

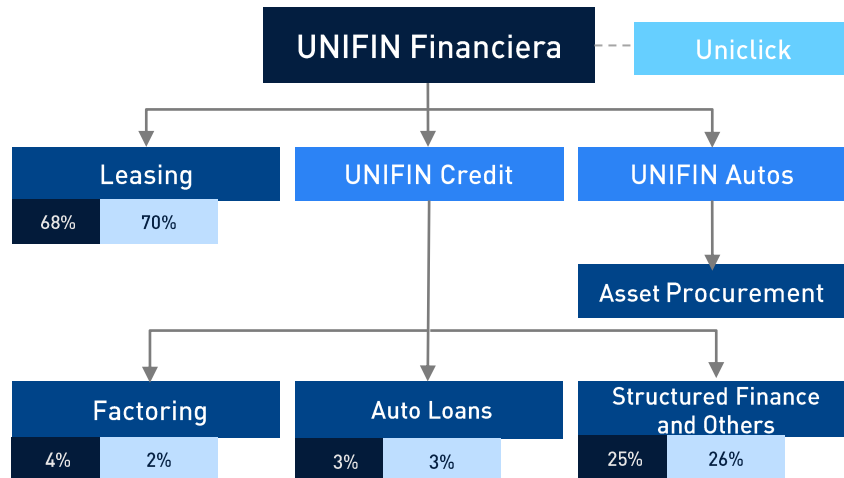
An abstract graphic on the left side of the slide, consisting of a complex network of glowing blue lines and dots that form a wireframe structure. The lines are interconnected, creating a mesh-like appearance with some lines being thicker and more prominent than others. The overall effect is that of a digital or data network.

UNIFIN Corporate Presentation | 3Q21

Corporate Summary

- UNIFIN focuses on providing financing solutions to the growing and underserved SME market through a variety of financial services, lead by leasing
- With over 28 years of experience, UNIFIN is the largest independent Non-banking Financial Institution (NBFI) in Mexico
- UNIFIN is a public entity with a successful capital market track record, in both local and international markets
- In 2019, the Company adopted IFRS to enhance transparency and improve comparability with industry peers

Corporate Structure



As % of total portfolio

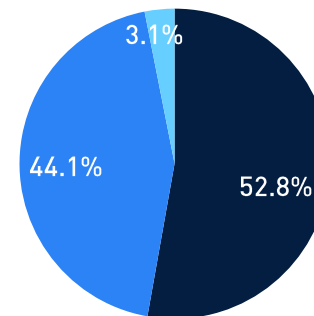
As % of total revenue

Key activities

Financial Highlights

(MXN\$ million)	3Q21	3Q20	Var. %
Income Statement			
Total interest income	2,999	2,604	15.2
Financial margin	955	910	5.0
Consolidated net income	433	385	12.6
Balance Sheet			
Total portfolio	70,588	65,357	8.0
Total assets	91,001	84,866	7.2
Financial debt	74,098	69,325	6.9
Total stockholders' equity	12,926	12,585	2.7
Selected Key Metrics			
NPLs / total portfolio	4.4%	4.9%	
ROAA	1.6%	1.9%	
ROAE	10.5%	13.7%	
Capitalization	19.0%	19.9%	
Financial leverage	5.0x	4.6x	

Shareholder Structure

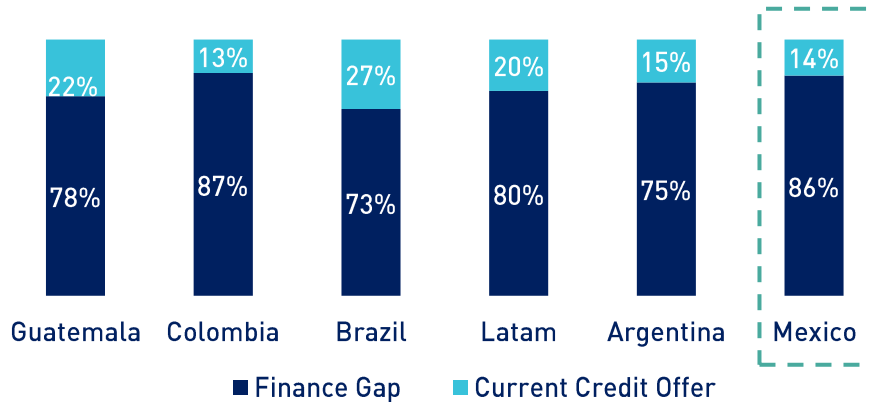


■ Control Trust
 ■ Public Float
 ■ Employee Stock Incentive Trust

As of September 30, 2021

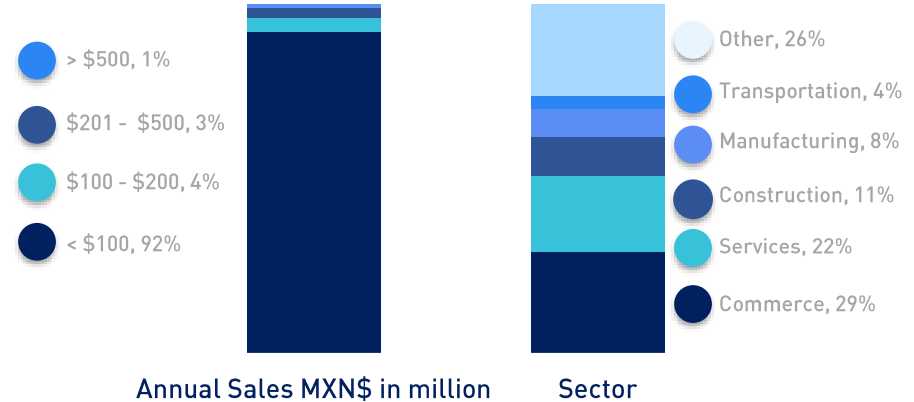
The credit market for SMEs in Mexico is attractive and underserved

Mexico: Largest Financing Gap for SMEs in Latam



Source: SME Finance Forum (2019)

UNIFIN's Target Market: +239,000 SMEs



Sources: Base Point of Interest, Pitney Bowes 2019

SMEs are underserved in Mexico

Lack of Information

Difficulty in tracking the credit history and financial performance of SMEs due to the lack of data stored by informal businesses

Costs

A traditional bank's high operational costs, from prospecting to collection, does not allow them to generate adequate returns with many SMEs

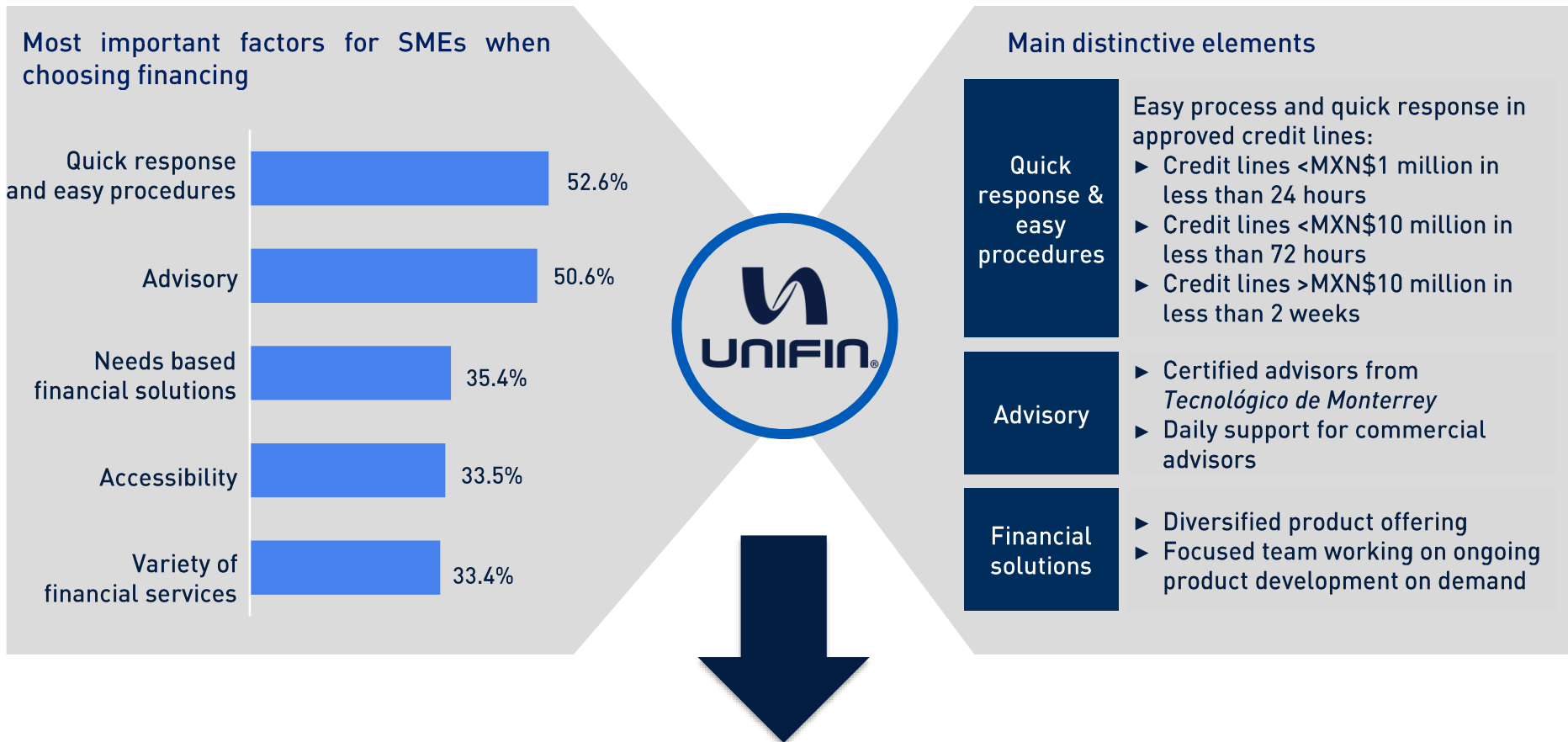
Lack of Guarantees

There is often no collateral available to compensate for credit risk

Regulations & Policies

Due to compliance with multiple local and international regulations, Banks usually focus on large clients and do not address some sectors

UNIFIN focuses on addressing SMEs' key loan requirements



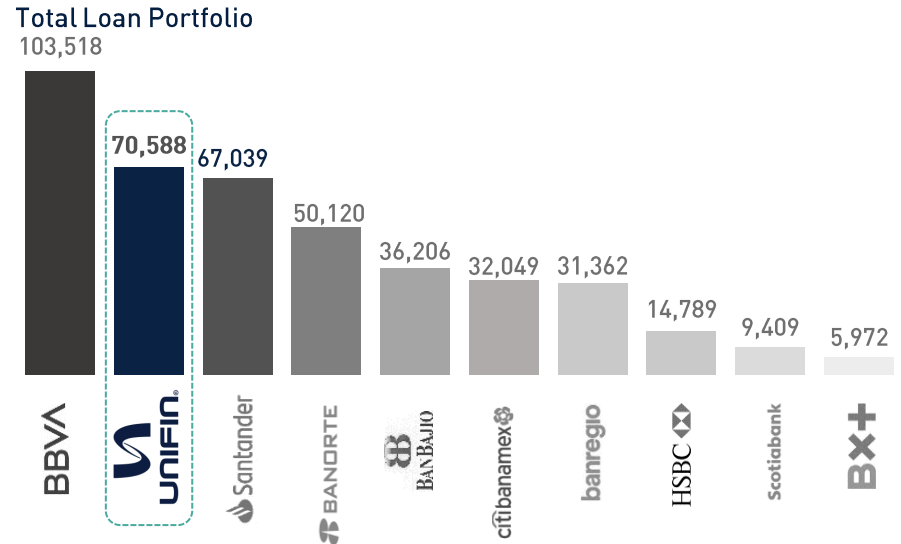
UNIFIN's target market: 239,000 SMEs

- | | | | |
|---|---|-----|--------------------|
| 1) Revenues of MXN\$10 to \$1,000 million | } | 92% | <MXN\$100 mm |
| 2) 10 - 500 employees | | 7% | MXN\$101 to 500 mm |
| 3) Solid credit history | | 1% | >MXN\$500 mm |

UNIFIN's Competitive Advantages

- Unique product offering compared to banks
- Strong focus on new client prospects
- Faster response and easier procedures vs competition
- Ample financial liquidity through diversified funding sources

Ranking vs Bank SME Financing



Source: CNBV, Aug 2021

Relevant Leasing Companies in Mexico

Competitive advantages have lead UNIFIN to emerge as the market leader

Local / Independent



Bank related



International



Brand/Specialized



Client Approach

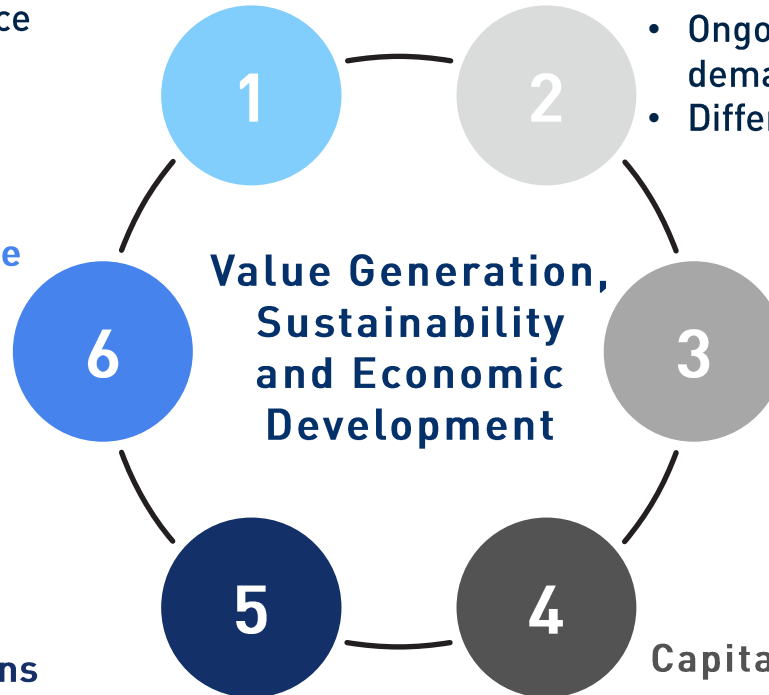
- Innovation focused on improving customer experience
- Expert advice
- Quick response

Brand Positioning & Product Offering

- Premium brand
- Ongoing product development on demand
- Differentiated marketing

Excellent Corporate Governance

- Management team with +20 years of experience
- Board of Directors well-known for compliance and best corporate practices



Focus on Data Analysis

- Economic and business analysis
- Client information drives innovation in processes, services and products

Quality Operations

- Solid credit risk framework
- Agile asset valuation
- Efficient Credit committees

Capital and Funding

- Strong capital structure
- Diversified funding sources
- Well positioned in capital markets

1. Developed Prospecting Model B2B

Prospecting center with 80 specialized telephone consultants



Database with SMEs segmented by:

- Turnover
- Number of employees
- Economic sector
- Geography



Quality appointments:

- Within UNIFIN's target sales range
- Decision makers

2. Strong Sales Force

2.1 Relationship Managers

Operation size: > MXN\$ 30 mm

Divided into 5 teams:

- 1) Oil & Gas / Infrastructure
- 2) Transportation
- 3) Services
- 4) Manufacturing
- 5) Agroindustry

2.2 Specialized Product Executives

Operation size: between MXN\$1 and \$30 mm

3. Digital Platform

Operation size: < MXN\$2.5 mm



Agile Process

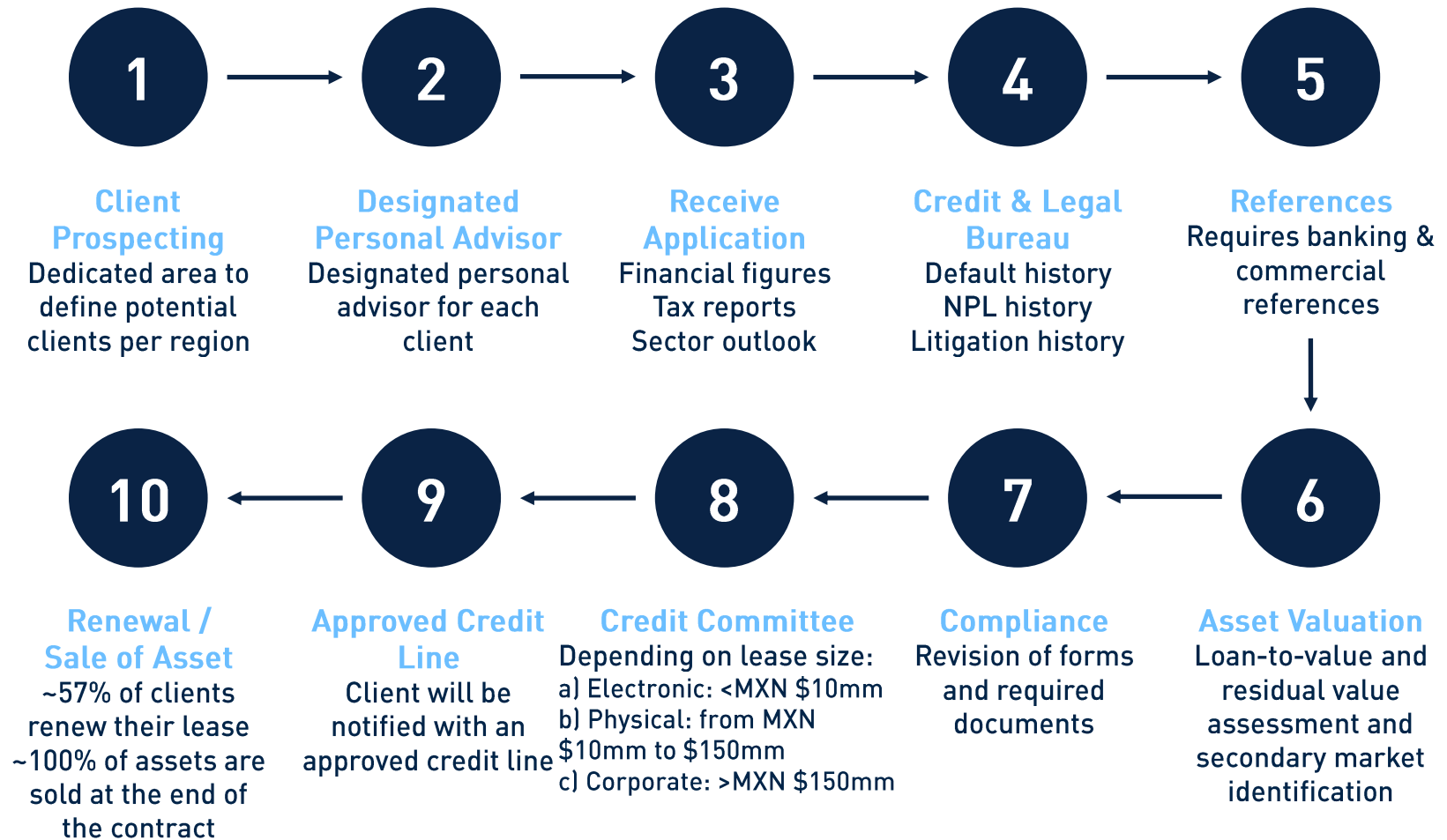


Online authorization within 5 minutes and dispersion of resources within 24 hours



National Coverage and Personalized Products

Streamlined Process from Origination to Post-sale



Platform focused on capturing new clients...

Digital Channel	<ul style="list-style-type: none"> ▶ Digital platform to streamline processes and reach the target segment efficiently
Culture & Independence	<ul style="list-style-type: none"> ▶ Culture focused on speed ▶ Leverage UNIFIN's experience, maintaining independence
Reputation	<ul style="list-style-type: none"> ▶ Support of UNIFIN brand
Team	<ul style="list-style-type: none"> ▶ Dedicated team with digital expertise
Technology	<ul style="list-style-type: none"> ▶ Parametric model of risk analysis and approval ▶ Big Data and AI management for business management

Fast, easy and simple process to pre-approve a credit line in less than 5 minutes



Uniclick
by UNIFIN

- 1 Registration: General data and KYC
- 2 Check customer history at the tax administrator (SAT) via CIEC
- 3 Check customer history at the credit bureau
- 4 Risk model → credit authorized or rejected



...supported by best in class technology to collect data from clients





Reputation

- ▶ Top 10 recognized brands in the financial sector in Mexico
- ▶ With over 25 years of experience, UNIFIN is the largest Non-banking Financial Institution (NBFi) in Mexico

- ▶ UNIFIN will gain a competitive advantage with the use of digital platforms and launching new brands



Strength

- ▶ Remarkable financial strength, maintaining solid capital structure, funding operations and steady growth
- ▶ This allows UNIFIN to reach the markets continuously and successfully

- ▶ Uniclick will benefit from and be supported by the financial strength of UNIFIN



Expertise

- ▶ Deep knowledge of the SMEs market and their needs
- ▶ The Company has a detailed history of the behaviour of its products

- ▶ Knowledge will be shared to aid the growth of this new product in a similar segment



Commercial

- ▶ Commercial capacities are superior to others in the market
- ▶ The prospecting center is boosting sales productivity

- ▶ The commercial model is replicated in Uniclick leveraging the Prospecting Center

Products that provide valuable and complementary financing options for Mexican SMEs:





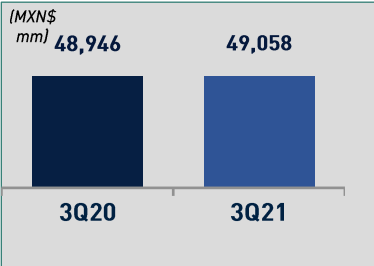
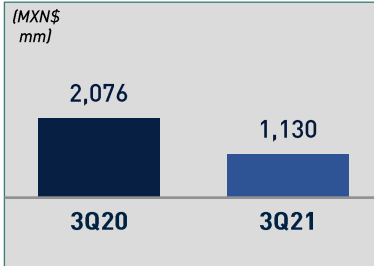
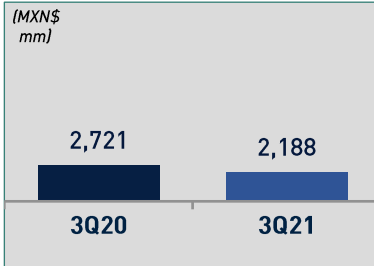
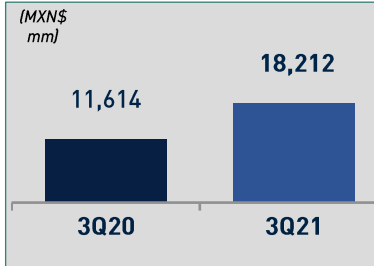
	<u>Leasing</u>	<u>Factoring</u>	<u>Auto Loans</u>	<u>Structured Finance & Working Capital</u>
Financing Uses	<ul style="list-style-type: none"> ■ Machinery, equipment & vehicles 	<ul style="list-style-type: none"> ■ Working capital 	<ul style="list-style-type: none"> ■ Any type of vehicle 	<ul style="list-style-type: none"> ■ Assets ■ Non-Assets
Target Clients	<ul style="list-style-type: none"> ■ SMEs ■ Individuals with business activities 	<ul style="list-style-type: none"> ■ SMEs 	<ul style="list-style-type: none"> ■ SMEs ■ Individuals 	<ul style="list-style-type: none"> ■ SMEs ■ Individuals
Loan Range	<ul style="list-style-type: none"> ■ MXN\$100k – \$150mm 	<ul style="list-style-type: none"> ■ MXN\$500k – \$150mm 	<ul style="list-style-type: none"> ■ Up to 80% of the vehicle's price 	<ul style="list-style-type: none"> ■ Minimum: MXN\$10 mm
Tenor Range	<ul style="list-style-type: none"> ■ 12–48 months 	<ul style="list-style-type: none"> ■ 8–180 days 	<ul style="list-style-type: none"> ■ 12–60 months 	<ul style="list-style-type: none"> ■ 12 -60 months
Interest Rate & Fee	<ul style="list-style-type: none"> ■ Rate: 22% - 23% fixed¹ ■ Fee: 1.0% - 3.0% of the loan per operation 	<ul style="list-style-type: none"> ■ Rate: TIIE + 14.5% – 19.5% ■ Fee: 0.5% - 1% of the total amount per month term 	<ul style="list-style-type: none"> ■ Rate: 17.5% - 20.5% fixed² ■ Fee: new 3% - 3.5%, preowned 3% - 4% 	<ul style="list-style-type: none"> ■ Depending on the type of structure and risk

Source: Company's filings

(1) In addition to the interest rate, leasing and auto loans have a down payment attached to them. For leasing, the down payment on transportation equipment and other equipment is 10% and 20% respectively

(2) For auto loans, the down payment is at least 20%

As of 3Q21, UNIFIN had a highly diversified portfolio of 9,000 clients, with an average ticket per client of ~MXN\$7.7mm¹






	Leasing 	Factoring 	Auto Credit 	Structured Finance & Working Capital 
% of Total Portfolio ²	■ 69%	■ 2%	■ 3%	■ 26%
Number of Active Clients	■ 5,954	■ 925	■ 1,367	■ 924
Average ticket	■ MXN\$8.2 mm	■ MXN\$1.2 mm	■ MXN\$1.6 mm	■ MXN\$27.6 m
Weighted Average Maturity	■ 48 months	■ 90 days	■ 37 months	■ 18 months
Total Loan Portfolio Growth (3Q20-3Q21)	■ 0.2%	■ (45.6%)	■ (19.6%)	■ 56.8%
Total Loan Portfolio Evolution				

Source: Company's filings

(1) Based on total loan portfolio and total clients






Attract and Retain Profitable Customers

Working Capital (cross-default)




-  Prequalified client with good payment history and at least one leased asset
-  Up to MXN\$3 million
-  3, 7 or 14 days
-  No interest rate / 5% fee
-  Same legal representatives and guarantees for leasing (cross-default)

Working Capital (unsecured)






-  SMEs and individuals with business activities
-  Up to MXN\$1 million
-  3, 6, 9 or 12 months
-  30% - 40% interest rate / 3% fee
-  Domiciliated payment / Unsecured

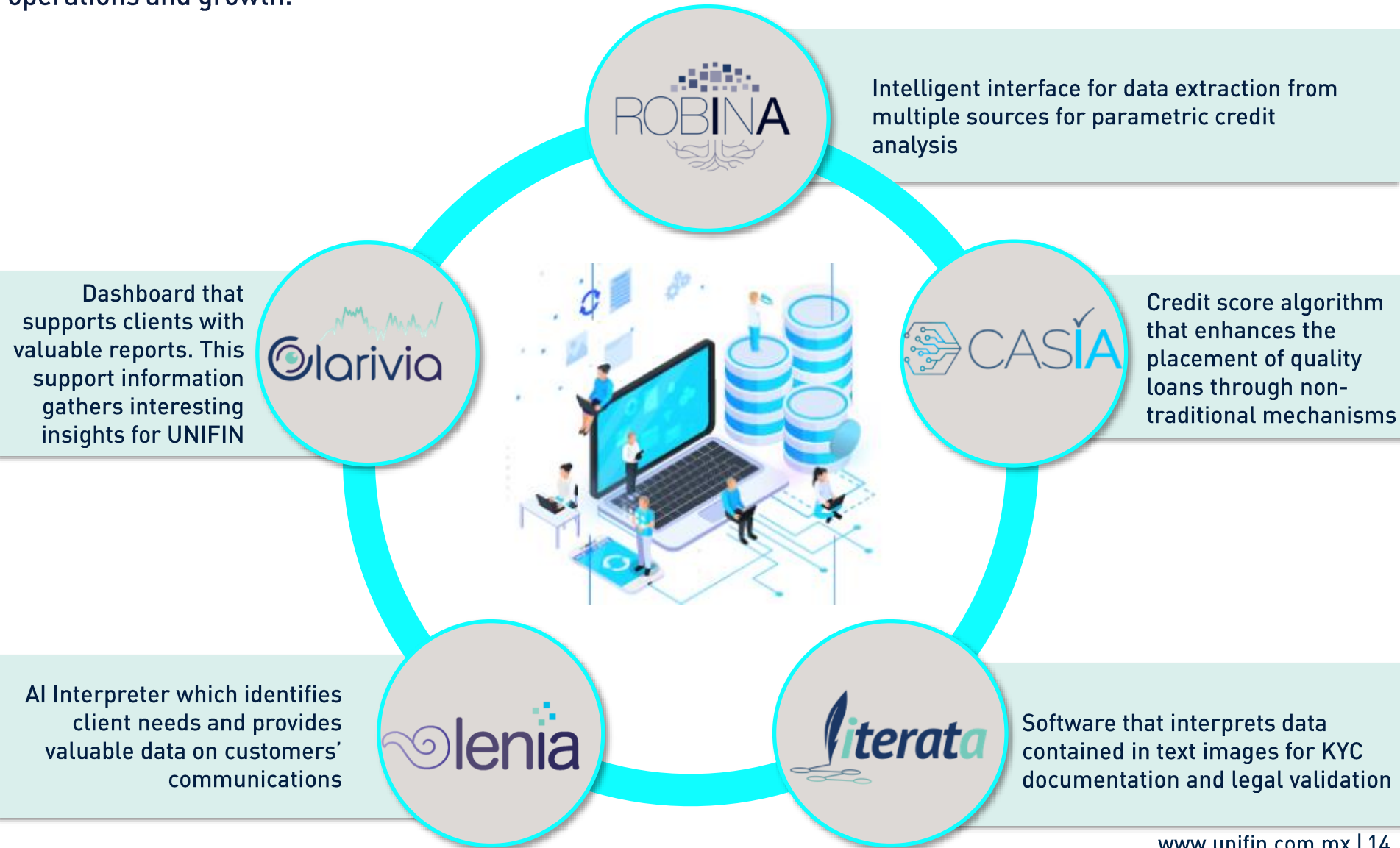
Fleet Services

-  SMEs and individuals with business activities
-  Manage, monitor and maintain our clients' fleets nationwide
-  Two services:
 - 1) Full service lease: all-inclusive lease scheme
 - 2) By event: independent management of whether vehicles are leased or not

Insurance Brokerage

-  SMEs, natural and legal persons
-  12 or 48 months
-  Two classifications:
 - 1) Insurance for UNIFIN assets
 - 2) Insurance for clients (any line of insurance)

In light of the fundamental importance of data availability we have deployed an AI platform to support our operations and growth:



Relocation and opening of new offices based on qualitative and quantitative analysis performed by BI and Economic Analysis teams

The 18 states where UNIFIN operates represent 80.7% of Mexico's GDP and 69.7% of SMEs



- **North:** Nuevo Leon, Tamaulipas, Coahuila
- **Northwest:** Chihuahua, Baja California Norte, Sonora, Jalisco
- **Bajio:** Queretaro, Guanajuato, San Luis Potosi, Aguascalientes
- **Metro:** Mexico City, State of Mexico, Puebla
- **South:** Veracruz, Yucatan, Quintana Roo, Tabasco

Where to play in 2021?

UNIFIN has already identified opportunities for the upcoming years based on analysis and projections

Strategic Sectors

Agroindustry: migration to intensive processes in machinery and equipment, dynamism of the sector and lack of financial penetration

Manufacturing: focused mainly on exporting companies

Transportation: light and heavy vehicles

Services: strength of internal consumption, social programs and strong flow of remittances

Energy and infrastructure

Strategic Regions

Bajio: Guanajuato, Queretaro, Aguascalientes

Northwest: Chihuahua, Jalisco, Baja California

North: Nuevo Leon, Coahuila

South: Quintana Roo and Yucatan

Development of Core Capabilities

Marketing

- Optimization
- Brand Awareness
- Engagement
- Campaign Performance: National Rank 9

Customer Knowledge and Segmentation

- Ad-hoc Studies
- Customer Experience
- 944 Surveys Answered

Prospecting Center

- Proprietary Methodology
- + 1,109 Appointments in 3Q21



Digital Transformation & Channels

- Web/ Chat
- Customer Portal *+90% of customers registered*
- Digital Onboarding

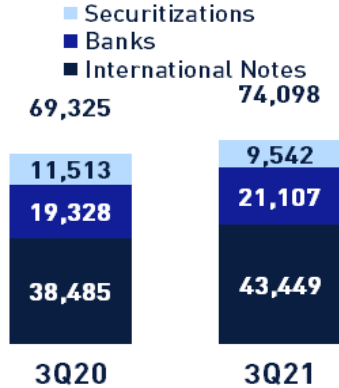
Data Analytics and Artificial Intelligence

- SME Database
- Data Driven
- Decision Making
- High Quality Business Data

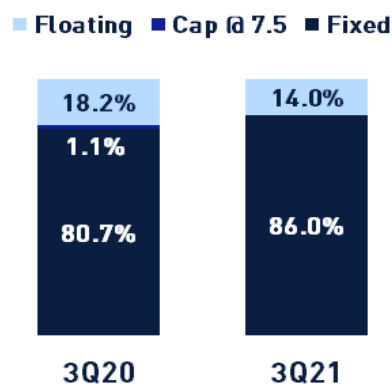


Diversified and Efficient Funding Sources

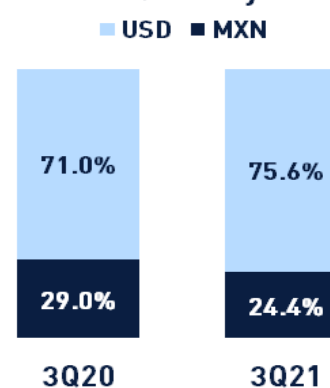
Financial liabilities



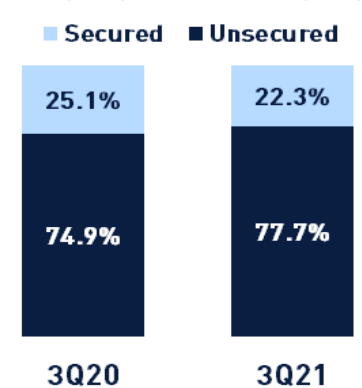
Rates



Currency



Secured vs. Unsecured



Significant liquidity gap: WAVG life of the portfolio is **27** months vs. **46** months for financial debt

Maturity profile

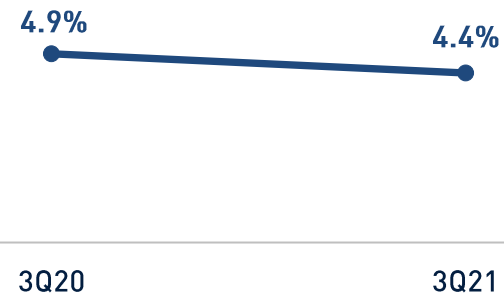
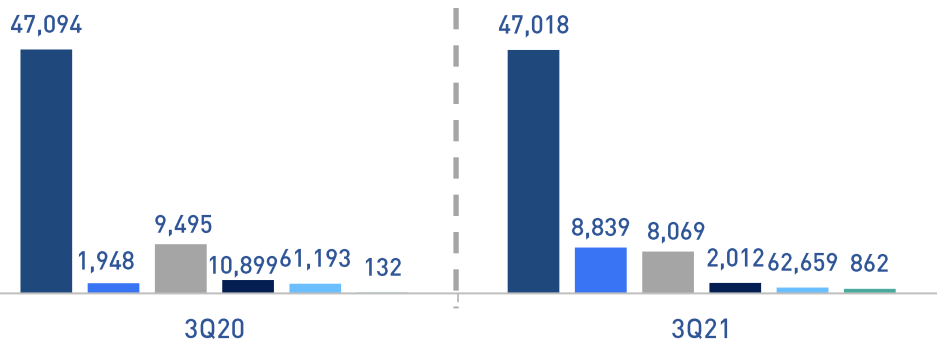


Net Loan Portfolio

Non-Performing Loans

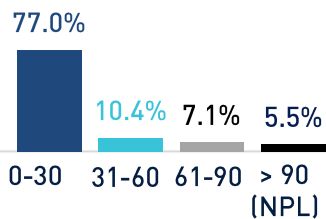
[MXN\$mmm]

■ Leasing ■ Structured finance ■ Working capital ■ Auto loans ■ Uniclick

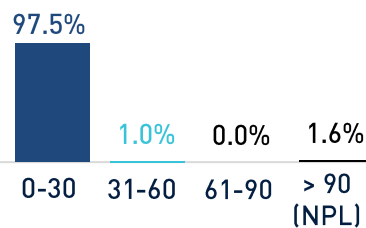


Aging Balances

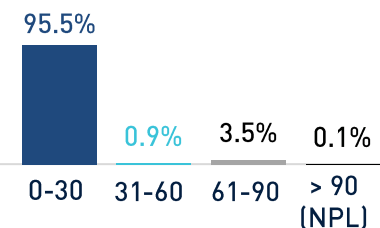
Leasing



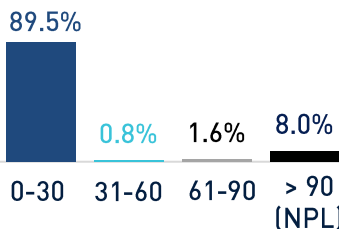
Structured finance



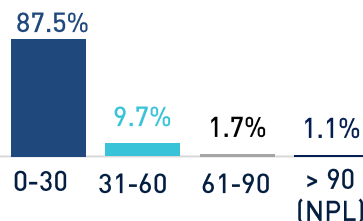
Working capital



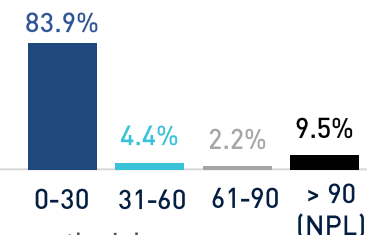
Auto loans



Factoring

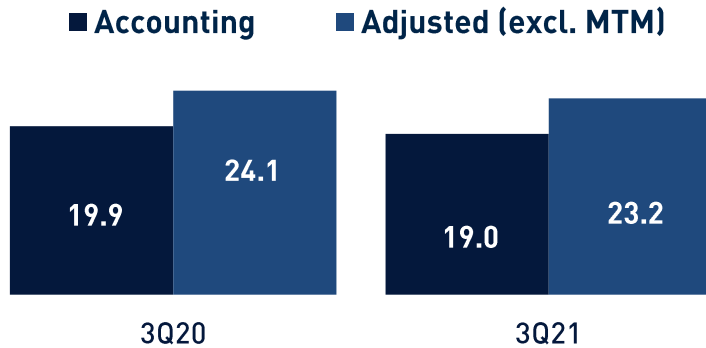


Uniclick

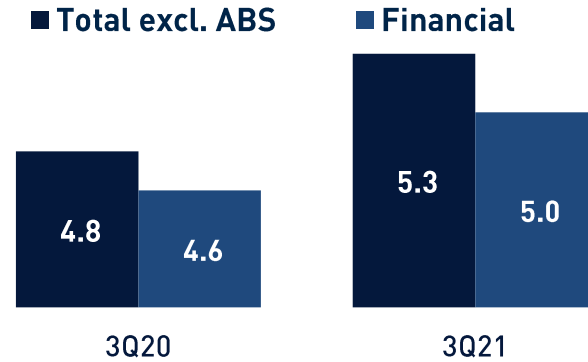


Provisions created according to our reserve for loan loss reserve policy attached to the guidelines defined by IFRS. The methodology is based on an expected loss basis

Capitalization

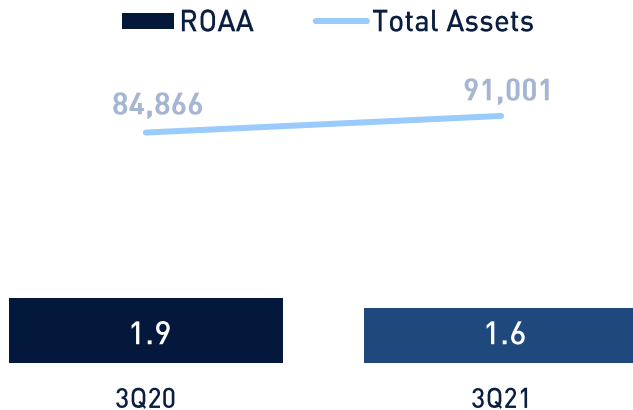


Total Leverage

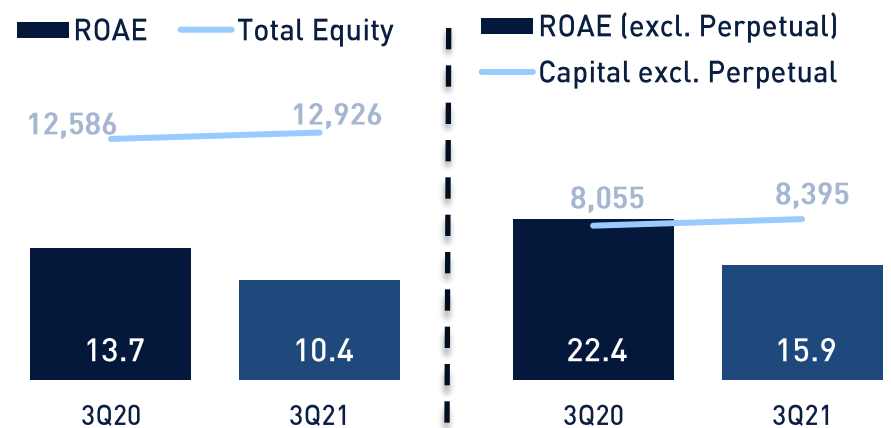


ROAA

[MXN\$mm]



ROAE

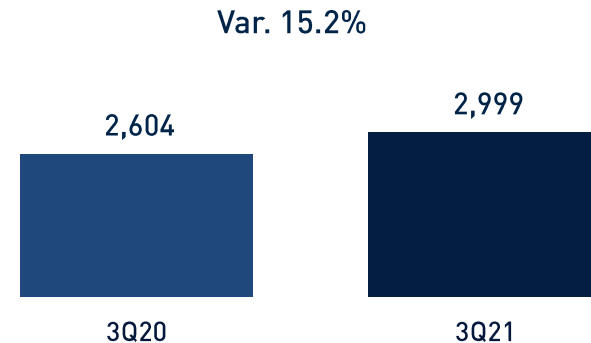


Key Metrics

[MXN\$ mm]	3Q20	3Q21
NIM ¹	5.6%	5.8%
Opex	14.2%	12.8%
ROAA	1.9%	1.6%
ROAE (excl. Perpetual Bond)	22.4%	15.9%
ROAE	13.7%	10.4%
Efficiency Ratio ²	48.2%	50.9%

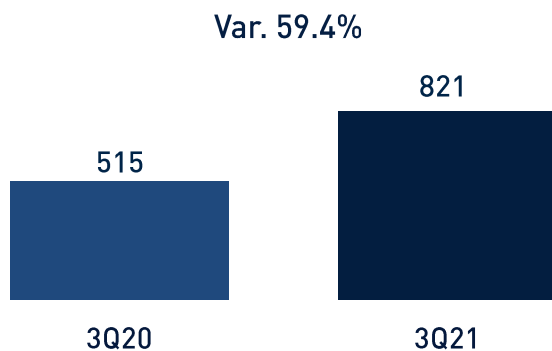
Interest Income

[MXN\$mm]



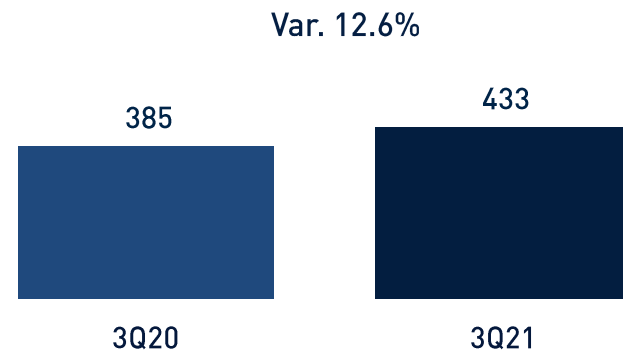
Adjusted Financial Margin

[MXN\$mm]



Net Income

[MXN\$mm]



(1) Nominal Financial Margin: Interest income minus total interest expenses | NIM: Nominal Financial Margin over average productive assets (gross loan portfolio and investments in securities)

(2) Efficiency Ratio: Operating expenses, depreciation of owned assets, and income or expenses from the sale of fixed assets divided by financial margin before loan loss reserves

Collection Process

- Specialized collection process has helped NPL figures to remain stable
- UNIFIN owns all leased assets
- The clients, shareholders and/or their top management are personally liable in the case of default or failure to return the leased asset

Loan Loss Reserves

[MXN\$mmm]

	Leasing	Factoring	Auto Loans	Structured Finance	Working Capital	Uniclick	Total Loan Portfolio
NPL	2,713	12	176	140	8	91	3,140
Loan Loss	(2,039)	(12)	(176)	(140)	(212)	(91)	(2,670)
Loan Loss as % of NPL	75%	100%	100%	100%	2,604%	100%	85%

Information as of September 2021

Estimated Break-Even Value of the Leased Asset

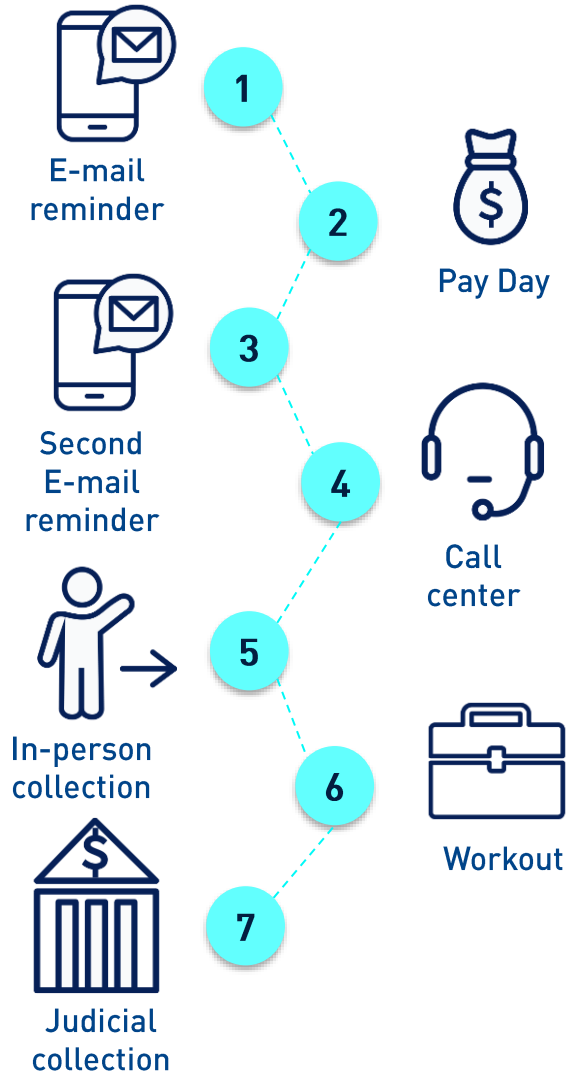
Historically, the Company has sold repossessed assets at approximately 80% of commercial value

% Recovery scenario	NPL +90	Reserve	Est. recovery Value	Net gain (Loss) ₁	Net balance
100.0%	2,713	(2,039)	2,138	(575)	1,464
75.0%	2,713	(2,039)	1,603	(1,110)	930
50.0%	2,713	(2,039)	1,069	(1,644)	395
25.0%	2,713	(2,039)	534	(2,178)	(139)

Information as of September 2021

(1) Net Gain (Loss) = Estimated Recovery Value – NPL

Collection Process



Board of Directors

Rodrigo Lebois Mateos
Chairman of the Board

Related Members

Rodrigo Ballí Thiele

Almudena
Lebois Ocejo

Rodrigo
Lebois Ocejo

Juan Ignacio
Casanueva
Pérez

Luis Barroso
González

Felipe Chico
Hernández

Gabriel Sama
D'Jamus

José Luis
Llamas
Figuroa

José Luis
Fernández
Fernández

Independent Members

Selected Management Team

Name	Position	Years of Experience	
		Total	At UNIFIN
Sergio Camacho Carmona	Chief Executive Officer	24	5
Sergio Cancino Rodríguez	Chief Financial Officer	33	4
José Ramón Díaz Arnau	Chief Leasing Officer	17	2
Juan José del Cueto Martínez	Chief Operating Officer	39	14
Paola Osuna San Martín	Legal Counsel	12	3
Federico Castillo Sánchez Mejorada	Chief Credit Officer	46	2
Rafael Caballero Hernández	Head of HR	42	6

Executive Board Committees

Corporate Credit
Committee

Credit Committee

Finance and Planning
Committee

Audit and Corporate
Practices Committee

Control and
Communication
Committee

UNIFIN continues to grow its workforce mainly via increases in its variably compensated sales team, while maintaining high levels of operational efficiency

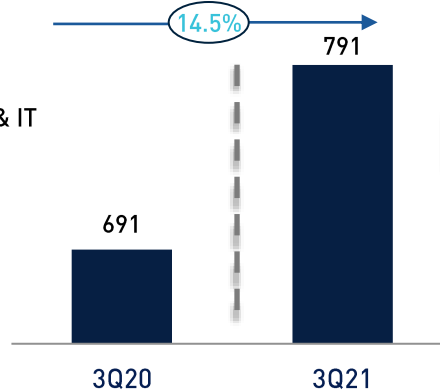
Workforce Evolution and Breakdown

(Employee type)



- Sales force
- Admin., Finance & IT
- Operations
- Innovation
- Corporate

(Number of employees)



The development of our workforce is a priority for the Company. In 3Q21:

- +60 Courses
- 4 Scholarships
- 2 MBAs
- +11,977 hours provided in teaching and courses

Social Responsibility

QUALITY OF LIFE AT THE COMPANY

- Savings accounts
- Employee healthcare app
- Dinning hall

- Employment and productivity
- Work-life balance
- Safety
- Quality of life at work

BUSINESS ETHICS

- Yearly anti- money laundering certifications and courses

- Ethical business conduct
- No illegal business
- Respect for human dignity

COMMUNITY ENGAGEMENT

- Positive effect on +190,000 families and +180,000 children

- Continuous involvement in the communities where we operate through "Fundación UNIFIN"

ENVIRONMENTAL CARE AND PRESERVATION

- +400 computer supplies recycled

- Resource optimization
- Sustainability

Risk	UNIFIN's Opportunities
Depressed economy	<ul style="list-style-type: none"> • Focusing on identifying regions and sectors that have positive dynamics: <ul style="list-style-type: none"> • Food industry, transportation services, health sector, digital economy and other areas migrating from labor to new technologies • The OECD raised its growth forecast for Mexico in 2021 as it expects an increase in exports due to the approval of the latest fiscal package • North and Center-North of the country have been growing in recent years, and are expected to grow the most once the pandemic is over due to exports
Low levels of investment due to uncertainty	<ul style="list-style-type: none"> • Remain close to our clients, offering financial advisory for their future investment plans • The government will continue to carry on with its priority infrastructure projects, which we closely monitor, in order to capture opportunities for our clients
Government policies that affect the economic environment	<ul style="list-style-type: none"> • The launching of the USMCA can benefit SMEs as the global supply chains start reallocating operations • Working closely with the sectors and companies that are being prioritized by the government
Inflation could rise /under watch	<ul style="list-style-type: none"> • Keep an eye on the changes in the reference interest rate and policies from Banco de Mexico • Renegotiate the general conditions of our current debt (hedging)
Current exchange risk	<ul style="list-style-type: none"> • 100% FX coverage – 75.6% hedged in USD and 24.4% in MXN

Appendix



Income Statement

Figures in Ps. million	3Q21	3Q20	Var. %	9M21	9M20	Var. %
Interest income	2,999	2,604	15.2%	8,736	8,335	4.8%
Depreciation of assets in leasing	35	27	0%	92	27	100%
Interest cost	2,009	1,667	20.5%	5,840	5,205	12.2%
Loan losses reserve	135	395	(66.0%)	510	1,150	(55.7%)
Adjusted financial margin	821	515	59.4%	2,296	1,953	17.6%
Financial margin	27.4%	19.8%		26.3%	23.4%	
Admin. Expenses	385	369	4.3%	1,126	1,114	1.1%
Operating income	334	76	340.9%	911	654	39.3%
Operating margin (% of sales)	11.1%	2.9%		10.4%	7.9%	
Financing result	202	411	(50.7%)	388	662	(41.3%)
Net income	433	385	12.6%	1,076	1,058	1.7%
Net margin (% of sales)	14.4%	14.8%		12.3%	12.7%	

Balance Sheet

Figures in Ps. Million	3Q21	3Q20	Var. %
Assets			
Cash & cash equivalents	3,931	3,001	31.0%
Total loan portfolio, net	67,918	63,103	7.6%
Property, furniture and equipment - net	6,078	6,067	0.2%
Derivative financial instruments	5,726	6,538	(12.4%)
Deferred taxes	2,670	3,419	(21.9%)
Total assets	91,001	84,866	7.2%
Liabilities			
Bank loans	21,107	19,328	9.2%
Debt securities	9,542	11,513	(17.1%)
Senior notes	43,449	38,485	12.9%
Derivative financial instruments	2,994	1,950	53.6%
Other accounts payable	753	820	(8.2%)
Total liabilities	78,074	72,280	8.0%
Total stockholders' equity	12,926	12,586	2.7%
Total liabilities & stockholders' equity	91,001	84,866	7.2%

UNIFIN changed its SOFOM GAAP reporting to IFRS (international standard) to provide greater transparency, additional disclosure and make its information more comparable to peers

Balance Sheet and P&L Impact

	Impact Summary
Portfolio ¹	• Total portfolio of leasing, factoring & auto loans is now 100% registered on the balance sheet, contrary to SOFOM GAAP
PP&E	• IFRS only registers owned assets vs SOFOM GAAP which registers assets under operating lease & owned assets
Stockholders' Equity	• Initial impact due to IFRS as retained earnings change
Total Revenues	• IFRS does not capture capital reimbursement, investment income and FX income
Financial Margin	• Main impact is to expenses. IFRS registers interest expense and SOFOM GAAP registers other lease expenses
Net Income	• Result of all the above, among others

Main Financial Metrics Impact

	Impact Summary
Capitalization Ratio	• Decrease of Total Equity greater than the decrease in Total Assets
Financial Leverage ²	• Decrease of Total Equity
Total Leverage ²	• Decrease of Total Equity
Total Portfolio ³	• IFRS only registers the NPV of the leasing portfolio vs SOFOM GAAP that registers principal & accrued interests
ROE	• Decrease of Total Equity greater than the decrease in Net Income
ROA	• Decrease of Total Assets greater than the decrease in Net Income
NPLs	• SOFOM GAAP only registers 90 day accrued rentals of leasing vs IFRS which registers outstanding balance
Coverage Ratio	• SOFOM GAAP only registers 3-month rentals for leasing NPL vs IFRS which registers 100% of the NPL outstanding balance

Note: Preliminary figures subject to independent auditor revision.

(1) Balance sheet account

(2) Excluding securitizations

(3) Memorandum account for SOFOM GAAP

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.



Contact:
David Pernas
Grecia Dominguez
Fernanda Molina
T: +52 55 4162 8270
unifin_ri@unifin.com.mx



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