

Instituto de Crédito Oficial



Instituto de Crédito Oficial

**ANNUAL
REPORT 2011**

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CHAIRMAN'S STATEMENT



In 2011, the Spanish economy underwent two different stages. While the first half of the year gave grounds for a degree of optimism, in the summer, the recovery process was halted by the deterioration of financial markets. As the cost of State funding increased, financing terms grew tougher for financial institutions and accordingly, for enterprises and households. This credit squeeze was detrimental to both business activity and the performance of the labour market. However, on the positive side, the external sector remained vibrant, offsetting the decline in domestic demand. As a result, Spain reached year-end with growth of 0.7% of GDP as against the 0.1% downtick recorded in 2010.

Within this context of tight credit, in 2011, ICO continued to play an active role in the Spanish financial system, providing a countercyclical response to financing requirements while aiming to revive the credit flow. The Institute's activity in the credit system has led to a higher balance over the last few years, taking it to €94,577m at year-end 2011.

Instituto de Crédito Oficial provides Spanish enterprises with solutions designed to finance their businesses. Last year, over 251,000 lending operations were arranged for an amount of €20,920m. This figure is slightly below the one for 2010 due to the decline in demand for resources on the back of the downswing witnessed by business activity. So as to cover these operations, ICO went to capital markets where it launched short, medium and long-term funding operations for an amount of €43,161m.

Most of loans were granted through the second-floor system, operated together with credit institutions. Second-floor lending is a form of collaboration which, since it was first implemented 20 years ago, has proved to be one of the most efficient ways of distributing ICO's financing schemes. Last year, loans totalling €16,043m were granted for over 240,000 operations.

Moreover, financial year of 2011 saw the beginning of a new loan facility designed to settle the past debts incurred by local corporations in respect of works, supplies and/or services provided by enterprises and the self-employed. Under this facility, by year-end, ICO had arranged 1,235 loans with more than 1,000 local corporations for a total amount of €967.7m.

As regards ICO's function as the State's Financial Agency, a number of instruments for the promotion of foreign trade are used: the Corporate Internationalisation Fund (FIEM); the Fund for the Promotion of Development (FONPRODE); the Water and Sanitation Cooperation Fund (FCAS); and the Reciprocal Interest Adjustment Contract (CARI), or Interest Makeup Agreement. Through the Corporate Internationalisation Fund, contracts were approved for an amount of € 82.5m, while resources charged to the Fund for the Promotion of Development totalled €630.7m. As for Interest Makeup Agreement, 33 operations were executed for a total €673m. Lastly, through FCAS, a total €56.3m was allocated to the financing of projects relating to water and sanitation.

Here, the system used was co-financing with the national authorities of Spanish Cooperation partner countries.

Additionally, to contribute to the alleviation of the economic effects of natural disasters, ICO channelled the loans awarded to the victims of both the Lorca and Isla de Hierro earthquakes.

Since the economic situation is still difficult, ICO must continue its task of providing backup for Spain's corporations, offering solutions to enterprises' financing needs, fostering the development of new projects and lending its support to internationalisation processes.

I would like to end this statement by expressing my personal gratitude to all the employees of ICO for their effort, commitment and dedication; and in particular, to the previous management team and its Chairman, José María Ayala.



Román Escolano
Chairman of ICO ⁽¹⁾

(1) Appointed Chairman of ICO on 05.01.2012.

GOVERNING COUNCIL AND MANAGEMENT TEAM

(AT DECEMBER 31 2011)

GOVERNING COUNCIL

CHAIRMAN:

Mr. JOSÉ MARÍA AYALA VARGAS

MEMBERS OF THE COUNCIL:

Mr. ÁNGEL TORRES TORRES

Mr. FERNANDO ROJAS URTASUN

Mr. JUAN ANTONIO CORTECERO MONTIJANO

Mr. JESÚS MANUEL GÓMEZ GARCÍA

Mr. RAÚL SAUGAR ÁLVAREZ

Mr. JOSÉ CARLOS GARCÍA DE QUEVEDO RUIZ

Mr. FERNANDO SALAZAR PALMA

Mr. PEDRO ANTONIO RÍOS MARTÍNEZ

Mr. JORGE SERRANO MARTÍNEZ⁽¹⁾

SECRETARY TO THE COUNCIL:

Ms. IDOYA ARTEAGABEITIA GONZÁLEZ

State Counsel

Deputy Director of the Legal Advisory Department,
INSTITUTO DE CREDITO OFICIAL (ICO)

MEMBERS WHO SAT ON THE COUNCIL DURING 2011:

Mr. Santiago Menéndez de Luarca Navia-Osorio.- Until 25.01.2011

Ms. María Felicidad Montero Pleite.- From 25.01.2011 to 11.02.2011

Mr. Luis Díez Martín.- Until 28.10.2011

MANAGEMENT TEAM

Ms. M. ROSARIO CASERO ECHEVERRI

Director General of Business

Ms. SUSANA DE LAS HERAS GOZALO

Assistant Director General to the Chairman

Ms. OLGA GARCÍA FREY

Director General of Commercial Affairs

Ms. VANESSA SERVERA PLANAS

Director General of Finance and Risk

⁽¹⁾ A member since 28.10.2011

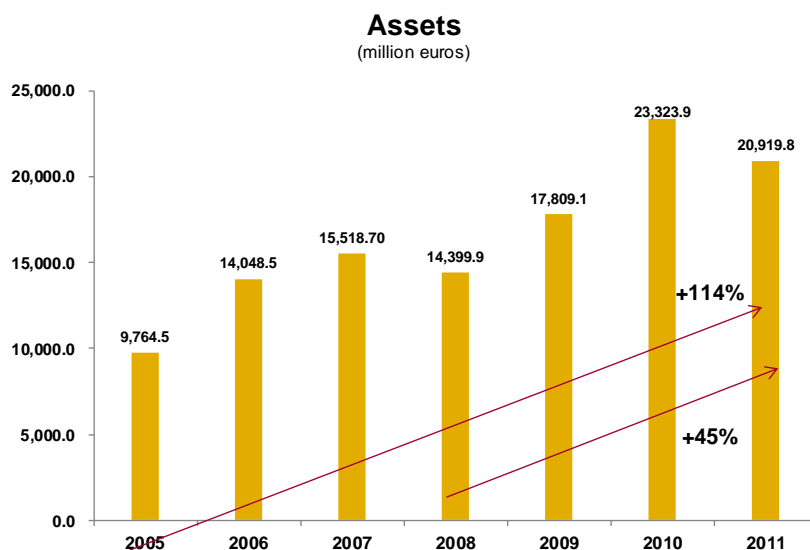
PERFORMANCE REPORT 2011

Although there seemed to be signs of economic recovery in the first half of 2011, the uptick waned in the second half and by year-end, the Spanish economy found itself on a downward path. In fact, far from overcoming the crisis which started in 2007 (2008 in Spain's case), we are immersed in a recession which is jeopardising growth and proving particularly detrimental to lending activity.

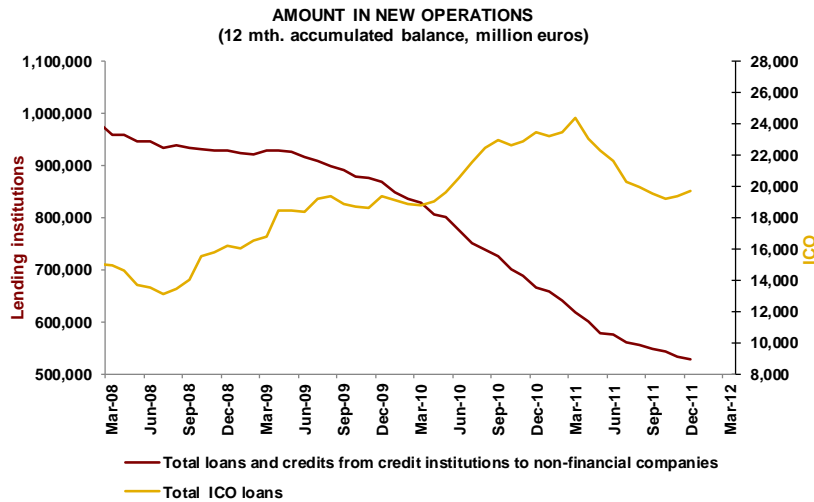
In such an adverse economic and financial climate, Instituto de Crédito Oficial (ICO) has, in accordance with its nature and functions, endeavoured to offset the decline in corporate lending undergone by the system. Pursuing the Government's economic policy, in 2011, the Institute continued to play an active role in the Spanish financial system by showing a countercyclical response to corporate financing needs and seeking to revive the flow of credit.

With this aim in view, ICO implemented measures designed to act on two fronts: on the one hand, the credit supply, mainly to Small and Medium-sized Enterprises (SME), in the form of long-term loans designed to meet their current requirements; and, on the other, the demand for credit by means of the promotion and financing of corporate projects through venture capital.

Until the outbreak of the crisis, ICO financed solely productive investment projects. However, given the huge demand for loans to finance working capital, the Institute decided to adapt to the new environment and, in 2009, set up what became known as its "liquidity facilities", designed to meet this need.

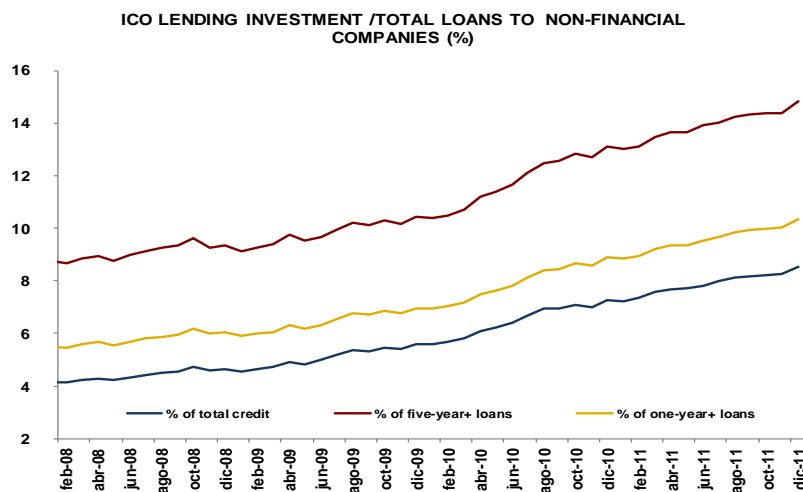


So as to carry out the countercyclical activity referred to above, in recent years, ICO has been increasing the funds it supplies to the system in the form of loans: in the period from 2005 to 2011, loans arranged with enterprises shot up by 114% and, since 2008, the year that Spain started to feel the effects of the economic and credit crisis, the Institute has injected a further 45% in loans for Spanish enterprises. All told, in 2011, ICO granted loans totalling almost € 21,000m for corporate investment and working capital. On account of the fall in demand for funds deriving from the decline in business activity, this figure is approximately 11% less than the one recorded in 2010.



Source: Bank of Spain and ICO

The effects of ICO's countercyclical response started to show through in the Spanish credit system in mid-2008 with a rise in new loans granted, contrasting with the downswing witnessed by the rest of the financial system. The upward path reflected in the Institute's loans to enterprises, especially to smaller ones, continued until the end of first half 2011, when enterprises' demand for funds decreased on the back of diminishing business activity. Accordingly, ICO's new lending operations slackened somewhat, although this trend was reversed at year-end.



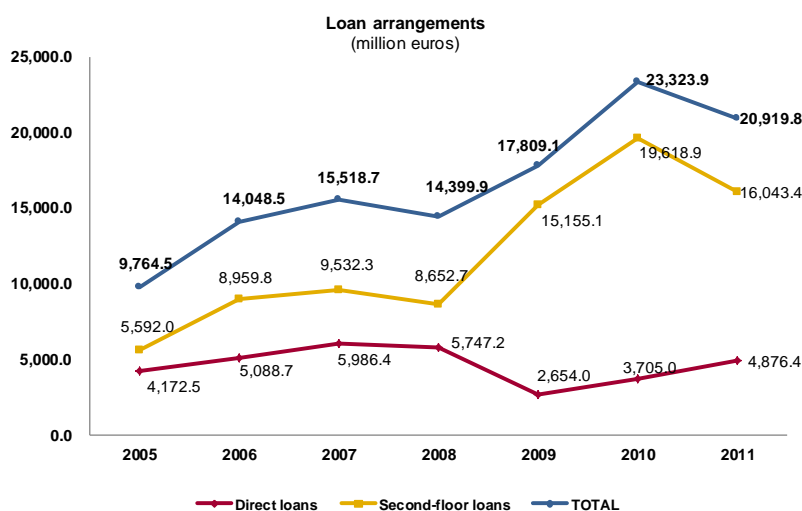
The considerable rise in the Institute's lending activity over the last few years has led to a higher balance and increased ICO's importance within the Spanish credit system. Since year-end 2007, ICO's involvement in total lending to non-financial companies has doubled to account for 8% of the system at year-end 2011, reaching levels in the region of 15% for loans with a term of more than five years.

A. ICO's LENDING ACTIVITY IN 2011

LOAN ARRANGEMENTS		(million euros)						
	2005	2006	2007	2008	2009	2010	2011	
Direct loans	4,172.5	5,088.7	5,986.4	5,747.2	2,654.0	3,705.0	4,876.4	
Wholesale banking (*)	4,172.5	5,088.7	5,986.4	5,747.2	2,654.0	3,549.5	3,557.8	
Retail	-	-	-	-	-	155.5	351.0	
ICOdirecto	-	-	-	-	-	155.5	341.4	
ICO SGR	-	-	-	-	-	-	9.6	
ICO Local Corporations 2011	-	-	-	-	-	-	967.6	
Second-floor loans	5,592.0	8,959.8	9,532.3	8,652.7	15,155.1	19,618.9	16,043.4	
TOTAL	9,764.5	14,048.5	15,518.7	14,399.9	17,809.1	23,323.9	20,919.8	
Ordinary operations	9,002.7	13,280.7	15,430.0	14,059.0	17,790.0	23,322.9	20,917.3	
Financing of investments/liquidity in Spain	7,621.2	11,260.0	13,731.5	12,166.8	17,218.1	22,706.1	20,456.9	
Financing of investments/liquidity abroad	1,381.5	2,020.7	1,698.5	1,892.3	572.0	616.7	460.4	
Special operations (Relief Funds)	761.8	767.9	88.7	340.9	18.1	0.8	2.5	

(*) Includes Structured, Corporate and Institutional Financing, Film Industry, VPO (Officially-sponsored Housing).

In the course of 2011, ICO granted loans totalling almost €21,000m, or 11% less than in the previous year. Nevertheless, this figure is more than double the one recorded in 2005. The reason for this year-on-year decline lies in the downturn seen in enterprises' and self-employed workers' demand for loans as a result of falling business activity in 2011.



The Institute's main lending activity takes the form of second-floor (mediation) loans (77% of total arrangements in 2011), distributed to SME through private financial institutions. As SME showed less demand for loans in 2011, second-floor loan arrangements fell back by 18% in respect of the previous year.

At the same time, there was an increase in loans granted directly by the Institute to large enterprises (direct loans), where ICO assumes the risk on the operation. However, as these loans take up a lower share in the Institute's activity (around 20% of arrangements in 2011), this increase failed to prevent the reduction of total arrangements.

In 2010, in addition to engaging in these two traditional forms of lending, ICO launched ICODirecto and ICO-SGR for the self-employed and small enterprises. Operated under the Institute's own management, these facilities racked up loan arrangements totalling approximately €350m.

In 2011, practically all the loan arrangements made by the Institute took the form of “ordinary operations”; i.e., market loans. Lending to provide assistance to victims of serious social and/or economic crises amounted to €200m, distributed under the facility designed for the victims of the Lorca earthquake.

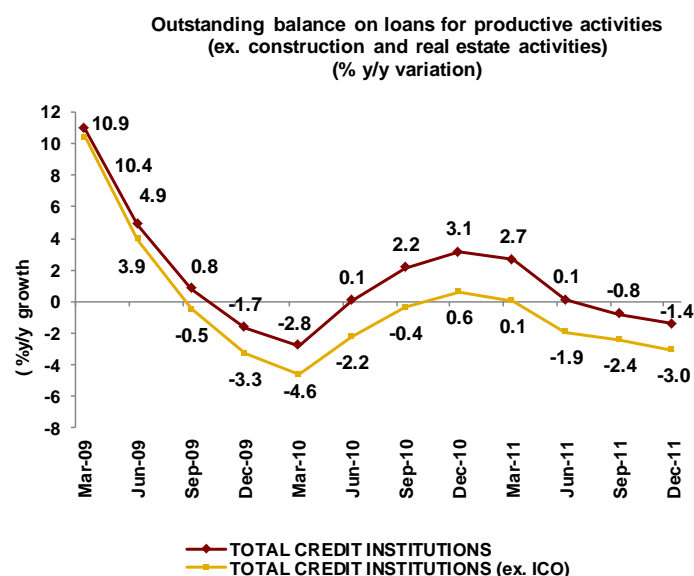
The amount of just under €21,000m lent by ICO in 2011 was distributed over 251,000 loan operations, the bulk of which were arranged with SME (just under 250,000 operations). In the main, enterprises accessed ICO’s financing schemes through the second-floor system; i.e., through the banks and savings banks (*cajas*) with which they normally do business. Of total arrangements, over 250,000 were loans to finance investments or working capital in Spain.

NUMBER OF ARRANGEMENTS		(million euros)						
	2005	2006	2007	2008	2009	2010	2011	
Direct loans	112	136	144	147	133	4,329	10,417	
Wholesale banking (*)	112	136	144	147	133	155	180	
Retail	-	-	-	-	-	4,174	9,002	
ICOdirecto	-	-	-	-	-	4,174	8,922	
ICO SGR	-	-	-	-	-	-	80	
ICO Local Corporations 2011	-	-	-	-	-	-	1,235	
Second-floor loans	94,468	196,089	253,176	259,086	364,854	291,895	240,837	
TOTAL	94,580	196,225	253,320	259,233	364,987	296,224	251,254	
Ordinary operations	84,076	185,724	253,102	258,731	364,987	296,222	251,227	
Financing of investments/liquidity in Spain	84,057	185,693	253,081	259,217	364,976	295,661	250,624	
Financing of investments/liquidity abroad	19	31	21	16	11	561	603	
Special operations (Relief Funds)	10,504	10,501	218	502	3	2	27	

(*) Includes Structured, Corporate and Institutional Financing, Film industry, VPO (Officially-sponsored Housing).

(*) Incluye operaciones de Financiación Estructurada, Fin. Corporativa, Fin. Institucional, Cine, VPO

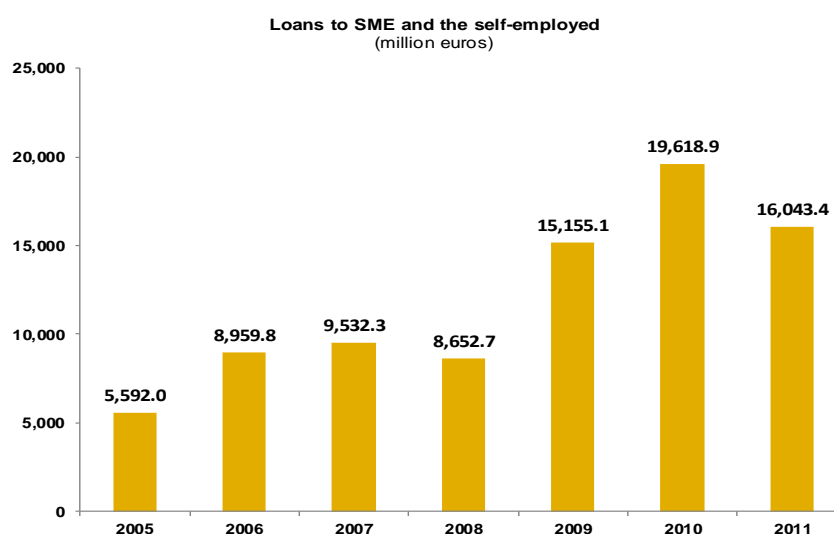
Thus, ICO’s lending activity went some way towards easing the fall in the system’s total credit. Without the Institute’s loans, credit for productive activities (excluding construction and real estate activities), down by 1.4% year-on-year in December 2011, would have slipped by 3%.



Source: Prepared by ICO from its own and BoS data.

A.1. LOANS FOR SME AND THE SELF-EMPLOYED

Almost 20 years' experience has shown that the most efficient way to distribute ICO loans among SME and the self-employed consists in the now traditional second-floor loan facilities, which the Institute markets through cooperating banks and savings banks, thereby making it easier for the small businessman to gain access to credit. In the financial year of 2011, the Institute granted second-floor loans totalling €16,043m, or 18% less than one year previous, the difference being due to the decline in demand for credit resulting from the downswing in business activity. There has been a clear upward trend in second-floor loan arrangements since 2005. This was particularly noticeable in 2008, the year the crisis started, when resources ploughed into the system though this scheme rocketed by over 85%.



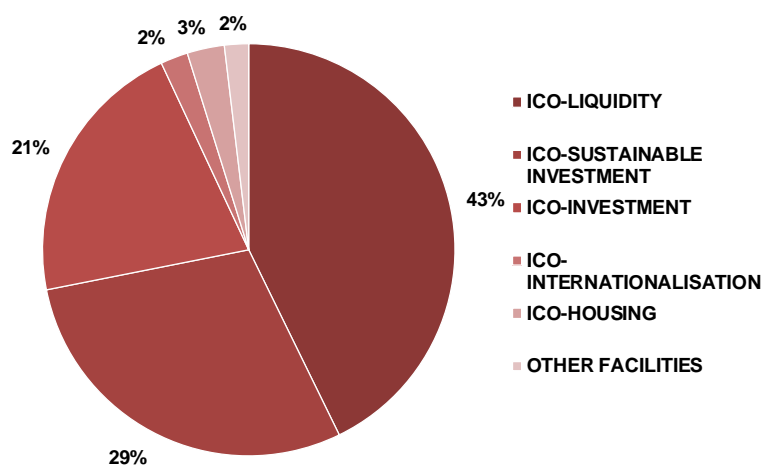
In 2011 as in previous years, the Institute streamlined its second-floor loan catalogue so as to make it more customer-friendly and step up efficiency in the allocation of resources to the productive network. This is why the various types of facility do not necessarily match those of 2010.

Just over half of the resources assigned to ICO's second-floor loan facilities was distributed under ICO-Investment (sustainable investment and general investment), covering a total of more than 108,000 operations. Next came ICO-Liquidity (42% of funds lent in about 115,000 operations). In geographical terms, nearly all the second-floor loans were used to finance investment projects in Spain and to meet the liquidity needs of enterprises operating within the national territory.

SECOND-FLOOR LOAN ARRANGEMENTS		(million euros)
Distribution by facilities		
	2010	2011
ICO-LIQUIDITY	7,377.4	6,860.8
ICO-SUSTAINABLE INVESTMENT	1,223.5	4,671.9
ICO-INVESTMENT	7,867.8	3,393.4
ICO-INTERNATIONALISATION	414.4	344.9
ICO-HOUSING	1,481.2	468.6
OTHER FACILITIES	4.6	0.0
ICO-FOMIT 2010	71.8	2.9
ICO-PLAN AVANZA	322.8	198.3
ICO-UNIVERSITY STUDIES LOAN	74.9	30.5
ICO-TEXTILES, FURNITURE...2011	19.6	4.6
ICO-ICAA	28.6	23.7
ICO-DOMESTIC TRADE	0.0	1.3
ICO-LORCA EARTHQUAKE RD 6/2011	0.0	2.5
ICO-HORTICULTURE 2011	0.0	40.0
ICO-FIRES AND OTHER DISASTERS	0.8	0.0
ICO-ENTREPRENEURS	100.0	0.0
ICO-PLAN VIVE BUSES 2010	162.2	0.0
ICO-SHIPYARDS	47.5	0.0
ICO-ICEX 2010	21.8	0.0
ICO-FuturE (1)	400.0	185.3
ICO-VPO COVERAGE 2010 (2)	985.9	0.0
TOTAL	19,618.9	16,043.4

(1) FuturE 2011 Tranche included in ICO-Sustainable Investment 2011, not reckoned for the purposes of the overall loan arrangement figure.

(2) Second-floor loan with risk coverage by ICO and no contribution of funds. The data shown in the chart refer to the amount for the 2009-2010 Facility.



SECOND-FLOOR LOAN ARRANGEMENTS		(million euros)
Distribution by investment location		
	2010	2011
Investments in Spain	19,204.4	15,698.5
Investments abroad	414.4	344.9
TOTAL	19,618.9	16,043.4

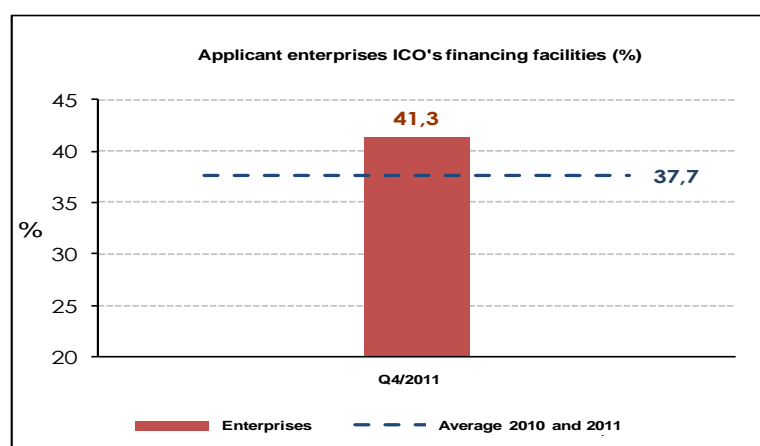
In 2011, ICO arranged over 249,000 loans for SME and the self-employed through its second-floor facilities and retail channel.

NUMBER OF SECOND-FLOOR LOAN ARRANGEMENTS		
Distribution by facilities		
	2010	2011
ICO-LIQUIDITY	105,024	115,215
ICO-SUSTAINABLE INVESTMENT	5,753	48,237
ICO-INVESTMENT	117,933	60,142
ICO-INTERNATIONALISATION	549	599
ICO-HOUSING	819	227
OTHER FACILITIES	1,723	0
ICO-FOMIT 2010	26	4
ICO-PLAN AVANZA	48,829	13,640
ICO-UNIVERSITY STUDIES LOAN	5,185	2,235
ICO-TEXTILES, FURNITURE...2011	109	23
ICO-ICAA	40	39
ICO-DOMESTIC TRADE	0	2
ICO-LORCA EARTHQUAKE RD 6/2011	0	27
ICO-HORTICULTURE 2011	0	447
ICO-FIRES AND OTHER DISASTERS	2	0
ICO-ENTREPRENEURS	2,560	0
ICO-PLAN VIVE BUSES 2010	1,307	0
ICO-SHIPYARDS	5	0
ICO-ICEX 2010	260	0
ICO-FuturE (1)	1,783	1,134
ICO-VPO COVERAGE 2010 (2)	11,116	0
TOTAL	291,907	240,837

(1) FuturE 2011 Tranche included in ICO-Sustainable Investment 2011, not reckoned for the purposes of the overall loan arrangement figure.

(2) Second-floor loan with risk coverage by ICO and no contribution of funds. The data shown in the chart refer to the number of second-floor loan arrangement for the 2009-2010 Facility.

According to the quarterly survey released by the Spanish Higher Board of Chambers of Commerce, in Q4/2011, 41.3% of SME which applied for financial assistance did so via ICO's facilities, bearing witness to the success of the institute's countercyclical response and the effort made to work in close contact with its target customers.



Source: "Chamber of Commerce Survey on SME access to external financing" (December 2011).

A.2. LOANS GRANTED DIRECTLY BY ICO

Most of ICO's lending activity is geared towards SME through the branch networks of those of the system's private credit institutions with which it enters into agreements of cooperation. However, ICO also takes part in the financing of operations executed by public institutions and large-scale investments undertaken by companies exceeding the size of those covered by its second-floor facilities. In these cases, ICO often acts on a joint basis with other financial institutions but analyses the applications itself and assumes the risk on the loan granted.

DIRECT LOAN ARRANGEMENTS		(million euros)
Wholesale banking and local corporations 2011		
Distribution of investments by sector and location		
	2010	2011
INDUSTRY	239.0	272.5
CONSTRUCTION	311.0	485.8
ENERGY	460.0	295.9
TRANSPORT AND STORAGE	793.0	391.4
FINANCIAL, PROFESSIONAL ACTIVITIES	1,426.0	2,396.4
COMMERCE	37.0	-
OTHER PURPOSES	284.0	683.4
TOTAL	3,550.0	4,525.4
Investments in Spain	3,347.6	4,409.1
Investments abroad	202.4	116.3

-Direct loans: Includes Structured, Corporate and Institutional finance operations, Film Industry, VPO (Officially-sponsored Housing) and ICO-Local Corporations 2011. ICODirecto and ICO-SGR operations are not included.

Moreover, in July 2011, the Government instructed ICO to start up a loan facility for the discharge of debts incurred by local corporations with the self-employed and enterprises on account of supplies, works and services rendered in general. Yet again, the Institute acted countercyclically so as to lighten the burden of delinquent debtors weighing down on enterprises as a result of municipal budget restrictions.

Under the ICO-Local Corporations Facility, by year-end 2011, the Institute had arranged 1,235 loans with over 1,000 local corporations for a total amount of €967.7m.

Overall, in the financial year of 2011, ICO arranged 1,415 direct loans to large enterprises and local corporations for a total amount of €4,525m, or 28% more than in the previous year. Almost all these loans were used to finance investment projects in Spain, in the sectors shown in the chart above.

B. PERFORMANCE OF ICO FUNDS

In 2011, ICO continued to promote the various capital funds under its management, either directly or through its wholly-owned investee company, AXIS, Participaciones Empresariales, S.G.E.C.R., S.A.U.

AXIS is a venture capital firm engaged in minority investments in expansion capital for amounts ranging from €1.5m to €15m, the idea being to aid enterprises in their growth processes. For this kind of investment, the firm manages one fund, FOND-ICOpyme (SME), amounting to €422m; and another, FOND-ICOinfraestructuras, totalling €500m, for the financing of infrastructures. With 25 years' experience as an operator on the venture capital market, the firm has made investments in over 130 enterprises for a total €250m in the course of its existence.

FOND-ICOpyme (SME)

With an allocation of €422m, the venture capital fund FOND-ICOpyme (SME) is scheduled to mature in 2020. Its main aim is to provide backing for corporate expansion plans by means of finance and a long-term business view. Its target companies range from start-ups to medium-sized consolidated business concerns.

The fund prioritises enterprises with a focus on sustainable economy: environmental (eco-innovation, waste treatment and management, products made from recycled materials, etc.); knowledge and innovation (health and biotechnology, energy and climate change, ICT, nanoscience and nanotechnology, aeronautics, etc.); and social (development of products enhancing the independence of the elderly, dependants and other vulnerable groups).

FOND-ICOpyme's involvement in enterprises may take the form of either a capital holding, adapted to the project's maturity period (five years by way of guidance); or through participating loans, where the term is likewise adapted to the project's nature. In some cases, grace periods are established and the interest rate is split into two tranches, one fixed and the other variable, in accordance with the enterprise's profitability.

The fund currently has investments in 36 companies, together with holdings in 14 venture capital firms.

FOND-ICOpyme (SME), FCR	
The year's figures	
Number of projects	2011
APPROVED	25
Capital (shares and holdings)	9
Participating loans	10
Venture capital firms	6
INVESTMENTS ARRANGED	15
Capital (shares and holdings)	8
Participating loans	6
Venture capital firms	1

FOND-ICOinfraestructuras, FCR

The other fund under AXIS's management, FOND-ICOinfraestructuras, is concerned with the financing of infrastructures in Spain, especially greenfield projects, availing itself of minority capital and quasi-capital holdings and other debt instruments. Involvement in projects entailing an increase in the public deficit is excluded. Furthermore, the total holding of the ICO group must not exceed 30% of the investment, understood as the project's total financing need, including both debt (senior and subordinated) and internal funds (capital and participating loans).

FOND-ICOinfraestructuras, FCR	
The year's figures	
Number of projects	2011
APPROVED	5
Capital (shares and holdings)	1
Loans and credits to investee companies	4
INVERSTMENTS ARRANGED	0
Capital (shares and holdings)	0
Loans and credits to investee companies	0

JEREMIE

In addition to the above, ICO continues to manage the JEREMIE Fund (Joint European Resources for Micro to Medium Enterprises), set up in December 2009. This fund is part of the operative ERDF Programme, an initiative promoted by the European Commission to facilitate the use of structural funds to finance enterprises' R&D&I activities. The fund's initial allocation was €70m, of which €47.1m were contributed by the European Union through the Technological Fund and the remainder, by ICO, which is also responsible for its management. The fund's main purpose is to establish a guarantee facility so as to offer security to enterprises undertaking R&D&I projects receiving aid from the Industrial Technological Development Centre (Spanish initials, CDTI), within the framework of the Technological Fund. As a result of this guarantee facility, advance payments may be offered to recipient enterprises so that financing will be available to them from the start of the project.

JEREMIE FUND		
The year's figures		
Number of projects	2011	2010
APPROVED	292	82
INVESTMENTS ARRANGED	257	74

OTHER CAPITAL FUNDS

Through various contributions, ICO is also involved in the following capital funds, all of which are under third-party management:

- **Fons Mediterrània, FCR**, a venture capital fund for investment operations in Morocco, Tunisia and Algeria.
- **FC2E**, the Carbon Fund for the Spanish enterprise (FC2E), launched by ICO and Santander Investment. The first mixed-capital carbon fund managed in Spain, FC2E probably offers the best access to markets on account of its promoters' commitment, vocation and capacity to originate projects.
- **Post-Kyoto Carbon Fund**. Started up in 2008, its purpose is the purchase and sale of carbon credits generated in the post-Kyoto period. With the fund, the promoters are showing the market a clear sign of their confidence in the post-Kyoto system by lending their direct support to projects of environmental significance.
- **Marguerite Fund**, a European capital fund seeking to back investments in infrastructures which contribute to the fight against climate change and enhance energy safety and trans-European transport networks.

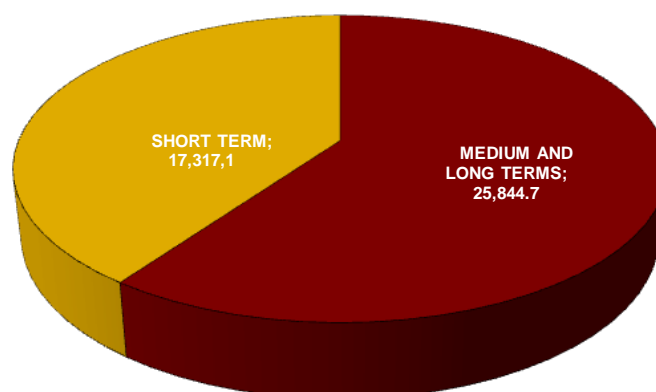
C. FUNDING IN 2011

FUNDING (million euros)

	2006	2007	2008	2009	2010	2011
Gross funding	11,624.0	14,227.0	19,337.0	16,314.0	28,532.0	43,160.7
Medium and long terms	9,192.0	10,854.0	14,625.0	14,026.0	16,432.0	25,843.7
Short term	2,432.0	3,373.0	4,712.0	2,288.0	12,100.0	17,317.1
Redemptions and reimbursements	(7,529.0)	(7,991.0)	(9,344.0)	(13,515.0)	(13,994.0)	(32,552.5)

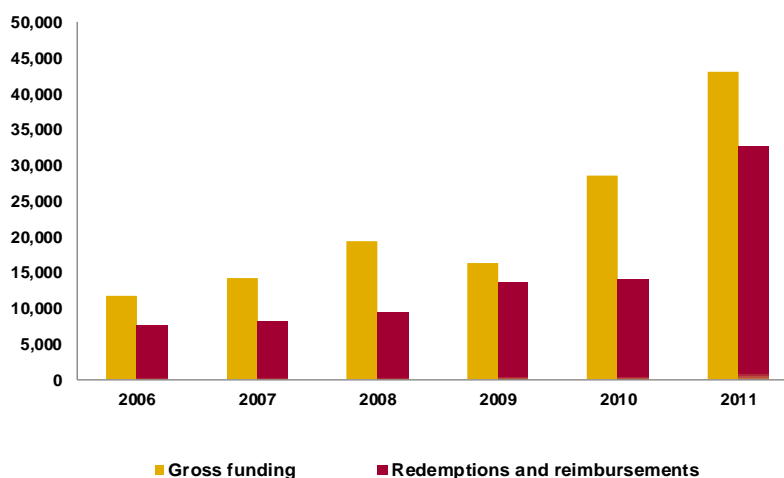
In order to perform the lending activity described above and cover debt repayments for 2011, above all on medium and long-term paper (over half of total funding), ICO's gross funding on financial markets was increased by around 50% in the period of reference.

GROSS FUNDING (million euros)



* Exchange rates at each year-end.

FUNDING (million euros)



* Exchange rates at each year-end.

In 2011, in accordance with usual practice, most of ICO's funding came from bond and debenture issues (over €42,000m) launched mainly on the euro market; and the rest (about €900m), from loans granted by other credit institutions.

FUNDING					(million euros)
	2011			2010	
	Placements and increases	Redemptions and reimbursements	Net variation	Placements and increases	
Fixed-interest securities	42,262.9	32,552.0	14,231.4	28,031.5	
Bonds and debentures in €	34,454.4	16,795.6	16,212.9	18,241.5	
Bonds and debentures in f.c.	7,808.5	15,756.4	(1,981.5)	9,790.0	
Loans from credit institutions	897.7	-	397.7	500.0	
In €	897.7	-	397.7	500.0	
In f.c.	-	-	-	-	
TOTAL	43,160.7	32,552.0	14,629.2	28,531.5	

D. ICO's PERFORMANCE AS A FINANCIAL SERVICES PROVIDER

In the financial year of 2011, the Institute continued to participate in the provision of financial services to both securitisation funds and bond issues guaranteed by the General State Administration (RDA 7/2008, October 13 2008 and Order EHA/3364/2008, November 21 2008).

One new development in 2011 concerned the management company GAT (Gestión de Activos de Titulización, S.G.F.T., S.A.), with which ICO signed various contracts for the provision of financial services to securitisation funds. As a result, the Institute was required to commence a procedure with the Barcelona Securities Compensation and Settlement Service so as to make the payments of the various bonds involved in said funds.

Another event was the issues of bonds corresponding to the Electricity System Deficit Securitisation Fund (Spanish initials, FADE), in which ICO, in addition to providing financial services as a paying agent and current account supplier, acts as a credit line provider. This fund is regulated under RDA 6/2009, April 30, whereby certain measures were adopted in the energy sector, with a specific reference to the "Financing of the tariff deficit". Here it is stated that deficits in the electricity settlement system will generate collection rights which may be assigned to a securitisation fund to be constituted for the purpose (the "Electricity System Deficit Fund"). Complementary legislation is found in RDA 6/2010, April 9, published on April 13 2010 and in RD 437/2010, April 9, published on April 21 2010.

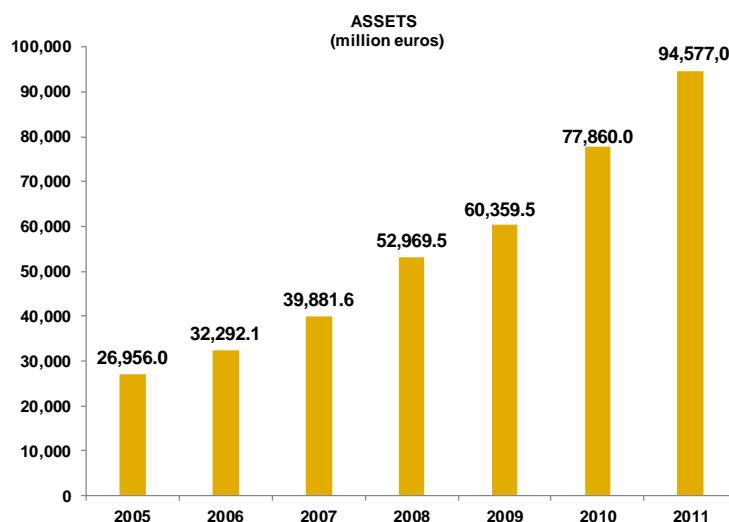
Thus, ICO's performance in the provision of financial services during 2011 may be summed up as follows: the GAT management company, eight securitisation funds with a total outstanding balance of €1,794.6m; FADE, seven series and four increases, with a total of €9,906m; and, with regard to bonds guaranteed by the General State Administration, two new issues and one increase with the issue of a nominal amount of €2,620.6m.

At December 31 2011, the outstanding balance on the securitisation funds and issues in which ICO provides financial services amounted to €133,597.3m in a total 108 operations.

Lastly, at December 31 2011, the Institute, in its role as a supplier of liquidity facilities to securitisation funds, recorded an amount of €2,601m, plus €2,000m under the credit line granted to FADE.

E. BALANCE SHEET AND STATEMENTS OF INCOME IN 2011

Last year, ICO's balance saw a 21% increase in respect of the previous year to reach a total amount of €94,577m. As ICO has stepped up its activity in the last few years, the balance has been growing unceasingly, multiplying by 3.5 in the period from 2005 to 2011.



In 2011, the Institute's lending investment balance, excluding loans to credit institutions and net of provisions, went up by 20% to stand at €77,884.5m. A total 61% of this balance, €47,842.1m (without valuation adjustments, recorded as deposits with credit institutions), corresponded to loans distributed by ICO through its second-floor loan facilities, whose balance was up by 13% last year in respect of 2010.

ASSET AND FUNDING OPERATIONS. ABSTRACT OF THE BALANCE SHEET (million euros and percentages)

Balances at December 31

	2011	2010	Annual variation	
			Absolute	%
Cash and Bank of Spain	31.1	424.1	(392.9)	(93)
Financial assets for trading	451.8	598.4	(146.6)	(25)
Lending investment	77,884.5	64,947.6	12,934.0	20
- Second-floor loans	47,842.1	42,163.2	5,675.9	13
- Receivables from customers	30,042.4	22,784.4	7,258.0	32
Loans to credit institutions	2,239.8	1,211.8	1,031.0	85
- Ex-Argentaria	224.2	375.5	(151.3)	(40)
- Other loans and deposits	2,015.6	836.3	1,182.3	141
Securities portfolio	1,069.9	1,330.8	(260.9)	(20)
Investment portfolio due	7,412.7	4,292.2	3,120.5	73
Hedging derivatives	5,206.8	4,768.6	438.2	9
Tangible assets	113.0	119.3	(6.3)	(5)
Other asset accounts	167.4	167.3	0.1	0
TOTAL ASSETS = LIABILITIES	94,577.0	77,860.0	16,717.1	21
Financial liabilities for trading	443.0	552.6	(109.6)	(20)
External resources	89,252.1	72,199.0	17,053.1	24
- Market resources	82,447.7	64,762.4	17,685.4	27
- Special funding	2,707.5	3,434.3	(726.8)	(21)
- Other financial liabilities	4,096.9	4,002.3	94.5	2
Hedging derivatives	670.7	1,400.2	(729.5)	(52)
Provisions and allowances	414.0	375.8	38.2	10
Internal resources	3,439.9	3,059.2	380.7	12
Valuation adjustments	205.6	139.7	65.9	47
The year's profit/loss	40.0	31.2	8.8	28
Other liability accounts	111.7	102.1	9.6	9

The remaining 39% of lending investment corresponded to loans granted directly by the Institute, Loans and credits, which chalked up growth of 32% in 2011. Of this total balance, prior to the deduction of provisions, 79% corresponded to loans to Other resident sectors; i.e., to non-financial companies and enterprises. In the last financial year, this item saw an upswing of more than 25%.

RECEIVABLES FROM CUSTOMERS		(million euros and percentages)		
Balances at December 31				
	2011	2010	Annual variation	
			Absolute	%
Public Administrations	4,820.2	2,302.6	2,517.6	109
- Central Administration	529.0	162.3	366.7	226
- Territorial Administrations	4,291.2	2,140.3	2,150.9	100
Other resident sectors	24,544.5	19,608.9	4,935.6	25
- Ordinary loans	24,480.4	19,494.1	4,986.4	26
- Special loans	64.1	114.8	(50.7)	(44)
Non-residents	1,635.6	1,666.6	(31.0)	(2)
TOTAL LOAN ACCOUNTS	31,000.3	23,578.1	7,422.2	31
Loan loss provision	957.9	793.7	164.2	21
TOTAL LENDING INVESTMENT	30,042.4	22,784.4	7,258.0	32

The rise in the balance of loans to Public Administrations reflects the performance of the new ICO-Local Corporations Facility 2011 and direct loans granted to autonomous regions.

As for the considerable increases recorded last year in the balance sheet accounts, Investment portfolio due and Other loans and deposits, the cause is found in the purchase of public debt in 2011 and the need for liquidity or collateral for lending activity, given the high volatility besetting capital markets.

On account of ICO's countercyclical performance in these times of economic crisis and the attendant increase in the Institute's activity, in 2011, it became necessary to raise its external resources by 24%, taking this item to over €89,000m. Of this balance, 92% was in the form of market resources (90% in 2010), which soared by more than 27% in the period of reference.

The remaining external resources correspond to the balance of the special loan granted to ICO by the State for the purpose of financing 50% of the second-floor liquidity facilities (under the heading, Special funding) and Other financial liabilities. The latter account consists mainly of funds received from the Public Treasury for the total or partial coverage of the cost of some of the second-floor loan facilities.

EXTERNAL RESOURCES. STRUCTURE		(million euros and percentages)		
Balances at December 31				
	2011	2010	Variación anual	
			Absoluta	%
Market resources	82,447.7	64,762.4	17,685.3	27
- Fixed-income securities	69,112.7	57,693.8	11,418.9	20
- Loans from credit institutions	4,708.2	3,482.1	1,226.1	35
- Customer funds	8,626.8	3,586.5	5,040.3	141
- Denominated in euros	64,682.5	39,009.4	25,673.1	66
- Denominated in f.c.	17,765.2	25,753.0	(7,987.8)	(31)
Special funding	2,707.5	3,434.3	(726.8)	(21)
Other financial liabilities	4,096.9	4,002.3	94.6	2
TOTAL	89,252.1	72,199.0	17,053.1	24

As far as the Institute's internal resources were concerned, the sum of the allowance fund plus reserves rose by 12% in 2011 to stand at €3,439.9m. With the addition of the year's profits and valuation adjustments, net worth summed up to €3,685.5m, or 14% more than 12 months previous.

In 2011, ICO's allowance fund was increased by almost €350m as a result of the State's contribution of €340m to the Institute's internal resources and the capitalisation of economic policy loan recoveries, as stipulated in the Eleventh Additional Provision of Act 24/2001, December 27, concerning measures of a fiscal, administrative and social nature.

Reserves were also up as a result of unallocated income from the previous year (€31m).

CAPITAL ACCOUNTS		(million euros and percentages)		
Balances at December 31				
	2011	2010	Annual variation	
			Absolute	%
Allowance Fund	2,700.9	2,351.4	349.5	15
Reserves	739.0	707.8	31.2	4
Valuation adjustments	205.6	139.7	65.9	47
Year's profit/loss	40.0	31.2	8.8	28
TOTAL	3,685.5	3,230.2	455.3	14

As a result of its overall activity in 2011, ICO's net interest revenue gained 23%. There was also a substantial upturn in gross income and net operating revenue, with pre-tax profits standing 33% higher than in 2010. Last year, the Institute's after-tax profits came to €40m, or 28% more than the figure recorded the year before.

STATEMENT OF NET INCOME

(million euros and percentages)

Figures at December 31

	2011	2010	Annual variation	
			Absolute	%
Interest revenue	2,624.7	1,419.5	1,205.2	85
Interest expense	(2,190.3)	(1,066.7)	(1,123.6)	105
Net interest revenue	434.4	352.8	81.6	23
Other products and ordinary costs	37.2	84.1	(46.9)	(56)
Gross revenue	471.6	436.9	34.7	8
Personnel costs	(18.3)	(18.3)	(0.0)	0
General costs	(16.9)	(21.3)	4.4	(21)
Depreciations	(6.9)	(5.5)	(1.4)	25
Impairment losses and allowances	(372.1)	(349.1)	(23.0)	7
Result, operating activities	57.4	42.6	14.8	35
Impairment losses from other assets	(2.2)	(1.1)	-	-
Other earnings and losses	(0.0)	(0.2)	0.2	(84)
Pre-tax profit	55.1	41.4	13.7	33
Tax on profit	(15.1)	(10.1)	(5.0)	49
The period's profit	40.0	31.2	8.8	28
Average Total Assets (ATA)	81,968.9	65,204.2	16,764.8	26

F. OPERATIONS ON THE STATE'S ACCOUNT

In addition to performing its functions as an institutional lender on its own account, ICO acts as a financial agency on the State's account. In the fulfilment of this mission, the Institute manages a number of instruments providing support for the foreign sector: the Corporate Internationalisation Fund (FIEM); the Fund for the Promotion of Development (FONPRODE); the Water and Sanitation Cooperation Fund (FCAS); and the Reciprocal Interest Adjustment Contract (CARI). In all cases, ICO arranges and administers operations and performs all the financial tasks involved. These operations are formalised aside from the rest and, for accounting purposes, are likewise recorded separately.

CORPORATE INTERNATIONALISATION FUND (FIEM)

In June 2010, Act 11/2010, June 28, on the Reform of the Financial Backing System for the Internationalisation of the Spanish Enterprise, came into force, leading to the creation of FIEM. On the publication of its operational regulations on January 20 2011 (Royal Decree 1797/2010), the fund was set under way. All operations approved on the initiative of the Ministry of Industry, Tourism and Trade and charged to FAD Internationalisation, along with the resultant assets and liabilities, came to form part of FIEM.

Operations approved and charged to FIEM in 2011 added up to €82.5m. The largest loan approved was for China, followed in second and third place by two loans granted to Kenya.

There are certain time gaps between the figures for arrangements and the figures for approvals and therefore they may not appear in the same financial year. This is because, once an operation is approved, a financial agreement has to be negotiated and executed with the recipient of the financing.

In 2011, operations arranged by ICO amounted to €78.9m.

CORPORATE INTERNATIONALISATION FUND (FIEM) (million euros and percentages)

Lending activity

	2011	2010	Annual variation	
			Absolute	%
Loans granted	82.5	116.5	(34.0)	(29)
Loans arranged	78.9	214.8	(135.8)	(63)

CORPORATE INTERNATIONALISATION FUND (FIEM) (million euros and percentages)

Loan portfolio

	2011	2010	Annual variation	
			Absolute	%
Loans drawn down	4,645.9	4,643.7	2.2	0
Loans refinanced	176.7	160.8	15.8	10
Debts due	507.1	510.4	(3.3)	(1)
TOTAL	5,329.7	5,314.9	14.8	0.3
Denominated in USD	2,518.2	2,620.7	(102.5)	(4)
Denominated in EUR	2,476.6	2,382.5	94.1	4
Denominates in other f.c.	334.9	311.7	23.2	7

Lastly, it should be pointed out that, at December 31 2011, the FIEM Portfolio (loan accounts) was valued at €5,329,7m, showing only a slight variation in respect of the valuation at December 31 2010, when the portfolio was estimated to stand at €5,314.9m.

FUND FOR THE PROMOTION OF DEVELOPMENT (FONPRODE)

This fund was set up under Act 36/2010, October 22 2010 (Fund for the Promotion of Development/FONPRODE). In the act, it is established that the manager of FONPRODE will be the Ministry of Foreign Affairs and Cooperation, through the Secretariat of State for International Cooperation, and that ICO will act as financial agent.

On the publication on June 25 of Royal Decree 845/2011, June 17, whereby the regulations governing FONPRODE were approved, the office responsible for the fund's management was set up. The fund's Executive Committee was then formed as the body in charge of analysing operations and, as applicable, submitting them to the approval of the Council of Ministers. FONPRODE will channel part of the development aid operations undertaken by the Ministry of Foreign Affairs and Cooperation, including those carried out in conjunction with development banks and funds and the compulsory contributions to international financial institutions, for which the Ministry of Economy and Finance is responsible. The fund has inherited all the assets and liabilities which used to form part of FAD Cooperation, along with those from the likewise extinct Microcredit Fund.

FONPRODE funds are used to finance development projects and programmes, taking the form of State-to-State grants in Less Developed Countries; and also financial contributions to development programmes and non-financial international multilateral development bodies. Furthermore, the fund is used for technical assistance, viability studies and ex ante and ex post programme evaluation. It is also possible to contribute to funds constituted at international financial development institutions for the purpose of covering basic social needs. In addition, credits, loans and financing facilities of a non-tied nature may be granted on a concessionary basis, including contributions to microfinance programmes and support for the productive social network.

FUND FOR THE PROMOTION OF DEVELOPMENT (FONPRODE) (million euros and percentages)

Lending activity

	2011	2010	Annual variation	
			Absolute	%
Loans granted	607.6	-	607.6	-
Loans arranged	630.7	-	630.7	-

In 2011, the Council of Ministers approved 48 operations for an amount of € 607.5m, including 41 non-reimbursable contributions to multilateral bodies totalling €290m; one reimbursable contribution, classified as a Financial Asset, consisting in a contribution to a fund set up by the EIB for an amount of €300 m; two microcredit programmes in Honduras and Ecuador adding up to €8.6m; and a management assignment to P4R for €6.3m.

FUND FOR THE PROMOTION OF DEVELOPMENT (FONPRODE) (million euros and percentages)**Loan portfolio(*)**

	2011	2010	Annual variation	
			Absolute	%
Loans drawn down (*)	857.9	-	857.9	-
Debts due (*)	0.1	-	0.1	-
TOTAL	858.0	-	858.0	-
Denominated in USD	417.4	-	417.4	-
Denominated in EUR	419.7	-	419.7	-
Denominated in other f.c.	20.9	-	20.9	-

Financial investment portfolio

	2011	2010	Annual variation	
			Absolute	%
Loans drawn down	123.6	-	123.6	-
TOTAL	123.6	-	123.6	-
Denominated in USD	18.6	-	18.6	-
Denominated in EUR	105.0	-	105.0	-

(*) The loan portfolio includes loan accounts from microcredit programmes and reimbursable contributions.

WATER AND SANITATION COOPERATION FUND (FCAS)

The Water and Sanitation Cooperation Fund (FCAS) was set up by virtue of the 61st Additional Provision of Act 51/2007, December 26, on the General-Government Budget for 2008. Its purpose is to ease access to water and sanitation, which are seen as indispensable components of human wellbeing and development, as reflected in the Millennium Development Goals signed in the year 2000. Currently managed by the Ministry of Foreign Affairs and Cooperation through the Directorate for Sectoral and Multilateral Cooperation at AECID (the Spanish International Cooperation Agency for Development), the fund provides non-reimbursable aid and, as applicable, non-tied loans, to finance projects in the areas of water and sanitation. It operates on a co-financing basis with the national authorities of Spanish Cooperation member countries.

In 2011, the third year of the fund's operative life, the amount in approved contributions worked out at €56.3m, reflecting a draught of around 62% in respect of the previous year.

Last year, arrangements came to €38.9m, or 72% less than in 2010.

WATER AND SANITATION COOPERATION FUND (FCAS) (million euros and percentages)**Activity**

	2011	2010	Annual variation	
			Absolute	%
Contributions granted	56.3	150.0	(93.7)	(62)
Contributions arranged	38.9	137.3	(98.4)	(72)
Accumulated amount (a)	506.3	447.0	59.3	13

(a) Contributions granted since the fund was set up.

RECIPROCAL INTEREST ADJUSTMENT CONTRACTS (CARI)

The CARI System seeks to boost the participation of credit institutions in the long-term financing of Spanish exports. One of the requirements established for eligibility is that the interest rates set on the operations by lender institutions must be as indicated in the Organisation for Economic Cooperation and Development (OECD) Consensus.

Interest adjustment or interest makeup contracts guarantee that the lender institutions will receive a certain amount of interest revenue on the outstanding balance of each credit admitted into the system. In this way, any risks deriving from the difference between the credit's fixed interest rate and the conventional cost attributed to the resources used in the financing are removed. When the difference is negative, the State, through ICO, credits the institutions with the pertinent amount. When the result is positive, the institutions pay the difference to the Institute.

In the course of 2011, 33 operations were arranged for an amount of €673m, well below the figure recorded in 2010 (€1,150m on 31 operations), resulting in a negative variation of 42% in the amount arranged.

In terms of arrangements, the main destinations of the exports were: Mexico (accounting for over 63%); the Dominican Republic (10%); Chile (9%); and Angola (6%). As regards the number of contracts signed, Mexico also ranks first (12 operations), followed by Brazil (8) and China (4).

RECIPROCAL INTEREST ADJUSTMENT CONTRACTS (million euros and percentages)**The year's figures**

	2011	2010	Annual variation	
			Absolute	%
Outstanding capital at 1.1.	2,405.6	2,011.0	394.6	20
Amount in operations filed	1,081.3	848.7	232.6	27
Amount in operations arranged	672.9	1,150.2	(477.3)	(42)
Drawdowns and reimbursements. Net (a)	363.5	394.6	(31.1)	(8)
Outstanding capital at 31.12	2,769.1	2,405.6	363.5	15

(a) Includes variations deriving from exchange rate differences.

At December 31 2011, the outstanding balance on the CARI Portfolio stood at €2,769m, pointing to a 15% rise in respect of the figure recorded at year-end 2010. Of the portfolio's total, 67% corresponds to operations in dollars and 33%, to operations in euros.

G. INVESTEE COMPANIES

Instituto de Crédito Oficial is the owner of a number of holdings in companies and funds, as described below:

Firstly, the Institute is the sole holder of the capital of AXIS - Participaciones Empresariales SGEER, S.A.U. Constituted in 1986, AXIS is a venture capital fund manager which takes up minority, temporary holdings in capital on account of the funds under its management. Furthermore, the company may grant long-term participating loans whose interest rate depends on the investee company's economic performance.

Secondly, in Compañía Española de Reafianzamiento (CERSA), the holding amounts to 24.15% of capital. CERSA is a State-owned mercantile company attached to the Ministry of Industry, Tourism and Trade through the Directorate General of SME Policy. Its activity consists in the underwriting or partial coverage of the risk assumed by Reciprocal Guarantee Companies (Spanish initials, SGR) vis-à-vis Small and Medium-sized Enterprises requiring additional guarantees to overcome their financial problems. Priority is given to the financing of innovative investments and projects and also to microenterprises and micro-start-ups.

Thirdly, ICO has a 25.25% holding in Compañía Española de Financiación al Desarrollo (COFIDES), a State-owned mercantile company set up in 1988. Its purpose is the provision of medium and long-term finance for private, viable investment projects abroad in which there is a Spanish interest. The idea is to contribute, on the basis of profitability criteria, both to the development of the countries receiving the investments and to the internationalisation of Spain's economy and enterprises.

Lastly, the institute has a 50% holding in EFC2E Gestión, SL, a company engaged in asset management relating to the Carbon Fund for the Spanish Enterprise (FC2E).

H. HUMAN RESOURCES

As a financial institution with the legal status of a State-owned Corporate Entity, Instituto de Crédito Oficial must always be ready to adapt to changes in a financial sector where stiffer competition, market unification and technological challenges are the order of the day. At the same time, in its role as the State's Financial Agency, the Institute must ensure that it is in a position to meet the challenges required of it by the various social representatives. Given this twofold circumstance, human capital is ICO's key asset in the effective fulfilment of its functions.

WORKFORCE PROFILE

At December 31 2011, the Institute's workforce numbered 320. The distribution of employees by professional grades, together with variations occurring during the year, is indicated in the table below:

DISTRIBUTION OF THE WORKFORCE BY PROFESSIONAL GRADE

Number of employees

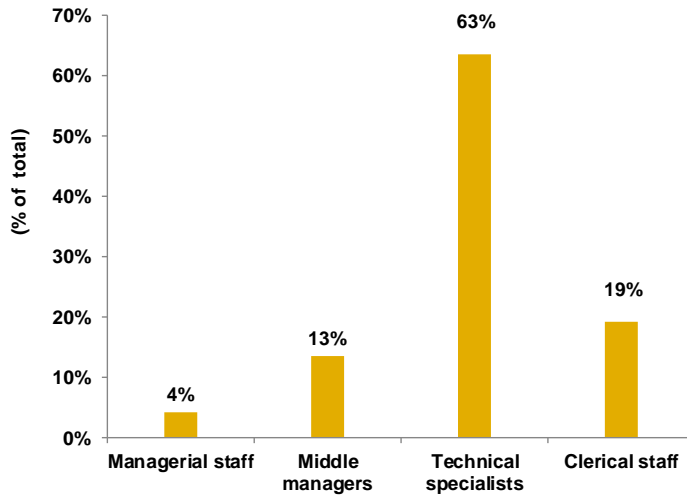
	2011	2010	Annual variation	
			Absolute	%
Managerial staff	13	12	1	8
Middle managers	43	44	(1)	(2)
Technical specialists	203	199	4	2
Clerical staff	61	67	(6)	(9)
TOTALS	320	322	(2)	(1)

ICO's workforce is of an extremely high professional level: excluding management personnel, 66% of the employees belong to the professional grade of technical specialists.

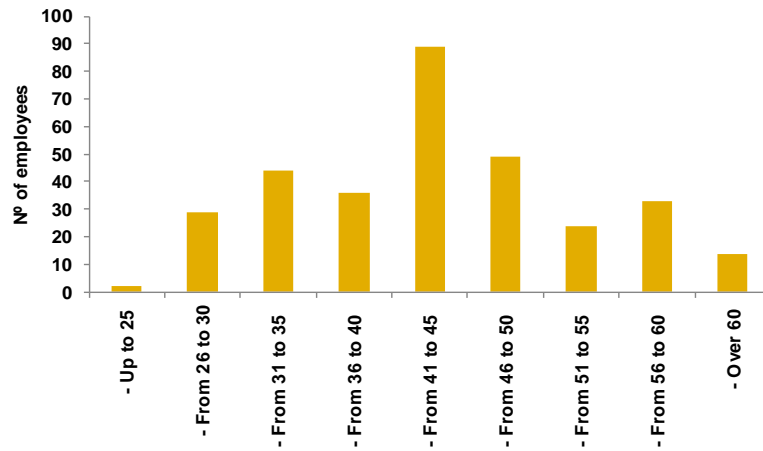
The average age of the workforce is 43 years. At year-end 2011, 55% of the employees were aged between 36 and 50; and only 4.4% were over 60.

Regarding the male/female ratio, a large share is taken up by women both in the workforce as a whole and in managerial posts. The number of female employees accounts for 61% of the total workforce and for 52% of management and middle management posts. During 2011, the percentage of women in management and middle management posts increased by % in respect of the previous year.

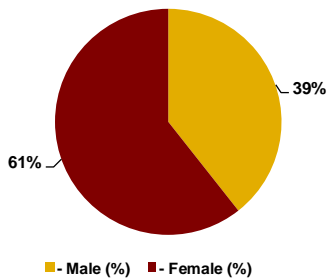
Distribution of the workforce by professional grade. 2011



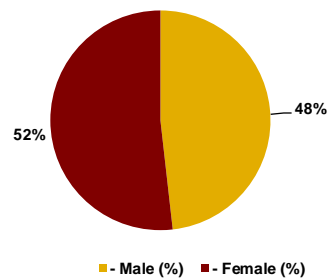
Age pyramid. 2011



Gender distribution of the entire workforce. 2011



Gender distribution of managers and middle managers. 2011



TRAINING

With regard to ICO's Training Scheme in 2011, three points should be highlighted:

- The ongoing development of the Internal Training Policy commenced in 2007 with a view to enhancing the knowledge and skills of the Institute's employees. In 2011, a number of training courses on financial subjects took place.
- The Special Biannual Training Plan for Clerical Staff, which began in 2009 under the V Collective Bargaining Agreement, ended in June 2011. As a result of this initiative, 18 of the Institute's employees belonging to the clerical grade were reclassified as technical specialists.
- Lastly, in 2011, Instituto de Crédito Oficial organised a course in leadership and team management, aimed at top and middle managers.

WORKFORCE TRAINING PROGRAMME

Figures for 2011

Training area	Number of employees			
	Hours invested		Participants	
	Number	%	Number	%
Formación al puesto	3.424	22	152	32
Idiomas	7.433	48	185	39
Formación en nuevas tecnologías	1.609	10	81	17
Formación para el desarrollo	1.846	12	9	2
Formación en habilidades	1.112	7	50	10
TOTALES	15.423	100	477	100

CAREER DEVELOPMENT SYSTEM

In 2011, the Career Development System (Spanish initials, SDP) entered its ninth year in the case of the Institute's technical specialists and its fourth year for clerical staff. Based on performance appraisal, the system is applied in accordance with the degree of competence and target fulfilment attained. As a result of the appraisal, in 2011, 61 employees were promoted, 24 of whom belonged to the clerical staff grade. Within the scope of the Career Development System, this is the third round of promotions for this grade since the execution of the V Collective Bargaining Agreement.

MANAGEMENT BY TARGETS

The Management-by-Targets System (Spanish initials, DpO) was introduced in 2007 for the purpose of establishing the definition, implementation and follow-up of the Institute's goals and measuring the employees' contribution to their achievement. Through the system, it is possible to further the career development of ICO's employees while building a culture based on the appraisal of professional merit.

In accordance with the degree of fulfilment of the targets set, the Institute rewards its employees for their effort by adjusting the variable salary component.

Learning from the experience of previous years, in 2011, the DpO System was simplified so as to facilitate the definition and follow-up of objectives.

ANNEX

CHART I. ASSETS (ABSTRACT)

Balances at December 31

	Million euros									
	Total 1 = 2 to 6 + 8 to 10	Cash 2	Loans to credit institutions 3	Second-floor loans (*) 4	Receivables from customers 5	Securities Portfolio		Tangible assets 8	Other assets 9	Accrual accounts 10
						Total 6	of which: Shares and holdings 7			
1991	19,398.3	16.2	15,112.1	-	1,904.3	6.0	6.0	22.5	26.4	2,310.8
1992	19,787.8	73.8	12,541.9	12.0	5,000.6	0.5	0.5	26.8	239.6	1,892.7
1993	19,412.1	12.2	11,542.2	383.7	5,404.0	25.5	16.6	56.1	114.6	1,873.6
1994	19,455.9	10.7	10,540.4	1,297.1	5,624.2	28.3	19.9	77.6	80.0	1,797.6
1995	19,820.9	10.8	9,080.1	2,708.0	5,865.8	42.9	27.9	79.6	340.2	1,693.7
1996	18,702.0	11.2	7,166.8	3,761.6	5,909.0	43.6	43.6	84.9	118.1	1,606.9
1997	20,087.3	4.3	7,527.8	5,078.4	5,528.0	48.9	48.9	90.4	35.5	1,774.1
1998	21,369.1	20.8	7,706.4	6,031.6	5,940.2	82.1	82.1	118.9	69.0	1,400.2
1999	23,561.9	27.5	7,929.9	7,085.7	6,755.1	91.4	91.4	106.4	270.3	1,295.7
2000	24,703.8	22.5	7,704.8	7,575.4	7,311.2	215.7	91.4	99.0	461.0	1,314.1
2001	25,600.7	31.5	6,933.6	8,131.9	8,000.5	634.6	100.4	89.2	651.2	1,128.2
2002	24,749.0	62.2	6,317.5	8,789.2	7,846.1	406.6	101.2	77.0	595.4	655.1
2003	26,419.2	29.8	7,138.1	9,614.1	8,004.9	678.9	101.2	63.8	342.5	547.0
2004	24,550.7	24.5	5,274.9	10,052.8	8,099.2	851.0	125.1	115.2	132.7	0.5
2005	26,956.0	74.2	3,870.7	12,101.5	8,496.2	1,138.7	127.7	163.0	1,110.9	0.9
2006	32,292.1	236.6	3,104.6	17,239.9	10,739.0	150.6	150.6	167.5	653.3	0.5
2007	39,881.6	128.1	3,193.3	11,017.0	13,550.3	10,815.1	152.4	169.3	1,008.1	0.6
2008	52,969.5	344.2	2,522.8	17,980.9	17,783.8	10,991.0	155.7	169.4	3,177.5	--
2009	60,359.5	74.5	858.4	28,521.7	18,846.4	9,339.9	159.0	120.9	2,597.8	--
2010	77,860.0	424.1	1,211.8	42,163.2	22,784.4	5,623.0	225.2	119.3	5,534.3	--
2011	94,577.0	31.1	2,239.8	47,842.1	30,042.4	8,482.6	215.6	113.0	5,826.0	--

(*) The heading, Second-floor loans, does not include as loan accounts the bonds from the securitisation of second-floor loans. The amount in these bonds is included, in accordance with their accounting treatment, in Investment portfolio due.

CHART II. LIABILITIES (ABSTRACT)

Balances at December 31

	Million euros									
	Total 1 = 2 + 5 to 10	Special funding			Ordinary funding	Other liabilities	Provisions	Equity and reserves	The year's profit	Accrual accounts
		Total 2 = 3+4	Loans from the State	Bonds						
	3	4	5	6	7	8	9	10		
1991	19,398.3	9,562.1	3,870.5	5,691.6	8,519.5	27.3	127.8	510.9	32.9	617.8
1992	19,787.8	8,522.4	3,870.5	4,651.8	10,094.1	195.0	60.1	543.7	65.7	306.8
1993	19,412.1	7,524.7	3,870.5	3,654.1	10,899.2	42.7	13.8	609.5	10.1	312.1
1994	19,455.9	6,412.8	3,864.5	2,548.3	11,893.5	79.2	97.5	619.6	15.3	337.9
1995	19,820.9	5,144.7	3,738.3	1,406.4	13,342.4	212.7	107.8	616.8	40.8	355.7
1996	18,702.0	1,947.3	1,334.2	613.1	12,766.2	343.7	158.7	2,870.6	114.8	500.7
1997	20,087.3	1,220.1	1,105.9	114.2	14,831.2	333.2	328.2	2,798.0	86.2	490.4
1998	21,369.1	1,105.9	1,027.7	78.1	16,185.7	369.2	334.3	2,775.6	96.8	501.6
1999	23,561.9	990.4	948.6	41.8	18,614.3	299.5	324.0	2,775.6	86.0	472.1
2000	24,703.8	873.2	869.5	3.7	19,827.7	294.5	321.0	2,775.6	80.1	531.7
2001	25,600.7	790.5	790.5	--	21,863.7	870.4	276.2	1,172.8	128.8	498.4
2002	24,749.0	711.4	711.4	--	21,114.8	1,077.2	247.7	1,106.9	301.3	189.8
2003	26,419.2	632.4	632.4	--	21,872.6	2,337.1	215.5	1,106.9	99.8	154.9
2004	24,550.7	320.5	320.5	--	18,784.0	3,888.3	405.2	1,092.3	55.1	5.3
2005	26,956.1	274.7	274.7	--	23,485.8	1,657.3	247.5	1,240.0	50.5	0.3
2006	32,292.1	228.9	228.9	--	27,654.7	2,781.7	224.9	1,294.6	106.8	0.5
2007	39,881.6	0.0	0.0	--	32,780.1	4,791.3	241.3	1,984.0	82.3	--
2008	52,969.5	0.0	0.0	--	43,039.3	7,341.4	207.8	2,292.3	88.7	--
2009	60,359.5	3,571.4	3,571.4	--	46,863.0	6,955.4	250.2	2,696.0	23.5	--
2010	77,860.0	3,434.3	3,434.3	--	64,762.4	6,057.2	375.8	3,198.9	31.2	--
2011	94,577.0	2,707.5	2,707.5	--	82,447.7	5,322.3	414.0	3,645.5	40.0	--

CHART III. STATEMENT OF NET INCOME*Annual amounts*

	Million euros								
	1	2	3 = 1 - 2	4	5	6	7 = 4 - 5 + 6	8	9 = 7 + 8
	Interest revenue	Interest expense	Net interest revenue	Gross income	Depreciation, personnel and general costs	Provisions and other impairments	Result of operating activities	Extraordinary profit/loss and other earnings and losses	Pre-tax profit
1991	1,505.6	1,417.8	87.8	85.1	13.3	(26.3)	47.2	3.4	50.6
1992	1,469.1	1,401.6	67.5	88.9	9.7	(53.5)	26.4	74.6	101.0
1993	1,548.2	1,475.7	72.5	72.1	14.0	(155.7)	(97.0)	107.0	10.0
1994	1,464.2	1,395.7	68.5	76.3	21.2	(146.3)	(84.6)	99.9	15.3
1995	1,446.8	1,394.5	52.3	60.1	25.2	(190.3)	(155.2)	196.0	40.8
1996	1,299.0	1,175.0	124.0	126.0	27.1	3.0	102.1	12.7	114.8
1997	1,096.6	1,008.2	88.4	90.5	27.5	(7.4)	55.8	30.4	86.2
1998	968.6	916.2	52.4	53.6	27.2	(6.9)	20.0	76.7	96.7
1999	803.3	724.9	78.4	81.5	32.6	(12.9)	36.6	93.6	130.2
2000	1,015.0	927.5	87.5	92.8	30.7	41.9	104.9	21.9	126.8
2001	1,054.8	951.8	103.0	110.2	33.6	(307.8)	(230.4)	554.9	324.5
2002	877.1	762.4	114.7	123.2	37.9	(80.1)	3.3	380.7	384.0
2003	707.3	603.4	103.9	112.7	37.4	(23.1)	53.2	56.0	109.2
2004	623.1	530.6	92.5	94.0	33.0	17.5	79.4	--	79.4
2005	670.2	579.9	90.3	129.7	33.2	(34.0)	63.8	--	63.8
2006	1,068.3	872.2	196.0	207.4	37.6	(13.5)	158.8	--	158.8
2007	1,647.6	1,440.1	207.3	227.3	40.9	(79.5)	107.8	--	107.8
2008	2,171.0	1,875.9	294.9	349.9	41.2	(186.8)	121.8	--	121.8
2009	1,436.9	1,239.6	197.3	269.6	42.5	(196.8)	30.3	--	30.3
2010	1,419.5	1,066.7	352.8	436.9	45.1	(350.2)	41.5	(0.2)	41.4
2011	2,624.7	2,190.3	434.4	471.6	42.1	(372.1)	57.4	(2.2)	55.1

CHART IV**FINANCING OF INVESTMENTS IN SPAIN**

Loan arrangements in the year. Distribution by autonomous regions

Million euros

	Total 1=2+5	Ordinary operations			Special and exceptional operations 5 (c)
		Total 2=3+4	Second-floor loans 3	Direct loans 4 (b)	
2011					
Andalucía	2,459.9	2,459.9	1,879.6	580.2	
Aragón	674.0	674.0	570.6	103.5	
Asturias	369.2	369.2	320.8	48.4	
Baleares	724.8	724.8	572.5	152.2	
Canarias	720.8	720.8	563.7	157.2	
Cantabria	216.7	216.7	188.3	28.4	
Castilla-La Mancha	730.7	730.7	518.2	212.4	
Castilla-León	1,008.7	1,008.7	721.3	287.4	
Cataluña	3,128.7	3,128.7	2,964.5	164.3	
Ceuta	13.6	13.6	13.6	0.0	
Comunidad Valenciana	2,409.6	2,409.6	1,854.9	554.7	
Extremadura	407.1	407.1	151.4	255.7	
Galicia	1,030.0	1,030.0	741.7	288.3	
La Rioja	94.2	94.2	64.1	30.1	
Madrid	3,521.4	3,521.4	2,708.3	813.1	
Melilla	35.9	35.9	35.9	-	
Navarra	297.9	297.9	297.9	-	
País Vasco	736.2	736.2	680.5	55.7	
Región de Murcia	988.2	985.7	848.3	137.4	2.5
Ámbito Nacional	539.9	539.9	-	539.9	
TOTAL	20,107.6	20,105.1	15,696.0	4,409.1	2.5

(a) In accordance with the location of the projects financed.

(b) Includes direct lending and wholesale banking operations and the ICO-Local Corporations Facility 2011. Does not include operations under the ICODirecto and ICO-SGR Facilities.

(c) Relief Funds and other.

2010					
Andalucía	2,155.8	2,155.8	1,941.9	214.0	0.03
Aragón	865.3	865.3	813.3	52.0	
Asturias	597.9	597.9	356.9	241.0	
Baleares	909.8	909.8	906.8	3.0	
Canarias	847.3	847.3	718.3	129.0	
Cantabria	235.7	235.7	235.7	-	
Castilla-La Mancha	820.2	820.2	595.2	225.0	
Castilla y León	1,078.9	1,078.9	1,007.9	71.0	
Cataluña	4,473.7	4,472.9	3,445.7	1,027.3	0.75
Ceuta	-	-	-	-	
Comunidad Valenciana	3,291.4	3,291.4	2,843.4	448.0	
Extremadura	222.0	222.0	179.0	43.0	
Galicia	960.9	960.9	959.9	1.0	
La Rioja	207.0	207.0	207.0	-	
Madrid	3,144.4	3,144.4	3,140.4	4.0	
Melilla	-	-	-	-	
Navarra	382.5	382.5	382.5	-	
País Vasco	907.2	907.2	907.2	-	
Región de Murcia	825.1	825.1	742.1	83.0	
Ámbito Nacional	828.6	828.6	22.6	806.0	
TOTAL	22,753.6	22,752.8	19,405.6	3,347.2	0.8

(a) In accordance with the location of the projects financed.

(b) Includes direct lending and retail banking operations. Does not include operations under the ICODirecto and ICO-SGR Facilities.

(c) Relief Funds and other.

CHART V
SECOND-FLOOR LOANS. Distribution by facilities
Annual breakdowns of loans granted

	Thousand euros																				
	1,983	1,984	1,985	1,986	1,987	1,988	1,989	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Accumulated 20 - 1.1.19	
1.- SME Facility	362,807.0	977,890.9	991,838.1	1,174,227.1	1,798,853.3	1,803,035.5	2,404,048.4	2,253,330.0	2,909,986.0	2,678,552.0	3,000,000.0	3,000,000.0	4,000,000.0	7,000,000.0	8,371,470.1	6,876,282.2	5,168,387.8	-	-	54,770,800.3	
1.1.- General	362,807.0	394,883.0	397,617.6	593,313.1	565,690.6	589,707.0	2,404,048.4	2,253,330.0	2,909,986.0	2,678,552.0	3,000,000.0	3,000,000.0	4,000,000.0	7,000,000.0	8,371,470.1	6,876,282.2	5,168,387.8	-	-	50,566,086.8	
1.2.- Guaranteed investments	-	-	-	37,617.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	37,617.0
1.3.- ERDF. Objective 1	-	-	-	465,988.7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	465,988.7
1.4.- ERDF. Objective 2	-	378,415.3	373,036.0	64,644.9	1,203,208.2	1,202,023.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,622,671.7
1.5.- Tourism	-	-	35,027.0	12,663.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	243,007.2
1.6.- Job creation	-	125,407.2	87,080.6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,690.3
1.7.- CDTI	-	-	-	29,984.4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	212,487.8
2.- Environment	-	41,621.8	84,136.0	15,602.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	41,288.4
3.- Rural	-	28,661.3	95,778.7	135,187.7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	41,288.4
4.- Interregionalisation	-	3,806.5	43,784.5	59,486.5	102,220.5	163,139.5	58,515.5	50,890.0	-	29,331.0	45,745.0	-	52,988.0	142,817.0	114,094.6	149,999.1	199,077.2	414,428.0	-	41,288.4	
5.- Financial restructuring	-	-	-	7,338.4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	7,338.4
6.- Shipbuilding	-	4,116.9	4,975.5	402.7	12,735.5	9,513.5	3,202.5	300,067.0	182,270.0	209,999.0	215,076.0	244,922.0	212,600.0	117,829.0	94,789.0	-	-	-	-	34,946.6	
7.- CDTI	-	6,334.7	9,225.5	7,278.3	-	-	9,634.2	-	-	-	-	-	-	-	-	-	-	-	-	-	1,759,147.8
8.- Pig-breeding sector	8,504.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9,634.2
9.- Ext. cattle-breeding and dy farming	-	-	-	-	-	-	3,215.4	226,180.0	13,400.0	-	-	-	-	-	-	-	-	-	-	-	242,795.4
10.- Film industry	-	-	-	-	-	-	-	33,955.0	39,198.0	30,021.0	39,807.0	32,089.0	42,733.0	39,562.0	39,105.8	26,901.0	27,391.3	28,615.5	23,747.7	402,236.3	
11.- Renewable energies (DAE)	-	-	-	-	-	-	-	28,520.0	42,832.0	4,065.0	21,519.0	146,384.0	61,913.0	339,324.0	-	-	-	-	-	644,557.0	
12.- Enterprise start-up	-	-	-	-	-	-	-	-	73,197.0	-	-	-	-	-	-	-	-	-	-	-	73,197.0
13.- Transport	-	-	-	-	-	-	-	-	30,483.0	70,076.0	98,447.0	100,000.0	279,946.0	195,140.0	38,890.0	49,113.5	85,008.7	-	-	947,104.2	
14.- INFO-Murcia	-	-	-	-	-	-	-	-	53,623.0	138,289.0	149,935.0	109,328.0	105,317.0	92,236.0	1,361.4	-	-	-	-	650,089.4	
15.- INFO-Murcia Entrepreneurs	-	-	-	-	-	-	-	-	-	-	3,090.0	4,025.0	845.0	3,110.0	-	-	-	-	-	11,070.0	
16.- Diesel oil	-	-	-	-	-	-	-	-	198,210.0	201.0	306.0	350.0	724.0	-	142.9	3,220.2	-	-	-	198,210.0	
17.- Floods	-	-	-	-	-	-	-	1,030.0	1,030.0	167.0	13,171.0	5,191.0	2,869.0	2,561.0	639.7	951.2	-	-	-	5,974.1	
18.- Microcredits	-	-	-	-	-	-	-	-	-	-	33,486.0	6,057.0	-	-	-	-	-	-	-	-	25,546.9
19.- Prestige	-	-	-	-	-	-	-	-	-	-	11,043.0	310.0	-	-	-	-	-	-	-	-	39,543.0
20.- Quality tourism	-	-	-	-	-	-	-	-	-	-	1,287.0	1,462.0	-	-	-	-	-	-	-	-	1,577.0
21.- Aut. Enclave of Ceuta	-	-	-	-	-	-	-	-	-	-	455.0	3,092.0	-	-	-	-	-	-	-	-	3,582.0
22.- Aut. Enclave of Melilla	-	-	-	-	-	-	-	-	-	-	202.0	94.0	-	-	-	-	-	-	-	-	292.0
23.- Co-financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	435,380.0
24.- Co-financing of Defence	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	310.0
25.- Fishing sector	-	-	-	-	-	-	-	-	-	-	199,824.0	9.0	-	61,156.0	-	174,570.4	-	-	-	435,380.0	
26.- Collage of the Carmelo Tunnel	-	-	-	-	-	-	-	-	-	-	15,614.0	9.0	-	301.0	-	-	-	-	-	16,916.0	
27.- MAPA Drought	-	-	-	-	-	-	-	-	-	-	19,614.0	748,510.0	15,614.0	449.0	2,608.2	484,863.1	594,542.2	322,839.4	1,941,863.1	761,732.2	
28.- Plan AVANZA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	489.0	-	-	-	-	449.0	
29.- Workers' limited companies	-	-	-	-	-	-	-	-	-	-	-	-	-	216.0	3,138.1	465.5	-	-	-	5,566.6	
30.- Irrigation equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	76,982.0	814,914.8	600,000.0	814,914.8	-	-	1,584,803.1	
31.- Corporate growth	-	-	-	-	-	-	-	-	-	-	-	-	-	28,675.0	21,480.0	34,895.1	-	-	-	141,354.1	
32.- CEX	-	-	-	-	-	-	-	-	-	-	-	-	-	23,250.0	21,804.0	-	-	-	-	23,250.0	
33.- MAPA Processed tomatoes	-	-	-	-	-	-	-	-	-	-	-	-	-	74,794.0	80,055.9	110,718.8	153,368.8	71,755.6	493,551.2	1,107,000.0	
34.- Tourism	-	-	-	-	-	-	-	-	-	-	-	-	-	8,898.0	80,055.9	-	-	-	-	198,210.0	
35.- CAB	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,974.1	
36.- Textiles, footwear, toys and furniture	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	25,546.9
37.- Forest fires	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	28,865.1	17,940.3	19,562.8	4,550.2	106,058.4	
38.- Entrepreneurs	-	-	-	-	-	-	-	-	-	-	-	-	-	60.0	0.0	947.1	-	-	-	1,007.1	
39.- Frosts	-	-	-	-	-	-	-	-	-	-	-	-	-	44,336.0	48,792.1	72,815.6	63,239.8	99,996.3	-	329,179.8	
40.- Forum/Almasa Victims	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	477,577.0
41.- University Studies Loan	-	-	-	-	-	-	-	-	-	-	-	-	465,659.0	11,918.0	-	-	-	-	-	-	170,417.4
42.- VIVE	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	220,486.2
43.- PRONMED	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	170,417.4
44.- SME Liquidity	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	699,097.3
45.- Medium Enterprise Liquidity	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	860,000.0
46.- Vine Buses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,643,509.4
47.- SME Deferral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	909,159.5
48.- Mortgage deferral	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	194,071.0
49.- Shipyards	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11,096.4
50.- Future	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	78,004.1
51.- Renove	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	126,214.5
52.- Culture Industries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,500.0
53.- Housing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	793,503.2
54.- Sustainable Economy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000,000.0
55.- Investment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,802.0
56.- Liquidity	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,079,910.2
57.- Fires and other disasters	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,671,877.7
58.- Domestic trade	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,895,373.8
59.- Local earthquake	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11,261,681.1
TOTAL	371,311.3	1,061,962.0	1,491,838.2	1,396,512.7	1,975,688.5	2,628,866.0	2,891,742.0	2,891,742.0	3,544,241.0	3,160,681.0	3,633,347.0	3,663,412.0	5,440,935.0	9,036,386.0	9,380,928.1	9,638,245.0	15,151,527.8	19,616,862.9	16,043,393.0	112,245,580.9	

CHART VI**SECOND-FLOOR LOANS (INVESTMENT and INTERNATIONALISATION). Distribution by purposes**

Amount in loans drawn down. 2011

Million euros

	INVESTMENT		INTERNATIONALISATION	
	Amounts drawn down	% of total	Amounts drawn down	% of total
Agriculture, cattle-breeding, forestry and fishing	220.8	7	7.1	2
Mining industries	19.9	1	0.5	0
Food industry	156.4	5	17.9	5
Textile industry	58.2	2	4.6	1
Paper industry	41.4	1	1.0	0
Chemical industry	66.1	2	24.3	7
IT, electrical and optical products	6.1	0	3.3	1
Other manufacturing industries	169.2	5	81.8	24
Energy, electricity, gas and water	38.5	1	6.5	2
Construction	200.3	6	26.7	8
Wholesale trade	306.1	9	30.5	9
Retail trade	341.6	10	18.9	5
Transport and storage	602.8	18	10.9	3
Hotel trade	310.5	9	12.9	4
IT, comms., artistic and recreational activities	174.0	5	14.7	4
Financial, professional and scientific activities	279.7	8	57.4	17
Real estate activities	176.7	5	14.6	4
Education	54.9	2	2.5	1
Health and social services	92.9	3	4.2	1
Other services	77.5	2	4.7	1
TOTAL	3,393.4	100	344.9	100

CHART VII**SECOND-FLOOR LOANS. Distribution by autonomous regions**

Accumulated amount of loans drawn down at December 31 2011

Million euros

	Investment 1	Liquidity 2	Sustainable economy 3	International 4	Other	Total distributed
Andalucía	431.1	850.7	584.7	13.6	133.1	2,013.3
Aragón	141.8	205.2	211.1	11.7	15.0	584.8
Asturias	76.9	150.7	86.4	0.5	3.5	317.9
Baleares	80.4	287.4	163.0	21.5	34.7	586.9
Canarias	152.3	230.0	173.9	0.7	17.2	574.1
Cantabria	33.4	58.0	79.0	1.9	30.7	202.8
Castilla-La Mancha	127.9	219.1	184.2	2.4	8.4	541.9
Castilla-Leon	172.9	293.4	274.4	5.0	12.0	757.6
Cataluña	662.7	1,304.9	824.7	79.4	152.5	3,024.1
Ceuta	4.9	7.0	6.6	0.2	0.0	18.7
Comunidad Valenciana	441.7	788.7	497.6	26.8	110.5	1,865.3
Extremadura	45.2	64.9	66.7	1.3	3.5	181.7
Galicia	154.1	283.6	241.6	18.5	37.0	734.8
La Rioja	21.4	62.2	54.3	0.3	3.2	141.4
Madrid	505.2	1,285.9	664.8	70.9	86.8	2,613.6
Melilla	4.9	2.4	3.0	-	0.1	10.4
Navarra	47.0	133.3	117.4	5.6	3.7	307.0
País Vasco (Basque Country)	120.1	288.0	209.9	43.2	13.8	674.9
Región de Murcia	169.7	345.2	228.8	11.1	106.6	861.4
Other (*)				30.8	-	30.8
TOTAL	3,393.4	6,860.4	4,671.9	345.4	772.2	16,043.3

(*) Foreign companies with majority Spanish capital.