

INVESTOR **RELATIONS**

9M 2023

October 18th, 2023

La Bolsa de México
bmv.com.mx



About Us

Business Units & Operating Model

Main Initiatives

Financial Results

Mexico's Sustainable Stock Exchange

La Bolsa de México

BMV Group at a **Glance – 9M23**





Fully Integrated Exchange

128 years, 9 business lines, 484 employees that make possible the securities and derivatives financial markets in Mexico.

9M23 Key Financial Highlights

\$2,913 M Revenue

\$1,100 M Net Income \$1.92 **EPS**

57% **EBITDA Margin**

21% ROE

81% **Payout** Ratio

22% Cash Flow Yield ~ 0% Debt

Sustainability

BMV Group is leader in the financial markets infrastructure and a strategic enabler of sustainable growth. We play an essential social and economic role in Mexico's financial system.

Dow Jones ered by the S&P Global CS

Capital Formation

364 issuers, of which 52 have more than one type of securities listed

> **Long-Term Debt** (2016 - 9M23)



\$1.6 Trillion MXN | 17% ESG

Equities



Average Daily Traded Value

\$15.4 Billion Pesos

Market Share

Local 58%

Global 42%

OTC Trading

SIF ICAP is a voice and electronic interdealer broker with presence in Mexico. Peru and Chile. Joint venture with ICAP Plc.

Derivatives



MexDer

Average Daily Notional Value Dollar Futures (\$332 Million USD)

Asigna: Average Margin Deposits \$34.8 Billion Pesos

Post - Trade



Only Central Securities Depository (Indeval) and Equity & Derivatives Central Counterparties in Mexico (CCV and Asigna)



Average Total Assets Under Custody: 34 Trillion Pesos (35% Gov Debt | 30% Equities | 25% Pension Funds | 10% Corp Debt)

Information Services

Market Data provides screens, information and data feed

Strategic alliance with S&P in indices and benchmarks of fixed income and equity.

Global data footprint

- a) Point of presence in NYC
- b) Deutsche Börse in Europe
- Data available in the cloud

Valmer is an authorized price vendor and financial risk management software provider



Technology

In-house developed infrastructure powered by top global providers.

Our **systems' availability** is above 99.92%

Our **Strategy** is based on six pillars





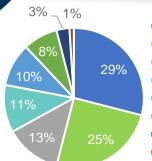
Our Presence

364 Issuers



138 Issuers
Stocks





Financial Services

Industrial

Discretionary use products

Materials

Servicess

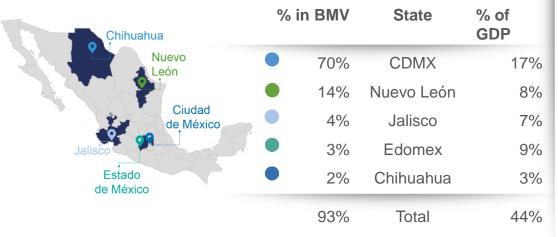
Telecom

Health

Energy

Their presence extends to 14 out of the 32 mexican states.

93% of the listed companies in BMV are distributed between the following 5 states, which **contribute to less than half of Mexico's GDP*:**



There is great growth potential within Mexico



Market Capitalization: \$8.9Trillion MXN (29% GDP)



36 companies are part of the S&P / BMV IPC

and represent 81% from the total stock market

Market Cap = \$7.2 Trillion MXN



Our business

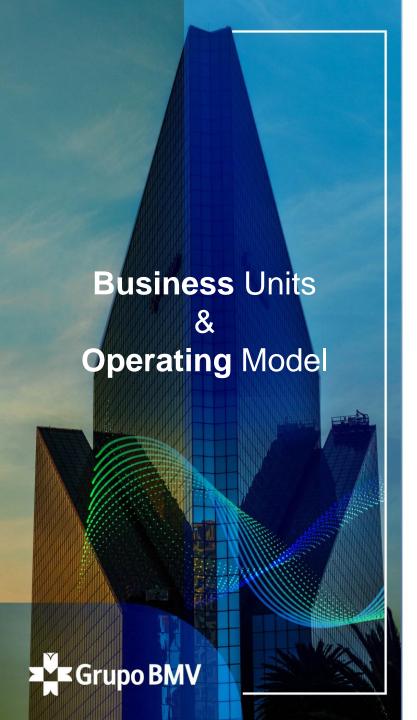








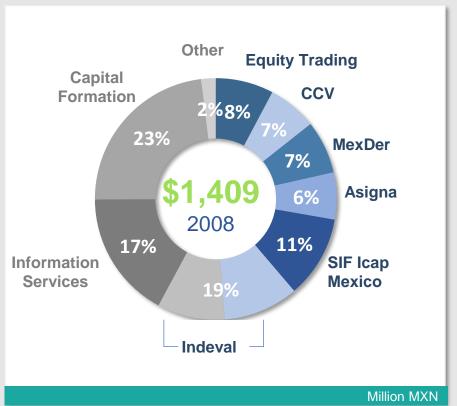




- Fully integrated Stock Exchange
- 128 years of experience
- Diversified business model with 9 revenue segments
- Highest segment contributes 27% of total revenues
- Half of the revenue is driven by business related to market activity and the other is subscription revenue

Evolution of **Revenue Mix** (2008 – 2023)







- CCV Equity Clearing and Counterparty
- MexDer Derivatives Trading
- Asigna Derivatives Clearing
- SIF Icap Mexico OTC Trading
- SIF Icap Chile OTC Trading
- Indeval Central Securities Depository
- Information Services includes Valmer and Market Data
- Capital Formation includes Listing and Maintenance Fees

	2008	2023
Transactional Revenue	51%	51%
Subscription Revenue	49%	49%

Leadership that generates value







Bachelor of Administration and Finance with more than 36 years of experience in the financial and banking sector, holding senior management positions both in Mexico and in the United States. From 2008 to 2014 he served as Board Member of Grupo BMV.

Joined Grupo BMV in January 2015



Claudio Vivian Gutiérrez Chief Information

Officer

Master of Business

Administration with

more than 24 years

in Information

Technology,

Strategic Planning

and Innovation as

CIO in Mexico and

Latin America in

Insurance and

Infrastructure

Development

sectors.

Joined Grupo BMV

in March

2020



Hugo Contreras Pliego

Chief Legal and **Compliance Officer**

Bachelor of Financial Administration with more than 34 years in the Securities Regulatory Framework, with Executive positions in the public financial sector.

Joined Grupo BMV en June 2001



Chief Capital Formation, **Information Services** and Markets Officer

Master in Finance with more than 23 years in Strategic Planning and Business Development. He is currently a member of the Board of the Lima Stock Exchange (BVL).

Joined Grupo BMV in June 2000



Chief Financial and Sustainability Officer

Master of Business Administration and Finance with more than 26 years in financial positions in international companies.

Joined Grupo BMV in May 2006



Chief Post-Trade Officer

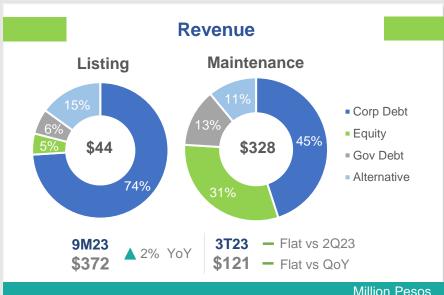
Bachelor of Business Administration with more than 31 years in Securities Services in international companies. He was president of **ACSDA** (Association of Central Securities Depositories of America).

Joined Grupo BMV in January 2015

1. Listing & Maintenance







Million Pesos



Million Pesos

Equity Listings

Local Market

138 Issuers

Market Cap = 29% GDP

IPC: 36 Issuers

81% out of the total stock market

Listings in 2023:

- Fibra Social
- FIBRA PL
- FNOVA
- TRAXION





New firms at BMV





	7	10	4	6
CKD	BOCEL		•	
ETF	ESGMEX by BlackRock.	by QUANTASHARES*		
CERPI	ARAGO°	OAKTREE	LOCK THE KEY FOR CAPITAL SOLUTIONS	
MLP	IPAJON AN ESCANDALIO NA ERPORTA DA ANTICA LATANA	FEXI		SOCIAL
REIT	telesites			
Stocks	ACOSTAVERDE. Nemak	Alterna elementia materiales	SITES	axtel
Debt		Betterware SERFIMEX Bettersa Bettersa Bettersa	AUNETI EDOMÉX DECISIONES FIRMES, RESULTADOS FUERTES.	CORPORACIÓN A.G.F., S. A. DE C.V.
	2020	2021	2022	2023

2. Equity (BMV – CCV)

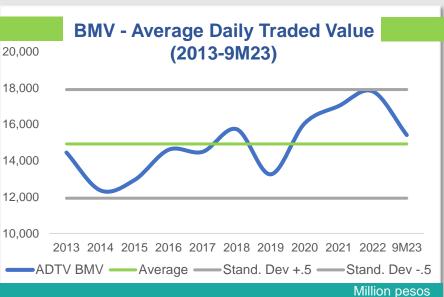










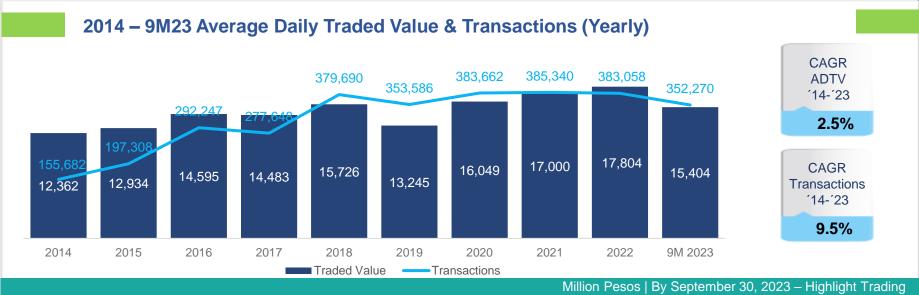


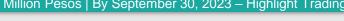


Operative **Highlights**











Best Execution Requirements



Previous Rules

Order

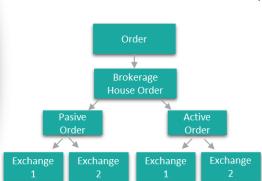
Brokerage
House Order

Exchange
1 Exchange

Trades are ordered by the following criteria:

- 1. Best price available
- 2. Volume available
- 3. Execution probability*

*Brokerage houses developed a methodology that considered information of at least the last 3 months.



New Rules (August 2022)

Trades are ordered by the following criteria:

- 1. Best price available
- 2. Volume available (only when the client requires to prioritize volume)

*In case of a tie in the best price available and there is enough volume in both exchanges, brokerage houses must develop their own methodology.

BMV's Market Share

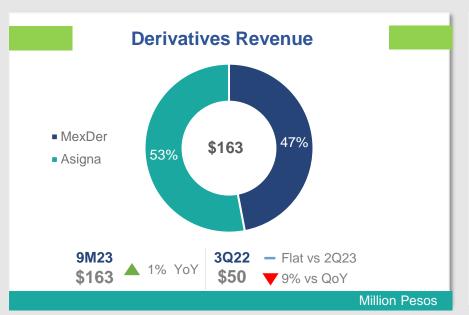


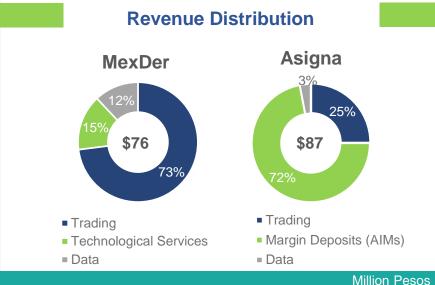
3. Derivatives (MexDer - Asigna)











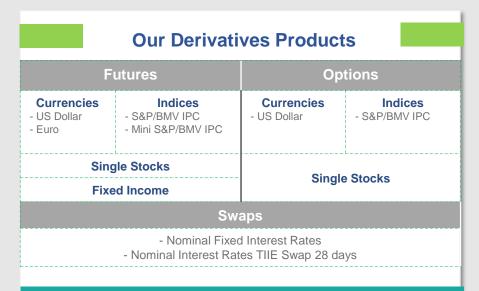


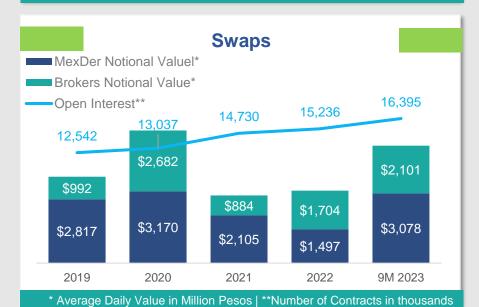


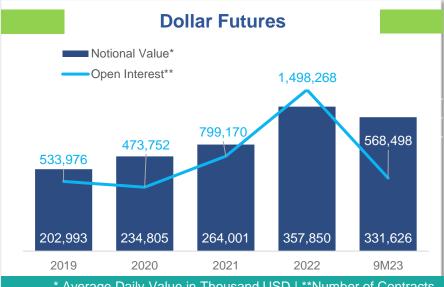
Operative **Highlights**



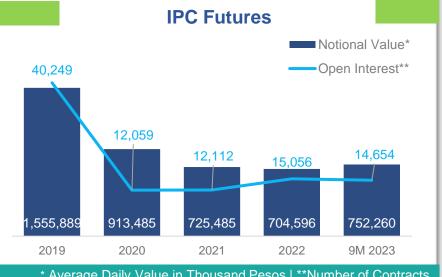








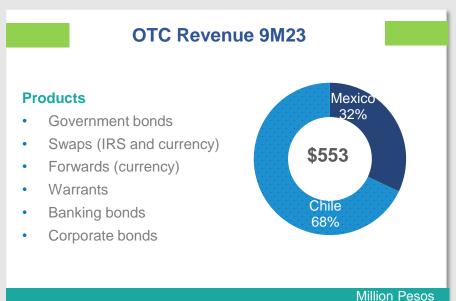


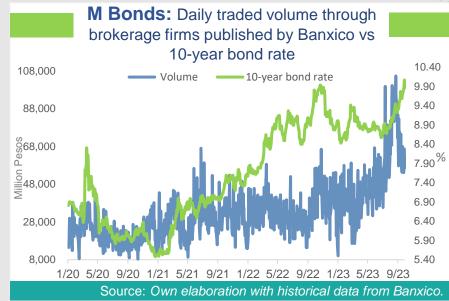


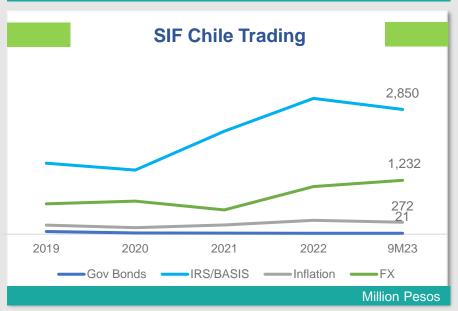
4. OTC Trading – SIF Icap

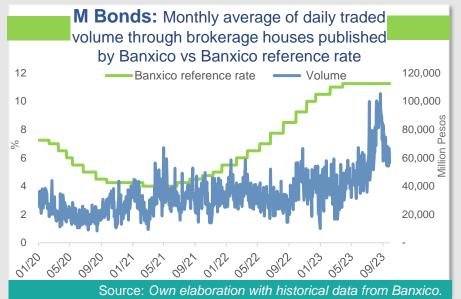








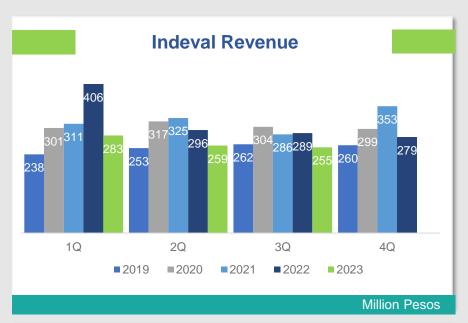




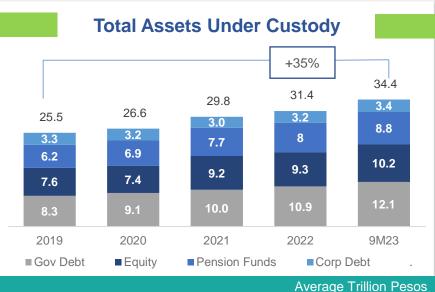
5. Central Securities Depository

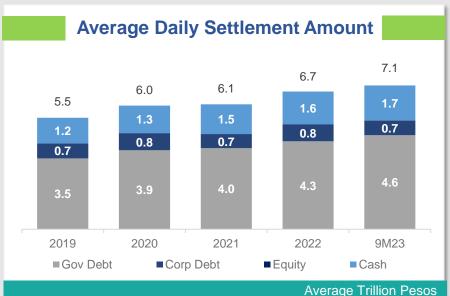










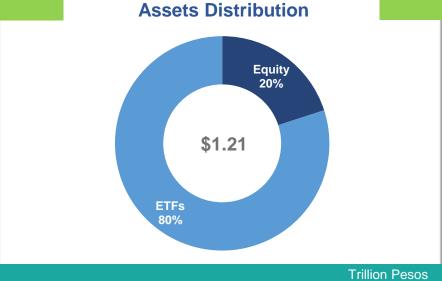


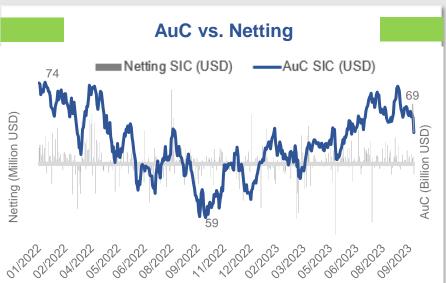
Global Market Services Highlights

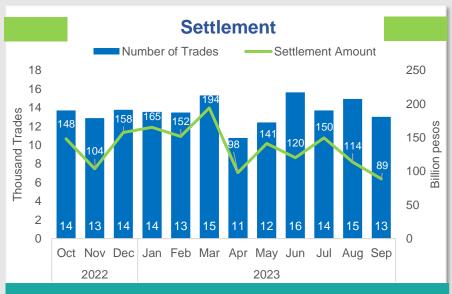












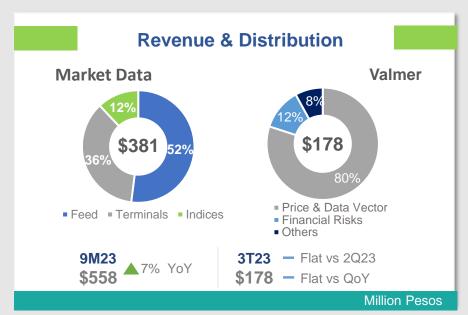
6. Information Services

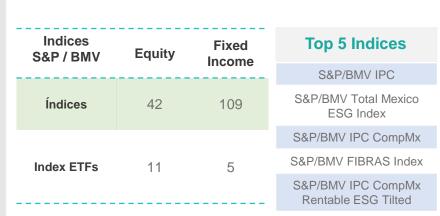


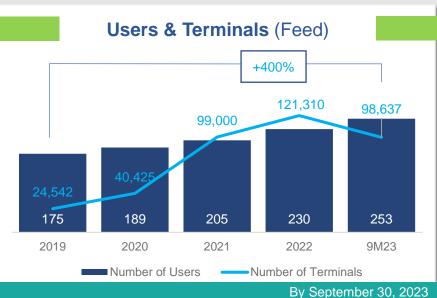
S&P Strategic Alliance

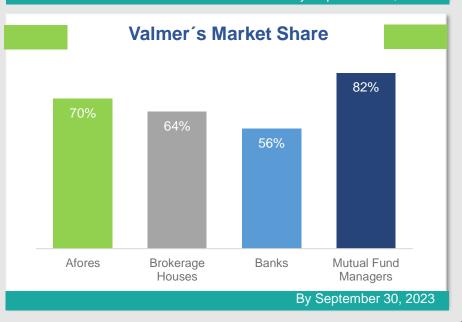


By September 30, 2023











A diversified company with recurrent revenue, and growth projects.

Average Capex 2018-2022 77M pesos

Capex 9M23 135M pesos

Strategic Projects Under Development



						1000	
SEGREGATION OF POST- TRADE'S INFRASTRUCTURE (Indeval, CCV, Asigna)	DIRECT CUSTODY (Indeval)	LIQUIDIT	LIQUIDITY ALTERNATIVES (Asigna)		ELECTRONIC MARKET – Bonds Central Counterparty (Indeval)		
Separate infrastructures for each Central Counterparties & Clearinghouses (CCV and Asigna) and for the Central Securities Depository (Indeval)	Provide services such as market information, fiscal services, corporate actions, among others, and enable access to the local market infrastructure of the Central Securities Depository to foreign financial institutions.	Provide a mechanism for Pension Funds (Afores) to set securities as collateral to cover the margin variations required by Asigna. This will promote the development of a deeper and more liquid derivatives market in Mexico.		es as I in	Contribute to the growth and liquidity of the bonds market with the efficient use of securities and cash, as a result of the multilateral clearing process, offering security, operational transparency and less counterparty risk.		
		·		j			
In progress Under regulator approval Estimated date: 2Q 2024		Under	regulator approval		Under regulat	or approval	
Regulatory Growth Transformation							
			■Maintenance	Growth	n ■Transforma	ation	
were investe	lion Pesos d in Projects by M23	41% 27% 33%	28% 59% 13% 2020	17% 40% 43%	8% 9% 83%	46% 5% 49%	
	CAPEX	\$46	\$21	\$69	\$70	\$135	

Shortening the Settlement Cycle



The Mexican Central Securities Depository (Indeval) and the Equities Clearing and Counterparty (CCV) plans to shorten the standard settlement cycle for most broker-dealer transactions in securities from two business days after the trade date (T+2) to one (T+1).



When?

✓ May 27th, 2024, in line with the American and Canadian markets.









Expected benefits

- ✓ Reduce credit, market, and liquidity risk for participants
- ✓ Lower settlement risk among counterparties
- ✓ Capital and operational efficiencies
- ✓ Improvement of capital and liquidity utilization to increase market efficiency
- ✓ Lower clearing fund requirements
- ✓ Increase levels of automation and enable end-to-end straight through processing

Challenges

- ✓ With less time in the settlement cycle, moving away from manual processes to adopt automation will be critical to success
- ✓ Participants will have to asses front-to-back securities workflows, navigate the misalignment of settlement cycles and identify critical changes
- ✓ There will be little room for errors or time to fix issues

Mexican Pension System Reform



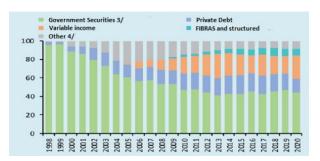
Main features

- a) Gradual increase in contribution percentages of salary to retirement accounts, from 6.5% in 2023 to 15% in 2030
- b) Flexible scheme for obtaining the guaranteed minimum pension
- c) A reduction in number of weeks that a worker must have contributed to be entitled to a pension
- d) Establishment of a ceiling on the commissions charged by the Pension Fund Managers (AFORES)

Some figures

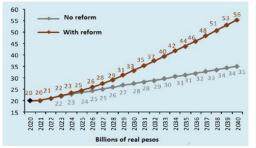
- Assets managed by AFORES amount 5.46 Trillion pesos (As of September 30, 2023)
- ✓ The SIEFORE's Net Assets represent the 18% of Mexican GDP

Investment structure (%)



- 3 / Includes Cetes. Bondes D (Development Bonds), Fixed Rate Bonds and Udibonos. 4 / Includes international debt, UMS (United Mexican States Bonds), IPAB securities, among others.
- 5 / Includes CKDs (Development Capital Certificates) and Trust Stock Certificates.

Projection of the Assets managed by the AFOREs (% of GDP)



Source: https://www.fiapinternacional.org/wp-content/uploads/2016/01/PN_54_Reform_of_t he_Mexican_pension_system_June_2021.pdf

Expected Results for BMV Group companies

- ✓ Increased trading opportunities for the Capital and Derivatives Market
- More assets under management by pension funds
- Increase in Asigna's AIMS as a result of greater positions in Derivatives

The potential benefits are expected to be gradual

Technological Innovation



Modernizing and Strengthening our Platforms

- **Update of all Group Platforms:** Both systems and infrastructure to support the evolution of the technological ecosystem (Evergreen).
- Flexible DRP: Automation of configuration changes for BMV Group companies to avoid impact on recovery times in case of a disaster.
- **Services Monitoring:** Automated capacity with a progressive scope for monitoring the quality of the services delivered, as well as intermediate critical elements that allow a proactive intervention.

Promote the Digitization of Products and Process Automation

- BolsApp: First application of its kind that seeks to increase the number of retail investors in Mexico by allowing them to have an accurate and timely information for their correct decision making.
- **Process Automation (RPA):** Automation of repetitive processes through new technologies, improving response times and mitigating operational risk.

Evolution to the Cloud / Data Science

- Historical Market Data: Historical transactional information of the capital and derivatives markets.
 Participants will be able to analyze and perform further scenario analysis and backtesting with large amounts of data.
- **Data Warehouse:** To have a more flexible architecture to allow visibility of the data for predictive analysis and decision making.

Most of our platforms are developed in-house alongside world-class providers























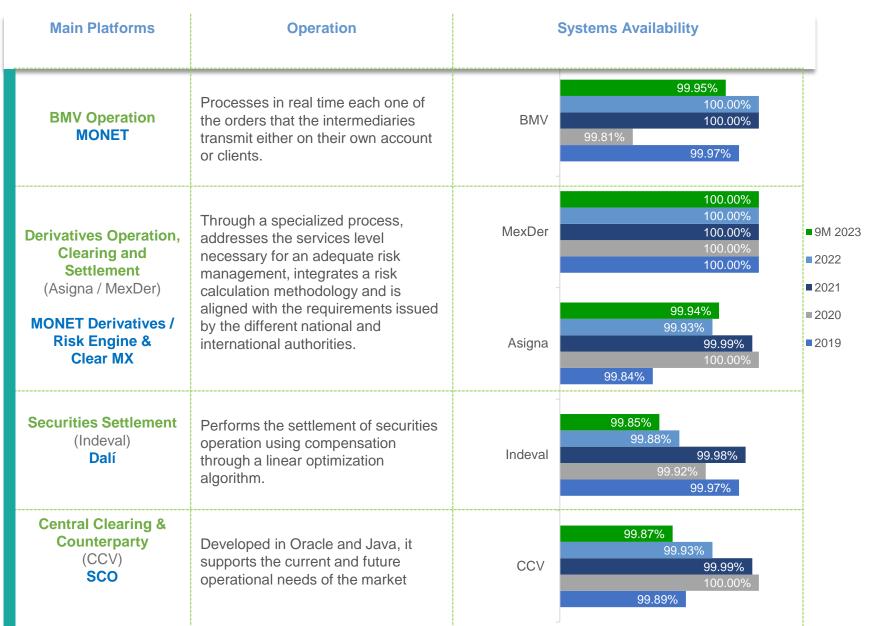


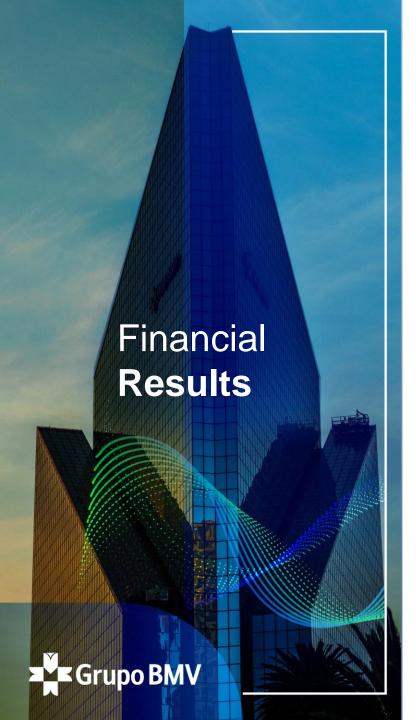




Leading Technological Solutions



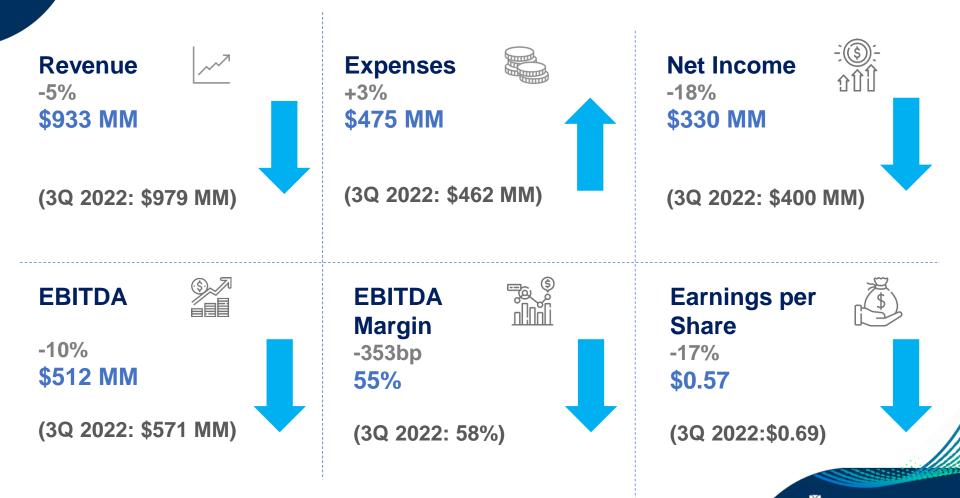




- **EBITDA Margin:** 57%
- Earnings Per Share (EPS) 9M23: \$1.92
- ROE: 21%
- Dividends Per Share (DPS) 2023: \$2.32
- Dividend Yield 9M23: 6.2%
- Payout: 81%

3Q 2023 Key Financial Highlight

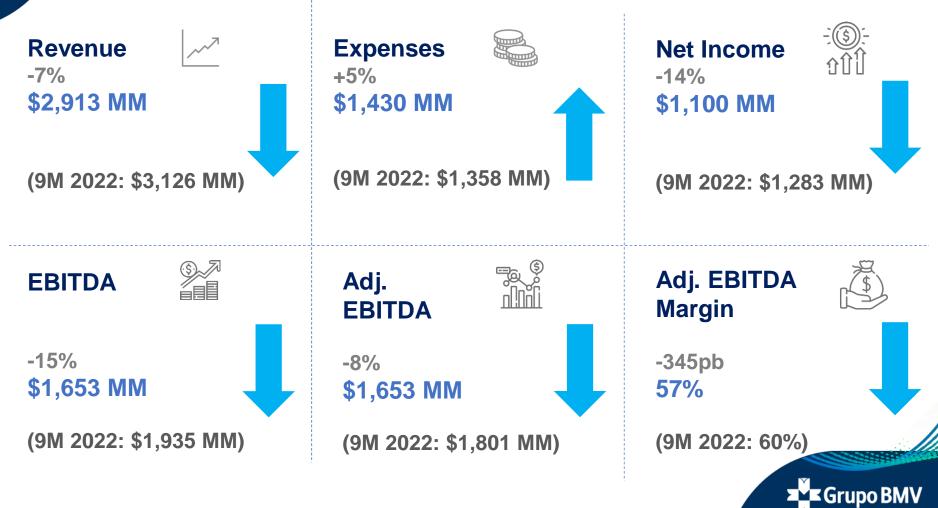
Resilient quarterly results given lower trading in transactional businesses, fewer cross-border transactions in the global market and an unfavorable foreign exchange effect on dollarized services.



≰Grupo BMV

9M 2023 Key Financial Highlight

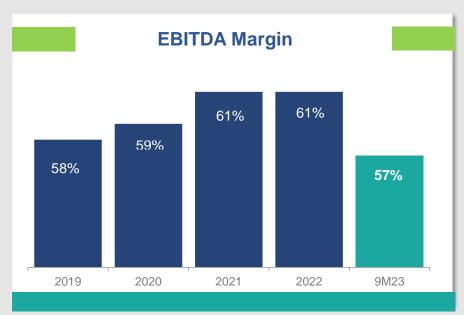
Persistent financial results when excluding last year's non-recurring revenue of 134 million pesos in Indeval and SIF ICAP. Good performance in Capital Formation (short and long-term debt issuances) and in Information Services.

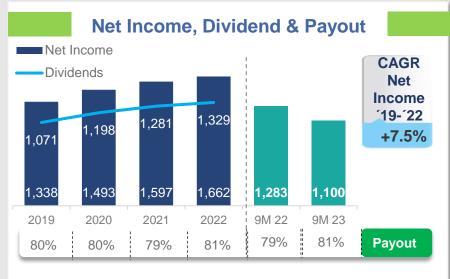






Million Pesos









Operative Expenses



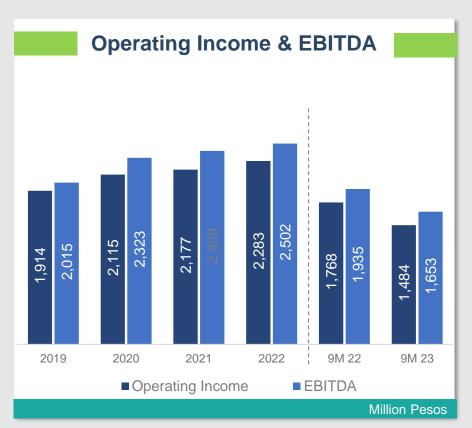
Expenses	2018	2022	CAGR 18-22	Highlights	
Personnel	832	883	1.5%	The net effect of annual salary increases, higher variable compensation due to better results at SIF Icap and a corporate restructuring to optimize functions; from 532 employees to 478 at the end of 2022.	
Technology	356	321	-2.6%	Reclassification of Hardware leases for \$100 million pesos due to changes to the IFRS16 Accounting Standard. Excluding this concept, the CAGR is 4.3%, related to greater investment in business continuity, cybersecurity and strategic projects.	
Depreciation & Amortization	83	219	27.5%	Reclassification of Hardware leases by IFRS16. The growth is due to higher Hardware leases, as well as the amortization of strategic projects.	
Other Expenses	107	107	0.0%	Impact of the pandemic on the number of events and promotional activities.	
Consulting Fees	86	92	1.7%	Higher consultancies related to the disaster recovery plan (DRP), cybersecurity and business continuity. Additionally, legal and strategic topics.	
Sub-Custody	126	89	-8.3%	Decrease due to better business conditions and consolidation of international custodians the Global Market or SIC.	
Rent & Maintenance	65	71	2.2%	Expenses control in maintenance and renovation of Grupo BMV's building.	
CNBV Fees	28	33	4.2%	This concept grows in line with inflation.	
Total	1,683	1,747	0.9%	Grupo BMV is committed to offering the best customer service, maintaining operational efficiency while keeping costs in check.	

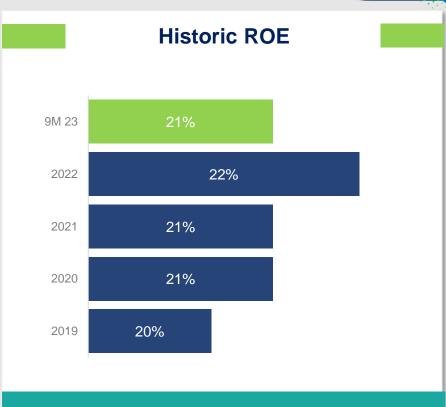
3Q 2023:

To know more details regarding the quarter financial information on expenses of Grupo BMV, visit our results report: bmv.com.mx/docs-pub/reporteTrimestral/GBMV-doc-BMV 3Q23 ing.pdf

Income Growth







Balance Sheet

- Total Assets \$8.5 B
- \$3.5 B in cash & investments
- Total Liabilities \$1.2 B
- Shareholder's Equity \$7 B
- Book Value \$7.3 B

17% 17% ROIC ROA

To know more details regarding the quarter financial information of Grupo BMV, visit our results report:

GBMV-doc-BMV_3Q23_ing.pdf

BolsaA

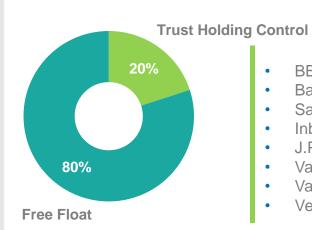


Analysts Recommendations

Analysts	Recomm.	Target Price	Date
Bank of America	Buy	47	October, 2023
Barclays	Hold	39	July, 2023
BBVA	Buy	48	July, 2023
BX+	Buy	41	September, 2023
Citi	Hold	34	October, 2023
HSBC	Buy	45	July, 2023
Itau BBA Securities	Hold	42	September, 2023
JP Morgan	Buy	47	October, 2023
Monex	Hold	40	July, 2023
Punto	Buy	42	July, 2023
Santander	Hold	45	October, 2023
UBS	Hold	40	July, 2023
Vector	Buy	39	August, 2023
	Average	42	

Annual Return (TSR): +3.5% ---Bolsa A ----Naftrac 3M: -8.29% 28% 23% 18% 13% 8% 3% -2% -7% -12% -17% -22% Sept 30, 2022 – Sept 30, 2023

Ownership



- BBVA
- Banorte
- Santander
- Inbursa
- J.P. Morgan
- Valores Mexicanos
- Value
- Vector

By Sept 30, 2023

Top 10 Holders

FMR LLC	5.8%
Capital Group Cos Inc/The	5.2%
Invesco Ltd	4.2%
JPMorgan Chase & Co	3.8%
Franklin Resources Inc	3.6%
BlackRock Inc	3.5%
Vanguard Group Inc/The	2.7%
Grupo Financiero BBVA /Mexico	1.9%
Seafarer Capital Partners LLC	1.7%
Massachusetts Financial Services C	1.3%

BolsaA vs Naftrac (5-year)







We are part of ESG Indices

MSCI (B)
Emerging Markets IMI
ESG Screened

Dow Jones Sustainability Indices Powered by the S&P Global CSA

S&P/BMV Total Mexico ESG Index

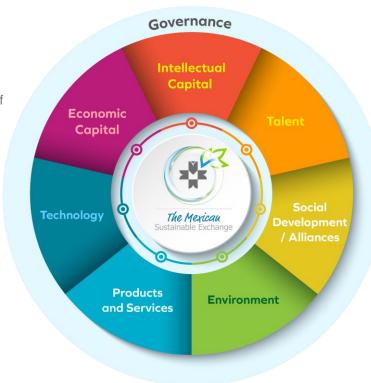
- Members of the Sustainability Yearbook 2023
- Net Zero Commitment
- Finalists of the Gender Equality Award IMEF-MEF
- 50% of our Independent Board are Women
- Human Rights and Wellbeing Policy
- +8x average hours training per employee in the last five years
- We build ESG capabilities in the Market
- We strengthen financial awareness in Mexico

ESG Strategy

We are at the center of Mexican financial markets and leaders in ESG, both in the way we operate internally and in promoting best practices with our customers, suppliers and communities.

Developing the Market

- We strengthen Corporate Governance of listed and non-listed companies
- We facilitate financing for sustainable projects, the list of securities and generation of ESG indices
- We build ESG capabilities in the market through webinars, Sustainable Accompaniment Program (PAS), and guidance for companies
- We strengthen Mexico's financial awareness and social development through the BMV school, an interactive museum and digital platforms



Setting the example

- We have a solid governance structure based on international frameworks and principles
- In the fight against climate change, we are committed to become a Net Zero company, therefore, we have developed an emissions reduction strategy and identified risks and opportunities based on international recommendations
- We develop and empower our talent through a career plan and training strategy. We promote inclusion and diversity providing equal opportunities to our employees

Some highlights of our ESG Strategy

Net Zero Commitment TCFD Report
 Carbon Neutrality
 Guide for
 companies

Joined the S&P/BMV Total México ESG Index We are one of the 14 Mexican companies to be part of the S&P Sustainability Yearbook 2023 50% of our Independent Board are women Launch of BolsaApp for retail investors





Governance



- We have Corporate
 Governance Guidelines to
 support our Board of Directors
 in their functions
- The progress of the sustainability strategy is presented quarterly to the Board of Directors
- We create policies and strengthen the code of ethics and conduct, based on ESG criteria
- ESG targets linked to performance

Solid and transparent governance, control and management structures

We strengthen the companies Corporate
Governance

- Through the Code of Best Corporate Practices, the PRIME Certification and the Sustainable Accompaniment Program (PAS), companies can develop and implement strategies aligned to the best corporate governance standards.
- Our alliances and associations contribute to the development of initiatives that help to create a more sustainable market.

Some Highlights in terms of Governance

53% of the Board of Directors is Independent

50% of the Independent Board are women

Board members with experience in Risk Management, Information Security and Sustainability Tenure: 74% of the Independent members of the Board has less than six years.

93% of the Board Members participate in maximum five Boards

To learn more about our Corporate Governance, visit our official website: https://www.bmv.com.mx/en/investor-relations/corporate-governance



Environment



- We facilitate financing and capital mobilization for sustainable projects through Labelled Bonds
- We developed the Carbon Neutrality Guide for companies, promoting the framework for analysis, implementation and dissemination of the carbon neutrality process.
- Through MÉXICO2, many companies have offset their GHG emissions through the Voluntary Carbon Market

We facilitate financing for sustainable projects, listings of securities and generation of ESG indices

Strategy focused on reducing emissions to achieve our Net Zero goals

- We joined the commitment to be a Net Zero (CO2) company alongside 5 other Exchanges
- We identify climate change risks and opportunities based on international recommendations
- We report under TCFD recommendations
- Annually we measure our carbon footprint (Scopes 1, 2 and 3) and offset the 100% supporting the development of a wind farm in Oaxaca

Key Environmental Indicators in Grupo BMV

Labelled bonds 2016-6M23:

- \$175 Billion pesos
- 34 Issuers
- 85 ESG Bonds

In the Voluntary Carbon Market, there were offset 399,604 tons of CO2e from 2016 to Sept 2023 (78% offset in this year)

In 2022, we expanded the measurement of our Carbon Footprint by incorporating the categories of Goods and Services Purchased, as well as Employee Transportation

Donation of 4% of Derivatives Operative Income to the Green Finance Advisory Council

To know more about Grupo BMV's Environmental Indicators, visit our Annual Report:

AnnualReport 2022.pdf (bmv.com.mx)



Talent & Social Development



- Through Escuela Bolsa Mexicana, Museo Bolsa, Podcast and Blog.
- Ring the Bell for Financial Literacy, a global movement to strengthen financial education.
- Participation in the CONDUSEF National Financial Education Week.
- Communication in social media (Facebook, Twitter, Instagram and LinkedIn).
- Awareness campaigns for social causes such as: Autism, Breast Cancer, to name a few.

We strengthen the Financial Awareness in Mexico

We generate Equal Opportunities to our Employees

- We constantly seek to offer the best working conditions, a career plan and training.
- Human Rights and Labor Well-being Policy
- Diversity and inclusion strategy creating working communities for initiatives towards gender equality, LGBT+, religion, and disability.

Key Social Indicators in Grupo BMV

58,968 people were trained and attended to Escuela BMV and MUBO. As of 9M23:

- 47,983 MUBO
- 10,985 Escuela Bolsa (School)

44% of our workforce are **STEM.** Out of this, 37% are **women**

We develop our talent:

- In 9M23, the 31% of the vacancies were occupied internally (42% men, 58% women)
- Average hours of training and development in 2023: 44

We grow our impact through Strategic Alliances:

- Deloitte
- SSE
- CCFV
- Pacto Mundial
- MEF



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