

**GENTERA** 



# Corporate Presentation **1Q22**



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

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# About Gentera



# More than 31 years together fulfilling dreams

**We boost the dreams of our clients by attending their financial needs with human sense.** For more than 31 years, we have worked to bring opportunities that promote their development and that of their communities. We generate shared value through three values:



## **Social value:**

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



## **Human value:**

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



## **Economic value:**

We build innovative, efficient and profitable business models.

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

## Our Values



# Generating Social Impact in more than 31 years of history

- Three decades **servicing three generations**, mostly women of popular segments with a human sense.
- We have been the gateway for more than **13 million** people to the financial system.
- More than 100,000 people have joined our purpose, today we are more than **20,200 employees**.
- We serve more than **4.1 million** people in different geographies.



APOYAMOS  
EL PACTO GLOBAL



Genera is participant of the **United Nations Global Compact**, which commits us to fulfill the 10 Principles of the Global Compact.

Endorser of:



PRINCIPLES FOR  
RESPONSIBLE  
BANKING

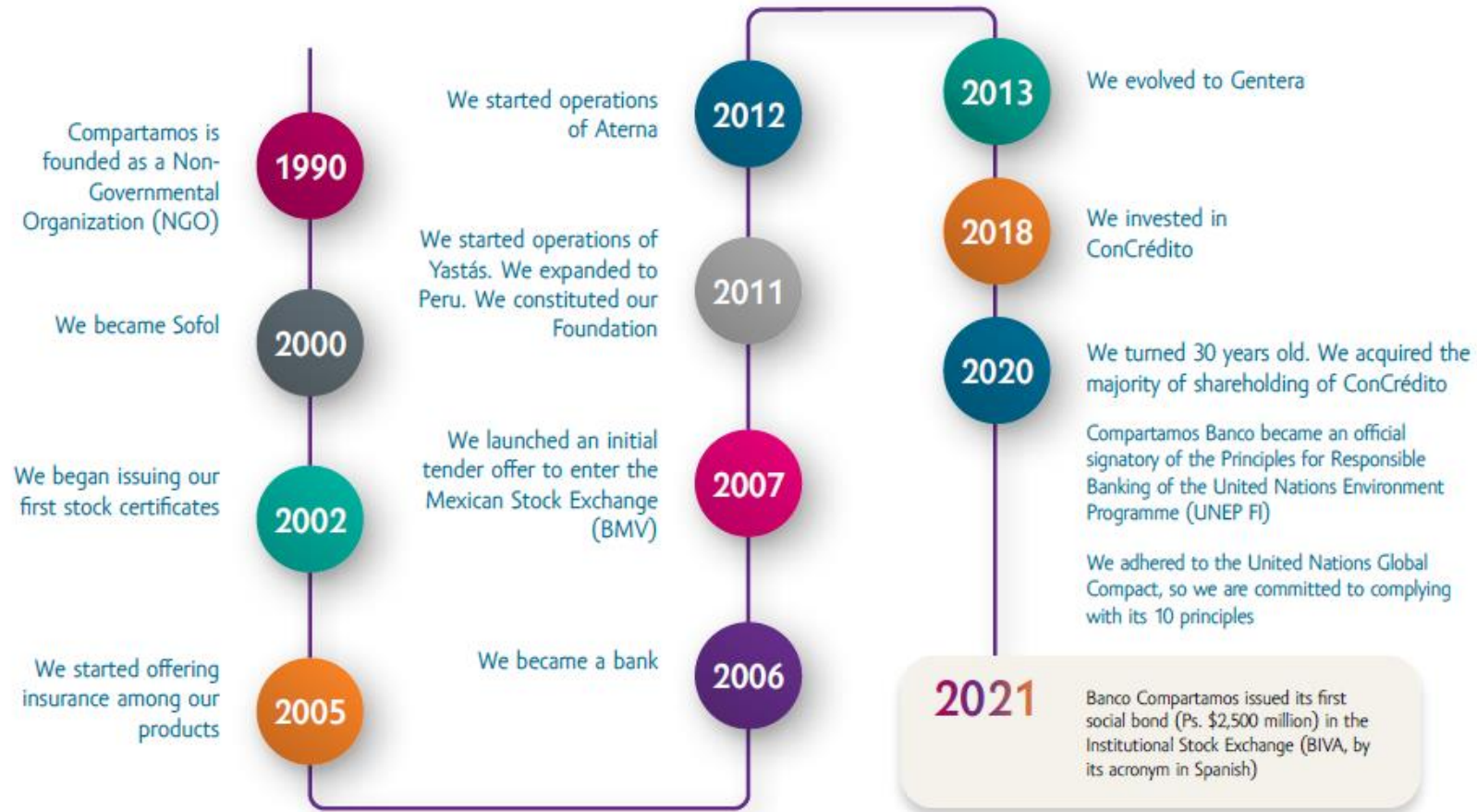
Compartamos Banco is signatory of the **Principles for Responsible Banking**, being the **first microfinance institution to be part of this initiative**.

# Corporate structure with the purpose of serving more clients



- **Compartamos (Mexico-Peru):** Leader in financial solutions for the sub-served segment.
- **Yastás (Mexico):** Correspondent network manager.
- **Aterna (Mexico-Peru):** Leading agent in microinsurance.
- **Fundación Compartamos:** It seeks to generate social value in the communities where it operates through its axes of action: education, volunteering, donation and contingencies.
- **ConCrédito:** Mexican company that offers financial solutions through distributors (Entrepreneurs), which may grant loans to final users.

# Our history, more than 31 years of evolution



**1Q22\***

+4.1 million users of financial services

\*3.47 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 639 thousand final users.



# Highlights 1Q22



Total Loan Portfolio reached the **largest figure in GENTERA's history** at Ps. 49,321 million, **+23.6%** compared 1Q21.



Net Income for 1Q22 reached **\$1,005 million**, 165.9% growth compared to the 1Q21.



Loan Portfolio with credit risk stage 3 for 1Q22 stood at **2.56%**, an improvement compared to NPL at 3.74% in the 1Q21.



## Solid Capital Position

Gentera, Capital / Total Assets **34.5%**. Banco Compartamos reached an ICAP at **37.1%**.



In México, **Banco Compartamos**, reached a microcredit loan portfolio at **\$28,946 million pesos**, a **+32.3%** compared to 1Q21.



In **Peru**, the total loan portfolio reached **\$17,242 million pesos**. Solvency Ratio **17.5%**



**Red Yastás** at the end of 1Q22, registered ~6.6 million operations, a figure **+12.8%** larger than that registered in 1Q21.



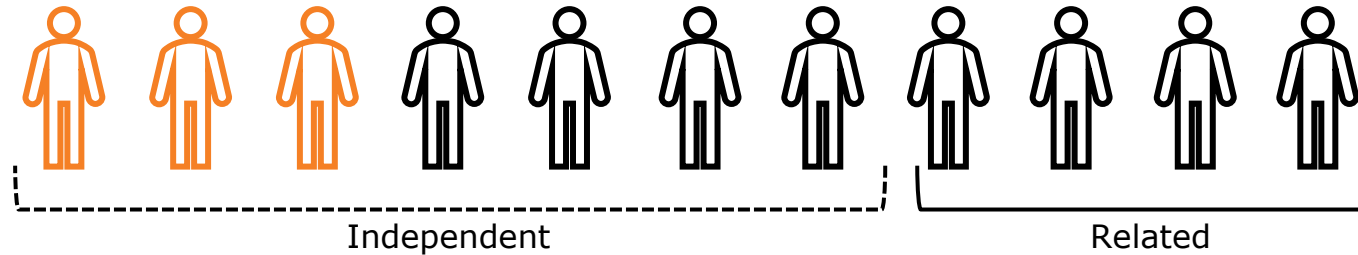
**Aterna** ended 1Q22 with more than **9.2 million** active insurance policies.



**ConCrédito** Loan Portfolio reached **\$3,133 million**, a **+35.4%** increase compared to 1Q21.

# Best practices in Corporate Governance

## 11 members on the Board of Directors



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

### Códigos

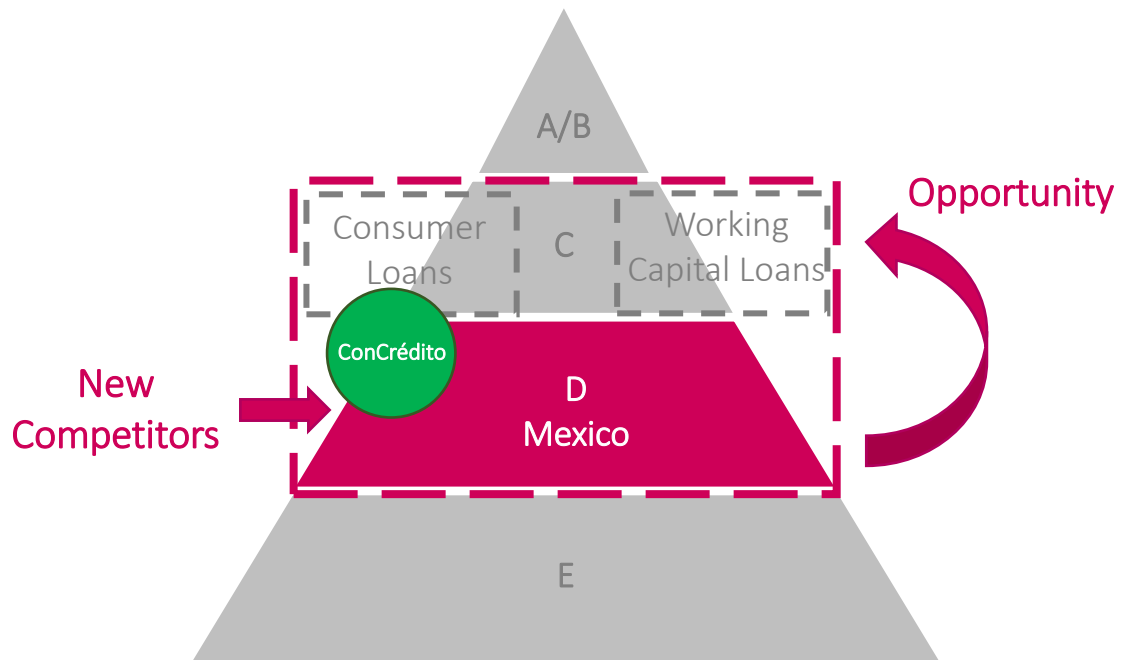
**Code of Good Corporate Governance**, which contains the regulations of the Board of Directors

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

# Potential market for working capital loans

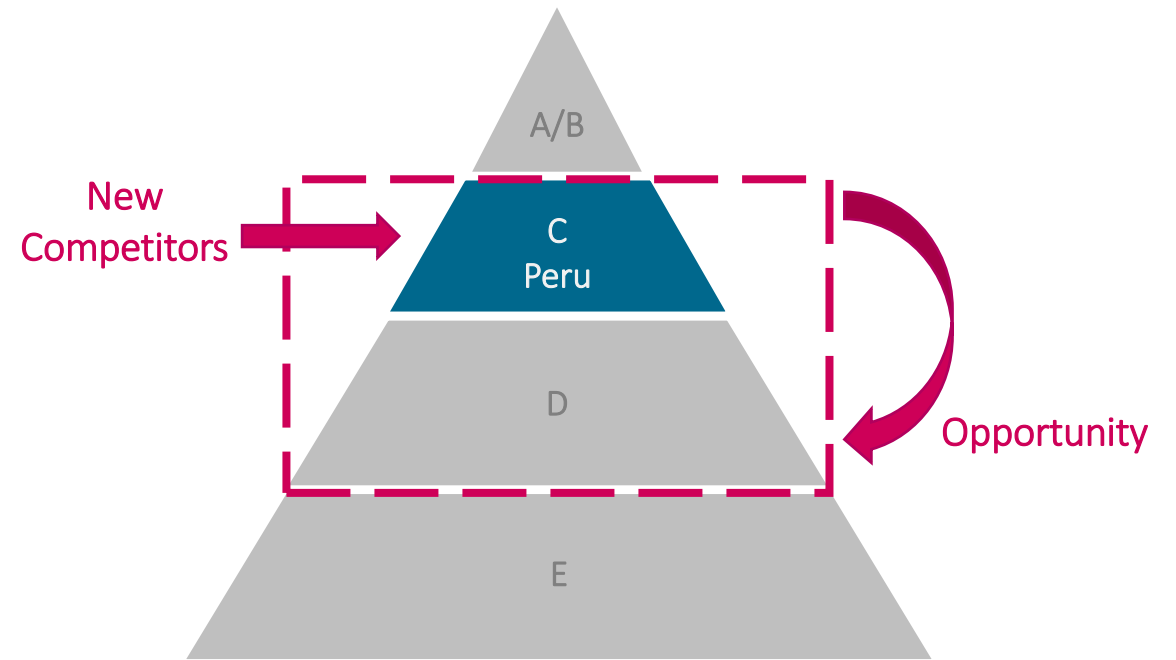
## Mexico

Banco Compartamos - ConCrédito



## Peru

Compartamos Financiera



# Principal loans in Mexico

CM Crédito Mujer	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Group loan for working capital purposes</li> <li>• Groups of 10 to 50 women</li> <li>• Group guarantee</li> </ul>	
Loan size	Ps. 6,000 Ps. 70,000
Average Ticket	Ps. 10,021
Term	16 weeks
Contribution to loan portfolio	59.2%
Contribution to number of clients	68.4%
Life insurance / number of clients	91.0%

CCR Crédito Comerciante	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Group loan for working capital purposes</li> <li>• Group of 5 to 20 members (men and women)</li> <li>• Group guarantee</li> </ul>	
Loan size	Ps. 7,000 Ps. 60,000
Average Ticket	Ps. 7,542
Term	5 a 6 months
Contribution to loan portfolio	16.9%
Contribution to number of clients	25.9%
Life insurance / number of clients	88.5%

CI Crédito Individual	
<b>General Characteristics:</b>	
<ul style="list-style-type: none"> <li>• Working capital loan. Fixed assets and investments</li> <li>• Mainly in urban areas</li> <li>• Personal guarantee</li> <li>• Have a salaried</li> </ul>	
Loan size	Ps. 20,000 Ps.200,000
Average Ticket	Ps. 28,766
Term	6 a 24 months
Contribution to loan portfolio	12.7%
Contribution to number of clients	5.1%
Life insurance / number of clients	88.7%

## Group Loans

# Other loans in Mexico

## Improvement loans for CM, CCR and CI

### General Characteristics:

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

Loan size	CM: Ps. 8,000 - Ps. 30,000 CCR: Ps. 8,000 - Ps. 30,000 CI: Ps. 5,000 - Ps. 50,000
Average Ticket	CM: Ps. 4,894 CCR: Ps. 5,073 CI: Ps. 5,109
Term	6 a 24 months
Contribution to loan portfolio	CM: 0.9% CCR: 0.2% CI: 0.01%

## Additional loans for CM and CCR

### General Characteristics:

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

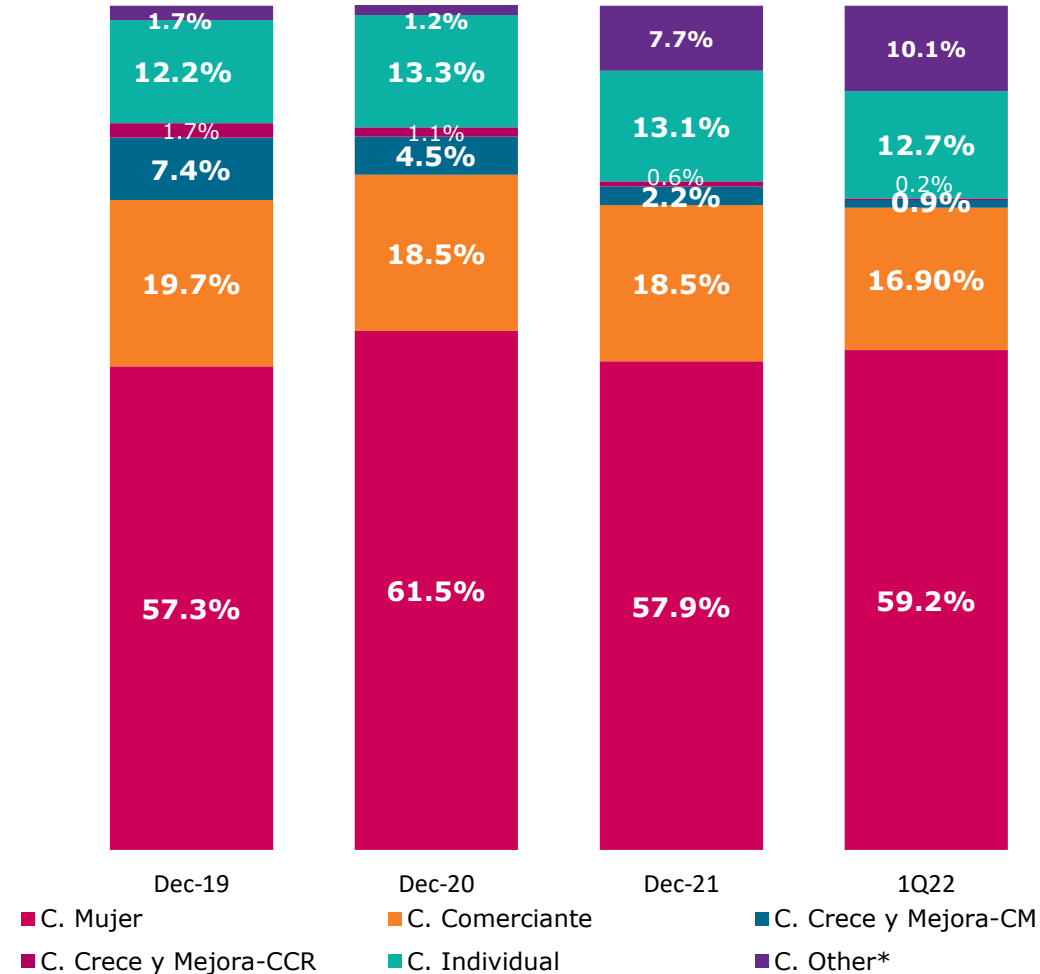
Loan size	Ps. 4,000 – Ps. 7,000
Average Ticket	CM: Ps. 2,561 CCR: Ps. 2,658
Term	4 a 5 months
Contribution to loan portfolio	CM: 0.01% CCR: 0.01%

Source: Compartamos Banco

# Evolution of loans methodologies

(2019-1Q22)

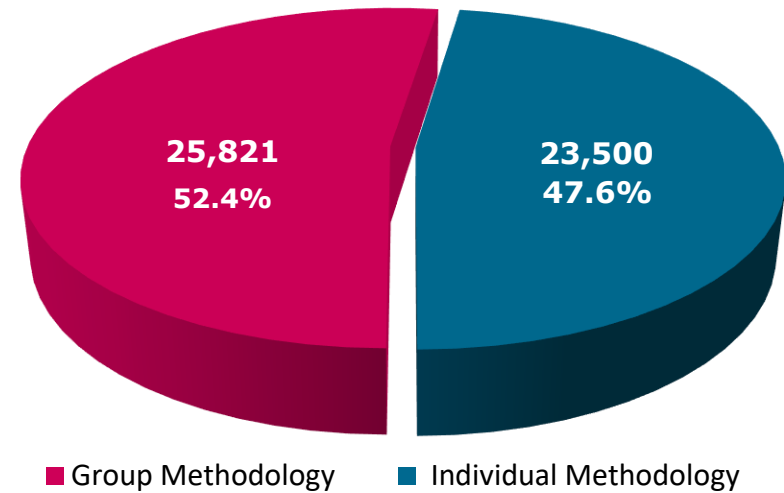
BANCO COMPARTAMOS, S.A. I.B.M.



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

## Genera Portfolio Distribution

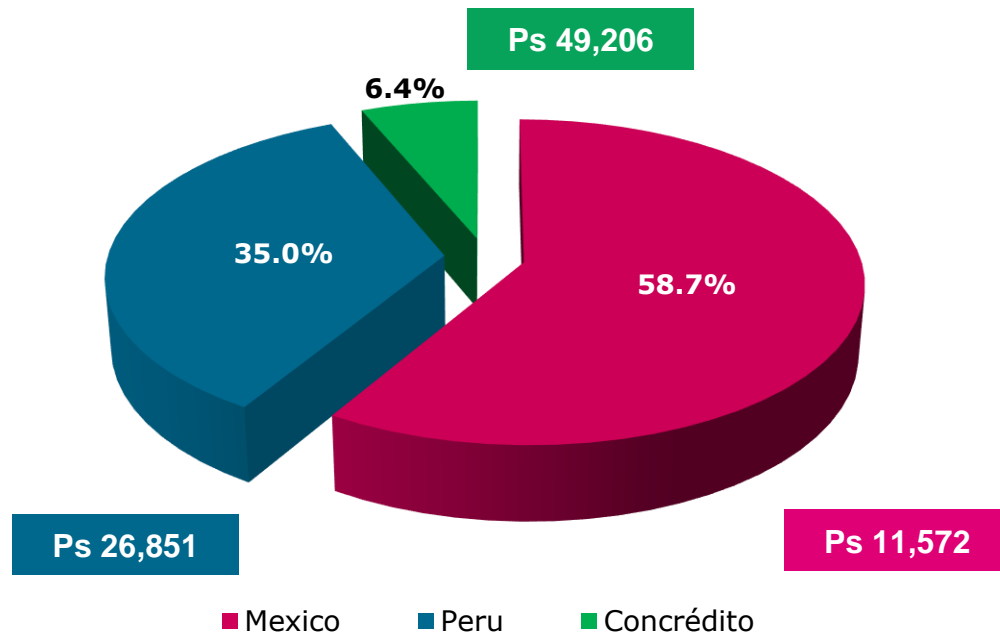
Mexico and Peru



**Around 89% of our clients are women**

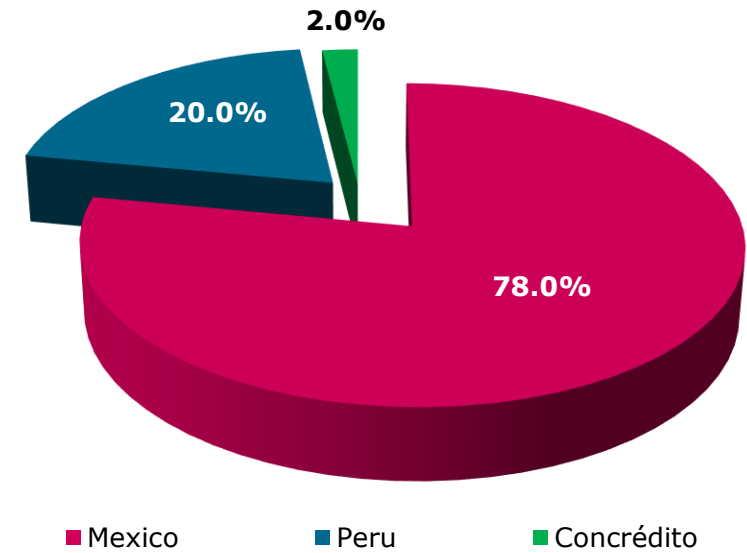
# Distribution per subsidiary

% Total loan portfolio and average ticket



Credit Clients per subsidiary

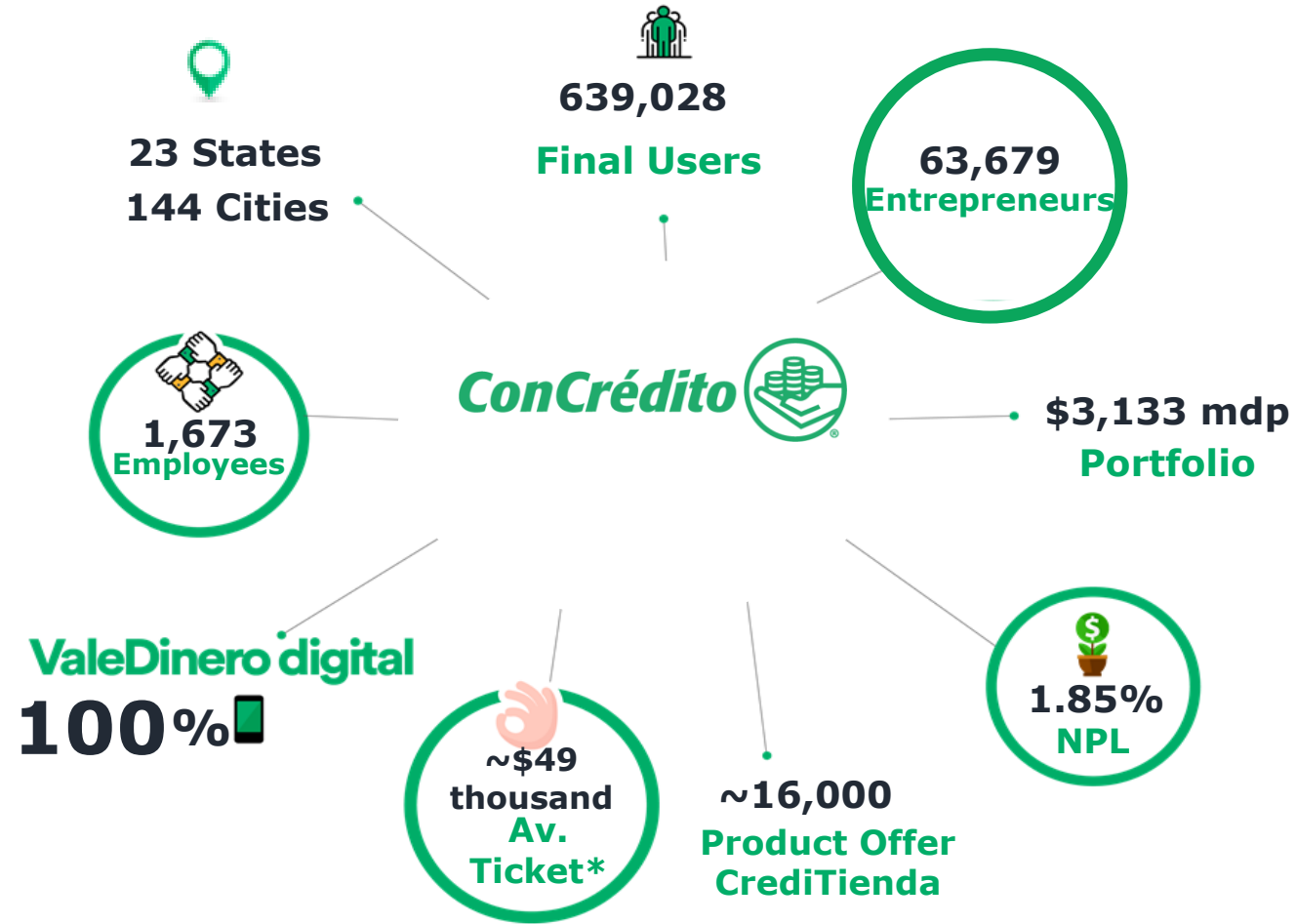
3,207,161 Credit Clients



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

# ConCrédito

(Financial institution that offers microcredits through apps)



Active clients reached more than **63 thousand Distributors** a **39.2% growth** compared to 1Q21 .

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

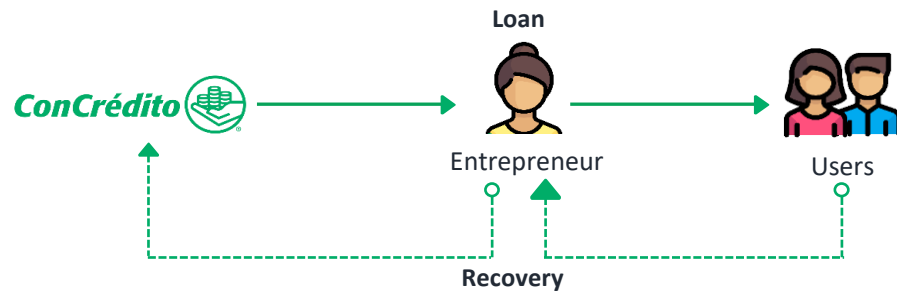


# ConCrédito - Products

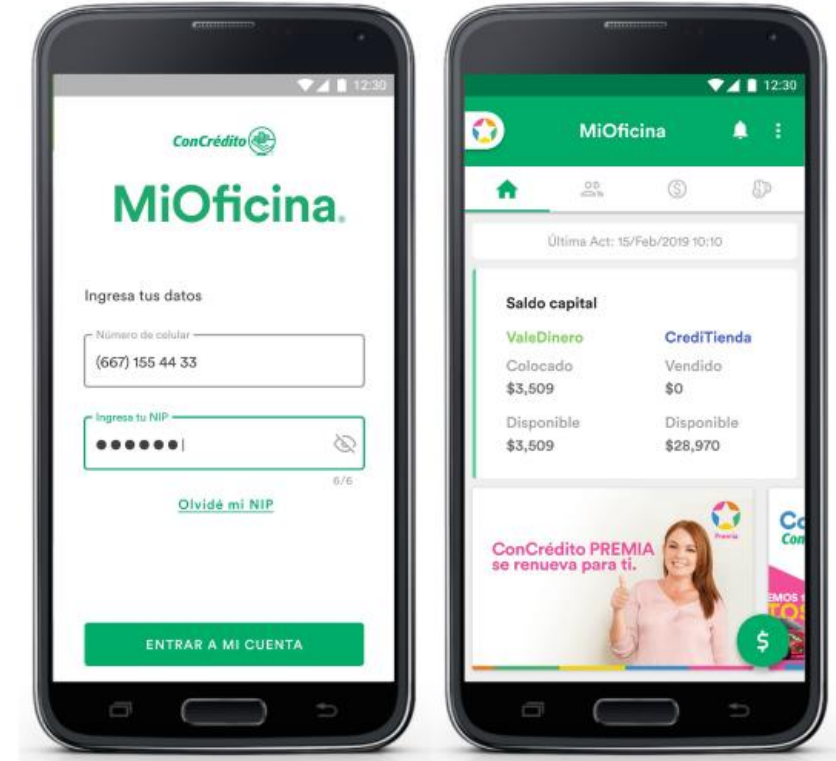
## ValeDinero

(Main line of business)

- **Maturity:** 1 to 18 biweeks
- **Loan Size:** Ps. 500 to Ps. 8,000
- **Final Users Per Entrepreneur:** 10
- **Av. Ticket Entrepreneurs:** Ps. 49,206\*
- **Av. Ticket Final Users:** Ps. 4,056



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



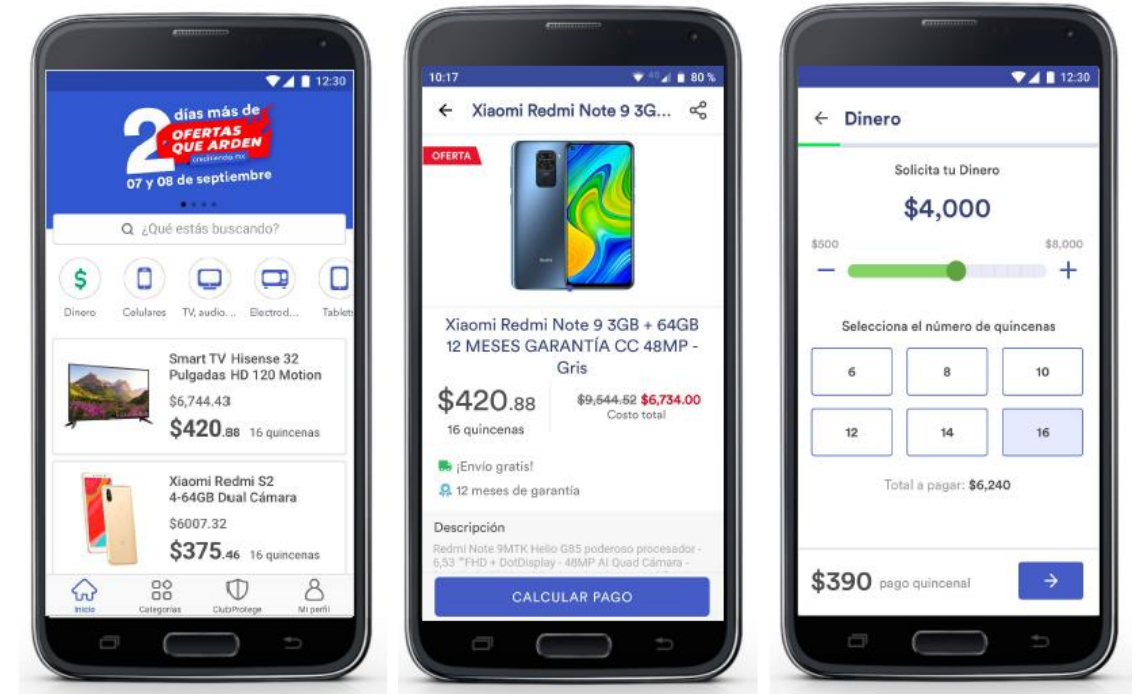
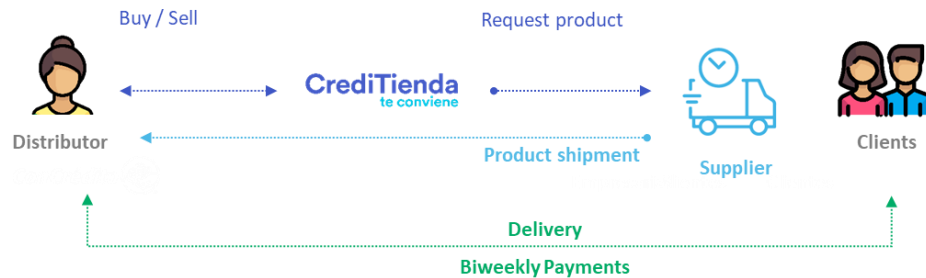
The Entrepreneur receives a credit line from ConCrédito to issue microcredits to authorized final users, and are responsible of the collection process, obtaining a bonus on the flow.

# ConCrédito - Products

## CrediTienda

(Offer products on credit through the CrediTienda app)

- **Beginning of Operations:** 2018
- **Maturity:** 6 to 16 biweeks
- **Apps Users:** 812,716
- **Product Offer:** ~16,000
- **Av. Ticket Final User:** Ps. 4,350
- **Portfolio:** Ps. 358 million\*

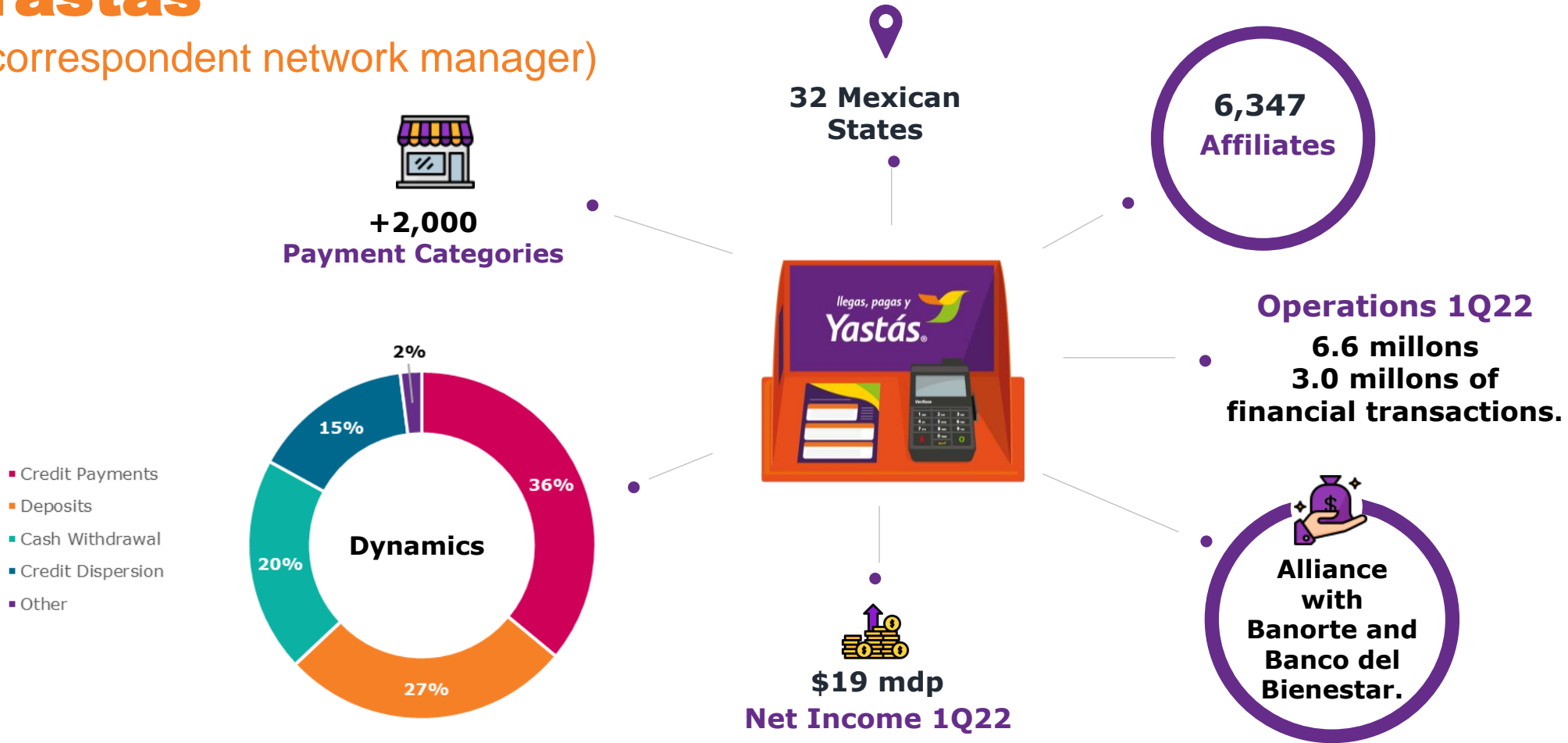


The Entrepreneurs sell products on credit. Based on the quality of the portfolio and punctuality of payments, the Entrepreneur obtains a bonus on the flow, which represents between 15% and 16.5% of the collection.

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

# Yastás

(correspondent network manager)



Yastás continued recording **strong levels of transactions** reaching **6.6 million operations** in this 1Q22.

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

# Aterna

(microinsurance broker)

## Products:



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







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



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

**Car Insurance:** Protects the car of Banco Compartamos clients against theft or total loss either for the amount chosen by the client, without deductible, or for the commercial value, with deductible.

## 1Q22

 <b>Active Policies</b>	9.2 million
 <b>Placed Policies</b>	<ul style="list-style-type: none"><li>• 1Q22 – 10.3 million</li><li>• 2Q21 – 35.7 million</li></ul>
 <b>Coverage</b>	Mexico and Peru
 <b>Net Income 1Q21</b>	\$27.5 million pesos

ATERNA ended the quarter with **9.2 million active insurance policies** throughout its operations in Mexico and Peru, a **25.9% growth** compared to 1Q21.



**Growth and profitability**

# Summary

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

Summary	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Clients <sup>1)</sup>	3,472,653	3,395,485	3,470,101	2.3%	0.1%
Credits Clients	3,207,161	3,026,518	3,198,777	6.0%	0.3%
Portfolio*	49,321	39,889	46,238	23.6%	6.7%
Net Income*	1,005	378	937	165.9%	7.3%
NPLs / Total Portfolio	2.56%	3.74%	2.82%	-1.18 pp	-0.26 pp
ROA	5.6%	2.2%	5.4%	3.4 pp	0.2 pp
ROE	16.0%	6.7%	15.4%	9.3 pp	0.6 pp
NIM	39.5%	32.1%	39.3%	7.4 pp	0.2 pp
NIM after provisions	31.8%	27.1%	31.7%	4.7 pp	0.1 pp
Efficiency Ratio	70.4%	84.6%	77.7%	-14.2 pp	-7.3 pp
Operating Efficiency	20.4%	20.7%	23.1%	-0.3 pp	-2.7 pp
Capital / Total Assets	34.5%	32.3%	35.3%	2.2 pp	-0.8 pp
Average Loan per Client	15,378	13,180	14,455	16.7%	6.4%
Employees	20,156	21,916	20,211	-8.0%	-0.3%
Service Offices**	555	675	579	-17.8%	-4.1%
Branches	143	160	143	-10.6%	0.0%

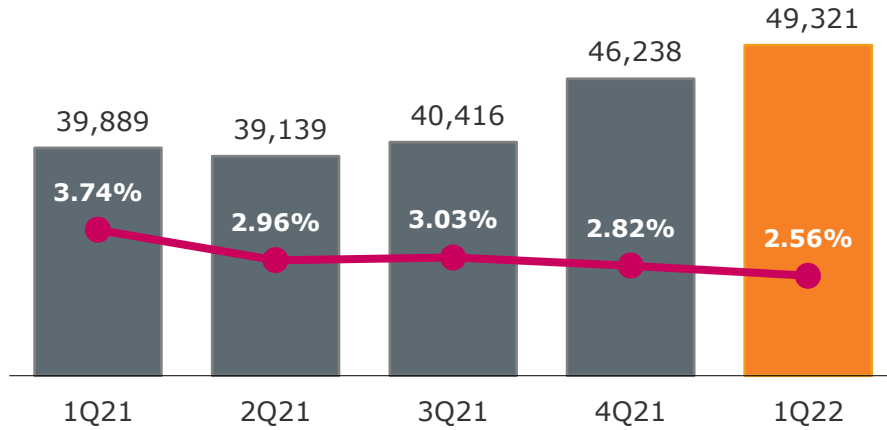
**1) In 1Q22 GENTERA served more than 4.1 million people.** 3.47 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 639 thousand final users.

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

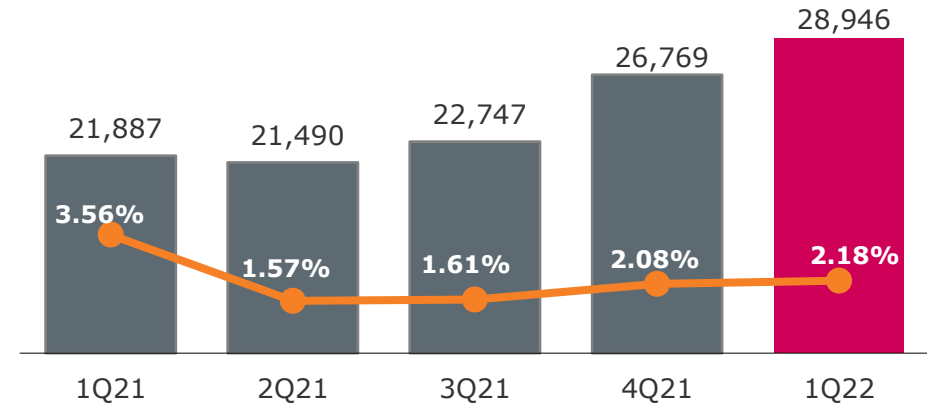
\*\* Branches are inside a Service Office (same location).

# Total Portfolio – NPL %

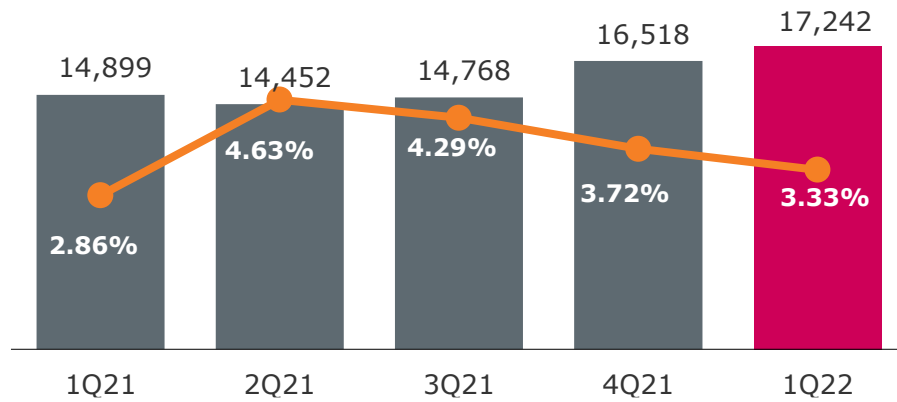
## Genera



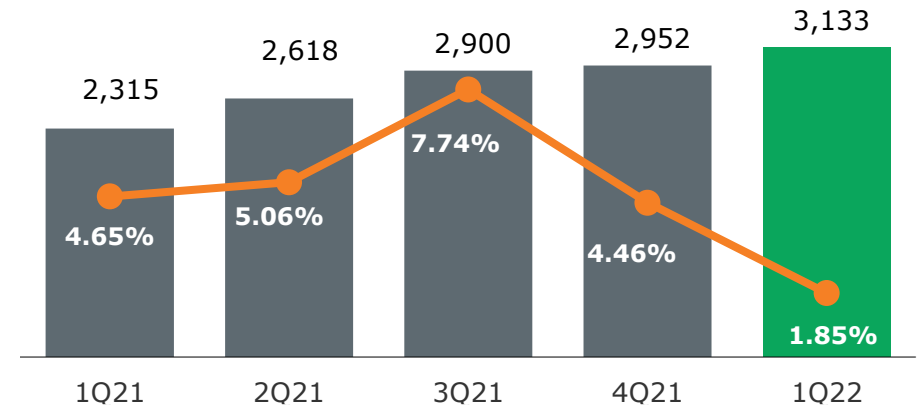
## Mexico – Banco Compartamos



## Peru



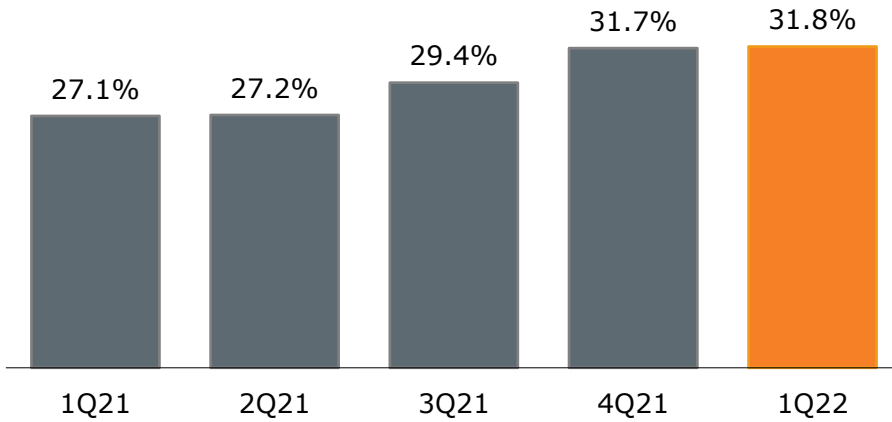
## ConCrédito



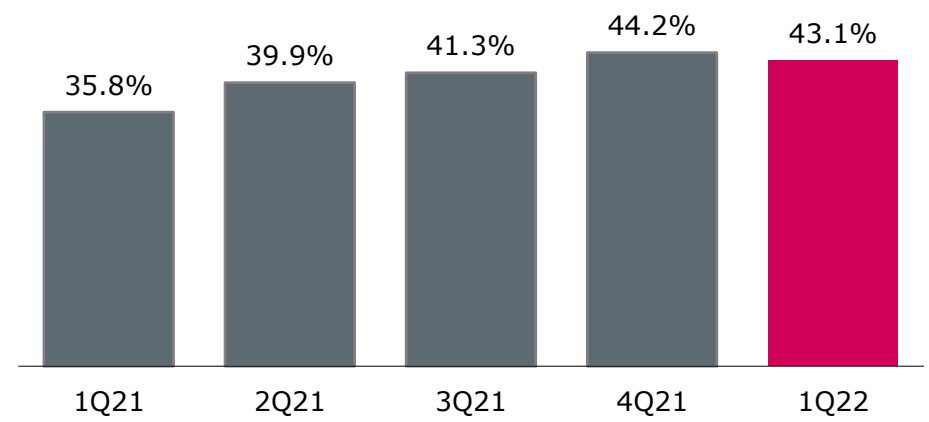
**Total Loan Portfolio** reached the **largest figure in GENTERA’s history** at Ps. 49,321 million, a **23.6% growth** compared to Ps. 39,889 million in 1Q21.

# NIM (%) after provisions

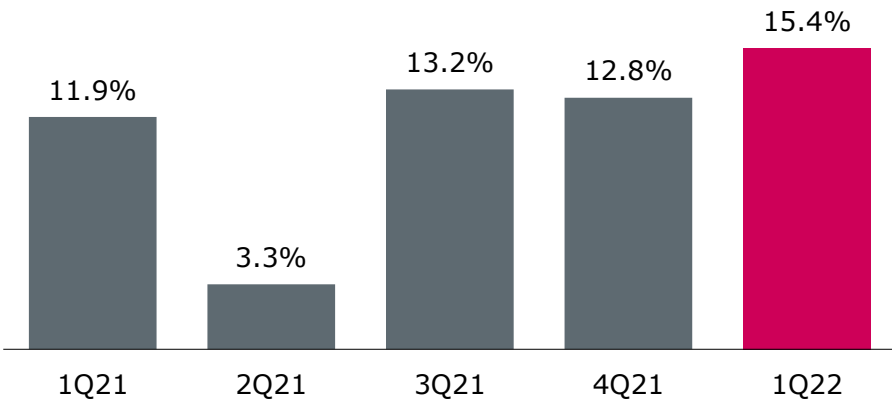
Genera



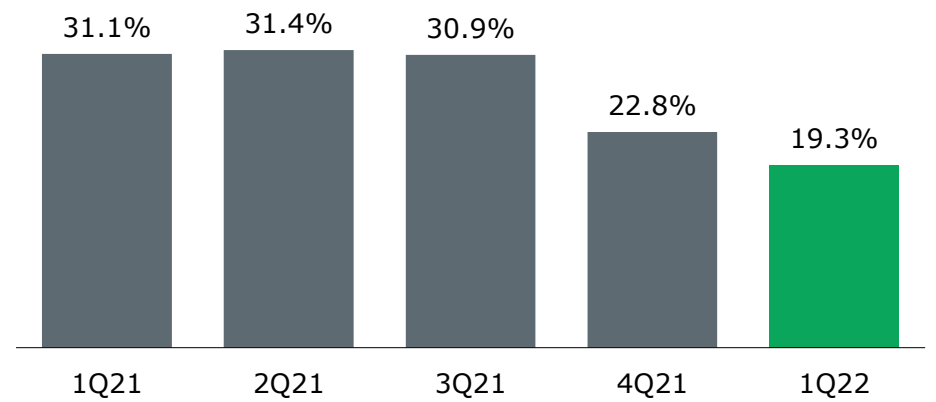
Mexico – Banco Compartamos



Peru



ConCrédito

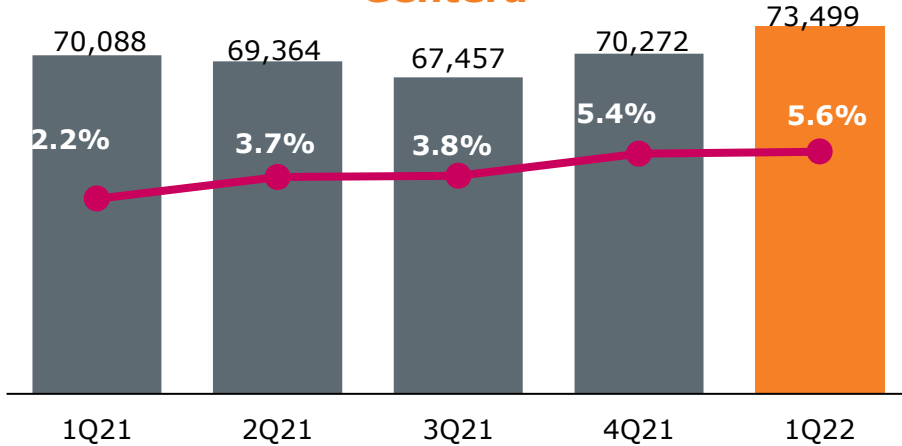


**NIM after provisions** stood at **31.8%** in 1Q22, an **increase** compared to **27.1%** in 1Q21, marking **solid improvements quarter over quarter**.

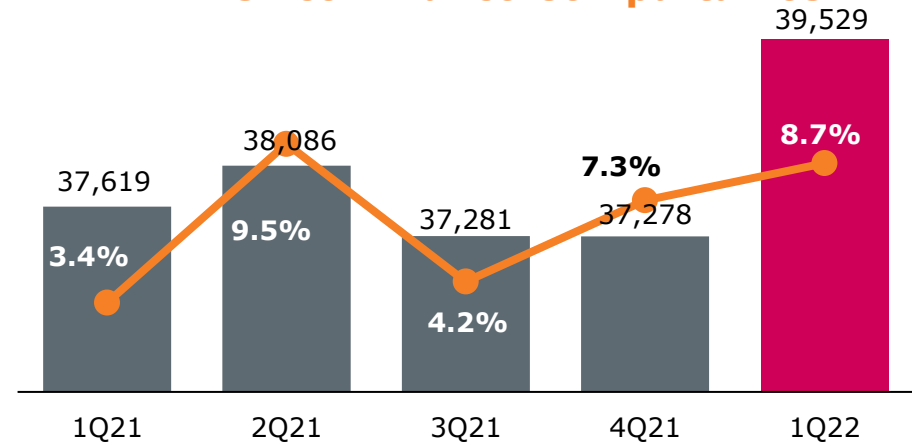


# Equity - ROAA

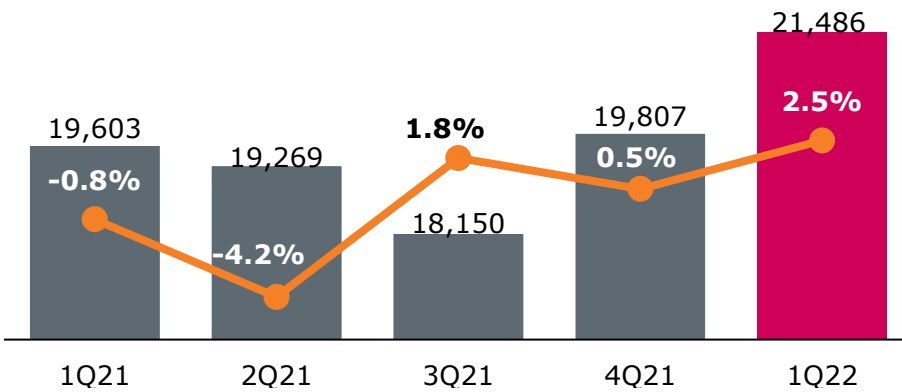
**Genera**



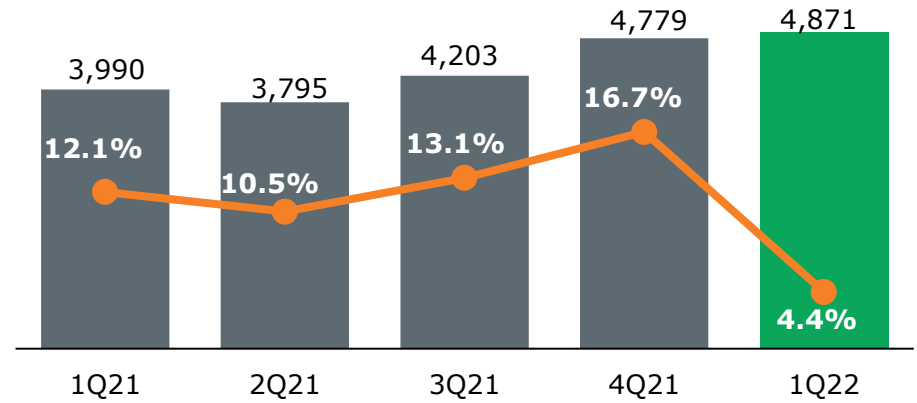
**Mexico – Banco Compartamos**



**Peru**



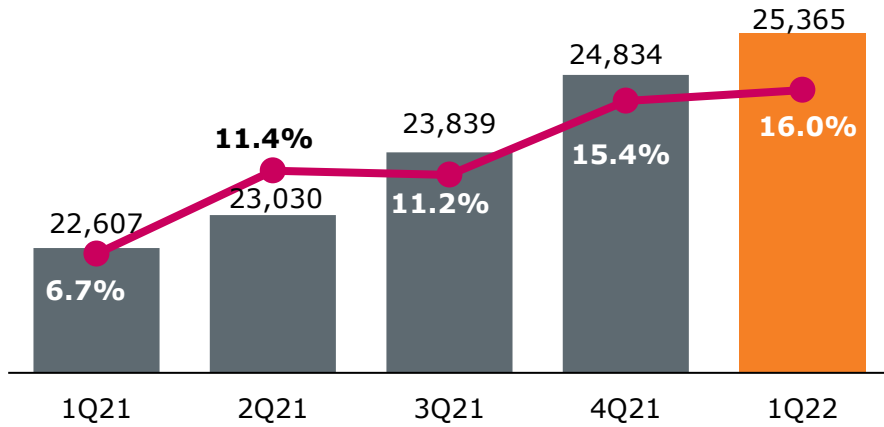
**ConCrédito**



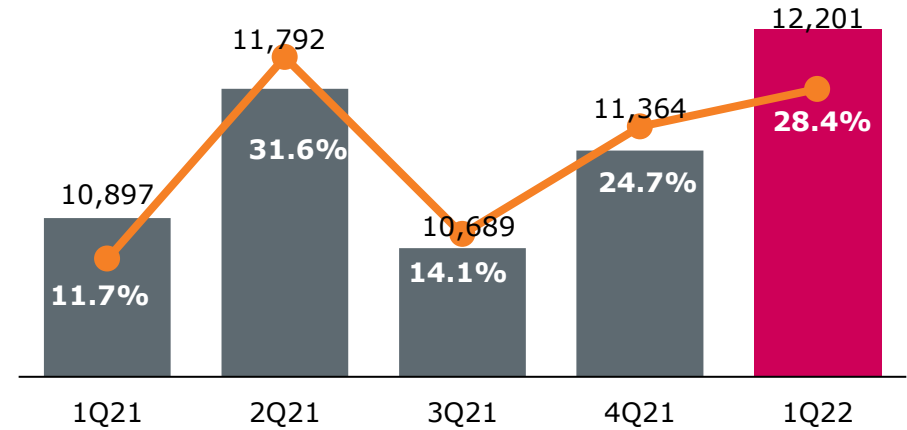
**ROA reached 5.6%, a solid improvement compared to a 2.2% ROA in 1Q21.**

# Assets - ROAE

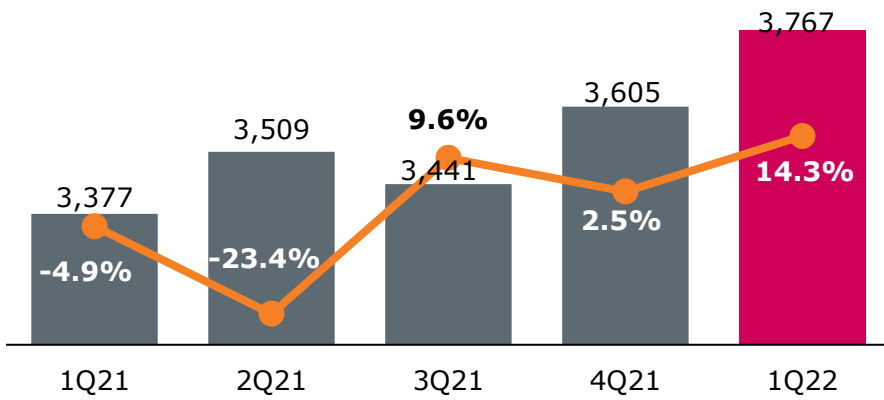
Genera



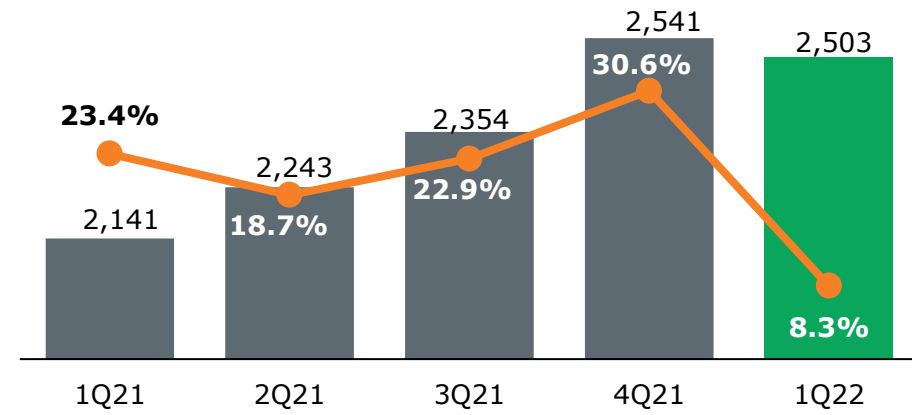
Mexico – Banco Compartamos



Peru



ConCrédito



**ROE** stood at **16.0%**, a strong **improvement** compared to 6.7% ROE in 1Q21.



**Financial Information**  
**1Q22**

# Statement of Financial Position

	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Cash and investments in financial instruments	13,127	19,812	13,850	-33.7%	-5.2%
Derivatives	18	0	13	N/C	38.5%
Loan portfolio with credit risk stage 1 and 2	48,058	38,398	44,935	25.2%	7.0%
Loan portfolio with credit risk stage 3	1,263	1,491	1,303	-15.3%	-3.1%
<b>Loan portfolio</b>	<b>49,321</b>	<b>39,889</b>	<b>46,238</b>	<b>23.6%</b>	<b>6.7%</b>
Deferred items	98	0	0	N/C	N/C
Allowance for loan losses	3,552	3,401	3,473	4.4%	2.3%
<b>Loan portfolio, net</b>	<b>45,867</b>	<b>36,488</b>	<b>42,765</b>	<b>25.7%</b>	<b>7.3%</b>
Other accounts receivable, net	2,787	3,045	3,187	-8.5%	-12.6%
Long-lived assets held for sale or distribute to owners	337	0	347	N/C	-2.9%
Properties, furniture and equipment, net	551	819	717	-32.7%	-23.2%
Permanent investment	112	100	113	12.0%	-0.9%
Asset for deferred income taxes, net	1,942	2,355	1,922	-17.5%	1.0%
Other assets	3,725	2,426	2,361	53.5%	57.8%
Goodwill	5,033	5,043	4,997	-0.2%	0.7%
<b>Total assets</b>	<b>73,499</b>	<b>70,088</b>	<b>70,272</b>	<b>4.9%</b>	<b>4.6%</b>
Deposits	15,642	15,459	15,151	1.2%	3.2%
Long term debt issuance	10,117	8,872	11,283	14.0%	-10.3%
Banking and other borrowings	14,282	17,469	12,674	-18.2%	12.7%
Creditors on repurchase/resell agreements	131	244	327	-46.3%	-59.9%
Obligations in securitization operations	1,388	968	1,404	43.4%	-1.1%
Lease liability	1,280	0	0	N/C	N/C
Other liabilities	5,159	4,254	4,262	21.3%	21.0%
Deferred credits and advance collections	135	215	337	-37.2%	-59.9%
<b>Total liabilities</b>	<b>48,134</b>	<b>47,481</b>	<b>45,438</b>	<b>1.4%</b>	<b>5.9%</b>
Capital stock	4,764	4,764	4,764	0.0%	0.0%
Premium on sale of stock	291	558	515	-47.8%	-43.5%
Capital reserves	1,845	1,845	1,845	0.0%	0.0%
Accumulated Retained Earnings	15,076	12,062	14,090	25.0%	7.0%
Other comprehensive results	228	(75)	20	N/C	N/C
<b>Total controlling interest</b>	<b>22,204</b>	<b>19,154</b>	<b>21,234</b>	<b>15.9%</b>	<b>4.6%</b>
Total non-controlling interest	3,161	3,453	3,600	-8.5%	-12.2%
<b>Total stockholders' equity</b>	<b>25,365</b>	<b>22,607</b>	<b>24,834</b>	<b>12.2%</b>	<b>2.1%</b>
<b>Total liabilities and stockholders' equity</b>	<b>73,499</b>	<b>70,088</b>	<b>70,272</b>	<b>4.9%</b>	<b>4.6%</b>

\* Figures expressed in Mexican pesos (millions)

# Statement of Comprehensive Income

	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Interest income	6,551	5,149	6,124	27.2%	7.0%
Interest expense	623	528	476	18.0%	30.9%
<b>Net Interest Income</b>	<b>5,928</b>	<b>4,621</b>	<b>5,648</b>	<b>28.3%</b>	<b>5.0%</b>
Provisions for loan losses	1,156	720	1,093	60.6%	5.8%
<b>Net interest income after provisions</b>	<b>4,772</b>	<b>3,901</b>	<b>4,555</b>	<b>22.3%</b>	<b>4.8%</b>
Commissions and fee income	444	316	453	40.5%	-2.0%
Commissions and fee expense	129	124	145	4.0%	-11.0%
Trading gains (losses)	(2)	6	1	-133.3%	-300.0%
Other operating income (expense)	117	151	257	-22.5%	-54.5%
Operating Expenses	3,662	3,595	3,981	1.9%	-8.0%
<b>Net operating income</b>	<b>1,540</b>	<b>655</b>	<b>1,140</b>	<b>135.1%</b>	<b>35.1%</b>
Participation in the net result of other entities	(1)	(3)	(6)	-66.7%	-83.3%
<b>Total income before income tax</b>	<b>1,539</b>	<b>652</b>	<b>1,134</b>	<b>136.0%</b>	<b>35.7%</b>
Income tax	534	274	266	94.9%	100.8%
<b>Net continued operations</b>	<b>1,005</b>	<b>378</b>	<b>868</b>	<b>165.9%</b>	<b>15.8%</b>
Discontinued operations	0	0	69	N/C	N/C
<b>Net income</b>	<b>1,005</b>	<b>378</b>	<b>937</b>	<b>165.9%</b>	<b>7.3%</b>
Other comprehensive income	208	0	0	N/C	N/C
<b>Comprehensive Result</b>	<b>1,213</b>	<b>378</b>	<b>937</b>	<b>220.9%</b>	<b>29.5%</b>
<b>Net Income attributable to:</b>	<b>1,005</b>	<b>378</b>	<b>937</b>	<b>165.9%</b>	<b>7.3%</b>
Controlling interest	977	319	843	206.3%	15.9%
Non Controlling interest	28	59	94	-52.5%	-70.2%
<b>Comprehensive income attributable to:</b>	<b>1,213</b>	<b>0</b>	<b>0</b>	N/C	N/C
Controlling interest	1,185	0	0	N/C	N/C
Non Controlling interest	28	0	0	N/C	N/C

\* Figures expressed in Mexican pesos (millions)

# NPLs per subsidiary

## NPL's per methodology and subsidiaries

PRODUCT	1Q22				1Q21				4Q21			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	17,150	269	1.57%	168	13,242	294	2.22%	447	15,504	233	1.50%	100
C. Comerciante	4,886	201	4.12%	125	4,095	197	4.80%	239	4,931	174	3.50%	85
Group Methodology	22,036	470	2.13%	293	17,337	491	2.83%	686	20,435	407	1.99%	185
C. Individual	3,675	108	2.93%	77	2,959	212	7.18%	74	3,520	111	3.16%	72
C. CA (de CM y CCR)	5	5 -		4	205	4	2.08%	9	32	5	17.75%	3
C. CCM( de CM, CCR y CI)	317	41	13.00%	24	1,385	73	5.28%	80	754	35	4.63%	16
C. CA Plus	2,784	8	0.30%	2	0	0	0.00%	0	2,028	0	0.01%	1
C. Otros (CGD)	129	0	0.00%	0	1	0	1.25%	0	0	0	0.00%	0
Individual Methodology	6,910	162	3.71%	107	4,550	289	6.37%	163	6,334	151	3.52%	92
<b>Banco Compartamos</b>	<b>28,946</b>	<b>632</b>	<b>2.18%</b>	<b>400</b>	<b>21,887</b>	<b>780</b>	<b>3.56%</b>	<b>849</b>	<b>26,769</b>	<b>558</b>	<b>2.08%</b>	<b>277</b>
C.Mujer	4,282	94	2.19%	34	3,266	168	5.15%	306	4,199	56	1.33%	73
Group Methodology Peru	4,282	94	2.19%	34	3,266	168	5.15%	306	4,199	56	1.33%	73
Comercial	8,814	290	3.29%	248	7,781	172	2.21%	98	7,219	347	4.80%	337
Microempresa	2,773	168	6.05%	94	2,989	76	2.55%	66	3,898	183	4.69%	110
Consumo	1,374	22	1.62%	33	863	9	1.07%	27	1,202	29	2.39%	37
Individual Methodology Peru	12,960	480	3.70%	376	11,633	257	2.21%	191	12,319	558	4.53%	483
<b>Compartamos Financiera</b>	<b>17,242</b>	<b>574</b>	<b>3.33%</b>	<b>410</b>	<b>14,899</b>	<b>426</b>	<b>2.86%</b>	<b>496</b>	<b>16,518</b>	<b>614</b>	<b>3.72%</b>	<b>556</b>
Group Methodology Guatemala	-	-	-	-	788	177	22.49%	45	-	-	-	-
<b>Compartamos Guatemala S.A.</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>788</b>	<b>177</b>	<b>22.49%</b>	<b>45</b>	<b>0</b>	<b>0.0</b>	<b>0.00%</b>	<b>0</b>
Individual Methodology ConCrédito	3,133	58	1.85%	230	2,315	108	4.65%	126	2,952	132	4.46%	175
<b>ConCrédito</b>	<b>3,133</b>	<b>58</b>	<b>1.85%</b>	<b>230</b>	<b>2,315</b>	<b>108</b>	<b>4.6%</b>	<b>126</b>	<b>2,952</b>	<b>132</b>	<b>4.5%</b>	<b>175</b>
<b>Total</b>	<b>49,321</b>	<b>1,264</b>	<b>2.56%</b>	<b>1,040</b>	<b>39,889</b>	<b>1,491</b>	<b>3.74%</b>	<b>1,516</b>	<b>46,238</b>	<b>1,303</b>	<b>2.82%</b>	<b>1,008</b>

Note: Compartamos Guatemala is not considered in GENTERA's figures in 1Q22 and 4Q21 but is considered in 1Q21.

\* Figures expressed in Mexican pesos (millions)

# Summary

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

	National Scale	Global Scale	Perspective
Fitch Ratings	'AA(mex) / F1+(mex)'	BB+ / B	Stable
Standard & Poor's	'mxA / mxA-1+'	BB+ / B'	Negative

Summary	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Clients	2,501,338	2,249,520	2,501,493	11.2%	0.0%
Portfolio*	28,946	21,887	26,769	32.3%	8.1%
Net Income	837	313	681	167.4%	22.9%
NPLs / Total Portfolio	2.18%	3.56%	2.08%	-1.38 pp	0.10 pp
ROA	8.7%	3.4%	7.3%	5.30 pp	1.40 pp
ROE	28.4%	11.7%	24.7%	16.7 pp	3.7 pp
NIM	48.5%	39.1%	50.6%	9.4 pp	-2.1 pp
NIM ap	43.1%	35.8%	44.2%	7.3 pp	-1.1 pp
Efficiency Ratio	68.2%	86.1%	79.8%	-17.9 pp	-11.6 pp
Operating Efficiency	27.9%	28.3%	33.3%	-0.4 pp	-5.4 pp
ICAP	37.1%	33.3%	37.1%	3.8 pp	0.0 pp
Capital / Total Assets	30.9%	29.0%	30.5%	1.9 pp	0.4 pp
Average Loan (Ps.)	11,572	9,730	10,701	18.9%	8.1%
Employees	13,574	14,137	13,574	-4.0%	0.0%
Service Offices**	450	525	474	-14.3%	-5.1%
Branches	143	160	143	-10.6%	0.0%

\*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).

# Statement of Financial Position

	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Cash and investments in financial instruments	6,404	11,889	7,116	-46.1%	-10.0%
Related parties	1,510	1,060	910	42.5%	65.9%
Loan portfolio with credit risk stage 1 and 2	28,314	21,107	26,211	34.1%	8.0%
Loan portfolio with credit risk stage 3	632	780	558	-19.0%	13.3%
<b>Loan portfolio</b>	<b>30,456</b>	<b>22,947</b>	<b>27,679</b>	<b>32.7%</b>	<b>10.0%</b>
Deferred items	74	0	0	N/C	N/C
Allowance for loan losses	1,654	1,609	1,571	2.8%	5.3%
<b>Loan portfolio, net</b>	<b>28,876</b>	<b>21,338</b>	<b>26,108</b>	<b>35.3%</b>	<b>10.6%</b>
Other accounts receivable, net	1,677	1,919	2,081	-12.6%	-19.4%
Properties, furniture and equipment, net	160	207	173	-22.7%	-7.5%
Asset for deferred income taxes, net	1,063	1,301	1,014	-18.3%	4.8%
Other assets	1,349	965	786	39.8%	71.6%
<b>Total assets</b>	<b>39,529</b>	<b>37,619</b>	<b>37,278</b>	<b>5.1%</b>	<b>6.0%</b>
Clients' Deposits	1,664	3,149	3,121	-47.2%	-46.7%
OD Deposits	18	15	16	20.0%	12.5%
Term deposits	1,377	0	0	N/C	N/C
Long term debt issuance	9,734	8,486	10,922	14.7%	-10.9%
Banking and other borrowings	10,763	13,707	9,364	-21.5%	14.9%
Derivates financial instruments	0	0	0	N/C	N/C
Lease liability	565	0	0	N/C	N/C
Other liabilities	3,086	1,365	2,491	126.1%	23.9%
Deferred credits and advance collections	121	0	0	N/C	N/C
<b>Total liabilities</b>	<b>27,328</b>	<b>26,722</b>	<b>25,914</b>	<b>2.3%</b>	<b>5.5%</b>
Capital stock	652	634	652	2.8%	0.0%
Capital reserves	600	582	600	3.1%	0.0%
Accumulated results	10,958	9,685	10,121	13.1%	8.3%
Other comprehensive income	(9)	(4)	(9)	125.0%	0.0%
<b>Total stockholders' equity</b>	<b>12,201</b>	<b>10,897</b>	<b>11,364</b>	<b>12.0%</b>	<b>7.4%</b>
<b>Total liabilities and stockholders' equity</b>	<b>39,529</b>	<b>37,619</b>	<b>37,278</b>	<b>5.1%</b>	<b>6.0%</b>

\* Figures expressed in Mexican pesos (millions)



# Statement of Comprehensive Income

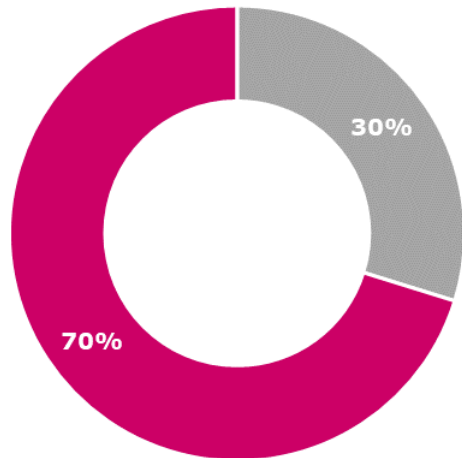
	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Interest income	4,696	3,576	4,622	31.3%	1.6%
Interest expense	421	327	332	28.7%	26.8%
<b>Net Interest Income</b>	<b>4,275</b>	<b>3,249</b>	<b>4,290</b>	<b>31.6%</b>	<b>-0.3%</b>
Provisions for loan losses	483	276	543	75.0%	-11.0%
<b>Net interest income after provisions</b>	<b>3,792</b>	<b>2,973</b>	<b>3,747</b>	<b>27.5%</b>	<b>1.2%</b>
Commissions and fee income	268	163	265	64.4%	1.1%
Commissions and fee expense	154	137	170	12.4%	-9.4%
Trading gains (losses)	(2)	6	1	-133.3%	-300.0%
Other operating income (expense)	21	17	44	23.5%	-52.3%
Operating Expenses	2,677	2,601	3,101	2.9%	-13.7%
<b>Net operating income</b>	<b>1,248</b>	<b>421</b>	<b>786</b>	<b>196.4%</b>	<b>58.8%</b>
<b>Total income before income tax</b>	<b>1,248</b>	<b>421</b>	<b>786</b>	<b>196.4%</b>	<b>58.8%</b>
Income tax	411	108	105	280.6%	291.4%
<b>Net income</b>	<b>837</b>	<b>313</b>	<b>681</b>	<b>167.4%</b>	<b>22.9%</b>

\* Figures expressed in Mexican pesos (millions)

# Funding structure

## Debt profile excluding clients deposits

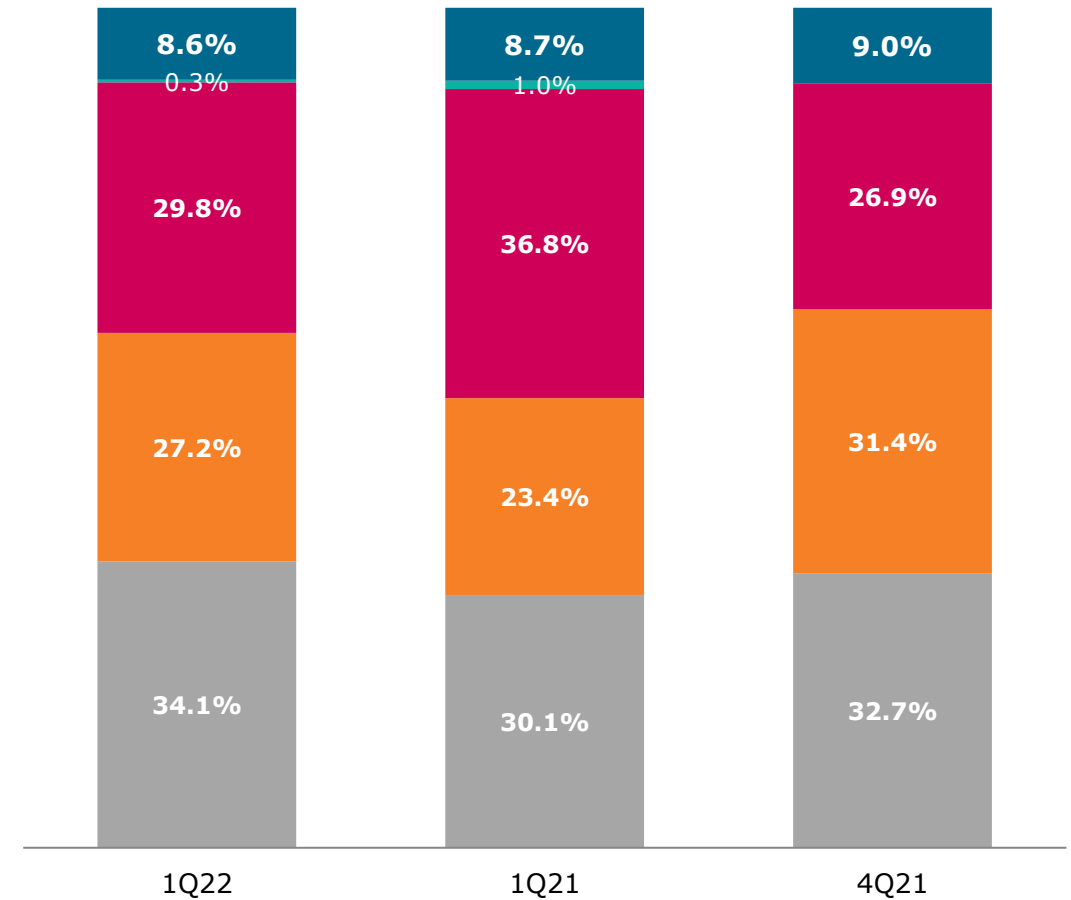
Year	Maturity	%
2022	1,350	7%
2023	5,396	26%
2024	5,179	25%
2025	5,329	26%
2026	3,115	15%
<b>Total</b>	<b>20,369</b>	<b>100%</b>



■ Fixed Rate ■ Variable Rate

**88% of Banco Compartamos liabilities are Long-Term**

## 6.2%: Cost of Funds 1Q22



■ Capital ■ LT Debt ■ Development Bank ■ Commercial Bank ■ Deposits

# Allowance for loan losses

Risk	1Q22			1Q21			4Q21		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.2%	18,945	224	1.2%	14,736	179	1.2%	17,029	204
A-2	1.6%	2,407	38	2.0%	1,973	39	2.0%	1,810	35
B-1	3.9%	947	37	3.4%	97	3	3.9%	1,052	41
B-2	4.2%	1,339	56	4.2%	773	32	4.1%	1,465	61
B-3	5.6%	580	33	5.7%	375	21	5.6%	569	32
C-1	7.2%	2,926	210	7.1%	2,389	170	7.2%	2,582	185
C-2	10.8%	1,605	173	10.9%	1,147	125	10.8%	1,517	164
D	22.4%	597	134	22.2%	392	87	22.5%	598	135
E	68.8%	1,108	763	72.9%	1,066	777	67.4%	1,057	713
<b>Total</b>		<b>30,456</b>	<b>1,667</b>		<b>22,947</b>	<b>1,434</b>		<b>27,679</b>	<b>1,570</b>
<b>Coberage Ratio <sup>1</sup></b>			<b>261.9%</b>			<b>206.3%</b>			<b>281.7%</b>

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

<sup>2</sup> Figure as of 4Q20 doesn't consider additional reserve for contingency

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

# Summary



## Compartamos Financiera (Peru)

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

Summary	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Clients	642,144	622,741	634,645	3.1%	1.2%
Portfolio *	17,242	14,899	16,518	15.7%	4.4%
Net Income *	131	(42)	22	N/C	496.2%
NPLs / Total Portfolio	3.33%	2.86%	3.72%	0.47 pp	-0.39 pp
ROA	2.5%	-0.8%	0.5%	3.30 pp	2.00 pp
ROE	14.3%	-4.9%	2.5%	19.2 pp	11.8 pp
NIM	22.2%	18.7%	19.9%	3.5 pp	2.3 pp
NIM after provisions	15.4%	11.9%	12.8%	3.5 pp	2.6 pp
Efficiency Ratio	75.4%	98.6%	86.8%	-23.2 pp	-11.4 pp
Capital / Total Assets	17.5%	17.4%	18.2%	0.1 pp	-0.7 pp
Average Loan (Ps.)	26,851	23,924	26,027	12.2%	3.2%
Employees	4,662	5,163	4,779	-9.7%	-2.4%
Service Offices	105	108	105	-2.8%	0.0%

Group loans represented **22.0%** of the portfolio, and **69.3%** 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.

# Statement of Financial Position



	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Cash and investments in financial instruments	4,006.0	4,674.8	3,431.4	-14.3%	16.7%
Derivatives	0.0	0.0	0.0	N/C	0.0%
Loan portfolio with credit risk stage 1 and 2	16,668.7	14,473.1	15,904.0	15.2%	4.8%
Loan portfolio with credit risk stage 3	573.6	425.6	614.0	34.8%	-6.6%
<b>Loan portfolio</b>	<b>17,242.3</b>	<b>14,898.7</b>	<b>16,518.0</b>	<b>15.7%</b>	<b>4.4%</b>
Deferred items	18.0	0	0	N/C	N/C
Allowance for loan losses	1,529.2	1,431.2	1,496.2	6.8%	2.2%
<b>Loan portfolio, net</b>	<b>15,731.0</b>	<b>13,467.4</b>	<b>15,021.8</b>	<b>16.8%</b>	<b>4.7%</b>
Other accounts receivable, net	457.2	479.3	381.1	-4.6%	20.0%
Properties, furniture and equipment, net	221.2	353.7	347.0	-37.5%	-36.3%
Asset for deferred income taxes, net	306.4	340.7	365.8	-10.1%	-16.2%
Other assets	764.4	287.1	260.3	166.2%	193.7%
<b>Total assets</b>	<b>21,486.0</b>	<b>19,602.9</b>	<b>19,807.3</b>	<b>9.6%</b>	<b>8.5%</b>
Deposits	12,600.0	12,309.3	12,028.2	2.4%	4.8%
Long term debt issuance	382.7	386.3	361.9	-0.9%	5.8%
Banking and other borrowings	3,309.0	2,716.1	3,009.2	21.8%	10.0%
Creditors on repurchase/resell agreements	131.0	244.5	327.2	-46.4%	-60.0%
Lease liability	487.6	0	0	N/C	N/C
Income tax liability	0	0	0	N/C	N/C
Other liabilities	796.7	538.0	475.8	48.1%	67.5%
Deferred credits and advance collections	11.7	0	0	N/C	N/C
<b>Total liabilities</b>	<b>17,718.7</b>	<b>16,194.3</b>	<b>16,202.3</b>	<b>9.4%</b>	<b>9.4%</b>
Capital stock	2,571.8	2,571.5	2,604.2	0.0%	-1.2%
Capital reserves	709.0	209.8	706.7	238.0%	0.3%
Other comprehensive income	(45.0)	156.0	(27.8)	-128.8%	62.1%
Accumulated results	512.2	440.1	301.5	16.4%	69.9%
<b>Total controlling interest</b>	<b>3,748.0</b>	<b>3,377.4</b>	<b>3,584.6</b>	<b>11.0%</b>	<b>4.6%</b>
Total non-controlling interest	19.3	31.3	20.4	-38.3%	-5.5%
<b>Total stockholders' equity</b>	<b>3,767.3</b>	<b>3,408.6</b>	<b>3,605.0</b>	<b>10.5%</b>	<b>4.5%</b>
<b>Total liabilities and stockholders' equity</b>	<b>21,486.0</b>	<b>19,602.9</b>	<b>19,807.3</b>	<b>9.6%</b>	<b>8.5%</b>

FX (End of period):	PEN-USD	MXN-USD	MXN-PEN
1Q22	3.70	19.89	5.38
1Q21	3.76	20.44	5.44
4Q21	3.99	20.51	5.14

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.

# Statement of Comprehensive Income



	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Interest income	1,272	1,061	1,038	19.9%	22.5%
Interest expense	160.3	155.2	113.6	3.3%	41.1%
<b>Net interest income</b>	<b>1,111.5</b>	<b>905.6</b>	<b>924.5</b>	<b>22.7%</b>	<b>20.2%</b>
Provisions for loan losses	343.7	331.8	328.8	3.6%	4.5%
<b>Net interest income after provisions</b>	<b>767.8</b>	<b>573.8</b>	<b>595.7</b>	<b>33.8%</b>	<b>28.9%</b>
Commissions and fee income	112.1	97.1	119.4	15.5%	-6.2%
Commissions and fee expenses	24.1	28.4	16.7	-15.3%	44.2%
Other operating income (expense)	1.2	(25.6)	(24.0)	-104.8%	-105.1%
Operating expenses	646.2	608.0	585.1	6.3%	10.4%
<b>Net operating income</b>	<b>210.8</b>	<b>8.8</b>	<b>89.3</b>	<b>N/C</b>	<b>136.1%</b>
Participation in the net result of other entities	(2.7)	0.0	(0.0)	N/C	N/C
<b>Total income before income tax</b>	<b>208.1</b>	<b>8.8</b>	<b>89.3</b>	<b>N/C</b>	<b>133.0%</b>
Income tax	76.7	50.4	67.3	52.3%	14.0%
<b>Net income</b>	<b>131.4</b>	<b>(41.6)</b>	<b>22.0</b>	<b>-415.8%</b>	<b>496.2%</b>
Controlling interest	136.3	(37.4)	25.7	-464.2%	431.1%
Non Controlling interest	(4.8)	-4	(3.6)	15.1%	33.7%

FX (Average)	PEN-USD	MXN-USD	MXN-PEN
1Q22	3.81	20.50	5.39
1Q21	3.66	20.34	5.56
4Q21	4.03	20.75	5.15

Peru figures are reported under Mexican GAAP

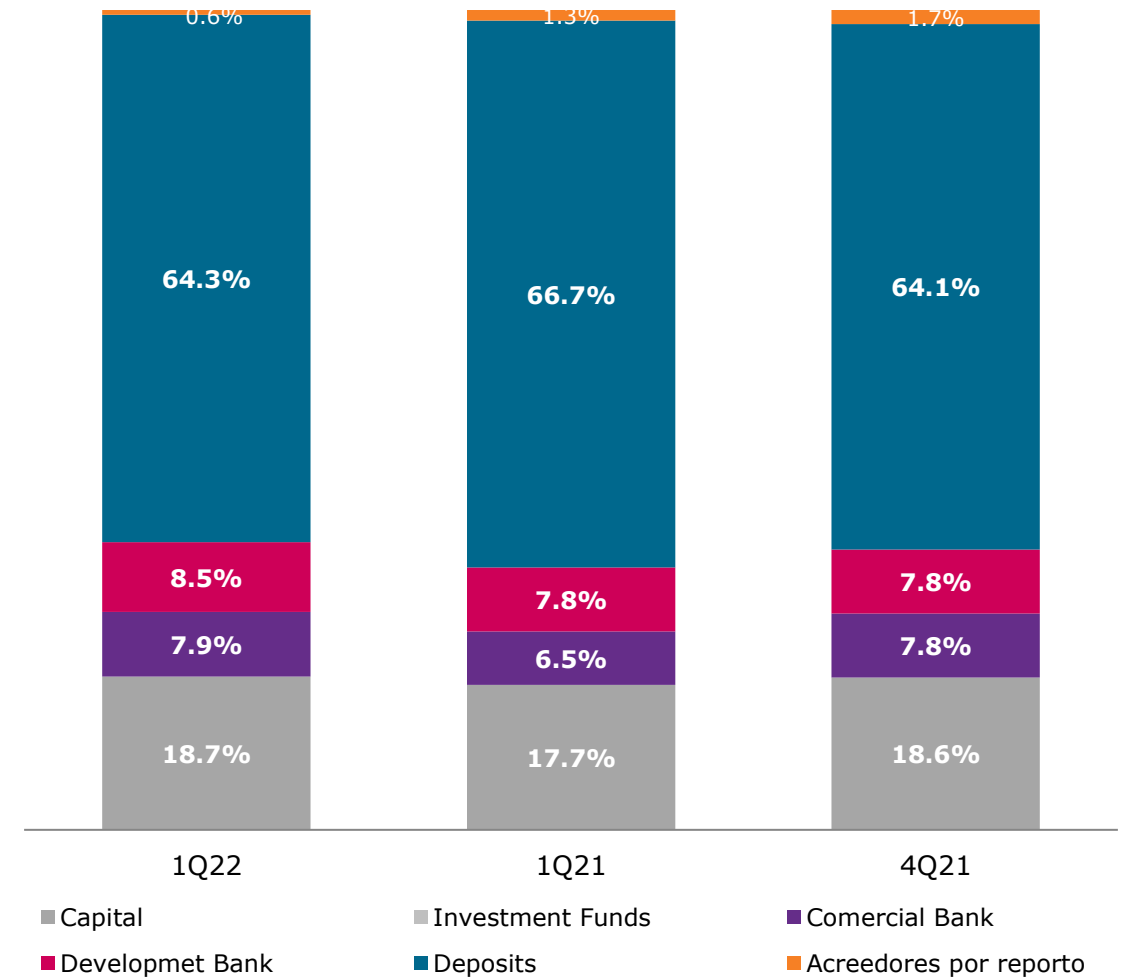
Figures are expressed in Mexican Peso with its corresponding FX

Source: Banco de México and Banco Central of Perú

# Funding structure



**4.1%**  
**Cost of Funds 1Q22**



# Summary

## ConCrédito

Fin Útil, S.A. de C.V. SOFOM, E.N.R.

Comfu, S.A. de C.V.

ConCrédito	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Clients	63,679	45,744	62,639	39.2%	1.7%
Portfolio *	3,133	2,315	2,952	35.4%	6.1%
Net Income *	53	122	187	-56.8%	-71.9%
NPLs / Total Portfolio	1.85%	4.65%	4.46%	-2.80 pp	-2.61 pp
ROA	4.4%	12.1%	16.7%	-7.7 pp	-12.30 pp
ROE	8.3%	23.4%	30.6%	-15.1 pp	-22.3 pp
NIM	44.1%	41.7%	45.6%	2.4 pp	-1.5 pp
NIM after provisions	19.3%	31.1%	22.8%	-11.8 pp	-3.5 pp
Write - offs *	230	126	175	82.4%	31.4%
Coverage Ratio	661.0%	194.6%	317.0%	466.4 pp	344.0 pp
Average Loan per Client	49,206	50,607	47,131	-2.8%	4.4%
Employees	1,673	1,604	1,624	4.3%	3.0%

**More than 13 years of experience in grating credits**

**100% of loan disbursements are made digitally**

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



# Statement of Financial Position

	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Cash and investments in financial instruments	1,069.7	1,165.8	1,362.5	-8.2%	-21.5%
Derivatives	17.6	0.0	12.8	N/C	37.0%
Loan portfolio with credit risk stage 1 and 2	3,075.4	2,207.4	2,820.5	39.3%	9.0%
Loan portfolio with credit risk stage 3	58.0	107.6	131.8	-46.1%	-56.0%
<b>Loan portfolio</b>	<b>3,133.4</b>	<b>2,315.0</b>	<b>2,952.2</b>	<b>35.4%</b>	<b>6.1%</b>
Deferred items	6.6	0.0	0.0	N/C	N/C
Allowance for loan losses	383.0	209.4	417.7	82.9%	-8.3%
<b>Loan portfolio, net</b>	<b>2,756.9</b>	<b>2,105.6</b>	<b>2,534.5</b>	<b>30.9%</b>	<b>8.8%</b>
Other accounts receivable, net	463.0	371.3	467.7	24.7%	-1.0%
Properties, furniture and equipment, net	22.8	35.0	21.8	-35.0%	4.6%
Rights of use assets, properties, furniture and equipment, net	65.4	0.0	0.0	N/C	N/C
Asset for deferred income taxes, net	312.9	150.5	250.5	108.0%	24.9%
Other assets	163.0	162.1	129.6	0.6%	25.8%
<b>Total assets</b>	<b>4,871.3</b>	<b>3,990.3</b>	<b>4,779.4</b>	<b>22.1%</b>	<b>1.9%</b>
Securitization transactions	1,400.0	974.2	1,405.0	43.7%	-0.4%
Banking and other borrowings	450.0	572.5	436.7	-21.4%	3.1%
Lease liability	71.3	0.0	0.0	N/C	N/C
Other accounts payable	460.3	302.8	396.9	52.0%	16.0%
Interest payable	4.4	0.0	0.0	N/C	N/C
Financial instruments qualify as a liability	-17.3	0.0	0.0	N/C	N/C
<b>Total liabilities</b>	<b>2,368.7</b>	<b>1,849.5</b>	<b>2,238.5</b>	<b>28.1%</b>	<b>5.8%</b>
Capital stock	1,424.3	1,424.3	1,424.3	0.0%	0.0%
Premium on sale of stock	6.7	6.7	6.7	0.0%	0.0%
Accumulated results	1,071.7	709.8	1,110.0	51.0%	-3.5%
Other comprehensive income	0.0	0.0	0.0	N/C	N/C
<b>Total stockholders' equity</b>	<b>2,502.6</b>	<b>2,140.8</b>	<b>2,540.9</b>	<b>16.9%</b>	<b>-1.5%</b>
<b>Total liabilities and stockholders' equity</b>	<b>4,871.3</b>	<b>3,990.3</b>	<b>4,779.4</b>	<b>22.1%</b>	<b>1.9%</b>

\* Figures expressed in Mexican pesos (millions)

# Statement of Comprehensive Income

	1Q22	1Q21	4Q21	% Change 1Q21	% Change 4Q21
Interest income	503.4	391.7	472.3	28.5%	6.6%
Interest expense	43.8	38.5	32.9	13.7%	33.4%
<b>Net interest income</b>	<b>459.5</b>	<b>353.1</b>	<b>439.5</b>	<b>30.1%</b>	<b>4.6%</b>
Provisions for loan losses	258.4	89.9	219.9	187.6%	17.5%
<b>Net interest income after provisions</b>	<b>201.1</b>	<b>263.3</b>	<b>219.6</b>	<b>-23.6%</b>	<b>-8.4%</b>
Commissions and fee income	5.5	7.1	10.6	-22.3%	-48.2%
Commissions and fee expenses	11.4	7.8	12.8	46.7%	-10.9%
Other operating income (expense)	141.6	119.5	221.4	18.5%	-36.0%
Operating expenses	264.3	208.0	212.9	27.1%	24.2%
<b>Total income before income tax</b>	<b>72.4</b>	<b>174.0</b>	<b>225.8</b>	<b>-58.4%</b>	<b>-67.9%</b>
Income tax	19.8	52.2	38.6	-62.0%	-48.6%
<b>Net income</b>	<b>52.6</b>	<b>121.8</b>	<b>187.2</b>	<b>-56.8%</b>	<b>-71.9%</b>

\* Figures expressed in Mexican pesos (millions)

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