

Corporate Presentation 4Q21



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

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GENTERA ®



About Gentera

More than 31 years together fulfilling dreams

We boost the dreams of our clients by attending their financial needs with human sense. For more than 31 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 and in their ability to develop and fulfill their potential.



Economic value:

We build innovative, efficient and profitable business models.

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

Our Values



Generating Social Impact in more than 31 years of history

- Three decades **servicing three generations**, mostly women of popular segments with a human sense.
- 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 more than **20,200 employees**.
- We serve more than **4.1 million** people in different geographies.



APOYAMOS
EL PACTO GLOBAL



Genera is participant of the **United Nations Global Compact**, which commits us to fulfill the 10 Principles of the Global Compact.

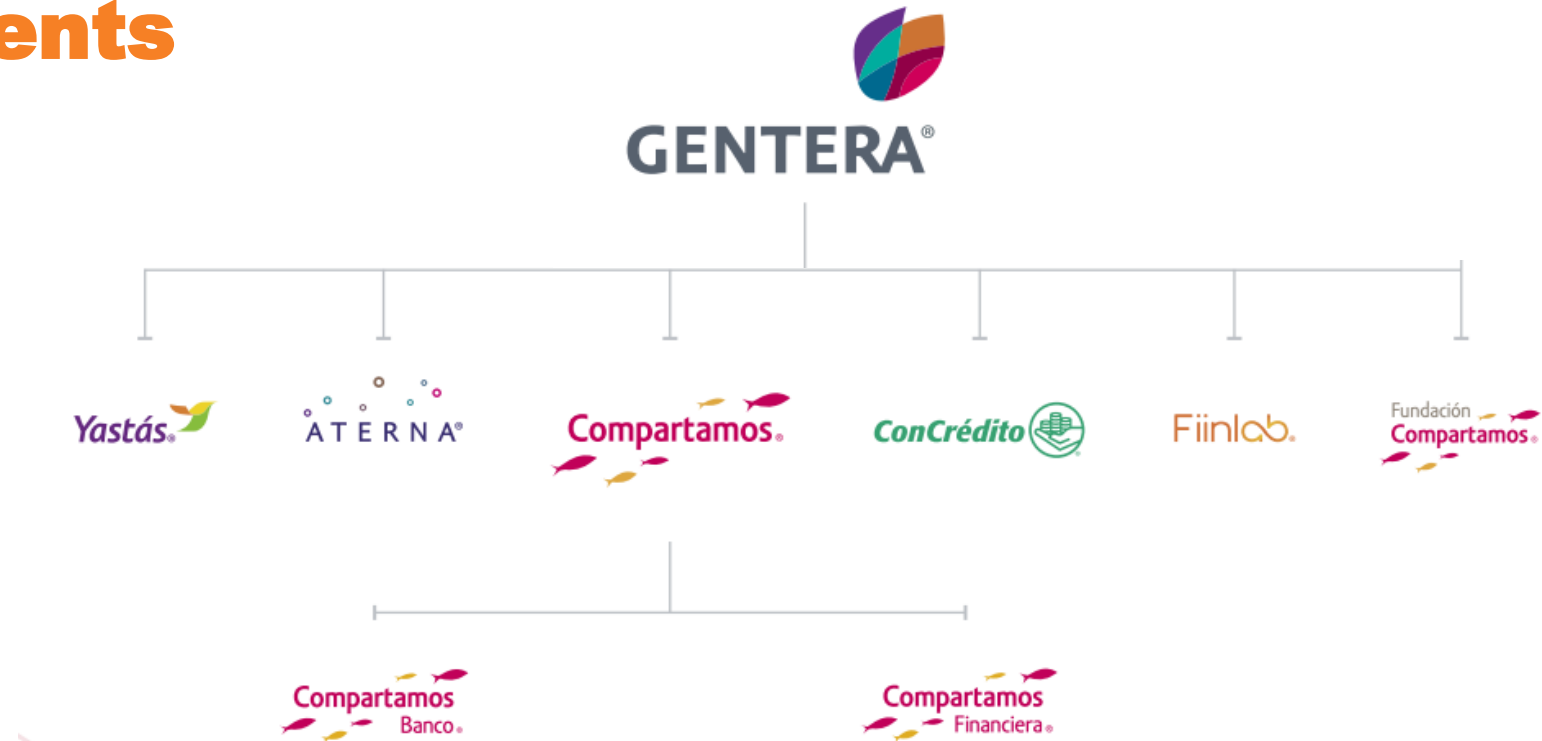
Endorser of:



PRINCIPLES FOR
RESPONSIBLE
BANKING

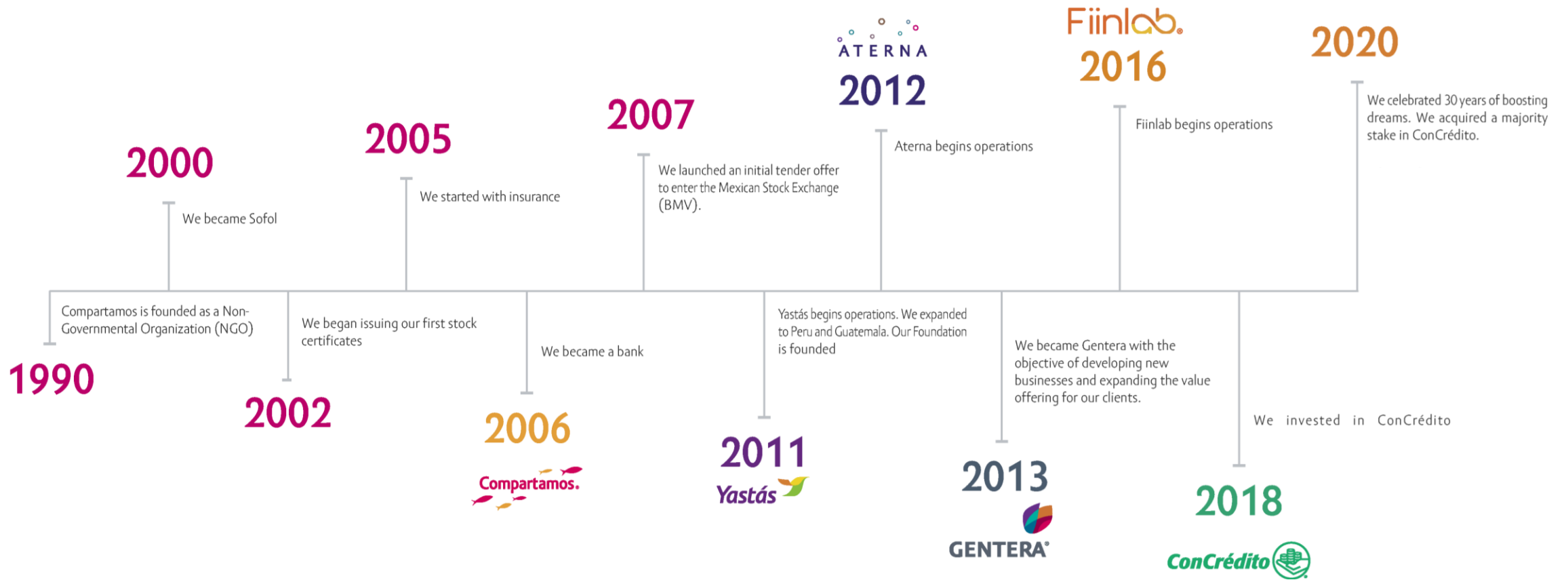
Compartamos Banco is signatory of the **Principles for Responsible Banking**, being the **first microfinance institution to be part of this initiative**.

Corporate structure with the purpose of serving more clients



- **Compartamos (Mexico-Peru):** Leader in financial solutions for the sub-served segment.
- **Yastás (Mexico):** Correspondent network manager.
- **Aterna (Mexico-Peru):** Leading agent in microinsurance.
- **Fiinlab:** Financial inclusion laboratory, meeting point with the entrepreneurial ecosystem.
- **Fundación Compartamos:** It seeks to generate social value in the communities where it operates through its axes of action: education, volunteering, donation and contingencies.
- **ConCrédito:** Mexican company that offers financial solutions through distributors (Entrepreneurs), which may grant loans to final users.

Our history, more than 31 years of evolution



4Q21* ———— +4.1 million users of financial services

*3.47 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 673 thousand final users.

Highlights 4Q21



Total Loan Portfolio reached the **largest figure in GENTERA's history** at Ps. 46,238 million, **+13.6%** compared 4Q20.



Net Income for full year 2021 reached **\$2,625 million** a solid Ps. 4,260 million net recovery compared to the previous year.



NPL for 4Q21 stood at **2.82%**, an improvement compared to 5.43% in the 4Q20.



Solid Capital Position

Gentera, Capital / Total Assets **35.3%**. Banco Compartamos reached an ICAP at **37.1%**.



In México, **Banco Compartamos**, reached a microcredit loan portfolio at **\$26,769 million pesos**, a **+21.2%** compared to 4Q20, reaching the largest portfolio in our history.



In **Peru**, the total loan portfolio reached **\$16,518 million pesos**. Solvency Ratio **18.1%**



Red Yastás at the end of 4Q21, registered ~6.4 million operations, a figure **+12.8%** larger than that registered in 4Q20.



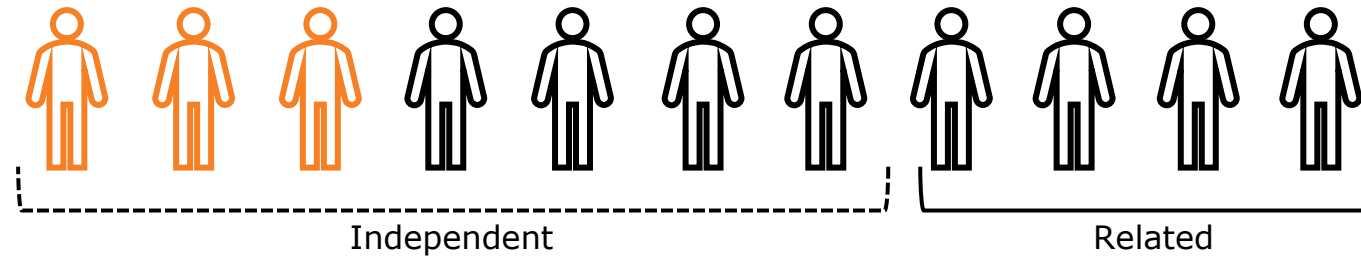
Aterna ended 4Q21 with more than **9.3 million** active insurance policies.



ConCrédito Loan Portfolio reached **\$2,952 million**, a **+31.3%** increase compared to 4Q20.

Best practices in Corporate Governance

11 members on the Board of Directors



3 out of 7
Independent Directors are Women

Códigos

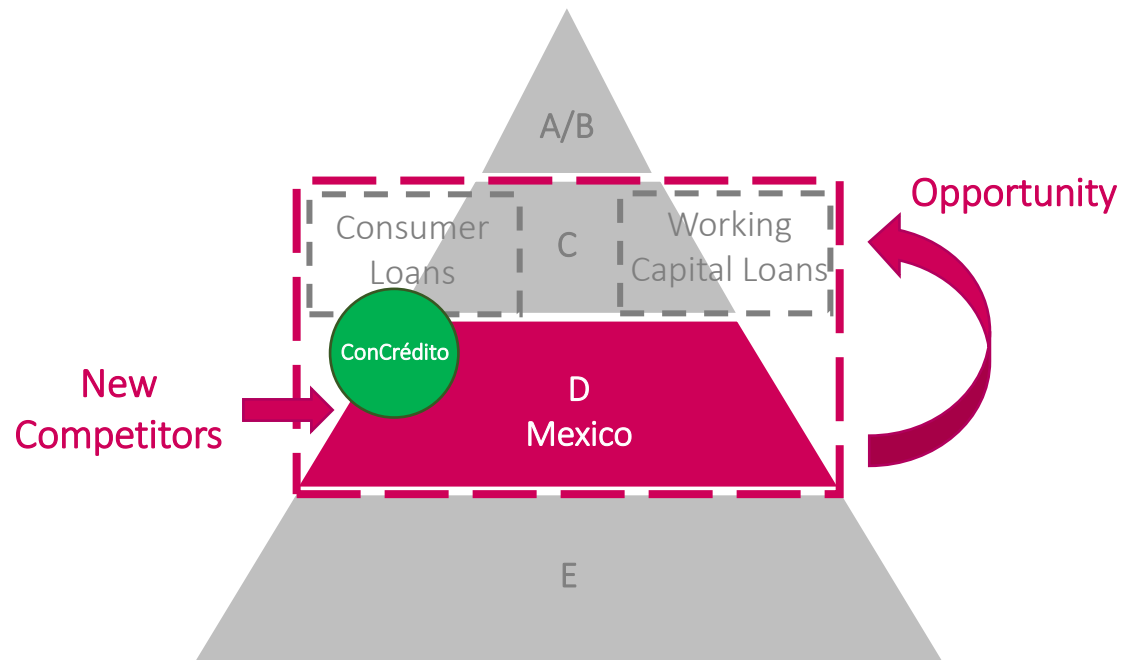
Code of Good Corporate Governance, which contains the regulations of the Board of Directors

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

Potential market for working capital loans

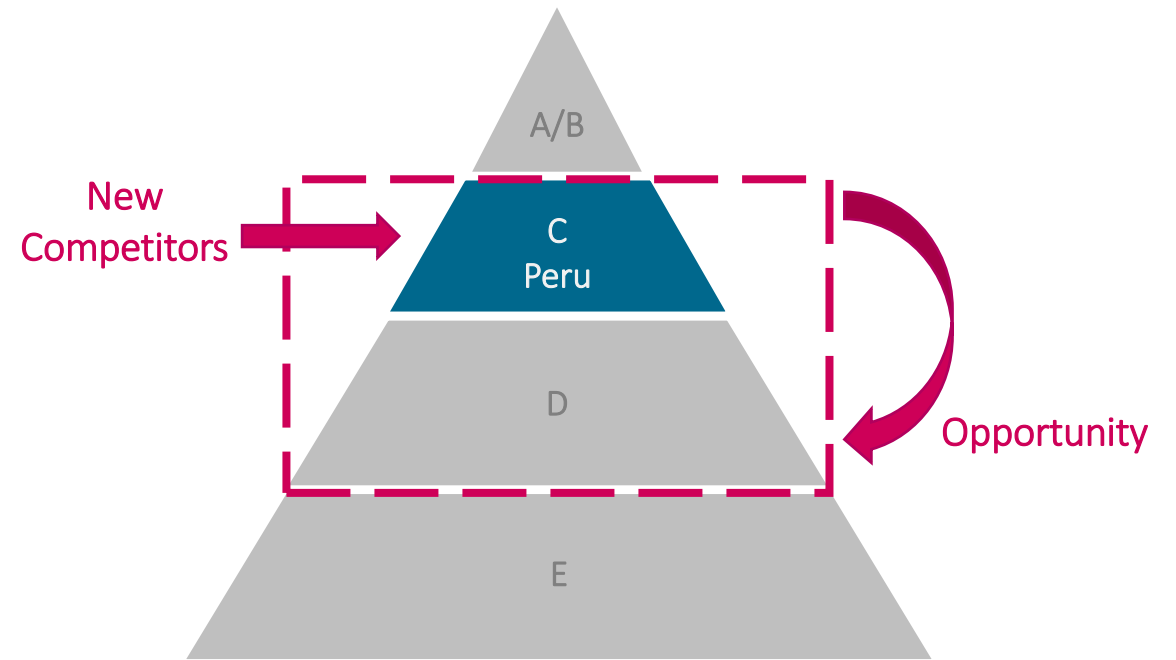
Mexico

Banco Compartamos - ConCrédito



Peru

Compartamos Financiera



Principal loans in Mexico

CM Crédito Mujer	
General Characteristics:	
<ul style="list-style-type: none"> • Group loan for working capital purposes • Groups of 10 to 50 women • Group guarantee 	
Loan size	Ps. 6,000 Ps. 70,000
Average Ticket	Ps. 9,049
Term	16 weeks
Contribution to loan portfolio	57.9%
Contribution to number of clients	68.5%
Life insurance / number of clients	92.9%

CCR Crédito Comerciante	
General Characteristics:	
<ul style="list-style-type: none"> • Group loan for working capital purposes • Group of 5 to 20 members (men and women) • Group guarantee 	
Loan size	Ps. 7,000 Ps. 60,000
Average Ticket	Ps. 7,540
Term	5 a 6 months
Contribution to loan portfolio	18.4%
Contribution to number of clients	26.2%
Life insurance / number of clients	88.7%

CI Crédito Individual	
General Characteristics:	
<ul style="list-style-type: none"> • Working capital loan. Fixed assets and investments • Mainly in urban areas • Personal guarantee • Have a salaried 	
Loan size	Ps. 20,000 Ps.200,000
Average Ticket	Ps. 28,203
Term	6 a 24 months
Contribution to loan portfolio	13.1%
Contribution to number of clients	5.0%
Life insurance / number of clients	88.5%

Group Loans

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 - Ps. 30,000 CCR: Ps. 8,000 - Ps. 30,000 CI: Ps. 5,000 - Ps. 50,000
Average Ticket	CM: Ps. 6,254 CCR: Ps. 6,236 CI: Ps. 4,452
Term	6 a 24 months
Contribution to loan portfolio	CM: 2.2% CCR: 0.6% CI: 0.01%

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).

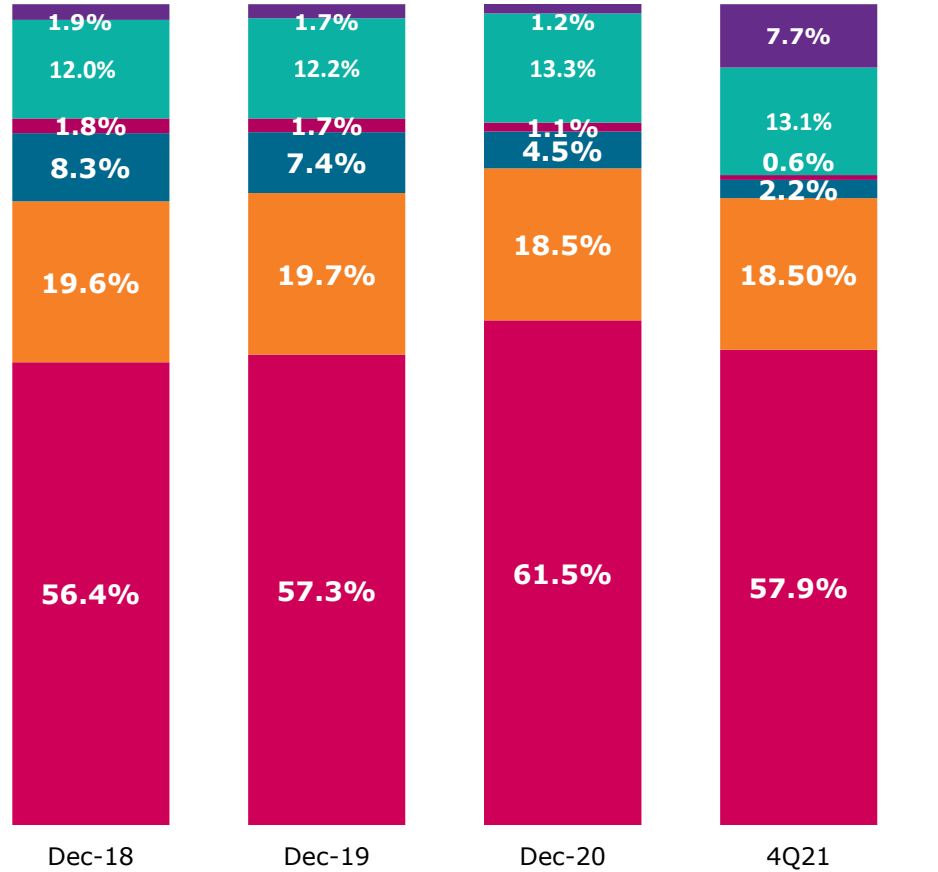
Loan size	Ps. 4,000 – Ps. 7,000
Average Ticket	CM: Ps. 1,974 CCR: Ps. 2,142
Term	4 a 5 months
Contribution to loan portfolio	CM: 0.1% CCR: 0.04%

Source: Compartamos Banco

Evolution of loans methodologies

(2018-4Q21)

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

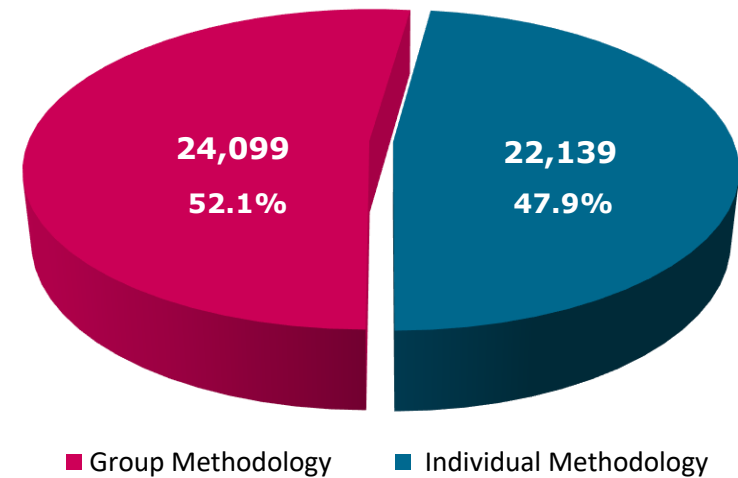


- C. Mujer
- C. Comerciante
- C. Crece y Mejora-CM
- C. Crece y Mejora-CCR
- C. Individual
- C. Other*

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

Genera Portfolio Distribution

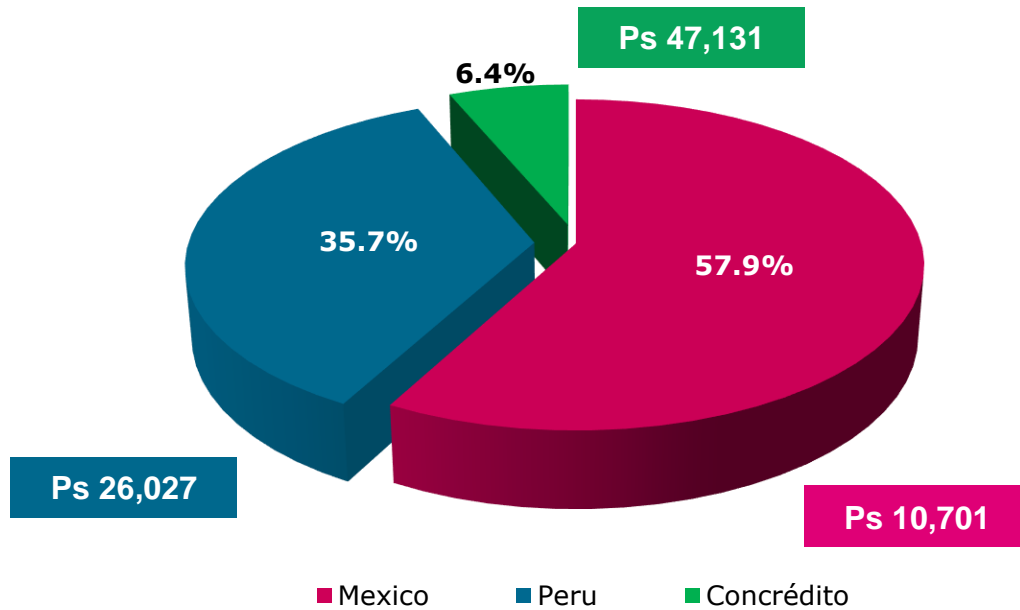
Mexico and Peru



89% of our clients are women

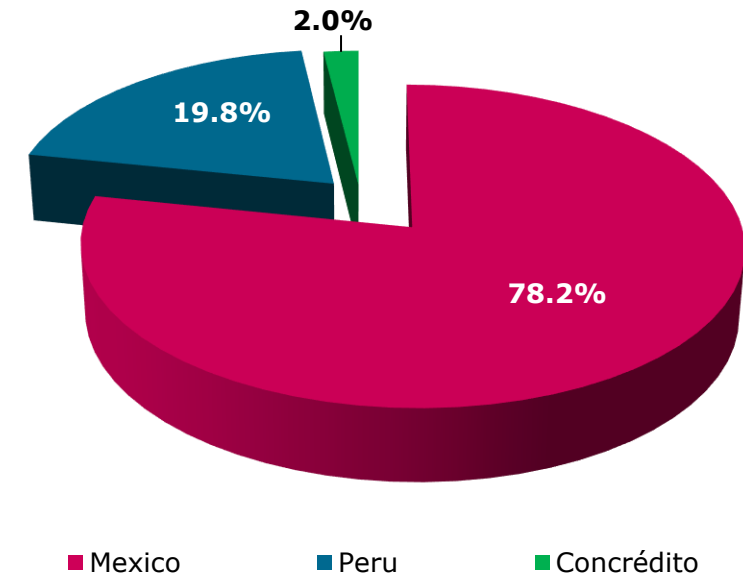
Distribution per subsidiary

% Total loan portfolio and average ticket



Credit Clients per subsidiary

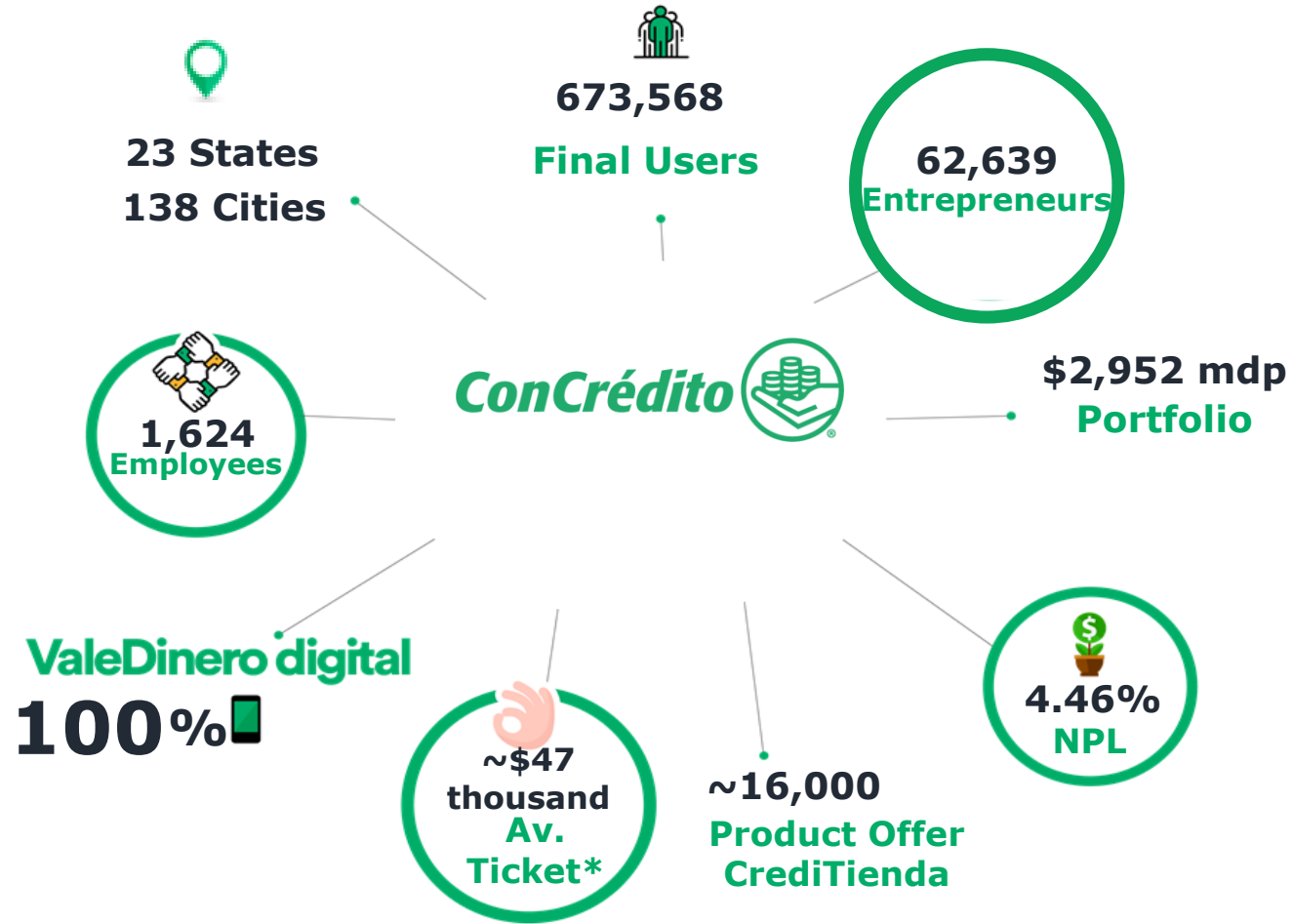
3,198,777 Credit Clients



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

ConCrédito

(Entidad Financiera que ofrece microcréditos a través de apps)



Active clients reached more than **62 thousand Distributors** a **46.0% growth** compared to 4Q20 .

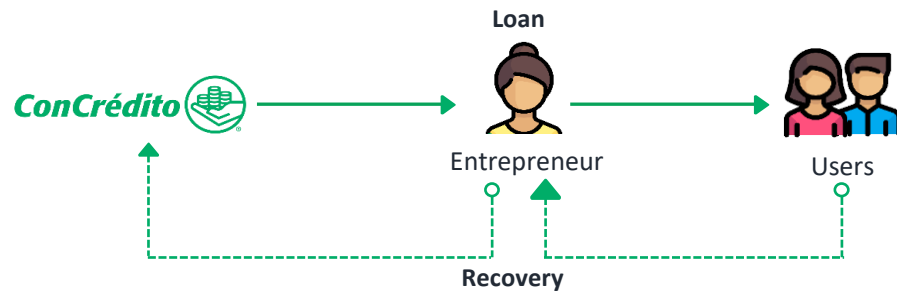
*Average Ticket. Figures are expressed in Mexican Pesos (million)

ConCrédito - Products

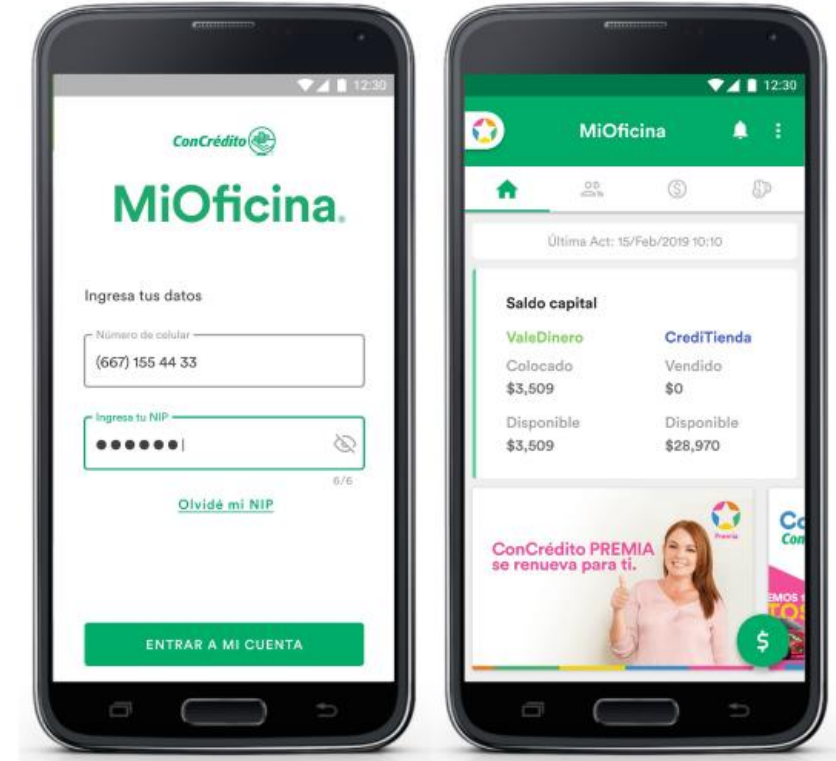
ValeDinero

(Main line of business)

- **Maturity:** 1 to 18 biweeks
- **Loan Size:** Ps. 500 to Ps. 8,000
- **Final Users Per Entrepreneur:** ~11
- **Av. Ticket Entrepreneurs:** Ps. 47,131*
- **Av. Ticket Final Users:** Ps. 4,056
- **Portfolio:** Ps. 2,741 million



*Average Ticket per Entrepreneur/Distributor.
 Figures are expressed in Mexican Pesos (million)



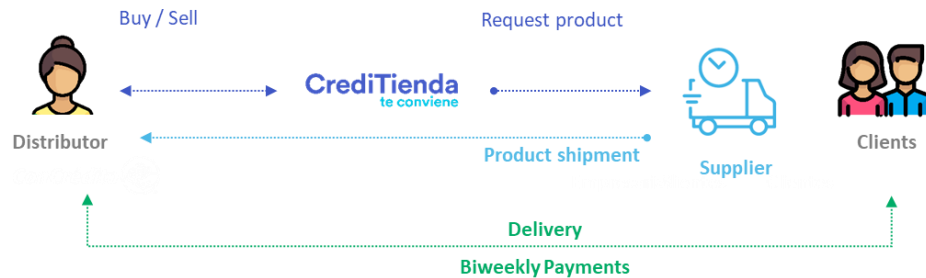
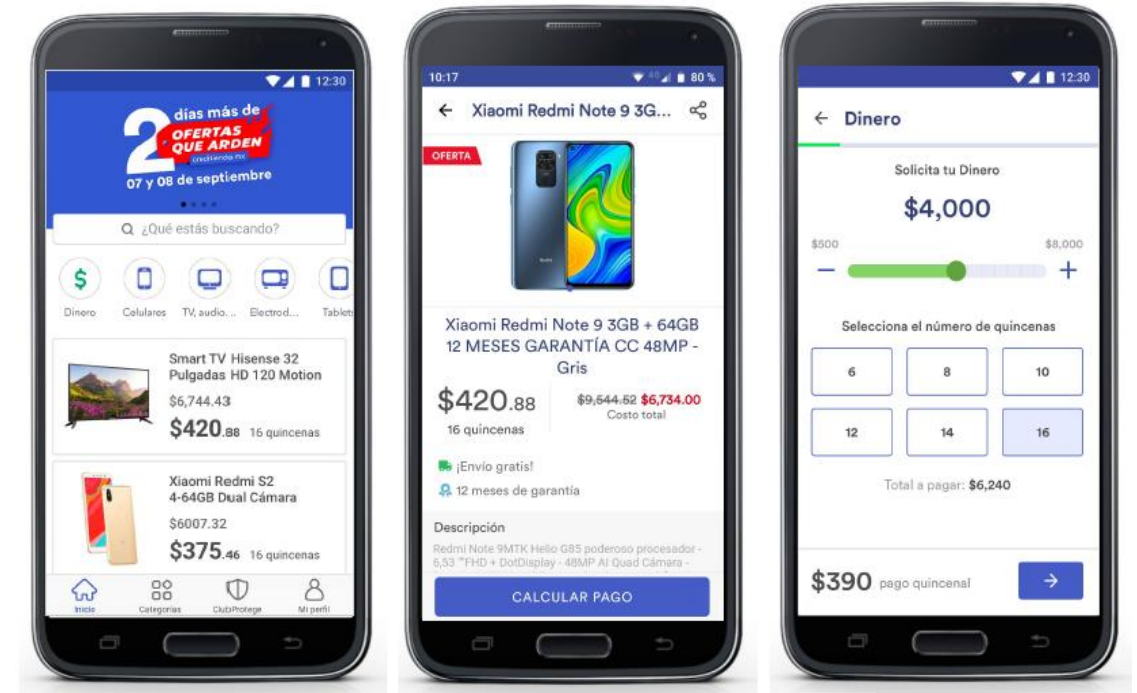
The Entrepreneur receives a credit line from ConCrédito to issue microcredits to authorized final users, and are responsible of the collection process, obtaining a bonus on the flow.

ConCrédito - Products

CrediTienda

(Offer products on credit through the CrediTienda app)

- **Beginning of Operations:** 2018
- **Maturity:** 6 to 16 biweeks
- **Apps Users:** 790,000
- **Product Offer:** ~16,000
- **Av. Ticket Final User:** Ps. 4,394
- **Portfolio:** Ps. 346 million**



The Entrepreneurs sell products on credit. Based on the quality of the portfolio and punctuality of payments, the Entrepreneur obtains a bonus on the flow, which represents between 15% and 16.5% of the collection.

**Portfolio CrediTienda is registered as an account receivable on balance sheet
Figures are expressed in Mexican Pesos (million)

Yastás

(correspondent network manager)



**+2,000
Payment Categories**

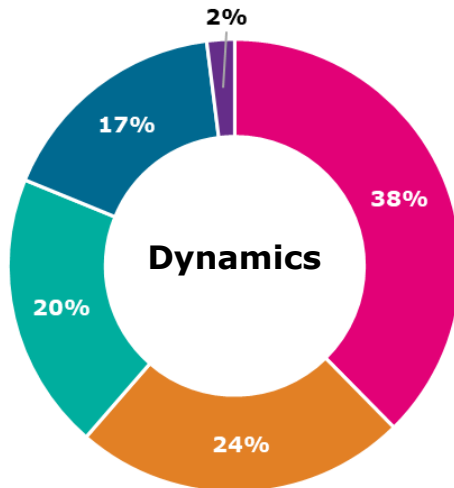


**32 Mexican
States**



**Operations 4Q21
6.4 millions
2.8 millions of
financial transactions.**

- Credit Payments
- Deposits
- Cash Withdrawal
- Credit Dispersion
- Other



**63.9 mdp
Accumulated
Net Income 2021**



YASTAS recorded a historic level of transactions in year 2021, reaching 24.1 million.

(*) Issuers for payment services: Aportación Afore, Axtel, Blim, Cablemas, CFE, Cinépolis, Dish, Infonavit, Izzi, Maxcom, Megacable, Nintendo, Pase Urbano (IAVE), PlayStation Store, Sky, Televia, Telmex, Totalplay, Vetv, Xbox Live Gold, Arabela, Avon, Fuller, Illusion, Jafra, Label, 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 illness, disease or accident.



Theft Insurance: Aterna protects clients against violent money theft.

Car Insurance: Protects the car of Banco Compartamos clients against theft or total loss either for the amount chosen by the client, without deductible, or for the commercial value, with deductible.

4Q21

 Active Policies	9.3 million
 Placed Policies	<ul style="list-style-type: none">• 4Q21 – 10.9 million• 2021 – 35.7 million
 Coverage	Mexico and Peru
 2021 Net Income	\$103 million pesos

ATERNA ended the quarter with **9.3 million active insurance policies** throughout its operations in Mexico and Peru, a **34.0% growth** compared to 4Q20.

Growth and profitability



Summary

Gentera S.A.B. de C.V.

Summary	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Clients ¹⁾	3,470,101	3,346,119	3,481,942	3.7%	-0.3%	3,470,101	3,346,119	3.7%
Portfolio*	46,238	40,689	40,416	13.6%	14.4%	46,238	40,689	13.6%
Net Income*	937	291	657	222.0%	42.6%	2,625	(1,635)	N/C
NPLs / Total Portfolio	2.82%	5.43%	3.03%	-2.61 pp	-0.21 pp	2.82%	5.43%	-2.61 pp
ROA	5.4%	1.6%	3.8%	3.8 pp	1.6 pp	3.8%	-2.4%	6.2 pp
ROE	15.4%	5.2%	11.2%	10.2 pp	4.2 pp	11.3%	-7.5%	18.8 pp
NIM	39.3%	29.0%	35.7%	10.3 pp	3.6 pp	35.5%	29.7%	5.8 pp
NIM after provisions	31.7%	25.2%	29.4%	6.5 pp	2.3 pp	28.8%	17.5%	11.3 pp
Efficiency Ratio	77.7%	91.3%	77.4%	-13.6 pp	0.3 pp	79.3%	122.7%	-43.4 pp
Operating Efficiency	23.1%	20.5%	21.8%	2.6 pp	1.3 pp	21.2%	20.1%	1.1 pp
Capital / Total Assets	35.3%	32.3%	35.3%	3.0 pp	0.0 pp	35.3%	32.3%	3.0 pp
Average Loan per Client	14,455	13,558	13,013	6.6%	11.1%	14,455	13,558	6.6%
Employees	20,211	22,372	20,485	-9.7%	-1.3%	20,211	22,372	-9.7%
Service Offices**	579	693	606	-16.5%	-4.5%	579	693	-16.5%
Branches	143	163	158	-12.3%	-9.5%	143	163	-12.3%

In 4Q21 GENTERA served more than 4.1 million people. 3.47 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 673 thousand final users.

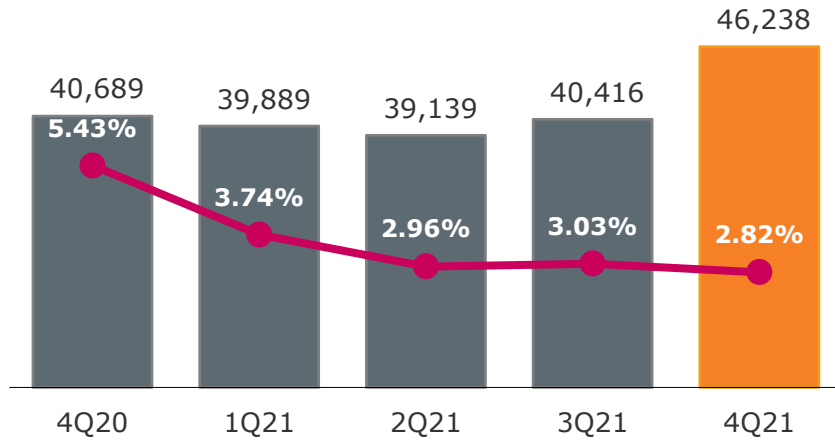
(1) 3,198,777 credit clients and 271,324 users from ConCrédito, savings, remittances and insurance products

* Portfolio and net income are expressed in million (Mexican Pesos)

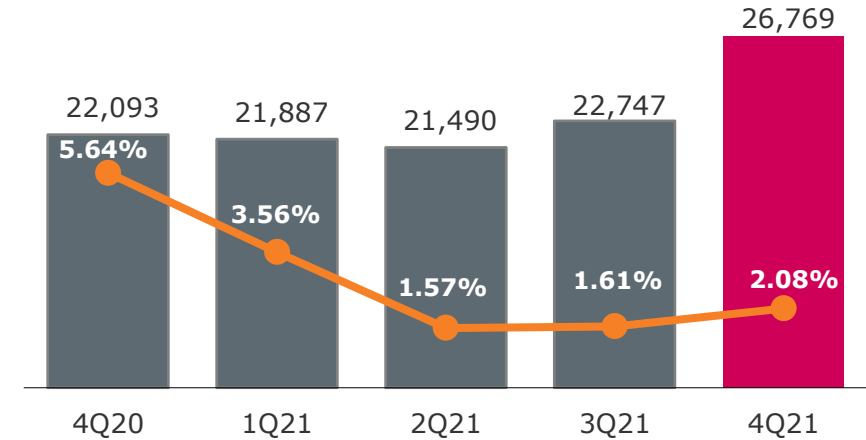
** 74 Branches are inside a Service Office (same location).

Total Portfolio – NPL %

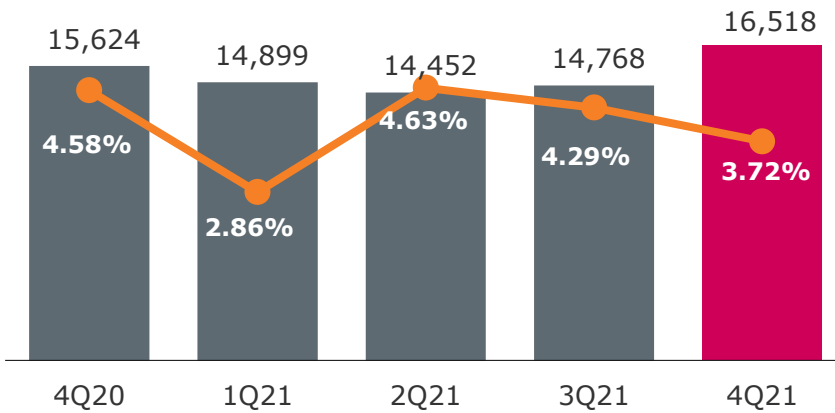
Genera



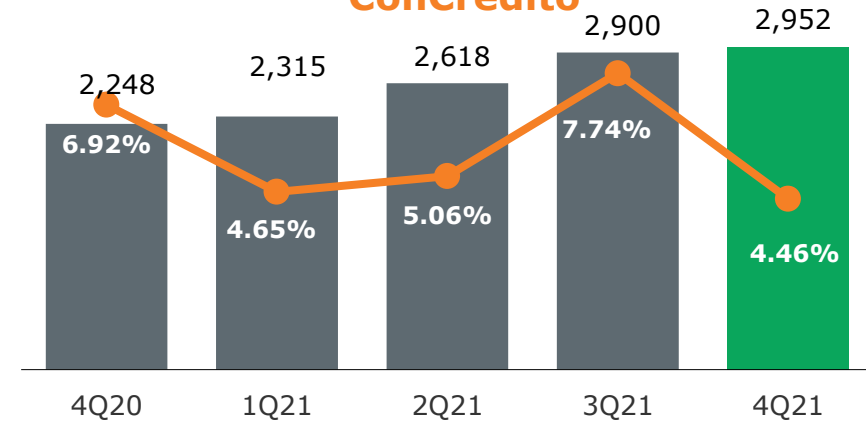
Mexico – Banco Compartamos



Peru



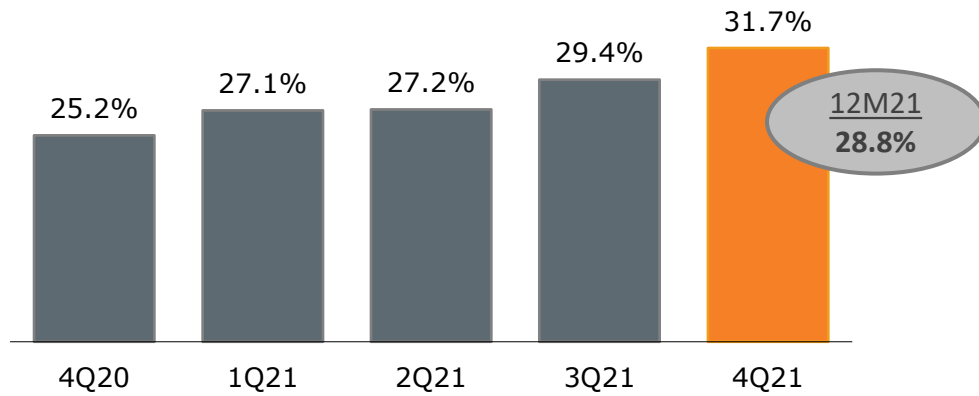
ConCrédito



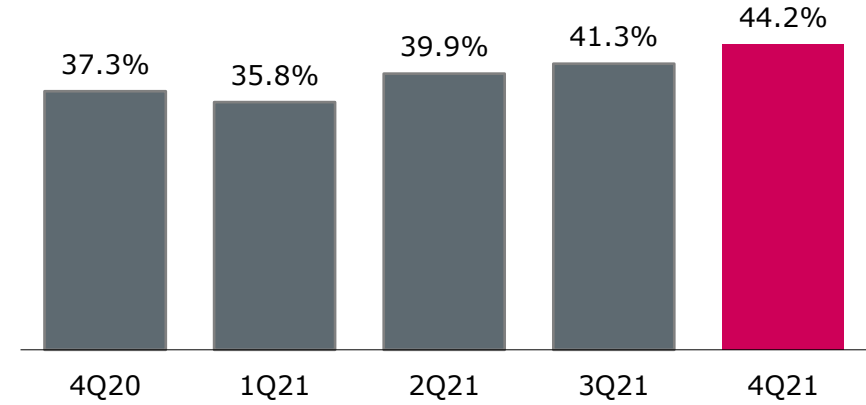
Total Loan Portfolio reached the **largest figure in GENTERA’s history** at Ps. 46,238 million, a **13.6% growth** compared to Ps. 40,689 million in 4Q20.

NIM (%) after provisions

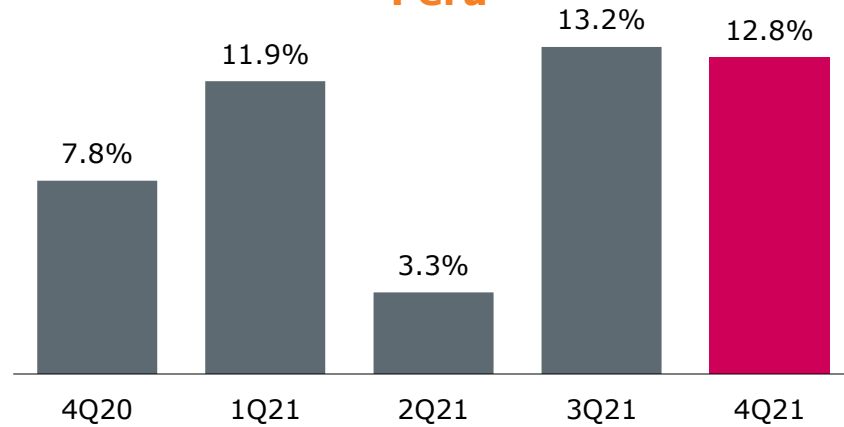
Genera



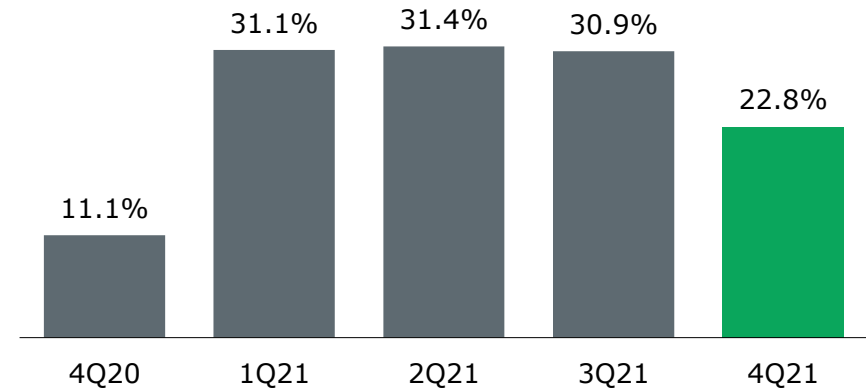
Mexico – Banco Compartamos



Peru



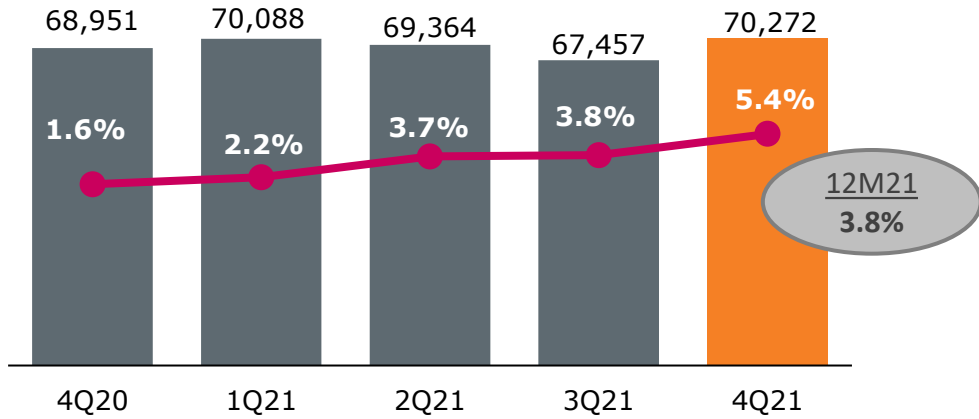
ConCrédito



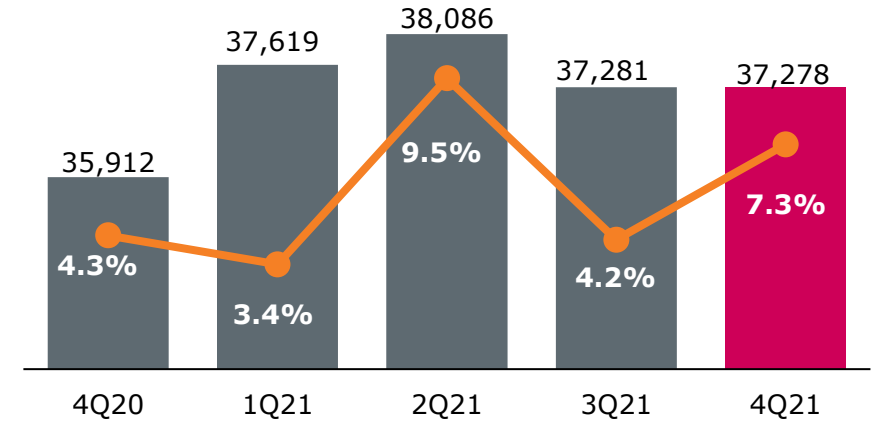
NIM after provisions stood at **31.7%** in 4Q21, an **increase** compared to **25.2%** in 4Q20, marking **solid improvements quarter over quarter**.

Equity - ROAA

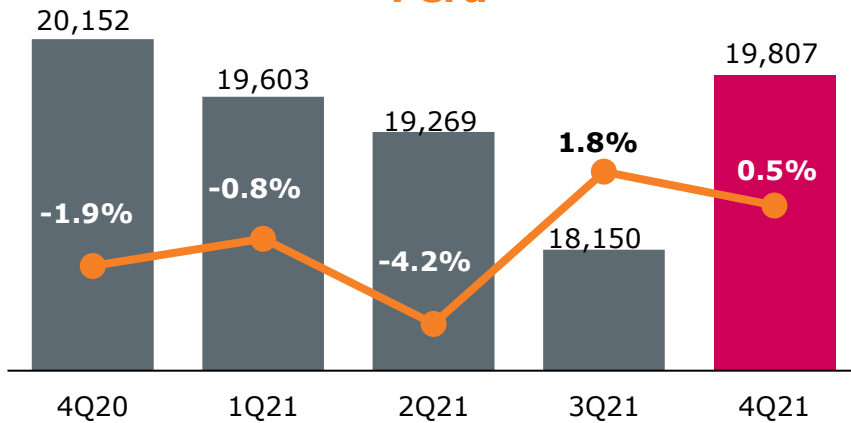
Genera



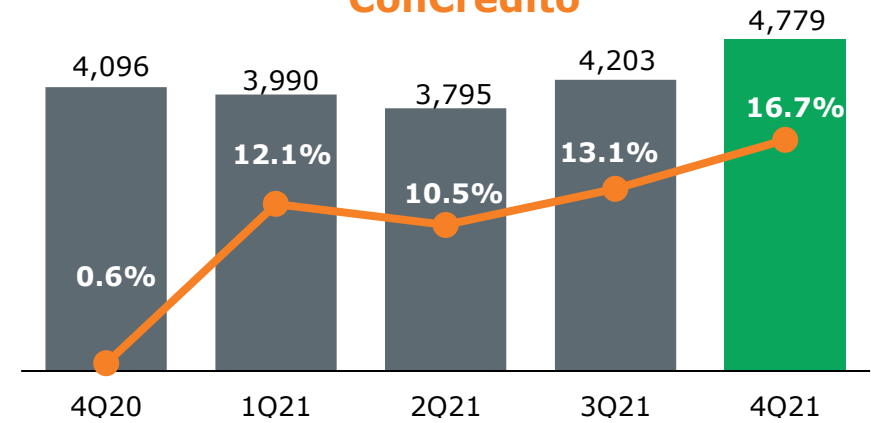
Mexico – Banco Compartamos



Peru



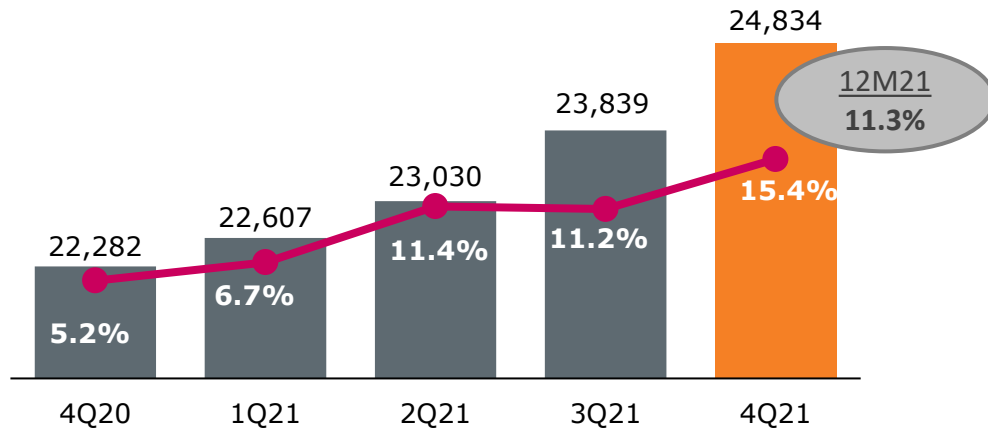
ConCrédito



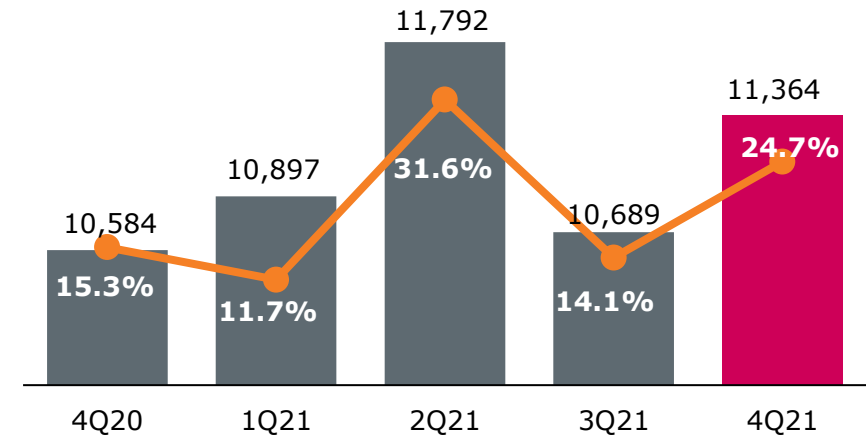
ROA reached **5.4%**, a solid **improvement** compared to a **1.6%** ROA in 4Q20.

Assets - ROAE

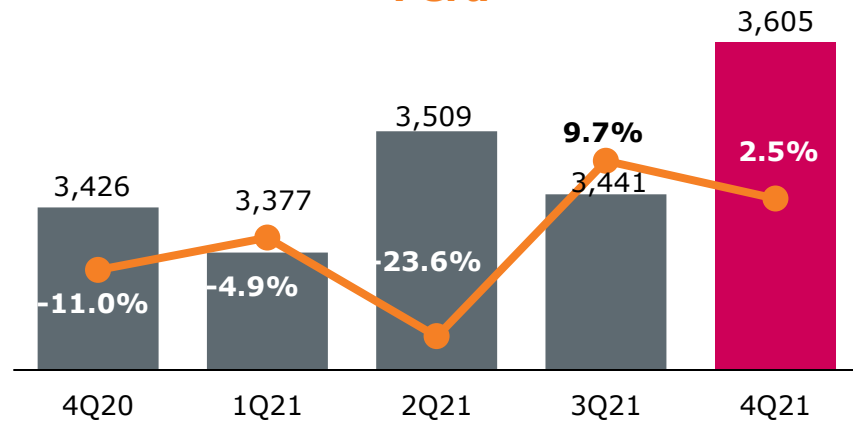
Genera



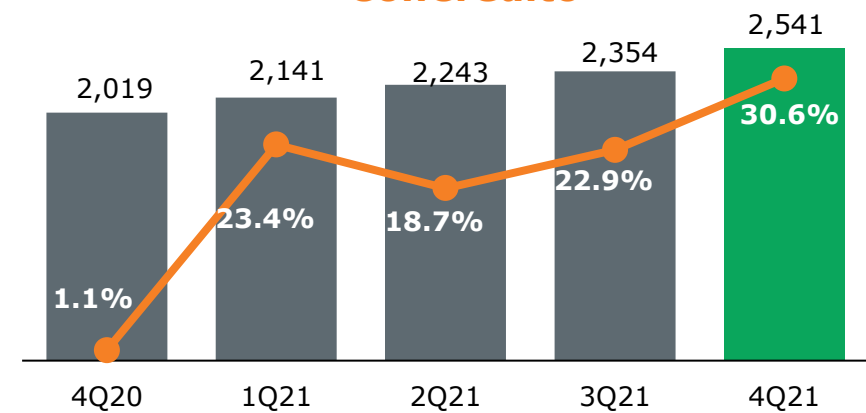
Mexico – Banco Compartamos



Peru



ConCrédito



ROE stood at **15.4%**, a strong **improvement** compared to **5.2%** ROE in 4Q20.



Financial Information

4Q21

Balance Sheet

	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21
Cash and other investments	13,850	18,481	16,962	-25.1%	-18.3%
Derivatives	13	0	0	N/C	N/C
Total performing loans	44,935	38,480	39,192	16.8%	14.7%
Non-performing loans	1,303	2,209	1,224	-41.0%	6.5%
Total loan portfolio	46,238	40,689	40,416	13.6%	14.4%
Allowance for loan losses	3,473	4,178	3,288	-16.9%	5.6%
Loan portfolio, net	42,765	36,511	37,128	17.1%	15.2%
Other accounts receivable	3,187	2,980	3,149	6.9%	1.2%
Fixed assets	717	870	742	-17.6%	-3.4%
Permanent investment	113	94	116	20.2%	-2.6%
Long-lived assets available for sale	347	0	277	N/C	25.3%
Other assets	4,283	4,963	4,112	-13.7%	4.2%
Goodwill	4,997	5,052	4,971	-1.1%	0.5%
Total assets	70,272	68,951	67,457	1.9%	4.2%
Clients deposits	5,488	4,360	5,469	25.9%	0.3%
Deposits	9,663	10,374	8,658	-6.9%	11.6%
Long term debt issuance	11,283	8,794	8,833	28.3%	27.7%
Interbank loans	12,674	17,790	15,042	-28.8%	-15.7%
Securitization transactions	1,404	1,217	795	15.4%	76.6%
Other accounts payable	4,926	4,134	4,821	19.2%	2.2%
Total liabilities	45,438	46,669	43,618	-2.6%	4.2%
Capital stock	4,764	4,764	4,764	0.0%	0.0%
Capital reserves	1,845	1,845	1,845	0.0%	0.0%
Retained earnings	11,743	13,335	11,742	-11.9%	0.0%
Other capital accounts	535	531	446	0.8%	20.0%
Net income for the year	2,347	(1,592)	1,504	N/C	56.1%
Participation from controlling company	21,234	18,883	20,301	12.5%	4.6%
Participation from non-controlling company	3,600	3,399	3,538	5.9%	1.8%
Total stockholders' equity	24,834	22,282	23,839	11.5%	4.2%
Total liabilities and stockholders' equity	70,272	68,951	67,457	1.9%	4.2%

* Figures expressed in Mexican pesos (millions)

Income Statement

	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Interest income	6,124	4,900	5,571	25.0%	9.9%	22,443	19,352	16.0%
Interest expense	476	585	470	-18.6%	1.3%	1,965	2,302	-14.6%
Net Interest Income	5,648	4,315	5,101	30.9%	10.7%	20,478	17,050	20.1%
Provisions for loan losses	1,093	555	909	96.9%	20.2%	3,882	6,980	-44.4%
Net interest income after provisions	4,555	3,760	4,192	21.1%	8.7%	16,596	10,070	64.8%
Commissions and fee income	453	275	370	64.7%	22.4%	1,579	1,083	45.8%
Commissions and fee expense	145	172	137	-15.7%	5.8%	552	603	-8.5%
Trading gains (losses)	1	(17)	6	N/C	-83.3%	10	9	11.1%
Other operating income (expense)	257	118	387	117.8%	-33.6%	857	376	127.9%
Operating Expenses	3,981	3,621	3,729	9.9%	6.8%	14,659	13,417	9.3%
Net operating income	1,140	343	1,089	232.4%	4.7%	3,831	-2,482	N/C
Participation in net income from non consolidated and associated subsidiaries	(6)	(10)	(5)	-40.0%	20.0%	(17)	79	N/C
Total income before income tax	1,134	333	1,084	240.5%	4.6%	3,814	-2,403	N/C
Income tax	266	42	174	533.3%	52.9%	1,005	-709	N/C
Current	370	(124)	89	N/C	315.7%	591	313	88.8%
Deferred	(104)	166	85	N/C	N/C	414	-1,022	N/C
Net discontinued operations	868	291	910	198.3%	-4.6%	2,809	-1,694	N/C
Discontinued operations	69	0	(253)	N/C	N/C	(184)	59	N/C
Net income	937	291	657	222.0%	42.6%	2,625	-1,635	N/C
Participation (in net income) from controlling company	843	288	590	192.7%	42.9%	2,347	-1,592	N/C
Participation (in net income) from non-controlling company	94	3	67	N/C	40.3%	278	-43	N/C

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	4Q21				4Q20				3Q21			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	15,504	233	1.50%	100	13,583	619	4.56%	1,169	13,068	125	0.96%	103
C. Comerciante	4,931	174	3.50%	85	4,082	340	8.34%	708	4,516	111	2.45%	85
Group Methodology	20,435	407	1.99%	185	17,665	959	5.43%	1,877	17,584	236	1.35%	188
C. Individual	3,520	111	3.16%	72	2,940	160	5.43%	242	3,150	104	3.29%	88
C. CA (de CM y CCR)	32	5	17.75%	3	250	11	4.54%	35	163	4	2.25%	2
C. CCM(de CM, CCR y CI)	754	35	4.63%	16	1,234	117	9.42%	236	1,421	21	1.51%	19
C. CA Plus	2,028	0	0.01%	1	0	0	0.00%	0	429	0	0.00%	0
C. Otros (CGD)	0	0	0.00%	0	4	0	5.26%	2	0	0	0.36%	0
Individual Methodology	6,334	151	3.52%	92	4,428	288	6.50%	515	5,163	129	2.72%	109
Banco Compartamos	26,769	558	2.08%	277	22,093	1,247	5.64%	2,392	22,747	365	1.61%	297
C.Mujer	4,199	56	1.33%	73	3,752	341	9.09%	116	3,221	108	3.37%	179
Group Methodology Peru	4,199	56	1.33%	73	3,752	341	9.09%	116	3,221	108	3.37%	179
Comercial	7,219	347	4.80%	337	7,721	231	2.99%	129	7,826	320	4.09%	182
Microempresa	3,898	183	4.69%	110	3,316	117	3.54%	71	2,743	184	6.71%	63
Consumo	1,202	29	2.39%	37	835	27	3.20%	18	977	22	2.18%	26
Individual Methodology Peru	12,319	558	4.53%	483	11,872	375	3.16%	218	11,547	526	4.55%	271
Compartamos Financiera	16,518	614	3.72%	556	15,624	716	4.58%	335	14,768	634	4.29%	450
C. Mujer	-	-	-	-	724	91	12.59%	37	0	0.0	0.00%	0
Group Methodology Guatemala	-	-	-	-	724	91	12.59%	37	0	0.0	0.00%	0
Compartamos Guatemala S.A.	-	-	-	-	724	91	12.59%	37	0	0.0	0.00%	0
Individual Methodology ConCrédito	2,952	132	4.46%	175	2,248	156	6.92%	106	2,900	225	7.74%	92
ConCrédito	2,952	132	4.46%	175	2,248	156	6.92%	106	2,900	225	7.74%	92
Total	46,238	1,303	2.82%	1,008	40,689	2,209	5.43%	2,870	40,416	1,224	3.03%	839

Note: ConCrédito started to be consolidated in GENTERA's figures in 3Q20 and Compartamos Guatemala Guatemala is not considered in GENTERA's figures as of 3Q21 and 4Q21 but is considered in 4Q20..

* Figures expressed in Mexican pesos (millions)

Summary

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

	National Scale	Global Scale	Perspective
Fitch Ratings	'AA(mex) / F1+(mex)'	BB+ / B	Stable
Standard & Poor's	'mxA / mxA-1+'	BB+ / B'	Negative

Summary	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Clients	2,501,493	2,175,142	2,426,777	15.0%	3.1%	2,501,493	2,175,142	15.0%
Portfolio*	26,769	22,093	22,747	21.2%	17.7%	26,769	22,093	21.2%
Net Income	681	396	396	72.0%	72.0%	2,285	-1,344	N/C
NPLs / Total Portfolio	2.08%	5.64%	1.61%	-3.56 pp	0.47 pp	2.08%	5.64%	-3.56 pp
ROA	7.3%	4.3%	4.2%	3.00 pp	3.10 pp	6.1%	-3.8%	9.90 pp
ROE	24.7%	15.3%	14.1%	9.4 pp	10.6 pp	20.7%	-11.8%	32.5 pp
NIM	50.6%	36.1%	46.8%	14.5 pp	3.8 pp	44.9%	38.1%	6.8 pp
NIM ap	44.2%	37.3%	41.3%	6.9 pp	2.9 pp	40.5%	23.2%	17.3 pp
Efficiency Ratio	79.8%	84.5%	86.3%	-4.7 pp	-6.5 pp	79.4%	126.0%	-46.6 pp
Operating Efficiency	33.3%	29.1%	33.2%	4.2 pp	0.1 pp	30.4%	28.0%	2.4 pp
ICAP	37.1%	31.4%	34.1%	5.7 pp	3.0 pp	37.1%	31.4%	5.7 pp
Capital / Total Assets	30.5%	29.5%	28.7%	1.0 pp	1.8 pp	30.5%	29.5%	1.0 pp
Average Loan (Ps.)	10,701	10,157	9,373	5.4%	14.2%	10,701	10,157	5.4%
Employees	13,574	14,438	13,717	-6.0%	-1.0%	13,574	14,438	-6.0%
Service Offices**	474	543	500	-12.7%	-5.2%	474	543	-12.7%
Branches	143	163	158	-12.3%	-9.5%	143	163	-12.3%

*Portfolio and Net Income are expressed in millions of Mexican pesos.

** Some of the Service offices transformed into Branches. 74 Branches are within a Service Office (same location).

Balance Sheet

	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21
Cash and other investments	7,116	10,486	10,351	-32.1%	-31.3%
Related parties	910	1,060	910	-14.2%	0.0%
Total performing loans	26,211	20,846	22,382	25.7%	17.1%
Non-performing loans	558	1,247	365	-55.3%	52.9%
Total loan portfolio	27,679	23,153	23,657	19.5%	17.0%
Allowance for loan losses	1,571	2,181	1,304	-28.0%	20.5%
Loan portfolio, net	26,108	20,972	22,353	24.5%	16.8%
Other accounts receivable	2,081	1,869	2,677	11.3%	-22.3%
Fixed assets	173	231	197	-25.1%	-12.2%
Other assets	1,800	2,354	1,703	-23.5%	5.7%
Total assets	37,278	35,912	37,281	3.8%	0.0%
Clients' Deposits	3,121	2,751	3,214	13.4%	-2.9%
Deposits	16	16	16	0.0%	0.0%
Long term debt issuance	10,922	8,408	8,480	29.9%	28.8%
Interbank loans	9,364	13,218	12,046	-29.2%	-22.3%
Other accounts payable	2,491	935	2,836	166.4%	-12.2%
Total liabilities	25,914	25,328	26,592	2.3%	-2.5%
Capital stock	652	634	652	2.8%	0.0%
Capital reserves	600	582	600	3.1%	0.0%
Retained earnings	7,836	10,716	7,836	-26.9%	0.0%
Remeasurements for employees benefit	(9)	(4)	(3)	125.0%	200.0%
Net income for the year	2,285	(1,344)	1,604	N/C	42.5%
Total stockholders' equity	11,364	10,584	10,689	7.4%	6.3%
Total liabilities and stockholders' equity	37,278	35,912	37,281	3.8%	0.0%

* Figures expressed in Mexican pesos (millions)

Income Statement

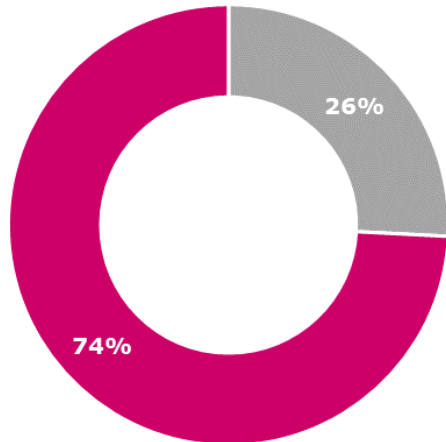
	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Interest income	4,622	3,403	4,335	35.8%	6.6%	16,506	14,215	16.1%
Interest expense	332	348	333	-4.6%	-0.3%	1,319	1,415	-6.8%
Net Interest Income	4,290	3,055	4,002	40.4%	7.2%	15,187	12,800	18.6%
Provisions for loan losses	543	(102)	470	-632.4%	15.5%	1,503	4,991	-69.9%
Net interest income after provisions	3,747	3,157	3,532	18.7%	6.1%	13,684	7,809	75.2%
Commissions and fee income	265	170	239	55.9%	10.9%	952	665	43.2%
Commissions and fee expense	170	183	156	-7.1%	9.0%	624	676	-7.7%
Trading gains (losses)	1	(18)	6	N/C	-83.3%	10	9	11.1%
Other operating income (expense)	44	5	2	780.0%	N/C	242	140	72.9%
Operating Expenses	3,101	2,647	3,126	17.2%	-0.8%	11,329	10,017	13.1%
Net operating income	786	484	497	62.4%	58.1%	2,935	(2,070)	N/C
Total income before income tax	786	484	497	62.4%	58.1%	2,935	(2,070)	N/C
Income tax	105	88	101	19.3%	4.0%	650	(726)	N/C
Current	252	(128)	0	N/C	N/C	252	0	N/C
Deferred	(147)	216	101	N/C	N/C	398	(726)	N/C
Net income	681	396	396	72.0%	72.0%	2,285	(1,344)	N/C

* Figures expressed in Mexican pesos (millions)

Funding structure

Debt profile excluding clients deposits

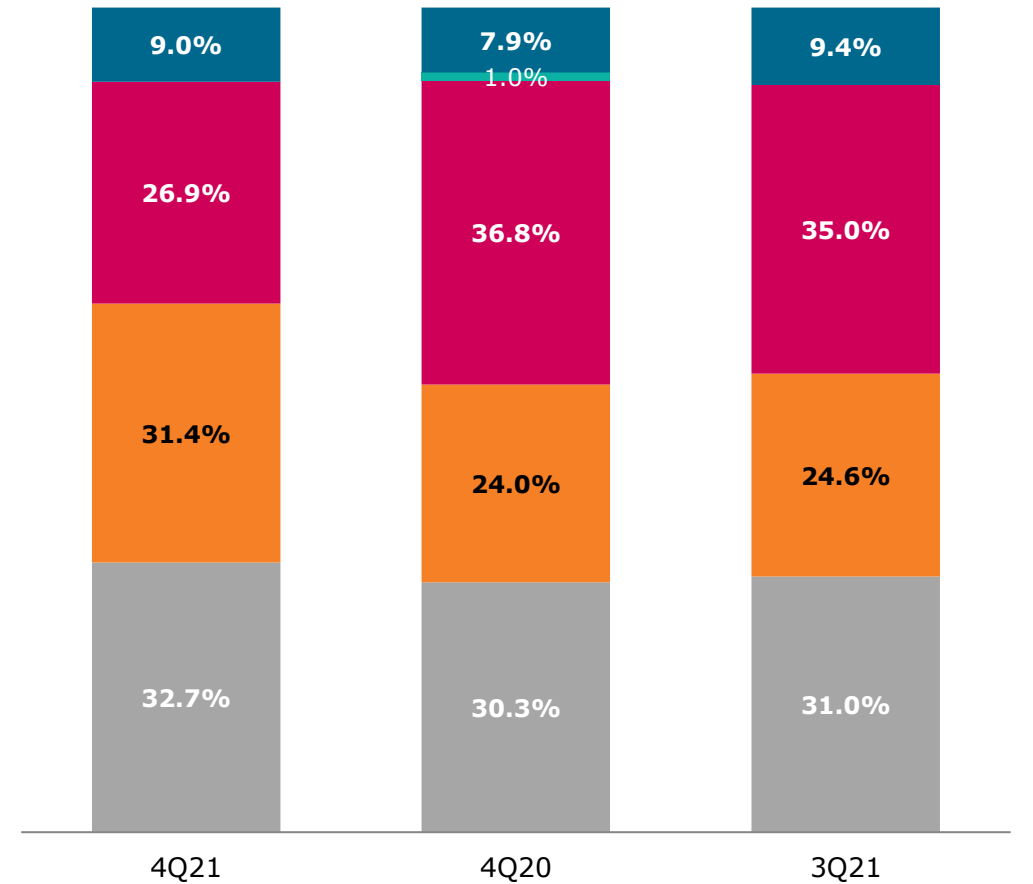
Year	Maturity	%
2022	2,500	12%
2023	5,993	30%
2024	5,180	26%
2025	5,333	26%
2026	1,216	6%
Total	20,222	100%



■ Fixed Rate ■ Variable Rate

88% of Banco Compartamos liabilities are Long-Term

5.6%: Cost of Funds 4Q21



■ Capital ■ LT Debt ■ Development Bank ■ Commercial Bank ■ Deposits

Allowance for loan losses

	4Q21			4Q20			3Q21		
Risk	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.2%	17,029	204	1.2%	15,484	190	1.2%	14,474	175
A-2	2.0%	1,810	35	1.9%	1,841	35	2.0%	1,751	35
B-1	3.9%	1,052	41	3.4%	98	3	3.6%	258	9
B-2	4.1%	1,465	61	4.1%	1,464	60	4.1%	1,584	65
B-3	5.6%	569	32	5.5%	430	24	5.6%	518	29
C-1	7.2%	2,582	185	7.1%	1,327	95	7.2%	2,172	156
C-2	10.8%	1,517	164	10.9%	669	73	10.8%	1,432	155
D	22.5%	598	135	21.7%	285	62	22.2%	664	148
E	67.4%	1,057	713	75.7%	1,554	1176	65.7%	807	530
Total		27,679	1,570		23,153	1,718		23,658	1,303
Coverage Ratio¹			281.7%			174.8%			357.1%

¹ Allowance for loan losses / Non-performing loans

² Figure as of 4Q20 doesn't consider additional reserve for contingency

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)

	Rating	Perspective
Apoyo & Asociados	A-	Stable
Class & Asociados	A-	Stable

Summary	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Clients	634,645	677,678	617,705	-6.4%	2.7%	634,645	677,678	-6.4%
Portfolio *	16,518	15,624	14,768	5.7%	11.9%	16,518	15,624	5.7%
Net Income *	22	(103)	84	N/C	-73.6%	(139)	(277)	-50.1%
NPLs / Total Portfolio	3.72%	4.58%	4.29%	-0.86 pp	-0.57 pp	3.72%	4.58%	-0.86 pp
ROA	0.5%	-1.9%	1.8%	2.40 pp	-1.30 pp	-0.7%	-1.3%	0.60 pp
ROE	2.5%	-11.0%	9.7%	13.5 pp	-7.2 pp	-4.0%	-7.2%	3.2 pp
NIM	19.9%	16.7%	20.2%	3.2 pp	-0.3 pp	19.6%	16.6%	3.0 pp
NIM after provisions	12.8%	7.8%	13.2%	5.0 pp	-0.4 pp	10.2%	9.8%	0.4 pp
Efficiency Ratio	86.8%	158.1%	83.4%	-71.3 pp	3.4 pp	106.3%	124.0%	-17.7 pp
Capital / Total Assets	18.1%	17.0%	18.8%	1.1 pp	-0.7 pp	18.1%	17.0%	1.1 pp
Average Loan (Ps.)	26,027	23,055	23,907	12.9%	8.9%	26,027	23,055	12.9%
Employees	4,779	5,352	4,886	-10.7%	-2.2%	4,779	5,352	-10.7%
Service Offices	105	108	106	-2.8%	-0.9%	105	108	-2.8%

Group loans represented **25.4%** of the portfolio, and **68.6%** of the customers served in Peru.

*Peru figures are reported under Mexican GAAP.

*Portfolio and Net Income are expressed in Mexican pesos (millions) with their corresponding FX for the quarter.

Balance Sheet



	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21
Cash and other investments	3,431.4	4,673.8	3,682.9	-26.6%	-6.8%
Total performing loans	15,904.0	14,907.6	14,133.7	6.7%	12.5%
Non-performing loans	614.0	716.3	633.9	-14.3%	-3.1%
Total loan portfolio	16,518.0	15,623.8	14,767.6	5.7%	11.9%
Allowance for loan losses	1,496.2	1,601.7	1,642.1	-6.6%	-8.9%
Loan portfolio, net	15,021.8	14,022.2	13,125.5	7.1%	14.4%
Other accounts receivable	381.1	404.3	366.5	-5.7%	4.0%
Fixed assets	347.0	350.5	341.5	-1.0%	1.6%
Other assets	626.0	701.1	633.3	-10.7%	-1.1%
Total assets	19,807.3	20,151.9	18,149.7	-1.7%	9.1%
Deposits	12,028.2	11,982.8	10,911.9	0.4%	10.2%
Long term debt issuance	361.9	386.1	353.6	-6.3%	2.3%
Interbank loans	3,009.2	3,578.5	2,501.4	-15.9%	20.3%
Repos	327.2	258.0	345.3	26.8%	-5.2%
Other accounts payable	475.8	520.0	596.8	-8.5%	-20.3%
Total liabilities	16,202.3	16,725.4	14,709.0	-3.1%	10.2%
Capital stock	2,604.2	3,241.0	2,571.5	-19.6%	1.3%
Capital reserves	706.7	211.9	707.0	233.6%	0.0%
Foreign exchange effect	(27.8)	222.2	(188.1)	N/C	-85.2%
Retained earnings	426.8	28.8	477.5	N/C	-10.6%
Net income for the year	(125.4)	(277.4)	(151.0)	-54.8%	-17.0%
Participation (in net income) from controlling company	3,584.6	3,426.5	3,416.8	4.6%	4.9%
Participation (in net income) from non-controlling company	20.4	0.0	23.9	N/C	-14.4%
Total stockholders' equity	3,605.0	3,426.5	3,440.7	5.2%	4.8%
Total liabilities and stockholders' equity	19,807.3	20,151.9	18,149.7	-1.7%	9.1%

FX (End of period):	PEN - USD	MXN - USD	MXN - PEN
4Q21	3.99	20.51	5.14
4Q20	3.62	19.91	5.50
3Q21	4.13	20.56	4.97

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



	4Q21	4Q20	3Q21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Interest income	1,038	1,068	1,032	-2.8%	0.5%	4,205.7	4,274.7	-1.6%
Interest expense	113.6	185.6	104.2	-38.8%	9.0%	495.0	798.7	-38.0%
Net interest income	924.5	882.5	928.2	4.8%	-0.4%	3,710.7	3,476.1	6.7%
Provisions for loan losses	328.8	469.1	318.7	-29.9%	3.2%	1,773.9	1,414.5	25.4%
Net interest income after provisions	595.7	413.4	609.5	44.1%	-2.3%	1,936.8	2,061.5	-6.1%
Commissions and fee income	119.4	45.5	78.2	162.4%	52.6%	373.6	229.0	63.2%
Commissions and fee expenses	16.7	30.3	26.6	-45.0%	-37.1%	98.3	98.7	-0.4%
Other operating income (expense)	(24.0)	(34.2)	(30.6)	-30.0%	-21.6%	(101.0)	(72.4)	39.5%
Operating expenses	585.1	623.4	526.1	-6.1%	11.2%	2,245.2	2,627.6	-14.6%
Net operating income	89.3	(229.1)	104.6	N/C	-14.6%	(134.0)	(508.2)	-73.6%
Participation in net income from non consolidated and associated subsidiaries	(0.0)	(7.7)	(0.0)	-100.0%	-94.5%	0.0	(7.7)	-100.0%
Total income before income tax	89.3	(236.8)	104.6	N/C	-14.6%	(134.0)	(515.8)	-74.0%
Current and Deferred	67.3	(134.2)	21.0	N/C	N/C	4.5	(238.5)	N/C
Net income	22.0	(102.6)	83.6	N/C	-73.6%	(138.5)	(277.4)	-50.1%
Participation (in net income) from controlling company	25.7	(102.6)	86.6	N/C	-70.4%	(125.4)	(277.4)	-54.8%
Participation (in net income) from non-controlling company	(3.6)	0	(3.0)	N/C	20.3%	(13.2)	0	N/C

FX (Average)	PEN - USD	MXN - USD	MXN - PEN
4Q21	4.03	20.75	5.15
4Q20	3.60	20.55	5.70
3Q21	4.04	20.02	4.95

Peru figures are reported under Mexican GAAP

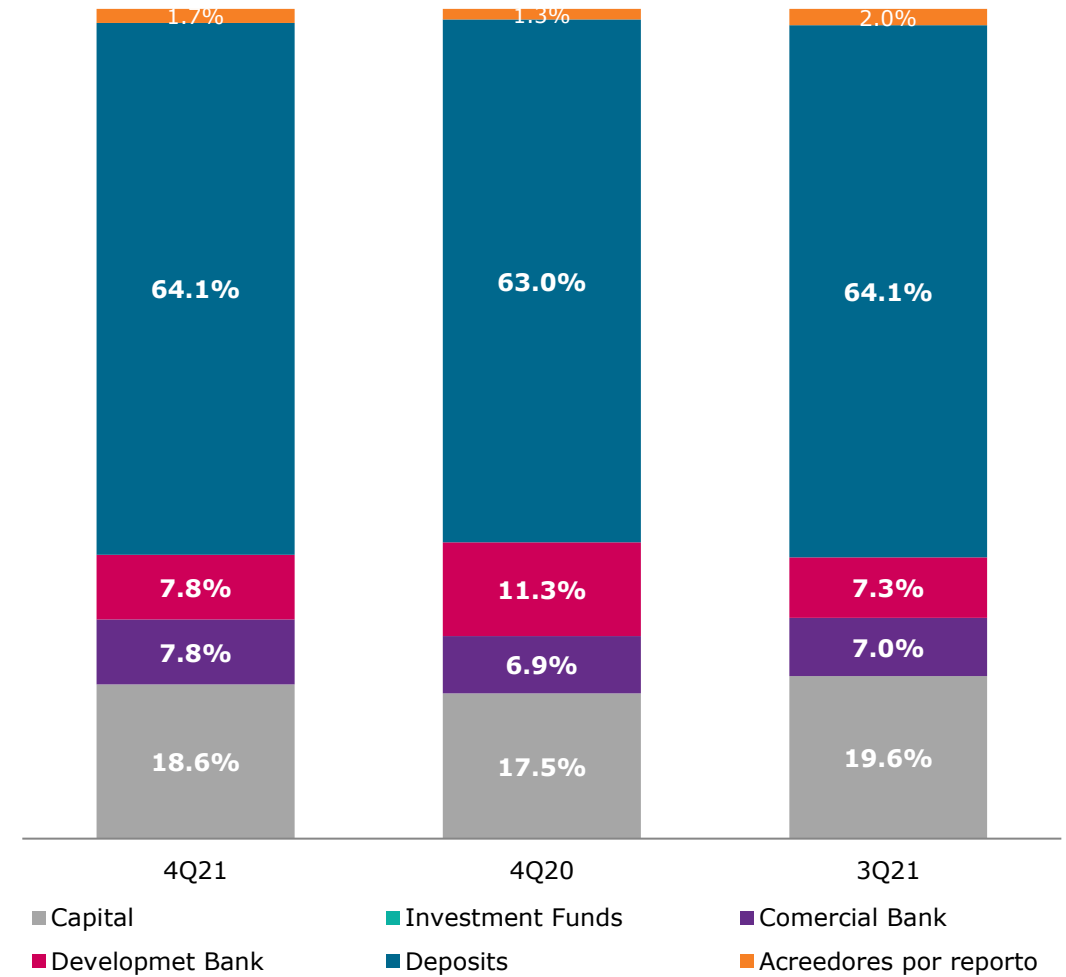
Figures are expressed in Mexican Peso with its corresponding FX

Source: Banco de México and Banco Central of Perú

Funding structure



3.3%
Cost of Funds 4Q21



Summary

ConCrédito

Fin Útil, S.A. de C.V. SOFOM, E.N.R.

Comfu, S.A. de C.V.

ConCrédito	4T21	4T20	3T21	% Change 4Q20	% Change 3Q21	2021	2020	% Change 2020
Clients	62,639	42,917	61,441	46.0%	1.9%	62,639	42,917	46.0%
Portfolio *	2,952	2,248	2,900	31.3%	1.8%	2,952	2,248	31.3%
Net Income *	187	6	131	3154.8%	42.5%	543	105	416.1%
NPL	4.46%	6.92%	7.74%	-2.46 pp	-3.28 pp	4.46%	6.92%	-2.46 pp
ROA	16.7%	0.6%	13.1%	16.1 pp	3.60 pp	13.0%	2.4%	10.6 pp
ROE	30.6%	1.1%	22.9%	29.5 pp	7.7 pp	24.0%	5.1%	18.9 pp
NIM	45.6%	24.1%	51.1%	21.5 pp	-5.5 pp	45.3%	25.0%	20.3 pp
NIM after provisions	22.8%	11.1%	30.9%	11.7 pp	-8.1 pp	28.3%	12.1%	16.2 pp
Write - offs *	175	106	92	64.7%	90.8%	474	461	2.6%
Coverage Ratio	317.0%	146.4%	157.6%	170.6 pp	159.4 pp	317.0%	146.4%	170.6 pp
Average Loan per Client	47,131	52,384	47,208	-10.0%	0.0 pp	47,131	52,384	-10.0%
Employees	1,624	1,580	1,622	2.8%	0.1%	1,624	1,580	2.8%

More than 13 years of experience in grating credits

100% of loan disbursements are made digitally

* Portfolio; Net Income and Write-offs are expressed in Mexican pesos (millions).

Balance Sheet

	4T21	4T20	3T21	% Var 4T20	% Var 3T21
Efectivo e inversiones en valores	1,362.5	1,314.9	836.4	3.6%	62.9%
Derivados	12.8	0.0	0.0	N/C	N/C
Cartera vigente	2,820.5	2,092.6	2,675.9	34.8%	5.4%
Cartera vencida	131.8	155.6	224.6	-15.3%	-41.3%
Cartera total	2,952.2	2,248.2	2,900.5	31.3%	1.8%
Estimación preventiva para riesgos crediticios	417.7	227.8	353.9	83.4%	18.0%
Cartera de crédito (neto)	2,534.5	2,020.3	2,546.5	25.5%	-0.5%
<i>Cuentas por cobrar</i>	346.1	316.9	318.2	9.2%	8.8%
<i>Reservas para cuentas incobrables</i>	31.2	20.2	27.7	54.4%	12.6%
Cartera por cobrar, neta	314.9	296.7	290.5	6.1%	8.4%
Otras cuentas por cobrar	152.8	115.4	117.4	32.5%	30.2%
Mobiliario y equipo, neto	21.8	42.2	23.0	-48.4%	-5.4%
Impuestos a la utilidad diferidos	250.5	175.1	160.7	43.1%	55.9%
Otros activos	129.6	131.2	228.4	-1.2%	-43.2%
Total Activo	4,779.4	4,095.8	4,202.8	16.7%	13.7%
Préstamos bancarios	436.7	580.0	566.7	-24.7%	-22.9%
Préstamos en valores	1,405.0	1,225.9	803.7	14.6%	74.8%
Otras cuentas por pagar	396.9	270.9	478.8	46.5%	-17.1%
Total Pasivo	2,238.5	2,076.8	1,849.2	7.8%	21.1%
Capital social	1,424.3	1,424.3	1,424.3	0.0%	0.0%
Prima en colocación de acciones	6.7	6.7	6.7	0.0%	0.0%
Resultado de ejercicios anteriores	567.0	482.8	567.0	17.4%	0.0%
Resultado neto	543.0	105.2	355.7	416.1%	52.6%
Total Capital Contable	2,540.9	2,019.0	2,353.7	25.8%	8.0%
Total de Pasivo y Capital Contable	4,779.4	4,095.8	4,202.8	16.7%	13.7%

* Figures expressed in Mexican pesos (millions)

Income Statement

	4T21	4T20	3T21	% Var 4T20	% Var 3T21	2021	2020	% Var 2020
Ingresos por intereses	472.3	251.0	458.9	88.2%	2.9%	1,740.3	1,129.8	54.0%
Gastos por intereses	32.9	45.1	32.0	-27.2%	2.6%	138.5	236.1	-41.3%
Margen financiero	439.5	205.9	426.9	113.4%	2.9%	1,601.8	893.7	79.2%
Estimación preventiva para riesgos crediticios	219.9	111.4	168.2	97.3%	30.7%	602.7	460.5	30.9%
Margen financiero ajustado por riesgos	219.6	94.5	258.7	132.4%	-15.1%	999.0	433.3	130.6%
Comisiones y tarifas cobradas	10.6	8.6	7.5	22.4%	41.3%	30.5	27.4	11.1%
Comisiones y tarifas pagadas	12.8	8.4	10.4	52.5%	23.7%	40.1	39.4	1.8%
Otros ingresos (egresos) de la operación	221.4	148.2	164.2	49.4%	34.9%	640.1	573.4	11.6%
Gastos de Operación	212.9	221.6	236.3	-3.9%	-9.9%	903.0	840.0	7.5%
Resultado antes de ISR	225.8	21.3	183.7	960.9%	22.9%	726.4	154.6	369.9%
Impuestos a la utilidad Causados	38.6	15.5	52.3	148.5%	-26.2%	183.4	49.4	271.5%
Resultado neto	187.2	5.8	131.4	N/C	42.5%	543.0	105.2	416.1%

* Figures expressed in Mexican pesos (millions)

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