

GRUPO FAMSA POSTS GROWTH OF 14.1% IN NET SALES AND OF 17.7% IN EBITDA DURING 2Q18

Monterrey, N.L., Mexico, July 26, 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 consolidated earnings results for the second quarter 2018, recording annual growth in Net Sales and EBITDA of 14.1% and 17.7%, respectively. During the period, Famsa Mexico's solid commercial operation stands out, as well as the progress achieved in the execution of initiatives aimed at strengthening the Company's financial position.

During 2Q18, Famsa Mexico's execution advances, posting annual growth rates of 16.0% in Net Sales and of 20.8% in EBITDA. These results follow a higher dynamism of durable products in core categories of Computers (+37.0% YoY), Electronics (+18.8% YoY) and Mobile Phones (+16.7% YoY), in addition to the performance of personal loan origination of, tapping into the season events of Mother's Day and Soccer World Cup.

It is important to emphasize the store network operation was complemented with the in-site endeavors at the clients' homes through our canvassing channel; reaching an expanded outreach of the commercial floor.

On the other hand, Banco Famsa delivered an 18.1% YoY rise in Bank Deposits during 2Q18, aligned to the active advertising of the investment products portfolio. In parallel, consumer loan origination remained focused on the selection of clients with an adequate credit-risk profile.

Additionally, Famsa USA recorded more stable results in the second quarter, highlighting the 3.1% annual increase in SSS during 2Q18, supported by the commercial strategy implemented since 2017.

In this positive context, Grupo Famsa subscribed a second credit facility with Bancomext and moved forward on its asset monetization plan, receiving Ps.268 million this quarter and accumulating a total of Ps.394 million YTD. Proceeds from both transactions were mostly used to settle financial liabilities, thus contributing to the extension of the Company's debt maturity schedule.

At the light of these events, Mr. Humberto Garza Valdez, CEO of Grupo Famsa, stated: "At the end of 1H18, our results reflect with greater clarity the right execution of the initiatives oriented to improve our profitability and liquidity, thus bringing solid grounds for the achievement of our 2018 Guidance, and the success of the Company".

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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