

# GENTERA REPORTS 3Q21 RESULTS

**Mexico City, Mexico – October 27, 2021 – GENTERA S.A.B. de C.V. ("GENTERA" or "the Company")** (**BMV: GENTERA\*)** announced today non-audited consolidated financial results for the third quarter ended September 30, 2021. All figures were prepared in accordance with requirements from the National Banking and Securities Commission (CNBV) and are expressed in nominal Mexican pesos (Ps.).

# **3Q21 Highlights:**

# Net income for 3Q21 was Ps. 657 million, a Ps. 2,640 million Net recovery compared to 3Q20.

- **Total Loan Portfolio** reached **Ps. 40,416 million**, a **3.3% growth** compared to Ps. 39,139 million in 2Q21. Consolidated Loan Portfolio broken down by subsidiary is shown below:
  - Banco Compartamos S.A., I.B.M. (Mexico) (Banco Compartamos) microcredit loan porfolio reached Ps. 22,747 million.
  - Compartamos Financiera (Peru) stood at **Ps. 14,768 million**.
  - ConCrédito (Mexico) stood at Ps. 2,900 million.
- Net income for 3Q21 was Ps. 657 million, a strong recovery compared to the Ps. 1,983 million in losses recorded in 3Q20, representing a net improvement of Ps. 2,640 million.
  - **Controlling Company participation reported a Net Income of Ps. 590 million** (EPS from controlling company in 3Q21 stood at \$0.37).
- **Cash and Other investments in GENTERA stood at Ps. 16,962 million,** compared to Ps. 20,058 million in 2Q21, featuring sound liquidity levels at its different subsidiaries:
  - At Banco Compartamos, it stood at Ps. 10,351 million.
  - Compartamos Perú stood at Ps. 3,683 million.
  - ConCrédito stood at Ps. 836 million.
- Capital / Total Assets in Gentera for 3Q21 stood at 35.3%.
  - Capital Adequacy Ratio (ICAP), 34.1% in Banco Compartamos
  - Solvency Ratio, 18.1% in Compartamos Financiera
  - Capital/Total Assets at 56.0% in ConCrédito
- **ROE** stood at **11.2%**, a **strong improvement** compared to a negative 36.4% ROE in 3Q20.
- **ROA** reached **3.8%**, a **solid improvement** compared to a negative 11.1% ROA in 3Q20.
- GENTERA announces a new increase to the EPS guidance to a range of \$1.15 to \$ 1.25.
- On October 27, 2021, GENTERA announces that the Board of Directors will submit to the approval in the Shareholders' Meeting of April 2022, the reestablishment of dividend payments, considering this of at least 10% of the Net Income generated in GENTERA's participation in 2021 results.

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- Non-performing loans (NPLs) for 3Q21 stood at 3.03%, an improvement compared to 6.94% in 3Q20, and a similar level compared to 2.96% in 2Q21.
- Coverage Ratio for 3Q21 stood at 268.6%.
- ConCrédito concluded the third quarter with Ps. 2,900 million in Loan Portfolio a 20.9% year-on-year growth and 10.8% growth compared to 2Q21, managed through a network of more than 61 thousand distributors (entrepreneurs) that work with approximately 650 thousand final users. Its marketplace platform, CrediTienda, concluded the quarter with Ps. 318 million in its portfolio.
- **YASTAS** recorded **approximately 6.15 million operations** during the quarter, a figure **18.1% larger** than that registered in 3Q20; out of those operations, **1.88 million were financial transactions**. At the end of 3Q21, YASTAS had a network of 5,919 affiliates. During the nine-month period of 2021, Yastas reported a **Net Income of Ps. 51.1 million and a 12% ROE.** With its current capital structure and income generation, Yastas will continue its digital transformation.
- ATERNA ended the quarter with more than **9.0 million active insurance policies** throughout its operations in Mexico and Peru, a **66% growth** compared to 3Q20. Net Income for the nine-month period was Ps. **74.3 million**.
- At the end of 3Q21, **Fundación Compartamos** continued working through alliances to bring educational opportunities to the communities where it operates. More than 1,200 people were benefited through formal education, granting scholarships for young people and adults to continue their studies and training for entrepreneurs. Also, during this third quarter, Fundación Compartamos supported communities affected by rains and hurricanes, benefiting more than 8,700 people. At the end of 3Q21, more than 9 thousand of GENTERA's employees participated in volunteer activities; through this effort, more than 43,000 volunteer hours directly benefited more than 117,000 people.
- Shares outstanding as of September 30, 2021, amounted to 1,587,593,876.

#### Comments from Mr. Enrique Majós, GENTERA's CEO:

GENTERA closed the third quarter with solid dynamics, showing great improvements year-over-year as recovery moves forward along with increased economic activities. GENTERA has continued to pivot and adapt to the new normal while being consistent with its long-term strategy, and at the same time providing a high level of service to the communities it serves.

GENTERA's subsidiaries stood with a Loan Portfolio of Ps. 40,416 million and reported Ps. 657 million in Net Income for this third quarter, representing a net improvement of Ps. 2,640 million compared to the losses presented in 3Q20. With this result GENTERA achieved 12 months of sound results. GENTERA's capital position remained strong, standing at 35.3%, with an ICAP of 34.1% in Banco Compartamos and Capital Ratio of 18.1% in Compartamos Financiera.

Thanks to the firm commitment and dedication to excellence of GENTERA's 20.4 thousand employees, our customer base remains on its growth track, now servicing over 4.1 million people. The strong results displayed this quarter are proof of our commitment to not only meet our company goals, but to serve our customers well and do our part in driving further economic recovery.

We look forward to the future, anticipating that GENTERA will close 2021 in a position of strength. We will keep supporting our clients in their endeavors through the tireless efforts of our team and the benefits brought about by our digital transformation, while staying true to our strategy of recovery and growth as a company. We will continue working relentlessly to help our clients fulfill their dreams, and thus generating shared value for all.



Summary	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2Q21	9M21	9M20	% Change 9M20
Clients 1)	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%

# 3Q21 Analysis & Results of Operations

1) 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.

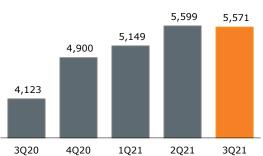
In this table, employees in Banco Compartamos include employees from ATERNA and YASTAS.

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

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

The analysis was prepared using consolidated figures and in accordance with accounting principles generally accepted in Mexico (Mexican GAAP). Variations are calculated for the 3Q21 versus the same period of 2020 and 2Q21, unless otherwise stated. For this 3Q21 analysis, the reader must consider the consolidation of ConCrédito in GENTERA's Financial Statements; ConCrédito results were included in GENTERA's consolidated figures since 3Q20; and consider the deconsolidation effects of Compartamos SA (Guatemala) which is no longer reflected in GENTERA's figures since this 3Q21.

The reader must also consider FX fluctuations in the different subsidiaries for the comparable periods.





**Interest income** in 3Q21 was **Ps. 5,571** million, a **35.1%** increase compared to 3Q20, and a similar figure compared to Ps. 5,599 million in 2Q21.

Banco Compartamos represented most of GENTERA's portfolio and interest income, with 56.3% and more than 77%, respectively, compared to 3Q20 when it accounted for 50.9% and 72.4%, in the same order. The second subsidiary with the highest contribution to this line was Compartamos Financiera. It is important to note that in 3Q21 we had the effects of Compartamos Guatemala deconsolidation

The **yield** for GENTERA's portfolio (considering Banco Compartamos, Compartamos Peru, and ConCrédito) during 3Q21 stood at **53.7%**.

#### **Interest expense**

**GENTERA's interest expense** stood at **Ps. 470 million, a 26.7% decrease compared to 3Q20, and a 4.3%** decrease compared to 2Q21. GENTERA's subsidiaries, Banco Compartamos, Compartamos Financiera, ConCrédito have maintained a stronger cash position during the health contingency compared to normal times; however, interest expenses moved at different pace compared to liabilities as a result of active liability management and a gradual reduction in the extra liquidity.

Funding Cost	3Q21	3Q20	2Q21
Compartamos Banco (México)	5.3%	5.9%	5.1%
Compartamos Financiera (Perú)	3.0%	4.7%	3.2%



- The interest expenses of Banco Compartamos in Mexico, stood at Ps. 333 million in 3Q21 compared to Ps. 393 million in 3Q20 and \$327 million in 2Q21. At the end of the quarter, 25.5% of Banco Compartamos liabilities (considering interbank liabilities and long-term debt issuances) were subscribed at fixed rate.
- **Compartamos Financiera in Peru** reduced its Interest Expenses by **52.2%** to **Ps. 104 million** versus 3Q20, when it stood at Ps. 218 million. This was possible thanks to favorable terms and conditions in credit lines used and due to the reduction in extra liquidity.

#### **Net Interest Margin**

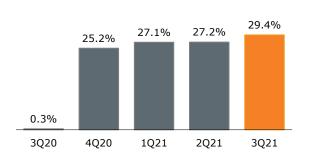
**GENTERA's Net Interest Margin (NIM)** for the third quarter of 2021 reached **35.7%**, which is above the **22.3%** reached in 3Q20 **and the 35.2% reached in 2Q21**. The movement was primarily attributed to: a higher interest income recorded in the period due to the strong performance in Banco Compartamos and ConCrédito, and also due to the larger contribution that each subsidiary, which have different active interest rates, had in the consolidated portfolio for 3Q21. It is important to bear in mind that the extra liquidity led to an increase in productive assets, consequently impacting NIM ratio.

#### **Provisions for loan losses**

NIM after provisions 1)

1)

**Provisions for loan losses** reached **Ps. 909 million** during the quarter. This figure decreased by Ps. 2,525 million, or 73.5%, when compared to 3Q20, mainly derived from strong origination processes and a very healthy asset quality experienced in different subsidiaries during this year compared to year 2020 when the loan portfolio suffered a deterioration linked to the health contingency. It is important to bear in mind that back in 3Q20 GENTERA made a prudential decision to book Ps. 1,576 million in additional provisions as a response of COVID-19 related impacts in its loan portfolio.



Net Interest margin after provisions / Average Yielding Assets

Cost of Risk for 3Q21 stood at 9.1%. For the nine-month period of 2021, it stood at 9.3%

**NIM after provisions** (NII after provisions for losses / average yielding assets) **for 3Q21 stood at 29.4%**, compared to 0.3% in 3Q20 and 27.2% in 2O21.

GENTERA's financial subsidiaries, Banco Compartamos, Compartamos Financiera, ConCrédito have continued maintaining strong cash positions to mitigate potential volatility. This additional liquidity impacted the NIM before and after provisions since the average yielding assets increased substantially. However, it is worth highlighting that NIM after provisions reached in this 3Q21 is the best since the sanitary contingency started.

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



#### **Commissions and fee income**

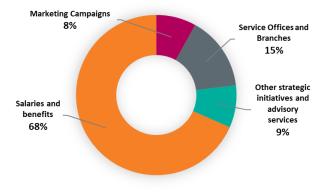
#### The net effect between commissions charged and commissions paid in 3Q21 totaled Ps. 233 million.

Commissions and Fee income are mainly explained by insurance fees; penalty fees charged to clients with late payments; and different fees generated at Compartamos Financiera and ConCrédito.

Commissions and fee expenses are mainly explained by the fees that GENTERA's subsidiaries pay to other Banks or Channels (third parties) for the use of their networks to disburse credits or collect payments. Banco Compartamos clients have the flexibility to carry out their transactions through different channels. However, it is important to note that a significant amount of Banco Compartamos' disbursements and loan collection operations are performed through GENTERA's channels, representing 69.4% and 29.9%, respectively.

**Other Operating Income/Expenses** during 3Q21 represented an income of **Ps. 387 million**. This item reflected income from CrediTienda (ConCredito's online platform used to sell different products) as well as non-recurring income or expenses, which for this quarter included: 1) The effects of our decision to exit the Guatemalan Market; 2) Extraordinary income which for this quarter represented an intercompany income from the insurance business and services company; 3) expenses linked to R&D; and 4) donations, amongst others.

#### **Operating expenses**



**Operating expenses** reached **Ps. 3,729 million, a 15.3% increase** versus the Ps. 3,233 million in 3Q20. For 2021 nine-month period operating expenses reached Ps. 10,678, representing a 9.0% increase compared to Ps. 9,796 million in the same period of 2020. This increase is in line with our plan announced at the beginning of the year, consisting of a strict cost control and disciplined management at our different subsidiaries' expenses, primarily at Compartamos Financiera, while considering inflationary adjustments and the consolidation of ConCrédito's figures into GENTERA's financials.

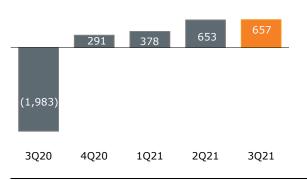
For this 3Q21, expenses at Banco Compartamos increased due to adjustment in wages, and the variable

compensation of loan officers that are exceeding their goals, as well as the increase in expenses linked to the implementation of new campaigns/benefits for Compartamos' clients with the objective of rewarding excellent performance, and the implementation of strategic initiatives, among other things.

**Participation in Net Income from Non-Consolidated Subsidiaries** stood with Ps. 5 million in losses during the quarter, compared to Ps. 27 million in positive contribution in 3Q20. This item reflects GENTERA's **minority contribution** in the Companies in which it has been investing.

**Discontinued Operations** at negative **Ps. 253 million** related to the effects linked to the transfer of the operation in Guatemala, Compartamos S.A.

#### Net Income (Ps. millions)



**For 3Q21,** GENTERA presented **Ps. 657 million in Net Income, a large improvement** compared to Ps. 1,983 million in net losses recorded in 3Q20 and a Ps. 653 million net income in 2Q21, showing a solid recovery compared to 3Q20. With this result GENTERA reached four consecutive quarters of positive growth.

**Controlling Company participation reported a Net Income of Ps. 590 million**. Earnings per Outstanding Share from the controlling company in 3Q21 stood at \$0.37.



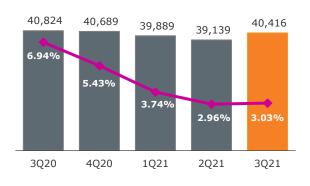
The result seen in this nine-month period of the year is encouraging, now reaching twelve consecutive months of positive results.

#### **Cash and other investments**

**Cash and other investments** stood at **Ps. 16,962 million** at the end of 3Q21, a 29.9% contraction compared to 3Q20 and a 15.4% reduction compared to 2Q21.

It is important to note that, since 1Q20, Banco Compartamos, ConCrédito, Compartamos Financiera decided to hold **extra liquidity** due to the **public health crisis** and **potential market volatility**. The strong level of liquidity allows us to cover operating expense growth, debt amortizations and expected portfolio growth, as well as implement different programs and benefits that could be granted to clients to stabilize their payment capacity if there are additional market disruptions. It is worth highlighting that since the beginning of 3Q20 GENTERA started to gradually reduce the level of extra liquidity, given the fact that current conditions are more stable compared to the past 18 months.

At the end of 3Q21, 61.0% of the cash position corresponded to Banco Compartamos with Ps. 10,351 million held in highly liquid assets, while 21.7%, Ps. 3,683 million, corresponded to Compartamos Financiera, and 4.9%, Ps. 836 million, corresponded to ConCrédito; the remaining 12.4% corresponded to GENTERA's other subsidiaries.



#### Total Loan Portfolio (Ps. Millions) & NPL

**Total Loan Portfolio** reached **Ps. 40,416 million** in 3Q21, a slight **1.0% contraction compared to** the figure reported in 3Q20, mainly explained by FX effects in Compartamos Financiera Peru and by the operational dynamics and impacts generated by COVID-19.

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

The Loan Portfolio was comprised as follows: 56.3% at Banco Compartamos, 36.5% at Compartamos Financiera in Peru, and 7.2% in ConCrédito.

### Credit Quality (Non-Performing Loans / Total Portfolio)

**Consolidated non-performing loans, considering the three financial subsidiaries, reached 3.03%** in 3Q21, an improvement compared to the 6.94% recorded in 3Q20 and a similar level compared to 2.96% registered in 2Q21. The NPL level recorded in 3Q21 vs 3Q20 reflected a strong improvement, mainly explained by the excellent dynamics in asset quality at Banco Compartamos, which has recorded in this third quarter one of its best levels in more than a decade.

Recent trends continued to show improvement in different subsidiaries, mainly in Banco Compartamos and now also in Compartamos Financiera where the visibility of the new portfolio generated in this new normal allows us to expect solid dynamics in the coming quarters.

According to GENTERA's expectations, based on dynamics seen in recent months and due to the short nature of most of its loan portfolio, NPLs could move or stay in a range between 3.0% and 4.0% for the rest of the year.

Banco Compartamos, GENTERA's largest subsidiary, recorded in August during this 3Q21 the best NPL metric in more than a decade.



Banco Compartamos' policy is to write-off loans at 180 days behind schedule. We expect to see normal levels of write-offs in the following months, given the fact that most of the impacts generated by COVID-19 on Compartamos Mexico's loan portfolio have already been weathered.

GENTERA recognizes that there are still challenges to be tackled but the knowledge and experience it has acquired in originating and monitoring credits that have been granted during this health crisis will contribute to a better asset quality control of its current and future loan portfolio.

		3Q21	l			3Q2	0			2Q2:	L	
PRODUCT	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
Banco Compartamos	22,747	365	1.61%	297	20,793	2,062	9.92%	699	21,490	339	1.57%	697
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
Compartamos Financiera	14,768	634	4.29%	450	16,901	552	3.27%	101	14,452	668	4.63%	293
Group Methodology Guatemala	-	-	-	-	730	44	5.97%	9	579	18.9	3.27%	165
Compartamos Guatemala S.A.	-	-	-	-	730	44	5.97%	9	579	18.9	3.27%	165
Individual Methodology ConCrédito	2,900	225	7.74%	92	2,400	176	7.34%	65	2,618	132.4	5.06%	81
ConCrédito	2,900	225	7.74%	92	2,400	176	7.34%	65	2,618	132.4	5.06%	81
Total	40,416	1,224	3.03%	839	40,824	2,833	6.94%	873	39,139	1,158.49	<b>2.96%</b>	1,237

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.

### **Performance Ratios and Metrics**

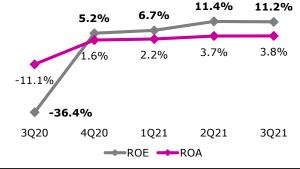


#### **Coverage Ratio**

**3Q21 coverage ratio was 268.6%,** representing a very strong level and in line with the prudent approach that the Company has followed, given the current health crisis and according to Mexican financial regulations.

**Goodwill** amounted Ps. 4,971 million and was mainly related to the acquisition of ConCrédito Ps. 4,209 million (includes majority and minority stakes) and Compartamos Financiera Ps 762. million, which were recorded as assets.

#### **ROAE/ROAA**



During 3Q21, GENTERA recorded a return on average equity (ROAE) of 11.2% and a return on average assets (ROAA) of 3.8%, showing stable returns compared to ratios of 11.4% and 3.7% reached in 2Q21, respectively. Compared to 3Q20, both metrics are well above the levels showed in that quarter, maintaining a positive trend.



#### GENTERA Consolidated Income Statement For the three-month periods ended September 30, 2021 and 2020, and June 30, 2021

(in millions of Mexican pesos)

	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%
Net Interest Income	5,101	3,482	5,108	46.5%	-0.1%	14,830	12,735	16.5%
Provisions for loan losses	909	3,434	1,160	-73.5%	-21.6%	2,789	6,425	-56.6%
Net interest income after provisions	4,192	48	3,948	N/C	6.2%	12,041	6,310	90.8%
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%
Net operating income	1,089	(2,903)	947	N/C	15.0%	2,691	-2,825	N/C
Participation in net income from non consolidated and associated subsidiaries	(5)	27	(3)	N/C	66.7%	-11	89	-112.4%
Total income before income tax	1,084	(2,876)	944	N/C	14.8%	2,680	-2,736	198.0%
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
Net discontinued operations	910	(2,043)	653	N/C	39.4%	1,941	-1,985	N/C
Discontinued operations Net income	(253) <b>657</b>	60 (1,983)	653	521.7% <b>N/C</b>	N/C 0.6%	(253) <b>1,688</b>	59 <b>-1,926</b>	-528.8% <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	(44)	58	N/C	15.5%	184	-46	N/C

#### GENTERA Consolidated Balance Sheet As of September 30, 2021, and 2020, and June 30, 2021 (in millions of Mexican pesos)

	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%
Total loan portfolio	40,416	40,824	39,139	-1.0%	3.3%
Allowance for loan losses	3,288	6,815	3,248	-51.8%	1.2%
Loan portfolio, net	37,128	34,009	35,891	9.2%	3.4%
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 availablefor sale	277	0	0	N/C	N/C
Other asssets	4,112	5,264	4,546	-21.9%	-9.5%
Goodwill	4,971	5,699	5,000	-12.8%	-0.6%
Total assets	67,457	72,413	69,364	-6.8%	-2.7%
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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%
Total liabilities	43,618	50,068	46,334	-12.9%	-5.9%
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%
Participation from controlling company	20,301	18,937	19,548	7.2%	3.9%
Participation from non-controlling company	3,538	3,408	3,482	3.8%	1.6%
Total stockholders' equity	23,839	22,345	23,030	6.7%	3.5%
Total liabilities and stockholders' equity	67,457	72,413	69,364	-6.8%	-2.7%





The following section sets forth the non-audited financial results for the third quarter of 2021 (3Q21) of Banco Compartamos, S.A. I.B.M. ("Banco Compartamos" or "the Bank"), which is GENTERA's main subsidiary in Mexico. All figures are expressed in Mexican pesos in accordance with Mexican banking regulations applicable to credit institutions and may vary due to rounding.

# **Financial Highlights**

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	0.04 pp	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%	1.1 pp	-2.3 pp	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.

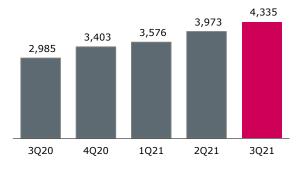
\*\* Some of the Service offices transformed into Branches. 74 Branches are within a Service Office (same location).

### **3Q21 Highlights:**

- Total loan portfolio reached Ps. 23,657 million, comprised as follows:
  - Microcredit loan portfolio stood at Ps. 22,747 million, a 9.4% increase compared to 3Q20. Worth highlighting is that total performing loans grew 19.5%, compared to 3Q20, while non-performing loans had an 82.3% reduction. This implies a better total portfolio mix in its performing and non-performing loans.
  - Commercial credit portfolio (related parties' loans) totaled Ps. 910 million.
- Net Income for 3Q21 reached Ps. 396 million, representing Ps. 2,116 million in recovery compared to a Ps. 1,720 million net loss in 3Q20.
- **Cash and other investments** stood at Ps. 10,351 million, representing a 13.5% reduction compared to the Ps. 11,973 million registered in 2Q2, maintaining a very healthy level.
- Capitalization Ratio (ICAP) stood at 34.1%, showing a stronger level to that presented in 3Q20 at 31.1%. This level is well above regulation and the average ICAP presented by the Banks in Mexico.
- Non-performing loans stood at **1.61%** in 3Q21, a strong improvement compared to 9.92% in 3Q20, and similar to the 1.57% reached in 2Q21.
- **ROA** was **4.2%, an improvement** compared to -18.1% in 3Q20.
- ROE was 14.1%, an improvement compared to -62.3% in 3Q20.



**Interest Income (Ps. millions)** 



Interest income reached **Ps. 4,335 million in 3Q21, a 45.2% and 9.1% increase compared to 3Q20 and 2Q21**, respectively. This was the result of better dynamics in the performing loan portfolio during the quarter.

The reader must take into consideration the impacts generated in this line by the different benefits (discounts and deferral programs) granted to Banco Compartamos' clients during 2020, which mainly impacted the interest income line in 2Q20 and 3Q20.

**Dynamics** seen in 3Q21 continued to mark **solid trends** after the inflection point at the beginning of 4Q20.

#### Interest expenses

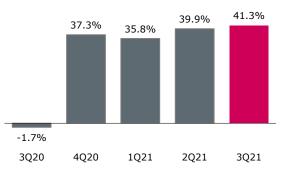
Interest expenses contracted 15.3% to reach Ps. 333 million, compared to Ps. 393 million in 3Q20, and stood slightly higher compared to Ps. 327 million in 2Q21. These variations are mainly explained by active liability management, and the lower cash position. However, it is important to highlight that Banco Compartamos held additional liquidity at the end of 3Q21 and will maintain a portion of this balance for the rest of the year. At the same time, it will continue improving its debt maturity profile.

**The Funding Cost,** which includes liabilities and deposits from the public, **stood at 5.3% in 3Q21**, compared to **5.9%** in 3Q20.

As a result of the aforementioned, Banco Compartamos reported a **Net Interest Income** of **Ps. 4,002 million**, a **54.4% and 9.8% increase** compared to 3Q20 and 2Q21, respectively. **NIM stood** at **46.8%** in 3Q21, a strong improvement compared to 28.4% one year ago.

#### **Provisions for loan losses**

**Provisions for loan losses** stood at **Ps. 470 million**, an **82.9%** contraction compared to Ps. 2,749 million in provisions required in 3Q20. This variation reflects our prudent decision of booking additional provisions in 2020 as a response to the potential impacts generated by COVID-19. The Current loan portfolio performs with very healthy asset quality and thus the provisions required are smaller than originally expected.



Net Interest Margin (after provisions)

1) Net Interest margin after provisions / Average Yielding Assets

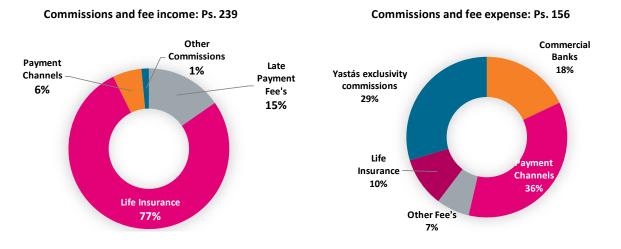
**NII after provisions** was Ps. 3,532 million, a strong increase compared to negative Ps. 157 million in 3Q20.

**NIM (Net Interest Margin) after provisions** (NII after provisions for losses / average yielding assets) for **3Q21 was 41.3%**, compared to -1.7% and 39.9%, in 3Q20 and 2Q21, respectively. The stronger NIM is mainly attributed to the higher interest income generated by a better performance in the loan portfolio, a more stable yield in Banco Compartamos' portfolio, and improvements in the provisions required for the loan portfolio.



### **Commissions and other income**

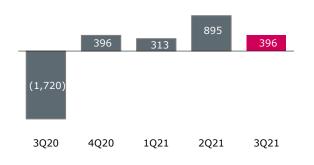
The net effect between commissions charged and commissions paid in 3Q21 totaled Ps. 83 million, considering Ps. 239 million in commission and fee income and Ps. 156 million in commissions and fee expense, with the following composition:



- **Trading Gains** in 3Q21 stood at **Ps. 6 million** associated with the cash balance in U.S. dollars that Banco Compartamos holds to cover its contracts in that currency.
- Other income/expenses reached an income of Ps. 2 million for 3Q21. This item reflected non-recurring items, including: 1) other income related to provision write-offs; 2) expenses linked to R&D; and, 3) donations and others.

#### **Operating expenses**

**Operating expenses** for 3Q21 increased **27.2% year-over-year to Ps. 3,126 million,** primarily attributable to the new outsourcing/insourcing law and the profit-sharing program that previously were reflected in Compartamos Servicios; adjustments in wages, campaigns to reward the excellent performance of customers, variable compensation of loan officers that are achieving great results, infrastructure, and strategic projects and marketing initiatives. The operating expenses growth in this third quarter and considering the nine-month period was aligned with our expectation for the year. Considering the nine-month period of 2021 vs. 2020, operating expenses grew 11.6%.



### **Net Income**

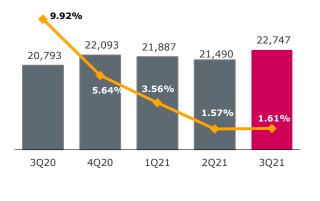
**Banco Compartamos** reported a **Net Income of Ps. 396 million**, a very strong recovery compared to Ps. 1,720 million in net loss in 3Q20. The net income achieved in this 3Q21 marked the fourth consecutive quarter of positive net income generation, reaching 12 months of positive numbers.

The net income achieved in this third quarter Banco Compartamos reached a **net improvement of Ps. 2,116 million, YoY,** considering the Ps. 1,720 million in losses recorded in 3Q20.



**Cash and other investments** stood at **Ps. 10,351 million**, compared to **Ps. 15,461 million** in 3Q20, and **Ps. 11,973 million** in 2Q21. The amount in this line corresponds to the funding (operational liquidity) required by Banco Compartamos to cover operating expenses, debt maturities, and loan portfolio growth. At the end of 3Q21, it includes around Ps. 7,900 million in **extra liquidity** held to **mitigate** any potential **volatility** in the markets derived from the current health contingency or other external factors. **Cash and other investments are held in short-term instruments**, where the counterparty risk is approved by the Board's Risk Committee. **In the following months Banco Compartamos will continue to gradually reduce its extra liquidity**.

### Microcredit Loan Portfolio (Ps. millions) & NPL



The Microcredit loan portfolio reached Ps. 22,747 million, a 9.4% increase compared to Ps. 20,793 million reported in 3Q20 and a 5.8% increase compared to the portfolio reached at the end of 2Q21. Considering Performing Loans at Ps. 22,382 million, it grew 19.5% compared to 3Q20.

**Related parties' loans** concluded 3Q21 at Ps. 910 million. This line is related to credits that Banco Compartamos grant to GENTERA for its different corporate purposes, among those are: Investments in ConCredito; Compartamos Peru, and others. During September GENTERA prepaid an Ps. 860 million loan to Banco Compartamos with the dividend obtained from this subsidiary on August 31, 2021.

**The Total portfolio**, considering microcredit loans and related parties' loans at the end of 3Q21, grew 8.3% compared to Ps. 21,853 million recorded at the end of 3Q20.

The **average outstanding balance per client** in 3Q21 was **Ps. 9,373**, 3.5% above the Ps. 9,052 reported in 3Q20 and a 1.9% increase compared to Ps. 9,196 in 2Q21.

# Loan Products & Credit Quality

The loan products offered by Banco Compartamos are comprised of two main categories (Group and Individual Methodologies):

- Group Lending Methodology: Merchant Credit (*Credito Comerciante*) and Women Credit (*Credito Mujer*) represented 77.3% of the total loan portfolio in 3Q21 with a consolidated NPL of 1.35% for 3Q21, a strong improvement compared to 9.58% in 3Q20 and a slightly higher level compared to 1.22% in 2Q21.
- Individual Lending Methodology: Improvement Loans (*Crece y Mejora*), Additional Loans (*Credito Adicional*), and Personal Loans (*Credito Individual*) represented 22.7% of the total loans portfolio in 3Q21 with a consolidated NPL of 2.72% in 3Q21, showing an improvement compared to 11.26% in 3Q20 and 2.80% in 2Q21.

During **3Q21, total NPL was 1.61%,** compared to 1.57% in 2Q21 and the 9.92% in 3Q20.

**Banco Compartamos' policy is to write-off loans that are past due after 180 days**. During the third quarter, **write-offs reached Ps. 297 million**. Banco Compartamos acknowledges that there have been challenges to face the sanitary contingency, but as previously indicated, the knowledge and experience it has acquired in originating and monitoring credits granted during this public health crisis will bring more control in the asset quality of its current and future loan portfolio, and at the same time a more efficient operation.



For 3Q21, the **coverage ratio** (allowance for loan losses / non-performing loans) was 357.3%, compared to 226.8% in 3Q20. Allowance for loan losses is calculated using the methodology established by the CNBV, which requires specific reserve coverage for each originated loan: Group Loans with a solidarity figure and another separate coverage for Individual Loans. It is important to highlight that our methodology follows the rules that apply to the 'Microcredit' category.

# **Total Liabilities**

During 3Q21, total liabilities reached Ps. 26,592 million, 0.7% below the Ps. 26,792 million recorded during 3Q20. Banco Compartamos' liabilities are fully peso-denominated; therefore, there is no FX exposure.

**Banco Compartamos** maintains a well-diversified funding mix with different sources:

i) Long-term debt issuances: Banco Compartamos is an active issuer in the Mexican debt market. As of September 30, 2021, it had **Ps. 8,480 million** outstanding in long-term local bonds (*Certificados Bursátiles Bancarios*).

ii) Strong capital base: 28.7% of total assets were funded with equity.

**iii) Credit lines with banks and other institutions**: Banco Compartamos had **Ps. 12,046 million** in credit lines among various banking creditors (Development Banks and Commercial Banks).

iv) Deposits: For 3Q21, deposits from Clients stood at Ps. 3,214 million, 39.4% more than the Ps. 2,306 million recorded in 3Q20. At the end of 3Q21, Banco Compartamos had over 1.5 million debit accounts.

# **Total Stockholders' Equity**

**The capitalization ratio was 34.1%** at the end of the third quarter, a larger ratio compared to 31.05% in 3Q20. The current ratio continues to reflect the Bank's strength and is well above the Mexican banking system standards and levels required by Basel III. Banco Compartamos reported Ps. 9,960 million in Tier I capital and risk-weighted assets of Ps.29,256 million.





### Banco Compartamos, S.A., Institución de Banca Múltiple Income Statement For the three-months ended September 30, 2021 and 2020, and June 30, 2021.

(in millions of Mexican pesos)

	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%
Net Interest Income	4,002	2,592	3,646	54.4%	9.8%	10,897	9,745	11.8%
Provisions for loan losses	470	2,749	214	-82.9%	N/C	960	5,093	-81.2%
Net interest income after provisions	3,532	(157)	3,432	N/C	2.9%	9,937	4,652	113.6%
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%
Net operating income	497	(2,509)	1,231	N/C	-59.6%	2,149	(2,554)	N/C
Total income before income tax	497	(2,509)	1,231	N/C	-59.6%	2,149	(2,554)	N/C
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
Net income	396	(1,720)	895	N/C	-55.8%	1,604	(1,740)	N/C

#### Banco Compartamos, S.A., Institución de Banca Múltiple Balance Sheet As of September 30, 2021, and 2020, and June 30, 2021 (in millions of Mexican pesos)

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2021
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%
Total loan portfolio	23,657	21,853	23,110	8.3%	2.4%
Allowance for loan losses	1,304	4,677	1,128	-72.1%	15.6%
Loan portfolio, net	22,353	17,176	21,982	30.1%	1.7%
Other accounts receivable	2,677	1,410	2,045	89.9%	30.9%
Fixed assets	197	253	202	-22.1%	-2.5%
Other asssets	1,703	2,681	1,884	-36.5%	-9.6%
Total assets	37,281	36,981	38,086	0.8%	-2.1%
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%
Total liabilities	26,592	26,792	26,294	-0.7%	1.1%
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%
Total stockholders' equity	10,689	10,189	11,792	4.9%	-9.4%
Total liabilities and stockholders' equity	37,281	36,981	38,086	0.8%	-2.1%





The following section sets forth the non-audited financial results for the third quarter of 2021 (3Q21) of Compartamos Financiera, GENTERA's Peruvian subsidiary. All figures are in Mexican pesos and may vary due to rounding.

**Note:** It is important to highlight that the analysis and figures are expressed in pesos and in accordance with Mexican Generally Accepted Accounting Principles and Mexican banking regulations. **The reader must take into consideration the FX fluctuations in the comparison periods.** 

These figures are not comparable to the financial statements submitted to the Peruvian *Superintendencia de Banca, Seguros y AFP* (Peruvian Banking, Insurance and Pension Fund Commission).

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	-0.34 pp	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%

# Financial Highlights

Compartamos Financiera's figures are reported in accordance with Mexican GAAP.

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

# **3Q21 Highlights:**

- **Total loan portfolio** reached **Ps. 14,768 million**, a 12.6% contraction compared to 3Q20 and a 2.2% increase compared to 2Q21. It is important to note that this contraction has to do with FX impacts in the consolidation process. In local currency (soles), the total loan portfolio presented an 8.1% growth compared to 3Q20 and 6.0% growth compared to 2Q21.
- **Net Income stood** at Ps. 84 million, a Ps. 232 million recovery compared to Ps. 148 million in losses at 3Q20, when compared to 2Q21 it also showed a strong recovery.
- Non-performing loans stood at 4.3% in 3Q21, compared to 3.3% in 3Q20 and 4.6% in 2Q21.
- Active clients reached **617,705**, representing a 0.6% increase compared to 2Q21. During this 3Q21 we saw the inflection point.
  - Group Loans (*Credito Mujer*) product represented 67.2% of the clients served in Peru, ending the period with more than 415 thousand clients, a 16.6% contraction compared to 3Q20. This methodology represented 21.8% of the Compartamos Financiera loan portfolio.
- Solvency ratio stood at 18.1%.
- **ROA** was **1.8% an improvement** compared to -2.5% in 3Q20 and **ROE** was **9.7%**, an improvement compared to -14.0% in 3Q20.



#### **Compartamos Financiera Income Statement** For the three-months ended September 30, 2021 and 2020, and June 30, 2021

3Q21 3Q20 9M21 9M20 2021 2Q21 -3.9% 9 M 3020 Interest income 1,074 3,206.7 1.032 989 3,167.6 -1.2% -52.2% -14.6% -37.8% Interest expense 217.8 104.2 122.1 381.4 613.1 Net interest income 928.2 771.6 952.4 20.3% -2.5% 2,786.2 2,593.6 7.4% Provisions for loan losses 470.7 794.6 -32.3% -59.9% ,445.1 52.9% 318.7 945.4 -18.6% Net interest income after provisions 609.5 300.8 157.8 102.6% 286.3% 1,341.1 1,648.1 Commissions and fee income 5.0% -0.8% 38.5% 78.2 74.5 78.9 254.2 183.5 47.8 -44.4% -0.2% 19.4% Commissions and fee expenses 26.6 26.6 81.6 68.4 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% N/C N/C -20.0% Net operating income 104.6 (253.7)(336.7)(223.4)(279.0)Participation in net income from non (0.0) 0.0 0.0 N/C N/C 0.0 0.0 N/C consolidated and associated subsidiaries N/C N/C (223.4) -20.0% Total income before income tax 104.6 (253.7) (336.7) (279.0) Current and Deferred 21.0 (105.4) (134.2)N/C N/C (62.8) (104.3)-39.8% Net income 83.6 (148.3) (202.5) N/C N/C (160.6) (174.8) -8.1% Participation (in net income) from controlling 86.6 (148.3) (200.2) N/C N/C (151.0) (174.8) -13.6% company Participation (in net income) from non-(3.0) (2.4) N/C 26.9% (9.6) N/C controlling company

(in millions of Mexican pesos)

# **Compartamos Financiera Balance Sheet** As of September 30, 2021, and 2020, and June 30, 2021

(in millions of Mexican pesos)

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2021
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%
Total loan portfolio	14,767.6	16,901.4	14,451.8	-12.6%	2.2%
Allowance for loan losses	1,642.1	1,705.3	1,843.5	-3.7%	-10.9%
Loan portfolio, net	13,125.5	15,196.1	12,608.3	-13.6%	4.1%
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%
Total assets	18,149.7	23,073.5	19,268.8	-21.3%	-5.8%
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%
	2,501.4	4,162.7	2,732.5	-29.5%	-8.5%
Repos Other accounts payable	596.8	489.9 679.2	633.8	-29.5%	-5.8%
Total liabilities	<b>14,709.0</b>	<b>19,042.7</b>	<b>15,760.0</b>	-22.8%	-6.7%
	,	·	·		
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%
Participation (in net income) from	3,416.8	4,030.8	3,481.2	-15.2%	-1.8%
controlling company	5,410.0	4,050.0	5,401.2	-13.2 /0	-1.0 /0
Participation (in net income) from non- controlling company	23.9	0.0	27.6	N/C	-13.6%
Total stockholders' equity	3,440.7	4,030.8	3,508.8	-14.6%	-1.9%
Total liabilities and stockholders' equity	18,149.7	23,073.5	19,268.8	-21.3%	-5.8%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q21	4.13	20.56	4.97
3Q20	3.60	22.14	6.16
2Q21	3.86	19.91	5.16





The following section sets forth the non-audited financial results for the third quarter (3Q21) of ConCrédito, GENTERA's new financial subsidiary in Mexico. All figures are expressed in Mexican pesos in accordance with Mexican Accounting Principles and were prepared in accordance with requirements from the National Banking and Securities Commission (CNBV).

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
ROA	13.1%	-5.6%	10.5%	N/C	2.60 pp	11.8%	3.0%	8.8 pp
ROE	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%	13.1%	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%	-3.3%	47,208	57,776	-18.3%
Employees	1,622	1,541	1,629	5.3%	-0.4%	1,622	1,541	5.3%

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

# **3Q21 Highlights:**

- **Total loan portfolio** reached **Ps. 2,900 million,** a 20.9% increase compared to Ps. 2,400 million in 3Q20, and 10.8% increase compared to 2Q21.
- Net Income stood at Ps. 131 million, a Ps. 192 million recovery compared to Ps. 61 million in losses presented in 3Q20, and 28.1% growth compared to Ps. 103 million in 2Q21.
- Active clients (Entrepreneurs) reached more than 61 thousand Distributors (Entrepreneurs) a 47.9% growth compared to 3Q20. Entrepreneurs work with approximately 650 thousand final users through its Credit, Insurance, and CrediTienda products.
- CrediTienda App, launched in 2018 and part of ConCrédito, is an online sales platform in which close to 14 thousand products are offered to its customers.
  - **CrediTienda Loan Portfolio** concluded 3Q21 with **Ps. 318 million** (CrediTienda Loan portfolio is registered in other accounts receivable within its own and GENTERA's Balance Sheet).
  - More than 720 thousand users have downloaded CrediTienda App and more than 264 thousand were active users and purchased through this platform.
- Since 2Q21 ConCrédito concluded its digital transformation process, managing to operate without physical branches in 100% of the cities it covers in 23 states. Both the credit disbursement process and the activation of Entrepreneurs occur 100% digitally.



#### ConCrédito **Income Statement** For the three-months ended September 30, 2021 and 2020, and June 30, 2021. (in millions of Mexican pesos)

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2021	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%
Net interest income	426.9	46.9	382.2	N/C	11.7%	1,162.3	687.8	69.0%
Provisions for loan losses	168.2	98.0	124.8	71.7%	34.8%	382.8	349.0	9.7%
Net interest income after provisions	258.7	(51.1)	257.5	N/C	0.5%	779.4	338.8	130.0%
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%
Total income before income tax	183.7	(108.0)	142.9	N/C	28.6%	500.6	133.3	275.5%
Current and Deferred	52.3	(47.3)	40.3	N/C	29.6%	144.8	33.8	328.0%
Net income	131.4	(60.7)	102.5	N/C	28.1%	355.7	99.5	257.7%

# ConCrédito **Balance Sheet** As of September 30, 2021 and 2020, and June 30, 2021

	3Q21	3Q20	2Q21	% Change 3Q20	% Change 2021
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%
Total loan portfolio	2,900	2,400	2,618	20.9%	10.8%
Allowance for loan losses	354	208	266	70.0%	33.0%
Loan portfolio, net	2,547	2,191	2,352	16.2%	8.3%
Accounts receivable	318	287	295	11.0%	7.9%
Allowances	28	19	17	45.5%	67.9%
Other account receivable	290	268	278	8.5%	4.3%
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%
Total assets	4,203	4,252	3,795	-1.2%	10.8%
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%
Total liabilities	1,849	2,239	1,551	-17.4%	19.2%
Capital stock	1,424	1,424	1,424	0.0%	0.0%
Premium on sale of stock	7	7	7	0.0%	0.0%
Retainded 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%
Total stockholders' equity	2,354	2,013	2,243	16.9%	4.9%
Total liabilities and stockholders' equity	4,203	4,252	3,795	-1.2%	10.8%

# (in millions of Mexican pesos)

#### About GENTERA

GENTERA, S.A.B. de C.V. (formerly Compartamos, S.A.B. de C.V.) is a holding company whose primary objective is to promote, organize, and manage companies, domestic and international, that are subject to its investment policies. GENTERA was established in 2010 and is headquartered in Mexico. Its stock began trading on the Mexican Stock Exchange on December 24, 2010 under the ticker symbol COMPARC\*. On January 2, 2014, the ticker symbol was changed to GENTERA\*.

#### Note on Forward-Looking Statements

This press release may contain forward-looking statements. These statements are statements that are not historical facts and are based on Management's current view and estimates of future economic circumstances, industry conditions, Company performance and financial results. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the Company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of Management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends, or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.