



Earnings Call

2Q25

July 23rd, 2025

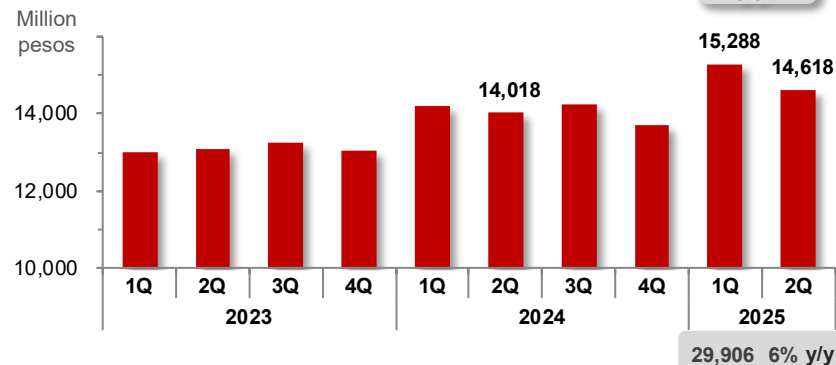
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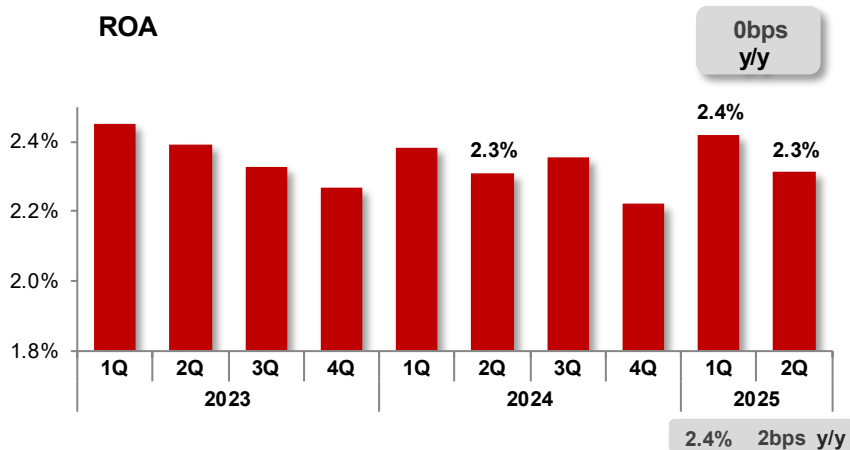
Sound profitability

- **Net Income for the quarter +4% y/y; 1H25 +6% y/y**
 - Sequentially down (4%) mainly driven by seasonality in insurance premiums
 - Net Income negatively affected by FX valorization; (Ps 887 million) affecting NII
- **Increasing ROE at 23.6% +29bps y/y, +17bps q/q; 1H25 23.5%, +84bps y/y**
- **ROA at 2.3%, stable y/y, (11bps) q/q; 1H25 2.4%, +2bps y/y**

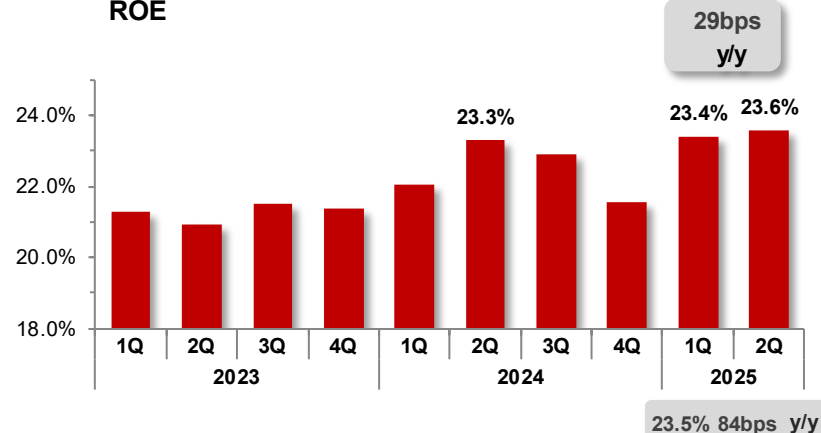
Net Income



ROA



ROE



Business diversification driving profitability

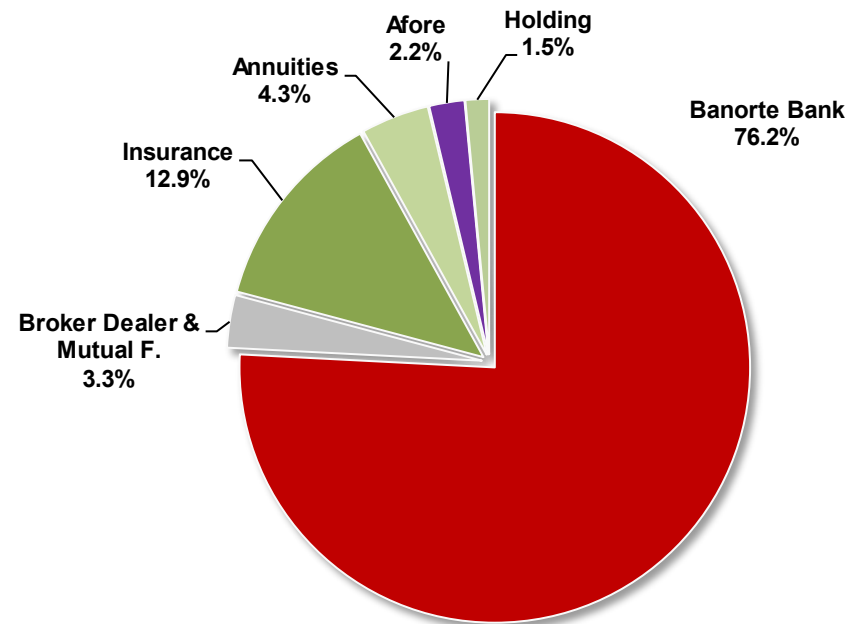
■ Sound business diversification:

- Bank +2% y/y; 1H25 +5%, ROE +29.1%
- Broker dealer & mutual funds +439% y/y; 1H25 +236%
- Insurance +14% y/y; 1H25 +14%
- Annuities (5%) y/y; 1H25 (1%)
- Afore +8% y/y; 1H25 +10%

Net Income by Subsidiary

| Million pesos | 2Q25 | q/q | y/y | 1H25 | y/y | ROE 1H25 |
|----------------------------------|---------------|-------------|-----------|---------------|-----------|--------------|
| Banorte Bank | 11,761 | 7% | 2% | 22,793 | 5% | 29.1% |
| Broker Dealer & M. Funds | 529 | 12% | 439% | 1,000 | 236% | 38.7% |
| Insurance | 1,249 | (52%) | 14% | 3,858 | 14% | 71.5% |
| Annuities | 611 | (11%) | (5%) | 1,294 | (1%) | 24.0% |
| Afore | 319 | (10%) | 8% | 671 | 10% | 11.4% |
| BAP (Holding) | 0 | (39%) | (88%) | 1 | (72%) | |
| Warehousing, Leasing & Factoring | 200 | 28% | (3%) | 355 | (20%) | |
| Bineo | (224) | 23% | (1%) | (513) | (25%) | |
| Holding | 173 | (37%) | (55%) | 447 | (43%) | |
| GFNorte | 14,618 | (4%) | 4% | 29,906 | 6% | 23.5% |

Net Income by Subsidiary 1H25

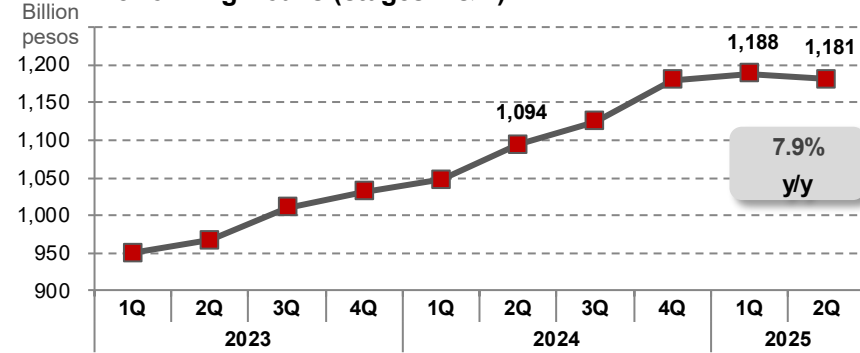


* ROTE 1H25: Banorte Bank 32.7%, Afore 38.4%

Expanding lending activity with stable asset quality

- Emphasis on strengthening strategic relationships
- Portfolio stages 1 & 2 growing +7.9% y/y, Ex-Government +12.6% y/y
- Government book (16.0%) y/y affected by prepayments and short-term maturities
- Annual expansion in commercial and corporates:
 - Commercial loans +11.0%
 - Corporate loans +16.7%

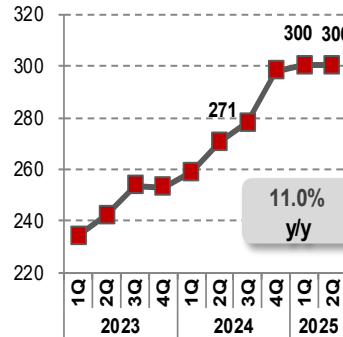
Performing Loans (stages 1 & 2)



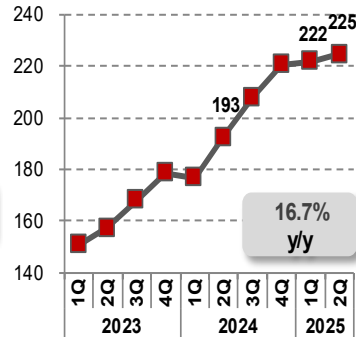
Performing Loans (stages 1 & 2)

| Million pesos | 2Q25 | q/q | y/y |
|---------------------------------------|------------------|---------|----------------|
| Commercial | 300,273 | (0.0%) | 11.0% |
| Corporate | 224,810 | 1.2% | 16.7% |
| Government | 153,128 | (14.1%) | (16.0%) |
| Mortgage | 282,567 | 2.2% | 8.1% |
| Auto | 61,032 | 7.1% | 29.9% |
| Credit Card | 71,869 | 3.8% | 18.0% |
| Payroll* | 86,913 | 2.5% | 9.3% |
| Consumer Loans | 502,381 | 3.0% | 11.9% |
| Total Loans (stages 1 & 2) | 1,180,591 | (0.6%) | 7.9% |
| Ex-Government | 1,027,464 | 1.7% | 12.6% |

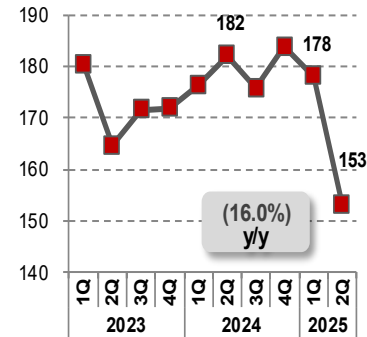
Commercial



Corporate



Government

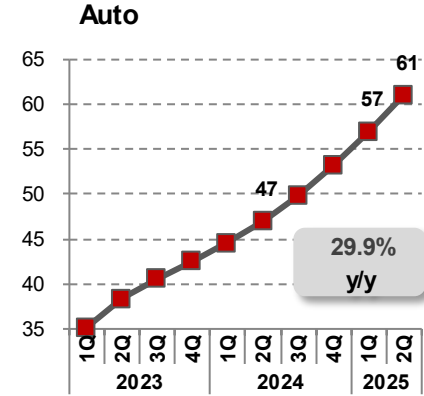
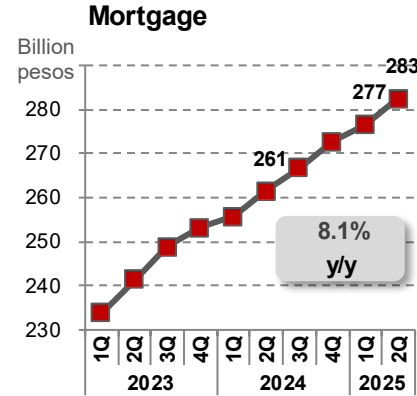


Performing loans = IFRS (Stage 1 + Stage 2)

*Includes Personal Loans

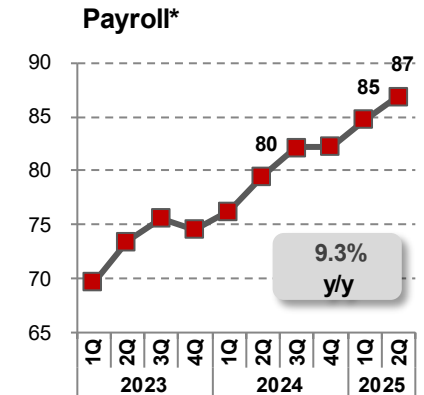
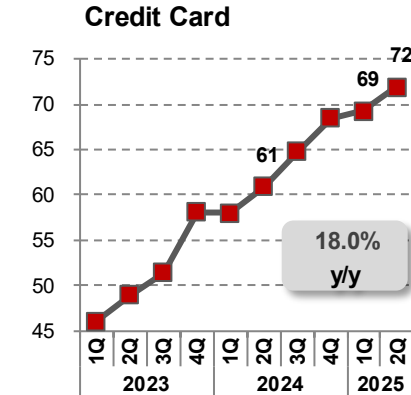
Expanding lending activity with stable asset quality

- Leveraging our analytical ability to select customers
- Expansion in the consumer portfolio +11.9% y/y
- Annual growth across all consumer products:
 - Mortgage +8.1%
 - Auto +29.9%
 - Credit card +18.0%
 - Payroll +9.3%



Performing Loans (stages 1 & 2)

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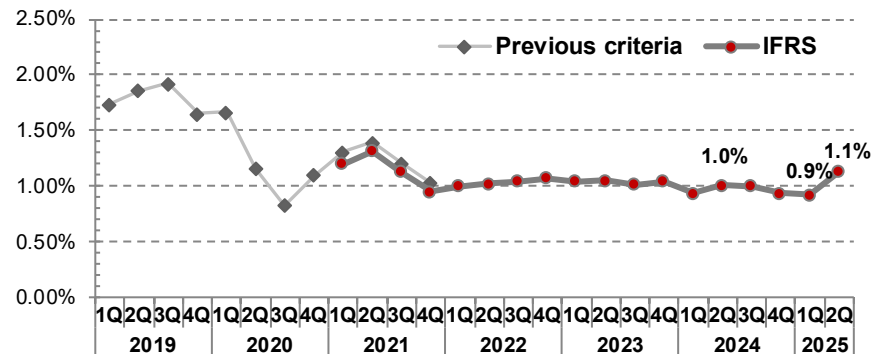


*Includes Personal Loans

Healthy loan portfolio

- Resilient asset quality, below historical levels; NPL at 1.1%
- NPL ratio slight increase on isolated commercial and corporates cases; no negative signs of sector or geography trends

NPL Ratio



Non-performing Loans Ratio

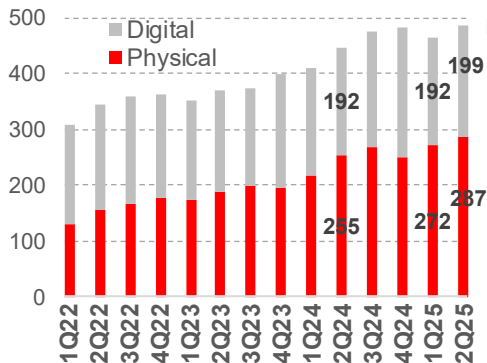
| | 4Q19 | 4Q20 | 4Q21 | 4Q22 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | 4Q24 | 1Q25 | 2Q25 |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Credit Card | 5.4% | 7.8% | 2.3% | 2.4% | 3.3% | 2.8% | 2.8% | 3.1% | 3.1% | 2.9% | 3.2% |
| Payroll | 3.3% | 2.7% | 2.5% | 3.2% | 3.4% | 2.7% | 2.7% | 2.7% | 2.8% | 2.7% | 2.7% |
| Auto | 1.0% | 0.6% | 0.8% | 0.6% | 0.6% | 0.6% | 0.5% | 0.6% | 0.5% | 0.5% | 0.6% |
| Mortgage | 1.1% | 0.9% | 1.0% | 0.8% | 0.9% | 0.8% | 0.8% | 0.8% | 0.8% | 0.8% | 0.8% |
| Commercial | 2.4% | 1.2% | 1.6% | 1.8% | 1.4% | 1.3% | 1.6% | 1.6% | 1.3% | 1.4% | 1.7% |
| SME | 6.6% | 2.0% | 1.8% | 1.1% | 1.1% | 1.3% | 1.4% | 1.5% | 1.4% | 1.7% | 2.2% |
| Commercial ex-SME | 1.3% | 1.0% | 1.5% | 1.9% | 1.5% | 1.3% | 1.7% | 1.6% | 1.3% | 1.3% | 1.5% |
| Corporate | 1.8% | 0.1% | 0.0% | 0.3% | 0.1% | 0.1% | 0.2% | 0.1% | 0.1% | 0.0% | 0.5% |
| Government | 0.0% | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Total GFNorte | 1.7% | 1.1% | 1.0% | 1.1% | 1.0% | 0.9% | 1.0% | 1.0% | 0.9% | 0.9% | 1.1% |

Core Banking Fees keep growing

- Net fees +3% y/y; 1H25 +2% y/y
 - Fees charged on services +6% y/y; 1H25 +8% y/y
 - Fees paid on services +9% y/y; 1H25 +13% y/y
- Core banking fees +6% y/y; 1H25 +8% y/y
- POS transactions +9% y/y; +20% y/y in mobile monetary transactions

POS Transactions

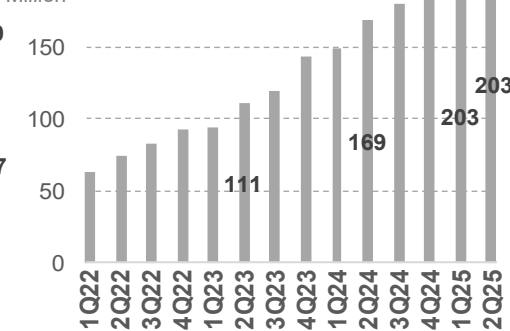
Million



9%
y/y

Mobile Monetary Transactions

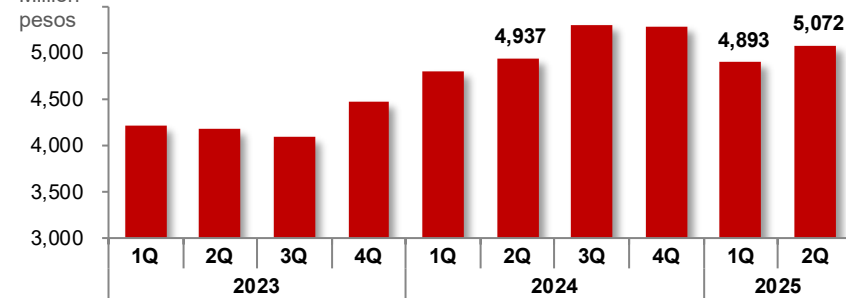
Million



20%
y/y

Net Fees

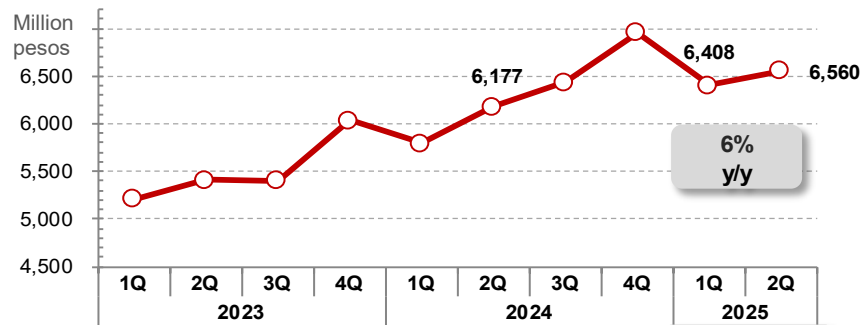
Million pesos



3%
y/y

Core Banking Fees

Million pesos



6%
y/y

12,968 8% y/y

Sustainability Updates



Environmental

- **EDGE*** certification of first 8 out of 64 branches in 2025 for their lower water and energy consumption.
- Launched project to install 24 solar panels in company-owned branches during 2025.
- **Second internal workshop on biodiversity and nature metrics**, in preparation for TNFD reporting in 2026.
- Initiated phase 1 of 2025-2030 reforestation program, planting **226,000 trees** as part of our commitment with **One Trillion Trees** initiative.
- Collection of **+380 kg of recyclable plastic** through an internal recycling campaign.

*EDGE: Excellence in Design for Greater Efficiencies



Social

- **16 financial education workshops** delivered, reaching **+1,000 payroll clients** through our Financial Education Program.
- **Fundación Banorte contributes** to the well-being of Mexican families through initiatives focused on health, housing, education, and women empowerment.

2Q25 highlights:
 - Health: +200 medical consultations for women and children.
 - Nutrition: +9,000 beneficiaries of the Un Kilo de Ayuda program
 - Housing: 1,046 contributions in 7 states
 - Education: 2,363 scholarship beneficiaries
 - Volunteering: +200 employees participating in housing initiatives.



Governance

- **GFNorte** reaffirmed as constituent of **FTSE4Good Index Series in 2025**.
- Published the **2024 Equator Principles Annual Report**, disclosing progress in **social and environmental risk analysis**.
- Published the **2025 Responsible Investment Report of Operadora de Fondos Banorte** following the Principles of Responsible Investment (PRI) guidelines.
- Banorte was certified as **Socially Responsible Company by CEMEFI** for the 14th consecutive year and awarded for the first time the **"Value Chain Development" distinction**, for its progress in building sustainable value chains with suppliers.



Sustainable Business

- **Green Auto loans (Autoestrene Verde)**:
As of 2Q25: **6,845 loans (Ps 2.4 billion)** with an **estimated emissions reduction of 3,525 tCO₂e****
- **Women-led SME loans (Mujer Pyme)**:
As of 2Q25: **Ps 380 million** placed in **184 loans**.

** Emissions' reduction data is only available for 43% of the total hybrid/electric fleet.



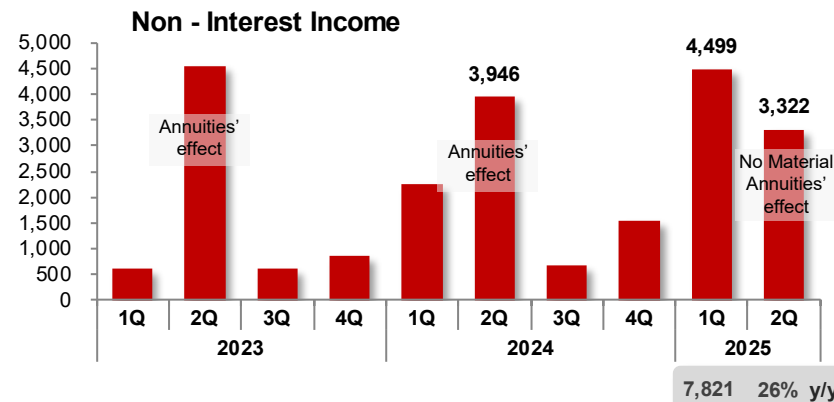
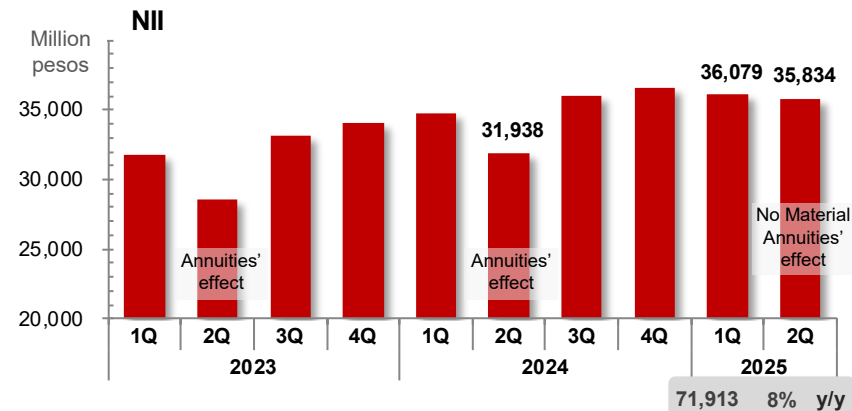
Financial Highlights

Growing Net Interest and Non-Interest Income

- Relevant growth in NII Loans/Deposits +14% y/y; 1H25 +15% y/y
- Negative impact of (Ps 887 million) mainly from FX valorization
- Total NII +12% y/y; 1H25 +8% y/y
- Non-Interest Income (16%) y/y; 1H25 +26% y/y:
 - Net fees +2% y/y
 - Premium income +11% y/y
 - Claims +5% y/y

| Million pesos | 2Q25 | q/q | y/y | 1H25 | y/y |
|-------------------------------|---------------|--------------|--------------|---------------|------------|
| NII Loans/Deposits | 25,611 | 2% | 14% | 50,759 | 15% |
| NII Repos | 4,773 | 0% | (2%) | 9,529 | (8%) |
| NII Valorization Adjustment | (887) | (270%) | (262%) | (1,127) | (415%) |
| NII Insurance | 880 | (12%) | (6%) | 1,881 | 1% |
| NII Annuities | 5,457 | 1% | 79% | 10,872 | 11% |
| NII | 35,834 | (1%) | 12% | 71,913 | 8% |
| Net Service Fees | 5,072 | 4% | 3% | 9,965 | 2% |
| Premium Income | 14,448 | (32%) | 3% | 35,773 | 11% |
| Tech. Reserves Annuities | 4,474 | 17% | 10% | 8,295 | (13%) |
| Tech. Reserves Insurance | 4,345 | (55%) | 64% | 14,003 | 50% |
| Cost of Acquisition Insurance | 162 | (84%) | 8% | 1,167 | 5% |
| Claims | 8,856 | 6% | 4% | 17,223 | 5% |
| Trading Income | 2,451 | 16% | 136% | 4,566 | 120% |
| Other Income | (812) | 17% | (36%) | (1,795) | (26%) |
| Non - Interest Income | 3,322 | (26%) | (16%) | 7,821 | 26% |
| Total Revenues | 39,156 | (4%) | 9% | 79,734 | 9% |

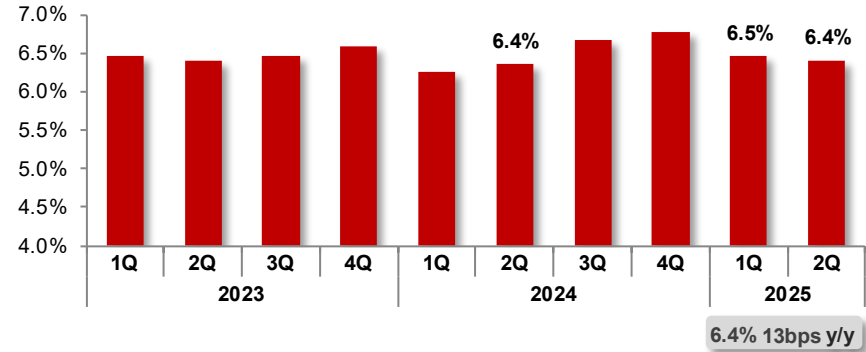
1H24 +357



Resilient core banking ratios

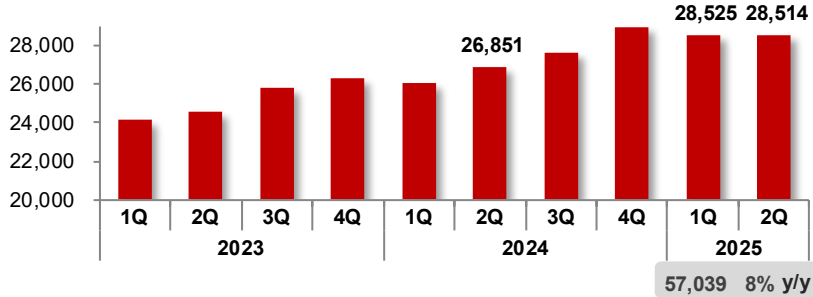
- Bank NIM at 6.4%; 1H25 +6.4%, +13bps y/y
- NII +6% y/y; 1H25 +8% y/y
- Net fees +9% y/y; 1H25 +9% y/y

Bank NIM



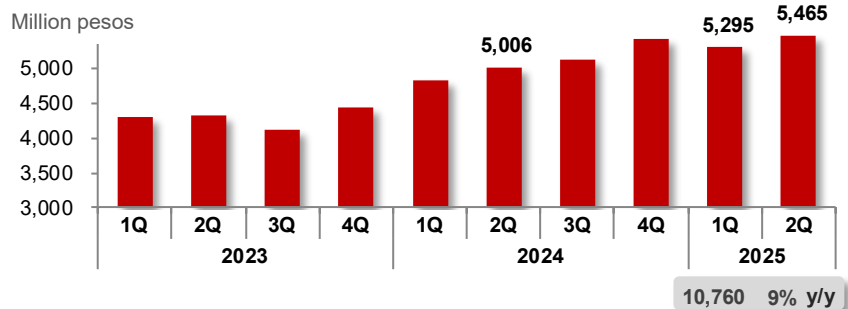
Bank NII

Million pesos



Bank Net Fees

Million pesos

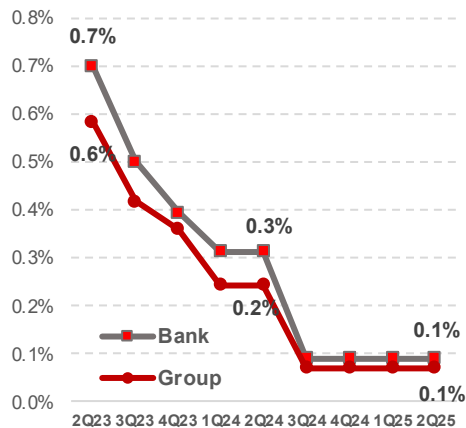


Net Interest Income sensitivity evolution

- Dynamic risk management hedging
- Focus on stable low-cost liabilities
- Active ALCO
- Organic growth of fixed rate portfolio
- Shielded balance sheet from rate cycles

Local Sensitivity / NII

Expected indicators in each quarter

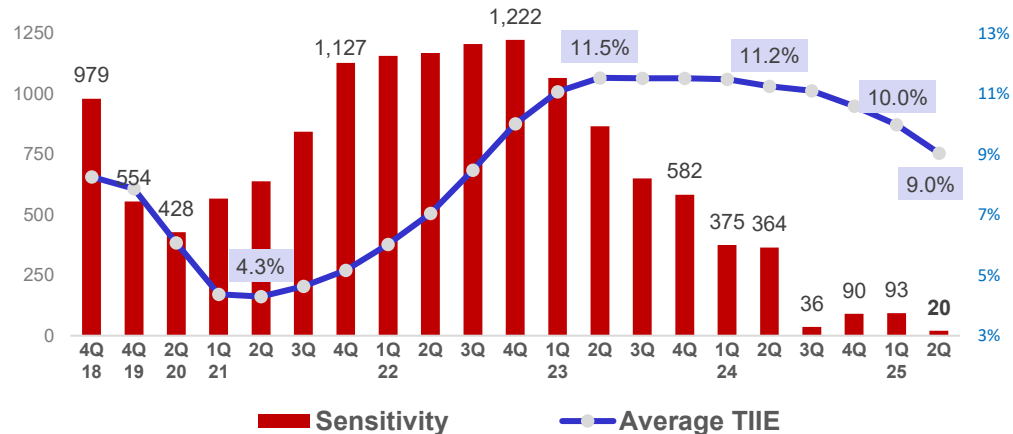


- Expected sensitivity in pesos around ~\$100M, amounting to only ~0.1% in the groups' NII

- In Foreign currency, ~\$500M implies ~0.3% in NII

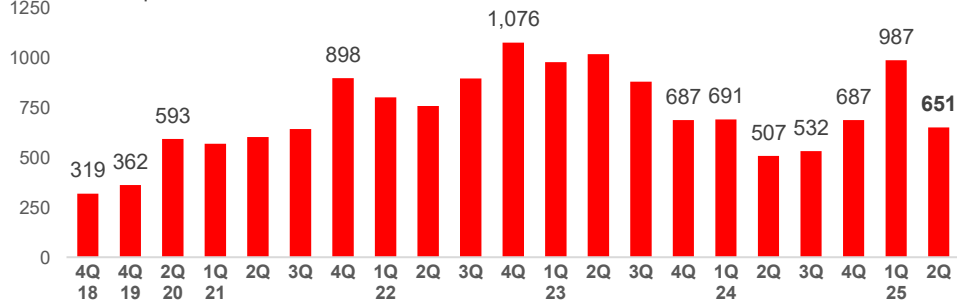
Bank's NII Sensitivity per 100bps change in rate - Local Currency Balance Sheet

Million pesos



Foreign Currency Balance Sheet

Million pesos



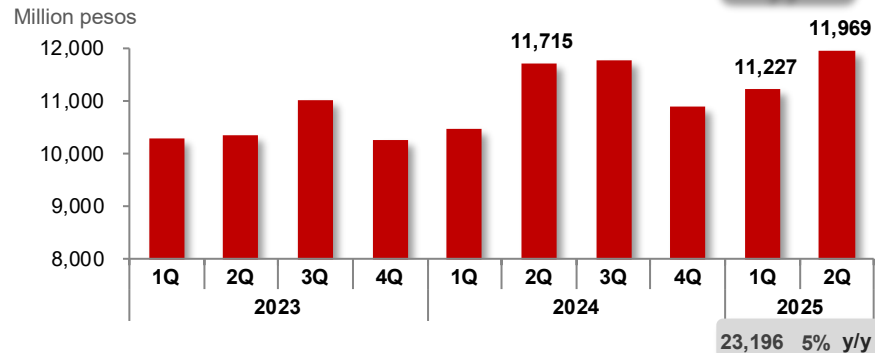
Ongoing profitability at the Bank

■ Bank Net Income +2% y/y; 1H25 +5% y/y

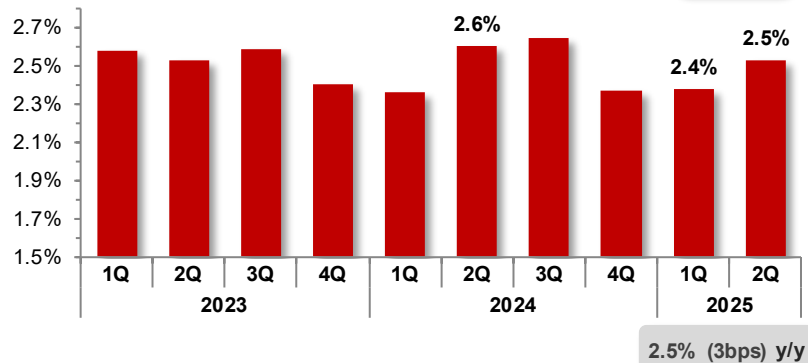
■ ROE at 30.2%; 1H25 29.1%, +34bps y/y

■ ROA at 2.5%; 1H25 2.5%, (3bps) y/y

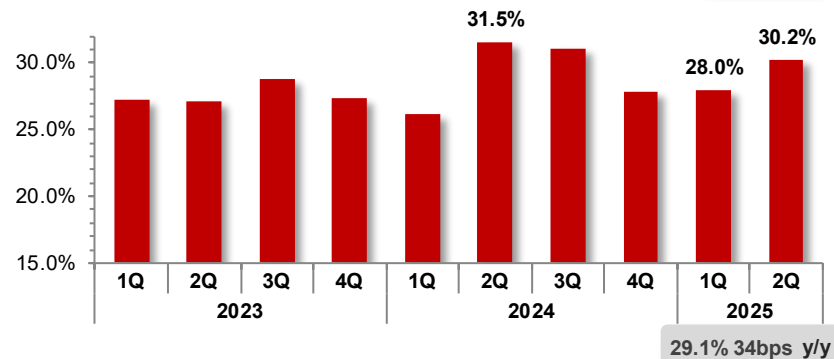
Bank Net Income



Bank ROA



Bank ROE



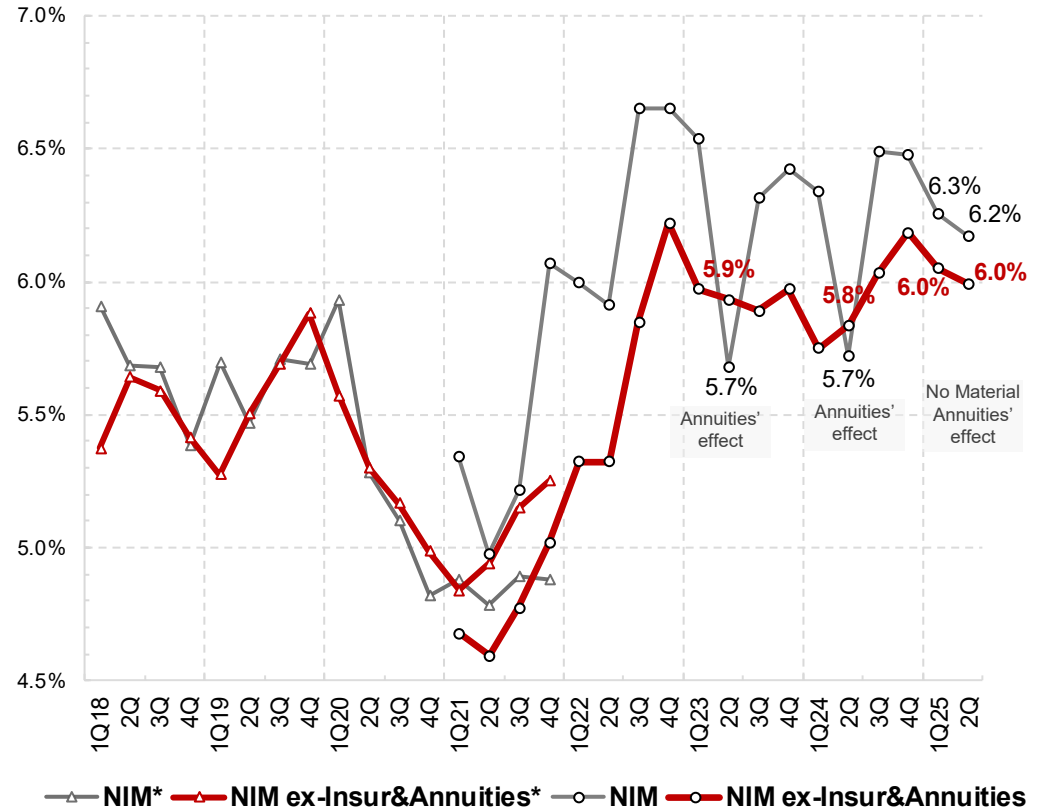
Managerial NIM

■ NIM of the Group at 6.2%

■ Managerial NIM or NIM ex-Insur&Annuities 6.0%;

IFRS adoption in 2022 has added volatility to the annuities and insurance contributions to the margin

- *The exclusion of annuities and insurance provide a better, more stable ratio*



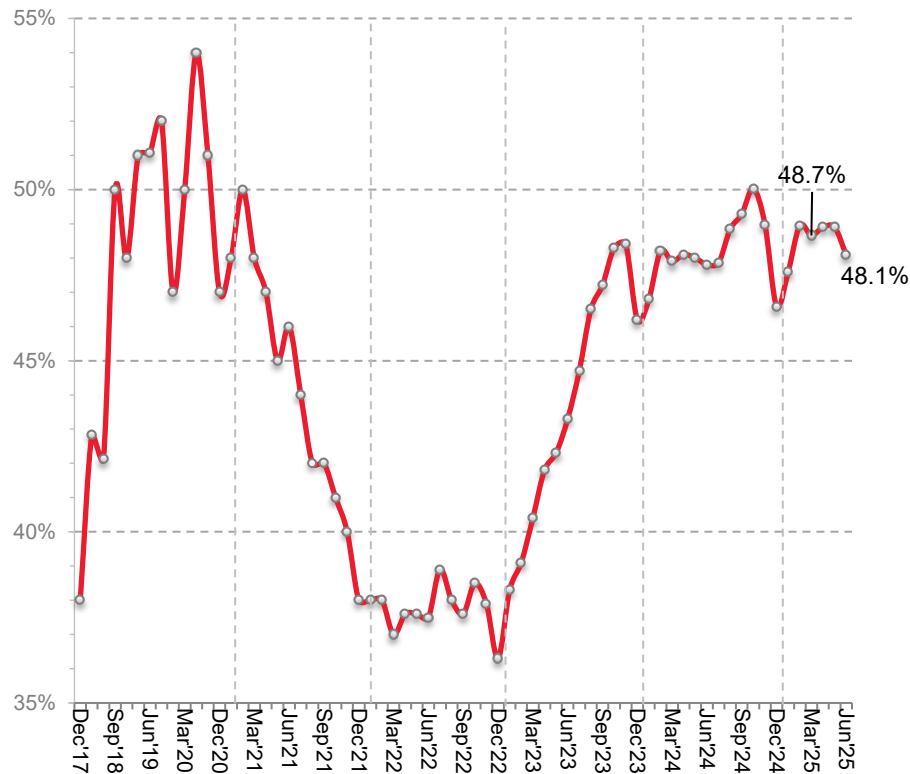
*Previous to IFRS Criteria

Cost of funds optimization

- Core deposits grew +11% y/y
- Non-interest-bearing demand deposits +8% y/y
- Interest-bearing demand deposits +15% y/y
- Time deposits +11% y/y

| (Million Pesos) | 2Q25 | Change | |
|---|------------------|-------------|--------------|
| | | q/q | y/y |
| Non-Interest-Bearing Demand Deposits | 451,902 | 4% | 8% |
| Interest-Bearing Demand Deposits | 335,458 | (6%) | 15% |
| Global Account of Deposits w/o Movements | 4,332 | 3% | 15% |
| Total Demand Deposits | 791,692 | (0%) | 11% |
| Time Deposits – Retail | 336,813 | 3% | 11% |
| Core Deposits | 1,128,505 | 0% | 11% |
| Money Market and Credit Notes Issued | 72,059 | (2%) | (29%) |
| Total Bank Deposits | 1,200,564 | 0% | 7% |

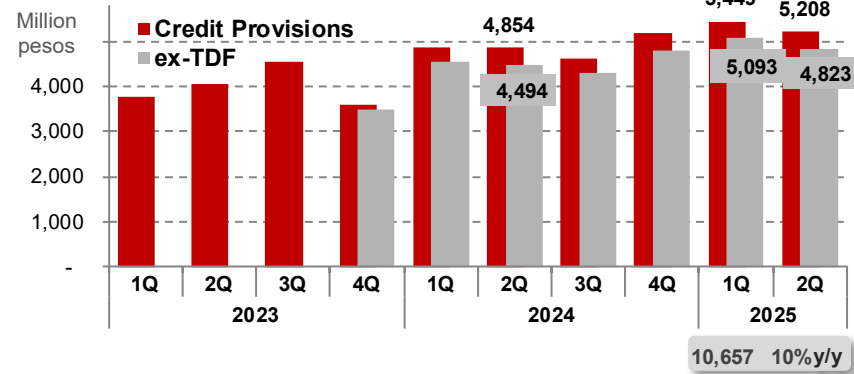
Cost of Funds vs CETES Reference Rate



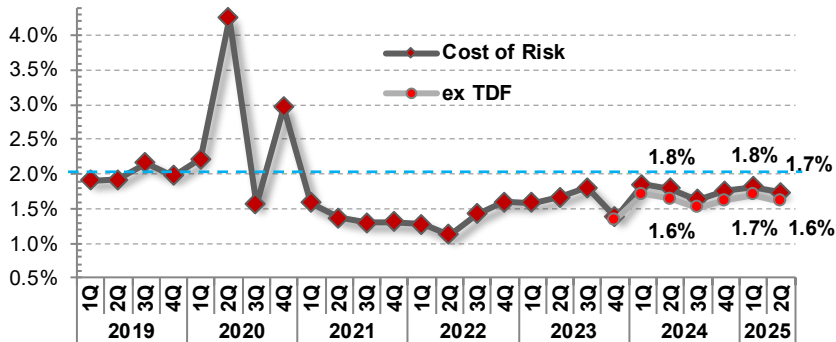
Resilient asset quality

- Credit provisions declined (4%) q/q, 1H25 +10% y/y
- Cost of risk at 1.7%, ex TDF 1.6%
- Write-off rate at 0.41%, ex TDF 0.38%

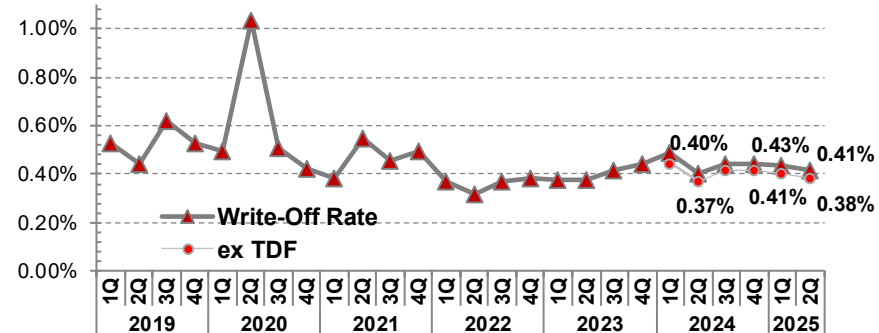
Credit Provisions



Cost of Risk



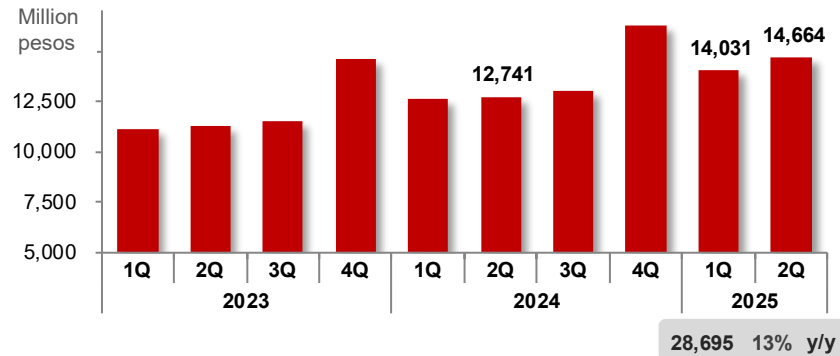
Write-Off Rate



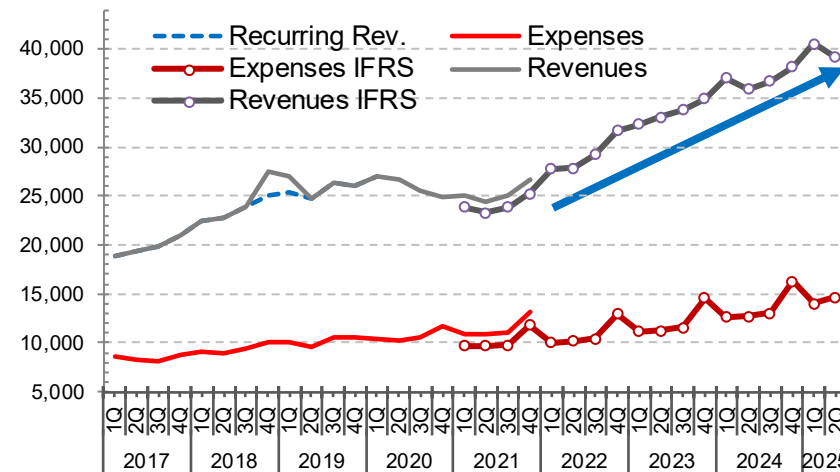
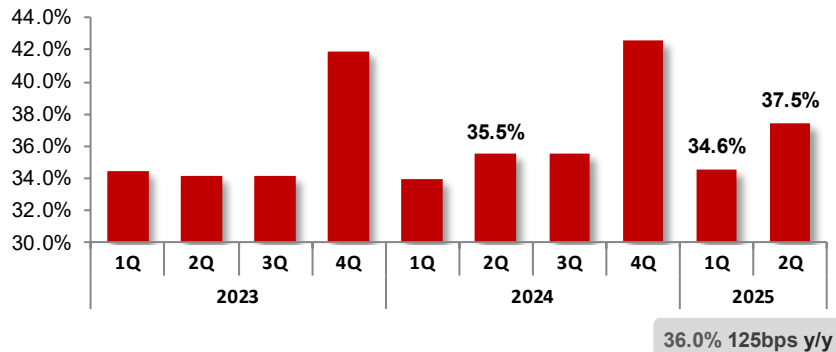
Optimizing expenses & paving the road for the future

- Revenues (4%) q/q, +9% y/y; 1H25 +9% y/y
- Expenses +5 q/q, +15% y/y; 1H25 +13% y/y
- Cost-to-income at 37.5%

Non-Interest Expenses



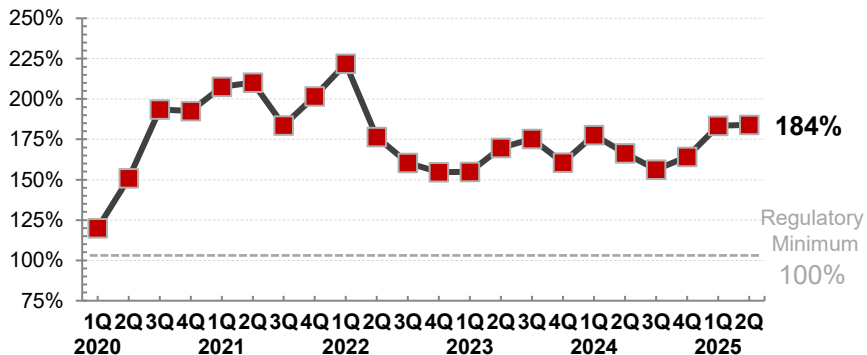
Cost-to-income Ratio



Bank's regulatory capital & liquidity ratios

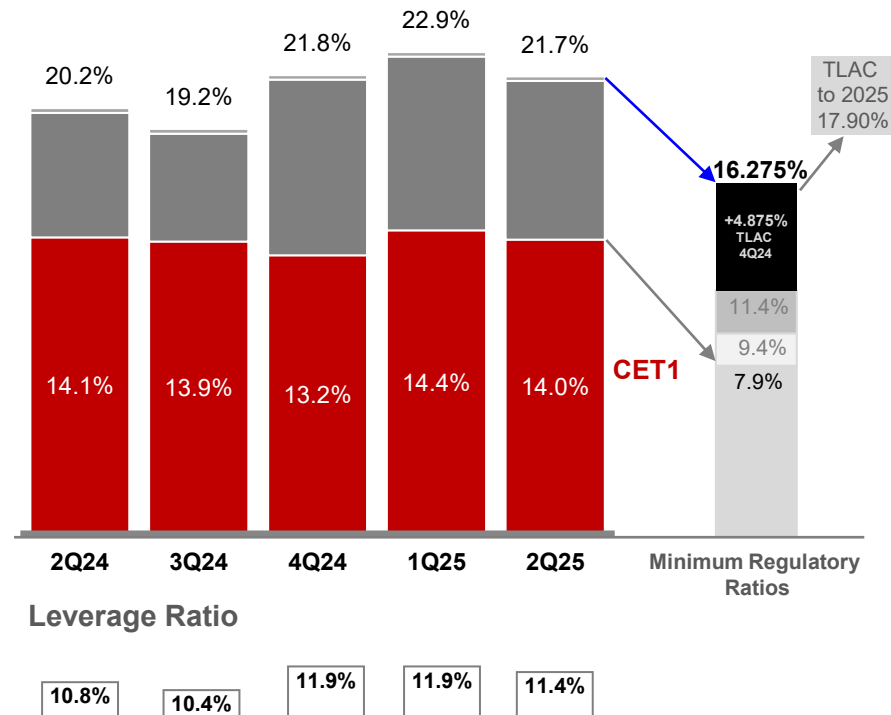
- Strong CAR and CET1, well above regulatory requirements even after dividend distribution
- CET1 converging towards management's optimal range
- Unlevered capital
- Liquidity exceeds minimum regulatory requirements
 - Average LCR at 184%
- Deposits, 99% are sticky
- HTM Unrealized Losses → (26bps) on capital

Average Liquidity Coverage Ratio LCR (%)

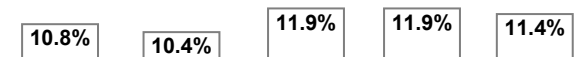


Capital Adequacy Ratio (CAR)

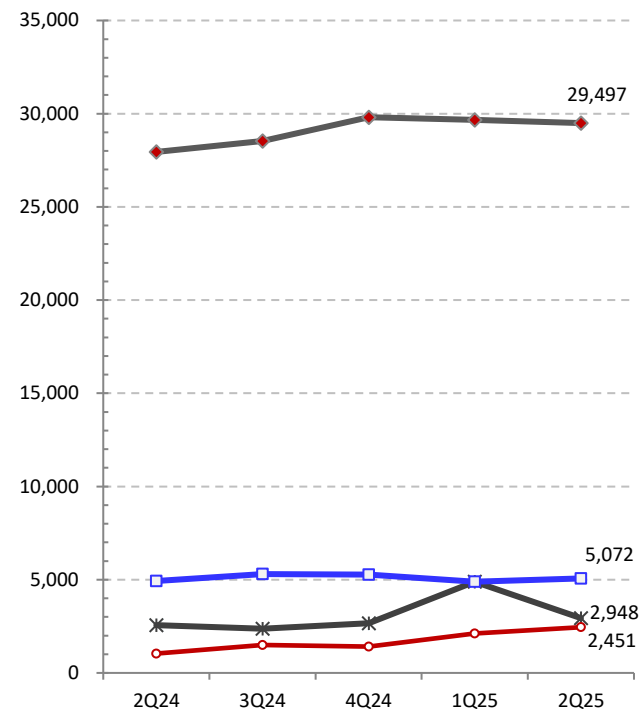
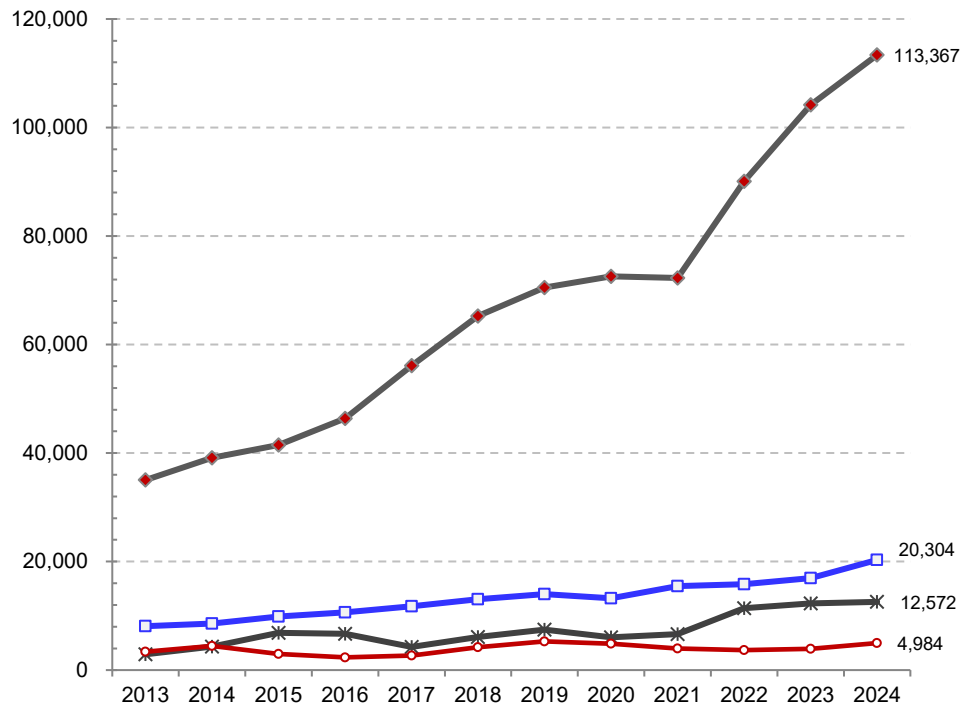
Basel III



Leverage Ratio



Revenue Composition



—◆— NII ex Ins&Ann —*— NII & Tech Results Ins & Ann —□— Net Fees —○— Trading

2025 Guidance

| | Guidance |
|--------------------------|----------------|
| Loan Growth | 8% – 11% |
| NIM | 6.1% – 6.4% |
| NIM of Bank | 6.4% – 6.6% |
| Recurring Expense Growth | 6.0% - 7.0% |
| Total Expense Growth* | 9.0% – 10.5% |
| Efficiency | 36.0% – 37.5% |
| Cost of Risk | 1.8% - 2.0% |
| Tax Rate | 26% – 28% |
| Net Income | 59.6 – 62.1 bn |
| ROE | 21.5% – 23.0% |
| ROE of the Bank | 28.0% – 30.0% |
| ROA | 2.2% – 2.4% |

* Includes organic growth and bineo



Appendix

Selected industry exposures

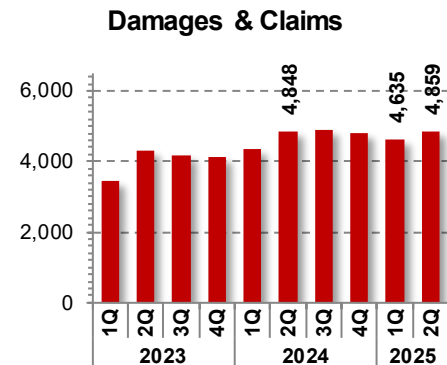
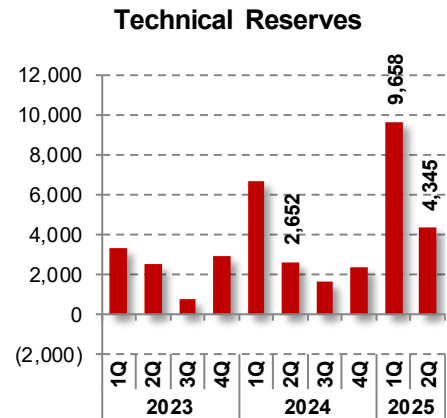
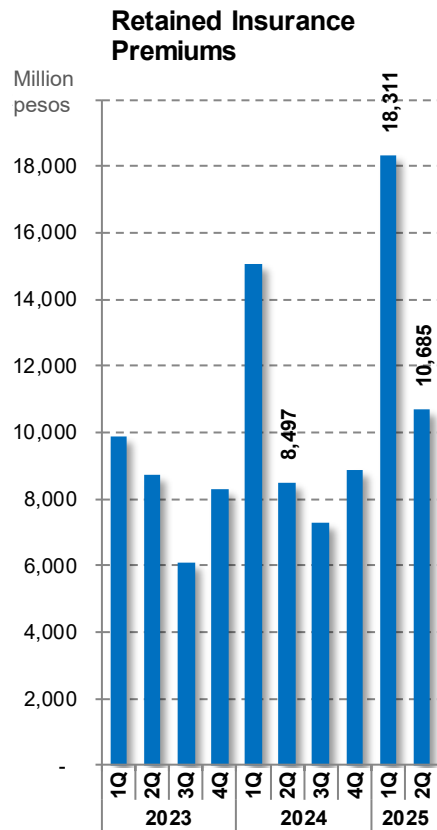
| | Vs. Total Loans 2Q25 |
|---------------------------------------|----------------------|
| Oil Industry* | 2.0% |
| Electricity Companies* | 1.8% |
| Construction & Real Estate | |
| Housing | 1.7% |
| Commercial | 0.9% |
| Others | 1.3% |
| Malls | 1.2% |
| Tourism | 5.6% |
| Restaurants | 0.3% |
| Airports | 0.00% |
| Exporters to USA | 3.3% |

**Including traditional, clean energy and suppliers*

| | Vs. Total Loans |
|--|-----------------|
| SMEs • 80% Nafin / Bancomext guaranteed loans, 47% of SME book | 5.1% |
| Dollar denominated | 15.1% |

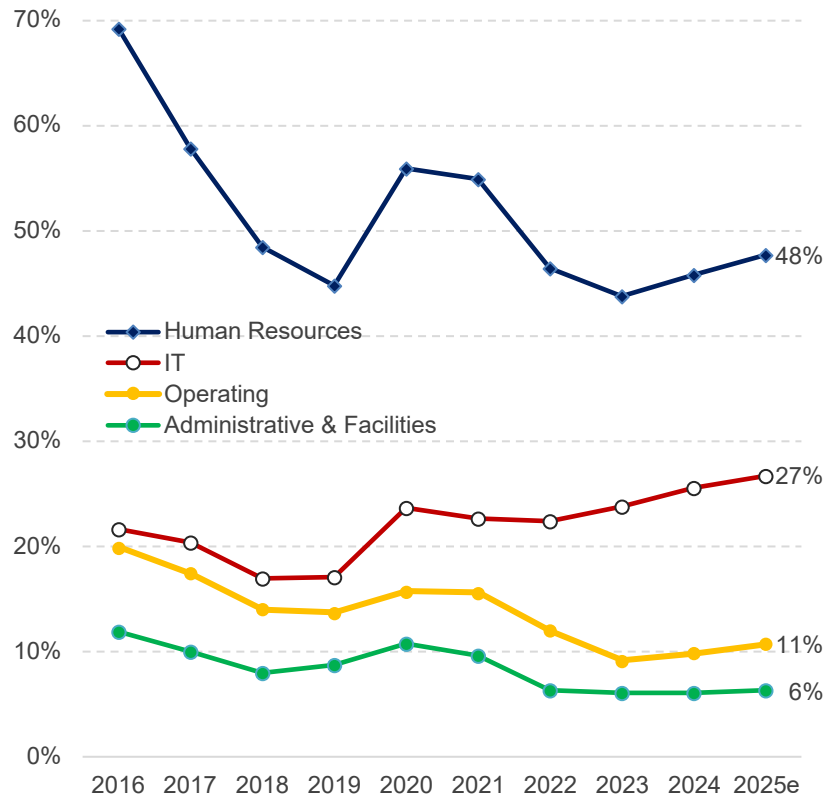
Insurance business operation

| | 2Q25 | q/q | y/y | 1H25 | y/y |
|---------------------------------------|--------|-------|-------|--------|-------|
| Interest Income (Net) | 880 | (12%) | (6%) | 1,881 | 1% |
| Premium Income (Net) | 10,685 | (42%) | 26% | 28,995 | 23% |
| Net Increase in Technical Reserves | 4,345 | (55%) | 64% | 14,003 | 50% |
| Cost of Acquisition from Insur. Oper. | 1,169 | (41%) | 33% | 3,162 | 27% |
| Claims | 4,859 | 5% | 0% | 9,494 | 3% |
| Technical Results | 311 | (85%) | 161% | 2,336 | (7%) |
| Trading Income | 851 | (9%) | 35% | 1,788 | 67% |
| Other Operating Income | 142 | (6%) | (40%) | 293 | (24%) |
| Non-Interest Expense | 477 | (12%) | (6%) | 1,020 | (9%) |
| Operating Income | 1,707 | (52%) | 21% | 5,279 | 12% |
| Net Income | 1,567 | (47%) | 13% | 4,528 | 13% |

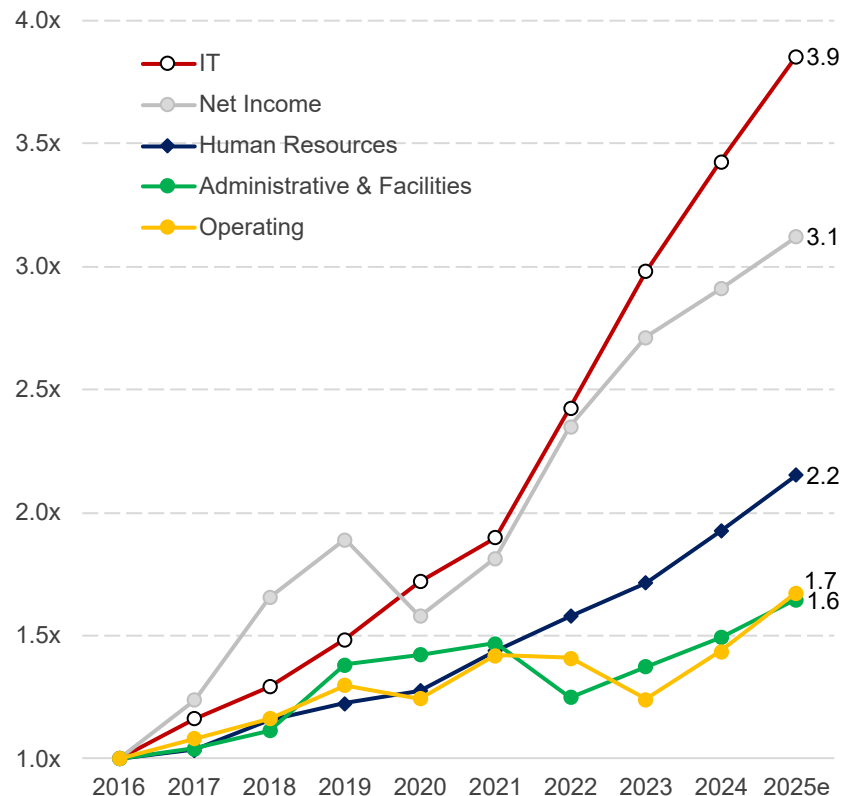


Historical expenses by category

Expenses / Net Income



Historical growth by category



Sustainable business

Social and Environmental Risk Management System

Wholesale Banking Portfolio analyzed
10.35%



8.27% Non-sustainable analyzed portfolio
1.99% Sustainable
0.09% Climate-related

During 2Q25:
580 Analyzed loans
81 Loans with IFC recommendations
1 Due diligence
9 Credit Committees
20 updated evaluations (annual review)

Commercial Banking portfolio analyzed
19.42%



13.73% Non-sustainable analyzed portfolio
5.43% Sustainable
0.26% Climate-related

In 2Q25
5 evaluated projects:

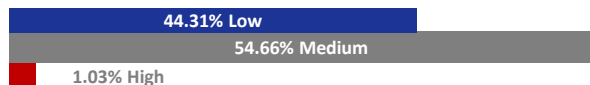
- 1 under the IFC Performance Standards framework, categorized with medium (B) risk.
- 4 are in the initial evaluation process; evaluated under the Equator Principles framework, 3 initially categorized with medium (B) socio-environmental risk and 1 with high (A) initial risk.

Corporate Banking Portfolio analyzed
10.68%



10.45% Non-sustainable analyzed portfolio
0.23% Sustainable
0% Climate-related

Risk level of the analyzed portfolio:



More than 98% of the analyzed loans were classified as Low and Medium risks, which means minimal or mitigatable impacts.

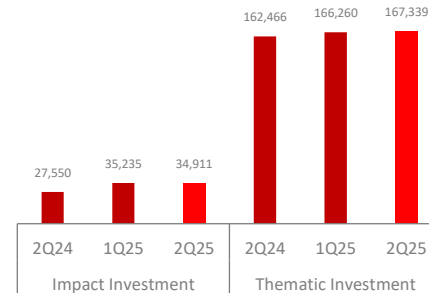
Responsible Investment

AFORE XXI Banorte

- Of the total AUM, 2.3% consider ESG criteria.
- 30% of the structured instruments portfolio has impact investments with direct contribution to the SDGs.

FN-AC-410a.1**

AUM incorporating ESG criteria
Figures in million mexican pesos



Operadora de Fondos Banorte

- Three labeled fixed income instruments in which OFB participated as investor, were evaluated. For each, a pre-issuance ESG rating was issued; in all cases a conditional favorable* opinion was obtained.

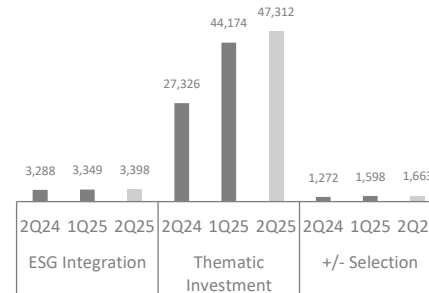
Additionally, the post-issuance ESG evaluation was carried out for 5 labeled fixed income instruments issued in 2022, 2023, and 2024.

- Labeled fixed income instruments grew +687 million pesos q/q, +2,542 million pesos y/y. While thematic instruments in ETF's grew +2,450 million pesos q/q, +17,443 million pesos y/y.

- Of the total AUMs, 12.6% considers ESG criteria.

FN-AC-410a.1**

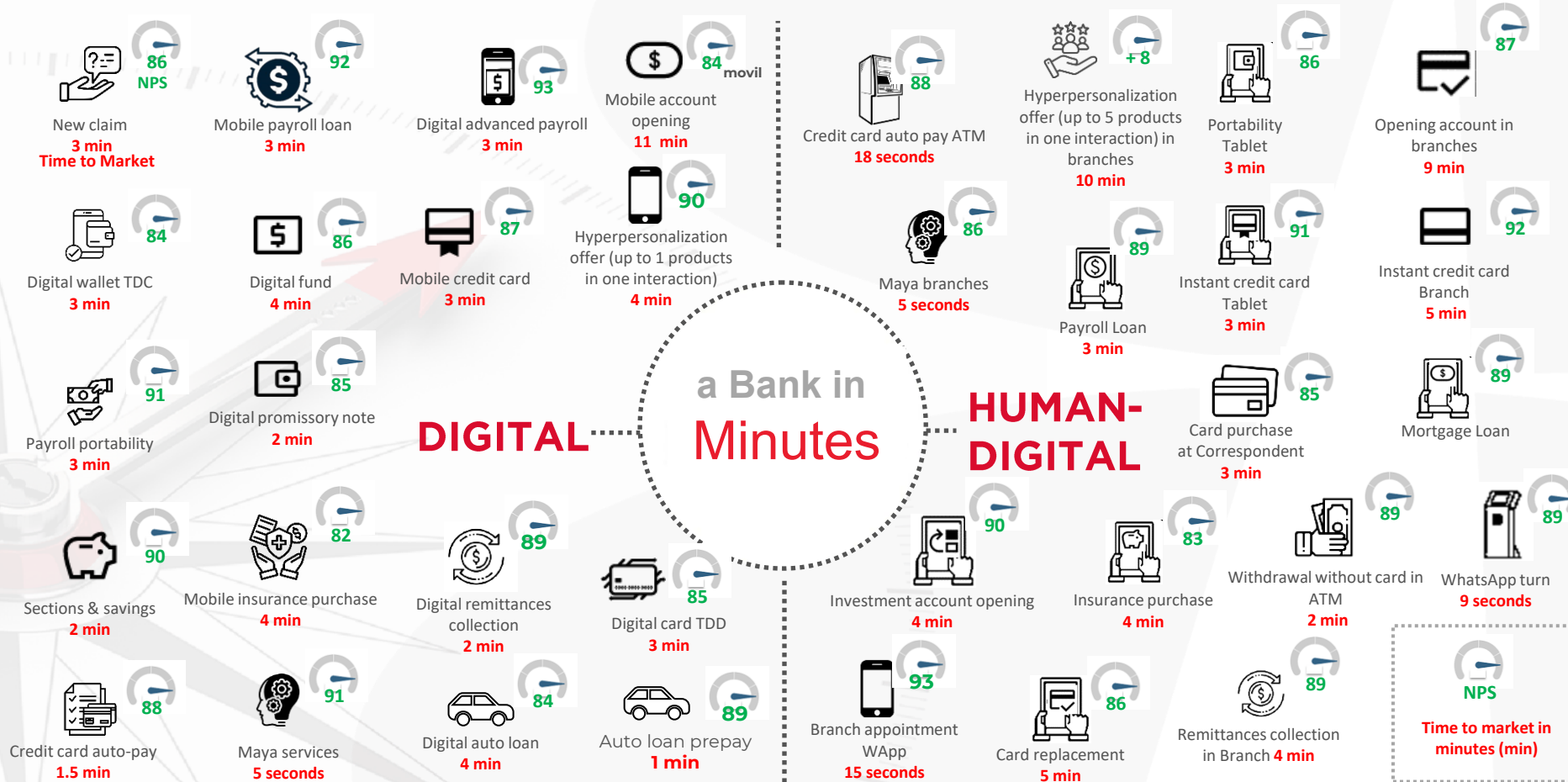
AUM incorporating ESG criteria
Figures in million mexican pesos



*In a scale of: Not favorable (0-40), Conditional favorable (40-80) and Favorable (80-100).

**The SASB indicator FN-AC-410a.1 evaluates the amount of AUMs (in million pesos) by asset class, that employ (1) integration of environmental, social, and governance (ESG) matters; (2) thematic investment in sustainability; and (3) screening.

A customer-centric bank in minutes





Earnings Call

2Q25

July 23rd, 2025