GFNORTE
4Q11 Results

Conference Call
January 24, 2012.

Material Events

- **Merger between Afore XXI and Afore Banorte: During the quarter, the necessary authorizations were obtained and share were exchanged in order to complete the merger process between Afore Banorte and Afore XXI. As a result, Afore XXI Banorte was created, the largest in the financial system in terms of number of accounts and one of the largest in terms of managed funds. This merger will provide significant synergies and benefits to customers from both institutions, such as a fee of 1.33% as of 2012, initiatives that favor the development of the Retirement Savings System in Mexico.**
- **Advances in the merger between Banorte and Ixe: During the quarter, Banorte and Ixe's Mutual Fund Operators and Broker Dealers were merged. Casa de Bolsa Banorte Ixe was created through this merger, ranking as the fourth largest in Mexico, with Assets under Management of over Ps. $ 450 billion and with over 32,000 customers, and result, Ixe Fondos currently manages 43 funds with assets of approximately $83 billion pesos.**
- **Recognition by Latin Finance: On January 19th, Latin Finance magazine recognized the merger between Banorte and Ixe with the "Deals of The Year 2011" award as one of the best merger transactions.**
- **Institutional Investor Rankings: Last November, for the second year the Institutional Investor magazine published the rankings of "Best Management Team in Latin America," a survey conducted by leading market analysts and institutional investors. Banorte's management team was ranked among the top three in Mexico and Latam.**

Material Events

- **Inclusion in the Sustainable IPC Index: On December 8th, 2011, GFNORTE was included in the IPC Sustainability Index after reaching an adequate score regarding its adherence to sustainable policies and systems, coupled with its status as one of the most significant quoted stocks in the BMV, presenting high liquidity and trading levels. Additionally, the BMV recognized GFNORTE with the seal of a Sustainable Company. Being included in sustainable indexes reflects the social responsibility culture that the Group has developed, based on four pillars: environmental protection, community support, ethics & quality of life and value chain. It also reflects the best corporate practices GFNORTE has adopted in recent years, which increases its visibility and coverage in the financial markets.**

- **Changes in the ratings assigned by Standard & Poor's to Banorte – Ixe's subsidiaries. On December 1st, 2011 the rating agency Standard and Poor's ("S & P"), affirmed its rating for Banco Mercantil del Norte with a "Stable" outlook, and affirmed the BBB-/ A-3 global scale and the "BBB-" rating for its senior debt. This as a result of Banorte's stability achieved through diversification of business, strategy and good management. It ratified Ixe Banco (bank) with a "Stable" outlook, and affirmed the ratings 'BBB-/ A-3" global scale counterparty risk and certificates of deposit. It also assigned a rating of "BB" to its Junior Debt. It also ratified the rating of "mxAA+ (sf)" to the certificates backed by mortgages issued by Fincasa Hipotecaria. These changes were the result of the analysis made by S&P on the current performance of these companies and their business forecasts after the merger with Grupo Financiero Banorte.**

Material Events

- **Moody's ratified Banorte's ratings: In November 2011, Moody's affirmed its rating for Banco Mercantil del Norte with a "Stable" outlook, and the ratings "Baa1-/ A-3" in the national scale.**

- **Fitch increased Seguros Banorte Generali's (insurance company) ratings of "AA+". In January 2012, the rating agency Fitch upgraded the domestic ratings for Seguros Banorte Generali to "AA +" (mex) from "AA" (mex) with a "Stable" outlook. The improved rating reflects the rating agency's opinion on the continuous growth of the insurance activities.**

Results 4Q11

Yearly Recap GFNorte

Million pesos

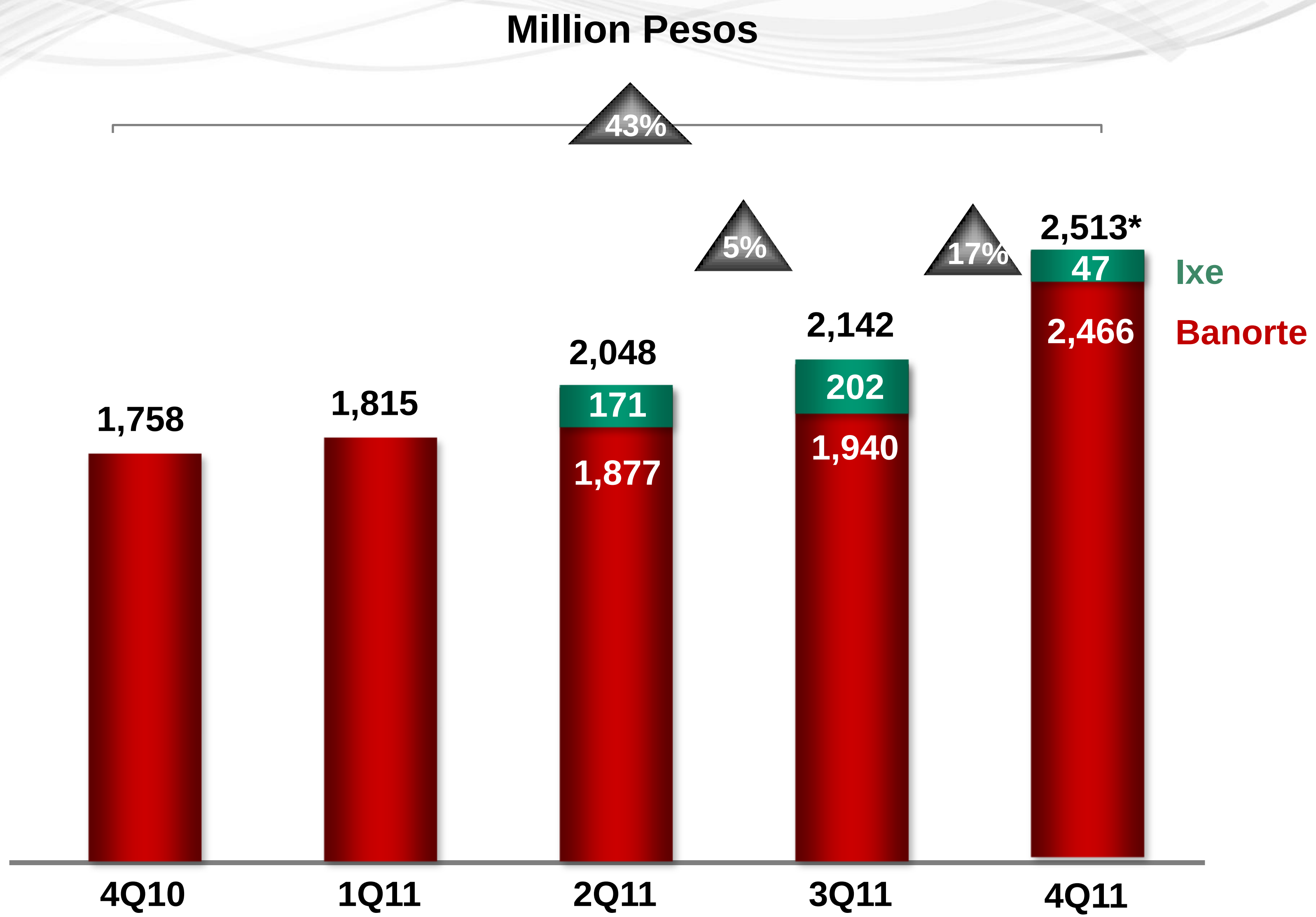
	2010		2011	
Net Income	6,705	27%	8,517	Banorte: 8,097 Ixe: 420
ROE	15.5%		14.1%	→ Ex-goodwill: 16.4%
ROA	1.2%		1.1%	
Efficiency	51.4%		55.7%	
Net Interest Margin	4.2%		4.1%	
Performing Loan Growth	10.0%		33.0%	→ Ex-Ixe: 20%
Past Due Loan Ratio	2.5%		1.9%	
Stock price (pesos)	58.86	(28%)	42.32	
Book Value per Share	22.85	33%	30.45	
P/BV	2.58		1.39	

Income Statement

Million pesos

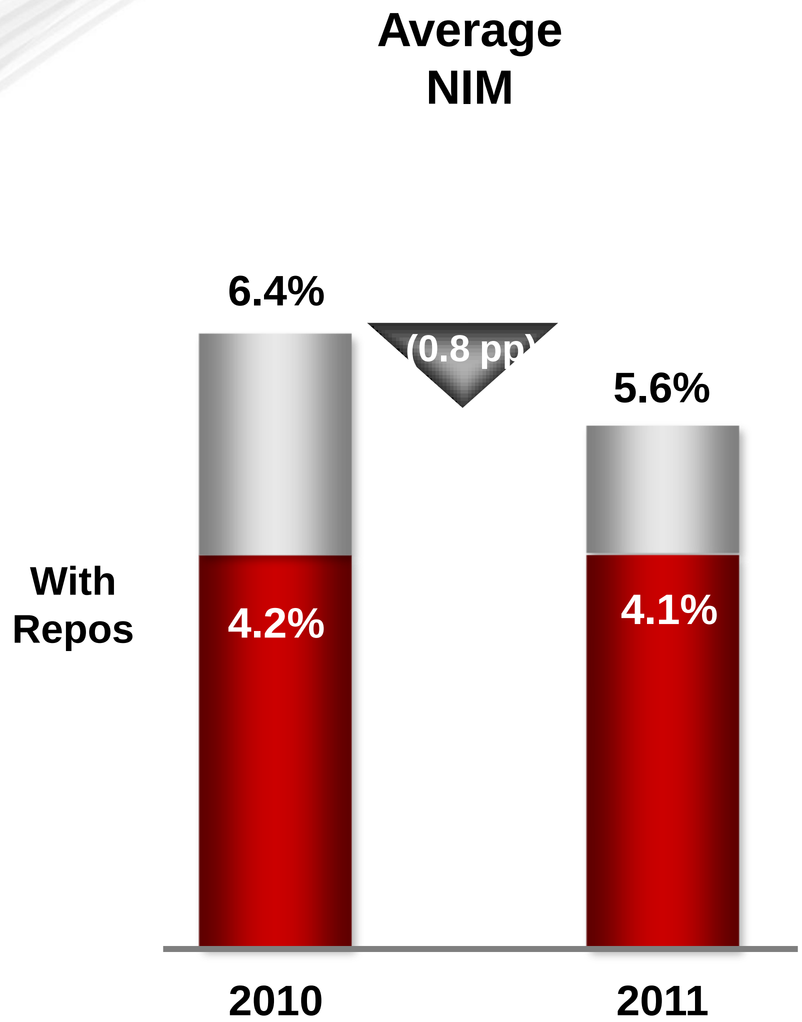
	3Q11	4Q11	2010	2011	Change QoQ	Change YoY
Net Interest Income	7,232	7,364	22,732	28,242	2%	24%
Non Interest Income	3,564	4,614	11,696	13,767	29%	18%
Service Fees	*1,796*	*2,053*	*6,780*	*7,058*	*14%*	*4%*
Recoveries	*260*	*353*	*906*	*1,117*	*36%*	*23%*
FX & Trading	*859*	*1,184*	*1,689*	*2,778*	*38%*	*64%*
Other Income (expenses)	*649*	*1,025*	*2,320*	*2,814*	*(58%)*	*21%*
Total Income	10,796	11,978	34,428	42,009	11%	22%
Non Interest Expense	(5,814)	(6,999)	(17,691)	(23,409)	20%	32%
Net Operating Income	4,982	4,979	16,737	18,600	0%	11%
Provisions	(1,650)	(1,133)	(6,889)	(5,438)	(31%)	(21%)
Income Tax	(888)	(1,007)	(2,805)	(3,552)	13%	27%
Subs & Minority Interest	(302)	(326)	(337)	(1,093)	8%	224%
Net Income	2,142	2,513	6,705	8,517	17%	27%

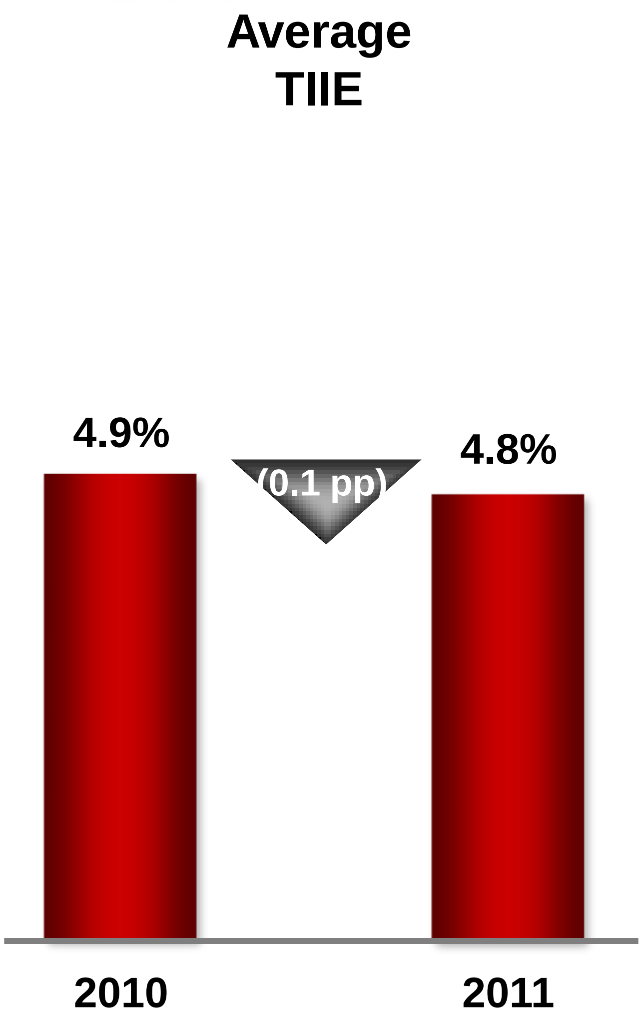
Quarterly Net Income



* Net Income without restructuring charges was Ps 2.54 in 4Q11 and Ps 8.82 in 2011.

Net Interest Margin



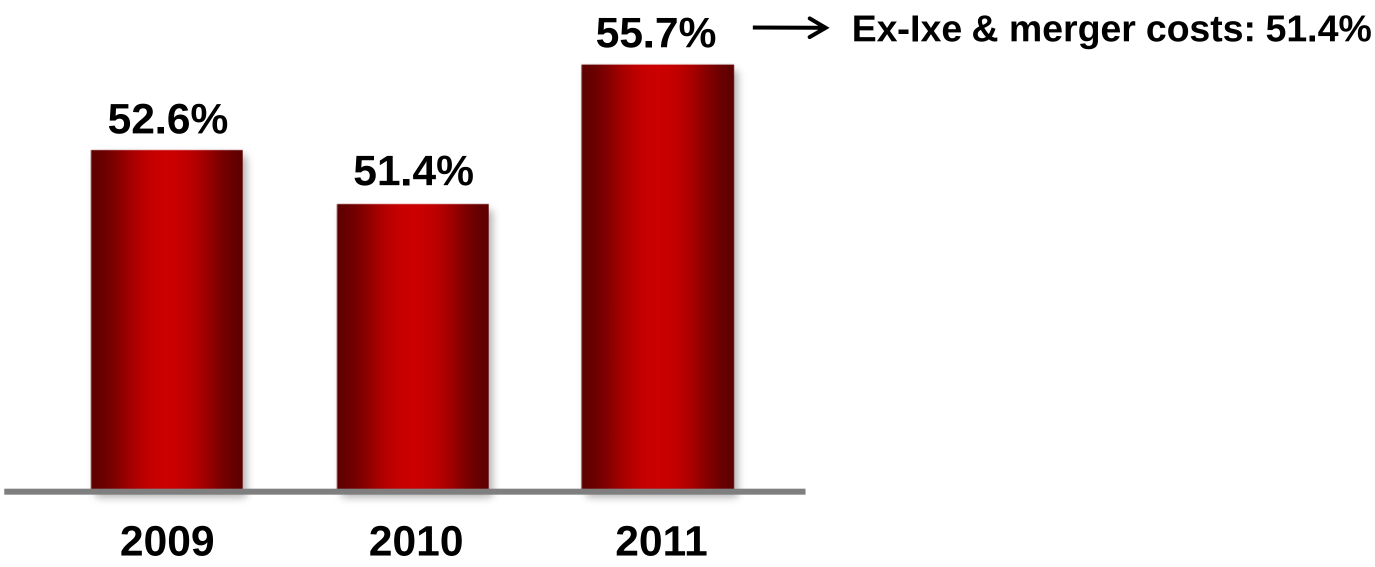


Non Interest Expense

Billion Pesos

	2010		2011
Total Expense	17.7	32%	23.4

Efficiency Ratio



Deposits

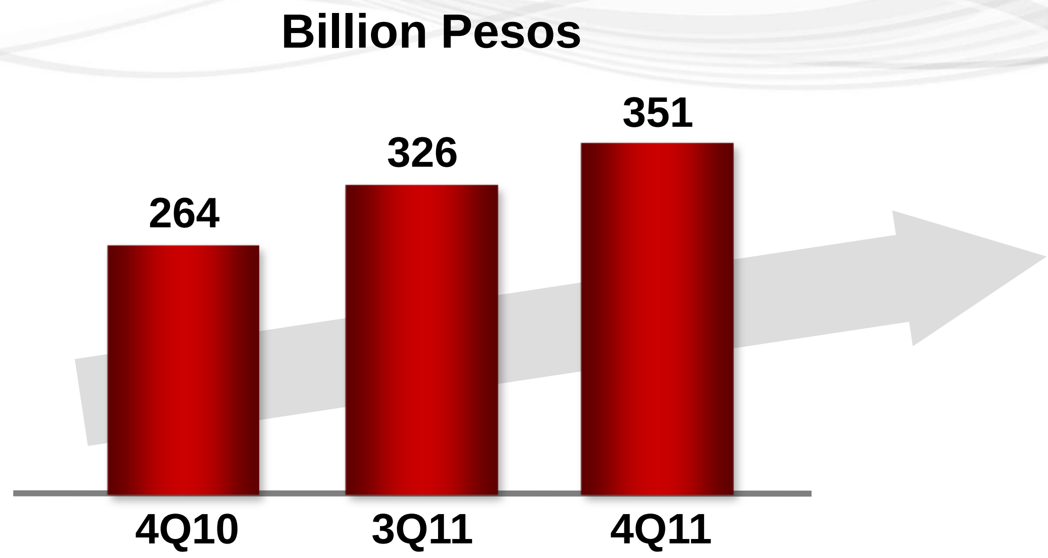
Billion Pesos

Deposits	4Q09		4Q10		4Q11	
Demand	138	9%	150	27%	190	
Time	85	5%	89	33%	118	
Core Deposits	222	7%	239	29%	308	→ Ex-Ixe: +14%

Mix	4Q09	4Q10	4Q11
Demand	62%	63%	62%
Time	38%	37%	38%
	100%	100%	100%

BANORTE ixe

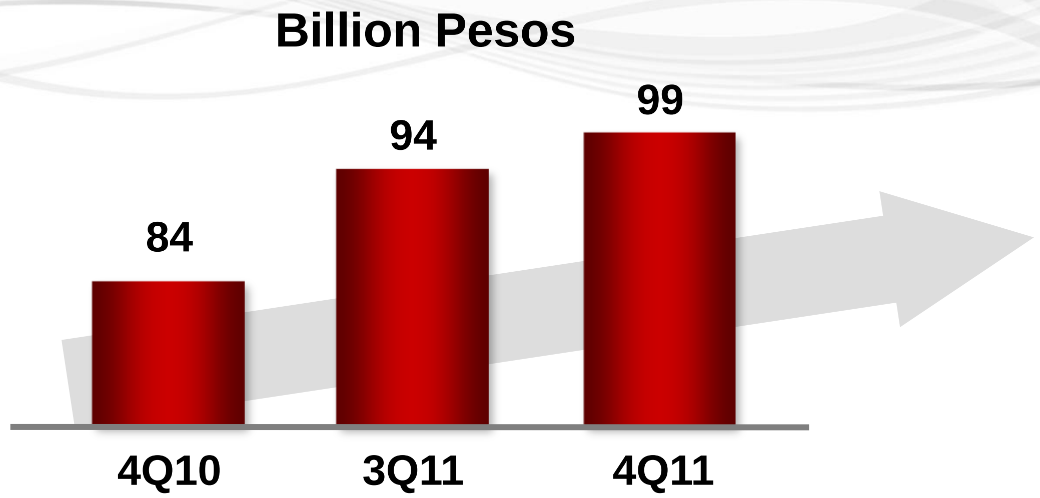
Performing Loan Portfolio



	4Q10	3Q11	4Q11	Change QoQ	Change YoY
Consumer	84	94	99	4%	18%
Commercial	88	115	122	6%	38%
Corporate	44	54	59	10%	34%
Government	48	63	71	13%	50%
Total	264	326	351	7%	33%

Ex-Ixe: +20%

Performing Consumer Loan Portfolio



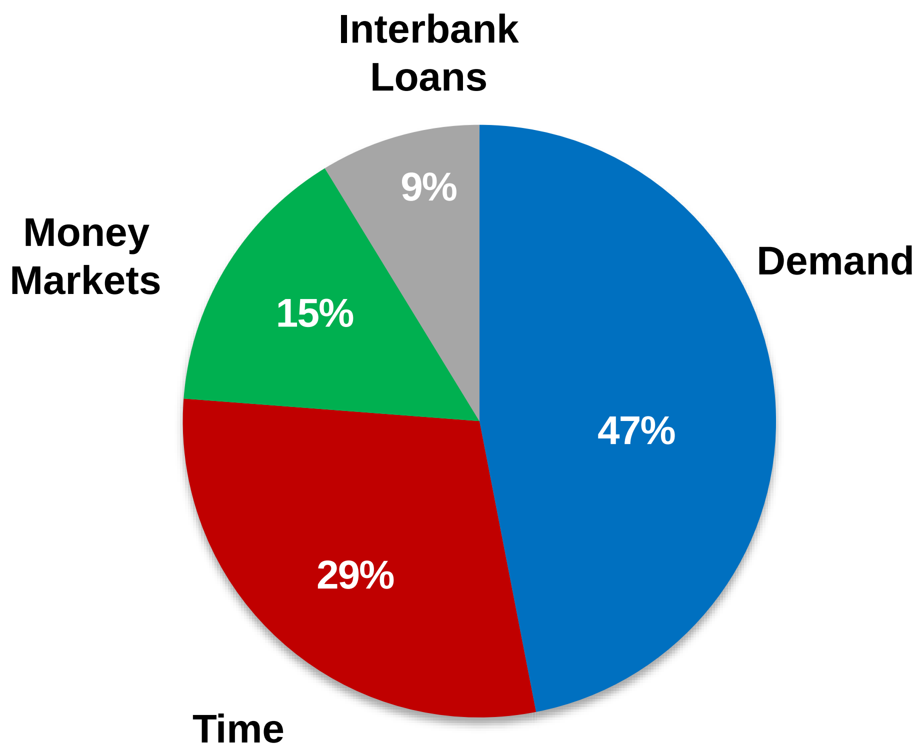
	4Q10	3Q11	4Q11	Change QoQ	Change YoY
Mortgage	56	62	64	4%	15%
Car	8	9	9	3%	14%
Credit Cards*	11	11	11	3%	3%
Payroll	9	12	13	10%	59%
Consumer	84	94	99	4%	18%

* Excludes Ixe credit card SOFOM's portfolio

Funding and Loan Portfolio Structure

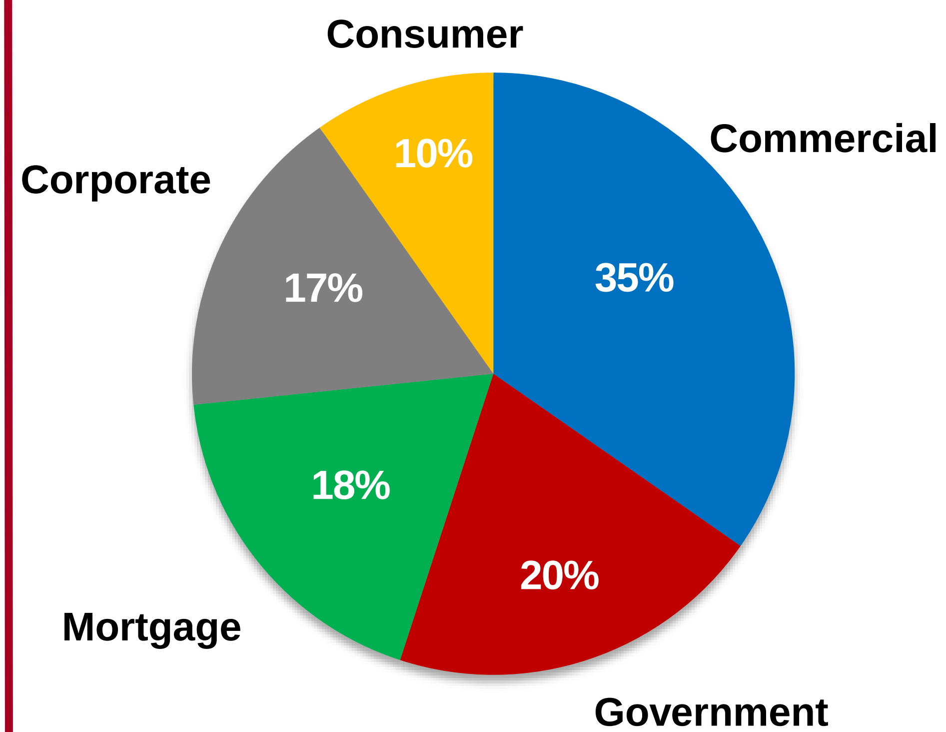
FUNDING

$405 Billion Pesos

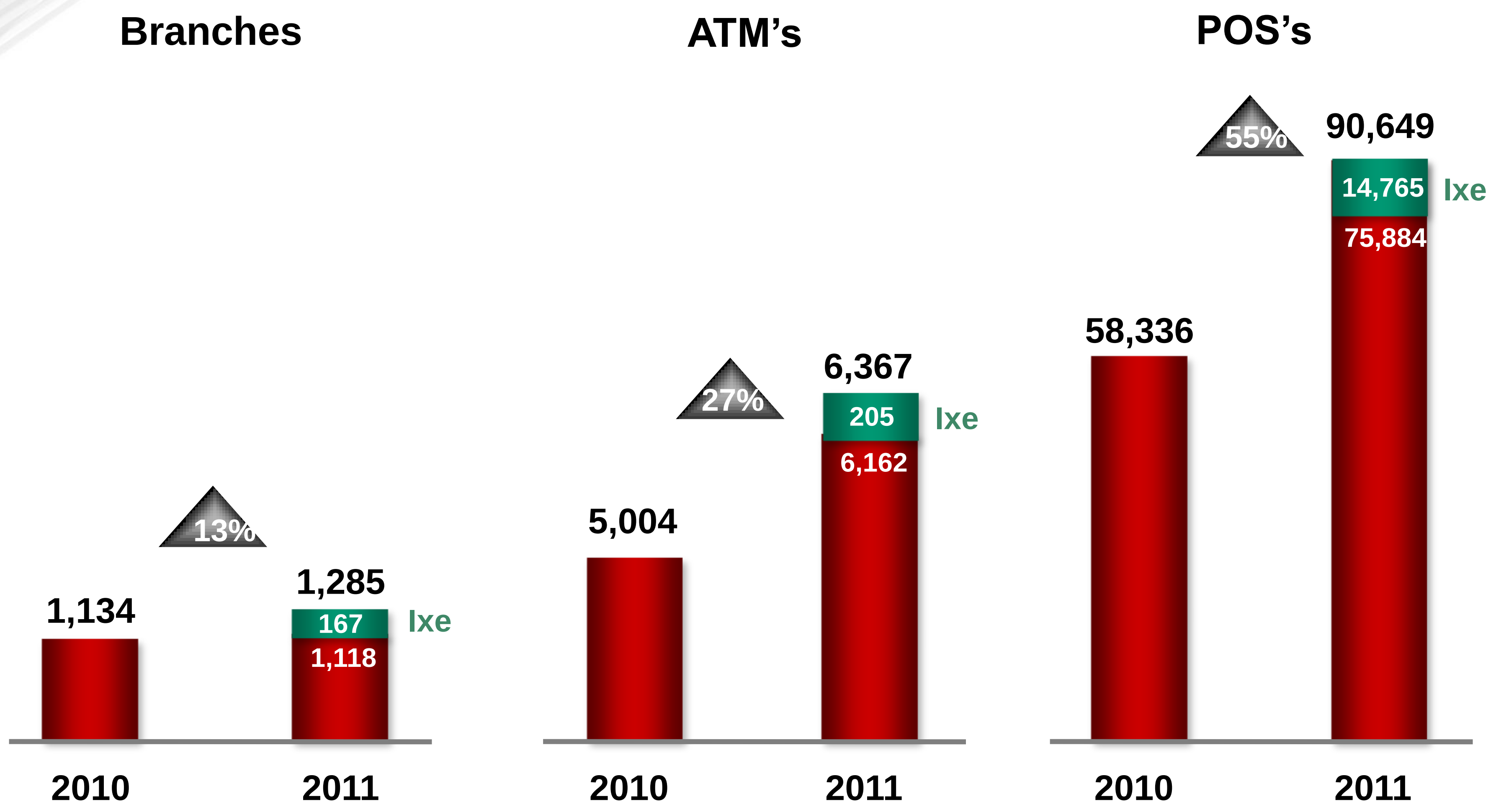


LOAN PORTFOLIO

$ 358 Billion Pesos

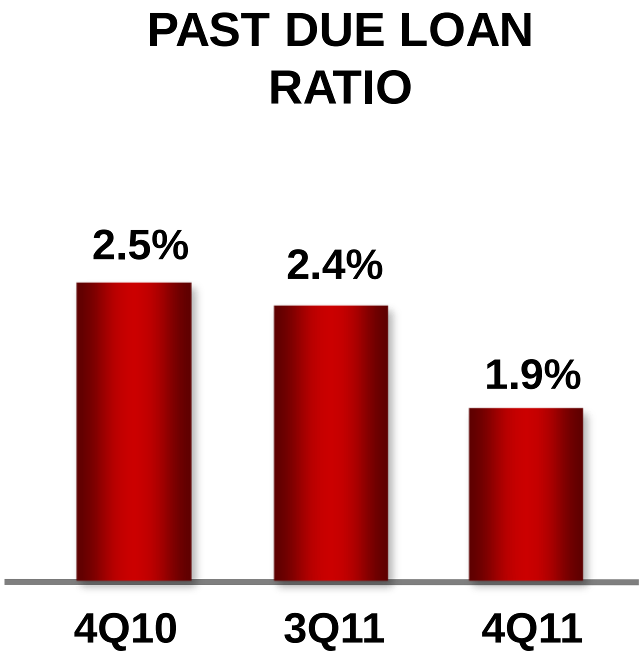


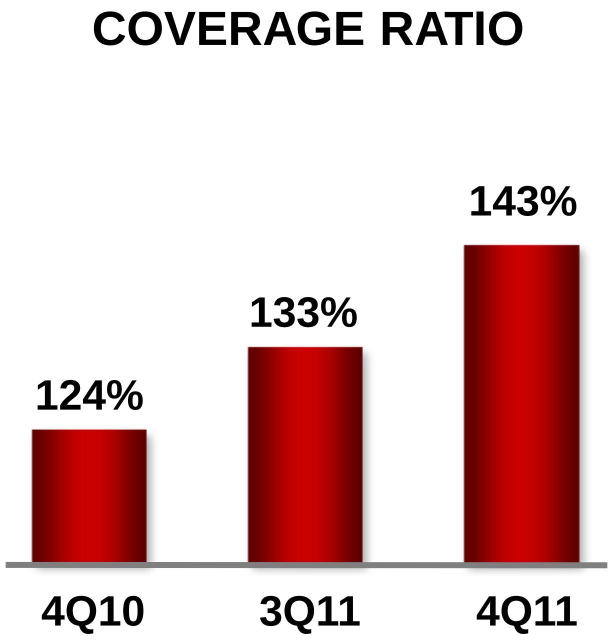
Distribution Network



Asset Quality and Capitalization

Asset Quality





Past Due Loan Ratios

	4Q10	1Q11	2Q11	3Q11	4Q11
Credit Cards	8.5%	9.1%	9.4%	8.2%	7.3%
Payroll	1.8%	1.5%	1.8%	1.8%	1.7%
Car Loans	1.0%	0.8%	1.8%	1.8%	1.6%
Mortgage	1.7%	1.2%	1.8%	2.0%	1.5%
Commercial	3.4%	3.5%	3.1%	2.9%	2.7%
Corporate	2.9%	2.8%	2.5%	2.3%	2.1%
Government	0.0%	0.0%	0.0%	0.8%	0.0%
GFNorte's NPL Ratios	2.5%	2.3%	2.4%	2.4%	1.9%

*Includes Ixe since 2Q11.

Capitalization

	4Q10	1Q11	2Q11	3Q11	4Q11
Tier 1	**12.1%**	**12.2%**	**11.9%**	**11.7%**	**10.8%**
Tier 2	**4.0%**	**3.9%**	**3.6%**	**3.9%**	**2.1%**
TOTAL	**16.1%**	**16.1%**	**15.5%**	**15.6%**	**12.9%**
% Tier 1	75%	76%	77%	75%	84%
▲ RWA	**+10%**	**+13%**	**+16%**	**+18%**	**+20%**
Liquidity Ratio	**84.0%**	**95.6%**	**107.2%**	**104.9%**	**101.8%**

Subsidiaries

Recovery Bank

Net Income in Million Pesos*

	2010		2011
Total	692	26%	872

AUM
BILLION PESOS*

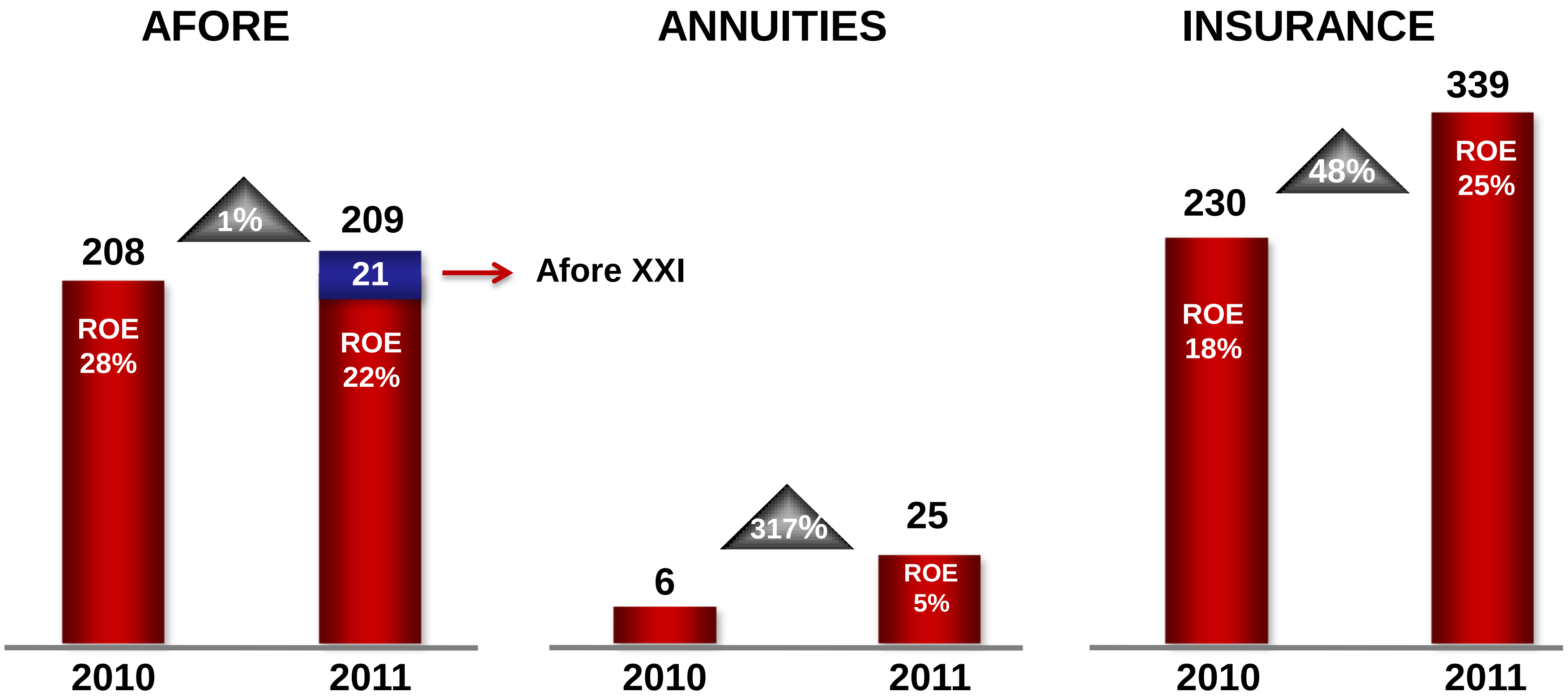
	2010	2011	YoY Change
Propietary Assets	37.3	40.4	8%
Aquired Assets	28.3	27.6	(2%)
Investment Projects	5.0	7.2	43%
Managed Assets “Su Casita”	-	6.4	-
Ixe Assests	-	6.5	-
Total	70.7	88.1	25%

* Since May 2011, the business related to investment projects are managed by Wholesale Banking.

Long Term Savings

Net Income in Million Pesos

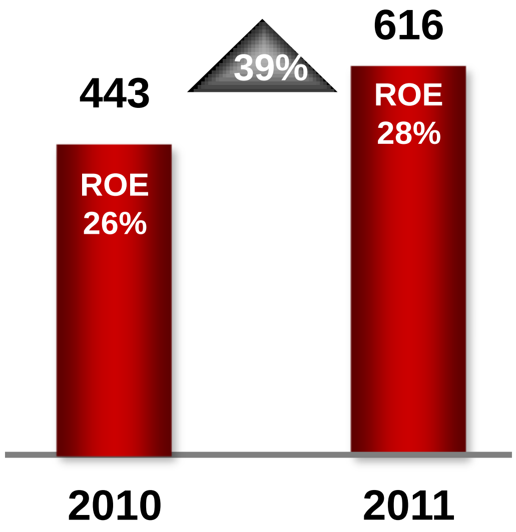
	2010		2011
Total	444	29%	573



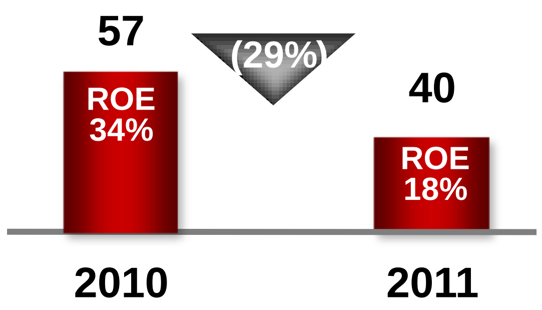
Subsidiaries - Banorte

Net Income in Million Pesos

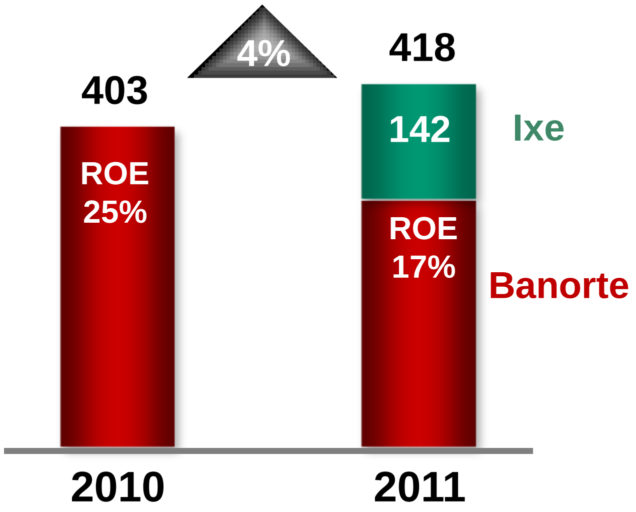
LEASING AND FACTORING



WAREHOUSING



BROKER DEALER



Inter National Bank

Million Dollars

	2010		2011
Pre-Tax Net Income*	15.1		28.0
Provisions	19.0		17.7
Net Income	(2.1)		7.1
NIM	3.2%		3.2%
ROE	(0.5%)		1.8%
ROA	(0.1%)		0.3%
Efficiency	78.4%		64.1%
Total Deposits	1,861	(12%)	1,646
Performing Loans	903	(17%)	753
PDL Ratio USGAAP	8.8%		3.8%
Coverage Ratio USGAAP	30.7%		71.2%
Classified Assets to Capital	90%		46%

* Income before Taxes and Provisions.

BANORTE

EL BANCO FUERTE DE MEXICO