



# Corporate Presentation

## 3Q21



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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 **20,400 employees**.
- We serve more than **4.1 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.

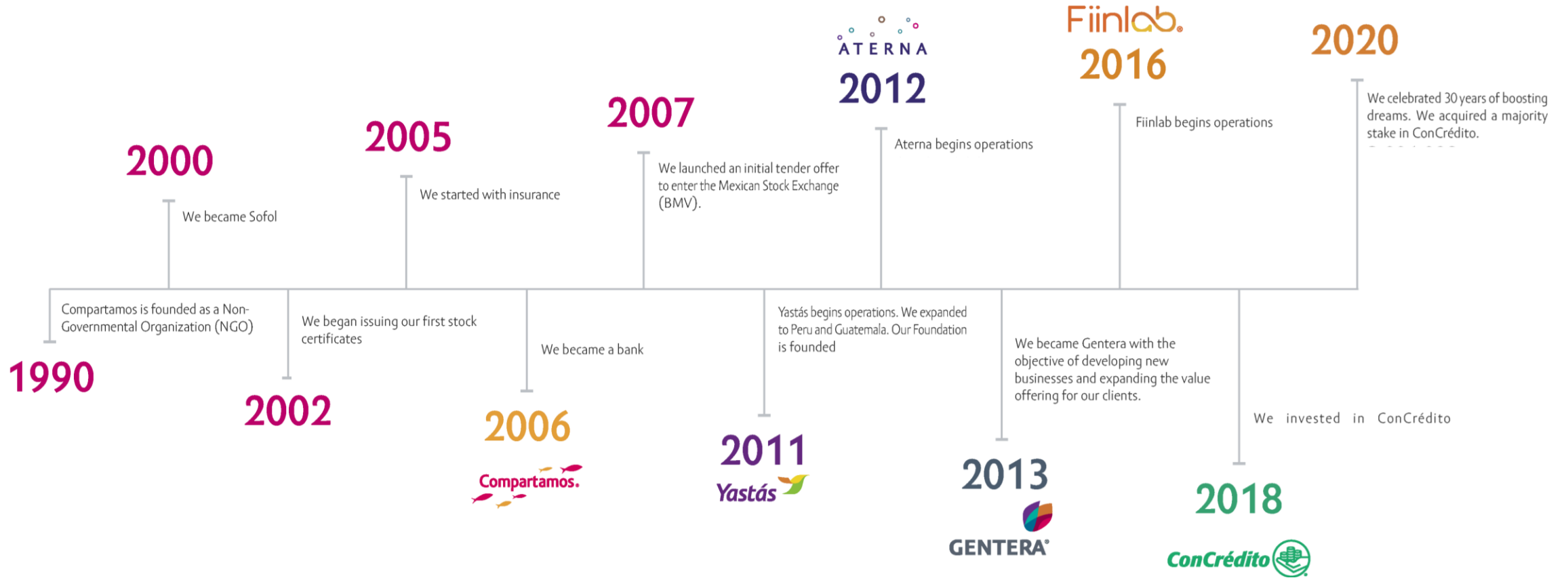
Compartamos Banco is signatory of the **Principles for Responsible Banking**, being the **first microfinance institution to be part of this initiative**.

# 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



**3Q21\*** ———— +4.1 million users of financial services

\*3.48 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 650 thousand final users.



# Highlights 3Q21



Reached more than **+4.1 million** users of financial services, at the end of 3Q21.



Net Income reached **\$657 million** pesos in 3Q21, accumulating a profit of **\$1,688 million pesos**.



NPL for 3Q21 stood at **3.03%**, an improvement compared to 6.94% in the 3Q20.



## Solid Capital Position

Genera, Capital / Total Assets **35.3%**.  
Banco Compartamos reached an ICAP at **34.1%**.



In México, **Banco Compartamos**, reached a microcredit loan portfolio at **\$22,747 million pesos**, a 9.4% increase compared to 3Q20.



In **Peru**, the total loan portfolio reached **\$14,768 million pesos**.  
Solvency Ratio **18.1%**



**Red Yastás** at the end of 3Q21, reached 5,919 affiliates, a **+33.4%** increase compared to 3Q20.



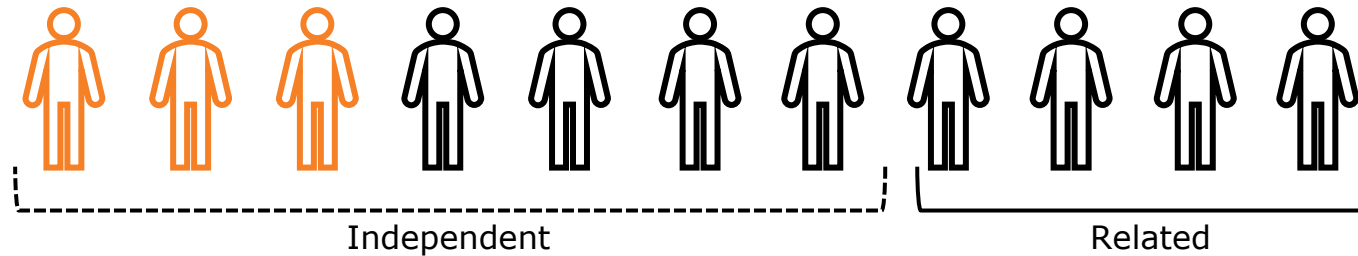
**Aterna** ended 3Q21 with more than **9.0 million** active insurance policies.



**ConCrédito** Loan Portfolio reached **\$2,900 million**, a **+10.8%** increase compared to 2Q21.

# Best practices in Corporate Governance

## 11 members on the Board of Directors



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

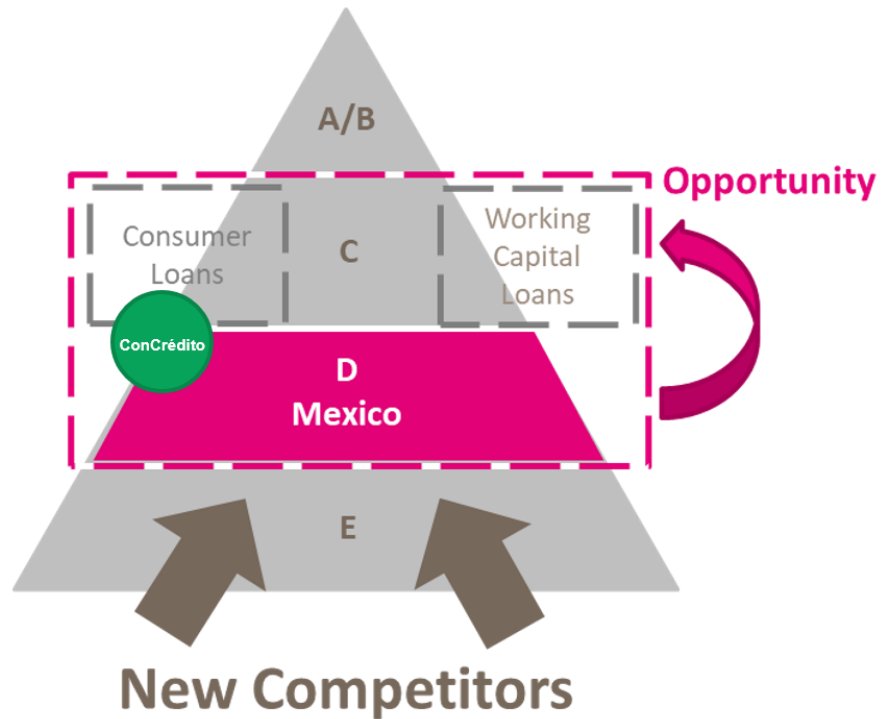
### Códigos

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

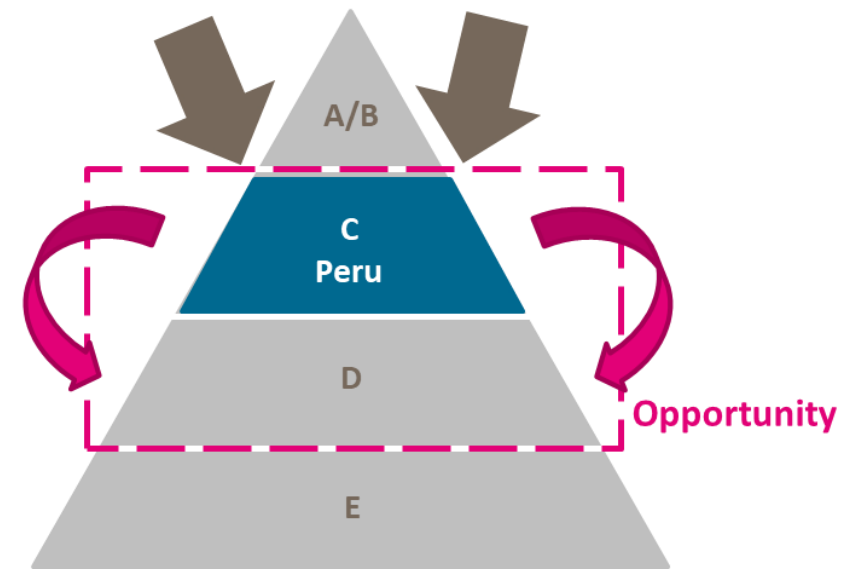
**Code of Ethics and Conduct** of utmost importance for Genera, which applies to counselors, collaborators, suppliers and civil society organizations

# 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. 7,871
Term	16 semanas
Contribution to loan portfolio	57.4%
Contribution to number of clients	68.4%
Life insurance / number of clients	94.1%

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. 7,091
Term	5 a 6 meses
Contribution to loan portfolio	19.9%
Contribution to number of clients	26.2%
Life insurance / number of clients	90.0%

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. 25,968
Term	6 a 24 meses
Contribution to loan portfolio	13.8%
Contribution to number of clients	5.0%
Life insurance / number of clients	86.6%

## 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. 7,670 CCR: Ps. 7,913 CI: Ps. 6,265
Term	6 a 24 meses
Contribution to loan portfolio	CM: 4.9% CCR: 1.3% CI: 0.01%

## Additional loans for CM and CCR

### General Characteristics:

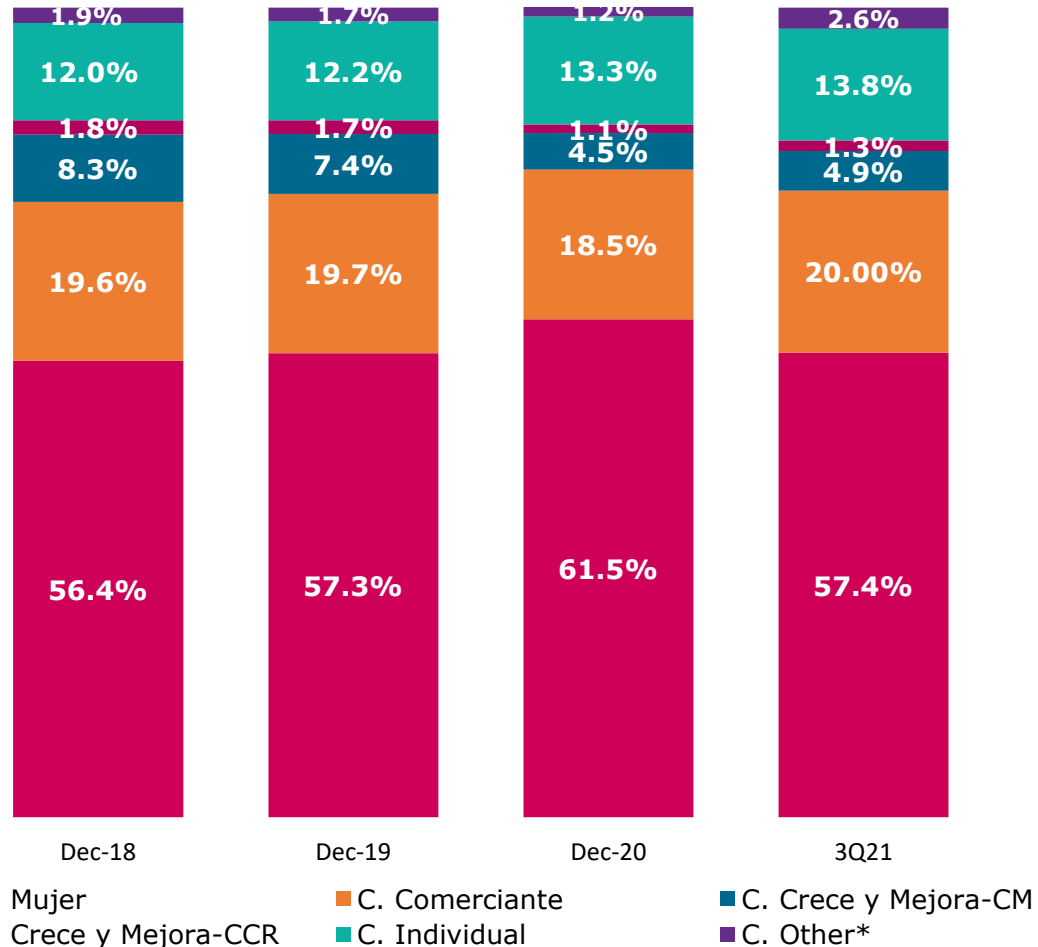
- Working capital loan
- Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- Clients must have completed 3 cycles under Crédito Mujer (CM) or 2 under Crédito Comerciante (CCR).

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%

# Evolution of loans methodologies

(2018-3Q21)

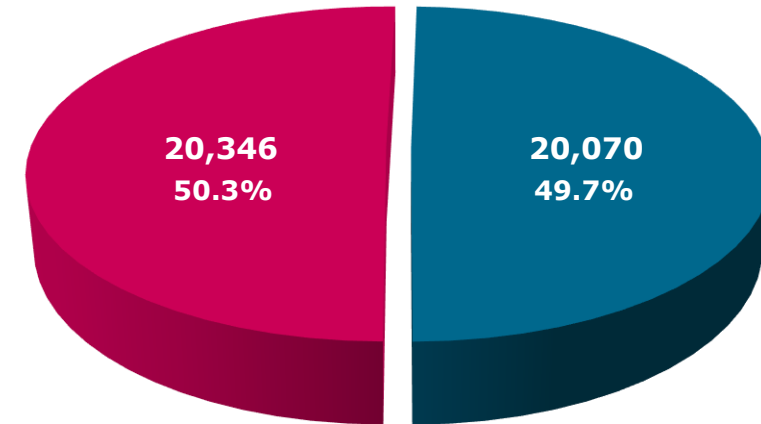
BANCO COMPARTAMOS, S.A. I.B.M.



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

## Genera Portfolio Distribution

Mexico and Peru

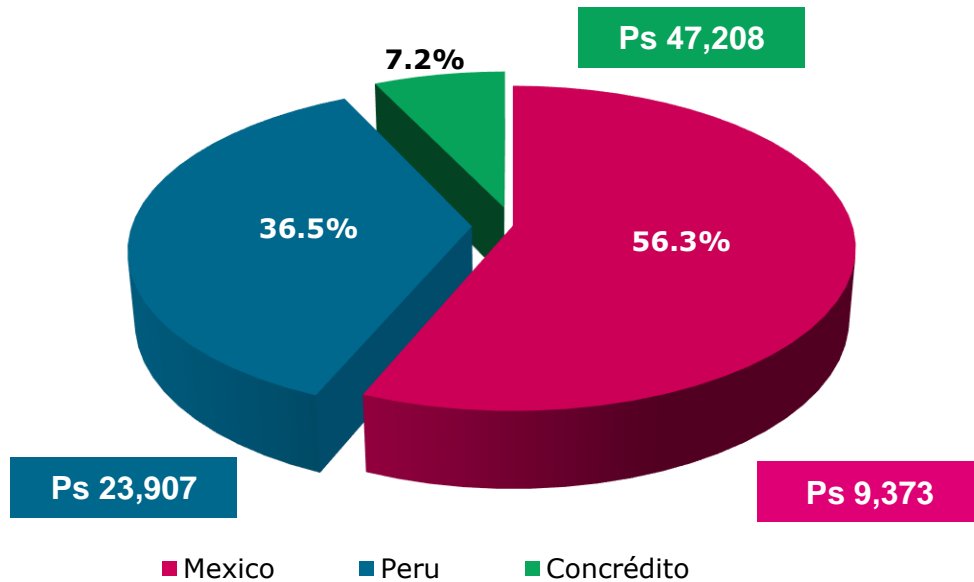


■ Group Methodology ■ Individual Methodology

**89% of our clients are women**

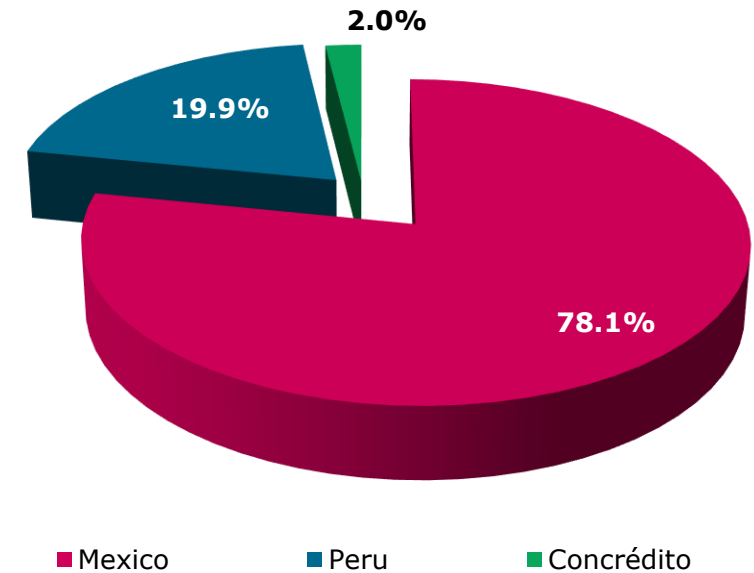
# Distribution per subsidiary

% Total loan portfolio and average ticket



Credit Clients per subsidiary

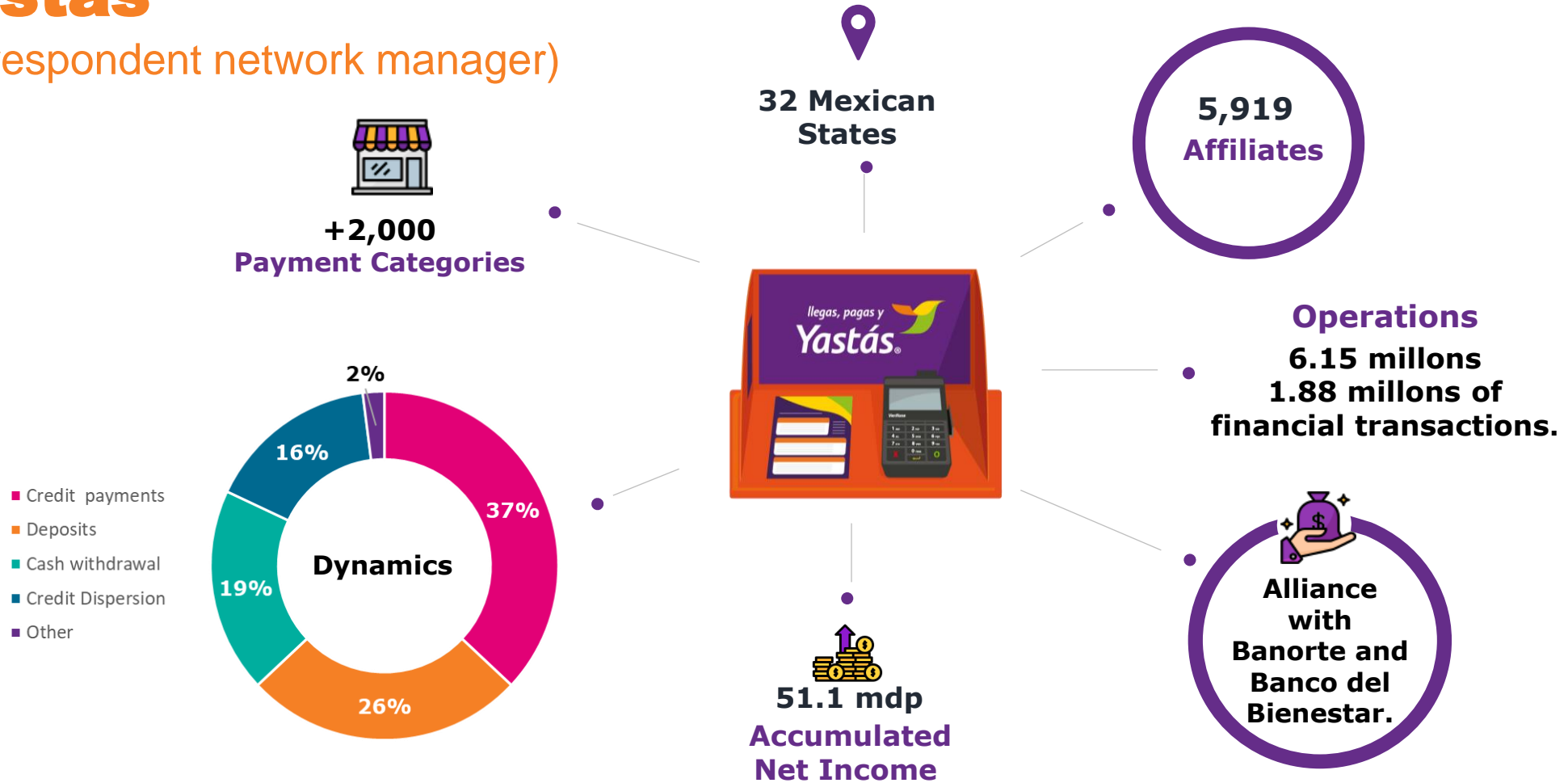
3,105,923 Credit Clients



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 **6.15 million transactions**, a figure **18.1% larger** than that registered in 3Q20.

(\*) 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, Vetr, 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 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.

## 3Q21

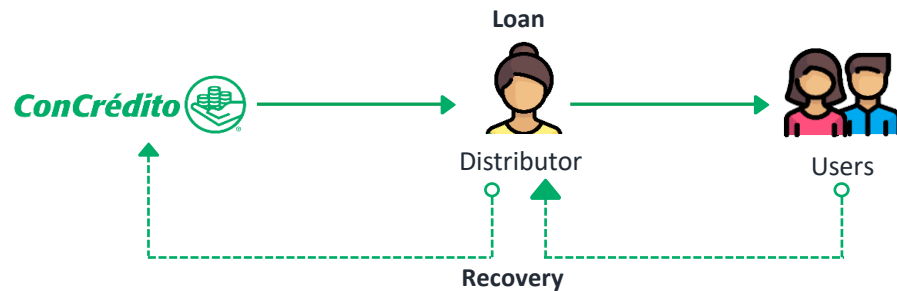
 <b>Active Policies</b>	+9.0 million
 <b>Placed Policies</b>	<ul style="list-style-type: none"><li>• 3Q21 - 7.2 million</li><li>• 2020 - 24.6 million</li></ul>
 <b>Coverage</b>	Mexico and Peru
 <b>9 month period Net Income</b>	\$74.3 million pesos

ATERNA ended the quarter with **more than 9.0 million active insurance policies**, representing a **66% increase** compared to 3Q20.

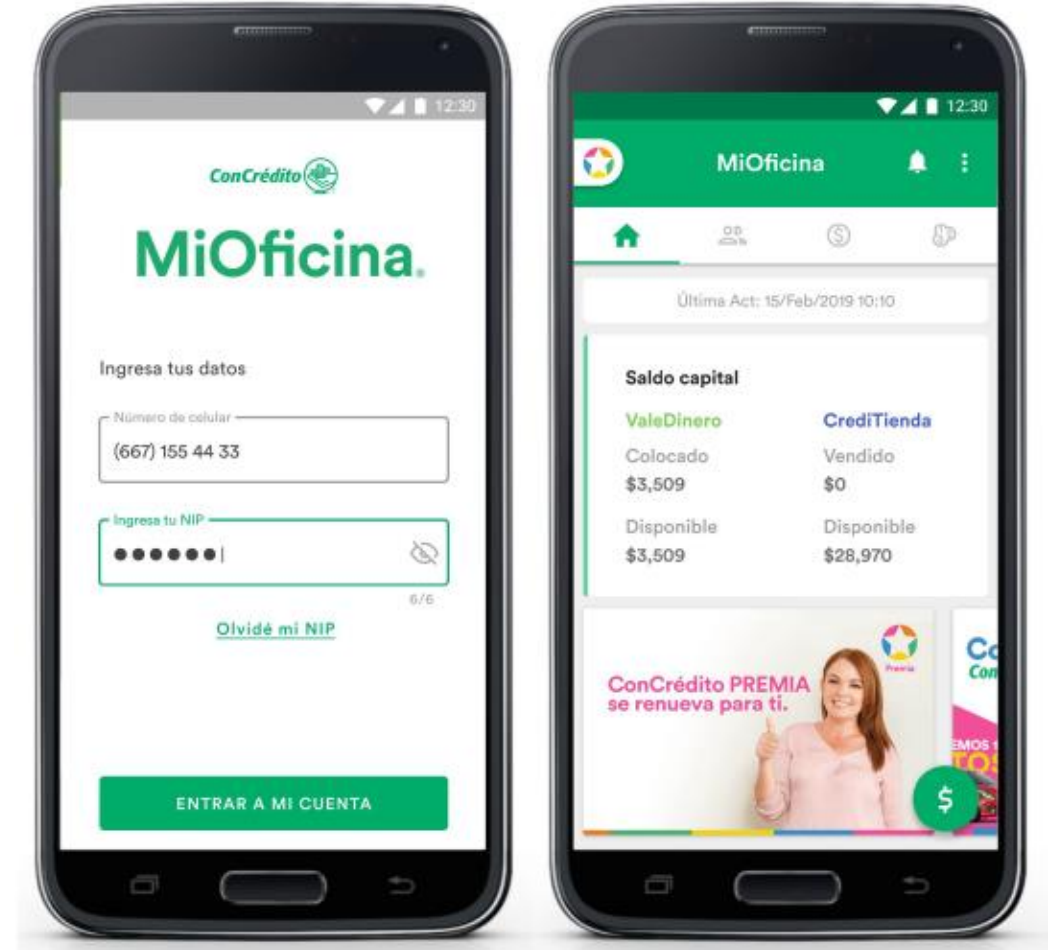
## Products

### ValeDinero

- **Maturity:** 1 to 18 biweeks
- **Loan Size:** Ps. 500 to Ps. 8,000
- **Final Users Per Distributor:** ~11
- **Av. Ticket Distributors:** Ps. 47,208\*
- **Av. Ticket Final Users:** Ps. 4,149
- **Portfolio:** Ps. 2,900 million



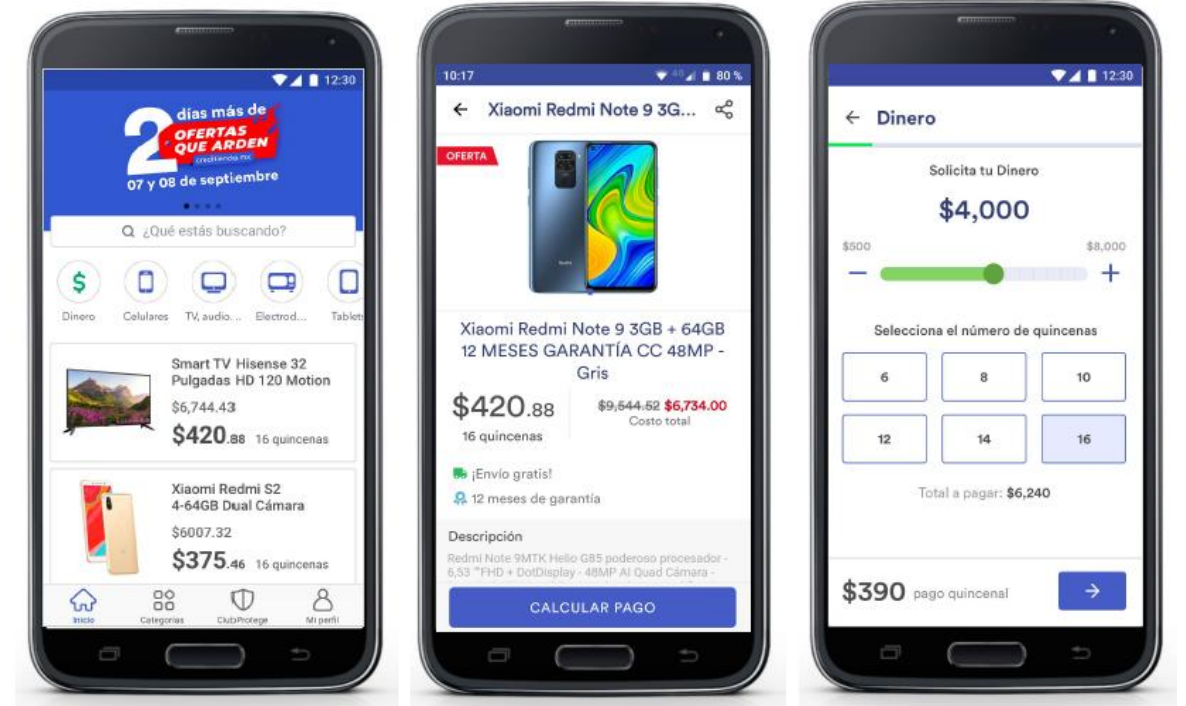
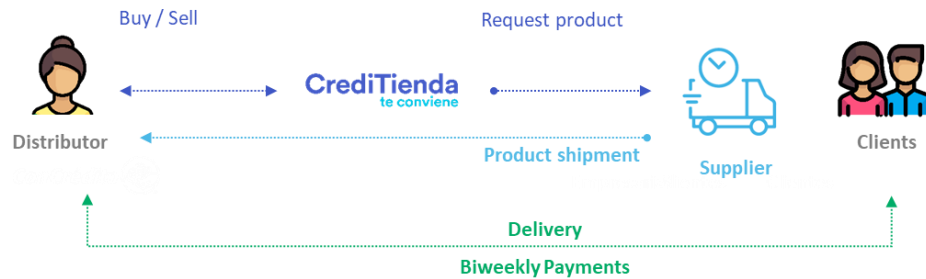
\*Average Ticket per Entrepreneur/Distributor.  
Figures are expressed in Mexican Pesos (million)



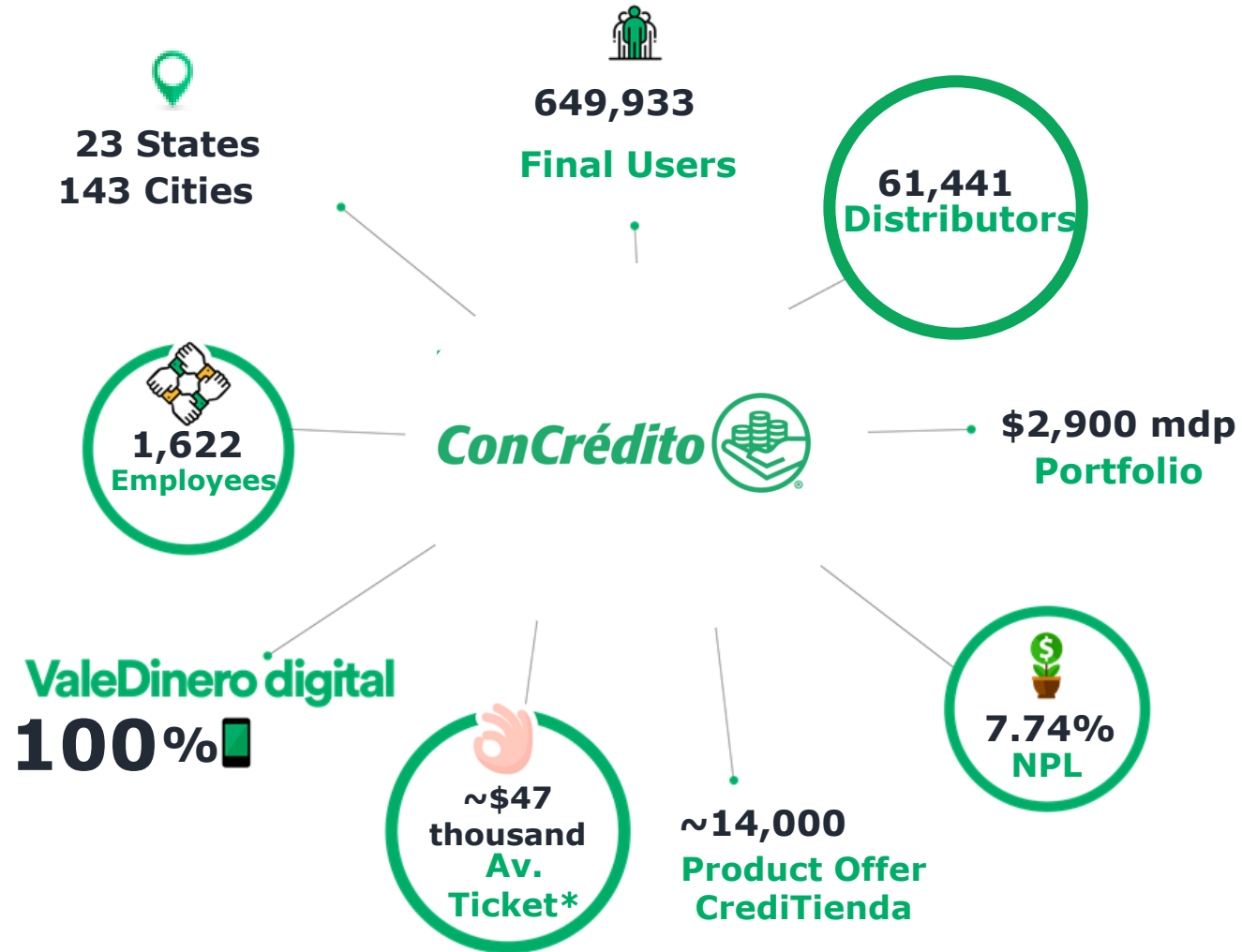
## Products

### CrediTienda

- **Beginning of Operations:** 2018
- **Maturity:** 6 to 16 biweeks
- **Apps Users:** 720,000
- **Product Offer:** ~14,000
- **Av. Ticket Final User:** Ps. 4,467
- **Portfolio:** Ps. 318 million\*\*



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



Active clients reached more than **61 thousand Distributors** a **47.9% growth** compared to 3Q20. .

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



**Growth and profitability**



# Summary

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

Summary	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Clients <sup>1)</sup>	3,481,942	3,486,748	3,484,164	-0.1%	-0.1%	3,481,942	3,486,748	-0.1%
Portfolio*	40,416	40,824	39,139	-1.0%	3.3%	40,416	40,824	-1.0%
Net Income*	657	(1,983)	653	N/C	0.6%	1,688	(1,926)	N/C
NPLs / Total Portfolio	3.03%	6.94%	2.96%	-3.91 pp	0.07 pp	3.03%	6.94%	-3.91 pp
ROA	3.8%	-11.1%	3.7%	N/C	0.1 pp	3.3%	-3.9%	N/C
ROE	11.2%	-36.4%	11.4%	N/C	-0.2 pp	9.8%	-11.9%	N/C
NIM	35.7%	22.3%	35.2%	13.4 pp	0.5 pp	34.5%	29.5%	5.0 pp
NIM after provisions	29.4%	0.3%	27.2%	29.1 pp	2.2 pp	28.0%	14.6%	13.4 pp
Efficiency Ratio	77.4%	979.7%	78.0%	-902.3 pp	-0.6 pp	79.9%	140.5%	-60.6 pp
Capital / Total Assets	35.3%	30.9%	33.2%	4.4 pp	2.1 pp	35.3%	30.9%	4.4 pp
Average Loan per Client	13,013	13,024	12,660	-0.1%	2.8%	13,013	13,024	-0.1%
Employees	20,485	23,464	21,624	-12.7%	-5.3%	20,485	23,464	-12.7%
Service Offices**	606	733	655	-17.3%	-7.5%	606	733	-17.3%
Branches	158	167	158	-5.4%	0.0%	158	167	-5.4%

**In 3Q21 GENTERA served more than 4.1 million people.** 3.48 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 650 thousand final users.

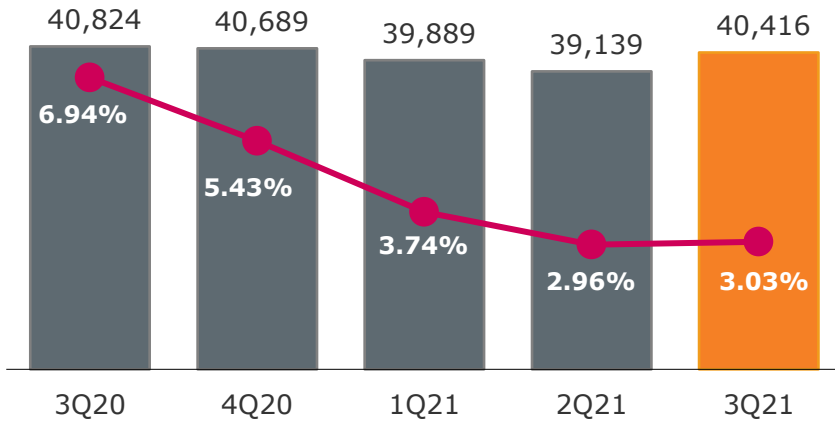
(1) 3,105,923 credit clients and 376,019 users from ConCrédito, savings, remittances and insurance products

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

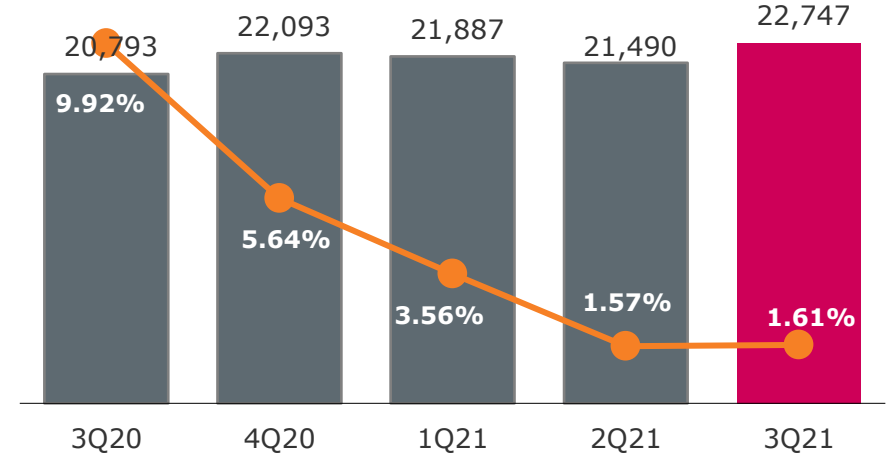
\*\* Branches are inside a Service Office (same location).

# Total Portfolio – NPL %

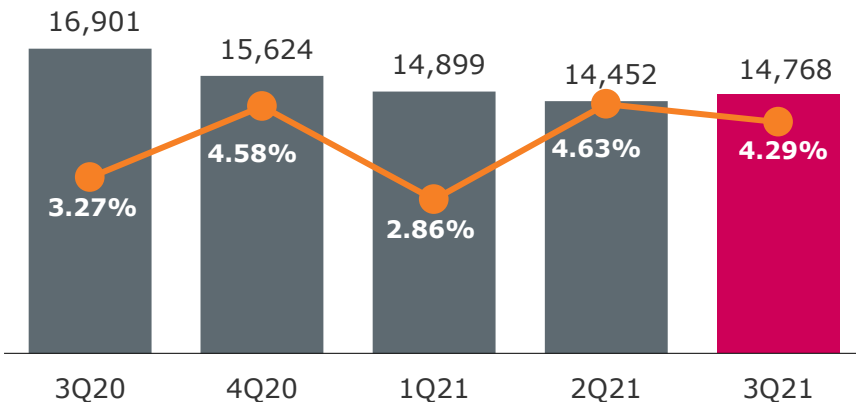
## Genera



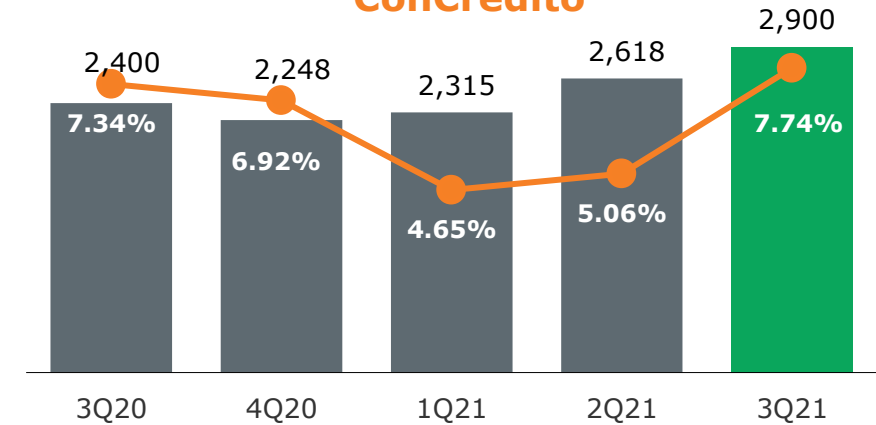
## Mexico – Banco Compartamos



## Peru



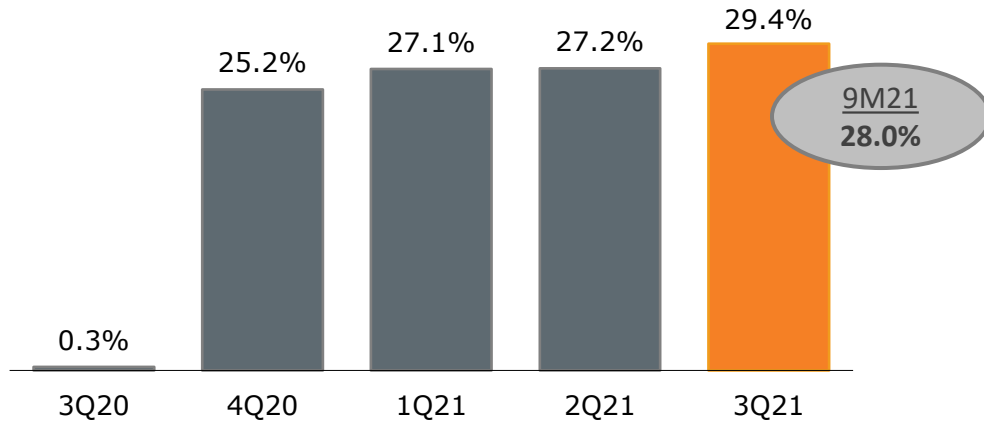
## ConCrédito



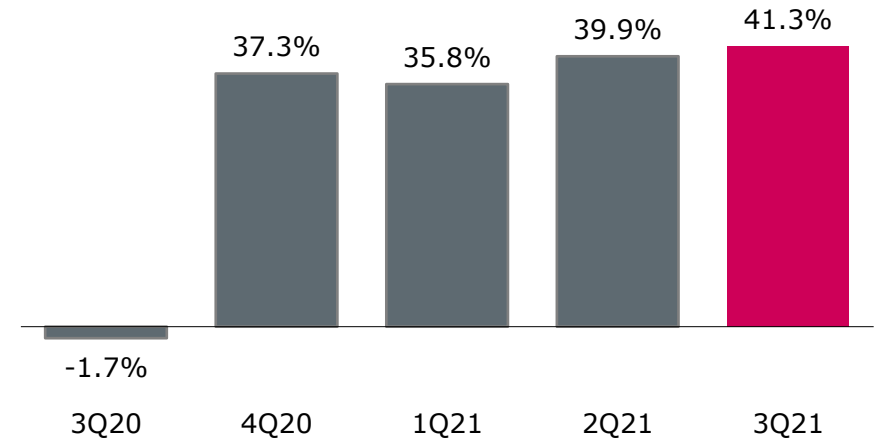
**Total Loan Portfolio was stable** considering **seasonality**, highlighting the strong performance in Non-performing Loans.

# NIM (%) after provisions

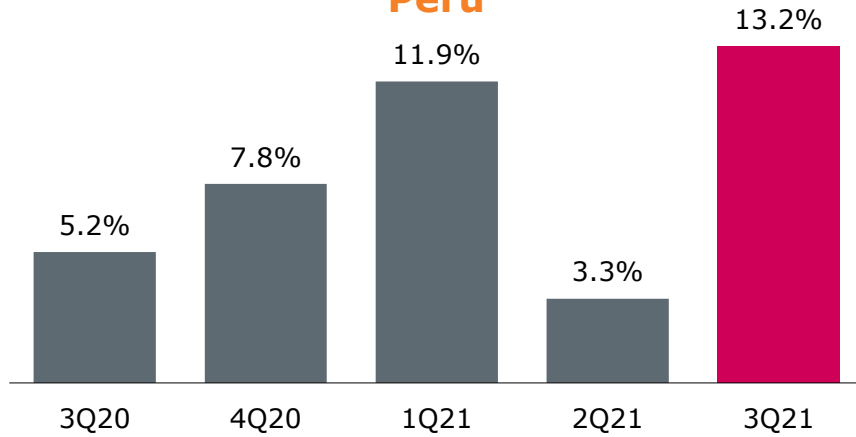
## Genera



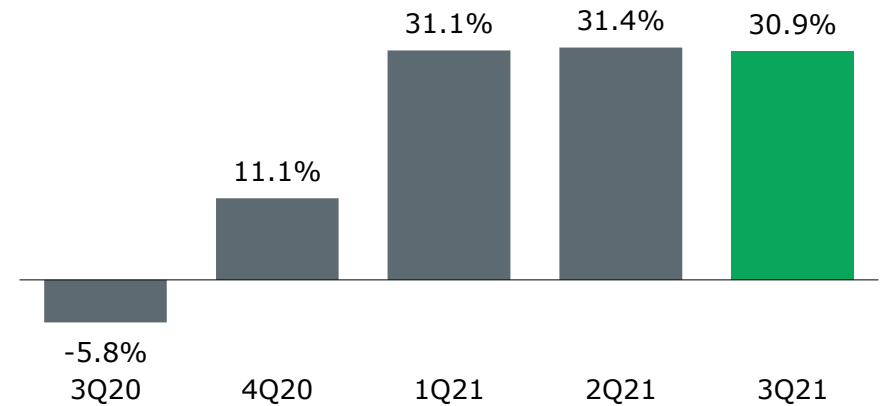
## Mexico – Banco Compartamos



## Peru



## ConCrédito

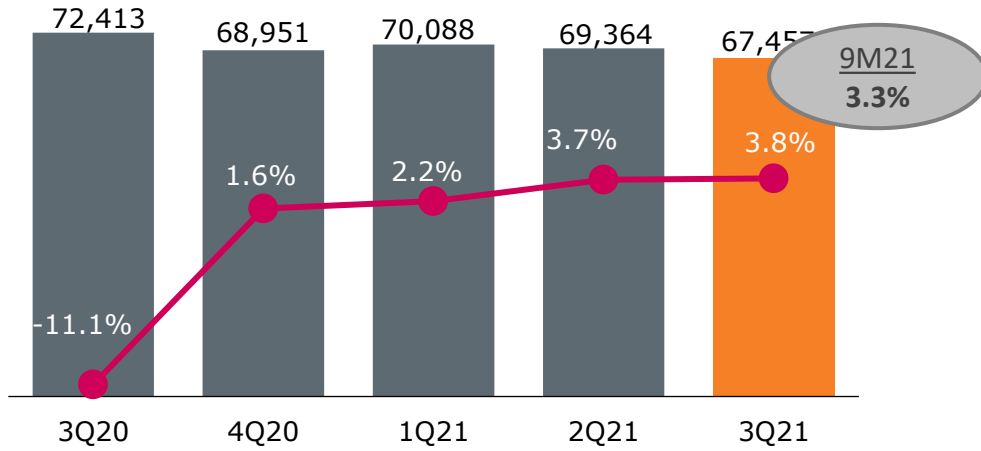


**NIM after provisions** stood at **29.4%** in 3Q21, a **strong increase** compared to 0.3% in 3Q20, and the previous quarters.

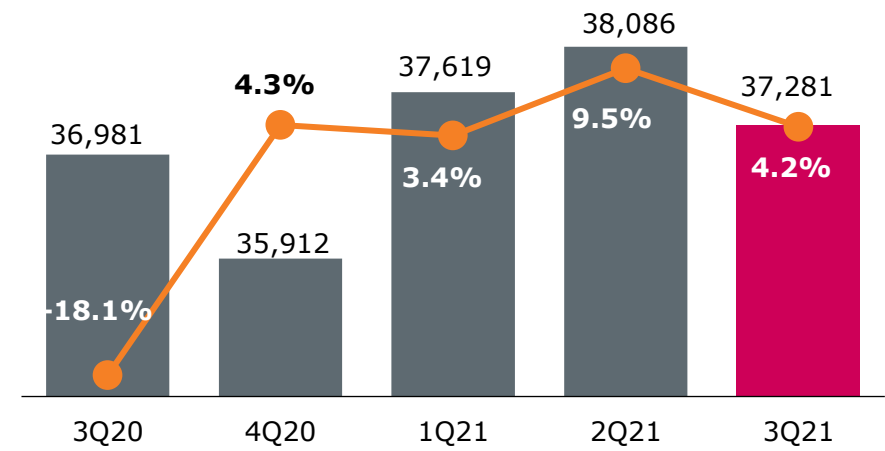


# Equity - ROAA

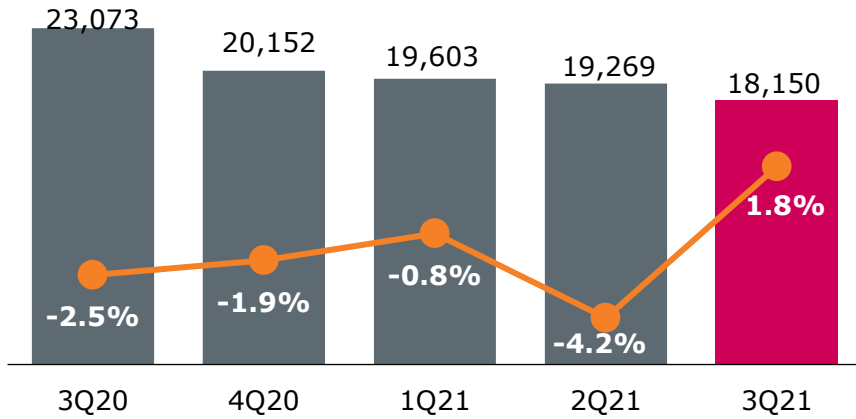
Genera



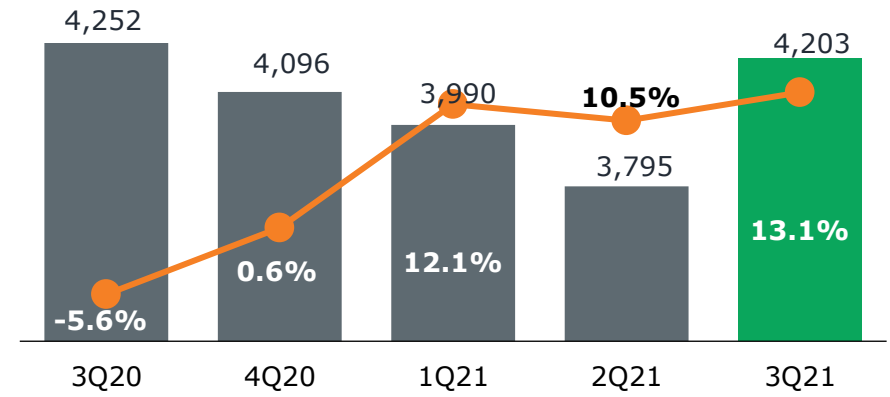
Mexico – Banco Compartamos



Peru

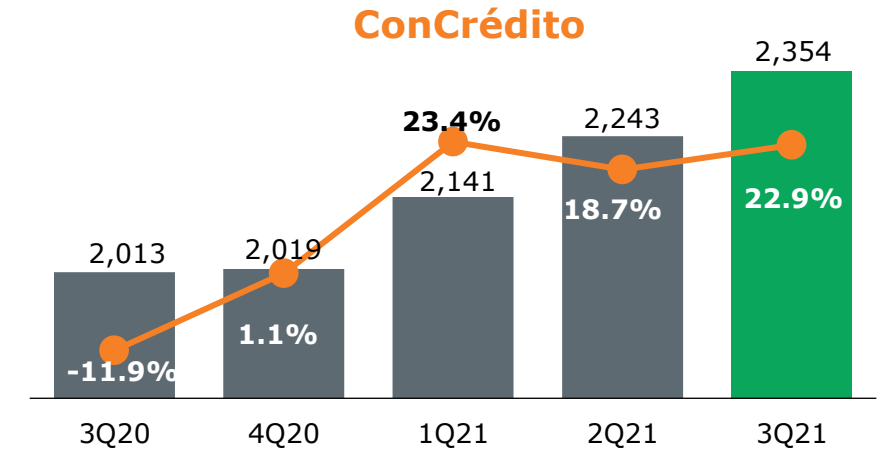
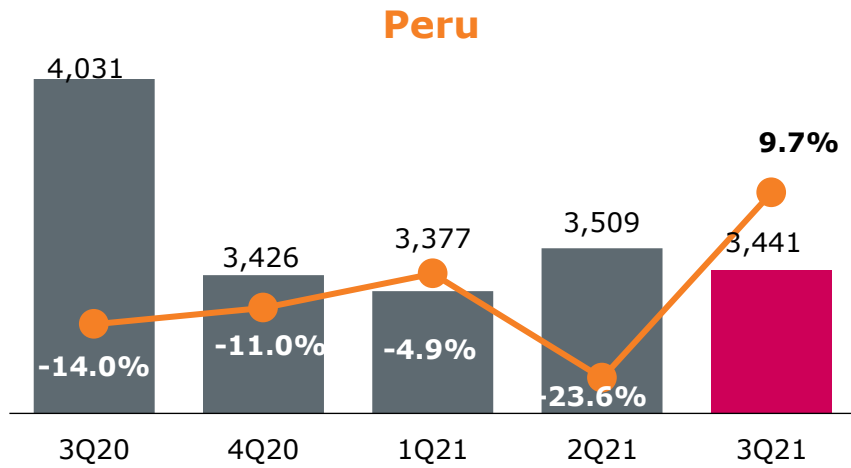
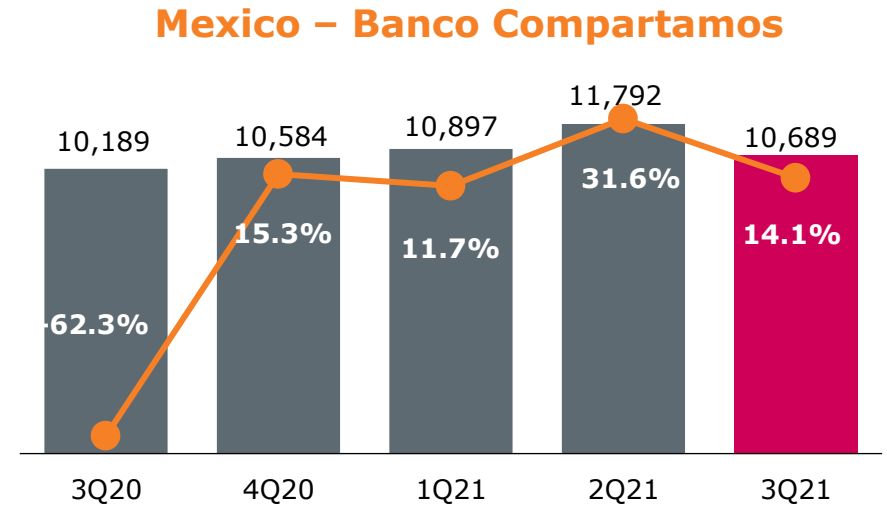
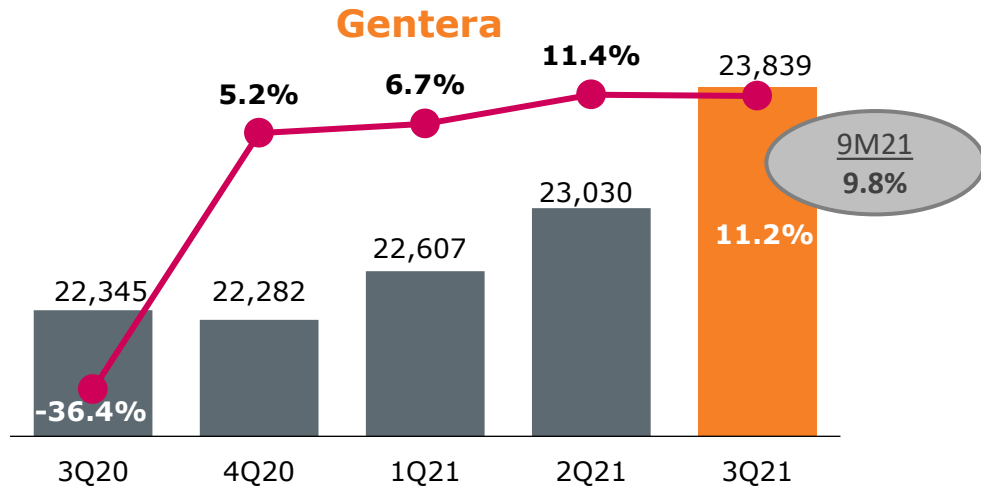


ConCrédito



**ROA reached 3.8%, a solid improvement** compared to a negative **-11.1%** ROA in 3Q20.

# Assets - ROAE



**ROE** in Mexico stood at 14.1%, a strong **improvement** compared to **-62.3%** ROE in 3Q20.



# Financial Information

## 3Q21



# Balance Sheet

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21
Cash and other investments	16,962	24,188	20,058	-29.9%	-15.4%
Total performing loans	39,192	37,991	37,981	3.2%	3.2%
Non-performing loans	1,224	2,833	1,158	-56.8%	5.7%
<b>Total loan portfolio</b>	<b>40,416</b>	<b>40,824</b>	<b>39,139</b>	<b>-1.0%</b>	<b>3.3%</b>
Allowance for loan losses	3,288	6,815	3,248	-51.8%	1.2%
<b>Loan portfolio, net</b>	<b>37,128</b>	<b>34,009</b>	<b>35,891</b>	<b>9.2%</b>	<b>3.4%</b>
Other accounts receivable	3,149	2,162	2,986	45.7%	5.5%
Fixed assets	742	995	785	-25.4%	-5.5%
Permanent investment	116	96	98	20.8%	18.4%
Long-lived assets available for sale	277	0	0	N/C	N/C
Other assets	4,112	5,264	4,546	-21.9%	-9.5%
Goodwill	4,971	5,699	5,000	-12.8%	-0.6%
<b>Total assets</b>	<b>67,457</b>	<b>72,413</b>	<b>69,364</b>	<b>-6.8%</b>	<b>-2.7%</b>
Clients deposits	5,469	3,670	5,122	49.0%	6.8%
Deposits	8,658	11,912	9,911	-27.3%	-12.6%
Long term debt issuance	8,833	8,915	8,770	-0.9%	0.7%
Interbank loans	15,042	19,108	17,084	-21.3%	-12.0%
Securitization transactions	795	1,300	800	-38.8%	-0.6%
Other accounts payable	4,821	5,163	4,647	-6.6%	3.7%
<b>Total liabilities</b>	<b>43,618</b>	<b>50,068</b>	<b>46,334</b>	<b>-12.9%</b>	<b>-5.9%</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	11,742	13,335	11,743	-11.9%	0.0%
Other capital accounts	446	873	282	-48.9%	58.2%
Net income for the year	1,504	(1,880)	914	N/C	64.6%
<b>Participation from controlling company</b>	<b>20,301</b>	<b>18,937</b>	<b>19,548</b>	<b>7.2%</b>	<b>3.9%</b>
Participation from non-controlling company	3,538	3,408	3,482	3.8%	1.6%
<b>Total stockholders' equity</b>	<b>23,839</b>	<b>22,345</b>	<b>23,030</b>	<b>6.7%</b>	<b>3.5%</b>
<b>Total liabilities and stockholders' equity</b>	<b>67,457</b>	<b>72,413</b>	<b>69,364</b>	<b>-6.8%</b>	<b>-2.7%</b>

\* Figures expressed in Mexican pesos (millions)

# Income Statement

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Interest income	5,571	4,123	5,599	35.1%	-0.5%	16,319	14,452	12.9%
Interest expense	470	641	491	-26.7%	-4.3%	1,489	1,717	-13.3%
<b>Net Interest Income</b>	<b>5,101</b>	<b>3,482</b>	<b>5,108</b>	<b>46.5%</b>	<b>-0.1%</b>	<b>14,830</b>	<b>12,735</b>	<b>16.5%</b>
Provisions for loan losses	909	3,434	1,160	-73.5%	-21.6%	2,789	6,425	-56.6%
<b>Net interest income after provisions</b>	<b>4,192</b>	<b>48</b>	<b>3,948</b>	<b>N/C</b>	<b>6.2%</b>	<b>12,041</b>	<b>6,310</b>	<b>90.8%</b>
Commissions and fee income	370	295	440	25.4%	-15.9%	1,126	808	39.4%
Commissions and fee expense	137	148	146	-7.4%	-6.2%	407	431	-5.6%
Trading gains (losses)	6	(3)	(3)	N/C	N/C	9	26	-65.4%
Other operating income (expense)	387	138	62	180.4%	524.2%	600	258	132.6%
Operating Expenses	3,729	3,233	3,354	15.3%	11.2%	10,678	9,796	9.0%
<b>Net operating income</b>	<b>1,089</b>	<b>(2,903)</b>	<b>947</b>	<b>N/C</b>	<b>15.0%</b>	<b>2,691</b>	<b>-2,825</b>	<b>N/C</b>
Participation in net income from non consolidated and associated subsidiaries	(5)	27	(3)	N/C	66.7%	-11	89	-112.4%
<b>Total income before income tax</b>	<b>1,084</b>	<b>(2,876)</b>	<b>944</b>	<b>N/C</b>	<b>14.8%</b>	<b>2,680</b>	<b>-2,736</b>	<b>198.0%</b>
Income tax	174	(833)	291	N/C	-40.2%	739	-751	N/C
Current	89	(186)	45	N/C	N/C	221	437	-49.4%
Deferred	85	(647)	246	N/C	-65.4%	518	-1,188	N/C
<b>Net discontinued operations</b>	<b>910</b>	<b>(2,043)</b>	<b>653</b>	<b>N/C</b>	<b>39.4%</b>	<b>1,941</b>	<b>-1,985</b>	<b>N/C</b>
Discontinued operations	(253)	60	-	-521.7%	N/C	(253)	59	-528.8%
<b>Net income</b>	<b>657</b>	<b>(1,983)</b>	<b>653</b>	<b>N/C</b>	<b>0.6%</b>	<b>1,688</b>	<b>-1,926</b>	<b>N/C</b>
Participation (in net income) from controlling company	590	(1,939)	595	N/C	-0.8%	1,504	-1,880	N/C
Participation (in net income) from non-controlling company	67	<b>(44)</b>	<b>58</b>	N/C	15.5%	<b>184</b>	<b>-46</b>	<b>N/C</b>

\* Figures expressed in Mexican pesos (millions)

# NPLs per subsidiary

## NPL's per methodology and subsidiaries

PRODUCT	3Q21				3Q20				2Q21			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	13,068	125	0.96%	103	12,247	978	7.98%	285	12,421	105	0.85%	278
C. Comerciante	4,516	111	2.45%	85	4,417	619	14.01%	229	4,331	100	2.30%	175
Group Methodology	17,584	236	1.35%	188	16,664	1,597	9.58%	514	16,752	205	1.22%	453
C. Individual	3,150	104	3.29%	88	2,911	226	7.77%	106	2,927	107	3.66%	176
C. CA (de (CM y CCR)	163	4	2.25%	2	90	31	33.75%	10	235	4	1.31%	4
C. CCM( de CM, CCR y CI)	1,421	21	1.51%	19	1,122	207	18.46%	69	1,576	22	1.43%	64
C. CA Plus	429	0	3.29%	0	0	0	7.77%	0	0	0	3.66%	0
C. Otros (CGD)	0	0	0.36%	0	6	1	7.82%	0	0	1	0.45%	0
Individual Methodology	5,163	129	2.72%	109	4,129	465	11.26%	185	4,738	134	2.80%	244
<b>Banco Compartamos</b>	<b>22,747</b>	<b>365</b>	<b>1.61%</b>	<b>297</b>	<b>20,793</b>	<b>2,062</b>	<b>9.92%</b>	<b>699</b>	<b>21,490</b>	<b>339</b>	<b>1.57%</b>	<b>697</b>
Group Methodology Peru	3,221	108	3.37%	179	3,886	187	4.82%	20	3,098	264	8.52%	144
Comercial	7,826	320	4.09%	182	8,795	239	2.71%	38	7,640	219	2.86%	82
Microempresa	2,743	184	6.71%	63	3,343	112	3.36%	35	2,835	165	5.81%	50
Consumo	977	22	2.18%	26	877	14	1.56%	7	879	21	2.42%	17
Individual Methodology Peru	11,547	526	4.55%	271	13,015	364	2.80%	81	11,354	404	3.56%	149
<b>Compartamos Financiera</b>	<b>14,768</b>	<b>634</b>	<b>4.29%</b>	<b>450</b>	<b>16,901</b>	<b>552</b>	<b>3.27%</b>	<b>101</b>	<b>14,452</b>	<b>668</b>	<b>4.63%</b>	<b>293</b>
Group Methodology Guatemala	-	-	-	-	730	44	5.97%	9	579	18.9	3.27%	165
<b>Compartamos Guatemala S.A.</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>730</b>	<b>44</b>	<b>5.97%</b>	<b>9</b>	<b>579</b>	<b>18.9</b>	<b>3.27%</b>	<b>165</b>
Individual Methodology ConCrédito	2,900	225	7.74%	92	2,400	176	7.34%	65	2,618	132.4	5.06%	81
<b>ConCrédito</b>	<b>2,900</b>	<b>225</b>	<b>7.74%</b>	<b>92</b>	<b>2,400</b>	<b>176</b>	<b>7.34%</b>	<b>65</b>	<b>2,618</b>	<b>132.4</b>	<b>5.06%</b>	<b>81</b>
<b>Total</b>	<b>40,416</b>	<b>1,224</b>	<b>3.03%</b>	<b>839</b>	<b>40,824</b>	<b>2,833</b>	<b>6.94%</b>	<b>873</b>	<b>39,139</b>	<b>1,158.49</b>	<b>2.96%</b>	<b>1,237</b>

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

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

Summary	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Clients	2,426,777	2,297,063	2,336,819	5.6%	3.8%	2,426,777	2,297,063	5.6%
Portfolio*	22,747	20,793	21,490	9.4%	5.8%	22,747	20,793	9.4%
Net Income	396	-1,720	895	N/C	-55.8%	1,604	-1,740	N/C
NPLs / Total Portfolio	1.61%	9.92%	1.57%	-8.31 pp	4.0%	1.61%	9.92%	-8.31 pp
ROA	4.2%	-18.1%	9.5%	N/C	-5.30 pp	5.7%	-6.5%	N/C
ROE	14.1%	-62.3%	31.6%	N/C	-17.5 pp	19.5%	-20.0%	N/C
NIM	46.8%	28.4%	42.4%	18.4 pp	4.4 pp	43.1%	38.3%	4.8 pp
MFAR %	41.3%	-1.7%	39.9%	N/C	1.4 pp	39.3%	18.3%	21.0 pp
Efficiency Ratio	86.3%	-4819.6%	67.0%	N/C	19.3 pp	79.3%	153.0%	-73.7 pp
ICAP	34.1%	31.1%	36.9%	3.0 pp	-2.8 pp	34.1%	31.1%	3.0 pp
Capital / Total Assets	28.7%	27.6%	31.0%	110.0%	-230.0%	28.7%	27.6%	1.1 pp
Average Loan (Ps.)	9,373	9,052	9,196	3.5%	1.9%	9,373	9,052	3.5%
Employees	13,717	15,326	13,980	-10.5%	-1.9%	13,717	15,326	-10.5%
Service Offices**	500	569	506	-12.1%	-1.2%	500	569	-12.1%
Branches	158	167	158	-5.4%	0.0%	158	167	-5.4%

\*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

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21
Cash and other investments	10,351	15,461	11,973	-33.1%	-13.5%
Related parties	910	1,060	1,620	-14.2%	-43.8%
Total performing loans	22,382	18,731	21,152	19.5%	5.8%
Non-performing loans	365	2,062	338	-82.3%	8.0%
<b>Total loan portfolio</b>	<b>23,657</b>	<b>21,853</b>	<b>23,110</b>	<b>8.3%</b>	<b>2.4%</b>
Allowance for loan losses	1,304	4,677	1,128	-72.1%	15.6%
<b>Loan portfolio, net</b>	<b>22,353</b>	<b>17,176</b>	<b>21,982</b>	<b>30.1%</b>	<b>1.7%</b>
Other accounts receivable	2,677	1,410	2,045	89.9%	30.9%
Fixed assets	197	253	202	-22.1%	-2.5%
Other assets	1,703	2,681	1,884	-36.5%	-9.6%
<b>Total assets</b>	<b>37,281</b>	<b>36,981</b>	<b>38,086</b>	<b>0.8%</b>	<b>-2.1%</b>
Clients' Deposits	3,214	2,306	3,281	39.4%	-2.0%
Deposits	16	1,114	15	-98.6%	6.7%
Long term debt issuance	8,480	8,478	8,407	0.0%	0.9%
Interbank loans	12,046	13,842	13,544	-13.0%	-11.1%
Other accounts payable	2,836	1,052	1,047	169.6%	170.9%
<b>Total liabilities</b>	<b>26,592</b>	<b>26,792</b>	<b>26,294</b>	<b>-0.7%</b>	<b>1.1%</b>
Capital stock	652	618	634	5.5%	2.8%
Contributions for future capital increases	-	16	18	N/C	N/C
Capital reserves	600	582	600	3.1%	0.0%
Retained earnings	7,836	10,716	9,336	-26.9%	-16.1%
Remeasurements for employees benefit	(3)	(3)	(4)	0.0%	-25.0%
Net income for the year	1,604	(1,740)	1,208	N/C	32.8%
<b>Total stockholders' equity</b>	<b>10,689</b>	<b>10,189</b>	<b>11,792</b>	<b>4.9%</b>	<b>-9.4%</b>
<b>Total liabilities and stockholders' equity</b>	<b>37,281</b>	<b>36,981</b>	<b>38,086</b>	<b>0.8%</b>	<b>-2.1%</b>

\* Figures expressed in Mexican pesos (millions)



# Income Statement

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Interest income	4,335	2,985	3,973	45.2%	9.1%	11,884	10,812	9.9%
Interest expense	333	393	327	-15.3%	1.8%	987	1,067	-7.5%
<b>Net Interest Income</b>	<b>4,002</b>	<b>2,592</b>	<b>3,646</b>	<b>54.4%</b>	<b>9.8%</b>	<b>10,897</b>	<b>9,745</b>	<b>11.8%</b>
Provisions for loan losses	470	2,749	214	-82.9%	N/C	960	5,093	-81.2%
<b>Net interest income after provisions</b>	<b>3,532</b>	<b>(157)</b>	<b>3,432</b>	<b>N/C</b>	<b>2.9%</b>	<b>9,937</b>	<b>4,652</b>	<b>113.6%</b>
Commissions and fee income	239	162	285	47.5%	-16.1%	687	495	38.8%
Commissions and fee expense	156	129	161	20.9%	-3.1%	454	493	-7.9%
Trading gains (losses)	6	(2)	(3)	N/C	N/C	9	27	-66.7%
Other operating income (expense)	2	75	179	-97.3%	-98.9%	198	135	46.7%
Operating Expenses	3,126	2,458	2,501	27.2%	25.0%	8,228	7,370	11.6%
<b>Net operating income</b>	<b>497</b>	<b>(2,509)</b>	<b>1,231</b>	<b>N/C</b>	<b>-59.6%</b>	<b>2,149</b>	<b>(2,554)</b>	<b>N/C</b>
<b>Total income before income tax</b>	<b>497</b>	<b>(2,509)</b>	<b>1,231</b>	<b>N/C</b>	<b>-59.6%</b>	<b>2,149</b>	<b>(2,554)</b>	<b>N/C</b>
Income tax	101	(789)	336	N/C	-69.9%	545	(814)	N/C
Current	0	(285)	0	N/C	N/C	0	128	N/C
Deferred	101	(504)	336	N/C	-69.9%	545	(942)	N/C
<b>Net income</b>	<b>396</b>	<b>(1,720)</b>	<b>895</b>	<b>N/C</b>	<b>-55.8%</b>	<b>1,604</b>	<b>(1,740)</b>	<b>N/C</b>

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

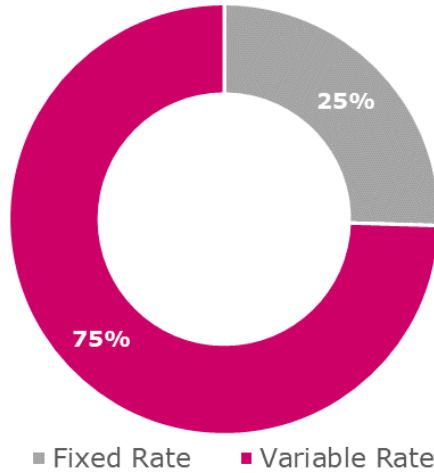
\* Figures expressed in Mexican pesos (millions)

# Funding structure



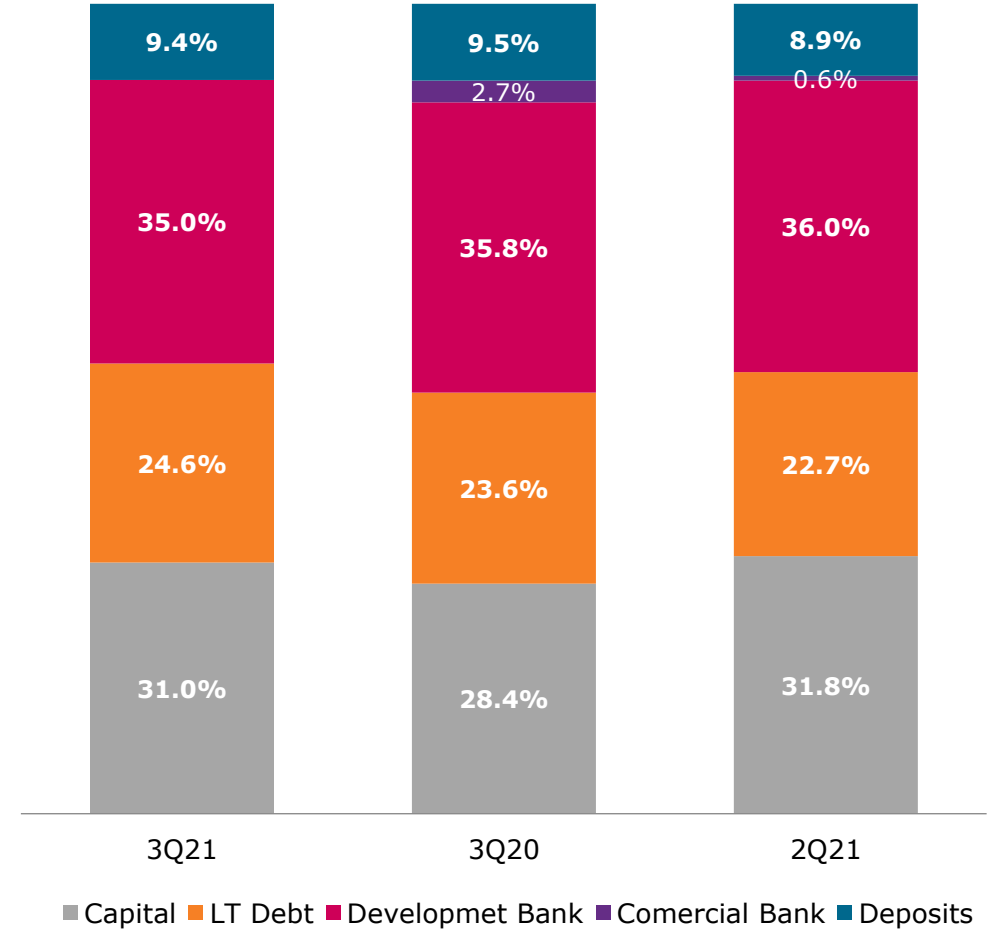
## Debt profile excluding clients deposits

Year	Maturity	%
2022	3,000	15%
2023	5,792	28%
2024	5,478	27%
2025	5,635	28%
2026	499	2%
<b>Total</b>	<b>20,404</b>	<b>100%</b>



**86% of Banco Compartamos liabilities are Long-Term**

## 5.3%: Cost of Funds 3Q21



# Allowance for loan losses

Risk	3Q21			3Q20			2Q21		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.2%	14,474	175	1.2%	12,199	150	1.22%	14,156	172
A-2	2.0%	1,751	35	2.1%	1,582	33	1.84%	2,523	46
B-1	3.6%	258	9	3.5%	124	4	3.37%	111	4
B-2	4.1%	1,584	65	4.1%	837	34	4.12%	1,615	67
B-3	5.6%	518	29	5.5%	351	19	5.65%	436	25
C-1	7.2%	2,172	156	7.1%	1,103	78	7.24%	1,833	133
C-2	10.8%	1,432	155	11.4%	1,196	136	10.75%	1,281	138
D	22.2%	664	148	23.1%	957	221	21.97%	522	115
E	65.7%	807	530	70.2%	3,504	2,461	67.43%	635	428
<b>Total</b>		<b>23,658</b>	<b>1,303</b>		<b>21,853</b>	<b>3,137</b>		<b>23,111</b>	<b>1,127</b>
<b>Coverage Ratio<sup>1</sup></b>			<b>357.1%</b>			<b>226.8%</b>			<b>333.8%</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)

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

Summary	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Clients	617,705	692,738	614,003	-10.8%	0.6%	617,705	692,738	-10.8%
Portfolio *	14,768	16,901	14,452	-12.6%	2.2%	14,768	16,901	-12.6%
Net Income *	84	(148)	(203)	N/C	N/C	(161)	(175)	-8.1%
NPLs / Total Portfolio	4.29%	3.27%	4.63%	1.02 pp	-34.0%	4.3%	3.3%	1.02 pp
ROA	1.8%	-2.5%	-4.2%	N/C	N/C	-1.1%	-1.1%	0.00 pp
ROE	9.7%	-14.0%	-23.6%	N/C	N/C	-6.3%	-5.9%	-0.4 pp
NIM	20.2%	13.2%	20.0%	7.0 pp	0.2 pp	19.7%	16.2%	3.5 pp
NIM after provisions	13.2%	5.2%	3.3%	8.0 pp	9.9 pp	9.5%	10.3%	-0.8 pp
Efficiency Ratio	83.4%	190.5%	277.9%	-107.1 pp	-194.5 pp	115.5%	116.2%	-0.7 pp
Capital / Total Assets	18.8%	17.5%	18.1%	1.3 pp	0.7 pp	18.8%	17.5%	1.3 pp
Average Loan (Ps.)	23,907	24,398	23,537	-2.0%	1.6%	23,907	24,398	-2.0%
Employees	4,886	5,420	5,015	-9.9%	-2.6%	4,886	5,420	-9.9%
Service Offices	106	108	107	-1.9%	-0.9%	106	108	-1.9%

Group loans represented **21.8%** of the portfolio, and **67.2%** 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



	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21
Cash and other investments	3,682.9	6,313.5	5,214.8	-41.7%	-29.4%
Total performing loans	14,133.7	16,349.4	13,783.0	-13.6%	2.5%
Non-performing loans	633.9	552.0	668.7	14.8%	-5.2%
<b>Total loan portfolio</b>	<b>14,767.6</b>	<b>16,901.4</b>	<b>14,451.8</b>	<b>-12.6%</b>	<b>2.2%</b>
Allowance for loan losses	1,642.1	1,705.3	1,843.5	-3.7%	-10.9%
<b>Loan portfolio, net</b>	<b>13,125.5</b>	<b>15,196.1</b>	<b>12,608.3</b>	<b>-13.6%</b>	<b>4.1%</b>
Other accounts receivable	366.5	398.4	272.8	-8.0%	34.3%
Fixed assets	341.5	418.7	344.2	-18.4%	-0.8%
Other assets	633.3	746.8	828.8	-15.2%	-23.6%
<b>Total assets</b>	<b>18,149.7</b>	<b>23,073.5</b>	<b>19,268.8</b>	<b>-21.3%</b>	<b>-5.8%</b>
Deposits	10,911.9	13,274.1	11,752.3	-17.8%	-7.2%
Long term debt issuance	353.6	436.8	362.6	-19.1%	-2.5%
Interbank loans	2,501.4	4,162.7	2,732.5	-39.9%	-8.5%
Repos	345.3	489.9	278.8	-29.5%	23.8%
Other accounts payable	596.8	679.2	633.8	-12.1%	-5.8%
<b>Total liabilities</b>	<b>14,709.0</b>	<b>19,042.7</b>	<b>15,760.0</b>	<b>-22.8%</b>	<b>-6.7%</b>
Capital stock	2,571.5	3,241.0	2,571.5	-20.7%	0.0%
Capital reserves	707.0	212.2	710.7	233.1%	-0.5%
Foreign exchange effect	(188.1)	723.5	(40.9)	-126.0%	360.4%
Retained earnings	477.5	28.8	477.5	N/C	0.0%
Net income for the year	(151.0)	(174.8)	(237.6)	-13.6%	-36.4%
<b>Participation (in net income) from controlling company</b>	<b>3,416.8</b>	<b>4,030.8</b>	<b>3,481.2</b>	<b>-15.2%</b>	<b>-1.8%</b>
Participation (in net income) from non-controlling company	23.9	0.0	27.6	N/C	-13.6%
<b>Total stockholders' equity</b>	<b>3,440.7</b>	<b>4,030.8</b>	<b>3,508.8</b>	<b>-14.6%</b>	<b>-1.9%</b>
<b>Total liabilities and stockholders' equity</b>	<b>18,149.7</b>	<b>23,073.5</b>	<b>19,268.8</b>	<b>-21.3%</b>	<b>-5.8%</b>

FX (End of period):	PEN - USD	MXN - USD	MXN - PEN
3Q21	4.13	20.56	4.97
3Q20	3.60	22.14	6.16
2Q21	3.86	19.91	5.16

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



	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Interest income	1,032	989	1,074	4.4%	-3.9%	3,167.6	3,206.7	-1.2%
Interest expense	104.2	217.8	122.1	-52.2%	-14.6%	381.4	613.1	-37.8%
<b>Net interest income</b>	<b>928.2</b>	<b>771.6</b>	<b>952.4</b>	<b>20.3%</b>	<b>-2.5%</b>	<b>2,786.2</b>	<b>2,593.6</b>	<b>7.4%</b>
Provisions for loan losses	318.7	470.7	794.6	-32.3%	-59.9%	1,445.1	945.4	52.9%
<b>Net interest income after provisions</b>	<b>609.5</b>	<b>300.8</b>	<b>157.8</b>	<b>102.6%</b>	<b>286.3%</b>	<b>1,341.1</b>	<b>1,648.1</b>	<b>-18.6%</b>
Commissions and fee income	78.2	74.5	78.9	5.0%	-0.8%	254.2	183.5	38.5%
Commissions and fee expenses	26.6	47.8	26.6	-44.4%	-0.2%	81.6	68.4	19.4%
Other operating income (expense)	(30.6)	(47.3)	(20.8)	-35.4%	46.7%	(77.0)	(38.1)	101.9%
Operating expenses	526.1	534.0	525.9	-1.5%	0.0%	1,660.1	2,004.2	-17.2%
<b>Net operating income</b>	<b>104.6</b>	<b>(253.7)</b>	<b>(336.7)</b>	<b>N/C</b>	<b>N/C</b>	<b>(223.4)</b>	<b>(279.0)</b>	<b>-20.0%</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>104.6</b>	<b>(253.7)</b>	<b>(336.7)</b>	<b>N/C</b>	<b>N/C</b>	<b>(223.4)</b>	<b>(279.0)</b>	<b>-20.0%</b>
Current and Deferred	21.0	(105.4)	(134.2)	N/C	N/C	(62.8)	(104.3)	-39.8%
<b>Net income</b>	<b>83.6</b>	<b>(148.3)</b>	<b>(202.5)</b>	<b>N/C</b>	<b>N/C</b>	<b>(160.6)</b>	<b>(174.8)</b>	<b>-8.1%</b>
Participation (in net income) from controlling company	86.6	(148.3)	(200.2)	N/C	N/C	(151.0)	(174.8)	-13.6%
Participation (in net income) from non-controlling company	(3.0)	-	(2.4)	N/C	26.9%	(9.6)	-	N/C

FX (Average)	PEN - USD	MXN - USD	MXN - PEN
3Q21	4.04	20.02	4.95
3Q20	3.54	22.08	6.23
2Q21	3.79	20.02	5.28

Peru figures are reported under Mexican GAAP

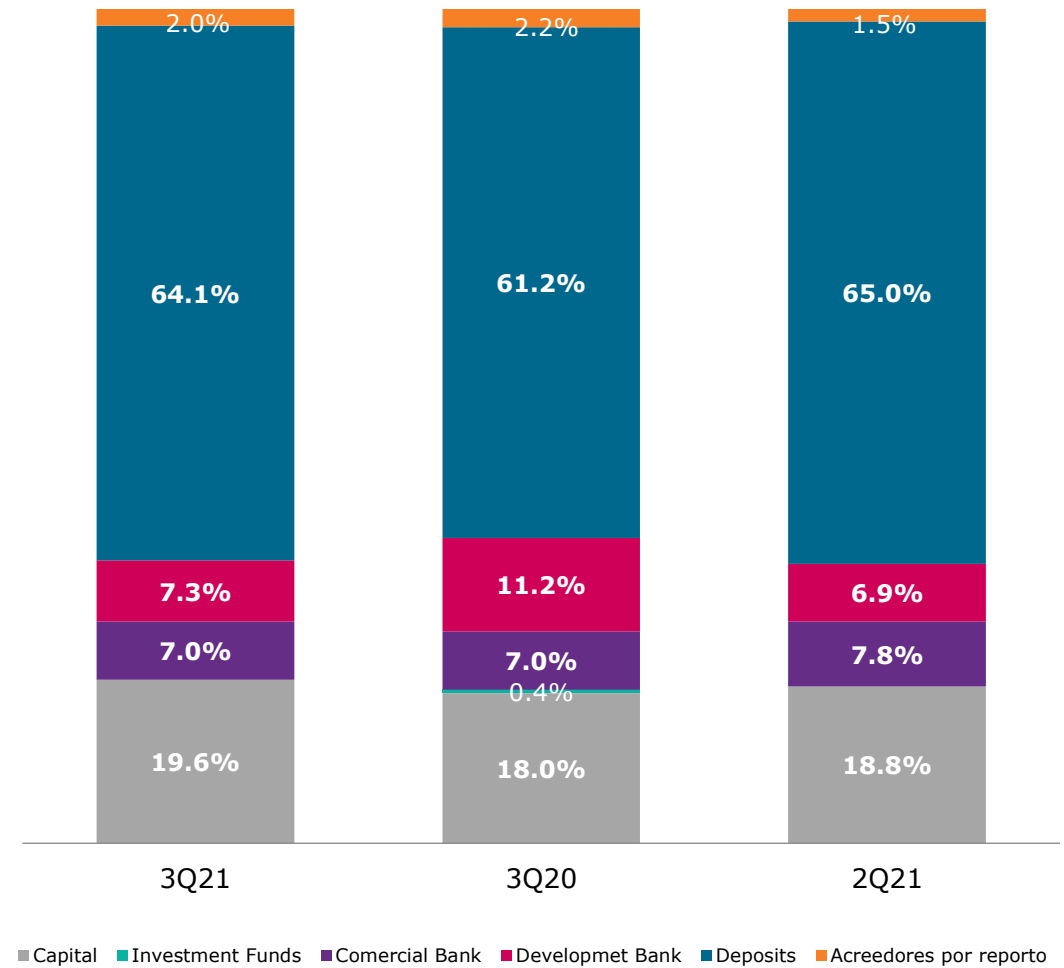
Figures are expressed in Mexican Peso with its corresponding FX

Source: Banco de México and Banco Central of Perú

# Funding structure



**3.0%**  
**Cost of Funds 3Q21**



# Summary

## ConCrédito

Fin Útil, S.A. de C.V. SOFOM, E.N.R.

Comfu, S.A. de C.V.

ConCrédito	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Clients	61,441	41,534	53,645	47.9%	14.5%	61,441	41,534	47.9%
Portfolio *	2,900	2,400	2,618	20.9%	10.8%	2,900	2,400	20.9%
Net Income *	131	-61	103	N/C	28.1%	356	99	257.7%
NPL	7.74%	7.34%	5.06%	0.40 pp	2.68 pp	7.74%	7.34%	0.40 pp
ROAA	13.1%	-5.6%	10.5%	N/C	2.60 pp	11.8%	3.0%	8.8 pp
ROAE	22.9%	-11.9%	18.7%	N/C	4.2 pp	21.7%	6.4%	15.3 pp
NIM	51.1%	5.3%	46.7%	45.8 pp	4.4 pp	46.0%	25.2%	20.8 pp
NIM after provisions	30.9%	-5.8%	31.4%	N/C	-0.5 pp	30.9%	12.4%	18.5 pp
Write - offs *	92	65	81	41.0%	0.1 pp	299	355	-15.9%
Coverage Ratio	157.6%	120.4%	201.1%	37.2 pp	-43.5 pp	157.6%	120.4%	37.2 pp
Average Loan per Client	47,208	57,776	48,805	-18.3%	0.0 pp	47,208	57,776	-18.3%
Employees	1,622	1,541	1,629	5.3%	-0.4%	1,622	1,541	5.3%

**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

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21
Cash and other investments	836	1,202	691	-30.4%	21.0%
Total performing loans	2,676	2,224	2,486	20.3%	7.6%
Non-performing loans	225	176	132	27.6%	69.7%
<b>Total loan portfolio</b>	<b>2,900</b>	<b>2,400</b>	<b>2,618</b>	<b>20.9%</b>	<b>10.8%</b>
Allowance for loan losses	354	208	266	70.0%	33.0%
<b>Loan portfolio, net</b>	<b>2,547</b>	<b>2,191</b>	<b>2,352</b>	<b>16.2%</b>	<b>8.3%</b>
<i>Accounts receivable</i>	318	287	295	11.0%	7.9%
<i>Allowances</i>	28	19	17	45.5%	67.9%
<b>Other account receivable</b>	<b>290</b>	<b>268</b>	<b>278</b>	<b>8.5%</b>	<b>4.3%</b>
Other accounts receivable	117	161	109	-27.2%	7.7%
Fixed assets	23	51	28	-54.5%	-16.6%
Deferred income tax	161	160	137	0.6%	17.6%
Other assets	228	219	200	4.3%	14.5%
<b>Total assets</b>	<b>4,203</b>	<b>4,252</b>	<b>3,795</b>	<b>-1.2%</b>	<b>10.8%</b>
Interbank loans	567	580	400	-2.3%	41.7%
Securitization transactions	804	1,310	805	-38.6%	-0.2%
Lease liability	0	0	0	N/C	N/C
Other accounts payable	479	349	346	37.2%	38.4%
<b>Total liabilities</b>	<b>1,849</b>	<b>2,239</b>	<b>1,551</b>	<b>-17.4%</b>	<b>19.2%</b>
Capital stock	1,424	1,424	1,424	0.0%	0.0%
Premium on sale of stock	7	7	7	0.0%	0.0%
Retained earnings	567	483	588	17.4%	-3.6%
D-5	0	0	0	N/C	N/C
Net income for the year	356	99	224	257.7%	58.6%
<b>Total stockholders' equity</b>	<b>2,354</b>	<b>2,013</b>	<b>2,243</b>	<b>16.9%</b>	<b>4.9%</b>
<b>Total liabilities and stockholders' equity</b>	<b>4,203</b>	<b>4,252</b>	<b>3,795</b>	<b>-1.2%</b>	<b>10.8%</b>

\* Figures expressed in Mexican pesos (millions)

# Income Statement

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Interest income	458.9	94.5	417.3	385.6%	10.0%	1,267.9	878.8	44.3%
Interest expense	32.0	47.6	35.1	-32.8%	-8.7%	105.7	191.0	-44.7%
<b>Net interest income</b>	<b>426.9</b>	<b>46.9</b>	<b>382.2</b>	<b>N/C</b>	<b>11.7%</b>	<b>1,162.3</b>	<b>687.8</b>	<b>69.0%</b>
Provisions for loan losses	168.2	98.0	124.8	71.7%	34.8%	382.8	349.0	9.7%
<b>Net interest income after provisions</b>	<b>258.7</b>	<b>(51.1)</b>	<b>257.5</b>	<b>N/C</b>	<b>0.5%</b>	<b>779.4</b>	<b>338.8</b>	<b>130.0%</b>
Commissions and fee income	7.5	5.9	5.3	27.5%	40.5%	19.9	18.8	5.8%
Commissions and fee expenses	10.4	9.2	9.1	12.6%	13.4%	27.3	31.0	-12.0%
Other operating income (expense)	164.2	149.4	135.1	9.9%	21.5%	418.7	425.2	-1.5%
Operating expenses	236.3	203.0	245.8	16.4%	-3.9%	690.2	618.5	11.6%
<b>Total income before income tax</b>	<b>183.7</b>	<b>(108.0)</b>	<b>142.9</b>	<b>N/C</b>	<b>28.6%</b>	<b>500.6</b>	<b>133.3</b>	<b>275.5%</b>
Current and Deferred	52.3	(47.3)	40.3	N/C	29.6%	144.8	33.8	328.0%
<b>Net income</b>	<b>131.4</b>	<b>(60.7)</b>	<b>102.5</b>	<b>N/C</b>	<b>28.1%</b>	<b>355.7</b>	<b>99.5</b>	<b>257.7%</b>

\* Figures expressed in Mexican pesos (millions)

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