

# Banorte and HP announce broad strategic alliance to pursue Latin American business-to-business e-commerce

**01 Mar 2000**

**Monterrey, Mexico and Palo Alto, Calif., March 2, 2000** - Grupo Financiero Banorte, S.A. de C.V. (MX: GFNORTEO), which includes Mexico's fourth-largest commercial bank, and Hewlett-Packard Company, today announced their intention to form a broad strategic alliance. The alliance would include a new venture providing electronic business-to-business marketplaces and e services to Latin American companies and their global trading partners. In addition, the companies, where appropriate, would pursue cross-selling opportunities between the venture, Banorte and HP. Banorte and HP expect to own the venture jointly.

The strategic alliance brings together Banorte, Mexico's strongest bank and the first Mexican bank to apply the Internet to its business, with HP, a leader in e services. Banorte and HP have signed a non-binding letter of intent with respect to their strategic alliance, and expect to execute definitive agreements in the near future.

Under the strategic alliance, the Banorte and HP venture will electronically connect corporate customers and suppliers along the value chain and across industries in order to facilitate more efficient commercial transactions both within and across national borders. In addition, the venture intends to offer participants value-added e-services as a part of its electronic marketplaces, including application hosting and other services that Banorte and HP plan to develop jointly. Initially, the companies expect to focus the venture on transactions originating or terminating in Mexico, but eventually they expect to expand the venture throughout Latin America.

The Banorte and HP venture, which will be built exclusively with HP IT solutions and infrastructure, is expected to take advantage of HP's relationships with leading e-commerce companies to incorporate solutions such as Ariba's business-to-business e-Commerce Platform.

Othon Ruiz Montemayor, Banorte's chief executive officer, stated, "Our strategic alliance with HP is an important new step and new opportunity for Banorte to be among the leaders in delivering the benefits of next-generation e-commerce and e-services to Mexican businesses and their global trading partners. At the same time, our strategic alliance is a natural extension of Banorte's expertise in serving the financial needs of large and mid-sized Mexican businesses and importers, and of our ongoing strategy to apply the most modern technology to our business. We believe Banorte's business clients will be very interested in the value-added services that will be offered by the Banorte and HP venture; we also expect that participants in the venture's electronic marketplace who may not already bank with Banorte will be more likely to do so in the future.

"We're particularly pleased to be partnering with HP. Banorte always seeks world-class business partners. HP is a proven global IT leader and is at the forefront of advising and equipping companies worldwide for the next-generation of Internet solutions. HP also enables access to its network of strategic partners, which can add further value for participants in our electronic marketplaces," said Ruiz.

"HP's strategic alliance with Banorte exemplifies both HP's e-services vision and venturing strategy," said Vicente García, vice president and general manager of HP's Latin America Enterprise Computing Solutions Organization. "It also reflects our continuing commitment to and focus on the Latin American marketplace. In Banorte we've found a partner that shares our expansive view of the potential for business-to-business e-services. Just as important, the Banorte and HP brands both enjoy sterling reputations for quality, reliability, sophistication and innovation. We look forward to working together with Banorte to build the premier, next-generation business-to-business e-services marketplace in Latin America."

## About HP

Hewlett-Packard Company -- a leading global provider of computing and imaging solutions and services for business and home -- is focused on capitalizing on the opportunities of the Internet and the proliferation of electronic services.

HP plans to spin off Agilent Technologies and distribute its shares to HP shareowners by mid-calendar year 2000. Agilent consists of HP's test and measurement, semiconductor products, chemical analysis and healthcare solutions businesses, and has leading positions in multiple market segments.

HP has 85,400 employees worldwide and had total revenue from continuing operations of \$42.4 billion in its 1999 fiscal year. Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

## About Banorte

Grupo Financiero Banorte is one of Mexico's largest financial institutions, ranked fourth for total assets among Mexican financial groups. Its primary subsidiary, Banco Mercantil del Norte, ranks in the top tier in capital, return on assets and total credits among the largest national banks. The Banorte banking system includes over 465 branches and over 1300 ATMs across Mexico, PC Banking for business and consumers, BANORTEL, Banorte's bank-by-phone system, and Banorte Inter-Bursatil for on-line securities trading and investment research. Further information about Banorte is available at <http://www.banorte.com.mx>.