



# Financial Results Summary Corporación Actinver 1Q 2023

Actinver

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# Who is Actinver?

## Brief Summary

# Actinver Today

Leading Mexican financial group, with the objective of generating wellbeing for Mexican individuals and companies through advisory services on investment management to maintain and further grow their wealth.

## EXPERIENCE

**28 years**

of experience consolidating a robust platform of products and services, with more than

**+ 352 K** clients

## SIZE

Assets under management and custody as of 1Q23:

**+MX\$596 Bp**

Assets under management in the Funds Operator as of 1Q23:

**MX\$190 Bp**

## REACH

**+ 600**

Financial advisors and consultants

**48 financial centers**

In 22 states throughout Mexico

## GROWTH

Net Income as of 1Q23:

**1Q23: MX\$405 Bp**

**L12M: MX\$1,193 Bp**

Growth:

**CAGR '16- '22: 18%**

## STRATEGICALLY POSITIONED TO DETONATE GROWTH

**1**

**Experience** and successful growth

**2**

**Leadership** in each of our Business Lines

**3**

**Robust platform** of products and services for individual and coporataions

**4**

Business Model with a healthy **diversification** of income sources

**5**

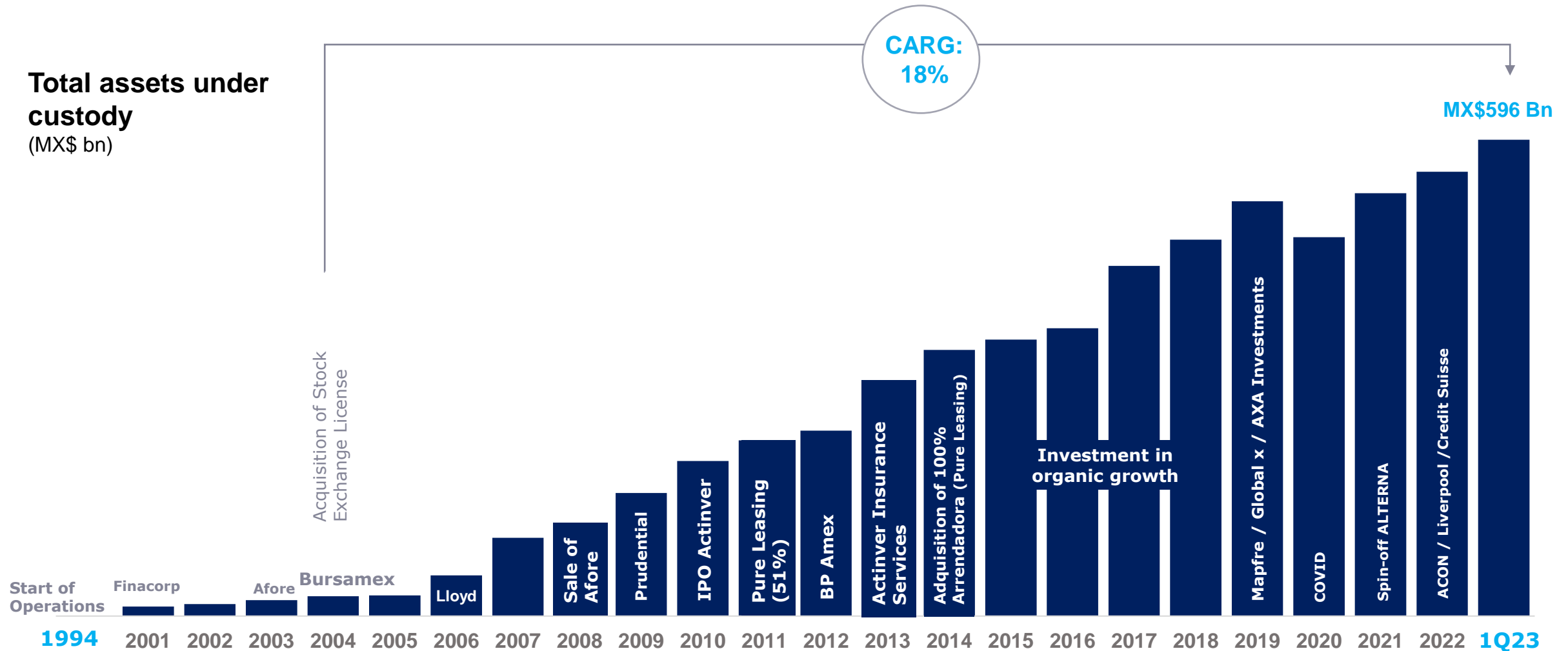
**Corporate Governance** and independent Board and Committees

**6**

Ongoing **disruptive digital transformation** to trigger profitable 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.



# Business Model

Our strategy is focused on comprehensively meeting our clients' needs, which has allowed us to strategically position ourselves as leaders in each Business Line.

## PRIVATE BANKING & WEALTH MANAGEMENT

**Private Banking & WM** model based on personalized advice



**NPS<sup>1</sup>** rating above market level  
**68** vs. 60 financial services average



Asset Management



Global Markets



Trust



Loans



Leasing



Insurance



Pension Plans



Research



Digital Platform and Banking Services

**Alliance: Credit Suisse**

## ACTINVER PATRIMONIAL & DIGITAL CHANNELS

Actinver **Patrimonial:** Personalized financial **advisory** services with model portfolios and expert consultants.

Focus on digital accounts and hybrid advisory model leveraged on digital tools.

**Digital Channels:**



**Bursanet**  
de Actinver

Rankia Mexico 2023: **Best Brokerage House**



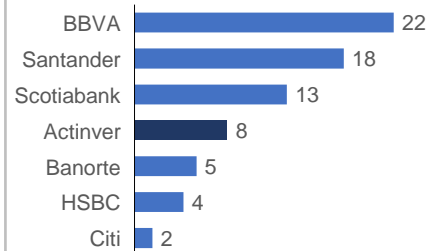
**Alliance: Liverpool**

## CORPORATE & INVESTMENT BANKING



**DCM: 4th most relevant player** in the long-term debt issuance market<sup>2</sup>

Mexico Domestic Bonds  
League Tables (Bn pesos)



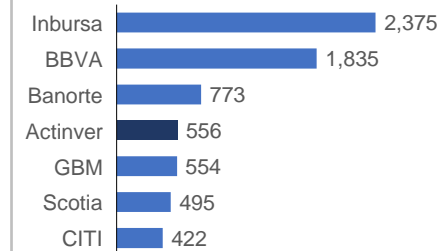
**ECM & M&A** active participation in public and private equity offerings, as well as structured instruments

## MARKETS



**4th Brokerage House** in assets under custody<sup>3</sup>

Assets under Custody  
As of January 2023, Bn pesos



Fixed Income and Money Market



Equity Trading



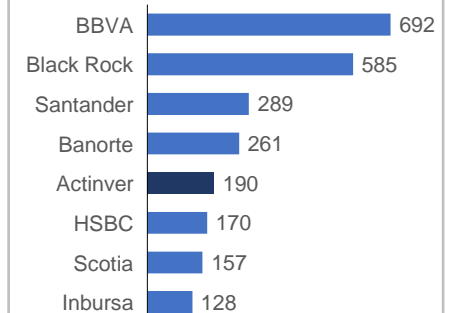
Derivatives and Structured Notes

## ASSET MANAGEMENT



**5th largest** in the country

Assets under management  
March 2023, Bn pesos



**Alliance : Franklin Templeton, AXA Investment, Global X**

1. Net Promoter Score: Customer experience indicator.

2. Bloomberg: League Table March 2023 - excluding each financial group's own issuances 4. AMIB, Statistics Bulletin as of January 2023.

# Platform of complementary products and services

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

## INVESTMENT BANKING

- Debt and equity issuance
- M&A y private offering
- Block trades and repurchase offers
- Alternatives (Fibras, Cerpis, CKDs)

## TRUST AND SOCIAL PREVISION

- Trusts
- Patrimonial shielding
- Retirement plans

## DIGITAL CHANNELS

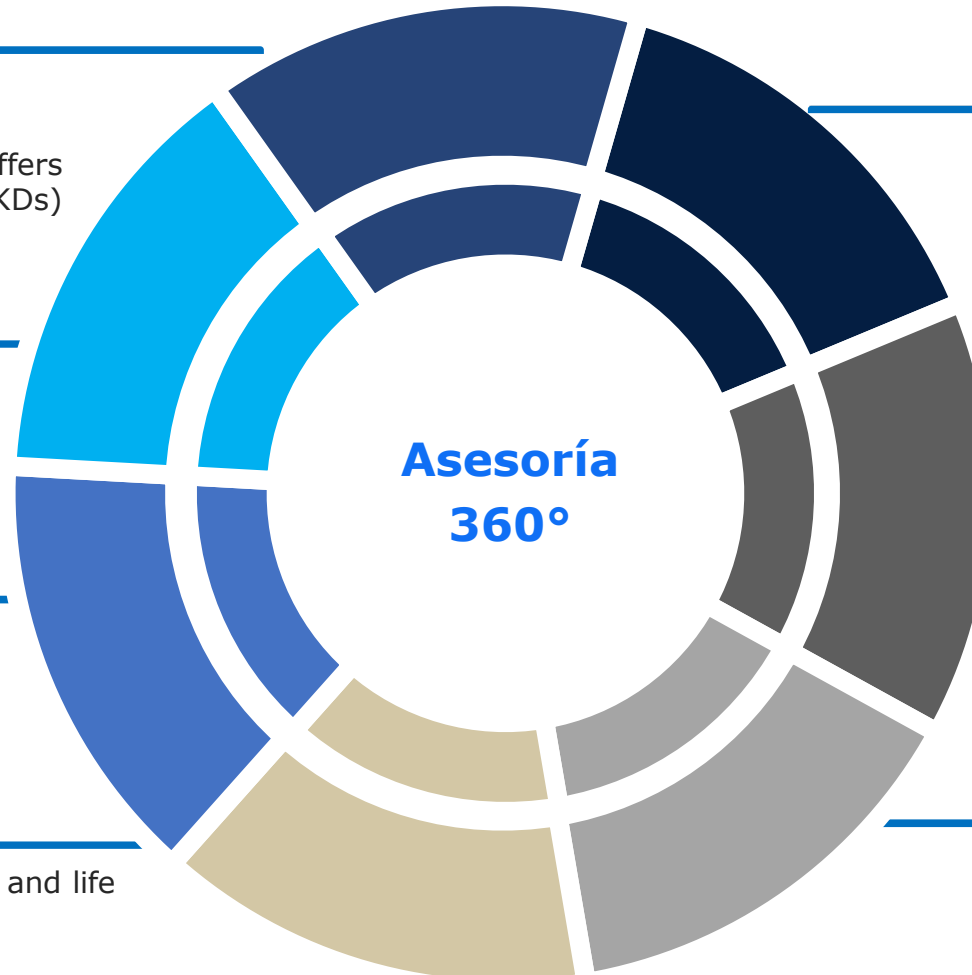


**Bursanet**  
de Actinver



## INSURANCE

- Patrimonial protection, health, and life
- Insurance Funds



## INVESTMENT

- Investment funds
- Stock brokerage
- Derivatives and structured notes

## LENDING

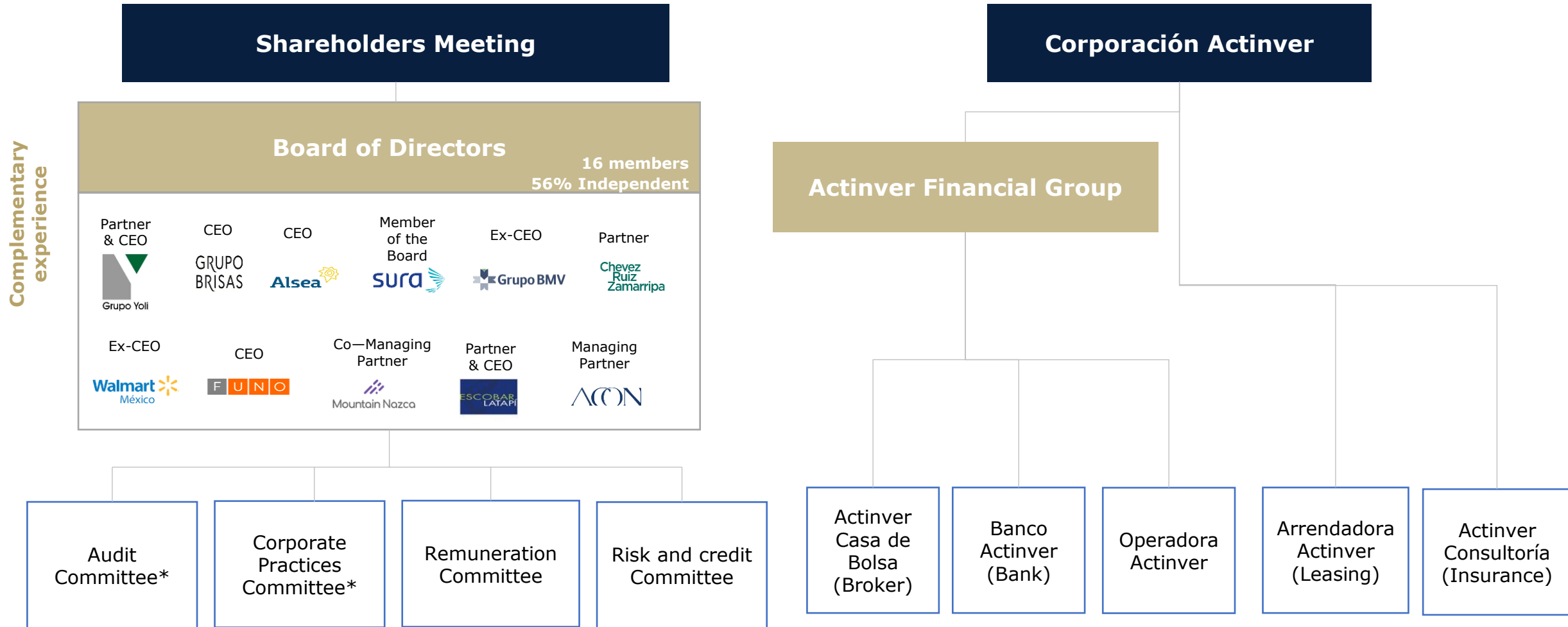
- Car loan
- Credit value
- Pledge credit
- Bridge
- Revolving
- Simple

## LEASING

- Financial and pure
- Structured credit

# Corporate governance

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



# Transforming to a new investment management model

Strategic transformation with a focus on accelerated growth with profitability, 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, strategy designed to improve profitable scalability.
<b>FOCUS</b>	Customer satisfaction through highly qualified advisors with differentiated products supported by digital tools..
<b>ALLIANCES</b>	Accelerating growth through strategic alliance, both for high net-worth and digital clients
<b>PROFITABILITY</b>	Operating efficiency as a priority objective under prudent expense management.

## ONGOING TRANSFORMATION

### Client Segmentation + Digital Tools

- Personalized advice and products
- Letting each customer choose how they want to be served:
  - Personalized advisory services – hybrid – 100% digital
- Robust digital tools for both clients and advisors
- Automation, operational efficiency, improvement in service and measurement of satisfaction levels

## OBJECTIVE FOR 2025

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



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# Quarterly Results

First Quarter 2023

# Financial Results Highlights 1Q 2023

## Net Income as of 1Q23:

**\$405 mdp**

Δ +144% vs. '22

## Total Clients

**352 K**

(66% digital) Δ 41.2% vs. '22

## AUM

## Mutual Fund Manager:

**\$190 Bn**

## AUM&C:

**\$596 Bn**

## CORPORATE HIGHLIGHTS

### FINANCIAL RESULTS:

Operating Income + \$1.7 Bn.

- + 7.4 Bn new AUM in mutual funds
- + 18,400 net new clients, with significant digital acquisition
- Loan and Lease Portfolio closed at 28.8 Bn (NPL Ratio 2.23%)
- Bank's Capitalization Ratio: 16.34%

### CUSTOMER EXPERIENCE:

- Wealth protection campaign, clients with an overall position of more than \$100,000 pesos received free life insurance
- "House View" to capture market opportunities and adequately manage their risk
- Mutual Funds: Outstanding returns on ActiGob and ActiMed and launch off nearshoring fund

## HUMAN CAPITAL AND CULTURE

### TRAINING:

- Launch of the Corporate University (UCA)

### CULTURE AND TALENT:

- ESG Materiality Report
- Diversity, Equity, and Inclusion Agenda
- "Trigonos" recognition to all our outstanding staff

## OTHER EVENTS

### DEBT ISSUANCE:

- BACTIN 23: \$2Bn 3-year issue at TIIE +55bp despite global uncertainty in the banking system

### ACTINVER DAY:

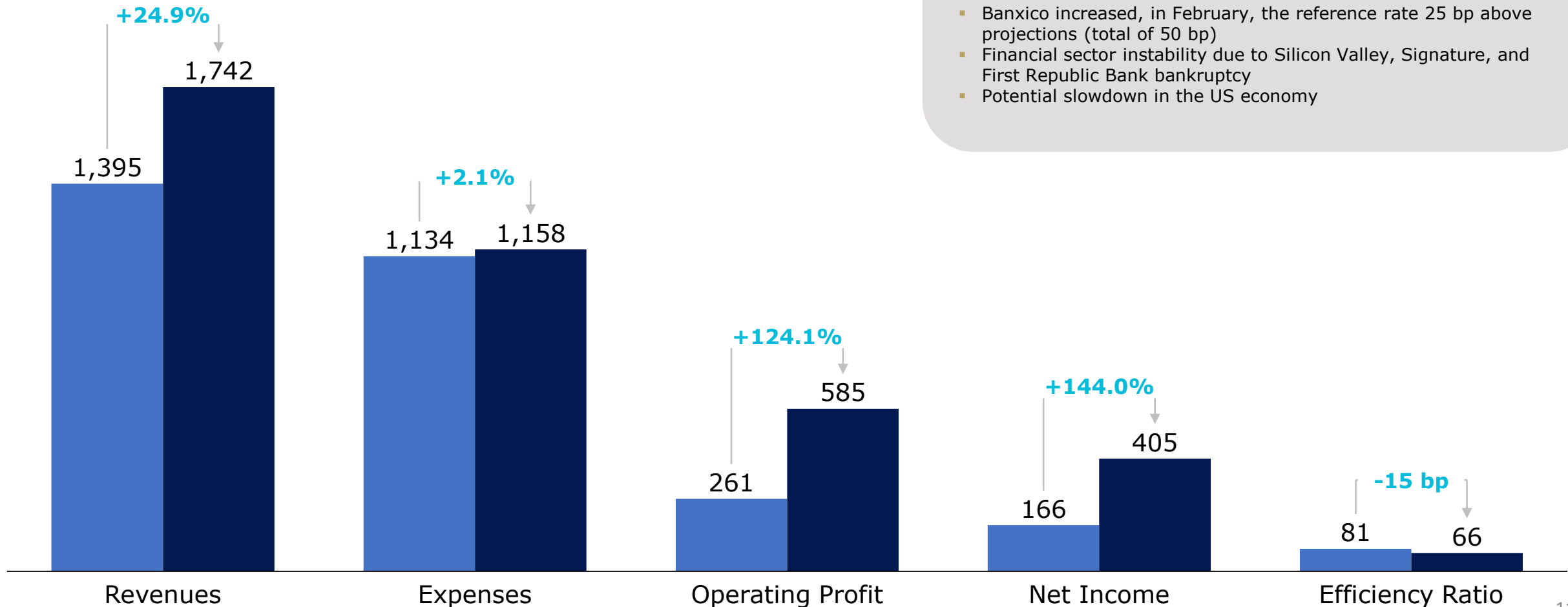
- In-person attendance ~ 2,300 + 2,519 views on Youtube

### ACELERA ACADEMY:

- E-learning platform, +of 7,600 users

# 1Q 2023 Summary Results

1Q 22 1Q 23



## 1Q 2023 CHALLENGES:

### EXTERNAL

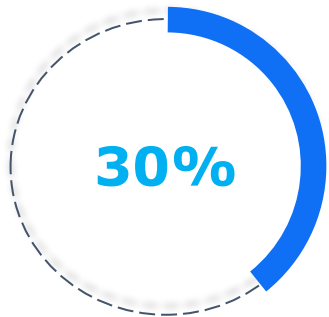
- An increase in the FED reference rate
- Banxico increased, in February, the reference rate 25 bp above projections (total of 50 bp)
- Financial sector instability due to Silicon Valley, Signature, and First Republic Bank bankruptcy
- Potential slowdown in the US economy

# Sound diversification in sources of income

Income diversification and cross-selling strategy in each line of business



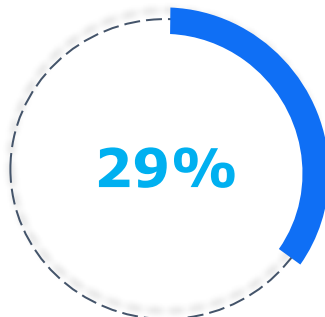
**FUND MANAGEMENT & DISTRIBUTION**



Fees



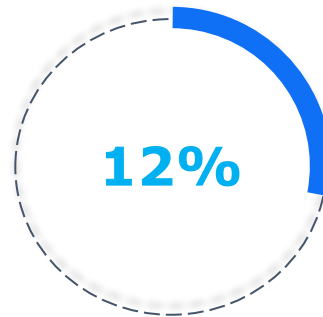
**MONEY MARKET & DERIVATIVES**



Interests



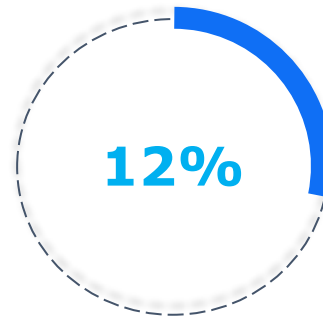
**FOREX & EQUITY**



Commissions & trading fees



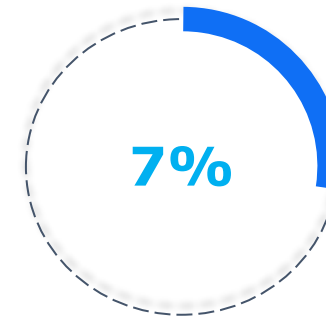
**LENDING & LEASING**



Commissions & interest income net of provisions



**TRUST & INVESTMENT BANKING**



Fees



**CUSTOMER FEES & OTHERS**

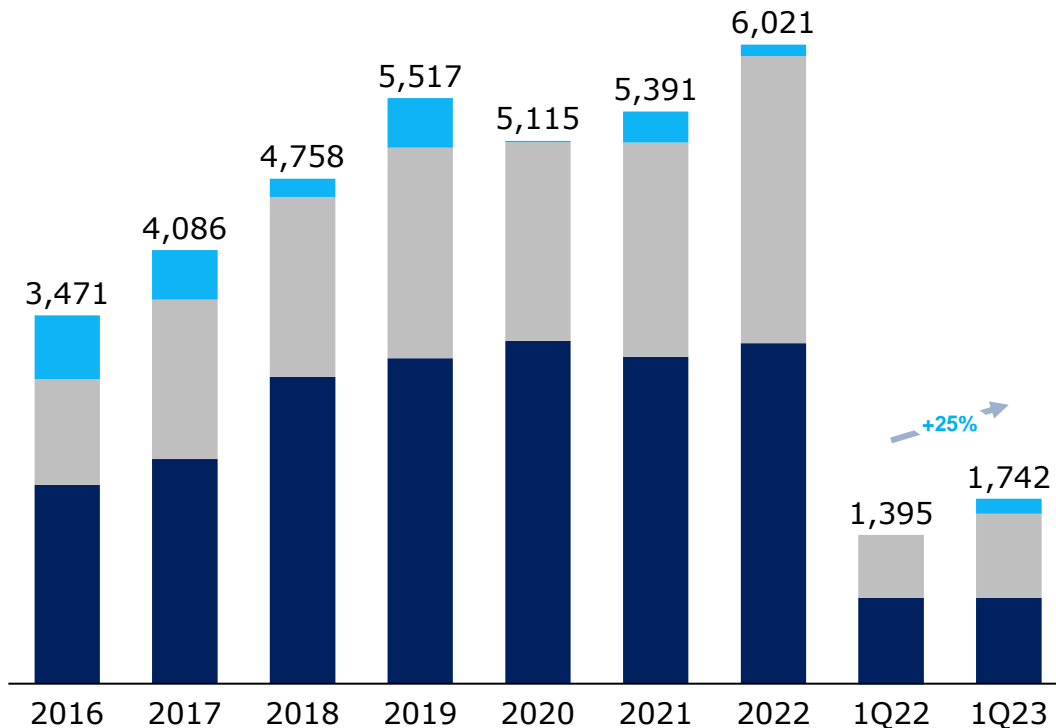


Fees  
Other operating income / expenses net of debt interest

# 1Q 2023 Operating Income

Results mainly driven by Treasury and better performance in derivatives and foreign exchange.

## Operating income (million pesos)



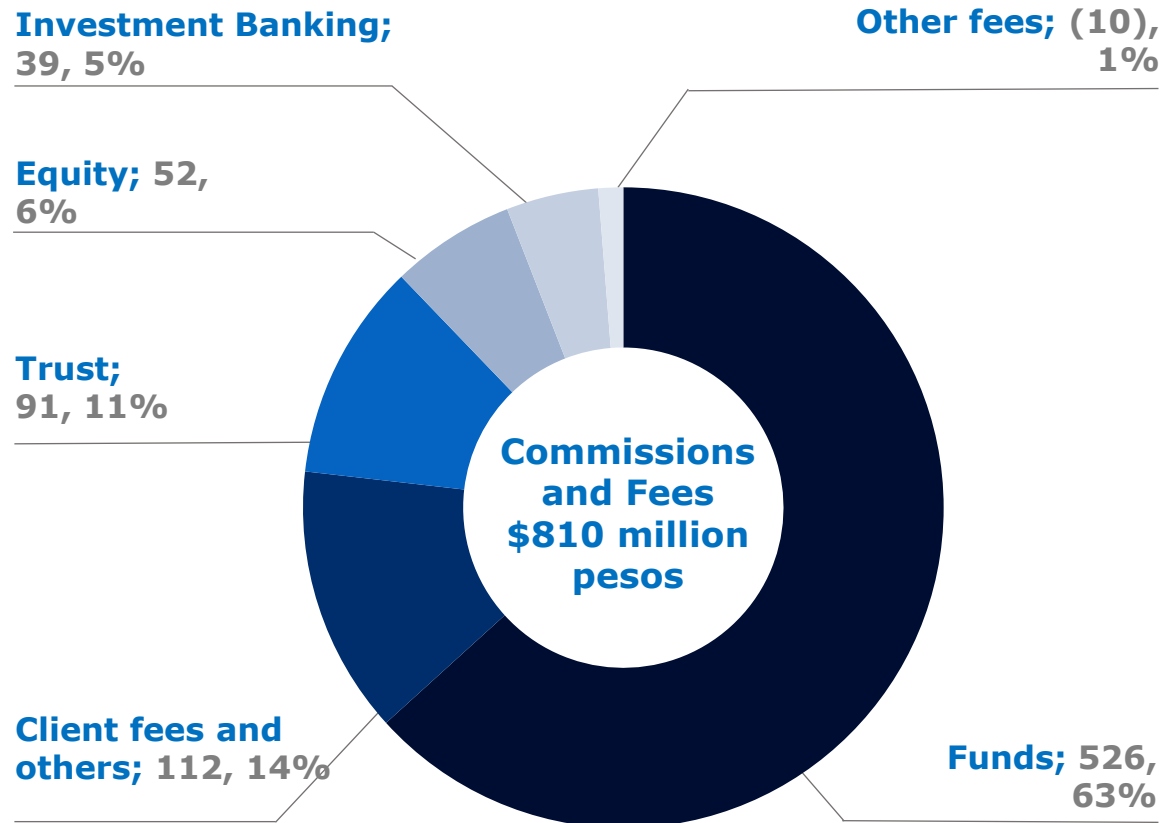
	1Q23	4Q22	1Q22	VARIATION VS 4Q22		VARIATION VS 1Q22	
				\$	%	\$	%
Net fees and commissions	810	832	810	(21)	(3%)	0	0%
Adjusted financial margin	494	454	385	40	9%	109	28%
Brokerage income	297	512	208	(215)	(42%)	88	42%
Other operating income	141	9	(8)	133	1,555%	150	(1,788%)
<b>Net Operating Income</b>	<b>1,742</b>	<b>1,806</b>	<b>1,395</b>	<b>(63)</b>	<b>(3%)</b>	<b>348</b>	<b>25%</b>

- **Net fees and commissions:** In line with revenues reported as of Q1 2022, with improvements in revenues from fund management, trust, and special portfolios, which offset lower activity in investment banking, capital markets, and equity funds.
- **Risk-adjusted financial margin:** Increased 28% compared to the same quarter during the previous year, with a lower increase due to higher provision recognition.
- **Brokerage:** Mainly driven by increased activity in the foreign exchange and derivatives markets.
- **Other income:** Proceeds from sale of Actinver Leasing company assets, foreign exchange fluctuations and accounting allowances.

# 1Q 2023 Diversified Sources of Income

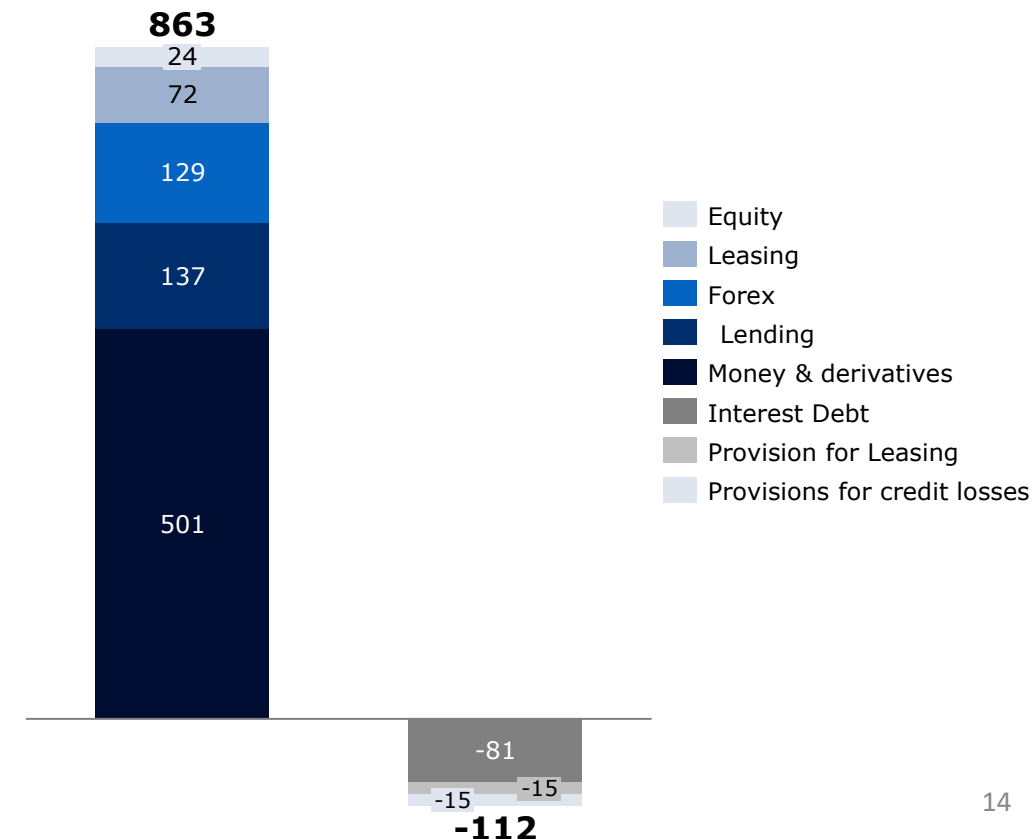
Net Commissions and Fees in line with revenues reported during the same period in the previous year, with improvements in revenues from fund management, trust, and special portfolios.

## Net Fees and Commissions



## Adjusted Financial Margin & Brokerage Activities

### Net Financial & Brokerage Margin: 751 million pesos

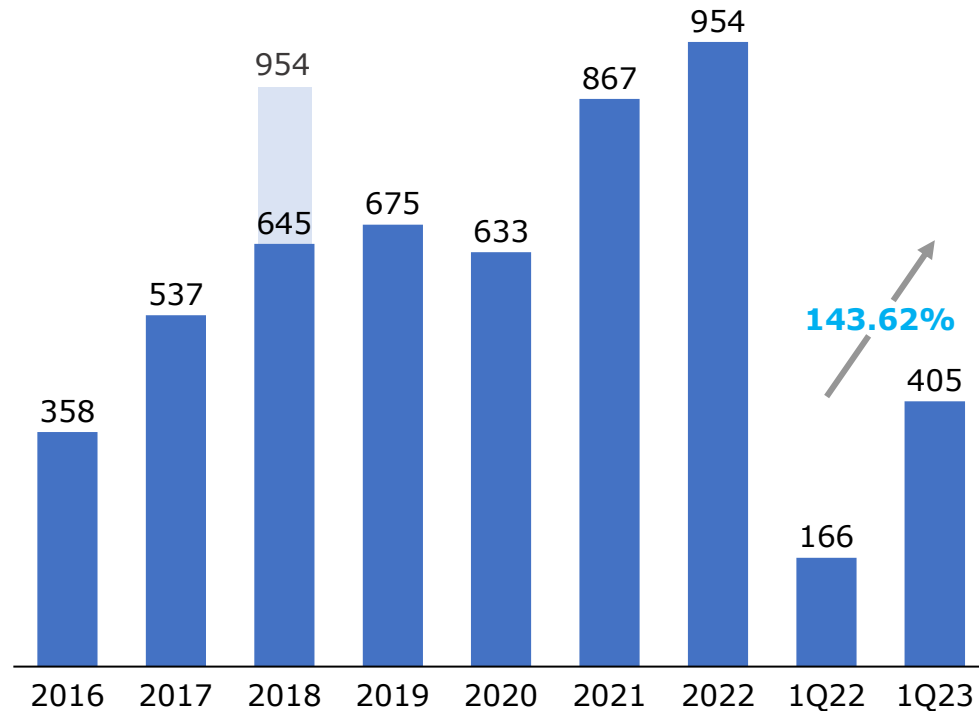


# 1Q 2023 Income Summary

During the first quarter of 2023, we reached net income of \$405 million pesos, an increase of 144% versus the same period during the previous year.

## Net Income (million pesos)

Extraordinary income Mapfre



	1Q23	4Q22	1Q22	VARIATION vs. 4Q22		VARIATION vs. 1Q22	
				\$	%	\$	%
Net Operating Income	1,742	1,806	1,395	(63)	(3%)	348	25%
Operating expenses	(1,158)	(1,274)	(1,134)	116	(9%)	(23)	2%
<b>NET OPERATING INCOME</b>	<b>585</b>	<b>532</b>	<b>261</b>	<b>53</b>	<b>10%</b>	<b>324</b>	<b>124%</b>
<b>NET INCOME</b>	<b>405</b>	<b>402</b>	<b>166</b>	<b>3</b>	<b>1%</b>	<b>239</b>	<b>144%</b>

### Operating expenses:

- The increase is mainly due to investment in advertising campaigns and remuneration expenses.
- Efficiency ratio 66%.

### Net Income 1Q23:

- 144% vs. 1Q22

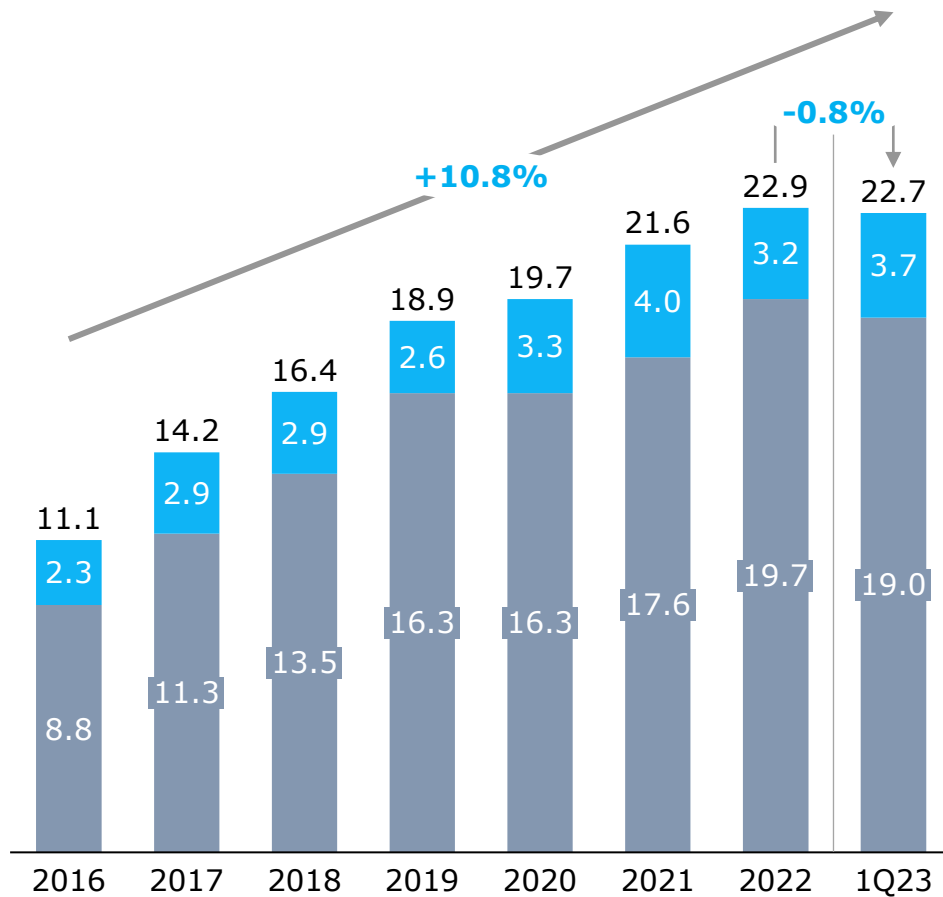
### Operating Income:

- 124% vs 1Q22

# Healthy growth in the Loan Portfolio (Banco Actinver)

## Loan Portfolio (million pesos)

Commercial  
Consumer



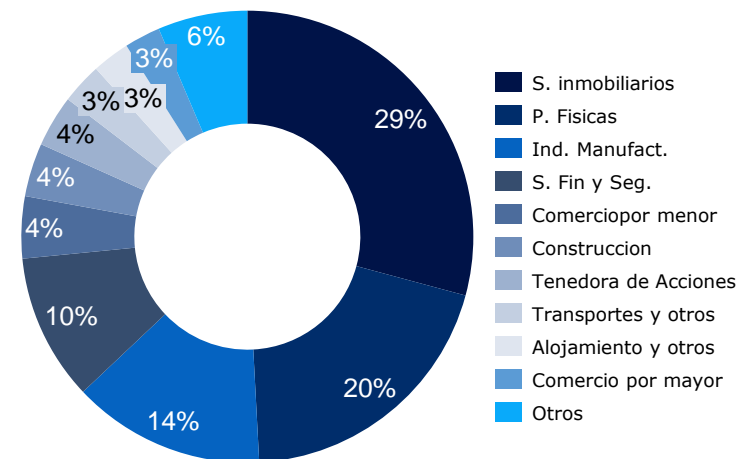
## Credit Portfolio Description as of 1Q23

### Portfolio rating

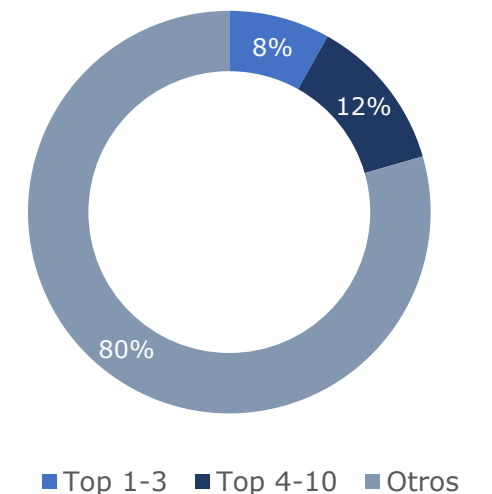
Low Risk / Minimum 94%



### Sectors



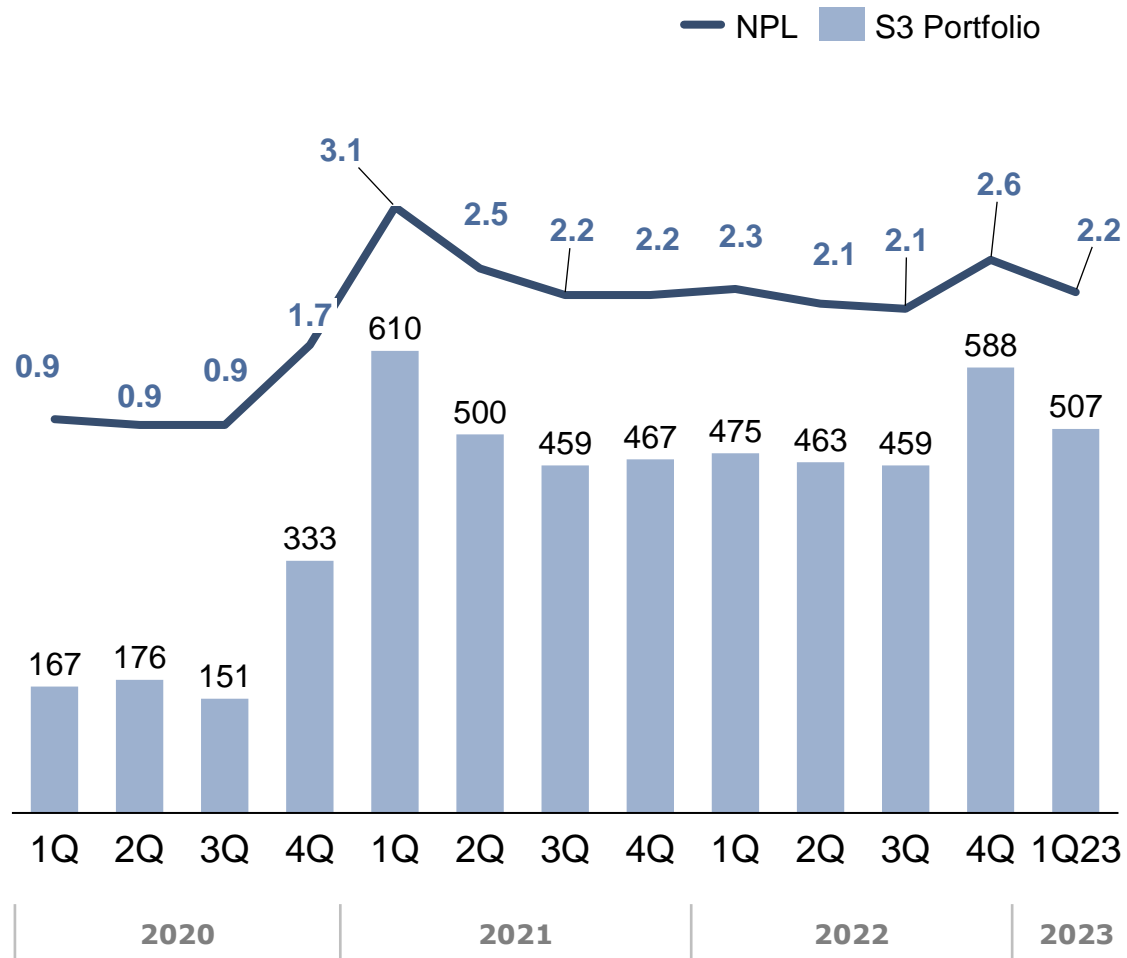
### Concentration



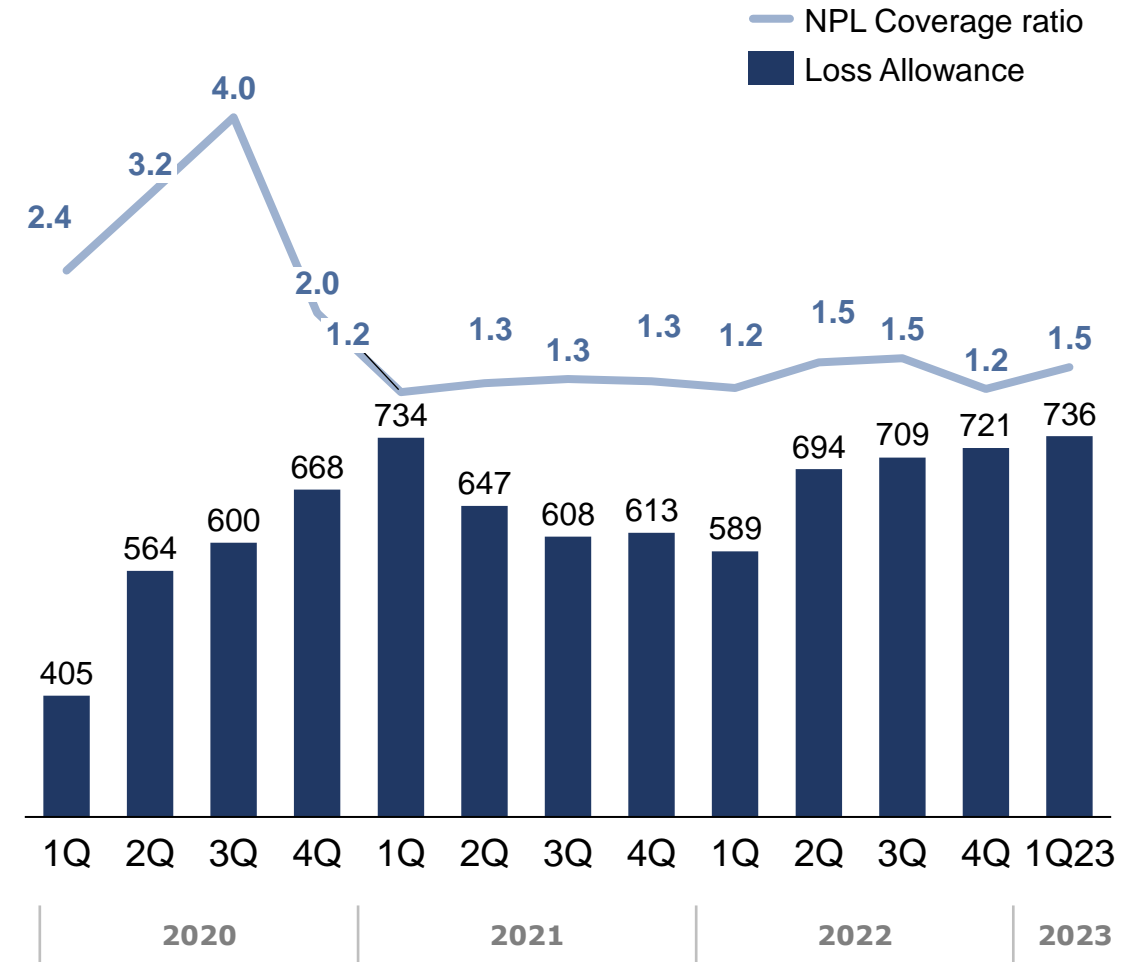


# Stage 3 Portfolio and Provisions, Banco Actinver

## Stage 3 Portfolio (million pesos)

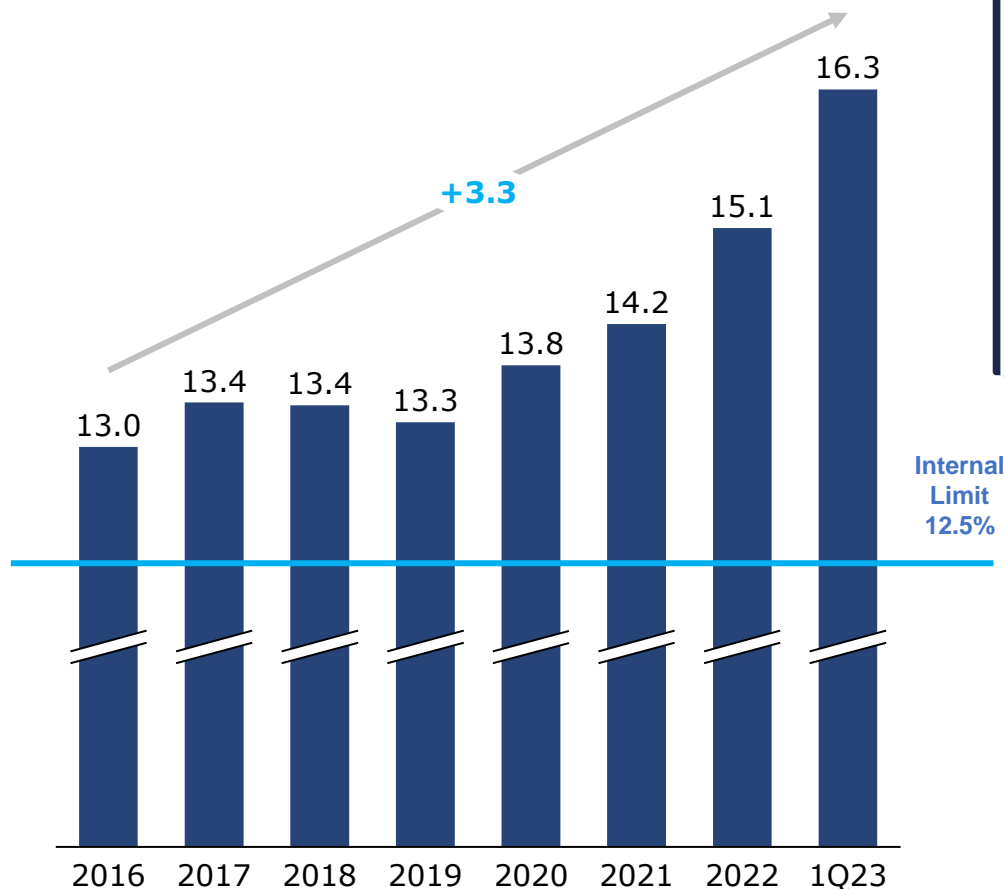


## Estimated provisions for credit losses

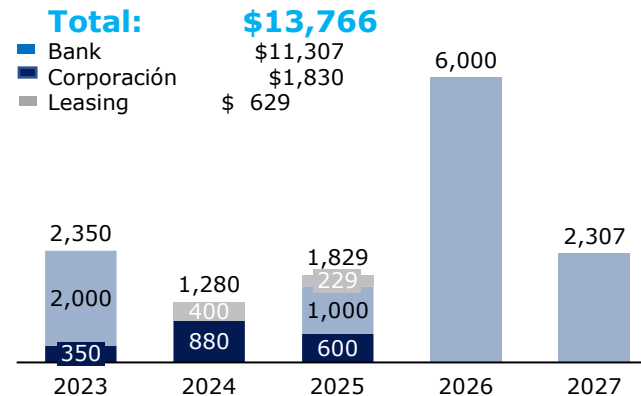


# Improved Ratings and Credit Spreads

## Bank Capitalization Ratio (ICAP %)



### Long-Term Issuance Maturity Profile



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-
<b>BACTIN 23</b>	<b>26/03/2026</b>	<b>3</b>	<b>2,000</b>	<b>0.55</b>	<b>AA   AA</b>
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
<b>TOTAL</b>			<b>13,766</b>		

### Credit ratings



#### Long Term

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-

#### Short Term

F1+(mex)	1+/M	HR1
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#### Outlook

Stable	Stable	Stable
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# Financial Summary

## 1Q 2023 Income Statement (million pesos)

CONCEPT (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%
Estimated provision for credit losses	(30)	(45)	14	15	(33%)	(44)	(313%)
Risk-Adjusted financial margin	494	454	385	40	9%	109	28%
Net fees and commissions	810	832	810	(21)	(3%)	0	0%
Brokerage results	297	512	208	(215)	(42%)	88	42%
Other operating income (expense)	141	9	(8)	133	1,555%	150	(1,788%)
Administrative and promotional expenses	(1,158)	(1,274)	(1,134)	116	(9%)	(23)	2%
<b>OPERATING INCOME</b>	<b>585</b>	<b>532</b>	<b>261</b>	<b>53</b>	<b>10%</b>	<b>324</b>	<b>124%</b>
<b>Operating Margin</b>	<b>34%</b>	<b>29%</b>	<b>19%</b>	<b>411 pb</b>		<b>1,486 pb</b>	
<b>NET INCOME OF THE CONTROLLING</b>	<b>405</b>	<b>402</b>	<b>166</b>	<b>3</b>	<b>1%</b>	<b>239</b>	<b>144%</b>
<b>Net Margin</b>	<b>23%</b>	<b>22%</b>	<b>12%</b>	<b>98 pb</b>		<b>1,133 pb</b>	
<b>TOTAL INCOME*</b>	<b>4,353</b>	<b>4,026</b>	<b>2,656</b>	<b>327</b>	<b>8%</b>	<b>1,697</b>	<b>64%</b>
<b>NET OPERATING INCOME**</b>	<b>1,742</b>	<b>1,806</b>	<b>1,395</b>	<b>(63)</b>	<b>(3%)</b>	<b>348</b>	<b>25%</b>

\*TOTAL INCOME: Interest income, plus commissions and fees charged, plus brokerage income plus other operating income.

\*\* OPERATING INCOME: Total income minus interest expense, minus provisions for loan losses, minus commissions and fees paid.

# Financial Summary

## 1Q 2023 Balance Sheet (million pesos)

ASSETS	1Q23	4Q22	1Q22	VARIATION %	
				4Q22	1Q22
Cash & Cash Equivalents	12,869	10,429	4,461	23%	188%
Investmen in Financial Instruments	73,910	53,911	40,053	37%	85%
Total Loan Portfolio (Net)	27,759	28,060	25,721	(1%)	8%
Other Accounts Receivable (Net)	14,904	2,647	4,351	463%	243%
<b>Total Assets*</b>	<b>145,210</b>	<b>102,755</b>	<b>82,666</b>	<b>41%</b>	<b>76%</b>
LIABILITIES	1Q23	4Q22	1Q22	4Q22	1Q22
Deposits	44,319	47,465	39,381	(7%)	13%
Creditors on repurchase agreements	54,910	33,467	21,146	64%	160%
Other Accounts Payable	16,464	4,215	4,986	291%	230%
<b>Total Liabilities*</b>	<b>136,809</b>	<b>94,839</b>	<b>75,455</b>	<b>44%</b>	<b>81%</b>
STOCKHOLDERS' EQUITY	1Q23	4Q22	1Q22	4Q22	1Q22
Paid-in Capital	1,865	1,865	1,678	0%	11%
Earned Capital	6,640	6,034	5,512	10%	20%
<b>Total Stockholders' Equity*</b>	<b>8,401</b>	<b>7,916</b>	<b>7,211</b>	<b>6%</b>	<b>16%</b>

## FINANCIAL RATIOS

	1Q23
ROA (U12M)	<b>1.1%</b>
ROE (U12M)	<b>15.4%</b>
Operating Margin	<b>33.6%</b>
Net Margin	<b>23.2%</b>
Earning Per Share (L12M, pesos)	<b>2.23</b>
Capitalization Ratio (ICAP)*	<b>16.3%</b>
NPL Ratio (IMOR)**	<b>2.2%</b>

\* from Banco Actinver at the end of the period

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

## DIVIDENDS

YEAR	PAID	DIVIDEND \$/Share
2021	may-22	<b>\$0.35</b>
'19-'20	may-21	<b>\$0.20</b>
2018	may-19 sep-19	<b>\$0.30</b>
2017	may-18 nov-18	<b>\$0.12</b>
2016	may-17 oct-17	<b>\$0.10</b>



Thank You

#### INVESTOR RELATIONS

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Some of the statements contained in this release may relate to future expectations. 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. of C.V. in its definitive placement prospectus dated May 6, 2010 and in the annual reports sent to the Bolsa Mexicana de Valores.