

Earnings Results

Third Quarter 2014





This presentation contains, or may be deemed to contain, forward-looking statements. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The future results of Grupo Famsa, S.A.B. de C.V. and its subsidiaries may differ from the results expressed in, or implied by, the forward-looking statements set out herein, possibly to a material degree.



- ▶ **Operating and Financial Results 3Q14**
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- ▶ **Consolidated Financial Results 3Q14**

Operating and Financial Results – Third Quarter 2014



Executive Summary – Third Quarter 2014



	<ul style="list-style-type: none"> ▶ Consolidated Net Sales in 3Q14 totaled Ps\$3,598 million, a marginal decline of 0.3% year-over-year ▶ Consolidated EBITDA grew 3.9% during the third quarter, to \$418 million
	<ul style="list-style-type: none"> ▶ Famsa Mexico's same store sales (SSS) declined 1.5% in 3Q14, reflecting a slight recovery in consumption ▶ The categories with the best performance in 3Q14 were Mobile Phones and Household Appliances, which grew 7.0% and 6.6% respectively
	<ul style="list-style-type: none"> ▶ In 3Q14, Banco Famsa's capital increased by Ps\$100 million, raising its capitalization index (ICAP) to 12.4% ▶ Bank Deposits continued growing consistently, reaching Ps\$14,721 million as of the close of September 2014
	<ul style="list-style-type: none"> ▶ Famsa USA's SSS denominated in US dollars grew 4.0% during the third quarter of 2014, contributing to the consolidated result ▶ Household Appliances category grew at a quarterly rate of 24.3% in 3Q14

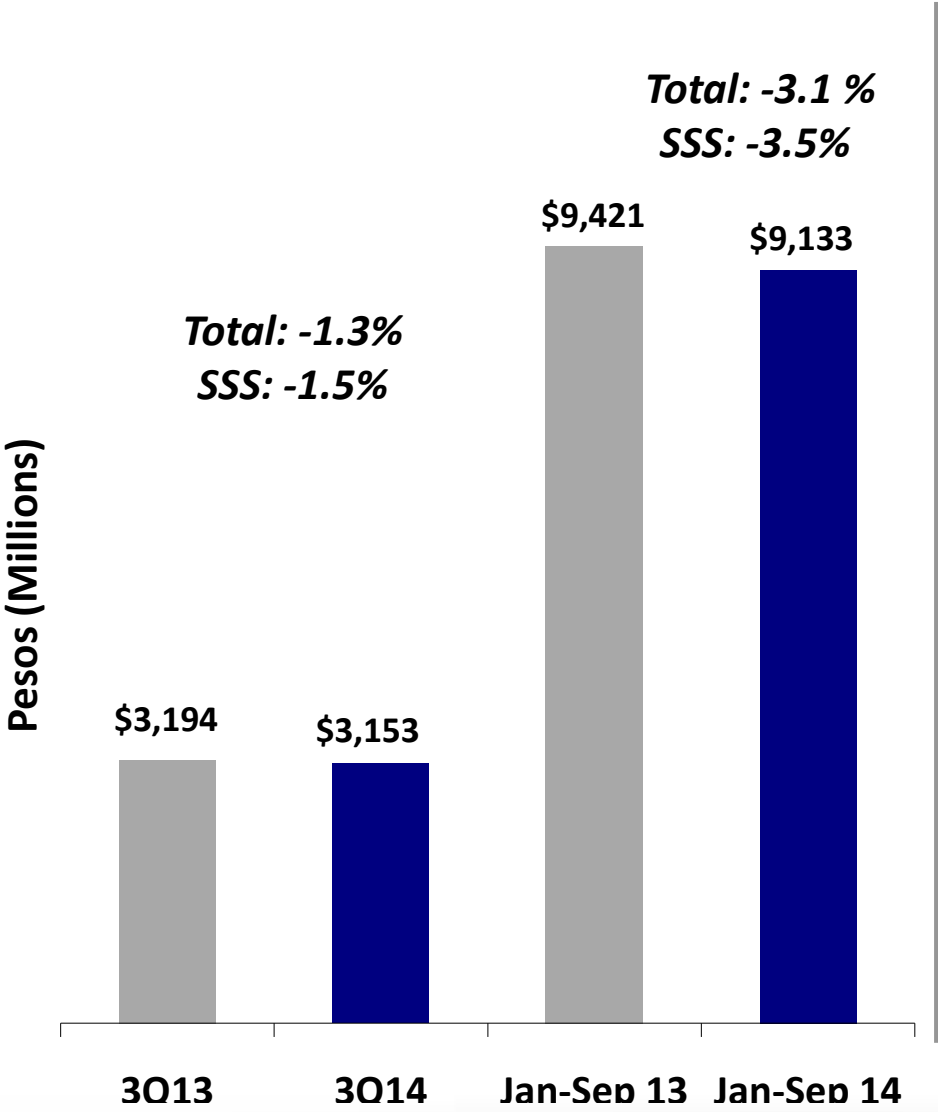
Famsa Mexico



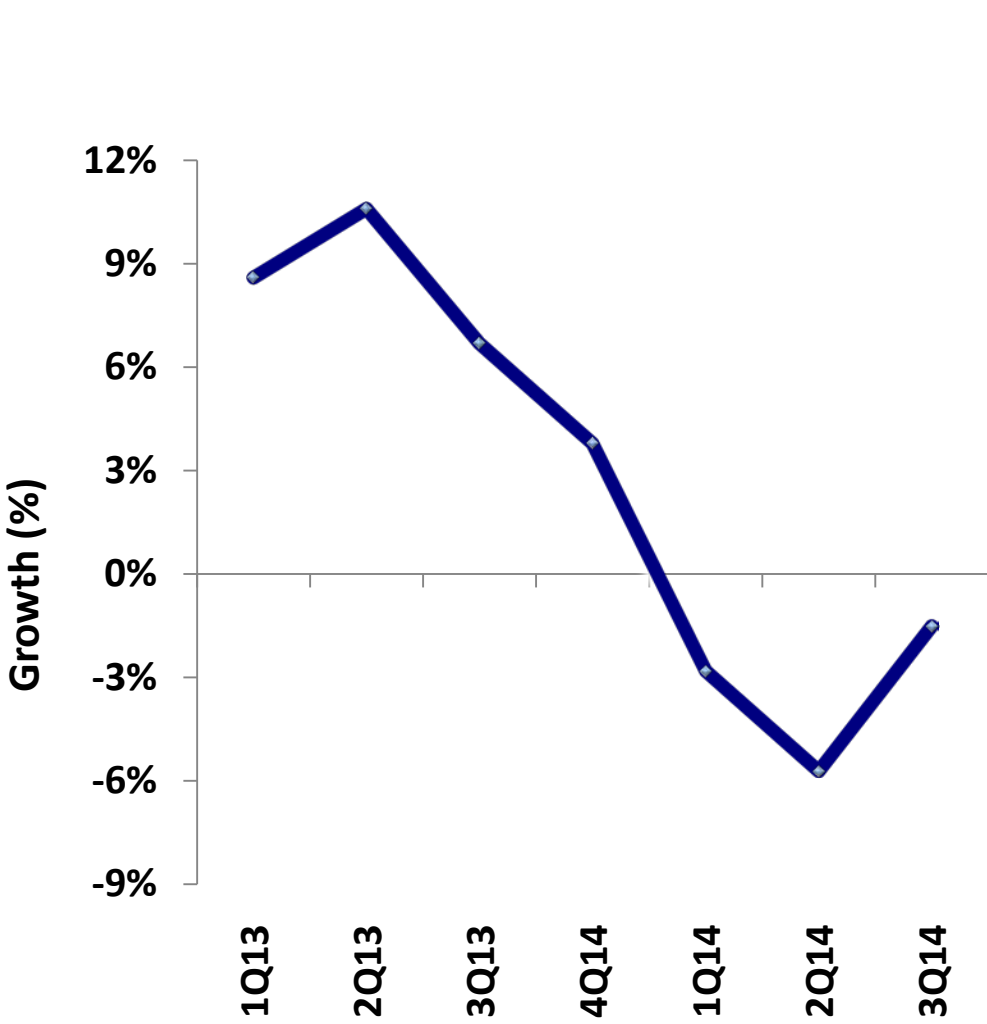
Famsa Mexico's operating performance improved during 3Q14



Famsa Mexico: Net Sales



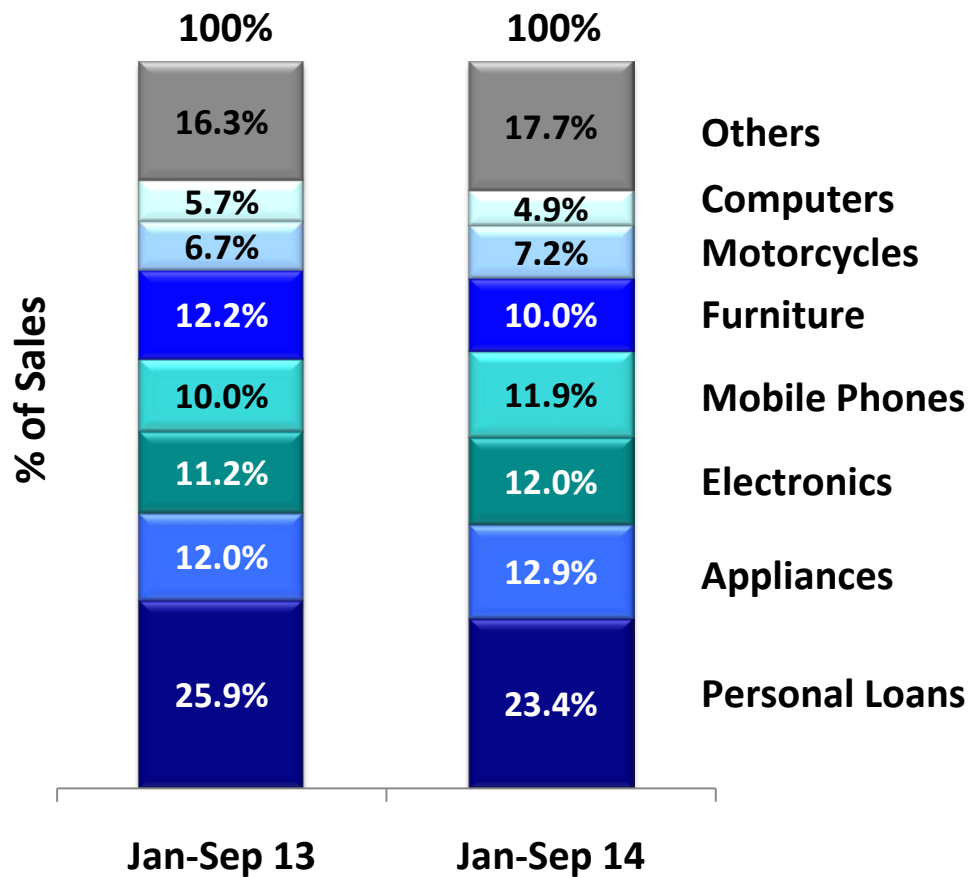
Famsa Mexico: Quarterly SSS



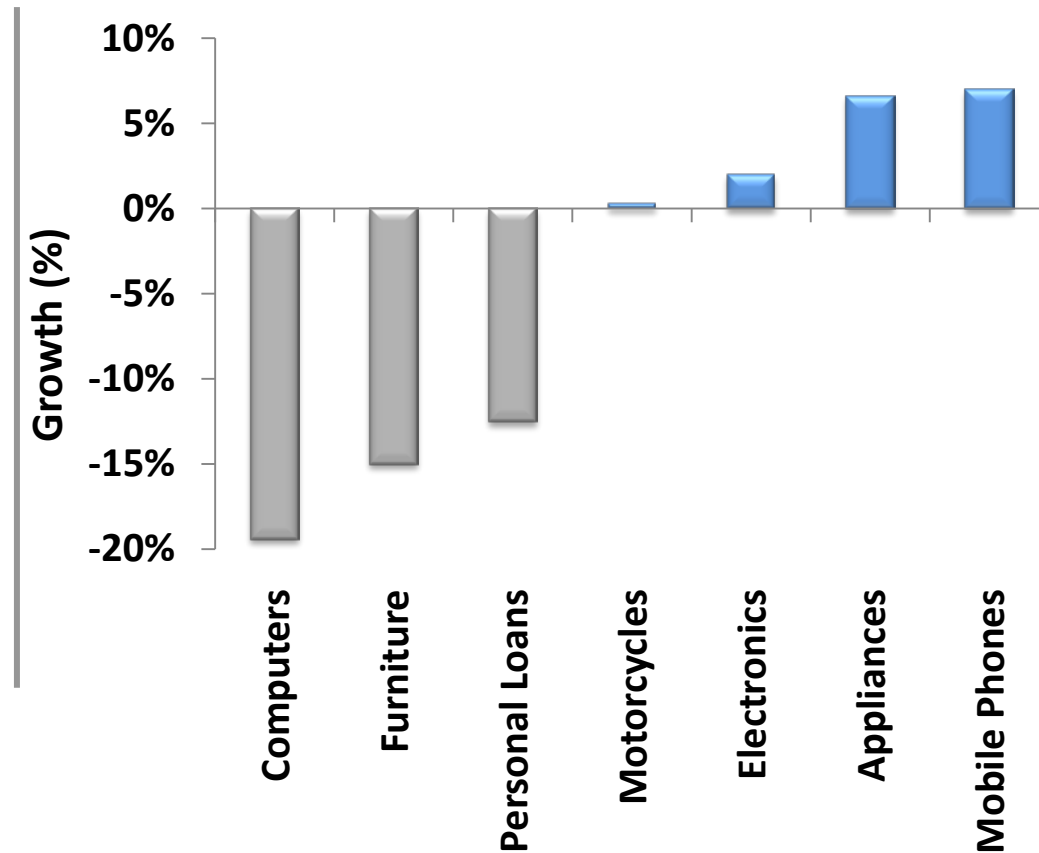
During 3Q14 Mobile Phones and Appliances were the categories with the best performance



Famsa Mexico: % of Sales by Product Category



Famsa Mexico: Sales Growth by Product Category (3Q14)



Banco Famsa

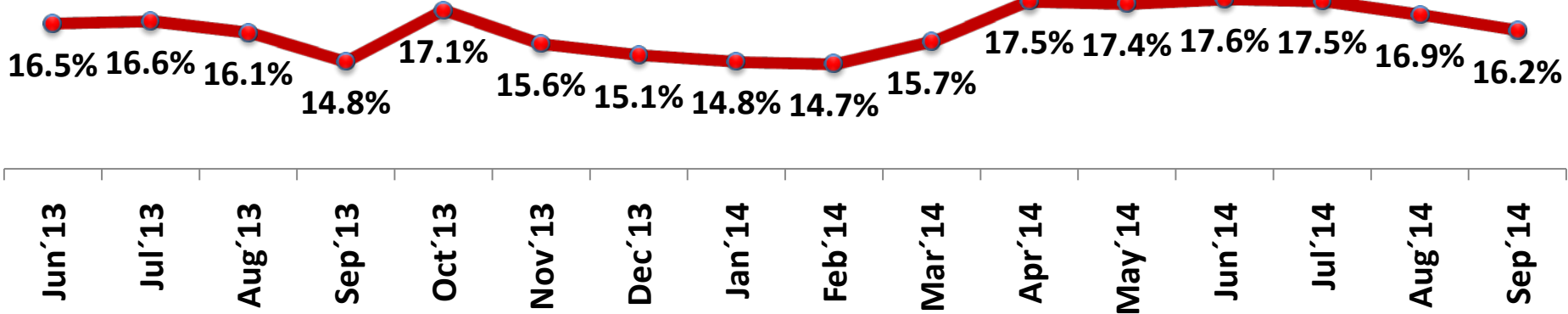


Banco Famsa

NPL s closed at 16.2% improving 140 basis points compared to 2Q14



**Banco Famsa: Non-Performing Loans Ratio
Includes Collection Rights***

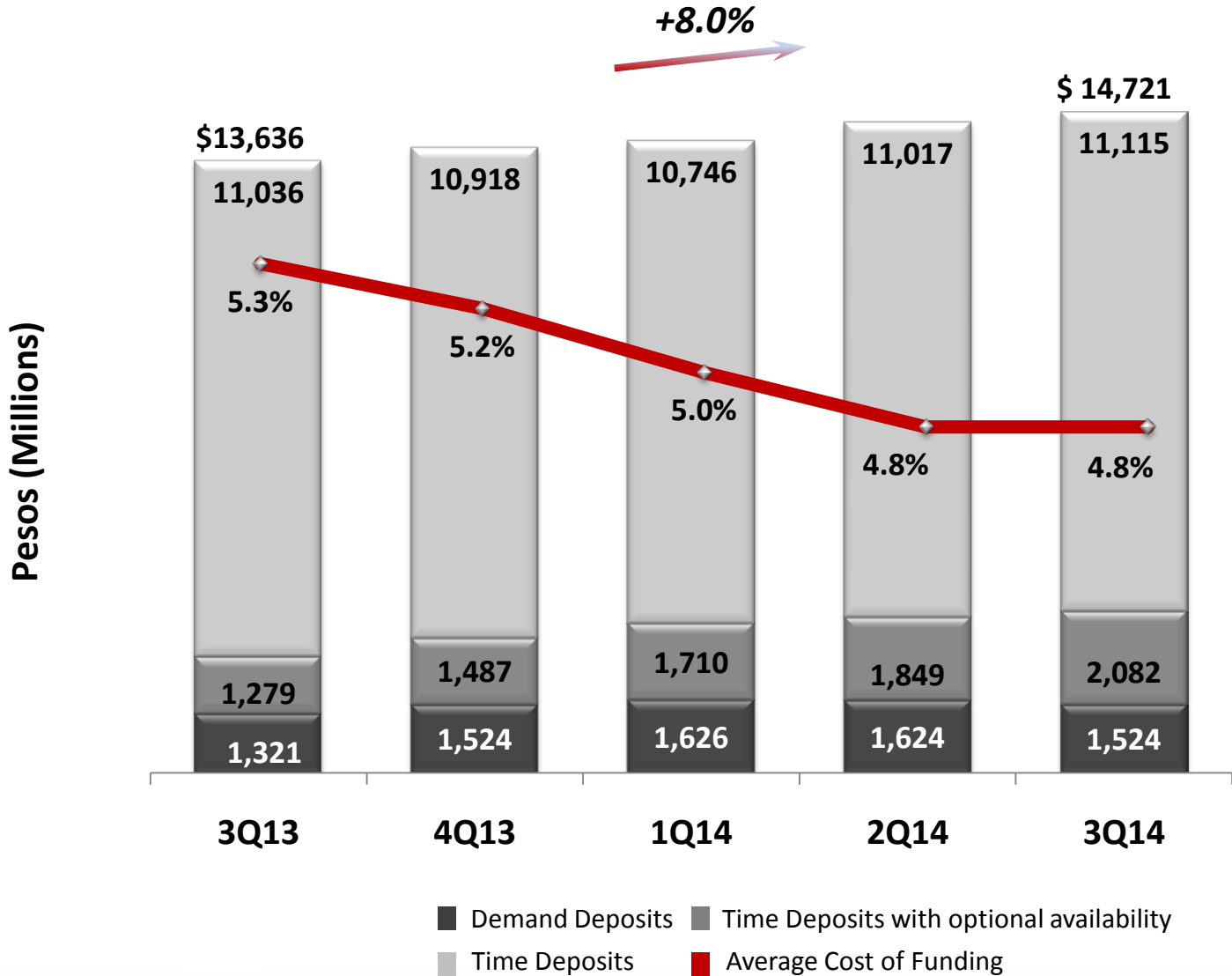


Source: CNBV, Banco Famsa



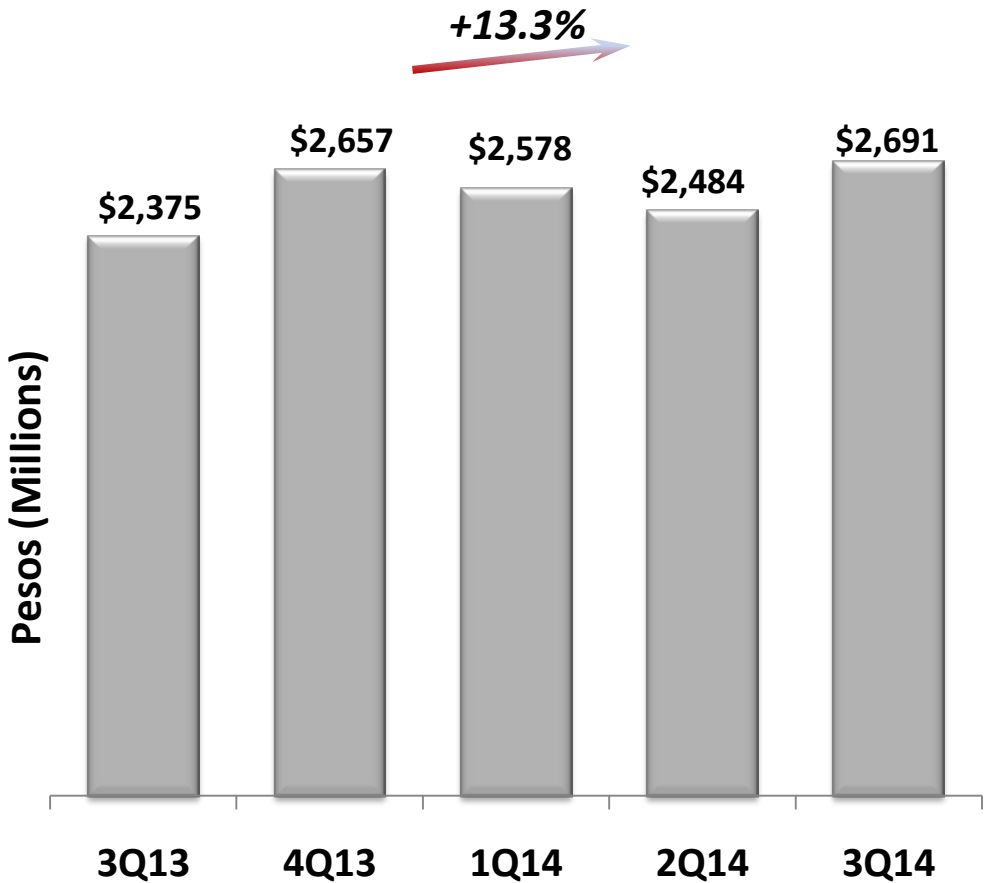
Bank Deposits continued growing, totaling Ps\$14,721 million as of the close of 3Q14

Banco Famsa: Deposits

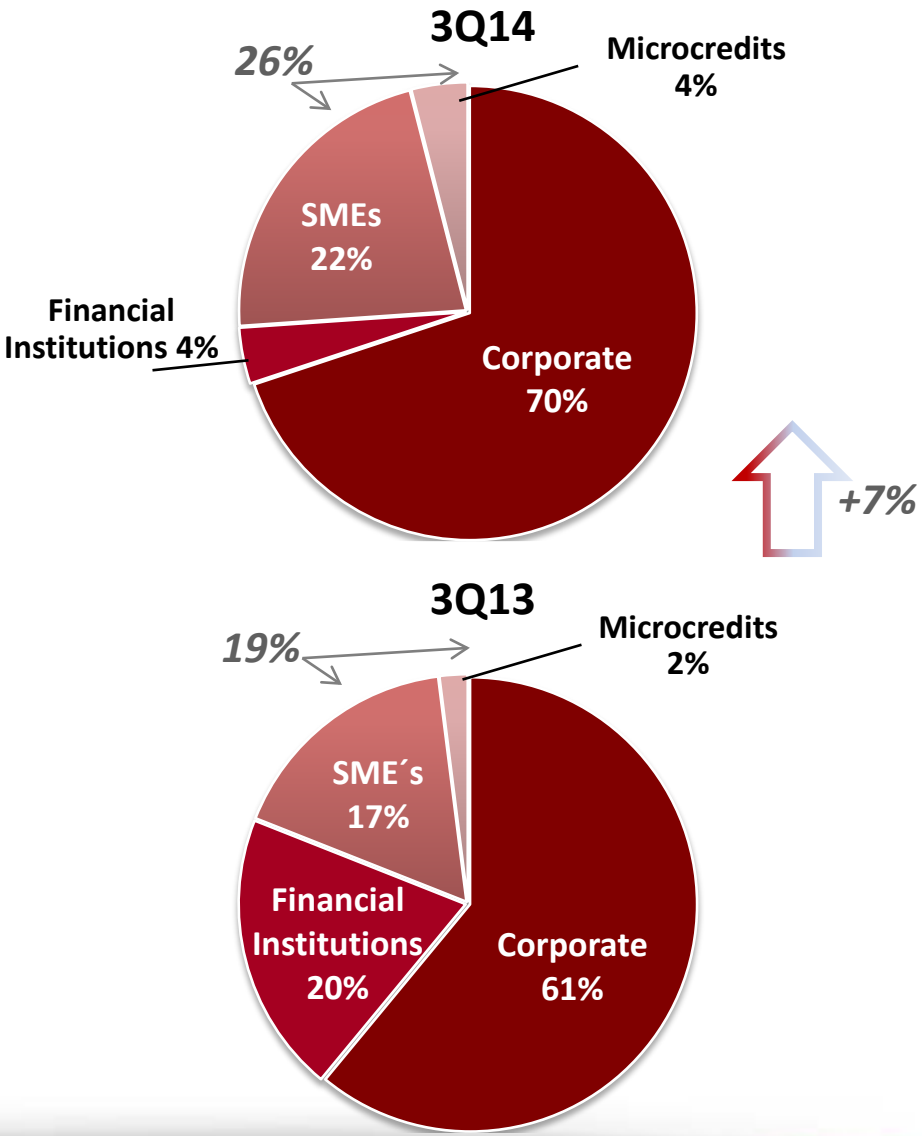


Micro, Small and Medium-sized Enterprises now represent 26% of the Commercial Portfolio

Banco Famsa: Commercial Loans



Banco Famsa: Commercial Loans Mix



Famsa USA

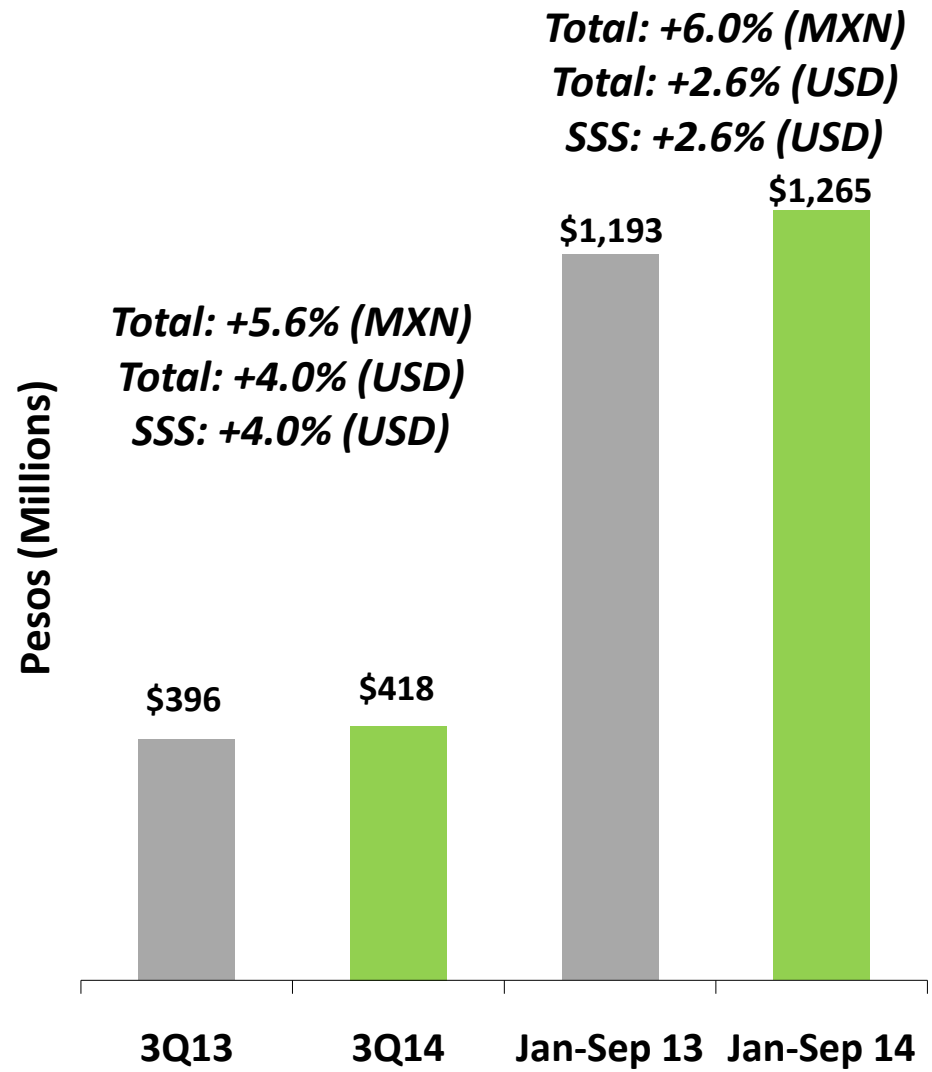


USA

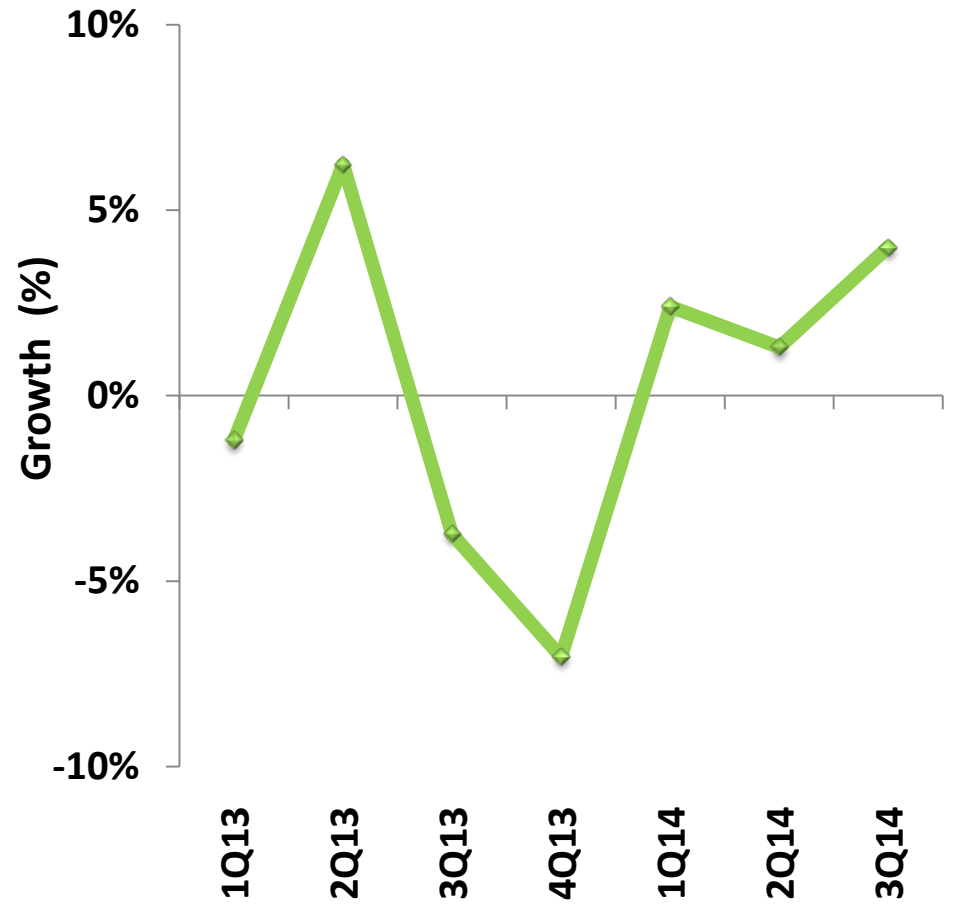
Famsa USA s SSS rose 4.0% during 3Q14, contributing positively to the consolidated result



Famsa USA: Net Sales



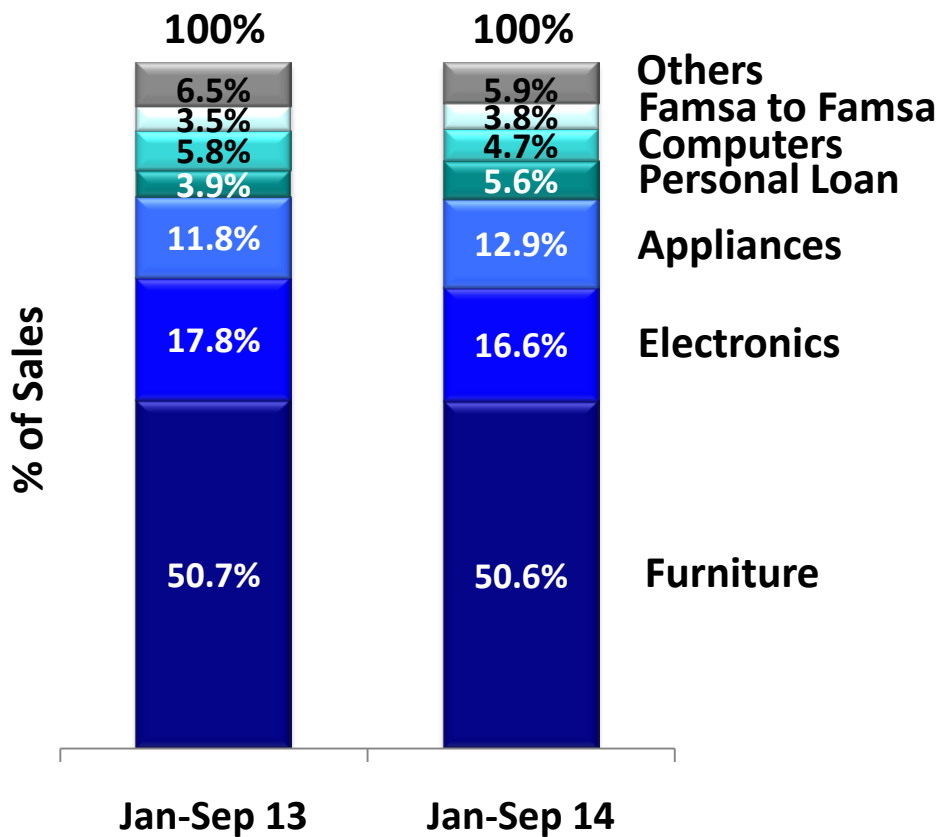
Famsa USA: Same Store Sales



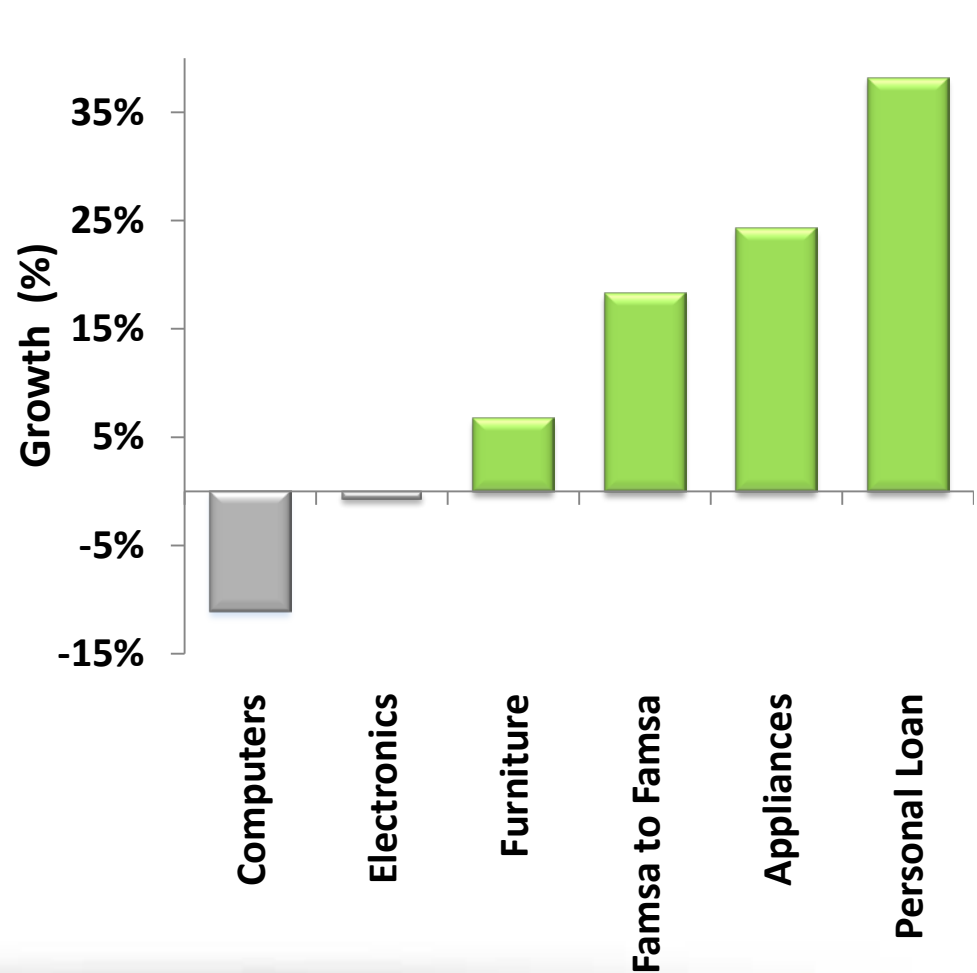


Personal Loans and Appliances recorded the highest increase during 3Q14

Famsa USA: % of Sales by Product Category



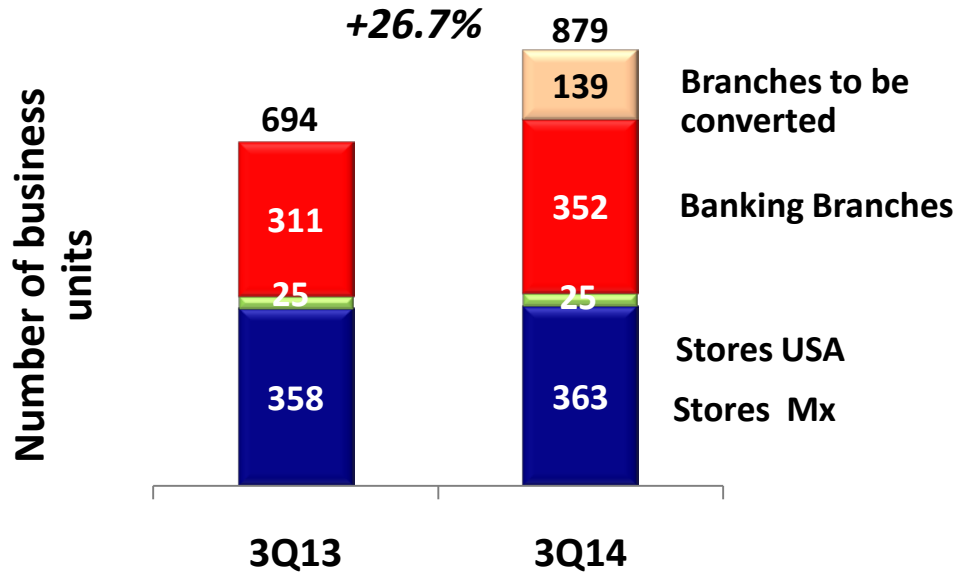
Famsa USA: Sales Growth by Product Category (3Q14)



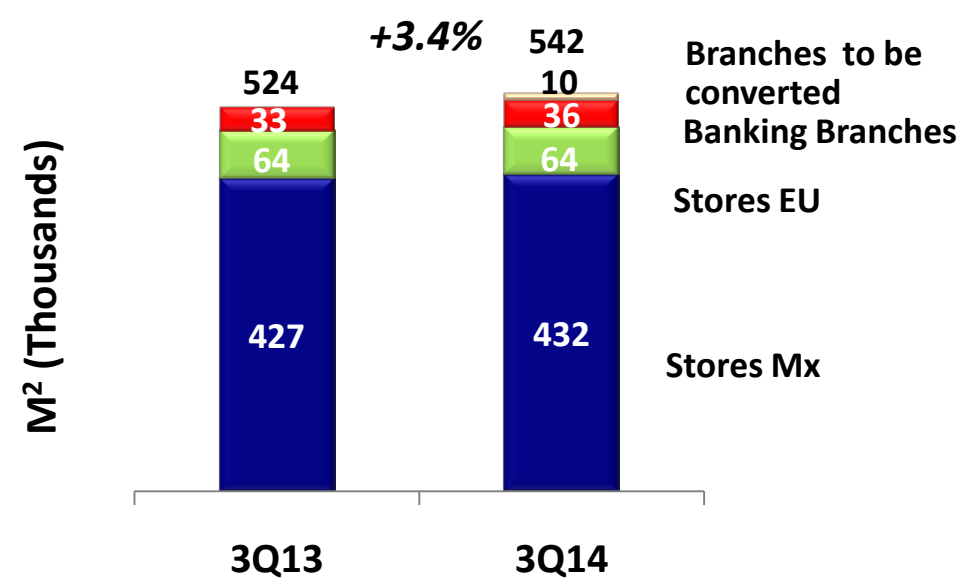
10 branches were converted, increasing to 352 the number of banking branches



Grupo Famsa: Business Units



Grupo Famsa: Retail Area



Openings and Closures (3Q14)

	2Q14	Openings	Closures	3Q14
Business Units	879	10	10	879
Stores	388	0	0	388
<i>Famsa Mexico</i>	363	0	0	363
<i>Famsa USA</i>	25	0	0	25
Banking branches	342	10	0	352
Branches to be reconverted	149	0	10	139

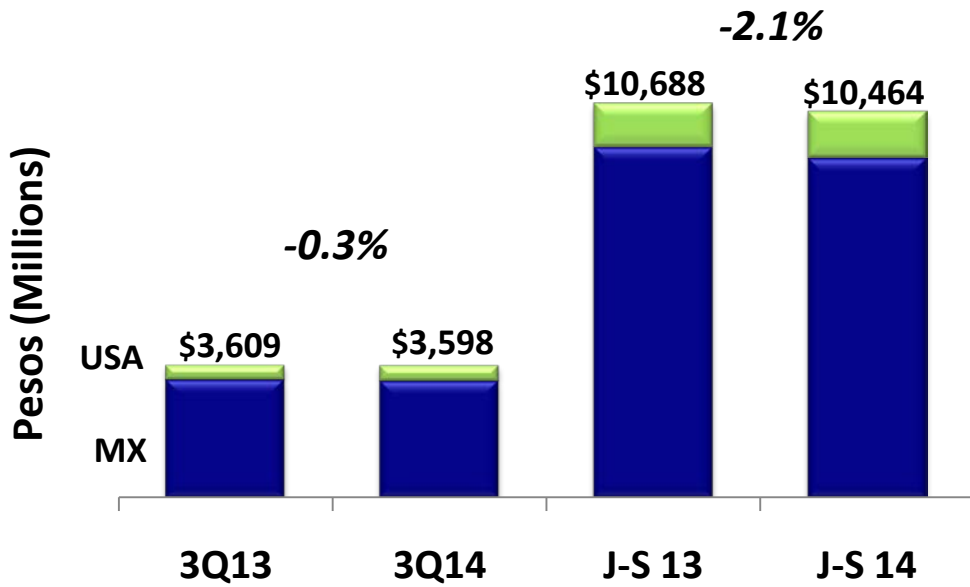
Consolidated Financial Results – Third Quarter 2014



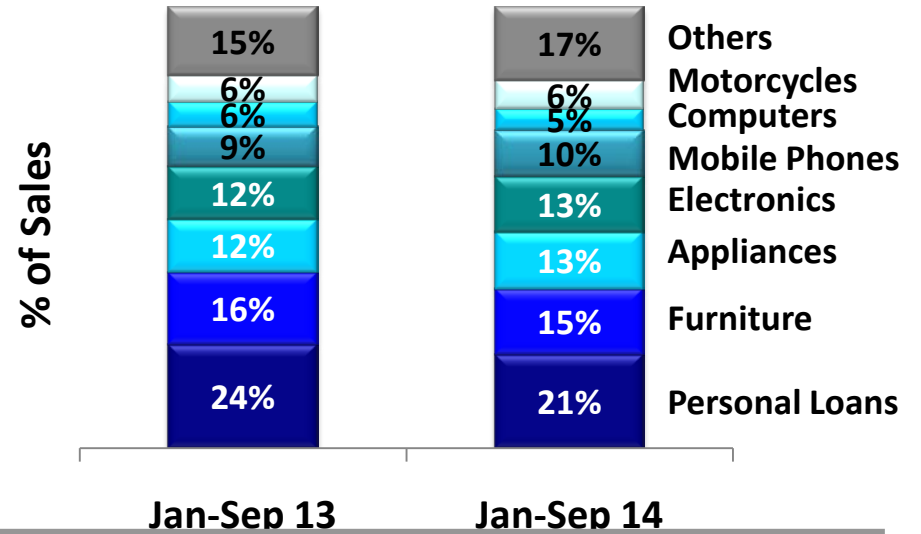


Net Sales

Consolidated Net Sales



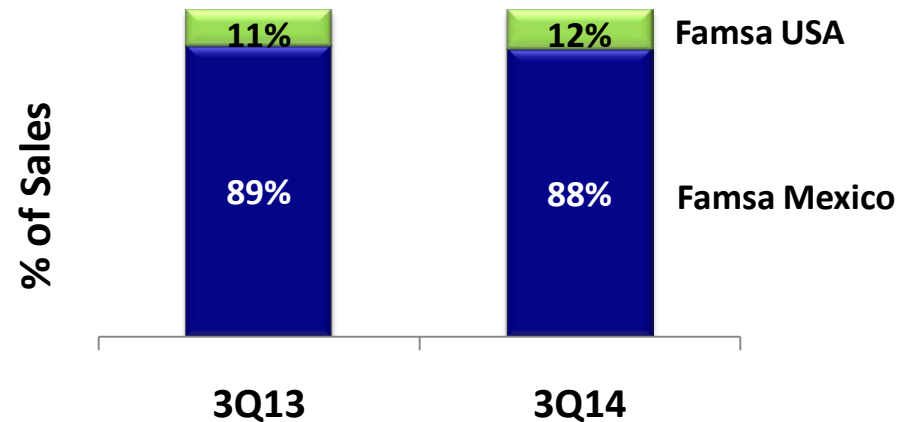
Consolidated Product Mix



Same Store Sales (%)

	3Q14	J-S 2014
Total	-1.1%	-2.9%
Famsa Mexico	-1.5%	-3.5%
Famsa USA ¹	+4.0%	+2.6%

Share of Consolidated Net Sales by Country



¹ Excluding foreign exchange effects

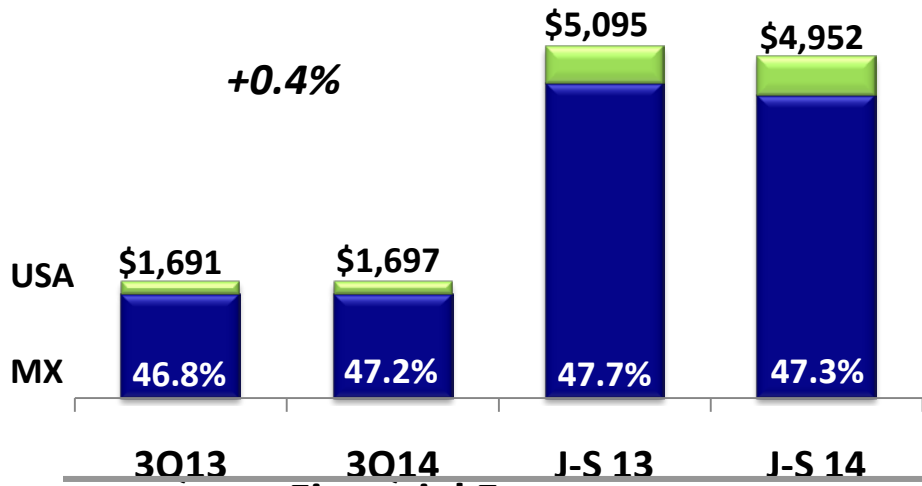
Profitability



Gross Profit

-2.8%

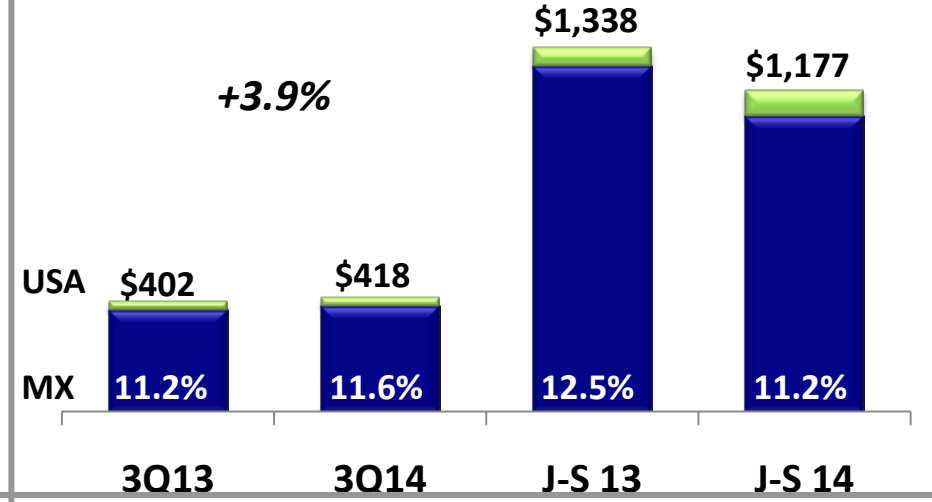
+0.4%



EBITDA

-11.8%

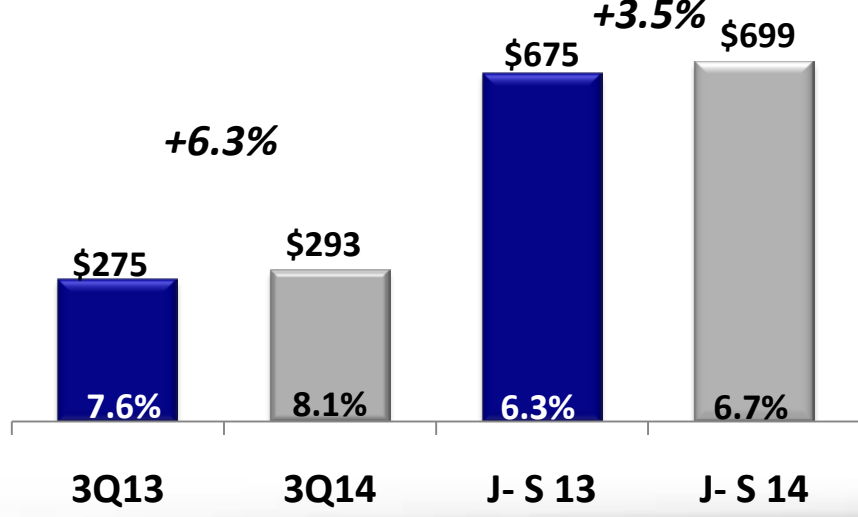
+3.9%



Financial Expenses, net

+3.5%

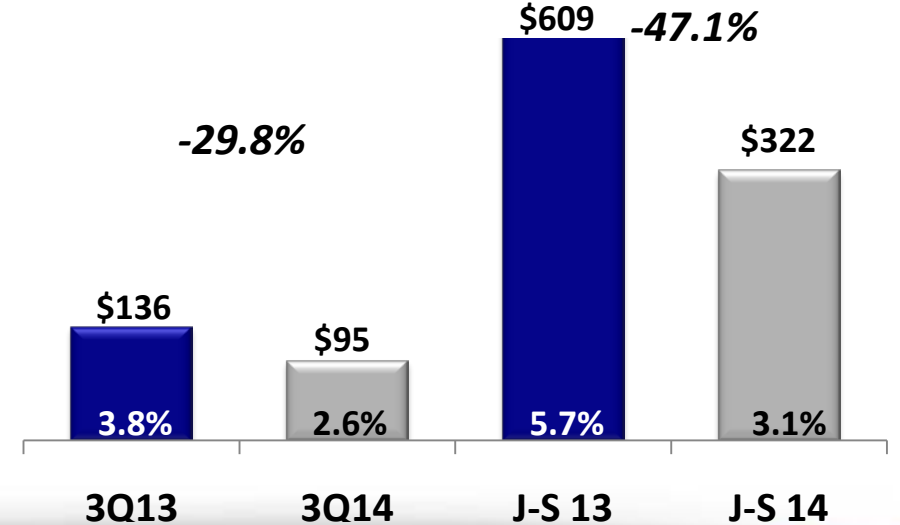
+6.3%



Net Income

-47.1%

-29.8%

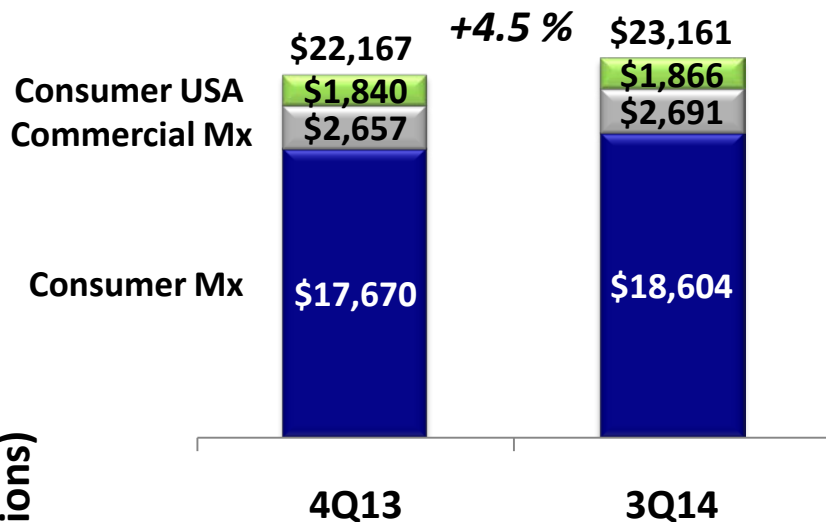


Pesos (Millions)

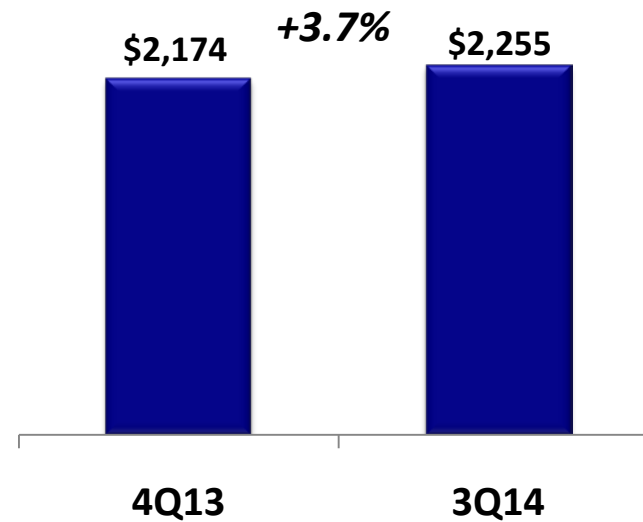
Main Balance Sheet Accounts



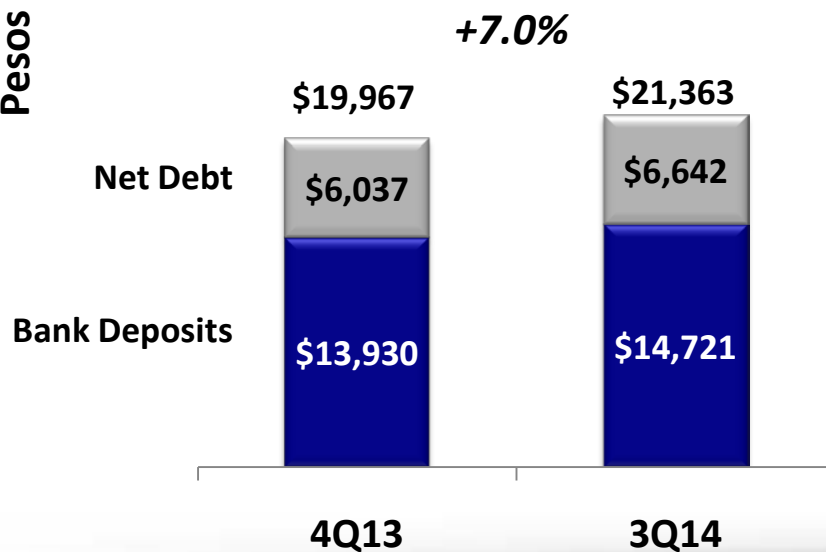
Trade Receivables



Inventories



Net Debt and Bank Deposits



Stockholders' Equity



Pesos (Millions)