

## GRUPO FAMSA POSTED A SOLID EBITDA GROWTH IN 2Q19

Monterrey, N.L., Mexico, July 25, 2019.- 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 2019, recording annual growth rates of 3.8% and 19.7% in Net Sales and EBITDA, respectively, despite a challenging economic scenario and a high base of comparison, which were offset by the generation of operating efficiencies and an incremental dynamism in alternative channels.

On our operations in Mexico, different marketing initiatives were carried out to leverage the benefits from events of the period. Especially noteworthy was the performance accomplished in the seasonal goods category, which posted a double-digit annual growth rate of 10.8% in 2Q19. Additionally, the Company was able to further consolidate the contribution of savings at the business structure.

With respect to Banco Famsa's operations, the ongoing promotion of investment and saving products propelled the expansion of the bank deposit base, which as of quarter-end reached Ps.32,201 million (+17.1% YoY), maintaining its position as the main funding source of Grupo Famsa, with a 77.3% share of the total funding.

In the United States, Famsa USA continued to expand its presence over digital media in English; boosted the addition of products with better margins (mainly in the Furniture category); and, achieved higher efficiencies in expenses, thus reaching a positive EBITDA for third quarter in a row.

Finally, on the Company's asset monetization plan, as of the end of 2Q19, 8 properties have been sold, for a total amount of Ps.532 million (now are going through their corresponding titling process). Grupo Famsa seek to monetize Ps.800 million as of year-end.

### **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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