

GRUPO FAMSA MEETS ITS EBITDA GUIDANCE AND PROGRESS IN ITS FINANCIAL POSITION DURING 2017

Monterrey, N.L., Mexico, February 26th, 2018 - Grupo Famsa, S.A.B. de C.V. (BMV: GFAMSA), a leading Mexican commercial conglomerate in the retail, consumer credit and savings sectors, announced today its earnings results for the fourth quarter 2017, reporting an outstanding 9.7% decrease in its gross consolidated debt, a remarkable performance in the bank deposits growth and a solid consolidated EBITDA growth due to several strategic and operational initiatives implemented during 2017.

During full-year 2017, Grupo Famsa received a total of Ps.1,127 million derived from its assets monetization plan. These resources were mainly destined to the payment of short-term maturities, thus strengthening the Company's financial position. Therefore, the balance of the Company's Net Debt at year-end posted a decrease of 13.1%, highlighting the reduction of the dollar proportion denominated debt participation to 34.5% at the end of 2017, from 55.6% in December 2016.

Regarding the operations in Mexico, 4Q17 Net Sales increased 8.6% vs. 4Q16, as they were driven by the maximization of benefits from seasonal events, "El Buen Fin" (Black Friday weekend) and Christmas, as well as a revitalizes canvassing operation.

Likewise, Banco Famsa recorded an annual increase of 18.7% in Bank Deposits during 4Q17, totaling Ps.24,994 million. It also recorded a higher origination of payroll loans, which contributed in return to a greater participation of clients from the formal sector of the economy, which increased from 61.0% at year-end 2016 to 64.0% at year-end 2017. Meanwhile, the NPL ratio remained at record-lows, at 8.4% as of December 31, 2017.

On the other hand, Famsa USA's Same-Store-Sales in Famsa USA increased by 1.7% in 4Q17, representing a significant sequential recovery vs. 3Q17, following the development of the strategic initiatives developed to obtain a greater commercial penetration among Hispanics of second and third generation, alongside with the adjustment of the operating structure towards its current level of sales.

As a result, 4Q17 Consolidated EBITDA reached Ps.471 million, boosting the Consolidated EBITDA for 2017 to Ps.1,628 million, growing by 15.4% vs. 2016.

In this regard, Mr. Humberto Garza Valdez, CEO of Grupo Famsa, stated: "During 2017, Grupo Famsa executed its strategic initiatives in a timely manner aimed at strengthening its financial position, despite the economic headwinds we faced during 2017. For 2018, we anticipate the continuity of better results, following up on actions implemented to optimize the operation and establish our 2018 Guidance: i) Consolidated Net Sales from 9.5% to 10.4%; and consolidated EBITDA from 13.6% to 19.8%".

About Grupo Famsa

Established in 1970 in Monterrey, Nuevo Leon, Grupo Famsa has consolidated its position as a publicly-traded company with a solid presence in the retail sector, focusing its efforts on satisfying families' diverse consumption, financing and savings needs. Its target market is in the Mexican low-middle income households and the Hispanic population of the states where it operates in the USA. Retail sales of Grupo Famsa in Mexico comprise furniture, electronics, appliances, mobile phones, computers, motorcycles, clothing and other durable goods, which are mainly sold within the stores network of Grupo Famsa. In Texas and Illinois, in the USA, Grupo Famsa's offering comprises furniture, electronics, appliances, computers and other durable goods through the operation of its subsidiary Famsa, Inc.

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