



UNIFIN

3Q20 Webcast

23 October 2020

Agenda

1 | Business update

2 | COVID-19 Support Program

3 | Financial Highlights



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Business Update

Resilience and solid results in the face of adversity

3 decades of thorough understanding of SME needs ensure a resilient business model



Client centric

- 100% clients contacted
- 1,225 clients supported in total



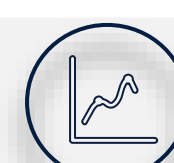
Asset backed lending

- LTV: 70.7%
- Asset Recovery Value: +80.0%



Agile platform

- Fast prospective & approval process
- Digital accelerator



Financial discipline

- Cash position of Ps. 3,000 mm
- Portfolio and debt maturities (30m vs. 41m)



Solid credit risk framework

- NPLs: 4.9%
- Coverage ratio: 70.3%



Capital & Funding

- Capital increase for Ps. 2,520 mm
- Diversified sources of funding

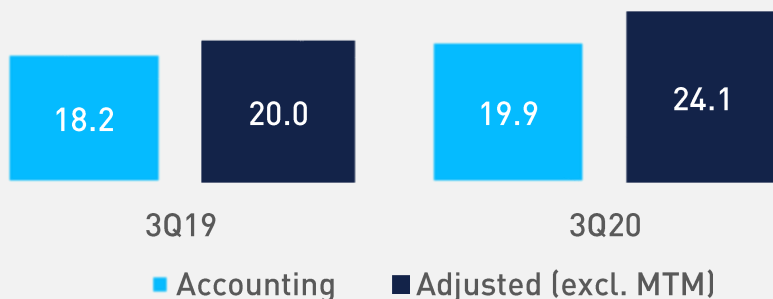
Capital Increase

Bolstering the Company's financial position despite current economic environment



140 million shares issued for a total amount of 2.5 billion pesos

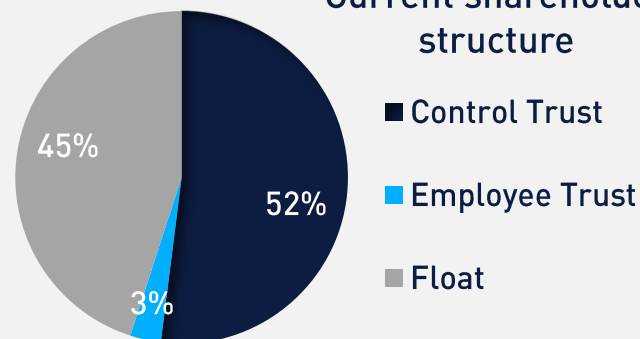
Capitalization



140 mm shares:

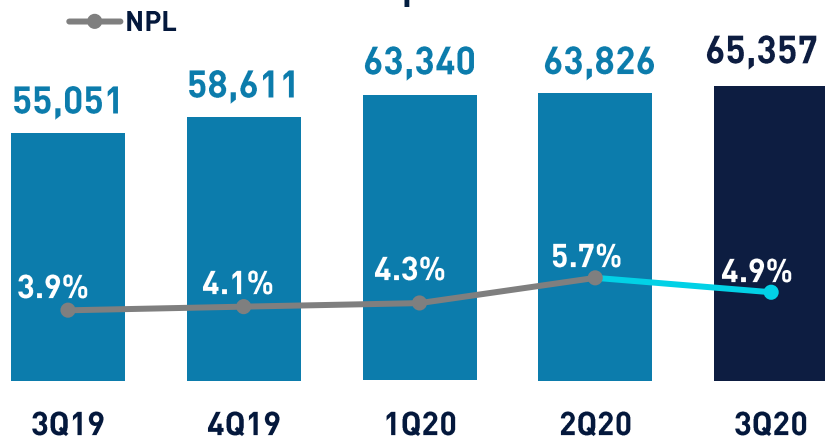
- + 50 mm subscribed by the controlling shareholder trust
- + 20 mm shares subscribed by free float
- + 70 mm by new institutional and strategic investors

Current shareholder structure



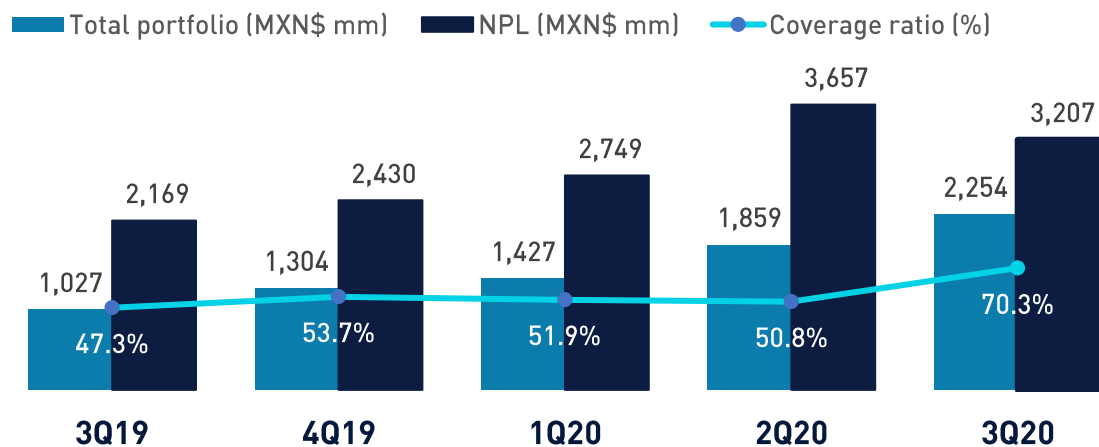
Balance Sheet

Total portfolio



Coverage ratio

Product	3Q19	3Q20
Leasing	42.6%	66.0%
Factoring	100.0%	100.0%
Auto loans	100.0%	100.0%
Others	100.0%	100.0%
Total	47.3%	70.3%

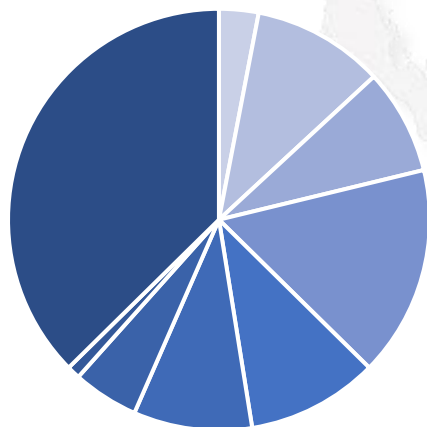


Bridge towards recovery

In an environment of restricted credit access, UNIFIN is in a strong position to support the recovery and generate attractive returns

Portfolio Highlights

- Diversification delivering resilient performance



- ~30% of Unifin's total loan portfolio is exposed to the USMCA's supply chain, which is expected to recover faster than the national average
- Northern and western areas have high exposure to the export sector and the metro zone is showing resiliency

Key sectors: identified opportunities





Promising future: a digitalized one-stop shop

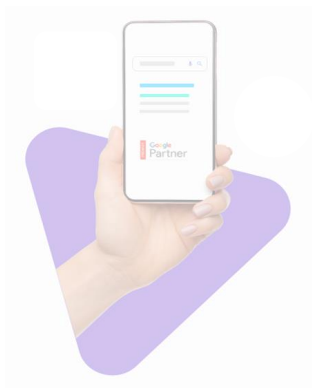
Based on our digital platform & AI initiatives, will benefit UNIFIN from a decreasing customer acquisition cost...

Uniclick's client acquisition cost is **8.3x** lower than Unifin's overall acquisition cost

... and an increasing addressable target market.

Product Lineup : Portfolio Expansion

							
<i>Leasing</i>	<i>Factoring</i>	<i>Auto Loans</i>	<i>SOS Short-Term Loans</i>	<i>Unsecured Loans</i>	<i>Fleet Services</i>	<i>Medium-Term Secured Loans</i>	<i>Ins. Brokerage</i>



Digital Accelerator

- Specialized webinars and consultancy
- Specialized marketing plans
- Automated campaign creation on Google
- Building their own website

 UNIFIN's take away

+50%

Increase in amount of received prospective clients

- Reduce the risk of non-payment of customers, giving them a solution to generate sales.
- Identify new product opportunities, having direct access to information on customer business results.
- Generate customer loyalty and reactivation, since access to the accelerator is only for active UNIFIN customers.

A game changer for our clients...

ROI of up to 7:1

Generating sales through digital media

- Cost of the marketing service is up to 10x below the market cost.
- They only have access to this cost if the company is an active UNIFIN customer.



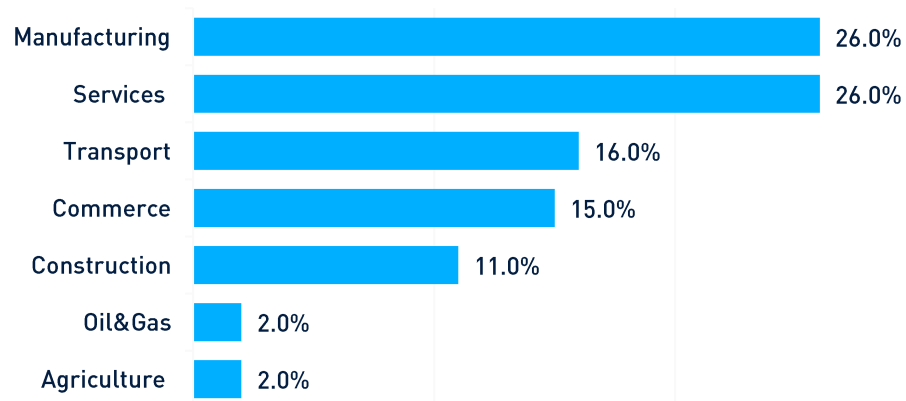
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COVID 19 Support Program

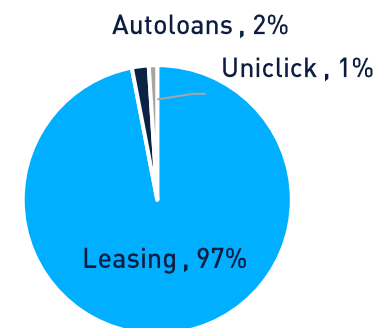
Covid-19: Impact on Unifin

Product	Clients Included (#)	% of Total Clients (%)	Outstanding Balance (MXN\$ mm)	% of Total Portfolio (%)	Differed Payments (MXN\$ mm)
Leasing	412	5.4%	\$3,653	5.6%	\$589
Auto Loans	84	1.1%	\$99	0.2%	\$8
Uniclick	52	0.7%	\$51	0.1%	\$5
Total	548	7.2%	\$3,803	5.8%	\$602

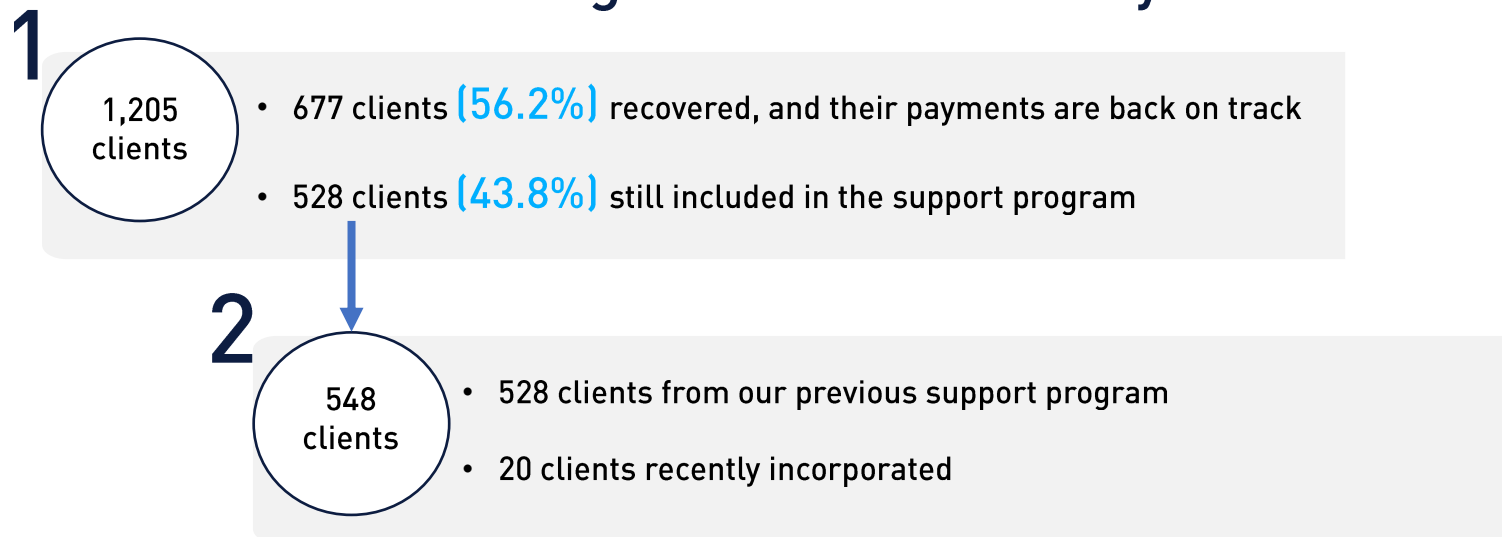
Breakdown by Client Industry
(% of Clients Included)



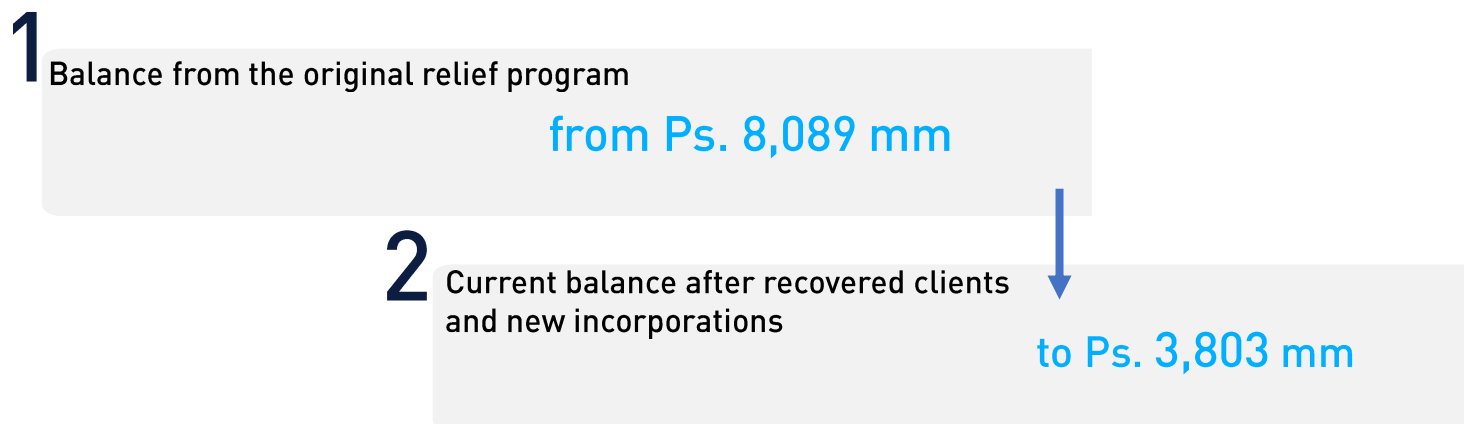
Breakdown by Product
(% of Clients Included)



Covid-19: bridge towards recovery...



...reducing outstanding balance by 53%



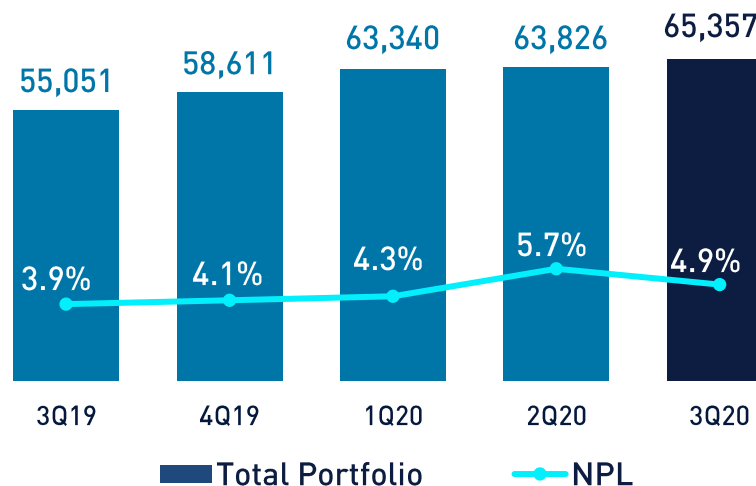
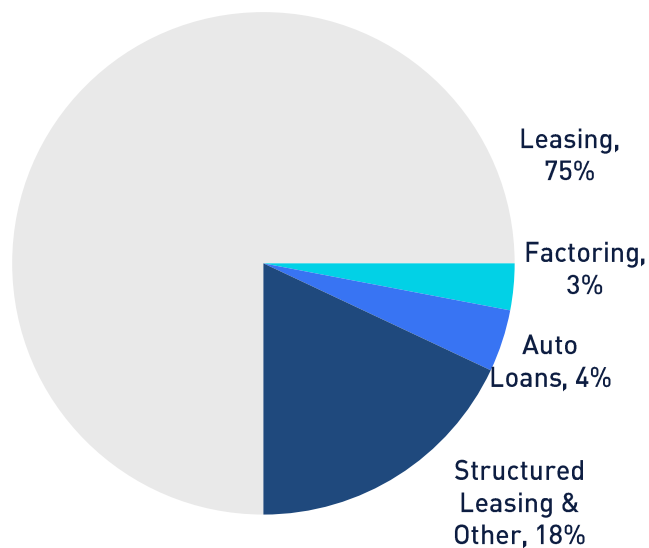


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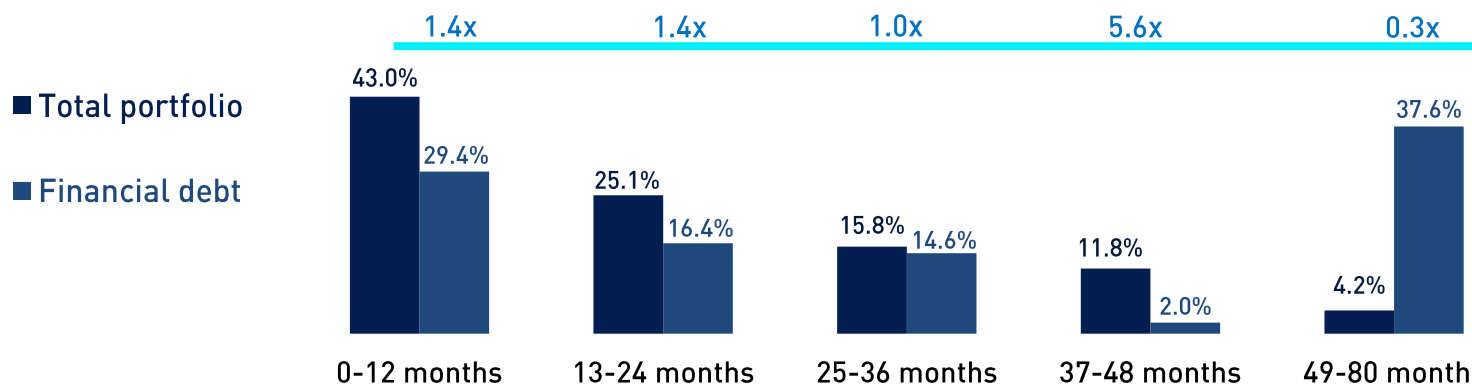
Financial Highlights

Portfolio

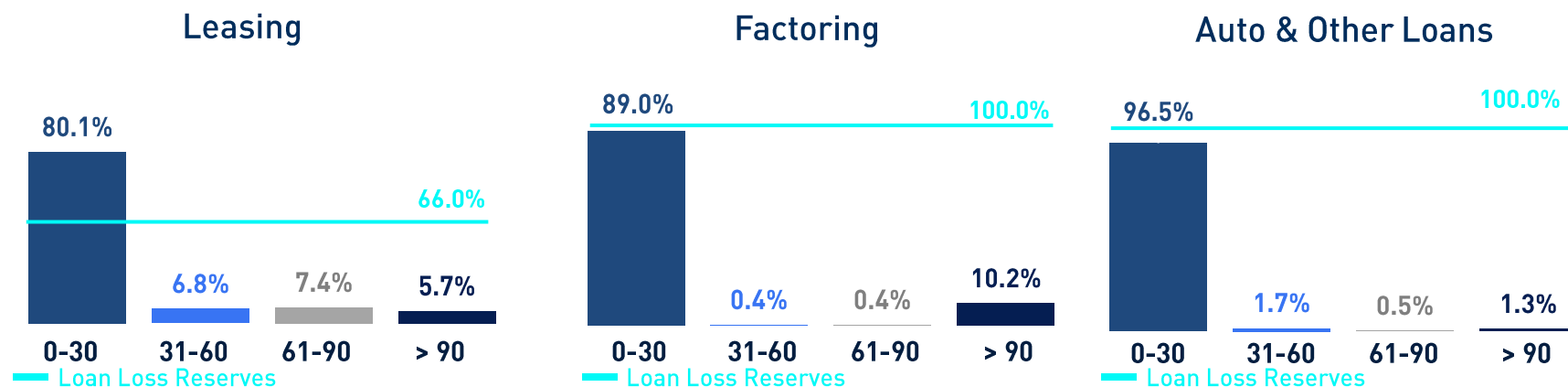
Composition



Maturity Profile



Coverage Ratios

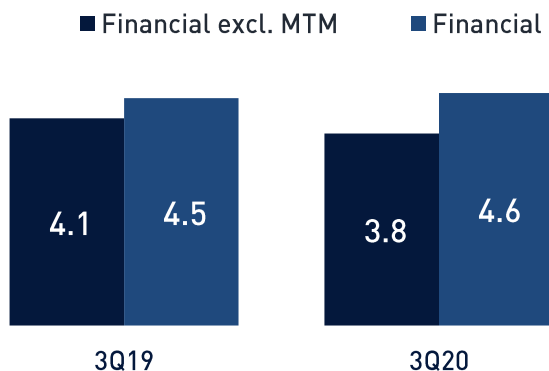


Reserves

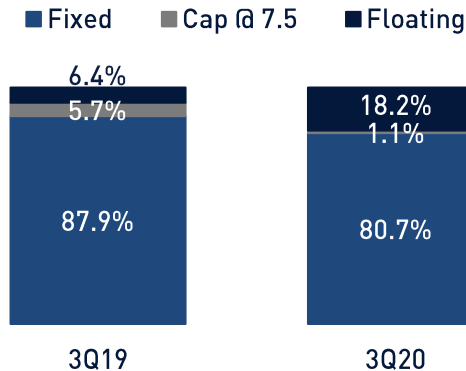
% Recovery	Est. recovery value	NPL +90	Gain (loss)	Reserve	Reserve sufficiency
100.0%	\$2,525	\$2,806	\$(281)	\$1,852	\$1,572
75.0%	\$1,894	\$2,806	\$(912)	\$1,852	\$940
50.0%	\$1,263	\$2,806	\$(1,543)	\$1,852	\$309
45.0%	\$1,136	\$2,806	\$(1,669)	\$1,852	\$183
40.0%	\$1,010	\$2,806	\$(1,796)	\$1,852	\$57

Capital Adequacy & Funding

Leverage

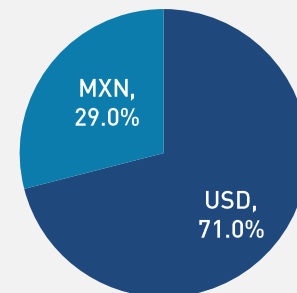


Rates

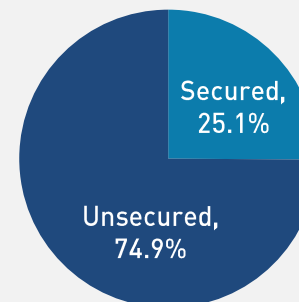


(MXN\$ mm)	9M20	% of Total	9M19	% of Total	Var. %	Average maturity (months)
International Notes	\$38,485	55.5%	\$34,255	57.2%	12.4%	57
Revolving lines	\$9,346	13.5%	\$3,571	6.0%	161.7%	-
Term loans	\$ 9,282	14.4%	\$6,099	10.2%	63.7%	17
Securitizations	\$11,513	16.6%	\$15,992	26.7%	-28.0%	35
Total Financial Liabilities	\$69,325	100.0%	\$59,917	100.0%	15.7%	41

MXN vs USD



Secured vs unsecured

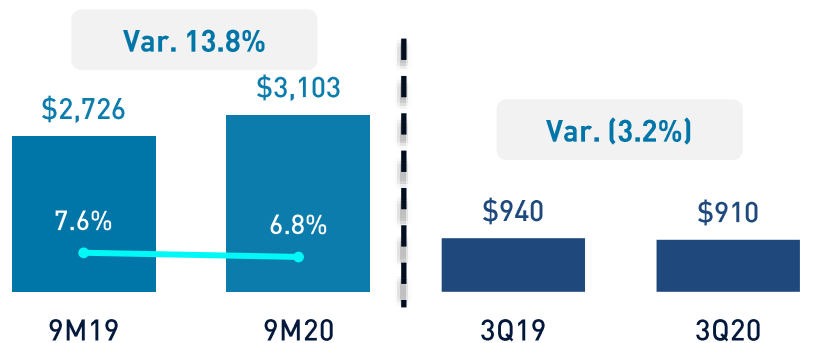


Weighted Average Cost of Funding
(including the perpetual bond) :

10.1%

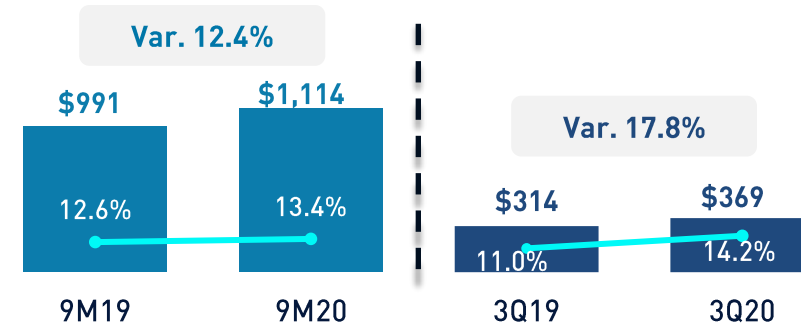
NIM

■ Total Income (MXN\$ mm)
● NIM (%)



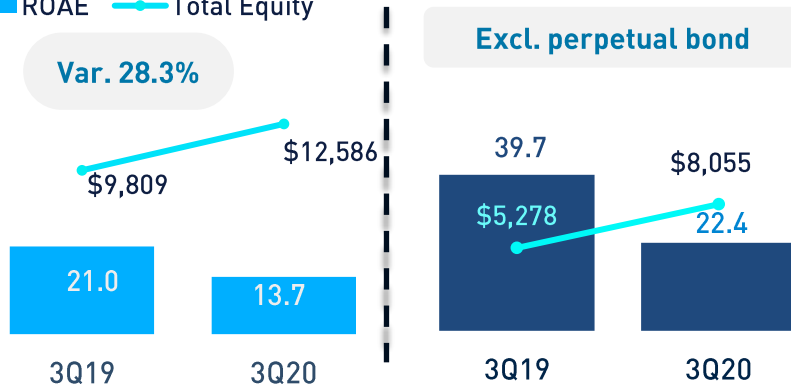
Administrative Expenses and OpEx as % of Revenue

■ Admin. Expenses (MXN\$ mm)
● Opex (%)



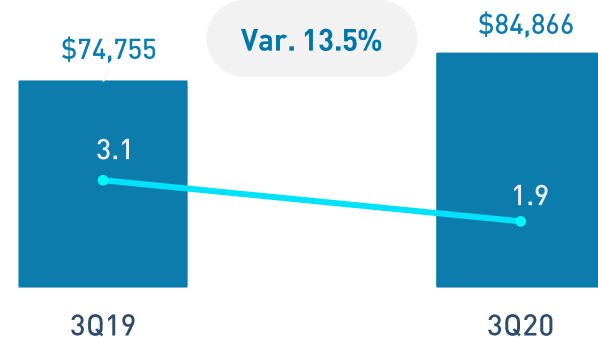
ROAE

■ ROAE ● Total Equity



ROAA

■ Total Assets ● ROAA





UNIFIN

3Q20 Results

23 October 2020