## BBVA Francés

Buenos Aires, February 10, 2012 - BBVA Francés (NYSE: BFR.N; BCBA: FRA.BA; LATIBEX: BFR.LA) reports consolidated fourth quarter earnings for fiscal year 2011.

## Annual Highlights

2011 was a very good year for BBVA Francés, its considerable ability to adapt to the different market conditions enabled it to grow and to achieve the goals set at the beginning of the year.

- BBVA Francés' net income reached AR\$ 1,005.6 million at the end of 2011.
- The ability to increase recurring incomes, based mainly on intermediation with the private sector, allowed the Bank to generate AR\$ 1,105.2 million profit, representing a return on equity of $29.0 \%$.
- The private sector Ioan portfolio totaled AR\$ 22.9 billion at December 31, 2011, growing $50.3 \%$ in the last twelve months. Credit cards financings, personal loans and car loans led the expansion in the retail segment. The middle market segment also registered an outstanding performance, driven by discounted notes and medium term financings -leasing and other loans.

BBVA Francés continued to improve its asset quality ratios, showing the best in the Argentine financial system. The non-performing loan ratio reached $0.45 \%$ as of December 31,2011 , with coverage of $422.1 \%$.

- Total deposits grew $29.9 \%$ in annual terms, totaling AR\$ 29.3 billion as of December 31, 2011. Both time deposits as well as sight accounts registered significant growth during the period.
- BBVA Francés returned to the capital markets, successfully placing the first issuance of Negotiable Obligations under its USD 500 million global program, aimed at funding business growth. The total amount issued exceeded AR\$ 185 million. In January 2012, the second issuance took place; also registering high demand, showing the investor support and allowing the Bank to increase the offering amount from AR\$ 125 million to AR\$ 150 million; ending in AR\$ 148.9 million. The market's response demonstrates the confidence that BBVA Francés enjoys, together with the expectations for growth and development anticipated for the Bank.
- Once again, during 2011, BBVA Francés maintained high levels of liquidity and solvency. As of December 31, 2011 total stockholder's equity reached AR $\$ 3.9$ billion, while the excess of capital over the Argentine Central Bank (BCRA) minimum regulatory requirements, reached AR\$ 1.3 billon, or $33.1 \%$ of the Bank's total stockholder's equity. The capital ratio reached $15.5 \%$ of weighted risk assets.
- As of December 31, 2011, liquid assets (Cash and due from banks plus BCRA bills and notes) represented $33.5 \%$ of the Bank's total deposits.
- During June 2011, all of the shares of Consolidar Compañia de Retiro S.A, sold by BBVA Francés and BBVA SA to Grupo Dolphin Holding S.A, were transferred.
- During September 2011, 516,544 ordinary shares were issued as part of the merger with Consolidar Comercializadora S.A. increasing the Bank's capital stock to $536,877,850$ ordinary shares.
- On October 6, 2011, the BBVA Group entered into an agreement with Galeno Argentina S.A. to purchase all shares it held in Consolidar Aseguradora de Riesgos de Trabajo S.A; 12.5\% of which correspond to BBVA Francés. On February 6, 2012, the transaction was approved by the Argentine Insurance Superintendence (Superintendencia de Seguros de la Nación). In accordance with the conditions established in the agreement, the closing for this transaction must take place within 30 days from such date.
- On January 27, 2012, the BCRA increased the capital requirements for financial institutions operating in Argentina, effective as of February 1, 2012. "Communication A 5272", requires an increase of capital related to the operational risk and "Communication A 5273" requires an additional buffer equivalent to $75 \%$ of the total capital requirement solely for the purpose of distributing profits.
- As consequence of the above mention resolutions, BBVA Francés will not distribute dividends for this period.

| Condensed Income Statement (1) |  |  |  |
| :---: | :---: | :---: | :---: |
| in thousands of pesos except income per share, income per ADS and percentages | FY 2011 | FY 2010 | \% Change |
| Net Financial Income | 2,455,555 | 2,483,586 | -1.1\% |
| Provision for loan losses | $(132,663)$ | $(179,353)$ | -26.0\% |
| Net income from services | 1,437,954 | 1,079,095 | 33.3\% |
| Administrative expenses | $(2,288,031)$ | $(1,969,461)$ | 16.2\% |
| Operating income | 1,472,815 | 1,413,867 | 4.2\% |
| Income (loss) from equity investments | 100,320 | 56,622 | 77.2\% |
| Income (Loss) from Minority interest | $(17,995)$ | $(16,538)$ | 8.8\% |
| Other Income/Expenses | 429 | 17,151 | -97.5\% |
| Income tax | $(549,992)$ | $(272,923)$ | 101.5\% |
| Net income for the period | 1,005,577 | 1,198,179 | -16.1\% |
| Net income per share (2) | 1.9 | 2.2 | -16.1\% |
| Net income per ADS (3) | 5.6 | 6.7 | -16.1\% |

(1) Exchange rate: 4,3032 Ps. $=1$ US\$
(2) Assumes 536,877,850 average ordinary shares outstanding for fiscal year 2011 and $487,533,487$ ordinary shares outstanding for fiscal year 2010.
(3) Each ADS represents three ordinary shares.

BBVA Francés registered earnings of AR\$ 1,005.6 million as of December 31, 2011; such gain includes non recurring effects originated mainly by the variations in public bond valuations.

The following "pro forma" table presents nonrecurring earnings.

Condensed Income Statement PROFORMA

| in thousands of pesos | 12/31/2010 <br> Recurring Income | Non recurring Income | 12/31/2010 Total Income |
| :---: | :---: | :---: | :---: |
| Net Financial Income | 2,580,552 | $(124,997)$ | 2,455,555 |
| Provision for loan losses | $(132,663)$ | - | $(132,663)$ |
| Net income from services | 1,437,954 | - | 1,437,954 |
| Administrative expenses | $(2,288,031)$ | - | $(2,288,031)$ |
| Operating income | 1,597,812 | $(124,997)$ | 1,472,815 |
| Income (loss) from equity investments | 100,320 | - | 100,320 |
| Income (Loss) from Minority interest | $(17,995)$ | - | $(17,995)$ |
| Other Income/Expenses | 429 | - | 429 |
| Income tax and Minimum Presumed Tax | $(575,406)$ | 25,414 | $(549,992)$ |
| Net income for the period | 1,105,160 | $(99,583)$ | 1,005,577 |

Condensed Income Statement (1)

| in thousands of pesos except income per share, income per ADS and <br> percentages | FY 2011 | FY 2010 | Change \% |
| :--- | ---: | ---: | ---: |
| Net Financial Income | $2,580,552$ | $2,034,286$ | $26.9 \%$ |
| Provision for loan losses | $(132,663)$ | $(179,353)$ | $-26.0 \%$ |
| Net income from services | $1,437,954$ | $1,079,095$ | $33.3 \%$ |
| Administrative expenses | $(2,288,031)$ | $(1,969,461)$ | $16.2 \%$ |
| Operating income | $1,597,812$ | 964,567 | $65.7 \%$ |
| Income (loss) from equity investments | 100,320 | 56,622 | $77.2 \%$ |
| Income (Loss) from Minority interest | $(17,995)$ | $(16,538)$ | $8.8 \%$ |
| Other Income/Expenses | 429 | 17,151 | $-97.5 \%$ |
| Income tax | $(575,406)$ | $(212,152)$ | $171.2 \%$ |
| Net income for the period | $1,105,160$ | 809,650 | $36.5 \%$ |
| Net income per share (2) | 2.1 | 2.2 | $-7.8 \%$ |
| Net income per ADS (3) | 6.2 | 6.7 | $-7.8 \%$ |

(1) Exchange rate: 4,3032 Ps. $=1$ US\$
(2) Assumes 536,877,850 average ordinary shares outstanding for fiscal year 2011 and 487,533,487 ordinary shares outstanding for fiscal year 2010.
(3) Each ADS represents three ordinary shares.

## Quarterly Highlights

- Net income reached during the fourth quarter totaled AR\$ 498.4 million, whereas not including the adjustments in public bond valuations, which are valued at mark-to-market, such net income was AR\$ 298.7 million.
- The Bank's net recurring income grew 38.1\% compared to the same quarter of 2010; while it did not register a significant variation compared to the previous quarter.
- The increased volume of private sector trading resulted in a steady growth of net financial income, which increased $53.1 \%$ in the last twelve months, while in the last quarter of 2011, the increase was $8.7 \%$.
- The private sector loan portfolio totaled AR\$ 22.8 billion as of December 31, 2011, growing 10.2\% in the last quarter. The main drivers for such expansion were discounted notes in commercial lending and car loans in the consumer segment.
- The Bank's total deposits reached AR\$ 29.3 billion by the end of the year, showing a slight increase of $2.71 \%$ during the last quarter. The increase in time deposits was superior to the increase in current accounts.


## Economic Environment

Economic activity recovered momentum, during the fourth quarter of 2011, as the Monthly Estimator of Economic Activity (EMAE) increased 0.6\% on average in October-November compared to the third quarter of the year.

Inflation, as measured by the Greater Buenos Aires Consumer Price Index (which is used to calculate the CER adjustment for some sovereign assets) increased in the fourth quarter by $2.1 \%$, accumulating $9.5 \%$ over the whole year.

The primary fiscal surplus of the national public sector was AR \$ 872 million during the October/November 2011 period. It plunged 630.0\% compared to the same period of the previous year. Total public sector revenues grew 15.3\% while fiscal expenditures grew at the higher rate of $26.0 \%$ during the same period.

Significant growth, in both pensions and transfers to the private sector were the most important determinants in the performance of fiscal expenditures during the October/ November 2011 period. The most important taxes such as VAT and Income tax were the main contributors to fiscal
results, growing $29.6 \%$ and $42.2 \%$ respectively during the fourth quarter. Total tax revenues increased 30\% showing a slight deceleration compared to the previous quarter.

The accumulated trade balance in the fourth quarter of 2011 ended with a surplus of USD 2.2 billion, $7.9 \%$ lower than the third quarter of the year, and $58.1 \%$ above the balance obtained in the same quarter of 2010. The surplus was the result of total exports of USD 20.7 billion, and total imports of USD 18.5 million, in the fourth quarter 2011. As a result, the trade balance for 2011 reached USD 10.3 million ( $-11.0 \%$ ), as exports grew $23.7 \%$ year-over-year to USD 84.3 billion, while imports increased by $30.8 \%$ to USD 73.9 billion.

In the foreign exchange market, the BCRA bought USD 446 million during the last quarter of 2011, in a remarkable contrast with the third quarter of the year during with the monetary authority sold USD 2.7 billion. The exchange rate (BCRA reference rate) closed at AR\$ 4.3032 per U.S. dollar on December 30, 2011, increasing 2.35\% compared to the rate at September 30, 2011. The stock of international reserves dropped USD 2.2 billion during the fourth quarter, ending at US\$ 46.4 billion by the end of December 2011.

The Badlar rate at private banks averaged $18.68 \%$ in the last quarter of 2011, an increase of 635 bp compared to the average of the quarter ended September 30, 2011.
Total deposits in the financial system increased 2.2\% on average in the fourth quarter of 2011 compared to the third quarter of 2011, while private sector deposits grew $2.7 \%$ in the same period. The main reason for the weak growth of private deposits was a drain of USD deposits that took place mainly during November 2011; such situation tended to stabilize during December 2011.

Private sector loans showed an increase of 10.9\% during the same period, the deceleration in the rate of growth was due to the increase in interest rates.

## The Bank

BBVA Francés continued implementing its business model, focused mainly on stimulating business activity and strengthening the relationship with customers, with special attention to quality of service provided in all service channels.

BBVA Francés' middle market segment had a successful year 2011, increasing its portfolio (over 50\% annually) and its market share (over 50 bp ), in all the products offered to small and middle size companies -agro- comex- institutions-, which allowed it to achieve the goals set at the beginning of the year. The solid model based on personal relationship has allowed the
development of the existing client portfolio and the addition of 1,400 new customers.

With a clear strategic vision aimed at improving the current client portfolio, the Bank continued its evaluation on the retail portfolio, offering its customers pre-approved products and immediate access in loans, credit cards and accounts. In addition, it continued to strengthen its credit cards, offering the best benefits related to the two most important strategic alliances: T4F and Lanpass. Furthermore, during 2011, the Bank launched two new affinity's groups; Boca and Peugeot.

The Bank continued to offer important benefits and promotions, mainly related to high value products such as appliances, technology, clothes and gastronomy, among others, aimed at meeting all of its client's needs. During the last quarter, as usual, BBVA Francés presented the summer benefits, with exclusive promotions for use at gas stations, restaurants, cinemas, beaches, entertainment and commercial shops.

The "Préstamo Simple" personal loan campaigned allowed the sales channels reach a record in consumer loans, increasing the portfolio by more than 50\% during the year, and gaining 25 bp in market share.

Finally, focusing on the social role that BBVA Francés assumes as one of Argentina's leading banks and following the BBVA Group's strategic plan for Corporate Social Responsibility, the Bank maintained its scholarship program with the purpose of integrating and keeping low income high school students in the educational system. Currently, the Fundación BBVA Francés manages 1,240 scholarships. During 2011, with the aim of promoting the BBVA Francés Scholarship program, the Bank entered into a sponsorship agreement with the Colon Theatre, to promote opera singing in cities around the country.

As usual, The Bank presented its traditional prize, the 22 ${ }^{\text {nd }}$, BBVA Francés Award to the Agricultural Entrepreneur, 9 entrepreneurs from a total of 42 participants, received prizes.

## Presentation of Financial Information

- Foreign currency balances as of December 30, 2011 have been translated into pesos at the reference exchange rate published by the BCRA. (\$ 4.3032/ US\$).
- This press release contains unaudited information that consolidates all of the banking activities of BBVA Banco Francés and its subsidiaries on a line-by-line basis. The Bank's share interest in the

Consolidar Group is shown as Investments in other companies (booked by the equity method) and the corresponding results are included in Income from equity investments.

- Information contained in this press release may differ from the information published by BBVA Group for Argentina, which is prepared according
to Spanish accounting standards for all BBVA Group affiliates.


## Financial Information

## Condensed Income Statement (1)

(in thousands of pesos except income per share, income per ADS and percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Net Financial Income | 975,824 | 453,510 | 739,037 | 115.2\% | 32.0\% |
| Provision for loan losses | $(40,197)$ | $(59,511)$ | $(64,287)$ | -32.5\% | -37.5\% |
| Net income from services | 402,072 | 388,895 | 290,356 | 3.4\% | 38.5\% |
| Administrative expenses | $(651,417)$ | $(569,822)$ | $(505,310)$ | 14.3\% | 28.9\% |
| Operating income | 686,282 | 213,072 | 459,796 | 222.1\% | 49.3\% |
| Income (Loss) from equity investments | 4,605 | 18,436 | 16,187 | -75.0\% | -71.6\% |
| Income (Loss) from Minority interest | $(5,868)$ | $(3,993)$ | $(4,997)$ | 47.0\% | 17.4\% |
| Other Income/Expenses | $(10,476)$ | $(19,475)$ | 7,634 | -46.2\% | -237.2\% |
| Income tax and Minimum Presumed Tax | $(176,161)$ | $(93,331)$ | $(80,748)$ | 88.7\% | 118.2\% |
| Net income for the period | 498,382 | 114,709 | 397,872 | 334.5\% | 25.3\% |
| Net income per share (2) | 0.93 | 0.21 | 0.74 | 334.5\% | 25.1\% |
| Net income per ADS (3) | 2.79 | 0.64 | 2.23 | 334.5\% | 25.1\% |

(1) Exchange rate: $4.3032 \mathrm{Ps}=1$ US\$
(2) Assumes 536,361,306 ordinary shares outstanding
(3) Each ADS represents three ordinary shares

During the fourth quarter of 2011, the Bank's net income totaled a gain of AR\$ 498.4 million. Such results include the non-recurring effects deriving from the decline in public bond valuations.

The following "pro forma" table presents the nonrecurring earnings.

| Condensed Income Statement PROFORMA <br> in thousands of pesos | 12/31/2011 <br> Recurring results | Non recurring Income | 12/31/2011 <br> Total results |
| :---: | :---: | :---: | :---: |
| Net Financial Income | 744,683 | 231,141 | 975,824 |
| Provision for loan losses | $(40,197)$ | - | $(40,197)$ |
| Net income from services | 402,072 | - | 402,072 |
| Administrative expenses | $(651,417)$ | - | $(651,417)$ |
| Operating income | 455,141 | 231,141 | 686,282 |
| Income (loss) from equity investments | 4,605 | - | 4,605 |
| Income (Loss) from Minority interest | $(5,868)$ | - | $(5,868)$ |
| Other Income/Expenses | $(10,476)$ | - | $(10,476)$ |
| Income tax and Minimum Presumed Tax | $(144,721)$ | $(31,440)$ | $(176,161)$ |
| Net income for the period | 298,681 | 199,701 | 498,382 |

In order to standardize the comparison with previous quarters; the analysis of the variations is made in terms of recurring results.

| in thousands of pesos | Quarter ended $12-31-11$ | Recurring results Quarter ended 09-30-11 | Quarter ended 12-31-10 | $\Delta \%$ quarter ended 12/31/11 vs quarter <br> $09-30-11$ $12-31-10$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Financial Income | 744,683 | 644,003 | 526,086 | 15.6\% | 41.6\% |
| Provision for loan losses | -40,197 | -59,511 | -64,287 | -32.5\% | -37.5\% |
| Net income from services | 402,072 | 388,895 | 290,356 | 3.4\% | 38.5\% |
| Administrative expenses | -651,417 | -569,822 | -505,310 | 14.3\% | 28.9\% |
| Operating income | 455,141 | 403,565 | 246,845 | 12.8\% | 84.4\% |
| Income (Loss) from equity investments | 4,605 | 18,436 | 16,187 | -75.0\% | -71.6\% |
| Income (Loss) from Minority interest | -5,868 | -3,993 | -4,997 | 47.0\% | 17.4\% |
| Other Income/Expenses | -10,476 | -19,475 | 7,634 | -46.2\% | -237.2\% |
| Income tax and Minimum Presumed Tax | -144,721 | -106,811 | -49,321 | 35.5\% | 193.4\% |
| Net income for the period | 298,681 | 291,722 | 216,348 | 2.4\% | 38.1\% |

As of December 31, 2011, BBVA Francés total net income reached AR\$ 298.7 million; representing an increase of $38.1 \%$ compared to the same quarter in 2010, while it not register a significant variation compared to the previous quarter of 2011.

Net financial income grew $41.6 \%$ and $15.6 \%$ compared to the quarters ended December 31, 2011 and September 30, 2011; respectively. Such increase reflects the significant growth in the volume of intermediation with the private business.

As a consequence of the periodic monitoring BBVA Francés makes of loan portfolio behavior and the type of financings, provision for loan losses registered a
decrease during the fourth quarter, compared to the same quarter of 2010 and with the previous quarter.

Net income from services also registered a significant increase, growing $38.5 \%$ in the last twelve months, while the increase compared to the previous quarter was $3.4 \%$.

Administrative expenses increased 28.9\% compared to the fourth quarter of 2010 and $14.3 \%$ compared to the previous quarter.

Other/Income Expenses registered a loss or AR\$ 10.5 million. During the fourth quarter, lower provisions for other contingencies were registered compared to the previous quarter.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Return on Average Assets (1) | 5.3\% | 1.3\% | 5.3\% | 300.2\% | 0.2\% |
| Return on Average Shareholders' Equity | 55.1\% | 13.9\% | 45.2\% | 297.2\% | 21.9\% |
| Net fee Income as a \% of Recurrent Operating Income | 35.1\% | 37.7\% | 35.6\% | -6.9\% | -1.4\% |
| Net fee Income as a \% of Administrative Expenses | 61.7\% | 68.2\% | 57.5\% | -9.6\% | 7.4\% |
| Adm. Expenses as a \% of Recurrent Operating Income (2) | 56.8\% | 55.2\% | 61.9\% | 3.0\% | -8.2\% |

(1) Annualized.
(2) Adm.Expenses / (Net financial income + Net income from services)

The book value version of the income statement is considered in the line item analysis.

## Net Financial Income

Net financial income reflected the significant expansion in the volume of business activity, maintaining the upward trend in net income, which grew $53.1 \%$ and $8.7 \%$ compared to the fourth quarter of 2010 and to the previous quarter, respectively.

As previously mentioned, the net financial income result includes the non-recurring income originated by variations in the valuation of public securities. Such results totaled gains in the fourth quarter of 2011 and 2010 of AR\$ 231.1 million and AR\$ 212.9 million, respectively, whereas the quarter ended on September 30, 2011 showed a loss or AR\$ 190.5 million.

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Net financial income | 975,824 | 453,510 | 739,037 | 115.2\% | 32.0\% |
| Net income from financial intermediation | 430,551 | 396,134 | 281,200 | 8.7\% | 53.1\% |
| CER adjustment | 27,798 | 29,102 | 27,896 | -4.5\% | -0.4\% |
| Income from securities and short term investments | 381,062 | -76,226 | 361,066 | n/a | 5.5\% |
| Interest on Government guaranteed loans | 6,218 | 8,817 | 16,910 | -29.5\% | -63.2\% |
| Foreign exchange difference | 51,336 | 66,029 | 38,719 | -22.3\% | 32.6\% |
| Others | 78,859 | 29,654 | 13,246 | 165.9\% | 495.3\% |

## Income from Public and Private Securities

Beginning on March 1, 2011, according to BCRA Communication A 5180, there was a change in the presentation criteria on which public assets were registered, rendering the "available for sale" category no longer valid; consequently, the unrealized valuation difference generated by such portfolio was recorded in the income statement.

The Bank has the discretion to mark-to market its total public bonds portfolio; because of that, such income includes the unrealized losses/gains from variations in the valuations of the portfolio.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Income from securities and short-term investments | 381,062 | -76,226 | 361,066 | -599.9\% | 5.5\% |
| Holdings booked at fair value | 294,896 | $(132,924)$ | - | -321.9\% | n/a |
| Holdings booked at amortized cost | - |  | - | n/a | n/a |
| Trading account | - | - | 136,980 | n/a | n/a |
| Available for sale | - | - | 24,292 | n/a | n/a |
| Bills and Notes from the Central Bank | 76,477 | 58,339 | 59,148 | 31.1\% | 29.3\% |
| Other fixed income securities | 9,689 | $(1,641)$ | 140,645 | -690.5\% | -93.1\% |
| CER adjustment | 27,837 | 29,142 | 27,943 | -4.5\% | -0.4\% |

## Net Income from Services

The increase in net income from services also reflects the growth in the business activity level; such income grew 38.5\% en the last twelve months and maintained a similar level compared to the previous quarter.

The increase in the last twelve months was driven by higher consumption with credit cards, higher fees
originated by services from deposits and growth in insurance sales.

Service charge expenses grew mainly due to the increase in benefits offered for credit card consumption.

Compared to the previous quarter, both service charge income and expenses were affected by credit card consumption, growing $7.7 \%$ and $21.7 \%$, respectively.

|  | Quarter ended |  |  | $\Delta \%$ quarter ended $12 / 31 / 11 \mathrm{vs}$ quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Net income from services | 402,072 | 388,895 | 290,356 | 3.4\% | 38.5\% |
| Service charge income | 545,552 | 506,774 | 417,549 | 7.7\% | 30.7\% |
| Service charges on deposits accounts | 125,265 | 124,282 | 101,279 | 0.8\% | 23.7\% |
| Credit cards and operations | 204,404 | 174,436 | 141,790 | 17.2\% | 44.2\% |
| Insurance | 48,707 | 44,439 | 38,951 | 9.6\% | 25.0\% |
| Capital markets and securities activities | 10,020 | 5,983 | 10,149 | 67.5\% | -1.3\% |
| Fees related to foreign trade | 19,608 | 22,157 | 19,571 | -11.5\% | 0.2\% |
| Other fees | 137,549 | 135,476 | 105,810 | 1.5\% | 30.0\% |
| Services Charge expense | $(143,480)$ | $(117,879)$ | $(127,194)$ | 21.7\% | 12.8\% |

## Administrative Expenses

Administrative expenses increased $28.9 \%$ and $14.3 \%$ compared to the same quarter in 2010 and to the previous quarter, respectively.

Personnel expenses grew in the last twelve months, mainly due to gradually increasing wages according to the agreement reached with the labor unions.

General expenses increased 36.0\% during the same period, due to higher advertising expenses resulting from major commercial campaigns; as well a higher tax charge, in addition to the charges related directly to the activity level and to price adjustments related to structural fixed costs, (cleaning, rent and security).

During the last quarter, personnel expenses increased $17 \%$, such growth was mainly due to the adjustment to variable compensation, and increased spending on
services contracted by third parties primarily for marketing cards

General expenses grew 10.9\% in the last quarter due to higher charges in advertising campaigns associated with credit cards launched during the quarter, with the events held in the summer season for clients VIP, Agro, Comex, among others, and the summer benefits and promotions in different tourist spots.

As of December 31, 2011, the Bank and its subsidiaries (except the Consolidar Group) had 5,017 employees. The branch' office network totaled 268 offices, including 240 consumer branch offices and 28 branch offices specializing in the middle-market segment. Corporate banking included 7 business units grouped by industry. Complementing its distribution network, the Bank has 14 in -company branches and 2 point of sale outlets, 654 ATM's and 695 quick deposit boxes (QDBs).
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended $12 / 31 / 11 \mathrm{vs}$ quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Administrative expenses | $(651,417)$ | $(569,822)$ | $(505,310)$ | 14.3\% | 28.9\% |
| Personnel expenses | $(370,731)$ | $(316,751)$ | $(298,849)$ | 17.0\% | 24.1\% |
| Electricity and Communications | $(10,936)$ | $(11,280)$ | $(10,700)$ | -3.0\% | 2.2\% |
| Advertising and Promotion | $(43,272)$ | $(25,015)$ | $(27,028)$ | 73.0\% | 60.1\% |
| Honoraries | $(9,016)$ | $(14,123)$ | $(10,655)$ | -36.2\% | -15.4\% |
| Taxes | $(45,271)$ | $(43,482)$ | $(33,662)$ | 4.1\% | 34.5\% |
| Organization and development expenses | $(8,013)$ | $(7,401)$ | $(5,756)$ | 8.3\% | 39.2\% |
| Amortizations | $(17,548)$ | $(16,654)$ | $(15,334)$ | 5.4\% | 14.4\% |
| Other | $(146,630)$ | $(135,116)$ | $(103,326)$ | 8.5\% | 41.9\% |

## Other Income / Expenses

## Income from Equity Investments

Income from equity investments sets forth net income from related companies that are not consolidated. During the last quarter of 2011 a gain of AR\$ 4.6 million was recorded, mainly due to BBVA Frances' stake in the Rombo Compañia Financiera.

## Balance and activity

## Total Public Sector Exposure

The presentation criteria for public bonds and BCRA instruments were modified as of March 1, 2011 in accordance with the mentioned BCRA Communication "A5180".

In line with the new regulation, holdings recorded in the "available for sale category" were reclassified in "holdings booked at fair value" and in "central bank instruments" line items.

Exposure to the public sector's National treasury decreased $41.2 \%$ compared to the same quarter of 2010 mainly due to amortizations, sale of part of the portfolio and lower valuations, while compared to the previous quarter the portfolio did not register a significant variation.

The Bank's portfolio of BCRA bills and notes increased compared to the same quarter of 2010 and to the previous quarter.

As of December 31, 2011, public sector national treasure assets represented 6.0\% of the Bank's total assets. Total exposure to BCRA's bills and notes net of holdings linked to reverse repo transactions, represented 5.8\% of the Bank's total assets.

Total exposure to the public sector includes public debt of the national treasury through public securities, guaranteed loans and trustees, as well as, the BCRA's bills and notes.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended $12 / 31 / 11$ vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Public Sector - National Government | 2,328,662 | 2,308,401 | 3,959,098 | 0.9\% | -41.2\% |
| Loans to the Federal government \& Provinces | 46,027 | 129,090 | 197,778 | -64.3\% | -76.7\% |
| Total bond portfolio | 2,113,391 | 2,013,426 | 3,588,133 | 5.0\% | -41.1\% |
| Holdings book at fair value | 2,081,053 | 1,988,997 | - | 4.6\% | n.a. |
| Holdings book at amortized cost | 164 | 164 | - | 0.0\% | n.a. |
| Trading | - | - | 212,180 | n.a. | n.a. |
| Unlisted | - | - | 2,055,451 | n.a. | n.a. |
| Available for sale | - | - | 1,228,297 | n.a. | n.a. |
| Other government bonds | 32,174 | 24,265 | 92,205 | 32.6\% | -65.1\% |
| Trustees | 169,428 | 166,068 | 173,375 | 2.0\% | -2.3\% |
| Allowances | (184) | (183) | (189) | 0.5\% | -2.6\% |
| Bills and Notes from Central Bank | 3,447,972 | 2,712,121 | 2,028,659 | 27.1\% | 70.0\% |
| Own portfolio | 2,257,666 | 1,878,570 | 2,028,659 | 20.2\% | 11.3\% |
| Reverse repo w/Central Bank | $(1,190,306)$ | $(833,551)$ | - | 42.8\% | n.a. |
| Total exposure to the Public Sector | 5,776,634 | 5,020,522 | 5,987,756 | 15.1\% | -3.5\% |
| Total exposure to the Public Sector without repos | 4,586,328 | 4,186,971 | 5,987,756 | 9.5\% | -23.4\% |

## Loan Portfolio

As of December 31, 2011, the private sector loan portfolio totaled AR\$ 22.3 billion, growing 50.3\% in the last twelve months and $10.2 \%$ in the last quarter. Such increases are mainly due to the significant expansion of financings to the retail and middle market segments.

Following the upward trend of the last quarters, the different segments registered significant growth in their portfolios. In the last twelve months loans to small and middle size companies grew 53\%, the retail portfolio grew $47 \%$ and finances to large corporations 43\%.

The increase in discounted notes, loans to finance foreign trade operations and leasing were the drivers of the expansion in the middle market segment; whereas growth in personal loans, credit cards and car loans did the same in the consumer segment, while other loans and advances drove the increase in wholesale banking.

Compared to the previous quarter, the increase was mainly due to the expansion of the retail portfolio (12\%), while loans to both, middle market businesses and to the corporate segment grew at a rate of $8 \%$.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Private \& Financial sector loans | 22,829,860 | 20,723,080 | 15,191,356 | 10.2\% | 50.3\% |
| Advances | 2,881,498 | 2,659,997 | 2,366,957 | 8.3\% | 21.7\% |
| Discounted and purchased notes | 3,412,091 | 2,979,318 | 2,086,979 | 14.5\% | 63.5\% |
| Consumer Mortgages | 915,156 | 890,670 | 840,841 | 2.7\% | 8.8\% |
| Car secured loans | 1,651,776 | 1,435,982 | 831,981 | 15.0\% | 98.5\% |
| Personal loans | 3,761,698 | 3,454,081 | 2,473,299 | 8.9\% | 52.1\% |
| Credit cards | 3,448,437 | 2,909,836 | 2,457,922 | 18.5\% | 40.3\% |
| Loans to financial sector | 1,045,641 | 902,955 | 517,193 | 15.8\% | 102.2\% |
| Other loans | 5,829,606 | 5,681,352 | 3,817,382 | 2.6\% | 52.7\% |
| Unaccrued interest | $(89,332)$ | $(50,474)$ | $(28,292)$ | 77.0\% | 215.8\% |
| Adjustment and accrued interest \& exchange differences receivable | 418,262 | 288,232 | 223,321 | 45.1\% | 87.3\% |
| Less: Allowance for loan losses | $(444,973)$ | $(428,869)$ | $(396,227)$ | 3.8\% | 12.3\% |
| Loans to public sector | 46,027 | 129,090 | 197,778 | -64.3\% | -76.7\% |
| Loans to public sector | 25,045 | 45,836 | 67,317 | -45.4\% | -62.8\% |
| Adjustment and accrued interest \& exchange differences receivable | 20,982 | 83,254 | 130,461 | -74.8\% | -83.9\% |
| Net total loans | 22,875,887 | 20,852,170 | 15,389,134 | 9.7\% | 48.6\% |

## Asset Quality

The asset quality ratio (non-performing loans/total loans) was $0.45 \%$ as of December 31, 2011, improving compared to the same quarter in 2010 and maintaining a similar level to that in the previous quarter. The coverage ratio (provisions/nonperforming loans) reached 422.1\%.

Such ratios allow the Bank to continue being the leader in the Argentine financial system in terms of asset quality.

It is important to note that in line with this performance and as a result of the Bank's periodic monitoring of the portfolio' performance and types of financing, it modified its allowances' policy during the year to adapt it to the default and expected loss estimates.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Non-performing loans (1) | 105,409 | 93,854 | 80,377 | 12.3\% | 31.1\% |
| Allowance for loan losses | $(444,973)$ | $(428,869)$ | $(396,227)$ | 3.8\% | 12.3\% |
| Non-performing loans/net total loans | 0.45\% | 0.44\% | 0.51\% | 2.5\% | -11.2\% |
| Non-performing private loans/net private loans | 0.45\% | 0.44\% | 0.52\% | 2.1\% | -12.2\% |
| Allowance for loan losses/non-performing loans | 422.14\% | 456.95\% | 492.96\% | -7.6\% | -14.4\% |
| Allowance for loan losses/net total loans | 1.91\% | 2.02\% | 2.51\% | -5.3\% | -24.0\% |

The following table shows the evolution of provisions for loan losses, including charges relating to
transactions recorded under "Other receivables" from financial intermediation.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended $12 / 31 / 11$ vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Balance at the beginning of the quarter | 433,224 | 396,060 | 354,238 | 9.4\% | 22.3\% |
| Increase / decrease | 40,197 | 59,511 | 64,287 | -32.5\% | -37.5\% |
| Provision increase / decrease - Exchange rate difference | 1,180 | 999 | 115 | 18.1\% | -926.1\% |
| Decrease | $(25,859)$ | $(23,346)$ | $(17,438)$ | 10.8\% | 48.3\% |
| Balance at the end of the quarter | 448,742 | 433,224 | 401,202 | 3.6\% | 11.8\% |

## Deposits

Total deposits reached AR\$ 29.3 billion as of December 31, 2011, an increase of $29.9 \%$ and $2.7 \%$ compared to the same quarter of 2010 and to the previous quarter, respectively.

In the last twelve months, both time deposits as well as sight accounts registered significant growth, increasing $31.1 \%$ and $27.7 \%$, respectively. During the fourth quarter of 2011 time deposits grew 4.6\% and sight accounts remained at the same level as in the previous quarter.

Currency deposits denominated in pesos increased $35.8 \%$ in the last twelve months and $8.2 \%$ in the last quarter.

Deposits denominated in foreign currency increased $8.5 \%$ in the last twelve months but decreased 16.5\% compared to the quarter ended September 30, 2011.

By the end of December 31, 2011 deposits denominated in foreign currency reached AR\$ 5.3 billion (equivalent to US\$ 1.2 billion), representing $18.1 \%$ of the Bank's total deposits, such ratio decreased compared to the same quarter of 2010 and to the previous quarter..
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended $12 / 31 / 11 \mathrm{vs}$ quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 06-30-10 |
| Total deposits | 29,217,483 | 28,442,659 | 22,474,802 | 2.7\% | 30.0\% |
| Current accounts | 6,755,406 | 6,623,847 | 5,184,414 | 2.0\% | 30.3\% |
| Peso denominated | 6,749,253 | 6,612,581 | 5,180,672 | 2.1\% | 30.3\% |
| Foreign currency | 6,153 | 11,266 | 3,742 | -45.4\% | 64.4\% |
| Saving accounts | 9,489,761 | 9,477,688 | 7,533,437 | 0.1\% | 26.0\% |
| Peso denominated | 6,207,103 | 5,435,890 | 4,690,687 | 14.2\% | 32.3\% |
| Foreign currency | 3,282,658 | 4,041,798 | 2,842,750 | -18.8\% | 15.5\% |
| Time deposits | 12,234,070 | 11,697,076 | 9,333,132 | 4.6\% | 31.1\% |
| Peso denominated | 10,436,257 | 9,636,013 | 7,443,061 | 8.3\% | 40.2\% |
| CER adjusted time deposits | 996 | 846 | 697 | 17.7\% | 42.9\% |
| Foreign currency | 1,796,817 | 2,060,217 | 1,889,374 | -12.8\% | -4.9\% |
| Investment Accounts | 220,527 | 136,015 | 80,904 | 62.1\% | 172.6\% |
| Peso denominated | 220,527 | 136,015 | 80,904 | 62.1\% | 172.6\% |
| Other | 517,719 | 508,033 | 342,915 | 1.9\% | 51.0\% |
| Peso denominated | 308,411 | 283,439 | 198,539 | 8.8\% | 55.3\% |
| Foreign currency | 209,308 | 224,594 | 144,376 | -6.8\% | 45.0\% |
| Rescheduled deposits + CEDROS (*) | 38,285 | 41,075 | 48,351 | -6.8\% | -20.8\% |
| Peso denominated | 38,285 | 41,075 | 48,351 | -6.8\% | -20.8\% |
| Total deposits + Rescheduled deposits \& CEDROS | 29,255,768 | 28,483,734 | 22,523,153 | 2.7\% | 29.9\% |

[^0]
## Other Funding Sources

Other funding sources totaled AR\$ 2.2 billion as of December 31, 2011, increasing compared to the quarters ended December 31, 2010 and September 30, 2011.

Such growth was due to the issuances of negotiable obligations by both the Bank and PSA Finance together with the increase in dollar funding lines to finance foreign trade operations.

In August 2011, PSA Finance issued its Series 3 Notes due August 2013 for AR\$ 70 million. The proceeds were applied to finance new operations during August and September 2011.

In addition, on September 13, 2011 BBVA Francés issued its Series 1 negotiable obligations, maturing in 18 months for an amount of AR\$ 185 million.
$46.5 \%$ of the balances shown in the table below were denominated in foreign-currency at the end of September 2011.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 12-31-10 |
| Lines from other banks | 919,520 | 578,071 | 209,609 | 59.1\% | 338.7\% |
| Senior Bonds | 294,393 | 304,387 | 70,000 | -3.3\% | 320.6\% |
| Other banking liabilities | 1,213,913 | 882,458 | 279,609 | 37.6\% | 334.1\% |
| Subordinated Debt | - | - | - | - |  |
| Total other funding sources | 1,213,913 | 882,458 | 279,609 | 37.6\% | 334.1\% |

## Capitalization

As of December 31, 2011, the Bank's total shareholder's equity totaled AR\$ 3.9 billion; representing an excess of AR\$ 1.3 billion over the BCRA capital requirements.

On the same date, the capital ratio reached 15.5\% of assets adjusted to risk.

It should be noted that 516,544 ordinary shares were issued as part of the Consolidar Comercializadora merger in September 2011.
(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capital Stock | 536,878 | 536,878 | 536,361 | 0.0\% | 0.1\% |
| Issuance premiums | 182,511 | 182,511 | 175,132 | 0.0\% | 4.2\% |
| Adjustments to stockholders equity | 312,979 | 312,979 | 312,979 | 0.0\% | 0.0\% |
| Subtotal | 1,032,368 | 1,032,368 | 1,024,472 | 0.0\% | 0.8\% |
| Reserves on Profits | 1,042,021 | 1,042,021 | 802,385 | 0.0\% | 29.9\% |
| Unappropriated retained earnings | 1,793,868 | 1,295,486 | 1,831,928 | 38.5\% | -2.1\% |
| Unrealized valuation difference | - | - | 88,130 | - |  |
| Total stockholders'equity | 3,868,257 | 3,369,875 | 3,746,915 | 14.8\% | 3.2\% |

(in thousands of pesos except percentages)

|  | Quarter ended |  |  | $\Delta \%$ quarter ended 12/31/11 vs quarter ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12-31-11 | 09-30-11 | 12-31-10 | 09-30-11 | 06-30-10 |
| Central Bank Minimum Capital Requirements | 2,544,761 | 2,427,389 | 2,144,846 | 4.8\% | 18.6\% |
| Central Bank Minimum Capital Requirements ( $\mathrm{a}, \mathrm{b}$ ) | 2,381,147 | 2,225,547 | 1,924,898 | 7.0\% | 23.7\% |
| Market Risk | 72,925 | 100,714 | 127,025 | -27.6\% | -42.6\% |
| Increase in capital requirements related to custody | 90,689 | 101,128 | 92,923 | -10.3\% | -2.4\% |
| a) Central Bank Minimum Capital Requirements | 2,381,147 | 2,225,547 | 1,924,898 | 7.0\% | 23.7\% |
| Allocated to Asset at Risk | 1,788,018 | 1,734,060 | 1,307,406 | 3.1\% | 36.8\% |
| Allocated to Immobilized Assets | 145,887 | 122,023 | 103,164 | 19.6\% | 41.4\% |
| Interest Rate Risk | 373,642 | 290,542 | 227,840 | 28.6\% | 64.0\% |
| Loans to Public Sector and Securities in Investment | 73,600 | 78,922 | 286,488 | -6.7\% | -74.3\% |
| Non Compliance of Other Credit Regulations | - | - | - | - |  |
| b) Minimum capital required for Pension Funds (AFJPs) to act as securities custodian and registrar of mortgage notes | 400,000 | 404,513 | 1,858,458 | -1.1\% | -78.5\% |
| 5\% of the securities in custody and book-entry notes | 400,000 | 404,513 | 1,858,458 | -1.1\% | -78.5\% |
| Bank Capital Calculated under Central Bank Rules | 3,825,125 | 3,499,739 | 3,811,371 | 9.3\% | 0.4\% |
| Core Capital | 2,862,679 | 2,862,679 | 2,460,605 | 0.0\% | 16.3\% |
| Minority Interest | 164,209 | 153,642 | 251,096 | 6.9\% | -34.6\% |
| Supplemental Capital | 887,444 | 568,375 | 1,173,652 | 56.1\% | -24.4\% |
| Deductions | $(89,207)$ | $(84,957)$ | $(73,982)$ | 5.0\% | 20.6\% |
| Excess over Required Capital | 1,280,364 | 1,072,350 | 1,666,525 | 19.4\% | -23.2\% |
| Capital Ratio (Central Bank rules) | 15.5\% | 15.5\% | 20.1\% | -0.4\% | -23.1\% |
| Excess over Required Capital as a \% of Shareholders 'Equity | 33.1\% | 31.8\% | 44.5\% | 4.0\% | -25.6\% |

## Additional Information

(in thousands of pesos except percentages)


This press release contains or may contain certain forward-looking statements within the meaning of the United States Securities Litigation Reform Act of 1995, including, among other things, concerning the prospects of the Argentine economy, BBVA Francés' earnings, business plans, costreduction plans, and capitalization plan, and trends affecting BBVA Francés' financial condition or results of operations. Any forward-looking statements included in this press release are based on current expectations and estimates, but actual results and events may differ materially from anticipated future results and events. Certain factors which could cause the actual results and events to differ materially from the expected results or events include: (1) changes in domestic or international stock market prices, exchange rates or interest rates; (2) macroeconomic, regulatory, political or governmental changes; (3) changes in the markets for BBVA Francés' products and services; (4) increased competition; (5) changes in technology; or (6) changes in the financial condition, creditworthiness or solvency of the customers, debtors or counterparties of BBVA Francés. Additional factors that could cause the actual results or events to differ materially from the expected results or events are described in the reports filed by BBVA Francés with the United States Securities and Exchange Commission (SEC), including, but not limited to, BBVA Francés' annual report on Form 20-F and exhibits thereto. BBVA Francés does not undertake to revise or update any of the information contained herein under any circumstances, including if at any moment following dissemination of such information it is no longer accurate or complete.

## Conference Call

A conference call to discuss fourth quarter earnings will be held on Friday, February 10th, 2012, at 12:30 PM New York time - 14.30 PM Buenos Aires time. If you are interested in participating, please dial (888) 4870361 within the U.S. or +1 (719) 4572604 outside the U.S. at least 5 minutes prior to our conference. Confirmation code: 8259427

Internet
This press release is also available at BBVA Francés web site:
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BBVA Banco Francés S.A. and subsidiaries (Grupo Consolidar: by the equity method) BALANCE SHEET (in thousands of pesos)

|  | 12-31-11 | 09-30-11 | 06-30-11 | 12-31-10 |
| :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | 6,353,392 | 7,367,878 | 6,973,953 | 5,690,995 |
| Govemment and Private Securities | 5,547,755 | 4,716,847 | 4,815,348 | 5,537,796 |
| Holdings booked at fair value | 2,081,053 | 1,988,997 | 2,424,085 |  |
| Holdings booked at amortized cost | 164 | 164 | 170 |  |
| Trading account (listed securities) |  |  |  | 4,813 |
| Available for sale |  |  |  | 1,228,297 |
| Reverse repo w/Central Bank | - | 833,551 | 371,936 |  |
| Unlisted |  |  |  | 2,055,451 |
| Listed Private Securities | 18,750 | 15,748 | 14,990 | 13,398 |
| Bills and Notes from the Central Bank | 3,447,972 | 1,878,570 | 2,004,357 | 2,236,026 |
| Less: Allowances | (184) | (183) | (190) | (189) |
| Loans | 22,875,887 | 20,852,170 | 18,507,603 | 15,389,134 |
| Loans to the private \& financial sector | 22,829,860 | 20,723,080 | 18,386,111 | 15,191,356 |
| Advances | 2,881,498 | 2,659,997 | 2,884,498 | 2,366,957 |
| Discounted and purchased notes | 3,412,091 | 2,979,318 | 2,452.570 | 2,086,979 |
| Secured with mortgages | 915,156 | 890,670 | 844,538 | 840,841 |
| Carsecured loans | 1,651,776 | 1,435,982 | 1,171,505 | 831,981 |
| Personal loans | 3,761,698 | 3,454,081 | 3,014,398 | 2,473,299 |
| Credit cards | 3,448,437 | 2,909,836 | 2,877,488 | 2,457,922 |
| Loans to financial sector | 1,045,641 | 902,955 | 688,227 | 517,193 |
| Other loans | 5,829,606 | 5,681,352 | 4,638,296 | 3,817,382 |
| Less:Unaccrued interest | $(89,332)$ | $(50,474)$ | $(34,275)$ | $(28,292)$ |
| Plus: Interest \& FX differences receivable | 418,262 | 288,232 | 240,686 | 223,321 |
| Less: Allowance for loan losses | $(444,973)$ | $(428,869)$ | (391,820) | $(396,227)$ |
| Public Sector loans | 46,027 | 129,090 | 121,492 | 197,778 |
| Principal | 25,045 | 45,836 | 41,509 | 67,317 |
| Plus: Interest \& FX differences receivable | 20,982 | 83,254 | 79,983 | 130,461 |
| Other banking receivables | 1,948,285 | 1,461,563 | 874,172 | 997,607 |
| Repurchase agreements | 1,077,218 | 751,449 | 334,826 |  |
| Unlisted private securities | 13,424 | 8,398 | 1,684 | 78,688 |
| Unlisted Private securities:Trustees |  | 119 | 119 | 119 |
| Other banking receivables | 861,412 | 705,952 | 541,783 | 923,775 |
| Less: provisions | (3,769) | $(4,355)$ | $(4,240)$ | $(4,975)$ |
| Investments in other companies | 137,222 | 140,081 | 127,447 | 311,089 |
| Intangible assets | 80,978 | 78,186 | 76,303 | 63,700 |
| Organization and development charges | 80,978 | 78,186 | 76,303 | 63,700 |
| Other assets | 2,037,488 | 1,793,892 | 1,659,409 | 1,407,938 |
| Total Assets | 38,981,007 | 36,410,617 | 33,034,235 | 29,398,259 |
| Deposits | 29,255,768 | 28,483,734 | 26,152,170 | 22,523,153 |
| Currentaccounts | 6,755,406 | 6,623,847 | 6,206,011 | 5,184,414 |
| Saving accounts | 9,489,761 | 9,477,688 | 8,831,035 | 7,533,437 |
| Time deposits | 12,234,070 | 11,697,076 | 10,450,636 | 9,333,132 |
| Investment Accounts | 220,527 | 136,015 | 83,107 | 80,904 |
| Rescheduled deposits CEDROS | 38,285 | 41,075 | 45,027 | 48,351 |
| Other deposits | 517,719 | 508,033 | 536,354 | 342,915 |
| Other banking Liabilities | 4,268,328 | 3,367,831 | 2,517,333 | 1,989,427 |
| Other provisions | 395,000 | 395,286 | 354,527 | 325,932 |
| Other contingencies | 394,533 | 394,842 | 354,089 | 325,494 |
| Guarantees | 467 | 444 | 438 | 438 |
| Other liabilities | 1,120,901 | 727,004 | 700,043 | 743,816 |
| Minority interest | 72,753 | 66,887 | 62,892 | 69,016 |
| Total Liabilities | 35,112,750 | 33,040,742 | 29,786,965 | 25,651,344 |
| Total Stockholders' equity | 3,868,257 | 3,369,875 | 3,247,270 | 3,746,915 |
| Total liabilities + stockholders' equity | 38,981,007 | 36,410,617 | 33,034,235 | 29,398,259 |

BBVA Banco Francés S.A. and subsidiaries (Grupo Consolidar: by the equity method) INCOME STATEMENT (in thousands of pesos)

|  | 12-31-11 | 09-30-11 | 06-30-11 | 12-31-10 |
| :---: | :---: | :---: | :---: | :---: |
| Financial income | 1.463.154 | 787.427 | 803.607 | 975.221 |
| Interest on Cash and Due from Banks | - | 1 | 1 |  |
| Interest on Loans Granted to the Financial Sector | 50.793 | 36.516 | 26.529 | 17.988 |
| Interest on Overdraft | 136.402 | 111.123 | 88.666 | 85.450 |
| Interest on Discounted and purchased notes | 118.987 | 80.912 | 62.145 | 51.437 |
| Interest on Mortgages | 34.447 | 31.781 | 30.119 | 29.080 |
| Interest on Car Secured Loans | 65.858 | 50.722 | 41.132 | 30.910 |
| Interest on Credit Card Loans | 111.347 | 89.918 | 84.215 | 66.096 |
| Interest on Financial Leases | 36.045 | 29.988 | 26.186 | 20.837 |
| Interest on Other Loans | 349.223 | 290.653 | 241.830 | 203.277 |
| From Other Banking receivables | 10.542 | 8.243 | 7.775 | 4.528 |
| Interest on Government Guaranteed Loans Decree 1387/01 | 6.218 | 8.817 | 12.919 | 16.910 |
| Income from Securities and Short Term Investments | 381.062 | (76.226) | 65.648 | 361.066 |
| Net Income from options | 454 | (137) | (552) | 2.271 |
| CER | 27.837 | 29.142 | 31.022 | 27.943 |
| Foreign exchange difference | 51.336 | 66.029 | 54.564 | 38.719 |
| Other | 82.603 | 29.945 | 31.408 | 18.709 |
| Financial expenses | -487.330 | -333.917 | (280.499) | (236.184) |
| Interest on Current Account Deposits | - | 3 | (3) | (6) |
| Interest on Saving Account Deposits | (2.755) | (2.412) | (2.114) | (1.758) |
| Interest on Time Deposits | (380.253) | (258.533) | (219.572) | (172.867) |
| Interest on Other Banking Liabilities | (32.707) | (16.405) | (10.728) | (7.276) |
| Other interests (includes Central Bank) | (2.480) | (2.148) | (332) | (3.726) |
| CER | (39) | (40) | (42) | (47) |
| Bank Deposit Guarantee Insurance system mandatory contributions | (12.410) | (11.323) | (10.594) | (9.778) |
| Mandatory contributions and taxes on interest income | (52.488) | (42.905) | (37.141) | (32.992) |
| Other | (4.198) | (154) | 27 | (7.734) |
| Net financial income | 975.824 | 453.510 | 523.108 | 739.037 |
| Provision for loan losses | (40.197) | (59.511) | 8.621 | (64.287) |
| Income from services, net of other operating expenses | 402.072 | 388.895 | 343.160 | 290.356 |
| Administrative expenses | (651.417) | (569.822) | (535.616) | (505.310) |
| Income (loss) from equity investments | 4.605 | 18.436 | 38.459 | 16.187 |
| Net Other income | (10.476) | (19.475) | 22.177 | 7.634 |
| Income (loss) from minority interest | (5.868) | (3.993) | (4.358) | (4.997) |
| Income before tax | 674.543 | 208.040 | 395.551 | 478.620 |
| Income tax | (176.161) | (93.331) | (198.547) | (80.748) |
| Net income | 498.382 | 114.709 | 197.004 | 397.872 |

BBVA Banco Francés S.A. and subsidiaries (Grupo Consolidar consolidated on a line by line basis)

|  | 12-31-11 | 09-30-11 | 06-30-11 | $\mathbf{1 2 - 3 1 - 1 0}$ |
| :--- | ---: | ---: | ---: | ---: |
| Cash and due from banks | $6,353,428$ | $7,367,916$ | $6,974,023$ | $5,691,806$ |
| Government Securities | $5,565,029$ | $4,723,981$ | $4,821,760$ | $7,495,382$ |
| Loans | $22,875,885$ | $20,888,599$ | $18,507,603$ | $16,699,852$ |
| Other Banking Receivables | $1,948,285$ | $1,461,563$ | 874,172 | $1,043,859$ |
| Assets Subject to Financial Leasing | 907,087 | 801,297 | 671,094 | 534,457 |
| Investments in other companies | 126,288 | 125,351 | 113,001 | 110,138 |
| Other assets | $1,229,643$ | $1,088,597$ | $1,081,111$ | $1,004,752$ |
| Total Assets | $39,005,645$ | $36,457,304$ | $33,042,764$ | $32,580,246$ |
| Deposits | $29,165,704$ | $28,428,263$ | $26,066,775$ | $22,461,307$ |
| Other banking liabilities | $4,268,519$ | $3,367,831$ | $2,517,333$ | $1,992,801$ |
| Minority interest | 82,109 | 79,491 | 75,253 | 179,192 |
| Other liabilities | $1,621,056$ | $1,211,844$ | $1,136,133$ | $4,200,031$ |
| Total Liabilities | $35,137,388$ | $33,087,429$ | $29,795,494$ | $28,833,331$ |
| Total Stockholders'Equity | $3,868,257$ | $3,369,875$ | $3,247,270$ | $3,746,915$ |
| Stockholders ${ }^{\prime}$ Equity + Liabilities | $39,005,645$ | $36,457,304$ | $33,042,764$ | $32,580,246$ |

Net Income

|  | $12-31-11$ | $09-30-11$ | $06-30-11$ | $12-31-10$ |
| :--- | ---: | ---: | ---: | ---: |
| Net Financial Income | 982,859 | 454,630 | 378,530 | 889,587 |
| Provision for loan losses | $(40,197)$ | $(59,511)$ | 8,621 | $(64,287)$ |
| Net Income from Services | 402,072 | 388,895 | 343,225 | 289,922 |
| Administrative expenses | $(666,116)$ | $(581,406)$ | $(544,513)$ | $(514,440)$ |
| Net Other Income | $(1,279)$ | 11,311 | 193,515 | $(80,768)$ |
| Income Before Tax | 677,339 | 213,919 | 379,378 | 520,014 |
| Income Tax | $(176,337)$ | $(94,974)$ | $(198,825)$ | $(109,859)$ |
| Net income | 501,002 | 118,945 | 180,553 | 410,155 |
| Minoritary Interest | $(2,620)$ | $(4,236)$ | 16,451 | $(12,283)$ |
| Net income for Quarter | $\mathbf{4 9 8 , 3 8 2}$ | $\mathbf{1 1 4 , 7 0 9}$ | $\mathbf{1 9 7 , 0 0 4}$ | $\mathbf{3 9 7 , 8 7 2}$ |


[^0]:    ${ }^{\text {4I) }}$ In August 2005, the payments of rescheduled deposits were finalized, only those deposits that have a pending court case remain outstanding

