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Investor Relations Contacts	1Q20 Earnings Conference Call
David Pernas – Director, IR & Corporate Finance	**Date: Thursday, April 30, 2020**
Estefania Vazquez - Investor Relations	**Time: 11:00 a.m. Eastern Time / 10:00 a.m. Mexico City time**
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	Mr. David Pernas - Director, IR & Corporate Finance
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UNIFIN reports a 22% increase in Interest Income, reaching Ps. 2,926 million in 1Q20; Financial Margin grew 29.2% during the quarter

Mexico City, April 29th, 2020 – UNIFIN Financiera, S.A.B. de C.V. ("UNIFIN" or "the Company") (BMV: UNIFINA), announces its results for the first quarter of 2020 ("1Q20"). 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").

1Q20 Highlights

- Interest income in 1Q20 rose by 22.0% vs. 1Q19 to Ps. 2,926 million, mainly driven by the income from the leasing and auto loans businesses.
- Financial margin in 1Q20 ended at Ps. 1,125 million, a 29.2% growth compared to 1Q19, reflecting the Company's ability to control interest costs throughout the quarter.
- The loan loss reserve for 1Q20 was Ps. 127 million, an increase of 114.5% vs. 1Q19.
- The weighted average funding cost remained at 10.1% in 1Q20 vs. 1Q19.
- Opex as percentage of sales improved by 80 bp to 12.7% in 1Q20 from 13.5% in 1Q19.
- Operating income in 1Q20 reached Ps. 570 million, a growth of 29.7% vs. Ps. 440 million in 1Q19.
- Net income for 1Q20 closed at Ps. 413 million compared to Ps. 473 million in 1Q19. This decrease is primarily attributed to additional loan loss reserves, which are calculated based on our actuarial model, as a result of the current global situation.
- Cash and cash equivalents in 1Q20 reached Ps. 3,568 million, reflecting solid liquidity for the rest of the year.
- The total loan portfolio amounted to Ps. 63,340 million in 1Q20, an increase of 34.8% vs. 1Q19. The portfolio quality showed stability with a NPL ratio of 4.3%.
- The Company successfully renewed all the revolving lines maturing during the quarter.

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Financial Summary

Figures in Million Pesos

Financial Metrics	1Q20	1Q19	Var.%
Interest income	**2,926**	**2,399**	22.0%
Interest cost	1,802	1,529	17.8%
Financial margin	**1,125**	**871**	29.2%
Financial margin (as % of income)	**38.4%**	**36.3%**	
Loan loss reserves	127	59	114.5%
Adjusted financial margin	**998**	**812**	23.0%
Admin. expenses	373	325	14.8%
Operating income	**570**	**440**	29.7%
Operating income margin	**19.5%**	**18.3%**	
Comprehensive financing result	(55)	138	(140.2%)
Net income before tax	**521**	**588**	**(11.5%)**
Net income	**413**	**473**	**(12.8%)**
Net income margin	**14.1%**	**19.7%**	
Operating Metrics			
Total portfolio	**63,340**	**47,004**	**34.8%**
Leasing	47,180	36,488	29.3%
Factoring	2,845	2,705	5.2%
Auto loans	3,002	2,343	28.1%
Structured leasing & other loans	10,314	5,468	88.6%
NPL ratio	**4.3%**	**3.5%**	
Key Financial Indicators			
Net Interest Margin (NIM)	**7.2%**	**7.9%**	
Efficiency ratio	**38.0%**	**42.4%**	
ROAA	**2.1%**	**3.1%**	
ROAE	**15.5%**	**19.6%**	
ROAE (excl. Perpetual Bond)	**26.8%**	**37.1%**	
Capitalization (equity / net loan portfolio)	**19.8%**	**20.2%**	
Capitalization (excl. MTM)	**20.0%**	**22.4%**	
Equity / total assets	**13.1%**	**14.9%**	
Financial leverage (excl. ABS)	**5.2x**	**3.9x**	
Total leverage (excl. ABS)	**5.5x**	**4.1x**	

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Message from the CEO

During 1Q20, the rapid global spread of COVID-19 dramatically changed the global economic outlook. Emerging market currencies, including the Mexican Peso, and global stock markets were significantly devalued as governments took necessary preventative measures to combat the spread of COVID-19.

UNIFIN is in a strong position to withstand the current financial volatility due to our conservative risk approach and preventive initiatives such as securing ample liquidity, foreign currency hedges on outstanding international debt and prudent selection of clients. We have successfully implemented our corporate business continuity plan (BCP), which allowed us to operate with the least possible disruption and protect the health, safety and wellbeing of our employees, customers and the broader community, through measures such as remote working. At the business level, the Company is focused on 1) protecting our portfolio and mitigating possible risks from the economic recession, and 2) maintaining liquidity to guarantee operational continuity.

From the beginning of the pandemic, the Company decided to slow down new originations and redefine our risk scorecard to better identify sectors that could suffer a greater impact from COVID-19 in Mexico. As a result, our total originations decreased in the quarter by 16.5% YoY. However, the momentum generated by originations throughout 2019 in addition to the quarter originations and incorporation of our working capital facilities, increased the total loan portfolio by 34.8% in 1Q20 vs. 1Q19. The Company counts on guarantees and collaterals in each business line: 1) in leasing, the collateral lies on the residual value of each leased equipment; 2) in factoring, the collateral is the supplier invoice with good payment history; 3) in auto loans, the collateral is the vehicle itself and cross-default clauses in our working capital facilities, in addition 50% of all our operations included additional guarantees.

Our sales force and prospecting center have been key to maintaining continuous communication with our clients. This has allowed us to monitor the quality of our portfolio and understand the situation in which our clients find themselves, and to define, together with them, measures to face this crisis.

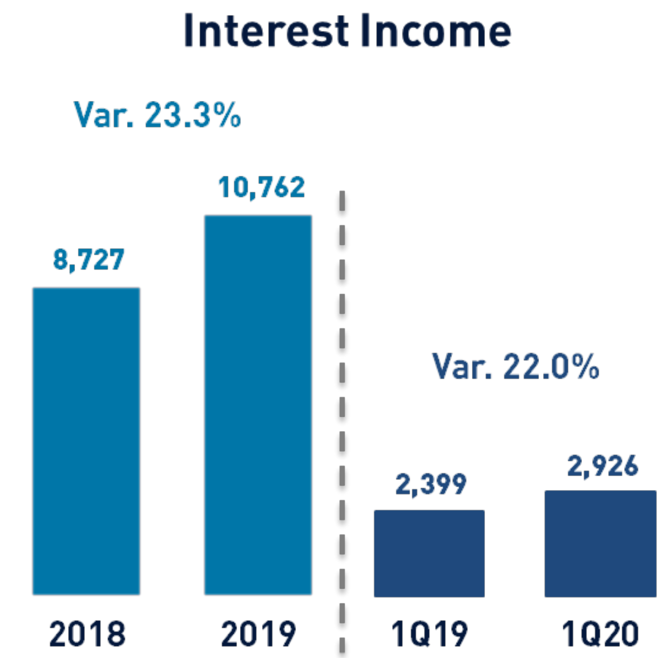
The Company has conducted a sensitivity analysis regarding our customers' payment of interest and principal on their leases, and is confident that we will have sufficient liquidity even in severe downside scenarios of non or delayed payments and lack of financing to external capital markets. UNIFIN has a favorable maturity gap between assets and liabilities, which will allow us to meet our liquidity needs during the year and pay outstanding amortizations under conservative scenarios. Furthermore, the Company is working with different local, foreign and development banks to expand our lines of credit.

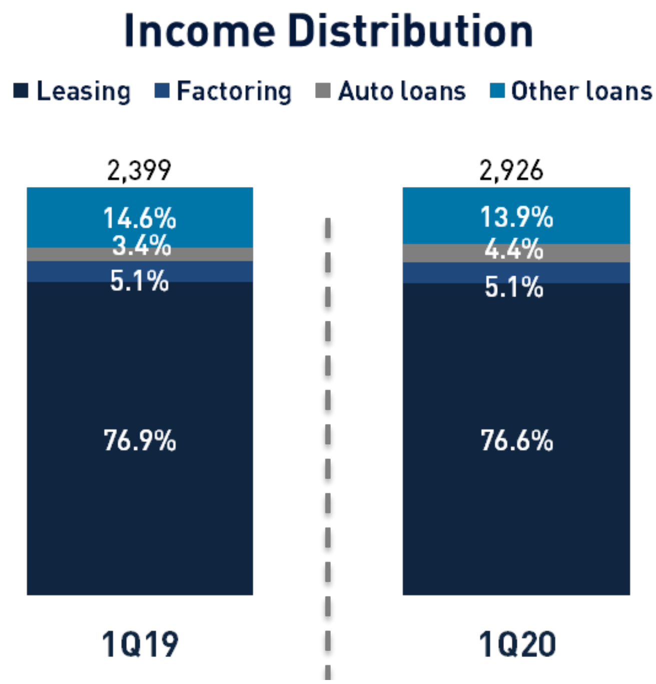
During 1Q20, our interest income increased by 22.0%, reaching Ps. 2,147 million. The financial margin as percentage of sales improved by 210 bps to 38.4% in 1Q20 reflecting the Company's ability to maintain the funding cost at 10.1% compared to 1Q19. The operating income grew by 29.7% vs. 1Q19. Net income for the quarter was Ps. 413 million, mainly impacted by the depreciation of the Peso during the quarter, causing a foreign exchange loss of Ps. 135 million.

We are convinced that UNIFIN is well positioned to face today's challenging environment. We are confident that our business model will prove its intrinsic value and we will continue to be in a strong position to support Mexican SMEs with their financing needs, and therefore, boost employment and growth in the country. We are committed to our employees, shareholders and bondholders to continue generating long-term value.

Sergio Camacho

Income Statement





In 1Q20, interest income increased by 22.0% compared to the same period in the previous year, reaching Ps. 2,926 million. This variation was mainly driven by portfolio growth in our different business lines. Leasing interest increased by 21.5% to Ps. 2,240 million. Factoring interest increased by 20.9% reaching Ps. 149 million, while auto loans interest grew by 57.4%, accounting for Ps. 128 million in 1Q20. Interest income and commissions from other loans accounted for Ps. 408 million, which include the income of our business line structured leasing and working capital credit loans.

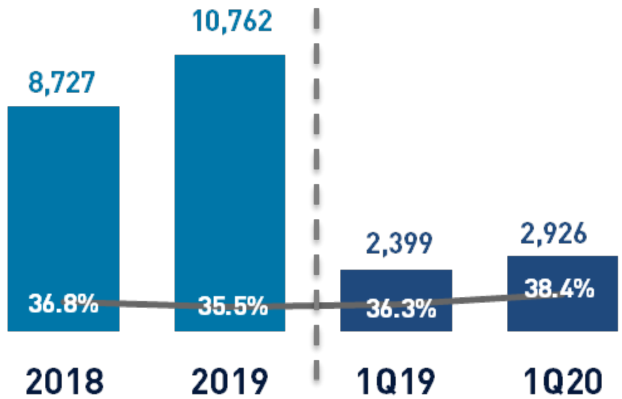
Interest costs for 1Q20 increased by 17.8%, to Ps. 1,802 million, explained by an increase in financial liabilities related to our operational growth. During the quarter, the weighted average funding cost remained at 10.1%, as a result of quantitative easing policies and strategic financing activities conducted over the last 12 months.

Interest costs have been falling on a sequential basis since the 2H19, due to lower debt costs associated to new funding agreements and Banxico's easing cycle.

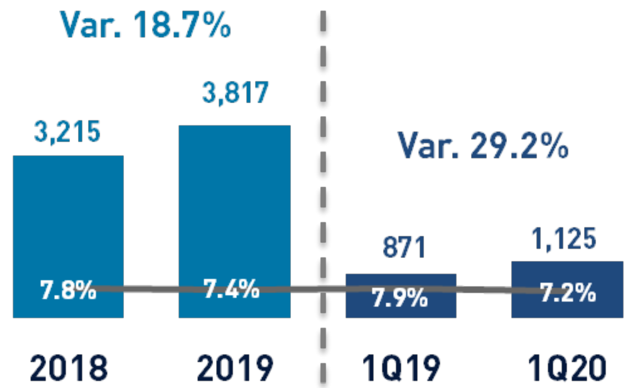
Cost of Funding and Interest Cost	1Q20	1Q19	Var.%
Cost of funding	**10.08%**	**10.09%**	**-1 bps**
Breakdown:			
Interest rate growth			-2 bps
Increase due to increase in our debt			1 bps
Interest cost	**1,802**	**1,529**	**273**
Breakdown:			
Interest rate growth			0
Increase due to incremental debt			273

Financial margin increased 29.2% compared to 1Q19, reaching Ps. 1,125 million. This improvement is related to higher interest income from our different business lines, as well as a containment in our interest costs during the quarter. As a result, the financial margin as percentage of sales improved by 210 bps to 38.4% in 1Q20 vs. 1Q19, showing a recovery in profitability. However, the annualized NIM contracted by 70 basis points to 7.2% in 1Q20 vs. 1Q19, explained by the negative carry showed in 4Q19 and a proactive deceleration of our business due to current market conditions.

Financial Margin as % of Interest Income



Financial Margin and NIM



The loan loss provision portfolio for 1Q20 increased to Ps. 127 million from Ps. 59 million in 1Q19, consistent with our portfolio growth and current market conditions. These provisions are created according to our loan loss reserve policy attached to the guidelines defined by IFRS.

Adjusted financial margin during 1Q20 was Ps. 998 million, an increase of 23.0% vs. Ps. 812 million in 1Q19.

Administrative expenses consist of investments in marketing, administrative services, legal and professional fees and other administrative expenses. The administrative expenses for 1Q20 increased by 14.8% compared to 1Q19, reaching Ps. 373 million. This increase is mainly attributable to the marketing expenses that were programed at the beginning of the year that correspond to the launch of the advertising campaign "Entrepreneur made in Mexico", as well as administrative expenses of "Uniclick". However, OpEx as a percentage of sales improved by 80 bps in 1Q20 to 12.7% from 13.5% in 1Q19.

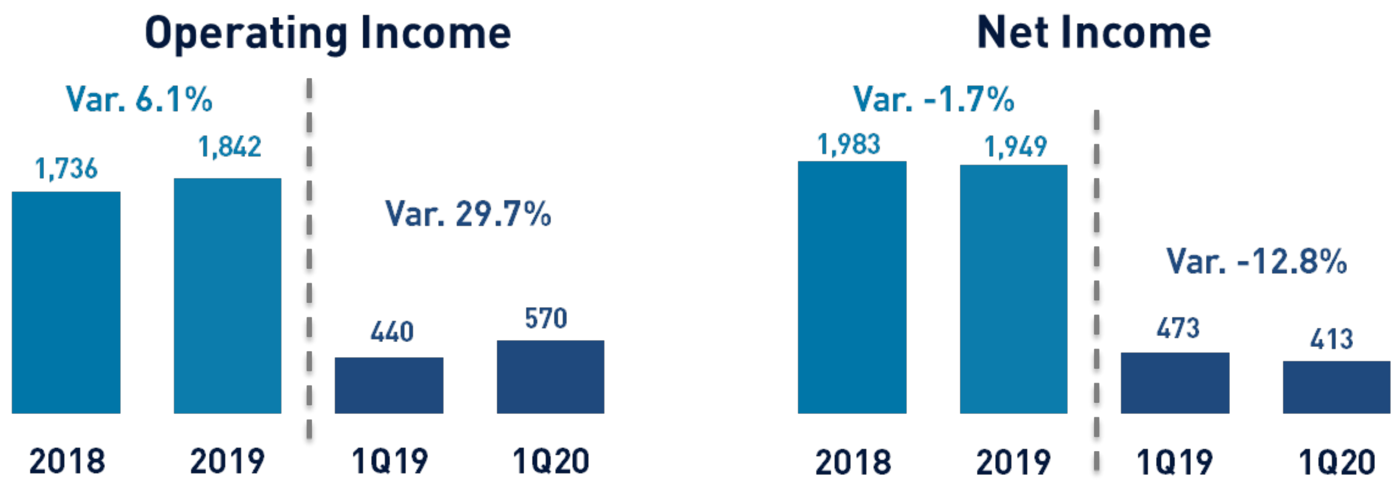
Expenses	1Q20	1Q19	Var.%
Administrative services	193	197	(2.0%)
Legal and professional fees	63	52	20.6%
Other administrative expenses	117	75	55.0%
Administrative Expenses	**373**	**325**	**14.8%**
Depreciation of own equipment	57	29	97.0%
Loss (profit) on sale of fixed assets	(1)	19	(107.7%)
Other Expenses	**55**	**47**	**16.4%**
Total Expenses	**428**	**372**	**15.0%**

Operating income reached Ps. 570 million during the period, an increase of 29.7% in 1Q20, compared to Ps. 440 million in 1Q19, driven by the restraint in our interest costs, as well as a profit on our sale of fixed assets.

The financing result consists of bank commissions and fees, in addition to gains/losses related to foreign exchange rates, cash assets and liabilities. The total financing result for 1Q20 was a loss of Ps. 55 million, mainly explained by a foreign exchange loss of Ps. 135 million due to the depreciation of the exchange rate by the end of the quarter.

Financing Result	1Q20	1Q19	Var.%
Foreign exchange loss - net	(135)	58	(334.1%)
Bank commissions and fees	(2)	(7)	(73.1%)
Investment interest	80	67	19.2%
Other income (expenses) products	1	21	(93.1%)
Financing Result	**(55)**	**138**	**(140.2%)**

Net income for 1Q20 closed at Ps. 413 million compared to Ps. 473 million in 1Q19. This decrease is primarily attributed to the negative impact of the foreign exchange derived from financial volatility at quarter-end, as well as lower originations and additional loan loss reserves, as a result of implementing risk-related strategies to cope with the current global situation.



Balance Sheet

Financial Assets

The total loan portfolio reached Ps. 63,340 million in 1Q20, an increase of 34.8% compared to the portfolio of Ps. 47,004 million reported in 1Q19, due to new originations over the past 12 months.

Leasing	1Q20	1Q19	Var. %
Net loan portfolio	45,991	35,798	28.5%
Non-performing loans	2,511	1,479	69.8%
Loan loss reserve	(1,189)	(690)	72.3%
Total loan portfolio	**47,180**	**36,488**	**29.3%**
Factoring			
Net loan portfolio	2,717	2,564	6.0%
Non-performing loans	128	141	(9.1%)
Loan loss reserve	(128)	(141)	(9.1%)
Total loan portfolio	**2,845**	**2,705**	**5.2%**
Auto, Structured Leasing & Other loans			
Net loan portfolio	13,206	7,770	70.0%
Non-performing loans	110	41	168.1%
Loan loss reserve	(110)	(41)	168.1%
Total loan portfolio	**13,315**	**7,811**	**70.5%**
Total Loan Portfolio			
Net loan portfolio	61,913	46,132	34.2%
Total non-performing loans	2,749	1,661	65.5%
Loan loss reserves	(1,427)	(872)	63.7%
Total loan portfolio	**63,340**	**47,004**	**34.8%**

Non-performing loans as a percentage of the total loan portfolio represented 4.3% in 1Q20, reaching Ps. 1,427 million. For factoring and auto & other loans, the NPL classification starts at 31 days past due date and considers the full amount of the net present value, plus accrued interest. The lease portfolio NPL classification starts at 91 days past due, and mainly considers the full amount of the NPV, as shown in the table below.

Aging balances (days)	Leasing	Factoring	Auto & other loans	Total	% Total
0 - 30	39,301	2,717	13,206	55,224	87.2%
31 - 60	3,917	8	50	3,975	6.3%
61 - 90	1,451	30	8	1,489	2.4%
>90	2,511	90	51	2,652	4.2%
Total Portfolio	**47,180**	**2,845**	**13,315**	**63,340**	**100%**
Loan loss reserve	(1,189)	(128)	(110)	(1,427)	

The loan loss reserve for 1Q20 ended at Ps. 1,427 million, an increase of 63.7% compared to Ps. 873 million in 1Q19. These provisions are created according to our loan loss reserve policy attached to the guidelines defined by IFRS. This methodology is based on an expected loss basis.

For the leasing portfolio, the expected loss provision is based on historic payment behavior, the current environment and a reasonable provision for future payments. The recovery value of leased assets, which were more than 90 days past-due, was Ps. 2,436 million in 1Q20. The estimated break-even value of these assets was 54.3% as of 1Q20; as shown in the table below. It is relevant to highlight that UNIFIN's current loan loss reserve is enough to account for potential loan losses in the short and long-term.

Historically, the Company has sold its repossessed assets at approximately 80% of their recovery value.

% Recovery	Est. Recovery value	NPL +90	Gain (loss)	Potential charge-off
100.0%	2,436	2,511	(75)	-
85.0%	2,071	2,511	(440)	-
70.0%	1,705	2,511	(806)	-
55.0%	1,340	2,511	(1,171)	-
54.3%	**1,322**	**2,511**	**(1,189)**	**0**
Reserve	**(1,189)**			

Total assets as of March 31, 2020 reached Ps. 93,886 million, a growth of 49.6% compared to last year, of which 39.3% is active in the short term and 60.7% is long term. The increase is mainly driven by: 1) the consolidated loan portfolio expansion, 2) the gain from financial derivative instruments as consequence of the peso against the US dollar, and 3) PP&E as a result of the fair value of the operating asset.

Financial Liabilities

Financial liabilities at the end of March 31, 2020 were Ps. 77,728 million, an increase of 50.6% compared to Ps. 51,614 million in 1Q19, attributed mainly to portfolio growth. The weighted average term of the liabilities was 46 months vs. 30 months for the total portfolio.

Financial Liabilities	1Q20	% total	1Q19	% total	Var.%
International Notes	42,921	55.2%	21,191	41.1%	102.5%
Banks	21,255	27.3%	15,529	30.1%	36.9%
Securitizations	13,551	17.4%	14,894	28.9%	(9.0%)
Total Financial Liabilities	**77,728**	**100.0%**	**51,614**	**100.0%**	**50.6%**

In 1Q20, the fixed rate debt accounted for 82% of the total debt, with the remaining 18% at a variable rate.

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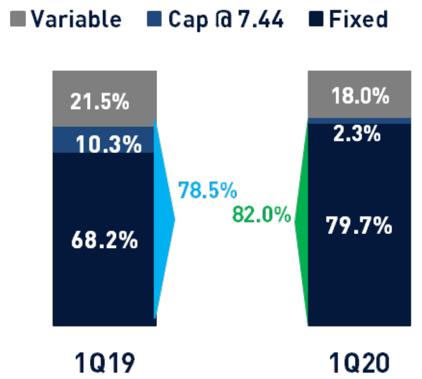
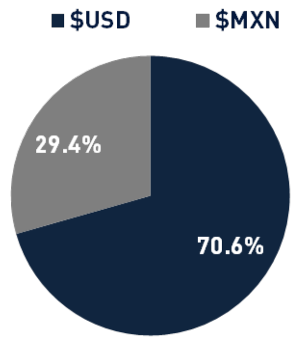
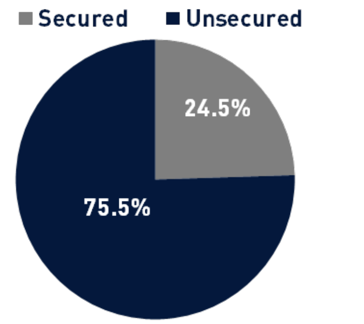
Rates



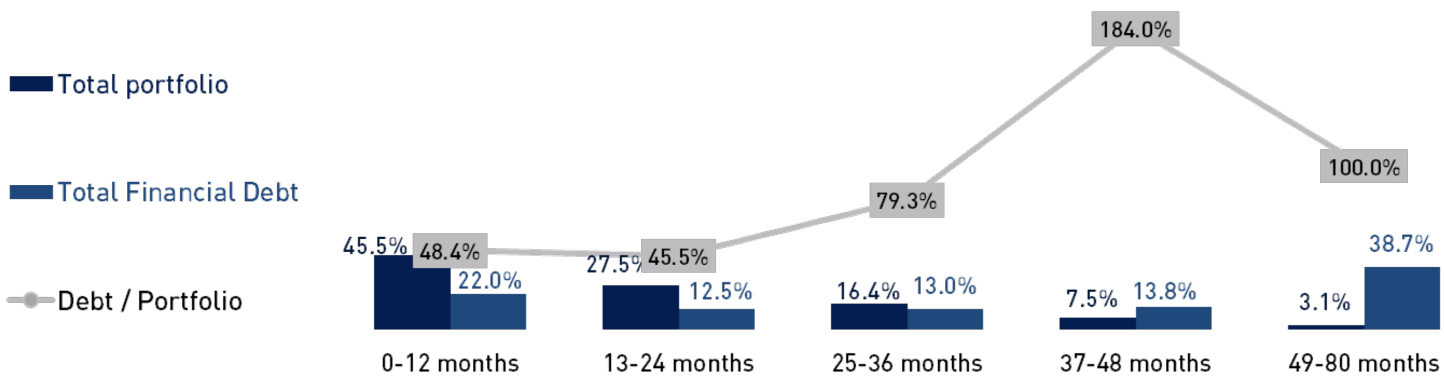
MXN vs. USD



Secured vs. Unsecured



Maturity Profile



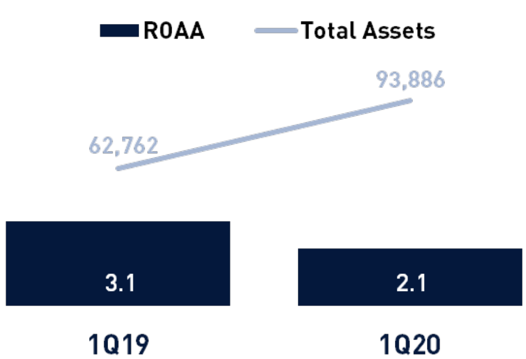
The total financial debt of Ps. 17,125 million (or 22.0% of total financial debt) maturing in the next 12 months is composed as follows: 1) banking lines account for Ps. 12,757 million, of which ~64% are revolving lines that were successfully renewed during the quarter; 2) securitizations represent Ps. 3,960 million; and 3) international notes account for Ps. 408 million corresponding to the payment of interest coupons for the next 12 months.

Stockholders' equity closed at Ps. 12,271 million, an increase of 31.6% compared to Ps. 9,325 million in 1Q19, driven mainly by higher retained earnings and other capital accounts, which refers to the difference between the fair value (or market value) and the acquisition cost of the operating asset.

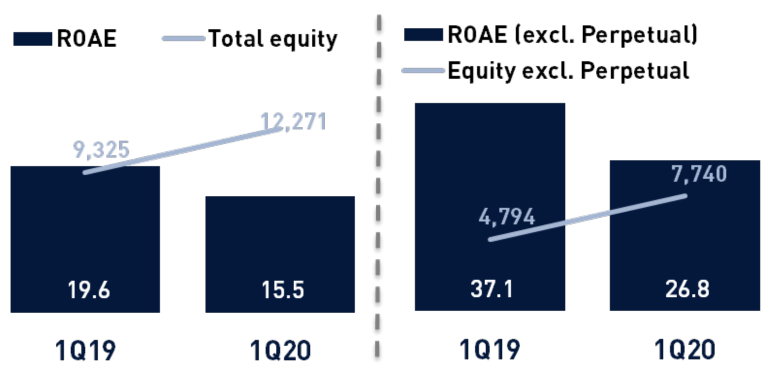
Financial Ratios

At the end of 1Q20, ROAA stood at 2.1%. The ROAE was 15.5% and excluding the perpetual bond closed at 26.8%.

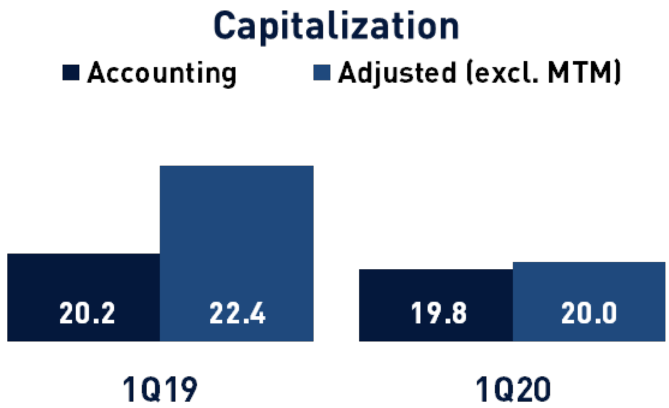
ROAA

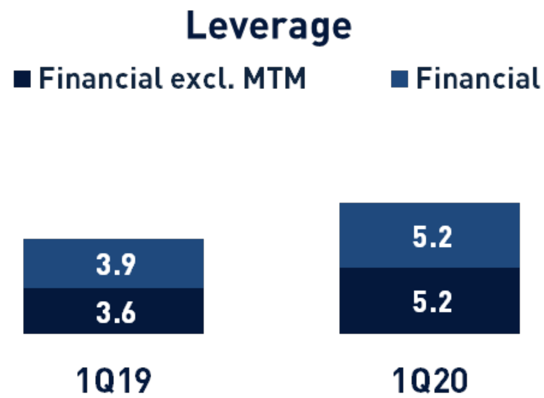


ROAE



Capitalization Ratio (Stockholders' equity / net loan portfolio) for the period represented 19.8%; while the financial leverage ratio was 5.2x at the end of the first quarter of 2020.





Operational Summary

In 1Q20, the Company's total origination volume ended at Ps. 7,164 million, a decrease of 16.5% vs 1Q19. The lower origination volume is mainly a consequence of the slowdown in our leasing and auto loans business, as a result of implementing selective origination standards and a redefinition in our risk scorecard to cope with the current global situation given the COVID-19.

By Business Line

Leasing	1T20	1T19	Var.%
Origination volume (in Ps. million)	3,730	4,751	(21.5%)
Total Portfolio balance (in Ps. million)	47,180	36,488	29.3%
WAVG (months)	31		
Number of clients	4,320		
Average ticket (in Ps. million)	10.9		
Factoring			
Origination volume (in Ps. million)	2,932	2,980	(1.6%)
Total Portfolio balance (in Ps. million)	2,845	2,705	5.2%
WAVG (days)	96		
Number of clients	796		
Average ticket (in Ps. million)	3.6		
Auto loans			
Origination volume (in Ps. million)	502	848	(40.8%)
Total Portfolio balance (in Ps. million)	3,002	2,343	28.1%
WAVG (months)	33		
Number of clients	1,584		
Average ticket (in Ps. million)	1.9		

By Geographic Zone

Leasing	
Mexico City & metro	62.3%
Nuevo Leon	9.2%
Coahuila	3.1%
Puebla	2.5%
Veracruz	2.3%
Jalisco	2.2%
Others	18.4%
	100.0%

Factoring	
Mexico City & metro	83.7%
Nuevo Leon	5.3%
Jalisco	3.2%
Veracruz	2.4%
Puebla	1.8%
Guanajuato	0.8%
Others	2.8%
	100.0%

Auto loans	
Mexico City & metro	95.6%
Guanajuato	2.6%
Queretaro	0.3%
Nuevo Leon	0.2%
Colima	0.2%
Nayarit	0.2%
Others	0.9%
	100.0%

By Economic Sector

Leasing	
Services	47.6%
Industry & mfg.	29.9%
Commerce	9.9%
Transportation	6.3%
Construction	6.3%
	100.0%

Factoring	
Services	48.0%
Industry & mfg.	25.6%
Commerce	20.5%
Transportation	4.1%
Construction	1.8%
	100.0%

Auto loans	
Services	66.1%
Transportation	28.4%
Commerce	3.8%
Industry & mfg.	1.3%
Construction	0.4%
	100.0%

By Type of Asset

Leasing	
Transportation	34.5%
Machinery	30.5%
Others	35.0%
	100.0%

Other Relevant Events

January 8, 2020 – UNIFIN acquired ~7.5 million shares through its repurchase program in the stock market.

February 19, 2020 – The CNBV finalized the process of approving the cancellation of 7.5 million shares of the Company's capital stock.

March 10, 2020 – UNIFIN announces its partnership with Google Mexico to create Uniclick, the business accelerator that will boost Mexican SMEs.

March 25, 2020 – UNIFIN announces measures in response to COVID-19

March 27, 2020 – UNIFIN informs the actions taken by S&P Global Ratings as a result of the downgrade in the sovereign rating of Mexico on March 26, 2020

April 7, 2020 – UNIFIN informs actions taken by HR Ratings as a result of the downgrade in the sovereign rating of Mexico on April 1, 2020.

April 14, 2020 – UNIFIN postpones Ordinary Annual General Shareholders Meeting due to COVID-19.

Analyst Coverage

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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 and auto 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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Income Statement

Figures in Ps. million	1Q20	1Q19	Var.%
Interest income from leasing	2,240	1,844	21.5%
Interest income from factoring	149	123	20.9%
Interest income from auto loans	128	82	57.4%
Interest income and commissions from other loans	408	350	16.6%
Interest income	**2,926**	**2,399**	**22.0%**
Interest cost	1,802	1,529	17.8%
Financial margin	**1,125**	**871**	**29.2%**
Allowance for loan loss portfolio	127	59	114.5%
Adjusted financial margin	**998**	**812**	**23.0%**
Administrative services	193	197	(2.0%)
Legal and professional fees	63	52	20.6%
Other administrative expenses	117	75	55.0%
Depreciation of own equipment	57	29	97.0%
Loss (profit) on sale of fixed assets	(1)	19	(107.7%)
Operating income	**570**	**440**	**29.7%**
Foreign exchange loss, net	(135)	58	(334.1%)
Bank commissions and fees	(2)	(7)	(73.1%)
Interest on investments	80	67	19.2%
Other income (expenses) products	1	21	(93.1%)
Profit (loss) before results of associated companies	**515**	**578**	**(10.9%)**
Results of associated companies	6	11	(43.3%)
Income tax	108	115	(5.8%)
Net income	**413**	**473**	**(12.8%)**

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Balance Sheet

Figures in Ps. million	1Q20	1Q19	Var.%
Assets			
Cash & cash equivalents	3,568	4,800	(25.7%)
Net loan portfolio	27,413	19,981	37.2%
Financial derivative instruments	4,118	166	2379.2%
Other current assets	1,820	654	178.2%
Current assets	**36,919**	**25,602**	**44.2%**
Non-current assets held for sale	1,545	946	63.3%
Net loan portfolio	34,500	26,150	31.9%
Property, furniture and equipment - net	6,282	864	627.0%
Investment properties	250	168	48.8%
Intangible assets	99	121	(18.1%)
Financial derivative instruments	10,663	3,561	199.5%
Deferred taxes	3,536	5,264	(32.8%)
Other non-current assets	92	86	7.1%
Non-current assets	**55,423**	**36,214**	**53.0%**
Total assets	**93,886**	**62,762**	**49.6%**
Liabilities and stockholders' equity			
Bank loans	12,757	11,651	9.5%
Debt securities	3,960	2,705	46.4%
Senior notes	408	125	225.5%
Sundry creditors	777	73	967.9%
Tax payable	75	178	(57.9%)
Financial derivative instruments	806	103	680.6%
Other accounts payable	1,615	1,426	13.3%
Current liabilities	**20,397**	**16,260**	**25.4%**
Bank loans	8,414	3,878	117.0%
Debt securities	9,859	12,190	(19.1%)
Senior notes	42,330	21,066	100.9%
Financial derivative instruments	615	43	1333.6%
Non-current liabilities	**61,217**	**37,176**	**64.7%**
Total liabilities	**81,615**	**53,436**	**52.7%**
Stockholders' equity	2,582	2,894	(10.8%)
Equity reserve	274	274	0.0%
Retained earnings	3,224	2,140	50.7%
Net income	413	474	(12.9%)
Subordinated perpetual notes	4,531	4,531	(0.0%)
Accumulated other comprehensive income	(119)	(987)	(88.0%)
Other capital accounts	1,366	0	NA
Total stockholders' equity	**12,271**	**9,325**	**31.6%**
Total liabilities & stockholders' equity	**93,886**	**62,762**	**49.6%**

Appendix

Appendix 1 – Glossary of Metrics

1. Net interest margin (NIM) - Calculated as LTM of financial margin / average net portfolio
2. OpEx - Calculated as administrative services, legal and professional fees and other administrative expenses divided by total income.
3. Efficiency ratio - Calculated as administrative services, legal and professional fees, depreciation and other administrative expenses divided by the sum of gross margin, bank commissions and fees.
4. NPL ratio - Calculated as total past-due loan portfolio (leasing, factoring & auto) / total portfolio
5. Coverage ratio - Calculated as total past-due loan portfolio / total allowances for loan losses
6. ROA - Calculated as consolidated net income / assets for the previous 12 months.
7. ROAA - Calculated as consolidated net income / average assets for the previous 12 months
8. ROE - Calculated as consolidated net income / total stockholders' equity for the previous 12 months.
9. ROAE - Calculated as consolidated net income / average total stockholders' equity for the previous 12 months.
10. Capitalization - Calculated as equity / total net loan portfolio
11. Financial leverage - Calculated as financial liabilities (excl. securitizations) / equity
12. Total leverage - Calculated as total liabilities (excl. securitizations) / equity
13. EPS – Calculated as consolidated net income / net outstanding shares

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	400	sep-23	Fixed	USD	BB- / BB / BB+
UNIFIN 2025	450	jan-25	Fixed	USD	BB- / BB / BB+
UNIFIN 2026	300	feb-26	Fixed	USD	BB- / BB / BB+
UNIFIN 2028	450	jan-28	Fixed	USD	BB- / BB / BB+
Total	**1,800**				

Securitization	Outstanding[1]	Maturity	Rate	Currency	Rating[3]
Private securitization	2,500	jun-25	Variable	MXN	mxAAAS&P / HRAAA
Private securitization	2,500	mar-25	Variable	MXN	Fitch AAA
UFINCB15	223	sep-20	Variable	MXN	mxAAAS&P / HRAAA
UFINCB16	912	feb-21	Variable	MXN	mxAAAS&P / HRAAA
UNFINCB16	708	sep-21	Variable	MXN	mxAAAS&P / HRAAA
UNFINCB16-2	708	sep-21	Fixed	MXN	mxAAAS&P / HRAAA
UNFINCB17	1,500	mar-22	Variable	MXN	mxAAAS&P / HRAAA
UNFINCB17-2	1,500	mar-22	Fixed	MXN	mxAAAS&P / HRAAA
UNFINCB17-3	2,500	sep-22	Variable	MXN	mxAAAS&P / HRAAA
UNFINCB17-4	1,000	sep-22	Fixed	MXN	mxAAAS&P / HRAAA
Total	**14,051**				

(1) Excludes accrued interest and deferred charges
(2) International rating
(3) Local rating

UNIFIN
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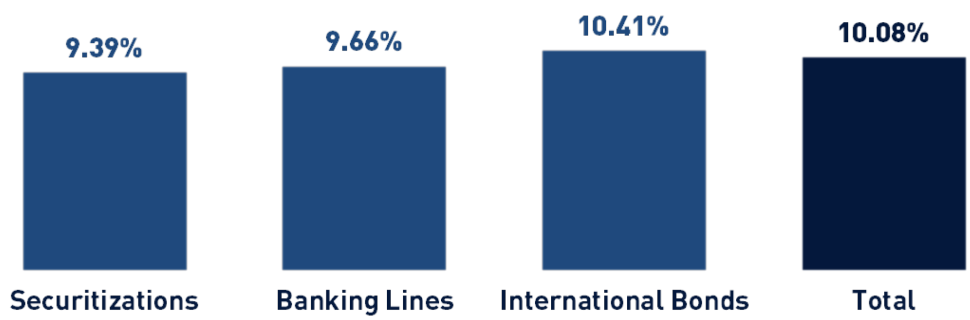
Bank Credit Lines	Outstanding[1]	Rate
Bladex / Nomura	5,357	Libor / 4.75
Barclays	1,651	Libor / 3.75
Barclays	1,700	Libor / 4.25
Deutche Bank	1,214	Libor / 3.75
ResponsAbility	850	Libor / 4.50
Blue Orchard	801	Libor / 4.30
Banamex	486	Libor / 4.00
Nafin	2,500	TIIE / 2.60
Banamex	2,000	TIIE / 2.65
Santander	1,000	TIIE / 2.50
Scotiabank	1,000	TIIE / 2.50
Bancomext	957	TIIE / 2.70
Scotiabank Bilateral	712	TIIE / 3.00
Scotiabank Warehouse	500	TIIE / 2.50
Banamex	500	TIIE / 3.00
Total	**21,228**	

[1] Excludes accrued interest and deferred charges

Appendix 3 – Weighted Average Cost of Funding



Appendix 4 – Share Repurchase Program

Share repurchase program	Shares
Initial balance of the repurchase program as of 31/12/2019	**24,847,132**
Total acquired shares 2020	**9,602,466**
1Q20	9,602,466
Total sold shares 2020	**294,816**
Final balance of the repurchase program as of 31/03/2020	**34,154,782**

Appendix 5 – Company Capital Structure

Shares Structure	Shares As of Mar 2020
Control trust	199,939,058
Employee Trust	12,998,085
Current float	132,362,857
Total shares held in Treasury	34,154,782
Total outstanding shares	**345,300,000**