

BOLSA MEXICANA DE VALORES, S.A.B. DE C.V.

CLAVE DE COTIZACIÓN: **GMFIN**

TRIMESTRE: **04** AÑO: **2017**

**GM FINANCIAL DE MEXICO, S.A. DE C.V., SOFOM E.R.**

**BALANCE GENERAL DE SOFOM**

AL 31 DE DICIEMBRE DE 2017 Y 2016

**CONSOLIDADO**

(PESOS)

**Impresión Final**

CUENTA	SUB-CUENTA	SUB-SUBCUENTA	CUENTA / SUBCUENTA	CIERRE PERIODO ACTUAL IMPORTE	TRIMESTRE AÑO ANTERIOR IMPORTE
10000000			<b>A C T I V O</b>	73,158,106,961	61,017,001,945
10010000			<b>DISPONIBILIDADES</b>	2,011,074,291	1,908,163,853
10050000			<b>CUENTAS DE MARGEN</b>	0	0
10100000			<b>INVERSIONES EN VALORES</b>	0	0
	10100100		Títulos para negociar	0	0
	10100200		Títulos disponibles para la venta	0	0
	10100300		Títulos conservados a vencimiento	0	0
10150000			<b>DEUDORES POR REPORTO (SALDO DEUDOR)</b>	2,349,350,092	2,405,629,552
10250000			<b>DERIVADOS</b>	551,160,796	331,896,558
	10250100		Con fines de negociación	551,160,796	331,896,558
	10250200		Con fines de cobertura	0	0
10300000			<b>AJUSTES DE VALUACIÓN POR COBERTURA DE ACTIVOS FINANCIEROS</b>	0	0
10400000			<b>TOTAL CARTERA DE CRÉDITO (NETO)</b>	61,588,614,389	52,460,877,997
10450000			<b>CARTERA DE CRÉDITO NETA</b>	61,588,614,389	52,460,877,997
10500000			<b>CARTERA DE CRÉDITO VIGENTE</b>	62,494,772,134	53,097,967,596
	10500100		Créditos comerciales	20,458,922,248	19,463,306,882
		10500101	Actividad empresarial o comercial	20,458,922,248	19,463,306,882
		10500102	Entidades financieras	0	0
		10500103	Entidades gubernamentales	0	0
	10500200		Créditos de consumo	42,035,849,886	33,634,660,714
	10500300		Créditos a la vivienda	0	0
10550000			<b>CARTERA DE CRÉDITO VENCIDA</b>	408,831,668	537,040,657
	10550100		Créditos comerciales	37,674,733	64,523,794
		10550101	Actividad empresarial o comercial	37,674,733	64,523,794
		10550102	Entidades financieras	0	0
		10550103	Entidades gubernamentales	0	0
	10550200		Créditos de consumo	371,156,935	472,516,863
	10550300		Créditos a la vivienda	0	0
10600000			<b>ESTIMACIÓN PREVENTIVA PARA RIESGOS CREDITICIOS</b>	-1,314,989,413	-1,174,130,256
10650000			<b>DERECHOS DE COBRO (NETO)</b>	0	0
10700000			<b>DERECHOS DE COBRO ADQUIRIDOS</b>	0	0
10750000			<b>ESTIMACIÓN POR IRRECUPERABILIDAD O DIFÍCIL COBRO</b>	0	0
10800000			<b>BENEFICIOS POR RECIBIR EN OPERACIONES DE BURSATILIZACIÓN</b>	0	0
10850000			<b>OTRAS CUENTAS POR COBRAR (NETO)</b>	702,844,929	464,030,686
10900000			<b>BIENES ADJUDICADOS (NETO)</b>	0	57,000
10950000			<b>INMUEBLES, MOBILIARIO Y EQUIPO (NETO)</b>	2,733,306,644	1,282,682,736
11000000			<b>INVERSIONES PERMANENTES</b>	0	0
11050000			<b>ACTIVOS DE LARGA DURACIÓN DISPONIBLES PARA LA VENTA</b>	0	0
11100000			<b>IMPUESTOS Y PTU DIFERIDOS (NETO)</b>	1,631,201,029	867,165,998
11150000			<b>OTROS ACTIVOS</b>	1,590,554,791	1,296,497,565
	11150100		Cargos diferidos, pagos anticipados e intangibles	1,590,554,791	1,296,497,565
	11150200		Otros activos a corto y largo plazo	0	0
20000000			<b>P A S I V O</b>	64,610,337,337	53,034,916,770
20010000			<b>PASIVOS BURSÁTILES</b>	3,872,322,125	1,186,142,500
20100000			<b>PRÉSTAMOS BANCARIOS Y DE OTROS ORGANISMOS</b>	54,994,576,355	38,742,882,033
	20100200		De corto plazo	32,064,006,410	23,894,104,397
	20100300		De largo plazo	22,930,569,945	14,848,777,636
20300000			<b>COLATERALES VENDIDOS</b>	0	0
	20300100		Reportos (saldo acreedor)	0	0
	20300300		Derivados	0	0
	20300900		Otros colaterales vendidos	0	0
20350000			<b>DERIVADOS</b>	21,792,628	0
	20350100		Con fines de negociación	21,792,628	0
	20350200		Con fines de cobertura	0	0
20400000			<b>AJUSTES DE VALUACIÓN POR COBERTURA DE PASIVOS FINANCIEROS</b>	0	0
20450000			<b>OBLIGACIONES EN OPERACIONES DE BURSATILIZACIÓN</b>	0	0
20500000			<b>OTRAS CUENTAS POR PAGAR</b>	1,284,833,104	10,215,827,541
	20500100		Impuestos a la utilidad por pagar	0	101,433,183
	20500200		Participación de los trabajadores en las utilidades por pagar	0	0
	20500300		Aportaciones para futuros aumentos de capital pendientes de formalizar en asamblea de accionistas	0	0

BOLSA MEXICANA DE VALORES, S.A.B. DE C.V.

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TRIMESTRE: **04** AÑO: **2017**

**GM FINANCIAL DE MEXICO, S.A. DE C.V., SOFOM E.R.**

**BALANCE GENERAL DE SOFOM**

AL 31 DE DICIEMBRE DE 2017 Y 2016

**CONSOLIDADO**

**Impresión Final**

(PESOS)

CUENTA	SUB-CUENTA	SUB-SUBCUENTA	CUENTA / SUBCUENTA	CIERRE PERIODO ACTUAL IMPORTE	TRIMESTRE AÑO ANTERIOR IMPORTE
	20500400		Acreedores por liquidación de operaciones	0	0
	20500500		Acreedores por cuentas de margen	0	0
	20500900		Acreedores por colaterales recibidos en efectivo	0	0
	20500600		Acreedores diversos y otras cuentas por pagar	1,284,833,104	10,114,394,358
20550000			<b>OBLIGACIONES SUBORDINADAS EN CIRCULACIÓN</b>	0	0
20600000			<b>IMPUESTOS Y PTU DIFERIDOS (NETO)</b>	0	0
20650000			<b>CRÉDITOS DIFERIDOS Y COBROS ANTICIPADOS</b>	4,436,813,125	2,890,064,696
30000000			<b>CAPITAL CONTABLE</b>	8,547,769,624	7,982,085,175
30050000			<b>CAPITAL CONTRIBUIDO</b>	85,986,339	85,986,339
	30050100		Capital social	85,986,339	85,986,339
	30050200		Aportaciones para futuros aumentos de capital formalizadas en asamblea de accionistas	0	0
	30050300		Prima en venta de acciones	0	0
	30050400		Obligaciones subordinadas en circulación	0	0
30100000			<b>CAPITAL GANADO</b>	8,461,783,285	7,896,098,836
	30100100		Reservas de capital	25,915,938	25,915,938
	30100200		Resultado de ejercicios anteriores	7,870,784,477	6,807,311,281
	30100300		Resultado por valuación de títulos disponibles para la venta	0	0
	30100400		Resultado por valuación de instrumentos de cobertura de flujos de efectivo	49,163,963	0
	30100500		Efecto acumulado por conversión	0	0
	30100600		Resultado por tenencia de activos no monetarios	0	0
	30100700		Resultado neto	515,918,907	1,062,871,617
30030000			<b>PARTICIPACION NO CONTROLADORA</b>	0	0
40000000			<b>CUENTAS DE ORDEN</b>	8,816,532,607	6,825,423,800
40050000			Avales otorgados	0	0
40100000			Activos y pasivos contingentes	0	0
40150000			Compromisos crediticios	6,453,991,665	4,381,318,674
40200000			Bienes en fideicomiso	0	0
40300000			Bienes en administración	0	0
40350000			Colaterales recibidos por la entidad	2,349,350,092	2,405,629,552
40400000			Colaterales recibidos y vendidos por la entidad	0	0
40800000			Intereses devengados no cobrados derivados de cartera vencida	11,895,101	38,091,533
40510000			Rentas devengadas no cobradas derivadas de operaciones de arrendamiento operativo	1,295,749	384,041
40900000			Otras cuentas de registro	0	0

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**C.V., SOFOM E.R.**

TRIMESTRE: **04** AÑO: **2017**

**ESTADO DE RESULTADOS DE SOFOM**

**CONSOLIDADO**

DEL 1 DE ENERO AL 31 DE DICIEMBRE DE 2017 Y 2016

(PESOS)

**Impresión Final**

CUENTA	CUENTA / SUBCUENTA	TRIMESTRE AÑO ACTUAL	TRIMESTRE AÑO ANTERIOR
		IMPORTE	IMPORTE
50050000	Ingresos por intereses	7,417,906,668	4,913,256,763
50060000	Ingresos por arrendamiento operativo	696,954,887	226,646,711
50070000	Otros beneficios por arrendamiento	0	0
50100000	Gastos por intereses	3,942,223,801	1,925,489,286
50110000	Depreciación de bienes en arrendamiento operativo	493,846,991	151,138,971
50150000	Resultado por posición monetaria neto (margen financiero)	0	0
50200000	<b>Margen financiero</b>	3,678,790,763	3,063,275,217
50250000	Estimación preventiva para riesgos crediticios	2,004,790,379	851,005,008
50300000	<b>Margen financiero ajustado por riesgos crediticios</b>	1,674,000,384	2,212,270,209
50350000	Comisiones y tarifas cobradas	611,710,826	521,318,639
50400000	Comisiones y tarifas pagadas	893,270,538	761,992,214
50450000	Resultado por intermediación	57,069,994	322,155,981
50500000	Otros ingresos (egresos) de la operación	473,572,950	124,438,909
50600000	Gastos de administración	1,310,224,573	1,027,185,579
50650000	<b>Resultado de la operación</b>	498,719,055	1,391,005,945
51000000	Participación en el resultado de subsidiarias no consolidadas y asociadas	0	0
50820000	<b>Resultado antes de impuestos a la utilidad</b>	498,719,055	1,391,005,945
50850000	Impuestos a la utilidad causados	767,905,449	823,901,566
50900000	Impuestos a la utilidad diferidos (netos)	785,105,301	495,767,238
51100000	<b>Resultado antes de operaciones discontinuadas</b>	515,918,907	1,062,871,617
51150000	Operaciones discontinuadas	0	0
51200000	<b>Resultado neto</b>	515,918,907	1,062,871,617
51250000	Participación no controladora	0	0
51300000	<b>Resultado neto incluyendo participación no controladora</b>	515,918,907	1,062,871,617

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CLAVE DE COTIZACIÓN: **GMFIN**

TRIMESTRE: **04** AÑO: **2017**

**GM FINANCIAL DE MEXICO, S.A. DE C.V., SOFOM E.R.**

**ESTADO DE FLUJOS DE EFECTIVO DE SOFOM**

AL 31 DE DICIEMBRE DE 2017 Y 2016

**CONSOLIDADO**

**Impresión Final**

(PESOS)

			AÑO ACTUAL	AÑO ANTERIOR
CUENTA	SUB-CUENTA	CUENTA / SUBCUENTA	IMPORTE	IMPORTE
820101000000		<b>Resultado neto</b>	515,918,907	1,062,871,617
820102000000		<b>Ajustes por partidas que no implican flujo de efectivo:</b>	449,098,608	502,075,451
	820102040000	Pérdidas por deterioro o efecto por reversión del deterioro asociados a actividades de inversión	0	0
	820102110000	Depreciaciones de inmuebles, mobiliario y equipo	458,478,207	165,454,820
	820102120000	Amortizaciones de activos intangibles	0	0
	820102060000	Provisiones	7,820,253	8,486,303
	820102070000	Impuestos a la utilidad causados y diferidos	-17,199,852	328,134,328
	820102080000	Participación en el resultado de subsidiarias no consolidadas y asociadas	0	0
	820102090000	Operaciones discontinuadas	0	0
	820102900000	Otros	0	0
		<b>Actividades de operación</b>		
	820103010000	Cambio en cuentas de margen	0	0
	820103020000	Cambio en inversiones en valores	0	0
	820103030000	Cambio en deudores por reporto	56,279,460	-864,014,883
	820103050000	Cambio en derivados (activo)	-219,264,238	-322,057,386
	820103060000	Cambio en cartera de crédito (neto)	-9,127,736,392	-17,468,174,676
	820103070000	Cambio en derechos de cobro adquiridos	0	0
	820103080000	Cambio en beneficios por recibir en operaciones de bursatilización	0	0
	820103090000	Cambio en bienes adjudicados (neto)	57,000	42,642
	820103100000	Cambio en otros activos operativos (netos)	-3,169,556,697	-2,819,123,347
	820103210000	Cambio en pasivos bursátiles	2,686,179,625	-217,286,819
	820103120000	Cambio en préstamos bancarios y de otros organismos	16,251,694,323	14,116,023,704
	820103150000	Cambio en colaterales vendidos	0	0
	820103160000	Cambio en derivados (pasivo)	21,792,628	-4,469,539
	820103170000	Cambio en obligaciones en operaciones de bursatilización	0	0
	820103180000	Cambio en obligaciones subordinadas con características de pasivo	0	0
	820103190000	Cambio en otros pasivos operativos	-7,391,464,683	6,456,410,971
	820103200000	Cambio en instrumentos de cobertura (de partidas cubiertas relacionadas con actividades de operación)	49,163,963	0
	820103230000	Cobros de impuestos a la utilidad (devoluciones)	0	0
	820103240000	Pagos de impuestos a la utilidad	0	0
	820103900000	Otros	0	0
820103000000		<b>Flujos netos de efectivo de actividades de operación</b>	-842,855,011	-1,122,649,333
		<b>Actividades de inversión</b>		
	820104010000	Cobros por disposición de inmuebles, mobiliario y equipo	8,004,409	6,876,336
	820104020000	Pagos por adquisición de inmuebles, mobiliario y equipo	-27,256,475	-29,186,774
	820104030000	Cobros por disposición de subsidiarias y asociadas	0	0
	820104040000	Pagos por adquisición de subsidiarias y asociadas	0	0
	820104050000	Cobros por disposición de otras inversiones permanentes	0	0
	820104060000	Pagos por adquisición de otras inversiones permanentes	0	0
	820104070000	Cobros de dividendos en efectivo	0	0
	820104080000	Pagos por adquisición de activos intangibles	0	0
	820104090000	Cobros por disposición de activos de larga duración disponibles para la venta	0	0
	820104100000	Cobros por disposición de otros activos de larga duración	0	0
	820104110000	Pagos por adquisición de otros activos de larga duración	0	0
	820104120000	Cobros asociados a instrumentos de cobertura (de partidas cubiertas relacionadas con actividades de inversión)	0	0
	820104130000	Pagos asociados a instrumentos de cobertura (de partidas cubiertas relacionadas con actividades de inversión)	0	0
	820104900000	Otros	0	0
820104000000		<b>Flujos netos de efectivo de actividades de inversión</b>	-19,252,066	-22,310,438
		<b>Actividades de financiamiento</b>		
	820105010000	Cobros por emisión de acciones	0	0
	820105020000	Pagos por reembolsos de capital social	0	0
	820105030000	Pagos de dividendos en efectivo	0	0
	820105040000	Pagos asociados a la recompra de acciones propias	0	0
	820105050000	Cobros por la emisión de obligaciones subordinadas con características de capital	0	0
	820105060000	Pagos asociados a obligaciones subordinadas con características de capital	0	0
	820105900000	Otros	0	0
820105000000		<b>Flujos netos de efectivo de actividades de financiamiento</b>	0	0
820100000000		<b>Incremento o disminución neta de efectivo y equivalentes de efectivo</b>	102,910,438	419,987,297
820400000000		<b>Efectos por cambios en el valor del efectivo y equivalentes de efectivo</b>	0	0
820200000000		<b>Efectivo y equivalentes de efectivo al inicio del periodo</b>	1,908,163,853	1,488,176,556

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**GM FINANCIAL DE MEXICO, S.A. DE  
C.V., SOFOM E.R.**

**ESTADO DE FLUJOS DE EFECTIVO DE SOFOM**

AL 31 DE DICIEMBRE DE 2017 Y 2016

**CONSOLIDADO**

**(PESOS)**

**Impresión Final**

			AÑO ACTUAL	AÑO ANTERIOR
CUENTA	SUB-CUENTA	CUENTA / SUBCUENTA	IMPORTE	IMPORTE
820000000000		<b>Efectivo y equivalentes de efectivo al final del periodo</b>	2,011,074,291	1,908,163,853

BOLSA MEXICANA DE VALORES, S.A.B. DE C.V.

TRIMESTRE: 04 AÑO: 2017

CLAVE DE COTIZACIÓN: GMFIN  
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SOFOM E.R.

ESTADO DE VARIACIONES EN EL CAPITAL CONTABLE DE SOFOM

AL 31 DE DICIEMBRE DE 2017 Y 2016

(PESOS)

CONSOLIDADO

Impresión Final

Concepto	Capital contribuido				Reservas de capital	Capital Ganado						Participación no controladora	Total capital contable
	Capital social	Aportaciones para futuros aumentos de capital formalizadas en asambleas de accionistas	Prima en venta de acciones	Obligaciones subordinadas en circulación		Resultado de ejercicios anteriores	Resultado por valuación de títulos disponibles para la venta	Resultado por valuación de instrumentos de cobertura de flujos de efectivo	Efecto acumulado por conversión	Resultado por tenencia de activos no monetarios	Resultado neto		
<b>Saldo al inicio del periodo</b>	85,986,339	0	0	0	25,915,938	6,807,311,281	0	0	0	0	1,062,871,617	0	7,982,085,175
<b>MOVIMIENTOS INHERENTES A LAS DECISIONES DE LOS ACCIONISTAS</b>													
Suscripción de acciones	0	0	0	0	0	0	0	0	0	0	0	0	0
Capitalización de utilidades	0	0	0	0	0	0	0	0	0	0	0	0	0
Constitución de reservas	0	0	0	0	0	0	0	0	0	0	0	0	0
Traspaso del resultado neto a resultado de ejercicios anteriores	0	0	0	0	0	1,062,871,617	0	0	0	0	0	0	0
Pago de dividendos	0	0	0	0	0	0	0	0	0	0	0	0	0
Otros.	0	0	0	0	0	601,579	0	0	0	0	0	0	601,579
Total de movimientos inherentes a las decisiones de los accionistas	0	0	0	0	0	1,063,473,196	0	0	0	0	0	0	601,579
<b>MOVIMIENTOS INHERENTES AL RECONOCIMIENTO DE LA UTILIDAD INTEGRAL</b>													
Resultado neto	0	0	0	0	0	0	0	0	0	0	515,918,907	0	515,918,907
Resultado por valuación de títulos disponibles para la venta	0	0	0	0	0	0	0	0	0	0	0	0	0
Resultado por valuación de instrumentos de cobertura de flujos de efectivo	0	0	0	0	0	0	0	49,163,963	0	0	0	0	49,163,963
Efecto acumulado por conversión	0	0	0	0	0	0	0	0	0	0	0	0	0
Resultado por tenencia de activos no monetarios	0	0	0	0	0	0	0	0	0	0	0	0	0
Otros	0	0	0	0	0	0	0	0	0	0	0	0	0
Total de los movimientos inherentes al reconocimiento de la utilidad integral	0	0	0	0	0	0	0	0	0	0	515,918,907	0	515,918,907
<b>Saldo al final del periodo</b>	85,986,339	0	0	0	25,915,938	7,870,784,477	0	49,163,963	0	0	515,918,907	0	8,547,769,624

BOLSA MEXICANA DE VALORES, S.A.B. DE C.V.

CLAVE DE COTIZACIÓN: **GMFIN**

TRIMESTRE: **04** AÑO: **2017**

**GM FINANCIAL DE MEXICO, S.A. DE  
C.V., SOFOM E.R.**

**COMENTARIOS Y ANALISIS DE LA  
ADMINISTRACIÓN SOBRE LOS RESULTADOS  
DE OPERACIÓN Y SITUACIÓN FINANCIERA DE LA  
COMPAÑÍA**

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**CONSOLIDADO**

**Impresión Final**

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Ver archivo adjunto.

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BOLSA MEXICANA DE VALORES, S.A.B. DE C.V.

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**GM FINANCIAL DE MEXICO, S.A.  
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**NOTAS COMPLEMENTARIAS A LA INFORMACIÓN  
FINANCIERA**

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**CONSOLIDADO**

**Impresión Final**

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ver archivo adjunto.

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**GM FINANCIAL DE MEXICO, S.A. DE  
C.V., SOFOM E.R.**

**INSTRUMENTOS FINANCIEROS DERIVADOS**

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**CONSOLIDADO**

**Impresión Final**

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ver archivo adjunto.

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**GM FINANCIAL DE MÉXICO, S.A. DE C. V.**  
**SOCIEDAD FINANCIERA DE OBJETO MULTIPLE, E.R.**  
(Millones de pesos al 31 de diciembre de 2017)

**INFORME DE COMENTARIOS Y ANALISIS DE LA ADMINISTRACION**

**A) RESULTADOS DE OPERACIÓN TRIMESTRAL**

**Ingresos por intereses**

Los rendimientos generados por financiamientos otorgados a mayoreo y menudeo, se describen y analizan a continuación:

Conceptos	Periodos		Variaciones	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Ingresos por intereses comercial	\$943	\$1,646	\$703	74.59%
Ingresos por intereses al consumo	\$3,648	\$5,285	\$1,637	44.86%
Otros ingresos por intereses	\$322	\$487	\$165	51.22%
<b>Ingresos por intereses</b>	<b>\$4,913</b>	<b>\$7,418</b>	<b>\$2,505</b>	<b>50.99%</b>

El aumento del 50.99% al cuarto trimestre de 2017 en relación al cuarto trimestre de 2016 se debe principalmente a que los ingresos por intereses al consumo tuvieron un aumento del 74.59% en gran medida por el incremento de volumen de unidades financiadas durante el 2016 y 2017.

**Gastos por intereses**

Los gastos por intereses por préstamos de bancos y de otros organismos, se comparan y analizan a continuación:

Conceptos	Periodos		Variaciones	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Gastos por intereses	\$1,925	\$3,942	\$2,017	104.79%
<b>Gastos por intereses</b>	<b>\$1,925</b>	<b>\$3,942</b>	<b>\$2,017</b>	<b>104.79%</b>

Los gastos por intereses mostraron un incremento neto del 104.79% al cuarto trimestre de 2017 con respecto al cuarto trimestre de 2016. Esto se debe principalmente al incremento del balance de la deuda (alrededor de un 42%) con respecto al mismo periodo de 2016 para soportar el crecimiento de activos, principalmente de crédito al consumo y al incremento de la Tasa de Interés Interbancaria y de Equilibrio (TIIE).

**Resultado por posición monetaria**

El resultado por posición monetaria representa el efecto de la inflación, medido en términos de la UDI, sobre el neto de activos y pasivos monetarios al inicio de cada mes. La pérdida se genera por tener más activos que pasivos. A partir de 2008 la NIF

B-10 de los efectos de la inflación en la información financiera, establece que ante el cambio de un entorno económico inflacionario a uno no inflacionario, no deben reconocerse los efectos de la inflación del periodo.

### Margen Financiero

El margen financiero en términos nominales presenta un incremento neto del 16.32%, derivado principalmente de un incremento de los ingresos por intereses de \$2,505 millones combinado con un incremento en los gastos por intereses de \$2,017 millones.

Conceptos	Periodos		Variaciones	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Ingresos por Intereses	\$4,913	\$7,418	\$2,505	50.99%
Gastos por Intereses	\$1,925	\$3,942	\$2,017	104.79%
<b>Margen Financiero</b>	<b>\$2,988</b>	<b>\$3,476</b>	<b>\$488</b>	<b>16.32%</b>

### Estimación Preventiva para Riesgos Crediticios

La estimación preventiva se compara a continuación:

Conceptos	Periodos		Variación	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Reserva para Riesgos Crediticios	\$851	\$2,004	\$1,153	135.49%
<b>Reserva para Riesgos Crediticios</b>	<b>\$851</b>	<b>\$2,004</b>	<b>\$1,153</b>	<b>135.49%</b>

La estimación preventiva para riesgos crediticios presenta un incremento neto del 135.49% derivado principalmente del incremento en la cartera crediticia de consumo y del cambio de criterio de reconocimiento de castigo de créditos pasando de 360 días a 150 días vencidos aplicado en 2017.

A continuación se muestran los resultados de la calificación de la cartera crediticia al cierre del periodo:

CALIFICACIÓN DE LA CARTERA CREDITICIA AL 31 DE DICIEMBRE DE 2017					
	IMPORTE CARTERA CREDITICA	RESERVAS PREVENTIVAS NECESARIAS			
		CARTERA COMERCIAL	CARTERA DE CONSUMO	CARTERA HIPOTECARIA DE VIVIENDA	TOTAL RESERVAS PREVENTIVAS
EXCEPTUADA CALIFICADA	\$ -				
Riesgo A	53,250,704	\$ 116,642	\$ 271,647	\$ -	\$ 388,289
Riesgo B	6,834,324	123,436	114,164	0	237,600
Riesgo C	1,477,493	2,085	133,451	0	135,536
Riesgo D	735,967	18,948	153,575	0	172,523
Riesgo E	605,081	-	381,042	0	381,042
<b>TOTAL</b>	<b>\$ 62,903,569</b>	<b>\$ 261,111</b>	<b>\$ 1,053,880</b>	<b>\$ -</b>	<b>\$ 1,314,989</b>
Menos:					
RESERVAS CONSTITUIDAS					\$ 1,314,989
EXCESO					\$ -

### Comisiones y tarifas

Las comisiones y tarifas se describen y comparan a continuación:

Conceptos	Periodos		Variaciones	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Comisiones y Tarifas cobradas	\$521	\$612	\$91	17.41%
Comisiones y Tarifas Pagadas	\$762	\$893	\$131	17.23%
Comisiones y tarifas netas	(\$241)	(\$282)	(\$41)	16.83%

Las comisiones cobradas presentan incremento de 17.41% en el ejercicio de 2017 con respecto al 2016. En tanto las comisiones pagadas tuvieron un incremento al cuarto trimestre de 2017 de \$131 millones respecto al 2016 lo cual representa un 17.23%, esto debido al incremento en el volumen de la cartera de consumo.

### Gastos de Administración

La integración y análisis de los gastos de administración se muestran a continuación:

Conceptos	Periodos		Variación	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Remuneraciones	\$279	\$284	\$5	1.80%
Honorarios	\$388	\$490	\$102	26.29%
Rentas	\$15	\$18	\$3	21.93%
Gastos de Promoción	\$19	\$24	\$5	28.42%
Impuestos y derechos diversos	\$33	\$42	\$9	25.82%
Otros gastos	\$279	\$431	\$152	54.32%
Depreciación	\$14	\$21	\$7	53.14%
<b>Gastos de administración</b>	<b>\$1,027</b>	<b>\$1,310</b>	<b>\$283</b>	<b>27.58%</b>

Los gastos de administración reflejan un incremento de 27.58% al cuarto trimestre de 2017 en relación con el cuarto trimestre de 2016, este aumento es atribuido principalmente a un incremento en cargos corporativos.

### **Impuestos Causados y Diferidos**

La comparación y análisis de los impuestos causados se muestran en la siguiente tabla:

Conceptos	Periodos		Variación	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Impuesto Causado	\$824	\$768	(\$56)	-6.81%
Impuesto Diferido	(\$496)	(\$757)	(\$261)	52.57%
<b>Impuestos</b>	<b>\$328</b>	<b>\$11</b>	<b>(\$317)</b>	<b>-96.59%</b>

El impuesto causado presentan un decremento de 6.81% en el ejercicio de 2017 con respecto al 2016. En tanto que el impuesto diferido presenta un incremento al cuarto trimestre de 2017 de \$261 millones respecto al 2016 lo cual representa un 52.57%, esto debido al incremento en los rubros de diferencias temporales correspondientes a reserva crediticia y créditos diferidos.

El impuesto a la utilidad causado se determina mediante la aplicación de la legislación fiscal vigente sobre los ingresos gravables y deducciones autorizadas del ejercicio. El impuesto anual determinado se presenta como un pasivo a corto plazo neto de los anticipos efectuados durante el año, o como un activo en el caso de que los anticipos sean superiores al impuesto anual determinado.

El impuesto a la utilidad diferido se determina aplicando el método de activos y pasivos. Bajo este método, a todas las diferencias que surgen entre los valores contables y fiscales de los activos y pasivos, se les aplica la tasa del impuesto sobre la renta (ISR), vigente a la fecha de los estados financieros, o bien, aquellas tasas aprobadas a esa fecha y que estarán vigentes al momento en que se estima que los activos y pasivos por impuesto a la utilidad diferido se recuperarán o se liquidarán. La Compañía evalúa periódicamente la recuperabilidad de los activos por impuesto diferido, creando en su caso, una estimación sobre aquellos montos en los que no existe una alta probabilidad de recuperación.

El impuesto causado y diferido es reconocido como un gasto en los resultados del ejercicio, excepto cuando haya surgido de una transacción o suceso que se reconoce fuera del resultado del ejercicio como otro resultado integral o una partida reconocida directamente en el capital contable.

**B) SITUACION FINANCIERA, LIQUIDEZ Y RECURSOS DE CAPITAL**  
**(Cifras en millones de pesos)**

Los principales requerimientos de liquidez y recursos de capital de GM Financiamiento de México son para el otorgamiento de créditos para la adquisición de vehículos y otros productos a la red de Concesionarios de General Motors de México y a otros distribuidores de otras armadoras que tengan firmado un contrato de Plan Piso con GM Financiamiento de México, así como a cualquier persona física o moral que desee adquirir un automóvil nuevo o usado. Las fuentes de liquidez de GM Financiamiento de México, además de las inherentes al negocio, están conformadas por líneas de crédito revolventes con bancos con presencia en el territorio nacional, tanto mexicanos como extranjeros, a corto y largo plazo, Certificados Bursátiles de Corto Plazo y monetización de una parte de la cartera de crédito bajo diferentes fideicomisos:

**a. De corto plazo**

Préstamos quirografarios con instituciones de banca múltiple, algunos de los cuales, pueden estar garantizados total e incondicionalmente por la Tenedora, los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 o 91 días.	\$19,770
Intereses devengados por pagar	<u>292</u>
	20,062
Más porción circulante del pasivo a largo plazo	<u>12,002</u>
	<u>\$32,064</u>

**b. De largo plazo**

Préstamos no garantizados con instituciones de banca de desarrollo, los cuales devengan intereses a tasa fija. Al cierre del periodo, la tasa de interés promedio devengada fue del 8.88%.	7,913
Préstamos quirografarios con instituciones de banca múltiple, algunos de los cuales pueden estar garantizados total e incondicionalmente por la Tenedora, los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 o 91 días.	1,000
Préstamo con colateral, garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 129 puntos base. Al cierre del periodo la tasa que devengó este préstamo fue del 8.71%.	3,500

Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 100 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.47%.	8,350
Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 90 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.28%.	2,150
Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 90 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.65%.	4,448
Préstamo garantizado con activos crediticios, el cual al cierre del periodo, la tasa que devengó fue del 8.56%.	5,734
Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 90 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.32%.	<u>3,987</u>
Pasivo a largo plazo	34,932
Menos - Porción circulante	<u>12,002</u>
	<u>\$ 22,931</u>

El valor contable de los préstamos bancarios de corto plazo a cargo de la Compañía se aproxima a su valor razonable, y no se tienen intenciones de pagarlos anticipadamente. En relación a algunos préstamos de largo plazo con colateral, la Compañía puede estar obligada a mantener saldos de efectivo en garantía de estas operaciones. Dicho efectivo genera intereses a favor de la Compañía a una tasa de interés de mercado. Al cierre del periodo, dicho efectivo restringido generó ingresos por \$114 millones los cuales se incluyen en el rubro otros ingresos de la operación.

- c. Los vencimientos de la porción a largo plazo de este pasivo al 31 de diciembre de 2017, son:

2019	8,121
2020	14,244
2021	517
2022	49
2023	-
	<u>\$22,931</u>

Se han contratado instrumentos financieros derivados para cubrir los riesgos de tasa de interés de algunos de estos préstamos.

Al cierre del periodo la Compañía mantiene una capacidad disponible, aun no dispuesta, tanto en sus líneas de crédito revolvente como para monetización de cartera, por un monto de \$7.8 millones.

Al cierre del periodo, hemos aportado, en calidad de fideicomitentes, cierto porcentaje de nuestra cartera a efecto de celebrar los siguientes contratos de fideicomiso:

- (i) Contrato de Fideicomiso Maestro Irrevocable número F/804, celebrado el 24 de diciembre de 2008 entre el Emisor, en su carácter de fideicomitente, Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, Fiduciario, en su carácter de fiduciario, y Monex Casa de Bolsa, S.A. de C.V., Monex Grupo Financiero, como representante común de los tenedores. En términos generales, en virtud de dicho fideicomiso se implementó un mecanismo para bursatilizar ciertas cuentas por cobrar aportadas al patrimonio de dicho Fideicomiso F/804 por el Emisor.

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO		BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Situación Patrimonial Fideicomiso 804		Estado de Resultados Fideicomiso 804	
(Cifras en miles de pesos)		(Cifras en miles de pesos)	
	Al 31 de diciembre 2017		Del 01 de Enero al 31 de diciembre 2017
<b>ACTIVO</b>			
BANCOS	0		
INVERSIONES EN SOCIEDADES DE INVERSION	117,102	INTERESES GANADOS	7,823
VALUACION DE INVERSIONES	1,430	SERVICIOS PRESTADOS	764,476
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	13,028,485	PLUSVALIA EN INVERSIONES	13,974
VALUACION DE OPCIONES	-	OTROS INGRESOS OPERATIVOS	-
<b>TOTAL ACTIVO</b>	<b>13,147,018</b>	<b>TOTAL INGRESOS</b>	<b>786,273</b>
<b>PASIVO</b>			
PROVISIONES	15,264	EGRESOS	
DOCUMENTOS Y CUENTAS POR PAGAR	3,888,889	GASTOS FINANCIEROS	329,419
VALUACION DE OPCIONES	-	SERVICIOS RECIBIDOS	13,733
		REEMBOLSOS	39,467
		MINUSVALIA EN INVERSIONES	413,076
		IMPUESTOS Y DERECHOS	-
<b>PATRIMONIO NETO</b>		<b>TOTAL GASTOS</b>	<b>795,695</b>
PATRIMONIO CONTRIBUIDO	14,918,213	<b>RESULTADO DEL PERIODO</b>	<b><u>(9,422)</u></b>
RESERVAS	-		
RESULTADO DE EJERCICIOS ANTERIORES	(5,665,927)		
RESULTADO DEL PERIODO	(9,422)		
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>13,147,017</b>		

- (ii) Contrato de Fideicomiso Irrevocable número F/00251, celebrado el 14 de octubre de 2005 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y CIBanco, S.A., Institución de Banca Múltiple (antes The Bank of New York Mellon, S.A., Institución de Banca Múltiple), como fiduciario. En términos generales, en virtud del Fideicomiso F/00251 se estableció un mecanismo para (i) el financiamiento de ciertos créditos cedidos por el Emisor al patrimonio de dicho fideicomiso, y (ii) la emisión del pagaré pagadero a la orden del fideicomisario en primer lugar, solamente con los recursos del patrimonio del mismo.



CI Banco, S.A., Institución de Banca Múltiple-División Fiduciaria	
Balance General Fideicomiso 251	
(Cifras en miles de pesos)	
	Al 31 de diciembre 2017
<b>ACTIVO</b>	
DISPONIBILIDADES Y EQUIVALENTES DE EFECTIVO	689,927
DERECHOS DE COBRO ADQUIRIDOS (NETO)	9,980,994
<b>TOTAL ACTIVO</b>	<b>10,670,921</b>
<b>PASIVO</b>	
PRESTAMOS INTERBANCARIOS Y DE OTROS ORGANISMOS	8,028,664
OTRAS CUENTAS POR PAGAR	-
<b>PATRIMONIO NETO</b>	
PATRIMONIO FIDEICOMITIDO	3,295,758
RESULTADO DEL EJERCICIO	(653,501)
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>10,670,921</b>

CI Banco, S.A., Institución de Banca Múltiple-División Fiduciaria	
Estado de Resultados Fideicomiso 251	
(Cifras en miles de pesos)	
	Del 01 de Enero al 31 de diciembre 2017
INGRESOS POR INTERESES	27,529
GASTOS POR INTERESES	-
<b>MARGEN FINANCIERO</b>	<b>27,529</b>
ESTIMACION PREVENTIVA PARA RIESGOS CREDITICIOS	-
<b>MARGEN FINANCIERO AJUSTADO POR RIESGOS CREDITICIOS</b>	<b>27,529</b>
OTROS INGRESOS (EGRESOS) DE LA OPERACION	-
GASTOS DE ADMINISTRACIÓN Y PROMOCIÓN	(681,029)
<b>RESULTADO DE LA OPERACIÓN</b>	<b>(653,501)</b>
PARTICIPACIÓN EN EL RESULTADO DE SUBSIDIARIAS NO CONTROLADAS	-
<b>RESULTADO ANTES DE IMPUESTOS A LA UTILIDAD</b>	<b>(653,501)</b>
IMPUESTOS A LA UTILIDAD CAUSADOS	-
IMPUESTOS A LA UTILIDAD DIFERIDOS	-
<b>RESULTADO NETO</b>	<b>(653,501)</b>
PARTICIPACIÓN NO CONTROLADORA	-
<b>RESULTADO NETO INCLUYENDO PARTICIPACIÓN DE LA CONTROLADORA</b>	<b>(653,501)</b>

(iii) Contrato de Fideicomiso Irrevocable número F/242896, celebrado el 31 de agosto de 2007 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y HSBC México, S.A., Institución de Banca Múltiple, Grupo Financiero HSBC, División Fiduciaria, como fiduciario. Dicho fideicomiso fue modificado en virtud de un convenio de sustitución fiduciaria, de fecha 6 de febrero de 2013 en el cual HSBC México, S.A., Institución de Banca Múltiple, Grupo Financiero HSBC, División Fiduciaria fue sustituido por Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, Fiduciario como fiduciario del mismo y dicho a fideicomiso le fue reasignado como número de identificación, el F/1380. En virtud de dicho fideicomiso se estableció un mecanismo para que el fideicomisario en primer lugar pudiera invertir en pagarés emitidos por el fiduciario mediante (i) la cesión y aportación de créditos cedidos por el Emisor al patrimonio de dicho fideicomiso, así como de todos los derechos y obligaciones previstos en los contratos de intercambio de tasas de interés, en su caso, por parte del fideicomitente al fiduciario de conformidad con ciertos contratos de cesión correspondientes, y (ii) el fondeo por parte del fideicomisario en primer lugar y la emisión por parte del fiduciario del pagaré pagadero a la orden del fideicomisario en primer lugar, con recurso limitado únicamente al patrimonio del fideicomiso aquí descrito.

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Situación Patrimonial Fideicomiso 1380	
(Cifras en miles de pesos)	
	Al 31 de diciembre 2017
<b>ACTIVO</b>	
BANCOS	28,432
INVERSIONES EN SOCIEDADES DE INVERSION	408,897
VALUACION DE INVERSIONES	2,204
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	5,754,578
VALUACION DE OPCIONES	101,573
<b>TOTAL ACTIVO</b>	<b>6,295,684</b>
<b>PASIVO</b>	
PROVISIONES	32,890
DOCUMENTOS Y CUENTAS POR PAGAR	4,447,875
VALUACION DE OPCIONES	-
<b>PATRIMONIO NETO</b>	
PATRIMONIO CONTRIBUIDO	3,163,220
RESERVAS	55,598
RESULTADO DE EJERCICIOS ANTERIORES	(1,006,550)
RESULTADO DEL PERIODO	(397,350)
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>6,295,684</b>

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Resultados Fideicomiso 1380	
(Cifras en miles de pesos)	
	Del 01 de Enero al 31 de diciembre 2017
<b>INGRESOS</b>	
INTERESES GANADOS	33,487
PLUSVALIA EN INVERSIONES	30,487
SERVICIOS PRESTADOS	77,648
OTROS INGRESOS OPERATIVOS	30,016
<b>TOTAL INGRESOS</b>	<b>171,637</b>
<b>EGRESOS</b>	
GASTOS FINANCIEROS	538,932
IMPUESTOS Y DERECHOS	-
MINUSVALIA EN INVERSIONES	30,055
REEMBOLSOS	-
<b>TOTAL GASTOS</b>	<b>568,987</b>
<b>RESULTADO DEL PERIODO</b>	<b>(397,350)</b>

(iv) Contrato de Fideicomiso Irrevocable número F/2965, celebrado el 31 de marzo de 2016 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y Banco Monex, S.A., Institución de Banca Múltiple, Monex Grupo Financiero, como fiduciario. En términos generales, en virtud del fideicomiso aquí descrito se implementó un mecanismo para proporcionar financiamiento al Emisor y que la misma adquiera ciertos créditos por parte del fideicomisario en primer lugar, en los términos establecidos en dicho fideicomiso.

BANCO MONEX, S.A., DIVISION FIDUCIARIA Estado de Situación Financiera Fideicomiso 2965 (Cifras en miles de pesos)		Al 31 de diciembre 2017
<b>ACTIVO</b>		
BANCOS		15
MERCADO DE DINERO		320,808
DERIVADOS		4,408
INTERESES DEVENGADOS DE INSTRUMENTOS FIN.		116
<b>TOTAL ACTIVO</b>		<b>325,347</b>
<b>PASIVO</b>		
CREDITO BANCARIO		5,733,635
<b>PATRIMONIO NETO</b>		
APLICACION PATRIMONIAL	(8,968,691)	
PATRIMONIO APORTADO	1,003	
RESULTADO EJERCICIOS ANTERIORES	628,191	
RESULTADO DEL EJERCICIO	2,931,210	
<b>TOTAL PASIVO + PATRIMONIO NETO</b>		<b>325,347</b>

  

BANCO MONEX, S.A., DIVISION FIDUCIARIA Estado de Resultados Fideicomiso 2965 (Cifras en miles de pesos)		Del 01 de Enero al 31 de diciembre 2017
<b>INGRESO</b>		
INTERESES COBRADOS		18,219
OTROS INGRESOS		32,163
INGRESOS POR OPERACION		3,266,851
<b>TOTAL INGRESOS</b>		<b>3,317,234</b>
<b>EGRESOS</b>		
COMISIONES PAGADAS		11
CONTRIBUCIONES DIVERSAS		19,104
GASTOS		447
INTERESES PAGADOS		366,462
<b>TOTAL EGRESOS</b>		<b>386,024</b>
<b>RESULTADO DEL PERIODO</b>		<b><u>2,931,210</u></b>

(v) Contrato de Fideicomiso Irrevocable número F/3127, celebrado el 2 de mayo de 2017 entre GM Financial de México, S.A. de C.V., SOFOM, E.R., en su carácter de fideicomitente y fideicomisario en segundo lugar y Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, como fiduciario, en virtud el cual se estableció un mecanismo para que el fideicomisario en primer lugar pudiera invertir en pagarés emitidos por el fiduciario mediante (i) la cesión y aportación de créditos cedidos, así como de todos los derechos y obligaciones previstos en los contratos de intercambio de tasas de interés, en su caso, por parte del fideicomitente al fiduciario de conformidad con ciertos contratos de cesión, y (ii) el fondeo por parte del fideicomisario en primer lugar y la emisión por parte del fiduciario del pagaré pagadero a la orden del fideicomisario en primer lugar, con recurso limitado únicamente al patrimonio del fideicomiso.

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO		BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Situación Patrimonial Fideicomiso 3127		Estado de Resultados Fideicomiso 3127	
(Cifras en miles de pesos)		(Cifras en miles de pesos)	
	Al 31 de diciembre 2017		Del 01 de Enero al 31 de diciembre 2017
<b>ACTIVO</b>			
BANCOS	15		
INVERSIONES EN SOCIEDADES DE INVERSION	223,769		
OTRAS CUENTAS POR COBRAR	0		
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	4,771,625		
INSTRUMENTOS FINANCIEROS DERIVADOS	25,461		
<b>TOTAL ACTIVO</b>	<b>5,020,870</b>		
<b>PASIVO</b>			
PROVISIONES	14,796		
DOCUMENTOS Y CUENTAS POR PAGAR	3,997,956		
INSTRUMENTOS FINANCIEROS DERIVADOS	-		
<b>PATRIMONIO NETO</b>			
PATRIMONIO CONTRIBUIDO	1,133,588		
RESERVAS	49,837		
REEMBOLSO DE EXCEDENTES	(88,484)		
RESULTADO DEL PERIODO	(86,823)		
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>5,020,870</b>		
		<b>INGRESOS</b>	
		INTERESES GANADOS	33
		RENDIMIENTOS POR INVERSIONES Y DIVIDENDOS	4,530
		SERVICIOS PRESTADOS	590
		OTROS INGRESOS OPERATIVOS	35,245
		<b>TOTAL INGRESOS</b>	<b>40,398</b>
		<b>EGRESOS</b>	
		GASTOS FINANCIEROS	113,557
		SERVICIOS RECIBIDOS	13,243
		IMPUESTOS Y DERECHOS	420
		<b>TOTAL GASTOS</b>	<b>127,220</b>
		<b>RESULTADO DEL PERIODO</b>	<b>(86,823)</b>

*Nota.- Este fideicomiso fue creado en 2017*

Manifestamos que para los fideicomisos anteriormente enlistados no es aplicable la consolidación a los activos totales de la Emisora en virtud de que los mismos se mantuvieron dentro de los Estados Financieros de la compañía. La información correspondiente al Estado de Situación Financiera y el Estado de Resultados es proporcionada por cada uno de los Fideicomisos.

## ENDEUDAMIENTO Y PERFIL DE DEUDA CONTRATADA

Los créditos contratados por GM Financial de México comprenden dos tipos de pasivos: a corto y a largo plazo. Los pasivos con un plazo de 1 a 360 días se clasifican como deuda a corto plazo, en tanto que los pasivos a largo plazo son aquellos que exceden este plazo. Para este análisis los pasivos a corto plazo a cada una de las fechas indicadas incluyen la parte circulante de la deuda a largo plazo.

Conceptos	Periodos		Variación	
	31-Dec-16	31-Dec-17	Dic 17 / Dic 16	
Corto plazo	\$23,894	\$32,064	\$8,170	34.19%
Largo plazo	\$14,849	\$22,931	\$8,082	54.43%
<b>Pasivos/Deuda</b>	<b>\$38,743</b>	<b>\$54,995</b>	<b>\$16,252</b>	<b>41.95%</b>

## TESORERÍA

El efectivo con que cuenta GM Financial de México es invertido en el mercado financiero en instrumentos de deuda de mínimo riesgo y plazos dentro de lo establecido en sus políticas y de acuerdo a sus requerimientos de liquidez.

A continuación se enlistan las principales políticas del departamento de Tesorería GM Financial de México:

El fondeo diario, así como todas las actividades del departamento de Tesorería, son supervisados constantemente por la Tesorería de Operaciones Internacionales (IO) en Charlotte, North Carolina y Detroit, Michigan en los Estados Unidos de Norteamérica.

En conjunto, la Compañía y GMF IO, establecen límites de endeudamiento generales, con cada uno de los acreedores con quienes puede tener firmado un contrato y/o título de crédito, de acuerdo a la relación comercial que se mantiene con cada uno de ellos en México de igual forma como establecen en cualquier otro país en los que General Motors Financial Company Inc. opera. Todas las líneas, inversiones y productos financieros contratados por la Compañía son aprobadas en conjunto.

Con la finalidad de fortalecer la liquidez de la compañía, se mantiene una reserva de efectivo, misma que se invierte exclusivamente a la vista con instituciones con las que se mantiene un contrato de inversión.

La Compañía y GMF IO, realizan periódicamente un análisis del plazo de los pasivos, con la finalidad de evitar un descalce con los activos. De igual forma se ha establecido un marco de diversas métricas de liquidez con la finalidad de monitorear de forma constante que el desempeño de indicadores como concentración de pasivos, diversificación de fuentes de fondeo y liquidez, entre otros, se mantenga siempre en los niveles óptimos.

### **CRÉDITOS Y ADEUDOS FISCALES, INVERSIONES EN CAPITAL, INVESTIGACIÓN Y DESARROLLO DE PRODUCTOS**

GM Financiera de México (i) no presenta créditos o adeudos fiscales pendientes de liquidar, (ii) tampoco mantiene inversiones relevantes en capital, y (iii) no ha realizado inversiones en proyectos de investigación y desarrollo de productos.

### **C) DESCRIPCIÓN DEL SISTEMA DE CONTROL INTERNO**

Las políticas de General Motors Financial Company Inc. (GM Financiera) y los controles internos de cada departamento están diseñados para asegurar el cumplimiento de las regulaciones aplicables en cada país en donde opera.

Por otro lado, GM Financiera de México cuenta con estructuras de gobierno que incluyen entre otros: procedimientos y manuales que describen la autoridad, responsabilidad, los métodos de supervisión y cumplimiento con las políticas, incluyendo áreas de controles, administración de riesgos y la función de auditoría interna como órgano de supervisión independiente.

La función de Auditoría Interna de GM Financiera de México evalúa con base en muestreos, el adecuado funcionamiento de los procesos operativos y controles relacionados al proceso de elaboración de Estados Financieros con el fin de obtener una seguridad razonable sobre la existencia y eficacia de los controles internos de la compañía y la preparación de los mismos.

Adicionalmente, los Estados Financieros de GM Financiera son revisados por auditores externos independientes con el fin de obtener una certeza razonable en cuanto al ambiente de control que prevalece en la compañía así como proveer una opinión sobre la razonabilidad de las cifras de los mismos.

**GM FINANCIAL DE MEXICO, S.A. DE C.V.**  
**SOCIEDAD FINANCIERA DE OBJETO MULTIPLE, E.R.**  
Avenida Eugenio Garza Laguera 933 Valle Oriente, San Pedro Garza García N.L. 66269  
**NOTAS A LOS ESTADOS FINANCIEROS**  
**AL 31 DE DICIEMBRE DE 2017**  
(Cifras en miles de pesos)

**1.- CARTERA DE CREDITO**

La cartera de crédito está representada por créditos comerciales y de consumo en moneda nacional. El monto de la cartera de crédito al 31 de diciembre de 2017, asciende a \$62,903,604 el cual se integra de la siguiente forma:

Cartera de consumo vigente sin restricción	\$18,688,155
Cartera de consumo vigente restringida	23,347,695
Total cartera de consumo vigente	<u>\$ 42,035,850</u>

Cartera comercial vigente sin restricción	\$4,244,461
Cartera comercial vigente restringida	16,214,461
Total cartera comercial vigente	<u>\$ 20,458,922</u>

Total cartera vigente:	<u>\$62,494,772</u>
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Cartera de consumo vencida sin restricción	\$ 251,691
Cartera de consumo vencida restringida	119,466
Total cartera de consumo vencida	<u>\$371,157</u>

Cartera comercial vencida sin restricción	\$18,405
Cartera comercial vencida restringida	19,270
Total cartera comercial vencida	<u>\$ 37,675</u>

Total cartera vencida:	<u>\$408,832</u>
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La cartera de crédito vencida se integra de créditos de consumo y comerciales en moneda nacional con pagos periódicos parciales de principal e intereses que presentan 90 o más días vencidos. De acuerdo a su antigüedad, los saldos de cartera vencida se integran como sigue:

90 a 180 días	\$371,157
Mayor a 180 días	0
Cartera de consumo vencida	<u>\$371,157</u>

90 a 180 días	\$ 37,675
Mayor a 180 días	0
Cartera comercial vencida	<u>\$ 37,675</u>

Total cartera vencida	<u>\$408,832</u>
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Derivado de las operaciones de financiamiento de la compañía a las que se refiere la nota 9, existen activos restringidos dentro del rubro de cartera de crédito por un monto que asciende a: \$39,562,156.

La cartera de crédito vigente al cierre de diciembre cuentan con dos reestructuras y 61 renovaciones, la cuales se desglosan a continuación:

Cartera de consumo vigente		\$ 42,035,850
Cartera comercial vigente	\$20,449,779	
Cartera comercial vigente reestructurada	6,888	
Cartera comercial vigente renovada	2,255	
Total cartera comercial vigente		<u>\$20,458,922</u>
Total cartera vigente:		<u><u>\$ 62,494,772</u></u>

Las reestructuras se debieron a una prórroga en el plazo del crédito y cambio en la tasa de interés. Las políticas y procedimientos para realizar las reestructuras de cartera de crédito se detallan en el punto 13 de estas notas.

Las renovaciones se debieron a que el saldo de los créditos proviene de un crédito liquidado. Las políticas y procedimientos para realizar las renovaciones de cartera de crédito se detallan en el punto 13 de estas notas.

Los intereses generados por tipo de crédito al cierre de diciembre de 2017, se integran como sigue:

Cartera de crédito al consumo	\$ 5,284,588
Cartera de crédito comercial	<u>1,646,380</u>
	<u><u>\$6,930,968</u></u>

Las comisiones y tarifas cobradas reconocidas como ingresos al cierre de diciembre de 2017 por créditos al consumo ascienden a \$611,711.

## 2.- PORCENTAJE DE CONCENTRACIÓN Y PRINCIPALES CARACTERÍSTICAS DE LA CARTERA POR REGIÓN

La concentración de la cartera por región al cierre del periodo se muestra a continuación:

Región	Saldo	Porcentaje
Ciudad de México y Área Metropolitana	16,473,183	26.19%
Noreste	12,473,911	19.83%
Occidente	8,038,992	12.78%
Centro	6,721,867	10.69%
Sur	5,889,802	9.36%
Oriente	5,032,643	8.00%
Noroeste	5,202,382	8.27%
Sureste	<u>3,070,822</u>	<u>4.88%</u>
Total:	<u><u>62,903,604</u></u>	<u><u>100.00%</u></u>

### 3.- ESTIMACIÓN DE RESERVA PREVENTIVA

A continuación se establece la metodología para determinar esta estimación:

Reserva de cartera consumo – La reserva de la cartera de consumo se determina con base en los artículos 90 y 91 de la Circular Única de Bancos (CUB). Las reservas de la cartera de consumo no revolvente, se determinan evaluando la probabilidad de incumplimiento, la severidad de la pérdida y la exposición al incumplimiento, crédito por crédito, considerando los datos históricos de dicha cartera.

El 06 de enero de 2017, la Comisión emitió cambios a las Disposiciones en materia de calificación de cartera crediticia de consumo aplicables al A partir del mes del 1o Junio de 2017, los cuales señalan que para la determinación sus reservas preventivas, se debe de considerar la probabilidad de incumplimiento, severidad de la pérdida y exposición al incumplimiento. Así mismo la probabilidad de incumplimiento se determina mediante la evaluación de variables en la Sociedades de Información Crediticia así como los atrasos de pago a la fecha de los periodos de facturación y el porcentaje de pagos realizados en los últimos 4 periodos de facturación. Adicionalmente los cambios en la disposición establecen que debe determinarse el efecto financiero acumulado.

Hemos determinado el efecto inicial acumulado derivado de la primera aplicación de la metodología contenida en la resolución señalada en el párrafo anterior el cual es por un monto de \$ 47,349 producto de la diferencia entre \$ 899,958 del cálculo nueva metodología contra \$ 947,397 del cálculo metodología previa al 1º de Junio 2017 que disminuye el monto de la estimación de preventiva correspondiente. Según lo establece último párrafo del artículo 4º transitorio de la resolución que modifica las disposiciones de carácter general aplicables a las instituciones de crédito publicadas en Diario Oficial de la Federación el 6 de Enero de 2017 el cual da la opción de tener constituidas las reservas crediticias a más tardar al 1 de Junio de 2018 hemos optado por reconocer este efecto inicial posteriormente en nuestros registros contables.

Reserva de cartera comercial – La reserva de la cartera comercial se determina con base al artículo 110 de la Circular Única de Bancos (CUB). Hasta 2013, para calificar la cartera comercial y reconocer la reserva respectiva, se utilizaba la metodología establecida en las Disposiciones, que consideraba la situación financiera, el entorno económico, la fuente e historial de pago, la calidad de la información y las garantías. Dicha calificación se realizaba individualmente excepto por los créditos a cargo de un mismo deudor cuyo saldo era menor a un importe equivalente a 4, 000,000 de UDIS, los cuales eran evaluados de forma paramétrica atendiendo a los meses transcurridos a partir del primer incumplimiento y asignando porcentajes de reserva diferentes según se tratara de cartera reestructurada o no reestructurada.

El 24 de junio de 2013, la Comisión emitió cambios a las Disposiciones en materia de calificación de cartera crediticia comercial aplicables al ejercicio 2014, adicionando los anexos 21 y 22 al artículo 110 de la Circular Única de Bancos (CUB), los cuales señalan que para la determinación de la calificación de cartera, se debe de considerar la probabilidad de incumplimiento, severidad de la pérdida y exposición al incumplimiento. Así mismo la probabilidad de incumplimiento se determina mediante la evaluación del puntaje crediticio total para créditos a cargo de Personas Morales y Personas Físicas con Actividad Empresarial, haciendo la separación de aquellos con ingresos netos o ventas netas anuales menores al equivalente en moneda nacional a 14 millones de Unidades de Inversión (UDIS) de conformidad con los anexos mencionados.

En función del porcentaje requerido de estimación preventiva para la cartera, se determina el grado de riesgo asignado, como se muestra a continuación:

	Cartera de consumo	Cartera comercial
Grados de riesgo		
A-1	0 a 2.0	0 a 0.9
A-2	2.01 a 3.0	0.901 a 1.5
B-1	3.01 a 4.0	1.501 a 2.0
B-2	4.01 a 5.0	2.001 a 2.50
B-3	5.01 a 6.0	2.501 a 5.0
C-1	6.01 a 8.0	5.001 a 10.0
C-2	8.01 a 15.0	10.001 a 15.5
D	15.01 a 35.0	15.501 a 45.0
E	35.01 a 100.0	Mayor a 45.0

Los intereses devengados no cobrados, considerados como cartera vencida, se reservan en su totalidad al momento del traspaso a dicha cartera.

Los créditos castigados se cancelan contra la estimación preventiva cuando se determina la imposibilidad práctica de recuperación.

A partir del mes de Mayo de 2017 la compañía cambió su criterio de reconocimiento de castigo de créditos pasando de 360 días a 150 días vencidos. Los efectos en los estados financieros derivados de la primera aplicación de este criterio son los siguientes:

(Cifras en miles de pesos)

**ESTADO DE RESULTADOS (Mayo 2017)**

Castigos de créditos con antigüedad mayor o igual a 150 días	488,201
Estimación Preventivas para Riesgos Crediticios	<u>(315,524)</u>
<b>Efecto neto en Estimación Preventiva para Riesgos Crediticios</b>	<b>172,677</b>

**BALANCE GENERAL**

Disminución en Cartera de Crédito Total	(488,201)
Disminución en Estimación por Irrecuperabilidad o Difícil Cobro	<u>315,524</u>
<b>Efecto neto en Total de Cartera de Crédito (Neto)</b>	<b>(172,677)</b>

**INDICE DE MOROSIDAD**

Previa a la aplicación del castigo (Abril 2017)	1.11%
Posterior a la aplicación del castigo (Abril 2017)	<u>0.58%</u>
<b>Efecto neto en Índice de Morosidad</b>	<b>-0.53%</b>

Cualquier recuperación derivada de los créditos previamente castigados, se reconoce en los resultados del ejercicio.

A continuación se muestran los resultados de la calificación de la cartera crediticia al cierre del periodo:

CALIFICACIÓN DE LA CARTERA CREDITICIA AL 31 DE DICIEMBRE DE 2017					
(Cifras en miles de pesos)					
	IMPORTE CARTERA CREDITICA	RESERVAS PREVENTIVAS NECESARIAS			
		CARTERA COMERCIAL	CARTERA DE CONSUMO	CARTERA HIPOTECARIA DE VIVIENDA	TOTAL RESERVAS PREVENTIVAS
EXCEPTUADA CALIFICADA	\$ -				
Riesgo A	\$ 53,250,704	\$ 116,642	\$ 271,647	\$ -	\$ 388,289
Riesgo B	\$ 6,834,324	\$ 123,436	\$ 114,164	0	237,600
Riesgo C	\$ 1,477,493	\$ 2,085	\$ 133,451	0	135,536
Riesgo D	\$ 735,967	\$ 18,948	\$ 153,575	0	172,523
Riesgo E	\$ 605,081	\$ -	\$ 381,042	0	381,042
<b>TOTAL</b>	<b>\$ 62,903,570</b>	<b>\$ 261,111</b>	<b>\$ 1,053,879</b>	<b>\$ -</b>	<b>\$ 1,314,989</b>
Menos:					
RESERVAS CONSTITUIDAS					<u>\$ 1,314,989</u>
EXCESO					<u>\$ -</u>

Las cifras para la calificación y constitución de las reservas preventivas, son las correspondientes al día último del mes a que se refiere el balance general al 31 de diciembre de 2017. La Compañía utiliza para la calificación de la cartera crediticia la metodología establecida por la CNBV.

**4.- ARRENDAMIENTO OPERATIVO**

El importe de ingresos por arrendamiento operativo al cierre del periodo ascendió a \$696,955.



## 5.- DISPONIBILIDADES

El rubro de disponibilidades al cierre del periodo se integra como se muestra a continuación:

Tipo de Disponibilidad	
Depósitos en Entidades Financieras	\$ 167,109
Otras disponibilidades	1,844,063
<b>Total</b>	<b>\$ 2,011,074</b>

## 6.- OPERACIONES CON VALORES Y DERIVADAS

Al cierre del periodo la Compañía tenía celebrados contratos de derivados para hacer frente a las fluctuaciones en las tasas de interés relacionadas con algunos de los instrumentos de deuda. Las operaciones celebradas con fines de cobertura de tasa tienen vencimientos entre el 2017 y el 2023.

Las operaciones celebradas por la Compañía con instrumentos financieros derivados corresponden principalmente a contratos de Swaps y Opciones de tasa de interés, ambos tienen como subyacente la tasa TIIE a 28 días. La Compañía reconoce contablemente estas operaciones en instrumentos financieros derivados como de negociación.

Al 31 de diciembre de 2017 el saldo en instrumentos financieros derivados en su parte activa es de \$723,859 y en su parte pasiva \$170,297, y se integra como se muestra a continuación:

	Dic-17		
	Monto nominal	Posición activa	Posición pasiva
Opciones de tasas	1,703,002	13,796	-
Swaps de tasas	20,698,537	263,509	-
Swaps de tipo de cambio	3,707,000	273,855	21,792
<b>Total negociación</b>	<b>26,108,539</b>	<b>551,160</b>	<b>21,792</b>

De acuerdo a lo anterior, el resultado por valuación de instrumentos de cobertura de flujos de efectivo dentro del rubro de resultado por intermediación asciende a un gasto de \$129,134.

Estos instrumentos financieros derivados son supervisados desde su contratación, y analizados por el área destinada al seguimiento y comparación de los valores razonables. El área de Reporte Financiero y Derivados con base en los Estados Unidos de Norte América, funge como la parte responsable de la integridad de la información, valuación de precios a través de un proveedor Internacional, así como de realizar las verificaciones de las valuaciones de dichos precios. Periódicamente, se informa al consejo de administración respecto de la realización de las operaciones con instrumentos financieros derivados, lo cual consta en los estados financieros que se aprueban en las Sesiones de Consejo.

## 7.-BIENES ADJUDICADOS

El proceso de adjudicación de vehículos a favor de GM Financiera de México sucede dentro de un proceso de cobranza judicial seguido ante una autoridad competente. El proceso de valoración del bien sujeto a adjudicarse se lleva a cabo por un perito que se encuentra certificado y adscrito al juzgado donde se está llevando a cabo el juicio. Para definir el valor del vehículo, el perito puede tomar en cuenta las siguientes consideraciones, el valor comparado con bienes similares nuevos que se encuentren en el mercado y/o cotizar los valores de reposición nuevos que existen en el mercado sobre bienes similares. Al cierre del periodo el saldo de los bienes adjudicados asciende a \$0.

## 8.-PASIVOS BURSÁTILES

La Compañía cuenta con un programa de certificados bursátiles de corto plazo y largo plazo el cual fue autorizado por la Comisión Nacional Bancaria y de Valores (CNBV) el 27 de octubre de 2016 hasta por un monto total de \$7,000,000 o su equivalente en Unidades de Inversión donde

el saldo insoluto de principal de los certificados bursátiles de corto plazo no podrá exceder de \$3,000,000. El programa tiene vigencia de cinco años a partir de la fecha de autorización.

El rubro de pasivos bursátiles se integra por emisiones de certificados bursátiles, al amparo de programas autorizados por la CNBV.

Al 31 diciembre de 2017, el saldo de certificados bursátiles de corto plazo en circulación asciende a \$1,850,000 los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 días. Al cierre del periodo, el interés devengado fue de \$10,741 y las tasa de interés del 7.23%.

Así mismo al 31 de diciembre de 2017, el saldo de certificados bursátiles de largo plazo en circulación asciende a \$2,000,000 los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 días. Al cierre del periodo, el interés devengado fue de \$11,582 y las tasa de interés del 8.10%.

El valor de los certificados bursátiles de corto plazo se aproxima a su valor razonable debido a la naturaleza de su vencimiento.

## 9.- PRESTAMOS BANCARIOS Y DE OTROS ORGANISMOS

### a. De corto plazo

Préstamos quirografarios con instituciones de banca múltiple, algunos de los cuales pueden estar garantizados total e incondicionalmente por la Tenedora, los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 o 91 días.	\$19,770,000
Intereses devengados por pagar	<u>292,458</u>
	20,062,458
Más porción circulante del pasivo a largo plazo	<u>12,001,548</u>
	<u><u>\$32,064,006</u></u>

### b. De largo plazo

Préstamos no garantizados con instituciones de banca de desarrollo, los cuales devengan intereses a tasa fija. Al cierre del periodo, la tasa de interés promedio devengada fue del 8.88%.	7,913,273
Préstamos quirografarios con instituciones de banca múltiple, algunos de los cuales pueden estar garantizados total e incondicionalmente por la Tenedora, los cuales devengan intereses a tasas de mercado basadas en la Tasa de Interés Interbancaria de Equilibrio (TIIE) a 28 o 91 días.	1,000,000
Préstamo con colateral, garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 129 puntos base. Al cierre del periodo la tasa que devengó este préstamo fue del 8.71%.	3,500,000
Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 100 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.47%.	8,350,388
Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 90 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.65%.	4,447,875

Préstamo garantizado con activos crediticios, el cual al cierre del periodo, la tasa que devengó fue del 8.56%.

5,733,635

Préstamo garantizado con activos crediticios, el cual devenga intereses a una tasa basada en la TIIE a 28 días más 90 puntos base. Al cierre del periodo, la tasa que devengó este préstamo fue del 8.32%.

3,986,948

Pasivo a largo plazo

34,932,119

Menos porción circulante del pasivo a largo plazo

12,001,549

\$ 22,930,570

El valor contable de los préstamos bancarios de corto plazo a cargo de la Compañía se aproxima a su valor razonable, y no se tienen intenciones de pagarlos anticipadamente. La Compañía está obligada a mantener saldos de efectivo en garantía de los préstamos garantizados con activos crediticios. Dicho efectivo genera intereses a favor de la Compañía a una tasa de interés de mercado. Al cierre del periodo, dicho efectivo restringido generó ingresos por \$114,469 los cuales se incluyen en el rubro otros ingresos de la operación

c. Los vencimientos de la porción a largo plazo de este pasivo al 31 de diciembre de 2017, son:

2019	8,121,350
2020	14,243,613
2021	516,563
2022	48,996
2023	48
	<u>\$22,930,570</u>

Se han contratado instrumentos financieros derivados para cubrir los riesgos de tasa de interés de algunos de estos préstamos.

Al cierre del periodo, la Compañía mantiene una capacidad disponible, aún no dispuesta, tanto en sus líneas de crédito revolventes como para monetización de cartera, por un monto de \$7,703,537.

Al cierre del periodo, hemos aportado, en calidad de fideicomitentes, cierto porcentaje de nuestra cartera a efecto de celebrar los siguientes contratos de fideicomiso:

- (i) Contrato de Fideicomiso Maestro Irrevocable número F/804, celebrado el 24 de septiembre de 2008 entre el Emisor, en su carácter de fideicomitente, Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, Fiduciario, en su carácter de fiduciario, y Monex Casa de Bolsa, S.A. de C.V., Monex Grupo Financiero, como representante común de los tenedores. En términos generales, en virtud de dicho fideicomiso se implementó un mecanismo para bursatilizar ciertas cuentas por cobrar aportadas al patrimonio de dicho Fideicomiso F/804 por el Emisor. A continuación se muestra el Balance General y Estado de Resultados de este fideicomiso:

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO		
Estado de Situación Patrimonial Fideicomiso 804		
(Cifras en miles de pesos)		
	Al 30 de noviembre 2017	
<b>ACTIVO</b>		
BANCOS	0	
INVERSIONES EN SOCIEDADES DE INVERSION	133,410	
VALUACION DE INVERSIONES	1,379	
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	8,821,734	
VALUACION DE OPCIONES	-	
<b>TOTAL ACTIVO</b>	<b>8,956,523</b>	
<b>PASIVO</b>		
PROVISIONES	14,197	
DOCUMENTOS Y CUENTAS POR PAGAR	3,888,889	
VALUACION DE OPCIONES	-	
<b>PATRIMONIO NETO</b>		
PATRIMONIO CONTRIBUIDO	10,711,463	
RESERVAS	-	
RESULTADO DE EJERCICIOS ANTERIORES	(5,665,927)	
RESULTADO DEL PERIODO	7,902	
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>8,956,523</b>	

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO		
Estado de Resultados Fideicomiso 804		
(Cifras en miles de pesos)		
	Del 01 de Enero al 30 de noviembre 2017	
<b>INGRESOS</b>		
INTERESES GANADOS	7,222	
SERVICIOS PRESTADOS	720,712	
PLUSVALIA EN INVERSIONES	12,543	
OTROS INGRESOS OPERATIVOS	-	
<b>TOTAL INGRESOS</b>	<b>740,477</b>	
<b>EGRESOS</b>		
GASTOS FINANCIEROS	299,958	
SERVICIOS RECIBIDOS	12,354	
REEMBOLSOS	36,226	
MINUSVALIA EN INVERSIONES	384,037	
IMPUESTOS Y DERECHOS	-	
<b>TOTAL GASTOS</b>	<b>732,575</b>	
<b>RESULTADO DEL PERIODO</b>	<b>7,902</b>	

- (ii) Contrato de Fideicomiso Irrevocable número F/00251, celebrado el 14 de octubre de 2005 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y CIBanco, S.A., Institución de Banca Múltiple (antes The Bank of New York Mellon, S.A., Institución de Banca Múltiple), como fiduciario. En términos generales, en virtud del Fideicomiso F/00251 se estableció un mecanismo para (i) el financiamiento de ciertos créditos cedidos por el Emisor al patrimonio de dicho fideicomiso, y (ii) la emisión del pagaré pagadero a la orden del fideicomisario en primer lugar, solamente con los recursos del patrimonio del mismo. A continuación se muestra el Balance General y Estado de Resultados de este fideicomiso:

CI Banco, S.A., Institución de Banca Múltiple-División Fiduciaria		
Balance General Fideicomiso 251		
(Cifras en miles de pesos)		
	Al 30 de noviembre 2017	
<b>ACTIVO</b>		
DISPONIBILIDADES Y EQUIVALENTES DE EFECTIVO	549,177	
DERECHOS DE COBRO ADQUIRIDOS (NETO)	9,740,239	
<b>TOTAL ACTIVO</b>	<b>10,289,415</b>	
<b>PASIVO</b>		
PRESTAMOS INTERBANCARIOS Y DE OTROS ORGANISMOS	8,350,388	
OTRAS CUENTAS POR PAGAR	-	
<b>PATRIMONIO NETO</b>		
PATRIMONIO FIDEICOMITIDO	65,580,295	
RESULTADO DEL EJERCICIO	(63,641,268)	
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>10,289,415</b>	

CI Banco, S.A., Institución de Banca Múltiple-División Fiduciaria		
Estado de Resultados Fideicomiso 251		
(Cifras en miles de pesos)		
	Del 01 de Enero al 30 de noviembre 2017	
INGRESOS POR INTERESES	27,529	
GASTOS POR INTERESES	-	
<b>MARGEN FINANCIERO</b>	<b>27,529</b>	
ESTIMACION PREVENTIVA PARA RIESGOS CREDITICIOS	-	
<b>MARGEN FINANCIERO AJUSTADO POR RIESGOS CREDITICIOS</b>	<b>27,529</b>	
OTROS INGRESOS (EGRESOS) DE LA OPERACION	-	
GASTOS DE ADMINISTRACIÓN Y PROMOCIÓN	(63,668,796)	
<b>RESULTADO DE LA OPERACIÓN</b>	<b>(63,641,268)</b>	
PARTICIPACIÓN EN EL RESULTADO DE SUBSIDIARIAS NO CONTROLADAS	-	
<b>RESULTADO ANTES DE IMPUESTOS A LA UTILIDAD</b>	<b>(63,641,268)</b>	
IMPUESTOS A LA UTILIDAD CAUSADOS	-	
IMPUESTOS A LA UTILIDAD DIFERIDOS	-	
<b>RESULTADO NETO</b>	<b>(63,641,268)</b>	
PARTICIPACIÓN NO CONTROLADORA	-	
<b>RESULTADO NETO INCLUYENDO PARTICIPACIÓN DE LA CONTROLADORA</b>	<b>(63,641,268)</b>	

- (iii) Contrato de Fideicomiso Irrevocable número F/242896, celebrado el 31 de agosto de 2007 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y HSBC México, S.A., Institución de Banca Múltiple, Grupo Financiero HSBC, División Fiduciaria, como fiduciario. Dicho fideicomiso fue modificado en virtud de un convenio de sustitución fiduciaria, de fecha 6 de febrero de 2013 en el cual HSBC México, S.A., Institución de Banca Múltiple, Grupo Financiero HSBC, División Fiduciaria fue sustituido por Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, Fiduciario como fiduciario del mismo y dicho a fideicomiso le fue reasignado como número de identificación, el F/1380. En virtud de dicho fideicomiso se estableció un mecanismo para que el fideicomisario en primer lugar pudiera invertir en pagarés emitidos por el fiduciario mediante (i) la cesión y aportación de créditos cedidos por el Emisor al patrimonio de dicho fideicomiso, así como de todos los derechos y obligaciones previstos en los contratos de intercambio de tasas de interés, en su caso, por parte del fideicomitente al fiduciario de conformidad con ciertos contratos de cesión correspondientes, y (ii) el fondeo por parte del fideicomisario en primer lugar y la emisión por parte del fiduciario del pagaré pagadero a la orden del fideicomisario en primer lugar, con recurso limitado únicamente al patrimonio del fideicomiso aquí descrito. A continuación se muestra el Balance General y Estado de Resultados de este fideicomiso:

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Situación Patrimonial Fideicomiso 1380	
(Cifras en miles de pesos)	
	Al 30 de noviembre 2017
<b>ACTIVO</b>	
BANCOS	0
INVERSIONES EN SOCIEDADES DE INVERSION	383,857
VALLUACION DE INVERSIONES	2,691
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	6,077,291
VALLUACION DE OPCIONES	90,108
<b>TOTAL ACTIVO</b>	<b>6,553,947</b>
<b>PASIVO</b>	
PROVISIONES	34,616
DOCUMENTOS Y CUENTAS POR PAGAR	4,744,522
VALLUACION DE OPCIONES	-
<b>PATRIMONIO NETO</b>	
PATRIMONIO CONTRIBUIDO	3,106,608
RESERVAS	59,307
RESULTADO DE EJERCICIOS ANTERIORES	(1,006,550)
RESULTADO DEL PERIODO	(384,556)
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>6,553,947</b>

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Resultados Fideicomiso 1380	
(Cifras en miles de pesos)	
	Del 01 de Enero al 30 de noviembre 2017
<b>INGRESOS</b>	
INTERESES GANADOS	30,944
PLUSVALIA EN INVERSIONES	28,283
SERVICIOS PRESTADOS	71,072
OTROS INGRESOS OPERATIVOS	18,551
<b>TOTAL INGRESOS</b>	<b>148,851</b>
<b>EGRESOS</b>	
GASTOS FINANCIEROS	506,042
IMPUESTOS Y DERECHOS	-
MINUSVALIA EN INVERSIONES	27,365
REEMBOLSOS	-
<b>TOTAL GASTOS</b>	<b>533,406</b>
<b>RESULTADO DEL PERIODO</b>	<b><u>(384,556)</u></b>

- (iv) Contrato de Fideicomiso Irrevocable número F/2965, celebrado el 31 de marzo de 2016 entre el Emisor, en su carácter de fideicomitente y fideicomisario en segundo lugar, y Banco Monex, S.A., Institución de Banca Múltiple, Monex Grupo Financiero, como fiduciario. En términos generales, en virtud del fideicomiso aquí descrito se implementó un mecanismo para proporcionar financiamiento al Emisor y que la misma adquiera ciertos créditos por parte del fideicomisario en primer lugar, en los términos establecidos en dicho fideicomiso. A continuación se muestra el Balance General y Estado de Resultados de este fideicomiso:

BANCO MONE X, S.A., DIVISION FIDUCIARIA	
Estado de Situación Financiera Fideicomiso 2965	
(Cifras en miles de pesos)	
	Al 30 de noviembre 2017
<b>ACTIVO</b>	
BANCOS	15
MERCADO DE DINERO	286,515
DERIVADOS	4,408
INTERESES DEVENGADOS DE INSTRUMENTOS FIN.	-
<b>TOTAL ACTIVO</b>	<b>290,938</b>
<b>PASIVO</b>	
CREDITO BANCARIO	5,776,206
<b>PATRIMONIO NETO</b>	
APLICACION PATRIMONIAL	(8,495,203)
PATRIMONIO APORTADO	1,003
RESULTADO EJERCICIOS ANTERIORES	628,191
RESULTADO DEL EJERCICIO	2,380,741
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>290,938</b>

BANCO MONE X, S.A., DIVISION FIDUCIARIA	
Estado de Resultados Fideicomiso 2965	
(Cifras en miles de pesos)	
	Del 01 de Enero al 30 de noviembre 2017
<b>INGRESO</b>	
INTERESES COBRADOS	25,299
OTROS INGRESOS	14,417
INGRESOS POR OPERACION	2,612,202
<b>TOTAL INGRESOS</b>	<b>2,651,918</b>
<b>EGRESOS</b>	
COMISIONES PAGADAS	9
CONTRIBUCIONES DIVERSAS	14,957
GASTOS	437
INTERESES PAGADOS	255,773
<b>TOTAL EGRESOS</b>	<b>271,177</b>
<b>RESULTADO DEL PERIODO</b>	<b><u>2,380,741</u></b>

- (v) Contrato de Fideicomiso Irrevocable número F/3127, celebrado el 2 de mayo de 2017 entre GM Financiera de México, S.A. de C.V., SOFOM, E.R., en su carácter de fideicomitente y fideicomisario en segundo lugar y Banco Invex, S.A., Institución de Banca Múltiple, Invex Grupo Financiero, como fiduciario, en virtud el cual se estableció un mecanismo para que el fideicomisario en primer lugar pudiera invertir en pagarés emitidos por el fiduciario mediante (i) la cesión y aportación de créditos cedidos, así como de todos los derechos y obligaciones previstos en los contratos de intercambio de tasas de interés, en su caso, por parte del fideicomitente al fiduciario de conformidad con ciertos contratos de cesión, y (ii) el fondeo por parte del fideicomisario en primer lugar y la emisión por parte del fiduciario del pagaré pagadero a la orden del fideicomisario en primer lugar, con recurso limitado únicamente al patrimonio del fideicomiso.

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Situación Patrimonial Fideicomiso 3127	
(Cifras en pesos)	
Al 30 de Noviembre 2017	
<b>ACTIVO</b>	
BANCOS	15,064.31
INVERSIONES EN SOCIEDADES DE INVERSION	173,806,687.92
OTRAS CUENTAS POR COBRAR	1.00
DOCUMENTOS POR COBRAR Y DERECHOS DE COBRO	3,790,866,560.31
INSTRUMENTOS FINANCIEROS DERIVADOS	9,251,381.31
<b>TOTAL ACTIVO</b>	<b>3,973,939,694.85</b>
<b>PASIVO</b>	
PROVISIONES	2,200,405.36
DOCUMENTOS Y CUENTAS POR PAGAR	3,205,635,038.06
INSTRUMENTOS FINANCIEROS DERIVADOS	-
<b>PATRIMONIO NETO</b>	
PATRIMONIO CONTRIBUIDO	869,221,382.13
RESERVAS	39,847,016.11
REEMBOLSO DE EXCEDENTES	(69,381,785.67)
RESULTADO DEL PERIODO	(73,582,361.14)
<b>TOTAL PASIVO + PATRIMONIO NETO</b>	<b>3,973,939,694.85</b>

BANCO INVEX, S.A. INSTITUCION DE BANCA MULTIPLE INVEX GRUPO FINANCIERO	
Estado de Resultados Fideicomiso 3127	
(Cifras en pesos)	
Del 01 de Enero al 30 de Noviembre 2017	
<b>INGRESOS</b>	
INTERESES GANADOS	32,644.00
RENDIMIENTOS POR INVERSIONES Y DIVIDENDOS	3,473,618.11
SERVICIOS PRESTADOS	589,919.83
OTROS INGRESOS OPERATIVOS	19,035,117.67
<b>TOTAL INGRESOS</b>	<b>23,131,299.61</b>
<b>EGRESOS</b>	
GASTOS FINANCIEROS	86,288,034.72
SERVICIOS RECIBIDOS	10,096,295.63
IMPUESTOS Y DERECHOS	329,330.40
<b>TOTAL GASTOS</b>	<b>96,713,660.75</b>
<b>RESULTADO DEL PERIODO</b>	<b>(73,582,361.14)</b>

*Nota.- Este fideicomiso fue creado en 2017*

Manifestamos que los fideicomisos anteriormente enlistados no se encuentran consolidados a los activos totales de la Emisora y que la información financiera ha sido proporcionada por cada uno de los fideicomisos.

## 10.- OPERACIONES DE BURSATILIZACIÓN

Con el propósito de diversificar sus fuentes de financiamiento, la compañía ha celebrado en forma privada estructuras financieras mediante las cuales ha monetizado parte de su cartera de crédito de consumo y comercial a favor de instituciones de crédito con presencia en la República Mexicana y en el Extranjero las cuales son sin baja de activos financieros. Dichas transacciones se han realizado desde el 14 de octubre de 2005. El saldo de principal vigente al cierre del presente mes de las estructuras financieras asciende a \$26,026,463 y los intereses por pagar derivados de dichos préstamos ascienden a \$143,142 en un vencimiento mensual. La tasa de interés promedio que aplicaron en el período fue de 8.50%.

## 11.- SALDOS CON PARTES RELACIONADAS

Los saldos con partes relacionadas al 31 de diciembre, se integran como sigue:

### Cuentas por cobrar:

General Motors de México, S. de R.L. de C.V.	Incentivos y comisiones	\$260,552
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### Cuentas por pagar:

General Motors de México, S. de R.L. de C.V.	Inventario en transito	\$449,924
General Motors Financial Company Inc.	Servicios administrativos	39,162
Servicios GMAC, S.A. de C.V.	Servicios administrativos	6,146
Servicios GMAC, S.A. de C.V.	Préstamo Intercompañía	100,354
		<u>\$595,586</u>

La compañía cuenta con una línea de crédito comprometida con General Motors Financial Company Inc., que asciende a \$10,000,000.

## 12.- IMPUESTOS A LA UTILIDAD

El impuesto a la utilidad causado se determina mediante la aplicación de la legislación fiscal vigente sobre los ingresos gravables y deducciones autorizadas del ejercicio. El impuesto anual determinado se presenta como un pasivo a corto plazo neto de los anticipos efectuados durante el año, o como un activo en el caso de que los anticipos sean superiores al impuesto anual determinado.

El impuesto a la utilidad diferido se determina aplicando el método de activos y pasivos. Bajo este método, a todas las diferencias que surgen entre los valores contables y fiscales de los activos y pasivos, se les aplica la tasa del impuesto sobre la renta (ISR), vigente a la fecha de los

estados financieros, o bien, aquellas tasas aprobadas a esa fecha y que estarán vigentes al momento en que se estima que los activos y pasivos por impuesto a la utilidad diferido se recuperarán o se liquidarán. La Compañía evalúa periódicamente la recuperabilidad de los activos por impuesto diferido, creando en su caso, una estimación sobre aquellos montos en los que no existe una alta probabilidad de recuperación.

El impuesto causado y diferido es reconocido como un gasto en los resultados del ejercicio, excepto cuando haya surgido de una transacción o suceso que se reconoce fuera del resultado del ejercicio como otro resultado integral o una partida reconocida directamente en el capital contable.

### 13.- PRINCIPALES POLITICAS CONTABLES

Las políticas contables que sigue la Compañía están de acuerdo con los criterios contables establecidos por la Comisión Nacional Bancaria y de Valores (CNBV) en las “Disposiciones de Carácter General Aplicables a las Sociedades Financieras de Objeto Múltiple, Entidades Reguladas” (las “Disposiciones”) y se consideran un marco de información financiera con fines generales, los cuales requieren que la Administración efectúe ciertas estimaciones y utilice ciertos supuestos para determinar la valuación de algunas de las partidas incluidas en los estados financieros y efectuar las revelaciones que se requieran en los mismos. Aún cuando pueden llegar a diferir de su efecto final, la Administración considera que las estimaciones y supuestos utilizados fueron los adecuados en las circunstancias.

De acuerdo con el criterio contable A-1 de la CNBV, la contabilidad de las Sofomes se ajustará a las normas de información financiera aplicables en México (NIF), definidas por el Consejo Mexicano de Normas de Información Financiera, A.C. (CINIF), excepto cuando a juicio de la Comisión sea necesario aplicar una normatividad o un criterio contable específico, tomando en consideración que las SOFOMES realizan operaciones especializadas.

A continuación se describen las principales prácticas contables seguidas por la Compañía:

Las políticas contables que sigue la Entidad están de acuerdo con los criterios contables establecidos por la Comisión, los cuales se incluyen en las “Disposiciones de Carácter General Aplicables a los Almacenes Generales de Depósito, Casas de Cambio, Uniones de Crédito, Sociedades Financieras de Objeto Múltiple Reguladas” (las “Disposiciones”), las cuales requieren que la Administración efectúe ciertas estimaciones y utilice ciertos supuestos para determinar la valuación de algunas de las partidas incluidas en los estados financieros y efectuar las revelaciones que se requieran en los mismos. Aun cuando pueden llegar a diferir de su efecto final, la Administración considera que las estimaciones y supuestos utilizados fueron los adecuados en las circunstancias actuales.

De acuerdo con el criterio contable A-1 “Esquema básico del conjunto de criterios contables aplicables a Instituciones de Crédito” de la Comisión, la contabilidad de las Sofomes se ajustará a las normas de información financiera aplicables en México (NIF), definidas por el Consejo Mexicano de Normas de Información Financiera, A.C. (CINIF), excepto cuando a juicio de la Comisión sea necesario aplicar una normatividad o un criterio contable específico, tomando en consideración que las Sofomes realizan operaciones especializadas.

A continuación se describen las principales políticas contables seguidas por la Entidad:

#### a. Cambios contables –

A partir del 1 de enero de 2016, la Entidad adoptó las siguientes mejoras a las NIF:

Mejoras a las NIF 2016 – Se emitieron las siguientes mejoras que provocaron cambios contables:

Asimismo, se adoptaron las siguientes normas que no generan cambios contables:

NIF C-3, Cuentas por cobrar - Se hacen precisiones al alcance de la norma para homologar varios conceptos relacionados al tema de instrumentos financieros

GM Financiera de México S.A. de C.V. SOFOM E.R. (GMF) en su carácter de Sociedad Financiera de Objeto Múltiple (SOFOM) Regulada, está sujeta a cambios en los criterios contables emitidos por la CNBV, ubicados en el Anexo 33 de las “Disposiciones de Carácter General Aplicables a las Instituciones de Crédito” (Circular Única de Bancos) publicadas en el Diario Oficial de la Federación el 2 de diciembre de 2005, de la misma manera GMF se encuentra sujeta a supletoriedad a las Normas de Información Financiera (NIF) emitidas por el Consejo Mexicano para la Investigación y Desarrollo de las Normas de Información Financiera CINIF.

Recientemente se han emitido cambios a las NIF actuales, mismos que entrarán en vigor a partir del 1º de Enero del 2018 y que podrían tener impactos materiales en nuestros procesos internos, operaciones de negocio, situación financiera y cumplimiento de obligaciones contractuales.

A la fecha, GMF está en proceso de realizar un diagnóstico y en su caso cuantificar los efectos e implicaciones de la implementación de estas nuevas normas en su información financiera, asimismo, pudiera presentarse falta de comparabilidad de la información financiera elaborada sin la aplicación del método retrospectivo para más de un ejercicio, según las opciones previstas en las propias normas.

La Sociedad no tuvo efectos de estas nuevas normas en su información financiera.

- b.* Reconocimiento de los efectos de la inflación - La inflación acumulada de los tres ejercicios anuales anteriores al 31 de diciembre de 2016, 2015 y 2014, es 9.57%, 11.68% y 11.80%, respectivamente; por lo tanto, el entorno económico califica como no inflacionario en ambos ejercicios y, consecuentemente, no se reconocen los efectos de la inflación en los estados financieros adjuntos. Los porcentajes de inflación por los años que terminaron el 31 de diciembre de 2016, 2015 y 2014 fueron 3.36%, 2.13% y 4.08%, respectivamente.
- c.* Disponibilidades - Este rubro se integra principalmente por depósitos en compañías financieras efectuados en el país, representados por efectivo e inversiones a corto plazo, de gran liquidez, fácilmente convertibles en efectivo. Se valúan a valor nominal y en el caso de moneda extranjera se valúa a su valor razonable con base en el tipo de cambio emitido por Banco de México al cierre del ejercicio. La cobranza procedente de la cartera cedida en garantía, se reconoce como una disponibilidad restringida. Los rendimientos que generan los depósitos se reconocen en los resultados del ejercicio conforme se devengan.
- d.* Instrumentos financieros derivados - La Entidad obtiene financiamientos bajo diferentes condiciones; cuando estos son a tasa variable, con la finalidad de reducir su exposición a riesgos de volatilidad en tasas de interés, pueden ser contratados algunos instrumentos financieros derivados tales como Swaps que convierten su perfil de pago de intereses de tasa variable a tasa fija, así como opciones Caps de tasa de interés. La negociación con instrumentos derivados se realiza sólo con instituciones de reconocida solvencia y se han establecido límites de contraparte para cada institución. La política de la Entidad es la de no realizar operaciones con instrumentos financieros derivados con propósitos de especulación.

La Entidad reconoce todos los activos o pasivos que surgen de las operaciones con instrumentos financieros derivados en el balance general a valor razonable, independientemente del propósito de su tenencia. La Entidad decidió dar el tratamiento contable de negociación a sus instrumentos financieros derivados, por lo que las ganancias o pérdidas resultantes de la valuación a valor razonable son reconocidas inmediatamente en los resultados del período. El valor razonable se determina con base en precios de mercados reconocidos o provistos por contrapartes y determinados con base en técnicas de valuación aceptadas en el ámbito financiero.

- e.* Cartera de crédito - Representa el saldo de los montos efectivamente entregados a los acreditados más los intereses devengados no cobrados. La estimación preventiva para riesgos crediticios se presenta deduciendo de los saldos de cartera.

El saldo insoluto de los créditos se registra como cartera vencida cuando cumpla con las siguientes características:

1. Créditos con pago único de principal e intereses al vencimiento presenten 30 o más días naturales de vencidos;
2. Créditos con pagos periódicos parciales de principal e intereses presentan 90 o más días naturales de vencidos;
3. Cuando se tiene evidencia de que el cliente ha sido declarado en concurso mercantil.

Los intereses se reconocen como ingresos en el momento en que se devengan. La acumulación de intereses se suspende al momento en que el crédito se traspa a cartera vencida, y a partir de ese momento se controlan en cuentas de orden.

Los intereses ordinarios devengados durante el periodo en que el crédito se consideró cartera vencida se reconocen como ingresos en el momento en que se cobran.

La Entidad aplica anualmente contra la estimación preventiva para riesgos crediticios los créditos que considera incobrables de la cartera vencida y con antigüedad mayor a un año.

La cartera que ha sido otorgada como garantía de los préstamos obtenidos por la Entidad, es designada como cartera restringida.

La cartera bursátil está siendo administrada por la Entidad debido a que corresponde a cartera cedida con recurso.



En el caso de que un crédito sea considerado como una reestructura debe cumplir con las siguientes condiciones:

- a) Que tenga una ampliación de garantías que amparan el crédito de que se trate, o bien,
- b) Que se realicen modificaciones a las condiciones originales del crédito o al esquema de pagos, entre las cuales se encuentran:
  - cambio de la tasa de interés establecida para el plazo remanente del crédito;
  - Que exista un cambio de moneda o unidad de cuenta (por ejemplo VSM; o UDI);
  - Que se otorgue concesión de un plazo de espera respecto del cumplimiento de las obligaciones de pago conforme a los términos originales del crédito, o
  - Que exista una prórroga del plazo del crédito.

En el caso de que un crédito sea considerado como una renovación debe cumplir con las siguientes condiciones:

- a) Que el saldo de un crédito se liquide parcial o totalmente, a través del incremento al monto original del crédito, o bien con el producto proveniente de otro crédito contratado con la misma entidad, en la que sea parte el mismo deudor, un obligado solidario de dicho deudor u otra persona que por sus nexos patrimoniales constituya riesgos comunes.

*f.* Estimación preventiva para riesgos crediticios - Se mantiene una estimación para riesgos crediticios, la cual a juicio de la Administración, es suficiente para cubrir cualquier pérdida que pudiera surgir tanto de los préstamos incluidos en su cartera de créditos, como de otros riesgos crediticios. A continuación se establece la metodología para determinar esta estimación.

Reserva de cartera consumo – Las reservas de la cartera de consumo no revolvente, se determinan evaluando la probabilidad de incumplimiento, la severidad de la pérdida y la exposición al incumplimiento, crédito por crédito, considerando los datos históricos de dicha cartera.

El 06 de enero de 2017, la Comisión emitió cambios a las Disposiciones en materia de calificación de cartera crediticia de consumo aplicables al A partir del mes del 1o Junio de 2017, los cuales señalan que para la determinación sus reservas preventivas, se debe de considerar la probabilidad de incumplimiento, severidad de la pérdida y exposición al incumplimiento. Así mismo la probabilidad de incumplimiento se determina mediante la evaluación de variables en la Sociedades de Información Crediticia así como los atrasos de pago a la fecha de los periodos de facturación y el porcentaje de pagos realizados en los últimos 4 periodos de facturación. Adicionalmente los cambios en la disposición establecen que debe determinarse el efecto financiero acumulado.

Hemos determinado el efecto inicial acumulado derivado de la primera aplicación de la metodología contenida en la resolución señalada en el párrafo anterior el cual es por un monto de \$ 47,349 producto de la diferencia entre \$ 899,958 del cálculo nueva metodología contra \$ 947,397 del cálculo metodología previa al 1º de Junio 2017 que disminuye el monto de la estimación de preventiva correspondiente. Según lo establece último párrafo del artículo 4º transitorio de la resolución que modifica las disposiciones de carácter general aplicables a las instituciones de crédito publicadas en Diario Oficial de la Federación el 6 de Enero de 2017 el cual da la opción de tener constituidas las reservas crediticias a más tardar al 1 de Junio de 2018 hemos optado por reconocer este efecto inicial posteriormente en nuestros registros contables.

Reserva de cartera comercial – La reserva de la cartera comercial se determina con base al artículo 110 de la Circular Única de Bancos (CUB). Hasta 2013, para calificar la cartera comercial y reconocer la reserva respectiva, se utilizaba la metodología establecida en las Disposiciones, que consideraba la situación financiera, el entorno económico, la fuente e historial de pago, la calidad de la información y las garantías. Dicha calificación se realizaba individualmente excepto por los créditos a cargo de un mismo deudor cuyo saldo era menor a un importe equivalente a 4 millones de Unidades de Inversión (UDIS), los cuales eran evaluados de forma paramétrica atendiendo a los meses transcurridos a partir del primer incumplimiento y asignando porcentajes de reserva diferentes según se tratara de cartera reestructurada o no reestructurada.

El 24 de junio de 2013, la Comisión emitió cambios a las Disposiciones en materia de calificación de cartera crediticia comercial aplicables al ejercicio 2013, adicionando los anexos 21 y 22 al artículo 110 de la Circular Única de Bancos (CUB), los cuales señalan que para la determinación de la calificación de cartera, se debe de considerar la probabilidad de incumplimiento, severidad de la pérdida y exposición al incumplimiento, considerando lo señalado más adelante en esta sección.

Las reservas de la cartera comercial se determinan mediante la evaluación del puntaje crediticio total para créditos a cargo de Personas Morales y Personas Físicas con Actividad Empresarial, haciendo la separación de aquellos con ingresos netos o ventas netas anuales menores al equivalente en moneda nacional a 14 millones de UDIS de conformidad con los anexos mencionados.

El porcentaje requerido de estimación preventiva para la cartera, se determina en función del grado de riesgo asignado, como se muestra a continuación:

Grados de riesgo	Cartera de consumo	Cartera comercial
A-1	0 a 2.0	0 a 0.9
A-2	2.01 a 3.0	0.901 a 1.5
B-1	3.01 a 4.0	1.501 a 2.0
B-2	4.01 a 5.0	2.001 a 2.50
B-3	5.01 a 6.0	2.501 a 5.0
C-1	6.01 a 8.0	5.001 a 10.0
C-2	8.01 a 15.0	10.001 a 15.5
D	15.01 a 35.0	15.501 a 45.0
E	35.01 a 100.0	Mayor a 45.0

Los intereses devengados no cobrados, considerados como cartera vencida, se reservan en su totalidad al momento del traspaso a dicha cartera.

Los créditos calificados como irrecuperables se cancelan contra la estimación preventiva cuando se determina la imposibilidad práctica de recuperación. Adicionalmente, por los créditos comerciales que se encuentren en cartera vencida y reservados en su totalidad, la Administración evalúa periódicamente si éstos deben ser aplicados contra la estimación preventiva.

Cualquier recuperación derivada de los créditos previamente castigados, se reconoce en los resultados del ejercicio.

Durante 2016, 2015 y 2014 se constituyeron reservas por \$851,005, \$481,891 y \$326,466, respectivamente, mismas que fueron registradas en el rubro de estimación preventiva para riesgos crediticios en el estado de resultados.

Descripción General de las Metodologías Regulatorias establecidas por la Comisión - Las metodologías regulatorias para calificar la cartera de consumo y la cartera comercial establecen que la reserva de dichas carteras se determina con en base en la estimación de la pérdida esperada regulatoria de los créditos para los siguientes doce meses.

Dichas metodologías estipulan que en la estimación de dicha pérdida esperada se evalúan la probabilidad de incumplimiento, la severidad de la pérdida y la exposición al incumplimiento, y que el resultado de la multiplicación de estos tres factores es la estimación de la pérdida esperada que es igual al monto de reservas que se requieren constituir para enfrentar el riesgo de crédito.

Dependiendo del tipo de cartera, la probabilidad de incumplimiento, la severidad de la pérdida y la exposición al incumplimiento en las metodologías regulatorias se determinan considerando lo siguiente:

– Probabilidad de Incumplimiento:

Consumo no revolvente - toma en cuenta la morosidad actual, los pagos que se realizan respecto al saldo de los últimos exigibles, las veces que se paga el valor original del bien, el tipo de crédito, el plazo remanente, entre otros.

Comercial - considerando según el tipo de acreditado, los factores de experiencia de pago, experiencia de pago INFONAVIT, evaluación de las agencias calificadoras, riesgo financiero, riesgo socio-económico, fortaleza financiera, riesgo país y de la industria, posicionamiento del mercado, transparencia y estándares y gobierno corporativo y competencia de la administración.

– Severidad de la Pérdida:

Consumo no revolvente - de acuerdo con el número de pagos incumplidos.

Comercial - considerando garantías reales financieras y no financieras y garantías personales.

– Exposición al Incumplimiento:

Consumo no revolvente - considera el saldo del crédito a la fecha de la calificación.

Comercial - para créditos revocables se considera el saldo del crédito a la fecha de la calificación. Para créditos irrevocables se toma en cuenta el nivel actual de utilización de la línea para estimar en cuanto aumentaría el uso de dicha línea en caso de incumplimiento.

- g.* Concentración de riesgo crediticio - Los instrumentos financieros que potencialmente exponen al riesgo de crédito a la Entidad, consisten en cuentas por cobrar a clientes. Para reducir el riesgo de crédito, la Entidad realiza evaluaciones en forma periódica respecto a la situación financiera de sus clientes y les requiere garantías específicas. La Entidad considera que su concentración de riesgos de crédito es mínima dado el gran número de clientes y su dispersión geográfica. Adicionalmente, la Entidad considera que su riesgo de crédito potencial está adecuadamente cubierto con la estimación preventiva para riesgos crediticios que ha constituido para tal fin.
- h.* Inmuebles, mobiliario y equipo, neto - Las adiciones de mobiliario y equipo, así como los gastos de instalación, se registran a su costo de adquisición. Los saldos que provienen de adquisiciones realizadas entre el 1 de enero de 1997 y hasta el 31 de diciembre de 2007 se actualizaron aplicando factores derivados del INPC hasta esa fecha. La depreciación se calcula conforme al método de línea recta con base en la vida útil remanente de los activos, como sigue:

	%
Equipo de transporte	33.33
Equipo de oficina	20.00
Equipo de cómputo	33.33
Mejoras a locales arrendados	20.00
Automóviles otorgados en arrendamiento operativo	20.00

- i.* Intereses y comisiones cobradas y pagadas - Los ingresos y gastos financieros provenientes de las inversiones, créditos recibidos y comisiones, se reconocen en resultados conforme se devengan, incluyendo los derivados de contratos de menudeo con mensualidades vencidas, tal como lo indica el inciso e) de esta nota. Los intereses moratorios se registran en resultados hasta el momento en que se cobran.

Las comisiones cobradas por el otorgamiento inicial de créditos se registran como un crédito diferido, el cual se reconoce conforme se devenga en los resultados del ejercicio como un ingreso por intereses, durante la vida del crédito.

Las comisiones pagadas por la colocación de contratos de menudeo se registran dentro del rubro de Pagos anticipados y otros, y se amortizan en resultados conforme se devengan, en el rubro de Comisiones pagadas.

- j.* Transacciones en moneda extranjera - Las operaciones en moneda extranjera se registran al tipo de cambio vigente en la fecha de la operación. Los activos y pasivos en moneda extranjera se valúan en moneda nacional al tipo de cambio vigente a la fecha de los estados financieros, las fluctuaciones cambiarias se registran en los resultados.
- k.* Bienes adjudicados - A través de peritos son considerados los precios de mercado sobre bienes similares en condiciones de uso normal y las condiciones de mercado que han imperado en bienes similares dentro del propio mercado por lo que el valor de bienes adjudicados se reconocen a su costo o valor razonable deducido de los costos y gastos estrictamente indispensables que se eroguen en su adjudicación, el que sea menor. El perito determina el valor y lo presenta ante el juzgado basado en el estudio que realizó observando ciertas consideraciones como el valor de bienes similares nuevos que imperan en el mercado, se validan los valores de reposición nuevos que existen en el mercado sobre bienes similares, y dada la inmaterialidad en cifras y en volumen durante el año consideramos que otras revelaciones requeridas se consideran poco importantes.
- l.* Provisiones - Se reconocen cuando se tiene una obligación presente como resultado de un evento pasado, que probablemente resulte en la salida de recursos económicos y que pueda ser estimada razonablemente.
- m.* Impuestos a la utilidad - El impuesto sobre la renta (ISR) se registra en los resultados del año en que se causan. Para reconocer el impuesto diferido se determina si, con base en proyecciones financieras, la Entidad causará ISR y reconoce el impuesto diferido que corresponde. El impuesto diferido se reconoce aplicando la tasa correspondiente a las diferencias temporales que resultan de la comparación de los valores contables y fiscales de los activos y pasivos, y en su caso, se incluyen los beneficios de las pérdidas fiscales por amortizar y de algunos créditos fiscales. El impuesto diferido activo se registra sólo cuando existe alta probabilidad de que pueda recuperarse.

- n.* Ingresos por intereses - Los ingresos por intereses se reconocen cuando es probable que los beneficios económicos fluyan hacia la Entidad y el importe de los ingresos pueda ser valuado confiablemente. Los ingresos por intereses se registran sobre una base periódica, con referencia al saldo insoluto y a la tasa de interés efectiva aplicable, la cual es la tasa que exactamente descuenta los flujos de efectivo estimados a recibir a lo largo de la vida esperada del activo financiero y lo iguala con el importe neto en libros del activo financiero en su reconocimiento inicial.
- o.* Cuentas de orden (no auditado) - Representan los intereses devengados no cobrados de la cartera vencida, en tanto los créditos relativos se mantengan en dicha cartera, el monto de las líneas de crédito autorizadas por la Entidad y no utilizados por el cliente y a partir del 2016 las rentas devengadas no pagadas con mayor antigüedad a 30 días. En las cuentas de orden se registran activos o compromisos que no forman parte del balance general de la Entidad ya que no se adquieren los derechos de los mismos o dichos compromisos no se reconocen como pasivo de la Entidad en tanto dichas eventualidades no se materialicen, respectivamente. Los importes acumulados en las cuentas de orden solo han sido sujetos a pruebas de auditoría cuando de su información se deriva un registro contable.



GM FINANCIAL

# GM FINANCIAL DE MÉXICO S.A. DE C.V. SOFOM E.R.

## REPORTE SOBRE OPERACIONES CON INSTRUMENTOS FINANCIEROS DERIVADOS

Al 31 de diciembre de 2017

### Descripción General

Somos una subsidiaria de General Motors Financial Company, Inc., quien tiene directamente el 0.10% de nuestra Compañía, e indirectamente el 99.90%, a través de su subsidiaria GM Financial Mexico Holdings LLC. General Motors Financial Company, Inc. es propiedad en un 100% de General Motors, a través de su subsidiaria General Motors Holdings LLC. General Motors es una marca que representa uno de los fabricantes de vehículos más grande del mundo, el cual fue fundado en 1908 en el Estado de New Jersey en los Estados Unidos. Actualmente, tiene presencia en aproximadamente 120 países y además de la fabricación, ensamble y comercialización de autos y camiones realiza negocios en otros sectores como transmisiones y comercialización de partes y accesorios automotrices.

### Antecedentes

Somos una sociedad anónima de capital variable, sociedad financiera de objeto múltiple, entidad regulada, y nos dedicamos, principalmente, al otorgamiento de financiamiento a personas físicas, físicas con actividad empresarial y personas morales para la adquisición de vehículos de la marca General Motors. Nuestras operaciones se concentran principalmente en los segmentos de crédito comercial y crédito al consumo.

Dada la naturaleza y operaciones del negocio de la Compañía, se tienen identificados ciertos factores de riesgo que podrían tener un efecto materialmente adverso sobre nuestro negocio, condición financiera y resultados de la operación.

La entidad obtiene financiamientos bajo diferentes condiciones; cuando estos son a tasa variable y/o en moneda extranjera, con la finalidad de reducir su exposición a riesgos de volatilidad en tasas de interés o tipo de cambio, pueden ser contratados algunos instrumentos financieros derivados tales como Swaps que convierten su perfil de pago de intereses de tasa variable a tasa fija y/o fijar el tipo de cambio, así como de Caps de tasa de interés. La negociación con instrumentos derivados se realiza sólo con instituciones de reconocida solvencia y se han establecido límites de contraparte para cada institución. La política de la Entidad es la de no realizar operaciones con instrumentos financieros derivados con propósitos de especulación.

## **I. INFORMACIÓN CUALITATIVA**

### **A. DISCUSIÓN SOBRE LAS POLÍTICAS DE USO DE INSTRUMENTOS FINANCIEROS DERIVADOS**

#### ***Descripción general de los objetivos para celebrar operaciones con derivados***

La Compañía cuenta con Políticas internas que permiten la contratación de Instrumentos Financieros Derivados, mismas que establecen los niveles de aprobación y autorización, registros contables, entre otros.

La contratación de un instrumento financiero derivado está relacionada o asociada a cubrir o mitigar una posición primaria identificada previamente que represente algún riesgo identificado o asociado a la compañía. Como resultado de las operaciones de fondeo de la Compañía, y que en base a la administración de riesgos busca mitigar, son los relacionados o asociados principalmente a las fluctuaciones en las tasas de interés y/o tipo de cambio.

#### **Instrumentos utilizados y Estrategias de cobertura o negociación implementadas**

Las operaciones celebradas por la compañía con Instrumentos Financieros Derivados corresponden principalmente a contratos de Swaps y Opciones de tasa de interés, ambos tienen como subyacente la tasa de referencia TIE a 28 días; por otra parte también tenemos contratado swaps de tipo de cambio.

Para los contratos de Swaps y Opciones de tasa de interés la compañía reconoce contablemente estas operaciones en instrumentos financieros derivados como de negociación.

El mercado de negociación utilizado por la compañía es bajo la modalidad over the counter (OTC). La totalidad de las operaciones son contratadas con instituciones reguladas y autorizadas para realizar este tipo de operaciones, y que además cuenten con las características requeridas por la compañía.

La compañía ha establecido límites de contraparte para cada institución.

#### **Políticas para la designación de agentes de cálculo o valuación**

La Compañía no ha designado un tercero independiente, vendedor o contraparte para el cálculo del valor razonable de los instrumentos financieros derivados. El cálculo es realizado de manera interna por el área de Reporteo Financiero y Derivados con base en Estados Unidos de Norte América.

El valor razonable se determina con base en precios de mercados reconocidos o provistos por las contrapartes y determinados con base en técnicas de valuación aceptadas en el ámbito financiero.

La Entidad reconoce todos los activos o pasivos que surgen de las operaciones con instrumentos financieros derivados en el balance general a valor razonable, independientemente del propósito de su tenencia. La Entidad decidió dar el tratamiento contable de negociación a sus instrumentos financieros derivados, por lo que las ganancias o pérdidas resultantes de la valuación a valor razonable son reconocidas inmediatamente en los resultados del periodo. El área de Reporteo Financiero y Derivados con base en Estados Unidos de Norte América, funge como la parte responsable de la integridad de la información, valuación de precios a través de un proveedor internacional, el valor razonable es revisado por la Compañía de manera periódica y los resultados se encuentran dentro de los Estados Financieros. La operación de CC Swap que mantiene la organización recibe el tratamiento contable de cobertura por lo que los resultados de las ganancias o pérdidas resultantes de la valuación a valor razonable son reconocidos en el capital contable.

#### **Principales términos y condiciones de los contratos**

Todas las operaciones con Instrumentos Financieros Derivados son contratadas al amparo de un contrato marco, estandarizado y debidamente formalizado por las partes contratantes y de las instituciones financieras.

### **Políticas de márgenes, colaterales y líneas de crédito**

No existen políticas de márgenes, colaterales ni líneas de crédito aplicables para la compañía.

### **Procesos y niveles de autorización requeridos por tipo de operación, indicando si las operaciones con derivados obtuvieron previa aprobación por parte del o los comités de auditoría y prácticas societarias**

Los Instrumentos Financieros Derivados son supervisados desde su contratación, y analizados por el área destinada al seguimiento y comparación de los valores razonables. El área de Reporteo Financiero y Derivados con base en Estados Unidos de Norte América, funge como la parte responsable de la integridad de la información, valuación de precios a través de un proveedor internacional, así como de realizar las verificaciones de las valuaciones de dichos precios. Periódicamente, se informa al consejo de administración respecto de la realización de las operaciones con instrumentos financieros derivados, lo cual consta en los estados financieros que se aprueban en las Sesiones de Consejo.

### **Procedimientos de control interno para administrar la exposición a los riesgos de mercado y de liquidez**

Las actividades relacionadas con la contratación de instrumentos financieros, son supervisados constantemente por la Tesorería de Operaciones Internacionales ("IO") ubicados en Charlotte, Carolina del Norte y Detroit, Michigan.

En conjunto con IO, establecemos límites de endeudamiento generales, con cada uno de los acreedores con quienes tengamos firmado un contrato y/o título de crédito, de acuerdo a la relación comercial que se mantiene con dichas contrapartes en México de igual forma como establecen en cualquier otro país en los que el Garante GMF opera. Todas las líneas, inversiones y productos financieros que contratamos son aprobadas en conjunto con IO. Con la finalidad de fortalecer nuestra liquidez, mantenemos una reserva de efectivo, misma que invertimos exclusivamente a la vista con instituciones con las que mantenemos un contrato de inversión.

Junto con IO, realizamos un análisis periódico del plazo de nuestros pasivos, con la finalidad de evitar un descalce con los activos. De igual forma se ha establecido un marco de diversas métricas de liquidez con la finalidad de monitorear de forma constante que el desempeño de indicadores como concentración de pasivos, diversificación de fuentes de fondeo y liquidez, entre otros, se mantenga siempre en los niveles óptimos.

### **Existencia de un tercero independiente que revise dichos procedimientos**

La Compañía cuenta con auditores externos, los cuales son los encargados de validar la correcta aplicación contable y su efecto en resultados y/o cuenta de balance por las operaciones con instrumentos financieros derivados. La revisión anterior se realiza de manera constante y periódica dentro de las revisiones parciales y auditorías anuales de la compañía.

### **Información sobre la integración de un comité de administración integral de riesgos, reglas que lo rigen y existencia de un manual de administración integral de riesgos**

La compañía cuenta con un manual aprobado y vigente que rige la administración integral de riesgos. También cuenta con la participación dentro de un comité en el cual se exponen los riesgos actuales y potenciales asociados a las operaciones del negocio.

## **B. DESCRIPCIÓN DE LAS POLÍTICAS Y TÉCNICAS DE VALUACIÓN**

### **Descripción de las técnicas de valuación, distinguiendo los instrumentos valuados a costo o valor razonable, así como las variables de referencia relevantes y los supuestos aplicados**

La Entidad reconoce todos los activos o pasivos que surgen de las operaciones con instrumentos financieros derivados en el balance general a valor razonable, independientemente del propósito de su tenencia. La Entidad decidió dar el tratamiento contable de negociación a sus instrumentos financieros derivados de Swaps y Caps, por lo que las ganancias o pérdidas resultantes de la valuación a valor razonable son reconocidas inmediatamente en los resultados del periodo. En el caso del CC Swap recibe el tratamiento contable de cobertura por lo que las ganancias o pérdidas resultantes de la valuación son reconocidas en el capital contable

Las operaciones celebradas por la compañía con Instrumentos Financieros Derivados corresponden principalmente a contratos de Swaps y Opciones de tasa de interés, ambos tienen como subyacente la tasa de referencia TIIE a 28 días.

La compañía reconoce contablemente estas operaciones en instrumentos financieros derivados como de negociación a excepción de la operación de CC Swap, el cual recibe el tratamiento de cobertura.

La técnica de valuación utilizada por la Compañía para el cálculo del valor razonable de las operaciones con Swaps de tasas de interés, se realiza bajo el método de descuento de flujos de efectivo futuros. Para las opciones de tasas de interés los instrumentos son valuados bajo la metodología Black-Scholes, con información de valores de mercado provenientes de Thomson-Reuters. Las principales variables de referencia utilizadas para el cálculo del valor razonable en ambos tipos de derivados se encuentran: nocionales, moneda, fechas de vencimiento así como de intereses o amortización, tasa variables de referencia, entre otras.

Debido a la naturaleza de los instrumentos financieros derivados contratados, la Compañía no realiza análisis de sensibilidad, pruebas de efectividad prospectivas y/o retrospectivas. Los instrumentos financieros derivados son registrados contablemente como de negociación y su valuación a valor razonable es reconocida inmediatamente en los resultados del periodo.

### **Políticas y frecuencia de valuación y las acciones establecidas en función de la valuación obtenida**

La frecuencia en la medición y valuación de las coberturas son de manera mensual

## **C. INFORMACIÓN DE RIESGOS POR EL USO DE DERIVADOS**

### **Discusión sobre las fuentes internas y externas de liquidez que pudieran ser utilizadas para atender requerimientos relacionados con IFD**

Los recursos utilizados para atender los requerimientos relacionados con los instrumentos financieros derivados, provienen de los recursos generados por la compañía.

No se utilizan fuentes externas de financiamiento que sean destinadas exclusivamente para atender los requerimientos relacionados con instrumentos financieros derivados. Los recursos utilizados para la contratación de los instrumentos son generados por la operación propia de la compañía.

La compañía monitorea en forma constante la liquidez y los recursos proyectados para asegurar el cumplimiento de sus obligaciones contraídas por la contratación de instrumentos financieros derivados.



## **Explicación de los cambios en la exposición a los principales riesgos identificados, su administración, y contingencias o eventos que puedan afectarla en futuros reportes**

Los riesgos identificados que se buscan mitigar a través de la administración de riesgos son los relacionados a fluctuaciones en tasas de interés, son contratados y se realizan bajo la política de la compañía y no prevemos ningún riesgo que difiera del objetivo a los que fueron contratados.

En caso de presentarse eventos o situaciones adversas que puedan tener un efecto materialmente adverso sobre nuestro negocio, condición financiera y resultados de la operación, estos pueden ser expuestos y vigilados en los comités establecidos previamente por la compañía.

### **Revelación de eventualidades**

No existen eventualidades que impliquen que el uso de instrumentos financieros derivados difiera del objetivo por el cual fueron contratados.

### **Descripción y número de vencimientos**

El valor absoluto del valor razonable de los instrumentos financieros derivados de tasa de interés registrado durante el último trimestre, no representa más del 5% de los activos, pasivos o del capital total consolidado. La compañía no considera que el valor razonable pueda tener un efecto materialmente adverso en nuestra posición financiera, liquidez, resultados operativos o caer en algún tipo de incumplimiento en los contratos celebrados.

Durante el cuarto trimestre del año 2017, la Compañía presentó un vencimiento respecto a sus operaciones con opciones de tasas de interés por un nocional final de \$32.4 millones de pesos. Durante el cuarto trimestre del año 2017 se contrató un instrumentos financieros derivados de tipo Cross currency swap.

### **Número y monto de llamadas de margen**

No aplica para la compañía

### **Número y monto en caso de incumplimiento**

Ninguno. Al cierre del cuarto trimestre de 2017, no se registró ningún tipo de incumplimiento en los contratos celebrados.

## II. INFORMACIÓN CUANTITATIVA

### A. CARACTERÍSTICAS DE LOS INSTRUMENTOS FINANCIEROS DERIVADOS

**Tabla 1**  
**Resumen de Instrumentos Financieros Derivados**  
**Cifras en miles de pesos al cierre del 31 de diciembre de 2017**

Tipo de derivado, valor o contrato	Fines de cobertura u otros fines tales como negociación	Monto nominal/valor nominal	Valor del activo subyacente/variable		Valor Razonable <sup>(1)</sup>		Fecha de Vencimiento	Colateral/Líneas de crédito/valores dados en garantía
			Trimestre actual	Trimestre anterior	Trimestre actual	Trimestre anterior		
Opciones de Tasas	Negociación	\$ 1,703,001,983	7.62%	7.39%	13,796,120	14,287,007	18-Oct-18	N/A
SWAPS de tasas de interés	Negociación	\$ 20,698,536,807	7.62%	7.39%	263,508,996	261,030,443	01-Apr-23	N/A
SWAPS de tipo de cambio	Negociación	\$ 3,707,000,000	19.72	18.52	276,334,232	10,549,759	24-May-21	N/A

*(1) El valor razonable mostrado se encuentra desde el punto de vista de las contrapartes por lo que un monto positivo representa un gasto para la compañía*

### B. ANÁLISIS DE SENSIBILIDAD Y CAMBIOS EN EL VALOR RAZONABLE

La contratación de los instrumentos financieros derivados de origen son contratados para cobertura de tasas de interés, debido a las pruebas e información requerida por las reglas contables para registrar un instrumento financiero derivado como de cobertura, la compañía ha clasificado sus instrumentos financieros derivados swaps y caps como de negociación y el instrumento de CC Swap lo ha clasificado como de cobertura.

La compañía ha determinado no realizar análisis de sensibilidad, pruebas prospectivas y/o retrospectivas para sus operaciones de swaps y caps ya que los instrumentos financieros derivados son contratados con el objetivo de cobertura. Los instrumentos financieros derivados contratados son registrados contablemente como de negociación y su valuación a valor razonable es registrada de manera mensual, trimestral y anual dentro del Estado de Resultados de la compañía, bajo la cuenta de Resultado por intermediación. En dicho rubro se reconoce el impacto tanto positivo como negativo de la valuación de los instrumentos financieros derivados vigentes que tiene la compañía. El único objetivo de la administración de riesgos es la de mitigar los riesgos relacionados a la fluctuación en las tasas de interés.

Para las operaciones de CC Swap se cuenta con los análisis correspondientes de sensibilidad para poder considerarlas como de cobertura y reconocer los resultados de sus pérdidas y ganancias en el capital contable.

INFORMACIÓN FINANCIERA  
TRIMESTRAL DE GENERAL MOTORS  
FINANCIAL COMPANY, INC.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**

**CONSOLIDATED INCOME STATEMENTS**  
(In millions, except per share amounts)

	Years Ended December 31,		
	2017	2016	2015
<b>Net sales and revenue</b>			
Automotive	\$ 133,449	\$ 140,205	\$ 129,864
GM Financial	12,139	8,979	5,861
Total net sales and revenue	<u>145,588</u>	<u>149,184</u>	<u>135,725</u>
<b>Costs and expenses</b>			
Automotive cost of sales	114,869	120,499	112,995
GM Financial interest, operating and other expenses	11,128	8,369	5,304
Automotive selling, general and administrative expense	9,575	10,354	11,888
Total costs and expenses	<u>135,572</u>	<u>139,222</u>	<u>130,187</u>
Operating income	10,016	9,962	5,538
Automotive interest expense	575	563	423
Interest income and other non-operating income, net	290	327	614
Gain on extinguishment of debt	—	—	449
Equity income (Note 8)	2,132	2,282	2,193
Income before income taxes	11,863	12,008	8,371
Income tax expense (benefit) (Note 18)	11,533	2,739	(1,219)
Income from continuing operations	330	9,269	9,590
Income (loss) from discontinued operations, net of tax (Note 3)	(4,212)	(1)	25
<b>Net income (loss)</b>	(3,882)	9,268	9,615
Net loss attributable to noncontrolling interests	18	159	72
<b>Net income (loss) attributable to stockholders</b>	<u>\$ (3,864)</u>	<u>\$ 9,427</u>	<u>\$ 9,687</u>
<b>Net income (loss) attributable to common stockholders</b>	\$ (3,880)	\$ 9,427	\$ 9,687
<b>Earnings per share (Note 21)</b>			
Basic earnings per common share – continuing operations	\$ 0.23	\$ 6.12	\$ 6.09
Basic earnings (loss) per common share – discontinued operations	\$ (2.88)	\$ —	\$ 0.02
Basic earnings (loss) per common share	\$ (2.65)	\$ 6.12	\$ 6.11
Weighted-average common shares outstanding – basic	1,465	1,540	1,586
Diluted earnings per common share – continuing operations	\$ 0.22	\$ 6.00	\$ 5.89
Diluted earnings (loss) per common share – discontinued operations	\$ (2.82)	\$ —	\$ 0.02
Diluted earnings (loss) per common share	\$ (2.60)	\$ 6.00	\$ 5.91
Weighted-average common shares outstanding – diluted	1,492	1,570	1,640

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
(In millions)

Years Ended December 31,

	2017	2016	2015
<b>Net income (loss)</b>	\$ (3,882)	\$ 9,268	\$ 9,615
<b>Other comprehensive income (loss), net of tax (Note 20)</b>			
Foreign currency translation adjustments and other	747	(384)	(955)
Defined benefit plans	570	(969)	1,011
Other comprehensive income (loss), net of tax	1,317	(1,353)	56
<b>Comprehensive income (loss)</b>	(2,565)	7,915	9,671
Comprehensive loss attributable to noncontrolling interests	20	218	53
<b>Comprehensive income (loss) attributable to stockholders</b>	<u>\$ (2,545)</u>	<u>\$ 8,133</u>	<u>\$ 9,724</u>

Reference should be made to the notes to consolidated financial statements.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**  
(In millions, except per share amounts)

December 31, 2017	December 31, 2016
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## ASSETS

### Current Assets

Cash and cash equivalents	\$ 15,512	\$ 12,574
Marketable securities (Note 4)	8,313	11,841
Accounts and notes receivable (net of allowance of \$278 and \$212)	8,164	8,700
GM Financial receivables, net (Note 5; Note 12 at VIEs)	20,521	16,127
Inventories (Note 6)	10,663	11,040
Equipment on operating leases, net (Note 7)	1,106	1,110
Other current assets (Note 4; Note 12 at VIEs)	4,465	3,633
Current assets held for sale (Note 3)	—	11,178
<b>Total current assets</b>	<b>68,744</b>	<b>76,203</b>

### Non-current Assets

GM Financial receivables, net (Note 5; Note 12 at VIEs)	21,208	17,001
Equity in net assets of nonconsolidated affiliates (Note 8)	9,073	8,996
Property, net (Note 9)	36,253	32,603
Goodwill and intangible assets, net (Note 11)	5,849	6,149
Equipment on operating leases, net (Note 7; Note 12 at VIEs)	42,882	34,342
Deferred income taxes (Note 18)	23,544	33,172
Other assets (Note 4; Note 12 at VIEs)	4,929	3,849
Non-current assets held for sale (Note 3)	—	9,375
<b>Total non-current assets</b>	<b>143,738</b>	<b>145,487</b>
<b>Total Assets</b>	<b>\$ 212,482</b>	<b>\$ 221,690</b>

## LIABILITIES AND EQUITY

### Current Liabilities

Accounts payable (principally trade)	\$ 23,929	\$ 23,333
Short-term debt and current portion of long-term debt (Note 14)		
Automotive	2,515	1,060
GM Financial (Note 12 at VIEs)	24,450	22,737
Accrued liabilities (Note 13)	25,996	25,893
Current liabilities held for sale (Note 3)	—	12,158
<b>Total current liabilities</b>	<b>76,890</b>	<b>85,181</b>

### Non-current Liabilities

Long-term debt (Note 14)		
Automotive	10,987	9,500
GM Financial (Note 12 at VIEs)	56,267	41,826
Postretirement benefits other than pensions (Note 16)	5,998	5,803
Pensions (Note 16)	13,746	15,264
Other liabilities (Note 13)	12,394	12,415
Non-current liabilities held for sale (Note 3)	—	7,626
<b>Total non-current liabilities</b>	<b>99,392</b>	<b>92,434</b>
<b>Total Liabilities</b>	<b>176,282</b>	<b>177,615</b>

Commitments and contingencies (Note 17)

### Equity (Note 20)

Common stock, \$0.01 par value	14	15
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Additional paid-in capital	25,371	26,983
Retained earnings	17,627	26,168
Accumulated other comprehensive loss	(8,011)	(9,330)
Total stockholders' equity	35,001	43,836
Noncontrolling interests	1,199	239
<b>Total Equity</b>	36,200	44,075
<b>Total Liabilities and Equity</b>	<u>\$ 212,482</u>	<u>\$ 221,690</u>

Reference should be made to the notes to consolidated financial statements.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In millions)

	Years Ended December 31,		
	2017	2016	2015
Cash flows from operating activities			

Income from continuing operations	\$ 330	\$ 9,269	\$ 9,590
Depreciation, amortization and impairment charges	12,261	9,819	7,487
Foreign currency remeasurement and transaction losses	52	229	806
Undistributed earnings of nonconsolidated affiliates, net	(132)	(15)	(145)
Pension contributions and OPEB payments	(1,636)	(3,454)	(1,587)
Pension and OPEB (income) expense, net	(934)	(769)	83
Provision (benefit) for deferred taxes	10,880	2,228	(2,046)
Change in other operating assets and liabilities (Note 25)	(3,015)	580	(1,208)
Other operating activities	(468)	(894)	(370)
Net cash provided by operating activities – continuing operations	17,338	16,993	12,610
Net cash used in operating activities – discontinued operations	(10)	(386)	(841)
<b>Net cash provided by operating activities</b>	<b>17,328</b>	<b>16,607</b>	<b>11,769</b>
<b>Cash flows from investing activities</b>			
Expenditures for property	(8,453)	(8,384)	(6,813)
Available-for-sale marketable securities, acquisitions	(5,503)	(15,182)	(8,113)
Trading marketable securities, acquisitions	—	(262)	(1,250)
Available-for-sale marketable securities, liquidations	9,007	10,871	8,463
Trading marketable securities, liquidations	—	872	1,758
Acquisition of companies/investments, net of cash acquired	(41)	(804)	(927)
Purchases of finance receivables, net	(19,325)	(14,378)	(13,888)
Principal collections and recoveries on finance receivables	12,578	9,899	8,548
Purchases of leased vehicles, net	(19,180)	(19,495)	(15,096)
Proceeds from termination of leased vehicles	6,667	2,554	1,095
Other investing activities	178	162	15
Net cash used in investing activities – continuing operations	(24,072)	(34,147)	(26,208)
Net cash used in investing activities – discontinued operations (Note 3)	(3,500)	(1,496)	(1,502)
<b>Net cash used in investing activities</b>	<b>(27,572)</b>	<b>(35,643)</b>	<b>(27,710)</b>
<b>Cash flows from financing activities</b>			
Net decrease in short-term debt	(140)	(282)	(61)
Proceeds from issuance of debt (original maturities greater than three months)	52,187	42,036	31,547
Payments on debt (original maturities greater than three months)	(33,592)	(20,727)	(13,469)
Payments to purchase common stock	(4,492)	(2,500)	(3,520)
Proceeds from issuance of GM Financial preferred stock	985	—	—
Dividends paid	(2,233)	(2,368)	(2,242)
Other financing activities	(305)	(163)	(159)
Net cash provided by financing activities – continuing operations	12,410	15,996	12,096
Net cash provided by financing activities – discontinued operations	174	1,081	1,512
<b>Net cash provided by financing activities</b>	<b>12,584</b>	<b>17,077</b>	<b>13,608</b>
Effect of exchange rate changes on cash, cash equivalents and restricted cash	348	(213)	(1,524)
Net increase (decrease) in cash, cash equivalents and restricted cash	2,688	(2,172)	(3,857)
Cash, cash equivalents and restricted cash at beginning of period	15,160	17,332	21,189
<b>Cash, cash equivalents and restricted cash at end of period</b>	<b>\$ 17,848</b>	<b>\$ 15,160</b>	<b>\$ 17,332</b>
<b>Supplemental cash flow information</b>			
Cash, cash equivalents and restricted cash – continuing operations at end of period (Note 4)	\$ 17,848	\$ 14,487	\$ 16,588
Cash, cash equivalents and restricted cash – discontinued operations at end of period	\$ —	\$ 673	\$ 744
<b>Significant Non-cash Investing and Financing Activity</b>			
Non-cash property additions – continuing operations	\$ 3,996	\$ 3,897	\$ 3,970
Non-cash property additions – discontinued operations	\$ —	\$ 868	\$ 706
Non-cash business acquisition – continuing operations (Note 10)	\$ —	\$ 290	\$ —
Non-cash proceeds on sale of discontinued operations (Note 3)	\$ 808	\$ —	\$ —

Reference should be made to the notes to consolidated financial statements.



**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF EQUITY**  
(In millions)

	Common Stockholders'					Total Equity
	Common Stock	Additional Paid-in Capital	Retained Earnings	Accumulated Other Comprehensive Loss	Noncontrolling Interests	
<b>Balance at January 1, 2015</b>	\$ 16	\$28,937	\$14,577	\$ (8,073)	\$ 567	\$ 36,024
Net income	—	—	9,687	—	(72)	9,615
Other comprehensive income	—	—	—	37	19	56
Purchase of common stock	(1)	(1,745)	(1,774)	—	—	(3,520)

Exercise of common stock warrants	—	46	—	—	—	46
Stock based compensation	—	369	(31)	—	—	338
Cash dividends paid on common stock	—	—	(2,174)	—	—	(2,174)
Dividends declared or paid to noncontrolling interests	—	—	—	—	(75)	(75)
Other	—	—	—	—	13	13
<b>Balance at December 31, 2015</b>	<b>15</b>	<b>27,607</b>	<b>20,285</b>	<b>(8,036)</b>	<b>452</b>	<b>40,323</b>
Net income	—	—	9,427	—	(159)	9,268
Other comprehensive loss	—	—	—	(1,294)	(59)	(1,353)
Issuance of common stock	—	290	—	—	—	290
Purchase of common stock	—	(1,320)	(1,180)	—	—	(2,500)
Exercise of common stock warrants	—	89	—	—	—	89
Stock based compensation	—	317	(27)	—	—	290
Cash dividends paid on common stock	—	—	(2,337)	—	—	(2,337)
Dividends declared or paid to noncontrolling interests	—	—	—	—	(31)	(31)
Other	—	—	—	—	36	36
<b>Balance at December 31, 2016</b>	<b>15</b>	<b>26,983</b>	<b>26,168</b>	<b>(9,330)</b>	<b>239</b>	<b>44,075</b>
Net loss	—	—	(3,864)	—	(18)	(3,882)
Other comprehensive income	—	—	—	1,319	(2)	1,317
Purchase of common stock	(1)	(2,063)	(2,428)	—	—	(4,492)
Exercise of common stock warrants	—	43	—	—	—	43
Issuance of GM Financial preferred stock	—	—	—	—	985	985
Stock based compensation	—	468	(34)	—	—	434
Cash dividends paid on common stock	—	—	(2,215)	—	—	(2,215)
Dividends declared or paid to noncontrolling interests	—	—	—	—	(18)	(18)
Other	—	(60)	—	—	13	(47)
<b>Balance at December 31, 2017</b>	<b>\$ 14</b>	<b>\$25,371</b>	<b>\$17,627</b>	<b>\$ (8,011)</b>	<b>\$ 1,199</b>	<b>\$ 36,200</b>

Reference should be made to the notes to consolidated financial statements.

## GENERAL MOTORS COMPANY AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### Note 1. Nature of Operations and Basis of Presentation

General Motors Company was incorporated as a Delaware corporation in 2009. We design, build and sell cars, trucks, crossovers and automobile parts worldwide. We also provide automotive financing services through GM Financial. We analyze the results of our continuing operations through the following segments: GMNA, GMI and GM Financial. Nonsegment operations and Maven, our ride- and car-sharing business, are classified as Corporate. Corporate includes certain centrally recorded income and costs such as interest, income taxes, corporate expenditures including autonomous vehicle-related engineering costs and certain nonsegment specific revenues and expenses.

On July 31, 2017 we closed the sale of our Opel and Vauxhall businesses and certain other assets in Europe (the Opel/Vauxhall Business) to Peugeot, S.A. (PSA Group). On October 31, 2017 we closed the sale of our European financing subsidiaries and branches (the Fincos, and together with the Opel/Vauxhall Business, the European

Business) to Banque PSA Finance S.A. and BNP Paribas Personal Finance S.A. The European Business is presented as discontinued operations in our consolidated financial statements for all periods presented. The assets and liabilities of the European Business are presented as held for sale in our consolidated financial statements as of December 31, 2016. Unless otherwise indicated, information in these notes to the consolidated financial statements relates to our continuing operations. Refer to Note 3 for additional details regarding the disposal of the European Business.

**Principles of Consolidation** The consolidated financial statements are prepared in conformity with U.S. GAAP. All intercompany balances and transactions have been eliminated in consolidation. Except for per share amounts or as otherwise specified, amounts presented within tables are stated in millions.

We consolidate entities that we control due to ownership of a majority voting interest and we consolidate variable interest entities (VIEs) when we have variable interests and are the primary beneficiary. We continually evaluate our involvement with VIEs to determine when these criteria are met. Our share of earnings or losses of nonconsolidated affiliates is included in our consolidated operating results using the equity method of accounting when we are able to exercise significant influence over the operating and financial decisions of the affiliate. We use the cost method of accounting if we are not able to exercise significant influence over the operating and financial decisions of the affiliate.

**Use of Estimates in the Preparation of the Financial Statements** Accounting estimates are an integral part of the consolidated financial statements. These estimates require the use of judgments and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses in the periods presented. We believe that the accounting estimates employed are appropriate and the resulting balances are reasonable; however, due to the inherent uncertainties in making estimates, actual results could differ from the original estimates, requiring adjustments to these balances in future periods.

**GM Financial** The amounts presented for GM Financial have been adjusted to include the effect of our tax attributes on GM Financial's deferred tax positions and provision for income taxes, which are not applicable to GM Financial on a stand-alone basis, and to eliminate the effect of transactions between GM Financial and the other members of the consolidated group. Accordingly, the amounts presented will differ from those presented by GM Financial on a stand-alone basis.

## **Note 2. Significant Accounting Policies**

The accounting policies that follow are utilized by our automotive and automotive financing operations, unless otherwise indicated.

### **Revenue Recognition**

**Automotive** Automotive net sales and revenue primarily consist of revenue generated from the sale of vehicles. Vehicle sales are recorded when title and risks and rewards of ownership have passed to our customers. For the majority of our automotive sales this occurs when a vehicle is released to the carrier responsible for transporting it to a dealer and when collectability is reasonably assured. Vehicle sales are recorded when the vehicle is delivered to the dealer in most remaining cases. Provisions for recurring or announced dealer and customer sales and leasing incentives, consisting of allowances and rebates, are recorded as reductions to Automotive net sales and revenue at the time of vehicle sale. All other incentives, allowances and rebates related to vehicles previously sold are recorded as reductions to Automotive net sales and revenue when announced. Taxes assessed by various government entities,

such as sales, use and value-added taxes, collected at the time of sale are excluded from Automotive net sales and revenue.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

Vehicle sales to daily rental car companies with guaranteed repurchase obligations are accounted for as operating leases. Estimated lease revenue is recorded ratably over the estimated term of the lease based on the difference between net sales proceeds and the guaranteed repurchase amount. The difference between the cost of the vehicle and estimated residual value is depreciated on a straight-line basis over the estimated term of the lease.

**Automotive Financing - GM Financial** Finance charge income earned on receivables is recognized using the effective interest method. Fees and commissions (including incentive payments) received and direct costs of originating loans are deferred and amortized over the term of the related finance receivables using the effective interest method and are removed from the consolidated balance sheets when the related finance receivables are sold, charged off or paid in full. Accrual of finance charge income on retail finance receivables is generally suspended on accounts that are more than 60 days delinquent, accounts in bankruptcy and accounts in repossession. Payments received on nonaccrual loans are first applied to any fees due, then to any interest due and then any remaining amounts are recorded to principal. Interest accrual generally resumes once an account has received payments bringing the delinquency to less than 60 days past due. Accrual of finance charge income on commercial finance receivables is generally suspended on accounts that are more than 90 days delinquent, upon receipt of a bankruptcy notice from a borrower, or where reasonable doubt exists about the full collectability of contractually agreed upon principal and interest. Payments received on nonaccrual loans are first applied to principal. Interest accrual resumes once an account has received payments bringing the account fully current and collection of contractual principal and interest is reasonably assured (including amounts previously charged off).

Income from operating lease assets, which includes lease origination fees, net of lease origination costs and incentives, is recorded as operating lease revenue on a straight-line basis over the term of the lease agreement.

**Advertising and Promotion Expenditures** Advertising and promotion expenditures, which are expensed as incurred in Automotive selling, general and administrative expense, were \$4.3 billion, \$4.6 billion and \$4.4 billion in the years ended December 31, 2017, 2016 and 2015.

**Research and Development Expenditures** Research and development expenditures, which are expensed as incurred in Automotive cost of sales, were \$7.3 billion, \$6.6 billion and \$6.0 billion in the years ended December 31, 2017, 2016 and 2015. We enter into cost sharing arrangements with third parties or nonconsolidated affiliates for product-related research, engineering, design and development activities. Cost sharing payments and fees related to these arrangements are presented in Automotive cost of sales.

**Cash Equivalents and Restricted Cash** Cash equivalents are defined as short-term, highly-liquid investments with original maturities of 90 days or less. Cash and cash equivalents subject to contractual restrictions and not readily available are classified as restricted cash. We are required to post cash as collateral as part of certain agreements that we enter into as part of our operations. Restricted cash is invested in accordance with the terms of the underlying agreements and include amounts related to various deposits, escrows and other cash collateral. Restricted cash is included in Other current assets and Other assets in the consolidated balance sheets.

**Fair Value Measurements** A three-level valuation hierarchy, based upon observable and unobservable inputs, is used for fair value measurements. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect market assumptions based on the best evidence available. These two types of inputs create the following fair value hierarchy: Level 1 – Quoted prices for identical instruments in active markets; Level 2 – Quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active and model-derived valuations whose significant inputs are observable; and Level 3 – Instruments whose significant inputs are unobservable. Financial instruments are transferred in and/or out of Level 1, 2 or 3 at the beginning of the accounting period in which there is a change in the valuation inputs.

**Marketable Securities** We classify marketable securities as available-for-sale or trading. Various factors, including turnover of holdings and investment guidelines, are considered in determining the classification of securities. Available-for-sale securities are recorded at fair value with unrealized gains and losses recorded net of related income taxes in Accumulated other comprehensive loss until realized. Trading securities are recorded at fair value with changes in fair value recorded in Interest income and other non-operating income, net. We determine realized gains and losses for all securities using the specific identification method.

We measure the fair value of our marketable securities using a market approach where identical or comparable prices are available and an income approach in other cases. If quoted market prices are not available, fair values of securities are determined using

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prices from a pricing service, pricing models, quoted prices of securities with similar characteristics or discounted cash flow models. These prices represent non-binding quotes. Our pricing service utilizes industry-standard pricing models that consider various inputs. We conduct an annual review of our pricing service and believe the prices received from our pricing service are a reliable representation of exit prices.

An evaluation is made quarterly to determine if unrealized losses related to non-trading investments in securities are other-than-temporary. Factors considered include the length of time and extent to which the fair value has been below cost, the financial condition and near-term prospects of the issuer and the intent to sell or likelihood to be forced to sell the security before any anticipated recovery.

**Accounts and Notes Receivable** Accounts and notes receivable primarily consists of amounts that are due and payable from our customers for the sale of vehicles, parts, and accessories. We evaluate the collectability of receivables each reporting period and record an allowance for doubtful accounts representing our estimate of

probable losses. Additions to the allowance are charged to bad debt expense reported in Automotive selling, general and administrative expense and were insignificant in the years ended December 31, 2017, 2016 and 2015.

**GM Financial Receivables** Finance receivables are carried at amortized cost, net of allowance for loan losses. GM Financial uses a combination of forecasting models and management judgment to determine the collective allowance for loan losses. Factors that are considered when estimating the collective allowance include historical delinquency migration to loss, probability of default and loss given default. The loss confirmation period is a key assumption within the models and represents the average amount of time from when a loss event first occurs to when the receivable is charged off. GM Financial also considers an evaluation of overall portfolio credit quality based on various indicators.

Retail finance receivables that become classified as troubled debt restructurings (TDRs) are separately assessed for impairment. A specific allowance is estimated based on the present value of the expected future cash flows of the receivable discounted at the loan's original effective interest rate. Finance charge income from loans classified as TDRs is accounted for in the same manner as other accruing loans. Cash collections on these loans are allocated according to the same payment hierarchy methodology applied to loans that are not classified as TDRs.

Retail finance receivables are generally charged off in the month in which the account becomes 120 days contractually delinquent if GM Financial has not yet recorded a repossession charge-off. A charge-off generally represents the difference between the estimated net sales proceeds and the amount of the contract, including accrued interest.

**Inventories** Inventories are stated at the lower of cost or net realizable value. Net realizable value is the estimated selling price in the ordinary course of business less cost to sell, and considers general market and economic conditions, periodic reviews of current profitability of vehicles, product warranty costs and the effect of current and expected incentive offers at the balance sheet date. Net realizable value for off-lease and other vehicles is current auction sales proceeds less disposal and warranty costs. Productive material, supplies, work in process and service parts are reviewed to determine if inventory quantities are in excess of forecasted usage or if they have become obsolete.

**Equipment on Operating Leases** Equipment on operating leases, net is reported at cost, less accumulated depreciation and impairment, net of origination fees or costs and lease incentives. Estimated income from operating lease assets, which includes lease origination fees, net of lease origination costs, is recorded as operating lease revenue on a straight-line basis over the term of the lease agreement. Leased vehicles are depreciated on a straight-line basis to an estimated residual value over the term of the lease agreements.

Equipment on operating leases, net consists of vehicle leases to retail customers with lease terms of two to five years and vehicles leased to rental car companies with lease terms that average seven months. We are exposed to changes in the residual values of these assets. The residual values represent estimates of the values of the leased vehicles at the end of the lease contracts and are determined based on forecasted auction proceeds when there is a reliable basis to make such a determination. Realization of the residual values is dependent on the future ability to market the vehicles under prevailing market conditions. The adequacy of the estimate of the residual value is evaluated over the life of the lease and adjustments may be made to the extent the expected value of the vehicle at lease termination changes. Adjustments may be in the form of revisions to the depreciation rate or recognition of an impairment charge. Impairment is determined to exist if an impairment indicator exists and the expected future cash flows, which include estimated residual values, are lower than the carrying amount of a leased vehicle asset group. If the carrying amount is considered impaired an impairment charge is recorded for the amount by which the carrying

amount exceeds fair value of the leased vehicle asset group. Fair value is determined primarily using the anticipated cash flows, including estimated residual values.

In our automotive operations when a leased vehicle is returned the asset is reclassified from Equipment on operating leases, net to Inventories at the lower of cost or estimated selling price, less costs to sell. Upon disposition, proceeds are recorded in Automotive net sales and revenue and costs are recorded in Automotive cost of sales. In our automotive finance operations when a leased vehicle is returned or repossessed the asset is recorded in Other assets at the lower of cost or estimated selling price, less costs to sell. Upon disposition a gain or loss is recorded in GM Financial interest, operating and other expenses for any difference between the net book value of the leased asset and the proceeds from the disposition of the asset.

Depreciation expense and impairment charges related to Equipment on operating leases, net are recorded in Automotive cost of sales or GM Financial interest, operating and other expenses.

**Valuation of Cost and Equity Method Investments** When events and circumstances warrant, investments accounted for under the cost or equity method of accounting are evaluated for impairment. An impairment charge is recorded whenever a decline in value of an investment below its carrying amount is determined to be other-than-temporary. Impairment charges related to equity method investments are recorded in Equity income. Impairment charges related to cost method investments are recorded in Interest income and other non-operating income, net.

**Property, net** Property, plant and equipment, including internal use software, is recorded at cost. Major improvements that extend the useful life or add functionality are capitalized. The gross amount of assets under capital leases is included in property, plant and equipment. Expenditures for repairs and maintenance are charged to expense as incurred. We depreciate depreciable property using the straight-line method. Leasehold improvements are amortized over the period of lease or the life of the asset, whichever is shorter. The amortization of the assets under capital leases is included in depreciation expense. Upon retirement or disposition of property, plant and equipment, the cost and related accumulated depreciation are eliminated and any resulting gain or loss is recorded in earnings. Impairment charges related to property are recorded in Automotive cost of sales, Automotive selling, general and administrative expense or GM Financial interest, operating and other expenses.

**Special Tools** Special tools represent product-specific powertrain and non-powertrain related tools, dies, molds and other items used in the vehicle manufacturing process. Expenditures for special tools are recorded at cost and are capitalized. We amortize special tools over their estimated useful lives using the straight-line method or an accelerated amortization method based on their historical and estimated production volume. Impairment charges related to special tools are recorded in Automotive cost of sales.

**Goodwill** Goodwill is not amortized but rather tested for impairment annually on October 1 or when events occur or circumstances change that would trigger such a review. A multi-step impairment test is used to identify potential goodwill impairment. Impairment exists when the carrying amount of goodwill exceeds its implied fair value. Because the fair value of goodwill can be measured only as a residual amount and cannot be determined directly we calculate the implied goodwill for those reporting units failing Step 1 in the same manner that goodwill is recognized in a business combination pursuant to Accounting Standards Codification (ASC) 805.

**Intangible Assets, net** Intangible assets, excluding goodwill, primarily include brand names, technology and intellectual property, customer relationships and dealer networks. Intangible assets are amortized on a straight-line or an accelerated method of amortization over their estimated useful lives. An accelerated amortization method reflecting the pattern in which the asset will be consumed is utilized if that pattern can be reliably determined. We

consider the period of expected cash flows and underlying data used to measure the fair value of the intangible assets when selecting a useful life. Amortization of developed technology and intellectual property is recorded in Automotive cost of sales. Amortization of brand names, customer relationships and our dealer networks is recorded in Automotive selling, general and administrative expense or GM Financial interest, operating and other expenses. Impairment charges related to intangible assets are recorded in Automotive selling, general and administrative expense or Automotive cost of sales.

**Valuation of Long-Lived Assets** The carrying amount of long-lived assets and finite-lived intangible assets to be held and used in the business is evaluated for impairment when events and circumstances warrant. If the carrying amount of a long-lived asset group is considered impaired, a loss is recorded based on the amount by which the carrying amount exceeds fair value. Product-specific long-lived asset groups and non-product specific long-lived assets are separately tested for impairment on an asset group basis. Fair value is determined using either the market or sales comparison approach, cost approach or anticipated cash flows discounted at a rate commensurate with the risk involved. Long-lived assets to be disposed of other than by sale are considered held for use until disposition.

### **Pension and OPEB Plans**

*Attribution, Methods and Assumptions* The cost of benefits provided by defined benefit pension plans is recorded in the period employees provide service. The cost of pension plan amendments that provide for benefits already earned by plan participants is amortized over the expected period of benefit which may be the duration of the applicable collective bargaining agreement specific to the plan, the expected future working lifetime or the life expectancy of the plan participants.

The cost of medical, dental, legal service and life insurance benefits provided through postretirement benefit plans is recorded in the period employees provide service. The cost of postretirement plan amendments that provide for benefits already earned by plan participants is amortized over the expected period of benefit which may be the average period to full eligibility or the average life expectancy of the plan participants.

An expected return on plan asset methodology is utilized to calculate future pension expense for certain significant funded benefit plans. A market-related value of plan assets methodology is also utilized that averages gains and losses on the plan assets over a period of years to determine future pension expense. The methodology recognizes 60% of the difference between the fair value of assets and the expected calculated value in the first year and 10% of that difference over each of the next four years.

The discount rate assumption is established for each of the retirement-related benefit plans at their respective measurement dates. In the U.S. we use a cash flow matching approach that uses projected cash flows matched to spot rates along a high quality corporate bond yield curve to determine the present value of cash flows to calculate a single equivalent discount rate. Effective 2016 we applied the individual annual yield curve rates instead of the single equivalent discount rate to determine the service cost and interest cost for our pension and OPEB plans. This refinement more specifically links the cash flows related to service cost and interest cost to bonds maturing in their year of payment.

The benefit obligation for pension plans in Canada, the U.K. and Germany represents 92% of the non-U.S. pension benefit obligation at December 31, 2017. The discount rates for plans in Canada, the U.K. and Germany are determined using a cash flow matching approach similar to the U.S.



**Plan Asset Valuation** Due to the lack of timely available market information for certain investments in the asset classes described below as well as the inherent uncertainty of valuation, reported fair values may differ from fair values that would have been used had timely available market information been available.

**Common and Preferred Stock** Common and preferred stock for which market prices are readily available at the measurement date are valued at the last reported sale price or official closing price on the primary market or exchange on which they are actively traded and are classified in Level 1. Such equity securities for which the market is not considered to be active are valued via the use of observable inputs, which may include, among others, the use of adjusted market prices last available, bids or last available sales prices and/or other observable inputs and are classified in Level 2. Common and preferred stock classified in Level 3 are privately issued securities or other issues that are valued via the use of valuation models using significant unobservable inputs that generally consider, among others, aged (stale) pricing, earnings multiples, discounted cash flows and/or other qualitative and quantitative factors.

**Debt Securities** Valuations for debt securities are based on quotations received from independent pricing services or from dealers who make markets in such securities. Debt securities priced via pricing services that utilize matrix pricing which considers readily observable inputs such as the yield or price of bonds of comparable quality, coupon, maturity and type as well as dealer supplied prices, are classified in Level 2. Debt securities that are typically priced by dealers and pricing services via the use of proprietary pricing models which incorporate significant unobservable inputs are classified in Level 3. These inputs primarily consist of yield and credit spread assumptions, discount rates, prepayment curves, default assumptions and recovery rates.

**Investment Funds, Private Equity and Debt Investments and Real Estate Investments** Investment funds, private equity and debt investments and real estate investments are valued based on the Net Asset Value (NAV) per Share (or its equivalent) as a practical expedient to estimate fair value due to the absence of readily available market prices.

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### **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

NAV's are provided by the respective investment sponsors or investment advisers and are subsequently reviewed and approved by management. In the event management concludes a reported NAV does not reflect fair value or is not determined as of the financial reporting measurement date, we will consider whether and when deemed necessary to make an adjustment at the balance sheet date. In determining whether an adjustment to the external valuation is required, we will review material factors that could affect the valuation, such as changes in the composition or performance of the underlying investments or comparable investments, overall market conditions, expected sale prices for private investments which are probable of being sold in the short-term and other economic factors that may possibly have a favorable or unfavorable effect on the reported external valuation.

**Stock Incentive Plans** Our stock incentive plans include RSUs, RSAs, PSUs and stock options. We measure and record compensation expense based on the fair value of our common stock on the date of grant for RSUs, RSAs and PSUs with performance conditions and the grant date fair value of stock options and PSUs with market conditions

are determined utilizing a lattice model or the Black-Scholes formula. Compensation cost for awards that do not have an established accounting grant date is based on the fair value of our common stock at the end of each reporting period. We record compensation cost for RSUs, RSAs, PSUs and service-based stock options on a straight-line basis over the entire vesting period, or for retirement eligible employees over the requisite service period. We use the graded vesting method to record compensation cost for stock options with market conditions over the lesser of the vesting period or the time period an employee becomes eligible to retain the award at retirement. The liability for stock incentive plan awards settled in cash is remeasured to fair value at the end of each reporting period.

**Product Warranty and Recall Campaigns** The estimated costs related to product warranties are accrued at the time products are sold and are charged to Automotive cost of sales. These estimates are established using historical information on the nature, frequency and average cost of claims of each vehicle line or each model year of the vehicle line and assumptions about future activity and events. Revisions are made when necessary and are based on changes in these factors.

The estimated costs related to recall campaigns are generally accrued at the time of vehicle sale in GMNA by applying a frequency times severity approach that considers the number of historical recall campaigns, the number of vehicles per recall campaign, the estimated number of vehicles to be repaired and the cost per vehicle for each recall campaign. The estimated costs associated with recall campaigns in other geographical regions are accrued when probable and estimable using the estimated costs of repairs and the estimated number of vehicles to be repaired. Costs associated with recall campaigns are charged to Automotive cost of sales. Revisions are made when necessary based on changes in these factors.

**Income Taxes** The liability method is used in accounting for income taxes. Deferred tax assets and liabilities are recorded for temporary differences between the tax basis of assets and liabilities and their reported amounts in the consolidated financial statements using the statutory tax rates in effect for the year in which the differences are expected to reverse. The effect on deferred tax assets and liabilities of a change in tax rates is recorded in the results of operations in the period that includes the enactment date under the law.

Deferred income tax assets are evaluated quarterly to determine if valuation allowances are required or should be adjusted. We establish valuation allowances for deferred tax assets based on a more likely than not standard. The ability to realize deferred tax assets depends on the ability to generate sufficient taxable income within the carryback or carryforward periods provided for in the tax law for each applicable tax jurisdiction. The assessment regarding whether a valuation allowance is required or should be adjusted also considers all available positive and negative evidence factors. It is difficult to conclude a valuation allowance is not required when there is significant objective and verifiable negative evidence, such as cumulative losses in recent years. We utilize a rolling three years of actual and current year results as the primary measure of cumulative losses in recent years.

Income tax expense (benefit) for the year is allocated between continuing operations and other categories of income such as Other comprehensive income (loss). In periods in which there is a pre-tax loss from continuing operations and pre-tax income in another income category, the tax benefit allocated to continuing operations is determined by taking into account the pre-tax income of other categories.

We record uncertain tax positions on the basis of a two-step process whereby we determine whether it is more likely than not that the tax positions will be sustained based on the technical merits of the position, and for those tax positions that meet the more likely than not criteria, we recognize the largest amount of tax benefit that is greater

than 50% likely to be realized upon ultimate settlement with the related tax authority. We record interest and penalties on uncertain tax positions in Income tax expense (benefit).

**Foreign Currency Transactions and Translation** The assets and liabilities of foreign subsidiaries that use the local currency as their functional currency are translated to U.S. Dollars based on the current exchange rate prevailing at each balance sheet date and any resulting translation adjustments are included in Accumulated other comprehensive loss. The assets and liabilities of foreign subsidiaries whose local currency is not their functional currency are remeasured from their local currency to their functional currency and then translated to U.S. Dollars. Revenues and expenses are translated into U.S. Dollars using the average exchange rates prevailing for each period presented.

Gains and losses arising from foreign currency transactions and the effects of remeasurements discussed in the preceding paragraph are recorded in Automotive cost of sales and GM Financial interest, operating and other expenses unless related to Automotive debt, which are recorded in Interest income and other non-operating income, net. Foreign currency transaction and remeasurement losses were \$52 million, \$229 million and \$806 million in the years ended December 31, 2017, 2016 and 2015.

**Derivative Financial Instruments** Derivative financial instruments are recognized as either assets or liabilities at fair value. The accounting for changes in the fair value of each derivative financial instrument depends on whether it has been designated and qualifies as an accounting hedge, as well as the type of hedging relationship identified. Derivative instruments are not used for trading or speculative purposes.

*Automotive* We utilize options, swaps and forward contracts to manage foreign currency, commodity price and interest rate risks. The change in fair value of option and forward contracts not designated as hedges is recorded in Interest income and other non-operating income, net. Cash flows for all derivative financial instruments are classified in cash flows from operating activities.

Certain foreign currency and commodity forward contracts have been designated as cash flow hedges. The risk being hedged is the foreign currency and commodity price risk related to forecasted transactions. If the contract has been designated as a cash flow hedge, the effective portion of changes in the fair value of the cash flow hedge is deferred in Accumulated other comprehensive loss and is recognized in Automotive cost of sales when the hedged item affects earnings. Any ineffective portion is recorded in Automotive cost of sales in the period of remeasurement.

We estimate the fair value of the PSA warrants using a Black-Scholes formula. The significant inputs to the model include the PSA stock price and the estimated dividend yield. The estimated dividend yield is adjusted based on the terms of the Agreement. Under the terms of the Agreement upon exercise of the warrants we are entitled to receive any dividends by PSA between the issuance date and the conversion date. Gains or losses as a result of the change in the fair value of the PSA warrants are recorded in Interest income and other non-operating income, net.

*Automotive Financing - GM Financial* GM Financial utilizes interest rate derivative instruments to manage interest rate risk and foreign currency derivative instruments to manage foreign currency risk. The change in fair value of the derivative instruments not designated as hedges is recorded in GM Financial interest, operating and other expenses. Cash flows for all derivative financial instruments are classified in cash flows from operating activities.

Certain interest rate swap agreements have been designated as fair value hedges of fixed-rate debt. The risk being hedged is the risk of changes in the fair value of the hedged debt attributable to changes in the benchmark interest rate. If the swap has been designated as a fair value hedge, the changes in the fair value of the hedged debt are recorded in GM Financial interest, operating and other expenses. The change in fair value of the related derivative (excluding accrued interest) is also recorded in GM Financial interest, operating and other expenses.

Certain interest rate swap and foreign currency swap agreements have been designated as cash flow hedges. The risk being hedged is the foreign currency and interest rate risk related to forecasted transactions. If the contract has been designated as a cash flow hedge, the effective portion of changes in the fair value of the cash flow hedge is deferred in Accumulated other comprehensive loss and is recognized in GM Financial interest, operating and other expenses when the hedged item affects earnings. Any ineffective portion is recorded in GM Financial interest, operating and other expenses in the period of remeasurement.

**Accounting Standards Not Yet Adopted** In May 2014 the Financial Accounting Standards Board (FASB) issued ASU 2014-09, which requires us to recognize revenue when a customer obtains control rather than when we have transferred substantially all risks and rewards of a good or service and requires expanded disclosures. ASU 2014-09, as amended, became effective for us on January 1, 2018. ASU 2014-09 affected the amount and timing of certain revenue related transactions primarily resulting from the earlier recognition of certain sales incentives and fixed fee technology arrangements. Upon adoption of ASU 2014-09 sales incentives are recorded at the time of sale rather than at the later of sale or announcement and fixed fee technology arrangements are recognized when access to intellectual property is granted instead of over the contract period. Certain transactions with daily rental car companies may also qualify to be accounted for as a sale as opposed to the current accounting as an operating lease. We adopted the provisions of ASU 2014-09 on a modified retrospective basis through a cumulative adjustment to Equity. The adoption impact of ASU 2014-09 will be a reduction to Equity of approximately \$1.0 billion effective January 1, 2018.

In January 2016 the FASB issued ASU 2016-01, "Recognition and Measurement of Financial Assets and Financial Liabilities" (ASU 2016-01), which requires equity investments that are not accounted for under the equity method of accounting to be measured at fair value with changes recognized in Net income and which updates certain presentation and disclosure requirements. ASU 2016-01 became effective for us beginning January 1, 2018 and required a cumulative-effect adjustment for certain items upon adoption. The adoption of ASU 2016-01 was not material to our consolidated financial statements.

In February 2016 the FASB issued ASU 2016-02, "Leases" (ASU 2016-02), which requires us as the lessee to recognize most leases on the balance sheet thereby resulting in the recognition of lease assets and liabilities for those leases currently classified as operating leases. The accounting for leases where we are the lessor remains largely unchanged. ASU 2016-02 is effective for us beginning January 1, 2019 with early adoption permitted. We are continuing to assess the impact of ASU 2016-02 as we proceed with implementation activities to permit adoption on January 1, 2019. We expect the primary impact to our consolidated financial position upon adoption will be the recognition, on a discounted basis, of our minimum commitments under noncancelable operating leases on our consolidated balance sheets resulting in the recording of right of use assets and lease obligations. Our current minimum commitments under noncancelable operating leases are disclosed in Note 17.

In June 2016 the FASB issued ASU 2016-13, "Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments" (ASU 2016-13), that requires entities to use a new impairment model based on expected losses. Under this new model an entity would recognize an impairment allowance equal to its current estimate of credit losses on financial assets measured at amortized cost. ASU 2016-13 is effective for us

beginning January 1, 2020 with early adoption permitted. Credit losses under the new model will consider relevant information about past events, current conditions and reasonable and supportable forecasts, resulting in recognition of lifetime expected credit losses by GM Financial upon loan origination as compared to our current accounting that recognizes credit losses as incurred. We are currently evaluating new processes to calculate credit losses in accordance with ASU 2016-13 that, once completed, will determine the impact on our consolidated financial statements which at the date of adoption will increase the allowance for credit losses with a resulting negative adjustment to Retained earnings.

In August 2016 the FASB issued ASU 2016-15, "Statement of Cash Flows (Topic 230), Classification of Certain Cash Receipts and Payments" (ASU 2016-15), clarifying guidance on the classification of certain cash receipts and payments in the statement of cash flows. The adoption of ASU 2016-15 on January 1, 2018 did not have a material impact on our consolidated financial statements.

In March 2017 the FASB issued ASU 2017-07, "Compensation – Retirement Benefits (Topic 715), Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost" (ASU 2017-07), which requires that the service cost component of net periodic pension and OPEB (income) expense be presented in the same income statement line item as other employee compensation costs, while the remaining components of net periodic pension and OPEB (income) expense are to be presented outside operating income. ASU 2017-07 became effective for us on a retrospective basis on January 1, 2018 and will result in a decrease to Operating income and an increase to Interest income and other non-operating income, net of \$1.3 billion for the years ended December 31, 2017 and 2016.

In August 2017 the FASB issued ASU 2017-12, "Derivatives and Hedging (Topic 815), Targeted Improvements to Accounting for Hedging Activities" (ASU 2017-12), which simplifies the application of hedge accounting and more closely aligns hedge accounting with companies' risk management strategies thereby making more hedging strategies eligible for hedge accounting. ASU 2017-12 permits hedge accounting for specific risks in hedging relationships involving nonfinancial risk and interest rate risk. The simplifications to the application of hedge accounting may result in the future expansion of our use of hedge accounting. ASU 2017-12 became effective for us on January 1, 2018. ASU 2017-12 expanded disclosure requirements and required a cumulative-effect adjustment for certain items upon adoption. The adoption of ASU 2017-12 was not material to our consolidated financial statements.

### **Note 3. Discontinued Operations**

On March 5, 2017 we entered into the Agreement to sell our European Business to PSA Group. On July 31, 2017 we closed the sale of our Opel/Vauxhall Business to PSA Group and on October 31, 2017 we closed the sale of the Fincos to Banque PSA Finance S.A. and BNP Paribas Personal Finance S.A.

The net consideration paid at closing for the European Business was \$2.5 billion, consisting of (1) \$2.2 billion in cash; and (2) \$808 million in warrants in PSA Group; partially offset by (3) the \$455 million de-risking premium payment made to PSA Group for assuming certain underfunded pension liabilities. The warrants are not exercisable for five years and do not include any governance or voting rights with respect to PSA Group. In addition, we agreed to sell the shares of PSA Group received upon exercise of the warrants within 35 days after exercise. The purchase price is subject to certain working capital adjustments as provided in the Agreement.

The total charge from the sale of the European Business was \$6.2 billion, net of tax, of which \$3.9 billion is recorded in Income (loss) from discontinued operations, net of tax, and \$2.3 billion is recorded in Income tax expense. The charge relates to: (1) \$4.3 billion of deferred tax assets that will no longer be realizable or that

transferred to PSA Group; (2) \$1.5 billion related to previously deferred pension losses and payment of the de-risking premium to PSA Group for its assumption of certain underfunded pension liabilities; (3) a pre-tax disposal loss of \$525 million as a result of the sale of the Fincos, which includes the recognition of \$197 million of foreign currency translation losses; (4) a pre-tax charge of \$421 million for the cancellation of production programs resulting from the convergence of vehicle platforms between the European Business and PSA Group; and (5) other insignificant costs to support the separation of operations to be provided for a period of time following closing; partially offset by proceeds.

Refer to Note 17 to our consolidated financial statements for further details related to the working capital adjustments and indemnity provided by the Seller to PSA Group.

We retained net underfunded pension liabilities of \$6.8 billion owed primarily to current pensioners and former employees of the European Business with vested pension rights. PSA Group assumed, pursuant to the Agreement, approximately \$3.1 billion of net underfunded pension liabilities primarily with respect to active employees of the Opel/Vauxhall Business, and during the year ended December 31, 2017 the Seller made payments to PSA Group, or one or more pension funding vehicles, of \$3.4 billion in respect of these assumed liabilities, which includes pension funding payments for active employees and the de-risking premium payment of \$455 million discussed above. At closing we drew upon our three-year unsecured revolving credit facility to fund these payments. We issued debt securities, as described in Note 14, thereafter to repay the amount drawn on our credit facility. As part of the retained pension liabilities described above, we retained the U.K. defined benefit pension plans in existence at signing related to the Opel/Vauxhall Business, including responsibility for service cost accruals through the closing date. Those plans with active participants closed to future accrual as of July 30, 2017. Any future service cost accruals on and from the closing date will be the responsibility of PSA Group.

We have agreed to purchase from and supply to PSA Group certain vehicles for a period of time following closing. During the year ended December 31, 2017 Total net sales and revenue of \$853 million and purchases and expenses of \$218 million related to transactions with the Opel/Vauxhall Business that would have been eliminated in consolidation prior to the sale of the Opel/Vauxhall Business were included in continuing operations. During the year ended December 31, 2017 cash payments were \$242 million and cash receipts of \$1.2 billion were recorded in Net cash provided by operating cash flows - continuing operations related to transactions with the Opel/Vauxhall Business.

The following table summarizes the results of the European Business operations:

	Years Ended December 31,		
	2017	2016	2015
Automotive net sales and revenue	\$ 11,257	\$ 19,704	\$ 19,075
Non-Financial net sales and revenue	466	552	573
Total net sales and revenue	11,723	20,256	19,648
Automotive cost of sales	11,049	18,894	18,343
Non-Financial interest, operating and other expenses	342	423	429
Automotive selling, general, and administrative expense	813	1,356	1,517
Other income and (expense) items	(72)	93	(12)
Loss from discontinued operations before taxes	553	324	653
Loss on sale of discontinued operations before taxes(a)(b)	2,176	—	—
Total loss from discontinued operations before taxes	2,729	324	653
Income tax expense (benefit)(b)(c)	1,483	(323)	(678)

come (loss) from discontinued operations, net of tax	\$	(4,212)	\$	(1)	\$	25
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(a) Includes contract cancellation charges associated with the disposal for the year ended December 31, 2017.

(b) Total loss on sale of discontinued operations, net of tax was \$3.9 billion for the year ended December 31, 2017.

(c) Includes \$2.0 billion of deferred tax assets that transferred to PSA Group in the year ended December 31, 2017.

The following table summarizes the assets and liabilities of the European Business at December 31, 2016:

	<u>December 31, 2016</u>
<b>Current Assets</b>	
Cash and cash equivalents	\$ 386
Accounts and notes receivable, net	938
GM Financial receivables, net	5,938
Inventories	2,748
Equipment on operating leases, net	786
Other current assets	382
Total current assets held for sale	<u>11,178</u>
<b>Non-current Assets</b>	
GM Financial receivables, net	3,723
Property, net	3,217
Deferred income taxes	1,920
Other assets	515
Total non-current assets held for sale	<u>9,375</u>
<b>Total Assets Held for Sale</b>	<u>\$ 20,553</u>
<b>Current Liabilities</b>	
Accounts payable (principally trade)	\$ 3,628
Short-term debt and current portion of long-term debt	
Automotive	107
GM Financial	5,124
Accrued liabilities	3,299
Total current liabilities held for sale	<u>12,158</u>
<b>Non-current Liabilities</b>	
Long-term debt	
Automotive	85
GM Financial	4,189
Pensions	2,687
Other liabilities	665
Total non-current liabilities held for sale	<u>7,626</u>
<b>Total Liabilities Held for Sale</b>	<u>\$ 19,784</u>

#### Note 4. Marketable Securities

The following table summarizes the fair value of cash equivalents and marketable securities which approximates cost:

Fair Value	December 31, 2017	December 31, 2016
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	Level		
<b>Cash and cash equivalents</b>			
Cash, cash equivalents and time deposits		\$ 6,962	\$ 5,692
Available-for-sale securities			
U.S. government and agencies	2	750	1,158
Corporate debt	2	3,032	2,524
Money market funds	1	2,814	1,801
Foreign debt	2	1,954	1,399
Total available-for-sale securities – cash equivalents		8,550	6,882
Total cash and cash equivalents		\$ 15,512	\$ 12,574
<b>Marketable securities</b>			
U.S. government and agencies	2	\$ 3,310	\$ 5,886
Corporate debt	2	3,665	3,611
Mortgage and asset-backed	2	635	197
Foreign debt	2	703	2,147
Total available-for-sale securities – marketable securities		\$ 8,313	\$ 11,841
<b>Restricted cash</b>			
Cash, cash equivalents and time deposits		\$ 219	\$ 248
Available-for-sale securities, primarily money market funds	1	2,117	1,665
Total restricted cash		\$ 2,336	\$ 1,913
<b>Available-for-sale securities included above with contractual maturities(a)</b>			
Due in one year or less		\$ 8,539	
Due between one and five years		4,875	
Total available-for-sale securities with contractual maturities		\$ 13,414	

(a) Excludes mortgage and asset-backed securities.

Sales proceeds from investments classified as available-for-sale and sold prior to maturity were \$5.6 billion, \$8.5 billion and \$7.9 billion in the years ended December 31, 2017, 2016 and 2015. Net unrealized gains and losses on available-for-sale securities and realized gains and losses on trading securities were insignificant in the years ended December 31, 2017, 2016 and 2015. Cumulative unrealized gains and losses on available-for-sale securities were insignificant at December 31, 2017 and 2016.

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported within the consolidated balance sheets that sum to the total of the same amounts shown in the consolidated statements of cash flows:

	December 31, 2017	December 31, 2016
Cash and cash equivalents	\$ 15,512	\$ 12,574
Restricted cash included in Other current assets	1,745	1,382
Restricted cash included in Other assets	591	531
Total	\$ 17,848	\$ 14,487



## Note 5. GM Financial Receivables

	December 31, 2017			December 31, 2016		
	Retail	Commercial	Total	Retail	Commercial	Total
Finance receivables, collectively evaluated for impairment, net of fees	\$30,486	\$ 9,935	\$40,421	\$24,480	\$ 7,506	\$31,986
Finance receivables, individually evaluated for impairment, net of fees	2,228	22	2,250	1,920	27	1,947
GM Financial receivables	32,714	9,957	42,671	26,400	7,533	33,933
Less: allowance for loan losses	(889)	(53)	(942)	(765)	(40)	(805)
GM Financial receivables, net	\$31,825	\$ 9,904	\$41,729	\$25,635	\$ 7,493	\$33,128
Fair value of GM Financial receivables			\$41,735			\$33,181

We estimate the fair value of retail finance receivables using observable and unobservable Level 3 inputs within a cash flow model. The inputs reflect assumptions regarding expected prepayments, deferrals, delinquencies, recoveries and charge-offs of the loans within the portfolio. The cash flow model produces an estimated amortization schedule of the finance receivables. The projected cash flows are then discounted to derive the fair value of the portfolio. Macroeconomic factors could affect the credit performance of the portfolio and therefore could potentially affect the assumptions used in our cash flow model. A substantial majority of our commercial finance receivables have variable interest rates. The carrying amount, a Level 2 input, is considered to be a reasonable estimate of fair value.

	Years Ended December 31,		
	2017	2016	2015
Allowance for loan losses at beginning of period	\$ 805	\$ 749	\$ 668
Provision for loan losses	757	644	603
Charge-offs	(1,173)	(1,137)	(969)
Recoveries	552	542	469
Effect of foreign currency	1	7	(22)
Allowance for loan losses at end of period	\$ 942	\$ 805	\$ 749

The allowance for loan losses on retail and commercial finance receivables included a collective allowance of \$611 million, \$525 million and \$524 million and a specific allowance of \$331 million, \$280 million and \$225 million at December 31, 2017, 2016 and 2015.

**Retail Finance Receivables** We use proprietary scoring systems in the underwriting process that measure the credit quality of retail finance receivables using several factors, such as credit bureau information, consumer credit risk scores (e.g. FICO scores or their equivalent) and contract characteristics. We also consider other factors such as employment history, financial stability and capacity to pay. Subsequent to origination we review the credit quality of retail finance receivables based on customer payment activity. While we have historically focused on consumers with lower than prime credit scores, we have expanded our prime lending programs. At December 31, 2017 and 2016 33% and 41% of retail finance receivables were from consumers with sub-prime credit scores, which are defined as FICO scores or equivalent scores of less than 620 at the time of loan origination.

We purchase retail finance contracts from automobile dealers without recourse, and accordingly, the dealer has no liability to GM Financial if the consumer defaults on the contract. Finance receivables are collateralized by vehicle

titles and GM Financial has the right to repossess the vehicle in the event the consumer defaults on the payment terms of the contract.

An account is considered delinquent if a substantial portion of a scheduled payment has not been received by the date the payment was contractually due. The accrual of finance charge income had been suspended on delinquent retail finance receivables with contractual amounts due of \$778 million and \$798 million at December 31, 2017 and 2016. The following table summarizes the contractual amount of delinquent retail finance receivables, which is not significantly different than the recorded investment of the retail finance receivables:

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

	December 31, 2017		December 31, 2016	
	Amount	Percent of Contractual Amount Due	Amount	Percent of Contractual Amount Due
31-to-60 days delinquent	\$ 1,334	4.1%	\$ 1,220	4.6%
Greater-than-60 days delinquent	559	1.7%	532	2.0%
Total finance receivables more than 30 days delinquent	1,893	5.8%	1,752	6.6%
In repossession	27	—%	47	0.2%
Total finance receivables more than 30 days delinquent or in repossession	<u>\$ 1,920</u>	<u>5.8%</u>	<u>\$ 1,799</u>	<u>6.8%</u>

Retail finance receivables classified as TDRs and individually evaluated for impairment were \$2.2 billion and \$1.9 billion and the allowance for loan losses included \$328 million and \$276 million of specific allowances on these receivables at December 31, 2017 and 2016.

**Commercial Finance Receivables** Our commercial finance receivables consist of dealer financings, primarily for inventory purchases. A proprietary model is used to assign a risk rating to each dealer. We perform periodic credit reviews of each dealership and adjust the dealership's risk rating, if necessary. Dealers in Group VI are subject to additional restrictions on funding, including suspension of lines of credit and liquidation of assets. The commercial finance receivables on non-accrual status were insignificant at December 31, 2017 and 2016. The following table summarizes the credit risk profile by dealer risk rating of the commercial finance receivables:

	December 31, 2017	December 31, 2016
Group I – Dealers with superior financial metrics	\$ 1,915	\$ 1,372
Group II – Dealers with strong financial metrics	3,465	2,526
Group III – Dealers with fair financial metrics	3,239	2,598
Group IV – Dealers with weak financial metrics	997	613
Group V – Dealers warranting special mention due to elevated risks	260	334

Group			
VI	– Dealers with loans classified as substandard, doubtful or impaired	81	90
		\$ 9,957	\$ 7,533

#### Note 6. Inventories

	December 31, 2017	December 31, 2016
Total productive material, supplies and work in process	\$ 4,203	\$ 5,008
Finished product, including service parts	6,460	6,032
Total inventories	\$ 10,663	\$ 11,040

#### Note 7. Equipment on Operating Leases

Equipment on operating leases consists of leases to retail customers that are recorded as operating leases and vehicle sales to daily rental car companies with a guaranteed repurchase obligation.

	December 31, 2017	December 31, 2016
Equipment on operating leases	\$ 53,947	\$ 41,851
Less: accumulated depreciation	(9,959)	(6,399)
Equipment on operating leases, net(a)	\$ 43,988	\$ 35,452

(a) Includes \$42.9 billion and \$34.3 billion of GM Financial equipment on operating leases, net in the years ended December 31, 2017 and 2016.

Depreciation expense related to equipment on operating leases, net was \$6.7 billion, \$4.7 billion and \$2.5 billion in the years ended December 31, 2017, 2016 and 2015.

The following table summarizes minimum rental payments due to GM Financial on leases to retail customers:

	2018	2019	2020	2021	2022
Minimum rental receipts under operating leases	\$ 6,848	\$ 4,530	\$ 1,759	\$ 189	\$ 12

#### Note 8. Equity in Net Assets of Nonconsolidated Affiliates

Nonconsolidated affiliates are entities in which an equity ownership interest is maintained and for which the equity method of accounting is used due to our ability to exert significant influence over decisions relating to their operating and financial affairs. Revenue and expenses of our joint ventures are not consolidated into our financial statements; rather, our proportionate share of the earnings of each joint venture is reflected as Equity income.

	Years Ended December 31,		
	2017	2016	2015
Automotive China equity income	\$ 1,976	\$ 1,973	\$ 2,057
Other joint ventures equity income	156	309	136
Total Equity income	\$ 2,132	\$ 2,282	\$ 2,193

#### Investments in Nonconsolidated Affiliates

	December 31, 2017	December 31, 2016
Automotive China carrying amount	\$ 7,832	\$ 7,859
Other investments carrying amount	1,241	1,137
Total equity in net assets of nonconsolidated affiliates	\$ 9,073	\$ 8,996

The carrying amount of our investments in certain joint ventures exceeded our share of the underlying net assets by \$4.3 billion at December 31, 2017 and 2016 due primarily to goodwill from the application of fresh-start reporting and the purchase of additional interests in nonconsolidated affiliates.

The following table summarizes our direct ownership interests in our China JVs:

	<u>December 31, 2017</u>	<u>December 31, 2016</u>
<b>Automotive China JVs</b>		
SAIC General Motors Corp., Ltd. (SGM)	50%	50%
FAW-GM Light Duty Commercial Vehicle Co., Ltd. (FAW-GM)	50%	50%
Pan Asia Technical Automotive Center Co., Ltd.	50%	50%
AIC General Motors Sales Co., Ltd.	49%	49%
SAIC GM Wuling Automobile Co., Ltd. (SGMW)	44%	44%
Shanghai OnStar Telematics Co., Ltd. (Shanghai OnStar)	40%	40%
SAIC GM (Shenyang) Norsom Motors Co., Ltd. (SGM Norsom)	25%	25%
SAIC GM Dong Yue Motors Co., Ltd. (SGM DY)	25%	25%
SAIC GM Dong Yue Powertrain Co., Ltd. (SGM DYPT)	25%	25%
Shanghai Chengxin Used Car Operation and Management Co., Ltd. (Shanghai Chengxin Used Car)	—%	33%
<b>Other joint ventures</b>		
AIC-GMAC	35%	35%

SGM is a joint venture we established with Shanghai Automotive Industry Corporation (SAIC) (50%). SGM has interests in three other joint ventures in China: SGM Norsom, SGM DY and SGM DYPT. These three joint ventures are jointly held by SGM (50%), SAIC (25%) and ourselves. These four joint ventures are engaged in the production, import and sale of a range of products under the Buick, Chevrolet and Cadillac brands. SGM also has interests in Shanghai OnStar (20%) and SAIC-GMAC (20%). Shanghai Automotive Group Finance Company Ltd., a subsidiary of SAIC, owns 45% of SAIC-GMAC.

#### *Summarized Financial Data of Nonconsolidated Affiliates*

	<u>December 31, 2017</u>			<u>December 31, 2016</u>		
	<u>Automotive China JVs</u>	<u>Others</u>	<u>Total</u>	<u>Automotive China JVs</u>	<u>Others</u>	<u>Total</u>
<b>Summarized Balance Sheet Data</b>						
Current assets	\$ 17,370	\$ 13,484	\$ 30,854	\$ 17,325	\$ 8,383	\$ 25,708
Non-current assets	14,188	3,409	17,597	12,712	5,991	18,703
Total assets	<u>\$ 31,558</u>	<u>\$ 16,893</u>	<u>\$ 48,451</u>	<u>\$ 30,037</u>	<u>\$ 14,374</u>	<u>\$ 44,411</u>
Current liabilities	\$ 22,642	\$ 12,255	\$ 34,897	\$ 21,428	\$ 7,277	\$ 28,705
Non-current liabilities	1,639	1,903	3,542	1,393	3,898	5,291
Total liabilities	<u>\$ 24,281</u>	<u>\$ 14,158</u>	<u>\$ 38,439</u>	<u>\$ 22,821</u>	<u>\$ 11,175</u>	<u>\$ 33,996</u>
Noncontrolling interests	\$ 871	\$ 1	\$ 872	\$ 856	\$ 1	\$ 857
	<b>Years Ended December 31,</b>					
	<u>2017</u>	<u>2016</u>	<u>2015</u>			
<b>Summarized Operating Data</b>						
Automotive China JVs' net sales	\$ 50,065	\$ 47,150	\$ 44,959			

Others' net sales	2,542	2,412	3,571
Total net sales	<u>\$ 52,607</u>	<u>\$ 49,562</u>	<u>\$ 48,530</u>
Automotive China JVs' net income	\$ 3,984	\$ 4,117	\$ 4,290
Others' net income	648	378	435
Total net income	<u>\$ 4,632</u>	<u>\$ 4,495</u>	<u>\$ 4,725</u>

**Transactions with Nonconsolidated Affiliates** Our nonconsolidated affiliates are involved in various aspects of the development, production and marketing of cars, trucks, crossovers and automobile parts. We enter into transactions with certain nonconsolidated affiliates to purchase and sell component parts and vehicles. The following tables summarize transactions with and balances related to our nonconsolidated affiliates:

	Years Ended December 31,		
	2017	2016	2015
Automotive sales and revenue	\$ 923	\$ 889	\$ 1,745
Automotive purchases, net	\$ 674	\$ 803	\$ 7
Dividends received	\$ 2,000	\$ 2,120	\$ 2,047
Operating cash flows	\$ 2,321	\$ 2,512	\$ 3,853
	<u>December 31, 2017</u>	<u>December 31, 2016</u>	
Accounts and notes receivable, net	\$ 780	\$ 807	
Accounts payable	\$ 534	\$ 553	
Undistributed earnings	\$ 2,184	\$ 2,172	

## Note 9. Property

	Estimated Useful Lives in Years	December 31, 2017	December 31, 2016
Land		\$ 1,647	\$ 1,587
Buildings and improvements	5-40	7,471	6,217
Machinery and equipment	3-27	23,915	21,613
Special tools	1-13	21,113	19,359
Construction in progress		6,188	4,493
Total property		60,334	53,269
Less: accumulated depreciation		(24,081)	(20,666)
Total property, net		<u>\$ 36,253</u>	<u>\$ 32,603</u>

The amount of capitalized software included in Property, net was \$1.2 billion and \$1.1 billion at December 31, 2017 and 2016. The amount of interest capitalized and excluded from Automotive interest expense related to Property, net was insignificant in the years ended December 31, 2017, 2016 and 2015.

	Years Ended December 31,		
	2017	2016	2015
Depreciation and amortization expense	\$ 4,966	\$ 4,622	\$ 3,904
Impairment charges	\$ 199	\$ 68	\$ 628
Capitalized software amortization expense(a)	\$ 459	\$ 458	\$ 374

(a) Included in depreciation and amortization expense.

### Note 10. Acquisition of Business

On May 12, 2016 we acquired all of the outstanding capital stock of Cruise, an autonomous vehicle technology company, to further accelerate our development of autonomous vehicles. The deal consideration at closing was \$581 million, of which \$291 million was paid in cash and approximately \$290 million was paid through the issuance of new common stock. The fair value of the common stock issued was determined based on the closing price of our common stock on May 12, 2016. In conjunction with the acquisition, we entered into other agreements that will result in future costs contingent upon the continued employment of key individuals and additional performance-based awards contingent upon the achievement of specific technology and commercialization milestones.

Of the total consideration, \$130 million was allocated to intangible assets, primarily in-process research and development with an indefinite life until fully developed and commercialized, \$39 million was allocated to deferred tax liabilities, net of other assets, and \$490 million was allocated to non-tax-deductible goodwill in Corporate primarily related to the synergies expected to arise as a result of the acquisition.

### Note 11. Goodwill and Intangible Assets

Goodwill of \$1.9 billion consisted of \$1.4 billion recorded in GM Financial and \$490 million included in Corporate at December 31, 2017 and 2016.

	December 31, 2017			December 31, 2016		
	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
Technology and intellectual property	\$ 8,092	\$ 7,735	\$ 357	\$ 8,399	\$ 7,940	\$ 459
Brands	4,302	1,044	3,258	4,311	921	3,390
Dealer network, customer relationships and other	1,310	933	377	1,356	912	444
Total intangible assets	\$ 13,704	\$ 9,712	\$ 3,992	\$ 14,066	\$ 9,773	\$ 4,293

Our amortization expense related to intangible assets was \$278 million, \$325 million, and \$324 million in the years ended December 31, 2017, 2016 and 2015.

Amortization expense related to intangible assets is estimated to be approximately \$175 million in each of the next five years.

### Note 12. Variable Interest Entities

GM Financial uses special purpose entities (SPEs) that are considered VIEs to issue variable funding notes to third party bank-sponsored warehouse facilities or asset-backed securities to investors in securitization transactions. The debt issued by these VIEs is backed by finance receivables and leasing related assets transferred to the VIEs (Securitized Assets). GM Financial determined that it is the primary beneficiary of the SPEs because the servicing responsibilities for the Securitized Assets give GM Financial the power to direct the activities that most significantly impact the performance of the VIEs and the variable interests in the VIEs give GM Financial the obligation to absorb losses and the right to receive residual returns that could potentially be significant. The assets serve as the sole source of repayment for the debt issued by these entities. Investors in the notes issued by the VIEs do not have recourse to GM Financial or its other assets, with the exception of customary representation and warranty repurchase provisions and indemnities that GM Financial provides as the servicer. GM Financial is not required and does not currently intend to provide additional financial support to these SPEs. While these subsidiaries are included in GM Financial's consolidated financial statements, they are separate legal entities and their assets are legally owned by

them and are not available to GM Financial's creditors. The following table summarizes the assets and liabilities related to GM Financial's consolidated VIEs:

	December 31, 2017	December 31, 2016
Restricted cash – current	\$ 1,740	\$ 1,302
Restricted cash – non-current	\$ 527	\$ 478
GM Financial receivables, net of fees – current	\$ 15,141	\$ 12,437
GM Financial receivables, net of fees – non-current	\$ 12,944	\$ 11,917
GM Financial equipment on operating leases, net	\$ 22,222	\$ 19,341
GM Financial short-term debt and current portion of long-term debt	\$ 18,972	\$ 17,526
GM Financial long-term debt	\$ 20,356	\$ 16,659

GM Financial recognizes finance charge, leased vehicle and fee income on the Securitized Assets and interest expense on the secured debt issued in a securitization transaction and records a provision for loan losses to recognize probable loan losses inherent in the finance receivables.

### Note 13. Accrued and Other Liabilities

	December 31, 2017	December 31, 2016
<b>Accrued liabilities</b>		
Dealer and customer allowances, claims and discounts	\$ 8,523	\$ 8,847
Deposits primarily from rental car companies	2,113	2,023
Deferred revenue	3,400	2,695
Product warranty and related liabilities	2,994	3,236
Payrolls and employee benefits excluding postemployment benefits	2,594	2,915
Other	6,372	6,177
Total accrued liabilities	<u>\$ 25,996</u>	<u>\$ 25,893</u>
<b>Other liabilities</b>		
Deferred revenue	\$ 2,887	\$ 2,285
Product warranty and related liabilities	5,338	5,833
Employee benefits excluding postemployment benefits	680	899
Postemployment benefits including facility idling reserves	574	757
Other	2,915	2,641
Total other liabilities	<u>\$ 12,394</u>	<u>\$ 12,415</u>

	Years Ended December 31,		
	2017	2016	2015
<b>Product Warranty and Related Liabilities</b>			
Warranty balance at beginning of period	\$ 9,069	\$ 8,550	\$ 8,871
Warranties issued and assumed in period – recall campaigns	678	899	878
Warranties issued and assumed in period – product warranty	2,123	2,338	2,108
Payments	(3,129)	(3,375)	(3,670)
Adjustments to pre-existing warranties	(495)	636	578
Effect of foreign currency and other	86	21	(215)

Warranty balance at end of period	\$ 8,332	\$ 9,069	\$ 8,550
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We estimate our reasonably possible loss in excess of amounts accrued for recall campaigns to be insignificant at December 31, 2017. Refer to Note 17 for reasonably possible losses on Takata matters.

#### Note 14. Automotive and GM Financial Debt

	December 31, 2017	December 31, 2016
Secured debt	\$ 204	\$ 108
Unsecured debt	12,579	9,742
Capital leases	719	710
Total automotive debt(a)	\$ 13,502	\$ 10,560
Fair value utilizing Level 1 inputs	\$ 13,202	\$ 9,515
Fair value utilizing Level 2 inputs	1,886	1,884
Fair value of automotive debt	\$ 15,088	\$ 11,399
Available under credit facility agreements	\$ 14,067	\$ 14,181
Interest rate range on outstanding debt(b)	0.0-21.8%	0.0-18.0%
Weighted-average interest rate on outstanding short-term debt(b)	4.7%	10.7%
Weighted-average interest rate on outstanding long-term debt(b)	5.2%	5.2%

(a) Includes net discount and debt issuance costs of \$499 million and \$491 million at December 31, 2017 and 2016.

(b) Includes coupon rates on debt denominated in various foreign currencies and interest free loans and the impact of reclassification of \$1.5 billion of senior unsecured notes from long-term to short-term in the year ended December 31, 2017.

The fair value of automotive debt measured utilizing Level 1 inputs was based on quoted prices in active markets for identical instruments that a market participant can access at the measurement date. The fair value of automotive debt measured utilizing Level 2 inputs was based on a discounted cash flow model using observable inputs. This model utilizes observable inputs such as contractual repayment terms and benchmark yield curves, plus a spread based on our senior unsecured notes that is intended to represent our nonperformance risk. We obtain the benchmark yield curves and yields on unsecured notes from independent sources that are widely used in the financial industry. At December 31, 2017 and December 31, 2016 the fair value of automotive debt exceeded its carrying amount due primarily to a decrease in bond yields compared to yields at the time of issuance.

In August 2017 we issued \$3.0 billion in aggregate principal amount of senior unsecured notes with an initial weighted average interest rate of 4.5% and maturity dates ranging from 2020 to 2048. The indentures governing these notes contain terms and covenants customary of these types of securities including limitation on the amount of certain secured debt we may incur. The net proceeds from the issuance of these senior unsecured notes were used to repay the \$3.0 billion drawn on our three-year unsecured revolving credit facility in the three months ended September 30, 2017 to fund the payments to PSA Group, or one or more pension funding vehicles, for the assumed net underfunded pension liabilities in connection with the sale of the Opel/Vauxhall Business as described in Note 3.

	December 31, 2017		December 31, 2016	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Secured debt	\$ 39,887	\$ 39,948	\$ 35,087	\$ 35,162
Unsecured debt	40,830	41,989	29,476	30,045
Total GM Financial debt	\$ 80,717	\$ 81,937	\$ 64,563	\$ 65,207



Fair value utilizing Level 2 inputs	\$ 79,623	\$ 62,951
Fair value utilizing Level 3 inputs	\$ 2,314	\$ 2,256

The fair value of GM Financial debt measured utilizing Level 2 inputs was based on quoted market prices for identical instruments and if unavailable, quoted market prices of similar instruments. For debt with original maturity or revolving period of 18 months or less par value is considered to be a reasonable estimate of fair value. The fair value of GM Financial debt measured utilizing Level 3 inputs was based on the discounted future net cash flows expected to be settled using current risk-adjusted rates.

Secured debt consists of revolving credit facilities and securitization notes payable. Most of the secured debt was issued by VIEs and is repayable only from proceeds related to the underlying pledged Securitized Assets. Refer to Note 12 for additional information on GM Financial's involvement with VIEs. GM Financial is required to hold certain funds in restricted cash accounts to provide additional collateral for borrowings under certain secured credit facilities. The weighted-average interest rate on secured debt was 2.37% at December 31, 2017. The revolving credit facilities have maturity dates ranging from 2018 to 2023 and securitization notes payable have maturity dates ranging from 2019 to 2025. At the end of the revolving period, if not renewed, the debt of revolving credit facilities will amortize over a defined period. In the year ended December 31, 2017 we entered into new or renewed credit facilities with a total net additional borrowing capacity of \$2.9 billion, which had substantially the same terms as existing debt and we issued \$22.4 billion in aggregate principal amount of securitization notes payable with an initial weighted average interest rate of 2.10% and maturity dates ranging from 2019 to 2025.

Unsecured debt consists of senior notes, credit facilities and other unsecured debt. Senior notes outstanding at December 31, 2017 are due beginning in 2018 through 2027 and have a weighted-average interest rate of 3.27%. In the year ended December 31, 2017 we issued \$12.7 billion in aggregate principal amount of senior notes with an initial weighted average interest rate of 2.85% and maturity dates ranging from 2019 to 2027.

In January 2018 we issued \$1.65 billion in aggregate principal amount of senior notes with an initial weighted average interest rate of 3.26% and maturity dates ranging from 2023 to 2028.

Each of the revolving credit facilities and the indentures governing GM Financial's notes contain terms and covenants including limitations on GM Financial's ability to incur certain liens.

The terms of advances on credit facilities and other unsecured debt have original maturities of up to four years. The weighted-average interest rate on credit facilities and other unsecured debt was 7.28% at December 31, 2017.

	Years Ended December 31,		
	2017	2016	2015
Automotive interest expense	\$ 575	\$ 563	\$ 423
Automotive Financing - GM Financial interest expense	2,566	1,972	1,460
Total interest expense	\$ 3,141	\$ 2,535	\$ 1,883

The following table summarizes contractual maturities including capital leases at December 31, 2017:

	Automotive	Automotive Financing(a)	Total
2018	\$ 2,528	\$ 24,502	\$ 27,030

2019	154	18,489	18,643
2020	586	14,696	15,282
2021	59	7,802	7,861
2022	63	5,323	5,386
Thereafter	10,611	10,477	21,088
	<u>\$ 14,001</u>	<u>\$ 81,289</u>	<u>\$ 95,290</u>

(a) Secured debt, credit facilities and other unsecured debt are based on expected payoff date. Senior notes principal amounts are based on maturity.

At December 31, 2017 future interest payments on automotive capital lease obligations were \$280 million. GM Financial had no capital lease obligations at December 31, 2017.

**Compliance with Debt Covenants** Several of our loan facilities, including our revolving credit facilities, require compliance with certain financial and operational covenants as well as regular reporting to lenders, including providing certain subsidiary financial statements. Some of GM Financial's secured and unsecured debt agreements also contain various covenants, including maintaining portfolio performance ratios as well as limits on deferment levels. Failure to meet certain of these requirements may result in a covenant violation or an event of default depending on the terms of the agreement. An event of default may allow lenders to declare amounts outstanding under these agreements immediately due and payable, to enforce their interests against collateral pledged under these agreements or restrict our ability or GM Financial's ability to obtain additional borrowings. No technical defaults or covenant violations existed at December 31, 2017.

#### Note 15. Derivative Financial Instruments

**Automotive** The following table presents the notional amounts based on asset or liability positions of derivative financial instruments in our automotive operations:

	Fair Value Level	December 31, 2017	December 31, 2016
<b>Derivatives designated as hedges(a)</b>			
Assets			
Cash flow hedges			
Foreign currency	2	\$ —	\$ 803
Commodity	2	—	106
Total assets		<u>\$ —</u>	<u>\$ 909</u>
<b>Derivatives not designated as hedges(a)</b>			
Assets			
Foreign currency	2/3	\$ 2,834	\$ 4,483
Commodity	2	606	1,061
PSA Warrants(b)	2	48	—
Total assets		<u>\$ 3,488</u>	<u>\$ 5,544</u>
Liabilities			
Foreign currency	2/3	\$ 1,188	\$ 470
Commodity	2	—	181
Total liabilities		<u>\$ 1,188</u>	<u>\$ 651</u>

- (a) The fair value of these derivative instruments at December 31, 2017 and 2016 and the gains/losses included in our consolidated income statements and statements of comprehensive income for the years ended December 31, 2017, 2016 and 2015 were insignificant.
- (b) The fair value of the PSA warrants was \$764 million at December 31, 2017.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

**GM Financial** The following table presents the notional amounts based on asset or liability positions of GM Financial's derivative financial instruments:

	Fair Value Level	December 31, 2017	December 31, 2016
<b>Derivatives designated as hedges(a)</b>			
Assets			
Fair value hedges – interest rate swaps	2	\$ 1,250	\$ —
Cash flow hedges			
Interest rate swaps	2/3	2,177	3,070
Foreign currency	2	1,574	—
Total cash flow hedges		<u>3,751</u>	<u>3,070</u>
Total assets		<u>\$ 5,001</u>	<u>\$ 3,070</u>
Liabilities			
Fair value hedges – interest rate swaps(b)	2	\$ 9,860	\$ 7,700
Cash flow hedges			
Interest rate swaps	2/3	—	500
Foreign currency	2	—	791
Total cash flow hedges		<u>—</u>	<u>1,291</u>
Total liabilities		<u>\$ 9,860</u>	<u>\$ 8,991</u>
<b>Derivatives not designated as hedges(a)</b>			
Assets			
Interest rate swaps(c)	2/3	\$ 38,741	\$ 7,959
Interest rate caps and floors	2	16,840	9,698
Foreign currency	2	1,201	—
Total assets		<u>\$ 56,782</u>	<u>\$ 17,657</u>
Liabilities			
Interest rate swaps	2/3	\$ 8,404	\$ 6,170
Interest rate caps and floors	2	17,953	12,146
Total liabilities		<u>\$ 26,357</u>	<u>\$ 18,316</u>

- (a) The fair value of these derivative instruments at December 31, 2017 and 2016 and the gains/losses included in our

consolidated income statements and statements of comprehensive income for the years ended December 31, 2017, 2016 and 2015 were insignificant.

(b) The fair value of these derivative instruments was \$290 million and \$276 million at December 31, 2017 and 2016.

(c) The fair value of these derivative instruments was \$260 million and insignificant at December 31, 2017 and 2016.

## Note 16. Pensions and Other Postretirement Benefits

### Employee Pension and Other Postretirement Benefit Plans

**Defined Benefit Pension Plans** Defined benefit pension plans covering eligible U.S. hourly employees (hired prior to October 2007) and Canadian hourly employees (hired prior to October 2016) generally provide benefits of negotiated, stated amounts for each year of service and supplemental benefits for employees who retire with 30 years of service before normal retirement age. The benefits provided by the defined benefit pension plans covering eligible U.S. (hired prior to January 1, 2001) and Canadian salaried employees and employees in certain other non-U.S. locations are generally based on years of service and compensation history. Accrual of defined pension benefits ceased in 2012 for U.S. and Canadian salaried employees. There is also an unfunded nonqualified pension plan covering primarily U.S. executives for service prior to January 1, 2007 and it is based on an “excess plan” for service after that date.

The funding policy for qualified defined benefit pension plans is to contribute annually not less than the minimum required by applicable laws and regulations or to directly pay benefit payments where appropriate. In the year ended December 31, 2017 all legal funding requirements were met. In the year ended December 31, 2016 we made a discretionary contribution to our U.S. hourly pension plan of \$2.0 billion. The following table summarizes contributions made to the defined benefit pension plans:

	Years Ended December 31,		
	2017	2016	2015
U.S. hourly and salaried	\$ 77	\$ 2,054	\$ 95
Non-U.S.	1,153	1,022	1,108
<b>Total</b>	<b>\$ 1,230</b>	<b>\$ 3,076</b>	<b>\$ 1,203</b>

We expect to contribute approximately \$70 million to our U.S. non-qualified plans and approximately \$900 million to our non-U.S. pension plans in 2018.

Based on our current assumptions, over the next five years we expect no significant mandatory contributions to our U.S. qualified pension plans and mandatory contributions totaling \$1.2 billion to our Canada and U.K. pension plans.

**Other Postretirement Benefit Plans** Certain hourly and salaried defined benefit plans provide postretirement medical, dental, legal service and life insurance to eligible U.S. and Canadian retirees and their eligible dependents. Certain other non-U.S. subsidiaries have postretirement benefit plans, although most non-U.S. employees are covered by government sponsored or administered programs. We made contributions to the U.S. OPEB plans of \$323 million, \$335 million and \$340 million in the years ended December 31, 2017, 2016 and 2015. Plan participants' contributions were insignificant in the years ended December 31, 2017, 2016 and 2015.

**Defined Contribution Plans** We have defined contribution plans for eligible U.S. salaried and hourly employees that provide discretionary matching contributions. Contributions are also made to certain non-U.S. defined contribution plans. We made contributions to our defined contribution plans of \$650 million, \$589 million and \$530 million in the years ended December 31, 2017, 2016 and 2015.

## Significant Plan Amendments, Benefit Modifications and Related Events

**Other Remeasurements** The Society of Actuaries (SOA) issued new mortality improvement tables in the three months ended December 31, 2017. These did not result in any change in our current assumptions to measure our December 31, 2017 U.S. pension plan obligations. We incorporated the mortality improvement tables issued by the SOA in the three months ended December 31, 2016 that lowered life expectancies and thereby indicated the amount of estimated aggregate benefit payments to our U.S. pension plans' participants was decreasing. This change in assumption decreased the December 31, 2016 U.S. pension and OPEB plans' obligations by \$888 million.

### Pension and OPEB Obligations and Plan Assets

	Year Ended December 31, 2017			Year Ended December 31, 2016		
	Pension Benefits		Global OPEB Plans	Pension Benefits		Global OPEB Plans
	U.S.	Non-U.S.		U.S.	Non-U.S.	
<b>Change in benefit obligations</b>						
Beginning benefit obligation	\$ 68,827	\$ 21,156	\$ 6,180	\$ 71,486	\$ 21,008	\$ 6,066
Service cost	203	180	19	220	255	18
Interest cost	2,145	473	202	2,212	527	201
Actuarial losses	2,885	561	311	416	1,328	230
Benefits paid	(5,067)	(1,369)	(426)	(5,507)	(1,458)	(400)
foreign currency translation adjustments	—	1,953	78	—	(445)	45
retirements, settlements and other	(543)	(165)	10	—	(59)	20
Ending benefit obligation	68,450	22,789	6,374	68,827	21,156	6,180
<b>Change in plan assets</b>						
Beginning fair value of plan assets	61,622	12,799	—	61,072	12,794	—
Actual return on plan assets	6,549	1,025	—	4,004	750	—
Employer contributions	77	1,153	406	2,054	1,022	378
Benefits paid	(5,067)	(1,369)	(426)	(5,507)	(1,458)	(400)
foreign currency translation adjustments	—	1,007	—	—	(229)	—
Settlements and other	(542)	(120)	20	(1)	(80)	22
Ending fair value of plan assets	62,639	14,495	—	61,622	12,799	—
Ending funded status	\$ (5,811)	\$ (8,294)	\$ (6,374)	\$ (7,205)	\$ (8,357)	\$ (6,180)
<b>Amounts recorded in the consolidated balance sheets</b>						
Non-current assets	\$ —	\$ 67	\$ —	\$ —	\$ 91	\$ —
Current liabilities	(71)	(355)	(376)	(73)	(316)	(377)
Non-current liabilities	(5,740)	(8,006)	(5,998)	(7,132)	(8,132)	(5,803)
Net amount recorded	\$ (5,811)	\$ (8,294)	\$ (6,374)	\$ (7,205)	\$ (8,357)	\$ (6,180)
<b>Amounts recorded in Accumulated other comprehensive loss</b>						
Net actuarial gain (loss)	\$ 114	\$ (4,163)	\$ (1,186)	\$ 55	\$ (3,852)	\$ (901)
Net prior service (cost) credit	23	(26)	55	27	(30)	54
Total recorded in Accumulated other comprehensive loss	\$ 137	\$ (4,189)	\$ (1,131)	\$ 82	\$ (3,882)	\$ (847)

The following table summarizes the total accumulated benefit obligations (ABO), the ABO and fair value of plan assets for defined benefit pension plans with ABO in excess of plan assets, and the PBO and fair value of plan assets for defined benefit pension plans with PBO in excess of plan assets:

	December 31, 2017	December 31, 2016
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	U.S.	Non-U.S.	U.S.	Non-U.S.
ABO	\$ 68,437	\$ 22,650	\$ 68,813	\$ 20,836
<b>Plans with ABO in excess of plan assets</b>				
ABO	\$ 68,437	\$ 21,679	\$ 68,813	\$ 20,172
Fair value of plan assets	\$ 62,639	\$ 13,408	\$ 61,622	\$ 12,046
<b>Plans with PBO in excess of plan assets</b>				
PBO	\$ 68,450	\$ 21,822	\$ 68,827	\$ 20,458
Fair value of plan assets	\$ 62,639	\$ 13,411	\$ 61,622	\$ 12,009

The following table summarizes the components of net periodic pension and OPEB expense along with the assumptions used to determine benefit obligations:

	Year Ended December 31, 2017			Year Ended December 31, 2016			Year Ended December 31, 2015		
	Pension Benefits		Global OPEB Plans	Pension Benefits		Global OPEB Plans	Pension Benefits		Global OPEB Plans
	U.S.	Non-U.S.		U.S.	Non-U.S.		U.S.	Non-U.S.	
<b>Components of expense</b>									
Service cost	\$ 315	\$ 199	\$ 19	\$ 381	\$ 273	\$ 18	\$ 406	\$ 306	\$ 24
Interest cost	2,145	473	202	2,212	527	201	2,754	689	238
Expected return on plan assets	(3,677)	(750)	—	(3,778)	(733)	—	(3,896)	(794)	—
Amortization of net actuarial (gains) losses	(6)	157	23	(25)	137	19	8	188	37
Curtailments, settlements and other(a)	(37)	8	(5)	(4)	16	(13)	(4)	141	(14)
Net periodic pension and OPEB (income) expense	<u>\$ (1,260)</u>	<u>\$ 87</u>	<u>\$ 239</u>	<u>\$ (1,214)</u>	<u>\$ 220</u>	<u>\$ 225</u>	<u>\$ (732)</u>	<u>\$ 530</u>	<u>\$ 285</u>
<b>Weighted-average assumptions used to determine benefit obligations(b)</b>									
Discount rate	3.53%	2.66%	3.52%	3.92%	2.88%	3.93%	4.06%	3.36%	4.13%
<b>Weighted-average assumptions used to determine net expense(b)</b>									
Discount rate	3.35%	2.94%	3.39%	3.36%	3.14%	3.49%	3.73%	3.30%	3.83%
Expected rate of return on plan assets	6.23%	5.82%	N/A	6.33%	6.07%	N/A	6.38%	6.32%	N/A

- (a) The curtailment charges recorded in the year ended December 31, 2015 were due primarily to the GM Canada hourly pension plan that was remeasured as a result of a voluntary separation program.
- (b) The rate of compensation increase does not have a significant effect on our U.S. pension and OPEB plans.

U.S. pension plan service cost includes administrative expenses and Pension Benefit Guarantee Corporation premiums which were insignificant in the years ended December 31, 2017, 2016 and 2015. Weighted-average assumptions used to determine net expense are determined at the beginning of the period and updated for remeasurements. Non-U.S. pension plan administrative expenses included in service cost were insignificant in the years ended December 31, 2017, 2016 and 2015.

Estimated amounts to be amortized from Accumulated other comprehensive loss into net periodic benefit cost in the year ending December 31, 2018 based on December 31, 2017 plan measurements are \$166 million, consisting primarily of amortization of the net actuarial loss in the non-U.S. pension plans.

## Assumptions

**Investment Strategies and Long-Term Rate of Return** Detailed periodic studies are conducted by our internal asset management group as well as outside actuaries and are used to determine the long-term strategic mix among asset classes, risk mitigation strategies and the expected long-term return on asset assumptions for the U.S. pension

plans. The U.S. study includes a review of alternative asset allocation and risk mitigation strategies, anticipated future long-term performance and risk of the individual asset classes that comprise the plans' asset mix. Similar studies are performed for the significant non-U.S. pension plans with the assistance of outside actuaries and asset managers. While the studies incorporate data from recent plan performance and historical returns, the expected long-term return on plan asset assumptions are determined based on long-term prospective rates of return.

We continue to pursue various options to fund and de-risk our pension plans, including continued changes to the pension asset portfolio mix to reduce funded status volatility. The strategic asset mix and risk mitigation strategies for the plans are tailored specifically for each plan. Individual plans have distinct liabilities, liquidity needs and regulatory requirements. Consequently there are different investment policies set by individual plan fiduciaries. Although investment policies and risk mitigation strategies may differ among plans, each investment strategy is considered to be appropriate in the context of the specific factors affecting each plan.

In setting new strategic asset mixes, consideration is given to the likelihood that the selected asset mixes will effectively fund the projected pension plan liabilities, while aligning with the risk tolerance of the plans' fiduciaries. The strategic asset mixes for U.S. defined benefit pension plans are increasingly designed to satisfy the competing objectives of improving funded positions (market value of assets equal to or greater than the present value of the liabilities) and mitigating the possibility of a deterioration in funded status.

Derivatives may be used to provide cost effective solutions for rebalancing investment portfolios, increasing or decreasing exposure to various asset classes and for mitigating risks, primarily interest rate, equity and currency risks. Equity and fixed income managers are permitted to utilize derivatives as efficient substitutes for traditional securities. Interest rate derivatives may be used to adjust portfolio duration to align with a plan's targeted investment policy and equity derivatives may be used to protect equity positions from downside market losses. Alternative investment managers are permitted to employ leverage, including through the use of derivatives, which may alter economic exposure.

In December 2017 an investment policy study was completed for the U.S. pension plans. As a result of changes to our capital market assumptions, the weighted-average long-term rate of return on assets increased from 6.2% at December 31, 2016 to 6.6% at December 31, 2017. The expected long-term rate of return on plan assets used in determining pension expense for non-U.S. plans is determined in a similar manner to the U.S. plans.

**Target Allocation Percentages** The following table summarizes the target allocations by asset category for U.S. and non-U.S. defined benefit pension plans:

	December 31, 2017		December 31, 2016	
	U.S.	Non-U.S.	U.S.	Non-U.S.
Equity	15%	18%	15%	21%
Debt	61%	56%	61%	51%
Other(a)	24%	26%	24%	28%
Total	100%	100%	100%	100%

(a) Primarily includes private equity, real estate and absolute return strategies which mainly consist of hedge funds.

**Assets and Fair Value Measurements** The following tables summarize the fair value of U.S. and non-U.S. defined benefit pension plan assets by asset class:

	December 31, 2017				December 31, 2016			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total

**U.S. Pension Plan Assets**

Common and preferred stocks	\$ 8,892	\$ 17	\$ 2	\$ 8,911	\$ 8,288	\$ 35	\$ 3	\$ 8,326
Government and agency debt securities(a)	—	12,116	—	12,116	—	11,374	—	11,374
Corporate and other debt securities	—	26,122	—	26,122	—	25,452	—	25,452
Other investments, net	552	119	395	1,066	486	288	403	1,177
Net plan assets subject to leveling	<u>\$ 9,444</u>	<u>\$38,374</u>	<u>\$ 397</u>	<u>48,215</u>	<u>\$ 8,774</u>	<u>\$37,149</u>	<u>\$ 406</u>	<u>46,329</u>

**Plan assets measured at net asset value**

Investment funds				6,632				6,509
Private equity and debt investments				3,539				4,012
Real estate investments				3,351				3,634
Total plan assets measured at net asset value				13,522				14,155
Other plan assets, net(b)				902				1,138
<b>Net plan assets</b>				<u>\$62,639</u>				<u>\$61,622</u>

	December 31, 2017				December 31, 2016			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Non-U.S. Pension Plan Assets</b>								
Common and preferred stocks	\$ 578	\$ 1	\$ 6	\$ 585	\$ 978	\$ 3	\$ —	\$ 981
Government and agency debt securities(a)	—	3,853	—	3,853	—	3,221	—	3,221
Corporate and other debt securities	—	2,566	—	2,566	—	2,040	3	2,043
Other investments, net	23	149	438	610	37	153	429	619
Net plan assets subject to leveling	<u>\$ 601</u>	<u>\$ 6,569</u>	<u>\$ 444</u>	<u>7,614</u>	<u>\$ 1,015</u>	<u>\$ 5,417</u>	<u>\$ 432</u>	<u>6,864</u>
<b>Plan assets measured at net asset value</b>								
Investment funds				5,346				4,428
Private equity and debt investments				570				546
Real estate investments				1,097				1,092
Total plan assets measured at net asset value				7,013				6,066
Other plan assets (liabilities), net(b)				(132)				(131)
<b>Net plan assets</b>				<u>\$14,495</u>				<u>\$12,799</u>

(a) Includes U.S. and sovereign government and agency issues.

(b) Cash held by the plans, net of amounts receivable/payable for unsettled security transactions and payables for investment manager fees, custody fees and other expenses.

The activity attributable to U.S. and non-U.S. Level 3 defined benefit pension plan investments was insignificant in the years ended December 31, 2017 and 2016.

**Investment Fund Strategies** Investment funds include hedge funds, funds of hedge funds, equity funds and fixed income funds. Hedge funds and funds of hedge funds managers typically seek to achieve their objectives by allocating capital across a broad array of funds and/or investment managers. Equity funds invest in U.S. common and preferred stocks as well as similar equity securities issued by companies incorporated, listed or domiciled in developed and/or emerging market countries. Fixed income funds include investments in high quality funds and, to a lesser extent, high yield funds. High quality fixed income funds invest in government securities, investment-grade corporate bonds and mortgage and asset-backed securities. High yield fixed income funds invest in high yield fixed income securities issued by corporations which are rated below investment grade. Other investment funds also included in this category primarily represent multi-strategy funds that invest in broadly diversified portfolios of equity, fixed income and derivative instruments.



Private equity and debt investments primarily consist of investments in private equity and debt funds. These investments provide exposure to and benefit from long-term equity investments in private companies, including leveraged buy-outs, venture capital and distressed debt strategies.

Real estate investments include funds that invest in entities which are primarily engaged in the ownership, acquisition, development, financing, sale and/or management of income-producing real estate properties, both commercial and residential. These funds typically seek long-term growth of capital and current income that is above average relative to public equity funds.

**Significant Concentrations of Risk** The assets of the pension plans include certain investment funds, private equity and debt investments and real estate investments. Investment managers may be unable to quickly sell or redeem some or all of these investments at an amount close or equal to fair value in order to meet a plan's liquidity requirements or to respond to specific events such as deterioration in the creditworthiness of any particular issuer or counterparty.

Illiquid investments held by the plans are generally long-term investments that complement the long-term nature of pension obligations and are not used to fund benefit payments when currently due. Plan management monitors liquidity risk on an ongoing basis and has procedures in place that are designed to maintain flexibility in addressing plan-specific, broader industry and market liquidity events.

The pension plans may invest in financial instruments denominated in foreign currencies and may be exposed to risks that the foreign currency exchange rates might change in a manner that has an adverse effect on the value of the foreign currency denominated assets or liabilities. Forward currency contracts may be used to manage and mitigate foreign currency risk.

The pension plans may invest in debt securities for which any change in the relevant interest rates for particular securities might result in an investment manager being unable to secure similar returns upon the maturity or the sale of securities. In addition changes to prevailing interest rates or changes in expectations of future interest rates might result in an increase or decrease in the fair value of the securities held. Interest rate swaps and other financial derivative instruments may be used to manage interest rate risk.

**Benefit Payments** Benefits for most U.S. pension plans and certain non-U.S. pension plans are paid out of plan assets rather than our Cash and cash equivalents. The following table summarizes net benefit payments expected to be paid in the future, which include assumptions related to estimated future employee service:

	Pension Benefits		Global OPEB Plans
	U.S. Plans	Non-U.S. Plans	
2018	\$ 5,288	\$ 1,458	\$ 379
2019	\$ 5,053	\$ 1,323	\$ 374
2020	\$ 4,895	\$ 1,302	\$ 368
2021	\$ 4,758	\$ 1,276	\$ 365
2022	\$ 4,639	\$ 1,233	\$ 362
2023 - 2027	\$ 21,553	\$ 5,759	\$ 1,817

## Note 17. Commitments and Contingencies

**Litigation-Related Liability and Tax Administrative Matters** In the normal course of our business, we are named from time to time as a defendant in various legal actions, including arbitrations, class actions and other litigation. We identify below the material individual proceedings and investigations in connection with which we believe a material loss is reasonably possible or probable. We accrue for matters when we believe that losses are probable and can be reasonably estimated. At December 31, 2017 and 2016, accruals were \$930 million and \$1.2 billion and were recorded in Accrued liabilities and Other liabilities. In many proceedings, it is inherently difficult to determine whether any loss is probable or even reasonably possible or to estimate the size or range of the possible loss. Accordingly an adverse outcome from such proceedings could exceed the amounts accrued by an amount that could be material to our results of operations or cash flows in any particular reporting period.

***Proceedings Related to Ignition Switch Recall and Other Recalls*** In 2014 we announced various recalls relating to safety and other matters. Those recalls included recalls to repair ignition switches that could under certain circumstances unintentionally move from the “run” position to the “accessory” or “off” position with a corresponding loss of power, which could in turn prevent airbags from deploying in the event of a crash.

***Economic-Loss Claims*** We are aware of over 100 putative class actions pending against GM in various courts in the U.S. and Canada alleging that consumers who purchased or leased vehicles manufactured by GM or Motors Liquidation Company (formerly known as General Motors Corporation) had been economically harmed by one or more of the 2014 recalls and/or the underlying vehicle conditions associated with those recalls (economic-loss cases). In general, these economic-loss cases seek recovery for purported compensatory damages, such as alleged benefit-of-the-bargain damages or damages related to alleged diminution in value of the vehicles, as well as punitive damages, injunctive relief and other relief. There is also a civil action brought by the Arizona Attorney General relating to the 2014 recalls that seeks civil penalties and injunctive relief for alleged violations of state laws.

Many of the pending economic-loss claims have been transferred to, and consolidated in, a single federal court, the Southern District. These plaintiffs have asserted economic-loss claims under federal and state laws, including claims relating to recalled vehicles manufactured by GM and claims asserting successor liability relating to certain recalled vehicles manufactured by Motors Liquidation Company. The Southern District has dismissed various of these claims, including claims under the Racketeer Influenced and Corrupt Organization Act, claims for recovery for alleged reduction in the value of their vehicles due to damage to GM’s reputation and brand as a result of the ignition switch matter, and claims of plaintiffs who purchased a vehicle before GM came into existence in July 2009. The Southern District also dismissed certain state law claims at issue.

In August 2017 the Southern District granted our motion to dismiss the successor liability claims of plaintiffs in seven of the sixteen states at issue on the motion and called for additional briefing to decide whether Plaintiffs’ claims can proceed in the other nine states. In December 2017 the Southern District granted GM’s motion and dismissed successor liability claims of plaintiffs in an additional state, but found that there are genuine issues of material fact that prevent summary judgment for GM in eight other states. In January 2018, GM moved for reconsideration of certain portions of the Southern District’s summary judgment ruling.

***Personal Injury Claims*** We also are aware of several hundred actions pending in various courts in the U.S. and Canada alleging injury or death as a result of defects that may be the subject of the 2014 recalls (personal injury cases). In general, these cases seek recovery for purported compensatory damages, punitive damages and other relief. Since 2016, several bellwether trials of personal injury cases have taken place in the Southern District and in a Texas state court, which is administering a Texas state multi-district litigation. None of these trials resulted in a finding of liability against GM.

*Appellate Litigation Regarding Successor Liability Ignition Switch Claims* In 2015 the Bankruptcy Court issued a decision precluding claims against us based upon pre-sale accidents, claims based upon the acts or conduct by Motors Liquidation Company and claims asserting successor liability for obligations owed by Motors Liquidation Company (successor liability claims), except for claims asserting liabilities that had been expressly assumed by us in the Amended and Restated Master Sale and Purchase Agreement, and certain claims arising solely out of our own independent post-sale acts.

In 2016 the United States Court of Appeals for the Second Circuit (Second Circuit) held that the Bankruptcy Court's 2009 order approving the sale of substantially all of the assets of Motors Liquidation Company to GM free and clear of, among other things, successor liability claims could not be enforced to bar claims against GM asserted by either plaintiffs who purchased used vehicles after the sale or against purchasers who asserted claims relating to the ignition switch defect, including pre-sale personal injury claims and economic-loss claims. In 2017, the United States Supreme Court denied our petition for certiorari. Certain of these pre-sale claims were resolved through GM's Compensation Program. Plaintiffs asserting pre-sale claims related to the ignition switch defect that were not resolved by the Compensation Program must still establish their right to assert successor liability claims and demonstrate that their claims have merit.

*Contingently Issuable Shares* Under the Amended and Restated Master Sale and Purchase Agreement between us and Motors Liquidation Company we may be obligated to issue Adjustment Shares of our common stock in the event that allowed general unsecured claims against the GUC Trust, as estimated by the Bankruptcy Court, exceed \$35.0 billion. The maximum number of shares issuable is 30 million shares (subject to adjustment to take into account stock dividends, stock splits and other transactions). At December 31, 2017, the Bankruptcy Court estimated that allowed general unsecured claims were approximately \$31.9 billion. In August 2017, a group of plaintiffs' attorneys alleged that they had entered into an agreement to settle "late claims" against the GUC Trust (i.e., claims filed after the deadline established by the Bankruptcy Court). Although the Bankruptcy Court ruled in January 2018 that the alleged agreement was not binding or enforceable, litigation continues over whether late claims can be asserted against the GUC Trust. If such late claims are allowed by the Bankruptcy Court and if such late claims are allowed in certain aggregate amounts sought by plaintiffs, then GM may be required to issue Adjustment Shares to the GUC Trust. We are currently unable to estimate any reasonably possible loss or range of loss that may result from this matter.

*Securities and Derivative Matters* In a putative shareholder class action filed in the United States District Court for the Eastern District of Michigan (Eastern District) on behalf of purchasers of our common stock from November 17, 2010 to July 24, 2014, the lead plaintiff alleged that GM and several current and former officers and employees made material misstatements and omissions relating to problems with the ignition switch and other matters in SEC filings and other public statements. In 2016 the Eastern District entered a judgment approving a class-wide settlement of the class action for \$300 million. One shareholder filed an appeal of the decision approving the settlement. The United States Court of Appeals for the Sixth Circuit affirmed the judgment approving the settlement in November 2017. The objector subsequently filed petitions for rehearing and for en banc review before the entire Sixth Circuit. Both of those petitions remain pending.

Three shareholder derivative actions against certain current and former GM directors and officers are pending in the Eastern District. In two of those actions, the Eastern District has stayed GM's deadline to respond pending the decision of the Delaware Supreme Court in an unrelated case concerning a potentially dispositive legal issue. The court is still considering a motion to dismiss in the other action. Two derivative actions filed in the Circuit Court of Wayne County, Michigan, which have been consolidated, are also stayed pending disposition of the federal derivative actions.

*Government Matters* In connection with the 2014 recalls, we have from time to time received subpoenas and other requests for information related to investigations by agencies or other representatives of U.S. federal, state and the Canadian governments. Various governmental actions were conclusively resolved in 2017, including an investigation by the SEC, the investigations into consumer protection claims by 49 state attorneys general and the litigation initiated by the Orange County District Attorney. GM is cooperating with all reasonable pending requests for information. Any existing governmental matters or investigations could in the future result in the imposition of damages, fines, civil consent orders, civil and criminal penalties or other remedies.

*Deferred Prosecution Agreement* In September 2015, GM entered into the DPA with the U.S. Attorney's Office regarding its investigation of the events leading up to certain recalls regarding faulty ignition switches.

Under the DPA we consented to the filing of the Information in the Southern District charging GM with a scheme to conceal material facts from a government regulator, in violation of Title 18, United States Code, Section 1001, and wire fraud, in violation of Title 18, United States Code, Section 1343. We have pled not guilty to the charges alleged in the Information. Pursuant to the DPA we paid the United States \$900 million as a financial penalty.

Pursuant to the DPA, the U.S. Attorney's Office agreed to recommend to the Southern District that prosecution of GM on the Information be deferred for three years. The U.S. Attorney's Office also agreed that if we are in compliance with all of our obligations under the DPA, the U.S. Attorney's Office will, within 30 days after the expiration of the period of deferral (including any extensions thereto), seek dismissal with prejudice of the Information. The DPA further provides that, in the event the U.S. Attorney's Office determines during the period of deferral of prosecution (or any extensions thereof) that we have violated any provision of the DPA, the U.S. Attorney's Office may in its discretion either prosecute GM on the charges alleged in the Information or impose an extension of the period of deferral of prosecution of up to one additional year, but in no event will the total term of the deferral-of-prosecution period under the DPA exceed four years.

In the DPA, we also agreed to retain the Monitor for a period of three years to review and assess our policies, practices or procedures related to statements about motor vehicle safety, the provision of information to those responsible for recall decisions, recall processes and addressing known defects in certified pre-owned vehicles. The U.S. Attorney's Office has the authority to lengthen the Monitor's term up to one year if the U.S. Attorney's Office determines that GM has violated the DPA. Likewise, the U.S. Attorney's Office may shorten the Monitor's term if the U.S. Attorney's Office determines that a monitor is no longer necessary. GM is required to pay the compensation and expenses of the Monitor and of the persons hired under his authority. The Monitor commenced his term in November 2015.

The total amount accrued for the 2014 recalls at December 31, 2017 reflects amounts for a combination of settled but unpaid matters, and for the remaining unsettled investigations, claims and/or lawsuits relating to the ignition switch recalls and other related recalls to the extent that such matters are probable and can be reasonably estimated. The amounts accrued for those unsettled investigations, claims, and/or lawsuits represent a combination of our best single point estimates where determinable and, where no such single point estimate is determinable, our estimate of the low end of the range of probable loss with regard to such matters, if that is determinable. We believe it is probable that we will incur additional liabilities beyond what has already been accrued for at least a portion of the remaining matters, whether through settlement or judgment; however, we are currently unable to estimate an overall amount or range of loss because these matters involve significant uncertainties, including the legal theory or the nature of the investigations, claims and/or lawsuits, the complexity of the facts, the lack of documentation available with respect to particular cases or groups of cases, the results of any investigation or litigation and the timing of

resolution of the investigation or litigations, including any appeals. We will continue to consider resolution of pending matters involving ignition switch recalls and other recalls where it makes sense to do so.

***GM Korea Wage Litigation*** We are party to litigation with current and former hourly employees of GM Korea in the appellate court and Incheon District Court in Incheon, Korea. The group actions, which in the aggregate involve more than 10,000 employees, allege that GM Korea failed to include bonuses and certain allowances in its calculation of Ordinary Wages due under Korean regulations. In 2012 the Seoul High Court (an intermediate level appellate court) affirmed a decision in one of these group actions involving five GM Korea employees which was contrary to GM Korea's position. GM Korea appealed to the Supreme Court of the Republic of Korea (Supreme Court). In 2014 the Supreme Court remanded the case to the Seoul High Court for consideration consistent with earlier Supreme Court precedent holding that while fixed bonuses should be included in the calculation of Ordinary Wages, claims for retroactive application of this rule would be barred under certain circumstances. In 2015, on reconsideration, the Seoul High Court held in GM Korea's favor, after which the plaintiffs appealed to the Supreme Court. In 2014 GM Korea and its labor union agreed to include bonuses and certain allowances in Ordinary Wages retroactive to March 1, 2014. Therefore our accrual related to these group actions was reclassified from a contingent liability to the Pensions liability. We estimate our reasonably possible loss in excess of amounts accrued to be approximately \$592 million at December 31, 2017.

GM Korea is also party to litigation with current and former salaried employees over allegations relating to ordinary wages regulation. In September 2017, the Seoul High Court issued a ruling concerning two salary cases and another salaried worker case.

Among other things, the Seoul High Court held that there was no agreement between GM Korea and its salaried workers regarding whether to include fixed bonuses in the calculation of ordinary wages. As a result, the workers are not barred from filing retroactive wage claims. GM Korea appealed this ruling to the Seoul Supreme Court. At December 31, 2017 we identified a reasonably possible loss for salary cases in excess of the amounts accrued of approximately \$185 million. Both the scope of claims asserted and GM Korea's assessment of any or all of the individual claim elements may change if new information becomes available.

***GM Brazil Indirect Tax Claim*** In March 2017, the Supreme Court of Brazil issued a decision concluding that a certain state value added tax should not be included in the calculation of federal gross receipts taxes. The decision reduces GM Brazil's gross receipts tax prospectively and, potentially, retrospectively. The retrospective right to recover is under judicial review. If the Supreme Court of Brazil grants retrospective recovery we estimate potential recoveries of up to \$1.4 billion. However, given the remaining uncertainty regarding the ultimate judicial resolution of this matter, we are unable to assess the likelihood of any favorable outcome at this time. We have not recorded any amounts relating to the retrospective nature of this matter.

***PSA Group Transaction*** Our wholly owned subsidiary (The Seller) has agreed to indemnify PSA Group for certain losses resulting from any inaccuracy of the representations and warranties or breaches of our covenants included in the Agreement and for certain other liabilities including emissions and product liabilities. The Company has entered into a guarantee for the benefit of PSA Group and pursuant to which the Company has agreed to guarantee the Seller's obligation to indemnify PSA Group. Certain of these indemnification obligations are subject to time limitations, thresholds and/or caps as to the amount of required payments. We are currently unable to estimate any reasonably possible overall amounts or range of loss that may result from claims made under these indemnities, if any.

PSA Group has provided a number of working capital and other adjustments under the Agreement and other ancillary agreements, many of which are customary in these types of transactions. We currently believe that post-closing adjustments under the Agreement, if any, would not have a material impact on our results of operations.

***Other Litigation-Related Liability and Tax Administrative Matters*** Various other legal actions, including class actions, governmental investigations, claims and proceedings are pending against us or our related companies or joint ventures, including matters arising out of alleged product defects; employment-related matters; product and workplace safety, vehicle emissions, including CO<sub>2</sub> and nitrogen oxide, fuel economy, and related governmental regulations; product warranties; financial services; dealer, supplier and other contractual relationships; government regulations relating to payments to foreign companies; government regulations relating to competition issues; tax-related matters not subject to the provision of ASC 740, Income Taxes (indirect tax-related matters); product design, manufacture and performance; consumer protection laws; and environmental protection laws, including laws regulating air emissions, water discharges, waste management and environmental remediation.

There are several putative class actions pending against GM in federal courts in the U.S. and in the Provincial Courts in Canada alleging that various vehicles sold including model year 2011-2016 Duramax Diesel Chevrolet Silverado and GMC Sierra vehicles, violate federal and state emission standards. GM also faces a series of additional lawsuits based primarily on allegations in the Duramax suit, including putative shareholder class actions claiming violations of federal securities law. The securities and shareholder demand lawsuits have been voluntarily stayed by the plaintiffs. At this stage of these proceedings, we are unable to provide an evaluation of the likelihood that a loss will be incurred or an estimate of the amounts or range of possible loss.

We believe that appropriate accruals have been established for losses that are probable and can be reasonably estimated. It is possible that the resolution of one or more of these matters could exceed the amounts accrued in an amount that could be material to our results of operations. We also from time to time receive subpoenas and other inquiries or requests for information from agencies or other representatives of U.S. federal, state and foreign governments on a variety of issues.

Indirect tax-related matters are being litigated globally pertaining to value added taxes, customs, duties, sales, property taxes and other non-income tax related tax exposures. The various non-U.S. labor-related matters include claims from current and former employees related to alleged unpaid wage, benefit, severance and other compensation matters. Certain administrative proceedings are indirect tax-related and may require that we deposit funds in escrow or provide an alternative form of security which may range from \$250 million to \$650 million at December 31, 2017. Some of the matters may involve compensatory, punitive or other treble damage claims, environmental remediation programs or sanctions that, if granted, could require us to pay damages or make other expenditures in amounts that could not be reasonably estimated at December 31, 2017. We believe that appropriate accruals have been established for losses that are probable and can be reasonably estimated. For indirect tax-related matters we estimate our reasonably possible loss in excess of amounts accrued to be up to approximately \$1.0 billion at December 31, 2017.

**Takata Matters** In May 2016 NHTSA issued an amended consent order requiring Takata to file DIRs for previously unrecalled front airbag inflators that contain phased-stabilized ammonium nitrate-based propellant without a moisture absorbing desiccant on a multi-year, risk-based schedule through 2019 impacting tens of millions of vehicles produced by numerous automotive manufacturers. NHTSA concluded that the likely root cause of the rupturing of the airbag inflators is a function of time, temperature cycling and environmental moisture.

Although we do not believe there is a safety defect at this time in any unrecalled GM vehicles within scope of the Takata DIRs, in cooperation with NHTSA we filed Preliminary DIRs on May 27, 2016, updated as of June 13, 2016, covering 2.5 million of certain of our GMT900 vehicles, which are full-size pick-up trucks and SUVs. On November 15, 2016 we filed a petition for inconsequentiality and request for deferral of determination regarding those GMT900 vehicles. On November 28, 2016 NHTSA granted GM's deferral request in connection with this petition. The deferral provided GM until August 31, 2017 to present evidence and analysis that our vehicles do not pose an unreasonable risk to motor vehicle safety.

We filed a second set of Preliminary DIRs for certain GMT900 vehicles on January 10, 2017. These January 2017 DIRs are consistent with GM's May 2016 DIRs. On the same day, we also filed a second petition for inconsequentiality and deferral of decision with respect to the vehicles subject to our January 2017 DIRs. On January 18, 2017, NHTSA consolidated our first and second petitions for inconsequentiality and will rule on both at the same time.

On August 25, 2017, we filed a supplemental brief in support of our petitions that provided NHTSA with the results of our long-term study and testing and the basis for our determination that the inflators in these vehicles do not present an unreasonable risk to safety and that no repair should ultimately be required. In our brief, we requested that NHTSA grant our petitions or, in the alternative, grant an additional deferral period to provide time for further testing.

We filed a third set of Preliminary DIRs for certain GMT900 vehicles on January 9, 2018. These January 2018 DIRs are consistent with GM's May 2016 DIRs and January 2017 DIRs. On the same day, we also filed a third petition for inconsequentiality with respect to the vehicles subject to our January 2018 DIRs.

We believe these vehicles are currently performing as designed and ongoing testing continues to support the belief that the vehicles' unique design and integration mitigates against inflator propellant, degradation and rupture risk. For example, the airbag inflators used in the vehicles are a variant engineered specifically for our vehicles, and include features such as greater venting, unique propellant wafer configurations, and machined steel end caps. The inflators are packaged in the instrument panel in such a way as to minimize exposure to moisture from the climate control system. Also, these vehicles have features that minimize the maximum temperature to which the inflator will be exposed, such as larger interior volumes and standard solar absorbing windshields and side glass.

Accordingly, no warranty provision has been made for any repair associated with our vehicles subject to the Preliminary DIRs and amended consent order. However, in the event we are ultimately obligated to repair the vehicles subject to current or future Takata DIRs under the amended consent order in the U.S., we estimate a reasonably possible impact to GM of approximately \$1.0 billion.

GM is engaged in discussions with regulators outside the U.S. with respect to Takata inflators. There are differences in vehicle and inflator design between the relevant vehicles sold internationally and those sold in the U.S. We continue to gather and analyze evidence about these inflators and to share our findings with regulators. We were required to recall certain vehicles sold outside of the U.S. in the three months ended September 30, 2017 to replace Takata inflators in these vehicles. Additional recalls, if any, could be material to our results of operations and cash flows. We continue to monitor the international situation.

Through January 30, 2018 we are aware of one putative class action pending against GM in federal court in the U.S., one putative class action in Mexico and three putative class actions pending in various Provincial Courts in Canada arising out of allegations that airbag inflators manufactured by Takata are defective. At this early stage of

these proceedings, we are unable to provide an evaluation of the likelihood that a loss will be incurred or an estimate of the amounts or range of possible loss. On August 16, 2017, the bankruptcy court hearing the Takata bankruptcy entered an order staying all Takata related litigation against automotive manufacturers, including GM, through February 2018.

**Product Liability** With respect to product liability claims (other than claims relating to the ignition switch recalls discussed above) involving our and General Motors Corporation products, we believe that any judgment against us for actual damages will be adequately covered by our recorded accruals and, where applicable, excess liability insurance coverage. In addition we indemnify dealers for certain product liability related claims including products sold by General Motors Corporation's dealers. At December 31, 2017 and 2016 liabilities of \$595 million and \$656 million were recorded in Accrued liabilities and Other liabilities for the expected cost of all known product liability claims plus an estimate of the expected cost for product liability claims that have already been incurred and are expected to be filed in the future for which we are self-insured. It is reasonably possible that our accruals for product liability claims may increase in future periods in material amounts, although we cannot estimate a reasonable range of incremental loss based on currently available information.

**Guarantees** We enter into indemnification agreements for liability claims involving products manufactured primarily by certain joint ventures. We also provide vehicle repurchase guarantees and payment guarantees on commercial loans outstanding with third parties such as dealers. These guarantees terminate in years ranging from 2018 to 2032 or upon the occurrence of specific events or are ongoing. We believe that the related potential costs incurred are adequately covered and our recorded accruals are insignificant. The maximum liability, calculated as future undiscounted payments, was \$5.1 billion and \$4.3 billion for these guarantees at December 31, 2017 and 2016, the majority of which relate to the indemnification agreements.

In some instances certain assets of the party whose debt or performance we have guaranteed may offset, to some degree, the amount of certain guarantees. Our payables to the party whose debt or performance we have guaranteed may also reduce the amount of certain guarantees. If vehicles are required to be repurchased under vehicle repurchase obligations, the total exposure would be reduced to the extent vehicles are able to be resold to another dealer.

We periodically enter into agreements that incorporate indemnification provisions in the normal course of business. It is not possible to estimate our maximum exposure under these indemnifications or guarantees due to the conditional nature of these obligations. Insignificant amounts have been recorded for such obligations as the majority of them are not probable or estimable at this time and the fair value of the guarantees at issuance was insignificant.

**Credit Cards** Credit card programs offer rebates that can be applied primarily against the purchase or lease of our vehicles. At December 31, 2017 and 2016 our redemption liability was insignificant, our deferred revenue was \$283 million and \$286 million, and qualified cardholders had rebates available, net of deferred program revenue, of \$1.5 billion and \$1.9 billion. Our redemption liability and deferred revenue are recorded in Accrued liabilities and Other liabilities.

**Noncancelable Operating Leases** The following table summarizes our minimum commitments under noncancelable operating leases having initial terms in excess of one year, primarily for property:

	2018	2019	2020	2021	2022	Thereafter
Minimum commitments(a)	\$ 284	\$ 268	\$ 222	\$ 189	\$ 123	\$ 372



Sublease income	(62)	(63)	(50)	(43)	(38)	(166)
Net minimum commitments	\$ 222	\$ 205	\$ 172	\$ 146	\$ 85	\$ 206

(a) Certain leases contain escalation clauses and renewal or purchase options.

Rental expense under operating leases was \$284 million, \$270 million and \$317 million in the years ended December 31, 2017, 2016 and 2015.

#### Note 18. Income Taxes

	Years Ended December 31,		
	2017	2016	2015
U.S. income	\$ 8,399	\$ 9,989	\$ 6,994
Non-U.S. income (loss)	1,332	(263)	(816)
Income before income taxes and equity income	\$ 9,731	\$ 9,726	\$ 6,178

	Years Ended December 31,		
	2017	2016	2015
<b>Current income tax expense (benefit)</b>			
U.S. federal	\$ 18	\$ (126)	\$ 5
U.S. state and local	83	65	5
Non-U.S.	552	572	817
Total current income tax expense	653	511	827
<b>Deferred income tax expense (benefit)</b>			
U.S. federal	7,831	1,865	1,735
U.S. state and local	(187)	264	243
Non-U.S.	3,236	99	(4,024)
Total deferred income tax expense (benefit)	10,880	2,228	(2,046)
Total income tax expense (benefit)	\$ 11,533	\$ 2,739	\$ (1,219)

Provisions are made for estimated U.S. and non-U.S. income taxes which may be incurred on the reversal of our basis differences in investments in foreign subsidiaries and corporate joint ventures not deemed to be indefinitely reinvested. Taxes have not been provided on basis differences in investments primarily as a result of earnings in foreign subsidiaries which are deemed indefinitely reinvested of \$2.8 billion and \$2.4 billion at December 31, 2017 and 2016. Additional basis differences related to investments in nonconsolidated China JVs exist of \$4.1 billion at December 31, 2017 and 2016 as a result of fresh-start reporting. Quantification of the deferred tax liability, if any, associated with indefinitely reinvested basis differences is not practicable. The non-U.S. deferred income tax benefit in the year ended December 31, 2015 relates primarily to the release of valuation allowances in Europe.

	Years Ended December 31,		
	2017	2016	2015
Income tax expense at U.S. federal statutory income tax rate	\$ 3,406	\$ 3,404	\$ 2,162
State and local tax expense	(76)	190	173
Non-U.S. income taxed at other than 35%	(145)	(61)	37
U.S. tax on Non-U.S. income	(941)	(894)	(151)
Change in valuation allowances	2,712	237	(3,554)

Change in tax laws	7,194	147	29
Research and manufacturing incentives	(313)	(266)	(367)
Settlements of prior year tax matters	(256)	(46)	—
Realization of basis differences in affiliates	—	(94)	—
Foreign currency remeasurement	23	(2)	209
Financial penalty under the DPA(a)	—	—	315
Other adjustments	(71)	124	(72)
Total income tax expense (benefit)	<u>\$ 11,533</u>	<u>\$ 2,739</u>	<u>\$ (1,219)</u>

(a) Refer to Note 17 for additional information on the DPA.

**Deferred Income Tax Assets and Liabilities** Deferred income tax assets and liabilities at December 31, 2017 and 2016 reflect the effect of temporary differences between amounts of assets, liabilities and equity for financial reporting purposes and the bases of such assets, liabilities and equity as measured based on tax laws, as well as tax loss and tax credit carryforwards. The following table summarizes the components of temporary differences and carryforwards that give rise to deferred tax assets and liabilities:

	<u>December 31, 2017</u>	<u>December 31, 2016</u>
<b>Deferred tax assets</b>		
Postretirement benefits other than pensions	\$ 1,948	\$ 2,720
Pension and other employee benefit plans	3,285	5,141
Warranties, dealer and customer allowances, claims and discounts	5,675	8,074
Property, plant and equipment	—	397
U.S. capitalized research expenditures	4,413	6,127
U.S. operating loss and tax credit carryforwards(a)	8,578	8,987
Non-U.S. operating loss and tax credit carryforwards(b)	5,103	4,406
Miscellaneous	1,697	1,733
Total deferred tax assets before valuation allowances	<u>30,699</u>	<u>37,585</u>
Less: valuation allowances	(6,690)	(3,908)
Total deferred tax assets	<u>24,009</u>	<u>33,677</u>
<b>Deferred tax liabilities</b>		
Property, plant and equipment	418	—
Intangible assets	735	1,027
Total deferred tax liabilities	<u>1,153</u>	<u>1,027</u>
Net deferred tax assets	<u>\$ 22,856</u>	<u>\$ 32,650</u>

(a) At December 31, 2017 U.S. operating loss and tax credit carryforwards of \$8.6 billion expire by 2037 if not utilized.

(b) At December 31, 2017 Non-U.S. operating loss and tax credit carryforwards of \$925 million expire by 2037 if not utilized and the remaining balance of \$4.2 billion may be carried forward indefinitely.

**Valuation Allowances** During the year ended December 31, 2017 there was a \$2.3 billion increase in the valuation allowance related to deferred tax assets that will no longer be realizable as a result of the sale of the Opel/Vauxhall Business as described in Note 3. At December 31, 2017 valuation allowances against deferred tax assets of \$6.7 billion were comprised of cumulative losses and tax credits, primarily in Germany, Spain and South Korea.

At December 31, 2016 valuation allowances against deferred tax assets of \$3.9 billion were comprised of cumulative losses and tax credits, primarily in Spain, South Korea and certain U.S. states.

**Uncertain Tax Positions** The following table summarizes activity of the total amounts of unrecognized tax benefits:

	Years Ended December 31,		
	2017	2016	2015
Beginning balance	\$ 1,182	\$ 1,337	\$ 1,705
Additions to current year tax positions	160	49	53
Additions to prior years' tax positions	448	96	114
Deductions to prior years' tax positions	(195)	(192)	(349)
Deductions in tax positions due to lapse of statutory limitations	(44)	(103)	(119)
Settlements	(11)	(1)	(3)
Other	17	(4)	(64)
Ending balance	<u>\$ 1,557</u>	<u>\$ 1,182</u>	<u>\$ 1,337</u>

At December 31, 2017 and 2016 there were \$390 million and \$682 million of unrecognized tax benefits that if recognized would favorably affect our effective tax rate in the future. In the years ended December 31, 2017, 2016 and 2015 income tax related interest and penalties were insignificant. At December 31, 2017 and 2016 we had liabilities of \$152 million and \$160 million for income tax related interest and penalties.

At December 31, 2017 it is not possible to reasonably estimate the expected change to the total amount of unrecognized tax benefits in the next twelve months.

**Other Matters** Income tax returns are filed in multiple jurisdictions and are subject to examination by taxing authorities throughout the world. We have open tax years from 2007 to 2017 with various significant tax jurisdictions. Tax authorities may have the ability to review and adjust net operating loss or tax credit carryforwards that were generated prior to these periods if utilized in an open tax year. These open years contain matters that could be subject to differing interpretations of applicable tax laws and regulations as they relate to the amount, character, timing or inclusion of revenue and expenses or the sustainability of income tax credits for a given audit cycle. Given the global nature of our operations there is a risk that transfer pricing disputes may arise.

The Tax Cuts and Jobs Act (the Tax Act) was signed into law on December 22, 2017. The Tax Act changed many aspects of U.S. corporate income taxation and included reduction of the corporate income tax rate from 35% to 21%, implementation of a territorial tax system and imposition of a tax on deemed repatriated earnings of foreign subsidiaries. We recognized the tax effects of the Tax Act in the year ended December 31, 2017 and recorded \$7.3 billion in tax expense which relates almost entirely to the remeasurement of deferred tax assets to the 21% tax rate. Upon completion of our 2017 U.S. income tax return in 2018 we may identify additional remeasurement adjustments to our recorded deferred tax assets. We will continue to assess our provision for income taxes as future guidance is issued but do not currently anticipate significant revisions will be necessary. Any such revisions will be treated in accordance with the measurement period guidance outlined in Staff Accounting Bulletin No. 118.

#### **Note 19. Restructuring and Other Initiatives**

We have executed various restructuring and other initiatives and we may execute additional initiatives in the future, if necessary, to streamline manufacturing capacity and other costs to improve the utilization of remaining facilities. To the extent these programs involve voluntary separations, no liabilities are generally recorded until

offers to employees are accepted. If employees are involuntarily terminated, a liability is generally recorded at the communication date. Related charges are recorded in Automotive cost of sales and Automotive selling, general and administrative expense. The following table summarizes the reserves and charges related to restructuring and other initiatives, including postemployment benefit reserves and charges:

	Years Ended December 31,		
	2017	2016	2015
Balance at beginning of period	\$ 268	\$ 383	\$ 627
Additions, interest accretion and other	330	412	545
Payments	(315)	(490)	(360)
Revisions to estimates and effect of foreign currency	(56)	(37)	(429)
Balance at end of period	<u>\$ 227</u>	<u>\$ 268</u>	<u>\$ 383</u>

In the year ended December 31, 2017 restructuring and other initiatives primarily include restructuring actions announced in the three months ended June 30, 2017 in GMI. These actions related primarily to the withdrawal of Chevrolet from the Indian and South African markets at the end of 2017 and the transition of our South Africa manufacturing operations to Isuzu Motors. We intend to continue manufacturing vehicles in India for sale to certain export markets. We recorded charges of \$460 million in GMI primarily consisting of \$297 million of asset impairments, sale incentives, inventory provisions and other charges, not reflected in the table above, and \$163 million of dealer restructurings, employee separations and other contract cancellation costs, which are reflected in the table above. We completed these programs in GMI in 2017.

Other GMI restructuring programs reflected in the table above include separation and other programs in Australia, Korea and India and the withdrawal of the Chevrolet brand from Europe. Collectively, these programs had a total cost of \$892 million since inception in 2013 through the completion of the programs in the year ended December 31, 2017.

In the year ended December 31, 2016 restructuring and other initiatives related primarily to charges of \$240 million in the three months ended March 31, 2016 in GMNA related to the cash severance incentive program to qualified U.S. hourly employees under our 2015 labor agreement with the UAW and insignificant costs for separation and other programs in Australia, Korea and India and the withdrawal of Chevrolet brand from Europe.

In the year ended December 31, 2015 restructuring and other initiatives related primarily to the reversal of the U.S. Supplemental Unemployment Benefit Plan accrual for temporary layoff benefits of \$317 million resulting from a plan amendment in the 2015 UAW Agreement in GMNA and costs incurred of \$324 million related to the separation and other programs in Australia, Korea, Thailand, Indonesia, India and the exit of Russia and the withdrawal of the Chevrolet brand from Europe.

## **Note 20. Stockholders' Equity and Noncontrolling Interests**

**Preferred and Common Stock** We have 2.0 billion shares of preferred stock and 5.0 billion shares of common stock authorized for issuance. At December 31, 2017 and 2016 we had 1.4 billion and 1.5 billion shares of common stock issued and outstanding.

**Common Stock** Holders of our common stock are entitled to dividends at the sole discretion of our Board of Directors. Our dividends declared per common share were \$1.52, \$1.52 and \$1.38 and our total dividends paid on

common stock were \$2.2 billion, \$2.3 billion and \$2.2 billion for the years ended December 31, 2017, 2016 and 2015. Holders of common stock are entitled to one vote per share on all matters submitted to our stockholders for a vote. The liquidation rights of holders of our common stock are secondary to the payment or provision for payment of all our debts and liabilities and to holders of our preferred stock, if any such shares are then outstanding.

In the years ended December 31, 2017, 2016 and 2015 we purchased 120 million, 77 million and 102 million shares of our outstanding common stock for \$4.5 billion, \$2.5 billion and \$3.5 billion as part of the common stock repurchase program announced in March 2015, which our Board of Directors increased and extended in January 2016 and January 2017.

**Warrants** At December 31, 2016 we had 42 million warrants outstanding that we issued in July 2009. The warrants are exercisable at any time prior to July 10, 2019 at an exercise price of \$18.33 per share. We had 22 million warrants outstanding at December 31, 2017.

**GM Financial Preferred Stock** In September 2017 GM Financial issued \$1.0 billion of Fixed-to-Floating Rate Cumulative Perpetual Preferred Stock, Series A, \$0.01 par value, with a liquidation preference of \$1,000 per share. The preferred stock is classified as noncontrolling interests in our consolidated financial statements. Dividends will be paid semi-annually when declared starting March 30, 2018 at a fixed rate of 5.75% or approximately \$58 million annually for the first 10 years after issuance, after which, if the notes have not been redeemed, dividends will be paid based on a floating rate.

The following table summarizes the significant components of Accumulated other comprehensive loss:

	Years Ended December 31,		
	2017	2016	2015
<b>Foreign Currency Translation Adjustments</b>			
Balance at beginning of period	\$ (2,355)	\$ (2,034)	\$ (1,064)
Other comprehensive income (loss) and noncontrolling interests before reclassification adjustment, net of tax(a)(b)	560	(317)	(1,168)
Reclassification adjustment, net of tax(a)(c)	189	(4)	198
Other comprehensive income (loss), net of tax(a)	749	(321)	(970)
Balance at end of period	<u>\$ (1,606)</u>	<u>\$ (2,355)</u>	<u>\$ (2,034)</u>
<b>Defined Benefit Plans</b>			
Balance at beginning of period	\$ (6,968)	\$ (5,999)	\$ (7,006)
Other comprehensive income (loss) and noncontrolling interests before reclassification adjustment(b)	(798)	(1,546)	813
Tax expense (benefit)	(98)	(459)	41
Other comprehensive income (loss) and noncontrolling interests before reclassification adjustment, net of tax(b)	(700)	(1,087)	772
Reclassification adjustment, net of tax(a)(d)	1,270	118	235
Other comprehensive income (loss), net of tax	570	(969)	1,007
Balance at end of period	<u>\$ (6,398)</u>	<u>\$ (6,968)</u>	<u>\$ (5,999)</u>

(a) The income tax effect was insignificant in the years ended December 31, 2017, 2016 and 2015.

(b) The noncontrolling interests are insignificant in the years ended December 31, 2017, 2016 and 2015.

(c) The reclassification adjustment for the year ended December 31, 2015 is related to the exit of Russia and is included in

Automotive cost of sales.

- (d) \$1.2 billion is included in the loss on sale of the Opel/Vauxhall Business in the year ended December 31, 2017. An insignificant amount is included in the computation of periodic pension and OPEB (income) expense in the years ended December 31, 2017, 2016 and 2015.

## Note 21. Earnings Per Share

Basic and diluted earnings (loss) per share are computed by dividing Net income (loss) attributable to common stockholders by the weighted-average common shares outstanding in the period. Diluted earnings (loss) per share is computed by giving effect to all potentially dilutive securities that are outstanding.

	Years Ended December 31,		
	2017	2016	2015
<b>Basic earnings per share</b>			
Income from continuing operations(a)	\$ 348	\$ 9,428	\$ 9,662
Less: cumulative dividends on GM Financial preferred stock	(16)	—	—
Income from continuing operations attributable to common stockholders	332	9,428	9,662
Income (loss) from discontinued operations, net of tax	(4,212)	(1)	25
Net income (loss) attributable to common stockholders	<u>\$ (3,880)</u>	<u>\$ 9,427</u>	<u>\$ 9,687</u>
Weighted-average common shares outstanding	1,465	1,540	1,586
Basic earnings per common share – continuing operations	\$ 0.23	\$ 6.12	\$ 6.09
Basic earnings (loss) per common share – discontinued operations	\$ (2.88)	\$ —	\$ 0.02
Basic earnings (loss) per common share	\$ (2.65)	\$ 6.12	\$ 6.11
<b>Diluted earnings per share</b>			
Income from continuing operations attributable to common stockholders – diluted(a)	\$ 332	\$ 9,428	\$ 9,661
Income (loss) from discontinued operations, net of tax – diluted	\$ (4,212)	\$ (1)	\$ 25
Net income (loss) attributable to common stockholders – diluted	<u>\$ (3,880)</u>	<u>\$ 9,427</u>	<u>\$ 9,686</u>
Weighted-average common shares outstanding – basic	1,465	1,540	1,586
Dilutive effect of warrants and awards under stock incentive plans	27	30	54
Weighted-average common shares outstanding – diluted	<u>1,492</u>	<u>1,570</u>	<u>1,640</u>
Diluted earnings per common share – continuing operations	\$ 0.22	\$ 6.00	\$ 5.89
Diluted earnings (loss) per common share – discontinued operations	\$ (2.82)	\$ —	\$ 0.02
Diluted earnings (loss) per common share	\$ (2.60)	\$ 6.00	\$ 5.91
Potentially dilutive securities(b)	—	—	72

(a) Net of Net (income) loss attributable to noncontrolling interests.

(b) Potentially dilutive securities attributable to outstanding warrants and stock options were excluded from the computation of diluted EPS because the securities would have had an antidilutive effect.

## Note 22. Stock Incentive Plans

We grant to certain employees RSUs, RSAs, PSUs and stock options (collectively, stock incentive awards) under our 2016 Equity Incentive Plan and 2017 Long-Term Incentive Plan (LTIP) and prior to the 2017 LTIP, under our 2014 and 2009 LTIPs. The 2017 LTIP was approved by stockholders in June 2017 and replaced the 2014 LTIP. Shares awarded under the plans are subject to forfeiture if the participant leaves the company for reasons other than those permitted under the plans such as retirement, death or disability.

RSU awards granted either cliff vest or ratably vest generally over a three-year service period, as defined in the terms of each award. PSU awards vest at the end of a three-year performance period, based on performance criteria determined by the Executive Compensation Committee of the Board of Directors at the time of award. The number of shares earned may equal, exceed or be less than the targeted number of shares depending on whether the performance criteria are met, surpassed or not met. Stock options expire 10 years from the grant date. Our performance-based stock options vest ratably over 55 months based on the performance of our common stock relative to that of a specified peer group. Our service-based stock options vest ratably over 19 months to three years.

In connection with our acquisition described in Note 10, RSAs and PSUs were granted. The RSAs vest ratably, generally over a three-year service period. The PSUs are contingent upon achievement of specific technology and commercialization milestones.

### *Stock Incentive Awards*

	Stock Incentive Awards(a)		
	Shares	Weighted-Average Grant Date Fair Value	Weighted-Average Remaining Contractual Term in Years
Units outstanding at January 1, 2017	55.1	\$ 19.77	2.5
Granted	16.7	\$ 26.75	
Settled	(16.3)	\$ 24.65	
Forfeited or expired	(2.6)	\$ 26.67	
Units outstanding at December 31, 2017	52.9	\$ 21.75	2.0

(a) Includes the target amount of PSUs.

Our weighted-average assumptions used to value our stock options are a dividend yield of 4.43% and 4.60%, expected volatility of 25.0% and 26.1%, a risk-free interest rate of 1.97% and 2.00%, and an expected option life of 5.84 and 6.59 years for options issued during the years ended December 31, 2017 and 2015. There were no stock options issued during the year ended December 31, 2016.

Total compensation expense related to the above awards was \$585 million, \$627 million and \$422 million in the years ended December 31, 2017, 2016 and 2015.

At December 31, 2017 the total unrecognized compensation expense for nonvested equity awards granted was \$278 million. This expense is expected to be recorded over a weighted-average period of 1.7 years. The total fair value of stock incentive awards vested was \$421 million, \$325 million and \$228 million in the years ended December 31, 2017, 2016 and 2015.

### **Note 23. Supplementary Quarterly Financial Information (Unaudited)**

The following tables summarize supplementary quarterly financial information:

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
<b>2017</b>				
Total net sales and revenue	\$ 37,266	\$ 36,984	\$ 33,623	\$ 37,715
Automotive gross margin	\$ 5,081	\$ 4,786	\$ 3,955	\$ 4,758

Income (loss) from continuing operations	\$ 2,686	\$ 2,433	\$ 114	\$ (4,903)
(Loss) from discontinued operations, net of tax	\$ (69)	\$ (770)	\$ (3,096)	\$ (277)
Net income (loss) attributable to stockholders	\$ 2,608	\$ 1,660	\$ (2,981)	\$ (5,151)
Basic earnings (loss) per common share – continuing operations	\$ 1.78	\$ 1.62	\$ 0.08	\$ (3.46)
Basic (loss) per common share – discontinued operations	\$ (0.05)	\$ (0.51)	\$ (2.14)	\$ (0.19)
Diluted earnings (loss) per common share – continuing operations	\$ 1.75	\$ 1.60	\$ 0.08	\$ (3.46)
Diluted (loss) per common share – discontinued operations	\$ (0.05)	\$ (0.51)	\$ (2.11)	\$ (0.19)

In the three months ended June 30, 2017, September 30, 2017 and December 31, 2017, we collectively recorded a total charge of \$6.2 billion as a result of the sale of the European Business, of which \$3.9 billion is recorded in Income (loss) from discontinued operations, net of tax, and \$2.3 billion is related to Income tax expense. In the three months ended December 31, 2017, the Company recorded a \$7.3 billion tax expense related to the U.S. tax reform legislation.

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>
<b>2016</b>				
Total net sales and revenue	\$ 33,016	\$ 37,383	\$ 38,889	\$ 39,896
Automotive gross margin	\$ 4,405	\$ 5,305	\$ 5,391	\$ 4,605
Income from continuing operations	\$ 1,923	\$ 2,744	\$ 2,707	\$ 1,895
Income (loss) from discontinued operations, net of tax	\$ 8	\$ 106	\$ 5	\$ (120)
Net income attributable to stockholders	\$ 1,953	\$ 2,866	\$ 2,773	\$ 1,835
Basic earnings per common share – continuing operations	\$ 1.25	\$ 1.78	\$ 1.79	\$ 1.29
Basic earnings (loss) per common share – discontinued operations	\$ 0.01	\$ 0.07	\$ —	\$ (0.08)
Diluted earnings per common share – continuing operations	\$ 1.23	\$ 1.74	\$ 1.76	\$ 1.27
Diluted earnings (loss) per common share – discontinued operations	\$ 0.01	\$ 0.07	\$ —	\$ (0.08)

#### Note 24. Segment Reporting

We report segment information consistent with the way the chief operating decision maker evaluates the operating results and performance of the Company. During the three months ended December 31, 2017, we changed our automotive segments as a result of changes in our organizational structure and the evolution of our business resulting from the sale of the Opel/Vauxhall Business and the various strategic actions taken in the GMIO region. As a result, our GMSA and GMIO operating segments are now reported as one, combined reportable international segment, GMI. Our GMNA and GM Financial segments were not impacted. All periods presented have been recast to reflect the changes.

We analyze the results of our business through the following segments: GMNA, GMI and GM Financial. As discussed in Note 3, the European Business is presented as discontinued operations and is excluded from our segment results for all periods presented. The European Business was previously reported as our GME segment and part of GM Financial. The chief operating decision maker evaluates the operating results and performance of our automotive segments through earnings before interest and income taxes-adjusted, which is presented net of noncontrolling interests. The chief operating decision maker evaluates GM Financial through earnings before income taxes-adjusted because interest income and interest expense are part of operating results when assessing and measuring the operational and financial performance of the segment. Each segment has a manager responsible for executing our strategic initiatives. Our automotive manufacturing operations are integrated within the segments,



benefit from broad-based trade agreements and are subject to regulatory requirements. While not all vehicles within a segment are individually profitable on a fully allocated cost basis, those vehicles attract customers to dealer showrooms and help maintain sales volumes for other, more profitable vehicles and contribute towards meeting required fuel efficiency standards. As a result of these and other factors, we do not manage our business on an individual brand or vehicle basis.

Substantially all of the cars, trucks, crossovers and automobile parts produced are marketed through retail dealers in North America and through distributors and dealers outside of North America, the substantial majority of which are independently owned. In addition to the products sold to dealers for consumer retail sales, cars, trucks and crossovers are also sold to fleet customers, including daily rental car companies, commercial fleet customers, leasing companies and governments. Fleet sales are completed through the dealer network and in some cases directly with fleet customers. Retail and fleet customers can obtain a wide range of after-sale vehicle services and products through the dealer network, such as maintenance, light repairs, collision repairs, vehicle accessories and extended service warranties.

GMNA meets the demands of customers in North America with vehicles developed, manufactured and/or marketed under the Buick, Cadillac, Chevrolet and GMC brands. GMI primarily meets the demands of customers outside North America with vehicles developed, manufactured and/or marketed under the Buick, Cadillac, Chevrolet, GMC, and Holden brands. We also have equity ownership stakes in entities that meet the demands of customers in other countries, primarily China, with vehicles developed, manufactured and/or marketed under the Baojun, Buick, Cadillac, Chevrolet, Jiefang and Wuling brands.

**GENERAL MOTORS COMPANY AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

Our automotive operations' interest income and interest expense, Maven, legacy costs from the Opel/Vauxhall Business (primarily pension costs), corporate expenditures including autonomous vehicle-related engineering and other costs and certain nonsegment specific revenues and expenses are recorded centrally in Corporate. Corporate assets consist primarily of cash and cash equivalents, marketable securities, our investment in Lyft, goodwill, intangibles, Maven vehicles and intercompany balances. Retained net underfunded pension liabilities related to the European Business are also recorded in Corporate. All intersegment balances and transactions have been eliminated in consolidation.

The following tables summarize key financial information by segment:

	At and For the Year Ended December 31, 2017							
	GMNA	GMI	Corporate	Eliminations	Total Automotive	GM Financial	Eliminations	Total
Net sales and revenue	\$ 111,345	\$ 21,920	\$ 342		\$ 133,607	\$ 12,151	\$ (170)	\$ 145,588
Earnings (loss) before interest and taxes-adjusted	\$ 11,889	\$ 1,300	\$ (1,534)		\$ 11,655	\$ 1,196	\$ (7)	\$ 12,844
Adjustments(a)	\$ —	\$ (540)	\$ (114)		\$ (654)	\$ —	\$ —	\$ (654)

Automotive interest income										266						
Automotive interest expense										(575)						
Net (loss) attributable to noncontrolling interests										(18)						
Income before income taxes										11,863						
Income tax expense										(11,533)						
Income from continuing operations										330						
Losses from discontinued operations, net of tax										(4,212)						
Net loss attributable to noncontrolling interests										18						
Net loss attributable to stockholders										<u>\$ (3,864)</u>						
Equity in net assets of nonconsolidated affiliates	\$	68	\$	7,818	\$	—	\$	—	\$	7,886	\$	1,187	\$	—	\$	9,073
Total assets	\$	99,846	\$	27,712	\$	31,267	\$	(42,750)	\$	116,075	\$	97,251	\$	(844)	\$	212,482
Expenditures for property	\$	7,704	\$	607	\$	48	\$	—	\$	8,359	\$	94	\$	—	\$	8,453
Depreciation and amortization	\$	4,654	\$	708	\$	33	\$	(1)	\$	5,394	\$	6,573	\$	—	\$	11,967
Impairment charges	\$	78	\$	211	\$	5	\$	—	\$	294	\$	—	\$	—	\$	294
Equity income	\$	8	\$	1,951	\$	—	\$	—	\$	1,959	\$	173	\$	—	\$	2,132

(a) Consists of charges of \$460 million related to restructuring actions in India and South Africa in GMI; charges of \$80 million associated with the deconsolidation of Venezuela in GMI and charges of \$114 million for legal related matters related to the ignition switch recall in Corporate.

## GENERAL MOTORS COMPANY AND SUBSIDIARIES

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

At and For the Year Ended December 31, 2016

	GMNA	GMI	Corporate	Eliminations	Total Automotive	GM Financial	Eliminations	Total								
Net sales and revenue	\$ 119,113	\$ 20,943	\$ 149		\$ 140,205	\$ 8,983	\$ (4)	\$ 149,184								
Earnings (loss) before interest and taxes-adjusted	\$ 12,388	\$ 767	\$ (1,073)		\$ 12,082	\$ 763	\$ 3	\$ 12,848								
Adjustments(a)	\$ —	\$ —	\$ (300)		\$ (300)	\$ —	\$ —	\$ (300)								
Automotive interest income								182								
Automotive interest expense								(563)								
Net (loss) attributable to noncontrolling interests								(159)								
Income before income taxes								12,008								
Income tax expense								(2,739)								
Income from continuing operations								9,269								
Losses from discontinued operations, net of tax								(1)								
Net loss attributable to noncontrolling interests								159								
Net income attributable to stockholders								<u>\$ 9,427</u>								
Equity in net assets of nonconsolidated affiliates	\$	74	\$	7,978	\$	—	\$	—	\$	8,052	\$	944	\$	—	\$	8,996
Total assets(b)	\$	103,879	\$	27,273	\$	39,042	\$	(35,139)	\$	135,055	\$	87,947	\$	(1,312)	\$	221,690
Expenditures for property	\$	7,338	\$	943	\$	12	\$	(2)	\$	8,291	\$	93	\$	—	\$	8,384
Depreciation and amortization	\$	4,292	\$	702	\$	19	\$	(5)	\$	5,008	\$	4,678	\$	—	\$	9,686
Impairment charges	\$	65	\$	68	\$	—	\$	—	\$	133	\$	—	\$	—	\$	133
Equity income	\$	159	\$	1,971	\$	—	\$	—	\$	2,130	\$	152	\$	—	\$	2,282

- (a) Consists of a net charge of \$300 million for legal related matters related to the ignition switch recall.  
(b) Assets in Corporate and GM Financial include assets classified as held for sale.

At and For the Year Ended December 31, 2015								
	GMNA	GMI	Corporate	Eliminations	Total Automotive	GM Financial	Eliminations	Total
Net sales and revenue	\$ 106,744	\$ 22,970	\$ 150		\$ 129,864	\$ 5,867	\$ (6)	\$ 135,725
Earnings (loss) before interest and taxes-adjusted	\$ 11,354	\$ 665	\$ (1,248)		\$ 10,771	\$ 679	\$ (1)	\$ 11,449
Adjustments(a)	\$ 47	\$ (1,461)	\$ (1,785)		\$ (3,199)	\$ —	\$ —	\$ (3,199)
Automotive interest income								167
Automotive interest expense								(423)
Gain on extinguishment of debt								449
Net (loss) attributable to noncontrolling interests								(72)
Income before income taxes								8,371
Income tax benefit								1,219
Income from continuing operations								9,590
Income from discontinued operations, net of tax								25
Net loss attributable to noncontrolling interests								72
Net income attributable to stockholders								\$ 9,687
Equity in net assets of nonconsolidated affiliates	\$ 94	\$ 8,115	\$ —	\$ —	\$ 8,209	\$ 986	\$ —	\$ 9,195
Total assets(b)	\$ 92,651	\$ 27,351	\$ 31,335	\$ (21,916)	\$ 129,421	\$ 66,081	\$ (1,164)	\$ 194,338
Expenditures for property	\$ 5,697	\$ 982	\$ 66	\$ (5)	\$ 6,740	\$ 73	\$ —	\$ 6,813
Depreciation and amortization	\$ 3,755	\$ 707	\$ 16	\$ (3)	\$ 4,475	\$ 2,278	\$ —	\$ 6,753
Impairment charges	\$ 370	\$ 364	\$ —	\$ —	\$ 734	\$ —	\$ —	\$ 734
Equity income	\$ 20	\$ 2,057	\$ —	\$ —	\$ 2,077	\$ 116	\$ —	\$ 2,193

- (a) Consists primarily of costs related to the Russia exit of \$438 million in GMI, which is net of noncontrolling interests; asset impairment charges of \$297 million related to our Thailand subsidiaries in GMI; Venezuela currency devaluation and asset impairment charges of \$720 million in GMI; charges related to the ignition switch recall including the Compensation Program of \$195 million and various settlements and legal related matters of approximately \$1.6 billion in Corporate; and other of \$41 million.  
(b) Assets in Corporate and GM Financial include assets classified as held for sale.

Automotive revenue is attributed to geographic areas based on the country of sale. GM Financial revenue is attributed to the geographic area where the financing is originated. The following table summarizes information concerning principal geographic areas:

At and For the Years Ended December 31,						
	2017		2016		2015	
	Net Sales and Revenue	Long-Lived Assets	Net Sales and Revenue	Long-Lived Assets	Net Sales and Revenue	Long-Lived Assets
Automotive						
U.S.	\$ 100,674	\$ 24,473	\$ 110,661	\$ 22,241	\$ 100,082	\$ 21,091
Non-U.S.	32,775	12,715	29,544	11,258	29,782	9,649
GM Financial						
U.S.	10,489	40,674	7,462	32,506	4,357	18,501
Non-U.S.	1,650	2,467	1,517	2,050	1,504	1,749
Total consolidated	\$ 145,588	\$ 80,329	\$ 149,184	\$ 68,055	\$ 135,725	\$ 50,990

No individual country other than the U.S. represented more than 10% of our total Net sales and revenue or Long-lived assets.

**Note 25. Supplemental Information for the Consolidated Statements of Cash Flows**

The following table summarizes the sources (uses) of cash provided by Change in other operating assets and liabilities and Cash paid for income taxes and interest:

	Years Ended December 31,		
	2017	2016	2015
Accounts receivable	\$ 1,402	\$ (1,249)	\$ (16)
Wholesale receivables funded by GM Financial, net	(2,099)	(2,184)	(820)
Inventories	440	(75)	(1,209)
Automotive equipment on operating leases	(263)	785	520
Change in other assets	108	(939)	(572)
Accounts payable	(362)	3,195	1,658
Income taxes payable	(3)	(162)	88
accrued and other liabilities	(2,238)	1,209	(857)
<b>Total</b>	<b>\$ (3,015)</b>	<b>\$ 580</b>	<b>\$ (1,208)</b>
<b>Cash paid for income taxes and interest</b>			
Cash paid for income taxes	\$ 656	\$ 676	\$ 740
Cash paid for interest (net of amounts capitalized) – Automotive	\$ 501	\$ 460	\$ 333
Cash paid for interest (net of amounts capitalized) – GM Financial	2,571	1,761	1,204
<b>Total cash paid for interest (net of amounts capitalized)</b>	<b>\$ 3,072</b>	<b>\$ 2,221</b>	<b>\$ 1,537</b>

\* \* \* \* \*

# **Principales diferencias entre los criterios contables establecidos por las autoridades financieras mexicanas y los principios de contabilidad generalmente aceptados en los Estados Unidos de América aplicables para GMF Inc.**

Las Sociedades Financieras de Objeto Múltiple en México son reguladas en cuanto a sus criterios y principios contables por las siguientes disposiciones:

- a) La Ley General de Organizaciones y Actividades Auxiliares del Crédito (LGOAAC)
- b) La Ley de Instituciones de Crédito
- c) Ley de Mercado de Valores
- d) Las Disposiciones de carácter general aplicables a las emisoras de valores y a otros participantes del mercado de valores (Circular Única de Emisoras)
- e) Las Disposiciones de carácter general aplicables a las instituciones de crédito (Circular Única de Bancos)
- f) Las Disposiciones de carácter general aplicables a los almacenes generales de depósito, casas de cambio, uniones de crédito y sociedades financieras de objeto múltiple reguladas (CUIFE)
- g) Normas de Información financiera emitidas por el CINIF supletoriamente

Los Criterios Contables dictados por las regulaciones locales difieren de los principios de contabilidad generalmente aceptados en los Estados Unidos de América (“U.S. GAAP”) en diversos puntos y criterios, sin embargo consideramos que dentro de los que aplican para GMF Inc. los más importantes son los siguientes:

- I. Reconocimiento de los efectos de inflación
- II. Reserva para riesgos crediticios
- III. Reconocimiento de pasivo contingente
- IV. Costos por emisión de deuda
- V. Reconocimiento de ingresos
- VI. Crédito mercantil
- VII. Reconocimiento de posiciones fiscales inciertas
- VIII. Compensación basada en acciones
- IX. Consolidación
- X. Valor razonable

## **I. Reconocimiento de los efectos de inflación**

### **U.S. GAAP**

Los principios contables aplicables en los Estados Unidos establecen como principio básico el costo histórico. Los efectos de Inflación no se registran en los estados financieros excepto en casos cuando una entidad de reporte opere en un entorno económico altamente inflacionario. Bajo los principios de contabilidad generalmente aceptados en los Estados Unidos de América (U.S. GAAP), una economía es considerada como altamente inflacionaria cuando la tasa de inflación acumulada de los últimos tres años excede el 100%.

### **Criterios contables establecidos para instituciones financieras en México**

Al 1ero de enero de 2008, las Compañías en México suspendieron el reconocimiento de los efectos de la inflación en los estados financieros debido a un entorno económico no inflacionario, sin embargo, los activos y pasivos no monetarios y el capital contable incluyen los efectos de re expresión reconocidos hasta el 31 de diciembre de 2007.

A la fecha señalada en el párrafo anterior, las Compañías en México solo reconocen los efectos de inflación en los estados financieros cuando el entorno económico califica como inflacionario. Un entorno económico inflacionario ocurre cuando la inflación acumulada de los últimos tres años es igual o mayor al 26%.

## **II. Reserva para Riesgos Crediticios**

### **U.S. GAAP**

La reserva para préstamos y arrendamientos se basa en la estimación de la probable pérdida inherente a los préstamos y cartera de la compañía tanto comerciales como de consumo.

La evaluación y medida del deterioro de los préstamos y arrendamientos financieros ocurre a través de una de los dos siguientes metodologías establecidas:

1. Reservas específicas establecidas para préstamos y arrendamientos financieros específicos evaluados como en deterioro, o
2. Reservas para carteras las cuáles son establecidas para grupos grandes de préstamos y arrendamientos financieros con saldos de pequeños y homogéneos los cuales son evaluados colectivamente para su deterioro.

Los préstamos y arrendamientos financieros que no son parte de un grupo grande de préstamos y arrendamientos financieros homogéneos son evaluados bajo la metodología de reserva específica. Los préstamos y arrendamientos financieros que nos son considerados en deterioro bajo la metodología de reserva específica así como bajo préstamos y arrendamientos financieros homogéneos están sujetos al cálculo para reserva a nivel de cartera.

La reserva deberá ser establecida cuando es probable que los préstamos de la cartera se han deteriorado y el importe de la pérdida pueda ser razonablemente estimado. Una acumulación de pérdida es inicialmente reconocida en los estados financieros durante el período en el cual el evento de pérdida que dio lugar al deterioro ocurre y solamente por el monto del deterioro que ha ocurrido a la fecha del balance general.

El deterioro a nivel de cartera puede ser basado en estadísticas históricas, tales como período de recuperación promedio y promedio de monto recuperado, junto con una tasa de interés efectiva como medio de medición del deterioro de dichos préstamos.

El deterioro de un préstamo en específico puede ser medido en base al valor actual de los flujos de efectivo futuros esperados descontados a la tasa de interés efectiva del préstamo. Como recurso práctico, un acreedor puede medir el deterioro en base al precio de mercado observable de un préstamo, o al valor razonable de la garantía si el préstamo es un préstamo que depende de una garantía.

La descripción antes mencionada se basa en los principios de contabilidad generalmente aceptados en los Estados Unidos de América (U.S. GAAP) que se incluyen dentro de las normas ASC 310-10 "Cuentas por Cobrar- En general," ASC 450-10-25 "Contingencias- En general" y ASC 942-10 "Servicios Financieros - Depósitos y Préstamos- En general," entre otras.

### **Criterios contables establecidos para instituciones financieras en México**

La reserva para pérdidas crediticias para SOFOMES E.N.R. Emisoras se realiza de acuerdo a los lineamientos establecidos por la Comisión para SOFOMES Reguladas la cual establece la metodología para la calificación de cartera crediticia para la constitución de reserva. La Comisión utiliza modelos de pérdida esperada los cuales contemplan el riesgo crediticio colectivo y datos de pérdida esperada de las instituciones de préstamos Mexicanas. La reserva para la cartera de préstamos comerciales y de consumo se determina de la siguiente manera:

**Reserva de cartera consumo** - Las reservas de la cartera de consumo no revolvente, se determinan evaluando la probabilidad de incumplimiento, la severidad de la pérdida y la exposición al incumplimiento, crédito por crédito, considerando los datos históricos de dicha cartera.

La probabilidad de incumplimiento se determina de acuerdo al número de atrasos que tenga el cliente; si tiene menos de cuatro mensualidades de atraso la probabilidad de incumplimiento se determinara con el promedio del porcentaje que representa el pago realizado respecto al monto exigible en los últimos cuatro periodos de facturación y si tiene 4 atrasos o más la probabilidad de incumplimiento será del 100%.

Del mismo modo, la severidad de perdida será del 65% si el atraso del cliente es menor a 10 mensualidades y de 100% si el atraso es de 10 ó más mensualidades.

**Reserva de cartera comercial** - La reserva de la cartera comercial se determina en base al artículo 110 de la Circular Única de Bancos (CUB). Al 2014, para la determinación de la

calificación de cartera, se debe de considerar la probabilidad de incumplimiento, severidad de la pérdida y exposición al incumplimiento.

Las reservas de la cartera comercial se determinan mediante la evaluación del puntaje crediticio total para créditos a cargo de Personas Morales y Personas Físicas con Actividad Empresarial, haciendo la separación de aquellos con ingresos netos o ventas netas anuales menores al equivalente en moneda nacional a 14 millones de Unidades de Inversión (UDIS) de conformidad con los anexos mencionados.

De estos puntajes se obtiene la probabilidad de incumplimiento, en el caso de créditos que se encuentren en cartera vencida la probabilidad de incumplimiento será del 100% y la severidad de pérdida será del 45%.

El porcentaje requerido de la reserva para pérdidas en la cartera de préstamos se determina en función del grado de riesgo asignado.

### **III. Reconocimiento de Pasivo Contingente**

#### **U.S. GAAP**

Cuando existe una contingencia de pérdida, la evaluación debe ser realizada en cuanto a la probabilidad de que el evento o eventos futuros ocurran confirmando la pérdida.

Se establecen 3 categorías de probabilidad con respecto a la ocurrencia de una pérdida:

- Remota: La posibilidad de que el evento o eventos futuros ocurran es poco probable.
- Razonablemente posible: La posibilidad de que el evento o eventos futuros ocurran es más que remota pero menos que probable.
- Probable: El evento o los eventos futuros son probable que ocurran.

El registro de la pérdida por contingencia es registrada solamente cuando la probabilidad de una confirmación de un evento es designada como “Probable” y el monto de la pérdida puede ser razonablemente estimado. La descripción antes mencionada se basa en los principios contables US GAAP FASB ASC 450-10-25 “Contingencias- En general”.

#### **Criterios contables establecidos para instituciones financieras en México**

El reconocimiento de un pasivo contingente se efectúa en base al Boletín C-9 de Pasivos, Provisiones, Activos y Pasivos Contingentes, en el cual se señala que se debe considerar como una obligación presente si el suceso ocurrido en el pasado ha producido o no el nacimiento de dicha obligación y en caso de duda de la ocurrencia o no ocurrencia de ciertos sucesos, la entidad procederá a determinar la existencia de la obligación presente, teniendo en cuenta toda la evidencia posible, entre los que se incluirá la opinión de expertos y, en base a esa evidencia, lo siguiente:

- Si la obligación es probable se reconocerá el pasivo siempre que la probabilidad de la existencia de la obligación a la fecha del balance sea mayor que la probabilidad de la inexistencia y se pueda obtener un cálculo fiable del monto de la obligación,



- Se revelará la obligación si la obligación presente es posible, esto siempre y cuando la obligación presente sea menor que la probabilidad que no exista y no habrá necesidad de revelación en el caso de que sea remota la probabilidad de salida de recursos.

#### **IV. Costos por Emisión de Deuda**

##### **U.S. GAAP**

La norma ASU 2015-03 requiere que los costos por emisión de deuda asociados con deuda no revolvente sean presentados como una reducción al saldo principal de la deuda, con aplicación retrospectiva.

##### **Criterios contables establecidos para instituciones financieras en México**

Los costos por emisión de deuda son presentados de acuerdo al Anexo 33 de la CUB Criterio A-2 Aplicación de Normas Específicas que menciona que en el caso de pagos anticipados se aplicará la Norma de Información Financiera C-5 Pagos Anticipados y se reconocerá como un pago anticipado en el rubro de Otros Activos.

#### **V. Reconocimiento de Ingresos**

##### **U.S. GAAP**

El ingreso por cargo financiero relacionado a cuentas por cobrar de financiamiento es reconocido utilizando el método de interés efectivo. Las comisiones y cargos recibidos y los costos directos de originación de préstamos son generalmente diferidos y amortizados durante el término de las cuentas por cobrar de financiamiento relacionadas utilizando el método de interés efectivo y son eliminados del balance general consolidado cuando las cuentas por cobrar de financiamiento relacionadas son vendidas, canceladas o liquidadas. La provisión de ingresos por cargos financieros es suspendida en las cuentas que tienen 60 días o más de morosidad, cuentas en bancarrota y cuentas adjudicadas. Los pagos recibidos para préstamos en suspenso son aplicados primero a cualquier recargo que se deba, luego se aplican a cualquier interés pendiente de pago, y finalmente, cualquier monto restante recibido es aplicado al saldo principal. La provisión de intereses continúa una vez que una cuenta ha recibido pagos que regresan su estatus de morosidad a menos de 60 días.

El ingreso por cargo financiero relacionado a cuentas por cobrar de financiamiento comercial es reconocido utilizando el método de acumulación. La acumulación de ingreso por cargos financieros es generalmente suspendida en las cuentas que tienen 90 días o más de morosidad, una vez que se recibe una notificación de bancarrota por parte del acreditado, o cuando existe duda razonable sobre la recuperación total del saldo principal e intereses acordados en el contrato. Los pagos recibidos para préstamos en mora son aplicados primero al saldo principal. La provisión de intereses continúa una vez que una cuenta ha recibido pagos que la clasifican al corriente y que el cobro del saldo principal e intereses acordados en el contrato es razonable (incluyendo montos previamente cancelados) o, cuando se trata de reestructuraciones de deuda en problemas, cuando el pago es razonablemente asegurado con base a los términos modificados del préstamo.

Los ingresos por arrendamientos operativos en vehículos arrendados son reconocidos por medio del método de línea recta durante el periodo del arrendamiento. Los cargos o costos netos diferidos por originación son amortizados en línea recta durante el periodo del contrato de arrendamiento.

### **Criterios contables establecidos para instituciones financieras en México**

Se deberá suspender la acumulación de los intereses devengados de las operaciones crediticias, en el momento en que el saldo insoluto del crédito sea considerado como vencido, entendiéndose como vencido lo siguiente:

1. Se tenga conocimiento de que el acreditado es declarado en concurso mercantil, conforme a la Ley de Concursos Mercantiles, o
2. Sus amortizaciones no hayan sido liquidadas en su totalidad en los términos pactados originalmente, considerando al efecto lo siguiente:
  - a) Si los adeudos consisten en créditos con pago único de principal e intereses al vencimiento y presentan 30 o más días naturales de vencidos;
  - b) Si los adeudos se refieren a créditos con pago único de principal al vencimiento y con pagos periódicos de intereses y los respectivos pagos de los intereses presentan 90 ó más días naturales de vencimiento, y el saldo principal presenta 30 ó más días naturales de vencimiento;
  - c) Si los adeudos consisten en créditos con pagos periódicos parciales de principal e intereses, incluyendo los préstamos hipotecarios y presentan 90 ó más días naturales de vencimiento;
  - d) Si los adeudos consisten en créditos revolventes y presentan dos periodos mensuales de facturación vencidos o, en caso de que el periodo de facturación sea distinto al mensual, el correspondiente a 60 ó más días naturales de vencidos, y
  - e) Los documentos de cobro inmediato a que se refiere el criterio B-1 “Fondos Disponibles”, serán reportados como cartera vencida al momento en el cual se presente dicho evento.
3. Cualquier amortización que no haya sido liquidada en su totalidad en los términos pactados originalmente y presenten 90 ó más días de vencimiento y los créditos otorgados a personas físicas destinados a la remodelación o mejoramiento de la vivienda sin propósito de especulación comercial que estén respaldados por el ahorro de la subcuenta de vivienda del acreditado. *(No aplica a GM Financial de México SA de CV SOFOM E.R., sin embargo es parte de la redacción de la normatividad aplicable a otras entidades SOFOMs).*

Asimismo, se deberá suspender la amortización en resultados del ejercicio de los ingresos financieros por devengar, así como del importe correspondiente a la opción de compra de los créditos por operaciones de arrendamiento capitalizable, en el momento en que el saldo insoluto del crédito sea considerado como vencido..

A los créditos que contractualmente capitalizan intereses al monto del adeudo, les será aplicable la suspensión de acumulación de intereses establecida en el párrafo anterior.

En tanto el crédito se mantenga en cartera vencida, el control de los intereses o ingresos financieros devengados se llevará en cuentas de orden. En caso de que dichos intereses o ingresos financieros vencidos sean cobrados, se reconocerán directamente en los resultados del ejercicio en el rubro de ingresos por intereses, cancelando en el caso de arrendamiento capitalizable o en operaciones de factoraje financiero el crédito diferido correspondiente.

## **VI. Crédito Mercantil**

### **U.S. GAAP**

No se permite cancelar los deterioros reconocidos de crédito mercantil.

### **Criterios contables establecidos para instituciones financieras en México**

Bajo ciertas circunstancias es permitido cancelar deterioros reconocidos de crédito mercantil.

## **VII. Reconocimiento de posiciones fiscales inciertas**

### **U.S. GAAP**

Se contabilizan las posiciones fiscales inciertas con base a un proceso de dos pasos en donde: (1) se determina si es más probable que no que las posiciones fiscales sean sostenidas en base a los méritos técnicos de la posición; y (2) para aquellas posiciones fiscales que cumplen con el probable reconocimiento, se reconoce el monto más alto de beneficio fiscal que sea mayor al 50% de probabilidad de que se materialice basado en la última negociación con la autoridad tributaria correspondiente.

Se reconocen intereses y multas sobre posiciones fiscales inciertas en la cuenta de impuesto sobre la renta.

### **Criterios contables establecidos para instituciones financieras en México**

Se aplicará la metodología indicada en el punto III. Reconocimiento de Pasivo Contingente para su reconocimiento contable.

## **VIII. Compensación basada en acciones**

### **U.S. GAAP**

Los premios de compensación en acciones emitidas por una subsidiaria a empleados de la subsidiaria que son liquidados del capital de la compañía matriz deben ser clasificados como premios de capital en los estados financieros independientes de la subsidiaria. De la misma forma, la subsidiaria registra el gasto por compensación por concepto de los premios de compensación en

acciones de la compañía matriz en base al valor razonable de los premios sobre el período de devengamiento aplicable al premio.

### **Criterios contables establecidos para instituciones financieras en México**

Los premios de compensación en acciones otorgados por una subsidiaria a empleados de la subsidiaria y liquidados en acciones de la compañía matriz son clasificados como premios pasivos en los estados financieros independientes de la subsidiaria.

## **IX. Consolidación**

### **U.S. GAAP**

Bajo los principios de contabilidad generalmente aceptados en los Estados Unidos de América (“U.S. GAAP”), existen dos modelos diferentes para determinar si la consolidación es apropiada. Si una entidad de reporte cuenta con participación en otra entidad que satisface la definición de una Entidad de Participación Variable (VIE), el modelo de una VIE debe ser aplicado. Bajo este modelo, la consolidación está basada en poder y economía - esto es, qué accionista tiene (1) el poder de dirigir las actividades de la VIE que más afecten de manera considerable el desempeño económico de la VIE y (2) la obligación de absorber las pérdidas o el derecho a recibir beneficios de la VIE que pudieran ser potencialmente considerables para la VIE. Sin embargo, si una entidad de reporte cuenta con participación en otra entidad que no es considerada como una Entidad de Participación Variable (VIE) o que no se encuentra dentro del ámbito del modelo de una VIE, el modelo de participaciones con derecho de voto deberá aplicarse. Bajo este modelo, la consolidación está basada en si la entidad de reporte mantiene una participación financiera de control en la entidad.

Bajo el modelo de participaciones con derecho de voto, no se le requiere a la entidad tomar en cuenta potenciales derechos de voto al determinar si hay o no control; más bien, dichos potenciales derechos de voto pudieran indicar la existencia de control. El modelo de las VIE no aborda específicamente el impacto de los potenciales derechos de voto en la determinación de qué parte cuenta con el poder para dirigir las actividades más importantes de una entidad.

### **Criterios contables establecidos para instituciones financieras en México**

La consolidación bajo los estándares mexicanos se basa en el concepto de control. Los tres elementos de control son los siguientes:

- Poder sobre la sociedad participada
- Exposición, o derecho, a ganancias variables de la participación en la sociedad participada; y
- La habilidad de utilizar poder sobre la sociedad participada para tener un efecto sobre el monto de las ganancias del inversionista.

Un inversionista debe poseer los tres elementos para concluir que controla a una sociedad participada. El modelo de consolidación aplica a todas las entidades.

Una entidad debe considerar la existencia y el efecto de potenciales derechos de voto que son actualmente ejecutables al determinar si existe o no control.

## **X. Valor Razonable**

### **U.S. GAAP**

Bajo los principios de contabilidad generalmente aceptados en los Estados Unidos de América ("U.S. GAAP"), una de las características que definen al valor razonable es que se asume que es el precio de salida. El precio de salida se define como el precio que será recibido o pagado por la entidad de reporte "en una operación ordenada entre participantes de mercado para vender un activo o transferir un pasivo a la fecha de la medición." El riesgo crediticio de la contraparte y el riesgo crediticio de la propia entidad son considerados en las mediciones de valor razonable de ciertos instrumentos financieros.

### **Criterios contables establecidos para instituciones financieras en México**

El valor razonable se define como el monto que un participante de mercado interesado e informado estaría dispuesto a pagar por la compra o venta de un activo o el monto que estaría dispuesto a asumir o liquidar un pasivo en un mercado libre. Esta definición puede considerar ya sea un precio de entrada o salida. Se les requiere a las entidades usar las mediciones de valor razonable proporcionadas por un proveedor de precios autorizado por la Comisión. Dichas mediciones generalmente no toman en cuenta el riesgo crediticio de la contraparte o de la propia entidad.