



GENTERA



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Corporate Presentation 1Q18



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Index

1)	About Genera	4
	a) History	
	b) Sense of Purpose	
	c) Corporate structure	
	d) Corporate Governance	
	e) Values and strategy	
	f) Products and potential market	
	g) Yastás, Aterna and Intermex	
2)	Growth & profitability	18
	a) Clients	
	b) Portfolio and NPL´s	
	c) ROAA and ROEE	
	d) Efficiency Ratio	
3)	Financial information	26
	a) Genera	
	b) Compartamos Banco (Mexico)	
	c) Compartamos Financiera (Peru)	
	d) Compartamos SA (Guatemala)	
4)	Contacts	40

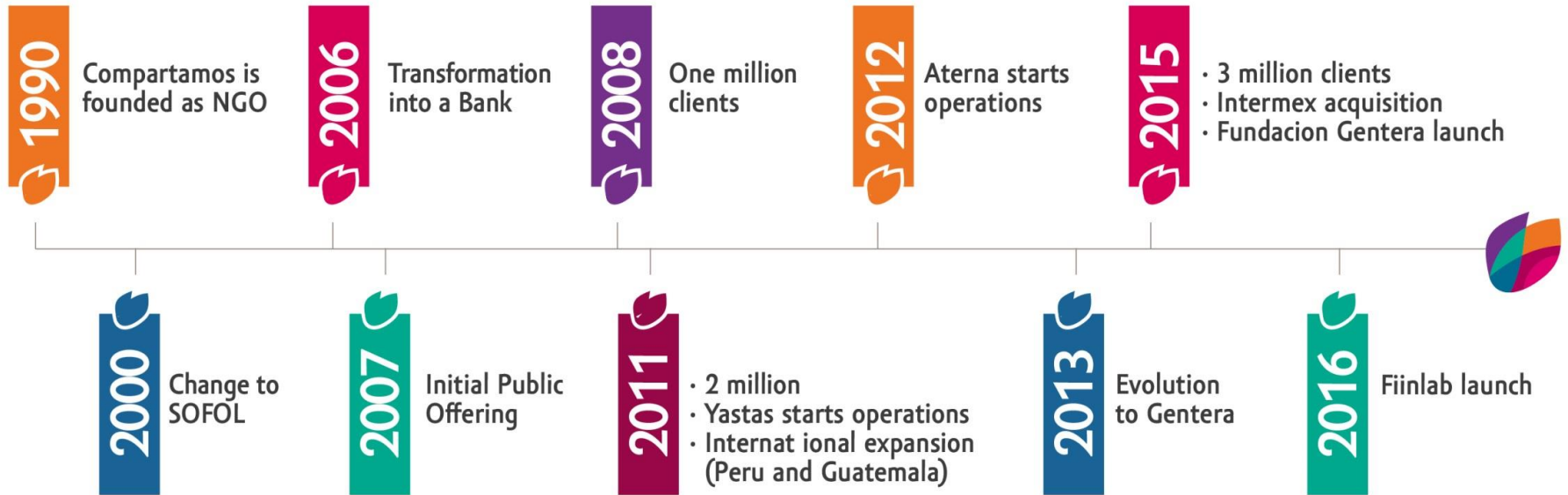




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About Gentera

Our history, more than 27 years of evolution



1Q18*

3,499,065
clients

* 3,027,403 credit clients and 471,662 clients from savings, remittances and insurance products

Our Values and Sense of Purpose

Our purpose is to work for the financial inclusion in the under-served segment.

With a trajectory of growth, we work intensely, committed to our actions and the experience of institutional values, which constitutes our **Mystique**.

We generate **shared value** through generation of:



Social value: Growing to offer inclusion opportunities to greatest number of people in the shortest time possible.



Human value: Trusting people, in their ability to develop and fulfill their potential.



Economic value: Building innovative, efficient and profitable business models..

Our Values



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.
- **Intermex (México).**- Remittances company.
- **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.

One of the best Corporate Governance in the region

Board of Directors (11 members)

7 Independent Board members

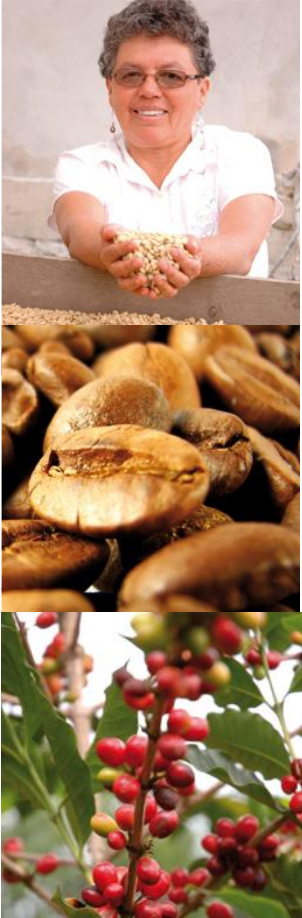
4 Related Board members

2 of them women

Code

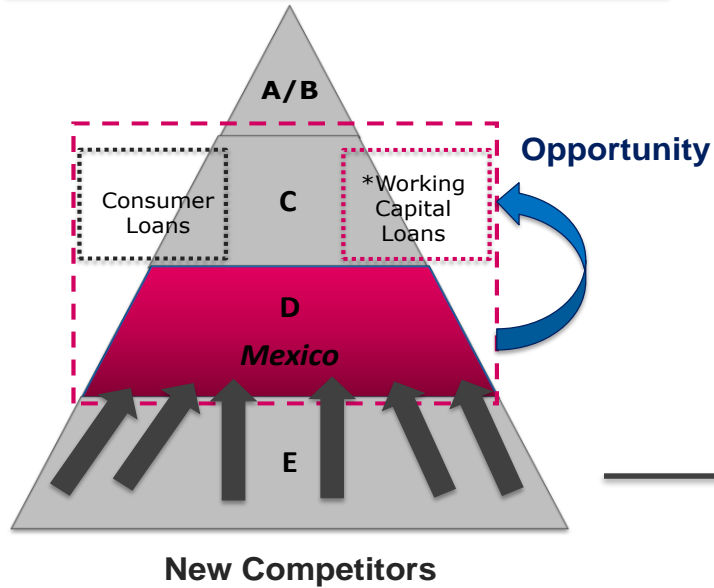
Code of Good Corporate Governance, which contains the regulations of the Board of Directors

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

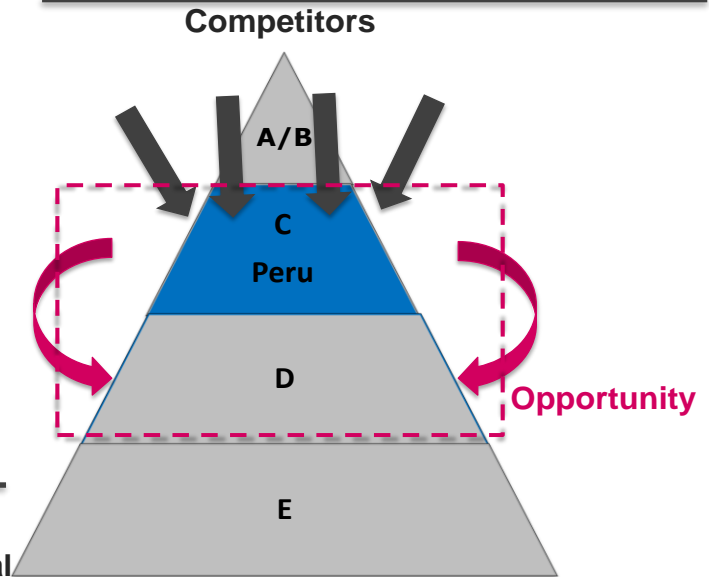


Potential market for working capital loans

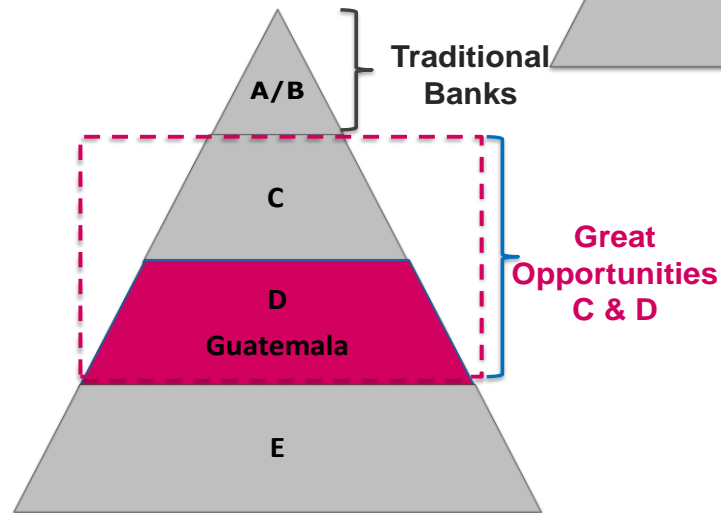
Mexico



Peru



Guatemala



Group loans in Mexico

Crédito Mujer (CM)

General Characteristics:

- > Group loan for working capital purposes
 - > Groups of 10 to 50 women
 - > Group guarantee
- Loan size
Ps. 3,000 to Ps. 60,000
 - Average ticket
Ps. 7,472
 - Term
16 weeks
- Contribution to loan portfolio
53.7%
 - Contribution to number of clients
64.3%
 - Life insurance / number of clients
90.2%

Crédito Comerciante (CCR)

General Characteristics:

- > Group loan for working capital purposes
 - > Group of 5 to 20 members (men and women)
 - > Group guarantee
- Loan size
Ps. 4,000 to Ps. 60,000
 - Average ticket
Ps. 6,430
 - Term
5 to 8 months
- Contribution to loan portfolio
21.1%
 - Contribution to number of clients
29.4%
 - Life insurance / Number of clients
76.3%

Individual loans in Mexico

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. 20,988
- Term
6 to 24 months
- Contribution to loan portfolio
11.8%
- Contribution to number of clients
5.0%
- Individual life insurance ¹
80.8%



Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

Other loans in Mexico

Improvement loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

- > Personal credit to maintain or improve the client's house or business.
- > To clients with credit history of 2 cycles in Crédito Mujer (CM) and 1 cycle and 2 cycles for Crédito Comerciante (CCR) and Individual.
- > Personal guarantee

- Loan size
Ps. 8,000 to Ps. 30,000
- Average ticket
CM: Ps. 8,357
CCR: Ps. 8,338
CI: Ps. 8,293
- Maturity
6 to 24 months

- Contribution to loan portfolio
CM: 9.3%
CCR: 2.1%
CI: 0.1%
- Contribution to number of clients
CM: 10.0%
CCR: 2.2%
CI: 0.1%

Additional loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

- > Working capital loan
- > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- > Clients must have completed 1 cycle under Crédito Mujer (CM) and Crédito Comerciante (CCR).

- Loan size
Ps. 4,000 to Ps. 7,000
- Average ticket
CM: Ps. 3,563
CC: Ps. 3,746
- Maturity
4 to 5 months

- Contribution to loan portfolio
CM: 1.5%
CC: 0.4%
- Contribution to number of clients
CM: 3.8%
CC: 0.9%

Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

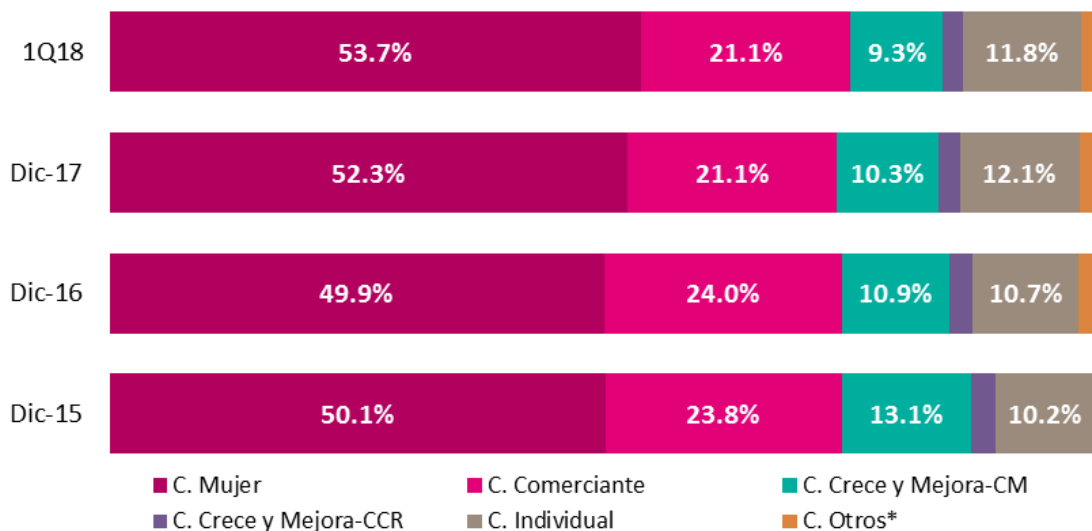
2) *This percentage includes clients that are taking a group lending methodology product + improvement loan; and clients only taking improvement loan. (1.1% clients exclusively taking improvement loans)

Evolution in group and individual loans methodologies (2015-1Q18)



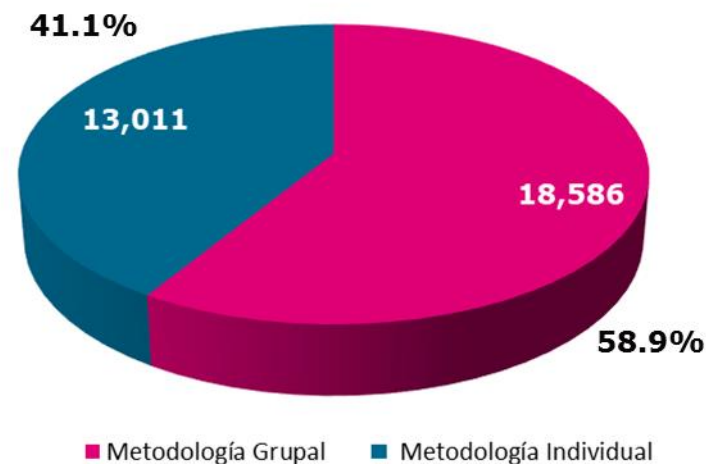
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BANCO COMPARTAMOS, S.A. I.B.M.



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

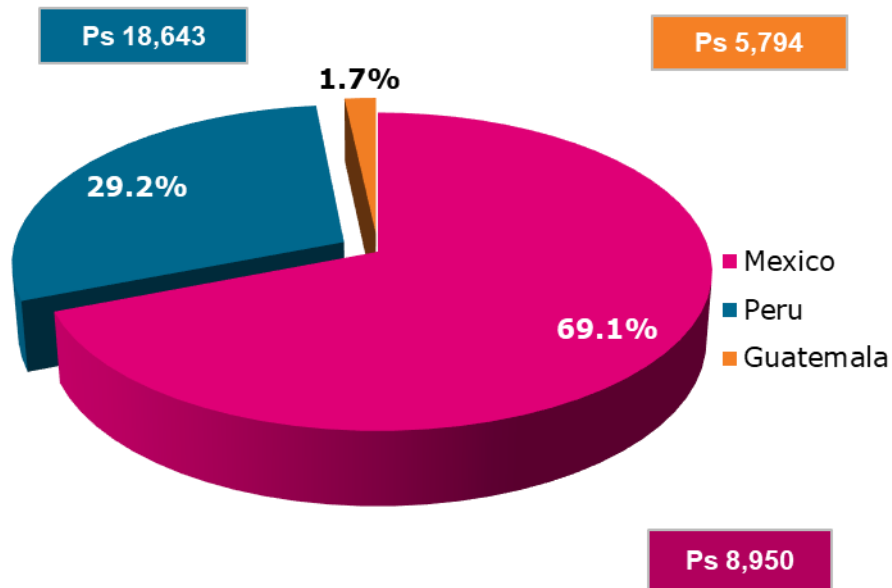
Mexico, Peru and Guatemala



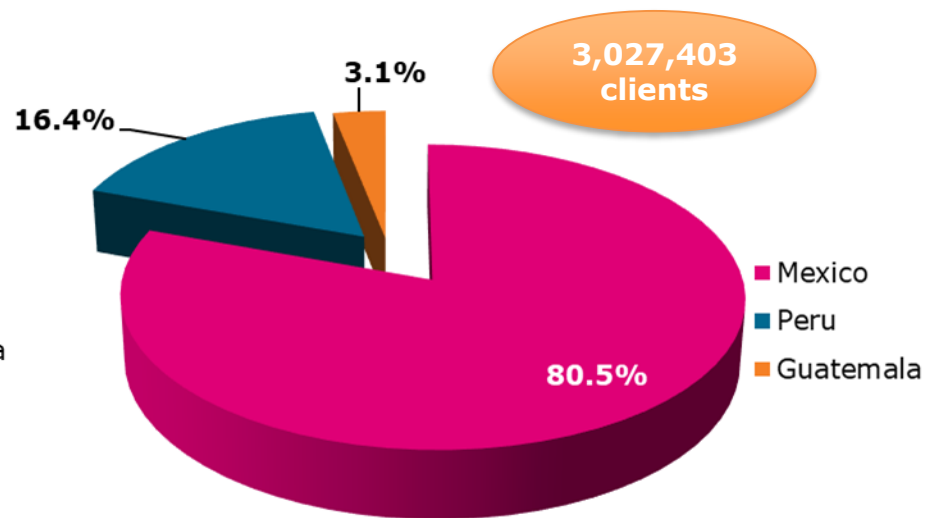
Figures are expressed in Mexican Pesos (million)

Market distribution per subsidiary

% Total loan portfolio and average ticket



Clients per subsidiary



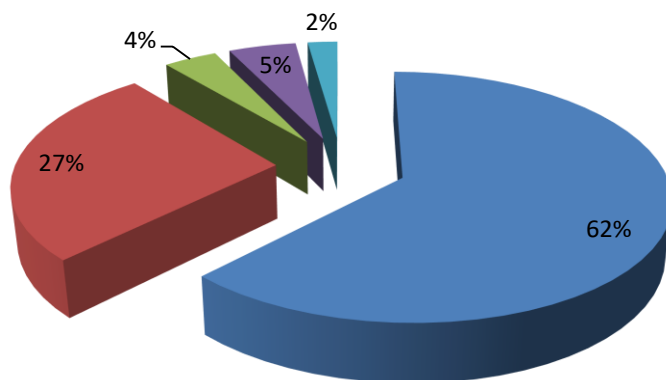
Mexico has an opportunity to serve more clients in D and C segment

Yastás (correspondent network manager)

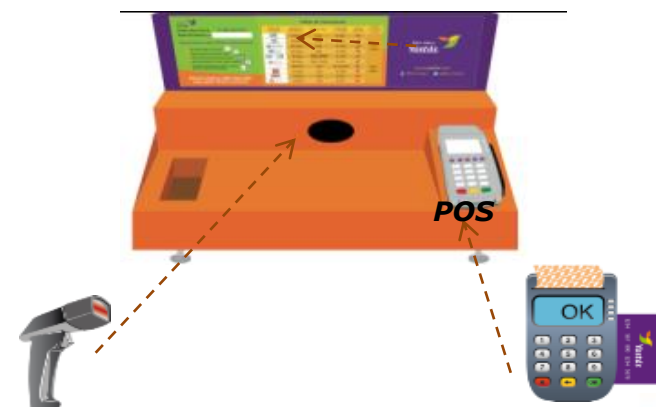
- Presence in **32 Mexican States**
- As of **1Q18** reached more than **2,900** affiliates.
- Executed **1.9 million financial transactions** during the quarter, 3.4% more compared to 1Q17.
- More than 50 services affiliated to Yastás platform.



Example of Dynamics



■ Loan Repayment ■ Loan Disbursement ■ Cash in ■ Cash out ■ Others



(*) Issuers for payment services: Arabela, Axtel, Avon, Cablemas, CFE, Infonavit, Megacable, Sky, VeTV, Telmex, Maxcom, Dish, Cmas y SAS. Payments to Banco Compartamos and Telcel air time.

Aterna (microinsurance broker)



Nos aseguramos de acompañarte, siempre.

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.



Property Damage: Aterna is currently working on designing a natural disasters' protection program.

1Q18	
Life Insurance Policies placed during 1Q18	4,629,380
1Q18 Active Life Insurance Policies	5,031,214
Coverage	Mexico, Peru & Guatemala

Microinsurance in Latin America

Microinsurance is proving an important component of the insurance business in Latin America and the Caribbean, bringing in almost **USD 830 million in premiums**, covering nearly **50 million people***

ATERNA 'S Contribution on LA:

- 66.4% of the insured in Mexico
- 11.04% of the insured in Latin America

* The Global Landscape of microinsurance in Latin America and the Caribbean

Intermex (remittances company)

- It processed more than \$5.4 billion pesos in remittances payments in 1Q18
- It has more than 2,350 affiliates to execute remittances payments.
- During 1Q18, international remittances received in Mexico represented an annual growth of 5.7% compared to the same period in 2017.
- Around 65% of all of the remittances in Mexico are concentrated in 10 Mexican States ¹
- The households receiving remittances are concentrated in the segment D of the population.



1) Source: Banxico



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**Growth and
Profitability**



Summary

	1Q18	1Q17	4Q17	% Change 1Q17	% Change 4Q17
Clients	3,499,065	3,655,897	3,462,832	-4.3%	1.0%
Portfolio	31,596	32,368	32,074	-2.4%	-1.5%
Net Income	726	1,017	375	-28.6%	93.6%
NPLs / Total Portfolio	4.11%	4.69%	3.26%	-0.58 pp	0.85 pp
ROA	6.8%	9.6%	3.5%	-2.8 pp	3.3 pp
ROE	17.1%	24.9%	8.9%	-7.8 pp	8.2 pp
NIM	51.1%	51.1%	54.1%	0.0 pp	-3.0 pp
NIM after provisions	43.8%	41.7%	43.4%	2.1 pp	0.4 pp
Efficiency Ratio	75.1%	66.0%	89.2%	9.1 pp	-14.1 pp
Operating Efficiency	29.5%	25.7%	35.0%	3.8 pp	-5.5 pp
Capital / Total Assets	40.7%	40.6%	38.5%	0.1 pp	2.2 pp
Average Loan per Client	10,437	9,743	10,595	7.1%	-1.5%
Employees	22,280	20,837	22,318	6.9%	-0.2%
Service Offices**	731	715	725	2.2%	0.8%
Branches	262	145	268	80.7%	-2.2%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	1Q18	Δ vs 1Q17	1Q18	Δ vs 1Q17	1Q18	Δ vs 1Q17
Clients	2,438,025	-14.0%	495,180	23.0%	94,198	11.3%
Portfolio	21,820	-9.9%	9,231.42	20.9%	546	4.9%
Net Income *	599	-27.7%	65	12.4%	8.63	-54.8%
ROAA	8.9%	-2.1 pp	2.3%	-0.3 pp	4.7%	-6.0 pp
ROAE	20.8%	-8.5 pp	12.3%	1.1 pp	5.2%	-6.6 pp
NIM	65.2%	6.1 pp	24.5%	-2.4 pp	79.9%	-1.8 pp
NIM after provisions	56.6%	8.5 pp	19.5%	-2.1 pp	69.9%	-2.9 pp
NPL	4.58%	-0.56 pp	2.93%	-0.35 pp	5.11%	0.65 pp
Write - offs	471	-39.6%	104	8.1%	18	44.0%
Coverage Ratio	155.6%	22.2 pp	249.2%	59.9 pp	134.9%	7.9 pp
Average Loan per Client	8,950	4.8%	18,643	0.0 pp	5,794	-0.1 pp
Employees *	17,670	4.5%	3,660	18.6%	950	11.8%
Service Offices	587	-0.2%	84	13.5%	60	13.2%
Branches	262	80.7%	-	0.0%	-	0.0%

1) 3,027,403 credit clients and 471,662 clients from savings, remittances and insurance products.

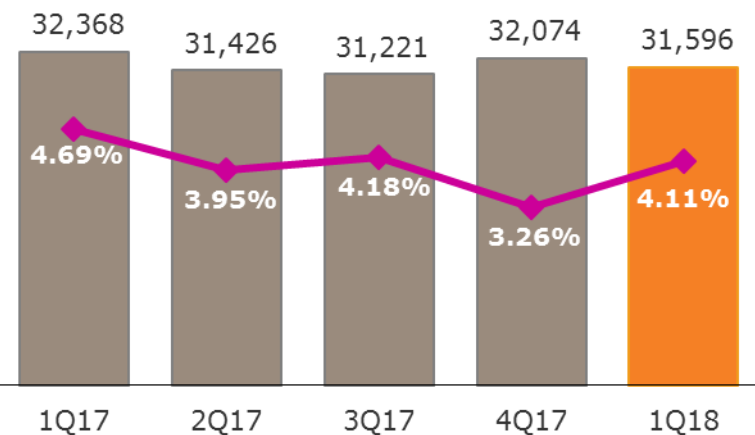
portfolio, net income and write-offs are expressed in million (Mexican Pesos)

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

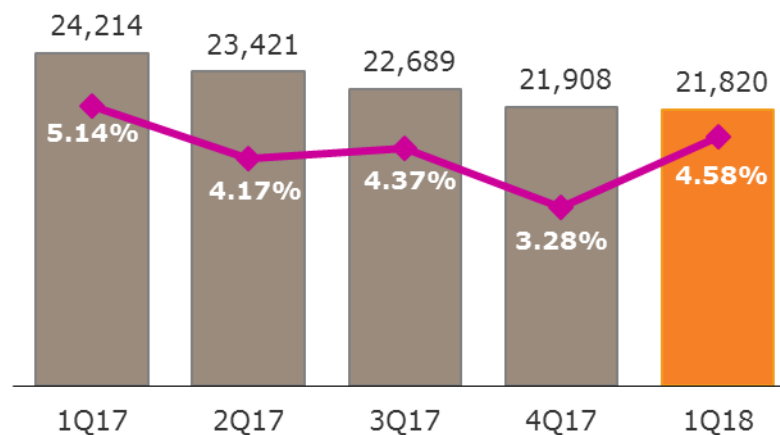
** Some service offices in Mexico are being transformed into branches. 103 Branches are inside a Service Office.

Total Portfolio – NPL %

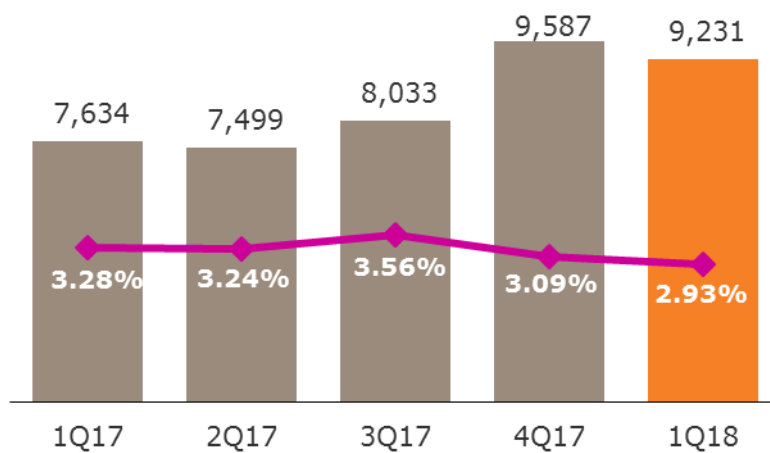
Genera (Ps. million)



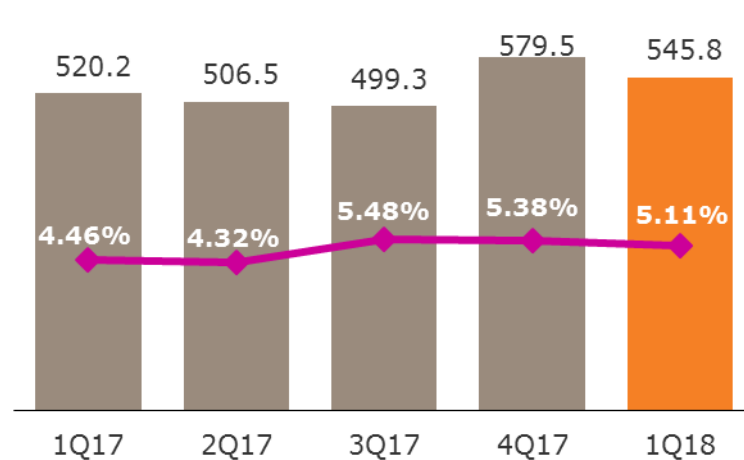
Mexico - Banco (Ps. million)



Peru (Ps. million)

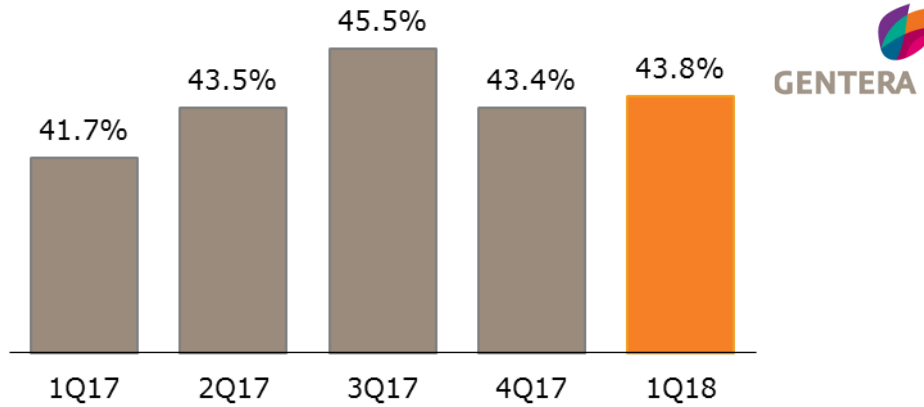


Guatemala (Ps. million)

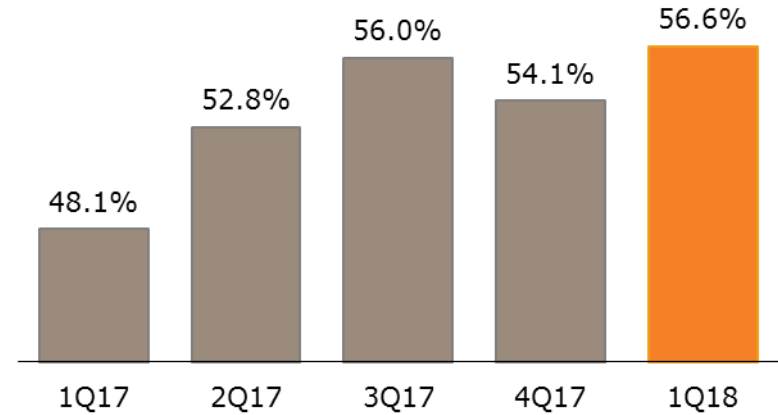


NIM (%) after provisions

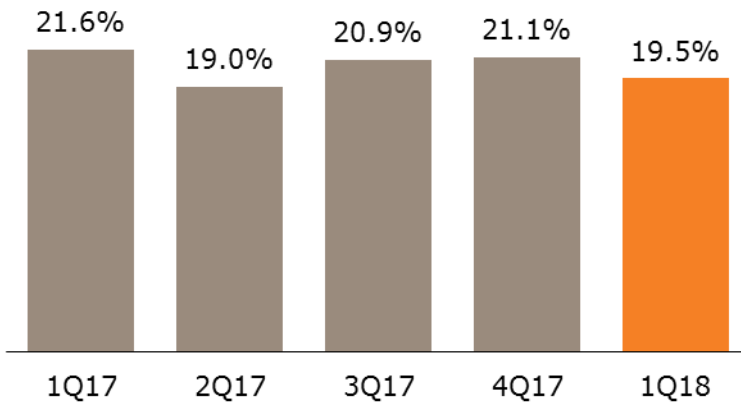
Genera



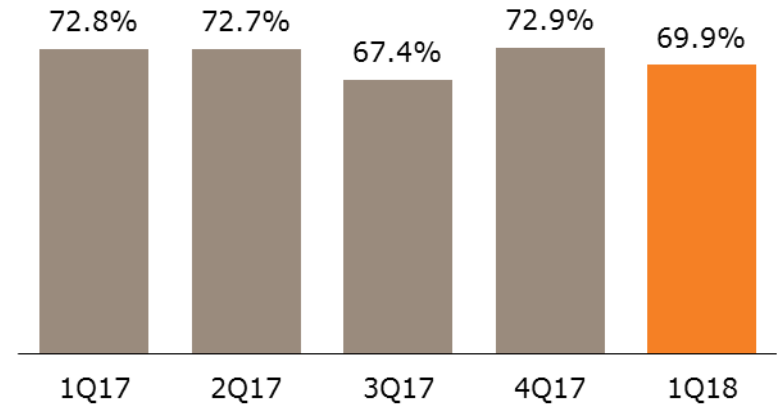
Mexico - Banco



Peru

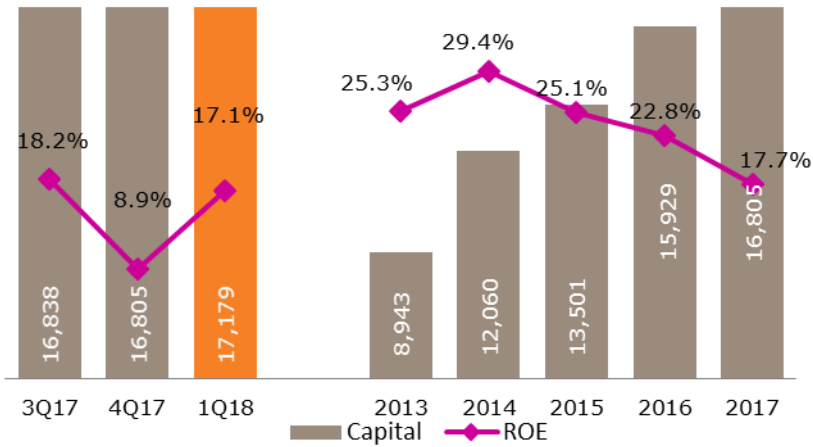


Guatemala

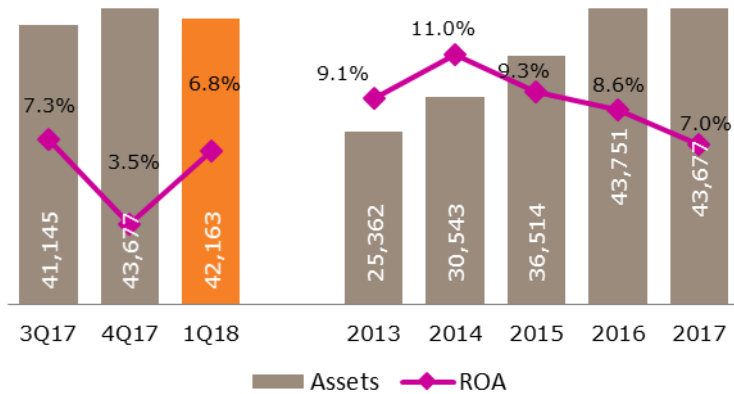


ROAA & ROAE evolution

Genera ROAE

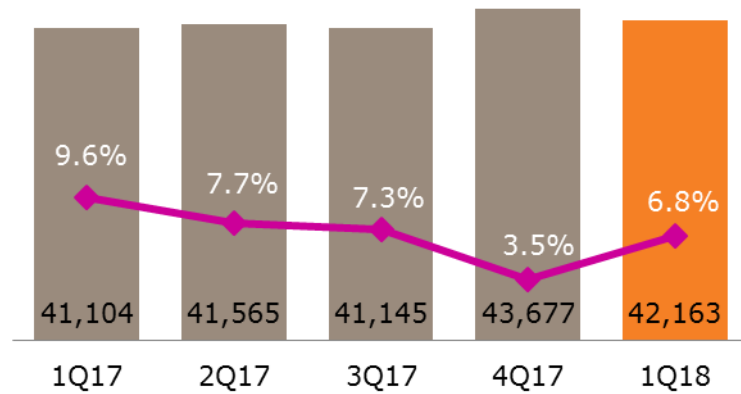


Genera ROAA

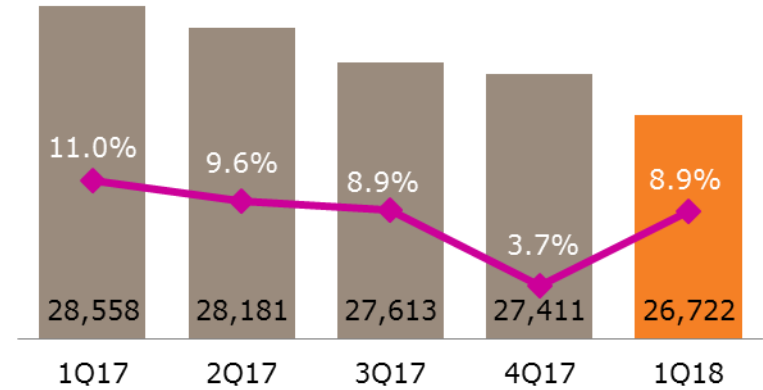


Assets - ROAA

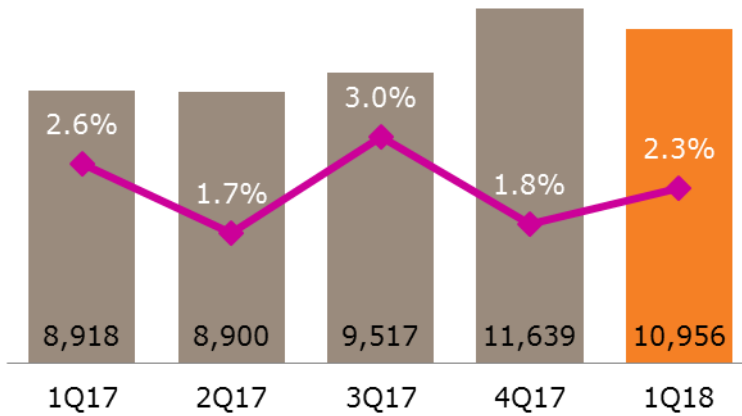
Genera



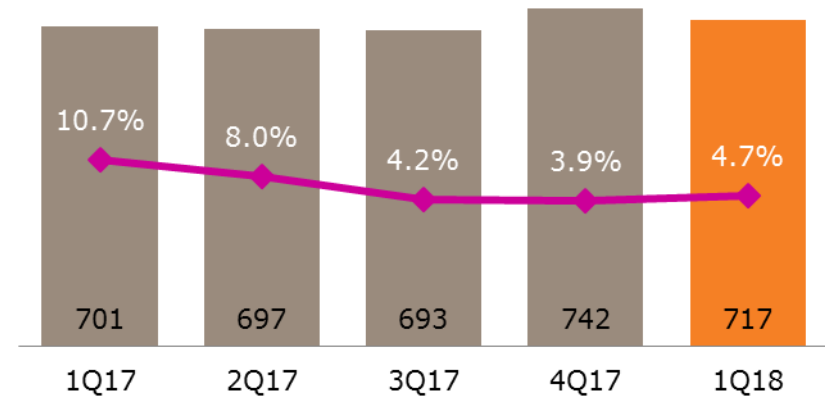
Mexico - Banco



Peru



Guatemala (Ps. million)

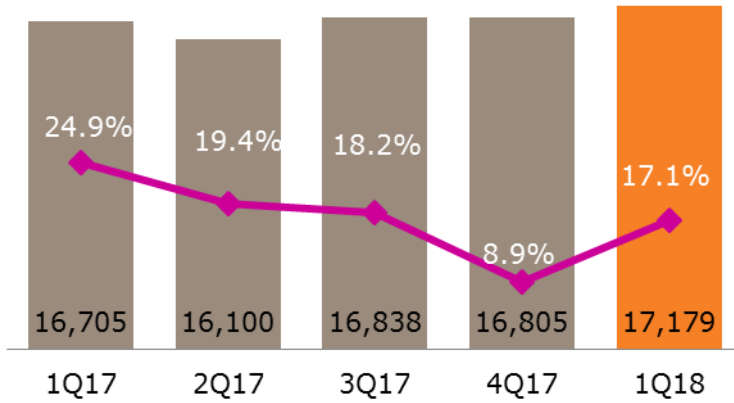


Assets in Ps. Million

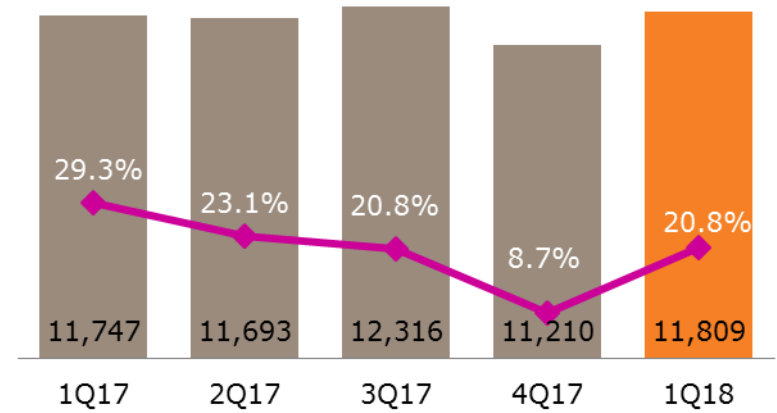
ROAA: (Net Income/ Average Assets)

Equity -ROAE

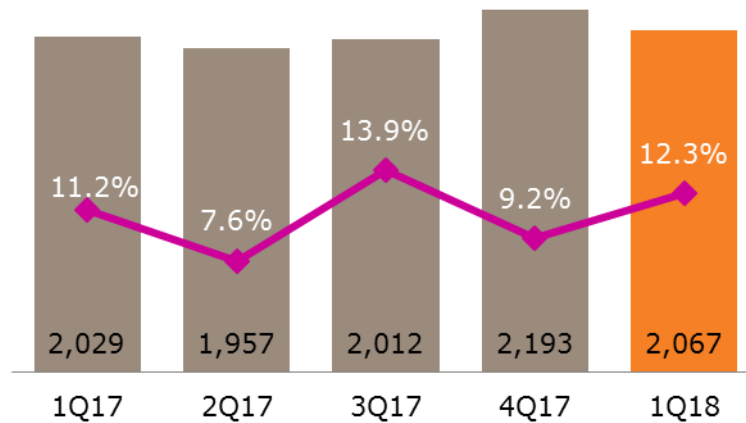
Gentera



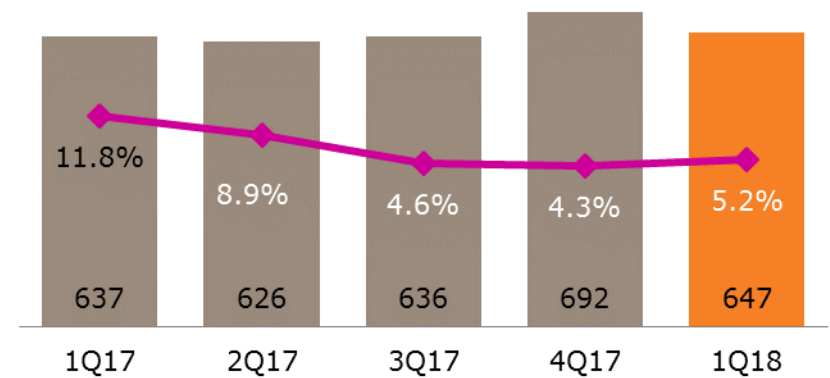
Mexico - Banco



Peru



Guatemala (Ps. million)

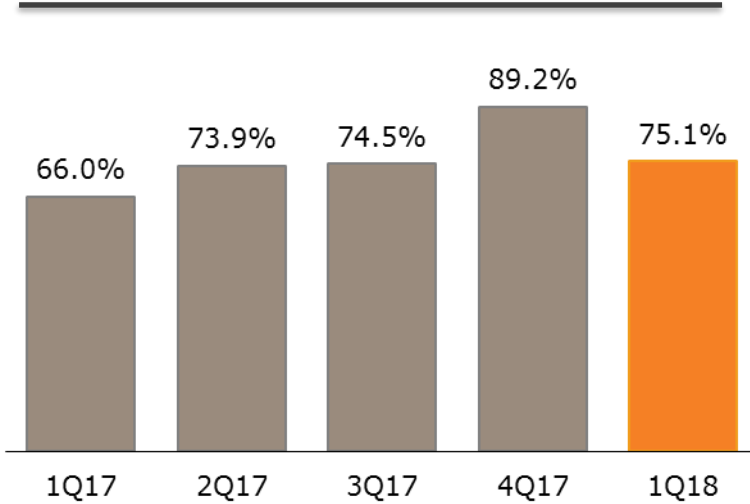


Equity in Ps. million

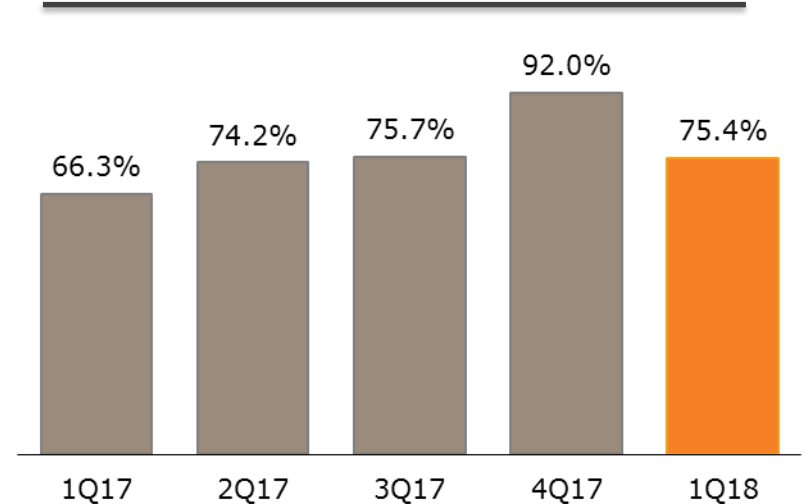
ROAE: (Net Income / Average Equity)

Efficiency Ratio

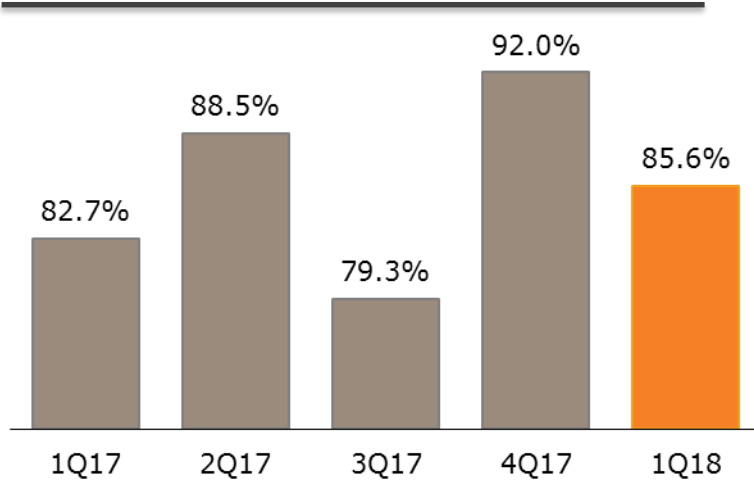
Genera



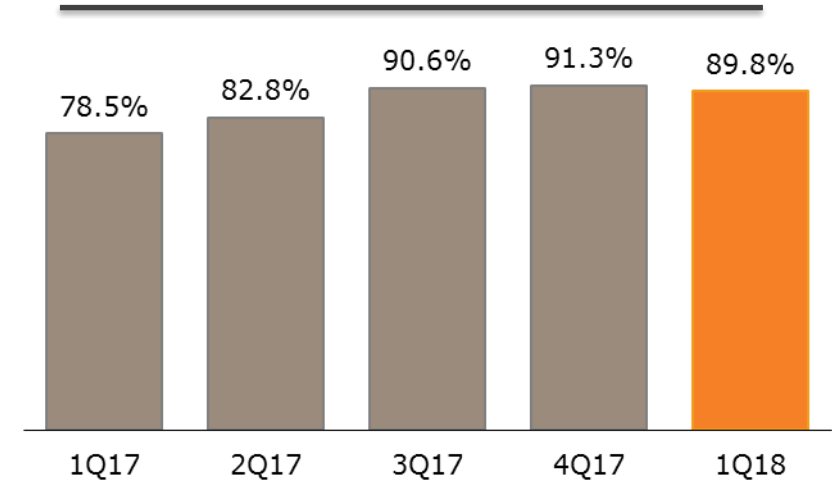
Mexico - Banco



Peru



Guatemala





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**Financial
Information
1Q18**



Balance Sheet



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Cash and other investments	5,133	4,658	10.2%	6,236	-17.7%
Total performing loans	30,298	30,850	-1.8%	31,028	-2.4%
Non-performing loans	1,298	1,518	-14.5%	1,046	24.1%
Total loan portfolio	31,596	32,368	-2.4%	32,074	-1.5%
Allowance for loan losses	2,268	2,163	4.9%	2,252	0.7%
Loan portfolio, net	29,328	30,205	-2.9%	29,822	-1.7%
Other accounts receivable	1,929	944	104.3%	1,838	5.0%
Fixed assets	1,219	1,059	15.1%	1,311	-7.0%
Permanent investment	104	58	79.3%	100	4.0%
Other assets	3,542	3,253	8.9%	3,401	4.1%
Goodwill	908	927	-2.0%	969	-6.3%
Total assets	42,163	41,104	2.6%	43,677	-3.5%
Clients'	2,333	1,049	122.4%	2,130	9.5%
Deposits	5,126	3,457	48.3%	5,546	-7.6%
Long Term Debt Issuance	7,594	9,593	-20.8%	8,554	-11.2%
Interbank loans	6,662	7,340	-9.2%	7,707	-13.6%
Other accounts payable	3,269	2,960	10.4%	2,935	11.4%
Total liabilities	24,984	24,399	2.4%	26,872	-7.0%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Premium on sale of stock	557	550	1.3%	558	-0.2%
Capital reserves	1,285	1,248	3.0%	1,358	-5.4%
Retained earnings	9,709	8,616	12.7%	6,803	42.7%
Other capital accounts	52	457	-88.6%	332	-84.3%
Net income for the year	720	1,013	-28.9%	2,905	-75.2%
Participation (in net income) from controlling company	17,087	16,648	2.6%	16,720	2.2%
Participation (in net income) from non-controlling company	92	57	61.4%	85	8.2%
Total stockholders' equity	17,179	16,705	2.8%	16,805	2.2%
Total liabilities and stockholders' equity	42,163	41,104	2.6%	43,677	-3.5%

* Figures expressed in Mexican pesos (millions)

Income Statement



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Interest income	5,016	5,137	-2.4%	5,257	-4.6%
Interest expense	375	402	-6.7%	352	6.5%
Net Interest Income	4,641	4,735	-2.0%	4,905	-5.4%
Provisions for loan losses	658	870	-24.4%	970	-32.2%
Net interest income after provisions	3,983	3,865	3.1%	3,935	1.2%
Commissions and fee income	314	332	-5.4%	379	-17.2%
Commissions and fee expense	93	107	-13.1%	97	-4.1%
Trading gains (losses)	(5)	(9)	N/C	-	N/C
Other operating income (expense)	19	47	N/C	(57)	N/C
Operating Expenses	3,169	2,725	16.3%	3,712	-14.6%
Net operating income	1,049	1,403	-25.2%	448	134.2%
Participation in net income from non consolidated and associated subsidiaries	(5)	(5)	N/C	(5)	-
Total income before income tax	1,044	1,398	-25.3%	443	135.7%
Income tax	318	381	-16.5%	68	N/C
Net income	726	1,017	-28.6%	375	93.6%
Participation (in net income) from controlling company	720	1,013	-28.9%	357	101.7%
Participation (in net income) from non-controlling company	6	4	50.0%	18	-66.7%

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	1Q18				1Q17				4Q17			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	11,715	287	2.45%	216	12,413	354	2.85%	211	11,446	286	2.50%	196
C. Comerciante	4,608	371	8.05%	3	5,682	490	8.62%	314	4,619	98	2.13%	602
Group Methodology	16,323	658	4.03%	219	18,095	844	4.66%	525	16,065	384	2.39%	798
C. Individual	2,581	146	5.67%	121	2,600	147	5.64%	109	2,654	156	5.87%	115
Crédito Adicional de (CM y CCR)	413	25	6.10%	15	500	38	7.64%	14	449	23	4.97%	19
Crédito Crece y Mejora de (CM, CCR y CI)	2,491	170	6.80%	116	3,019	215	7.14%	132	2,734	156	5.71%	141
C. Otros (CGD, CEC y CIA)	12	1	4.42%	0	0	0	0.00%	0	6	0	6.77%	0
Individual Methodology	5,497	342	6.22%	252	6,119	400	6.54%	255	5,843	335	5.72%	275
Banco Compartamos	21,820	1,000	4.58%	471	24,214	1,244	5.14%	780	21,908	719	3.28%	1,073
C. Mujer	1,717	23	1.32%	13	1,204	14	1.17%	4	1,814	24	1.33%	16
Group Methodology Peru	1,717	23	1.32%	13	1,204	14	1.17%	4	1,814	24	1.33%	16
Individual Methodology Peru	7,515	248	3.30%	91	6,429	237	3.68%	92	7,772	272	3.50%	77
Compartamos Financiera	9,231.42	270.8	2.93%	104	7,634	251	3.28%	96	9,587	296	3.09%	94
Group Methodology Guatemala	545	27.87	5.11%	18	520	23	4.46%	12	580	31	5.38%	15
Compartamos Guatemala S.A.	544.77	27.67	5.11%	18	520	23	4.46%	12	580	31	5.38%	15
Total	31,596	1,298.50	4.11%	593	32,368	1,518	4.69%	889	32,074	1,046	3.26%	1,182

* Figures expressed in Mexican pesos (millions)

Summary



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

	National Scale	Global Scale
Fitch Ratings	'AA+(mex) / F1+(mex)'	BBB / F2
Standard & Poor's	'mxAAA / mxA-1+'	BBB / A-2

	1Q18	1Q17	4Q17	% Change 1Q17	% Change 4Q17
Clients	2,438,025	2,835,127	2,457,090	-14.0%	-0.8%
Portfolio*	21,820	24,214	21,908	-9.9%	-0.4%
Net Income	599	829	255	-27.7%	134.9%
NPLs / Total Portfolio	4.58%	5.14%	3.28%	-0.56 pp	1.30 pp
ROA	8.9%	11.0%	3.7%	-2.1 pp	5.2 pp
ROE	20.8%	29.3%	8.7%	-8.5 pp	12.1 pp
NIM	65.2%	59.1%	67.9%	6.1 pp	-2.7 pp
NIM after provisions	56.6%	48.1%	54.1%	8.5 pp	2.5 pp
Efficiency Ratio	75.4%	66.3%	92.0%	9.1 pp	-16.6 pp
Operating Efficiency	38.1%	29.4%	44.9%	8.7 pp	-6.8 pp
ICAP***	39.0%	27.1%	36.9%	11.9 pp	2.1 pp
Capital / Total Assets	44.2%	41.1%	40.9%	3.1 pp	3.3 pp
Average Loan (Ps.)	8,950	8,541	8,916	4.8%	0.4%
Employees	17,410	16,597	17,455	4.9%	-0.3%
Service Offices*	587	588	586	-0.2%	0.2%
Branches	262	145	268	80.7%	-2.2%

- Portfolio and Net Income expressed in Mexican pesos (millions)
- *Contraction is due to transformation to Compartamos' Banco branches.
103 Branches are inside a Service Office

Balance Sheet



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Cash and other investments	2,022	2,573	-21.4%	2,695	-25.0%
Related parties	-	-	N/C	-	N/C
Total performing loans	20,820	22,970	-9.4%	21,189	-1.7%
Non-performing loans	1,000	1,244	-19.6%	719	39.1%
Total loan portfolio	21,820	24,214	-9.9%	21,908	-0.4%
Allowance for loan losses	1,556	1,659	-6.2%	1,521	2.3%
Loan portfolio, net	20,264	22,555	-10.2%	20,387	-0.6%
Other accounts receivable	1,625	755	115.2%	1,509	7.7%
Fixed assets	583	458	27.3%	636	-8.3%
Other assets	2,228	2,217	0.5%	2,184	2.0%
Total assets	26,722	28,558	-6.4%	27,411	-2.5%
Clients' Deposits	1,956	855	128.8%	1,760	11.1%
Deposits	310	432	-28.2%	20	N/C
Long Term Debt Issuance	7,594	9,593	-20.8%	8,554	-11.2%
Interbank loans	3,593	4,348	-17.4%	4,472	-19.7%
Derivates financial instruments	-	-	0.0%	-	0.0%
Other accounts payable	1,460	1,583	-7.8%	1,395	4.7%
Deferred income tax	-	-	0.0%	-	0.0%
Total liabilities	14,913	16,811	-11.3%	16,201	-8.0%
Capital stock	558	542	3.0%	558	0.0%
Contributions for future capital increases	-	-	0.0%	-	0.0%
Capital reserves	505	490	3.1%	505	0.0%
Retained earnings	10,147	9,887	2.6%	7,762	30.7%
Remeasurements for employees benefit	-	(1)	N/C	-	N/C
Net income for the year	599	829	-27.7%	2,385	-74.9%
Total stockholders' equity	11,809	11,747	0.5%	11,210	5.3%
Total liabilities and stockholders' equity	26,722	28,558	-6.4%	27,411	-2.5%

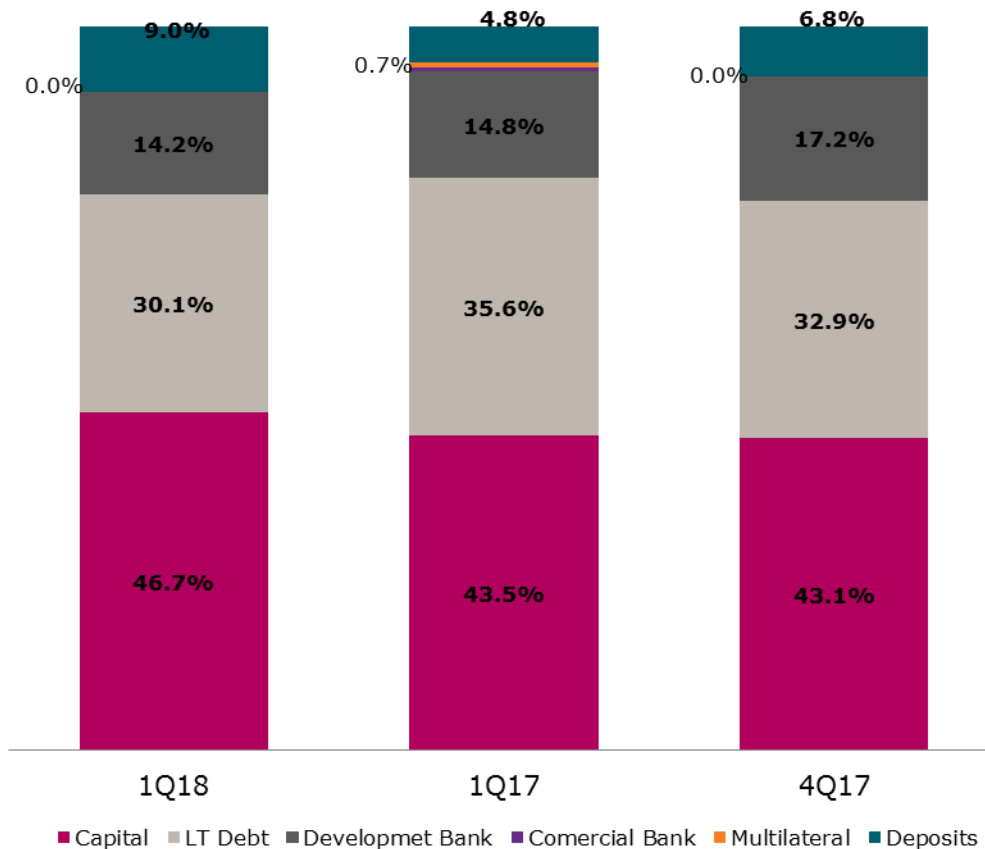
Income Statement



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Interest income	4,066	4,310	-5.7%	4,324	-6.0%
Interest expense	255	294	-13.3%	235	8.5%
Net Interest Income	3,811	4,016	-5.1%	4,089	-6.8%
Provisions for loan losses	505	744	-32.1%	835	-39.5%
Net interest income after provisions	3,306	3,272	1.0%	3,254	1.6%
Commissions and fee income	216	238	-9.2%	238	-9.2%
Commissions and fee expense	111	138	-19.6%	113	-1.8%
Trading gains (losses)	(5)	(8)	N/C	-	N/C
Other operating income (expense)	12	(27)	N/C	(24)	N/C
Operating Expenses	2,577	2,212	16.5%	3,086	-16.5%
Net operating income	841	1,125	-25.2%	269	N/C
Total income before income tax	841	1,125	-25.2%	269	N/C
Income tax	242	296	-18%	14	N/C
Current	300	385	N/C	(66)	N/C
Deferred	(58)	(89)	N/C	80	N/C
Net income	599	829	-27.7%	255	134.9%

Figures expressed in Mexican pesos (millions)

Funding structure



Cost of funds
1Q18: 7.1%

Year	Maturity	%
2018	4,383.00	32.58%
2019	2,623.00	19.50%
2020	3,797.00	28.22%
2021	650	4.83%
2022	-	0.00%
2023	2,000.00	14.87%
Total	13,453.00	100%

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

Allowance for loan losses



Risk	1Q18			1Q17			4Q17		
	%Allowance	Balance	Allowance 2	%Allowance	Balance	Allowance 2	%Allowance	Balance	Allowance 2
A-1	1.1%	14,354	160	0.5%	16,816	77	1.1%	14,072	156
A-2	2.7%	852	23	2.4%	70	2	2.7%	825	22
B-1	3.4%	136	5	3.8%	558	21	3.4%	171	6
B-2	4.1%	1,707	70	4.6%	2,122	98	4.1%	1,775	73
B-3	5.6%	529	30	5.4%	614	33	5.6%	569	32
C-1	7.2%	1,682	121	6.7%	1,415	95	7.2%	1,716	124
C-2	10.9%	900	98	10.0%	741	74	10.9%	1,035	113
D	21.2%	319	68	22.7%	222	50	21.5%	434	93
E	71.4%	1,340	957	70.9%	1,658	1,175	67.5%	1,311	885
Total		21,819	1,532		24,215	1,625		21,908	1,503
Coverage Ratio¹			1.56			1.33			2.12

¹ Allowance for loan losses / Non-performing loans

² Additional allowance for non performing loans not included

Classification for allowance for loan losses is in accordance with CNBV regulations (Section V, Article 129, and Paragraph II) applicable to credit institutions since July 2013. Allowance for loan losses continued to sufficiently cover non-performing loans. The ratings and the allowance reported for the second quarter 2017 is the one corresponding as of June 2017, considering the modifications to the General Provisions for Credit Institutions published in the DOF (Diario Oficial Federación) on January 6, 2017; and which its initial effect may be constituted in a period of twelve months according to the applicable regulation.

Summary



Compartamos Financiera (Peru)

Summary	1Q18	1Q17	4Q17	% Change 1Q17	% Change 4Q17
Clients	495,180	402,529	477,500	23.0%	3.7%
Portfolio	9,231.4	7,633.5	9,586.9	20.9%	-3.7%
Net Income	65.4	58.2	48.5	12.4%	34.8%
NPLs / Total Portfolio	2.93%	3.28%	3.1%	-0.35 pp	-0.16 pp
ROA	2.3%	2.6%	1.8%	-0.3 pp	0.5 pp
ROE	12.3%	11.2%	9.2%	1.1 pp	3.1 pp
NIM	24.5%	26.9%	25.7%	-2.4 pp	-1.2 pp
NIM after provisions	19.5%	21.6%	21.1%	-2.1 pp	-1.6 pp
Efficiency Ratio	85.6%	82.7%	92.0%	2.9 pp	-6.4 pp
Operating Efficiency	17.3%	18.8%	19.8%	-1.5 pp	-2.5 pp
Capital / Total Assets	18.9%	22.8%	18.8%	-3.9 pp	0.1 pp
Average Loan (Ps.)	18,643	18,964	20,077	-1.7%	-7.1%
Employees	3,660	3,085	3,630	18.6%	0.8%
Service Offices	84	74	79	13.5%	6.3%

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

Group loans clients represented 67.7% of the customers served in Peru

Balance Sheet



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Cash and other investments	1,742.6	1,223.3	42.4%	2,012.0	-13.4%
Total performing loans	8,960.6	7,382.8	21.4%	9,290.6	-3.6%
Non-performing loans	270.8	250.7	8.0%	296.2	-8.6%
Total loan portfolio	9,231.4	7,633.5	20.9%	9,586.9	-3.7%
Allowance for loan losses	675.0	474.5	42.3%	688.4	-1.9%
Loan portfolio, net	8,556.4	7,159.0	19.5%	8,898.4	-3.8%
Other accounts receivable	24.5	10.2	139.8%	25.7	-4.8%
Fixed assets	247.0	214.1	15.4%	270.5	-8.7%
Other assets	385.5	311.7	23.7%	432.4	-10.8%
Total assets	10,956.0	8,918.3	22.8%	11,639.1	-5.9%
Deposits	5,503.0	3,650.9	50.7%	5,914.9	-7.0%
Interbank loans	3,068.8	2,984.6	2.8%	3,235.1	-5.1%
Other accounts payable	316.9	253.9	24.8%	295.7	7.2%
Total liabilities	8,888.7	6,889.4	29.0%	9,445.6	-5.9%
Capital stock	1,411.6	1,135.8	24.3%	1,262.8	11.8%
Contributions for future capital increases	-	142.0	-100.0%	-	0.0%
Capital reserves	106.7	74.6	43.1%	89.8	18.8%
Foreign exchange effect	460.7	521.7	-11.7%	654.2	-29.6%
Retained earnings	23.0	96.7	N/C	(27.0)	-185.2%
Net income for the year	65.4	58.2	12.4%	213.6	-69.4%
Total stockholders' equity	2,067.3	2,028.9	1.9%	2,193.5	-253.6%
Total liabilities and stockholders' equity	10,956.0	8,918.3	22.8%	11,639.1	-5.9%

FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
1Q18	3.24	18.72	5.78
1Q17	3.29	20.31	6.18
4Q17	3.25	18.98	5.85

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



	1Q18	1Q17	% Change 1Q17	4Q17	% Change 4Q17
Interest income	799.2	686.9	16.3%	785.0	1.8%
Interest expense	125.0	114.6	9.0%	125.7	-0.5%
Net interest income	674.2	572.3	17.8%	659.4	2.2%
Provisions for loan losses	136.6	111.5	22.6%	118.4	15.4%
Net interest income after provisions	537.5	460.8	16.6%	540.9	-0.6%
Commissions and fee income	36.0	27.3	32.2%	35.0	3.1%
Commissions and fee expenses	11.9	6.4	87.5%	11.9	0.0%
Other operating income (expense)	8.1	21.8	-62.7%	5.9	38.3%
Operating expenses	487.6	416.2	17.2%	524.0	-6.9%
Net operating income	82.2	87.3	-5.9%	45.8	79.2%
Total income before income tax	82.2	87.3	-5.9%	45.8	79.2%
Current and Deferred	16.8	29.1	N/C	(2.7)	N/C
Net income	65.4	58.2	12.4%	48.5	34.8%

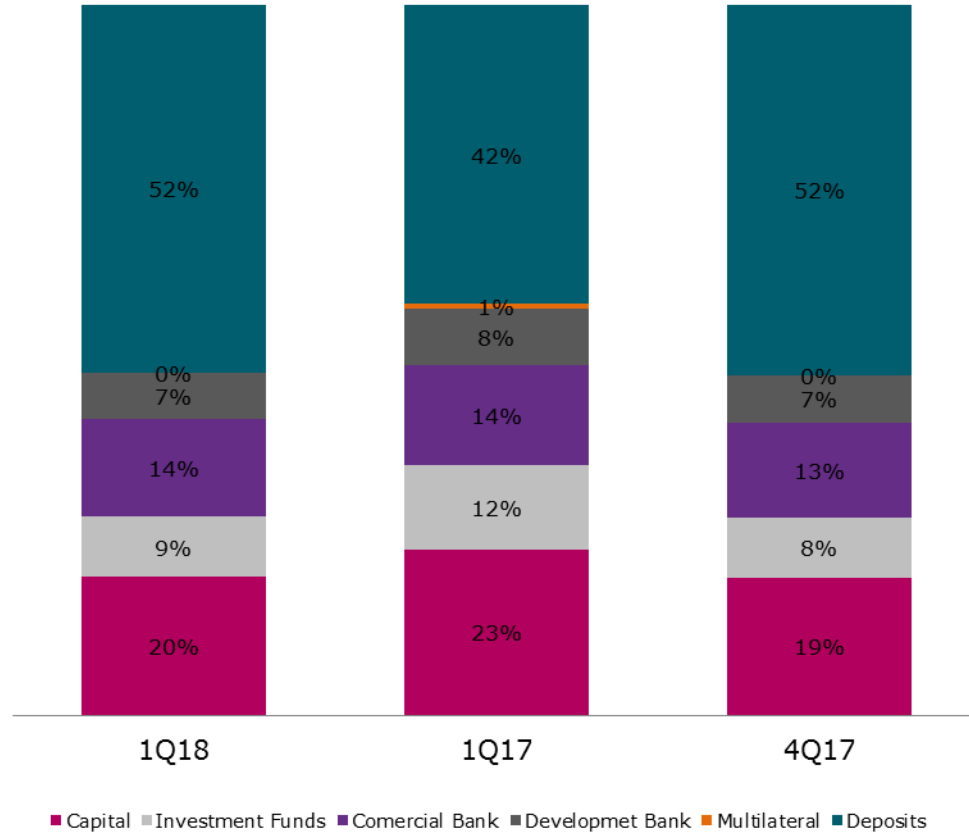
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
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1Q17	3.29	20.31	6.18
4Q17	3.25	18.98	5.85

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
5.8%



Compartamos S.A. (Guatemala)

Summary	1Q18	1Q17	4Q17	% Change 1Q17	% Change 4Q17
Clients	94,198	84,620	92,589	11.3%	1.7%
Portfolio	545.8	520.2	579.5	4.9%	-5.8%
Net Income	8.6	19.1	7.1	-54.8%	22.1%
NPLs / Total Portfolio	5.11%	4.46%	5.38%	0.65 pp	-0.27 pp
ROA	4.7%	10.7%	3.9%	-6.0 pp	0.8 pp
ROE	5.2%	11.8%	4.3%	-6.6 pp	0.9 pp
NIM	79.9%	81.7%	83.4%	-1.8 pp	-3.5 pp
NIM after provisions	69.9%	72.8%	72.9%	-2.9 pp	-3.0 pp
Efficiency Ratio	89.8%	78.5%	91.3%	11.3 pp	-1.5 pp
Operating Efficiency	55.8%	51.6%	59.2%	4.2 pp	-3.4 pp
Capital / Total Assets	90.2%	90.9%	93.2%	-0.7 pp	-3.0 pp
Average Loan (Ps.)	5,794	6,147	6,259	-5.8%	-7.4%
Employees	950	850	952	11.8%	-0.2%
Service Offices	60	53	60	13.2%	0.0%

FX (Average)	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
1Q18	7.37	18.72	2.54
1Q17	7.43	20.31	2.73
4Q17	7.34	18.98	2.59

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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