



## **Corporate Presentation**

### **3Q 2021**

Corporación Actinver S.A.B. de C.V.  
[www.actinver.com](http://www.actinver.com)

**Actinver** is a leading Wealth Manager and Investment Bank in Mexico, providing services to individuals and companies.

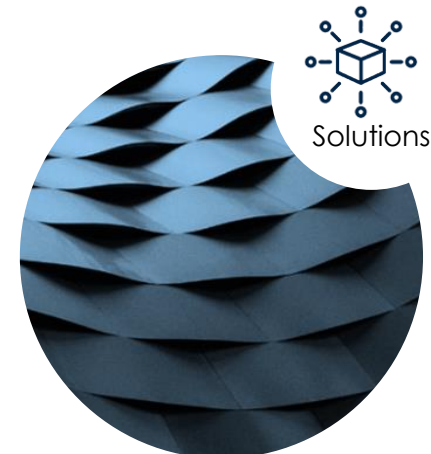
Our mission is to help our customers to increase and preserve their wealth.



Private Bank



Corporate and  
Investment Banking



Products

- Asset Management
- Credit
- Leasing
- Insurance
- Trust Funds



**50** Financial Centers



**500+** Financial Advisors  
and Corporate Bankers



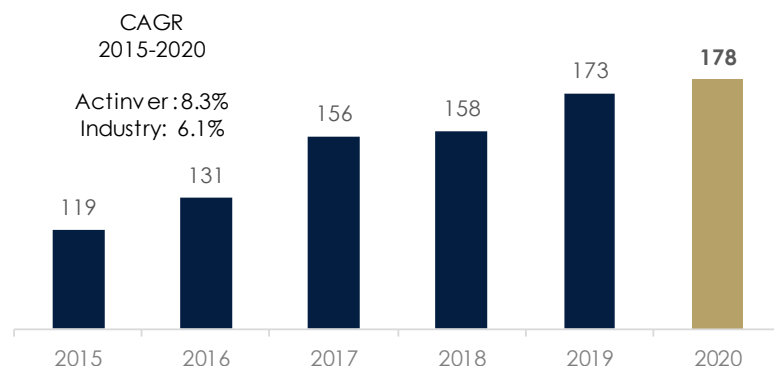
**1,800+** Collaborators



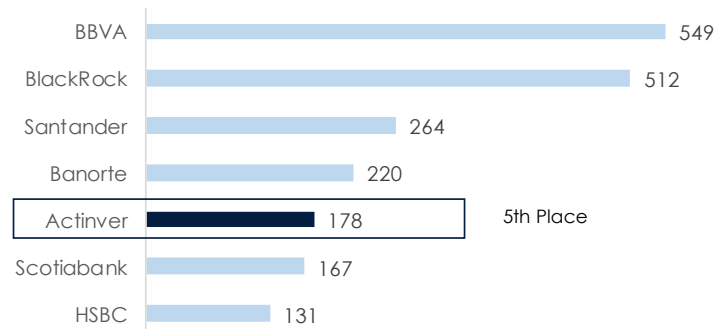
# Actinver at a Glance: Highlights

## Mutual Fund Manager

Mutual Funds Assets Under Management  
(billion, MXN)

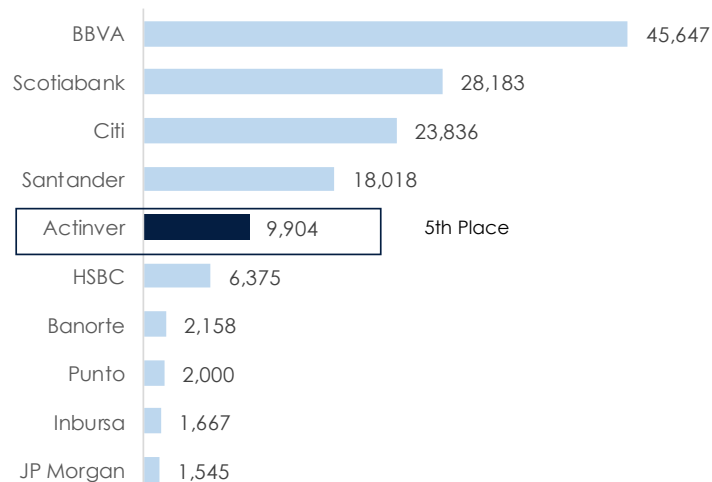


2020 Ranking (billion, MXN)



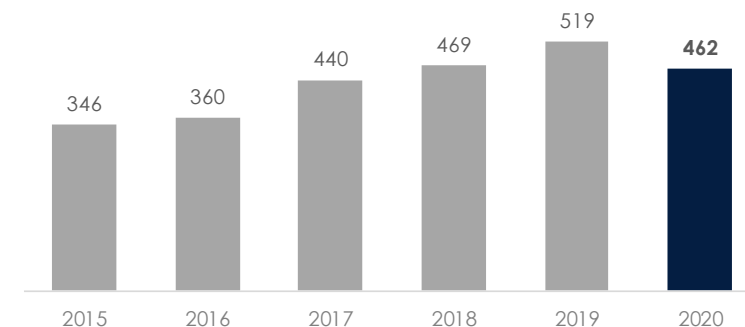
## Investment Banking (DCM)

2020 Bloomberg League Table – Mexican  
Domestic Bonds (billion, MXN)

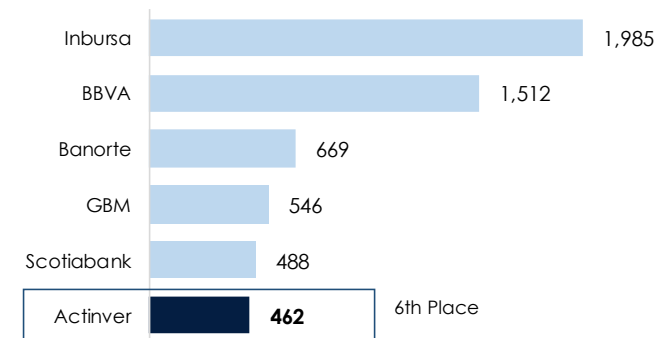


## Brokerage House (CB Actinver)

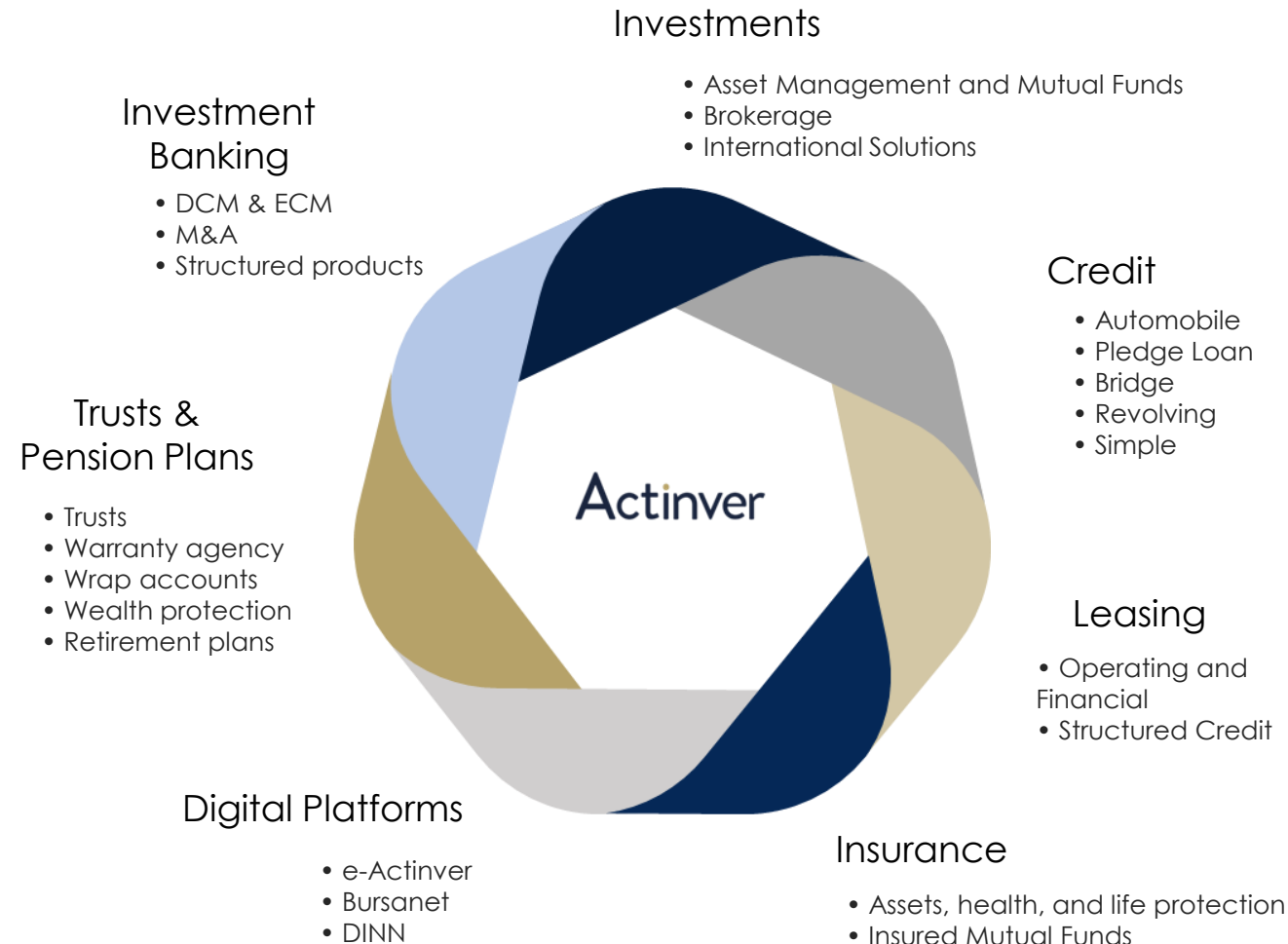
Total Assets Under Custody (billion, MXN)



2020 Ranking (billion, MXN)



The personalized advisory and innovation in our processes allows us to offer each client a 360° strategy with a vision that will help them achieve their goals and minimize risks.

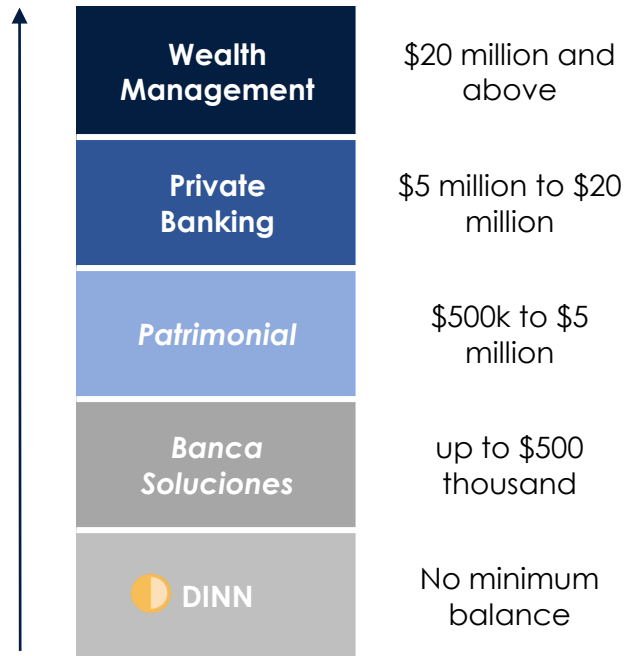




## Private Banking

Personal and Specialized Attention for **Individuals and Family Offices**

### Advisory Segments



### Investment Products

- Brokerage
- Asset Management and Mutual Funds
- Alternative Investments
- Equity and Economic Research

### Other Services

- Credit and Leasing
- Insurance
- Fiduciary
- Bank Products
- Retirement Accounts

### Client Interaction



More than  
500 Advisors

**Bursanet**  
inversión + banca  
Digital Broker

**Actinver**  
E-Banking



## Corporate & Investment Banking

Comprehensive and specialized financial advice to **Corporates** including their Treasuries, Savings Plans, Pension Funds, and Stock Buyback Programs

### Segment Strategy



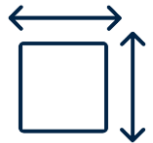
Region

Coverage in 23 States where 88% of GDP is generated.



Industry

18 Strategic Sectors



Size

Medium, Large Companies and Corporates with growth potential generating long-term relationships.

### Products and Services

- ECM & DCM
- M&A, restructures
- Credit and Leasing
- Brokerage
- Economic and Equity Research
- Asset Management
- Insurance
- Trusts
- Retirement Accounts

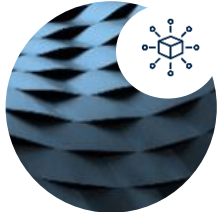
### Client Interaction



Transactional Advisors



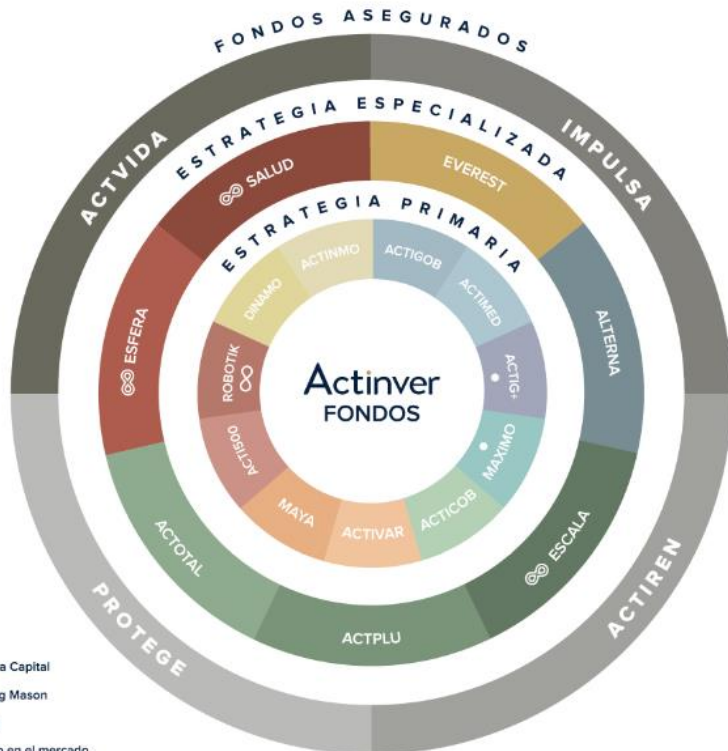
Corporate Bankers



## Products

Asset Management

### Wide Variety of Funds



- Allianza Fiera Capital
- Allianza Legg Mason
- Allianza Axa
- Fondo único en el mercado

### Alliances and New Releases

GLOBAL X

LEGG MASON  
GLOBAL ASSET MANAGEMENT

AXA INVESTMENT  
MANAGERS

FIERA CAPITAL

### Alpha Solutions



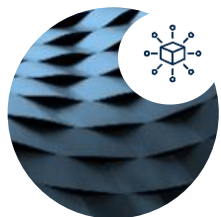
Investment target MXN \$5M and above  
(5 Strategies in pesos + 1 International solution)

### Mandates



Active management of portfolios for institutional clients under specific asset allocation and risk criteria.





## Products

Credit / Leasing / Insurance Services / Trust Services

### Credit

Credits backed by long term relationships with individuals and companies.

#### Portfolio Composition

 **15%**

 **85%**

 Above market portfolio growth.  
**CAGR 19%** (2014-2020)

### Leasing

Operating leasing services, as well as financial leasing, credit, and financial factoring.

#### Relevant Operating Segments

 Car

 Transportation

 Health Equipment


 Industrial Equipment


### Insurance Services

Strategic Alliance

   **MAPFRE**

#### Individuals

 Life Risk

 Health

 Retirement

 Funds


### Trust Services

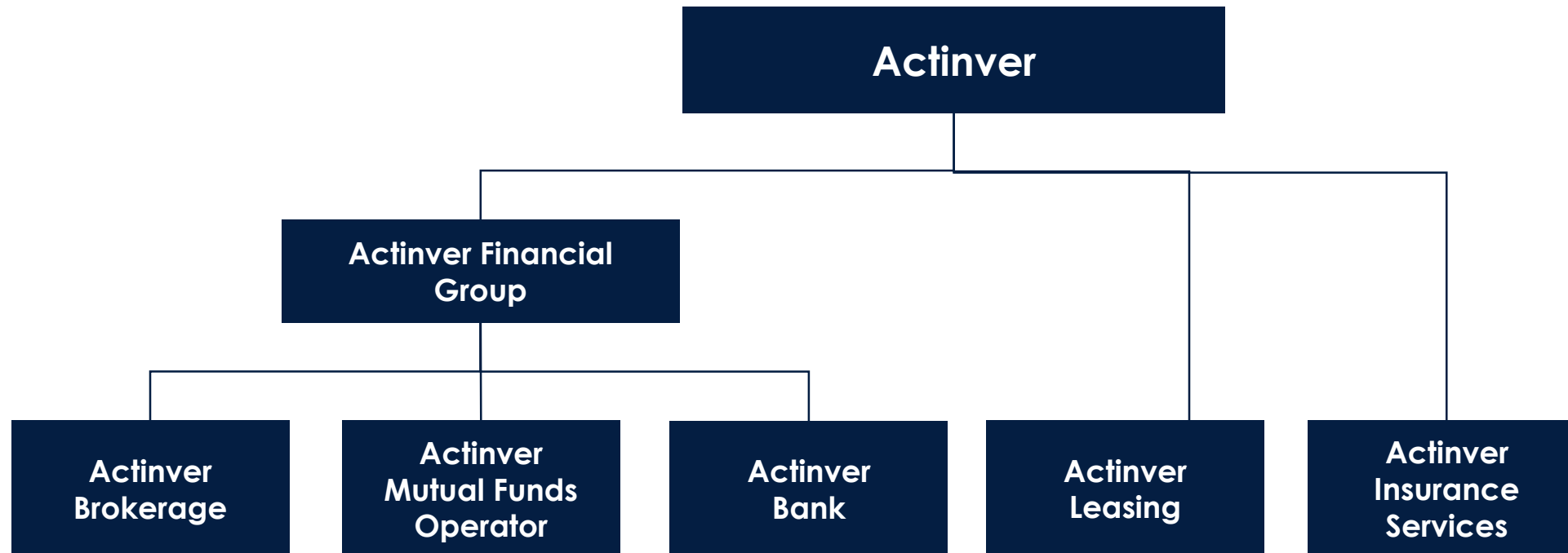
We seek to distribute our Clients' assets with specialized advisory to fulfil their goals.

#### Products

- Trust Funds
- Conditional Deposits

 Presence in six offices with 70 collaborators

 Within the three largest and most important trustees in the country.



Alterna Asesoría  
Internacional

Spin-Off  
2T 2021



## OECD Principles of Corporate Governance

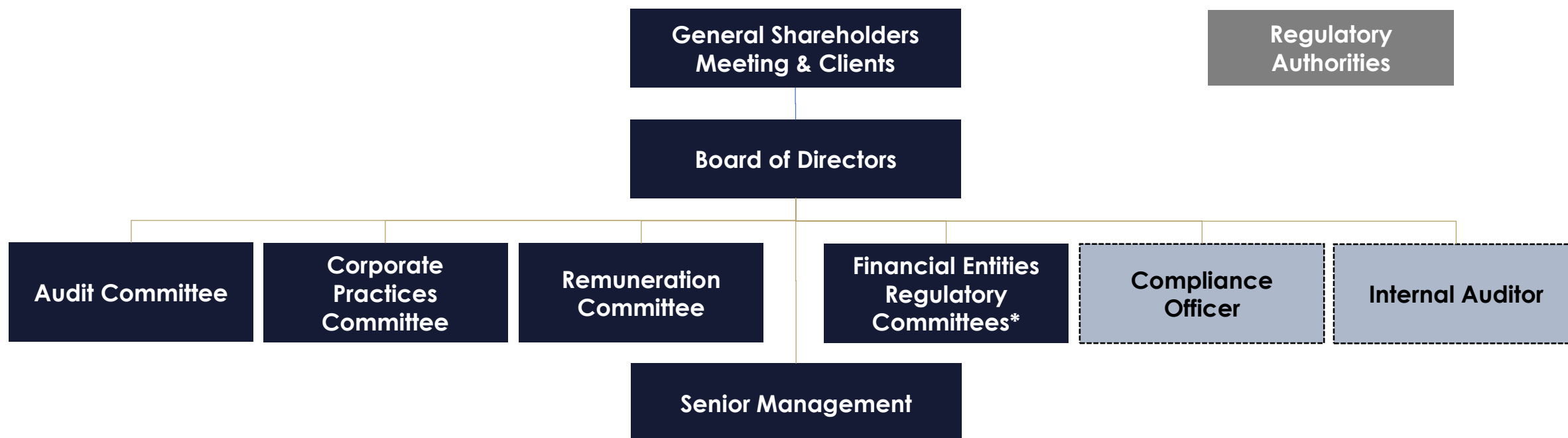


## Corporate Governance Principles for Banks

TRANSPARENCY

ACCOUNTABILITY

INTEGRITY



\*Risk Management, Credit, AML, Compliance and Sales Practices

## Staff



90% of collaborators operating remotely and with a rotational scheme in critical areas.



Constant adaptation and disinfection of office space.

Designated help and assistance telephone line.



Online training courses and workshops



Constant communication on contingency related matters.

Return scheme designed in phases.

## Clients



Temporary closure of some Financial Centers and reduced hours on those kept open.



Client proximity through digital platforms and media.

Webinars with experts and Top Management.



Restructuring program on credits affected by the contingency.



Launch of two mutual funds seeking to benefit from the markets' volatility. (OPORT / ACTDUAL)

## Operations



Adherence to guidelines of the authorities and administrative facilities programs.

Usage of Special Accounting Criteria.



Reinforcement of systems security and the Telephone Attention Center (CAT)



Revision of liquidity positions in all entities of the parent company.

Sensitivity analysis and improvements in the subsidiaries' risk metrics.



Reduction in operating expenses.

Increase in allowance for loan losses.



## Actinver - ACON Investments Agreement

In previous months, the investment agreement between ACON Investments and Actinver was made public.

### Main features of the agreement



Up to 15% of the company's total capital stock through convertible notes.



Strengthen the balance sheet and accelerate Actinver's growth through digital products and tools.

## ACON Investments?

Middle-market private equity investment firm

- 25 years of experience with ~\$6 billion in assets.
- More than 70 Investments.
- Currently has 33 active investment projects in around 32 countries.

Investment projects completed in Mexico



## Operative Income

### 3Q 2021

1,425 mp  
-1% vs. 2T21

### 2021

4,066 mp  
+3% vs. 2020

## Administrative Expenses

### 3Q 2021

1,078 mp  
+5% vs. 2T21

### 2021

3,126 mp  
-4% vs. 2020

## Net Income

### 3Q 2021

237 mp  
-15% vs. 2T21

### 2021

641 mp  
+32% vs. 2020

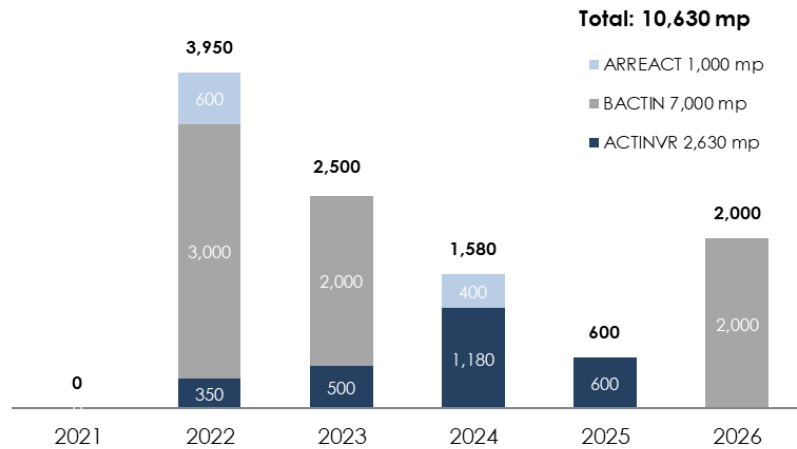
Efficiency Ratio  
77%

## Relevant Figures

(mp)

- **Net Income** reached 237 million pesos (mp). For the first nine months of the year, net income reached 641mp, which exceeds the accumulated net income for the full year 2020.
- **Operating Income** in 3Q 2021 were 1,425 mp (-1% vs. 2Q 21 and +9% vs. 3Q 20). In 2021, accumulated income was 4,066 mp, up 3% vs. 2020. By income type, 56% came from Commissions and Fees, 23% from Adjusted Financial Margin, 16% from Intermediation, and 5% from Other Income.
- We surpassed the threshold of **100k digital clients**.
- **Mutual Funds** as the 5th largest operator in the market, with assets under management of 187.1 billion pesos, market share of 6.8%.
- The **Loan and Lease Portfolio** closed at a record high of 26,239 million pesos. . The NPL ratio decreased to 2.25% from 2.47% published last quarter.

## Long Term Issuance Maturity Profile (mp)



Issue	Maturity	Term	Amount (mp)	Spread	Rating (Fitch   HR   Verum)
ARREACT 19	24/02/2022	3	600	1.40	AA-   A+   AA-
ACTINVR 17-2	05/05/2022	5	350	1.80	AA-   A+   AA-
BACTIN 19	27/05/2022	3	2,000	0.55	AA-   A+   AA-
BACTIN 19-2	15/09/2022	3	1,000	0.50	AA   AA-   AA
BACTIN 20	31/10/2023	3	2,000	0.95	AA   AA-   AA
ACTINVR 18	30/11/2023	5	500	1.45	AA   AA-   AA
ACTINVR 19	17/04/2024	5	380	1.27	AA-   A+   AA-
ACTINVR 21	29/04/2024	3	200	1.20	AA-   A+   AA-
ARREACT 21	23/05/2024	3	400	1.40	AA-   A+   AA-
ACTINVR 19-2	15/08/2024	5	600	1.20	AA-   A+   AA-
ACTINVR 20-2	18/08/2025	5	600	1.80	AA-   A+   AA-
BACTIN 21	08/07/2026	5	2,000	0.85	AA   AA-   AA
<b>TOTAL</b>			<b>10,630</b>		

## Credit Ratings

### FitchRatings

	Short Term	Long Term	Certificate	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)	N/A	Stable
Arrendadora Actinver	F1+ (mex)	AA- (mex)	F1+ (mex)   AA- (mex)	Stable

Last change: In June 2021, Stable Outlook. In 2020 the financial sector had outlook changes or rating downgrades.

### VERUM

	Short Term	Long Term	Certificate	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	N/A	Stable
Arrendadora Actinver	1+ /M	AA-/M	1+ /M   AA-/M	Stable

Coverage began in February 2019.

### HR

	Short Term	Long Term	Certificate	Outlook
Corporación Actinver	HR1	HR A+	HR A+	Stable
Banco Actinver	HR1	HR AA-	HR AA-	Stable
Actinver Casa de Bolsa	HR1	HR AA-	N/A	Stable
Arrendadora Actinver	HR1	HR A+	HR1   HR A+	Stable

Last change: in February 2019, Corporación (LT and ST), Banco (LT), Casa de Bolsa (LT) and Arrendadora (LT & ST) all improved one notch.

**August 2021**  
Affirms Ratings

**Change to Stable Outlook**

**June 2021**  
Affirms Ratings

**April 2021**  
Affirms Ratings

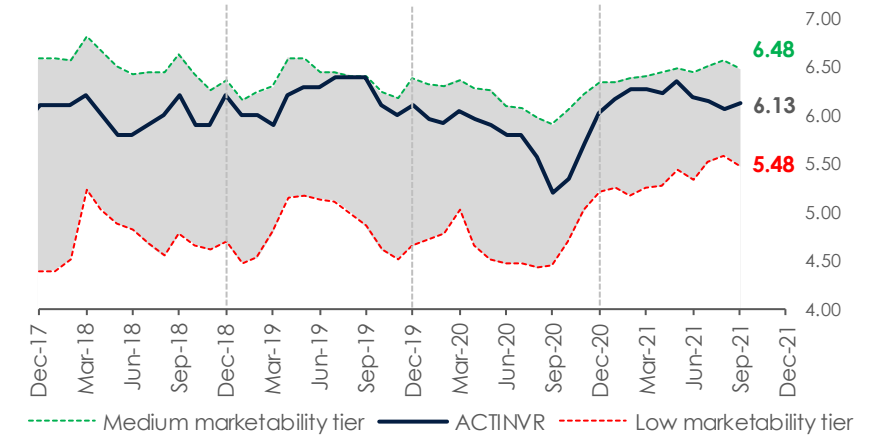
## Price ACTINVR B

(14-day moving average, excludes ALTERNA's spin-off price)

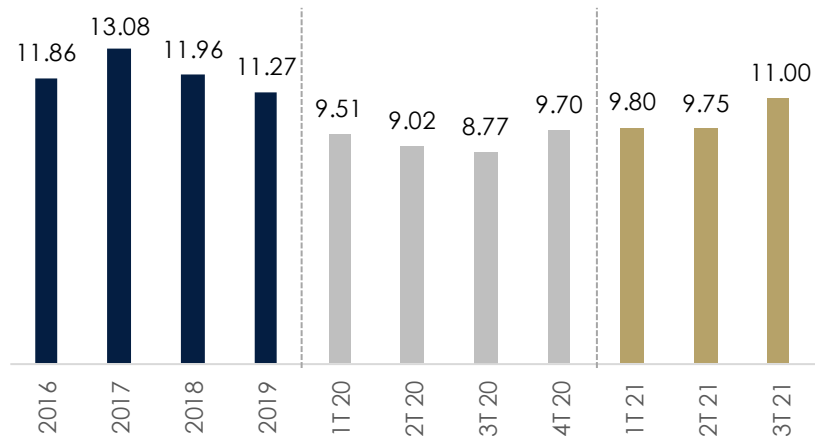


## Market Liquidity Ranking

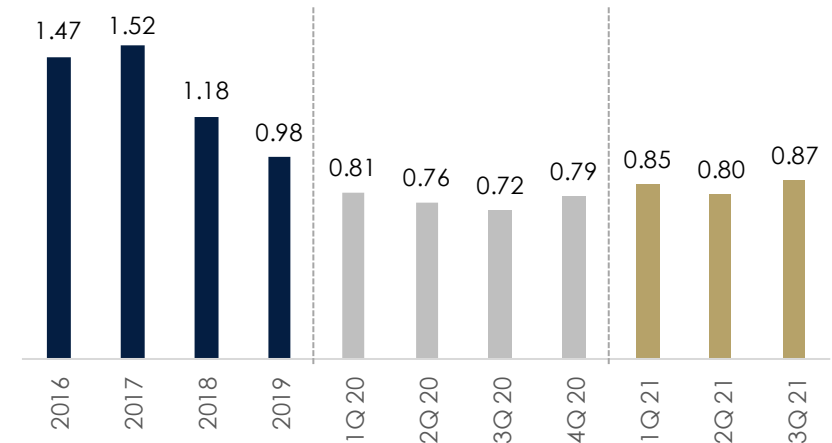
(116 place out of 184 companies)



## P/E Ratio



## P/BV Ratio





## Income Statement

(3Q 2021, mp)

Concept (millions of pesos)	3Q21	2Q21	3Q20	Change %		2 0 2 1	2 0 2 0	Change %
				2Q21	3Q20			
Interest Income	1,390	1,278	1,390	9%	(0%)	3,932	5,086	(23%)
Interest Expense	(1,043)	(971)	(1,088)	7%	(4%)	(2,988)	(4,084)	(27%)
<b>Net Interest Income after Provisions<sup>(1)</sup></b>	<b>355</b>	<b>369</b>	<b>237</b>	<b>(4%)</b>	<b>49%</b>	<b>935</b>	<b>679</b>	<b>38%</b>
Commissions and Fees (Net)	793	769	835	3%	(5%)	2,253	2,435	(7%)
Brokerage Revenue	262	212	248	24%	6%	663	822	(19%)
Other Operating Income	15	94	(12)	(84%)	(227%)	215	5	4,079%
Administrative and Promotional Expense	(1,078)	(1,028)	(1,061)	5%	2%	(3,126)	(3,240)	(4%)
<b>Operating Income</b>	<b>347</b>	<b>416</b>	<b>247</b>	<b>(16%)</b>	<b>41%</b>	<b>940</b>	<b>701</b>	<b>34%</b>
<b>Operating Margin</b>	<b>24.4%</b>	<b>28.8%</b>	<b>18.9%</b>	<b>-442 bps</b>	<b>551 bps</b>	<b>23.1%</b>	<b>17.8%</b>	<b>534 bps</b>
<b>Net Income</b>	<b>237</b>	<b>279</b>	<b>166</b>	<b>(15%)</b>	<b>43%</b>	<b>641</b>	<b>487</b>	<b>32%</b>
<b>Net Margin</b>	<b>16.6%</b>	<b>19.3%</b>	<b>12.7%</b>	<b>-265 bps</b>	<b>400 bps</b>	<b>15.8%</b>	<b>12.4%</b>	<b>340 bps</b>
<b>Total Income<sup>(2)</sup></b>	<b>2,553</b>	<b>2,446</b>	<b>2,532</b>	<b>4%</b>	<b>1%</b>	<b>7,332</b>	<b>8,564</b>	<b>(14%)</b>
<b>Operating Income<sup>(3)</sup></b>	<b>1,425</b>	<b>1,444</b>	<b>1,308</b>	<b>(1%)</b>	<b>9%</b>	<b>4,066</b>	<b>3,941</b>	<b>3%</b>

(1) Financial Margin less Reserves for Credit Risk.

(2) Total Income: Interest income, plus commissions and fees charged, plus brokerage revenue, plus other operating income.

(3) Operating Income: Interest income, less interest expenses, less allowance for loan losses, plus commissions and fees charged, less commissions and fees expense, plus brokerage revenue, plus other operating income.

## Balance Sheet

(3Q 2021, mp)

<b>Assets</b>	<b>3Q21</b>	<b>2Q21</b>	<b>3Q20</b>	<b>2Q21</b>	<b>3Q20</b>
Cash and Cash Equivalents	6,373	3,161	9,353	102%	(32%)
Investments in Securities	65,600	47,753	41,495	37%	58%
Total Credit Portfolio	25,326	24,653	24,258	3%	4%
Other Accounts Recievable (Net)	13,482	3,764	3,363	258%	301%
<b>Total Assets*</b>	<b>115,882</b>	<b>84,744</b>	<b>86,501</b>	<b>37%</b>	<b>34%</b>
<b>Liabilities</b>	<b>3Q21</b>	<b>2Q21</b>	<b>3Q20</b>	<b>2Q21</b>	<b>3Q20</b>
Deposit Funding	31,391	29,806	40,008	5%	(22%)
Creditors Under Repurchase/Resell Agreeeme	59,059	24,894	18,675	137%	216%
Other Accounts Payable	11,026	5,843	3,361	89%	228%
<b>Total Liabilities*</b>	<b>109,068</b>	<b>78,192</b>	<b>79,645</b>	<b>39%</b>	<b>37%</b>
<b>Shareholders' Equity</b>	<b>3Q21</b>	<b>2Q21</b>	<b>3Q20</b>	<b>2Q21</b>	<b>3Q20</b>
Paid-In Capital	1,678	1,678	1,757	0%	(4%)
Earned Capital	5,117	4,858	4,816	5%	6%
<b>Total Shareholders' Equity*</b>	<b>6,814</b>	<b>6,551</b>	<b>6,856</b>	<b>4%</b>	<b>(1%)</b>

\* Includes all accounts

## Contact

### INVESTOR RELATIONS

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Some of the statements found in this report are based on assumptions and forecasts. External factors outside the control of the company may directly or indirectly impact the results the company achieves. We encourage investors to examine and analyze the risk factors Corporación Actinver S.A.B de C.V. presents on its Initial Public Offerings documents presented on May 6th 2010 and on the annual reports provided to the Bolsa Mexicana de Valores.

Actinver