



# Corporate Presentation 2021



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

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# 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 30 years of history

- Three decades **servicing 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 more than **21,600 employees**.
- We serve **4.0 million** people in different geographies.



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

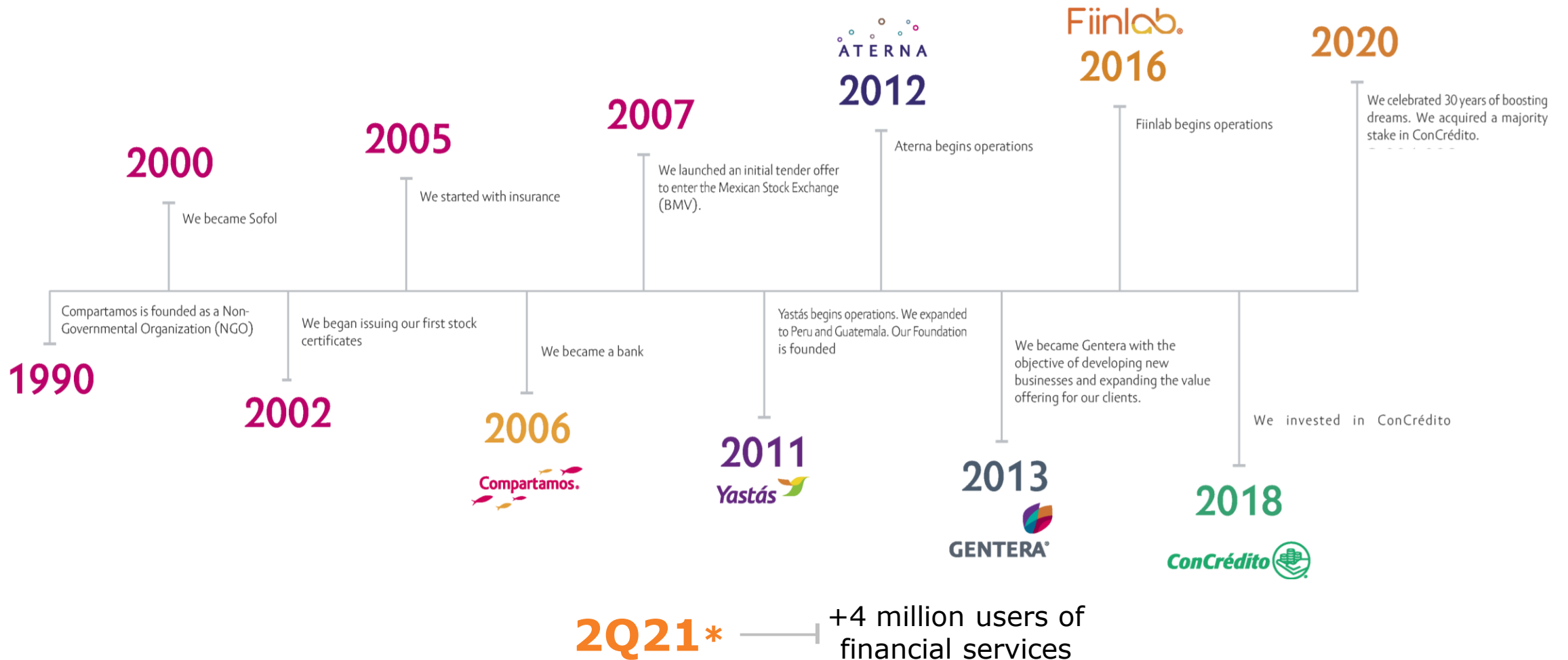
Compartamos Banco is signatory of the **Principles for Responsible Banking**, being the **first microfinance institution to be part of this initiative**.

# 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



\*3,091,601 credit clients and 908,964 users from ConCrédito, savings, remittances and insurance products.



# Highlights 2Q21



Reached more than **+4.0 million** users of financial services, at the end of 2Q21.



Net Income reached **\$653 million** pesos in 2Q21, accumulating in the first semester of the year a profit of **\$1,031 million pesos**.



NPL for 2Q21 stood at **2.96%**, an improvement compared to 3.74% in the 1Q21.



## Solid Capital Position

Genera, Capital / Total Assets **33.2%**. Banco Compartamos reached an ICAP at **36.9%**.



In México, **Banco Compartamos**, reached a microcredit loan portfolio at **\$21,490 million pesos**.



In **Peru**, the total loan portfolio reached **\$14,452 million pesos**. Capital Ratio **17.7%**



**Red Yastás** at the end of 2Q21, reached 5,839 affiliates, a **+30.2%** increase compared to 2Q20.



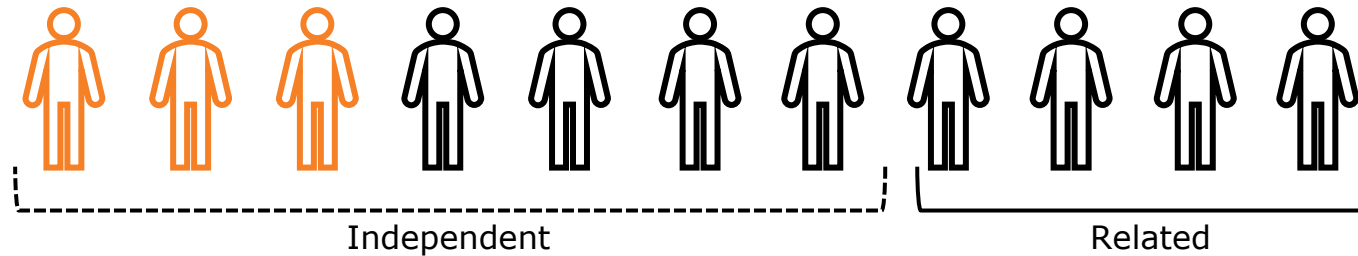
**Aterna** ended 2Q21 with more than **7.7 million** active insurance policies.



**ConCrédito** Loan Portfolio reached **\$2,618 million**, a **+13.1%** increase compared to 1Q21.

# Best practices in Corporate Governance

## 11 members on the Board of Directors



**3 out of 7**  
Independent Directors are Women

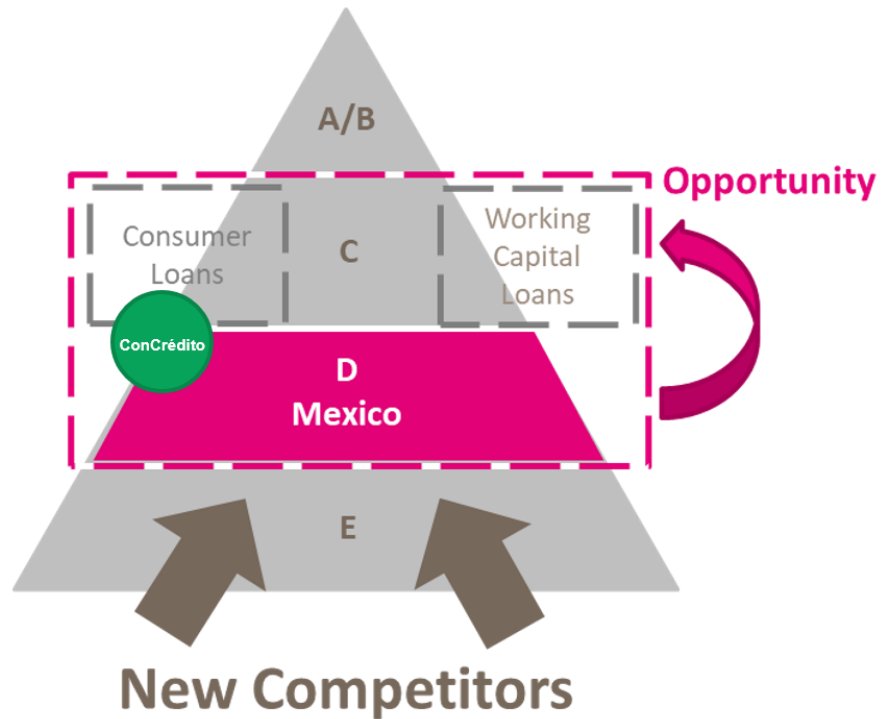
### Códigos

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

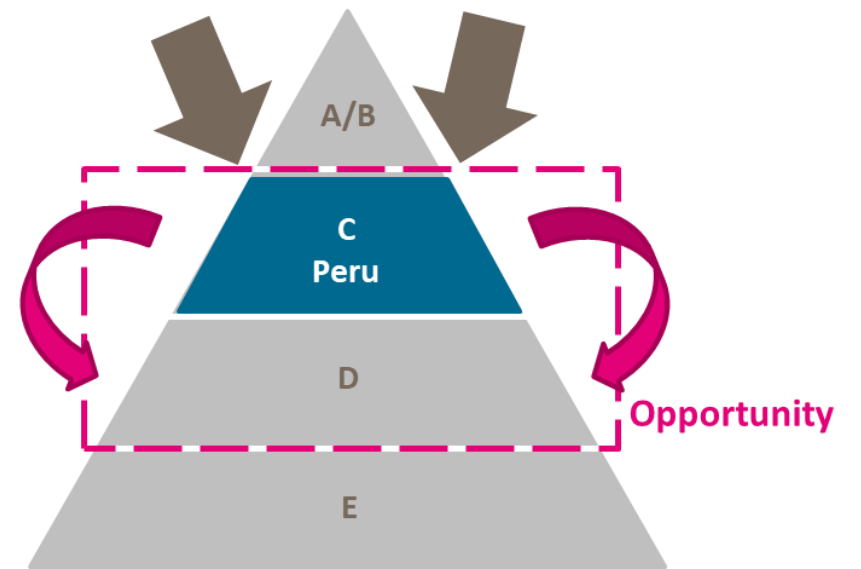
**Code of Ethics and Conduct** of utmost importance for Genera, which applies to counselors, collaborators, suppliers and civil society organizations

# Potential market for working capital loans

## México / ConCrédito



## Perú Competitors



# Principal loans in Mexico

CM Crédito Mujer	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Group loan for working capital purposes</li> <li>• Groups of 10 to 50 women</li> <li>• Group guarantee</li> </ul>	
Loan size	Ps. 5,000 Ps. 70,000
Average Ticket	Ps. 7,801
Term	16 semanas
Contribution to loan portfolio	57.8%
Contribution to number of clients	68.1%
Life insurance / number of clients	92.5%

CCR Crédito Comerciante	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Group loan for working capital purposes</li> <li>• Group of 5 to 20 members (men and women)</li> <li>• Group guarantee</li> </ul>	
Loan size	Ps. 6,000 Ps. 60,000
Average Ticket	Ps. 6,994
Term	5 a 6 meses
Contribution to loan portfolio	20.2%
Contribution to number of clients	26.5%
Life insurance / number of clients	90.9%

CI Crédito Individual	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Working capital loan. Fixed assets and investments</li> <li>• Mainly in urban areas</li> <li>• Personal guarantee</li> <li>• Have a salaried</li> </ul>	
Loan size	Ps. 20,000 Ps.200,000
Average Ticket	Ps. 24,703
Term	6 a 24 meses
Contribution to loan portfolio	13.6%
Contribution to number of clients	5.1%
Life insurance / number of clients	83.4%

## 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. 8,994 CCR: Ps. 9,022 CI: Ps. 4,627
Term	6 a 24 meses
Contribution to loan portfolio	CM: 5.8% CCR: 1.5% 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).

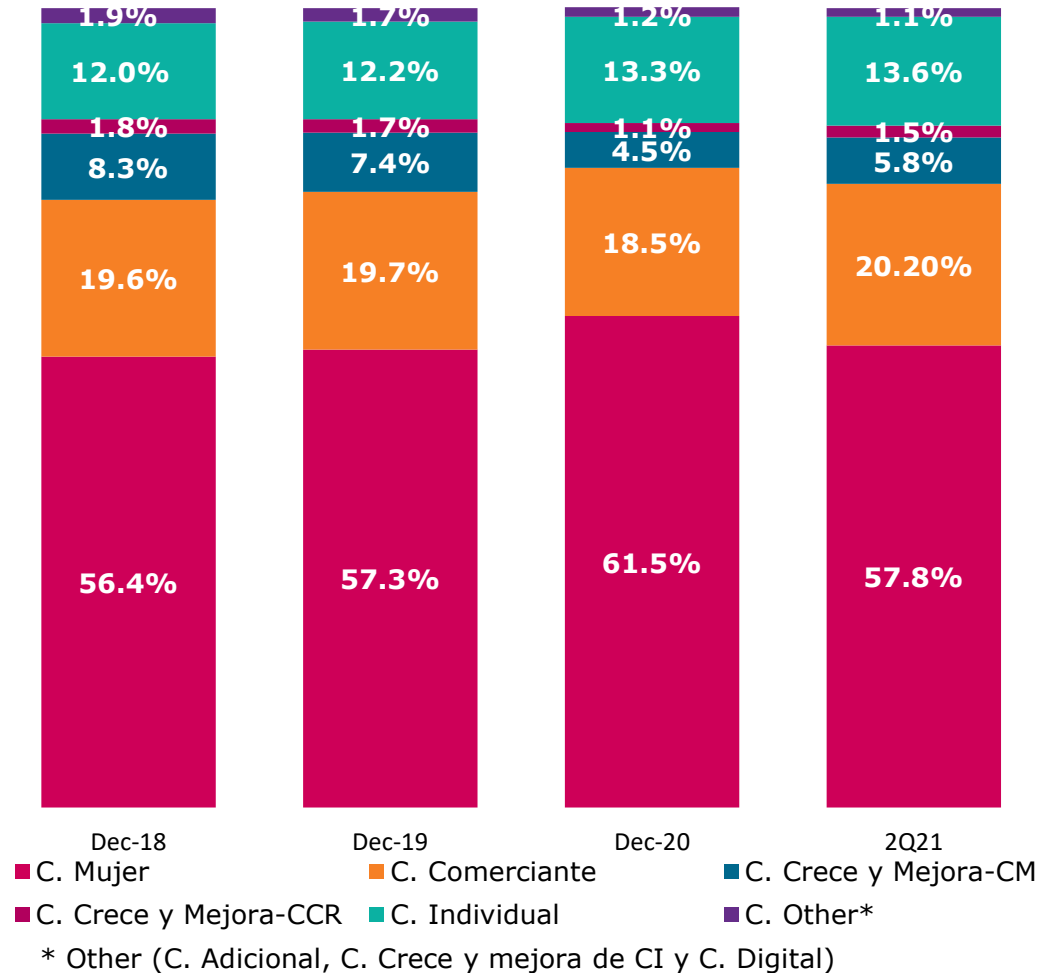
Loan size	Ps. 4,000 – Ps. 7,000
Average Ticket	CM: Ps. 3,776 CCR: Ps. 3,710
Term	4 a 5 meses
Contribution to loan portfolio	CM: 0.8% CCR: 0.3%

Source: Compartamos Banco

# Evolution of loans methodologies

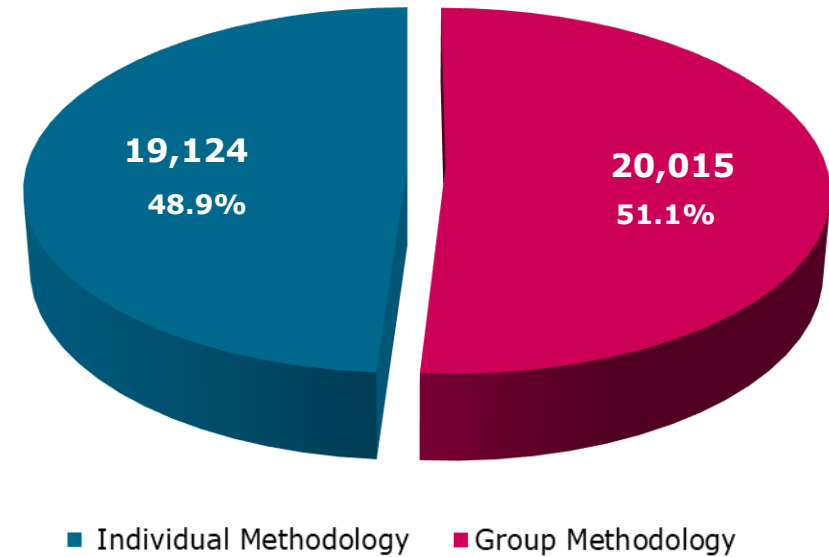
(2018-2Q21)

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



## Genera Portfolio Distribution

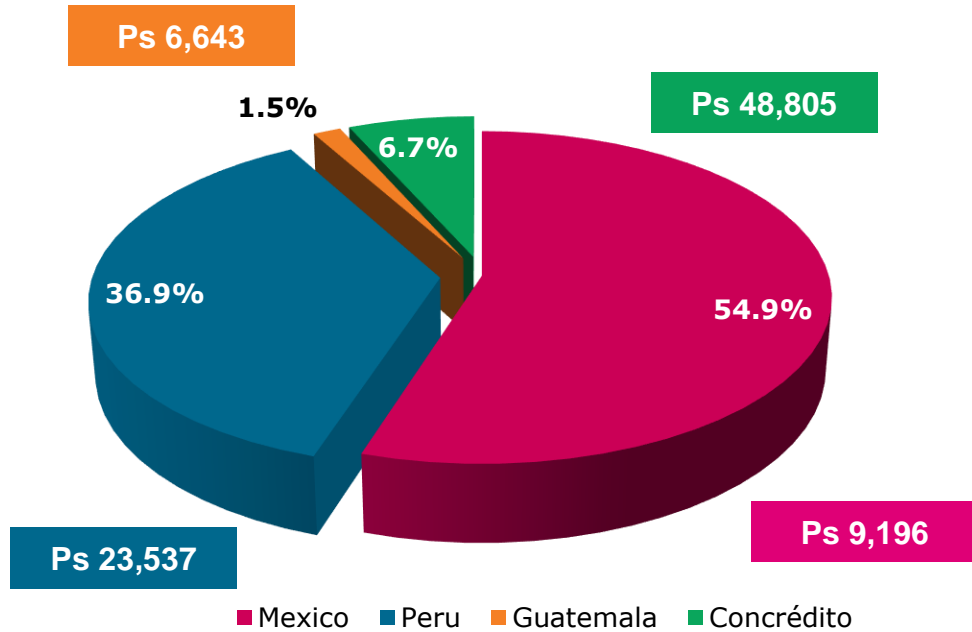
Mexico, Peru and Guatemala



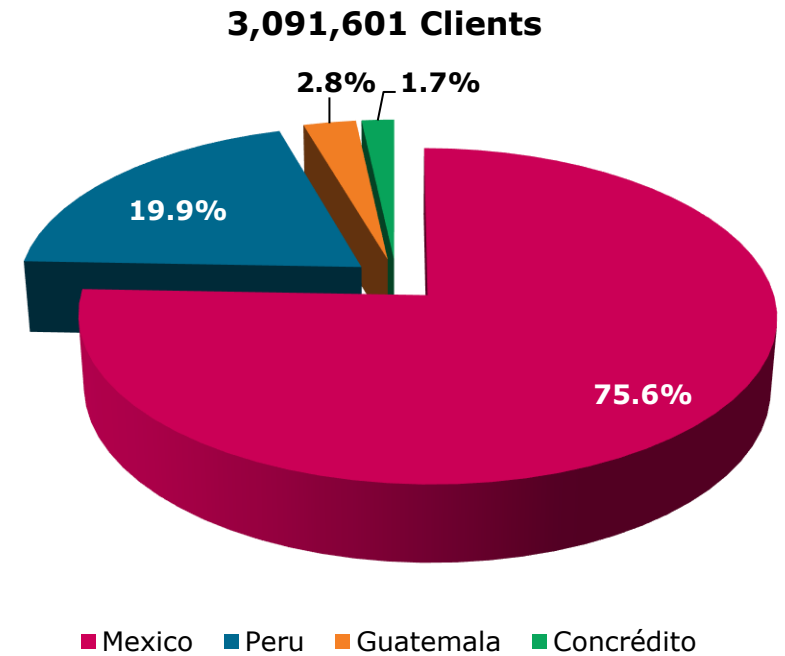
**89% of our clients are women**

# Distribution per subsidiary

% Total loan portfolio and average ticket



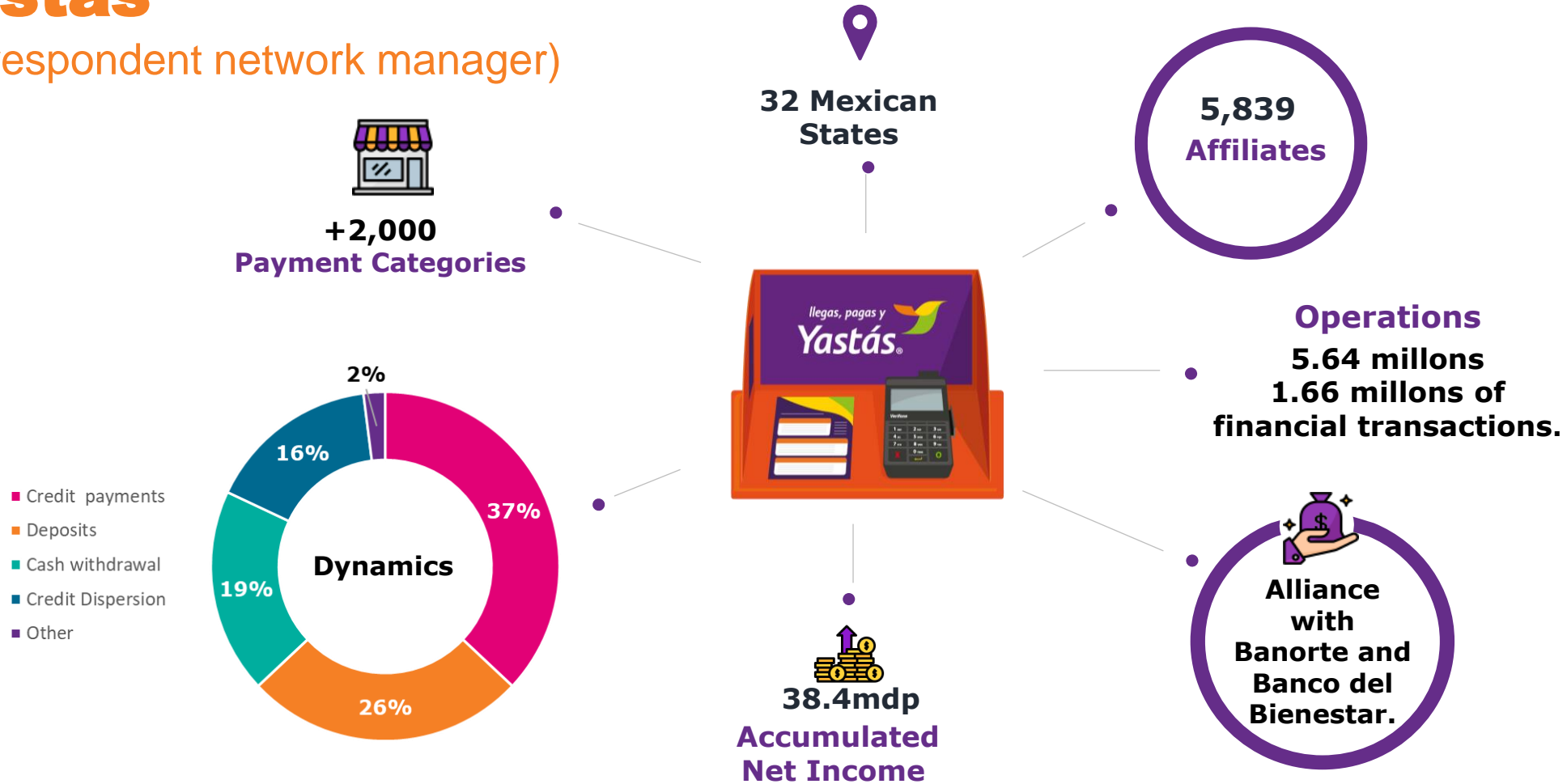
Credit Clients per subsidiary



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

# Yastás

(correspondent network manager)



YASTÁS recorded approximately **5.64 million transactions**, a figure **12.8% larger** than that registered in 2Q20.

(\*) 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, 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 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.

## 2Q21

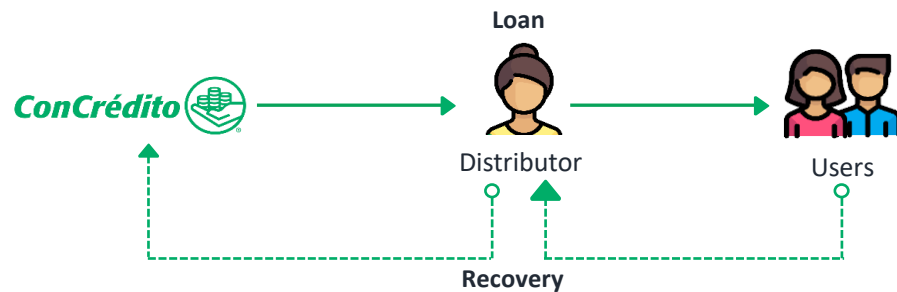
 <b>Active Policies</b>	7.7 million
 <b>Placed Policies</b>	<ul style="list-style-type: none"><li>• 2Q21 - 5.9 million</li><li>• 2020 - 24.6 million</li></ul>
 <b>Coverage</b>	Mexico, Peru and Guatemala
 <b>Accumulated NI</b>	\$50.7 million pesos

ATERNA ended the quarter with **more than 7.7 million active insurance policies**, representing a **45% increase** compared to 2Q20.

## Products

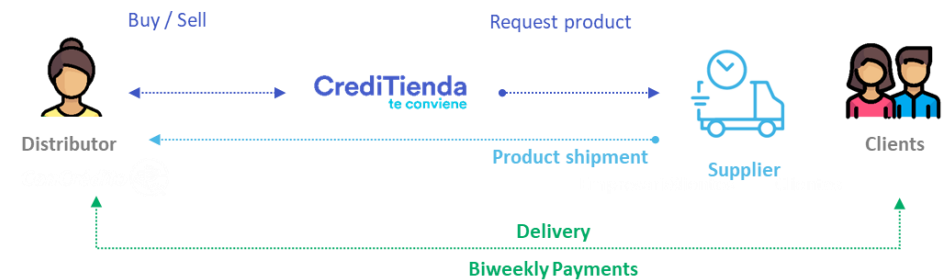
### ValeDinero

- **Maturity:** 1 to 18 biweeks
- **Loan Size:** Ps. 500 to Ps. 8,000
- **Final Users Per Distributor:** ~11
- **Av. Ticket Distributors:** Ps. 48,805\*
- **Av. Ticket Final Users:** Ps. 4,068
- **Portfolio:** Ps. 2,618 million



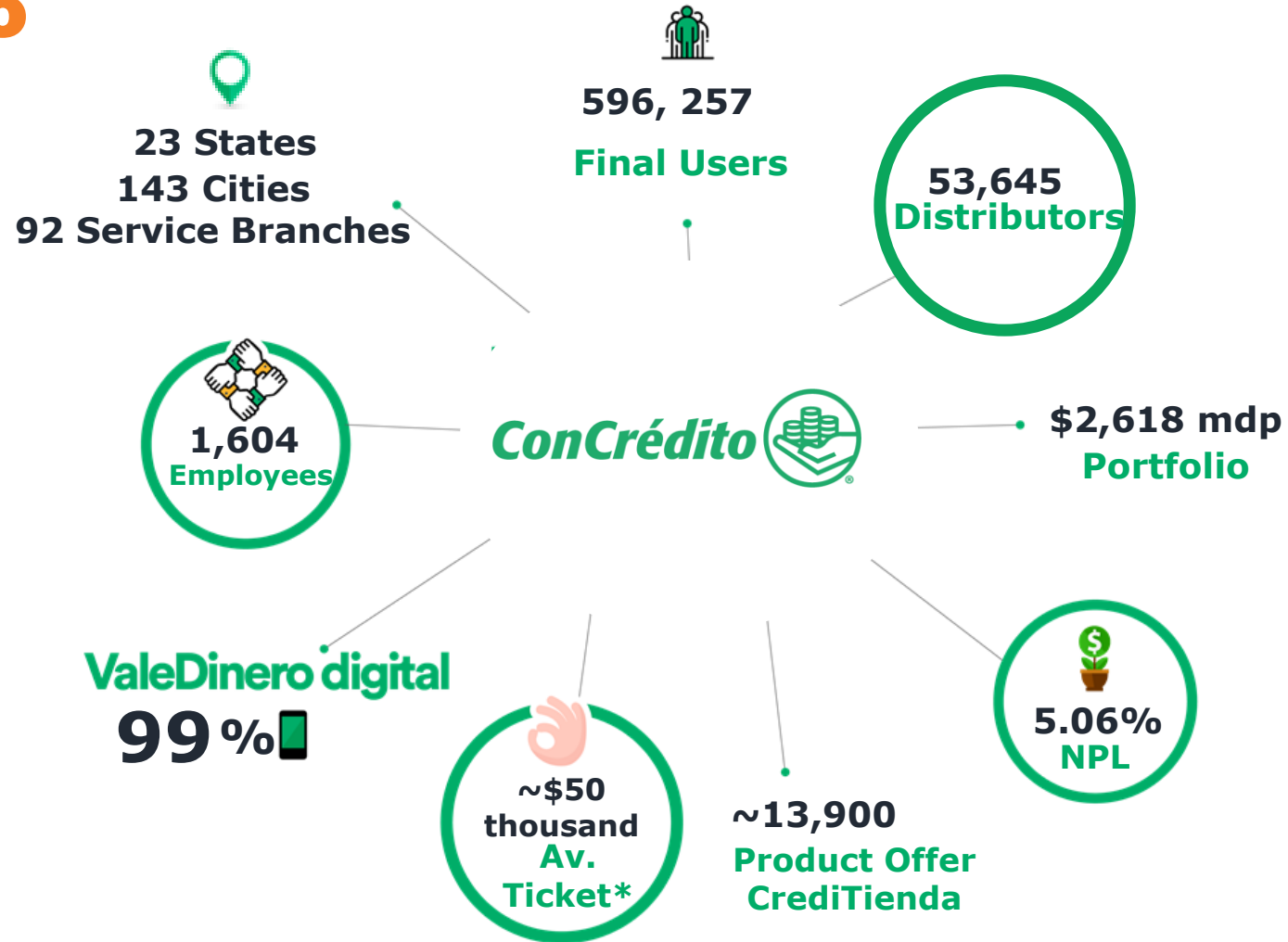
### CrediTienda

- **Beginning of Operations:** 2018
- **Maturity:** 6 to 16 biweeks
- **Apps Users:** 712,000
- **Product Offer:** ~13,900
- **Av. Ticket Final User:** Ps. 4,331
- **Portfolio:** Ps. 295 million\*\*



\*Average Ticket per Entrepreneur/Distributor.

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



During 2Q21 ConCrédito had a growth of **7,901 new Distributors**, which represents an increase of **17.3%** vs. 1Q21.

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



**Growth and profitability**

# Summary

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

Summary	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Clients <sup>1)</sup>	3,484,164	3,346,119	3,395,485	4.1%	2.6%	3,484,164	3,346,119	4.1%
Portfolio*	39,139	40,713	39,889	-3.9%	-1.9%	39,139	40,713	-3.9%
Net Income*	653	(730)	378	189.5%	72.8%	1,031	57	1708.8%
NPLs / Total Portfolio	2.96%	3.79%	3.74%	-0.83 pp	-0.78 pp	2.96%	3.79%	-0.83 pp
ROA	3.7%	-4.3%	2.2%	8.0 pp	1.5 pp	3.0%	0.2%	2.8 pp
ROE	11.4%	-13.4%	6.7%	24.8 pp	4.7 pp	9.1%	0.5%	8.6 pp
NIM	35.2%	25.1%	32.1%	10.1 pp	3.1 pp	33.7%	33.0%	0.7 pp
NIM after provisions	27.2%	13.5%	27.1%	13.7 pp	0.1 pp	27.2%	22.3%	4.9 pp
Efficiency Ratio	78.0%	146.2%	84.6%	-68.2 pp	-6.6 pp	81.3%	98.8%	-17.5 pp
Capital / Total Assets	33.2%	30.3%	32.3%	2.9 pp	0.9 pp	33.2%	30.3%	2.9 pp
Average Loan per Client	12,660	12,421	13,180	1.9%	-3.9%	12,660	12,421	1.9%
Employees	21,663	22,301	21,916	-2.9%	-1.2%	21,663	22,301	-2.9%
Service Offices**	879	740	767	18.8%	14.6%	879	740	18.8%
Branches	158	201	160	-21.4%	-1.3%	158	201	-21.4%

**In 2Q21 GENTERA served 4 million people.** 3.48 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 596 thousand final users.

(1) 3,091,601 credit clients and 908,964 users/clients from ConCrédito, savings, remittances and insurance products

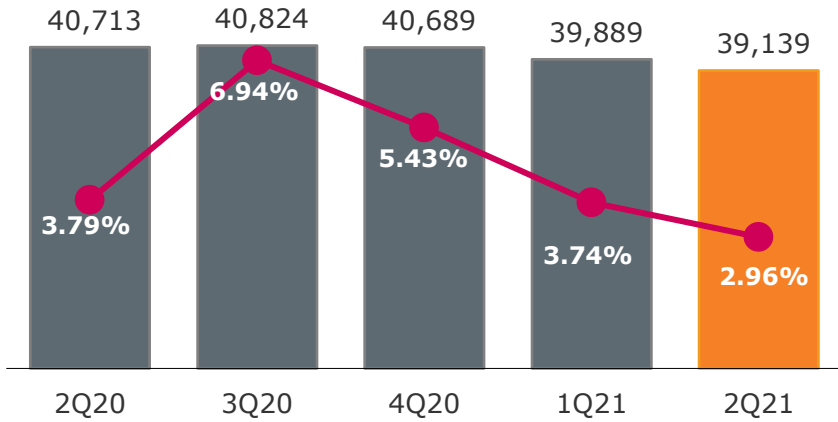
\* Portfolio, net income and write-offs are expressed in million (Mexican Pesos)

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

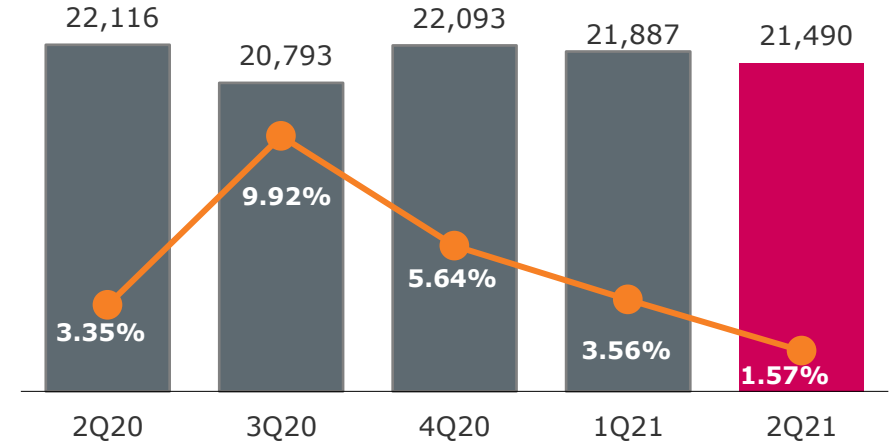
\*\*\* Some service offices in Mexico are being transformed into branches. 74 Branches are inside a Service Office.

# Total Portfolio – NPL %

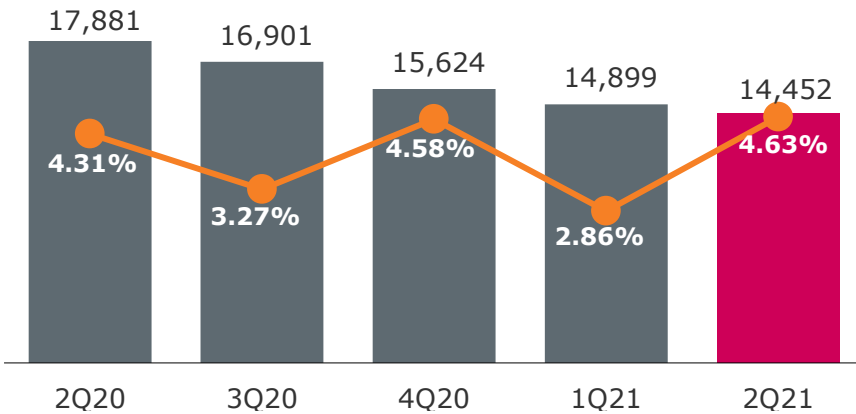
## Genera



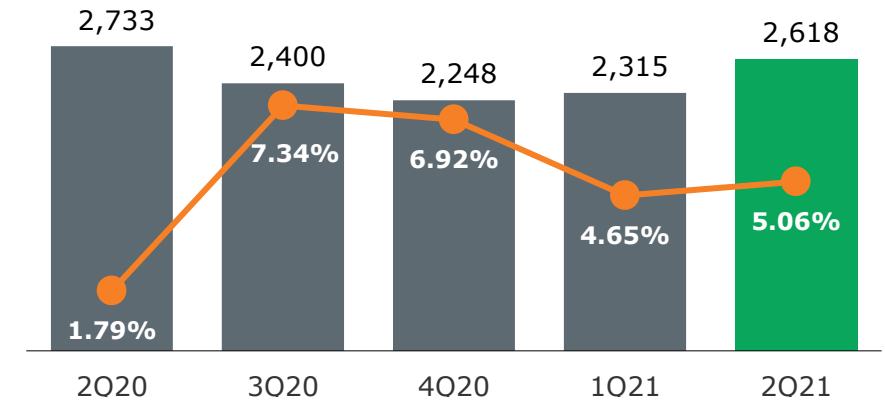
## Mexico – Banco Compartamos



## Peru



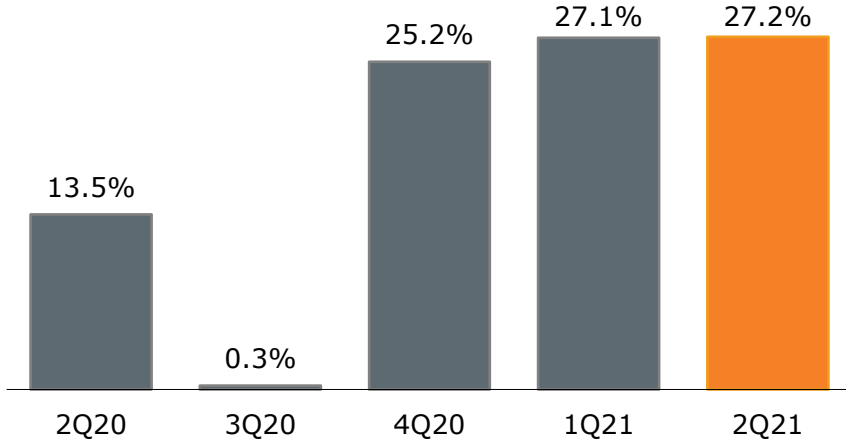
## ConCrédito



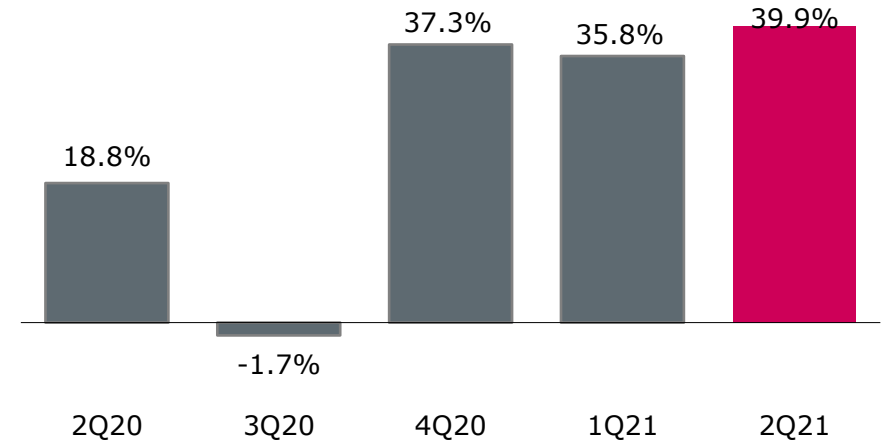
Portfolio **levels were stable**, considering seasonality, highlighting the **improvement in the NPL.**

# NIM (%) after provisions

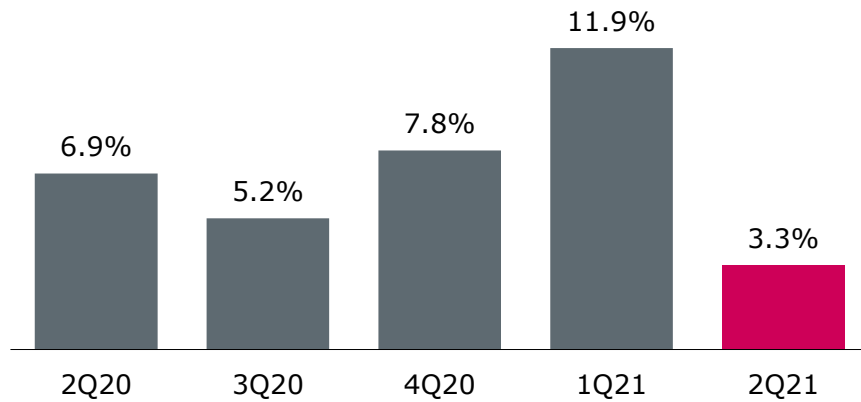
## Gentera



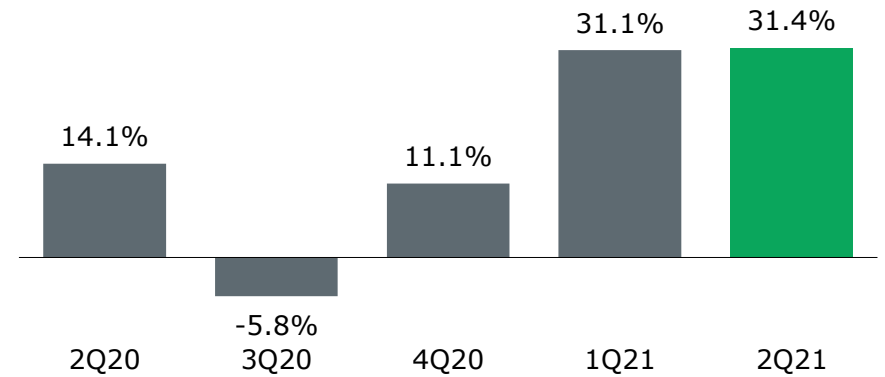
## Mexico – Banco Compartamos



## Peru



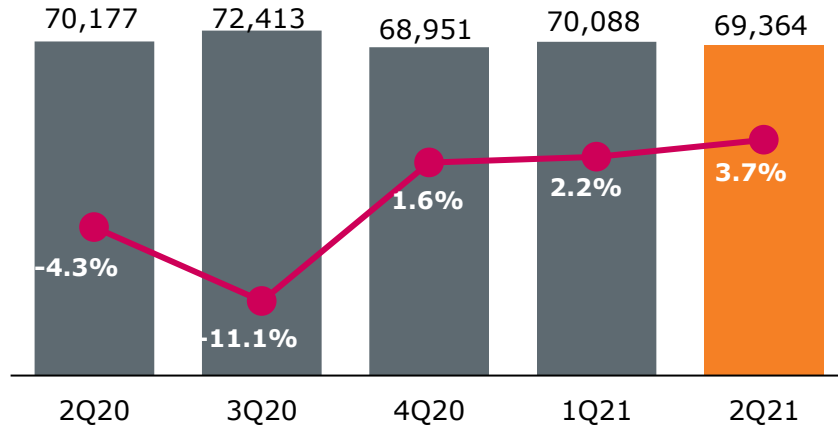
## ConCrédito



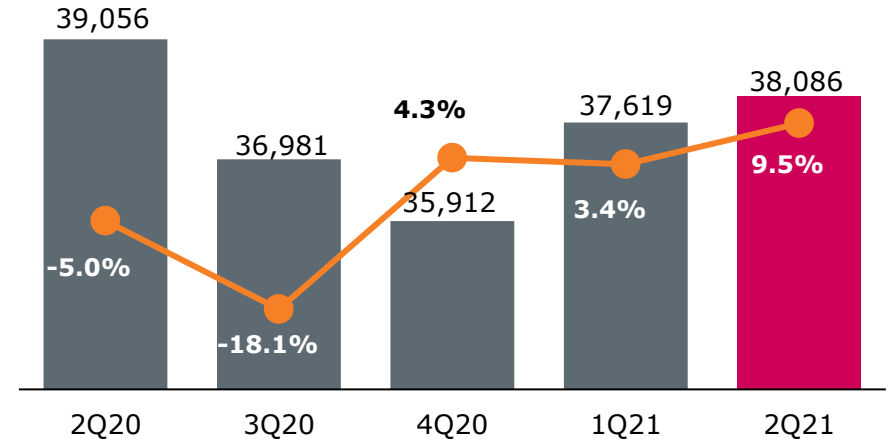
The **net interest margin after provisions** of Gentera reached **27.2%** in 2Q21, a strong **increase** compared to **13.5%** in 2Q20.

# Equity - ROAA

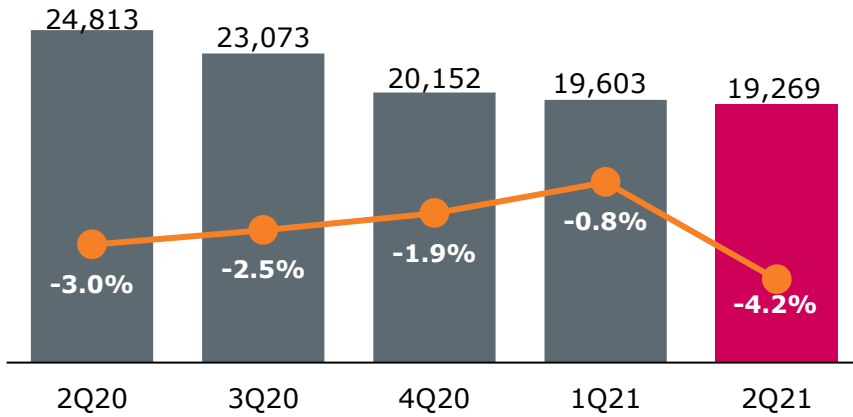
Genera



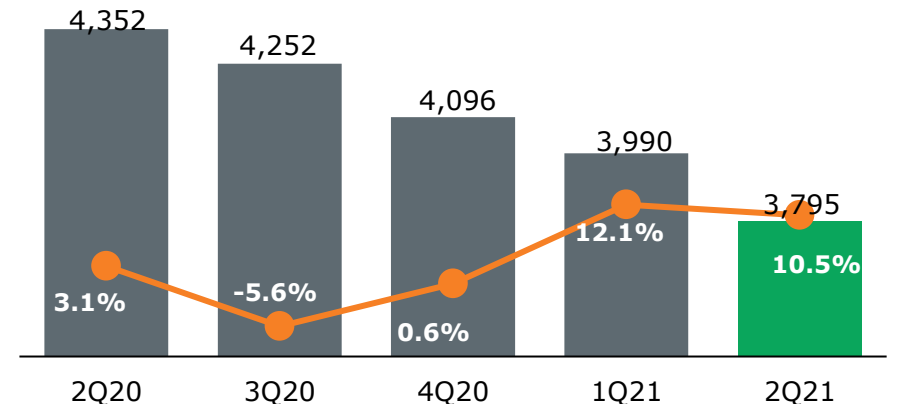
Mexico – Banco Compartamos



Peru



ConCrédito

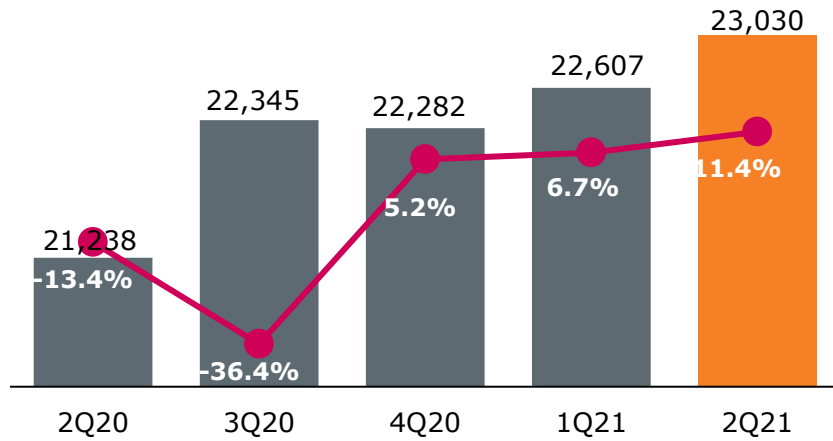


**ROA in Mexico reached 9.5%, a solid improvement compared to -5.0% ROA in 2Q20.**

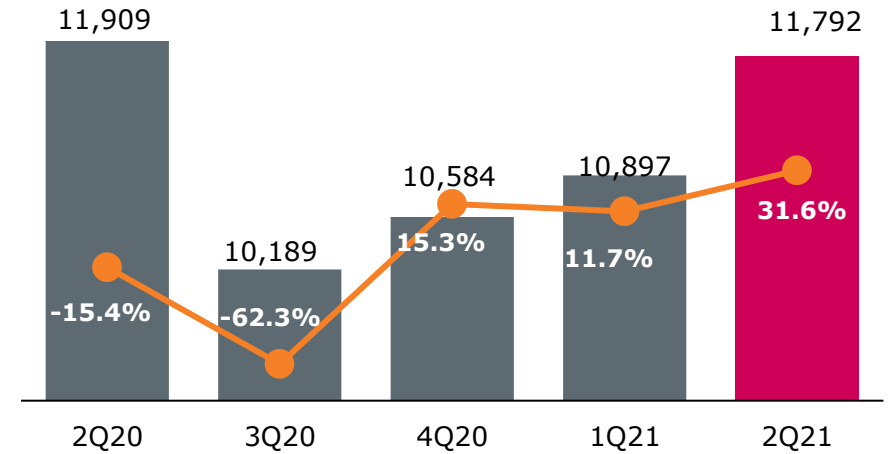


# Assets - ROAE

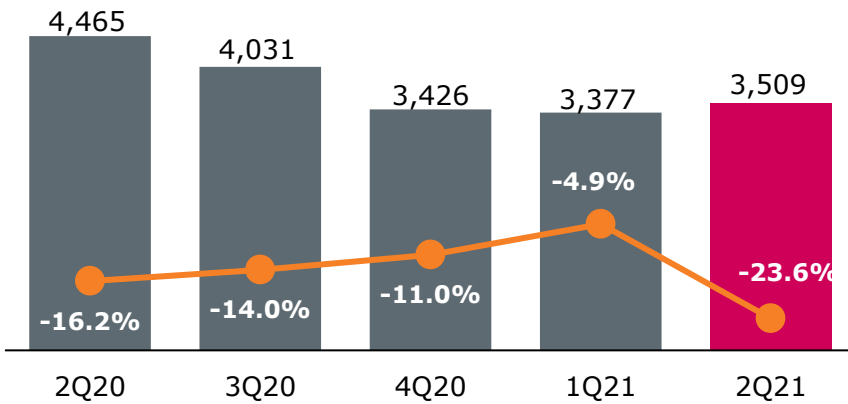
## Genera



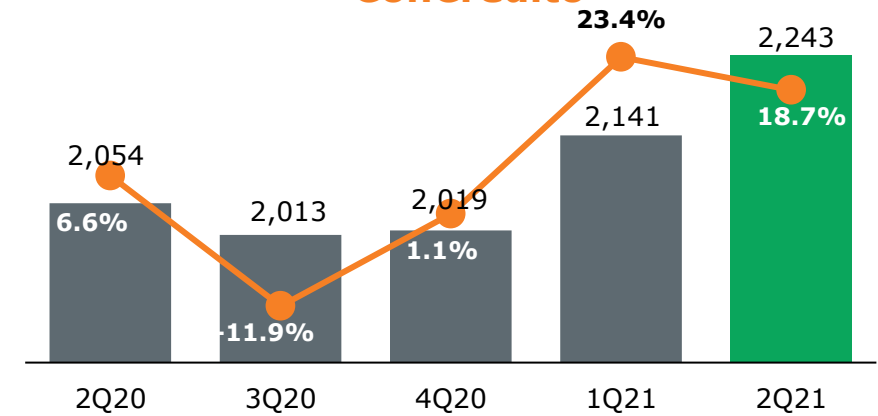
## Mexico – Banco Compartamos



## Peru



## ConCrédito



**ROE** in Mexico stood at 31.6%, a strong **improvement** compared to **-15.4%** ROE in 2020.



# **Financial Information 2Q21**

# Balance Sheet

	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21
Cash and other investments	20,058	23,798	19,812	-15.7%	1.2%
Total performing loans	37,981	39,168	38,398	-3.0%	-1.1%
Non-performing loans	1,158	1,545	1,491	-25.0%	-22.3%
<b>Total loan portfolio</b>	<b>39,139</b>	<b>40,713</b>	<b>39,889</b>	<b>-3.9%</b>	<b>-1.9%</b>
Allowance for loan losses	3,248	4,500	3,401	-27.8%	-4.5%
<b>Loan portfolio, net</b>	<b>35,891</b>	<b>36,213</b>	<b>36,488</b>	<b>-0.9%</b>	<b>-1.6%</b>
Other accounts receivable	2,986	1,253	3,045	138.3%	-1.9%
Fixed assets	785	994	819	-21.0%	-4.2%
Permanent investment	98	3,073	100	-96.8%	-2.0%
Other assets	4,546	3,846	4,781	18.2%	-4.9%
Goodwill	5,000	1,000	5,043	400.0%	-0.9%
<b>Total assets</b>	<b>69,364</b>	<b>70,177</b>	<b>70,088</b>	<b>-1.2%</b>	<b>-1.0%</b>
Clients deposits	5,122	3,457	4,876	48.2%	5.0%
Deposits	9,911	12,502	10,583	-20.7%	-6.3%
Long term debt issuance	8,770	9,871	8,872	-11.2%	-1.1%
Interbank loans	17,084	19,316	17,469	-11.6%	-2.2%
Securitization transactions	800	0	968	N/C	-17.4%
Other accounts payable	4,647	3,793	4,713	22.5%	-1.4%
<b>Total liabilities</b>	<b>46,334</b>	<b>48,939</b>	<b>47,481</b>	<b>-5.3%</b>	<b>-2.4%</b>
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	11,743	-11.9%	0.0%
Other capital accounts	282	1,198	483	-76.5%	-41.6%
Net income for the year	914	59	319	N/C	186.5%
<b>Participation from controlling company</b>	<b>19,548</b>	<b>21,201</b>	<b>19,154</b>	<b>-7.8%</b>	<b>2.1%</b>
Participation from non-controlling company	3,482	37	3,453	N/C	0.8%
<b>Total stockholders' equity</b>	<b>23,030</b>	<b>21,238</b>	<b>22,607</b>	<b>8.4%</b>	<b>1.9%</b>
<b>Total liabilities and stockholders' equity</b>	<b>69,364</b>	<b>70,177</b>	<b>70,088</b>	<b>-1.2%</b>	<b>-1.0%</b>

\* Figures expressed in Mexican pesos (millions)

# Income Statement

	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Interest income	5,599	4,364	5,149	28.3%	8.7%	10,748	10,329	4.1%
Interest expense	491	598	528	-17.9%	-7.0%	1,019	1,076	-5.3%
<b>Net Interest Income</b>	<b>5,108</b>	<b>3,766</b>	<b>4,621</b>	<b>35.6%</b>	<b>10.5%</b>	<b>9,729</b>	<b>9,253</b>	<b>5.1%</b>
Provisions for loan losses	1,160	1,740	720	-33.3%	61.1%	1,880	2,991	-37.1%
<b>Net interest income after provisions</b>	<b>3,948</b>	<b>2,026</b>	<b>3,901</b>	<b>94.9%</b>	<b>1.2%</b>	<b>7,849</b>	<b>6,262</b>	<b>25.3%</b>
Commissions and fee income	440	184	316	139.1%	39.2%	756	513	47.4%
Commissions and fee expense	146	178	124	-18.0%	17.7%	270	283	-4.6%
Trading gains (losses)	(3)	(1)	6	200.0%	N/C	3	29	-89.7%
Other operating income (expense)	62	38	151	63.2%	-58.9%	213	120	77.5%
Operating Expenses	3,354	3,024	3,595	10.9%	-6.7%	6,949	6,563	5.9%
<b>Net operating income</b>	<b>947</b>	<b>(955)</b>	<b>655</b>	<b>199.2%</b>	<b>44.6%</b>	<b>1,602</b>	<b>78</b>	<b>N/C</b>
Participation in net income from non consolidated and associated subsidiaries	(3)	9	(3)	N/C	0.0%	(6)	62	-109.7%
<b>Total income before income tax</b>	<b>944</b>	<b>(946)</b>	<b>652</b>	<b>199.8%</b>	<b>44.8%</b>	<b>1,596</b>	<b>140</b>	<b>N/C</b>
Income tax	291	(217)	274	234.1%	6.2%	565	82	589.0%
Current	45	119	87	-62.2%	N/C	132	623	-78.8%
Deferred	246	(336)	187	N/C	31.6%	433	-541	180.0%
<b>Net discontinued operations</b>	<b>653</b>	<b>(729)</b>	<b>378</b>	<b>189.6%</b>	<b>72.8%</b>	<b>1,031</b>	<b>58</b>	<b>N/C</b>
Discontinued operations	0	(1)	0	N/C	N/C	0	-1	N/C
<b>Net income</b>	<b>653</b>	<b>(730)</b>	<b>378</b>	<b>189.5%</b>	<b>72.8%</b>	<b>1,031</b>	<b>57</b>	<b>N/C</b>
Participation (in net income) from controlling company	595	(719)	319	182.8%	86.5%	914	59	N/C
Participation (in net income) from non-controlling company	58	<b>(11)</b>	<b>59</b>	627.3%	-1.7%	<b>117</b>	<b>-2</b>	<b>N/C</b>

The "% Change 2Q20" with respect to negative figures in 2Q is reflected in positive (+) to express the trend

\* Figures expressed in Mexican pesos (millions)

# NPLs per subsidiary

## NPL's per methodology and subsidiaries

PRODUCT	2Q21				2Q20				1Q21			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	12,421	105	0.85%	278	12,509	299	2.39%	115	13,242	294	2.22%	447
C. Comerciante	4,331	100	2.30%	175	4,702	247	5.25%	83	4,095	197	4.80%	239
<b>Group Methodology</b>	<b>16,752</b>	<b>205</b>	<b>1.22%</b>	<b>453</b>	<b>17,211</b>	<b>546</b>	<b>3.17%</b>	<b>198</b>	<b>17,337</b>	<b>491</b>	<b>2.83%</b>	<b>686</b>
C. Individual	2,927	107	3.66%	176	2,916	109	3.75%	42	2,959	212	7.18%	74
C. CA (de (CM y CCR)	235	4	1.31%	4	195	11	5.55%	4	205	4	2.08%	9
C. CCM( de CM, CCR y CI)	1,576	22	1.43%	64	1,777	75	4.22%	27	1,385	73	5.28%	80
C. Otros (CGD)	0	0	0.45%	0	17	0	0.57%	0	1	0	1.25%	0
<b>Individual Methodology</b>	<b>4,738</b>	<b>133</b>	<b>2.80%</b>	<b>244</b>	<b>4,905</b>	<b>195</b>	<b>3.98%</b>	<b>73</b>	<b>4,550</b>	<b>289</b>	<b>6.37%</b>	<b>163</b>
<b>Banco Compartamos</b>	<b>21,490</b>	<b>338</b>	<b>1.57%</b>	<b>697</b>	<b>22,116</b>	<b>741</b>	<b>3.35%</b>	<b>271</b>	<b>21,887</b>	<b>780</b>	<b>3.56%</b>	<b>849</b>
Group Methodology Peru	3,098	264	8.52%	144	4,350	80	1.83%	0	3,266	168	5.15%	306
Comercial	7,640	219	2.86%	82	9,188	457	4.97%	0	7,781	172	2.21%	98
Microempresa	2,835	165	5.81%	50	3,406	200	5.88%	0	2,989	76	2.55%	66
Consumo	879	21	2.42%	17	938	33	3.53%	0	863	9	1.07%	27
Individual Methodology Peru	11,354	405	3.56%	149	13,532	690	5.10%	0	11,633	257	2.21%	191
<b>Compartamos Financiera</b>	<b>14,452</b>	<b>669</b>	<b>4.63%</b>	<b>293</b>	<b>17,881</b>	<b>770</b>	<b>4.31%</b>	<b>0</b>	<b>14,899</b>	<b>426</b>	<b>2.86%</b>	<b>496</b>
Group Methodology Guatemala	579	19	3.27%	165	716	34	4.69%	14	788	177.3	22.49%	45
<b>Compartamos Guatemala S.A.</b>	<b>579</b>	<b>19</b>	<b>3.27%</b>	<b>165</b>	<b>716</b>	<b>34</b>	<b>4.69%</b>	<b>14</b>	<b>788</b>	<b>177.3</b>	<b>22.49%</b>	<b>45</b>
<b>ConCrédito</b>	<b>2,618</b>	<b>132</b>	<b>5.06%</b>	<b>81</b>	<b>2,733</b>	<b>49</b>	<b>1.79%</b>	<b>132</b>	<b>2,315</b>	<b>108</b>	<b>4.65%</b>	<b>126</b>
<b>Total</b>	<b>39,139</b>	<b>1,158</b>	<b>2.96%</b>	<b>1,237</b>	<b>40,713.4</b>	<b>1,545</b>	<b>3.79%</b>	<b>285</b>	<b>39,889</b>	<b>1,490</b>	<b>3.74%</b>	<b>1,516</b>

Note: ConCrédito started to be consolidated in GENTERA's figures in 3Q20.

\* 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	Negativa
Standard & Poor's	'mxA / mxA-1+'	BB+ / B'	Negativa

Summary	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Clients	2,336,819	2,476,451	2,249,520	-5.6%	3.9%	2,336,819	2,476,451	-5.6%
Portfolio*	21,490	22,116	21,887	-2.8%	-1.8%	21,490	22,116	-2.8%
Net Income	895	-468	313	291.2%	185.9%	1,208	-20	6140.0%
NPLs / Total Portfolio	1.57%	3.35%	3.56%	-1.78 pp	-1.99 pp	1.57%	3.35%	-1.78 pp
ROA	9.5%	-5.0%	3.4%	14.50 pp	6.10 pp	6.5%	-0.1%	6.60 pp
ROE	31.6%	-15.4%	11.7%	47.0 pp	19.9 pp	21.8%	-0.3%	22.1 pp
NIM	42.4%	33.6%	39.1%	8.8 pp	3.3 pp	40.9%	42.8%	-1.9 pp
NIM ap	39.9%	18.8%	35.8%	21.1 pp	4.1 pp	38.0%	28.8%	9.2 pp
Efficiency Ratio	67.0%	141.6%	86.1%	-74.6 pp	-19.1 pp	75.5%	100.9%	-25.4 pp
ICAP	36.9%	35.8%	33.3%	1.1 pp	3.6 pp	36.9%	35.8%	1.1 pp
Capital / Total Assets	31.0%	30.5%	29.0%	50.0%	200.0%	0	0	50.0%
Average Loan (Ps.)	9,196	8,931	9,730	3.0%	-5.5%	9,196	8,931	3.0%
Employees	13,980	15,771	14,137	-11.4%	-1.1%	13,980	15,771	-11.4%
Service Offices**	506	576	525	-12.2%	-3.6%	506	576	-12.2%
Branches	158	201	160	-21.4%	-1.3%	158	201	-21.4%

\*Portfolio and Net Income are expressed in millions of Mexican pesos. Net Income "% Change 2Q20" is expressed in positive (+) to express the trend.

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

# Balance Sheet

	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21
Cash and other investments	11,973	15,524	11,889	-22.9%	0.7%
Related parties	1,620	860	1,060	88.4%	52.8%
Total performing loans	21,152	21,375	21,107	-1.0%	0.2%
Non-performing loans	338	741	780	-54.4%	-56.7%
<b>Total loan portfolio</b>	<b>23,110</b>	<b>22,976</b>	<b>22,947</b>	<b>0.6%</b>	<b>0.7%</b>
Allowance for loan losses	1,128	2,896	1,609	-61.0%	-29.9%
<b>Loan portfolio, net</b>	<b>21,982</b>	<b>20,080</b>	<b>21,338</b>	<b>9.5%</b>	<b>3.0%</b>
Other accounts receivable	2,045	951	1,919	115.0%	6.6%
Fixed assets	202	280	207	-27.9%	-2.4%
Other assets	1,884	2,221	2,266	-15.2%	-16.9%
<b>Total assets</b>	<b>38,086</b>	<b>39,056</b>	<b>37,619</b>	<b>-2.5%</b>	<b>1.2%</b>
Clients' Deposits	3,281	2,158	3,149	52.0%	4.2%
Deposits	15	1,208	15	-98.8%	0.0%
Long term debt issuance	8,407	9,413	8,486	-10.7%	-0.9%
Interbank loans	13,544	13,495	13,707	0.4%	-1.2%
Other accounts payable	1,047	873	1,365	19.9%	-23.3%
<b>Total liabilities</b>	<b>26,294</b>	<b>27,147</b>	<b>26,722</b>	<b>-3.1%</b>	<b>-1.6%</b>
Capital stock	634	618	634	2.6%	0.0%
Contributions for future capital increases	18	16	0	12.5%	N/C
Capital reserves	600	582	582	3.1%	3.1%
Retained earnings	9,336	10,716	9,372	-12.9%	-0.4%
Remeasurements for employees benefit	(4)	(3)	(4)	33.3%	0.0%
Net income for the year	1,208	(20)	313	N/C	N/C
<b>Total stockholders' equity</b>	<b>11,792</b>	<b>11,909</b>	<b>10,897</b>	<b>-1.0%</b>	<b>8.2%</b>
<b>Total liabilities and stockholders' equity</b>	<b>38,086</b>	<b>39,056</b>	<b>37,619</b>	<b>-2.5%</b>	<b>1.2%</b>

\* Figures expressed in Mexican pesos (millions)

# Income Statement



	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Interest income	3,973	3,348	3,576	18.7%	11.1%	7,549	7,827	-3.6%
Interest expense	327	366	327	-10.7%	0.0%	654	674	-3.0%
<b>Net Interest Income</b>	<b>3,646</b>	<b>2,982</b>	<b>3,249</b>	<b>22.3%</b>	<b>12.2%</b>	<b>6,895</b>	<b>7,153</b>	<b>-3.6%</b>
Provisions for loan losses	214	1,316	276	-83.7%	-22.5%	490	2,344	-79.1%
<b>Net interest income after provisions</b>	<b>3,432</b>	<b>1,666</b>	<b>2,973</b>	<b>106.0%</b>	<b>15.4%</b>	<b>6,405</b>	<b>4,809</b>	<b>33.2%</b>
Commissions and fee income	285	106	163	168.9%	74.8%	448	333	34.5%
Commissions and fee expense	161	214	137	-24.8%	17.5%	298	364	-18.1%
Trading gains (losses)	(3)	(2)	6	50.0%	N/C	3	29	-89.7%
Other operating income (expense)	179	29	17	517.2%	952.9%	196	60	226.7%
Operating Expenses	2,501	2,245	2,601	11.4%	-3.8%	5,102	4,912	3.9%
<b>Net operating income</b>	<b>1,231</b>	<b>(660)</b>	<b>421</b>	<b>286.5%</b>	<b>192.4%</b>	<b>1,652</b>	<b>(45)</b>	<b>N/C</b>
<b>Total income before income tax</b>	<b>1,231</b>	<b>(660)</b>	<b>421</b>	<b>286.5%</b>	<b>192.4%</b>	<b>1,652</b>	<b>(45)</b>	<b>N/C</b>
Income tax	336	(192)	108	275.0%	211.1%	444	(25)	N/C
Current	0	62	0	N/C	N/C	0	413	N/C
Deferred	336	(254)	108	232.3%	211.1%	444	(438)	201.4%
<b>Net income</b>	<b>895</b>	<b>(468)</b>	<b>313</b>	<b>291.2%</b>	<b>185.9%</b>	<b>1,208</b>	<b>(20)</b>	<b>N/C</b>

The "% Change 2Q20" with respect to negative figures in 2Q is reflected in positive (+) to express the trend

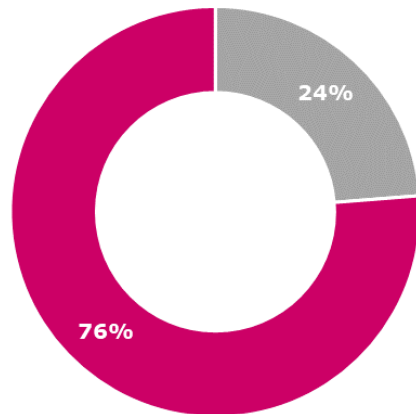
\* Figures expressed in Mexican pesos (millions)



# Funding structure

## Debt profile excluding clients deposits

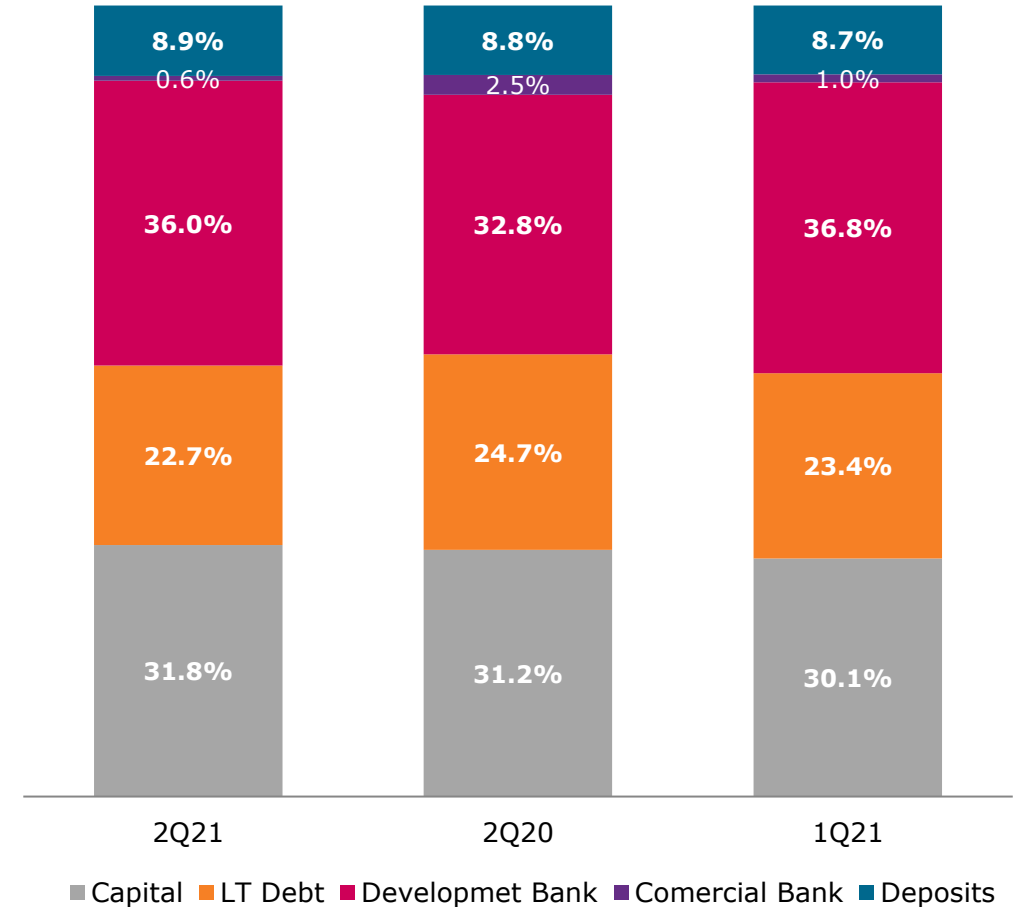
Year	Maturity	%
2021	200	1%
2022	5,240	24%
2023	5,143	23%
2024	5,179	24%
2025	5,640	26%
2026	500	2%
<b>Total</b>	<b>21,902</b>	<b>100%</b>



■ Fixed Rate ■ Variable Rate

**87% of BC's liabilities are Long-Term**

## 5.1%: Cost of Funds 2Q21



# Allowance for loan losses

Risk	2Q21			2Q20			1Q21		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.22%	14,155	172	1.20%	10,286	123	1.22%	14,736	179
A-2	1.84%	2,523	46	1.93%	1,592	31	1.97%	1,973	39
B-1	3.37%	111	4	3.36%	329	11	3.37%	97	3
B-2	4.12%	1615	67	4.17%	931	39	4.19%	773	32
B-3	5.65%	436	25	5.53%	892	49	5.66%	375	21
C-1	7.24%	1,833	133	9.30%	2,988	278	7.12%	2,389	170
C-2	10.75%	1,281	138	10.87%	307	33	10.87%	1,147	125
D	21.97%	522	115	21.97%	2,744	603	22.20%	392	87
E	67.43%	635	428	59.44%	2,906	1727	72.94%	1,066	777
<b>Total</b>		<b>23,111</b>	<b>1,127</b>		<b>22,975</b>	<b>2,894</b>		<b>22,947</b>	<b>1,434</b>
<b>Coverage Ratio<sup>1</sup></b>			<b>333.84%</b>			<b>390.64%</b>			<b>206.28%</b>

<sup>1</sup> Allowance for loan losses / Non-performing loans

<sup>2</sup> Additional allowance for non performing loans 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.

\* Figures expressed in Mexican pesos (millions)

# Summary



## Compartamos Financiera (Peru)

Summary	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Clients	614,003	702,406	622,741	-12.6%	-1.4%	614,003	702,406	-12.6%
Portfolio *	14,452	17,881	14,899	-19.2%	-3.0%	14,452	17,881	-19.2%
Net Income *	(203)	(175)	(42)	15.8%	386.7%	(244)	(26)	823.5%
NPLs / Total Portfolio	4.6%	4.3%	2.9%	32.0%	177.0%	4.6%	4.3%	32.0%
ROA	-4.2%	-3.0%	-0.8%	-1.20 pp	-3.40 pp	-2.5%	-0.2%	-2.30 pp
ROE	-23.6%	-16.2%	-4.9%	-7.4 pp	-18.7 pp	-14.2%	-1.3%	-12.9 pp
NIM	20.0%	11.8%	18.7%	8.2 pp	1.3 pp	19.3%	17.5%	1.8 pp
NIM after provisions	3.3%	6.9%	11.9%	-3.6 pp	-8.6 pp	7.6%	12.9%	-5.3 pp
Efficiency Ratio	277.9%	153.7%	98.6%	124.2 pp	179.3 pp	140.7%	101.8%	38.9 pp
Operating Efficiency	10.8%	11.6%	12.2%	-0.8 pp	-1.4 pp	10.8%	11.6%	-0.8 pp
Capital / Total Assets	18.1%	18.0%	17.2%	0.1 pp	0.9 pp	18.1%	18.0%	0.1 pp
Average Loan (Ps.)	23,537	25,457	23,924	-7.5%	-1.6%	23,537	25,457	-7.5%
Employees	5,015	5,348	5,163	-6.2%	-2.9%	5,015	5,348	-6.2%
Service Offices	107	108	108	-0.9%	-0.9%	107	108	-0.9%

Group loans represented **21.4%** of the portfolio, and **67.7%** 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.

\*Average Loan (Mexican pesos)

# Balance Sheet



	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21
Cash and other investments	5,214.8	6,950.6	4,674.8	-25.0%	11.6%
Derivatives	0.0	0.0	0.0	N/C	0.0%
Total performing loans	13,783.0	17,111.1	14,473.1	-19.4%	-4.8%
Non-performing loans	668.7	770.2	425.6	-13.2%	57.1%
<b>Total loan portfolio</b>	<b>14,451.8</b>	<b>17,881.3</b>	<b>14,898.7</b>	<b>-19.2%</b>	<b>-3.0%</b>
Allowance for loan losses	1,843.5	1,409.7	1,431.2	30.8%	28.8%
<b>Loan portfolio, net</b>	<b>12,608.3</b>	<b>16,471.6</b>	<b>13,467.4</b>	<b>-23.5%</b>	<b>-6.4%</b>
Other accounts receivable	272.8	209.5	479.3	30.2%	-43.1%
Fixed assets	344.2	421.4	353.7	-18.3%	-2.7%
Other assets	828.8	760.0	627.8	9.1%	32.0%
<b>Total assets</b>	<b>19,268.8</b>	<b>24,813.0</b>	<b>19,602.9</b>	<b>-22.3%</b>	<b>-1.7%</b>
Deposits	11,752.3	13,801.2	12,309.3	-14.8%	-4.5%
Long term debt issuance	362.6	457.7	386.3	-20.8%	-6.1%
Interbank loans	2,732.5	5,242.1	2,716.1	-47.9%	0.6%
Repos	278.8	0.0	244.5	N/C	14.0%
Other accounts payable	633.8	847.1	538.0	-25.2%	17.8%
<b>Total liabilities</b>	<b>15,760.0</b>	<b>20,348.1</b>	<b>16,194.3</b>	<b>-22.5%</b>	<b>-2.7%</b>
Capital stock	2,571.5	3,241.0	2,571.5	-20.7%	0.0%
Capital reserves	710.7	213.3	209.8	233.2%	238.8%
Foreign exchange effect	(40.9)	1,008.2	156.0	-104.1%	-126.2%
Retained earnings	477.5	28.8	477.5	N/C	0.0%
Net income for the year	(237.6)	(26.4)	(37.4)	N/C	N/C
<b>Participation (in net income) from controlling company</b>	<b>3,481.2</b>	<b>4,464.9</b>	<b>3,377.4</b>	<b>-22.0%</b>	<b>3.1%</b>
Participation (in net income) from non-controlling company	27.6	0.0	31.3	N/C	-11.6%
<b>Total stockholders' equity</b>	<b>3,508.8</b>	<b>4,464.9</b>	<b>3,408.6</b>	<b>-21.4%</b>	<b>2.9%</b>
<b>Total liabilities and stockholders' equity</b>	<b>19,268.8</b>	<b>24,813.0</b>	<b>19,602.9</b>	<b>-22.3%</b>	<b>-1.7%</b>

FX (End of period):	PEN - USD	MXN - USD	MXN - PEN
2Q21	3.86	19.91	5.16
2Q20	3.54	23.09	6.53
1Q21	3.76	20.44	5.44

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



	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Interest income	1,074	904	1,061	18.9%	1.3%	2,135.2	2,217.3	-3.7%
Interest expense	122.1	228.4	155.2	-46.6%	-21.3%	277.3	395.3	-29.9%
<b>Net interest income</b>	<b>952.4</b>	<b>675.4</b>	<b>905.6</b>	<b>41.0%</b>	<b>5.2%</b>	<b>1,857.9</b>	<b>1,822.0</b>	<b>2.0%</b>
Provisions for loan losses	794.6	279.8	331.8	184.0%	139.5%	1,126.4	474.7	137.3%
<b>Net interest income after provisions</b>	<b>157.8</b>	<b>395.6</b>	<b>573.8</b>	<b>-60.1%</b>	<b>-72.5%</b>	<b>731.5</b>	<b>1,347.3</b>	<b>-45.7%</b>
Commissions and fee income	78.9	49.6	97.1	59.1%	-18.7%	176.0	109.0	61.5%
Commissions and fee expenses	26.6	5.7	28.4	369.5%	-6.4%	55.0	20.6	167.1%
Other operating income (expense)	(20.8)	5.8	(25.6)	-461.0%	-18.6%	(46.4)	9.2	-607.2%
Operating expenses	525.9	684.4	608.0	-23.2%	-13.5%	1,134.0	1,470.2	-22.9%
<b>Net operating income</b>	<b>(336.7)</b>	<b>(239.1)</b>	<b>8.8</b>	<b>40.8%</b>	<b>N/C</b>	<b>(327.9)</b>	<b>(25.3)</b>	<b>N/C</b>
Participation in net income from non consolidated and associated subsidiaries	0.0	0.0	0.0	N/C	N/C	0.0	0.0	N/C
<b>Total income before income tax</b>	<b>(336.7)</b>	<b>(239.1)</b>	<b>8.8</b>	<b>40.8%</b>	<b>N/C</b>	<b>(327.9)</b>	<b>(25.3)</b>	<b>N/C</b>
Current and Deferred	(134.2)	(64.1)	50.4	109.2%	N/C	(83.8)	1.1	N/C
<b>Net income</b>	<b>(202.5)</b>	<b>(175.0)</b>	<b>(41.6)</b>	<b>15.8%</b>	<b>386.7%</b>	<b>(244.1)</b>	<b>(26.4)</b>	<b>823.5%</b>
Participation (in net income) from controlling company	(200.2)	-175.0	(37.4)	14.4%	N/C	(237.6)	(26.4)	798.7%
Participation (in net income) from non-controlling company	(2.4)	-	(4.2)	N/C	-43.6%	(6.6)	-	N/C

FX (Average)	PEN - USD	MXN - USD	MXN - PEN
2Q21	3.79	20.02	5.28
2Q20	3.43	23.34	6.81
1Q21	3.66	20.34	5.56

Peru figures are reported under Mexican GAAP

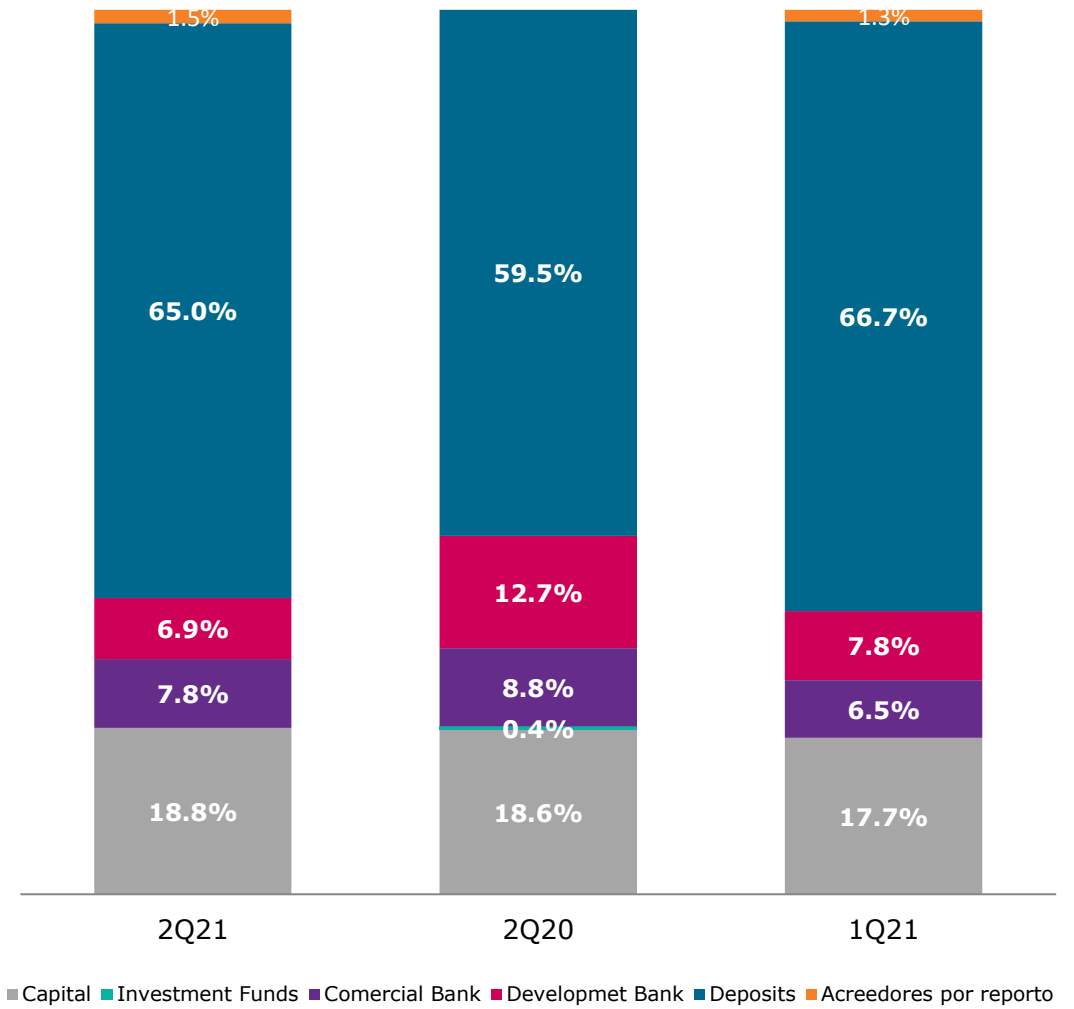
Figures are expressed in Mexican Peso with its corresponding FX

Source: Banco de México and Banco Central of Perú

# Funding structure



**3.2%**  
**Cost of Funds 2Q21**



# Summary

## ConCrédito

Fin Útil, S.A. de C.V. SOFOM, E.N.R.

Comfu, S.A. de C.V.

ConCrédito	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Clients (Entrepreneurs/Distributors)	53,645	41,722	45,744	28.6%	17.3%	53,645	41,722	28.6%
Portfolio *	2,618	2,733	2,315	-4.2%	13.1%	2,618	2,733	-4.2%
Net Income *	103	35	122	196.1%	-15.8%	224	160	40.1%
NPL	5.06%	1.79%	4.65%	3.27 pp	0.41 pp	5.06%	1.79%	3.27 pp
ROAA	10.5%	3.1%	12.1%	7.4 pp	-1.60 pp	11.3%	7.2%	4.1 pp
ROAE	18.7%	6.6%	23.4%	12.1 pp	-4.7 pp	21.0%	15.2%	5.8 pp
NIM	46.7%	25.0%	41.7%	21.7 pp	5.0 pp	44.3%	34.3%	10.0 pp
NIM after provisions	31.4%	14.1%	31.1%	17.3 pp	0.3 pp	31.4%	20.9%	10.5 pp
Write - offs *	81	132	126	-38.7%	-0.4 pp	176	254	-30.7%
Coverage Ratio	201.1%	321.4%	194.6%	-120.3 pp	6.5 pp	201.1%	321.4%	-120.3 pp
Average Loan per Client	48,805	65,501	50,607	-25.5%	0.0 pp	48,805	65,501	-25.5%
Employees	1,629	1,514	1,604	7.6%	1.6%	1,629	1,514	7.6%

**More than 13 years of experience in grating credits**

**99% of loan disbursements are made digitally**

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

# Balance Sheet

	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21
Cash and other investments	691	970	1,166	-28.7%	-40.7%
Total performing loans	2,486	2,684	2,207	-7.4%	12.6%
Non-performing loans	132	49	108	170.1%	23.0%
<b>Total loan portfolio</b>	<b>2,618</b>	<b>2,733</b>	<b>2,315</b>	<b>-4.2%</b>	<b>13.1%</b>
Allowance for loan losses	266	157	209	69.0%	27.1%
<b>Loan portfolio, net</b>	<b>2,352</b>	<b>2,575</b>	<b>2,106</b>	<b>-8.7%</b>	<b>11.7%</b>
Accounts receivable	295	280	280	5.3%	5.5%
Allowances	17	8	16	103.2%	1.0%
Other account receivable	278	272	263	2.4%	5.8%
Other accounts receivable	109	154	108	-29.2%	0.8%
Fixed assets	28	137	35	-79.9%	-21.2%
Deferred income tax	137	68	150	99.9%	-9.2%
Other assets	200	176	162	13.6%	23.1%
<b>Total assets</b>	<b>3,795</b>	<b>4,352</b>	<b>3,990</b>	<b>-12.8%</b>	<b>-4.9%</b>
Interbank loans	400	580	573	-31.0%	-30.1%
Securitization transactions	805	1,310	974	-38.5%	-17.3%
Lease liability	0	97	0	N/C	N/C
Other accounts payable	346	311	303	11.3%	14.3%
Deferred credits and prepayments	0	0	0	N/C	N/C
<b>Total liabilities</b>	<b>1,551</b>	<b>2,298</b>	<b>1,850</b>	<b>-32.5%</b>	<b>-16.1%</b>
Capital stock	1,424	1,424	1,424	0.0%	0.0%
Contributions for future capital increases	0	0	0	N/C	N/C
Capital reserves	0	0	0	N/C	N/C
Premium on sale of stock	7	7	7	0.0%	0.0%
Retained earnings	588	473	588	24.4%	0.0%
D-5	0	-10	0	N/C	N/C
Net income for the year	224	160	122	40.1%	84.2%
<b>Total stockholders' equity</b>	<b>2,243</b>	<b>2,054</b>	<b>2,141</b>	<b>9.2%</b>	<b>4.8%</b>
<b>Total liabilities and stockholders' equity</b>	<b>3,795</b>	<b>4,352</b>	<b>3,990</b>	<b>-12.8%</b>	<b>-4.9%</b>

\* Figures expressed in Mexican pesos (millions)



# Income Statement

	2Q21	2Q20	1Q21	% Change 2Q20	% Change 1Q21	6M21	6M20	% Change 6M20
Interest income	417.3	302.3	391.7	38.0%	6.5%	809.0	784.3	3.1%
Interest expense	35.1	68.3	38.5	-48.6%	-9.0%	73.6	143.3	-48.6%
<b>Net interest income</b>	<b>382.2</b>	<b>234.0</b>	<b>353.1</b>	<b>63.3%</b>	<b>8.2%</b>	<b>735.4</b>	<b>641.0</b>	<b>14.7%</b>
Provisions for loan losses	124.8	102.6	89.9	21.6%	38.8%	214.6	251.0	-14.5%
<b>Net interest income after provisions</b>	<b>257.5</b>	<b>131.4</b>	<b>263.3</b>	<b>95.9%</b>	<b>-2.2%</b>	<b>520.7</b>	<b>389.9</b>	<b>33.5%</b>
Commissions and fee income	5.3	1.7	7.1	212.9%	-24.6%	12.4	12.9	-4.0%
Commissions and fee expenses	9.1	10.1	7.8	-9.0%	17.3%	16.9	21.8	-22.3%
Other operating income (expense)	135.1	135.7	119.5	-0.5%	13.0%	254.6	275.8	-7.7%
Operating expenses	245.8	199.4	208.0	23.3%	18.2%	453.9	415.5	9.2%
<b>Total income before income tax</b>	<b>142.9</b>	<b>59.4</b>	<b>174.0</b>	<b>140.4%</b>	<b>-17.9%</b>	<b>316.9</b>	<b>241.3</b>	<b>31.3%</b>
Current and Deferred	40.3	24.8	52.2	62.7%	-22.7%	92.5	81.2	14.0%
<b>Net income</b>	<b>102.5</b>	<b>34.6</b>	<b>121.8</b>	<b>196.1%</b>	<b>-15.8%</b>	<b>224.3</b>	<b>160.1</b>	<b>40.1%</b>

\* Figures expressed in Mexican pesos (millions)

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