

# 4Q 2022 Earnings Results Corporacion Actinver

The Actinver logo is positioned in the bottom right corner of the slide. It features the word "Actinver" in a white, sans-serif font. The letter "i" is stylized with a small yellow dot above it. The background of the slide is a dark blue gradient with a faint, stylized candlestick chart and a blue vertical bar on the left side.

Actinver

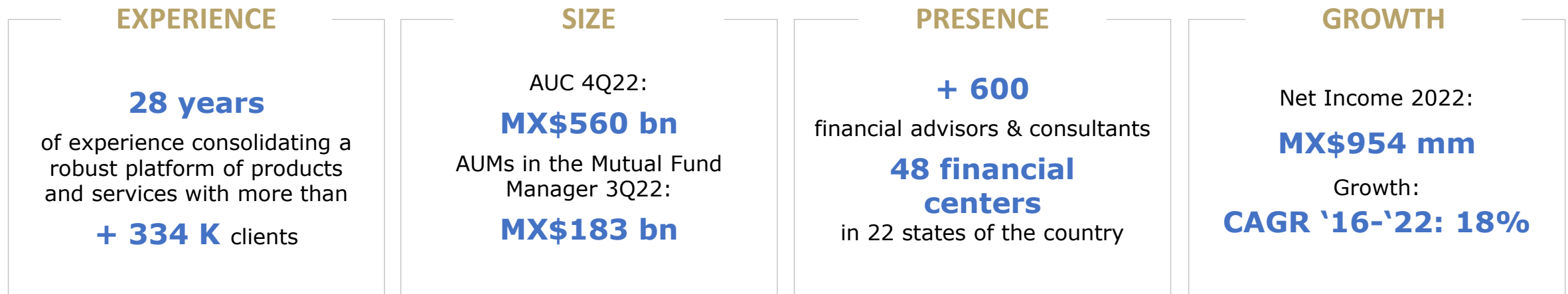
---

# Actinver at a glance

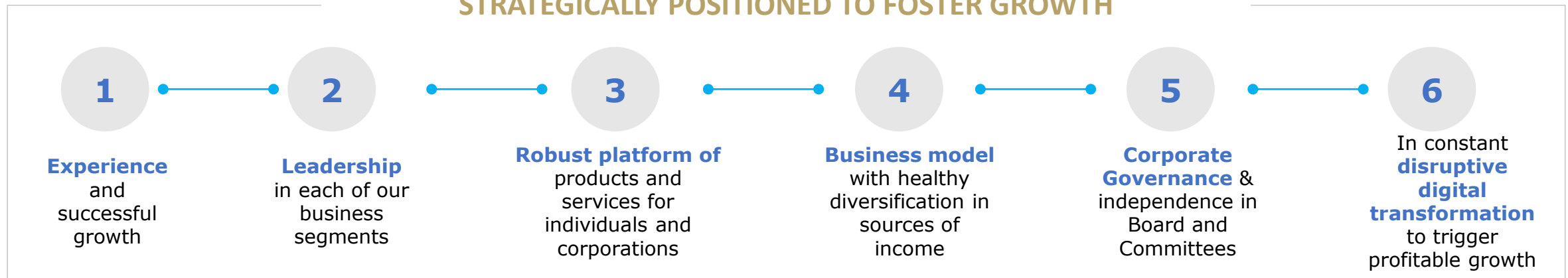
A Brief Recap

# Actinver at a glance

Actinver is a leading Mexican Investment Bank with a clear purpose: to foster well-being for Mexicans by providing financial advice and tailor-made products to enhance their wealth



## STRATEGICALLY POSITIONED TO FOSTER GROWTH

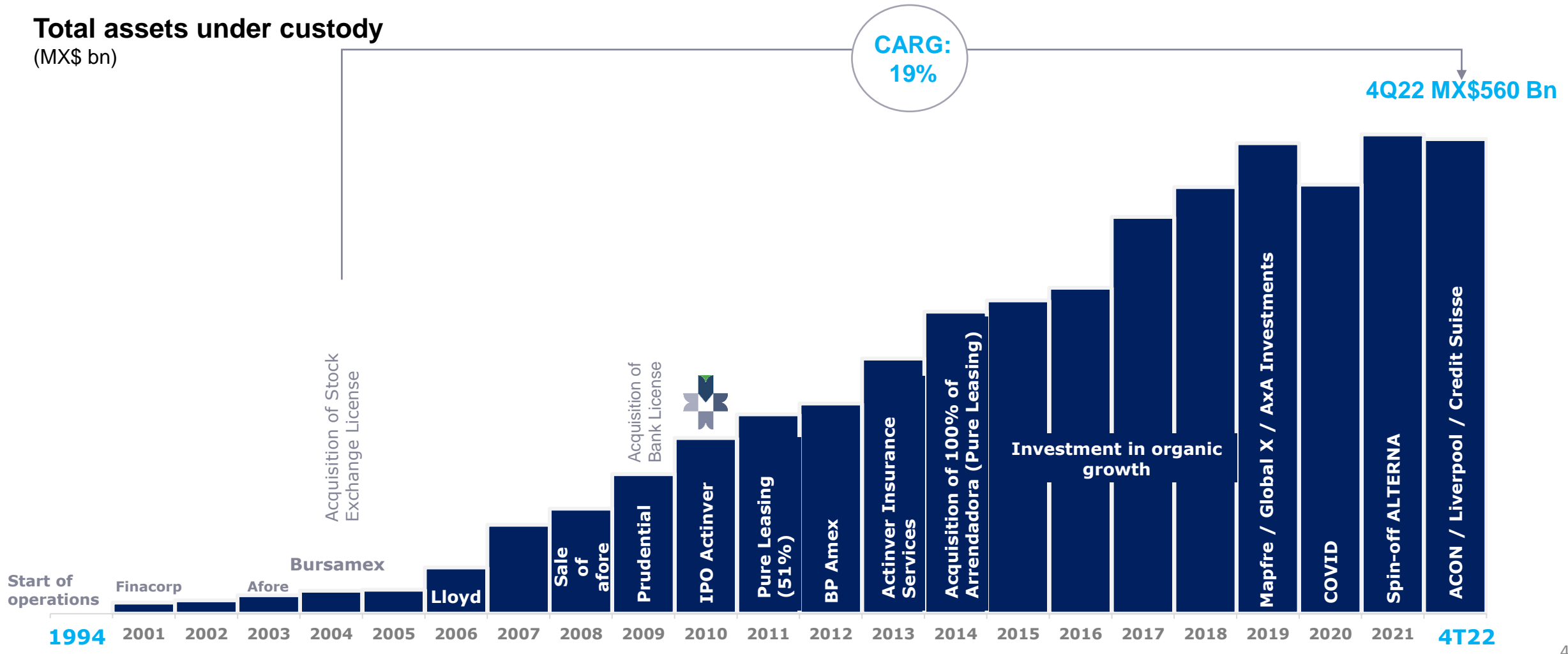


# Experience and successful growth

Actinver has built a robust platform over the past 28 years through successful organic and inorganic growth, recently focusing on strategic alliances.

## Total assets under custody

(MX\$ bn)



# Actinver's business model

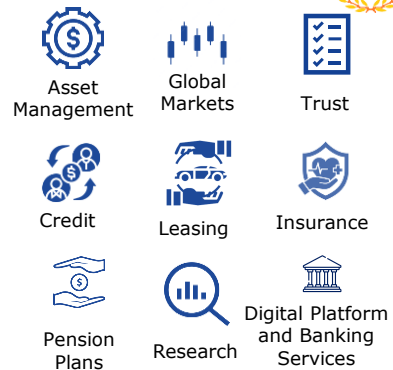
A customer-oriented strategy to meet the needs of clients while attaining a leading position in each of our business segments.

## PRIVATE BANKING & WEALTH MANAGEMENT

Based on **customized financial advice**

NPS<sup>1</sup> Actinver Score vs. Mexican Financial Service Score: **62.1 vs. 60**

**4<sup>th</sup>**



**Alliance: Credit Suisse**

## AFFLUENT & DIGITAL CHANNELS

Personalized financial advice with model portfolios and expert consultants

Focus on **digital acquisition and a hybrid advisory model**

Digital and big data tools to improve the client's experience

**Digital Channels:**



Rankia Mexico 2022: **Best Brokerage House**



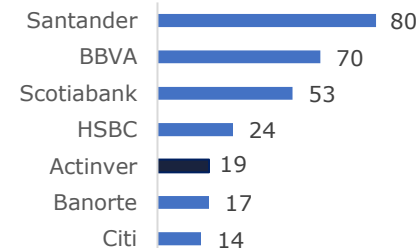
**Alliance: Liverpool**

## CORPORATE & INVESTMENT BANKING



**DCM: 6th most relevant player** in the debt issuance market<sup>2</sup>

Mexico Domestic Bonds League Tables (MX\$ bn)



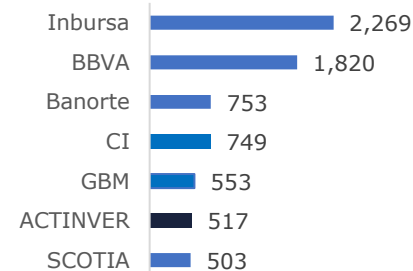
**ECM & M&A:** active participation in public and private equity offerings and alternative investments

## MARKETS



**Ranking 6th** in assets under custody<sup>3</sup>

Assets under Custody As of December 2022 (MX\$ bn)



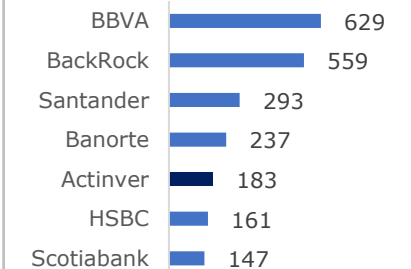
## ASSET MANAGEMENT



Rankia Mexico 2021: **Best Fund Manager** in Mexico

**5th largest** Mutual Fund Manager of the country

Assets under Management As of Dec 2022 (MX\$ bn)



**Alliances: Franklin Templeton, AXA Investments, Global X**

1. Net Promoter Score: customer experience indicator

2. Bloomberg: League Table as of Dec 2022 – excluding each financial group's own issuances

3. AMIB, Boletín Estadístico as of July 2022

# Complementary products and services platform

Platform that allows us to offer each client comprehensive solutions that help them achieve their long-term goals.

## INVESTMENT BANKING

- Debt and equity issuance
- M&A y private offering
- Block trades and Repurchase
- Alternatives (fibras, cerpis, CKDs)

## TRUST AND SOCIAL PREVISION

- Trusts
- Retirement plans

## DIGITAL SERVICES

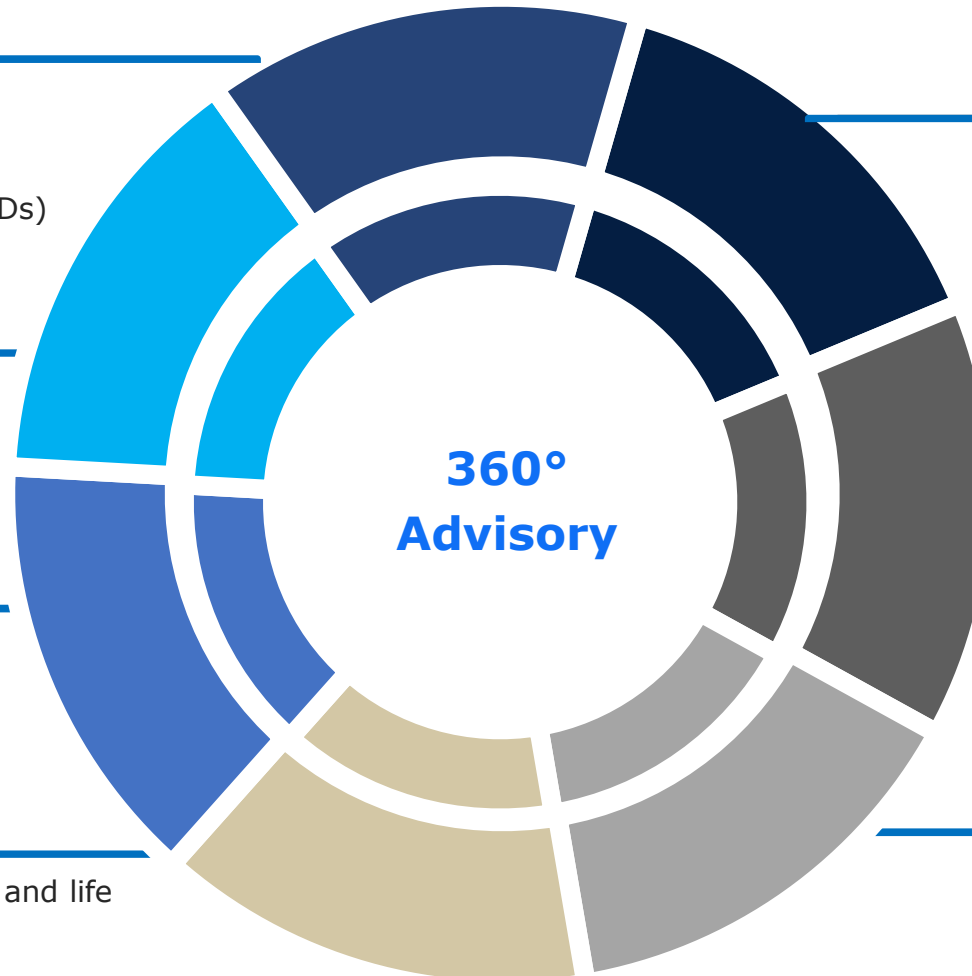


**Bursanet**  
de Actinver



## INSURANCE

- Patrimonial protection, health, and life
- Insurance funds



## INVESTMENT

- Investment funds
- Stock brokerage
- Derivatives and structured notes

## CREDIT

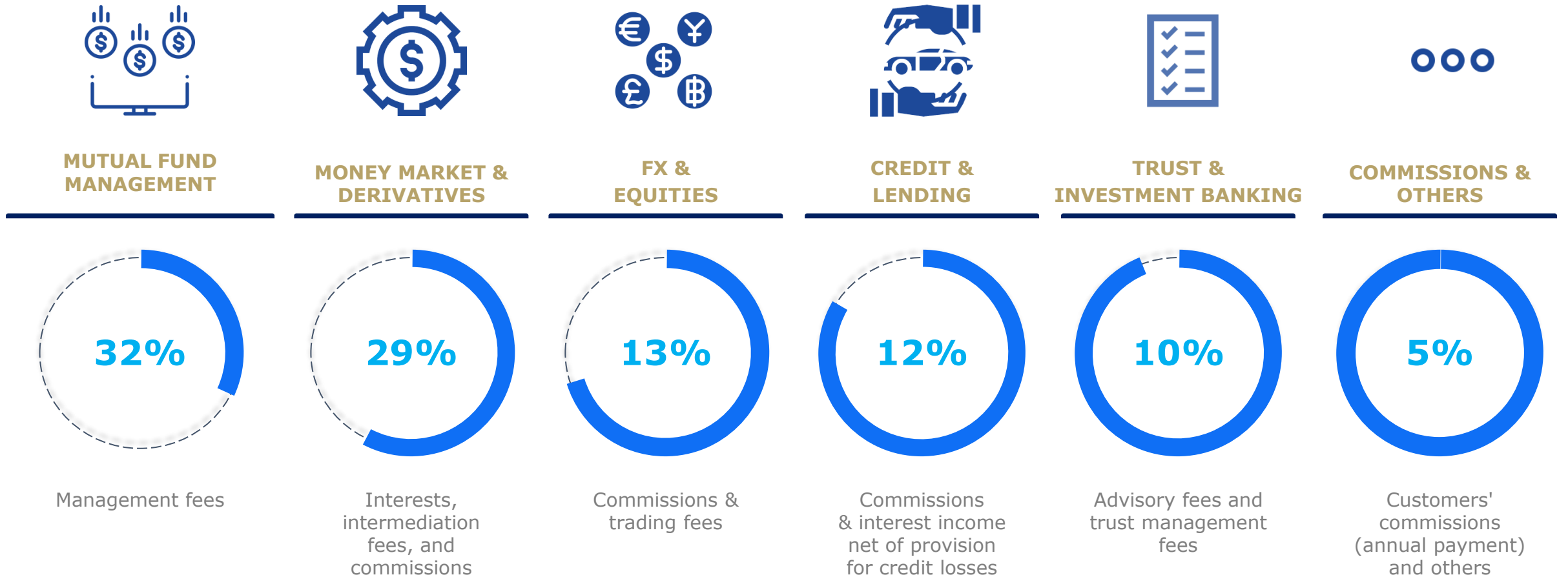
- Car loan
- Credit value
- Pledge credit
- Bridge
- Revolving
- Simple

## LEASING

- Financial and pure leasing
- Structured credit

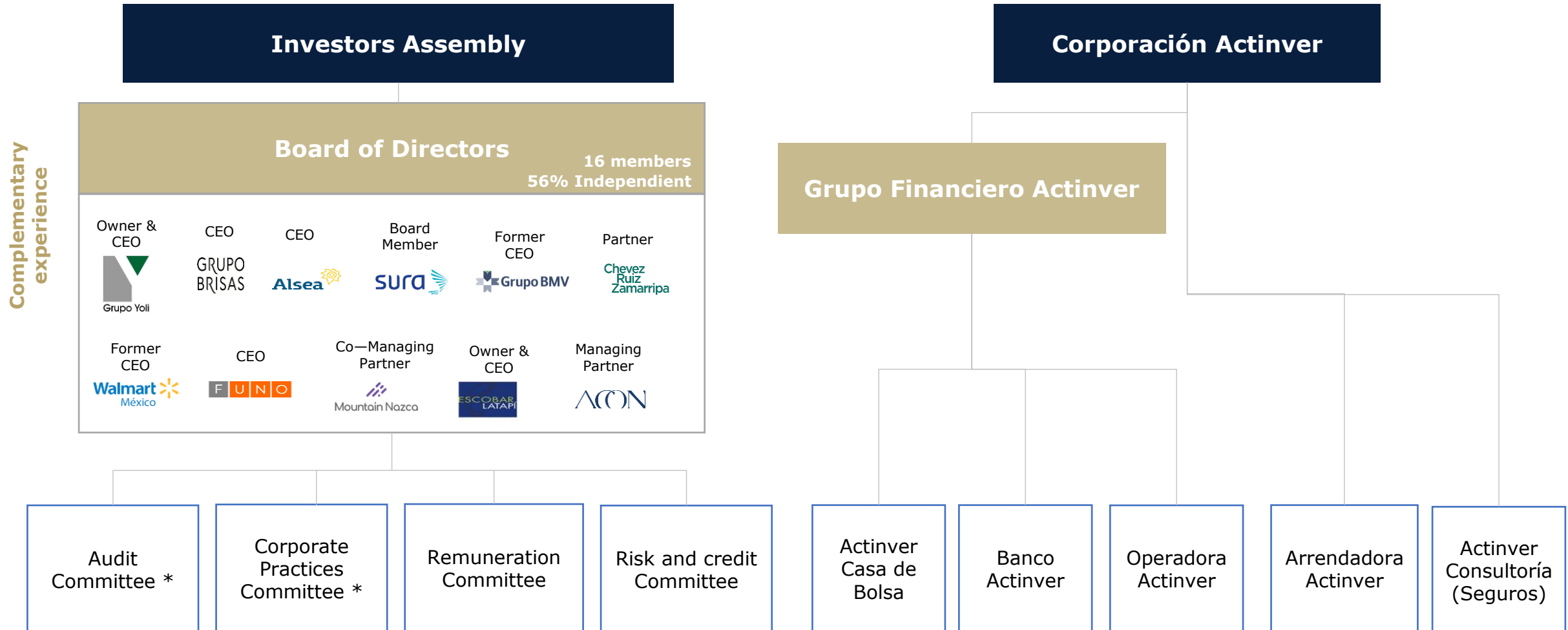
# Diversified revenue mix

Balanced income sources coming from our integrated platform and a cross-selling strategy



# Corporate governance

Decision making supported by the participation of independent members with complementary experience.



\*. Committees in which there is a majority of independent directors.



# Clear strategic direction

Digital transformation focused on accelerated growth and profit, offering a better investment experience.

<b>VISION</b>	To be the best option in investment advisory services
<b>STRATEGY</b>	Customer segmentation and digital transformation, designed to improve profitable scalability
<b>FOCUS</b>	A customer-centered business model providing personalized advice and differentiated products supported by digital tools
<b>PARTNERSHIPS</b>	Accelerating growth through strategic alliances for high net-worth and digital clients.
<b>PROFITABILITY</b>	Via efficient operations and prudent CAPEX management, while accelerating strategic tech investments

## STRATEGIC TRANSFORMATION

### Client Segmentation + Digital Tools

- Customized investment advice aligned with each client's profile
- Multi-channel customer services based on client's preferences: traditional, hybrid or digital
- Robust digital tools for customers and advisors
- Automation, operational efficiency, improved quality service, and measured customer satisfaction

## OBJECTIVE FOR 2025

**Scalable growth in each of our main business segments while maintaining optimal levels of profitability**

---

# Earnings Results

Fourth Quarter 2022 and Accumulated Results

# Highlights 2022

## INVESTMENT

### Acon Investments:

- Acon invested up to **15% of Actinver's equity** through convertible notes.
- Use of resources to strengthen Actinver's balance sheet to prepay debt and invest in strategic projects.

## ALLIANCES

### Liverpool:

- Alliance to offer banking, savings, and investment products to current and potential Liverpool's clients.

### Credit Suisse México:

- Strategic Alliance to keep investing and developing private banking offering in Mexico.

## FUNDING

### Bank Issuance:

- BACTIN 22: long-term, June 2022: \$2,307 million of pesos, spread **80bp**
- BACTIN 22-2: long-term, September: \$1,000 million pesos, **spread 60bp**

## RATINGS

### Fitch Ratings, HR Ratings, Verum:

- All our ratings remain at the same credit level, with a stable Outlook.

## IMPACT

### Actinver challenge 14th edition:

- Record turnout of more than 14,500 participants.

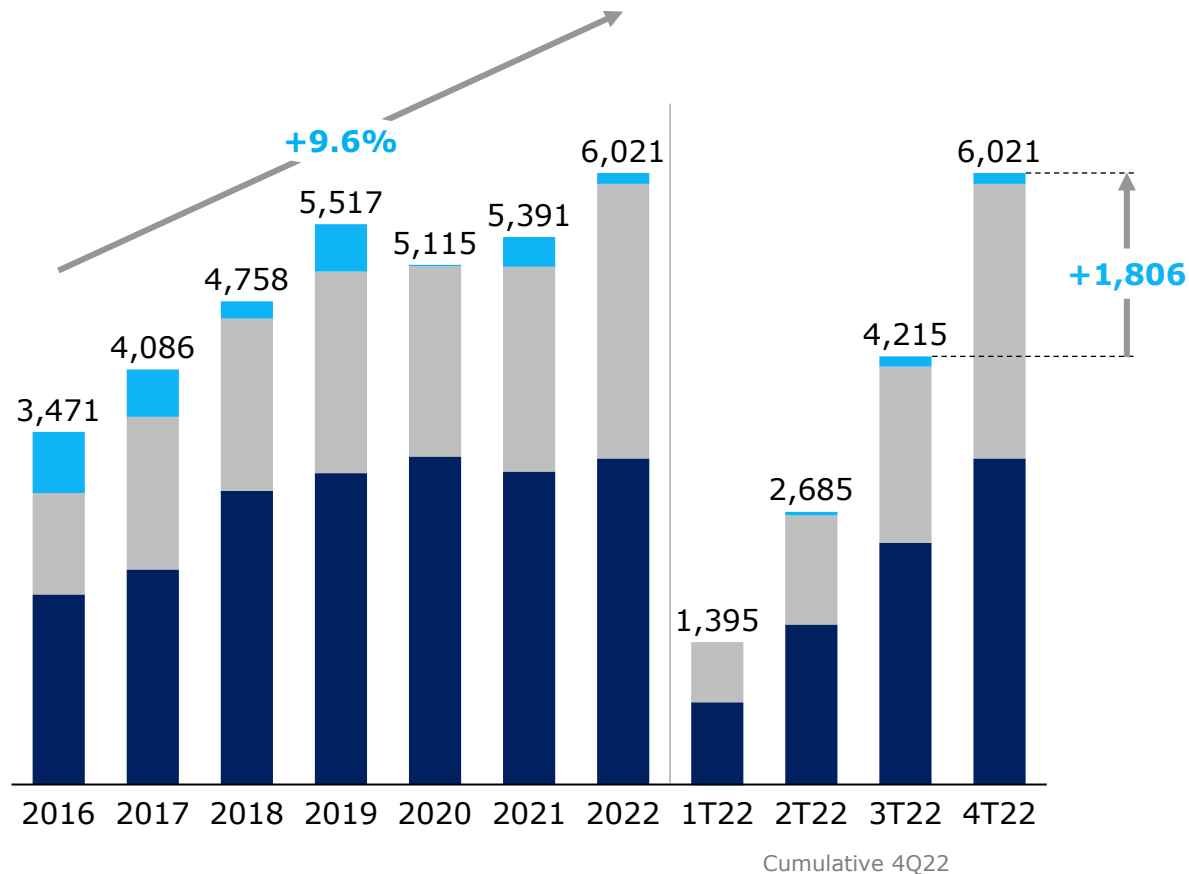
### Acelera Academy:

- Launch of the educational platform for Mexicans to learn how to invest from experts, where today we have 7,530 subscribers.

# 2022 Operating income

Results mainly driven by a good performance in treasury management and income generated by growth in all our business segments.

## Operating income (million of pesos)



- Net commissions and fees income
- Adjusted financial margin
- Financial intermediation income
- Other operating income

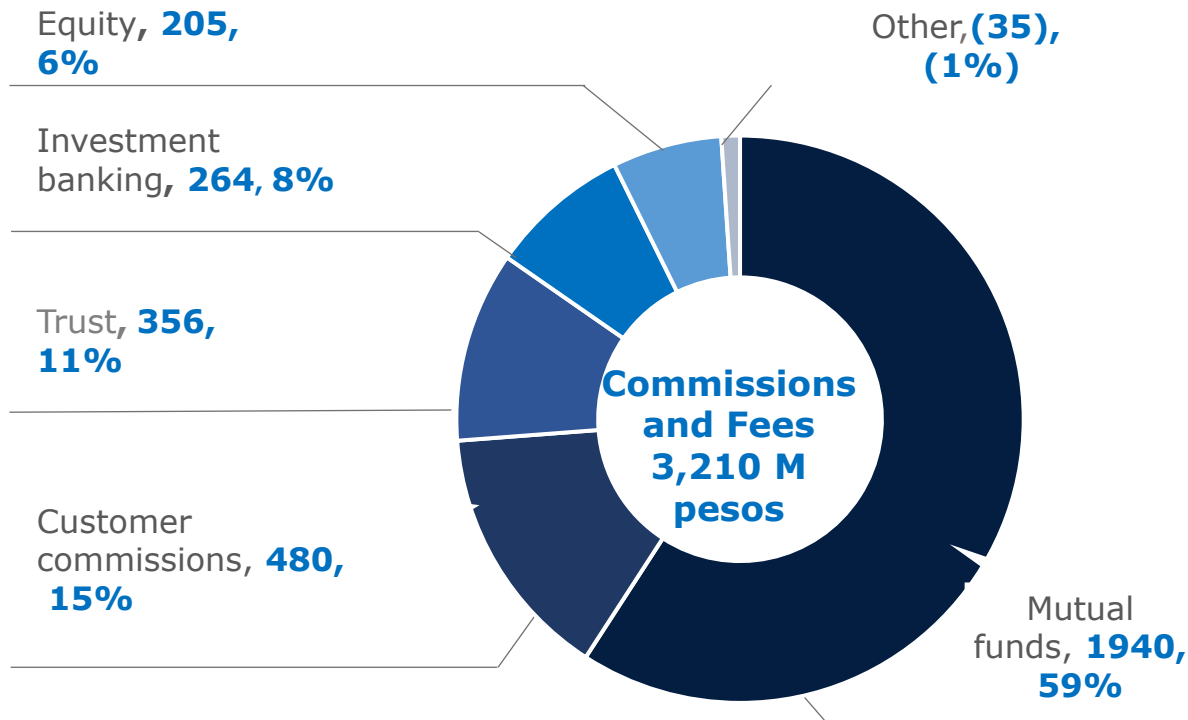
	4Q22	2022	vs.		YTD
			4Q21	3Q22	vs. 2021
Net commissions and fees income	832	3,210	1%	4%	4%
Adjusted financial margin	454	1,475	65%	23%	22%
Financial intermediation income	512	1,227	250%	74%	52%
Other operating income	9	108	(88%)	(87%)	(63%)
<b>Net Revenues</b>	<b>1,805</b>	<b>6,020</b>	<b>37%</b>	<b>18%</b>	<b>12%</b>

- **Net commissions and fees:** increase in income due to funds management, trust and investment banking, which offset a lower activity in the capital market.
- **Risk-adjusted financial margin:** increase in income mainly driven by the increase in rates, which resulted in a good performance in treasury management, as well as higher rental income.
- **Intermediation:** mainly driven by the performance in treasury management, derived from the increase in interest rates, as well as greater activity in the money market.
- **Other income:** mainly driven by income from the sale of assets in Leasing.

# 2022 Diversified sources of revenues

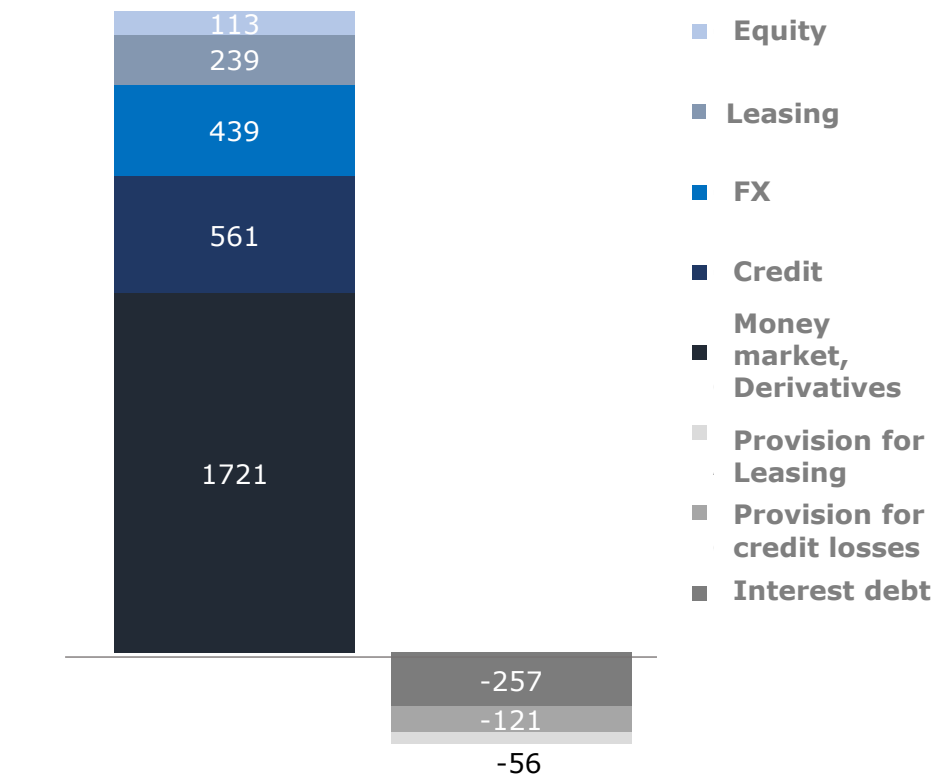
During 2022, our revenues remained healthy and diversified with a solid component in cash flow distribution, complemented by the development of new business segments.

## Net fees and commissions



## Adjusted financial margin & brokerage activities

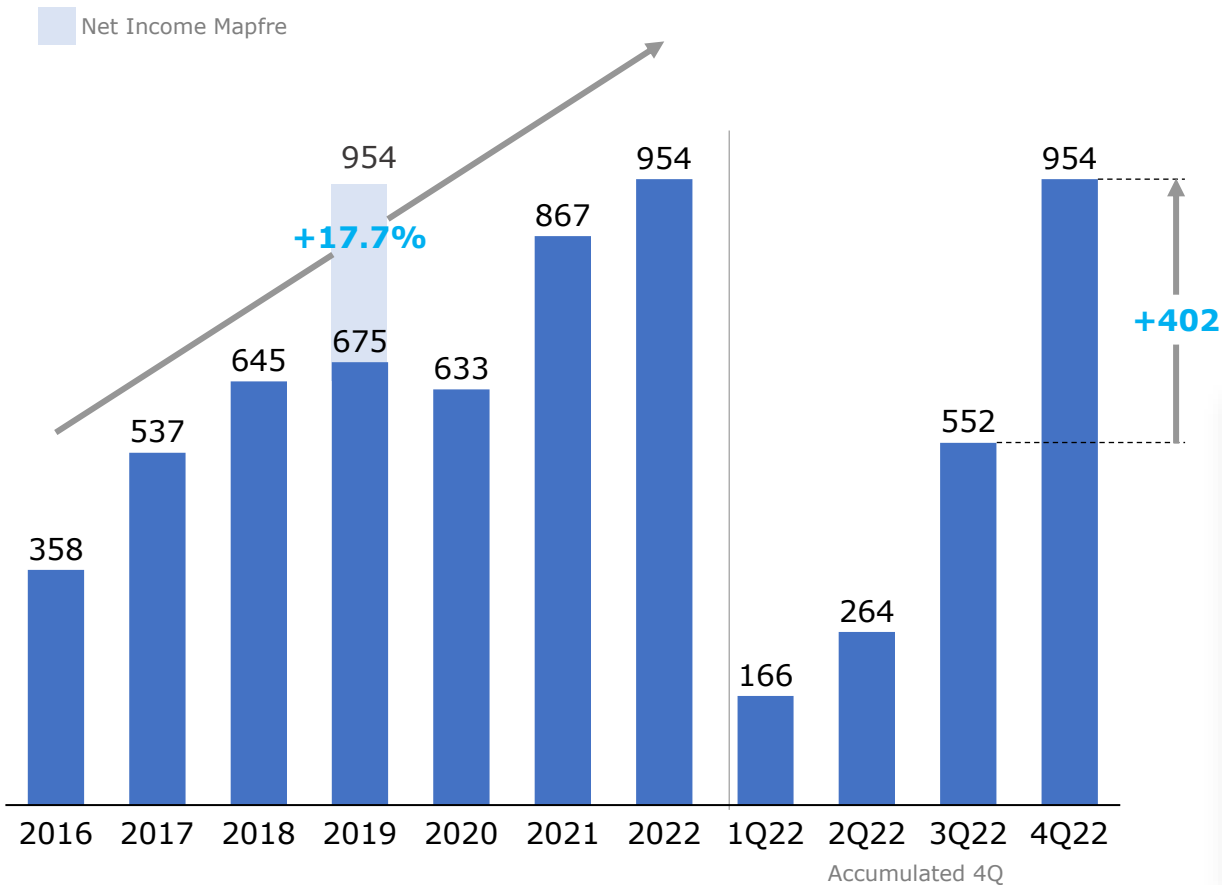
### Adjusted financial margin & Brokerage activities: 2,638 million pesos



# 2022 Income summary

In 2022, we reached a record net income of \$954 million pesos, which represents an increase of 10% vs. 2021.

## Net income (mm)



	4T22	2022	QUARTERLY VARIATION		ANNUAL VARIATION
			vs. 3T22	vs. 4T21	vs. 2021
Net operating income	1,806	6,020	18%	37%	12%
Operating expense	-1,274	-4,651	15%	20%	11%

<b>NET OPERATING INCOME</b>	<b>532</b>	<b>1,369</b>	<b>27%</b>	<b>108%</b>	<b>14%</b>
<b>NET INCOME</b>	<b>402</b>	<b>954</b>	<b>39%</b>	<b>78%</b>	<b>10%</b>

### Operating expense:

- 460 mm, 11% vs. 2021
- This increase derives mainly from employee compensation, as well as investments in strategic projects and technological transformation.
- Efficiency ratio 77%.**
- Net income 4T22:**
  - 78% vs. 4Q21
  - Accumulated net income 10% vs 2021

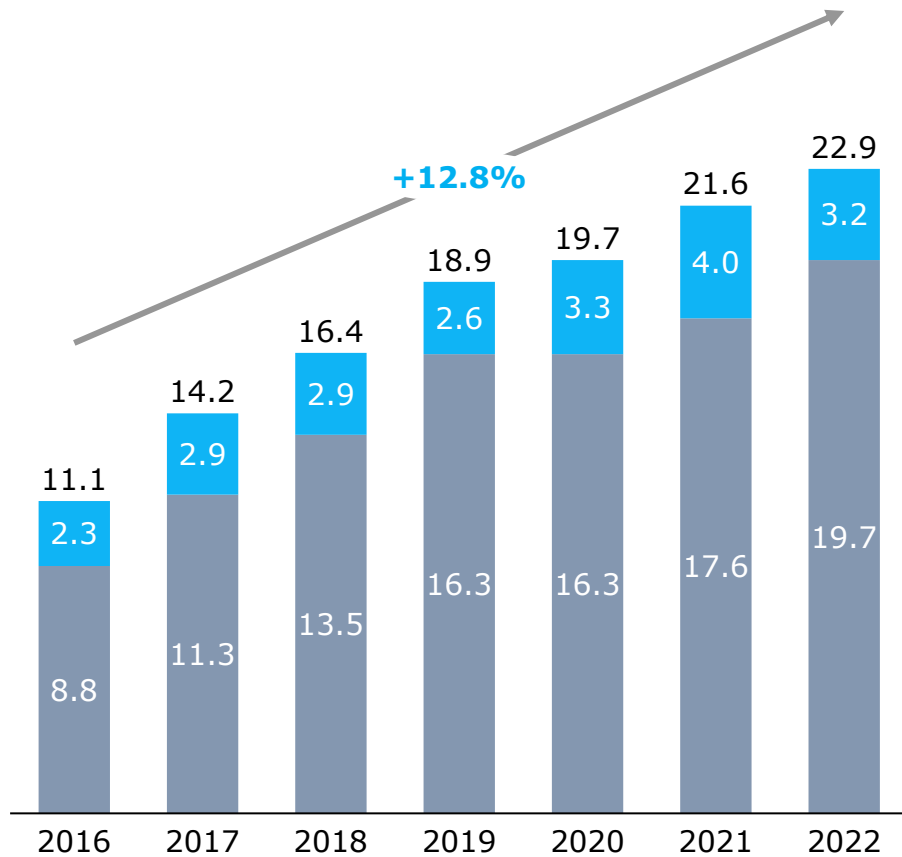
# Healthy growth in loan portfolio (Banco Actinver)

## Loan portfolio (\$MX mm)

Weighted Average Maturity: 2.8 years

Commercial: 35 months

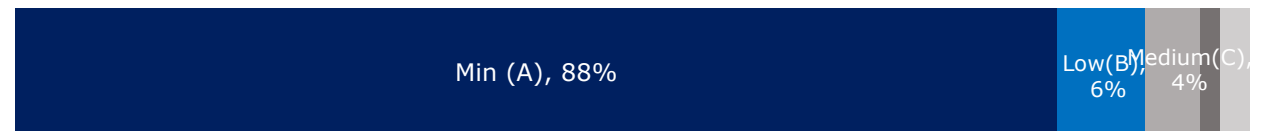
Consumer: 34 months



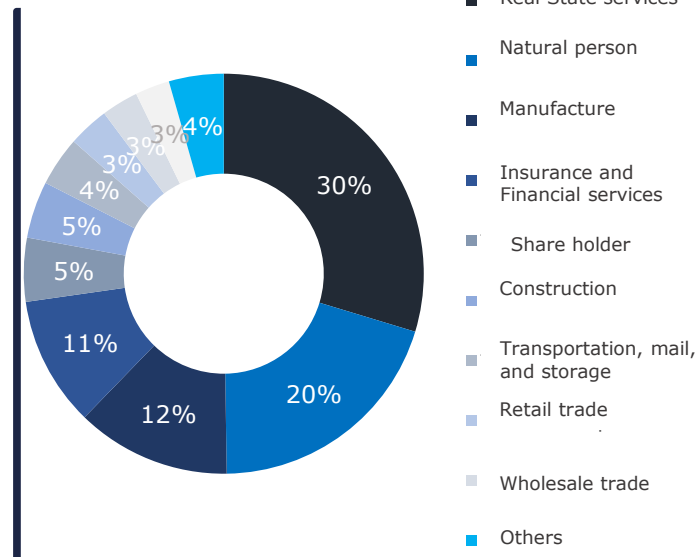
## Credit portfolio description 4Q22

### Portfolio rating

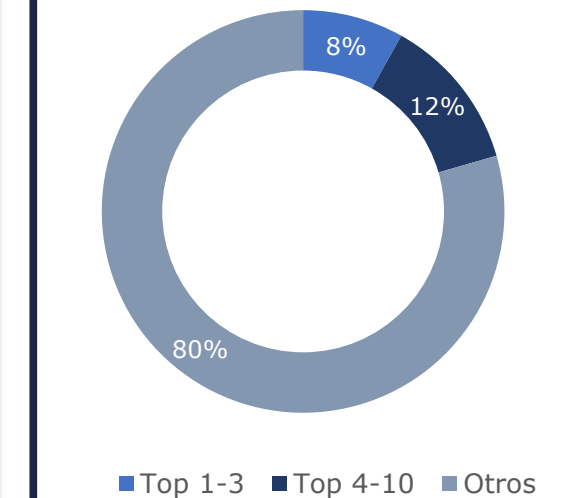
Low risk / mín. 94%



### Sectors

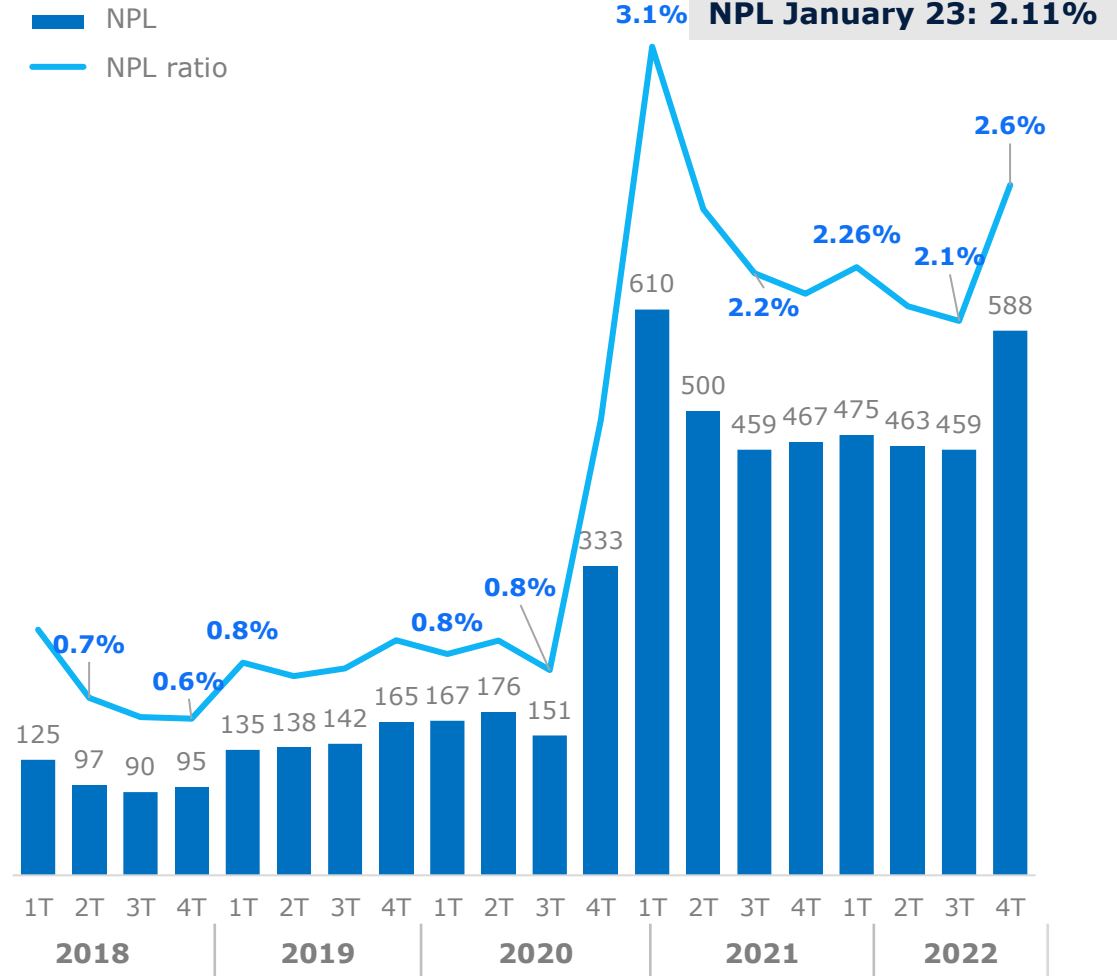


### Distribution

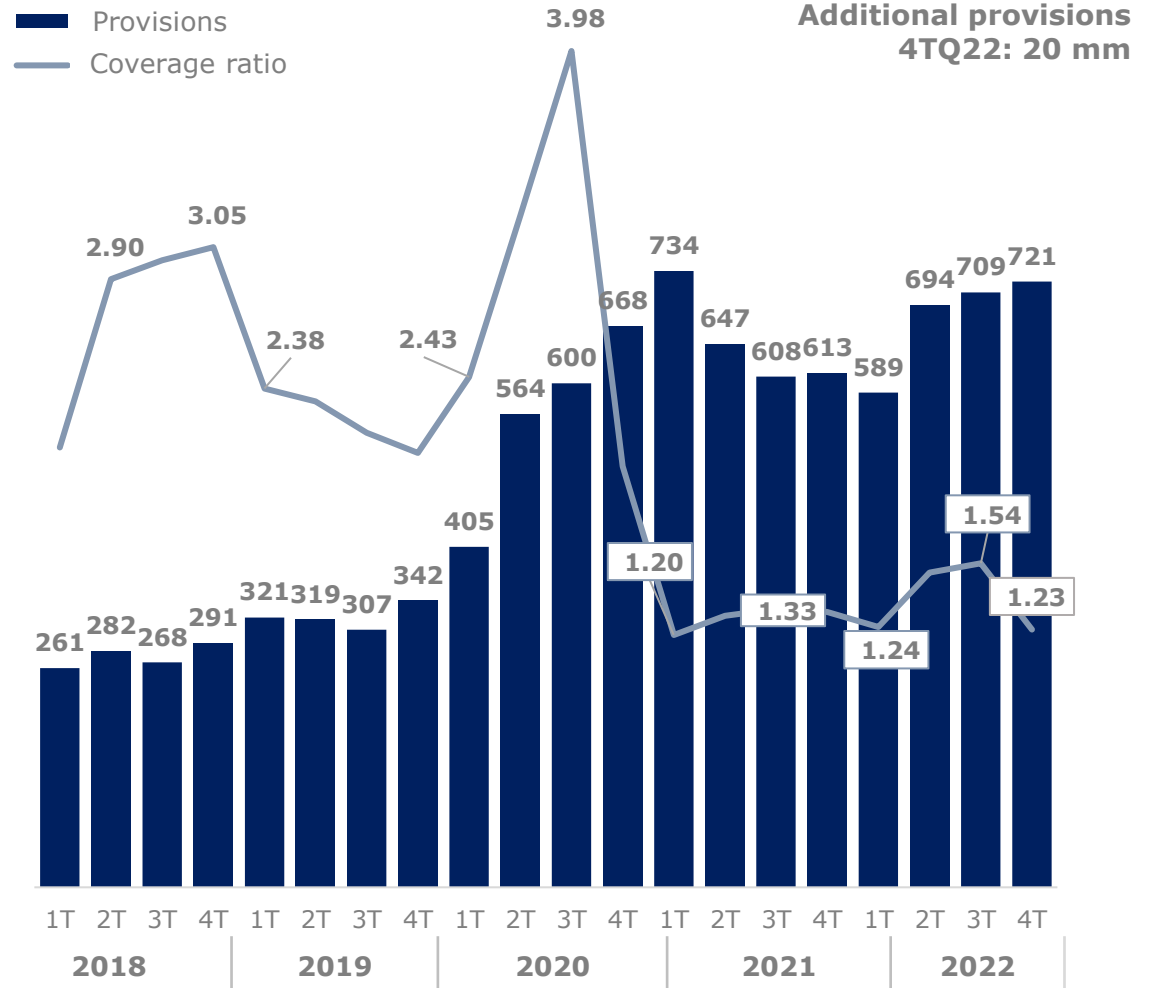


# Non-Performing loans and provisions, Banco Actinver

## Non-performing loans



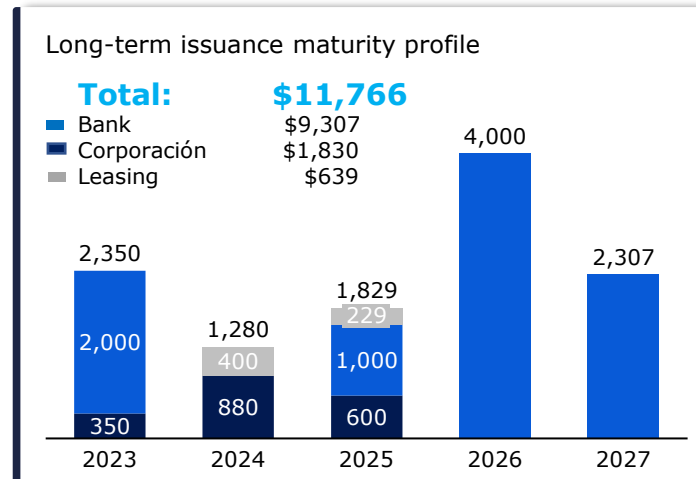
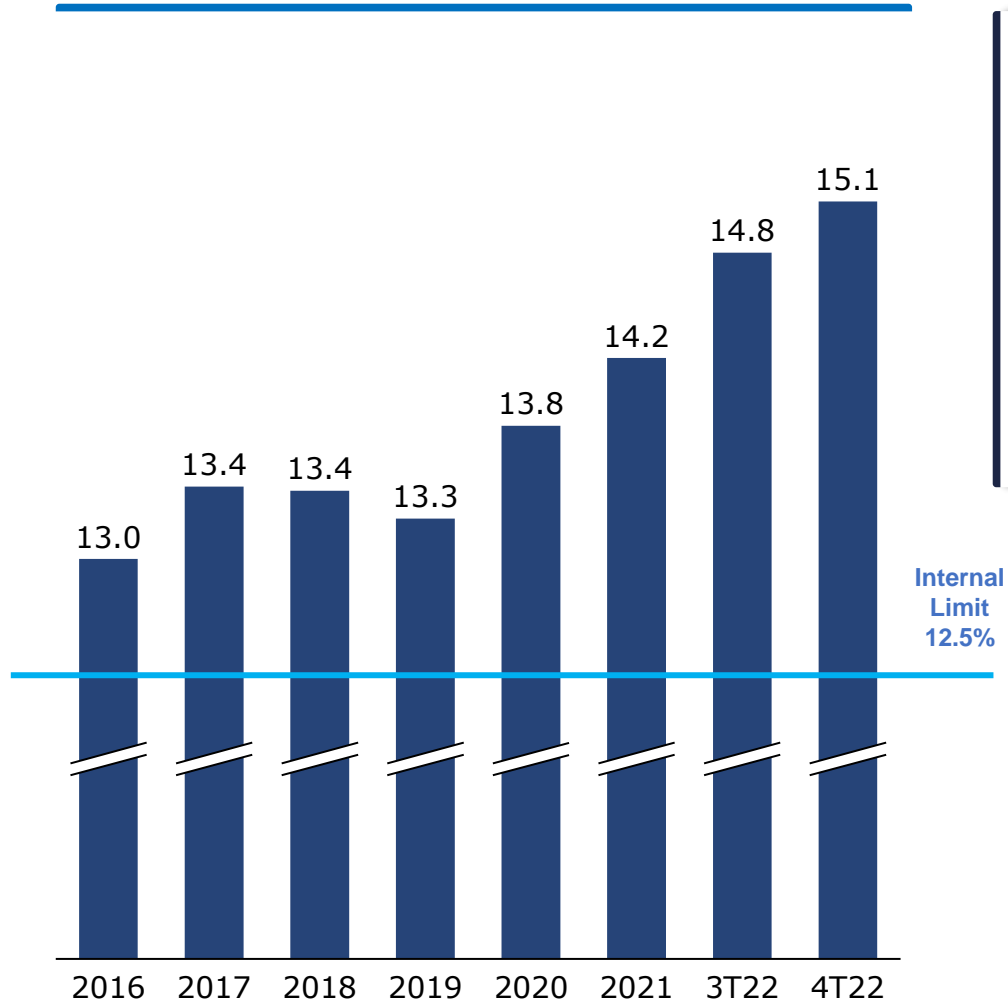
## Provision for credit losses





# Improved ratings and credit spreads

## Capitalization ratio (Banco Actinver)



Emisión	Fecha Vencimiento	Plazo	Monto (mdp)	Sobretasa de Colocación
ACTINVR 22	01/06/2023	1	350	0.50
BACTIN 20	31/10/2023	3	2,000	0.95
ACTINVR 19	17/04/2024	5	80	1.27
ACTINVR 21	29/04/2024	3	200	1.20
ARREACT 21	23/05/2024	3	400	1.40
ACTINVR 19-2	15/08/2024	5	600	1.20
ACTINVR 20-2	18/08/2025	5	600	1.80
<b>BACTIN 22-2</b>	<b>11/09/2025</b>	<b>3</b>	<b>1,000</b>	<b>0.60</b>
ARREACT 22	21/11/2025	4	229	1.40
BACTIN 21	08/07/2026	5	2,000	0.85
BACTIN 21-2	11/12/2026	5	2,000	0.79
BACTIN 22	10/06/2027	5	2,307	0.80
<b>TOTAL</b>			<b>11,766</b>	

## Credit ratings



### Largo Plazo

Corporación Actinver	AA-(mex)	AA-/M	HR AA-
Banco Actinver	AA(mex)	AA/M	HR AA
Actinver CB	AA(mex)	AA/M	HR AA
Arrendadora Actinver	AA-(mex)	AA-/M	HR AA-

### Corto Plazo

### Perspectiva

F1+(mex)	1+/M	HR1
Estable	Estable	Estable

# Financial summary

## Consolidated income statement 4Q2022 (MX\$ mm)

FINANCIAL RESULTS \$ million pesos	4T22	3T22	4T21	vs. 3Q22		vs. 4Q21		2022	2021	YTD VS. 2021	
				\$	%	\$	%			\$	%
Interest income	2,593	2,086	1,397	507	24%	1,196	86%	7,958	5,329	2,629	49%
Interest expense	(2,094)	(1,688)	(1,072)	(406)	24%	(1,022)	95%	(6,305)	(4,060)	(2,245)	55%
Financial margin	499	398	325	101	25%	174	53%	1,653	1,269	384	30%
Provision for credit losses	(45)	(29)	(51)	(16)	56%	6	(11%)	(177)	(59)	(118)	
Adjusted financial margin	454	369	275	85	23%	179	65%	1,475	1,210	266	22%
Net commissions and fee Income	832	803	827	29	4%	4	1%	3,210	3,080	130	4%
Financial Intermediation income	512	294	146	218	74%	365	250%	1,227	809	418	52%
Other operating income, net	9	65	73	(57)	(87%)	(65)	(88%)	108	288	(180)	(63%)
Operating Expenses	(1,274)	(1,112)	(1,065)	(162)	15%	(209)	20%	(4,651)	(4,191)	(461)	11%
<b>NET OPERATING INCOME</b>	<b>532</b>	<b>419</b>	<b>256</b>	<b>113</b>	<b>27%</b>	<b>276</b>	<b>108%</b>	<b>1,369</b>	<b>1,196</b>	<b>173</b>	<b>14%</b>
<b>Operating Margin</b>	<b>29%</b>	<b>27%</b>	<b>19%</b>	<b>209 pb</b>		<b>1006 pb</b>		<b>23%</b>	<b>22.2%</b>	<b>52.91</b>	
<b>NET INCOME ATTRIBUTABLE TO CONTROLLING INTEREST</b>	<b>402</b>	<b>288</b>	<b>226</b>	<b>114</b>	<b>39%</b>	<b>176</b>	<b>78%</b>	<b>954</b>	<b>867</b>	<b>87</b>	<b>10%</b>
<b>Net Margin</b>	<b>22%</b>	<b>19%</b>	<b>17%</b>	<b>342 pb</b>		<b>515 pb</b>		<b>16%</b>	<b>16.1%</b>	<b>(25pb)</b>	
<b>TOTAL REVENUES</b>	<b>4,026</b>	<b>3,325</b>	<b>2,542</b>	<b>702</b>	<b>21%</b>	<b>1,485</b>	<b>58%</b>	<b>12,857</b>	<b>9,873</b>	<b>2,983</b>	<b>30%</b>
<b>NET REVENUES</b>	<b>1,806</b>	<b>1,530</b>	<b>1,321</b>	<b>275</b>	<b>18%</b>	<b>485</b>	<b>37%</b>	<b>6,021</b>	<b>5,387</b>	<b>634</b>	<b>12%</b>

\*OPERATING INCOME: Total income minus interest expense, provisions for loan losses, paid commissions, and fees  
 \*\*TOTAL REVENUES: Interest income, plus commissions and charged fees, brokerage income, other operating income

bp: basis points; pp: percentage points; YoY: year on year

# Financial summary

## Balance sheet 4Q 2022 (MX\$ mm)

ASSETS	4Q22	3Q22	4Q21	VARIATION %	
				vs. 3Q22	vs. 4Q21
Cash & cash equivalents	10,429	8,628	5,884	21%	77%
Investment securities	53,911	50,612	45,421	7%	19%
Loan portfolio, net	28,060	27,527	26,682	2%	5%
Other accounts receivable, net	2,647	8,118	5,377	(67%)	(51%)
<b>Total Assets*</b>	<b>102,755</b>	<b>103,174</b>	<b>91,016</b>	<b>(0.4%)</b>	<b>13%</b>

LIABILITIES	4Q22	3Q22	4Q21	VARIATION %	
				vs. 3Q22	vs. 4Q21
Deposit funding	47,465	45,928	32,435	3%	46%
Creditors on repurchase/resell agreements	33,467	29,108	36,921	15%	(9%)
Other accounts payable	4,215	9,849	6,237	(57%)	(32%)
<b>Total Liabilities</b>	<b>94,839</b>	<b>95,649</b>	<b>83,987</b>	<b>(1%)</b>	<b>13%</b>

STOCKHOLDERS' EQUITY	4Q22	3Q22	4Q21	VARIATION %	
				vs. 3Q22	vs. 4Q21
Paid-in capital	1,865	1,865	1,678	(0%)	11%
Earned capital	6,034	5,647	5,331	7%	13%
<b>Total Stockholder's equity</b>	<b>7,916</b>	<b>7,525</b>	<b>7,030</b>	<b>5%</b>	<b>13%</b>

## FINANCIAL RATIOS

	2022
ROA (U12M)	<b>1.0%</b>
ROE (U12M)	<b>12.1%</b>
Operating Margin	<b>22.7%</b>
Net Margin	<b>15.8%</b>
EPS (L12M, MX\$)	<b>1.79</b>
Capitalization Ratio*	<b>15.06%</b>
NPL Ratio**	<b>2.56%</b>

\* of Banco Actinver at the end of the period

\*\* of Banco Actinver, as a % of portfolio, as of the end of the period

## DIVIDENDS

YEAR	Payment Date	Dividend \$/Share
2021	May 22	<b>\$0.35</b>
'19-'20	May 21	<b>\$0.20</b>
2018	May 19 Sept 19	<b>\$0.30</b>
2017	May 18 Nov 18	<b>\$0.12</b>
2016	May 17 Oct 17	<b>\$0.10</b>

# Actinver

## Thank You

The materials and information included in this presentation are solely for informational purposes.

For more information about the Actinver please visit: <http://www.actinver.com> and <http://www.bmv.com.mx>.

Some of the figures included in this report are based on assumptions and forecasts which may reflect privileged information in accordance with the Securities Market Law.

External factors may directly or indirectly impact results.

We encourage investors to review risk factors of Corporación Actinver S.A.B de C.V. in the annual reports filed in the Bolsa Mexicana de Valores.

### INVESTOR RELATIONS

Ana Elena Yañez Ibañez

☎ 01 (55) 1103-6600 ext. 1753

✉ [ayanezi@actinver.com.mx](mailto:ayanezi@actinver.com.mx) / [actinverir@actinver.com.mx](mailto:actinverir@actinver.com.mx)

Montes Urales 620, Lomas de Chapultepec.

Alcaldía Miguel Hidalgo

Ciudad de México 11000