

An abstract graphic on the left side of the slide, featuring a complex, glowing blue wireframe structure. It resembles a network or a molecular model, with numerous interconnected points and lines, some of which are highlighted with brighter blue light effects.

UNIFIN Corporate Presentation | 1Q22

Corporate Summary

1

UNIFIN focuses on providing financing solutions to the growing and underserved SME market through a variety of financial services, lead by leasing

2

With over 28 years of experience, UNIFIN is the largest independent Non-banking Financial Institution (NBFI) in Mexico

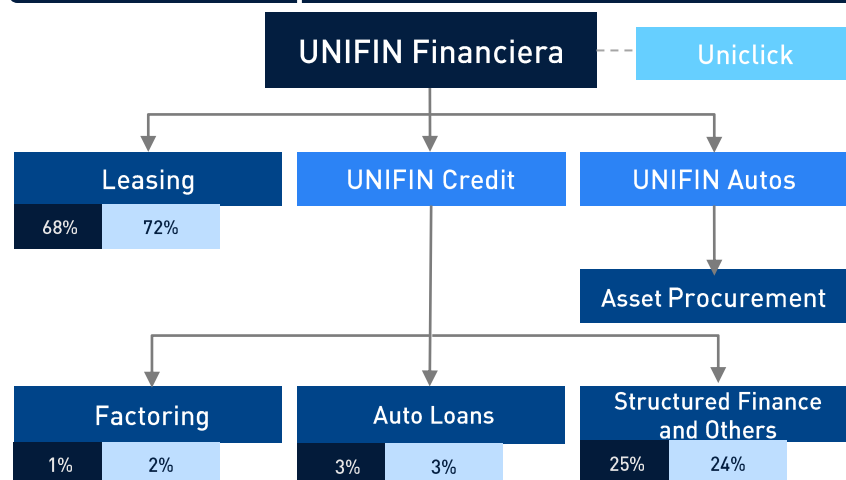
3

UNIFIN is a public entity with a successful capital market track record, in both local and international markets

4

In 2019, the Company adopted IFRS to enhance transparency and improve comparability with industry peers

Corporate Structure



As % of total portfolio

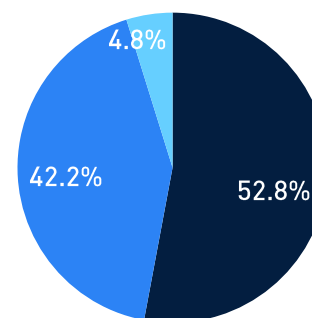
As % of total revenue

Key activities

Financial Highlights

(MXN\$ million)	1Q22	1Q21	
Income Statement			
Total interest income	3,009	2,822	6.6%
Financial margin	1,143	881	29.8%
Consolidated net income	438	307	42.5%
Balance Sheet			
Total portfolio	74,629	65,444	14.0%
Total assets	93,229	87,605	6.5%
Financial debt	75,439	69,422	8.7%
Total stockholders' equity	12,453	13,500	(7.8%)
Selected Key Metrics			
NPLs / total portfolio	4.2%	4.5%	30 bps
ROAA	1.8%	1.5%	30 bps
ROAE	12.7%	9.9%	280 bps
Capitalization	17.3%	21.5%	(430 bps)
Financial leverage	5.4 x	4.6 x	0.8 x

Shareholder Structure



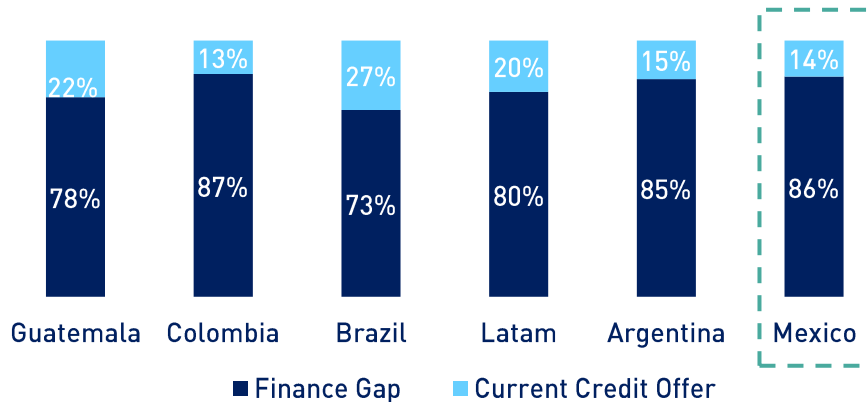
■ Control Trust
 ■ Public Float
 ■ Employee Stock Incentive Trust

As of March 31, 2022

Target Market: SMEs in Mexico

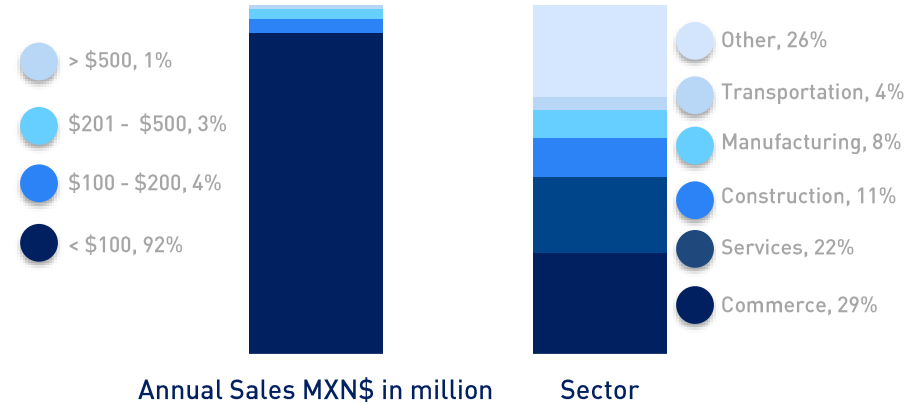
The credit market for SMEs in Mexico is attractive and underserved

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

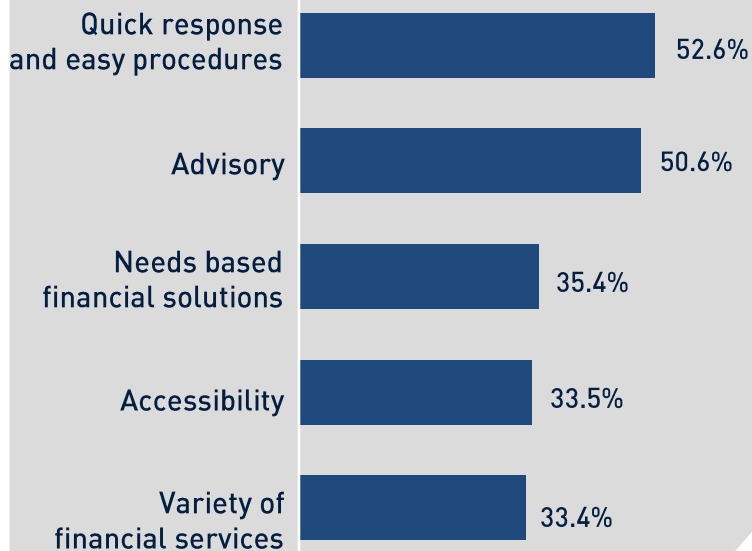
There is often no collateral available to compensate for credit risk

Regulations & Policies

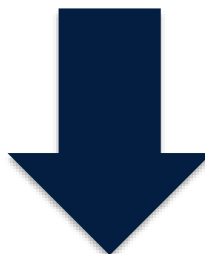
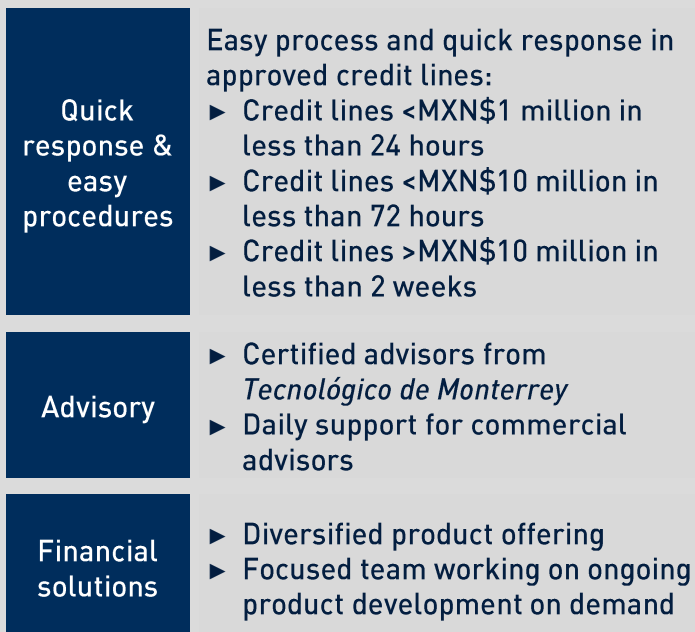
Due to compliance with multiple local and international regulations, Banks usually focus on large clients and do not address some sectors

UNIFIN focuses on addressing SMEs' key loan requirements

Most important factors for SMEs when choosing financing



Main distinctive elements



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



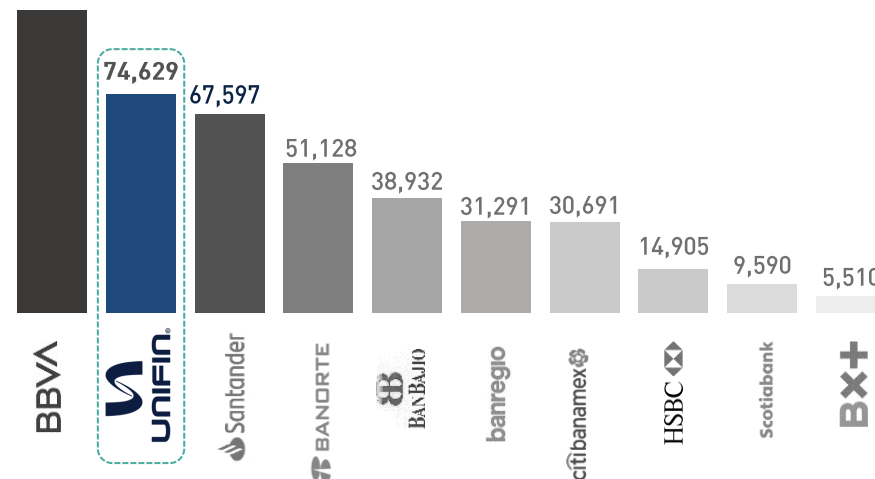
Faster response and easier procedures vs competition



Ample financial liquidity through diversified funding sources

Ranking vs Bank SME Financing

Total Loan Portfolio
103,161



Source: CNBV, Dec 2021

Relevant Leasing Companies in Mexico

Competitive advantages have lead UNIFIN to emerge as the market leader

Local / Independent



Bank related



International



Brand/Specialized



Business Model: Six Fundamental Pillars

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

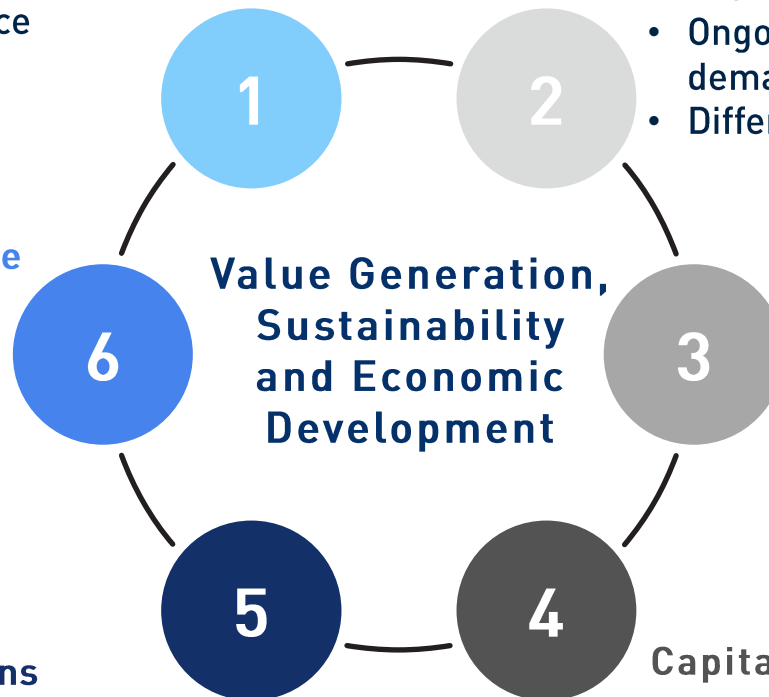
- Economic and business analysis
- Client information drives innovation in processes, services and products

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



3 Different Channels to Approach our Clients

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\$3 mm



Agile Process

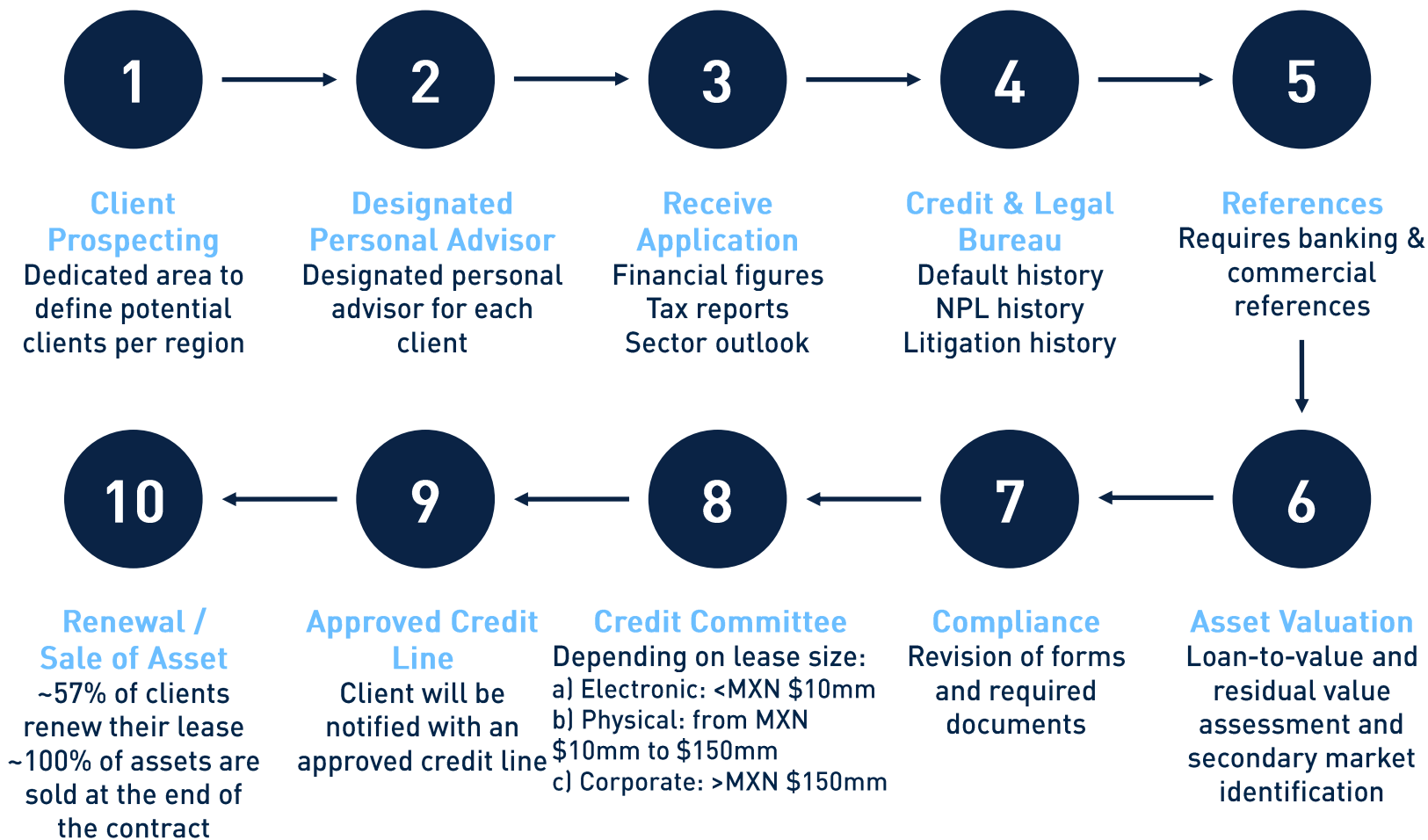


Online authorization within 5 minutes and dispersion of resources within 24 hours



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



Strength

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



Expertise

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



Commercial

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

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

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

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

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

Business Lines - Targeted Products

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





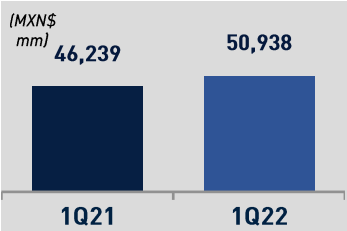
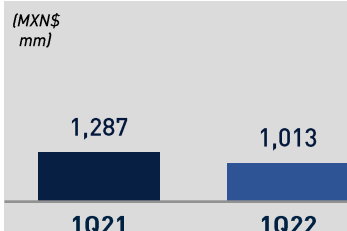
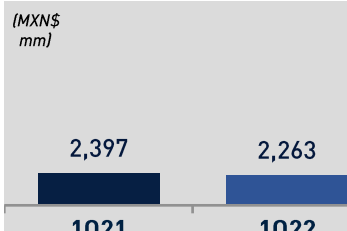
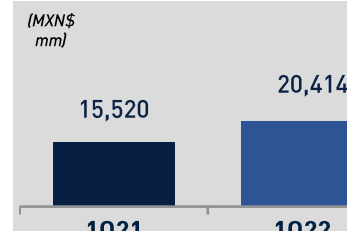
	Leasing	Factoring	Auto Loans	Structured Finance & Working Capital
Financing Uses	<ul style="list-style-type: none"> ■ Machinery, equipment & vehicles 	<ul style="list-style-type: none"> ■ Working capital 	<ul style="list-style-type: none"> ■ Any type of vehicle 	<ul style="list-style-type: none"> ■ Assets ■ 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 1Q22, UNIFIN had a highly diversified portfolio of over 9,500 clients, with an average ticket per client of ~MXN\$7.7mm¹

	Leasing 	Factoring 	Auto Credit 	Structured Finance & Working Capital 
% of Total Portfolio ²	■ 68%	■ 1%	■ 3%	■ 25%
Number of Active Clients	■ 6,083	■ 956	■ 974	■ 1,621
Average ticket	■ MXN\$8.4 mm	■ MXN\$1.1 mm	■ MXN\$2.3 mm	■ MXN\$27.6 m
Weighted Average Maturity	■ 41 months	■ 67 days	■ 33 months	■ 18 months
Total Loan Portfolio Growth (1Q21-1Q22)	■ 10.2%	■ {21.3%}	■ {5.6%}	■ 31.5%
Total Loan Portfolio Evolution	 <p>(MXN\$ mm) 46,239 50,938 1Q21 1Q22</p>	 <p>(MXN\$ mm) 1,287 1,013 1Q21 1Q22</p>	 <p>(MXN\$ mm) 2,397 2,263 1Q21 1Q22</p>	 <p>(MXN\$ mm) 15,520 20,414 1Q21 1Q22</p>






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\$3million
-  3, 6, 9 or 12 months
-  30% - 40% interest rate / 3% fee
-  Domiciliated payment / Unsecured

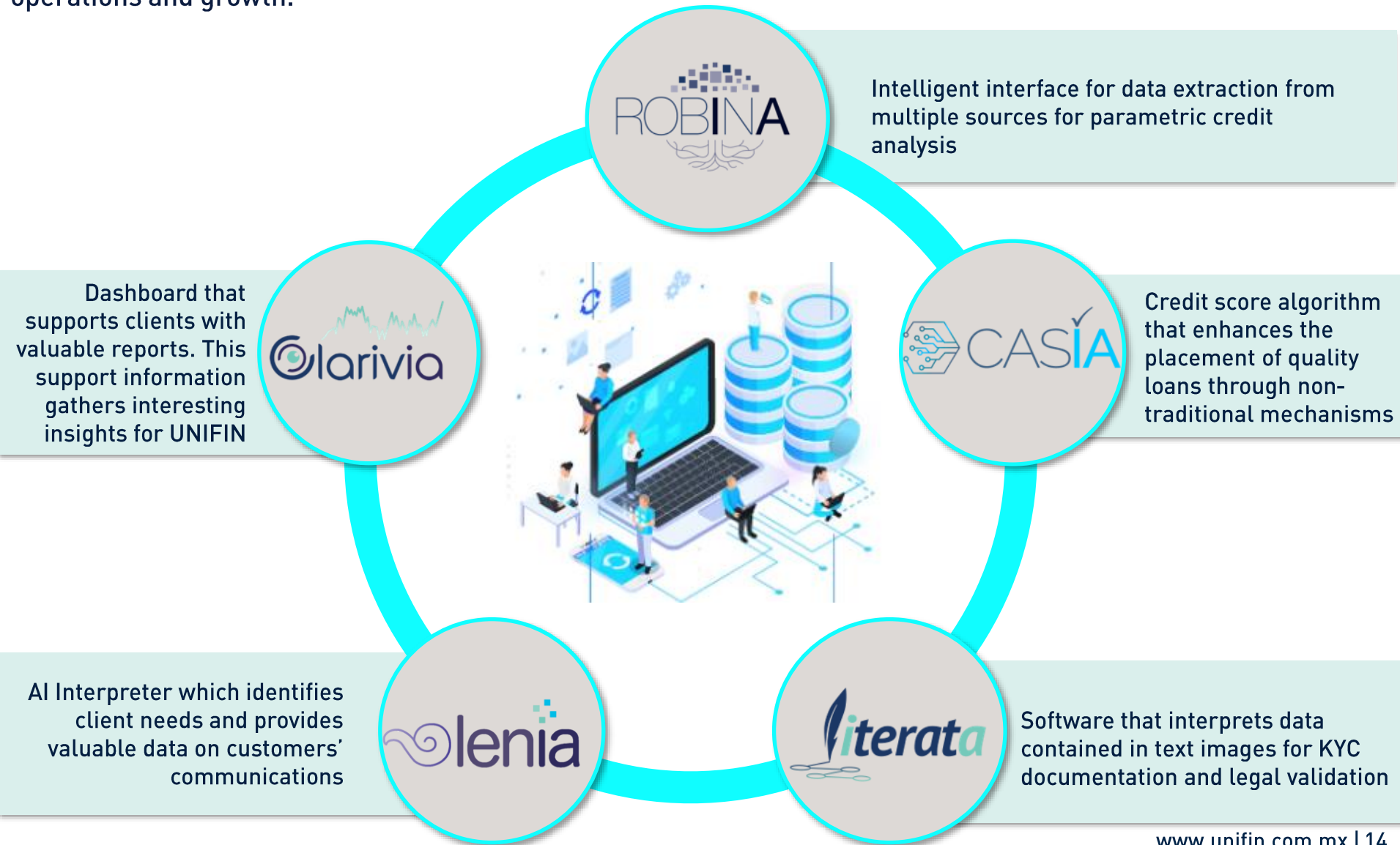
Fleet Services

-  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 84.0% of SMEs



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

Where to play in 2022?

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

Bajío: 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

Prospecting Center

- Proprietary Methodology
- + 900 Appointments in 1Q22



Digital Transformation & Channels

- Web/ Chat
- Customer Portal
- Digital Onboarding

Data Analytics and Artificial Intelligence

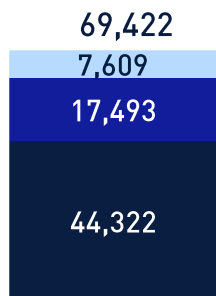
- SME Database
- Data Driven
- Decision Making
- High Quality Business Data



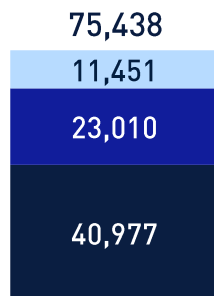
Diversified and Efficient Funding Sources

Financial liabilities

■ International notes ■ Banks ■ Securitizations



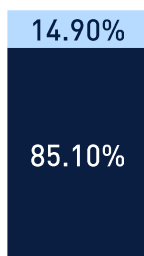
1Q21



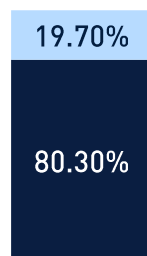
1Q22

Rates

■ Variable ■ Cap @ 7.5 ■ Fija



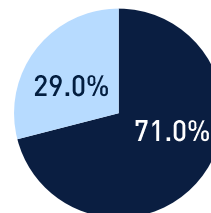
1Q21



1Q22

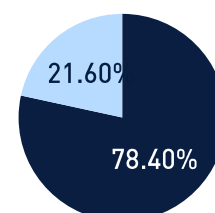
Currency

■ USD ■ MXN

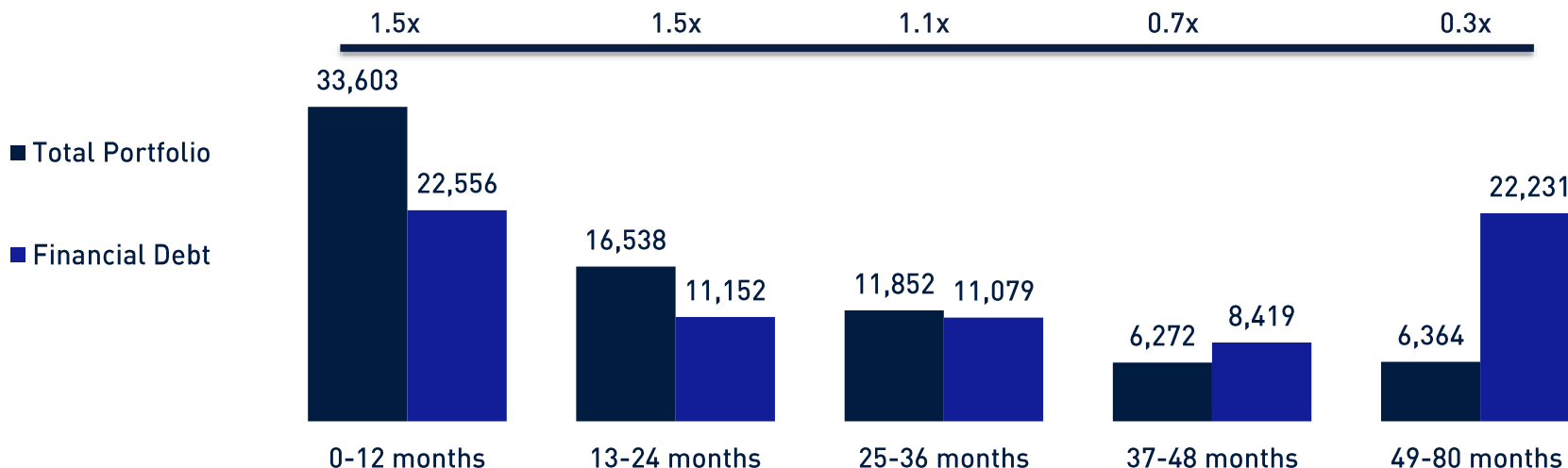


Secured vs. Unsecured

■ USD ■ MXN

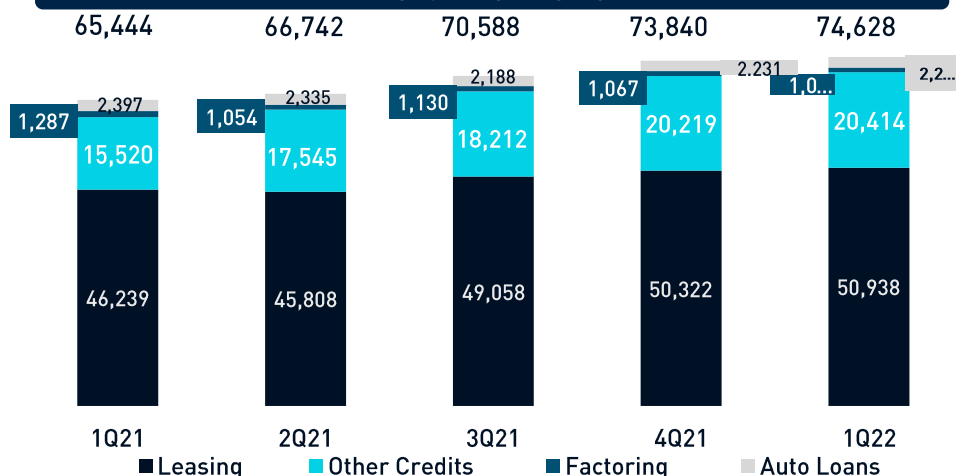


Maturity Profile

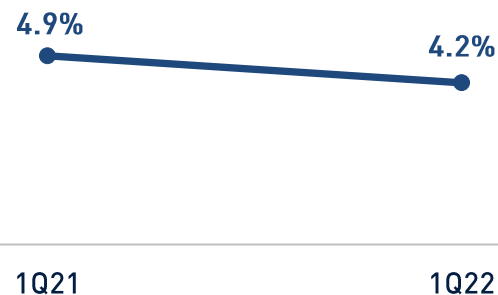


Quality Portfolio and Stable NPLs

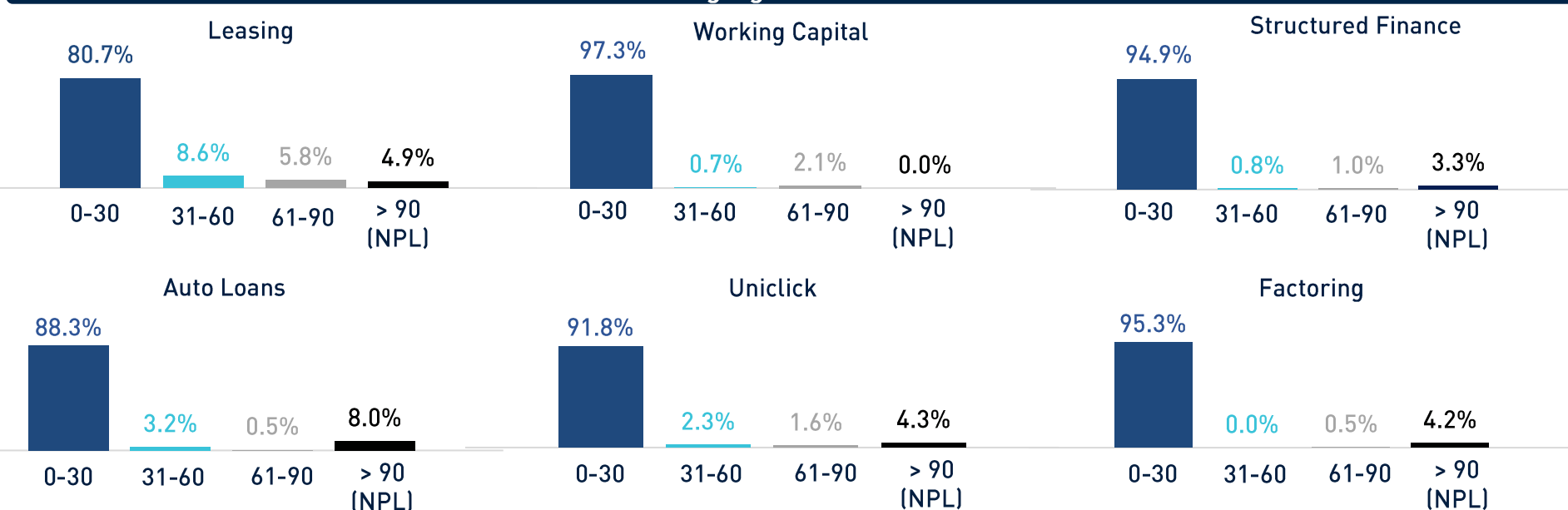
Total Portfolio



Non-Performing Loans



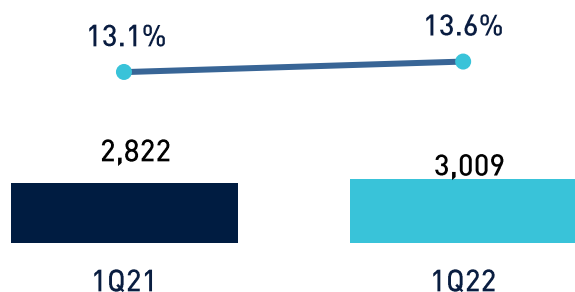
Aging Balances



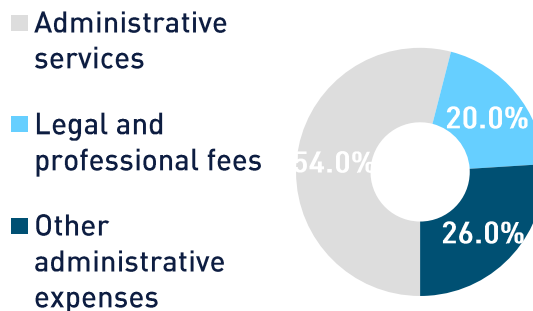
Provisions created according to our reserve for loan loss reserve policy attached to the guidelines defined by IFRS. The methodology is based on an expected loss basis

Ps. million

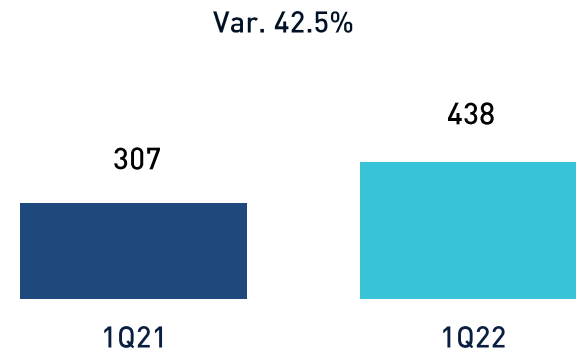
Interest income and OPEX



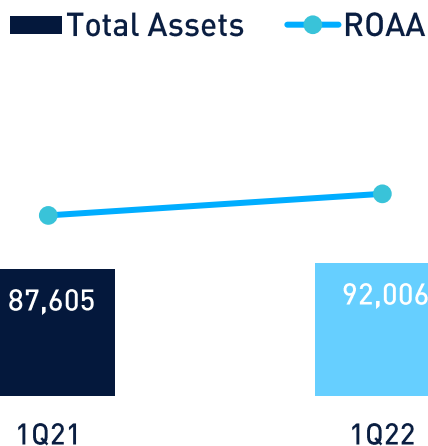
Admin. expenses



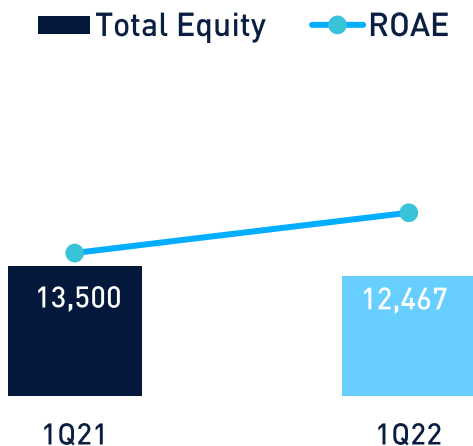
Net income



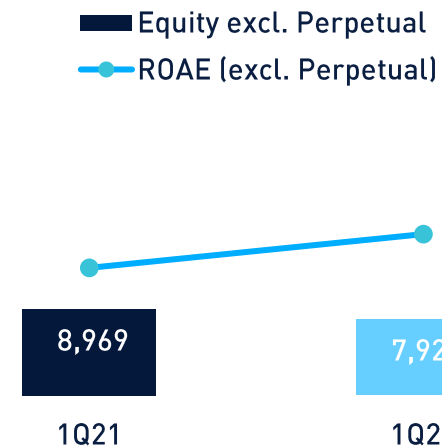
ROAA



ROAE



ROAE (excl. perpetual bond)



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\$mm]

	Leasing	Factoring	Auto Loans	Structured Finance	Working Capital	Uniclick	Total Portfolio
NPL	2,509	43	181	295	0	83	3,110
Loan Loss	(1,975)	(43)	(181)	(295)	(0)	(83)	(2,576)
Loan Loss as % of NPL	79%	100%	100%	100%	0%	100%	83%

Information as of March 2022

Estimated Break-Even Value of the Leased Asset

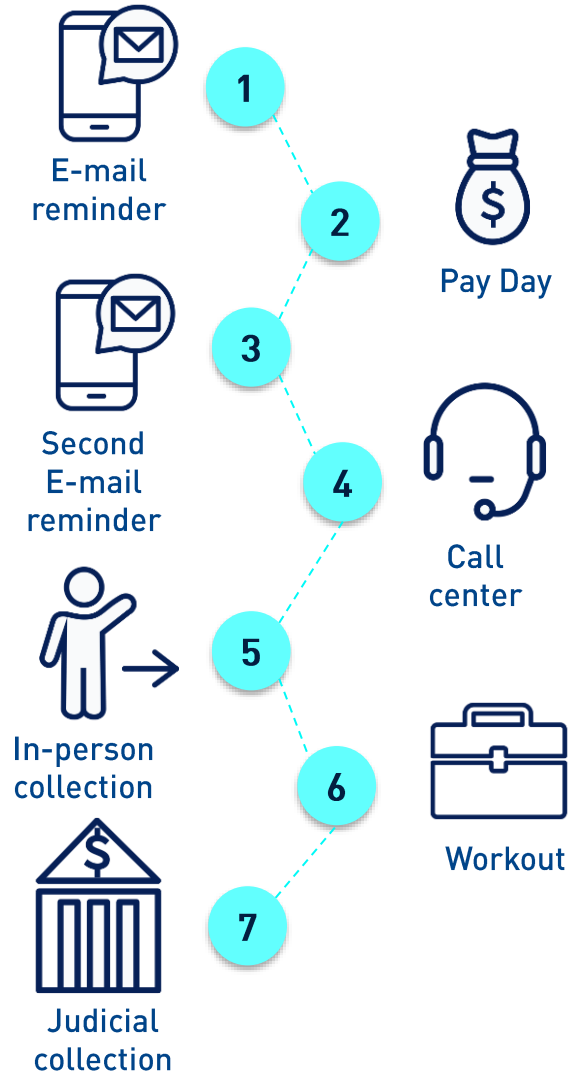
Historically, the Company has sold repossessed assets at approximately 80% of commercial value

% Recovery scenario	NPL +90	Reserve	Est. recovery Value	Net gain (Loss) ₁	Net balance
100.00%			1,977	(532)	1,443
75.00%	2,509	1,975	1,483	(1,026)	949
50.00%			988	(1,520)	454
25.00%			494	(2,014)	(40)

Information as of March 2022

(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
Figueroa

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
Fernando Boza González	Chief Digital Officer	28	1

Executive Board Committees

Corporate Credit
Committee

Credit Committee

Finance and Planning
Committee

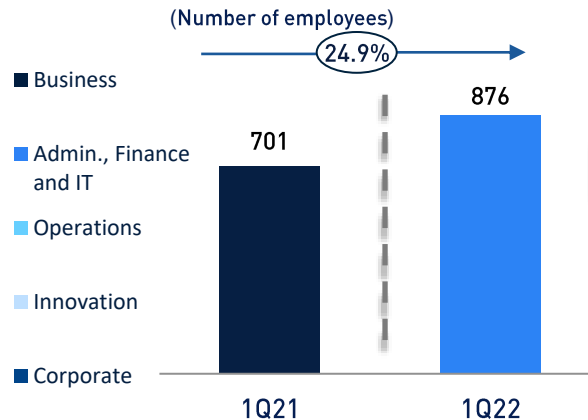
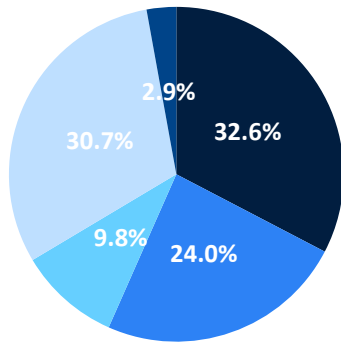
Audit and Corporate
Practices Committee

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)



The development of our workforce is a priority for the Company. In 1Q22:

+37 Courses

4 Scholarships

1 MBAs

+10,330 hours provided in teaching and courses

Social Responsibility

QUALITY OF LIFE AT THE COMPANY

- Savings accounts
- Employee healthcare app
- Dining 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 – 78.40% hedged in USD and 21.60% in MXN

Appendix



Income Statement and Balance Sheet

Income Statement Figures in Ps. million	1Q22	1Q21	Var.% 1Q21
Interest income	3,009	2,822	6.6%
Depreciation of assets in leasing	28	21	33%
Interest cost	1,837	1,921	(4.3%)
Loan losses reserve	146	221	(33.9%)
Adjusted financial margin	997	660	51.1%
Financial margin	33.1%	23.4%	41.8%
Admin. Expenses	409	369	11.0%
Operating income	481	230	108.9%
Operating margin (% of sales)	16.0%	8.2%	96.0%
Financing result	56	162	(65.6%)
Net income	438	307	42.5%
Net margin (% of sales)	14.5%	10.9%	33.7%

Balance Sheet Figures in Ps. Million	1Q22	1Q21	Var.% 1Q21
Assets			
Cash & cash equivalents	4,128	4,785	(13.7%)
Total loan portfolio, net	72,052	62,659	15.0%
Property, furniture and equipment - net	5,753	6,296	(8.6%)
Derivative financial instruments	4,875	7,342	(33.6%)
Deferred taxes	2,258	2,622	(13.9%)
Total assets	93,294	87,605	6.5%
Liabilities			
Bank loans	23,256	17,493	32.9%
Debt securities	11,451	7,607	50.5%
Senior notes	40,732	44,322	(8.1%)
Derivative financial instruments	2,926	3,223	(9.2%)
Other accounts payable	2,370	800	196.1%
Total liabilities	80,841	74,104	9.1%
Total stockholders' equity	12,453	13,500	(7.8%)
Total liabilities & stockholders' equity	93,294	87,605	6.5%

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.



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