

Portfolio Managers and Investment Advisors

Activity Report

2023



Source: Information published by the Superintendencia de
Servicios Financieros del Banco Central del Uruguay.

TReg
CONSULTING

PARTICIPANTS

- 1** Number of Investment Advisors and Portfolio Managers registered with the Central Bank of Uruguay as of 31 December 2023 and comparatively in previous years.
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EMPLOYEES AND OFFICES

- 2** Details of offices and people employed by Investment Advisors and Portfolio Managers in recent years..
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SERVICES PROVIDED TO CLIENTS

- 3** Evolution of services provided in the last four years, identifying number of clients and AUMs for each one.
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RESIDENCE OF CLIENTS

- 4** Details of the place of residence of each client.
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DETAIL OF PRODUCTS INVESTED

- 5** Classification of the type of investment held by customers and by amount of AUMs is displayed.
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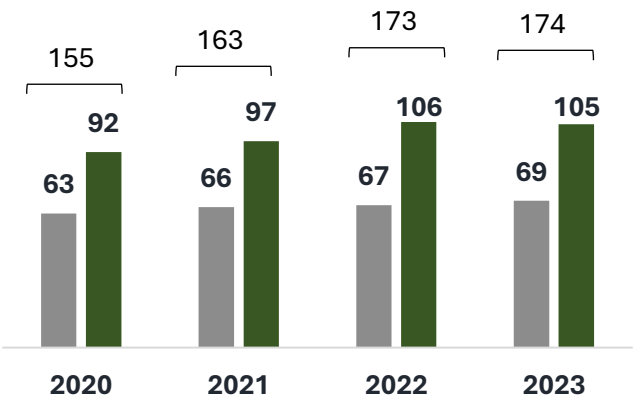
INCOME AND TURNOVER

- 6** Specification of the type and amount of turnover of Investment Advisors and Portfolio Managers.

1. PARTICIPANTS

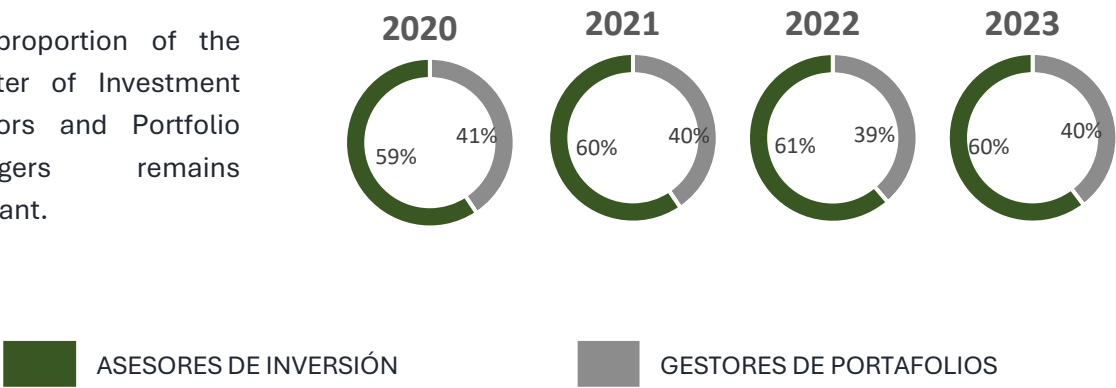
As of 31 December 2023, **105 Investment Advisors** and **69 Portfolio Managers** were registered with the Central Bank of Uruguay.

DEVELOPMENTS IN THE REGISTRATION OF INVESTMENT ADVISORS AND PORTFOLIO MANAGERS

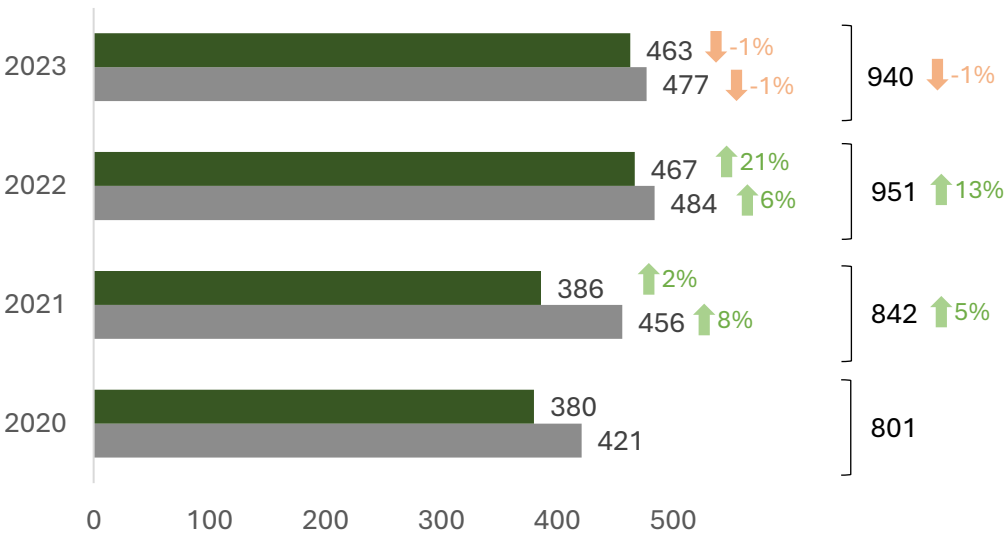


Over the last four years, there has been a steady increase in the number of registered institutions overall, with a total increase identified between the two licenses of 5% in 2021, 6% in 2022 and 1% in 2023.

The proportion of the Register of Investment Advisors and Portfolio Managers remains constant.



2. EMPLOYEES AND OFFICES



Considering the number of Investment Advisors and Portfolio Managers and the number of employees declared as of December 2023, on average, each Investment Advisor hires 5 people to carry out the activities and the Portfolio Managers 7.

The annual change (2023-2022) in the number of employees for both Institutions decreased by 1%, however, for the period 2023 - 2021 an increase of 5% for Portfolio

Managers and 20% for Investment Advisors was observed, influenced by the significant increase in 2022.

As of 31 December 2023, the Portfolio Managers have 68 offices in Uruguay; and the Investment Advisors have 102 offices.



3. SERVICES PROVIDED TO CLIENTS



The services provided to clients are as follows:

Discretionary management	It consists of managing - on a discretionary and individualized basis - the securities holdings of clients by taking, on their behalf, decisions that best suit their objectives and needs, within the framework of management powers.
Order channelling	This consists of channeling orders previously received from customers to intermediaries for execution both in formal exchanges and outside the orbit of those exchanges.
Advisory	Advise by providing personalized recommendations that best suit the objectives and needs of the clients.
Referral	Contacting the client with financial institutions and providing assistance in opening an account with them.

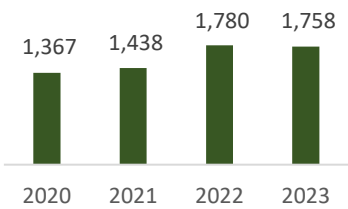
AMOUNT OF ASSETS UNDER MANAGEMENT IN THOUSANDS OF USD AS AT 31 DECEMBER 2023:		The total Assets Under Management(AUMs) as at 31 December 2023 is USD 37,246,756,000 , an increase of almost 30% compared to December 2022.
Total Services provided	37,246,756	
Referral	-	
Advisory (**)	5,158,995	
Order Channelling (*)	19,968,242	
Discretionary management	10,070,425	
Investment fund management	2,027,836	
Others	21,258	To a large extent, the increase is explained by the AUMs of the Advisory activity, which are beginning to be reported in this section due to changes in the submission of information and the new permitted activity of investment fund management.

3. SERVICES PROVIDED TO CLIENTS



REFERRAL

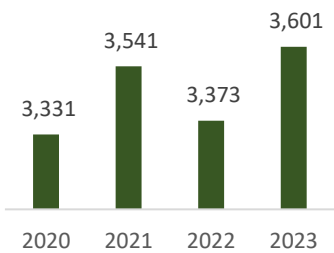
Number of clients



The number of referenced clients as of December 2023 had a slight decrease compared to the previous year, but the number remains high due to the significant increase as of December 2022 of 24%.

ADVISORY

Number of clients



As of December 2023, the number of clients participating in the Advisory activity increased by 7% compared to the previous year, offsetting the 5% decrease in 2022 - 2021.

Assets Under Management (in thousands of dollars)



Average Assets Under Management per client (in thousands of dollars)



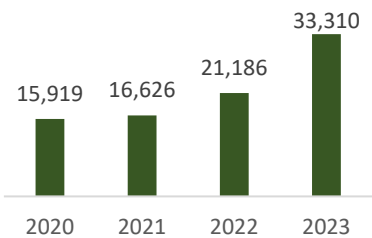
With the new reporting regulations, it became possible to report the amount of assets under management corresponding exclusively to the Investment Advisory service, which explains part of the overall increase in assets under management (approximately USD 2.3 billion).

3. SERVICES PROVIDED TO CLIENTS



ORDER CHANNELLING

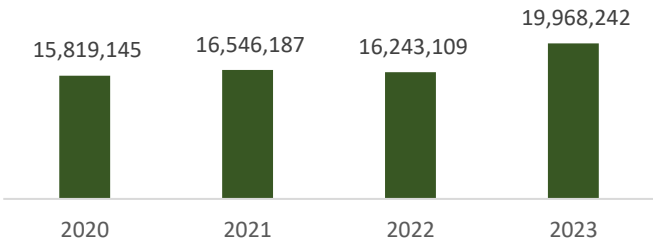
Number of clients



The number of clients participating in the order channelling activity as of December 2023 follows the upward trend of recent years, showing a significant increase of 57%.

In addition, the level of AUMs also increased by 23%, which significantly offsets the slight decrease of 2% observed in the 2022-2021 period.

Assets Under Management (in thousands of dollars)



During 2023, on average, each client provided with order routing services has assets under management of USD 599,467 (USD 766,691 in 2022).

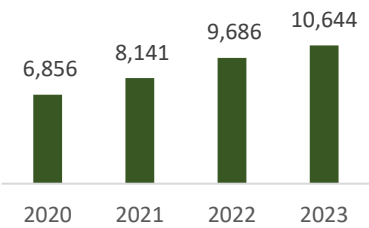


3. SERVICES PROVIDED TO CLIENTS



DISCRETIONARY MANAGEMENT

Number of clients



The number of clients participating in order management activity until December 2023 continues its upward trend of recent years, with an increase of 10%. However, this increase is smaller compared to 2022 and 2021, where the increases were 19%.

The portfolio of assets under discretionary management saw a slight increase of 3%, however, the amount fails to offset the 14% decline observed in the 2022-2021 period.



During 2023, on average, each client provided with discretionary management services has assets under management of USD 946,113 (USD 1,014,128 in 2022).

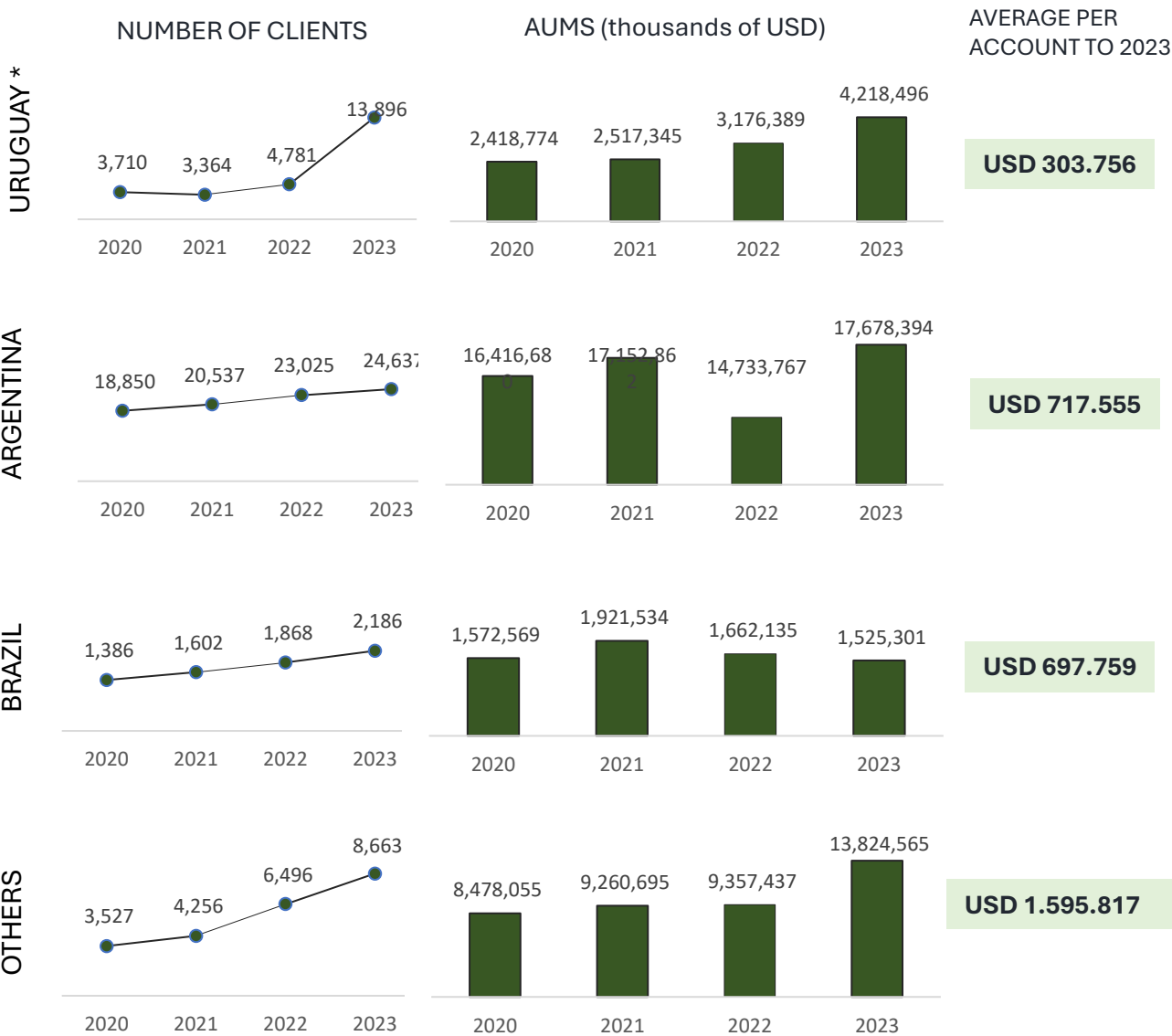
INVESTMENT FUND MANAGEMENT

From 2023 onwards, the number of clients and AUMs under the activity of Investment Fund Management starts to be reported. **A number of 17 clients with total assets under management of USD 2,027,836,000 have been reported.**

4. RESIDENCE OF CLIENTS



In 2023, the total number of clients was **49,382**, of which 50% resided in Argentina, 28% in Uruguay*, 4% in Brazil and the remaining 18% in other countries. On the other hand, the total AUM reported as of 31 December 2023 **was USD 37,246,756,000**, with 47% residing in Argentina, 11% in Uruguay*, 4% in Brazil and the remaining 37% in other countries. The latter proportion has remained relatively constant over the last four years.



* In 2023 there was a significant increase in the number of Uruguayan clients due to| order channelling services provided by an Investment Advisor, through the platform provided by an Electronic Money Issuing Institution registered with the Central Bank of Uruguay.

5. DETAIL OF INVESTED PRODUCTS



The composition of the portfolios at 31 December 2023 remained virtually unchanged from previous years, with Fixed Income (36%) and Mutual Funds (36%) being the main products invested, followed by Equity and Equity-linked instruments (10% and 6%, respectively).

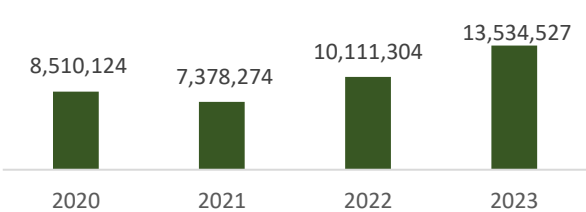
From 2023 onwards, Drawable Funds are reported separately (5%). Structured products remain at the same proportion as in recent years (3%). In contrast, products with a higher investment risk, such as Linear and Non-Linear Derivatives, have a minimal share in the customer portfolio (0.1%), as in previous years.

Reported AUM by type of investment is presented below in thousands of USD:

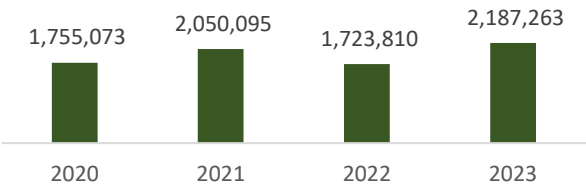
AVAILABILITIES AND SIMILAR



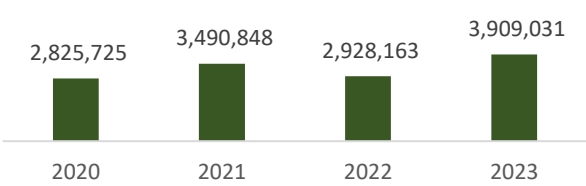
FIXED INCOME



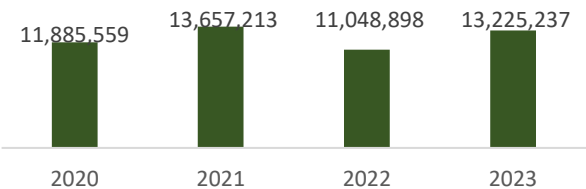
EQUITY-LINKED INSTRUMENTS



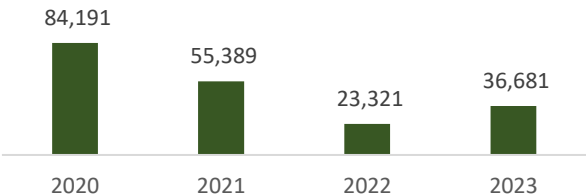
OTHER EQUITY INSTRUMENTS



INVESTMENT FUNDS



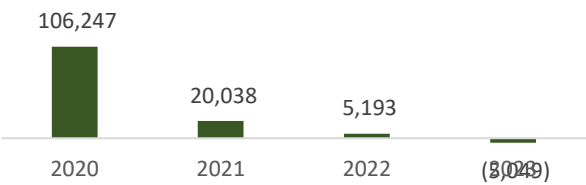
LINEAR DERIVATIVES



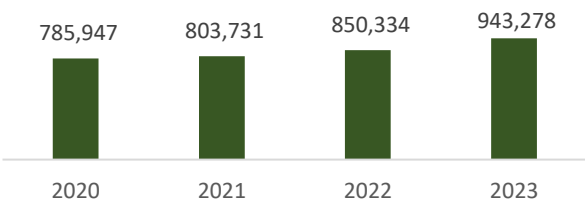
5. DETAIL OF INVESTED PRODUCTS



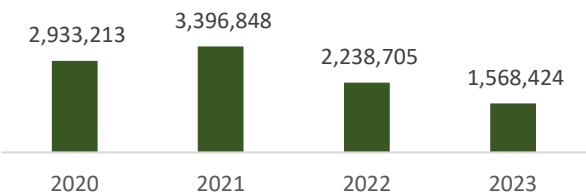
NON-LINEAR DERIVATIVES



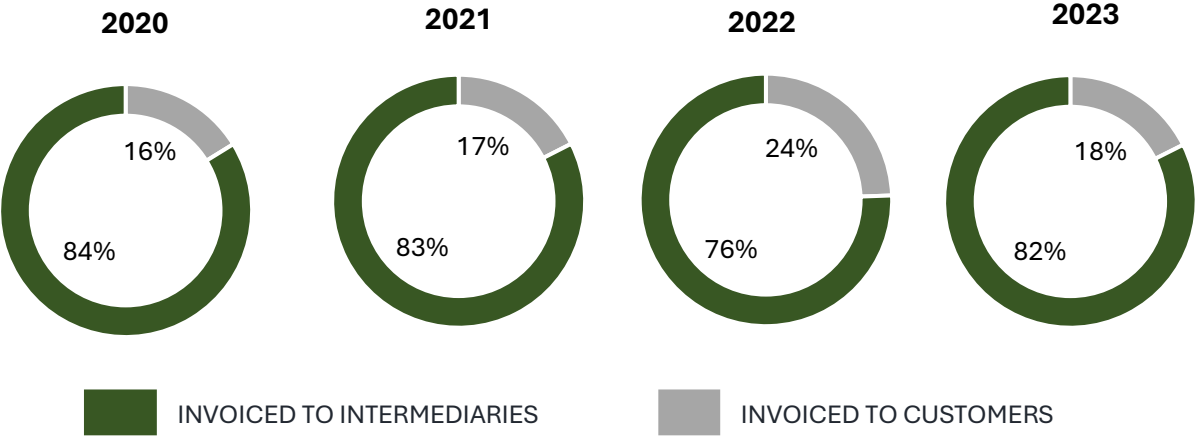
STRUCTURED PRODUCTS



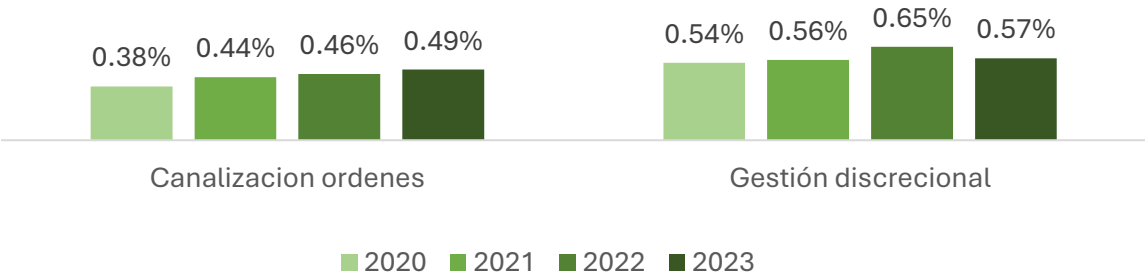
OTHERS



6. REVENUE AND TURNOVER



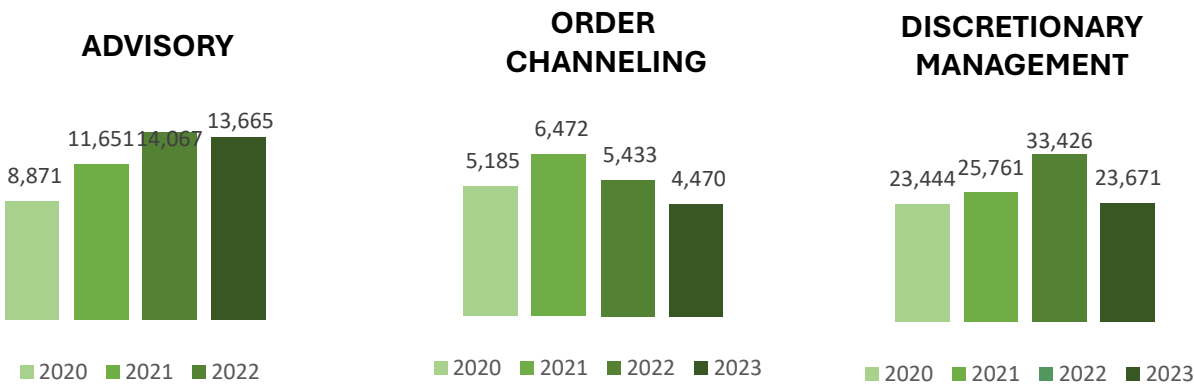
On average in 2023, the order routing service reflected an ROA of 0.49%, while the discretionary management service reflected an ROA of 0.57%.



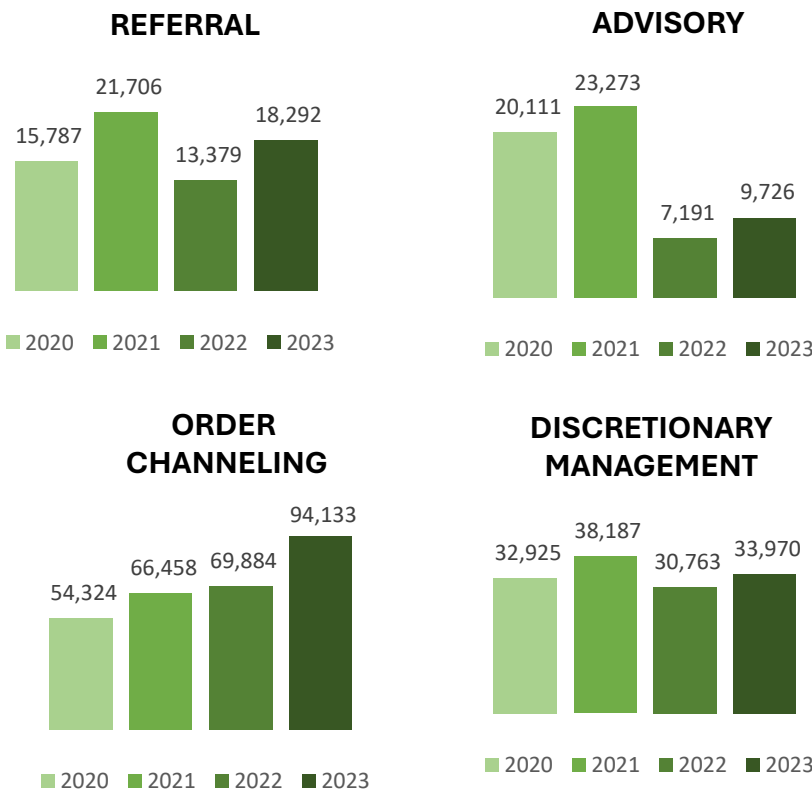
6. REVENUE AND TURNOVER



REVENUE BILLED DIRECTLY TO CUSTOMERS (IN THOUSANDS OF USD)



REVENUE BILLED DIRECTLY TO INTERMEDIARIES (IN THOUSANDS OF USD)



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