

**Banco Nacional de Comercio Exterior, S. N. C.,
Institución de Banca de Desarrollo and Subsidiary**

Notes to consolidated financial statements

December 31, 2017
(with comparable figures as of December 31, 2016)

(Millions of Mexican pesos)

These consolidated financial statements have been translated from the Spanish language original solely for the convenience of foreign/English-speaking readers.

(1) Description of business -

Banco Nacional de Comercio Exterior, S.N.C., Institución de Banca de Desarrollo (the "Institution") is an entity of the Federal Public Administration with an independent legal status and own capital, incorporated as a National Credit Corporation under the Credit Institutions Law (LIC for its acronym in Spanish) and its own Integral Law.

Banco Nacional de Comercio Exterior, S. A., was founded on June 8, 1937. On July 12, 1985, following the Mexican nationalization of banks, the Institution became Banco Nacional de Comercio Exterior, S.N.C., Institución de Banca de Desarrollo. On January 20, 1986, Congress issued the "Integral Law of Banco Nacional de Comercio Exterior" (the "Organic Law"). Based on the provisions published in the June 24, 2002 Official Gazette (OG), the Ministry of Finance (SHCP for its acronym in Spanish) amended, added and repealed various provisions thereof, especially aspects regarding the objectives, operations, administration, supervisions and authority of Directors of the Institution, and the powers of the Institution's General Director. On April 2, 1991, the SHCP issued the Integral Regulations of the Institution. On September 25, 2017, the Official Gazette published a new set of amendments to the Organic Law.

Under the Integral Law in effect for the Institution, as a development bank, the Institution provides public banking and credit services in accordance with the objectives and priorities of the National Development Plan, and in particular the National Program for Development Financing, to encourage and finance the activities and sectors that are governed by the Integral Law.

As a Development Banking Institution, the Institution's purpose is to finance Mexico's foreign trading and to participate in promoting such activity.

The Institution's main operations are regulated by the Law to Credit Institutions and by the Law of Banco de Mexico ("Banxico" or "Mexican Central Bank"). Those regulations include different restrictions that specify the maximum level of leveraging allowed, and the capitalization requirements that limit the Institution's investments and transactions, and are supervised by the National Banking and Securities Commission (CNBV for its acronym in Spanish).

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The accompanying consolidated financial statements at December 31, 2017 and 2016 and for the years then ended include those of the Institution and its subsidiary Desarrollo Inmobiliario Especializado, S.A. de C.V. (DIESA):

<u>Company</u>	<u>Ownership</u>	<u>Activity</u>
Desarrollo Inmobiliario Especializado, S. A. de C. V.	99.20% (Series "A")	- The acquisition, lease, administration, disposal and use of real estate. - Execution of adaptation, conservation, construction, demolition, maintenance and modification works that are carried out, as long as they are invested in which the Institution has or will have offices.
	100.00% (Series "B")	

DIESA's total assets comprise 0.13% of the Institution's total assets at December 31, 2017 and 2016.

(2) Financial Statement authorization and presentation-

Authorization-

The accompanying consolidated financial statements and their notes as of December 31, 2017, were authorized by the executives that subscribe them: Francisco Nicolás González Díaz (General Director), Juan Carlos Téllez Girón Barrón (Deputy General Director of Administration and Finance), Armando Hernández Torres (Finance Director) and Martha Martínez Quiroz (Deputy General Director of Internal Audit) and the Board Director in the sessions of February 23, 2018 (February 24, 2017, for the financial statements of 2016).

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In accordance with the General Corporations Law and the Institution's bylaws, and the general criteria applicable to Credit Institutions in Mexico, issued by the CNBV, the Institution's Board of Directors and the CNBV are empowered to modify the accompanying consolidated financial statements for 2017 after issuance.

Basis of preparation-

(a) Statement of compliance-

The accompanying consolidated financial statements have been prepared in accordance with the banking legislation, and in accordance with the accounting criteria for credit institutions in Mexico (the Accounting Criteria) issued by the CNBV, who is responsible for the inspection and supervision of credit institutions and for reviewing their financial information.

The accounting criteria indicate that the CNBV will issue specific standards for specialized transactions and in the absence of an explicit accounting criteria by the CNBV for credit institutions and in a wider framework of the Mexican Financial Reporting Standards (FRS) issued by the Mexican Board of Financial Reporting Standards (CINIF per its Spanish acronym) calls for the process which provides for the supplementary use of FRS A-8 and, only where International Financial Reporting Standards (IFRS) to which FRS A-8 refers do not provide a solution to the accounting recognition, may a supplementary standard belonging to any other regulatory framework be used, provided that the totality of requirements set forth in such FRS are met. Supplementary use of standards is as follows: Generally Accepted Accounting Principles in the United States of America (US GAAP) and any other accounting standard that is part of a formal and recognized set of standards that does not contravene the requirements of Criteria A-4, "Supplementary use of the accounting criteria" of the CNBV.

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(b) *Use of estimates and judgments-*

The preparation of consolidated financial statements requires Management to make a number of estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Significant items subject to such estimates and assumptions include valuations of investments in securities, repurchase transactions and derivatives, the determination of the allowance for loan losses, and the liability for defined employees benefits as well as the materialization of the asset for current income tax and deferred. Actual results could differ from those estimates and assumptions.

(c) *Functional and reporting currency-*

The consolidated financial statements are presented in Mexican millions pesos, which is the local currency and the functional currency.

For purposes of disclosure, "pesos", "MXP" or "Ps.\$" means Mexican million pesos, except when it is mentioned different, and "dollars" or "US" means U.S. dollars.

(3) *Summary of significant accounting policies -*

The accounting policies set out on the following pages have been applied in the preparation of these consolidated financial statements, for the years presented.

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a) Recognition of the effects of inflation-

The accompanying consolidated financial statements include the recognition of the effects of inflation on the financial information through December 31, 2007, the date on which it is considered an inflationary economic environment ended (cumulative inflation greater than 26% in the last three-year period) and a non-inflationary economic environment began by factors derived from the value of the Unit Investment (UDI for its acronym in Spanish) that is a unit of measurement, whose value is determined by the Mexican Central Bank based on the rate of inflation. Annual and cumulative inflation rates of the last three years and the value of UDI used to determine inflation, are as follows:

<u>December 31</u>	<u>UDI</u>	<u>Inflation</u>	
		<u>Annual</u>	<u>Accumulated</u>
2017	5.934551	6.68%	12.60%
2016	5.562883	3.38%	9.97%
2015	5.381175	2.10%	10.39%

b) Principles of consolidation-

The consolidated financial statements include those of the Institution and those of its subsidiary over which it has control, DIESA. The transactions, balances and profits and losses unrealized as a result of the transactions between the Institution and DIESA have been eliminated in preparing the consolidated financial statements. The consolidation was based on the financial statements of DIESA, as of December 31, 2017 and 2016, which have been prepared in accordance with the accounting criteria for credit institutions in Mexico.

Interest earned on investments in bank promissory notes, call money transactions, auctions of deposits and deposits in the Mexican Central Bank, are recognized as earning, as accrued, under "Interest income".

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c) *Cash and cash equivalents-*

Cash and cash equivalents consist of cash on hand, deposits in Mexican Pesos and U.S. dollars represented in cash, 24, 48 and 72-hour purchase and sale transactions of currencies, interbank loans with equal maturities or of more than three days (Call Money transactions) and deposits in the Mexican Central Bank, which include the monetary regulatory deposits that the Institution is required to maintain in accordance with the provisions issued by the Mexican Central Bank for such purpose. Such deposits do not have a term and bear interest at a bank funding rate, and are recognized as restricted funds.

Cash and cash equivalents are recorded and carried at nominal value. Interest income is recognized in the statements of income as incurred.

Cash and cash equivalents in foreign currency and purchase and sale commitments of currencies are valued at the exchange rate published by Mexican Central Bank as of the date of preparation of these consolidated financial statements

This item also includes the balance of short-term interbank loans (call money granted) when its maturity does not exceed three business days, as well as the currencies acquired, which settlement is agreed on a date following the date it is entered into, recognizing them in both cases as restricted funds.

Interest earned on investments in bank promissory notes, call money transactions, auctions of deposits and deposits in the Mexican Central Bank, are recognized as earning, as accrued, under "Interest income".

d) *Investments in securities -*

Investments in securities include debt and equity securities, which are classified on the basis of the intended use assigned by Institution's management at the time they are acquired as "for trading", "available-for-sale" or "held-to-maturity". They are initially recorded at fair value, which includes any discount or surcharge. The costs of transactions involving the acquisition of trading securities are recognized in the statement of income for the period, and those related to securities available-for-sale or held-to-maturity are recognized as part of the investment.

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Trading securities-

This includes securities held by management to operate in the market that are recorded at fair value on acquisition date. Those securities are initially and subsequently valued at the fair value provided by market makers authorized by the CNBV, and the effects of valuation are recognized in the year's income as part of the gains (losses) from valuation under the caption "Financial intermediation income" and when they are sold, the gains (losses) from valuation which were previously recognized in the statement of income are reclassified, as part of "Result from purchases/sales" under the caption mentioned above.

Available-for-sale securities-

This category includes debt securities and shares acquired for a purpose other than securities held-for-trading or held-to-maturity, and are recognized upon acquisition at their fair value. Those securities are subsequently valued at the fair value provided by market makers authorized by the CNBV, and any valuation adjustments are recognized in stockholders' equity under the caption "Unrealized gain (loss) from valuation of available-for-sale securities". The valuation that has been previously recognized in equity is reclassified upon sale to be recognized in the consolidated statement of income.

Equity securities are valued at fair value using prices supplied by authorized market makers, and if it is not possible to obtain those values, they are valued using the equity method as established in FRS C-7 "Investments in associated companies and other permanent investments".

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Held-to-maturity securities-

These are debt securities, which have fixed or defined payments and maturities that the Institution has the intent and capacity to hold until maturity. These securities are initially recognized at fair value and are valued at amortized cost; the fair value affected by interest accrued, including amortization of the premium or discount and any transaction costs that may have been recorded. At the date of sale of those securities, the difference between the net realizable value and the carrying value is recorded in the consolidated statement of income under the caption "Financial intermediation income".

The Institution evaluated whether or not there was objective evidence that a security had been impaired by considering the following matters, among others: significant financial difficulties of the issuer of the security; the likelihood of the issuer filing for bankruptcy or undergoing another type of financial reorganization; breach of the contractual clauses; the disappearance of an active market for that specific security due to financial difficulties, or the existence of a measurable decrease in estimated future cash flows. Based on the aforementioned evaluation, the Institution observed no objective evidence of impairment of the securities at December 31, 2017 and 2016.

Impairment of a security-

When there is objective evidence indicating a security available-for-sale or held-to-maturity has been impaired, the carrying amount value of the security is modified, and the amount of the loss is recognized as financial intermediation income or loss. If in subsequent periods the fair value of the impaired security increases or the amount of the impairment loss decreases, the impairment loss previously recognized is reversed in income or loss for the year. No impairment loss is reversed in net equity instrument classified as available for sale.

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Value date transactions-

For transactions agreed to be settled immediately or with a value date on the same day, on the transaction date, the Institution records in clearing accounts the right and/or obligation under the items of "Accounts receivable" and "Other accounts payable" and "Transactions", respectively, while these are settled.

Transfer between categories-

Transfers can be made from the category "Held-to-maturity securities" to "Available-for-sale securities", provided that it is not intended to or able to hold them to maturity. Any type of category may be reclassified to "Held-to-maturity securities" and from "Trading instruments" to "Available-for-sale securities" under extraordinary circumstances upon explicit authorization from the CNBV. Furthermore, the sale of "Held-to-maturity securities" shall be reported to the CNBV. For the years ended December 31, 2017 and 2016, the Institution did not enter into any transfers between categories, and/or sales of held-to-maturity securities.

e) Repurchase/resale agreements

The repurchase/resale agreements that do not comply with the terms of criterion C-1 "Recognition and withdrawals of financial assets", are treated as collateralized financing transactions, which reflects the economic substance of those transactions. In "cash-oriented" transactions, the intention as seller is to obtain cash financing and the intention as buyer is to invest its excess of cash, and in the "securities-oriented transactions, the buyer is intended to have access to certain particular securities and the seller is intended to increase the yields of the investment securities.

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Acting as a seller on resale agreements-

On the contract date of the repurchase agreements, either cash is received or a debit clearing account is created as well as a payable account valued at the price agreed at origination, which is presented as "Creditors on repurchase agreements", and represents the obligation to repay the cash to the seller at a future date. Throughout the term of the repurchase agreements, the payable accounts are valued at amortized cost and the corresponding accrued interest is recorded in the results for the year, in accordance with the effective interest rate method, under the caption "Interest expense". Financial assets transferred to the seller are reclassified in the balance sheet, and presented as restricted securities, which continue to be valued in accordance with the accounting policy of the corresponding asset classification.

Acting as a buyer on repurchase agreements-

On the contract date of the repurchase agreements, either a cash or cash equivalent payment is made or a clearing account is recognized, as a receivable account valued at the origination price is under the caption "Debtors on repurchase agreements", and represents the right to receive the cash at a future date. Throughout the term of the repurchase agreements, the receivable accounts are valued at amortized cost and the corresponding accrued interest is recognized in the results for the year, in accordance with the effective interest rate method, under the caption "Interest income". Financial assets received as collateral are recognized in memorandum accounts and are valued at fair value.

In cases where the Institution has sold or pledged collateral or granted as collateral, the proceeds from the transactions are recognized, and payable accounts for the obligation to repay the collateral are booked, which is valued at fair value, or at amortized cost if the collateral has been pledged in a further repurchase agreement. The differential between the price received and the value of the account payable is recognized in the income statement.

The Institution, acting as buyer, recognized the collateral received in memorandum accounts following, and for valuation purposes the provisions under the criteria B-9 "Asset custody and management". Acting as seller, the financial asset is reclassified in the consolidated general balance sheet showed as restricted.

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In case that the Institution, acting as buyer, sells the collateral or pledges it as a guarantee, the inflow of resources obtained as a result of the transaction is recognized, with an account payable for the obligation to repay the collateral to the seller this is carried at its fair value in the case of sale or, if it pledged as a guarantee in the other repurchase transaction, is measured at its amortized cost. Such account payable is offset with the accounts receivable that is recognized when the Institution acts as seller and, the debt or credit balance is recorded in the caption "Debtors under Repurchase Agreements" or in "Collaterals sold or pledged", as applicable.

f) Derivative financial instruments-

The Institution carries out operations with derivative financial instruments held-for-trading, in order to earn profits in accordance with the policies and limits established by the Comprehensive Risk Management Committee (CAIR for its acronym in Spanish), and for hedge purposes in order to compensate market risks arising from fluctuations in exchange and interest rates, as well as from counterparty risk. In accordance with criterion B-5 "Derivative instruments and hedge operations" issued by the CNBV, hedge operations are classified as fair value, cash flows and foreign currency operations; the operations carried out by the Institution were classified as fair value.

All derivative financial instruments for trading or hedging are recognized in the balance sheet as assets and liabilities, depending on the rights or obligations specified in the confirmation of the terms agreed between the parties involved.

Futures and forward contracts

As a participant in the futures market, the Institution hedges its risk positions associated to USD (assets and liabilities), and for purchase/sale of Mexican pesos against US dollars, or of the US dollar against other foreign currencies.

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Operations carried out in futures markets for trading purposes are settled in Mexican pesos against the US dollar and they are offered to borrowers as part of credit support for financing programs foreign trade operations.

Operations carried out in the futures market are performed with banking institutions that have investment grade credit ratings issued by authorized risk rating agencies, which considerably mitigates the related credit and legal risks.

Operations carried out by the Institution in futures markets that are for trading purposes. The fair value of rights and obligations of those operations is the theoretical price determined as per formal valuation techniques. That balance represents the difference between the fair value of the operation and the stipulated forward price. The results of those instruments are shown as financial intermediation income.

At December 31, 2017 and 2016, the Institution had no operations in futures markets or forwards contracts.

Swap operations

Operations contracted by the Institution with this type of instrument are considered fair value hedges, since their purpose is to hedge open risk positions of interest rates and currencies.

Swap operations are carried out to hedge interest rate or exchange rate risk, depending on the condition of the funding received and the placement of loans with borrowers. The foregoing makes it possible to exchange similar flows of fixed interest rates for variable interest rates, or otherwise flows of different currencies against the US dollar, while mitigating factors that give rise to an open risk position.

Swap operations are contracted with financial entities that have been issued investment grade credit ratings by an authorized risk rating agency, that limits the credit and legal risks inherent in this type of operations.

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The Institution measures the effectiveness of hedges provided by swap derivatives through a model determined by the Institution's risk management area.

Options contracts -

Options are agreements establishing the right, not yet the obligation for the buyer to purchase or sell a financial or underlying asset at a determined price called an exercise price on a settled date or at a determined period. Option agreements involve two parties where the buyer of the option pays a premium on the acquisition thereof, obtains a right, yet not an obligation and the party is issuing or selling the option to receives a premium and in turn acquires an obligation, yet not a right.

Trading derivatives -

The valuation effect of trading derivatives is recognized in the consolidated balance sheet and statement of income under the caption "Derivatives" and within the valuation result in the caption "Financial intermediation income, net", respectively.

Hedging derivatives -

The profit or loss that results from valuating a hedge instrument at fair value is recognized in the statement of income and the valuation result of the hedged transaction is recognized in the balance sheet as an adjustment to the book value of the item and is recognized in the statement income, including when the hedged item is an investment classified as available-for-sale securities.

The Institution's risk management area developed the "Effectiveness model", which allows measuring changes in the fair value or cash flows of hedge instruments based on a hedge factor or ratio that fluctuates between 80% and 125% of the inverse correlation.

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g) Offsetting clearing accounts -

Amounts receivable or payable for investment securities, repurchase/resale agreements, securities loans and/or derivative financial instruments which have expired but have not been settled are recorded in clearing accounts under "Other accounts receivable" and "Sundry creditors and other accounts payable", respectively, as well as the amounts receivable or payable for the purchase or sale of foreign currencies, which are not for immediate settlement or those with a same day value date.

The debit or credit balances of the clearing accounts resulting from purchase/sale transactions of currencies, investment securities, repurchase agreements and derivatives are offset, provided that it is set forth by contractual right to offset the amounts recorded and at the same time, it is intended to settle them on a net basis or realize the asset and settle the liability simultaneously. Assets and liabilities in transactions of the same nature or arising from the same contract are also offset, provided that they have the same maturity term and are simultaneously settled.

h) Loan portfolio-

Loans originated by the Institution are recognized as assets from the date of disbursement of the respective funds. The amount given to borrowers is supplemented with the accrued interest based on the loan payment arrangement.

Loans are settled after analyzing the financial position of the borrower, the economic feasibility of investment projects and other general factors established in the regulations, as well as the provisions of the Institution's internal manuals and policies.

Interest accrued on current loan operations is recognized and applied to income as it is incurred.

Interest collected in advance is recognized as advance collections under deferred loans and are amortized over the life of the loan by the straight-line method against income for the period.

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Commissions collected upon initial credit lines, includes commissions for loans restructured are recorded as a deferred credit which are amortized against income for the year using the straight-line method over the life of the loan. Commissions accrued after the loan is granted are recorded on the date they are generated against income for the period.

The following items are considered to qualify as past-due loan portfolio:

- a) *Loans payable in a single amortization of capital and interest at maturity* - that are not covered in a period of 30 or more calendar days past due.
- b) *Loans payable in a single amortization of capital at maturity and periodic interest payments*- when interest is 90 or more calendar days past due or capital is 30 or more days past due.
- c) *Loans payable in installments towards capital and interest* - after 90 calendar days past due.
- d) *Revolving loans* - when invoices are behind two periods or 60 or more calendar days past due.
- e) The borrower is in bankruptcy in accordance with the Bankruptcy Law (LCM for its acronym in Spanish) and such borrower continues making payments in the terms of the LCM. That borrower is transferred to the past-due loan portfolio if the originally agreed terms have not been settled in full.

Interest accrued in the period in which the loan is considered to be overdue is recorded as income when collected and interest accrued at the date on which it is no longer accumulated is reserved 100%.

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Restructured and renewed loans

Restructured loans remain in the past-due loan portfolio and the level of the allowance for loan losses is maintained until there is evidence of sustained payment.

Renewed loans where the borrower does not pay interest accrued and 25% of the principal amount of the loan on a timely basis are considered past due until there is evidence of timely payment.

The renewed or restructured current loans differing from those described in the preceding paragraph continue to be performing loans in the following terms:

- a) If the restructuring or renewal is carried out before at least 80% of the original term of the loan has elapsed, and if all accrued interest has been paid, along with the principal of the original loan that should have been covered at the date of the reorganization or renewal.
- b) If the restructuring or renewal is carried out in the last 20% of the original term of the loan and if all accrued interest has been paid, along with the principal of the original amount of the loan that should have been covered at the date of the reorganization or renewal, and 60% of the original amount of the loan.

Restructuring of a loan is not considered to occur when the total amount of principal and interest payable have been covered at the realization date and said payment modifies one or several of the following original loan conditions.

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- i. Guarantees: only when they imply the extension or replacement of guarantees for others of a better quality;
- ii. Interest rate: when the agreed interest rate is improved;
- iii. Currency: provided the rate of the new currency is applied;
- iv. Payment date: only when the change does not result in exceeding or modifying the frequency of the payments. In no case may the change in payment date allow the forgiveness of payment due in any period.

Troubled debt portfolio -

Commercial loans are considered to be current and past due loans with regard to which it is determined, based on current information and facts and on a review process, that they will most likely not be recovered in full, either the principal or the interest, in the originally agreed terms and conditions.

Suspension of interest accrual -

Interest incurred on loans stops being accrued when the unpaid principal of the loan is considered to be overdue.

As long as a loan is classified as part of the past due portfolio, control over interest accrued is kept in memorandum accounts. If past due interest is collected, it is recognized directly in income for the year.

Loans are transferred to the current loan portfolio when past-due balances are settled in full (principal and interest, among others) or, in the case of restructured or renewed loans, when there is evidence of sustained payment on the loan, as per the Accounting Criteria.

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i) Allowance for loan losses-

The commercial loan portfolio was rated on December 31, 2017 and 2016 in adherence to loan portfolio provisions issued by the CNBV on June 24, 2013 and its subsequent amendments. That rating is based on an expected loss model that considers the likelihood of default, the severity of the loss and the exposure to default, while the consumer loan and mortgage portfolio was rated as per the methodology for rating non-revolving consumer loan and mortgage portfolios referred to in point A of Sections One and Two of Chapter V, Title Two, of the General Provisions applicable to Credit Institutions published in the amending resolution of October 25, 2010 and subsequent amendment

The Institution's commercial loan portfolio was rated based on the general methodology using an expected loan loss model.

The amount of the preventive reserve for each loan is the result of applying the following formula:

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

Where:

R_i	Amount of allowance for loan losses to be set up
PI_i	Probability of default on the loan
SP_i	Severity of loss
EI_i	Exposure to default on the loan

EI_i must be calculated monthly, and PI_i and SP_i at least quarterly

The commercial loan loss reserve is classified depending on the degree of risk and the percentages shown in the following page.

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<u>Risk Levels</u>	<u>Ranges Commercial Percentage</u>
A-1	0 to 0.9
A-2	0.901 to 1.5
B-1	1.501 to 2.0
B-2	2.001 to 2.50
B-3	2.501 to 5.0
C-1	5.001 to 10.0
C-2	10.001 to 15.5
D	15.501 to 45.0
E	Above 45.0

In rating the commercial loan portfolio based on the expected loss model, we took the following into consideration:

1. The commercial loan portfolio was classified in accordance with the Provisions applicable to the Institution, based on the following:
 - I. Federal and municipal entities (Not applicable to the Institution).
 - II. Projects with own source of payment (Exhibit 19).
 - III. Trustees acting under a trust, not included in the above section, and loan arrangements commonly referred to as "structured" (Not applicable to the Institution).
 - IV. Financial Entities (Exhibit 20).
 - V. Business entities not included in the above sections and individuals engaged in business operations:
 - Net income or net annual sales < 14 million UDI's (Exhibit 21).
 - ✓ "Borrowers with no late payments" in the last 12 months.
 - ✓ "Borrowers with late payments" or at least one day in the last 12 months

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- Net income or net annual sales $\geq$ 14 million UDI's (Exhibit 22).
 - ✓ Small corporations: 14 million UDI's $\geq$ Annual net sales < 54 million UDI's.
 - ✓ Corporations: 54 million UDI's $\geq$ Annual net sales < 216 million UDI's.
 - ✓ Large corporations: Annual net sales $\geq$ 216 million UDI's.

Methodology for rating consumer and mortgage loan portfolios–

Rating of the non-revolving consumer loan and mortgage loan portfolios is determined based on the estimated result of the effects of the probability of default or the severity of the loss associated to the value and nature of loan guarantees. Those portfolios originate from loans made to employees, who after concluding their employment relationship with the Institution, form part of the loan portfolio in accordance with the regulations established by the CNBV.

The Institution calculates the allowance for loan losses based on the foregoing, which is then recorded in income for the period in question, and it periodically evaluates whether a past due loan must remain on the balance sheet, or instead be written-off, which is done by canceling the unpaid balance of the loan against the allowance for loan losses.

In determining additional reserves to be reported to the CNBV that the Institution was required to set up in 2016, consideration was given to the Institution's interest in strategic sectors that cause greater exposure to Commercial Banks as regards terms, amounts and intended uses. Additionally, a comparison was made between the Institution's past-due loan portfolio and the average past-due portfolio of commercial banks assuming that the Institution's past-due portfolio average would tend the Institution average and reach a percentage similar to that of commercial banks in the short term. In 2017, the Institution's management decided not to record additional reserves for loan losses.

Recovery of loans previously written-off is recognized in income for the period.

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The surplus in the allowance for loan losses is canceled against income for the period, affecting the items from which it originated i.e., the loan loss reserve. If the amount to be written-off exceeds the recorded estimate, it is recorded as other operating income (expenses).

The Institution periodically evaluates whether a past due loan must remain on the balance sheet or instead be written-off. If applicable, the balance is written off by canceling the unpaid balance of the loan against the allowance for loan losses. If the balance of the loan that is to be written-off exceeds the amount of the related reserve, the allowance is increased up to the amount of the difference.

The additional reserves recognized by the are those set up to cover risks that were not considered in the different methodologies for rating loan portfolios, and whose origin, methodology for determination thereof, amount and term were all reported to the CNBV prior to their creation. At December 31, 2016, the Institution has additional allowance for loan losses of \$82. At December 31, 2017, the Institution has not recorded additional allowance for loan losses.

Pardons, quitclaims, rebates and discounts, whether partial or total, are recorded with a charge to the allowance for loan losses. If the amount exceeds the balance of the reserve associated to the loan, estimates are first created up to the amount of the difference.

j) *Other accounts receivable -*

Accounts receivable other than the Institution's loan portfolio and collection rights comprise, among others, loans made to officers and employees, favorable tax balances, transaction settlement accounts, collateral given in cash for derivative financial instrument operations and items directly related to the loan portfolio.

(Continued)

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Loans made to officers and employees are collected through the payroll.

Accounts receivable from identified debtors whose maturity is agreed from the start at a term of more than 90 calendar days requires setting up a reserve that reflects the extent of their irrecoverability (60 days if the balances are not identified).

No such allowances are set up for favorable tax balances and transaction settlement accounts.

k) Foreclosed assets or assets received in lieu payment -

These items are recognized at the lower of cost or fair value, less costs and expenses strictly indispensable incurred in the respective distribution.

If the carrying value of the asset giving rise to the distribution of the goods or the payment in kind is lower than the value of the foreclosed item, the value of the item is adjusted to the carrying value of the asset.

Assets acquired as a result of a foreclosure are recognized on the date on which the court sentence approving the foreclosure becomes final and conclusive. Assets received as payment in kind are recorded on the date on which the payment is signed or the asset ownership transfer is formalized.

On the basis of the Second Title "Prudential Provisions", Chapter V "Portfolio rating", Section VI, "Reserves for holding "Foreclosed assets or assets received in lieu payment" of the accounting criteria issued by the CNBV, the Institution creates additional provisions for potential loss in the value of items foreclosed judicially or extra-judicially, as well as collection rights and investments in securities.

The Institution prudentially adopted the policy of reserving 100% of foreclosed items or items received as payment in kind, in order to recognize recovery of the respective loan when the related items are sold.

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In the case of items held for sale, the base distribution value used to determine the reserve is the carrying amount value less collections received. Such value is applied to reserve percentages in accordance with the tables shown in Section E of the Provisions.

a) Collection rights or movable property

<u>Time elapsed as of foreclosure in lieu payment (months)</u>	<u>Percentage of reserve %</u>
Up to 6	0
More than 6 and up to 12	10
More than 12 and up to 18	20
More than 18 and up to 24	45
More than 24 and up to 30	60
More than 30	100

b) Real property

<u>Time elapsed as foreclosure in lieu payment (months)</u>	<u>Percentage of reserve %</u>
Up to 12	0
More than 12 and up to 24	10
More than 24 and up to 30	15
More than 30 and up to 36	25
More than 36 and up to 42	30
More than 42 and up to 48	35
More than 48 and up to 54	40
More than 54 and up to 60	50
More than 60	100

At the time of sale, the difference between the selling price and the book value of the foreclosed goods is applied to income for the period under "Other operating income (expenses)".

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l) Property, furniture and equipment -

This item is as follows: i) acquisitions from January 1, 2008 valued at acquisition cost and ii) acquisitions until December 31, 2007, applying Investment Unit (UDI) factors up to December 31, 2007 to their acquisition costs. Until December 31, 1996, real property was valued at its net replacement cost based on appraisals performed by independent experts and quarterly factors communicated by the CNBV.

Depreciation of property is calculated in a straight-line method based on the remaining useful lives of assets determined by independent experts.

Depreciation of furniture and equipment is calculated by life expectancy method considering their acquisition cost less their residual value (straight-line method) over restated values.

Property, furniture and equipment are subject to annual impairment testing, only when signs of impairment are identified. Consequently, they are expressed at modified historical cost, less accumulated depreciation and, when applicable, impairment loss.

At December 31, 2017 and 2016, there were no signs of impairment in long-lived assets, due to which annual impairment testing of their recoverable values was not required.

m) Permanent investments in associates -

Are initially recorded based on the amounts invested, contributed or the acquisition value, and are subsequently valued by the equity method, which consists of adjusting the value of the investment, contribution or the acquisition value of the shares, by the proportional amount of comprehensive income or losses and the distribution of profit or capital reimbursements subsequent to the acquisition date. Losses in associated companies not arising from reductions in the percentage of equity are recognized proportionally in permanent investments.

(Continued)

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The Institution's equity in the results of associates is shown separately in the income statement.

Other permanent investments over which there is no significant influence for decision making purposes are valued at acquisition cost. Dividends arising from such investments are recognized in the income statement, for the period in which they are received, except when they relate to prior years profit to the acquisition of the investment, in which case they are deducted from permanent investments.

n) Other assets, deferred charges, prepayments and intangibles-

Prepayments comprise expenses incurred by the Institution where the risks and benefits inherent in the goods to be acquired and services to be received have not been transferred yet. Prepayments are recorded at cost and are shown in the balance sheet under deferred charges, prepayments and intangible assets. Once the goods and/or services for which prepayments made are received, they are recognized as an asset or an expense in the income statement of the period, respectively.

Expenses incurred for issuing liabilities are amortized by the straight-line method considering the term of the security from which they arose.

o) Deposits funding-

Liabilities incurred for fund attraction through certificates of deposit, fixed term deposits, banker's acceptances and promissory notes with yields payable at maturity are recorded based on the contractual value of the liability. Interest accrued is recognized in income of the period as an interest expense.

When securities are placed at a price other than their nominal value, in addition to the matter mentioned in the paragraph above, a deferred charge or credit is recorded, as applicable, on the difference between the nominal value of the securities and the cash received therefrom. That deferred credit or debit is amortized by the straight-line method against income for the period during the term of the securities from which it arises.

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Securities placed at a discount that do not bear interest are initially recorded based on the cash received. The difference between the nominal value of the securities and the amount of cash mentioned above is recorded in the income of the period using the effective interest method.

p) Due to banks and other institutions -

Liabilities arising from interbank loans are recorded based on the contractual value of the obligation; interest accrued is recognized directly in the Institution's income as an interest expense.

q) Provisions -

Preparation of financial statements in accordance with accepted accounting criteria requires the Institution to prepare estimations that affects the figures reported in the financial statements and the accompanying disclosures. Estimates are based on management's best estimation of current facts.

The Institution sets up reserves for contingent liabilities resulting from lawsuits, according to the legal risk policies and procedures authorized by the Risk Management Committee (CAIR for its acronym in Spanish).

r) Sundry creditors and other accounts payable-

This caption includes transaction settlement accounts, accounts receivable from margin accounts, receivables from collateral guarantees received in cash, sundry creditors and other accounts payable, which includes the negative balance of cash and cash equivalents in accordance with the B-1 "Cash and cash equivalents criteria" must be shown as a liability.

s) Employee Benefits-

The Federal Labor Law establishes the obligation to make certain payments to employees who cease to work under certain conditions or who comply with certain requirements, as well as to pay the obligations established in the respective labor agreements.

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New FRS D-3 "Employee benefits" came into force as of January 1, 2016, which establishes the concept of re-measurement of assets or liabilities from defined benefits and eliminates the possibility of deferring recognition of actuarial profits and losses directly in income, based on accrual. Therefore, said actuarial profits and losses must be immediately recorded in Other Comprehensive Income (OCI), and must be subsequently recycled to net profit or loss.

The Institution opted to recognize 20% of remeasured accumulated actuarial gains or losses as of 2021, in a maximum period of 5 years. Those balances must be recognized at the end of each period, after providing timely notice of that option to the CNBV.

The Institution has plans in place for payment of pensions, seniority premiums and retirement benefits to its personnel in addition to those established in the Law.

Retirement benefit obligations are quantified under the projected unit-credit method, determined by an actuarial calculation performed by independent experts.

Employee benefits offered by the Institution to its employees, including defined benefit plans (or defined contributions), are as follows:

Direct benefits (salaries, overtime, vacations, holidays and paid absences, etc.) are recognized in income as they accrue and the respective liabilities are expressed at nominal value given their short-term nature. Absences paid in conformity with legal or contractual provisions are non-cumulative.

Retirement benefits (pensions, seniority premiums, indemnities, etc.) are recorded based on actuarial studies performed by independent experts by the projected unit-credit method.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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The net cost for the period based on actuarial calculations over projected salaries is recognized as an expense of the period. Indemnities and direct labor costs are charged to the income statement in the year in which they are paid.

In 2017 and 2016, the net cost for the period includes recycling of remeasured accumulated actuarial losses at December 31, 2015, in accordance with the average remaining labor life.

The Institution has a defined contribution plan in place for newly hired personnel who upon reaching 60 years of age and 30 years of service are entitled to a retirement pension for life that is equivalent to the total fund accumulated in his/her individual account.

t) Income Tax (IT) and Employee Statutory Profit Sharing (ESPS)-

IT and ESPS payable for the year are determined in conformity with tax regulations in effect.

Deferred IT and ESPS are recorded for under the asset and liability method, which compares the carrying amounts and the respective tax bases. Deferred IT and ESPS (assets and liabilities) are recognized for the future tax consequences attributable to temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities a ESPS of a change in tax rates is recognized on the statement of income in the period that includes the enactment date.

Payable and deferred IT and ESPS are presented and classified in the income statement of the year, except for those resulting from a transaction recognized in the comprehensive income or directly in a stockholders' equity item.

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**Banco Nacional de Comercio Exterior, S. N. C.,
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ii) Stockholders' equity-

The capital stock, premium on sale of shares, legal reserve, additional paid-in capital and retained earnings are expressed as follows: i) movements made as from January 1, 2008 at historical cost, and ii) movements made before January 1, 2008 at restated values determined by applying UDI factors until December 31, 2007 to their historical values. Consequently, the different equity items are expressed at their modified cost.

The net premium on sale of Capital Contribution Certificates (CAPs for its acronym in Spanish) represents the surplus between the payment of subscribed CAPs and the face value thereof.

The Institution's additional paid-in capital are recognized in a caption separate from contributed capital when certain requirements are met. Those requirements include the existence of a formal agreement in place to the effect that shares have no fixed yield until they are capitalized and that they are not reimbursable. Future capital increase contributions that fail to meet the aforementioned requirements are recorded as liabilities.

The amount of comprehensive income shown in the statement of changes in stockholders' equity is the result of the Institution's performance in the period and it is comprised by the net income plus items in accordance with specific provisions were directly recorded in stockholders' equity and do not constitute capital contributions, reductions or distributions. The comprehensive income for 2017 and 2016 is expressed in historical pesos.

Also presented is the increase or decrease in equity resulting from two types of movements: inherent to owner decisions and those resulting from recognition of comprehensive income.

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v) *Trust operations -*

The Institution records the equity of the trusts that manages in the memorandum accounts caption, in light of the responsibility involved in realizing or complying with the business purpose of those trusts. In some cases, the above responsibility is limited to accounting for the trust's assets, while in other cases it includes recording assets and liabilities generated from the respective operations.

The trust's equity recognized in memorandum accounts is valued in accordance to the Accounting Criteria

Income from trusts management is recorded at the income of the period as it accrues.

w) *Custody and administration operations*

Administration operations include those conducted by the Institution on behalf of third parties, such as the purchase and sale of securities and derivative financial institutions, repurchase agreements and securities lending.

Since goods are not owned by the Institution they do not form part of the consolidated balance sheet. However, the estimated amount for which the Institution would be liable in the event of a future contingency is recorded in memorandum accounts, with the exception of cash received for payment of services on behalf of third parties.

The estimated amount of goods in custody or under administration is determined on the basis of the related operation.

In case the Institution is liable to the depositing party for damages or loss of the goods in custody or under administration, the respective liability is applied to income of the period. It is recorded when the liability becomes known, irrespective of any legal action taken by the depositing party towards repairing the loss or damage.

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Income from custody or administration services is applied to the income statement of the period as it is earned.

In the event the goods in custody are also held under administration, they are controlled separately.

x) Income recognition -

The yields generated by cash and cash equivalents, investments in securities and repurchase agreements are applied to the income statement as they arise.

Interest on the loan portfolio is recognized as it accrues, except for interest on the past-due loan portfolio, which is recorded when the respective amounts are actually collected. Commissions collected on initial credit lines are recorded as deferred credit, which is amortized against income of the year by the straight-line method over the loan's life.

y) Foreign currency operations -

The Institution complies with the following standards and limits issued by Banco de Mexico for foreign currency operations:

- a. The position, either long or short, in dollars must be equivalent to a maximum of 15% of the Institution's core capital.
- b. The foreign currency position must not exceed 2% of net capital, except as concerns the dollar or currencies referred to the USD, which can reach up to 15%.
- c. Liabilities assumed in a foreign currency must not exceed 183% of the Institution's core capital.

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- d. The investment regime for foreign currency operations requires maintaining a minimum level of liquid assets, as per the calculation procedure established by the Central Bank, according to the term to maturity of foreign currency operations.

z) Contingencies-

Liabilities for loss contingencies are recorded when it is probable that a liability has been incurred and the amount of the assessment and/or remediation can be reasonably estimated. When a reasonable estimation cannot be made, qualitative disclosure is provided in the notes to the consolidated financial statements. Contingent revenues, earnings and/or assets are recognized until their realization is virtually assured.

aa) Information by segments -

First-tier loan operations refer to loans made directly to companies; second-tier interbank loans channel resources through banking financial intermediaries and other non-bank intermediaries and financial markets, and fund attraction relates to obtaining the necessary funds to meet the National Program for Development authorized by the Secretaría de Hacienda y Crédito Público (SHCP), cover the Institution's liquidity needs and assign transfer costs to the operating segments that require resources to carry out their operations.

bb) Related parties -

The Institution conducted transactions with related parties during the regular course of operations. Operations with related parties are understood to be those in which the Institution is owed money in connection with deposits or other cash and cash equivalent operations and loans, credits or discounts, revocable or irrevocable, documented by means of credit memoranda or agreements, as well as loan restructuring, renewal or modification operations, including net positions favoring the Institution arising from derivative operations and investments in securities other than shares.

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Related parties are defined as either individuals or corporations holding direct or indirect control of 2% or more of the shares representing the Institution's capital, as well as the members of the Institution's Board of Directors.

Also considered as related parties are business entities, as well as the advisors and officers thereof, in which the Institution has direct or indirect control over 10% or more their capital.

The total sum of operations with related parties does not exceed 50% of the basic portion of the Institution's net capital, as set forth in Article 50 of the Organic Law.

(4) Foreign currency operations -

At December 31, 2017 and 2016, foreign currency operations carried out in the currencies used by the Institution and the position of currencies are as follows:

2017					
(In thousands)					
<u>Currencies</u>	<u>Asset</u>	<u>Liability</u>	<u>Position in currency source</u>	<u>Mexican peso exchange rate</u>	<u>Mexican Pesos</u>
	<u>Currency source</u>				
US dollars	8,516,425	8,469,045	47,380	\$ 19.66290	\$ 932
Pound sterling	106	-	106	26.60489	3
Euro	18,089	972	17,117	23.60629	<u>404</u>
					\$ 1,339
					=====

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2016

<u>(In thousands)</u>					
<u>Currencies</u>	<u>Asset</u>	<u>Liability</u>	<u>Position in currency source</u>	<u>Mexican peso exchange rate</u>	<u>Mexican Pesos</u>
	<u>Currency source</u>				
US dollar	7,798,468	7,795,508	2,960	\$ 20.61940	\$ 61
Pound sterling	156	-	156	25.48145	4
Japanese Yen	11,245	-	11,245	0.17681	2
Euro	2,730	2,543	187	21.75347	4
					\$ 71
					==

The exchange risk position (not covered), as a whole and by currency does not exceed 15% of the Institution's core capital, which totals USD 207,378 thousand and USD 169,083 thousand at December 31, 2017 and 2016, respectively.

The exchange risk position at December 31, 2017 and 2016 is as follows:

	<u>Currencies valued to USD (thousands)</u>	
	<u>2017</u>	<u>2016</u>
US dollar	71,796	44,759
Pound sterling	144	193
Japanese Yen	-	96
Euro	20,559	202
Total	92,499	45,250
	=====	=====

(Continued)

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In determining the exchange risk position, the following exchange rates were used (Currency - US dollar):

<u>Currency</u>	<u>Exchange rates</u>	
	<u>2017</u>	<u>2016</u>
US dollar	\$ 1.000000	1.0000000
Pound sterling	0.739071	0.809193
Japanese Yen	112.597498	116.618970
Euro	0.832951	0.947867

At December 31, 2017 and 2016, the exchange rates used to convert figures to Mexican pesos are as follows:

<u>Currency</u>	<u>Exchange rates</u>	
	<u>2017</u>	<u>2016</u>
US dollar	\$ 19.662900	20.619400
Pound sterling	26.604890	25.481450
Japanese Yen	0.174630	0.176810
Euro	23.606290	21.753470

At February 23, 2018, the exchange rates used to convert figures to Mexican pesos are as follows:

<u>Currency</u>	<u>Exchange rates</u>
US dollar	\$ 18.6518
Pound sterling	26.073378
Japanese Yen	0.174617
Euro	22.935201

(Continued)

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(5) Cash and cash equivalents -

At December 31, 2017 and 2016, cash and cash equivalents are made up as follows:

	<u>2017</u>	<u>2016</u>
Domestic bank deposits	\$ 3,444	3,393
Deposits in foreign banks	537	599
Demand deposits	26,808	7,547
Call Money	63	5,114
Time deposits	-	2,887
Purchase of foreign currencies	381	4
Other	13	12
	<u>\$ 31,246</u>	<u>19,556</u>

Domestic bank deposits:

	<u>2017</u>		<u>2016</u>	
	<u>Thousands of DLS.</u>	<u>Mexican peso</u>	<u>Thousands of DLS.</u>	<u>Mexican peso</u>
Banco de México Foreign Currency (F.C.)	264	\$ 5	182	\$ 4
Banco de México MXP	-	3,279	-	3,279
Other banks F.C.	5,534	109	3,504	72
Other banks MXP	<u>-</u>	<u>51</u>	<u>-</u>	<u>38</u>
	<u>5,798</u>	<u>\$ 3,444</u>	<u>3,686</u>	<u>\$ 3,393</u>

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Deposits in foreign banks:

	<u>2017</u>		<u>2016</u>	
	<u>Currency source</u> <u>(thousands)</u>	<u>Mexican</u> <u>peso</u>	<u>Currency source</u> <u>(thousands)</u>	<u>Mexican</u> <u>peso</u>
Mexican Peso	135	\$ -	135	\$ -
US dollar	26,033	512	25,061	517
Pound sterling	106	3	156	4
Yen	-	-	11,245	2
Euro	924	<u>22</u>	3,514	<u>76</u>
		\$ <u>537</u>		\$ <u>599</u>

Demand deposits:

<u>2017</u>					<u>2016</u>				
<u>Currency</u> <u>source</u>	<u>Average</u> <u>rate</u>	<u>Term</u> <u>days</u>	<u>Currency</u> <u>source</u> <u>thousands</u>	<u>Mexican</u> <u>peso</u>	<u>Average</u> <u>rate</u>	<u>Term</u> <u>days</u>	<u>Currency</u> <u>source</u> <u>thousands</u>	<u>Mexican</u> <u>peso</u>	
USD	1.3675%	3	1,363,400	\$ 26,808	0.6083%	4	366,000	\$ 7,547	

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Call Money:

<u>2017</u>					<u>2016</u>			
<u>Currency source</u>	<u>Average Rate</u>	<u>Term days</u>	<u>Currency source thousands</u>	<u>Mexican peso</u>	<u>Average Rate</u>	<u>Term days</u>	<u>Currency source thousands</u>	<u>Mexican peso</u>
Domestic Banks:								
MXP	7.20%	3	\$ 62,841	\$ 63	-	-	-	\$ -
FC			-	-	0.78%	4	248,000	5,114
				\$ 63				\$ 5,114
				==				=====

Time deposits:

<u>2016</u>					
<u>Currency source</u>	<u>Rate</u>	<u>Term days</u>	<u>Currency source thousands</u>	<u>Mexican peso</u>	
DLS.	0.85%	7	140,000	\$	2,887
			=====		=====

As of December 31, 2017, there are no time deposits.

Currency purchases (Spot):

<u>2017</u>			<u>2016</u>		
<u>Currency source</u>	<u>Currency Source thousands</u>	<u>Mexican Peso</u>	<u>Currency source</u>	<u>Currency source thousands</u>	<u>Mexican Peso</u>
DLS.	19,358	\$ 381	DLS.	1,282	\$ 26
		=====	Euro	(1,000)	(22)
					\$ 4
					=

(Continued)

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Other:

	<u>2017</u>	<u>2016</u>
Cash	\$ 1	3
Foreign bills and coins	9	8
Other	<u>3</u>	<u>1</u>
	\$ 13	12
	==	==

(6) Investments in securities -

Investments in securities are subject to different market risk, the interest rates associated to the term, the exchange rates and the inherent credit and market liquidity risks.

Risk management policies, and the analysis of risk to which the Institution is exposed, are described in Note 29.

At December 31, 2017 and 2016, investments in securities are comprised as follows:

a. Trading securities:

	<u>2017</u>	<u>2016</u>
Unrestricted government bonds	\$ 208	270
Unrestricted bank bonds	2,001	-
Repurchase operation securities	166,426	119,936
Guaranteed government bonds	<u>169</u>	<u>87</u>
	\$ 168,804	120,293
	=====	=====

- Unrestricted government bonds

Unrestricted government bonds at December 31, 2017 and 2016, are comprised as follows:

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	<u>2017</u>			<u>2016</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Surplus (deficit)</u>	<u>Carrying value</u>	<u>Fair value</u>	<u>Surplus (deficit)</u>
Unrestricted government bonds	\$ 208 =====	208 =====	- =	270 =====	270 =====	- =

- Unrestricted bank bonds

Unrestricted bank bonds at December 31, 2017 and 2016 are comprised as follows:

	<u>2017</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Surplus (deficit)</u>
Debt instruments	\$ 2,001 =====	2,001 =====	- =

At December, 2016 the Institution did not hold unrestricted bank bonds.

Repurchase agreements

Repurchase operations at December 31, 2017 and 2016 are comprised as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Surplus</u>	<u>Carrying amount</u>	<u>Fair value</u>	<u>Surplus</u>
Government securities in repurchase/resale agreements	\$ 166,386 =====	166,426 =====	40 ==	119,930 =====	119,936 =====	6 =

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

- Guaranteed government bonds

Guaranteed government bonds at December 31, 2017 and 2016 are comprised as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Surplus</u>	<u>Carrying value</u>	<u>Fair value</u>	<u>Surplus</u>
Guaranteed government bonds	\$ 169 ==	169 ==	- =	87 ==	87 ==	- =

b. Available for sale securities:

	<u>2017</u>	<u>2016</u>
Shares MXP	\$ 33	35
Shares DLS.	22	25
Obligations and other DLS. securities	- \$ 55 ==	- 60 ==

- Obligations and other securities

Obligations and other securities at December 31, 2017 and 2016 are made up as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Deficit</u>	<u>Carrying amount</u>	<u>Fair value</u>	<u>Deficit</u>
Debt Certificates	\$ 68 ==	- =	(68) ==	\$ 71 ==	- =	(71) ==

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

- Shares in Mexican pesos

Shares in Mexican pesos at December 31, 2017 and 2016 are made up as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Acquisition cost</u>	<u>Fair value</u>	<u>Unrealized loss</u>	<u>Acquisition cost</u>	<u>Fair value</u>	<u>Unrealized loss</u>
Unlisted	\$ 97 ==	33 ==	(64) ==	97 ==	35 ==	(62) ==

- Shares in foreign currency - valued to Mexican pesos

Shares in foreign currency at December 31, 2017 and 2016 are made up as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Acquisition cost</u>	<u>Fair value</u>	<u>Unrealized gain</u>	<u>Acquisition costs</u>	<u>Fair value</u>	<u>Unrealized gain</u>
Unlisted in DLS.	\$ 8 =	22 ==	14 ==	8 =	25 ==	17 ==

Dividends collected from shares available for sale in 2017 and 2016 total \$1 in both years. The valuation result recognized in other comprehensive income items under stockholders' equity in 2017 and 2016 is \$6 and \$18, respectively.

c. Held to maturity securities:

	<u>2017</u>	<u>2016</u>
Government bonds	\$ 162 ==	153 ==

(Continued)

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Government bonds at December 31, 2017 and 2016 are comprised as follows:

	<u>2017</u>			<u>2016</u>		
	<u>Amount</u>	<u>Interest accrued</u>	<u>Total</u>	<u>Amount</u>	<u>Interest accrued</u>	<u>Total</u>
Government bonds	\$ 160	2	162	151	2	153

- d. Interest income, results of valuation and results of purchase and sale of securities in 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Interest income	\$ 10,522	7,219
Valuation result	-	2
	<u>\$ 10,522</u>	<u>7,221</u>

(7) Repurchase/resale agreements -

Repurchase/resale agreements carried out at December 31, 2017 and 2016 were mainly Savings Protection Bonds, Development Bonds, Fixed Rate Bonds, Cetes, Udibonds and stock exchange certificates; repurchase operation terms fluctuate from 1 to 28 days.

a. Seller

- Debtors under repurchase/resale agreements

	<u>2017</u>	<u>2016</u>
Government bonds	\$ 7,798	71,391
Commercial repurchases	839	757
Total	8,637	72,148
Securities received as collateral for repurchase agreements:		
Government bonds	(500)	(52,708)
Total debtors for repurchase/resale agreements	<u>\$ 8,137</u>	<u>19,440</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

- Collateral received by the Institution (Memorandum accounts)

	<u>2017</u>	<u>2016</u>
Government bonds	\$ 7,800	71,431
Business repurchase agreements	<u>1,205</u>	<u>1,061</u>
Total	\$ 9,005	<u>72,492</u>

- Collateral received and sold or pledged as guarantee by the Institution (Memorandum accounts)

	<u>2017</u>	<u>2016</u>
Government bonds	\$ 502	<u>52,737</u>

b. Buyer

- Creditors for repurchase agreements

	<u>2017</u>	<u>2016</u>
Securities owned by the Institution ¹ :		
Government bonds	\$ 166,384	<u>119,930</u>

¹ Repurchased securities are recorded under securities held-for-trading.

In 2017 and 2016 premiums obtained for repurchase/resale agreements amounted to \$2,118 and \$1,759, respectively and premiums paid for repurchase agreements totaled \$11,508 and \$6,455.

(8) Derivatives-

At December 31, 2017 and 2016 are made up of CAP's held-for-trading and fair value and hedging swaps as shown at the following page.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

The position between purchase/sale of derivatives financial instruments amounts to \$7,147 and \$7,568 in 2017 and 2016, respectively.

	<u>2017</u>		<u>2016</u>	
	<u>Asset</u>	<u>Liability</u>	<u>Asset</u>	<u>Liability</u>
For trading:				
SWAPS	\$ 169	105	200	128
Options	<u>5</u>	<u>5</u>	<u>7</u>	<u>7</u>
	174	110	207	135
For hedging:				
SWAPS	<u>869</u>	<u>8,080</u>	<u>771</u>	<u>8,411</u>
	\$ 1,043	8,190	978	8,546
	=====	=====	=====	=====
Net position		\$ 7,147		7,568
		=====		=====

At December 31, 2017 and 2016, the Institution has contracted swaps for an equivalent of USD 4.9 billion and USD 4.6 billion, respectively, and purchase-sale options for trading of USD 47.9 million and USD 23.9 million, respectively in the next page.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos, except when indicated different)

Swaps

		<u>2017</u>		<u>2016</u>	
		<u>Purchase</u>	<u>Sale</u>	<u>Purchase</u>	<u>Sale</u>
Hedge swaps:					
To hedge the portfolio	\$	28,630	28,112	29,267	29,584
To hedge securities or security liabilities		<u>63,680</u>	<u>71,409</u>	<u>62,491</u>	<u>69,814</u>
		92,310	99,521	91,758	99,398
For trading		1,628	1,564	1,848	1,776
Options		<u>5</u>	<u>5</u>	<u>7</u>	<u>7</u>
	\$	<u>93,943</u>	<u>101,090</u>	<u>93,613</u>	<u>101,181</u>
Net position			\$ <u>7,147</u>		<u>7,568</u>

Swaps:

To hedge the loan portfolio:

	<u>Type of swap</u>	<u>Currency source</u>	<u>Thousands in currency source</u>			<u>Mexican pesos</u>	
			<u>Principal</u>	<u>Interest</u>	<u>Total</u>	<u>2017</u>	<u>2016</u>
Purchase	Rate	DLS.	755,883	77	755,960	\$ 14,864	14,794
Purchase	Rate	MXP	\$ 13,737,829	28,413	13,766,242	<u>13,766</u>	<u>14,473</u>
						\$ 28,630	29,267
						=====	=====
Sale	Rate	DLS.	755,883	249	756,132	\$ 14,868	14,805
Sale	Rate	MXP	\$ 13,737,829	38,019	13,775,848	<u>13,776</u>	<u>14,999</u>
						28,644	29,804
Valuation	Rate	DLS.			(7,757)	\$ (153)	32
Valuation	Rate	MXP			(378,603)	<u>(379)</u>	<u>(252)</u>
						\$ 28,112	29,584
						=====	=====

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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To hedge security or bond liabilities:

	Type of swap	Currency source	<u>Thousands in currency source</u>			<u>Mexican pesos</u>	
			<u>Principal</u>	<u>Interest</u>	<u>Total</u>	<u>2017</u>	<u>2016</u>
Purchase	Currency	MXP	\$ 27,692,257	347,407	28,039,664	\$ 28,040	25,005
Valuation	Currency	MXP	\$		(668,543)	(669)	(636)
					\$	<u>27,371</u>	<u>24,369</u>
Purchase	Rate	DLS.	1,463,060	9,708	1,472,768	\$ 28,959	29,317
Valuation	Rate	DLS.			373,788	<u>7,350</u>	<u>8,805</u>
					\$	<u>36,309</u>	<u>38,122</u>
						<u>\$ 63,680</u>	<u>62,491</u>
Sale	Currency	DLS.	1,698,314	5,196	1,703,510	\$ 33,496	30,704
Valuation	Currency	DLS.			52,302	<u>1,028</u>	<u>490</u>
					\$	<u>34,524</u>	<u>31,194</u>
Sale	Rate	DLS.	1,463,060	5,297	1,468,357	\$ 28,872	29,204
Valuation	Rate	DLS.			407,494	<u>8,013</u>	<u>9,416</u>
					\$	<u>36,885</u>	<u>38,620</u>
					\$	<u>71,409</u>	<u>69,814</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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For trading:

	Type of swap	Currency source	<u>Thousands in currency source</u>			<u>Mexican pesos</u>	
			<u>Principal</u>	<u>Interest</u>	<u>Total</u>	<u>2017</u>	<u>2016</u>
Purchase	Rate	DLS.	-	1,099	1,099	\$ 22	32
Valuation	Rate	DLS.			81,676	<u>1,606</u>	<u>1,816</u>
						\$ 1,628	<u>1,848</u>
Sale	Rate	DLS.	-	948	948	\$ 19	28
Valuation	Rate	DLS.			78,600	<u>1,545</u>	<u>1,748</u>
						\$ 1,564	<u>1,776</u>

At December 31, 2017 and 2016, the results of valuation of fair value hedge securities are as follows:

	<u>2017</u>		<u>2016</u>	
	<u>Derivative</u>	<u>Primary position</u>	<u>Derivative</u>	<u>Primary position</u>
Swaps	\$ 1,585	(1,585)	2,734	(2,357)

Options

	<u>Underlying</u>	Currency source	<u>Thousands Currency source</u>	<u>Amount Mexican pesos</u>	
				<u>2017</u>	<u>2016</u>
Purchase	Rate	MXP	6,883	\$ 7	7
Purchase	Rate	DLS.	697	14	12
Valuation	Rate			<u>(16)</u>	<u>(12)</u>
				\$ 5	7

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**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

			<u>Thousands</u>		<u>Amount</u>
	<u>Underlying</u>	<u>Currency</u>	<u>Currency</u>		<u>Mexican pesos</u>
		<u>source</u>	<u>source</u>	<u>2017</u>	<u>2016</u>
Sale	Rate	MXP	8,085	\$ 8	8
Sale	Rate	DLS.	721	14	12
Valuation	Rate			<u>(17)</u>	<u>(13)</u>
				\$ 5	7
				<u>==</u>	<u>==</u>

At December 31, 2017 and 2016, the Institution granted loans with protected rates, whose principal amount of USD 1.8 million and USD 2.7 million and fair value of USD 7,000 and USD 4,000, respectively has been recognized in memorandum accounts.

(9) Loan portfolio-

Policies and procedures for making, controlling and recovering loans.

The loans manual contains the guidelines of the Credit Process (PDC from Spanish), which initiate with the definition of the target market and finish with the recovery of the loan.

Specific policies for each phase of the PDC process mentioned below are established in the operating manuals and are an integral part of the Institution's credit policy framework.

Business development

1. Development and/or updating of programs and products
2. Promotion management - first tier
3. Promotion management - second tier
4. First tier credit files management
5. Second tier credit files management

- o Addendum No. 1 (August 1, 2017)

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Analysis and decisions

1. Borrower Evaluation. Credit analysis - first tier
 - First tier financial program matrices
2. Borrower Evaluation. Credit analysis - second tier
 - Financial Program Matrixes - second tier
3. Borrower analysis. Legal report and/or personality report.
4. Authorization

Instrumentation and disbursement

1. Contracting - first tier
2. Contracting - second tier
3. Registration and release of credit lines, authorization of disposal and letters of credit - first tier
4. Registration and release of credit lines, authorization of disposal and letters of credit - second tier
5. Safeguarding of securities documentation - first tier
6. Safeguarding of securities documentation - second tier monitoring

Tracing

1. Portfolio management and control - first tier
 - Addendum No. 1 (September 22, 2017)
2. Portfolio management and control - second tier
 - Addendum No. 1 (September 22, 2017)
3. Supervision and Monitoring of Accredited and Intermediaries
4. Portfolio rating

Recovery

1. Specialized Collections Function (FEC from Spanish acronym)
2. Collections management - first tier
3. Collections management - second tier
4. Application of allowance for loan losses and write-offs loan

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Support processes

1. Credit regulation
2. Borrower investigation
3. Preparation of General Reports of the Credit Process (PDC from Spanish acronym)
4. Receipt, management, promotion and sale of property and foreclosed assets
 - o Addendum No. 1 (December 7, 2017)
5. Prices and rates system
6. Management System for Environmental and Social Risks (SARAS from Spanish acronym)

Other loan programs

1. Former employee portfolio management
2. Financing of foreign trade inventories

Following are management's policies and procedures for determining risk concentrations:

According to section II of article 80 of the General Provisions Applicable to Credit Institutions issued by the CNBV, specifically as concerns credit portfolio risk, the Institution measures, evaluates and follows up on its concentration per type of financing, rating, economic sector, geographic area and borrower. Concentrations are reported monthly to the CAIR through the Report on loan portfolio.

The Institution's Risk Management department issues Risk Regulation Circulars that contain an internal policy to determine the maximum financing amounts allowed for Common Risks per type of borrower, which are below the regulatory risks established by the CNBV, in order to control concentration per borrower or group of borrowers that pose Common Risks.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Concentration risk

Following are management's policies and procedures for determining risk concentrations.

Per borrower:

For the purpose of carrying out Asset Operations, article 54 of the General Provisions Applicable to Credit Institutions of the CNBV establishes that banks must establish maximum financing limits for a single person or groups of persons who, given the Common Risk, are considered to qualify as one person.

In accordance with article 57 of those Provisions, the regulatory limits applicable to the Institution in the fourth quarter of 2017 were determined considering the 12.24% capital ratio and core capital of \$24,232.8 at June 2017. Regulatory limits are 30% of the core capital (\$7,269.8, equivalent to 369.7 million of USD at the \$19.6629 exchange rate in effect on December 29, 2017) per private sector borrower and 100% of the core capital (\$24,232.8, equivalent to 1,232.4 million of dollars) for other types of borrowers.

The Comprehensive Management Regulations Manual establishes that the prudential measure of observing 85% ratio of the regulatory limits to avoid breakage in the event of high depreciation at the peso/dollar exchange rate or in case of reductions in the core capital.

Prudential limits applicable to the Institution in the quarter in question are \$6,179.3 (equivalent to \$314.2 million of dollars) per borrower of the private sector and \$20,597.8 (equivalent to \$1,047.5 million of dollars) for other types of borrowers.

However, the Institution determines financing amounts below the prudential limits as part of its internal measures to prevent concentrations and supervening facts to the granting of loans. The internal financing policy established by management per borrower or group of borrowers of the private sector when represent Common Risks is of \$230 million of dollars, equivalent of \$4,522.5, which comprises 18.66% of the core capital.

Per economic sector:

In order to manage the soundness of the main loan portfolios during economic crisis, there is a maximum prudential limit of 30% of the balance of each portfolio per geographic area or city, economic sector and loan beneficiary, in order to avoid concentration and shorten and diversify risk.

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**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

(a) Loan Portfolio-

At December 31, 2017 and 2016, the loan portfolio is comprised as follows:

<u>Type of loan</u>	<u>2017</u>			<u>2016</u>		
	<u>Current</u>	<u>Past- due</u>	<u>Total</u>	<u>Current</u>	<u>Past- due</u>	<u>Total</u>
<i>Portfolio in foreign currency, valued in Mexican pesos:</i>						
Commercial loans	\$ 108,949	1,454	110,403	113,626	1,500	115,126
Loans to financial entities	11,554	1	11,555	9,609	5	9,614
Loans to government entities	<u>5,187</u>	<u>-</u>	<u>5,187</u>	<u>5,664</u>	<u>-</u>	<u>5,664</u>
Subtotal	<u>125,690</u>	<u>1,455</u>	<u>127,145</u>	<u>128,899</u>	<u>1,505</u>	<u>130,404</u>
<i>Portfolio in Mexican pesos:</i>						
Commercial loans	61,318	453	61,771	41,684	493	42,177
Loans to financial entities	20,171	28	20,199	16,557	36	16,593
Loans to government entities	-	-	-	3,307	-	3,307
Consumer loans	10	2	12	10	4	14
Mortgages loans	<u>88</u>	<u>4</u>	<u>92</u>	<u>97</u>	<u>6</u>	<u>103</u>
Subtotal	<u>81,587</u>	<u>487</u>	<u>82,074</u>	<u>61,655</u>	<u>539</u>	<u>62,194</u>
Total	<u>\$ 207,277</u>	<u>1,942</u>	<u>209,219</u>	<u>190,554</u>	<u>2,044</u>	<u>192,598</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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Breakdown of the portfolio per economic sector at December 31, 2017 and 2016:

<u>Sector per economic activity</u>	<u>2017</u>		<u>2016</u>	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
Real property and lease services	\$ 27,607	13.20	26,277	13.64
Tourism	27,272	13.04	32,605	16.93
Steel products, machinery and equipment	23,813	11.38	20,775	10.79
Transportation and communication	17,960	8.58	16,446	8.54
Electricity, gas and water	15,758	7.53	14,907	7.74
Commerce	14,605	6.98	7,119	3.70
Chemical substances and plastic or rubber items	12,527	5.99	13,917	7.23
Food, beverages and tobacco	8,821	4.22	4,501	2.34
Non-metal mineral products	7,065	3.38	7,892	4.10
Metal industry	3,961	1.89	3,563	1.85
Construction industry	3,842	1.84	440	0.23
Mining	2,552	1.22	2,920	1.52
Paper, print shops and publishing houses	2,084	1.00	2,020	1.05
Professional, personal and social services	1,714	0.82	1,709	0.89
Lumber and Wood products industry	757	0.36	645	0.33
Textiles, clothing and leather industry	406	0.19	433	0.22
Agricultural industry	302	0.14	129	0.07
Unclassified services	1,598	0.76	1,307	0.68
Individuals	104	0.05	116	0.06
(Valuation of primary position portfolio at risk)	<u>(470)</u>	<u>(0.23)</u>	<u>(301)</u>	<u>(0.17)</u>
Private sector	172,278	82.34	157,420	81.74
Government sector	5,187	2.48	8,971	4.66
Financial sector	<u>31,754</u>	<u>15.18</u>	<u>26,207</u>	<u>13.60</u>
Total	\$ <u>209,219</u>	<u>100.00</u>	<u>192,598</u>	<u>100.00</u>

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Past due portfolio at December 31, 2017 and 2016-

	<u>2017</u>		<u>2016</u>	
<u>Maturity</u>	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
From 1 to 180 days	\$ 1,449	75	69	3
From 181 to 365 days	2	-	1,250	61
From 1 to 2 years	3	-	725	36
More than 2 years	<u>488</u>	<u>25</u>	<u>-</u>	<u>-</u>
Total	<u>\$ 1,942</u>	<u>100</u>	<u>2,044</u>	<u>100</u>

Main movements in past due portfolio -

	<u>2017</u>	<u>2016</u>
Opening balance of past due portfolio	\$ 2,044	793
Difference per exchange rate from opening balance	(168)	172
Payments	(610)	(57)
Write-offs	(743)	(1,512)
Allocations to performing portfolio	(218)	(92)
Cancellations due to restructurings	(121)	(61)
Loan openings due to restructurings	216	176
Allocations to past due portfolio	1,529	2,611
Capitalization	15	11
Others	<u>(2)</u>	<u>3</u>
Ending balance of past due portfolio	<u>\$ 1,942</u>	<u>2,044</u>

At December 31, 2017 and 2016, the past due portfolio balance is of 2 former employees in each year, and of fourteen and twelve companies, respectively. Thirteen companies are involved in a judicial or extrajudicial collection process and one is under sustained payment.

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Restructured and renewed loans -

<u>Loan</u>	<u>2017 Portfolio</u>			<u>2016 Portfolio</u>		
	<u>Current</u>	<u>Past- due</u>	<u>Total</u>	<u>Current</u>	<u>Past- due</u>	<u>Total</u>
Commercial loans:						
Restructured	\$ 16,954	505	17,459	18,237	547	18,784
Renewed	1,109	-	1,109	1,583	-	1,583
Mortgages loans:						
Restructured	17	3	20	18	3	21
Consumer loans:						
Restructured	<u>1</u>	<u>-</u>	<u>1</u>	<u>2</u>	<u>-</u>	<u>2</u>
Total	<u>\$ 18,081</u>	<u>508</u>	<u>18,589</u>	<u>19,840</u>	<u>550</u>	<u>20,390</u>

On October 31, 2013 a debt recognition, interest capitalization and reorganization agreement was formalized with a foreign financial entity, whereby it was agreed to recover a total of DLS146.3 million and which is recognized in memorandum accounts. According to such agreement, the amount mentioned will be recovered in a term of 15 years through quarterly payments. At December 31, 2017 and 2016, the equity balance is DLS 102 million and DLS 111 million, respectively.

Additional guarantees and concessions issued for restructured loans-

At December 31, 2017 and 2016 additional guarantees or concession were granted to the restructured loans for \$366 y \$650, respectively.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
Institución de Banca de Desarrollo and Subsidiary**

Notes to consolidated financial statements

(Millions of Mexican pesos)

Interest and commissions-

<u>Type of loan</u>	<u>2017</u>			<u>2016</u>		
	<u>Interest collected</u>	<u>Commissions collected</u>	<u>Total</u>	<u>Interest collected</u>	<u>Commissions collected</u>	<u>Total</u>
Commercial loans	\$ 9,135	215	9,350	6,754	446	7,200
Loans to						
Financial entities	1,755	-	1,755	1,181	16	1,197
Loans to						
Government entities	286	-	286	356	36	392
Consumer loans	1	-	1	1	-	1
Mortgages loans	<u>6</u>	<u>-</u>	<u>6</u>	<u>4</u>	<u>-</u>	<u>4</u>
Total	\$ <u>11,183</u>	<u>215</u>	<u>11,398</u>	<u>8,296</u>	<u>498</u>	<u>8,794</u>

Commissions on initial granting of loans -

Commissions collected upon initial granting of loans not yet deferred at December 31, 2017 and 2016 total \$588 and \$465, respectively are offset against income for the year as interest income by the straight line method over the life of the loan. The weighted term for amortizing commissions at December 31, 2017 and 2016 is 3.82 years and 3.65 years respectively.

Rediscounts-

Rediscounts in 2017 and 2016 amounted \$31,741 and 25,642, respectively.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Breakdown of troubled debt portfolio and non-troubled debt portfolio-

Following is the breakdown of total loans, classified as troubled and non-troubled, current and past due:

2017			
Portfolio			
	<u>Current</u>	<u>Past due</u>	<u>Total</u>
Non-troubled portfolio	\$ 234,267	-	234,267
Troubled portfolio	2,837	1,920	4,757
Past-due interest	-	17	17
Total rated portfolio	\$ 237,104	1,937	239,041

2016			
Portfolio			
	<u>Current</u>	<u>Past due</u>	<u>Total</u>
Non-troubled portfolio	\$ 218,702	-	218,702
Troubled portfolio	676	2,022	2,698
Past-due interest	-	12	12
Total rated portfolio	\$ 219,378	2,034	221,412

- A) Valued at the exchange rates in effect on December 31, 2017 and 2016.
 B) Rated portfolio.
 C) It is comprised of the commercial portfolio, government entities, financial intermediaries and irrevocable guarantees, and letters of credit and international factoring.
 D) Does not include the consumer loan and mortgage portfolio
 E) Past due interest is included for information purposes, as established in the provisions for rating portfolios and reserved as incurred.

*As of December 31, 2017, it includes guarantees and credit letters granted in the amount of \$27,435, third-party guarantees of \$1,552, factoring of \$548 and others in the amount of \$391. *As of December 31, 2016, it includes guarantees and credit letters granted in the amount of \$27,083, guarantees granted of \$1,130, factoring of \$462 and others in the amount of \$256.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

(b) Allowance for loan losses -

As explained in Note 3 (i), the Institution classifies its portfolio and settled an allowance to hedge the credit risks associated with the recovery of its loan portfolio.

Total portfolio per type of loan at December 31, 2017-

<u>Rating</u>	<u>Government Financial</u>				<u>Consumer</u>		<u>Total</u>
	<u>Commercial</u>	<u>Entities</u>	<u>Intermediaries</u>	<u>Guarantees</u>	<u>Mortgage Portfolio</u>	<u>loan Portfolio</u>	
A-1 Minimum \$	141,605	5,126	24,727	27,402	84	-	198,944
A-2 Minimum	15,738	-	5,716	1,927	1	-	23,382
B-1 Low	6,351	-	1,128	-	-	-	7,479
B-2 Low	268	-	286	-	1	9	564
B-3 Low	3,081	-	140	1	-	1	3,223
C-1 Medium	451	-	-	205	2	-	658
C-2 Medium	-	-	115	-	1	-	116
D High	2,902	-	29	-	-	-	2,931
E Irrecoverable	<u>1,825</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>3</u>	<u>2</u>	<u>1,830</u>
Subtotal	172,221	5,126	32,141	29,535	92	12	239,127
Past-due interest	<u>17</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>17</u>
Total	<u>\$ 172,238</u>	<u>5,126</u>	<u>32,141</u>	<u>29,535</u>	<u>92</u>	<u>12</u>	<u>239,144</u>

Does not include the rating-exempt portfolio of \$58.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Allowance required per risk group at December 31, 2017-

<u>Rating</u>	<u>Government Financial</u>				<u>Consumer</u>		<u>Total</u>
	<u>Commercial</u>	<u>Entities</u>	<u>Intermediaries</u>	<u>Guarantees</u>	<u>Mortgage Portfolio</u>	<u>loan Portfolio</u>	
A-1 Minimum	\$ 690	26	114	110	-	-	940
A-2 Minimum	160	-	57	21	-	-	238
B-1 Low	102	-	17	-	-	-	119
B-2 Low	6	-	7	-	-	-	13
B-3 Low	103	-	5	-	-	-	108
C-1 Medium	45	-	-	14	-	-	59
C-2 Medium	-	-	12	-	-	-	12
D High	1,253	-	13	-	-	-	1,266
E Irrecoverable	<u>1,050</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>2</u>	<u>2</u>	<u>1,054</u>
Subtotal	3,409	26	225	145	2	2	3,809
Past-due interest	<u>17</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>17</u>
Total	<u>\$3,426</u>	<u>26</u>	<u>225</u>	<u>145</u>	<u>2</u>	<u>2</u>	<u>3,826</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Total portfolio per type of loan at December 31, 2016-

<u>Rating</u>	<u>Government Financial</u>				<u>Consumer</u>		<u>Total</u>
	<u>Commercial</u>	<u>Entities</u>	<u>Intermediaries</u>	<u>Guarantees</u>	<u>Mortgage Portfolio</u>	<u>loan Portfolio</u>	
A-1 Minimum	\$ 140,211	8,877	23,065	27,995	-	-	200,148
A-2 Minimum	10,353	-	2,242	679	-	-	13,274
B-1 Low	2,180	-	606	-	-	5	2,791
B-2 Low	318	-	211	-	95	4	628
B-3 Low	1,429	-	412	-	-	-	1,841
C-1 Medium	104	-	21	-	-	1	126
C-2 Medium	-	-	-	-	1	-	1
D High	108	-	41	-	-	-	149
E Irrecoverable	<u>2,548</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>7</u>	<u>4</u>	<u>2,559</u>
Subtotal	157,251	8,877	26,598	28,674	103	14	221,517
Past-due interest	<u>13</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>13</u>
Total	<u>\$ 157,264</u>	<u>8,877</u>	<u>26,598</u>	<u>28,674</u>	<u>103</u>	<u>14</u>	<u>221,530</u>

Does not include the rating-exempt portfolio of \$72.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Allowance required per risk group at December 31, 2016-

<u>Rating</u>	<u>Government Financial</u>				<u>Consumer</u>		<u>Total</u>
	<u>Commercial</u>	<u>Entities</u>	<u>Intermediaries</u>	<u>Guarantees</u>	<u>Mortgage Portfolio</u>	<u>loan Portfolio</u>	
A-1 Minimum \$	709	44	140	121	-	-	1,014
A-2 Minimum	116	-	25	9	-	-	150
B-1 Low	36	-	10	-	-	-	46
B-2 Low	8	-	5	-	1	-	14
B-3 Low	48	-	16	-	-	-	64
C-1 Medium	6	-	2	-	-	-	8
C-2 Medium	-	-	-	-	-	-	-
D High	35	-	19	-	-	-	54
E Irrecoverable	<u>2,275</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>6</u>	<u>4</u>	<u>2,285</u>
Subtotal	3,233	44	217	130	7	4	3,635
Due-past interest	<u>13</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>13</u>
Total	<u>\$ 3,246</u>	<u>44</u>	<u>217</u>	<u>130</u>	<u>7</u>	<u>4</u>	<u>3,648</u>
Additional allowances							<u>82</u>
Total allowances							<u>\$ 3,730</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Movements in the allowance for loan losses were as shown below:

	<u>2017</u>	<u>2016</u>
Balance at the beginning of the year	\$ 3,730	2,423
Increase / (release), net	990	1,132
Applications	(215)	(4)
Write - off	(528)	(192)
Exchange effect	<u>(151)</u>	<u>371</u>
Final Balances	\$ <u>3,826</u>	<u>3,730</u>

For the years ended December 31, 2017 and 2016, the allowance for loan losses constituted by the Institution includes charges of \$1,123 and \$1,145 recognized in the allowance for loan losses and \$133 and \$557 recognized in other income of the operation, respectively.

The allowance from past-due-portfolio was \$17 and \$13, for the years ended December 31, 2017 and 2016, respectively.

In rating the loan portfolio at December 31, 2017 and 2016, the Institution applied the methodologies set forth in the General Provisions Applicable to Credit Institutions for each year.

In 2017, loan loss reserves comprise 1.8% of the total portfolio and cover 1.97 times the past-due loan portfolio; at 2016 those factors were 1.97% and 1.8 times respectively.

Criterion B-6 "Loan portfolio" of Exhibit 33 of the Unique Bank Circular establishes that the Institution may opt to eliminate from its assets any past due loans that have been reserved 100%. In 2017, the Institution applied the balance of 4 loans against the allowance for loan losses for a total of \$528. In 2016 the Institution applied the balance of 3 loans against the loan loss reserve for a total of \$192.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos, except when indicated different)

The financing granted of a trust related to the aeronautical sector, eliminated from assets in 2011, is in its final stage of recovery, and is duly guaranteed.

The portfolio balances removed from the asset, both in thousands of dollars and in Mexican pesos that are managed in memorandum accounts, are as shown below:

	<u>2017</u>		<u>2016</u>	
	<u>DLS Thousand</u>	<u>Mexican Pesos</u>	<u>DLS Thousand</u>	<u>Mexican Pesos</u>
Past-due capital				
Companies	296	\$ 688	378	\$ 649
Former employees	<u>-</u>	<u>25</u>	<u>-</u>	<u>28</u>
Total capital	<u>296</u>	<u>\$ 713</u>	<u>378</u>	<u>\$ 677</u>
Past-due interest				
Companies	5	\$ 17	7	16
Former employees	<u>-</u>	<u>-</u>	<u>-</u>	<u>1</u>
Total interest	<u>5</u>	<u>\$ 17</u>	<u>7</u>	<u>\$ 17</u>

The amount of the recoveries from loan portfolio removed from asset was \$265 in 2017, and were recorded under Other operating income (expenses). As of December 31, 2016, the removed portfolio has not been recovered.

The balance of the rating-exempt portfolio (Federal Government and Development Banking) is of \$58 and \$72 in 2017 and 2016, respectively.

Interest income recognized in loans at capitalization time-

Interest income recognized in the moment of capitalization in 2017 and 2016 amount to \$15 in both years.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Credit lines-

The amount of opening credit lines recognized in memorandum accounts at December 31, 2017 and 2016 amounted \$13,961, DLS 4,775 million and .44 million of Euros, and \$5,161, DLS 5,134 million and 17 million of Euros, respectively.

(10) Other accounts receivable, net-

At December 31, 2017 and 2016, the other accounts receivable shown as follows:

	<u>2017</u>	<u>2016</u>
Loans granted to Institution personnel	\$ 2,245	2,172
Debtors for collateral given in cash	7,701	8,462
Debtors for settlement of currency purchase and sale operations	235	22
Assigned accounts receivable	8	18
Sundry debtors	35	63
Debtors for commissions on current operations	11	11
Value added tax	16	9
Debtors for settlement of repurchase agreements	<u>1</u>	<u>1</u>
	10,252	10,758
Write-off allowance	<u>(15)</u>	<u>(21)</u>
Total	\$ <u>10,237</u>	<u>10,737</u>

At December 31, 2017 and 2016, the Institution has accounts receivable in foreign currency valued at Mexican pesos of \$9 and \$11, respectively.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

(11) Foreclosed assets-

The breakdown of these assets at December 31, 2017 and 2016 is shown below:

<u>Item</u>	<u>Mexican pesos</u>	<u>DLS million</u>	<u>Valued foreign currency</u>	<u>2017</u>	<u>2016</u>
Movable property	\$ 91	-	-	91	92
Securities	26	57	1,129	1,155	216
Collections rights	<u>3</u>	<u>33</u>	<u>645</u>	<u>648</u>	<u>24</u>
Subtotal	<u>120</u>	<u>90</u>	<u>1,774</u>	<u>1,894</u>	<u>332</u>
Real property:					
Farm land	105	-	-	105	110
Urban land	154	-	-	154	136
Single family homes	76	-	-	76	60
Apartments	8	-	-	8	4
Industrial parks	362	-	-	362	319
Commercial establishments	123	-	-	123	124
Other	<u>44</u>	-	-	<u>44</u>	<u>44</u>
Subtotal	<u>872</u>	-	-	<u>872</u>	<u>797</u>
Goods held for sale:					
Real property	102	-	-	102	102
Movable property	<u>1</u>	-	-	<u>1</u>	<u>1</u>
Subtotal	<u>103</u>	-	-	<u>103</u>	<u>103</u>
	<u>1,095</u>		<u>1,774</u>	<u>2,869</u>	1,232
Less:					
Allowances	<u>1,075</u>		<u>1,774</u>	<u>2,849</u>	<u>1,212</u>
Total	\$ <u>20</u>		<u>-</u>	<u>20*</u>	<u>20*</u>

*See note on next page.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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* Relates to the amount at December 31, 2017 and 2016, of goods held-for-sale, with a value \$103 and reserves of \$83.

Allowance for foreclosed assets or assets received in lieu of payment -

The allowance of foreclosed assets or assets received in lieu of payment at December 31, 2017 and 2016 was as follows:

	<u>2017</u>	<u>2016</u>
Real property	\$ 872	797
Securities	1,155	216
Movable property	91	92
Collection rights	648	24
Goods held-for-sale	<u>83</u>	<u>83</u>
Total allowance	\$ 2,849	1,212
	=====	=====

The charge to income statements for the allowance was \$1,642 and \$19 in 2017 and 2016, respectively.

(12) Property, furniture and equipment-

At December 31, 2017 and 2016, this caption is shown as follows:

	<u>Useful life</u>	<u>2017</u>	<u>2016</u>
Building	90 years	\$ 538	522
Furniture and equipment	10 years	512	510
Computer equipment	3.3 years	135	191
Transportation equipment	4 years	<u>3</u>	<u>3</u>
		1,188	1,226
Less: accumulated depreciation		(808)	(855)
		380	371
Construction in progress		-	2
Land		<u>82</u>	<u>82</u>
Total		\$ 462	455
		=====	=====

(Continued)

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(Millions of Mexican pesos)

The charge to income statement for depreciation and amortization in 2017 and 2016 was \$9 and \$8, respectively.

(13) Permanent investments-

- a. The main companies for which the equity method was used, and the Institution's shareholding in those companies, at December 31, 2017 and 2016, are as follows:

Company	Shareholding (%)		
	<u>2017</u>	<u>2016</u>	<u>Activity</u>
Cesce México, S. A. de C. V. (CESCEMEX)	48.99	48.99	Insurance
Corporación Mexicana de Inversiones de Capital, S. A. de C. V. (CMIC)	5.67	6.43	Investment fund

- b. The amounts used to recognize the equity method at December 31, 2017 and 2016 are shown below:

<u>Company</u>	<u>Capital stock</u>	<u>(Accumulated Losses) retained earnings</u>	<u>(Loss) income for the period</u>	<u>2017</u>	<u>2016</u>
				<u>Total</u>	
CESCEMEX	\$ 92	(\$ 5)	(\$ 8)	\$ 79	86
CMIC	363	54	1	418	413
Others	-	-	-	53	42
	===	===	===		
Total				\$ 550	541
				===	===

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

- c. At December 31, 2017 and 2016, the assets, liabilities and main captions of the statement of income of associated companies are as follows:

	<u>2017</u>			
	<u>Total</u>		<u>Income</u>	<u>Expenses</u>
	<u>Assets</u>	<u>Liabilities</u>		
CESCEMEX	\$ 325	\$ 165	\$ 58	\$ 74
CMIC	8,081	703	350	330

	<u>2016</u>			
	<u>Total</u>		<u>Income</u>	<u>Expenses</u>
	<u>Assets</u>	<u>Liabilities</u>		
CESCEMEX	\$ 357	\$ 181	\$ 66	\$ 82
CMIC	6,856	435	697	586

- d. Investments in shares of associated companies located in Mexico in which there is no control or significant influence are shown valued by the acquisition cost method. The acquisition cost of other permanent investments in shares is \$2 in 2017 and 2016.

(14) Time deposits-

Time deposits at December 31, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Fixed-term MXP deposits	\$ 139	90
Notes with interest payable at maturity	85,813	80,331
Deposits for special savings loan	1,062	999
Fixed-term deposits foreign currency.	33,989	34,144
Net hedging swaps valuation	(15)	(15)
Total	<u>\$ 120,988</u>	<u>115,549</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Following are the features of notes payable at maturity in 2017 and 2016:

<u>Issue</u>	<u>Term</u>	<u>Average Rate</u>	<u>2017</u>	<u>2016</u>
Note	1 to 29 days	7.3330%	\$ 85,813	70,937
Note	30 to 179 days		-	9,394
			<u>\$ 85,813</u>	<u>80,331</u>

Term deposits payable to related parties at December 31, 2017 and 2016 were of \$146 and \$198 and interest paid was \$11.24 and \$8.72, respectively.

Following are the features of fixed-term deposits in F.C. for 2017 and 2016:

<u>Term</u>	<u>Rate</u>	<u>Initial Amount</u>	<u>Accrued interest</u>	<u>2017</u>	<u>2016</u>
1 to 29 days	From 1.00 to 1.42%	\$ 23,964	3	23,967	25,360
30 to 179 days	From 1.50 to 2.00%	4,040	5	4,045	2,360
180 to 360 days	From 1.32 to 1.70%	3,029	22	3,051	2,561
More than 360	From 1.70 to 2.00%	<u>2,895</u>	<u>31</u>	<u>2,926</u>	<u>3,863</u>
		<u>\$ 33,928</u>	<u>61</u>	<u>33,989</u>	<u>34,144</u>

(15) Debt instruments issued-

At December 31, 2017 and 2016, this caption is comprised as follows:

	<u>2017</u>	<u>2016</u>
Bank bonds	\$ 19,805	20,765
Debt instruments	17,145	10,127
Net hedging swaps valuation	<u>(2,392)</u>	<u>(1,877)</u>
	<u>\$ 34,558</u>	<u>29,015</u>

(Continued)

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(Millions of Mexican pesos)

The features of bank bonds are as follows:

			<u>2017</u>		
<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>Amount</u>	<u>Interest</u>	<u>Total</u>
4.375%	3,650	14/10/2025	\$ 19,663	181	19,844
Discount		=====	=====	=====	(39)
				\$	19,805
					=====

			<u>2016</u>		
<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>Amount</u>	<u>Interest</u>	<u>Total</u>
4.375%	3,650	14/10/2025	\$ 20,619	190	20,809
Discount		=====	=====	=====	(44)
				\$	20,765
					=====

The total amount of the shares issued was applied to a floating rate at the date of issue through swaps operations carried out on the following terms:

DLS 600 million subject to Three-month Libor + 233.45 bp.

DLS 400 million subject to Six-month Libor + 221.00 bp.

The additional annual cost of issue expenses is approximately 4.9 bp.

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**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

Following are the features of the debt securities:

<u>2017</u>					
<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>Amount</u>	<u>Interest</u>	<u>Total</u>
5.75%	3,640	04/07/22	\$ 1,500	42	1,542
5.94%	3,640	11/11/22	2,000	14	2,014
5.61%	3,640	17/02/23	3,000	60	3,060
6.54%	3,640	03/12/24	3,500	11	3,511
7.60%	905	23/06/20	4,000	15	4,015
7.42%	2,361	18/06/24	<u>3,000</u>	<u>3</u>	<u>3,003</u>
			<u>\$ 17,000</u>	<u>145</u>	<u>17,145</u>

<u>2016</u>					
<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>Amount</u>	<u>Interest</u>	<u>Total</u>
5.75%	3,640	04/07/22	\$ 1,500	42	1,542
5.94%	3,640	11/11/22	2,000	14	2,014
5.61%	3,640	17/02/23	3,000	59	3,059
6.54%	3,640	03/12/24	<u>3,500</u>	<u>12</u>	<u>3,512</u>
			<u>\$ 10,000</u>	<u>127</u>	<u>10,127</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

(16) Due to bank and other entities -

The balances of Due to bank and other entities at December 31, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Commercial credit lines	\$ 27,817	31,396
Guaranteed credit lines	7,350	6,021
Call money operations	2,190	4,530
Development banking	9,075	3,712
Federal government loans	1,491	1,668
Official bodies	2,065	1,546
Implementing agent	4,035	121
Interest provisions	244	171
	<u>\$ 54,267</u>	<u>49,165</u>

At December 31, 2017, this caption is comprised as follows:

<u>Counterparty</u>	<u>Currency</u>	<u>Rate</u>	<u>Currency source millions</u>	<u>Valued to Mexican pesos</u>
a. Commercial credit lines				
Foreign banks	DLS.	From 1.81 to 2.23%	1,135	\$ 22,317
Domestic banks	MXP	From 7.10 to 7.44%	5,500	<u>5,500</u>
				<u>\$ 27,817</u>
<u>Counterparty</u>	<u>Currency</u>	<u>Rate</u>	<u>Currency source millions</u>	<u>Valued to Mexican pesos</u>
b. Guaranteed credit lines				
Foreign banks	DLS.	From 1.25 to 3.90%	373	\$ 7,345
Foreign banks	Euro	2.00%	-	<u>5</u>
				<u>\$ 7,350</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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<u>Counterparty</u>	<u>Currency</u>	<u>Rate</u>	<u>Currency source millions</u>	<u>Valued to Mexican pesos</u>
c. Federal Government loans				
Domestic banks	MXP	7.01%	65	\$ 65
Domestic banks	Dls.	From 1.3607 to 1.9466%	72	1,426
				\$ 1,491
d. Implement agent				=====
International bodies and foreign banks	Dls.	From 1.99 to 2.41%	205	\$ 4,035
e. Official bodies				=====
International bodies	Dls.	From 1.82 to 2.28%	105	\$ 2,065
f. Development banking				=====
Domestic banks	Dls.	From 1.30 to 1.50%	462	\$ 9,075
g. Call Money				=====
Domestic banks	Dls.	From 1.30 to 1.36%	111	\$ 2,190
				=====

At December 31, 2017, this caption is comprised as follows:

<u>Counterparty</u>	<u>Currency</u>	<u>Rate</u>	<u>Currency source millions</u>	<u>Valued to Mexican pesos</u>
a. Commercial credit lines				
Foreign banks	Dls.	Del 1.3362 al 1.8540%	1,090	\$ 22,496
Domestic banks	MXP	Del 5.5949 al 6.1200%	8,900	8,900
				\$ 31,396
				=====

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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<u>Counterparty</u>	<u>Currency</u>	<u>Rate</u>	<u>Currency source millions</u>	<u>Valued to Mexican pesos</u>
b. Guaranteed credit lines				
Foreign banks	Dls.	From 1.25 to 3.9%	292	\$ 6,015
Foreign banks	Euro	From 2.00%	1	6
				\$ 6,021
c. Federal government loans				
Domestic banks	MXP	5.48%	61	\$ 61
Domestic banks	Dls.	From 0.6167 to 1.9466%	78	1,607
				\$ 1,668
d. Implementing agent				
International bodies and foreign banks	Dls.	From 2.05 to 2.11%	6	\$ 121
e. Official bodies				
International bodies	Dls.	1.6053% to 1.7445%	75	\$ 1,546
f. Development banking				
Domestic banks	Dls.	From 0.8 to 1.010%	180	\$ 3,712
g. Call Money				
Domestic banks	Dls.	From 0.25 to 0.40%	89	\$ 4,480
Domestic banks	MXP	5.70%	50	50
				\$ 4,530

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Those loans are contracted with domestic and foreign credit institutions without significant concentration on any of them.

(17) Sundry creditors and other accounts payable -

At December 31, 2017 and 2016, this item is comprised as follows:

	<u>2017</u>	<u>2016</u>
Liabilities arising from bank services rendered	\$ 923	925
Provisions for exposure to legal and operating risk	822	824
Provisions for sundry obligations	171	100
Other sundry creditors	<u>156</u>	<u>152</u>
Total	\$ <u>2,072</u>	<u>2,001</u>

Following is an analysis of the differences in the provisions for exposure to legal and operating risk:

	<u>2017</u>	<u>2016</u>
Balances at beginning of year	\$ 824	648
Increases	79	155
Cancellations	(45)	(104)
Exchange effect	<u>(36)</u>	<u>125</u>
Ending balances	\$ <u>822</u>	<u>824</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

(18) Employee benefits -

a. Defined benefit pension plans

The Institution has a defined benefit pension plan that covers all employees who meet the requirements established in the general work conditions, which consists of giving them a pension calculated on the basis of the average salary earned in the last year of services, plus a year-end bonus and vacation premium, to which a percentage based on age and years of service is applied.

The pension plan also covers seniority premiums, which consist of a sole payment equivalent to 12 salary days per year worked based on the most recent salary (which is limited to twice the minimum bank salary in effect at the date of retirement), as well as payment of other retirement benefits, including medical expenses, medicines, hospital fees and sports fees.

The “Special savings loan Program (PEA for Spanish acronym)” consists of a loan offered by the Institution to its retired and active personnel that can only be used as an investment (time deposit) in the Institution, thus guaranteeing a minimum yield with a difference payable by the Institution against the funding rate.

The respective liability and the annual cost of post-retirement benefits are calculated by an independent actuary using the bases of the plans, the Provisions of the CNBV and FRS D-3 of the CINIF.

In 2017 and 2016, the investment of the funds covers the reserves for labor obligations, with an excess of \$2 in 2016, in the Defined Benefit Pension Fund.

Contributions to the Defined Benefit Pension Fund were for \$505 and \$546 in 2017 and 2016, respectively. \$89 and \$109 were contributed to the PEA fund in 2017 and 2016, respectively

In 2017 and 2016, those contributions include recycling remeasurements of the accumulated balance of plan losses not yet recognized (corridor approach) in the average remaining labor life.

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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b. Defined contribution pension plan

As of January 1, 2007, the Institution modified the general labor conditions based on the trends and best practices for managing and operating retirement and pension schemes, in order to incorporate the new employees and the employees who decided to migrate from the Defined Benefit System to the Defined Contribution System. This arrangement provides for better control over plan costs and liabilities, and makes it possible to maintain a proper cost-benefit ratio for the Institution and its employees, and establishes clear contribution or retirement rules. At December 31, 2017 and 2016, the Defined Contribution Trust was of \$251 and \$235, respectively.

At December 31, 2017, the Institution had the next pages balances resulting from the actuarial valuation performed by an independent expert.

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Notes to consolidated financial statements

(Millions of Mexican pesos)

December 31, 2017

	<u>Retirement</u> <u>pensions</u>	<u>Seniority</u> <u>premiums</u>	<u>Other</u> <u>Post-</u> <u>employment</u> <u>benefits</u>	<u>PEA</u> <u>& interest</u> <u>cost of</u> <u>loans</u>
Net cost of the period				
Service cost	\$ 98	1	87	49
Net interest	52	-	61	11
Remeasurement recycling	<u>130</u>	-	<u>76</u>	<u>29</u>
	\$ <u>280</u>	<u>1</u>	<u>224</u>	<u>89</u>
Acquired benefit obligation				
(ABO)	\$ <u>7,133</u>	<u>1</u>	<u>4,640</u>	<u>2,290</u>
Defined benefit obligation				
(DBO)	(8,254)	(20)	(5,599)	(2,971)
Fair value of plan assets	<u>7,517</u>	<u>13</u>	<u>4,623</u>	<u>2,923</u>
Net (liability) asset for defined benefit	<u>(737)</u>	<u>(7)</u>	<u>(976)</u>	<u>(48)</u>
Accumulated actuarial losses pending to be recognized in OCI (stockholders' equity)	1,043	4	667	241
(Earnings) / Losses recognized in OCI (Stockholders' equity) pending to be recycled in income of the year	<u>(306)</u>	<u>3</u>	<u>312</u>	<u>(193)</u>
Accumulated actuarial losses pending to be recognized in OCI and in the statement of income	\$ <u>737</u>	<u>7</u>	<u>979</u>	<u>48</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

	Retirement <u>pensions</u>	seniority <u>premiums</u>	Other Post- employment <u>benefits</u>	PEA & interest cost of <u>loans</u>
Reserve balance at the beginning of year \$	-	(2)	(3)	-
Net cost of the period	\$ 280	2	224	89
Contributions to the fund	<u>(280)</u>	<u>-</u>	<u>(224)</u>	<u>(89)</u>
Reserve balance at end of year	\$ <u>-</u>	<u>-</u>	<u>(3)</u>	<u>-</u>

Based on the Resolution that amends the general Provisions applicable to lending institutions published on December 31, 2015, the Institution opted to start the recognition re-measurements of the repairs of the accumulated balance of plan actuarial losses as of 2021, by recognizing 20% of those balances as of the initial application and an additional 20% in each subsequent year. Those balances must be recognized at each period end.

The Institution provided timely notice to the CNBV of its decision to apply the option specified in the Transitory Article Three of the General Provisions Applicable to Credit Lending Institutions.

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**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

(Millions of Mexican pesos)

At December 31, 2017, re-measurements of liabilities (assets) from defined benefits, net, determined during the actuarial valuation are as follows:

	Retirement <u>pensions</u>	seniority <u>premiums</u>	Other Post- employment <u>benefits</u>	PEA and financial cost of <u>loans</u>
DBO	\$ 8,254	20	5,599	2,971
DBO estimated	<u>8,115</u>	<u>17</u>	<u>5,384</u>	<u>3,048</u>
Actuarial (earnings)/losses in obligations	<u>139</u>	<u>3</u>	<u>215</u>	<u>(77)</u>
Fair value of plan assets	\$ 7,517	13	4,623	2,923
Estimated value of plan assets	<u>7,443</u>	<u>12</u>	<u>4,573</u>	<u>2,897</u>
(Earnings) / losses in the return of the plan assets	<u>(74)</u>	<u>1</u>	<u>(50)</u>	<u>(26)</u>
Remeasurement of the period to be recognized in other comprehensive income	\$ 65	3	165	(103)
	<u>=====</u>	<u>==</u>	<u>=====</u>	<u>=====</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

Reconciliation of the plan gains and losses as of December 31, 2017

	Retirement <u>pensions</u>	seniority <u>premiums</u>	Other Post-employment <u>benefits</u>	PEA and financial cost of <u>loans</u>
Remesurement pending to be recognized in OCI Actuarial (gains) / losses in obligations at the beginning of the year	\$ 930	2	269	199
Recycling	<u>(151)</u>	-	<u>(23)</u>	<u>(32)</u>
Actuarial (earnings)/losses in obligations as of the end of year	<u>779</u>	<u>2</u>	<u>246</u>	<u>167</u>
(Gains) / losses in the return of plan assets at the beginning of the year	315	2	460	89
Recycling	<u>(51)</u>	-	<u>(39)</u>	<u>(15)</u>
(Gains) / losses in the return of plan assets at the end of the year	<u>264</u>	<u>2</u>	<u>421</u>	<u>74</u>
Total remeasurement pending to be recognized in OCI	<u>1,043</u>	<u>4</u>	<u>667</u>	<u>241</u>
Remesurement recognized in OCI				
Actuarial (earnings)/losses in obligations of the year	(281)	3	337	(184)
(Gains) / losses in the return of the plan assets	<u>(25)</u>	-	<u>(25)</u>	<u>(9)</u>
Remeasurement recognized in other comprehensive income	<u>(306)</u>	<u>3</u>	<u>312</u>	<u>(193)</u>
Total remeasurement				
Actuarial (gains)/losses in obligations at the end of the year	498	4	582	(17)
(Gains) / losses in the return of plan assets at the end of year	<u>239</u>	<u>3</u>	<u>397</u>	<u>65</u>
Totalremeasuremen	\$ <u>737</u>	<u>7</u>	<u>979</u>	<u>48</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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Notes to consolidated financial statements

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The Institution has accumulated actuarial losses pending to be recognized as of December 31, 2017, in other comprehensive income (OCI) of \$1,771 which will be recognized from 2016 to 2021, in compliance with the option exercised, of deferring such recognition according to the resolution that modifies the general regulations applicable to financial institutions, as published in the Federal Official Gazette on December 31, 2015.

Actuarial loss (differences in assumptions)	5.91 years	12.37 years	11.71 years	5.91 years
--	------------	-------------	-------------	------------

Actuarial Assumptions:

Estimated discount rate	7.90%	7.90%	7.90%	7.90%
Increase rate of officer wages	3.50%	3.50%	3.50%	3.50%
Increase rate of employee wages	4.00%	4.00%	4.00%	4.00%
Increase rate of medical expenses	N/A	N/A	6.00%	N/A
Estimated yield rate	7.90%	7.90%	7.90%	7.90%

December 31, 2016

	<u>Retirement pensions</u>	<u>Seniority premiums</u>	<u>Other Post- employment benefits</u>	<u>PEA and financial cost of loans</u>
Net cost of the period				
Service cost	\$ 66	1	44	37
Net interest	91	-	51	20
Remeasurement recycling	<u>224</u>	<u>1</u>	<u>68</u>	<u>52</u>
	<u>\$ 381</u>	<u>2</u>	<u>163</u>	<u>109</u>
Acquired benefit obligation (ABO)	\$ 6,670	1	4,141	2,147
	<u>=====</u>	<u>=</u>	<u>=====</u>	<u>=====</u>

(Continued)

**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

	<u>Retirement pensions</u>	<u>Seniority premiums</u>	<u>Other Post- employment benefits</u>	<u>PEA and financial cost of loans</u>
Defined benefit obligation (DBO)	\$ (7,932)	(18)	(5,136)	(2,952)
Fair value of plan assets	<u>7,130</u>	<u>15</u>	<u>4,249</u>	<u>2,771</u>
DBNL/(DBNA)	<u>(802)</u>	<u>(3)</u>	<u>(887)</u>	<u>(181)</u>
Accumulated actuarial losses pending to be recognized in OCI (stockholders' equity)	1,245	5	730	287
(Gains) / Losses recognized in OCI (Stockholders' equity) pending to be recycled in income 2017	<u>(443)</u>	<u>-</u>	<u>157</u>	<u>(106)</u>
Accumulated actuarial losses pending to be recognized in OCI and in the statement of income	\$ <u>802</u>	<u>5</u>	<u>887</u>	<u>181</u>
Reserve balance at the beginning of year under previous FRS	\$ -	(2)	-	-
Last service not recognized with effects on retained earnings pending to be recognized	<u>-</u>	<u>-</u>	<u>(3)</u>	<u>-</u>
Reserve balance at the beginning of year	-	(2)	(3)	-
Net cost of the period	381	2	163	109
Contributions to the fund	<u>(381)</u>	<u>(2)</u>	<u>(163)</u>	<u>(109)</u>
Reserve balance at end of year	\$ <u>-</u>	<u>(2)</u>	<u>(3)</u>	<u>-</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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As of December 31, 2016, the remeasurement of liability (assets) for Net Defined Benefits determined in the actuarial valuation is detailed below:

	Retirement <u>pensions</u>	Seniority <u>premiums</u>	Other Post- employment <u>benefits</u>	PEA and financial cost of <u>loans</u>
DBO	\$ 7,932	\$ 18	\$ 5,136	\$ 2,952
DBO estimated	<u>8,434</u>	<u>18</u>	<u>5,003</u>	<u>3,080</u>
Actuarial (earnings)/losses in obligations	<u>(\$ 502)</u>	<u>\$ -</u>	<u>\$ 133</u>	<u>(\$ 128)</u>
Fair value of plan assets	\$ 7,130	\$ 15	\$ 4,249	\$ 2,771
Estimated value of plan assets	<u>7,189</u>	<u>15</u>	<u>4,276</u>	<u>2,792</u>
(Earnings) / losses in the return of plan assets	<u>\$ 59</u>	<u>\$ -</u>	<u>27</u>	<u>21</u>
Remeasurement of the period to be recognized in other comprehensive income	<u>(\$ 443)</u>	<u>-</u>	<u>\$ 160</u>	<u>(\$ 107)</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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(Millions of Mexican pesos)

Reconciliation of the plan gains and losses as of December 31, 2016

	<u>Retirement pensions</u>	<u>Seniority premiums</u>	<u>Other Post- employment benefits</u>	<u>PEA and financial cost of loans</u>
Remeasurement pending to be recognized in OCI Actuarial (earnings)/losses in obligations as of the beginning of year	\$ 1,097	\$ 2	\$ 294	\$ 235
Recycling	<u>(167)</u>	<u>-</u>	<u>(25)</u>	<u>(36)</u>
Actuarial (gains)/losses in obligations as of the end of year	930	2	269	199
(Gains) / losses in the return of plan assets at the beginning of year	372	3	504	104
Recycling	<u>(57)</u>	<u>-</u>	<u>(43)</u>	<u>(16)</u>
(Gains) / losses in the return of plan assets at the end of year	315	3	461	88
Actuarial (gains)/losses in obligations pending to be recognized in OCI	930	2	269	199
(Gains) / losses in the return of plan assets pending to be recognized in OCI	<u>315</u>	<u>3</u>	<u>461</u>	<u>88</u>
Total remeasurement pending to be recognized in OCI	<u>\$ 1,245</u>	<u>5</u>	<u>730</u>	<u>287</u>
Remeasurement recognized in OCI Actuarial (earnings)/losses in obligations of the year	\$ (502)	(1)	133	(128)
Actuarial (earnings)/losses in the return of plan assets of the year	<u>59</u>	<u>1</u>	<u>27</u>	<u>21</u>
Remesurement recognized in other comprehensive income	<u>\$ (443)</u>	<u>-</u>	<u>160</u>	<u>(107)</u>

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	Retirement <u>pensions</u>	Seniority <u>premiums</u>	Other Post- employment <u>benefits</u>	PEA and financial cost of <u>loans</u>
Total remeasurement actuarial (gains)/losses in obligations as of the end of year	\$ 428	1	402	71
actuarial (earnings)/losses in the return of plan assets as of the end of year	<u>374</u>	<u>4</u>	<u>488</u>	<u>110</u>
Total remeasurement	<u>\$ 802</u>	<u>5</u>	<u>890</u>	<u>181</u>
Actuarial loss (Variations in assumptions)	6.18 years	11.54 years	11.73 years	6.18 years
Actuarial Assumptions:				
Estimated discount rate	7.70%	7.70%	7.70%	7.70%
Salary increase rate - officers	3.50%	3.50%	3.50%	3.50%
Salary increase rate - employees	4.00%	4.00%	4.00%	4.00%
Increase rate - health expenses	N/A	N/A	6.00%	N/A
Estimated yield rate	7.70%	7.70%	7.70%	7.70%

Based on the Resolution that modifies the general regulations applicable to financial institutions published on December 31, 2015, the Institution decided to begin recognizing the remeasurement of the accumulated balance of the plan actuarial losses from year 2021, recognizing 20% of the balances from the initial application and an additional 20% in each one of the subsequent years, which shall be recognized at the end of every period.

The Institution timely informed to the CNBV about its decision of applying the option referred to in the Third Transitory Article of the general regulations applicable to financial institutions.

The Institution has accumulated actuarial losses pending to be recognized in other comprehensive income (OCI) of \$2,267, which will be recognized from 2021, in compliance with the option exercised, of deferring such recognition according to the resolution that modifies the general regulations applicable to financial institutions, as published in the Federal Official Gazette on December 31, 2015.

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**Banco Nacional de Comercio Exterior, S. N. C.,
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Such actuarial losses will be recycled in the Institution's income, pursuant to the average remaining labor life.

(19) Income Tax (IT) and employee statutory profit sharing (ESPS)-

The IT Law in effect from December 31, 2014 provides a 30% rate for 2014 and thereafter.

In the income of the period (expense) income:	<u>2017</u>	<u>2016</u>
Current IT	\$ (156)	(775)
Deferred IT	<u>155</u>	<u>380</u>
Total IT in the statement of income	\$ <u>(1)</u>	<u>(395)</u>

The tax expense attributable to income before income tax differed from the amounts computed by applying the Mexican statutory IT rate of 30% before income tax, as a result of the items listed below:

	<u>2017</u>	<u>2016</u>
"Expected" tax expense	\$ 77	331
Increase (reduction) resulting from:		
Tax effect of inflation, net	(271)	(29)
Non-deductible expenses	36	203
Contributions to Fidapex	107	-
Foreign exchange gains/losses of allowance for loan losses	45	111
Non-deductible employee benefits	77	(77)
Change in the deferred tax valuation allowance	(101)	81
Other, net	<u>29</u>	<u>(225)</u>
Income tax (benefit) expense	\$ <u>(1)</u>	<u>395</u>

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**Banco Nacional de Comercio Exterior, S. N. C.,
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The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and liabilities, at December 31, 2017 and 2016, are detailed below:

	<u>2017</u>	<u>2016</u>
Allowance for loan losses	\$ 1,218	1,131
Collected fees	195	166
Legal and deferred ESPS	(91)	(4)
Foreclosed assets	37	40
Valuation of investment securities and derivatives	4	13
Collected fees	(3)	(40)
Property, furniture and equipment	(88)	(90)
Employee benefits	2	-
Valuation of available-for-sale securities	<u>4</u>	<u>6</u>
	1,278	1,222
Allowance for deferred asset valuation	<u>(340)</u>	<u>(441)</u>
Deferred assets, net	\$ <u>938</u>	<u>781</u>

The allowance for deferred asset valuation as of January 1, 2017 and 2016 was \$441 and \$526, respectively. The net change in the allowance for valuation for the years ended December 31, 2017 and 2016, was a decrease of \$101 and \$81, respectively. In assessing the potential realization of deferred tax assets, Management considers whether it is more likely that some portion or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Management considers the scheduled reversal of deferred tax liabilities, projected future taxable income, and tax planning strategies in making this assessment.

(Continued)

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(Millions of Mexican pesos)

The accounting-tax reconciliation for the years ended December 31, 2017 and 2016 is shown below:

	<u>2017</u>	<u>2016</u>
Income before tax on earnings	\$ 256	1,109
Increase (reduction) resulting from:		
Tax effect of inflation, net	(903)	(96)
Non-deductible expenses	34	32
Contributions to Fidapex	359	-
Non-deductible employee benefits	269	289
Allowance for loan losses, net of write-offs	468	1,135
Valuation of investment securities and derivatives	(42)	224
Prepaid collections, net	125	(27)
Legal and deferred ESPS	(289)	(77)
Other, net	<u>243</u>	<u>(6)</u>
IT base	520	2,583
IT rate	<u>30%</u>	<u>30%</u>
Current Income tax	\$ <u>156</u>	<u>775</u>

(Continued)

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Legal and deferred ESPS

The legal and deferred ESPS expense (benefit) is as follows:

	<u>2017</u>	<u>2016</u>
Income of the period:		
Legal ESPS	\$ 76	275
Deferred ESPS	<u>(88)</u>	<u>(126)</u>
	\$ <u>(12)</u>	<u>149</u>

The ESPS effects of temporary differences that give rise to significant portions of the deferred tax assets and liabilities of deferred ESPS, at December 31, 2017 and 2016, are detailed below:

	<u>2017</u>	<u>2016</u>
Deferred assets:		
Allowance for loan losses	\$ 406	377
Collected fees	65	55
Foreclosed assets	12	13
Paid fees	(1)	(13)
Property, furniture and equipment	(1)	(1)
Other	<u>11</u>	<u>3</u>
	492	434
Allowance for deferred assets valuation	<u>(112)</u>	<u>(145)</u>
Deferred assets, net	\$ <u>380</u>	<u>289</u>

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(20) Subordinated debt issue -

In August 2016, the Institution issued subordinated debt in the international capital markets. The hybrid instrument was contemplated in calculating the supplementary portion of the Institution's capital, which made it possible to increase its net capital index. Additionally, since the Institution's capital is expressed in pesos, the issue in US dollars provided a natural hedge for the capital index against fluctuations in the peso/DLS exchange rate.

Following are the features of the subordinated debt outstanding:

<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>2017</u>		
			<u>Amount</u>	<u>Interest</u>	<u>Total</u>
3.80%	3,650	11/08/2026	\$13,507	\$ 200	\$ 13,707
Placement discount					(112)
					<u>\$ 13,595</u>

<u>Rate</u>	<u>Term days</u>	<u>Maturity</u>	<u>2016</u>		
			<u>Amount</u>	<u>Interest</u>	<u>Total</u>
3.80%	3,650	11/08/2026	\$14,175	\$ 225	\$ 14,400
Placement discount					(126)
					<u>\$ 14,274</u>

Principal amount issued:	DLS 700 million
Coupon rate:	3.80% per year
Yield:	4.032%
Price:	98.959
Term:	10 years
Early payment option or call	Upon fifth anniversary (11/08/2021)
Format:	144A and Regulation S
Date of issuance:	August 11, 2016
Payment of principal:	Amortization at maturity or at "call"
Demand:	8 times the amount initially offered

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(21) Stockholders' equity-

a. The capital stock at December 31, 2017 and 2016 was comprised as follow:

	<u>2017</u>			
	<u>Number of CAP</u>	<u>Nominal value</u>	<u>Restatement effects</u>	<u>Total</u>
Subscribed:				
Series A	153,510,098	\$ 15,351	627	15,978
Series B	<u>79,080,960</u>	<u>7,908</u>	<u>323</u>	<u>8,231</u>
Subtotal	232,591,058	23,259	950	24,209
Additional Paid – in Capital increases formalized by the Institution's governing body		3,825	-	3,825
Share premium		71	10	81
Capital reserve		(547)	688	141
Prior years' income		(361)	(1,157)	(1,518)
Result from valuation of available for sale securities		7	-	7
Remeasurement for obligations related to employees' defined benefits		184	-	184
Result from holding non-monetary assets		-	(25)	(25)
Net income	<u> </u>	<u>255</u>	<u>-</u>	<u>255</u>
Total	<u>232,591,058</u>	<u>\$ 26,693</u>	<u>466</u>	<u>27,159</u>

*Certificates of capital contribution (CAP from Spanish acronym)

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	<u>2016</u>			
	<u>Number of CAP</u>	<u>Nominal value</u>	<u>Restatement effects</u>	<u>Total</u>
Subscribed:				
Series A	92,460,098	\$ 9,246	627	9,873
Series B	<u>47,630,960</u>	<u>4,763</u>	<u>323</u>	<u>5,086</u>
Subtotal	140,091,058	14,009	950	14,959
Additional Paid – in Capital increases formalized by the Institution's governing body		9,250	-	9,250
Share premium		71	10	81
Capital reserve		(547)	688	141
Prior years' income		(1,079)	(1,153)	(2,232)
Result from valuation of available for sale securities		13	-	13
Remeasurement for obligations related to employees' defined benefits		390	-	390
Result from holding non-monetary assets		-	(25)	(25)
Net income		<u>718</u>	<u>(4)</u>	<u>714</u>
Total	<u>140,091,058</u>	<u>\$ 22,825</u>	<u>466</u>	<u>23,291</u>

b. The capital stock is comprised of nominative CAP's, with no coupons, and is divided into the following series:

Series "A" comprising at all times 66% of the Institution's capital stock; it may only be subscribed by the Federal Government; a sole bond will be issued, which will be non-transferable and in no case may its nature or the rights that it confers to the Federal Government be changed.

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Series "B" comprises 34% of the capital stock and it may be issued in one or several bonds of equal value. They may be subscribed by the Federal Government, the Governments of the different States and Municipalities or by Mexican individuals or business entities of the social and private sectors, preference given to parties associated to foreign trade activities. No individual or business entity may take control of the bonds for more than 5% of the capital paid to the Institution. In no case may foreign individuals or business entities hold interest in the capital stock, nor Mexican companies whose bylaws do not include a clause for direct and indirect exclusion of foreigners.

On September 25, 2017, an agreement was published in the Official Gazette that modified the Integral Regulations of the Institution, which establishes the following:

- The authorized capital stock is \$ 30,000, represented by 198,000,000 and 102,000,000 CAP of Series "A" and "B", respectively, with a nominal value of 100 pesos per share.
- The subscribed and paid-up capital stock is \$ 23,259, represented by 153,510,098 and 79,080,960 of CAP of Series "A" and "B", respectively, with a nominal value of 100 pesos per share.

The capital stock is held by the Federal Government (99.9856%), Banco de México (0.0084%), Nacional Financiera, S.N.C. (0.0033%) and Banco Nacional de Obras y Servicios, S.N.C. (0.0027%).

c. The distribution or reduction of equity, after subtracting the restated capital stock contributed and restated tax profits, would be subject to 30% IT payable by the Institution. At December 31, 2017 and 2016, the balances of the tax accounts related to the Institution's stockholders' equity known as Capital Contributions Account (CUCA) and After-tax Earnings Account (CUFIN for its Spanish acronym) were as follows

	<u>2017</u>	<u>2016</u>
CUCA	\$ 48,542	\$ 45,462
CUFIN	7,951	9,339

DIESA had CUCA of \$ 673 and \$ 630, and CUFIN of \$(349) and \$(335) in 2017 and 2016, respectively.

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d. On December 15, 2017, the Board of Directors authorized the Institution's management to request a capital contribution of up to \$ 3,825 from the executive power through the SHCP, which is required to support the growth in the volume of Business Banking (First Tier) and Development Banking (Second Tier) operations, and to back up the capital base and maintain a prudential level of capitalization. A \$ 3,825 contribution was received on December 28, 2017.

In 2016, the Institution requested a capital contribution of up to \$1,700 to be able to support the growth in its loan portfolio and keep a prudential level of capitalization. The contribution received on December 30, 2016 was of \$1,700.

e. In accordance with the Credit Institutions Law, Development Banks must maintain a minimum net capital of 8.0% in relation to their assets at risk. Additionally, they must keep a capital supplement equivalent to 2.5% of those assets.

The capital ratio (unaudited) at December 2017 and 2016 is as follows:

	<u>2017</u>	<u>2016</u>
Net capital	\$ 40,643	\$ 37,446
Basic	26,879	23,012
Supplementary	13,764	14,434
Assets at risk	224,824	196,847
Loans	190,971	169,263
Market	23,585	18,872
Operational	10,267	8,712
Capitalization Index Basic (%)	11.96	11.69
Capitalization Index Net (%)	18.08	19.02

At December 31, 2017 and 2016, the Institution complies with the above requirement by maintaining a capital ratio of 18.08% and 19.02 %, respectively. Said ratio was calculated based on the rules for determining capitalization requirements published by the SHCP in the Official Gazette of December 28, 2005, and its respective amendments.

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The capital ratio is reported monthly to the Comprehensive Risk Management Committee and quarterly to the Board of Directors, explaining the main differences in the captions that comprise it.

(22) Segment information -

Following is a breakdown of the information on each of the main segments into which the Institution's operations are divided:

a) Assets and liabilities -

	<u>Assets</u>		<u>Liabilities</u>		<u>Equity</u>		<u>Income</u>		<u>Expenses</u>	
<u>Business segment</u>	<u>Amount</u>	<u>% Part.</u>	<u>Amount</u>	<u>Amount</u>	<u>Amount</u>	<u>% Part.</u>	<u>Amount</u>	<u>% Part.</u>	<u>Amount</u>	<u>% Part.</u>
First tier loans	\$ 173,835	40.6	\$ 1,986	\$ -	\$ 3,798	53.9	\$(1,812)	26.6		
Second tier loans	31,454	7.3	561	-	662	9.4	(101)	1.5		
Financial markets										
And deposit fundig	209,447	48.8	399,094	13,095	2,155	30.5	(311)	4.6		
Corporate	<u>14,064</u>	<u>3.3</u>	<u>-</u>	<u>14,064</u>	<u>440</u>	<u>6.2</u>	<u>(4,576)</u>	<u>67.3</u>		
Total	\$ 428,800	100.0	\$ 401,641	\$ 27,159	\$ 7,055	100.0	\$(6,800)	100.0		

b) Results by segment-

	<u>First tier</u>	<u>Second tier</u>	<u>Financial markets and fund attraction</u>	<u>Corporate</u>	<u>Total</u>
Income:					
Financial income	\$ 3,798	662	2,155	440	7,055
Expenses:					
Operating expenses	(579)	(68)	(311)	(1,337)	(2,295)
Allowance for loan losses	(1,233)	(33)	-	(14)	(1,280)
Secondary taxes*	<u>-</u>	<u>-</u>	<u>-</u>	<u>(3,225)</u>	<u>(3,225)</u>
Total	\$ 1,986	561	1,844	(4,136)	255

* Refers to the payment made to the Federal Executive power through the SHCP due to the authority conferred by article 10 of the current Income Law.

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First tier loan operations refer to loans made directly to companies; second tier interbank loans channel resources through banking financial intermediaries and other non-banking intermediaries and financial markets, and fund attraction refers to obtaining the necessary funds to meet the Annual Financial Program authorized by the Department of Finance, cover the Institution's liquidity needs and assign transfer costs to the operating segments that require resources to carry out their operations.

c) Loan portfolio and deposit funding-

The loan placement balance at December 31, 2017 was \$253,739; \$5,187 (2.1%) corresponds to public sector loans and \$248,552 (97.9%) corresponds to private sector operations, of which \$217,198 are for first tier loans and guarantees.

The capital used to grant loans are mainly from loans from international lending institutions and from the issue of debt securities in Mexican pesos, which are included in a pool of resources to achieve rates of interest that allows the Institution to offer competitive placement rates for its first tier and second tier loan operations.

At December 31, 2017, the funding balance arising from the issue of promissory notes payable at maturity and debt securities in Mexican pesos comprised 65.1% of the internal debt, while loans made through commercial credit lines comprised 50.6% of the external debt, and external securities outstanding comprised 49.4%.

Following is a breakdown at December 31, 2016 of the information on each of the main segments into which the Institution's operations are divided.

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(Millions of Mexican pesos)

a. Assets and liabilities

	<u>Assets</u>			<u>Liabilities</u>			<u>Equity</u>			<u>Income</u>			<u>Expenses</u>			
<u>Business segment</u>	<u>Amount</u>	<u>%</u>	<u>Part.</u>	<u>Amount</u>	<u>Amount</u>	<u>%</u>	<u>Part.</u>	<u>Amount</u>	<u>%</u>	<u>Part.</u>	<u>Amount</u>	<u>%</u>	<u>Part.</u>	<u>Amount</u>	<u>%</u>	<u>Part.</u>
First tier loans	\$ 162,819	44.9		\$ 162,819	\$ -			\$ 3,398	56.3		\$ (2,092)	35.4				
Second tier loans	25,932	7.1		25,932	-			520	8.6		(149)	4.0				
Financial markets and deposit funding	160,480	44.2		150,644	9,836			1,734	28.7		(514)	8.5				
Corporate	<u>13,455</u>	<u>3.8</u>		<u>-</u>	<u>13,455</u>			<u>389</u>	<u>6.4</u>		<u>(2,572)</u>	<u>52.1</u>				
Total	\$ 362,686	100.0		\$ 339,395	\$ 23,291			\$ 6,041	100.0		\$(5,327)	100.0				

b. Results by segment

	<u>First tier</u>	<u>Second tier</u>	<u>Financial markets and fund attraction</u>	<u>Corporate</u>	<u>Total</u>
Income:					
Financial income	\$ 3,398	520	1,734	389	6,041
Expenses:					
Operating expenses	(977)	(121)	(514)	(790)	(2,402)
Allowance for loan losses	(1,115)	(28)	-	(82)	(1,225)
Secondary taxes *	<u>-</u>	<u>-</u>	<u>-</u>	<u>(1,700)</u>	<u>(1,700)</u>
Total	<u>\$ 1,306</u>	<u>371</u>	<u>1,220</u>	<u>(2,183)</u>	<u>714</u>

* Refers to the payment made to the Federal Executive power through the SHCP due to the authority conferred by article 10 of the current Income Law.

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c. Loan portfolio and deposit funding

The balance of loan placement at December 31, 2016 is \$234,504; \$8,971 (3.8%) corresponds to public sector loans and \$225,533 (96.2%) corresponds to private sector operations, of which \$200,272 are for first tier loans and guarantees.

The capital used to grant loans are mainly from loans from international lending institutions and from the issue of debt securities in Mexican pesos, which are included in a pool of resources to achieve rates of interest that allows the Institution to offer competitive placement rates for its first tier and second tier loan operations.

At December 31, 2016, the funding balance arising from the issue of promissory notes payable at maturity and debt securities in Mexican pesos comprised 62.6% of the internal debt, while loans made through commercial credit lines comprised 46.3%, and securities outstanding abroad comprised 53.7%.

(23) Income Statement-

a. Financial margin

The financial margin for the years ended on December 31, 2017 and 2016, is analyzed as shown as in the next page.

Interest income and expenses in 2017 and 2016 are comprised as follows in the next page.

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	<u>2017</u>		
	Foreign currency measured at Mexican		
	<u>Mexican pesos</u>	<u>pesos</u>	<u>Total</u>
Loan portfolio income (note 9)	\$ 6,181	5,217	11,398
Interest from investments in securities	12,610	30	12,640
Interest from cash and cash equivalents	229	290	519
Income from margin accounts	346	-	346
Other	<u>-</u>	<u>65</u>	<u>65</u>
	<u>19,366</u>	<u>5,602</u>	<u>24,968</u>
Expenses for repurchase agreements	11,508	-	11,508
Interest on time deposits	5,349	531	5,880
Interest on bonds	879	829	1,708
Interest on Due to bank and other institutions	16	923	939
Interest on subordinated debentures	-	491	491
Result of valuation of DFIs	(1,357)	-	(1,357)
Other items	<u>22</u>	<u>38</u>	<u>60</u>
	<u>16,417</u>	<u>2,812</u>	<u>19,229</u>
Financial margin	\$ 2,949	2,790	5,739
	<u>=====</u>	<u>=====</u>	<u>=====</u>

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	<u>2016</u>		
	Foreign currency measured at Mexican		<u>Total</u>
	<u>Mexican pesos</u>	<u>pesos</u>	
Loan portfolio income	\$ 3,560	5,009	8,569
Interest from investments in securities	7,150	92	7,242
Interest from cash and cash equivalents	142	81	223
Income from margin accounts	<u>213</u>	<u>-</u>	<u>213</u>
	<u>11,065</u>	<u>5,182</u>	<u>16,247</u>
Expenses for repurchase/resale agreements	6,455	-	6,455
Interest from time deposits	2,985	184	3,169
Interest from bonds	655	818	1,473
Interest from banks and other institutions	10	890	900
Interest from subordinated debentures	-	211	211
Result of valuation of DFIs	(829)	-	(829)
Other items	<u>7</u>	<u>42</u>	<u>49</u>
	<u>9,283</u>	<u>2,145</u>	<u>11,428</u>
Financial margin	\$ <u>1,782</u>	<u>3,037</u>	<u>4,819</u>

b) Financial margin-

	<u>2017</u>	<u>2016</u>
Loan operations	\$ 470	287
Collateral guarantees	282	299
Trusts	24	35
Letters of credit	36	18
Appraisals	7	8
Other commissions and fees collected	<u>1</u>	<u>1</u>
	<u>\$ 820</u>	<u>648</u>

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Total operating income

c) Intermediation income

	<u>2017</u>	<u>2016</u>
Result for valuation of bonds and metals	\$ 32	(10)
Result from purchase/sale of securities	5	21
Result from purchase/sale of currencies	<u>(21)</u>	<u>17</u>
Total	\$ 16 ===	28 =====

Operating income

d) Other operating expenses, net

	<u>2017</u>	<u>2016</u>
Amounts recovered ⁽¹⁾	\$ 1,724	269
Cancellation of allowance for foreclosed assets	41	56
Interest charged on loans made to employees	97	95
Profit on sale of foreclosed assets	16	8
Write-off for cancellation of foreclosed assets ⁽¹⁾	(1,642)	(19)
Risk management allowance	(34)	(51)
Payment of public use taxes to the Federal Government *	(3,225)	(1,700)
Other items	<u>16</u>	<u>12</u>
Total	\$ (3,007) =====	(1,330) =====

- * The Executive Power, acting under the authority conferred by Article 10 of the Federal Income Law in effect, issued ruling 102-B-055 through the SHCP on December 11, 2017 assessing on secondary taxes of \$3,225 payable by the Institution, which was applied to income before taxes. The respective payment was made on December 14, 2017. On December 8, 2016, the Institution paid secondary taxes in the amount of \$1,700 to respond to ruling 102-B-024 issued by the SHCP on December 9, 2016.

- (1) Corresponds to the allocation of portfolio shares, which are written down as part of the foreclosed asset.

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(24) Guarantees granted-

At December 31, 2017 and 2016, the following guarantees were granted:

Purpose	<u>2017</u>	<u>2016</u>
Partially guarantee payment of capital of up to 33% of a debt instruments issue of no more than \$1,430, over a term of up to 5 years with principal payments on a monthly basis, in order to improve the rating assigned to debt instruments issued by the sector.	\$ 422	-
Partially guarantee payment of up to 33% of capital plus the first period of interest, of a debt instruments issue of no more than \$2,500, over a term not exceeding 10 years, in order to improve the rating assigned to this type of debt instruments.	940	940
Partially guarantee payment of up to 36% of capital plus the first period of interest, of a debt instruments issue of no more than \$500, over a maximum seven-year term, in order to improve the rating assigned to this type of debt instruments.	<u>190</u>	<u>190</u>
Guarantees issued in Mexican pesos	\$ <u>1,552</u>	<u>1,130</u>

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(25) Contingent assets and liabilities-

Contingent asset and liabilities include guarantees issued by the Institution to financial intermediaries; contingencies arising from commercial, labor, civil and administrative suits that according to Note 29 "Comprehensive risk management" are recorded depending on their status; and invoices subtracted from hedged financial factoring operations.

Assets represent recovered casualties (paid guarantees), contributions not yet made to the Fund of Funds (capital at risk), and bonds and checks received as guarantees by service vendors.

The balances at December 31, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Contingent liabilities:		
Responsibilities for guarantees issued	\$ 11,772	10,864
Legal risk management	914	1,068
International factoring (Invoices)	<u>547</u>	<u>462</u>
	<u>13,233</u>	<u>12,394</u>
Contingent assets:		
Responsibilities for future contributions	77	80
Casualties recovered (guarantees paid)	<u>413</u>	<u>337</u>
	<u>490</u>	<u>417</u>
	<u>\$ 13,723</u>	<u>12,811</u>

In 2017 and 2016, other recording accounts include: counter-guarantee funds of \$3,203 and \$2,869, and loans eliminated as per criterion B-6 "Loan Portfolio", in litigation for \$6,643 and \$8,633, respectively.

The Institution is involved in several lawsuits and claims, derived from the normal course of its operations, where it is expected that it will not have an important effect on its financial situation and future results. Likewise, in memorandum accounts these contingencies are recorded.

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(26) Goods in trust or under mandate -

At December 31, 2017 and 2016, the Institution's fiduciary division had the following trusts:

	<u>2017</u>	<u>2016</u>
Guarantee trusts	\$ 29,178	22,434
Administration trusts	29,018	26,887
Transfer of ownership trusts	<u>219</u>	<u>2,999</u>
	\$ 58,415	52,320
	=====	=====
Mandates	\$ 4,789	5,479
	=====	=====

Trust management income was of \$36 and \$35 in 2017 and 2016, respectively.

Administration Trust balances include pension fund trust balances, which at December 31, 2017 and 2016 were as follows: a) defined benefits \$12,153 and \$ 11,394, and b) defined contributions \$251 and \$235, and special savings loans and financial cost of loans of \$2,923 and \$2,771, respectively.

(Continued)

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(Millions of Mexican pesos)

(27) Assets in custody or under administration -

At December 31, 2017 and 2016, custody and administration operations were made up as follows:

	<u>2017</u>			<u>2016</u>		
	<u>DLS</u>	<u>Euros</u>	<u>Mexican</u>	<u>DLS</u>	<u>Euros</u>	<u>Mexican</u>
	<u>millions</u>	<u>millions</u>	<u>Pesos</u>	<u>millions</u>	<u>millions</u>	<u>pesos</u>
Operations carried out on behalf of third parties in repurchase agreements	-	-	\$ 2,401	-	-	\$ 1,694
Operations carried out on behalf of third parties in direct operations	-	-	4,728	-	-	3,302
Other instruments under Administration *	40,717	8	1,094,427	39,808	8	1,032,577
Other securities under administration			8			7
Special savings loan	<u>-</u>	<u>-</u>	<u>1,060</u>	<u>-</u>	<u>-</u>	<u>997</u>
	<u>40,717</u>	<u>8</u>	<u>\$ 1,102,624</u>	<u>39,808</u>	<u>8</u>	<u>1,038,577</u>

* Refers to book entries made for securities supporting the Institution's loan portfolio.

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(28) Comprehensive risk management (unaudited)-

a. General policies

The Institution's Comprehensive Risk Management is audited in accordance with Article 76 (Annual) and 77 (Biannual) of the CNBV Criteria, by an external firm according to the periodicity provided by the own criterion. The results are submitted to the Audit Committee, the Comprehensive Risk Management Committee and the Board of Directors, and delivered to the CNBV.

Results for 2017 provide that the Institution reasonably complies with the current regulations and the best market practices.

The policies and practices for Comprehensive Risk Management (CRM) matters are primarily regulated by Chapter IV of the Second Title of the General Regulations Applicable to Financial Institutions (Regulations), regarding the CRM, published on December 2, 2005.

In accordance with the CNBV Regulations, the CRM function of the Institution is performed by an area independent from the business areas and includes the market, credit, liquidity, operating, technological and legal risks. The Institution has policies and procedures oriented to the risk identification, analysis and control, which are included in the CRM Manual.

In order that the risks assumed are within the levels that do not exceed the Institution's financial ability, the CCRM proposes limits authorized by the Board of Directors, determined in accordance with a capital management model. Such model is in accordance with the regulatory capital and provides strategic limits considering a distributable capital assigned to the various businesses of the Institution: credit, market, operating and shareholding.

Moreover, strategic limits are assigned to the various portfolios that comprise each business. In case of market risk, the capital limits are translated into Value at Risk (VaR) limits for the various portfolios of the treasury.

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The CCRM is constituted by the Director General, three independent risk experts, a member of the Board of Directors and the Head of the Unit for Comprehensive Risk Management (UCRM); in addition, the Assistant Director Generals of the business areas, the Directors of the Area and the responsible for the Internal Control Unit with the right to attend but not to vote the Committee's meetings are involved, in order to avoid potential conflicts of interest.

The CCRM meets at least once a month. Such Committee supervises the different types of risks, makes recommendations and is responsible for approving the methodologies, models, parameters and scenarios used in risk measurement, and reviewing the policies proposed for control thereof.

b. Policies for control of the credit portfolio concentration

The Regulations, in Chapter III, regarding "Risk Diversification", issued by the CNBV, provide limits to the credit risk concentration applicable to a person or group of people that constitutes common risks.

According to Article 57 of Regulations, the limits applicable to the Institution in the fourth quarter 2017 were determined considering the 12.24% capitalization index and the basic capital of \$24,232.8 for June 2017.

Article 54 of the Regulations provides a financing limit for private entities, based on the capitalization level and applying a predetermined factor on the Institution's core capital. With a capitalization index higher than 12% and lower than 15%, the factor applicable in the fourth quarter 2017 was 30% of the Institution's core capital (\$7,269.8, equivalent to DLS 369.7 million at the exchange rate of \$19.6629 pesos per dollar on December 29, 2017).

As of December 31, 2017, financing granted to private entities, either individually or by economic group, is below the regulatory limit of 30% of the core capital and the responsibilities for the three major debtors, as a whole, amounts to \$13,465.7, representing 55.6% of the regulatory limit (equivalent to DLS 684.83 million at the exchange rate of \$19.6629 on December 29, 2017).

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Financing to the three major debtors as a whole:

	<u>Millions of DLS</u>	
	<u>December 2017</u>	<u>December 2016</u>
Amount of responsibilities	684.83	641.48
Number of times the applicable core capital	0.57	0.57

Financing granted to entities and bodies of the public sector is below the regulatory limit of 100% of the core capital as of December 31, 2016.

Finally, in accordance with article 60 of the Regulations, it is disclosed that there are responsibilities by 41 economic groups of debtors (75 counterparties), which individual financing is greater than 10% of the Institution's core capital.

Debtor financing that is greater than 10% of the core capital:

	<u>Millions of DLS</u>	
	<u>December 2017</u>	<u>December 2016</u>
Amount of responsibilities	9,030.21	27,378.08
Number of times the applicable core capital	7.33	24.53

The amount of responsibilities includes the lines authorized to national financial institutions for discount transactions, which have executed an agreement. In addition, it includes the lines authorized under the "General Banking Methodology for the Global Credit Line Establishment" of the Institution to enter into promotion, market and derivative transactions with national and foreign institutions that have a current position as of the date.

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c. Market risk

Investment securities. Regarding the referenced account of the financial statements, the market risk arises from interest rate movements. In case of foreign currency instruments, it additionally depends on the exchange rate variations. This risk is measured using the VaR methodology, based on the historical method, taking 251 data, a one-day risk horizon and 97.5% reliable level, which only implies 2.5% of likelihood that these investments experience a shortfall greater than the one estimated for such period. These parameters were authorized by the CCRM in the meeting held on October 26, 2017.

The policies and practices applied for control of market risk of investment securities include capital and VaR limits, as well as reporting of position market value and value of risk in regular conditions, under sensitivity scenarios and extreme conditions. On a daily basis, a report is prepared and delivered to the Top Management; on a monthly basis to the CCRM, and on a quarterly basis to the Board of Directors.

As of December 31, 2017, the securities position of the money desk securities in national currency was in revisable governmental instruments. As of that date, these instruments' positions represented 99.7%, respectively, and the repurchase position constituted 0.3% of the total; the VaR of such money desk was \$7, a figure that represented 15.6% of the authorized limit of \$45. The annual value at risk average was \$14.3. The capital consumption of this portfolio was \$551.8, which represented 77.2% of the authorized limit.

As of December 31, 2017, the national currency investment portfolio consists of held-to-maturity securities in governmental instruments, at real rate, and revisable governmental instruments. As of that date, the position in held-to-maturity instruments represented 30% and governmental instruments represented 70%. As of the end of December, a VaR of \$0.9 was recorded for the total position, which represented 15% of the authorized limit of \$6. The annual value at risk average was \$1.8. The capital consumption of this portfolio was \$23.5, which represented 25% of the authorized limit.

As of December 31, 2017, the foreign currency investment portfolio did not present any position.

Derivatives.- The referenced account of the financial statements is subject to market risk, arising from the interest rate and exchange rate variations, as well as to counterparty's credit risk.

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From the derivatives authorized, the VaR of currency and interest rate forwards, options and interest rate and currency swaps is measured. This VaR is measured using the historical method, taking 251 data, a one-day risk horizon and 97.5% reliance level, which only implies 2.5% of likelihood that these investments experience a shortfall greater than the one estimated for such period. These parameters were authorized by the CCRM in the meeting held on October 26, 2017.

Regarding the credit risk (counterparty), the forwards, options and swaps are operated with national and international high-quality financial institutions. The credit risk of forwards and options with customers is hedged by their lines of credit with the Institution, as well as control mechanisms that allow to monitor the positions to hold them within the authorized levels. As of December 31, 2017, the credit risk of derivative transactions is within the authorized limits.

The policies and practices for controlling the risk of derivatives are in accordance with Banxico's Regulations. A capital and VaR limit has been established by business line, and reports are prepared on the market value of the positions and their VaR in regular conditions, under scenarios of sensitivity and extreme conditions. On a daily basis, a report is prepared and delivered to the Top Management; on a monthly basis to the CCRM, and on a quarterly basis to the Board of Directors.

As of December 31, 2017, as for business derivatives, there are closed positions of interest rate options and a swap portfolio. The VaR amounted to \$0.8, equivalent to 3.9% of the authorized limit of \$20; the annual VaR average of derivatives was \$1.0. The capital consumption of this portfolio was \$0.38, which represented 0.1% of the authorized limit.

As of December 31, 2017, the hedge position derivatives refer to interest rate and currency swaps, which are used as hedge for primarily a part of the credit portfolio, debt instruments, issuance of paper national currency and dollar deposits. The VaR of swaps amounted to \$481.1, which is on a referential basis, as these transactions are not associated to a VaR limit, because they are hedge derivatives.

As of December 31, 2017, there is a long position in DLS currencies; 4.5 million equivalent to \$88.5. The VaR amounted to \$1.0, equivalent to 9.4% of the authorized limit of \$11; the annual VaR average was \$1.1. The capital consumption of this portfolio was \$0.11, which represented 0.0% of the authorized limit.

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Credit risk

Regarding the referenced account of the financial statements, credit risk is measured by the expected losses arising from the potential impairment of the loan portfolio estimated from the calculation of annual and quarterly rating migration frequencies (transition matrices). Such matrices are constituted by impairment or improvement probabilities of the credit portfolio, which are obtained from historical information from companies authorized by the Institution.

Consequently, in assessing the credit risk, estimates are made about the noncompliance likelihoods, recoverability rates, transition matrices, credit VaR, expected losses and unexpected losses.

A report of the Institution's credit operations and position is submitted monthly to the CCRM and quarterly to the Board of Directors including, among other matters, an analysis of the loan portfolio taxonomy, relevant information of the portfolio movements, global credit risk position and inclusion by portfolio, past due loan portfolio, risk concentrations, portfolio diversification and primary risk indicators, as well as allowances for loan VaR and expected and unexpected losses.

As of December 31, 2017, the descriptive statistic of the private portfolio credit risk shows the following distribution by number of borrowers, regarding the average risk level.

Distribution of Private Sector Portfolio at December 31, 2017:

Number of counterparties	Balance	Str. (%)	Accumulated balance	Str. (%)	Expected Loss (EL)	EL / Balance (%)	Risk level (average)
1 - 5	\$ 19,418	11.0	19,418	11.0	40	0.2	R1
6 - 10	16,061	9.1	35,479	20.1	44	0.3	R1
11 - 15	13,486	7.7	48,965	27.8	161	1.2	R3
16 - 20	11,066	6.3	60,031	34.1	136	1.2	R3
21 - 25	9,777	5.6	69,808	39.6	45	0.5	R2
26 - 30	8,930	5.1	78,738	44.7	30	0.3	R1
31 - 347	97,379	55.3	176,118	100.0	2,788	2.9	R4
Total	\$176,117	100.0			\$ 3,244	1.8	R3

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As of that date, the annual VaR (without considering the expected recovery from guarantees) of the private sector portfolio was \$6,969.7, a figure that represents the extreme value of the loss and gains distribution due to the potential impairment of the portfolio with 99% reliance level and annual period horizon.

Regarding the basic capital as of December 31, 2017, which is \$26,879.4, the annual VaR represents 25.93%.

The allowance for expected loss due to the private sector portfolio impairment was \$3,243.3, using the portfolio risk levels in accordance with the Institution's risk indicator methodology.

Additionally, the referred report presents the structure of strategic capital limits, and the marginal behavior of the qualified portfolio, the credit concentration by economic sector, geographic area, recognized entities and levels of responsibilities.

In the meeting held on October 26, 2017, the Board of Directors approved a new strategic capital limit for the credit portfolio, which was in the amount of \$16,617, which represents 83.95% of the distributable capital (\$19,794.0).

Liquidity risk

The cash flow risk of credit transactions and their respective financing is measured by the risk factor: rate base and overrate. The CCRM is reported on a monthly basis the structure of repricing and maturity gaps, with a sensitivity analysis that measures the effect of adverse movements in the interest rate on the financial margin; furthermore, the diversification level of the financing sources is estimated.

According to the repricing and maturity structure of productive assets and liabilities of the current general balance sheet as of December 2017, in case of an adverse variation of 25 basis points in interest (rate base and overrate), net income will reduce by USD. 6,600 on average per day (about approximately 0.84% of the daily financing margin).

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(29) Subsequent event-

On January 3, 2018, 120 million dollars of a credit originated with a company engaged in commercializing plastic resins, PET, were reclassified from performing portfolio to past-due loan portfolio, as this amount falls within the presumptions of past-due portfolio from such date.

(30) Recently issued financial reporting standards-

Changes in the CNBV's regulations

On December 27, 2017, various modifications to the Accounting Criteria were published in the Federal Official Gazette. Such modifications become into effect from January 1, 2019. Management is analyzing the effect of such modifications on financial information. The most relevant changes are detailed below:

Accounting Criterion A-2 "Application of particular regulations"

Certain FRSs issued by the CINIF are incorporated to apply them to financial institutions upon determination of the application term for these financial entities to be able to comply with them. Such FRSs are as follows: B-17 "Fair value measurement", C-16 "Impairment of financial instruments receivable", C-19 "Financial instruments payable", C-20 "Financial instruments receivable principal and interest", D-1 "Revenue from client contracts" and D-2 "Costs from client contracts".

Accounting Criteria B-6, "Loan portfolio" and D-2 "Income Statement"

The applicable accounting criteria are adjusted to the financial institutions for these to be able to cancel, in the period of occurrence, the excesses in the balance of allowance for loan losses, as well as to recognize the recovery of loans previously written down against the item "Allowance for loan losses" in the statement of income.

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The CINIF has issued the FRS and Improvements listed below:

FRS C-3 “Accounts receivable”- FRS C-3 is effective for years beginning on or after January 1, 2018, with retrospective effects, except for the valuation effects that may be prospectively recognized, if it is impractical to determine the effect on each one of the prior periods presented. Early adoption is allowed as of January 1, 2016 provided that it takes place concurrently with the adoption of FRS related to financial instruments whose effective date and possibility for early adoption are under the same terms as those indicated in this FRS. Some of the primary changes presented are the following:

- FRS C-3 provides that accounts receivable based on a contract are deemed financial instruments, while some other accounts receivable, resulting of legal or tax provisions, may have certain characteristics of a financial instrument, such as bearing interest, but are not in themselves financial instruments.
- FRS C-3 provides that the allowance for doubtful trade receivables shall be recognized as revenue is earned, based on the expected credit losses, and the allowance shall be recorded as an expense, separately when significant, in the statement of comprehensive income.
- FRS C-3 provides that, upon initial recognition, the time value of money shall be considered. Therefore, should the effect of the present value of the account receivable be significant in light of the term, an adjustment must be made taking into consideration such present value.
- FRS C-3 requires a reconciliation between the beginning and ending balances of the allowance for doubtful accounts for each period presented

FRS C-9 “Provisions, Contingencies and Commitments”- FRS C-9 is effective for years beginning on or after January 1, 2018, allowing for early enforcement provided that it is done concurrently with the initial enforcement of FRS C-19 “Financial instruments payable”. FRS C-9 supersedes Bulletin C-9 “Liabilities, Provisions, Contingent Assets and Liabilities and Commitments”. The first-time adoption of this FRS does not result in accounting changes in the financial statements. Some of the primary aspects covered by this FRS include the following.

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- The scope is narrowed by relocating the topic concerning accounting for financial liabilities to FRS C-19 "Financial instruments payable".
- The definition of "liability" is modified by eliminating the qualifier "virtually unavoidable" and including the term "probable".
- The terminology used throughout the standard is updated to standardize the presentation with the rest of the FRS.

Management estimates that the effects of this FRS revision will be immaterial.

2018 FRS Revisions

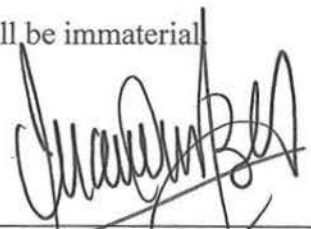
In December 2017, CINIF issued a document called "2018 FRS Revisions" containing precise modifications to some of the existing FRS. The main revisions that bring about accounting changes are the following:

FRS B-10 "Effects of inflation"- Requires disclosing the percentage of accumulated inflation for the preceding three fiscal years that served as the basis to describe the economic environment in which the entity operated in the current year as inflationary or non-inflationary, and the cumulative inflation percentage of three years, including the two previous years and that of the period itself, which will serve as a basis for rating the economic environment in which the entity will operate in the following year. This revision will be effective for periods starting on or after January 1, 2018, allowing early adoption. The resulting accounting changes should be recognized retrospectively.

Management estimates that the effects of this FRS revision will be immaterial.


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 Armando Hernández Torres
 Finance Director


 Juan Carlos Téllez Girón Barrón
 Deputy General Director of
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 Martha Martínez Quiroz
 Deputy General Director of Internal
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