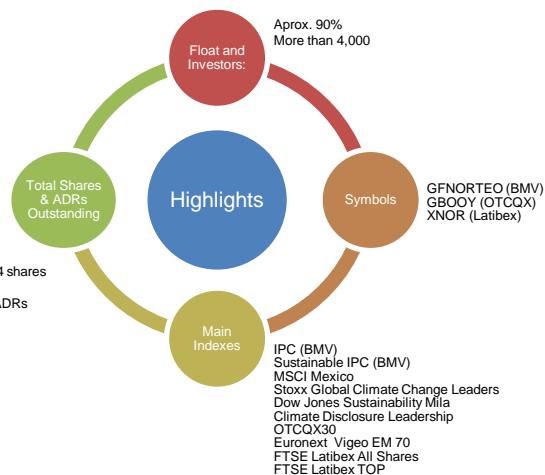


GFNORTE AT A GLANCE

About Grupo Financiero Banorte (GFNORTE)

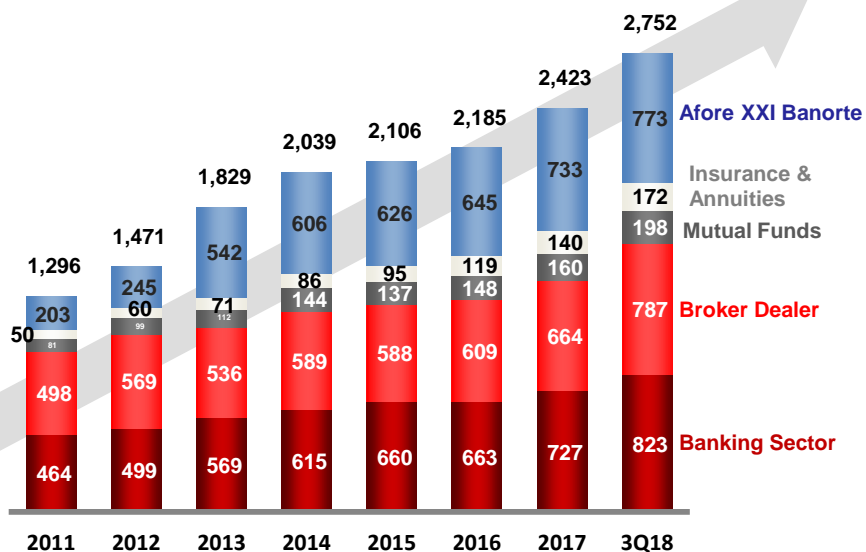
Banorte was founded in 1899 in the city of Monterrey, where it first started operations as a small regional player. In 1992, in the banking privatization process, Banorte was acquired by a group of entrepreneurs led by Roberto Gonzalez Barrera. Through a series of key acquisitions after the Mexican financial crisis of the mid 1990's, Banorte was able to consolidate a nationwide presence in Mexico. It now operates as a financial group known as Grupo Financiero Banorte (GFNorte), offering universal banking products, a wide array of products and services through its broker dealer, annuities & insurance companies, retirements savings funds (Afore), mutual funds, leasing & factoring company and warehousing.



Assets Under Management

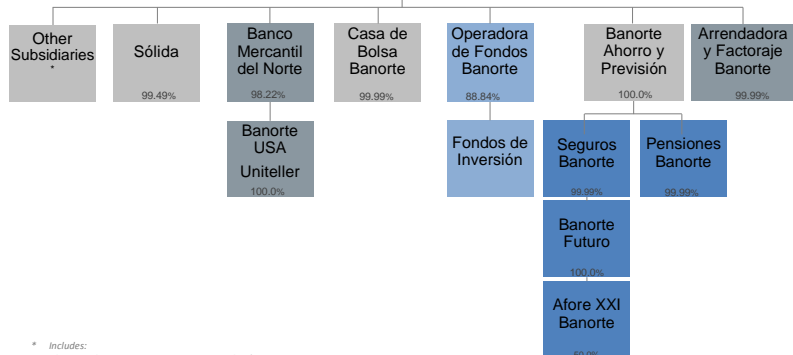
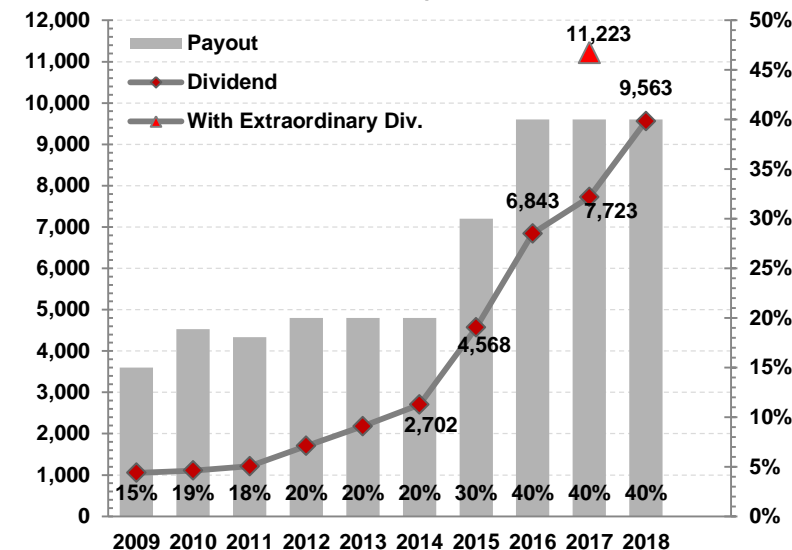
Billion Pesos

US 147 bn



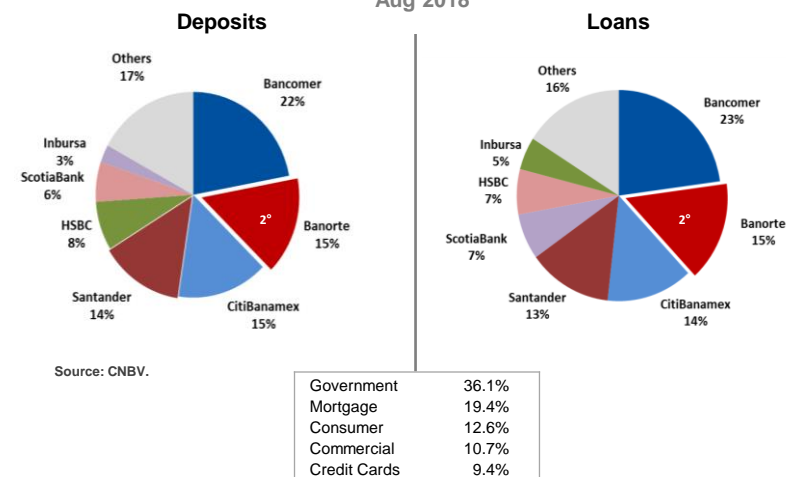
Evolution of GFNorte's Dividends

Billion pesos



Financial Performance			
	3Q18	Change vs. 2Q18	Change vs. 3Q17
Figures in Billion Pesos			
Total Income	23.85	5%	21%
Net Income	7.82	9%	26%
Total Assets	1,584.79	13%	22%
Performing Loans	751.74	17%	25%
Past due Loans	13.89	8%	26%
Total Deposits	737.03	12%	18%
Demand	406.17	13%	22%
Time	330.86	29%	10%
Financial Ratios			
Capitalization	16.57%	(119pb)	(108pb)
Tier 1	14.70%	(103pb)	(98pb)
ROE	19.68%	54pb	164pb
ROTE	25.45%	183pb	329pb
ROA	2.10%	3pb	15pb
Efficiency	39.69%	17pb	(172pb)
PDL	1.81%	(16pb)	(1pb)
EPS (pesos)	2.71	5%	21%
Book Value (Pesos)	58.74	10%	15%

Market Share Aug 2018



Agency	Rating	Outlook	Date
Standard & Poor's	BBB+	Stable	Oct-18
Fitch	BBB+	Stable	Jul-18
Moody's	Baa2	Stable	Apr-18
HR Ratings	AAA Local	Stable	May-16

Infrastructure As of September 2018				
Branches	ATMs	POSS	SME Centers	Third Party Correspondents
1,145	8,148	159,260	16	27,307
#4	#3	#3		

Source: CNBV (# market position)

Relevant Documents 2017:

- [Annual Report 2017](#)
- [Financial Statements 2017](#)

Contact us at investor@banorte.com

