



**UNIFIN** | **PODER PARA  
TU NEGOCIO**

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**Date: Friday, October 23<sup>rd</sup>, 2020**

**Time: 11:00 a.m. Eastern Time / 10:00 a.m. Mexico City time**

**Presenting for UNIFIN:**

**Mr. Sergio Camacho - Chief Executive Officer**

**Mr. Sergio Cancino - Chief Financial Officer**

**Mr. David Pernas - Director, IR & Corporate Finance**

**Webcast invitation click here: **UNIFIN 3Q20****

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## Message from the CEO

In the face of a highly adverse economic and social environment, 2020 has been an atypical year, to say the least. In this scenario, UNIFIN's resilience can be explained by our successful and long track record, and the underlying strength of our business model. As the year ends and bolstered by our 27-year history and deep knowledge of Mexican SMEs, we are confident that we have taken the right measures to navigate this unprecedented situation.

The successful capital raise we carried out this quarter reflects the above and the trust that our investors place in the Company, its strategy and the team who runs it.

We view next year with some optimism, as the global economy is beginning to recover, driven by the gradual opening of activities after the relaxation of confinement measures, the significant fiscal and monetary stimulus implemented around the world, as well as medical advances towards the development of a vaccine and treatments for COVID-19.

However, we are aware that there is still a high degree of uncertainty, with the risk of a second wave of contagions leading to further tightening of confinement measures globally, as well as political uncertainty in the run up to the U.S. presidential election in early November.

In Mexico, after the sharp economic recession observed after the pandemic took hold, economic figures suggest that a gradual recovery began in June. This recovery differs between sectors; manufacturing has experienced a further uptick, while services remain weakened by restrictions in the sector.

In the coming months, the economic recovery, aided by the bounce back in the US, the successful implementation of the USMCA, as well as an expansive monetary policy, is expected to continue. The Economic Recovery Agreement announced by the government in the past weeks will serve as an additional impetus, boosting job creation and public-private investment in strategic areas for the country.

Regarding Unifin's performance during the third quarter, we are pleased to report that the asset quality remained resilient despite the difficult economic environment. Our NPL portfolio reached 4.9% of total loans, an important improvement when compared to 2Q20. This accentuates the strengths of leasing as funding alternatives in the context of the Mexican market, as companies need to do what is possible to maintain ownership of the assets that are fundamental for their client's operational cycle. Reflecting the importance of responding to the needs of our clients, we renegotiated about 5.8% of our credits in the quarter, extending deadlines in most cases, taking the right measures to support our clients cashflows.

Our commitment is to maintain the resilience we have shown in recent months. Our motivation is driven by our firm conviction in the ability of Mexican entrepreneurs, our ability to adapt to our clients' needs, and the immense growth opportunities offered by the market.

**Sergio Camacho**  
**CEO**



## UNIFIN strengthens its capital structure, reports solid financial results for 3Q20

Mexico City, October 22<sup>nd</sup>, 2020 – UNIFIN Financiera, S.A.B. de C.V. (“UNIFIN” or “the Company”) (BMV: UNIFINA), announces its results for the third quarter of 2020 (“3Q20”). 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”).

### 3Q20 Highlights

- The Company successfully concluded a capital increase, for an amount of Ps. 2,520 million with the issuance, subscription, and payment of 140 million shares. The capital raise strengthens our capital structure as a counter-cyclical measure under this economic environment and highlights the trust and commitment of our shareholders in the future of the business.
- The **capitalization ratio** was 19.9% vs. 18.2% in 3Q19. **Capitalization ratio excluding MTM** increased to 24.1% from 20.0% in 3Q19.
- The **total loan portfolio** amounted to Ps. 65,357 million in 3Q20, while the NPL ratio stood at 4.9%, an 80-basis points improvement vs. 2Q20.
- The **loan loss reserve** for 3Q20 increased by Ps. 395 million, an increase of 6x vs. 3Q19. The **coverage ratio** stood at 70.3% vs. 47.3% from 3Q19.
- During 3Q20 the Company repurchased bonds equivalent to USD 13.9 million in face value.
- **Adjusted financial margin** in 3Q20 ended at Ps. 515 million, mainly impacted by higher provisions in an amount of Ps. 395 million due to lower interest income related to the cautious measures taken to face the challenging economic situation.
- **Net income** for 3Q20 closed at Ps. 385 million compared to Ps. 472 million in 3Q19.



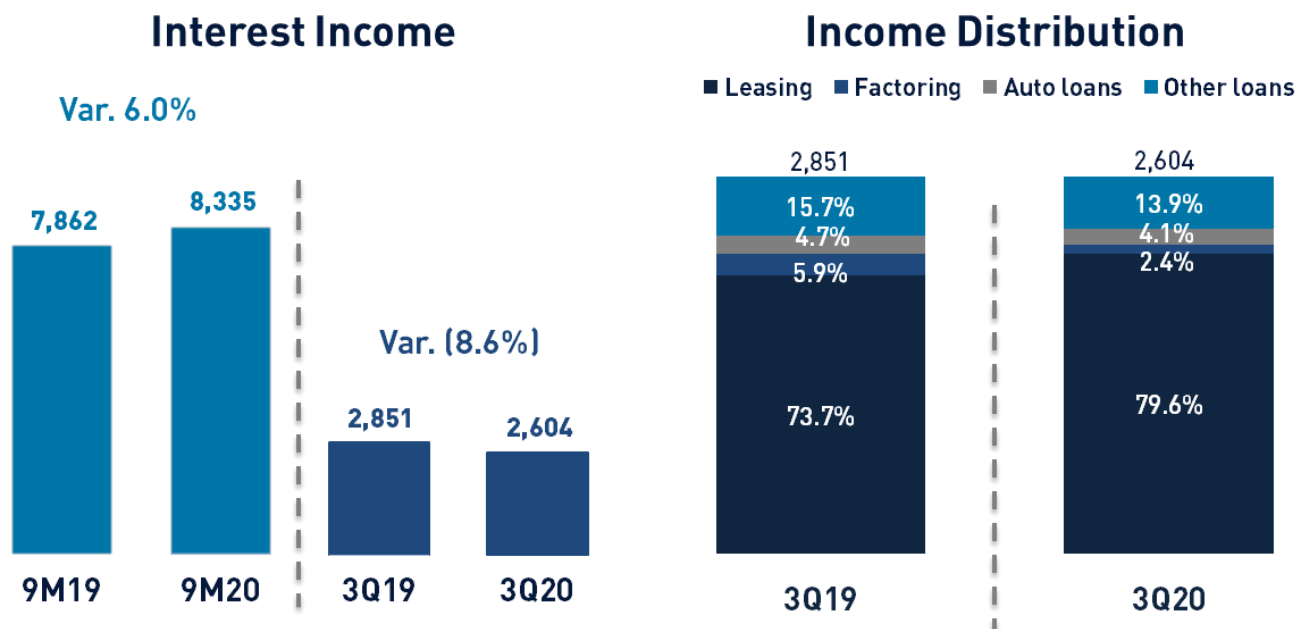
## Financial Summary

Figures in Million Pesos

Financial Metrics	3Q20	3Q19	Var. %	9M20	9M19	Var. %
Interest income	2,604	2,851	(8.6%)	8,335	7,862	6.0%
Interest cost	1,667	1,911	(12.8%)	5,205	5,136	1.3%
Financial margin	910	940	(3.2%)	3,103	2,726	13.8%
Financial margin (as % of income)	34.9%	33.0%		37.2%	34.7%	
Loan loss reserves	395	65	505.9%	1,150	154	645.3%
Adjusted financial margin	515	875	(41.1%)	1,953	2,572	(24.1%)
Admin. expenses	369	314	17.8%	1,114	991	12.4%
Operating income	76	474	(84.0%)	654	1,404	(53.4%)
Operating income margin	2.9%	16.6%		7.9%	17.9%	
Comprehensive financing result	411	117	251.5%	662	302	119.1%
Net income before tax	491	596	(17.6%)	1,335	1,731	(22.9%)
Net income	385	472	(18.5%)	1,058	1,398	(24.3%)
Net income margin	14.8%	16.5%		12.7%	17.8%	
Operating Metrics				9M20	9M19	Var. %
Total portfolio				65,357	55,051	18.7%
Leasing				48,946	40,225	21.7%
Factoring				2,076	2,710	(23.4%)
Auto loans				2,721	2,982	(8.8%)
Structured leasing & other loans				11,614	9,134	26.7%
NPL ratio				4.9%	3.9%	
Key Financial Indicators				9M20	9M19	
Net Interest Margin (NIM)				6.8%	7.6%	
Efficiency ratio				48.2%	42.6%	
ROAA				1.9%	3.1%	
ROAE				13.7%	21.0%	
ROAE (excl. Perpetual Bond)				22.4%	39.7%	
Capitalization (equity / net loan portfolio)				19.9%	18.2%	
Capitalization (excl. MTM)				24.1%	20.0%	
Equity / total assets				14.8%	13.1%	
Financial leverage (excl. ABS)				4.6 x	4.5 x	
Financial leverage (excl. ABS and MTM)				3.8 x	4.1 x	
Total leverage (excl. ABS)				4.8 x	5.0 x	



## Income Statement



In 3Q20, **interest income** decreased by 8.6% compared to the same period of the previous year, to Ps. 2,604 million. This variation was mainly driven by a slowdown in all our business. **Leasing interest** decreased by 1.3% to Ps. 2,073 million due to a decline in originations vs the same period of 2019. **Factoring interest** decreased by 62.4% to Ps. 63 million, while **auto loans interest** decreased by 21.4%, accounting for Ps. 106 million in 3Q20. **Interest income and commissions from other loans** accounted for Ps. 362 million, a 19.0% decrease versus the previous year, which includes the income from our structured leasing and working capital credit loans business lines.

**Interest costs** for 3Q20 decreased 12.8%, to Ps. 1,667 million, explained by our strict control of debt incurrence in addition to the repurchase of our bonds for USD 13.9 million at face value. This resulted in a positive impact of Ps. 89.1 million reported under interest costs. During the quarter, the weighted average funding cost decreased to 10.1% due to strategic financing activities over the last 12 months and quantitative easing policies from the Central Bank.

### Weighted Average Cost of Funding

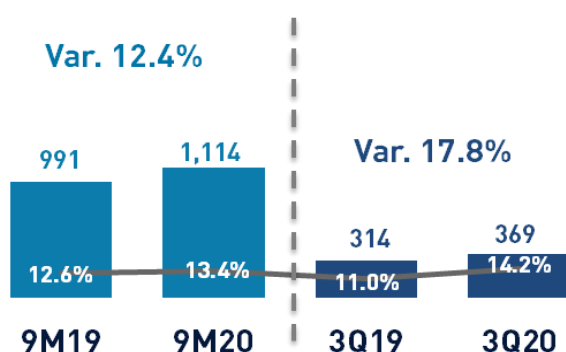


The **financial margin** for the quarter decreased by 3.2%, compared to 3Q19, reaching Ps. 910 million pesos. This decrease comes mainly from lowering our exposure in the factoring business and prudence in the face of the challenging macroeconomic environment. The annualized **NIM** contracted 84 basis points to 6.8% in 3Q20 vs. 3Q19, explained by the deceleration of our business due to current economic conditions and increase in the outstanding balance of the portfolio due to implementation of our Covid-19 support program.

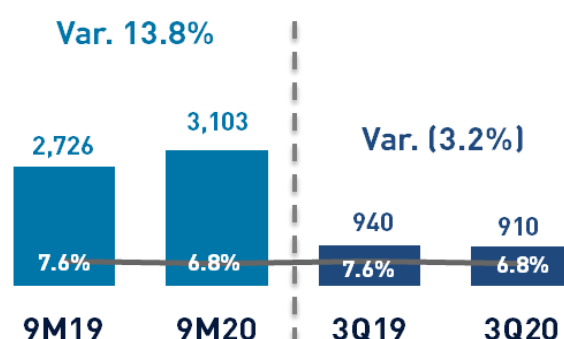
The **loan loss reserve portfolio** for 3Q20 increased by 6x to 395 million vs. Ps. 65 million in 3Q19 consistent with the current economic conditions including provisions made for the aid program launched during the year and the Company's conservative strategy to manage the COVID-19 pandemic.

As a result, the **adjusted financial margin closed** at 515 million, a decrease of 41.1% compared to the same quarter of last year.

### Admin. Expenses and OPEX



### Financial Margin and NIM



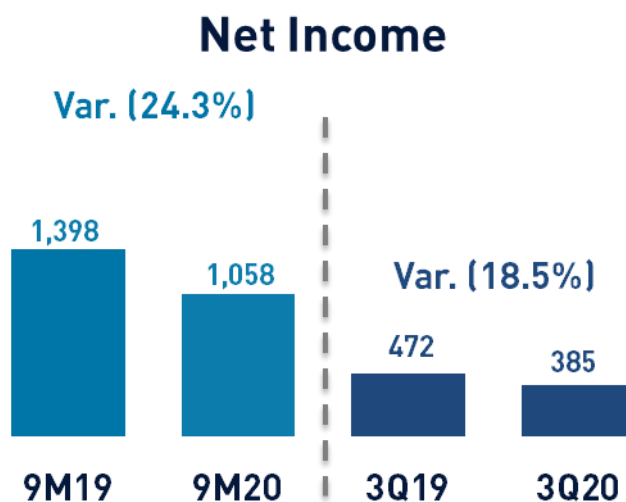
**Administrative expenses** consisting of investments in marketing and promotion, administrative services, legal, and professional fees, increased by 17.8% compared to 3Q19, reaching Ps. 369 million. This increase is mainly attributable the associated costs of reducing our headcount in 5%, and the Company's substantial efforts related to our business intelligence and Uniclick business branches. Consequently, **OPEX** as a percentage of sales increased by 320 basis points in 3Q20 to 14.2% vs. 11.0% in 3Q19.

Expenses	3Q20	3Q19	Var. %	9M20	9M19	Var. %
Administrative services	201	194	3.8%	584	582	0.2%
Legal and professional fees	69	62	11.2%	188	165	14.3%
Other administrative expenses	100	58	71.6%	342	244	40.4%
<b>Administrative Expenses</b>	<b>369</b>	<b>314</b>	<b>17.8%</b>	<b>1,114</b>	<b>991</b>	<b>12.4%</b>
Depreciation of own equipment	44	34	29.0%	154	92	67.0%
Loss (profit) on sale of fixed assets	26	53	(51.4%)	31	85	(63.9%)
<b>Other Expenses</b>	<b>70</b>	<b>87</b>	<b>(19.9%)</b>	<b>185</b>	<b>177</b>	<b>4.2%</b>
<b>Total Expenses</b>	<b>439</b>	<b>401</b>	<b>9.6%</b>	<b>1,298</b>	<b>1,168</b>	<b>11.2%</b>

The **financing result** for the quarter represented a net gain of Ps. 411 million, mainly explained by two factors 1) cancellation of derivatives related to the repurchase of bonds during the quarter, and 2) adjustments made to our hedging derivatives by enhancing the positive MTM valuation.

Financing Result	3Q20	3Q19	Var. %	2019	2018	Var. %
Foreign exchange profit (loss) - net	329	(5)	(6,316.0%)	461	19	2,370.7%
Bank commissions and fees	(1)	0	0	(4)	(17)	(78.6%)
Investment interest	69	52	31.1%	215	196	9.6%
Other income (expenses) products	14	70	(79.9%)	(10)	104	(109.9%)
<b>Financing Result</b>	<b>411</b>	<b>117</b>	<b>251.5%</b>	<b>662</b>	<b>302</b>	<b>119.1%</b>

The **consolidated net income** for the quarter fell by 18.5%, closing at Ps. 385 million, compared to Ps. 472 million in 3Q19, primarily attributed to the creation of higher loan loss reserves, as a result of implementing risk-related strategies in response to the current global situation, and lower origination volumes across our business lines.





## Balance Sheet

### Financial Assets

The **total loan portfolio** reached Ps. 65,357 million in 3Q20, an increase of 18.7% compared to the portfolio of Ps. 55,051 million reported in 3Q19, due to new originations over the past 12 months and the Covid-19 support program.

<b>Leasing</b>	<b>9M20</b>	<b>9M19</b>	<b>Var. %</b>
Current Portfolio	46,140	38,235	20.7%
Non-performing loans	2,806	1,990	41.0%
<b>Total loan portfolio</b>	<b>48,946</b>	<b>40,225</b>	<b>21.7%</b>
Loan loss reserve	(1,852)	(848)	118.5%
<b>Net loan portfolio</b>	<b>47,094</b>	<b>39,377</b>	<b>19.6%</b>
<b>Factoring</b>	<b>9M20</b>	<b>9M19</b>	<b>Var. %</b>
Current Portfolio	1,865	2,594	(28.1%)
Non-performing loans	211	116	81.8%
<b>Total loan portfolio</b>	<b>2,076</b>	<b>2,710</b>	<b>(23.4%)</b>
Loan loss reserve	(211)	(116)	81.8%
<b>Net loan portfolio</b>	<b>1,865</b>	<b>2,594</b>	<b>(28.1%)</b>
<b>Auto Loans</b>	<b>9M20</b>	<b>9M19</b>	<b>Var. %</b>
Current Portfolio	2,569	2,919	(12.0%)
Non-performing loans	152	63	141.1%
<b>Total loan portfolio</b>	<b>2,721</b>	<b>2,982</b>	<b>(8.8%)</b>
Loan loss reserve	(152)	(63)	141.1%
<b>Net loan portfolio</b>	<b>2,569</b>	<b>2,919</b>	<b>(12.0%)</b>
<b>Structured &amp; Other Loans</b>	<b>9M20</b>	<b>9M19</b>	<b>Var. %</b>
Current Portfolio	11,575	9,134	26.7%
Non-performing loans	39	-	100.0%
<b>Total loan portfolio</b>	<b>11,614</b>	<b>9,134</b>	<b>27.2%</b>
Loan loss reserve	(39)	-	100.0%
<b>Net loan portfolio</b>	<b>11,575</b>	<b>9,134</b>	<b>26.7%</b>
<b>Total Loan Portfolio</b>	<b>9M20</b>	<b>9M19</b>	<b>Var. %</b>
Current Portfolio	62,150	52,882	17.5%
Non-performing loans	3,207	2,169	47.9%
<b>Total loan portfolio</b>	<b>65,357</b>	<b>55,051</b>	<b>18.7%</b>
Loan loss reserve	(2,254)	(1,027)	119.5%
<b>Net loan portfolio</b>	<b>63,103</b>	<b>54,024</b>	<b>16.8%</b>

**Non-performing loans**, as a percentage of the total loan portfolio represented 4.9% in 3Q20 versus 5.7% in 2Q20, amounting to Ps. 3,207 million, evidencing the Company's strong efforts to contain portfolio health. The NPL coverage ratio improved to 70.3% for 3Q20 due to our provision's methodology.

<b>Aging balances (days)</b>	<b>Leasing</b>	<b>Factoring</b>	<b>Auto loans</b>	<b>Structured Leasing &amp; Others</b>	<b>Total</b>
0 - 30	39,189	1,847	2,537	11,291	54,864
31 - 60	3,329	9	26	220	3,584
61 - 90	3,622	9	7	64	3,702
>90	2,806	211	152	39	3,207
<b>Total Portfolio</b>	<b>48,946</b>	<b>2,076</b>	<b>2,721</b>	<b>11,614</b>	<b>65,357</b>
Loan loss reserve	(1,852)	(211)	(152)	(39)	(2,254)



The **loan loss reserve** for 3Q20 ended at Ps. 2,254 million, an increase of 120% compared to Ps. 1,027 million in 3Q19. These provisions are determined according to our loan loss reserve policy attached to the guidelines defined by IFRS on an expected loss basis. For the leasing portfolio, the expected loss provision is based on historic payment behavior, the current environment (which includes the COVID-19 program) and a reasonable provision for future payments. The recovery value of leased assets, which were more than 90 days past-due, was Ps. 2,525 million in 3Q20. The estimated break-even value of these assets was 40.0% explained by incremental coverage for NPL as of 3Q20; as shown in the table below. UNIFIN's current loan loss reserve contains sufficient capital 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)	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
<b>40.0%</b>	<b>1,010</b>	<b>2,806</b>	<b>(1,796)</b>	<b>1,852</b>	<b>57</b>
<b>Reserve</b>	<b>(1,852)</b>				

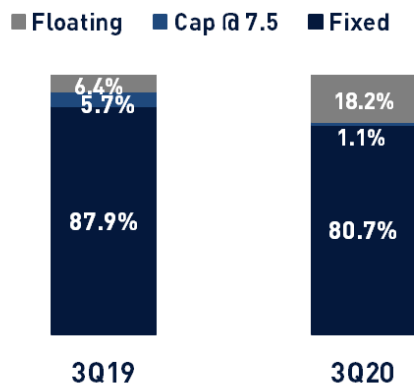
## Financial Liabilities

**Financial liabilities** at the end of September 2020 were Ps. 69,325 million, an increase of 15.7% compared to Ps. 59,917 million in 3Q19, attributed mainly to portfolio growth and depreciation of the Mexican peso. During the 3Q20 the Company repurchased and canceled USD 13.9 million of our outstanding international notes (Ps. 309.7 million). The company maintains a steady liability maturity profile with a weighted average term of 41 months vs. 30 months for the total portfolio.

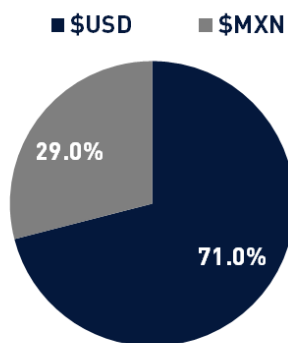
Financial Liabilities	9M20	% Total	9M19	% Total	Var.%
International Notes	38,485	55.5%	34,255	57.2%	12.4%
Revolving lines	9,346	13.5%	3,571	6.0%	161.7%
Banks	9,982	14.4%	6,099	10.2%	63.7%
Securizations	11,513	16.6%	15,992	26.7%	(28.0%)
<b>Total Financial Liabilities</b>	<b>69,325</b>	<b>100.0%</b>	<b>59,917</b>	<b>100.0%</b>	<b>15.7%</b>



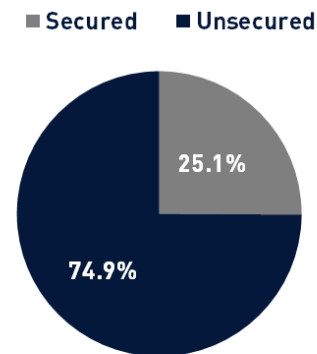
### Rates



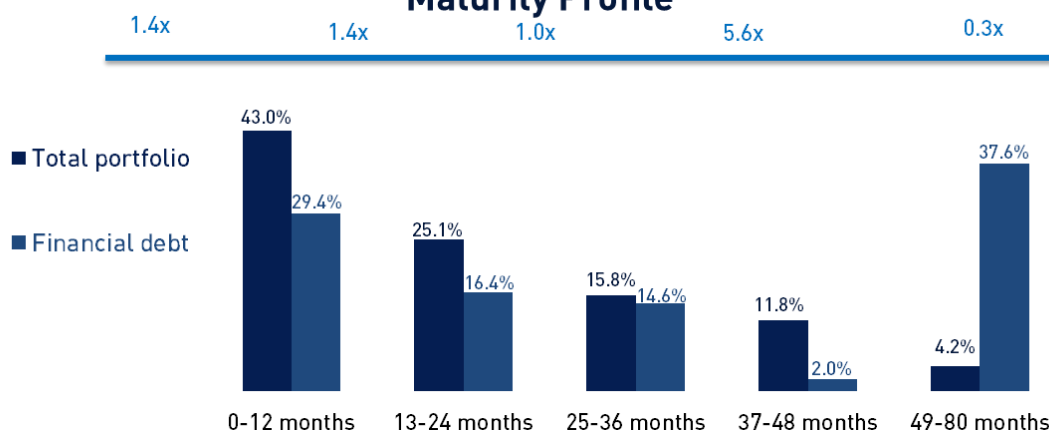
### MXN vs. USD



### Secured vs. Unsecured



### Maturity Profile



The short term financial debt is of Ps. 20,257 million maturing in the next 12 months is composed as follows: 1) banking lines account for Ps. 15,153 million (Include Ps. 8,724 million in revolving debt); 2) securitizations which represent Ps. 4,824 million; and 3) international notes that account for Ps. 280 million corresponding to the payment of interest coupons that accrued over the quarter.

**Total Stockholders' equity** closed at Ps. 12,586 million, an increase of 28.3% compared to Ps. 9,809 million in 3Q19, due to the subscription of 140 million shares, 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

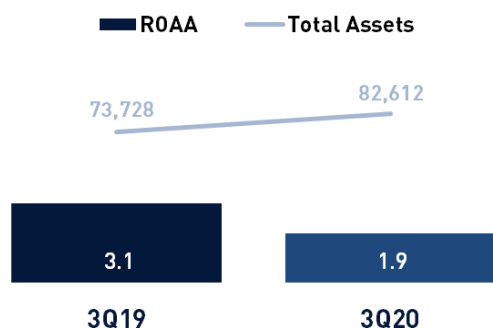
At the end of 3Q20, **ROAA** stood at 1.9%. The **ROAE** was 13.7% and excluding the perpetual bond closed at 22.4%.

The **capitalization ratio** for the period was 19.9%, while the **financial leverage** ratio was 4.6x. The capitalization ratio excluding MTM was 24.1%, while the leverage ratio stood at 3.8x. This is relevant because, due to accounting criteria, our financial assets and liabilities denominated in USD present variations as rates and the FX move, virtually offsetting our accounting capital position in our capitalization and leverage metrics.

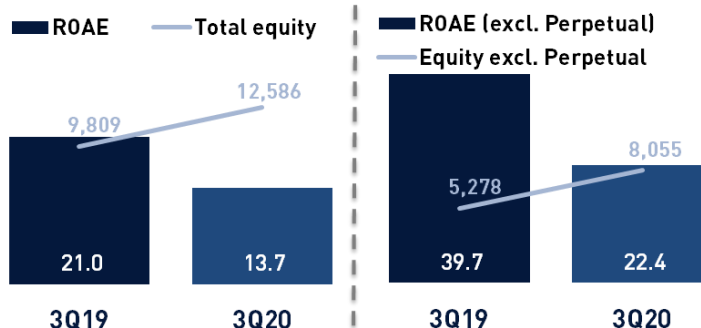
The improvement on the capital ratios is explained by from the successful capital increase closed during the quarter that amounted for Ps. 2,520 million.



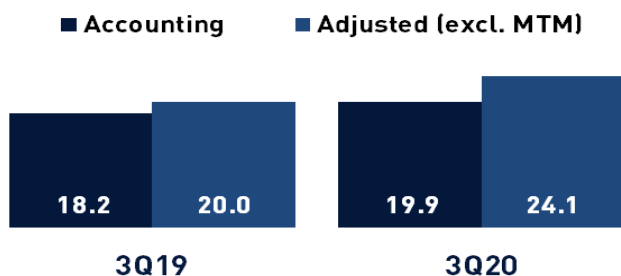
### ROAA



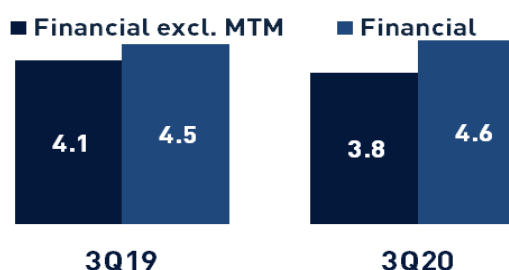
### ROAE



### Capitalization



### Leverage



## Operational Summary

In the first 9 months of the year, the Company's **total origination volume** ended at Ps. 18,886 million a decrease of 20.9% vs 9M19. The lower origination volume is mainly a consequence of the slowdown in our leasing and factoring businesses, as a result of implementing selective origination standards and a redefinition in our risk scorecard to manage the current global situation as a result of the COVID-19 pandemic.

### By Business Line

<b>Leasing</b>	<b>3Q20</b>	<b>3Q19</b>	<b>Var.%</b>
Origination volume (in Ps. million)	2,269	3,725	(39.1%)
Total Portfolio balance (in Ps. million)	48,946	40,225	21.7%
WAVG (months)	30		
Number of clients	5,228		
Average ticket (in Ps. million)	9.4		
<b>Factoring</b>	<b>3Q20</b>	<b>3Q19</b>	<b>Var.%</b>
Origination volume (in Ps. million)	1,440	2,848	(49.4%)
Total Portfolio balance (in Ps. million)	2,076	2,710	(23.4%)
WAVG (days)	98		
Number of clients	899		
Average ticket (in Ps. million)	2.3		



<b>Auto loans</b>	<b>3Q20</b>	<b>3Q19</b>	<b>Var.%</b>
Origination volume (in Ps. million)	109	504	(78.4%)
Total Portfolio balance (in Ps. million)	2,721	2,982	(8.8%)
WAVG (months)	30		
Number of clients	1,338		
Average ticket (in Ps. million)	2.0		

<b>Structured Leasing &amp; Others</b>	<b>3Q20</b>	<b>3Q19</b>	<b>Var.%</b>
Origination volume (in Ps. million)	909	408	122.8%
Total Portfolio balance (in Ps. million)	11,614	9,134	27.2%
WAVG (months)	32		
Number of clients	146		
Average ticket (in Ps. million)	79.5		

### By Geographic Area

<b>Leasing</b>	
Mexico City & metro	60.6%
Nuevo Leon	8.4%
Coahuila	5.5%
Veracruz	2.6%
Puebla	2.8%
Jalisco	2.3%
Others	17.7%
	100.0%

<b>Factoring</b>	
Mexico City & metro	85.9%
Nuevo Leon	5.9%
Veracruz	3.9%
Durango	1.0%
Puebla	0.7%
Chihuahua	0.7%
Others	1.9%
	100.0%

<b>Auto loans</b>	
Mexico City & metro	95.4%
Guanajuato	2.7%
Nuevo León	0.3%
Queretaro	0.2%
San Luis Potosi	0.2%
Nayarit	0.2%
Others	1.0%
	100.0%

### By Economic Sector

<b>Leasing</b>	
Services	44.2%
Industry & mfg.	34.6%
Commerce	9.8%
Construction	6.6%
Transportation	4.8%
	100.0%

<b>Factoring</b>	
Services	48.9%
Industry & mfg.	14.3%
Commerce	30.2%
Transportation	4.5%
Construction	2.1%
	100.0%

<b>Auto loans</b>	
Services	64.3%
Transportation	30.5%
Commerce	3.9%
Industry & mfg.	0.9%
Construction	0.4%
	100.0%

### By Type of Asset

<b>Leasing</b>	
Machinery	31.8%
Transport	29.0%
Others	39.2%
	100.0%

July 2, 2020 – UNIFIN announces the launch of its digital accelerator.

August 5, 2020 – UNIFIN announces dates to exercise right to subscribe to new shares.

August 25, 2020 – UNIFIN successfully concludes rights offering.

## Analyst Coverage

### Equity

Institution	Analyst	e-mail
Barclays	Gilberto Garcia	gilberto.garcia@barclays.com
Scotiabank	Jason Mollin	jason.mollin@scotiabank.com
Punto Casa de Bolsa	Manuel Zegbe	manuel.zegbe@signumresearch.com

### Fixed Income

Institution	Analyst	e-mail
Bank of America	Nicolás Riva	nicolas.riva@baml.com
Credit Suisse	Jamie Nicholson	jamie.nicholson@credit-suisse.com
JP. Morgan	Natalia Corfield	natalia.corfield@jpmorgan.com
Mizuho Securities	John Haugh	john.haugh@mizuhogroup.com
Scotiabank	Joe Kogan	joe.kogan@scotiabank.com

## Income Statement

Figures in Ps. million	3Q20	3Q19	Var. %	9M20	9M19	Var. %
Interest income from leasing	2,073	2,101	(1.3%)	6,435	5,913	8.8%
Interest income from factoring	63	168	(62.4%)	311	407	(23.6%)
Interest income from auto loans	106	135	(21.4%)	347	342	1.4%
Interest income and commissions	362	447	(19.0%)	1,241	1,199	3.5%
<b>Interest income</b>	<b>2,604</b>	<b>2,851</b>	<b>(8.6%)</b>	<b>8,335</b>	<b>7,862</b>	<b>6.0%</b>
Depreciation from leased assets	27	0	100.0%	27	0	100.0%
Interest cost	1,667	1,911	(12.8%)	5,205	5,136	1.3%
<b>Financial margin</b>	<b>910</b>	<b>940</b>	<b>(3.2%)</b>	<b>3,103</b>	<b>2,726</b>	<b>13.8%</b>
Allowance for loan loss portfolio	395	65	505.9%	1,150	154	645.3%
<b>Adjusted financial margin</b>	<b>515</b>	<b>875</b>	<b>(41.1%)</b>	<b>1,953</b>	<b>2,572</b>	<b>(24.1%)</b>
Administrative services	201	194	3.8%	584	582	0.2%
Legal and professional fees	69	62	11.2%	188	165	14.3%
Other administrative expenses	100	58	71.6%	342	244	40.4%
Depreciation of own equipment	44	34	29.0%	154	92	67.0%
Loss (profit) on sale of fixed assets	26	53	(51.4%)	31	85	(63.9%)
<b>Operating income</b>	<b>76</b>	<b>474</b>	<b>(84.0%)</b>	<b>654</b>	<b>1,404</b>	<b>(53.4%)</b>
Foreign exchange loss, net	329	(5)	(6,316.0%)	461	19	2,370.7%
Bank commissions and fees	(1)	0	100.0%	(4)	(17)	(78.6%)
Interest on investments	69	52	31.1%	215	196	9.6%
Other income (expenses) products	14	70	(79.9%)	(10)	104	(109.9%)
<b>P&amp;L before results of associated companies</b>	<b>486</b>	<b>591</b>	<b>(17.7%)</b>	<b>1,317</b>	<b>1,706</b>	<b>(22.8%)</b>
Results of associated companies	4	5	(11.9%)	18	24	(25.2%)
Income tax	106	124	(14.5%)	276	333	(16.9%)
<b>Net income</b>	<b>385</b>	<b>472</b>	<b>(18.5%)</b>	<b>1,058</b>	<b>1,398</b>	<b>(24.3%)</b>

## Balance Sheet

Figures in Ps. million	9M20	9M19	Var. %
<b>Assets</b>			
Cash & cash equivalents	3,001	5,682	(47.2%)
Net loan portfolio	25,817	22,190	16.3%
Financial derivative instruments	983	435	126.0%
Other current assets	207	960	(78.4%)
<b>Current assets</b>	<b>30,009</b>	<b>29,267</b>	<b>2.5%</b>
Non-current assets held for sale	1,372	1,175	16.8%
Net loan portfolio	37,286	31,834	17.1%
Property, plant and equipment - net	6,067	1,190	409.8%
Investment properties	684	168	307.7%
Intangible assets	129	138	(6.8%)
Financial derivative instruments	5,556	5,491	1.2%
Deferred taxes	3,419	5,444	(37.2%)
Other non-current assets	345	48	614.5%
<b>Non-current assets</b>	<b>53,485</b>	<b>44,313</b>	<b>20.7%</b>
<b>Total assets</b>	<b>84,866</b>	<b>74,755</b>	<b>13.5%</b>
<b>Liabilities and stockholders' equity</b>			
Bank loans	15,153	2,746	451.8%
Debt securities	4,824	3,823	26.2%
Senior notes	280	248	12.6%
Sundry creditors	146	1,530	(90.4%)
Tax payable	39	42	(8.0%)
Financial derivative instruments	1,509	832	81.3%
Other accounts payable	820	1,257	(34.8%)
<b>Current liabilities</b>	<b>22,770</b>	<b>10,478</b>	<b>117.3%</b>
Bank loans	4,174	6,924	(39.7%)
Debt securities	6,689	12,169	(45.0%)
Senior notes	38,205	34,007	12.3%
Financial derivative instruments	441	1,367	(67.8%)
<b>Non-current liabilities</b>	<b>49,510</b>	<b>54,467</b>	<b>(9.1%)</b>
<b>Total liabilities</b>	<b>72,280</b>	<b>64,945</b>	<b>11.3%</b>
Stockholders' equity	5,033	2,894	73.9%
Equity reserve	274	274	0.0%
Retained earnings	2,980	1,729	72.4%
Net income	1,058	1,397	(24.3%)
Subordinated perpetual notes	4,531	4,531	0.0%
Accumulated other comprehensive income	(2,639)	(1,016)	159.9%
Other capital accounts	1,348	0	100.0%
<b>Total stockholders' equity</b>	<b>12,586</b>	<b>9,809</b>	<b>28.3%</b>
<b>Total liabilities &amp; stockholders' equity</b>	<b>84,866</b>	<b>74,755</b>	<b>13.5%</b>





## 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 loan loss reserve.
6. **ROA** - Calculated as consolidated net income / total assets.
7. **ROAA** - Calculated as consolidated net income / average assets for the previous 12 months
8. **ROE** - Calculated as consolidated net income / total stockholders' equity.
9. **ROAE** - Calculated as consolidated annualized 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 <sup>1</sup>	Maturity	Rate	Currency	Rating <sup>2</sup> S&P/Fitch/HR
UNIFIN 2022	200	Jul-22	Fixed	USD	BB- / BB / BB+
UNIFIN 2023	398*	Sep-23	Fixed	USD	BB- / BB / BB+
UNIFIN 2025	443*	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+
<b>Total</b>	<b>1,760</b>				

Securitization	Outstanding <sup>1</sup>	Maturity	Rate	Currency	Rating <sup>3</sup>
Private securitization	2,500	jun-25	Floating	MXN	mxAAAS&P / HRAAA
Private securitization	2,500	mar-25	Floating	MXN	Fitch AAA
UFINCB16	268	feb-21	Floating	MXN	mxAAAS&P / HRAAA
UNFINCB16	485	sep-21	Floating	MXN	mxAAS&P / HRAAA
UNFINCB16-2	485	sep-21	Fixed	MXN	mxAAS&P / HRAAA
UNFINCB17	1,017	mar-22	Floating	MXN	mxAAAS&P / HRAAA
UNFINCB17-2	1,017	mar-22	Fixed	MXN	mxAAAS&P / HRAAA
UNFINCB17-3	2,500	sep-22	Floating	MXN	mxAA+S&P / HRAAA
UNFINCB17-4	1,000	sep-22	Fixed	MXN	mxAA+S&P / HRAAA
<b>Total</b>	<b>11,773</b>				

<sup>(1)</sup> Excludes accrued interest and deferred charges

<sup>(2)</sup> International rating

<sup>(3)</sup> Local rating

\*Repurchased bond



Bank Facilities	Outstanding <sup>1</sup>	Maturity	Rate
<b>Bank facilities in USD (outstanding amount denominated in MXN)</b>			
Bladex / Nomura	4,933	jun-22	Libor / 4.75
Barclays	1,520	aug-21	Libor / 3.75
Barclays	1,565	jul-21	Libor / 7.5
Deutsche Bank	559	sept-21	Libor / 8.0
ResponsAbility	783	oct-22	Libor / 4.50
Blue Orchard	738	feb-24	Libor / 4.30
Banamex	447	Revolving	Libor / 4.50
<b>Bank facilities in MXN</b>			
Nafin	2,492	Revolving	TIIIE / 2.60
Banamex	2,000	Revolving	TIIIE / 3.00
Santander	1,000	Revolving	TIIIE / 3.50
Scotiabank	1,000	Revolving	TIIIE / 3.25
Bancomext	911	Revolving	TIIIE / 2.70
Scotiabank Bilateral	526	Revolving	TIIIE / 3.00
Scotiabank Warehouse	500	Revolving	TIIIE / 3.25
Banamex	500	Revolving	TIIIE / 3.00
<b>Total</b>	<b>19,475</b>		

### Appendix 3 – Company Capital Structure

Shares Structure	Shares As of 30 Sep 2020
Control trust	252,948,468
Employee Trust	12,998,085
Current float	219,353,447
<b>Total outstanding shares</b>	<b>485,300,000</b>

## 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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