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UNIFIN

2Q20 Results

1 | **Business Update and Current Initiatives**

2 | **COVID-19 Update**

3 | **Financial Highlights**

1 | Business Update and Current Initiatives

4 Pillars That Underpin Our Successful Story

+16%
Market Share⁽¹⁾

Thorough understanding of the under-penetrated Mexican financial system with an enormous growth opportunity



Adaptability and resiliency as core DNA features, which help Unifin to significantly outgrow the Mexican economy

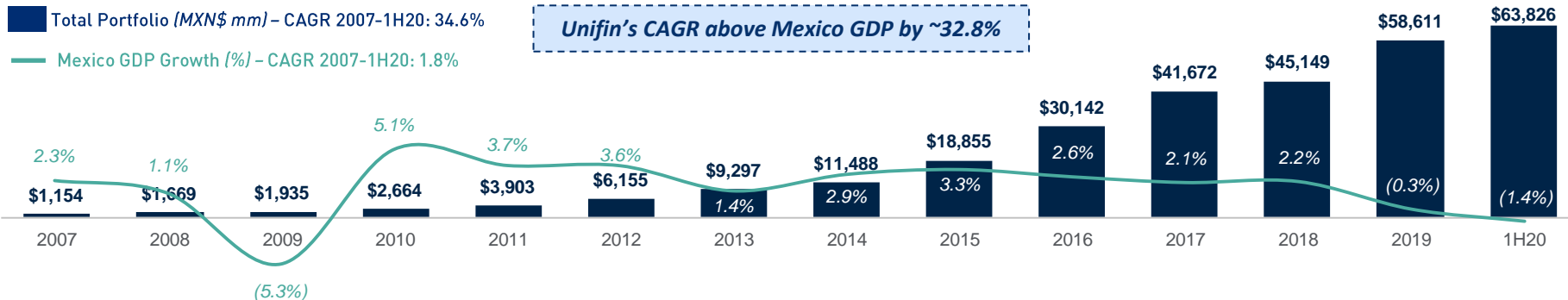
27+
Years

Almost three decades of a unique business model which was built based on client-centricity and financial education



Self-reinforcing ecosystem complemented by a superior product platform covering huge market needs

Unifin's Total Portfolio vs. Mexico's GDP Growth Evolution



Sound Measures Taking Unifin in the Right Direction



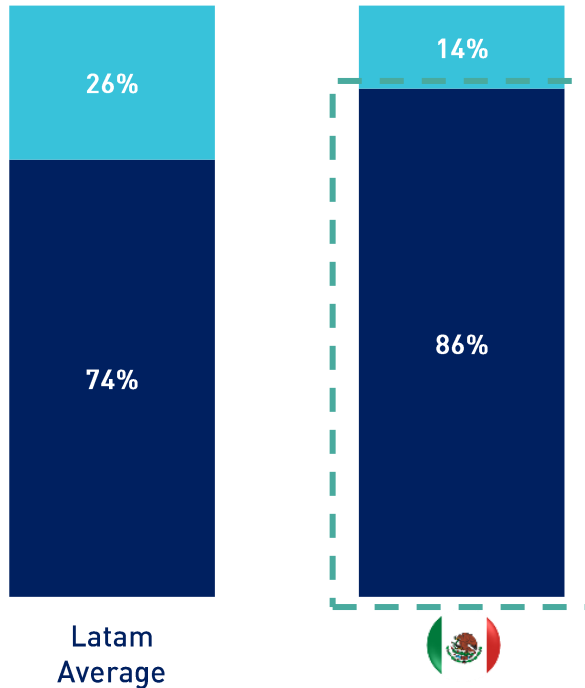
Despite current COVID-19 complications, Unifin's credit ratings have been ratified



Unifin has successfully renewed MXN\$12 bn of outstanding debt to cover its working capital requirements

Highly Underserved SME Financing Market

(%)

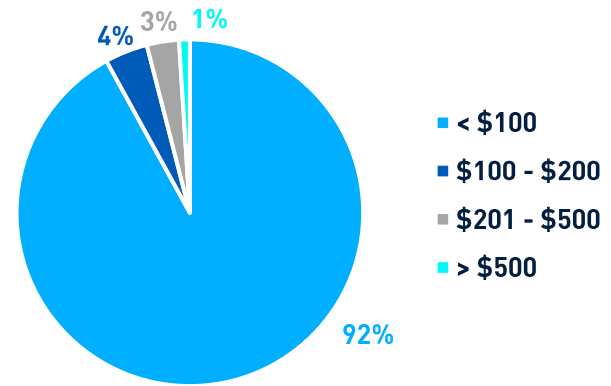


■ Demand not served ■ Current Credit Offer

SMEs account for **9/10** businesses, **50%** of Mexico's GDP and **2/3** of the job market

SME Addressable Market by Company Size

(MXN\$ mm; % of total SME addressable market)



UNIFIN's target market: 239,000 SMEs
Revenues of MXN\$10 to \$1,000 million, 10 - 500 employees, solid credit history

Our Distribution Channels



B2B Prospecting Model

SME database segmented by industry, geography, headcount, turnover



Strong Sales Force of ~150 Agents

Structured into Relationship Managers and Specialized Product Executives

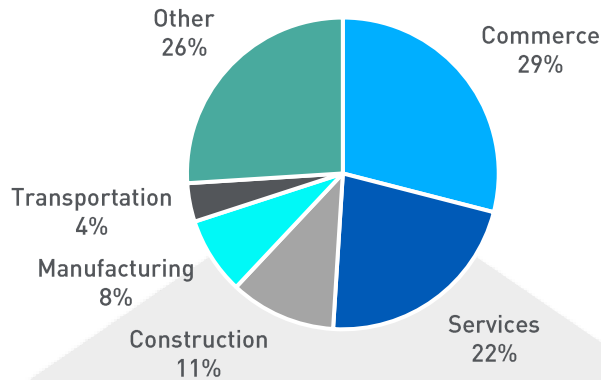


Digital Platform



Total Addressable Market by Industry Distribution

(% of addressable SME market)



Well-identified Opportunities in Key Sectors



Healthcare
Products
Retail



Agriculture



Media



E-commerce



Financial and
Insurance
Services



Retail and
Wholesale

Significant Presence in States with Solid Growth Potential

(2020E State GDP Growth vs. Mexico 2020E GDP Growth)



There are significant imminent opportunities in diverse industries across Mexico's economy











19 states are expected to recover at a faster rate than the country average. Unifin holds presence in 10/19 of these markets



~25% of Unifin's total loans portfolio are exposed to the USMCA's supply chain, expected to recover faster than the national average

Our Client-Centric Mission

- The expanded product portfolio strives to serve our clients' specific needs while generating steady returns with diversified risk
- Under a single product sale, there is a 5% - 20% probability of finalizing a sale to a new customer
- A diverse product portfolio has a higher potential of cross- / up-selling, with the probability increasing to 60% - 70% for existing customers
 - Our extended lineup and complementary services, including Uniclick, seek to take advantage of these cross- / up-sale opportunities

	Product Lineup and Complementary Services Portfolio Expansion							
	Today							Future
								
	Leasing	Factoring	Auto Loans	SOS Short-Term Loans	Unsecured Loans	Fleet Services	Medium-Term Secured Loans	Ins. Brokerage
Estimated Market Size (MXN\$ bn)	~\$390	~\$220	~\$70	~\$12	~\$78	~\$8	~\$474	~\$700
Market share (%)	~27%	~9%	~1%	~17%	< 1%	< 1%	~1%	< 1% ⁽¹⁾
Portfolio yield (%)	~19%	~17%	~17%	> 70%	~29%	~25%	~20%	~65 – 70% ⁽²⁾

Unifin benefits from a decreasing customer acquisition cost and an increasing addressable target market due to the inclusion of its expanded lineup of complementary services



Uniclick
by UNIFIN

Snapshot



Rewriting the Rules and Creating Powerful New Ways to Engage with the Customer at a Lower Cost



Smooth / efficient online credit authorization process (< 5 minutes)



Unique powerful technological platform built to adapt, strengthening relationships with clients



Nationwide digital presence with physical branches in 18 different states



Proprietary big data and artificial intelligence capabilities



Backed by UNIFIN's 27 years of experience



Specialized debt collection team

Uniclick's Key Takeaways

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



Market underserved by banks but well-known by Unifin, which we leverage for cross-selling opportunities



Improve Unifin's coverage providing financial solutions for the vast majority of unserved SMEs in Mexico



Reduce client acquisition cost and enable upselling opportunities



Contribute to UNIFIN's one-stop shop strategy with complementary products



A new way to reach our clients more efficiently, leveraging our technology



Digital Accelerator:

Unifin's unique digital accelerator in Mexico includes tools for SMEs to improve profitability

- ✓ Propel Current Capabilities
- ✓ Increase Data Flow
- ✓ Acquire New Clients

Differentiated Partnership with Google



Become the leading platform that offers innovative digital financial solutions and business services to the ever-dynamic SME segment



Propel Uniclick's digital platform growth and enable a provision of pinpointed financial solutions for the lower SME mass market



Contribute in the development of digital marketing and artificial intelligence capabilities in order to reach new clients at a reduced acquisition cost and to build stronger relationships (cross-selling and upselling)



Delivery of educational programs to UNIFIN's client base, accelerating their digital transformation and enabling digital presence within their markets



Provide Uniclick's clients with real-time feedback of their online business, based on geographic location, target market and product specifications

2 | COVID-19 Update



Keeping our People Safe

- COVID-19 insurance coverage for all employees and family members
- Symptom monitoring, online medical consultations and continuous testing
- Psychological assistance to ensure well being
- Guarantee proper home office
- Offices conditioned for social distancing practices



Same Mission Stronger than Ever: Support our Customers and the Mexican Economy

- Client Support Plan: granting 3 – 4 months portfolio extensions to our vulnerable clients (12.7% of our total portfolio)
- Strategic alliances: provide our clients with the necessary digital tools to bridge towards recovery
- Daily Management Committees: maintain responsiveness and agility during uncertain times



Commitment with our Shareholders: Financial Discipline

- Strong balance sheet: increase loan loss reserve, no FX risk
- Cash flow preservation: expense reduction
- Underwriting criteria for new origination

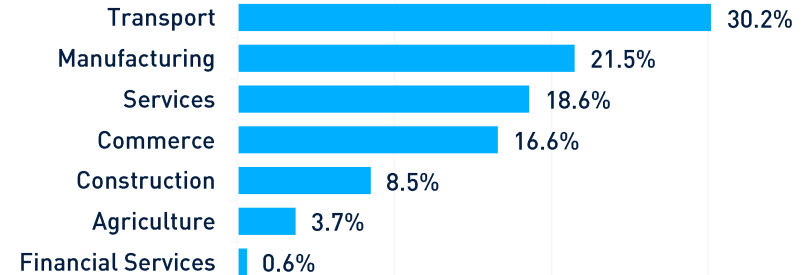


Client Support Plan Breakdown

Product	Clients Included (#)	% of Total Clients (%)	Outstanding Balance (MXN\$ mm)	% of Total Portfolio (%)	Differed Payments (MXN\$ mm)
Leasing	784	10.2%	\$7,124	11.2%	\$995
Auto Loans	314	4.0%	\$503	0.8%	\$12
Factoring	26	0.3%	\$353	0.6%	\$120
Uniclick	81	1.1%	\$82	0.1%	\$78
Total	1,206	15.5%	\$8,089	12.7%	\$1,205

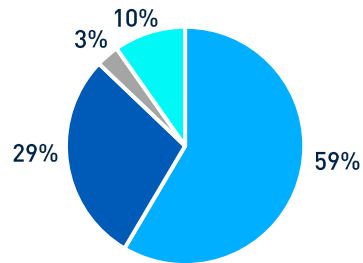
Breakdown by Client Industry

(% of Clients Included)



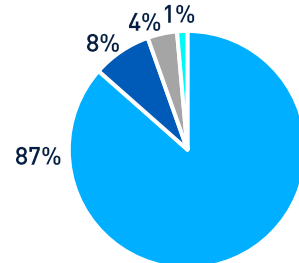
Breakdown by Product

(% of Clients Included)



Breakdown by Product

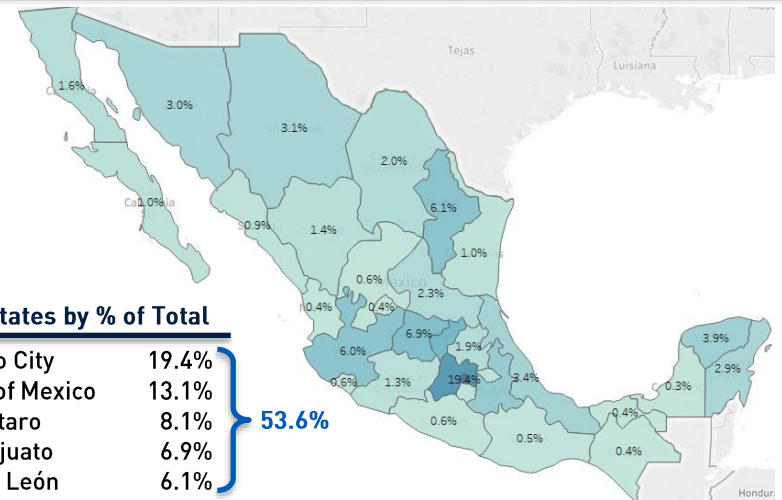
(% of Outstanding Balance)



Leasing Auto Loans Factoring Uniclick

Unifin Clients' Breakdown by State

(% of Clients Included)

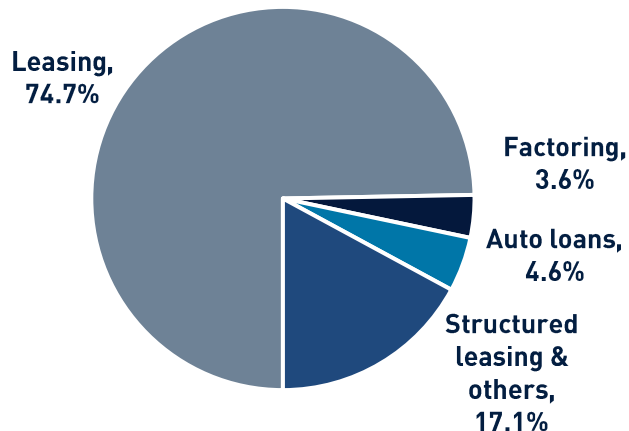


We maintain our entrepreneurial and long-term vision in this challenging environment, with the ambition to serve our clients and create value for our shareholders

3 | Financial Highlights

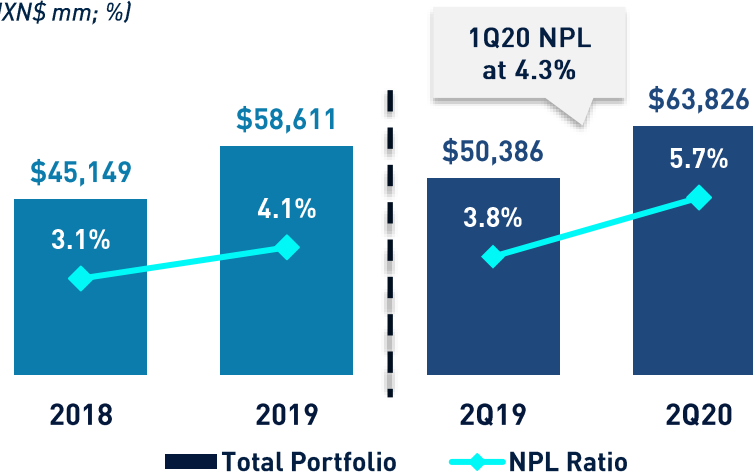
Total Portfolio Composition

(%)



NPL as % of Total Portfolio

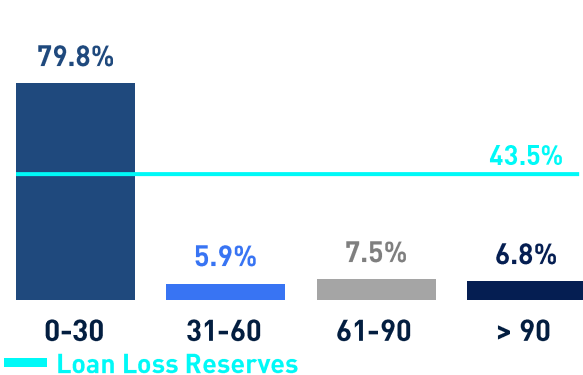
(MXN\$ mm; %)



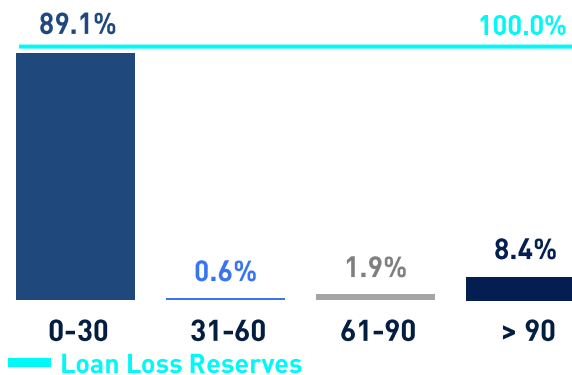
NPL and NPL Coverage Ratio

(%)

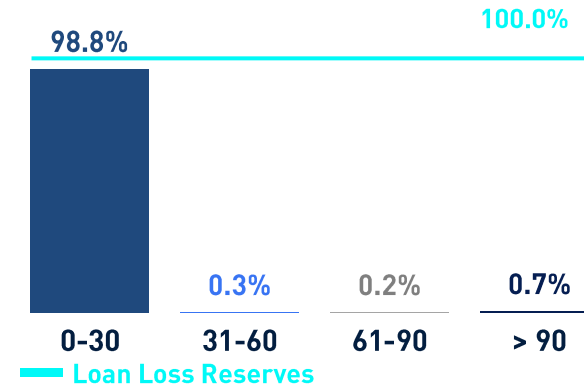
Leasing Total NPL: 6.8%



Factoring Total NPL: 10.9%



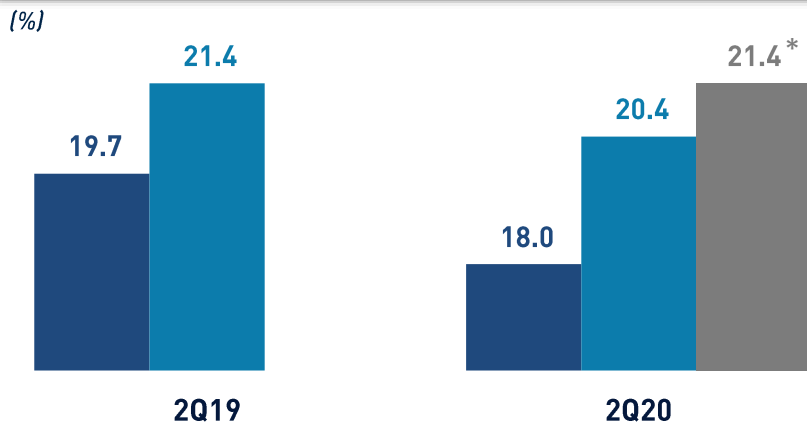
Auto & Other Loans Total NPL: 1.2%



Reserves Breakdown (MXN\$ mm)

% Recovery	Est. Recovery value	NPL +90	Gain (loss)	Potential charge-off
100.0%	\$2,918	\$3,243	\$(324)	\$1,088
90.0%	\$2,627	\$3,243	\$(616)	\$796
80.0%	\$2,335	\$3,243	\$(908)	\$504
75.0%	\$2,189	\$3,243	\$(1,054)	\$358
62.7%	\$1,831	\$3,243	\$(1,412)	\$0
Reserve	\$(1,412)			

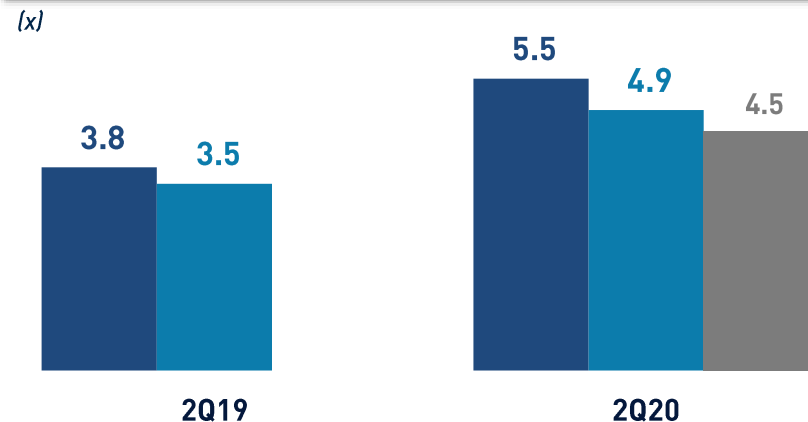
Capitalization



■ Accounting ■ Adjusted (ex. MTM) ■ Pro Forma

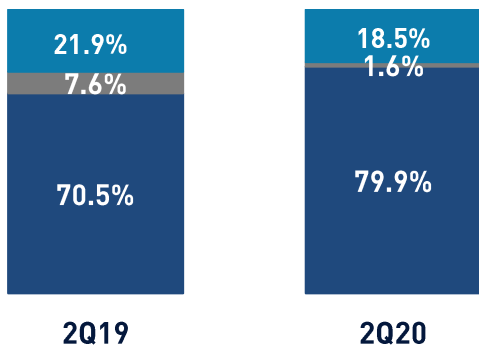
*Pro forma considering MXN 2.5 bn of capital increase related to the rights offering.

Leverage



■ Financial ■ Financial (ex. MTM) ■ Financial Pro Forma

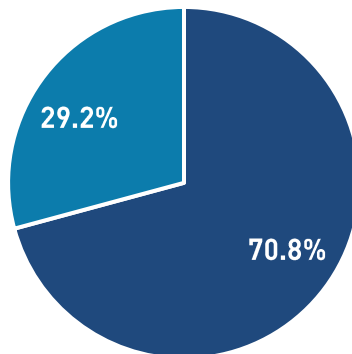
Rates



■ Fixed ■ Cap @ 7.5 ■ Variable

MXN\$ vs. USD

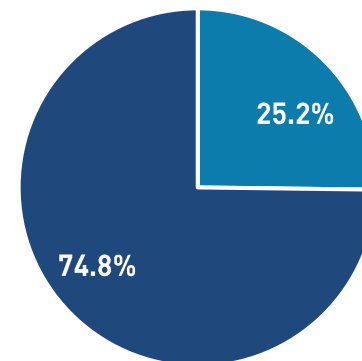
(%)



■ USD\$ ■ MXN\$

Secured vs. Unsecured

(%)



■ Secured ■ Unsecured

Maturity Profile

(%)

Debt / Portfolio

1.5x

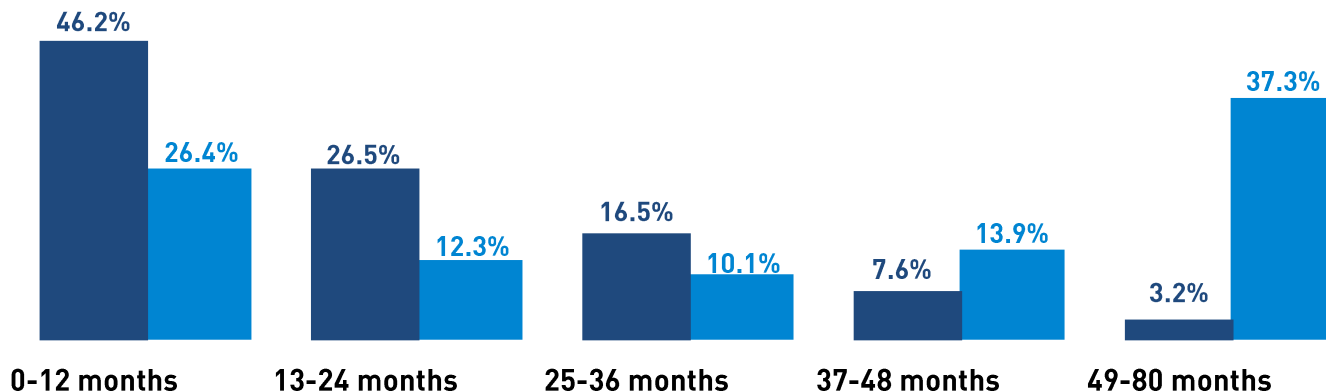
2.0x

1.3x

0.4x

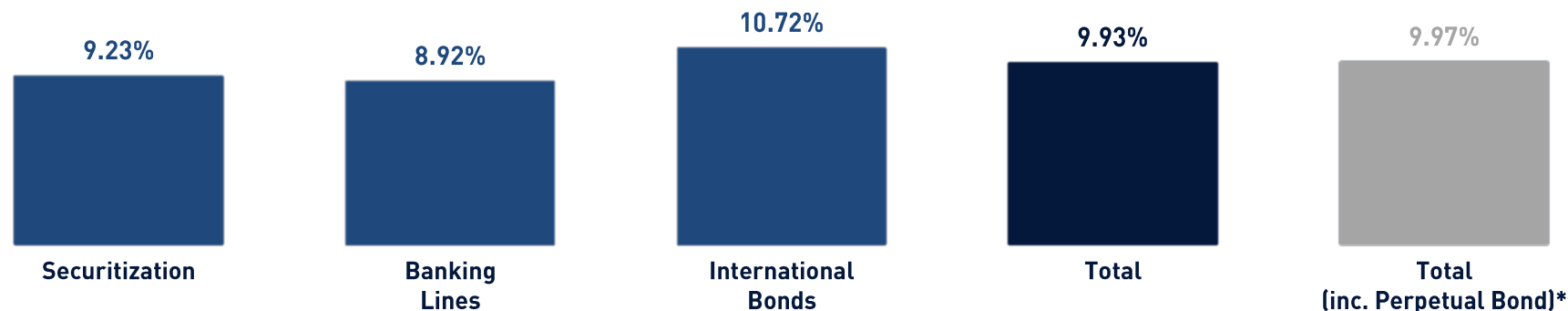
0.1x

■ Total Portfolio
■ Financial Debt



Weighted Average Cost of Funding

(%)



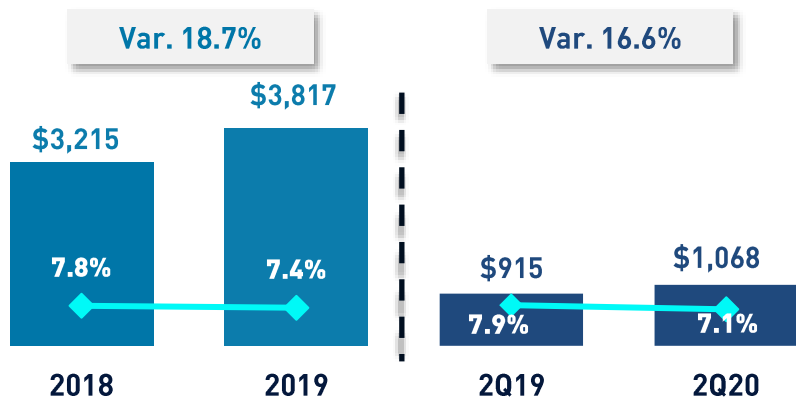
Perpetual Notes have an interest rate of 10.64%

Financial Liabilities

(MXN\$ mm)	6M20	% of Total	6M19	% of Total	Var. %	Average maturity (Months)
International Notes	\$41,119	55.3%	\$21,411	39.7%	92.0%	60
Revolving lines	\$8,115	10.9%	7,951	14.7%	2.1%	7
Term loans	\$12,587	16.9%	\$7,804	14.5%	61.3%	18
Securitized	\$12,573	16.9%	\$16,782	31.1%	(25.1%)	36
Total Financial Liabilities	\$74,394	100.0%	\$53,949	100.0%	37.9%	43

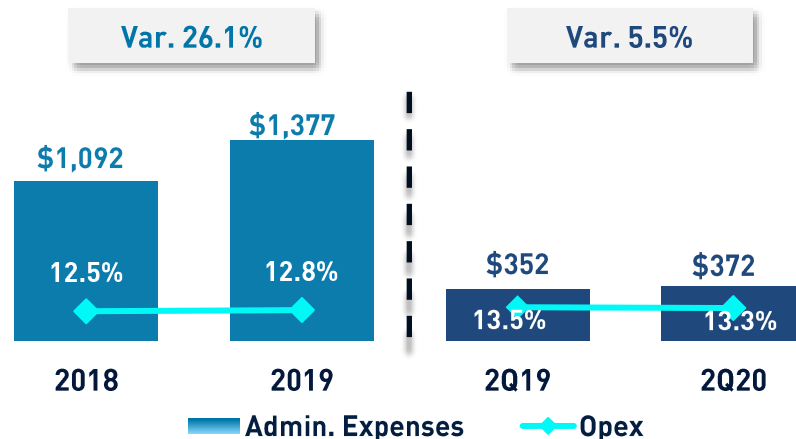
NIM

(MXN\$ mm; %)



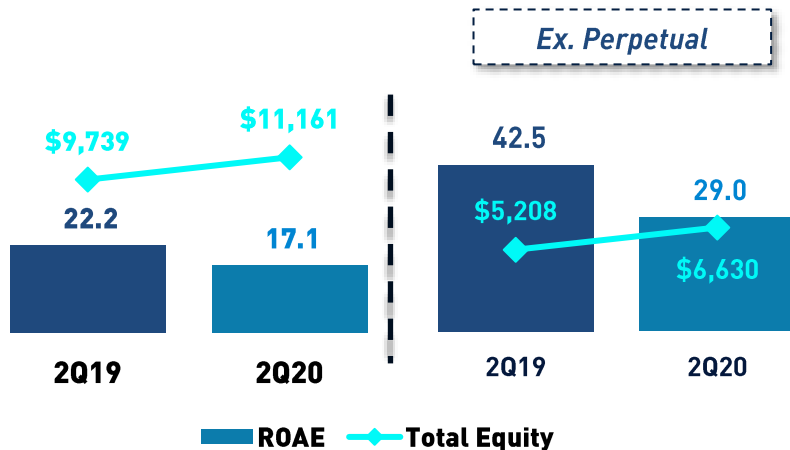
Administrative Expenses and OpEx as % of Revenue

(MXN\$ mm; %)



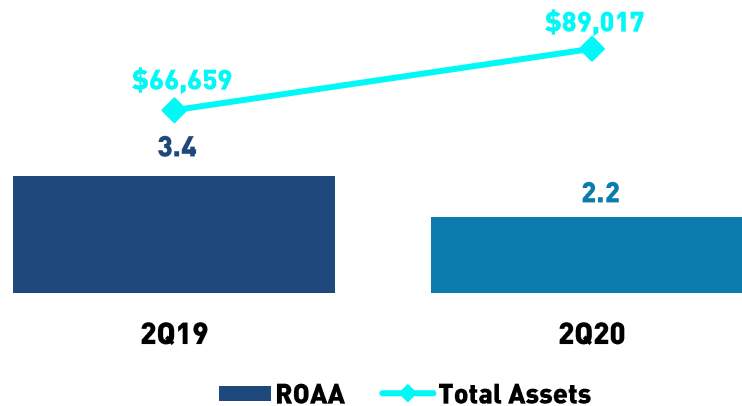
ROAE

(MXN\$ mm; %)



ROAA

(MXN\$ mm; %)



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UNIFIN

2Q20 Results

Appendix



Today

Product Lineup and Complementary Services Portfolio Expansion

Future

	Unicredit PM	Unicredit PFAE	Unilease	Unipremium	Unicard	Unirevolving	Unifactor	Univisor STRANDS
Product Description	Short-term loans to companies	Short-term loans to sole proprietorship	Short-term loans	Mortgage credits	Corporate credit cards	Revolving consumer financing	Digital factoring platform	Business mgmt. software
Facility Size (MXN\$)	\$200k to \$2.5 mm	\$200k to \$500k	\$200k to \$10.0 mm	--	--	--	--	--
Interest Rate	Starting at 30%	Starting at 30%	Starting at 23%	--	--	--	--	--
Tenor	24 months	24 months	24 to 48 months	--	--	--	--	--

New products under development



Sergio Camacho
CEO

Total Experience	At Unifin
24	4

- Mr. Camacho is in charge of Unifin’s top management
- Sergio is responsible for managing the key decisions to take Unifin towards its mission and vision



Sergio Cancino
Chief Financial Officer

37	5
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- Mr. Cancino has a long track record in financial planning, accounting and taxation
- Sergio has been instrumental in building the strength of the finance and accounting division



Jose Ramon Diaz
Chief Leasing Officer

17	2
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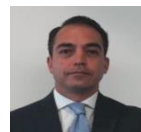
- Mr. Diaz has led and implemented innovative changes in the leasing business for the last 5 years
- Jose Ramón supervises that all leasing transactions follow high-quality execution processes for our clients



Juan Jose del Cueto
Chief Operating Officer

39	13
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- Mr. Cueto is in charge of implementing, developing and directing new businesses
- Juan José is also leads internal and administrative control processes



Guillermo Garcia
Legal Counsel

21	3
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- Mr. Garcia is in charge of overseeing all legal matters within Unifin
- Guillermo has helped to supervise and coordinate financial transactions such as senior notes and securitizations



Federico Castillo
Chief Credit Officer

45	1
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- Mr. Castillo is in charge of credit risk control of the Company
- Federico has 45 years of experience in the financial markets. He has been key in the improvement of control and analysis of all of our market operations



Emilio Lang
Chief Customer Service Officer

26	1
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- Mr. Lang is in charge of our innovative Customer Service Team
- Emilio leads the development of strategies to continuously improve customer experience



Claudia Ortega
Chief Business Innovation

32	2
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- Mrs. Ortega is responsible for the business innovation team
- Claudia oversees business optimization through innovative strategies and data driven analysis

ESG Highlights

**150
Volunteers**

Involvement in ESG projects in the last year

+180,000

Impacted kids in diverse situations, such as childhood cancer, education and orphans

MXN\$20 mm

In charitable giving programs per year

+190,000

Families helped through community engagement programs in the last year

ESG Model



Responsible Financial Solutions to SMEs



Trusted and Sustainable Partner



Provide Added Value Services to Society



Highly-transparent Reporting



Implement Solutions Through Employee Engagement



Influence Community Positively for Unifin's Stakeholders



Diversity and Quality of Life for Employees



Focused on Business Ethics Practice

Financial Metrics	2020	2019	Var.%	6M20	6M19	Var.%
Interest income	2,804	2,611	7.4%	5,730	5,011	14.4%
Interest cost	1,736	1,696	2.4%	3,538	3,225	9.7%
Financial margin	1,068	915	16.6%	2,192	1,786	22.8%
Financial margin (as % of income)	38.1%	35.0%		38.3%	35.6%	
Loan loss reserves	628	30	1993.2%	755	89	747.3%
Adjusted financial margin	440	885	(50.3%)	1,438	1,697	(15.3%)
Admin. expenses	372	352	5.5%	744	677	10.0%
Operating income	8	490	(98.3%)	579	930	(37.8%)
Operating income margin	0.3%	18.8%		10.1%	18.6%	
Comprehensive financing result	307	47	547.0%	252	185	35.6%
Net income before tax	323	547	(40.8%)	844	1,135	(25.6%)
Net income	261	453	(42.3%)	674	926	(27.3%)
Net income margin	9.3%	17.3%		11.8%	18.5%	
Operating Metrics						
Total portfolio				63,826	50,386	26.7%
Leasing				47,717	38,557	23.8%
Factoring				2,282	2,863	(20.3%)
Auto loans				2,927	2,851	2.6%
Structured leasing & other loans				10,900	6,115	78.3%
NPL ratio				5.7%	3.8%	
Key Financial Indicators						
Net Interest Margin (NIM)				7.1%	7.9%	
Efficiency ratio				40.4%	42.4%	
ROAA				2.2%	3.4%	
ROAE				17.1%	22.2%	
ROAE (excl. Perpetual Bond)				29.0%	42.5%	
Capitalization (equity / net loan portfolio)				18.0%	19.7%	
Capitalization (excl. MTM)				20.4%	21.4%	
Equity / total assets				12.5%	14.6%	
Financial leverage (excl. ABS)				5.5x	3.8x	
Financial leverage (excl. ABS and MTM)				4.9x	3.5x	
Total leverage (excl. ABS)				5.8x	4.1x	

About Unifin

UNIFIN is a non-regulated 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 receivables and by providing vendor financing. UNIFIN's auto loans and other lending business line is focused on financing the acquisition of new and used vehicles, while the other lending portion of this business line includes financing working capital needs and the acquisition of other capital assets.

Disclaimer

This document may contain certain forward-looking statements. These statements are non-historical facts, and they are based on the current vision of the Management of Unifin Financiera, S.A.B. de C.V., for future economic circumstances, the conditions of the industry, the performance of the Company and its financial results. The terms "anticipated", "believe", "estimate", "expect", "plan" and other similar terms related to the Company, are solely intended to identify estimates or predictions. The statements relating to the declaration or the payment of dividends, the implementation of the main operational and financial strategies and plans of investment of equity, the direction of future operations and the factors or trends that affect the financial condition, the liquidity or the operating results of the Company are examples of such statements. Such statements reflect the current expectations of the management and are subject to various risks and uncertainties. There is no guarantee that the expected events, trends or results will occur. The statements are based on several suppositions and factors, including economic general conditions and market conditions, industry conditions and various factors of operation. Any change in such suppositions or factors may cause the actual results to differ from expectations.



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Miembro de



Índice
FTSE BIVA



**EMPRESA
SOCIALMENTE
RESPONSABLE**