

GRUPO



S.A.B. DE C.V.

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Agenda

- ▶ **Corporate Developments**
 - ▶ **Fourth Quarter Highlights**
 - ▶ **Operating Results**
 - ▶ **Q & A.**
-

Corporate Developments.

- ▶ On January the 26th after receiving regulatory approval from Mexico's Ministry of Finance (SHCP) and banking and securities regulator (CNBV), Banco Ahorro Famsa opened its doors to the general public in the city of Torreón Coahuila, as of today 7 Banking branches are currently in operation.
- ▶ It is planed to open Banking branches within the City of Monterrey during March-April and immediately after continues the rollover at our Famsa stores nationwide.
- ▶ During this launching stage at the city of Torreón two products will be dispensed, Personal Loans and Deposits. Soon after finance for retailing store products and services will take place.

Corporate Developments.

- ▶ In November 2006, controlling shareholder Humberto Garza sold shares equivalent to 5.50% of the company's equity, increasing free-floating stock from 30.5% to 36.0%. The secondary issue was part of the company's plans to increase liquidity of its stock on the Mexican stock exchange.
- ▶ The rise in free-float capital substantially improved the liquidity of shares, resulting in Grupo Famsa being included in Mexico's benchmark IPC stock index as of February 1, 2007.

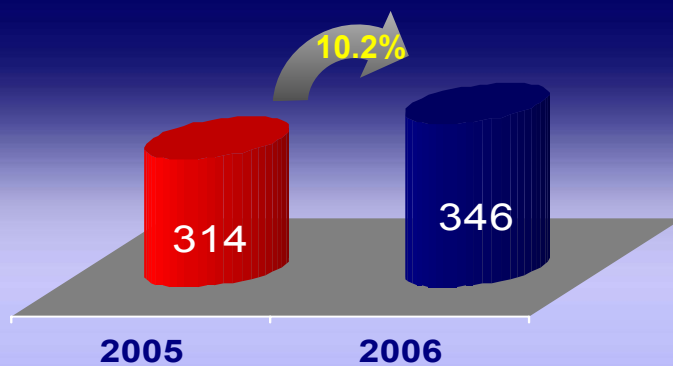
▶ **Fourth Quarter Highlights.**

Fourth Quarter Highlights.

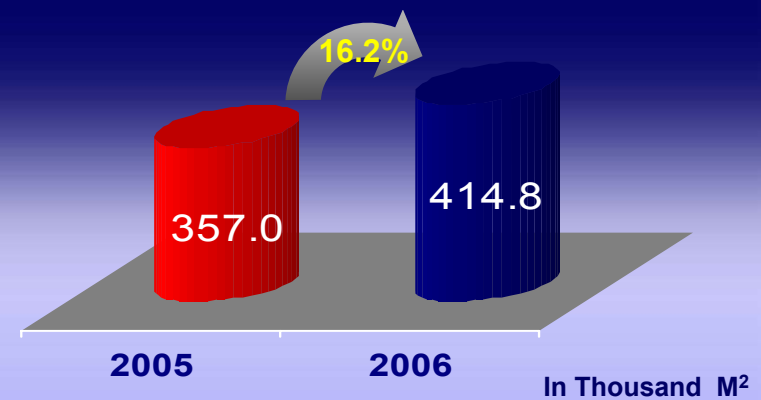
- ▶ Expansion plan in line with 2006 guideline.

	Forecasted	Real	Total
Mexico	20	23	322
USA	10	9	24

Number of Stores (32 new stores last 12 months).



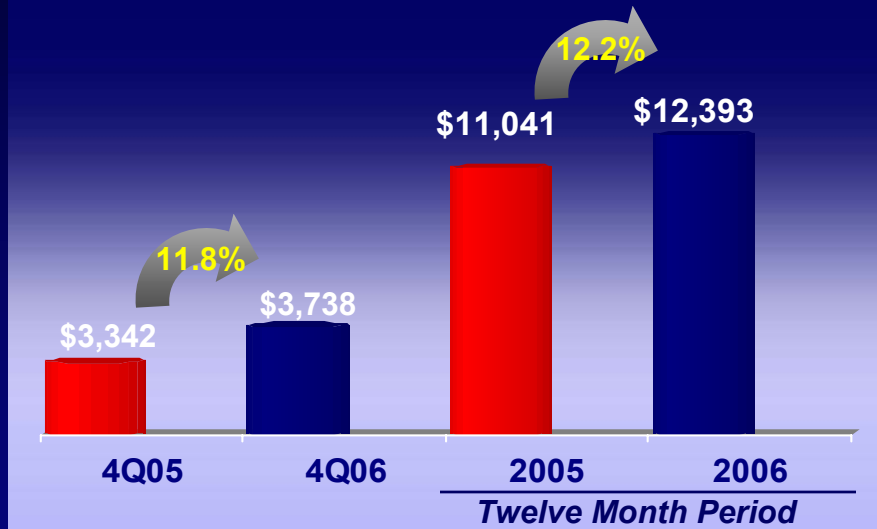
Square Meters (57,845 new M² during last 12 months).



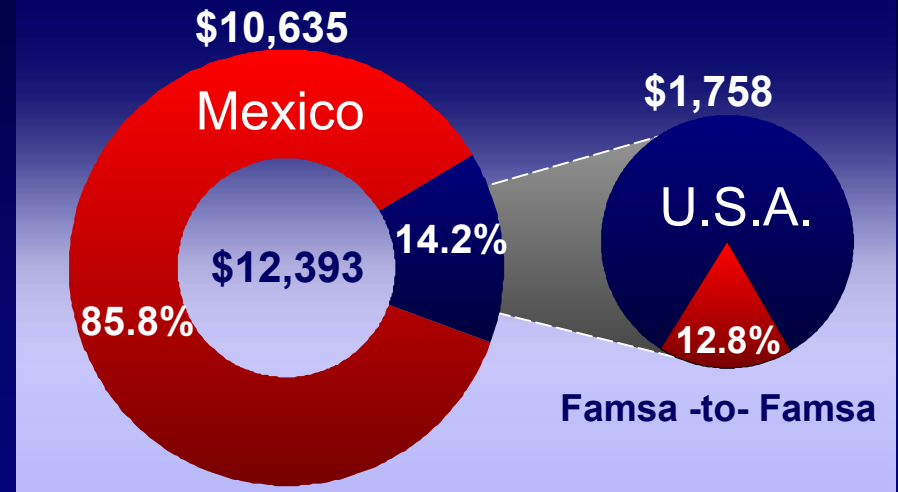
Operating Results.

	4Q06	2006 Twelve Months
Net Sales	11.8%	12.2%
Same Store Sales;		
Mexico	4.8%	4.3%
U.S.A.	18.9%	8.2%
Credit Sales	15.6%	13.8%

Net Sales



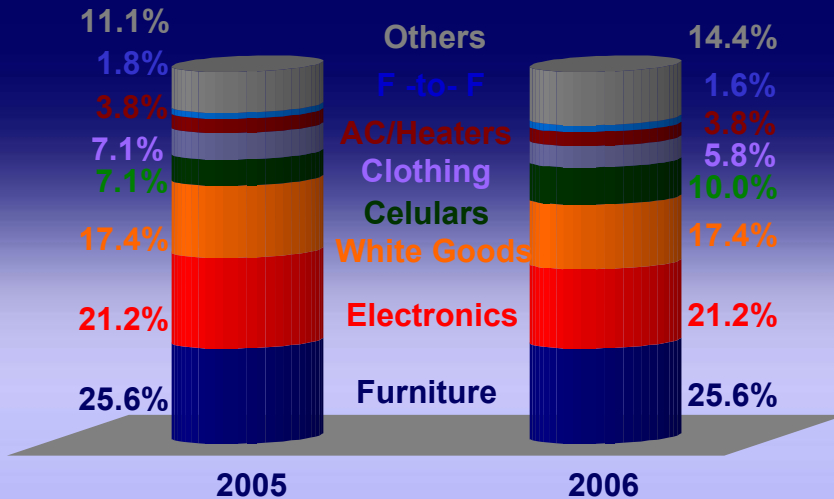
Sales by Country



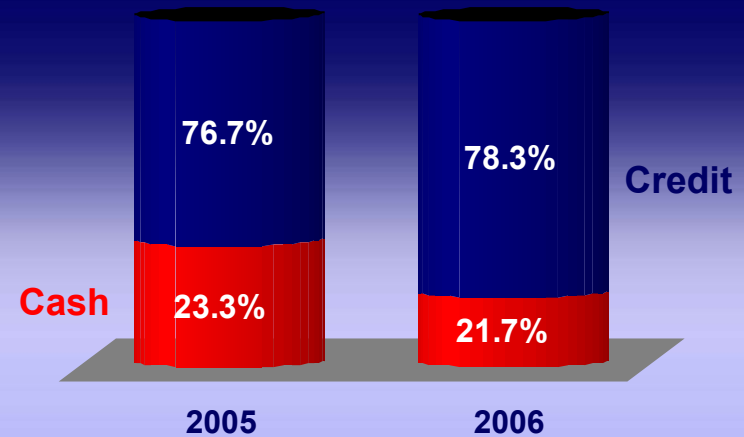
* Sales In millions of pesos of purchasing power as of December 31, 2006.

Operating Results.

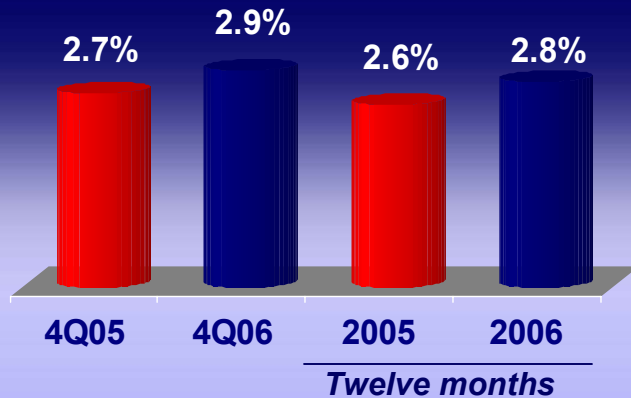
Product Sales Mix (% Retail Sales).



Sales by System (% Retail Sales).



Net Write-off / Total Credit Sales



Credit Sales



* Sales In millions of pesos of purchasing power as of December 31, 2006.

Operative Results.

▶ Gross Margin Increase

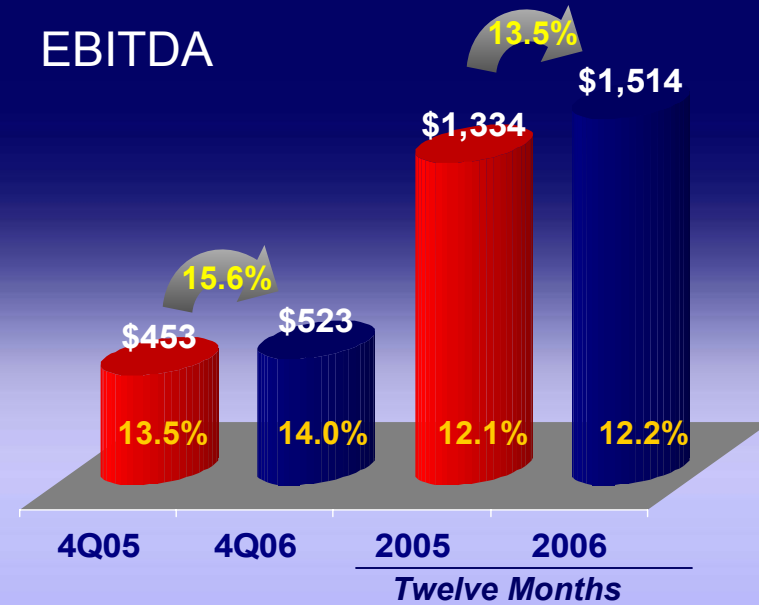
- Due to better economies of scale and improved leverage on current platform .

▶ EBITDA Increase

Gross Margin



EBITDA

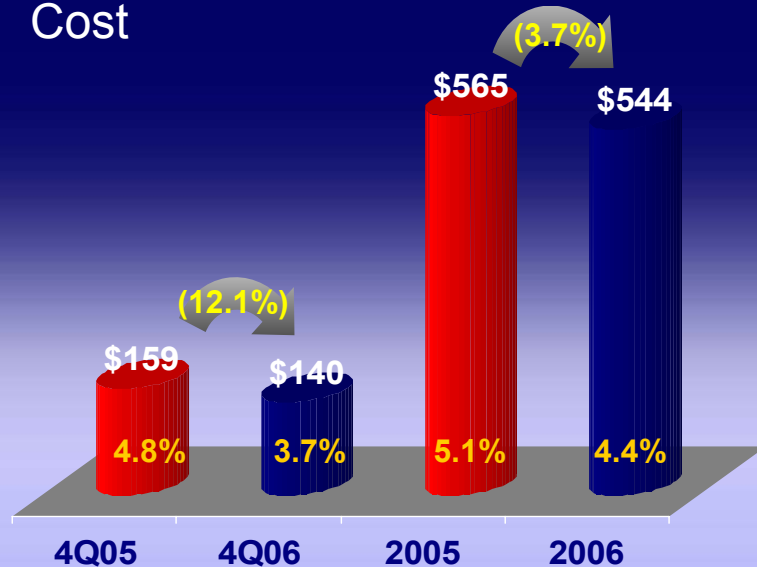


In millions of pesos of purchasing power as of December 31, 2006.

Operating Results.

- ▶ Diminishment on payable interest followed by;
 - Debt diminishment from IPO proceeds.
 - Lower funding costs due to improvement conditions at current credit lines.
- ▶ Increase on Net Income.

Net Comprehensive Financing Cost



Net Income

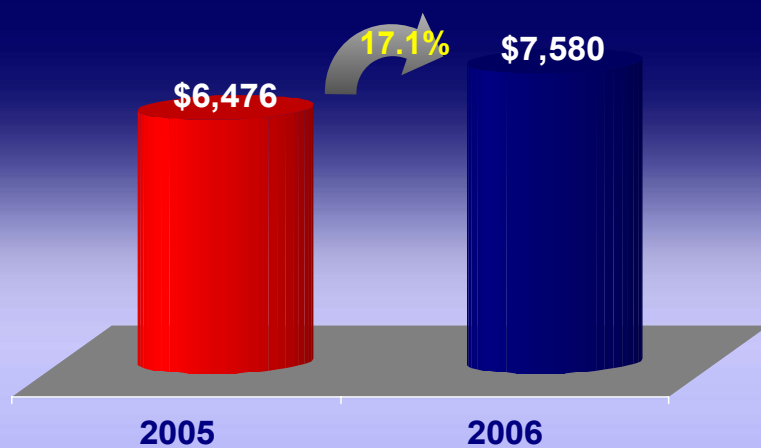


In millions of pesos of purchasing power as of December 31, 2006.

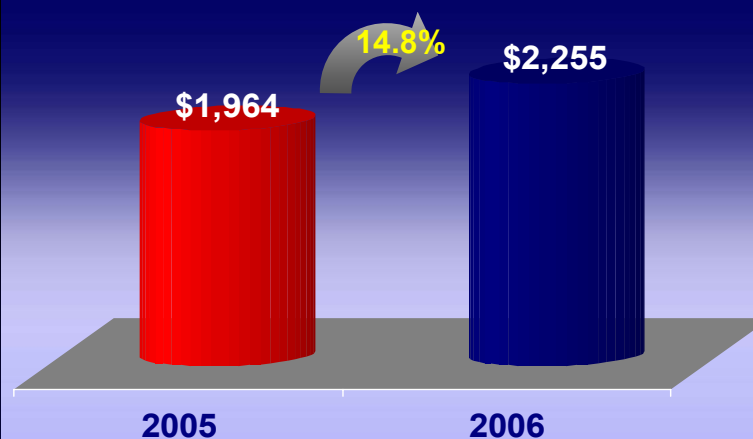
** as percentage of sales.

Operating Results.

Accounts Receivable



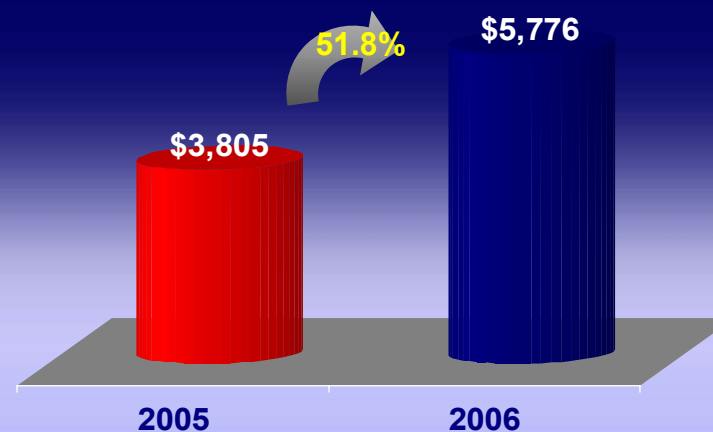
Inventories



Net Debt



Equity



In millions of pesos of purchasing power as of December 31, 2006.

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