



Fourth Quarter 2023

January | 2024



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RELEVANT RESULTS |

4Q23 vs.4Q22

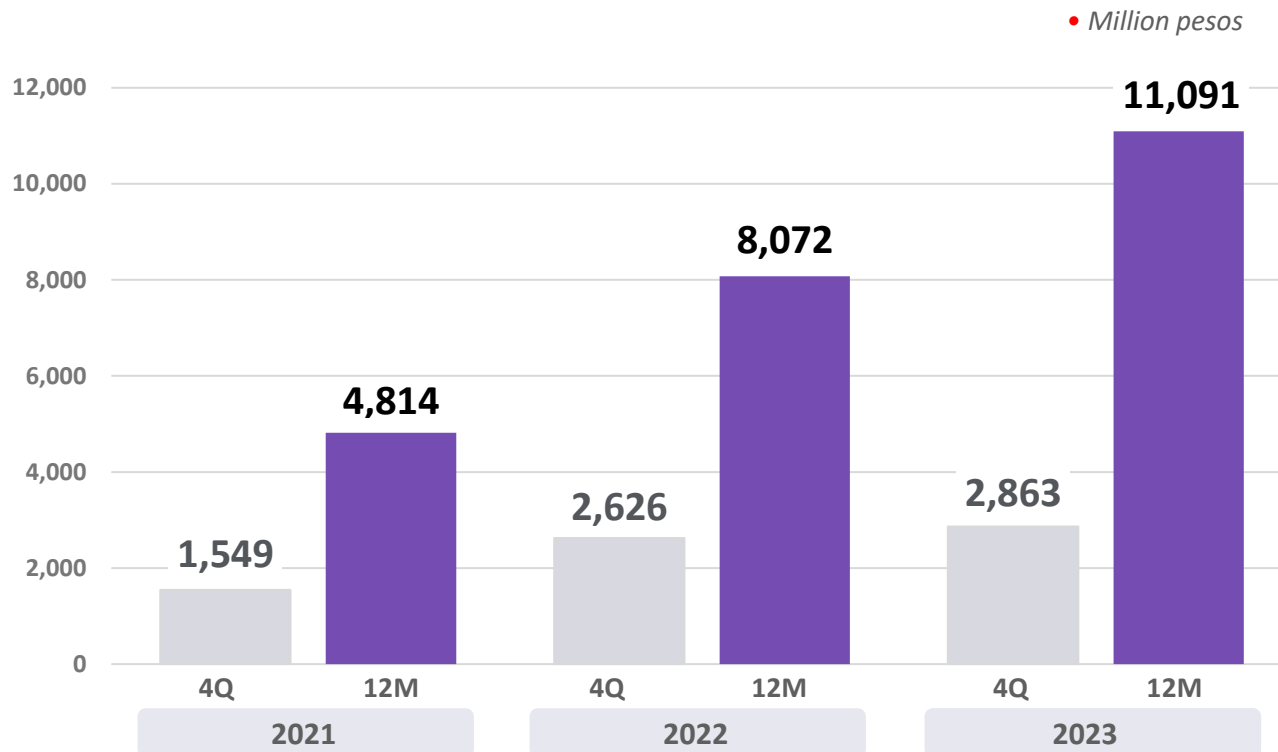
▪ Net Income	<i>growth</i>	9.0 %
▪ Revenues	<i>growth</i>	14.7 %
▪ NII	<i>growth</i>	20.4 %
▪ ROAE	▼	27.9 %
▪ ROAA	▼	3.4 %
▪ NIM	▲	7.5 %
▪ Efficiency Ratio	▼	31.9 %
▪ Total Loan Portfolio	<i>growth</i>	6.5 %
▪ Company Loans Portfolio	<i>growth</i>	9.1 %
▪ Total Deposits	<i>growth</i>	11.3 %
▪ NPL Ratio	▲	1.36 %
▪ Coverage Ratio	▼	168.4 %
▪ ICAP[*]		16.7 %

* ICAP December 2023 preliminary

	GUIDANCE 2023	AS OF DECEMBER 2023	
▪ Loan Growth	6% - 8%	6.5%	✓
▪ Deposits Growth	8% - 10%	11.3%	✓
▪ NIM	7.0% - 7.4%	7.1%	✓
▪ Net Interest Income Growth	32% - 35%	37.5%	✓
▪ Fees+ Trading Income	16% - 20%	18.0%	✓
▪ Expenses Growth	17% - 18%	16.2%	✓
▪ Efficiency	Below 35%	32.5%	✓
▪ Cost of Risk	0.6% - 0.8%	0.7%	✓
▪ Net Income (Million Pesos)	\$10,400 - \$10,600	\$11,091	✓
▪ ROAE	24.0% - 26.0%	28.2%	✓
▪ NPL Ratio	Below 1.50%	1.36%	✓
▪ Coverage Ratio	Above 150%	168.44%	✓
▪ Capitalization Ratio*	14.0 - 15.0%	16.7%	✓

* ICAP December 2023 preliminary.

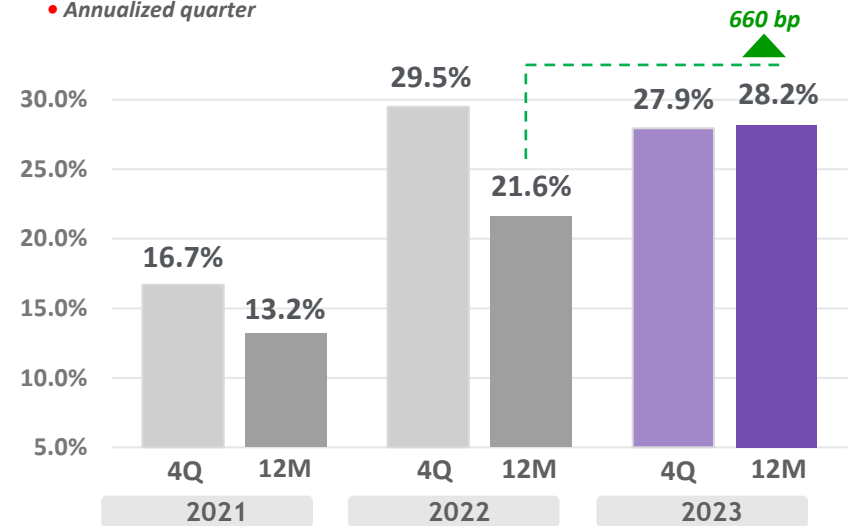
- **Net Income was Ps. 2,863 million in 4Q23, a record high figure for BanBajío, 9.0% higher than 4Q22. For the 12M23 period, Net Income totaled Ps. 11,091 million, 37.4% higher than 12M22.**



- **4Q23** annualized **ROAE** and **ROAA** were **27.9%** and **3.4%** respectively.
- **4Q23** **EPS** stood at **Ps. 2.41**, **9.0%** higher than 4Q22, the **Earnings Yield** was **17.2%**.

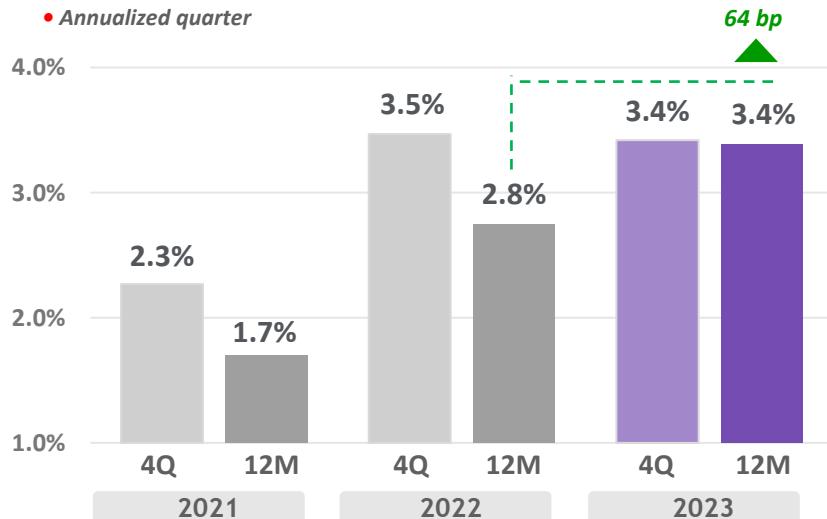
ROAE

• Annualized quarter



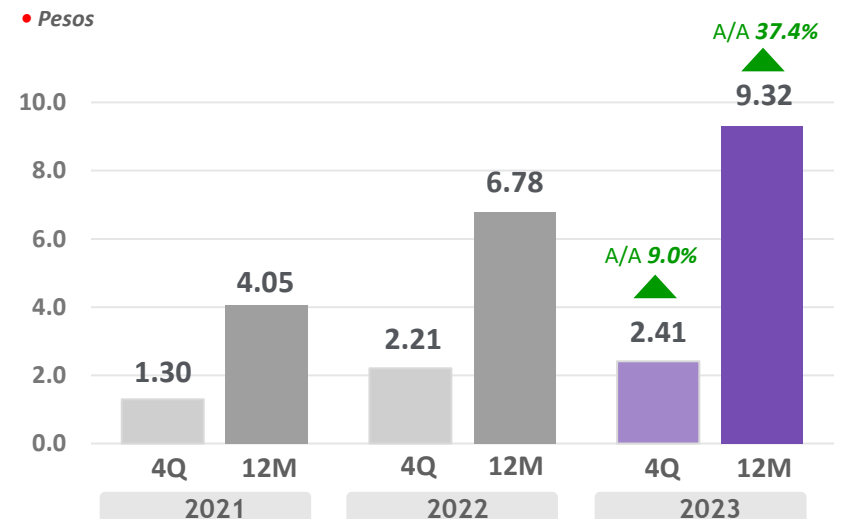
ROAA

• Annualized quarter



EPS

• Pesos



- Total **Loan Portfolio** stood at **\$239.8 bn**, a **growth of 6.5% YoY** in 4Q23.
- **Company Loans**, which represents **our core business**, increased **9.1 % YoY**.

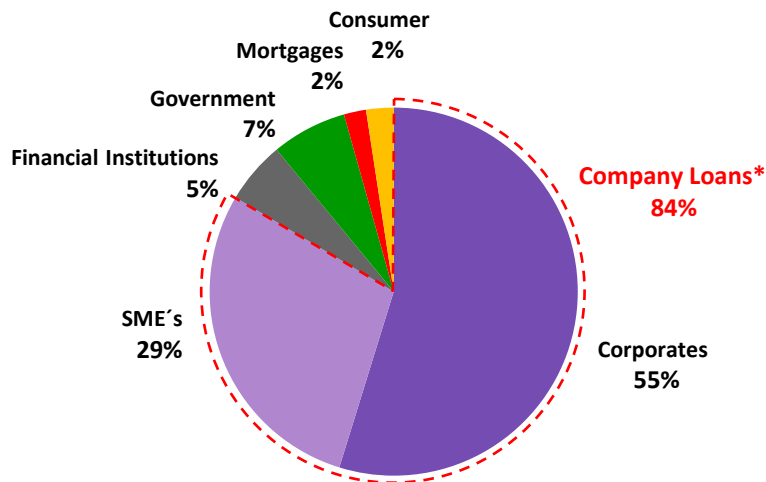
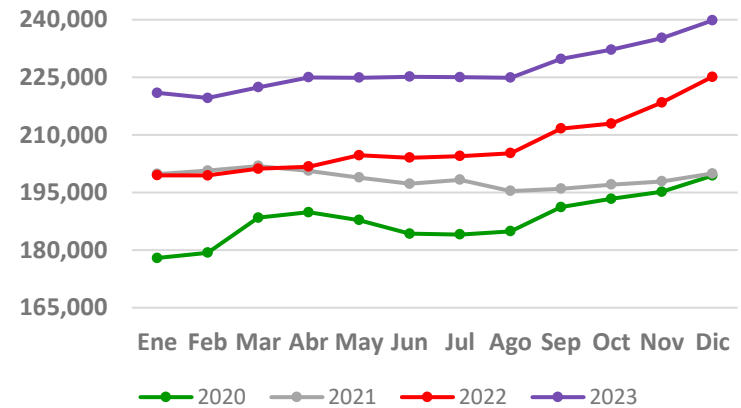
	Bn. \$	Q o Q	Y o Y
Company Loans*	200.3	6.0%	9.1 %
Government	15.9	-10.6%	-27.2 %
Financial Institutions	13.2	1.5%	26.9 %
Consumer	5.8	9.9%	43.7 %
Mortgage	4.7	-3.1%	-11.3 %

Yield	
4Q22	4Q23
12.17 %	13.84 %
167 bp	

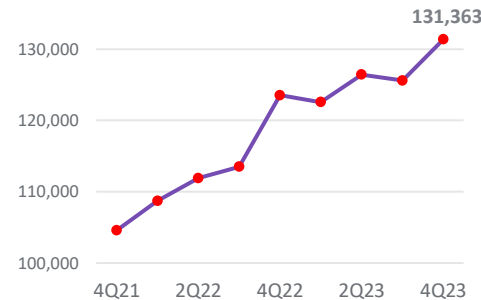
Average TIIE :	
4Q22	4Q23
10.03 %	11.50 %
147 bp	

▼ Total Loan Portfolio | Million pesos

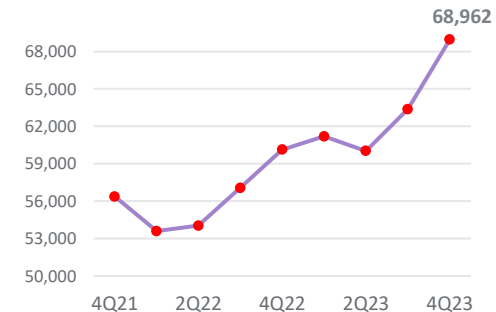
CAGR '20 -'4Q23: 7.4% System⁽¹⁾ 6.0%



▼ Corporates



▼ SME's⁽²⁾



1. Total Banca Multiple consolidated figures November 2023.

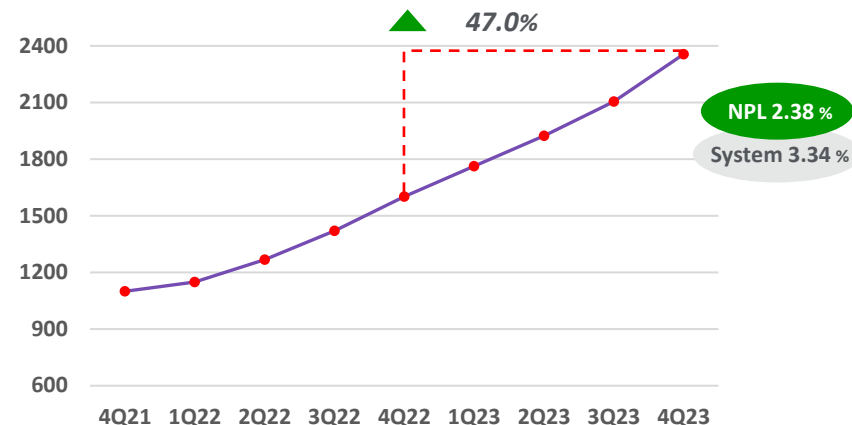
2. SME's definition according to CNBV criteria of companies with revenues of less than UDIS 14 Millions. 1 UDI= 7.98 MXN.

* Includes Corporates and SMEs

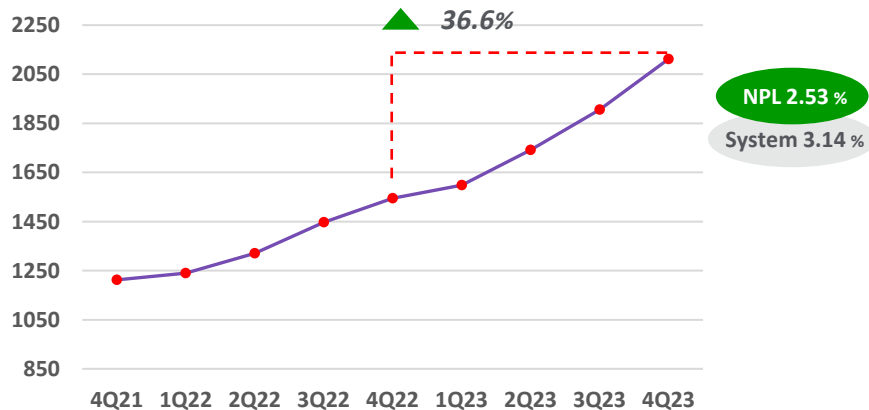
- **Consumer Loan Portfolio** grew **43.7% YoY** in **4Q23**, the **NPL Ratio** was **2.2%**, while the system was **3.3%***.
- We highlight the **growth of 47.0%** in **Credit Card**, **36.6%** in **Payroll Loans** and **99.1%** in **Personal Loans**.

	Bn. \$	YoY
Consumer	5.8	43.7%
▪ Credit Card	2.4	47.0%
▪ Payroll	2.1	36.6%
▪ Personal	1.0	99.1%
▪ Auto + ABCD	0.3	-11.8%

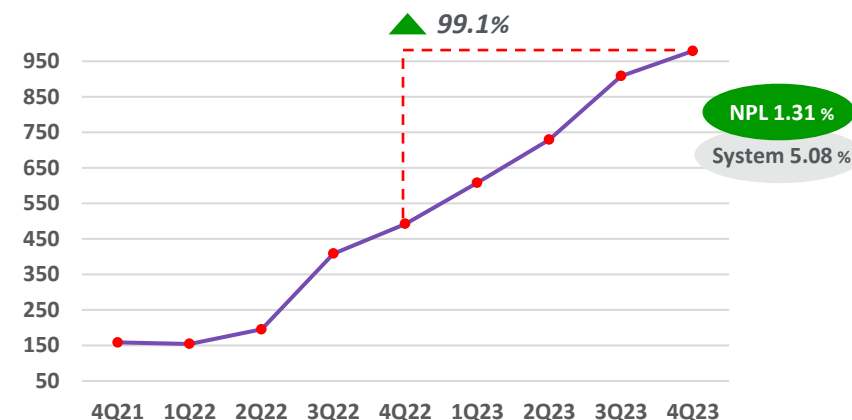
▼ Credit Card



▼ Payroll



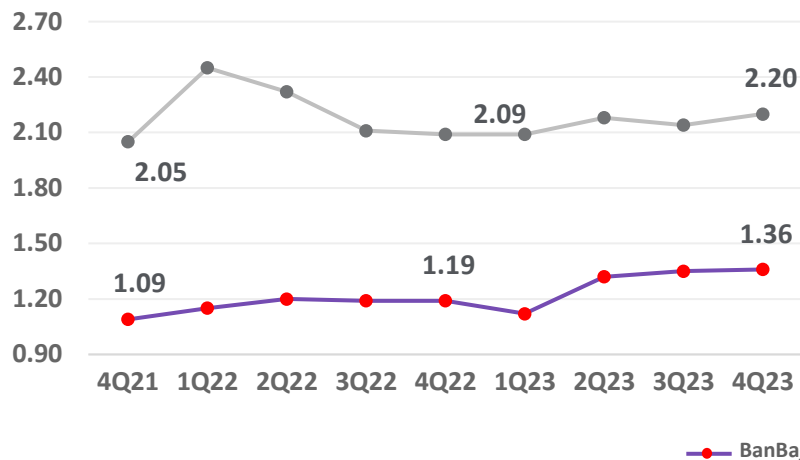
▼ Personal



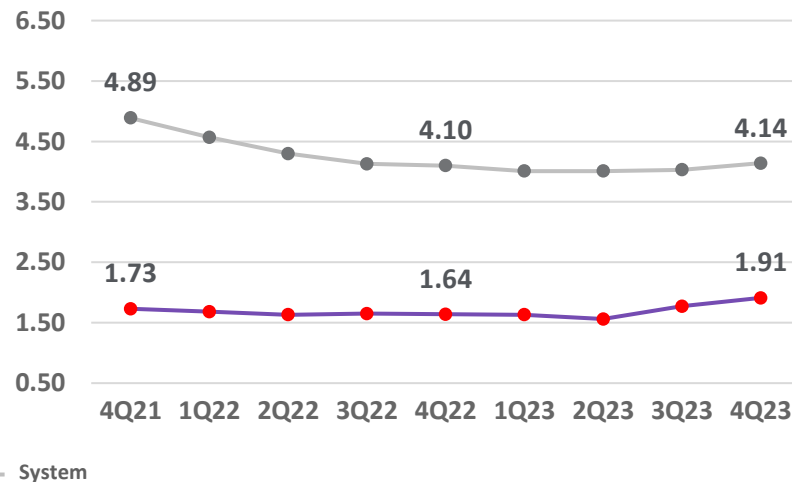
* Total Banca Múltiple consolidated figures November 2023.

▶ Sound Asset Quality and outstanding Risk Profile

▼ NPL Ratio | %

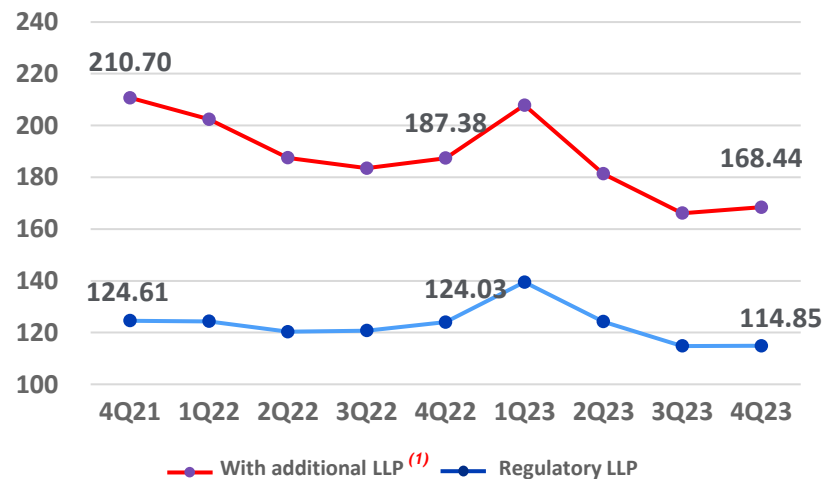


▼ NPL Ratio adjusted | %



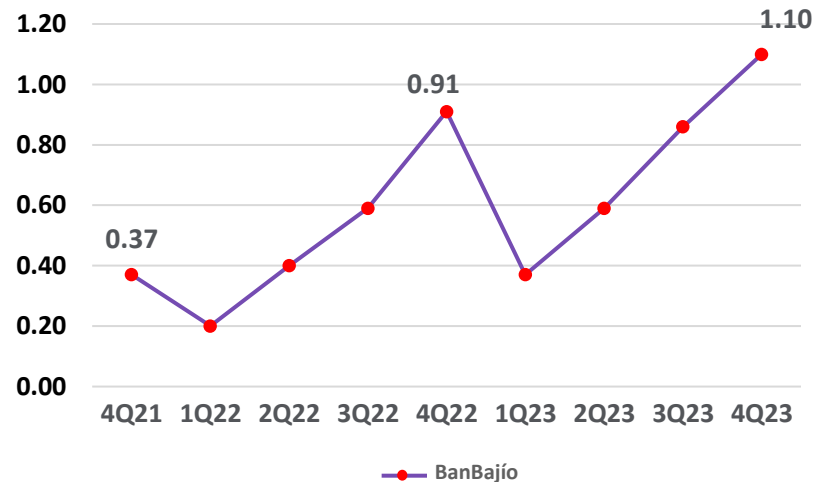
▼ Coverage Ratio | %

Nov 23: System 149.69%



▼ Cost of Risk | %

Oct-Nov 23: System 2.98%



(1) LLP: Loan Loss Provisions

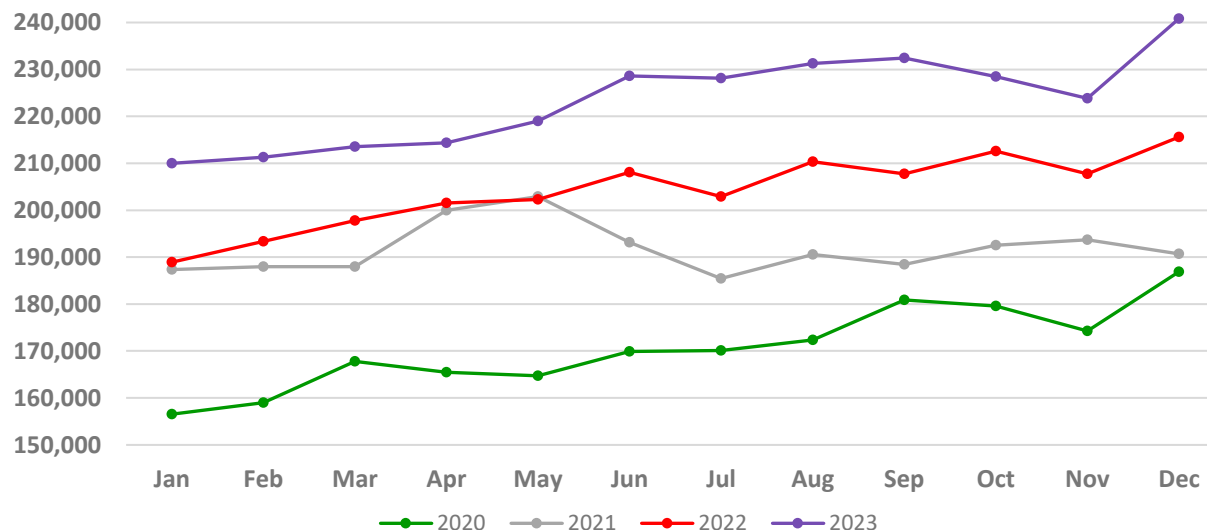
As of November 2023, additional LLP stood at \$1.7bn

Note: System last available information Nov 2023, CNBV.

- Total Deposits (DD+TD) grew 11.3%, reaching \$231.9 billion in 4Q23 YoY.

▼ Total Deposits⁽²⁾ | Millions Pesos

CAGR '20 -'4Q23: 11.7% | System 8.2% ⁽¹⁾



	YoY	Cost		Average TIIE :	
Demand Deposits (DD)	11.7 %	4Q22	4Q23	4Q22	10.03 %
Time Deposits (TD)	10.9 %	5.31%	6.75 %	4Q23	11.50 %
Repos	23.8 %		144 bp		
Interbank Loans**	10.4 %				147 bp

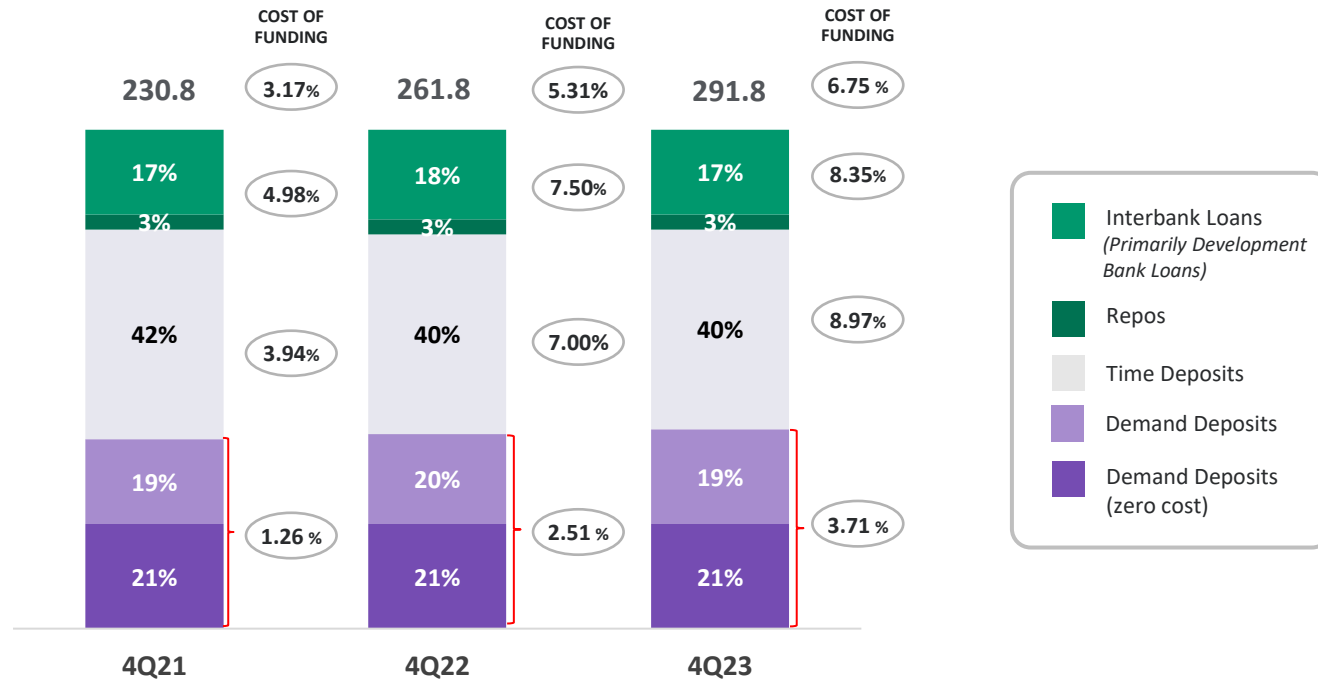
Notes:

1. Includes Repos.

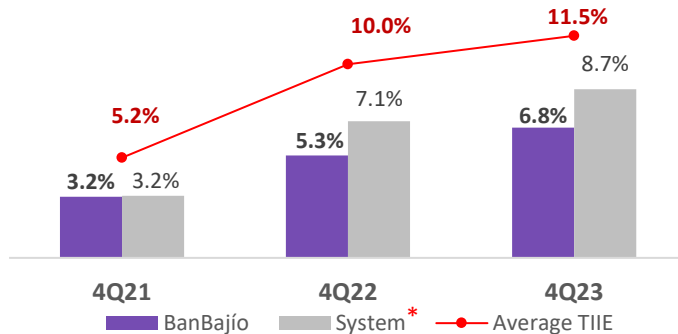
2. Total Banca Multiple consolidated figures November 23.

* Mostly development banks.

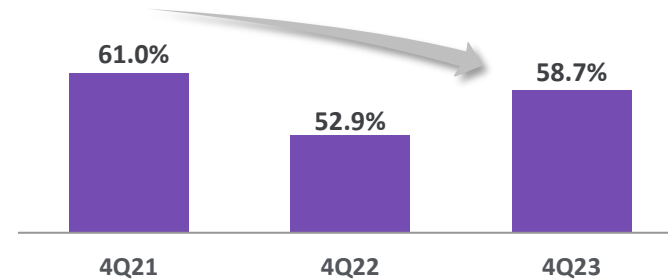
■ Funding Breakdown | Ps\$ Bn



▼ Cost of Funding ⁽¹⁾



▼ Cost of Funding as of % of TIIE

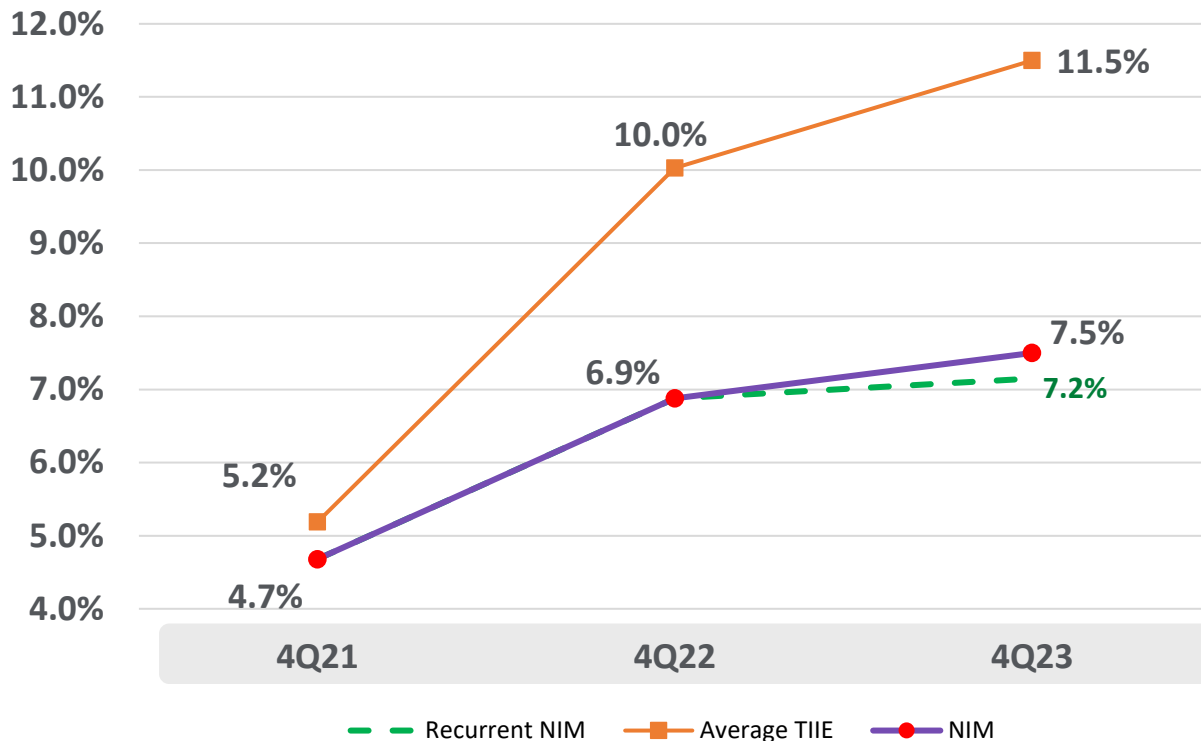


Notes:

1. Quarterly interest expense annualized (without considering leasing liabilities), divided by average total funding (deposits, interbank loans, and repos; we have only included these funding sources for the system for comparison purposes)

* System last available information November 2023.

- **NIM Proforma expanded 27bps YoY in 4Q23**, as a result of higher interest rates and a deterioration of funding mix.



4Q23 vs. 4Q22

+50 bps due to TIIE Sensibility

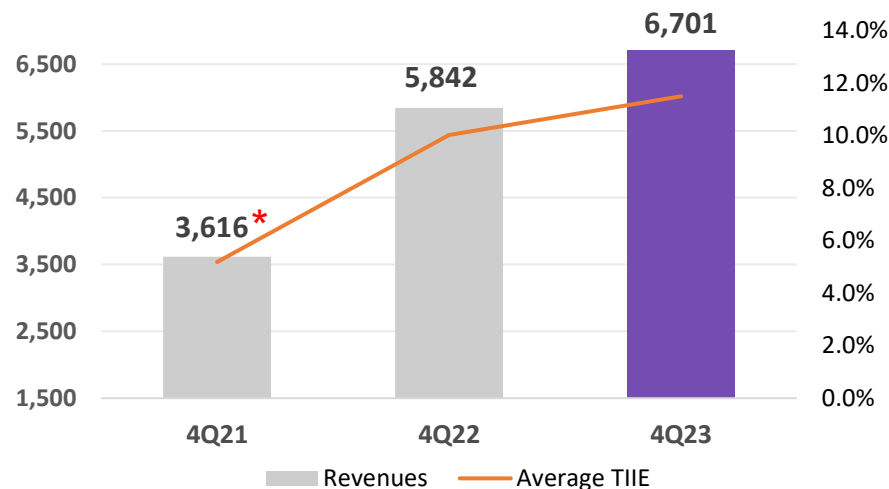
-23 bps due to MIX Improvement

• As of December, **NIM sensitivity is 27 bps** for each 100 basis points of change in the TIIE rate, equivalent to **860 million pesos of Revenues and 540 million pesos of Net Income** for a full year.

• Million Pesos

- **Revenues** increased **14.7% YoY** in 4Q23.
- **Non-Interest Income** grew **17.7% YoY**.
- **Net Fees & Commissions** increased **8.5% YoY**. We would like to highlight the growth of:
 - Electronic Banking Fees** by **22.2%**,
 - Interexchange Fees** by **25.9%** and
 - POS Fees** by **11.9%**.
- **Trading Income** grew **9.3%**.

▼ Total Revenues



Net Fees & Commissions + Trading Income got a remarkable **growth of 18.0% 12M23, YoY**

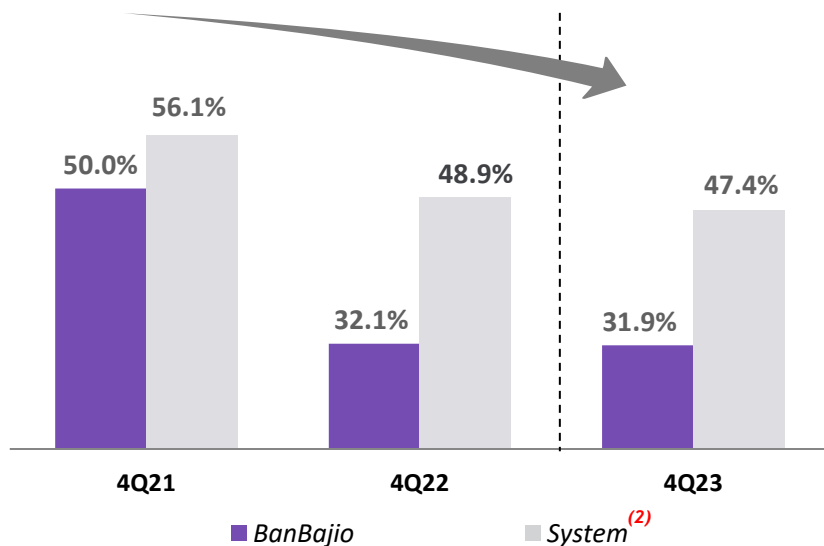
	4Q23	4Q22	Var. YoY	12M23	12M22	Var. YoY
▪ Net Interest Income	5,986	4,973	20.4 %	22,278	16,205	37.5 %
▪ Non-Interest Income	715	869	-17.7 %	2,617	2,346	11.6 %
▪ <i>Net Fees & Commissions</i>	627	578	8.5 %	2,373	1,993	19.1 %
▪ <i>Trading Income</i>	235	215	9.3 %	962	834	15.3 %
▪ <i>Other Operating Income (Expense)</i>	(147)	(76)	-293.4%	(718)	(481)	49.3%
TOTAL REVENUES	6,701	5,842	14.7 %	24,895	18,551	34.2 %

* Figures before 1Q22 account for IPAB Fee reclassification.

- **Efficiency Ratio** for 4Q23 stood at **31.9%**, System **47.4%**.

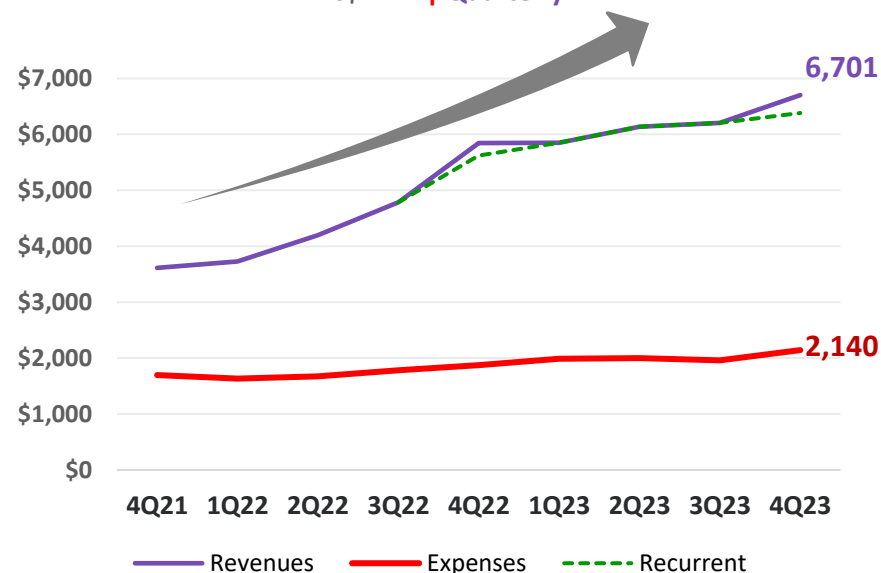
▼ Efficiency Ratio Evolution vs. System

Operating Expenses/Total Revenues ⁽¹⁾ | %



▼ Total Revenues and Expenses*

Pes\$ MM | Quarterly



Source: Company information

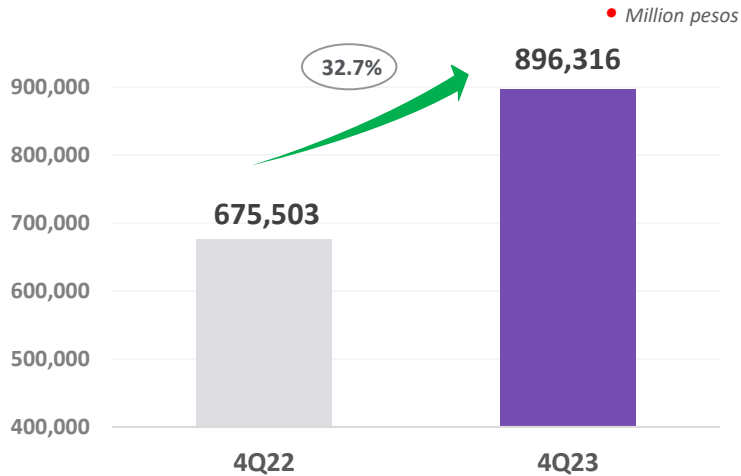
Notes:

⁽¹⁾ Total Revenues (excluding Loan Loss Provisions), as reported.

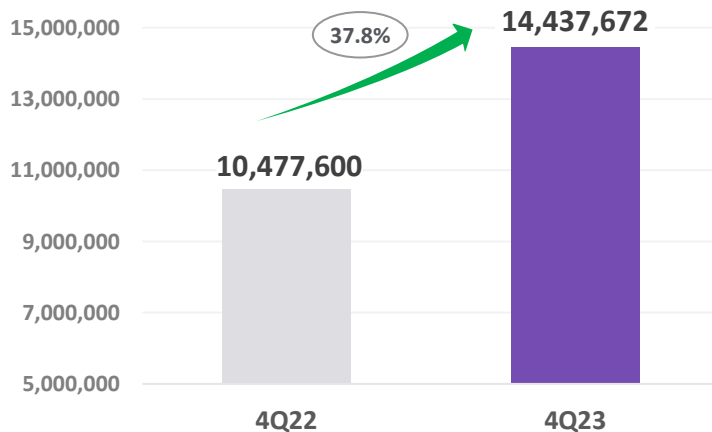
⁽²⁾ System last available information Nov 2023.

* Figures before 1Q22 account for IPAB's fee reclassification.

▼ Transactions Amount



▼ Total Digital Channel Transactions



▼ Digital Transactions at BanBajío 4Q23

As of **4Q23**, approximately **81%** of the **money volume** and the **number of transactions** are done **through self-service channels (Digital and ATMs)**.

Clients

Clients with **digital transactions** grew **29.8% YoY**. We highlight the **growth of individuals of 40.7%**.

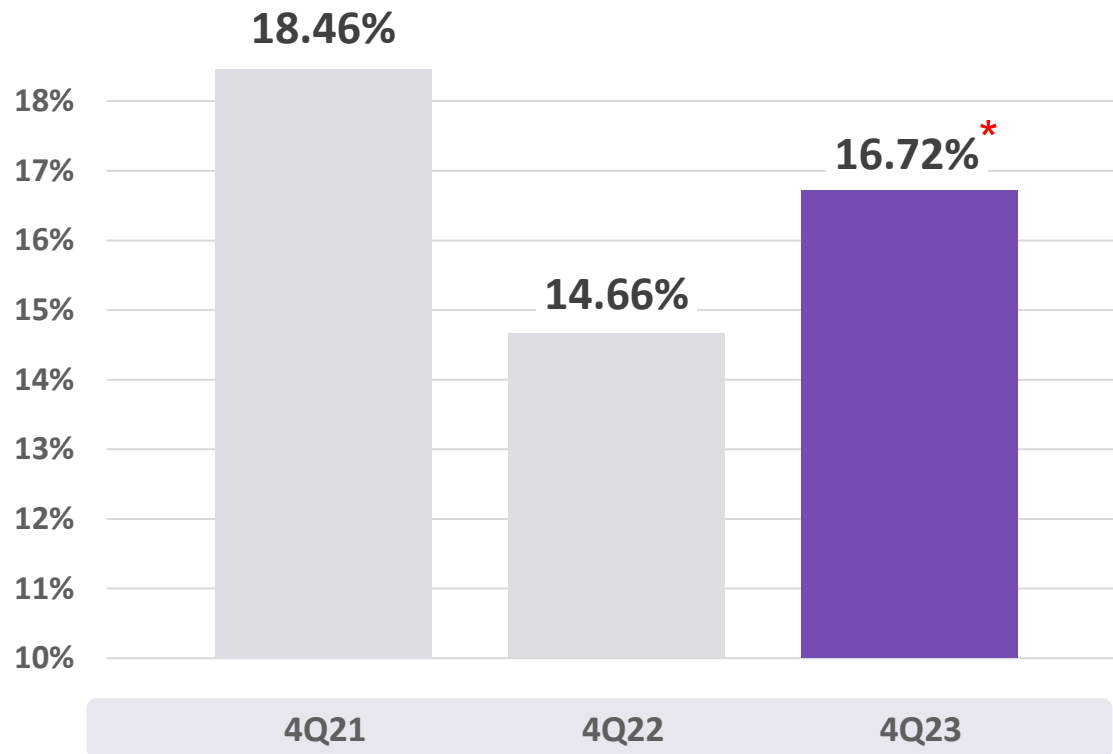
Mobile

Transactions in the **mobile channel** got an astonishing **growth of 57.8%**. **Transactions from individuals** through this channel **grew by 61.5%**. In terms of **money volume**, the **growth was 35.5%**.

Total

Total transactions amount registered an **increase of 32.7%** and **number of transactions** by **37.8%**.

- **Solid capitalization** ratio with **97.6% CET 1**.



* ICAP December 2023 preliminary.

	2024
▪ Loan Growth	9% - 12%
▪ Deposits Growth	11% - 13%
▪ NIM	6.5% - 6.7%
▪ Fees + Trading Income	18% - 20%
▪ Expenses Growth	15% - 17%
▪ Efficiency Ratio	Below 39%
▪ Cost of Risk	0.6% - 0.8%
▪ Net Income (Million Pesos)	\$10,500 - \$10,800
▪ ROAE	24% - 25%
▪ NPL Ratio	Below 1.5%
▪ Coverage Ratio	Above 150%
▪ Capitalization Ratio	Above 15%

* *Macro estimates for 2024: Average Banxico rate 10.15%, GDP growth 2.0% - 2.5% and inflations 4.5%.*

Ps\$ MM				Var.	
	4Q22	3Q23	4Q23	Y o Y	Q o Q
▪Interest Income	\$ 8,408	\$10,236	\$10,810	28.6%	5.6%
▪Interest Expense	(3,435)	(4,710)	(4,824)	40.4%	2.4%
Net Interest Income	\$ 4,973	\$5,526	\$5,986	20.4%	8.3%
▪Net Fees & Commissions	578	595	627	8.5%	5.4%
▪Trading Income	215	245	235	9.3%	-4.1%
▪Other Operating Income / (Expense)	76	(160)	(147)	-293.4%	-8.1%
Non-Interest Income	\$ 869	\$680	\$715	-17.7%	5.1%
Total Revenues	\$ 5,842	\$6,206	\$6,701	14.7%	8.0%
▪Allowance for Loan Losses	(497)	(489)	(644)	29.6%	31.7%
▪Operating Expenses	(1,875)	(1,959)	(2,140)	14.1%	9.2%
▪Equity in income of unconsolidated subsidiaries	3	-	5	66.7%	
Income Before Taxes	\$ 3,473	\$3,758	\$3,922	12.9%	4.4%
▪Income Taxes	(847)	(\$1,003)	(\$1,059)	25.0%	5.6%
Net Income	\$ 2,626	\$2,755	\$2,863	9.0%	3.9%
▪Effective Tax Rate	24.4%	26.7%	27.0%		

Ps\$ MM	Var.		
	12M 22	12M 23	Y o Y
▪ Interest Income	\$ 26,845	\$39,938	48.8%
▪ Interest Expense	(10,640)	(17,660)	66.0%
Net Interest Income	\$ 16,205	\$22,278	37.5%
▪ Net Fees & Commissions	1,993	2,373	19.1%
▪ Trading Income	834	962	15.3%
▪ Other Operating Income / (Expense)	(481)	(718)	49.3%
Non-Interest Income	\$ 2,346	\$2,617	11.6%
Total Revenues	\$ 18,551	\$24,895	34.2%
▪ Allowance for Loan Losses	(1,104)	(1,671)	51.4%
▪ Operating Expenses	(6,960)	(8,086)	16.2%
▪ Equity in income of unconsolidated subsidiaries	2	6	200.0%
Income Before Tax	\$ 10,489	\$15,144	44.4%
▪ Income Tax	(2,417)	(4,053)	67.7%
Net Income	\$ 8,072	\$11,091	37.4%
▪ Effective Tax Rate	23.0%	26.8%	

Ps\$ MM	Var.				
	4Q22	3Q23	4Q23	Y o Y	Q o Q
▪Cash & Cash Equivalents	30,270	16,223	23,002	-24.0%	41.8%
▪Investment in Securities	12,067	11,678	11,847	-1.8%	1.4%
▪ Cash & Investments	\$ 42,337	\$27,901	\$34,849	-17.7%	24.9%
▪Performing Loan Portfolio Stage 1	220,730	223,636	234,790	6.4%	5.0%
▪Performing Loan Portfolio Stage 2	1,717	3,047	1,760	2.5%	-42.2%
▪Non-performing Loan Portfolio	2,686	3,099	3,257	21.3%	5.1%
▪ Gross Loan Portfolio	\$ 225,133	\$229,782	\$239,807	6.5%	4.4%
▪Loan Loss Provisions	(5,033)	(5,148)	(5,486)	9.0%	6.6%
▪Deferred Accounts	(995)	(1,063)	(845)	-15.1%	-20.5%
Net Loan Portfolio	\$ 219,105	\$223,571	\$233,476	6.6%	4.4%
▪Repos	31,018	56,535	56,412	81.9%	-0.2%
▪Other Assets	18,046	18,167	19,337	7.2%	6.4%
Total Assets	\$ 310,506	\$326,174	\$344,074	10.8%	5.5%
▪Demand Deposits	103,194	115,756	115,309	11.7%	-0.4%
▪Time Deposits	105,163	109,035	116,605	10.9%	6.9%
Total Deposits	\$ 208,357	\$224,791	\$231,914	11.3%	3.2%
▪Repos	7,204	7,644	8,915	23.8%	16.6%
Funding Including Repos	\$ 215,561	\$232,435	\$240,829	11.7%	3.6%
▪Interbank Loans *	46,195	41,666	50,999	10.4%	22.4%
▪Other Liabilities	11,787	11,725	10,644	-9.7%	-9.2%
Total Liabilities	\$ 273,543	\$285,826	\$302,472	10.6%	5.8%
Shareholder's Equity	\$ 36,963	\$40,348	\$41,602	12.6%	3.1%

* Mostly development banks.