

## BANORTE'S MANAGEMENT TEAM IS RANKED, FOR THE FOURTH CONSECUTIVE YEAR, AMONG THE BEST IN MEXICO AND LATIN AMERICA, ACCORDING TO INSTITUTIONAL INVESTOR

**22 Sep 2013**

- The specialized magazine released the results of the "Best Latin America Executive Team 2013" rankings, coveted distinction in the financial industry determined by a survey among fundamental analysts of global investment banks (sell-side) and investment portfolio managers (buy-side).
- Institutional Investor ranked Banorte ahead important financial institutions of the region, such as Banco do Brasil, Banco de Crédito del Perú, Bancolombia and the subsidiaries of Santander in Brazil, Chile and Mexico.
- Alejandro Valenzuela, Grupo Financiero Banorte's CEO, was ranked as the number three CEO in Latin America and second in Mexico.
- Rafael Arana, GFNorte's CFO, and David Suárez, Head of IR, ranked in the first positions, in both the evaluation for Mexico and for Latin America.
- GFNorte's Investor Relations Department was ranked second in Latin America by the sell-side, and third by the buy-side. In Mexico, both groups ranked it second.

**México, D. F., September 22, 2013.** The Institutional Investor magazine announced the "Best Latin America Executive Team 2013" rankings, which were based on a survey to 135 buy-side fund managers and 63 sell-side analysts from the financial sector.

Alejandro Valenzuela, Grupo Financiero Banorte's CEO, was ranked as the number three CEO of financial institutions in Latin America, based on the opinions of both sell-side and buy-side analysts. The same specialists, ranked Mr. Valenzuela as the number two CEO in Mexico, out of 52 CEOs evaluated by the buy-side and 39 by the sell-side.

Likewise, in the regional survey, Rafael Arana, CFO, came as number one ranked based on sell-side opinions and second based on buy-side opinions; in the Mexican ranking he was placed fourth by both buy and sell-side.

David Suárez, Head of IR at GFNorte, was ranked as the best IR Professional in Latin America in the opinion of sell-side analysts and third in Latin American according to the buy-side. In Mexico, David Suárez was ranked top by the buy-side.

The Investor Relations Department was ranked second in Latin America by the sell-side and third by the buy-side; in the national ranking both groups ranked this department in second place.

The study conducted by Institutional Investor in Latin America considered only 28 regional institutions of the financial sector, among which Banorte was placed ahead of important institutions such as Banco do Brasil, Banco de Crédito del Perú, BTG Pactual, Bancolombia, Banco de Chile and the subsidiaries of Santander in Brazil, Chile and Mexico.

For the evaluation of Mexican issuers, the publication included companies of all sectors with very positive results for Banorte, ranking above Televisa, FEMSA, América Móvil, ICA, Alsea, Liverpool, Aeroméxico, Grupo México, Wal-Mart, OHL and Mexichem, among others.

Among the main factors evaluated by the specialists who participated in the survey, highlight the transparency in financial information disclosure, knowledge of the market, access to Senior Management and level of accessibility and answers.

Alejandro Valenzuela commented that "to be part of the ranking 'Best Management Team in Latin America' is a coveted award in the financial field, as the most influential specialists in the investment community with their opinion generate the ranking, and to be again in the first places indicates that we are carrying out the appropriate actions in order to provide the best results for the benefit of our customers and shareholders."

