission. As the recording and functional currency was the same, the consolidated financial statements were subsequently translated to Mexican pesos using the following methodology:

- 1) The closing exchange rate in effect at the balance sheet date for assets and liabilities;
- 2) Historical exchange rates for stockholders' equity, and
- 3) The rate on the date of accrual of revenues, costs and expenses and translation.
- 4) Effects are recorded in stockholders' equity.

As of December 31, 2018, 2017 and 2016, the exchange rates used in the different translation processes were as follows:

Company	Currency	Exchange rate to translate Mexican pesos		
		2018	2017	2016
Tempus, Inc. (Consolidated)	U.S. dollar	N/A	N/A	20.6194
Monex Europe LTD. (Consolidated)	Pound sterling	N/A	N/A	25.4814

As of December 31, 2018, 2017 and 2016, the Institution's functional currency is the Mexican peso. As of December 31, 2017 and 2016, investments in foreign subsidiaries, whose functional currencies were other than the Mexican peso, which resulted in exposure to foreign currency translation risk. In addition, the Institution has monetary assets and liabilities denominated in foreign currencies, mainly in U.S. dollars, Pounds sterling and Euros, resulting in exposure to foreign exchange risks arising from transactions entered into over the normal course of business. (Refer to discussion of comprehensive risk management in Note 32 for further details).

**Comprehensive result** - The amount of comprehensive income presented in the consolidated statements of changes in stockholders' equity is the effect of transactions other than those carried out with the shareholders of the Institution during the period and is represented by the result from the valuation of available securities for sale, the cumulative translation adjustment, result from valuation of hedging instruments, remeasurements for defined benefits to employees and the net result.

**Discontinued operations** - As a result of the divestment of the international business section described in Note 1, and in accordance with the Mexican Financial Reporting Standard NIF C-15 "Impairment in the value of long-lived assets and their disposal" (NIF C-15), the Institution presents the results of the discontinued operations for the period from January 1 to November 30, 2017 (restructuring date).

### 3. Summary of significant accounting policies

The accompanying consolidated financial statements comply with the accounting criteria established by the Commission in the "General Provisions Applicable to Credit Institutions" (the "Provisions") and in its rulings, which are considered a Special Purpose Framework. These policies require management to make certain estimates and use certain assumptions that affect the amounts reported in the consolidated financial statements and their related disclosures; however, actual results may differ from such estimates. The Institution's management, upon applying professional judgment, considers that estimates made and assumptions used were appropriate under the circumstances.

Under accounting criteria, A-1 issued by the Commission, the Institution is required to apply Mexican Financial Reporting Standards ("MFRS" or "NIF's") promulgated by the Mexican Board of Financial Reporting Standards (CINIF), except with regard to topics for which the Commission has issued specific accounting guidance on the basis that the Institution is subject to its regulations and carries out specialized operations.



### ***Changes in accounting policies -***

As of January 1, 2018, the Institution adopted the following standards and improvements to NIF 2018:

According to B-1, the accounting changes are: 1) change in the structure of the economic entity; 2) change in accounting estimate; 3) change in particular rules and, 4) reclassifications, therefore, when they are presented, they will be included in this section.

Accounting changes resulting from changes or improvements in the NIF

Improvements to NIF 2018 - The following improvements were issued with effect from January 1, 2018, which generate accounting changes:

NIF B-10, *Effects of inflation* - Also requires disclosure of the accumulated inflation percentage for three years, which includes the previous two years and the period referred to in the current consolidated financial statements, that will be used as the basis to classify the economic environment in which the entity will operate in the following year.

NIF C-6, *Property, plant and equipment* and NIF C-8, *Intangible assets* - The depreciation and amortization method based on revenues cannot be used, except where the revenues and the consumption of the economic benefits from the assets follow a similar pattern.

NIF C-14, *Transfer and cancellation of financial assets* - To avoid contradictions in the standard, it is clarified that the transferor should continue recognizing any revenue and loss from impairment originated from the asset transferred up to the degree of its continuous involvement and should recognize any expense related with the associated liability. If the transferred asset continues to be recognized at amortized cost, the associated liability should not be valued at fair value.

Improvements to NIF 2018 - The following improvements were issued that do not generate accounting changes:

NIF B-7, *Business acquisitions* - It is clarified that a contingent liability of a business acquired should be recognized at the purchase date as a provision, if such item represents a present obligation for the business acquired as a result of past events.

NIF B-15, *Translation of foreign currencies* - In financial statements where the functional currency is different from the Mexican peso, the entity should, among others, determine in its functional currency: a) the fair value of the items in which it is applicable, b) conduct impairment tests on the value of the asset and c) determine the deferred tax liabilities or assets, etc.

As of December 31, 2018, the Institution did not have significant effects derived from the adoption of these new standards in its financial information.

The significant accounting policies of the Institution are as follows:

***Reclassifications*** - Certain amounts in the consolidated financial statements as of and for the year ended December 31, 2017 and 2016 have been reclassified to conform to the presentation of the 2018 consolidated financial statements.

***Funds available*** - Consist mainly of bank deposits valued at face value and the income derived therefrom is recognized as earned; foreign currency funds available are valued at fair value using the year end exchange rates.



Acquisitions of foreign currency that will be settled on a date subsequent to the purchase-sale transaction is recognized as restricted funds available (foreign currency receivable). Foreign currency sold is recorded as a credit to funds available (foreign currency deliverable). The offsetting entry is recorded in a debit or credit settlement account when a sale or purchase is performed, respectively.

For consolidated financial statement presentation purposes, foreign currency settlement accounts receivable and payable are offset by contract and term and are presented under other accounts receivable (net) or obligations arising settlement of transactions, as applicable.

Other funds available such as regulatory monetary deposits and other liquid notes are also included in this heading.

In accordance with the General Provisions, a net negative balance resulting from the offsetting balance of foreign currencies to be received with the foreign currencies to be delivered, or from any item within funds available must be presented under "Sundry creditors and other payables".

**Margin accounts** - Margin accounts (security deposits) for transactions with derivative financial instruments in recognized markets are recorded at face value.

Security deposits are used to ensure compliance with the obligations related to the derivatives executed in recognized markets and refer to the initial margin, and subsequent contributions and withdrawals made during the term of the respective contracts. Yields and commissions that affect margin accounts, other than fluctuations in the prices of derivatives, should be recognized in the consolidated statement of income for the period.

As of December 31, 2018, 2017 and 2016, the Institution held standardized and futures derivatives operations for which deposits of financial assets were recognized (cash margin calls) intended to ensure compliance with the obligations derived from the transactions performed in recognized markets so as to better mitigate the risk of default.

**Trading securities** - Trading securities represent investments in debt and equity securities, in proprietary position and pledged as guarantee, which are acquired with the intention of selling them to realize gains arising from changes in fair value. Upon acquisition, they are initially recorded at fair value (which includes any applicable discount or premium). They are subsequently valued at fair value, determined by using the prices calculated by the price vendor contracted by the Institution, in accordance with the Provisions of the Commission. The difference between the cost of investments in debt securities plus their accrued interest and the cost of equity instruments relative to the respective fair values of such instruments is recorded in the consolidated statement of income under the caption "Gains/losses on financial assets and liabilities (net)". The effects of valuation are classified as unrealized and therefore, cannot be distributed to stockholders until the securities are sold.

Fair value is the amount at which an asset may be exchanged or a liability may be settled by informed, willing and interested parties in an arm's length transaction.

Transaction costs incurred in connection with the acquisition of trading securities are recognized in results on the acquisition date.

Cash dividends of share certificates are recognized in the results of the year in the same period in which the right to receive such payment arise.

The exchange gains or loss on foreign currency investments in securities is recognized in the results of the year.

Trading securities also include transactions pending settlement, which refer to sale and repurchase transactions of securities not settled. These transactions are valued and recorded as trading securities, recording the receipt and expense (debit or credit balance) of the securities subject to the transaction against the respective debit or credit settlement account, when the transaction is agreed upon.



The accounting criteria of the Commission allow for certain reclassifications from trading securities to securities available for sale and securities held to maturity classification, conditional upon the prior express authorization of the Commission.

As of December 31, 2018, 2017 and 2016, no reclassifications were made.

**Securities available for sale** - Securities available for sale are debt instruments and shares that are not held for purposes of obtaining gains on sales transactions derived from increases in value and, in the case of debt instruments, those that the Institution neither intends or is able to hold to maturity and, therefore, represent a residual category, i.e., they are acquired for purposes other than those of trading securities or securities held to maturity because the Institution intends to trade such securities in the future prior to their maturity.

Upon acquisition, the securities are initially recorded at fair value plus the acquisition transaction cost (including the discount or markup, as applicable), and are subsequently valued at fair value.

The Institution determines the increase or decrease in the fair value using prices provided by the price vendor, which uses various market factors for their determination. The yield on debt securities is recorded using the imputed interest or effective interest method depending on the nature of the security and is recognized in the consolidated statements of income under "Interest income". Unrealized gains or losses from changes in fair value as reported by pricing vendors are recorded in other comprehensive income under the heading Result from valuation of securities available for sale net of deferred relative taxes, except when such securities are hedged in a fair value hedging relationship, in which case they are recognized in results for the year.

Cash dividends on shares are recognized in results for the year during the same period in which the right to receive the dividend arises.

The accounting criteria of the Commission allow the transfer securities from available for sale to held to maturity, with the prior express authorization of the Commission. At the time of the reclassification the valuation result relative to the transfer date will continue to be reported in stockholders' equity, and should be amortized based on the remaining life of such instrument.

During the year ended December 31, 2017, the Institution carried out reclassifications from the category of "Securities available for sale" to "Securities held to maturity", which are described in Note 6. During the years ended December 31, 2016 no reclassifications were made.

**Securities held to maturity** - Securities held to maturity are those instruments whose payments are fixed or determinable and with a fixed maturity, which the Institution has both the intention and the ability to hold to maturity; these instruments are recorded initially at fair value, plus transaction costs from the acquisition (which includes, as the case may be, the discount or markup). Subsequently they are valued at amortized cost. Accrued interest is recorded in the consolidated statements of income using the imputed interest method or the effective interest method under the heading "Interest income".

The Accounting Criteria issued by the Commission allow for the transfer of securities classified as held to maturity to the category of securities available for sale, provided that there is no intention or capacity to hold them to maturity, as well as reclassifications to the category of securities held to maturity in extraordinary circumstances (for example: a lack of liquidity in the market, no active market for them, among others), which should be evaluated and, if applicable, validated with the specific authorization of the Commission.

During the years ended December 31, 2018, 2017 and 2016, no reclassifications were made.

**Impairment in the value of a credit instrument** - The Institution must evaluate whether there is objective evidence that a credit instrument is impaired as of the consolidated balance sheet date.

A credit instrument is deemed to be impaired and an impairment loss is recognized, only if there is objective evidence of the impairment as a result of one or more events that took place after the initial recognition of the credit instrument, which had an impact on its estimated future cash flows that can be determined reliably. It is highly unlikely that one event can be identified that is the sole cause of the impairment, and it is more feasible that the combined effect of different events might have caused the impairment. The expected losses as a result of future events are not recognized, regardless of the probability that such events might occur.



Objective evidence that a credit instrument is impaired includes observable information such as, among others, the following events:

- a) Significant financial difficulties of the issuer of the instrument;
- b) It is probable that the issuer of the instrument will be declared bankrupt or another financial restructuring will take place;
- c) Noncompliance with the contractual clauses, such as default on payment of interest or principal;
- d) Disappearance of an active market for the instrument in question due to financial difficulties, or
- e) A measurable decrease in the estimated future cash flows of a group of securities since the initial recognition of such assets, even though the decrease cannot be matched with the individual securities of the group, including:
  - i. Adverse changes in the payment status of the issuers in the group, or.
  - ii. Local or national economic conditions which are correlated with defaults on the securities of the group.

Management has not identified objective evidence of impairment of a credit instrument held as of December 31, 2018 and 2017.

**Repurchase agreements** - Sale and repurchase agreements are those in which the buying party acquires for a sum of money the ownership of securities and undertakes, in the agreed-upon term and upon a payment of the same price plus a premium, to transfer ownership of similar securities to the seller. Unless otherwise agreed, the premium is for the benefit of the buying party.

For legal purposes, repurchase transactions are considered as a sale in which an agreement to repurchase the transferred financial assets is executed. However, the economic substance of repurchase transactions is that of a secured financing in which the buying party provides cash as financing in exchange for obtaining financial assets that serve as collateral in the event of default.

The repurchase transactions are recorded as indicated below:

On the contracting date of the repurchase transaction, when the Institution acts as the selling party, the entry of the cash or asset or a debit settlement account is recognized, as well as an account payable at fair value, which represents the obligation to repay such cash to the buying party. The account payable is valued during the term of the repurchase transaction at its amortized cost, recognizing the interest in results as they are earned.

When the Institution acts as the buying party, on the contracting date of the repurchase transaction, the withdrawal of funds available or a credit settlement account is recognized, giving rise to an account receivable at fair value, which is equal to the agreed price, representing the right to recover the cash delivered. The account receivable is valued subsequently during the term of the repurchase agreement at its amortized cost, recognizing the interest on the repurchase agreement.

When the transactions performed are classified as cash-oriented, the seller's intention is to obtain cash financing by using financial assets as collateral while the buying party obtains a return on its investment and, as it does not seek ownership over specific securities, receives financial assets held as collateral which serve to mitigate the exposure to risk face by the party in relation to the selling party. The selling party repays to the buying party the interest calculated based on the agreed rate of the repurchase agreement. Also, the buying party obtains yields on its investment, which is secured by the collateral.

When the transactions performed are considered as securities-oriented, the intention of the buying party is to temporarily access certain specific securities held by the selling party, by granting cash as collateral, which serves to mitigate the exposure to risk faced by the selling party in relation to the buying party. In this regard, the selling party pays the buying party the interest agreed at the repurchase agreement rate for the implicit financing obtained on the cash that it received, in which such repurchase rate is generally lower than that which would have been agreed in a "cash-oriented" repurchase agreement.





Regardless of the economic intent, the accounting for “cash-oriented” or “securities-oriented” repurchase transactions is identical.

***Noncash collateral granted and received in repurchase transactions*** - In relation to the collateral granted by the selling party to the buying party (other than cash), the buying party recognizes the collateral received in memorandum accounts, following the valuation guidelines for the securities established in treatment B-9 “Custody and Management of Assets”. The selling party reclassifies the financial asset in its balance sheets to restricted assets, which follows the valuation, presentation and disclosure standards as applicable.

When the buying party sells or pledges the collateral, the proceeds from the sale are recorded, and a liability for the obligation to repay the collateral to the selling party (measured initially at the fair value of the collateral) and is subsequently valued at fair value in a sale, and at amortized cost if is considered as a pledge in another repurchase transaction (in which case, any difference between the price received and the fair value of the liability is recognized in results of the year). For purposes of presentation, the liability is offset by accounts receivable referred to as Repurchase agreements, which is generated when the purchases are reported. The debit or credit balance is shown under Repurchase agreements or sold collaterals or pledged as security as appropriate.

Furthermore, if the buying party becomes a selling party due to another repurchase transaction with the same collateral as the initial transaction, the interest on the second repurchase transaction must be recognized in results for the year as earned, based on the liability valued at amortized cost.

Memorandum accounts recognized for collateral received by the buying party are cancelled when the repurchase transaction matures or when the selling party defaults.

For transactions where the buying party sells or pledges the collateral received (for example, when another repurchase or securities loan transaction is agreed), memorandum accounts are used to control such collateral sold or pledged, which is valued using the standards applicable to custody transactions included in Criterion B-9 “Custody and Assets Management”.

Memorandum accounts which are recognized for collateral received that in turn was sold or pledged by the buying party are cancelled when the collateral sold is purchased to return it to the selling party, or when the second transaction matures or the other party defaults.

***Derivative instrument transactions***- The Institution has two types of transactions with derivative financial instruments:

- Hedging purposes - Its objective is to mitigate the risk of an open risk position through operations with financial derivative instruments.
- Trading purposes - Its objective is different from that of covering open risk positions by assuming risk positions as a participant in the derivatives market.

The Institution initially recognizes all of its derivatives (including those that are part of a hedging relationship) as assets or liabilities (depending on the related rights and/or obligations) in the consolidated balance sheet at fair value, which is presumed to be equal to the price agreed in the transaction.

Transaction costs that are directly attributable to the purchase of the derivative are recognized directly in results.

Subsequently, all derivatives are valued at fair value without deducting any transactions costs incurred during the sale or any other type of disposal, recognizing the valuation effect in results for the period under “Gains/losses on financial assets and liabilities (net)”, except when the derivative financial instrument forms part of a cash flow hedge relationship.



The rights and obligations of derivatives that are traded in recognized markets or stock exchanges are considered to have matured when the risk position is closed, i.e., when an opposite derivative with the same characteristics is traded in such market or stock exchange.

The rights and obligations of derivatives that are not traded in recognized markets or stock exchanges are considered to have matured when they reach their maturity date, when the rights are exercised by either party or when the parties early exercise the rights in accordance with the related conditions and the agreed consideration is settled.

Derivatives are presented in a specific heading of assets or liabilities, depending on whether their fair value (as a result of the rights and/or obligations established) refers to a debit balance or credit balance, respectively. Such debit or credit balances may be offset as long as they comply with the respective offsetting rules.

The Institution presents this item under the caption “Derivatives” (debit or credit balance) on the consolidated balance sheets by segregating derivatives for trading purposes from derivatives for hedging purposes.

#### ***Derivatives held for trading***

##### *Forward and future contracts for trading:*

Forward and future contracts for trading are those that establish an obligation to buy or sell an underlying asset on a future date at a pre-established amount, quality and price on a trading contract. Both forward and futures contracts are recorded by the Institution as assets and liabilities in the consolidated balance sheets at the exchange rate established in the related underlying asset purchase-sale contract, to recognize the right and the obligation to receive and/or deliver the underlying asset, and the right and the obligation to receive and/or deliver cash equivalent to the underlying asset specified in the contract.

Transaction costs that are directly attributable to the purchase of the derivative are recognized directly in results.

For forward contracts, the exchange difference between the exchange rate agreed in the contract and the monthly forward exchange rate, as well as the valuation effects, are recorded in the consolidated statements of income under “Gains/losses on financial assets and liabilities (net)”.

For futures contracts, a margin account is created whose counterparty is a clearing house, so as to minimize counterparty credit risk.

The margin account given in cash, does not form part of the initial net investment of the derivative, which is accounted for separately from the derivative.

For consolidated financial statement classification purposes, with respect to derivative instruments that incorporate both rights and obligations, such as futures, forwards and swaps, such rights and obligations are offset by contract and the resulting net debit or credit balances are recognized a derivative asset or liability, respectively.

##### *Option contracts:*

Options are contracts that, in exchange for a premium, grant the right, but not the obligation, to buy or sell a specified number of underlying instruments at a fixed price within a specified period. For the rights that grant the options are divided in purchase options (call) and sale options (put).



The holder of a call has the right, but not the obligation, to purchase from the issuer a specified number of underlying assets at a fixed price (exercise price) within a specified period.

The holder of a put has the right, but not the obligation, to sell a specified number of underlying assets at a fixed price (exercise price) within a specified period.

Options may be exercised at the end of the specified period (European options) or at any time during the period (American options); the exercise price is established in the contract and may be exercised at the holder's discretion. The instrument used to set this price is the reference value or underlying asset. The premium is the price paid by the holder to the issuer in exchange for the rights granted by the option.

The Institution records the premium paid/received for the option on the transaction date as an asset or liability. Any fluctuations in the fair value are recognized in the consolidated statements of income under the heading "Gains/losses on financial assets and liabilities (net)". When an option matures or is exercised, the premium recognized is cancelled against results for the year, also under "Gains/losses on financial assets and liabilities (net)".

Recognized options that represent rights are presented, without offsetting, as a debit balance under the asset line item Derivatives. Recognized options that represent obligations are presented, without offsetting, as a credit balance under the liability line item Derivatives.

Trading option contracts are recorded in memorandum accounts at their exercise price, multiplied by the number of securities, distinguishing between options traded on the stock market from over-the-counter transactions, in order to control risk exposure.

All valuation gains or losses recognized before the option is exercised or before its expiration, are treated as unrealized and are not capitalized or distributed to stockholders until realized in cash.

#### *Swaps:*

A swap contract is an agreement between two parties establishing a bilateral obligation for the exchange of a series of cash flows within a specified period and on previously determined dates.

The Institution recognizes in the consolidated balance sheets an asset and a liability arising from the rights and obligations of the contractual terms, valued at the present value of the future cash flows to be received or delivered according to the projection of the implicit future rates to be applied, discounting the market interest rate on the valuation date using curves provided by the price vendor, which are reviewed by the market risk area.

Transaction costs that are directly attributable to the purchase of the derivative are recognized directly in results.

Subsequently, all derivatives other than hedging derivatives are valued at fair value without deducting any transaction costs incurred during the sale or any other type of disposal, recognizing the valuation effect in the results of the year.

If the counterparty credit risk of a financial asset related to the rights established in the derivatives is impaired, the book value must be reduced to the estimated recoverable value and the loss is recognized in the results of the year. If the impairment situation subsequently disappears, the impairment is reversed up to the amount of the previously recognized impaired loss, recognizing this effect in the results of the period in which this occurs.

A swap contract may be settled in kind or in cash, according to the conditions established.

The result of offsetting the asset and liability positions, whether debit or credit, is presented as part of the "Derivatives" line item.

#### *Hedging derivatives*

Management enters into transactions with derivatives for hedging purposes using swaps.



Financial assets and liabilities which are designated and fulfill the requirements to be designated as hedged items, as well as financial derivatives which form part of a hedging relationship, are recognized in conformity with the hedge accounting provisions for the recognition of the gain or loss on the hedging instrument and of the hedged item in conformity with that established in Accounting Criterion B-5, Derivatives and hedging transactions, issued by the Commission.

A hedge relationship qualifies for designation as such when all of the following conditions are fulfilled:

- Formal designation and sufficient documentation of the hedging relationship.
- The hedge should be highly effective in achieving the offsetting of the changes in fair value or in the cash flows attributable to the risk covered.
- For cash flow hedges, the forecast transaction proposed for hedging should be very likely to occur.
- The hedge should be reliably measurable.
- The hedge should be valued continuously (at least quarterly).

All the derivatives for hedging purposes are recognized as assets or liabilities (depending on the rights and/or obligations they contain) on the consolidated balance sheets, initially at fair value, which is the price agreed in the transaction.

The result of offsetting the asset and liability positions, whether debit or credit, is presented separately from the primary position hedged and forms part of the caption "Derivatives" on the consolidated balance sheets and the interest accrued is recorded in the consolidated statements of income under the caption "Interest income" or "Interest expense".

Derivatives transactions for hedging purposes are valued at market price and the effect is recognized depending on the type of accounting hedge, as follows:

- a. Fair value hedges - Represents a hedge against exposure to changes in the fair value of recognized assets or liabilities or of firm commitments not recognized, or a portion of both, which is attributable to a specific risk and which may affect the results for the period.

The primary position of the risk hedged and the derivative hedge instrument are valued at market price, with the net effect recorded in the results of the period in the heading "Gains/losses on financial assets and liabilities (net)".

In fair value hedges, the adjustment to the book value for the valuation of the hedged item is presented in a separate caption on the consolidated balance sheets.

- b. Cash flow hedges – Represents a hedge against exposure to variations in the cash flows of a forecast transaction which (i) is attributable to a specific risk associated with a recognized asset or liability, or with a highly probable event, and which (ii) may affect the result of the period. The hedged derivative instrument is valued at market price. The effective portion of the gain or loss on the hedge instrument is recorded in the comprehensive profit and loss account as part of stockholders' equity and the ineffective portion is recorded in the results for the year as part of the "Gain/loss on financial assets and liabilities".

The effective hedge component recognized in stockholders' equity associated with the hedged item, is adjusted to equal the lower (in absolute terms) of the accumulated gain or loss on the financial hedge derivative since its inception, and the accumulated change in the present value of the future cash flows expected from the hedged item since the inception of the hedge.

Any residual gain or loss on the hedge instrument is recognized in the results for the period.

The Institution suspends hedge accounting when the derivative has matured, when is canceled or exercised, when the derivative is not sufficiently effective to offset the changes in the fair value or cash flows from the hedged item, when it is established that the forecast transaction will not occur, or when it is decided that the hedged designation will be canceled.



When fair value hedge accounting is no longer applied prospectively, any adjustment to the book value for the valuation of the hedged item attributable to the hedged risk, is amortized in the results for the period. The amortization is performed by the straight-line method over the remaining life of the item originally hedged.

When a cash flow hedge accounting is suspended, the accumulated gain or loss related to the effective portion of the hedge derivative that was recognized in stockholders' equity as part of comprehensive income during the period of time that the hedge was effective, remains in stockholders' equity until the effects of the forecast transaction affect results. If it is no longer probable that the forecast transaction will occur, the gain or loss that was recognized in the comprehensive income account is recorded immediately in the results. When the coverage of a forecast transaction is demonstrated to be effective on a prospective basis and subsequently is not highly effective, the accumulated gain or loss for the effective portion of the hedge derivative that was recognized in stockholders' equity as part of comprehensive income during the period that the hedge was effective, is reclassified proportionally to results, when the forecast transaction is affected in the results.

Derivatives packages listed on recognized markets as a single instrument are recognized and valued collectively (i.e., without disaggregating each financial derivative individually). Derivatives packages not listed on a recognized market are recognized and valued on a disaggregated basis for each derivative that comprises such packages.

The result of offsetting the asset and liability positions, whether debit or credit, is presented separately from the primary position hedged, as part of the heading "Derivatives" on the consolidated balance sheets.

***Embedded derivatives*** - An embedded derivative is a component of a hybrid (combined) financial instrument that includes a nonderivative contract (known as the host contract) in which certain cash flows vary in a manner similar to that of a standalone derivative. An embedded derivative causes certain cash flows required by the contract (or all cash flows) to be modified according to changes in a specific interest rate, the price of a financial instrument, an exchange rate, a price or rate index, a credit rating or index, or other variables allowed by applicable laws and regulations, as long as any nonfinancial variables are not specific to a portion of the contract. A derivative that is attached to a financial instrument but that contractually cannot be transferred independently from that instrument or that has a different counterparty, is not an embedded derivative but a separate financial instrument (i.e. structured operations).

An embedded derivative is separated from the host contract for purposes of valuation and to receive the accounting treatment of a derivative, only if all the following characteristics are fulfilled:

- a. The economic characteristics and risks of the embedded derivative are not clearly and closely related to the economic characteristics and risks of the host contract;
- b. A separate financial instrument that has the same terms of the embedded derivative would comply with the definition of a derivative, and
- c. The hybrid (combined) financial instrument is not valued at fair value with changes recognized in the results (for example, a derivative that is not embedded in a financial asset or a financial liability valued at fair value should not be separated).

The effects of the valuation of embedded derivatives are recorded under the same line item in which the host contract is recorded.

A foreign currency embedded derivative in a host contract, which is not a financial instrument, is an integral part of the agreement and therefore clearly and closely related to the host contract provided that it is not leveraged, does not contain an optional component and requires payments denominated in:

- The functional currency of one of the substantial parties to the contract;
- The currency in which the price of the related good or service that is acquired or delivered is regularly denominated for commercial transactions around the world;
- A currency which has one or more characteristics of the functional currency for one of the parties.



There is no established valuation of the embedded derivatives denominated in foreign currency contained in contracts when such contracts require payments in a currency commonly used to purchase or sell nonfinancial items in the economic environment in which the transaction is carried out (for example, a stable and liquid currency commonly used in local transactions, or in foreign trade).

**Foreign currency transactions** - Foreign currency transactions are recorded at the exchange rate in effect on the transaction date. Assets and liabilities denominated in foreign currency are adjusted at the year-end exchange rates determined and published by the Central Bank.

Revenues and expenses from foreign currency transactions are translated at the exchange rate in effect on the transaction date, except for transactions carried out by the foreign subsidiaries, which are translated at the fix exchange rate at the end of each period.

Foreign exchange fluctuations are recorded in the consolidated statements of income of the year in which they occur.

**Commissions collected and related costs and expenses** - The commissions collected for the initial granting of the loans are recorded as a deferred credit under deferred credits and advance collections, which is amortized against results of the year under Interest income using the straight-line method over the loan term.

The commissions collected for loan restructurings or renewals are added to any commissions recorded at loan origination, and are recognized as a deferred credit which is amortized in results using the straight-line method over the new term of the loan.

The commissions recognized after the initial granting of the loans are those incurred as part of the maintenance of such loans, or those collected on loans which were not placed and are recognized in results at the time they are incurred or earned.

Incremental costs and expenses associated with the initial granting of the loan are recognized as a deferred charge, which are amortized to results as Interest expense during the same accounting period in which the revenues from commissions collected are recognized.

Any other cost or expense different from those described above, including those related to promotion, advertising, potential customers, management of existing loans (follow-up, control, recoveries, etc.) and other secondary activities related to the establishment and monitoring of credit policies, is recognized directly in the results of the year as it is accrued and classified in accordance with the nature of the cost or expense.

**Performing loan portfolio** - The Institution applies the following criteria to classify loans within performing portfolio:

- Loans that are current in the payments of both principal and interest.  
Loans with extension of the loan payment, as well as those loans with payment of principal and overdue interest which had no classified as non-performing portfolio, and
- Restructured or renewed loans, which were previously classified as non-performing loan portfolio, which have evidence of sustained payment.

**Non-performing loan portfolio** - The Institution applies the following criteria to classify uncollected loans as non-performing:

1. If the borrowers are declared bankrupt, except for those loans:
  - i. For which the Institution continues to receive payment under the terms of section VIII of Article 43 of the Bankruptcy Law, or
  - ii. That are granted under Article 75 in relation to Sections II and III of Article 224 of the above mentioned Law.



2. Loans for which payments of principal, interest or both, have not been received in accordance with the originally agreed terms, considering for this purpose the policies for the transfer to non-performing loan portfolio.

***Transfer to non-performing loan portfolio***

The unpaid balance in accordance with the payment conditions established in the loan agreement will be recorded as non-performing loans when:

1. It is known that the borrower is declared insolvent, in accordance with the Commercial Bankruptcy Law.

Notwithstanding the provisions within this section, loans for which the Institution continue receiving payments under terms of section VIII of article 43 of the Commercial Bankruptcy Law, as well as the loans granted under article 75 in relation to sections II and III of article 224 of the aforementioned Law, will be transferred to non-performing loan portfolio when they fall under the conditions set forth in numeral 2 below, or:

2. Loans with outstanding principal, interest or both, with the following characteristics:
  - a) Loans with a single payment of principal and interest at maturity are classified as non-performing 30 calendar days after the date of maturity.
  - b) Loans with a single payment of principal at maturity and with periodic interest payments are classified as non-performing 90 calendar days after interest is due or 30 calendar days after principal is due.
  - c) Loans, including housing loans, whose principal and interest payments have been agreed in periodic installments are classified as non-performing 90 calendar days after they become due.
  - d) Revolving loans for which the borrower has failed to render payment on two monthly billing periods, or, if the billing period is different from monthly, are 60 or more calendar days overdue.
  - e) Immediate collection documents referenced in accounting criteria B-1 "Funds available" will be reported in the non-performing portfolio at the date of the overdraft.
3. Repayments that were not fully settled under the terms originally agreed and present 90 or more days in arrears:
  - a) Payments for loans acquired from INFONAVIT or FOVISSTE, based on the respective payment modality (REA or ROA), as well as
  - b) Loans made to individuals intended for remodeling or improvement of the home for nonprofit-making purposes which are backed by the savings from the housing subaccount of the borrower.

The transfer to non-performing portfolio of the loans referred to in numeral 3 will be subject to the exceptional deadline of 180 or more days in arrears from the date that:

- a. The loan resources are used for the purpose for which they were granted;
- b. The borrower begins a new employment relationship for which they have a new employer, or
- c. The Institution has received the partial payment of the respective installment. The exception contained in this subsection will be applicable provided that it refers to loans under the ROA scheme, and each of the payments made during such period represent at least 5% of the installment agreed.



The exceptions will not be mutually exclusive.

In respect of the maturities referred to in paragraphs 2 and 3 of the preceding subparagraph, monthly periods may be used, irrespective of the number of days each calendar month has, in accordance with the following equivalences:

30 days	One month
60 days	Two Months
90 days	Three Months

Furthermore, in the event that the time limit set expires on a non-business day, this period will be understood to be the next working day.

For loan portfolio acquisitions, in order to determine the days in arrears and the respective transfer to non-performing portfolio, any defaults committed by the borrower since the origination of the loan must be considered.

**Classification of loan portfolio and allowance for loan losses** - The Institution has classified its loan portfolio as follows:

- a. Commercial: Direct or contingent loans, including bridge loans denominated in Mexican pesos, foreign currency, investment units ("UDIS") or multiples of the minimum wage ("VSM"), together with any accrued interest, which are granted to corporations or individuals with business activities and are used in connection with commercial or corporate activity; includes loans granted to financial entities other than interbank loans with maturities of less than 3 business days, loans arising from financial factoring, discounts and the assignment of credit rights and leasing transactions executed with such corporations or individuals; loans granted to trustees who act under the protection of trusts, and the credit schemes commonly known as "structured". This classification also includes loans granted to states, municipalities and their decentralized agencies when are subject to qualification in accordance with the applicable provisions.
- b. Housing loans: Direct loans denominated in Mexican pesos, foreign currency, UDIS or in VSM, and the interest they generate, granted to individuals and intended for acquisition or construction, remodeling or improvement of homes for nonprofit making purposes; they also include cash loans guaranteed by the home of the borrower and loans granted for such purposes to former employees of the Institution.

The Institution recognizes reserves created to credit risks in accordance with such provisions, as follows:

**Commercial loan portfolio:**

The allowance for loan losses of each loan is determined by applying the following formula:

$$R_i = PI_i \times SP_i \times EI_i$$

Where:

- R<sub>i</sub> = Amount of reserves to be created for the nth loan.  
P<sub>i</sub> = Probability of default of the nth loan.  
S<sub>i</sub> = Severity of loss of the nth loan.  
E<sub>i</sub> = Exposure to default of the nth loan.





Default Exposure (EI) is the balance of revocable credit lines plus the unused portion of irrevocable credit lines. The Probability of Default (PI) is the probability of customer default, which considers quantitative and qualitative information, the Institution classifies the commercial loan portfolio in groups to calculate the PI. Loss Severity (SP) is the percentage of the EI that would be lost in the event of loan default and depending on the loan enhancements and portfolio type.

The parameter EI, should be calculated each month, the PI<sub>i</sub>; and the SP<sub>i</sub> at least each quarter.

a) *Probability of default:*

The probability of default of each loan (PI<sub>i</sub>), is calculated using the following formula:

$$PI_i = \frac{1}{1 + e^{-\frac{(500 - TotalCreditScore_i) \times \ln(2)}{40}}}$$

For purposes of the above:

1. The total credit score of each borrower will be obtained by applying the following:

$$TotalCreditScore_i = \alpha \times (QuantitativeCreditScore_i) + (1 - \alpha) \times (QualitativeCreditScore_i)$$

Where:

*Quantitative Credit Score i* = is the score obtained for the nth borrower when evaluating the risk factors.

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$\alpha$  = is the relative weight of the quantitative credit score.

The Loss Severity (SP<sub>i</sub>) for commercial loan portfolio and which lack actual or personal guarantees and those derived from the loan itself will be:

- a. 45% to loans which lack actual or personal guarantees and those derived from the loan.
- b. 75% to syndicated loans. In those contractually subordinated to those of other creditors for payment prioritization purposes.
- c. 100% for loans with payments that are 18 months or more past-due based on the settlement terms under the originally agreed terms.

The Institution may recognize mortgage collateral, personal guarantees, and credit derivatives in the estimation of the Severity of the Loss on the loans, for the purpose of decreasing the loan reserves originated by the loan portfolio rating. In any case, it may elect to not recognize the guarantees if they result in larger loan reserves. For such purpose, the Provisions established by the Commission are applied.

b) *Default exposure*

The default exposure of each loan (EI<sub>i</sub>) is determined by considering the following factors:

- i) Uncommitted credit lines that can be unconditionally canceled or automatically canceled at any time without the Institution giving prior notice.

$$EI_i = Si$$



ii) For the other lines of credit:

$$EI_i = S_i * \text{Max} \left\{ \left( \frac{S_i}{\text{AuthorizedLineofCredit}} \right)^{-0.5794}, 100\% \right\}$$

Where:

*Si*: The unpaid balance of the nth loan at the classification date, which represents the amount of loan granted to the borrower, adjusted for accrued interest, less payments of principal and interest, as well as debt reductions, forgiveness, rebates and discounts granted.

In any case, the amount subject to the classification must not include uncollected accrued interest recognized in memorandum accounts on the consolidated balance sheet, for loans classified in non-performing portfolio.

*Authorized Line of Credit*: The maximum authorized amount of the line of loan at the classification date.

The allowance for loan losses of commercial loan portfolio of a Multiple Purpose Financial Entity, in which the institutions held less than 99% of their capital stock, is calculated by multiplying the exposure to default by 0.5% in accordance to the General Provisions.

*Loans granted under the terms of the Bankruptcy Law*

In the case of loans granted under the terms of section II of article 224 of the Bankruptcy Law, the Severity of the Loss is subject to the following treatment:

$$SP_i = \text{Max} \left( \text{Min} \left( 1 - \frac{\text{CreditEnhancements} + \text{AdjustedNetWorth}}{Si}, 45\% \right), 5\% \right)$$

Where:

*Credit Enhancements* = The credit enhancements provided pursuant to article 75 of the Bankruptcy Law by applying, as the case may be, the required adjustment factors or discount percentages based on each type of admissible enhancement.

*Adjusted Net Worth* = Net Worth, as defined by the Bankruptcy Law, after deducting the amount of obligations referred to by section I of article 224 of the aforementioned Law and applying a 40% discount to the resulting amount.

*Si* = the outstanding balance of loans granted under the terms of section II of article 224 of the Bankruptcy Law at the rating date.

In the case of loans granted under the terms of section III of article 224 of the Bankruptcy Law, the Severity of the Loss is subject to the following treatment:

$$SP_i = \text{Max} \left( \text{Min} \left( 1 - \frac{\text{AdjustedNetWorth}}{Si}, 45\% \right), 5\% \right)$$

In which:

*Adjusted Net Worth* = Net Worth, as defined by the Bankruptcy Law, by deducting the amount of the obligations referred to by sections I and II of article 224 of that Law and applying a 40% discount rate to the resulting amount.



$S_i$  = the outstanding balance of loans granted under the terms of section III of article 224 of the Bankruptcy Law at the rating date.

***Housing loan portfolio:***

When classifying the housing loan portfolio, the Institution considers the type of loan, the estimated probability of default of the borrowers, the severity of the loss associated with the value and nature of the loan's collateral and the exposure to default.

Furthermore, the Institution rates, calculates and records the allowances for loan losses on the housing loan portfolio as follows:

***Due and Payable Amount-*** Amount which the borrower is obligated to pay in the agreed billing period without considering any previous due and payable amounts that were not paid. If the billing is semi-monthly or weekly, the due and payable amounts of the two semi-monthly payments or four weekly payments in the month, respectively, must be added up so that the due and payable amount reflects a monthly billing period.

The discounts and rebates may reduce the due and payable amount only when the borrower complies with the conditions required in the credit contract for such purpose.

***Payment made-*** Includes total payments made by the borrower in the billing period. Write-offs, reductions, amounts forgiven, rebates and discounts made to the loan or group of loans are not considered as payments. If the billing is semi-monthly or weekly, the two semi-monthly payments or four weekly of a month, respectively, must be added up so that the payment made reflects one full monthly billing period. The variable "payment made" must be greater than or equal to zero.

***Credit Balance  $S_i$***  - The unpaid balance at the classification date, which represents the amount of the loan granted to the borrower, adjusted for accrued interest, less any insurance payments which were financed, collections of principal and interest, as well as reductions, amounts forgiven, rebates and discounts granted, as the case may be.

***Days in arrears-*** Number of arrears observed at the calculation date of reserves.

***Times:*** Number of times that the borrower pays the original amount of the loan. This number will be the coefficient resulting from dividing the sum of all the scheduled payments at the time of origination, by the original amount of the loan.

If the loan payments consider a variable component, the Institution's best estimate will be used to determine the value of the sum of all the scheduled payments that the borrower has to make. The value of such sum cannot be less than or equal to the original amount of the loan.

The total amount of the allowance for loan losses to be established by the Institution will be equal to the allowance for loan losses on each loan, as follows:

$$R_i = PI_i \times SP_i \times EI_i$$

Where:

$R_i$  = Amount of reserves to be created for the nth loan.

$PI_i$  = Probability of default on the nth loan.

$SP_i$  = Severity of the loss on the nth loan.

$EI_i$  = Exposure to default on the nth loan.



**Evidence of sustained payment:**

If loans are recorded in non-performing loan portfolio, the Institution holds them in this classification until there is evidence of sustained payment, as follows:

1. Payment compliance by the borrower without arrears for the total due and payable amount of principal and interest, of at least three consecutive repayments under the loan payment scheme, or in the case of loans with repayments which cover periods longer than 60 calendar days, the settlement of one payment.

In the case of loans which the Institution has acquired from the INFONAVIT, where the terms that the aforementioned agencies contracted with borrowers must be respected, sustained payment of the loan is deemed to exist when the borrower has covered without any arrears, the total due and payable amount of principal and interest, of at least one repayment of the loans under the Ordinary Repayment Regime (ROA) and three repayments for loans under the Special Repayment Regime (REA).

2. For loan restructurings with periodic payments of principal and interest whose repayments are lower than or equal to 60 days in which the periodicity of payment is modified to shorter periods, the number of repayments equivalent to three consecutive repayments under the original loan payment scheme must be considered. For loans which remain under a single payment scheme for principal at maturity, which are established in numeral 4 below will be applied.
3. In the case of consolidated loans, where two or more loans originated the transfer to non-performing loan portfolio, to determine the required repayments, the original loan payment scheme whose repayments are equal to the longest period in question must be applied.

In any case, there must be evidence that the borrower has the capacity to pay at the time the restructuring or renewal is performed in order to fulfill the new credit conditions. The factors which must be considered include all of the following: the probability of intrinsic default by the creditor, the collateral established for the restructured or renewed loan, the payment priority in relation to other creditors and the liquidity of the borrower in light of the new financial structure of the loan.

4. In the case of loans with a single payment of principal at maturity, regardless of whether the payment of interest is periodic or at maturity, sustained payment of the loan is deemed to exist when either of the following assumptions is fulfilled:
  - a. The borrower has covered at least 20% of the original amount of the loan at the time of the restructuring or renewal, or,
  - b. The amount of accrued interest was covered in accordance with the restructuring or renewal payment scheme for a period of 90 days.

The advance payment of the repayments of restructured or renewed loans, other than those with a single payment of principal at maturity, regardless of whether the interest is paid periodically or at maturity, is not considered evidence of sustained payment. Such is the case with repayments of restructured or renewed loans which are paid without the calendar days equivalent to the required periods having elapsed pursuant to numeral 1 above.

***Distressed portfolio:***

The Institution considers distressed portfolio commercial loans for which it is determined that, based on current information and events as well as the results of the loan review process, there is significant possibility that the outstanding principal and interest balances of the loan may not be recovered in full in accordance with the terms and conditions originally agreed. Both the performing and non-performing portfolio are likely to be identified as distressed portfolio.



***Restructuring processes and renewals*** - A restructuring process is a transaction derived from any of the following situations:

- a) The extension of the guarantees covering the loan in question, or
- b) The modification of the original loan conditions or payment scheme, including the following:
  - The modification of the interest rate established for the remaining loan period;
  - The change of currency or unit of account, or
  - The concession of a grace period regarding the payment obligations established according to the original loan terms, unless this concession is granted following the conclusion of the originally agreed period, in which case it is considered as a renewal.
  - Extension of the loan payment period.

A renewal occurs when the loan balance is settled partially or totally, through an increase in the original amount of the loan, or with the product derived from another loan contracted with the same entity, to which the same borrower is party, a joint obligor of such borrower or another person who due to his property links assumes common risks.

Notwithstanding the above, a loan will not be considered as renewed for the dispositions made during the effective term of a pre-established credit line, as long as the borrower has settled the total amount of the payments which are due and payable under the original conditions of the loan.

The specific standards related to the recognition of restructurings and renewals are as follows:

1. Non-performing loans which are restructured or renewed will remain in the non-performing loan portfolio until there is evidence of sustained payment.
2. Loans with a single payment of principal at maturity, regardless of whether the interest is paid periodically or at maturity, which are restructured during their term or renewed at any time, will be considered as non-performing portfolio until there is evidence of sustained payment.
3. Loans granted under a line of credit, whether revolving or not, which are restructured or renewed at any time, may be kept in the performing portfolio provided that there were elements to justify the payment capacity of the borrower. Additionally, the borrower must have:
  - a. Settled the total due and payable interest, and
  - b. Total payments required under the terms of the contract at the date of the restructuring or renewal, are covered.
4. In the case of dispositions made under a line of credit, when they are restructured or renewed independently from the credit line supporting them, they must be evaluated in accordance with the provisions based on the characteristics and conditions applicable to the restructured or renewed dispositions. When as a result of such analysis it is concluded that one or more of the dispositions made under a credit line should be transferred to non-performing loan portfolio due to the effect of their restructuring or renewal, and whether individually or collectively, represent at least 25% of the total balance exercised of the line of credit at the date of the restructuring or renewal, such balance, as well as subsequent dispositions, must be transferred to non-performing loan portfolio as long as there is no evidence of sustained payment of the dispositions which originated the transfer to non-performing loan portfolio. Also, the total dispositions made under the line of credit have complied with the due and payable obligations at the date of the transfer to performing loan portfolio.
5. Performing loans with characteristics different from those included in numerals 2 through 4 before, those which are restructured or renewed, without at least 80% of the original loan term, will still be considered as performing, only when:
  - a. The borrower has settled the total amount of the accrued interest at the date of the renewal or restructuring, and
  - b. The borrower has settled the principal of the original amount of the loan, which should have been settled at the date of the renewal or restructuring.



In case of non-compliance with all the conditions described in the preceding numeral, loans will be considered as non-performing loan portfolio since the time they are restructured or renewed until there is evidence of sustained payment.

6. Performing loans with characteristics different from those established in numerals 2 through 4 which are restructured or renewed during the course of the final 20% of the original loan term, will be considered as performing only when the borrower has:
  - a. Settled the total interest accrued as of the date of the renewal or restructuring;
  - b. Settled the principal of the original amount of the loan, which should have been settled as of the date of the renewal or restructuring, and
  - c. Settled the 60% of the original amount of the loan.

In case of non-compliance with all the conditions described in the preceding numeral, they will be considered as non-performing loan portfolio from the moment they are restructured until there is evidence of sustained payment.

The requirements referred to the numerals 5 and 6 of subsection a) above, will be considered as fulfilled when, after the interest accrued as of the last cutoff date has been settled, the term elapsed between such date and the restructuring or renewal does not exceed the lower of half the payment period in question or 90 days.

Performing loans with partial periodic payments of principal and interest restructured or renewed on more than one time, may remain in performing loan portfolio if, in addition to the conditions established in numerals 5 or 6 above, as the case may be, the Institution has elements to substantiate the payment capacity of the borrower. Elements must be clearly documented and included in the loan file in the case of commercial loans.

If in a restructuring or renewal, different loans granted to the same entity to the same borrower are consolidated, each of the consolidated loans must be analyzed as if they were restructured or renewed separately and, if as a result of such analysis it is concluded that one or more of such loans would have been transferred to non-performing loan portfolio as a result of such restructuring or renewal, the total balance of the consolidated loan must be transferred to non-performing loan portfolio.

The foregoing shall not applicable to those restructurings which at the transaction date submit payment for the total amount of the principal and interests and only modify one or more of the following original loan conditions:

- Guarantees: only when they involve the extension or substitution of guarantees by others of better quality.
- Interest rate: when the interest rate to the borrower is improved.
- Currency or unit of account: Provided that the Exchange rate corresponding to the new currency or unit of account is applied.
- Payment date: Only in the case that the exchange rate does not imply to exceed or modify the periodicity of the payments. In no case shall the change of the payment date must allow the omission of payment in any period.

***Other receivables and payable accounts, net*** - These items primarily represent receivable or payable amounts derived from the purchase-sale of currency in which immediate settlement was not agreed (value date exchange transactions). These transactions are recorded on the day they are agreed and settled within periods of 24, 48, 72 or 96 hours.

The Institution has a policy of reserving in the results those receivable accounts identified and not identified within 90 days and 60 days after the initial recognition, respectively.



The income is recorded on an accrual basis and the accumulation of accrued income is maintained at the moment in which the debit for the current 90 or more calendar days of non-payment.

***Furniture and fixtures, net*** - Furniture and fixtures are recorded at acquisition cost. The related depreciation and amortization are recorded by applying a percentage determined based on their estimated economic useful life.

***Investments in share of associates*** - Permanent investments made by the Institution in entities where it has neither control, nor joint control, nor significant influence, are initially recorded at acquisition cost. Any dividends received are recognized in current earnings, except when they are taken from earnings of periods prior to the acquisition, in which case, they are deducted from the permanent investment.

***Other assets*** – Until November 30, 2017, other assets were mainly represented by software, advance payments, operational deposit and intangible assets identified in the acquisition of Tempus and Monex Europe.

The amortization of the software and the assets with finite useful lives is calculated using the straight line method over their estimated economic useful life.

Furthermore, the heading “Other assets” includes financial instruments of the pension and retirement fund held in a trust administrated by the Institution. Those investments in the fund are maintained to cover the obligations for severance and seniority premiums of employees.

Investments in securities acquired to cover the severance and seniority premium are recorded at fair value.

For the purposes of presentation in the consolidated financial statements, if the investment in securities acquired to cover the pension plan and seniority premium exceed the liability recognized, such excess will be presented under the heading of “Other assets”. If assets are less than related obligations, such balance is included in the heading “Sundry creditors and other payables”. As of December 31, 2018, 2017 and 2016, the balance applicable to the Institution is presented by decreasing the heading of “Sundry creditors and other payables”.

***Goodwill*** - Goodwill was mainly attributable to the excess of the purchase price paid over the fair value of the net assets of Tempus and Monex Europe as of their acquisition date (November 23, 2010 and July 2, 2012, respectively), which was not amortized but was subject to impairment tests at least once a year. The Institution recorded the goodwill of the noncontrolling interest. On November 30, 2017, goodwill was eliminated in the corporate restructuring mentioned in Note 1.

***Impairment of long-lived assets in use*** - The Institution reviews the book value of long-lived assets in use for impairment when there are indicators that the net carrying amounts of the assets may not be recoverable. The impairment is recorded to the extent that the book value of the asset exceeds the recoverable amount, which is defined as the higher of the present value of net future cash flows or the estimated sales price. The impairment indicators considered for this purpose are, among others, operating losses or negative cash flows generated during the period which, if combined with a history or projection of losses, depreciation and amortization charged to results as revenue percentages, are significantly higher than those of prior years, the services rendered, competition and other economic and legal factors. As of December 31, 2018, 2017 and 2016, the management of the Institution has not identified impairment of long-lived assets.

***Deposits*** – This heading is comprised of demand deposits, including checking account, funds, saving accounts and current account deposits.

The deposits include, among others, certificates of deposit removable preset days and promissory notes payable at maturity, such deposits shall be broken down into the consolidated balance sheets as of the general public and raised through money market transactions, the latter referring to deposits made with other financial intermediaries, as well as treasuries of corporations and government entities.



The debt securities issued will be presented as a separate category, as part of these, bank bonds.

Interest is recognized in results when accrued.

The global account for inactive deposits includes the principal and interest on deposit instruments which do not have a date of maturity, or which, if they do, are renewed automatically, as well as transfers or investments which are overdue or unclaimed, as referred to in article 61 of the Credit Institutions Law.

**Bank loans and other loans** - Direct short and long-term loans received from Mexican banks are recorded under this heading, together with loans obtained from development banks. Interest is recognized in results when accrued.

**Obligations arising from settlement of transactions** - Represent amounts payable for currency purchase-sale transactions in which no immediate settlement is agreed, (foreign exchange trading value date). They are recorded on the day they are negotiated and settled within 24, 48, 72 or 96 hours.

**Sundry creditors and other payables** - Provisions are recognized when there is a present obligation derived from a past event, for which the use of economic resources is deemed probable, and can be reasonably estimated.

**Employee benefits** - Employee benefits are those granted to personnel and/or their beneficiaries in exchange for the services rendered by the employee, which include all kinds of remuneration earned, as follows:

- i. **Direct employee benefits** - Direct employee benefits are calculated based on the services rendered by employees, considering their most recent salaries. The liability is recognized as it accrues. These benefits include mainly commissions, bonus and other incentives.
- ii. **Post-employment benefits** - Liabilities for seniority premiums, pensions and severance for voluntary or involuntary termination benefits are recorded as accrued, and are calculated by independent actuaries based on the projected unit credit method using nominal interest rates.
- iii. **Employee benefit from termination** - The benefits for termination of the employment relationship which do not generate assumed obligations are recorded at the time that: a) the Institution no longer has any real alternative other than to fulfill the payments of such benefits or cannot withdraw an offer or b) the Institution fulfills the conditions established for a restructuring.
- iv. **Statutory employee profit sharing (PTU)** - PTU is recorded in the results of the year in which it is incurred. Deferred PTU is derived from temporary differences that result from comparing the accounting and tax bases of assets and liabilities and is recognized only when it can be reasonably assumed that a liability may be settled or a benefit is generated, and there is no indication that circumstances will change in such a way that the liabilities will not be paid or benefits will not be realized.

As of December 31, 2018, 2017 and 2016, PTU is determined based on taxable income, according to Section I of Article 9 of the Income Tax Law.

**Income taxes** - Income tax ("ISR") is recorded in results of the year in which incurred. Deferred taxes are calculated by applying the corresponding tax rate to temporary differences resulting from comparing the accounting and tax bases of assets and liabilities and including, if any, future benefits from tax loss carryforwards and certain tax credits. Deferred tax assets are recorded only when there is a high probability of recovery.

**Transactions in foreign currencies** - Transactions in foreign currencies are recorded at the exchange rate in effect at the date of completion. Monetary assets and liabilities in foreign currencies are valued in Mexican pesos at the Fix exchange rate published by the Central Bank at the consolidated financial statements date. Exchange differences are recorded in results.





**Financial margin** - The financial margin of the Institution is composed of the difference between total interest incomes less interest expense.

Interest income is composed of the yields generated by the loan portfolio, based on the terms established in the contracts executed with the borrowers, the agreed interest rates, the repayment of interest collected in advance, and the premiums or interest on deposits in financial entities, bank loans, margin accounts, investments in securities, repurchase agreements and securities loans, as well as debt placement premiums, commissions charged on initial loan grants, and net equity instrument dividends.

Interest expense is composed of premiums, discounts and interest on deposits with the Institution, bank loans and repurchase agreements. The amortization of costs and expenses incurred during the origination of the loan is also included under interest expense.

Both interest income and expense are periodically adjusted based on the market situation and the economic environment.

Loan interest is recognized in the consolidated statements of income as it is accrued and is based on the periods established in contracts executed with borrowers and agreed interest rates, which are normally periodically adjusted in accordance with market and general economic conditions.

**Recognition of revenues derived from securities transactions and the result of the purchase-sale of securities** - The commissions and fees generated by transactions performed with customers' securities are recorded when the transaction is agreed. The results derived from the purchase-sale of securities are recorded when each transaction is performed.

The gains or losses resulting from currency purchase-sale transactions are recorded in the consolidated statements of income under the "Gains/losses on financial assets and liabilities (net)".

**Expenses** - Expenses are recognized as they accrue.

**Consolidated statements of cash flows** - In accordance with Criterion D-4 issued by the Commission, the statement of cash flows shows the sources of cash and cash equivalents, as well as the disbursements to settle obligations.

The consolidated statements of cash flows together with the rest of the consolidated financial statements provides information that allows:

- Analysis of changes in the assets and liabilities of the Institution and in its financial structure.
- Analysis of the amounts and dates of collection and payments to adapt to the circumstances and the opportunities to generate and/or apply cash and cash equivalents.

**Memorandum accounts -**

- *Loan commitments:*

This item represents the amounts of letters of credit granted by the Institution, which are considered irrevocable commercial credits. It includes the unused lines granted to clients.

Items under this account are subject to qualification.

- *Assets in trust or mandate (Unaudited):*

Different management trusts are kept to independently account for assets received. Mandates include the declared value of the assets subject to mandate contracts entered into by the Institution. In the Mandate is recorder the declared value of the assets established by the mandate contracts celebrated by the Institution.



– *Collateral received:*

The balance is composed of all collateral received in repurchase transactions in which the Institution is the buying party.

– *Collateral received and sold or pledged as guarantee:*

The collateral received when the Institution was the buying party, and which was in turn sold by the Institution when it was the selling company, is included.

– *Uncollected interest earned on non-performing loan portfolio:*

Represents the uncollected accrued interest of non-performing loan portfolio, as well as the uncollected accrued financial revenues.

– *Other record accounts (Unaudited):*

This account includes loan amounts by determined level of risk and not qualified, as well as securities and derivative operations.

#### 4. Funds available

As of December 31, 2018, 2017 and 2016, funds available were as follows:

Funds available	2018			2017	2016
	Mexican pesos	Foreign currency	Total	Total	Total
Cash	\$ 10	\$ 45	\$ 55	\$ 70	\$ 82
Deposits in banks	6,828	6,436	13,264	8,342	6,715
Immediate collection documents	-	12	12	14	8
Remittance	-	3	3	3	2
Foreign currency sale from 24 to 96 hours (1)	-	(13,848)	(13,848)	(23,188)	(14,698)
	6,838	(7,352)	(514)	(14,759)	(7,891)
Restricted funds available:					
Foreign currency purchase from 24 to 96 hours (1)	-	25,285	25,285	30,881	23,487
Interbank loans	-	-	-	39	-
Regulatory monetary deposits (2)	229	-	229	229	229
	229	25,285	25,514	31,149	23,716
Total net	\$ 7,067	\$ 17,933	\$ 25,000	\$ 16,390	\$ 15,825

- (1) This item refers to currency purchase-sale transactions to be settled in 24 to 96 hours and which are considered as restricted until their settlement date. As of December 31, 2018, 2017 and 2016, balances denominated in foreign currency and the equivalent amounts in Mexican pesos are comprised as follows:

	2018				
	Dollars	Euros	Pound sterling	Others	Total
Total funds available-					
Purchase of foreign exchange receivable in 24 to 96 hours (Mexican pesos)	\$ 24,980	\$ 278	\$ 14	\$ 13	\$ 25,285
Sale of foreign exchange to delivered in 24 to 96 hours (Mexican pesos)	(13,416)	(363)	(14)	(55)	(13,848)
Total in funds available (Mexican pesos)	\$ 11,564	\$ (85)	\$ -	\$ (42)	\$ 11,437



The exchange rate as of December 31, 2018 was \$19.6512, \$22.4692 and \$25.0474 Mexican pesos per the U.S. dollar, Euro and Pound sterling, respectively.

	2017				
	Dollars	Euros	Pound sterling	Others	Total
Total funds available-					
Purchase of foreign exchange receivable in 24 to 96 hours (Mexican pesos)	\$ 30,130	\$ 628	\$ 98	\$ 25	\$ 30,881
Sale of foreign exchange to delivered in 24 to 96 hours (Mexican pesos)	<u>(22,554)</u>	<u>(454)</u>	<u>(129)</u>	<u>(51)</u>	<u>(23,188)</u>
Total in funds available (Mexican pesos)	<u>\$ 7,576</u>	<u>\$ 174</u>	<u>\$ (31)</u>	<u>\$ (26)</u>	<u>\$ 7,693</u>

The exchange rate as of December 31, 2017 was \$19.6629, \$23.6063 and \$26.6049 Mexican pesos per the U.S. dollar, Euro and Pound sterling, respectively.

	2016				
	Dollars	Euros	Pound sterling	Others	Total
Total funds available-					
Purchase of foreign exchange receivable in 24 to 96 hours (Mexican pesos)	\$ 23,292	\$ 152	\$ 18	\$ 25	\$ 23,487
Sale of foreign exchange to delivered in 24 to 96 hours (Mexican pesos)	<u>(14,388)</u>	<u>(196)</u>	<u>(83)</u>	<u>(31)</u>	<u>(14,698)</u>
Total in funds available (Mexican pesos)	<u>\$ 8,904</u>	<u>\$ (44)</u>	<u>\$ (65)</u>	<u>\$ (6)</u>	<u>\$ 8,789</u>

The exchange rate as of December 31, 2016 was \$20.6194, \$21.7534 and \$25.4814 Mexican pesos per U.S. dollar, Euro and Pound sterling, respectively

- (2) In accordance with the monetary policy established by the Central Bank and in order to regulate its money market liquidity, the Institution must maintain minimum deposits for indefinite periods, which accrue interest at the average bank rate. As of December 31, 2018, 2017 and 2016, these deposits amounted to \$229 in the three years. Interest income from these deposits is payable every 28 days by applying the rate established by the Central Bank's regulations.

## 5. Margin accounts

As of December 31, 2018, 2017 and 2016, the margin accounts are as follows:

	2018	2017	2016
Collaterals delivered as security	\$ 793	\$ 333	\$ 541
Valuation of futures	<u>-</u>	<u>-</u>	<u>181</u>
	<u>\$ 793</u>	<u>\$ 333</u>	<u>\$ 722</u>

As of December 31, 2018, 2017 and 2016, margin accounts for cash collateral submitted in organized operating markets are as follows:

	2018	2017	2016
Scotiabank Inverlat, S.A.	\$ 603	\$ 236	\$ 477
Banco Santander México, S.A.	107	44	51
ISDA Societe Generale	26	15	-
RJO Brien	<u>57</u>	<u>38</u>	<u>13</u>
	<u>\$ 793</u>	<u>\$ 333</u>	<u>\$ 541</u>

Security deposits cover rate futures operations, IPC futures, DEUA, dollar futures, and national currency and other futures options.



## 6. Investment in securities

*Trading securities* - As of December 31, 2018, 2017 and 2016, trading securities were as follows:

Selling party	2018				2017	2016
	Acquisition cost	Interest accrued	Increase (decrease) due to valuation	Total	Total	Total
<b>Debt instruments:</b>						
Government securities-						
Federal Government Development Bonds (BONDS)	\$ 183	\$ -	\$ -	\$ 183	\$ 116	\$ 97
Treasury bills (CETES)	595	-	-	595	1,061	59
Bonds M, M0 and M7	101	-	-	101	254	165
Federal Government Development Bonds in Udis (UDIBONOS)	138	2	2	142	78	144
Saving Protection Bonds (BPAT's)	666	9	(9)	666	4,404	10,896
United Mexican States Bonds (UMS)	-	-	-	-	4,519	12
International Government Securities-						
Debits bonds (NOTES)	-	-	-	-	-	24
Private securities-						
Marketable Certificates	6,235	28	(38)	6,225	5,040	3,538
Commercial Paper	-	-	-	-	4,896	-
Foreign Station Titles	-	-	-	-	-	3,153
Private bank issued securities -						
Promissory Note With Yield Payable at Maturity (PRLV)	400	-	6	406	22	21
Marketable Bank Certificates	2,138	13	(25)	2,126	3,190	1,701
Certificates of Deposit (CEDES)	10,107	45	(43)	10,109	6,561	1,527
<b>Capital market instruments-</b>						
Mutual funds	-	-	-	-	-	40
<b>Value date transactions-</b>						
Government securities -						
Federal Government Development Bonds (BONDS)	21	-	-	21	-	-
Treasury bills (CETES)	5	-	-	5	674	-
Bonds M, M0 and M7	(1,246)	-	(1)	(1,247)	(1,851)	-
	<u>\$ 19,343</u>	<u>\$ 97</u>	<u>\$ (108)</u>	<u>\$ 19,332</u>	<u>\$ 28,964</u>	<u>\$ 21,377</u>

*Restricted trading securities* - As of December 31, 2018, 2017 and 2016, the securities under repurchase agreement are as follows:

Selling party	2018	2017	2016
<b>Debt instruments</b>			
Government securities -			
Treasury bills (CETES)	\$ 595	\$ 1,040	\$ 59
Federal Government Development Bonds (BONDS)	183	101	97
Bonds M, M0 and M7	101	254	165
Federal Government Development Bonds in Udis (UDIBONOS)	66	78	144
Saving Protection Bonds (BPAT's)	666	4,230	10,433
United Mexican States Bonds (UMS)	-	-	12
Subtotal	<u>1,611</u>	<u>5,703</u>	<u>10,910</u>
Private securities-			
Marketable Certificates	2,051	4,754	3,179
Commercial Paper	-	168	-
Subtotal	<u>2,051</u>	<u>4,922</u>	<u>3,179</u>
Private bank issued securities-			
Marketable Bank Certificates	1,171	2,804	1,701
Certificates of Deposit (CEDES)	5,109	-	1,283
Subtotal	<u>6,280</u>	<u>2,804</u>	<u>2,984</u>
Total	<u>\$ 9,942</u>	<u>\$ 13,429</u>	<u>\$ 17,073</u>



This position is considered restricted within trading securities.

As of December 31, 2018, positions greater than 5% of the Institution's net capital in debt securities with a sole issuer (other than government securities) are as follows:

Issuer	2018		
	Weighted average term	Weighted average rate	Current value
PEMEX	3,751	10.62%	\$ 1,258
SGMEX	350	2.73%	1,967
BANOB	825	8.67%	397
BACOMER	561	8.73%	2,062
FEFA	1,274	8.90%	943
NAFF	2,591	9.32%	1,120
NAFR	871	4.24%	576
BANOBRA	1,152	8.54%	2,011
TFOVIS	10,854	5.40%	2,200
FOVISCB	10,671	5.22%	385
BBVALMX	598	3.54%	295
BSCTIA	37	2.67%	1,967
BANORTE	74	2.90%	3,019
BANAMEX	728	8.67%	301
SHF	1,820	8.99%	393
BCSFB	91	8.41%	407
NAFI645	5	0.95%	593
NAFI543	8	0.88%	491
NAFI285	12	0.86%	490
Total			<u>\$ 20,875</u>

*Securities available for sale-* As of December 31, 2018, 2017 and 2016, the securities available for sale are as follows:

	2018				2017	2016
	Acquisition cost	Interest accrued	Increase (decrease) due to valuation	Total	Total	Total
<b>Debt instruments:</b>						
Private securities-						
Marketable Certificates						
PEMEX 13-2 95	\$ 451	\$ 9	\$ (75)	\$ 385	\$ 429	\$ 557
PEMEX3 210121 D2	96	3	2	101	107	110
CEDEVIS 12U 95	-	-	-	-	-	4
CEDEVIS 13U 95	-	-	-	-	-	211
TFOVIS 14U 95	-	-	-	-	-	614
TFOVIS 14-3U 95	-	-	-	-	-	567
UMS22F2 2022F D1	302	3	(12)	293	206	210
CDVITOT9515U	-	-	-	-	-	42
FACILSA9116	-	-	-	-	-	40
PEMEX9510-2	256	10	(1)	265	548	272
PEMEX9511-3	357	3	(22)	338	341	575
TFOVICB9515-2U	-	-	-	-	-	996
TFOVIS9514 2U	-	-	-	-	-	128
	<u>\$ 1,462</u>	<u>\$ 28</u>	<u>\$ (108)</u>	<u>\$ 1,382</u>	<u>\$ 1,631</u>	<u>\$ 4,326</u>



As of December 31, 2018, 2017 and 2016, there were not indicators of impairment in relation to securities available for sale.

***Restricted securities available for sale***

As of December 31, 2018, 2017 and 2016, the restricted securities available for sale are as follows:

	2018	2017	2016
Private securities -			
PEMEX 13-2 95	\$ 385	\$ 406	\$ 557
CEDEVIS 12U 95	-	-	4
CEDEVIS 13U 95	-	-	211
TFOVIS 14U 95	-	-	614
TFOVIS 14-3U 95	-	-	567
UMS22F2 2022F D1	-	206	210
CDVITOT9515U	-	-	42
FACILSA9116	-	-	40
PEMEX9510-2	-	548	272
PEMEX9511-3	265	341	575
TFOVICB9515-2U	338	-	996
TFOVIS9514 2U	-	-	128
Total	<u>\$ 988</u>	<u>\$ 1,501</u>	<u>\$ 4,216</u>

This position is considered restricted within the securities available for sale.

***Securities held to maturity -***

As of December 31, 2018, 2017 and 2016, the securities held to maturity are as follows:

	2018	2017	2016
Private securities -			
95CDVITOT15-2U	\$ 24	\$ 35	\$ -
95CDVITOT15U	61	-	-
95TFOVICB15U	93	97	-
95TFOVIS14U	692	761	-
95FOVISCB18U	385	-	-
95CEDEVIS07-2U	68	-	-
95CEDEVIS07-3U	40	-	-
95CEDEVIS12U	3	4	-
95CEDEVIS13U	108	114	-
95PEMEX10-2	269	-	-
95TFOVICB13-3U	28	-	-
95TFOVIS14-2U	112	120	-
95TFOVIS14-3U	475	528	-
95TFOVICB15-2U	942	936	73
Total	<u>\$ 3,300</u>	<u>\$ 2,595</u>	<u>\$ 73</u>

**7. Repurchase agreements**

As of December 31, 2018, 2017 and 2016, repurchase agreements were as follows:



When the Institution acts as purchaser:

	2018		
	Repurchase agreements	Collateral	Net asset position
Government securities-			
Treasury bills (CETES)	\$ 186	\$ -	\$ 186
Federal Government Development Bonds (BONDES)	704	(704)	-
Bonds M, M0 and M7	151	-	151
Saving Protection Bonds (BPAT's)	584	(584)	-
Subtotal	1,625	(1,288)	337
Private bank issued securities-			
Marketable Bank Certificates	2,224	(212)	2,012
Subtotal	2,224	(212)	2,012
Private securities-			
Marketable Certificates	44	(44)	-
Commercial Paper	854	(854)	-
Subtotal	898	(898)	-
Total	\$ 4,747	\$ (2,398)	\$ 2,349
	2017		
	Repurchase agreements	Collateral	Net asset position
Government securities-			
Treasury bills (CETES)	\$ 4	\$ (4)	\$ -
Federal Government Development Bonds (BONDES)	284	(284)	-
Bonds M, M0 and M7	599	(518)	81
Federal Government Development Bonds in Udis (UDIBONDS)	1	-	1
Saving Protection Bonds (BPAT's)	215	(199)	16
Subtotal	1,103	(1,005)	98
Private bank issued securities-			
Marketable Bank Certificates	224	(4)	220
Certificate of Deposits (CEDES)	3	(3)	-
Subtotal	227	(7)	220
Private securities-			
Marketable Certificates	339	(33)	306
Commercial Paper	873	(201)	672
Subtotal	1,212	(234)	978
Total	\$ 2,542	\$ (1,246)	\$ 1,296



	2016		
	Repurchase agreements	Collateral	Net asset position
Government securities-			
Federal Government Development Bonds (BONDS)	\$ 2,025	\$ (897)	\$ 1,128
Bonds M, M0 and M7	560	-	560
Federal Government Development Bonds in Udis (UDIBONDS)	1	-	1
Saving Protection Bonds (BPAT's)	<u>7,644</u>	<u>(1,287)</u>	<u>6,357</u>
Subtotal	10,230	(2,184)	8,046
Private bank issued securities-			
Certificates of Deposit (CEDES)	615	(615)	-
Marketable Bank Certificates	<u>874</u>	<u>(521)</u>	<u>353</u>
Subtotal	1,489	(1,136)	353
Private securities-			
Marketable Certificates	<u>907</u>	<u>(539)</u>	<u>368</u>
Subtotal	<u>907</u>	<u>(539)</u>	<u>368</u>
Total	<u>\$ 12,626</u>	<u>\$ (3,859)</u>	<u>\$ 8,767</u>

As of December 31, 2018, 2017 and 2016 repurchase transactions closed by the Institution acting as purchaser were agreed at terms ranging between 2 to 41 days in 2018, 4 to 49 days and 3 to 27 days, respectively.

When the Institution acts as purchaser:

	2018	2017	2016
	Cash to be delivered	Cash to be delivered	Cash to be delivered
Government securities-			
Treasury bills (CETES)	\$ 595	\$ 1,040	\$ 59
Federal Government Development Bonds (BONDS)	183	100	97
Bonds M, M0 and M7	101	256	165
Federal Government Development Bonds in UDIS (UDIBONDS)	66	78	144
Saving Protection Bonds (BPAT's)	666	4,230	10,432
United Mexican States Bonds (UMS)	<u>-</u>	<u>207</u>	<u>221</u>
Subtotal	1,611	5,911	11,118
Private securities-			
Marketable Certificates	4,923	8,624	7,537
Commercial Paper	<u>-</u>	<u>168</u>	<u>-</u>
Subtotal	4,923	8,792	7,537
Private bank issued securities-			
Certificates of Deposit (CEDES)	5,118	-	1,351
Marketable Bank Certificates	<u>1,174</u>	<u>2,797</u>	<u>1,748</u>
Subtotal	<u>6,292</u>	<u>2,797</u>	<u>3,099</u>
Total	<u>\$ 12,826</u>	<u>\$ 17,500</u>	<u>\$ 21,754</u>





For the years ended December 31, 2018, 2017 and 2016, accrued interest on sale agreements are \$587, \$1,311 and \$525, respectively and the accrued interest expenses on purchase agreements are \$1,610, \$2,203 and \$893, respectively.

As of December 31, 2018, 2017 and 2016 repurchase transactions performed by the Institution acting as seller, were agreed at terms ranging between 2 to 18 days, 4 to 28 days and 3 to 117 days, respectively.

## 8. Derivative financial instruments transactions

As of December 31, 2018, 2017 and 2016, the position for transactions with financial derivatives is as follows:

	2018		2017		2016	
	Nominal amount of purchase	Asset position net	Nominal amount of purchase	Asset position net	Nominal amount of purchase	Asset position net
<b>Trading derivatives-</b>						
<b>Futures-</b>						
Foreign currency futures	\$ 5,307	\$ 16	\$ 2,890	\$ 24	\$ 10,554	\$ -
Index futures	34	-	-	-	-	-
<b>Forwards-</b>						
Foreign currency forwards	18,074	613	17,934	799	17,855	2,112
<b>Options-</b>						
Foreign currency options	42	89	77	94	38	73
Rates options	328	400	63	185	42	91
Index options	1	-	-	-	1	1
<b>Swaps-</b>						
Foreign currency swaps	2,359	164	2,228	192	-	-
Rates swaps	<u>17,230</u>	<u>1,484</u>	<u>9,800</u>	<u>1,099</u>	<u>12,261</u>	<u>1,536</u>
<b>Total trading derivatives</b>	<u>43,375</u>	<u>2,766</u>	<u>32,992</u>	<u>2,393</u>	<u>40,751</u>	<u>3,813</u>
<b>Hedging derivatives-</b>						
<b>Swaps</b>						
Rates swaps	<u>518</u>	<u>122</u>	<u>887</u>	<u>133</u>	<u>838</u>	<u>143</u>
<b>Total hedging derivatives</b>	<u>518</u>	<u>122</u>	<u>887</u>	<u>133</u>	<u>838</u>	<u>143</u>
<b>Total derivatives</b>	<u>\$ 43,893</u>	<u>\$ 2,888</u>	<u>\$ 33,879</u>	<u>\$ 2,526</u>	<u>\$ 41,589</u>	<u>\$ 3,956</u>



	2018		2017		2016	
	Nominal amount of the sales	Liability position net	Nominal amount of the sales	Liability position net	Nominal amount of the sales	Liability position net
<b>Trading derivatives-</b>						
<b>Futures-</b>						
Foreign currency futures	\$ 606	\$ 206	\$ 1,373	\$ 23	\$ 4	\$ -
<b>Forwards-</b>						
Foreign currency forwards	34,182	426	29,191	415	32,764	786
<b>Options-</b>						
Foreign currency options	44	81	37	93	47	119
Rates options	571	594	292	332	138	179
Index options	-	1	-	-	-	-
<b>Swaps-</b>						
Foreign currency swaps	2,454	259	2,372	336	-	-
Rates swaps	16,956	1,210	9,697	995	12,323	1,598
Total trading derivatives	<u>54,813</u>	<u>2,777</u>	<u>42,962</u>	<u>2,194</u>	<u>45,276</u>	<u>2,682</u>
<b>Held for trading</b>						
Swaps-						
Rates swaps	<u>405</u>	<u>9</u>	<u>777</u>	<u>23</u>	<u>704</u>	<u>9</u>
Total hedging derivatives	<u>405</u>	<u>9</u>	<u>777</u>	<u>23</u>	<u>704</u>	<u>9</u>
<b>Total derivatives</b>	<u>\$ 55,218</u>	<u>\$ 2,786</u>	<u>\$ 43,739</u>	<u>\$ 2,217</u>	<u>\$ 45,980</u>	<u>\$ 2,691</u>

For the years ended December 31, 2018, 2017 and 2016, the valuation effect of the trading derivative instruments is reflected in the consolidated statements of income under "Gains/losses on financial assets and liabilities (net)" (See Note 29).

#### Fair value hedging

The Institution has financial derivatives which are used to hedge variances in the market value of its debt instruments issued by PEMEX, due to movements in the interest rate, and holds hedge instruments intended to cover the interest rates related to two of the most relevant loans, granted by the Institution, as well as the interest rate of the UMS instrument issued in dollars.

Following is a list of the hedge transactions held by the Institution as of December 31, 2018:

Hedged position	Designated financial instrument	Market value	Observation
95PEMEX11-3	Interest rate swap which pays fixed rate (7.65%) and receives 28 day TIIE, plus a spread (2.0414%).	23	100% hedging
95PEMEX11-3	Interest rate swap which pays fixed rate (7.65%) and receives 28 day TIIE plus a spread (1.35%).	18	18.75% hedging. The differential is trading.



Hedged position	Designated financial instrument	Market value	Observation
95PEMEX13-2	Interest rate swap which pays fixed rate (7.19%) and receives 28 day TIIE plus a spread (1.01%).	61	75% hedging. The remaining 25% is trading.
95PEMEX10-2	Interest rate swap which pays fixed rate (9.1%) and receives 28 day TIIE plus a spread (1.4%).	(7)	100% hedging
AUDI 1	Interest rate swap which pays fixed rate (6.135%) and receives 28 day TIIE.	28	100% hedging
AUDI 2	Interest rate swap which pays fixed rate (6.155%) and receives 28 day TIIE.	10	100% hedging
D1UMS22F2202F	Interest rate swap which pays fixed rate (3.625%) and receives 3-month LIBOR plus spread (0.84%).	(1)	100% hedging

In all cases, the derivative instrument seeks to compensate losses in the market value of the hedged position caused by movements in interest rates. In this way, Management provides stability in the result of these positions and limits the risk of abrupt movements in market rates. As result, if fluctuations in exchange rates can cause a loss, the swap covers the amount lost; and vice versa, when additional profits are generated in the primary position, these are delivered in the hedging swap and are recognized accordingly (with impact on equity and incomes)

The underlying assets of derivatives closed during 2018 are as follows (unaudited):

Futures	Forwards	Options	Swaps	Notes
IPC	USD/MXN	ORG MXP IPC	IRS-TIIE 28	USD/MXN
USD	EUR/MXN	OTC MXP IPC	IRS-TIIE 91	EUR/MXN
	EUR/USD	OTC USD/MXN	IRS-LIBOR 1M	
	GBP/MXN	OTC EUR/MXN	IRS-LIBOR 3M	
	GBP/USD	IRD CF	IRS-LIBOR 6M	
	CHF/MXN	MXN IPC		
	MXN/JPY	OTC EUR/USD	CCSWAP- TIIE LIB	
	USD/JPY	OTC USD/CAD	CCSWAP FIJA – FIJA USD/MX	
	SEK/MXN			
	EQ- IPC			
	EQ-Acciones			

The guarantees and collateral received and delivered for the derivative financing transactions as of December 31, 2018, 2017 and 2016, are comprised as follows:

Received					
Heading	Type of collateral	Market	2018	2017	2016
Liabilities arising from cash collateral received	Cash	OTC	\$ <u>1,270</u>	\$ <u>1,619</u>	\$ <u>2,815</u>
Delivered					
Heading	Type of collateral	Market	2018	2017	2016
Margin accounts	Cash	Organized markets	\$ <u>793</u>	\$ <u>333</u>	\$ <u>722</u>
Other receivables	Securities	OTC	\$ <u>235</u>	\$ <u>99</u>	\$ <u>184</u>



Upon executing transactions with “Over the counter” (OTC) derivatives, the Institution agrees to deliver and/or receive collateral, to cover any exposure to market risk and the credit risk of such transactions. Such collateral is contractually agreed to with each of the counterparties.

As of December 31, 2018, 2017 and 2016, there are no restricted securities delivered as security for derivative transactions.

### ***Management of derivative financial instrument usage policies***

The policies of the Institution allow the use of derivatives for hedging and/or trading purposes.

The main objectives of these products are covering risks and maximizing profitability.

The instruments used include forwards, futures, options, interest rate swaps and currency swaps.

The trading markets are listed and OTC markets and the eligible counterparties may be domestic entities that comply with the 31 requirements established by the Central Bank.

The appointment of calculation agents is established in the legal documentation executed with the counterparties. The prices published by price suppliers are used to value derivative instruments in organized markets and are based on the prices generated in derivative markets. OTC derivatives are valued using prices calculated by the derivatives system, using the risk factor information published by the price supplier.

The main terms or conditions of the contracts are based on those of the International Swaps and Derivatives Association, Inc. (ISDA) or the local outline agreement, which is based on the guidelines provided by the ISDA. The specific policies regarding margins, collateral, and lines of credit are detailed in the Derivatives Manual and any changes thereto must be approved by the Risk Committee.

### ***Authorization levels and processes***

Per internal regulations, all derivative products or services associated to derivative products traded by the Institution are approved by the Risk Committee. Any amendments or additions to the original authorization of products or services must also be approved by the Risk Committee.

The Risk Committee includes members from all areas that are involved in the operation of the product or service depending on its nature and which are responsible for accounting, legal instruments, tax treatment, risk assessment, etc.

### ***Independent reviews***

The Institution is subject to the supervision and oversight of the Commission and the Central Bank, which are exercised through follow-up processes, inspection visits, information and documentation requirements and submission of reports. Similarly, auditors perform periodic reviews.

### ***Generic description of valuation techniques***

1. For trading purposes:
  - Organized markets- The valuation is made using the closing price of the respective market and the prices are provided by a price vendor.
  - “Over The Counter” markets (OTC): OTC derivatives executed with customers are valued by the derivatives system using standard methodologies for the various instruments. The information for the valuation is provided by the price vendor.



- The valuation of OTC derivatives that are held with brokers and used to cover those made with customers, are made by the entity designated as the calculation agent for ISDA contract.

The Institution values all of its positions and records the value obtained in conformity with the respective accounting criteria.

2. Reference variables:

The most relevant reference variables are exchange rates, interest rates, shares, baskets and share indexes.

3. Valuation frequency:

Derivative financial instruments for trading purposes are valued daily.

***Management of internal and external liquidity sources that may be used for requirements related to derivatives financial instruments***

Resources are obtained through the Treasury and the mainly financing resources are:

- Deposits.
- Debt securities.
- Bank loans.
- Cash collateral received.
- Stockholders.

***Changes in the exposure to identified risks, contingencies, and known or expected events of derivative financial instruments***

In relation to financial instruments held for trading at December 31, 2018, 2017 and 2016, management is not aware of any situations or events, such as changes in the value of the underlying asset or reference variables which imply that the use of derivative instruments differ from those that were originally conceived, that could require the Institution to assume new obligations, commitments or changes in cash flow affecting liquidity (margin calls), or contingencies affecting current or future periods.

The amount of margin calls made during 2018, 2017 and 2016 was necessary to cover contributions in both the organized and the required collateral contracts markets.

As of December 31, 2018, 2017 and 2016, except as mentioned in the previous paragraph, there is no evidence of deterioration in credit risk (counterparty) that requires modifying the carrying amount of derivative financial instruments.

***Impairment of financial derivatives -***

As of December 31, 2018, 2017 and 2016, there is no indication of impairment in credit risk (counterparty) that requires modifying the carrying amount of financial assets from the rights in derivative financial instruments.

***Sensitivity analysis -***

***Identification of risks*** - The sensitivity of derivative financial instruments is calculated in accordance with the market value variance according to certain variances in the base scenario. Based on the variances, there are different sensitivities.

The risk factors that may generate losses on transactions with derivative financial instruments due to changes in market conditions are interest rate, exchange rate, and changes in share indexes. A sensitivity analysis shows that the consumption in these risks is not relevant.



The sensitivity is assessed using the effect of variances in risk factors on the market value of the positions in effect at a certain date; such position considers the derivatives with customers and the hedging transactions in spot markets and with OTC derivatives with financial intermediaries, i.e., the net position in terms of delta.

The following chart shows the total sensitivity consumption as of December 31, 2018 (unaudited):

Sensitivity analysis	Sensitivity (all factors)
Stage one 1%	\$ (.960)
Stage two 2%	\$ (1.919)

#### Stress test -

- **Scenario one:** In this scenario, the risk factors move as follows:
  - The FX risk factors are multiplied by 1.10, i.e. 10% change.
  - The EQ risk factors are multiplied by 1.20, i.e. 20% change.
- **Scenario two:** In this scenario, the risk factors move as follows:
  - The FX risk factors are multiplied by 1.20, i.e. 20% change.
  - The EQ risk factors are multiplied by 1.40, i.e. 40% change.

As of December 31, 2018 the results for these scenarios are as follows and show the impact on results if they occurred (unaudited):

Risk profile	Stress test (all factors) of pesos)
Stage one	\$ <u>(8.726)</u>
Stage two	\$ <u>(17.452)</u>

## 9. Loan portfolio

As of December 31, 2018, 2017 and 2016, the performing and non-performing loan portfolio granted by type of currency is as follows:

	2018		
	Performing	Non-performing	Total
Mexican pesos:			
Commercial loans -			
Commercial or corporate activity	\$ 11,241	\$ 415	\$ 11,656
Loans to financial institutions	1,493	-	1,493
Loans to government entities	1,775	-	1,775
Housing loans-			
Loans acquired from INFONAVIT	698	1	699
U.S. dollars converted to Mexican pesos:			
Commercial loans -	7,079	104	7,183
Commercial or corporate activity	1,121	-	1,121
Loans to financial institutions	697	-	697
Total	<u>\$ 24,104</u>	<u>\$ 520</u>	<u>\$ 24,624</u>



2017			
	Performing	Non-performing	Total
Mexican pesos:			
Commercial loans -			
Commercial or corporate activity	\$ 9,447	\$ 120	\$ 9,567
Loans to financial institutions	1,691	-	1,691
Loans to government entities	1,001	-	1,001
Housing loans-			
Loans acquired from INFONAVIT	626	4	630
U.S. dollars converted to Mexican pesos:			
Commercial loans -			
Commercial or corporate activity	7,257	76	7,333
Loans to financial institutions	<u>1,115</u>	<u>-</u>	<u>1,115</u>
Total	<u>\$ 21,137</u>	<u>\$ 200</u>	<u>\$ 21,337</u>
2016			
	Performing	Non-performing	Total
Mexican pesos:			
Commercial loans -			
Commercial or corporate activity	\$ 8,078	\$ 46	\$ 8,124
Loans to financial institutions	1,435	-	1,435
Housing loans-			
Loans acquired from INFONAVIT	180	6	186
U.S. dollars converted to Mexican pesos:			
Commercial loans -			
Commercial or corporate activity	7,799	21	7,820
Loans to financial institutions	<u>720</u>	<u>-</u>	<u>720</u>
Total	<u>\$ 18,212</u>	<u>\$ 73</u>	<u>\$ 18,285</u>

The Institution grants loans guaranteed by the U.S. Ex-Im Bank, as follows:

Definition of Ex-Im Bank - "*The Export-Import Bank of the United States*", is the U.S. export loan agency. Its mission is to provide financing for the export of U.S. goods and services to international markets.

- For long-term loans subject to such guarantees, the Institution receives guarantees covering 100% of the Ex-Im Bank, which is documented in an outline agreement.
- For short-term loans with revolving lines of credit guaranteed with loan insurance policies issued by the Ex-Im Bank to the Institution, the policies cover between 90% and 98% of the loan amount.

In the event of default of a loan guaranteed or insured by the Ex-Im Bank, the Institution will claim the settlement and subrogate the collection rights to such bank, which continues collections efforts on the loans.

As of December 31, 2018, 2017 and 2016, the participated portfolio administered by the Institution and non-participated portfolio in foreign currency are as follows:



	2018	2017	2016
Short-term	\$ 10	\$ 19	\$ 19
Medium-term	<u>-</u>	<u>1</u>	<u>3</u>
	<u>\$ 10</u>	<u>\$ 20</u>	<u>\$ 22</u>

### ***Housing Loans***

Below, are shown the loans acquired from INFONAVIT through the “Mejoravit” program:

	2018			
	Performing	Number of loans	Non-performing	Number of loans
Housing loans				
ROA	\$ 698	42,821	\$ 1	60
REA	<u>-</u>	<u>27</u>	<u>-</u>	<u>5</u>
Total	<u>\$ 698</u>		<u>\$ 1</u>	
	2017			
	Performing	Number of loans	Non-performing	Number of loans
Housing loans				
ROA	\$ 625	33,089	\$ 3	221
REA	<u>1</u>	<u>24</u>	<u>1</u>	<u>5</u>
Total	<u>\$ 626</u>		<u>\$ 4</u>	
	2016			
	Performing	Number of loans	Non-performing	Number of loans
Housing loans				
ROA	\$ 180	6,454	\$ 5	459
REA	<u>-</u>		<u>1</u>	<u>21</u>
Total	<u>\$ 180</u>		<u>\$ 6</u>	

The National Workers’ Housing Fund Institute (INFONAVIT) developed the “Mejoravit Loan Program” which enables certain banks to take part in granting loans known as “Mejoravit” intended for the improvement, remodeling and extension of homes of workers affiliated to this Institute. The involvement of the INFONAVIT in this program focuses on the origination, administration and collection of the loans.

In accordance with the rules established to grant “Mejoravit” loans, the INFONAVIT reviews and approves the financial conditions of the loans and the Institution provides the economic resources to the borrower.

The Mejoravit loans are guaranteed by the balance of the housing subaccount of the certified stakeholders with an irrevocable guarantee trust managed by “Nacional Financiera S.N.C.” as trustee of the Trust.

As of December 31, 2018, 2017 and 2016, the non-performing housing portfolio is classified as follows:

Terms	2018	2017	2016
From 181 to 365 days	\$ -	\$ -	\$ 2
From 366 to 2 years	-	4	4
Over 2 years	<u>1</u>	<u>-</u>	<u>-</u>
Total	<u>\$ 1</u>	<u>\$ 4</u>	<u>\$ 6</u>





**Restructurings-** During the year ended December 31, 2018, the Institution restructured 3 loans by \$193. For the year ended December 31, 2017 the Institution restructured a commercial loan of \$719, and during the year ended December 31, 2016 the Institution did not carry out any restructuring.

**Risk diversification –**

As of December 31, 2018, the Institution maintains the following credit risk operations in conformity with the general diversification rules established for active and passive transactions by the Provisions, as follows:

- The Institution holds 5 loans granted to debtors or groups of people with common risk, whose individual amount is greater than 10% of the basic capital from the previous quarter. The total amount of said loans is \$4,111, 73% of the basic capital from the previous quarter of the Institution.
- The total of loans granted to the Institution's three main borrowers is \$2,920 and represents 51.57% of its basic capital from the previous quarter.

According to the General Provisions, the limits regarding the diversification of an institution's credit operations are determined according to its fulfillment of capitalization requirements, considering the exceptions established by the General Provisions, these are:

When granting financing to the same person or group of people with common risk, they must be subject to the maximum financing limit that results from applying the following:

Capitalization level	Maximum financing limit calculated according to the Institution's basic capital
More than 8% and up to 9%	12%
More than 9% and up to 10%	15%
More than 10% and up to 12%	25%
More than 12% and up to 15%	30%
More than 15%	40%

- The sum of the financing granted to the Institution's three main borrowers must not exceed 100% of its basic capital.
- Financing granted to full-service banking institutions will not be subject to maximum financing limits, but is nonetheless subject to the maximum limit of 100% of the basic capital of the lending Institution. In the case of foreign institutions in which foreign financial entities hold equity, the aforementioned limit is applicable to the holding company and its subsidiary institutions taken as a whole.
- The financing granted to the state-owned entities and departments of the Federal Public Administration, including public trusts and the productive entities pertaining to the State, must be subject to the maximum limit of 100% of the basic capital of the lending Institution.

These credit limits must be measured quarterly. The applicable limit is calculated by using the basic capital amount and capitalization ratios of the quarter immediately preceding the date on which the calculation is made. These ratios are published by the Commission for each Institution on the following website: <http://www.cnbv.gob.mx>.

The Commission may reduce the above limits whenever it considers that an institution's comprehensive risk management is inadequate or its internal control system has certain weaknesses.

**Loans to related parties** - As of December 31, 2018 the loan amounts delivered to related parties in accordance with Article 73 of the Law on Credit Institutions is \$899, at December 31, 2017 and 2016 are \$1,025 and \$263, respectively, which were approved by the Board of Directors.



**Policy and methods used to identify distressed commercial loans** - The Institution considers distressed portfolio commercial loans for which it is determined that, based on current information and events as well as in the process of reviewing the loan, there is significant possibility that no can be recovered in full, both its component of principal and interest in accordance with the terms and conditions originally agreed. Both the performing portfolio as non-performing are likely to be identified as distressed portfolio.

The Institution performs the classification of distressed commercial loans, reporting a total of \$520 which represents 2% of the total commercial portfolio as of December 31, 2018.

	2018		
	Performing	Non-performing	Total
Mexican pesos:			
Commercial loans-			
Commercial or corporate activity	\$ -	\$ 415	\$ 415
Dollars valued in Mexican pesos:			
Commercial loans-			
Commercial or corporate activity	<u>1</u>	<u>104</u>	<u>105</u>
Total	<u>\$ 1</u>	<u>\$ 519</u>	<u>\$ 520</u>

**Policy and methods used to identify concentration of credit risk** - Concentration risk constitutes an essential element in risk management. The Institution has policies in place to avoid significant concentrations of credit risks in borrowers or business groups, as well as industries and types of loans.

Furthermore, constant follow-up is provided at the individual level and at the level of loan portfolios to avoid concentrations.

**Credit lines unused by customers** - As of December 31, 2018, 2017 and 2016, unused credit lines authorized to customers for \$8,835, \$8,874 and \$8,2912, respectively.

As of December 31, 2018, 2017 and 2016, aging of non-performing portfolio is as follows:

	2018	2017	2016
From 0 to 90 days	\$ 122	\$ -	\$ -
From 90 to 179 days	\$ 10	\$ 25	\$ 1
From 180 to 365 days	367	170	2
Over 365	<u>21</u>	<u>5</u>	<u>70</u>
	<u>\$ 520</u>	<u>\$ 200</u>	<u>\$ 73</u>

#### 10. Allowance for loan losses

As of December 31, 2018, 2017 and 2016, the allowance for loan losses was \$426, \$356 and \$298, respectively, and is assigned as follows:

2018	Performing portfolio	Non-performing portfolio	Assigned allowance
Commercial loans-			
Commercial or corporate activity	\$ 18,320	\$ 519	\$ 392
Loans to financial institutions	2,614	-	20
Loans to government entities	2,472	-	12
Housing loans-			
Loans acquired from INFONAVIT	<u>698</u>	<u>1</u>	<u>2</u>
Total portfolio	<u>\$ 24,104</u>	<u>\$ 520</u>	<u>\$ 426</u>



2017	Performing Portfolio	Non-performing portfolio	Assigned allowance
Commercial loans-			
Commercial or corporate activity	\$ 16,704	\$ 196	\$ 331
Loans to financial institutions	2,806	-	17
Loans to government entities	1,001	-	5
Housing loans-			
Loans acquired from INFONAVIT	<u>626</u>	<u>4</u>	<u>3</u>
Total portfolio	<u>\$ 21,137</u>	<u>\$ 200</u>	<u>\$ 356</u>
2016	Performing Portfolio	Non-performing portfolio	Assigned allowance
Commercial loans-			
Commercial or corporate activity	\$ 15,877	\$ 67	\$ 278
Loans to financial institutions	2,155	-	18
Housing loans-			
Loans acquired from INFONAVIT	<u>180</u>	<u>6</u>	<u>2</u>
Total portfolio	<u>\$ 18,212</u>	<u>\$ 73</u>	<u>\$ 298</u>

As of December 31, 2018, 2017 and 2016, the Institution maintained an allowance for loan losses equivalent to 82%, 179% and 408%, of the non-performing portfolio, respectively.

The allowance for loan losses resulting from the loan portfolio classification with responsibilities as of December 31, 2018, 2017 and 2016, reported by the Institution, is as follows:

Degree of risk	2018		2017		2016	
	Classification of the portfolio by degree of risk	Amount of allowance recorded	Classification of the portfolio by degree of risk	Amount of allowance recorded	Classification of the portfolio by degree of risk	Amount of allowance recorded
A-1	\$ 14,918	\$ 70	\$ 11,837	\$ 51	\$ 9,134	\$ 45
A-2	6,415	69	6,518	76	7,911	96
B-1	2,773	48	1,535	27	838	15
B-2	859	19	537	12	717	16
B-3	483	15	523	15	602	18
C-1	118	6	833	59	32	2
C-2	27	4	50	7	109	15
D	426	193	223	101	106	46
E	<u>2</u>	<u>2</u>	<u>8</u>	<u>8</u>	<u>45</u>	<u>45</u>
Base rating portfolio	26,021	<u>\$ 426</u>	22,064	<u>\$ 356</u>	19,494	<u>\$ 298</u>
Letter of credit	<u>(1,397)</u>		<u>(727)</u>		<u>(1,209)</u>	
Loan portfolio, net	<u>\$ 24,624</u>		<u>\$ 21,337</u>		<u>\$ 18,285</u>	



Below is the activity of the allowances for loan losses for the years ended December 31, 2018, 2017 and 2016:

	2018	2017	2016
Opening balances	\$ 356	\$ 298	\$ 176
Provisions (applications) with debit (credit) to:			
Additions charged to results	191	170	146
Cancellation of allowances (1)	(65)	(49)	(41)
Exchange result	13	(4)	19
Applications	<u>(69)</u>	<u>(59)</u>	<u>(2)</u>
Closing balances	<u>\$ 426</u>	<u>\$ 356</u>	<u>\$ 298</u>

- (1) Related to payments on loans granted during 2018, loans which had allowances recorded during previous years were recorded in "other revenues".

**Write-offs** – During the year ended December 31, 2018, the Institution wrote-off 8 commercial loans of \$69 against the allowance for loan losses. During the year ended December 31, 2017 the Institution wrote-off 4 commercial loans for \$58. In the year ended December 31, 2016, the Institution did not perform write-offs of non-performing portfolio.

#### 11. Other receivables, net

As of December 31, 2018, 2017 and 2016, other receivables are as follows:

	2018	2017	2016
Receivables from liquidation of money market transactions	\$ 1,246	\$ 1,856	\$ -
Receivables from 24 to 96 hours on foreign exchange transactions	13,766	14,093	16,892
Receivables from transactions	308	1,380	189
Intercompany administrative services	-	-	1
Employee loans and other debits	13	19	20
Collateral delivered for the derivative financing transactions	235	99	184
Other receivables	<u>102</u>	<u>27</u>	<u>9</u>
	15,670	17,474	17,295
Allowance for doubtful accounts	<u>(110)</u>	<u>(96)</u>	<u>(68)</u>
Total	<u>\$ 15,560</u>	<u>\$ 17,378</u>	<u>\$ 17,227</u>

#### 12. Furniture and fixtures, net

As of December 31, 2018, 2017 and 2016, furniture and fixtures are as follows:

	2018	2017	2016
Office furniture and equipment	\$ 91	\$ 88	\$ 102
Computers and communications equipment	69	58	96
Vehicles	<u>6</u>	<u>4</u>	<u>8</u>
	166	150	206
Less-			
Accumulated depreciation	<u>(92)</u>	<u>(66)</u>	<u>(112)</u>
Total, furniture and fixtures (net)	<u>\$ 74</u>	<u>\$ 84</u>	<u>\$ 94</u>



The annual depreciation rates were as follows:

	Percentage
Computers and communications equipment	30%
Vehicles	25%
Office furniture and equipment	10%

For the years ended at December 31, 2018, 2017 and 2016, depreciation expense registered in P&L amounted to \$26, \$23 and \$27, respectively.

### 13. Other assets

As of December 31, 2018, 2017 and 2016, goodwill and other assets are as follows:

	2018	2017	2016
Goodwill:			
Tempus	\$ -	\$ -	\$ 407
Monex Europe LTD.	-	-	326
Conversion effect	<u>-</u>	<u>-</u>	<u>370</u>
	-	-	1,103
Deferred charges, prepayments and intangible:			
Other intangible assets arising from the acquisition of Tempus (1)	-	-	176
Other intangible assets arising in the acquisition of Monex Europe (1)	-	-	635
Conversion effect	<u>-</u>	<u>-</u>	<u>205</u>
Intangible assets	-	-	1,016
Modifications and improvements	231	227	276
Software	98	98	99
Prepayments	50	140	190
Investment projects	230	85	24
Other deferred charges	<u>45</u>	<u>47</u>	<u>42</u>
	654	597	1,647
Less - accumulated amortization	<u>(166)</u>	<u>(126)</u>	<u>(182)</u>
	488	471	1,465
Other assets:			
Operational deposit	<u>5</u>	<u>5</u>	<u>12</u>
	<u>\$ 493</u>	<u>\$ 476</u>	<u>\$ 2,580</u>



- (1) As of December 31, 2016, the assets intangibles generated in the acquisitions of Tempus and Monex Europe were as follows:

	2016
Licenses	\$ 71
Sales force	109
Operating agreements with banks	457
Software	13
No compete agreements	<u>161</u>
Total	811
Conversion effect	<u>205</u>
Total assets for the period	1,016
Amortization	<u>(66)</u>
Total intangible assets	<u>\$ 950</u>

On November 30, 2017, the goodwill and the other intangibles generated in the acquisitions of Tempus and Monex Europe were eliminated in the corporate restructuring mentioned in Note 1.

#### 14. Foreign currency position

As of December 31, 2018, 2017 and 2016, foreign currency assets and liabilities of the Institution were as follows:

	Millions of US Dollars			Millions of Euros			Millions of Sterling Pounds			Other foreign currencies in millions of U.S. dollars		
	2018	2017	2016	2018	2017	2016	2018	2017	2016	2018	2017	2016
Funds available	USD 823	USD 535	USD 623	€ 73	€ 45	€ 49	£ 1	£ 1	£ 56	USD 4	USD 7	USD 6
Margin accounts	5	5	4	-	-	-	-	-	-	-	-	-
Investment in securities	473	870	251	-	-	-	-	-	-	-	-	-
Derivatives (assets)	1,325	968	-	3	16	-	1	6	71	1	-	-
Repurchase agreements	112	45	-	-	-	-	-	-	-	-	-	-
Performing loan portfolio	453	426	426	-	-	-	-	-	-	-	-	-
Non-performing loan portfolio	5	4	1	-	-	-	-	-	-	-	-	-
Other receivables	5	63	7	-	-	-	-	-	47	1	1	1
Other assets	-	-	49	-	-	-	-	-	48	-	-	-
Deposits	(978)	(1,059)	(677)	(59)	(29)	(38)	(1)	(1)	(1)	(4)	(6)	(5)
Bank loans and other loans	(19)	(13)	(13)	-	-	-	-	-	-	-	-	-
Repurchase agreements	(43)	(92)	(86)	-	-	-	-	-	-	-	-	-
Derivatives	(1,950)	(1,681)	(4)	(12)	(20)	-	(1)	(6)	(8)	(1)	-	-
Collaterals	(42)	(68)	(37)	-	-	-	-	-	(66)	-	-	-
Collateral sold in guarantee	(18)	-	-	-	-	-	-	-	-	-	-	-
Sundry creditors and other payables	(17)	(11)	(33)	(2)	(5)	(4)	-	-	(76)	-	-	(2)
Deferred credits and prepayments	(3)	(2)	(4)	-	-	-	-	-	-	-	-	-
Asset (liability) position	USD 131	USD (10)	USD 507	€ 3	€ 7	€ 7	£ -	£ -	£ 71	USD 1	USD 2	USD -
Mexican peso equivalent	\$ 2,574	\$ (197)	\$ 10,454	\$ 67	\$ 165	\$ 152	\$ -	\$ -	\$ 1,809	\$ 20	\$ 39	\$ -



As of December 31, 2018, 2017 and 2016, the “Fix” (48-hour) exchange rate submitted by the Central Bank and used was \$19.6512, \$19.6629 and \$20.6194 per U.S. dollar, respectively.

As of December 31, 2018, 2017 and 2016, the “Euro” exchange rate submitted by the Central Bank and used was \$22.46918, \$23.6063 and \$21.7534 per Euro, respectively.

As of December 31, 2018, 2017 and 2016, the “pound” exchange rate submitted by the Central Bank and used was \$25.0474, \$26.6049 and \$25.4815 pound, respectively.

On March 11, 2019, the foreign currency position (unaudited) is similar to the position of the end of the year. The foreign exchange “Fix” at this date is \$19.4243 per U.S. dollar and \$21.8426 per Euro.

The Central Bank sets the ceilings for foreign currency liabilities and the liquidity ratio that the Institution obtains directly or through its foreign agencies, branches, subsidiaries or affiliates abroad, which must be determined daily for such liabilities to enable the Institution to structure their contingency plans and promote longer term funding within a reasonable time frame.

The Institution performs a large number of foreign currency transactions mainly in U.S. dollar, Euro, Sterling pound, Canadian dollar, Japanese Yen and other currencies. Given that the parities of other currencies against the Mexican peso are linked to the U.S. dollar, the overall foreign currency position is consolidated into U.S. dollars at each month-end closing.

## 15. Deposits

As of December 31, 2018, 2017 and 2016, deposits were as follows:

	2018	2017	2016
Demand deposits	\$ 18,723	\$ 18,946	\$ 15,384
Time deposits-			
General public	22,019	18,816	10,733
Money market:			
Deposit certificates	2,434	1,795	434
Debt securities			
Debt securities (Bonds) (1)	829	1,332	1,440
Global account for inactive deposits	<u>3</u>	<u>3</u>	<u>3</u>
Total deposits	<u>\$ 44,008</u>	<u>\$ 40,892</u>	<u>\$ 27,994</u>

Short-term maturities which generated interest at an average 6.58%, 5.60% and 7.33% rate, in 2018, 2017 and 2016, respectively.

## 16. Bank loans and other loans

As of December 31, 2018, 2017 and 2016, bank loans were as follows:

	2018			2017	2016
	Mexican pesos	Foreign currency	Rate	Total	Total
Demand deposits-					
“Call Money” received	\$ -	\$ -	-	\$ -	\$ 344
Total demand deposits	-	-	-	-	344
Short term-					
FIRA	2	-	8.6575%	2	50
Clusters	1,262	372	6.7020%	1,634	1,019
Digital loans	-	-	-	-	9
Total short term	<u>1,264</u>	<u>372</u>	-	<u>1,636</u>	<u>1,078</u>
Total bank loans and other loans	<u>\$ 1,264</u>	<u>\$ 372</u>	-	<u>\$ 1,636</u>	<u>\$ 1,422</u>



**Loans with Development Bank Institutions** - Loans are granted by Nacional Financiera, S.N.C. (NAFIN) and Fideicomisos Instituidos en Relación con la Agricultura (FIRA), which represent a direct obligation of the Institution with these entities. Accordingly, the Institution grants loans in Mexican pesos and U.S. dollars to its customers for financial support.

Credit lines for discounts and loans granted in Mexican pesos and U.S. dollars by the development funds mentioned above operate under the authorizations of the internal risk units of the Institution. The financial conditions are set under fixed and variable rate programs, both in U.S. dollars and Mexican pesos, and the term is based on the specific program or transaction determined for each project.

As of December 31, 2018, 2017 and 2016 the Institution has lines of credit that are not disputed by FIRA for \$614, \$801 and \$137, respectively and NAFIN for \$367, \$910 and \$957, respectively.

#### 17. Comparative maturities of principal assets and liabilities

The maturities of the significant assets and liabilities held as of December 31, 2018 were as follows:

	6 months	From 6 months to 1 year	From 1 year to 5 years	Over 5 years	Total
<b>Assets:</b>					
Funds available (1)	\$ 24,771	\$ -	\$ -	\$ 229	\$ 25,000
Margin accounts	793	-	-	-	793
Investment in securities	8,993	894	8,940	5,187	24,014
Repurchase agreements	2,335	14	-	-	2,349
Derivatives	707	115	1,152	914	2,888
Performing loan portfolio	9,242	1,268	9,554	4,040	24,104
Non-performing loan portfolio	286	88	146	-	520
Other receivables (net)	15,560	-	-	-	15,560
Total assets	<u>62,687</u>	<u>2,379</u>	<u>19,792</u>	<u>10,370</u>	<u>95,228</u>
<b>Liabilities:</b>					
Deposits	44,005	3	-	-	44,008
Bank loans and other loans	1,634	2	-	-	1,636
Liabilities arising from sale and repurchase agreements	12,826	-	-	-	12,826
Derivatives	767	174	922	923	2,786
Obligations arising from settlement of transactions	25,244	-	-	-	25,244
Liabilities arising from cash collateral received	1,270	-	-	-	1,270
Other accounts payables	945	-	-	193	1,138
Total liabilities	<u>86,691</u>	<u>179</u>	<u>922</u>	<u>1,116</u>	<u>88,908</u>
Assets less liabilities	<u>\$ (24,004)</u>	<u>\$ 2,200</u>	<u>\$ 18,870</u>	<u>\$ 9,254</u>	<u>\$ 6,320</u>

- (1) Funds available includes Monetary Regulation Deposits with Central Bank. Those deposits as of December 31, 2018, 2017 and 2016 are \$229 for the three years. These deposits cannot be freely available.

#### 18. Related party transactions and balances

Transactions carried out among the companies that are related parties with respect to the Institution include, such as investments, deposits, rendering of services, etc., most of which generate income for one entity and an expense for another. Transactions and balances among consolidating companies were eliminated, while those of unconsolidated entities remain in effect.





The main balances with related parties are as follows:

	2018	2017	2016
<b>Assets-</b>			
Funds available	\$ 11,716	\$ 12,086	\$ 9,116
Repurchase agreements	\$ 4,747	\$ 2,542	\$ 12,627
Other receivables	\$ 1,188	\$ 12,469	\$ 11,771
Performing loan portfolio	\$ 842	\$ 752	\$ -
Derivative	\$ 1	\$ 2	\$ -
Other assets	\$ 9	\$ 8	\$ 9
<b>Liabilities-</b>			
Deposits	\$ 290	\$ 361	\$ 175
Repurchase agreements	\$ -	\$ 423	\$ 7,307
Derivatives	\$ 5	\$ 10	\$ 7
Other accounts payable	\$ 12,902	\$ 1,056	\$ 2,693
Collateral sold or pledged as security	\$ 11,078	\$ 16,649	\$ 16,396

As of December 31, 2018, 2017 and 2016, the most significant transactions carried out by the Institution with related and affiliated companies (at fair values) were as follows:

	2018	2017	2016
<b>Income from-</b>			
Interest	\$ 293	\$ 676	\$ 376
Corporate services	\$ 9	\$ 10	\$ 8
<b>Expense for-</b>			
Interest and commissions	\$ 1,136	\$ 1,489	\$ 702
Corporate services	\$ 93	\$ 92	\$ 85
<b>Gains/losses on financial assets and liabilities (net)</b>	<b>\$ 18</b>	<b>\$ 47</b>	<b>\$ 92</b>

Management considers that transactions with related parties were performed according to the terms that would be utilized with or between independent parties for comparable transactions.

## 19. Labor benefits

Under Mexican Labor Law, the Institution is liable for pensions, severance payments and seniority premiums to employees terminated under certain circumstances.

Each year, the Institution records the net periodic cost for defined benefits (PNBD) to create an obligation from seniority premiums, pensions and severance payments as it accrues based on actuarial calculations prepared by independent actuaries, which are based on the projected unit credit method and the parameters established by the Commission. Therefore, the liability is being accrued which at present value will cover the obligation from benefits projected to the estimated retirement date of the Institution's employees.

As of December 31, 2018, 2017 and 2016, balances and activity reflected in employee benefits, which include, seniority premiums, pensions and severance payments, were as follows:

	2018	2017	2016
Defined benefit obligation	\$ 400	\$ 427	\$ 493
Plan assets at fair value	(147)	(163)	(150)
Underfunded liabilities	253	264	343



	2018	2017	2016
Pending items:			
Past cost service	(53)	(80)	(107)
Actuarial income and past cost services not recognized	<u>(7)</u>	<u>(11)</u>	<u>(16)</u>
Defined benefit liabilities (net)	<u>\$ 193</u>	<u>\$ 173</u>	<u>\$ 220</u>

As of December 31, 2018, 2017 and 2016, the net projected liabilities for severance payments at the end of the employment relationship for reasons other than restructuring are \$85, \$86 and \$64, respectively.

As of December 31, 2017, Management decided to adjust the seniority requirement to receive the retirement pension from 15 to 25 years, as well as the reference salary for the pension calculation. The effect of these adjustments represents a gain of \$100, recognized directly in results for the year.

Furthermore, as of December 31, 2017, Management of the Institution decided to change the benchmark discount rate from the market rate of government bonds to the market rate of high quality corporate bonds in order to determine the present value of long-term labor liabilities. The effect generated by the change in criterion was \$38, which was recognized in results for the year.

The cost of defined benefits is integrated as follows, according to the concepts that current NIF D-3 requires to disclose:

	2018	2017	2016
Service cost for the year	\$ 30	\$ (63)	\$ 38
Interest net related to PNBD	22	27	23
Recycling of remediation PNBD			
Recycling of remediation	2	(1)	-
Recycling of unrecognized gains or losses	-	1	1
Amortization of transition liability, labor cost of past service and actuarial gain	<u>-</u>	<u>-</u>	<u>(32)</u>
Net cost	54	(36)	30
Change in accounting allowance	-	(38)	-
PNBD remeasurement recorded in comprehensive income	(28)	18	5
Gradual recognition in retained earnings	<u>27</u>	<u>27</u>	<u>27</u>
Defined benefits cost	<u>\$ 53</u>	<u>\$ (29)</u>	<u>\$ 62</u>

The economic assumptions used were as follows:

	2018	2017	2016
Discount rate	9.50%	8.50%	8.12%
Expected rate of return of assets	9.50%	8.50%	8.12%
Rate of wage increases	5.00%	4.50%	4.50%



The changes in the liability net related to defined benefits were as follows:

	2018	2017	2016
Opening balance (face value)	\$ 173	\$ 220	\$ 158
Payment of benefits and fund contributions	(33)	(18)	-
Net cost of the period and earnings and losses recognition	<u>53</u>	<u>(29)</u>	<u>62</u>
Defined benefit liability (net)	<u>\$ 193</u>	<u>\$ 173</u>	<u>\$ 220</u>

As of December 31, 2018, 2017 and 2016, the fair value of the assets and their investment structure are integrated as follows:

	2018		2017		2016	
	Amount	%	Amount	%	Amount	%
Capital market	\$ 36	24%	\$ 41	25%	\$ 40	27%
Money market	110	76%	122	75%	98	65%
Repurchase market	<u>1</u>	0%	<u>-</u>		<u>12</u>	8%
Total	<u>\$ 147</u>		<u>\$ 163</u>		<u>\$ 150</u>	

As of December 31, 2018, 2017 and 2016, there is no fund created for severance payments at the end of the employment relationship for reasons other than restructuring.

Changes in the present value of the defined benefits obligation:

	2018	2017	2016
Present value of the defined benefits obligation as of January 1,	\$ 427	\$ 493	\$ 456
Actual payment of benefits during the year	(46)	(18)	-
Actuarial earning (loss) in defined benefit obligation	(46)	15	(3)
Cost of the year	<u>65</u>	<u>(63)</u>	<u>40</u>
Present value of the defined benefits obligation as of December 31,	<u>\$ 400</u>	<u>\$ 427</u>	<u>\$ 493</u>

The main items giving rise to a deferred PTU asset (liability) are:

	2018	2017	2016
Deferred PTU asset:			
Provisions	\$ 5	\$ 30	\$ 8
Labor benefits	19	17	21
Gain on derivative financial instrument transaction	80	3	67
Allowance for loan losses	2	36	30
Others	<u>-</u>	<u>15</u>	<u>14</u>
Total	106	101	140
Deferred PTU liability:			
Advance payments	<u>(5)</u>	<u>(6)</u>	<u>(7)</u>
Total	<u>(5)</u>	<u>(6)</u>	<u>(7)</u>
Total deferred PTU asset	<u>\$ 101</u>	<u>\$ 95</u>	<u>\$ 133</u>



The deferred PTU recorded in the results of the period amounted to \$(6), \$(38) and \$(85) in 2018, 2017 and 2016, respectively.

## 20. Obligations arising from settlements of transactions

As of December 31, 2018, 2017 and 2016, obligations arising from settlement of transactions are as follows:

	2018	2017	2016
Payables from operations by foreign exchange from 24 to 96 hours	\$ 25,218	\$ 21,771	\$ 25,704
Payables for settlement of transactions of money markets	26	684	-
Payables for settlement of transactions of derivatives	-	73	42
Total	<u>\$ 25,244</u>	<u>\$ 22,528</u>	<u>\$ 25,746</u>

## 21. Sundry creditors and other payables

As of December 31, 2018, 2017 and 2016, sundry creditors and other payables were as follows:

	2018	2017	2016
Employee retirement obligation provision	\$ 340	\$ 336	\$ 370
Investments for pension funds and seniority premium	<u>(147)</u>	<u>(163)</u>	<u>(150)</u>
	193	173	220
Suppliers	9	11	57
Payables from operations (1)	500	430	513
Intercompany payables	2	3	4
Commissions, bounds and other gratifications	223	201	515
Contingent liabilities	99	82	81
Various taxes and social security contribution	28	25	119
Withholding tax	59	53	61
Reclassification of creditor bank balances	(22)	64	103
Other sundry creditors	<u>47</u>	<u>233</u>	<u>571</u>
	<u>\$ 1,138</u>	<u>\$ 1,275</u>	<u>\$ 2,244</u>

- (1) Based on the internal accounting policy for the cancellation of unidentified customer deposits, whose aging equals or exceeds three years as of the deposit date, as of December 31, 2018, 2017 and 2016 registered in "other income" amounted to \$39, \$36 and \$42, respectively.

## 22. Income taxes

The Institution is subject to ISR. In accordance with ISR Law as of December 31, 2018, 2017 and 2016, the rate was at 30% and will continue at the same percentage thereafter.



**Reconciliation of the accounting tax result** - The main items affecting the determination of the Institution's tax result were the annual adjustment for inflation, provisions, the difference between depreciation and accounting and tax depreciation and amortization, the difference between the accounting increase of the preventive credit risk estimate, provisions created for the expenses of prior years that were settled during the current year and the valuation of the financial derivatives instruments.

**Tax loss carryforwards** - As of December 31, 2018, the Institution does not have ISR tax loss carryforwards.

**Deferred taxes** – Individual deferred taxes amounted to \$500, \$464 and \$480 as of December 31, 2018, 2017 and 2016, respectively, including the subsidiaries due to international segment split off described in note 1.

As of December 31, 2018, 2017 and 2016, individual deferred taxes are composed as follows:

	2018	2017	2016
Deferred ISR asset:			
Provisions	\$ 14	\$ 91	\$ 24
Labor obligations	56	51	64
Allowance for loan losses	241	107	89
Financial instruments valuation	6	10	201
Others	97	128	127
Total deferred ISR asset	414	387	505
Deferred ISR liability:			
Prepaid expenses	(15)	(18)	(23)
Total deferred ISR liability	(15)	(18)	(23)
Deferred PTU asset	101	95	133
Deferred taxes of subsidiaries	-	-	(135)
Net deferred tax	\$ 500	\$ 464	\$ 480

Management does not record a reserve on deferred tax (asset), since it considers a high probability that it can be recovered in accordance with the financial and tax projections.

The deferred tax is recorded in the consolidated statements of income or in the shareholders' equity in accordance with the item that gives origin to it.

The reconciliation of the legal ISR and the effective rate of main entities of the Institution, expressed as a percentage of profit before ISR are:

	2018	2017	2016
Legal rate	30%	30%	30%
Valuation of investment securities	(12)%	(74)%	6%
Annual adjustment for inflation	(9)%	(10)%	(1)%
Nondeductible expenses	1%	1%	-
Others	17%	85%	(17)%
Effective tax rate	27%	32%	18%



*Other tax issues:*

As of December 31, 2018, 2017 and 2016, the Institution, as a standalone entity, has the following balances for significant tax measures:

	2018	2017	2016
Contributed capital account	\$ <u>3,579</u>	\$ <u>3,414</u>	\$ <u>3,666</u>
Net tax income account	\$ <u>4,203</u>	\$ <u>3,447</u>	\$ <u>3,833</u>

**23. Stockholders' equity**

As of December 31, 2018, 2017 and 2016, capital stock, at par value, was as follows:

	Number of shares			Amount		
	2018	2017	2016	2018	2017	2016
Fixed capital - Series "O" Shares	<u>3,240,473</u>	<u>2,740,473</u>	<u>2,740,471</u>	\$ <u>3,241</u>	\$ <u>2,741</u>	\$ <u>2,741</u>
Total	<u>3,240,473</u>	<u>2,740,473</u>	<u>2,740,471</u>	\$ <u>3,241</u>	\$ <u>2,741</u>	\$ <u>2,741</u>

In the Stockholders' Ordinary General Meeting held on April 25, 2018, the transfer of profit for the year 2017 to results from prior years for an amount of \$887 was approved. Likewise, the legal reserve was increased by \$88, charged to the same account.

In the Shareholders' Ordinary General Meeting held on November 30, 2018, dividends were distributed in the amount of \$190, which was deducted from the account called "Result from Prior Years."

In the Stockholders' Special Meeting held on October 31, 2017 approved an increase in common stock of \$500 through the subscription and payment of 500,000 ordinary and nominative Series "O" shares with \$1,000 face value per stock. The Institution recorded such increase in the stockholders' equity account "Contribution for future capital increases formalized by the Board of Directors" after obtaining authorization from the Commission to make such increase. This contribution was formalized in January 2018 after the approval of the Commission, through official letter No. 312-3 / 66161/2018.

Foreign entities that exercise function of authority may not participate under any circumstance in the capital of the Institution. National financial entities cannot do either, including those which form part of the Institution, except when they act as institutional investors, pursuant to Article 13 of the Law of Credit Institutions.

In cases where dividends are distributed prior to paying the taxes applicable to the Institution, such tax must be paid when the dividend is distributed; therefore, the Institution must keep track of profits subject to each rate.

Capital reductions will incur in taxes on the excess of the amount distributed against the capital tax value, as set forth in the Income Tax Law.

The Institution requires the creation of a legal reserve equal to 10% of net profits of each year, should be separated and transferred to a capital reserve, until it equals the amount of the share capital paid. While these entities exist, this reserve can only be distributed to stockholders as share dividends.



According to the Income Tax Law, dividends paid from residents in Mexico and to nonresident shareholders may be subject to an additional tax of up to 10%, which will be withheld by the Institution. Nonresidents may apply treatments to avoid double taxation.

**24. Capital ratio (latest information submitted to Central Bank) (Unaudited)**

As of December 31, 2018, 2017 and 2016, in accordance with the capital requirements in effect applicable to full service banks, the Institution presents the following capitalization ratio, which exceeds the minimum level required by the authorities:

	2018	2017	2016
Net capital / required capital	1.93%	2.02%	1.85%
Basic capital / assets subject to credit, market and operational risk	15.46%	16.14%	14.77%
Net capital / assets subject to credit risk	20.40%	20.65%	19.26%
Net capital / assets subject to credit, market and operational risk	15.46%	16.14%	14.77%

The capitalization ratio of the Institution was updated and submitted to the Central Bank on January 18, 2019.

As of December 31, 2018, 2017 and 2016, the net capital used to calculate the capital ratio is as follows:

	2018	2017	2016
Basic capital:			
Stockholder's equity disregarding convertible securities and subordinate debt	\$ 6,108	\$ 5,661	\$ 5,770
Less:			
Organization costs and other intangible	(381)	(264)	(328)
Investment in shares of entities	(58)	(4)	(1,375)
	(439)	(268)	(1,703)
Complementary capital:			
Allowance for loan losses	101	352	298
Total net capital	\$ 5,770	\$ 5,393	\$ 4,365

	2018		2017		2016	
	Equivalent amount position	Capital requirement (8%)	Equivalent amount position	Capital requirement (8%)	Equivalent amount position	Capital requirement (8%)
<b>Market risk:</b>						
Transactions with nominal rate and above par rate in Mexican pesos	\$ 1,464	\$ 117	\$ 1,166	\$ 93	\$ 1,600	\$ 128
Transactions with real rate	1,149	92	1,127	90	1,650	132
Transactions with nominal rate in foreign currency	249	20	584	47	800	63
	141	11	-	1	-	-



	2018		2017		2016	
	Equivalent amount position	Capital requirement (8%)	Equivalent amount position	Capital requirement (8%)	Equivalent amount position	Capital requirement (8%)
Transactions with shares and related to shares	610	49	13	26	150	12
Foreign exchange transactions			320	1	376	30
Transactions in UDIS relating INPC	18	1	18		11	1
For impact Gamma	-	-	-	-	-	-
Subtotal	3,631	290	3,229	258	4,587	366
<b>Credit risk:</b>						
Loan creditors	22,588	1,807	20,248	1,620	18,275	1,462
From repurchase and derivatives counterparties	407	33	521	42	1,350	108
From issuers of debt securities in position	2,863	229	2,304	184	1,475	119
From long-term investment in shares and other assets	891	71	1,019	82	713	57
From guarantees and credit lines and securitization	816	65	686	55	837	66
From collateral issuers and persons received	33	3	17	1	12	1
Transactions with related parties	467	37	498	40	-	-
Due to the credit risk of the counterparty in case of noncompliance with the free delivery mechanisms	77	6	114	9	-	-
Adjustment for credit valuation in derivative transactions	140	11	714	57	-	-
Subtotal	28,282	2,262	26,121	2,090	22,662	1,813
<b>Operational risk</b>	5,409	433	4,062	325	2,293	183
Total assets at risk	<u>\$ 37,322</u>	<u>\$ 2,985</u>	<u>\$ 33,412</u>	<u>\$ 2,673</u>	<u>\$ 29,542</u>	<u>\$ 2,362</u>

As of December 31, 2018, 2017 and 2016, weighted positions by market risk are as follows:

	2018		2017		2016	
	Weighted assets by risk	Capital requirement	Weighted assets by risk	Capital requirement	Weighted assets by risk	Capital requirement
Market risk	\$ 3,631	\$ 290	\$ 3,229	\$ 258	\$ 4,587	\$ 366
Credit risk	28,282	2,262	26,121	2,090	22,662	1,813
Operational risk	5,409	433	4,062	325	2,293	183
	<u>\$ 37,322</u>	<u>\$ 2,985</u>	<u>\$ 33,412</u>	<u>\$ 2,673</u>	<u>\$ 29,542</u>	<u>\$ 2,362</u>

See the web page [www.monex.com.mx](http://www.monex.com.mx) for more information related.





## 25. Bank Ratings

As of December 31, 2018, the Institution has the following ratings:

	Standard & Poor's	Fitch Ratings	HR Ratings
National level-			
Short-term	mxA-1	F1(mex)	HR1
Long-term	mxA+	A+(mex)	AA-
Financial strength-			
Outlook	Stable	Stable	Stable
Released date	August 20, 2018	October 10, 2018	October 25, 2018

## 26. Contingencies and commitments

- a) **Lawsuits** - Over the normal course of business, the Institution has been involved in certain lawsuits which are not expected to significantly affect their financial position or future results of operations. Provisions have been recognized for those matters representing probable losses. As of December 31, 2018, 2017 and 2016, the Institution has contingency reserves of \$62, \$82 and \$81, which are included in "Sundry creditors and other accounts payable". The Institution's management considers the reserve is reasonable, in accordance with its internal and external legal counsel opinion.
- b) **Administered loan portfolio** - As discussed in Note 9, the portfolio administered by the Institution derived from the sales made and equity held under the outline agreement executed with Exim-Bank and amounts to \$10, \$20 and \$22 at December 31, 2018, 2017 and 2016, respectively. In relation to this loan portfolio, the Institution has committed to assume all credit risks in the event of noncompliance with the terms agreed with Exim-Bank regarding the documentation of each loan. However, management considers that the possibility of a refund to Exim-Bank is unlikely.
- c) **Commitment** - As of December 31, 2018, 2017 and 2016 the Institution has service contracts (to receive), related to its operation, for 5.3%, 4% and 3%, respectively, of expenses, which are part of the Institution's current expenses.

## 27. Memorandum accounts

Memorandum accounts are not included in the consolidated balance sheets and only the memoranda accounts in which transactions directly related to the consolidated balance sheets are recorded, such as collateral received in guarantee by the Institution, loan commitments, collateral received and sold or delivered in guarantee and accrued interest not collected of non-performing portfolio. Aside from the above memoranda accounts, the Institution also has the following:

### a. **Trust mandate transactions (unaudited)** –

As of December 31, 2018, 2017 and 2016, the Institution administered the following trusts and mandates:

	2018	2017	2016
Trust under-			
Administration	\$ 128,995	\$ 107,979	\$ 82,727
Guarantee	5,898	5,760	4,517
Investment	<u>1,690</u>	<u>2,056</u>	<u>1,689</u>
Total transactions under trust or mandate	<u>\$ 136,583</u>	<u>\$ 115,795</u>	<u>\$ 88,933</u>



As of December 31, 2018, 2017 and 2016, the income from the administration of such assets was \$131, \$118 and \$94, respectively.

b. ***Other record accounts (unaudited) -***

As of December 31, 2018, 2017 and 2016, goods held in custody have a balance of \$235,362, \$139,903, and \$3,660, respectively.

**28. Financial margin**

As of December 31, 2018, 2017 and 2016, the financial margin was as follows:

	2018	2017	2016
Interest income:			
Investment securities, debt and repurchase agreements	\$ 1,936	\$ 2,763	\$ 1,295
Bank loans and other loans	3	3	3
Deposits with financial institutions	464	94	39
Loan portfolio			
Commercial loans	1,739	1,437	946
Housing loans	98	57	7
Others	215	290	44
	<u>4,455</u>	<u>4,644</u>	<u>2,334</u>
Interest expenses:			
Interest from repurchase agreements	(1,610)	(2,203)	(893)
Interest on bank loans and other loans	(98)	(90)	(60)
Demand deposits	(76)	(68)	(54)
Time deposits	(1,121)	(679)	(536)
Stock certificates	(47)	(80)	-
Others	(2)	(4)	(5)
	<u>(2,954)</u>	<u>(3,124)</u>	<u>(1,548)</u>
Total	<u>\$ 1,501</u>	<u>\$ 1,520</u>	<u>\$ 786</u>

**29. Gains/losses on financial assets and liabilities (net)**

For the years ended December 31, 2018, 2017 and 2016, the main items comprising the gains/losses on financial assets and liabilities (net) are as follows:

	2018	2017	2016
Foreign exchange result:			
Valuation	\$ (4)	\$ (9)	\$ 15
Realized gains or losses	<u>2,564</u>	<u>2,472</u>	<u>2,454</u>
	<u>2,560</u>	<u>2,463</u>	<u>2,469</u>
Derivatives result:			
Valuation	(174)	513	(163)
Realized gains or losses	<u>1,023</u>	<u>(296)</u>	<u>681</u>
	<u>849</u>	<u>217</u>	<u>518</u>
Trading securities result:			
Valuation	3	110	(136)
Realized gains or losses	<u>113</u>	<u>(51)</u>	<u>292</u>
	<u>116</u>	<u>59</u>	<u>156</u>



	2018	2017	2016
Equity result:			
Valuation	<u>-</u>	<u>-</u>	<u>4</u>
	<u>-</u>	<u>-</u>	<u>4</u>
Total	<u>\$ 3,525</u>	<u>\$ 2,739</u>	<u>\$ 3,147</u>

During 2018 the Institution does not report reclassification to the result for the year. As of December 31, 2018 there were no reclassifications to the year end results. For the years ended December 31, 2017 and 2016, the institution reclassified a valuation equivalent to \$171 and \$71, respectively, of the comprehensive result to the result for the year, corresponding to securities available for sale.

### 30. Segment information

As of December 31, 2018, 2017 and 2016, the Institution identified operating segments within its different business and it considers each as part of its internal structure and with its own profit risks and opportunities. These segments are regularly reviewed in order to assign operating monetary resources and evaluate their performance.

2018	Foreign exchange	Banking products	Derivative	Loans and deposits	Trust services	Others	Total
Interest income	\$ -	\$ 1,838	\$ (6)	\$ 1,877	\$ -	\$ 746	\$ 4,455
Interest expense	(2)	(1,561)	-	(1,293)	-	(98)	(2,954)
Allowance for loan losses	-	-	-	(191)	-	-	(191)
Commission and fee income	86	1	-	59	131	24	301
Commission and fee expense	(13)	(1)	(18)	(44)	-	(108)	(184)
Gains/losses on financial assets and liabilities (net)	2,561	116	849	-	-	(1)	3,525
Administration and marketing expenses	(1,983)	(297)	(621)	(360)	(89)	(233)	(3,583)
Other operating (expenses) income, net	-	-	-	67	(12)	(254)	(199)
Current income taxes	(188)	(28)	(59)	(34)	(8)	(23)	(340)
Deferred income taxes	<u>13</u>	<u>2</u>	<u>4</u>	<u>2</u>	<u>1</u>	<u>2</u>	<u>24</u>
Total	<u>\$ 474</u>	<u>\$ 70</u>	<u>\$ 149</u>	<u>\$ 83</u>	<u>\$ 23</u>	<u>\$ 55</u>	<u>\$ 854</u>
2017	Foreign exchange	Banking products	Derivative	Loans and deposits	Trust services	Others	Total
Interest income	\$ -	\$ 2,714	\$ 33	\$ 1,494	\$ -	\$ 403	\$ 4,644
Interest expense	(1)	(2,180)	-	(836)	-	(107)	(3,124)
Allowance for loan losses	-	-	-	(170)	-	-	(170)
Commission and fee income	77	1	-	38	118	25	259
Commission and fee expense	(14)	(1)	(10)	(26)	-	(97)	(148)
Gains/losses on financial assets and liabilities (net)	2,472	58	208	-	-	1	2,739
Administration and marketing expenses	(1,840)	(431)	(168)	(399)	(86)	(370)	(3,294)
Other operating (expenses) income, net	-	-	-	49	-	141	190
Current income taxes	(138)	(32)	(13)	(30)	(7)	(28)	(248)
Deferred income taxes	(57)	(14)	(5)	(12)	(3)	(11)	(102)
Discontinued activity	-	-	-	-	-	274	274
Equity in income of unconsolidated associate companies	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(133)</u>	<u>(133)</u>
Total	<u>\$ 499</u>	<u>\$ 115</u>	<u>\$ 45</u>	<u>\$ 108</u>	<u>\$ 22</u>	<u>\$ 98</u>	<u>\$ 887</u>



2016	Foreign exchange	Banking products	Discontinued activity	Derivative	Loans and deposits	Trust services	Others	Total
Interest income	\$ -	\$ 1,231	\$ -	\$ 26	\$ 957	\$ -	\$ 120	\$ 2,334
Interest expense	(2)	(822)	-	-	(596)	-	(128)	(1,548)
Allowance for loan losses	-	-	-	-	(146)	-	-	(146)
Commission and fee income	81	1	-	-	32	94	14	222
Commission and fee expense	(12)	-	-	(11)	(3)	-	(86)	(112)
Gains/losses on financial assets and liabilities (net)	2,453	161	-	533	-	-	-	3,147
Administration and marketing expenses	(1,929)	(436)	-	(420)	(216)	(72)	(25)	(3,098)
Other operating (expenses) income, net	-	-	-	-	39	-	112	151
Current income taxes	(286)	(65)	-	(62)	(32)	(11)	(3)	(459)
Deferred income taxes	177	40	-	39	19	7	3	285
Discontinued activity	-	-	300	-	-	-	-	300
Equity in income of unconsolidated associate companies	-	-	(145)	-	-	-	-	(145)
Total	<u>\$ 482</u>	<u>\$ 110</u>	<u>\$ 155</u>	<u>\$ 105</u>	<u>\$ 54</u>	<u>\$ 18</u>	<u>\$ 7</u>	<u>\$ 931</u>

### 31. Spinoff of financial statements of companies under common control

As a result of the corporate restructuring of the international business section described in Note 1, and according to NIF C-15 the Management decided not to restate consolidated financial statements from previous years and to present the international business segment as a discontinued operation in the consolidated statements of income. The consolidated balance sheet balances at the restructuring date are shown below:

	As of November 30, 2017 (unaudited)
Assets:	
Funds available	\$ 2,513
Derivatives	1,110
Other receivables (net)	1,644
Furniture and fixtures (net)	23
Deferred taxes (net)	5
Other assets	<u>2,168</u>
Total assets	<u>\$ 7,463</u>
Liabilities	
Bank loans	\$ -
Derivatives	307
Creditors for liquidation of operations	1,626
Current income taxes	31
Creditors for collateral received in cash	1,686
Sundry creditors and other accounts payable	522
Taxes and deferred PTU (net)	154
Deferred loans and other advance payments	<u>28</u>
Total liabilities	<u>4,354</u>



	As of November 30, 2017 (unaudited)
Stockholders	902
Stock Capital	
Earned capital	26
Capital Reserves	450
Result from previous years	426
Cumulative translation effect	141
Net results	<u>1,164</u>
Non-controlling interest	<u>3,109</u>
Total stockholders and liabilities	<u>\$ 7,463</u>

The results generated by the discontinued operation for the period from January 1 to November 30, 2017 and for the year ended December 31, 2016 are shown below:

	For the period from January 1 to November 30, 2017 (unaudited)	For the year ended December 31, 2016
Interest income	\$ 5	\$ 4
Interest expense	-	-
Commission and fee income	10	11
Commission and fee expense	(33)	(29)
Other operating income	(10)	(4)
Gains/losses on financial assets and liabilities (net)	1,707	1,929
Administrative and promotional expenses	(1,332)	(1,522)
Current income taxes	(67)	(86)
Deferred income taxes	(6)	(3)
Non-controlling interest	<u>(133)</u>	<u>(145)</u>
Total	<u>\$ 141</u>	<u>\$ 155</u>

In the corporate restructuring of the international business segment, the Institution derecognized the noncontrolling interest recorded in stockholders' equity as of November 30, 2017, for a value of \$133 (unaudited).

### 32. Comprehensive risk management (unaudited)-

#### *Applicable standards-*

This disclosure is supplemental to the obligation to disclose information on adopted risk management policies, procedures and methodologies, together with information on potential losses by risk and market type. Management has policies and procedures manuals which follow the guidelines established by the Commission and Central Bank to prevent and control the risks exposure the Institution is incurs based on the transactions it performs.

The assessment of policies, procedures, functionality of risk measurement models and systems, compliance with risk management procedures and assumptions, parameters and methodologies used by risk analysis information systems is carried out by an independent expert, as required by the Commission.

This assessment presented in "Prudential risk management provision" and "Review of risk measurement valuation and procedures model" reports, which are presented to the Board of Directors, Risk Committee and General Management.



a. ***Environment -***

The Institution identifies, manages, supervises, controls, discloses and provides information on risks through its Comprehensive Risk Management Unit (UAIR) and the Risk Committee, which jointly analyze the information received from business units.

To enable it to measure and evaluate the risks resulting from its financial transactions, the Institution has technological tools to calculate the Value at Risk (VaR), while also performing supplemental stress testing. Likewise, the Institution has developed a plan allow operations continuity in the event of a disaster.

The UAIR distributes daily risk reports, together with monthly risk information to the Risk Committee and Audit Committee. Similarly, it presents quarterly risk reports to the Board of Directors.

b. ***Risk management entities -***

The Board of Directors is responsible for establishing risk management policies. However, according to established policies, it delegates responsibilities for implementing risk identification, measurement, supervision, control, information and disclosure procedures to the Risk Committee (RC) and General Management.

The policies approved by the Board of Directors are documented in the Comprehensive Risk Management Manual (MAIR), which includes risk management objectives, goals, procedures and maximum risk exposure tolerances.

The RC holds monthly meetings and ensures that transactions reflect the operating and control objectives, policies and procedures approved by the Board of Directors. Likewise, the RC delegates responsibility for providing comprehensive risk monitoring and follow-up to the Comprehensive Risk Management Unit (UAIR).

In urgent cases and depending on market conditions or the specific needs of different business units, the RC holds extraordinary meetings to determine the increase of established limits or temporary limit excesses.

The Risk Lines Committee holds weekly meetings to evaluate the risk lines used for foreign exchange transactions.

c. ***Market risk -***

The Institution evaluates and provides follow-up on all positions subject to market risks based on Value at Risk models which measure the potential loss of a position or portfolio associated with risk factor movements with a 99% reliance level and a one-day horizon.

The UAIR also prepares a GAP analysis among rates used for assets and liabilities denominated in Mexican pesos and foreign currency. The GAP analysis is represented by assets and liabilities with rates at different moments in time, while considering the characteristics of the respective rates and time frame.

d. ***Liquidity risk -***

The UAIR calculates daily liquidity GAPS (time at which interest or principal is received) based on the cash flows from total financial assets and liabilities of the Institution.

The Institution quantifies its liquidity risk exposure by preparing cash flow projections which consider all assets and liabilities denominated in Mexican pesos and foreign currency, together with the respective maturity dates.



The Treasury Department of the Institution is responsible for ensuring the conservation of a prudent liquidity level in relation to the Institution's needs. In order to reduce its risk level, the Institution keeps call money lines open in U.S. dollars and Mexican pesos with different financial institutions.

Daily, the Treasury Department monitors the liquidity requirement for foreign currency provisions in Circular 3/2016 of the Central Bank.

e. ***Credit risk -***

The Institution's credit risk is managed in each phase of the credit process: promotion, evaluation, approval, implementation, follow-up, control and recovery.

This risk management is carried out by identifying, measuring, supervising and informing the different corporate bodies and business units of the risks to which the credit portfolios and the individual credits are exposed.

Individual risks are managed by means of expert analysis, and by classifying the portfolio of each borrower and each credit.

For credit portfolios the risk is managed through the establishment and follow-up of criteria such as: concentration limits, financing limits, indicators of portfolio quality, analysis of the evolution of risk indicators and trends.

Furthermore, there is a follow-up methodology in place for the entire portfolio, in which policies and parameters are applied to classify the risk level of the borrowers, and criteria are also established to manage borrowers considered as high risk.

The Recovery Unit plays an active role in the process of risk management and portfolio follow-up, with the aim of minimizing the risks for the Institution.

Furthermore, the Institution makes the classification of each customer using the technology established by the Commission, which considers aspects related to financial risk, payment experience and collateral.

As established in the Provisions, the Institution established a maximum credit risk exposure limit equal to 40% of basic capital for an individual or entity or group of entities constituting a joint risk.

f. ***Operating risk -***

The Comprehensive Risk Management Manual (MAIR) and Operating Risk Management Manual (MARO) establish policies and procedures for monitoring and control of operating risks.

The Institution has implemented the risks headquarters and controls to get a qualitative qualification of the impact and frequency of the risks.

Through the classification of Risks, catalogues of risks are being integrated to determinate possible losses if such risks come true before the realization of operational risk are identified and the will be recognized in the future.

Risk frequency and impact classifications have been utilized to create risk maps for the different processes implemented by the Institution; these risk maps indicate the tolerance levels applicable to each risk.

Scale	Level
1	Low
2	Medium
3	High

– The maximum tolerance level utilized by the Institution is 3.



- Accordingly, each identified operating risk must be classified at levels 1 and 2 (Low - Medium) of the scale.

General Director of the Institution, CR and to the areas involved must be informed immediately, if some identifying operational risks exceed the tolerance levels.

These levels indicate the possible economic loss that could be suffered by the Institution if a given risk materializes.

The Institution has built an historic database with the information of the losses incurred by operational risks. Thus, they will be able to generate quantitative indicators to monitor the operational risk in the operations.

g. ***Legal risk -***

The Institution has established policies and procedures in the MARO and implements the same process as that used for operating risks.

h. ***Technological risk -***

The Institution has policies and procedures for systems operation and development.

Regarding technological risks, the Institution has policies and procedures contained in MARO and implements the same process as that used for operational and legal risks.

i. ***Quantitative information (unaudited)***

a) ***Market risk -***

As of December 31, 2018, 2017 and 2016, the VaR was \$28, \$19 and \$30, respectively (unaudited) and with a 99% reliance for one day. This value represents the maximum loss expected during one day and is situated within the limits established by the Institution.

As of December 31, 2018, 2017 and 2016, portfolio concentration by segment was as follows (unaudited):

	2018	2017	2016
Farming	\$ 513	\$ 660	\$ 596
Foods	798	859	513
Automotive	1,062	1,031	1,187
Commerce	2,108	1,498	1,132
Housing construction	486	584	550
Specialized construction	1,184	1,152	1,076
Energy	618	201	-
Pharmacist	18	13	12
Financial	2,614	2,806	2,155
Government	2,472	1,001	-
Hospitality / Restaurants (tourism)	802	618	1,290





	2018	2017	2016
Chemistry Industry	170	727	317
Real state	2,626	1,936	1,915
Manufacturing (manufacture of plastic)	192	313	906
Manufacturing (manufacture of electrical and electronic)	9	17	19
Manufacturing (manufacture of concrete products)	1,295	1,126	714
Manufacturing (other)	1,714	1,079	726
Mining and metals	838	779	484
Natural person	1,144	1,117	680
Suppliers (PEMEX)	459	488	597
Services	2,217	2,903	2,371
Transport and telecommunications	432	591	666
Others	<u>853</u>	<u>648</u>	<u>379</u>
<b>Total</b>	<b>\$ 24,624</b>	<b>\$ 21,337</b>	<b>\$ 18,285</b>

No market risk special treatment was identified in this period for securities available for sale.

Market risk statistics:

	VaR Minimum	VaR Average	VaR Maximum
Global	20	25	28
Derivatives	8	9	9
Money market	3	4	5
Foreign exchange	0.182	2	3
Treasury	18	19	20
Exchange	0.00	0.04	0.07

\* The average value refers to the daily exposure of the money market, derivatives and foreign-exchange as of December 31, 2018.

b) **Credit risk -**

Corporate bonds portfolio.

The credit VaR of the corporate bonds portfolio of the Money market as of December 31, 2018 in the Institution was (1.32%) relative to an investment of \$17,333, whereas the credit stress of such portfolio was (3.90%) at the same date. The credit VaR was calculated using the Monte Carlo Simulation method with a confidence level of 99% on a one-year horizon; the stress was obtained by considering the following lower classification of each instrument.

	VaR	Expected loss	Unexpected loss
Maximum	1.51%	0.33%	1.18%
Minimum	1.14%	0.25%	0.89%
Average	1.32%	0.29%	1.03%



Note: The figures presented are expressed in amounts relative to the value of the corporate bonds portfolio, for the daily exposure of December 31, 2018.

Commercial loan portfolio.

Every month the calculation of reserves is made for the commercial loan portfolio, in which the expected loss forms part of the result issued; the methodology applied refers to that established in the Provisions. This method also assigns the degree of risk for the operations.

Expected loss statistics of commercial loan portfolio.

	Minimum	Maximum	Average
Expected loss*	418	684	509
Unexpected loss	106	141	121
VaR	524	825	631

\* The expected loss statistics refer to the daily exposure of December 31, 2018 for the commercial loan portfolio.

No significant variances were identified in this period in financial revenue or the economic value to report.

c) **Liquidity Risk -**

The Institution evaluates the expiration of the assets and liabilities of the consolidated balance sheet in Mexican pesos and foreign currency. The gap of liquidity in Mexican pesos is as follows (unaudited):

Year	Requirement ≤ 30 days	Requirement >30 days
2018	\$ (10,946)	\$ 15,400

The gap of liquidity in U.S. dollars is presented as follows (unaudited):

Year	Requirement ≤ 30 days	Requirement >30 days
2018	\$ (6,912)	\$ 2,259

Liquidity risk statistical.

GAP total depreciation

Statically	≤1	≤7	≤30	≤90	≤180	≤360	>360	Total*
Minimum	(17,971)	(502)	1,173	2,030	1,952	3,259	1,138	(7,788)
Maximum	(13,584)	696	1,718	3,047	2,552	3,394	1,192	(3,155)
Average	(15,994)	(17)	1,375	2,544	2,305	3,342	1,164	(5,280)

GAP maturity total

Statically	≤1	≤7	≤30	≤90	≤180	≤360	>360	Total**
Minimum	(21,697)	(5,202)	1,545	4,395	6,091	16,397	(7,177)	(588)
Maximum	(16,311)	(3,514)	2,681	4,974	7,891	17,172	(6,484)	3,802
Average	(18,216)	(4,232)	2,106	4,636	7,259	16,749	(6,747)	1,556

\* It corresponds to the statistics of "GAP Total" of the minimum, average and maximum.



\*\* The statistics of the maturity GAP refer to the position of the money market, credit, derivatives and foreign-exchange portfolios of December 31, 2018.

Liquidity or sensitivity analysis considers the asset and liability positions based on an extreme scenario for the assessment of variances in economic value and, in relation to financial revenues, a sensitivity analysis due to interest rate changes.

Repos renewal effect	Amount mmp	VaR Absolut	Effect of Selling off unusual MD	Amount
Actual Cost	(128)	-	Value of securities	7,492
Sensitivity 1*	(141)	(13)	Sensitivity 1	(1)
Sensitivity 2	(154)	(26)	Sensitivity 2	(1.3)
Stress 1	(167)	(38)	Stress 1	(13)
Stress 2	(179)	(51)	Stress 2	(25)
Sensitivity 1 = 10%,			Sensitivity 1 = 1bp,	
Sensitivity 2 = 20%,			Sensitivity 2 = 10bp,	
Stress 1 = 30%,			Stress 1 = 100bp,	
Stress 2 = 40%.			Stress 2 = 200bp.	
Effect of selling unusual Money market	Amount mmp		Interest paid on deposits	Current MTM
Securities' value	16,597		Interest paid (actual)	(75)
Sensitivity 1	(1)		Sensitivity 1*	(83)
Sensitivity 2	(10)		Sensitivity 2	(91)
Stress 1	(104)		Stress 1	(98)
Stress 2	(202)		Stress 2	(107)
Sensitivity 1 = 1bp,			Sensitivity 1 = 10%,	
Sensitivity 2 = 10bp,			Sensitivity 2 = 20%,	
Stress 1 = 100bp,			Stress 1 = 30%,	
Stress 2 = 200bp.			Stress 2 = 40%.	
				MTM variation
				-
				(8)
				(16)
				(23)
				(31)

d) **Operational Risk**

At the monthly CR sessions information is presented on the events related to operational risk which arise in the different business units and are reported by the latter. This information indicates the event and date of occurrence.

Controllership staff prepare a log of these risks used as the basis to begin their quantification, which comprise the database of operational risk events.

**Type of operational risk**

Materialized Event	2018-4T			
	Frequency	% Total	Average impact	% Total
Execution, delivery and management of processes	1	1%	.291	100%
Events not Materialized	Frequency	% Total	Average impact	% Total
Execution, delivery and management of processes	32	39%	0	0%
Incidents in the business and system failures, external events	50	60%	0	0%
Total	83	100%	.291	100%



e) ***Risk policies applied to derivative financial instruments-***

Market risks of transactions involving derivative financial instruments are limited because customer transactions are hedged through organized markets or inverse transactions with financial intermediaries.

These transactions involve a counterpart risk which is analyzed by the credit risk. Transaction amounts and initial margins are authorized and/or ratified by the Lines Committee.

For OTC derivatives transactions with customers, operating lines based on the analysis of the financial situation of each of the partners are determined. The credit risk covers customers requesting margins depending on the situation presenting.

In addition, customers are subject to margin calls at the end of the day or during the day if they face significant valuation losses in their open positions.

For foreign exchange transactions, credit risk is analyzed through the credit evaluation of the customers. The credit lines proposals are submitted to the credit line Committee, which can approve, deny or modify the proposal. Risk control is performed by monitoring the use of the lines and the corresponding payment behavior.

f) ***Detection of transactions with illegal resources –***

The Institution has a Communication and Control Committee which monitors compliance with applicable standards, while also notifying the involved areas and respective authorities of any transactions considered as unusual, significant or worrying according to SHCP provisions.

**33. New accounting principles**

NIF issued by the CINIF applicable to the Institution

Improvements to NIF 2018:

a. With effect from January 1, 2019:

The Improvements to the NIF that generate accounting changes are:

NIF D-5, *Leases* - The accounting recognition for the lessor does not change and only disclosure requirements are added. For the lessee, it introduces a single model for the recognition of leases that eliminates the classification of leases as operative or capitalizable, so it must recognize the assets and liabilities of all leases with a duration exceeding 12 months (unless the asset underlying is of low value). Consequently, the most important impact will be an increase in the assets under lease and in the financial liabilities of a lessee when recognizing an asset for the right to use the leased underlying asset and a lease liability that reflects the obligation of lease payments at present value. The following aspects should be considered when applying this NIF: a) a lease is defined as a contract that transfers to the lessee the right to use an asset for a specific period of time in exchange for a consideration, therefore, it must be evaluated, at beginning of the contract, if the right to control the use of an identified asset for a determined period of time is obtained; b) changes the nature of the expenses related to leases, by replacing the operating lease expense in accordance with Bulletin D-5, by an expense for depreciation or amortization of assets for right of use (in operating costs) and an expense for interest on lease liabilities (in the financial margin); c) modifies the presentation in the consolidated statement of cash flows by reducing cash outflows from operating activities, with an increase in cash flow outflows from financing activities to reflect payments of lease liabilities; d) modifies the recognition of the gain or loss when a seller-lessee transfers an asset to another entity and leases that asset back to back.



During 2018, the Commission modified the Provisions with the aim of incorporating the following. NIF and the response will be published on January 1, 2020: B-17 "Determination of fair value", C-3 "Accounts receivable", C-9 "Provisions, contingencies and commitments", C-16 "Impairment of instruments" financial receivables ", C-19" Financial instruments payable ", C-20" Financial instruments for collecting principal and interest ", D-1" Revenue from contracts with customers ", D-2 "Costs for contracts with clients" and D-5 "Leases", issued by the Mexican Council of Financial Standards, CC and references in paragraph 3 of Criterion A-2 "Application of particular rules".

At the date of issuance of these consolidated financial statements, the Institution has not completed its evaluation of the potential effects of adopting these new standards on its financial information.

**34. Authorization of the issuance of the consolidated financial statements**

On March 11, 2019 the issuance of the consolidated financial statements was authorized by Moisés Tiktin Nickin, Chief Executive Officer of the Institution, Alfredo Gershberg Figot, Chief Financial and Planning Officer, José Luis Orozco Ruíz, Chief Internal Auditor and José Arturo Álvarez Jiménez, Director of Accounting and Tax and by the Board of Directors, who, in addition to the Commission may modify them.

\* \* \* \* \*

