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POPULAR INC
Form 10-Q
November 09, 2006

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# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> Form 10-Q 

p Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the quarterly period ended September 30, 2006
Commission File Number: 000-13818
POPULAR, INC.
(Exact name of registrant as specified in its charter)
Puerto Rico
(State or other jurisdiction of incorporation or organization)

Popular Center Building

209 Muñoz Rivera Avenue, Hato Rey
San Juan, Puerto Rico
66-0667416
(IRS Employer Identification Number)
(Address of principal executive offices)
(Zip code)
(787) 765-9800
(Registrant s telephone number, including area code)
NOT APPLICABLE
(Former name, former address and former fiscal year, if changed since last report)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
b Yes o No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer p Accelerated filer o Non-accelerated filer o
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
o Yes p No

Indicate the number of shares outstanding of each of the issuer s classes of common stock, as of the latest practicable date: Common Stock $\$ 6.00$ par value 278,827,612 shares outstanding as of October 31, 2006.

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## Forward-Looking Information

The information included in this Form 10-Q contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may relate to the Corporation s financial condition, results of operations, plans, objectives, future performance and business, including, but not limited to, statements with respect to the adequacy of the allowance for loan losses, market risk and the impact of interest rate changes, capital adequacy and liquidity, and the effect of legal proceedings and new accounting standards on the Corporation sfinancial condition and results of operations. All statements contained herein that are not clearly historical in nature are forward-looking, and the words anticipate, believe, continues, expect, estimate, intend, and similar expressions and future or conditional verbs such as will, would, should, could, might, can, may, expressions are generally intended to identify forward-looking statements.
These statements are not guarantees of future performance and involve certain risks, uncertainties, estimates and assumptions by management that are difficult to predict. Various factors, some of which are beyond the Corporation s control, could cause actual results to differ materially from those expressed in, or implied by, such forward-looking statements. Factors that might cause such a difference include, but are not limited to: the rate of growth in the economy, as well as general business and economic conditions; changes in interest rates, as well as the magnitude of such changes; the fiscal and monetary policies of the federal government and its agencies; the relative strength or weakness of the consumer and commercial credit sectors and of the real estate markets; the performance of the stock and bond markets; competition in the financial services industry; possible legislative, tax or regulatory changes; and difficulties in combining the operations of acquired entities.
Moreover, the outcome of legal proceedings, as discussed in Part II, Item I. Legal Proceedings, is inherently uncertain and depends on judicial interpretations of law and the findings of regulators, judges and juries.
All forward-looking statements included in this document are based upon information available to the Corporation as of the date of this document, and we assume no obligation to update or revise any such forward-looking statements to reflect occurrences or unanticipated events or circumstances after the date of such statements.

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ITEM 1. FINANCIAL STATEMENTS
POPULAR, INC.
CONSOLIDATED STATEMENTS OF CONDITION (UNAUDITED)
(In thousands, except share information)
ASSETS
Cash and due from banks
Money market investments:
Federal funds sold
Securities purchased under agreements to resell
Time deposits with other banks

Investment securities available-for-sale, at fair value:
Pledged securities with creditors right to repledge
Other investment securities available-for-sale
Investment securities held-to-maturity, at amortized cost
Other investment securities, at lower of cost or realizable value
Trading account securities, at fair value:
Pledged securities with creditors right to repledge
Other trading securities
Loans held-for-sale, at lower of cost or market value
Loans held-in-portfolio:
Loans held-in-portfolio pledged with creditors right to repledge
Other loans held-in-portfolio
Less Unearned income
Allowance for loan losses

Premises and equipment, net
Other real estate
Accrued income receivable
Other assets
Goodwill
Other intangible assets

| $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: |
| \$ 736,669 | \$ 906,397 | \$ 889,145 |
| 323,980 | 186,000 | 69,005 |
| 211,439 | 554,770 | 562,636 |
| 9,830 | 8,653 | 6,580 |
| 545,249 | 749,423 | 638,221 |
| 4,463,023 | 6,110,179 | 5,607,849 |
| 5,695,302 | 5,606,407 | 5,885,359 |
| 357,430 | 153,104 | 359,228 |
| 297,472 | 319,103 | 331,141 |
| 211,942 | 343,659 | 361,411 |
| 239,720 | 175,679 | 180,578 |
| 447,314 | 699,181 | 867,059 |
|  | 208,774 | 259,779 |
| 31,614,759 | 31,099,865 | 29,717,001 |
| 305,114 | 297,613 | 293,756 |
| 487,339 | 461,707 | 459,425 |
| 30,822,306 | 30,549,319 | 29,223,599 |
| 588,282 | 596,571 | 592,250 |
| 83,636 | 79,008 | 77,993 |
| 288,342 | 245,646 | 261,097 |
| 1,374,900 | 1,325,800 | 1,276,576 |
| 678,666 | 653,984 | 525,036 |
| 104,497 | 110,208 | 43,566 |
| \$46,934,750 | \$48,623,668 | \$47,120,108 |

LIABILITIES AND STOCKHOLDERS EQUITY
Liabilities:

Deposits:

| Non-interest bearing | $\mathbf{\$ 3 , 8 2 2 , 5 8 4}$ | $\$ 3,958,392$ | $\$ 3,733,226$ |
| :--- | ---: | ---: | ---: |
| Interest bearing | $\mathbf{1 9 , 3 1 4 , 8 6 1}$ | $18,679,613$ | $18,845,483$ |
|  |  |  |  |
|  | $\mathbf{2 3 , 1 3 7 , 4 4 5}$ | $22,638,005$ | $22,578,709$ |
| Federal funds purchased and assets sold under agreements | $\mathbf{7 , 0 4 5 , 4 6 6}$ | $8,702,461$ | $8,017,783$ |
| to repurchase | $\mathbf{2 , 7 0 9 , 5 1 1}$ | $2,700,261$ | $2,908,523$ |
| Other short-term borrowings | $\mathbf{9 , 6 8 1 , 8 9 7}$ | $9,893,577$ | $9,564,425$ |
| Notes payable |  |  | 125,000 |
| Subordinated notes | $\mathbf{7 2 4 , 2 9 6}$ | $1,240,002$ | 704,171 |
| Other liabilities |  |  | $43,174,306$ |
|  | $\mathbf{4 3 , 2 9 8 , 6 1 5}$ | $43,898,611$ |  |

Commitments and contingencies (See Note 11)
Minority interest in consolidated subsidiaries
Stockholders equity:
Preferred stock, $\$ 25$ liquidation value; $30,000,000$ shares authorized; $7,475,000$ shares issued and outstanding in all periods presented

186,875
115
101

Common stock, $\$ 6$ par value; $470,000,000$ shares authorized in all periods presented; 291,977,949 shares issued (December 31, 2005 289,407,190; September 30, 2005 280,604,768) and 278,553,152 outstanding (December 31, 2005 275,955,391; September 30, 2005 267,152,969)
Surplus
Retained earnings
111

Accumulated other comprehensive loss, net of tax of
(\$61,834) (December 31, 2005 ( $\$ 58,292$ ); September 30, 2005 (\$40,310))
Treasury stock at cost, $13,424,797$ shares (December 31, 2005 13,451,799; September 30, 2005 13,451,799)

| $\mathbf{1 , 7 5 1 , 8 6 8}$ | $1,736,443$ | $1,683,629$ |
| ---: | ---: | ---: |
| $\mathbf{4 9 4 , 3 9 8}$ | 452,398 | 292,418 |
| $\mathbf{1 , 6 1 1 , 1 0 3}$ | $1,456,612$ | $1,403,133$ |


| $\mathbf{( 2 0 1 , 6 8 7})$ | $(176,000)$ | $(137,578)$ |
| ---: | ---: | ---: |
| $\mathbf{( 2 0 6 , 5 3 3 )}$ | $(207,081)$ | $(207,081)$ |
| $\mathbf{3 , 6 3 6 , 0 2 4}$ | $3,449,247$ | $3,221,396$ |
| $\mathbf{\$ 4 6 , 9 3 4 , 7 5 0}$ | $\$ 48,623,668$ | $\$ 47,120,108$ |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

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## POPULAR, INC.

CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)
(In thousands, except per share information)
INTEREST INCOME:
Loans
Money market investments
Investment securities
Trading account securities

## INTEREST EXPENSE:

Deposits
Short-term borrowings

Long-term debt

Net interest income
Provision for loan losses

Net interest income after provision for loan losses
Service charges on deposit accounts
Other service fees (See Note 12)
Net gain (loss) on sale and valuation adjustment of investment securities
Trading account profit
Gain on sale of loans
Other operating income

| Quarter ended |  |
| :---: | :---: |
| September 30, |  |
| $\mathbf{2 0 0 6}$ | 2005 |


| $\mathbf{\$ 6 3 7 , 2 4 6}$ | $\$ 527,134$ |
| ---: | ---: |
| $\mathbf{7 , 0 3 8}$ | 7,502 |
| $\mathbf{1 2 9 , 3 2 3}$ | 123,701 |
| $\mathbf{7 , 7 2 4}$ | 7,751 |

781,331 666,088

| $\mathbf{1 5 1 , 0 0 8}$ | 113,799 |
| ---: | ---: |
| $\mathbf{1 4 1 , 7 2 7}$ | 89,213 |
| $\mathbf{1 4 6 , 5 5 8}$ | 114,966 |
|  |  |
| $\mathbf{4 3 9 , 2 9 3}$ | 317,978 |
|  |  |
| $\mathbf{3 4 2 , 0 3 8}$ | 348,110 |
| $\mathbf{6 3 , 4 4 5}$ | 49,960 |
|  |  |
| $\mathbf{2 7 8 , 5 9 3}$ | 298,150 |
| $\mathbf{4 7 , 4 8 4}$ | 46,836 |
| $\mathbf{7 9 , 6 3 7}$ | 85,004 |


| $\mathbf{7 , 1 2 3}$ | $(920)$ | $\mathbf{5 , 0 3 9}$ | 50,891 |
| ---: | ---: | ---: | ---: |
| $\mathbf{1 0 , 0 1 9}$ | 4,707 | $\mathbf{2 3 , 3 2 4}$ | 28,138 |
| $\mathbf{2 0 , 1 1 3}$ | 17,585 | $\mathbf{9 6 , 4 2 8}$ | 42,675 |
| $\mathbf{2 6 , 9 7 3}$ | 21,836 | $\mathbf{9 7 , 1 0 0}$ | 65,871 |
|  |  |  |  |
| $\mathbf{4 6 9 , 9 4 2}$ | 473,198 | $\mathbf{1 , 4 9 2 , 2 6 1}$ | $1,489,689$ |

OPERATING EXPENSES:
Personnel costs:
Salaries
Pension, profit sharing and other benefits

Net occupancy expenses
Equipment expenses
Other taxes
Professional fees
Communications
Business promotion

| $\mathbf{1 3 0 , 6 1 3}$ | 120,012 | $\mathbf{3 9 2 , 8 4 5}$ | 351,361 |
| ---: | ---: | ---: | ---: |
| $\mathbf{3 4 , 0 8 3}$ | 34,670 | $\mathbf{1 1 6 , 3 8 6}$ | 113,489 |
|  |  |  |  |
| $\mathbf{1 6 4 , 6 9 6}$ | 154,682 | $\mathbf{5 0 9 , 2 3 1}$ | 464,850 |
| $\mathbf{3 1 , 5 7 3}$ | 27,719 | $\mathbf{8 8 , 8 4 0}$ | 78,414 |
| $\mathbf{3 4 , 3 4 6}$ | 31,185 | $\mathbf{1 0 1 , 5 1 6}$ | 90,029 |
| $\mathbf{1 1 , 7 7 0}$ | 10,368 | $\mathbf{3 2 , 9 4 0}$ | 29,088 |
| $\mathbf{2 9 , 6 1 8}$ | 27,888 | $\mathbf{1 0 5 , 1 8 4}$ | 82,787 |
| $\mathbf{1 7 , 3 4 3}$ | 15,640 | $\mathbf{5 1 , 9 3 6}$ | 46,579 |
| $\mathbf{3 3 , 8 5 5}$ | 23,940 | $\mathbf{9 8 , 6 6 9}$ | 69,860 |



The accompanying notes are an integral part of these unaudited consolidated financial statements.

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## POPULAR, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS EQUITY (UNAUDITED)

| (In thousands) | Nine months ended September 30, |  |
| :---: | :---: | :---: |
|  | 2006 | 2005 |
| Preferred stock: |  |  |
| Balance at beginning and end of year | \$ 186,875 | \$ 186,875 |
| Common stock: |  |  |
| Balance at beginning of year | 1,736,443 | 1,680,096 |
| Common stock issued under the Dividend Reinvestment Plan | 3,919 | 3,307 |
| Issuance of common stock | 11,312 |  |
| Stock options exercised | 194 | 226 |
| Balance at end of period | 1,751,868 | 1,683,629 |
| Surplus: |  |  |
| Balance at beginning of year | 452,398 | 278,840 |
| Common stock issued under the Dividend Reinvestment Plan | 8,634 | 10,211 |
| Issuance of common stock | 28,281 |  |
| Issuance cost of common stock | 1,462 |  |
| Stock options expense on unexercised options | 2,160 | 2,791 |
| Stock options exercised | 463 | 576 |
| Transfer from retained earnings | 1,000 |  |
| Balance at end of period | 494,398 | 292,418 |
| Retained earnings: |  |  |
| Balance at beginning of year | 1,456,612 | 1,129,793 |
| Net income | 298,044 | 410,455 |
| Cash dividends declared on common stock | $(133,618)$ | $(128,180)$ |
| Cash dividends declared on preferred stock | $(8,935)$ | $(8,935)$ |
| Transfer to surplus | $(1,000)$ |  |
| Balance at end of period | 1,611,103 | 1,403,133 |
| Accumulated other comprehensive loss: |  |  |
| Balance at beginning of year | $(176,000)$ | 35,454 |
| Other comprehensive loss, net of tax | $(25,687)$ | $(173,032)$ |
| Balance at end of period | $(201,687)$ | $(137,578)$ |
| Treasury stock at cost: |  |  |
| Balance at beginning of year | $(207,081)$ | $(206,437)$ |
| Purchase of common stock |  | $(1,467)$ |
| Reissuance of common stock | 548 | 823 |

Balance at end of period
Total stockholders equity
Disclosure of changes in number of shares:

|  | September 30, <br> $\mathbf{2 0 0 6}$ | December 31, <br> 2005 | September 30, <br> 2005 |
| :--- | ---: | ---: | ---: |
| Preferred Stock: |  |  |  |
| Balance at beginning and end of period | $\mathbf{7 , 4 7 5 , 0 0 0}$ | $7,475,000$ | $7,475,000$ |
| Common Stock Issued: |  |  |  |
| Balance at beginning of year | $\mathbf{2 8 9 , 4 0 7 , 1 9 0}$ | $280,016,007$ | $280,016,007$ |
| Issued under the Dividend Reinvestment Plan | $\mathbf{6 5 3 , 1 4 2}$ | 728,705 | 551,175 |
| Issuance of common stock | $\mathbf{1 , 8 5 , 3 8 0}$ | $8,614,620$ | 47,858 |
| Stock options exercised | $\mathbf{2 9 1 , 9 7 7 , 9 4 9}$ | $289,407,190$ | $280,604,768$ |
| Balance at end of period | $\mathbf{1 3 , 4 2 4 , 7 9 7 )}$ | $(13,451,799)$ | $(13,451,799)$ |
| Treasury stock | $\mathbf{2 7 8 , 5 5 3 , 1 5 2}$ | $275,955,391$ | $267,152,969$ |
| Common Stock |  |  |  |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

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POPULAR, INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (UNAUDITED)

| (In thousands) | Quarter ended September 30, |  | Nine months ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 |
| Net income | \$ 82,160 | \$ 115,216 | \$298,044 | \$ 410,455 |
| Other comprehensive income (loss), before tax: |  |  |  |  |
| Foreign currency translation adjustment | (150) | (183) | (467) | (611) |
| Unrealized holding gains (losses) on securities available-for-sale arising during the period | 192,674 | $(166,553)$ | $(23,150)$ | $(170,856)$ |
| Reclassification adjustment for (gains) losses included in net income | $(7,123)$ | 920 | $(5,039)$ | $(50,368)$ |
| Net loss on cash flow hedges | $(4,992)$ | $(1,717)$ | $(1,082)$ | $(3,496)$ |
| Reclassification adjustment for losses included in net income | 1,126 | 2,210 | 509 | 5,209 |
|  | 181,535 | $(165,323)$ | $(29,229)$ | $(220,122)$ |
| Income tax (expense) benefit | $(48,433)$ | 40,646 | 3,542 | 47,090 |
| Total other comprehensive income (loss), net of tax | 133,102 | $(124,677)$ | $(25,687)$ | $(173,032)$ |
| Comprehensive income (loss) | \$215,262 | (\$ 9,461) | \$272,357 | \$ 237,423 |

Disclosure of accumulated other comprehensive loss:

| (In thousands) | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Foreign currency translation adjustment | (\$ 36,782) | (\$ 36,315) | (\$ 36,141) |
| Minimum pension liability adjustment | $(2,354)$ | $(2,354)$ |  |
| Tax effect | 918 | 918 |  |
| Net of tax amount | $(1,436)$ | $(1,436)$ |  |
| Unrealized losses on securities available-for-sale | $(223,879)$ | $(195,690)$ | $(142,719)$ |
| Tax effect | 60,642 | 57,297 | 40,512 |
| Net of tax amount | $(163,237)$ | $(138,393)$ | $(102,207)$ |
| Unrealized (losses) gains on cash flows hedges | (749) | (176) | 606 |
| Tax effect | 274 | 77 | (202) |


| Net of tax amount | $\mathbf{( 4 7 5 )}$ | $(99)$ | 404 |
| :--- | :---: | ---: | ---: |
| Cumulative effect of accounting change, net of tax | $\mathbf{2 4 3}$ | 243 | 366 |
| Accumulated other comprehensive loss, net of tax | $\mathbf{( \$ 2 0 1 , 6 8 7 )}$ | $(\$ 176,000)$ | $(\$ 137,578)$ |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

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POPULAR, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)

| (In thousands) | Nine months ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 298,044 | \$ | 410,455 |
| Less: Cumulative effect of accounting change, net of tax |  |  |  | 3,607 |
| Less: Impact of change in fiscal period of certain subsidiaries, net of tax |  | $(6,129)$ |  |  |
| Net income before cumulative effect of accounting change and change in fiscal period |  | 304,173 |  | 406,848 |

Adjustments to reconcile net income to net cash provided by operating activities:

| Depreciation and amortization of premises and equipment | 63,805 | 60,767 |
| :--- | ---: | ---: |
| Provision for loan losses | 179,488 | 144,232 |
| Amortization of intangibles | 9,160 | 6,770 |
| Amortization of servicing assets | 43,309 | 15,085 |
| Net gain on sale and valuation adjustment of investment securities | $(5,039)$ | $(50,891)$ |
| Net gain on disposition of premises and equipment | $(7,177)$ | $(11,165)$ |
| Net gain on sale of loans | $(96,428)$ | $(42,675)$ |
| Net amortization of premiums and accretion of discounts on investments | 19,060 | 30,709 |
| Net amortization of premiums and deferred loan origination fees and costs | 99,065 | 92,586 |
| Earnings from investments under the equity method | $(9,081)$ | $(8,917)$ |
| Stock options expense | 2,308 | 2,970 |
| Net disbursements on loans held-for-sale | $(4,940,234)$ | $(3,036,706)$ |
| Acquisitions of loans held-for-sale | $(1,188,844)$ | $(672,186)$ |
| Proceeds from sale of loans held-for-sale | $5,559,968$ | $2,607,051$ |
| Net decrease in trading securities | $1,195,639$ | 982,919 |
| Net increase in accrued income receivable | $(44,311)$ | $(46,259)$ |
| Net increase in other assets | $(14,308)$ | $(179,575)$ |
| Net increase in interest payable | 41,257 | 35,737 |
| Net decrease (increase) in deferred income tax | 20,423 | $(13,174)$ |
| Net increase in postretirement benefit obligation | 3,028 | 3,631 |
| Net decrease in other liabilities | $(88,160)$ | $(37,950)$ |

$\begin{array}{ll}\text { Total adjustments } & 842,928\end{array}$
$(117,041)$
Net cash provided by operating activities
1,147,101
289,807
Cash flows from investing activities:
Net decrease in money market investment
Purchases of investment securities:
Available-for-sale
$(243,481)$
Held-to-maturity
(20,847,771)

Other

$$
(50,980)
$$

$(63,394)$
Proceeds from calls, paydowns, maturities and redemptions of investment securities:

| Available-for-sale | $1,560,612$ | $2,716,663$ |
| :--- | ---: | ---: |
| Held-to-maturity | $20,644,100$ | $25,549,005$ |
| Other | 72,611 | 34,693 |
| Proceeds from sale of investment securities available-for-sale | 198,191 | 272,609 |
| Net (disbursements) repayments on loans | $(877,628)$ | 656,262 |
| Proceeds from sale of loans | 759,518 | 109,244 |
| Acquisition of loan portfolios | $(291,330)$ | $(2,301,771)$ |
| Assets acquired, net of cash | $(2,752)$ | $(180,744)$ |
| Acquisition of premises and equipment | $(85,415)$ | $(118,382)$ |
| Proceeds from sale of premises and equipment | 39,031 | 30,631 |
| Proceeds from sale of foreclosed assets | 99,928 | 84,008 |
|  |  | $(1,810,140)$ |
| Net cash provided by (used in) investing activities | $1,178,956$ |  |
|  |  |  |
| Cash flows from financing activities: | 494,091 | $1,313,013$ |
| Net increase in deposits | $(1,770,146)$ | $1,543,210$ |
| Net (decrease) increase in federal funds purchased and assets sold under | $(97,642)$ | $(234,365)$ |
| agreements to repurchase | $(1,822,303)$ | $(2,076,130)$ |
| Net decrease in other short-term borrowings | 777,171 | $1,273,203$ |
| Payments of notes payable | $(140,765)$ | $(137,014)$ |
| Proceeds from issuance of notes payable | 51,895 | 14,141 |
| Dividends paid |  | $(1,467)$ |
| Proceeds from issuance of common stock | $(2,507,699)$ | $1,694,591$ |
| Treasury stock acquired |  |  |
| Net cash (used in) provided by financing activities | 11,914 | $(1,572)$ |
| Cash effect of change in fiscal period of certain subsidiaries and change in |  |  |
| accounting principle | $(169,728)$ | 172,686 |
|  | 906,397 | 716,459 |
| Net (decrease) increase in cash and due from banks | 736,669 | $\$$ |
| Cash and due from banks at beginning of period | 889,145 |  |
| Cash and due from banks at end of period | $\$$ |  |

The accompanying notes are an integral part of these unaudited consolidated financial statements.

## Edgar Filing: POPULAR INC - Form 10-Q

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## Notes to Unaudited Consolidated Financial Statements

## Note 1 Nature of operations and basis of presentation

Popular, Inc. (the Corporation or Popular ) is a diversified, publicly owned financial holding company subject to the supervision and regulation of the Board of Governors of the Federal Reserve System. The Corporation is a full service financial services provider with operations in Puerto Rico, the United States, the Caribbean and Latin America. As the leading financial institution based in Puerto Rico, the Corporation offers retail and commercial banking services through its banking subsidiary, Banco Popular de Puerto Rico ( BPPR ), as well as investment banking, auto and equipment leasing and financing, mortgage loans, consumer lending and insurance services through specialized subsidiaries. In the United States, the Corporation provides complete financial solutions to all the communities it serves through branches of Banco Popular North America ( BPNA ) in California, Texas, Illinois, New York, New Jersey and Florida. The Corporation s consumer finance subsidiary in the United States, Popular Financial Holdings, Inc. ( PFH ), offers mortgage and personal loans, and maintains a substantial wholesale loan brokerage network, a warehouse lending division and a loan servicing unit. PFH, through its subsidiary E-LOAN, Inc. ( E-LOAN ), provides online consumer direct lending to obtain mortgage, auto and home equity loans. The Corporation strives to use its expertise in technology and electronic banking as a competitive advantage in its Caribbean and Latin America expansion, as well as internally servicing many of its subsidiaries system infrastructures and transactional processing businesses. EVERTEC, Inc. ( EVERTEC ), the Corporation s main subsidiary in this business segment, is the leading provider of financial transaction processing and information technology solutions in Puerto Rico and the Caribbean. EVERTEC serves customers in 11 Latin American countries. Also, the Corporation recently incorporated EVERTEC USA, Inc. with plans to expand its service offerings in the U.S. mainland. Note 19 to the consolidated financial statements presents further information about the Corporation $s$ business segments.
The unaudited consolidated financial statements include the accounts of Popular, Inc. and its majority-owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation. These unaudited statements are, in the opinion of management, a fair statement of the results for the periods reported and include all necessary adjustments, all of a normal recurring nature, for a fair statement of such results. Certain reclassifications have been made to the prior period unaudited consolidated financial statements to conform to the 2006 presentation.
In the normal course of business, except for the Corporation s banks and the parent holding company, the Corporation utilized a one-month lag in the consolidation of the financial results of its other subsidiaries (the non-banking subsidiaries ). As previously described in the Corporation s 2005 Annual Report on Form 10-K (the 2005 Annual Report ) for the year ended December 31, 2005, in that year, the Corporation commenced a two-year plan to change the reporting period of its non-banking subsidiaries to a December $31^{\text {st }}$ calendar period, primarily as part of a strategic plan to put in place a corporate-wide integrated financial system and to facilitate the consolidation process. In 2005, the impact of this change in net income was included as a cumulative effect of accounting change in the Corporation s consolidated financial results for the first quarter, and corresponded to the financial results for the month of December 2004 of the non-banking subsidiaries which implemented the change in the first reporting period of 2005. In the first quarter of 2006, the Corporation completed the second phase of the two-year plan, as such the financial results for the month of December 2005 of PFH (excluding E-LOAN which already had a December $31^{\text {st }}$ year-end closing), Popular FS, Popular Securities and Popular North America (holding company only) were included in a separate line within operating expenses (before tax) in the consolidated statement of operations for the nine months ended September 30, 2006. The financial impact amounted to a loss of $\$ 9.7$ million (before tax). After tax, this change resulted in a net loss of $\$ 6.1$ million, which was included in the quarterly results for the period ended March 31, 2006 and thus, as part of the results of the nine-month period ended September 30, 2006. As of the end of the first quarter of 2006, all subsidiaries of the Corporation had aligned their year-end closings to December $31^{\text {st }}$, similar to the parent holding company. There were no unadjusted significant intervening events resulting from the difference in fiscal periods, which management believed could have materially affected the financial position or results of operations of the Corporation for the periods presented.
The statement of condition data as of December 31, 2005 was derived from audited financial statements. Certain information and note disclosures normally included in financial statements prepared in accordance with generally

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accepted accounting principles in the United States of America have been condensed or omitted from the statements presented as of September 30, 2006, December 31, 2005 and September 30, 2005 pursuant to the rules and regulations of the Securities and Exchange Commission. Accordingly, these financial statements should be read in conjunction with the audited consolidated financial statements of the Corporation for the year ended December 31, 2005, included in the Corporation s 2005 Annual Report.

## Foreign Currency Translation

Assets and liabilities denominated in foreign currencies are translated to U.S. dollars using prevailing rates of exchange at the end of the period. Revenues, expenses, gains and losses are translated using weighted average rates for the period. The resulting foreign currency translation adjustment from operations for which the functional currency is other than the U.S. dollar is reported in accumulated other comprehensive (loss) income, except for highly inflationary environments in which the effects are included in other operating income, as described below. The Corporation conducts business in certain Latin American markets through several of its processing and information technology services and products subsidiaries. Also, it holds interests in Consorcio de Tarjetas Dominicanas, S.A. ( CONTADO ) and Centro Financiero BHD, S.A. in the Dominican Republic. Although not significant, some of these businesses are conducted in the country s foreign currency. At September 30, 2006, the Corporation had approximately $\$ 37$ million in an unfavorable foreign currency translation adjustment as part of accumulated other comprehensive loss (December 31, $2005 \$ 36$ million; September 30, $2005 \$ 36$ million). The Corporation has been monitoring the inflation levels in the Dominican Republic to evaluate whether it still meets the highly inflationary economy test prescribed by SFAS No. 52, Foreign Currency Translation. Such statement defines highly inflationary as a cumulative inflation of approximately 100 percent or more over a 3 -year period. In accordance with the provisions of SFAS No. 52, the financial statements of a foreign entity in a highly inflationary economy are remeasured as if the functional currency were the reporting currency. Accordingly, since June 2004, the Corporation s interests in the Dominican Republic have been remeasured into the U.S. dollar. Although as of September 30, 2006, the cumulative inflation rate in the Dominican Republic over a 3-year period was below 100 percent, approximating $66 \%$ at quarter-end, the Corporation continued to apply the remeasurement accounting as of September 30, 2006 based on the accounting guidance obtained. The International Practices Task Force ( IPTF ) of the SEC Regulations Committee of the American Institute of Certified Public Accountants had concluded that the Dominican Republic was considered highly inflationary as of December 31, 2005, and concluded that such country would not cease being regarded as highly inflationary for the first nine months of 2006. The Dominican peso s exchange rate to the U.S. dollar was $\$ 45.50$ at June 30,2004 , when the economy reached the highly inflationary threshold, compared with $\$ 33.14$ at December 31, 2005 and $\$ 32.85$ at September 30, 2006. During the quarter and nine months ended September 30, 2006, approximately $\$ 0.5$ million and $\$ 1.1$ million, respectively, in net remeasurement gains on the investments held by the Corporation in the Dominican Republic were reflected in other operating income instead of accumulated other comprehensive loss. The net remeasurement gains totaled $\$ 1.0$ million and $\$ 1.3$ million for quarter and nine months ended September 30, 2005, respectively. These remeasurement gains will continue to be reflected in earnings until the economy is no longer considered highly inflationary. The unfavorable cumulative translation adjustment associated with these interests at the reporting date in which the economy became highly inflationary approximated $\$ 32$ million.

## Other event

The Corporation exercised certain Tag Along Rights granted under the Shareholders Agreement dated as of March 2, 1999 by and among Telecomunicaciones de Puerto Rico, Inc. ( TelPRI ), GTE International Telecommunications Incorporated, GTE Holdings (Puerto Rico) LLC, Popular and Puerto Rico Telephone Authority and entered into a Joinder Agreement dated as of May 4, 2006 (the Joinder Agreement ) by and among Popular, GTE Holdings and Sercotel S.A. de C.V. ( Sercotel ). Pursuant to the Joinder Agreement, Popular has agreed to sell to Sercotel all the shares of common stock of TelPRI owned by Popular under similar terms and conditions set forth in the Stock Purchase Agreement dated as of April 2, 2006, by and between Sercotel and GTE Holdings. The estimated gain net of taxes for Popular is approximately $\$ 86.0$ million; however, such gain is subject to purchase price adjustments at the date of the closing. The transaction is expected to close in 2006 or early in 2007 subject to obtaining the necessary governmental and regulatory approvals.

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Note 2 Recent Accounting Developments
SFAS No. 123-R Share-Based Payment
In December 2004, the Financial Accounting Standard Board ( FASB ) issued a revision to SFAS No. 123, Accounting for Stock-Based Compensation, SFAS No. 123-R, Share-Based Payment. SFAS No. 123-R focuses primarily on transactions in which an entity exchanges its equity instruments for employee services and generally establishes standards for the accounting of transactions in which an entity obtains goods or services in share-based payment transactions. SFAS No. 123-R requires companies to (1) use fair value to measure stock-based compensation awards and (2) cease using the intrinsic value method of accounting, which APB 25 allowed and resulted in no expense for many awards of stock options for which the exercise price of the option did not exceed the price of the underlying stock at the grant date. In addition, SFAS No. 123-R retains the modified grant date model from SFAS No. 123. Under that model, compensation cost is measured at the grant date fair value of the award and is adjusted to reflect anticipated forfeitures and the expected outcome of certain conditions. The fair value of an award is not remeasured after its initial estimation on the grant date, except in the case of a liability award or if the award is modified, based on specific criteria included in SFAS No. 123-R. Also, SFAS 123-R clarifies the financial impact of vesting and/or acceleration clauses due at retirement. Under the revised SFAS, the expense should be fully accrued for any employee that is eligible to retire regardless of the actual retirement experience of the employer. The Corporation prospectively applied SFAS No. 123-R to its financial statements as of January 1, 2006. The impact of this adoption was not significant for the results of the quarter. Refer to Note 12 to these consolidated financial statements for required disclosures and further information on the impact of the adoption of this accounting pronouncement.

## SFAS No. 153 Exchanges of Nonmonetary Assets

In December 2004, the FASB issued SFAS No. 153, Exchanges of Nonmonetary Assets, an amendment of APB Opinion No. 29, Accounting for Nonmonetary Transactions. This Statement amends the principle that exchanges of nonmonetary assets should be measured based on the fair value of the assets exchanged and more broadly provides for exceptions regarding exchanges of nonmonetary assets that do not have commercial substance. A nonmonetary exchange has commercial substance if the future cash flows of the entity are expected to change significantly as a result of the exchange. The entity s future cash flows are expected to significantly change if either of the following criteria is met: a) the configuration (risk, timing, and amount) of the future cash flows of the asset(s) received differs significantly from the configuration of the future cash flows of the asset(s) transferred; or b) the entity-specific value of the asset(s) received differs from the entity-specific value of the asset(s) transferred, and the difference is significant in relation to the fair values of the assets exchanged. A qualitative assessment will, in some cases, be conclusive in determining that the estimated cash flows of the entity are expected to significantly change as a result of the exchange. SFAS No. 153 is effective for nonmonetary asset exchanges occurring in fiscal periods beginning after June 15, 2005. This Statement did not have a material impact on the Corporation s financial condition, results of operations, or cash flows upon adoption in 2006.

## SFAS No. 154 Accounting Changes and Error Corrections

In May 2005, the FASB issued SFAS No. 154, Accounting Changes and Error Corrections , a replacement of APB Opinion No. 20 and FASB Statement No. 3. The Statement applies to all voluntary changes in accounting principle, and changes the requirements for accounting and reporting of a change in accounting principle. SFAS No. 154 requires retrospective application to prior periods financial statements of a voluntary change in accounting principle unless it is impracticable. Statement 154 is the result of a broader effort by the FASB to improve the comparability of cross-border financial reporting by working with the International Accounting Standards Board toward development of a single set of high-quality accounting standards. SFAS No. 154 requires that a change in method of depreciation, amortization, or depletion for long-lived, non-financial assets be accounted for as a change in accounting estimate that is effected by a change in accounting principle. APB Opinion No. 20 previously required that such a change be reported as a change in accounting principle. The Statement does not change the transition provisions of any existing accounting pronouncements, including those that are in a transition phase as of the effective date of this Statement. SFAS No. 154 did not have a significant impact on the statement of condition or results of operations upon adoption in 2006.

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## SFAS No. 155 Accounting for Certain Hybrid Financial Instruments an amendment of FASB Statements

 No. 133 and 140In February 2006, the FASB issued SFAS No. 155, Accounting for Certain Hybrid Financial Instruments an Amendment of FASB Statements No. 133 and 140. This Statement amends SFAS No. 133, Accounting for Derivative Instruments and Hedging Activities , and No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. SFAS No. 155 resolves issues addressed in SFAS No. 133 Implementation Issue No. D1, Application of Statement 133 to Beneficial Interests in Securitized Financial Assets. SFAS No. 155:

Permits fair value remeasurement for any hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation;

Clarifies which interest-only strips and principal-only strips are not subject to the requirements of SFAS No. 133;

Establishes a requirement to evaluate interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an embedded derivative requiring bifurcation;

Clarifies that concentrations of credit risk in the form of subordination are not embedded derivatives;
Amends SFAS No. 140 to eliminate the prohibition on a qualifying special-purpose entity from holding a derivative financial instrument that pertains to a beneficial interest other than another derivative financial instrument.
SFAS No. 155 is effective for all financial instruments acquired or issued after the beginning of an entity s first fiscal year that begins after September 15, 2006. The fair value election provided for in paragraph 4(c) of this SFAS 155 may also be applied upon adoption of this Statement for hybrid financial instruments that had been bifurcated under paragraph 12 of SFAS No. 133 prior to the adoption of SFAS No. 155. Earlier adoption is permitted as of the beginning of an entity s fiscal year, provided the entity has not yet issued financial statements, including financial statements for any interim period for that fiscal year. Provisions of this Statement may be applied to instruments that an entity holds at the date of adoption on an instrument-by-instrument basis. At adoption, any difference between the total carrying amount of the individual components of the existing bifurcated hybrid financial instrument and the fair value of the combined hybrid financial instrument should be recognized as a cumulative-effect adjustment to beginning retained earnings. An entity should separately disclose the gross gains and losses that make up the cumulative-effect adjustment, determined on an instrument-by-instrument basis. Prior periods should not be restated. The Corporation elected to adopt SFAS No. 155 commencing in January 2007. The Corporation is currently evaluating the impact that this accounting pronouncement may have in its financial condition and results of operations.

## SFAS No. 156 Accounting for Servicing of Financial Assets an amendment of FASB No. 140

This Statement amends SFAS No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities, with respect to the accounting for separately recognized servicing assets and servicing liabilities. This Statement:

1. Requires an entity to recognize a servicing asset or servicing liability each time it undertakes an obligation to service a financial asset by entering into a servicing contract in any of the following situations:
a. A transfer of the servicer s financial assets that meets the requirements for sale accounting
b. A transfer of the servicer sfinancial assets to a qualifying special-purpose entity in a guaranteed mortgage securitization in which the transferor retains all of the resulting securities and classifies them as either available-for-sale securities or trading securities in accordance with SFAS No. 115, Accounting for Certain Investments in Debt and Equity Securities
c. An acquisition or assumption of an obligation to service a financial asset that does not relate to financial assets of the servicer or its consolidated affiliates.
2. Requires all separately recognized servicing assets and servicing liabilities to be initially measured at fair value, if practicable.
3. Permits an entity to choose either of the following subsequent measurement methods for each class of separately recognized servicing assets and servicing liabilities:
a. Amortization method Amortize servicing assets or servicing liabilities in proportion to and over the period of estimated net servicing income or net servicing loss and assess servicing assets or servicing liabilities for impairment or increased obligation based on fair value at each reporting date.

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b. Fair value measurement method Measure servicing assets or servicing liabilities at fair value at each reporting date and report changes in fair value in earnings in the period in which the changes occur.
4. At its initial adoption, permits a one-time reclassification of available-for-sale securities to trading securities by entities with recognized servicing rights, without calling into question the treatment of other available-for-sale securities under SFAS No. 115, provided that the available-for-sale securities are identified in some manner as offsetting the entity s exposure to changes in fair value of servicing assets or servicing liabilities that a servicer elects to subsequently measure at fair value.
5. Requires separate presentation of servicing assets and servicing liabilities subsequently measured at fair value in the statement of financial position and additional disclosures for all separately recognized servicing assets and servicing liabilities.
The Corporation elected to adopt SFAS No. 156 commencing in January 2007. The Corporation is currently evaluating the impact that this accounting pronouncement may have in its financial condition and results of operations, subject to the measurement methods, class definitions and other determinations that need to be made upon adoption.

## SFAS No. 157 Fair Value Measurements

SFAS No. 157, issued in September 2006, defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles (GAAP), and expands disclosures about fair value measurements. SFAS No. 157 does not require any new fair value measurements. This Statement, among other matters:

Clarifies that the exchange price is the price in an orderly transaction between market participants to sell the asset or transfer the liability in the market in which the reporting entity would transact for the asset or liability, that is, the principal or most advantageous market for the asset or liability. The definition focuses on the price that would be received to sell the asset or paid to transfer the liability (an exit price), not the price that would be paid to acquire the asset or received to assume the liability (an entry price).

Emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, this Statement establishes a fair value hierarchy that distinguishes between (1) market participant assumptions developed based on market data obtained from sources independent of the reporting entity (observable inputs) and (2) the reporting entity s own assumptions about market participant assumptions developed based on the best information available in the circumstances (unobservable inputs).

Clarifies that market participant assumptions include assumptions about risk, for example, the risk inherent in a particular valuation technique used to measure fair value (such as a pricing model) and/or the risk inherent in the inputs to the valuation technique. A fair value measurement should include an adjustment for risk if market participants would include one in pricing the related asset or liability, even if the adjustment is difficult to determine.

Clarifies that market participant assumptions also include assumptions about the effect of a restriction on the sale or use of an asset.

Clarifies that a fair value measurement for a liability reflects its nonperformance risk (the risk that the obligation will not be fulfilled).
SFAS No. 157 expands disclosures about the use of fair value to measure assets and liabilities in interim and annual periods subsequent to initial recognition. The disclosures focus on the inputs used to measure fair value and for recurring fair value measurements using significant unobservable inputs, and the effect of the measurements on earnings (or changes in net assets) for the period.
The guidance in this Statement applies for derivatives and other financial instruments measured at fair value under Statement 133 at initial recognition and in all subsequent periods. Therefore, this Statement nullifies the guidance in
footnote 3 of EITF Issue No. 02-3, Issues Involved in Accounting for Derivative Contracts Held for Trading Purposes and Contracts Involved in Energy Trading and Risk Management Activities. This Statement also amends

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Statement 133 to remove the similar guidance to that in Issue 02-3, which was added by FASB Statement No. 155, Accounting for Certain Hybrid Financial Instruments.
SFAS No. 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. Earlier application is encouraged, provided that the reporting entity has not yet issued financial statements for that fiscal year, including financial statements for an interim period within that fiscal year. The provisions of SFAS No. 157 should be applied prospectively as of the beginning of the fiscal year in which this Statement is initially applied, except for particular financial instruments indicated in the Statement in which the provisions should be applied retrospectively as of the beginning of the fiscal year in which this Statement is initially applied (a limited form of retrospective application).
The Corporation plans to adopt the provisions of SFAS No. 157 commencing with the first quarter of 2008. The Corporation is evaluating the impact that this accounting pronouncement may have in its financial condition, results of operations and financial statement disclosures.

## SFAS No. 158 Employers Accounting for Defined Benefit Pension and Other Postretirement Plans

In September 2006, the FASB issued SFAS No. 158 (an amendment of FASB Statements No. 87, 88, 106, and 132R), which requires an employer that is a business entity and sponsors one or more single-employer defined benefit plans to:
a. Recognize the funded status of a benefit plan measured as the difference between plan assets at fair value (with limited exceptions) and the benefit obligation in its statement of financial position. For a pension plan, the benefit obligation is the projected benefit obligation; for any other postretirement benefit plan, such as a retiree health care plan, the benefit obligation is the accumulated postretirement benefit obligation.
b. Recognize as a component of other comprehensive income, net of tax, the gains or losses and prior service costs or credits that arise during the period but are not recognized as components of net periodic benefit cost pursuant to FASB Statement No. 87, Employers Accounting for Pensions, or No. 106, Employers Accounting for Postretirement Benefits Other Than Pensions. Amounts recognized in accumulated other comprehensive income, including the gains or losses, prior service costs or credits, and the transition asset or obligation remaining from the initial application of Statements 87 and 106, are adjusted as they are subsequently recognized as components of net periodic benefit cost pursuant to the recognition and amortization provisions of those Statements.
c. Measure defined benefit plan assets and obligations as of the date of the employer s fiscal year-end statement of financial position (with limited exceptions).
d. Disclose in the notes to financial statements additional information about certain effects on net periodic benefit cost for the next fiscal year that arise from delayed recognition of the gains or losses, prior service costs or credits, and transition asset or obligation.
Upon initial application of SFAS No. 158 and subsequently, an employer should continue to apply the provisions in Statements 87, 88, and 106 in measuring plan assets and benefit obligations as of the date of its statement of financial position and in determining the amount of net periodic benefit cost.
An employer with publicly traded equity securities is required to initially recognize the funded status of a defined benefit postretirement plan and to provide the required disclosures as of the end of the fiscal year ending after December 15, 2006.
The Corporation provides pension, benefit restoration and postretirement benefit plans for certain employees. Upon adoption of SFAS No. 158 in December 31, 2006, the Corporation will be required to recognize the underfunded status of the plans as a liability on its statement of financial condition. The Corporation has always used December $31^{\text {st }}$ as the measurement date of the plans.
The impact of the adoption of SFAS No. 158 as of December 31, 2006 is estimated to be a reduction in equity of approximately $\$ 77$ million (after tax), with a corresponding increase in total liabilities of $\$ 126$ million and in the deferred tax asset of $\$ 49$ million. The estimated impact is based on the Corporation s expected funded status of its
pension and postretirement benefit plans. The actual impact of the implementation of SFAS No. 158 on the financial

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statements may differ due to changes in economic assumptions such as discount rates, fair values of assets, and other changes in actuarial assumptions that will occur in connection with the upcoming December 31, 2006 measurement date. The Corporation expects that the effect of the implementation of SFAS No. 158 on its financial covenants will be immaterial. Additionally, based on the estimated impact in regulatory capital ratios, the Corporation will continue to be well-capitalized.

## FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes-an Interpretation of FASB Statement 109 (FIN 48)

In June 2006, the FASB issued FIN 48, which prescribes a comprehensive model for how a company should recognize, measure, present, and disclose in its financial statements uncertain tax positions that the company has taken or expects to take on a tax return (including a decision whether to file or not to file a return in a particular jurisdiction). Under the Interpretation, the financial statements will reflect expected future tax consequences of such positions presuming the taxing authorities full knowledge of the position and all relevant facts, but without considering time values.
FIN 48 is applicable to all uncertain positions for taxes accounted for under SFAS 109, Accounting for Income Taxes, and is not intended to be applied by analogy to other taxes, such as sales taxes, value-added taxes, or property taxes. Significant elements of the new guidance include the following:

Recognition: A tax benefit from an uncertain position may be recognized only if it is more likely than not that the position is sustainable, based on its technical merits.

Measurement: The tax benefit of a qualifying position is the largest amount of tax benefit that is greater than 50 percent likely of being realized upon ultimate settlement with a taxing authority having full knowledge of all relevant information.

Change in judgment: The assessment of the recognition threshold and the measurement of the associated tax benefit might change as new information becomes available. Unrecognized tax benefits should be recognized in the period that the position reaches the recognition threshold, which might occur prior to absolute finality of the matter. Similarly, recognized tax benefits should be derecognized in the period in which the position falls below the threshold.

Interest/Penalties: A taxpayer is required to accrue interest and penalties that, under relevant tax law, the taxpayer would be regarded as having incurred. Accordingly, under FIN 48, interest would start to accrue in the period that it would begin accruing under the relevant tax law, and penalties should be accrued in the first period for which a position is taken (or is expected to be taken) on a tax return that would give rise to the penalty. How a company classifies interest and penalties in the income statement is an accounting policy decision. The company should disclose that policy and the amounts recognized.

Balance sheet classification: Liabilities resulting from FIN 48 are classified as long-term, unless payment is expected within the next 12 months.

Disclosures: FIN 48 requires qualitative and quantitative disclosures, including discussion of reasonably possible changes that might occur in the recognized tax benefits over the next 12 months; a description of open tax years by major jurisdictions; and a roll-forward of all unrecognized tax benefits, presented as a reconciliation of the beginning and ending balances of the unrecognized tax benefits on a worldwide aggregated basis. After considering other applicable guidance (such as the guidance that the Emerging Issues Task Force specifies in Issue 93-7, Uncertainties Related to Income Taxes in a Purchase Business Combination), a company should record the change in net assets that results from the application of the Interpretation as an adjustment to retained earnings. The accounting provisions of FIN 48 will be effective for the Corporation beginning January 1, 2007. Based on a preliminary analysis performed at this time, management does not expect that the adoption of this accounting interpretation will have a material impact to its financial condition or results of operations.

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EITF Issue No. 06-03 How Taxes Collected from Customers and Remitted to Governmental Authorities Should Be Presented in the Income Statement (That Is, Gross versus Net Presentation (EITF 06-03 )
In June 2006, the EITF reached a consensus on EITF Issue No. 06-03, How Taxes Collected from Customers and Remitted to Governmental Authorities Should Be Presented in the Income Statement (That Is, Gross versus Net Presentation). EITF 06-03 provides that the presentation of taxes assessed by a governmental authority that is directly imposed on a revenue-producing transaction between a seller and a customer on either a gross basis (included in revenues and costs) or on a net basis (excluded from revenues) is an accounting policy decision that should be disclosed. The provisions of EITF 06-03 will be effective for the Corporation as of January 1, 2007. The adoption of EITF 06-03 is not expected to have a material impact on the Corporation s consolidated financial statements.
EITF Issue No. 06-5 Accounting for Purchases of Life Insurance Determining the Amount That Could Be Realized in Accordance with FASB Technical Bulletin No. 85-4, Accounting for Purchases of Life Insurance (EITF 06-5 )
EITF Issue 06-5 focuses on how an entity should determine the amount that could be realized under the insurance contract at the balance sheet date in applying FTB 85-4, and whether the determination should be on an individual or group policy basis.
At the September 2006 meeting, the Task Force affirmed as a final consensus agreeing that the cash surrender value and any additional amounts provided by the contractual terms of the insurance policy that are realizable at the balance sheet date should be considered in determining the amount that could be realized under FTB 85-4, and any amounts that are not immediately payable to the policyholder in cash should be discounted to their present value. Additionally, the Task Force affirmed as a final consensus the tentative conclusion that in determining the amount that could be realized, companies should assume that policies will be surrendered on an individual-by-individual basis, rather than surrendering the entire group policy. Also, the Task Force reached a consensus that contractual limitations on the ability to surrender a policy do not affect the amount to be reflected under FTB 85-4, but, if significant, the nature of those restrictions should be disclosed.
The consensus would be effective for fiscal years beginning after December 15, 2006. Early application of this guidance would be permitted as of the beginning of a fiscal year in financial statements for any period for which interim or annual financial statements have not yet been issued. The guidance should be adopted with a cumulative effect adjustment to beginning retained earnings for all existing arrangements or retrospectively in accordance with SFAS No. 154.
The Corporation is currently evaluating any impact that the adoption of Issue 06-5 may have on its statement of financial condition or results of operations as it relates to the bank-owned life insurance policy for which the Corporation is beneficiary. Management does not expect such impact to be material.
Staff Accounting Bulletin No. 108 Considering the Effects of Prior Year Misstatements when Ouantifying Misstatements in Current Year Financial Statements (SAB 108 )
In September 2006, the Securities and Exchange Commission ( SEC ) issued SAB No. 108 expressing the SEC staff s views regarding the process of quantifying financial statement misstatements and the build up of improper amounts on the balance sheet. SAB 108 requires that registrants quantify errors using both a balance sheet and income statement approach and evaluate whether either approach results in a misstated amount that, when all relevant quantitative and qualitative factors are considered, is material. The built up misstatements, while not considered material in the individual years in which the misstatements were built up, may be considered material in a subsequent year if a company were to correct those misstatements through current period earnings. Initial application of SAB No. 108 allows registrants to elect not to restate prior periods but to reflect the initial application in their annual financial statements covering the first fiscal year ending after November 15, 2006. The cumulative effect of the initial application should be reported in the carrying amounts of assets and liabilities as of the beginning of that fiscal year and the offsetting adjustment, net of tax, should be made to the opening balance of retained earnings for that year. Registrants will need to disclose the nature and amount of each item, when and how each error being

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corrected arose, and the fact that the errors were previously considered immaterial. SAB 108 is effective for the Corporation s annual financial statements for the year ended December 31, 2006. The adoption of SAB 108 is not expected to have a material impact on the Corporation s consolidated financial statements.

## Note 3 Restrictions on cash and due from banks and highly liquid securities

The Corporation s subsidiary banks are required by federal and state regulatory agencies to maintain average reserve balances with the Federal Reserve Bank or with a correspondent bank. Those required average reserve balances were approximately $\$ 591$ million at September 30, 2006 (December 31, $2005 \$ 584$ million; September 30, 2005
$\$ 540$ million). Cash and due from banks as well as other short-term, highly liquid securities are used to cover the required average reserve balances.
In compliance with rules and regulations of the Securities and Exchange Commission, at September 30, 2006, the Corporation had securities with a market value of $\$ 445$ thousand (December 31, 2005-\$549 thousand; September 30, $2005 \$ 699$ thousand) segregated in a special reserve bank account for the benefit of brokerage customers of its broker-dealer subsidiary. These securities are classified in the consolidated statement of condition within the other trading securities category.
As required by the Puerto Rico International Banking Center Law, at September 30, 2006, the Corporation maintained separately for its two international banking entities ( IBEs ), $\$ 600$ thousand in time deposits, equally split for the two IBEs, which were considered restricted assets (December 31, $2005 \$ 600$ thousand; September 30, 2005 \$600 thousand).
The Corporation had restricted securities available-for-sale with a market value of $\$ 1.2$ million at September 30, 2006 (December 31, $2005 \$ 1.2$ million; September 30, $2005 \$ 1.2$ million) to comply with certain requirements of the Insurance Code of Puerto Rico.
As part of a line of credit facility with a financial institution, at September 30, 2006, the Corporation maintained restricted cash of $\$ 1.9$ million as collateral for the line of credit (December 31, $2005 \quad \$ 2.4$ million). The cash is being held in certificates of deposits which mature in less than 90 days. The line of credit is used to support letters of credit.
Note 4 Pledged Assets
Certain securities and loans were pledged to secure public and trust deposits, assets sold under agreements to repurchase, other borrowings and credit facilities available. The classification and carrying amount of the Corporation s pledged assets, in which the secured parties are not permitted to sell or repledge the collateral, were as follows:

|  | September 30, | December 31, | September 30, <br> (In thousands) |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 6}$ | 2005 | 2005 |

Pledged securities and loans in which the creditor has the right by custom or contract to repledge are presented separately in the consolidated statements of condition.

## Note 5 Investment Securities Available-For-Sale

The amortized cost, gross unrealized gains and losses and approximate market value (or fair value for certain investment securities where no market quotations are available) of investment securities available-for-sale as of September 30, 2006, December 31, 2005 and September 30, 2005 were as follows:

## Table of Contents

| (In thousands) | AS OF SEPTEMBER 30, 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized <br> Cost | Gross <br> Unrealized <br> Gains | Gross <br> Unrealized <br> Losses | Market <br> Value |
| U.S. Treasury securities | \$ 521,885 |  | \$ 28,418 | \$ 493,467 |
| Obligations of U.S. Government sponsored entities | 6,776,956 | \$ 178 | 154,923 | 6,622,211 |
| Obligations of Puerto Rico, States and political subdivisions | 119,999 | 308 | 3,927 | 116,380 |
| Collateralized mortgage obligations | 1,725,068 | 5,031 | 17,198 | 1,712,901 |
| Mortgage-backed securities | 1,099,321 | 1,412 | 29,535 | 1,071,198 |
| Equity securities | 70,987 | 4,938 | 3,109 | 72,816 |
| Others | 67,745 | 2,289 | 682 | 69,352 |
|  | \$ 10,381,961 | \$14,156 | \$237,792 | \$10,158,325 |
|  | AS OF DECEMBER 31, 2005 |  |  |  |
| (In thousands) | Amortized Cost | Unrealized Gains | Unrealized Losses | Market Value |
| U.S. Treasury securities | \$ 528,378 | \$ 14 | \$ 24,067 | \$ 504,325 |
| Obligations of U.S. Government sponsored entities | 7,867,613 | 540 | 157,477 | 7,710,676 |
| Obligations of Puerto Rico, States and political subdivisions | 107,864 | 631 | 1,841 | 106,654 |
| Collateralized mortgage obligations | 1,854,843 | 8,209 | 14,289 | 1,848,763 |
| Mortgage-backed securities | 1,396,246 | 6,251 | 28,755 | 1,373,742 |
| Equity securities | 68,521 | 15,120 | 1,107 | 82,534 |
| Others | 88,568 | 1,324 |  | 89,892 |
|  | \$11,912,033 | \$32,089 | \$227,536 | \$11,716,586 |

## (In thousands)

U.S. Treasury securities

Obligations of U.S. Government sponsored entities
Obligations of Puerto Rico, States and political subdivisions
Collateralized mortgage obligations
Mortgage-backed securities

|  | AS OF SEPTEMBER 30, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross |  |  |  |  |
| Amortized |  |  |  |  |
| Cost |  |  |  |  |$\quad$| Unrealized |
| :---: |
| Gains |$\quad$| Gross |
| :---: |
| Unrealized |
| Losses |$\quad$| Market |
| :---: |
| Value |

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| Equity securities | 61,453 | 12,102 | 304 | 73,251 |
| :--- | ---: | ---: | ---: | ---: |
| Others | 80,743 | 1,048 | 257 | 81,534 |
|  | $\$ 11,635,561$ | $\$ 34,510$ | $\$ 176,863$ | $\$ 11,493,208$ |

The following table shows the Corporation s gross unrealized losses and market value of investment securities available-for-sale, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at September 30, 2006, December 31, 2005 and September 30, 2005:

## Table of Contents

AS OF SEPTEMBER 30, 2006

| (In thousands) | Less than 12 Months |  |  |
| :---: | :---: | :---: | :---: |
|  | Amortized Cost | Unrealized Losses | Market Value |
| U.S. Treasury securities | \$ 19,410 | \$ 91 | \$ 19,319 |
| Obligations of U.S. Government sponsored entities | 443,593 | 4,348 | 439,245 |
| Obligations of Puerto Rico, States and political subdivisions | 26,398 | 375 | 26,023 |
| Collateralized mortgage obligations | 507,121 | 4,037 | 503,084 |
| Mortgage-backed securities | 165,200 | 2,363 | 162,837 |
| Equity securities | 46,811 | 2,811 | 44,000 |
| Others | 10,360 | 682 | 9,678 |
|  | \$1,218,893 | \$14,707 | \$1,204,186 |
|  |  | 12 months or more |  |
| (In thousands) | Amortized Cost | Unrealized Losses | Market Value |
| U.S. Treasury securities | \$ 502,475 | \$ 28,327 | \$ 474,148 |
| Obligations of U.S. Government sponsored entities | 6,254,447 | 150,575 | 6,103,872 |
| Obligations of Puerto Rico, States and political subdivisions | 53,305 | 3,552 | 49,753 |
| Collateralized mortgage obligations | 576,660 | 13,161 | 563,499 |
| Mortgage-backed securities | 858,717 | 27,172 | 831,545 |
| Equity securities | 300 | 298 | 2 |
|  | \$8,245,904 | \$223,085 | \$8,022,819 |

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|  | Amortized <br> Cost | Total <br> Unrealized <br> Losses | Market <br> Value |  |
| :--- | ---: | ---: | ---: | ---: |
| (In thousands) |  | $\$ 28,418$ | $\$ 493,467$ |  |
| U.S. Treasury securities | 521,885 | $\$ 28,48$ |  |  |
| Obligations of U.S. Government sponsored entities | $6,69,040$ | 154,923 | $6,543,117$ |  |
| Obligations of Puerto Rico, States and political | 79,703 | 3,927 | 75,776 |  |
| subdivisions | $1,083,781$ | 17,198 | $1,066,583$ |  |
| Collateralized mortgage obligations | $1,023,917$ | 29,535 | 994,382 |  |
| Mortgage-backed securities | 47,111 | 3,109 | 44,002 |  |
| Equity securities | 10,360 | 682 | 9,678 |  |
| Others |  |  | $\$ 9,464,797$ | $\$ 237,792$ |

(In thousands)
U.S. Treasury securities

Obligations of U.S. Government sponsored entities
Obligations of Puerto Rico, States and political subdivisions
Collateralized mortgage obligations
Mortgage-backed securities
Equity securities
\$
4,854
$4,401,412$
Amortized
Cost
AS OF DECEMBER 31, 2005
Less than 12 Months

|  | \$5,610,316 | \$86,134 | \$5,524,182 |
| :---: | :---: | :---: | :---: |
| (In thousands) | Amortized Cost | 12 months or more Unrealized Losses | Market <br> Value |
| U.S. Treasury securities | \$ 499,148 | \$ 23,931 | \$ 475,217 |
| Obligations of U.S. Government sponsored entities | 3,379,970 | 88,227 | 3,291,743 |
| Obligations of Puerto Rico, States and political subdivisions | 54,680 | 1,808 | 52,872 |
| Collateralized mortgage obligations | 238,254 | 7,895 | 230,359 |
| Mortgage-backed securities | 672,428 | 19,349 | 653,079 |
| Equity securities | 3,837 | 192 | 3,645 |
|  | \$4,848,317 | \$ 141,402 | \$4,706,915 |

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| (In thousands) | Amortized <br> Cost | Unrealized <br> Losses | Market <br> Value |  |
| :--- | ---: | ---: | ---: | ---: |
| U.S. Treasury securities |  |  |  |  |
| Obligations of U.S. Government sponsored entities | $\$ 509,002$ | $\$ 24,067$ | $\$ 84,935$ |  |
| Obligations of Puerto Rico, States and political | $7,781,382$ | 157,477 | $7,623,905$ |  |
| subdivisions |  |  |  |  |
| Collateralized mortgage obligations | 92,750 | 1,841 | 70,909 |  |
| Mortgage-backed securities | 910,800 | 14,289 | 896,511 |  |
| Equity securities | $1,158,694$ | 28,755 | $1,129,939$ |  |
|  | 26,005 | 1,107 | 24,898 |  |

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|  | Amortized <br> Cost | Total <br> Unrealized <br> Losses | Market <br> Value |  |
| :--- | ---: | ---: | ---: | ---: |
| (In thousands) |  |  |  |  |
|  | $\$ 551,052$ | $\$ 22,803$ | $\$ 528,249$ |  |
| U.S. Treasury securities | $7,440,440$ | 121,114 | $7,319,326$ |  |
| Obligations of U.S. Government sponsored entities |  |  | 95,610 | 931 |
| Obligations of Puerto Rico, States and political | 898,863 | 12,914 | 64,679 |  |
| subdivisions | $1,003,203$ | 18,540 | 885,949 |  |
| Collateralized mortgage obligations | 329 | 304 | 984,663 |  |
| Mortgage-backed securities | 11,180 | 257 | 10,923 |  |
| Equity securities |  |  |  |  |
| Others | $\$ 9,970,677$ | $\$ 176,863$ | $\$ 9,793,814$ |  |

At September 30, 2006, Obligations of Puerto Rico, States and political subdivisions include approximately $\$ 57$ million in Commonwealth of Puerto Rico Appropriation Bonds ( Appropriation Bonds ) the rating on which was downgraded in May 2006 by Moody s Investors Service ( Moody s ) to Ba1, one notch below investment grade. At that time, Moody s commented that this action reflected the Government s strained financial condition, the ongoing political conflict and the lack of agreement regarding the measures necessary to end the government s multi-year trend of financial deterioration. In July 2006, this credit rating agency maintained the credit rating, but removed the Puerto Rico Government obligations from its watch list for further downgrades as the Government of Puerto Rico approved the 2007 fiscal year budget and established a new sales tax. A percentage of this sales tax is designated to be used as a revenue source to repay Puerto Rico Government Obligations. Future rating stability will be subject to the Government s actions to reduce operating expenditures, improve managerial and budgetary controls, and eliminate its reliance on loans from the Government Development Bank for Puerto Rico, the Commonwealth s fiscal

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agent, to cover operating deficits. Standard \& Poor s (S\&P), another nationally recognized credit rating agency, rated the Appropriation Bonds BBB-, which is still considered investment grade. As of September 30, 2006, the appropriation bonds indicated above represented approximately $\$ 3.2$ million in unrealized losses in the Corporation s available-for-sale investment securities portfolio. The Corporation is closely monitoring the political and economic situation of the Island and evaluates its available-for-sale portfolio for any declines in value that management may consider being other-than-temporary. Management has the intent and ability to hold these investments for a reasonable period of time for a forecasted recovery of fair value up to (or beyond) the cost of these investments.
The unrealized loss positions of available-for-sale securities at September 30, 2006, except for the obligations of the Puerto Rico government described above, are primarily associated with U.S. government sponsored entities and Treasury obligations, and to a lesser extent, U.S. Agency and government sponsored-issued mortgage-backed securities and collateralized mortgage obligations. The vast majority of these securities are rated the equivalent of AAA by the major rating agencies. The investment portfolio is structured primarily with highly liquid securities which possess a large and efficient secondary market. Valuations are performed at least on a quarterly basis using third party providers and dealer quotes. Management believes that the unrealized losses in these available-for-sale securities at September 30, 2006 are substantially related to market interest rate fluctuations and not to the deterioration in the creditworthiness of the issuers. Also, management has the intent and ability to hold these investments for a reasonable period of time for a forecasted recovery of fair value up to (or beyond) the cost of these investments.
During the quarter and nine months ended September 30, 2006, the Corporation recognized through earnings approximately $\$ 0.4$ million and $\$ 17.4$ million, respectively, in losses in interest-only securities classified as available-for-sale that management considered to be other than temporarily impaired. For the nine months ended September 30, 2005, the impairment adjustment amounted to $\$ 12.6$ million and was associated with interest-only strips and equity securities.
The following table states the name of issuers, and the aggregate amortized cost and market value of the securities of such issuer (includes available-for-sale and held-to-maturity securities), when the aggregate amortized cost of such securities exceeds $10 \%$ of stockholders equity. This information excludes securities of the U.S. Government agencies and corporations. Investments in obligations issued by a state of the U.S. and its political subdivisions and agencies which are payable and secured by the same source of revenue or taxing authority, other than the U.S. Government, are considered securities of a single issuer.

September 30, 2006

|  | September 30, 2006 <br> Amortized <br> Cost |  |
| :--- | ---: | ---: |
| (In thousands) |  | Market Value |
|  | $\$ 1,594,165$ | $\$ 1,570,842$ |
| FNMA | $6,621,836$ | $6,470,786$ |
| FHLB | $1,195,093$ | $1,178,715$ |

December 31, 2005
Amortized
Cost Market Value
\$1,790,840 \$1,776,604
7,480,188 7,327,736
$1,244,044 \quad 1,228,566$

September 30, 2005
Amortized
Cost Market Value
\$1,694,826 \$1,688,626
7,422,223 7,304,602
1,189,090 1,177,706

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## Note 6 Investment Securities Held-to-Maturity

The amortized cost, gross unrealized gains and losses and approximate market value (or fair value for certain investment securities where no market quotations are available) of investment securities held-to-maturity as of September 30, 2006, December 31, 2005 and September 30, 2005 were as follows:

| (In thousands) | AS OF SEPTEMBER 30, 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Gross <br> Unrealized Gains | Gross Unrealized Losses | Market <br> Value |
| Obligations of U.S. Government sponsored entities | \$269,683 |  | \$ 34 | \$269,649 |
| Obligations of Puerto Rico, States and political subdivisions | 72,154 | \$1,605 | 158 | 73,601 |
| Collateralized mortgage obligations | 409 |  | 22 | 387 |
| Others | 15,184 | 43 | 15 | 15,212 |
|  | \$357,430 | \$1,648 | \$229 | \$358,849 |
|  | AS OF DECEMBER 31, 2005 |  |  |  |
| (In thousands) | Amortized <br> Cost | Gross <br> Unrealized Gains | Gross <br> Unrealized Losses | Market Value |
| Obligations of U.S. Government sponsored entities |  |  |  |  |
| Obligations of Puerto Rico, States and political |  |  |  |  |
| Collateralized mortgage obligations | 497 |  | 27 | 470 |
| Others | 32,348 | 315 | 10 | 32,653 |
|  | \$153,104 | \$3,160 | \$196 | \$ 156,068 |
|  |  | AS OF SEPTEMBER 30, 2005 Gross |  |  |
|  | Amortized | Unrealized | Gross | Market |
|  | Cost | Gains | Unrealized Losses | Value |
| Obligations of U.S. Government sponsored |  |  |  |  |
| Obligations of Puerto Rico, States and political subdivisions | 79,550 | \$2,879 | 129 | 82,300 |
| Collateralized mortgage obligations | 527 |  | 26 | 501 |
| Others | 32,290 | 357 | 10 | 32,637 |
|  | \$359,228 | \$3,236 | \$ 261 | \$362,203 |

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The following table shows the Corporation s gross unrealized losses and fair value of investment securities held-to-maturity, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at September 30, 2006, December 31, 2005 and September 30, 2005:
(In thousands)
II।
Obligations of U.S. Government sponsored entities
Obligations of Puerto Rico, States and political subdivisions
(In thousands)
Obligations of Puerto Rico, States and political subdivisions
Collateralized mortgage obligations
Others

|  | $\$ 4,193$ | $\$ 192$ | $\$ 4,001$ |
| :--- | :---: | :---: | ---: |
|  | Amortized | Total <br> Unrealized <br> Losses | Market <br> Value |
| (In thousands) | Cost |  |  |
|  |  | $\$ 269,683$ | $\$ 4$ |
| Obligations of U.S. Government sponsored entities | 4,644 | 158 | $\$ 269,649$ |
| Obligations of Puerto Rico, States and political subdivisions | 409 | 22 | 4,486 |
| Collateralized mortgage obligations | 1,250 | 15 | 387 |
| Others | $\$ 275,986$ | $\$ 229$ | $\$ 275,757$ |

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(In thousands)
Obligations of U.S. Government sponsored entities
Obligations of Puerto Rico, States and political subdivisions
Others
(In thousands)
Obligations of Puerto Rico, States and political subdivisions
Collateralized mortgage obligations
Others
AS OF DECEMBER 31, 2005
Less than 12 months

| Amortized | Unrealized | Market |
| :---: | :---: | :---: |
| Cost | Losses | Value |


| $\$ 42,011$ | $\$ 25$ | $\$ 41,986$ |
| ---: | ---: | ---: |
| 3,605 | 20 | 3,585 |
| 1,000 | 10 | 990 |

$\$ 46,616 \quad \$ 55 \quad \$ 46,561$

| 12 months or more |  |  |
| :---: | :---: | :---: |
| Amortized | Unrealized | Market |
| Cost | Losses | Value |


| $\$ 22,533$ | $\$ 114$ | $\$ 22,419$ |
| ---: | ---: | ---: |
| 497 | 27 | 470 |
| 250 |  | 250 |

\$23,280 \$ $141 \quad \$ 23,139$
(In thousands)

| Obligations of U.S. Government sponsored entities | $\$ 42,011$ | $\$ 25$ | $\$ 41,986$ |
| :--- | ---: | ---: | ---: |
| Obligations of Puerto Rico, States and political subdivisions | 26,138 | 134 | 26,004 |
| Collateralized mortgage obligations | 497 | 27 | 470 |
| Others | 1,250 | 10 | 1,240 |
|  | $\$ 69,896$ | $\$ 196$ | $\$ 69,700$ |

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| (In thousands) | AS OF SEPTEMBER 30, 2005 <br> Less than 12 months |  |  |
| :---: | :---: | :---: | :---: |
|  | Amortized Cost | Unrealized <br> Losses | Market <br> Value |
| Obligations of U.S. Government sponsored entities | \$237,818 | \$ 96 | \$237,722 |
| Obligations of Puerto Rico, States and political subdivisions | 4,205 | 21 | 4,184 |
| Others | 750 | 10 | 740 |
|  | \$242,773 | \$127 | \$242,646 |
|  | 12 months or more |  |  |
| (In thousands) | Amortized Cost | Unrealized Losses | Market <br> Value |
| Obligations of Puerto Rico, States and political subdivisions | \$21,580 | \$108 | \$21,472 |
| Collateralized mortgage obligations | 527 | 26 | 501 |
| Others | 250 |  | 250 |
|  | \$22,357 | \$134 | \$22,223 |
|  |  | Total |  |
| (In thousands) | Amortized Cost | Unrealized <br> Losses | Market <br> Value |
| Obligations of U.S. Government sponsored entities | \$237,818 | \$ 96 | \$ 237,722 |
| Obligations of Puerto Rico, States and political subdivisions | 25,785 | 129 | 25,656 |
| Collateralized mortgage obligations | 527 | 26 | 501 |
| Others | 1,000 | 10 | 990 |
|  | \$265,130 | \$261 | \$264,869 |

Management believes that the unrealized losses in the held-to-maturity portfolio at September 30, 2006 are substantially related to market interest rate fluctuations and not to deterioration in the creditworthiness of the issuers.

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## Note 7 Retained Interests on Sales of Mortgage Loans

During the nine months ended September 30, 2006, the Corporation retained servicing responsibilities and other residual interests on various securitization transactions and whole loan sales of residential mortgage loans performed by various subsidiaries. Refer to Note 1 to the audited consolidated financial statements included in Popular s 2005 Annual Report for the accounting policies followed by the Corporation with respect to mortgage servicing rights ( MSRs ) and interest-only strips ( IOs ). Also, refer to the Critical Accounting Policies / Estimates section of the Management s Discussion and Analysis included in the 2005 Annual Report for valuation methodologies used by the Corporation in determining the fair value of these retained interests.

## Popular Financial Holdings

During the nine-month period ended September 30, 2006, the Corporation, through its consumer lending subsidiary PFH, retained MSRs and IOs on mortgage loans securitizations.
During 2006, the Corporation has conducted three asset securitizations that involve the transfer of mortgage loans to qualifying special purpose entities (QSPE), which in turn transferred these assets and their titles, to different trusts, thus isolating those loans from the Corporation s assets. Approximately, $\$ 1.0$ billion in adjustable ( ARM ) and fixed-rate loans were securitized and sold by PFH during 2006, with a gain on sale of approximately $\$ 18.8$ million. As part of these transactions, the Corporation recognized MSRs of $\$ 19$ million and IOs of $\$ 37$ million.
When the Corporation transfers financial assets and the transfer fails any one of the SFAS No. 140 criteria, the Corporation is not permitted to derecognize the transferred financial assets and the transaction is accounted for as a secured borrowing ( on-balance sheet securitization ). The loans are included on the balance sheet as loans pledged as collateral for secured borrowings.
During 2006, the Corporation has completed two on-balance sheet securitizations consisting of approximately $\$ 898$ million in ARM and fixed-rate loans. As part of these transactions, the Corporation recognized mortgage servicing rights of $\$ 16$ million.
IOs retained as part of off-balance sheet securitizations of non-prime mortgage loans prior to 2006 had been classified as investment securities available-for-sale and are presented at fair value in the unaudited consolidated statements of condition. PFH s IOs classified as available-for-sale as of September 30, 2006 amounted to $\$ 51$ million. Commencing in January 2006, the IOs derived from newly-issued PFH s off-balance sheet securitizations are being accounted for as trading securities. As such, any valuation adjustment related to these particular IOs is being recorded as part of trading account profit (loss) in the consolidated statements of income. Interest-only strips accounted for as trading securities from PFH securitizations approximated $\$ 37$ million at September 30, 2006. The Corporation recognized trading losses on these IOs of $\$ 0.4$ million for the quarter and nine months ended September 30, 2006. The Corporation reviews the IOs for potential impairment on a quarterly basis and records impairment in accordance with SFAS No. 115 and EITF 99-20 Recognition of Interest Income and Impairment on Purchased and Retained Beneficial Interests in Securitized Financial Assets. During the quarter and nine months ended September 30, 2006, the Corporation recorded other-than-temporary impairment losses of $\$ 0.4$ million and $\$ 17.4$ million, respectively, related with the IOs derived from the off-balance sheet securitizations.

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Key economic assumptions used in measuring the retained interests at the date of the off-balance sheet and on-balance sheet securitizations performed during the nine-month period ended September 30, 2006 were:

|  |  | MSRs |  |
| :---: | :---: | :---: | :---: |
|  | IOs | Fixed-rate loans | ARM loans |
| Weighted average prepayment speed | 28\% (Fixed-rate loans) |  |  |
|  | 35\% (ARM loans) | 28\% | 35\% |
| Weighted average life of collateral (in years) | 2.4 to 2.9 years | 3.5 years | 2.4 to 2.6 years |
| Expected credit losses (annual rate) | 1.7\% to 3.2\% |  |  |
| Discount rate (annual rate) | 15\%-17\% | 14\%-16\% | 14\%-16\% |

As of September 30, 2006, key economic assumptions used to estimate the fair value of IOs and MSRs derived from PFH s securitizations and the sensitivity of residual cash flows to immediate changes in those assumptions were as follows:

| (In thousands) |  | MSRs |  |
| :---: | :---: | :---: | :---: |
|  | IOs | Fixed-rate loans | ARM loans |
| Carrying amount of retained interests | \$87,767 | \$51,151 | \$39,557 |
| Fair value of retained interests | \$87,767 | \$53,763 | \$43,602 |
| Weighted average life of collateral (in years) | 2.1 years | 3.0 years | 2.0 years |
|  | $\begin{array}{r} 28 \% \\ \text { (Fixed-rate } \end{array}$ |  |  |
| Weighted average prepayment speed (annual rate) | loans) | 28\% | 35\% |
|  | 35\% (ARM |  |  |
|  | loans) |  |  |
| Impact on fair value of $10 \%$ adverse change | $(\$ 6,897)$ | \$ 211 | (\$ 439) |
| Impact on fair value of $20 \%$ adverse change | (\$10,022) | \$ 64 | (\$ 916) |
| Weighted average discount rate (annual rate) | 17\% | 16\% | 16\% |
| Impact on fair value of $10 \%$ adverse change | $(\$ 5,819)$ | (\$ 991) | (\$ 639) |
| Impact on fair value of $20 \%$ adverse change | $(\$ 9,670)$ | (\$ 2,102) | (\$ 1,440) |
| Weighted expected credit losses (annual rate) | $1.28 \%$ to $3.19 \%$ |  |  |
| Impact on fair value of $10 \%$ adverse change | $(\$ 6,302)$ |  |  |
| Impact on fair value of $20 \%$ adverse change | $(\$ 10,648)$ |  |  |

PFH as servicer collects prepayment penalties on a substantial portion of the underlying serviced loans, as such, an adverse change in the prepayment assumptions with respect to the MSRs could be partially offset by the benefit derived from the prepayment penalties estimated to be collected.

## Banking subsidiaries

In addition, the Corporation $s$ banking subsidiaries retain servicing responsibilities on the sale of wholesale mortgage loans. Also, servicing responsibilities are retained under pooling / selling arrangements of mortgage loans into mortgage-backed securities, primarily GNMA and FNMA securities. Substantially all mortgage loans securitized have fixed rates. Under the servicing agreements, the banking subsidiaries do not earn significant prepayment penalties on the underlying loans serviced.

Key economic assumptions used in measuring the MSRs at the date of the securitizations and whole loan sales by the banking subsidiaries performed during the nine months ended September 30, 2006 were:

MSRs
Weighted average prepayment speed 14.0\%

Weighted average life of collateral (in years) 10.2 years

Weighted average expected credit losses (annual rate)
Weighted average discount rate (annual rate) 10.28\%

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As of September 30, 2006, key economic assumptions used to estimate the fair value of MSRs derived from transactions performed by the banking subsidiaries and the sensitivity of residual cash flows to immediate changes in those assumptions were as follows:

| (In thousands) | MSRs |  |
| :---: | :---: | :---: |
| Carrying amount of retained interests | \$ | 77,055 |
| Fair value of retained interests | \$ | 88,558 |
| Weighted average life of collateral (in years) |  | 9.2 years |
| Weighted average prepayment speed (annual rate) |  | 12.80\% |
| Impact on fair value of $10 \%$ adverse change | (\$ | $3,035)$ |
| Impact on fair value of $20 \%$ adverse change | (\$ | 5,880) |
| Weighted average discount rate (annual rate) |  | 10\% |
| Impact on fair value of $10 \%$ adverse change | (\$ | 2,776) |
| Impact on fair value of $20 \%$ adverse change | (\$ | 5,385) |

The sensitivity analyses presented above for IOs and MSRs are hypothetical and should be used with caution. As the figures indicate, changes in fair value based on a 10 and 20 percent variation in assumptions generally cannot be extrapolated because the relationship of the change in assumption to the change in fair value may not be linear. Also, in the sensitivity tables included herein, the effect of a variation in a particular assumption on the fair value of the retained interest is calculated without changing any other assumption; in reality, changes in one factor may result in changes in another (for example, increases in market interest rates may result in lower prepayments and increased credit losses), which might magnify or counteract the sensitivities.
Note 8 Derivative Instruments and Hedging Activities
Refer to Note 28 to the consolidated financial statements included in the 2005 Annual Report for a complete description of the Corporation s derivative activities. The following represents the major changes that occurred in the Corporation s derivative activities in the third quarter of 2006:

## Cash Flow Hedges

Derivative financial instruments designated as cash flow hedges outstanding as of September 30, 2006 and December 31, 2005 were as follows:

|  | As of September 30, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Notional amount | Derivative assets | Derivative liabilities | Equity OCI | Ineffectiveness |
| Asset Hedges |  |  |  |  |  |
| Forward commitments | \$ 75,000 | \$ 6 | \$ 289 | (\$ 173) |  |
| Liability Hedges |  |  |  |  |  |
| Interest rate swaps | \$ 390,000 | \$ 899 | \$ 856 | \$ 28 |  |
|  |  | Year end | December 31, |  |  |
| (In thousands) | Notional amount | Derivative assets | Derivative liabilities | Equity OCI | Ineffectiveness |
| Asset Hedges |  |  |  |  |  |
| Forward commitments | \$95,500 | \$ 20 | \$ 420 | (\$244) |  |

The Corporation utilizes forward contracts to hedge the sale of mortgage-backed securities with terms over one month. These securities are hedging a forecasted transaction and thus qualify for cash flow hedge accounting in accordance with SFAS No. 133, as amended. Changes in the fair value of the derivatives are recorded in other comprehensive income. The amount included in accumulated other comprehensive income corresponding to these

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forward contracts is expected to be reclassified to earnings in the next twelve months. The contracts outstanding at September 30, 2006 have a maximum remaining maturity of 79 days.
During 2006, the Corporation entered into interest rate swap contracts to convert floating rate debt to fixed rate debt with the objective of minimizing the exposure to changes in cash flows due to higher interest rates. These interest rate swaps have a maximum remaining maturity of 2.5 years.

## Fair Value Hedges

Derivative financial instruments designated as fair value hedges outstanding as of December 31, 2005 were as described in the table below. As of September 30, 2006 there were no derivative financial instruments outstanding that were designated as fair value hedges for accounting purposes.

| (In thousands) | Notional <br> amount | Derivative <br> assets | Derivative <br> liabilities | Ineffectiveness |
| :--- | :---: | :---: | :---: | :---: |
| Asset Hedges <br> Interest rate swaps | $\$ 534,623$ | $\$ 3,145$ |  | $(\$ 388)$ |

At December 31, 2005, the Corporation had outstanding interest rate swaps designated as fair value hedges to protect its exposure to the changes in fair value resulting from movements in the benchmark interest rate of fixed rate assets, particularly loans and investment securities. These interest rate swaps were terminated during the first quarter of 2006.

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## Non-Hedging Activities

Financial instruments designated as non-hedging derivatives outstanding at September 30, 2006 and December 31, 2005 were as follows:

## September 30, 2006

| (In thousands) | Notional amount |  | Fair Values |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Derivative |  | Derivative |
|  |  |  |  | assets | liabilities |
| Forward contracts | \$ | 299,209 |  |  | \$ 1,281 |
| Futures contracts |  | 6,100 |  | 19 |  |
| Call options and put options |  | 64,000 |  | 174 | 80 |
| Interest rate swaps associated with: |  |  |  |  |  |
| - short-term borrowings |  | 400,000 |  | 1,978 |  |
| - bond certificates offered in an on-balance sheet securitization |  | 280,070 |  |  | 1,461 |
| - financing of auto loan portfolio held-for-investment |  | 450,707 |  | 493 | 214 |
| - auto loans approvals locked interest rates |  | 21,399 |  |  | 22 |
| - swaps with corporate clients |  | 374,159 |  |  | 2,092 |
| - swaps offsetting position of corporate client swaps |  | 374,159 |  | 2,092 |  |
| - mortgage loan portfolio prior to securitization |  | 80,000 |  | 86 |  |
| - investment securities |  | 89,385 |  |  | 1,587 |
| Credit default swap |  | 33,463 |  |  |  |
| Interest rate caps |  | 1,096,065 |  | 5,728 |  |
| Interest rate caps for benefit of corporate clients |  | 50,000 |  |  | 142 |
| Indexed options on deposits |  | 204,085 |  | 33,486 |  |
| Indexed options on S\&P Notes |  | 31,152 |  | 3,769 |  |
| Embedded options |  | 250,757 |  | 11,381 | 38,418 |
| Mortgage rate lock commitments |  | 278,997 |  | 326 | 6 |
| Total |  | 4,383,707 |  | 59,532 | \$45,303 |

December 31, 2005

|  |  | Fair Values |  |  |
| :--- | ---: | :---: | ---: | :---: |
| (In thousands) | Notional | Derivative | Derivative |  |
|  | amount | assets | liabilities |  |
| Forward contracts | $\$ 486,457$ | $\$$ | 15 | $\$ 1,691$ |
| Futures contracts | 11,500 | 17 |  |  |
| Call options and put options | 47,500 | 114 |  |  |
| Interest rate swaps associated with: |  |  |  | 3,226 |
| - brokered certificates of deposit | 157,088 |  |  |  |
| - short-term borrowings | 400,000 |  | 13 |  |
| - auto loan portfolio held-for-investment | 209,222 | 851 | 2,361 |  |


| - swaps offsetting position of corporate client swaps | 293,331 | 2,361 |  |
| :---: | :---: | :---: | :---: |
| - investment securities | 40,250 | 837 |  |
| Foreign currency and exchange rate commitments with clients | 252 |  | 32 |
| Foreign currency and exchange rate commitments offsetting clients positions | 252 | 32 |  |
| Interest rate caps | 1,650,907 | 12,215 |  |
| Indexed options on deposits | 122,711 | 17,715 |  |
| Indexed options on S\&P Notes | 31,152 | 3,626 |  |
| Embedded options | 170,121 | 10,593 | 24,398 |
| Mortgage rate lock commitments | 234,938 | 330 |  |
| Total | \$4,175,309 | \$48,706 | \$31,721 |

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## Interest Rates Swaps

At September 30, 2006, the Corporation had outstanding an interest rate swap to economically hedge the payments of the bonds certificates offered as part of an on-balance sheet securitization. This swap contract is marked-to-market quarterly and recognized as part of interest expense. The Corporation recognized a valuation loss of $\$ 2.4$ million for the quarter and nine months ended September 30, 2006 associated with this interest rate swap.
At September 30, 2006, the Corporation also had outstanding an interest rate swap used to economically hedge the cost of short-term borrowings associated with certain mortgage loan securitizations. For the third quarter of 2006, the Corporation recognized as part of short-term interest expense a loss of $\$ 3.4$ million due to changes in the fair value of this derivative contract. On a year-to-date basis the Corporation had recognized a favorable change in the fair value of this derivative contract of $\$ 2.0$ million, which is reflected as a reduction of short-term interest expense.
Additionally, in 2006, the Corporation entered into amortizing swap contracts to economically convert to a fixed- rate the cost of funding a portion of the auto loans held-in-portfolio. For the quarter and nine months ended September 30, 2006, the Corporation recognized a loss of approximately $\$ 3.5$ million and $\$ 0.6$ million, respectively, which was included as part of long-term interest expense.
During the quarter ended September 30, 2006, the Corporation entered into an interest rate swap to economically hedge the changes in fair value of loans acquired and originated prior to securitization. Changes in the swap fair value are reported as part of interest income, and were not significant for the quarter and nine months ended September 30, 2006.

At December 31, 2005, the Corporation had outstanding interest rate swaps that economically hedged the exposure of certain brokered certificates of deposit to changes in fair value due to movements in the benchmark interest rate. The terms of the interest rate swaps were identical to the terms of the callable certificates of deposit. These interest rate swap agreements were terminated in the first quarter of 2006.

## Interest Rate Caps

In periods prior to 2006, the Corporation entered into interest rate caps in conjunction with a series of mortgage loans securitizations that are used to limit the interest rate payable to the security holders. These interest rate caps are designated as non-hedging derivative instruments and are marked-to-market currently in the consolidated statements of income. Valuation losses of $\$ 3.5$ million were recognized as part of long-term interest expense in the third quarter of 2006. Valuation losses amounted to $\$ 6.6$ million for the nine months ended September 30, 2006.
Note 9 Goodwill and Other Intangible Assets
The changes in the carrying amount of goodwill for the nine months ended September 30, 2006 and 2005, allocated by reportable segment, and in the case of Banco Popular de Puerto Rico, as an additional disclosure, by business area, were as follows (refer to Note 19 for the definition of the Corporation s reportable segments):

| (In thousands) | Balance at <br> January 1, 2006 | Goodwill acquired | Purchase accounting adjustments | Other | Balance at September 30 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Banco Popular de Puerto Rico: |  |  |  |  |  |  |
| P.R. Commercial Banking | \$ 14,674 |  |  |  | \$ | 14,674 |
| P.R. Consumer and Retail |  |  |  |  |  |  |
| Banking | 34,999 |  |  |  |  | 34,999 |
| P.R. Other Financial Services | 4,110 |  |  |  |  | 4,110 |
| Banco Popular North America | 404,447 |  |  | (\$210) |  | 404,237 |
| Popular Financial Holdings | 152,623 |  | \$23,381 |  |  | 176,004 |
| EVERTEC | 43,131 | \$1,511 |  |  |  | 44,642 |
| Total Popular, Inc. | \$ 653,984 | \$1,511 | \$23,381 | (\$210) | \$ | 678,666 |

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|  | Balance at <br> January 1, | Goodwill | Purchase <br> Accounting | Balance at <br> September 30, |
| :--- | :---: | :---: | :---: | ---: |
| (In thousands) | 2005 | acquired | Adjustments | 2005 |

Purchase accounting adjustments consist of adjustments to the value of the assets acquired and liabilities assumed resulting from the completion of appraisals or other valuations, adjustments to initial estimates recorded for transaction costs, if any, and contingent consideration paid during a contractual contingency period. The adjustments recorded during the nine-month period ended September 30, 2006 were mostly related to E-LOAN acquisition, completed during the fourth quarter of 2005.
The amount included in the other category during 2006 for Banco Popular North America reportable segment is related to the sale of the remaining retail outlets of Popular Cash Express ( PCE ) operations to PLS Financial during the first quarter of 2006. The increase in goodwill during the nine months ended September 30, 2005 was mostly related to the Kislak acquisition.
The Corporation performed the annual impairment test required by SFAS No. 142, Goodwill and Other Intangible Assets. This test did not result in impairment of the Corporation s recorded goodwill.
No goodwill was written-down during the nine months ended September 30, 2006 and 2005.
At September 30, 2006 and December 31, 2005, other than goodwill, the Corporation had $\$ 59$ million of identifiable intangibles with indefinite useful lives, mostly associated with E-LOAN s trademark. At September 30, 2005, the Corporation had $\$ 65$ thousand of identifiable intangibles with an indefinite useful life related to a trademark. The following table reflects the components of other intangible assets subject to amortization:

| (In thousands) | September 30, 2006 |  | December 31, 2005 |  | September 30, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Accumulated | Gross | Accumulated | Gross | Accumulated |
|  | Amount | Amortization | Amount | Amortization | Amount | Amortization |
| Core deposits | \$76,956 | \$46,688 | \$76,956 | \$40,848 | \$76,956 | \$38,901 |
| Other customer |  |  |  |  |  |  |
| relationships | 10,028 | 1,703 | 8,175 | 507 | 2,875 | 229 |
| Other intangibles | 10,808 | 4,003 | 9,320 | 1,807 | 4,328 | 1,528 |
| Total | \$97,792 | \$52,394 | \$94,451 | \$43,162 | \$84,159 | \$40,658 |

During the quarter and nine months ended September 30, 2006, the Corporation recognized $\$ 3.6$ million and $\$ 9.2$ million, respectively, in amortization expense related to other intangible assets with definite lives (September 30, $2005 \$ 2.4$ million and $\$ 6.8$ million, respectively).

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The following table presents the estimated aggregate annual amortization expense of the intangible assets with definite lives for each of the following fiscal years:

|  | (In |
| :---: | :---: |
| 2006 | thousands) |
| 2007 | $\$ 12,318$ |
| 2008 | 10,363 |
| 2009 | 8,406 |
| 2010 | 6,295 |

No significant events or circumstances have occurred that would reduce the fair value of any reporting unit below its carrying amount.

## Note 10 Borrowings

The composition of federal funds purchased and assets sold under agreements to repurchase was as follows:
(In thousands)
Federal funds purchased
Assets sold under agreements to repurchase

| September 30, <br> 2006 | December 31, <br> 2005 | September 30, <br> 2005 |
| :---: | :---: | :---: |
| $\$ 2,056,610$ | $\$ 1,500,575$ | $\$ 1,214,753$ |
| $4,988,856$ | $7,201,886$ | $6,803,030$ |
|  |  |  |
| $\$ 7,045,466$ | $\$ 8,702,461$ | $\$ 8,017,783$ |

Other short-term borrowings consisted of:
(In thousands)
$\begin{array}{ccc}\text { September 30, } & \text { December 31, } & \text { September 30, } \\ 2006 & 2005 & 2005\end{array}$
Advances with FHLB paying interest at:
-fixed rates ranging from $5.40 \%$ to $5.42 \%$ (September 30, $20053.56 \%$ to $3.91 \%$ )
-floating rate with a spread over the fed funds rate (Fed funds rate at September 30, 2006 was $5.38 \%$,
September 30, 2005-4.00\% ) 55,000
100,000
Advances under credit facilities with other institutions at: -fixed rates ranging from $5.38 \%$ to $5.52 \%$ (September 30, $20053.50 \%$ to $3.95 \%$ )
-floating rates ranging from $0.45 \%$ to $0.75 \%$ over the 1-month LIBOR rate (1-month LIBOR rate at September 30, 2006 was $5.32 \%$ )
$\$ 230,000 \quad \$ 475,000 \quad \$ 455,000$
-a floating rate of $0.20 \%$ (September 30, $20050.16 \%$ to $1.75 \%$ ) over the 3 -month LIBOR rate (3-month LIBOR rate at September 30, 2006 was $5.37 \%$; September 30, 2005 4.07\%)

Commercial paper at rates ranging from $4.85 \%$ to $5.33 \%$ (September 30, $20053.35 \%$ to $3.97 \%$ )

97,172
419,423
377,047

Term funds purchased at:
-fixed rates ranging from 5.28\% to 5.39\% (September 30, $2005 \quad 3.63 \%$ to $3.93 \%$ )
-floating rate of $0.08 \%$ over the fed funds rate (Fed funds rate at September 30, 2006 was $5.38 \%$; September 30, 2005-4.00\%)

Others

| $1,487,162$ | $1,122,000$ | $1,401,993$ |
| ---: | ---: | ---: |
| 600,000 | 350,000 | 350,000 |
| 93,877 | 1,830 | 743 |
| $\$ 2,709,511$ | $\$ 2,700,261$ | $\$ 2,908,523$ |

Note: Refer to the Corporation s
Form 10-K for the year ended
December 31,
2005, for rates
and maturity
information
corresponding
to the
borrowings
outstanding as
of such date.

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Notes payable and subordinated notes outstanding consisted of:
(In thousands)
Advances with FHLB:
-maturing from 2006 through 2018 paying interest at fixed rates ranging from $2.44 \%$ to $6.98 \%$ (September 30, $20051.77 \%$ to $6.98 \%$ )
-maturing in 2008 paying interest at a floating rate of $0.75 \%$ over the 1 -month LIBOR rate (1-month LIBOR rate at September 30, 2006 was $5.32 \%$; September 30, 2005 3.86\%) -maturing in 2007 paying interest at floating rates tied to 1 and 3 month LIBOR rates

Advances under revolving lines of credit with maturities until 2007 paying interest monthly at a floating rate of $0.90 \%$ over the 1 -month LIBOR rate (1-month LIBOR rate at September 30, 2006 was $5.32 \%$ )

Term notes with maturities ranging from 2006 through 2010 paying interest semiannually at fixed rates ranging from $3.25 \%$ to $6.39 \%$ (September 30, $20052.40 \%$ to 7.29\%)

Term notes with maturities ranging from 2007 through 2009 paying interest quarterly at floating rates ranging from $0.35 \%$ to $0.45 \%$ (September 30, $20050.45 \%$ ) over the 3-month LIBOR rate (3-month LIBOR rate at September 30, 2006 was 5.37 \%; September 30, 2005 4.07\%)

Term notes with maturities ranging from 2008 through 2030 paying interest monthly at fixed rates ranging from $3.00 \%$ to $7.54 \%$ (September 30, 2005-3.00\% to $7.14 \%$ )

469,182
54,988
50,000

Secured borrowings with maturities until 2015 paying interest monthly at fixed rates ranging from $3.05 \%$ to $7.12 \%$ (September 30, $20052.48 \%$ to $7.12 \%$ )

14,129
15,883
$2,426,829$
2,713,078
$2,427,113$
250,000

12,250

$$
\begin{array}{ccc}
\$ 414,403 & \$ & 906,623 \\
250,000 & 250,000 \\
11,000 & 12,250 \\
& \\
388,432 & 195,008
\end{array}
$$

\$ 1,022,409

| 250,000 | 250,000 | 250,000 |
| ---: | ---: | ---: |
| 11,000 | 12,250 | 12,250 |

- 
- 

,

Secured borrowings with maturities until 2015 paying interest monthly at rates ranging from $5.37 \%$ to $10.07 \%$ (September 30, $20053.79 \%$ to $8.44 \%$ ) which are tied to the 1 -month LIBOR rate (1-month LIBOR rate at September 30, 2006 was $5.32 \%$; September 30, 2005 3.86\%)

Notes linked to the S\&P 500 Index maturing in 2008
$1,623,142$
1,905,953
2,148,443
34,136
33,703
33,336

Junior subordinated deferrable interest debentures with maturities ranging from 2027 to 2034 with fixed interest rates ranging from $6.13 \%$ to $8.33 \%$ (Refer to Note 15)

Subordinated notes maturing on December 2005 paying interest semi-annually at $6.75 \%$

849,672
849,672
849,672

Mortgage notes and other debt

Note: Refer to the Corporation s
Form 10-K for
the year ended
December 31,
2005, for rates
and maturity
information
corresponding
to the
borrowings
outstanding as
of such date.

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## Note 11 Commitments and Contingencies

In the normal course of business, the Corporation has outstanding commercial letters of credit and stand-by letters of credit, which contract amounts at September 30, 2006 were $\$ 21$ million and $\$ 169$ million, respectively (December 31, $2005 \$ 22$ million and $\$ 177$ million; September 30, 2005 - $\$ 15$ million and $\$ 251$ million). There were also other commitments outstanding and contingent liabilities, such as commitments to extend credit and commitments to originate mortgage loans, which were not reflected in the accompanying financial statements.
At September 30, 2006, the Corporation recorded a liability of \$574 thousand (December 31, 2005 - $\$ 548$ thousand;
September 30, $2005 \$ 425$ thousand), which represents the fair value of the obligations undertaken in issuing the guarantees under standby letters of credit issued or modified after December 31, 2002. The fair value approximates the fee received from the customer for issuing such commitments. These fees are deferred and are recognized over the commitment period. The liability was included as part of other liabilities in the consolidated statements of condition. The standby letters of credit were issued to guarantee the performance of various customers to third parties. The contract amounts in standby letters of credit outstanding represent the maximum potential amount of future payments the Corporation could be required to make under the guarantees in the event of nonperformance by the customers. These standby letters of credit are used by the customer as a credit enhancement and typically expire without being drawn upon. The Corporation s standby letters of credit are generally secured, and in the event of nonperformance by the customers, the Corporation has rights to the underlying collateral provided, which normally includes cash and marketable securities, real estate, receivables and others. Management does not anticipate any material losses related to these instruments.
Popular, Inc. Holding Company ( PIHC ) fully and unconditionally guarantees certain borrowing obligations issued by certain of its wholly-owned consolidated subsidiaries which aggregated to $\$ 3.9$ billion at September 30, 2006 (December 31, 2005 and September 30, $2005 \$ 4.0$ billion). In addition, at September 30, 2006, PIHC fully and unconditionally guaranteed $\$ 824$ million of capital securities (December 31, 2005 and September 30, 2005 $\$ 824$ million) issued by four wholly-owned issuing trust entities that have been deconsolidated pursuant to FIN No. 46R. During the first quarter of 2005, Popular North America, Inc. concluded its full and unconditional guarantee of certain borrowing obligations issued by one of its non-banking subsidiaries.
The Corporation is a defendant in a number of legal proceedings arising in the normal course of business. Based on the opinion of legal counsel, management believes that the final disposition of these matters will not have a material adverse effect on the Corporation s financial position or results of operations.

## Note 12 Other Service Fees

The caption of other service fees in the consolidated statements of income consists of the following major categories:

|  | Quarter ended September 30, |  |  |  | Nine months ended September |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | $\mathbf{2 0 0 6}$ | 20, |  |  |
| (In thousands) |  |  |  |  |  |  |
|  | $\mathbf{\$ 2 2 , 0 3 5}$ | $\$ 21,111$ | $\mathbf{\$ 6 6 , 9 7 9}$ | $\$ 59,694$ |  |  |
| Credit card fees and discounts | $\mathbf{1 5 , 3 4 5}$ | 12,832 | $\mathbf{4 5 , 3 4 9}$ | 39,047 |  |  |
| Debit card fees | $\mathbf{1 3 , 3 2 7}$ | 12,986 | $\mathbf{3 9 , 8 7 9}$ | 37,420 |  |  |
| Insurance fees | $\mathbf{1 1 , 1 6 4}$ | 11,311 | $\mathbf{3 2 , 3 8 2}$ | 31,888 |  |  |
| Processing fees | $\mathbf{1 7 , 7 6 6}$ | 26,764 | $\mathbf{5 5 , 4 1 1}$ | 79,811 |  |  |
| Other |  |  |  |  |  |  |
|  | $\mathbf{\$ 7 9 , 6 3 7}$ | $\$ 85,004$ | $\mathbf{\$ 2 4 0 , 0 0 0}$ | $\$ 247,860$ |  |  |

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## Note 13 Stock Option and Other Incentive Plans

Since 2001, the Corporation maintained a Stock Option Plan (the Stock Option Plan ), which permitted the granting of incentive awards in the form of qualified stock options, incentive stock options, or non-statutory stock options of the Corporation. In April 2004, the Corporation s shareholders adopted the Popular, Inc. 2004 Omnibus Incentive Plan (the
Incentive Plan ), which replaced and superseded the Stock Option Plan. All outstanding award grants under the Stock Option Plan continue to remain outstanding at September 30, 2006 under the original terms of the Stock Option Plan. The aggregate number of shares of common stock which may be issued under the Incentive Plan is limited to $10,000,000$ shares, subject to adjustments for stock splits, recapitalizations and similar events.
In 2002, the Corporation opted to use the fair value method of recording stock-based compensation as described in SFAS No. 123 Accounting for Stock Based Compensation . The Corporation adopted SFAS No. 123-R Share-Based Payment on January 1, 2006 using the modified prospective transition method. Under the modified prospective transition method, results for prior periods have not been restated to reflect the effects of implementing SFAS No. 123-R. Accounting and reporting under SFAS No. 123-R is generally similar to the SFAS No. 123 approach since fair value accounting has been used by the Corporation to recognize the stock-based compensation expense since 2002.

Stock Option Plan
Employees and directors of the Corporation or any of its subsidiaries were eligible to participate in the Stock Option Plan. The Board of Directors or the Compensation Committee of the Board had the absolute discretion to determine the individuals that were eligible to participate in the Stock Option Plan. This plan provides for the issuance of Popular, Inc. s common stock at a price equal to its fair market value at the grant date, subject to certain plan provisions. The shares are to be made available from authorized but unissued shares of common stock or treasury stock. The Corporation s policy has been to use authorized but unissued shares of common stock to cover each grant. The maximum option term is ten years from the date of grant. Unless an option agreement provides otherwise, all options granted are $20 \%$ exercisable after the first year and an additional $20 \%$ is exercisable after each subsequent year, subject to an acceleration clause at termination of employment due to retirement.
Upon the adoption of SFAS No. 123-R during the first quarter of 2006, the compensation cost related to the Stock Option Plan is being recognized in full for those employees that, as of quarter-end, had attained their minimum required eligible age for retirement, since the vesting is accelerated at retirement. The impact of SFAS No. 123-R related to the Stock Option Plan resulted in additional expense of $\$ 280$ thousand for the nine months ended September 30, 2006.
The following table presents information on stock options at September 30, 2006:
(Not in thousands)


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The following table summarizes the stock option activity and related information:

| (Not in thousands) | Options <br> Outstanding | Weighted-Average <br> Exercise Price |
| :--- | ---: | :---: |
| Outstanding at January 1, 2005 | $2,584,620$ | $\$ 18.76$ |
| Granted | 707,342 | 27.20 |
| Exercised | $(47,858)$ | 16.14 |
| Forfeited | $(20,401)$ | 22.18 |
|  |  |  |
| Outstanding at December 31, 2005 | $3,223,703$ | $\$ 20.63$ |
| Granted | $(32,237)$ | 15.78 |
| Exercised | $(17,599)$ | 23.86 |
| Forfeited | $(1,637)$ | 24.05 |
| Expired | $3,172,230$ | $\$ 20.66$ |
| Outstanding at September 30, 2006 |  |  |

The stock options exercisable at September 30, 2006 totaled 1,953,606 (September 30, 2005 1,058,706).
The fair value of the options was estimated on the date of the grants using the Black-Scholes Option Pricing Model. The weighted average assumptions used for the grants issued during 2005 were:

| Expected dividend yield | $2.56 \%$ |
| :--- | ---: |
| Expected life of options | 10 years |
| Expected volatility | $17.54 \%$ |
| Risk-free interest rate | $4.16 \%$ |
| Weighted average fair value of options granted (per option) | $\$ 5.95$ |

There were no new grants issued by the Corporation under the Stock Option Plan during 2006.
The cash received from the stock options exercised during the quarter ended September 30, 2006 amounted to $\$ 296$ thousand. For the nine months ended September 30, 2006 the cash received from stock options exercised amounted to $\$ 509$ thousand.
The Corporation recognized $\$ 724$ thousand in stock option expense for the quarter ended September 30, 2006, with a tax benefit of $\$ 293$ thousand (September 30, $2005 \$ 1.3$ million, with a tax benefit of $\$ 525$ thousand). For the nine months ended September 30, 2006, the Corporation recognized $\$ 2.3$ million in stock option expense, with a tax benefit of $\$ 899$ thousand (September 30, 2005 - $\$ 3.0$ million, with a tax benefit of $\$ 1.1$ million). The total unrecognized compensation cost at September 30, 2006 related to non-vested stock option awards was $\$ 4.3$ million and is expected to be recognized over a weighted-average period of 1.6 years

## Incentive Plan

The Incentive Plan permits the granting of incentive awards in the form of an Annual Incentive Award, a Long-term Performance Unit Award, an Option, a Stock Appreciation Right, Restricted Stock, Restricted Unit or Performance Share. Participants in the Incentive Plan are designated by the Compensation Committee of the Board of Directors (or its delegate as determined by the Board). Employees and directors of the Corporation and/or any of its subsidiaries are eligible to participate in the Incentive Plan. The shares may be made available from common stock purchased by the Corporation for such purpose, authorized but unissued shares of common stock or treasury stock. The Corporation s policy with respect to the shares of restricted stock has been to purchase such shares in the open market to cover each grant.

The compensation cost associated with the shares of restricted stock is estimated based on a two-prong vesting schedule, unless otherwise stated in an agreement. The first part is vested ratably over five years commencing at the date of grant and the second part is vested at termination of employment after attainment of 55 years of age and 10

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years of service. The five-year vesting part is accelerated at termination of employment after attaining 55 years of age and 10 years of service.
No additional compensation cost related to the Incentive Plan was recognized by the Corporation during the quarter and nine-month period ended September 30, 2006 as a result of the adoption of SFAS No. 123-R.
The following table summarizes the restricted stock under Management Incentive Award and related information:
(Not in thousands)

Nonvested at January 1, 2005
Granted
Vested
Forfeited

Nonvested at December 31, 2005
Granted

$$
172,622
$$

444,036
Vested
Forfeited

Nonvested at September 30, 2006
During the quarters ended September 30, 2006 and 2005, no shares of restricted stock were awarded under the Incentive Plan for management. During the nine-month period ended September 30, 2006, the Corporation granted 444,036 shares of restricted stock to management (September 30, 2005 172,622). Also, in the beginning of 2006, the Compensation Committee approved incentive awards under the Incentive Plan based on the 2006 performance, payable in the form of restricted stock. Shares of restricted stock could be granted at the beginning of 2007 subject to the attainment of the established performance goals for 2006.
During the quarter ended September 30, 2006, the impact in the statement of income associated with the management incentives for 2006 payable in the form of restricted stock resulted in a credit to the restricted stock expense of $\$ 433$ thousand, with a tax benefit of $\$ 160$ thousand. Based on the Corporation s forecasted financial performance for 2006 it will be unlikely that the 2006 awards be granted at the beginning of 2007, thus the Corporation reversed the associated restricted stock expense previously accrued in the first half of 2006. The reversal was partially offset by recognized compensation costs related to the vesting proportion of shares of restricted stock granted in previous grants associated with the 2004 and 2005 performance goals. The restricted stock expense for the quarter ended September 30, 2005 amounted to $\$ 1.3$ million, with an income tax benefit of $\$ 503$ thousand. For the nine-month period ended September 30, 2006, the Corporation recognized $\$ 1.7$ million of restricted stock expense related to the management incentive awards, with an income tax benefit of $\$ 663$ thousand (September 30, $2005 \quad \$ 2.5$ million, with an income tax benefit of $\$ 963$ thousand). The total unrecognized compensation cost related to non-vested restricted stock awards was $\$ 7.3$ million and is expected to be recognized over a weighted-average period of 2.7 years.
The following table summarizes the restricted stock under Incentive Award to members of the Board of Directors and related information:

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|  | Restricted | Weighted-Average <br> Grant Date Fair <br> Value |
| :--- | :---: | :---: |
| (Not in thousands) | Stock |  |
|  |  | 23.51 |
| Nonvested at January 1, 2005 | 20,802 | 23.71 |
| Granted | 29,208 | 23.87 |
| Vested | $(3,062)$ |  |
| Forfeited |  |  |
| Nonvested at December 31, 2005 | 46,948 | $\$ 23.61$ |
| Granted | 30,897 | 19.88 |
| Vested | $(2,601)$ | 23.54 |
| Forfeited |  |  |
| Nonvested at September 30, 2006 | 75,244 | $\$ 22.08$ |

During the quarter ended September 30, 2006, the Corporation granted 1,038 (September 30, 2005 750) shares of restricted stock under the Incentive Plan to members of the Board of Directors of Popular, Inc. and BPPR. During this period, the Corporation recognized $\$ 150$ thousand, with a tax benefit of $\$ 59$ thousand (September 30, $2005 \quad \$ 158$ thousand, with a tax benefit of $\$ 62$ thousand) of restricted stock expense related to these restricted stock grants. For the nine-month period ended September 30, 2006, the Corporation granted 30,897 (September 30, 2005 27,593) shares of restricted stock to members of the Board of Directors of Popular, Inc. and BPPR. During this period, the Corporation recognized $\$ 430$ thousand, with a tax benefit of $\$ 168$ thousand (September 30, $2005 \$ 421$ thousand, with a tax benefit of $\$ 164$ thousand) of restricted stock expense related to these restricted stock grants.
Note 14 Pension and Other Benefits
The Corporation has noncontributory defined benefit pension plans and supplementary pension plans for regular employees of certain of its subsidiaries.
The components of net periodic pension cost for the quarters and nine months ended September 30, 2006 and 2005 were as follows:

| (In thousands) | Pension Plans |  |  |  |  |  |  |  | Benefit Restoration Plans |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarters ended <br> September 30, |  |  |  | Nine months ended September 30, |  |  |  | Quarters ended <br> September 30, |  | Nine months ended September 30, |  |  |
| Service cost | \$ | 3,135 | \$ | 3,858 | \$ | 9,405 |  | 11,689 | \$ 262 | \$ 240 | \$ 786 | \$ | 720 |
| Interest cost |  | 7,641 |  | 7,438 |  | 22,923 |  | 22,314 | 400 | 313 | 1,200 |  | 939 |
| Expected return on plan assets |  | $(10,009)$ |  | $(10,281)$ |  | $(29,918)$ |  | $(30,462)$ | (264) | (203) | (792) |  | (609) |
| Amortization of asset obligation |  |  |  | (215) |  |  |  | (645) |  |  |  |  |  |
| Amortization of prior service cost |  | 44 |  | 100 |  | 132 |  | 300 | (13) | (27) | (39) |  | (81) |
| Amortization of net loss |  | 488 |  | 17 |  | 1,464 |  | 51 | 276 | 147 | 828 |  | 441 |
| Total net periodic cost | \$ | 1,299 | \$ | 917 | \$ | 4,006 | \$ | 3,247 | \$ 661 | \$ 470 | \$1,983 |  | 1,410 |

For the nine months ended September 30, 2006, contributions made to the pension and restoration plans approximated $\$ 5.5$ million. The contributions expected to be paid during 2006 for the pension and restoration plans approximate $\$ 7$ million.
In October 2005, the Board of Directors of BPPR adopted an amendment to the Puerto Rico Retirement and Tax Qualified Retirement Restoration Plans to freeze benefits for all employees under age 30 or who had less than 10 years of credited service effective January 1, 2006 and providing $100 \%$ vesting to all employees in their accrued benefit as of December 31, 2005. The expense for these plans was remeasured as of September 30, 2005 to consider this change using a discount rate of $5.50 \%$. Curtailment costs were considered for these plans and are included as part of the December 31, 2005 disclosures. In connection with the amendments to the plans, these employees received a base salary increase according to their age and years of service, effective January 1, 2006.

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The Corporation also provides certain health care benefits for retired employees of certain subsidiaries. The components of net periodic postretirement benefit cost for the quarters and nine months ended September 30, 2006 and 2005 were as follows:

|  | Quarters ended |  | Nine months ended <br> September 30, |  |
| :--- | :---: | :---: | :---: | :---: |
| September 30, |  |  |  |  |
| In thousands) | $\mathbf{2 0 0 6}$ | 2005 | $\mathbf{2 0 0 6}$ | 2005 |
|  |  |  |  |  |
| Service cost | $\mathbf{6 9 6}$ | $\$ 680$ | $\mathbf{\$ 2 , 0 9 5}$ | $\$ 2,033$ |
| Interest cost | $\mathbf{1 , 9 2 7}$ | 2,067 | $\mathbf{5 , 7 8 1}$ | 6,201 |
| Amortization of prior service cost | $\mathbf{( 2 6 2 )}$ | $(262)$ | $\mathbf{( 7 8 6 )}$ | $(786)$ |
| Amortization of net loss | $\mathbf{2 4 0}$ | 423 | $\mathbf{7 2 0}$ | 1,269 |
| Total net periodic cost | $\mathbf{\$ 2 , 6 0 1}$ | $\$ 2,908$ | $\mathbf{\$ 7 , 8 1 0}$ | $\$ 8,717$ |

For the nine months ended September 30, 2006, contributions made to the postretirement benefit plan approximated $\$ 5.3$ million. The contributions expected to be paid during 2006 for the postretirement benefit plan approximate $\$ 7$ million.

## Note 15 Trust Preferred Securities

At September 30, 2006, the Corporation had established four trusts for the purpose of issuing trust preferred securities (the capital securities ) to the public. The proceeds from such issuances, together with the proceeds of the related issuances of common securities of the trusts (the common securities ), were used by the trusts to purchase junior subordinated deferrable interest debentures (the junior subordinated debentures ) issued by the Corporation. The sole assets of the trusts consisted of the junior subordinated debentures of the Corporation and the related accrued interest receivable. These trusts are not consolidated by the Corporation under the provisions of FIN No. 46-R.
The junior subordinated debentures are included by the Corporation as notes payable in the consolidated statements of condition. The Corporation also recorded in the caption of other investment securities in the consolidated statements of condition, the common securities issued by the issuer trusts. The common securities of each trust are wholly-owned, or indirectly wholly-owned, by the Corporation.
(In thousands, including reference notes)
$\left.\begin{array}{lcccccr} & & & & & \text { Popular } \\ \text { North }\end{array}\right)$
(a) Statutory business trust
that is
wholly-owned
by Popular
North America
(PNA) and
indirectly
wholly-owned
by the
Corporation.
(b) Statutory
business trust
that is
wholly-owned
by the
Corporation.
(c) The obligations
of PNA under
the junior
subordinated
debentures and
its guarantees of
the capital
securities under
the trust are
fully and
unconditionally
guaranteed on a subordinated
basis by the
Corporation to
the extent set
forth in the applicable guarantee agreement.
(d) These capital securities are fully and unconditionally guaranteed on a subordinated basis by the Corporation to the extent set forth in the applicable
guarantee
agreement.
(e) The original issuance was for \$150,000. In
2003, the
Corporation
reacquired
$\$ 6,000$ of the
$8.327 \%$ capital
securities.

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(f) The Corporation has the right, subject to any required prior approval from the Federal Reserve, to redeem the junior subordinated debentures at a redemption price equal to $100 \%$ of the principal amount, plus accrued and unpaid interest to the date of redemption. The maturity of the junior subordinated debentures may be shortened at the option of the Corporation prior to their stated maturity dates (i) on or after the stated optional redemption dates stipulated in the agreements, in whole at any time or in part from time to time, or (ii) in whole, but not in part, at any time within 90 days following the occurrence and during the continuation of a tax event, an
investment
company event
or a capital
treatment event
as set forth in
the indentures
relating to the
capital
securities, in
each case
subject to
regulatory
approval. A
capital treatment
event would
include a
change in the
regulatory
capital treatment
of the capital
securities as a
result of the
recent
accounting
changes
affecting the
criteria for
consolidation of
variable interest
entities such as
the trust under
FIN 46R.
(g) Same as
(f) above,
except that the investment company event does not apply
for early
redemption.
The Capital Securities of Popular Capital Trust I and Popular Capital Trust II are traded on the NASDAQ under the symbols BPOPN and BPOPM, respectively.
Under the Federal Reserve Board s risk-based capital guidelines, the capital securities are included as part of the Corporation s Tier I capital.

## Note 16 Stockholders Equity

During the fourth quarter of 2005, existing shareholders of record of the Corporation s common stock at November 7, 2005 fully subscribed to an offering of $10,500,000$ newly issued shares of Popular, Inc. s common stock at a price of $\$ 21.00$ per share under a subscription rights offering. This offering resulted in approximately $\$ 216$ million in additional capital, of which approximately $\$ 175$ million impacted stockholders equity at December 31, 2005 and the remainder impacted the Corporation s financial condition in the first quarter of 2006. As of December 31, 2005, this
subscription rights offering resulted in 8,614,620 newly issued shares of common stock, the remaining 1,885,380 were issued during the first quarter of 2006.
The Corporation has a dividend reinvestment and stock purchase plan under which stockholders may reinvest their quarterly dividends in shares of common stock at a $5 \%$ discount from the average market price at the time of issuance, as well as purchase shares of common stock directly from the Corporation by making optional cash payments at prevailing market prices.
The Corporation s authorized preferred stock may be issued in one or more series, and the shares of each series shall have such rights and preferences as shall be fixed by the Board of Directors when authorizing the issuance of that particular series. The Corporation s only outstanding class of preferred stock is its $6.375 \%$ noncumulative monthly income preferred stock, 2003 Series A. These shares of preferred stock are perpetual, nonconvertible and are redeemable solely at the option of the Corporation beginning on March 31, 2008. The redemption price per share is $\$ 25.50$ from March 31, 2008 through March 30, 2009, \$25.25 from March 31, 2009 through March 30, 2010 and $\$ 25.00$ from March 31, 2010 and thereafter.
The Banking Act of the Commonwealth of Puerto Rico requires that a minimum of $10 \%$ of BPPR s net income for the year be transferred to a statutory reserve account until such statutory reserve equals the total of paid-in capital on common and preferred stock. Any losses incurred by a bank must first be charged to retained earnings and then to the reserve fund. Amounts credited to the reserve fund may not be used to pay dividends without the prior consent of the Puerto Rico Commissioner of Financial Institutions. The failure to maintain sufficient statutory reserves would preclude BPPR from paying dividends. BPPR s statutory reserve fund totaled $\$ 317$ million at September 30, 2006 (December 31, $2005 \$ 316$ million; September 30, $2005 \$ 285$ million). During the nine months ended September 30, 2006, BPPR transferred $\$ 1$ million to the statutory reserve account. There were no transfers between the statutory reserve account and the retained earnings account during the nine months ended September 30, 2005.

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## Note 17 Earnings per Common Share

The computation of earnings per common share and diluted earnings per common share follows:

| (In thousands, except share information) | Quarter ended <br> September 30, |  |  |  | Nine months ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 |  | 2005 |  | 2006 |  | 2005 |
| Net income | \$ | 82,160 | \$ | 115,216 | \$ | 298,044 | \$ | 410,455 |
| Less: Preferred stock dividends |  | 2,979 |  | 2,979 |  | 8,935 |  | 8,935 |
| Net income applicable to common stock after cumulative effect of accounting change | \$ | 79,181 | \$ | 112,237 | \$ | 289,109 | \$ | 401,520 |
| Net income applicable to common stock before cumulative effect of accounting change | \$ | 79,181 | \$ | 112,237 | \$ | 289,109 | \$ | 397,913 |
| Average common shares outstanding |  | ,602,482 |  | 7,244,997 |  | 8,349,354 |  | 7,043,298 |
| Average potential common shares |  | 210,465 |  | 590,367 |  | 255,751 |  | 539,824 |
| Average common shares outstanding assuming dilution |  | ,812,947 |  | 7,835,364 |  | 8,605,105 |  | 7,583,122 |
| Basic earnings per common share before cumulative effect of accounting change | \$ | 0.28 | \$ | 0.42 | \$ | 1.04 | \$ | 1.49 |
| Diluted earnings per common share before cumulative effect of accounting change | \$ | 0.28 | \$ | 0.42 | \$ | 1.04 | \$ | 1.49* |
| Basic and diluted earnings per common share after cumulative effect of accounting change | \$ | 0.28 | \$ | 0.42 | \$ | 1.04 | \$ | 1.50 |
| * Quarterly amounts for 2005 do not add to the year-to-date total due to rounding. |  |  |  |  |  |  |  |  |

Potential common shares consist of common stock issuable under the assumed exercise of stock options and under restricted stock awards using the treasury stock method. This method assumes that the potential common shares are issued and the proceeds from exercise in addition to the amount of compensation cost attributed to future services are used to purchase common stock at the exercise date. The difference between the number of potential shares issued and the shares purchased is added as incremental shares to the actual number of shares outstanding to compute diluted earnings per share. Stock options that result in lower potential shares issued than shares purchased under the treasury
stock method are not included in the computation of dilutive earnings per share since their inclusion would have an antidilutive effect in earnings per share. For the quarter and nine month periods ended September 30, 2006, there were 755,147 and 686,909 weighted average antidilutive stock options outstanding, respectively (September 30, 2005 245,332 and 555,961 respectively). All shares of restricted stock are treated as outstanding for purposes of this computation.

## Note 18 Supplemental Disclosure on the Consolidated Statements of Cash Flows

As previously mentioned in Note 1, the Corporation commenced in 2005 a two-year plan to change the reporting period of its non-banking subsidiaries to a December $31^{\text {st }}$ calendar period. The impact of this change corresponds to the financial results for the month of December 2004 of those non-banking subsidiaries which implemented the change in the first reporting period of 2005 and the month of December 2005 for those which implemented the change in the first reporting period of 2006.
The following table reflects the effect in the Consolidated Statements of Cash Flows of the change in reporting period mentioned above.

Nine months ended
September 30,

| (In thousands) | 2006 | 2005 |
| :--- | ---: | ---: |
| Net cash used in operating activities | $(\$ 80,906)$ | $(\$ 26,648)$ |
| Net cash (used in) provided by investing activities | $(104,732)$ | 19,503 |
| Net cash provided by financing activities | 197,552 | 5,573 |
| Net increase (decrease) in cash and due from banks | $\$ 11,914$ | $(\$ 1,572)$ |

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Loans receivable transferred to other real estate and other property for the nine months ended September 30, 2006, amounted to $\$ 92$ million and $\$ 24$ million, respectively (September 30, 2005-\$86 million and $\$ 18$ million, respectively).
During the nine months ended September 30, 2006, $\$ 613$ million in non-conforming loans classified as held-in-portfolio was pooled into trading securities and subsequently sold. The cash inflow from this sale was reflected as operating activities in the consolidated statement of cash flows. In addition, the consolidated statements of cash flows exclude the effect of $\$ 519$ million and $\$ 590$ million in non-cash reclassifications of loans held-for-sale to trading securities for the nine months ended September 30, 2006 and 2005, respectively.

## Note 19 Segment Reporting

The Corporation scorporate structure consists of four reportable segments, which represent the Corporation sfour principal businesses Banco Popular de Puerto Rico, Banco Popular North America, Popular Financial Holdings and EVERTEC. Also, a corporate group has been defined to support the reportable segments.
Management determined the reportable segments based on the internal reporting used to evaluate performance and to assess where to allocate resources. The segments were determined based on the organizational structure, which focuses primarily towards products and services, as well as on the markets the segments serve. Other factors, such as the credit risk characteristics of the loan products, distribution channels and clientele, were also considered in the determination of reportable segments.

## Banco Popular de Puerto Rico:

Given that Banco Popular de Puerto Rico constitutes approximately $107 \%$ and $93 \%$ of the Corporation s net income for the quarter and nine months ended September 30, 2006, respectively, and $54 \%$ of its total assets as of that date, additional disclosures are provided for the business areas included in this reportable segment, as described below: Commercial banking represents the Corporation s banking operations conducted at BPPR, which are targeted mainly to corporate, small and middle size businesses. It includes aspects of the lending and depository businesses, as well as other finance and advisory services. BPPR allocates funds across segments based on duration matched transfer pricing at market rates. This area also incorporates income related with the investment of excess funds as well as a proportionate share of the investment function of BPPR.

Consumer and retail banking represents the branch banking operations of BPPR which focus on retail clients. It includes the consumer lending business operations of BPPR, as well as the lending operations of Popular Auto, Popular Finance, and Popular Mortgage. These three subsidiaries focus respectively on auto and lease financing, small personal loans and mortgage loan originations. This area also incorporates income related with the investment of excess funds from the branch network, as well as a proportionate share of the investment function of BPPR.

Other financial services include the trust and asset management service units of BPPR, the brokerage and investment banking operations of Popular Securities, and the insurance agency and reinsurance businesses of Popular Insurance, Popular Insurance V.I. and Popular Life Re. Most of the services that are provided by these subsidiaries generate profits based on fee income.

## Banco Popular North America:

This reportable segment includes principally the activities of BPNA, including its subsidiaries Popular Leasing, U.S.A and Popular Insurance Agency, U.S.A. BPNA operates through a branch network of over 135 branches in six states. Popular Insurance Agency, U.S.A. offers investment and insurance services across the BPNA branch network. Popular Leasing, U.S.A. provides mainly small to mid-ticket commercial and medical equipment financing. The BPNA segment also included in the quarter and nine months ended September 30, 2005, the financial results of PCE, a fee driven business that served the unbanked, retail customer. As stated in the 2005 Annual Report, PCE sold most of its branch operations during the fourth quarter of 2005. The remaining four retail outlets that existed as of year-end 2005, were sold during the first quarter of 2006.

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Popular Financial Holdings:
This reportable segment corresponds to the Corporation s consumer lending subsidiaries in the United States, principally Popular Financial Holdings, Inc. and its wholly-owned subsidiaries Equity One, Inc., E-LOAN, Popular Financial Management, LLC, Popular Mortgage Servicing, Inc. and Popular Housing Services, Inc., and Popular FS, LLC. These subsidiaries are primarily engaged in the business of originating mortgage and personal loans, acquiring retail installment contracts and providing warehouse lines to small and medium-sized mortgage companies. This segment also maintains a wholesale broker network as well as a loan servicing unit.

## EVERTEC:

This reportable segment includes the financial transaction processing and technology functions of the Corporation, including EVERTEC with offices in Puerto Rico, Florida, the Dominican Republic and Venezuela; EVERTEC USA, Inc. incorporated in the United States, and ATH Costa Rica, S.A., CreST, S.A. and T.I.I. Smart Solutions Inc. located in Costa Rica. In addition, this reportable segment includes the equity investments in CONTADO and Servicios Financieros, S.A. de C.V. ( Serfinsa ), which operate in the Dominican Republic and El Salvador, respectively. This segment provides processing and technology services to other units of the Corporation as well as to third parties, principally other financial institutions in Puerto Rico, the Caribbean and Central America.
Corporate:
The Corporate group consists primarily of the Holding companies: Popular, Inc., Popular North America and Popular International Bank, excluding the equity investments in CONTADO and Serfinsa, which due to the nature of their operations are included as part of the processing segment. The holding companies obtain funding in the capital markets to finance the Corporation s growth, including acquisitions. The Corporate group also includes the expenses of the four administrative corporate areas that are identified as critical for the organization: Finance, Risk Management, Legal and People, Communications and Planning. These corporate administrative areas have the responsibility of establishing policy, setting up controls and coordinating the activities of their corresponding groups in each of the business circles.
The Corporation may periodically reclassify business segment results based on modifications to its management reporting and profitability measurement methodologies and changes in organizational alignment.
The accounting policies of the individual operating segments are the same as those of the Corporation described in Note 1 . Transactions between operating segments are primarily conducted at market rates, resulting in profits that are eliminated for reporting consolidated results of operations.

2006
For the quarter ended September 30, 2006

| (In thousands) | Banco Popular Puerto Rico | Banco Popular North America | Popular Financial Holdings | EVERTEC | Intersegment Eliminations | Total Reportable Segments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (loss) | \$ 227,245 | \$ 88,789 | \$ 35,870 | (\$ 501) |  | \$ 351,403 |
| Provision for loan losses | 31,930 | 9,760 | 21,755 |  |  | 63,445 |
| Non-interest income | 101,827 | 27,422 | 41,744 | 57,481 | (\$ 33,264) | 195,210 |
| Amortization of intangibles | 634 | 1,516 | 1,335 | 123 |  | 3,608 |
| Depreciation expense | 10,871 | 3,116 | 2,571 | 4,173 | (18) | 20,713 |
| Other operating expenses | 169,356 | 67,836 | 81,439 | 40,793 | $(33,277)$ | 326,147 |

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## For the quarter ended September 30, 2006

|  | Total <br> Reportable <br> Segments | Corporate | Eliminations |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | | Total |
| :---: |
| Popular, Inc. |

For the nine months ended September 30, 2006

|  | Popular |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banco | Banco |  |  |  |  |
|  | Popular | Popular <br> North | Financial |  | Intersegment | Reportable |
| (In thousands) | Puerto Rico | America | Holdings | EVERTEC | Eliminations | Segments |
| Net interest income (loss) | \$682,046 | \$273,447 | \$142,874 | (\$ 1,568) |  | \$1,096,799 |
| Provision for loan |  |  |  |  |  |  |
| losses | 89,395 | 29,997 | 60,096 |  |  | 179,488 |
| Non-interest income | 318,551 | 81,500 | 108,374 | 169,523 | (\$ 103,731) | 574,217 |
| Amortization of intangibles | 1,900 | 4,546 | 2,369 | 345 |  | 9,160 |
| Depreciation expense | 32,915 | 9,674 | 7,138 | 12,411 | (53) | 62,085 |
| Other operating expenses | 508,032 | 205,050 | 246,446 | 126,515 | $(103,776)$ | 982,267 |
| Impact of change in fiscal period | $(2,072)$ |  | 6,181 |  |  | 4,109 |
| Income tax | 92,066 | 39,109 | $(24,712)$ | 10,441 | 38 | 116,942 |
| Net income (loss) | \$278,361 | \$ 66,571 | (\$46,270) | \$ 18,243 | \$ 60 | \$ 316,965 |

For the nine months ended September 30, 2006
Total

| (In thousands) | Total Reportable Segments |  | Corporate | Eliminations |  | Popular, Inc. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (loss) | \$ | 1,096,799 | (\$30,047) | \$ | 829 | \$ | 1,067,581 |
| Provision for loan losses |  | 179,488 |  |  |  |  | 179,488 |
| Non-interest income |  | 574,217 | 33,260 |  | $(3,309)$ |  | 604,168 |
| Amortization of intangibles |  | 9,160 |  |  |  |  | 9,160 |
| Depreciation expense |  | 62,085 | 1,724 |  |  |  | 63,809 |
| Other operating expenses |  | 982,267 | 44,229 |  | $(3,049)$ |  | 1,023,447 |
| Impact of change in fiscal period |  | 4,109 | 3,495 |  | 2,137 |  | 9,741 |
| Income tax |  | 116,942 | $(28,176)$ |  | (706) |  | 88,060 |
| Net income (loss) | \$ | 316,965 | $(\$ 18,059)$ | (\$ | 862) | \$ | 298,044 |
|  |  |  |  |  |  |  | 46 |

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2005
For the quarter ended September 30, 2005


## For the quarter ended September 30, 2005

|  | Total <br> Reportable <br> Segments | Corporate | Eliminations |
| :--- | ---: | :---: | ---: | ---: | ---: | ---: | | Total |
| :---: |
| Popular, Inc. |

For the nine months ended September 30, 2005

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For the nine months ended September 30, 2005

| (In thousands) | Total Reportable Segments | Corporate | Eliminations | Total <br> Popular, Inc. |
| :---: | :---: | :---: | :---: | :---: |
| Net interest income (loss) | \$1,087,598 | (\$ 25,806) | \$1,034 | \$1,062,826 |
| Provision for loan losses | 144,232 |  |  | 144,232 |
| Non-interest income | 502,294 | 68,880 | (79) | 571,095 |
| Amortization of intangibles | 6,770 |  |  | 6,770 |
| Depreciation expense | 59,634 | 1,133 |  | 60,767 |
| Other operating expenses | 860,805 | 42,183 | (79) | 902,909 |
| Income tax | 133,263 | $(21,266)$ | 398 | 112,395 |
| Net income before cumulative effect of accounting change | \$ 385,188 | \$ 21,024 | \$ 636 | \$ 406,848 |
| Cumulative effect of accounting change | 3,177 | 430 |  | 3,607 |
| Net income after cumulative effect of accounting change | \$ 388,365 | \$ 21,454 | \$ 636 | \$ 410,455 |

During the nine months ended September 30, 2006, the holding companies realized net gains on sale of securities, mainly marketable equity securities, (before tax) of approximately $\$ 14.3$ million, compared with net gains (before tax) of approximately $\$ 59.7$ million in the nine months ended September 30, 2005. These net gains are included in non-interest income within the Corporate circle.
Additional disclosures with respect to Banco Popular de Puerto Rico reportable segment are as follows:
2006
For the quarter ended September 30, 2006

|  |  |  |  |  | Total Banco |
| :--- | ---: | :--- | :--- | :--- | :--- | ---: | ---: | ---: |

For the nine months ended September 30, 2006

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| (In thousands) | Commercial Banking | Consumer <br> and <br> Retail <br> Banking | Other <br> Financial <br> Services | Eliminations | Total Banco <br> Popular Puerto <br> Rico |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ 252,750 | \$421,270 | \$ 7,695 | \$ 331 | \$682,046 |
| Provision for loan losses | 24,210 | 65,185 |  |  | 89,395 |
| Non-interest income | 116,070 | 135,173 | 69,237 | $(1,929)$ | 318,551 |
| Amortization of intangibles | 667 | 1,000 | 233 |  | 1,900 |
| Depreciation expense | 12,143 | 19,910 | 862 |  | 32,915 |
| Other operating expenses | 169,363 | 292,512 | 46,794 | (637) | 508,032 |
| Impact of change in fiscal period |  |  | $(2,072)$ |  | $(2,072)$ |
| Income tax | 47,505 | 33,814 | 11,149 | (402) | 92,066 |
| Net income (loss) | \$ 114,932 | \$ 144,022 | \$ 19,966 | (\$ 559) | \$278,361 |

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2005
For the quarter ended September 30, 2005

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Commercial <br> Banking | Consumer and <br> Retail Banking | Other <br> Financial <br> Services | Eliminations | | Popular Puerto |
| :---: |
| Rico |

For the nine months ended September 30, 2005
$\left.\begin{array}{lrrrrrr} & \text { Commercial } & \begin{array}{c}\text { Consumer } \\ \text { and } \\ \text { Retail }\end{array} & \begin{array}{c}\text { Other } \\ \text { Financial }\end{array} & & \begin{array}{c}\text { Total Banco } \\ \text { Popular }\end{array} \\ \text { Puerto }\end{array}\right]$ Rico

## INTERSEGMENT REVENUES*

| (In thousands) | 2006 | 2005 | 2006 | 2005 |
| :---: | :---: | :---: | :---: | :---: |
| Banco Popular Puerto Rico: |  |  |  |  |
| P.R. Commercial Banking | (\$ 271) | (\$ 363) | (\$ 886) | (\$ 1,047) |
| P.R. Consumer and Retail Banking | (689) | (891) | $(2,040)$ | $(2,368)$ |
| P.R. Other Financial Services | (86) | (129) | (241) | (370) |
| Banco Popular North America | 154 | 280 | 506 | 590 |
| Popular Financial Holdings | 768 | 934 | 2,308 | 2,681 |
| EVERTEC | $(33,140)$ | $(34,911)$ | $(103,378)$ | $(105,127)$ |
| Total reportable segments | (\$33,264) | (\$35,080) | (\$ 103,731) | (\$ 105,641) |
| * For purposes of the intersegment revenues disclosure, revenues include interest income (expense) related to internal funding and other income derived from intercompany transactions, mainly related to gain on sales of loans and processing / information technology services. |  |  |  |  |

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## Geographic Information

| (In thousands) | Quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } \\ \text { 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2005 \end{gathered}$ |
| Revenues** |  |  |  |  |
| Puerto Rico | \$336,086 | \$340,441 | \$1,044,293 | \$ 1,058,100 |
| United States | 178,218 | 170,164 | 570,111 | 528,619 |
| Other | 19,083 | 12,553 | 57,345 | 47,202 |
| Total consolidated revenues | \$533,387 | \$523,158 | \$1,671,749 | \$1,633,921 |
| ** Total revenues include net interest income, service charges on deposit accounts, other service fees, net (loss) gain on sale and valuation adjustments of investment securities, trading account profit, gain on sale of loans and other operating income. |  |  |  |  |


|  | September 30, <br> (In thousands) | December 31, <br> 2006 | September 30, |
| :--- | ---: | ---: | ---: |
| Selected Balance Sheet Information: |  |  |  |
| Puerto Rico |  |  |  |
| Total assets | $\mathbf{\$ 2 4 , 5 5 9 , 8 5 9}$ | $\$ 25,759,437$ | $\$ 25,956,498$ |
| Loans | $\mathbf{1 4 , 2 7 5 , 2 2 3}$ | $14,130,645$ | $13,513,112$ |
| Deposits | $\mathbf{1 3 , 0 9 1 , 6 9 6}$ | $13,093,540$ | $13,083,189$ |
| Mainland United States | $\mathbf{\$ 2 1 , 2 0 0 , 9 0 9}$ | $\$ 21,780,226$ | $\$ 20,141,315$ |
| Total assets | $\mathbf{1 6 , 8 7 0 , 5 6 5}$ | $17,023,443$ | $16,506,652$ |
| Loans | $\mathbf{8 , 8 8 0 , 9 1 5}$ | $8,370,150$ | $8,376,354$ |
| Deposits |  |  |  |
| Other | $\mathbf{\$ 1 , 1 7 3 , 9 8 2}$ | $\$ 1,084,005$ | $\$ 1,022,295$ |
| Total assets | $\mathbf{6 1 1 , 1 7 1}$ | 556,119 | 530,319 |
| Loans | $\mathbf{1 , 1 6 4 , 8 3 4}$ | $1,174,315$ | $1,119,166$ |

* Represents
deposits from
BPPR
operations
located in the
U.S. and British

Virgin Islands
Note 20 Condensed Consolidating Financial Information of Guarantor and Issuers of Registered Guaranteed

## Securities

The following condensed consolidating financial information presents the financial position of Popular, Inc. Holding Company ( PIHC ) (parent only), Popular International Bank, Inc. ( PIBI ), Popular North America, Inc. ( PNA ), and all other subsidiaries of the Corporation as of September 30, 2006, December 31, 2005 and September 30, 2005, and the results of their operations and cash flows for the periods ended September 30, 2006 and 2005.
In 2005, the Corporation commenced a two-year plan to change its non-banking subsidiaries to a calendar reporting year-end. As of September 30, 2005 and December 31, 2005, Popular Securities, Inc., Popular North America (holding company), Popular FS, LLC and Popular Financial Holdings, Inc. ( PFH ), including its wholly-owned subsidiaries (except E-LOAN, which already had a December $31^{\text {st }}$ year-end since its acquisition), continued to have a fiscal year that ended on November 30. Accordingly, their financial information as of August 31, 2005 and November 30, 2005 corresponds to their financial information included in the consolidated financial statements of Popular, Inc. as of September 30, 2005 and December 31, 2005. As of September 30, 2006, all subsidiaries have aligned their year-end closing to that of the Corporation s calendar year.
PIBI is an operating subsidiary of PIHC and is the holding company of its wholly-owned subsidiaries, ATH Costa Rica S.A., CreST, S.A., T.I.I. Smart Solutions Inc., Popular Insurance V.I., Inc. and PNA.
PNA is an operating subsidiary of PIBI and is the holding company of its wholly-owned subsidiaries:
PFH, including its wholly-owned subsidiaries Equity One, Inc., Popular Financial Management, LLC, Popular
Housing Services, Inc.,

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Popular Mortgage Servicing, Inc. and E-LOAN, Inc.;
Banco Popular North America ( BPNA ), including its wholly-owned subsidiaries Popular Leasing, U.S.A., Popular Insurance Agency, U.S.A. and Popular FS, LLC;

Banco Popular, National Association ( BP, N.A. ), including its wholly-owned subsidiary Popular Insurance, Inc.; and

EVERTEC USA, Inc.
PIHC, PIBI and PNA are authorized issuers of debt securities and preferred stock under a shelf registration filed with the Securities and Exchange Commission.
PIHC fully and unconditionally guarantees all registered debt securities and preferred stock issued by PIBI and PNA. The principal source of income for PIHC consists of dividends from Banco Popular de Puerto Rico ( BPPR ). As a member of the Federal Reserve System, BPPR is subject to the regulations of the Federal Reserve Board. BPPR must obtain the approval of the Federal Reserve Board for any dividend if the total of all dividends declared by it during the calendar year would exceed the total of its net income for that year, as defined by the Federal Reserve Board, combined with its retained net income for the preceding two years, less any required transfers to surplus or to a fund for the retirement of any preferred stock. The payment of dividends by BPPR may also be affected by other regulatory requirements and policies, such as the maintenance of certain minimum capital levels. At September 30, 2006, BPPR could have declared a dividend of approximately $\$ 211$ million without the approval of the Federal Reserve Board (December 31, 2005 \$231 million; September 30, 2005 \$210 million). Refer to Popular, Inc. s Form 10-K for the year ended December 31, 2005 for further information on dividend restrictions imposed by regulatory requirements and policies on the payment of dividends by BPPR, BPNA and BP, N.A.

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POPULAR, INC.
CONDENSED CONSOLIDATING STATEMENT OF CONDITION SEPTEMBER 30, 2006
(UNAUDITED)

|  | Popular, Inc. | PIBI | PNA | All other | Elimination | Popular, Inc. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Holding Co. | Holding Co. | Holding Co. | Subsidiaries | Entries | Consolidated |


| ASSETS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | 769 | \$ 204 | \$ 15,019 | \$ 777,966 | (\$ 57,289) | \$ 736,669 |
| Money market investments | 60,000 | 300 | 242 | 678,444 | $(193,737)$ | 545,249 |
| Investment securities available-for-sale, at fair value | 8,536 | 70,500 | 9,677 | 10,069,659 | (47) | 10,158,325 |
| Investment securities held-to-maturity, at amortized cost | 699,683 | 2,160 |  | 85,587 | $(430,000)$ | 357,430 |
| Other investment securities, at lower of cost or realizable value | 143,782 | 5,001 | 18,671 | 130,018 |  | 297,472 |
| Trading account securities, at fair value |  |  |  | 451,684 | (22) | 451,662 |
| Investment in subsidiaries | 3,198,490 | 1,158,368 | 2,077,657 | 803,046 | $(7,237,561)$ |  |
| Loans held-for-sale, at lower of cost or market value |  |  |  | 447,314 |  | 447,314 |
| Loans held-in-portfolio | 27,032 |  | 2,819,009 | 34,601,455 | $(5,832,737)$ | 31,614,759 |
| Less Unearned income |  |  |  | 305,114 |  | 305,114 |
| Allowance for loan |  |  |  |  |  |  |
| losses | 40 |  |  | 487,299 |  | 487,339 |
|  | 26,992 |  | 2,819,009 | 33,809,042 | $(5,832,737)$ | 30,822,306 |
| Premises and equipment, net | 26,217 |  | 135 | 562,117 | (187) | 588,282 |
| Other real estate |  |  |  | 83,636 |  | 83,636 |
| Accrued income receivable | 359 | 43 | 11,243 | 301,402 | $(24,705)$ | 288,342 |
| Other assets | 61,963 | 41,661 | 44,255 | 1,236,372 | $(9,351)$ | 1,374,900 |
| Goodwill |  |  |  | 678,666 |  | 678,666 |
| Other intangible assets | 554 |  |  | 103,943 |  | 104,497 |
|  | \$4,227,345 | \$1,278,237 | \$4,995,908 | \$50,218,896 | (\$13,785,636) | \$46,934,750 |

## LIABILITIES AND

## STOCKHOLDERS

## EQUITY

Liabilities:
Deposits:
Non-interest bearing Interest bearing

Federal funds purchased and assets

| sold under agreement to repurchase |  |  |  |  | \$ | 73,000 | 7,058,466 | $(86,000)$ | 7,045,466 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other short-term |  |  |  |  |  |  |  |  |  |
| borrowings |  |  | \$ | 300 |  | 130,556 | 3,711,662 | $(1,133,007)$ | 2,709,511 |
| Notes payable | \$ | 532,428 |  |  |  | ,533,639 | 10,286,509 | $(4,670,679)$ | 9,681,897 |
| Subordinated notes |  |  |  |  |  |  | 430,000 | $(430,000)$ |  |
| Other liabilities |  | 58,894 |  | 58 |  | 114,508 | 594,723 | $(43,887)$ | 724,296 |
|  |  | 591,322 |  | 358 |  | ,851,703 | 45,369,774 | $(6,514,542)$ | 43,298,615 |

Minority interest in consolidated subsidiaries

Stockholders equity:

| Preferred stock | 186,875 |  |  |  |  | 186,875 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Common stock | $1,751,868$ | 3,961 | 2 | 70,421 | $(74,384)$ | $1,751,868$ |
| Surplus |  |  |  |  |  |  |

## Table of Contents

## POPULAR, INC.

CONDENSED CONSOLIDATING STATEMENT OF CONDITION
DECEMBER 31, 2005
(UNAUDITED)
(In thousands)

| ASSETS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | \$ 696 | \$ 2,103 | \$ 448 | \$ 962,395 | (\$ 59,245) | \$ 906,397 |
| Money market investments | 230,000 | 300 | 245 | 1,048,586 | $(529,708)$ | 749,423 |
| Investment securities available-for-sale, at fair value | 18,271 | 77,861 |  | 11,620,673 | (219) | 11,716,586 |
| Investment securities held-to-maturity, at amortized cost | 430,000 | 2,170 |  | 150,934 | $(430,000)$ | 153,104 |
| Other investment securities, at lower of cost or realizable value | 145,535 | 5,001 | 13,142 | 155,425 |  | 319,103 |
| Trading account securities, at fair value |  |  |  | 520,236 | (898) | 519,338 |
| Investment in subsidiaries | 3,112,125 | 1,169,867 | 1,832,349 | 767,615 | $(6,881,956)$ |  |
| Loans held-for-sale, at lower of cost or market value |  |  |  | 699,181 |  | 699,181 |
| Loans held-in-portfolio | 25,752 |  | 2,993,028 | 34,034,625 | $(5,744,766)$ | 31,308,639 |
| Less Unearned income |  |  |  | 297,613 |  | 297,613 |
| Allowance for loan |  |  |  |  |  |  |
| losses | 40 |  |  | 461,667 |  | 461,707 |
|  | 25,712 |  | 2,993,028 | 33,275,345 | $(5,744,766)$ | 30,549,319 |
| Premises and equipment, net | 23,026 |  |  | 573,786 | (241) | 596,571 |
| Other real estate |  |  |  | 79,008 |  | 79,008 |
| Accrued income |  |  |  |  |  |  |
| receivable | 532 44 | 33 40.526 | 11,982 | 253,818 | $(20,719)$ | 245,646 |
| Other assets | 44,252 | 40,526 | 23,804 | 1,221,472 | $(4,254)$ | 1,325,800 |
| Goodwill |  |  |  | 653,984 |  | 653,984 |
| Other intangible assets | 554 |  |  | 109,654 |  | 110,208 |
|  | \$4,030,703 | \$ 1,297,861 | \$4,874,998 | \$52,092,112 | (\$13,672,006) | \$48,623,668 |

## LIABILITIES AND STOCKHOLDERS <br> EQUITY

## Liabilities:

Deposits:
Non-interest bearing Interest bearing

Federal funds purchased and assets sold under agreements

| to repurchase |  |  |  |  | \$ | 117,226 | 8,968,332 | $(383,097)$ | 8,702,461 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other short-term |  |  |  |  |  |  |  |  |  |
| borrowings |  |  | \$ | 46,112 |  | 721,866 | 3,521,486 | $(1,589,203)$ | 2,700,261 |
| Notes payable | \$ | 532,441 |  |  |  | 2,833,035 | 11,055,117 | $(4,527,016)$ | 9,893,577 |
| Subordinated notes |  |  |  |  |  |  | 430,000 | $(430,000)$ |  |
| Other liabilities |  | 49,015 |  | 871 |  | 42,382 | 757,646 | 390,088 | 1,240,002 |
|  |  | 581,456 |  | 46,983 |  | 3,714,509 | 47,569,033 | (6,737,675) | 45,174,306 |

Minority interest in consolidated subsidiaries $115 \quad 115$

Stockholders equity:

| Preferred stock | 186,875 |  |  |  |  | 186,875 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Common stock | $1,736,443$ | 3,961 | 2 | 70,385 | $(74,348)$ | $1,736,443$ |
| Surplus | 449,787 | 815,193 | 734,964 | $2,778,437$ | $(4,325,983)$ | 452,398 |
| Retained earnings | $1,459,223$ | 480,541 | 451,271 | $1,838,530$ | $(2,772,953)$ | $1,456,612$ |
| Accumulated other <br> comprehensive loss, |  |  |  |  |  |  |
| net of tax <br> Treasury stock, at cost | $(176,000)$ | $(48,817)$ | $(25,748)$ | $(159,996)$ | 234,561 | $(176,000)$ |
|  | $(207,081)$ |  |  | $(4,392)$ | 4,392 | $(207,081)$ |
|  | $3,449,247$ | $1,250,878$ | $1,160,489$ | $4,522,964$ | $(6,934,331)$ | $3,449,247$ |
|  |  |  |  |  |  |  |
|  | $\$ 4,030,703$ | $\$ 1,297,861$ | $\$ 4,874,998$ | $\$ 52,092,112$ | $(\$ 13,672,006)$ | $\$ 48,623,668$ |

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## POPULAR, INC.

CONDENSED CONSOLIDATING STATEMENT OF CONDITION SEPTEMBER 30, 2005
(UNAUDITED)
(In thousands)


## LIABILITIES AND STOCKHOLDERS <br> EQUITY

## Liabilities:

Deposits:
Non-interest bearing Interest bearing

Federal funds purchased and assets

| to repurchaseOther short-term |  |  |  |  | \$ | 132,635 | 8,201,162 | $(316,014)$ | 8,017,783 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Other short-term |  |  |  |  |  |  |
| borrowings |  |  | \$ | 41,663 |  | 600,117 | 4,153,601 | $(1,886,858)$ | 2,908,523 |
| Notes payable | \$ | 527,086 |  |  |  | 2,837,729 | 10,408,944 | $(4,209,334)$ | 9,564,425 |
| Subordinated notes |  | 125,000 |  |  |  |  | 430,000 | $(430,000)$ | 125,000 |
| Other liabilities |  | 51,044 |  | 586 |  | 55,629 | 641,172 | $(44,260)$ | 704,171 |
|  |  | 703,130 |  | 42,249 |  | 3,626,110 | 46,861,219 | (7,334,097) | 43,898,611 |

Minority interest in consolidated subsidiaries $101 \quad 101$

Stockholders equity:

| Preferred stock | 186,875 |  |  |  |  | 186,875 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Common stock | $1,683,629$ | 3,962 | 2 | 70,385 | $(74,349)$ | $1,683,629$ |
| Surplus | 289,807 | 815,193 | 734,964 | $2,140,696$ | $(3,688,242)$ | 292,418 |
| Retained earnings | $1,405,744$ | 452,470 | 424,085 | $1,770,058$ | $(2,649,224)$ | $1,403,133$ |
| Accumulated other <br> comprehensive loss, |  |  |  |  |  |  |
| net of tax <br> Treasury stock, at cost | $(137,578)$ | $(39,549)$ | $(14,523)$ | $(120,012)$ | 174,084 | $(137,578)$ |
|  | $(207,081)$ |  |  | $(2,334)$ | 2,334 | $(207,081)$ |
|  | $3,221,396$ | $1,232,076$ | $1,144,528$ | $3,858,793$ | $(6,235,397)$ | $3,221,396$ |
|  |  |  |  |  |  |  |
|  | $\$ 3,924,526$ | $\$ 1,274,325$ | $\$ 4,770,638$ | $\$ 50,720,113$ | $(\$ 13,569,494)$ | $\$ 47,120,108$ |

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POPULAR, INC.
CONDENSED CONSOLIDATING STATEMENT OF INCOME (LOSS)
FOR THE QUARTER ENDED SEPTEMBER 30, 2006 (UNAUDITED)

|  | Popular, <br> Inc. | PIBI | PNA | All other | Elimination | Popular, <br> Inc. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Holding <br> Co. | Holding Co. | Holding Co. | Subsidiaries | Entries | Consolidated |

## INTEREST

INCOME:


INTEREST
EXPENSE:
Deposits

| Short-term borrowings | 71 | 396 | 3,776 | 152,553 | $(15,069)$ | 141,727 |
| :--- | ---: | :---: | ---: | ---: | ---: | ---: |
| Long-term debt | 9,134 |  | 47,722 | 157,288 | $(67,586)$ | 146,558 |
|  | 9,205 | 396 | 51,498 | 462,005 | $(83,811)$ | 439,293 |
|  |  |  |  |  |  |  |
| Net interest income <br> (loss) | 3,007 | $(18)$ | $(13,103)$ | 350,481 | 1,671 | 342,038 |
| Provision for loan <br> losses |  |  |  | 63,445 |  | 63,445 |

Net interest income (loss) after provision for loan losses
Service charges on deposit accounts
(13,103)
287,036
1,671
278,593

Other service fees
Net (loss) gain on sale and valuation adjustment of investment securities
Trading account profit
Gain on sale of loans
Other operating income (loss)

696
1,676
$(3,090)$
47,484
47,484
106,498
$(26,861)$
79,637

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3,560
1,764
$(16,193)$
501,824
$(21,013)$
469,942

OPERATING
EXPENSES:
Personnel costs:
Salaries
Pension, profit sharing and other benefits

Net occupancy expenses
Equipment expenses
Other taxes 353
Professional fees
Communications
Business promotion
Printing and supplies
Other operating expenses
Amortization of intangibles

| 4,165 | 95 |  | 127,252 | (899) | 130,613 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1,129 | 15 |  | 33,178 | (239) | 34,083 |
| 5,294 | 110 |  | 160,430 | $(1,138)$ | 164,696 |
| 594 | 4 | 1 | 30,974 |  | 31,573 |
| 420 | 3 | 3 | 33,946 | (26) | 34,346 |
| 353 |  |  | 11,417 |  | 11,770 |
| 2,028 | 11 | 56 | 62,044 | $(34,521)$ | 29,618 |
| 152 |  |  | 17,221 | (30) | 17,343 |
| 800 |  |  | 33,694 | (639) | 33,855 |
| 26 |  | 1 | 4,381 |  | 4,408 |
| $(9,309)$ | (100) | 109 | 38,391 | (385) | 28,706 |
|  |  |  | 3,608 |  | 3,608 |
| 358 | 28 | 170 | 396,106 | $(36,739)$ | 359,923 |

Income (loss) before income tax and equity in earnings of subsidiaries
Income tax

$$
3,202
$$

(938)

1,736
$\begin{array}{rr}(16,363) & 105,718 \\ (1,855) & 26,845\end{array}$
15,726
\$ 110,019

Income (loss) before equity in earnings of subsidiaries
Equity in earnings of subsidiaries

4,140
1,736
$(14,508)$
78,873
11,919
82,160

78,020
$(13,525)$
337
1,523
$(66,355)$

NET INCOME
(LOSS) $\quad \$ 82,160 \quad(\$ 11,789) \quad(\$ 14,171) \quad \$ 80,396 \quad(\$ 54,436) \quad \$ 82,160$

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## POPULAR, INC.

CONDENSED CONSOLIDATING STATEMENT OF INCOME FOR THE QUARTER ENDED SEPTEMBER 30, 2005 (UNAUDITED)

|  | Popular, Inc. | PIBI | PNA | All other | Elimination | Popular, Inc. |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Holding Co. | Holding | Co. | Holding | Co. | Subsidiaries | Entries | Consolidated |
| :--- |

## INTEREST

## INCOME:

| Loans | \$ | 542 |  |  | \$35,544 | \$550,328 | (\$ | 59,280) | \$527,134 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Money market |  |  |  |  |  |  |  |  |  |
| investments |  | 1,151 | \$ | 2 | 9 | 10,428 |  | $(4,088)$ | 7,502 |
| Investment securities |  | 7,637 |  | 289 | 316 | 122,442 |  | $(6,983)$ | 123,701 |
| Trading account securities |  |  |  |  |  | 7,751 |  |  | 7,751 |
|  |  | 9,330 |  | 291 | 35,869 | 690,949 |  | $(70,351)$ | 666,088 |

INTEREST
EXPENSE:
Deposits
Short-term borrowings
Long-term debt

| 68 | 426 |
| ---: | ---: |
| 11,026 |  |
| 11,094 | 426 |


|  | 115,101 | $(1,302)$ | 113,799 |
| ---: | ---: | ---: | ---: |
| 4,098 | 99,634 | $(15,013)$ | 89,213 |
| 38,644 | 121,615 | $(56,319)$ | 114,966 |
|  |  |  |  |
| 42,742 | 336,350 | $(72,634)$ | 317,978 |

Net interest
(loss) income
Provision for loan losses
(6,873)
354,59
2,283
348,110
49,960
49,960
Net interest
(loss) income after provision for loan losses
Service charges on deposit accounts
Other service fees
Net gain (loss) on sale and valuation adjustment of

| investment securities |  | 9,237 |  | $(9,648)$ | $(509)$ |
| :--- | :--- | :---: | :---: | :---: | :---: |
| Trading account profit |  |  | 4,529 | 178 | 4,707 |
| Gain on sale of loans |  |  |  | 23,768 | $(6,183)$ |
| Other operating income | 3,292 | 2,877 |  | 25,472 | $(9,805)$ |
|  |  |  |  |  | 17,585 |
|  | 1,528 | 11,979 | $(6,873)$ | 506,786 | $(40,222)$ |
|  |  |  |  | 473,198 |  |

OPERATING
EXPENSES:

| Personnel costs: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries |  | 92 |  | 120,877 | (957) | 120,012 |
| Pension, profit sharing and other benefits |  | 14 |  | 34,928 | (272) | 34,670 |
|  |  | 106 |  | 155,805 | $(1,229)$ | 154,682 |
| Net occupancy |  |  |  |  |  |  |
| Equipment expenses | 8 |  | 2 | 31,190 | (15) | 31,185 |
| Other taxes | 237 |  |  | 10,131 |  | 10,368 |
| Professional fees | 1,299 | 4 | 9 | 60,584 | $(34,008)$ | 27,888 |
| Communications | 18 |  |  | 15,640 | (18) | 15,640 |
| Business promotion | 1,967 |  |  | 21,973 |  | 23,940 |
| Printing and supplies |  |  |  | 4,845 |  | 4,845 |
| Other operating |  |  |  |  |  |  |
| Amortization of intangibles |  |  |  | 2,387 |  | 2,387 |
|  | 264 | 119 | 123 | 364,535 | $(35,628)$ | 329,413 |

Income (loss) before income tax and equity in earnings of subsidiaries
Income tax
$1,264 \quad 11,860$
$(6,996) \quad 142,251$
$(2,463) \quad 32,301$
$(4,594)$
143,785

Income (loss) before equity in earnings of subsidiaries subsidiaries

NET INCOME
\$115,216
\$22,727
\$10,418 \$114,227
(\$ 147,372)
\$115,216

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## POPULAR, INC.

CONDENSED CONSOLIDATING STATEMENT OF INCOME (LOSS) FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2006 (UNAUDITED)

(In thousands)

Popular, Inc. PIBI PNA All oth

Holding Co. Holding Co.

Holding Co.

All other Subsidiaries

Eli Entries

Popular, Inc. Consolidated

## INTEREST

INCOME:

| Loans | $\$$ | 6,118 |  |  | $\$ 111,043$ | $\$ 1,934,965$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Money market |  |  |  | $(\$ 209,253)$ | $\$ 1,842,873$ |  |
| investments | 1,722 | $\$$ | 131 | 439 | 29,389 | $(8,755)$ |

## INTEREST

## EXPENSE:

| Deposits |  |  | 414,636 | $(3,256)$ | 411,380 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Short-term <br> borrowings | 174 | 1,237 | 13,878 | 422,032 | $(43,717)$ | 393,604 |
| Long-term debt | 27,184 |  | 138,060 | 445,564 | $(197,795)$ | 413,013 |
|  | 27,358 | 1,237 | 151,938 | $1,282,232$ | $(244,768)$ | $1,217,997$ |

Net interest income (loss)
Provision for loan losses

8,168
(77)
$(39,492) \quad 1,093,132$
5,850
$1,067,581$
losses
Net interest income (loss) after provision for loan losses Service charges on deposit accounts Other service fees Net gain (loss) on sale and valuation adjustment of investment securities 589
Trading account profit
Gain on sale of loans
Other operating income (loss)
$(15,869) \quad 6,724 \quad 5,039$
179,488
179,488

888,093

142,277
142,277
240,000

$$
321,510
$$

$(81,510)$
6,404 $\quad 16,920 \quad 23,324$
$100,653 \quad(4,225) \quad 96,428$
$(271) \quad 106,845 \quad(29,820)$
97,100
23,926 18,695 $\quad(39,763) \quad 1,575,464 \quad(86,061) \quad 1,492,261$

OPERATING EXPENSES:
Personnel costs:
Salaries
Pension, profit
sharing and other benefits

Net occupancy

| expenses | 1,723 | 11 | 1 | 87,105 |  | 88,840 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Equipment expenses | 1,221 | 6 | 10 | 100,336 | $(57)$ | 101,516 |
| Other taxes | 853 |  |  | 32,087 |  | 32,940 |
| Professional fees | 12,187 | 34 | 132 | 196,099 | $(103,268)$ | 105,184 |
| Communications | 471 |  |  | 51,531 | $(66)$ | 51,936 |
| Business promotion | 3,887 |  |  |  | 95,561 | $(779)$ |
| Printing and supplies <br> Other operating | 62 |  | 1 | 13,268 |  | 13,669 |
| expenses | $(39,508)$ | $(299)$ | 327 | 126,182 | $(1,093)$ | 85,609 |

Impact of change in fiscal period of certain subsidiaries
Amortization of intangibles
$86 \quad 3,966$

$$
4,109
$$

2,137
9,741
3,495
,
9,160
9,160
(132)

Income (loss) before income tax and equity in earnings of subsidiaries
Income tax
Income (loss) before

$$
24,058
$$ equity in earnings of subsidiaries

Equity in earnings of subsidiaries 22,280

275,764
$(17,246)$
18,609
$(43,729) \quad 366,965 \quad 20,201$
386,104 $\begin{array}{llll}(11,015) & 93,258 & 4,039 & 88,060\end{array}$

NET INCOME
(LOSS) \$298,044 \$ 1,363 (\$ 18,500) \$ 264,597 (\$ 247,460) \$ 298,044

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## POPULAR, INC.

CONDENSED CONSOLIDATING STATEMENT OF INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2005 (UNAUDITED)

|  | Popular, Inc. | PIBI | PNA | All other | Elimination | Popular, Inc. |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Holding Co. | Holding | Co. | Holding Co. | Subsidiaries | Entries | Consolidated

## INTEREST

## INCOME:

| Loans | $\$ 1,572$ |  |  | $\$ 104,803$ | $\$ 1,606,368$ | $(\$ 170,104)$ | $\$ 1,542,639$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Money market |  |  |  |  | 27 | 30,957 | $(10,718)$ |

INTEREST

| Deposits |  |  |  | 314,211 | $(3,668)$ | 310,543 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Short-term <br> borrowings <br> Long-term debt | 184 | 534 | 10,403 | 259,060 | $(37,789)$ | 232,392 |
|  | 32,920 |  | 115,876 | 359,056 | $(167,149)$ | 340,703 |
|  | 33,104 | 534 | 126,279 | 932,327 | $(208,606)$ | 883,638 |
| Net interest <br> loss) income <br> Provision for loan <br> losses | $(6,211)$ | $(207)$ | $(20,501)$ | $1,082,709$ | 7,036 | $1,062,826$ |


| Net interest (loss) income after provision for loan losses | $(6,211)$ | (207) | $(20,501)$ | 938,477 | 7,036 | 918,594 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service charges on deposit accounts |  |  |  | 135,660 |  | 135,660 |
| Other service fees |  |  |  | 325,194 | $(77,334)$ | 247,860 |
| Net gain (loss) on sale and valuation adjustment of investment securities | 50,469 | 9,237 |  | $(8,306)$ | (509) | 50,891 |
| Trading account profit |  |  |  | 14,968 | 13,170 | 28,138 |
| Gain on sale of loans |  |  |  | 60,172 | $(17,497)$ | 42,675 |
|  | 7,268 | 5,190 |  | 84,027 | $(30,614)$ | 65,871 |

Other operating income
$51,526 \quad 14,220 \quad(20,501) \quad 1,550,192 \quad(105,748) \quad 1,489,689$

OPERATING EXPENSES:
Personnel costs:

Salaries
Pension, profit sharing and other benefits

Net occupancy
expenses
Equipment expenses
Other taxes
Professional fees
Communications
Business promotion
Printing and supplies
Other operating expenses
Amortization of intangibles

Income (loss) before income tax, cumulative effect of accounting change and equity in earnings of subsidiaries
Income tax
Income (loss) before cumulative effect of accounting change and equity in earnings of subsidiaries Cumulative effect of accounting change, net of tax

Income (loss) before equity in earnings of subsidiaries 47,465 14,544 691

4,494
$(1,578)$
3,607

| 50,620 | 13,853 | $(20,874)$ | 474,494 | 1,150 | 519,243 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 3,155 |  | $(7,349)$ | 116,151 | 438 | 112,395 |

$\begin{array}{lllll}47,465 & 13,853 & (13,525) & 358,343 & 712\end{array}$
subsidiaries

274 45

319
11
24
784
2,693
42
4,467
(7,104)

906
367
373
1,075,698
$(106,898)$
970,446

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Equity in earnings of subsidiaries

| 362,990 | 56,430 | 68,949 | 55,008 | $(543,377)$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$ 410,455$ | $\$ 70,974$ | $\$ 55,424$ | $\$ 417,845$ | $(\$ 544,243)$ | $\$ 410,455$ |

NET INCOME $\$ 410,455 \quad \$ 70,974 \quad \$ 55,424 \quad \$ 417,845 \quad(\$ 544,243) \quad \$ 410,455$

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POPULAR, INC.
CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2006 (UNAUDITED)

|  | Popular, Inc. | PIBI | PNA | All other | Elimination | Consolidated |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| (In thousands) | Holding Co. | Holding | Co. | Holding Co. | Subsidiaries | Entries | Popular, Inc.

Cash flows from operating activities: Net income (loss) Less: Impact of change in fiscal period of certain subsidiaries, net of tax

Net income before impact of change in fiscal period 298,044 1,363 $(16,229)$ 267,235
$(246,240)$ 304,173

Adjustments to reconcile net income to net cash provided by operating activities:
Equity in undistributed earnings of subsidiaries $(275,764) \quad 17,246$
$(2,638) \quad(1,220)$
$(6,129)$

Depreciation and amortization of premises and equipment
Provision for loan losses
Amortization of intangibles
Amortization of servicing assets Net (gain) loss on sale and valuation adjustment of investment securities $(589)(13,595)$ 15,870 $(6,725)$ 63,805 Net loss (gain) on disposition of premises and equipment 4

Net gain on sale of loans
Net amortization of premiums and accretion of discounts on investments Net amortization of premiums and deferred loan origination fees and costs
$(4,500)$
99,065
Earnings from
investments under the equity method
Stock options
expense
Net disbursements on loans held-for-sale
Acquisitions of loans held-for-sale
Proceeds from sale of loans held-for-sale
Net decrease in trading securities
Net decrease (increase) in accrued income receivable 172
Net
(increase) decrease in other assets
Net increase
(decrease) in interest payable 818
Net
(increase) decrease in deferred income tax
Net increase in postretirement benefit obligation
Net increase
(decrease) in other liabilities

Total adjustments
Net cash provided by operating activities

## Cash flows from

 investing activities:$$
(100,653) \quad 4,225
$$

$(96,428)$
$19,752 \quad(190) \quad 19,060$
(394) 10

10
(118)
(894) $(1,098)$
$(9,081)$
1,742
$(4,940,234)$
$(1,188,844)$
$(1,188,844)$
5,559,968
5,559,968
$1,196,104 \quad(465) \quad 1,195,639$
$\begin{array}{lllll}(12,670) & 4,644 & 2,316 & (10,184) & 1,586\end{array}$
$(14,308)$

16,173
$(3,163)$
41,257
(23) 27,452

24,756 4,660
20,423

3,028
3,028

Net decrease
(increase) in money
market investments
Purchases of
investment securities:
Available-for-sale
Held-to-maturity
$(269,683)$
Other
$(437,372) \quad 215,080$
(20,578,088)
$(5,529)$
$(45,451)$
$(243,481)$
(20,847,771)
$(50,980)$
Proceeds from calls, paydowns, maturities and redemptions of investment securities:
Available-for-sale
Held-to-maturity
Other
Proceeds from sale of investment securities available-for-sale
Net (disbursements) repayments on loans $(1,325)$ 12,467 1,777,303
$(216,691)$
1,560,612
20,644,100 20,644,100
70,858
72,611

Proceeds from sale of loans 7,195

154,426
7,942
198,191

Acquisition of loan
portfolios
Capital contribution to subsidiary
$(36,000)$
$(4,000)$
$(4,127)$
$(30,891)$
75,018
Assets acquired, net of cash
Acquisition of premises and equipment $(4,919)$

$$
(80,496)
$$

Proceeds from sale of premises and equipment
Proceeds from sale of foreclosed assets
Dividends received from subsidiary 203,200

39,031
39,031

Net cash provided by investing activities

## Cash flows from

financing activities:
Net increase in deposits
Net decrease in
federal funds purchased and assets sold under agreements to

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repurchase
Net
(decrease) increase in other short-term borrowings
Payments of notes payable
(450)
$(45,812)$
$(228,545)$
56,315 120,400
$(97,642)$

Proceeds from issuance of notes payable
Dividends paid to parent company
Dividends paid (140,765)
$(205,962) \quad(2,363,884) \quad 747,993 \quad(1,822,303)$

Proceeds from
issuance of common stock 51,728

3,300
$(3,133)$
51,895
Capital contribution from parent 36,000

35,718
$(71,718)$

## Table of Contents

| (In thousands) | Popular, Inc. <br> Holding Co. | PIBI Holding Co. | PNA Holding Co. | All other Subsidiaries | Elimination Entries | Consolidated Popular, Inc. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net cash used in financing activities | $(89,193)$ | $(9,812)$ | $(20,648)$ | $(2,735,407)$ | 347,361 | $(2,507,699)$ |
| Cash effect of change in fiscal period of certain subsidiaries |  |  | 78 | 19,570 | $(7,734)$ | 11,914 |
| Net increase (decrease) in cash and due from banks | 73 | $(1,899)$ | 14,571 | $(184,429)$ | 1,956 | $(169,728)$ |
| Cash and due from banks at beginning of period | 696 | 2,103 | 448 | 962,395 | $(59,245)$ | 906,397 |
| Cash and due from banks at end of period | \$ 769 | \$ 204 | \$ 15,019 | \$ 777,966 | $(\$ 57,289)$ | \$ 736,669 |

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POPULAR, INC.
CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2005 (UNAUDITED)
(In thousands)

| Popular, Inc. | PIBI | PNA | All other | Elimination | Consolidated |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Holding Co. | Holding Co. | Holding Co. | Subsidiaries | Entries | Popular, Inc. |

## Cash flows from operating activities:

Net income
Less: Cumulative effect of accounting change, net of tax

Net income before cumulative effect of accounting change 410,455 70,283

55,424
$413,351 \quad(542,665)$
406,848
Adjustments to reconcile net income to net cash provided by operating activities:
Equity in undistributed earnings of subsidiaries Depreciation and amortization of premises and equipment \$ 410,455 \$ 70,974 \$ 55,424 \$ 417,845 (\$544,243) \$ 410,455

$$
41
$$

,

Net amortization of premiums and accretion of discounts on investments Net amortization of premiums and deferred loan origination fees and costs
(76)

Earnings from investments under the equity method Stock options expense $(2,344) \quad(4,859)$

Net disbursements on loans held-for-sale Acquisitions of loans held-for-sale Proceeds from sale of loans held-for-sale
Net decrease in trading securities Net increase in accrued income receivable (387)
(941)
$(47,021)$
2,124
$(46,259)$
Net (increase)
decrease in other assets
(231)

911
$(149,473)$
$(33,196)$
$(179,575)$
Net increase (decrease) in interest payable

3,544
Net increase in deferred income tax (182)

Net increase in postretirement benefit obligation
Net increase (decrease) in other liabilities 3,382
(2) 14,859

19,460
$(2,124)$
35,737

Total adjustments
$(408,770)$
$(69,658)$
$(54,244)$
$(100,028) \quad 515,659$
$(37,950)$

Net cash provided by operating activities

1,685
625
1,180
313,323
$(27,006)$
289,807

## Cash flows from

 investing activities:Net
$(115,800)$
(6)

61,028
326,042
271,264
(increase) decrease in money market
investments
Purchases of
investment securities:
Available-for-sale
Held-to-maturity
Other

| $(127,628)$ | $(64,386)$ |  | $(3,834,956)$ | 705,168 |
| ---: | ---: | ---: | ---: | ---: |
|  | $(2,431)$ | $(25,545,995)$ |  |  |

$(3,321,802)$
$(25,548,426)$
$(63,394)$
Proceeds from calls, paydowns, maturities and redemptions of investment securities: Available-for-sale
Held-to-maturity
110,432

Other
150,000 250

Proceeds from sale of investment securities available for sale
Net repayments (disbursements) on loans 15,601
$(373,639)$
232,814 781,486
656,262
Proceeds from sale of loans

57,458
32,111
183,040
272,609

Acquisition of loan
portfolios
Capital contribution to subsidiary $(75,000)$
$(75,000) \quad(176,433)$
$(2,500) \quad 328,933$
Assets acquired, net
of cash
Acquisition of premises and equipment (5)
$(118,377)$
$(180,744)$

Proceeds from sale of premises and
equipment
Proceeds from sale of foreclosed assets Dividends received from subsidiary 128,200 $150,000 \quad 52,500$ $(330,700)$

Net cash provided by (used in) investing activities

83,729
84,008

Cash flows from
financing activities:
Net increase in deposits
Net
$(6,690)$

|  | $1,452,474$ | $(139,461)$ | $1,313,013$ |
| :--- | :--- | :--- | :--- |
| 61,335 | $1,671,278$ | $(182,713)$ | $1,543,210$ |

(decrease) increase in federal funds purchased and assets

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sold under
agreements to
repurchase
Net
(decrease) increase in other short-term borrowings
Payments of notes payable $(4,501) \quad 36,837 \quad 260,464$
$138,443 \quad(665,608)$
(234,365)

Proceeds from
issuance of notes
payable
Dividends paid to
parent company
Dividends paid
$(137,014)$
$(330,700) \quad 330,700$

Proceeds from
issuance of common

| stock 14,141 | 14,141 |
| :--- | :--- | :--- |

Treasury stock acquired
Capital contribution from parent

75,000 75,000
$(1,467)$
$(1,467)$
178,174
$(328,174)$

## Table of Contents

|  | Popular, Inc. | PIBI <br> Holding Co. | PNA <br> Holding Co. | All other <br> Holding Co. | Elimination <br> Subsidiaries | Consolidated <br> Entries |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Popular, Inc. |  |  |  |  |  |  |
| Net cash (used in) <br> provided by <br> financing activities | $(144,529)$ | 111,837 | 399,203 | $2,406,207$ | $(1,078,127)$ | $1,694,591$ |

Cash effect of accounting change
$(1,544)$
$(1,572)$
Net increase in cash and due from banks Cash and due from banks at beginning of period

Cash and due from banks at end of $\begin{array}{lllllllllll}\text { period } & \$ & 781 & \$ & 3,032 & \$ & 419 & \$ & 940,348 & (\$ 55,435) & \$ 889,145\end{array}$

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## ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

This report includes management s discussion and analysis ( MD\&A ) of the consolidated financial position and financial performance of Popular, Inc. and its subsidiaries (the Corporation or Popular ). All accompanying tables, financial statements and notes included elsewhere in this report should be considered an integral part of this analysis.

## OVERVIEW

As the leading financial institution in Puerto Rico, the Corporation offers retail and commercial banking services through its banking subsidiary, Banco Popular de Puerto Rico ( BPPR ), as well as investment banking, auto and equipment leasing and financing, mortgage loans, consumer lending, reinsurance and insurance agency services through specialized subsidiaries. In the United States, the Corporation has established the largest Hispanic-owned financial services franchise, Banco Popular North America ( BPNA ), providing complete financial solutions to all the communities it serves. Also, in the United States, Popular Financial Holdings, Inc. ( PFH ), holding company of Equity One, Inc., offers mortgage and personal loans, and maintains a substantial wholesale loan brokerage network, a warehouse lending division and a loan servicing unit. PFH, through its newly acquired subsidiary E-LOAN, Inc. ( E-LOAN ), also provides online consumer direct lending to obtain mortgage, auto and home equity loans. The Corporation strives to use its expertise in technology and electronic banking as a competitive advantage in its Caribbean and Latin America expansion, as well as internally servicing many of its subsidiaries system infrastructures and transactional processing businesses. EVERTEC, Inc. ( EVERTEC ), the Corporation s main subsidiary in this business segment, is the leading provider of financial transaction processing and information technology solutions in Puerto Rico and the Caribbean. EVERTEC serves customers in 11 Latin American countries. Also, the Corporation recently incorporated EVERTEC USA, Inc. with plans to expand its service offerings in the U.S. mainland. Financial highlights for the quarter ended September 30, 2006, compared with the same quarter in 2005, are included below. Also, Table A provides selected financial data for those quarters, as well as several year-to-date selected financial information and performance metrics.

Reduced net interest income resulting from a decline in the Corporation s net interest margin, partially offset by growth in earning assets. Tables B and C provide information on the Corporation s net interest income on a taxable equivalent basis for the quarter and nine months ended September 30, 2006 and 2005.

Higher provision for loan losses, primarily associated with growth in the loan portfolio, higher non-performing loans and higher net charge-offs. Refer to the Credit Risk Management and Loan Quality section, including Tables J, K and L, for a more detailed analysis of the allowance for loan losses, net charge-offs, non-performing assets and credit quality metrics. Also, refer to Item 1A Risk Factors included in Part II Other Information in this Form 10-Q for information on Puerto Rico s current economic condition.

Favorable variance in non-interest income by $9 \%$ resulting from higher gains on the sale of loans and trading profits related primarily to mortgage-backed securities, higher gains on the sale of real estate property and lower unfavorable adjustments on interest-only securities, partially offset by a reduction in other service fees. Refer to the Non-interest Income section of this MD\&A for more detailed information.

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TABLE A
Financial Highlights

Financial Condition Highlights
(In thousands)

| Money market investments | \$ 545,249 | \$ 638,221 | $(\$ 92,972)$ | \$ 585,959 | \$ 816,484 | $(\$ 230,525)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment and trading securities | 11,264,889 | 12,725,566 | $(1,460,677)$ | 12,613,184 | 12,656,906 | $(43,722)$ |
| Loans* | 31,756,959 | 30,550,083 | 1,206,876 | 32,047,516 | 29,213,718 | 2,833,798 |
| Total earning assets | 43,567,097 | 43,913,870 | $(346,773)$ | 45,246,659 | 42,687,108 | 2,559,551 |
| Total assets | 46,934,750 | 47,120,108 | $(185,358)$ | 48,630,196 | 45,699,254 | 2,930,942 |
| Deposits | 23,137,445 | 22,578,709 | 558,736 | 22,947,394 | 22,169,512 | 777,882 |
| Borrowings | 19,436,874 | 20,615,731 | $(1,178,857)$ | 21,218,840 | 19,602,104 | 1,616,736 |
| Stockholders equity | 3,636,024 | 3,221,396 | 414,628 | 3,718,691 | 3,229,283 | 489,408 |


| Third Quarter |  |  | Nine months ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 | 2005 | Variance | 2006 | 2005 | Variance |
| \$ 342,038 | \$ 348,110 | \$ $(6,072)$ | \$ 1,067,581 | \$ 1,062,826 | \$ 4,755 |
| 63,445 | 49,960 | 13,485 | 179,488 | 144,232 | 35,256 |
| 191,349 | 175,048 | 16,301 | 604,168 | 571,095 | 33,073 |
| 359,923 | 329,413 | 30,510 | 1,106,157 | 970,446 | 135,711 |
| 27,859 | 28,569 | (710) | 88,060 | 112,395 | $(24,335)$ |
|  |  |  |  | 3,607 | $(3,607)$ |
| \$ 82,160 | \$ 115,216 | \$ $(33,056)$ | \$ 298,044 | \$ 410,455 | \$ (112,411) |
| \$ 79,181 | \$ 112,237 | \$ $(33,056)$ | \$ 289,109 | \$ 401,520 | \$ $(112,411)$ |
| \$ 0.28 | \$ 0.42 | \$ (0.14) | \$ 1.04 | \$ 1.49 | \$ (0.45) |
| \$ 0.28 | \$ 0.42 | \$ (0.14) | \$ 1.04 | \$ 1.49(a) | \$ (0.45) |
| \$ 0.28 | \$ 0.42 | \$ (0.14) | \$ 1.04 | \$ 1.50 | \$ (0.46) |


| Selected Statistical Information | Third Quarter |  | September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  | 2006 |  | 2005 |
| Common Stock Data Market price |  |  |  |  |  |  |
| High | \$ 20.12 | \$ 27.52 | \$ | 21.98 | \$ | 28.03 |
| Low | 17.41 | 24.22 |  | 17.41 |  | 22.94 |
| End | 19.44 | 24.22 |  | 19.44 |  | 24.22 |
| Book value per share at period end | 12.38 | 11.36 |  | 12.38 |  | 11.36 |
| Dividends declared per share | 0.16 | 0.16 |  | 0.48 |  | 0.48 |
| Dividend payout ratio | 56.25\% | 38.07\% |  | 45.36\% |  | 31.97\% |
| Price/earnings ratio | 12.79x | 12.29 x |  | 12.79x |  | 12.29x |
| Profitability Ratios Return on assets | 0.67\% | 0.99\% |  | 0.82\% |  | 1.20\% |
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| Return on common equity | $\mathbf{8 . 7 5}$ | 14.21 | $\mathbf{1 1 . 0 0}$ | 17.61 |
| :--- | ---: | ---: | ---: | ---: |
| Net interest spread (taxable equivalent) | $\mathbf{2 . 8 1}$ | 3.30 | $\mathbf{2 . 9 5}$ | 3.24 |
| Net interest margin (taxable equivalent) | $\mathbf{3 . 3 1}$ | 3.67 | $\mathbf{3 . 4 0}$ | 3.61 |
| Effective tax rate | $\mathbf{2 5 . 3 2}$ | 19.87 | $\mathbf{2 2 . 8 1}$ | 21.65 |
| Overhead ratio ${ }^{* *}$ | $\mathbf{4 9 . 2 9}$ | 44.34 | $\mathbf{4 7 . 0 2}$ | 37.57 |
| Efficiency ratio $* * *$ | $\mathbf{6 9 . 0 0}$ | 62.87 | $\mathbf{6 6 . 5 5}$ | 61.63 |


| Capitalization Ratios - Equity to assets | $\mathbf{7 . 8 1 \%}$ | $7.21 \%$ | $\mathbf{7 . 6 5 \%}$ | $7.07 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Tangible equity to assets | $\mathbf{6 . 3 2}$ | 6.04 | $\mathbf{6 . 1 7}$ | 5.92 |
| Equity to loans | $\mathbf{1 1 . 7 0}$ | 11.33 | $\mathbf{1 1 . 6 0}$ | 11.05 |
| Internal capital generation | $\mathbf{3 . 6 7}$ | 8.37 | $\mathbf{5 . 6 3}$ | 11.25 |
| Tier I capital to risk | adjusted assets | $\mathbf{1 0 . 8 7}$ | 11.40 | $\mathbf{1 0 . 8 7}$ |
| Total capital to risk | adjusted assets | $\mathbf{1 2 . 1 3}$ | 12.67 | $\mathbf{1 2 . 1 3}$ |
| Leverage ratio | $\mathbf{7 . 8 8}$ | 7.71 | $\mathbf{7 . 8 8}$ | 12.40 |
|  |  |  | 7.71 |  |

* Includes loans held-for-sale.
** Non-interest expense less non-interest income divided by net interest income.
*** Non-interest expense divided by net interest income plus recurring non-interest income (refer to the Operating expenses section of this MD\&A for a description of items not considered recurring ).
(a) Quarterly amounts do not add to the year-to-date total due to rounding.


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Higher operating expenses for the quarter ended September 30, 2006 by $9 \%$, primarily associated with E-LOAN s operations, mostly in the nature of business promotion and personnel costs, since this subsidiary was acquired subsequent to the third quarter of 2005. Partially offsetting the increase were lower costs as a result of the no longer existent operations of PCE. Refer to the Operating Expenses section of this MD\&A for further information. Isolating the aforementioned impact in operating expenses from E-LOAN and PCE, the Corporation s operating expenses for the quarter ended September 30, 2006 declined $\$ 2.2$ million or $1 \%$, compared with the same quarter in the previous year. Operating expenses for the quarter ended September 30, 2006 reflected a reduction of $\$ 23.3$ million, or $6 \%$, compared with the first quarter of 2006 , and $\$ 3.1$ million, or $1 \%$, compared with the second quarter of 2006.

During the third quarter ended September 30, 2006, in light of deteriorating market conditions impacting the profitability of the business, PFH made strategic decisions to scale back its manufactured housing division into one operating office. Marketing representatives will continue to solicit business in its core markets in the east coast of the U.S. mainland. Also, during the quarter, PFH added two new regions in the broker loan business and at the same time flattened the sales management organization by reducing the number of sales managers in the broker division to enable regional managers to be closer to the market. In addition, broker loan processing centers were reduced to two. Furthermore, as a need to compete in today s challenging mortgage marketplace and because a vast majority of business is generated from telemarketing leads, PFH s retail mortgage division consolidated more than 40 branches into five regional hubs. All the above strategies strive to achieve efficiencies and cost savings in the origination channels. As part of these streamlining initiatives, PFH recorded approximately $\$ 4.4$ million of charges in the third quarter of 2006. Components of the re-engineering charges consisted of $\$ 3.1$ million of lease buyouts; $\$ 0.8$ million of severance and payroll tax charges; and $\$ 0.5$ million related to fixed asset write-offs.

Total earning assets at September 30, 2006 decreased by approximately $4 \%$ compared with December 31, 2005, in part due to the implementation of strategies to reduce the Corporation s financial leverage. When compared to September 30, 2005, earning assets decreased by $1 \%$. Refer to the Financial Condition section of this MD\&A for descriptive information on the composition of assets, deposits, borrowings and capital of the Corporation.

In August 2005, the Government of Puerto Rico approved an increase in the maximum statutory tax rate from $39.0 \%$ to $41.5 \%$ for corporations and partnerships for a two-year period. The tax rate was applied retroactively effective January 1, 2005 to all of the Corporation s subsidiaries doing business in Puerto Rico with fiscal years ended December 31, 2005. The additional tax related to the income earned from January 1 to the date of the enactment of the law was fully recorded in the third quarter of 2005 , net of the impact in the deferred taxes, and approximated $\$ 5.9$ million. In addition, in May 2006, the Government of Puerto Rico approved an additional transitory tax applicable only to the banking industry that raised the maximum statutory tax rate to $43.5 \%$ for taxable years commenced during calendar year 2006. For taxable years beginning after December 31, 2006, the maximum statutory tax rate will be $39 \%$. The additional transitory tax of $4.5 \%$ over the original maximum statutory tax rate of $39 \%$ resulted in additional income tax expense recorded in books for the nine months ended September 30, 2006 of approximately $\$ 9.2$ million, including the impact of the measurement of deferred tax assets.

Also, in May 2006, the Government of Puerto Rico enacted a law that imposes a tax of 5\% over the 2005 taxable net income applicable to for-profit partnerships and corporations with gross income over $\$ 10.0$ million, which was required to be paid by July 31, 2006. The Corporation could use the full payment as a tax credit in the income tax return for future years. This prepayment of tax resulted in a disbursement of approximately $\$ 18.2$ million. No net income tax expense will be recorded since such prepayment will be used as a tax credit in future taxable years.

The Corporation exercised certain Tag Along Rights granted under the Shareholders Agreement

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dated as of March 2, 1999 by and among Telecomunicaciones de Puerto Rico, Inc. ( TelPRI ), GTE International Telecommunications Incorporated, GTE Holdings (Puerto Rico) LLC, Popular and Puerto Rico Telephone Authority and entered into a Joinder Agreement dated as of May 4, 2006 (the Joinder Agreement ) by and among Popular, GTE Holdings and Sercotel S.A. de C.V. ( Sercotel ). Pursuant to the Joinder Agreement, Popular has agreed to sell to Sercotel all the shares of common stock of TelPRI owned by Popular under similar terms and conditions set forth in the Stock Purchase Agreement dated as of April 2, 2006, by and between Sercotel and GTE Holdings. The estimated gain net of taxes for Popular is approximately $\$ 86.0$ million; however, such gain is subject to purchase price adjustments at the date of the closing. The transaction is expected to close in 2006 or early 2007 subject to the receipt of the necessary governmental and regulatory approvals.

During the third quarter of 2006, the Corporation acquired T.I.I. Smart Solutions Inc. ( TII ), a technology company based in Costa Rica that develops financial processing software applications and sells hardware products (ATM, POS and communication products). For the fiscal year-ended September 30, 2005, TII generated approximately $\$ 3$ million in revenues and had $\$ 3$ million in assets. The company has approximately 21 employees. This acquisition will allow EVERTEC, through ATH Costa Rica, to enhance its competitiveness in the Central American region.

In the latter part of the third quarter of 2006, BPNA commenced to offer deposit products through the online webpage of its affiliate E-LOAN. As of September 30, 2006, BPNA had captured approximately $\$ 27$ million in savings accounts and certificates of deposit through E-LOAN s webpage. As of October 31, 2006, these deposits approximated $\$ 728$ million. This funding source is expected to provide additional liquidity to the Corporation and support asset growth.
The Corporation, like other financial institutions, is subject to a number of risks, many of which are outside of management s control. Among the risks assumed are: (1) market risk, which is the risk that changes in market rates and prices will adversely affect the Corporation s financial condition or results of operations, (2) liquidity risk, which is the risk that the Corporation will have insufficient cash or access to cash to meet operating needs and financial obligations, (3) credit risk, which is the risk that loan customers or other counterparties will be unable to perform their contractual obligations, and (4) operational risk, which is the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events. As a financial services company, the Corporation s earnings are significantly affected by general business and economic conditions. Lending and deposit activities and fee income generation are influenced by the level of business spending and investment, consumer income, spending and savings, capital market activities, competition, customer preferences, interest rate conditions and prevailing market rates on competing products. The Corporation continuously monitors general business and economic conditions, industry-related indicators and trends, competition, interest rate volatility, credit quality indicators, loan and deposit demand, operational and systems efficiencies, revenue enhancements and changes in the regulation of financial services companies. The Corporation operates in a highly regulated environment and may be adversely affected by changes in federal and local laws and regulations. Also, competition with other financial institutions could adversely affect our profitability.
The description of the Corporation s business contained in Item 1 of the Corporation s Form $10-\mathrm{K}$ for the year ended December 31, 2005, while not all inclusive, discusses additional information about the business of the Corporation and risk factors, many beyond the Corporation s control, that, in addition to the other information in this report, readers should consider.
Further discussion of operating results, financial condition and credit, market and liquidity risks is presented in the narrative and tables included herein.
The shares of the Corporation s common and preferred stock are traded on the National Association of Securities Dealers Automated Quotation (NASDAQ) system under the symbols BPOP and BPOPO, respectively.

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## SUPERVISION AND REGULATION STATUS OF REGULATORY APPLICATIONS

In September 2006, we filed an application with the Office of the Comptroller of the Currency (the OCC ) to convert Banco Popular North America ( BPNA ), our New York state-chartered bank subsidiary, into a national bank by merging it into our national bank subsidiary, Banco Popular, National Association. At the same time we filed an application with the Board of Governors of the Federal Reserve System to contribute the stock of our non banking subsidiary, Popular Financial Holdings, Inc. ( PFH ), to the merged U.S. mainland bank. Under these proposals, BPNA, PFH , and their subsidiaries would have become subject to OCC supervision and regulation.
In addition to this structural reorganization, we are currently in the process of developing a plan for an operational reorganization of our operations on the U.S. mainland, including those of BPNA and PFH and their subsidiaries. In the course of our interaction with the OCC since the filing of the application, we have concluded that the process of bringing the operations of BPNA, PFH, and their subsidiaries under OCC supervision and regulation could have involved difficulties in satisfying the OCC regarding various aspects of our operations, including certain of our risk management procedures and reserve policies primarily related to the nonprime business at PFH and BPNA. These additional requirements also had the potential of diverting our resources away from the operational reorganization effort. In light of these difficulties and our reorganization plans, we have decided to withdraw our applications. As a result, BPNA will remain a New York state-chartered member bank.
Even though we have decided to withdraw these applications, we will take into account the preliminary recommendations we received from the OCC regarding our operations as we move forward with the operational reorganization and with our other business goals.

## CRITICAL ACCOUNTING POLICIES

The accounting and reporting policies followed by the Corporation and its subsidiaries conform to generally accepted accounting principles in the United States of America and general practices within the financial services industry. Various elements of the Corporation s accounting policies, by their nature, are inherently subject to estimation techniques, valuation assumptions and other subjective assessments. These estimates are made under facts and circumstances at a point in time and changes in those facts and circumstances could produce actual results that differ from those estimates.
Management has discussed the development and selection of the critical accounting policies and estimates with the Corporation s Audit Committee. The Corporation has identified as critical accounting policies those related to securities classification and related values, loans and allowance for loan losses, retained interests on transfers of financial assets non-prime mortgage loans securitizations (valuations of interest-only strips and mortgage servicing rights), income taxes, goodwill and other intangible assets, and pension and postretirement benefit obligations. For a summary of the Corporation s critical accounting policies, refer to that particular section in the MD\&A included in Popular, Inc. s 2005 Financial Review and Supplementary Information to Stockholders, incorporated by reference in Popular, Inc. s Annual Report on Form 10-K for the year ended December 31, 2005 (the 2005 Annual Report ). Also, refer to Note 1 to the consolidated financial statements included in the 2005 Annual Report for a summary of the Corporation s significant accounting policies.
One of the Corporation s critical accounting policies relates to pension and postretirement obligations on employee benefit plans. As further described in Note 2 to the consolidated financial statements and in the section below (Recently Issued Accounting Pronouncements and Interpretations), in September 2006, the Financial Accounting Standards Board issued SFAS No. 158 Employers Accounting for Defined Benefit Pension and Other Postretirement Plans, which is applicable to the Corporation commencing in December 31, 2006. The standard will make it easier for investors, employees, retirees and others to understand and assess an employer s financial position and its ability to fulfill the obligations under its benefit plans. The provisions of SFAS No. 158 will not have an impact on the estimation techniques, valuation assumptions and other subjective assessments associated with the pension and postretirement benefit plan computations.

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## RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS AND INTERPRETATIONS

The following is a list of recently issued accounting pronouncements and interpretations that are applicable for adoption by the Corporation in 2006 or thereafter. Refer to Note 2 to the consolidated financial statements for a description of each statement and management s assessment as to the impact of the adoptions.
SFAS No. 123-R Share-Based Payment This Statement focuses primarily on transactions in which an entity exchanges its equity instruments for employee services and generally establishes standards for the accounting of transactions in which an entity obtains goods or services in share-based payment transactions. The impact of the adoption of SFAS 123-R in January 2006 was not significant for the results of the quarter and nine months ended September 30, 2006. Refer to Note 13 to the consolidated financial statements for required disclosures and further information on the impact of this accounting pronouncement.
SFAS No. 153 Exchanges of Nonmonetary Assets This Statement amends the principle that exchanges of nonmonetary assets should be measured based on the fair value of the assets exchanged and more broadly provides for exceptions regarding exchanges of nonmonetary assets that do not have commercial substance. The adoption of this Statement did not have a material impact on the Corporation s financial condition, results of operations, or cash flows for the quarter and nine months ended September 30, 2006.
SFAS No. 154 Accounting Changes and Error Corrections This Statement applies to all voluntary changes in accounting principle, and changes the requirements for accounting and reporting of a change in accounting principle. The Corporation adopted SFAS No. 154 in January 2006. The adoption of SFAS No. 154 did not have a significant impact on the statement of condition or results of operations for the quarter and nine months ended September 30, 2006.

SFAS No. 155 Accounting for Certain Hybrid Financial Instruments an amendment of FASB Statements No. 133 and 140 This Statement amends SFAS No. 133, Accounting for Derivative Instruments and Hedging Activities , and No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. SFAS No. 155 resolves issues addressed in SFAS No. 133 Implementation Issue No. D1, Application of Statement 133 to Beneficial Interests in Securitized Financial Assets. SFAS No. 155 permits fair value remeasurement for any hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation; clarifies which interest-only strips and principal-only strips are not subject to the requirements of SFAS No. 133; establishes a requirement to evaluate interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an embedded derivative requiring bifurcation; clarifies that concentrations of credit risk in the form of subordination are not embedded derivatives; and amends SFAS No. 140 to eliminate the prohibition on a qualifying special-purpose entity from holding a derivative financial instrument that pertains to a beneficial interest other than another derivative financial instrument. The Corporation elected to adopt SFAS No. 155 commencing in January 2007. The Corporation is currently evaluating the impact that this accounting pronouncement may have in its financial condition and results of operations.
SFAS No. 156 Accounting for Servicing of Financial Assets an amendment of FASB Statement No. 140 This Statement amends FASB Statement No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities, with respect to the accounting for separately recognized servicing assets and servicing liabilities. This Statement:

Requires an entity to recognize a servicing asset or servicing liability each time it undertakes an obligation to service a financial asset by entering into a servicing contract under specific situations.

Requires all separately recognized servicing assets and servicing liabilities to be initially measured at fair value, if practicable.

Permits an entity to choose either of the following subsequent measurement methods for each class of separately recognized servicing assets and servicing liabilities: amortization or fair value measurement method.

At its initial adoption, permits a one-time reclassification of available-for-sale securities to trading securities by entities with recognized servicing rights, without calling into question the treatment of other available-for-sale
securities under SFAS No. 115, provided that the available-for-sale securities are identified in some

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manner as offsetting the entity s exposure to changes in fair value of servicing assets or servicing liabilities that a servicer elects to subsequently measure at fair value.

Requires separate presentation of servicing assets and servicing liabilities subsequently measured at fair value in the statement of financial position and additional disclosures for all separately recognized servicing assets and servicing liabilities.
The Corporation elected to adopt SFAS No. 156 commencing in January 2007. The Corporation is currently evaluating the impact that this accounting pronouncement may have in its financial condition and results of operations, subject to the measurement methods, class definitions and other determinations that need to be made upon adoption.
SFAS No. 157 Fair Value Measurements Provides enhanced guidance for using fair value to measure assets and liabilities. The Statement also responds to investors requests for expanded information about the extent to which companies measure assets and liabilities at fair value, the information used to measure fair value, and the effect of fair value measurements on earnings. The standard applies whenever other standards require (or permit) assets or liabilities to be measured at fair value. The standard does not expand the use of fair value in any new circumstances. Under SFAS No. 157, fair value refers to the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants in the market in which the reporting entity transacts. The Statement clarifies the principle that fair value should be based on the assumptions market participants would use when pricing the asset or liability. In support of this principle, the Statement establishes a fair value hierarchy that prioritizes the information used to develop those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets and the lowest priority to unobservable data, for example, the reporting entity s own data. Under SFAS No. 157, fair value measurements would be separately disclosed by level within the fair value hierarchy.
SFAS No. 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. The Corporation plans to adopt the provisions of SFAS No. 157 commencing with the first quarter of 2008. The Corporation is evaluating the impact that this accounting pronouncement may have in its financial condition, results of operations and financial statement disclosures.
SFAS No. 158 Emplovers Accounting for Defined Benefit Pension and Other Postretirement Plans This accounting standard requires employers to fully recognize the obligations associated with single-employer defined benefit pension, retiree healthcare and other postretirement plans in their financial statements. Under past accounting standards, the funded status of an employer s postretirement benefit plan (i.e., the difference between the plan assets and obligations) was not always completely reported in the balance sheet. Past standards only required an employer to disclose the complete funded status of its plans in the notes to the financial statements. Specifically, SFAS No. 158 requires an employer to:

Recognize in its statement of financial position an asset for a plan s overfunded status or a liability for a plan $s$ underfunded status

Measure a plan sassets and its obligations that determine its funded status as of the end of the employer s fiscal year (with limited exceptions)

Recognize changes in the funded status of a defined benefit postretirement plan in the year in which the changes occur. Those changes will be reported in comprehensive income of a business entity and in changes in net assets of a not-for-profit organization.
The requirement to recognize the funded status of a benefit plan and the disclosure requirements are effective for the Corporation as of December 31, 2006.
The Corporation provides pension, benefit restoration and postretirement benefit plans for certain employees. Upon adoption of SFAS No. 158 in December 31, 2006, the Corporation will be required to recognize the underfunded status of the plans as a liability on its statement of financial condition. The Corporation has always used December $31^{\text {st }}$ as the measurement date of the plans.

The Corporation provides pension, benefit restoration and postretirement benefit plans for certain employees. Upon adoption of SFAS No. 158 in December 31, 2006, the Corporation will be required to recognize the underfunded

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status of the plans as a liability on its statement of financial condition. The Corporation has always used December $31^{\text {st }}$ as the measurement date of the plans.
The impact of the adoption of SFAS No. 158 as of December 31, 2006 is estimated to be a reduction in equity of approximately $\$ 77$ million (after tax), with a corresponding increase in total liabilities of $\$ 126$ million and in the deferred tax asset of $\$ 49$ million. The estimated impact is based on the Corporation s expected funded status of its pension and postretirement benefit plans. The actual impact of the implementation of SFAS No. 158 on the financial statements may differ due to changes in economic assumptions such as discount rates, fair values of assets, and other changes in actuarial assumptions that will occur in connection with the upcoming December 31, 2006 measurement date. The Corporation expects that the effect of the implementation of SFAS No. 158 on its financial covenants will be immaterial. Additionally, based on the estimated impact in regulatory capital ratios, the Corporation will continue to be well-capitalized.
FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes an Interpretation of FASB Statement No. 109 (FIN 48) In June 2006, the FASB issued FIN 48, which prescribes a comprehensive model for how a company should recognize, measure, present, and disclose in its financial statements uncertain tax positions that the company has taken or expects to take on a tax return. Under the Interpretation, the financial statements will reflect expected future tax consequences of such positions presuming the taxing authorities full knowledge of the position and all relevant facts, but without considering time values.
Among the significant elements of the new guidance are:
Recognition: A tax benefit from an uncertain position may be recognized only if it is more likely than not that the position is sustainable, based on its technical merits.

Measurement: The tax benefit of a qualifying position is the largest amount of tax benefit that is greater than 50 percent likely of being realized upon ultimate settlement with a taxing authority having full knowledge of all relevant information.

Change in judgment: The assessment of the recognition threshold and the measurement of the associated tax benefit might change as new information becomes available. Unrecognized tax benefits should be recognized in the period that the position reaches the recognition threshold, which might occur prior to absolute finality of the matter. Similarly, recognized tax benefits should be derecognized in the period in which the position falls below the threshold.

Disclosures: The Interpretation requires qualitative and quantitative disclosures, including discussion of reasonably possible changes that might occur in the recognized tax benefits over the next 12 months; a description of open tax years by major jurisdictions; and a roll-forward of all unrecognized tax benefits, presented as a reconciliation of the beginning and ending balances of the unrecognized tax benefits on a worldwide aggregated basis.
A company should record the change in net assets that results from the application of the Interpretation as an adjustment to retained earnings. Based on a preliminary analysis performed at this time, management does not expect that the adoption of this accounting interpretation will have a material impact to its financial condition or results of operations upon adoption on January 1, 2007.
EITF Issue No. 06-03 How Taxes Collected from Customers and Remitted to Governmental Authorities Should Be Presented in the Income Statement (That Is, Gross versus Net Presentation (EITF 06-03 ) In June 2006, the EITF reached a consensus on EITF Issue No. 06-03, How Taxes Collected from Customers and Remitted to Governmental Authorities Should Be Presented in the Income Statement (That Is, Gross versus Net Presentation). EITF 06-03 provides that the presentation of taxes assessed by a governmental authority that is directly imposed on a revenue-producing transaction between a seller and a customer on either a gross basis (included in revenues and costs) or on a net basis (excluded from revenues) is an accounting policy decision that should be disclosed. The provisions of EITF 06-03 will be effective for the Corporation as of January 1, 2007. The adoption of EITF $06-03$ is not expected to have a material impact on the Corporation s consolidated financial statements.

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Accordance with FASB Technical Bulletin No. 85-4, Accounting for Purchases of Life Insurance EITF Issue 06-5 focuses on how an entity should determine the amount that could be realized under the insurance contract at the balance sheet date in applying FTB 85-4, and whether the determination should be on an individual or group policy basis.
At the September 2006 meeting, the Task Force affirmed as a final consensus that the cash surrender value and any additional amounts provided by the contractual terms of the insurance policy that are realizable at the balance sheet date should be considered in determining the amount that could be realized under FTB 85-4, and any amounts that are not immediately payable to the policyholder in cash should be discounted to their present value. Additionally, the Task Force affirmed as a final consensus the tentative conclusion that in determining the amount that could be realized companies should assume that policies will be surrendered on an individual-by-individual basis, rather than surrendering the entire group policy. Also, the Task Force reached a consensus that contractual limitations on the ability to surrender a policy do not affect the amount to be reflected under FTB 85-4, but, if significant, the nature of those restrictions should be disclosed.
The Corporation is currently evaluating any impact that the adoption of Issue 06-5 may have on its statement of financial condition or results of operations as it relates to the bank-owned life insurance policy for which the Corporation is beneficiary. Management does not expect such impact to be material.
Staff Accounting Bulletin No. 108 Considering the Effects of Prior Year Misstatements when Quantifving Misstatements in Current Year Financial Statements (SAB 108 ) In September 2006, the Securities and Exchange Commission ( SEC ) issued SAB No. 108 expressing the SEC staff $s$ views regarding the process of quantifying financial statement misstatements and the build up of improper amounts on the balance sheet. SAB 108 requires that registrants quantify errors using both a balance sheet and income statement approach and evaluate whether either approach results in a misstated amount that, when all relevant quantitative and qualitative factors are considered, is material. The built up misstatements, while not considered material in the individual years in which the misstatements were built up, may be considered material in a subsequent year if a company were to correct those misstatements through current period earnings. The cumulative effect of the initial application should be reported in the carrying amounts of assets and liabilities as of the beginning of that fiscal year and the offsetting adjustment, net of tax, should be made to the opening balance of retained earnings for that year. Registrants will need to disclose the nature and amount of each item, when and how each error being corrected arose, and the fact that the errors were previously considered immaterial. SAB 108 is effective for the Corporation s annual financial statements for the year ended December 31, 2006. The adoption of SAB 108 is not expected to have a material impact on the Corporation s consolidated financial statements.

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## NET INTEREST INCOME

Tables B and C present the different components of the Corporation s net interest income, on a taxable equivalent basis, for the quarter and nine months ended September 30, 2006, as compared with the same periods in 2005, segregated by major categories of interest earning assets and interest bearing liabilities.
The Corporation s interest earning assets include investment securities and loans on which the interest is exempt from income tax, principally in Puerto Rico (P.R.). The main sources of tax-exempt interest income are investments in obligations of some U.S. Government agencies, the U.S. Government, and government-sponsored entities, and the P.R. Commonwealth and its agencies, and assets held by the Corporation s international banking entities, which are tax-exempt under P.R. laws. To facilitate the comparison of all interest data related to these assets, the interest income has been converted to a taxable equivalent basis, using the applicable statutory income tax rates at each respective quarter end. During the third quarter of 2005, the Government of P.R. approved a temporary, two-year additional tax of $2.5 \%$ for corporations, which increased the marginal tax rate from a $39 \%$ to $41.5 \%$. The impact of the additional tax, including the retroactive amounts corresponding to the first nine months of 2005, was included in the Corporation s results of operations in the third quarter of 2005. In addition, during the second quarter of 2006 the Government of P.R. approved a temporary one-year additional tax of $2.0 \%$ for banking entities. The statutory income tax rates considered for the Corporation s P.R. operations in the quarter ended September 30, 2006 were $43.5 \%$ for BPPR and $41.5 \%$ for the non-bank subsidiaries. The taxable equivalent computation considers the interest expense disallowance required by the P.R. tax law, also affected by the mentioned increases in tax rates. The statutory income tax rate considered for the Corporation s U.S. operations was $35 \%$.
Average outstanding securities balances are based upon amortized cost excluding any unrealized gains or losses on securities available-for-sale. Non-accrual loans have been included in the respective average loans and leases categories. Loan fees collected and costs incurred in the origination of loans are deferred and amortized over the term of the loan as an adjustment to interest yield. Interest income for the quarter and nine months ended September 30, 2006 included an unfavorable impact of $\$ 2.9$ million and $\$ 14.9$ million, respectively, consisting principally of amortization of net loan origination costs (net of fees), amortization of net premiums on loans purchased, prepayment penalties and late payment charges. These amounts approximated $\$ 11.1$ million and $\$ 28.6$ million for the quarter and nine months ended September 30, 2005, respectively.

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## TABLE B

ANALYSIS OF LEVELS \& YIELDS ON A TAXABLE EOUIVALENT BASIS
Quarter ended September 30,


Edgar Filing: POPULAR INC - Form 10-Q
Total
interest
bearing
liabilities
Non-interest
bearing
demand
deposits
Other sources of funds
$\begin{array}{llllll}\mathbf{\$ 4 4 , 9 4 8} & \$ 42,925 & \$ 2,023 & \mathbf{3 . 8 8 \%} & 2.94 \% & 0.94 \%\end{array}$
$\mathbf{3 . 3 1 \%} \quad 3.67 \% \quad(0.36 \%)$ Net interest margin

Net interest
income on a taxable equivalent basis 371,632 $393,864 \quad(22,232)(\$ 51,444) \quad \$ 29,212$

## $\mathbf{2 . 8 1 \%}$ 3.30\% (0.49\%) Net interest spread

| Taxable <br> equivalent <br> adjustment | $\mathbf{2 9 , 5 9 4}$ | 45,754 | $(16,160)$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest |  |  |  |  |
| income | $\mathbf{\$ 3 4 2 , 0 3 8}$ | $\$ 348,110$ | (\$ | $6,072)$ |

Note: The changes that are not due solely to volume or rate are allocated to volume and rate based on the proportion of the change in each category.

* Includes interest
bearing demand
deposits
corresponding
to certain
government
entities in
Puerto Rico.

As shown in Table B, the decrease in net interest income and margin on a taxable equivalent basis for the quarter ended September 30, 2006, compared with the same quarter in the previous year, was mainly due to the increase in the average cost of interest bearing liabilities, partially offset by an increase in the average balance of earning assets. The decrease in the Corporation s net interest margin was principally the result of the following:

Higher cost of short-term borrowings as a result of the Federal Reserve (FED) tightening monetary policy. The FED raised the federal funds target rate 150 basis points from October $1^{\text {st }}, 2005$ to June 30, 2006, leaving it flat at $5.25 \%$ for the $3^{\text {rd }}$ quarter of 2006.

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Increased cost of long-term debt resulting from issuances of medium-term notes during the last quarter of 2005, renewals of debt maturities at higher costs during the second quarter of 2006, and secured debt derived from mortgage loans on-balance sheet securitization transactions settled during the end of 2005 and in June 2006.

A negative impact resulting from unfavorable valuations of interest rate swap contracts that were acquired to fix the cost of financing certain mortgage and auto loan portfolios, and of interest rate swap and cap contracts entered to limit the interest rate payable to security holders associated with on-balance sheet securitization. These derivative contracts were designated non-hedge for accounting purposes, as such the change in their fair value was recorded in the statement of operations. For the quarter ended September 30, 2006, the unfavorable fair value of those instruments totaled approximately $\$ 13$ million pretax, which was recognized as interest expense, and reduced net interest margin by approximately 12 basis points.

Increased cost of interest bearing deposits since the growth in this category has been attained principally in time deposits. This category of interest bearing deposits carries a higher cost in part influenced by interest rate campaigns to attract deposits in a very competitive environment, both in P.R. and the U.S. mainland. Also, the Corporation has experienced higher costs in money market and savings accounts due to sustained marketing campaigns and competition in the U.S. mainland.

Reversal in the third quarter of 2006 of approximately $\$ 1.3$ million of interest income on a specific commercial lease financing relationship which reached non-accrual status during the third quarter of 2006. Refer to the Credit Risk Management and Loan Quality section of this MD\&A for additional information.

The difficulty in passing along the rise in market rates to commercial and consumer loan clients. Intense competition is limiting the Corporation s ability to raise interest rates on loans, and this is a source of pressure on our net interest margin.
Partially offsetting these unfavorable variances were the following contributors:
Somewhat higher yields in commercial loans, mainly the portfolio with short-term repricing terms, which are favorably impacted by the rising interest rates. As of September 30, 2006, approximately $58 \%$ of the commercial and construction loans portfolio had floating or adjustable interest rates. Also, yields in fixed rate loans originated in 2006 increased due to the higher interest rate scenario, with these rate increases partially limited by competitive pressures in new originations.

Increase in the yield of consumer loans driven in part by home equity lines of credit ( HELOC ) with floating rates, an increase in the average balance of credit cards, which carry a higher rate, and an increase in the rate for the P.R. consumer loan portfolio.

Higher yields in the mortgage loan portfolio in part as a result of higher rates for new loans and a reduction in the amortization of premiums associated to purchased loans, in part due to a reduction in mortgage prepayment rates.
Refer to the Financial Condition section of this MD\&A for detailed factors that contributed to the growth in the loan portfolio and the decline in investment securities, as well as variance explanations on funding / liquidity sources. The decrease in the taxable equivalent adjustment relates to the previously discussed temporary two-year additional tax of $2.5 \%$ approved by the Government of P.R. during the third quarter of 2005. As a result, the Corporation recognized the impact of the additional tax for the nine months ended September 30, 2005 during that third quarter of 2005. Therefore, the taxable equivalent adjustment reported in the third quarter of 2005 includes the favorable impact of this additional tax.
As shown in Table C, for the nine-month period ended September 30, 2006, net interest income on a taxable equivalent basis decreased mainly as a result of a lower taxable equivalent adjustment, and lower net interest margin, partially offset by an increase in the average earning assets. The decrease in the taxable equivalent adjustment for the nine months ended September 30, 2006, compared with the same period in the previous year, is mainly the result of a
rising cost for the Corporation s interest bearing liabilities. The interest expense disallowance required by the P.R. tax law is determined by applying the ratio of exempt assets to total assets to the Corporation s interest expense for the period. Due to the Corporation s liability sensitive position, the cost of funds has increased at a higher pace than the yield of earning assets, thus generating margin compression. This trend is reflected in the taxable equivalent adjustment causing an increase in the interest expense disallowed.

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Average tax-exempt earning assets approximated $\$ 9.9$ billion during the nine-month period ended September 30, 2006, of which $89 \%$ represented tax-exempt investment securities, compared with $\$ 9.8$ billion and $92 \%$, respectively, during the same period in 2005.
TABLE C
ANALYSIS OF LEVELS \& YIELDS ON A TAXABLE EOUIVALENT BASIS
Nine-month period ended September 30,


| Edgar Filing: POPULAR INC - Form 10-Q |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | debt |  |  |  |  |  |
| 40,213 | 37,589 | 2,624 | 4.05 | 3.14 | 0.91 | Total interest bearing liabilities | 1,217,997 | 883,638 | 334,359 | 258,904 | 75,455 |
| 3,953 | 4,182 | (229) |  |  |  | Non-interest bearing demand deposits |  |  |  |  |  |
| 1,081 | 916 | 165 |  |  |  | Other sources of funds |  |  |  |  |  |

$\mathbf{4 5 , 2 4 7} \quad \$ 42,687 \quad \$ 2,560 \quad \mathbf{3 . 6 0 \%} \quad 2.77 \% \quad 0.83 \%$


| 2.95\% | 3.24\% | (0.29\%) | Net interest spread |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Taxable equivalent adjustment | 87,621 | 95,307 |  | $(7,686)$ |
|  |  |  | Net interest income | \$1,067,581 | \$1,062,826 |  | 4,755 |

Note: The changes that are not due solely to volume or rate are allocated to volume and rate based on the proportion of the change in each category.

* Includes interest
bearing demand
deposits
corresponding
to certain
government
entities in
Puerto Rico.


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## NON-INTEREST INCOME

Refer to Table D for a breakdown of non-interest income by major categories for the quarters and nine-month periods ended September 30, 2006 and 2005.
The increase in non-interest income for the quarter ended September 30, 2006 compared with the same quarter in the previous year was mostly impacted by:

Lower other-than-temporary impairment adjustments of investment securities available-for-sale in the third quarter of 2006, particularly interest-only securities of PFH. These unfavorable adjustments amounted to $\$ 0.4$ million in the third quarter of 2006 , compared with $\$ 10.7$ million in the same quarter of the previous year.

Lower net gains on the sale of investment securities available-for-sale by approximately $\$ 2.2$ million. In the quarter ended September 30, 2005, the Corporation realized gains of $\$ 9.2$ million on the sale of marketable equity securities. For the third quarter of 2006, the main sale of available-for-sale securities was associated with the sale of FNMA securities with a carrying value of approximately $\$ 144$ million, resulting in a gain of approximately $\$ 7.6$ million.

Higher trading profits in 2006 by $\$ 5.3$ million, which are associated primarily with the pooling of approximately $\$ 149$ million in mortgage loans into FNMA mortgage-backed securities by BPPR, which were subsequently sold in the secondary markets with a realized gain of approximately $\$ 2.0$ million. Also, there were higher profits in 2006 mainly as a result of increases in unrealized profits on the mark-to-market of outstanding positions primarily from the mortgage banking subsidiary and in the portfolio available for retail customers of the Corporation s investment banking subsidiary.

Higher gains on the sales of loans in the third quarter of 2006, mainly due to E-LOAN s production, which was inexistent in the third quarter of 2005 since the E-LOAN acquisition was consummated in the fourth quarter of 2005. This subsidiary contributed $\$ 20.7$ million in gains resulting from the sale of approximately $\$ 0.8$ billion in loans during the quarter ended September 30, 2006, primarily residential mortgage loans. These gains were partially offset by losses of $\$ 20.1$ million in a bulk sale of approximately $\$ 0.6$ billion of individual loans by BPPR to a U.S. financial institution, done in part to deleverage its balance sheet. PFH (excluding its wholly-owned subsidiary E-LOAN) also contributed with an increase in gain on sale of loans of approximately \$2.4 million.

Increase in other operating income primarily due to higher gains on the sale of real estate properties by $\$ 4.5$ million, higher investment banking fees related to underwriting business in the Corporation s investment banking subsidiary and other revenues from E-LOAN related in part to the mortgage loan closing services business and referral fees. These increases were partially offset by an unfavorable fair value adjustment of approximately $\$ 3.1$ million associated with the subordinated convertible note issued by ACE Cash Express, Inc. ( ACE ) as part of Popular Cash Express (PCE) sale transaction. This note was cancelled in the third quarter of 2006 following the approval of ACE s leverage buyout. Results for the third quarter of 2006, compared with the same period in the previous year, included lower remeasurement gains on investments accounted under the equity method held in the Dominican Republic and lower dividend income from TelPRI, among the principal variance contributors.

Decline in other service fees due in part to lower check cashing fees resulting from the sale of PCE in the fourth quarter of 2005 , and lower mortgage servicing fees, net of amortization, due to higher amortization of mortgage servicing rights. Also, for on-balance sheet securitizations, the mortgage servicing rights recorded at the time of securitization are amortized through other service fees, while the accretion of the related loan discount is recorded as an increase in interest income. The other fees category was unfavorably impacted by lower revenues from PCE related to money transfer and other services that are no longer offered. These negative variances were partially offset principally by higher debit card fees as a result of higher transactional volume at a higher average
price. Also, credit card fees increase was mostly associated with higher merchant business income resulting from increased sales and higher credit card late payment fees derived from higher volume, partially offset by lower credit card membership fees that resulted from promotional campaigns with no annual fee. The composition of other service fees by major categories is presented in Table D.

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TABLED
Non-interest income

| (In thousands) | Quarter ended September 30, |  |  |  |  |  | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 |  | 2005 |  | Variance |  | 2006 | 2005 |  | Variance |
| Service charges on deposit accounts | \$ | 47,484 | \$ | 46,836 | \$ | 648 |  | 142,277 | \$ 135,660 |  | 6,617 |
| Other service fees: |  |  |  |  |  |  |  |  |  |  |  |
| Credit card fees and discounts | \$ | 22,035 | \$ | 21,111 | \$ | 924 | \$ | 66,979 | \$ 59,694 |  | 7,285 |
| Debit card fees |  | 15,345 |  | 12,832 |  | 2,513 |  | 45,349 | 39,047 |  | 6,302 |
| Insurance fees |  | 13,327 |  | 12,986 |  | 341 |  | 39,879 | 37,420 |  | 2,459 |
| Processing fees |  | 11,164 |  | 11,311 |  | (147) |  | 32,382 | 31,888 |  | 494 |
| Sale and administration of |  |  |  |  |  |  |  |  |  |  |  |
| Trust fees |  | 2,400 |  | 2,135 |  | 265 |  | 7,044 | 6,268 |  | 776 |
| Mortgage servicing fees, net of |  |  |  |  |  |  |  |  |  |  |  |
| amortization <br> Check cashing fees |  | 483 |  | 4,591 4,372 |  | $(4,108)$ |  | 4,523 653 | 11,126 14,841 |  | $(6,603)$ $(14,188)$ |
| Other fees |  | 7,425 |  | 8,528 |  | $(1,103)$ |  | 21,740 | 26,471 |  | $(4,731)$ |
| Total other service fees | \$ | 79,637 | \$ | 85,004 |  | 5,367) |  | 240,000 | \$247,860 |  | 7,860) |
| Net gain (loss) on sale and valuation adjustment of |  |  |  |  |  |  |  |  |  |  |  |
| investment securities | \$ | 7,123 | (\$ | 920) | \$ | 8,043 | \$ | 5,039 | \$ 50,891 |  | 45,852) |
| Trading account profit |  | 10,019 |  | 4,707 |  | 5,312 |  | 23,324 | 28,138 |  | $(4,814)$ |
| Gain on sale of loans |  | 20,113 |  | 17,585 |  | 2,528 |  | 96,428 | 42,675 |  | 53,753 |
| Other operating income |  | 26,973 |  | 21,836 |  | 5,137 |  | 97,100 | 65,871 |  | 31,229 |
| Total non-interest income |  | 191,349 |  | 175,048 |  | 16,301 |  | 604,168 | \$571,095 |  | 33,073 |

Non-interest income for the nine months ended September 30, 2006, compared with the same period in 2005 included: Higher gains on sales of loans in 2006, which resulted mostly from E-LOAN. This subsidiary contributed approximately $\$ 64$ million in gains on the sale of over $\$ 2.8$ billion in loans during 2006, primarily residential mortgage loans. This variance was partially offset by losses resulting from the bulk sale of individual loans by BPPR discussed earlier. On a year-to-date basis, in 2006, there were also higher gains derived from mortgage loans sold at PFH and Small Business Administration ( SBA ) loans at BPNA.

Other operating income rose for the nine months ended September 30, 2006, compared with the same period in 2005, primarily due to higher dividend income derived from the Corporation s investment in TelPRI, increased income derived from securitization related invested funds, and higher bank-owned life insurance income. Also,

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the increase was influenced by those factors covered in the quarterly variance, namely revenues from E-LOAN and investment banking fees.

Increased service charges on deposit accounts for 2006 that was principally associated to higher volume of approvals on checks paid in commercial accounts with non-sufficient funds.

Lower gains on sale and valuation adjustments of investment securities. The results for the nine months ended September 30, 2005 included $\$ 50.9$ million in gains on sale of investment securities, mainly marketable equity securities, net of $\$ 12.1$ million of unfavorable valuation adjustments for other-than-temporary impairments of investment securities available-for-sale, principally interest-only securities of PFH, compared with $\$ 5.0$ million in gains for the same period of 2006, net of $\$ 17.4$ million of unfavorable valuation adjustments for other-than-temporary impairments of investment securities.

Lower other service fees influenced by similar factors previously described in the quarterly results. Refer to Table D for a detail.

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## OPERATING EXPENSES

Refer to the consolidated statements of income included in this Form 10-Q for a breakdown of operating expenses by major categories.
Operating expenses for the quarter ended September 30, 2006 increased $9 \%$ compared with the same period in 2005. E-LOAN s operating expenses, mostly in the nature of business promotion and personnel costs, totaled $\$ 40.1$ million in the third quarter of 2006, and were the major factor for the incremental costs for Popular since this subsidiary was acquired subsequent to the third quarter of 2005. Partially offsetting the increase were lower costs as a result of the sold operations of PCE which recorded approximately $\$ 7.4$ million in operating expenses during the third quarter of 2005. Isolating the aforementioned impact in operating expenses from E-LOAN and PCE, the Corporation s operating expenses for the quarter ended September 30, 2006 declined $1 \%$ compared with the same quarter in the previous year. Personnel costs for the quarter ended September 30, 2006 increased by $\$ 10.0$ million, or $6 \%$, compared with the same quarter in 2005. E-LOAN s acquisition added over 820 FTEs in 2006 and represented approximately $\$ 13.6$ million in personnel costs for the third quarter, while the sale of PCE impacted with a reduction in FTEs of over 360, or approximately $\$ 2.8$ million in personnel costs. Isolating the impact of E-LOAN s costs and the sale of PCE operations, personnel costs for the quarter ended September 30, 2006 declined slightly by $\$ 0.8$ million, or $1 \%$, compared to the same period in 2005. Full-time equivalent employees (FTEs) were 12,580 at September 30, 2006, a decrease of 103 from the same date in 2005. Besides the aforementioned impact of E-LOAN acquisition and the sale of PCE operations, other event which contributed to the reduction in headcount was the layoffs at PFH associated with the streamlining of branch operations as described in the Overview section of this MD\&A. PFH (excluding E-LOAN) had a workforce reduction of approximately 260 employees when compared to September 30, 2005. Also, the Corporation s operations of the Puerto Rico reportable segment contributed with a reduction of over 350 FTEs due to freezes in job replacements as part of cost control initiatives.
All other operating expenses for the quarter ended September 30, 2006, excluding personnel costs, increased $\$ 20.5$ million, or $12 \%$, compared with the third quarter of 2005. E-LOAN impacted with approximately $\$ 26.5$ million in all other operating expenses, mostly in business promotion and professional fees, while the sale of PCE represented a reduction of approximately $\$ 4.6$ million, principally in net occupancy expenses. Isolating the impact of E-LOAN and the sale of PCE operations, all other operating expenses (excluding personnel costs) for the third quarter of 2006 decreased by $\$ 1.5$ million, or $1 \%$, compared with the third quarter of 2005 . As discussed in the Overview section, included in the third quarter of 2006 were approximately $\$ 4.4$ million in re-engineering charges of PFH, primarily consisting of costs for lease buyouts.
As presented in Table A, the Corporation s efficiency ratio increased from $62.87 \%$ for the quarter ended September 30, 2005 to $69.00 \%$ for the same quarter in 2006. The efficiency ratio measures how much of a company s revenues are used to pay operating expenses. As stated in the Glossary of Selected Financial Terms included in the 2005 Annual Report, in determining the efficiency ratio the Corporation includes only recurring non-interest income items, thus isolating income items that may be considered volatile in nature. Management believes that the exclusion of those items permits greater comparability for analytical purposes. Amounts within non-interest income not considered recurring in nature by the Corporation amounted to net revenues of $\$ 11.7$ million in the quarter ended September 30, 2006, compared with net losses of $\$ 0.8$ million in the same quarter in the previous year, and corresponded principally to net gains (losses) on the sale of investment securities and unfavorable adjustments in the valuation of investment securities, and capital gains on the sale of real estate.
For the nine-month period ended September 30, 2006, operating expenses increased $\$ 135.7$ million, or $14 \%$, compared with the same period in 2005. E-LOAN represented $\$ 117.3$ million of that increase mostly reflected in personnel costs, business promotion and professional fees. The sale of PCE contributed with a reduction of $\$ 23$ million, which represents the subsidiary s costs for the same period in 2005, mainly in the categories of net occupancy and other operating expenses. Isolating the aforementioned impact in operating expenses from E-LOAN and PCE, the Corporation s operating expenses for the nine months ended September 30, 2006 increased $\$ 41$ million or $4 \%$, compared with the same period in the previous year. This $4 \%$ increase was mostly due to increased personnel costs, primarily higher salaries and related taxes and 401 K savings plan expenses, mainly driven by the impact of plan amendments in certain employee benefits plans effective January 1, 2006, which are described in Note 14 to the

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consolidated financial statements. This was partially offset by a reduction in profit sharing costs also impacted by changes in the benefit plans. Also contributing to the rise in personnel costs were higher medical insurance costs, offset in part by higher deferred costs associated with lending business, particularly origination costs. In addition, the increase in operating expenses incorporates a $\$ 9.7$ million pre-tax loss ( $\$ 6.1$ million after-tax) on the impact of the change in fiscal year of certain of the Corporation s subsidiaries which was completed during the first quarter of 2006. As previously described in the Corporation s Form 10-K for the year ended December 31, 2005, in 2005 the Corporation commenced a two-year plan to change the reporting period of its non-banking subsidiaries to a December $31^{\text {st }}$ calendar period, primarily as part of a strategic plan to put in place a corporate-wide integrated financial system and to facilitate the consolidation process. The financial results for the month of December 2005 of PFH (excluding E-LOAN which already had a December $31^{\text {st }}$ year-end closing), Popular FS, Popular Securities and Popular North America (holding company only) are included in a separate line within operating expenses for the nine months ended September 30, 2006. As of the end of the first quarter of 2006, all subsidiaries of the Corporation have aligned their year-end closings to December $31^{\text {st }}$, similar to the parent holding company. The increase in operating costs for the nine months ended September 30, 2006 also included, among others, higher net occupancy, equipment expenses and professional fees, incurred to support business processes.

## INCOME TAX

Income tax expense for the quarter ended September 30, 2006 decreased compared with the same quarter of 2005, primarily due to lower income before tax, offset by a decrease in exempt interest income net of the disallowance of expenses attributed to such exempt income. The effective tax rate for the third quarter of 2006 and 2005 were $25.32 \%$ and $19.87 \%$, respectively.
Income tax expense for the nine-month period ended September 30, 2006 also decreased when compared to the same period in 2005. The decrease was primarily due to lower pretax earnings, partially offset by a decrease in income subject to a lower preferential tax rate and to higher income tax in 2006 due to the increase in the statutory tax rate from $41.5 \%$ to $43.5 \%$ for BPPR. The effective tax rate for the first nine months of 2006 was $22.81 \%$, compared with $21.65 \%$ in 2005.

## REPORTABLE SEGMENT RESULTS

The Corporation s reportable segments for managerial reporting consist of Banco Popular de Puerto Rico, Banco Popular North America, Popular Financial Holdings and EVERTEC. Also, a Corporate group has been defined to support the reportable segments. For managerial reporting purposes, the costs incurred by this latter group are not allocated to the four reportable segments.
For a more complete description of the Corporation s reportable segments, including additional financial information and the underlying management accounting process, refer to Note 19 to the consolidated financial statements. The Corporate group, which supports the four reportable segments, had a net loss of $\$ 15.7$ million in the third quarter of 2006, compared with a net loss of $\$ 0.6$ million in the same quarter of 2005. On a year-to-date basis, the Corporate group had a net loss of $\$ 18.1$ million for the nine months ended September 30, 2006, compared to net income of $\$ 21.5$ million in the same period of the previous year. During the third quarter of 2005, the Corporation s holding companies within the Corporate group realized gains on the sale of securities, mainly marketable equity securities, approximating $\$ 9.2$ million, while on the same period in 2006 these companies realized minimal losses. During the nine months ended September 30, 2005, the realized gains on the sale of securities, mainly marketable equity securities, approximated $\$ 59.7$ million, compared with $\$ 14.3$ million in the same period of 2006. The variance in gain on sale of securities was partially offset by an increase in TelPRI s dividend income in 2006.

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Highlights on the earnings results for the reportable segments are discussed below.

## Banco Popular de Puerto Rico

The segment of Banco Popular de Puerto Rico reported net income of $\$ 87.9$ million for the quarter ended September 30, 2006, a decrease of $\$ 4.5$ million, or $5 \%$, compared with the same quarter in the previous year. The main factors that contributed to the variance in results for the quarter ended September 30, 2006 when compared to the third quarter of 2005 included:
higher net interest income by $\$ 3.2$ million, or less than $2 \%$. The increase was primarily related to the commercial banking business, which experienced a $\$ 8.7$ million, or $11 \%$, growth. This favorable variance was partially offset by a decline of $\$ 5.0$ million, or $4 \%$, in the net interest income of the consumer and retail banking business.
higher provision for loan losses by $\$ 6.7$ million, or $26 \%$, primarily associated with growth in the commercial loan portfolio, higher non-performing loans, mainly mortgage, and higher net charge-offs, mostly in the consumer and lease financing portfolios. The allowance for loan losses to loans held-in-portfolio for the Banco Popular de Puerto Rico reportable segment was $2.06 \%$ at September 30, 2006, compared with $2.09 \%$ at September 30, 2005 and $1.99 \%$ at December 31, 2005. The provision for loan losses represented $103 \%$ of net charge-offs for the third quarter of 2006, compared with $105 \%$ of net charge-offs in the same period of 2005. The increase in provision levels for 2006 also considered probable deterioration in the portfolio in P.R. due to the uncertainty in the local economy associated with the government s fiscal crisis.
rise in non-interest income by $\$ 2.1$ million, or $2 \%$, mainly due to higher gains on the sale of real estate properties and higher debit and credit card fees and discounts. This was partially offset by net losses on the sale of loans and mortgage-backed securities in the secondary markets in the third quarter of 2006, and lower service charges on deposit accounts, mainly commercial account analyses fees due to a higher earnings credit applied to clients on deposit balances in part due to the higher interest rate scenario.
a decrease in operating expenses by $\$ 0.7$ million, or less than $1 \%$, primarily associated to lower business promotion expenses.
higher income taxes by $\$ 3.9$ million, or $16 \%$, primarily due to a decrease in exempt interest income net of the disallowance of expenses attributed to such exempt income and an increase in the Puerto Rico statutory income tax rate from $39 \%$ to $41.5 \%$ on regular corporations and $43.5 \%$ on banks, partially offset by lower pretax earnings.
Net income for the nine months ended September 30, 2006 totaled $\$ 278.4$ million, a decrease of $\$ 17.1$ million, or $6 \%$, compared with the same period in the previous year. These results reflected:
higher net interest income by $\$ 12.3$ million, or $2 \%$, mainly associated with the commercial banking business, which experienced $\$ 28.8$ million, or $13 \%$, growth. This increase in commercial banking net interest income was primarily the result of a greater average volume of commercial loans, coupled with a higher yield. A substantial portion of Banco Popular de Puerto Rico s commercial portfolio has adjustable or floating rate characteristics, thus was favorably impacted by the higher short-term interest rates experienced in 2005 and 2006. The decrease was primarily related to the consumer and retail banking business, whereby net interest income declined by $\$ 14.6$ million, or $3 \%$. The net interest margin in Banco Popular de Puerto Rico s reportable segment was negatively impacted by the higher cost of funding in the rising rate scenario.
higher provision for loan losses by $\$ 14.7$ million, or 20\%;
lower non-interest income by $\$ 1.6$ million;
higher operating expenses by $\$ 0.4$ million, or less than $1 \%$;
lower cumulative effect of accounting change of $\$ 3.2$ million; and
higher income tax expense by $\$ 12.6$ million primarily due to a decrease in exempt interest income net of the disallowance of expenses attributed to such exempt income and an increase in the Puerto Rico statutory income tax rate from $39 \%$ to $41.5 \%$ on regular corporations and $43.5 \%$ on banks, partially offset by lower taxable income.

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## Banco Popular North America

For the quarter ended September 30, 2006, net income for the reportable segment of Banco Popular North America totaled $\$ 21.1$ million, a decrease of $\$ 0.5$ million compared with the financial results for the third quarter of 2005 . The main factors that contributed to this quarterly variance included:
higher net interest income by $\$ 0.4$ million, or less than $1 \%$;
an increase in the provision for loan losses by $\$ 3.0$ million, primarily due to growth in the commercial loan portfolio and higher net charge-offs in the consumer loan portfolio, partially offset by lower net charge-offs in commercial loans;
lower non-interest income by $\$ 4.1$ million, or $13 \%$, mainly due to lower service fees as a result of lower check cashing and money transfer fees due to the sale of PCE operations, partially offset by higher service charges on deposit accounts;
lower operating expenses by $\$ 6.8$ million, or $9 \%$, mainly due to the sale of PCE operations; and
higher income tax expense by $\$ 0.6$ million impacted in part by tax considerations upon the filing of the 2005 tax return in the third quarter of 2006.
Net income for the nine months ended September 30, 2006 totaled $\$ 66.6$ million, an increase of $\$ 4.9$ million, or $8 \%$, compared with the same period in the previous year. These results reflected:
higher net interest income by $\$ 8.4$ million, or $3 \%$, mostly due to an increase in the volume of earning assets, particularly commercial loans. Earning asset growth was funded primarily through deposits, mainly retail certificates of deposits, and short-term borrowings;
higher provision for loan losses by $\$ 9.0$ million, or $43 \%$;
lower non-interest income by $\$ 6.5$ million, or $7 \%$, influenced by lower fees from PCE, offset in part by higher service charges on deposit accounts and gains of sale of SBA loans;
lower operating expenses by $\$ 14.1$ million, or $6 \%$, primarily due to PCE; and
higher income tax expense by $\$ 2.3$ million, or $6 \%$.

## Popular Financial Holdings

PFH s net loss for the quarter ended September 30, 2006, totaled $\$ 19.2$ million, compared with a net loss of $\$ 4.4$ million for the third quarter of 2005. Factors that contributed to the variance in these financial results included: net interest income decreased by $\$ 7.9$ million, or $18 \%$. This variance includes an unfavorable valuation in interest rate caps acquired in conjunction with a series of mortgage loans securitizations that are used to limit the interest rate payable to the security holders and from swap contracts acquired to economically hedge the cost of financing certain mortgage and auto loan portfolios. Also, profit margins in the mortgage lending segment continued to tighten in 2006 as short-term rates continued to rise while the rates on the mortgage loans originated increased at a lesser rate. This lower net interest margin was partially offset by higher average volume of earning assets, primarily related to the auto loans and HELOC portfolio of E-LOAN.
the provision for loan losses increased by $\$ 3.8$ million, or $21 \%$, primarily due to higher net charge-offs and non-performing assets in the mortgage and consumer loan portfolios.
higher non-interest income by $\$ 32.7$ million was mainly due to higher gains on the sale of mortgage loans due to E-LOAN. Also, there were lower write-downs in the valuation of interest-only strips in the quarter ended September 30, 2006 as explained in the Non-Interest Income section of this MD\&A.
operating expenses rose $\$ 43.7$ million, mainly as a result of $\$ 40.1$ million in operating expenses of E-LOAN, which did not exist in the third quarter of 2005. Also, PFH s operating expenses include the re-engineering charges described in the Overview section of this MD\&A associated with PFH s branch consolidation efforts.
income tax benefit in the quarter ended September 30, 2006 of $\$ 10.3$ million resulting from the quarter s taxable loss, compared to $\$ 2.3$ million in the third quarter of 2005.
Net loss for the nine months ended September 30, 2006 totaled $\$ 46.3$ million, compared with a net income of $\$ 11.8$ million for the same period in the previous year. These results reflected:
lower net interest income by $\$ 10.3$ million, or $7 \%$;
higher provision for loan losses by $\$ 11.6$ million, or $24 \%$;
higher non-interest income by $\$ 71.5$ million;

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higher operating expenses by $\$ 139.7$ million, which included an unfavorable impact of the change in fiscal year in the PFH reportable segment amounting to $\$ 6.2$ million and E-LOAN s costs of $\$ 117.3$ million; and
income tax benefit of $\$ 24.7$ million in 2006, compared with income tax expense of $\$ 7.4$ million in 2005. Mortgage banking profit margins have decreased as a result of a flatter yield curve as well as lower gain on sale margins. The spreads between funding costs and loan yields have narrowed. Also, the origination market in the U.S. has begun to stabilize after a multiyear boom. The non-prime mortgage industry continues to pose challenges for 2006. Over the next few months management will continue reengineering its mortgage business in the United States. Cost containment and production efficiencies will be a major focus.

## EVERTEC

EVERTEC s net income for the quarter ended September 30, 2006 totaled $\$ 7.7$ million, an increase of $\$ 1.9$ million, or $32 \%$, compared with the results of the same quarter in the previous year.
The principal factors that contributed to the variance in results for 2006 when compared with the third quarter of 2005 included:
growth in non-interest income of $\$ 2.1$ million, or $4 \%$, as a result of higher electronic transactions processing fees, internet banking services, and other technology consulting fees, including disaster recovery and network support, among other services. This was partially offset by a lower remeasurement adjustment of the Corporation s investment in CONTADO in the Dominican Republic. This figure is impacted by the currency exchange rate of the Dominican peso at the remeasurement date, and to the mix in the composition of monetary and non-monetary balance sheet components of the entity being remeasured. For further information on this subject, refer to Note 1 to the consolidated financial statements.
lower operating expenses by $\$ 1.2$ million, primarily personnel costs and business promotion; and
higher income tax expense by $\$ 1.0$ million.
Net income for the nine months ended September 30, 2006 totaled $\$ 18.2$ million, compared with $\$ 19.9$ million for the same period in the previous year. These results reflected:
higher net interest loss by $\$ 1.2$ million due to higher intercompany funding requirements, primarily obtained from the holding company;
higher non-interest income by $\$ 3.5$ million, or $2 \%$;
lower cumulative effect of accounting change of $\$ 0.4$ million;
higher operating expenses by $\$ 2.9$ million, or $2 \%$;. and
higher income tax expense by $\$ 0.6$ million.

## FINANCIAL CONDITION

Refer to the consolidated financial statements included in this report for the Corporation s consolidated statements of condition and to Table A for financial highlights on major line items of the statement of condition.
A breakdown of the Corporation s loan portfolio, the principal category of earning assets, is presented in Table E .
TABLE E
Loans Ending Balances
$\left.\begin{array}{cccccc} & & \begin{array}{c}\text { Variance } \\ \text { September 30, }\end{array} & \begin{array}{c}\text { Variance } \\ \text { September 30, }\end{array} \\ & & & 2006\end{array}\right)$

|  |  |  | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ |  |  | September 30, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial * | \$14,071,713 | \$ 12,757,886 | \$ | 1,313,827 | \$12,267,643 |  | 1,804,070 |
| Lease financing | 1,265,843 | 1,308,091 |  | $(42,248)$ | 1,318,105 |  | $(52,262)$ |
| Mortgage * | 11,252,771 | 12,872,452 |  | $(1,619,681)$ | 12,481,545 |  | $(1,228,774)$ |
| Consumer * | 5,166,632 | 4,771,778 |  | 394,854 | 4,482,790 |  | 683,842 |
| Total | \$31,756,959 | \$31,710,207 | \$ | 46,752 | \$30,550,083 |  | 1,206,876 |
| * Includes loans held-for-sale |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | 82 |

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Commercial loan growth since December 31, 2005 was mostly in commercial loans reflecting continued success of sales efforts, primarily towards new credit lines on the corporate, construction and small business sectors. Also, there has been higher volume of funds drawn under existing commercial lines of credit and significant progress in construction phases at various large construction projects.
As shown in Table F, consumer loans also increased from December 31, 2005 to September 30, 2006 in all loan categories. The increase in consumer loans was principally reflected in the personal loans category, primarily in E-LOAN and BPPR. E-LOAN contributed with a portfolio of home equity lines of credit of approximately $\$ 139$ million at September 30, 2006, after a strategic decision was made in mid-2006 to substantially retain those loans in portfolio. The increase in personal loans at BPPR was associated with favorable customer response to mailing campaigns, cross selling initiatives and competitive pricing. Auto loans also increased from the end of 2005 principally due to strong loan originations at E-LOAN and to originations by the Corporation s P.R. auto lending subsidiary, fostered in part by marketing campaigns. Also, due to the increases in interest rates, early pay-offs of auto loans have declined in recent months. Credit cards also increased mostly as a result of higher sales volume and an increase in the number of credit card holders attracted by novel campaigns, offers of no annual membership fees, tiered pricing and new products directed to increase Popular s credit card market share in Puerto Rico.
TABLE F

## Breakdown of Consumer Loans

$\left.\begin{array}{lccccc} & & & \begin{array}{c}\text { Variance } \\ \text { September 30, }\end{array} & & \begin{array}{c}\text { Variance } \\ \text { September 30, }\end{array} \\ & \text { September } & & \text { 2006 }\end{array}\right]$

Partially offsetting the increase in commercial and consumer loans from the end of 2005 to September 30, 2006 was a decrease in mortgage loans. This decline was mostly associated with the pooling, during the year-to-date period ended September 30, 2006, of $\$ 0.6$ billion in mortgage loans at BPPR into FNMA mortgage-backed securities that were subsequently sold to investors, a bulk sale of individual loans to a U.S. financial institution involving approximately $\$ 0.6$ billion in mortgage loans and to the sale of mortgage loans in three off-balance sheet securitization transactions performed by PFH in 2006 involving approximately $\$ 1.0$ billion in mortgage loans. The impact of these sales was partially offset by new loan originations. The Corporation has implemented strategic changes at PFH during 2006 primarily reducing non-prime mortgage loan acquisitions and increasing origination and sale of prime mortgage loans as a result of the acquisition of E-LOAN.
Also, the lease financing portfolio reflected a decline from December 31, 2005 to September 30, 2006, which was principally associated with the Corporation $s$ lease financing operations in the U.S. mainland.
Similar factors influenced the increases (decreases) in the various loan categories as of September 30, 2006 when compared to September 30, 2005. E-LOAN, acquired in the fourth quarter of 2005, had $\$ 578$ million and $\$ 245$ million in loans at September 30, 2006 and December 31, 2005, respectively, mainly auto loans.
At September 30, 2006, investment securities, including trading and other securities, totaled $\$ 11.3$ billion, compared with $\$ 12.7$ billion at December 31, 2005 and September 30, 2005. Notes 5 and 6 to the consolidated financial
statements provide additional information on the Corporation s available-for-sale and held-to-maturity investment portfolios. The decline in the Corporation s investment securities portfolio was mainly due to maturities of U.S. agency securities with low rates in the third quarter of 2006, which were not replaced, in part due to a reduction in arbitrage activity as the interest spread is not favorable in the current interest rate scenario, and to a strategy to

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deleverage the balance sheet and direct funding toward loan growth. Commencing in the quarter ended March 31, 2006, the interest-only strips derived from newly-issued PFH s off-balance sheet securitizations are being accounted for as trading securities. As such, any valuation adjustment is being recorded as part of trading account profit (loss) in the consolidated statements of income, which amounted to losses of $\$ 0.4$ million for the quarter and nine months ended September 30, 2006. Interest-only strips accounted for as trading securities from PFH securitizations approximated $\$ 37$ million at September 30, 2006.
The increase in goodwill and other intangible assets at September 30, 2006, compared with the same date in the previous year, was mostly related with the acquisition of E-LOAN during the last quarter of 2005. The increase in goodwill from December 31, 2005 was related to purchase accounting entries recorded within the one-year allocation period for E-LOAN, which were mainly related to the recording of a deferred tax liability associated with the trademark. Refer to Note 9 to the consolidated financial statements for further details on the composition of intangible assets.
Table G provides a breakdown of the Other Assets caption presented in the consolidated statements of condition. The principal variances from December 31, 2005 to September 30, 2006 were:

Increase in the others caption was mostly due to securities trade receivables outstanding at September 30, 2006 for mortgage-backed securities sold prior to quarter-end, with settlement date in October 2006.

Increase in servicing rights, principally related to securitization transactions performed by PFH after their fiscal year end 2005, which contributed with approximately $\$ 35$ million in servicing rights at issuance date. Also, during the nine months ended September 30, 2006, PFH acquired approximately $\$ 14$ million in rights to service approximately $\$ 1.8$ million in mortgage loans from a third-party. Also, BPPR retained servicing responsibilities on the mortgage loan portfolios sold or securitized in the third quarter of 2006, which were previously described in this report. These capitalized servicing rights were partially offset by their amortization in the period.

Increase in prepaid expenses was mostly related to higher prepaid software packages supporting specialized systems.

Decrease in securitization advances and related assets was associated with PFH operations primarily due the collection in the third quarter of 2006 of excess cash held by the securitization trusts for approximately $\$ 69$ million. Also, related to on-balance sheet securitizations, funds collected by PFH, as servicer, and remitted to the securitization trusts to be distributed to bond holders in future periods declined. This decline was primarily as a result of a decrease in borrower prepayment rates during the year, as well as unpaid principal balance runoff of securitizations classified as on-balance sheet.

Refer to Note 8 to the consolidated financial statements for a detail of the Corporation s derivatives as of September 30, 2006 and December 31, 2005.

## TABLE G

## Breakdown of Other Assets



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| Prepaid expenses | $\mathbf{1 7 9 , 1 0 2}$ | 153,395 | 25,707 | 156,950 | 22,152 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Servicing rights | $\mathbf{1 7 2 , 3 2 3}$ | 141,489 | 30,834 | 121,752 | 50,571 |
| Securitization advances and <br> related assets | $\mathbf{1 3 9 , 9 1 4}$ | 236,719 | $(96,805)$ | 247,565 | $(107,651)$ |
| Investments under the equity | $\mathbf{6 5 , 7 6 0}$ | 62,745 | 3,015 | 62,682 | 3,078 |
| method | $\mathbf{5 8 , 4 2 7}$ | 50,246 | 8,181 | 39,354 | 19,073 |
| Derivative assets | $\mathbf{2 4 9 , 4 6 4}$ | 178,281 | 71,183 | 169,079 | 80,385 |
| Others |  |  |  |  |  |
| Total | $\mathbf{\$ 1 , 3 7 4 , 9 0 0}$ | $\$ 1,325,800$ | $\$ 49,100$ | $\$ 1,276,576$ | $\$ 98,324$ |

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The variances in others , prepaid expenses and securitization advances and related assets from September 30, 2005 to the same date in 2006 were influenced by the same factors described in the December 31, 2005 comparison. Servicing rights increased in a higher proportion compared to September 30, 2005 also resulting primarily from three securitization transactions performed by PFH in the fourth quarter of 2005. Furthermore, other explanations to the variances in other assets from September 30, 2005 to the same date in 2006 included:

Derivative assets increased from September 30, 2005 primarily due to higher index options purchased by the Corporation from major broker-dealer companies. These were principally associated with customers deposits whose returns are also tied to the performance of the particular index.

Higher net deferred tax asset from September 30, 2005 primarily due to higher net unrealized loss position in the portfolio of available-for-sale securities. Also, the increase is due to the prepaid income tax of $5 \%$ imposed by the Government of Puerto Rico after the enactment of a law signed in May 2006. Refer to the Overview section of this MD\&A for a general description of the law and the payment required to be made by the Corporation in July 2006. This variance was partially reduced by the recording of a deferred tax liability associated with the E-LOAN trademark. This deferred tax liability will exist unless it is reversed, if and only if, the trademark is written-off in a future period. This trademark was determined by management to have an indefinite life for accounting purposes. Also, as the E-LOAN acquisition was treated as a stock purchase, the trademark cannot be amortized for tax return purposes.
Popular has accomplished deposit growth despite intense competitive pressures. A breakdown of the Corporation s deposits at period-end is included in Table H :
TABLE H
Deposits ending balances

| (In thousands) | September 30, 2006 | December 31, 2005 | Variance <br> September 30, 2006 vs. <br> December 31, 2005 | September 30, 2005 | Variance <br> September 30 $2006 \text { vs. }$ <br> September 30, $2005$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits * | \$ 4,324,476 | \$ 4,415,972 | (\$ 91,496) | \$ 4,182,281 | \$ 142,195 |
| Savings, NOW and money market deposits | 8,397,040 | 8,800,047 | $(403,007)$ | 8,944,495 | $(547,455)$ |
| Time deposits | 10,415,929 | 9,421,986 | 993,943 | 9,451,933 | 963,996 |
| Total | \$23,137,445 | \$22,638,005 | \$ 499,440 | \$22,578,709 | \$ 558,736 |

* Includes interest and non-interest bearing demand deposits.

The increase in time deposits from December 31, 2005 and September 30, 2005 was mostly related to retail certificates of deposits due to aggressive marketing campaigns. Also, greater volume of IRA deposits and public funds, and new deposit products launched such as CDs linked to stock market indexes, contributed to the growth in time deposits. During the third quarter of 2006, Banco Popular North America commenced to offer deposits through the convenient online webpage of its affiliate E-LOAN. As of September 30, 2006, $\$ 27$ million were captured in savings accounts and certificates of deposits. Brokered certificates of deposit, included in the category of time deposits, totaled $\$ 968$ million at September 30, 2006, compared with $\$ 1.3$ billion at September 30, 2005 and $\$ 1.2$ billion at December 31, 2005.

The decline in savings, NOW and money market deposits from December 31, 2005 and September 30, 2005 to September 30, 2006 was in part due to a shift to time deposits, resulting from higher interest rates offered in time deposits from competitive campaigns.
The decrease in demand deposits from December 31, 2005 to September 30, 2006 was primarily associated with commercial checking accounts and deposits in trust. The increase from September 30, 2005 was primarily in commercial checking accounts. The aggregate amount of overdrafts in demand deposit accounts that was reclassified to loans totaled $\$ 101$ million as of September 30, 2006, $\$ 119$ million as of December 31, 2005 and $\$ 70$ million as of September 30, 2005.
At September 30, 2006, borrowed funds totaled $\$ 19.4$ billion, compared with $\$ 21.3$ billion at December 31, 2005 and $\$ 20.6$ billion at September 30, 2005. Refer to Note 10 to the consolidated financial statements for the composition of the Corporation s borrowings as of such dates. The Federal Home Loan Banks (FHLB) provide

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funding to the Corporation s banking subsidiaries through advances. At September 30, 2006 and December 31, 2005, the Corporation had short-term and long-term borrowings under these credit facilities totaling $\$ 960$ million and $\$ 1.6$ billion, respectively. At September 30, 2005, these borrowings totaled $\$ 1.8$ billion. Such advances are collateralized by securities and mortgage loans, do not have restrictive covenants and in the most part do not have any callable features. The reduction in borrowed funds from December 31, 2005 was partly as a result of the approach to reduce reliance on short-term debt by funding loan originations through deposits and from cash inflows from loan sales and maturities of investment securities.
Among the principal borrowing activities of the Corporation that were effected during the nine months ended September 30, 2006 were:

In April 2006, the Corporation issued $\$ 450$ million in medium-term notes maturing in 2009. Of the total amount issued, $\$ 250$ million bear interest at a fixed rate of $5.65 \%$ and $\$ 200$ million bear interest at floating rates tied to the 3 -month LIBOR plus a spread of 40 basis points, which reset quarterly. The Corporation simultaneously entered into an interest swap contract to convert the floating rate notes to fixed rate notes in the rising interest rate scenario. Under the swap arrangement, the Corporation pays a fixed rate equal to $5.58 \%$. The cash inflows were used to substitute short-term borrowings and finance operations.

The Corporation executed three on-balance sheet securitizations of mortgage loans. These transactions are further described in the Off-Balance Sheet Activities section of this MD\&A.
Other liabilities declined from December 31, 2005 to September 30, 2006 as reflected in the consolidated statements of condition included in the consolidated financial statements. As explained in the 2005 Annual Report and the Overview section of this MD\&A, in 2005, certain of the Corporation s non-banking subsidiaries continued to have a fiscal year ended on November 30, 2005. In preparing the consolidated statement of condition as of December 31, 2005, management had to reverse an intercompany elimination in order to reinstall loans outstanding to third parties. The impact of this reversal resulted in an increase of $\$ 429$ million in the caption of other liabilities at year-end 2005. This intercompany transaction was not outstanding at June 30, 2006. As explained in the Overview section of this MD\&A, all of the Corporation s subsidiaries have aligned their closing periods to that of the Corporation; as such, timing differences no longer exist. The remainder of the decrease in other liabilities is primarily due to lower accrued taxes payables.
Refer to the consolidated statements of condition and of stockholders equity included in this Form 10-Q for information on the composition of stockholders equity at September 30, 2006, December 31, 2005 and September 30, 2005. Also, the disclosures of accumulated other comprehensive loss, an integral component of stockholders equity, are included in the consolidated statements of comprehensive income (loss). The increase in stockholders equity since September 30, 2005 was due in part to earnings retention and from approximately $\$ 216$ million in capital derived from the issuance of new shares of common stock under the subscription rights offering that took effect in the fourth quarter of 2005. These favorable variances were partially offset by a higher net unrealized loss position in the valuation of the available-for-sale securities portfolio by $\$ 61$ million.
The Corporation offers a dividend reinvestment and stock purchase plan for stockholders that allows them to reinvest dividends in shares of common stock at a $5 \%$ discount from the average market price at the time of the issuance, as well as purchase shares of common stock directly from the Corporation by making optional cash payments.
The Corporation continues to exceed the well-capitalized guidelines under the federal banking regulations. Ratios and amounts of total risk-based capital, Tier 1 risk-based capital and Tier 1 leverage at September 30, 2006 and 2005, and December 31, 2005 are presented on Table I. At September 30, 2006, December 31, 2005 and September 30, 2005, BPPR, BPNA and Banco Popular, National Association were all well-capitalized.

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The average tangible equity amounted to $\$ 3.0$ billion at September 30, 2006, compared to $\$ 2.7$ billion at December 31, 2005 and September 30, 2005. Total tangible equity was $\$ 2.9$ billion at September 30, 2006 and $\$ 2.7$ billion at December 31, 2005 and September 30, 2005. The average tangible equity to average tangible assets ratio was $6.17 \%$ at September 30, 2006, 5.86\% at December 31, 2005 and 5.92\% at September 30, 2005.

## TABLEI

Capital Adequacy Data

| (Dollars in thousands) |  | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Risk-based capital |  |  |  |  |
| Tier I capital |  | \$ 3,738,641 | \$ 3,540,270 | \$ 3,495,710 |
| Supplementary (Tier II) capital |  | 431,443 | 403,355 | 389,647 |
| Total capital |  | \$ 4,170,084 | \$ 3,943,625 | \$ 3,885,357 |
| Risk-weighted assets |  |  |  |  |
| Balance sheet items |  | \$31,816,193 | \$29,557,342 | \$28,523,983 |
| Off-balance sheet items |  | 2,574,095 | 2,141,922 | 2,147,889 |
| Total risk-weighted assets |  | \$34,390,288 | \$31,699,264 | \$30,671,872 |
| Average assets |  | \$47,445,563 | \$47,415,254 | \$45,347,557 |
| Ratios: |  |  |  |  |
| Tier I capital (minimum required | 4.00\%) | 10.87\% | 11.17\% | 11.40\% |
| Total capital (minimum required | 8.00\%) | 12.13\% | 12.44\% | 12.67\% |
| Leverage ratio * |  | 7.88\% | 7.47\% | 7.71\% |

* All banks are
required to have
a minimum Tier
I leverage ratio
of $3 \%$ or $4 \%$ of
adjusted
quarterly
average assets,
depending on
the bank s
classification.
At September 30, 2006, the capital adequacy minimum requirement for Popular, Inc. was (in thousands): Total Capital of $\$ 2,751,223$, Tier I Capital of $\$ 1,375,612$, and a Tier I Leverage of $\$ 1,423,367$ based on a $3 \%$ ratio or $\$ 1,897,823$ based on a $4 \%$ ratio according to the Bank s classification.
OFF-BALANCE SHEET AND ON-BALANCE SHEET SECURITIZATION ACTIVITIES
In connection with PFH s securitization transactions, the Corporation is a party to pooling and servicing agreements pursuant to each of which the Corporation transfers (on a servicing retained basis) certain of the Corporation s loans to
a special purpose entity, which in turn transfers the loans to a securitization trust fund that has elected to be treated as one or more Real Estate Mortgage Investment Conduits (REMICs). The two-step transfer of loans by the Corporation to a securitization trust fund, in which the Company surrenders control over the loans, is accounted for as a sale to the extent that consideration other than beneficial interests is received in exchange. SFAS No. 140 Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities sets forth the criteria that must be met for control over transferred assets to be considered to have been surrendered. When the Corporation transfers financial assets and the transfer fails any one of the SFAS No. 140 criteria the Corporation is then prevented from derecognizing the transferred financial assets and the transaction is accounted for as a secured borrowing. During 2006, the Corporation has conducted three asset securitizations that involved the transfer of mortgage loans to qualifying special purpose entities (QSPE), which in turn transferred these assets and their titles, to different trusts, thus isolating those loans from the Corporation s assets. Approximately, $\$ 1.0$ billion in adjustable and fixed-rate loans were securitized and sold by PFH during 2006, with a gain on sale of approximately $\$ 18.8$ million. As part of these transactions, the Corporation recognized mortgage servicing rights of $\$ 19$ million and interest-only strips of $\$ 37$ million. Key economic assumptions used in measuring the retained interests at the date of these securitizations were: discount rate of $15 \%$ to $17 \%$ for IOs and $14 \%$ to $16 \%$ for MSRs, average conditional prepayment rates of $35 \%$ in adjustable rate loans and $28 \%$ in fixed-rate loans; and loss rates ranging from $1.7 \%$ to $3.2 \%$.
The trusts created as part of off-balance sheet mortgage loans securitizations, conducted prior to 2001, in 2005 and in 2006, are not consolidated in the Corporation s financial statements since the transactions qualified for sale


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accounting based on the provisions of SFAS No. 140. The investors and the securitization trusts have no recourse to the Corporation sassets or revenues. The Corporation screditors have no recourse to any assets or revenues of the special purpose entity, or the securitization trust funds. At September 30, 2006 and 2005, these trusts held approximately $\$ 2.6$ billion and $\$ 1.7$ billion, respectively, in assets in the form of mortgage loans. Their liabilities in the form of debt principal due to investors approximated $\$ 2.5$ billion and $\$ 1.7$ billion at September 30, 2006 and 2005, respectively. The Corporation retained servicing responsibilities and certain subordinated interests in these securitizations in the form of interest-only strips. Their value is subject to credit, prepayment and interest rate risks on the transferred financial assets. The servicing rights retained by the Corporation are recorded in the statements of condition at the lower of cost or market value, while the interest-only strips are recorded at fair value.
In securitization transactions accounted for as secured borrowings ( on-balance sheet securitizations ) under the SFAS No. 140 criteria, the loans are included on the balance sheet as loans pledged as collateral for secured borrowings. The proceeds from the sale of the securities to investors are included on the balance sheet as secured borrowings. During 2006, the Corporation completed two on-balance sheet securitizations consisting of approximately $\$ 898$ million in adjustable and fixed-rate loans. As part of these transactions, the Corporation recognized mortgage servicing rights of $\$ 16$ million. Key economic assumptions used in measuring the servicing rights at the date of the securitizations were: discount rate of $14 \%$ to $16 \%$ and average conditional prepayment rates of $35 \%$ in adjustable rate loans and $28 \%$ in fixed-rate loans.
As of September 30, 2006, interest-only strips related to the securitization transactions performed by PFH amounted to $\$ 88$ million. During the nine-months ended September 30, 2006, the Corporation recorded $\$ 17$ million in write-downs in the value of interest-only strips classified as available-for-sale securities since their decline in fair value was considered other-than-temporary. Considering market trends for the sub-prime mortgage industry and benchmarking procedures followed against industry and third-party valuation data, the Corporation adjusted certain critical assumptions utilized in the valuation of its interest-only securities in the second quarter of 2006. Changes considered included an increase in the discount rate from $15 \%$ to $17 \%$, and certain revisions in the discounted cash flow models for prepayment speeds and credit loss assumptions.
Refer to Note 7 to the consolidated financial statements in this Form 10-Q for further information on these securitizations transactions and the related retained beneficial interests.

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## CREDIT RISK MANAGEMENT AND LOAN QUALITY

Table J summarizes the movement in the allowance for loan losses and presents several loan loss statistics for the quarters and nine months ended September 30, 2006 and 2005.

## TABLE J

Allowance for Loan Losses and Selected Loan Losses Statistics

| (Dollars in thousands) | Third Quarter |  |  | Nine months ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | Variance | 2006 | 2005 | Variance |
| Balance at beginning of period | \$483,815 | \$456,954 | \$26,861 | \$461,707 | \$437,081 | \$ 24,626 |
| Allowance purchased |  |  |  |  | 3,685 | $(3,685)$ |
| Provision for loan losses | 63,445 | 49,960 | 13,485 | 179,488 | 144,232 | 35,256 |
| Impact of change in reporting period * |  |  |  | 2,510 | 1,586 | 924 |
|  | 547,260 | 506,914 | 40,346 | 643,705 | 586,584 | 57,121 |
| Losses charged to the allowance: |  |  |  |  |  |  |
| Commercial | 12,606 | 15,774 | $(3,168)$ | 38,031 | 49,474 | $(11,443)$ |
| Lease financing | 6,599 | 5,503 | 1,096 | 18,622 | 14,720 | 3,902 |
| Mortgage | 15,515 | 12,037 | 3,478 | 40,898 | 34,144 | 6,754 |
| Consumer | 39,862 | 27,992 | 11,870 | 104,141 | 75,997 | 28,144 |
| Subtotal | 74,582 | 61,306 | 13,276 | 201,692 | 174,335 | 27,357 |
| Recoveries: |  |  |  |  |  |  |
| Commercial | 4,048 | 4,174 | (126) | 12,776 | 17,296 | $(4,520)$ |
| Lease financing | 3,190 | 2,530 | 660 | 9,263 | 7,327 | 1,936 |
| Mortgage | 186 | 167 | 19 | 612 | 588 | 24 |
| Consumer | 7,237 | 6,946 | 291 | 22,675 | 21,965 | 710 |
| Subtotal | 14,661 | 13,817 | 844 | 45,326 | 47,176 | $(1,850)$ |
| Net loans charged-off: |  |  |  |  |  |  |
| Commercial | 8,558 | 11,600 | $(3,042)$ | 25,255 | 32,178 | $(6,923)$ |
| Lease financing | 3,409 | 2,973 | 436 | 9,359 | 7,393 | 1,966 |
| Mortgage | 15,329 | 11,870 | 3,459 | 40,286 | 33,556 | 6,730 |
| Consumer | 32,625 | 21,046 | 11,579 | 81,466 | 54,032 | 27,434 |
| Subtotal | 59,921 | 47,489 | 12,432 | 156,366 | 127,159 | 29,207 |
| Balance at end of period | \$487,339 | \$459,425 | \$27,914 | \$487,339 | \$459,425 | \$ 27,914 |

## Ratios:

Net charge-offs to average loans
held-in-portfolio
Provision to net charge-offs

* Represents the net effect of provision for loan losses, less net charge-offs corresponding to the impact of the change in fiscal period at certain
subsidiaries (as
described in
Note 1 to the consolidated financial
statements and in the 2005
Annual Report).

| $\mathbf{0 . 7 7 \%}$ | $0.66 \%$ | $\mathbf{0 . 6 7 \%}$ | $0.60 \%$ |
| :---: | :---: | :---: | :---: |
| $\mathbf{1 . 0 6 x}$ | 1.05 x | $\mathbf{1 . 1 5 x}$ | 1.13 x |

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Also, Table K presents annualized net charge-offs to average loans by loan category for the quarters and nine months ended September 30, 2006 and 2005.
TABLE K
Annualized Net Charge-offs to Average Loans Held-in-Portfolio

|  | Quarter ended September |  | Nine months ended September |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 30, |  | 2005 | $\mathbf{2 0 0 6}$ | 2005 |
|  |  | $\mathbf{2 0 0 6}$ |  |  |  |
| Commercial | $\mathbf{0 . 2 5 \%}$ | $0.39 \%$ | $\mathbf{0 . 2 5 \%}$ | $0.37 \%$ |  |
| Lease financing | $\mathbf{1 . 0 7}$ | 0.91 | $\mathbf{0 . 9 6}$ | 0.76 |  |
| Mortgage | $\mathbf{0 . 5 5}$ | 0.43 | $\mathbf{0 . 4 6}$ | 0.40 |  |
| Consumer | $\mathbf{2 . 5 8}$ | 1.91 | $\mathbf{2 . 2 0}$ | 1.69 |  |
|  |  |  |  |  |  |
|  | $\mathbf{0 . 7 7 \%}$ | $0.66 \%$ | $\mathbf{0 . 6 7 \%}$ | $0.60 \%$ |  |

The decline in commercial loans net charge-offs to average loans held-in-portfolio ratio was mostly associated with portfolio growth and the continuing identification and monitoring of potential problem loans.
The increase in net charge-offs to average loans in the lease financing portfolio was the result of higher delinquencies in Puerto Rico and increased charge-offs in the U.S. leasing subsidiary related to a particular customer lending relationship.
Mortgage loans net charge-offs as a percentage of average mortgage loans held-in-portfolio increased primarily due to higher delinquency levels experienced in the U.S. mainland, primarily in the Corporation s non-prime mortgage loan portfolio. Although deteriorating economic conditions have impacted the mortgage delinquency rates in Puerto Rico increasing the levels of non-accruing mortgage loans, historically the Corporation has experienced a low level of losses in its P.R. mortgage loan portfolio. This portfolio consists primarily of loans with high credit scores and adequate collateral. Refer to Part II Item 1A Risk Factors of this Form 10-Q for information on Puerto Rico s current economic condition and on risk factors impacting the U.S. mortgage banking business, primarily the non-prime market which PFH serves.
Consumer loans net charge-offs as a percentage of average consumer loans held-in-portfolio rose primarily due to higher delinquencies and growth in the unsecured portfolio, mainly in personal loans and credit cards.

## NON-PERFORMING ASSETS

A summary of non-performing assets, which includes past-due loans that are no longer accruing interest, renegotiated loans and real estate property acquired through foreclosure, is presented in Table L, along with certain credit quality metrics. For a summary of the Corporation s policy for placing loans on non-accrual status, refer to the sections of Loans and Allowance for Loan Losses included in Note 1 to the audited consolidated financial statements included in Popular, Inc. s 2005 Annual Report.

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## TABLE L

Non-Performing Assets


Non-performing assets to loans

| held-in-portfolio <br> Non-performing assets <br> to total assets | $\mathbf{2 . 3 6 \%}$ | $2.02 \%$ | $2.12 \%$ |
| :--- | :--- | :--- | :--- |
| Allowance for loan <br> losses to loans <br> held-in-portfolio | $\mathbf{1 . 5 7}$ | 1.29 | 1.34 |

Allowance for loan
losses to
non-performing assets
66.05
73.69

Allowance for loan losses to non-performing loans
74.50
84.33
83.24

Non-performing mortgage loans increased from December 31, 2005 to September 30, 2006 mainly due to higher delinquencies in the U.S. mainland portfolio, mainly in the non-prime market, and also in Puerto Rico resulting from deteriorating economic conditions, as discussed in the previous credit quality section of this MD\&A. The increase in non-performing commercial loans from December 31, 2005 was primarily due to growth in the commercial loan
portfolio. Non-performing leases increased mainly due to one particular commercial lease financing relationship in the U.S. leasing subsidiary, which reached non-performing status in the third quarter of 2006. Management expects to collect the full amount of principal and interest on this particular lease financing relationship. Finally, the increase in non-performing consumer loans was in part due to the growth in the portfolio and the impact of current economic conditions. The increase in non-performing assets from September 30, 2005 was substantially associated to similar factors. The higher ratio of non-performing mortgage loans to loans held-in-portfolio experienced as of September 30, 2006 was in part influenced by a reduction in the loan portfolio of BPPR, as a result of certain loan sales in the first nine months of 2006 amounting to approximately $\$ 1.2$ billion, which are described in the Non-interest section of this MD\&A.
Accruing loans past due 90 days or more are composed primarily of credit cards, FHA/VA and other insured mortgage loans, and delinquent mortgage loans included in the Corporation s financial statements pursuant to the GNMA s buy-back option program. Under SFAS No. 140, servicers of loans underlying Ginnie Mae mortgage-backed securities must report as their own assets defaulted loans that they have the option to purchase, even when they elect not to exercise the option. Also, accruing loans ninety days or more include residential conventional loans purchased from other financial institutions that although delinquent, the Corporation has received timely payment from the sellers / servicers, and in some instances have partial guarantees under recourse agreements.
The allowance for loan losses, which represents management s estimate of credit losses inherent in the loan portfolio, is maintained at a sufficient level to provide for these estimated loan losses based on evaluations of the risks in the loan portfolios. In evaluating the adequacy of the allowance for loan losses, the Corporation s management considers current economic conditions, loan portfolio composition and risk characteristics, historical loss experience, results of periodic credit reviews of individual loans, regulatory requirements and loan impairment measurement, among other factors. The methodology used to establish the allowance for loan losses is based on

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SFAS No. 114, Accounting by Creditors for Impairment of a Loan, and SFAS No. 5, Accounting for Contingencies. Under SFAS No. 114, certain commercial loans are identified for evaluation on an individual basis, and specific reserves are calculated based on impairment analyses. SFAS No. 5 provides for the recognition of a loss allowance for a group of homogeneous loans when it is probable that a loss has been incurred and the amount can be reasonably estimated. As of September 30, 2006, there have been no significant changes in evaluation methods or assumptions from December 31, 2005 that had an effect on the Corporation s methodology for assessing the adequacy of the allowance for loan losses.
The Corporation considers a commercial loan to be impaired when interest and/or principal are past due 90 days or more, or, when based on current information and events, it is probable that the debtor will be unable to pay all amounts due according to the contractual terms of the loan agreement. The Corporation s recorded investment in impaired commercial loans and the related valuation allowance calculated under SFAS No. 114 at September 30, 2006, December 31, 2005 and September 30, 2005 were:

| (In millions) | September 30, 2006 |  | December 31, 2005 |  | September 30, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Recorded <br> Investment | Valuation Allowance | Recorded <br> Investment | Valuation Allowance | Recorded <br> Investment | Valuation <br> Allowance |
| Impaired loans: |  |  |  |  |  |  |
| Valuation allowance required | \$ 94.0 | \$25.4 | \$ 69.6 | \$20.4 | \$ 89.7 | \$27.1 |
| No valuation allowance required | 74.5 |  | 46.3 |  | 52.6 |  |
| Total impaired loans | \$168.5 | \$25.4 | \$115.9 | \$20.4 | \$142.3 | \$27.1 |

Average impaired loans during the third quarter of 2006 and 2005 were $\$ 148$ million and $\$ 138$ million, respectively. The Corporation recognized interest income on impaired loans of $\$ 0.7$ million and $\$ 1.4$ million for the quarters ended September 30, 2006 and September 30, 2005, respectively, and $\$ 2.4$ million and $\$ 3.5$ million for the nine months ended on those same dates, respectively.
In addition to the non-performing loans included in Table L, there were $\$ 54$ million of loans at September 30, 2006, which in management s opinion are currently subject to potential future classification as non-performing, and are considered impaired under SFAS No. 114. At December 31, 2005 and September 30, 2005, these potential problem loans approximated $\$ 30$ million and $\$ 51$ million, respectively.
Under standard industry practice, closed-end consumer loans are not customarily placed on non-accrual status prior to being charged-off. Excluding the closed-end consumer loans from non-accruing at September 30, 2006, adjusted non-performing assets would have been $\$ 693$ million or $2.21 \%$ of loans held-in-portfolio and the allowance to non-performing loans ratio would have been $79.96 \%$. At December 31, 2005, adjusted non-performing assets would have been $\$ 587$ million or $1.89 \%$ of loans held-in-portfolio and the allowance to non-performing loans ratio would have been $90.85 \%$. At September 30, 2005, adjusted non-performing assets would have been $\$ 594$ million or $2.00 \%$ of loans held-in-portfolio and the allowance to non-performing loans would have been $88.95 \%$.
The Corporation s management considers the allowance for loan losses to be at a level sufficient to provide for estimated losses based on current economic conditions, the level of net loan losses, the loan portfolio mix which includes a high proportion of real estate secured loans, and the methodology established to evaluate the adequacy of the allowance for loan losses.
As explained in the 2005 Annual Report, the Corporation is exposed to geographical and government risk. Popular, Inc. has diversified its geographical risk as a result of its growth strategy in the United States and the Caribbean. Puerto Rico s share of the Corporation stotal loan portfolio has decreased from $59 \%$ at the end of 1999 to approximately $45 \%$ at September 30, 2006. The Corporation s assets and revenue composition by geographical area and by business segment reporting is presented in Note 19 to the consolidated financial statements.

Even though Puerto Rico s economy is closely integrated with that of the U.S. mainland and its Government and many of its instrumentalities are investment-grade rated borrowers in the U.S. capital markets, the current fiscal situation of the Commonwealth s government ( P.R. Government ) has led nationally recognized rating agencies to

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downgrade the credit rating of the P.R. Government debt obligations. Refer to Part II Other Information, Item 1A. Risk Factors, included in this Form 10-Q for further information on Puerto Rico s current economic condition and government debt ratings.
After the approval in July 2006 of the P.R. Government s fiscal year 2006-2007 budget and the adoption of a sales tax, the rating agencies removed the P.R. Government obligations from their respective watch lists, thus reducing the possibility of an immediate additional downgrade. Both rating agencies maintained the negative outlook for the Puerto Rico obligation bonds. Factors such as the government $s$ ability to implement meaningful steps to curb operating expenditures, improve managerial and budgetary controls, and eliminate the government s reliance on loans from the Government Development Bank of Puerto Rico to cover budget deficits will be key determinants of future rating stability and restoration of the long-term outlook.
At September 30, 2006, the Corporation had $\$ 998$ million of credit facilities granted to or guaranteed by the P.R. Government and its political subdivisions, of which $\$ 50$ million are uncommitted lines of credit. Of this total, $\$ 846$ million in loans were outstanding at September 30, 2006. A substantial portion of the credit exposure to the Government of Puerto Rico has an identified repayment stream, which includes in some cases the good faith, credit and unlimited taxation of certain municipalities, an assignment of basic property taxes and other revenues. Furthermore, as of September 30, 2006, the Corporation had outstanding $\$ 189$ million in Obligations of Puerto Rico, States and Political Subdivisions as part of its investment portfolio (refer to Notes 5 and 6 to the consolidated financial statements). Of that total, $\$ 164$ million is exposed to the creditworthiness of the P.R. Government and its municipalities. Of that portfolio, $\$ 57$ million are in the form of Puerto Rico Commonwealth s Appropriation Bonds, which are currently rated Ba , one notch below investment grade, by Moody s and BBB-, the lowest investment grade rating, by Standard \& Poor s Rating Services ( S\&P ), another nationally recognized credit rating agency. As of September 30, 2006, the Appropriation Bonds indicated above represented approximately $\$ 3.2$ million in unrealized losses in the Corporation s available-for-sale investment securities portfolio. The Corporation is closely monitoring the political and economic situation of the Island and evaluates the portfolio for any declines in value that management may consider being other-than-temporary. Management has the intent and ability to hold these investments for a reasonable period of time or up to maturity for a forecasted recovery of fair value up to (or beyond) the cost of these investments.

## Item 3. Quantitative and Qualitative Disclosures About Market Risk MARKET RISK

Market risk is the risk of loss arising from adverse changes in the fair value of financial instruments or other assets due to changes in interest rates, currency exchange rates or equity prices. Interest rate risk, a component of market risk, is the exposure to adverse changes in net interest income due to changes in interest rates. Management considers interest rate risk a prominent market risk in terms of its potential impact on earnings. Interest rate risk may occur for one or more reasons, such as the maturity or repricing of assets and liabilities at different times, changes in short and long-term market interest rates, or the maturity of assets or liabilities may be shortened or lengthened as interest rates change. Depending on the duration and repricing characteristics of the Corporation s assets, liabilities and off-balance sheet items, changes in interest rates could either increase or decrease the level of net interest income.
The techniques for measuring the potential impact of the Corporation s exposure to market risk from changing interest rates, which were described in the 2005 Annual Report, have remained substantially constant from the end of 2005. Due to the importance of critical assumptions in measuring market risk, the risk models currently incorporate third-party developed data for critical assumptions such as prepayment speeds on mortgage-related products, estimates on the duration of the Corporation s deposits, and interest rate scenarios.
The Corporation maintains a formal asset and liability management process to quantify, monitor and control interest rate risk and to assist management in maintaining stability in the net interest margin under varying interest rate environments. Management employs a variety of measurement techniques including the use of an earnings simulation model to analyze the net interest income sensitivity to changing interest rates. Sensitivity analysis is calculated on a monthly basis using a simulation model, which incorporates actual balance sheet figures detailed by

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maturity and interest yields or costs, the expected balance sheet dynamics, reinvestments, and other non-interest related data. Simulations are processed using various interest rate scenarios to determine potential changes to the future earnings of the Corporation. The asset and liability management group also performs validation procedures on various assumptions used as part of the sensitivity analysis.
Computations of the prospective effects of hypothetical interest rate changes are based on many assumptions, including relative levels of market interest rates, interest rate spreads, loan prepayments and deposit decay. Thus, they should not be relied upon as indicative of actual results. Furthermore, the computations do not contemplate actions that management could take to respond to changes in interest rates. By their nature, these forward-looking computations are only estimates and may be different from what actually may occur in the future.
Based on the results of the sensitivity analyses as of September 30, 2006, the Corporation s net interest income for the next twelve months is estimated to increase by $\$ 3.1$ million in a hypothetical 200 basis points rising rate scenario, and the change for the same period, utilizing a similar hypothetical decline in the rate scenario, is an estimated decrease of $\$ 8.6$ million. Both hypothetical rate scenarios consider the gradual change to be achieved during a twelve-month period from the prevailing rates at September 30, 2006. These estimated changes are within the policy guidelines established by the Board of Directors.
The Corporation maintains an overall interest rate risk management strategy that incorporates the use of derivative instruments to minimize significant unplanned fluctuations in net interest income that are caused by interest rate volatility. The market value of these derivatives is subject to interest rate fluctuations, and as a result it could have a positive or negative effect in the Corporation s net interest income. Refer to Note 8 to the consolidated financial statements for further information on the Corporation s derivative instruments.
The Corporation conducts business in certain Latin American markets through several of its processing and information technology services and products subsidiaries. Also, it holds interests in Consorcio de Tarjetas Dominicanas, S.A. (CONTADO) and Centro Financiero BHD, S.A. (BHD) in the Dominican Republic. Although not significant, some of these businesses are conducted in the country s foreign currency. The resulting foreign currency translation adjustment from operations for which the functional currency is other than the U.S. dollar is reported in accumulated other comprehensive loss in the consolidated statements of condition, except for highly inflationary environments in which the effects are included in other operating income in the consolidated statements of income, as described below.
At September 30, 2006, the Corporation had approximately $\$ 37$ million in an unfavorable foreign currency translation adjustment as part of accumulated other comprehensive loss, compared with $\$ 36$ million at December 31, 2005 and September 30, 2005. The Corporation has been monitoring the inflation levels in the Dominican Republic to evaluate whether it still meets the highly inflationary economy test prescribed by SFAS No. 52, Foreign Currency Translation. Such statement defines highly inflationary as a cumulative inflation of approximately 100 percent or more over a 3 -year period. In accordance with the provisions of SFAS No. 52, the financial statements of a foreign entity in a highly inflationary economy are remeasured as if the functional currency were the reporting currency. Accordingly, since June 2004, the Corporation s interests in the Dominican Republic have been remeasured into the U.S. dollar. Although as of September 30, 2006, the cumulative inflation rate in the Dominican Republic over a 3-year period was below 100 percent, approximating $66 \%$ at quarter-end, the Corporation continued to apply the remeasurement accounting as of September 30, 2006 based on the accounting guidance obtained. The International Practices Task Force ( IPTF ) of the SEC Regulations Committee of the American Institute of Certified Public Accountants had concluded that the Dominican Republic was considered highly inflationary as of December 31, 2005, and concluded that such country would not cease being regarded as highly inflationary for the nine months ended September 30, 2006. The Dominican peso s exchange rate to the U.S. dollar was $\$ 45.50$ at June 30, 2004, when the economy reached the highly inflationary threshold, compared with $\$ 33.14$ at December 31, 2005 and $\$ 32.85$ at September 30, 2006. During the quarter and nine months ended September 30 , 2006, approximately $\$ 0.5$ million and $\$ 1.1$ million, respectively, in net remeasurement gains on the investments held by the Corporation in the Dominican Republic were reflected in other operating income instead of accumulated other comprehensive loss. The net remeasurement gains totaled $\$ 1.0$ million and $\$ 1.3$ million for the quarter and nine months ended September 30, 2005, respectively. These remeasurement gains (losses) will continue to be reflected in earnings until the economy is no longer considered
highly inflationary. The unfavorable cumulative translation

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adjustment associated with these interests at the reporting date in which the economy became highly inflationary approximated $\$ 32$ million.

## LIQUIDITY

Liquidity risk may arise whenever the Corporation s ability to raise cash and the runoff of its assets are substantially less than the runoff of its liabilities and its commitments to fund loans, meet customer deposit withdrawals and other cash commitments. The Corporation has established policies and procedures to assist it in remaining sufficiently liquid to meet all of its financial obligations, finance expected future growth and maintain a reasonable safety margin for cash commitments under both normal operating conditions and under unpredictable circumstances of industry or market stress.
The Corporation has adopted contingency plans for raising financing under stress scenarios, where important sources of funds that are usually fully available are temporarily not willing to lend to the Corporation. These plans call for using alternate funding mechanisms such as the pledging or securitization of certain asset classes, committed credit lines, and loan facilities put in place with the FHLB and the FED. The Corporation has a substantial amount of assets available for raising funds through non-traditional channels and is confident that it has adequate alternatives to rely on under a scenario where some primary funding sources are temporarily unavailable.
The Corporation s liquidity position is closely monitored on an ongoing basis. Management believes that available sources of liquidity are adequate to meet the funding needs in the normal course of business.
The composition of the Corporation s financing to total assets at September 30, 2006 and December 31, 2005 follows.


The Corporation s core deposits, which consist of demand, savings, money markets, and time deposits under $\$ 100$ thousand, constituted $76 \%$ of total deposits at September 30, 2006. Certificates of deposit with denominations of $\$ 100$ thousand and over at September 30, 2006 represented $24 \%$ of total deposits. Their distribution by maturity was as follows:
(In thousands)

| 3 months or less | $\$ 2,320,863$ |
| :--- | ---: |
| 3 to 6 months | 828,161 |
| 6 to 12 months | $1,064,180$ |

$\begin{array}{ll}\text { Over } 12 \text { months } & 1,337,064\end{array}$

$$
\$ 5,550,268
$$

Refer to Note 10 to the consolidated financial statements for the composition of the Corporation s borrowings at September 30, 2006, December 31, 2005 and September 30, 2005. During the quarter ended September 30, 2006, the Corporation placed less reliance on short-term borrowings. Loan originations and payments of short-term obligations in the quarter ended September 30, 2006 were funded mainly through deposits and from proceeds of loan sales and

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maturities of investment securities available-for-sale.
There have been no significant changes in the Corporation s aggregate contractual obligations since the end of 2005, except for the changes in funding sources that could be identified in Note 10 and described in the Statement of Condition section of this MD\&A. Refer to Note 11 to the consolidated financial statements for the Corporation s involvement in certain commitments at September 30, 2006.

## Risks to Liquidity

Maintaining adequate credit ratings on Popular s debt issues is an important factor for liquidity because credit ratings affect the ability of the Corporation to attract funds from various sources on a cost competitive basis. Credit ratings by the major credit rating agencies are an important component of the Corporation s liquidity profile. Among other factors, the credit ratings are based on the financial strength, credit quality and concentrations in the loan portfolio, the level and volatility of earnings, capital adequacy, the quality of management, the liquidity of the balance sheet, the availability of a significant base of core retail and commercial deposits, and the Corporation sability to access a broad array of wholesale funding sources. Changes in the credit rating of the Corporation or any of its subsidiaries to a level below investment grade may affect the Corporation s ability to raise funds in the capital markets as well as their cost. The Corporation s counterparties are sensitive to the risk of a rating downgrade. In the event of a downgrade, it may be expected that the cost of borrowing funds in the institutional market would increase. In addition, the ability of the Corporation to raise new funds or renew maturing debt may be more difficult.
In early August 2005, Fitch, a nationally recognized credit rating agency, changed the Corporation s rating outlook from stable to negative. This rating outlook continued to be in effect as of September 30, 2006. In the opinion of management, this does not necessarily imply that a change in the actual rating of the Corporation is imminent, but does suggest that the agency has identified financial and / or business trends, which if left unchanged, may result in a rating change. The Corporation is also rated by two other nationally recognized credit rating agencies. Management has not been advised by these agencies of any potential changes to either the Corporation $s$ ratings or rating outlook. Following the announcement by the Corporation of the acquisition of E-LOAN, Fitch expressed concerns indicating that, while the Corporation s capital profile is acceptable for current ratings, the level of tangible common equity would fall following the E-LOAN acquisition as a result of the intangibles recorded, primarily goodwill and trademark. Also, the outlook change considered the risk of greater exposure to the non-prime lending business. Management evaluated such concerns and has taken and continues to evaluate actions to address them. As described in the 2005 Annual Report, in the fourth quarter of 2005, the Corporation issued additional shares of common stock to strengthen the level of tangible equity capital. Furthermore, strategic changes have been implemented at PFH that should have the effect of decreasing the growth of the non-prime loan portfolio at the Corporation.
The Corporation and BPPR s debt ratings at September 30, 2006 were as follows:

|  | Popular, Inc. |  | BPPR |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Short-term <br> debt | Long-term <br> debt | Short-term <br> debt | Long-term <br> debt |
| Fitch | F-1 | A | F-1 | A |
| Moody s | P-2 | A3 | P-1 | A2 |
| S\&P | A-2 | BBB+ | A-2 | A- |

The ratings above are subject to revisions or withdrawals at any time by the assigning rating agency. Each rating should be evaluated independently of any other rating.
Some of the Corporation s borrowings and deposits are subject to rating triggers , contractual provisions that accelerate the maturity of the underlying obligations in the case of a change in rating. Therefore, the need for the Corporation to raise funding in the marketplace could increase more than usual in the case of a rating downgrade. The amount of obligations subject to rating triggers that could accelerate the maturity of the underlying obligations was $\$ 15$ million at September 30, 2006.

In the course of borrowing from institutional lenders, the Corporation has entered into contractual agreements to maintain certain levels of debt, capital and asset quality, among other financial covenants. If the Corporation were to

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fail to comply with those agreements, it may result in an event of default. Such failure may accelerate the repayment of the related obligations. An event of default could also affect the ability of the Corporation to raise new funds or renew maturing borrowings. At September 30, 2006, the Corporation had $\$ 738$ million in outstanding obligations subject to covenants, including those which are subject to rating triggers. During the third quarter of 2006, one of the Corporation s subsidiaries had breached a condition under a warehouse line agreement with a counterparty whereby the subsidiary did not maintain the required tangible net worth ratio. A covenant waiver was obtained contingent upon having the subsidiary s holding company provide a capital infusion to the subsidiary, which was made in October 2006. At September 30, 2006, the total available line of credit under this facility was $\$ 200$ million, of which less than $\$ 1$ million was outstanding.
Management believes that there have been no significant changes in liquidity risk compared with the disclosures in Popular, Inc. s 2005 Annual Report for the year ended December 31, 2005.

## Item 4. Controls and Procedures

## Disclosure Controls and Procedures

The Corporation s management, with the participation of the Corporation s Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the Corporation s disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of the end of the period covered by this report. Based on such evaluation, the Corporation s Chief Executive Officer and Chief Financial Officer have concluded that, as of the end of such period, the Corporation s disclosure controls and procedures are effective in recording, processing, summarizing and reporting, on a timely basis, information required to be disclosed by the Corporation in the reports that it files or submits under the Exchange Act and such information is accumulated and communicated to management as appropriate, to allow timely decisions regarding required disclosures.

## Internal Control Over Financial Reporting

There have been no changes in the Corporation s internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that occurred during the quarter ended on September 30, 2006 that have materially affected, or are reasonably likely to materially affect, the Corporation s internal control over financial reporting, except that, as previously stated in Management s Report to Stockholders included in Popular, Inc. s Form 10-K for the year ended December 31, 2005, the Corporation remediated the design of the control associated with the presentation and classification of certain cash flows. The consolidated statement of cash flows for the year ended December 31, 2005 was fairly stated, in all material respects, in conformity with accounting principles generally accepted in the United States of America.

## Part II Other Information

## Item 1. Legal Proceedings

The Corporation and its subsidiaries are defendants in various lawsuits arising in the ordinary course of business. Management believes, based on the opinion of legal counsel, that the aggregate liabilities, if any, arising from such actions will not have a material adverse effect on the financial position and results of operations of the Corporation.

## Item 1A. Risk Factors

Except as noted below, there have been no material changes to the risk factors as previously disclosed under Item 1A. in the Corporation s Annual Report on Form 10-K for the year ended December 31, 2005.

## Puerto Rico scurrent economic condition

The slowdown in the island s growth rate, which appears to have started in 2005 according to P.R. Planning Dept. ( PRPD ) statistics, has continued during the first half of 2006.
Manufacturing has shown an outright decline in overall activity during the first half of 2006 as compared to the same

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period in 2005, for the first time since 2002. The trend worsened somewhat as the semester progressed, but appeared to be leveling off towards the end.
Construction remained relatively weak during the first half of 2006, as the combination of rising interest rates, the Commonwealth s fiscal situation and decreasing public investment in construction projects affected the sector. However, it did manage to expand very modestly vs. the prior-year period. The value of construction permits during the year ending June 2006 declined $4.3 \%$, with most of the drop coming from the public sector.
Retail sales during the six months ending June 2006 also reflected the uncertainty prevalent at the time related to the Commonwealth s fiscal situation, as well as increased oil and utility prices. Sales registered a decline of $1.9 \%$ as compared to the same period in 2005, as the months surrounding the temporary government shutdown were particularly affected. The unemployment rate, after spiking temporarily to almost $20 \%$ in May as a result of the shutdown, has declined to $10.7 \%$ as of August 2006.
Tourism is the one sector that has been resilient. Activity in the sector has expanded consistently since 2004, and in the year ending June 2006 it registered the strongest increase in four years. Factors that may be boosting the tourism sector are geo-political tensions throughout the world, a relative benign hurricane season for the past two years, and a relative firm U.S. economy.
In general, it is apparent that in 2006 the P.R. economy continued its trend of decreasing growth and ended the first half of the year with minimal momentum, primarily due to weaker manufacturing, softer consumption and decreased government investment in construction.
The above economic concerns and uncertainty in the private and public sectors may also have an adverse effect in the credit quality of the Corporation s loan portfolios, as delinquency rates are expected to increase in the short-term, until the economy stabilizes. Also, a potential reduction in consumer spending may also impact growth in other interest and non-interest revenue sources of the Corporation.

## Rating downgrades on the Government of Puerto Rico s debt obligations

Even though Puerto Rico s economy is closely integrated to that of the U.S. mainland and its government and many of its instrumentalities are investment-grade rated borrowers in the U.S. capital markets, the current fiscal situation of the Government of Puerto Rico has led nationally recognized rating agencies to downgrade its debt obligations.
In May 2006, Moody s Investors Service downgraded the Government s general obligation bond rating to Baa3 from Baa2, and put the credit on watch list for possible further downgrades. The Commonwealth s appropriation bonds and some of the subordinated revenue bonds were also downgraded by one notch and are now rated just below investment grade at Ba . Moody s commented that this action reflects the Government s strained financial condition, the ongoing political conflict and lack of agreement regarding the measures necessary to end the government s multi-year trend of financial deterioration. Standard \& Poor s Rating Services ( S\&P ) still rates the Government s general obligations two notches above junk at BBB, and the Commonwealth s appropriation bonds and some of the subordinated revenue bonds BBB-, a category that continues to be investment-grade rated.
In July 2006, S\&P and Moody s affirmed their credit ratings on the Commonwealth debt, and removed the debt from their respective watch lists, thus reducing the possibility of an immediate additional downgrade. These actions resulted after the Government approved the budget for the fiscal year 2007, which runs from July 2006 through June 2007, which included the adoption of a new sales tax. Revenues from the sales tax will be dedicated primarily to fund the government s operating expenses, and to a lesser extent, to repay government debt and fund local municipal governments.
Both rating agencies maintained the negative outlook for the Puerto Rico obligation bonds. Factors such as the government $s$ ability to implement meaningful steps to curb operating expenditures, improve managerial and budgetary controls, and eliminate the government s reliance on operating budget loans from the Government Development Bank of Puerto Rico will be key determinants of future rating stability and restoration of a stable long-term outlook. Also, the inability to agree on future fiscal year Commonwealth budgets could result in ratings pressure from the rating agencies.

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It is uncertain how the financial markets may react to any potential future ratings downgrade in Puerto Rico s debt obligations. However, the fallout from recent budgetary crisis and a possible ratings downgrade could adversely affect the value of Puerto Rico s Government obligations.
A substantial portion of the Corporation s credit exposure to the Government of Puerto Rico has an identified repayment stream assigned, which includes in some cases the good faith and credit and the unlimited taxation authority of certain municipalities, an assignment of basic property taxes and other revenues.
A prolonged economic slowdown or a decline in the real estate market in the U.S mainland could harm the results of operations of one of our business segments
The residential mortgage loan origination business has historically been cyclical, enjoying periods of strong growth and profitability followed by periods of shrinking volumes and industry-wide losses. Any decline in residential mortgage loan originations in the market could also reduce the level of mortgage loans the Corporation may produce in the future and adversely impact our business. During periods of rising interest rates, refinancing originations for many mortgage products tend to decrease as the economic incentives for borrowers to refinance their existing mortgage loans are reduced. In addition, the residential mortgage loan origination business is impacted by home values. Over the past several years, residential real estate values in some areas of the U.S. mainland have increased greatly, which has contributed to the recent rapid growth in the residential mortgage industry, particularly with respect to refinancings. If residential real estate values decline, this could lead to lower volumes and higher losses across the industry, adversely impacting our business.
Because the Corporation makes a substantial number of loans to credit-impaired borrowers through its subsidiary PFH, the actual rates of delinquencies, foreclosures and losses on these loans could be higher during economic slowdowns. Rising unemployment, higher interest rates or declines in housing prices tend to have a greater negative effect on the ability of such borrowers to repay their mortgage loans. As of September 30, 2006, approximately $30 \%$ of PFH s mortgage loan portfolio was non-prime, meaning that they have a credit score of 660 or below. This represented approximately $18 \%$ of the Corporation s mortgage loan portfolio as of such date. Any sustained period of increased delinquencies, foreclosures or losses could harm our ability to sell loans, the prices we receive for our loans, the values of our mortgage loans held-for-sale or our residual interests in securitizations, which could harm our financial condition and results of operations. In addition, any material decline in real estate values would weaken our collateral loan-to-value ratios and increase the possibility of loss if a borrower defaults. In such event, we will be subject to the risk of loss on such mortgage asset arising from borrower defaults to the extent not covered by third-party credit enhancement.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The following table sets forth the details of purchases of Common Stock during the quarter ended September 30, 2006 under the 2004 Omnibus Incentive Plan.

Issuer Purchases of Equity Securities
Not in thousands
$\left.\begin{array}{lcccc} & & \text { Total Number of }\end{array} \begin{array}{c}\text { Maximum Number } \\ \text { of Shares }\end{array}\right]$

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## Item 6. Exhibits

Exhibit No.

## Exhibit Description

12.1 Computation of the ratios of earnings to fixed charges and preferred stock dividends.
31.1 Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2 Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1 Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2 Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

POPULAR, INC.
(Registrant)

Date: November 9, 2006

Date: November 9, 2006

By: /s/ Jorge A. Junquera
Jorge A. Junquera
Senior Executive Vice President \& Chief Financial Officer

By: /s/ Ileana González Quevedo
Ileana González Quevedo
Senior Vice President \& Corporate Comptroller


[^0]:    Total

