

Corporate Presentation 3Q19



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



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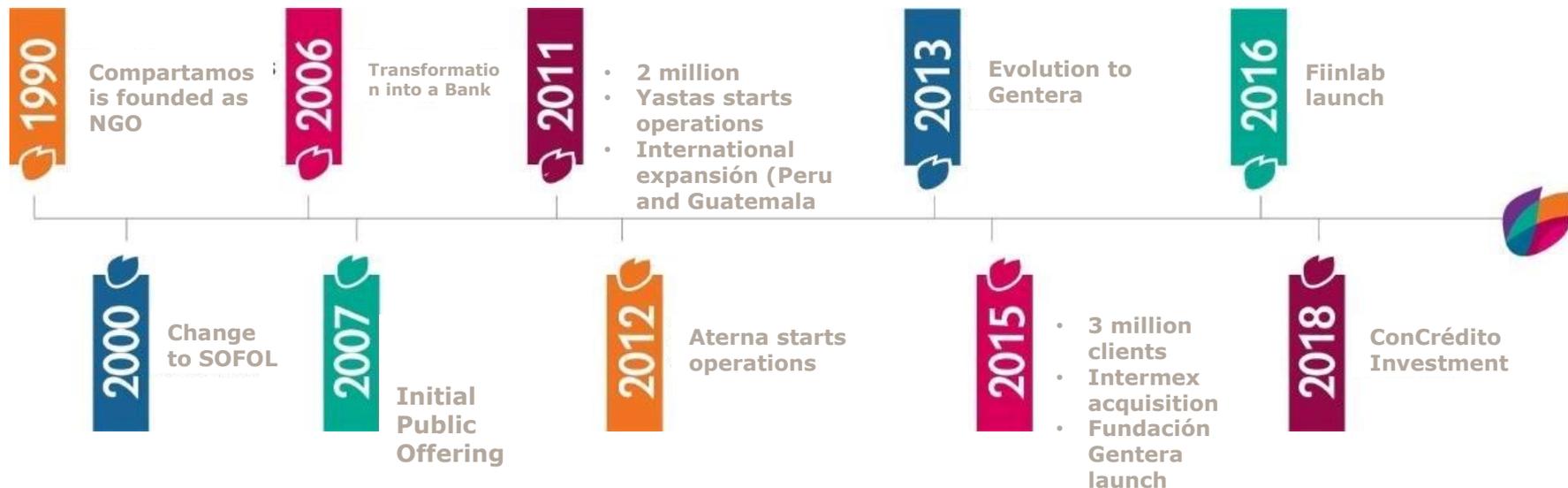


GENTERA®

About Gentera



Our history, more than 29 years of evolution



3Q19*

**3,702,747
clients**

*3,417,200 credit clients and 285,547 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

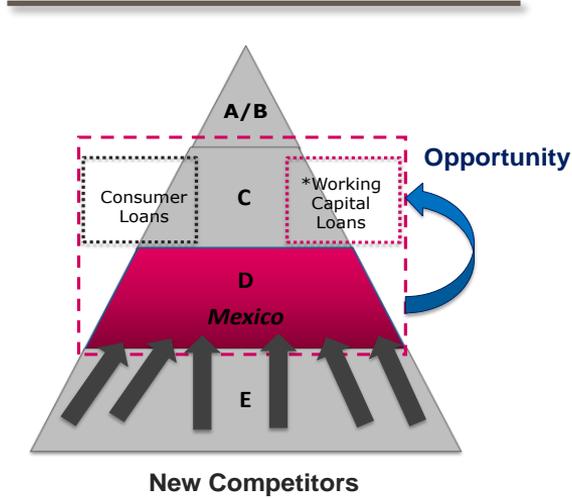
Code

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

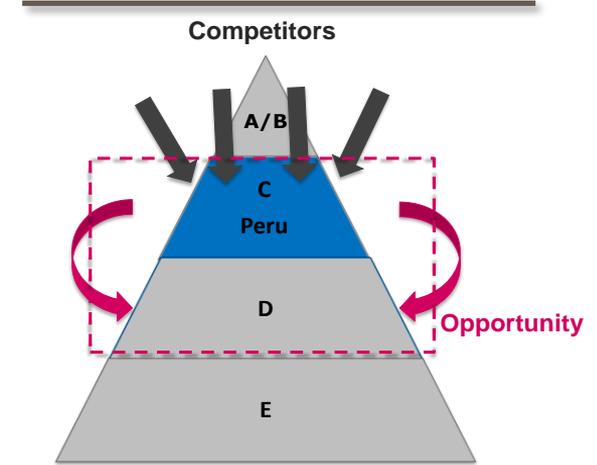
Code of Ethics and Conduct of utmost importance for Gentera, which applies to counselors, collaborators, suppliers and civil society organizations

Potential market for working capital loans

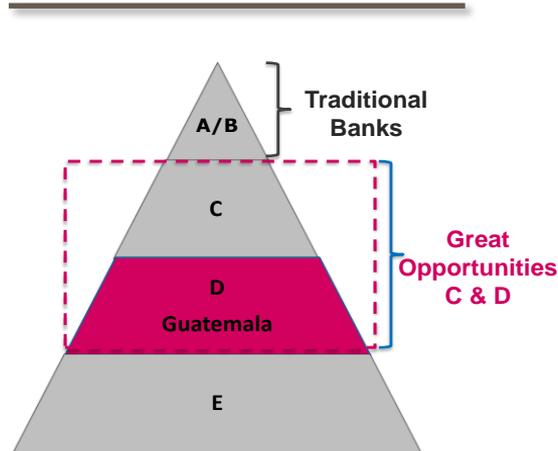
Mexico



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. 8,381
 - Term
16 weeks
- Contribution to loan portfolio
56.9%
 - Contribution to number of clients
65.2%
 - Life insurance / number of clients
91.3%

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. 6,593
 - Term
5 to 6 months
- Contribution to loan portfolio
20.1%
 - Contribution to number of clients
29.2%
 - Life insurance / Number of clients
83.5%

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. 23,280
 - Term
6 to 24 months
 - Contribution to loan portfolio
12.0%
 - Contribution to number of clients
5.0%
 - Individual life insurance ¹
78.9%



Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

Other loans in Mexico

Improvement loans for CM, CCR and CI

General Characteristics:

- > Personal credit to maintain or improve the client's house or business.
 - > To clients with credit history of 5 cycles in Crédito Mujer (CM), Crédito Comerciante (CCR) or Individual.
 - > Personal guarantee
- Loan size
CM: Ps. 8,000 to Ps. 30,000
CCR: Ps. 4,000 to Ps. 7,000
CI: Ps. 5,000 to Ps. 50,000
 - Average ticket
CM: Ps. 9,521
CCR: Ps. 9,755
CI: Ps. 10,030
 - Maturity
6 to 24 months
 - Contribution to loan portfolio
CM: 7.5%
CCR: 1.6%
CI: 0.1%

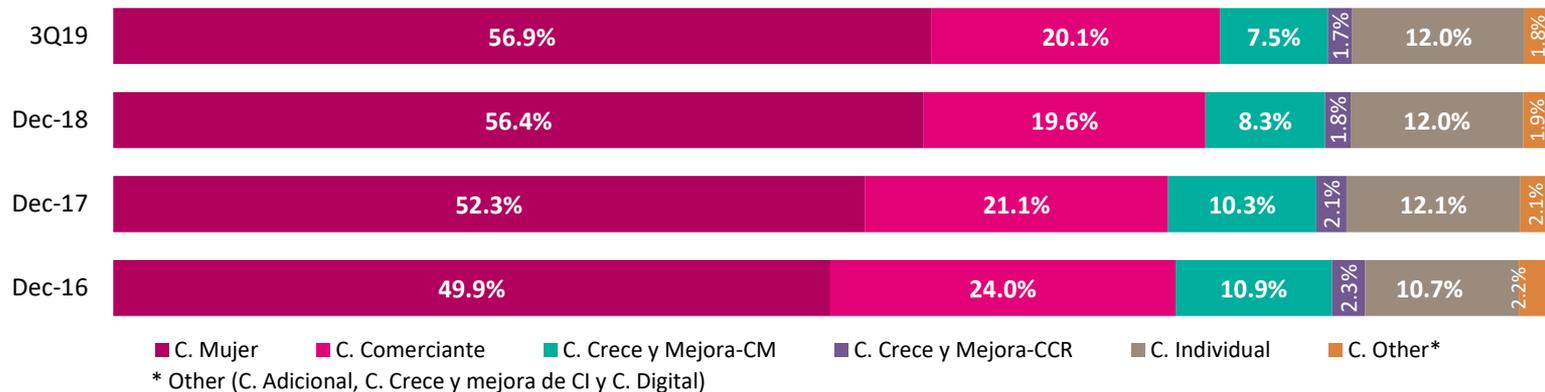
Additional loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

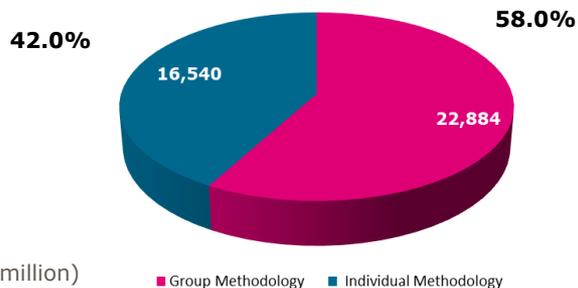
- > Working capital loan
 - > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
 - > Clients must have completed 3 cycles under Crédito Mujer (CM) or 2 under Crédito Comerciante (CCR).
- Loan size
Ps. 4,000 to Ps. 7,000
 - Average ticket
CM: Ps. 3, 823
CCR: Ps. 3,951
 - Maturity
4 to 5 months
 - Contribution to loan portfolio
CM: 1.2%
CCR: 0.4%

Evolution in group and individual loans methodologies (2016-3Q19)

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



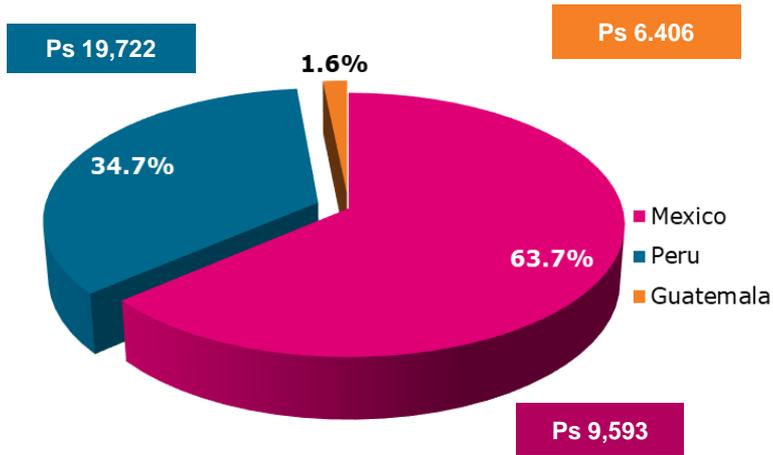
Mexico, Peru and Guatemala



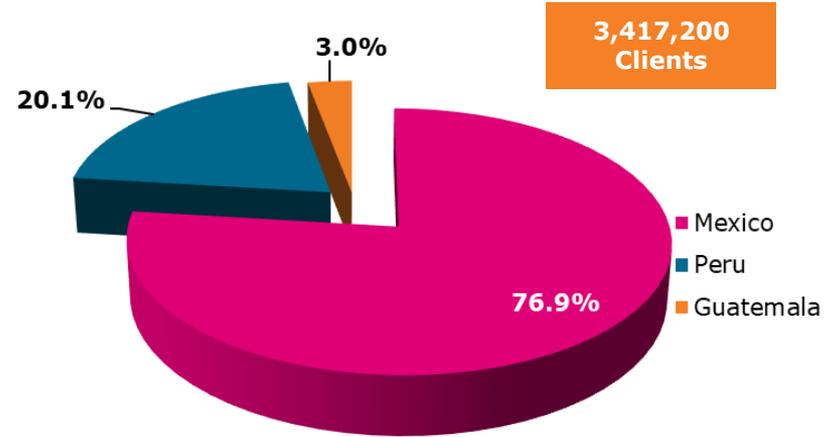
Figures are expressed in Mexican Pesos (million)

Market distribution per subsidiary

% Total loan portfolio and average ticket



Clients per subsidiary



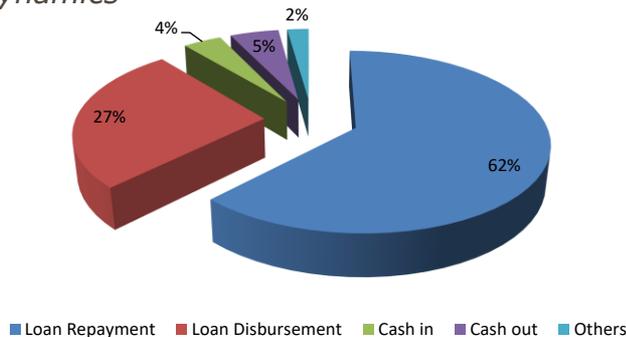
Mexico has an opportunity to serve more clients in D and C segment

Yastás (correspondent network manager)

- Presence in **32 Mexican States**
- As of **3Q19** reached more than **4,000** affiliates.
- Executed more than **4.59 million operations** during the quarter; out of those **1.6 million** were financial transactions during the quarter.
- Around **60 services affiliated** to Yastás platform, and more than **2,000 payment categories**.
- New alliance with Banorte to become its correspondent.
- Now we are offering CoDi service to the different Yastás correspondent.



Example of Dynamics



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

Aterna (microinsurance broker)

Products:



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



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



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

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



Nos aseguramos de acompañarte, siempre.

3Q19		
Active Policies	8.18 million	
Placed Policies	3Q19	7.7 million
	2019	19.8 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 480 million** in premiums, covering nearly 52 million people*

ATERNA'S Contribution on LA:

- 36% of the insured in Mexico
- 8.1% of the insured in Latin America

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

Intermex (remittances company)

- It processed more than **\$7.6 billion pesos** in remittances payments in 3Q19.
- It has more than 2,900 points of payment to execute remittances payments.
- During the first 8 months of 2019, international remittances received in Mexico reached **23,899.5 million dollars**, an annual **growth of 8.7%** compared to the same period in 2018.
- Around **61%** 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.



Growth and profitability



Summary

	3Q19	3Q18	2Q19	% Change 3Q18	% Change 2Q19	9M19	9M18	% Change 9M18
Clients ⁽¹⁾	3,702,747	3,283,756	3,586,697	12.8%	3.2%	3,702,747	3,283,756	12.8%
Credit Clients	3,417,200	3,090,409	3,315,483	10.6%	3.1%	3,417,200	3,090,409	10.6%
Portfolio*	39,423	33,234	36,830	18.6%	7.0%	39,423	33,234	18.6%
Net Income*	948	735	720	29.0%	31.7%	2,506	2,282	9.8%
NPLs / Total Portfolio	2.90%	2.60%	3.01%	0.30 pp	-0.11 pp	2.90%	2.60%	0.30 pp
ROA	7.0%	6.2%	5.5%	0.8 pp	1.5 pp	6.3%	6.6%	-0.3 pp
ROE	19.4%	17.0%	15.2%	2.4 pp	4.2 pp	17.6%	17.7%	-0.1 pp
NIM	45.9%	49.3%	45.8%	-3.4 pp	0.1 pp	45.4%	49.9%	-4.5 pp
NIM after provisions	38.6%	42.7%	38.8%	-4.1 pp	-0.2 pp	38.7%	43.0%	-4.3 pp
Efficiency Ratio	72.1%	76.8%	77.7%	-4.7 pp	-5.6 pp	74.4%	76.1%	-1.7 pp
Capital / Total Assets	35.9%	37.4%	36.1%	-1.5 pp	-0.2 pp	35.9%	37.4%	-1.5 pp
Average Loan per Client	11,537	10,754	11,108	7.3%	3.9%	11,537	10,754	7.3%
Employees	22,551	21,914	22,210	2.9%	1.5%	22,551	21,914	2.9%
Service Offices**	749	733	738	2.2%	1.5%	749	733	2.2%
Branches	201	260	201	-22.7%	0.0%	201	260	-22.7%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	3Q19	Δ vs 3Q18	3Q19	Δ vs 3Q18	3Q19	Δ vs 3Q18
Clients	2,627,312	8.0%	687,839	23.1%	102,049	3.5%
Portfolio *	25,204	13.0%	13,566	30.8%	654	15.5%
Net Income *	623	23.9%	186	28.8%	10.21	-47.4%
ROAA	7.9%	1.0 pp	4.9%	0.2 pp	5.0%	-5.4 pp
ROAE	21.7%	2.6 pp	24.8%	0.3 pp	5.5%	-6.1 pp
NIM	57.2%	-2.6 pp	26.4%	0.4 pp	77.4%	-8.0 pp
NIM after provisions	47.6%	-4.7 pp	23.3%	2.0 pp	65.7%	-9.2 pp
NPL	2.93%	0.46 pp	2.77%	-0.04 pp	4.39%	0.82 pp
Write - offs *	539	5.9%	178	63.5%	26	65.1%
Coverage Ratio	210.1%	-11.9 pp	237.3%	-13.5 pp	148.3%	-12.2 pp
Average Loan per Client	9,593	4.7%	19,722	0.1 pp	6,406	0.1 pp
Employees **	16,390	-2.7%	5,207	26.2%	954	0.4%
Service Offices***	588	0.2%	105	19.3%	56	-3.4%
Branches	201	-22.7%	-	0.0%	-	0.0%

1) 3,417,200 credit clients and 285,547 clients from Savings and Insurance Products.

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

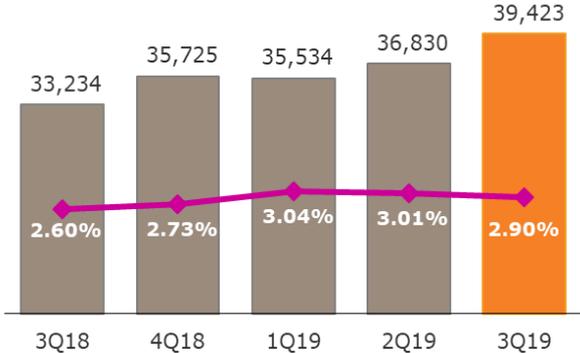
** In table 2, employees in Compartamos Banco include employees from Aterna, Yastás and Intermex.

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

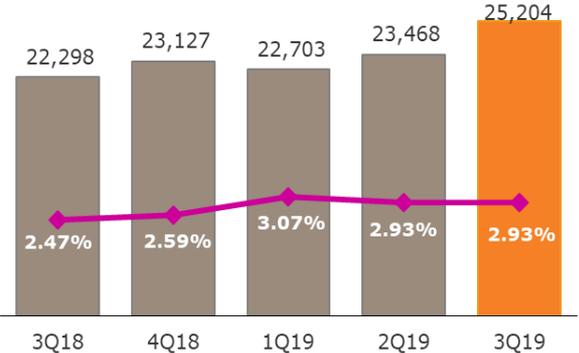
Total Portfolio – NPL %



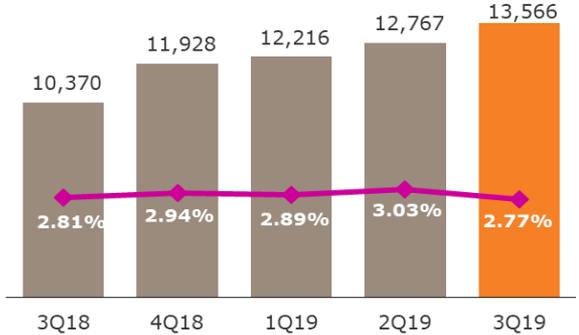
Genera (Ps. million)



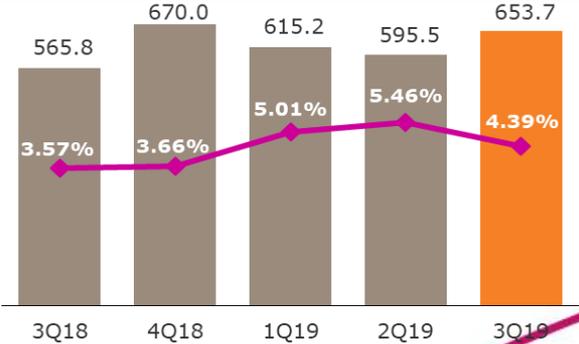
Mexico - Banco (Ps. million)



Peru (Ps. million)

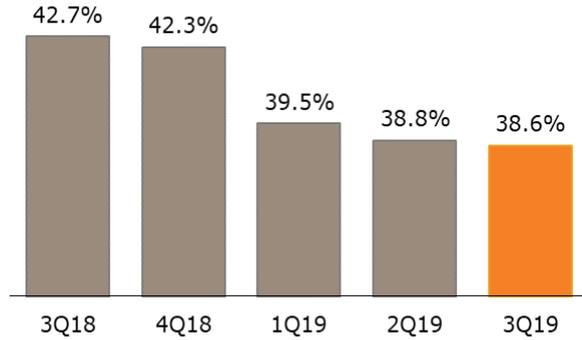


Guatemala (Ps. million)

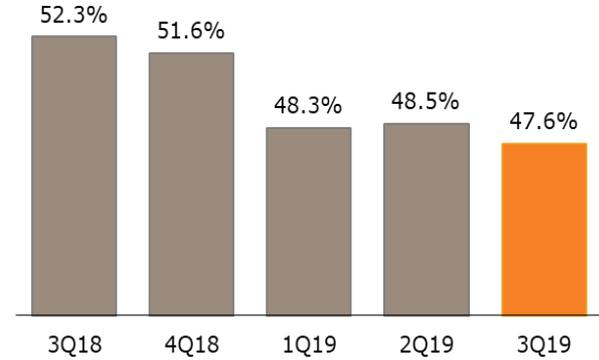


NIM (%) after provisions

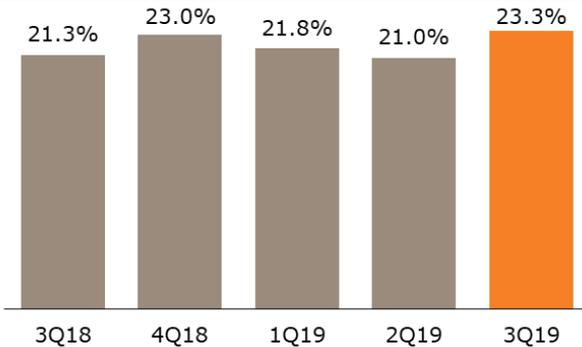
Genera



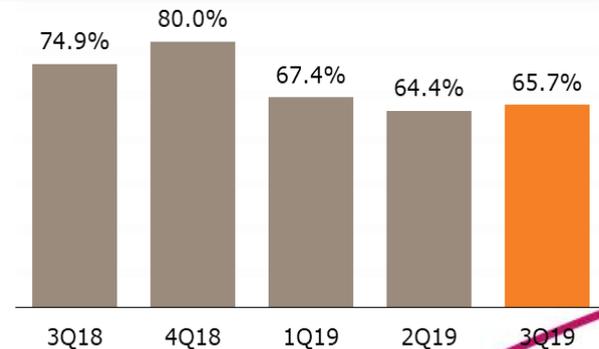
Mexico - Banco



Peru

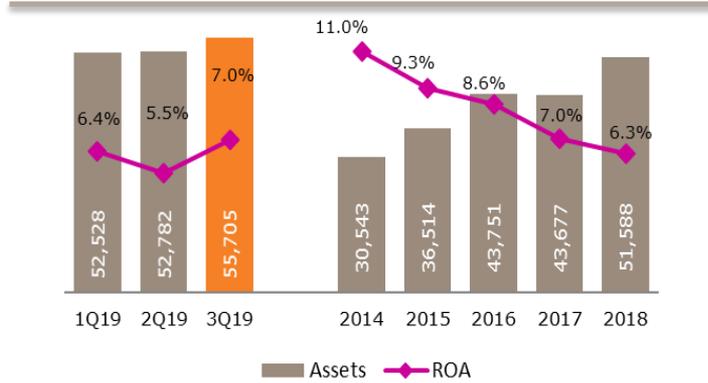


Guatemala

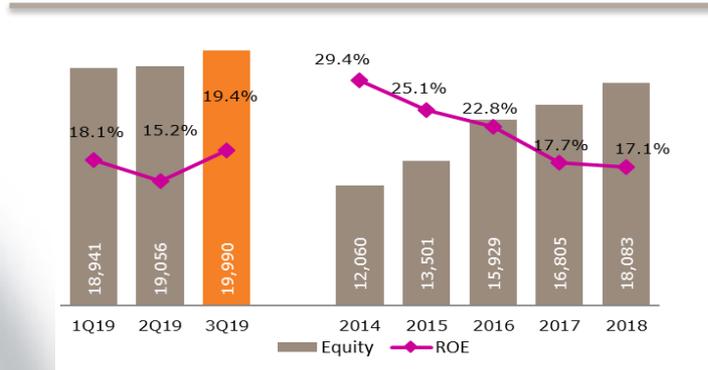


ROAA & ROAE evolution

Genera ROAA



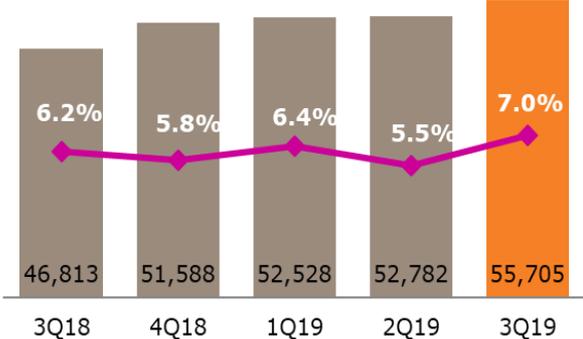
Genera ROAE



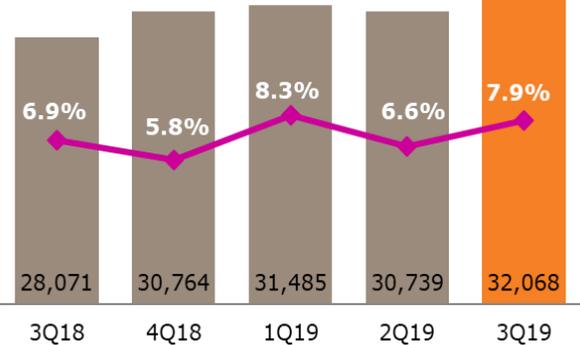
Assets - ROAA



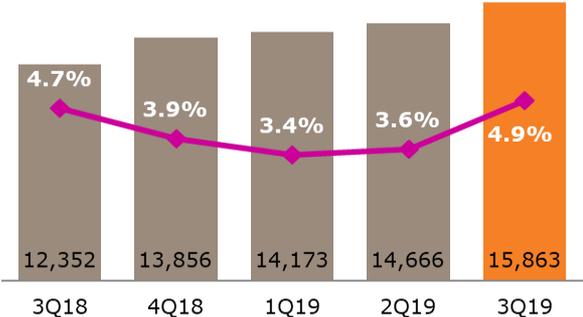
Gentera



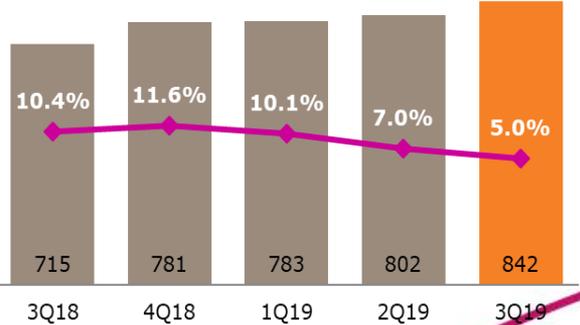
Mexico - Banco



Peru



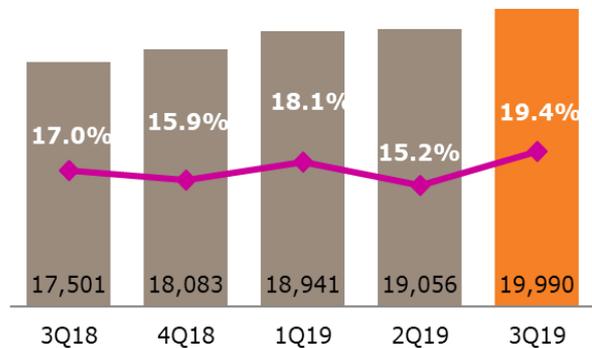
Guatemala



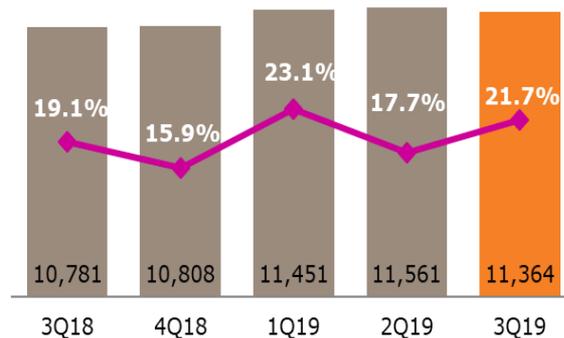
*Assets in Ps. Million

Equity - ROAE

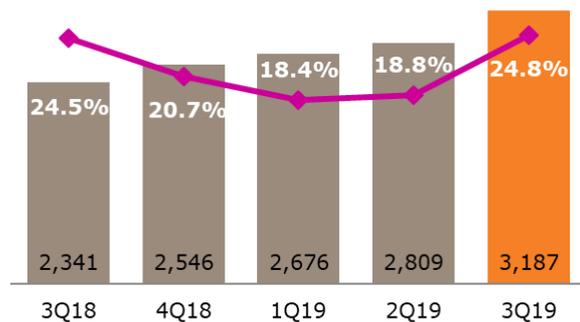
Gentera



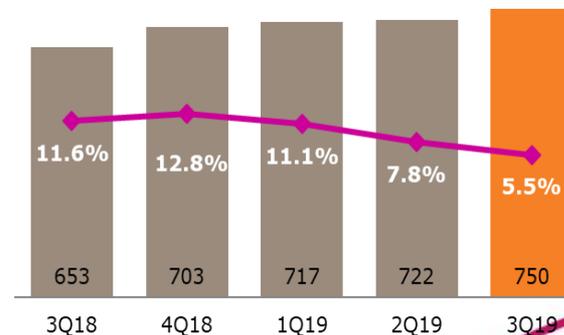
Mexico - Banco



Peru



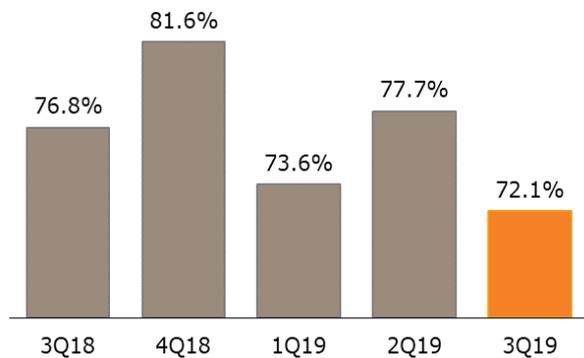
Guatemala



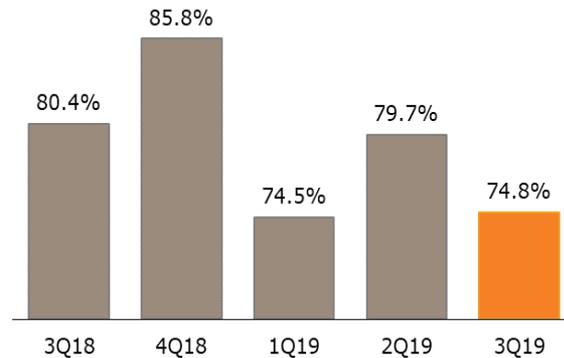
*Equity in Ps. million

Efficiency Ratio

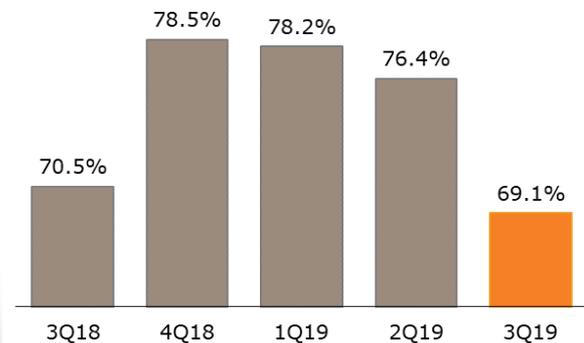
Generera



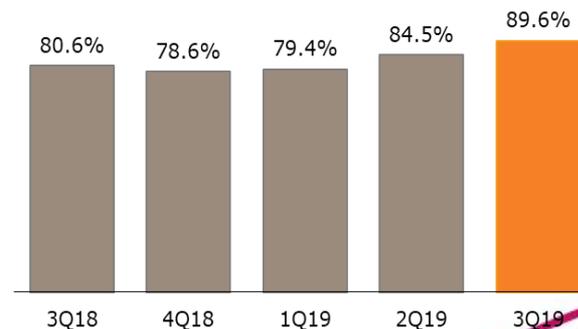
Mexico - Banco



Peru



Guatemala



Financial Information 3Q19



Balance Sheet

	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19
Cash and other investments	9,194	6,036	52.3%	8,326	10.4%
Total performing loans	38,280	32,371	18.3%	35,722	7.2%
Non-performing loans	1,143	863	32.4%	1,108	3.2%
Total loan portfolio	39,423	33,234	18.6%	36,830	7.0%
Allowance for loan losses	2,483	1,986	25.0%	2,383	4.2%
Loan portfolio, net	36,940	31,248	18.2%	34,447	7.2%
Other accounts receivable	1,867	1,797	3.9%	2,294	-18.6%
Fixed assets	1,031	1,155	-10.7%	1,042	-1.1%
Permanent investment	2,402	2,342	2.6%	2,323	3.4%
Other assets	3,337	3,326	0.3%	3,415	-2.3%
Goodwill	934	909	2.8%	935	-0.1%
Total assets	55,705	46,813	19.0%	52,782	5.5%
Clients deposits	3,156	2,613	20.8%	2,872	9.9%
Deposits	8,174	6,010	36.0%	7,618	7.3%
Long term debt issuance	9,375	6,984	34.2%	9,352	0.2%
Interbank loans	10,819	9,859	9.7%	9,536	13.5%
Other accounts payable	4,191	3,846	9.0%	4,348	-3.6%
Total liabilities	35,715	29,312	21.8%	33,726	5.9%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Capital reserves	1,888	2,065	-8.6%	1,917	-1.5%
Retained earnings	10,060	7,699	30.7%	10,061	0.0%
Other capital accounts	748	666	12.3%	732	2.2%
Net income for the year	2,482	2,264	9.6%	1,543	60.9%
Participation (in net income) from controlling company	19,942	17,458	14.2%	19,017	4.9%
Participation (in net income) from non- controlling company	48	43	11.6%	39	23.1%
Total stockholders' equity	19,990	17,501	14.2%	19,056	4.9%
Total liabilities and stockholders' equity	55,705	46,813	19.0%	52,782	5.5%

* Figures expressed in Mexican pesos (millions)

Income Statement

	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19	9M19	9M18	% Change 9M18
Interest income	5,765	5,283	9.1%	5,563	3.6%	16,803	15,412	9.0%
Interest expense	517	458	12.9%	529	-2.3%	1,571	1,218	29.0%
Net Interest Income	5,248	4,825	8.8%	5,034	4.3%	15,232	14,194	7.3%
Provisions for loan losses	828	646	28.2%	768	7.8%	2,238	1,963	14.0%
Net interest income after provisions	4,420	4,179	5.8%	4,266	3.6%	12,994	12,231	6.2%
Commissions and fee income	352	344	2.3%	375	-6.1%	1,075	990	8.6%
Commissions and fee expense	126	108	16.7%	121	4.1%	360	305	18.0%
Trading gains (losses)	6	(17)	N/C	(1)	N/C	(1)	(13)	N/C
Other operating income (expense)	3	27	-88.9%	(15)	N/C	(37)	235	N/C
Operating Expenses	3,354	3,397	-1.3%	3,500	-4.2%	10,173	9,995	1.8%
Net operating income	1,301	1,028	26.6%	1,004	29.6%	3,498	3,143	11.3%
Participation in net income from non consolidated and associated	57	19	N/C	48	18.8%	142	12	N/C
Total income before income tax	1,358	1,047	29.7%	1,052	29.1%	3,640	3,155	15.4%
Income tax	410	312	31.4%	332	23.5%	1,134	873	29.9%
Current	483	402	20.1%	362	33.4%	1,264	903	40.0%
Deferred	(73)	(90)	N/C	(30)	N/C	(130)	(30)	N/C
Net income	948	735	29.0%	720	31.7%	2,506	2,282	9.8%
Participation (in net income) from controlling company	939	729	28.8%	712	31.9%	2,482	2,264	9.6%
Participation (in net income) from non-controlling company	9	6	50.0%	8	12.5%	24	18	33.3%

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	3Q19				3Q18				2Q19			
	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
C. Mujer	14,348	289	2.01%	202	12,362	152	1.23%	142	13,501	252	1.87%	185
C. Comerciante	5,060	211	4.17%	159	4,507	175	3.88%	173	4,645	203	4.38%	162
Group Methodology	19,408	500	2.57%	361	16,869	327	1.94%	315	18,146	455	2.51%	347
C. Individual	3,035	142	4.67%	97	2,633	115	4.37%	87	2,802	130	4.65%	102
C. CA (de CM y CCR)	408	11	2.70%	9	433	12	2.75%	12	385	12	3.09%	12
C. CCM(de CM, CCR y CI)	2,333	86	3.69%	72	2,352	97	4.12%	95	2,115	91	4.29%	75
C. Otros (CGD,CEC y CIA)	20	0	1.37%	0	11	0	3.06%	0	20	0	0.26%	0
Individual Methodology	5,796	239	4.13%	178	5,429	224	4.13%	194	5,322	233	4.38%	189
Banco Compartamos	25,204	739	2.93%	539	22,298	551	2.47%	509	23,468	688	2.93%	536
C.Mujer	2,822	72	2.54%	16	1,989	26	1.31%	13	2,717	59	2.16%	15
Group Methodology Peru	2,822	72	2.54%	16	1,989	26	1.31%	13	2,717	59	2.16%	15
Comercial	6,787	199	2.94%	58	4,944	169	3.43%	53	6,262	215	3.43%	72
Microempresa	3,253	94	2.90%	50	3,038	88	2.91%	39	3,199	103	3.21%	39
Consumo	704	10	1.46%	7	398	8	1.92%	4	589	11	1.90%	6
Individual Methodology Peru	10,744	304	2.83%	115	8,381	266	3.17%	96	10,050	328	3.27%	117
Compartamos Financiera	13,566	375	2.77%	131	10,370	292	2.81%	109	12,767	387	3.03%	132
C. Mujer	654	29	4.39%	26	566	20	3.57%	16	595	32.5	5.46%	22
Group Methodology Guatemala	654	29	4.39%	26	566	20	3.57%	16	595	32.5	5.46%	22
Compartamos Guatemala S.A.	654	29	4.39%	26	566	20	3.57%	16	595	32.5	5.46%	22
Total	39,423	1,143	2.90%	696	33,234	863	2.60%	633	36,830	1,108	3.01%	691

* 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- / F3
Standard & Poor's	'mxAAA / mxA-1+'	BBB / A-2

	3Q19	3Q18	2Q19	% Change 3Q18	% Change 2Q19	9M19	9M18	% Change 9M18
Clients	2,627,312	2,433,012	2,567,332	8.0%	2.3%	2,627,312	2,433,012	8.0%
Portfolio*	25,204	22,298	23,468	13.0%	7.4%	25,204	22,298	13.0%
Net Income	623	503	510	23.9%	22.2%	1,775	1,623	9.4%
NPLs / Total Portfolio	2.93%	2.47%	2.93%	0.46 pp	0.00 pp	2.93%	2.47%	0.46 pp
ROA	7.9%	6.9%	6.6%	1.0 pp	1.3 pp	7.6%	7.6%	0.0 pp
ROE	21.7%	19.1%	17.7%	2.6 pp	4.0 pp	21.0%	19.8%	1.2 pp
NIM	57.2%	59.8%	56.4%	-2.6 pp	0.8 pp	55.9%	61.5%	-5.6 pp
NIM after provisions	47.6%	52.3%	48.5%	-4.7 pp	-0.9 pp	47.9%	53.5%	-5.6 pp
Efficiency Ratio	74.8%	80.4%	79.7%	-5.6 pp	-4.9 pp	76.3%	78.3%	-2.0 pp
ICAP	31.0%	31.0%	34.3%	0.0 pp	-3.3 pp	31.0%	31.0%	0.0 pp
Capital / Total Assets	35.4%	38.4%	37.6%	-3.0 pp	-2.2 pp	35.4%	38.4%	-3.0 pp
Average Loan (Ps.)	9,593	9,165	9,141	4.7%	4.9%	9,593	9,165	4.7%
Employees	16,151	16,600	16,354	-2.7%	-1.2%	16,151	16,600	-2.7%
Service Offices**	588	587	586	0.2%	0.3%	588	587	0.2%
Branches	201	260	201	-22.7%	0.0%	201	260	-22.7%

* Figures expressed in Mexican pesos (millions)

Balance Sheet

	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19
Cash and other investments	4,963	2,791	77.8%	4,743	4.6%
Related parties	250	656	-61.9%	252	-0.8%
Total performing loans	24,465	21,747	12.5%	22,780	7.4%
Non-performing loans	739	551	34.1%	688	7.4%
Total loan portfolio	25,454	22,954	10.9%	23,720	7.3%
Allowance for loan losses	1,553	1,223	27.0%	1,402	10.8%
Loan portfolio, net	23,901	21,731	10.0%	22,318	7.1%
Other accounts receivable	917	1,035	-11.4%	1,318	-30.4%
Fixed assets	358	520	-31.2%	381	-6.0%
Other assets	1,929	1,994	-3.3%	1,979	-2.5%
Total assets	32,068	28,071	14.2%	30,739	4.3%
Clients' Deposits	2,262	2,162	4.6%	2,189	3.3%
Deposits	339	517	-34.4%	204	66.2%
Long term debt issuance	9,085	6,581	38.0%	9,064	0.2%
Interbank loans	7,390	6,837	8.1%	6,325	16.8%
Other accounts payable	1,628	1,193	36.5%	1,396	16.6%
Total liabilities	20,704	17,290	19.7%	19,178	8.0%
Capital stock	618	591	4.6%	618	0.0%
Contributions for future capital increases	-	-	N/C	-	N/C
Capital reserves	566	538	5.2%	566	0.0%
Retained earnings	8,406	8,029	4.7%	9,226	-8.9%
Remeasurements for employees benefit	(1)	-	N/C	(1)	0.0%
Net income for the year	1,775	1,623	9.4%	1,152	54.1%
Total stockholders' equity	11,364	10,781	5.4%	11,561	-1.7%
Total liabilities and stockholders' equity	32,068	28,071	14.2%	30,739	4.3%

* Figures expressed in Mexican pesos (millions)

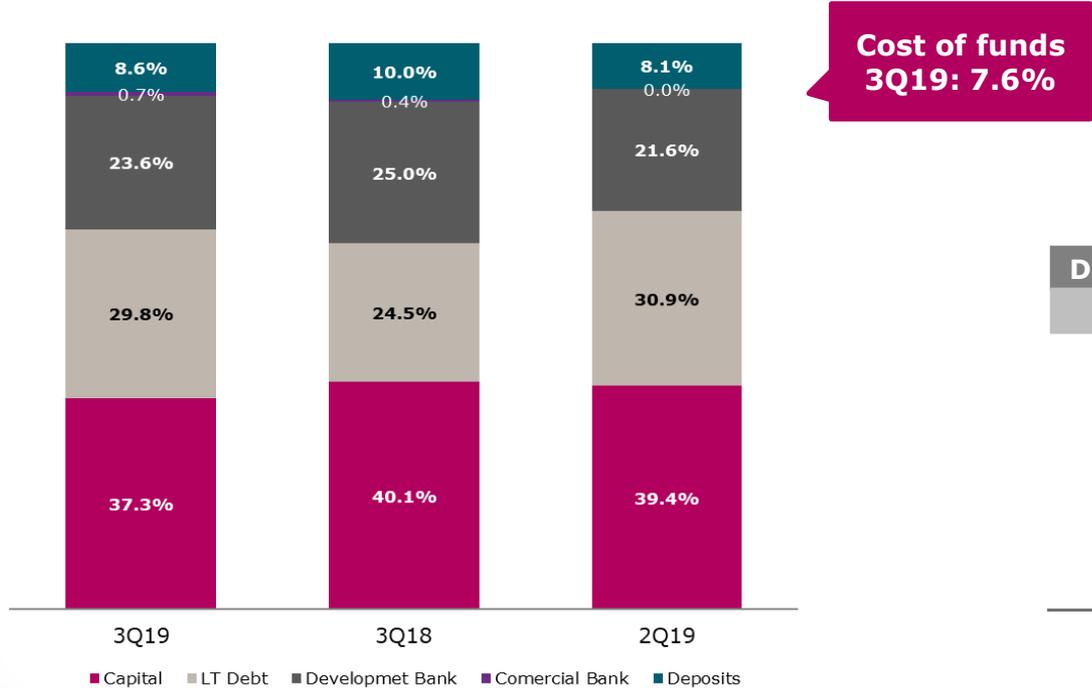
Income Statement



	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19	9M19	9M18	% Change 9M18
Interest income	4,453	4,231	5.2%	4,332	2.8%	13,063	12,375	5.6%
Interest expense	345	328	5.2%	364	-5.2%	1,073	840	27.7%
Net Interest Income	4,108	3,903	5.3%	3,968	3.5%	11,990	11,535	3.9%
Provisions for loan losses	689	488	41.2%	555	24.1%	1,719	1,498	14.8%
Net interest income after provisions	3,419	3,415	0.1%	3,413	0.2%	10,271	10,037	2.3%
Commissions and fee income	207	231	-10.4%	236	-12.3%	671	668	0.4%
Commissions and fee expense	149	122	22.1%	140	6.4%	420	355	18.3%
Trading gains (losses)	6	(17)	N/C	(2)	N/C	(1)	(13)	N/C
Other operating income (expense)	17	2	N/C	22	-22.7%	30	168	-82.1%
Operating Expenses	2,618	2,822	-7.2%	2,814	-7.0%	8,055	8,228	-2.1%
Net operating income	882	687	28.4%	715	23.4%	2,496	2,277	9.6%
Total income before income tax	882	687	28.4%	715	23.4%	2,496	2,277	9.6%
Income tax	259	184	41%	205	26.3%	721	654	10.2%
Current	283	193	46.6%	251	12.7%	857	564	52.0%
Deferred	(24)	(9)	N/C	(46)	N/C	(136)	90	N/C
Net income	623	503	23.9%	510	22.2%	1,775	1,623	9.4%

* Figures expressed in Mexican pesos (millions)

Funding structure



Debt profile excluding clients deposits		
Year	Maturity	%
2019	1,696	10.2%
2020	2,700	16.3%
2021	2,300	13.9%
2022	4,694	28.3%
2023	3,000	18.1%
2024	2,200	13.3%
Total	16,590	100%

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

Allowance for loan losses

Risk	3Q19			3Q18			2Q19		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.2%	16,924	198	1.1%	15,596	169	1.1%	15,935	184
A-2	2.4%	1,432	35	2.7%	957	25	2.2%	1,341	32
B-1	3.4%	210	7	3.4%	153	5	3.4%	171	6
B-2	4.1%	1,901	78	4.1%	1,865	76	4.1%	1,732	71
B-3	5.6%	481	27	5.6%	484	27	5.6%	462	26
C-1	7.2%	1,845	132	7.2%	1,724	124	7.2%	1,789	129
C-2	10.9%	846	92	10.6%	963	102	10.9%	837	91
D	21.2%	596	126	21.4%	325	70	21.8%	332	72
E	70.3%	1,218	856	70.4%	887	624	70.8%	1,120	790
Total		25,452	1,552		22,953	1,223		23,720	1,401
Coverage Ratio¹			2.10			2.22			2.03

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	3Q19	3Q18	2Q19	% Change 3Q18	% Change 2Q19	9M19	9M18	% Change 9M18
Clients	687,839	558,761	649,702	23.1%	5.9%	687,839	558,761	23.1%
Portfolio *	13,566	10,370	12,767	30.8%	6.3%	13,566	10,370	30.8%
Net Income *	186.2	144.5	128.9	28.8%	44.4%	434.9	342.2	27.1%
NPLs / Total Portfolio	2.77%	2.81%	3.0%	-0.04 pp	-0.26 pp	2.77%	2.81%	-0.04 pp
ROA	4.9%	4.7%	3.6%	0.2 pp	1.3 pp	4.3%	3.8%	0.5 pp
ROE	24.8%	24.5%	18.8%	0.3 pp	6.0 pp	22.6%	20.2%	2.4 pp
NIM	26.4%	26.0%	26.4%	0.4 pp	0.0 pp	28.5%	25.3%	3.2 pp
NIM after provisions	23.3%	21.3%	21.0%	2.0 pp	2.3 pp	23.8%	20.6%	3.2 pp
Efficiency Ratio	69.1%	70.5%	76.4%	-1.4 pp	-7.3 pp	74.3%	75.6%	-1.3 pp
Capital / Total Assets	20.1%	19.0%	19.2%	1.1 pp	0.9 pp	20.1%	19.0%	1.1 pp
Average Loan (Ps.)	19,722	18,559	19,651	6.3%	0.4%	19,722	18,559	6.3%
Employees	5,207	4,126	4,667	26.2%	11.6%	5,207	4,126	26.2%
Service Offices	105	88	96	19.3%	9.4%	105	88	19.3%

Group loans represented 20.8% of the portfolio, and 72.1% 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



	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19
Cash and other investments	2,194.6	1,971.8	11.3%	1,879.9	16.7%
Total performing loans	13,190.5	10,078.5	30.9%	12,379.9	6.5%
Non-performing loans	375.4	291.6	28.7%	387.1	-3.0%
Total loan portfolio	13,565.9	10,370.0	30.8%	12,767.0	6.3%
Allowance for loan losses	890.6	731.3	21.8%	939.2	-5.2%
Loan portfolio, net	12,675.2	9,638.7	31.5%	11,827.8	7.2%
Other accounts receivable	95.2	36.6	160.1%	79.2	20.2%
Fixed assets	365.4	283.9	28.7%	342.0	6.8%
Other assets	532.8	420.7	26.7%	536.9	-0.8%
Total assets	15,863.2	12,351.6	28.4%	14,665.8	8.2%
Deposits	8,198.0	5,670.8	44.6%	7,663.8	7.0%
Long term debt issuance	959.0	1,142.2	-16.0%	924.0	3.8%
Interbank loans	3,001.3	2,819.1	6.5%	2,782.5	7.9%
Other accounts payable	518.4	378.4	37.0%	486.9	6.5%
Total liabilities	12,676.6	10,010.5	26.6%	11,857.1	6.9%
Capital stock	2,012.2	1,411.6	42.5%	1,816.7	10.8%
Capital reserves	152.9	106.2	44.0%	152.4	0.3%
Foreign exchange effect	545.9	458.1	19.2%	550.3	-0.8%
Retained earnings	40.6	23.0	76.4%	40.6	0.0%
Net income for the year	434.9	342.2	27.1%	248.7	74.8%
Total stockholders' equity	3,186.6	2,341.2	36.1%	2,808.7	13.5%
Total liabilities and stockholders' equity	15,863.2	12,351.6	28.4%	14,665.8	8.2%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q19	3.383	19.7345	5.8334
3Q18	3.3	18.7231	5.6737
2Q19	3.287	19.2087	5.8438

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



	3Q19	3Q18	% Change 3Q18	2Q19	% Change 2Q19	9M19	9M18	% Change 9M18
Interest income	1,141.2	913.2	25.0%	1,079.5	5.7%	3,267.3	2,590.5	26.1%
Interest expense	163.0	131.8	23.6%	155.0	5.1%	469.9	389.3	20.7%
Net interest income	978.2	781.3	25.2%	924.5	5.8%	2,797.4	2,201.2	27.1%
Provisions for loan losses	116.1	141.0	-17.7%	187.1	-38.0%	454.1	414.7	9.5%
Net interest income after provisions	862.2	640.3	34.6%	737.4	16.9%	2,343.3	1,786.5	31.2%
Commissions and fee income	60.0	43.3	38.5%	51.5	16.5%	160.6	119.7	34.2%
Commissions and fee expenses	14.7	13.4	9.4%	15.5	-5.1%	45.1	38.9	15.8%
Other operating income (expense)	(5.3)	13.3	N/C	(4.2)	N/C	(4.8)	37.9	N/C
Operating expenses	623.2	481.9	29.3%	587.8	6.0%	1,822.7	1,439.7	26.6%
Net operating income	278.9	201.5	38.4%	181.4	53.7%	631.4	465.5	35.6%
Total income before income tax	278.9	201.5	38.4%	181.4	53.7%	631.4	465.5	35.6%
Current and Deferred	92.8	57.0	62.8%	52.5	76.7%	196.5	123.3	59.4%
Net income	186.2	144.5	28.8%	128.9	44.4%	434.9	342.2	27.1%

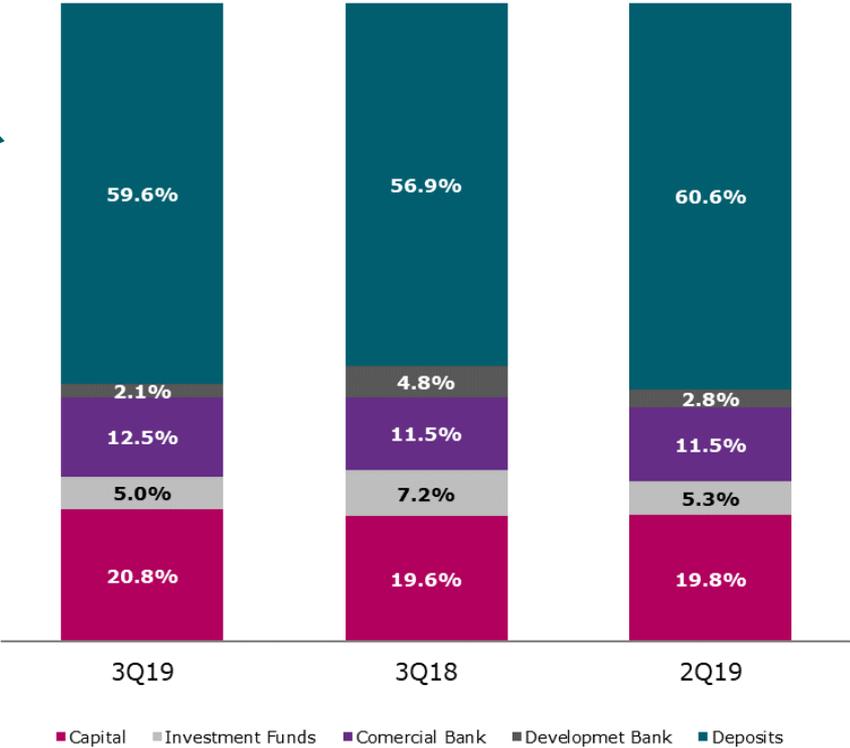
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q19	3.3418	19.4283	5.8137
3Q18	3.2915	18.9523	5.7579
2Q19	3.3190	19.1208	5.7610

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	3Q19	3Q18	2Q19	% Change 3Q18	% Change 2Q19	9M19	9M18	% Change 9M18
Clients	102,049	98,636	98,449	3.5%	3.7%	102,049	98,636	3.5%
Portfolio *	653.7	565.8	595.5	15.5%	9.8%	653.7	565.8	15.5%
Net Income *	10.2	19.4	14.0	-47.4%	-26.8%	43.8	25.1	74.8%
NPLs / Total Portfolio	4.39%	3.57%	5.46%	0.82 pp	-1.07 pp	4.39%	3.57%	0.82 pp
ROA	5.0%	10.4%	7.0%	-5.4 pp	-2.0 pp	7.3%	4.6%	2.7 pp
ROE	5.5%	11.6%	7.8%	-6.1 pp	-2.3 pp	8.1%	5.1%	3.0 pp
NIM	77.4%	85.4%	76.5%	-8.0 pp	0.9 pp	77.6%	83.1%	-5.5 pp
NIM after provisions	65.7%	74.9%	64.4%	-9.2 pp	1.3 pp	65.6%	72.8%	-7.2 pp
Efficiency Ratio	89.6%	80.6%	84.5%	9.0 pp	5.1 pp	84.6%	90.4%	-5.8 pp
Capital / Total Assets	89.0%	91.3%	90.1%	-2.3 pp	-1.1 pp	89.0%	91.3%	-2.3 pp
Average Loan (Ps.)	6,406	5,736	6,049	11.7%	5.9%	6,406	5,736	11.7%
Employees	954	950	945	0.4%	1.0%	954	950	0.4%
Service Offices	56	58	56	-3.4%	0.0%	56	58	-3.4%

FX (Average)	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
3Q19	7.6842	19.4283	2.5283
3Q18	7.5466	18.9523	2.5114
2Q19	7.6723	19.1208	2.4922

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

Enrique Barrera Flores
enbarrera@gentera.com.mx
Investor Relations Officer
(55) 5276 7250 ext.7379

Brenda Marlene García Cárdenas
bregarcia@gentera.com.mx
Investor Relations
(55) 5276 7250 ext. 6819

