

Corporate Presentation 4Q18



GENTERA

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

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About Gentera



Our history, more than 28 years of evolution



*3,196,675 credit clients and 219,526 clients from savings, remittances and insurance products

Our Philosophy

We are the entrepreneur group, **leader of financial inclusion**. We provide appropriate and accessible financial services through each of our companies, generating **shared value**.



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



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.

Best practices in Corporate Governance

Board of Directors (11 members)

7 Independent Board members

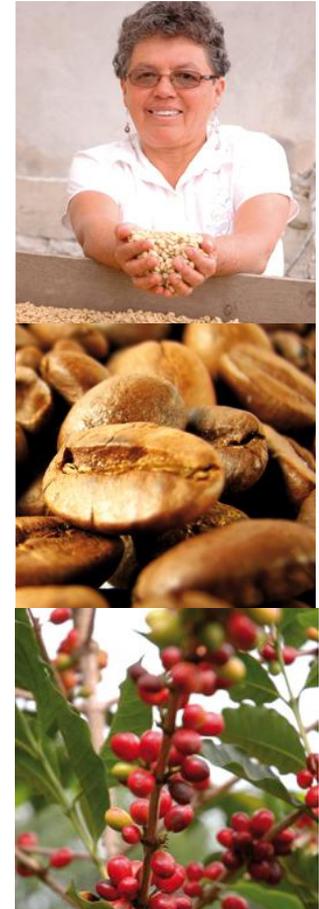
4 Related Board members

2 of whom are women

Code

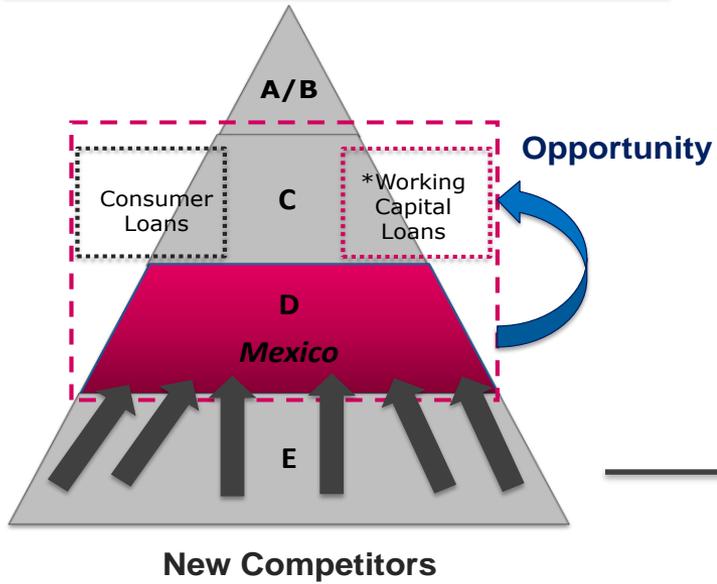
Code of Good Corporate Governance, which contains the regulations of the Board of Directors

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

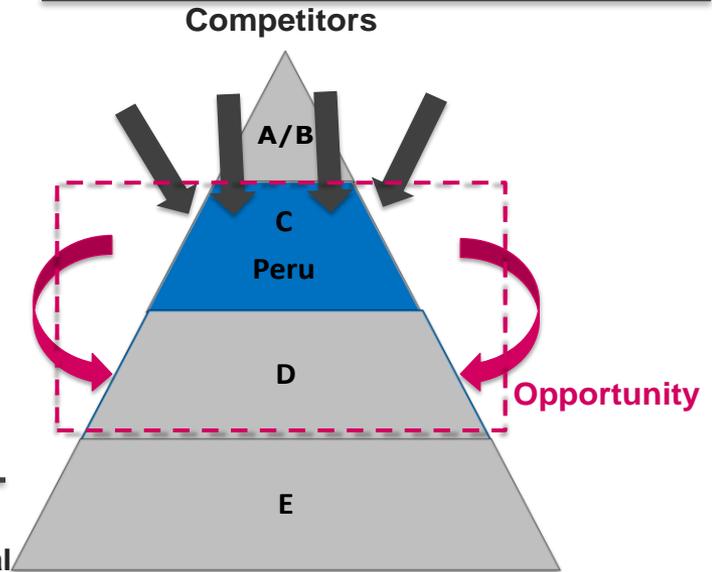


Potential market for working capital loans

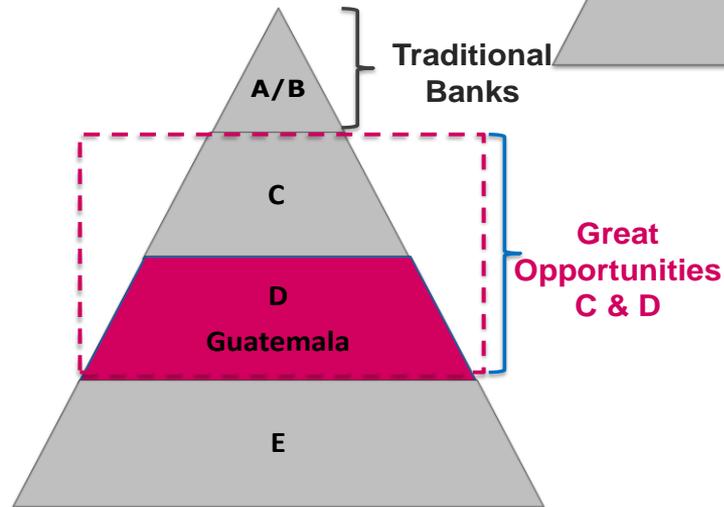
Mexico



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. 4,000 to Ps. 70,000
- Average ticket
Ps. 8,017
- Term
16 weeks

- Contribution to loan portfolio
56.4%
- Contribution to number of clients
65.4%
- Life insurance / number of clients
93.1%

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. 6,380
- Term
5 to 6 months

- Contribution to loan portfolio
19.7%
- Contribution to number of clients
28.7%
- Life insurance / Number of clients
85.6%

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. 22,124
- Term
6 to 24 months
- Contribution to loan portfolio
12.0%
- Contribution to number of clients
5.0%
- Individual life insurance ¹
77.3%



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 5 cycles in Crédito Mujer (CM), Crédito Comerciante (CCR) or Individual.
- > Personal guarantee

- Loan size
Ps. 8,000 to Ps. 30,000
- Average ticket
CM: Ps. 9,091
CCR: Ps. 8,939
CI: Ps. 9,987
- Maturity
6 to 24 months

- Contribution to loan portfolio
CM: 8.3%
CCR: 1.8%
CI: 0.1%
- Contribution to number of clients ¹
CM: 4.0%
CCR: 1.4%
CI: 0.1%

Additional loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

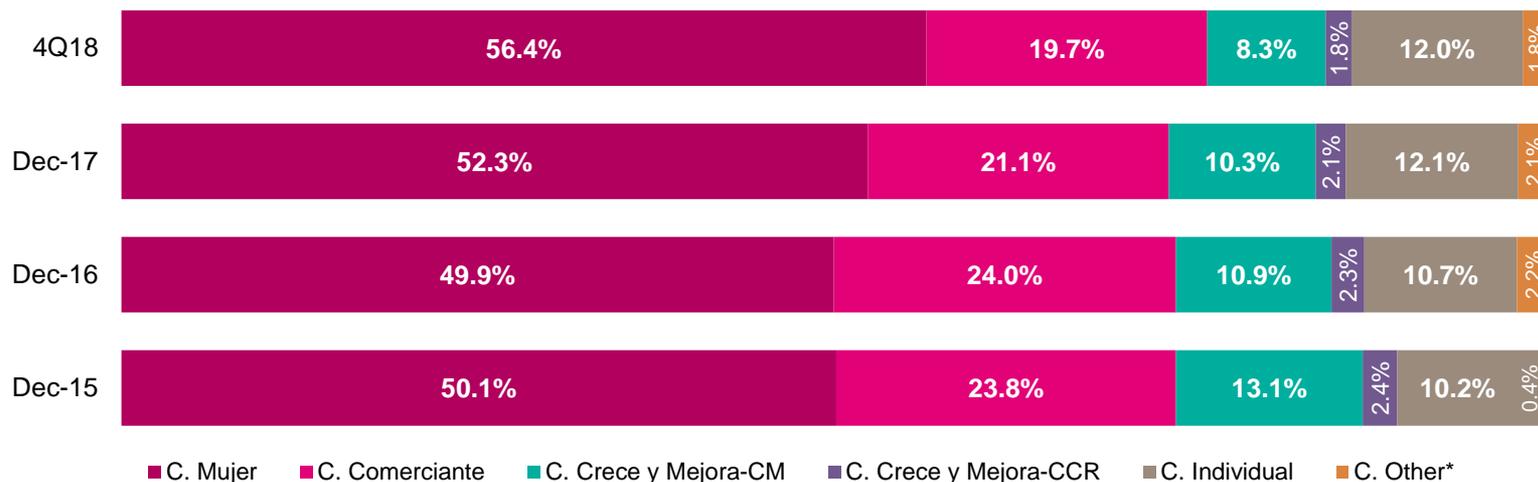
- > Working capital loan
- > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- > Clients must have completed 3 cycles under Crédito Mujer (CM) or 2 under Crédito Comerciante (CCR).

- Loan size
Ps. 4,000 to Ps. 7,000
- Average ticket
CM: Ps. 3,634
CCR: Ps. 3,763
- Maturity
4 to 5 months

- Contribution to loan portfolio
CM: 1.4%
CCR: 0.4%
- Contribution to number of clients ¹
CM: 1.0%
CCR: 0.5%

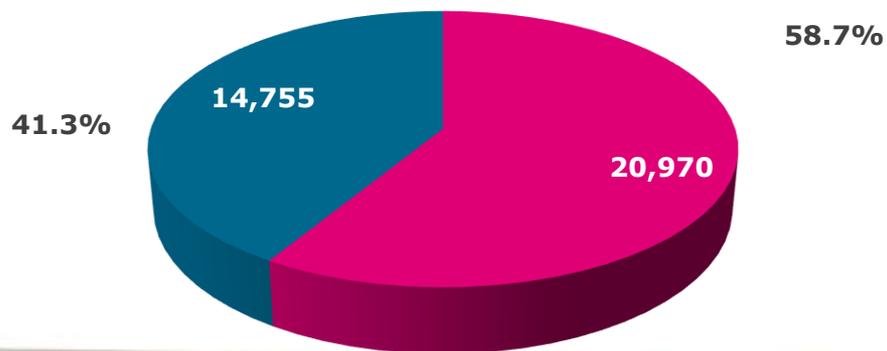
Evolution in group and individual loans methodologies (2015-4Q18)

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



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

Mexico, Peru and Guatemala

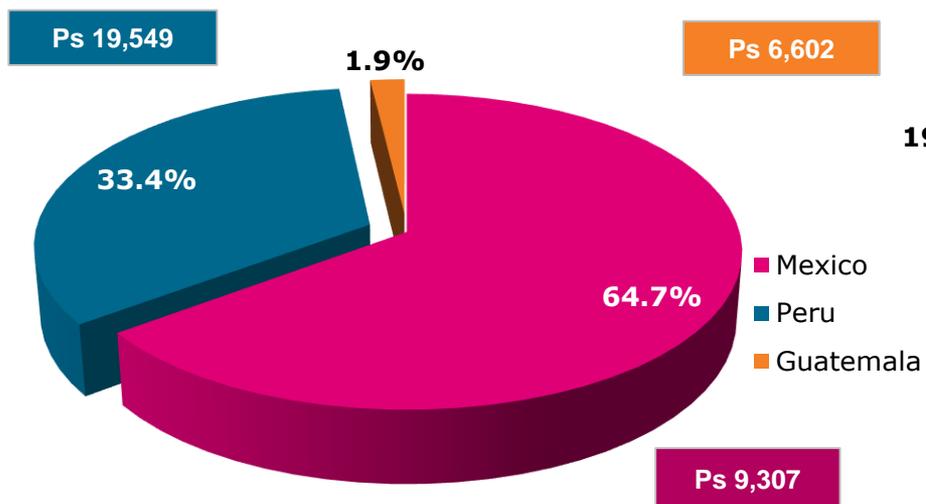


Figures are expressed in Mexican Pesos (million)

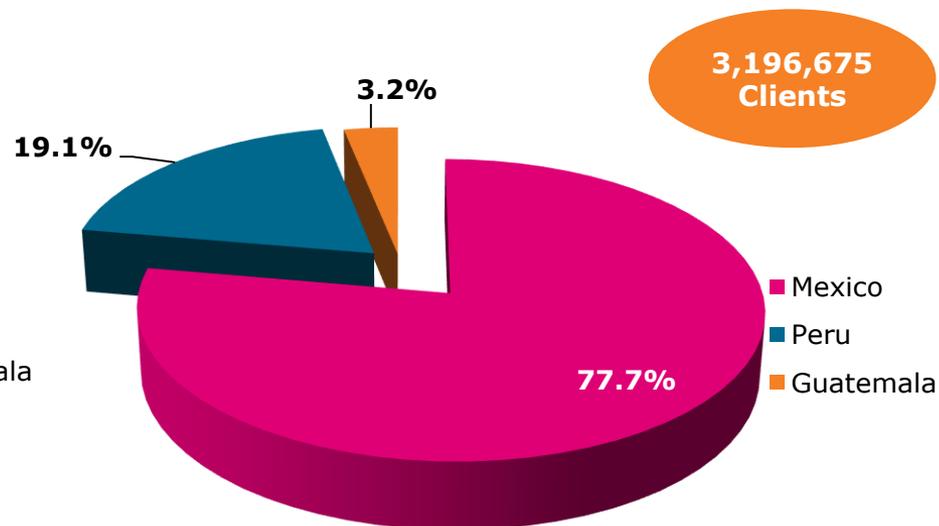
■ Group Methodology ■ Individual Methodology

Market distribution per subsidiary

% Total loan portfolio and average ticket



Clients per subsidiary



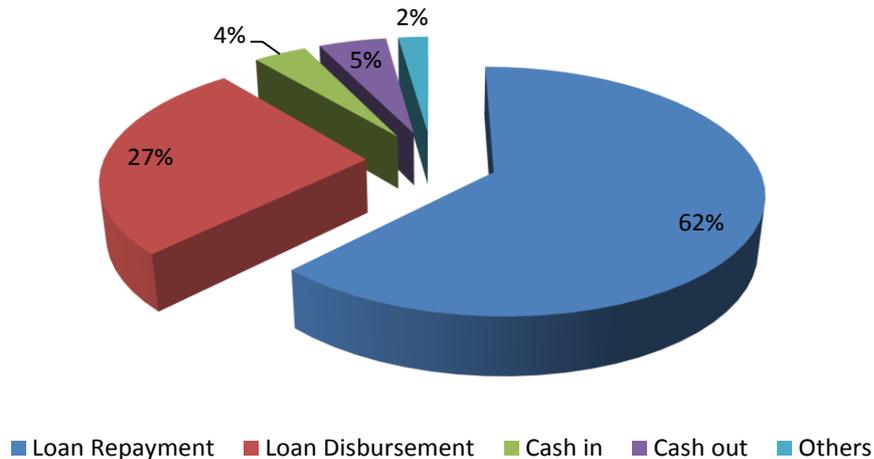
Mexico has an opportunity to serve more clients in D and C segment

Yastás (correspondent network manager)

- Presence in **32 Mexican States**
- As of **4Q18** reached more than **3,000** affiliates.
- Executed more than **1.6 million financial transactions** during the quarter.
- Around **60 services affiliated** to Yastás platform*.



Example of Dynamics



(*) 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.



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

4T18		
Active Policies	6.4 million	
Placed Policies	4Q18	5.3 million
	2018	19.6 million
Coverage	Mexico, Peru and 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 493 million in premiums**, covering nearly **52.1 million people***

ATERNA 'S Contribution on LA:

- 35.2% of the insured in Mexico
- 8.2% of the insured in Latin America

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

Intermex (remittances company)

- It processed more than **\$ 6.6 billion pesos** in remittances payments in 4Q18 and around **\$ 25.5 billion pesos** during 2018.
- It has more than 2,500 points of payment to execute remittances payments.
- During 2018, international remittances received in Mexico reached **33,480.6 million dollars**, an annual **growth of 10.5%** compared to 2017.
- Around **67%** of all of the remittances in Mexico are concentrated in **10 Mexican States**.
- The households receiving remittances are concentrated in the **D segment** of the population.





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**Growth and
Profitability**



Summary



	4Q18	4Q17	3Q18	% Change 4Q17	% Change 3Q18	2018	2017	% Change 2017
Clients ⁽¹⁾	3,416,201	3,462,832	3,283,756	-1.3%	4.0%	3,416,201	3,462,832	-1.3%
Portfolio*	35,725	32,074	33,234	11.4%	7.5%	35,725	32,074	11.4%
Net Income*	708	375	735	88.8%	-3.7%	2,990	2,937	1.8%
NPLs / Total Portfolio	2.73%	3.26%	2.60%	-0.53 pp	0.13 pp	2.73%	3.26%	-0.53 pp
ROA	5.8%	3.5%	6.2%	2.3 pp	-0.4 pp	6.3%	7.0%	-0.7 pp
ROE	15.9%	8.9%	17.0%	7.0 pp	-1.1 pp	17.1%	17.7%	-0.6 pp
NIM	49.7%	54.1%	49.3%	-4.4 pp	0.4 pp	49.1%	53.8%	-4.7 pp
NIM after provisions	42.3%	43.4%	42.7%	-1.1 pp	-0.4 pp	42.2%	43.7%	-1.5 pp
Efficiency Ratio	81.6%	89.2%	76.8%	-7.6 pp	4.8 pp	77.5%	75.9%	1.6 pp
Capital / Total Assets	35.1%	38.5%	37.4%	-3.4 pp	-2.3 pp	35.1%	38.5%	-3.4 pp
Average Loan per Client	11,176	10,595	10,754	5.5%	3.9%	11,176	10,595	5.5%
Employees	22,062	22,318	21,914	-1.1%	0.7%	22,062	22,318	-1.1%
Service Offices**	739	725	733	1.9%	0.8%	739	725	1.9%
Branches	231	268	260	-13.8%	-11.2%	231	268	-13.8%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	4Q18	Δ vs 4Q17	4Q18	Δ vs 4Q17	4Q18	Δ vs 4Q17
Clients	2,485,029	1.1%	610,167	27.8%	101,479	9.6%
Portfolio *	23,127	5.6%	11,928.07	24.4%	670	15.6%
Net Income *	428	67.8%	126	160.5%	21.69	206.9%
ROAA	5.8%	2.1 pp	3.9%	2.1 pp	11.6%	7.7 pp
ROAE	15.9%	7.2 pp	20.7%	11.5 pp	12.8%	8.5 pp
NIM	60.0%	-7.9 pp	28.2%	2.5 pp	93.0%	9.6 pp
NIM after provisions	51.6%	-2.5 pp	23.0%	1.9 pp	80.0%	7.1 pp
NPL	2.59%	-0.69 pp	2.94%	-0.15 pp	3.66%	-1.72 pp
Write - offs *	434	-59.6%	82	-12.1%	16	2.0%
Coverage Ratio	225.2%	13.7 pp	237.9%	5.5 pp	164.4%	29.1 pp
Average Loan per Client	9,307	4.4%	19,549	0.0 pp	6,602	0.1 pp
Employees **	16,836	-5.1%	4,305	18.6%	921	-3.3%
Service Offices***	587	0.2%	94	19.0%	58	-3.3%
Branches	231	-13.8%	-	0.0%	-	0.0%

1) 2,977,149 credit clients and 219,526 clients from savings, remittances and insurance products.

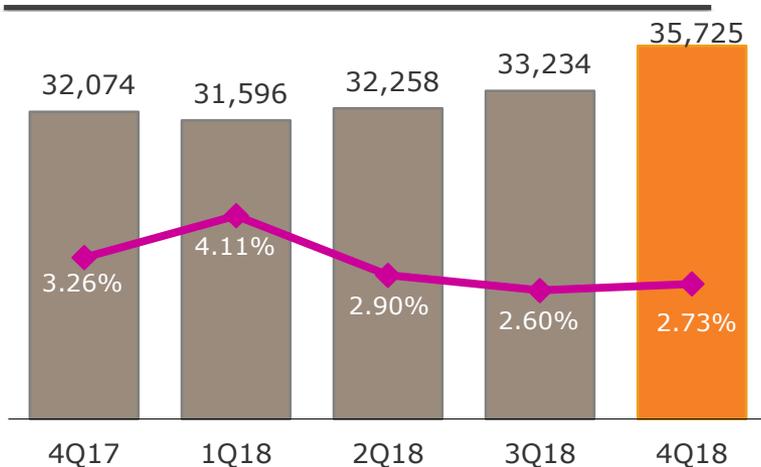
* Portfolio, net income and write-offs are expressed in million (Mexican Pesos)

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

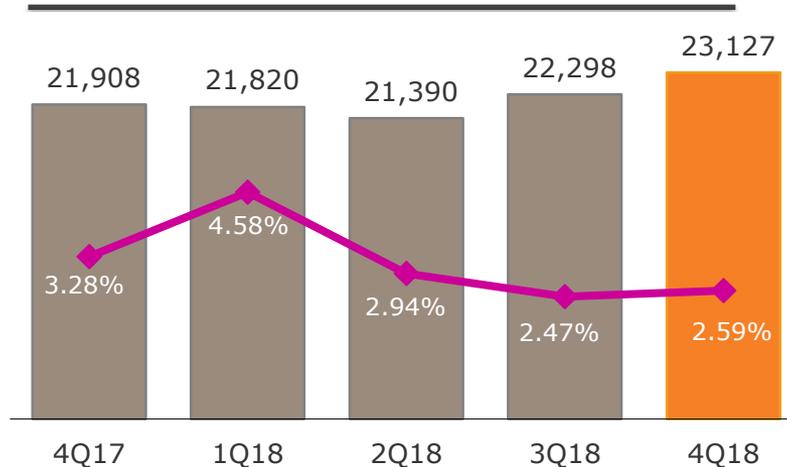
*** Some service offices in Mexico are being transformed into branches. 91 Branches are inside a Service Office.

Total Portfolio – NPL %

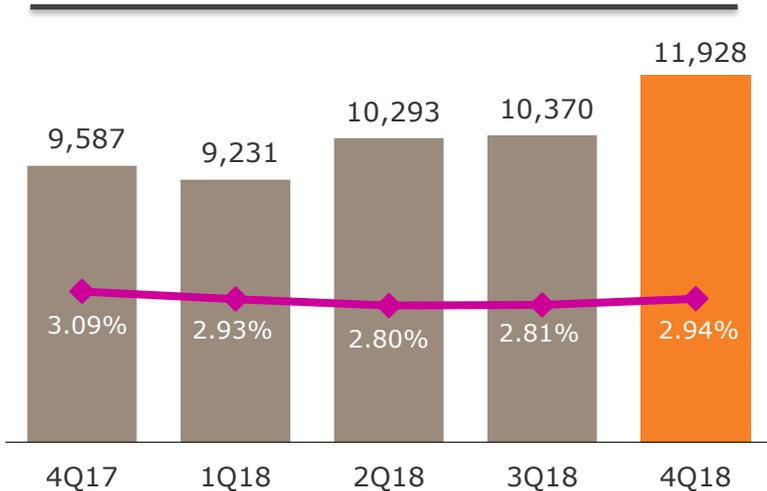
Genera (Ps. million)



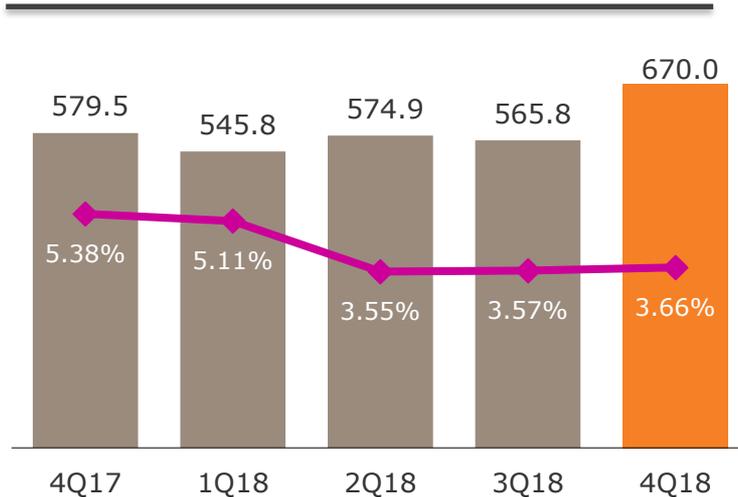
Mexico - Banco (Ps. million)



Peru (Ps. million)

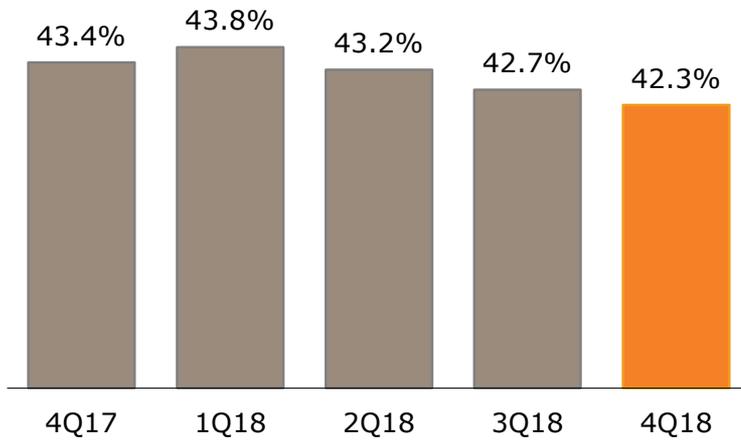


Guatemala (Ps. million)

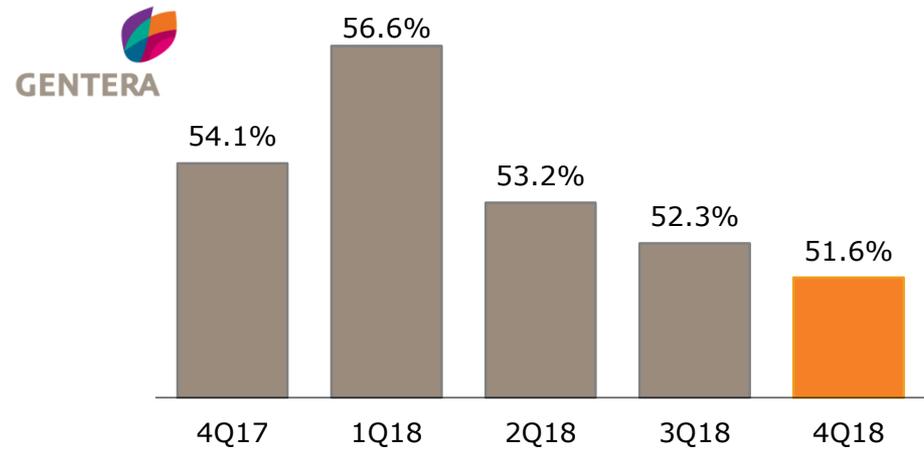


NIM (%) after provisions

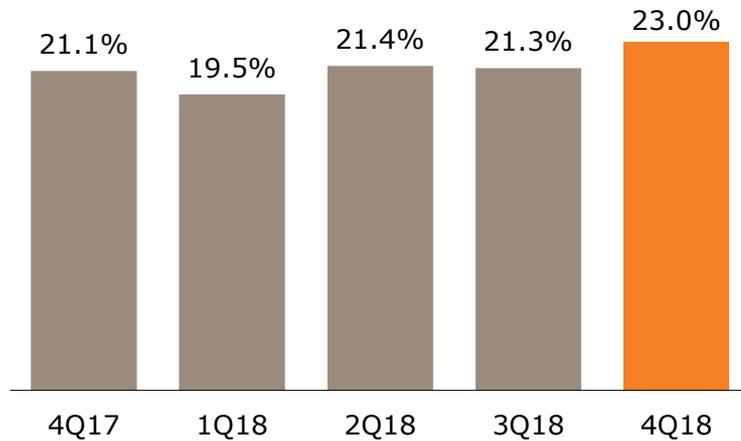
Genera



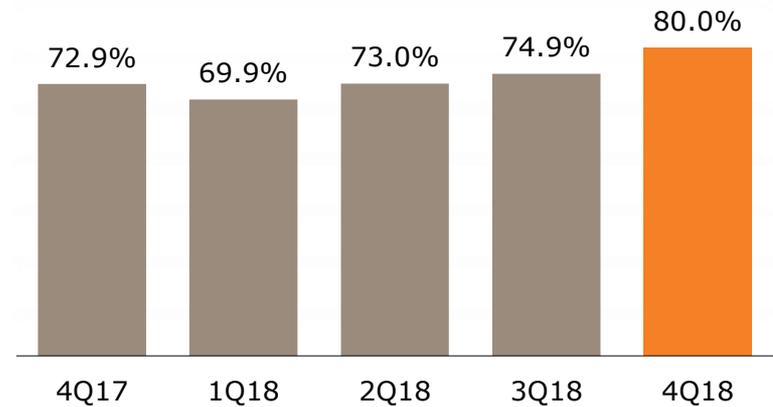
Mexico - Banco



Peru

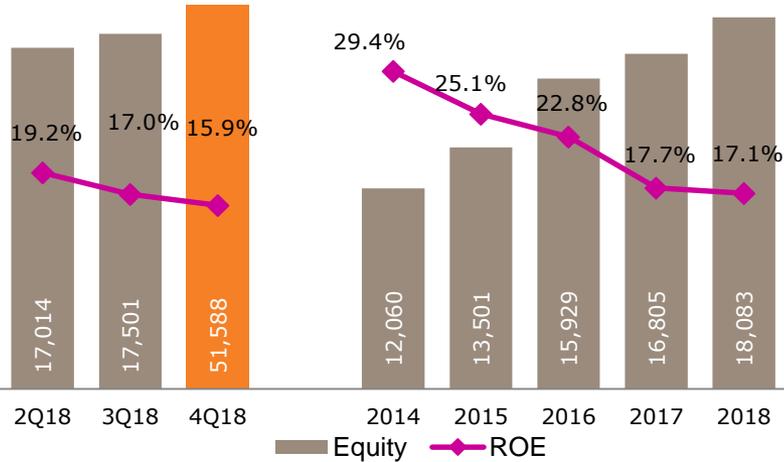


Guatemala

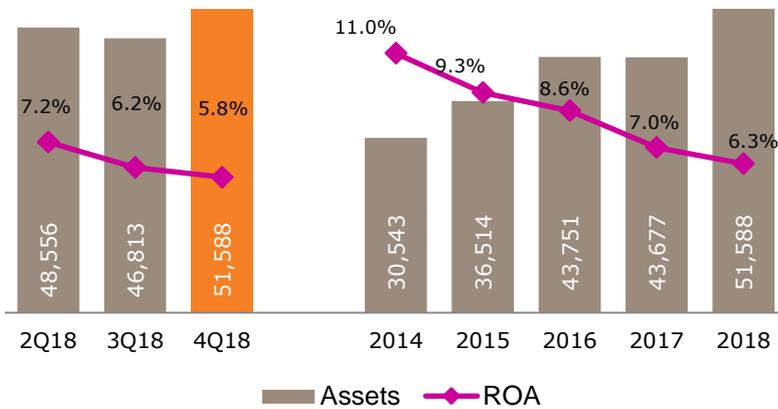


ROAA & ROAE evolution

Genera ROAE

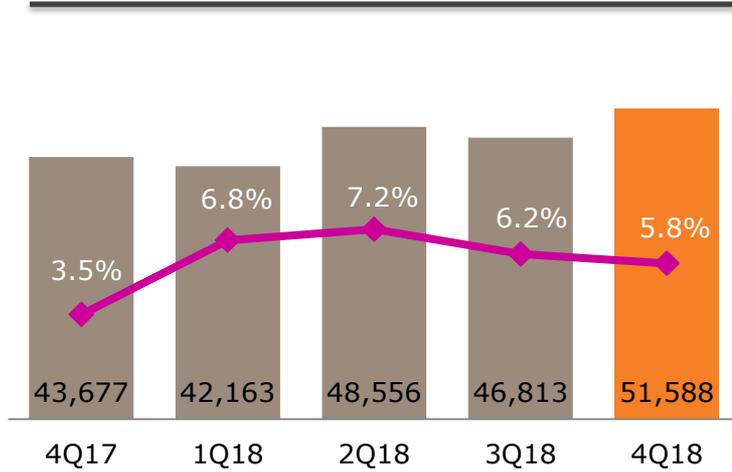


Genera ROAA

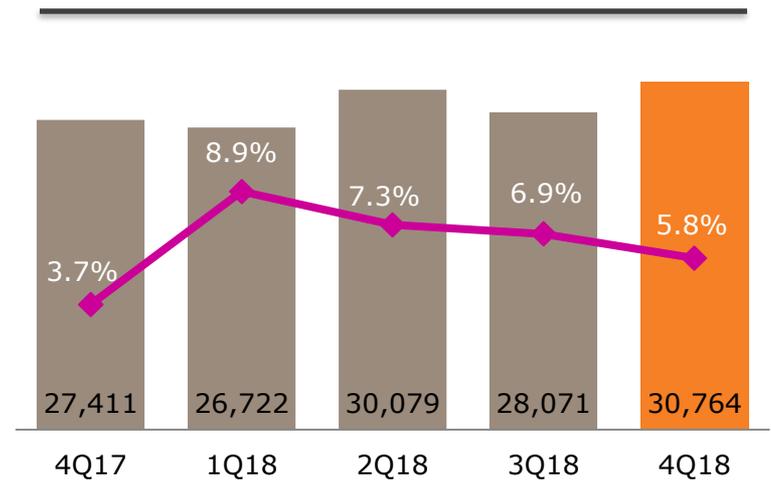


Assets - ROAA

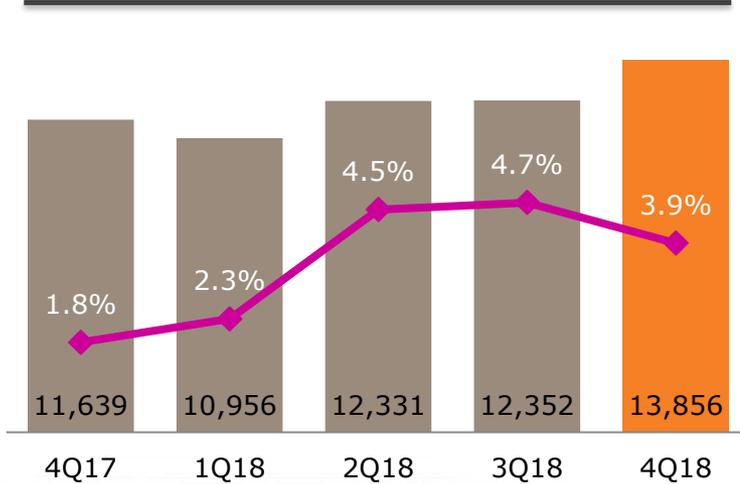
Genera



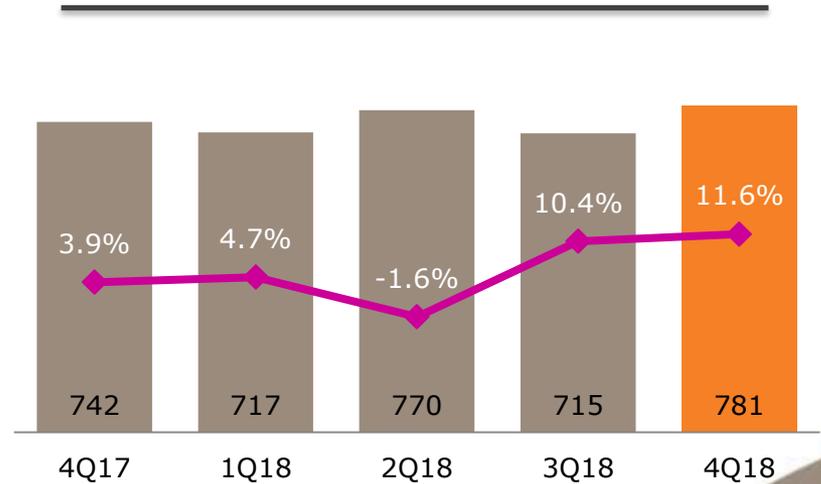
Mexico - Banco



Peru



Guatemala (Ps. million)

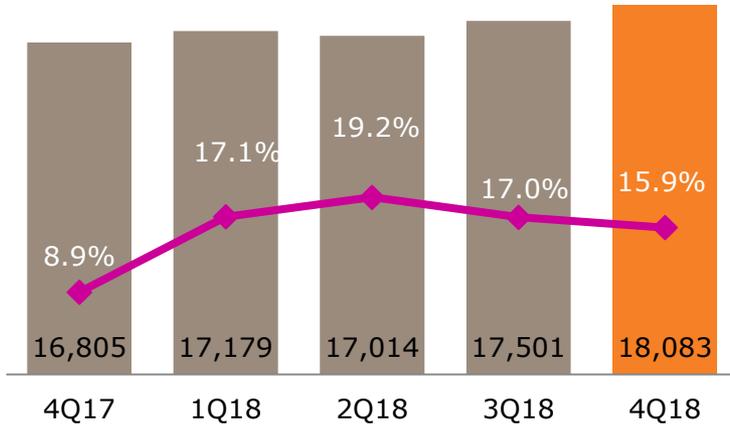


Assets in Ps. Million

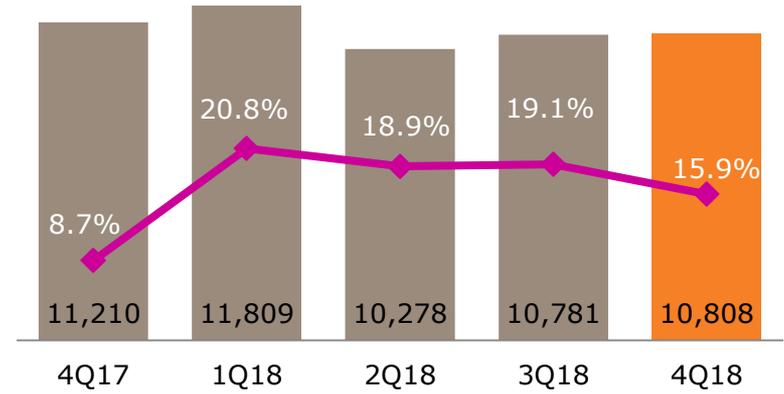
ROAA: (Net Income/ Average Assets)

Equity -ROAE

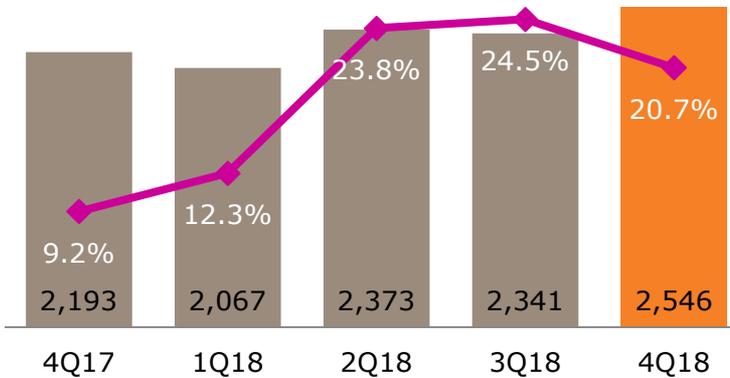
Genera



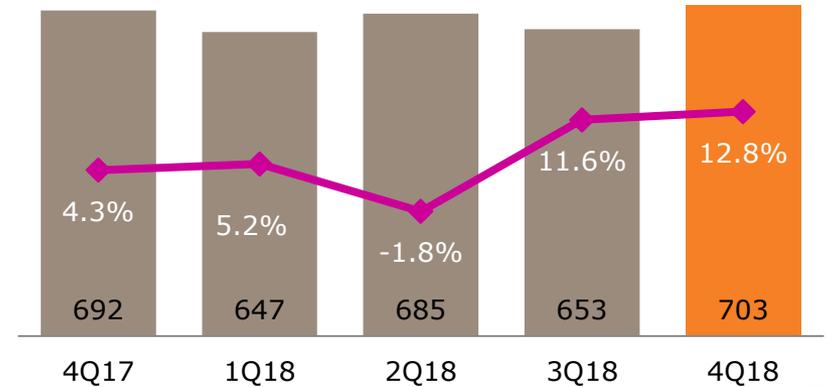
Mexico - Banco



Peru



Guatemala (Ps. million)

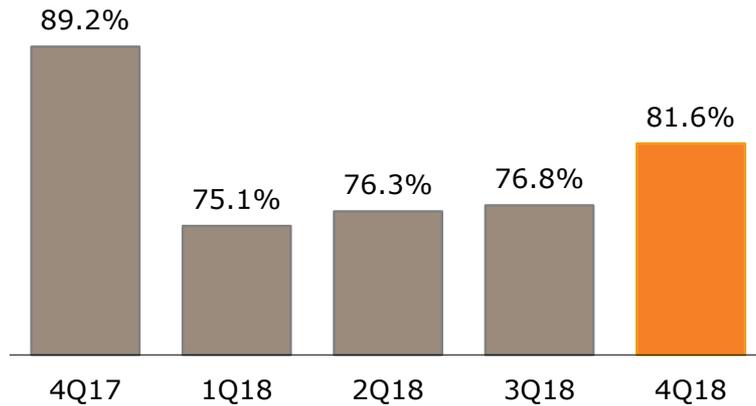


Equity in Ps. million

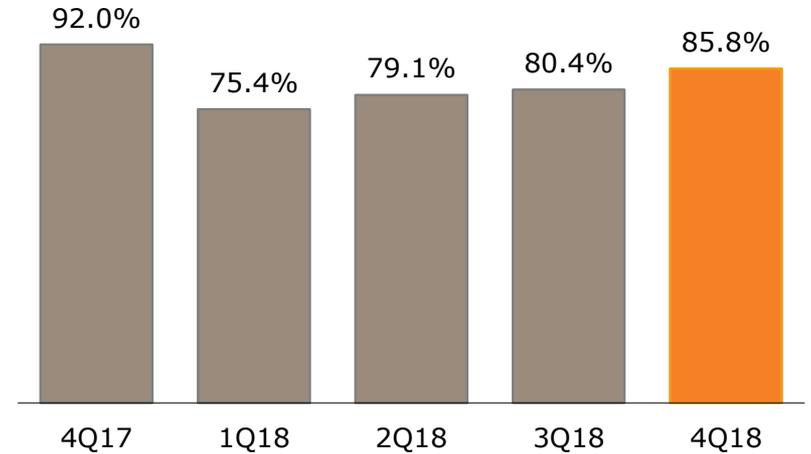
ROAE: (Net Income / Average Equity)

Efficiency Ratio

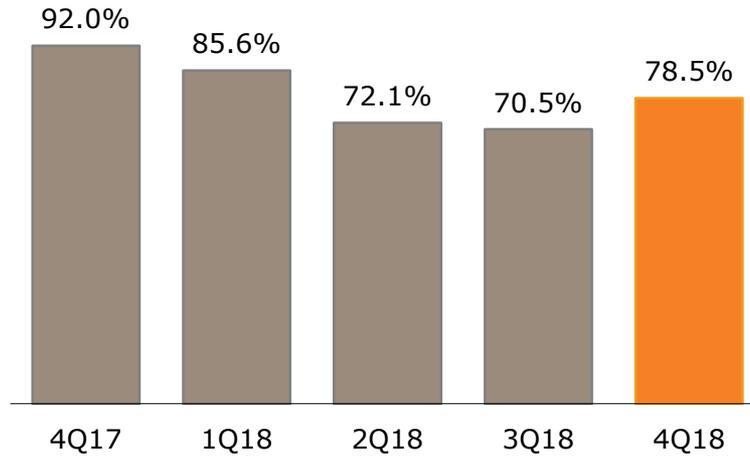
Genera



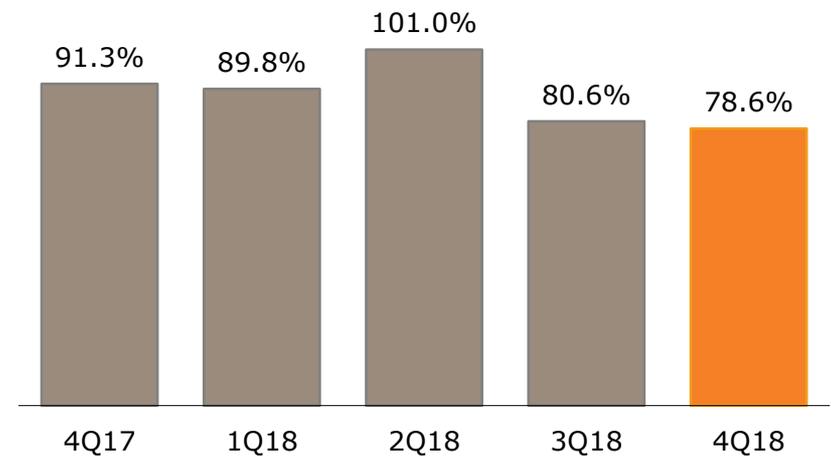
Mexico - Banco



Peru



Guatemala



Efficiency Ratio:
Operating Expenses / Net Operating Revenues



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**Financial
Information
4Q18**

Balance Sheet



	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18
Cash and other investments	8,727	6,236	39.9%	6,036	44.6%
Total performing loans	34,750	31,028	12.0%	32,371	7.3%
Non-performing loans	975	1,046	-6.8%	863	13.0%
Total loan portfolio	35,725	32,074	11.4%	33,234	7.5%
Allowance for loan losses	2,224	2,252	-1.2%	1,986	12.0%
Loan portfolio, net	33,501	29,822	12.3%	31,248	7.2%
Other accounts receivable	1,570	1,838	-14.6%	1,797	-12.6%
Fixed assets	1,144	1,311	-12.7%	1,155	-1.0%
Permanent investment	2,399	100	N/C	2,342	2.4%
Other assets	3,314	3,401	-2.6%	3,326	-0.4%
Goodwill	933	969	-3.7%	909	2.6%
Total assets	51,588	43,677	18.1%	46,813	10.2%
Clients deposits	2,806	2,130	31.7%	2,613	7.4%
Deposits	6,687	5,546	20.6%	6,010	11.3%
Long term debt issuance	8,459	8,554	-1.1%	6,984	21.1%
Interbank loans	12,072	7,707	56.6%	9,859	22.4%
Other accounts payable	3,481	2,935	18.6%	3,846	-9.5%
Total liabilities	33,505	26,872	24.7%	29,312	14.3%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Capital reserves	1,948	1,358	43.4%	2,065	-5.7%
Retained earnings	7,699	6,803	13.2%	7,699	0.0%
Other capital accounts	657	890	-26.2%	666	-1.4%
Net income for the year	2,965	2,905	2.1%	2,264	31.0%
Participation (in net income) from controlling company	18,033	16,720	7.9%	17,458	3.3%
Participation (in net income) from non- controlling company	50	85	-41.2%	43	16.3%
Total stockholders' equity	18,083	16,805	7.6%	17,501	3.3%
Total liabilities and stockholders' equity	51,588	43,677	18.1%	46,813	10.2%

* Figures expressed in Mexican pesos (millions)

Income Statement



	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18	2018	2017	% Change 2017
Interest income	5,575	5,257	6.0%	5,283	5.5%	20,987	20,889	0.5%
Interest expense	493	352	40.1%	458	7.6%	1,711	1,517	12.8%
Net Interest Income	5,082	4,905	3.6%	4,825	5.3%	19,276	19,372	-0.5%
Provisions for loan losses	749	970	-22.8%	646	15.9%	2,712	3,640	-25.5%
Net interest income after provisions	4,333	3,935	10.1%	4,179	3.7%	16,564	15,732	5.3%
Commissions and fee income	367	379	-3.2%	344	6.7%	1,357	1,412	-3.9%
Commissions and fee expense	117	97	20.6%	108	8.3%	422	413	2.2%
Trading gains (losses)	14	-	N/C	(17)	-182.4%	1	2	-50.0%
Other operating income (expense)	25	(57)	-143.9%	27	-7.4%	260	(66)	N/C
Operating Expenses	3,773	3,712	1.6%	3,397	11.1%	13,768	12,655	8.8%
Net operating income	849	448	89.5%	1,028	-17.4%	3,992	4,012	-0.5%
Participation in net income from non consolidated and associated subsidiaries	56	(5)	N/C	19	194.7%	68	(31)	N/C
Total income before income tax	905	443	104.3%	1,047	-13.6%	4,060	3,981	2.0%
Income tax	197	68	189.7%	312	-36.9%	1,070	1,044	2.5%
Net income	708	375	88.8%	735	-3.7%	2,990	2,937	1.8%
Participation (in net income) from controlling company	701	357	96.4%	729	-3.8%	2,965	2,905	2.1%
Participation (in net income) from non-controlling company	7	18	-61.1%	6	16.7%	25	32	-21.9%

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	4Q18				4Q17				3Q18			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	13,036	184	1.41%	123	11,446	286	2.50%	196	12,362	152	1.23%	142
C. Comerciante	4,546	180	3.96%	139	4,619	98	2.13%	602	4,507	175	3.88%	173
Group Methodology	17,582	364	2.07%	262	16,065	384	2.39%	798	16,869	327	1.94%	315
C. Individual	2,775	126	4.55%	87	2,654	156	5.87%	115	2,633	115	4.37%	87
C. CA (de CM y CCR)	405	14	3.54%	9	449	23	4.97%	19	433	12	2.75%	12
C. CCM(de CM, CCR y CI)	2,351	96	4.05%	75	2,734	156	5.71%	141	2,352	97	4.12%	95
C. Otros (CGD,CEC y CIA)	14	0	0.57%	1	6	0	6.77%	0	11	0	3.06%	0
Individual Methodology	5,545	236	4.25%	172	5,843	335	5.72%	275	5,429	224	4.13%	194
Banco Compartamos	23,127	600	2.59%	434	21,908	719	3.28%	1,073	22,298	551	2.47%	509
Group Methodology Peru	2,717	37	1.36%	1	1,814	24	1.33%	16	1,989	26	1.31%	13
Individual Methodology Peru	9,211	313	3.40%	81	7,772	272	3.50%	77	8,381	266	3.17%	96
Compartamos Financiera	11,928	350	2.94%	82	9,587	296	3.09%	94	10,370	292	2.81%	109
Group Methodology Guatemala	670	24	3.66%	16	580	31	5.38%	15	566	20	3.57%	16
Compartamos Guatemala S.A.	670	24	3.66%	16	580	31	5.38%	15	566	20	3.57%	16
Total	35,725	975	2.73%	532	32,074	1,046	3.26%	1,182	33,234	863	2.60%	633

* 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

	4Q18	4Q17	3Q18	% Change 4Q17	% Change 3Q18	2018	2017	% Change 2017
Clients	2,485,029	2,457,090	2,433,012	1.1%	2.1%	2,485,029	2,457,090	1.1%
Portfolio*	23,127	21,908	22,298	5.6%	3.7%	23,127	21,908	5.6%
Net Income	428	255	503	67.8%	-14.9%	2,051	2,385	-14.0%
NPLs / Total Portfolio	2.59%	3.28%	2.47%	-0.69 pp	0.12 pp	2.59%	3.28%	-0.69 pp
ROA	5.8%	3.7%	6.9%	2.1 pp	-1.1 pp	7.1%	8.5%	-1.4 pp
ROE	15.9%	8.7%	19.1%	7.2 pp	-3.2 pp	18.8%	20.3%	-1.5 pp
NIM	60.0%	67.9%	59.8%	-7.9 pp	0.2 pp	60.1%	66.5%	-6.4 pp
NIM after provisions	51.6%	54.1%	52.3%	-2.5 pp	-0.7 pp	52.2%	54.0%	-1.8 pp
Efficiency Ratio	85.8%	92.0%	80.4%	-6.2 pp	5.4 pp	80.2%	77.0%	3.2 pp
Operating Efficiency	41.6%	44.9%	38.8%	-3.3 pp	2.8 pp	39.0%	37.8%	1.2 pp
ICAP	31.0%	37.3%	31.0%	-6.3 pp	0.0 pp	31.0%	37.3%	-6.3 pp
Capital / Total Assets	35.1%	40.9%	38.4%	-5.8 pp	-3.3 pp	35.1%	40.9%	-5.8 pp
Average Loan (Ps.)	9,307	8,916	9,165	4.4%	1.5%	9,307	8,916	4.4%
Employees	16,598	17,455	16,600	-4.9%	0.0%	16,598	17,455	-4.9%
Service Offices**	587	586	587	0.2%	0.0%	587	586	0.2%
Branches	231	268	260	-13.8%	-11.2%	231	268	-13.8%

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

Balance Sheet



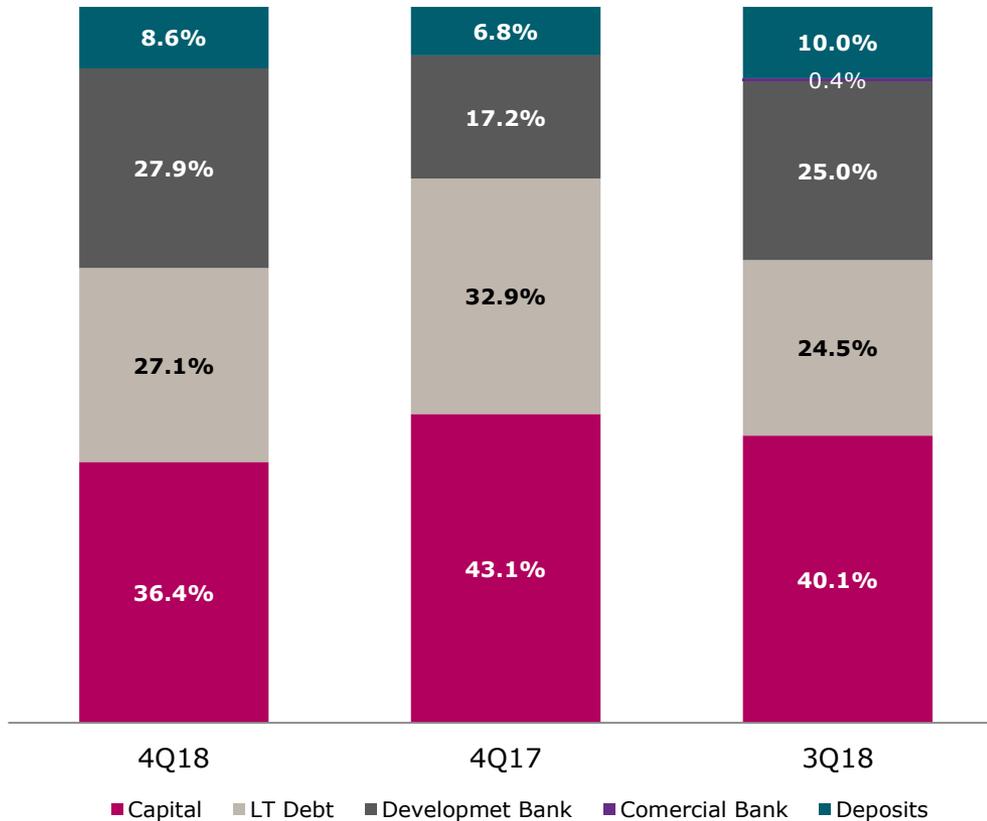
	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18
Cash and other investments	5,411	2,695	100.8%	2,791	93.9%
Related parties	500	-	N/C	656	-23.8%
Total performing loans	22,527	21,189	6.3%	21,747	3.6%
Non-performing loans	600	719	-16.6%	551	8.9%
Total loan portfolio	23,627	21,908	7.8%	22,954	2.9%
Allowance for loan losses	1,351	1,521	-11.2%	1,223	10.5%
Loan portfolio, net	22,276	20,387	9.3%	21,731	2.5%
Other accounts receivable	702	1,509	-53.5%	1,035	-32.2%
Fixed assets	472	636	-25.8%	520	-9.2%
Other assets	1,903	2,184	-12.9%	1,994	-4.6%
Total assets	30,764	27,411	12.2%	28,071	9.6%
Clients' Deposits	2,257	1,760	28.2%	2,162	4.4%
Deposits	293	20	N/C	517	-43.3%
Long term debt issuance	8,050	8,554	-5.9%	6,581	22.3%
Interbank loans	8,289	4,472	85.4%	6,837	21.2%
Other accounts payable	1,067	1,395	-23.5%	1,193	-10.6%
Total liabilities	19,956	16,201	23.2%	17,290	15.4%
Capital stock	591	558	5.9%	591	0.0%
Capital reserves	538	505	6.5%	538	0.0%
Retained earnings	7,629	7,762	-1.7%	8,029	-5.0%
Remeasurements for employees benefit	(1)	-	N/C	-	N/C
Net income for the year	2,051	2,385	-14.0%	1,623	26.4%
Total stockholders' equity	10,808	11,210	-3.6%	10,781	0.3%
Total liabilities and stockholders' equity	30,764	27,411	12.2%	28,071	9.6%

Income Statement



	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18	2018	2017	% Change 2017
Interest income	4,369	4,324	1.0%	4,231	3.3%	16,744	17,521	-4.4%
Interest expense	348	235	48.1%	328	6.1%	1,188	1,083	9.7%
Net Interest Income	4,021	4,089	-1.7%	3,903	3.0%	15,556	16,438	-5.4%
Provisions for loan losses	562	835	-32.7%	488	15.2%	2,060	3,107	-33.7%
Net interest income after provisions	3,459	3,254	6.3%	3,415	1.3%	13,496	13,331	1.2%
Commissions and fee income	242	238	1.7%	231	4.8%	910	990	-8.1%
Commissions and fee expense	128	113	13.3%	122	4.9%	483	497	-2.8%
Trading gains (losses)	14	-	N/C	(17)	-182.4%	1	2	-50.0%
Other operating income (expense)	(27)	(24)	12.5%	2	N/C	141	(126)	N/C
Operating Expenses	3,056	3,086	-1.0%	2,822	8.3%	11,284	10,552	6.9%
Net operating income	504	269	87.4%	687	-26.6%	2,781	3,148	-11.7%
Total income before income tax	504	269	87.4%	687	-26.6%	2,781	3,148	-11.7%
Income tax	76	14	N/C	184	-58.7%	730	763	-4.3%
Current	63	(66)	-195.5%	193	-67.4%	627	657	-4.6%
Deferred	13	80	-83.8%	(9)	N/C	103	106	-2.8%
Net income	428	255	67.8%	503	-14.9%	2,051	2,385	-14.0%

Funding structure



Cost of funds
4Q18: 7.6%

Year	Maturity	%
2019	2,547	15%
2020	3,796	23%
2021	2,500	15%
2022	4,995	31%
2023	2,500	15%
Total*	16,338	100%

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

*2,550 million pesos of deposits are not included.

Allowance for loan losses



Risk	4Q18			4Q17			3Q18		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.1%	15,531	173	1.1%	14,072	156	1.1%	14,940	168
A-2	2.7%	915	24	2.7%	825	22	2.7%	957	25
B-1	3.4%	246	8	3.4%	171	6	3.4%	153	5
B-2	4.1%	1,778	73	4.1%	1,775	73	4.1%	1,865	76
B-3	5.6%	479	27	5.6%	569	32	5.6%	484	27
C-1	7.2%	1,711	123	7.2%	1,716	124	7.2%	1,724	124
C-2	10.9%	920	101	10.9%	1,035	113	10.6%	963	102
D	21.1%	522	110	21.5%	434	93	21.4%	325	70
E	69.5%	1,025	713	68.9%	1,311	903	70.4%	887	624
Total		23,127	1,351		21,908	1,521		22,297	1,222
Coverage Ratio¹			2.26			2.12			2.22

¹ Allowance for loan losses / Non-performing loans

² Additional allowance for non performing loans 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	4Q18	4Q17	3Q18	% Change 4Q17	% Change 3Q18	2018	2017	% Change 2017
Clients	610,167	477,500	558,761	27.8%	9.2%	610,167	477,500	27.8%
Portfolio *	11,928.1	9,586.9	10,370.0	24.4%	15.0%	11,928.1	9,586.9	24.4%
Net Income *	126.3	48.5	144.5	160.5%	-12.6%	468.5	213.6	119.3%
NPLs / Total Portfolio	2.94%	3.09%	2.8%	-0.15 pp	0.13 pp	2.94%	3.09%	-0.15 pp
ROA	3.9%	1.8%	4.7%	2.1 pp	-0.8 pp	3.8%	2.2%	1.6 pp
ROE	20.7%	9.2%	24.5%	11.5 pp	-3.8 pp	20.1%	10.4%	9.7 pp
NIM	28.2%	25.7%	26.0%	2.5 pp	2.2 pp	25.7%	24.9%	0.8 pp
NIM after provisions	23.0%	21.1%	21.3%	1.9 pp	1.7 pp	20.9%	19.9%	1.0 pp
Efficiency Ratio	78.5%	92.0%	70.5%	-13.5 pp	8.0 pp	76.4%	85.8%	-9.4 pp
Operating Efficiency	18.6%	19.8%	15.6%	-1.2 pp	3.0 pp	18.56%	19.81%	-1.2 pp
Capital / Total Assets	18.4%	18.8%	19.0%	-0.4 pp	-0.6 pp	18.4%	18.8%	-0.4 pp
Average Loan (Ps.)	19,549	20,077	18,559	-2.6%	5.3%	19,549	20,077	-2.6%
Employees	4,305	3,630	4,126	18.6%	4.3%	4,305	3,630	18.6%
Service Offices	94	79	88	19.0%	6.8%	94	79	19%

Group loans clients represented 71.2% of the customers served in Peru

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

Balance Sheet



	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18
Cash and other investments	1,909.5	2,012.0	-5.1%	1,971.8	-3.2%
Total performing loans	11,577.6	9,290.6	24.6%	10,078.5	14.9%
Non-performing loans	350.5	296.2	18.3%	291.6	20.2%
Total loan portfolio	11,928.1	9,586.9	24.4%	10,370.0	15.0%
Allowance for loan losses	833.9	688.4	21.1%	731.3	14.0%
Loan portfolio, net	11,094.2	8,898.4	24.7%	9,638.7	15.1%
Other accounts receivable	59.4	25.7	130.9%	36.6	62.2%
Fixed assets	312.6	270.5	15.5%	283.9	10.1%
Other assets	480.2	432.4	11.1%	420.7	14.1%
Total assets	13,855.8	11,639.1	19.0%	12,351.6	12.2%
Deposits	7,645.5	5,914.9	29.3%	6,813.0	12.2%
Interbank loans	3,279.6	3,235.1	1.4%	2,819.1	16.3%
Other accounts payable	384.2	295.7	30.0%	378.4	1.6%
Total liabilities	11,309.3	9,445.6	19.7%	10,010.5	13.0%
Capital stock	1,411.6	1,262.8	11.8%	1,411.6	0.0%
Capital reserves	106.2	89.8	18.2%	106.2	0.0%
Foreign exchange effect	537.1	654.2	-17.9%	458.1	17.2%
Retained earnings	23.0	(27.0)	-185.2%	23.0	0.0%
Net income for the year	468.5	213.6	119.3%	342.2	36.9%
Total stockholders' equity	2,546.5	2,193.5	16.1%	2,341.2	8.8%
Total liabilities and stockholders' equity	13,855.8	11,639.1	19.0%	12,351.6	12.2%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q18	3.373	19.6512	5.8260
4Q17	3.241	19.6629	6.0669
3Q18	3.3	18.7231	5.6737

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



	4Q18	4Q17	% Change 4Q17	3Q18	% Change 3Q18	2018	2017	% Change 2017
Interest income	1,042.5	785.0	32.8%	913.2	14.2%	3,633.0	2,806.6	29.4%
Interest expense	143.0	125.7	13.8%	131.8	8.4%	532.2	461.9	15.2%
Net interest income	899.5	659.4	36.4%	781.3	15.1%	3,100.8	2,344.7	32.2%
Provisions for loan losses	165.1	118.4	39.4%	141.0	17.1%	579.8	469.5	23.5%
Net interest income after provisions	734.5	540.9	35.8%	640.3	14.7%	2,521.0	1,875.2	34.4%
Commissions and fee income	50.0	35.0	43.0%	43.3	15.5%	169.7	120.0	41.4%
Commissions and fee expenses	16.0	11.9	34.0%	13.4	19.0%	54.9	46.8	17.3%
Other operating income (expense)	6.1	5.9	4.5%	13.3	-53.8%	44.0	38.9	13.2%
Operating expenses	608.1	524.0	16.1%	481.9	26.2%	2,047.8	1,704.2	20.2%
Net operating income	166.5	45.8	N/C	201.5	-17.4%	631.9	283.0	123.3%
Total income before income tax	166.5	45.8	N/C	201.5	-17.4%	631.9	283.0	123.3%
Current and Deferred	40.1	(2.7)	N/C	57.0	-29.6%	163.4	69.4	135.3%
Net income	126.3	48.5	160.5%	144.5	-12.6%	468.5	213.6	119.3%

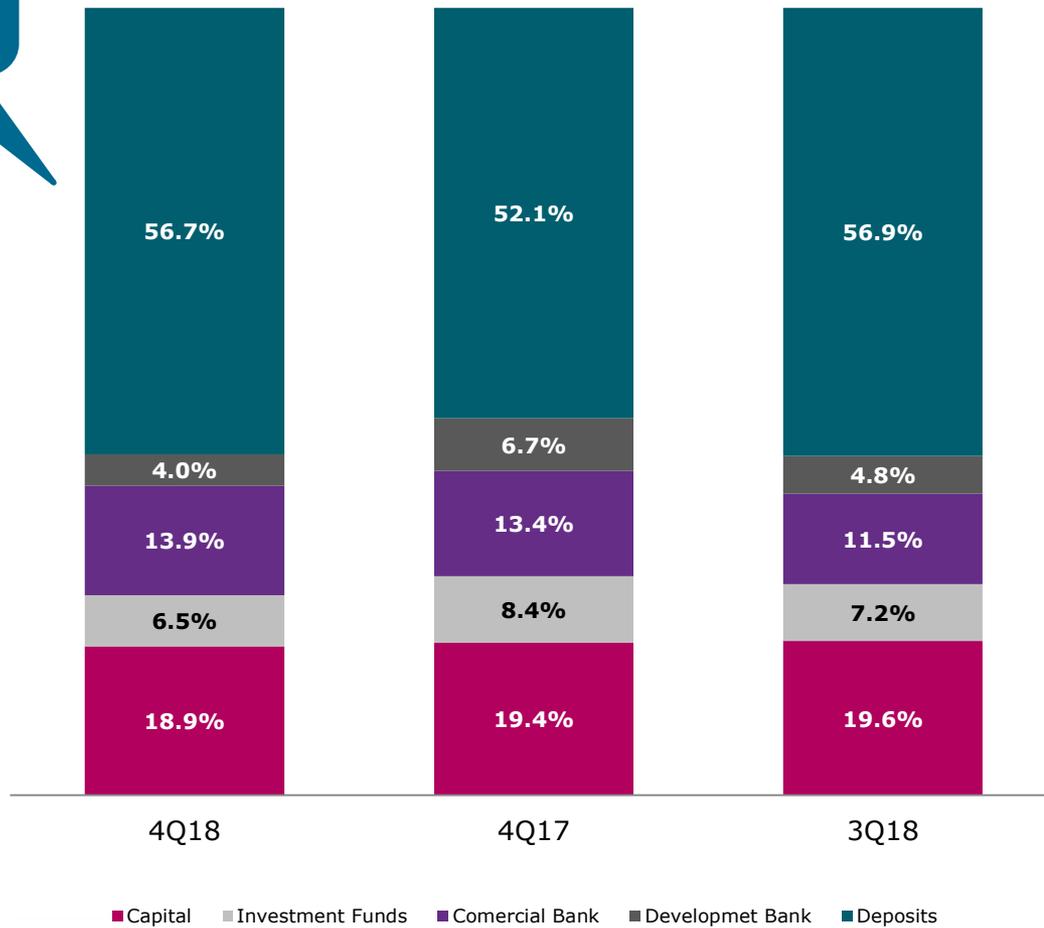
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q18	3.3567	19.8446	5.9119
4Q17	3.2454	18.9783	5.8478
3Q18	3.2915	18.9523	5.7579

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
5.5%



Summary



Compartamos S.A. (Guatemala)

Summary	4Q18	4Q17	3Q18	% Change 4Q17	% Change 3Q18	2018	2017	% Change 2017
Clients	101,479	92,589	98,636	9.6%	2.9%	101,479	92,589	9.6%
Portfolio *	670.0	579.5	565.8	15.6%	18.4%	670.0	579.5	15.6%
Net Income *	21.7	7.1	19.4	206.9%	11.8%	46.8	47.5	-1.5%
NPLs / Total Portfolio	3.66%	5.38%	3.57%	-1.72 pp	0.09 pp	3.66%	5.38%	-1.72 pp
ROA	11.6%	3.9%	10.4%	7.7 pp	1.2 pp	6.3%	6.7%	-0.4 pp
ROE	12.8%	4.3%	11.6%	8.5 pp	1.2 pp	7.0%	7.3%	-0.3 pp
NIM	93.0%	83.4%	85.4%	9.6 pp	7.6 pp	84.6%	81.6%	3.0 pp
NIM after provisions	80.0%	72.9%	74.9%	7.1 pp	5.1 pp	73.7%	71.5%	2.2 pp
Efficiency Ratio	78.6%	91.3%	80.6%	-12.7 pp	-2.0 pp	87.2%	85.7%	1.5 pp
Operating Efficiency	57.4%	59.2%	54.4%	-1.8 pp	3.0 pp	58.1%	54.5%	3.6 pp
Capital / Total Assets	90.0%	93.2%	91.3%	-3.2 pp	-1.3 pp	90.0%	93.2%	-3.2 pp
Average Loan (Ps.)	6,602	6,259	5,736	5.5%	15.1%	6,602	6,259	5.5%
Employees	921	952	950	-3.3%	-3.1%	921	952	-3.3%
Service Offices	58	60	58	-3.3%	0.0%	58	60	-3.3%

FX (Average)	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
4Q18	7.7183	19.8446	2.5711
4Q17	7.3390	18.9783	2.5859
3Q18	7.5466	18.9523	2.5114

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

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