

# 3Q 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

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# Actinver at a Glance

A Brief Recap

# Actinver at a Glance

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

## EXPERIENCE

**28 years**

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

**+ 311 K** clients

## SIZE

AuCs 3Q22:

**MX\$524 bn**

AuMs 3Q22:

**MX\$179 bn**

## PRESENCE

**+ 600**

financial advisors & consultants

**48 financial centers**

in 22 states of the country

## GROWTH

Net Income L12M:

**MX\$778 mm**

Growth:

**CAGR '16-'21: 19%**

## STRATEGICALLY POSITIONED TO FOSTER GROWTH

**Leadership** in each of our Business Lines



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



**Robust platform** of products and services

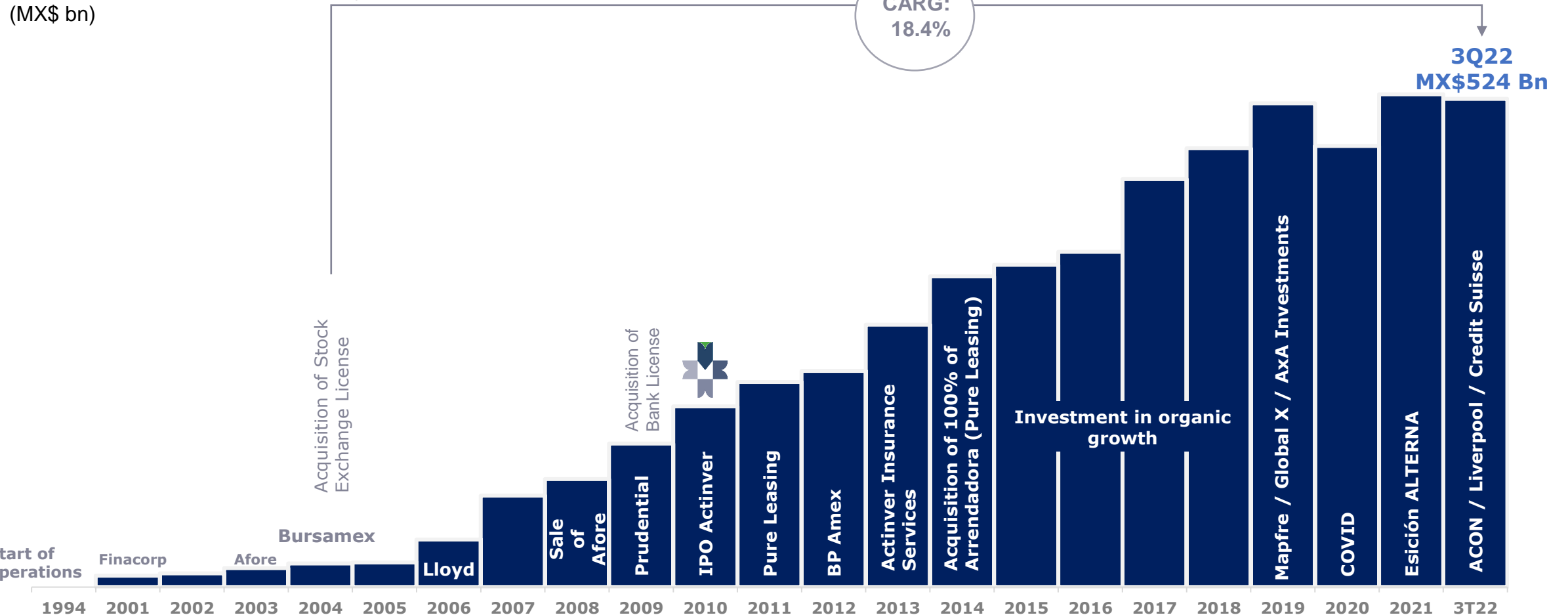


**Digital transformation process** to trigger profitable growth

# 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.

## Total assets under custody



CAGR: compound annual growth rate

# Actinver's Business Model

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

## PRIVATE BANKING & WEALTH MANAGEMENT

Based on **customized financial advice**

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



**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**



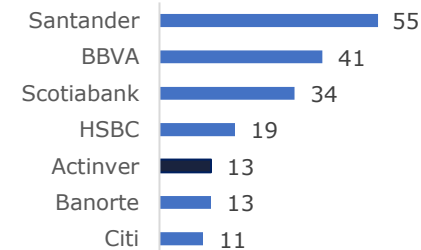
**Alliance: Liverpool**

## CORPORATE & INVESTMENT BANKING



**DCM: 5th most relevant player** in the debt issuance market<sup>2</sup>

Mexico Domestic Bonds League Tables (MX\$ bn)



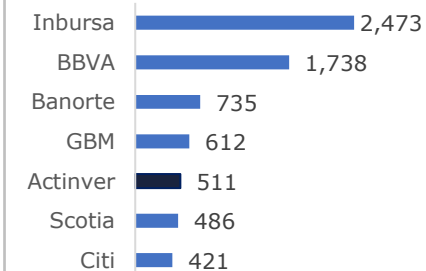
**ECM & M&A:** active participation in public and private equity offerings and alternative investments

## MARKETS



**Ranking 5th** in assets under custody<sup>3</sup>

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



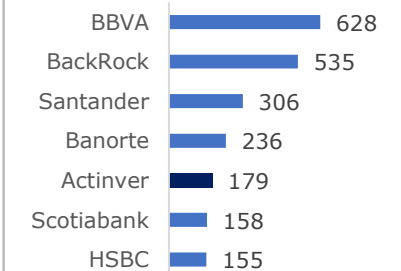
## ASSET MANAGEMENT



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

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

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



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

1. Net Promoter Score: customer experience indicator

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

3. AMIB, Boletín Estadístico as of July 2022

# 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 client-centered business model providing personalized advice and differentiated products supported by digital tools
<b>PARTNERSHIPS</b>	Accelerating growth thorough strategic alliances for high net-worth and digital clients
<b>PROFITABILITY</b>	Via efficient operations and prudent management of CAPEX

## STRATEGIC TRANSFORMATION

### Client Segmentation + Digital Tools

- Best 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 lines of business, maintaining optimal profitability levels.**

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# Earnings Results

Third Quarter 2022

# 3Q22 Highlights

## 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 in accordance with the company's 2025 goals

## CLIENTS

- **+311 K** clients, reflecting a **Δ 39%** increase in comparison to 3Q21
- Acquired 88 k new clients over the past year, mainly via our digital platforms

## AUMs

- We continued to ranked 5<sup>th</sup> in the market with **MX\$179bn in AUMs**, representing 6.3% of market share
- CAGR 2015-2021: **8.2%**

## LOAN PORTFOLIO

### Net Loan Portfolio:

- Reached **MX\$22.3 bn** despite reducing risk tolerance
- NPL ratio: **2.06%**
- Coverage Ratio: **1.54x**

## FUNDING

### BACTIN 22-2:

- Issued MX\$1bn in long term debt certificates reaching **60 bps above TIIE** despite market volatility
  - 35 bps < 3-year issuance in 2020
  - 20 bps < 5-year issuance in 2022

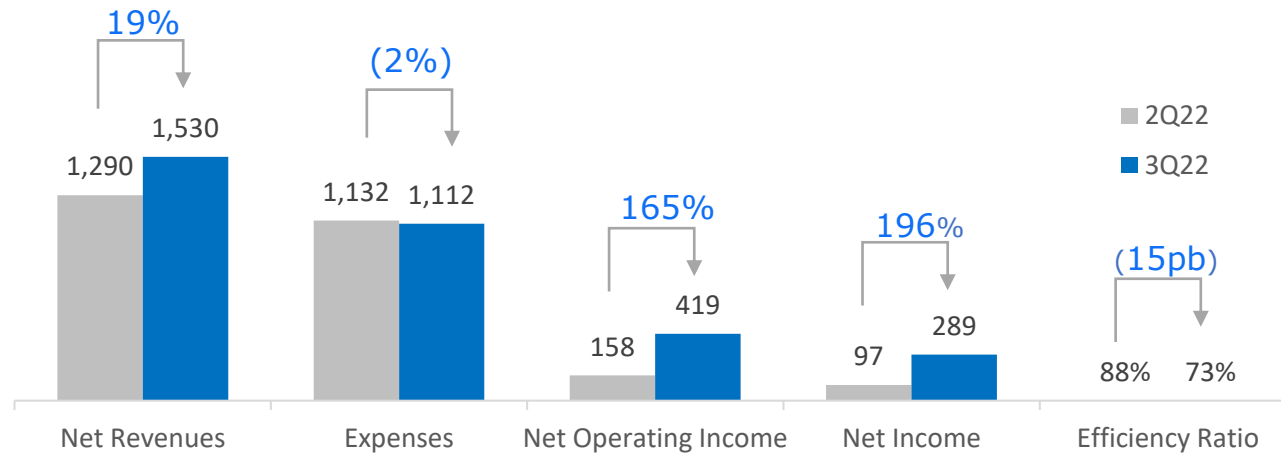
## CREDIT RATINGS

- **Fitch ratified** Actinver's credit rating reflecting the Group's financial stability
- All other ratings remained stable



# 3Q22 In Brief

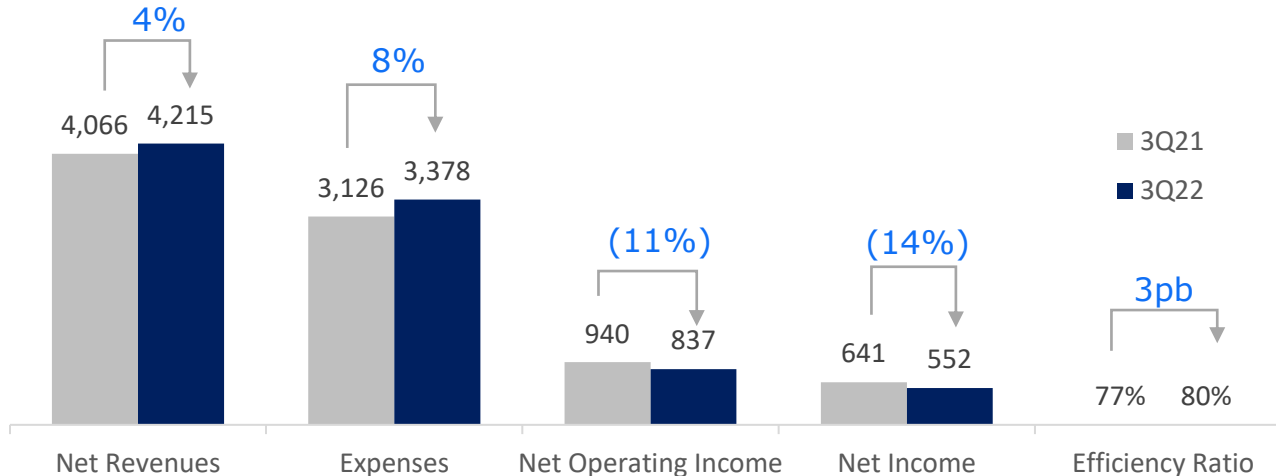
## Quarterly Results



### 3rd QUARTER RESULTS: The best quarter of the year

- Operating Revenues: +19% vs 2Q22 & +9.6% vs 1Q22
- Expenses: (2%) vs 2Q22 & (2%) vs 1Q22
- Operating Income: +165% vs 2Q22 & +60% vs 1Q22
- Net Income: +196% vs. 2Q22 & +74% vs 1Q22

## Year-on-Year Results



### YEAR-ON-YEAR RESULTS: Almost reaching 2021 record Net Income

- Operating revenues: +4% YoY
- Net Income: (14%) YoY

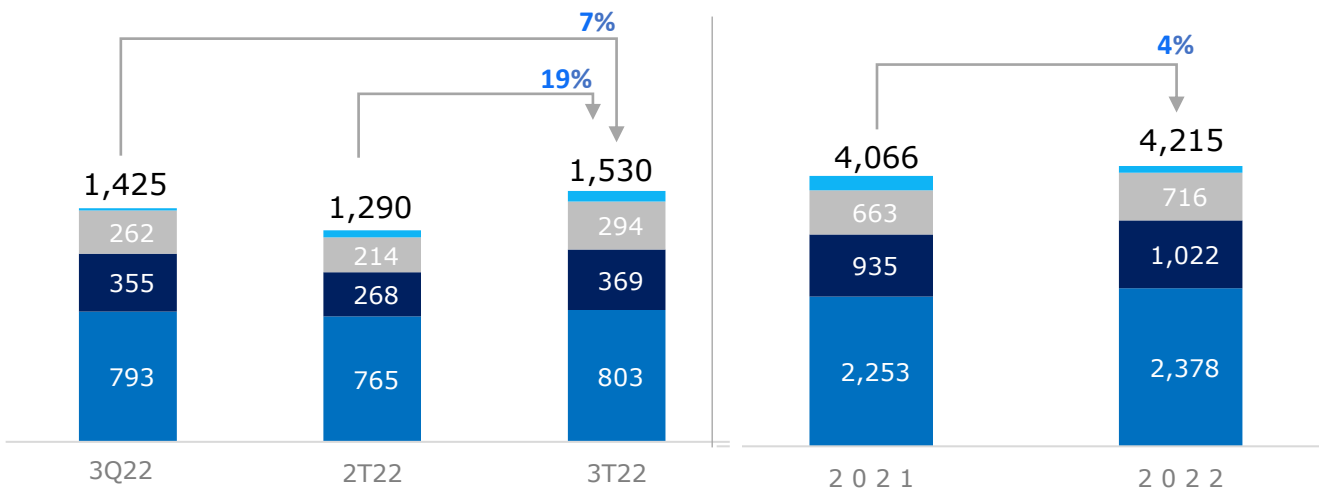
# 3Q22 Net Revenues

	QUARTER	YTD	3Q22		YoY
	3Q22	2022	vs. 2Q22	vs. 3Q21	vs. 2021
Net commissions and fees	803	2,378	5%	1%	6%
Adjusted financial margin	369	1,022	37%	4%	9%
Brokerage activities	294	716	37%	12%	8%
Other operating income, net	65	99	53%	324%	(54%)

## NET REVENUES

1.53 bn	4.21 bn	19%	7%	4%
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## Net Revenues (MX\$ mm)



## HIGHLIGHTS

### Net commissions and fees:

- ▲ 6% YoY
- Improvements in mutual fund management, trust, and investment banking revenues, which offset lower activity in capital markets. 58% of the income generated by Net Fees and Commissions originated from the distribution of Fund revenues.

### Adjusted financial margin<sup>1</sup>:

- ▲ 9% YoY
- Mainly driven by the increase in rates reflecting a strong performance in treasury management, as well as higher interest income on leasing, which offset lower net revenue from loans<sup>2</sup>.

### Brokerage activities income:

- ▲ 8% YoY
- Driven by greater activity in the foreign exchange market, which was offset by lower revenues from trading desks.

### Other operating income:

- ▼ (54%) YoY
- Lower income mainly impacted by a decreased sale of assets in leasing activities and changes in other concepts.

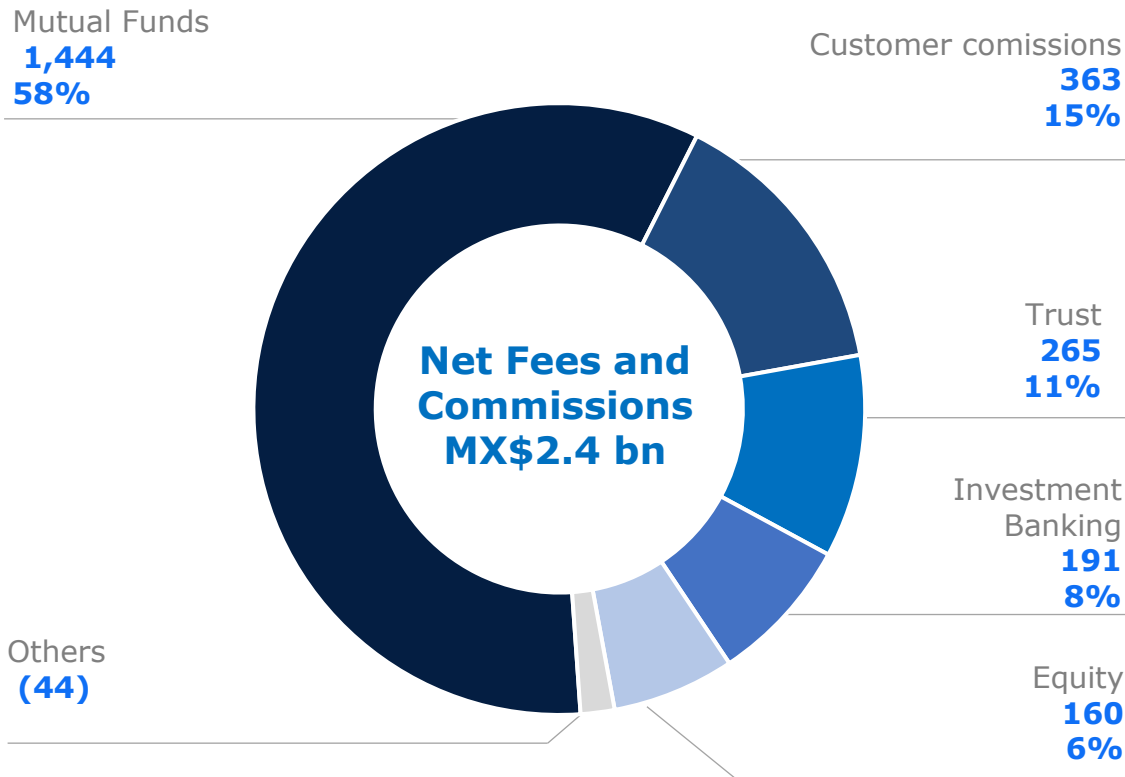
1. After provision for credit losses

2. Due to a higher recognition of credit provisions related to the implementation of IFRS 9

YTD: Year-to-date; YoY Year-on-year

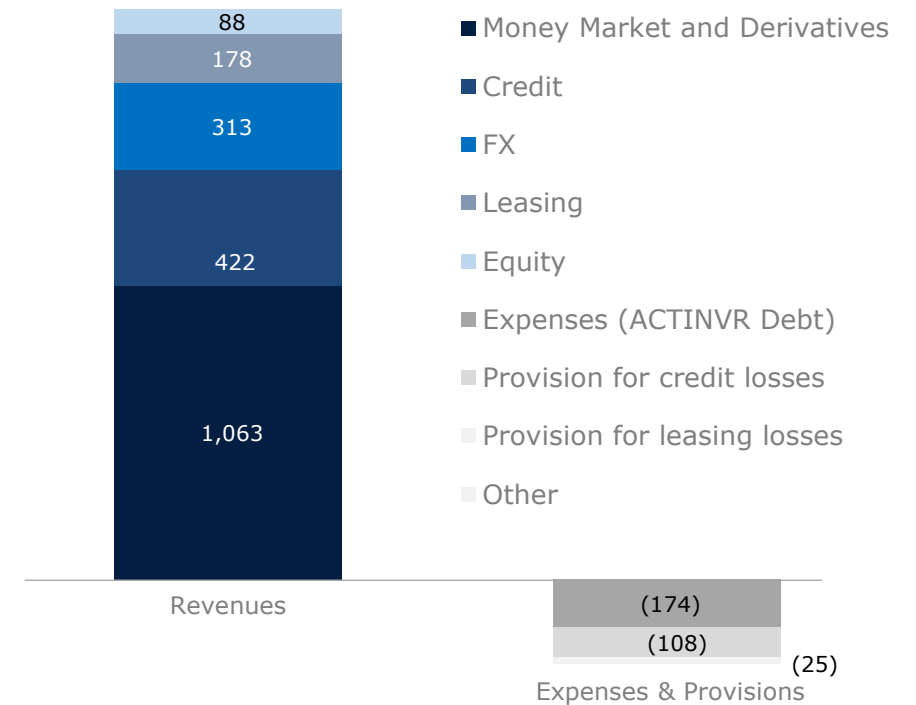
# 3Q22 Diversified Sources of Revenues

## Net Fees and Commissions



## Adjusted Financial Margin & Brokerage Activities<sup>1</sup>

### Adjusted Financial Margin & Brokerage Activities: MX\$1.7 bn



1. Financial Intermediation income

# 3Q22 Net Operating Income

## HIGHLIGHTS

	YTD		QUARTER		YoY
	3Q22	2022	vs. 2Q22	vs. 3Q21	vs. 2021
Net Revenues	1,530	4,215	19%	7%	4%
Operating Expenses	(1,112)	(3,378)	(2%)	3%	8%
<b>NET OPERATING INCOME</b>	<b>419</b>	<b>837</b>	<b>165%</b>	<b>21%</b>	<b>(11%)</b>
<b>NET INCOME</b>	<b>288</b>	<b>552</b>	<b>196%</b>	<b>22%</b>	<b>(14%)</b>

### Operating Expenses:

- ▲ MX\$252 mm, 8% vs. 2021
- This increase can be attributed to employee compensation and investments in strategic projects.
- The efficiency ratio 80%

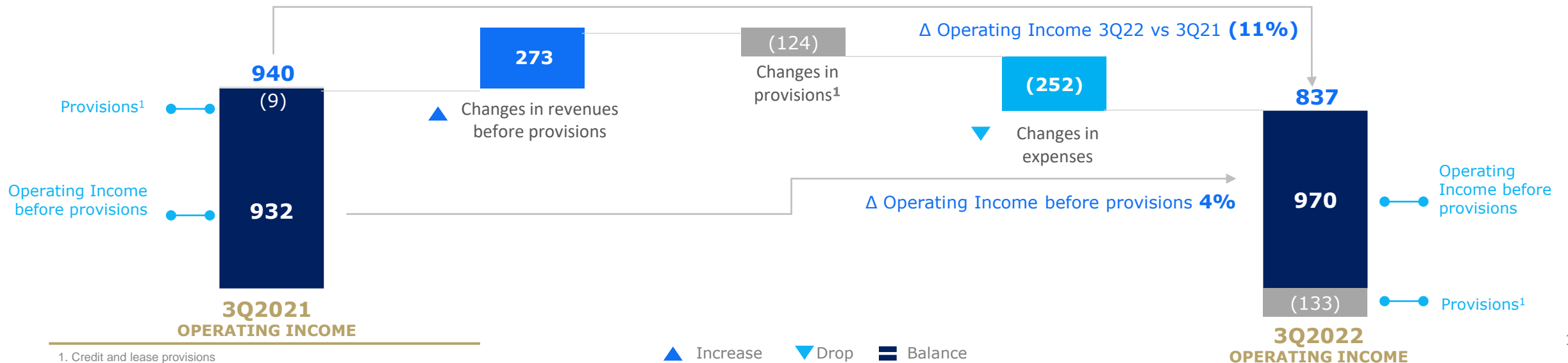
### Net Income 3Q22:

- ▲ 22% YoY

### Net Income first nine months 2022:

- ▼ (14%) YoY

## Net Operating Income 3Q22 vs. 3Q21 (MX\$ mm)



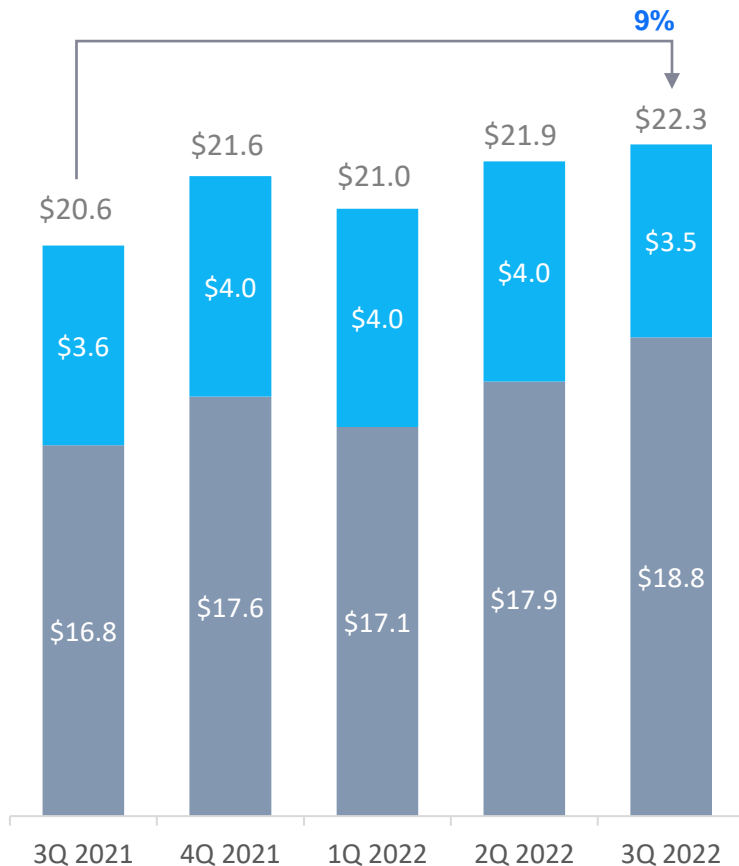
# Healthy Growth in Loan Portfolio (Banco Actinver)

## Loan Portfolio (\$MX mm)

Weighted Average Maturity: 2.8 years

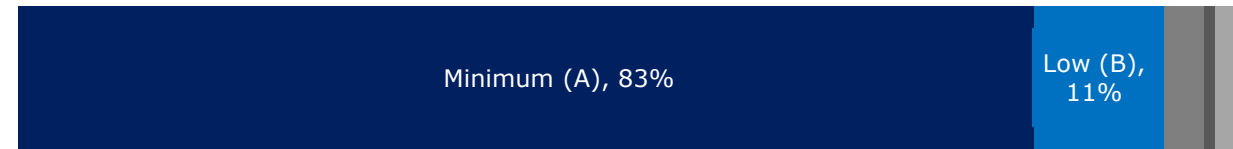
- Commercial: 34.7 months
- Consumer: 33.9 months

**CAGR: '16-'21: 14%**  
**vs. benchmark: 4%**

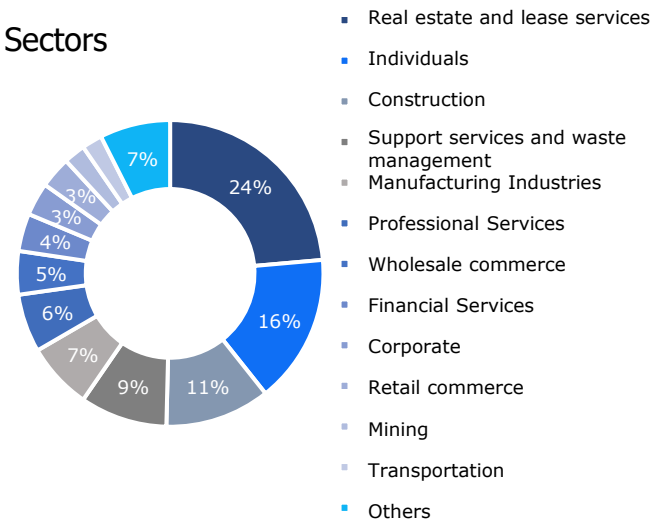


## Loan Portfolio Risk Rating

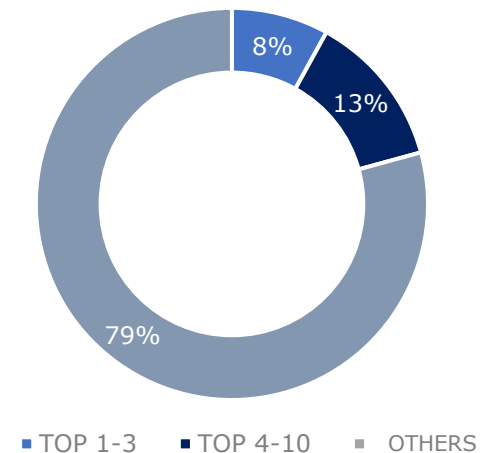
**Low / Minimum Risk 94%**



## Sectors

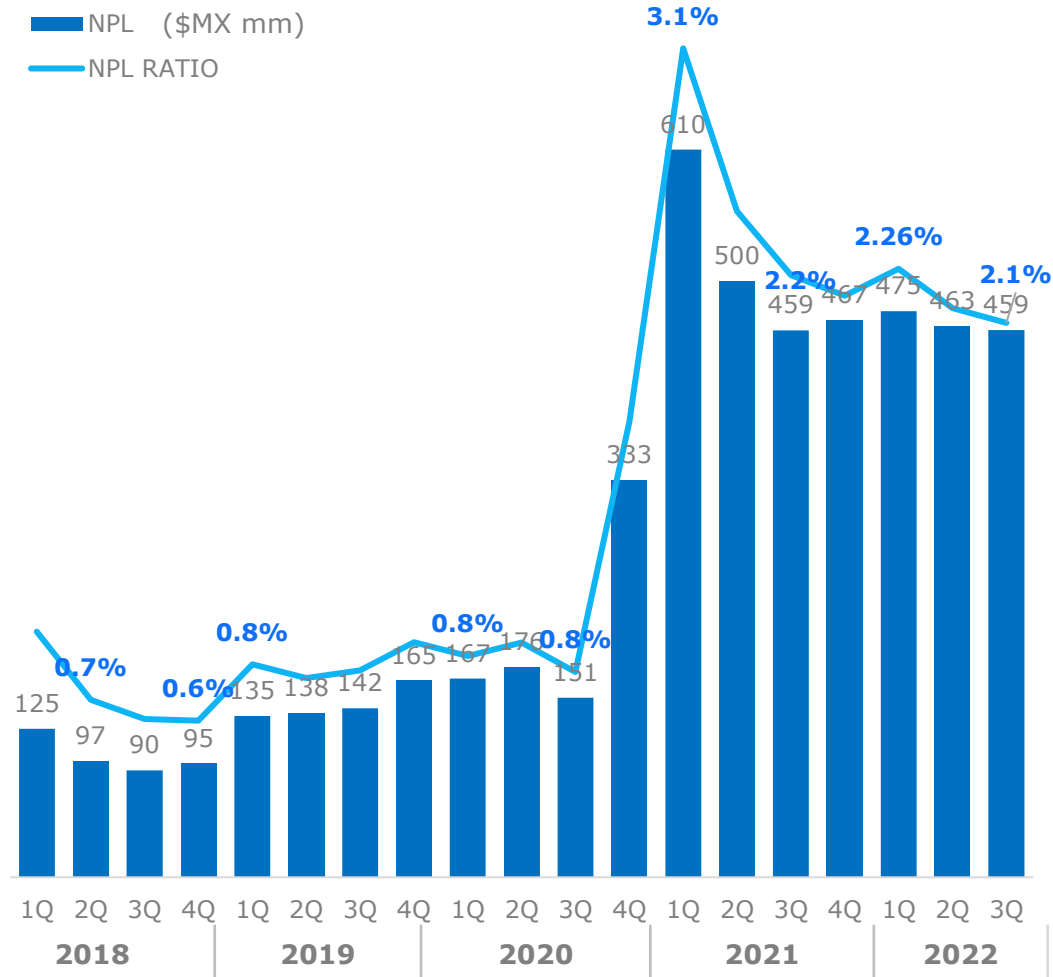


## Distribution

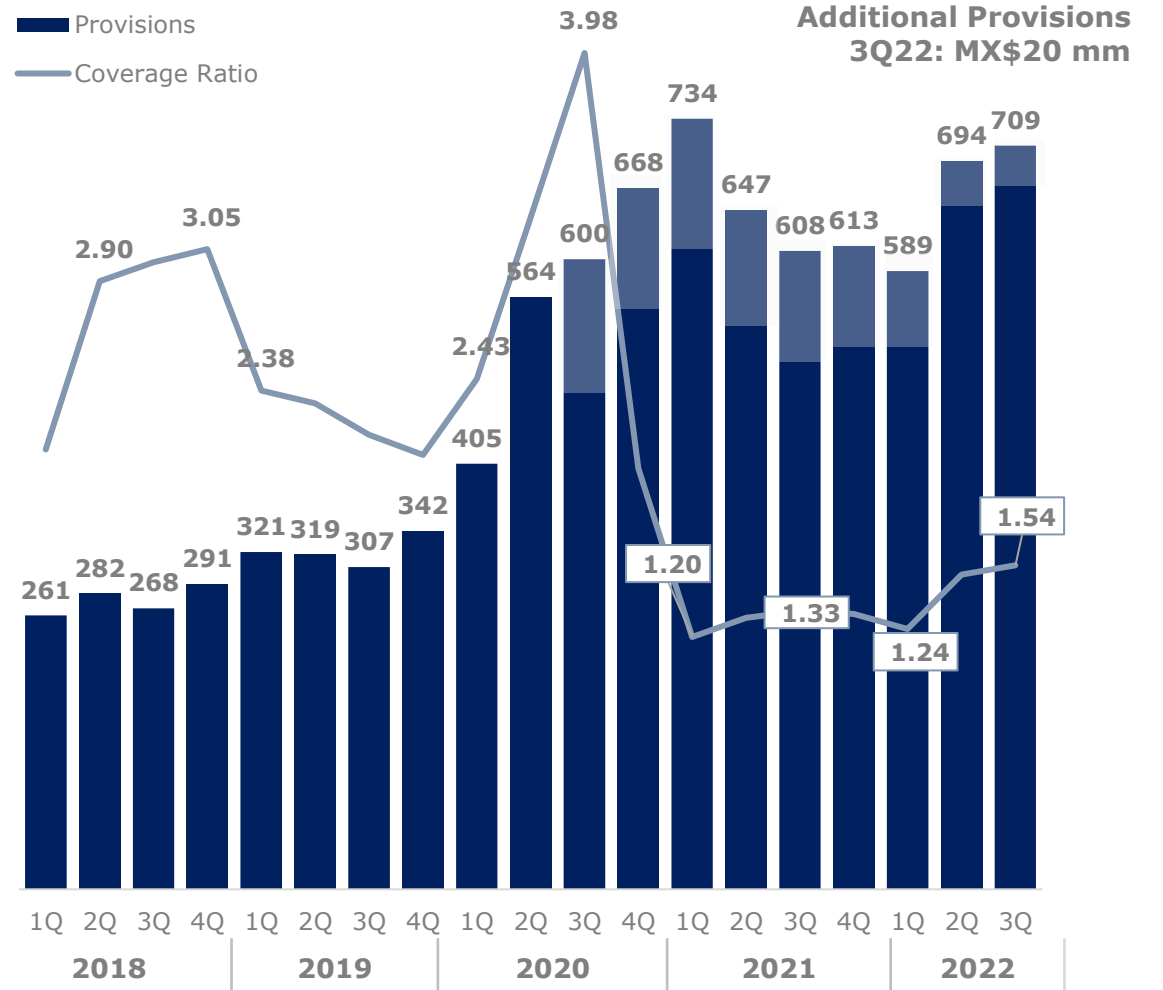


# Non-Performing Loans and Provisions

## Non-Performing Loans

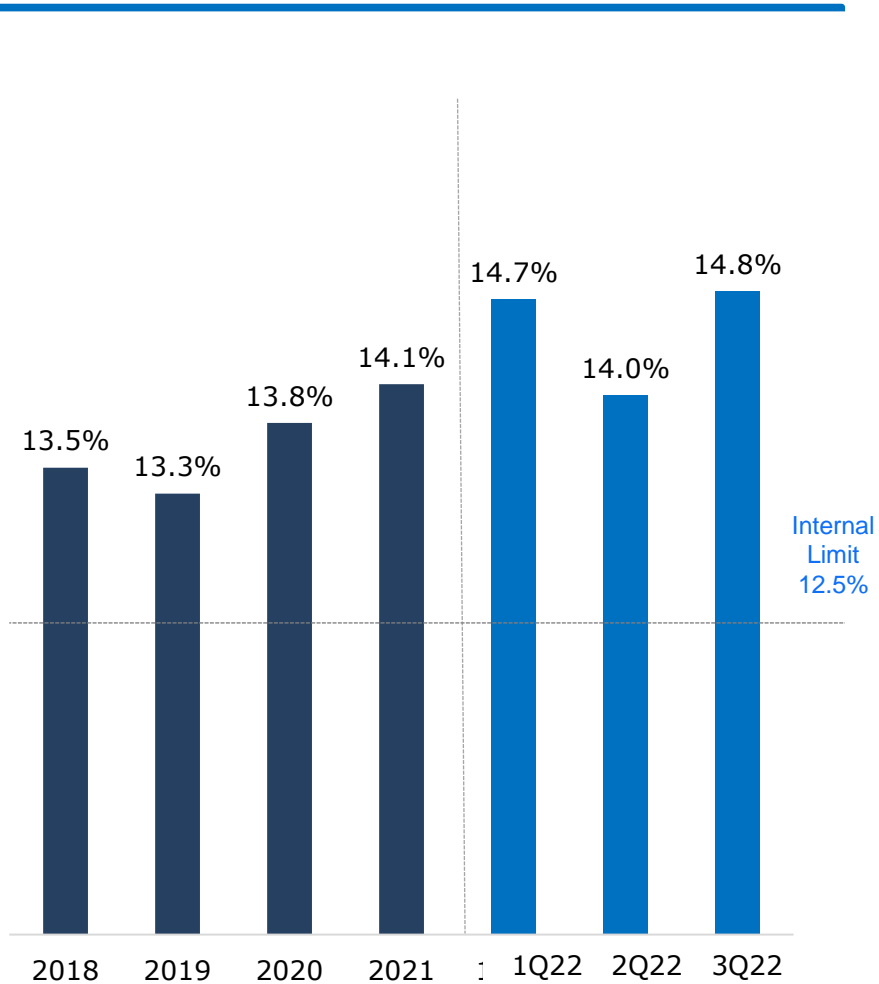


## Provision for Credit Losses



# Improved Ratings and Credit Spreads

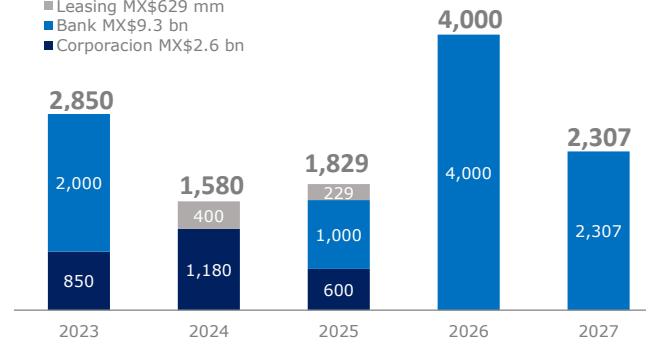
## Capitalization Ratio (Banco Actinver)



## Long-Term Issuance Maturity Profile

Total: MX\$ 12.6 bn

■ Leasing MX\$629 mm  
■ Bank MX\$9.3 bn  
■ Corporacion MX\$2.6 bn



Issuance	Maturity	Term	Amount (million \$)	Spread
ACTINVR 22	01/06/2023	1	350	0.50
BACTIN 20	31/10/2023	3	2,000	0.95
ACTINVR 18	30/11/2023	5	500	1.45
ACTINVR 19	17/04/2024	5	380	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>12,566</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	HR 1
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### Outlook

Estable	Estable	Estable
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# Financial Summary

## Consolidated Income Statement 3Q2022 (MX\$ mm)

FINANCIAL RESULTS \$ million pesos	3Q22	2Q22	3Q21	3Q22 vs. 2Q22		3Q22 vs. 3Q21		YoY 2022	YoY 2021	YoY	
				\$	%	\$	%			\$	%
Interest Income	2,086	1,735	1,390	351	20%	696	50%	5,365	3,932	1,433	36%
Interest Expense	(1,688)	(1,349)	(1,043)	(340)	25%	(646)	62%	(4,211)	(2,988)	(1,223)	41%
Financial Margin	398	386	347	11	3%	51	15%	1,154	944	210	22%
Provision for Credit Losses	(29)	(118)	8	89	(76%)	(37)		(133)	(9)	(124)	
Adjusted Financial Margin	369	268	355	101	37%	14	4%	1,022	935	86	9%
Net Commissions and Fee Income	803	765	793	38	5%	10	1%	2,378	2,253	126	6%
Financial Intermediation Income	294	214	262	80	37%	31	12%	716	663	53	8%
Other Operating Income, Net	65	43	15	23	53%	50	324%	99	215	(116)	(54%)
Operating Expenses	(1,112)	(1,132)	(1,078)	20	(2%)	(34)	3%	(3,378)	(3,126)	(252)	8%
<b>NET OPERATING INCOME*</b>	<b>419</b>	<b>158</b>	<b>347</b>	<b>261</b>	<b>165%</b>	<b>72</b>	<b>21%</b>	<b>837</b>	<b>940</b>	<b>(103)</b>	<b>(11%)</b>
Operating Margin	<b>27%</b>	<b>12%</b>	<b>24%</b>		<b>15.1 pp</b>		<b>3.0 pp</b>	<b>20%</b>	<b>23%</b>		<b>(3.3 pp)</b>
<b>NET INCOME</b>	<b>288</b>	<b>97</b>	<b>237</b>	<b>191</b>	<b>196%</b>	<b>51</b>	<b>22%</b>	<b>552</b>	<b>641</b>	<b>(89)</b>	<b>(14%)</b>
Net Margin	<b>19%</b>	<b>8%</b>	<b>17%</b>		<b>11.3 pp</b>		<b>2.2 pp</b>	<b>13%</b>	<b>16%</b>		<b>(2.7 pp)</b>
<b>TOTAL REVENUES**</b>	<b>3,325</b>	<b>2,849</b>	<b>2,553</b>	<b>475</b>	<b>17%</b>	<b>772</b>	<b>30%</b>	<b>8,830</b>	<b>7,332</b>	<b>1,498</b>	<b>20%</b>
Net Revenues Before Provision For Credit Losses	1,559	1,408	1,417	152	11%	142	10%	4,348	4,074	273	7%
Provision for Credit Losses	(29)	(118)	8	89	(76%)	(37)		(133)	(9)	(124)	
<b>NET REVENUES</b>	<b>1,530</b>	<b>1,290</b>	<b>1,425</b>	<b>241</b>	<b>19%</b>	<b>105</b>	<b>7%</b>	<b>4,215</b>	<b>4,066</b>	<b>149</b>	<b>4%</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 3Q 2022 (MX\$ mm)

ASSETS	3Q22	2Q22	3Q21	vs. 2Q22	vs. 3Q21
Cash & cash equivalents	8,628	5,148	6,373	68%	35%
Investment securities	50,612	47,985	65,600	5%	(23%)
Loan portfolio, net	27,527	26,504	25,326	4%	9%
Other accounts receivable, net	8,118	2,909	13,482	179%	(40%)
<b>Total Assets</b>	<b>103,174</b>	<b>90,708</b>	<b>115,882</b>	<b>14%</b>	<b>(11%)</b>

LIABILITIES	3Q22	2Q22	3Q21	vs. 2Q22	vs. 3Q21
Deposit funding	45,928	47,508	31,391	(3%)	46%
Creditors on repurchase/resell agreements	29,108	20,769	59,059	40%	(51%)
Other accounts payable	9,849	3,721	11,026	165%	(11%)
<b>Total Liabilities</b>	<b>95,649</b>	<b>83,618</b>	<b>109,068</b>	<b>14%</b>	<b>(12%)</b>

STOCKHOLDERS' EQUITY	3Q22	2Q22	3Q21	vs. 2Q22	vs. 3Q21
Paid-in capital	1,865	1,678	1,678	11%	11%
Earned capital	5,647	5,402	5,117	5%	10%
<b>Total Stockholders' Equity</b>	<b>7,525</b>	<b>7,090</b>	<b>6,814</b>	<b>6%</b>	<b>10%</b>

## FINANCIAL RATIOS

2022

ROA (L12M)	<b>0.8%</b>
ROE (L12M)	<b>10.8%</b>
Operating Margin	<b>20%</b>
Net Margin	<b>13%</b>
EPS (L12M, MX\$)	<b>1.46</b>
Capitalization Ratio*	<b>14.77%</b>
NPL Ratio**	<b>2.06%</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

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