

## GRUPO FAMSA POSTED A CONSOLIDATED EBITDA GROWTH OF 14.1% DURING 1Q20

Monterrey, N.L., Mexico, April 28, 2020. – 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 results for the first quarter 2020, reporting Consolidated Net Sales and EBITDA of Ps.4,573 million (-4.9% YoY) and Ps.703 million (+14.1% YoY), respectively. The improvement in the Consolidated EBITDA mainly derived from a greater participation of personal loans in the revenue mix and the achievement of operating efficiencies in Mexico, over the quarter.

In the operations of Famsa Mexico, a softened sales volume of consumer goods and a contained origination of personal loans (oriented to preserve the asset quality) lower the 1Q20 Net Sales' result, recording a 5.2% annual decrease, thus totaling Ps.4,184 million. Nevertheless, quarterly EBITDA reached Ps.659 million, increasing 15.5% YoY, following the execution of savings initiatives for this business segment.

As for Banco Famsa, at the end of 1Q20, bank deposits increased 6.4% YoY, to Ps.34,304 million, driven by the steady promotion of investment and savings products. Consequently, the bank deposit base accounted for 78.6% of the Company's total financing, remaining as its main source of funding.

In the United States, once again, EBITDA lied at a positive zone during 1Q20, totaling Ps.44 million, propelled by the initiatives adopted to generate incremental savings in administrative expenses, through the recalibration of the operating structure towards current demand levels.

In relation to the Company's financial position, Grupo Famsa continued working on the refinancing process of the US\$59.1 million holdouts of its Senior Notes due June the 1<sup>st</sup>, 2020.

With these results at hand, Mr. Humberto Garza Valdez, CEO of Grupo Famsa, stated: "In forthcoming quarters we will prioritize the preservation of the Company's liquidity, seeking grounds of support on the experience gained in our 50 years of history, where we have faced challenging times as the prevailing".

### **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.*

**Contact:**  
Investor Relations  
Paloma E. Arellano Bujanda  
[paloma.arellano@famsa.com](mailto:paloma.arellano@famsa.com)  
Phone: (81) 8389-3400 ext. 1419