



Earnings Call

1Q26

April 22nd, 2026

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Structurally strong quarter

- Resilient margins supported by a shielded Balance Sheet
 - Cost of funds at 45.6% of CETES
 - Expanding credit volumes offset lower interest rate environment
- Higher provisions from risk models' recalibration; no change to annual CoR
 - Lower base effect from TDF's integration
 - 12 months CoR within guidance at 1.9%

Structurally strong business

NII

Group
+10% y/y

Banorte Bank
+9% y/y

NIM

Group **6.5%**
+34bps y/y

Banorte Bank
6.6% +25bps y/y

Capital

CAR 19.7%,
CET1 12.7%

Asset Quality

CoR 12M **1.9%**

NPL ratio **1.4%**
+5bps q/q

Loan Book

+6% y/y, +8% ex-Gov

retail +11%, commercial +6%,
corporate +2%*, government (5%)* y/y

* On prepayments

Extraordinary items

Credit Provisions

**CoR impact from risk
model recalibration
already embedded in
guidance**

CoR 1Q26 **2.2%**
+48bps y/y

Leading Returns

RoTE

Group **29.3%**
+18bps y/y

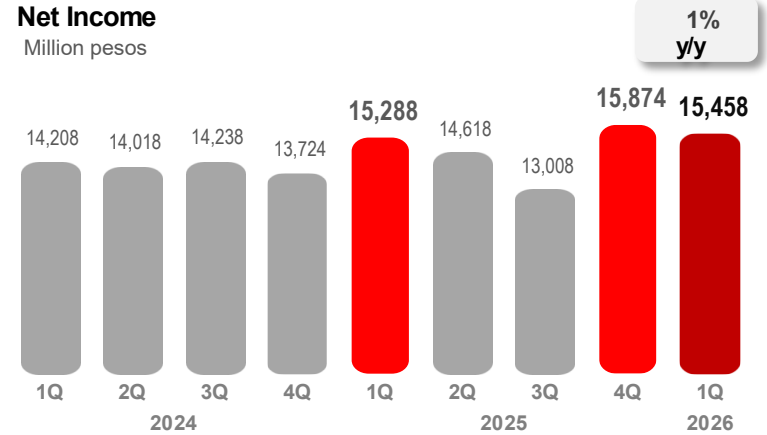
Banorte Bank **33.4%**
+188bps y/y

Sound profitability

- Net Income +1% y/y
- Resilient profitability metrics: ROE at 23.9% and ROA at 2.4%

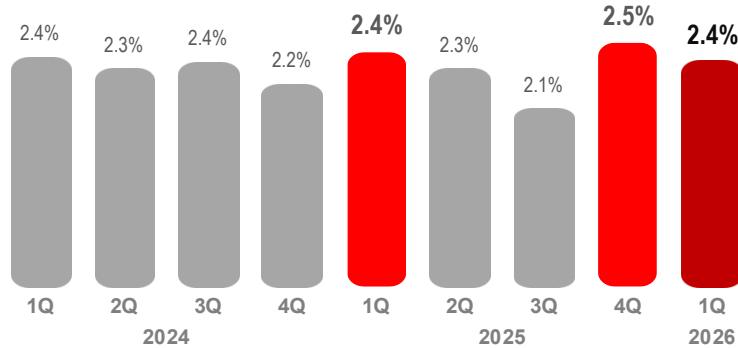
Net Income

Million pesos



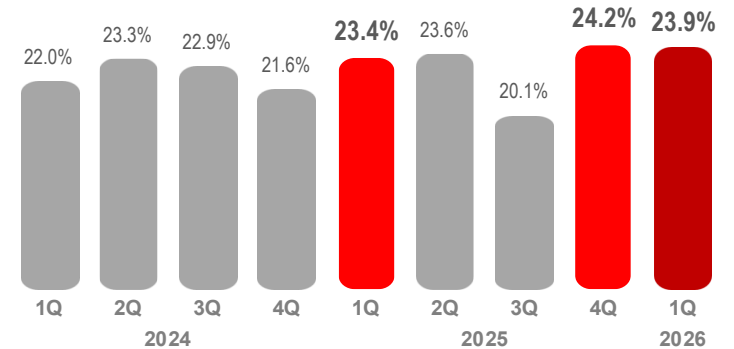
ROA

(6bps) y/y



ROE

54bps y/y



Business diversification driving profitability

■ Sound business diversification:

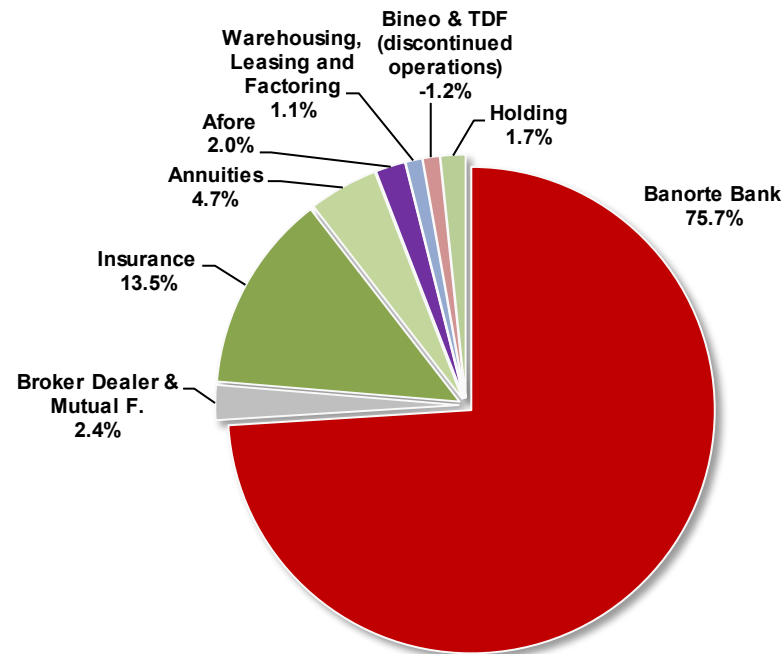
- Bank +6% y/y; ROE 30.1%
- Broker Dealer & Mutual Funds (22%) y/y
- Insurance (20%) y/y
- Annuities +7% y/y
- Afore (11%) y/y

Net Income by Subsidiary

| Million pesos | 1Q26 | q/q | y/y | ROE 1Q26 |
|------------------------------|---------------|-------------|-----------|--------------|
| Banorte Bank | 11,705 | (6%) | 6% | 30.1%* |
| Broker Dealer & M. Funds | 367 | 84% | (22%) | 24.8% |
| Insurance | 2,087 | 32% | (20%) | 59.6% |
| Annuities | 729 | 1% | 7% | 21.9% |
| Afore | 313 | (24%) | (11%) | 10.5%* |
| Warehousing, Leas. & Fact. | 175 | (69%) | 13% | |
| Bineo & TDF (discont. oper.) | (179) | (99%) | 40% | |
| Holding | 262 | 686% | (8%) | |
| GFNorte | 15,458 | (3%) | 1% | 23.9% |

* ROTE 1Q26: Banorte Bank 33.4%, Afore 33.8%

Net Income by Subsidiary 1Q26



Expanding lending activity

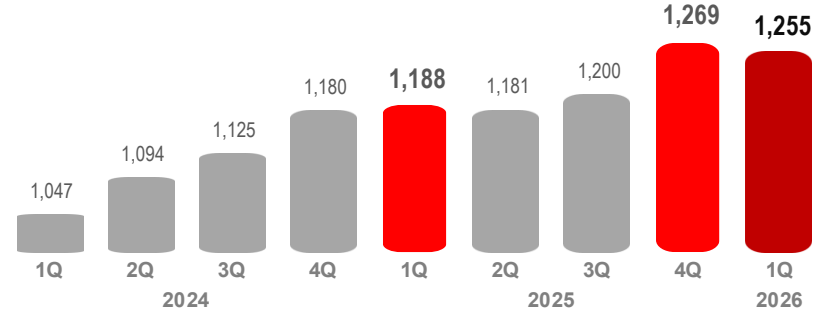
With constant FX, stage 1 & 2 loan growth was 7.1% y/y

- Emphasis on strengthening strategic relationships and leveraging process optimizations.
- Portfolio stages 1 & 2 expanding +5.7% y/y, Ex-Government +7.6% y/y
- Corporate and Government portfolios impacted by prepayments and scheduled loan maturities
- Annual expansion in commercial loans +5.7%; Corporate loans +2.2%

Performing Loans (stages 1 & 2)

Billion pesos

5.7% y/y

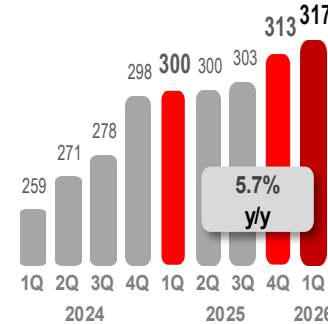


Performing Loans (stages 1 & 2)

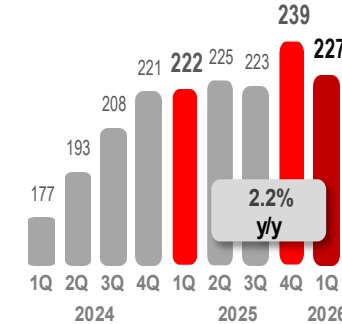
Million pesos

| | 1Q26 | q/q | y/y |
|---------------------------------------|------------------|---------------|-------------|
| Commercial | 317,405 | 1.3% | 5.7% |
| Corporate | 226,917 | (5.0%) | 2.2% |
| Government | 168,876 | (8.7%) | (5.2%) |
| Mortgage | 294,173 | 0.6% | 6.4% |
| Auto | 73,836 | 5.2% | 29.6% |
| Credit Card | 79,065 | 1.5% | 14.2% |
| Payroll* | 95,122 | 4.6% | 12.2% |
| Consumer Loans | 542,196 | 2.0% | 11.2% |
| Total Loans (stages 1 & 2) | 1,255,392 | (1.1%) | 5.7% |
| Ex-Government | 1,086,517 | 0.2% | 7.6% |

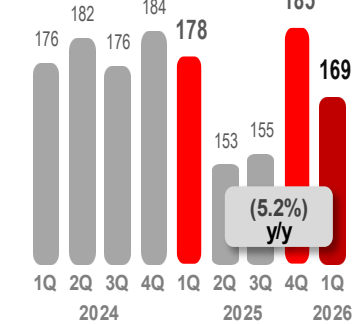
Commercial



Corporate



Government



Performing loans = IFRS (Stage 1 + Stage 2)

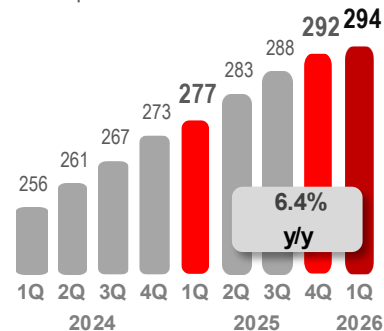
*Includes Personal Loans

Expanding lending activity with stable asset quality in consumer loans

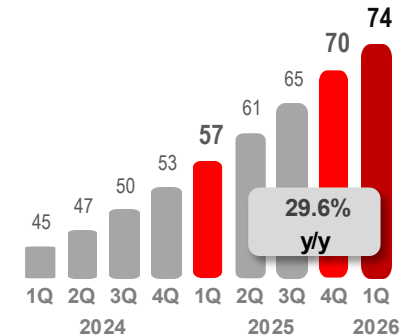
- Commercial approach that prioritizes deeper client engagement based on analytics
- Double-digit expansion in consumer lending +11.2% y/y
- Annual growth across all consumer products:
 - Mortgage +6.4%
 - Auto +29.6%
 - Credit card +14.2%
 - Payroll +12.2%

Mortgage

Billion pesos



Auto

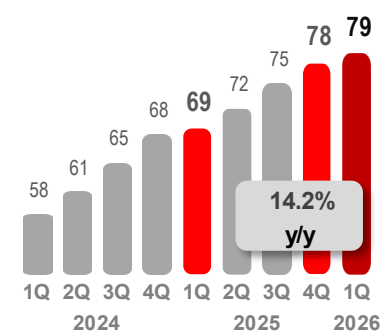


Performing Loans (stages 1 & 2)

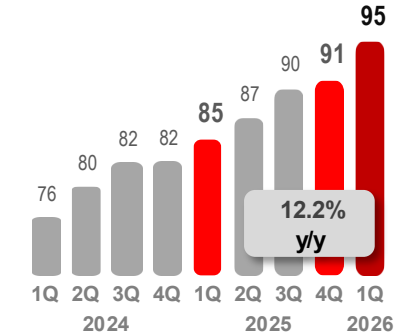
Million pesos

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Credit Card



Payroll*

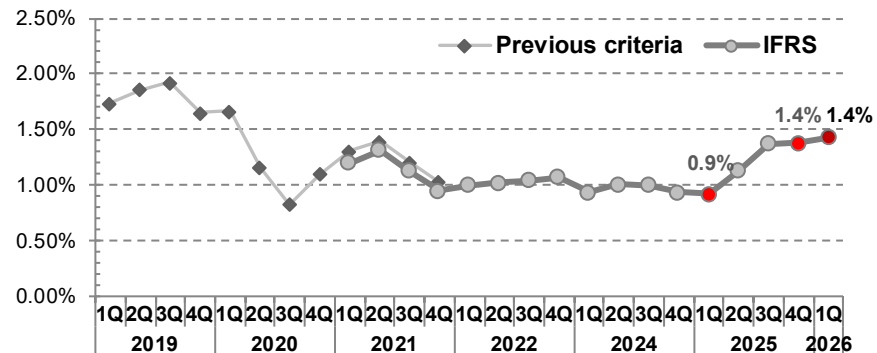


*Includes Personal Loans

Structurally healthy loan portfolio

- Stable NPL ratio at 1.4%
- Resilient quality trends across our portfolios
- Disciplined risk exposure prioritizing low leverage profiles
- Quarterly CoR increase is unrelated to asset quality

NPL Ratio



Non-performing Loans Ratio

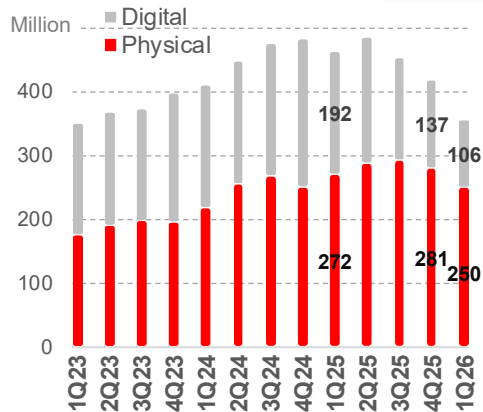
| | 4Q19 | 4Q20 | 4Q21 | 4Q22 | 4Q23 | 4Q24 | 1Q25 | 2Q25 | 3Q25 | 4Q25 | 1Q26 |
|----------------------|------|------|------|------|------|------|------|------|------|------|------|
| Credit Card | 5.4% | 7.8% | 2.3% | 2.4% | 3.3% | 3.1% | 2.9% | 3.2% | 3.1% | 3.5% | 3.1% |
| Payroll | 3.3% | 2.7% | 2.5% | 3.2% | 3.4% | 2.8% | 2.7% | 2.7% | 2.5% | 2.9% | 2.4% |
| Auto | 1.0% | 0.6% | 0.8% | 0.6% | 0.6% | 0.5% | 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% | 0.9% | 1.0% | 1.3% |
| Commercial | 2.4% | 1.2% | 1.6% | 1.8% | 1.4% | 1.3% | 1.4% | 1.7% | 2.6% | 2.5% | 2.5% |
| SME | 6.6% | 2.0% | 1.8% | 1.1% | 1.1% | 1.4% | 1.7% | 2.2% | 2.0% | 1.7% | 1.8% |
| Commercial ex-SME | 1.3% | 1.0% | 1.5% | 1.9% | 1.5% | 1.3% | 1.3% | 1.5% | 2.8% | 2.7% | 2.7% |
| Corporate | 1.8% | 0.1% | 0.0% | 0.3% | 0.1% | 0.1% | 0.0% | 0.5% | 0.4% | 0.4% | 0.4% |
| 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% | 0.9% | 1.1% | 1.4% | 1.4% | 1.4% |

Continuous revenue stream from fees

- Net fees +15% y/y; seasonal quarterly reduction (8%) q/q
- Trading income normalizing as rate volatility stabilizes
- POS transactions (23%) y/y, digital (45%), physical (8%); +28% y/y in mobile monetary transactions

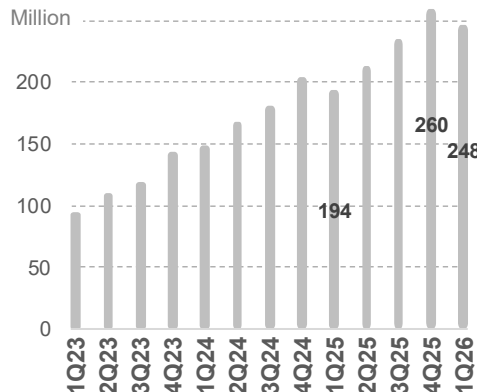
POS Transactions

**(23%)
y/y**



Mobile Monetary Transactions

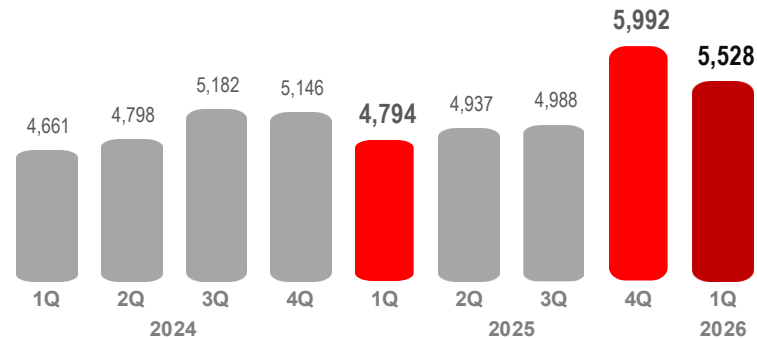
**28%
y/y**



Net Fees

Million pesos

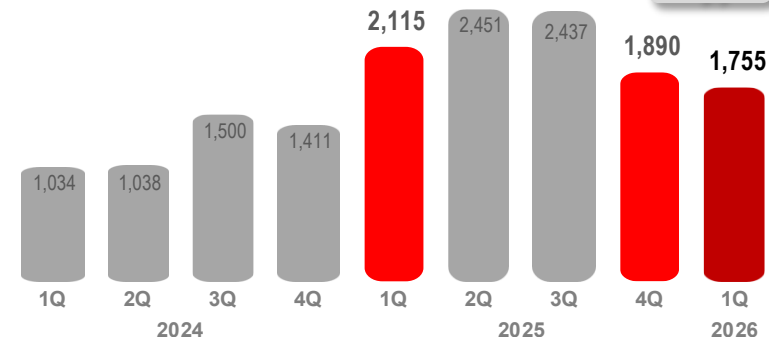
**15%
y/y**



Trading Income

Million pesos

**(17%)
y/y**



Sustainability Updates



Environmental

- Release of the **5th Climate-Related Risks and Opportunities Report**.
- Release of the inaugural report on **Nature and Biodiversity-Related Risks and Opportunities** following TNFD guidelines.
- **Increase in renewable energy supply in the main corporate buildings from 30% to 50%**, improving the sustainable footprint of Banorte's operations.



Social

- Delivery of **five virtual conferences and two in-person events during Women's History Month** to commemorate and recognize women employees.
- Delivery of **three financial education workshops, benefiting 51 clients** from the Government and Corporate Banking segments.
- **Fundación Banorte:**
 - External community*
 - **Health:** +100 consultations
 - **Nutrition:** +12,000 food packages
 - **Housing:** +190 beneficiaries
 - **Education:** +6,500 mothers benefited
 - **Women:** +400 beneficiaries
 - Internal community*
 - **Mil sueños por cumplir (Education):** +2,600 scholarships
 - **Fuerza Banorte (Health):** +300 beneficiaries
 - **Volunteering:** +70 volunteers



Governance

- Release of the **2025 Annual Report and the 2021–2025 ESG Indicators**. Among the main improvements:
 - Greater **detail on executive compensation KPIs**
 - Expanded **disclosure on the financial inclusion strategy**
 - Enhanced disclosure on the **penetration of gender-focused products:** Mujer PyME
- Banorte was recognized for its commitment **to the Care of Older Adults and received a distinction** granted by the National Commission for the Protection and Defense of Users of Financial Services (CONDUSEF).
- Banorte received a **“AA” rating from MSCI for the fifth consecutive year**, reflecting its above-industry performance in environmental and social matters.



Sustainable Business

- **Mujer PyME (SME Woman):**
 - 1Q26**
 - Origination volume: Ps 598 million; 283 loans.
 - Cumulative loan origination since launch:**
 - Origination volume : Ps 2.972 billion; 1,497 loans.
- **Hybrid and electric vehicle loans:**
 - 1Q26**
 - Origination volume: Ps 3.608 billion; 9,515 loans
 - Portfolio assessed: Ps 2.811 billion, equivalent to an estimated emissions reduction of 7,728 tCO₂e*

*Emissions reduction data are available for 77% of the total hybrid/electric vehicles financed.



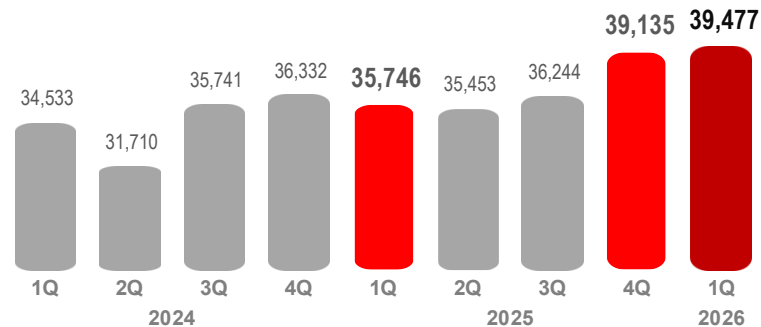
Financial Highlights

Increasing Net Interest and Non-Interest Income

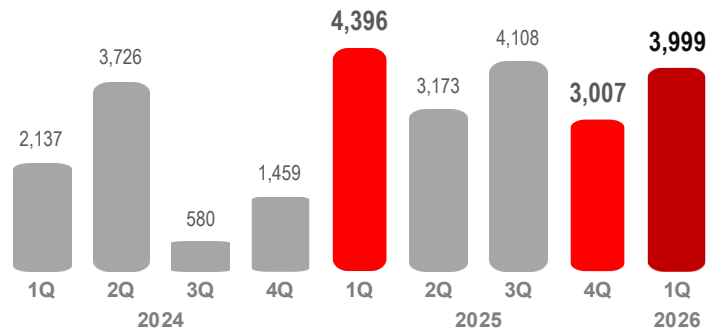
- Growth in NII Loans/Deposits +10% y/y
- Total NII +1% q/q and +10% y/y
- Non-Interest Income +33% q/q; (9%) y/y:
 - Premium income +17% q/q, +4% y/y
 - Claims (15%) q/q, +6% y/y

| Million pesos | 1Q26 | q/q | y/y |
|-------------------------------|---------------|------------|-------------|
| NII Loans/Deposits | 27,404 | 0% | 10% |
| NII Repos | 3,928 | (8%) | (17%) |
| NII Valorization Adjustment | 262 | 223% | 208% |
| NII Insurance | 884 | (2%) | (12%) |
| NII Annuities | 7,000 | 3% | 29% |
| NII | 39,477 | 1% | 10% |
| Net Service Fees | 5,528 | (8%) | 15% |
| Premium Income | 22,078 | 17% | 4% |
| Tech. Reserves Annuities | 6,639 | (14%) | 74% |
| Tech. Reserves Insurance | 8,936 | 61% | (7%) |
| Cost of Acquisition Insurance | 1,061 | 65% | 5% |
| Claims | 8,841 | (15%) | 6% |
| Trading Income | 1,755 | (7%) | (17%) |
| Other Income | 113 | (78%) | 111% |
| Non - Interest Income | 3,999 | 33% | (9%) |
| Total Revenues | 43,476 | 3% | 8% |

NII
Million pesos



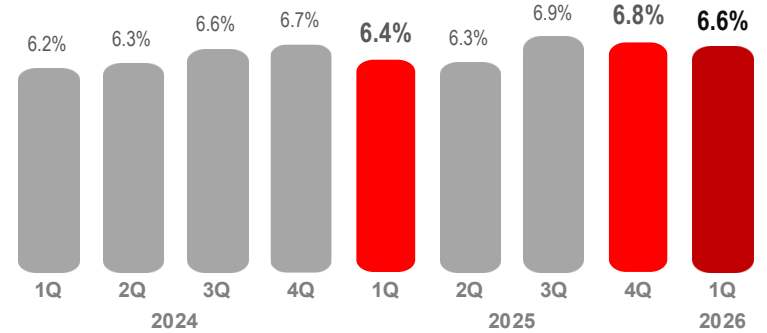
Non - Interest Income



Resilient core banking revenues and NIM

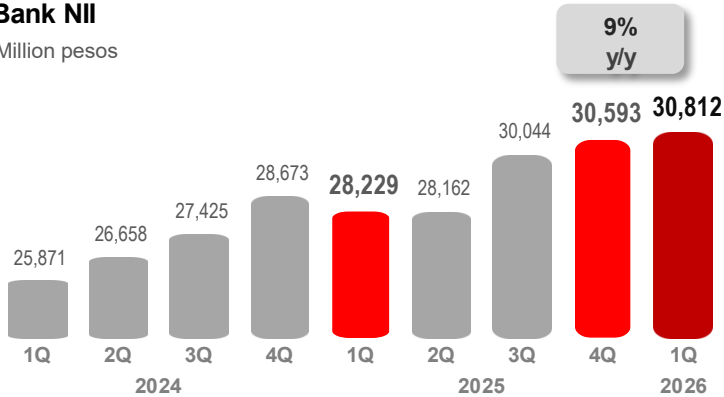
- Bank NIM at 6.6%, +25bps y/y
- Bank NII +1% q/q, +9% y/y
- Net fees declined from a high seasonal base in Q4, (5%) q/q; expanding annual performance +18% y/y

Bank NIM



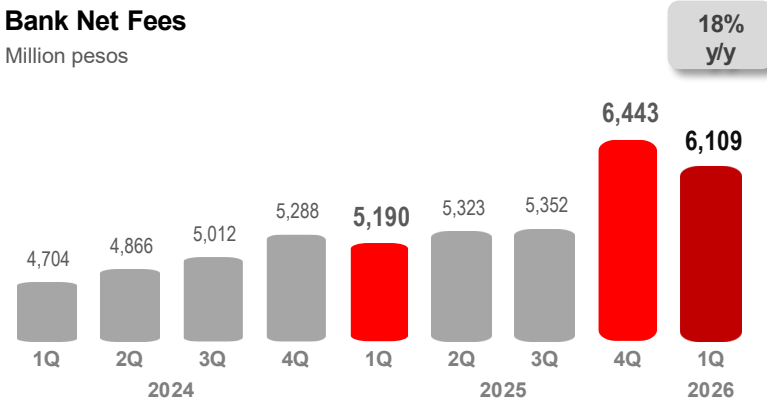
Bank NII

Million pesos



Bank Net Fees

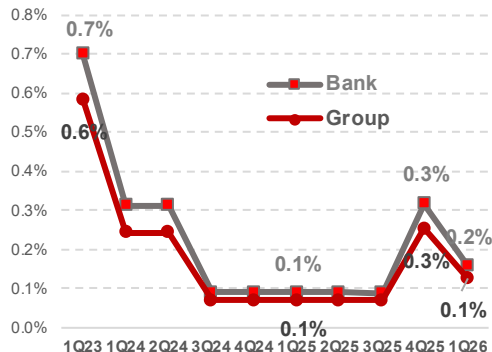
Million pesos



Net Interest Income sensitivity evolution

- Dynamic risk management hedging
- Focus on stable low-cost liabilities
- Active ALCO
- Organic growth of fixed rate portfolio
- Neutral Balance Sheet to rate cycles

Local Sensitivity / NII
Expected indicators in each quarter

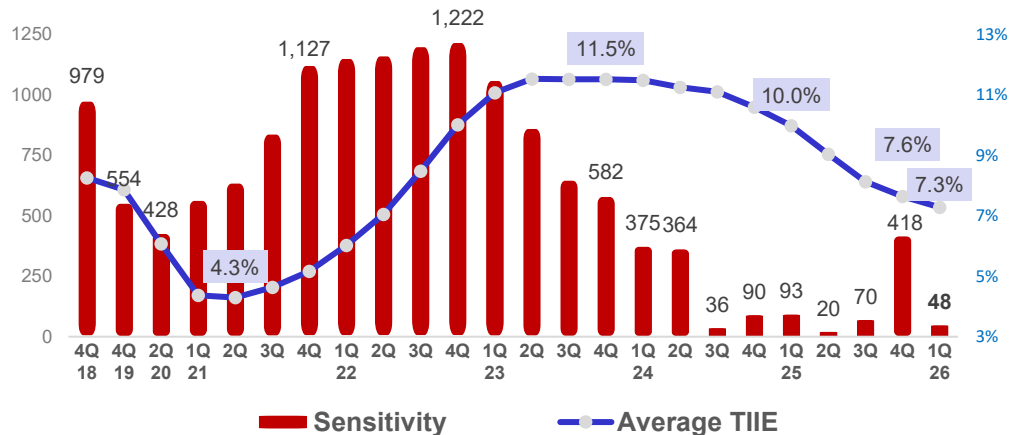


• A sensitivity in pesos of ~\$200M is ~0.1% of the groups' NII

• In Foreign currency, ~\$700M implies ~0.4% of NII

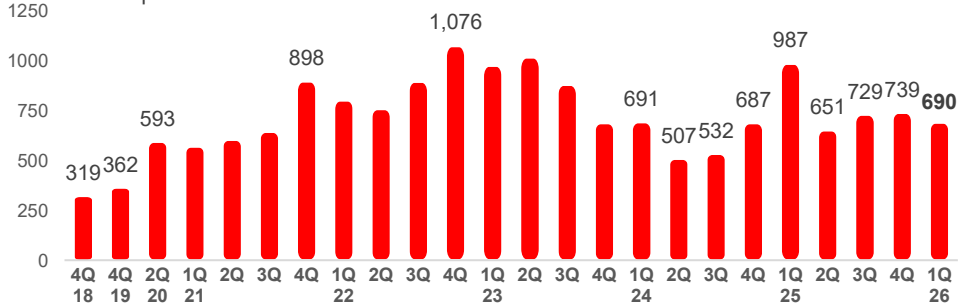
Bank's NII Sensitivity per 100bps change in rate - Local Currency Balance Sheet

Million pesos



Foreign Currency Balance Sheet

Million pesos

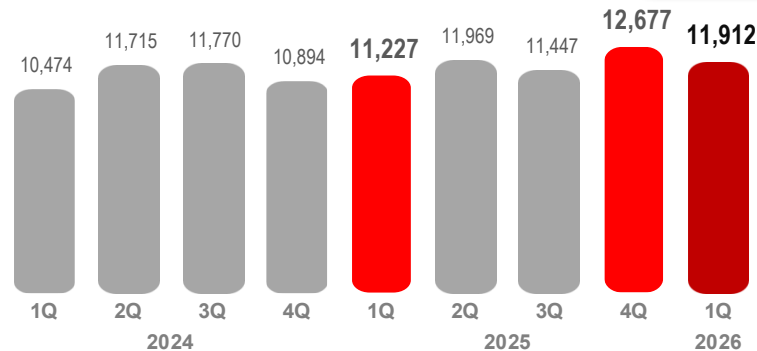


Increasing profitability at the Bank

- Bank Net Income +6% y/y
- ROE at 30.1%, +213bps y/y
- ROA at 2.4%, +5bps y/y
- RoTE at 33.4%, +188bps y/y

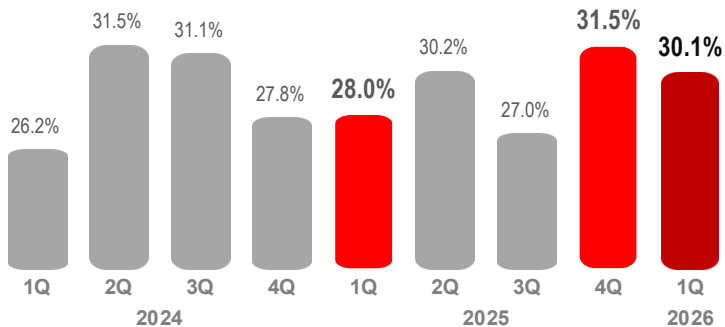
Bank Net Income

Million pesos



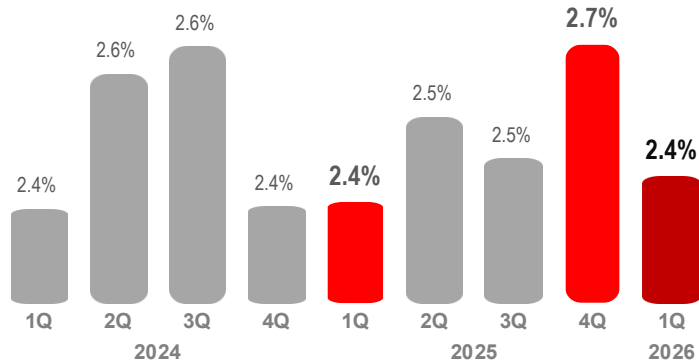
Bank ROE

213bps
y/y



Bank ROA

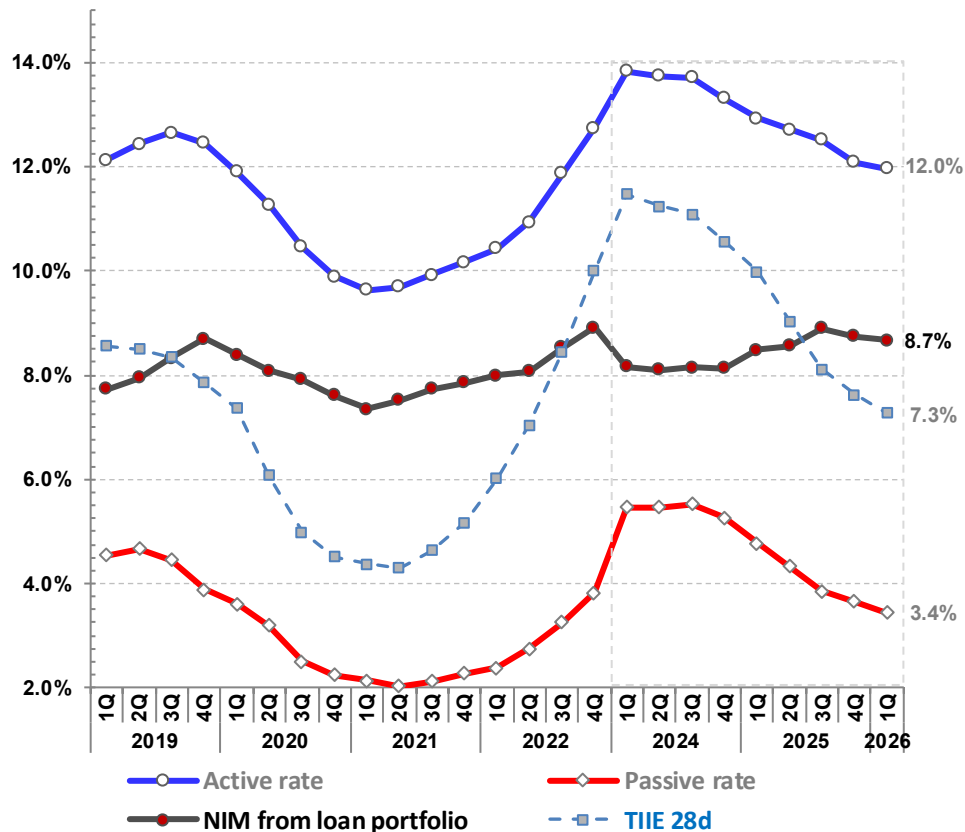
5bps
y/y



NIM from loans and deposits

- Resilient loan NIM of 8.7% despite a prolonged easing cycle
- Growing consumer lending driving active rate resilience
- Funding cost optimization and faster deposit repricing

NIM from loan portfolio

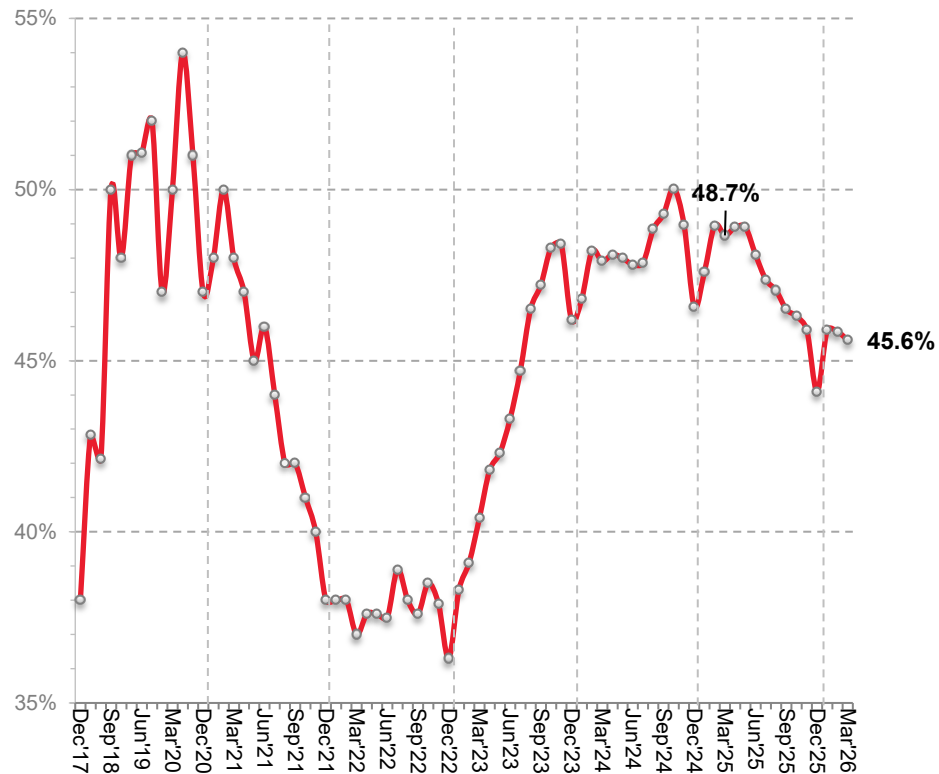


Declining cost of funds and deposit mix optimization

- Core deposits +6% y/y
- Non-interest-bearing demand deposits +15% y/y
- Interest-bearing demand deposits (9%) y/y
- Time deposits +11% y/y
- Cost of funds reduction of (310bps) y/y
- QoQ changes reflect normalization after seasonality, with solid underlying trends.

| (Million Pesos) | 1Q26 | Change | |
|---|------------------|--------|------|
| | | q/q | y/y |
| Non-Interest-Bearing Demand Deposits | 497,545 | (3%) | 15% |
| Interest-Bearing Demand Deposits | 324,746 | 3% | (9%) |
| Global Account of Deposits w/o Movements | 4,594 | 1% | 9% |
| Total Demand Deposits | 826,885 | (1%) | 4% |
| Time Deposits – Retail | 365,423 | 4% | 11% |
| Core Deposits | 1,192,308 | 0% | 6% |
| Money Market and Credit Notes Issued | 68,400 | (4%) | (7%) |
| Total Bank Deposits | 1,260,708 | 0% | 5% |

Cost of Funds vs CETES Reference Rate

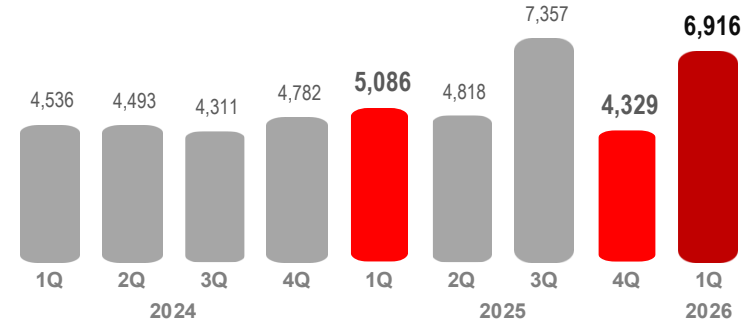


Sound asset quality across most portfolios

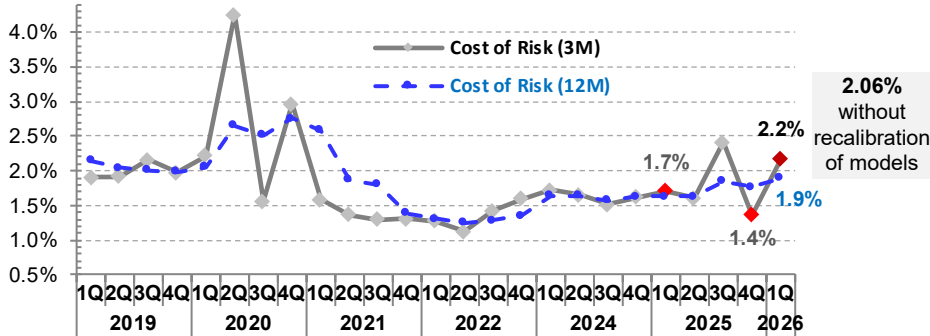
- Quarterly CoR of 2.2% includes provisioning model recalibration already embedded in guidance; underlying level at 2.06%
- Additional provisioning requirements from stage 3 isolated commercial loan
- Effect of higher provisions reflecting a lower comparison base due to TDF's portfolio integration
- Write-off rate at 0.43%

Credit Provisions

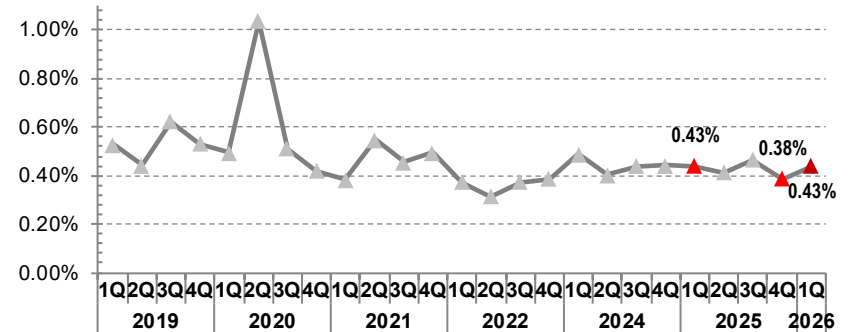
Million pesos



Cost of Risk



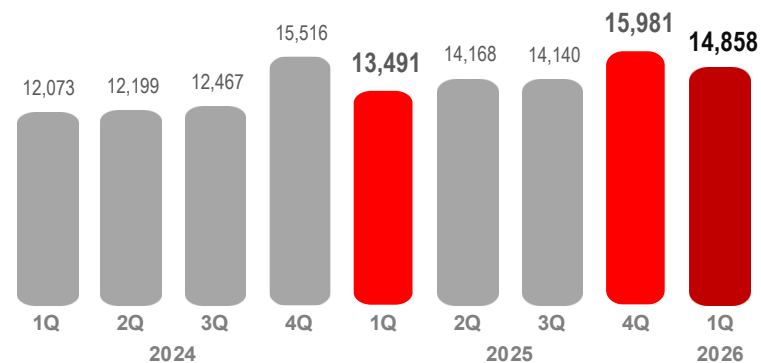
Write-Off Rate



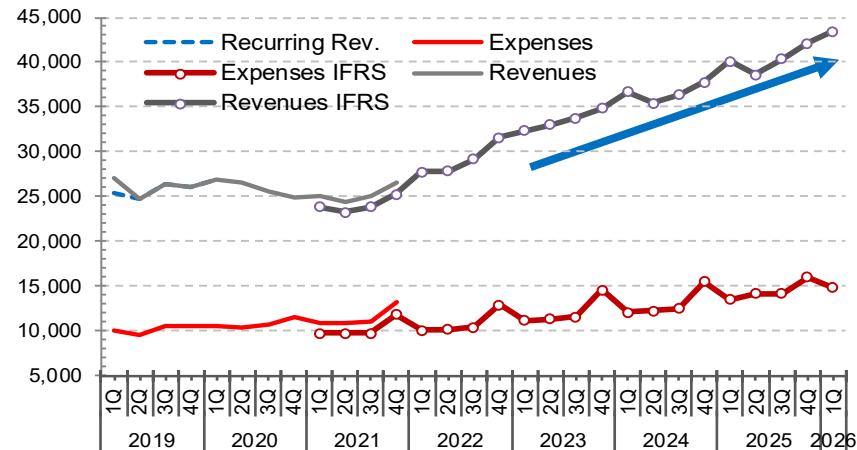
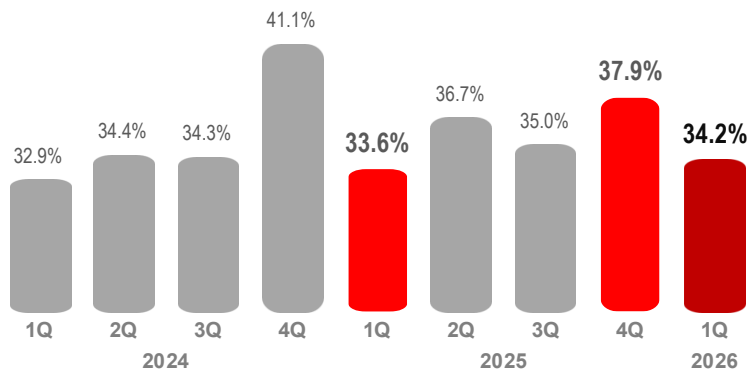
Disciplined expense growth

- Revenues +3% q/q , +8% y/y
- Expenses +10% y/y
- Cost-to-income at 34.2%

Non-Interest Expenses



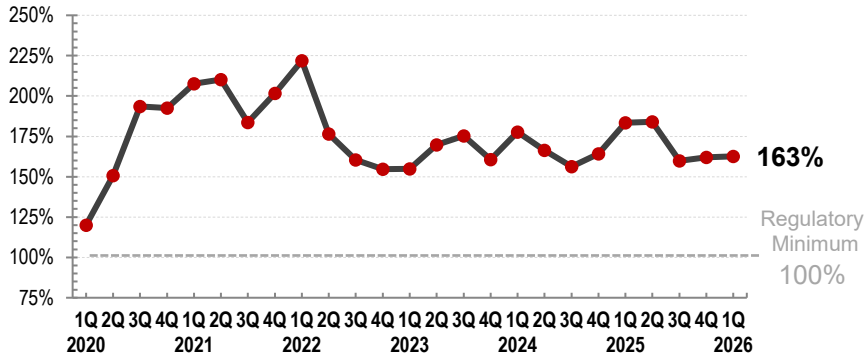
Cost-to-income Ratio



Bank's regulatory capital & liquidity ratios

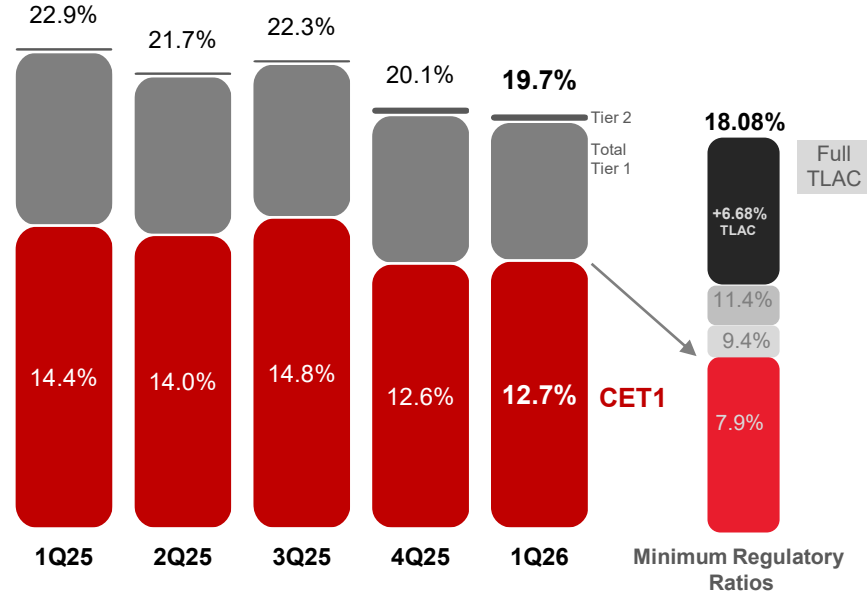
- TLAC compliant Capital Adequacy Ratio
- CET1 converging towards management's optimal range
- Unlevered capital
- Liquidity exceeds minimum regulatory requirements
 - Average LCR at 163%
- Deposits, 95% are sticky
- HTM Unrealized Losses → (23bps) on capital

Average Liquidity Coverage Ratio LCR (%)

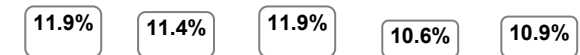


Capital Adequacy Ratio (CAR)

Basel III



Leverage Ratio



Guidance 2026 unchanged

| | Guidance 2026 |
|---------------------------------|-----------------------------|
| Loan Growth | 8% – 11% |
| Ex-gov | 10% – 12% |
| NIM | 6.2% – 6.5% |
| NIM of Bank | 6.4% – 6.8% |
| Expense (57.8 bn in 2025) | 63.8 – 65.0bn ¹⁾ |
| Recurrent expense | 5% - 6% |
| Organic growth & investments | 2.5% - 3.5% |
| Efficiency | 36.0% – 37.5% |
| Cost of Risk | 1.8% – 2.1% |
| Tax Rate | 27% – 29% |
| Net Income | 62.0 – 64.0 bn |
| ROE | 22% – 24% |
| ROE of the Bank | 28% – 30% |
| ROA | 2.2% – 2.4% |
| Macro Estimates for 2026 | |
| GDP | 1.4% – 1.8% |
| Inflation Rate | 4.2% – 4.6% |
| Banxico's Reference Rate | 6.5% year-end |

1) Includes Ps 300 million from TDF expense recognized as “discontinued operations”



Appendix

Selected industry exposures

| | Vs. Total Loans 1Q26 |
|---------------------------------------|----------------------|
| Oil Industry* | 0.7% |
| Electricity Companies* | 2.0% |
| Construction & Real Estate | |
| Housing | 1.9% |
| Commercial | 1.0% |
| Others | 1.1% |
| Malls | 1.1% |
| Tourism | 6.0% |
| Restaurants | 0.7% |
| Airports | 0.00% |
| Exporters to USA | 2.6% |

**Including traditional, clean energy and suppliers*

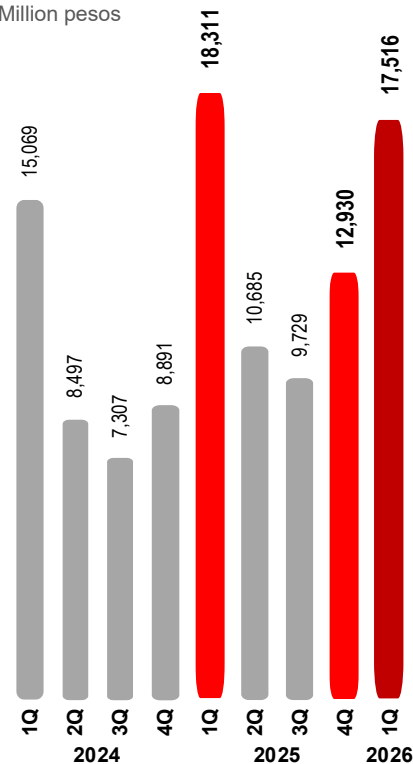
| | Vs. Total Loans |
|--|-----------------|
| SMEs • 84% Nafin / Bancomext guaranteed loans, 47% of SME book | 5.0% |
| Dollar denominated | 13.7% |

Insurance business operation

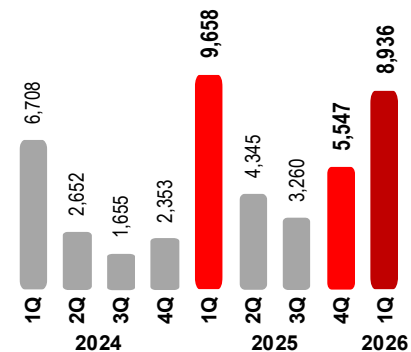
| | 1Q26 | q/q | y/y |
|---------------------------------------|--------|-------|-------|
| Interest Income (Net) | 884 | (2%) | (12%) |
| Premium Income (Net) | 17,516 | 35% | (4%) |
| Net Increase in Technical Reserves | 8,936 | 61% | (7%) |
| Cost of Acquisition from Insur. Oper. | 2,484 | 29% | 25% |
| Claims | 4,715 | (24%) | 2% |
| Technical Results | 1,381 | 288% | (32%) |
| Trading Income | 878 | 64% | (6%) |
| Other Operating Income | 289 | (82%) | 92% |
| Non-Interest Expense | 534 | 9% | (2%) |
| Operating Income | 2,898 | 59% | (19%) |
| Net Income | 2,400 | 21% | (19%) |

Retained Insurance Premiums

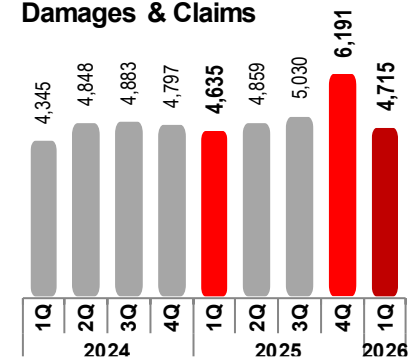
Million pesos



Technical Reserves



Damages & Claims

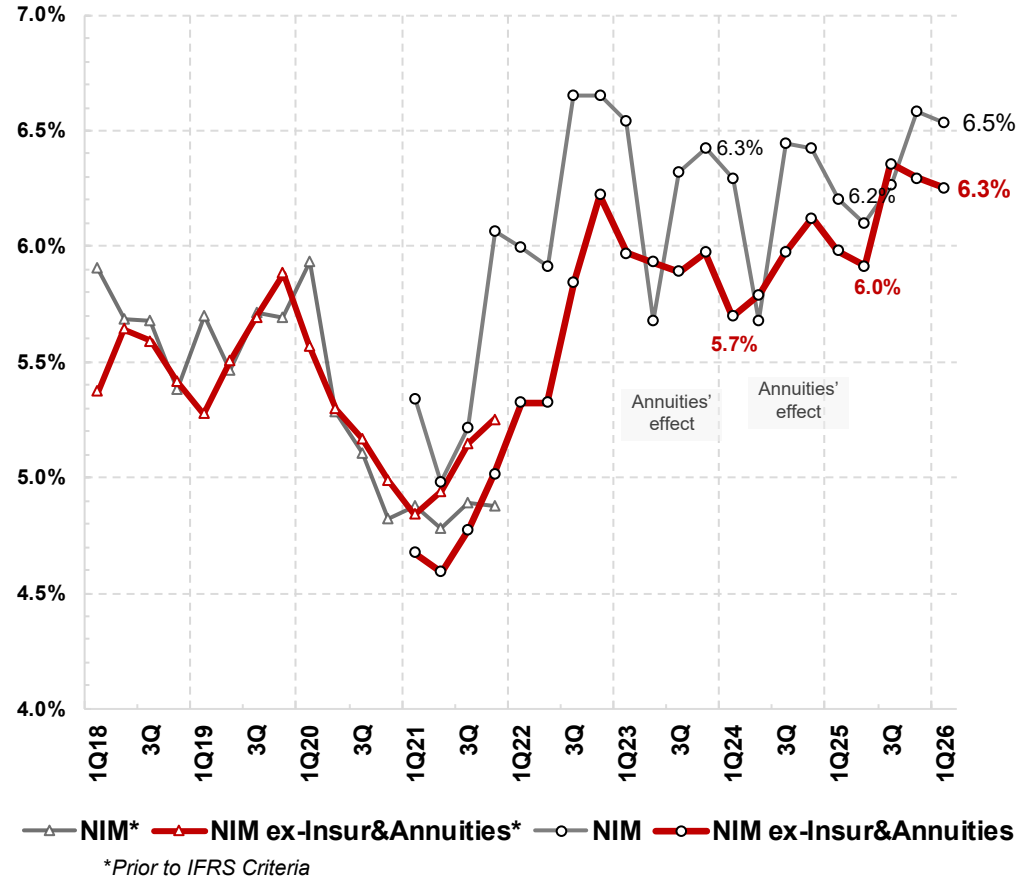


Managerial NIM

- NIM of the Group at 6.5%
- Managerial NIM or NIM ex-Insur&Annuities at 6.3%

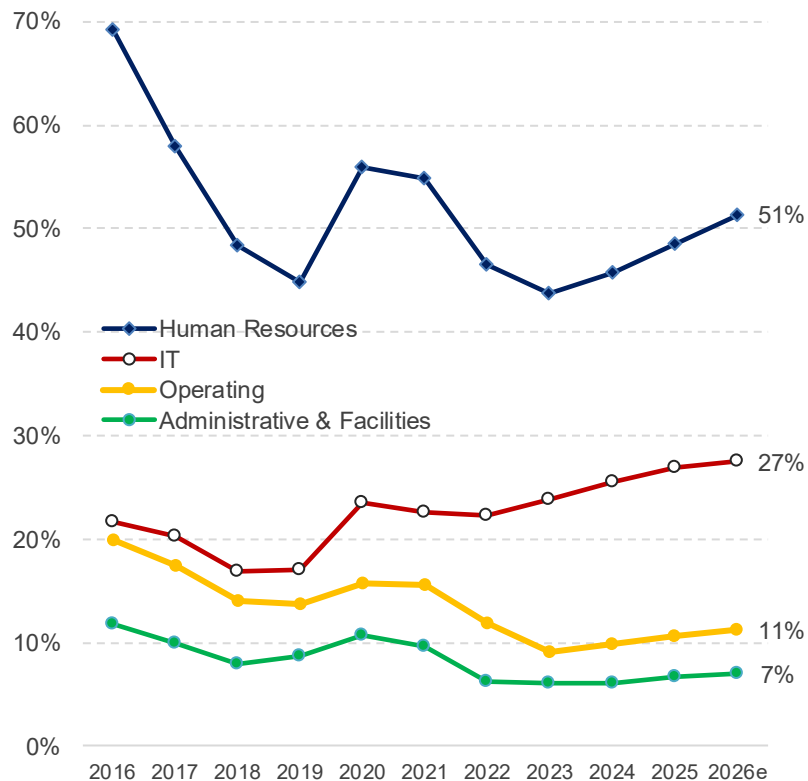
IFRS adoption in 2022 has added volatility to the annuities and insurance contributions to the margin

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

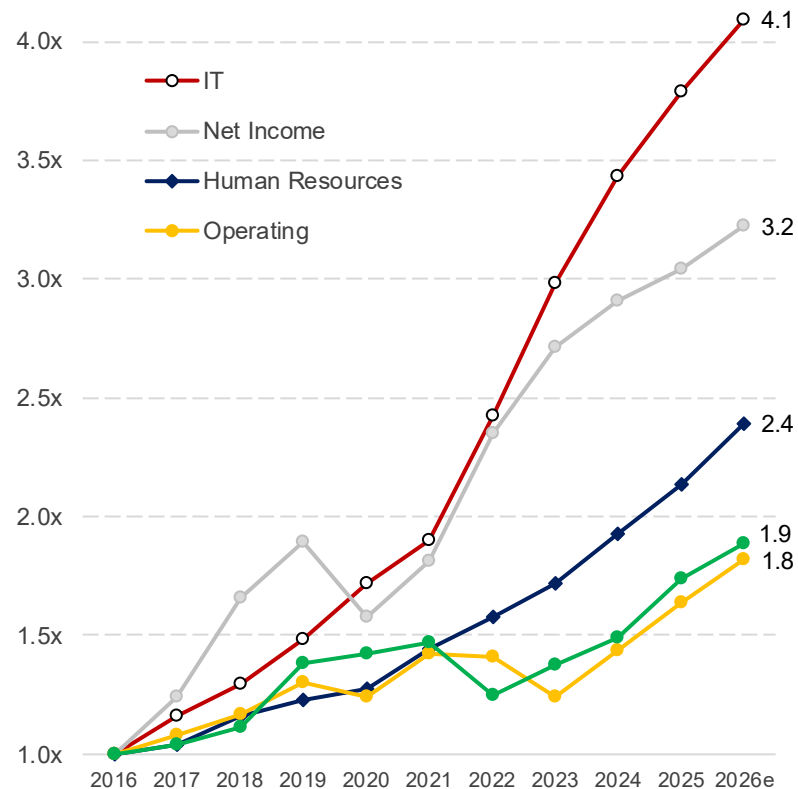


Historical expenses by category

Expenses / Net Income



Historical growth by category



Sustainable business

Social and Environmental Risk Management System

■ Wholesale Banking Portfolio analyzed

14.01%



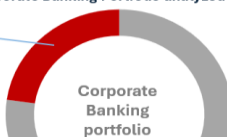
Wholesale
Banking
portfolio

8.57% Non-sustainable analyzed portfolio
5.44% Sustainable
1.99% Climate-related

During 1Q26:
1,363 Analyzed loans
123 Loans with IFC recommendations
3 Due diligences
20 Credit Committees
17 updated evaluations (annual review)

■ Corporate Banking Portfolio analyzed

22.76%



Corporate
Banking
portfolio

22.59% Non-sustainable analyzed portfolio
0.17% Sustainable
0% Climate-related

In 1Q26
3 projects evaluated:
• 2 under the Equator Principles framework categorized with high (A) socio-environmental risk.
• 1 under the IFC Performance Standards, also categorized with high (A) socio-environmental risk.

■ Commercial Banking portfolio analyzed

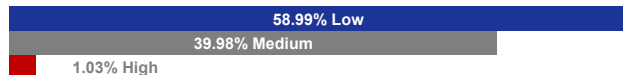
19.16%



Commercial
Banking
portfolio

17.65% Non-sustainable analyzed portfolio
1.51% Sustainable
0.78% 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

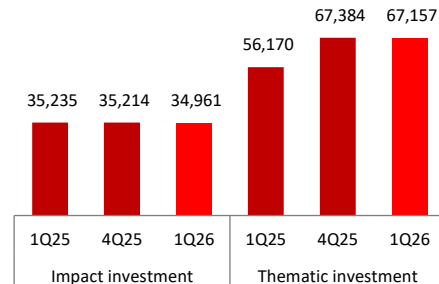
AFORE XXI Banorte

■ Assets with ESG criteria: 6.45%

■ 31% of the structured instruments portfolio consider **impact investments** with direct contribution to the **SDGs**

AUM that consider ESG criteria

Figures in millions of Mexican pesos



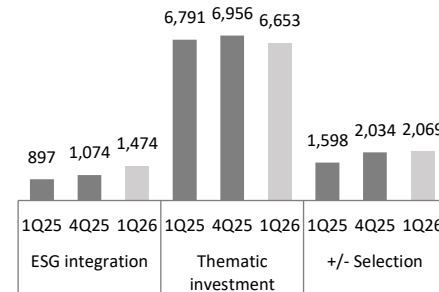
Operadora de Fondos Banorte

■ Assets with ESG criteria: 2.07%

■ Update of ESG analysis methodology to strengthen its alignment with best responsible investment practices

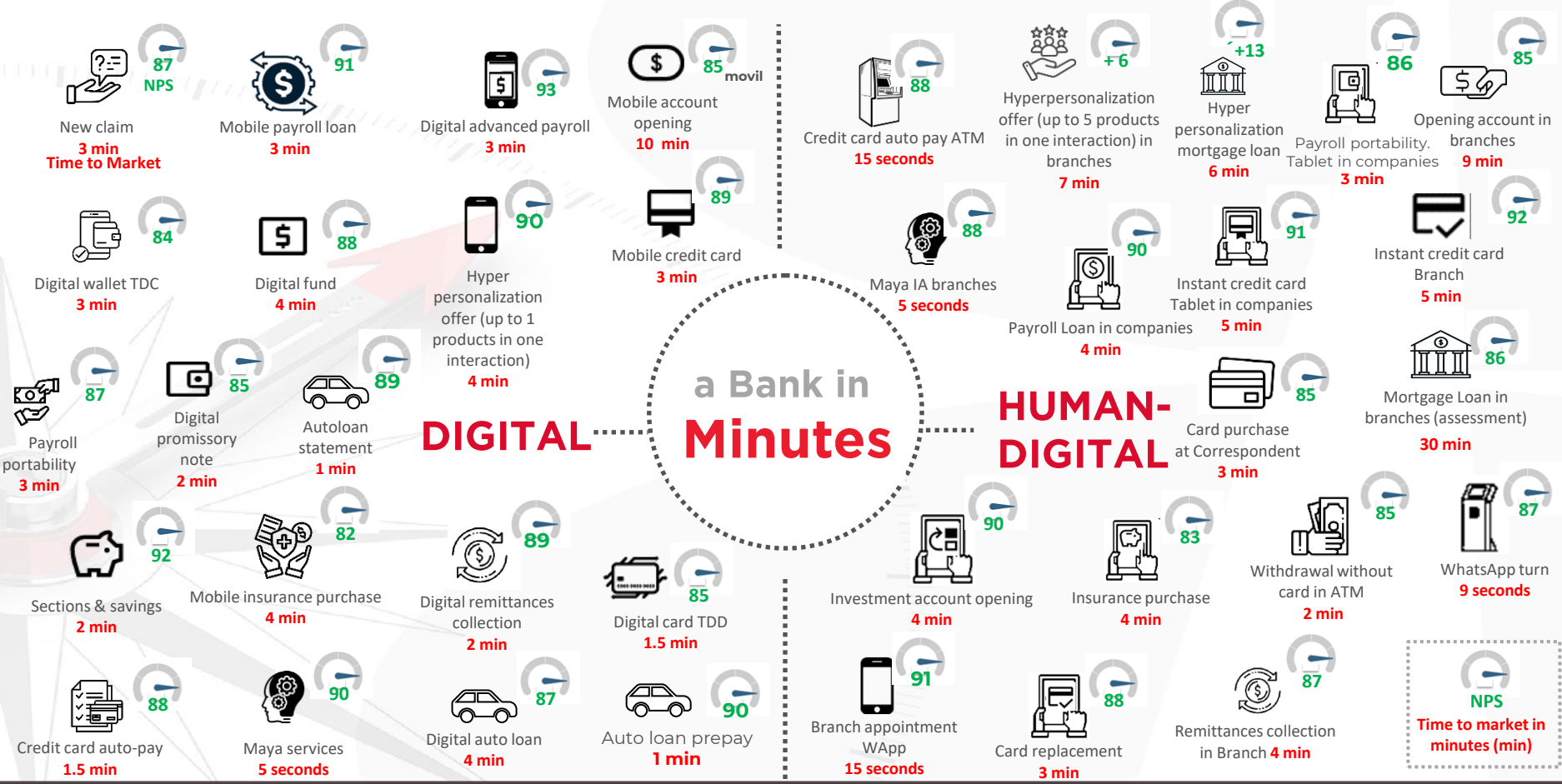
AUM that consider ESG criteria

Figures in millions of Mexican pesos



The information presented here is aligned with indicator FN-AC-410a.1 which evaluates the amount of AUMs (in million pesos) by asset class, that employ: (1) integration of environmental, social, and governance matters, (2) thematic investment in sustainability, and (3) screening.

A customer-centric bank in minutes



NPS
Time to market in minutes (min)



Earnings Call

1Q26

April 22nd, 2026