



**GENTERA®**

# Corporate Presentation 2Q20



GENTERA

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

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# About Gentera



# Aiming to fulfill our clients dreams

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



## Social value:

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



## Human value:

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



## Economic value:

We build innovative, efficient and profitable business models.

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

## Our Values



# Social Impact

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

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



# Corporate structure with the purpose of serving more clients



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

# Our history, more than 30 years of evolution

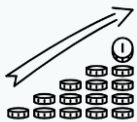


3,621,322  
clients

\*3,277,647 credit clients and 343,675 clients from savings, remittances and insurance products



# Highlights 2Q20



Total Loan Portfolio reached \$40,713 million pesos, a **+10.5%** growth compare to 2Q20.



Cash and Other investments grew **+68.9%** to Ps. 23,798 million, compare to 1Q20.



NPL for 2Q20 stood at **3.79%**.



In México, Banco Compartamos, reached a microcredit loan portfolio **\$22,116 million pesos**.



In Peru, the portfolio grew **+40.1%** compared to 2Q19.



Red Yastás at the end of 2Q20, reached 4,486 affiliates, an increase of **+22.6%** compared to 2Q19.



Aterna ended the quarter with more than **5.3 million** active insurance policies.

# Best practices in Corporate Governance

## Board of Directors (11 members)

7 Independent Board members

4 Related Board members

2 of whom are women

## Code

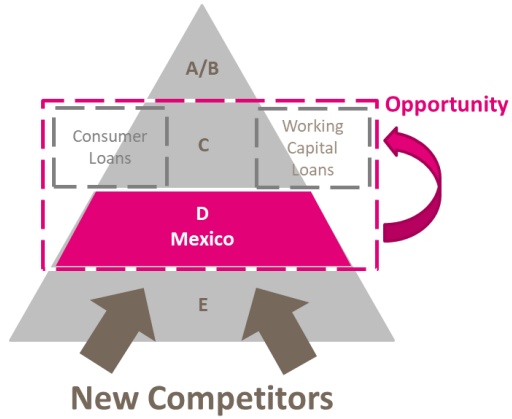
**Code of Good Corporate Governance**, which contains the regulations of the Board of Directors

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

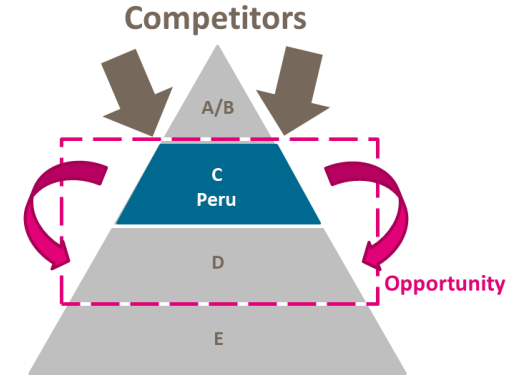
In 2019, Genera was recognized by [2020 Women on Boards](#) and [Women Corporate Directors](#) as one of the listed companies in the Mexican Stock Exchange with an important participation of women in its Board of Directors.

# Potential market for working capital loans

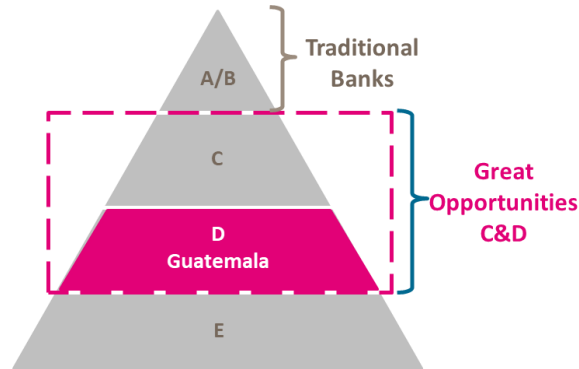
## Mexico



## Peru



## Guatemala



# Group loans in Mexico

**CM**

**Crédito Mujer**

## General Characteristics:

- > Group loan for working capital purposes
  - > Groups of 10 to 50 women
  - > Group guarantee
- Loan size  
Ps. 5,000 to Ps. 60,000
  - Average ticket  
Ps. 7,701
  - Term  
16 weeks
- Contribution to loan portfolio  
56.6%
  - Contribution to number of clients  
65.6%
  - Life insurance / number of clients  
59.8%

**CCR**

**Crédito Comerciante**

## General Characteristics:

- > Group loan for working capital purposes
  - > Group of 5 to 20 members (men and women)
  - > Group guarantee
- Loan size  
Ps. 6,000 to Ps. 60,000
  - Average ticket  
Ps. 6,664
  - Term  
5 to 6 months
- Contribution to loan portfolio  
21.3%
  - Contribution to number of clients  
28.5%
  - Life insurance / Number of clients  
59.6%

# Individual loans in Mexico

## CI Personal loans

### General Characteristics:

- > Working capital loan
  - > Fixed assets and investments
  - > Mainly in urban areas
  - > Personal guarantee
  - > Have a salaried endorsement or independent economic activity
- Loan size  
Ps. 20,000 to Ps. 200,000
  - Average ticket  
Ps. 23,467
  - Term  
6 to 24 months
  - Contribution to loan portfolio  
13.2%
  - Contribution to number of clients  
5.0%
  - Individual life insurance <sup>1</sup>  
76.6%



Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

# Other loans in Mexico

## Improvement loans for CM, CCR and CI

### General Characteristics:

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

- Loan size  
CM: Ps. 8,000 to Ps. 30,000  
CCR: Ps. 8,000 to Ps. 30,000  
CI: Ps. 5,000 to Ps. 50,000
- Average ticket  
CM: Ps. 8,594  
CCR: Ps. 9,113  
CI: Ps. 8,870

- Maturity  
6 to 24 months
- Contribution to loan portfolio  
CM: 6.3%  
CCR: 1.6%  
CI: 0.1%

## Additional loans for CM and CCR

### General Characteristics:

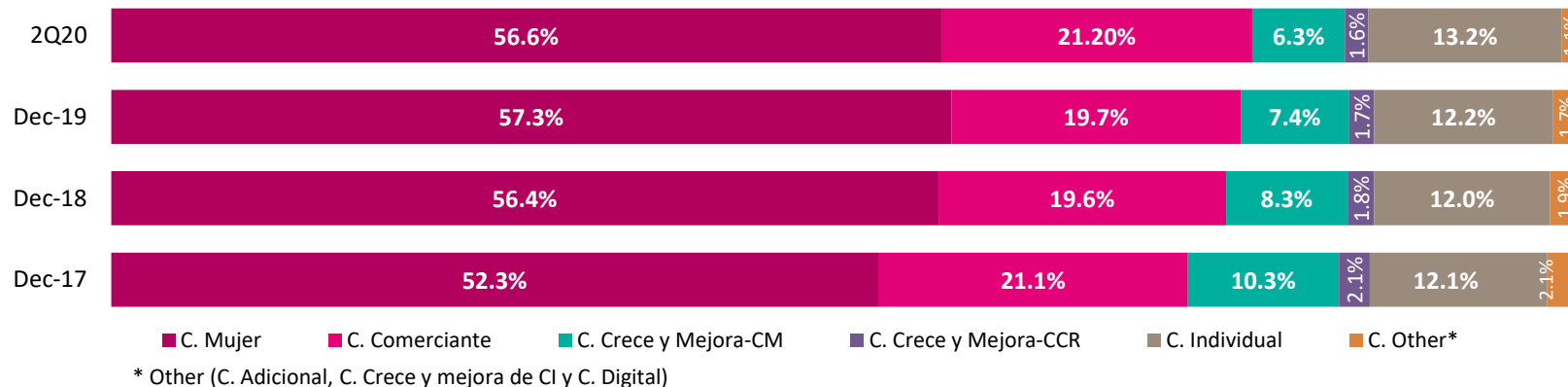
- > Working capital loan
- > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- > Clients must have completed 3 cycles under Crédito Mujer (CM) or 2 under Crédito Comerciante (CCR).

- Loan size  
Ps. 4,000 to Ps. 7,000
- Average ticket  
CM: Ps. 3,080  
CCR: Ps. 3,305
- Maturity  
4 to 5 months

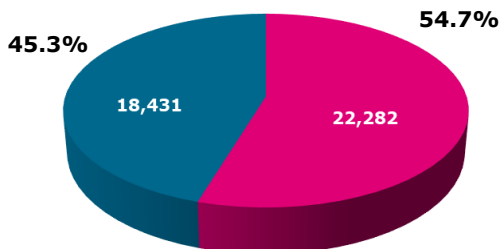
- Contribution to loan portfolio  
CM: 0.6%  
CCR: 0.3%

# Evolution in group and individual loans methodologies (2017-2Q20)

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



### Mexico, Peru and Guatemala

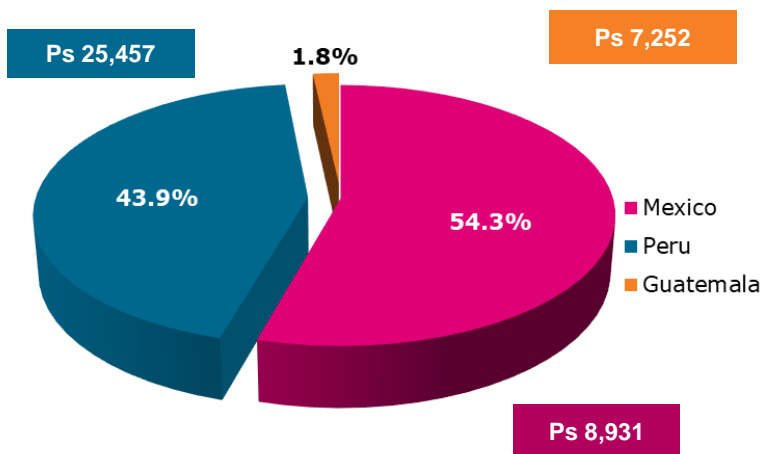


Figures are expressed in Mexican Pesos (million)

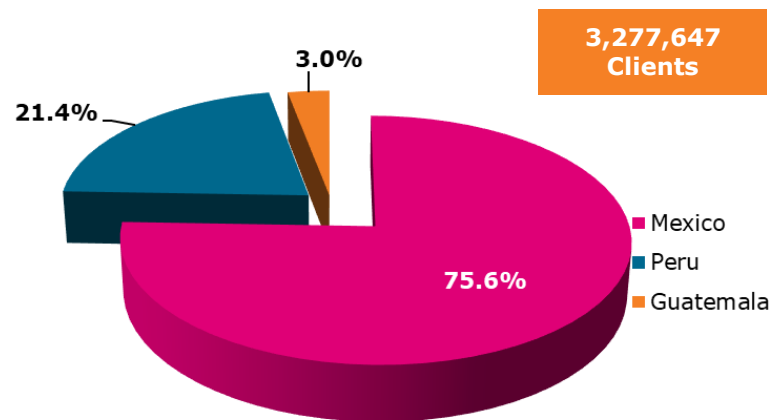
■ Group Methodology ■ Individual Methodology

# Market distribution per subsidiary

## % Total loan portfolio and average ticket



## Clients per subsidiary



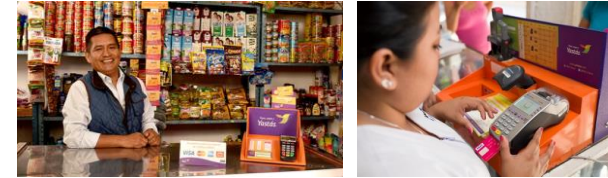
The 3 markets where we are part have an opportunity to serve more clients in D and C segment



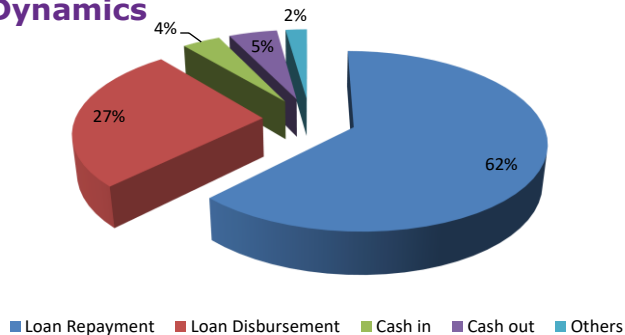
# Yastás (correspondent network manager)



- ▶ Presence in **32 Mexican States**
- ▶ As of **2Q20** reached more than **4,400** affiliates.
- ▶ Executed approximately **5 million operations** during the quarter; out of those **1 million** were financial transactions.
- ▶ Around **60 services affiliated** to Yastás platform, and more than **2,000 payment categories**.
- ▶ Alliance with Banorte and Banco del Bienestar.
- ▶ We offer CoDi service to the different Yastás correspondent.



## Example of Dynamics



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

# Aterna (microinsurance broker)



## Products:



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



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



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

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

2Q20		
<b>Active Policies</b>	5.37 million	
<b>Placed Policies</b>	<b>2Q20</b>	4.2 million
	<b>2019</b>	27.5 million
<b>Coverage</b>	Mexico, Peru and Guatemala	

# Growth and profitability



# Summary

	2Q20	2Q19	1Q20	% Change 2Q19	% Change 1Q20	6M20	6M19	% Change 6M19
Clients <sup>(1)</sup>	3,621,322	3,586,697	3,801,507	1.0%	-4.7%	3,621,322	3,586,697	1.0%
Credits Clients	3,277,647	3,315,483	3,463,056	-1.1%	-5.4%	3,277,647	3,315,483	-1.1%
Portfolio*	40,713	36,830	44,510	10.5%	-8.5%	40,713	36,830	10.5%
Net Income*	(730)	720	787	-201.4%	-192.8%	57	1,558	-96.3%
NPLs / Total Portfolio	3.79%	3.01%	3.32%	0.78 pp	0.47 pp	3.79%	3.01%	0.78 pp
ROA	-4.3%	5.5%	5.2%	-9.8 pp	-9.5 pp	0.2%	6.0%	-5.8 pp
ROE	-13.4%	15.2%	14.7%	-28.6 pp	-28.1 pp	0.5%	16.7%	-16.2 pp
NIM	25.1%	45.8%	41.7%	-20.7 pp	-16.6 pp	33.0%	45.6%	-12.6 pp
NIM after provisions	13.5%	38.8%	32.2%	-25.3 pp	-18.7 pp	22.3%	39.2%	-16.9 pp
Efficiency Ratio	146.2%	77.7%	77.4%	68.5 pp	68.8 pp	98.8%	75.6%	23.2 pp
Capital / Total Assets	30.3%	36.1%	34.0%	-5.8 pp	-3.7 pp	30.3%	36.1%	-5.8 pp
Average Loan per Client	12,421	11,108	12,853	11.8%	-3.4%	12,421	11,108	11.8%
Employees	22,301	22,210	22,659	0.4%	-1.6%	22,301	22,210	0.4%
Service Offices**	740	738	740	0.3%	0.0%	740	738	0.3%
Branches	201	201	201	0.0%	0.0%	201	201	0.0%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	2020	Δ vs 2Q19	2020	Δ vs 2Q19	2020	Δ vs 2Q19
Clients	2,476,451	-3.5%	702,406	8.1%	98,790	0.3%
Portfolio *	22,116	-5.8%	17,881	40.1%	716	20.3%
Net Income *	(468)	-191.8%	(175.0)	-235.7%	(127.2)	-1011.4%
ROAA	-5.0%	-11.6 pp	-3.0%	-6.6 pp	-51.0%	-58.0 pp
ROAE	-15.4%	-33.1 pp	-16.2%	-35.0 pp	-60.0%	-67.8 pp
NIM	33.6%	-22.8 pp	11.8%	-14.6 pp	44.3%	-32.2 pp
NIM after provisions	18.8%	-29.7 pp	6.9%	-14.1 pp	-17.6%	-82.0 pp
NPL	3.35%	0.42 pp	4.31%	1.28 pp	4.69%	-0.77 pp
Write - offs *	271	-49.5%	-	-100.0%	14	-38.1%
Coverage Ratio	390.8%	187.0 pp	183.0%	-59.6 pp	614.6%	476.9 pp
Average Loan per Client	8,931	-2.3%	25,457	0.3 pp	7,252	0.2 pp
Employees **	15,936	-4.0%	5,348	14.6%	998	5.6%
Service Offices***	576	-1.7%	108	12.5%	56	0.0%
Branches	201	0.0%	-	0.0%	-	0.0%

1) 3,277,647 credit clients and 343,675 clients from Savings and Insurance Products.

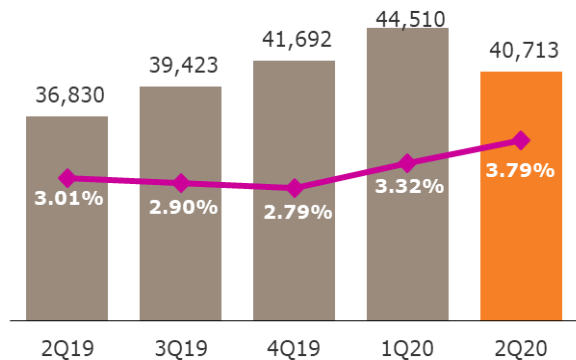
\* Portfolio, net income and write-offs are expressed in million (Mexican Pesos)

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

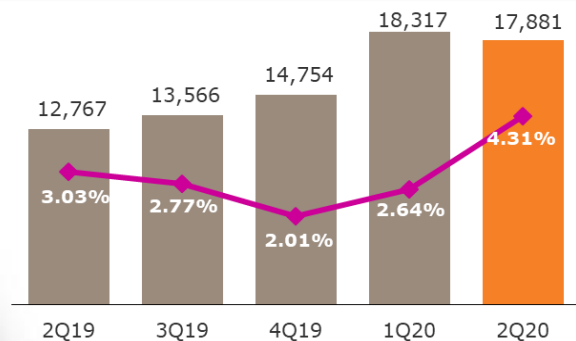
\*\*\* Some service offices in Mexico are being transformed into branches. 74 Branches are inside a Service Office.

# Total Portfolio – NPL %

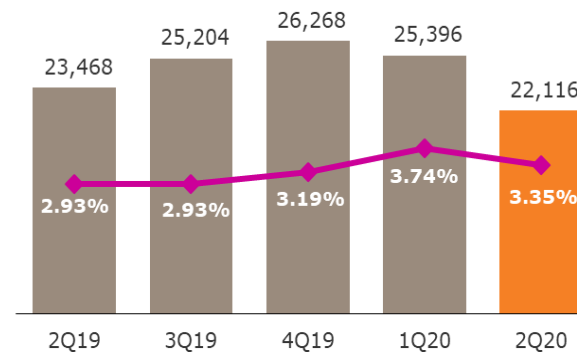
## Genera (Ps. million)



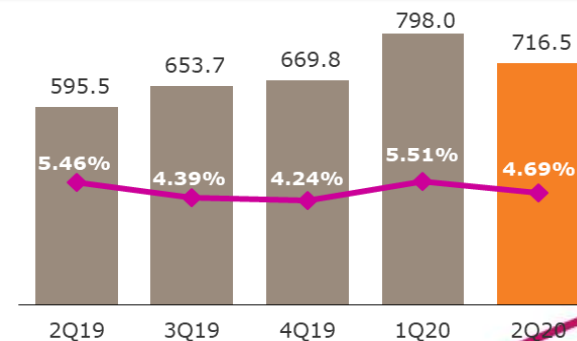
## Peru (Ps. million)



## Mexico - Banco (Ps. million)

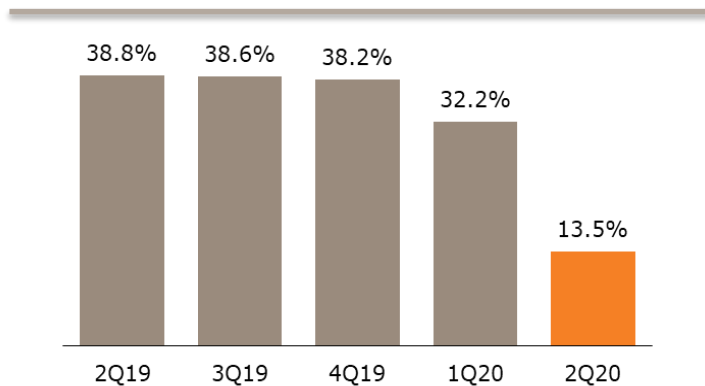


## Guatemala (Ps. million)

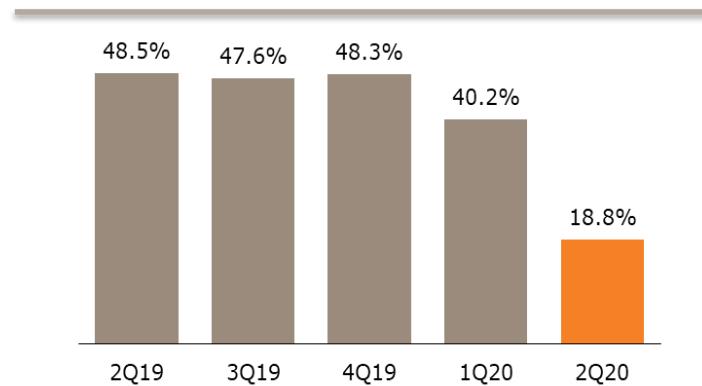


# NIM (%) after provisions

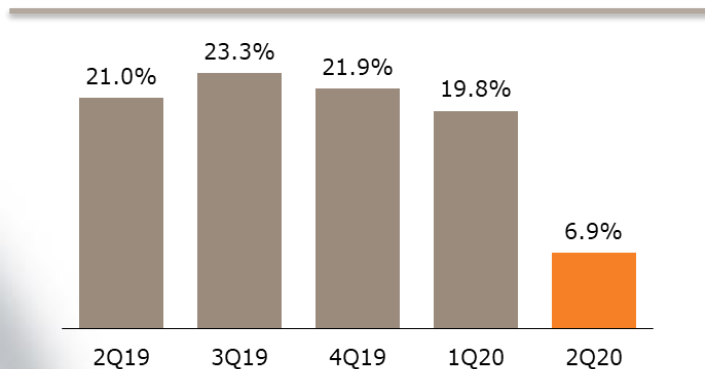
## Gentera



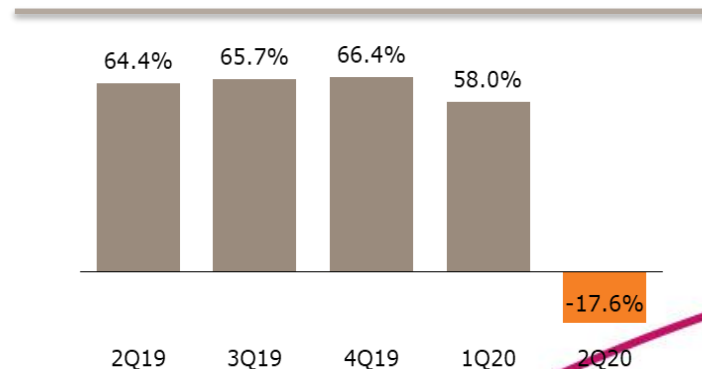
## Mexico - Banco



## Peru

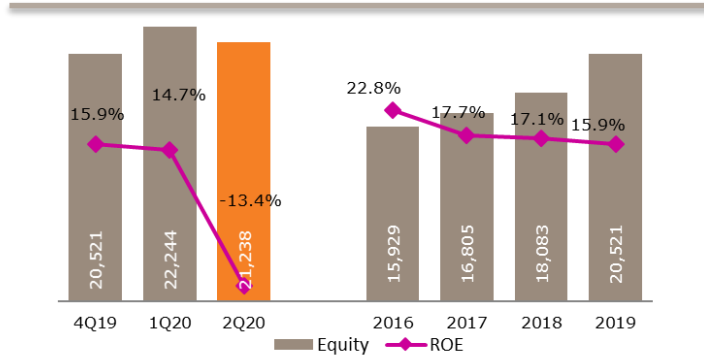


## Guatemala

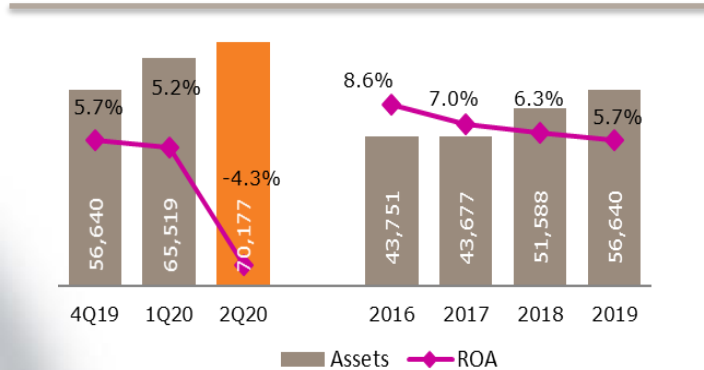


# ROAA & ROAE evolution

## Genera ROAE



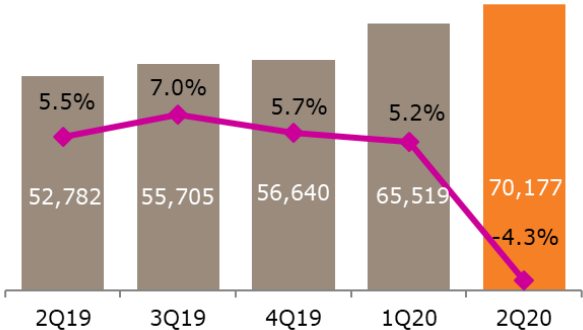
## Genera ROAA



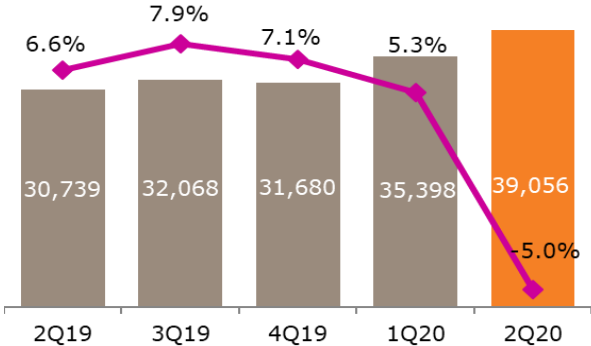
# Assets - ROAA



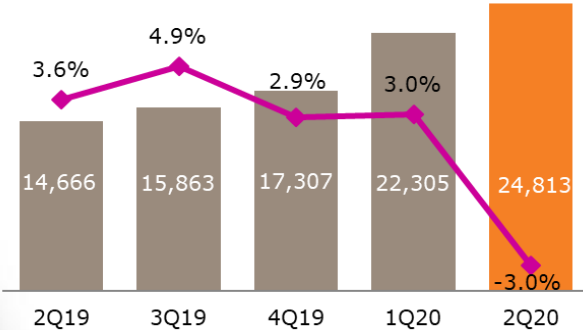
## Genera



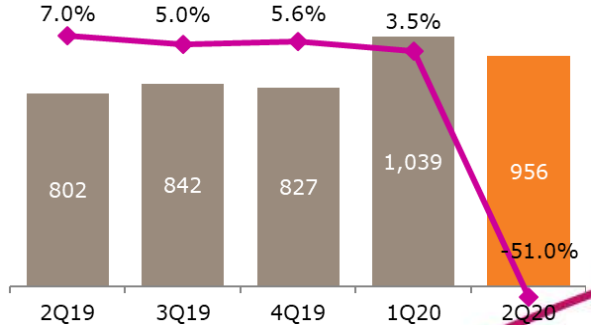
## Mexico - Banco



## Peru



## Guatemala

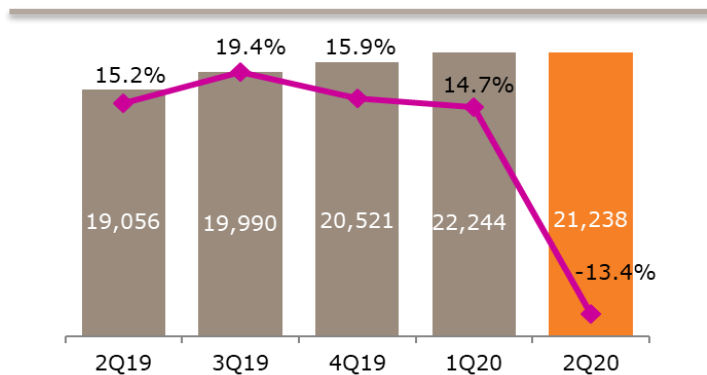


\*Assets in Ps. Million

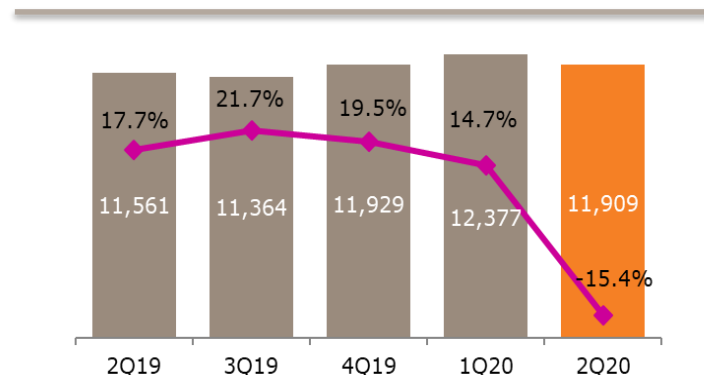


# Equity - ROAE

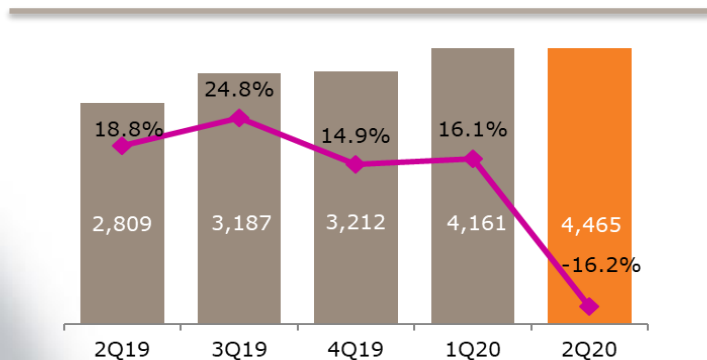
## Gentera



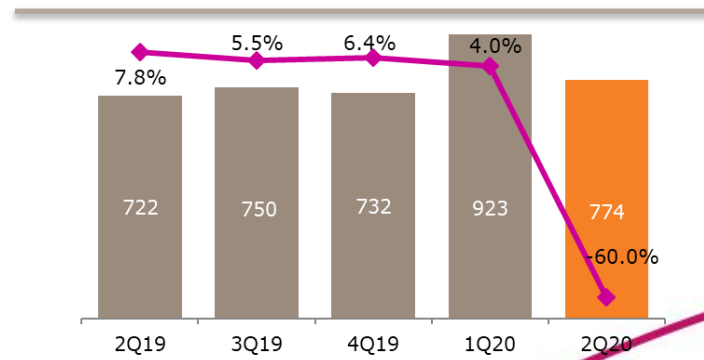
## Mexico - Banco



## Peru



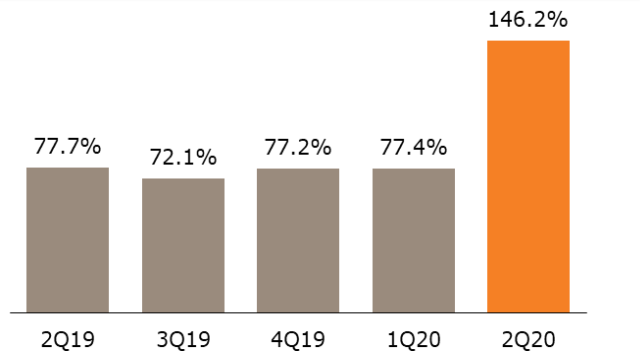
## Guatemala



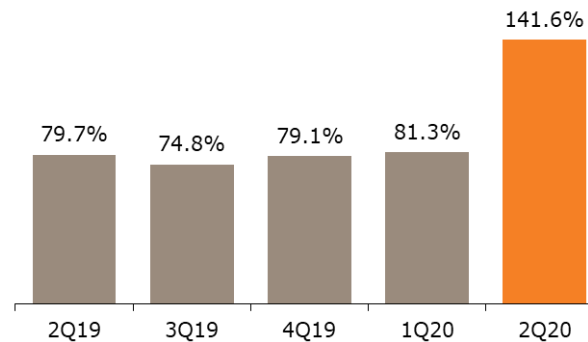
\*Equity in Ps. million

# Efficiency Ratio

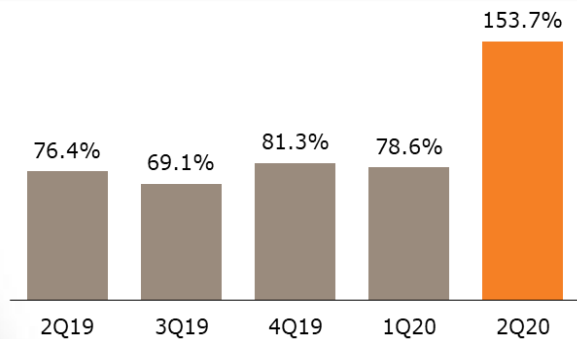
## Gentera



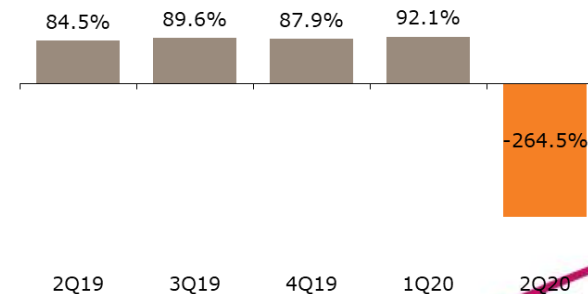
## Mexico - Banco



## Peru



## Guatemala



# Financial Information 2Q20



# Balance Sheet

	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20
Cash and other investments	23,798	8,326	185.8%	14,090	68.9%
Total performing loans	39,168	35,722	9.6%	43,032	-9.0%
Non-performing loans	1,545	1,108	39.4%	1,478	4.5%
<b>Total loan portfolio</b>	<b>40,713</b>	<b>36,830</b>	<b>10.5%</b>	<b>44,510</b>	<b>-8.5%</b>
Allowance for loan losses	4,500	2,383	88.8%	3,383	33.0%
<b>Loan portfolio, net</b>	<b>36,213</b>	<b>34,447</b>	<b>5.1%</b>	<b>41,127</b>	<b>-11.9%</b>
Other accounts receivable	1,253	2,294	-45.4%	1,852	-32.3%
Fixed assets	994	1,042	-4.6%	1,068	-6.9%
Permanent investment	3,073	2,323	32.3%	2,466	24.6%
Long-lived assets availablefor sale	-	-	N/C	241	N/C
Other asssets	3,846	3,415	12.6%	3,628	6.0%
Goodwill	1,000	935	7.0%	1,047	-4.5%
<b>Total assets</b>	<b>70,177</b>	<b>52,782</b>	<b>33.0%</b>	<b>65,519</b>	<b>7.1%</b>
Clients deposits	3,457	2,872	20.4%	3,657	-5.5%
Deposits	12,502	7,618	64.1%	10,862	15.1%
Long term debt issuance	9,871	9,352	5.5%	8,276	19.3%
Interbank loans	19,316	9,536	102.6%	16,031	20.5%
Other accounts payable	3,793	4,348	-12.8%	4,449	-14.7%
<b>Total liabilities</b>	<b>48,939</b>	<b>33,726</b>	<b>45.1%</b>	<b>43,275</b>	<b>13.1%</b>
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Capital reserves	1,845	1,917	-3.8%	1,845	0.0%
Retained earnings	13,335	10,061	32.5%	13,335	0.0%
Other capital accounts	1,198	732	63.7%	1,455	-17.7%
Net income for the year	59	1,543	-96.2%	778	-92.4%
Participation (in net income) from controlling company	21,201	19,017	11.5%	22,177	-4.4%
Participation (in net income) from non-controlling company	37	39	-5.1%	67	-44.8%
<b>Total stockholders' equity</b>	<b>21,238</b>	<b>19,056</b>	<b>11.5%</b>	<b>22,244</b>	<b>-4.5%</b>
<b>Total liabilities and stockholders' equity</b>	<b>70,177</b>	<b>52,782</b>	<b>33.0%</b>	<b>65,519</b>	<b>7.1%</b>

\* Figures expressed in Mexican pesos (millions)

# Income Statement

	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20	6M20	6M19	% Change 6M19
Interest income	4,364	5,563	-21.6%	5,965	-26.8%	10,329	11,038	-6.4%
Interest expense	598	529	13.0%	478	25.1%	1,076	1,054	2.1%
<b>Net Interest Income</b>	<b>3,766</b>	<b>5,034</b>	<b>-25.2%</b>	<b>5,487</b>	<b>-31.4%</b>	<b>9,253</b>	<b>9,984</b>	<b>-7.3%</b>
Provisions for loan losses	1,740	768	126.6%	1,251	39.1%	2,991	1,410	112.1%
<b>Net interest income after provisions</b>	<b>2,026</b>	<b>4,266</b>	<b>-52.5%</b>	<b>4,236</b>	<b>-52.2%</b>	<b>6,262</b>	<b>8,574</b>	<b>-27.0%</b>
Commissions and fee income	184	375	-50.9%	329	-44.1%	513	723	-29.0%
Commissions and fee expense	178	121	47.1%	105	69.5%	283	234	20.9%
Trading gains (losses)	(1)	(1)	-	30	-103.3%	29	(7)	N/C
Other operating income (expense)	38	(15)	N/C	82	-53.7%	120	(40)	N/C
Operating Expenses	3,024	3,500	-13.6%	3,539	-14.6%	6,563	6,819	-3.8%
<b>Net operating income</b>	<b>(955)</b>	<b>1,004</b>	<b>-195.1%</b>	<b>1,033</b>	<b>-192.4%</b>	<b>78</b>	<b>2,197</b>	<b>-96.4%</b>
Participation in net income from non consolidated and associated subsidiaries	9	48	-81.3%	53	-83.0%	62	85	-27.1%
<b>Total income before income tax</b>	<b>(946)</b>	<b>1,052</b>	<b>-189.9%</b>	<b>1,086</b>	<b>-187.1%</b>	<b>140</b>	<b>2,282</b>	<b>-93.9%</b>
Income tax	(217)	332	-165.4%	299	-172.6%	82	724	-88.7%
Current	119	362	-67.1%	504	-76.4%	623	781	-20.2%
Deferred	(336)	(30)	N/C	(205)	63.9%	(541)	(57)	N/C
<b>Net discontinued operations</b>	<b>(729)</b>	<b>720</b>	<b>N/C</b>	<b>787</b>	<b>-192.6%</b>	<b>58</b>	<b>1,558</b>	<b>-96.3%</b>
Discontinued operations	(1)	-	N/C	-	N/C	(1)	-	N/C
<b>Net income</b>	<b>(730)</b>	<b>720</b>	<b>N/C</b>	<b>787</b>	<b>-192.8%</b>	<b>57</b>	<b>1,558</b>	<b>-96.3%</b>
Participation (in net income) from controlling company	(719)	712	N/C	778	-192.4%	59	1,543	-96.2%
Participation (in net income) from non-controlling company	(11)	8	N/C	9	N/C	(2)	15	-113.3%

\* Figures expressed in Mexican pesos (millions)

# NPLs per subsidiary

## NPL's per methodology and subsidiaries

PRODUCT	2Q20				2Q19				1Q20			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	12,509	299	2.39%	115	13,501	252	1.87%	186	14,639	383	2.62%	246
C. Comerciante	4,702	247	5.25%	83	4,645	203	4.38%	162	5,011	313	6.24%	181
Group Methodology	17,211	546	3.17%	198	18,146	455	2.51%	348	19,650	696	3.54%	427
C. Individual	2,916	109	3.75%	42	2,802	130	4.65%	102	3,148	142	4.52%	108
C. CA (de CM y CCR)	195	11	5.55%	4	385	12	3.09%	12	342	15	4.19%	10
C. CCM( de CM, CCR y CI)	1,777	75	4.22%	27	2,115	91	4.29%	75	2,237	97	4.33%	65
C. Otros (CGD)	17	0	0.57%	0	20	0	0.26%	0	19	0	0.55%	0
Individual Methodology	4,905	195	3.98%	73	5,322	233	4.38%	189	5,746	254	4.42%	183
<b>Banco Compartamos</b>	<b>22,116</b>	<b>741</b>	<b>3.35%</b>	<b>271</b>	<b>23,468</b>	<b>688</b>	<b>2.93%</b>	<b>537</b>	<b>25,396</b>	<b>950</b>	<b>3.74%</b>	<b>610</b>
C.Mujer	4,350	80	1.83%	0	2,717	59	2.16%	15	4,155	48	1.16%	19
Group Methodology Peru	4,350	80	1.83%	0	2,717	59	2.16%	15	4,155	48	1.16%	19
Comercial	13,532	457	3.38%	0	6,262	215	3.43%	72	9,112	298	3.27%	31
Microempresa	3,406	200	5.88%	0	3,199	103	3.21%	39	4,041	120	2.96%	24
Consumo	938	33	3.53%	0	589	11	1.90%	6	1,008	18	1.77%	4
Individual Methodology Peru	17,875	690	3.86%	0	10,050	328	3.27%	117	14,161	436	3.08%	60
<b>Compartamos Financiera</b>	<b>22,225</b>	<b>770</b>	<b>4.31%</b>	<b>0</b>	<b>12,767</b>	<b>387</b>	<b>3.03%</b>	<b>132</b>	<b>18,317</b>	<b>484</b>	<b>2.64%</b>	<b>79</b>
Group Methodology Guatemala	716	34	4.69%	14	595	33	5.46%	22	798	44.0	5.51%	21
<b>Compartamos Guatemala S.A.</b>	<b>716</b>	<b>33</b>	<b>4.69%</b>	<b>14</b>	<b>595</b>	<b>33</b>	<b>5.46%</b>	<b>22</b>	<b>798</b>	<b>44.0</b>	<b>5.51%</b>	<b>21</b>
<b>Total</b>	<b>45,058</b>	<b>1,545</b>	<b>3.79%</b>	<b>285</b>	<b>36,830</b>	<b>1,108</b>	<b>3.01%</b>	<b>692</b>	<b>44,511</b>	<b>1,478</b>	<b>3.32%</b>	<b>710</b>

\* Figures expressed in Mexican pesos (millions)

# Summary

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

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

	2Q20	2Q19	1Q20	% Change 2Q19	% Change 1Q20	6M20	6M19	% Change 6M19
Clients	2,476,451	2,567,332	2,620,086	-3.5%	-5.5%	2,476,451	2,567,332	-3.5%
Portfolio*	22,116	23,468	25,396	-5.8%	-12.9%	22,116	23,468	-5.8%
Net Income	(468)	510	448	-191.8%	-204.5%	(20)	1,152	-101.7%
NPLs / Total Portfolio	3.35%	2.93%	3.74%	0.42 pp	-0.39 pp	3.35%	2.93%	0.42 pp
ROA	-5.0%	6.6%	5.3%	-11.6 pp	-10.3 pp	-0.1%	7.4%	-7.5 pp
ROE	-15.4%	17.7%	14.7%	-33.1 pp	-30.1 pp	-0.3%	20.4%	-20.7 pp
NIM	33.6%	56.4%	53.3%	-22.8 pp	-19.7 pp	42.8%	55.8%	-13.0 pp
MFAR %	18.8%	48.5%	40.2%	-29.7 pp	-21.4 pp	28.8%	48.5%	-19.7 pp
Efficiency Ratio	141.6%	79.7%	81.3%	61.9 pp	60.3 pp	100.9%	77.1%	23.8 pp
Operating Efficiency	24.1%	36.2%	31.8%	-12.1 pp	-7.7 pp	27.8%	35.1%	-7.3 pp
ICAP	35.8%	34.3%	35.5%	1.5 pp	0.3 pp	35.8%	34.3%	1.5 pp
Capital / Total Assets	30.5%	37.6%	35.0%	-7.1 pp	-4.5 pp	30.5%	37.6%	-7.1 pp
Average Loan (Ps.)	8,931	9,141	9,693	-2.3%	-7.9%	8,931	9,141	-2.3%
Employees	15,771	16,354	15,990	-3.6%	-1.4%	15,771	16,354	-3.6%
Service Offices**	576	586	576	-1.7%	0.0%	576	586	-1.7%
Branches	201	201	201	0.0%	0.0%	201	201	0.0%

\* Figures expressed in Mexican pesos (millions)

# Balance Sheet



	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20
Cash and other investments	15,524	4,743	227.3%	8,617	80.2%
Related parties	860	252	241.3%	250	244.0%
Total performing loans	21,375	22,780	-6.2%	24,446	-12.6%
Non-performing loans	741	688	7.7%	950	-22.0%
<b>Total loan portfolio</b>	<b>22,976</b>	<b>23,720</b>	<b>-3.1%</b>	<b>25,646</b>	<b>-10.4%</b>
Allowance for loan losses	2,896	1,402	106.6%	2,126	36.2%
<b>Loan portfolio, net</b>	<b>20,080</b>	<b>22,318</b>	<b>-10.0%</b>	<b>23,520</b>	<b>-14.6%</b>
Other accounts receivable	951	1,318	-27.8%	914	4.0%
Fixed assets	280	381	-26.5%	307	-8.8%
Other assets	2,221	1,979	12.2%	2,040	8.9%
<b>Total assets</b>	<b>39,056</b>	<b>30,739</b>	<b>27.1%</b>	<b>35,398</b>	<b>10.3%</b>
Clients' Deposits	2,158	2,189	-1.4%	2,340	-7.8%
Deposits	1,208	204	N/C	102	N/C
Long term debt issuance	9,413	9,064	3.9%	7,598	23.9%
Interbank loans	13,495	6,325	113.4%	11,396	18.4%
Other accounts payable	873	1,396	-37.5%	1,585	-44.9%
<b>Total liabilities</b>	<b>27,147</b>	<b>19,178</b>	<b>41.6%</b>	<b>23,021</b>	<b>17.9%</b>
Capital stock	618	618	0.0%	618	0.0%
Contributions for future capital increases	16	-	N/C	-	N/C
Capital reserves	582	566	2.8%	566	2.8%
Retained earnings	10,716	9,226	16.2%	10,748	-0.3%
Remeasurements for employees benefit	(3)	(1)	N/C	(3)	0.0%
Net income for the year	(20)	1,152	-101.7%	448	-104.5%
<b>Total stockholders' equity</b>	<b>11,909</b>	<b>11,561</b>	<b>3.0%</b>	<b>12,377</b>	<b>-3.8%</b>
<b>Total liabilities and stockholders' equity</b>	<b>39,056</b>	<b>30,739</b>	<b>27.1%</b>	<b>35,398</b>	<b>10.3%</b>

\* Figures expressed in Mexican pesos (millions)



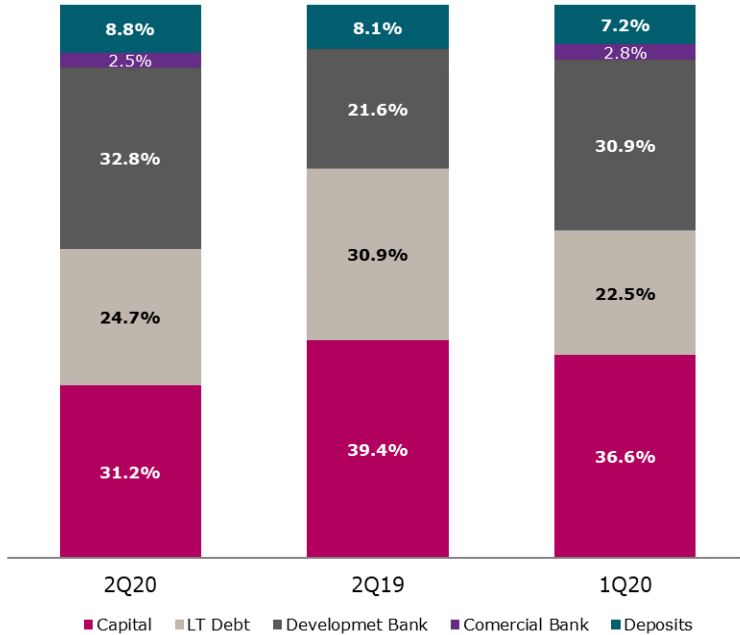
# Income Statement



	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20	6M20	6M19	% Change 6M19
Interest income	3,348	4,332	-22.7%	4,479	-25.3%	7,827	8,610	-9.1%
Interest expense	366	364	0.5%	308	18.8%	674	728	-7.4%
<b>Net Interest Income</b>	<b>2,982</b>	<b>3,968</b>	<b>-24.8%</b>	<b>4,171</b>	<b>-28.5%</b>	<b>7,153</b>	<b>7,882</b>	<b>-9.2%</b>
Provisions for loan losses	1,316	555	137.1%	1,028	28.0%	2,344	1,030	127.6%
<b>Net interest income after provisions</b>	<b>1,666</b>	<b>3,413</b>	<b>-51.2%</b>	<b>3,143</b>	<b>-47.0%</b>	<b>4,809</b>	<b>6,852</b>	<b>-29.8%</b>
Commissions and fee income	106	236	-55.1%	227	-53.3%	333	464	-28.2%
Commissions and fee expense	214	140	52.9%	150	42.7%	364	271	34.3%
Trading gains (losses)	(2)	(2)	0.0%	31	-106.5%	29	(7)	N/C
Other operating income (expense)	29	22	31.8%	31	-6.5%	60	13	N/C
Operating Expenses	2,245	2,814	-20.2%	2,667	-15.8%	4,912	5,437	-9.7%
<b>Net operating income</b>	<b>(660)</b>	<b>715</b>	<b>-192.3%</b>	<b>615</b>	<b>N/C</b>	<b>(45)</b>	<b>1,614</b>	<b>-102.8%</b>
<b>Total income before income tax</b>	<b>(660)</b>	<b>715</b>	<b>-192.3%</b>	<b>615</b>	<b>N/C</b>	<b>(45)</b>	<b>1,614</b>	<b>-102.8%</b>
Income tax	(192)	205	-194%	167	N/C	(25)	462	-105.4%
Current	62	251	-75.3%	351	-82.3%	413	574	-28.0%
Deferred	(254)	(46)	N/C	(184)	38.0%	(438)	(112)	N/C
<b>Net income</b>	<b>(468)</b>	<b>510</b>	<b>-191.8%</b>	<b>448</b>	<b>N/C</b>	<b>(20)</b>	<b>1,152</b>	<b>-101.7%</b>

\* Figures expressed in Mexican pesos (millions)

# Funding structure



**Cost of funds 2Q20**  
**6.4%**

Debt profile excluding clients deposits		
Year	Maturity	%
2020	1,950	9%
2021	3,498	15%
2022	3,846	17%
2023	4,199	18%
2024	3,693	16%
2025	5,660	25%
<b>Total</b>	<b>22,846</b>	<b>100%</b>

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

# Allowance for loan losses

Risk	2Q20			2Q19			1Q20			
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance <sup>2</sup>	
A-1	1.2%	10,286	123	1.2%	15,935	184	1.2%	16,945	200	
A-2	1.9%	1,592	31	2.4%	1,341	32	2.4%	1,280	31	
B-1	3.4%	329	11	3.4%	171	6	3.4%	216	7	
B-2	4.2%	931	39	4.1%	1,732	71	4.1%	1,825	75	
B-3	5.5%	892	49	5.6%	462	26	5.6%	542	30	
C-1	9.3%	2,988	278	7.2%	1,789	129	7.2%	1,821	132	
C-2	10.9%	307	33	10.9%	837	91	10.9%	1,004	109	
D	22.0%	2,744	603	21.6%	332	72	21.5%	504	108	
E	59.4%	2,906	1,727	70.6%	1,120	790	70.6%	1,508	1,064	
<b>Total</b>		<b>22,975</b>	<b>2,896</b>		<b>23,720</b>	<b>1,401</b>		<b>25,645</b>	<b>1,757</b>	
<b>Coverage Ratio<sup>1</sup></b>			<b>390.8%</b>				<b>203.4%</b>	<b>184.9%</b>		

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

<sup>2</sup> Ps. 367 million provisions in 1Q20 is not reflected

Notes: Figures are expressed in millions of Mexican Pesos; Includes additional allowance for past due interest;

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

# Summary



## Compartamos Financiera (Peru)

Summary	2Q20	2Q19	1Q20	% Change 2Q19	% Change 1Q20	6M20	6M19	% Change 6M19
Clients	702,406	649,702	740,085	8.1%	-5.1%	702,406	649,702	8.1%
Portfolio *	17,881.3	12,767.0	18,316.6	40.1%	-2.4%	17,881.3	12,767.0	40.1%
Net Income *	(175.0)	128.9	148.5	-235.7%	-217.8%	(26.4)	248.7	-110.6%
NPLs / Total Portfolio	4.31%	3.03%	2.6%	1.28 pp	1.67 pp	4.31%	3.03%	1.28 pp
ROA	-3.0%	3.6%	3.0%	-6.6 pp	-6.0 pp	-0.2%	3.5%	-3.7 pp
ROE	-16.2%	18.8%	16.1%	-35.0 pp	-32.3 pp	-1.3%	18.6%	-19.9 pp
NIM	11.8%	26.4%	23.9%	-14.6 pp	-12.1 pp	17.5%	26.3%	-8.8 pp
NIM after provisions	6.9%	21.0%	19.8%	-14.1 pp	-12.9 pp	12.9%	21.4%	-8.5 pp
Efficiency Ratio	153.7%	76.4%	78.6%	77.3 pp	75.1 pp	101.8%	77.3%	24.5 pp
Operating Efficiency	11.6%	16.3%	15.9%	-4.7 pp	-4.3 pp	11.62%	16.31%	-4.7 pp
Capital / Total Assets	18.0%	19.2%	18.7%	-1.2 pp	-0.7 pp	18.0%	19.2%	-1.2 pp
Average Loan (Ps.)	25,457	19,651	24,749	29.5%	2.9%	25,457	19,651	29.5%
Employees	5,348	4,667	5,514	14.6%	-3.0%	5,348	4,667	14.6%
Service Offices	108	96	108	12.5%	0.0%	108	96	13%

**Group loans represented 24.3% of the portfolio, and 71.9% of the customers served in Peru**

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

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

# Balance Sheet



	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20
Cash and other investments	6,950.6	1,879.9	269.7%	3,818.4	82.0%
Total performing loans	17,111.1	12,379.9	38.2%	17,832.7	-4.0%
Non-performing loans	770.2	387.1	99.0%	483.9	59.2%
<b>Total loan portfolio</b>	<b>17,881.3</b>	<b>12,767.0</b>	<b>40.1%</b>	<b>18,316.6</b>	<b>-2.4%</b>
Allowance for loan losses	1,409.7	939.2	50.1%	1,198.4	17.6%
<b>Loan portfolio, net</b>	<b>16,471.6</b>	<b>11,827.8</b>	<b>39.3%</b>	<b>17,118.2</b>	<b>-3.8%</b>
Other accounts receivable	209.5	79.2	164.5%	195.4	7.2%
Fixed assets	421.4	342.0	23.2%	449.1	-6.2%
Other assets	760.0	536.9	41.5%	723.8	5.0%
<b>Total assets</b>	<b>24,813.0</b>	<b>14,665.8</b>	<b>69.2%</b>	<b>22,304.9</b>	<b>11.2%</b>
Deposits	13,801.2	7,663.8	80.1%	12,178.8	13.3%
Long term debt issuance	457.7	924.0	-50.5%	678.5	-32.5%
Interbank loans	5,242.1	2,782.5	88.4%	4,458.5	17.6%
Other accounts payable	847.1	486.9	74.0%	827.6	2.4%
<b>Total liabilities</b>	<b>20,348.1</b>	<b>11,857.1</b>	<b>71.6%</b>	<b>18,143.5</b>	<b>12.2%</b>
Capital stock	3,241.0	1,816.7	78.4%	2,012.2	61.1%
Capital reserves	213.3	152.4	39.9%	152.7	39.7%
Foreign exchange effect	1,008.2	550.3	83.2%	1,253.6	-19.6%
Retained earnings	28.8	40.6	-29.1%	594.4	-95.2%
Net income for the year	(26.4)	248.7	-110.6%	148.5	-117.8%
<b>Total stockholders' equity</b>	<b>4,464.9</b>	<b>2,808.7</b>	<b>59.0%</b>	<b>4,161.4</b>	<b>7.3%</b>
<b>Total liabilities and stockholders' equity</b>	<b>24,813.0</b>	<b>14,665.8</b>	<b>69.2%</b>	<b>22,304.9</b>	<b>11.2%</b>

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
<b>2Q20</b>	3.538	23.0893	6.5261
<b>2Q19</b>	3.287	19.2087	5.8438
<b>1Q20</b>	3.437	23.4847	6.8329

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



	2Q20	2Q19	% Change 2Q19	1Q20	% Change 1Q20	6M20	6M19	% Change 6M19
Interest income	903.8	1,079.5	-16.3%	1,313.5	-31.2%	2,217.3	2,126.1	4.3%
Interest expense	228.4	155.0	47.3%	166.9	36.8%	395.3	307.0	28.8%
<b>Net interest income</b>	<b>675.4</b>	<b>924.5</b>	<b>-26.9%</b>	<b>1,146.6</b>	<b>-41.1%</b>	<b>1,822.0</b>	<b>1,819.2</b>	<b>0.2%</b>
Provisions for loan losses	279.8	187.1	49.6%	194.9	43.6%	474.7	338.0	40.4%
<b>Net interest income after provisions</b>	<b>395.6</b>	<b>737.4</b>	<b>-46.3%</b>	<b>951.7</b>	<b>-58.4%</b>	<b>1,347.3</b>	<b>1,481.1</b>	<b>-9.0%</b>
Commissions and fee income	49.6	51.5	-3.7%	59.4	-16.5%	109.0	100.7	8.2%
Commissions and fee expenses	5.7	15.5	-63.4%	14.9	-62.1%	20.6	30.4	-32.2%
Other operating income (expense)	5.8	(4.2)	N/C	3.4	70.7%	9.2	0.5	N/C
Operating expenses	684.4	587.8	16.4%	785.7	-12.9%	1,470.2	1,199.4	22.6%
<b>Net operating income</b>	<b>(239.1)</b>	<b>181.4</b>	<b>N/C</b>	<b>213.8</b>	<b>N/C</b>	<b>(25.3)</b>	<b>352.4</b>	<b>-107.2%</b>
<b>Total income before income tax</b>	<b>(239.1)</b>	<b>181.4</b>	<b>N/C</b>	<b>213.8</b>	<b>N/C</b>	<b>(25.3)</b>	<b>352.4</b>	<b>-107.2%</b>
Current and Deferred	(64.1)	52.5	N/C	65.3	-198.3%	1.1	103.7	-98.9%
<b>Net income</b>	<b>(175.0)</b>	<b>128.9</b>	<b>N/C</b>	<b>148.5</b>	<b>N/C</b>	<b>(26.4)</b>	<b>248.7</b>	<b>-110.6%</b>

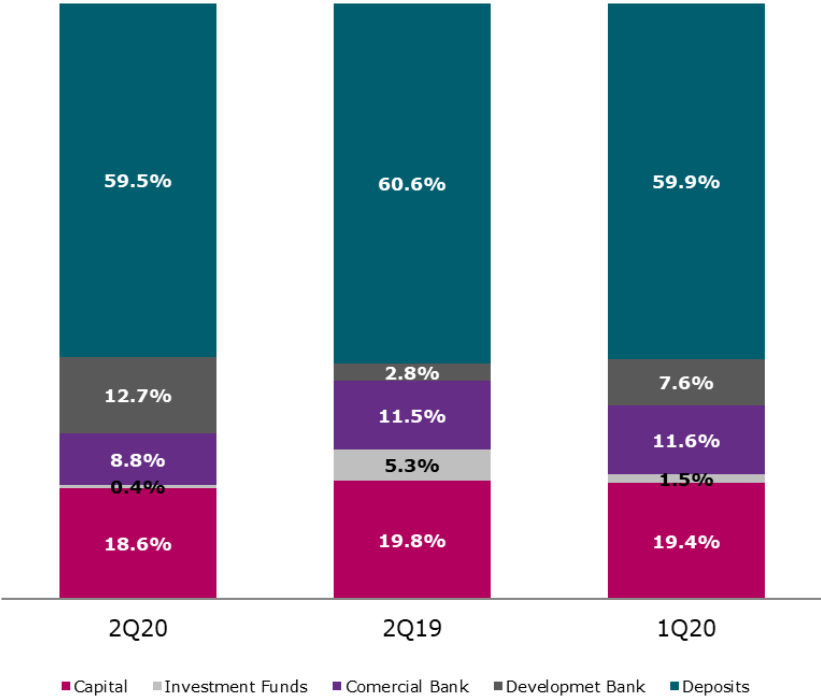
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
<b>2Q20</b>	3.4292	23.3364	6.8052
<b>2Q19</b>	3.3190	19.1208	5.7610
<b>1Q20</b>	3.4012	19.9876	5.8766

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

# Funding structure



**Cost of funds 2Q20**  
4.6%



# Summary



## Compartamos S.A. (Guatemala)

Summary	2Q20	2Q19	1Q20	% Change 2Q19	% Change 1Q20	6M20	6M19	% Change 6M19
Clients	98,790	98,449	102,885	0.3%	-4.0%	98,790	98,449	0.3%
Portfolio *	716.5	595.5	798.0	20.3%	-10.2%	716.5	595.5	20.3%
Net Income *	(127.2)	14.0	8.3	-1011.4%	-1637.7%	(118.9)	33.6	-453.6%
NPLs / Total Portfolio	4.69%	5.46%	5.51%	-0.77 pp	-0.82 pp	4.69%	5.46%	-0.77 pp
ROA	-51.0%	7.0%	3.5%	-58.0 pp	-54.5 pp	-25.3%	8.5%	-33.8 pp
ROE	-60.0%	7.8%	4.0%	-67.8 pp	-64.0 pp	-29.4%	9.4%	-38.8 pp
NIM	44.3%	76.5%	71.0%	-32.2 pp	-26.7 pp	57.6%	78.1%	-20.5 pp
NIM after provisions	-17.6%	64.4%	58.0%	-82.0 pp	-75.6 pp	18.0%	65.9%	-47.9 pp
Efficiency Ratio	-264.5%	84.5%	92.1%	-349.0 pp	-356.6 pp	280.0%	81.9%	198.1 pp
Operating Efficiency	46.9%	51.3%	50.6%	-4.4 pp	-3.7 pp	50.0%	50.5%	-0.5 pp
Capital / Total Assets	80.9%	90.1%	88.8%	-9.2 pp	-7.9 pp	80.9%	90.1%	-9.2 pp
Average Loan (Ps.)	7,252	6,049	7,756	19.9%	-6.5%	7,252	6,049	19.9%
Employees	998	945	976	5.6%	2.3%	998	945	5.6%
Service Offices	56	56	56	0.0%	0.0%	56	56	0.0%

FX (End of period):	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
<b>2Q20</b>	7.70026	23.0893	2.9985
<b>2Q19</b>	7.70823	19.2087	2.4920
<b>1Q20</b>	7.68467	23.4847	3.0560

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

Source: Banco de Guatemala y Banco de México

**Committed to generate social, economic and human value**



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