



1Q18 Earnings Presentation

1Q18 AGENDA



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Operational Strategies

1. Strategies 1Q18: Initiatives

I. Operational Front

- a) **Significant increase in the participation of customers belonging to the segments we serve** through the reengineering of the profiling process of target customers
- b) **Important contribution of the canvass channel** by extending our outreach beyond the existing commercial network
- c) **Important adjustments to our collection standards**, with a variable compensation scheme oriented to results
- d) **Larger commercial outreach in the United States** through an incremental participation in digital media and marketing in English

II. Financial Front

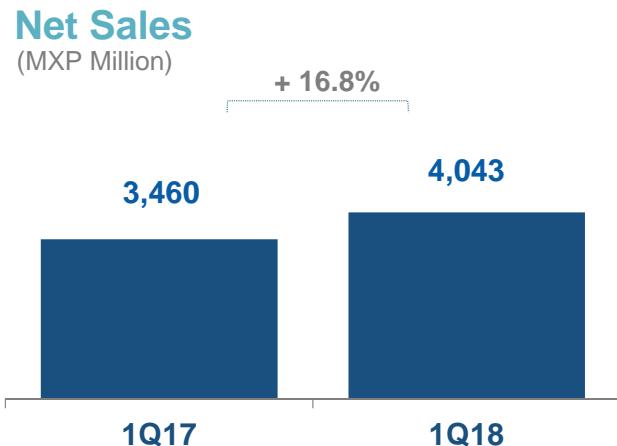
- a) **Strengthening of the credit profile**, with bank deposits as our main source of funding, representing more than the 75% share of the Company's total financing
- b) **Financial structure enhancement**; achieving a **lower level of indebtedness**, due to:
 - Amortization of aprox. Ps.230 million of short-term debt during 1Q18.
 - Monetization of assets: Progress in the purchase-sale negotiations of Ps.300 million.



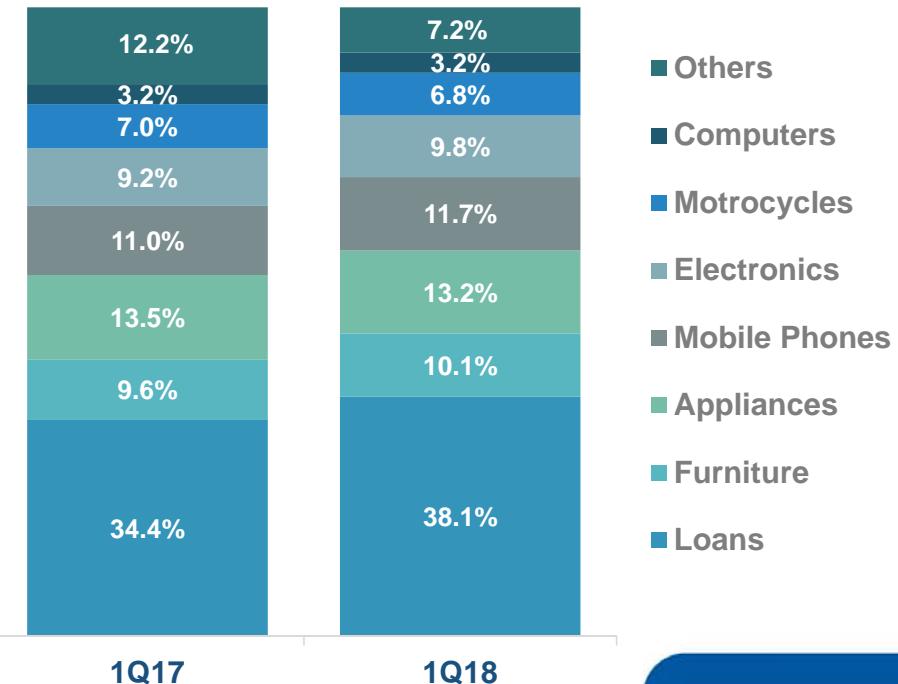
Famsa Mexico

2. Famsa Mexico

During 1Q18 durable goods fundamental categories recorded a generalized growth, while achieved a higher speed and control in the credit origination process

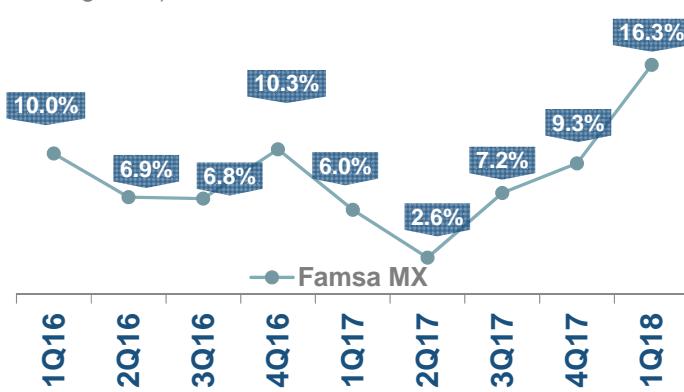


Sales by product mix



Same-Store Sales (SSS)

(Annual growth)



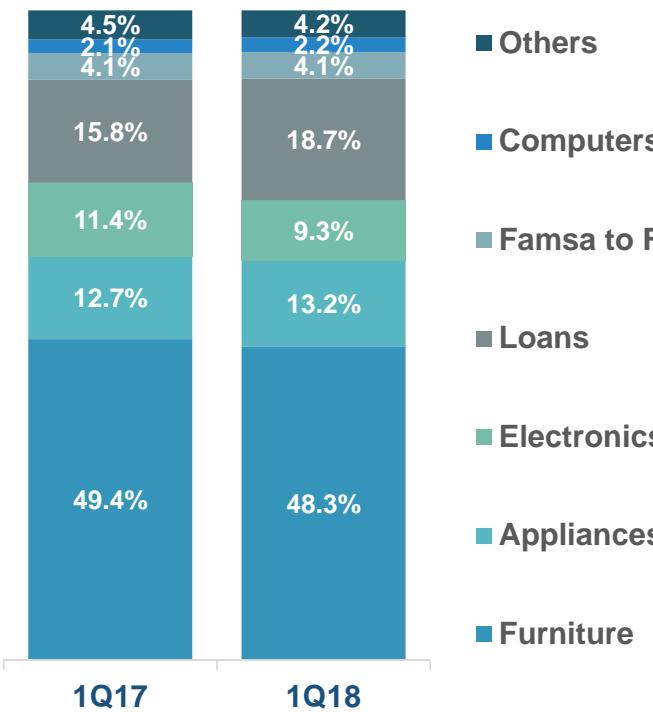


Famsa USA

3. Famsa USA

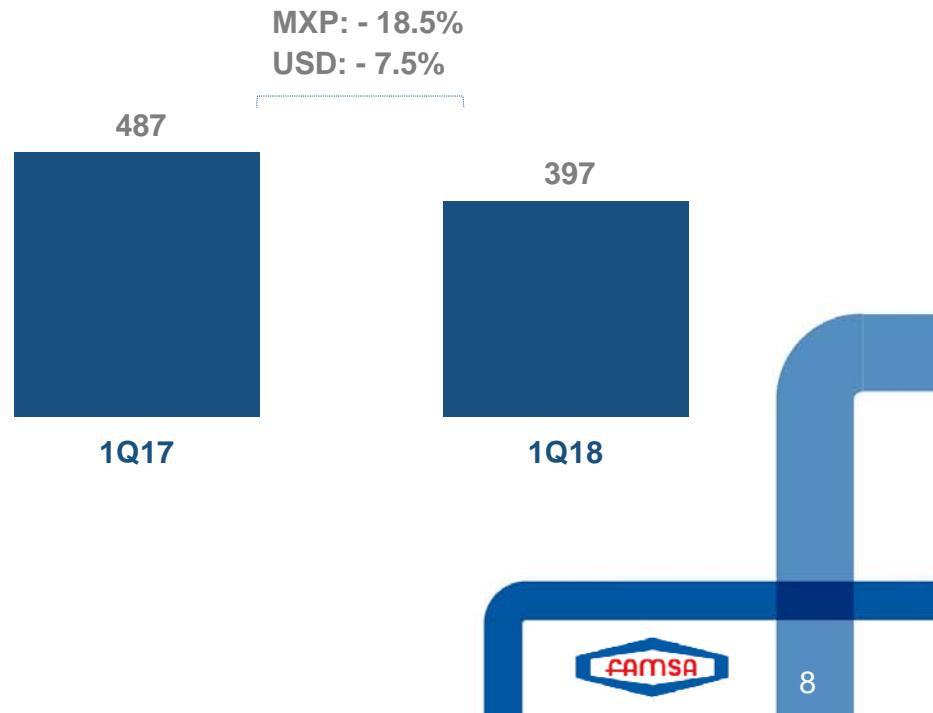
Famsa USA continued the improvement of its commercial front through advertising campaigns directed in English and a greater participation in digital media

Sales by product mix



Net Sales

(MXP Million)

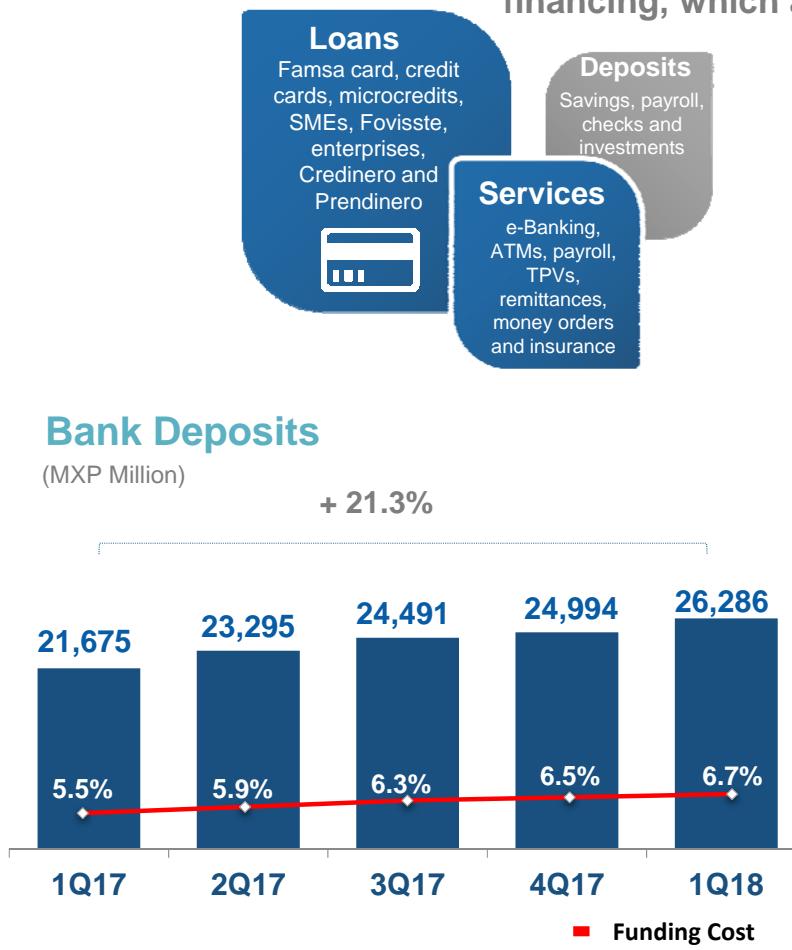




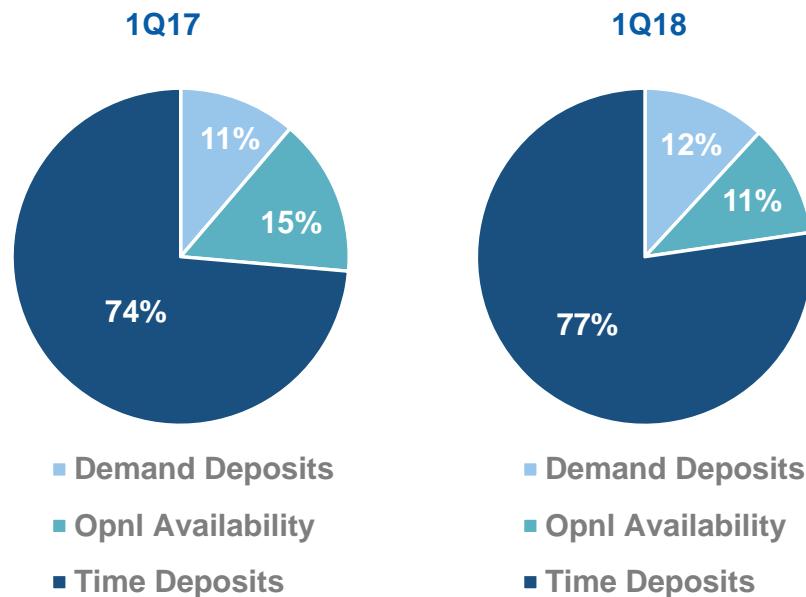
Banco Famsa

4. Banco Famsa

Bank deposits as of March 31, 2018 accounted for a participation above 75% of the Company's total financing, which amounted to Ps.26,286 million



Bank Deposits Mix

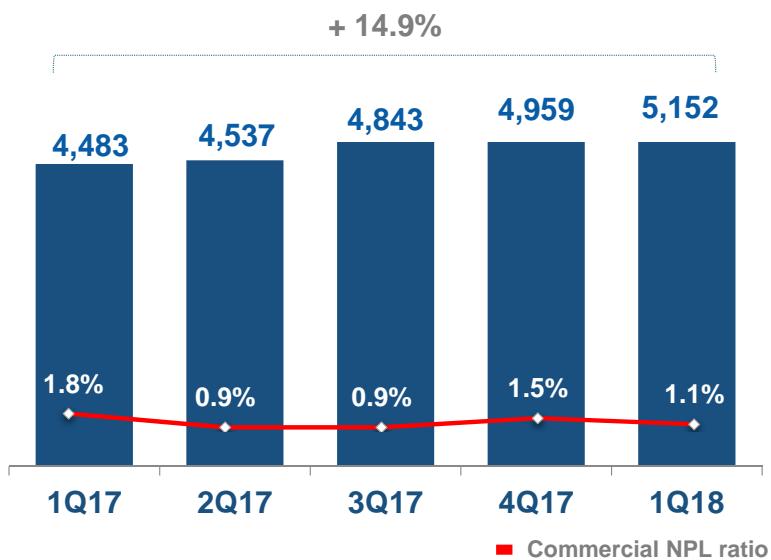


4. Banco Famsa

We estimate to double our SMEs credit origination towards 2019 with an incremental contribution from our canvassing channel

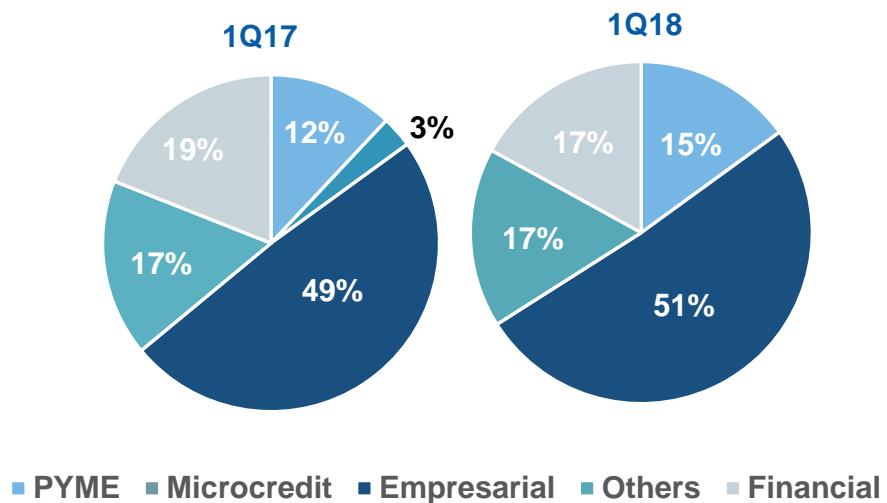
Portfolio of Loans*

(MXP Million)



*Gross Balance
Source: Banco Famsa

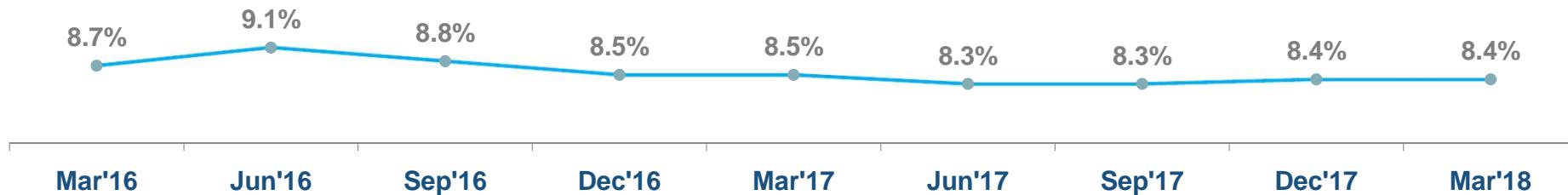
Portfolio of Loans Mix



4. Banco Famsa

The Non-Performing Loans ratio (NPL) ended at 8.4%, decreasing 10 bps. vs 1Q17, given the strengthening of our credit base

Non-performing Loans Ratio (NPL)**



**Includes credits discounted by payroll
Source: Banco Famsa





Consolidated Results

5. Consolidated Results – Net Sales

Net Sales increased by 12.2% year over year in 1Q18

Same Store Sales (SSS)

	1Q17	1Q18
Total	+2.3%	+13.8%
Famsa Mexico	+6.0%	+16.3%
Famsa USA*	(24.1%)	(1.9%)

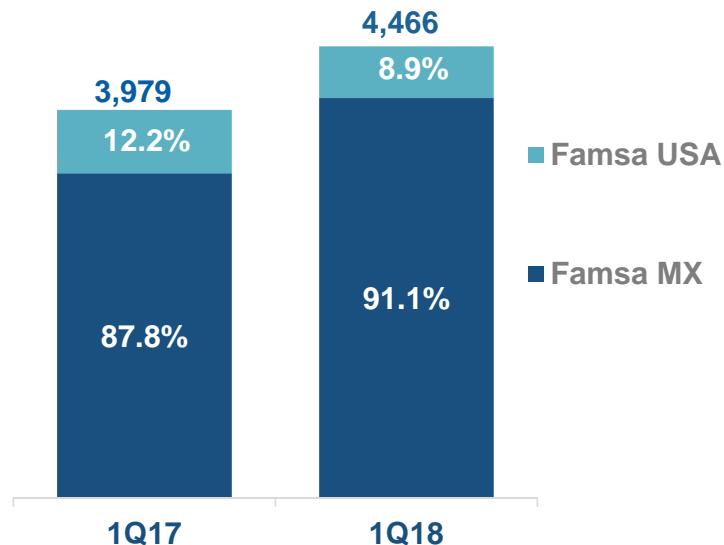
*Excluding exchange rate effect

*Mexican Pesos

Net Sales by country

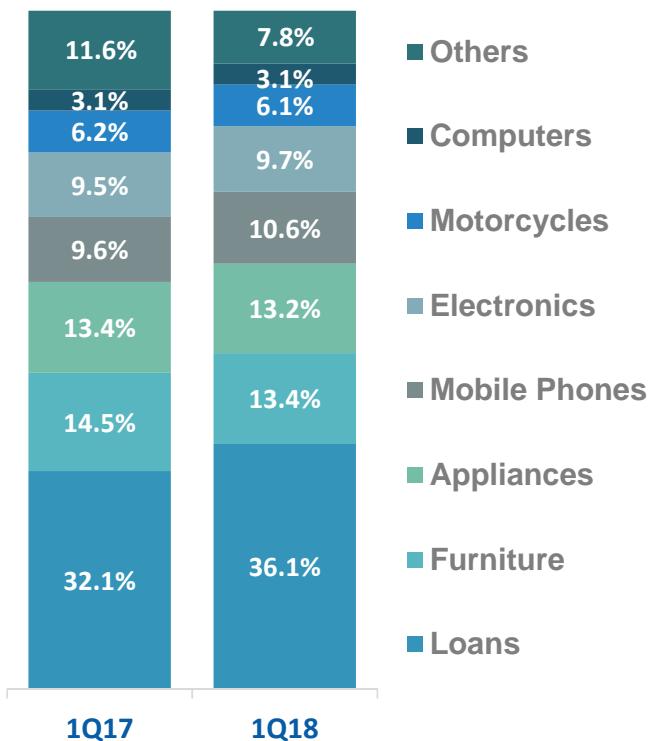
(MXP Million)

+ 12.2%

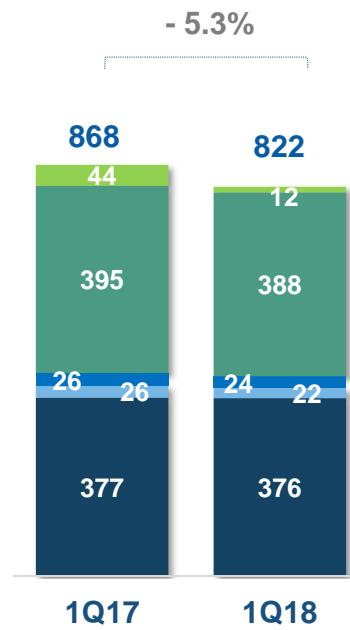


5. Consolidated Results – Net Sales

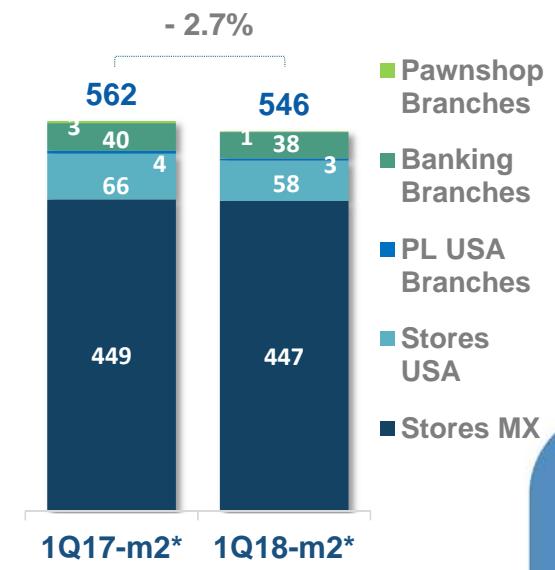
Net Sales by product mix



Business-units



Retail-area

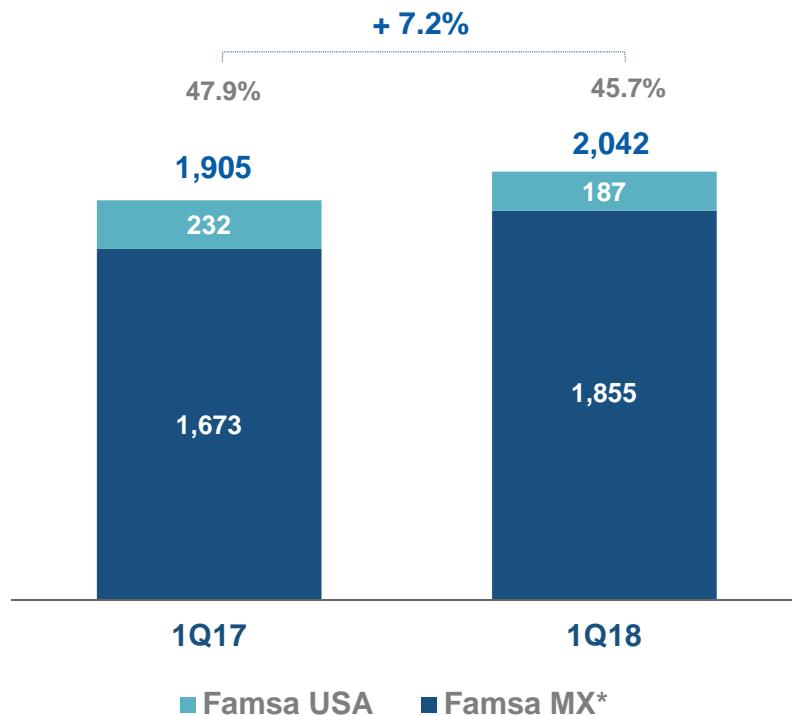


*m² in thousands.

5. Consolidated Results

Gross Profit

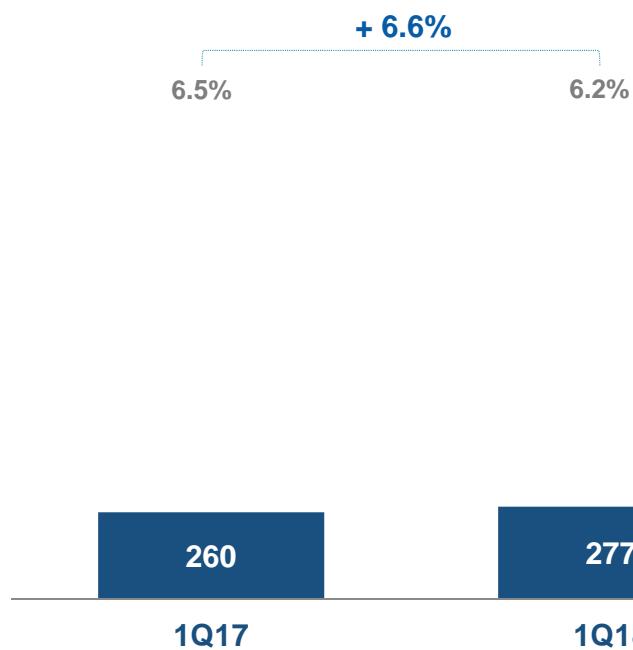
(MXP Million)



*Includes other segments and intercompanies

Financial expenses⁽¹⁾

(MXP Million)



(1) Financial expenses = Interest paid



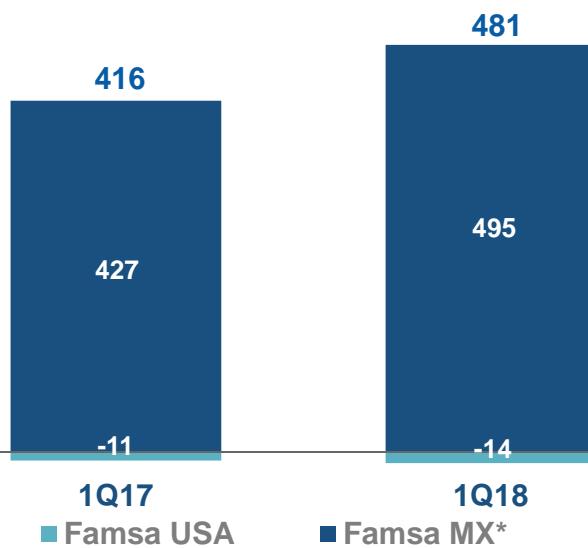
5. Consolidated Results

EBITDA

(MXP Million)

+ 15.5%

10.5% 10.8%

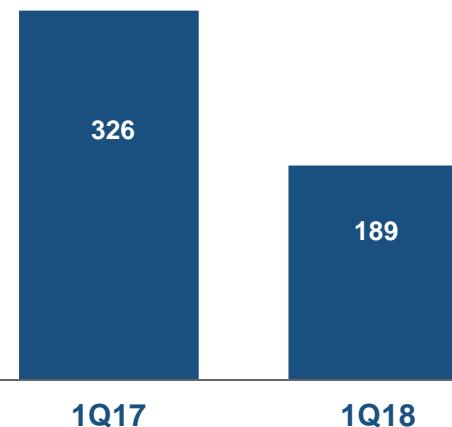


Net Income

(MXP Million)

- 41.9%

8.2% 4.2%



*Includes other segments and intercompanies



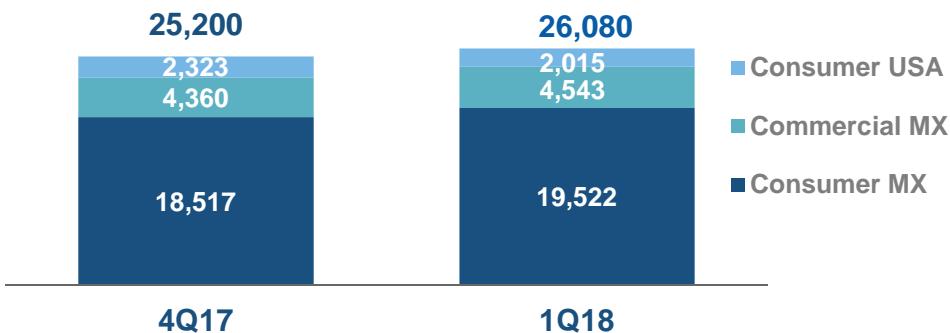


Financial Position Items

6. Financial Position Items

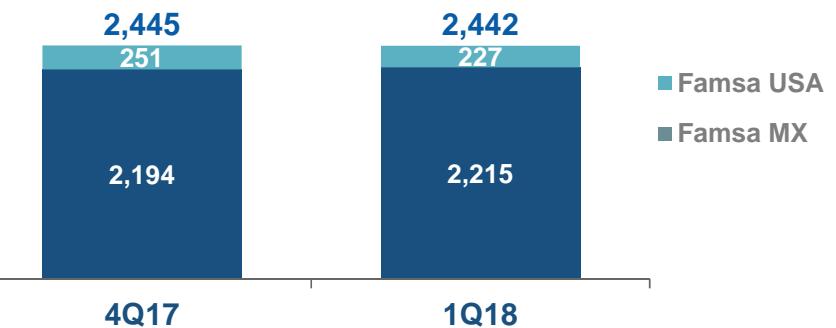
Trade receivables

(MXP Million) + 3.5%



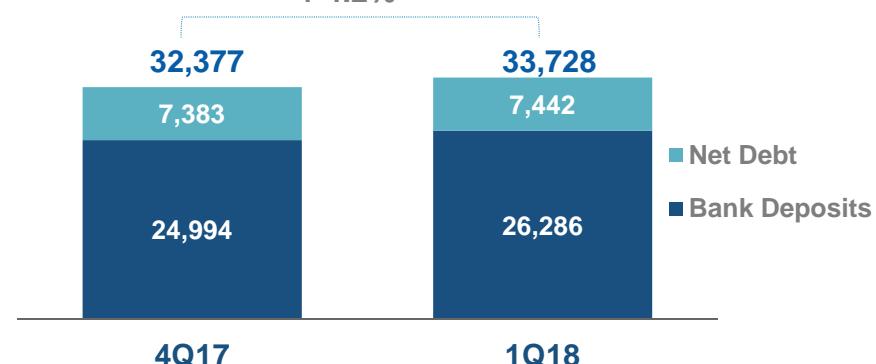
Inventories

(MXP Million) - 0.1%



Net debt & bank deposits

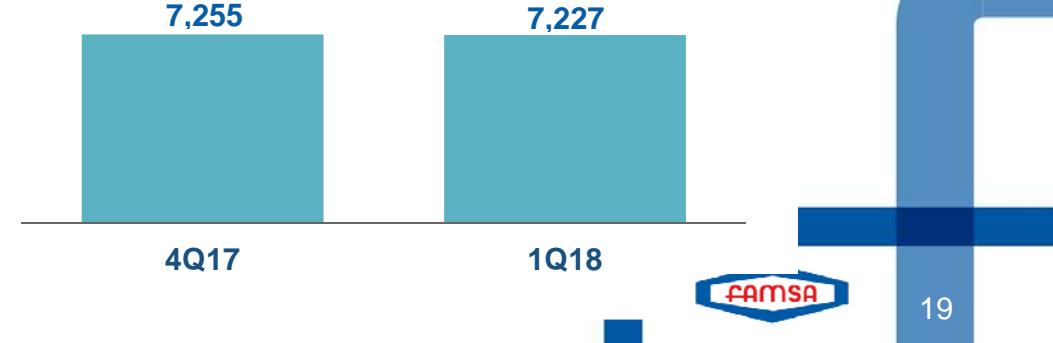
(MXP Million) + 4.2%



Stockholders' equity

(MXP Million)

- 0.4%

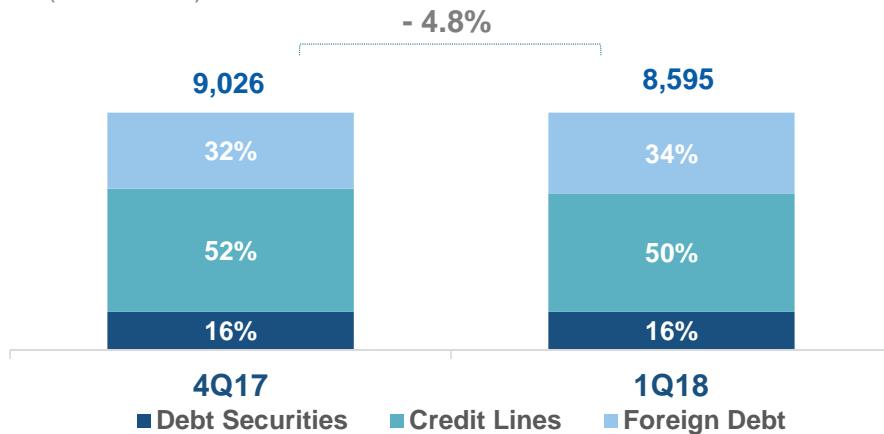


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6. Financial Position Items: Debt Structure

Debt Profile

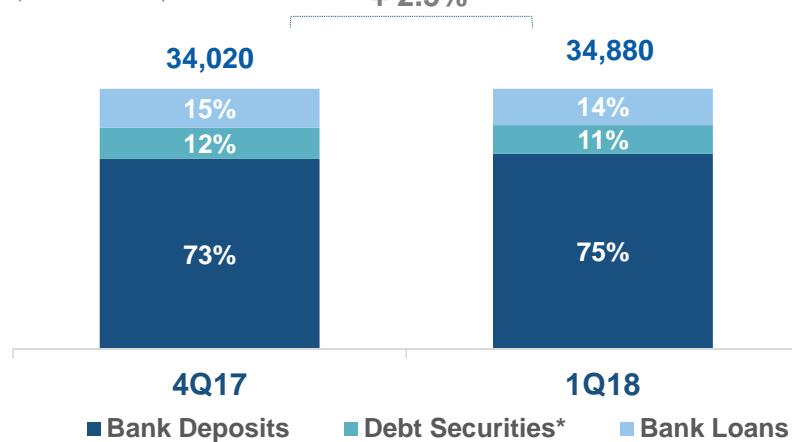
(MXP Million)



- 4.8%

Funding Sources

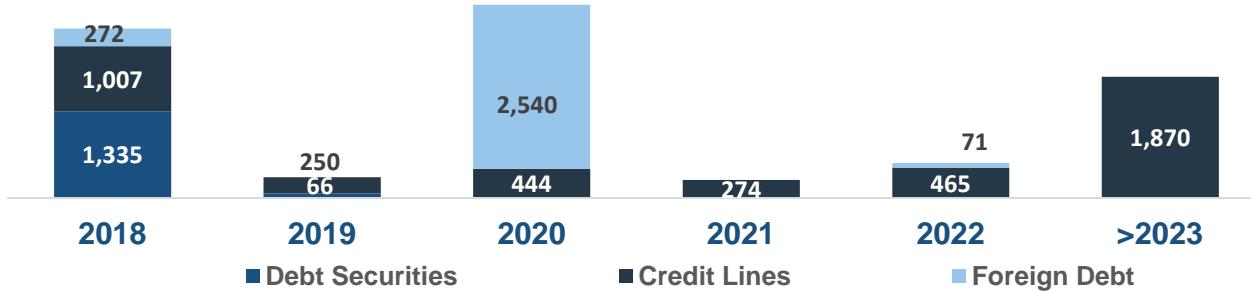
(MXP Million)



+ 2.5%

Debt Maturity Schedule

(MXP Million)

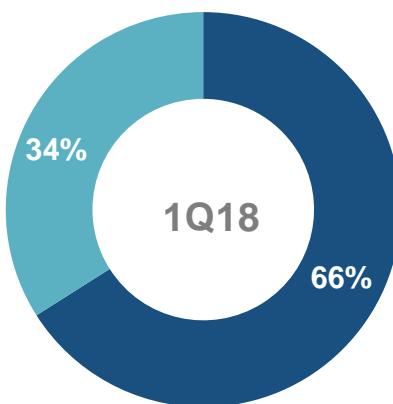
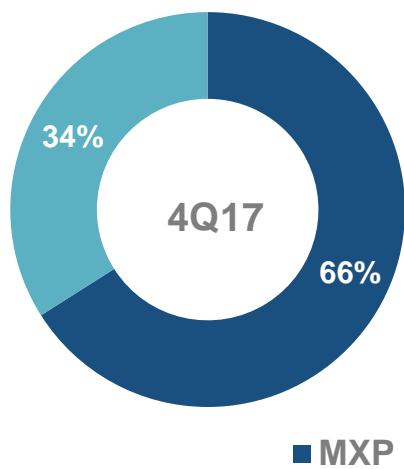


* Includes local notes and foreign senior notes.

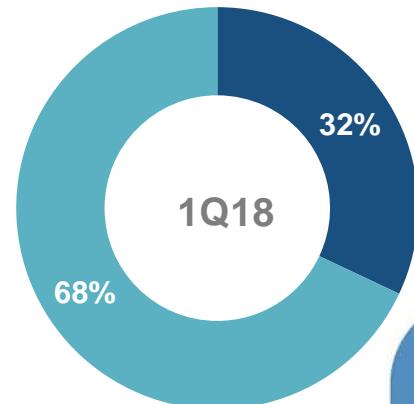
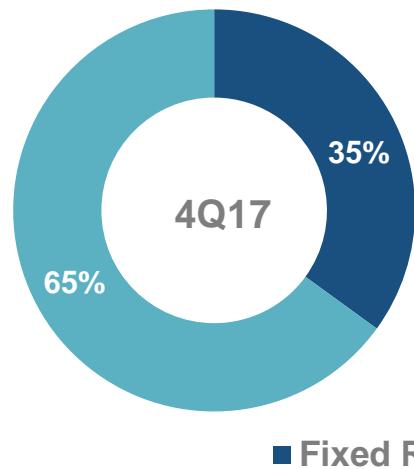


6. Financial Position Items: Debt Structure

Debt Profile: By Currency



Debt Profile: By Interest Rate



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