



Banco General

Management Discussion

First Quarter 2018



General Information

The Bank operates under a General License granted by the Superintendence of Banks of Panama ("SBP"), which allows it to carry out banking business in Panama and abroad. All references to "we," "us," "our," the "Bank" and "Banco General" are to Banco General, S.A., a corporation (Sociedad anónima) organized under the laws of Panama, and, unless otherwise indicated or the context otherwise requires, its consolidated subsidiaries.

The following discussion is based on information contained in the Condensed Consolidated Interim Financial Information and supplementary financial information contained in this document. Certain amounts (including percentages) appearing here have been rounded.

The Bank prepares its consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB). Effective January 2018, we adopted IFRS 9, Financial Instruments, which replaces IAS 39, Financial Instruments. Due to the application of IFRS 9 and our election not to restate prior period information, as permitted by the standard, the data of the financial statements of the first quarter are not comparable with previous periods. Please refer to the "Note 3 Summary of Significant Accounting Policies" of the Condensed Consolidated Interim Financial Information as of March 2018, for more information

The Bank's operating results are affected both positively and negatively by a set of events and situations, many of which are beyond its control, including, without limitation, the situation of the Panamanian and foreign economy, and interest rates in the United States.



Recent Developments

2017 was a year of growth and excellent results for Banco General, SA, nonetheless, while achieving these results in a challenging environment; we had to contend with the passing of our President Mr. Federico Humbert Azcárraga, on November 2, 2017.

Like every great visionary, Federico Humbert Azcárraga, prepared a succession plan that guaranteed his shareholders, employees and the community in general a seamless transition.

In order to comply with legal and regulatory provisions that govern such matters, on November 30, 2017 the Board of Directors of Banco General, S.A. approved the following appointments, effective as of January 1, 2018:

- Raúl Alemán Zubieta as President of the Board of Directors
- Juan Raúl Humbert as Executive Vicepresident and CEO, and Vicepresident of the Board of Directors
- Juan Ramón Brenes as Secretary of the Board of Directors
- Francisco Sierra Fábrega as Executive Vicepresident and Deputy CEO, and Director of the Board of Directors

As of 2018, the Board of Directors is now composed of the following members:

Raúl Alemán Zubieta	President	Álvaro Alfredo Arias A.	Director
Juan Raúl Humbert	Vicepresident	Luis Carlos Motta	Director
Juan Ramón Brenes	Secretary	Juan Ramón Brenes S.	Director
Stanley A. Motta C.	Treasurer	Alberto Motta Page	Director
Oswaldo Mouynés	Director	Francisco Sierra Fábrega	New Director
Francisco Salerno	Director	Jaime Rolando Rivera	Independent Director
Emanuel González Revilla L	Director	Tatiana Fábrega de Varela	Independent Director
Ricardo Manuel Arango J	Director		

Our senior management team is now composed as follows:

Juan Raúl Humbert	Executive Vicepresident and CEO
Francisco Sierra Fábrega	Executive Vicepresident and Deputy CEO
Felipe Motta	Executive Vicepresident Consumer Banking
Gilda de Tedman	Executive Vicepresident Corporate Banking
Federico Albert	Executive Vicepresident International Banking
Luis García de Paredes	Executive Vicepresident Operations and Technology
Makelin Arias	Executive Vicepresident Human Resource and Corporate Services

The transition was completed in an agile and organized manner, upholding the commitment to maintain the values that guided the leadership of Federico Humbert Azcárraga for more than 42 years as President of Empresa General de Inversiones, S.A. and subsidiaries, which have been the foundation of the development of our organization.



ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Total Assets

As of March 31, 2018, the Bank's gross loan portfolio increased 6.4% from U.S.\$10,910.4 million in March 2017 to U.S.\$11,612.3 million. During this period, the Bank's residential mortgage portfolio expanded 10.2% to U.S.\$4,130.5 million, the consumer loan portfolio grew 8.3% to U.S.\$1,684.2 million, and the corporate loan portfolio, comprised of both local and regional corporate clients, grew by 3.4% to U.S.\$5,234.2 million, and other loans (comprised of pledge loans, overdrafts, and financial leases) increased 3.6% to U.S.\$563.4 million. The Bank's local corporate loan portfolio increased by 5.3% or U.S.\$216.0 million to U.S.\$4,273.9 million, and the Bank's regional corporate loan portfolio decreased by 4.4% or U.S.\$44.6 million to U.S.\$960.3 million. The Bank's total investments portfolio, made up of: (i) the Bank's primary liquid assets (comprised of cash, bank deposits and investment-grade, liquid, fixed-income investments), and (ii) the Bank's local and regional corporate fixed income portfolio, expanded by 5.3% from U.S.\$4,310.3 million in March 2017 to U.S.\$4,540.2 million in March 2018.

Total Liabilities

The Bank's total client deposits grew by U.S.\$355.2 million or 3.2%, from the prior-year period, to U.S.\$11,413.2 million. Client time deposits, the Bank's main source of funding, increased U.S.\$277.0 million to U.S.\$5,591.3 million, representing 49.0% of total client deposits as of March 31, 2018, with an average remaining life of 16.0 months, and 67.1% having original maturities of greater than one year. Savings accounts grew by U.S.\$183.3 million to U.S.\$3,429.3 million or 30.0% of total client deposits, while demand deposits decreased U.S.\$105.1 million and stood at U.S.\$2,392.6 million as of March 31, 2018.

In keeping with the Bank's financial policies, we have been able to develop and access medium- and long-term funding alternatives. As of March 31, 2018, the Bank's total medium- and long- term borrowings and placements grew by U.S.\$543.4 million, or 22.5%, to U.S.\$2,958.6 million as compared to the same period in 2017.

In the twelve months ended March 31, 2018, we have accessed various sources of funding, among which the following are notable: (i) a US \$550 million 144 / Reg S bond issuance with a term of 10 years, and (ii) a medium-term financing of U.S. \$800 million, whose funds were used to cancel in advance the financing of U.S.\$500 million agreed in 2015, due in May 2018.

Equity

As of March 31, 2018, the Bank's equity grew by 10.2%, or U.S.\$192.5 million, from U.S.\$1,889.3 million in 2017 to U.S.\$2,081.8 million in 2018. This increase was driven by an increase in retained earnings of U.S.\$201.5 million, with the Bank retaining 59.15% of its net profits in the period. The Bank's solid capital base allowed it to absorb a 5.67% asset growth, while maintaining healthy capitalization levels, with an equity to total assets ratio of 11.78% as of March 31, 2018, compared with 11.29% as of March 31, 2017.

Liquidity and Funding

The Bank's Assets and Liabilities Committee (ALCO) is responsible for developing and proposing policies relating to the management of the Bank's assets and liabilities to enable us to maintain interest rate, market, maturity and liquidity, and foreign exchange exposures within the Bank's established limits while maximizing the return on shareholders' equity.

The Bank's asset and liability management policy seeks to ensure that sufficient liquidity is available to honor withdrawals of deposits, to make payments upon maturity of other liabilities, to extend loans or other forms of credit to the Bank's customers, and to meet working capital needs.



The treasury department is responsible for managing the Bank's liquidity and funding positions, as well as executing the Bank's investment strategy. The Bank's current policy requires high absolute levels of liquidity composed of high quality liquid assets, a key pillar of the Bank's financial strategy.

Consistent with the Bank's conservative financial policies, we have historically maintained high levels of liquidity in investment-grade liquid investments, which are complemented by: (i) an adequate asset and liability maturity structure, (ii) a diversified and stable base of deposits, (iii) medium- and long-term financing (representing 18.0% of total liabilities); and (iv) low levels of short-term institutional liabilities (1.8% of total liabilities), all of which gives us a very stable asset and liability structure in the Bank's balance sheet.

The Bank's primary liquidity ratio, measured in terms of liquid assets (comprised of cash, bank deposits and investment-grade, liquid, fixed-income investments) to total deposits and borrowings, was 25.6% as of March 31, 2018, equivalent to U.S.\$3,658.7 million in primary liquidity. This represents an increase of 5.0%, compared to U.S.\$3,486.1 million in 2017, with a liquidity ratio of 26.0%. The Bank's total primary liquidity has an average credit rating of AA-, of which 50.1% are AAA - rated investments. As of March 31, 2018, these liquid assets represented 32.1% of total deposits, and 20.7% of total assets.

In addition to its internal liquidity requirements, the Bank must comply with liquidity requirements established by the Superintendence of Banks of Panama (SBP), which require liquid assets of no less than 30% of selected deposits received, with maturities of less than 186 days, excluding subsidiaries and pledge deposits. For the calculation of this indicator, the SBP allows all loan installments and maturities classified as standard with a term of less than 186 days to be considered liquid assets, in addition to those used for the calculation of internal liquidity, for up to 30% of the total liquid assets used. As of March 31, 2018, the Bank maintained a regulatory liquidity of 38.91%, complying with the requirements established by law.

Loan Portfolio

The Bank's loan portfolio is well-diversified across clients, products and borrowers segments. As of March 31, 2018, total loans amounted to U.S.\$11,612.3 million, of which 45.1% is comprised of corporate loans (36.8% local corporate loans and 8.3% foreign corporate loans), 50.1% of retail loans (35.6% residential mortgages and 14.5% consumer loans), and 4.8% in other loans (comprised of pledge loans, overdrafts, and financial leases).

In order to reduce the risk of credit losses, we emphasize the granting of loans secured by collateral, particularly single-family residences, properties and deposits, in addition to applying strict underwriting guidelines and "know your customer" policies. As of March 31, 2018, 79.7% of all loans were secured by properties or deposits in the Bank; 73.1% of all loans were secured by first lien mortgages on land and improvements (residential mortgages, commercial mortgages and interim construction loans), and 6.7% was backed by collateral at the Bank (secured loans and overdrafts). The combination of appropriate underwriting policies and high-quality guarantees has resulted in historically low levels of charge-offs, averaging 0.44% of total loans annually in the two years ended December 31, 2017.

As of March 31, 2018, 88.6% of the Bank's loan portfolio was placed with local clients, who are borrowers (individuals and corporations) established in Panama, and 11.4% was placed with regional clients based in Mexico, Colombia, Guatemala, El Salvador and Peru, and with our universal banking subsidiary in Costa Rica, Banco General (Costa Rica), S.A., which has 11 branches. As of March 31, 2018, 99.9% of the Bank's loans were denominated in U.S. dollars, which is legal tender in Panama. The Bank segments its portfolios according to type of loan, economic activity, and income group, among other variables. In addition, the Bank's credit policies provide for managing concentration within economic sectors, in the case of corporate loans, and provide various underwriting criteria, depending on the level of income, in the case of retail lending.



The following table summarizes the composition of the loan portfolio by type of loan as of March 31, 2018 and 2017, and as of December 31, 2017, 2016, and 2015:

	As of March 31			As of December 31		
	2018	2017	% Change	2017	2016	2015
	(in thousands of U.S. dollars, except for percentages)					
Local Loans						
Commercial	371,925	372,761	-0.2%	371,838	300,783	272,110
Interim construction loans	805,012	803,981	0.1%	807,678	780,855	615,271
Lines of credit	1,264,579	1,207,914	4.7%	1,301,407	1,233,583	1,281,098
Residential mortgage loans	3,876,511	3,497,471	10.8%	3,798,892	3,405,347	3,043,017
Commercial mortgage loans	1,832,345	1,673,182	9.5%	1,789,765	1,644,394	1,502,432
Installment loans to individuals	1,667,434	1,539,821	8.3%	1,652,578	1,513,916	1,342,808
Pledge loans and overdrafts	351,355	330,868	6.2%	333,660	313,490	298,504
Leasing and factoring	116,332	124,154	-6.3%	120,391	124,878	111,720
Total Local Loans	10,285,494	9,550,151	7.7%	10,176,209	9,317,246	8,466,960
Foreign Loans						
Commercial	376,051	452,452	-16.9%	382,626	518,113	441,503
Interim construction loans	1,000	0	100.0%	0	0	47,841
Lines of credit	336,196	281,046	19.6%	317,635	307,604	266,066
Residential mortgage loans	254,017	251,355	1.1%	254,472	251,639	229,542
Commercial mortgage loans	247,097	271,424	-9.0%	259,842	276,622	184,660
Installment loans to individuals	16,775	15,162	10.6%	17,034	15,367	11,803
Pledge loans and overdrafts	95,706	88,770	7.8%	98,242	82,419	103,850
Total Foreign Loans	1,326,842	1,360,210	-2.5%	1,329,851	1,451,764	1,285,264
Total loans	11,612,336	10,910,361	6.4%	11,506,061	10,769,010	9,752,225
Allowance for loan losses	149,297	133,493	11.8%	144,832	128,917	112,275
Unearned discount	38,752	36,118	7.3%	38,255	35,511	32,091
Total loans, net	11,424,287	10,740,750	6.4%	11,322,974	10,604,582	9,607,858

As of March 31, 2018, the Bank's loan portfolio maintained low levels of non-accrual and, past due loans, with levels of 0.84% (2017: 0.84%) and 1.09% (2017: 1.09%), respectively, of the total loan portfolio. As of March 31, 2018, the Bank's loan loss reserve coverage of past due loans was 117.44% (2017: 112.34%), and the coverage of non-accrual loans was 152.66% (2017: 144.80%); charge-offs amounted to U.S.\$12.0 million, or 0.42% (2017: 0.42%) of total loans.

The Bank's charge-offs, which remained stable as compared to the prior-year period, stood at 0.42% of total loans, as a result of the following factors: (i) the application of rigid and consistent granting policies over time; (ii) the Bank's preference to extend high-quality secured loans with collateral from residential and commercial properties, whose quality and value are carefully evaluated; and (iii) the diligent monitoring of the performance of loans, allowing for the adoption of appropriate measures to minimize losses.



Non-Accrual Loans

The SBP requires the classification of a loan on non-accrual status if any of the following conditions exist: (i) principal and interest payments past due level has reached the limits established by the SBP (91 or more days of principal and/or interest payments past due for all loans, except for mortgages which cease accruing interest after 120 days past due, and overdrafts after 30 days past due); or (ii) the debtor's financial condition, whether individual or corporate, has suffered material adverse effects (payment capacity deterioration, collateral weakness, and other factors known to us, such as fraud, death of the debtor, or personal or corporate bankruptcy) that puts our ability to collect the loan at risk.

The following table presents our non-accrual loans, according to loan type, as of March 31, 2018 and 2017, and as of December 31, 2017, 2016, and 2015:

	As of March 31		As of December 31		
	2018	2017	2017	2016	2015
	(in thousands of U.S. dollars, except for percentages)				
Non accrual loans					
Commercial	480	5,844	395	5,608	2,135
Interim construction loans	7,231	5,747	7,238	6,170	6,540
Lines of credit	4,886	4,370	6,525	4,389	7,189
Residential mortgage loans	45,658	43,565	41,875	33,628	30,078
Commercial mortgage loans	13,832	8,489	11,106	9,427	6,404
Installment loans to individuals	23,913	22,392	20,811	19,147	16,434
Pledge loans and overdrafts	678	733	587	641	1,277
Leasing and factoring	1,118	1,050	1,193	935	231
Total Non accrual loans	97,796	92,191	89,729	79,947	70,289
Total Loans	11,612,336	10,910,361	11,506,061	10,769,010	9,752,225
Allowance for loans losses	149,297	133,493	144,832	128,917	112,275
Non accrual loans as a percentage of total loans	0.84%	0.84%	0.78%	0.74%	0.72%
Allowance for loans losses as a percentage of non accrual loans	152.66%	144.80%	161.41%	161.25%	159.73%



Past Due Loans

The Bank classifies its loan portfolio according to: (i) the status of principal and interest payments (current, over due within 31-90 days, and past due more than 90 days) and (ii) the principal payment status of a loan at final maturity as: (a) current, or (b) past due, if not paid after 30 days of the final maturity of the loan.

The following table presents past due loans, according to loan type, as of March 31, 2018 and 2017, and as of December 31, 2017, 2016, and 2015:

	As of March 31		As of December 31		
	2018	2017	2017	2016	2015
(in thousands of U.S. dollars, except for percentages)					
Past due loans					
Commercial	472	5,884	385	5,608	1,612
Interim construction loans	7,231	5,747	7,238	6,170	6,540
Lines of credit	5,469	5,173	6,486	4,489	7,124
Residential mortgage loans	74,035	69,498	69,565	56,322	43,667
Commercial mortgage loans	13,832	8,607	11,173	9,347	5,834
Installment loans to individuals	23,726	22,161	20,711	19,110	16,289
Pledge loans and overdrafts	1,242	1,332	1,344	1,074	1,980
Leasing and factoring	1,118	425	1,193	444	19
Total past due loans	127,125	118,827	118,096	102,564	83,064
Total Loans	11,612,336	10,910,361	11,506,061	10,769,010	9,752,225
Allowance for loan losses	149,297	133,493	144,832	128,917	112,275
Past due loans to total loans	1.09%	1.09%	1.03%	0.95%	0.85%
Allowance for loans losses as a percentage of Past due loans	117.44%	112.34%	122.64%	125.70%	135.17%

Allowance for Loan Losses

We have adopted IFRS 9, Financial Instruments with effect as of January 1, 2018. IFRS 9 replaced the "incurred loss" model of IAS 39 with an "expected credit loss" (ECL) model. Please refer to "Note 3h Summary of Significant Accounting Policies - Impairment of Financial Instruments" of the "Consolidated Financial Statements" as of March 2018 for more information on the adoption of IFRS 9.

Provisions for loan losses are accounted for as charges on income and added to the allowance for loan losses to maintain reserves at the required level. Any subsequent charge-offs are applied against this allowance.

The Bank's reserve levels have historically provided adequate coverage of non-accrual loans, amounting to 152.66% as of March 31, 2018. Additionally, the Bank's allowance for loan losses exceeds the requirements established by the SBP. As of March 31, 2018, the Bank's loan loss provision amounted to 1.29% of total loans.



The following table presents the breakdown of the allowance for loan losses as of March 31, 2018 and 2017, and as of December 31 2017, 2016, and 2015:

	As of March 31st			As of December 31		
	2018	2017	% Change	2017	2016	2015
(in thousands of U.S. dollars, except for percentages)						
Allowance at the beginning of period	144,832	128,917	12.3%	128,917	112,275	106,035
Change due to implementation of IFRS 9	413	0	100.0%	0	0	0
Provision charged to expenses, net of recoveries	11,640	11,382	2.3%	44,485	45,532	29,237
Charge-offs:						
Commercial	32	0	100.0%	220	832	90
Interim construction loans	0	0	0	261	0	0
Lines of credit	0	0	0	1,462	1,909	520
Residential mortgage loans	175	216	-19.2%	712	354	251
Commercial mortgage loans	0	0	0	4	1,842	120
Installment loans to individuals	11,798	11,077	6.5%	46,663	41,815	34,888
Auto Loans	508	322	58.0%	1,543	1,128	1,139
Personal Loans	7,345	7,809	-5.9%	32,525	30,942	25,977
Credit Cards	3,945	2,946	33.9%	12,595	9,745	7,771
Pledge loans and overdrafts	44	182	-75.6%	349	336	90
Leasing and factoring	0	5	-100.0%	267	0	140
Total charge-offs	12,049	11,480	5.0%	49,938	47,088	36,098
Recoveries	4,461	4,673	-4.5%	21,368	18,198	13,102
Allowance at the end of period	149,297	133,493	11.8%	144,832	128,917	112,275
Total Loans	11,612,336	10,910,361		11,506,061	10,769,010	9,752,225
Allowance for loans losses as a percentage of total loans	1.29%	1.22%		1.26%	1.20%	1.15%
Net charge-off to loans ⁽¹⁾	0.26%	0.25%		0.25%	0.27%	0.24%
Charge-offs to total loans ⁽¹⁾	0.42%	0.42%		0.43%	0.44%	0.37%

⁽¹⁾ Percentages for March 2017 and 2018 are annualized

Capital Resources

The cornerstone of our overall financial strategy is our strong capital position, which exceeds local and international regulatory requirements contained in the Basel Accords, that has supported our investment grade ratings, which we have held since 1997, from Fitch (BBB+) and Standard & Poor's (BBB, with a Stand Alone Credit Profile Rating of BBB+ as of April 2018).

As of March 31, 2018, our total regulatory capital amounted to U.S.\$2,238.0 million, or 242.0% of the total minimum capital required (Tier I and Tier II capital). The ratio of total capital to risk-weighted assets was 19.36%, comprised entirely of Tier I capital. Our shareholder's equity to total assets ratio was 11.78%, with a dividend payout ratio averaging 56.20% of our net income in the five years ended December 31, 2018. Based on the Bank's total risk weighted assets of U.S.\$11,562.2 million as of March 31, 2018, in accordance with local regulatory requirements, we must maintain a total capital of 8.0%, or U.S.\$925.0 million.

Additionally, Agreement 4-2013, which entered into force in fiscal year 2014, requires banks to establish a Dynamic Reserve, defined as a general reserve to cover future unexpected losses in the loan portfolio classified as standard (the "Dynamic Reserve"), and also establishes that the Dynamic Reserve cannot be lower than 1.25%, nor higher than 2.50% of the risk-weighted loan portfolio classified as standard.

The Dynamic Reserve is presented within legal reserves in the equity section of the Bank's financial statements. The Dynamic Reserve balance is considered part of the regulatory capital if the Bank's regulatory capital exceeds the minimum of 8.0% of risk weighted assets to capital. As of March 31, 2018, the Dynamic Reserve balance was U.S.\$150.7 million.



The Bank's securities brokerage, insurance and other pension fund management subsidiaries are also subject to minimum capital requirements stipulated under Panamanian law. As of March 31, 2018, the Bank's subsidiaries are in compliance with all of the minimum capital requirements applicable under the regulations.

The following table sets forth information regarding the Bank's capital levels as of March 31, 2018 and 2017, and as of December 31, 2017, 2016, and 2015:

	As of March 31		As of December 31		
	2018	2017	2017	2016	2015
(in thousands of U.S. dollars, except for percentages)					
Regulatory Primary Capital (Tier I)					
Common Shares	500,000	500,000	500,000	500,000	500,000
Legal reserve	180,516	178,119	180,080	178,381	158,232
Other items comprehensive income	21,983	33,793	35,797	32,287	0
Retained earnings	1,378,906	1,177,375	1,329,585	1,121,180	988,542
Less: Regulatory adjustments	61,071	63,688	61,725	64,343	66,960
Total Regulatory Primary Capital (Tier I)	2,020,333	1,825,598	1,983,736	1,767,505	1,579,813
Additional Primary Capital (Tier I)					
Subordinated debt - perpetual bonds	217,680	217,680	217,680	217,680	0
Total Additional Primary Capital	217,680	217,680	217,680	217,680	0
Total Primary Capital	2,238,013	2,043,278	2,201,416	1,985,185	1,579,813
Secondary Capital (Tier II)					
Subordinated debt - perpetual bonds	0	0	0	0	217,680
Total Secondary Capital	0	0	0	0	217,680
Total Capital (Tier I + Tier II)	2,238,013	2,043,278	2,201,416	1,985,185	1,797,493
Risk-weighted assets	11,562,182	10,758,372	11,521,593	10,684,527	10,444,406
Capital ratios					
Total primary capital (Tier I)	19.36%	18.99%	19.11%	18.58%	15.13%
Total capital (Tier I + Tier II)	19.36%	18.99%	19.11%	18.58%	17.21%

The relative high levels of capitalization shown by the Bank reflect the commitment of the Board of Directors to maintaining a solid capital base, which supports its depositors and allows it to meet growth needs, as well as unexpected adverse events that may affect the Bank's operations.



Results of Operations for the three months ended March 31, 2018 and 2017

The following table presents the Bank's consolidated results of operations for the three months ended March 31, 2018 and 2017:

	For the Three Months Ended March 31		
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Net interest and commission income	156,632	144,432	8.4%
Total Provisions, net ⁽¹⁾	(12,600)	(11,056)	14.0%
Other Income (expenses):			
Fees and other commissions	51,486	47,255	9.0%
Insurance premiums, net	7,018	6,214	12.9%
Loss (gain) on financial instruments, net	(2,615)	3,629	-172.1%
Other income, net	4,993	4,751	5.1%
Commissions expenses and other expenses	(20,828)	(19,130)	8.9%
Total other income, net	40,055	42,719	-6.2%
General and administrative expenses	72,109	67,799	6.4%
Equity participation in associates	2,300	1,917	20.0%
Net income before income tax	114,278	110,213	3.7%
Income tax, net	13,152	12,708	3.5%
Net income	101,126	97,505	3.7%

(1) Total provisions, net includes: provision for loan losses, provision for securities impairment and provision (reversal) for foreclosed assets

For the three months ended March 31, 2018, the Bank's net income was U.S.\$101.1 million, which represents an increase of U.S.\$3.6 million, or 3.7% over the net income of U.S.\$97.5 million in the same period in 2017. ROAE was 19.41%, compared to 20.81% in 2017, and the ROAA was 2.30%, as compared to 2.35% for the same period of 2017. These results in net income, ROAE and ROAA were mainly the product of the following factors:

Net Interest and Commission Income

The following table presents the Bank's net interest and commission income and related average rate and margin information for the three months ended March 31, 2018 and 2017:

	For the Three Months Ended March 31		
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Total interest and commission income	237,765	212,043	12.1%
Total interest expenses	81,134	67,611	20.0%
Net interest and commission income	156,632	144,432	8.4%
Average interest-earning assets	16,127,150	15,199,462	6.1%
Average interest-bearing liabilities	11,976,679	11,025,828	8.6%
Net interest margin ⁽¹⁾	3.88%	3.80%	
Average interest rate earned ⁽²⁾	5.90%	5.58%	
Average interest rate paid ⁽³⁾	2.71%	2.45%	

(1) Net interest and commission income (before provisions for loan losses) as a percentage of average total interest-earning assets for the indicated period. (Percentages for the three months ended are annualized)

(2) Total interest and commission income divided by average interest-earning assets. (Percentages for the three months ended are annualized)

(3) Total interest expense divided by average interest-bearing liabilities. (Percentages for the three months ended are annualized)



The 8.4% increase in net interest and commission income for the three months ended March 31, 2018 as compared to the same period in 2017 was primarily a result of: (i) a 6.1% increase in average interest-earning assets, which in turn was mainly due to an 6.2% increase in the average loan portfolio, and (ii) an 2.11% increase in the Bank's net interest margin from 3.80% in 2017 to 3.88% in 2018.

The increase in the Bank's net interest margin in the three months ended March 31, 2018 as compared to the same period in 2017 was primarily as a result of an increase in the average interest rate earned on interest-earning assets of 32 basis points, from 5.58% in 2017 to 5.90% in 2018, which was driven by: (i) an increase in the rate earned on our loan portfolio which increased 24 basis points from 6.68% in 2017 to 6.92% in 2018, and (ii) an increase in the interest rate earned in securities and other financial assets, which increased from 3.01% to 3.48%. This increase was offset by a 26 basis point increase in the average interest rate paid on average interest bearing liabilities, from 2.45% to 2.71%, which in turn was driven by: (i) a 62 basis point increase in the average rate paid on medium- and long-term borrowings and placements which increased from 3.03% in 2017 to 3.65% in 2018, as a result of the increase in LIBOR rates, and (ii) an increase in the cost of time deposits, which increased from 3.34% to 3.51%.

Total Interest and Commission Income

The following table presents information as to the Bank's total interest and commission income for the three months ended March 31, 2018 and 2017:

For the Three Months Ended March 31			
	2018	2017	% Change
(in thousands of U.S. dollars, except for percentages)			
Total interest and commission income	237,765	212,043	12.1%
Average interest - earning assets:			
Deposits with banks	257,122	256,016	0.4%
Loans, net	11,378,545	10,712,603	6.2%
Securities and other financial assets	4,491,482	4,230,842	6.2%
Total	16,127,150	15,199,462	6.1%
Average nominal rates earned:			
Deposits with banks ⁽¹⁾	2.97%	2.17%	
Loans, net ⁽¹⁾	6.92%	6.68%	
Securities and other financial assets ⁽¹⁾	3.48%	3.01%	
Total ⁽¹⁾	5.90%	5.58%	

(1) Percentages for the three months ended March 2017 and 2018 are annualized

The Bank's interest and commission income is derived principally from a diversified loan portfolio, which represented 70.6% of the Bank's total average earning assets, generating 82.8% of total interest and commission income in the quarter, which increased to U.S.\$237.8, from U.S.\$212.0.

The 12.1% increase in total interest and commission income for the three months ended March 31, 2018 as compared to the same period in 2017, resulted from: (i) a 6.1% increase in average interest-earning assets as compared to the same period in 2017, and (ii) an increase in the average rate earned on interest-earning assets of 32 basis points, from 5.58% in 2017 to 5.90% in 2018.

The increase in average interest-earning assets was primarily driven by an 6.2% increase in average net loans, which in turn was mainly due to: (i) an 8.3% increase in consumer loans (credit cards increased by 18.2%, and personal loans increased by 7.6%), and (ii) sustained growth in the residential mortgage portfolio (increased by 10.2%), as well as the corporate loan portfolio (increased by 3.4%).



The increase in the average rate earned on interest earning assets was due primarily to: (i) higher rates on loans, which increased from 6.68% in 2017 to 6.92% in 2018, and (ii) an increase in the interest rate earned on securities and other financial assets, which increased from 3.01% in 2017 to 3.48% in 2018.

The following table presents the effect of changes in the Bank's interest and commission income as a result of changes in: (i) the average volume of interest earning assets, and (ii) the average nominal interest rates earned during the three months ended March 31, 2018 and 2017:

	Increase (decrease)
	First - Quarter 2017/2018
	(in thousands of U.S. dollars)
Due to changes in average volume of interest - earning assets	12,942
Due to changes in average nominal interest rates earned	12,780
Net change	25,722

The increase of U.S.\$927.7 million in average interest earning assets for the three months ended March 31, 2018, resulted in an increase of U.S.\$12.9 million in interest and commission income for the period, while the increase in the average rate earned on interest-earning assets, from 5.58% to 5.90%, resulted in an increase of U.S.\$12.8 million in interest and commission income as compared to the same period in 2017.

Total Interest Expenses

The following table presents information as to the Bank's total interest expenses for the three months ended March 31, 2018 and 2017:

	For the Three Months Ended March 31		
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Total interest expense	81,134	67,611	20.0%
Average interest - bearing liabilities:			
Savings deposits	3,404,174	3,269,022	4.1%
Time deposits - clients	5,536,434	5,204,579	6.4%
Time deposits - interbank	108,961	152,173	-28.4%
Borrowings and placements	2,927,109	2,400,054	22.0%
Total	11,976,679	11,025,828	8.6%
Average nominal rates paid:			
Savings deposits ⁽¹⁾	0.64%	0.70%	
Time deposits - clients ⁽¹⁾	3.51%	3.34%	
Time deposits - interbank ⁽¹⁾	1.10%	0.53%	
Borrowings and placements ⁽¹⁾	3.65%	3.03%	
Total ⁽¹⁾	2.71%	2.45%	

(1) Percentages for the three months ended March 2017 and 2018 are annualized

The Bank's total interest expenses is mainly attributable to interest paid on customer deposits, which represented 66.7% of total interest expense in the three months ending March 31, 2018, as compared to 72.8% in the same period in 2017.



The 20.0% increase in total interest expenses in the three months ended March 31, 2018 as compared to the same period in 2017, was mainly a result of: (i) an 8.6% increase in average interest-bearing liabilities compared to the same period in 2017, and (ii) a 26 basis point, or 10.6% increase in the average rate paid on interest-bearing liabilities which increased from 2.45% in 2017 to 2.71% in 2018.

The increase in average interest-bearing liabilities was mainly due to: (i) a 22.0% increase in average medium- and long-term borrowings and placements to complement deposit growth and fund loan growth, (ii) a 6.4% increase in average client time deposits, the Bank's principal source of funding, and (iii) a 4.1% growth in average savings deposits.

The increase in the average rate of interest paid on interest-bearing liabilities was mainly due to: (i) the increase in the cost of borrowings and placements of 62 basis points, from 3.03% as of March 31, 2017 to 3.65% in the same period in 2018, as a result of the increase in LIBOR rates, and (ii) an increase in the cost of time deposits, which increased from 3.34% in 2017 to 3.51% in 2018.

The following table sets forth the effect of changes in the Bank's total interest expense as a result of changes in: (i) the average volume of interest-bearing liabilities, and (ii) the average nominal interest rates paid during the three months ended March 31, 2018 and 2017:

	Increase (decrease) First - Quarter 2017/2018 (in thousands of U.S. dollars)
Due to changes in average volume of interest - bearing liabilities	5,831
Due to changes in average nominal interest rates paid	7,692
Net change	13,523

The increase of U.S.\$950.9 million in average interest-bearing liabilities for the three months ended March 31, 2018, resulted in an increase of U.S.\$5.8 million in interest expense for the period, while the increase in the average rate paid on interest-bearing liabilities, from 2.45% to 2.71%, resulted in an increase of U.S.\$7.7 million in interest expense as compared to the same period in 2017.

Provision for Loan Losses

The following table presents the Bank's allowance for loan losses, net of charge-offs and recoveries included in the Bank's results of operations for the three months ended March 31, 2018 and 2017:

	For the Three Months Ended March 31		
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Balance at beginning of period	144,832	128,917	12.3%
Changes due to implementation of IFRS 9	413	0	100.0%
Provisions charged to expenses, net of recoveries	11,640	11,382	2.3%
Recovery of charge-offs	4,461	4,673	-4.5%
Charge-offs	(12,049)	(11,480)	5.0%
Balance at end of period	149,297	133,493	11.8%
Provisions to average loans	0.10%	0.10%	
Charge-offs to average total loans ⁽¹⁾	0.42%	0.42%	
Allowance to total loans	1.29%	1.22%	

(1) Percentages for the three months ended March 2017 and 2018 are annualized



The provision for loan losses of U.S.\$11.6 million, or 0.10% of loans, was in line with prior year as a result of a 0.9% growth in the loan portfolio in the quarter and improved credit quality. The provision of U.S.\$11.6 million covered net charge-offs of U.S.\$7.6 million, allowing the reserve to grow by 3.1% in the quarter, increasing as a percentage of loans from 1.22% in the first quarter 2017 to 1.29% in the first quarter of 2018.

As of March 31, 2018, the Bank's allowance for loan losses amounted to U.S.\$149.3 million, representing a coverage of 152.66% of loans on non-accrual status, and a coverage of 117.44% of past due loans. We believe the allowance for loan losses adequately covers credit risk in the Bank's portfolio.

Fees, Commissions and Other Income, Net

The following table presents information as to the Bank's fees, commissions and other income, net for the three months ended March 31, 2018 and 2017:

	For the Three Months Ended March 31		
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Fees and commission income, net	30,658	28,125	9.0%
Insurance premiums, net	7,018	6,214	12.9%
(Loss) gain on financial instruments, net	(2,615)	3,629	-172.1%
Other income, net	4,993	4,751	5.1%
Total other income, net	40,055	42,719	-6.2%

Total Other Income, Net

The 6.2% decrease in total other income, net for the three months ended March 31, 2018, primarily reflects the following factors:

Fees and Commission Income, Net

The 9.0% increase in fees and commission income, net of commission expenses for the three months ended March 31, 2018 was mainly due to: (i) a 11.8% increase in commissions and fees related to credit and debit card operations, (ii) a 17.3% increase in wealth management revenue, (iii) a 5.9% increase in banking services, and (iv) a 9.1% increase in mutual fund and pension fund income. This increase in income was partially offset by an 8.9% increase in commissions and other expenses, mainly attributable to a 10.2% increase in credit and debit card commissions.

Insurance Premiums, Net

Net insurance premiums, increased by 12.9%, in the three months ended March 31, 2018, as compared to the same period in 2017, primarily a result of: (i) higher premiums on life insurance coverage from the Bank's growing residential mortgage, credit cards, and personal loan portfolios, as compared to the same period in 2017, and (ii) slightly lower levels of claims.

(Loss) gain on Financial Instruments, Net

The loss on financial instruments, net, of U.S.\$2.6 million for the three months ended March 31, 2018, as compared to a gain of U.S.\$3.6 million in 2017, was principally due to the decrease in the market values of fixed income instruments as a result of the increase in U.S. interest rates.



Other Income, Net

Other income, net increased by 5.1% or U.S.\$0.2 million in the three months ended March 31, 2018, as compared to the same period in 2017.

General and Administrative Expense

General and administrative expenses increased by 6.4% from U.S.\$67.8 million in 2017, to U.S.\$72.1 million in 2018.

The following table presents the Bank's principal general and administrative expenses for the three months ended March 31, 2018 and 2017:

For the Three Months Ended March 31			
	2018	2017	% Change
	(in thousands of U.S. dollars, except for percentages)		
Salaries and other employee expenses	42,378	40,341	5.1%
Depreciation and amortization	5,824	4,587	27.0%
Premises and equipment expenses	6,628	6,036	9.8%
Other expenses	17,279	16,835	2.6%
Total	72,109	67,799	6.4%

The 6.4% increase in general and administrative expenses primarily reflects the growth of the Bank's business, with an increase of 6.4% both in the loan portfolio and deposits and financings, as well as the following:

Salaries and Other Employee Expenses

Salaries and other employee expenses represented 58.8% of total general and administrative expenses for the three months ended March 31st, 2018 as compared to 59.5% for the same period in 2017. The 5.1% increase in salaries and other employee expenses was primarily attributable to: (i) increased number of employees, with a 4.2% increase in headcount as compared to 2017, to support our growing operations, and (ii) a moderate annual increase in salaries paid which are typically in the range of 3% to 5%.

Premises and Equipment Expenses

The 9.8% or U.S.\$0.6 million increase in premises and equipment expenses for the three months ended March 31, 2018, as compared to the same period in 2017, was primarily due to: (i) an increase of U.S.\$0.6 million in expenses for repairs and maintenance of buildings.

Depreciation and Amortization Expense

Total depreciation and amortization expense of U.S.\$5.8 million increased by U.S.\$1.2 million, or 27.0% for the three months ended March 31, 2018, primarily due to: (i) additional depreciation and amortization associated with our Operating Center, which was inaugurated in 2017.

Other Expenses

The increase of U.S.\$0.4 million, or 2.6% in other expenses in the three months ended March 31, 2018 as compared to the same period in the previous year, was mainly due to a 7.6% or U.S.\$0.4 million increase in legal and professional services.



Taxes

Income tax, net amounting to U.S.\$13.2 million for the three months ended March 31, 2018, as compared to U.S.\$12.7 million in the prior-year period, presents a U.S.\$0.4 million or 3.5% increase, as a result of slightly higher taxable income.

Operating Efficiency

The Bank's operating efficiency amounted to 36.24% for the three months ended March 31st, 2018, as compared to 35.86% in the same period in 2017, principally as a result of lower revenues caused by a loss on financial instruments amounting to U.S.\$2.6 million, and expenses associates with our Operating Center, which was inaugurated in 2017. The Bank's general and administrative expenses, as a percentage of average interest-earning assets remained stable at 1.79% in the quarter, as compared to 1.78% in the same period in 2017.



Annex 1

BANCO GENERAL, S. A. AND SUBSIDIARIES **Consolidated Income Statement** **For the Quarter Ended March 31, 2018**

	31-mar-18	31-dec-17	30-sep-17	30-jun-17	31-mar-17
	(in thousands of U.S. dollars)				
Total interest and commission income	237,765	233,699	227,397	218,512	212,043
Total interest expenses	(81,134)	(78,753)	(76,187)	(70,711)	(67,611)
Net interest and commission income	156,632	154,946	151,210	147,801	144,432
Total Provisions, net	(12,600)	(12,249)	(11,193)	(10,527)	(11,056)
Net interest and commission income after provisions	144,031	142,697	140,017	137,274	133,376
Other Income (expenses):					
Fees and other commissions	51,486	53,004	50,661	48,543	47,255
Insurance premiums, net	7,018	7,191	6,783	6,696	6,214
Gain (loss) on financial instruments, net	(2,615)	(5,258)	10,906	7,200	3,629
Other income, net	4,993	5,938	23,451	4,946	4,751
Commissions expenses and other expenses	(20,828)	(20,289)	(19,328)	(19,011)	(19,130)
Total other income, net	40,055	40,586	72,474	48,373	42,719
General and administrative expenses	(72,109)	(70,936)	(72,789)	(68,875)	(67,799)
Equity participation in associates	2,300	2,291	2,274	2,088	1,917
Net income before income tax	114,278	114,638	141,976	118,861	110,213
Income tax, net	(13,152)	(14,267)	(14,618)	(14,348)	(12,708)
Net income	101,126	100,371	127,358	104,513	97,505



Annex 2

BANCO GENERAL, S.A. AND SUBSIDIARIES **Consolidated Balance Sheet** **For the Period Ended March 31, 20**

	31-mar-18	31-dec-17	30-sep-17	30-jun-17	31-mar-17
	(in thousands of U.S. dollars, unless otherwise indicated)				
Assets					
Cash and deposits with banks	728,451	845,388	782,119	652,330	701,240
Securities and other financial assets	4,517,009	4,414,784	4,239,165	4,287,189	4,289,825
Loans	11,612,336	11,506,061	11,405,634	11,037,315	10,910,361
Allowance for possible loan losses	(149,297)	(144,832)	(140,936)	(137,853)	(133,493)
Unearned commissions	(38,752)	(38,255)	(38,089)	(37,216)	(36,118)
Investments in associates	23,158	22,076	21,834	21,592	20,460
Other assets	984,006	966,700	982,082	1,049,039	976,235
Total assets	17,676,911	17,571,922	17,251,809	16,872,396	16,728,509
Liabilities and shareholder's equity					
Local deposits	11,125,907	11,044,313	10,912,741	10,847,372	10,767,675
Foreign deposits	413,678	414,115	418,413	426,623	458,952
Total Deposits	11,539,586	11,458,427	11,331,154	11,273,995	11,226,626
Securities sold under repurchase agreements	156,271	45,815	147,484	203,251	305,411
Medium and long term borrowings and placements	2,584,681	2,661,365	2,323,100	1,959,682	1,892,142
Perpetual bonds	217,680	217,680	217,680	217,680	217,680
Other liabilities	1,096,878	1,142,792	1,178,461	1,253,474	1,197,362
Shareholder's equity	2,081,816	2,045,843	2,053,930	1,964,315	1,889,287
Total liabilities and shareholder's equity	17,676,911	17,571,922	17,251,809	16,872,396	16,728,509
Operational data (in units):					
Number of customers ⁽¹⁾	915,835	906,534	900,227	905,114	897,314
Number of employees ⁽²⁾	4,649	4,649	4,594	4,518	4,461
Number of branches	85	84	84	83	83
Number of ATMs	646	640	628	628	614
Assets under management ⁽³⁾	10,726,613	10,219,936	9,735,681	9,578,915	9,277,079

⁽¹⁾ Total number of clients at the end of the period includes BG, BGO, BGCR, and Profuturo clients

⁽²⁾ Total number of permanent full-time employees at the end of the period

⁽³⁾ In thousands of U.S. dollars. See note 26 of the Audited Financial Statements



Annex 3

BANCO GENERAL, S.A. AND SUBSIDIARIES **Financial Ratios** **For the Quarter Ended March 31, 2018**

	31-mar-18	31-dec-17	30-sep-17	30-jun-17	31-mar-17
	(in percentages)				
Profitability and efficiency:					
Net interest margin ^{(1) (2)}	3.88%	3.88%	3.86%	3.84%	3.80%
Return on average assets ^{(1) (3)}	2.30%	2.30%	2.98%	2.49%	2.35%
Return on average equity ^{(1) (3)}	19.41%	19.35%	25.13%	21.53%	20.81%
Efficiency ⁽⁴⁾	36.24%	35.86%	32.21%	34.74%	35.86%
Operating expenses / average total assets ^{(1) (3)}	1.64%	1.63%	1.70%	1.64%	1.64%
Other income / operating income ⁽⁵⁾	21.76%	22.14%	34.11%	26.06%	24.26%
Liquidity:					
Primary Liquidity ⁽⁶⁾ / total deposits and obligations	25.62%	26.12%	25.90%	25.76%	25.97%
Regulatory liquidity ⁽⁷⁾ / total deposits	38.91%	38.81%	37.87%	39.81%	39.64%
Loans, net / total client deposits	100.10%	99.61%	100.62%	98.19%	97.13%
Capital:					
Total capital ratio ⁽⁸⁾	19.36%	19.11%	19.31%	19.61%	18.99%
Tier 1 common equity ratio	17.47%	17.22%	17.41%	17.59%	16.97%
Total Tier 1 capital ratio ⁽⁹⁾	19.36%	19.11%	19.31%	19.61%	18.99%
Equity / assets	11.78%	11.78%	11.91%	11.64%	11.29%
Earning retention ratio ⁽¹⁰⁾	59.15%	4.29%	67.56%	60.47%	57.63%
Asset quality:					
Past due loans ⁽¹¹⁾ / total loans	1.09%	1.03%	1.08%	1.13%	1.09%
Non accrual loans ⁽¹²⁾ / total loans	0.84%	0.78%	0.88%	0.92%	0.84%
Allowance for possible loan losses / total loans	1.29%	1.26%	1.24%	1.25%	1.22%
Allowance for possible loan losses / past due loans	117.44%	122.64%	114.58%	110.07%	112.34%
Allowance for possible loan losses / non accrual loans	152.66%	161.41%	140.74%	135.77%	144.80%
Charge-offs / total loans ⁽¹⁾	0.42%	0.46%	0.49%	0.42%	0.42%

⁽¹⁾ Percentages are annualized

⁽²⁾ Net interest margin refers to net interest and commission income divided by average interest-earning assets. Average interest-earning assets are determined on average monthly balances

⁽³⁾ Percentages has been calculated using monthly averages

⁽⁴⁾ Efficiency is defined as general and administrative expenses divided by the sum of net interest and commission income and other income and equity participation in associates

⁽⁵⁾ Operating income is defined as the sum of net interest, commission income, and other income

⁽⁶⁾ Primary liquidity is comprised of: (a) cash and due from banks, (b) interest bearing deposits with banks, and (c) high quality (investment grade) fixed income securities including repos, fixed income mutual funds, treasury bills, negotiable CDs, commercial paper, corporate and sovereign bonds, MBS, CMOs and ABS

⁽⁷⁾ As defined in Accord 1-2015 by the SBP

⁽⁸⁾ Total capital as a percentage of risk weighted assets, in accordance with the requirements of the SBP

⁽⁹⁾ Tier 1 capital as a percentage of assets based on risk weighted assets. In accordance with the requirements of the SBP

⁽¹⁰⁾ Earning retention ratio

⁽¹¹⁾ Past due loans: all loans past due 90+ days on interest and/or principal payments and all loans past due 30 days post maturity

⁽¹²⁾ Non accrual loans: all loans past due 90+ days on interest and/or principal payments, and residential mortgages past due 120+ days in accordance with SBP