Market Cap. Million

# enex

# Monex, S.A.B. de C.V. MONEXB

52-week Range

**Closing Price** 

14.00

Forex & Payment Services



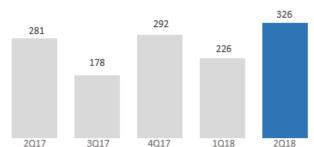


### Quarterly Net Profit

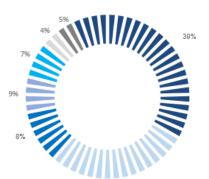
Avg. Daily Trading Vol.

795





# Revenue per Product at 2Q18



#### Employees 2018: 2,422

services and trading

■FX and Payment Services / Mexico

FX and Payment Services / International Subsidiaries

MNI Holding. Monex, S.A.B. is headquartered in Mexico City and has over 32 years of experience

in the financial services market. Primarily fo-

cused in providing corporate clients foreign

exchange and international payment services, traditional banking products, securities brokerage

- Credit and Deposits
- Securities Brokerage Services & trading

## **MONEX, S.A.B. REPORTS**

### Second Quarter 2018 Results

MEXICO CITY, July 26th, 2018 - Monex, S.A.B. de C.V. (BMV: MON-EX) reports accrued net revenues of \$3,449 million pesos during the first semester of 2018.

Operating revenues at the first semester of 2018 are composed by 39% in domestic foreign exchange operations, 28% in foreign exchange operations from our two international subsidiaries, Monex Europe and Tempus, Inc. and 9% for operating margin from our derivatives business.

Total operating revenues of Tempus registered a growth of 34% during the first semester of 2018 compared to the same period in 2017

During the first semester of 2018, deposits revenues reached \$224 million pesos, which represents a growth of 72% compared to the same period in 2017.

Our trust services line of business registered a growth of 14% during the first semester of 2018 compared to the same period in 2017.

Our net income during the first semester of 2018 resulted in \$552 million pesos.

### **Outstanding Events**

In connection with the resolutions adopted in the Ordinary General Sha -reholder's Annual Meeting held on April 17th, 2018, it was decided a dividend payment of \$250 million pesos, which was paid on April 18<sup>th</sup>, 2018.

On June 29<sup>th</sup>, 2018 Monex, S.A.B. carried out the acquisition of Arrendadora Avance, S.A. de C.V. The transaction considers an initial purchase of 59.95% of the leasing company and the other 40.05% in 2022. The leasing company will remain as a subsidiary of Monex, S.A.B.. Through this transaction Monex strengthen the offering of products to companies by integrating the pure leasing.

On July,13<sup>th</sup>, 2018 stock certificates issued by our subsidiary Banco Monex under the ticker symbol BMONEX15 on July 17<sup>th</sup>, 2015 for a total ammount of \$1,000 million pesos was fully amortized.

- Derivatives
- Trust Services
- Others

2016	2017	TTM	Jan-Jun 18	2Q18	Financial Highlights
6,398	6,701	6,763	3,449	1,877	Total Operating Revenues
1,390	1,518	1,381	761	437	Earnings before taxes
21.73	22.65	20.42	22.06	23.28	Operating Margin %
1,071	1,102	1,021	552	326	Net Income
16.74	16.45	15.10	16.00	17.37	Net Margin %
80,294	102,773	113,795	113,795	113,795	Total Assets Total Liabilities Total Equity Loan Portfolio (net) Deposits
72,987	94,624	105,426	105,426	105,426	
7,307	8,149	8,369	8,369	8,369	
17,987	20,228	20,800	20,800	20,800	
26,819	38,940	40,733	40,733	40,733	
536.2	536.0	536.0	536.0	536.0	Shares Outstanding * Dividend Per Share Earnings Per Share Book Value Per Share
0.47	0.60	0.47	0.47	0.47	
1.99	2.06	1.90	1.03	0.61	
13.63	15.20	15.61	15.61	15.61	
2016 1.33 14.66	2017 1.09 14.42	0.98 12.63	Jan-Jun 18 1.05 13.66	2Q18 1.25 16.13	Profitability Ratios  Return on Assets % **  Return on Equity % **
14.77	16.11	15.63 TTM	15.63 Jan-Jun 18	15.63 2Q18	ICAP Banco Monex *** Ratios
5.03	7.72	7.37	7.37	7.37	Price/Earnings TTM
0.73	1.05	0.90	0.90	0.90	Price/Book Value Per Share
4.66	3.77	3.36	3.36	3.36	Dividend Yield %

# For further information

Contact: Alfredo Gershberg Figot Corporate Director of Planning and Investor Relations

Telephone: + (52) 55 5231 0870 E-mail: agershberg@monex.com.mx

relacionconinversionistas@monex.com.mx 284 Paseo de la Reforma Piso 12

# **Fitch**Ratings

#### STANDARD &POOR'S

Long Term Short Term		Outlook	Long Term	Short Term	Outlook	Credit Ratings ****
'A(mex)'	'F1'	Stable	'mxA'	'mxA-2'	Stable	Monex, S.A.B. (NS)
'A+(mex)'	'F1'	Stable	'mxA+'	'mxA-1'	Stable	Banco Monex (NS)
-	-	-	'BB+'	'B'	Stable	Banco Monex (GS)
'A+(mex)'	'F1'	Stable	'mxA+'	'mxA-1'	Stable	Monex CB (NS)
'A+(mex)'	-	-	'mxA+'	-	Stable	BMONEX15 (NS) ·····
'A(mex)'	-	-	'mxA'	-	Stable	MONEX17 (NS) *****
'A(mex)'	-	-	'mxA'	-	Stable	MONEX17-2 (NS)

Figures in millions of pesos \* Figures in millions of shares \*\* Annualized return formula: Annualized Net Income / Average Assets or Equity.

Average assets or equity (TTM assets or equity)

Last figure (Capitalization ratio) published by BANXICO (May 2018) \*\*\*\* NS: National Scale | GS: Global Scale

Accounting Series: According to the "General arrangements applicable to securities issuers and other participants in the stock market is the eighth title" Article 78 Title VIII, states: Financial statements of financial institutions should be prepared and audited in accordance with the accounting and auditing standards issued by Mexican authorities. Preceding paragraph arrangements also apply to the financial statements of companies through its subsidiaries performs predominantly financial activities which are subject to Mexican authorities supervision. Through its subsidiaries Monex performs predominantly financial activities which are subject to Mexican authorities supervision that's why Monex develops and audits its financial statements on the same basis that those refer subsidiaries, in order to have comparable financial information consistent with financial entities regulated by the CNBV ("Banking and Securities National Commission")

### Bolsa Mexicana de Valores: Independent Analyst Program

In accordance with the current financial legislation, Monex, S.A.B.- is under the coverage of Prognosis Economía, Finanzas e Inversiones, S.C. ("PROGNOSIS"), an Independent Analyst assigned by BMV.

Mexico City, D.F. 06600 Phone: +52 (55) 5231.0000 Website: www.monexsab.com



# Monex, S.A.B. de C.V. MONEXB

The accounting policies applied by Monex, S.A.B. comply with the accounting criteria established by the Comisión Nacional Bancaria y de Valores (CNBV) in the "General Provisions Applicable to Financial Groups, Credit Institutions and Brokerage Houses, Mutual Funds and Companies that Provide Services Thereto", in its rulings and mandates issued generally and directed to specific issuers, which require management to make certain estimates and judgments to determine the amounts included in the consolidated financial statements and related disclosures. Although the actual results may differ from such estimates, management believes that the estimates and judgments used in the preparation of these consolidated financial statements were appropriate under the circumstances.

	2Q18		2Q17		Jan - Jun 18		Jan - Jun 17		2017 vs. 2016	
Operating Revenue Per Line of Business	Amount	(%)	vs. 2Q17	Amount	(%) <sup>1</sup>	Amount	(%) <sup>1</sup>	Amount	(%) <sup>1</sup>	%
Forex and Payment Services	1,296	69.0	8.5	1,194	72.0	2,336	67.7	2,231	65.9	4.7
<ul> <li>Mexico</li> </ul>	698	37.2	5.0	665	40.1	1,354	39.2	1,328	39.2	2.0
<ul> <li>Subsidiaries abroad</li> </ul>	598	31.9	13.0	529	31.9	982	28.5	903	26.7	8.7
Credit and Deposits	112	6.0	-48.6	218	13.2	272	7.9	393	11.6	(30.8)
Derivatives products	178	9.5	48.3	120	7.2	307	8.9	287	8.5	7.0
Securities Brokerage & Trading Services	120	6.4	-3.2	124	7.5	235	6.8	253	7.5	(7.1)
Trust Services	69	3.7	21.0	57	3.4	127	3.7	111	3.4	14.4
Others	102	5.4	285.4	-55	-3.2	172	5.0	112	3.2	53.6
Total Operating Revenues	1,877	100.0	13.2	1,658	100.0	3,448	100.0	3,387	100.0	1.8
Condensed Financial Information	Amount	(%)	vs. 2Q17	Amount	(%) <sup>2</sup>	Amount	(%) <sup>2</sup>	Amount	(%) <sup>2</sup>	vs. 2017
Total Operating Revenues <sup>3</sup>	1,877	100.0	13.2	1,658	100.0	3,449	100.0	3,387	100.0	1.8
Management and Promotion Expenses	1,440	76.7	13.1	1,273	76.8	2,688	77.9	2,489	73.5	8.0
Operating Income	437	23.3	13.5	385	23.2	761	22.1	898	26.5	(15.2)
Taxes	112	6.0	7.7	104	6.3	208	6.0	266	7.8	21.4
Net Income	326	17.4	16.0	281	17.0	552	16.0	632	18.6	(12.6)

<sup>1</sup> Percentage indicates the variance per line of business compared to the Total Operation Revenue. 2. Percentage indicates the variance per item compared to the Total Operation Revenue.

	i oroontago maioatoo trio vi	arrarroo por mie	01 200111000	oomparoc
3	Total Operating Revenues	include "Other	onerating re	venues"

	_		Jun 18 vs. Dec	17		Jun 18vs. Jun	17
Selected Balance Information	Jun 18	Dec 17	Variation %	Variation \$	Jun 17	Variation %	Variation \$
Liquid assets	14,724	12,323	19.5	2,401	7,474	97.0	7,25
Investment in securities, repos, derivatives and margin accounts	43,513	45,778	(4.9)	(2,265)	46,339	-6.1	(2,82
Loan Portfolio (net)	20,800	20,228	0.0	572	19,239	8.1	1,5
Other accounts receivables (net)	30,872	20,692	49.2	10,180	25,268	22.2	5,6
Properties, furniture and equipment (net)	102	109	-6.4	(7)	98	4.1	
Inv estments	108	42	157.1	66	26	315.4	
Other assets	3,676	3,601	2.1	75	3,424	7.4	2
Total Assets	113,795	102,773	10.7	11,022	101,869	11.7	11,9
Deposits	40,733	38,940	4.6	1,793	29,426	38.4	11,3
Bonds	2,510	2,509	0.0	1	3,009	16.6	(49
Loans from Banks and other institutions	1,331	1,085	22.7	246	3,017	-55.9	(1,68
ransactions with securities, repos and derivatives	23,592	26,520	(11.0)	(2,928)	31,156	-24.3	(7,56
Other liabilities (net)	37,260	25,570	45.7	11,690	27,843	33.8	9,4
Total Liabilities	105,426	94,624	11.4	10,802	94,451	11.6	10,97
Initial Equity	2,818	2,818	0.0	0	2,818	0.0	0
Earned Equity	5,551	5,331	4.1	220	4,599	20.7	95
Total Equity	8,369	8,149	2.7	220	7,417	12.8	9
Total Liabilities and Equity	113,795	102,773	10.7	11,022	101,868	11.7	11,9
		,	Jun 18 vs.Dec 17	·	Ju	ın 18 vs Jun 17	
Lo an Portfolio	Jun 18	Dec 17	Variation %	Variation \$	Jun 18	Variation %	Variation \$
Loan Portfolio (net)	20,800	20,228	2.8	572	19,239	8.1	1,561
Performing Loan Portfolio	20,400	20,385	0.1	15	19,362	5.4	1,038
Non-performing Loan Portfolio	1,015	200	407.5	815	159	538.4	856
Loan Risk Reserves	(615)	(357)	72.3	(257)	(282)	118.1	333
Past due reserves ratio (IMOR) % *	4.74	0.97	383.7	3.77	0.81	485.2	3.93
Coverage Ratio (ICOR) % **	61	178	-65.5	(117)	177	-65.8	(117)
LRR / Total Loan Portfolio % ***	2.87	1.73	65.9	1.14	1.44	99.3	1.43
		Ju	ın 18 vs. Dec 17			lun 18 vs. Jun 1	7
Profitability Ratios	Jun 18	Dec 17	Var%	Var \$	Jun 17	Var%	Var \$
Return on Assets % ****	1.25	1.09	14.0	0.15	1.24	0.4	0.01
Return on Equity % ****	16.13	14.42	11.8	1.71	17.07	-5.5	(0.94)



# Monex, S.A.B. de C.V. MONEXB

### SECOND QUARTER BUSINESS OVERVIEW

# MONEX, S.A.B. REPORTS IN THE FIRST SEMESTER OF 2018 ACRUED NET INCOME OF \$552 MILLION PESOS

# TOTAL OPERATING REVENUES REACHED \$3,449 MILLION PESOS DURING THE FIRST SEMESTER OF 2018.

# MONEX REPORTS \$8,369 MILLION PESOS OF EQUITY AT THE END OF JUNE 2018, WHICH REPRESENTS A BOOK VALUE OF \$15.61 PESOS PER SHARE.

#### **General Outlook**

#### FX, Payments and Brokerage Revenue

Monex, S.A.B. is a holding company, whose main subsidiaries are Monex Grupo Financiero and MNI Holding. Monex has over 32 years experience in the financial market, period during which it has shown a constant and solid growth in traded volume and number of clients. Monex offers financial products that satisfy foreign exchange, payment, investment and financial coverage and consultancy needs of its clients through a successful promotional force distributed in 35 cities in Mexico and its international subsidiaries located in United States, Canada and Europe (UK, Spain and Holland).

The Subsidiary companies of Monex Grupo Financiero are Banco Monex, Monex Casa de Bolsa and Monex Fondos, through which we provide our clients with the following products: foreign exchange, capital market trading (debt, stock market and investment banking), investment funds, risk management products, international investment, trust services, loans and letters of credit, among others

MNI Holding subsidiaries are Tempus and Monex Europe which offer services to their clients such as foreign exchange transactions and payments.

#### **MONEX: Stock Information**



MONEX	_				
Per Share Data	2Q17	3Q17	4Q17	1Q18	2Q18
Minimum	13.50	12.50	11.78	12.50	13.97
Maximum	18.00	18.00	17.50	15.90	16.00
Closing Price	13.50	12.50	15.90	14.00	14.00
Daily Traiding Volume	2,846	4,216	1,559	1,058	795
Shares Outstanding <sup>1</sup>	536.2	536.0	536.0	536.0	536.0
Market Cap <sup>2</sup>	7,239	6,700	8,522	7,504	7,504
Dividends TTM	0.60	0.60	0.60	0.60	0.47
Earnings TTM	2.24	2.04	2.06	1.82	1.90
Book Value Per Share	13.83	14.20	15.20	15.32	15.61
Price/Earnings	6.03	6.13	7.72	7.69	7.37
Price/ Book	0.98	0.88	1.05	0.91	0.90
Dividend Yield TTM %	4.44	4.80	3.77	4.29	3.36

Figures in this chart are in Mexican pesos, except shares outstanding.

<sup>1.</sup> Shares in million. Also they are only listed on the Mexican Stock Exchange (BMV for it's initials in spanish)