

## GENTERA REPORTS 2Q18 RESULTS

**Mexico City, Mexico – July 23, 2018 – GENTERA S.A.B. de C.V. (“GENTERA” or “the Company”)** (BMV: GENTERA\*) announced today non-audited consolidated financial results for the second quarter ended June 30, 2018. All figures were prepared in accordance with requirements from the National Banking and Securities Commission (CNBV) and are expressed in nominal Mexican pesos (Ps.)

### 2Q18 Highlights:

- **Total Loan Portfolio** reached **Ps. 32,258 million**, a **2.6% increase** compared with 2Q17. Loan Portfolio per subsidiary was distributed as follows:
  - Banco Compartamos S.A. I.B.M. (Mexico) (Banco Compartamos) microcredit loan portfolio reached **Ps. 21,390 million**, showing an 8.7% contraction versus the figure recorded in 2Q17.
  - Compartamos Financiera (Peru) stood at **Ps. 10,293 million**, a **37.3% increase** vs. 2Q17; and,
  - Compartamos S.A. (Guatemala) was **Ps. 575 million**, **13.5% higher** compared to 2Q17.
- **Net Income** for 2Q18 was **Ps. 821 million**, a 13.1% growth compared to Ps. 726 million reached in 1Q18 and a 3.3% increase compared to the Net Income of Ps. 795 million achieved in 2Q17. **Earnings per share (EPS) in 2Q18** stood at \$0.51.
- **Net Interest Income after provisions** for 2Q18 was **Ps. 4,069 million**, a 4.8% growth compared to the same period last year, while **NIM after provisions** stood at **43.2%**, similar to 43.5% in 2Q17.
- **ROE** stood at **19.2%**, compared to 17.1% in the previous quarter and 19.4% during 2Q17.
- **ROA** reached **7.2%**, compared to 6.8% in the previous quarter and 7.7% in 2Q17.
- **Non-performing loans (NPLs)** for 2Q18 improved to **2.90%**, compared to 3.95% in 2Q17.
- **Efficiency ratio** for 2Q18 was **76.3%**, compared to **73.9%** reported in 2Q17.

### Financial Results and Ratios

	2Q18	2Q17	1Q18	% Change 2Q17	% Change 1Q18	6M18	6M17	% Change 6M17
Clients 1)	3,194,423	3,588,964	3,189,280	-11.0%	0.2%	3,194,423	3,588,964	-11.0%
Portfolio*	32,258	31,426	31,596	2.6%	2.1%	32,258	31,426	2.6%
Net Income*	821	795	726	3.3%	13.1%	1,547	1,812	-14.6%
NPLs / Total Portfolio	2.90%	3.95%	4.11%	-1.05 pp	-1.21 pp	2.90%	3.95%	-1.05 pp
ROA	7.2%	7.7%	6.8%	-0.5 pp	0.4 pp	6.9%	8.6%	-1.7 pp
ROE	19.2%	19.4%	17.1%	-0.2 pp	2.1 pp	18.2%	22.3%	-4.1 pp
NIM	50.2%	54.0%	51.1%	-3.8 pp	-0.9 pp	50.0%	52.1%	-2.1 pp
NIM after provisions	43.2%	43.5%	43.8%	-0.3 pp	-0.6 pp	42.9%	42.2%	0.7 pp
Efficiency Ratio	76.3%	73.9%	75.1%	2.4 pp	1.2 pp	75.7%	70.0%	5.7 pp
Capital / Total Assets	35.0%	38.7%	40.7%	-3.7 pp	-5.7 pp	35.0%	38.7%	-3.7 pp
Average Loan per Client	10,723	9,736	10,437	10.1%	2.7%	10,723	9,736	10.1%
Employees	21,918	21,254	22,280	3.1%	-1.6%	21,918	21,254	3.1%
Service Offices**	733	728	731	0.7%	0.3%	733	728	0.7%
Branches	260	194	262	34.0%	-0.8%	260	194	34.0%

1) In 2Q18, 3,008,256 credit clients and 186,167 clients from Savings and Insurance Products. In this table we are not reflecting the users/clients of the remittances services offered by INTERMEX.

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

\*Portfolio and Net Income are expressed in million (Mexican Pesos)

\*\* Some Service offices in Mexico are being transformed into Branches. 103 Branches are inside a Service Office (same location)

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

GENTERA concluded the second quarter of the year with results aligned to our plan for the first semester of the year in which we rebuilt our product and service offering; these results will help us to start a second semester with more solid foundations that will support our marketing program and strategic initiatives to start growing again.

At the conclusion of this second quarter, GENTERA's financial subsidiaries stood with a Loan Portfolio of Ps. 32,258 million, a 2.6% increase compared to 2Q17, serving over 3.0 million clients, through a network of 733 Service Offices and 260 Branches, with a staff of over 21.9 thousand employees distributed in Mexico, Peru and Guatemala, all fully committed to the Company's objective of giving an outstanding customer service.

GENTERA's subsidiaries ATERNA, YASTAS and INTERMEX continued to record solid performance. ATERNA concluded the second quarter with approximately 5 million active life insurance policies; YASTAS recorded 1.8 million financial transactions executed through a network of more than 2,900 affiliates; in the case of INTERMEX, over 7,100 million pesos in remittances were processed, representing an 18.2% growth compared to 2Q17; and, lastly, FIINLAB continued building alliances with Innovation Hubs and kept moving forward to develop new business models focused on improving the way we interact with our clients through the use of digital technologies.

These results confirm that GENTERA is on the right path towards its objectives for the year. We, at GENTERA, are enthusiastic with the progress seen in the past months and feeling optimistic about the future. We will keep working hard in generating shared value for our clients and stakeholders.

## 2Q18 Analysis & Results of Operations

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	2Q18	Δ vs 2Q17	2Q18	Δ vs 2Q17	2Q18	Δ vs 2Q17
Clients	2,391,665	-12.1%	521,464	24.5%	95,127	9.0%
Portfolio*	21,390	-8.7%	10,293.34	37.3%	575	13.5%
Net Income *	521	-23.2%	132	247.2%	2.96	-121.1%
ROAA	7.3%	-2.3 pp	4.5%	2.8 pp	-1.6%	-9.6 pp
ROAE	18.9%	-4.2 pp	23.8%	16.2 pp	-1.8%	-10.7 pp
NIM	61.3%	-3.9 pp	26.3%	0.8 pp	83.3%	0.2 pp
NIM after provisions	53.2%	0.4 pp	21.4%	2.4 pp	73.0%	0.3 pp
NPL	2.94%	-1.23 pp	2.80%	-0.44 pp	3.55%	-0.77 pp
Write - offs	816	-19.0%	112	-5.0%	24	64.6%
Coverage Ratio	197.6%	50.7 pp	257.4%	61.5 pp	161.1%	25.0 pp
Average Loan per Client	8,944	3.9%	19,739	0.1 pp	6,044	0.0 pp
Employees**	17,056	0.3%	3,908	17.0%	954	5.4%
Service Offices	587	-0.3%	86	8.9%	60	0.0%
Branches	260	34.0%	-	0.0%	-	0.0%

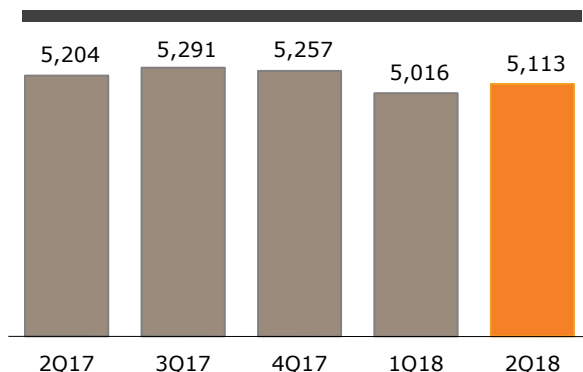
\* Portfolio, Net Income and Write-offs are expressed in millions (Mexican Pesos)

\*\* In this table employees in Banco Compartamos include employees from ATERNA, YASTAS and INTERMEX. Compartamos Financiera (Peru) is reported under Mexican GAAP (all figures in millions of pesos).

## Income Statement

The following financial results analysis is done with consolidated figures. The percentage comparisons are calculated for the second quarter 2018 versus the second quarter 2017, unless otherwise specified. The reader must take into consideration the FX movements in the comparison periods.

### Interest Income (Ps. millions)



Interest income in 2Q18 was **Ps. 5,113** million a slight **decrease of 1.7%** compared to 2Q17, driven by the contraction experienced in the Mexican portfolio. However, the contraction observed in that subsidiary is less than the decrease presented in the previous quarter. Also worth highlighting is the performance of the Peruvian subsidiary, Compartamos Financiera, where the growth of the loan portfolio and as a consequence the interest income grew at a very solid pace during the period.

Banco Compartamos represented most of GENTERA's current portfolio and interest income, with 66.3% and 79.7%, respectively, compared to 2Q17 when it represented 74.5% and 84.6%.

Genera's three main subsidiaries grant loans with different **average outstanding balances** per client (Ps. 8,944 for Banco Compartamos, Ps. 19,739 for Compartamos Financiera and Ps. 6,044 for Compartamos Guatemala). These variations in ticket size are related to the share of the group lending or individual lending products in their respective portfolio. The **Yield** for GENTERA's portfolio stood at **64.8%**.

**GENTERA's interest expense** stood at **Ps. 385 million, or a 1.0%** growth compared to the figure generated in 2Q17. This slight movement is the growth experienced in the reference interest rate in Mexico and is also explained by the contraction experienced in the Mexican subsidiary portfolio. Also worth highlighting is that the Peruvian subsidiary is growing at a very solid pace, so the liabilities required to fund the portfolio grew according to those needs, and as a consequence interest expenses grew. Additional details are explained below:

- **The Funding Cost of Banco Compartamos in Mexico**, which includes wholesale funding and deposits, **stood at 7.3%** in 2Q18 compared to **7.07%** in 2Q17. Interest expenses at this subsidiary contracted 6.9% to Ps. 257 million, compared to Ps. 276 million in 2Q17. At the end of the quarter, **60.1%** of Banco Compartamos liabilities (considering interbank liabilities and Long-Term Debt issuances) were contracted at a **fixed rate**.
- **Compartamos Financiera in Peru** increased its Interest Expenses by **19.1%** to Ps. 132 million versus 2Q17, which implies a smaller growth compared to the 43.8% growth mark in the liabilities used to fund the portfolio. This was possible thanks to better terms and conditions in credit lines and improvements in the reference interest rate, which at the end of March 2018 was at 2.75% compared to 4.25% at the end of March 2017. Cost of funding **stood at 5.6%** compared to 6.6% in 2Q17.

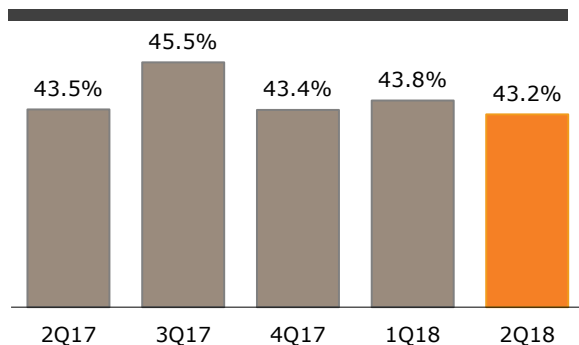
**GENTERA's Net Interest Margin (NIM)** for the second quarter 2018 reached **50.2%, a smaller figure compared to the 54.0% achieved in 2Q17**. This movement is mainly explained due to: 1) A smaller average loan portfolio during most of the days in 2Q18 compared with the larger loan portfolio reached in the last days of the second quarter 2018; 2) During the last days of the second quarter 2018, as a prudent approach, Banco Compartamos decided to have extra liquidity in its accounts. Due to the dynamics explained previously, the following happened: 1) A smaller interest income was generated in the period and 2) The extra liquidity increased the level of "productive assets," and, as a consequence, the NIM ratio was impacted.

**Provisions for loan losses** reached **Ps. 659 million** during the quarter. This amount was Ps. 280 million or **29.8%** less when compared to 2Q17. This level was due to improvements in early NPL's (between 9 and

90 days) performance. The methodology followed is in line with new CNBV regulations and methods, reflecting the level required for each product.

### NIM after provisions <sup>1)</sup>

1) Net Interest margin after provisions / Average Yielding Assets



**NII after provisions** rose to **Ps. 4,069** million, a 4.8% growth compared to **Ps. 3,884** million in 2Q17. As explained in the previous report asset quality has been improving and, in this second quarter, GENTERA continued benefiting of those improvements.

As a result of the aforementioned and given the extra liquidity at Banco Compartamos in Mexico, **NIM after provisions** (NII after provisions for losses / average yielding assets) for 2Q18 stood at 43.2%, compared to 43.5% in 2Q17. It is worth highlighting that GENTERA's subsidiary, Banco Compartamos, increased its Cash position at the end of 2Q18 with the purpose of mitigating potential volatility. This additional liquidity impacted the NIM before and after provisions since the average yielding assets increased substantially.

**The net effect between commissions charged and commissions paid** in 2Q18 reached a total of **Ps. 228 million**, a slight contraction of **Ps. 18 million, or 7.3%**, compared to the net effect obtained in 2Q17 of Ps. 246 million, and is explained as follows:

**Commissions and fee income** during the quarter **contracted 6.5%** to Ps. 332 million, compared to 2Q17. This line item mainly reflected: i) late payment fees charged to clients with delinquent loans at Banco Compartamos; ii) fees generated at YASTAS, ATERNA and INTERMEX; and iii) commissions generated at Compartamos Financiera. **The following table shows consolidated numbers for the different subsidiaries.**

Commissions and fee income (millions of pesos)			
	2Q18	2Q17	1Q18
Banco Compartamos	216	256	210
Compartamos Financiera	40	30	36
Yastas	5	5	6
Aterna	23	16	21
Intermex	48	48	41
<b>Total</b>	<b>332</b>	<b>355</b>	<b>314</b>

**Commissions and fee expenses** during the quarter contracted **4.6% compared to 2Q17**, or Ps. 5 million, to **Ps. 104 million**. The main reason for this slight contraction in fee expenses had to do with the fact that a large number of Banco Compartamos' disbursements and collection operations of its credits continued to be executed in GENTERA's channels, representing, at the end of June '18, 73.4% and 39.8%, respectively, compared to 77% and 42% in the previous quarter. **We expect that this participation in GENTERA's channels will change in the coming quarters as we have decided to give additional flexibility to Banco Compartamos' clients to execute those disbursements and payments in different channels.** This line item included: i) fees charged by third parties to Banco Compartamos for the use of their networks; as well as, ii) fees related to the operation of YASTAS and INTERMEX. **The following table shows consolidated numbers of the different subsidiaries.**

Commissions and fee expense (millions of pesos)			
	2Q18	2Q17	1Q18
Banco Compartamos	61	62	53
Compartamos Financiera	13	16	12
Compartamos Guatemala S.A.	2	2	2
SAB	1	-	-
Yastas	15	18	16
Servicios	1	1	1
Intermex	11	10	9
<b>Total</b>	<b>104</b>	<b>109</b>	<b>93</b>

**Trading Gains** during 2Q18 represented an income of **Ps. 9 million**.

**Other Operating Income/Expenses** during 2Q18 represented an income of **Ps. 189 million**. This item reflected non-recurring income or expenses which for the second quarter were primarily driven by income coming from a provision that was canceled. That provision was booked by Compartamos in 4Q16 and was linked to previous years' legal disputes amounting to Ps. 165 million.

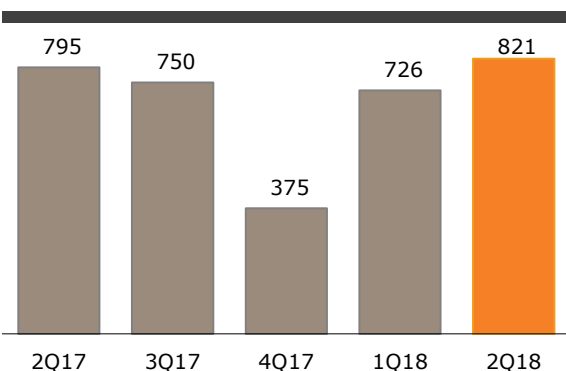
**Operating expenses** stood at **Ps. 3,429 million, a 12.3% growth** versus the Ps. 3,054 million reached in 2Q17. This increase was mainly attributable to the increase in infrastructure (larger number of Branches and Service Offices) and an increase in the number of employees. These two concepts typically represent 80% of Total Operating Expenses, as is explained by the following:

GENTERA's subsidiaries jointly totaled **21,918 employees**, an increase of 3.1% compared to 2Q17, even considering the corporate restructuring process in the headquarters in Mexico that took place in 1Q18. However, GENTERA has been increasing the number of sales representatives in Mexico, Peru and Guatemala. The new hires are required to serve current and future customers.

- **Salaries and benefits** represented approximately **Ps. 2,172 million, or 63.4%** of total operating expenses.
- During 2Q18, GENTERA had 484 service offices and 260 branches in Mexico, 86 service offices in Peru and 60 in Guatemala for a **total of 630 Service Offices and 260 Branches**. Together, these service offices and branches (SO&B) and the Headquarters office represented **Ps. 559 million, or 16.3%** of operating expenses. The current number of service offices and branches was **4.3% larger** than the service offices and branches reported in 2Q17, totaling 890.
- **Other strategic initiatives and advisory services, such as:** i) Investments in technology: the SAP platform and the ERP; ii) the deposit/savings program; and, iii) YASTAS and FIINLAB; and, iv) strategies to improve customer experience, among others, jointly represented **Ps. 484.5 million, or 14.1%** of operating expenses during 2Q18.
- **Marketing Campaigns** represented **Ps. 213.5 million, or 6.2%** of operating expenses, during the second quarter, including the investment associated with the **loyalty program in Banco Compartamos** which totaled **Ps. 152 million** this quarter.

**Participation in Net Income from Non-Consolidated Subsidiaries** represented a Ps. 2 million loss during the quarter, compared to a Ps. 5 million loss in 2Q17. This line item reflects GENTERA's minority contribution in Companies in which it has been investing. For 2Q18 GENTERA started to reflect the contribution of its minority stake in Concredito, which for this quarter accounted for approximately 2 weeks.

### Net Income (Ps. millions)



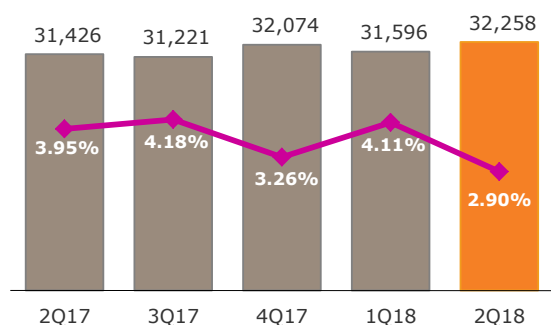
For 2Q18, **Net Income amounted to Ps. 821 million, which represents a 3.3% growth** compared to the Ps. 795 million in net income recorded in 2Q17. For this second quarter, Compartamos represented 63.5% of GENTERA's total Net Income, whereas Compartamos Financiera in Peru represented 16.1% and the other subsidiaries, YASTAS, INTERMEX, Compartamos Servicios, and GENTERA SAB generated the remaining 20.4%. In this 2Q18 GENTERA SAB unlocked Ps.71 million as a result of the Tax shield related to the cumulated fiscal losses during its first years of operation.

### Balance Sheet

**Cash and other investments** stood at **Ps. 8,521 million** during the second quarter of 2018. This level of liquidity enables us to cover operating expense growth, debt amortizations and expected portfolio growth

for the following 30 days. It is important to note that at the end of the second quarter, Banco Compartamos decided to have extra liquidity in its account with the purpose of mitigating potential volatility in the market. 63.3% of the cash on the balance sheet corresponded to Banco Compartamos, with Ps. 5,397 million held in highly liquid assets. The remainder is held in GENTERA accounts in its various subsidiaries.

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



**Total Loan Portfolio** reached **Ps. 32,258 million** in 2Q18, a **2.6% growth** compared to the figure reported in 2Q17. The Loan Portfolio was distributed as follows: 66.3% at Banco Compartamos, 31.9% at Compartamos Financiera in Peru and 1.8% at Compartamos in Guatemala.

Banco Compartamos continued taking actions during the quarter to improve customer experience, among many other initiatives with the goal of returning to high levels of customer service.

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

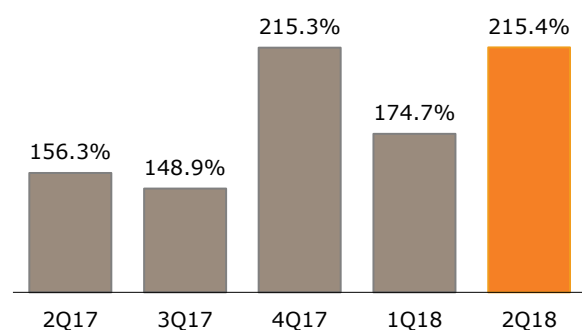
**Consolidated non-performing loans** reached **2.90%** in 2Q18, a substantial improvement compared to the 3.95% NPL recorded in 2Q17 and 4.11% in 1Q18. This improvement was possible due to returning to high levels of origination processes, better service levels to all the clients compared to previous quarters and an adequate monitoring of customer performance.

Worth highlighting is that GENTERA's short to medium term expectations, and considering the different risk profile products in the portfolio and to the effects of more competition in some regions of Mexico, NPLs should be moving in a similar level to the ratios reached in the 1Q18. It is important to mention that Banco Compartamos' policy is to write-off loans that are past due after 180 days.

PRODUCT	2Q18				2Q17				1Q18			
	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs
C. Mujer	11,769	171	1.45%	241	12,053	251	2.08%	294	11,715	287	2.45%	216
C. Comerciante	4,323	210	4.86%	305	5,405	379	7.02%	397	4,608	371	8.05%	3
<b>Group Methodology</b>	<b>16,092</b>	<b>381</b>	<b>2.37%</b>	<b>546</b>	<b>17,458</b>	<b>630</b>	<b>3.61%</b>	<b>691</b>	<b>16,323</b>	<b>658</b>	<b>4.03%</b>	<b>219</b>
C. Individual	2,532	116	4.56%	114	2,615	148	5.67%	113	2,581	146	5.67%	121
C. CA (de CM y CCR)	416	15	3.47%	21	491	22	4.59%	32	413	25	6.10%	15
C. CCM( de CM, CCR y CI)	2,339	117	5.01%	135	2,855	177	6.17%	171	2,491	170	6.80%	116
C. Otros (CGD,CEC y CIA)	11	0	4.44%	0	2	0	3.53%	0	12	0	4.42%	0
<b>Individual Methodology</b>	<b>5,298</b>	<b>248</b>	<b>4.67%</b>	<b>270</b>	<b>5,963</b>	<b>347</b>	<b>5.82%</b>	<b>316</b>	<b>5,497</b>	<b>341</b>	<b>6.22%</b>	<b>252</b>
<b>Banco Compartamos</b>	<b>21,390.00</b>	<b>629.0</b>	<b>2.94%</b>	<b>816</b>	<b>23,421</b>	<b>977</b>	<b>4.17%</b>	<b>1,007</b>	<b>21,820</b>	<b>999</b>	<b>4.58%</b>	<b>471</b>
C.Mujer	1,946	25	1.28%	13	1,256	21	1.69%	13	1,717	23	1.32%	13
<b>Group Methodology Peru</b>	<b>1,946</b>	<b>25</b>	<b>1.28%</b>	<b>13</b>	<b>1,256</b>	<b>21</b>	<b>1.69%</b>	<b>13</b>	<b>1,717</b>	<b>23</b>	<b>1.32%</b>	<b>13</b>
<b>Individual Methodology Peru</b>	<b>8,347</b>	<b>263</b>	<b>3.15%</b>	<b>99</b>	<b>6,243</b>	<b>222</b>	<b>3.56%</b>	<b>105</b>	<b>7,515</b>	<b>248</b>	<b>3.30%</b>	<b>91</b>
<b>Compartamos Financiera</b>	<b>10,293.34</b>	<b>288.2</b>	<b>2.80%</b>	<b>112</b>	<b>7,499</b>	<b>243</b>	<b>3.24%</b>	<b>118</b>	<b>9,231</b>	<b>271</b>	<b>2.93%</b>	<b>104</b>
Group Methodology Guatemala	575	20.42	3.55%	24	506	22	4.32%	15	545	28	5.11%	18
Compartamos Guatemala S.A.	574.94	20.22	3.55%	24	506	22	4.32%	15	545	28	5.11%	18
<b>Total</b>	<b>32,258</b>	<b>937.40</b>	<b>2.90%</b>	<b>952</b>	<b>31,427</b>	<b>1,242</b>	<b>3.95%</b>	<b>1,140</b>	<b>31,596</b>	<b>1,298</b>	<b>4.11%</b>	<b>593</b>

### Performance Ratios and Metrics

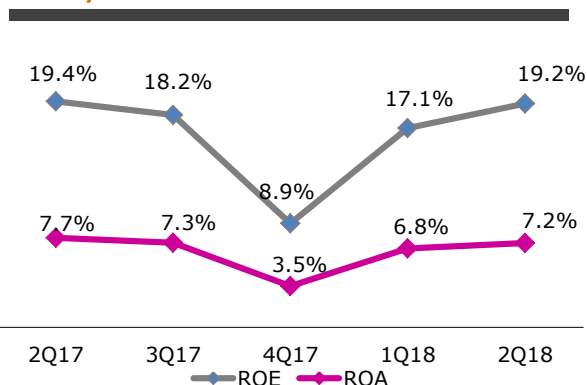
#### Coverage Ratio



The 2Q18 **coverage ratio** was **215.4%**, which is well in accordance with the portfolio mix and its current dynamics, as well as with Mexican financial regulations.

**Goodwill** amounted to Ps. 962 million and was related to the acquisition of Compartamos Financiera and INTERMEX, which was recorded as an asset.

### ROAE/ROAA



During 2Q18, GENTERA reached a return on average equity (**ROAE**) of **19.2%**, compared to 19.4% in 2Q17, while improving compared to the 17.1% achieved in 1Q18. Return on average assets (**ROAA**) for 2Q18 **was 7.2%** compared to 7.7% in 2Q17.

### Other 2Q18 Highlights:

- With **1.57 million** debit accounts, **deposits from Clients in Banco Compartamos** stood at **Ps. 2,054 million**, which were generated from demand and time deposits, growing more than 70% compared to the Ps. 1,199 million reached at the end of 2Q17.
- **YASTAS** recorded **1.80 million financial transactions** during the quarter, representing a slight 2% increase compared to the number of financial transactions recorded in 2Q17. At the end of 2Q18 YASTAS had a network of more than 2,900 affiliates.
- **ATERNA** ended the quarter with **5 million active life insurance policies** throughout its operations in Mexico, Peru and Guatemala.
- **INTERMEX**, with more than 2.8 thousand points of payment processed more than **Ps. 7,100 million** in remittances payments, representing an 18.2% growth compared with the figure reached in 2Q17.
- On June 13, 2018 GENTERA announced that the investment process in ConCrédito was formalized. The transaction was covered with Gentera's own resources and implies a global amount of MXN 2,585 million, including MXN 2,085 million for a 36.8% stake of the company's capital and MXN 500 million in convertible debt.
- **On April 26, 2018, Fitch Ratings** affirmed Banco Compartamos' Viability Rating (VR) at "bbb", as well as its foreign- and local-currency long and short-term Issuer Default Ratings (IDRs) at "BBB" and "F2", respectively. The Rating Outlook on the long-term IDRs is Stable. Its national scale long- and short-term ratings were also affirmed at "AA+(mex)" and "F1+(mex)".
- **On May 29, 2018, S&P Global Ratings** affirmed Banco Compartamos global and national scale ratings at "BBB/A-2" and "mxAAA/mxA-1+", respectively. Outlook remained Negative
- At the end of the second quarter, **GENTERA repurchased 7,900,000 shares** through the Company's stock buyback program established on April 20, 2018. **Shares outstanding as of June 30, 2018, amounted to 1,604,673,717.**
- **During 2Q18, Fundación GENTERA** made alliances benefiting more than nine hundred people with educational opportunities and volunteer actions. **31% of Gentera's employees** participated in at least one volunteer activity during this quarter; through this effort, more than 15 thousand hours were devoted in different activities, benefiting more than 19 thousand people.

**GENTERA**  
**Consolidated Income Statement**  
**For the three months ended June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18	6M18	6M17	% Change 6M17
Interest income	5,113	5,204	-1.7%	5,016	1.9%	10,129	10,341	-2.1%
Interest expense	385	381	1.0%	375	2.7%	760	783	-2.9%
<b>Net Interest Income</b>	<b>4,728</b>	<b>4,823</b>	<b>-2.0%</b>	<b>4,641</b>	<b>1.9%</b>	<b>9,369</b>	<b>9,558</b>	<b>-2.0%</b>
Provisions for loan losses	659	939	-29.8%	658	0.2%	1,317	1,809	-27.2%
<b>Net interest income after provisions</b>	<b>4,069</b>	<b>3,884</b>	<b>4.8%</b>	<b>3,983</b>	<b>2.2%</b>	<b>8,052</b>	<b>7,749</b>	<b>3.9%</b>
Commissions and fee income	332	355	-6.5%	314	5.7%	646	687	-6.0%
Commissions and fee expense	104	109	-4.6%	93	11.8%	197	216	-8.8%
Trading gains (losses)	9	8	12.5%	(5)	N/C	4	(1)	N/C
Other operating income (expense)	189	(6)	N/C	19	N/C	208	41	N/C
Operating Expenses	3,429	3,054	12.3%	3,169	8.2%	6,598	5,779	14.2%
<b>Net operating income</b>	<b>1,066</b>	<b>1,078</b>	<b>-1.1%</b>	<b>1,049</b>	<b>1.6%</b>	<b>2,115</b>	<b>2,481</b>	<b>-14.8%</b>
Participation in net income from non consolidated and associated subsidiaries	(2)	(5)	N/C	(5)	N/C	(7)	(10)	N/C
<b>Total income before income tax</b>	<b>1,064</b>	<b>1,073</b>	<b>-0.8%</b>	<b>1,044</b>	<b>1.9%</b>	<b>2,108</b>	<b>2,471</b>	<b>-14.7%</b>
Income tax	243	278	-12.6%	318	-23.6%	561	659	-14.9%
<b>Net income</b>	<b>821</b>	<b>795</b>	<b>3.3%</b>	<b>726</b>	<b>13.1%</b>	<b>1,547</b>	<b>1,812</b>	<b>-14.6%</b>
Participation (in net income) from controlling company	815	792	2.9%	720	13.2%	1,535	1,805	-15.0%
Participation (in net income) from non-controlling compa	6	3	100.0%	6	0.0%	12	7	71.4%

**GENTERA**  
**Consolidated Balance Sheet**  
**As of June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18
Cash and other investments	8,521	5,830	46.2%	5,133	66.0%
Total performing loans	31,321	30,184	3.8%	30,298	3.4%
Non-performing loans	937	1,242	-24.6%	1,298	-27.8%
<b>Total loan portfolio</b>	<b>32,258</b>	<b>31,426</b>	<b>2.6%</b>	<b>31,596</b>	<b>2.1%</b>
Allowance for loan losses	2,018	1,941	4.0%	2,268	-11.0%
<b>Loan portfolio, net</b>	<b>30,240</b>	<b>29,485</b>	<b>2.6%</b>	<b>29,328</b>	<b>3.1%</b>
Other accounts receivable	2,007	967	107.5%	1,929	4.0%
Fixed assets	1,204	1,109	8.6%	1,219	-1.2%
Permanent investment	2,194	68	N/C	104	N/C
Other assets	3,428	3,215	6.6%	3,542	-3.2%
Goodwill	962	891	8.0%	908	5.9%
<b>Total assets</b>	<b>48,556</b>	<b>41,565</b>	<b>16.8%</b>	<b>42,163</b>	<b>15.2%</b>
Clients'	2,493	1,414	76.3%	2,333	6.9%
Deposits	5,689	3,896	46.0%	5,126	11.0%
Long Term Debt Issuance	7,988	9,567	-16.5%	7,594	5.2%
Interbank loans	11,862	6,553	81.0%	6,662	78.1%
Other accounts payable	3,510	4,035	-13.0%	3,269	7.4%
<b>Total liabilities</b>	<b>31,542</b>	<b>25,465</b>	<b>23.9%</b>	<b>24,984</b>	<b>26.2%</b>
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Premium on sale of stock	558	550	1.5%	557	0.2%
Capital reserves	2,092	1,474	41.9%	1,285	62.8%
Retained earnings	7,699	7,172	7.3%	9,709	-20.7%
Other capital accounts	329	275	19.6%	52	N/C
Net income for the year	1,535	1,805	-15.0%	720	113.2%
Participation (in net income) from controlling company	16,977	16,040	5.8%	17,087	-0.6%
Participation (in net income) from non-controlling company	37	60	-38.3%	92	-59.8%
<b>Total stockholders' equity</b>	<b>17,014</b>	<b>16,100</b>	<b>5.7%</b>	<b>17,179</b>	<b>-1.0%</b>
<b>Total liabilities and stockholders' equity</b>	<b>48,556</b>	<b>41,565</b>	<b>16.8%</b>	<b>42,163</b>	<b>15.2%</b>





The following section sets forth the non-audited financial results for the second quarter of 2018 (2Q18) for Banco Compartamos, S.A. I.B.M. ("Banco Compartamos" or "the Bank"), which is GENTERA's main subsidiary and is located in Mexico. All figures are expressed in Mexican pesos in accordance with the CNBV regulations applicable to credit institutions and may vary due to rounding.

## Financial Highlights

	2Q18	2Q17	1Q18	% Change 2Q17	% Change 1Q18	6M18	6M17	% Change 6M17
Clients	2,391,665	2,721,551	2,438,025	-12.1%	-1.9%	2,391,665	2,721,551	-12.1%
Portfolio*	21,390	23,421	21,820	-8.7%	-2.0%	21,390	23,421	-8.7%
Net Income*	521	678	599	-23.2%	-13.0%	1,120	1,507	-25.7%
NPLs / Total Portfolio	2.94%	4.17%	4.58%	-1.23 pp	-1.64 pp	2.94%	4.17%	-1.23 pp
ROA	7.3%	9.6%	8.9%	-2.3 pp	-1.6 pp	8.0%	10.2%	-2.2 pp
ROE	18.9%	23.1%	20.8%	-4.2 pp	-1.9 pp	20.2%	26.3%	-6.1 pp
NIM	61.3%	65.2%	65.2%	-3.9 pp	-3.9 pp	62.1%	61.5%	0.6 pp
NIM after provisions	53.2%	52.8%	56.6%	0.4 pp	-3.4 pp	53.9%	49.9%	4.0 pp
Efficiency Ratio	79.1%	74.2%	75.4%	4.9 pp	3.7 pp	77.3%	70.3%	7.0 pp
ICAP	28.3%	35.1%	39.0%	-6.8 pp	-10.7 pp	28.3%	35.1%	-6.8 pp
Capital / Total Assets	34.2%	41.5%	44.2%	-7.3 pp	-10.0 pp	34.2%	41.5%	-7.3 pp
Average Loan (Ps.)	8,944	8,606	8,950	3.9%	-0.1%	8,944	8,606	3.9%
Employees	16,811	16,734	17,410	0.5%	-3.4%	16,811	16,734	0.5%
Service Offices*	587	589	587	-0.3%	0.0%	587	589	-0.3%
Branches	260	194	262	34.0%	-0.8%	260	194	34.0%

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

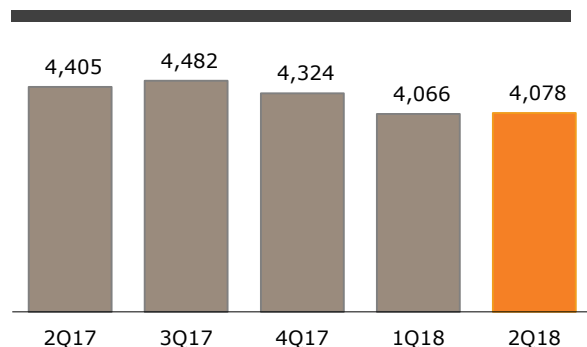
\*\* Some of the Service offices transformed into Branches. 103 Branches are inside a Service Office (same location)

### 2Q18 Highlights:

- **Total loan portfolio reached Ps. 22,244 million**, distributed as follows:
  - Loan portfolio from credit loans at Ps. 21,390 million, an 8.7% contraction compared with 2Q17.
  - Related party loans at Ps. 854 million.
- **Non-performing loans** stood at **2.94%** in 2Q18, compared to **4.17%** in 2Q17.
- **Net income for 2Q18** reached **Ps. 521 million**, a contraction compared to the Ps. 678 million in 2Q17.
- **Capitalization Ratio** stood at **28.3%**.
- **ROA** was **7.3%**, compared to 9.6% in 2Q17, while **ROE** was **18.9%**, compared to 23.1% in 2Q17.

## Results of Operations

### Interest Income (Ps. millions)



Interest income reached **Ps. 4,078 million in 2Q18**, **7.4%** less than 2Q17; however, it was not impacted in the same proportion as the contraction in the loan portfolio.

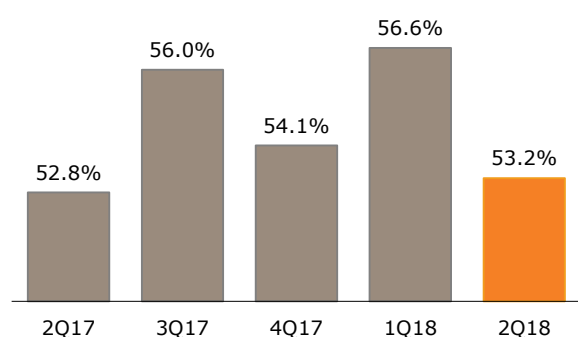
**The Funding Cost**, which includes liabilities and deposits from the public, **stood at 7.3%** in 2Q18 compared to **7.07%** in 2Q17. Interest expenses contracted 6.9% to Ps. 257 million, compared to Ps. 276 million in 2Q17. This contraction is explained by the reduction in the liabilities in floating rate used to fund the Portfolio and due to a larger participation of Client's deposits in the Funding Structure.

It is worth highlighting that at the end of the quarter, 60.1% of the Company's liabilities were contracted at a fixed rate.

As a result of the aforementioned, Banco Compartamos reported a **Net Interest Income** of **Ps. 3,821 million**, a **7.5%** contraction compared to 2Q17.

**Provisions for loan losses** were Ps. 505 million, which represented a 35.5% increase compared to Ps. 783 million reached in 2Q17, driven by the improvements in early NPLs "below 90 days" performance.

### Net Interest Margin<sup>1)</sup> (after provisions)



**NII after provisions** rose to Ps. 3,316 million, a 0.9% contraction compared to Ps. 3,346 million in 2Q17.

**NIM** (Net Interest Margin) after provisions (NII after provisions for losses / average yielding assets) for **2Q18 was 53.2%**, compared to 52.8% in 2Q17. Even though this ratio showed a slight improvement when compared to the 2Q17 level and was attributed to better dynamics in the asset quality (early NPL) compared to the performance that the consolidated portfolio had in 2Q17, it is important to highlight that during 2Q18 Banco Compartamos increased its Cash position with the purpose of mitigating potential volatility. This additional liquidity impacted the NIM before and after provisions since the average yielding assets increased substantially at the end of the second quarter.

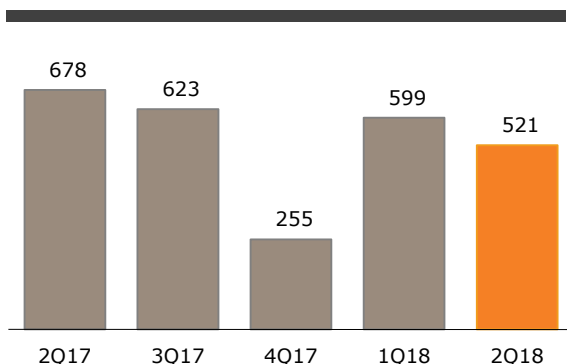
1) Net Interest margin after provisions / Average Yielding Assets

### Net Operating Income

- **Commissions and fee income** reached Ps. 221 million, a 16.3% contraction versus 2Q17. This line item reflected the collection fees and penalties charged to clients with delinquent accounts, representing 30.6% of fee income, as well as sales commissions for voluntary life insurance policies, which accounted for 61.6%. The remaining 7.8% was related to other concepts and fees.
- **Commissions and fee expenses** totaled Ps. 122 million, representing a 3.9% decrease when compared to 2Q17. This line item mainly reflected: i) 20.1% collection and disbursement fee costs; ii) 32.8% for alternative locations to pay and withdraw loans from Banco Compartamos; iii) 11.2% for the free voluntary life insurance coverage included in the *Credito Mujer* product; and iv) 35.9% fees paid to YASTAS and other fees.
- **Other income/expenses** reached a **Ps. 154 million** income. This item reflected non-recurring income or expenses, which for the second quarter were primarily driven by an income coming from a legal dispute provision that was canceled in April of this year. That provision was made in December 2016.
- **Operating expenses** for 2Q18 rose **10.0% to Ps. 2,829 million** when compared to 2Q17, primarily attributable to: i) the operation of branches, and ii) the execution of strategic initiatives, and the hiring of new sales force (loan officers) with the explicit purpose of improving customer experience.

## Net Income

### Net Income (Ps. millions)



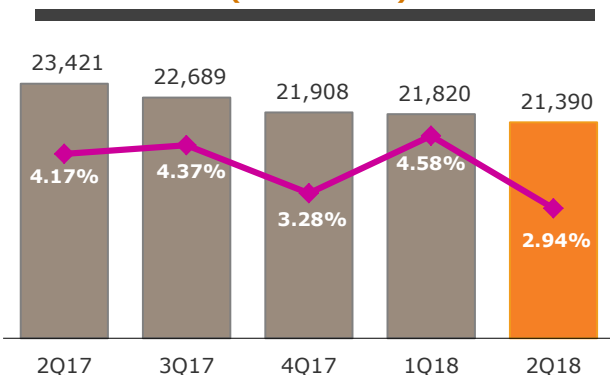
**Banco Compartamos** reported a **Net Income of Ps. 521 million**, representing a contraction of 23.2% versus 2Q17.

## Balance Sheet

**Cash and other investments** increased by **101.8% to Ps. 5,397 million**, compared to **Ps. 2,675 million** in 2Q17. The amount shown at the end of 2Q18 represents extra liquidity with the objective of mitigating potential volatility in the markets. Normally, the funds required by Banco Compartamos are used to cover operating expenses, debt maturities and loan portfolio growth for the following 30 days. Cash and other investments are placed in short-term instruments where the counterparty risk is approved by the Board's Risk Committee.

## Total Loan Portfolio

### Loan Portfolio (Ps. millions)



The **loan portfolio from microcredit loans** reached **Ps. 21,390 million**, an **8.7% contraction** compared to the **Ps. 23,421 million** reported in 2Q17. The performance experienced in the Portfolio during 2Q18 showed signals of stabilization, considering the 12.6% contraction experienced at the end of December 2017 and 9.9% contraction in 1Q18.

The **average outstanding balance per client** in 2Q18 was **Ps. 8,944**, **3.9%** above the **Ps. 8,606** reported in 2Q17.

## Loan Products & Credit Quality

The loan products offered by Banco Compartamos are distributed under two main categories (*Group and Individual Methodologies*):

- Group Lending Methodology:** Merchant Credit (*Credito Comerciante*) and Women Credit (*Credito Mujer*) represented **75.2%** of the total loan portfolio in 2Q18, which combined presented an **NPL of 2.37%** for 2Q18, compared to 3.61% in 2Q17.
- Individual Lending Methodology:** Improvement Loans (*Crece y Mejora*), Additional Loans (*Credito Adicional*) and Personal Loans (*Credito Individual*) represented a **24.8%** share of the total loans portfolio in 2Q18, with a consolidated **NPL of 4.67%** in 2Q18, compared to 5.82% one year ago.

During **2Q18 total NPLs reached 2.94%**, compared to the 4.17% recorded in 2Q17. **Banco Compartamos' policy is to write-off loans that are past due after 180 days.** During the second quarter write-offs reached Ps. 816 million or 19.0% less than the amount recorded in 2Q17.

For 2Q18, the coverage ratio (*allowance for loan losses / non-performing loans*) was 197.6% compared to 146.9% in 2Q17. Allowance for loan losses is based on the methodology established by the CNBV, which requires specific reserve coverage for each originated loan: Group Loans with a solidarity figure and a different coverage for Individual Loans. It is important to highlight that our methodology follows the rules that apply to the 'Personal Credit' category instead of the 'Consumer Loans, Not Revolving, Others' category, as described previously.

The allowance for loan losses by qualification was distributed as follows:

Risk	2Q18			2Q17			1Q18		
	%Allowance	Balance	Allowance <sup>2)</sup>	%Allowance	Balance	Allowance <sup>2)</sup>	%Allowance	Balance	Allowance <sup>2)</sup>
A-1	1.1%	14,405	162	1.1%	14,897	165	1.1%	14,354	160
A-2	2.7%	854	23	2.7%	1,085	29	2.7%	852	23
B-1	3.5%	196	7	3.4%	244	8	3.4%	136	5
B-2	4.1%	1,660	68	4.1%	1,503	62	4.1%	1,707	70
B-3	5.6%	486	27	5.7%	461	26	5.6%	529	30
C-1	7.2%	1,682	121	7.2%	1,931	139	7.2%	1,682	121
C-2	10.9%	863	94	11.0%	1,182	130	10.9%	900	98
D	21.1%	295	62	21.2%	581	123	21.2%	319	68
E	71.6%	946	678	71.4%	1,536	1,097	73.2%	1,340	981
<b>Total</b>		<b>21,389</b>	<b>1,242</b>		<b>23,421</b>	<b>1,779</b>		<b>21,819</b>	<b>1,555</b>
<b>Coverage Ratio<sup>1</sup></b>			<b>1.98</b>			<b>1.82</b>			<b>1.56</b>

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

<sup>2</sup> 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<sup>1</sup>. Allowance for loan losses continued 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 DOF (Diario Oficial Federación) on January 6, 2017, and for which its initial effect may be constituted over a period of twelve months according to the applicable regulation.

## Total Liabilities

During 2Q18, total liabilities reached Ps. 19,801 million, 20.1% above the Ps. 16,488 million recorded during 2Q17. All of Banco Compartamos' current liabilities are fully peso-denominated; therefore, there is no FX exposure.

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

**i) Long-term debt issuances:** Banco Compartamos is a frequent issuer in the Mexican debt capital market. As of June 30, 2018, it had Ps. 7,565 million outstanding in Certificados Bursátiles Bancarios (Bank Bonds).

**ii) Strong capital base:** 34.2% of total assets were funded with equity.

**iii) Credit lines with banks and other institutions:** Banco Compartamos had **Ps. 8,840 million** in credit lines among various banking creditors (Development Banks and Commercial Banks).

**iv) Deposits:** For 2Q18, deposits from **Clients** stood at **Ps. 2,054 million, a figure 71.3% larger than the Ps. 1,199 million recorded in 2Q17. At the end of 2Q18, Banco Compartamos had over 1.57 million** debit accounts.

## Total Stockholders' Equity

The **capitalization ratio was 28.3%** compared to 35.1% reported in 2Q17. The current ratio continues to reflect the Bank's strength in accordance with levels required by Basel III and is well above the Mexican banking system standards. Banco Compartamos reported Ps. 8,944.3 million in Tier I capital and risk-weighted assets of Ps. 31,559.8 million.

**Banco Compartamos, S.A., Institución de Banca Múltiple**  
**Income Statement**  
**For the three months ended June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18	6M18	6M17	% Change 6M17
Interest income	4,078	4,405	-7.4%	4,066	0.3%	8,144	8,715	-6.6%
Interest expense	257	276	-6.9%	255	0.8%	512	570	-10.2%
<b>Net Interest Income</b>	<b>3,821</b>	<b>4,129</b>	<b>-7.5%</b>	<b>3,811</b>	<b>0.3%</b>	<b>7,632</b>	<b>8,145</b>	<b>-6.3%</b>
Provisions for loan losses	505	783	-35.5%	505	0.0%	1,010	1,527	-33.9%
<b>Net interest income after provisions</b>	<b>3,316</b>	<b>3,346</b>	<b>-0.9%</b>	<b>3,306</b>	<b>0.3%</b>	<b>6,622</b>	<b>6,618</b>	<b>0.1%</b>
Commissions and fee income	221	264	-16.3%	216	2.3%	437	502	-12.9%
Commissions and fee expense	122	127	-3.9%	111	9.9%	233	265	-12.1%
Trading gains (losses)	9	7	28.6%	(5)	N/C	4	(1)	N/C
Other operating income (expense)	154	(27)	N/C	12	N/C	166	(54)	N/C
Operating Expenses	2,829	2,571	10.0%	2,577	9.8%	5,406	4,783	13.0%
<b>Net operating income</b>	<b>749</b>	<b>892</b>	<b>-16.0%</b>	<b>841</b>	<b>-10.9%</b>	<b>1,590</b>	<b>2,017</b>	<b>-21.2%</b>
<b>Total income before income tax</b>	<b>749</b>	<b>892</b>	<b>-16.0%</b>	<b>841</b>	<b>-10.9%</b>	<b>1,590</b>	<b>2,017</b>	<b>-21.2%</b>
Income tax	228	214	7%	242	-5.8%	470	510	-7.8%
Current	71	124	-42.7%	300	-76.3%	371	509	-27.1%
Deferred	157	90	74.4%	(58)	N/C	99	1	N/C
<b>Net income</b>	<b>521</b>	<b>678</b>	<b>-23.2%</b>	<b>599</b>	<b>-13.0%</b>	<b>1,120</b>	<b>1,507</b>	<b>-25.7%</b>

**Banco Compartamos, S.A., Institución de Banca Múltiple**  
**Balance Sheet**  
**As of June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18
Cash and other investments	5,397	2,675	101.8%	2,022	166.9%
Related parties	854	-	N/C	-	N/C
Total performing loans	20,761	22,444	-7.5%	20,820	-0.3%
Non-performing loans	629	977	-35.6%	1,000	-37.1%
<b>Total loan portfolio</b>	<b>22,244</b>	<b>23,421</b>	<b>-5.0%</b>	<b>21,820</b>	<b>1.9%</b>
Allowance for loan losses	1,243	1,435	-13.4%	1,556	-20.1%
<b>Loan portfolio, net</b>	<b>21,001</b>	<b>21,986</b>	<b>-4.5%</b>	<b>20,264</b>	<b>3.6%</b>
Other accounts receivable	1,066	760	40.3%	1,625	-34.4%
Fixed assets	549	510	7.6%	583	-5.8%
Other assets	2,066	2,250	-8.2%	2,228	-7.3%
<b>Total assets</b>	<b>30,079</b>	<b>28,181</b>	<b>6.7%</b>	<b>26,722</b>	<b>12.6%</b>
Clients' Deposits	2,054	1,199	71.3%	1,956	5.0%
Deposits	324	451	-28.2%	310	4.5%
Long Term Debt Issuance	7,565	9,567	-20.9%	7,594	-0.4%
Interbank loans	8,840	4,000	121.0%	3,593	146.0%
Derivates financial instruments	-	-	N/C	-	N/C
Other accounts payable	1,018	1,271	-19.9%	1,460	-30.3%
Deferred income tax	-	-	N/C	-	N/C
<b>Total liabilities</b>	<b>19,801</b>	<b>16,488</b>	<b>20.1%</b>	<b>14,913</b>	<b>32.8%</b>
Capital stock	558	542	3.0%	558	0.0%
Contributions for future capital increases	33	16	106.3%	-	N/C
Capital reserves	538	506	6.3%	505	6.5%
Retained earnings	8,029	9,123	-12.0%	10,147	-20.9%
Remeasurements for employees benefit	-	(1)	N/C	-	N/C
Net income for the year	1,120	1,507	-25.7%	599	87.0%
<b>Total stockholders' equity</b>	<b>10,278</b>	<b>11,693</b>	<b>-12.1%</b>	<b>11,809</b>	<b>-13.0%</b>
<b>Total liabilities and stockholders' equity</b>	<b>30,079</b>	<b>28,181</b>	<b>6.7%</b>	<b>26,722</b>	<b>12.6%</b>

## Compartamos Financiera (Peru)



The following section sets forth the non-audited financial results for the second quarter of 2018 (2Q18) for Compartamos Financiera, GENTERA's Peruvian subsidiary. All figures are in Mexican pesos and may vary due to rounding. The Reader must take into consideration the FX movements in the comparison periods.

Note: It is important to highlight that the analysis and figures are expressed in accordance with Mexican Generally Accepted Accounting Principles and CNBV (National Banking and Securities Commission) regulations. These figures are not comparable to the financial statements submitted to the Peruvian Superintendencia de Banca, Seguros y AFP (Peruvian Banking, Insurance and Pension Fund Commission).

### Financial Highlights

Summary	2Q18	2Q17	1Q18	% Change 2Q17	% Change 1Q18	6M18	6M17	% Change 6M17
Clients	521,464	418,993	495,180	24.5%	5.3%	521,464	418,993	24.5%
Portfolio	10,293.3	7,499.0	9,231.4	37.3%	11.5%	10,293.3	7,499.0	37.3%
Net Income	132.3	38.1	65.4	247.2%	102.2%	197.7	96.3	105.3%
NPLs / Total Portfolio	2.80%	3.24%	2.9%	-0.44 pp	-0.13 pp	2.80%	3.24%	-0.44 pp
ROA	4.5%	1.7%	2.3%	2.8 pp	2.2 pp	3.4%	2.2%	1.2 pp
ROE	23.8%	7.6%	12.3%	16.2 pp	11.5 pp	17.9%	9.4%	8.5 pp
NIM	26.3%	25.5%	24.5%	0.8 pp	1.8 pp	28.9%	26.2%	2.7 pp
NIM after provisions	21.4%	19.0%	19.5%	2.4 pp	1.9 pp	23.3%	20.3%	3.0 pp
Efficiency Ratio	72.1%	88.5%	85.6%	-16.4 pp	-13.5 pp	78.4%	85.4%	-7.0 pp
Operating Efficiency	16.2%	16.9%	17.3%	-0.7 pp	-1.1 pp	16.15%	16.94%	-0.7 pp
Capital / Total Assets	19.2%	22.0%	18.9%	-2.8 pp	0.3 pp	19.2%	22.0%	-2.8 pp
Average Loan (Ps.)	19,739	17,898	18,643	10.3%	5.9%	19,739	17,898	10.3%
Employees	3,908	3,340	3,660	17.0%	6.8%	3,908	3,340	17.0%
Service Offices	86	79	84	8.9%	2.4%	86	79	9%

Compartamos Financiera's figures are reported under Mexican GAAP.

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

### 2Q18 Highlights:

- **Total loan portfolio** reached **Ps. 10,293 million**, **37.3%** higher than that of 2Q17.
- **Non-performing loans** stood at **2.80%** in 2Q18, compared to **3.24%** in 2Q17.
- **Active clients** reached **521,464**, a 24.5% increase compared to 2Q17.
  - Group Loans (**Credito Mujer**) product represented **68.6%** of the clients served in Peru, ending the period with **357,678 clients**, 31.6% more clients than in 2Q17.
- **On June 6, Compartamos Financiera** issued local bonds for the first time in the amount of **70 million Soles** and a tenor of 2 years, with a 4.8125% interest rate. The issuance was oversubscribed by 1.6 times.
- Compartamos Financiera reached a total of **86 service offices**, seven more offices than in 2Q17.

**Compartamos Financiera**  
**Income Statement**  
**For the three months ended June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18	6M18	6M17	% Change 6M17
Interest income	878.1	659.5	33.1%	799.2	9.9%	1,677.3	1,346.5	24.6%
Interest expense	132.4	111.2	19.1%	125.0	6.0%	257.4	225.9	14.0%
<b>Net interest income</b>	<b>745.7</b>	<b>548.3</b>	<b>36.0%</b>	<b>674.2</b>	<b>10.6%</b>	<b>1,419.9</b>	<b>1,120.6</b>	<b>26.7%</b>
Provisions for loan losses	137.1	139.9	-2.0%	136.6	0.3%	273.7	251.3	8.9%
<b>Net interest income after provisions</b>	<b>608.6</b>	<b>408.4</b>	<b>49.0%</b>	<b>537.5</b>	<b>13.2%</b>	<b>1,146.2</b>	<b>869.3</b>	<b>31.9%</b>
Commissions and fee income	40.4	29.7	36.0%	36.0	12.1%	76.5	57.0	34.2%
Commissions and fee expenses	13.6	15.8	-14.2%	11.9	13.5%	25.5	22.2	15.0%
Other operating income (expense)	16.5	3.9	N/C	8.1	103.4%	24.6	25.6	-4.0%
Operating expenses	470.2	377.4	24.6%	487.6	-3.6%	957.8	793.6	20.7%
<b>Net operating income</b>	<b>181.8</b>	<b>48.8</b>	<b>N/C</b>	<b>82.2</b>	<b>121.3%</b>	<b>264.0</b>	<b>136.1</b>	<b>93.9%</b>
<b>Total income before income tax</b>	<b>181.8</b>	<b>48.8</b>	<b>N/C</b>	<b>82.2</b>	<b>121.3%</b>	<b>264.0</b>	<b>136.1</b>	<b>93.9%</b>
Current and Deferred	49.6	10.7	N/C	16.8	195.6%	66.3	39.9	66.3%
<b>Net income</b>	<b>132.3</b>	<b>38.1</b>	<b>N/C</b>	<b>65.4</b>	<b>102.2%</b>	<b>197.7</b>	<b>96.3</b>	<b>105.3%</b>

**Compartamos Financiera**  
**Balance Sheet**  
**As of June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18
Cash and other investments	2,009.1	1,359.8	47.8%	1,742.6	15.3%
Total performing loans	10,005.2	7,255.8	37.9%	8,960.6	11.7%
Non-performing loans	288.2	243.2	18.5%	270.8	6.4%
<b>Total loan portfolio</b>	<b>10,293.3</b>	<b>7,499.0</b>	<b>37.3%</b>	<b>9,231.4</b>	<b>11.5%</b>
Allowance for loan losses	741.9	476.5	55.7%	675.0	9.9%
<b>Loan portfolio, net</b>	<b>9,551.5</b>	<b>7,022.5</b>	<b>36.0%</b>	<b>8,556.4</b>	<b>11.6%</b>
Other accounts receivable	28.7	11.0	160.1%	24.5	17.4%
Fixed assets	282.8	218.1	29.7%	247.0	14.5%
Other assets	459.1	288.9	58.9%	385.5	19.1%
<b>Total assets</b>	<b>12,331.2</b>	<b>8,900.3</b>	<b>38.5%</b>	<b>10,956.0</b>	<b>12.6%</b>
Deposits	6,549.7	4,109.7	59.4%	5,503.0	19.0%
Interbank loans	3,021.5	2,546.1	18.7%	3,068.8	-1.5%
Other accounts payable	387.4	287.4	34.8%	316.9	22.3%
<b>Total liabilities</b>	<b>9,958.6</b>	<b>6,943.2</b>	<b>43.4%</b>	<b>8,888.7</b>	<b>12.0%</b>
Capital stock	1,411.6	1,262.6	11.8%	1,411.6	0.0%
Capital reserves	106.4	89.6	18.8%	106.7	-0.2%
Foreign exchange effect	633.8	411.2	54.1%	460.7	37.6%
Retained earnings	23.0	97.5	-76.4%	23.0	0.0%
Net income for the year	197.7	96.3	105.3%	65.4	N/C
<b>Total stockholders' equity</b>	<b>2,372.5</b>	<b>1,957.1</b>	<b>21.2%</b>	<b>2,067.3</b>	<b>14.8%</b>
<b>Total liabilities and stockholders' equity</b>	<b>12,331.2</b>	<b>8,900.3</b>	<b>38.5%</b>	<b>10,956.0</b>	<b>12.6%</b>

## Compartamos, S.A. (Guatemala)



The following section sets forth the non-audited financial results for the second quarter of 2018 (2Q18) for Compartamos S.A., the Company's Guatemalan subsidiary. All figures are expressed in Mexican pesos in accordance with Mexican Accounting Principles and Regulations, and may vary due to rounding. The Reader must take into consideration the FX movements in the comparison periods.

Summary	2Q18	2Q17	1Q18	% Change 2Q17	% Change 1Q18	6M18	6M17	% Change 6M17
Clients	95,127	87,267	94,198	9.0%	1.0%	95,127	87,267	9.0%
Portfolio	574.9	506.5	545.8	13.5%	5.3%	574.9	506.5	13.5%
Net Income	(3.0)	14.0	8.6	-121.1%	-134.2%	5.7	33.1	-82.9%
NPLs / Total Portfolio	3.55%	4.32%	5.11%	-0.77 pp	-1.56 pp	3.55%	4.32%	-0.77 pp
ROA	-1.6%	8.0%	4.7%	-9.6 pp	-6.3 pp	1.5%	9.3%	-7.8 pp
ROE	-1.8%	8.9%	5.2%	-10.7 pp	-7.0 pp	1.7%	10.3%	-8.6 pp
NIM	83.3%	83.1%	79.9%	0.2 pp	3.4 pp	80.9%	82.0%	-1.1 pp
NIM after provisions	73.0%	72.7%	69.9%	0.3 pp	3.1 pp	70.8%	72.4%	-1.6 pp
Efficiency Ratio	101.0%	82.8%	89.8%	18.2 pp	11.2 pp	95.6%	80.6%	15.0 pp
Capital / Total Assets	89.0%	89.9%	90.2%	-0.9 pp	-1.2 pp	89.0%	89.9%	-0.9 pp
Average Loan (Ps.)	6,044	5,804	5,794	4.1%	4.3%	6,044	5,804	4.1%
Employees	954	905	950	5.4%	0.4%	954	905	5.4%
Service Offices	60	60	60	0.0%	0.0%	60	60	0.0%

Figures are expressed in Mexican pesos with its corresponding FX for the quarter.

Exchange rate as of June 30, 2018, from Quetzales to USD: 7.49

Exchange rate as of June 30, 2018, from USD to MXP: 19.69

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

Source: Banco de Guatemala and Banco de Mexico.

### 2Q18 Highlights:

- **Total loan portfolio** reached **Ps. 575 million, 13.5%** higher when compared to 2Q17.
- **Net Income for 2Q18** stood with a loss of **Ps. 3.0 million** compared to Ps. 14.0 million generated in 2Q17.
- **Non-performing loans** stood at **3.55%** in 2Q18, compared to 4.32% in 2Q17.
- **Active clients** reached **95,127, a 9.0%** increase compared to 2Q17.



**Compartamos S.A.**  
**Income Statement**  
**For the three months ended June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18	6M18	6M17	% Change 6M17
Interest income	140.2	130.7	7.3%	130.1	7.7%	270.4	262.9	2.9%
Interest expense	-	0.1	N/C	-	N/C	-	0.3	N/C
<b>Net interest income</b>	<b>140.2</b>	<b>130.6</b>	<b>7.4%</b>	<b>130.1</b>	<b>7.7%</b>	<b>270.4</b>	<b>262.6</b>	<b>3.0%</b>
Provisions for loan losses	17.3	16.3	6.4%	16.3	6.6%	33.6	30.7	9.4%
<b>Net interest income after provisions</b>	<b>122.9</b>	<b>114.3</b>	<b>7.5%</b>	<b>113.9</b>	<b>7.9%</b>	<b>236.8</b>	<b>231.8</b>	<b>2.1%</b>
Commissions and fee expenses	1.7	1.9	-6.3%	2.1	-17.5%	3.9	3.8	1.4%
Other operating income (expense)	1.0	0.6	63.8%	1.6	-37.8%	2.6	2.7	-3.9%
Operating expenses	123.4	93.6	31.9%	101.8	21.2%	225.2	186.0	21.0%
<b>Net operating income</b>	<b>(1.23)</b>	<b>19.4</b>	<b>-106.3%</b>	<b>11.5</b>	<b>-110.7%</b>	<b>10.3</b>	<b>44.7</b>	<b>-76.9%</b>
<b>Total income before income tax</b>	<b>(1.2)</b>	<b>19.4</b>	<b>-106.3%</b>	<b>11.5</b>	<b>-110.7%</b>	<b>10.3</b>	<b>44.7</b>	<b>-76.9%</b>
Current	0.02	5.7	-99.7%	2.5	-99.2%	2.5	12.7	-80.5%
Deferred	(1.7)	(0.3)	N/C	(0.5)	N/C	(2.2)	(1.1)	95.7%
<b>Net income</b>	<b>(3.0)</b>	<b>14.0</b>	<b>-121.1%</b>	<b>9.6</b>	<b>-130.9%</b>	<b>5.7</b>	<b>33.1</b>	<b>-82.9%</b>

**Compartamos S.A.**  
**Balance Sheet**  
**As of June 30, 2017 and 2018**  
(in millions of Mexican pesos)

	2Q18	2Q17	% Change 2Q17	1Q18	% Change 1Q18
Cash and other investments	147.9	144.3	2.5%	126.1	17.3%
Total performing loans	554.5	484.6	14.4%	517.9	7.1%
Non-performing loans	20.4	21.9	-6.7%	27.9	-26.7%
<b>Total loan portfolio</b>	<b>574.9</b>	<b>506.5</b>	<b>13.5%</b>	<b>545.8</b>	<b>5.3%</b>
Allowance for loan losses	32.9	29.8	10.4%	37.6	-12.6%
<b>Loan portfolio, net</b>	<b>542.1</b>	<b>476.7</b>	<b>13.7%</b>	<b>508.2</b>	<b>6.7%</b>
Other accounts receivable	7.8	6.7	16.7%	8.6	-8.9%
Fixed assets	61.5	57.9	6.2%	62.3	-1.1%
Other assets	10.9	11.3	-3.8%	11.8	-7.9%
<b>Total assets</b>	<b>770.3</b>	<b>697.0</b>	<b>10.5%</b>	<b>716.9</b>	<b>7.4%</b>
Interbank loans	-	7.4	N/C	-	N/C
Other accounts payable	85.1	63.2	34.6%	70.4	20.9%
<b>Total liabilities</b>	<b>85.1</b>	<b>70.6</b>	<b>20.5%</b>	<b>70.4</b>	<b>20.9%</b>
Capital stock	439.7	439.7	0.0%	439.7	0%
Capital reserves	6.3	3.6	73.1%	6.3	0%
Foreign exchange effect	168.2	125.2	34.3%	126.6	32.9%
Retained earnings	65.4	24.8	163.9%	65.4	0%
Net income for the year	5.7	33.1	-82.9%	8.6	-34.2%
<b>Total stockholders' equity</b>	<b>685.2</b>	<b>626.4</b>	<b>9.4%</b>	<b>646.5</b>	<b>6.0%</b>
<b>Total liabilities and stockholders' equity</b>	<b>770.3</b>	<b>697.0</b>	<b>10.5%</b>	<b>716.9</b>	<b>7.4%</b>

Figures are expressed in Mexican pesos (millions) with their corresponding FX for the quarter.

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**About GENTERA**

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

**Note on Forward-Looking Statements**

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