



UNIFIN FINANCIERA S.A.B. DE C.V. | unifin.com.mx

Investor Relations

+52 (55) 4162-8270

unifin_ri@unifin.com.mx

Webcast invitation click here:

WEBCAST Unifin 1Q21

+1-877-423-9813 (U.S. participants)

+1-201-689-8573 (International participants)

1Q21 Earnings Conference Call

Date: Friday, April 23rd, 2021

Time: 13:00 p.m. E.T. / 12:00 p.m. Mexico City Time

Presenting for UNIFIN:

Mr. Sergio Camacho – Chief Executive Officer

Mr. Sergio Cancino– Chief Financial Officer

Mr. David Pernas – Director, Corporate Finance & IR



Miembro de



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One year into the pandemic, UNIFIN maintains a strong liquidity position, a higher capitalization and a stable NPL ratio.

Mexico City, April 22nd, 2021 – UNIFIN Financiera, S.A.B. de C.V. (“UNIFIN” or “the Company”) (BMV: UNIFINA), announces its results for the first quarter of 2021 (“1Q21”). The Financial Statements have been prepared based on International Financial Reporting Standards (“IFRS”), in accordance with the accounting criteria of the Mexican National Banking and Securities Commission (“CNBV”) and filed with the Mexican Stock Exchange (“BMV”).

1Q21 Highlights

- The Company successfully issued Senior Notes for US\$400 million with a 9.875% coupon. Subsequently the company concluded an exchange offer for the 2023 and 2025 Senior Notes for US\$127.6 million, bringing the 2029 notes issuance to US\$527.6 million.
- During 1Q21 the Company signed five new credit facilities for a total of Ps. 8,218 million.
- **Cash and cash equivalents** in 1Q21 reached Ps. 4,785 million.
- **Total portfolio** reached Ps. 65,444 million, an increase of 3.3% vs 1Q20, aligned with our originations and risk strategy.
- The **NPL ratio** stood at 4.9% at the end of 1Q21. The **coverage ratio** increased to 86.1% vs 51.9% in 1Q20.
- For 1Q21 the **capitalization ratio** stood at 21.5% vs 19.8% in 1Q20 due to the successful capital increase carried out in 2020.

COVID-19 Support Program Update

Clients	522
Total Deferred Payments	Ps. 1,894 million
Current Outstanding Balance	Ps. 3,250 million

- As of the end of 1Q21, 92.8% of the clients were current on their payments.

Since the beginning of the Covid-19 pandemic, the Company has redefined its commercial approach to adapt to the challenging economic circumstances. To strengthen our risk management approach, UNIFIN implemented strict origination standards and redefined the risk scorecard. Asset quality and the Company’s overall financial health were once again tested and proved resilient.

Message from the CEO

One year into the pandemic, we are optimistic about the macroeconomic outlook. The IMF revised its global GDP growth forecast upwards for 2021 from 5.5% to 6.0%, highlighting growth of 6.4% in the United States, benefitting from the approval of the US\$1 trillion fiscal stimulus package and the successful vaccination campaign.

In Mexico, during 1Q21 the economy benefited from the dynamism of the U.S. economy, and has surpassed China in becoming the U.S.'s main trading partner. The boost in demand for goods and services from the U.S. has translated into higher exports of agricultural products and manufactured goods. On the domestic front, an accommodative monetary policy from the Central Bank and the relaxation of lockdown restrictions have complemented external stimuli, driving the economic recovery.

Our origination strategy based on sectors and regions positions us well going forward. Even as we maintain stringent risk controls, we believe that with this rate of economic recovery we could reach pre-pandemic origination levels before the end of this year. Now that we have started to see a recovery in business confidence, commercial strategies are being tailored for specific sectors to improve our value proposition. New product design, redefinition of terms and conditions, and specialized prospecting strategies are some of the processes we are developing to maintain the Company's position as the sector leader. We have also taken significant steps to be integrated in the rapidly emerging digital economy. At UNIFIN we are targeting financial technology through our digital platform Uniclick and the combination of UNIFIN and Uniclick will allow our Company to significantly increase its client portfolio.

The Company is in a strong financial position to do this. On January 28th, we issued a new offering of Senior Notes and an exchange offer for the 2023 and 2025 Senior Notes. The transaction was oversubscribed by 3.4 times bringing the total new issuance to US\$527.6 million. Additionally, we signed five new credit facilities for a total of Ps. 8,218 million, meaning the Company's cash position at the end of 1Q21 stood at Ps. 4,785 million.

By the end of the 1Q21, our portfolio stood at Ps. 65,444 million, an increase of 3.3% vs. 1Q20, reflecting the Company's conservative position during uncertain times and the decision to prioritize a high-quality asset portfolio, controlling the NPL ratio at 4.9%, and a strong liquidity position.

Regarding results of the quarter, interest income was below expected levels due to various factors that will be normalized with our regular business operating cycle: i) the non-accrual of interest income from those originations made at the end of the quarter, which represented approximately 50% of total originations, ii) the non-accrual of interest income of the deferred payments corresponding to our clients in the Covid 19 Support Program and iii) lower origination volumes in previous quarters have impacted new revenues, as the first installments are mainly composed of interest income rather than capital amortization.

The financial margin for the 1Q21 was affected by the previously explained decrease in interest income and a negative carry in interest cost due to the Company's proactive approach to the international bond market last January. Subsequently, the net interest margin reflects a similar dynamic.

We are confident that with the economic recovery and the return to our previous levels of operation, combined with our digital and artificial intelligence initiatives, our business will not only recover, but will be strengthened with profitability levels higher than those prior to the pandemic.

Sergio Camacho

Financial Summary

Key Financial Indicators	1Q20	2Q20	3Q20	4Q20	1Q21
Portfolio Yield	20.3%	19.5%	18.4%	17.8%	17.6%
Portfolio Yield (Excl. Covid-19 Deferred Payments)	20.3%	19.6%	18.6%	18.1%	18.0%
Net Interest Margin	7.3%	7.2%	6.9%	6.4%	6.0%
Net Interest Margin (Excl. Covid-19 Deferred Payments)	7.3%	7.2%	7.0%	6.6%	6.2%
OpEx	12.7%	13.3%	14.2%	13.3%	13.1%
Efficiency Ratio	38.0%	40.4%	48.2%	47.3%	48.8%
ROAA	2.4%	2.0%	1.9%	1.5%	1.5%
ROAE	17.7%	15.4%	13.7%	11.0%	9.9%
ROAE (excl. Perpetual Bond)	30.7%	26.1%	22.4%	17.5%	15.5%

Portfolio Yield stood at 17.6%. When analyzed on a quarter-on-quarter basis, the yield is offset by various factors that will be normalized with our regular business operating cycle: i) the delay in interest income recognition as a consequence of originations placed at the end of the quarter, which represented approximately 50% of the total volume, ii) the non-accrual of interest income of the deferred payments corresponding to our clients in the Covid 19 Support Program and iii) lower origination volume in previous quarters has impacted new revenues, as the first installments are mainly composed of interest income rather than capital amortization.

At the close of 1Q21, **NIM** stood at 6.0%, a contraction of 40 bps vs the previous quarter explained by a lower financial margin due to the previously mentioned impact on portfolio yields and the negative carry from interest costs as the Company proactively tapped the international markets in January.

OpEx improved by 20 bps to 13.1% vs 13.3% in 4Q20, due to our strict cost control which reflects the operating efficiency the Company achieved during the quarter.

ROAA stood at 1.5%, in line with the previous quarter and mainly impacted by the decrease in net income due to the previously mentioned circumstances and the greater creation of loan loss reserves given current economic conditions.

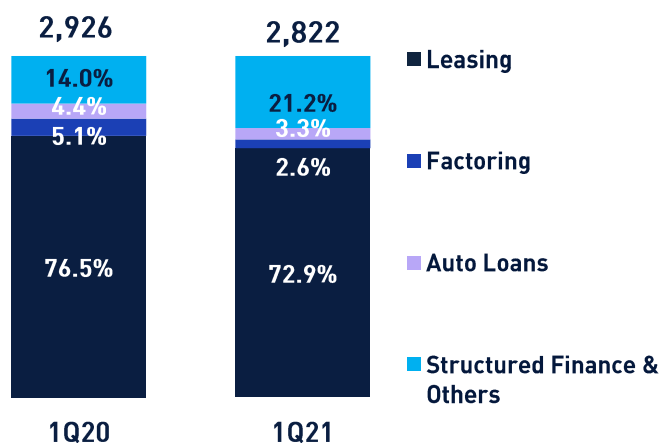
Income Statement

In 1Q21 **interest income** decreased by 3.6% compared to 1Q20, to Ps. 2,822 million, explained by i) the non-accrual of interest income from those originations made at the end of the quarter, which represented approximately 50% of total originations, ii) the deferred payments related to our Covid-19 Support Program that are not accruing interest income and iii) lower origination volume in previous quarters has impacted new revenues, as the first installments are mainly composed of interest income rather than capital amortization.

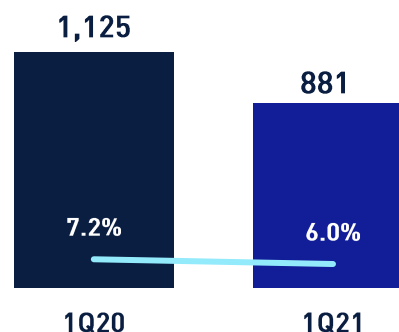
Product	1Q21	1Q20	4Q20	Var. 1Q20	Var. 4Q20
Figures in Ps. million					
Leasing	2,059	2,240	2,113	(8.1%)	(2.6%)
Factoring	73	149	62	(50.8%)	18.1%
Auto Loans	94	128	90	(27.2%)	4.0%
Structured Finance and Credits	597	408	494	46.1%	20.7%
Total interest income	2,822	2,926	2,759	(3.6%)	2.3%

Figures in Ps. million

Income Distribution



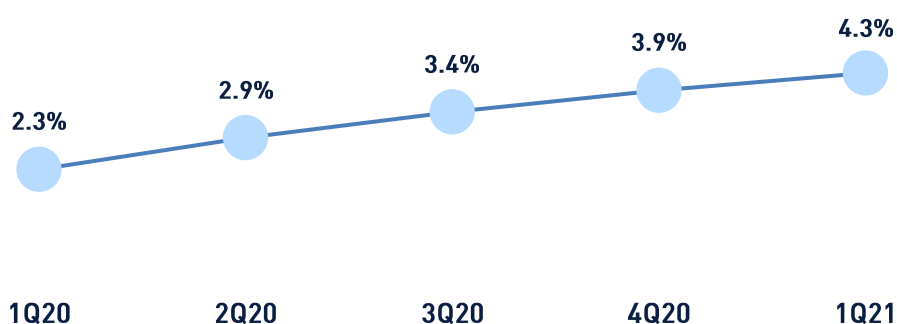
Financial Margin and NIM



The **interest cost** in 1Q21 reached Ps. 1,921 million, a 6.6% increase vs 1Q20 mainly driven by changes in the Company's debt composition, mostly related to maturity extensions and the hedging cost of US denominated debt. Additionally, at the end of January, UNIFIN issued Senior Notes for a total amount of US\$527.6 million, that generated negative carry from the excess cash in held in the treasury.

The **financial margin** for 1Q21 ended at Ps. 881 million, a 21.7% decrease compared to 1Q20 mainly driven by the decline of interest income and the negative carry of higher interest costs due to the Company's proactive approach in the international bond market in January.

Cost of risk stood at 4.3% vs 2.3% in 1Q20 as a result of a 74.2% increase in the **loan loss reserve provision**, in accordance with IFRS guidelines, defined by expected loss analysis to adjust to current economic conditions.



The **adjusted financial margin** closed at Ps. 660 million, a 33.9% decrease vs 1Q20, mainly attributed to the decrease in the financial margin and a significant increase in provisions when compared to 1Q20 due to prevailing economic circumstances.

Expenses Figures in Ps. million	1Q21	1Q20	Var. %
Administrative services	210	193	8.8%
Legal and professional fees	41	63	(34.1%)
Other administrative expenses	118	117	0.5%
Administrative Expenses	369	373	(1.1%)
Depreciation of own equipment	55	57	(2.6%)
Loss (profit) on sale of fixed assets	6	(1)	(489.1%)
Other Expenses	61	55	10.1%
Total Expenses	430	428	0.4%

Financing Result Figures in Ps. million	1Q21	1Q20	Var. %
Foreign exchange profit (loss) - net	88	(135)	(165.7%)
Bank commissions and fees	(35)	(2)	1,670.1%
Investment interest	36	80	(54.6%)
Other income (expenses) products	73	1	7,173.2%
Financing Result	162	(56)	(391.3%)

Figures in Ps. million



All the previously mentioned factors resulted in a 25.6% decrease in **net income** for 1Q21, standing at Ps. 307 million vs. Ps. 413 million in 1Q20. The Company continues reporting positive net income despite challenging economic conditions reflecting a successful business model.

The Company's **earnings per share** for the quarter were Ps. 0.63.

Balance Sheet

Financial Assets

Cash and cash equivalents for the period were Ps. 4,785 million. The excess cash held in the treasury reflects the proactive approach the Company took to prefund the 2021 budget, in addition to maintaining a minimum cash reserve required to guarantee liquidity. Over the past year, the average cash balance of the treasury has remained at approximately Ps. 2,000 million.

The **total loan portfolio** reached Ps. 65,444 million in 1Q21; a 3.3% increase compared to the portfolio of Ps. 63,341 million reported in 1Q20.

Leasing

Figures in Ps. million

	1Q21	1Q20	Var. %
Current portfolio	43,524	44,669	(2.6%)
Non-performing loans	2,715	2,511	8.1%
Total loan portfolio	46,239	47,180	(2.0%)
Loan loss reserve	(2,243)	(1,189)	88.6%
Net loan portfolio	43,996	45,991	(4.3%)

Factoring

Figures in Ps. million

	1Q21	1Q20	Var. %
Current portfolio	1,051	2,717	(61.3%)
Non-performing loans	237	128	84.9%
Total loan portfolio	1,287	2,845	(54.8%)
Loan loss reserve	(237)	(128)	84.9%
Net loan portfolio	1,051	2,717	(61.3%)

Auto Loans

Figures in Ps. million

	1Q21	1Q20	Var. %
Current portfolio	2,206	2,892	(23.7%)
Non-performing loans	191	110	73.7%
Total loan portfolio	2,397	3,002	(20.2%)
Loan loss reserve	(191)	(110)	73.7%
Net loan portfolio	2,206	2,892	(23.7%)

Structured Finance & Credit

Figures in Ps. million

	1Q21	1Q20	Var. %
Current portfolio	15,430	10,314	49.6%
Non-performing loans	90	0	100.0%
Total loan portfolio	15,520	10,314	50.5%
Loan loss reserve	(114)	0	100.0%
Net loan portfolio	15,406	10,314	49.4%

Total Loan Portfolio

Figures in Ps. million

	1Q21	1Q20	Var. %
Current portfolio	62,210	60,592	2.7%
Non-performing loans	3,233	2,749	17.6%
Total loan portfolio	65,444	63,341	3.3%
Loan loss reserve	(2,784)	(1,427)	95.1%
Net loan portfolio	62,659	61,914	1.2%

Non-performing loans, represented 4.9% of the total loan portfolio in 1Q21, reaching Ps. 3,233 million. The NPL coverage ratio for 1Q21 closed at 86.1% because of the increase in provisions.

Figures in Ps. million

Aging balances (days)	Leasing	Factoring	Auto Loans	Structured Finance & Credit	Total
0 - 30	36,235	1,013	2,096	14,377	53,721
31 - 60	4,188	19	70	369	4,646
61 - 90	3,101	18	40	685	3,844
>90	2,715	237	191	90	3,233
Total Portfolio	46,239	1,287	2,397	15,521	65,444
Loan loss reserve	(2,243)	(237)	(191)	(114)	(2,784)
Net Portfolio	43,996	1,050	2,229	15,385	62,660

Our **loan loss reserve** for 1Q21 ended at Ps. 2,784 million, a 95.1% increase vs. 1Q20. These provisions are determined in accordance with our loan loss reserve policy, attached to IFRS guidelines and based on expected losses. The expected loss provision is determined by historical payment behavior, the current environment, and a reasonable provision for future payments. When analyzed for the leasing portfolio, the methodology also considers the recovery value of leased assets.

The following table shows the estimated recovery value of leased assets in different scenarios vs. the balance of lease clients with claims greater than 90 days past due. Historically, the Company has sold its repossessed assets at approximately 78% of their recovery value, highlighting that UNIFIN's current reserve is sufficient to cover possible short- and long-term credit losses.

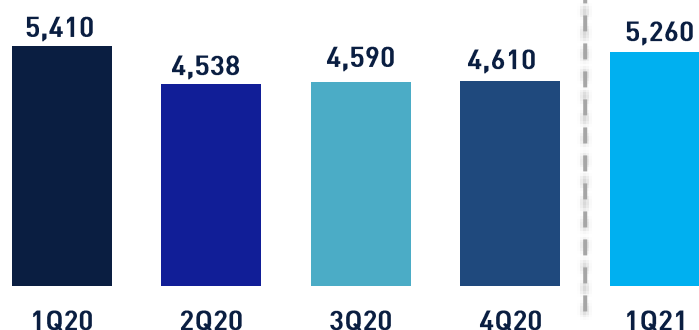
Figures in Ps. million

% Recovery	Est. Recovery value	NPL +90	Gain (loss)	Reserve	Reserve Sufficiency
100.0%	2,119	2,715	(596)	2,243	1,647
75.0%	1,589	2,715	(1,126)	2,243	1,117
50.0%	1,060	2,715	(1,655)	2,243	588
35.0%	742	2,715	(1,973)	2,243	270
25.0%	530	2,715	(2,185)	2,243	58
Reserve	(2,243)				

Collections

Collections for the period ended at Ps. 5,260 million, the highest nominal collection amount since the beginning of the Covid-19 pandemic, mainly driven by clients getting back on track with their payments due to signs of economic recovery.

Figures in Ps. million



Financial Liabilities

Financial liabilities at the end of March 2021 were Ps. 69,422 million, a 10.7% decrease compared to Ps. 77,728 million at the end of 1Q20.

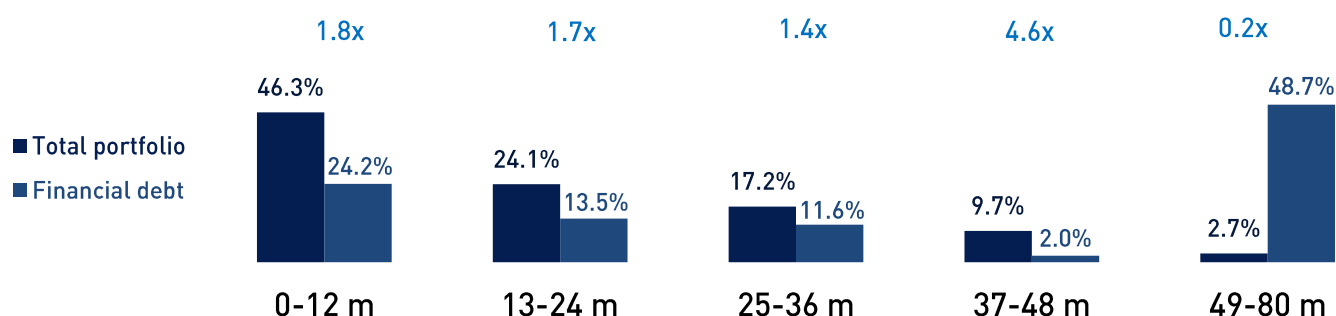
During the quarter, the Company issued a US\$400 million bond and a subsequent exchange offer of US\$127.6 million targeting 2023 and 2025 notes for a total of US\$527.6 million. Additionally, four of our public securitizations were prepaid during the period.

Figures in Ps. million	1Q21	% of Total	WAVG Maturity (months)	WAVG Rate
International Notes	44,322	63.8%	63	11.8%
Revolving lines	9,057	13.0%	-	6.7%
Term loans	8,436	12.2%	15	10.2%
Securitizations	7,607	11.0%	38	9.5%
Total Financial Liabilities	69,422	100.00%	48	10.6%

As part of its corporate strategy, the Company has prioritized maintaining a sound financial position. This explains why over recent years, our asset and liability maturities have improved, resulting in a positive cashflow for the business even with extended periods without access to sources of funding. The weighted average maturity of our debt is 48 months vs. 28 months for the portfolio.

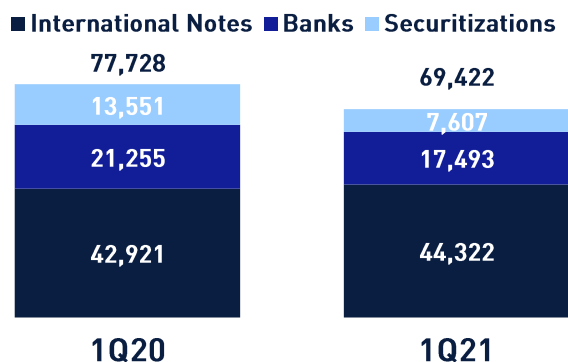
Additionally, the Company has done thorough analysis on its hedging portfolio, testing sensitivities and effectiveness in accordance with its risk control procedures. The hedge accounting is strictly linked to IFRS 9 guidelines and evaluated both internally and externally by several parties to ensure it is reported appropriately.

Maturity Profile

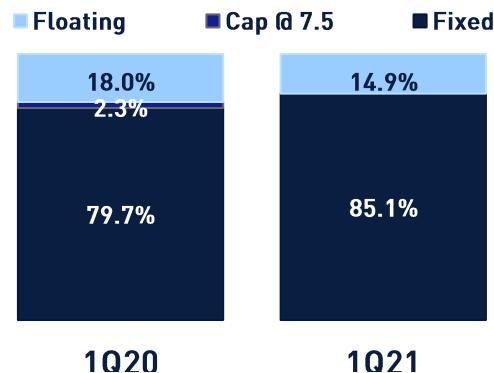


Figures in Ps. million

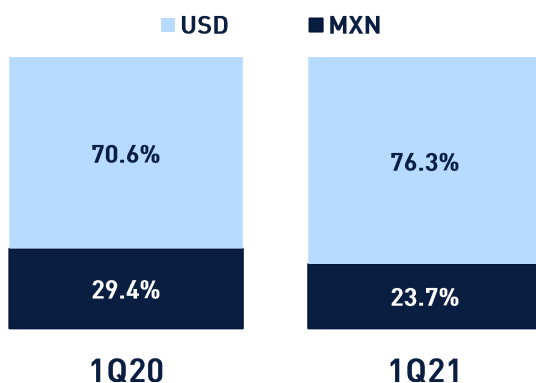
Financial Liabilities



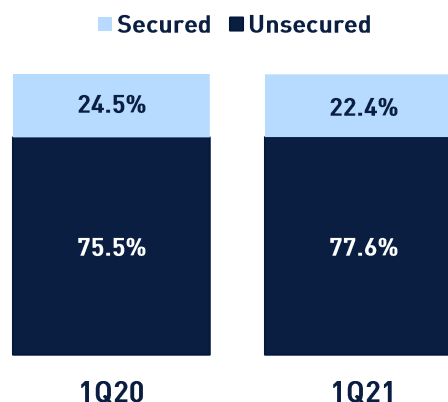
Rates



Currency



Secured vs Unsecured

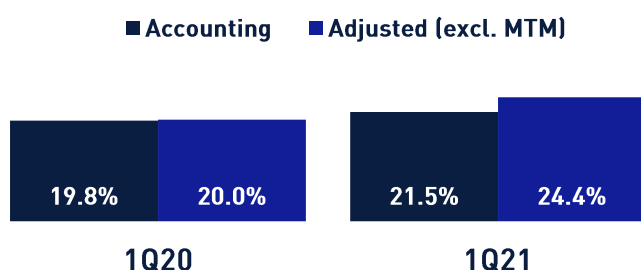


Stockholders' Equity

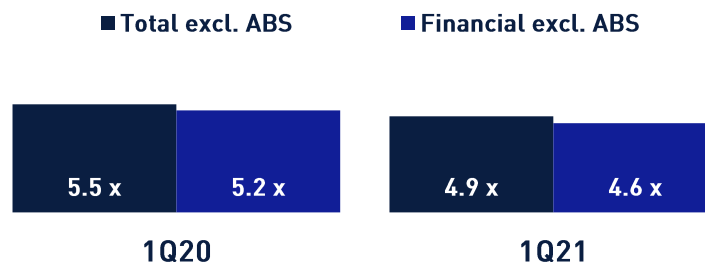
Total stockholders' equity reached Ps. 13,500 million, an increase of 10.0% compared to 1Q20, mainly driven by the capital increase carried out during 2020.

The **capitalization ratio** for the period was 21.5% vs 19.8% in 1Q20. The capitalization improved year-over-year, due to i) the Ps. 2,520 million capital increase closed in august 2020, ii) the nominal decrease in financial debt due to the liability management exercise carried out over recent months, in addition to iii) FX revaluation of US dollar denominated debt. This explains the improvement in the **financial leverage ratio** to 4.6x, from 5.2x in 1Q20. The improvement of both metrics reflects our continuous evaluation of risk control procedures, which seek to enhance our financial position.

Capitalization



Leverage



Operational Summary

In 1Q21, the Company's **total origination** volume was Ps. 4,275 million, a decrease of 49.8% compared to 1Q20 as a result of the current economic environment resulting from the Covid-19 pandemic, the implementation of stringent origination standards, the redefinition of our risk scorecard and a decline in economic activity over the past year.

By Business Line

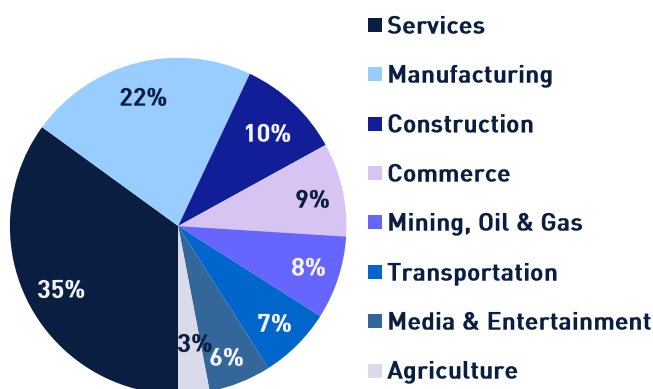
Leasing	1Q21	1Q20	Var. %
Origination volume (in Ps. million)	1,601	3,730	(57.1%)
Total Portfolio balance (in Ps. million)	46,239	47,180	(2.0%)
WAVG (months)	42	33	27.3%
Number of clients	5,859	4,320	35.6%
Average ticket (in Ps. million)	7.9	10.9	(27.7%)

Factoring	1Q21	1Q20	Var. %
Origination volume (in Ps. million)	1,113	2,932	(62.0%)
Total Portfolio balance (in Ps. million)	1,287	2,845	(54.8%)
WAVG (days)	91	96	(5.2%)
Number of clients	901	796	13.2%
Average ticket (in Ps. million)	1.4	3.6	(60.0%)

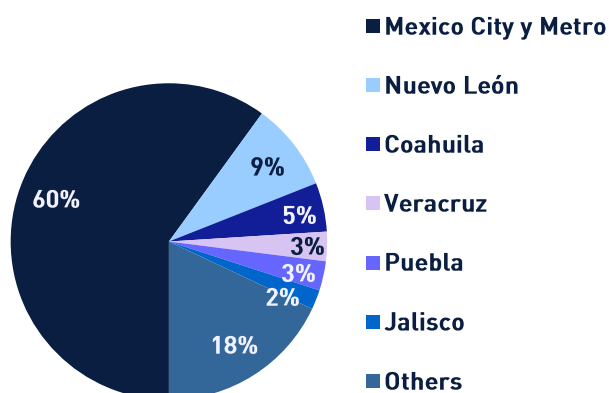
Auto Loans	1Q21	1Q20	Var. %
Origination volume (in Ps. million)	145	502	(71.1%)
Total Portfolio balance (in Ps. million)	2,397	3,002	(20.2%)
WAVG (months)	30	33	(9.1%)
Number of clients	1,280	1,584	(19.2%)
Average ticket (in Ps. million)	0.1	0.1	115%

Structured Finance & Credit	1Q21	1Q20	Var. %
Origination volume (in Ps. million)	1,416	1,350	4.9%
Total Portfolio balance (in Ps. million)	15,430	10,314	49.6%
WAVG (months)	19	30	(36.7%)
Number of clients	560	340	64.7%
Average ticket (in Ps. million)	27.6	30.3	(9.2%)

Economic Sector



Geographic Zone



Relevant Events

January 12th, 2021 - UNIFIN announces new credit lines.

January 25th, 2021- UNIFIN announces senior exchange offer for US \$400 million.

January 26th, 2021- UNIFIN announces pricing of Senior Notes and final terms of the exchange offer.

February 3rd, 2021- UNIFIN announces results of participation and anticipated acceptance in relation to the exchange offer.

Analyst Coverage

Equity

Institution	Analyst	e-mail
Barclays	Gilberto García	gilberto.garcia@barclays.com
Punto Casa de Bolsa	Manuel Zegbe	manuel.zegbe@signumresearch.com

Fixed income

Institution	Analyst	e-mail
BCP Securities	Jim Harper	jharper@bcpsecurities.com
Bank of America	Nicolas Riva	nicolas.riva@bamf.com
Credit Suisse	Jamie Nicholson	jaimenicholson@credit-suisse.com
JP. Morgan	Natalia Corfield	natalia.corfield@jpmorgan.com
Morgan Stanley	John Haugh	john.haugh@morganstanley.com
Scotiabank	Joe Kogan	joe.kogan@scotiabank.com

Income Statement

Figures in Ps. million	1Q21	1Q20	4Q20	Var.% 1Q20	Var.% 4Q20
Interest income from leasing	2,059	2,240	2,113	(8.1%)	(2.6%)
Interest income from factoring	73	149	62	(50.8%)	18.1%
Interest income from auto loans	94	128	90	(27.2%)	4.0%
Interest income and fees from other loans	597	408	494	46.1%	20.7%
Interest income	2,822	2,926	2,759	(3.6%)	2.3%
Depreciation from leased assets	21	0	28	100.0%	(25.0%)
Interest costs	1,921	1,802	1,824	6.6%	5.3%
Financial margin	881	1,125	907	(21.7%)	(2.9%)
Loan loss provision portfolio	221	127	283	74.2%	(22.1%)
Adjusted financial margin	660	998	624	(33.9%)	5.8%
Administrative services	210	193	181	8.6%	16.0%
Legal and professional fees	41	63	96	(34.0%)	(56.7%)
Other administrative expenses	118	117	89	0.9%	31.8%
Depreciation of own equipment	55	57	44	(2.6%)	24.4%
Loss (profit) on sale of fixed assets	6	(1)	20	(489.1%)	(71.5%)
Operating income	230	570	194	(59.6%)	18.7%
Foreign exchange loss, net	88	(135)	107	(165.7%)	(17.5%)
Bank commissions and fees	(35)	(2)	(3)	1,710.9%	1261.1%
Investment interest	36	80	43	(54.4%)	(15.4%)
Other income (expenses) products	73	1	92	4,951.5%	(21.3%)
Profit (loss) before result of associated companies	392	515	434	(23.8%)	(9.6%)
Results of associated companies	12	6	20	94.4%	(40.7%)
Income tax	97	108	148	(10.3%)	(34.5%)
Net income	307	413	306	(25.6%)	0.5%

Balance Sheet

Figures in Ps. million	1Q21	1Q20	4Q20	Var. % 1Q20	Var. % 4Q20
Assets					
Cash and cash equivalents	4,785	3,568	3,711	34.1%	29.0%
Loan portfolio	27,536	27,413	27,923	0.5%	(1.4%)
Derivative financial instruments	493	4,118	495	(88.0%)	(0.3%)
Other current assets	716	1,820	261	(60.7%)	174.1%
Total current assets	33,530	36,919	32,390	(9.2%)	3.5%
Non-current assets held for sale	1,770	1,545	1,736	14.6%	2.0%
Loan portfolio LT	35,123	34,500	34,665	1.8%	1.3%
Property, furniture and equipment, net	6,296	6,282	6,414	0.2%	(1.8%)
Investment properties	745	250	745	197.9%	0.0%
Intangible assets	193	99	160	94.7%	20.9%
Derivative financial instrument	6,848	10,663	5,026	(35.8%)	36.3%
Deferred taxes	2,622	3,536	3,419	(25.9%)	(23.3%)
Other non-current assets	476	92	725	416.5%	(34.3%)
Total non-current assets	54,074	56,968	52,890	(5.1%)	2.2%
Total assets	87,605	93,886	85,279	(6.7%)	2.7%
Liabilities:					
Bank loans	13,017	14,994	15,839	(13.2%)	(17.8%)
Debt securities	4,521	6,781	4,737	(33.3%)	(4.6%)
Senior Notes	895	568	752	57.7%	19.1%
Sundry creditors	637	777	418	(18.0%)	52.5%
Tax payable	21	75	368	(71.4%)	(94.2%)
Derivative financial instruments	1,432	806	1,826	77.7%	(21.6%)
Other account payable	800	1,615	930	(50.4%)	(14.0%)
Current liabilities	21,323	25,615	24,869	(16.8%)	(14.3%)
Bank loans	4,476	6,261	3,898	(28.5%)	14.8%
Debt securities	3,087	6,770	5,974	(54.4%)	(48.3%)
Senior Notes	43,427	42,354	34,297	2.5%	26.6%
Derivatives financial instrument	1,792	615	2,870	191.4%	(37.6%)
Non-current liabilities	52,781	56,000	47,040	(5.7%)	12.2%
Total liabilities	74,104	81,615	71,909	(9.2%)	3.1%
Equity:					
Stockholders' equity	5,033	2,582	5,033	94.9%	0.0%
Equity reserve	274	274	274	0.0%	0.0%
Retained earnings	3,942	3,224	3,092	22.3%	27.5%
Net income	307	413	1,364	(25.6%)	(77.5%)
Subordinated perpetual notes	4,531	4,531	4,531	0.0%	0.0%
Accumulated other comprehensive income	(1,802)	(119)	(2,133)	1,414.3%	(15.5%)
Other capital accounts	1,215	1,366	1,209	(11.1%)	0.4%
Total stockholders' equity	13,500	12,271	13,371	10.0%	1.0%
Total liabilities & stockholders' equity	87,605	93,886	85,279	(6.7%)	2.7%

Appendix

Appendix 1 – Glossary of Metrics

1. **Portfolio Yield** – interest income / average net portfolio
2. **Net interest margin (NIM)** - LTM of financial margin / average net portfolio
3. **OpEx** -Administrative expenses and others/ net income
4. **Efficiency ratio** – Admin / sum of gross margin, bank commissions and fees.
5. **NPL ratio** -Total past-due loan portfolio / total portfolio.
6. **Coverage ratio** - Total past-due loan portfolio / total loan loss reserve.
7. **ROA** – LTM of net income / total assets.
8. **ROAA** – LTM of net income / average assets for the previous 12 months
9. **ROE** – LTM of net income / total stockholders' equity for the period.
10. **ROAE** - LTM of net income / average total stockholders' equity for the previous 12 months.
11. **Capitalization** - Equity / total net loan portfolio.
12. **Financial leverage** - Financial liabilities (excl. securitizations) / equity.
13. **Total leverage** - Calculated as total liabilities (excl. securitizations) / equity.
14. **Earnings per share (EPS)** – Consolidated net income / net outstanding shares.
15. **Cost of Risk (CoR)**-Loan loss reserves/ total portfolio

Appendix 2 – Financial Liabilities

International notes	Outstanding ¹	Maturity	Rate	Currency	Rating ² S&P/Fitch/HR
UNIFIN 2022	200	Jul-22	Fixed	USD	BB- / BB / BB+
UNIFIN 2023	318	Sep-23	Fixed	USD	BB- / BB / BB+
UNIFIN 2025	393	Jan-25	Fixed	USD	BB- / BB / BB+
UNIFIN 2026	291	Feb-26	Fixed	USD	BB- / BB / BB+
UNIFIN 2028	428	Jan-28	Fixed	USD	BB- / BB / BB+
UNIFIN 2029	528	Jan-29	Fixed	USD	BB- / BB / BB+
Total	2,158				

Securitization	Outstanding ¹	Maturity	Rate	Currency	Rating ³ S&P/Fitch/HR
Private securitization	2,500	Jun-25	Floating	MXN	mxAAAS&P / HRAAA
Private securitization	2,500	Mar-25	Floating	MXN	Fitch AAA
UNFINCB17-3	1,921	Sep-22	Fixed	MXN	mxAA+S&P / HRAAA
UNFINCB17-4	769	Sep-22	Floating	MXN	mxAA+S&P / HRAAA
Total	7,690				

⁽¹⁾ Excludes accrued interest and deferred charges

⁽²⁾ International rating

⁽³⁾ Local rating

*Repurchased bond

Bank Credit Lines	Outstanding ¹	Maturity	Rate
Bank Credit Lines in USD (outstanding amount denominated in MXN)			
Bladex / Nomura	3,409	Jun-22	Libor / 4.75
Barclays	1,400	Ago-21	Libor / 3.75
Deutsche Bank	865	Sep-22	Libor / 6.5
ResponsAbility	927	Oct-22	Libor / 4.50
Blue Orchard	686	Mar-25	Libor / 4.30
Banamex	412	Revolving	Libor / 4.50
Bancomext	106	Revolving	4.4%
Nafin	836	Revolving	4.5%
Bank facilities in MXN			
Nafin	2,799	Revolving	TIIE / 2.60
Azteca	627	Revolving	TIIE / 3.25
Banamex	2,000	Revolving	TIIE / 3.00
CI Banco	250	May-21	TIIE / 3.00
Santander	1,000	Revolving	TIIE / 3.50
Bancomext	747	Revolving	TIIE / 2.70
Scotiabank Bilateral	340	Revolving	TIIE / 3.00
Scotiabank Warehouse	500	Revolving	TIIE / 3.25
Banamex	500	Revolving	TIIE / 3.00
Total	17,404		

Appendix 3 – Company Capital Structure

Shares Structure	Shares As of March 31, 2021
Control trust	250,563,468
Employee Trust	12,998,085
Current float	221,738,447
Total outstanding shares	485,300,000

Appendix 4 – Derivative financial instruments

Derivatives Portfolio				
Issuance	Notional Amount (USD MM)	Currency	Derivative Type	Derivative Rate
2022	200	USD	CoS, CS (Participating SWAP)	11.46%
2023	318	USD	CoS, CS (Participating SWAP)	9.88%
2025	392	USD	CoS, CS (Participating SWAP)	10.07%
2026	291	USD	CoS, CS (Participating SWAP)	12.10%
2028	428	USD	CoS, CS (Participating SWAP)	13.39%
2029	526	USD	CoS, CS (Participating SWAP)	12.74%
Perpetual	250	USD	CoS	10.54%
Barclays Loan	68	USD	CoS, CS (Participating SWAP)	10.38%
Bladex Loan	165	USD	CoS, CS (Participating SWAP)	12.33%
ResponsAbility 1 Loan	15	USD	CoS, CS (Participating SWAP)	9.24%
ResponsAbility 2 Loan	15	USD	CoS, CS (Participating SWAP)	7.20%
Blue Orchard Loan	28	USD	CoS, CS (Participating SWAP)	6.54%
ABS CB17-2	1875	MXN	IRS	8.99%
Private ABS	2500	MXN	IRS	Spread + 7.165%
Private ABS	2500	MXN	IRS	Spread + 8.050%

Derivative financial instruments are initially recognized at fair value on the contract date and are subsequently revalued monthly at the end of the reported period at said market value. Changes in value will depend on the nature of the hedged item.

When considering hedging derivatives, for accounting purposes, the effective portion of the changes in the market value of the derivatives is recognized in stockholders' equity.

For the fair value measurement, the following methodology is used:

- Swaps: fair value is determined with the standard market methodology through flows discount, considering the rates applicable to each exchange period.
- Options: fair value is determined based on standard methodology through the Black & Scholes model.

The input data used to determine fair value includes risk-free nominal curves, Interbank Interest Rate curve, Basis Swaps curves, LIBOR curves and observed volatilities.

The efficiency of the hedge is determined at the beginning of the hedging relationship and through periodic evaluations to ensure that there is an economic relationship between the hedged item and the hedging instrument. The Company uses the qualitative approach, expecting that the hedge relationship would be highly effective if the terms of the derivative are identical to the terms of the primary position, at least in the following terms: notional amount, expiration date, payment date, interest rate reset date and underlying.

About UNIFIN

UNIFIN is the leading independent Mexican leasing company, operating as a non-banking financial services company, specializing in three main business lines: operating leasing, factoring, auto loans and other lending. Through UNIFIN's leasing business line, its core business line, the Company offers operating leases for all types of equipment and machinery, various types of transportation vehicles (including cars, trucks, helicopters, airplanes, and other vessels) and other assets in a variety of industries. Through its factoring business line, UNIFIN provides liquidity and financing solutions to its customers by purchasing or discounting accounts receivable and by providing vendor financing. UNIFIN's auto loans business line is focused on financing the acquisition of new and used vehicles.

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