

Banorte improves mortgage loan offering

22 Aug 2005

Mexico City, August 23, 2005. Grupo Financiero Banorte (GFB) has changed the conditions under which it offers mortgage loans, enabling the group to become the best option available in the market. GFB is offering the possibility of a new program through which borrowers who pay punctually will be able to reap the benefits of discounted rates.

This new mechanism simply consists of offering all customers who take out a Banorte mortgage loan a rate of 11.90 percent, a rate that could decrease to 9.40 percent by applying 0.50 percent rate discounts for every 12 consecutive payments made on time.

Punctual consecutive payments make it possible for interest rates on loans to acquire housing to decline as follows:

Punctual Payments Rate Applied

1 to 12	11.90%
13 to 24	11.40%
25 to 36	10.90%
37 to 48	10.40%
49 to 60	9.90%
61 to 180	9.40%

In the event that the customer defaults on his/her monthly loan installment, he/she will lose the chance to obtain the discounted rate benefit. After having normalized the installments the initial rate of 11.90 percent will apply and the customer will have to make 12 consecutive payments on time once again in order to be eligible for the discount system

If the arrears continue for a period of three months, the customer will not be eligible for the discount program and the 11.90% rate will apply to his/her loan for the remainder of its term. This new interest rate will apply for Banorte Traditional and Infonavit Support Programs.

Grupo Financiero Banorte leads the country's mortgage market as a result of which these new conditions, plus expeditious loan turn around -within 30 minutes- make this mortgage offering the best option to be found within the country's financial system.