

**For Immediate Release**

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**Legg Mason and Actinver Announce Strategic Alliance in Mexico**

- Exclusive partnership allows Legg Mason's investment strategies to be introduced to retail fund investors in Mexico
  - Actinver builds relationships with internationally recognized asset managers
- Funds will be managed by Actinver using investment advice from three Legg Mason affiliates -- ClearBridge Investments, Martin Currie and Western Asset

**Baltimore, MD** — June 11, 2019 — Legg Mason, Inc. (NYSE: LM) and Corporación Actinver announced today the signing of a strategic alliance agreement that will allow Actinver to manage and make available to its clients in Mexico funds using investment advice provided by Legg Mason-affiliated asset managers.

Based in Mexico City, Actinver is a fully integrated financial services firm providing private and wealth banking, asset management, wealth management and investment banking services. It's Mexico's largest private bank in terms of number of clients and the second largest in terms of number of branches.

"This exclusive agreement provides Mexican investors with a robust lineup of funds featuring investment strategies designed and maintained by world-class investment managers," said Alonso Madero, CEO of Actinver's Asset Management Unit. "By expanding access to international markets, we're enhancing opportunities for diversification."

Funds that are managed by Actinver using investment models provided by three Legg Mason affiliates -- ClearBridge Investments, Martin Currie and Western Asset -- are now available to retail investors in Mexico.

“With the population of Mexico as well as the number of people accessing banking services expected to increase over the next 20 years, we see substantial growth potential in the country,” said Lars Jensen, Legg Mason’s Head of Americas International. “We’re thrilled to partner with Actinver, and we’ll continue to develop additional solutions for the Mexican investor together.”

The funds available via Actinver are as follows:

- **SALUD**, which is designed to deliver long-term capital appreciation through investments in companies involved in all aspects of healthcare and the life sciences. In managing the fund, Actinver is advised by New York-based ClearBridge Investments. With a legacy dating back over 50 years, ClearBridge is a leading global equity manager committed to delivering differentiated long-term results through authentic active management.
- **ESFERA**, which seeks to achieve long-term capital appreciation through the active management of a portfolio of global companies, taking a long-term, unconstrained investment approach, with an expected low portfolio turnover and investment horizon of five years or more. In managing the fund, Actinver is advised by Martin Currie of Edinburgh, Scotland. Martin Currie builds global, stock-driven portfolios based on fundamental research, devoting all of its resources to delivering optimum investment outcomes and superior client relationships.
- **ESCALA**, which is designed to preserve capital and reduce interest-rate risk while delivering income opportunities by investing in laddered, short-term, US dollar-denominated, investment-grade corporate bonds. In managing the fund, Actinver is advised by Western Asset, one of the world’s leading global fixed-income managers. Founded in 1971, Western Asset has been recognized for its team-based approach, intensive proprietary research and robust risk management.

“We are delighted with the Actinver partnership which we are entering into with Legg Mason,” said Julian Ide, Chief Executive Officer of Martin Currie. “This is a strong validation of the power of Martin Currie’s investment capabilities and Legg Mason’s distribution relationships.”

“The Mexican asset management industry is still under-developed compared to those in other countries so the opportunities are enormous,” added Actinver’s Madero. “By working together, Actinver and Legg Mason are encouraging the development of the market and, by extension, helping with the economic development of the country.”

#### **Fast Facts: Actinver**

- Footprint in 23 of 31 Mexican states
- Operates 60 financial centers in 36 of the largest cities
- MXN\$469 billion in assets under management and custody
- 200,000 clients, 46,000 private banking clients
- 2,000 collaborators and 740 investment advisors

#### **Fast Facts: Legg Mason**

- Common stock traded on the New York Stock Exchange (symbol: LM)
- \$768 billion of assets under management as of April 30, 2019
- Nine investment affiliates spanning fixed income, equity, liquidity and alternative asset classes
- Global retail distribution capabilities with leading partners, including banks, brokerage firms, insurance companies and independent advisors

- Legg Mason's commitment to Latin America is well represented by its current operations in New York, Miami, Santiago, Sao Paulo and Bogota

### **About Actinver**

Grupo Financiero Actinver is a 100% Mexican-owned group, formed by leaders in investment management and financial education since 1994. Through specialists, who become Actinver customers' trusted advisors, Actinver offers precise information to promote the savings culture, as well as to maintain and increase investments in the short, medium and long term. Actinver's comprehensive advice, products and services are offered through five strategic areas: specialized advice, private and wealth banking, wealth management, corporate banking and institutional banking.

Actinver serves more than 184,000 customers nationwide through a network of 60 financial centers and has 24 of its own funds for different investment profiles.

Actinver has been listed on the Mexican Stock Exchange since 2007 and is regulated by the National Banking and Securities Commission (CNBV) and the Institute for the Protection of Bank Savings (IPAB).

It is known for being an organization committed to corporate social responsibility through financial education.

For more information about Actinver, visit [actinver.com](http://actinver.com)

### **About Legg Mason**

Guided by a mission of Investing to Improve Lives™, Legg Mason helps investors globally achieve better financial outcomes by expanding choice across investment strategies, vehicles and investor access through independent investment managers with diverse expertise in equity, fixed income, alternative and liquidity investments. Legg Mason's assets under management are \$768 billion as of April 30, 2019. To learn more, visit our [website](#), our [newsroom](#), or follow us on [LinkedIn](#), [Twitter](#), or [Facebook](#).

All investments involve risk, including loss of principal.

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