

Actinver



Actinver

1st Quarter 2023

ACTINVER REPORTS NET INCOME OF \$405 MILLION PESOS FOR THE FIRST QUARTER 2023¹

Mexico, Mexico City, - April 25, 2023 - Corporación Actinver, S.A.B. de C.V. ("Actinver") (BMV: ACTINVR B) has reported its first quarter results for fiscal year 2023, highlighting a Net Income of \$405 million pesos (mdp) for the first quarter, equivalent to a 144% growth when compared to the first quarter of 2022.

In this context, the financial results are detailed below:

- **Operating Income** for Q1 2023 amounted to \$1,742 million pesos, an increase of \$348 million pesos, equivalent to a 25% growth, when compared to the amount observed in Q1 2022.

As for the detail of the various revenue lines, **Non Risk-Adjusted Financial Margin** reached \$524 million pesos during the quarter, an increase of 154 million pesos (+41%) when compared to Q1 2022, mainly driven by the increase in rates, which resulted in a positive performance in treasury management and higher leasing revenues, derived from an increase in the portfolio. **Risk-Adjusted Financial Margin** increased 28% in comparison to the same quarter during the previous year, with a lower increase due to a higher recognition of provisions.

Net Fees and Commissions reached \$810 million pesos in the quarter, in line with the revenues reported as of Q1 2022, with improvements in fund management, trust, and special portfolios, which offset lower activity in the investment banking, capital, and equity funds. 65% of the revenues generated by Net Commissions and Fees came from Fund administration and distribution.

Brokerage activities reported revenues equivalent to \$297 million pesos for the quarter. There was an increase of \$88 million pesos (+42%) compared to the same quarter during the previous year, driven mainly by greater activity in the foreign exchange and derivatives markets.

- **Operating Expenses** increased by \$23 million pesos, equivalent to 2% when compared to the same quarter in 2022, reaching a total of \$1,158 million pesos. The growth was mainly attributable to an increase in compensation and direct expenses.
- **Net Income** for the quarter was \$405 million pesos, equivalent to an increase of 144% compared to the first quarter of 2022.

Q1 2023 HIGHLIGHTS:

- **Assets in Mutual Funds** as of the end of March remained in fifth place in the market with \$190 billion pesos, representing a 6.4% market share.
- The **Loan and Lease Portfolio** grew 8.0% compared to Q1 2022 reaching \$28,836 million pesos, driven by the commercial loan segment. The Bank's non-performing loan ratio (NPL ratio) decreased to 2.23% in comparison to 2.26% observed in the same quarter during the previous year, which is below the sector's median.
- The Bank's **capitalization ratio** stands at 16.34%.
- During Q1 2023, Fitch Ratings and Verum ratified Corporación Actinver's long and short-term national counterparty risk ratings, reflecting the stability of the Financial Group.

Legal Warning. Some of the statements contained in this release may relate to future expectations. The words "anticipated," "believes," "estimates," "expects," "plans," and other similar expressions, related or not to the Company, seek to give estimates or forecasts. There are several important factors that are beyond the control of the issuer that could cause the actual results to materially differ from those expressed in the statements that include forward-looking statements. Investors are advised to independently review and analyze the risk factors to which Corporación Actinver, S.A.B. de C.V. in the annual reports sent to the Bolsa Mexicana de Valores.

COMMENTS BY THE CHAIRMAN OF THE BOARD OF DIRECTORS

We finished the first quarter of the year with net income of \$405 million pesos, which represents a 144% growth compared to the first quarter of 2022. Q1 2023 was a good quarter supported by growth in our main business lines, with cautious expense management, which has increased our profitability levels.

Although both the Mexican economy and markets have been detached from the global dynamics observed during the beginning of the year; mainly due to the favorable nearshoring trend that has led the Mexican stock market to have the best global index performance in dollars, as well as one of the strongest currencies in 2023; we are still navigating through a period of inflationary pressure, high interest rates, and economic slowdown, which implies important challenges for the fulfillment of our goals.

Despite the volatility caused by Banco de México's decision to increase the Interbank Interest Rate by 50 basis points in February, which impacted our strategy, the Corporation's operating income for the quarter was more than \$1.74 billion pesos. The positive results were mainly driven by our Markets and Treasury business lines, which experienced an increase of 51% with respect to 2022 related to a greater dynamism in foreign exchange and derivatives transactions, as well as a successful strategy in the high interest rate environment, compensating for the decrease in capital market transaction

During the first quarter, the performance of our Private Banking and Wealth Management business lines was outstanding in terms of asset gathering. As of the end of the quarter, we increased assets under management in the mutual fund manager by \$7.4 billion pesos, making us the fifth largest mutual fund manager in Mexico, with more than \$190 billion pesos in assets under management and a market share of 6.4%.

We finished the quarter with more than 352,000 clients, which implies a growth of more than 18,400 net new clients, with a relevant digital client base increase in Actinver Patrimonial and Digital Channels.


As part of our complementary product offering to enhance our clients' experience and with a view to further strengthening their wealth protection, as of February 7, all our clients with an overall position of more than \$100,000 pesos received free life insurance. In a similar manner, to keep our clients informed about the most up-to-date investment trends, the analysis department launched the "House View" report at the beginning of the year, to capture market opportunities and adequately manage their risk.

One of our priority objectives in 2023 is to invest and train our people. This quarter we launched the Corporate University (UCA) with an initial focus on our Advised Banks. We designed the training and certification strategy in the Modelo de Actuación Comercial (Commercial Performance Model) for people in Corporate and Investment Banking, as well as a development and leadership program for the top 60 executives focused on "customer-centricity & accountability". We also remain committed to financial education in Mexico and continue to invest in our e-learning platform, Acelera Academy, which has more than 7,600 users who are learning how to invest from experts in the field.

We continue to lay the foundations of our framework for action amid our commitment to align ourselves with the Sustainable Development Goals, through the implementation of the Diversity, Equity, and Inclusion Committee, where we continue to design concrete actions to achieve our goals in Environmental, Social, and Governance (ESG) topics.

We are convinced that now is the moment to invest in Mexico, which is why we work every day to provide exceptional advice to our clients. We do this by supporting strategies that allow us to increase the Corporation's profitability and, therefore, our shareholders.

Héctor Madero Rivero



Financial Summary

FINANCIAL SUMMARY

The consolidated financial statements of Corporación Actinver have been prepared in accordance with the accounting criteria for financial group holding companies in Mexico, established by the Comisión Nacional Bancaria y de Valores, and are expressed in millions of Mexican pesos, unless otherwise indicated.

CONSOLIDATED INCOME STATEMENT SUMMARY

FINANCIAL RESULTS \$ million pesos	1Q23	4Q22	1Q22	VARIATION vs. 4Q22		VARIATION vs. 1Q22	
				\$	%	\$	%
Interest income	3,023	2,593	1,544	430	17%	1,479	96%
Interest expense	(2,499)	(2,094)	(1,174)	(404)	19%	(1,325)	113%
Financial margin	524	499	371	26	5%	154	41%
Provision for credit losses	(30)	(45)	14	15	(33%)	(44)	(313%)
Adjusted financial margin	494	454	385	40	9%	109	28%
Net commissions and fee Income	810	832	810	(21)	(3%)	0	0%
Financial Intermediation income	297	512	208	(215)	(42%)	88	42%
Other operating income, net	141	9	(8)	133	1,555%	150	(1,788%)
Operating Expenses	(1,158)	(1,274)	(1,134)	116	(9%)	(23)	2%
NET OPERATING INCOME	585	532	261	53	10%	324	124%
Operating Margin	34%	29%	19%	411 pb		1,486 pb	
NET INCOME ATTRIBUTABLE TO CONTROLLING INTEREST	405	402	166	3	1%	239	144%
Net Margin	23%	22%	12%	98 pb		1,133 pb	
TOTAL REVENUES	4,353	4,026	2,656	327	8%	1,697	64%
NET REVENUES	1,742	1,806	1,395	(63)	(3%)	348	25%

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

BALANCE SHEET SUMMARY

ASSETS	1Q23	4Q22	1Q22	VARIATION %	
				vs. 4Q22	vs. 1Q22
Cash & cash equivalents	12,869	10,429	4,461	23%	188%
Investment securities	73,910	53,911	40,053	37%	85%
Loan portfolio, net	27,759	28,060	25,721	-1%	8%
Other accounts receivable, net	14,904	2,647	4,351	463%	243%
Total Assets	145,210	103,174	82,666	41%	76%
LIABILITIES	1Q23	4Q22	1Q22	vs. 4Q22	
				vs. 4Q22	vs. 1Q22
Deposit funding	44,319	47,465	39,381	-7%	13%
Creditors on repurchase/resell agreements	54,910	33,467	21,146	64%	160%
Other accounts payable	16,464	4,215	5,879	291%	180%
Total Liabilities	136,809	94,839	75,455	44%	81%
STOCKHOLDERS' EQUITY	1Q23	4Q22	1Q22	vs. 4Q22	
				vs. 4Q22	vs. 1Q22
Paid-in capital	1,865	1,865	1,678	0%	11%
Earned capital	6,640	6,034	5,512	10%	20%
Total Stockholders' equity	8,401	7,916	7,211	6%	16%

*Includes all Asset, Liability, and Equity accounts, respectively.

KEY FINANCIAL RATIOS

	1Q23	4Q22	1Q22	Variation	
				4Q22	1Q22
ROA (U12M)	1.1%	1.0%	1.0%	7 pb	8 pb
ROE (U12M)	15.4%	12.1%	13.2%	335 pb	223 pb
Operating Margin	33.6%	29.5%	18.7%	407 pb	1,487 pb
Net Margin	23.2%	22.3%	11.9%	94 pb	1,134 pb
Earnings per share (L12M)	2.23	1.79	1.70	24.58%	31.18%
Capitalization Ratio*	16.3%	15.1%	14.7%	128 pb	164 pb
NPL Ratio**	2.2%	2.6%	2.3%	(33 pb)	(7 pb)

*De Banco Actinver a marzo 2023.

** De Banco Actinver, como % de cartera, al cierre de período.

FINANCIAL POSITION AND LIQUIDITY

Corporación Actinver and its Subsidiaries have access to various financing sources, including securities repurchase agreements, interbank lines of credit, bank loans, access to bank promissory notes, customer deposits, stock certificates, convertibles debentures, among others.

As of Q1 2023, funding requirements remain efficiently diversified. We have maintained the capacity to issue bonds at competitive above-rate levels, supported by a good reception of our debt in the market and the recognition of the improvement in the counterparty risk ratings from rating agencies.

The following table shows the composition among our liquidity sources as of March 31, 2023 and the same period in 2022:

CONCEPT	2023	2022	VARIATION	
			\$	%
Deposit funding:				
Demand deposits	14,318	13,936	382	3%
Time deposits:				
General public	7,242	5,008	2,234	45%
Money market	3,266	3,811	(545)	(14%)
Debt securities issued	19,493	16,625	2,868	17%
Total deposit funding	44,319	39,381	4,938	13%
Banks and other borrowings	1,431	246	1,185	482%

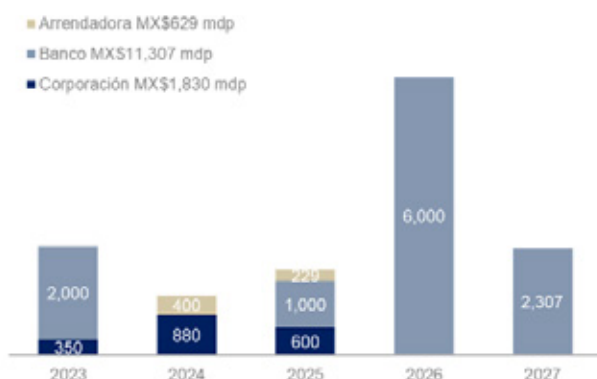
Traditional funding, which includes demand deposits, time deposits from the public, including money market funding and bank bonds, amounted to \$44,319 million pesos as of Q1 2023, representing a 13% increase compared to Q1 2022.

Demand deposits increased 3% compared to the same period during the previous year.

As of the end of Q1 2023, Corporación Actinver's long-term debt issuance totaled \$13,766 million pesos, Banco Actinver has issued debt for \$11,307 million pesos, and Arrendadora \$629 million pesos.

LONG-TERM MATURITY PROFILE (MILLION PESOS)

Total: 13,766 mdp



ISSUANCE DETAIL

Emisión	Fecha Vencimiento	Plazo	Monto (mdp)	Sobretasa de Colocación	Calificación (Fitch HR Verum)
ACTINVR 22	01/06/2023	1	350	0.50	AA- AA-
BACTIN 20	31/10/2023	3	2,000	0.95	AA AA
ACTINVR 19	17/04/2024	5	80	1.27	AA- AA-
ACTINVR 21	29/04/2024	3	200	1.20	AA- AA-
ARREACT 21	23/05/2024	3	400	1.40	AA- AA-
ACTINVR 19-2	15/08/2024	5	600	1.20	AA- AA-
ACTINVR 20-2	18/08/2025	5	600	1.80	AA- AA-
BACTIN 22-2	11/09/2025	3	1,000	0.60	AA AA
ARREACT 22	21/11/2025	4	229	1.40	AA- AA-
BACTIN 23	26/03/2026	3	2,000	0.55	AA AA
BACTIN 21	08/07/2026	5	2,000	0.85	AA AA
BACTIN 21-2	11/12/2026	5	2,000	0.79	AA AA
BACTIN 22	10/06/2027	5	2,307	0.80	AA AA
TOTAL			13,766		

During the first quarter, BACTIN 23 was issued for \$2 billion pesos for a 3-year term at TIIE +55 bps.

CREDIT RATINGS

Regarding our risk profile and considering Fitch Ratings' and Verum's ratification, all our ratings remain at the same credit level.



	Short Term	Long Term	Cebur	Outlook
Corporación Actinver	F1+(mex)	AA-(mex)	AA-(mex)	Stable
Banco Actinver	F1+(mex)	AA(mex)	AA(mex)	Stable
Actinver Casa de Bolsa	F1+(mex)	AA(mex)		Stable
Arrendadora Actinver	F1+(mex)	AA-(mex)	F1+(mex) AA-(mex)	Stable

Last change: In June 2021, Stable Perspective.



	Short Term	Long Term	Cebur	Outlook
Corporación Actinver	HR1	HR AA-	HR AA-	Stable
Banco Actinver	HR1	HR AA	HR AA	Stable
Actinver Casa de Bolsa	HR1	HR AA		Stable
Arrendadora Actinver	HR1	HR AA-	HR1 HR AA-	Stable

Last change: in June 2022, HR Ratings upgraded Corporación and Subsidiaries one notch.



	Short Term	Long Term	Cebur	Outlook
Corporación Actinver	1+/M	AA-/M	AA-/M	Stable
Banco Actinver	1+/M	AA/M	AA/M	Stable
Actinver Casa de Bolsa	1+/M	AA/M		Stable
Arrendadora Actinver	1+/M	AA-/M	1+/M AA-/M	Stable

Coverage began in February 2019.

Repurchased Shares

Actinver listed its shares on the Bolsa Mexicana de Valores (i.e. Mexican Stock Exchange) in May 2010 as ACTINVR B, and as of the end of Q1 2023 has \$534 million shares outstanding. The balance held as of the end of Q1 2023 is \$1,087,801 ACTINVR B shares.

INVESTOR RELATIONS

Ana Elena Yañez Ibañez

Tel. (55) 1103-6600 ext. 1753

actinverir@actinver.com.mx