



**GRUPO ELEKTRA ANNOUNCES 12% GROWTH IN EBITDA  
TO Ps.6,326 MILLION IN THE SECOND QUARTER OF 2024**

**—Robust performance of both financial and commercial businesses  
generates a 9% increase in consolidated revenue, to Ps.48,183 million—**

**—Operating profit increases 23% in the period, to Ps.3,996 million—**

**—Increasing quality of Banco Azteca Mexico's credit portfolio;  
delinquency rate drops to 3.2%, from 5.2% a year ago—**

**Mexico City, July 24, 2024—**Grupo Elektra, S.A.B. de C.V. (BMV: ELEKTRA\* Latibex: XEKT), Latin America's leading specialty retailer and financial services company, and the largest non-bank provider of cash advance services in the United States, today announced second quarter 2024 results.

**Second quarter results**

Consolidated revenue increased 9% to Ps.48,183 million in the period, compared to Ps.44,274 million in the same quarter of the previous year. Costs and operating expenses rose 8% to Ps.41,857 million, up from Ps.38,638 million in the same quarter of 2023.

As a result, EBITDA was Ps.6,326 million, reflecting a 12% increase from Ps.5,636 million a year ago. Operating income rose to Ps.3,996 million, marking a 23% increase from Ps.3,237 million in the same period of 2023.

The company reported a net loss of Ps.644 million, compared to a profit of Ps.4,944 million a year ago.

	2Q 2023	2Q 2024	Change	
			Ps.	%
<b>Consolidated revenue</b>	\$44,274	<b>\$48,183</b>	<b>\$3,909</b>	<b>9%</b>
<b>EBITDA</b>	\$5,636	<b>\$6,326</b>	<b>\$690</b>	<b>12%</b>
<b>Operating profit</b>	\$3,237	<b>\$3,996</b>	<b>\$759</b>	<b>23%</b>
<b>Net result</b>	\$4,944	<b>\$(644)</b>	<b>\$(5,588)</b>	<b>----</b>
<b>Net result per share</b>	\$22.36	<b>\$(2.92)</b>	<b>\$(25.28)</b>	<b>----</b>

Figures in millions of pesos.

EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization.

As of June 30, 2024, Elektra\* outstanding shares were 220.3 million and as of June 30, 2023, were 221.1 million.

## Revenue

Consolidated revenue increased 9% in the period, driven by a 9% growth in financial income and an 8% rise in commercial sales.

The increase in financial income — to Ps.29,242 million, from Ps.26,806 million in the previous year — largely reflects an 8% growth in Banco Azteca Mexico's income. This growth aligns with the ongoing expansion of the gross credit portfolio, contributing to the wellbeing of millions of families and fostering business development.

The increase in the commercial business revenue to Ps.18,941 million from Ps.17,469 million a year ago is largely driven by growth in motorcycle sales, which enhance business productivity and mobility for millions; telephony, which facilitates efficient connectivity for a growing number of users; and white goods, which improve the quality of life of an increasing number of families."

## Costs and expenses

Consolidated costs for the quarter increased 4% to Ps.22,923 million from Ps.22,081 million in the previous year. This increase is driven by a 5% rise in commercial costs, reflecting higher merchandise sales, partially offset by lower costs in imported merchandise, and a 3% increase in financial costs due to higher interest payments. These increased financial costs were partially offset by a lower allowance for credit risks, in the context of improved quality in the consolidated credit portfolio.

Consolidated costs for the period increased at a lower rate than revenues, resulting in a 14% increase in the company's gross profit to Ps.25,260 million from Ps.22,193 million a year ago. The gross margin increased by two percentage points to 52% this quarter.

Selling, administration and promotion expenses increased 14% to Ps.18,934 million from Ps.16,557 million a year ago, largely as a result of higher operating expenses, advertising and personnel expenses in the period.

### **EBITDA and net result**

EBITDA grew 12% to Ps.6,326 million from Ps.5,636 million in the previous year. The company reported operating income of Ps.3,996 million, compared to Ps.3,237 million in the same quarter of 2023.

Below EBITDA, there was a foreign exchange loss of Ps.664 million this quarter, compared to a gain of Ps.72 million a year ago. This loss resulted from the effect of exchange rate depreciation on the company's net monetary position this period, compared to appreciation in the previous year.

Negative variation of Ps.7,268 million in other financial results, which reflects an 8% loss this quarter in the market value of the underlying financial instruments owned by the company — and which does not imply cash flow — compared to a 13% gain in the previous year.

Consistent with the quarterly results, the tax provision for the period decreased by Ps.2,352 million.

Grupo Elektra reported a net loss of Ps.644 million, compared to a profit of Ps.4,944 million a year ago.

### **Unconsolidated balance sheet**

A proforma balance sheet exercise of Grupo Elektra is presented, which allows knowing the non-consolidated financial situation, excluding the net assets of the financial business, whose investment is valued in this case under the participation method.

This presentation shows the debt of the company without considering Banco Azteca's immediate and term deposits, which do not constitute debt with cost for Grupo Elektra. Also, the pro forma balance sheet does not include the bank's gross loan portfolio.

This provides greater clarity about the different businesses that make up the company and allows financial market participants to make estimates of the value of the company, considering only the relevant debt for said calculations.

Consistent with this, debt with cost as of June 30, 2024, was Ps.38,707 million, compared to Ps.38,277 million of the previous year.

Cash and cash equivalents were Ps.12,109 million, from Ps.11,357 million a year ago, and net debt was Ps.26,598 million, compared to Ps.26,920 million a year ago.

As of June 30, 2024, the Company's shareholders' equity was Ps.92,131 million, and the ratio of shareholders' equity to total liabilities was 1.06 times.

	As of June 30 2023	As of June 30 2024	Change	
			Ps.	%
Cash and cash equivalents	\$11,357	\$12,109	751	7%
Marketable financial instruments	26,995	26,832	(163)	(1%)
Inventories	16,688	17,089	401	2%
Accounts receivables	47,356	49,616	2,261	5%
Other current assets	3,845	3,620	(225)	(6%)
Investments in shares	40,704	42,890	2,186	5%
Fixed assets	10,074	8,542	(1,532)	(15%)
Right of use assets	12,824	12,080	(744)	(6%)
Other assets	2,454	5,933	3,479	142%
<b>Total assets</b>	<b>\$172,297</b>	<b>\$178,711</b>	<b>\$6,414</b>	<b>4%</b>
Short-term debt	\$8,580	\$10,022	1,441	17%
Suppliers	7,509	9,971	2,462	33%
Other short-term liabilities	18,506	21,460	2,954	16%
Long-term debt	29,697	28,685	(1,013)	(3%)
Other long-term debt	16,805	16,443	(362)	(2%)
<b>Total liabilities</b>	<b>\$81,098</b>	<b>\$86,580</b>	<b>\$5,482</b>	<b>7%</b>
<b>Stakeholder´s equity</b>	<b>\$91,199</b>	<b>\$92,131</b>	<b>\$932</b>	<b>1%</b>
<b>Liabilities and equity</b>	<b>\$172,297</b>	<b>\$178,711</b>	<b>\$6,414</b>	<b>4%</b>

Figures in millions of pesos

## **Consolidated Balance Sheet**

### **Loan Portfolio and Deposits**

The consolidated gross portfolio of Banco Azteca Mexico, Purpose Financial and Banco Azteca Latinoamerica as of June 30, 2024, grew 7% to Ps.180,327 million, from Ps.168,443 million in the previous year. The consolidated non-performing loan ratio was 3.8% at the end of the period, compared to 5.6% in the previous year.

Banco Azteca Mexico's gross loan portfolio balance increased 6% to Ps.173,266 million, from Ps.163,398 million a year ago. The Bank's non-performing loan ratio at the end of the period decreased two percentage points to 3.2%, compared to 5.2% a year ago, in the context of robust credit origination processes and increasing collection efficiency.

Grupo Elektra's consolidated deposits were Ps.228,782 million, 2% higher than Ps.224,588 million a year ago. Banco Azteca Mexico's traditional deposits were Ps.224,808 million, compared to Ps.224,264 million a year ago.

Banco Azteca Mexico's traditional deposit ratio to gross portfolio was 1.3 times, which allows for solid growth for the Bank, with optimal funding costs.

The Bank's liquidity coverage ratio at the end of the quarter — countable liquid assets / total net cash outflow — was 928%, an outstanding figure in the Mexican banking sector.

Banco Azteca Mexico's capitalization ratio was 14.85%.

## **Infrastructure**

Grupo Elektra currently operates 6,123 points of contact from 6,260 units from the previous year. This decrease is due to strategies aimed at maximizing the profitability of the company's points of contact.

At the end of the period, Grupo Elektra had 4,887 contact points in Mexico, 827 in the US, and 409 in Central America. This extensive distribution network ensures proximity to customers and fosters close attention, contributing to the company's superior market positioning in the countries it operates in.

## **Consolidated six-month results**

Consolidated revenue for the first six months of the year grew by 7% to Ps. 92,745 million, up from Ps. 86,494 million in the same period of 2023. This increase was driven by a 9% growth in sales of the commercial business and a 6% rise in revenues of the financial business.

EBITDA was Ps.12,689 million, compared to Ps.11,794 million a year ago. The company reported operating income of Ps.8,063 million, from Ps.7,004 million a year ago.

In the first six months of 2024, net income of Ps.1,077 million was recorded, compared to Ps.5,403 million a year ago. The change reflects a loss in the market value of the underlying financial instruments owned by the company —which does not imply cash flow— compared to the gain of the previous year.

	6M 2023	6M 2024	Change	
			Ps.	%
<b>Consolidated revenue</b>	\$86,494	<b>\$92,745</b>	<b>\$6,252</b>	<b>7%</b>
<b>EBITDA</b>	\$11,794	<b>\$12,689</b>	<b>\$895</b>	<b>8%</b>
<b>Operating profit</b>	\$7,004	<b>\$8,063</b>	<b>\$1,059</b>	<b>15%</b>
<b>Net result</b>	\$5,403	<b>\$1,077</b>	<b>\$(4,326)</b>	<b>----</b>
<b>Net result per share</b>	\$24.43	<b>\$4.89</b>	<b>\$(19.55)</b>	<b>----</b>

Figures in millions of pesos.

EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization.

As of June 30, 2024, Elektra\* outstanding shares were 220.3 million and as of June 30, 2023, were 221.1 million.

#### **Company Profile:**

Grupo Elektra is Latin America's leading financial services company and specialty retailer and the largest non-bank provider of cash advance services in the United States. The group operates more than 6,000 points of contact in Mexico, the United States, Guatemala, Honduras, and Panama.

Grupo Elektra is a Grupo Salinas company ([www.gruposalinas.com](http://www.gruposalinas.com)), a group of dynamic, fast-growing, and technologically advanced companies focused on creating economic value through market innovation and goods and services that improve standards of living; social value to improve community well-being; and environmental value by reducing the negative impact of its business activities. Created by Mexican entrepreneur Ricardo B. Salinas ([www.ricardosalinas.com](http://www.ricardosalinas.com)), Grupo Salinas operates as a management development and decision forum for the top leaders of member companies. These companies include TV Azteca ([www.TVazteca.com](http://www.TVazteca.com)); [www.irtvazteca.com](http://www.irtvazteca.com)), Grupo Elektra ([www.grupoelektra.com.mx](http://www.grupoelektra.com.mx)), Banco Azteca ([www.bancoazteca.com.mx](http://www.bancoazteca.com.mx)), Purpose Financial ([havepurpose.com](http://havepurpose.com)), Afore Azteca ([www.aforeazteca.com.mx](http://www.aforeazteca.com.mx)), Seguros Azteca ([www.segurosazteca.com.mx](http://www.segurosazteca.com.mx)), Punto Casa de Bolsa ([www.puntocasadebolsa.mx](http://www.puntocasadebolsa.mx)), Total Play ([irtotalplay.mx](http://irtotalplay.mx); [www.totalplay.com.mx](http://www.totalplay.com.mx)) and Total Play Empresarial ([totalplayempresarial.com.mx](http://totalplayempresarial.com.mx)). TV Azteca and Grupo Elektra trade shares on the Mexican Stock Market and in Spain's Latibex market. Each of the Grupo Salinas companies operates independently, with its own management, board of directors and shareholders. Grupo Salinas has no equity holdings. The group of companies shares a common vision, values, and strategies for achieving rapid growth, superior results, and world-class performance.

*Except for historical information, the matters discussed in this press release are concepts about the future that involve risks and uncertainty that may cause actual results to differ materially from those projected. Other risks that may affect Grupo Elektra and its subsidiaries are presented in documents sent to the securities authorities.*

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**GRUPO ELEKTRA, S.A.B. DE C.V. AND SUBSIDIARIES**  
**CONSOLIDATED INCOME STATEMENTS**  
**MILLIONS OF MEXICAN PESOS**

	2Q23		2Q24		Change	
Financial income	26,806	61%	29,242	61%	2,436	9%
Commercial income	17,469	39%	18,941	39%	1,473	8%
<b>Income</b>	<b>44,274</b>	<b>100%</b>	<b>48,183</b>	<b>100%</b>	<b>3,909</b>	<b>9%</b>
Financial cost	9,190	21%	9,425	20%	235	3%
Commercial cost	12,891	29%	13,497	28%	607	5%
<b>Costs</b>	<b>22,081</b>	<b>50%</b>	<b>22,923</b>	<b>48%</b>	<b>842</b>	<b>4%</b>
<b>Gross income</b>	<b>22,193</b>	<b>50%</b>	<b>25,260</b>	<b>52%</b>	<b>3,067</b>	<b>14%</b>
<b>Sales, administration and promotion expenses</b>	<b>16,557</b>	<b>37%</b>	<b>18,934</b>	<b>39%</b>	<b>2,376</b>	<b>14%</b>
<b>EBITDA</b>	<b>5,636</b>	<b>13%</b>	<b>6,326</b>	<b>13%</b>	<b>690</b>	<b>12%</b>
Depreciation and amortization	2,394	5%	2,333	5%	(61)	-3%
Other expense (income), net	5	0%	(3)	0%	(8)	---
<b>Operating income</b>	<b>3,237</b>	<b>7%</b>	<b>3,996</b>	<b>8%</b>	<b>759</b>	<b>23%</b>
Comprehensive financial result:						
Interest income	514	1%	479	1%	(35)	-7%
Interest expense	(1,443)	-3%	(1,442)	-3%	1	0%
Foreign exchange gain (loss), net	72	0%	(664)	-1%	(736)	---
Other financial results, net	4,303	10%	(2,966)	-6%	(7,268)	---
	<b>3,446</b>	<b>8%</b>	<b>(4,593)</b>	<b>-10%</b>	<b>(8,038)</b>	<b>---</b>
Participation in the net income of CASA and other associated companies	348	1%	(306)	-1%	(654)	---
<b>Income (loss) before income tax</b>	<b>7,031</b>	<b>16%</b>	<b>(902)</b>	<b>-2%</b>	<b>(7,933)</b>	<b>---</b>
Income tax	(2,092)	-5%	259	1%	2,352	---
<b>Income (loss) before discontinued operations</b>	<b>4,939</b>	<b>11%</b>	<b>(642)</b>	<b>-1%</b>	<b>(5,581)</b>	<b>---</b>
Result from discontinued operations	5	0%	(1)	0%	(7)	---
<b>Consolidated net income (loss)</b>	<b>4,944</b>	<b>11%</b>	<b>(644)</b>	<b>-1%</b>	<b>(5,588)</b>	<b>---</b>

**GRUPO ELEKTRA, S.A.B. DE C.V. AND SUBSIDIARIES**  
**CONSOLIDATED INCOME STATEMENTS**  
**MILLIONS OF MEXICAN PESOS**

	6M23		6M24		Change	
Financial income	53,505	62%	56,768	61%	3,263	6%
Commercial income	32,988	38%	35,977	39%	2,989	9%
<b>Income</b>	<b>86,494</b>	<b>100%</b>	<b>92,745</b>	<b>100%</b>	6,252	7%
Financial cost	17,999	21%	18,805	20%	807	4%
Commercial cost	23,986	28%	25,652	28%	1,666	7%
<b>Costs</b>	<b>41,985</b>	<b>49%</b>	<b>44,457</b>	<b>48%</b>	2,473	6%
<b>Gross income</b>	<b>44,509</b>	<b>51%</b>	<b>48,288</b>	<b>52%</b>	3,779	8%
<b>Sales, administration and promotion expenses</b>	<b>32,715</b>	<b>38%</b>	<b>35,599</b>	<b>38%</b>	2,884	9%
<b>EBITDA</b>	<b>11,794</b>	<b>14%</b>	<b>12,689</b>	<b>14%</b>	895	8%
Depreciation and amortization	4,784	6%	4,641	5%	(143)	-3%
Other expense (income), net	5	0%	(15)	0%	(20)	---
<b>Operating income</b>	<b>7,004</b>	<b>8%</b>	<b>8,063</b>	<b>9%</b>	1,059	15%
Comprehensive financial result:						
Interest income	891	1%	925	1%	34	4%
Interest expense	(2,913)	-3%	(2,903)	-3%	11	0%
Foreign exchange gain (loss), net	508	1%	(634)	-1%	(1,142)	---
Other financial results, net	1,765	2%	(3,637)	-4%	(5,402)	---
	<b>250</b>	<b>0%</b>	<b>(6,249)</b>	<b>-7%</b>	(6,499)	---
Participation in the net income of CASA and other associated companies	404	0%	(226)	0%	(630)	---
<b>Income before income tax</b>	<b>7,659</b>	<b>9%</b>	<b>1,589</b>	<b>2%</b>	(6,070)	-79%
Income tax	(2,261)	-3%	(510)	-1%	1,751	77%
<b>Income before discontinued operations</b>	<b>5,398</b>	<b>6%</b>	<b>1,079</b>	<b>1%</b>	(4,319)	-80%
Result from discontinued operations	5	0%	(2)	0%	(7)	---
<b>Consolidated net income</b>	<b>5,403</b>	<b>6%</b>	<b>1,077</b>	<b>1%</b>	(4,326)	-80%



**GRUPO ELEKTRA, S.A.B. DE C.V. AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEET**  
**MILLIONS OF MEXICAN PESOS**

	Commercial Business	Financial Business	Grupo Elektra	Commercial Business	Financial Business	Grupo Elektra	Change	
	<i>At June 30, 2023</i>			<i>At June 30, 2024</i>				
Cash and cash equivalents	11,357	29,331	40,688	12,109	30,499	42,608	1,920	5%
Marketable financial instruments	4,916	90,812	95,728	3,613	97,458	101,071	5,343	6%
Performing loan portfolio	-	86,217	86,217	-	96,204	96,204	9,987	12%
Total past-due loans	-	7,237	7,237	-	4,985	4,985	(2,252)	-31%
Gross loan portfolio	-	93,454	93,454	-	101,189	101,189	7,735	8%
Allowance for credit risks	-	14,748	14,748	-	15,147	15,147	399	3%
Loan portfolio, net	-	78,706	78,706	-	86,042	86,042	7,336	9%
Inventories	16,688	-	16,688	17,089	-	17,089	401	2%
Other current assets	18,238	14,067	32,305	22,362	12,294	34,656	2,351	7%
<b>Total current assets</b>	<b>51,200</b>	<b>212,916</b>	<b>264,115</b>	<b>55,173</b>	<b>226,294</b>	<b>281,467</b>	17,352	7%
Financial instruments	22,078	3	22,081	23,219	2	23,221	1,140	5%
Performing loan portfolio	-	72,779	72,779	-	77,283	77,283	4,504	6%
Total past-due loans	-	2,210	2,210	-	1,855	1,855	(355)	-16%
Gross loan portfolio	-	74,989	74,989	-	79,138	79,138	4,149	6%
Allowance for credit risks	-	5,534	5,534	-	5,335	5,335	(199)	-4%
Loan portfolio	-	69,455	69,455	-	73,803	73,803	4,348	6%
Other non-current assets	21,352	471	21,824	18,619	281	18,900	(2,924)	-13%
Investment in shares	2,395	-	2,395	2,126	12	2,138	(257)	-11%
Property, furniture, equipment and investment in stores, net	10,074	10,802	20,876	8,542	10,379	18,921	(1,955)	-9%
Intangible assets	779	7,979	8,759	699	7,833	8,532	(227)	-3%
Right of use asset	12,655	2,052	14,707	11,924	2,001	13,925	(781)	-5%
Other assets	1,675	7,786	9,461	5,233	9,477	14,710	5,249	----
<b>TOTAL ASSETS</b>	<b>122,208</b>	<b>311,464</b>	<b>433,672</b>	<b>125,537</b>	<b>330,080</b>	<b>455,617</b>	21,945	5%
Demand and term deposits	-	224,588	224,588	-	228,782	228,782	4,194	2%
Creditors from repurchase agreements	-	15,412	15,412	-	28,253	28,253	12,841	83%
Short-term debt	8,475	138	8,613	9,460	37	9,497	884	10%
Leasing	2,315	840	3,155	2,055	811	2,866	(289)	-9%
<b>Short-term liabilities with cost</b>	<b>10,789</b>	<b>240,978</b>	<b>251,768</b>	<b>11,515</b>	<b>257,883</b>	<b>269,398</b>	17,630	7%
Suppliers and other short-term liabilities	23,479	20,992	44,470	29,163	19,956	49,119	4,649	10%
<b>Short-term liabilities without cost</b>	<b>23,479</b>	<b>20,992</b>	<b>44,470</b>	<b>29,163</b>	<b>19,956</b>	<b>49,119</b>	4,649	10%
<b>Total short-term liabilities</b>	<b>34,268</b>	<b>261,970</b>	<b>296,238</b>	<b>40,678</b>	<b>277,839</b>	<b>318,517</b>	22,279	8%
Long-term debt	27,027	0	27,027	25,813	0	25,813	(1,214)	-4%
Leasing	11,470	1,302	12,772	11,259	1,235	12,494	(278)	-2%
<b>Long-term liabilities with cost</b>	<b>38,497</b>	<b>1,302</b>	<b>39,799</b>	<b>37,072</b>	<b>1,235</b>	<b>38,307</b>	(1,492)	-4%
<b>Long-term liabilities without cost</b>	<b>5,335</b>	<b>1,101</b>	<b>6,436</b>	<b>5,184</b>	<b>1,478</b>	<b>6,662</b>	226	4%
<b>Total long-term liabilities</b>	<b>43,832</b>	<b>2,403</b>	<b>46,235</b>	<b>42,256</b>	<b>2,713</b>	<b>44,969</b>	(1,266)	-3%
<b>TOTAL LIABILITIES</b>	<b>78,100</b>	<b>264,373</b>	<b>342,473</b>	<b>82,934</b>	<b>280,552</b>	<b>363,486</b>	21,013	6%
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>44,108</b>	<b>47,091</b>	<b>91,199</b>	<b>42,603</b>	<b>49,529</b>	<b>92,131</b>	932	1%
<b>LIABILITIES + EQUITY</b>	<b>122,208</b>	<b>311,464</b>	<b>433,672</b>	<b>125,537</b>	<b>330,080</b>	<b>455,617</b>	21,945	5%

**INFRASTRUCTURE**

	2Q23		2Q24		Change	
<b><u>Points of sale in Mexico</u></b>						
Elektra	1,225	20%	1,227	20%	2	0%
Salinas y Rocha	33	1%	32	1%	(1)	-3%
Banco Azteca	1,926	31%	1,921	31%	(5)	0%
Freestanding branches	1,762	28%	1,707	28%	(55)	-3%
<b>Total</b>	<b>4,946</b>	<b>79%</b>	<b>4,887</b>	<b>80%</b>	<b>(59)</b>	<b>-1%</b>
<b><u>Points of sale in Central America</u></b>						
Elektra	120	2%	120	2%	-	0%
Banco Azteca	228	4%	225	4%	(3)	-1%
Freestanding branches	64	1%	64	1%	-	0%
<b>Total</b>	<b>412</b>	<b>7%</b>	<b>409</b>	<b>7%</b>	<b>(3)</b>	<b>-1%</b>
<b><u>Points of sale in North America</u></b>						
Purpose Financial	902	14%	827	14%	(75)	-8%
<b>Total</b>	<b>902</b>	<b>14%</b>	<b>827</b>	<b>14%</b>	<b>(75)</b>	<b>-8%</b>
<b>TOTAL</b>	<b>6,260</b>	<b>100%</b>	<b>6,123</b>	<b>100%</b>	<b>(137)</b>	<b>-2%</b>
<hr/>						
<b><u>Floor space (m²)</u></b>	<b>1,530</b>	<b>100%</b>	<b>1,740</b>	<b>100%</b>	<b>210</b>	<b>14%</b>
<hr/>						
<b><u>Employees</u></b>						
Mexico	62,600	88%	61,334	88%	(1,266)	-2%
Central and South America	5,972	8%	6,129	9%	157	3%
North America	2,681	4%	2,493	4%	(188)	-7%
<b>Total employees</b>	<b>71,253</b>	<b>100%</b>	<b>69,956</b>	<b>100%</b>	<b>(1,297)</b>	<b>-2%</b>