

## GRUPO FAMSA POSTS ANNUAL GROWTH RATES OF 12.2% AND 7.9% IN NET SALES AND EBITDA DURING 3Q18

Monterrey, N.L., Mexico, October 25<sup>th</sup>, 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 third quarter 2018, reporting a strong retail performance in Mexico, which contributed to the annual consolidated growth rates of 12.2% posted in Net Sales and 7.9% in EBITDA (+25.2% YoY in a comparable basis, excluding an extraordinary income recorded in 3Q17).

Separately, Grupo Famsa moved forward with the execution of its asset monetization plan, accomplishing an 86.8% of its 2018 target (Ps.800 million). The obtained proceeds have been deployed in capital increases of Banco Famsa and short-term amortization settlements.

With regard to Mexico's operations, the dynamism registered in core categories, such as of Computers (+20.6% YoY), Electronics (+13.0% YoY) and Mobile Phones (+6.8% YoY), was the main driver behind this quarters' results, as Net Sales totaled Ps.4,336 million (+13.0% YoY) and EBITDA reached Ps.428 million (+9.4% YoY / +25.6% YoY in a comparable basis, excluding the extraordinary income recorded in 3Q17).

Meanwhile, Banco Famsa continued to strengthen its investment products portfolio in the third quarter of 2018, leading to a 19.8% annual increase in Bank Deposits compared to 3Q17, thus reaching a 76.9% share of the Company's total funding. Similarly, as of the close of 3Q18, the participation of clients belonging to the formal economy achieved a 64.7% of the consolidated credit portfolio, following a solid profiling of the target market.

In the United States, Famsa USA's SSS, in USD, increased for the second consecutive quarter (+2.0% YoY), reflecting the steady progress towards greater stability derived from the marketing campaign launched in digital and traditional media, as well as a revamped offer of products and services.

At the light of these positive results, Mr. Humberto Garza Valdez, CEO of Grupo Famsa, stated: "We continue strengthening our operational front, as evidenced in the sound performance posted in Mexico and the greater stability achieved in the United States during the first nine months of the year. Therefore, we are confident in sustaining this positive trend and tapping into the year-end season, "El Buen Fin" and Christmas, in order to accomplish the estimates set at our 2018 Guidance.

### **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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