



# 3rd Quarter Financial Report

October 2020

This presentation contains certain statements and information related to MONEX, S.A.B. de C.V. and its subsidiaries (collectively, "MONEX"). These statements and information are based on the opinion of Monex's Management as well as estimations and current Monex information. Actual results are subject to uncertain and future events, which can have a material impact on the real behavior of the company. Investors who have access to this document should be aware that this document does not constitute an offer or recommendation to buy or sell MONEX stocks or to perform specific operations, also does not imply certification for any reason of the value goodness or issuer solvency.



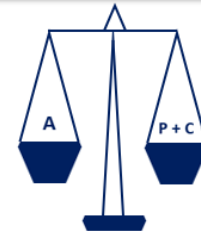
**1. Relevant  
Figures**



**2. Income  
Statement**



**3. Lines of  
Business**



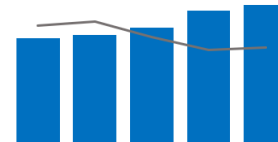
**4. Balance Sheet**



**5. Monex  
Share**



**6. Outstanding  
Events**



**7. Additional  
Information**



**8. Appendix**

## Income Statement

Operating  
Revenue\*

\$ 6,629  
Jan-Sep 20

Net Income\*

\$ 1,138  
Jan-Sep 20

## Balance Sheet

Assets\*

\$ 119,089  
Sep 20

Liabilities\*

\$ 107,722  
Sep 20

Equity\*

\$ 11,367  
Sep 20

## Relevant Information

Loan portfolio (net)\*

\$ 25,605  
Sep 20

Deposits

\$ 45,887  
Sep 20

NPL ratio<sup>1</sup>

2.94  
%  
Sep 20

Efficiency ratio<sup>2</sup>

76.03  
%  
Sep 20

ICAP<sup>3</sup>

15.25  
%  
Aug 20

ROE<sup>4</sup>

14.56  
%  
Sep 20

Market Cap.\*

\$ 5,429  
Sep 20

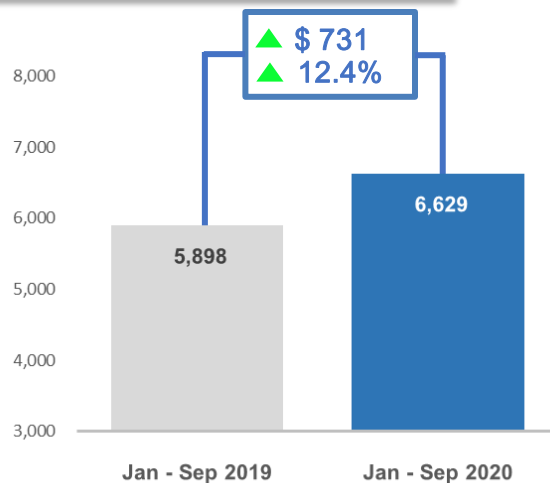
Notes:

1. Non-performing loan portfolio ratio | Non-performing loan portfolio / Total loan portfolio
2. Administrative and promotional expenses TTM / Operating Revenue TTM
3. Means "Índice de Capitalización", which is the net equity to risk-weighted assets of Banco Monex. August 2020 is the last ratio published by Banco de México

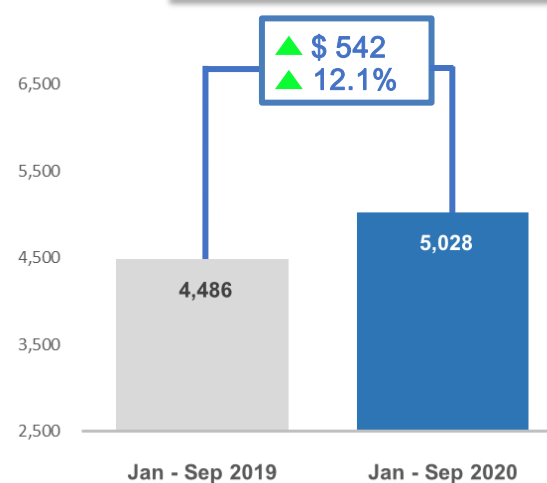
4. Annualized Net Income of the Quarter / Average Stockholders' Equity in 3Q20 and 4Q19

\* Figures in million pesos

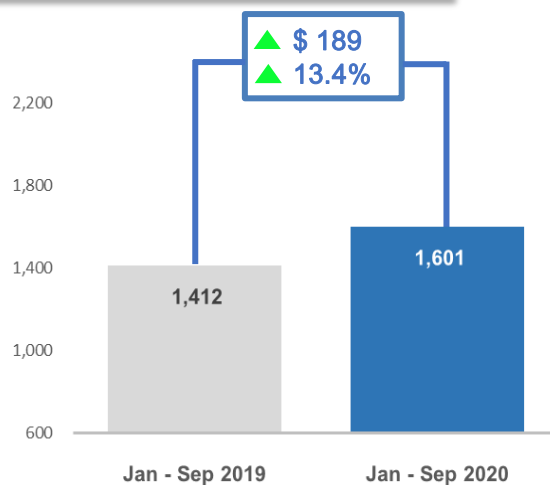
### Operating Revenues



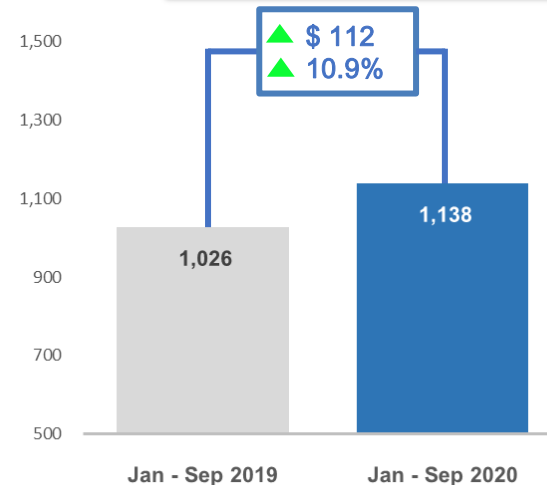
### Administrative and Promotional Expenses



### Earnings Before Taxes



### Net Income



Operating Revenue per Line of Business  
as of September 2020

**Securities Brokerage & Trading Services**

(3Q20 vs 3Q19)

Operating Revenue  
in 9M 2020: **\$561**

▲ **\$ 181**  
▲ **47.6 %**

**Forex and Payment Services - Mexico**

(3Q20 vs 3Q19)

Operating Revenue  
in 9M 2020: **\$ 2,556**

▲ **\$ 343**  
▲ **15.5 %**

**Derivatives**

(3Q20 vs 3Q19)

Operating Revenue  
in 9M 2020: **\$ 732**

▲ **\$ 353**  
▲ **93.1 %**

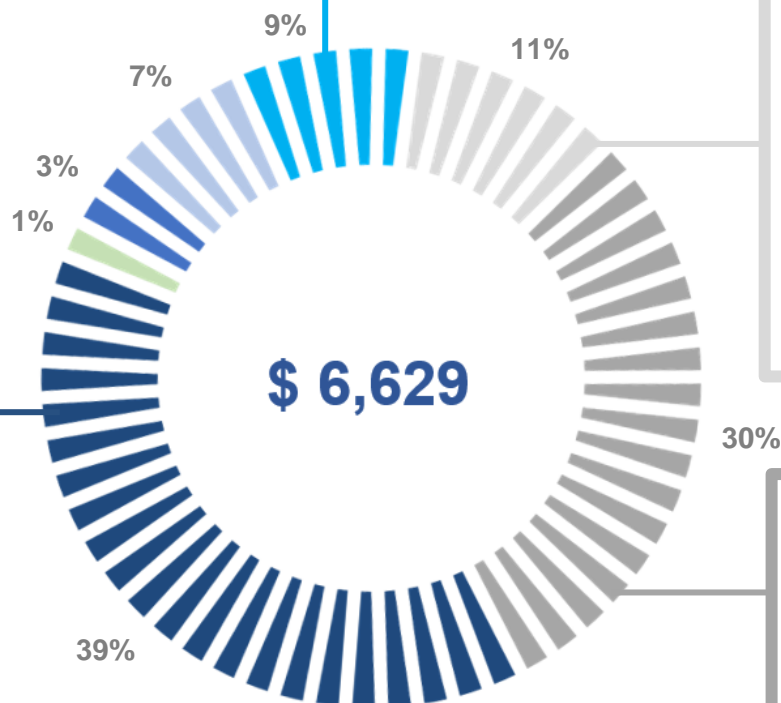
**Forex and Payment Services – Foreign**

**Subsidiaries**

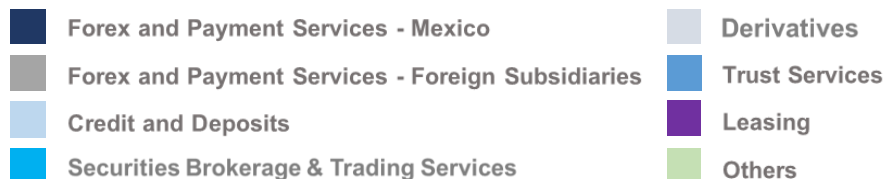
(3Q20 vs 3Q19)

Operating Revenue  
in 9M 2020: **\$ 1,983**

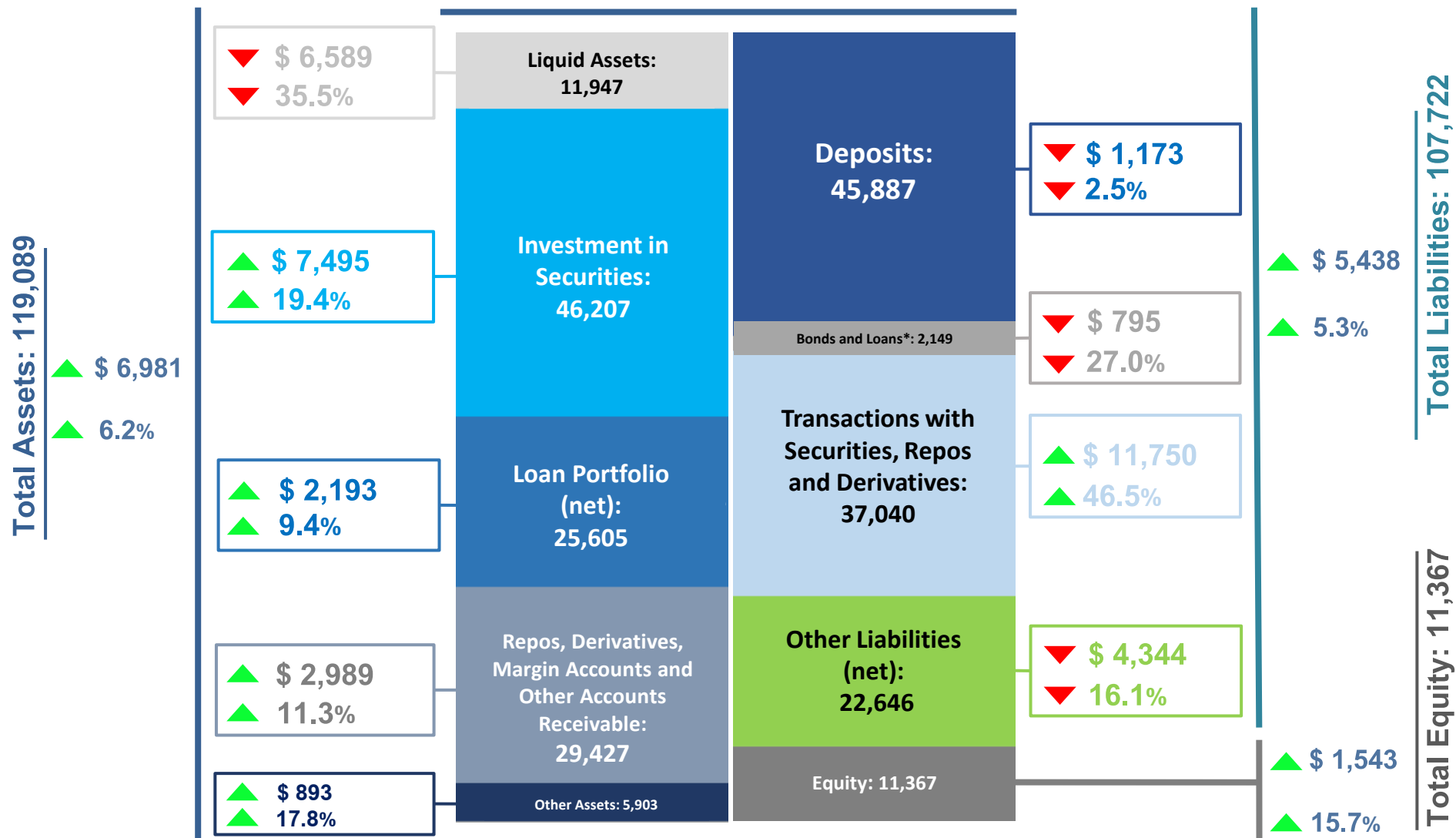
▲ **\$ 244**  
▲ **14.0 %**



**\$ 6,629**



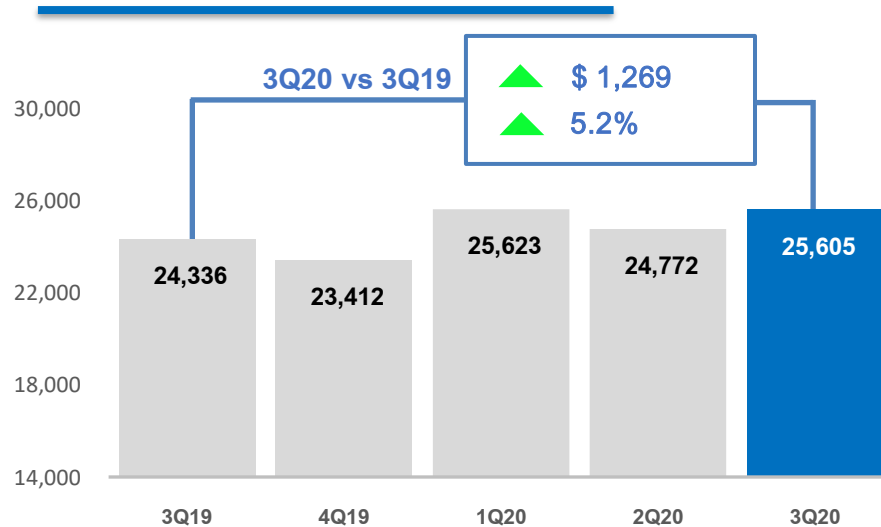
3Q20 vs 4Q19



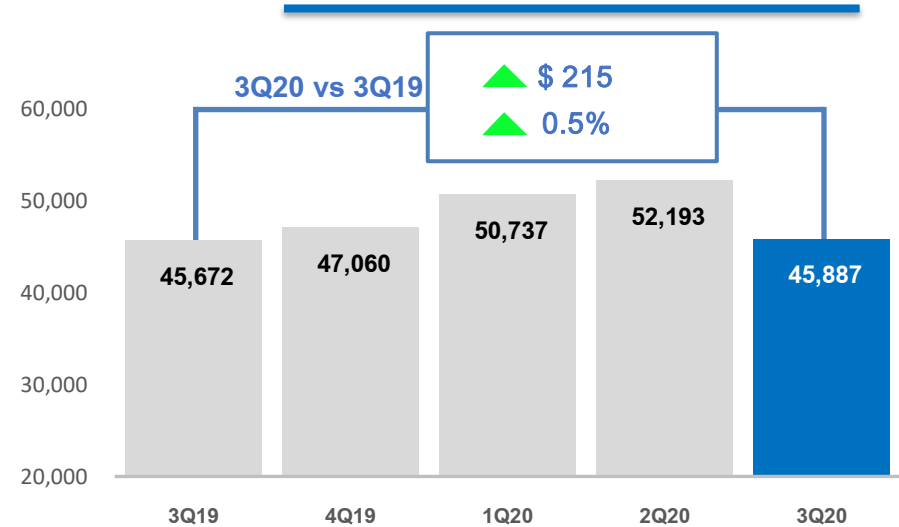
\* Bonds and Loans includes Issuance of Bonds and Loans from Banks and Other Institutions | Figures in million pesos



## Loan Portfolio (net)



## Deposits

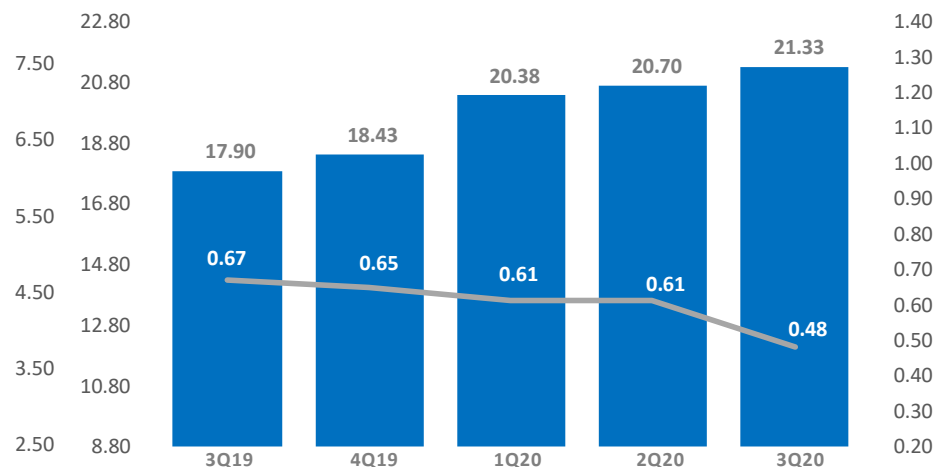
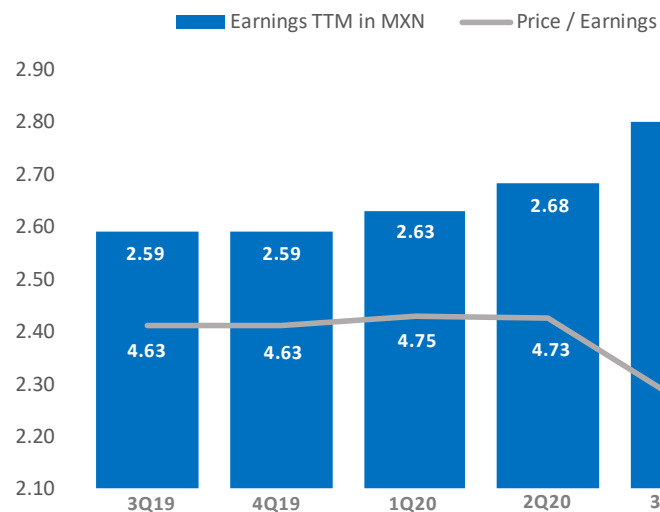


Figures in million pesos

### EPS<sup>1</sup> vs Price/EPS

**\$ 26.90**  
Theoretical Value  
MONEXB\*

### BV<sup>2</sup> vs Price/BV



### MONEXB: Bolsa Mexicana de Valores

Per Share Data	3Q19	4Q19	1Q20	2Q20	3Q20
Minimum	11.89	11.64	11.60	12.38	10.00
Maximum	12.30	12.06	12.50	13.25	12.70
Closing Price	12.00	12.00	12.50	12.70	10.19
Shares Outstanding <sup>3</sup>	535.6	532.9	532.8	532.8	532.8
Market Cap <sup>4</sup>	6,427	6,395	6,659	6,766	5,429

#### Notes:

1. EPS = Earnings per Share TTM
2. BV = Book Value per Share
3. Figures in million shares
4. Figures in million pesos | Market Cap = Shares Outstanding x Closing Price of the Quarter

\* Source: Prognosis Independent Analyst. Liquidity discount: 45%



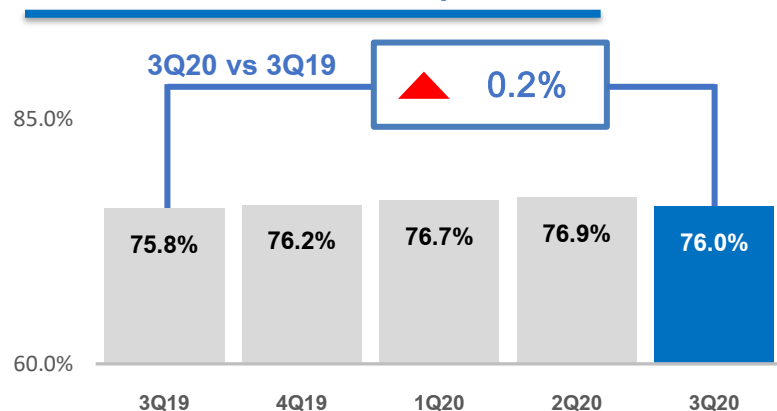
### **Fitch Ratings affirmed Monex, S.A.B. and subsidiaries' IDRs**

On October 22<sup>nd</sup>, Fitch Ratings affirmed Monex, S.A.B.'s Long-Term National Issuer Default Rating (IDR) in A+(mex), while our Short-Term IDR was affirmed in F1(mex). The Outlook on the Long-Term IDR is Negative. On the same date, Fitch affirmed Banco Monex and Monex Casa de Bolsa's Long-Term and Short-Term IDRs in AA-(mex) and F1+(mex), respectively. The Outlook on the Long-Term IDRs is Negative. The rating of our bonds with the ticker symbol MONEX 19 was affirmed in A+(mex).

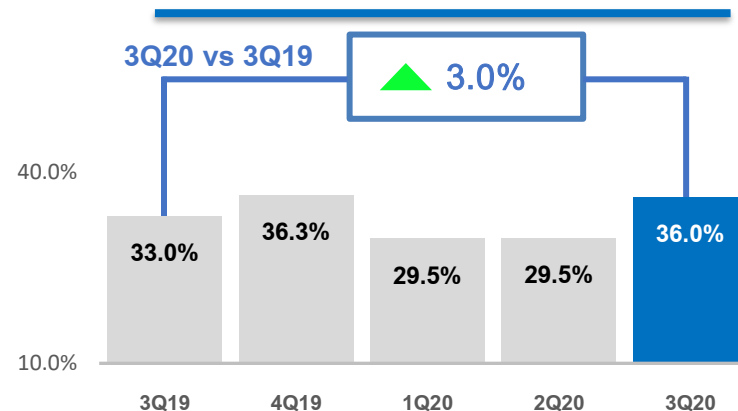
### **HR Ratings affirmed Monex, S.A.B. and subsidiaries' IDRs**

On October 27<sup>th</sup>, HR Ratings affirmed Monex, S.A.B.'s Long-Term National Issuer Default Rating (IDR) in HR A+, while our Short-Term IDR was affirmed in HR1. The Outlook on the Long-Term IDR is Stable. On the same day, HR Ratings affirmed Banco Monex and Monex Casa de Bolsa's Long-Term and Short-Term IDRs in HR AA- and HR1, respectively. The Outlook on the Long-Term IDRs is Stable. The rating of our bonds with the ticker symbol MONEX 19 was affirmed in HR A+ with Stable Outlook.

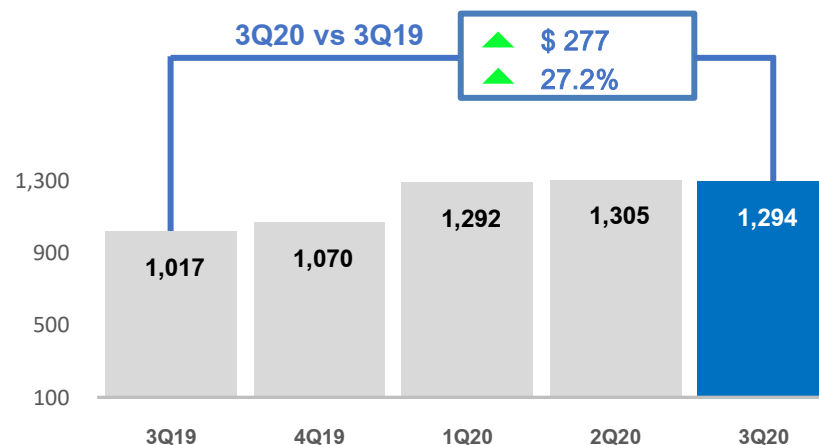
## Efficiency ratio<sup>1</sup>



## Revenue Diversification<sup>2</sup>



## Arrendadora Monex Loan Portfolio<sup>3</sup>



Notes:

1. Administrative and Promotional Expenses TTM / Operating Revenue TTM
2. Ratio of operating revenues different than Forex and Payment Services
3. It represents the operational information of the Total Loan Portfolio of Monex's Leasing Segment | Figures are in million pesos

## Income Statement

Operating Revenue Per Line of Business	3Q20		3Q19		Jan - Sep 20		Jan - Sep 19		2020 vs 2019
	Amount	(%) <sup>1</sup>	Amount	(%) <sup>1</sup>	Amount	(%) <sup>1</sup>	Amount	(%) <sup>1</sup>	%
Forex and Payment Services	1,350	64.0	1,346	67.1	4,539	68.5	3,952	67.0	14.9
• Mexico	798	37.8	743	37.0	2,556	38.6	2,213	37.5	15.5
• Foreign Subsidiaries	552	26.2	603	30.1	1,983	29.9	1,739	29.5	14.0
Credit and Deposits	144	6.8	182	9.1	467	7.0	700	11.9	(33.3)
Securities Brokerage & Trading Services	205	9.7	106	5.3	561	8.5	380	6.4	47.6
Derivatives products	148	7.0	120	6.0	732	11.0	379	6.4	93.1
Trust Services	73	3.5	79	3.9	229	3.5	225	3.8	1.8
Leasing	1	0.1	39	1.9	7	0.1	63	1.1	(88.9)
Others	188	8.9	134	6.7	94	1.4	199	3.4	(52.8)
<b>Total Operating Revenues</b>	<b>2,109</b>	<b>100.0</b>	<b>2,006</b>	<b>100.0</b>	<b>6,629</b>	<b>100.0</b>	<b>5,898</b>	<b>100.0</b>	<b>12.4</b>
Condensed Financial Information	Amount	(%) <sup>2</sup>	Amount	(%) <sup>2</sup>	Amount	(%) <sup>2</sup>	Amount	(%) <sup>2</sup>	vs. 2019
Total Operating Revenues <sup>3</sup>	2,109	100.0	2,006	100.0	6,629	100.0	5,898	100.0	12.4
Administrative and Promotional Expenses	1,551	73.5	1,553	77.4	5,028	75.8	4,486	76.1	12.1
Operating Income	558	26.5	453	22.6	1,601	24.2	1,412	23.9	13.4
Taxes	172	8.2	131	6.5	461	7.0	384	6.5	20.1
Equity in income of affiliates	0	0.0	0	0.0	2	0.0	2	0.0	0.0
<b>Net Income</b>	<b>386</b>	<b>18.3</b>	<b>322</b>	<b>16.1</b>	<b>1,138</b>	<b>17.2</b>	<b>1,026</b>	<b>17.4</b>	<b>10.9</b>

Notes:

1. It represents the ratio of participation of that line of business within the Operating Revenues
2. It indicates the ratio of participation of each concept within the Operating Revenues
3. This concept includes Other operating income (net)

Figures in "Amount" are in million pesos

## Balance Sheet – Former Catalog

Selected Balance Information	Sep 20 vs Dec 19				Sep 20 vs Sep 19		
	Sep 20	Dec 19	Variation %	Variation \$	Sep 19	Variation %	Variation \$
Liquid assets	11,947	18,536	-35.5	(6,589)	15,815	-24.5	(3,868)
Investment in securities, repos, derivatives and margin accounts	58,129	49,449	17.6	8,680	44,030	32.0	14,099
Loan Portfolio (net)	25,605	23,412	9.4	2,193	24,336	5.2	1,269
Other accounts receivable (net)	17,505	15,701	11.5	1,804	21,226	-17.5	(3,721)
Properties, furniture and equipment (net)	71	88	-19.3	(17)	94	-24.5	(23)
Properties, furniture and equipment Leasing	750	695	7.9	55	664	13.0	86
Investments	135	135	0.0	-	131	3.1	4
Other assets	4,947	4,092	20.9	855	4,051	22.1	896
<b>Total Assets</b>	<b>119,089</b>	<b>112,108</b>	<b>6.2</b>	<b>6,981</b>	<b>110,347</b>	<b>7.9</b>	<b>8,742</b>
Deposits	45,887	47,060	-2.5	(1,173)	45,672	0.5	215
Bonds	1,505	1,518	-0.9	(13)	2,017	-25.4	(512)
Loans from Banks and other institutions	644	1,426	-54.8	(782)	1,133	-43.2	(489)
Transactions with securities, repos and derivatives	37,040	25,290	46.5	11,750	23,981	54.5	13,059
Other liabilities (net)	22,646	26,990	-16.1	(4,344)	27,958	-19.0	(5,312)
<b>Total Liabilities</b>	<b>107,722</b>	<b>102,284</b>	<b>5.3</b>	<b>5,438</b>	<b>100,761</b>	<b>6.9</b>	<b>6,961</b>
Initial Equity	2,818	2,818	0.0	-	2,818	0.0	-
Earned Equity	8,514	6,973	22.1	1,541	6,736	26.4	1,778
Non-controlling interest	35	33	6.1	2	32	9.4	3
<b>Total Equity</b>	<b>11,367</b>	<b>9,824</b>	<b>15.7</b>	<b>1,543</b>	<b>9,586</b>	<b>18.6</b>	<b>1,781</b>
<b>Total Liabilities and Equity</b>	<b>119,089</b>	<b>112,108</b>	<b>6.2</b>	<b>6,981</b>	<b>110,347</b>	<b>7.9</b>	<b>8,742</b>

Figures in million pesos

## Balance Sheet – Current Catalog

Selected Balance Information	Sep 20 vs Dec 19				Sep 20 vs Sep 19		
	Sep 20	Dec 19	Variation %	Variation \$	Sep 19	Variation %	Variation \$
Liquid assets	11,947	18,536	-35.5	(6,589)	15,815	-24.5	(3,868)
Investment in securities, repos and derivatives	50,592	43,236	17.0	7,356	37,217	35.9	13,375
Accounts receivable	50,671	45,326	11.8	5,345	52,375	-3.3	(1,704)
Properties, furniture and equipment	821	783	4.9	38	758	8.3	63
Investments	135	135	0.0	-	131	3.1	4
Other assets	4,923	4,092	20.3	831	4,051	21.5	872
<b>Total Assets</b>	<b>119,089</b>	<b>112,108</b>	<b>6.2</b>	<b>6,981</b>	<b>110,347</b>	<b>7.9</b>	<b>8,742</b>
Bank Loans	644	1,426	-54.8	(782)	1,133	-43.2	(489)
Collaterals and derivatives	2,465	4,253	-42.0	(1,788)	1,419	73.7	1,046
Other accounts payable	104,075	96,075	8.3	8,000	97,727	0.0	6,348
Other liabilities	538	530	1.5	8	482	11.6	56
<b>Total Liabilities</b>	<b>107,722</b>	<b>102,284</b>	<b>5.3</b>	<b>5,438</b>	<b>100,761</b>	<b>6.9</b>	<b>6,961</b>
Initial Equity	2,818	2,818	0.0	-	2,818	0.0	-
Earned Equity	8,549	7,006	22.0	1,543	6,768	26.3	1,781
<b>Total Equity</b>	<b>11,367</b>	<b>9,824</b>	<b>15.7</b>	<b>1,543</b>	<b>9,586</b>	<b>18.6</b>	<b>1,781</b>
<b>Total Liabilities and Equity</b>	<b>119,089</b>	<b>112,108</b>	<b>6.2</b>	<b>6,981</b>	<b>110,347</b>	<b>7.9</b>	<b>8,742</b>

Figures in million pesos

## Loan Portfolio

Loan Portfolio	2013	2014	2015	2016	2017	2018	2019	3Q 2020
Total Loan Portfolio	4,365	8,071	12,481	18,294	20,585	23,931	23,845	26,282
Loan Portfolio (net)	4,301	7,959	12,299	17,987	20,228	23,504	23,412	25,605
Performing Loan Portfolio	4,310	8,031	12,363	18,212	20,384	23,410	23,315	25,510
Non-Performing Loan Portfolio	55	40	118	82	201	521	530	772
Allowance for Loan Losses	64	112	182	307	357	427	433	677
NPL Ratio % *	1.26	0.50	0.95	0.45	0.98	2.18	2.22	2.94
Coverage Ratio % **	116	280	154	374	178	82	82	88
AFL/Total Loan Portfolio % ***	1.47	1.39	1.46	1.68	1.73	1.78	1.82	2.58

Notes:

\* Non-Performing Loan Portfolio / Total Loan Portfolio

\*\* Allowance for Loan Losses / Non-Performing Loan Portfolio

\*\*\* AFL = Allowance for Loan Losses

Total Loan Portfolio and AFL amounts are in million pesos

