

INVESTOR **RELATIONS**

1Q 2024

April 25th, 2024

La Bolsa de México



About Us

Business Units & Operating Model

Main Initiatives

Financial Results

Mexico's Sustainable Stock Exchange

La Bolsa de México

BMV Group at a Glance – 2024





Fully Integrated Exchange

129 years, 9 business lines, 509 employees that make possible the securities and derivatives financial markets in Mexico.

Key Financial Highlights

\$967 M Revenue

\$375 M Net Income \$0.66 **EPS**

57% **EBITDA Margin**

20% ROE

80% **Payout** Ratio

8.3% 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

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

> **Long-Term Debt** (2016 - 1Q24)



\$1.8 Trillion MXN | 19% ESG

Equities



Average Daily Traded Value

\$14.6 Billion Pesos

Market Share

Local 64%

Global 36%

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 (\$342 Million USD)

Asigna: Average Margin Deposits \$42.1 Billion Pesos

Post - Trade



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



Average Total Assets Under Custody: 37 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 99.99%

Our **Strategy** is based on six pillars





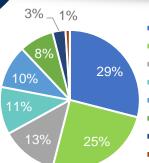
Our Presence

365 Issuers



135 Issuers Stocks





Financial Services

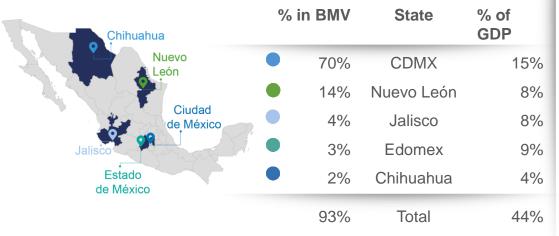
Industrial

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: \$9.6 Trillion MXN (32% GDP)



35 firms are part of the S&P / BMV IPC

and represent 84% from the total stock market

Market Cap \$8.1 Trillion MXN



Our business









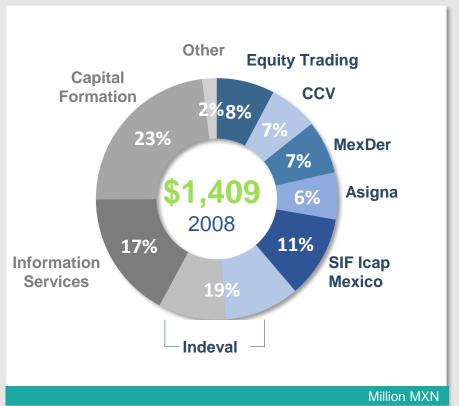




- Fully integrated Stock Exchange
- 129 years of experience
- Diversified business model with 9 revenue segments
- Highest segment contributes 28% of total revenues
- Half of the revenue is driven by business related to market activity and the other is subscription revenue

Evolution of **Revenue Mix** (2008 – 2024)







- 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	2024
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





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.





Chief Post-Trade Officer

Bachelor of

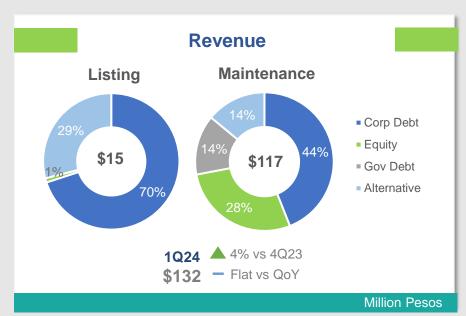
Business Administration with more than 31 years in Securities Services in international companies. He was president of **ACSDA** (Association of Central Securities Depositories of America).

Joined Grupo BMV in January 2015

1. Listing & Maintenance









Equity Listings Local Market Global Market* 135 Issuers The 5 most traded Market Cap = 32% GDP SHV **IPC: 35 Issuers** 3,351 IB1MXX 84% out of the total stock 000 market VOO IB01 Listings in 2024: 2020 2021 2022 2023 1Q24 OLLAMANI FIBRA PL **Distribution** FMTY North America 55% | Europe 38% | Other 7%

*Number of listings



New firms at BMV





	10	4	8	1
CKD				
Ħ	by QUANTASHARES*			
CERPI	OAKTREE	LOCK THE KEY FOR CAPITAL SOLUTIONS		
MLP	FEXI		FSOCIAL	
REIT				
Stocks	Alterna elementia materiales	SITES	axtel	Collamani
Debt	GRUPO HYCSA BETTELSA Betterware SERFIMEX Betterware	AUNETI EDOMÉX DECISIONES FIRMES, RESULTADOS FUERTES.	CORPORACIÓN AGE, S.A. DE CV.	
	2021	2022	2023	2024
Delistings	GENSEGGEONMKPAPPELIENOVA	SITESMAXCOMELEMATFORTALELALAAEROMEX	MONEXBSMXGSANBORSAN	BACHOCO BAFAR 11

2. Equity (BMV – CCV)

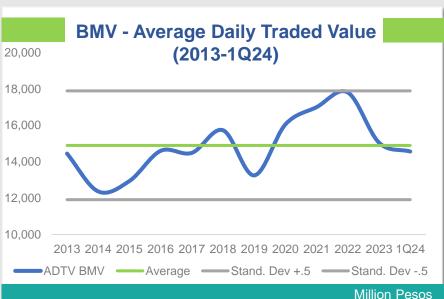










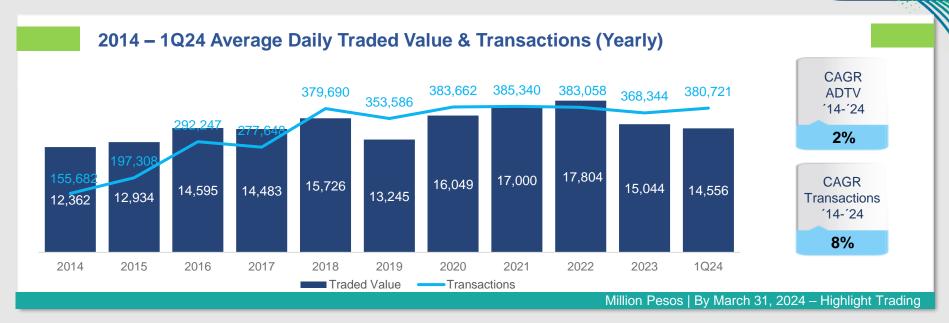




Operative **Highlights**









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)

Active

Order

Order

House Order

Pasive

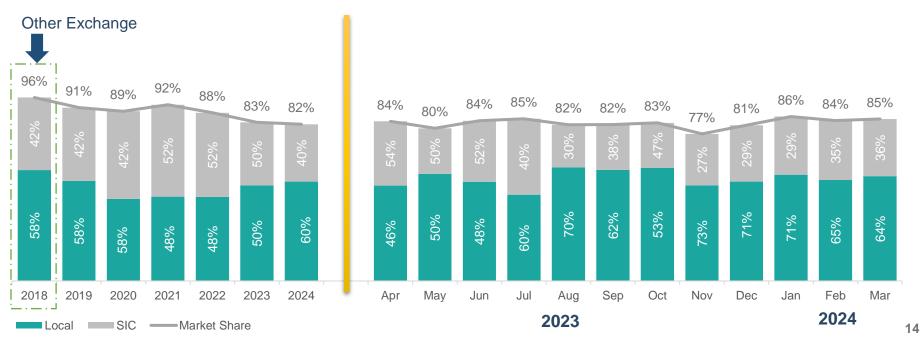
Exchange

Trades are ordered by the following criteria:

- 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

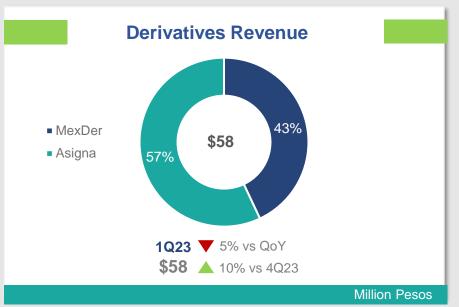


3. Derivatives (MexDer - Asigna)











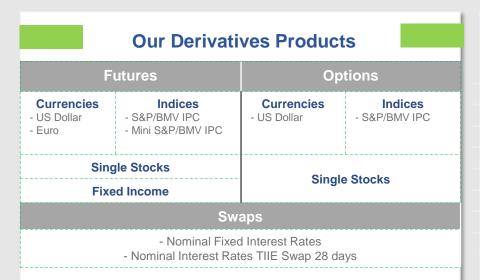


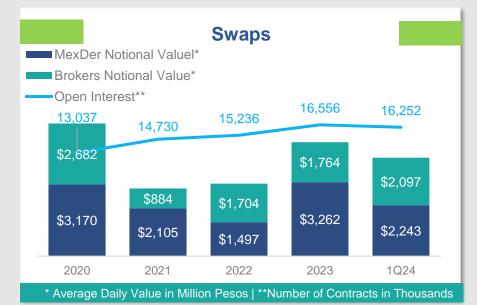


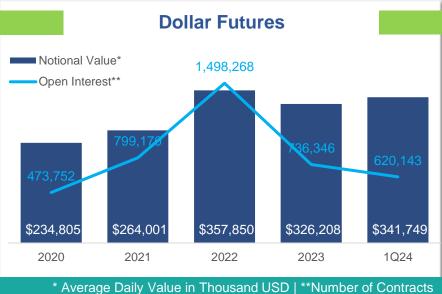
Operative **Highlights**

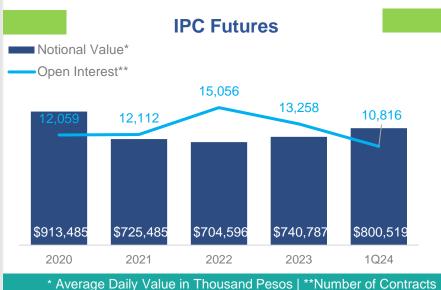








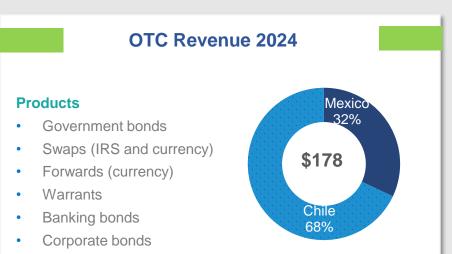




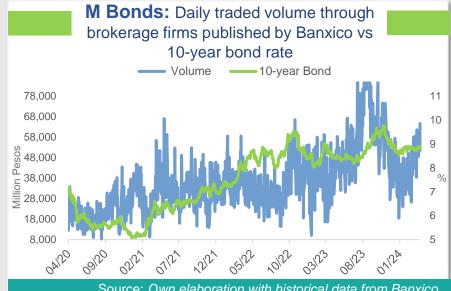
4. OTC Trading – SIF Icap



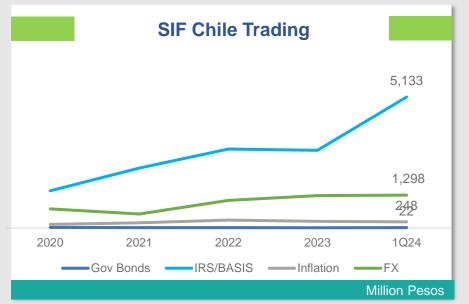


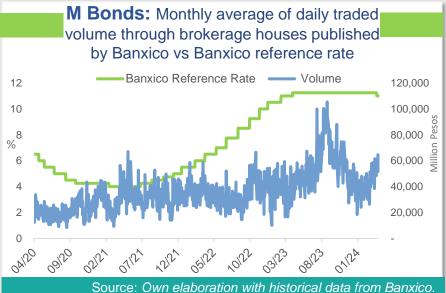


Million Pesos





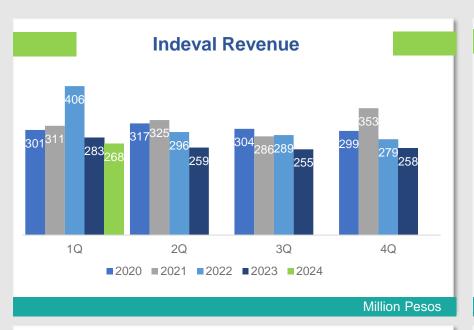


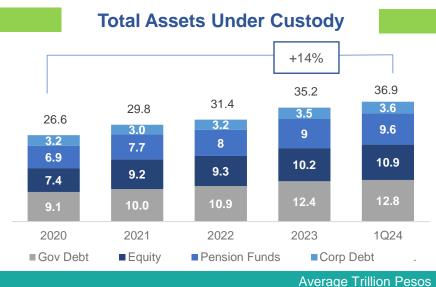


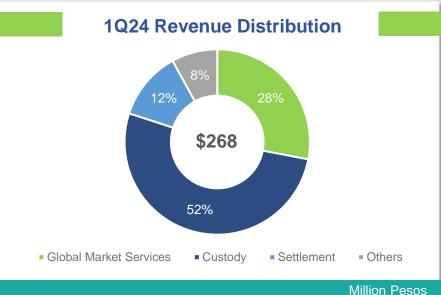
5. Central Securities Depository

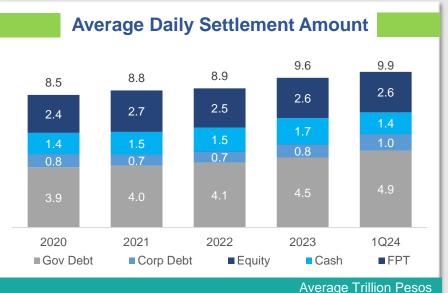










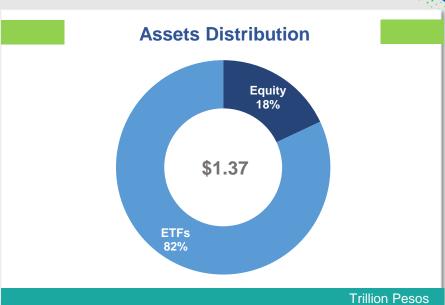


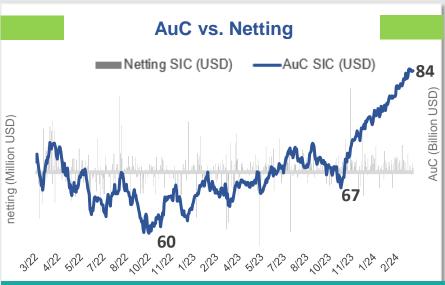
Global Market Services Highlights











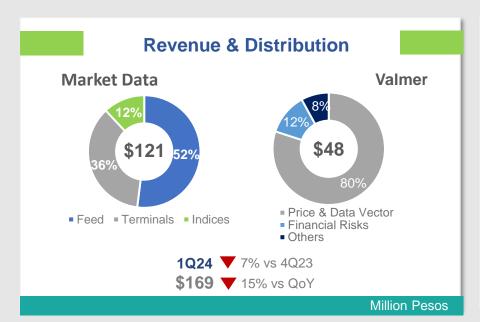


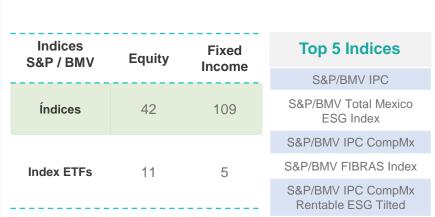
6. Information Services



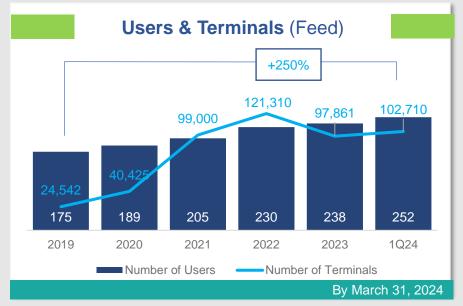
S&P Strategic Alliance

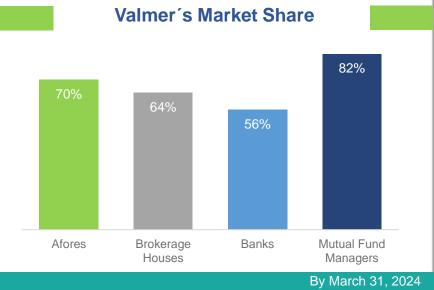






By March 31, 2024







A diversified company with recurrent revenue, and growth projects.

Average
Capex
2020-1Q24
81M pesos

Capex
1Q 2024
55M pesos

Strategic Projects Under Development



POST-TRADE PLATFORM (Indeval)	LIQUIDITY TRUST (Asigna)	ELECTRONIC MARKET AND DEBT COUNTERPARTY (CCV)			SEGREGATION OF POST TRADE'S INFRASTRUCTUR (Indeval, CCV, Asigna)	
As part of our technology strategy, an agreement with Nasdaq has been signed with the purpose of modernizing the Post-Trade technology platform.	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.	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.		with and Cl teral l urity,	Separate infrastructures for each Central Counterparties & Clearinghouses (CCV and Asigna) and for the Central Securities Depository (Indeval)	
In progress Estimated date: 4Q 2027			Under regulator approval		In progress Estimated date: 2Q 2024	
Regulatory Growth Transformation						
			■Maintenance	Growth	■ Transform	ation
55 Million Pesos were invested in Projects by the end of 1Q 2024			17%40%43%	8% 9% 83%	53% 6% 41%	74% 2% 24%
the end	01 19 2024	2020	2021	2022	2023	1Q24

CAPEX

\$21

\$69

\$70

\$188

\$55

Amendments to the Securities Market Law



Objective

Simplify the registration of securities to enable small and medium-sized companies to participate in the Mexican stock market and promote the presence of more issuers and investment funds in Mexico. On December 29th, 2023, the decree amending, adding, and repealing various provisions of the Securities Market Law and the Investment Funds Law in Mexico came into effect. There is a 365-day period to issue the secondary regulation

Key aspects addressed by the reform of the Securities Market Law

- "The 'One Share, One Vote' principle is abolished. Listed firms will have the freedom to determine their capital structures and disclose them through the stock exchange where they are listed.
- The threshold for voting against the establishment of Poison Pills clauses increases from 5% to 20% of the share capital.
 Shareholders may be excluded from reaping the economic advantages of Poison Pills, and limitations can be imposed on acquiring control of the company through takeovers
- The obligation for SAPIBs to convert into SABs within a10 year period or when their equity exceeds a certain threshold is eliminated.
- Companies intending to become simplified issuers must request the simplified registration of their securities in the National Security Registry.
- The shareholders' assembly of SABs and SAPIBs may delegate to the Board of Directors the authority to increase the share capital and determine the terms of share subscription without requiring a placement prospectus or prior update of the registration with the National Security Registry.

Key aspects addressed by the reform of the Investment Funds Law

 The possibility of establishing hedge funds in Mexico is introduced, aiming for a flexible investment regime that allows them to acquire, among other assets, securities issued by simplified issuers, as determined by their own investment policies and strategies.

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



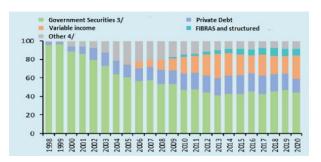
Main features

- 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

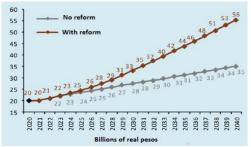
- Assets managed by AFORES amount 6.14 Trillion pesos (As of March 31, 2024)
- ✓ The SIEFORE's Net Assets represent the 21% of Mexican GDP

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























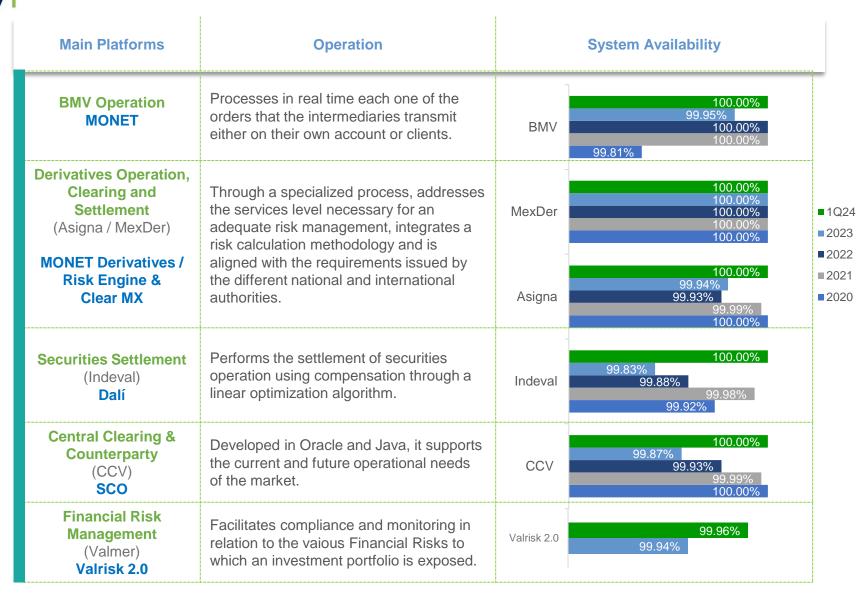






Leading Technological Solutions







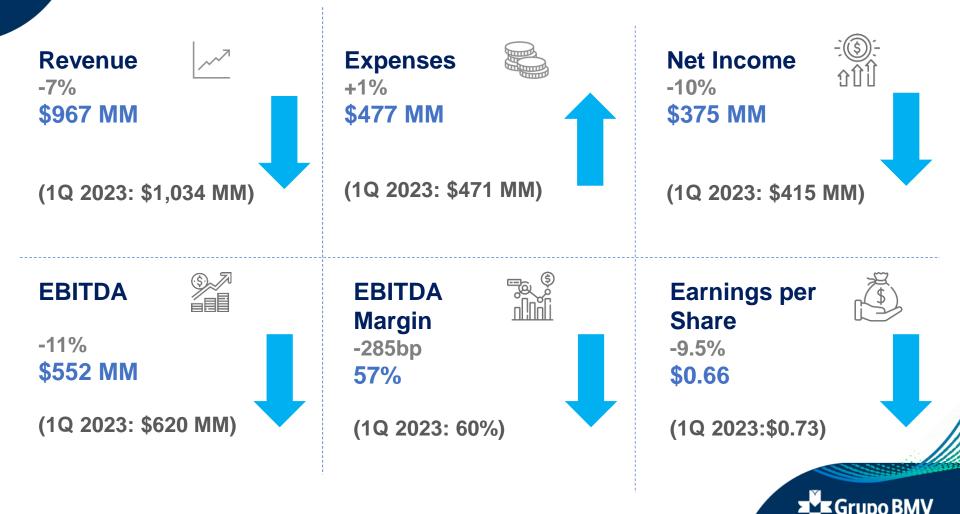
- EBITDA Margin: 57%
- Earnings Per Share (EPS) 1Q24: \$0.66
- ROE: 20%
- Dividends Per Share (DPS) 2023: \$2.12*
- Dividend Yield 2024: 5.7%
- Payout: 80%

*The 2023 dividend will be presented at the April 2024 Shareholders' Meeting



1Q 2024 Key Financial Highlight

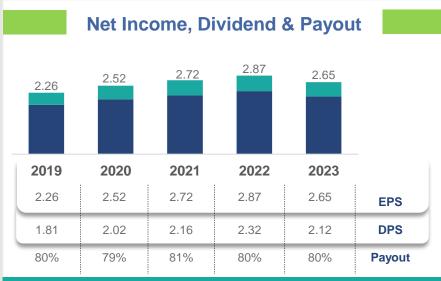
The quarter was marked by high-interest rates and a strong peso, leading to lower trading in transactional businesses, fewer cross-border transactions in the global market and an unfavorable foreign exchange effect on dollarized services.



Sustainable and Historical Growth











Operative Expenses



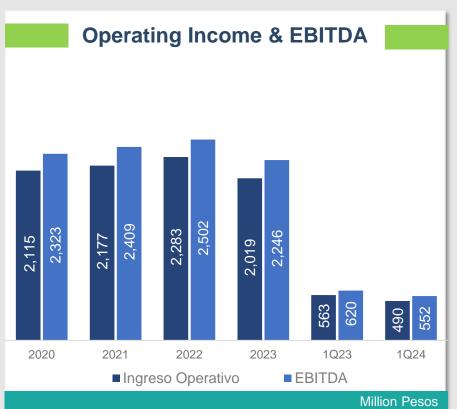
Expenses	2019	2023	CAGR 19-23	Highlights
Personnel	854	923	2%	The net effect of annual salary increases, higher variable compensation due to better results at SIF Icap and a corporate restructuring to optimize functions; from 532 employees to 478 at the end of 2022.
Technology	249	363	10%	Greater investment in business continuity, cybersecurity and strategic projects.
Depreciation & Amortization	191	227	4%	The growth is due to higher Hardware leases, as well as the amortization of strategic projects.
Other Expenses	104	115	3%	Impact of the pandemic on the number of events and promotional activities.
Consulting Fees	94	115	5%	Higher consultancies related to the disaster recovery plan (DRP), cybersecurity and business continuity. Additionally, legal and strategic topics.
Sub-Custody	77	55	-8%	Decrease due to better business conditions and consolidation of international custodians for the Global Market or SIC.
Rent & Maintenance	64	78	5%	Expenses control in maintenance and renovation of Grupo BMV's building.
CNBV Fees	29	36	6%	This concept grows in line with inflation.
Total	1,662	1,912	4%	Grupo BMV is committed to offering the best customer service, maintaining operational efficiency while keeping costs in check.

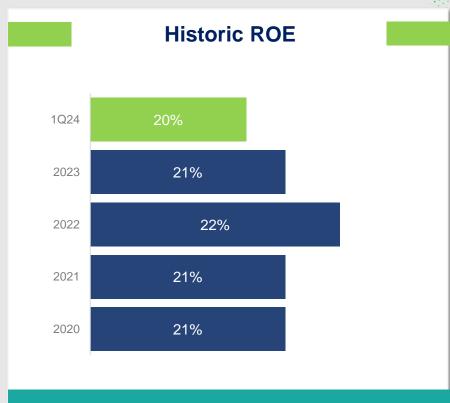
1Q 2024:

To know more details regarding the quarter financial information on expenses of Grupo BMV, visit our results report: GBMV-doc-BMV 1Q24 ing.pdf

Income Growth







Balance Sheet

- Total Assets \$9.6 B
- \$4.3 B in cash & investments
- Total Liabilities \$1.5 B
- Shareholder's Equity \$7.7 B
- Book Value \$8.0 B

20% 15% **ROIC ROA**

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

GBMV-doc-BMV 1T24 esp.pdf

BolsaA



Analysts Recommendations

Analysts	Recomm.	Target Price	Date
Bank of America	Buy	48	Feb, 2024
BBVA	Buy	37	Feb, 2024
BX+	Buy	41	Oct, 2023
Citi	Hold	36	Apr, 2024
HSBC	Buy	41	Mar, 2024
Itau BBA Securities	Hold	42	Mar, 2024
JP Morgan	Buy	45	Feb, 2024
Monex	Hold	38	Oct, 2023
Punto	Buy	42	Feb, 2024
Santander	Hold	37	Feb, 2024
UBS	Hold	40	Oct, 2023
Vector	Buy	41	Mar, 2024
	Average	41	





By Mar 31, 2024

Source: Bloomberg

Top 10 Holders

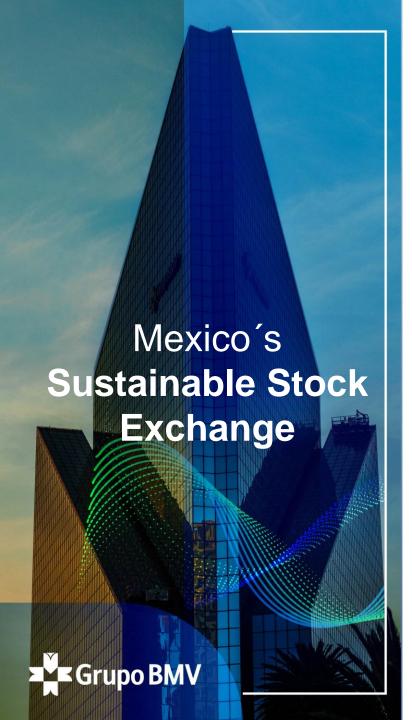
FMR LLC	5.86
Invesco Ltd	4.14
BlackRock Inc	3.86
Franklin Resources Inc	3.68
JPMorgan Chase & Co	3.62
Vanguard Group Inc/The	3.32
Capital Group Cos Inc/The	2.42
Grupo Financiero BBVA /Mexico	2.00
Seafarer Capital Partners LLC	1.84
Massachusetts Financial Services C	1.28

Free Float

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

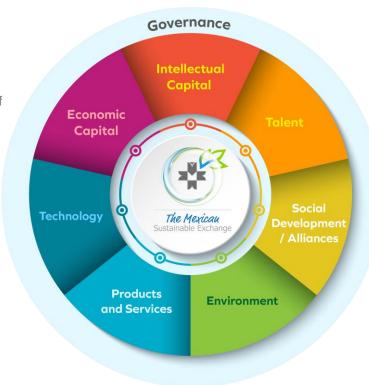
- Members of the Sustainability Yearbook 2023
- Net Zero Commitment
- Achieved the Gender Equality Award IMEF-MEF
- 50% of our Independent Board are Women
- Human Rights and Wellbeing Policy
- +80 average hours training per employee in the last five years
- We build ESG capabilities in the Market
- We 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% energy cogeneration project from sugarcane bagasse in a sugar mill in Veracruz

Key Environmental Indicators in Grupo BMV

Labelled bonds 2016-1Q24:

- \$352.5 billion pesos
- 36 Issuers
- 109 ESG Bonds

430,680 tons of CO2e were offset from 2016 to 1Q24 through the Voluntary Carbon Market We measure 100% of the categories applicable to our business in Scope 1, 2 and 3

We joined the Science Based Targets initiative, to set our environmental goals

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

<u>Annual Report 2023 .pdf (bmv.com.mx)</u>



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

16,276 people were trained and attended to Escuela BMV and MUBO. As of 1Q24:

- 7,484 MUBO (Museum)
- 8,792 Escuela Bolsa (School)

43% of our workforce are **STEM.** Out of this, 37% are **women**

We develop our talent:

- In 1Q24, the 40% of the vacancies were occupied internally (56% men, 44% women)
- Average hours of training and development in: 48

We grow our impact through Strategic Alliances:

- Deloitte
- SSE
- CCFV
- Pacto Mundial
- MEF



Luis René Ramón

Director of Strategic Planning & Investor Relations

Iramon@grupobmv.com.mx

M. Nalleli Barajas

Deputy Director of Sustainability

nbarajasl@grupobmv.com.mx



