

# **1<sup>st</sup> Quarter Financial Report 2015**

## **Holding Monex**

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# Highlights Q1/15



## Financial Highlights

- Holding Monex reports as of March, 2015 accrued operating revenue of \$1,277 million pesos on net income of \$198 million pesos or \$0.51 pesos per share .
- On March, 2015, Holding Monex presented an Equity of \$5,896 million pesos which represents a Book value of \$15.08 pesos per share.
- As of March 2015, the Loan Portfolio had an increase of 9.3% versus the ammount reported as of December 2014.
- During 1Q15, Monex International Business had an accrued operating income of \$316 million pesos, an increase of 46.3% versus the accrual income of the prior year.

## Outstanding Events

- On April 15th, 2015, several suspensive conditions were accomplished regarding the purchase contract held between Holding Monex and its subsidiary Banco Monex, as sellers, and Gentera, as the buyer of the 100% capital shares of Pagos Intermex and Monex Servicios. Regarding the above, Holding Monex and Banco Monex sold Pagos Intermex to Gentera at a \$211 million pesos price.
- In connection with the resolutions adopted on the Ordinary General Shareholder's Annual Meeting held on April 13th, 2015, it was decided a dividend payment of \$1,600 million pesos and an Equity increase up to \$1,350 million pesos.

# 1Q14 Relevant Financial Information

|                                         |       | 1Q14   |              |             |
|-----------------------------------------|-------|--------|--------------|-------------|
|                                         | 1Q15  | Amount | Variation \$ | Variation % |
| Operating Revenue Per Line of Business  |       |        |              |             |
| Forex and Payment Services              | 919   | 803    | 116          | 14%         |
| National                                | 663   | 618    | 63           | 10%         |
| International                           | 316   | 185    | 53           | 29%         |
| Traditional Banking and Trust Services  | 89    | 84     | 47           | 55%         |
| Securities Brokerage & Trading Services | 181   | 136    | -18          | -13%        |
| Condensed Financial Sheet Data          |       |        |              |             |
| Total Operating Revenues                | 1,277 | 1,075  | 202          | 19%         |
| Management and Promotion Expenses       | 1,011 | 840    | 171          | 20%         |
| Operating Income                        | 266   | 235    | 31           | 13%         |
| Taxes                                   | 76    | 67     | 9            | 14%         |
| Equity in income of affiliates          | 8     | .00    | 8            | 100%        |
| Net Income                              | 198   | 168    | 31           | 18%         |

Figures in millions of pesos

# 1Q15 Balance Sheet

|                                                                  | 4Q14          | Dec 13        |               |
|------------------------------------------------------------------|---------------|---------------|---------------|
|                                                                  |               | Amount        | Variation \$  |
| Liquid assets                                                    | 6,140         | 6,654         | (514)         |
| Receivable and deliverable currencies (net)                      | 9             | 665           | (656)         |
| Real Liquid assets                                               | 6,131         | 5,989         | 142           |
| Investment in securities, repos, derivatives and margin accounts | 20,662        | 16,898        | 3,764         |
| Loan Portfolio (net)                                             | 8,698         | 7,959         | 739           |
| Other accounts receivables (net)                                 | 22,824        | 12,298        | 10,526        |
| Receivable FX                                                    | 19,516        | 8,889         | 10,627        |
| Money Market accounts receivable                                 | 1,947         | 2,179         | (232)         |
| Others                                                           | 1,361         | 1,230         | 131           |
| Other investments                                                | 14            | 14            | 0             |
| Properties, furniture, equipment(net)                            | 84            | 88            | (4)           |
| Non-current Assets held for sale                                 | 182           | 174           | 8             |
| Other assets (net)                                               | 2,365         | 2,233         | 132           |
| GW and Other intangible Assets (Monex Europe)                    | 974           | 993           | (19)          |
| GW and Other intangible Assets (Tempus)                          | 714           | 692           | 22            |
| Others                                                           | 677           | 548           | 129           |
| <b>Total Assets</b>                                              | <b>60,969</b> | <b>46,318</b> | <b>14,651</b> |
| Deposits                                                         | 16,029        | 14,427        | 1,602         |
| Stock Certificates                                               | 1,968         | 1,970         | (2)           |
| Loans from Banks and other institutions                          | 1,317         | 792           | 525           |
| Transactions with securities, repos and derivatives              | 12,167        | 9,861         | 2,306         |
| Other payables                                                   | 23,592        | 13,580        | 10,012        |
| Payable FX                                                       | 19,362        | 9,399         | 9,963         |
| Money Market Creditors                                           | 973           | 1,498         | (525)         |
| Others                                                           | 3,257         | 2,683         | 574           |
| <b>Total Liabilities</b>                                         | <b>55,073</b> | <b>40,630</b> | <b>14,443</b> |
| Initial Equity                                                   | 1,506         | 1,506         | 0             |
| Earned Equity                                                    | 4,390         | 4,182         | 208           |
| <b>Total Equity</b>                                              | <b>5,896</b>  | <b>5,688</b>  | <b>208</b>    |
| <b>Total Liabilities and Equity</b>                              | <b>60,969</b> | <b>46,318</b> | <b>14,651</b> |
| Return on Assets (annualized) %                                  | 1.30          | 1.30          |               |
| Return on Equity (annualized) %                                  | 13.41         | 10.62         |               |
| Book Value Per Share <sup>1</sup>                                | 15.08         | 14.52         |               |

<sup>1</sup> Figures in millions of pesos except for the Book Value Per Share

# Sources and Uses

| Sources and Uses of Cash                        |                |
|-------------------------------------------------|----------------|
|                                                 | March 15 *     |
|                                                 |                |
| <b>Net Income</b>                               | <b>198</b>     |
| Sources:                                        |                |
| Deposits                                        | 1,602          |
| Loans from Banks                                | 525            |
| <b>Total Sources</b>                            | <b>2,127</b>   |
| Uses:                                           |                |
| Investment in securities, Repos and derivatives | (3,764)        |
| Money Market accounts receivable                | 232            |
| Repos and derivatives (Liabilities)             | 2,306          |
| Money Market Creditors                          | (525)          |
| <b>Derivatives and Money Market activities</b>  | <b>(1,751)</b> |
| Loan Portfolio                                  | (739)          |
| Other Sources                                   | 307            |
| <b>Total uses</b>                               | <b>(2,183)</b> |
| <b>Sources and uses (net)</b>                   | <b>142</b>     |
| <b>Liquid Assets Variation</b>                  | <b>142</b>     |

<sup>1</sup> Figures in millions of pesos.

## Portfolio Distribution to March 31, 2015 and December 31, 2014

| Loan Portfolio                                        |       |       |                      |
|-------------------------------------------------------|-------|-------|----------------------|
|                                                       | 1Q15  | 4Q14  | Variation \$<br>4Q14 |
| Loan Portfolio (net)                                  | 8,698 | 7,959 | 739                  |
| Performing Loan Portfolio                             | 8,785 | 8,031 | 754                  |
| Commercial                                            | 7,726 | 6,982 | 744                  |
| Mortgage Loans <sup>1</sup>                           | 112   | 161   | (49)                 |
| Credit with financial entities                        | 947   | 888   | 59                   |
| Credit with government entities                       | .0    | .0    | .0                   |
| Non-performing Loan Portfolio                         | 45    | 40    | 5                    |
| Loan Risk Reserves                                    | (132) | (112) | (20)                 |
| Banco Monex Capitalization index <sup>2</sup> (ICAP)% | 16.79 | 15.95 | 0.84                 |
| Past due reserves ratio <sup>3</sup> (IMOR)%          | 0.51  | 0.50  | 0.01                 |
| Coverage Ratio (ICOR) %                               | 1.52  | 1.41  | 0.11                 |

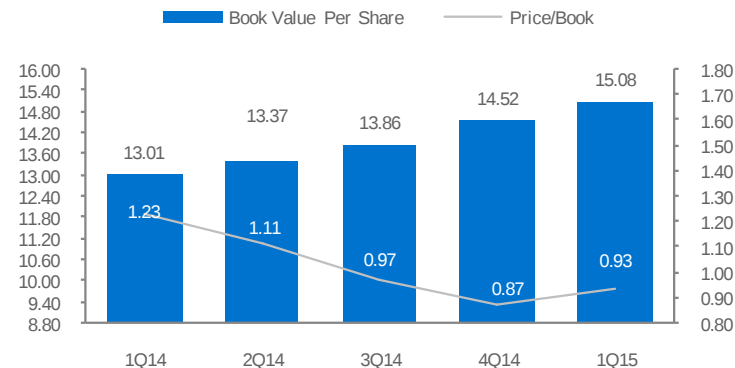
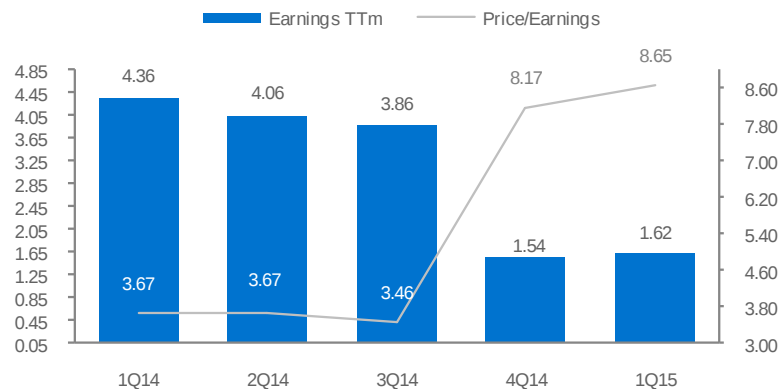
<sup>1</sup> Renew your home Program

<sup>2</sup> Published (Feb 2015) by Banco de Mexico (Banxico)

<sup>3</sup> Non-performing Loan Portfolio / Total Loan Portfolio

<sup>4</sup> Loan Risk Reserves / Loan Portfolio (net)

# MONEXB: Stock Information



Monex B: Quarterly Trends

| Per Share Data       | 1Q14   | 2Q14  | 3Q14   | 4Q14  | 1Q15  | 1Q15 Change % |         |
|----------------------|--------|-------|--------|-------|-------|---------------|---------|
|                      |        |       |        |       |       | 4Q14          | 1Q14    |
| Minimum              | 15.00  | 13.00 | 12.70  | 12.31 | 12.40 | 0.73          | -17.33  |
| Maximum              | 17.60  | 15.99 | 14.61  | 13.20 | 14.00 | 6.06          | -20.45  |
| Closing Price        | 15.97  | 14.90 | 13.38  | 12.60 | 14.00 | 11.11         | -12.34  |
| Daily Trading Volume | 13,219 | 4,487 | 13,514 | 2,742 | 9,595 | 249.97        | -27.41  |
| Shares Outstanding   | 392.5  | 392.5 | 391.9  | 391.7 | 391.1 | -0.14         | -0.35   |
| Market Cap           | 6,269  | 5,849 | 5,244  | 4,936 | 5,476 | 10.95         | -12.65  |
| Dividends TTM        | 1.40   | 0.64  | 0.64   | 0.00  | 0.00  | 0.00          | -100.00 |
| Earnings TTM         | 4.36   | 4.06  | 3.86   | 1.54  | 1.62  | 4.90          | -62.87  |
| Book Value Per Share | 13.01  | 13.37 | 13.86  | 14.52 | 15.08 | 3.82          | 15.87   |
| Price/Earnings       | 3.67   | 3.67  | 3.46   | 8.17  | 8.65  | 5.91          | 136.05  |
| Price/Book           | 1.23   | 1.11  | 0.97   | 0.87  | 0.93  | 7.02          | -24.34  |
| Dividend Yield %     | 8.77   | 4.27  | 4.76   | 0.00  | 0.00  | 0.00          | -100.00 |