

# The Banorte Financial Group strengthens its organizational structure

**22 Mar 1999**

**Monterrey N.L., March 23, 1999.** - With the objective of advancing its process of consolidation as a national bank and providing greater efficiency under the concept of Universal Banking, the Banorte Financial Group, S.A de C.V., is strengthening its organizational structure through changes that create new departments and increase the responsibilities of the current ones.

In order to achieve this, it has created the Special General Business Departments, which enables it to better design and conceptualize the financial products that BANORTE offers its customers, and also ensures solid advancement toward the standardization of its internal norms.

As of March 1999, the Banorte Financial Group is thus operating under the following organizational structure:

General Department of Commercial Banking and Marketing - Under the responsibility of Mr. Manuel Sescosse Varela, this area is dedicated to guaranteeing that the marketing efforts are in line with the needs and requirements of the customer, as well as ensuring the efficient and uniform operation of the branches and products offered by the Group.

General Department of Corporate Banking. - Under the responsibility of Mr. Antonio Ortiz Cobos, this unit incorporates the Corporate Banking and Foreign Trade operations.

General Department of Special Banking. - Under the responsibility of Eng. Enrique Catalán Guzmán, this division encompasses Government Banking, Services for Unionized Organizations, Trusts, Public Works, Farming and Stockbreeding, Mortgages, Auto Loans, Leasing, Billing, and Warehousing.

General Department of Savings and Security. - Under the responsibility of Eng. Enrique Castellón Vega, this area will handle issues pertaining to Appraisals, Insurance, and Pensions.

General Stock Trading Department. - Under the responsibility of Mr. Jorge Federico Altschuler Castro, this area basically encompasses the responsibilities of the Stock Trading House of our Financial Group.

General Department of International Banking. - Under Eng. Eduardo González Villareal.

General Department of Risk Management. - Under Eng. Luis Seyffert Velarde.

General Department of Finance. - Under Federico Valenzuela Ochoa, CPA.

General Department of Technology, Communications Systems, and Operations. - Under Mr. Gerardo Coindreau Farías.

We, in the Banorte Financial Group, are convinced that with an organizational structure such as this, we will be able to reaffirm our solidity and advance toward the goal of offering the best Universal Banking services possible in the country.