



## UNIFIN Reports Second Quarter 2022 Results

Mexico City, July 21, 2022 – UNIFIN Financiera, S.A.B. de C.V. (“UNIFIN” or “the Company”) (BMV: UNIFINA), announces its results for the second quarter of 2022 (“2Q22”). 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”).

### 2Q22 Highlights

- At the end of 2Q22 the **cash and cash equivalents** were Ps. 5,305 million.
- **Interest income** rose by 4.3% vs. 2Q21 to Ps. 3,039 million, mainly driven by a 6.2% increase in Leasing and a growing trend in **Uniclick**. Consequently, **portfolio yield** ended at 16.8%.
- **Financial margin** for 2Q22 ended at Ps. 1,219 million with a 25.8% growth compared to 2Q21, explained by an improvement in interest income and a lower interest cost.
- **Operating income** increased by 6.7% to Ps. 371 million as compared to Ps. 347 million in 2Q21, due to the improvement in interest costs.
- **Net Income** in 2Q22 recorded Ps. 342 million, a 1.6% increase vs. 2Q21 driven by higher interest income, lower interest costs and stable asset quality.
- **Collections** recorded Ps. 6,518 million a 6.8% increase as compared to 2Q21 in line with the Company’s effort to improve the process.
- **Originations** for the period ended at Ps. 4,731 million, a 28.1% decrease as compared to 2Q21. This result is in line with the Company’s strategy to prioritize liquidity.
- **Uniclick** demonstrated its capacity to support SME’s financial needs through its innovative digital platform, closing the quarter with Ps. 672 million in originations, a 78.4% increase vs. 2Q21.
- **NPLs** closed at 4.6% in 2Q22 in line with the same period of 2021, while **coverage ratio** recorded 78.5%.
- During the quarter, the Company closed a private securitization for a total amount of USD 500 million and reached an agreement with the bondholders of its USD200 million due in 2022, to extend its final maturity to May 2024.

## Message from the CEO

We continue to implement a more selective origination strategy in order to focus on the most profitable business lines for the Company, while targeting the regions and sectors with promising growth and stability. During this second quarter, the Company reduced its originations by 28.1% as compared to 2Q21. In terms of funding, we have renewed all our revolving credit lines for 2022 and we extended the 2022 bond maturity to May 2024. Additionally, we closed a private securitization for up to USD 500 million.

We remain working to enhance our portfolio and we ended this quarter with non-performing loans at 4.6% in line with the same quarter of the previous year. Collections recorded Ps. 6,518 million; a 6.8% increase as compared to 2Q21. This increase is the result of different factors accumulated over the last few quarters: economic recovery and asset quality stability, as well as proactive recovery and risk monitoring efforts made by the Company.

During this quarter financial margin increased by 25.8%, as compared to the same quarter of 2021. Operating and net income increased by 6.7% and 1.6%, respectively.

Moreover, **Uniclick**, our innovative digital platform continues to grow and keeps demonstrating its capacity to respond to the **small** and medium enterprises' financial needs. During the second quarter **Uniclick** originated Ps. 672 million and added 445 new clients to its portfolio. This business line accounts for 3.0% of our total portfolio and we expect it to continue increasing its market share. **Uniclick** is a clear example of Unifin's digitalization strategy as part of the evolution of the Company. Increasing our participation in digital media will allow us to maintain the leading position we already have in the sector.

Mexico, as most countries in the world, has been negatively impacted by the growing expectation of a global economic recession because of the main Central bank's withdrawal of economic support. These Banks have expressed the commitment to fight persistent inflationary pressures, which in some cases have recorded maximum levels over the last 40 years. All these as a result of distortions in supply chains derived from China's confinement measures and shortage of food and energy due to the war between Russia and Ukraine. We expect the GDP to grow approximately 1.8% during 2022, mainly driven by exports and local sales.

Unifin continues to operate under a conservative vision, pursuing a more selective origination strategy and focusing on those regions and sectors with more economic dynamism, growth and stability.

**Sergio Camacho**

## Financial Summary

Key financial indicators	2Q22	1Q22	4Q21	3Q21	2Q21
Portfolio Yield <sup>1</sup>	16.8%	17.2%	17.5%	17.9%	17.6%
Net Interest Margin (NIM) <sup>2</sup>	6.0%	5.8%	5.6%	5.8%	5.8%
OpEx <sup>3</sup>	13.9%	13.6%	13.7%	12.8%	12.8%
Efficiency ratio <sup>4</sup>	45.2%	45.5%	52.4%	50.9%	47.4%
ROAA <sup>5</sup>	1.7%	1.8%	1.7%	1.6%	1.5%
ROAE <sup>6</sup>	12.7%	12.7%	11.4%	10.4%	10.1%
ROAE (excl. perpetual bond)	19.7%	19.6%	17.5%	15.9%	15.5%

**Portfolio yield** recorded 16.8%, mainly explained by a 4.3% increase in interest income and a 14.1% increase in total portfolio. The business with the greatest growth was Leasing, with a Ps. 5,339 million or 11.7% increase as compared to 2Q21, in line with the Company's effort of focusing on its more profitable business lines.

As of 2Q22, **Net Interest Margin (NIM)** recorded 6.0%, mainly due to an increase in interest income, as well as a decrease in the depreciation of leasing assets and lower interest cost.

**OpEx** as a percentage of interest income recorded 13.9% compared to 12.8% in 2Q21, mainly explained by **Uniclick's** growth and all the costs related to its digitalization process.

**ROAE** stood at 12.7% as compared to 10.1% in 2Q21 driven by a sequentially higher net income. Additionally, **ROAA** closed at 1.7% as compared to 1.5% in 2Q21, mainly explained by the accumulated increase in assets and portfolio.

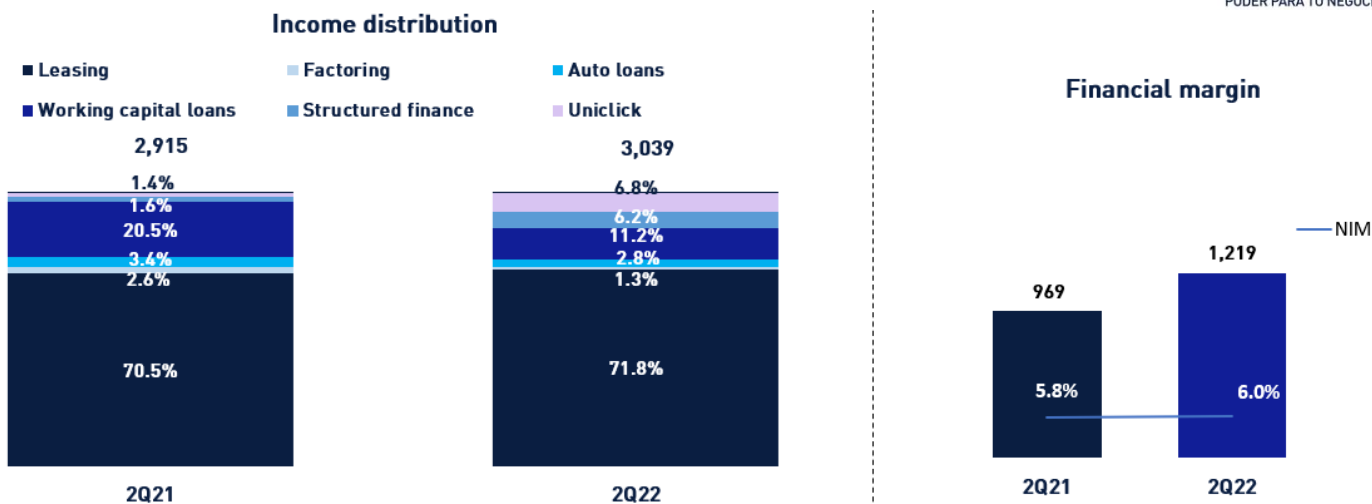
## Income Statement

In 2Q22 interest income increased by 4.3% as compared to 2Q21 reaching Ps. 3,039 million, mainly explained by a 6.2% increase in Leasing and a 4.7x growth in **Uniclick**, equivalent to Ps. 163 million.

### Interest income breakdown

	% Interest income	2Q22	4Q21	2Q21	Var. 2Q21	Var. 4Q21
<b>Figures in Ps. million</b>						
Leasing	71.8%	2,181	2,096	2,054	6.2%	4.0%
Factoring	1.3%	39	55	75	(47.9%)	(28.4%)
Auto loans	2.8%	84	83	98	(14.5%)	1.0%
Working capital loans	11.2%	341	494	598	(43.0%)	(31.0%)
Structured finance	6.2%	187	78	46	308.8%	139.9%
<b>Uniclick</b>	6.8%	207	125	44	371.1%	66.0%
<b>Total interest income</b>	<b>100%</b>	<b>3,039</b>	<b>2,931</b>	<b>2,915</b>	<b>4.3%</b>	<b>3.7%</b>

1. Portfolio Yield – interest income / average net portfolio
2. Net interest margin (NIM) - LTM of financial margin / average net portfolio
3. OpEx -Administrative expenses and others/ total income
4. Efficiency ratio – Admin / sum of gross margin, bank commissions and fees
5. ROAA – LTM of net income / average assets for the previous 12 months
6. ROAE - LTM of net income / average total stockholders' equity for the previous 12 months
7. LTM- last twelve months



Figures in Ps. million

Financial margin for 2Q22 ended at Ps. 1,219 with a 25.8% growth compared to 2Q21, explained by an improvement in interest income and a lower interest cost.

Cost of risk decreased from 3.7% in 2Q21 to 3.6% in 2Q22, mainly as a result of the increase in total portfolio, as well as the creation of higher provisions during the last quarters and forward-looking variables that involve future macroeconomic factors both in compliance with IFRS methodology.



The adjusted financial margin closed at Ps. 920 million, a 12.9% increase vs. 2Q21, explained by an improvement in interest income and a lower interest cost.

OpEx as a percentage of interest income recorded 13.9% in 2Q22 compared to 12.8% in 2Q21, supported by Uniclick's growth and all the costs related to its digitalization process.

## Expenses

Figures in Ps. million	2Q22	2Q21	Var. %
Administrative services	241	243	(0.9%)
Administrative expenses	183	129	42.1%
<b>Total administrative expenses</b>	<b>424</b>	<b>372</b>	<b>14.0%</b>
Depreciation of own equipment	85	63	35.1%
Loss (profit) on sale of fixed assets	40	33	23.4%
Other expenses	126	96	31.1%
<b>Total expenses</b>	<b>550</b>	<b>468</b>	<b>17.5%</b>

**Operating income** in 2Q22 recorded Ps. 371 million as compared to Ps. 347 million in 2Q21, mainly explained by an improvement in interest income and lower cost of interest.

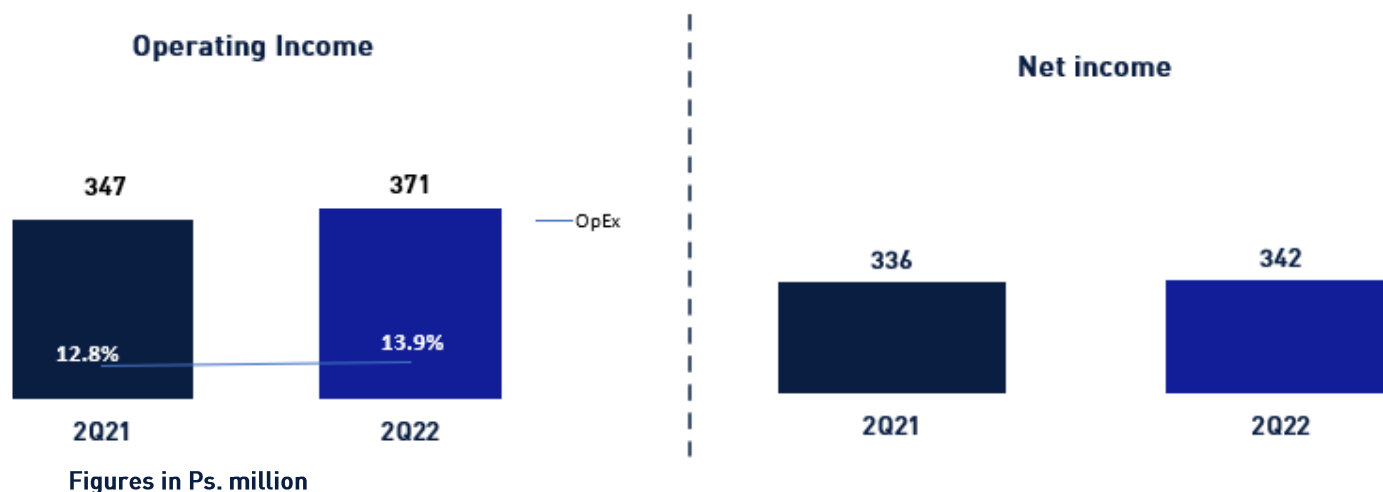
## Financing results

Figures in Ps. million	2Q22	2Q21	Var. %
Foreign exchange profit (loss)	(4)	3	(225.0%)
Bank commissions and fees	(2)	(18)	(87.4%)
Investment interest	30	20	48.6%
Other income	12	19	(38.9%)
<b>Financing result</b>	<b>35</b>	<b>24</b>	<b>46.5%</b>

**Financing result** for 2Q22 increased by 46.5% to Ps. 35 million, mainly explained by an increase in investment interest.

**Net Income** in 2Q22 recorded Ps. 342 million, a 1.6% increase vs. 2Q21 driven by i) higher interest income; ii) lower interest costs mainly explained by the international notes repurchased and iii) stable asset quality.

The Company's **earnings per share (EPS)** for the quarter was Ps. 0.70, and for the first half of the year was Ps. 1.61 as compared to Ps. 1.33 for 1H21.



## Financial Assets

Cash and equivalents in the quarter reached Ps. 5,305 million, a 1.3% increase as compared to 2Q21, mainly attributed to the strategy implemented by the Company to prioritize liquidity and slowdown originations.

The total loan portfolio rose 14.1% versus 2Q21 reaching Ps. 76,158 million in 2Q22 due to i) the devaluation effect from the foreign exchange ii) originations were generated at the end of the quarter iii) NPLs closed at 4.6% vs 4.2% in 1Q22 iv) better market conditions and business dynamics.

Non-performing loans stood at 4.6% of the total loan portfolio in 2Q22, reaching Ps. 3,471 million. Coverage ratio stood at 78.5%.

Figures in Ps. million

Portfolio breakdown	Total portfolio	Leasing	Structured Finance	Working Capital	Auto loans	Factoring	Uniclick
<b>Non-performing loans</b>							
2Q22	3,471	2,838	146	26	192	98	170
2Q21	3,083	2,525	123	166	247	15	6
Var. %	12.6%	12.4%	18.4%	(84.2%)	(22.2%)	538.1%	2,737.9%
<b>Total loan portfolio</b>							
2Q22	76,158	51,147	10,710	9,037	1,818	1,174	2,270
2Q21	66,742	45,808	8,828	8,128	2,335	1,054	589
Var. %	14.1%	11.7%	21.3%	11.2%	(22.1%)	11.4%	285.1%
<b>Loan loss reserve</b>							
2Q22	(2,724)	(1,887)	(146)	(176)	(192)	(98)	(225)
2Q21	(2,479)	(1,921)	(123)	(166)	(247)	(15)	(6)
Var. %	9.9%	(1.8%)	18.4%	6.2%	(22.2%)	538.1%	3,649.5%
Coverage ratio	78.5%	66.5%	100.0%	671.8%	100.0%	100.0%	132.1%
<b>Net loan portfolio</b>							
2Q22	73,433	49,261	10,564	8,861	1,626	1,076	2,045
2Q21	64,263	43,886	8,704	7,962	2,088	1,039	583
Var. %	14.3%	12.2%	21.4%	11.3%	(22.1%)	3.6%	250.5%

The loan loss reserve for 2Q22 recorded Ps. 2,724 million, a 9.9% increase as compared to 2Q21. Provisions are determined following the loan loss reserve policy, attached to IFRS guidelines, and based on expected losses.

The expected loss provision is determined by historical payment behavior, the current economic environment, and a reasonable provision for future payments. The loan reserve is at 100% of the <90 days bucket, excluding the leasing segment which considers the estimated recovery value of the leased assets.

Figures in Ps. million

Aging balances (days)	Total	%	Leasing	%	Structured finance	%	Working capital	%	Auto loans	%	Factoring	%	Uniclick	%
0 - 30	65,100	85.5%	41,742	81.6%	10,227	95.5%	8,624	95.4%	1,581	87.0%	1,010	86.0%	1,915	84.4%
31 - 60	3,928	5.2%	3,537	6.9%	93	0.9%	90	1.0%	38	2.1%	73	6.2%	97	4.3%
61 - 90	3,673	4.8%	3,030	5.9%	245	2.3%	298	3.3%	6	0.3%	6	0.6%	88	3.9%
>90	3,457	4.5%	2,838	5.5%	146	1.4%	26	0.3%	192	10.6%	85	7.2%	170	7.5%
<b>Total portfolio</b>	<b>76,158</b>	<b>100.0%</b>	<b>51,147</b>	<b>100.0%</b>	<b>10,710</b>	<b>100.0%</b>	<b>9,037</b>	<b>100.0%</b>	<b>1,818</b>	<b>100.0%</b>	<b>1,174</b>	<b>100.0%</b>	<b>2,270</b>	<b>100.0%</b>
Loan loss reserve	(2,724)		(1,887)		(146)		(176)		(192)		(98)		(225)	
<b>Net portfolio</b>	<b>73,433</b>		<b>49,261</b>		<b>10,564</b>		<b>8,861</b>		<b>1,626</b>		<b>1,076</b>		<b>2,045</b>	

The following table shows the estimated recovery value of leased assets in different scenarios vs. the balance of lease clients with claims greater than 90 days past due. Historically, the Company has sold its reclaimed assets at ~80.0% of the outstanding value, highlighting that UNIFIN's current reserve is sufficient to cover possible short- and long-term credit losses.

Figures in Ps. million

Recovery %	NPL +90	Reserve	Est. recovery value	Gain (loss) vs. NPL	Net balance
100.0%			2,236	(602)	1,285
75.0%			1,677	(1,161)	726
50.0%	2,838	(1,887)	1,118	(1,720)	167
25.0%			559	(2,279)	(392)

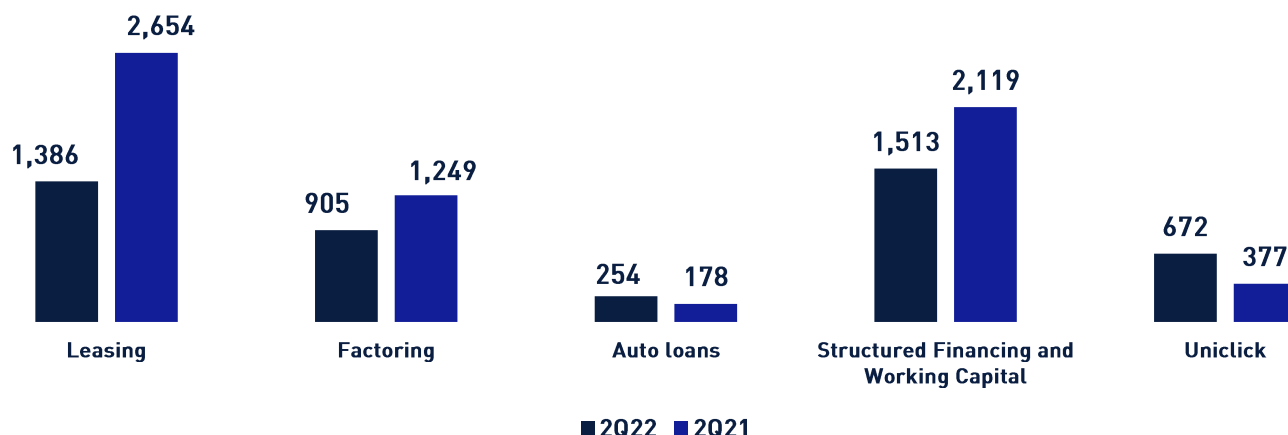
The breakeven in the recovery value is at ~43%.

## Originations by business lines

In the quarter, originations decreased 28.1% vs. 2Q21 to Ps. 4,731 million, in order to prioritize liquidity and were driven by:

- Leasing: achieved Ps. 1,386 million; a 47.8% decrease versus 2Q21.
- Working capital and structured finance: achieved Ps. 1,513 million; a 28.6% decrease versus 2Q21.
- Factoring: achieved Ps. 905 million in originations; a 27.5% decrease versus 2Q21.
- **Uniclick**: recorded Ps. 672 million in originations; a 78.4% increase vs. 2Q21 enhanced by a diversified lead generation base and an improved parametric risk model.
- Auto loans: totaled Ps. 254 million, a 42.6% growth due to the increased demand and proactive response to client needs.

## Originations

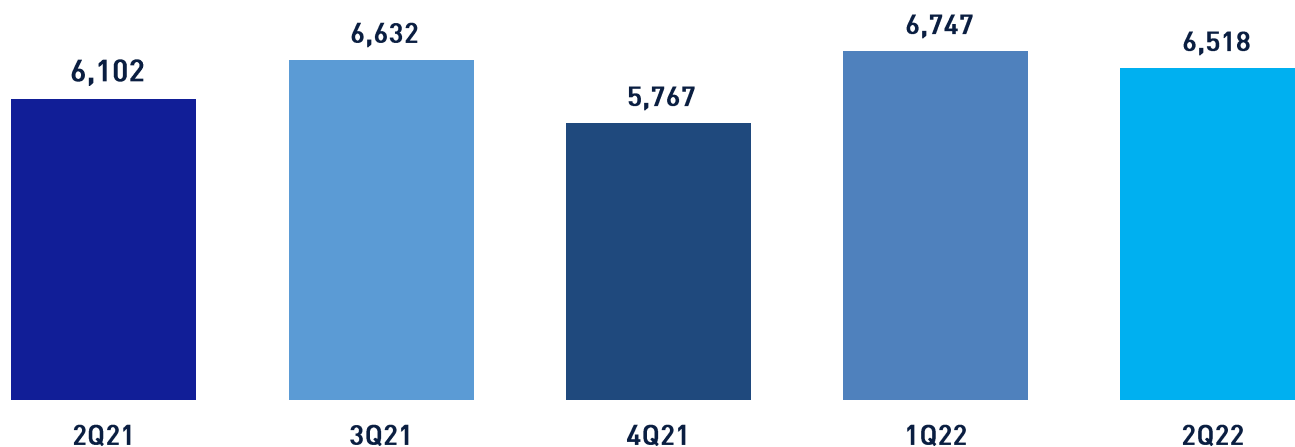


Figures in Ps. million

## Collections

Collections recorded Ps. 6,518 million, a 6.8% increase as compared to Ps. 6,102 million in the same period of the previous year. The main drivers of this result were economic recovery and asset quality stability, as well as substantial proactive efforts of collections and risk monitoring.

## Collections



Figures in Ps. million

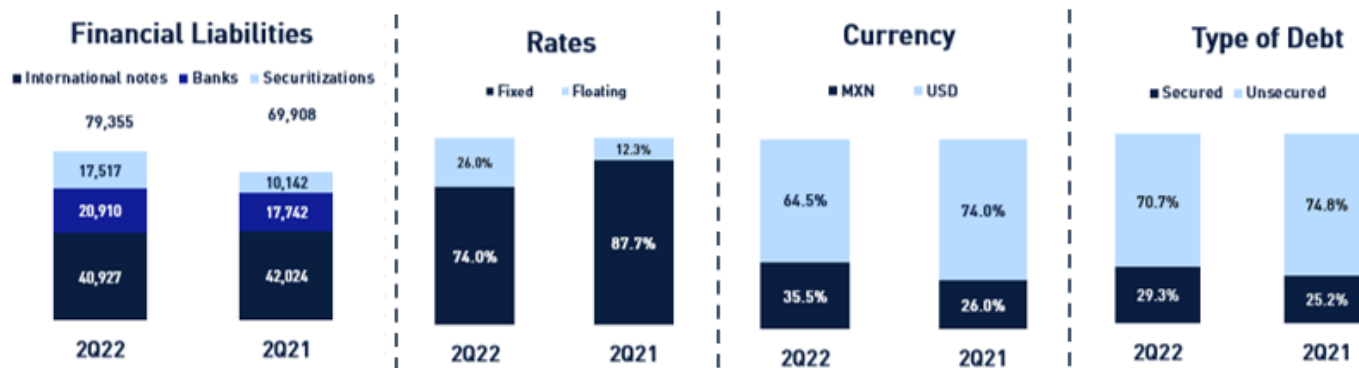


## Financial Liabilities

Financial liabilities at the end of the quarter recorded Ps. 79,355 million, a 13.5% increase compared to Ps. 69,908 million at the end of 2Q21, mainly explained by the short-term local bond (CEBUR) and the private securitization for USD 500 million.

Figures in Ps. million	2Q22	% of total	WAVG maturity (months)	WAVG rate
International notes	40,515	51.3%	48	11.4%
Revolving Lines	10,792	13.7%	19	10.4%
Term Loans	10,083	12.8%	24	10.1%
Securitizations	17,549	22.2%	43	11.0%
<b>Total financial liabilities<sup>1</sup></b>	<b>78,939</b>	<b>100.0%</b>	<b>40</b>	<b>11.0%</b>

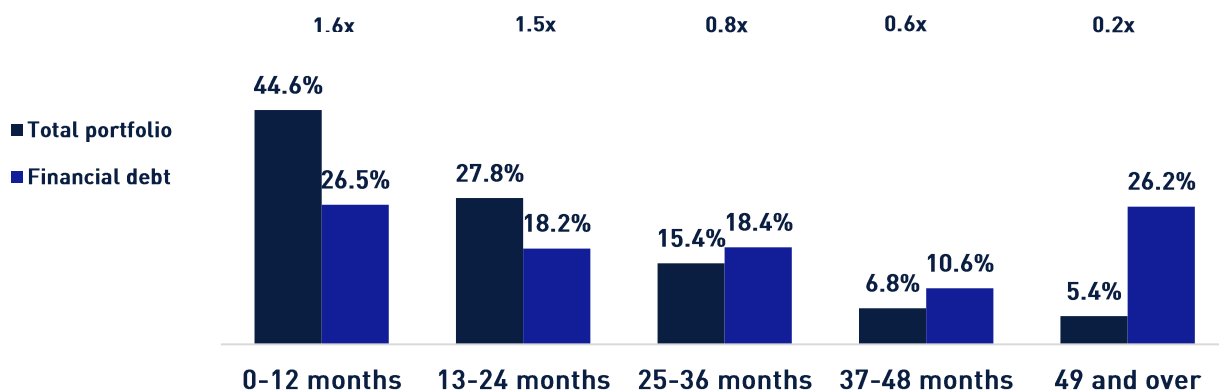
<sup>1</sup>Excludes accrued interest and deferred charges



Figures in Ps. million

The gap between our asset and liability maturities has maintain in adequate levels, resulting in a strong positive cashflow, which, in extended periods without access to funding sources becomes a fundamental pillar for strength and risk containment. The current weighted average duration of the portfolio is 24 months vs. 41 months for financial liabilities. Liquidity coverage for the next 12 months is 1.6x.

### Maturity Profile

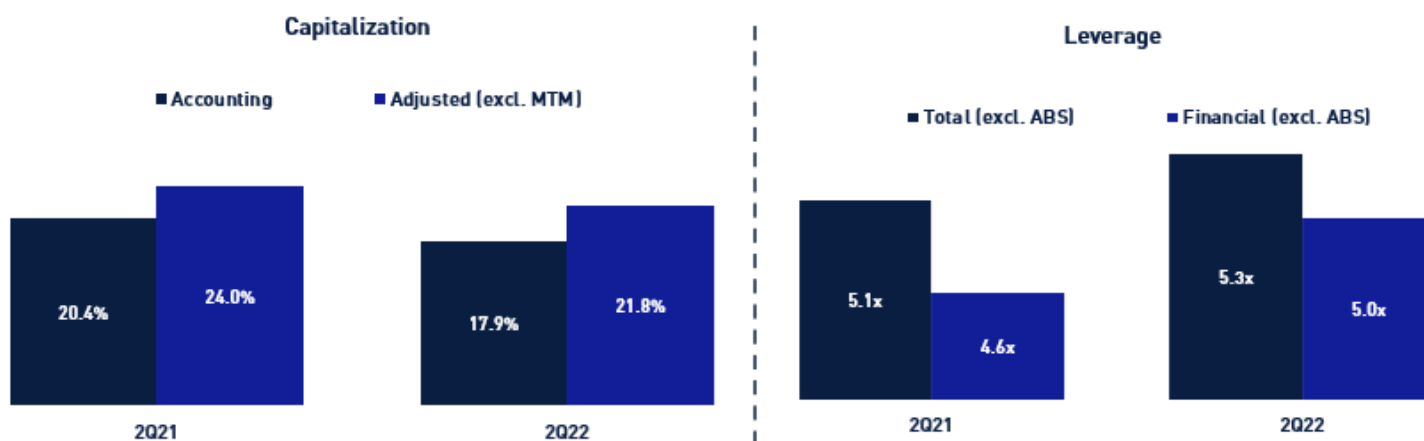


The Company has carried out a thorough analysis of its hedging derivatives portfolio, testing sensitivities and effectiveness in accordance with its risk control procedures. The hedge accounting is strictly linked to IFRS 9 guidelines and evaluated both internally and externally by several parties to ensure its appropriate reporting. Please refer to appendix 4 for further information.

## Stockholders' Equity

Total stockholders' equity reached Ps. 13,121 million vs. 13,106 million in 2Q21, a stable figure when compared to the same quarter of the previous year.

The capitalization ratio<sup>1</sup> for the period was 17.9% vs. 20.4% in 2Q21. Financial leverage ratio<sup>2</sup> stood at 5.0x vs. 4.6x in 2Q21.



1. Accounting capitalization – Stockholders' equity / net portfolio.  
Adjusted capitalization (excl. MTM) – Stockholders' equity excl. MTM / net portfolio.
2. Total leverage – Total liabilities excl. ABS / stockholders' equity.  
Financial leverage – Financial liabilities excl. ABS / stockholders' equity.

## Relevant Events

- April 06, 2022 UNIFIN Informs on Fitch Ratings' changes
- May 31, 2022 UNIFIN Informs about new financing and extended bond maturity
- June 03, 2022 UNIFIN informs on S&P Global Ratings credit ratings affirmation
- June 08, 2022 UNIFIN informs on Fitch Ratings credit ratings affirmation

## Analyst Coverage

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### 2Q22 Earnings Conference Call

Date: Friday, July 22, 2022

Time: 11:00 a.m. E.T. / 10:00 a.m. Mexico City Time

Webcast invitation click here: [Webcast Unifin 2Q22](#)

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+1-201-689-8573 (International participants)

+01-800-522-0034 (Mexico, toll free)

### Presenting for UNIFIN:

Mr. Sergio Camacho – Chief Executive Officer

Mr. Sergio Cancino – Chief Financial Officer

Ms. Mariana Rojo – Director, Corporate Finance & IR

## Income Statement

Figures in Ps. Million	2Q22	2Q21	Var. %
Interest income from leasing	2,181	2,054	6.2%
Interest income from factoring	39	75	(47.9%)
Interest income from auto loans	84	98	(14.5%)
Interest income from working capital	341	598	(43.0%)
Interest income from structured finance	187	46	308.8%
Interest income from <b>Uniclick</b>	207	44	371.1%
<b>Interest income</b>	<b>3,039</b>	<b>2,915</b>	<b>4.3%</b>
Depreciation from leased assets	29	35	(18.0%)
Interest costs	1,791	1,910	(6.2%)
<b>Financial margin</b>	<b>1,219</b>	<b>969</b>	<b>25.8%</b>
Loan loss provision portfolio	299	155	93.5%
<b>Adjusted financial margin</b>	<b>920</b>	<b>815</b>	<b>12.9%</b>
Administrative expenses	424	372	13.9%
Depreciation of own equipment	85	63	35.1%
Loss (profit) on sale of fixed assets	40	33	23.4%
<b>Operating income</b>	<b>371</b>	<b>347</b>	<b>6.7%</b>
Foreign exchange loss, net	(4)	3	(225.0%)
Bank commissions and fees	(2)	(18)	(87.4%)
Investment interest	30	20	48.6%
Other income (expenses) products	12	19	(38.9%)
<b>Profit (loss) before result of associated companies</b>	<b>406</b>	<b>371</b>	<b>9.4%</b>
Results of associated companies	27	23	17.8%
Income tax	91	58	57.9%
<b>Net income</b>	<b>342</b>	<b>336</b>	<b>1.6%</b>

## Balance Sheet

Figures in Ps. million	2Q22	2Q21	Var. %
<b>Assets</b>			
Cash and cash equivalents	5,305	5,236	1.3%
Loan portfolio	31,212	28,251	10.5%
Derivative financial instruments	718	369	94.9%
Other current assets	992	1,457	(31.9%)
<b>Total current assets</b>	<b>38,227</b>	<b>35,312</b>	<b>8.3%</b>
Non-current assets held for sale	2,056	1,697	21.2%
Loan portfolio LT	42,221	36,012	17.2%
Property, furniture and equipment, net	5,659	6,213	(8.9%)
Investment properties	926	745	24.2%
Intangible assets	294	204	44.2%
Derivative financial instruments	4,478	5,610	(20.2%)
Deferred taxes	2,341	2,646	(11.5%)
Other non-current assets	717	461	55.7%
<b>Total non-current assets</b>	<b>58,692</b>	<b>53,588</b>	<b>9.5%</b>
<b>Total assets</b>	<b>96,920</b>	<b>88,900</b>	<b>9.0%</b>
<b>Liabilities:</b>			
Bank loans	13,550	13,250	2.3%
Debt securities	6,167	2,954	108.8%
Senior Notes	1,403	281	398.8%
Sundry creditors	48	764	(93.7%)
Tax payable	0	100	(100.0%)
Derivative financial instruments	1,207	1,633	(26.1%)
Other account payable	1,913	1,194	60.2%
<b>Current liabilities</b>	<b>24,289</b>	<b>20,176</b>	<b>20.4%</b>
Bank loans	7,361	4,492	63.9%
Debt securities	11,350	7,188	57.9%
Senior Notes	39,524	41,743	(5.3%)
Derivative financial instruments	1,275	2,195	(41.9%)
<b>Non-current liabilities</b>	<b>59,510</b>	<b>55,618</b>	<b>7.0%</b>
<b>Total liabilities</b>	<b>83,798</b>	<b>75,794</b>	<b>10.6%</b>
<b>Equity:</b>			
Stockholders' equity	5,033	5,033	0.0%
Equity reserve	303	303	0.0%
Retained earnings	4,597	3,324	38.3%
Net income	779	643	21.1%
Subordinated perpetual notes	4,531	4,531	0.0%
Hedging derivative financial instruments	(2,917)	(2,295)	27.1%
Other capital accounts	795	1,565	(49.2%)
<b>Total stockholders' equity</b>	<b>13,121</b>	<b>13,106</b>	<b>0.1%</b>
<b>Total liabilities and stockholders' equity</b>	<b>96,920</b>	<b>88,900</b>	<b>9.0%</b>

## Appendix

### Appendix 1 – Origination details by Business Lines

Figures in Ps. million

<b>Leasing</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	1,386	2,655	(47.8%)
Total Portfolio balance (in Ps. million)	51,147	45,808	11.7%
WAVG (months)	29	28	2.8%
Number of clients	6,201	5,916	4.8%
Average ticket (in Ps. million)	8.2	7.7	7.1%
<b>Factoring</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	905	1,249	(27.5%)
Total Portfolio balance (in Ps. million)	1,174	1,054	11.4%
WAVG (months)	2	3	(31.7%)
Number of clients	1,305	1,203	8.5%
Average ticket (in Ps. million)	0.9	1.2	(25.0%)
<b>Auto loans</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	254	178	42.7%
Total Portfolio balance (in Ps. million)	1,818	2,335	(22.1%)
WAVG (months)	39	30	30.0%
Number of clients	2,052	2,466	(16.8%)
Average ticket (in Ps. million)	0.9	1.8	(50.8%)
<b>Structured finance &amp; Working capital</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	1,513	2,119	(28.6%)
Total Portfolio balance (in Ps. million)	19,748	17,545	12.6%
WAVG (months)	20	15	34.9%
Number of clients	35	24	45.8%
Average ticket (in Ps. million)	564.2	731.0	(22.8%)
<b>Uniclick</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	672	377	78.2%
Total Portfolio balance (in Ps. million)	2,270	589	285.4%
WAVG (months)	7	NA	NA
Number of clients	2,259	510	342.9%
Average ticket (in Ps. million)	1.0	1.2	(13.0%)
<b>Total</b>	<b>2Q22</b>	<b>2Q21</b>	<b>Var. %</b>
Origination volume (in Ps. million)	4,731	6,578	(28.1%)
Total Portfolio balance (in Ps. million)	76,158	66,742	14.1%
WAVG (months)	26	26	(0.9%)
Number of clients	11,852	10,119	17.1%
Average ticket (in Ps. million)	6.4	7.4	(13.2%)

## Appendix 2 – Financial Liabilities

International Notes	Outstanding <sup>1</sup>	Maturity	Rate	Currency	Rating <sup>2</sup> S&P/Fitch/HR
UNIFIN 2023	308	sep-23	Fixed	USD	B+ / BB- / BB+
UNIFIN 2024	200	may-24	Fixed	USD	B+ / BB- / BB+
UNIFIN 2025	367	ene-25	Fixed	USD	B+ / BB- / BB+
UNIFIN 2026	283	feb-26	Fixed	USD	B+ / BB- / BB+
UNIFIN 2028	391	ene-28	Fixed	USD	B+ / BB- / BB+
UNIFIN 2029	461	ene-29	Fixed	USD	B+ / BB- / BB+
<b>Total</b>	<b>2,011</b>				

Securitization	Outstanding <sup>1</sup>	Maturity	Rate	Currency	Rating <sup>3</sup> S&P/Fitch/HR
Private securitization	3,000	jun-27	Floating	MXN	Fitch AAA / HRAAA
Private securitization	2,500	jun-27	Floating	MXN	Fitch AAA
Private securitization	3,000	abr-29	Floating	MXN	Fitch AAA
Private securitization	5,849	jun-24	Floating	MXN	-
CEBURES	3,000	feb-23	Floating	MXN	HR 1/ 1M
CEBURES	120	jul-22	Floating	MXN	HR 1/ 1M
CEBURES	80	jul-22	Floating	MXN	HR 1/ 1M
<b>Total</b>	<b>17,549</b>				

(1) Excludes accrued interest and deferred charges

(2) International rating

(3) Local rating

Bank Credit Lines	Outstanding <sup>1</sup>	Maturity	Rate
<b>Bank Credit Lines in USD (outstanding amount denominated in MXN)</b>			
Bladex	2,014	Aug-24	Libor / 6.50
Barclays	453	Sep-22	Libor/ 6.50
Nomura	1,830	Apr-24	Libor / 7.75
Deutsche Bank	212	Sep-22	Libor / 7.25
BTG	1,108	Aug-22	5.00%
EBF	906	Jun-26	Libor/ 4.50
ResponsAbility	277	Dec-22	Libor / 4.50
Blue Orchard	790	Nov-25	Libor / 4.54
Banamex	403	Revolving	Libor / 4.25
Bancomext	308	Revolving	4.49%
Nafin	781	Revolving	5.50%
Proparco	1,309	Mar-27	SOFR / 4.50 / 0.42826
<b>Bank facilities in MXN</b>			
Nafin	2,792	Revolving	TIIE / 2.85
Azteca	860	Revolving	TIIE / 3.25
Banamex	2,000	Revolving	TIIE / 3.00
CI Banco	250	Revolving	TIIE / 3.00
Santander	1,000	Revolving	TIIE / 3.50
Bancomext	1,135	Revolving	TIIE / 2.70
Keb Hana	50	Feb-23	TIIE / 3.00
Bank of China	133	May-24	TIIE / 3.50
Scotiabank Bilateral	638	Revolving	TIIE / 3.50
Scotiabank Warehouse	500	Revolving	TIIE / 3.50
Scotiabank	1,000	Jul-22	TIIE / 3.00
GM	125	Revolving	11.45%
<b>Total</b>	<b>20,875</b>		

(1) Excludes accrued interest and deferred charges

### Appendix 3 – Company Capital Structure

Shares Structure	Shares As of June 30, 2022
Control group	52.85%
Employee trust	4.86%
Current float	42.29%
<b>Total outstanding shares</b>	<b>100.00%</b>

### Appendix 4 – Derivative financial instruments

Issuance	Notional Amount (USD MM)	Currency	Rate	Derivative Type	Derivative Rate
2023	318.05	USD	0.0725	CoS, CS (Participating SWAP)	10.2%
2024	200	USD	0.07	CoS, CS (Participating SWAP)	11.5%
2025	376.58	USD	0.07	CoS, CS (Participating SWAP)	10.3%
2026	288	USD	0.07375	CoS	9.1%
2028	381	USD	0.08375	CoS, CS (Participating SWAP)	13.2%
2029	526.25	USD	0.09875	CoS, CSPAYG (Participating SWAP)	12.7%
Perpetuo	250	USD	0.08875	CoS	10.5%
Barclays	67.5	USD	Libor3M + 6.50%	Full CSS Capped	10.0%
Bladex2	100	USD	Libor3M + 6.50%	Full CSS Capped	10.3%
ResponsAbility 2	3.75	USD	Libor6M + 4.50%	Principal Only, CS	7.2%
ResponsAbility 3	10	USD	Libor6M + 5.50%	Full CSS Capped	10.5%
Blue Orchard 1	18.9	USD	Libor6M + 4.30%	Principal Only, CS	6.5%
Blue Orchard 2	5	USD	Libor6M + 4.60%	CoS, CS (Participating SWAP)	8.7%
Blue Orchard 3	6	USD	Libor6M + 4.60%	Full CSS Capped	9.0%
Deutsche	42	USD	Libor3M + 6.50%	Full CSS	11.0%
Nomura 1	23.5	USD	Libor3M+7.00%	CoS, CS (Participating SWAP)	11.5%
Nomura 2	20	USD	Libor3M+6.75%	CoS, CS (Participating SWAP)	11.3%
Nomura 3	8.8	USD	Libor3M+5.46%	Full CSS Capped	9.9%
Nomura 4	5	USD	Libor3M+7.00%	Full CSS Capped	11.6%
Nomura 5	32.4	USD	Libor3M+7.00%	Full CSS Capped	10.6%
Proparco	65	USD	SOFR6M + 4.50%	CoS, CS (Participating SWAP) + CAP	10.3%
EcoBusinessFund	45	USD	Libor6M + 4.50%	CoS, CS (Participating SWAP)	10.6%
BTG	50	USD	0.05	Full CSS Capped	7.7%
Bursa Priv.	2500	MXN	TIIE28 + 2.8%	IRS sobre TIIE	7.75%+Spread
Santander					
Bursa Privada	3000	MXN	TIIE28 + 2.0%	IRS sobre TIIE	7.127%+Spread
Scotia					
Bursa Privada Citi	3000	MXN	TIIE28 + 3.5%	IRS sobre TIIE	6.335%+Spread

Derivative financial instruments are initially recognized at fair value on the contract date and are subsequently revalued monthly at the end of the reported period at said market value. Changes in value will depend on the nature of the hedged item.

When considering hedging derivatives, for accounting purposes, the effective portion of the changes in the market value of the derivatives is recognized in stockholders' equity.



For the fair value measurement, the following methodology is used:

- Swaps: fair value is determined with the standard market methodology through flows discount, considering the rates applicable to each exchange period.
- Options: fair value is determined based on standard methodology through the Black & Scholes model.

The input data used to determine fair value includes risk-free nominal curves, Interbank Interest Rate curve, Basis Swaps curves, LIBOR curves and observed volatilities. The efficiency of the hedge is determined at the beginning of the hedging relationship and through periodic evaluations to ensure that there is an economic relationship between the hedged item and the hedging instrument. The Company uses the qualitative approach, expecting that the hedge relationship would be highly effective if the terms of the derivative are identical to the terms of the primary position, at least in the following terms: notional amount, expiration date, payment date, interest rate reset date and underlying.

## About UNIFIN

UNIFIN is the leading independent Mexican leasing company, operating as a non-banking financial services company. UNIFIN's main business lines are leasing, factoring, auto loans, structured finance, working capital 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.

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.