



Corporate Presentation 1Q20

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Note: All Figures in Financial Statements are expressed in Mexican Pesos (million)

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About Gentera



Aiming to fulfill our clients dreams

We boost the dreams of our clients by attending their financial needs with a human sense. For more than 29 years, we have worked to bring opportunities that promote their development and that of their communities. We generate shared value through three values:



Social value:

We offer inclusion opportunities to the largest number of people in the shortest possible time.



Human value:

We trust in people, in their ability to develop and fulfill their potential.



Economic value:

We build innovative, efficient and profitable business models.

With presence in Mexico, Peru and Guatemala, through our companies, we work intensely committed with our actions and the practice of our institutional values, which constitutes our **Philosophy**.

Our Values



Social Impact

In 2020, Genera celebrates its **30th Anniversary** which means:

- ▶ Three decades serving three generations of popular segments with a human sense, mostly women
- ▶ We have been the gateway for more than 13 million people to the financial system
- ▶ More than 100,000 people have joined our purpose, today we are 22,000 employees
- ▶ We serve over 3.4 million people in Mexico, Peru and Guatemala
- ▶ We evolved from a one-product institution to a group of companies with a wide financial ecosystem
- ▶ We believe in people and their ability to strive and fulfill their goals



Corporate structure with the purpose of serving more clients



- **Compartamos (Mexico-Peru-Guatemala).**- Leader in financial solutions for the sub-served segment.
- **Yastás (Mexico).**- Correspondent network manager.
- **Aterna (Mexico-Peru-Guatemala).**- Leading agent in microinsurance.
- **Fiinlab:** Financial inclusion laboratory, meeting point with the entrepreneurial ecosystem.
- **Fundación Gentera.**- It seeks to generate social value in the communities where it operates through its axes of action: education, volunteering, donation and contingencies.

Our history, more than 30 years of evolution



1Q20*

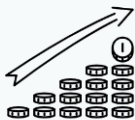
3,801,507
clients

*3,463,056 credit clients and 338,451 clients from savings, remittances and insurance products

Highlights 1Q20



3,801,507 clients were served, **+9.9%** more than in 1Q19.



Total Loan Portfolio reached \$44,510 million pesos, a **+25.3%** growth compare to 1Q19.



EPS in 1Q19 stood at **\$0.49**.



In México, Banco Compartamos, in the 1Q20 reached a **5.3%** ROA and **14.7%** ROE



In Peru, the portfolio grew **+49.9%** compared to 1Q19.



Red Yastás at the end of 1Q20, reached 4,537 affiliates, an increase of **+29.6%** compared to 1Q19.



Aterna placed 8.27 million policies, **+56%** more than 1Q19.

Best practices in Corporate Governance

Board of Directors (11 members)

7 Independent Board members

4 Related Board members

2 of whom are women

Code

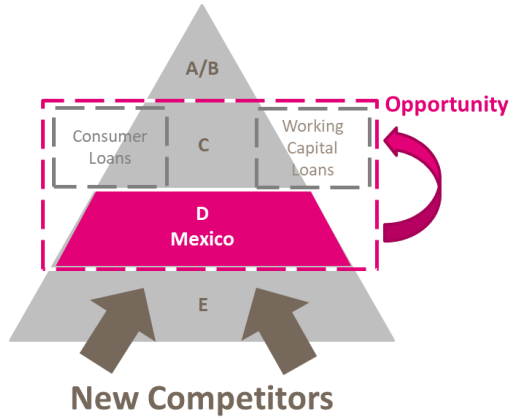
Code of Good Corporate Governance, which contains the regulations of the Board of Directors

Code of Ethics and Conduct of utmost importance for Genera, which applies to counselors, collaborators, suppliers and civil society organizations

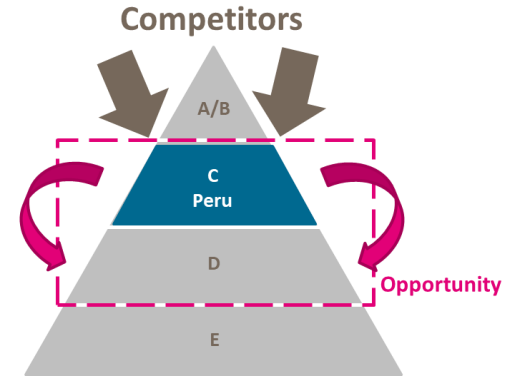
In 2019, Genera was recognized by [2020 Women on Boards](#) and [Women Corporate Directors](#) as one of the listed companies in the Mexican Stock Exchange with an important participation of women in its Board of Directors.

Potential market for working capital loans

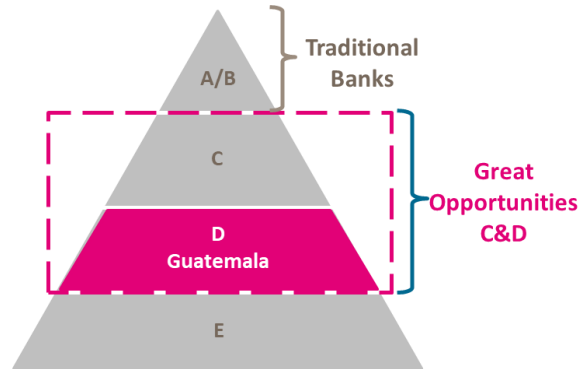
Mexico



Peru



Guatemala



Group loans in Mexico

CM

Crédito Mujer

General Characteristics:

- > Group loan for working capital purposes
- > Groups of 10 to 50 women
- > Group guarantee

- Loan size
Ps. 4,000 to Ps. 70,000
- Average ticket
Ps. 8,534
- Term
16 weeks

- Contribution to loan portfolio
57.6%
- Contribution to number of clients
65.5%
- Life insurance / number of clients
91.1%

CCR

Crédito Comerciante

General Characteristics:

- > Group loan for working capital purposes
- > Group of 5 to 20 members (men and women)
- > Group guarantee

- Loan size
Ps. 4,000 to Ps. 60,000
- Average ticket
Ps. 6,648
- Term
5 to 6 months

- Contribution to loan portfolio
19.7%
- Contribution to number of clients
28.8%
- Life insurance / Number of clients
82.5%

Individual loans in Mexico

CI Personal loans

General Characteristics:

- > Working capital loan
 - > Fixed assets and investments
 - > Mainly in urban areas
 - > Personal guarantee
 - > Have a salaried endorsement or independent economic activity
- Loan size
Ps. 7,000 to Ps. 200,000
 - Average ticket
Ps. 23,713
 - Term
6 to 24 months
 - Contribution to loan portfolio
12.4%
 - Contribution to number of clients
5.1%
 - Individual life insurance ¹
82.5%



Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

Other loans in Mexico

Improvement loans for CM, CCR and CI

General Characteristics:

- > Personal credit to maintain or improve the client's house or business.
- > To clients with credit history of 5 cycles in Crédito Mujer (CM), Crédito Comerciante (CCR) or Individual.
- > Personal guarantee

- Loan size
CM: Ps. 8,000 to Ps. 30,000
CCR: Ps. 8,000 to Ps. 30,000
CI: Ps. 5,000 to Ps. 50,000
- Average ticket
CM: Ps. 9,120
CCR: Ps. 9,349
CI: Ps. 9,300

- Maturity
6 to 24 months
- Contribution to loan portfolio
CM: 7.0%
CCR: 1.7%
CI: 0.1%

Additional loans for CM and CCR

General Characteristics:

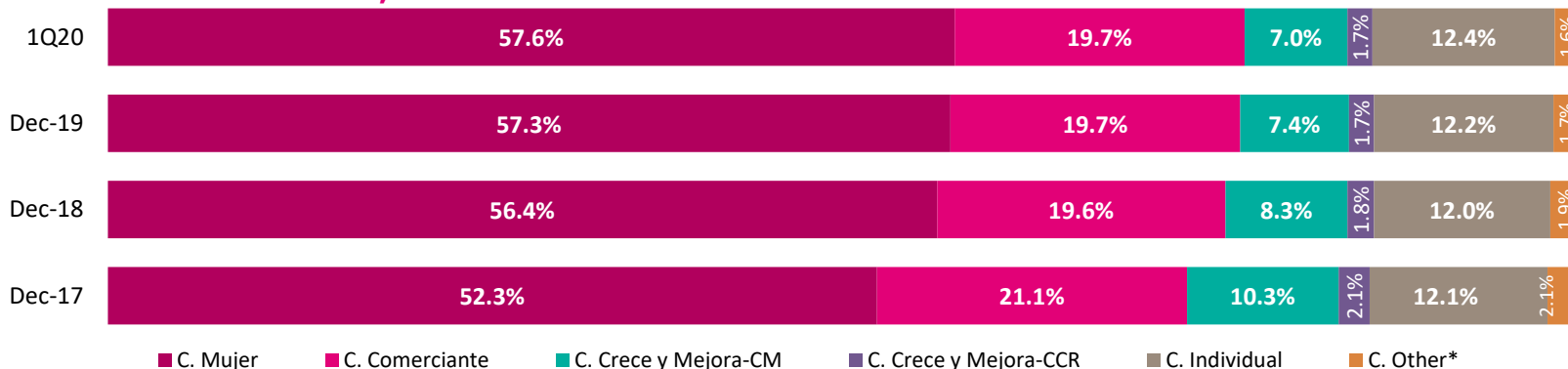
- > Working capital loan
- > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- > Clients must have completed 3 cycles under Crédito Mujer (CM) or 2 under Crédito Comerciante (CCR).

- Loan size
Ps. 4,000 to Ps. 7,000
- Average ticket
CM: Ps. 3,621
CCR: Ps. 3,721
- Maturity
4 to 5 months

- Contribution to loan portfolio
CM: 1.0%
CCR: 0.3%

Evolution in group and individual loans methodologies (2017-1Q20)

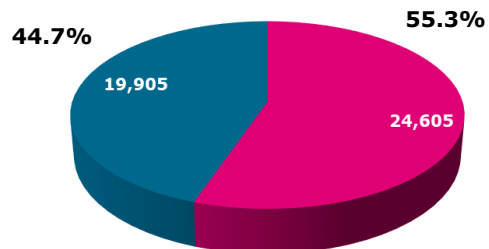
BANCO COMPARTAMOS, S.A. I.B.M.



■ C. Mujer
 ■ C. Comerciante
 ■ C. Crece y Mejora-CM
 ■ C. Crece y Mejora-CCR
 ■ C. Individual
 ■ C. Other*

* Other (C. Adicional, C. Crece y mejora de CI y C. Digital)

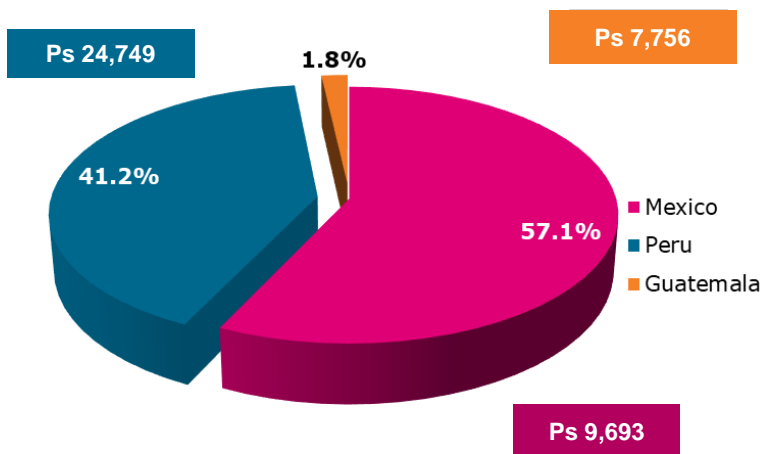
Mexico, Peru and Guatemala



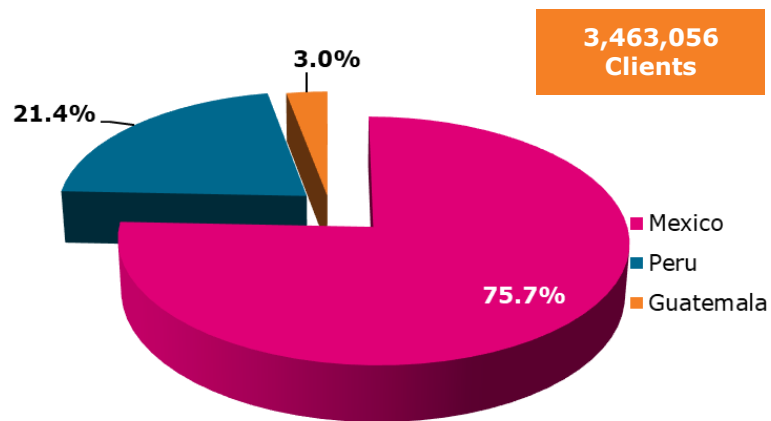
Figures are expressed in Mexican Pesos (million)
■ Group Methodology
■ Individual Methodology

Market distribution per subsidiary

% Total loan portfolio and average ticket



Clients per subsidiary



The 3 markets where we are part have an opportunity to serve more clients in D and C segment

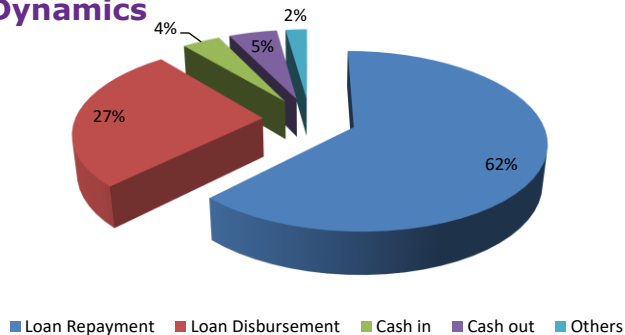
Yastás (correspondent network manager)



- ▶ Presence in **32 Mexican States**
- ▶ As of **1Q20** reached more than **4,500** affiliates.
- ▶ Executed more than **5.2 million operations** during the quarter; out of those **1.53 million** were financial transactions.
- ▶ Around **60 services affiliated** to Yastás platform, and more than **2,000 payment categories**.
- ▶ New alliance with Banorte and Banco del Bienestar.
- ▶ We offer CoDi service to the different Yastás correspondent.



Example of Dynamics



(*) Issuers for payment services: Aportación Afore, Axtel, Blim, Cablemas, CFE, Cinépolis, Dish, Infonavit, Izzi, Maxcom, Megacable, Nintendo, Pase Urbano (IAVE), PlayStation Store, Sky, Televisa, Telmex, Totalplay, Vetv, Xbox Live Gold, Arabela, Avon, Fuller, Illusion, Jafra, Lebel, Oriflame, Tupperware, Stanhome, Payments to Banco Compartamos and Telcel air time.

Aterna (microinsurance broker)



Products:



Life: Aterna offers life insurance products to provide security to our customers and their families.



Health and Accidents: Through this coverage Aterna seeks to avoid a destabilization in the economy of our customers due to a disease or accident.



Cash Protection: Aterna protects Yastas affiliates and clients who withdraw their remittances.

Theft Insurance: Aterna protects Compartamos Banco clients against violent money theft.

1Q20		
Active Policies	8.27 million	
Placed Policies	1Q20	7.1 million
	2019	27.5 million
Coverage	Mexico, Peru and Guatemala	

Growth and profitability



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Summary

	1Q20	1Q19	4Q19	% Change 1Q19	% Change 4Q19
Clients ⁽¹⁾	3,801,507	3,458,065	3,781,120	9.9%	0.5%
Credits Clients	3,463,056	3,227,171	3,486,699	7.3%	-0.7%
Portfolio*	44,510	35,534	41,692	25.3%	6.8%
Net Income*	787	838	803	-6.1%	-2.0%
NPLs / Total Portfolio	3.32%	3.04%	2.79%	0.28 pp	0.53 pp
ROA	5.2%	6.4%	5.7%	-1.2 pp	-0.5 pp
ROE	14.7%	18.1%	15.9%	-3.4 pp	-1.2 pp
NIM	41.7%	45.3%	46.0%	-3.6 pp	-4.3 pp
NIM after provisions	32.2%	39.5%	38.2%	-7.3 pp	-6.0 pp
Efficiency Ratio	77.4%	73.6%	77.2%	3.8 pp	0.2 pp
Capital / Total Assets	34.0%	36.1%	36.2%	-2.1 pp	-2.2 pp
Average Loan per Client	12,853	11,011	11,957	16.7%	7.5%
Employees	22,659	21,881	22,736	3.6%	-0.3%
Service Offices**	740	739	747	0.1%	-0.9%
Branches	201	206	201	-2.4%	0.0%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	1Q20	Δ vs 1Q19	1Q20	Δ vs 1Q19	1Q20	Δ vs 1Q19
Clients	2,620,086	4.8%	740,085	18.0%	102,885	3.9%
Portfolio *	25,396	11.9%	18,317	49.9%	798	29.7%
Net Income *	448	-30.2%	149	24.0%	8.27	-58.0%
ROAA	5.3%	-3.0 pp	3.0%	-0.4 pp	3.5%	-6.6 pp
ROAE	14.7%	-8.4 pp	16.1%	-2.3 pp	4.0%	-7.1 pp
NIM	53.3%	-1.7 pp	23.9%	-2.3 pp	71.0%	-8.8 pp
NIM after provisions	40.2%	-8.1 pp	19.8%	-2.0 pp	58.0%	-9.4 pp
NPL	3.74%	0.67 pp	2.64%	-0.25 pp	5.51%	0.50 pp
Write - offs *	610	37.4%	79	-40.0%	21	23.2%
Coverage Ratio	223.8%	25.5 pp	247.7%	1.7 pp	144.6%	-2.4 pp
Average Loan per Client	9,693	6.8%	24,749	0.3 pp	7,756	0.2 pp
Employees **	16,155	-2.6%	5,514	26.7%	976	3.6%
Service Offices***	576	-1.7%	108	12.5%	56	-1.8%
Branches	201	-2.4%	-	0.0%	-	0.0%

1) 3,463,056 credit clients and 338,451 clients from Savings and Insurance Products.

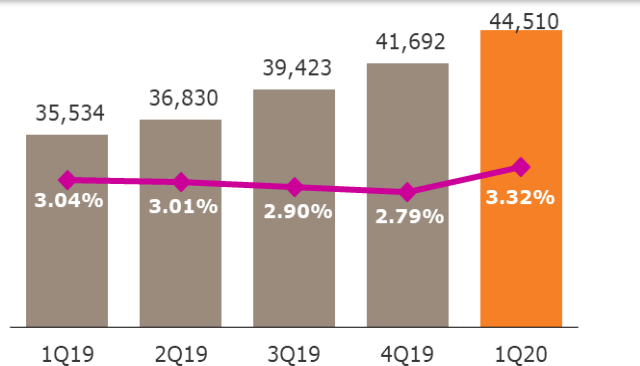
* Portfolio, net income and write-offs are expressed in million (Mexican Pesos)

** In table 2, employees in Compartamos Banco include employees from Aterna, Yastás and Intermex.

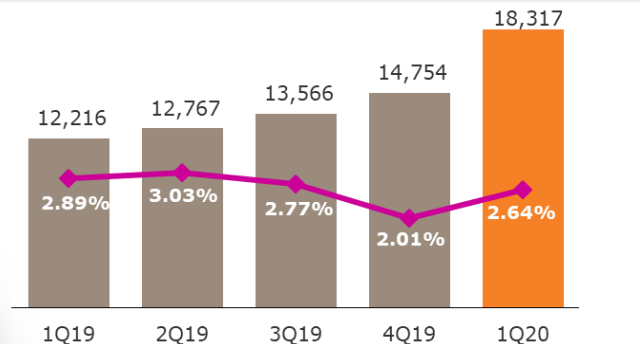
*** Some service offices in Mexico are being transformed into branches. 74 Branches are inside a Service Office.

Total Portfolio – NPL %

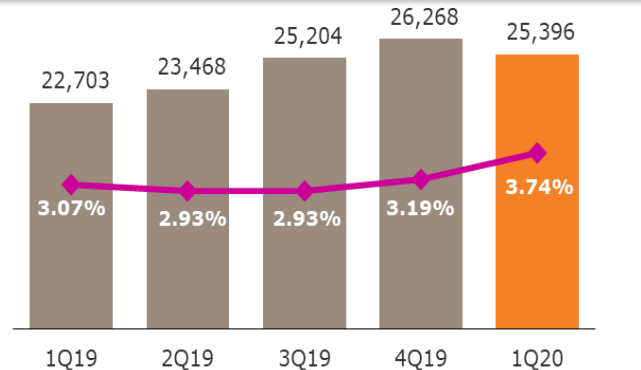
Genera (Ps. million)



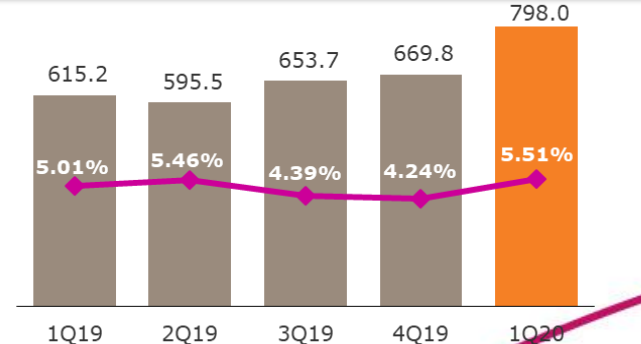
Peru (Ps. million)



Mexico - Banco (Ps. million)

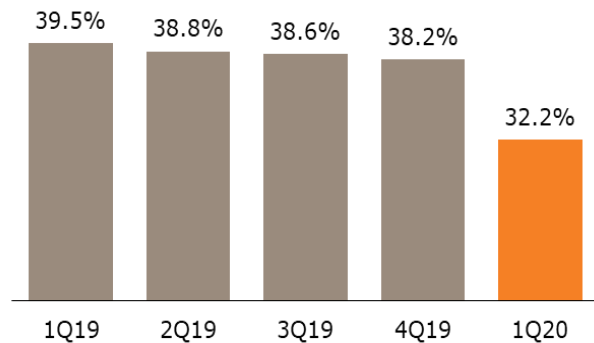


Guatemala (Ps. million)

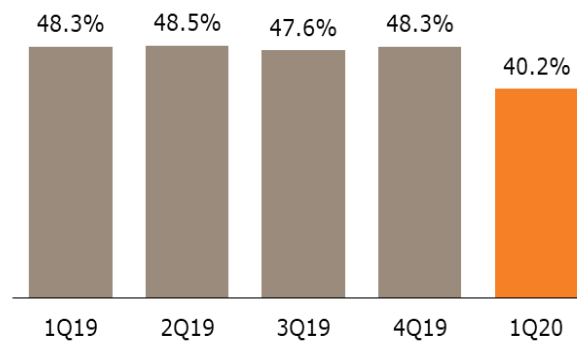


NIM (%) after provisions

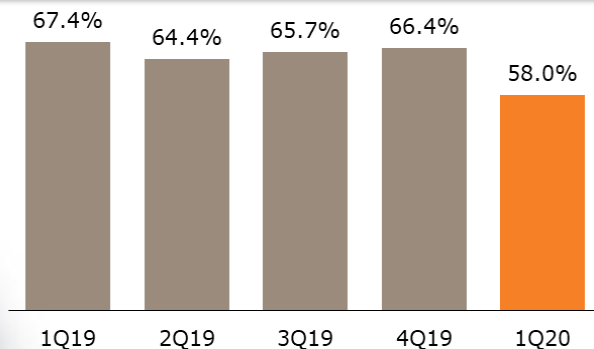
Genera



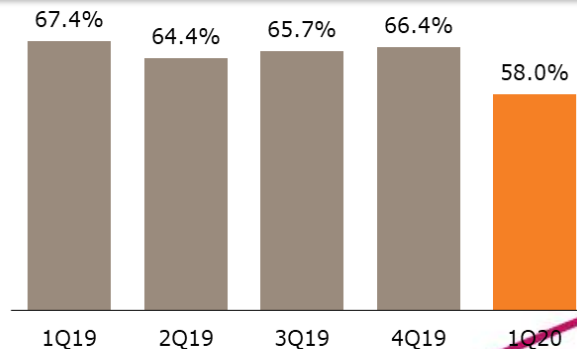
Mexico - Banco



Peru

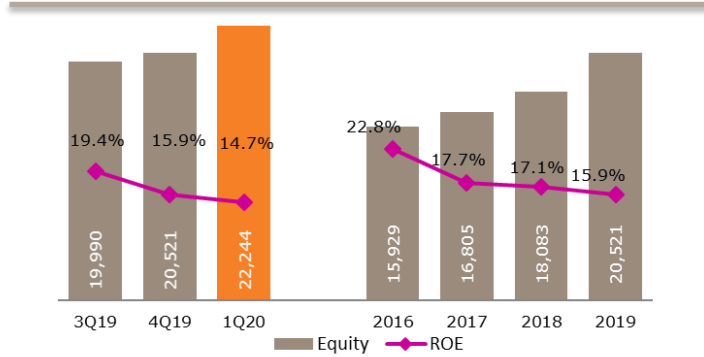


Guatemala

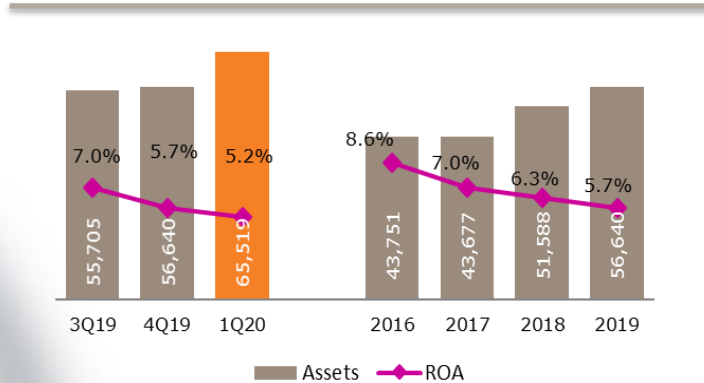


ROAA & ROAE evolution

Genera ROAE



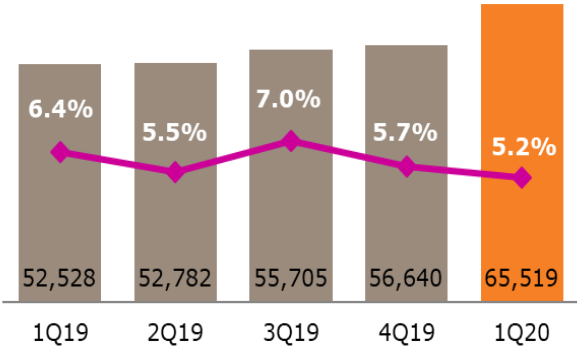
Genera ROAA



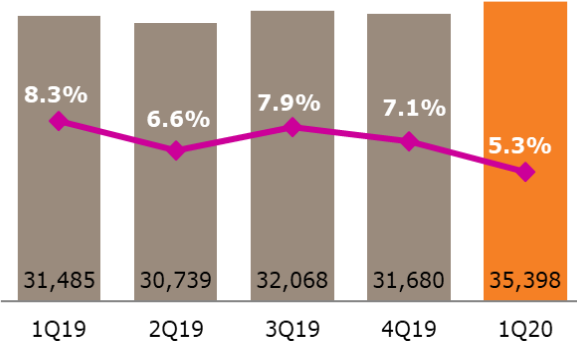
Assets - ROAA



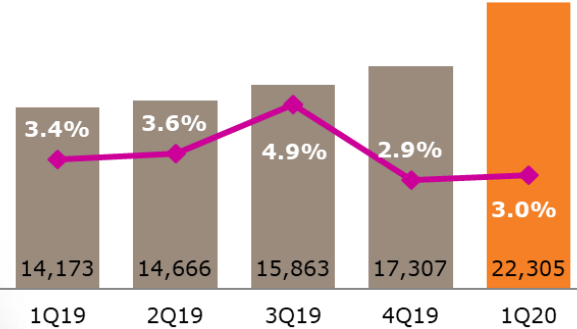
Gentera



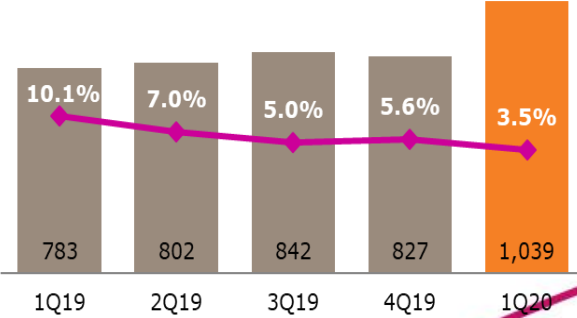
Mexico - Banco



Peru



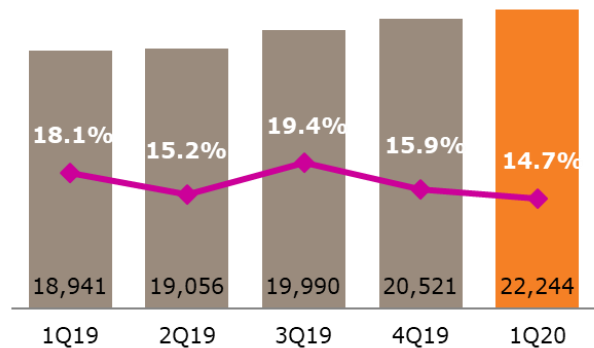
Guatemala



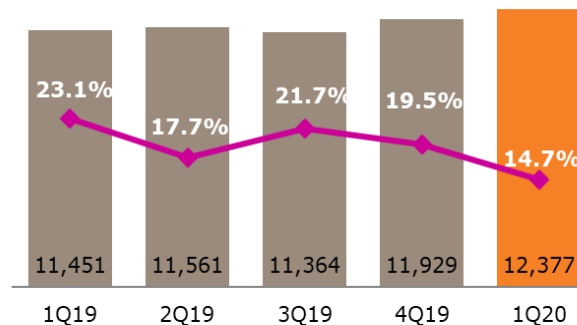
*Assets in Ps. Million

Equity - ROAE

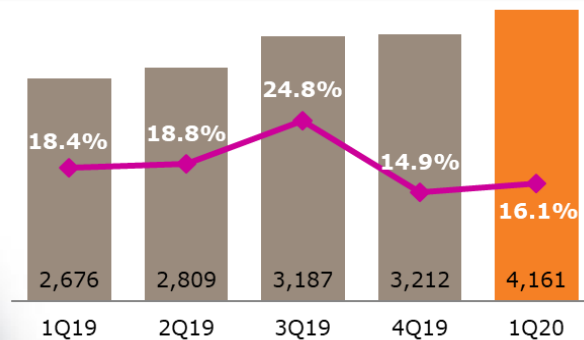
Gentera



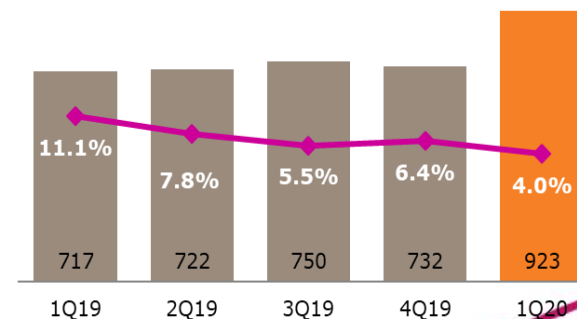
Mexico - Banco



Peru



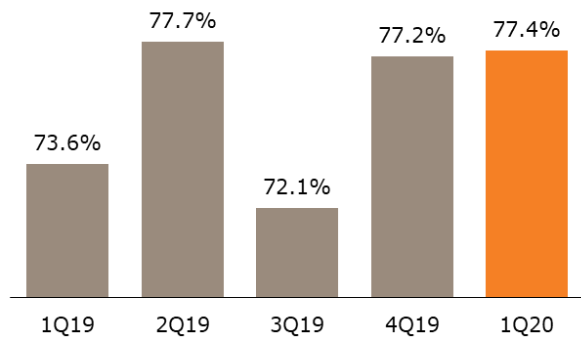
Guatemala



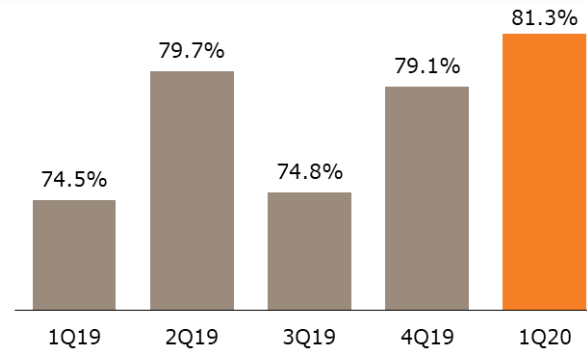
*Equity in Ps. million

Efficiency Ratio

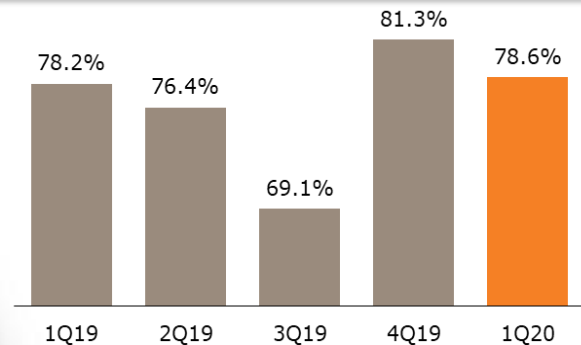
Gentera



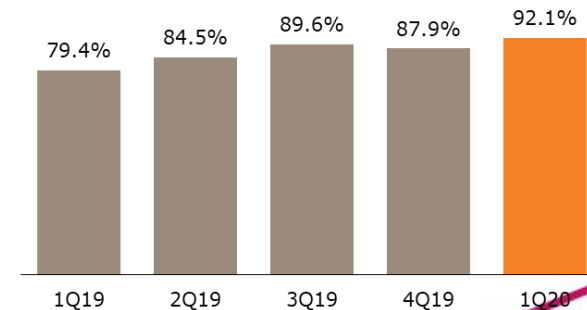
Mexico - Banco



Peru



Guatemala



Financial Information 1Q20



Balance Sheet

	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Cash and other investments	14,090	9,399	49.9%	7,710	82.7%
Total performing loans	43,032	34,452	24.9%	40,529	6.2%
Non-performing loans	1,478	1,082	36.6%	1,163	27.1%
Total loan portfolio	44,510	35,534	25.3%	41,692	6.8%
Allowance for loan losses	3,383	2,291	47.7%	2,625	28.9%
Loan portfolio, net	41,127	33,243	23.7%	39,067	5.3%
Other accounts receivable	1,852	2,130	-13.1%	2,086	-11.2%
Fixed assets	1,068	1,095	-2.5%	1,032	3.5%
Permanent investment	2,466	2,346	5.1%	2,428	1.6%
Long-lived assets available for sale	241	-	N/C	241	0.0%
Other assets	3,628	3,380	7.3%	3,203	13.3%
Goodwill	1,047	935	12.0%	873	19.9%
Total assets	65,519	52,528	24.7%	56,640	15.7%
Clients deposits	3,657	2,824	29.5%	3,428	6.7%
Deposits	10,862	7,127	52.4%	8,731	24.4%
Long term debt issuance	8,276	8,511	-2.8%	9,114	-9.2%
Interbank loans	16,031	11,769	36.2%	10,619	51.0%
Other accounts payable	4,449	3,356	32.6%	4,227	5.3%
Total liabilities	43,275	33,587	28.8%	36,119	19.8%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Capital reserves	1,845	1,907	-3.3%	1,888	-2.3%
Retained earnings	13,335	10,664	25.0%	10,060	32.6%
Other capital accounts	1,455	718	102.6%	476	N/C
Net income for the year	778	831	-6.4%	3,275	-76.2%
Participation (in net income) from controlling company	22,177	18,884	17.4%	20,463	8.4%
Participation (in net income) from non-controlling company	67	57	17.5%	58	15.5%
Total stockholders' equity	22,244	18,941	17.4%	20,521	8.4%
Total liabilities and stockholders' equity	65,519	52,528	24.7%	56,640	15.7%

* Figures expressed in Mexican pesos (millions)

Income Statement

	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Interest income	5,965	5,475	8.9%	6,006	-0.7%
Interest expense	478	525	-9.0%	505	-5.3%
Net Interest Income	5,487	4,950	10.8%	5,501	-0.3%
Provisions for loan losses	1,251	642	94.9%	926	35.1%
Net interest income after provisions	4,236	4,308	-1.7%	4,575	-7.4%
Commissions and fee income	329	348	-5.5%	194	69.6%
Commissions and fee expense	105	113	-7.1%	56	87.5%
Trading gains (losses)	30	(6)	N/C	(8)	N/C
Other operating income (expense)	82	(25)	N/C	3	N/C
Operating Expenses	3,539	3,319	6.6%	3,635	-2.6%
Net operating income	1,033	1,193	-13.4%	1,073	-3.7%
Participation in net income from non consolidated and associated subsidiaries	53	37	43.2%	57	-7.0%
Total income before income tax	1,086	1,230	-11.7%	1,130	-3.9%
Income tax	299	392	-23.7%	273	9.5%
Current	504	419	20.3%	352	43.2%
Deferred	(205)	(27)	N/C	(79)	159.5%
Net discontinued operations	787	838	-6.1%	857	-8.2%
Discontinued operations	-	-	N/C	(54)	N/C
Net income	787	838	-6.1%	803	-2.0%
Participation (in net income) from controlling company	778	831	-6.4%	793	-1.9%
Participation (in net income) from non-controlling company	9	7	28.6%	10	-10.0%

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	1Q20				1Q19				4Q19			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	14,639	383	2.62%	246	12,930	242	1.87%	139	15,064	338	2.24%	222
C. Comerciante	5,011	313	6.24%	181	4,465	211	4.73%	133	5,175	254	4.90%	161
Group Methodology	19,650	696	3.54%	427	17,395	453	2.61%	272	20,239	592	2.92%	383
C. Individual	3,148	142	4.52%	108	2,748	133	4.85%	91	3,207	145	4.51%	106
C. CA (de CM y CCR)	342	15	4.19%	10	375	15	3.95%	11	385	13	3.34%	8
C. CCM(de CM, CCR y CI)	2,237	97	4.33%	65	2,168	97	4.46%	70	2,416	88	3.68%	65
C. Otros (CGD)	19	0	0.55%	0	17	0	0.49%	0	21	0	0.43%	1
Individual Methodology	5,746	254	4.42%	183	5,308	245	4.61%	172	6,029	246	4.09%	180
Banco Compartamos	25,396	950	3.74%	610	22,703	698	3.07%	444	26,268	838	3.19%	563
C.Mujer	4,155	48	1.16%	19	2,629	42	1.60%	18	3,222	32	1.00%	70
Group Methodology Peru	4,155	48	1.16%	19	2,629	42	1.60%	18	3,222	32	1.00%	70
Comercial	9,112	298	3.27%	31	5,790	210	3.63%	56	7,335	180	2.46%	62
Microempresa	4,041	120	2.96%	24	3,288	91	2.77%	51	3,401	76	2.22%	51
Consumo	1,008	18	1.77%	4	509	10	1.96%	7	795	9	1.11%	9
Individual Methodology Peru	14,161	436	3.08%	60	9,587	311	3.24%	113	11,532	265	2.30%	122
Compartamos Financiera	18,317	484	2.64%	79	12,216	353	2.89%	132	14,754	297	2.01%	192
C. Mujer	798	44	5.51%	21	615	31	5.01%	17	670	28.4	4.24%	22
Group Methodology Guatemala	798	44	5.51%	21	615	31	5.01%	17	670	28.4	4.24%	22
Compartamos Guatemala S.A.	798	44	5.51%	21	615	31	5.01%	17	670	28.4	4.24%	22
Total	44,511	1,478	3.32%	710	35,534	1,082	3.04%	593	41,692	1,163	2.79%	776

* Figures expressed in Mexican pesos (millions)

Summary

Banco Compartamos S.A. I.B.M.

	National Scale	Global Scale
Fitch Ratings	'AA+(mex) / F1+(mex)'	BB+ / B
Standard & Poor's	'mxA+ / mxA-1+'	BBB- / A-3

	1Q20	1Q19	4Q19	% Change 1Q19	% Change 4Q19
Clients	2,620,086	2,500,836	2,659,192	4.8%	-1.5%
Portfolio*	25,396	22,703	26,268	11.9%	-3.3%
Net Income	448	642	567	-30.2%	-21.0%
NPLs / Total Portfolio	3.74%	3.07%	3.19%	0.67 pp	0.55 pp
ROA	5.3%	8.3%	7.1%	-3.0 pp	-1.8 pp
ROE	14.7%	23.1%	19.5%	-8.4 pp	-4.8 pp
NIM	53.3%	55.0%	58.0%	-1.7 pp	-4.7 pp
NIM after provisions	40.2%	48.3%	48.3%	-8.1 pp	-8.1 pp
Efficiency Ratio	81.3%	74.5%	79.1%	6.8 pp	2.2 pp
Operating Efficiency	31.8%	33.7%	35.7%	-1.9 pp	-3.9 pp
ICAP	36.0%	33.1%	32.6%	2.9 pp	3.4 pp
Capital / Total Assets	35.0%	36.4%	37.7%	-1.4 pp	-2.7 pp
Average Loan (Ps.)	9,693	9,078	9,878	6.8%	-1.9%
Employees	15,990	16,347	16,114	-2.2%	-0.8%
Service Offices**	576	586	583	-1.7%	-1.2%
Branches	201	206	201	-2.4%	0.0%

* Figures expressed in Mexican pesos (millions)

Balance Sheet

	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Cash and other investments	8,617	6,024	43.0%	3,593	139.8%
Related parties	250	505	-50.5%	250	0.0%
Total performing loans	24,446	22,005	11.1%	25,430	-3.9%
Non-performing loans	950	698	36.1%	838	13.4%
Total loan portfolio	25,646	23,208	10.5%	26,518	-3.3%
Allowance for loan losses	2,126	1,384	53.6%	1,706	24.6%
Loan portfolio, net	23,520	21,824	7.8%	24,812	-5.2%
Other accounts receivable	914	1,221	-25.1%	1,111	-17.7%
Fixed assets	307	430	-28.6%	337	-8.9%
Other assets	2,040	1,986	2.7%	1,827	11.7%
Total assets	35,398	31,485	12.4%	31,680	11.7%
Clients' Deposits	2,340	2,200	6.4%	2,377	-1.6%
Deposits	102	134	-23.9%	327	-68.8%
Long term debt issuance	7,598	8,096	-6.2%	8,556	-11.2%
Interbank loans	11,396	8,346	36.5%	6,897	65.2%
Other accounts payable	1,585	1,258	26.0%	1,594	-0.6%
Total liabilities	23,021	20,034	14.9%	19,751	16.6%
Capital stock	618	592	4.4%	618	0.0%
Capital reserves	566	540	4.8%	566	0.0%
Retained earnings	10,748	9,678	11.1%	8,406	27.9%
Remeasurements for employees benefit	(3)	(1)	N/C	(3)	0.0%
Net income for the year	448	642	-30.2%	2,342	-80.9%
Total stockholders' equity	12,377	11,451	8.1%	11,929	3.8%
Total liabilities and stockholders' equity	35,398	31,485	12.4%	31,680	11.7%

* Figures expressed in Mexican pesos (millions)

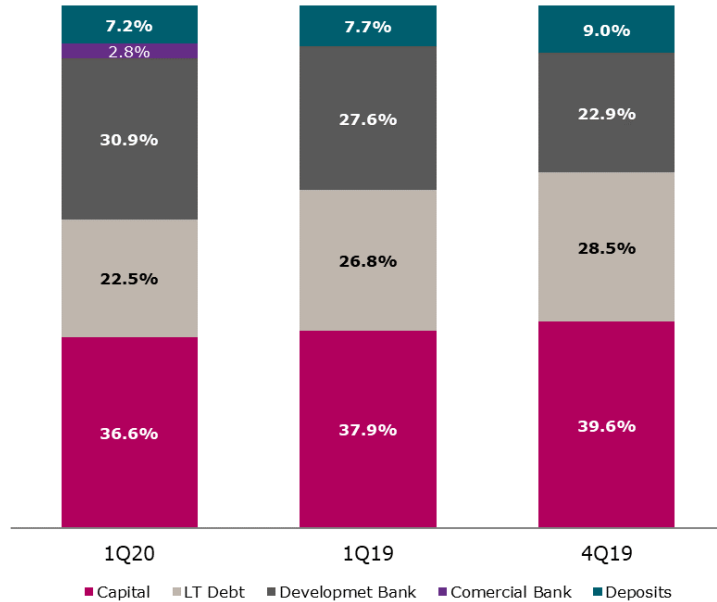
Income Statement



	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Interest income	4,479	4,278	4.7%	4,606	-2.8%
Interest expense	308	364	-15.4%	333	-7.5%
Net Interest Income	4,171	3,914	6.6%	4,273	-2.4%
Provisions for loan losses	1,028	475	116.4%	715	43.8%
Net interest income after provisions	3,143	3,439	-8.6%	3,558	-11.7%
Commissions and fee income	227	228	-0.4%	224	1.3%
Commissions and fee expense	150	131	14.5%	152	-1.3%
Trading gains (losses)	31	(5)	N/C	(8)	N/C
Other operating income (expense)	31	(9)	N/C	(29)	N/C
Operating Expenses	2,667	2,623	1.7%	2,842	-6.2%
Net operating income	615	899	-31.6%	751	-18.1%
Total income before income tax	615	899	-31.6%	751	-18.1%
Income tax	167	257	-35%	184	-9.2%
Current	351	323	8.7%	182	92.9%
Deferred	(184)	(66)	178.8%	2	N/C
Net income	448	642	-30.2%	567	-21.0%

* Figures expressed in Mexican pesos (millions)

Funding structure



Cost of funds 1Q20
6.9%

Debt profile excluding clients deposits

Year	Maturity	%
2020	2,450	13%
2021	3,499	19%
2022	3,849	20%
2023	3,300	17%
2024	3,696	20%
2025	2,100	11%
Total	18,894	100%

Compartamos Banco has a diversified funding structure and a very solid debt profile

Allowance for loan losses

Risk	1Q20			1Q19			4Q19		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.2%	16,945	200	1.1%	15,260	174	1.2%	17,594	202
A-2	2.4%	1,280	31	2.2%	1,524	34	2.4%	1,377	33
B-1	3.4%	216	7	3.4%	169	6	3.4%	235	8
B-2	4.1%	1,825	75	4.1%	1,754	72	4.1%	1,703	70
B-3	5.6%	542	30	5.6%	498	28	5.6%	445	25
C-1	7.2%	1,821	132	7.2%	1,720	124	7.2%	2,174	157
C-2	10.9%	1,004	109	10.9%	850	93	10.9%	1,132	123
D	21.5%	504	108	21.8%	327	71	21.2%	455	99
E	70.6%	1,508	1,064	70.8%	1,105	782	70.3%	1,402	987
Total		25,645	1,757		23,207	1,384		26,517	1,706
Coverage Ratio¹			184.9%			197.6%			203.4%

1- Allowance for loan losses / Non-performing loans

2- Additional allowance for non performing loans included

3- Figures are expressed in millions of mexican pesos

4- Ps. 367 million provision is not included

Classification for allowance for loan losses is in accordance with CNBV regulations (Chapter V, Section First, Paragraph F) applicable to credit institutions [1]. Allowance for loan losses continue to sufficiently cover non-performing loans. The ratings and the allowance reported consider the modifications to the General Provisions for Credit Institutions published in the Official Gazette of the Federation (Diario Oficial de la Federación) on January 6, 2017, and for which its initial effect was constituted on December 31, 2017, according to applicable regulation.

Summary



Compartamos Financiera (Peru)

Summary	1Q20	1Q19	4Q19	% Change 1Q19	% Change 4Q19
Clients	740,085	627,315	721,754	18.0%	2.5%
Portfolio *	18,316.6	12,216.2	14,753.7	49.9%	24.1%
Net Income *	148.5	119.8	118.9	24.0%	24.9%
NPLs / Total Portfolio	2.64%	2.89%	2.0%	-0.25 pp	0.63 pp
ROA	3.0%	3.4%	2.9%	-0.4 pp	0.1 pp
ROE	16.1%	18.4%	14.9%	-2.3 pp	1.2 pp
NIM	23.9%	26.2%	26.5%	-2.3 pp	-2.6 pp
NIM after provisions	19.8%	21.8%	21.9%	-2.0 pp	-2.1 pp
Efficiency Ratio	78.6%	78.2%	81.3%	0.4 pp	-2.7 pp
Capital / Total Assets	18.7%	18.9%	18.6%	-0.2 pp	0.1 pp
Average Loan (Ps.)	24,749	19,474	20,441	27.1%	21.1%
Employees	5,514	4,352	5,470	26.7%	0.8%
Service Offices	108	96	108	12.5%	0.0%

Group loans represented 18.0% of the portfolio, and 71.8% of the customers served in Peru

Around 40% of our clients in the Group Lending use electronic wallet to execute their payments

Peru figures are reported under Mexican GAAP.
Portfolio and Net Income are expressed in Mexican pesos (millions)
with their corresponding FX for the quarter. Average Loan (Mexican pesos)

Balance Sheet



	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Cash and other investments	3,818.4	1,939.1	96.9%	2,323.9	64.3%
Total performing loans	17,832.7	11,863.1	50.3%	14,456.6	23.4%
Non-performing loans	483.9	353.1	37.1%	297.1	62.9%
Total loan portfolio	18,316.6	12,216.2	49.9%	14,753.7	24.1%
Allowance for loan losses	1,198.4	868.5	38.0%	878.2	36.5%
Loan portfolio, net	17,118.2	11,347.7	50.9%	13,875.5	23.4%
Other accounts receivable	195.4	52.9	N/C	261.4	-25.2%
Fixed assets	449.1	321.3	39.8%	374.8	19.8%
Other assets	723.8	512.0	41.4%	472.0	53.3%
Total assets	22,304.9	14,172.9	57.4%	17,307.5	28.9%
Deposits	12,178.8	7,121.8	71.0%	8,861.0	37.4%
Long term debt issuance	678.5	1,043.9	-35.0%	1,277.6	-46.9%
Interbank loans	4,458.5	2,918.8	52.8%	3,495.4	27.6%
Other accounts payable	827.6	412.5	100.6%	461.9	79.2%
Total liabilities	18,143.5	11,497.1	57.8%	14,096.0	28.7%
Capital stock	2,012.2	1,816.7	10.8%	2,012.2	0.0%
Capital reserves	152.7	152.4	0.2%	152.9	-0.1%
Foreign exchange effect	1,253.6	546.3	129.5%	452.0	177.3%
Retained earnings	594.4	40.6	N/C	40.6	N/C
Net income for the year	148.5	119.8	24.0%	553.8	-73.2%
Total stockholders' equity	4,161.4	2,675.8	55.5%	3,211.5	29.6%
Total liabilities and stockholders' equity	22,304.9	14,172.9	57.4%	17,307.5	28.9%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
1Q20	3.437	23.4847	6.8329
1Q19	3.318	19.3779	5.8402
4Q19	3.314	18.8642	5.6923

Peru figures are reported under Mexican GAAP
 Figures are expressed in Mexican Peso with its corresponding FX Source:
 Banco de México and Banco Central de Perú.

Income Statement



	1Q20	1Q19	% Change 1Q19	4Q19	% Change 4Q19
Interest income	1,313.5	1,046.7	25.5%	1,229.4	6.8%
Interest expense	166.9	152.0	9.8%	164.1	1.7%
Net interest income	1,146.6	894.7	28.2%	1,065.3	7.6%
Provisions for loan losses	194.9	150.9	29.1%	186.1	4.7%
Net interest income after provisions	951.7	743.7	28.0%	879.2	8.2%
Commissions and fee income	59.4	49.2	20.7%	69.2	-14.2%
Commissions and fee expenses	14.9	14.9	0.4%	12.6	18.3%
Other operating income (expense)	3.4	4.6	-27.0%	(21.8)	-115.5%
Operating expenses	785.7	611.7	28.5%	743.4	5.7%
Net operating income	213.8	171.0	25.0%	170.6	25.3%
Total income before income tax	213.8	171.0	25.0%	170.6	25.3%
Current and Deferred	65.3	51.2	27.4%	51.7	26.1%
Net income	148.5	119.8	24.0%	118.9	24.9%

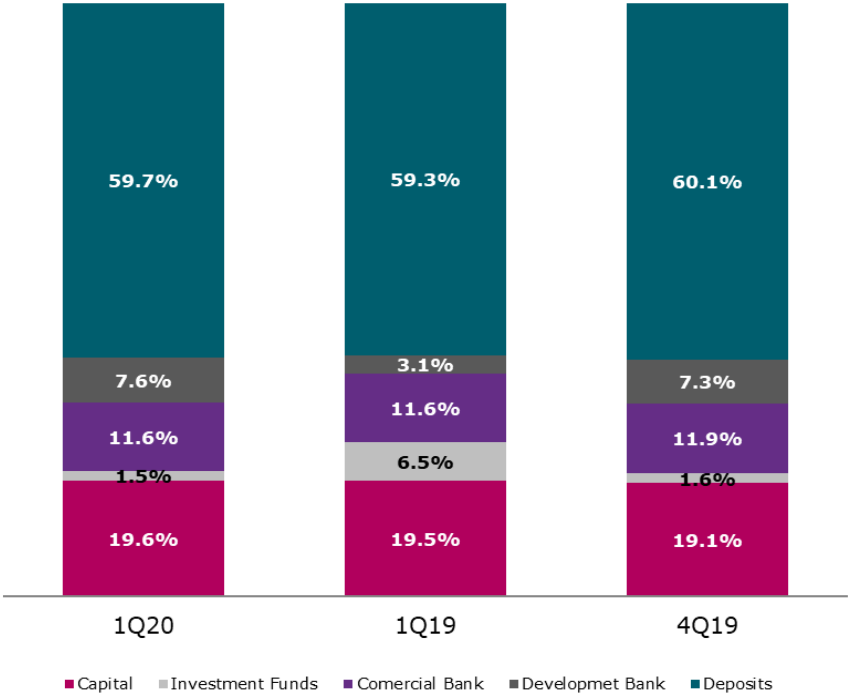
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
1Q20	3.4012	19.9876	5.8766
1Q19	3.3236	19.2122	5.7806
4Q19	3.3606	19.2367	5.7241

Peru figures are reported under Mexican GAAP
 Figures are expressed in Mexican Peso with its corresponding FX
 Source: Banco de México and Banco Central of Perú

Funding structure



Cost of funds 1Q20
4.8%



Summary



Compartamos S.A. (Guatemala)

Summary	1Q20	1Q19	4Q19	% Change 1Q19	% Change 4Q19
Clients	102,885	99,020	105,753	3.9%	-2.7%
Portfolio *	798.0	615.2	669.8	29.7%	19.1%
Net Income *	8.3	19.7	11.8	-58.0%	-29.7%
NPLs / Total Portfolio	5.51%	5.01%	4.24%	0.50 pp	1.27 pp
ROA	3.5%	10.1%	5.6%	-6.6 pp	-2.1 pp
ROE	4.0%	11.1%	6.4%	-7.1 pp	-2.4 pp
NIM	71.0%	79.8%	79.4%	-8.8 pp	-8.4 pp
NIM after provisions	58.0%	67.4%	66.4%	-9.4 pp	-8.4 pp
Efficiency Ratio	92.1%	79.4%	87.9%	12.7 pp	4.2 pp
Capital / Total Assets	88.8%	91.6%	88.5%	-2.8 pp	0.3 pp
Average Loan (Ps.)	7,756	6,213	6,334	24.8%	22.4%
Employees	976	942	970	3.6%	0.6%
Service Offices	56	57	56	-1.8%	0.0%

FX (End of period):	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
1Q20	7.68467	23.4847	3.0560
1Q19	7.68104	19.3779	2.5228
4Q19	7.69884	18.8642	2.4503

Source: Banco de Guatemala and Banco de Mexico
 Figures expressed in Mexican pesos. Portfolio and Net Income are expressed in million and with their corresponding FX for the quarter

Source: Banco de Guatemala y Banco de México

Committed to generate social, economic and human value

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