GFNORTE

Conference Call: 2Q15 Results

July 24, 2015

BANORTE

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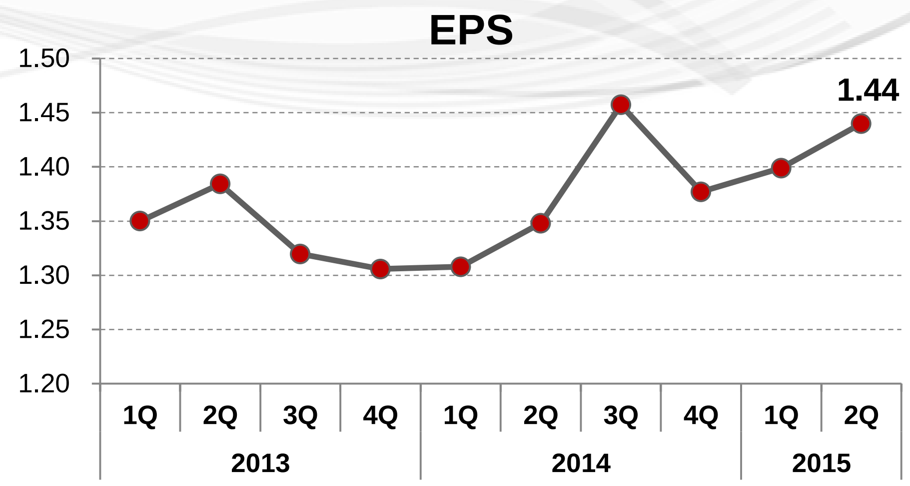
Summary



Solid recurring revenues growth

- Net Income growth of 7% YoY.
- Increasing EPS to $1.44 pesos and in a positive growth trend.
- Adequate growth in recurring revenues on the back of loan & deposit growth and fee income.
- ROE at 12.6%.

Million pesos	2Q15	QoQ	YoY
Net Income	4,003	3%	7%
NII	11,577	0%	11%
Service Fees	2,477	11%	25%
Loans	486,017	1%	12%
Deposits	459,709	2%	15%
ROE	12.6%	0.12pp	(0.59)pp

Net Interest Income

- NII from loan book aligned with loan growth, but slightly impacted by a higher funding cost during the quarter.
- Strong NII Insurance & Annuities, as a consequence of improved technical results.

Million pesos	2Q15	QoQ	YoY
NII Loans	9,171	1%	10%
NII Repos	992	-3%	-4%
NII Valorization Adjustments*	63	24%	n.m.
NII Insurance & Annuities	1,351	-6%	35%
NII Before LLP	**11,577**	**0%**	**11%**

* Includes valorization of Financial Assets & Liabilities for FX or inflation, as appropriate.

Non Interest Income

Strong core banking revenues growth

- Service Fees 25% expansion, improvement in all fee categories.
- Core banking fees continue to post a strong drive.
- Trading Income, within guidance.
- Other Income includes 74m quarterly charge for value adjustments on investment projects.

Non Interest Income

	2Q15	QoQ	YoY
Service Fees	2,477	11%	25%
Trading Income	817	-14%	-48%
Other Income	519	23%	-19%
Total	**3,833**	**6%**	**-10%**

Trading Income

	2Q15	QoQ	YoY
FX Gains	118	-71%	-58%
Trading Gains	298	-38%	-56%
Mark to Market Gains	401	443%	-34%
Total	**817**	**-14%**	**-48%**

Core Banking Fees

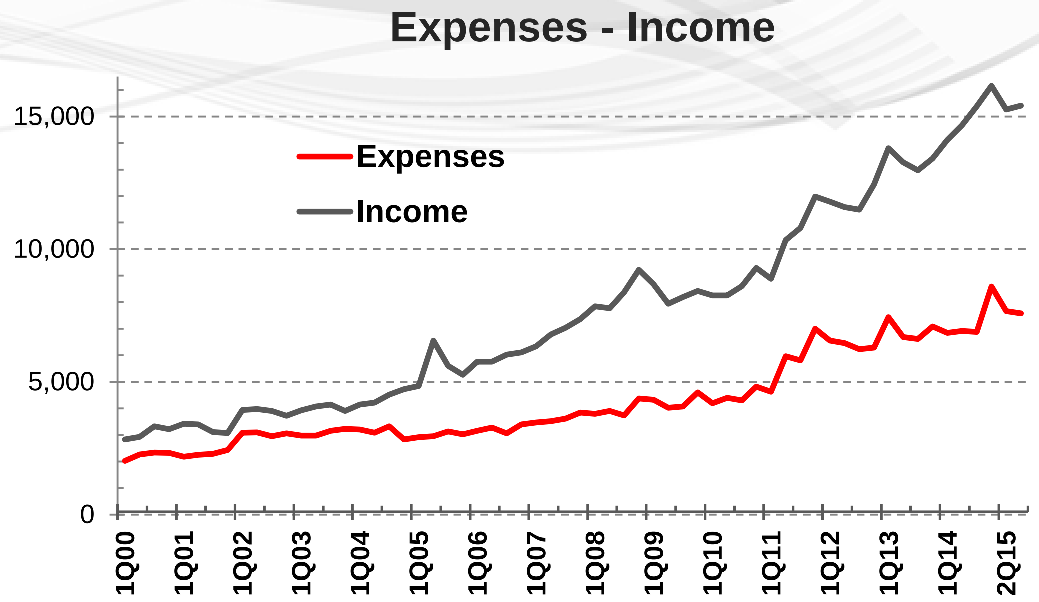
	2Q15	QoQ	YoY
Fund Transfers	195	-7%	24%
Account Management Fees	521	14%	39%
Electronic Banking Services	1,240	4%	14%
Total	**1,956**	**5%**	**21%**

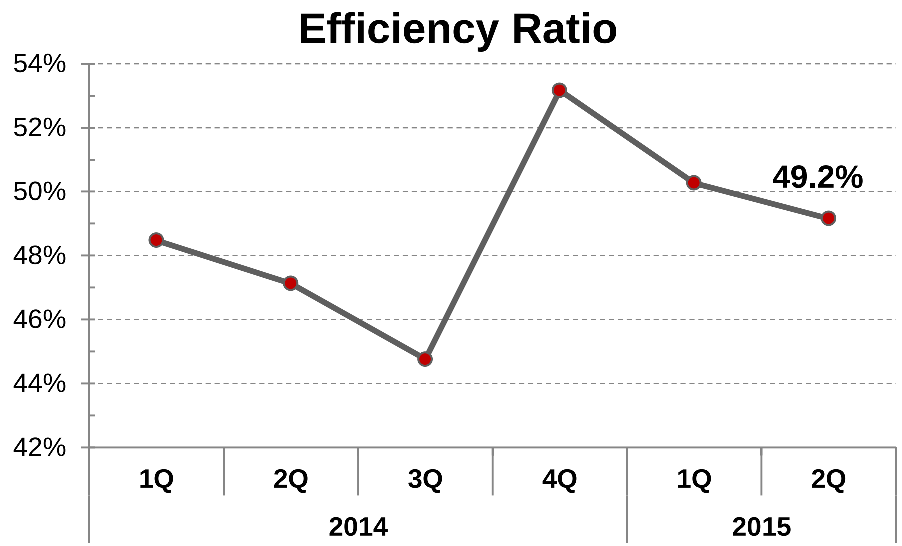
Million pesos

Expenses and Efficiency

We maintain our annual 47% target on efficiency

- Efficiency ratio on a downward trend.
- We expect much lower expenses for the 3rd and 4th quarter.

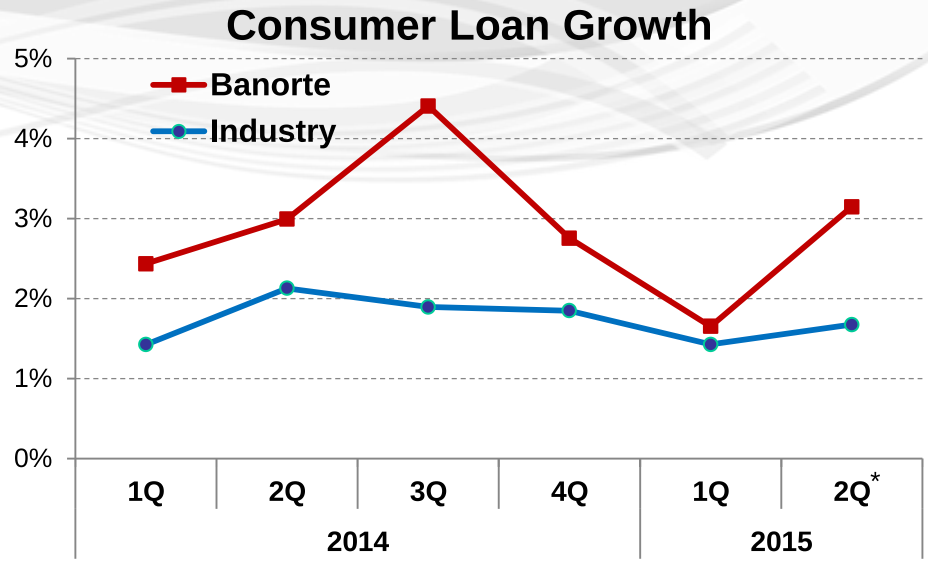


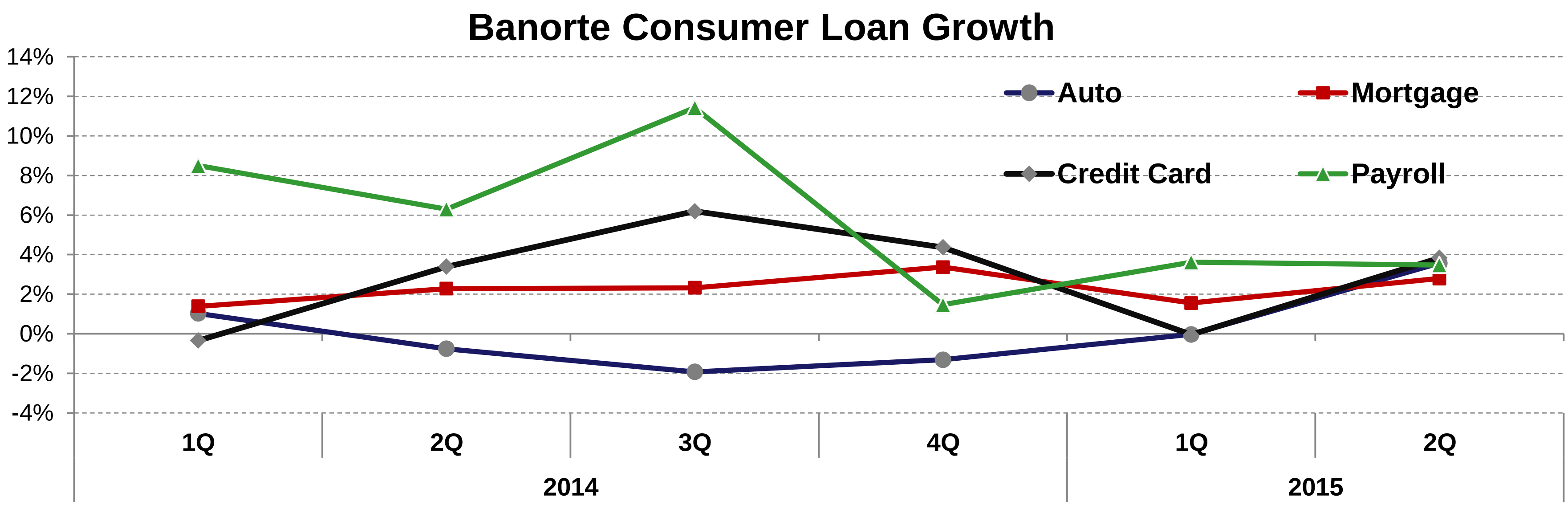


Consumer Loan Portfolio

Loan expansion excellent mix

- Banorte's consumer book expands faster than the industry.
- Improving quarterly growth rates for credit cards, mortgage and auto books.





* 2Q As of May 2015
Consumer includes mortgage

Afore

Consolidating our Afore business

- Net income growth of 3%.
- AUM growth of 6%.

Fee %

	Dec'13	Dec'14	Dec'15
XXI Banorte	1.10	1.07	1.04
Industry	1.28	1.19	1.11

Million pesos	2Q15	QoQ	YoY
Net Income	704	17.8%	3.4%
Equity	23,085	3.1%	(1.5%)
Assets	24,279	2.9%	(1.5%)
AUM	620,426	0.7%	6.3%
ROE*	12.4%	2.1 pp	1.1 pp

* Excluding goodwil 40.8%

Insurance & Annuities

Adequate operating trends

- Seguros Banorte net income improves on stronger technical results.
- Pensiones Banorte net income results from better technical results but slightly lower income on investments.

Seguros Banorte

Million pesos	2Q15	QoQ	YoY
Net Income	603	3%	59%
Equity	5,787	2%	23%
Assets	26,637	2%	14%
Written Premiums	3,700	(32%)	(23%)
ROE	42.3%	(1.5 pp)	8.5pp

Annuities

Million pesos	2Q15	QoQ	YoY
Net Income	73	(17)%	6%
Equity	1,437	(2)%	5%
Assets	65,168	2%	15%
Written Premiums	1,967	(4)%	10%
ROE	20%	(4.7)pp	(0.5)pp

Asset Quality

Trends moving in the right direction

- Excluding homebuilders, NPL is 1.7%
- New NPL formation better than the prior year, of which:

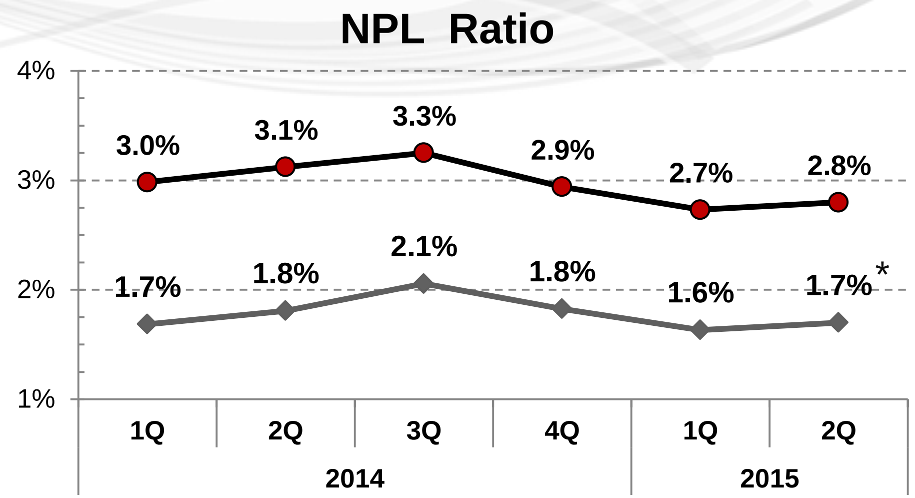
  Credit Cards 30%

  Payroll 27%

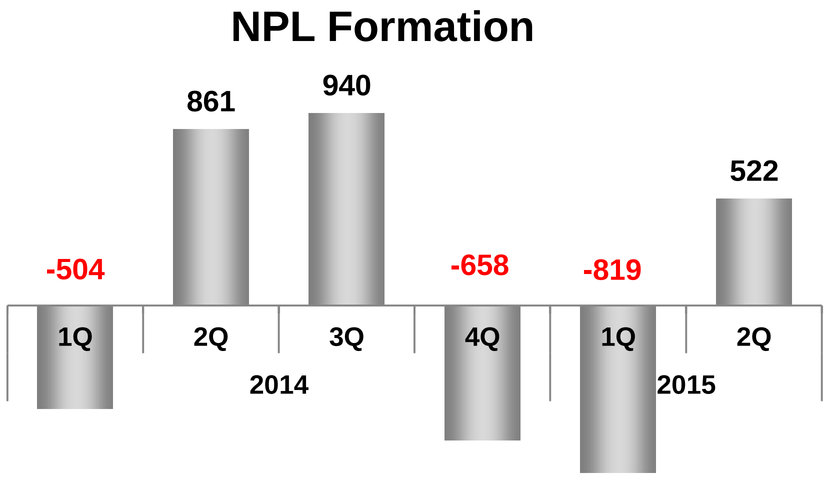
  Car loans 10%

  Commercial 28%

  Corporate 5%



* Excluding exposure to homebuilders



Asset Quality Trends

Stable Asset Quality

- Consumer loans deterioration is cyclical.
- SME reaching inflection point.
- Corporate NPL is 0.1% excluding homebuilders.
- Government loans clean.

NPL Ratio

	2Q14	3Q14	4Q14	1Q15	2Q15
Credit Cards	6.3%	5.9%	5.5%	5.5%	5.9%
Payroll	2.5%	2.2%	2.3%	2.2%	2.5%
Car Loans	1.9%	1.9%	2.0%	1.5%	1.9%
Mortgage	1.3%	1.4%	1.4%	1.3%	1.2%
Commercial	3.9%	5.0%	4.4%	3.8%	3.9%
SME	8.5%	9.8%	10.0%	8.8%	9.5%
Corporate	7.3%	6.8%	6.3%	6.4%	6.5%

2015 REVISED GUIDANCE

Loan Growth:	9% – 11%
NIM:	4.60%
Total Income Growth:	9% – 11%
Expense Growth:	4% – 5%
Efficiency:	~ 47%
Provisions to Average Loans:	2.2% – 2.4%
Tax Rate:	24% – 26%
Net Income:	17,000 – 17,500
ROA:	1.5% – 1.6%

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