



May 2016

The following information contains or may be deemed to contain, “forward-looking statements” (as defined by the U.S. Private Securities Litigation Reform Act of 1995). By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The future results of the issuer may vary from the results expressed in, or implied by, the following forward-looking statements, possibly to a material degree. The Company undertakes no obligation to update or revise any forward-looking statements.

- Grupo Elektra in Grupo Salinas
- Profile and History of the Company
- Commercial Businesses
- Financial Business
- Presence in America
- Continuous Innovation



Consumer Finance and Retail



Media



Telecommunications



Social Responsibility



- Close to 70,000 employees
- Presence across the Americas: Mexico, the US, Colombia, El Salvador, Guatemala, Honduras, Panama and Peru

- Grupo Elektra is Latin America's leading financial services company and specialty retailer and the largest non-bank provider of cash advance services in US
- The strength of Grupo Elektra is based on more than six decades of credit experience, contributing to enhance the purchasing power of millions of families
- Operates more than 7,000 points of sale in seven countries in the Americas
- Incorporated in the Corporate Sustainability Index of the Mexican Stock Exchange



1950 - 1952	Founded by Hugo Salinas Rocha to manufacture radios First company in Mexico to produce TV sets
1954 - 1957	Starts granting consumer credit and conducting door-to-door sales
1987	Ricardo B. Salinas becomes President
1993 - 1996	Starts operating electronic money transfers
1997 - 2001	Begins operations in Latin America
2002	Receives license to operate Banco Azteca
2005	Starts assembling and selling Italika motorcycles
2012	Acquisition of Advance America



Financial Division



Commercial Division

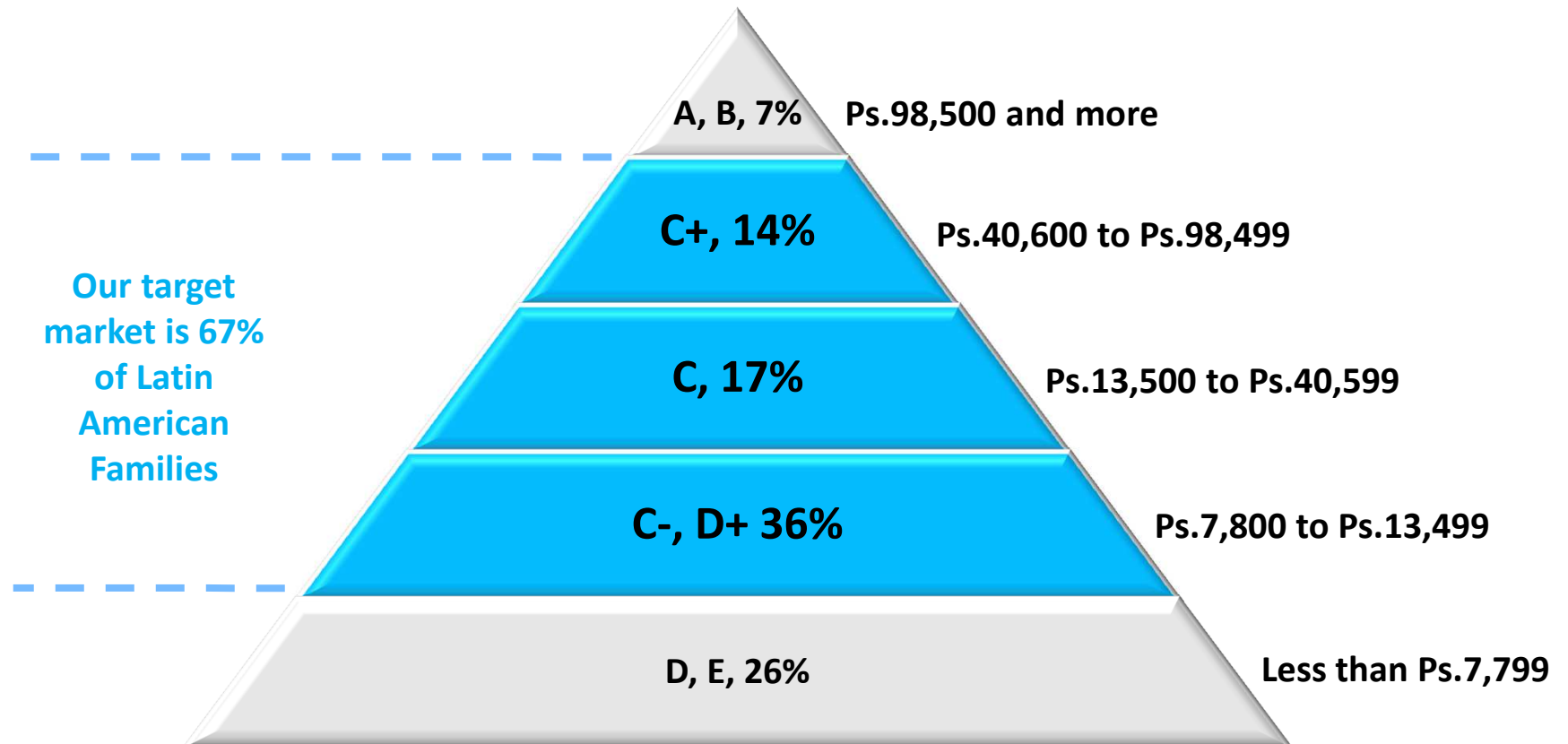
Formats



Presence in America

Points of Contact





- C, D+ socioeconomic levels
- Electronics, white line, household appliances, furniture, computers, cell phones, motorcycles, among others
- 1,137 points of contact:
 1. Mexico 968
 2. Peru 69
 3. Guatemala 61
 4. Honduras 27
 5. Panama 12
- Average store sales space: 851 m²



- C+, C socioeconomic levels.
- Quality furniture and higher-end products.
- 51 points of sale in Mexico.
- Average store sales space: 1,068 m²



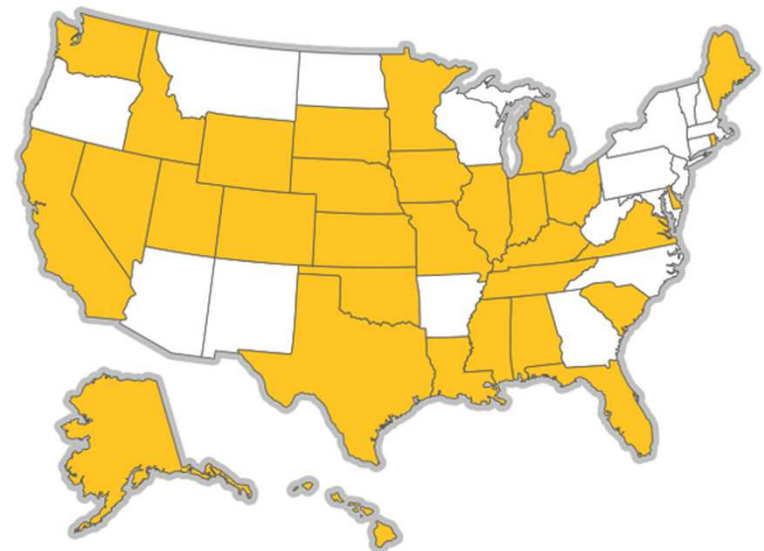
- Elektra's own-brand motorcycles
- Designs models with engines between 90 cc and 250 cc according to customers' needs and purposes
- Sold through more than 3,500 points of sale, including our stores and others in Mexico, Guatemala, Peru, Honduras, Panama and Costa Rica
- Assembly factory with three lines and strict quality assurance area
- More than 700 authorized service centers



- Total of 4,090 points of sale
- Banco Azteca operates in Mexico, El Salvador, Guatemala, Honduras, Panama and Peru



- Leading provider of non-bank cash advance services in the US
- 2,250 points of sale
- Presence in 29 states
- More than 10 million loans per year
- Average amount: US\$374
- Average duration: 19 days



Revenue

0%

\$75,559

\$75,337

LTM15

LTM16

EBITDA

+8%

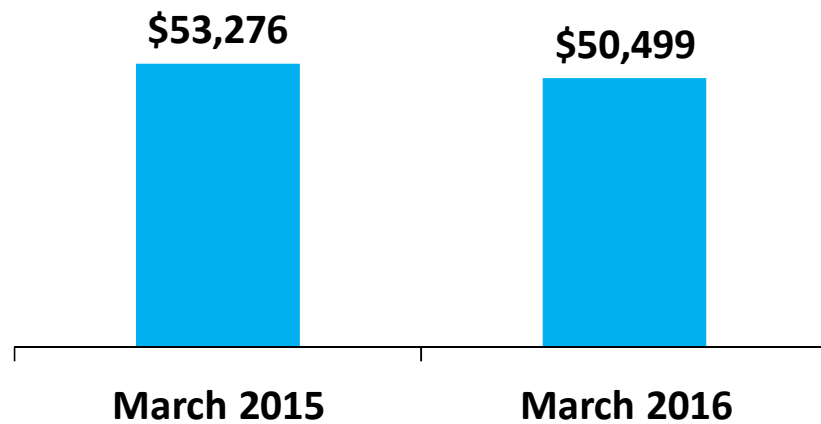
\$10,057

\$10,887

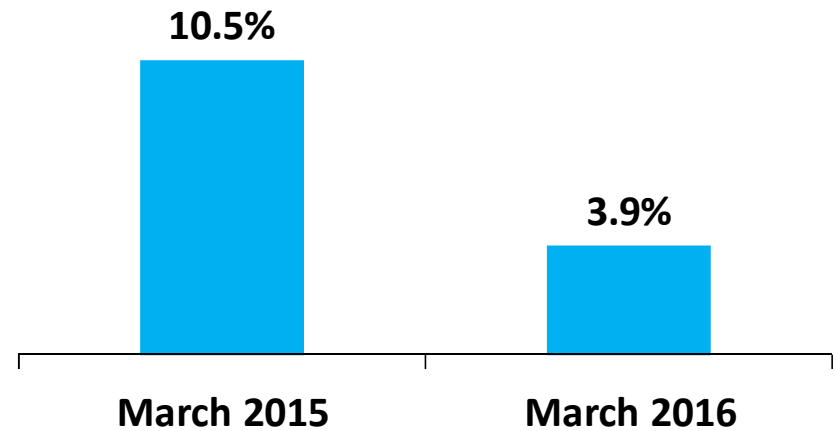
LTM15

LTM16

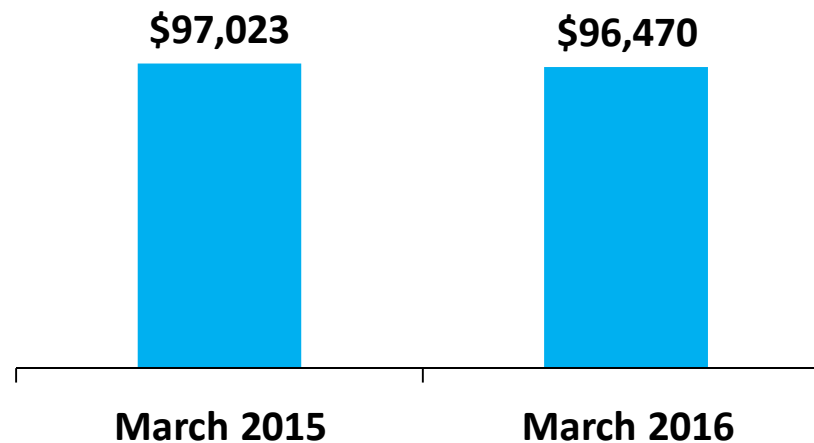
Gross Portfolio



Delinquency Rate



Total Deposits





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