



## **Corporate Presentation**

### **4Q 2020**

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

# Actinver at a Glance

# Actinver

**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.



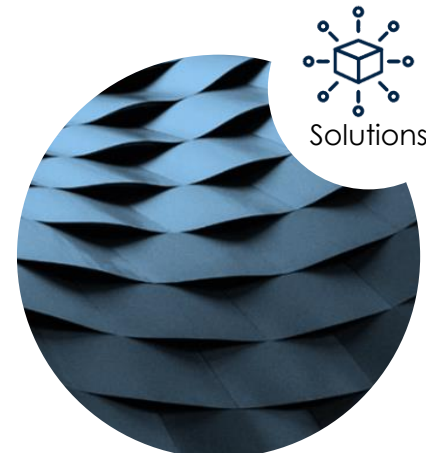
Individuals

## Private Bank



Companies

## Corporate and Investment Banking



Solutions

## Products

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



**59** Financial Centers



**500+** Financial Advisors  
and Corporate Bankers



**1,900+** Collaborators

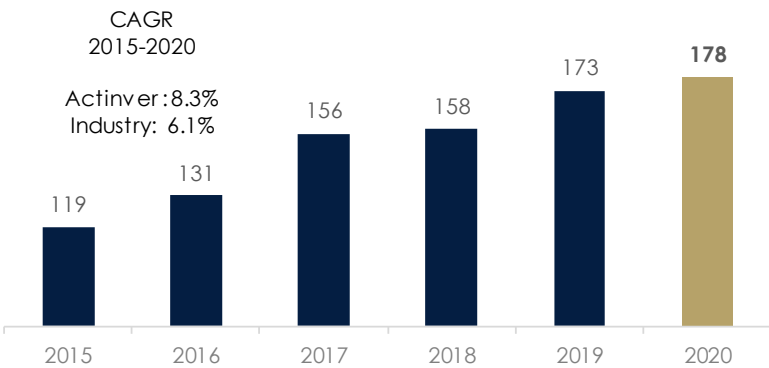


# Actinver at a Glance: Highlights

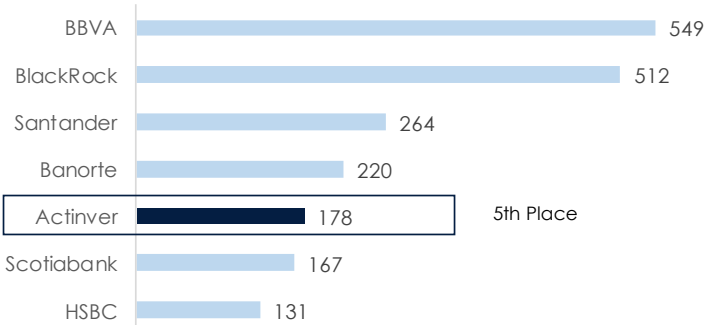


## Mutual Fund Manager

Mutual Funds Assets Under Management (billion, MXN)

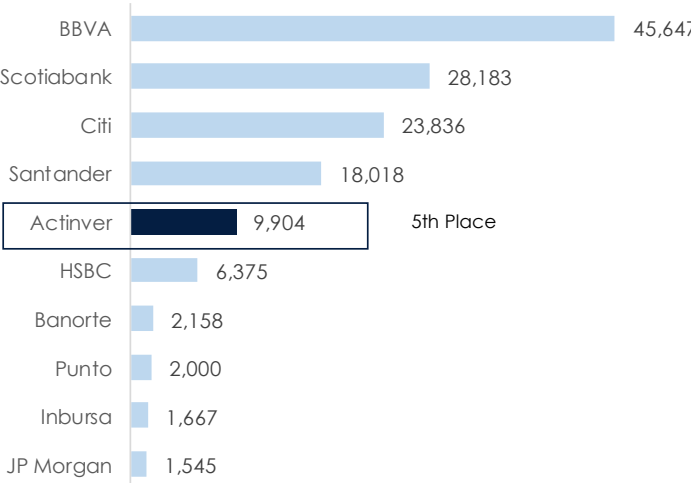


4Q 2020 Ranking (billion, MXN)



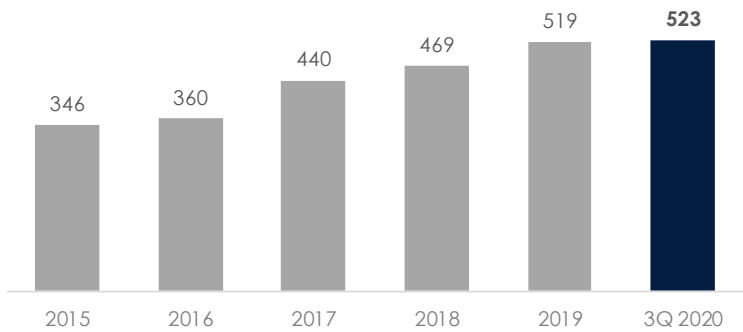
## Investment Banking (DCM)

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

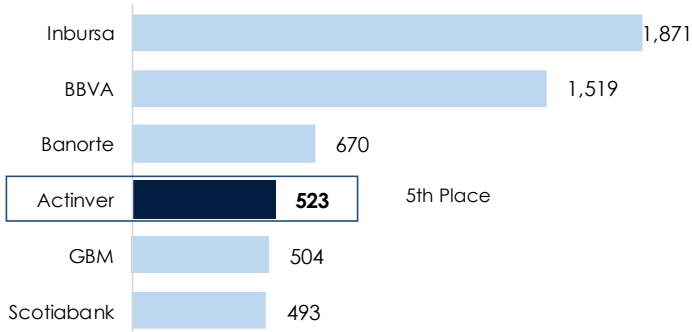


## Brokerage House (CB Actinver)

Total Assets Under Custody (billion, MXN)



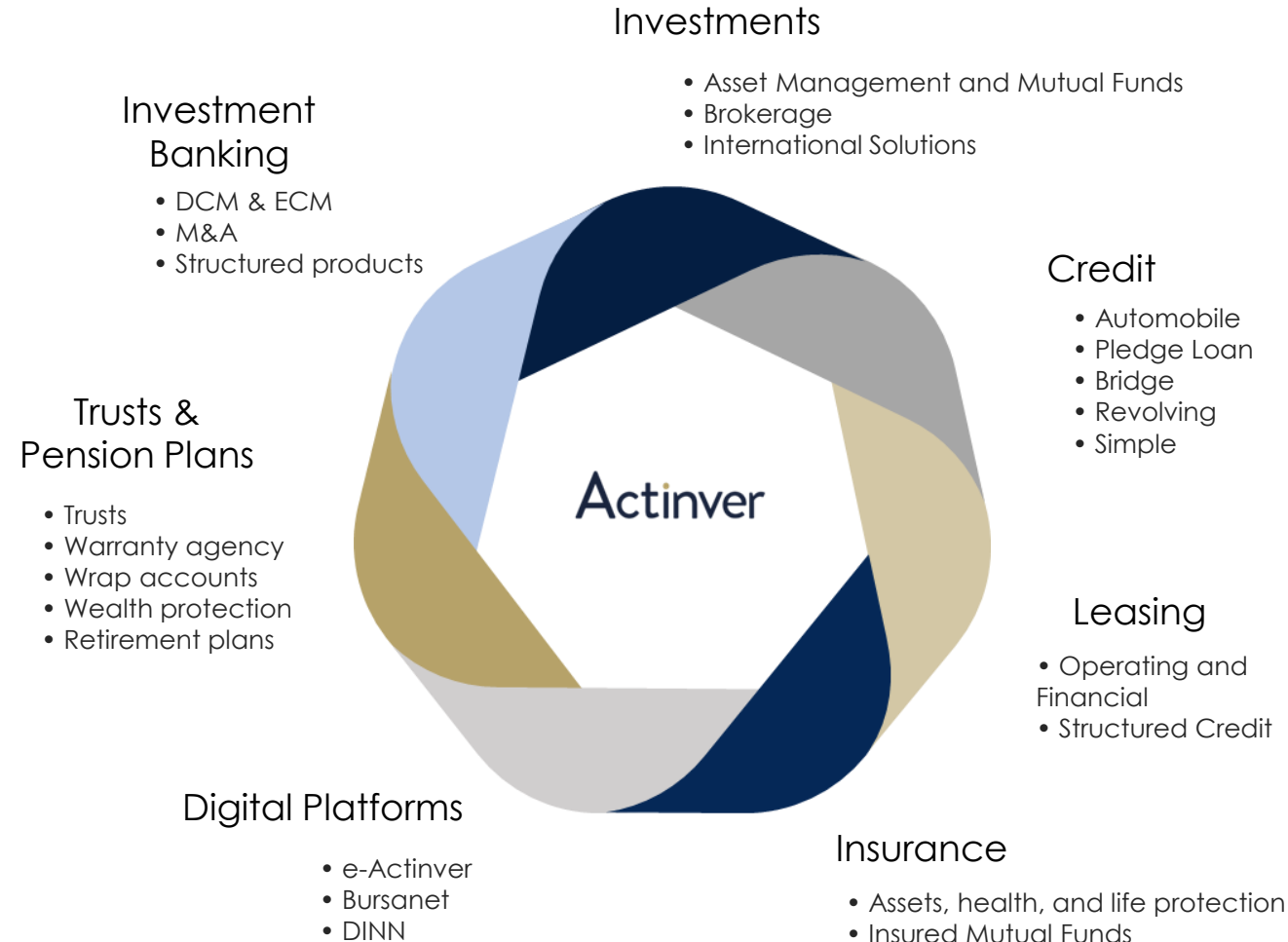
3Q 2020 Ranking (billion, MXN)



# At a Glance: 360° Advisory

# Actinver

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.

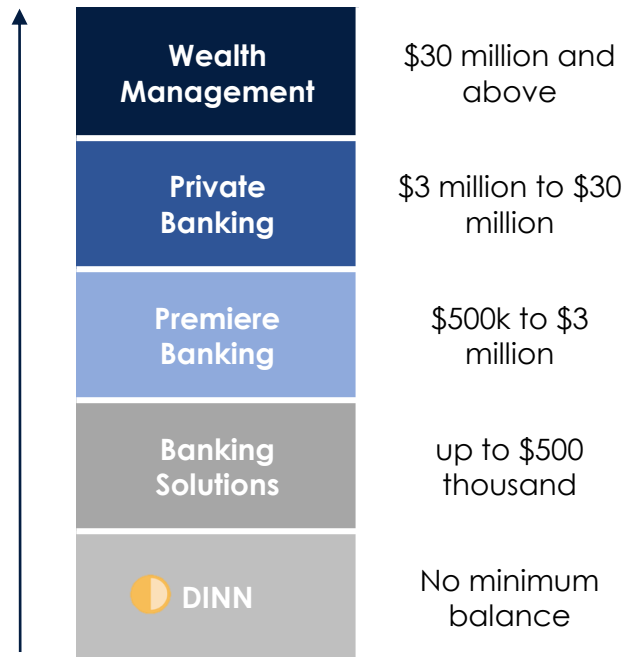




## Private Banking

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

### Advisory Segments



### Investment Products

- Brokerage
- Asset Management and Mutual Funds
- Alternative Investments
- Actinver Securities
- 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 and Investment Banking

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

### Segment Strategy



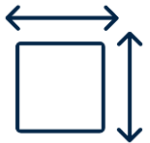
Region

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

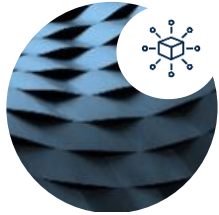
### Client Interaction



Transactional Advisors



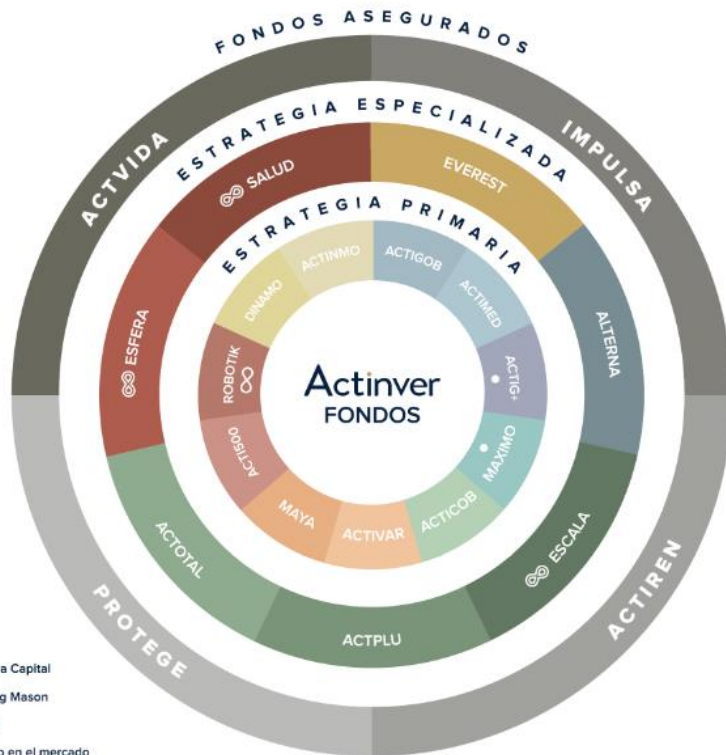
Corporate Bankers



## Products

Asset Management

### Wide Variety of Funds



### Alliances and New Releases

GLOBAL X

LEGG MASON  
GLOBAL ASSET MANAGEMENT

AXA INVESTMENT  
MANAGERS

FIERACAPITAL

### Alpha Solutions



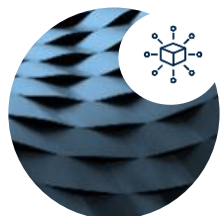
Investment target MXN \$5M and above  
(5 Strategies in pesos + 1 International solution)

### 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



Above market portfolio growth.  
**CAGR 22%** (2014-2018)

### 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

Actinver



MAPFRE

#### Individuals



Life Risk



Health



Retirement

#### New Risk Coverage for Businesses



Cybersecurity



Climate Change



Exchange Rate

### Trust Services

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

#### Products

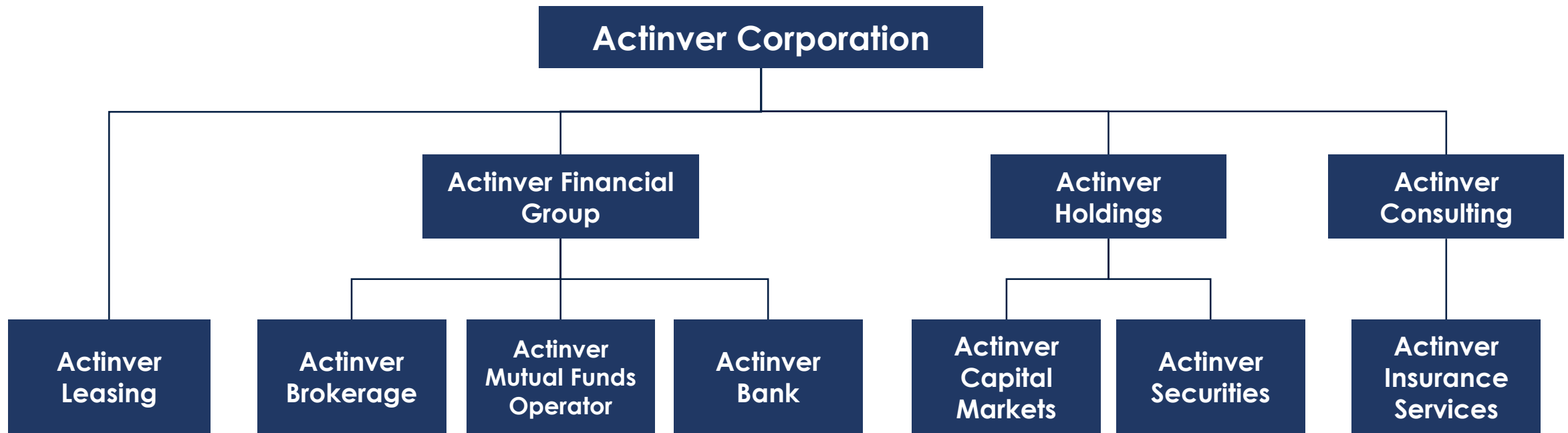
- Trust Funds
- Conditional Deposits



Presence in six offices with 70 collaborators



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





## OECD Principles of Corporate Governance

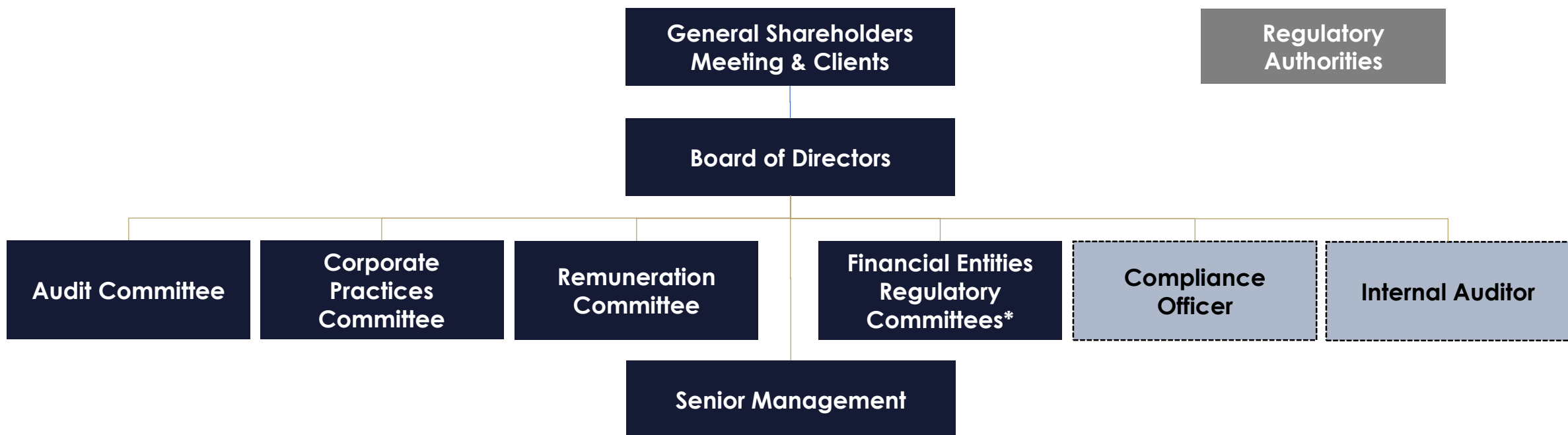


## Corporate Governance Principles for Banks

### TRANSPARENCY

### ACCOUNTABILITY

### INTEGRITY



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

## Staff



90% of colaboradores 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.

## 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.

## Relevant Figures for 4Q 2020

(mp)

- ➔ **Net Income** reached 146 million pesos (mp), decrease of 33% compared to that reported in the same quarter of 2019. For 2020, net income was 633 mp.
- ➔ **Operative Income** obtained in the period reached 1,174 mp, an decrease of 10% compared to the amount observed in 4Q 2019.
- ➔ **Mutual Funds** remain in 5th place in the market with 178 billion pesos in AUM.
- ➔ The **Credit and Leasing Portfolio** reached 25,085 mp (+2% vs. 4Q 2019). The Past Due Ratio is 1.69%, one of the lowest in the industry

## Leading Indicators

Net Income

146  
mp

Operating  
Income

1,309  
mp

Past Due Ratio

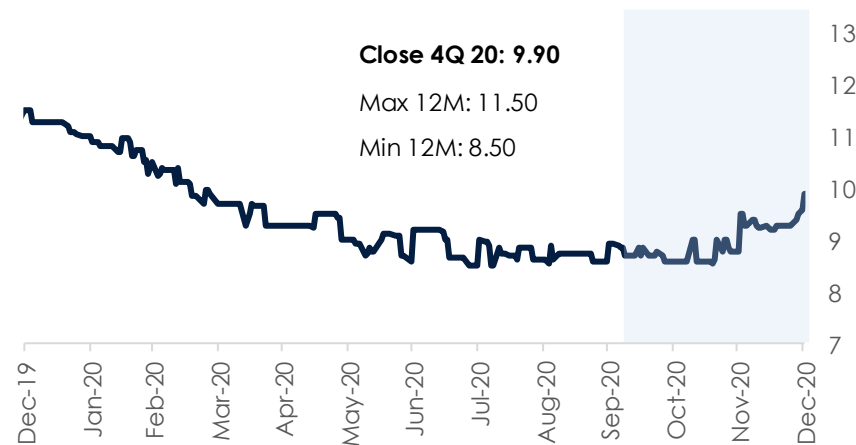
1.69%

ROE

9.3%

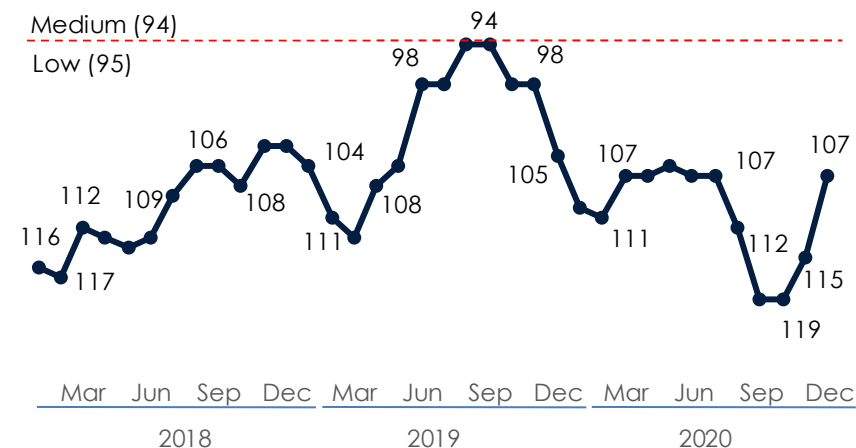
## Price ACTINVR B

(Last 12 Months, MXN)



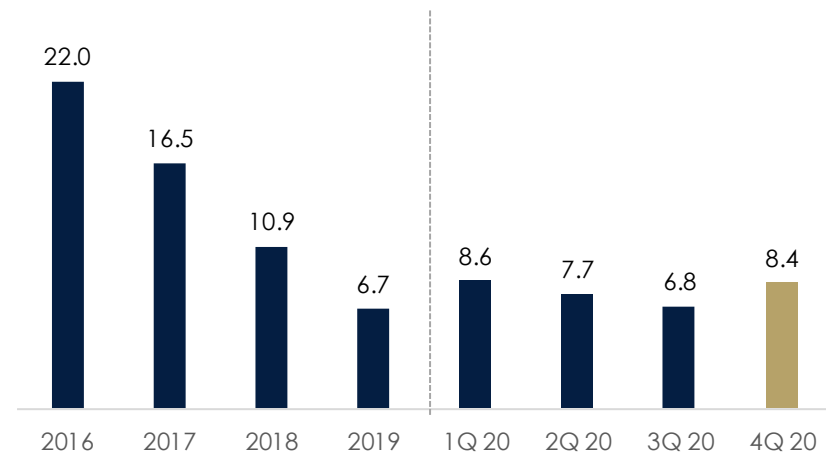
## Market Liquidity Ranking

(out of 180 companies)



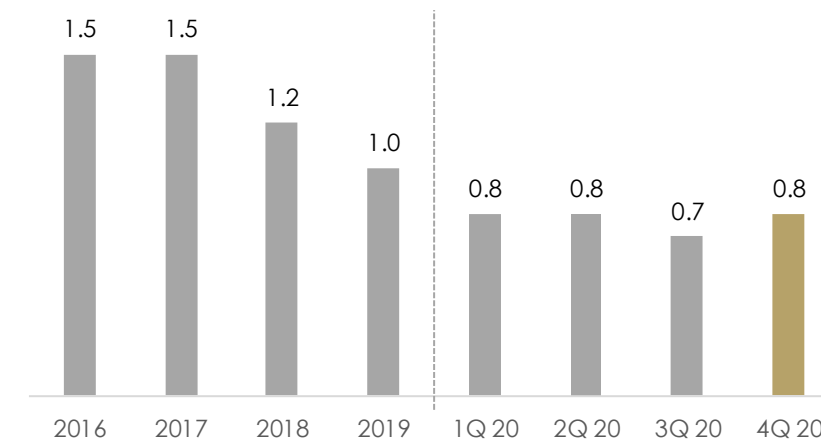
## P/E Multiple

(times)

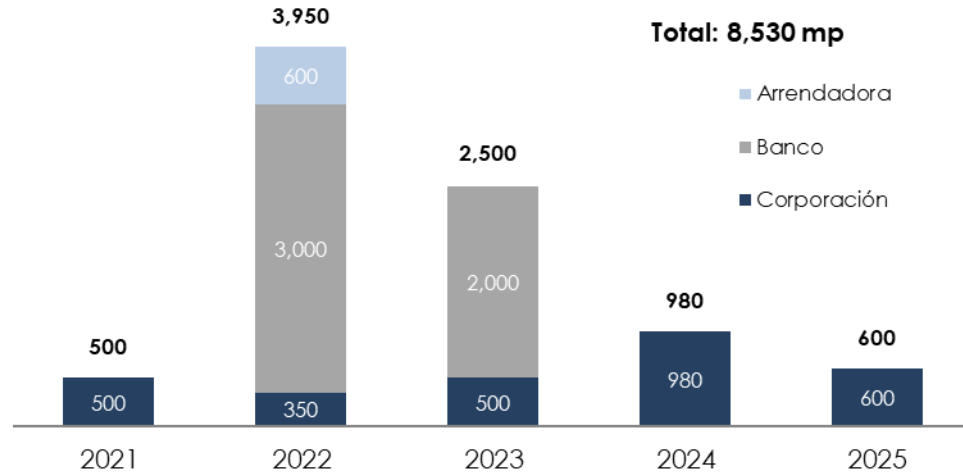


## P/BV Multiple

(times)



## Long Term Issuance Maturity Profile (mp)



Issue	Maturity	DxV	Amount (mp)	Spread	Rating (Fitch   HR   Verum)
91_ACTINVR_20	30/04/2021	120	500	0.90	AA-   A+   AA-
91_ARREACT_19	24/02/2022	420	600	1.40	AA-   A+   AA-
91_ACTINVR_17-2	05/05/2022	490	350	1.80	AA-   A+   AA-
94_BACTIN_19	27/05/2022	512	2,000	0.55	AA   AA-   AA
94_BACTIN_19-2	15/09/2022	623	1,000	0.50	AA   AA-   AA
94_BACTIN_20	31/10/2023	1,034	2,000	0.95	AA   AA-   AA
91_ACTINVR_18	30/11/2023	1,064	500	1.45	AA-   A+   AA-
91_ACTINVR_19	17/04/2024	1,203	380	1.27	AA-   A+   AA-
91_ACTINVR_19-2	15/08/2024	1,323	600	1.20	AA-   A+   AA-
91_ACTINVR_20-2	18/08/2025	1,691	600	1.80	AA-   A+   AA-
<b>TOTAL</b>			<b>8,530</b>	<b>0.99</b>	

## Credit Ratings

### FitchRatings

	Short Term	Long Term	Cebur	Outlook
Corporación Actinver	F1+(mex)	AA-(mex)	AA-(mex)	Negative
Banco Actinver	F1+(mex)	AA(mex)	AA(mex)	Negative
Actinver Casa de Bolsa	F1+(mex)	AA(mex)	N/A	Negative
Arrendadora Actinver	F1+(mex)	AA-(mex)	F1+(mex)   AA-(mex)	Negative

Last change: In June 2020, Negative Perspective.



	Short Term	Long Term	Cebur	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.



	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	N/A	Stable
Arrendadora Actinver	1+/M	AA-/M	1+/M   AA-/M	Stable

Coverage began in February 2019.

## Income Statement

(4Q 2020, mp)

Concept (millions of pesos)	4Q 20	4Q 19	Change %	Accum 2020	Accum 2019	Change %
Interest Income	1,327	2,277	(42%)	6,413	8,727	(27%)
Interest Expense	(1,024)	(1,900)	(46%)	(5,108)	(7,290)	(30%)
<b>ADJUSTED FINANCIAL MARGIN FOR CR*</b>	<b>220</b>	<b>332</b>	<b>(34%)</b>	<b>900</b>	<b>1,288</b>	<b>(30%)</b>
Net Comissions and Fees	796	793	0%	3,230	3,066	5%
Brokerage Revenue	151	224	(33%)	972	721	35%
Other Operating Income	7	(49)	N/A	12	398	(97%)
Administrative and Promotional Expense	(969)	(997)	(3%)	(4,210)	(4,120)	2%
<b>RESULT FROM OPERATIONS</b>	<b>205</b>	<b>303</b>	<b>(32%)</b>	<b>905</b>	<b>1,354</b>	<b>(33%)</b>
<b>OPERATING MARGIN</b>	<b>17.4%</b>	<b>23.3%</b>	<b>(586) bps</b>	<b>17.7%</b>	<b>24.7%</b>	<b>(703) bps</b>
<b>CONTROLLING INTEREST NET PROFIT</b>	<b>146</b>	<b>218</b>	<b>(33%)</b>	<b>633</b>	<b>954</b>	<b>-34%</b>
<b>NET MARGIN</b>	<b>12.4%</b>	<b>16.7%</b>	<b>(432) bps</b>	<b>12.4%</b>	<b>17.4%</b>	<b>(504) bps</b>
<b>TOTAL INCOME**</b>	<b>2,359</b>	<b>3,314</b>	<b>(29%)</b>	<b>10,923</b>	<b>13,162</b>	<b>(17%)</b>
<b>OPERATING INCOME***</b>	<b>1,174</b>	<b>1,300</b>	<b>(10%)</b>	<b>5,115</b>	<b>5,473</b>	<b>(7%)</b>

\*Financial Margin less Reserves for Credit Risk.

\*\* Total Income: Interest income, plus comissions and fees charged, plus brokerage revenue, plus other operating income.

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



## Balance Sheet

(4Q 2020, mp)

<b>Assets</b> (millions of pesos)	<b>4Q 20</b>	<b>4Q 19</b>	<b>Change %</b>
Cash and Cash Equivalents	10,936	4,264	156%
Investments in Securities	52,719	78,406	(33%)
Total Credit Portfolio	24,184	24,001	1%
Other Accounts Reciev able (Net)	2,818	10,113	(72%)
<b>Total Assets*</b>	<b>98,492</b>	<b>122,429</b>	<b>(20%)</b>
<b>Liabilities</b> (millions of pesos)	<b>4Q 20</b>	<b>4Q 19</b>	<b>Change %</b>
Deposit Funding	39,193	36,276	8%
Creditors Under Repurchase/Resell Agreements	33,741	64,237	(47%)
Other Accounts Payable	2,912	5,336	(45%)
<b>Total Liabilities*</b>	<b>91,546</b>	<b>115,928</b>	<b>(21%)</b>
<b>Shareholders' Equity</b> (millions of pesos)	<b>4Q 20</b>	<b>4Q 19</b>	<b>Change %</b>
Paid-In Capital	1,758	1,919	(8%)
Earned Capital	4,911	4,299	14%
<b>Total Shareholders' Equity*</b>	<b>6,949</b>	<b>6,501</b>	<b>7%</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