

## GFNORTE'S EXECUTIVE TEAM WAS RANKED, FOR THIRD YEAR IN A ROW, AMONG THE BEST IN MEXICO AND LATIN AMERICA, ACCORDING TO THE INSTITUTIONAL INVESTOR MAGAZINE

**27 Sep 2012**

- The specialized magazine announced the rankings of the “Best Latin America Executive Team 2012”, which were determined through a survey applied to sell-side analysts and buy-side analysts & portfolio managers.
  - The almost 700 participants ranked Dr. Alejandro Valenzuela, Grupo Financiero Banorte's CEO, as the number one in Mexico by sell-side analysts; number two by the buy-side and the third in Latin America.
  - Ing. Rafael Arana, GFNorte's CFO, was ranked fifth and seventh in Latin America by the buy and sell-side, respectively.
  - David Suarez, Head of IR at GFNorte, was rated as the best IR Professional in Latam and Mexico by the sell-side and as the second one by the buy-side in Latin America.
- The GFNorte Investor Relations area was ranked in the second place in Latin America by the analysts and in the first place in Mexico, by both, buy and sell-side.

**Mexico, D. F., September 27th, 2012.** The Institutional Investor magazine announced the rankings of the “Best Latin America Executive Team 2012”, which were determined through a survey applied to almost 700 sell-side analysts and buy-side analysts & portfolio managers. In the poll, Dr. Alejandro Valenzuela, Grupo Financiero Banorte's CEO, was considered as the best CEO in Mexico by sell-side analysts; number two by the buy-side and the third in Latin America.

Furthermore Ing. Rafael Arana, GFNorte's CFO, was ranked fifth and seventh in the regional survey, having been incorporated less than a year ago.

According to the results of the perception study, David Suarez, Head of IR at GFNorte, was rated as the best IR Professional in Latam and Mexico by the sell-side and as the second one by the buy-side in Latin America.

The analysts considered the Investor Relations area as the number two in Latin America; meanwhile the sell and buy-side granted the first place in Mexico.

The “Institutional Investor” study was carried out between April and June of this year, ranking companies with the best investor relations programs, as well as top CEOs, CFOs and Investor Relations Professionals.

Being considered for the “Best Latin America Executive Team 2012” award is a high distinction since the rankings are based on the opinions of the most influential professionals in the investment community. In total, 360 sell-side analysts and 327 buy-side analysts & portfolio managers participated in this year's survey.

Regionally, the study considers financial institutions such as Itaú, Bradesco, Banco Do Brasil, Santander Brasil, Santander Chile, Banco de Crédito de Perú, ABC Brasil, Banco BTG Pactual, Corp. Actinver, Banco do Estado Rio Grande do Sul, Corporación Financiera Colombiana and Banco de Crédito e Inversiones, among others.

In Mexico the survey includes companies such as América Móvil, Cemex, Wal-Mart, Modelo, Coca-Cola Femsa, Bimbo, Asur, ICA, Urbi, Grupo BMV, Grupo México, Televisa, Homex, Liverpool, Comercial Mexicana, Geo, Herdez, Soriana, GAP and Chedraui, among others.

Alejandro Valenzuela expressed the following regarding the results: “It is stimulating that the specialists and fund managers of the financial community consider us a solid and efficient team, which motivates us to keep on working to achieve the best results for the benefit of our clients and shareholders”.