FINANCIERA INDEPENDENCIA, S. A. B. DE C. V., SOCIEDAD FINANCIERA DE OBJETO MÚLTIPLE, ENTIDAD NO REGULADA AND SUBSIDIARIES AUDITED CONSOLIDATED
FINANCIAL STATEMENTS
DECEMBER 31, 2010 AND 2009

# FINANCIERA INDEPENDENCIA, S. A. B. DE C. V., SOCIEDAD FINANCIERA DE OBJETO MÚLTIPLE. ENTIDAD NO REGULADA AND SUBSIDIARIES 

AUDITED CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2010 AND 2009

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# INDEPENDENT AUDITORS' REPORT 

Mexico City, March 8, 2011

To the Stockholders of<br>Financiera Independencia, S. A. B. de C. V., Sociedad Financiera de Objeto Múltiple, Entidad No Regulada

1. We have audited the consolidated balance sheets of Financiera Independencia, S. A. B. de C. V., Sociedad Financiera de Objeto Múltiple, Entidad No Regulada and subsidiaries (Company) as of December 31, 2010 and 2009, and the related consolidated statements of income, changes in stockholders' equity and of cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in Mexico. Those standards require that we plan and perform the audit in order to obtain reasonable assurance about whether the financial statements are free of material misstatement and that they were prepared in accordance with the accounting practices applicable to the Company. An audit consists of examining, on a test basis, the evidence supporting the figures and disclosures of the consolidated financial statements; it also, includes the assessment of the financial reporting standards used, significant estimates made by management and the presentation of the overall financial statements. We consider that our audits provide a reasonable basis for our opinion.
2. As mentioned in Note 3 to the consolidated financial statements, the Company is required to prepare and present its financial statements on the basis of accounting rules and practices prescribed by the National Banking and Securities Commission in Mexico (Commission) applicable to Regulated Multiple Purpose Financial Companies "Sociedades Financieras de Objeto Multiple Reguladas" in Mexico, which, in the cases specified in the aforementioned note, differ from the Mexican financial reporting standards (NIFs for their acronym in Spanish).
3. As mentioned in Note 20 to the consolidated financial statements, on December 22, 2010, the Company signed a purchase agreement to acquire all the shares of Apoyo Económico Familiar, S. A. de C. V., Sociedad Financera de Objeto Múltiple, Entidad No Regulada, one of Mexico's main micro financing entities, and it has reached an agreement to acquire 77\% of the shares of Apoyo Financiero Inc. (AFI), a micro finance company dealing mainly with the non-bank Hispanic community in San Francisco, California. On February 28, 2011, the Company finalized the process for the acquisition of the AFI shares. The total amount of both transactions is Ps 1,180 million.
4. As mentioned in Note 24 to the consolidated financial statements, on November 30, 2009, the Company signed a purchase agreement to acquire all the shares of Financiera Finsol, S. A. de C. V., Sociedad Financiera de Objeto Múltiple, Entidad No Reguiada, and a group of related entities, in order to increase its loan portfolio and the number of its clients. On February 19, 2010, the Company finalized the process for the acquisition of the shares. The total amount of the transaction is Ps530 million.
5. In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Financiera Independencia, S. A. B. de C. V., Sociedad Financiera de Objeto Múltiple, Entidad No Regulada and subsidiaries as of December 31, 2010 and 2009, and the consolidated results of their operations, the changes in their stockholders' equity and their cash flows for the years then ended, in conformity with the accounting practices prescribed by the Commission.


NANCIERA INDEPENDENCIAS. A B DE C. V. SOCIEDAD FENANCIERADE ORETOMULIPLE ENTIDAD NO REGULADA AND SUBSIDIARIS

CONSOLDATED BALANCE SHEETS
(Notes 1, 2, 3, 4, 8, 15, 26, 23, 24 and 25)
Trousucds of Mexican persor ONore? ?

| Decerober 31 |  |  |  | Dwacmber 31. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amet | $20 \leq 10$ | 2009 | Lintilines mad Stactroldes' Esuity | 2010 | 2009 |
| CASH AND CASH EQUIVALENTS (Note S) | P3. 855.675 | P3 498.891 | DFibT INSTRUMENTS (Note 12) | P4 787.109 | B. 746,970 |
| DERIVATIVES (Nome \%) |  |  | BANK AND OTHIER ENTITIES' LOANS (Note 13) |  |  |
| For hedging purposes | - | . 793 | $\begin{aligned} & \text { Shont - term } \\ & \text { Long - terme } \end{aligned}$ | $\begin{aligned} & 1,168,110 \\ & 3.174,39 \end{aligned}$ | $\begin{array}{r} 3,054,492 \\ 34,738 \end{array}$ |
| PERFORMING LOANS (Note 7) -3. |  |  |  |  |  |
| Consumer | -5,202,841 | -4.236.160 |  | 4.342.504 | 3.079720 |
| TOTAL PERFORMING LOANS | 5,202.841 | 4,236.160 | DERIVATIVE INSTRUMENTS (Note 6) |  |  |
| NON - PERFORMING LOANS For bedging Pupores 232.351 |  |  |  |  |  |
| Conmumer | 570,207 | -. 576.132 | OTHER ACCOUNTS PAYABLE |  |  |
| TOTAL NON - PERFORMING LOANS | -. 570,207 | 576.132 | Inconte tarter payable (Noter 14 and 18) Sumdry creditorn and ouber meconutis payible (Note 14) | $\begin{array}{r} 41,426 \\ -\quad 003.793 \end{array}$ | $\begin{array}{r} 37,477 \\ -\quad 132999 \\ \hline \end{array}$ |
| TOTAL LOAN PORTFOLIO | 5,73,048 | 4,812,292 |  | 143.219 | 170.396 |
| (-)LESS: |  |  | DEFERRED LOANS AND |  |  |
| LOAN LOSS ALLOWANCE (Note 8) | (375.470) | - (422,966) |  | 25.460 | - 50.50. |
| LOAN PORTFOLIO - Net | 5,397,578 | 4.389.326 | total liablimies | 5.732.672 | 4.087 .124 |
| TOTAL LOAN PORTPOLIO - NET |  |  |  |  |  |
|  |  |  | Paid-In Captial |  |  |
| OTHER ACCOUNTS RECEIVABLE - Net (Note 9) | 410,621 | 111.584 | Capital rock | 157,191 | 148,603 |
| PROPERTY. FURNITURE AND EQUIPMENT Ne (Note 10) | 403,316 | 303,206 | Premium on sale of sheres | 1.550 .775 | 72647i |
|  |  |  |  | 1707.96 | 173.091 |
|  |  |  | EARNED CAPITAL |  |  |
| DEFERRED TAXES AND PROFT SHARING - Net (Note IB) |  | 572,628 |  | 14,300 | 12,600 |
|  | 208,371 |  | Ressult from valumion of bedging calb flow inatuments | 837,333 $(64,658)$ | 40,490 |
|  |  |  | Net income | 451.668 | 515.2n |
| OTHER ASSETS |  |  |  | 1238.648 | 䂓313 |
| Goodwill (Notes 11 and 24) | 615,150 | - |  |  |  |
| Intungibles aspets (Notes 11 and 24) | 15S,914 | - | TOTAL STOCKHOLDERS' EQUITY | 2946,006 | 1,863,344 |
| Deferred chargis, advace paymens | 132.620 | 73.990 | Commitments and contingencies (Note 21) Suthequent events (Note 22) |  |  |
|  |  |  |  |  |  |
| TOTAL ASSETS | P3 $8.679,245$ | P15,950478 | EQUTTY |  |  |
|  |  |  |  | Br 8 679245 |  |

The accompanying twency five notes are atittegral part of these contolidated finmeind statements.

Memogndurt exgounts
Interten arnod not collected arising from non - performing loans Ter write offi Write ofil

2010
P. 67,050 556,306 561078

3009


FINANCIER INDEPENDENCIA, S. A. B. DE C. V. SOCIEDAD FINANCIER A DE OBJETO MULTIPLE, ENTIDAD NO REGULADA AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME
(Notes 1, 2, 3, 4, 15, 16 and 23)
Thousands of Mexican pesos, except earnings per share(Note 2)


The accompanying twenty five notes are an integral part of these consolidated financial statements.
 Chief Executive Officer


Lic. Luis Miguel Diaz/Llaneza Langenscheidt Chief Financial Officer

C.P. Benito Pacheco Zavala Auditing Director

## SOCIEDAD FINANCIERADE OBJETOMOEPENDENCIASASA, B. DE C V CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EOUITY FOR THE YEAKS ENDEDDECEMBER 31,2010 AND 2009 <br> (Notes 1 and 17 )



FINANCIERA INDEPENDENCIA, S. A. B. DE C. V. SOCIEDAD FINANCIERA DE OBJETO MÚLTIPLE, ENTIDAD NO REGULADA AND SUBSIDIARIES

## CONSOLIDATED STATEMENT OF CASH FLOWS

Thousands of Mexican pesos (Note 2)


# FINANCIERA INDEPENDENCIA, S. A. B. DE C. V., SOCIEDAD FINANCIERA DE OBJETO MÚLTIPLE, ENTIDAD NO REGULADA AND SUBSIDIARIES 

NOTES TO THE CONSOLIDATED<br>FINANCIAL STATEMENTS

DECEMBER 31, 2010 AND 2009

## Thousands of Mexican pesos (Note 2), except for exchange rates, nominal values and number of shares

## NOTE 1 - COMPANY HISTORY AND OPERATIONS:

## Incorporation and authorization

Financiera Independencia, S. A. B. de C. V., Sociedad Financiera de Objeto Múltiple, Entidad No Regulada (Company), was incorporated and commenced operations in accordance with the applicable laws in Mexico on July 22, 1993, for an indefinite period. It is located in Mexico City and it has authorization from the Ministry of Finance (SHCP for its acronym in Spanish) to operate as Non-Regulated Multiple Purpose Financial Entity (Sociedad Financiera de Objeto Múltiple, Entidad No Regulada or Sofom, E. N. R.) in accordance with the Credit Institutions Law.

## Business purpose

The Company is mainly engaged in making loans to individuals for consumer goods and services. Funding required to conduct lending activities is obtained from the Company's shareholders, from cash arising from the Company's operations and from debt issuances with domestic financial institutions.

## Main operating guidelines

The General Law of Credit Organizations and Auxiliary Activities (LGOAAC for its acronym in Spanish) authorizes Multiple Purpose Financial Entities (Sociedades Financieras de Objeto Múltiple or Sofom) to engage in activities such loan, factoring and financial lease transactions. A Sofom may or may not be regulated by the National Banking and Securities Commission (Comisión Nacional Bancaria y de Valores also referred to as the Commission or CNBV). NonRegulated Entities (ENR for its acronym in Spanish) are not associated to credit institutions or holding companies of financial groups comprising credit institutions, and they are therefore not subject to the Commission's oversight.

On October 18, 2007, the shareholders approved the adoption of the Sociedad Anónima Bursatil, (S. A. B.) legal regime, as a result of which, as of November 1, 2007, the Company was registered as a listed issuer in the Mexican Stock Exchange (BMV, for its acronym in Spanish), under the ticker symbol "FINDEP".

During the listing process with the BMV, the Company conducted an initial public offering in Mexico and overseas. The public offering overseas was conducted under Rule 144-A and Regulation S of the 1933 US Securities Act, as well as regulations applicable to countries in which such offering was conducted.

As a listed entity, the Company is subject to the provisions of the Mexican Corporations Law (Ley General de Sociedades Mercantiles) and the Mexican Securities Markets Law, as well as to the general provisions applicable to issuers of securities and other participants in the securities market.

The accompanying consolidated financial statements include the Company and its subsidiaries as of December 31, 2010 and 2009, including Instituto Finsol, IF, in which the Company has control. Following is an analysis of the subsidiaries that have been consolidated:

| Subsidiary | shareholding \% |  | Operations |
| :---: | :---: | :---: | :---: |
|  | $\frac{2010}{\%}$ | $\frac{2009}{\%}$ |  |
| Serfincor, S. A. de C. V. and subsidiaries (Serfincor) | 99.99 | 99.99 | Call center, administrative, courier, promotion and marketing services. |
| Financiera Finsol, S. A. de C. V. | 100.00 | - | Lending commercial loans |
| SOFOM, E. N. R. |  |  |  |
| Finsol, S. A. de C. V. | 100.00 | - | Services |
| Finsol Vida, S. A. de C. V. | 100.00 | - | Services |
| Instituto Finsol, IF | 100.00 | - | Lending commercial loans |

On February 19, 2010, the Company acquired all outstanding shares of Grupo Finsol (FINSOL). See Note 19.

## NOTE 2 - BASIS FOR PREPARATION OF THE FINANCIAL INFORMATION:

The accompanying consolidated financial statements as of December 31, 2010 and 2009 have been prepared and are fairly presented in accordance with the accounting criteria issued by the Commission applicable to multiple purpose financial entities, regulated entities, contained in the General Provisions Applicable to Multiple Purpose Financial Entities, regulated entities (Banking criteria), which differ from Mexican Financial Reporting Standards (MFRS) issued by the Mexican Financial Standards Board (CINIF by its initials in Spanish), as concems the matters mentioned in points d., e., f., n. and x. of Note 3. For the purpose of the foregoing, the Company has prepared its statement of income as per the presentation form required by the Commission, which is intended to present information on the Company's operations and other
economic events that affect the entity but that do not necessarily derive from decisions or transactions by the owners in their status as shareholders, for a specific period. Said presentation differs from the methods established in the NIF for classifying the statement of income based on the function or nature of its items. Additionally, the entity shows the result of equity in subsidiaries and associated companies after taxes on profits, as opposed to the requirements established in the provisions of the NIF.

On September 19, 2008, the Commission amended the accounting criteria for listed companies (Circular Única de Emisoras), which requires Sofoms, E. N. R. issuing issued debt or equity in the Mexican Stock Exchange to prepare their financial statements in accordance with the accounting criteria applicable to regulated Sofoms in the terms of Article 87-D of the LGOAAC. Under this article, regulated Sofoms are subject to the provisions of the Mexican Law of Credit Institutions (LIC) and of the Law of the Commission.

According to the provisions of MFRS B-10 "Inflation Effects", the Mexican economy is not in an inflationary environment, since there has been cumulative inflation below $26 \%$ in the most recent three year period (threshold to define that an economy should be considered inflationary). Therefore, as of January 1, 2008, the entity discontinued recognition of the effects of inflation on the financial information (disconnection from inflationary accounting). Consequently, the figures of the accompanying consolidated financial statements at December 31, 2010 and 2009 are stated in historical thousands of Mexican pesos, modified by the cumulative effects of inflation on the financial information recognized up to December 31, 2007.

Inflation rates determined on the basis of Investment Units (UDI for their acronym in Spanish), are as follows:

December 31,

| $\frac{2010}{(\%)}$ | $\frac{2009}{(\%)}$ |
| ---: | ---: |
|  |  |
| 4.28 | 3.72 |
| 15.08 | 14.55 |

For the year
Accumulated over the past three years
15.08
14.55

NIFs effective as of January 1, 2010:
Beginning on January 1, 2010, the Company adopted the following NIFs and their interpretations issued by the Mexican Financial Reporting Standards Board (CINIF for its acronym in Spanish); NIF C-13 "Related parties" NIF, NIF B-7 "Business acquisitions", NIF B-1 "Accounting changes and misstatement correction", NIF C-7 "Investment in associated companies and other permanent investments", and Interpretation to NIF - 14 "Contracts for construction, sale and provision of services related to real estate", which did not have an impact in the preparation of the Company's financial statements.

## Financial statements authorization:

The accompanying consolidated financial statements and their notes were authorized for issuance on February 23, 2011 by the undersigned officers.

## NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Following is a summary of the significant accounting policies used, which have been consistently applied in the reporting years, unless otherwise indicated.

In accordance with Mexican Banking GAAP, when no specific accounting criteria has been issued by the Commission, entities must apply the supplementary standards, in conformity with NIF A-8 "Use of supplementary reporting standards", in the following order: NIFs, International Accounting Standards approved and issued by the International Accounting Standards Board (IASB), as well as, Accounting Principles Generally Accepted in the United States (US GAAP) issued by the Financial Accounting Standards Board or, if applicable, any set of formal and recognized accounting standards.

NIFs require the use of certain critical accounting estimates in the preparation of the consolidated financial statements. Management's judgment is also required in determining the Company's accounting policies.

## a. Consolidation

All intercompany balances and transactions have been eliminated in the consolidation process. The consolidation was carried out on the basis of the audited financial statements of the subsidiaries.

## b. Cash and cash equivalents

This item is recorded at nominal value. Cash equivalents in foreign currencies are valued at the exchange rate published by Mexican Central Bank at the financial statement date. Interest income arising on these investments is recognized in the statement of income as it accrues.
c. Derivative financial instruments

All contracted derivative financial instruments are included in the balance sheet as assets and/or liabilities expressed at fair value. Accounting for changes in fair value of a derivative instrument depends on the intended use and the risk management strategy adopted.

For fair value hedging purposes, valuation fluctuations are recorded in income in the same line as the position they hedge; for cash flow hedging, the effective portion is temporarily recorded under comprehensive income in stockholders' equity and it is reclassified to income when the hedged position affects income. The ineffective portion is recorded immediately in income.

Although some derivative financial instruments are contracted to ensure hedging for economic purposes, those instruments are not considered hedging instruments because they do not meet all the established requirements. Said instruments are classified as instruments held for trade for book purposes.

The fair value is determined on the basis of market prices and, in the case of instruments not quoted on a market, the fair value is determined based on valuation techniques accepted by market practices.

The Company carries out the following operations with derivative financial instruments:

## Options

Options are contracts that establish the right, but not the obligation, for the purchaser to purchase or sell the underlying asset at a determined price, known as the exercise price, on a preestablished date or period. Options agreements involve two parties; the purchaser of the option, who pays a premium at the time of acquisition and also earns a right, but not an obligation, and the party issuing or selling the option, who receives the premium and also acquires an obligation, but not a right.

The purchaser of the option records the premium paid on the operation. Subsequently, the premium is valued based on the fair value of the option and the changes in fair value are recorded in the statement of income.

## Swaps

Currency swaps are agreements establishing a bilateral obligation to exchange, over a determined period of time, a series of flows on a notional amount denominated in different currencies for each of the parties, which in turn are referenced to different interest rates. In some cases, aside from exchanging interest rate flows in different currencies, the exchange of flows can be negotiated on the notional amount over the life of the agreement.

The rights and obligations arising from a swap agreement are valued at fair value determined on the basis of a mathematical model through which the net present value of cash flows of positions receivable and payable is estimated.

## Forwards

Forwards agreements establish an obligation to purchase or sell underlying goods at a future date, in the amount, quality and price set forth in the agreement. In these transactions, the buyer assumes a long position with respect to the underlying asset and the seller assumes a short position with respect to the same underlying asset.

## d. Loan portfolio

The loan portfolio represents the amounts effectively delivered to borrowers plus the interest accrued.

Loans are, made based on a credit analysis conducted in accordance with the Company's internal policies and operating manuals.

The outstanding balances of loans offered are recorded as past-due portfolio when payments thereon have not been settled in their entirety in the terms originally agreed upon, considering the following:

- If debts consist of loans with payments on installments and interest payments that are 90 or more days past due.
- If payments on revolving loans are two months or 60 calendar days past due.

Interest income is recorded in the statement of income as it is earned, based on outstanding balances and agreed interest rates per contractual terms of the loan agreements.

Once a loan is classified as non-performing, interest accrual thereon is suspended. When loans are past-due, interest accrued is recorded in memorandum accounts. Regarding accrued interest receivable related to the past-due portfolio, the Company records an allowance equal to their outstanding balance prior to their classification as non-performing portfolio. If the past-due interest is collected, it is directly recognized in income for the period.

Non-performing loans could be reclassified back to the performing loan portfolio, only after the outstanding balances of past-due loans (principal and interest) are fully settled as established in Mexican Banking GAAP.

Starting September 2009, the Company began to carry out restructures for certain loans. As long as the loan portfolio is kept restructured, the Company has decided classify it and present it as part of the non-performing loan portfolio. In addition, the Company considers the probability of default of restructured loans to be $100 \%$.

Annual commissions charged to clients are deferred and amortized on the straight-line basis over one year or for the duration of the loan. Loan origination fees and costs are not deferred over the term of loans, since Management considers such financial effect not to be significant due to the short-term maturity of the related loans. All other commissions (withdrawal fee or late-payment fees) are recorded as income upon collection.

NIFs require the recognition of interest accrued and, if applicable, the creation of an allowance for doubtful accounts based on a study of recoverability.
e. Loan loss reserves for credit risk

Through ruling 310-85406/2009 dated March 2, 2009, the Commission informed the Company that it must calculate its loan reserves based on the different methodologies or the internal methodologies set forth in the Sole Banks Circular. The Commission's approval is not required for the latter.

The Company rates its loan portfolio using internal methodology based on the likelihood of borrower default and on the severity of the loan loss, as per the provisions of article 93 of the general provisions applicable to credit institutions.

Probability of Default (PD) is the likelihood of a borrower becoming non-performing within the next 6 months. The Company determines PD by applying roll rate calculations. Roll rates considers the existing probability of a loan to migrate from its current category (based on days past due) to write off. The Company uses as PD an average of roll rate calculations for the past twelve-month period.

Loss Given Default (LGD) is an estimate of the amount that the Company would expect to lose in the event of a borrower default. Since all of the Company's loans are unsecured, no collateral exists, and therefore, the Company determines it's LGD as the average of net losses after considering the present value of recoveries for the past twelve-month period.

In the case of group loans, the estimation is determined monthly with an effect on income for the year, based on studies prepared by management that determine the likelihood of debtor payment; those studies are determined based on the overdue portfolio.

In accordance with NIFs, an analysis should be conducted in order to assess the amount of allowance for accounts receivable.

Loans are written off when they are 180 or more calendar days overdue. Write offs are recorded cancelling the unpaid balance of a loan vs. the provision for loan losses.

Recoveries related to loans previously written off or eliminated from the balance sheet are applied to income for the period when collected.
f. Other accounts receivable

Accounts receivable other than the Company's loan portfolio represent, among others, tax credits.

For other accounts receivable on identified debtors with more than 90 calendar days past due, a reserve is set up reflecting the likelihood of default. No such reserve has been set up for tax credits. The allowances for doubtful accounts referred to above are determined through a study that serves as the basis for the determination of future events that could affect the amount of accounts receivable, showing the related estimated recovery value.

With respect to items different from those mentioned above, whose maturity is agreed at a term of more than 90 calendar days for identified debtors and 60 days for unidentified debtors, an allowance is set up for bad debts in the total amount of the debt.

NIFs require, when applicable, setting up an allowance for doubtful accounts, after conducting an analysis and evaluation of the real possibilities of recovering such accounts.

The Company has no items in the above-mentioned categories more than 90 or 60 days past due, as a result of which no such reserve has been set up.

## g. Property, furniture and equipment

Property, furniture and equipment are stated as follows: i) items acquired on or after January 1, 2008 at historical cost, and ii) domestic items acquired up to December 31, 2007 at restated value determined on the basis of UDI factors. Consequently, as of December 31, 2010 and 2009, properties, furniture and equipment are expressed at modified historical costs.

Property, furniture and equipment are subject to annual impairment tests only when there is evidence of impairment. Accordingly, they are expressed at their modified historical cost, less the accumulated depreciation and, if applicable, any impairment losses.

Depreciation is calculated through the straight line method based on the expected useful life of assets estimated by Company management, applied to the property, furniture and equipment.
h. Intangible assets

Intangible assets are recognized when they meet the following conditions: are identifiable, provide future economic benefits and the Company has control over such benefits. Intangible assets are classified in: i) with an indefinite useful life, which are not amortized but subject to annual impairment tests, and ii) assets with a definite life, which are those whose expected future economic benefits are limited by a legal or economic condition, and are amortized using the straight-line method during their useful life, and evidence of impairment is identified.

Intangible assets acquired or developed are expressed as follows: i) as of January 1, 2008, at historical cost, and ii) up to December 31, 2007, at restated values determined through the application UDI factors at that date. Consequently, as of December 31, 2010 and 2009, the intangible assets are expressed at modified historical cost, less the corresponding cumulative amortization and, if applicable, impairment losses.

The Company has prepared a study to determine the effects of Statement C-15 (impaiment in the value of long-lived assets and their disposal), and identified no impairment such assets.

## i. Goodwill

Based on NIF B-7 "Business Acquisitions", the Company applies the following accounting provisions to its business acquisitions: i) purchase method is used as only valuation rule, which requires the purchase price to be assigned to acquired assets and assumed liabilities based on their fair value at the date of acquisition; ii) intangible assets acquired are identified, valued and recognized and iii) the non-assigned portion of the purchase price represents the goodwill.

Goodwill is considered to have an indefinite life and represents the excess of subsidiaries share cost over the fair value of the new assets acquired; its value is subject to annual impairment tests (see Note 23). Goodwill is expressed at its modified historical cost, reduced, if applicable, by impairment losses.

## j. Debt instruments

Debt instruments are represented by the issuance of debt instruments (Cebures for its acronym in Spanish) and their value is recorded based on the principal amount and interest accrued as of the date of the formulation of the financial statements.

Debt issuance costs are initially recorded as deferred charges and amortized against income for the year, over the term of such debt instruments.
k. Loans from banks and other entities

Loans from banks and other entities are comprised of lines of credit and loans from other entities, which are recorded at the contractual value of the obligation recognizing the respective interest expense in income for the year as it is accrued.

## 1. Provisions

Provisions represent present obligations for past events where the outflow of economic resources is probable. These provisions have been recorded based on management's best estimate; however, actual results could differ from recognized estimates.

## m. Deferred income tax and flat tax

Deferred income tax and flat tax are recorded based on the comprehensive asset-and-liability method, which consists of recognizing deferred tax on all temporary differences between the book and tax values of assets and liabilities to be materialized in the future, at the rates enacted in the effective tax provisions at financial statement dates.
n. Deferred Employees' Statutory Profit Sharing (ESPS)

Deferred ESPS is recorded under the comprehensive asset-and-liability method, which consists in recognizing a deferred ESPS for all differences between the book and tax value of the assets and liabilities for which payment or recovery is likely.

Current and deferred ESPS is shown in the statement of income under administrative expenses.

The debtor balances corresponding to deferred ESPS must be maintained only when estimates indicate they will be recovered in future periods.

NIFs require this item to be presented under other income and expenses.
o. Employee benefits

The Company has no employee benefit plans, except as required by the Social Security laws.
i. Direct benefits (salaries, vacations, holiday bonus, and paid absence, among others) are recognized in the statement of income as incurred and liabilities are expressed at nominal value given their short term nature. Absences paid by law or contract are not cumulative.
ii. Termination benefits due to reasons different from restructuring (severance compensation, seniority premium), as well as retirement benefits (seniority premium), are recognized based on actuarial studies carried out by independent actuaries through the projected unit credit method.

The period net cost for the period of each employee benefit plan is recognized as operating expenses of the period when they accrue, which includes, among others, the amortization of the labor cost of past services and the actuarial profit (loss) of previous periods.

Unamortized pending items, known as transition liabilities and the labor cost of past services are being amortized as from January 1, 2008 over a five year period instead of over the estimated labor life of employees ( 11 years for termination benefits and 15 for seniority premium).

As of December 31, 2010 and 2009, the breakdown of the employee benefit plans is as follows:
i. Post-employment benefits

Employee retirement procedures require the Company to adopt certain retirement policies or to pay off the employee in accordance with articles 48 to 50 of the Federal Labor Law (LFT for its acronym in Spanish).

Article 50 of the LFT Severance depends on whether the employment was for an indefinite period of time; severance consists of 20 days salary for each year of services rendered, plus the amount corresponding to three months of salary.
ii. Seniority premiums

Following is a summary of the bases for calculating the seniority premium, based on the provisions of article 162 of the LFT.

1. A seniority premium is paid in the event of death, disability, dismissal and voluntary resignation.
2. The amount of the seniority premium consists of 12 days of the employee's latest salary for each year of service.
3. Salary considered in calculating the seniority premium must not be lower than the minimum wage prevailing in the economic zone where the services were rendered and may not exceed twice the amount of said wage.
4. The seniority to be considered for payment is the total thereof except in the event of dismissal, in which case it will be considered the employees' seniority as from May 1, 1970 or the hiring date, if subsequent.
5. In order for payment of the seniority premium to be applicable in the case of resignation, the employee must have reached at least 15 years of service.
p. Stockholders' equity

The capital stock, share premium, capital reserves and prior years' income are expressed as follows: i) movements made as of January 1, 2008 at historical cost, and ii) movements made before January 1, 2008 at restated values determined through the application of UDI factors to their originally determined values up to December 31, 2007. Accordingly, the different stockholders' equity items are expressed at modified historical cost.

The premium on sale of shares represents the surplus difference between the payment for issued shares and their nominal value.

## q. Comprehensive income

The comprehensive income comprises the net income and the result from valuation of hedging cash flows, which is reflected in the capital stock and does not constitute equity payments, reductions and distributions. The comprehensive income amounts for 2010 and 2009 are expressed at modified historical pesos.

## r. Revenue recognition

Interest income from cash and cash equivalents is recognized in the statement of income as it accrues.

Loan portfolio interest is recognized in the statement of income as it is earned, using the unpaid balance method, according to the terms and interest rates established in contracts signed with clients. The interest from non-performing loans is recognized in income when actually collected.

Annual commissions charged to clients are deferred and amortized on a straight-line basis during one year or for the duration of the loan. Loan origination fees and costs are not deferred over the term of loans since Management considers such financial effect not to be significant due to the short-term maturity of related loans. All other commissions (withdrawal fee or late-payment fees) are recorded as income upon collection.
s. Repurchase of own shares

Own shares acquired are shown as a decrease in the fund for repurchase of own shares included in the consolidated financial statements under prior years' income. Dividends received are recognized by reducing their cost.

With respect to the sale of shares, the amount obtained in excess or deficit of their restated cost is recognized as premium on sale of shares.
t. Earnings per share

Earnings per basic ordinary share is the result of dividing the net earnings for the year by the weighted average of the shares outstanding in 2010 and 2009.

Diluted earnings per share is the result of dividing the net income for the year by the current share weighted average in 2010 and 2009, and reducing such average from potentially dilutive shares.

## u. Exchange gain or loss

Transactions in foreign currencies are initially recorded at local currency applying the exchange rates prevailing on the dates they are entered into and/or settled. Assets and liabilities denominated in such currencies are translated at the exchange rate prevailing on the balance sheet date. Exchange gain or loss arising from fluctuations in the exchange rates between the transaction and settlement dates, or balance sheet date, are recognized in income.
v. Foreign currency operations

## i. Financial statements translation

The financial statements of Instituto Finsol (IF), considered a foreign currency operation denominated in its functional currency (Brazilian real), served as basis to translate the financial information to the Company's reporting currency, considering a non-inflationary environment, as follows:
ii. Non- inflationary environment

Assets and liabilities at December 31, 2010 were translated using the closing US dollar exchange rate, which was $\$ 1.6510$; those figures were subsequently translated to Mexican pesos using the closing exchange rate of $\$ 12.3496$.

Capital stock balances at December 31, 2009 translated to the reporting currency were supplemented with the movements made in 2010, which were translated using historical exchange rates. The income, costs and expenses for the period were translated at average exchange rates (Ps1.7620 dollars and Ps12.6501 Mexican pesos).
w. Stock option plan

The Company has a Stock Option Plan (SOP) for certain employees and members of management. The stock option plan is implemented through a Trust managed by a Mexican bank as trustee pursuant to Mexican laws. This plan enables eligible employees to acquire, shares of the capital stock through the Trust. The Company funded the Trust through contributions so that in turn the Trust acquires shares of its capital stock through open market purchases on the Mexican Stock Exchange. Stock options granted under the plan generally vest in equal installments over a five-year period. The Trust purchases sufficient shares on the open market to satisfy all grants when the options are granted, as opposed to when they vest. If an employee forfeits any stock options prior to vesting, the shares representing such options remain with the Trust and are eligible for assignment to another grantee. The Trust currently holds $10,645,416$ ( $9,440,690$ ordinary shares in 2009) shares of the Company's common stock. Historically no contributions of shares have been made to the Trust through the issuance of new shares, and there are currently no plans to do so. The exercise price ranges from Ps. 6 to Ps. 17. The Company had not accounted for the financial effects of this plan because management considers them to be immaterial.

## x. Segment reporting

The Mexican Banking GAAP establishes that in order to identify the different operating segments that comprise multiple banking institutions, entities must segregate their activities according to the following segments: i) loan operations, ii) treasury and investment banking operations, and iii) operations conducted on behalf of third parties. In addition, when considered relevant, additional operating segments and sub-segments can be identified. NIFs do not require said predetermined desegregation.

Given the nature of the Company's business, which is mainly engaged in offering consumer loans to low income individuals, segment reporting is focused on the loan operations segment, since Management considers the treasury and investment operations, and the operations conducted on behalf of third parties, not to be relevant for the Company.

## NOTE 4 - FOREIGN CURRENCY POSITION:

The following figures are expressed in millions of American dollars (Dls).
At December 31, 2010 and 2009, the Company had the following dollar monetary assets and liabilities:

|  | $\underline{2010}$ | $\underline{2009}$ |
| :--- | :---: | :---: |
| Assets | Dls. 12.6 | Dls. |
| Liabilities | $(202.0)$ | - |
| Net short position | (Dls. 189.4) | Dls. |

At December 31, 2010 and 2009, the exchange rate determined by the Mexican Central Bank and utilized by the Company to value its foreign currency assets and liabilities was Ps12.3496 per dollar (Ps13.0437 in 2009). At date of issuance of these financial statements, the exchange rate was Ps12.0064 per dollar.

Additionally, as part of its strategy, the Company holds derivative financial instruments to reduce the variability of cash flows of a liability denominated in a currency different from the functional currency. See Note 6.

## NOTE 5 -CASH AND CASH EQUIVALENTS:

Cash and cash equivalents is comprised mainly of cash on hand, bank deposits and short-term investments, all highly liquid and subject to low market risk, as shown below:

|  | $\begin{gathered} \text { Local } \\ \text { currency } \\ \text { December } 31 . \end{gathered}$ |  | Foreign currency December 31 |  | Total <br> December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2010}$ | 2009 | 2010 | 2009 | 2010 | 2009 |
| Cash | Ps 41,646 | Ps 38,977 | Ps 45 | Ps - | Ps 41,691 | Ps $\mathbf{3 8 , 9 7 7}$ |
| Deposits in Mexican banks | 78,057 | 89,360 | 33,975 | 988 | 112,032 | 90,348 |
| Short-term investments* | 546,661 | 369,566 | 155,291 | - | 701,952 | 369.566 |
|  | Ps666,364 | Ps497,903 | Ps189,311 | Ps988 | P8855,675 | Ps498.891 |

* Represent investments of cash surpluses, in order to obtain a better short term return. These investments are made through brokerage firms and investment companies operating in the Mexican financial market.

At December 31, 2010 and 2009, the average yield on investments was $4.8 \%$ and $4.6 \%$, respectively. In addition, for the years ended December 31, 2010 and 2009, interest income from investments totaled Ps55,814 and Ps11,722, respectively. Average maturity of investments during 2010 and 2009 ranged from one to three days.

## NOTE 6-DERIVATIVE FINANCIAL INSTRUMENT OPERATIONS:

The operations of the Company expose it to a number of financial risks: market risk (which includes exchange risks, and interest rate risks principally), credit risk and liquidity risk. The general risk-management practice considers the unpredictability of financial markets and seeks to minimize the potential negative effects on the Company's financial performance. As established in the Board of Directors' guidelines, the entity has implemented the use of derivative financial instruments to cover certain market risk exposures. Company policy states that no derivative transaction should be performed for speculation purposes.

At December 31, 2010 and 2009, the Company had the following derivative financial instruments:

## Options

The Company's financing is subject to a variable interest rate (Interbank Interest Rate [TIIE for its acronym in Spanish] plus certain basis points) and loans made to clients are set at a fixed rate, therefore, there is a risk of interest rates increasing and financial margins decreasing.

The purpose of the above derivative financial instruments known as interest rate caps (CAP) is to establish a maximum interest rate for certain credit lines subject to variable interest rates (see Notes 10 and 11). Those instruments put a cap or ceiling on the TIIE rate. In the event the TIIE exceeds the levels established in the agreements in question, the counterparty must pay the Company the excess rate level multiplied by the notional amount in each period.

In 2010 and 2009, the Company valued the premium paid on said instruments at fair value and recorded the changes in fair value in the statement of income for the year.

CAP type options are comprised as follows:

|  | Exercise | Notional | Purchase/ | Charged to | Fair | Maturity |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Counterparty | price. $\%$ ) | amount | $\underline{\text { Sale }}$ | income | value | date |


| Morgan Stanley | 7.0000 | $\underline{\text { Ps } 5,500,000}$ | Purchase | $\underline{\text { Ps } 3,000}$ | Ps- | 7-oct-11 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Morgan Stanley | 7.0000 | Ps $3,600,000$ | Purchase | $\underline{\text { Ps } 2,157}$ | Ps793 | 8-oct-10 |


|  | 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Morgan Stanley | 7.0000 | Ps $3,600,000$ | Purchase | $\underline{\text { Ps2,157 }}$ | Ps793 | 8-0ct-10 |

Notional figures related to derivative financial instruments reflect the volume of activity but not amounts at risk. Amounts at risk are generally limited to the unrealized profit or loss from valuation to market of those instruments, which can vary depending on changes in the market value of the underlying item, its volatility and the credit rating of the counterparties.

## Forwards

Derivative financial instruments related to forwards contracted for hedging with HSBC México, S. A. Institución de Banca Múltiple, Grupo Financiero HSBC México (HSBC), derived from the loan received from abroad from DWM Securitizations, S. A. (DWM Securitizations), are comprised as follows:

2010
Notional amount (thousands of dollars) 2.088 Forward: US dollar

Short position Forward: $\begin{array}{llrll}\text { US dollar } & \underline{2,088} & \underline{2.760} & \underline{2,262} & \underline{29.568} \\ \text { Net position } & - & & & \end{array}$
-

2009
Notional amount (thousands of dollars)

Net position
Net position $\begin{array}{r}26.425 \\ \hline\end{array}$ 2,262
29.568

Swaps

At December 31, 2010, the Company has contracted the following derivative instruments to hedge global positions:

| Counterparty | Notional amount | Agreed exchange rate | Maturity date | Payable | Recrivable | Fair yture |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HSBC | 150,000,000 | 13.07 | 30-Mar-15 | 14.67\% monthly in MXN | 10\% half-yearly in USD | Ps175,321 |
| Morgan Stanley | 50,000,000 | 13.07 | 30-Mar-15 | 14.64\% monthly in MXN | 10\% half-yearly in USD | -57695 |
|  |  |  |  |  | Total | P833.016 |

At December 31, 2010, the amount recorded in income for the year for hedging inefficiency totals Ps3,432.

In light of the Company's strategy implemented for mitigating the exchange risk for issuance of the Dls 200 million bond maturing on March 30,2015 , the Company contracted two exchange rates swaps on September 2, 2010 with HSBC and Morgan Stanley (the counterparties), for which the Company receives the $10 \%$ interest rate on a semi-annual basis, on a notional amount in dollars, and pays a monthly rate in pesos maturing on March 30,2015 , at which date an exchange of the notional amount plus interest takes place.

Swaps for hedging purposes contracted to hedge risks meet all hedging requirements, since designation thereof is documented at the outset of the hedging operation, describing the purpose, features, book recognition and the manner by which effectiveness is to be measured, as applicable to said operation.

The Company carries out periodic effectiveness testing through the hypothetical derivative method, which consists of measuring the change in fair value of a hypothetical derivative instrument reflecting the primary position versus the change in fair value of swaps contracted for hedging purposes, which means that the hedge ratio at December 31, 2010 is highly effective.

Notional figures related to derivative financial instruments reflect the volume of activity but not amounts at risk. Amounts at risk are generally limited to the unrealized profit or loss from valuation to market of those instruments, which can vary depending on changes in the market value of the underlying item, its volatility and the credit rating of the counterparties.

Swaps are traded with financial institutions with good credit ratings, which means that the risk of default of rights and obligations acquired with the counterparties is low.

The amount included in comprehensive income under stockholders' equity is to be recycled simultaneously to income, when the primary position affects the hedged item. Said amount is subject to changes arising from market conditions.

## NOTE 7-LOAN PORTFOLIO:

The classification of the performing and non-performing loans were as follows:

\left.|  | 2010 |  |  |
| :--- | :---: | :---: | :---: |
|  |  | Accrued |  |$\right) ~$| Total |
| :---: |
| Performing loans: |

Non-performing loans:

| Consumer | 493,474 | 76,733 | 570,207 |
| :---: | :---: | :---: | :---: |
| Total loan portfolio | Ps 5,462,251 | Ps 310.797 | Ps5.773.048 |
|  |  | 2009 |  |
| Performing loans: | Principal | Accrued interest | Total loans |
| Consumer | Ps 3,991,786 | Ps 244,374 | Ps 4,236,160 |

Non-performing loans:
Consumer
484,547 91.585

Ps 4,476,333 Ps 335,959
576,132
Total loan portfolio
Ps 4.812.292

Loans offered, segmented by product, were as follows:

| Type: | 2010 |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  | Amount | \% | Amount | \% |
| Performing loans: |  |  |  |  |
| Credilnmediato | Ps2,534,820 | 49 | Ps2,736,959 | 65 |
| CrediPopular | 1,130,237 | 22 | 1,089,654 | 26 |
| CrediMamá | 130,307 | 2 | 105,419 | 2 |
| CrediConstruye | 176,353 | 3 | 304,128 | 7 |
| Group loans | 1,231,124 | 24 | - . | - |
|  | 5,202,841 | 100 | 4,236,160 | 100 |
|  | 201 |  | 2009 |  |
| Non-performing loans: |  |  |  |  |
| Credilnmediato | 358,339 | 63 | 358,515 | 62 |
| CrediPopular | 152,398 | 27 | 187,413 | 33 |
| CrediMamá | 15,367 | 2 | 13,710 | 2 |
| CrediConstruye | 15,479 | 3 | 16,494 | 3 |
| Group loans | 28,694 | 5 | - | - |
|  | 570,207 | 100 | 576,132 | 100 |
| Total loan portfolio | Ps $5,773,048$ | $\underline{100}$ | Ps4.812.292 | 100 |

CrediInmediato: is a revolving line of credit from Ps3 to Ps 20 . It is available to individuals earning at least the minimum monthly wage in Mexico City. As of December 31, 2010 and 2009, the unused portion of the credit line was Ps1,227 million and Ps1,324 million, respectively.

CrediPopular: is a personal loan targeted to the informal sector of the Mexican economy. This type of loan ranges from Ps1.8 to Ps4.8 (from Ps1.8 to Ps6 in 2009). This product has an average term of 26 weeks ( 36 weeks in 2009) and is renewed based on the client's credit behavior.

CrediMamá: this product is provided to mothers who have at least one child under the age of 18. Initially offered in an amount from Ps 1.8 to Ps3.5, it has an average term of 26 weeks and is renewed based on the client's credit behavior.

CrediConstruye: this product is available to individuals earning at least the minimum monthly wage for Mexico City and it is intended to finance home improvements. These loans initially range from Ps 3.0 to Ps 20 . This product has a maximum term of two years.

Group loans: this type of loan is intended for micro-entrepreneurs engaged in independent production, sales or service activities. This product is offered to groups of between 4 and 60 members and ranges from Ps 0.5 to Ps 24 , maturing in an average of 16 weeks. The amount of these loans can increase over cycles based on credit behavior.

As of December 31, 2010 and 2009, the loan portfolio according to the number of days past due is as shown below:

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} \& \multicolumn{8}{|c|}{2010} <br>
\hline \& 0 days \& 01-30 days \& 31-60 days \& 61-89 days \& 90-120 days \& 121-150 days \& 151-180 days \& Tofal <br>
\hline Performing loans Non-performing loans \& Ps 3,972,703 \& Ps 834,980 \& Ps 342,639 \& $$
\begin{aligned}
& \text { Ps } \quad 52,519 \\
& -\quad 168,650 \\
& \hline
\end{aligned}
$$ \& Ps 181,812 \& Ps 117.065 \& Ps 102.680 \& $$
\begin{array}{r}
\text { Ps } 5,202,841 \\
\quad 570,207 \\
\hline
\end{array}
$$ <br>
\hline Total \& Ps 3,972,709 \& Ps 834,980 \& Ps 342,639 \& Ps 221,169 \& Ps 181,812 \& Ps.17065 \& Ps 102.680 \& Ps 5,773,048 <br>
\hline \& \multicolumn{8}{|c|}{2009} <br>
\hline \& 0 davs \& 01-30 days \& 31-60 days \& 61-89 days \& 90-120 days \& 121-150 days \& 151-180 days \& Total <br>
\hline Performing loans Non-performing loans \& Ps2,865,645 \& Ps 850,458 \& Ps 434,848 \& Ps 85,209

166958 \& Ps 162293 \& Pe 146636 \& Ps 100245 \& Ps 4,236,160 <br>
\hline Total \& Ps $2,865,645$ \& Ps 850,458 \& Ps 434.848 \& Ps252.167 \& Ps 162.293 \& Ps 146.636 \& Pr 100245 \& Ps 4.812,29? <br>
\hline
\end{tabular}

Interest income per product arising from ordinary and late-payment interest pertaining to the loan portfolio, segmented by product, is comprised as follows:

2010

| Product | Amount | $\%$ | Amount | \% |
| :--- | ---: | ---: | ---: | ---: |
| CrediInmediato | Ps $1,747,157$ | 49 | Ps $1,850,313$ | 61 |
| CrediPopular | 994,751 | 28 | 971,570 | 31 |
| CrediMamá | 102,126 | 3 | 106,610 | 3 |
| CrediConstruye | 129,332 | 4 | 170,340 | 5 |
| Group | 566,470 | $\underline{16}$ | - | - |
|  |  |  |  | - |
|  | $\underline{\text { Ps } 3.539 .836}$ | $\underline{100}$ | Ps 3.098.833 | 100 |

## NOTE 8 - LOAN LOSS ALLOWANCE:

In accordance with Mexican Banking GAAP, the Company classifies its loan portfolio using an internal methodology based on the probability of borrowers' default and the loss given default associated to the credit.

Below are the percentages used to create loan loss provisions as of December 31, 2010 and 2009, which were determined based on the probability of borrowers' default and the loss given default:

| Weekly | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Provision (\%) | Amount | Amount | Provision (\%) | Amount |
| 0 | Ps 253,305 | 0.3 | Ps 819 | Ps 447,487 | 0.4 | Ps 1,732 |
| 1 | 50,760 | 0.9 | 467 | 118,465 | 1.1 | 1,288 |
| 2 | 25,074 | 2.6 | 661 | 61,525 | 3.1 | 1,882 |
| 3 | 15,435 | 6.2 | 961 | 41,573 | 7.3 | 3,022 |
| 4 | 19,210 | 8.7 | 1,668 | 38,649 | 9.9 | 3,811 |
| 5 | 8,975 | 9.3 | 833 | 26,232 | 10.0 | 2,616 |
| 6 | 8,249 | 11.4 | 944 | 22,046 | 12.0 | 2,653 |
| 7 | 9,791 | 18.0 | 1,761 | 25,108 | 19.2 | 4,810 |
| 8 | 20,453 | 20.4 | 4,170 | 30,206 | 21.3 | 6,418 |
| 9 | 3,436 | 22.3 | 767 | 26,765 | 21.8 | 5,825 |
| 10 | 5,400 | 25.3 | 1,366 | 12,931 | 25.6 | 3,311 |
| 11 | 6,542 | 33.1 | 2,168 | 15,944 | 34.4 | 5,487 |
| 12 | 7,971 | 35.4 | 2,825 | 17,476 | 36.0 | 6,284 |
| 13 | 14,846 | 34.5 | 5,123 | 34,429 | 34.4 | 11,709 |
| 14 | 2,748 | 40.9 | 1,124 | 7,150 | 42.6 | 3,048 |
| 15 | 4,645 | 49.7 | 2,315 | 11,321 | 52.2 | 5,913 |
| 16 | 7,246 | 52.2 | 3,779 | 13,831 | 52.3 | 7,238 |
| 17 | 14,618 | 50.9 | 7,441 | 23,958 | 51.5 | 12,348 |
| 18 or more | 40,691 | 86.0 | 34,995 | 96,834 | 85.4 | 82,650 |
| Total | Ps 519,405 | 14.3 | Ps 74,187 | Ps 1,071,930 | 16.1 | Ps 172,045 |
| Biweekly | Amount | Provision (\%) | Amount | Amount | Provision (\%) | Amount |
| 0 | Ps $2,434,318$ | 0.3 | Ps 6,286 | Ps2,201,077 | 0.4 | Ps 8,358 |
| 1 | 276,863 | 1.4 | 3,915 | 276,366 | 2.0 | 5,646 |
| 2 | 245,605 | 3.6 | 8,849 | 240,040 | 4.5 | 10,671 |
| 3 | 108,221 | 6.1 | 6,597 | 177,489 | 7.1 | 12,549 |
| 4 | 178,789 | 9.8 | 17,511 | 143,705 | 10.9 | 15,696 |
| 5 | 61,720 | 17.6 | 10,893 | 33,823 | 19.0 | 6,439 |
| 6 | 86,891 | 21.8 | 18,949 | 104,151 | 23.7 | 24,647 |
| 7 | 66,061 | 36.5 | 24,108 | 30,918 | 38.5 | 11,903 |
| 8 | 47,673 | 40.3 | 19,207 | 54,799 | 43.0 | 23,539 |
| 9 | 36,419 | 48.1 | 17,522 | 30,759 | 52.1 | 16,038 |
| 10 | 57,838 | 54.5 | 31,531 | 45,173 | 58.6 | 26,448 |
| 11 | 27,452 | 64.6 | 17,747 | 39,054 | 65.6 | 25,622 |
| 12 | 53,801 | 70.0 | 37,681 | 42,677 | 72.8 | 31,080 |
| 13 or more | - | - | - | - | - |  |
|  | Ps3,681,651 | 6.0 | Ps 220.796 | Ps3,420.031 | 6.4 | Ps 218.636 |


| Monthly | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Provision (\%) | Amount | Amount | Provision (\%) | Amount |
| 0 | Ps 221,874 | 0.2 | Ps 421 | Ps 217,080 | 0.3 | Ps 614 |
| 1 | 38,567 | 2.0 | 767 | 39,434 | 2.6 | 1,035 |
| 2 | 16,594 | 7.6 | 1,254 | 18,950 | 8.7 | 1,652 |
| 3 | 8,208 | 19.2 | 1,574 | 8,386 | 21.4 | 1,795 |
| 4 | 5,464 | 38.2 | 2,085 | 5,445 | 41.6 | 2,263 |
| 5 | 3,815 | 52.3 | 1,994 | 3,544 | 57.1 | 2,033 |
| 6 | 4,148 | 67.7 | 2,809 | 3,711 | 70.3 | 2,595 |
| 7 | - | - | - | - | . | - |
| 8 | - | - | - | - | - | - |
| 9 or more | - - | $\cdot$ | _- | - | - | - |
| Total | Ps 298,670 | 3.7 | Ps 10,904 | Ps 296,550 | 4.0 | Ps 11.987 |

Restructured loan portfolio

|  | $\underline{\text { Ps } 13,573}$ | 86.0 | $\underline{\text { Ps 11,673 }}$ | $\underline{\text { Ps 23,781 }}$ | 85.4 | $\underline{\text { Ps 20,298 }}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Group loan <br> portfolio | $\underline{\text { Ps } 1,259,749}$ | 4.6 | $\underline{\text { Ps } 57,910}$ |  |  |  |
| Total loan <br> portfotio | $\underline{\text { Ps } 5,773,048}$ |  | $\underline{\text { Ps } 375,470}$ | $\underline{\text { Ps } 4,812,292}$ |  | $\underline{\text { Ps } 422,966}$ |
| Hedge index |  | $\underline{65.8 \%}$ |  | $\underline{73,4 \%}$ |  |  |

Changes in loan loss allowance in the periods ended December 31, 2010 and 2009 are shown below:

## December 31.

$\underline{2010} \underline{2009}$
Balance at beginning of the year
Plus:
Balance at beginning of Grupo Finsol
Increase in the provision for loan losses
Less:
Loans written-off in the year
Balance at year end
$\underline{1,064,934 \quad 1,001,859}$
Ps 375.470 Ps 422.966

As of December 31, 2010 and 2009, the restructured loan portfolio amounted to Ps13,573 and Ps23,781, respectively. The Company classifies and shows its restructured portfolio as nonperforming. In addition, the Company considers that the probability of default of this portfolio in the Company's internal methodology is $100 \%$.

At December 31, 2010 and 2009 the Company had no foreclosed assets.

## NOTE 9 - OTHER ACCOUNTS RECEIVABLE - NET:

At December 31, 2010 and 2009, other accounts receivable are comprised as follows:

|  | December 31, |  |
| :--- | ---: | ---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
| Favorable income tax balance | Ps342,724 | Ps 44,768 |
| Value added tax receivable and creditable | 49,356 | 58,729 |
| Sundry debtors | 6,341 | 3,934 |
| Mapfre Insurance | 5,946 | - |
| Oxxo Collections | 1,639 | - |
| Debtors from loan portfolio sales | 3,482 | 4,153 |
| Remittances | 1,133 | - |

Ps410.621 Ps11.584

## NOTE 10 - PROPERTY, FURNITURE AND EQUIPMENT:

At December 31, 2010 and 2009, this item is comprised as follows:

| Asset | $\underline{2010}$ | $\underline{2009}$ | Annual depreciation rate (\%) |
| :---: | :---: | :---: | :---: |
| Building | Ps 47,643 | Ps 47,643 | 5 |
| Computer equipment | 243,956 | 169,937 | 25 |
| Office furniture and equipment | 126,742 | 89,700 | 10 |
| ATMs | 14,099 | 14,099 | 15.4 |
| Transportation equipment | 31,926 | 24,446 | 25 |
| Leasehold improvements | 281,621 | 208,056 | 20 |
| Less - accumulated depreciation | $\begin{gathered} 745,987 \\ (343,536) \end{gathered}$ | $\begin{gathered} 553,881 \\ (251,480) \end{gathered}$ |  |
| Land | $\begin{array}{r} 402,451 \\ 865 \\ \hline \end{array}$ | $\begin{array}{r} 302,401 \\ \quad 865 \\ \hline \end{array}$ |  |
|  | Ps 403,316 | Ps303,266 |  |

For the period ended December 31, 2010 and 2009, depreciation and amortization recognized in income amounted to Ps100,172 and Ps70,445, respectively.

At December 31, 2010 and 2009, there are fully depreciated assets in the amount of Ps85,038 and Ps64,058, respectively.

## NOTE 11 - INTANGIBLE ASSETS:

This item is comprised as follows:

|  | Balance at December 31, |  | Annual amortization rate (\%) |
| :---: | :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ |  |
| With defined useful life: |  |  |  |
| Relation with clients | Ps 111,067 | Ps | 7 |
| With indefinite useful life: |  |  |  |
| Trademarks | 44,847 | - |  |
| Goodwill | 615,150 | 3,240 |  |
|  | Ps 771,064 | Ps3,240 |  |

The Company has prepared a study to determine the effects of Statement C-15 (impairment in the value of long-lived assets and their disposal), and it has determined there is no impairment in the value of long-lived assets.

## NOTE 12 - DEBT INSTRUMENTS:

At December 31, 2010 and 2009, the Company's debt instruments were as shown below:

|  | Amount of program | Amount of issuance | Date of issuance | Date of Maturity | Interest rate | $\underline{2010}$ | $\underline{2009}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cebures | Psl,500,000 | Ps 784,000 | June-08 | June-13 | TIIE + 190 bps | Ps 784,000 | Ps 784,000 |
|  |  |  |  |  | Accrued interest | 3.105 | 2.970 |
|  |  |  |  |  | Total | Ps787.105 | Ps786.970 |

Unsecured cebures mature in a term of three years and accrue 28-day TIIE interest, plus 190 basis points (bps). The notes were rated as mxA- and A(mex) by Standard \& Poor's and Fitch Ratings, respectively.

The interest expense recorded in 2010 for debt instruments issued was Ps54,126 (Ps63,600 in 2009).

## NOTE 13 - BANK AND OTHER ENTITIES' LOANS:

As of December 31, 2010 and 2009, such loans were as follows:

| Institution: | Amount | Maturity | Collateral | Interest rate | December 31. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2010 |  | 2009 |
| International bonds ${ }^{\text {' }}$ | Dls. 200,000 | Mar-2015 | None | 10.0\% | Ps | 2,469,920 | Ps | - |
| HSBC ${ }^{2}$ | Ps $2,500,000$ | Sep-2013 | 1.3101 .0 | TIIE +300 bps |  | 1,250,000 |  | 2,020,000 |
| Nacional Financiera, S. N. C. (NAFINSA) ${ }^{3}$ <br> $\begin{array}{lllllll}\text { (Financiera Independencia) } & 1,000,000 & \text { Not determined } & \text { None } & \text { TIIE }+300 \mathrm{bps} & 166,667 & 842500\end{array}$ |  |  |  |  |  |  |  |  |
| (Financiera Finsol) | 280,000 | Not determined | Liquidity of 20\% plus 1.0 to 1.0 | TIIE + 450 bps |  | - |  | - |
| Morgan Stanley Emerging Markets |  |  |  |  |  |  |  |  |
| Fideicomisos Instituidos en Relación con la Agricultura (FIRA) | 600,000 | Dic-2013 | Liquidity $10 \%$ plus 1.0 to 1.0 | TIIE FIRA |  | 150,000 |  | - |
| Socieded Hipotecaria Federal, <br>  |  |  |  |  |  |  |  |  |
| DWM Securitizations ${ }^{4}$ | Dis2,000 | Jun-2011 | None | 8.75\% |  | 24,699 |  | - |
| Dexia Micro-Credit Fund <br> Sub Fund Blue Orchard Debt <br> 33,000 Jan-2011 <br> None <br> 12.5\% <br> 16,500 |  |  |  |  |  |  |  |  |
| BBVA Gestion, S. A., S.G.I.IC. | 22,000 | Jan-2011 | None | 12.5\% |  | 11,000 |  | - |
| Banco Invex, S. A. | 15,000 | Oct-2011 | Liquidity 10\% | TIIE +550 bps |  | 2.418 |  | - |
|  |  |  |  |  |  | 4,331,299 |  | 3,066,032 |
|  |  | Accrued interest |  |  |  | 11,205 |  | 13.238 |
|  |  | Total |  |  |  | 4,342.504 |  | 3.079.270 |

1. Placement of bonds on the international market totaling Dlls 200 million, issued in March 2010, rule 144A/Reg S., maturing in five years and accruing $10 \%$ annual interest, with credit ratings by Standard and Poor's and Fitch Ratings of BB-.
2. Term loan of $\operatorname{Ps} 1,250$ million and revolving credit line of $\operatorname{Ps} 1,250$ million, maturing in December 2012 and December 2013 (up to December 31, 2009 the revolving credit line was for Ps2,500 million, maturing in September 2011, subject to TIIE plus 3\%). Loans are subject to TIIE $+3.85 \%$ interest and the spread over TIIE is subject to the Company's credit rating.
3. Two revolving credit lines contracted with NAFINSA for Ps1,000,000 and Ps280,000, the first for financing microloans offered to the informal market through CrediPopular and CrediMamá, and the second for financing the group product.
4. Liability covered through derivative instruments pertaining to forwards contracted with HSBC for hedging purposes. (See Note 6).

## NOTE 14 - SUNDRY CREDITORS AND OTHER ACCOUNTS PAYABLE:

As of December 31, 2010 and 2009, this balance is comprised as follows:

December 31,

|  | 2010 | $\underline{2009}$ |
| :--- | ---: | ---: |
| Other dues | Ps 148,298 | Ps 86,991 |
| Dividends payable | 50,112 | - |
| Income tax payable | 41,426 | 37,427 |
| Annual performance bonus | 28,784 | - |
| Sundry creditors | 27,616 | 10,338 |
| Other provisions | 17,725 | 13,813 |
| Labor obligations | 14,674 | 10,618 |
| ESPS payable | 10,106 | 3,305 |
| Commission not yet reimbursed (cash back) | 6,478 | 7,894 |

Ps 345,219
Ps 170.386

## NOTE 15 - EMPLOYEE BENEFITS:

a. The reconciliation of the starting and ending balances of Defined Benefit Obligations (DBO) for 2010 and 2009 is as follows:

|  | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Legal } \\ \begin{array}{c} \text { retirement } \\ \text { compensation } \end{array} \\ \hline \end{gathered}$ | Seniority premium prior to retirement | Seniority premium at retirement | $\begin{gathered} \text { Legal } \\ \text { retirement } \\ \text { compensation } \end{gathered}$ | Seniority premium for retirement | Seniority premium at retirement |
| DBO at January 1, Plus (less): | Ps 9,458 | Ps 2,436 | Ps 1,018 | Ps9,180 | Ps 1,870 | Ps 638 |
| Labor cost of the current service | 5,287 | 1,016 | 372 | 6,428 | 1,091 | 259 |
| Payments made by the participant employees | 603 | 189 | 174 | 554 | 149 | 54 |
| Actuarial earnings (losses) |  |  |  |  |  |  |
| generated in the period | (197) | 687 | 107 | $(6,624)$ | 123 | 68 |
| Paid benefits | (3.583) | (946) | (238) | (81) | (797) | (1) |
| DBO at December 31, | Ps11.568 | Ps 3, 382 | Ps 1,423 | $\underline{\text { Ps } 9,457}$ | Ps 2.436 | Ps 1.018 |

b. The value of acquired benefit obligations at December 31, 2010 and 2009 amounted to Ps39 y Ps533, respectively.
c. Reconciliation of DBO, Plan Assets (PA) and Net Projected Liability (NPL).

Reconciliation of the DBO, fair value of PA and the NPL is as follows:

|  | Legal retirement compensation prior to retirement |  | PA prior to retirement |  | PA <br> at retirement |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  | December 31. |  | December 31, |  |
|  | $\underline{2010}$ | $\underline{2009}$ | $\underline{2010}$ | $\underline{2009}$ | $\underline{2010}$ | 2009 |
| Labor liabilities |  |  |  |  |  |  |
| DBO | Ps 11,568 | Ps 9,457 | Ps 3,382 | Ps 2,436 | Ps 1,433 | Ps 1,018 |
| PA | - | - | - | - | - | - |
| Financing status | 11,568 | 9,457 | 3,382 | 2,436 | 1,433 | 1,018 |
| Less: |  |  |  |  |  | 1,018 |
| Unamortized items | - | 168 | - | 67 | - | 28 |
| Actuarial gains | - | - | - | - | 168 | 66 |
| Transition liability | 1,355 | 1,864 | 93 | 73 | 93 | 27 |
| NPL | Ps 10,213 | Ps 7,425 | Ps3,289 | Ps 2,296 | Ps 1,172 | Ps 897 |

d. Net cost for the period (NPC):

Following is the analysis of NPC for each plan:

| Legal retirement <br> compensation <br> prior to retirement | PA |
| :---: | :---: |

December 31,
December 31,
December 31.

| NPC: | $\underline{2010}$ | $\underline{2009}$ | $\underline{2010}$ | $\underline{2009}$ | $\underline{2010}$ | $\underline{2009}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Labor cost of <br> current services | Ps5,288 | Ps 6,428 | Ps 1,016 | Ps 1,090 | Ps372 | Ps259 |
| Financial cost | 603 | 554 | 189 | 150 | 113 | 54 |
| Net actuarial gains <br> Labor cost of past <br> services | $(197)$ | $(6,624)$ | 693 | 123 | - | (1) |

e. Main actuarial assumptions:

Main actuarial assumptions used, denominated in absolute terms, as well as the discount rates, plan assets yields, salary increases and changes in the indexes or other changes, referred to at December 31, 2010, are as follows:

Seniority premium plan

| Age | Death (\%) | Disability (\%) | Voluntary <br> separation(\%) | Dismissal (\%) |
| :--- | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| 15 | 0.024 | 0.012 | 60.441 | 12.294 |
| 25 | 0.074 | 0.032 | 32.992 | 48.470 |
| 35 | 0.171 | 0.062 | 17.296 | 4.821 |
| 45 | 0.333 | 0.118 | 7.609 | 2.209 |
| 55 | 0.698 | 0.199 | 2.648 | 0.783 |
| 60 | 1.071 | 0.255 | 1.719 | 0.510 |

## Benefit plan upon termination of employment

| Age | Death (\%) | Disability (\%) | Voluntary <br> separation(\%) | Dismissal (\%) |
| :--- | :---: | :---: | :---: | :---: |
| 15 |  |  |  |  |
| 25 | 0.024 | 0.012 | 60.441 | 12.294 |
| 35 | 0.074 | 0.032 | 32.992 | 48.470 |
| 45 | 0.171 | 0.062 | 17.296 | 4.821 |
| 55 | 0.333 | 0.118 | 7.609 | 2.209 |
| 60 | 0.698 | 0.199 | 2.648 | 0.783 |
|  | 1.071 | 0.255 | 1.719 | 0.510 |
|  |  |  |  |  |
|  |  |  | $\underline{2010}$ | $\underline{(\%)}$ |
| Discount rate: |  |  | 7.50 | $(\%)$ |
| Salary increase rate: |  | 5.42 | 8.00 |  |
| Minimum salary increase rate: |  | 4.27 | 5.79 |  |
|  |  |  |  | 4.52 |

f. Value of DBO, PA and plan status over the last four years:

The value of the DBO, the fair value of PA, the plan status, as well as the experience adjustments for the last four years are as shown below:

Seniority premium plan

Historical values

| Year | DBO | PA | Plan status |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| 2010 | Ps4,815.0 | Ps |  |  |
| 2009 | $3,454.0$ | - | Ps4,815.0 |  |
| 2008 | $2,507.0$ | - | Ps3,454.0 |  |
| 2007 | 989.0 | - | $2,507.0$ |  |
| 2006 | 521.0 | - | 989.0 |  |
|  |  |  |  |  |

Experience adjustments

| DBO | PA |
| :--- | ---: |
| $(\%)$ |  |
| 3.49 | Ps - |
| 11.6 | - |
| 16.8 | - |
| 4.0 | - |
| 19.0 | - |

Benefit plan upon termination of employment
Historical values
Experience adjustments

| Year | DBO | PA | Plan status |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  | $\frac{\text { DBO }}{(\%)}$ | PA |  |
| 2010 | Ps $11,568.0$ | Ps |  | Ps $1,568.0$ | 0 | Ps - |
| 2009 | $9,457.0$ | - | $9,457.0$ | 0 | - |  |
| 2008 | $9,180.0$ | - | $9,180.0$ | 0 | - |  |
| 2007 | $3,421.5$ | - | $3,421.5$ | 12.7 | - |  |
| 2006 | $2,124.0$ | - | $2,124.0$ | 30.0 | - |  |

## g. ESPS:

ESPS provision in 2010 and 2009 are analyzed as follows:

|  | Year ended December 31. |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
| Current ESPS | Ps 8,499 | Ps2,545 |
| Deferred ESPS | $(1,090)$ | 733 |
|  | Ps 7.409 | Ps3.278 |

The main temporary differences for which deferred ESPS was recorded are analyzed as follows:
December 31,
$\underline{2010}$ ..... 2009
Prepaid expenses ..... (Ps2,516) ..... (Ps 3,594)
Reserve for bonuses ..... 31,739
Provision for labor obligations ..... 15,363 ..... 10,619
Provision for ESPS payable ..... 909 ..... 288
Sundry provisions ..... 11 ..... -Salaries payable430
Tax loss carryforwards ..... - ..... 27.196
45,506 ..... 34,939
Applicable ESPS rate ..... 10\% ..... 10\%
Deferred ESPS assetPs 4.551 Ps 3.494
NOTE 16 - BALANCES AND TRANSACTIONS WITH RELATED PARTIES:
The main balances with unconsolidated related parties are shown below:
December 31,
Receivable: ..... $\underline{2010}$ ..... 2009
Loans to key officers* ..... Ps 4.025 ..... Ps 7.535

* These loans mature in September 2011 and bear an interest at the rate of $10.56 \%$.

The main transactions with unconsolidated related parties are shown below:

|  | Year ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Income: | $\underline{2010}$ |  | $\underline{2009}$ |  |
| Interest on loans (officers) | Ps | 420 | Ps | 1,296 |
| Administrative services (Grupo Jorisa, S. A. de C. V.) |  | 139 |  | 67 |
| Total | Ps | 559 | Ps | 1.363 |
| Expenses: |  |  |  |  |
| Officer benefits |  | 70,601 | Ps | 66,222 |
| Administrative fees (José Luis Rión Santisteban) |  | 25,264 |  | 35,204 |
| Leases (Grupo Jorisa, S. A. de C. V.) |  | 17,952 |  | 17,790 |
|  | Ps 1 | 13,817 |  | 19.216 |

## NOTE 17 - STOCKHOLDERS' EQUITY:

At the Ordinary General Stockholders' meeting of April 27, 2010, the shareholders approved an increase in the variable portion of capital of up to Ps 550,000 (five hundred and fifty million pesos) and consequently the issue of $55,000,000$ (fifty five million) common nominative shares, with no par value, of which 884,712 shares were subscribed at Ps13.50 each. As concerns the $54,115,288$ unsubscribed shares, the Board of Directors decided that $45,000,000$ are to be kept in the Company's treasury and $9,115,288$ shares are to be cancelled. As a result of the foregoing, there was an increase in the variable portion of capital stock of Ps88 and a net premium for placement of shares of Ps 11,855 .

At the Ordinary General Stockholders' meeting of December 17, 2009, the shareholders approved an increase in the Company's variable capital stock of up to Ps850,000 (eight hundred and fifty million pesos), and consequently, the issuance of $85,000,000$ (eighty five million) nominative shares, with no par value, to be subscribed and paid in by the shareholders at a price of Ps10 (ten Mexican pesos) per share. Outstanding shares increased from 630 to 715 million. On February 5,2010 , this share issue related to the increase of capital mentioned before was fully subscribed and paid in, thus increasing the variable portion of capital stock by Ps8,500, and a net premium for placement of shares of Ps816,568. Said premium is considered a decrease for expenses related to the public offering of Ps24,932.

At the Ordinary General Stockholders' meeting of September 20, 2010, it was agreed to declare payment of a cash dividend of Ps 0.21 pesos (point twenty one pesos) per share, covered in three installments: two were paid in 2010 and the third is payable in March 2011. The Company has paid dividends on a regular basis.

Net income for the period is subject to the legal provision requiring that at least $5 \%$ of the profit for each year be set aside to increase the legal reserve until it reaches an amount equivalent to $20 \%$ of the capital stock. The amount transferred from the legal reserve to retained earnings at December 31, 2010 and 2009 was Ps1,700 and Ps1,000, respectively.

Dividends paid are not subject to income tax if paid from the After-tax Earnings Account (CUCA). Any dividends paid in excess of this account are subject to a tax rate equivalent to $42.86 \%$ if paid in 2010 . The tax is payable by the Company and may be credited against its income tax in the same year or in the following two years or against flat tax for the period. Dividends paid from previously taxed profits are not subject to tax withholding or additional tax payment.

In the event of a capital reduction, the excess of stockholders' equity over capital contributions is accorded the same tax treatment as dividends, in accordance with the procedures established under the Mexican Income Tax Law.

In accordance with Statement B-14 of NIFs, the earnings per share are calculated by dividing net income for the year by the weighted average of shares outstanding during the same period, as shown below:

| Earnings per share (EPS): | $\underline{2010}$ |  | $\underline{2009}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | Ps | 451,665 | Ps | 515,223 |
| Divided by: |  |  |  |  |
| Weighted average shares | 607,250,033 |  | 606,496,071 |  |
| EPS (Mexican pesos) | Ps | 0.7438 | Ps | 0.8495 |

## NOTE 18 - INCOME TAX AND FLAT TAX:

## a. Income tax

Income tax is calculated based on the taxable income of each subsidiary and not on a consolidated basis. In 2010, the Company determined a tax profit of Ps372,749 (tax profit of Ps1,368,812 in 2009) and its subsidiaries determined a tax loss of Psl 12,439 (Ps548 in 2009) The tax result differs from the accounting result mainly due to such items accruing over time and deducted differently for accounting and tax purposes, to recognition of inflationary effects for tax purposes, as well as to items only affecting either the accounting or tax result.

Based on its financial and tax projections, the Company's management determined that the tax payable in the future will be the Income tax, and it has therefore recognized deferred Income Tax.

A decree was published on December 7, 2009 amending, adding and revoking certain provisions of the Mexican Income Tax Law (Income Tax Law) for 2010; the decree establishes, among other, that the Income Tax rate applicable from 2010 to 2012 will be $30 \%$, for 2013 it will be $29 \%$ and as of 2014 it will be $28 \%$. At December 31, 2009, the aforementioned exchange rate
resulted in an increase in the deferred income tax balance of $\mathrm{Ps} 37,435$, with its corresponding effect on income for the year, which was determined based on the expected reversion of temporary items at the effective rates.

The consolidated income tax provision is analyzed as follows:

|  | Year ended December 31. |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
| Current: |  |  |
| Income tax | (Ps 109,274) | (Ps 384,277) |
| Flat tax | $(20,064)$ | (8,514) |
| Taxes accrued by purchased companies prior to purchase date | 27,742 | (8,514) |
| Deferred- | (101,596) | (392,791) |
| Income tax | $(24,820)$ | 250,017 |
| Flat tax | 10,088 | 2,052 |
| Taxes accrued by purchased companies prior to purchase date | $(1,496)$ | - |
|  | $(16,228)$ | 252,069 |
|  | (Ps 117,824) | (Ps 140,722) |

The reconciliation of the statutory and effective tax rates is shown as follows:

|  | Year ended <br> December 31, |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | 2009 |
| Income before provisions Accrued income tax rate | $\begin{array}{r} \text { Ps569,489 } \\ \quad 30 \% \\ \hline \end{array}$ | $\begin{array}{r} \text { Ps } 655,945 \\ \quad 28 \% \\ \hline \end{array}$ |
| Statutory income tax | 170,847 | 183,664 |
| Plus (less) the tax effect of the following permanent differences: |  |  |
| Accrued interest | 286,332 | 78,974 |
| Annual inflation adjustment | 12,273 | 10,119 |
| Other permanent items | 2,046 | 13,620 |
| Nondeductible expenses | 560 | 5,193 |
| Taxes not consolidated | $(26,246)$ | - |
| Swap derivatives | $(39,436)$ | - |
| Derivatives valuation | $(42,774)$ | - |
| Tax write offs | $(245,778)$ | $(163,967)$ |
| Effect for changes in deferred income tax rate | - | 13,119 |
| Actual income tax rate | $\underline{\text { PS117.824 }}$ | Ps 140.722 |
| Effective income tax rate | 21\% | 21\% |

As of December 31, 2010 and 2009, the main temporary differences on which consolidated deferred income tax was recognized are analyzed as follows:

|  | December 31, |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
| Allowance for loan losses and write-offs | Ps 898,590 | Ps 1,049,020 |
| Accrued interest income on past due accounts | 777,251 | 734,724 |
| Tax loss carryforwards | 411,764 | 58,498 |
| Derivative financial instruments valuation | 92,368 | - |
| Leasehold improvements | 69,382 | 44,010 |
| Liability provisions | 63,328 | 17,871 |
| International bond | 63,120 | - |
| Furniture and equipment and intangible assets | $(29,140)$ | $(31,695)$ |
| Advance payments | $(52,195)$ | $(51,436)$ |
| Deferred commissions | - | 45,677 |
| Others | (7,991) | 5,056 |
|  | $2,286,477$ | 1,871,725 |
| Applicable income tax rate | -30\% | -30\% |
|  | 685,943 | 561,518 |
| Deferred flat tax | 17,877 | 7,616 |
| Deferred ESPS | 4,551 | 3,494 |
|  | Ps. 708.371 | Ps 572.628 |

As of December 31, 2010, the Company had tax loss carry forwards of Ps411,764, whose right to be amortized against future taxable income expires as shown below:

| Year of <br> loss | Restated <br> amount | Year of <br> expiration |
| :--- | ---: | :---: |
| 2006 | Ps | 3,196 |

Ps 411,764

## b. Flax tax

Flat tax for the period is calculated at the $17.5 \%$ rate ( $17 \%$ for 2009 ) on the profit determined based on cash flows; such income represents the difference between the total income collected on taxable activities, less the authorized tax deduction paid. In addition, taxpayers are also allowed to reduce this amount with the flat tax credits, based on the procedures established in this Law. As of 2010, the flat tax rate will be $17.5 \%$ and the effect of the change in the temporary differences due to changes in the rates has been recognized in previous periods.

According to the current tax legislation, the Company must pay annually the higher of income tax and flat tax.

The reconciliation of the payable and effective flat tax rate is shown as follows:

|  | Year ending on December 31, |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
| Profit before provisions | (Ps58,535) | Ps26,141 |
| Accrued flat tax rate | 17.5\% | -17.0\% |
| Statutory flat tax rate | $(10,244)$ | 4,444 |
| Plus (less) effect on income tax of the following permanent items: |  |  |
| Others | 1,619 | 2,018 |
| Flat tax at actual rate | (Ps 8,625) | Ps 6,462 |
| Effective flat tax rate | 15\% | 25\% |

As of December 31, 2010 and 2009, the principal timing differences on which deferred flat tax was recognized are as shown below:

|  | December 31, |  |
| :--- | :---: | ---: |
|  | $\underline{2010}$ | $\underline{2009}$ |
|  |  | Ps 60,662 |
| Accounts receivable | 41,493 | 3,942 |
| Accounts payable | - | $(4,210)$ |
| Prepaid expenses | - | 26,357 |
| Social security provisions | - | 10,063 |
| Labor obligations | - | $-3,178$ |
| Others | 102,155 | 43,521 |
|  | $-17.5 \%$ | $-17.5 \%$ |
| Flat tax applicable rate | $\underline{\text { Ps } 17,877}$ | Ps 7,616 |

## NOTE 19 - ADDITIONAL INFORMATION ON THE STATEMENT OF INCOME:

a. Interest income

Interest income generated per product, and interest income on investments for the periods are as shown below:

Year ended
December 31.

|  | 2010 | $\underline{2009}$ |
| :---: | :---: | :---: |
| Credilnmediato | Ps 1,747,157 | Ps 1,850,313 |
| CrediPopular | 994,751 | 971,570 |
| CrediMamá | 102,126 | 106,610 |
| CrediConstruye | 129,332 | 170,340 |
| Group loans | 566,470 | - |
|  | 3,539,836 | 3,098,833 |
| Investments in securities | 55,814 | 11,722 |
| Total income | Ps 3,595,650 | Ps3.110.555 |

b. Interest expenses

Interest expenses are as shown below:

|  | Year ended <br> December 31. |  |
| :---: | :---: | :---: |
|  | $\underline{2010}$ | 2009 |
| HSBC | Ps 131,393 | Ps 197,440 |
| NAFINSA | 32,904 | 26,385 |
| Morgan \& Stanley | 21,023 | - |
| SHF | 15,519 | 35,075 |
| FIRA | 12,727 | - |
| Blue Orchard | 3,092 | - |
| Subtotal | 216,658 | 258,900 |
| International notes | 224,177 | - |
| Debt issued | 54,126 | 63,600 |
| Other | 9,606 | 4,810 |
| Total | $\underline{\text { Ps 504,567 }}$ | Ps327,310 |

c. Commissions and fees collected and paid.

Commissions and fees collected and paid are as shown below:
Year ended
December 31,
Commissions and fees collected
2010
2009
Withdrawal fees
Ps 568,259
Ps 550,830
Late-payment fees 207,495 201,733

Ps 775,754 PS752,563
Commissions and fees paid
Banking fees
Ps $\mathbf{3 2 , 6 4 0}$ Ps 8,925
Credit line fees
14,183
3,801
Ps 46.823 PS 12,726
d. Brokerage revenue

Brokerage revenue is as shown below:
Year ended
December 31.
$\underline{2010} \underline{2009}$

Result for derivative financial instrument valuation Exchange fluctuations

e. Other operating income

Other operating income is shown below:

|  | Year ended <br> December 31. |  |  |
| :---: | :---: | :---: | :---: |
| Recovery of loan written-offs | $\underline{2010}$ | $\underline{2009}$ |  |
|  | $\underline{\text { Ps } 67,581}$ | $\underline{\text { Ps 29.233 }}$ |  |

f. Other income

Other income earned in 2010 and 2009 is as shown below:

|  | Year ended <br> December 31, |  |
| :--- | ---: | ---: |
| Other income | $\underline{2010}$ | $\underline{2009}$ |
| Other items | Ps35,704 | Ps 3,572 |
| Commissions on services and insurance | 20,904 | 8,679 |
| Sales of fixed assets | 11,627 | 2,345 |
| Administrative services | -118 | $\underline{3,678}$ |
|  | $\underline{\text { Ps } 68.353}$ | $\underline{\text { Ps } 18,274}$ |

## NOTE 20-RELEVANT EVENTS:

On December 22, 2010, the Company signed a purchase agreement to acquire all outstanding shares of Apoyo Económico Familiar, S. A. de C. V., Sociedad Financera de Objeto Múltiple, Entidad No Regulada, one of Mexico's main micro financing entities, and it has reached an agreement to acquire 77\% shareholding of the shares of Apoyo Financiero Inc. (AFI), a micro finance company dealing mainly with the non-bank Hispanic community in San Francisco, California. On February 28, 2011, the Company finalized the process for the acquisition of the AFI shares. The total amount of both transactions is Ps 1,180 million. When transactions finalize, the Company will increase its loan portfolio by approximately $15 \%$ and its client base by approximately $8 \%$. Transactions have been approved by the Company's Board of Directors.

## NOTE 21 - COMMITMENTS AND CONTINGENCIES:

As of December 31, 2010, legal proceedings against the Company consisted of labor, civil and penal suits. In the opinion of Company management and its legal advisors, these proceedings are common in the course of business and in the case of a negative final ruling, they would have no significant effects on the Company's financial position or its results.

To conduct its operations, the Company entered into certain contracts for the lease of offices, ATMs and branches. The period of those leases is between three and five years. The total lease payments for the next five years amounts to Ps74,955 in 2011, Ps58,657 in 2012, Ps34,328 in 2013, Ps11,629 in 2014 and Ps1,794 thereafter.

## NOTE 22-SUBSEQUENT EVENTS:

The Company has sold shares after the 2010 year-end close and at the date of issuance of these financial statements in the amount of (Ps2,239).

## NOTE 23 - FINANCIAL INFORMATION BY SEGMENT:

The total loan portfolio and interest income by geographical area are as shown below:
December 31,

| State | $\underline{2010}$ |  | $\underline{2009}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total loan portfolio | Interest income | Total loan portfolio | Interest income |
| Aguascalientes | Ps 74,598 | Ps 51,781 | Ps 100,881 | Ps 66,102 |
| Baja Califomia | 224,604 | 148,766 | 257,279 | 153,102 |
| Baja California Sur | 76,210 | 50,092 | 69,492 | 43,909 |
| Campeche | 100,874 | 61,729 | 74,456 | 54,034 |
| Chiapas | 162,668 | 105,264 | 150,093 | 101,993 |
| Chihuahua | 90,823 | 55,994 | 86,276 | 57,307 |
| Coahuila | 300,890 | 189,871 | 307,525 | 192,965 |
| Colima | 64,828 | 39,122 | 50,686 | 33,487 |
| Durango | 48,109 | 32,925 | 29,203 | 29,235 |
| State of Mexico | 156,904 | 93,477 | 81,657 | 52,302 |
| Guanajuato | 265,788 | 174,205 | 250,618 | 175,337 |
| Guerrero | 222,473 | 143,672 | 159,200 | 112,687 |
| Hidalgo | 76,295 | 48,043 | 64,252 | 36,255 |
| Jalisco | 367,962 | 241,932 | 387,926 | 226,957 |
| Michoacán | 206,009 | 128,618 | 150,958 | 104,313 |
| Morelos | 117,820 | 82,102 | 128,423 | 87,388 |
| Nayarit | 49,260 | 32,855 | 42,482 | 27,706 |
| Nuevo León | 29,591 | 16,186 | 10,557 | 27,43 |
| Oaxaca | 122,935 | 72,807 | 76,460 | 52,985 |
| Puebla | 211,469 | 131,528 | 154,636 | 104,608 |
| Querétaro | 111,305 | 77,013 | 118,752 | 80,126 |
| Quintana Roo | 170,766 | 110,126 | 180,213 | 109,544 |
| San Luis Potosí | 172,960 | 112,264 | 166,079 | 107,103 |
| Sinaloa | 178,869 | 113,428 | 175,331 | 112,387 |
| Sonora | 274,238 | 176,407 | 273,980 | 161,100 |
| Tabasco | 103,197 | 55,933 | 61,776 | 37,038 |
| Tamaulipas | 467,486 | 295,858 | 452,037 | 286,578 |
| Tlaxcala | 90,562 | 62,978 | 103,143 | 70,423 |
| Veracruz | 605,028 | 364,441 | 455,145 | 299,446 |
| Yucatán | 128,906 | 78,437 | 105,612 | 72,319 |
| Zacatecas | 59,414 | 38,361 | 59,455 | 40,546 |
| Head office México, D. F.) | 40,476 | 8,869 | 27,709 | 4.112 |
| Subtotal for Mexico | 5,373,337 | 3,394,634 | 4,812,292 | 3,098,833 |
| Brazil | 399,711 | 145,202 | - | - |
| Total | Ps 5,773,048 | Ps $3,539,836$ | PS 4,812,292 | Ps 3.098.833 |

## NOTE 24 - BUSINESS ACOUISITIONS:

On November 30, 2009, the Company signed a purchase agreement to acquire all outstanding shares of Finsol and a group of related entities (Grupo Finsol), in order to increase its loan portfolio and its clients. On February 19, 2010, the Company finalized the process for the acquisition of the shares.

The purchase price of the share was P 530 million. The valuation method used for the acquisition was the purchase method. At the date of Finsol's acquisition, the assets and liabilities valued at fair value, including the preliminary allocation of the purchase price, were determined as described below:

| Balance sheet | Book value at the date of purchase | Adjustments |  | Final fair value |
| :---: | :---: | :---: | :---: | :---: |
| Non-operating cash and derivative instruments | Ps 153,297 | Ps | P | 153,297 |
| Cash and banks | 22,865 | - |  | 22,865 |
| Loan portfolio | 591,239 | - |  | 591,239 |
| Other accounts receivable | 122,621 | - |  | 122,621 |
| Fixed assets subject to impairment | 66,140 | - |  | 66,140 |
| Deferred taxes | 123,017 | - |  | 123,017 |
| Other assets | 12,336 | $(5,538)$ |  | 6,798 |
| Trademarks | - | 50,385 |  | 50,385 |
| Relations with clients | - | 111,067 |  | 111,067 |
| Implicit goodwill | - | 600,667 |  | 600,667 |
| Total assets | 1,091,515 | 756,581 |  | 1,848,096 |
| Deposits | - | - |  | - |
| Short term bank loans | 856,327 | - |  | 856,327 |
| Derivatives | 29,042 | - |  | 29,042 |
| Other accounts payable | 176,155 | - |  | 176,155 |
| Insurance collected in advance | 5,559 | - |  | 5,559 |
| Long term bank loans | 251,013 | - |  | 251,013 |
| Total liabilities | 1,318,096 | - |  | 1,318,096 |
| Implicit stockholders' equity | $(226,582)$ | 756,582 |  | 530,000 |
| Implicit liabilities and stockholders' equity | Ps 1,091,514 | Ps 756.582 |  | 1.848,096 |

As of December 31, 2010, goodwill is shown as follows:


#### Abstract

Amount

Goodwill recognized for the acquisition of Grupo Finsol Plus: Eliminations between companies of the Finsol Group Less: Deductions based on the parchase agreement Total Goodwill

Ps 600,667

16,275 $-1,792$ Ps 615.150


## NOTE 25 - NEW ACCOUNTING PRONOUNCEMENTS:

In October 2010, the Commission issued changes to the Accounting Criteria applicable to credit institutions, which will become effective as of March 1, 2011. Additionally, in December 2009 and 2010, the CINIF issued a series of NIFs and interpretations of NIFs, effective as of January 1,2011. It is considered that such NIFs will not substantially affect the financial information presented by the Company.

Accounting criterion B-6 "Loan Portfolio": it establishes the methodology for rating the nonrevolving consumer loan portfolio based on the expected loss model by calculating the probability of default, and the loss given default, as it allows early identification of losses through the incorporation of additional loan information, and it makes it possible for the reserve estimation to be based on methodologies that reflect expected losses, thus eliminating the current model of accrued losses.

NIF B-5 "Financial Information by Segments". It establishes the general standards to disclose financial information by segments, and it allows the user of such information to analyze the entity from the same perspective as management. It also allows presenting information by segments more consistent with its financial statements. This standard supersedes Statement B-5 "Financial Information by Segments", effective up to December 31, 2010.

NIF B-9 "Interim Financial Information". It establishes the standards for the determination and presentation of the interim financial information for external use where, among others, it is required to present the statements of changes in stockholders' equity and of cash flows; such statements were not required by Statement B-9 "Interim financial information", effective up to December 31, 2010.

NIF C-5 "Advance payments", applicable retrospectively, establishes, among others, the particular standards of valuation, presentation and disclosure of advance payments and it also specifies that advance payments for the purchase of inventories, real estate, machinery and equipment should be shown under advanced payments and not under inventory or property,
machinery and equipment as previously required. Additionally, it establishes that advance payments related to acquisitions of goods should be shown in the balance sheet considering the item classification, either as current or non-current assets. This standard supersedes Statement C-5, "Advance payments" effective up to December 31, 2010.

NIF C-6 "Property, plant and equipment", applicable retrospectively (except for disclosure matters), establishes, among others, the particular standards of valuation, presentation and disclosure of property, plant and equipment; it also establishes: a) the property, plant and equipment used to develop or maintain biological and extractive industry assets already under its scope, and b) the obligation to impair components representative of property, plant and equipment, irrespective of the impairment of the remaining item as though it were a sole component. This NIF becomes effective as of January 1, 2011 , with the exception of the changes arising from the segregation of the components with a useful life clearly different from the main asset. In this case, and for entities which have not yet performed such segregation, the applicable provisions will become effective for periods starting as of January 1, 2012. This standard supersedes Standard C-6 "Property, plant and equipment" effective up to December 31, 2010.


Ing. Noel González Cawley Chief Executive Officer

C.P. Benito Pacheco Zavala

Auditing Director

