

## BANORTE, THE ALLY OF RECOVERY FOR MEXICAN FAMILIES: CONSUMER PORTFOLIO GROWS 5% DURING 3Q21

- As of 3Q21 Total Performing Loans reached Ps 813.25bn, 2% annual growth.
- The Consumer portfolio, which reflects growth of Mexican families, reached Ps 317.25bn, 5% growth vs. 3Q20.
- NPL ratio totaled 1.2%, among the healthiest in the financial system.
- Banorte's Capital Adequacy Ratio totaled 21.86% for 3Q21, one of the most solid in the country.
- Total Core Deposits reached Ps 732.98bn, 1% higher than 3Q20.
- Net Income for the quarter totaled Ps 8.87bn, a slight (0.4%) decline vs. 3Q20; ROE stood at 15.4% and ROA at 2.0%.
- "Mexican families need the support of a strong bank, and this is why Banorte is here, in good and bad times. Now that we see clear signs of economic recovery, we will continue trusting them and supporting their dreams" Carlos Hank González.

**Mexico City, October 21<sup>st</sup>, 2021.**— As part of its commitment towards the economic recovery of Mexican families, **Grupo Financiero Banorte (GFNorte)**, grew its **Consumer Loan** Portfolio by **5%** vs. 3Q20, highlighting an **8%** growth in **Mortgages**, **4%** in **Payroll** loans, and **2%** in **Auto** loans.

In line with this commitment, at the end of the quarter, Banorte totaled more **than 171,000 mortgages**, and **more than 191,000 auto loans**.

Moreover, GFNorte holds one of the healthiest loan portfolios in the system, with **NPL ratio at 1.2%**.

**Carlos Hank González, Chairman of the Board of GFNorte, said:**

*"Mexican families need the support of a strong bank, and this is why Banorte is here, in good and bad times. Now that we see clear signs of economic recovery, we will continue trusting them and supporting their dreams".*

## Deposits

**Total Core Deposits** rose **1%** during the period, totaling Ps 732.98bn. **Demand Deposits** grew **2%** to Ps 519.39bn, while **Time Deposits declined 3%**, ending at Ps 213.60bn.

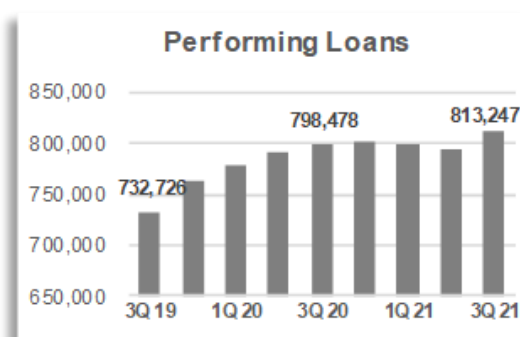
## Asset Quality

As of 3Q21, la **Total Performing Loans** of the group totaled Ps 813.25bn, **2%** higher than 3Q20.

The **Commercial** portfolio totaled Ps 198.26bn, 5% annual growth; **Corporate** loans reached Ps 136.34bn, down 7%, and **Government** loans at Ps 161.40bn, **1% lower** than 3Q20.

Performing Loans*	3Q20	3Q21	Change
<b>Consumer</b>	301,005	<b>317,247</b>	5%
<b>Commercial</b>	188,237	<b>198,258</b>	5%
<b>Corporate</b>	146,626	<b>136,343</b>	(7%)
<b>Government</b>	162,609	<b>161,400</b>	(1%)
<b>Total</b>	<b>798,478</b>	<b>813,247</b>	<b>2%</b>

\*Million Pesos



**Consumer** loans, which reflect financing to Mexican families, reached Ps 317.74bn, **up 5%** vs. 3Q20.

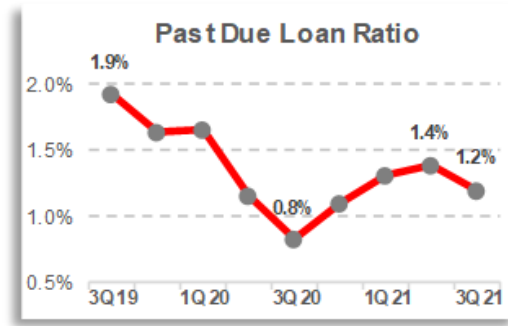
**Mortgages** grew **8%**, reaching Ps 197.74bn, while **Auto** loans rose **2%** to Ps 27.91bn.

**Payroll loans** totaled Ps 54.53bn, **4% higher** than 3Q20, and **Credit Card** balances totaled Ps 37.07bn, **down 4%**.

Consumer Portfolio*	3Q20	3Q21	Change
<b>Mortgages</b>	182,685	<b>197,737</b>	8%
<b>Auto Loans</b>	27,394	<b>27,914</b>	2%
<b>Credit Cards</b>	38,585	<b>37,065</b>	(4%)
<b>Payroll Loans</b>	52,342	<b>54,532</b>	4%
<b>Total Consumer</b>	<b>301,005</b>	<b>317,247</b>	5%

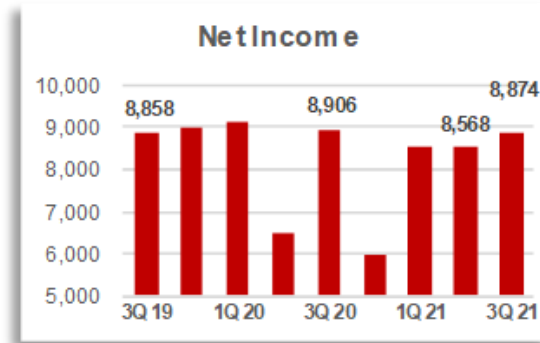
\*Million pesos

**NPL ratio** reached **1.2%**, from 0.8% in 3Q20, and 1.4% in 2Q21. **Coverage Ratio** totaled **173.7%**.



**Main Financial Highlights**

During 3Q21, GFNorte reported **Net Income of Ps 8.87bn**, down 0.4% vs. 3Q20.



**EPS** for the group totaled **Ps 3.08** during 3Q21; **ROE** at **15.4%**; **ROA** at **2.0%**, and **Efficiency ratio** totaled **43.9%**.

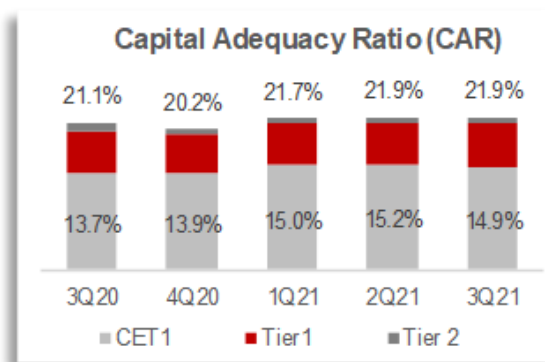


### Capital Strength

At the end of 3Q21 GFNorte remains as one of the best capitalized financial institutions in the country, with **CAR** of **21.86%**, up from 21.92% in the previous quarter.

**CET1** reached **14.86%**; **LCR** at **183.7%**, and **Leverage Ratio** reached **11.6%**.

Banorte far exceeds capital requirements set forth by both, the Mexican regulatory entities and Basel III.



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### Current Events

**1. GFNORTE WAS INCLUDED FOR THE FOURTH CONSECUTIVE YEAR IN THE FTSE4GOOD EMERGING MARKET SUSTAINABILITY INDEX**

In June 2021, GFNorte was once again within the FTSE4Good Index Series, considering itself as a company that meets the highest sustainability standards dictated by the FTSE London Stock Exchange. This index is made up of 557 companies where 15 of them are Mexican companies. The companies were evaluated in areas of climate change, biodiversity, labor standards, health and safety, and risk management and corporate governance. GFNorte is ranked number 5 in market capitalization in the “Emerging Latin America” division, ranking two places above from last year’s rankings.

**2. GFNORTE SUCCESSFULLY CONCLUDES THE “BANORTE ADOPTS A COMMUNITY” RECONSTRUCTION PROGRAM AND EXCEEDS THE SET GOALS**

On September 20, 2021, Grupo Financiero Banorte (GFNorte) delivered 650 houses to families affected by the earthquakes in 2017, surpassing its original goal of 600 houses. In addition, it developed 9 social infrastructure projects in communities to improve their quality of life: commercial markets, community centers, school equipment, and a water treatment plant. More than 28,000 actions related to health, food, education, and culture were carried out. During the pandemic, 6,500 pantries were delivered. Carlos Hank González stated “We have stood next to the communities affected by the earthquakes over the course of 4 years in order to empower them, providing them with tools to achieve a state of well-being in a sustained way. Our commitment is with Mexico and the Mexican families”.

**3. GFNORTE IS RECOGNIZED BY THE INSTITUTIONAL INVESTOR MAGAZINE**

In July 2021, Grupo Financiero Banorte (GFNorte) was ranked as the best Mexican financial institution and was positioned among the top 3 in the “Executive Team of Latin America 2021” rankings from the prestigious international publication “Institutional Investor”. To prepare the rankings, Institutional Investor conducted a study with 534 portfolio managers and 231 stock market analysts. The evaluation considered factors such as consistency, granularity, market timing, authority and credibility, market

knowledge, performance conferences, responsiveness, virtual meetings, and presentations. For the eleventh consecutive year, the GFNorte Executive Team remained on the top positions among a total of 341 nominated companies from the Latin American region, acquiring the following recognitions:

- Best CEO - First place (Sell-side).
- Best CFO - First place.
- Best IRO - Third Place (Sell Side)
- Best IR team - Third place.

Additionally, awards were given to the Group for:

- Best management of the COVID-19 crisis - Second Place.
- Best disclosure of ESG financial information - Second Place.
- Best virtual event - Third Place.

#### 4. BANORTE AND VISA LAUNCH THE NEW GENERATION DEBIT CARD IN MEXICO

In alliance with Visa, on August 9, 2021, Banorte launched the new generation debit card. This new type of card can be purchased at 7-Eleven and Farmacias del Ahorro to obtain, replace or renew a plastic without having to go to a branch. The card has Visa technology to make contactless payments and invisible security features (CVV2 and expiration date not printed).

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#### About Banorte

Grupo Financiero Banorte (GFNorte) is the largest Mexican financial institution. It offers financial services to individuals and companies through its businesses: banking, brokerage house, fund operator, insurer, pensions, leasing and factoring company, warehousing, portfolio manager and Uniteller remittance company.

GFNorte also integrates Afore XXI Banorte, the largest in the country by asset management. GFNorte is a public company listed on the main indicator of the Mexican Stock Exchange, and has more than 31,000 employees, 1,100 branches, 9,500 ATMs, 153,000 point of sale terminals and 17,900 correspondents.

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