

## GENTERA REPORTS 1Q24 RESULTS

**Mexico City, Mexico – April 24, 2024 – GENTERA S.A.B. de C.V. ("GENTERA" or "the Company")** (**BMV: GENTERA\*)** announced today non-audited consolidated financial results for the first quarter ended March 31, 2024. Figures were prepared in accordance with requirements from the National Banking and Securities Commission (CNBV) and are expressed in nominal Mexican pesos (Ps.).

## **1Q24 Highlights:**

Loan Portfolio reached a historic record of Ps. 65,521 million, representing a 20.6% annual growth, and servicing a record number of 5.27 million people.

- **Total Loan Portfolio** reached **Ps. 65,521 million**, representing again a new historic record. Total Loan Portfolio broken down by subsidiary was:
  - Banco Compartamos S.A., I.B.M. (Mexico) (Banco Compartamos) microcredit loan portfolio reached Ps. 42,086 million, a 29.0% growth compared to 1Q23.
  - Compartamos Financiera (Peru) stood at **Ps. 19,001 million,** a **5.3% growth** compared to 1Q23 (In local currency loan portfolio grew 13.2% in its annual comparison).
  - ConCrédito (Mexico) achieved a total of **Ps. 4,378 million,** a **20.7% growth** compared to 1Q23.
- Net income for 1Q24 was Ps. 1,508 million, a 13.7% growth compared to Ps. 1,326 million reached in 1Q23.
  - Controlling Company participation in 1Q24 reported a Net Income of Ps. 1,412 million, 10.3% larger compared to Ps. 1,280 million reported in 1Q23. EPS from controlling company in 1Q24 stood at ~\$0.89, a 10.3% increase compared to 1Q23.
- Cash and investments in financial instruments in GENTERA stood at Ps. 14,952 million in 1Q24, compared to Ps. 9,993 million in 1Q23, featuring sound liquidity levels at its different subsidiaries:
  - Banco Compartamos stood at Ps. 6,735 million.
  - **Compartamos Financiera** stood at Ps. 5,064 million.
  - **ConCrédito** stood at Ps. 1,465 million.
- Capital / Total Assets in Gentera for 1Q24 stood at 31.9%.
  - Capital Adequacy Ratio (ICAP), 31.8% in Banco Compartamos.
  - Solvency Ratio, 20.4% in Compartamos Financiera.
  - Capital/Total Assets at 55.6% in ConCrédito.
- On April 12, 2024, at GENTERA's Annual Shareholders' Meeting a dividend payment equivalent to 40% of the Net Income generated in GENTERA's participation in 2023 results was approved. The dividend amounts to Ps. 1,888.15 million, and will be paid in two installments. The first payment equivalent to 50% will be paid no later than May 14, 2024, and the remainder 50% will be paid no later than November 29, 2024.
- Controlling ROE in 1Q24 stood at 21.4% compared to 21.3% reached in 1Q23; ROE considering non-controlling interest stood at 21.1% compared to 20.4% in 1Q23.
- **ROA in 1Q24** reached **6.8%**, compared to 7.1% reached in 1Q23.

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- Loan Portfolio with credit risk stage 3 for 1Q24 stood at 3.57%, a slightly better ratio compared to NPL at 3.60% in 1Q23 and an increase compared to 3.44% reached in 4Q23. Coverage Ratio for 1Q24 stood at 220.3%.
- **ATERNA** placed **16.4 million insurance policies**, 37.3% more compared to 1Q23.
- **YASTAS** executed 6.2 million total operations. At the end of 1Q24, YASTAS had a network of **6,086 affiliates**, compared to 6,917 in 1Q23, aiming to improve the profile of the businesses affiliated to Yastas.
- **During 1Q24, Gentera Social Responsibility Fund and Fundación Compartamos**, reaffirm their commitment to bring educational opportunities to vulnerable people. Aligned with the 4th Sustainable Development Goal, more than 200 people have been benefited through educational alliances. Additionally, with the objective of prioritizing the well-being of children under the age of 6 years, the participation of more than 200 people was encouraged in Early Childhood conferences, where they received information to strengthen positive parenting. Finally, as part of our social purpose, more than 6,400 GENTERA's employees have carried out at least one volunteer activity, through this effort more than 32,000 people have been benefited.
- Shares outstanding as of March 31, 2024, amounted to 1,579,243,876.

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

In line with the plan and strategy for this year, our performance in the first quarter continues to reflect the benefits of the decisions made in the previous year and aligned to our modernization initiatives, with which we seek to leverage technology to continue improving our financial services and generating greater operating efficiencies, aiming to serve more clients.

This has not only allowed us to reach new milestones at the beginning of the year (record highs in the number of credit clients and loan portfolio), but also to maintain solid capital and risk management, as evidenced by our NPL of 3.57%.

In this sense, at the conclusion of the period we serve 5.27 million credit clients and users of financial services, which allowed us to maintain double-digit annual growth in the loan portfolio, which reached Ps. 65,521 million (+20.6%). Additionally, our robust growth strategy and the strength of our diverse financial offerings have resulted in the second largest net income in our history, generated in a quarter (Ps. 1,508 million, equivalent to an annual increase of 13.7%).

Our subsidiaries, YASTAS and ATERNA, also posted strong results this quarter. YASTAS successfully enhanced its reach in key areas by processing 6.2 million operations, furthering our goal to serve regions with limited financial services. ATERNA contributed robustly to our mission of generating social value and protecting the dreams of our clients with a 37.3% increase in issued insurance policies, totaling 16.4 million.

As we move forward, our dedication to integrating advanced technology and innovative methodologies is stronger than ever. This commitment is fundamental to our mission of improving the well-being of our clients by increasing financial inclusion. By continuously adopting the latest technologies, we ensure that our services remain at the forefront, helping to improve client satisfaction and drive our growth and leadership in the financial sector. Thank you for your continued trust and support in the generation of Total Value, as we aim for greater achievements and sustainable growth in this 2024 and in future years.



Summary	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Total users of financial services (1)	5,273,301	4,466,399	5,095,709	18.1%	3.5%
Credits Clients	4,093,539	3,459,302	3,967,161	18.3%	3.2%
Portfolio*	65,521	54,318	65,167	20.6%	0.5%
Net Income*	1,508	1,326	1,232	13.7%	22.4%
NPLs / Total Portfolio	3.57%	3.60%	3.44%	-0.03 pp	0.13 pp
ROA	6.8%	7.1%	5.8%	-0.3 pp	1.0 pp
ROE	21.1%	20.4%	18.0%	0.7 pp	3.1 pp
ROE Controlling	21.4%	21.3%	17.9%	0.1 pp	3.5 pp
NIM	39.4%	39.9%	39.6%	-0.5 pp	-0.2 pp
NIM after provisions	30.3%	30.9%	28.1%	-0.6 pp	2.2 pp
Efficiency Ratio	67.6%	68.2%	73.3%	-0.6 pp	-5.7 pp
Operating Efficiency	20.3%	21.5%	21.2%	-1.2 pp	-0.9 pp
Capital / Total Assets	31.9%	35.9%	32.2%	-4.0 pp	-0.3 pp
Average Loan per Client	16,006	15,702	16,427	1.9%	-2.6%
Employees	25,178	22,846	24,861	10.2%	1.3%
Service Offices**	548	537	548	2.0%	0.0%
Branches	143	142	143	0.7%	0.0%

## 1Q24 Analysis & Results of Operations

1) In 1Q24 GENTERA served more than 5.27 million people. ~4.46 million clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served ~813 thousand final users.

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

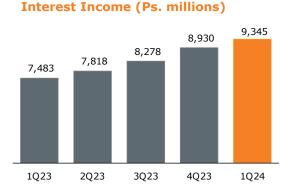
\*Portfolio and Net Income are expressed in millions of Mexican Pesos.

\*\*69 Branches are inside a Service Office (same location).

# The analysis was prepared using consolidated figures and in accordance with Financial and Reporting Standards accepted in Mexico which since 2022 and onwards converge with IFRS-9.

Variations are calculated for 1Q24 versus the same period of 2023 and 4Q23, unless otherwise stated. **The** reader must also consider FX fluctuations in our Peruvian subsidiary, Compartamos Financiera, for the comparable periods.

## **Statement of Comprehensive Income.**



**Interest income** in 1Q24 was **Ps. 9,345** million, a **24.9%** increase compared to 1Q23, and a **4.6%** increase compared to Ps. 8,930 million in 4Q23.

Banco Compartamos represented the majority of GENTERA's portfolio and interest income, comprising 64.2% and 73.4%, respectively. The second subsidiary with the highest contribution to this line was Compartamos Financiera. It is also noteworthy that ConCrédito contributed 6.7% to GENTERA's portfolio and 7.6% to its interest income.

The **yield** for GENTERA's portfolio (considering Banco Compartamos, Compartamos Peru, and ConCrédito) during 1Q24 stood at **57.3%**.

#### **Interest expense**

**GENTERA's interest expense** stood at **Ps. 1,828 million, a 54.0% increase compared to 1Q23,** and a 7.2% increase compared to 4Q23. It is important to bear in mind that since 2022 and onwards *the expenses associated to credit origination and the implicit interest related to leasing agreements, according to Financial Reporting Standards in Mexico and IFRS, are now reflected in the interest expense line, which for this 1Q24 represented Ps. 554 million (~30.3%) of the Ps. 1,828 million in interest expense reached in 1Q24. Interest expense related to financing expenses represented Ps. 1,274 million in 1Q24, a 37.3% growth on a year-on-year comparison.* 



#### **Funding Cost**

Funding Cost	1Q24	1Q23	4Q23
Compartamos Banco (México)	10.8%	9.6%	10.7%
Compartamos Financiera (Perú)	7.1%	7.6%	7.6%

- The interest expenses of Banco Compartamos in Mexico stood at Ps. 1,326 million in 1Q24 a 77.5% increase compared to Ps. 747 million in 1Q23 and 11.1% larger compared to Ps. 1,194 million in 4Q23 (this figure includes credit origination costs and the implicit interest related to leasing agreements, according to Financial Reporting Standards in Mexico and IFRS, which for this first quarter amounted Ps. 476 million). The interest expenses associated with financing grew 56.8% in comparison to the previous year; considering that interest-bearing liabilities grew ~51.8% on an annual comparison.
  - At the end of the quarter, **12.9%** of Banco Compartamos liabilities (considering interbank liabilities and long-term debt issuances) were subscribed at **fixed rate**.
- Compartamos Financiera in Peru increased its Interest Expenses line by 18.8% to Ps. 394.5 million versus 1Q23, when it stood at Ps. 332.0 million. If we exclude the effect of credit origination costs and the implicit interest related to leasing agreements, interest expenses related to financing expenses grew 13.3%, from Ps. 289.4 million in 1Q23 to Ps. 327.9 million in 1Q24.

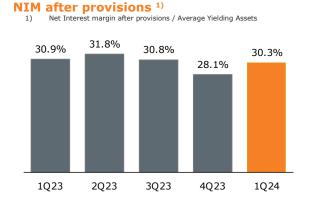
#### **Net Interest Margin**

**GENTERA's Net Interest Margin (NIM)** for the first quarter of 2024 stood at **39.4%**, which is slightly below the 39.9% reached in 1Q23 **and to that reached in 4Q23 at 39.6%**. Margins are moving in a stable manner **around 40%**. The driver of this movement is attributed to a higher interest income in the period due to the strong loan portfolio performance of Banco Compartamos, Compartamos Financiera, and ConCrédito; and due to the growth in the Interest Expense Line (*Considering Financing Expenses and Expenses linked to credit origination and the implicit interest related to leasing agreements*). It is important to bear in mind the impact that the size of productive assets (Cash and Loan Portfolio) have at the time this ratio is computed (Considering average numbers vs End of period numbers), and the effect that the evolution of each credit methodology had in the interest income generation and thus in margins.

#### **Provisions for loan losses**

**Provisions for loan losses** reached **Ps. 1,750 million** during the quarter. This figure increased by Ps. 328 million, or 23.1%, when compared to 1Q23, and a 16.5% decrease compared to 4Q23. In its annual comparison the movements are explained mainly by the provisions required in Banco Compartamos due to the 29.0% portfolio growth experienced in this subsidiary during the period; however, the annual growth in provisions experienced in the period in that subsidiary was smaller compared to the growth experienced in its loan portfolio.

**Cost of Risk** for 1Q24 amounted to **10.7%**, reaching a better level to that originally expected for the period, and for the year which is expected to be in a range between 11.0 to 11.5%.



**NIM after provisions** (NII after provisions for losses / average yielding assets) **for 1Q24 stood at 30.3%,** compared to 30.9% in 1Q23 and 28.1% in 4Q23.



### NIM after provisions for 1Q24 stood at 30.3%.

#### **Commissions and fee income**

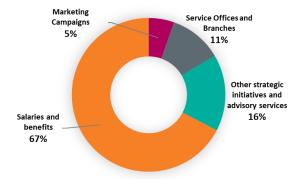
**The net effect between commissions charged and commissions paid** in 1Q24 totaled **Ps. 878 million**, representing a 25.4% growth compared to 1Q23, and 5.9% increase compared to 4Q23.

These dynamics are mainly explained by the solid results in the number of insurance policies sold in the different subsidiaries.

- Commissions and Fee income are mainly explained by insurance fees, penalty fees charged to clients with late payments, and different fees generated at Compartamos Financiera, ConCrédito, Aterna and Yastas, among others.
- Commissions and fee expenses can be attributed primarily to the fees paid by GENTERA's subsidiaries to third-party banks or channels for the use of their networks in disbursing credits or collecting payments. Additionally, commissions paid to Yastas contribute to these expenses. Banco Compartamos clients enjoy the convenience of accessing more than 47 thousand diverse channels through which they can carry out their transactions.

**Other Operating Income/Expenses** during 1Q24 represented an income of **Ps. 40 million**. This item reflected income from CrediTienda (ConCrédito's online platform used to sell different products), as well as non-recurring income or expenses registered during the quarter, which for this 1Q24 reflected non-recurrent expenses mainly linked to the insurance business.

#### **Operating expenses**



1,350

3023

1,232

4023

1024

**Operating expenses** reached **Ps. 4,518 million, a 13.3% increase** versus Ps. 3,988 million in 1Q23, and 0.1% growth compared to 4Q23. The double digit increase in expenses is mainly explained due to a larger number of loan officers, who, as you could see in our results, are attracting new customers, growing the portfolio in a more robust way and at the same time maintaining a healthy asset quality.

**Participation in Net Income from Non-Consolidated Subsidiaries** stood at Ps. 0 million during the quarter. This item reflects GENTERA's **minority contribution** in the Companies in which it has been investing.

For 1Q24, GENTERA presented Ps. 1,508 million in Net Income, a 13.7% growth compared to Ps. 1,326 million in net income recorded in 1Q23.

**Controlling Company participation reported a Net Income of Ps. 1,412 million in 1Q24**. Earnings per Outstanding Share from the controlling company in 1Q24 stood at ~\$0.89

Gentera reached its second largest net income in its history, at Ps. 1,508 million.



1,144

2023

1,326

1Q23



**Other comprehensive income** stood at negative **Ps. 130 million** at the end of 1Q24. This line includes revenues, expenses, gains, and losses that have yet to be realized. For this 1Q24 are mainly attributable to FX variations in the investment that GENTERA has in Compartamos Financiera (Peru).

**Comprehensive Result** stood at **Ps. 1,378 million in 1Q24,** where Controlling interest accounted for Ps. 1,282 million and non-Controlling interest represented Ps. 96 million.

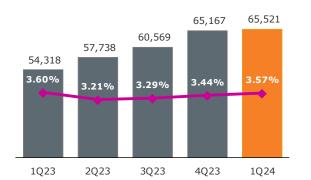
# **Statement of Financial Position.**

#### Cash and investments in financial instruments.

**Cash and investments** stood at **Ps. 14,952 million** at the end of 1Q24, a 49.6% increase compared to 1Q23, and a 31.2% increase compared to 4Q23.

At the end of 1Q24, 45.0% of the cash position corresponded to Banco Compartamos with Ps. 6,735 million held in highly liquid assets, while 33.9%, equivalent to Ps. 5,064 million, corresponded to Compartamos Financiera, and 9.8%, equivalent to Ps. 1,465 million, corresponded to ConCrédito; the remaining corresponded to GENTERA's other subsidiaries.

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



**Loan Portfolio** reached **Ps. 65,521 million** in 1Q24, a **20.6% growth** compared to the figure reported in 1Q23, explained by the solid dynamics seen in GENTERA's financial subsidiaries which grew in a solid manner in its annual comparison.

The **Loan Portfolio** in 1Q24 concluded at Ps. 65,521 million, setting again a new record.

The Loan Portfolio was comprised as follows: 64.2% at Banco Compartamos, 29.0% at Compartamos Financiera in Peru, and 6.7% in ConCrédito.

#### Credit Quality (Loan Portfolio with credit risk stage 3/Loan Portfolio)

**Consolidated non-performing loans (Loan Portfolio with credit risk stage 3), considering the three financial subsidiaries, reached 3.57% in 1Q24**, a similar level compared to 3.60% recorded in 1Q23 and an increase compared to 3.44% registered in 4Q23. The NPL level recorded in 1Q24 continued reflecting stable ratios and it is in line with the expectations for this year, which is to be moving in a range between 3.5% and 4.0%.

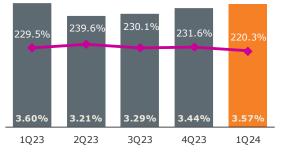
Banco Compartamos' policy is to write-off loans at 180 days behind schedule (In this 1Q24 Banco Compartamos executed an extraordinary write-off, amounting ~Ps. 36 million, which is linked to the impacts originated by OTIS in Guerrero). As we have signaled before, GENTERA acquired vast knowledge and experience in originating and monitoring credits in recent years, and at the same time it is now using in a more active manner all the data that it has generated in the past years. This experience has contributed to a better asset quality control of its current and future loan portfolio and it has helped to have a more efficient operation today and be able to modernize the operation in the future.



		1Q2	24			1Q2	3			4Q2	3	
PRODUCT	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs
Group Methodology	28,019	874	3.12%	608	23,639	774	3.27%	524	28,557	797	2.79%	493
C. Individual	9,935	365	3.67%	227	5,636	214	3.80%	121	8,850	319	3.61%	170
C. CA Plus	4,132	141	3.43%	96	3,359	149	4.42%	91	3,878	129	3.32%	84
C. Otros	0	0	0.00%	0	3	0	6.87%	3	1	0	16.13%	0
Individual Methodology	14,067	506	3.60%	323	8,998	363	4.03%	215	12,729	448	3.52%	254
Banco Compartamos	42,086	1,380	3.28%	931	32,637	1,137	3.48%	739	41,286	1,245	3.02%	747
Group Methodology Peru	4,890	141	2.88%	160	4,234.0	116	2.73%	101	5,335	128	2.39%	236
Individual Methodology Peru	14,111	746	5.28%	236	13,820	629	4.55%	160	14,290	757	5.30%	250
Compartamos Financiera	19,001	887	4.67%	396	18,054	745	4.13%	261	19,625	884	4.51%	486
Individual Methodology ConCrédito	4,378	70	1.60%	306	3,627	73	2.01%	325	4,171	94	2.26%	237
ConCrédito	4,378	70	1.60%	306	3,627	73	2.01%	325	4,171	94	2.26%	237
Yastás	56	1	1.80%	57	-	-	0.00%		85	21	24.57%	
Total	65,521	2,338	3.57%	1,690	54,318	1,955	3.60%	1,325	65,167	2,244	3.44%	1,470

#### **Performance Ratios and Metrics**

#### **Coverage Ratio & NPL\***



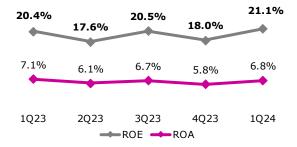
**1Q24 coverage ratio was 220.3%,** representing a very strong level, which is in line with the prudent approach that the Company has followed and according to Mexican financial regulations.

\*Loan portfolio with credit risk stage 3.

**Goodwill** amounted Ps. 4,660 million and was mainly related to the acquisition of ConCrédito with Ps. 3,909 million (includes majority and minority stakes) and Compartamos Financiera with Ps. 683 million, which were recorded as assets.

It is important to signal that as part of the Goodwill impairment that has been carried out for ConCredito; We will continue reviewing the performance during year 2024 to analyze any potential goodwill impairment.

#### **ROAE/ROAA**



During 1Q24, GENTERA recorded a return on average equity (**ROAE**) of **21.1%** and a return on average assets (**ROAA**) of **6.8%**.

**Controlling ROE stood at 21.4%,** an improvement compared to 17.9% registered in 4Q23 and a similar level compared to the ROE registered in 1Q23.



#### **GENTERA**

#### Consolidated Statement of Comprehensive Income For the three-month period ended March 31, 2024, and 2023, and December 31, 2023

(In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Interest income	9,345	7,483	8,930	24.9%	4.6%
Interest expense	1,828	1,187	1,706	54.0%	7.2%
Financing expense	1,274	928	1,214	37.3%	4.9%
Expense of credit origination and leasing	554	259	492	113.9%	12.6%
Net Interest Income	7,517	6,296	7,224	19.4%	4.1%
Provisions for loan losses	1,750	1,422	2,096	23.1%	-16.5%
Net interest income after provisions	5,767	4,874	5,128	18.3%	12.5%
Commissions and fee income	1,029	822	983	25.2%	4.7%
Commissions and fee expense	151	122	154	23.8%	-1.9%
Trading gains (losses)	(4)	(4)	2	0.0%	N/C
Other operating income (expense)	40	275	198	-85.5%	-79.8%
Operating Expenses	4,518	3,988	4,513	13.3%	0.1%
Net operating income	2,163	1,857	1,644	16.5%	31.6%
Participation in the net result of other entities	0	0	0	N/C	N/C
Total income before income tax	2,163	1,857	1,644	16.5%	31.6%
Income tax	655	531	412	23.4%	59.0%
Net continued operations	1,508	1,326	1,232	13.7%	22.4%
Discontinued operations	0	0	0	N/C	N/C
Net income	1,508	1,326	1,232	13.7%	22.4%
Other comprehensive income	(130)	(303)	(189)	N/C	N/C
Comprehensive Result	1,378	1,023	1,043	34.7%	32.1%
Net income attributable to:	1,508	1,326	1,232	13.7%	22.4%
Controlling interest	1,412	1,280	1,131	10.3%	24.8%
Non Controlling interest	96	46	101	108.7%	-5.0%
Comprehensive income attributable to:	1,378	1,023	1,043	34.7%	32.1%
Controlling interest	1,282	977	945	31.2%	35.7%
Non Controlling interest	96	46	98	108.7%	-2.0%



#### **GENTERA**

### Consolidated Statement of Financial Position As of March 31, 2024, and 2023, and December 31, 2023

(In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1023	% Change 4023
	14,952	9,993	11 204	<b>`</b>	
Cash and investments in financial instruments	14,952	26	11,394 19	49.6%	31.2%
Derivatives	63,183	52,363	62,923	-42.3%	-21.1%
Loan portfolio with credit risk stage 1 and 2	2,338	,	2,244	20.7%	0.4%
Loan portfolio with credit risk stage 3	2,338 65,521	1,955 <b>54,318</b>	2,244 65,167	19.6%	4.2%
Loan portfolio Deferred items	483	211	405	20.6% 128.9%	<u> </u>
Allowance for loan losses	<b>483</b> 5,151	4,487	5,196	14.8%	-0.9%
Loan portfolio, net	<b>60,853</b>	<b>50,042</b>	<b>60,376</b>	<b>21.6%</b>	-0.9% <b>0.8%</b>
Other accounts receivable, net	4,107	2,507	3,220	63.8%	27.5%
Properties, furniture and equipment, net	563	521	607	8.1%	-7.2%
Rights of use assets, properties, furniture and equipment,					
net	1,218	1,146	1,232	6.3%	-1.1%
Permanent investment	98	123	124	-20.3%	-21.0%
Asset for deferred income taxes, net	2,403	2,255	2,344	6.6%	2.5%
Other assets	2,642	2,491	2,693	6.1%	-1.9%
Goodwill	4,660	4,644	4,610	0.3%	1.1%
Total assets	91,511	73,748	86,619	24.1%	5.6%
Deposits	18,744	15,620	18,010	20.0%	4.1%
Long term debt issuance	13,453	11,003	9,873	22.3%	36.3%
Banking and other borrowings	21,068	13,350	22,480	57.8%	-6.3%
Creditors on repurchase/resell agreements	0	22	0	N/C	N/C
Obligations in securitization operations	1,183	599	1,180	97.5%	0.3%
Lease liability	1,274	1166	1,286	9.3%	-0.9%
Other liabilities	6,481	5,414	5,802	19.7%	11.7%
Deferred credits and advance collections	98	115	102	-14.8%	-3.9%
Total liabilities	62,301	47,289	58,733	31.7%	6.1%
Capital stock	4,764	4,764	4,764	0.0%	0.0%
Premium on sale of stock	(455)	(455)	(455)	0.0%	0.0%
Capital reserves	1,708	1,745	1,707	-2.1%	0.1%
Accumulated retained earnings	22,031	18,998	20,618	16.0%	6.9%
Other comprehensive income	(1,027)	(516)	(899)	N/C	N/C
Total controlling interest	27,021	24,536	25,735	10.1%	5.0%
Total non-controlling interest	2,189	1,923	2,151	13.8%	1.8%
Total stockholders' equity	29,210	26,459	27,886	10.4%	4.7%
Total liabilities and stockholders' equity	91,511	73,748	86,619	24.1%	5.6%

**Note:** Financial Statements are in accordance with Financial and Reporting Standards accepted in Mexico which from 1Q22 and onwards converge with IFRS-9.





The following section sets forth the non-audited financial results for the first quarter of 2024 (1Q24) of Banco Compartamos, S.A. I.B.M. ("Banco Compartamos" or "the Bank"), which is GENTERA's main subsidiary in Mexico. All numbers are expressed in Mexican pesos. The report and analysis were prepared in accordance with Mexican banking regulations applicable to credit institutions and Financial and Reporting Standards accepted in Mexico which from 2022 and onwards converge with IFRS-9.

## **Financial Highlights**

Summary	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Clients	3,048,081	2,627,995	2,972,136	16.0%	2.6%
Portfolio*	42,086	32,637	41,286	29.0%	1.9%
Net Income*	1,148	1,000	719	14.8%	59.7%
NPLs / Total Portfolio	3.28%	3.48%	3.02%	-0.20 pp	0.26 pp
ROA	9.1%	10.3%	6.0%	-1.20 pp	3.10 pp
ROE	34.1%	30.9%	21.7%	3.2 pp	12.4 pp
NIM	47.6%	52.4%	47.7%	-4.8 pp	-0.1 pp
NIM after provisions	40.1%	44.4%	35.8%	-4.3 pp	4.3 pp
Efficiency Ratio	66.7%	66.9%	78.4%	-0.2 pp	-11.7 pp
Operating Efficiency	26.0%	29.4%	28.2%	-3.4 pp	-2.2 pp
Capital adequacy ratio (ICAP)	31.8%	39.5%	30.8%	-7.7 pp	1.0 pp
Capital / Total Assets	27.1%	34.4%	26.3%	-7.3 pp	0.8 pp
Average Loan (Ps.)	13,807	12,419	13,891	11.2%	-0.6%
Employees	16,512	15,157	16,357	8.9%	0.9%
Service Offices**	429	429	429	0.0%	0.0%
Branches	143	142	143	0.7%	0.0%

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

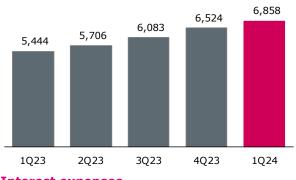
\*\*Some of the Service offices transformed into Branches. 69 Branches are within a Service Office (same location).

## **1Q24 Highlights:**

- Banco Compartamos reached a record number of clients, servicing 3.048 million credit clients at the end of 1Q24.
- Total loan portfolio reached a record of Ps. 42,086 million, a 29.0% growth compared to 1Q23.
- Net Income for 1Q24 stood at Ps. 1,148 million a 14.8% increase compared to 1Q23, and 59.7% increase compared to 4Q23.
- Capital Adequacy Ratio (ICAP) stood at 31.8%, maintaining a very robust level. The level reached at the end of the quarter is well above regulation and the average ICAP presented by the Banks in Mexico.
- Loan portfolio with credit risk stage 3 (NPL) stood at 3.28% in 1Q24, an improvement compared to 3.48% reached in 1Q23, and an increase compared to 3.02% in 4Q23.
- **ROA** for 1Q24 stood at 9.1% compared to 10.3% in 1Q23.
- **ROE** for 1Q24 stood at 34.1% compared to 30.9% in 1Q23.



#### **Interest Income (Ps. millions)**



Interest income reached **Ps. 6,858 million in 1Q24, a** solid 26.0% increase compared to 1Q23 and 5.1% increase compared to 4Q23 when it stood at Ps. 6,524 million.

The **Interest Income** reached in 1Q24 at Ps. 6,858 million marked a record level for any quarter recorded in our history.

#### **Interest expenses**

Interest expenses grew 77.5% to reach Ps. 1,326 million, compared to Ps. 747 million in 1Q23, and increased 11.1% compared to Ps. 1,194 million in 4Q23. *The Ps. 1,326 million recorded in this line in 1Q24 already include ~Ps. 476 million in credit origination costs and the implicit interest related to the leasing agreements, according to Financial Reporting Standards in Mexico and IFRS. It is important to signal that if we exclude the cost associated to credit origination and the implicit interest related to leasing agreements, interest expenses related to financing expenses were Ps. 850 million, and grew 56.8% in its annual comparison.* 

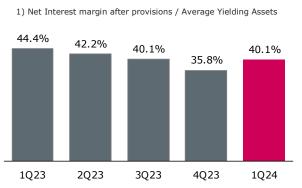
The Funding Cost, which includes liabilities and deposits from the public, stood at 10.8% in 1Q24, compared to 9.6% in 1Q23.

As a result of the aforementioned, Banco Compartamos reported a **Net Interest Income** of **Ps. 5,532 million**, a **17.8% increase compared to 1Q23 and a 3.8% increase** compared to 4Q23, respectively. **NIM stood** at **47.6%** in 1Q24, compared to **52.4%** one year ago.

#### **Provisions for loan losses**

**Provisions for loan losses** stood at **Ps. 868 million**, compared to Ps. 715 million reached in 1Q23. This 21.4% annual increase is better than originally expected considering the 29.0% growth in the microcredit loan portfolio on its year-on-year comparison. It is important to highlight, that early NPLs are performing in a very solid way and as a consequence the level of provisions required have been smaller to those originally planned; also is important to bear in mind that during 4Q23 we booked specific prudential provisions related to Hurricane OTIS, and the performance of that portfolio has evolved better to what was originally expected.

Because of the aforementioned the provisions required for 1Q24 were smaller compared to the past 3 quarters. Cost of risk for 1Q24 stood at 8.3%.



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

**NII after provisions** was Ps. 4,664 million, a 17.1% increase compared to Ps. 3,982 million in 1Q23, and a 16.6% growth compared to Ps. 4,000 million reached in 4Q23.

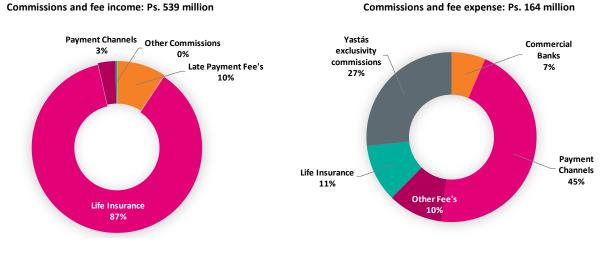
**NIM (Net Interest Margin) after provisions** (NII after provisions for losses / average yielding assets) for **1Q24 was 40.1%,** compared to 44.4% in 1Q23.



## **Commissions and other income**

• The net effect between commissions charged and commissions paid in 1Q24 totaled Ps. 375 million, considering Ps. 539 million in commissions and fee income and Ps. 164 million in commissions and fee expenses, representing a 44.2% increase compared to the net effect reached in 1Q23 at Ps. 260 million.

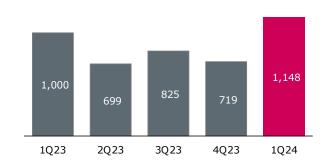
#### The Commissions and Fee Income & Commissions and Fee Expense are distributed as follow:



- **Trading Gains/losses** in 1Q24 stood at **Ps. 4 million in losses,** and is associated with the cash balance in U.S. dollars that Banco Compartamos holds to pay its contracts in that currency.
- Other operating income/expense reflected an expense of Ps. 116 million for 1Q24. This item reflected non-recurring items, including: 1) other income related to different services and payment refunds; 2) expenses from the insurance business; 3) expenses linked to R&D; 4) IPAB Fees/Expenses that in the past were reflected in Operating Expenses and 5) donations; among other concepts that can generate income or expenses in each period.

#### **Operating expenses**

**Operating expenses for 1Q24 increased 15.1% year-over-year to Ps. 3,279 million**, primarily attributable to the new number of loan officers compared to the previous year, adjustments in salaries, variable compensation, and other costs that reflect the inflation experienced, and other expenses related to different initiatives that Compartamos is executing in order to modernize its operation.



Net Income

**Banco Compartamos** reported a **Net Income of Ps. 1,148 million**, a 14.8% increase compared to 1Q23.



#### **Statement of Financial Position**

**Cash and investments in financial instruments** stood at **Ps. 6,735 million**, compared to **Ps. 3,988 million** in **1Q23** and **Ps. 5,573 million** in 4Q23. The amount in this line corresponds to the funding (operational liquidity) required by Banco Compartamos to cover operating expenses, debt maturities, and loan portfolio growth. **Cash and other investments are held in short-term instruments**, where the counterparty risk is approved by the Board's Risk Committee.

### Microcredit Loan Portfolio (Ps. millions) & NPL



**The Microcredit loan portfolio** reached **Ps. 42,086 million**, a **29.0% increase** compared to **Ps. 32,637 million** reported in 1Q23, and an 1.9% increase compared to the portfolio reached at the end of 4Q23.

**Commercial credit portfolio (related parties' loans)** stood at Ps. 0 in 1Q24, compared to Ps. 450 million in 1Q23 and Ps. 0 in 4Q23. This line is related to credits that Banco Compartamos grants to GENTERA for different corporate purposes.

The **average outstanding balance per client** in 1Q24 was **Ps. 13,807,** 11.2% above the Ps. 12,419 reported in 1Q23 and 0.6% below Ps. 13,891 reported in 4Q23.

## Loan Products & Credit Quality

The loan products offered by Banco Compartamos are comprised of two main categories (Group and Individual Methodologies):

- Group Lending Methodology: Merchant Credit (*Credito Comerciante*) and Women Credit (*Credito Mujer*) and Group Credit "Fusion Grupal" (Fusion Grupal: This group lending product adapts to the demand of the customers and is a more flexible product to serve more clients. In this new product line will be reflected gradually the customers and portfolio that we served in the past with Credito Mujer and Credito Comerciante), represented 66.6% of the total loan portfolio in 1Q24 with a consolidated Loan Portfolio with credit risk stage 3 (NPL) of 3.12% for 1Q24, compared to 2.79% in 4Q23, and 3.27% in 1Q23.
- Individual Lending Methodology: Additional Plus Loans (*Credito Adicional Plus*); Personal Loans (*Credito Individual*) and other loans (otros), represented 33.4% of the total loans portfolio in 1Q24 with a consolidated NPL of 3.60% in 1Q24, compared to 3.52% in 4Q23 and 4.03% in 1Q23.

During **1Q24, total Loan Portfolio with credit risk stage 3 (NPL) was 3.28%,** compared to 3.02% in 4Q23 and 3.48% in 1Q23.

**Banco Compartamos' policy is to write-off loans that are past due after 180 days**. During the first quarter, **write-offs reached Ps. 931 million**. It is important to highlight that during 1Q24 Banco Compartamos executed an extraordinary write-off, amounting Ps. 36 million, which was related to the impacts generated in its loan portfolio by Hurricane OTIS in Guerrero, Mexico.

For 1Q24, the **coverage ratio** (allowance for loan losses / non-performing loans) was **219.3%**, compared to 201.8% in 1Q23. Allowance for loan losses is calculated using the methodology established by the CNBV, which requires specific reserve coverage for each originated loan: Group Loans with a solidarity figure and another separate coverage for Individual Loans. It is important to highlight that our methodology follows the rules that apply to the 'Microcredit' category.



## **Total Liabilities**

During 1Q24, total liabilities reached Ps. 37,850 million, 47.8% larger compared to Ps. 25,606 million recorded during 1Q23.

~99.0% of Banco Compartamos' liabilities are fully peso-denominated; therefore, there is no material FX exposure. It maintains a well-diversified funding mix with different sources as follows:

i) Long-term debt issuances: Banco Compartamos is an active issuer in the Mexican debt market. As of March 31, 2024, it had **Ps. 13,453 million** outstanding in long-term local bonds (*Certificados Bursátiles Bancarios*).

ii) Strong capital base: 27.1% of total assets were funded with equity.

**iii) Credit lines with banks and other institutions**: Banco Compartamos had **Ps. 15,438 million** in credit lines among various banking creditors (Development Banks and Commercial Banks).

iv) Clients Deposits, On Demand Deposits, and Term Deposits for 1Q24 stood at Ps. 4,330 million, 39.8% larger than the Ps. 3,097 million recorded in 1Q23. At the end of 1Q24, Banco Compartamos had 1.39 million debit accounts.

## **Total Stockholders' Equity**

**The capitalization ratio was 31.8%** at the end of the first quarter, a smaller ratio compared to **39.5%** in 1Q23. The current ratio continues to reflect the Bank's strength and is well above the Mexican banking system standards and levels required by Basel III. Banco Compartamos reported **Ps. 13,529 million in Tier I** capital and risk-weighted assets of **Ps. 42,574 million**.





#### Banco Compartamos, S.A., Institución de Banca Múltiple **Statement of Comprehensive Income** For the three-month period ended March 31, 2024, and 2023, and December 31, 2023 (In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Interest income	6,858	5,444	6,524	26.0%	5.1%
Interest expense	1,326	747	1,194	77.5%	11.1%
Financing expense	850	542	778	56.8%	9.3%
Expense of credit origination and leasing Net Interest Income	476 5,532	205 <b>4,697</b>	416 5,330	132.2% <b>17.8%</b>	14.4% <b>3.8%</b>
Provisions for loan losses	868	715	1,330	21.4%	-34.7%
Net interest income after provisions	4,664	3,982	4,000	17.1%	16.6%
Commissions and fee income	539	405	540	33.1%	-0.2%
Commissions and fee expense	164	145	163	13.1%	0.6%
Trading gains (losses)	(4)	(3)	2	N/C	N/C
Other operating income (expense)	(116)	19	(43)	N/C	N/C
Operating Expenses	3,279	2,849	3,401	15.1%	-3.6%
Net operating income	1,640	1,409	935	16.4%	75.4%
Total income before income tax	1,640	1,409	935	16.4%	75.4%
Income tax	492	409	216	20.3%	127.8%
Net income	1,148	1,000	719	14.8%	59.7%

## Banco Compartamos, S.A., Institución de Banca Múltiple **Statement of Financial Position** As of March 31, 2024, and 2023, and December 31, 2023

(In millions of Mexican pesos)

				% Change	% Change
	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Cash and investments in financial instruments	6,735	3,988	5,573	68.9%	20.9%
Related parties	0	450	0	N/C	N/C
Loan portfolio with credit risk stage 1 and 2	40,706	31,500	40,041	29.2%	1.7%
Loan portfolio with credit risk stage 3	1,380	1,137	1,245	21.4%	10.8%
Loan portfolio	42,086	33,087	41,286	27.2%	1.9%
Deferred items	439	152	340	188.8%	29.1%
Allowance for loan losses	3,026	2,294	3,130	31.9%	-3.3%
Loan portfolio, net	39,499	30,945	38,496	27.6%	2.6%
Other accounts receivable, net	2,858	1,620	2,291	76.4%	24.7%
Properties, furniture and equipment, net	255	195	257	30.8%	-0.8%
Rights of use assets, properties, furniture and equipment, net	621	466	577	33.3%	7.6%
Asset for deferred income taxes, net	1,493	1,221	1,449	22.3%	3.0%
Other assets	448	609	436	-26.4%	2.8%
Total assets	51,909	39,044	49,079	33.0%	5.8%
Clients' deposits	2,195	1,592	2,054	37.9%	6.9%
OD Deposits	144	8	1,873	N/C	-92.3%
Term deposits	1,991	1497	1,806	33.0%	10.2%
Long term debt issuance	13,453	11,003	9,873	22.3%	36.3%
Banking and other borrowings	15,438	7,785	16,652	98.3%	-7.3%
Lease liability	647	482	602	34.2%	7.5%
Other liabilities	3,892	3,135	3,216	24.1%	21.0%
Deferred credits and advance collections	90	104	92	-13.5%	-2.2%
Total liabilities	37,850	25,606	36,168	47.8%	4.7%
Capital stock	813	697	813	16.6%	0.0%
Capital reserves	761	645	761	18.0%	0.0%
Accumulated retained earnings	12,683	12,134	11,535	4.5%	10.0%
Other comprehensive income	(198)	(38)	(198)	N/C	0.0%
Total stockholders' equity	14,059	13,438	12,911	4.6%	8.9%
Total liabilities and stockholders' equity	51,909	39,044	49,079	33.0%	5.8%

Note: In accordance with Financial and Reporting Standards accepted in Mexico which from 1Q22 and onwards converge with IFRS-9.





The following section sets forth the non-audited financial results for the first quarter of 2024 (1Q24) of Compartamos Financiera, GENTERA's Peruvian subsidiary. All figures are in Mexican pesos and may vary due to rounding.

All numbers are expressed in Mexican pesos. The report and analysis were prepared in accordance with Mexican banking regulations applicable to credit institutions and Financial and Reporting Standards accepted in Mexico which from 2022 and onwards converge with IFRS-9.

The reader must take into consideration the FX fluctuations in the comparison periods.

## **Financial Highlights**

Summary	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Clients	956,522	764,549	924,593	25.1%	3.5%
Portfolio *	19,001	18,054	19,625	5.3%	-3.2%
Net Income *	140	129	189	8.5%	-25.7%
NPLs / Total Portfolio	4.67%	4.13%	4.51%	0.54 pp	0.16 pp
ROA	2.4%	2.4%	3.3%	0.0 pp	-0.9 pp
ROE	13.4%	13.5%	18.5%	-0.1 pp	-5.1 pp
NIM	23.4%	20.4%	23.1%	3.0 pp	0.3 pp
NIM after provisions	13.5%	12.2%	15.0%	1.3 pp	-1.5 pp
Efficiency Ratio	81.7%	80.5%	73.5%	1.2 pp	8.2 pp
Operating Efficiency	12.5%	12.8%	12.8%	-0.3 pp	-0.3 pp
Capital / Total Assets	17.4%	17.8%	17.6%	-0.4 pp	-0.2 pp
Average Loan (Ps.)	19,865	23,613	21,225	-15.9%	-6.4%
Employees	6,169	5,356	6,085	15.2%	1.4%
Service Offices	119	108	119	10.2%	0.0%

Compartamos Financiera's figures are reported in accordance with Financial and Reporting Standards in Mexico and Mexican Regulation. \*Portfolio and Net Income are expressed in Mexican pesos (millions) with their corresponding FX for the quarter.

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).

## **1Q24 Highlights:**

- Total loan portfolio reached Ps. 19,001 million, representing 5.3% growth compared to 1Q23. In local currency loan portfolio grew 13.2% in its annual comparison.
- Net Income for 1Q24 stood at Ps. 140 million, an 8.5% increase compared to Ps. 129 million registered in 1Q23.
- Non-performing loans stood at 4.67% in 1Q24, a higher level compared to 4.13% in 1Q23 and 4.51% recorded in 4Q23.
- Credit clients reached a historic record of 956,522, representing a 25.1% increase compared to 1Q23.
  - Group Loans product represented **69.0%** of the clients served in Peru, ending the period with more than **660 thousand clients**, a **21.3% growth** compared to 1Q23. This methodology represented **25.7%** of Compartamos Financiera loan portfolio.
- Solvency ratio in 1Q24 stood at 20.4%.
- **ROA** for 1Q24 stood at 2.4%, reaching the same ratio presented in 1Q23.
- **ROE** for 1Q24 stood at 13.4% compared to 13.5% in 1Q23.





#### Compartamos Financiera Statement of Comprehensive Income For the three-month period ended March 31, 2024, and 2023, and December 31, 2023

(In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Interest income	1,736.6	1,406.5	1,652.5	23.5%	5.1%
Interest expense	394.5	332.0	395.4	18.8%	-0.2%
Financing expense	327.9	289.4	331.6	13.3%	-1.1%
Expense of credit origination and leasing	66.5	42.6	63.9	56.1%	4.2%
Net interest income	1,342.2	1,074.5	1,257.1	24.9%	6.8%
Provisions for loan losses	566.1	432.0	441.5	31.1%	28.2%
Net interest income after provisions	776.1	642.5	815.6	20.8%	-4.8%
Commissions and fee income	172.7	220.0	189.2	-21.5%	-8.7%
Commissions and fee expenses	34.6	20.6	48.8	68.4%	-29.1%
Other operating income (expense)	(5.5)	25.1	28.1	N/C	N/C
Operating expenses	742.7	697.6	723.5	6.5%	2.7%
Net operating income	165.8	169.4	260.6	-2.1%	-36.4%
Participation in the net result of other entities	0.0	0.0	0.0	0.0%	0.0%
Total income before income tax	165.8	169.4	260.6	-2.1%	-36.4%
Income tax	25.5	40.1	71.7	-36.4%	-64.4%
Net income	140.3	129.2	188.8	8.5%	-25.7%
Controlling interest	139.4	130.2	180.6	7.1%	-22.8%
Non Controlling interest	0.9	(0.9)	8.3	N/C	-88.7%

#### Compartamos Financiera Statement of Financial Position As of March 31, 2024, and 2023, and December 31, 2023 (In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Cash and investments in financial instruments	5,063.6	3,216.3	4,011.5	57.4%	26.2%
Loan portfolio with credit risk stage 1 and 2	18,114.8	17,308.3	18,740.6	4.7%	-3.3%
Loan portfolio with credit risk stage 3	886.6	745.2	884.3	19.0%	0.3%
Loan portfolio	19,001.4	18,053.6	19,624.9	5.3%	-3.2%
Deferred items	32.2	40.4	76.3	-20.2%	-57.8%
Allowance for loan losses	1,632.5	1,760.2	1,499.0	-7.3%	8.9%
Loan portfolio, net	17,401.1	16,333.8	18,202.1	6.5%	-4.4%
Other accounts receivable, net	614.1	424.5	466.5	44.7%	31.7%
Properties, furniture and equipment, net	183.1	193.6	214.4	-5.4%	-14.6%
Asset for deferred income taxes, net	277.9	352.3	241.1	-21.1%	15.3%
Rights of use assets, properties, furniture and equipment, net	293.5	367.7	326.7	-20.2%	-10.2%
Other assets	233.1	301.6	193.8	-22.7%	20.3%
Total assets	24,066.4	21,189.8	23,656.2	13.6%	1.7%
Deposits	14,558.0	12,530.4	14,149.9	16.2%	2.9%
Banking and other borrowings	4,011.1	3,568.1	4,284.6	12.4%	-6.4%
Creditors on repurchase/resell agreements	0.0	22.3	0	N/C	N/C
Lease liability	306.3	364.3	339.0	-15.9%	-9.7%
Other liabilities	993.1	920.8	711.1	7.8%	39.6%
Deferred credits and advance collections	7.0	8.8	7.2	-19.9%	-2.6%
Total liabilities	19,875.5	17,414.8	19,491.9	14.1%	2.0%
Capital stock	3,753.9	3,280.8	3,295.9	14.4%	13.9%
Capital reserves	826.9	772.2	772.2	7.1%	7.1%
Other comprehensive income	(776.9)	(469.3)	(635.0)	65.6%	22.3%
Accumulated retained earnings	364.4	176.0	708.8	107.1%	-48.6%
Total controlling interest	4,168.3	3,759.8	4,141.9	10.9%	0.6%
Total non-controlling interest	22.6	15.2	22.4	48.5%	0.9%
Total stockholders' equity	4,190.9	3,775.0	4,164.3	11.0%	0.6%
Total liabilities and stockholders' equity	24,066.4	21,189.8	23,656.2	13.6%	1.7%





The following section sets forth the non-audited financial results for the first quarter 2024 (1Q24) of ConCrédito, GENTERA's financial subsidiary in Mexico.

The report and analysis were prepared in accordance with Mexican banking regulations applicable to credit institutions and Financial and Reporting Standards accepted in Mexico which from 2022 and onwards converge with IFRS-9.

ConCrédito	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Entrepreneurs (Clients)	71,877	66,758	70,432	7.7%	2.1%
Final users	812,639	732,394	803,407	11.0%	1.1%
Portfolio *	4,378	3,627	4,171	20.7%	5.0%
Accounts receivable Creditienda	533	469	580	13.6%	-8.1%
Net Income *	187	131	280	42.9%	-33.2%
NPLs / Total Portfolio	1.60%	2.01%	2.26%	-0.41 pp	-0.66 pp
ROA	11.0%	9.5%	17.5%	1.5 pp	-6.50 pp
ROE	19.9%	17.3%	31.4%	2.6 pp	-11.5 pp
NIM	41.88%	45.1%	44.0%	-3.2 pp	-2.1 pp
NIM after provisions	21.6%	21.2%	22.0%	0.4 pp	-0.4 pp
Capital / Total Assets	55.6%	57.1%	54.4%	-1.5 pp	1.2 pp
Write - offs *	306	325	237	-5.8%	29.0%
Coverage Ratio	673.0%	598.8%	547.7%	74.2 pp	125.3 pp
Average Loan per Client	60,909	54,334	59,224	12.1%	2.8%
Employees	2,237	2,079	2,161	7.6%	3.5%

\*Net Income, Portfolio, Accounts receivable Creditienda and Write-offs are expressed in Mexican pesos (millions). Note: Coverage Ratio. The provision methodology considers the credits as personal loans instead of revolving credits.

## **1Q24 Highlights:**

- **Total loan portfolio** reached a record of **Ps. 4,378 million**, a 20.7% increase compared to Ps. 3,627 million in 1Q23, and a 5.0% increase compared to 4Q23.
- Net Income for 1Q24 reached Ps. 187 million, a 42.9% increase compared to Ps. 131 million in 1Q23.
- **ROA** for 1Q24 was 11.0% compared to 9.5% in 1Q23.
- **ROE** for 1Q24 was 19.9%, compared to 17.3% in 1Q23.
- The number of **Entrepreneurs (Active Clients)** in 1Q24, exceeded 71 thousand, reaching over 812 thousand final users, representing more than 80 thousand additional final users compared to 1Q23. Active Clients are more productive in 1Q24 compared to 1Q23, working with additional final users, servicing them through Credit, Insurance, and CrediTienda products, experiencing an 11.0% growth in the number of final users served on an annual comparison.
- CrediTienda App, launched in 2018 and part of ConCrédito, is an online sales platform.
  - CrediTienda Portfolio (Other accounts receivable) concluded 1Q24 with Ps. 533 million, a 13.6% growth compared to Ps. 469 million in 1Q23.
- ConCrédito operates without physical branches in 100% of the cities it covers in 25 out of the 32 states in Mexico. The credit disbursement process and the activation of Entrepreneurs occur 100% digitally.



#### ConCrédito Statement of Comprehensive Income For the three-month period ended March 31, 2024, and 2023, and December 31, 2023

(In millions of Mexican pesos)

	1Q24	1Q23	4Q23	% Change 1Q23	% Change 4Q23
Interest income	708.7	600.9	703.2	17.9%	0.8%
Interest expense	107.0	78.7	104.5	35.9%	2.4%
Financing expense	97.7	68.0	93.9	43.7%	4.0%
Expense of credit origination and leasing	9.3	10.7	10.6	-13.3%	-12.2%
Net interest income	601.7	522.2	598.7	15.2%	0.5%
Provisions for loan losses	291.3	276.9	299.3	5.2%	-2.7%
Net interest income after provisions	310.4	245.3	299.5	26.6%	3.7%
Commissions and fee income	0.0	0	0	N/C	N/C
Commissions and fee expenses	13.9	13.2	12.9	5.6%	7.7%
Other operating income (expense)	331.8	269.0	373.8	23.3%	-11.2%
Operating expenses	369.2	313.7	288.4	17.7%	28.0%
Total income before income tax	259.1	187.4	371.9	38.2%	-30.3%
Income tax	71.9	56.4	91.5	27.5%	-21.5%
Net income	187.2	131.1	280.4	42.9%	-33.2%

#### ConCrédito Statement of Financial Position As of March 31, 2024, and 2023, and December 31, 2024 (In millions of Mexican pesos)

	1024	1023	4023	% Change	% Change
				1Q23	4Q23
Cash and investments in financial instruments	1,464.6	911.0	1,609.9	60.8%	-9.0%
Derivatives	15.5	25.8	19.5	-39.9%	-20.6%
Loan portfolio with credit risk stage 1 and 2	4,307.9	3,554.2	4,077.1	21.2%	5.7%
Loan portfolio with credit risk stage 3	70.1	73.0	94.2	-4.0%	-25.6%
Loan portfolio	4,378.0	3,627.2	4,171.3	20.7%	5.0%
Deferred items	17.2	0.0	0.0	N/C	N/C
Allowance for loan losses	471.7	437.3	515.9	7.9%	-8.6%
Loan portfolio, net	3,923.5	3,189.9	3,655.4	23.0%	7.3%
Other accounts receivable, net	864.8	566.6	689.2	52.6%	25.5%
Properties, furniture and equipment, net	33.6	34.9	35.9	-3.6%	-6.2%
Rights of use assets, properties, furniture and equipment, net	111.2	65.8	113.8	68.9%	-2.3%
Asset for deferred income taxes, net	367.6	457.5	466.9	-19.7%	-21.3%
Other assets	147.6	167.7	137.6	-12.0%	7.3%
Total assets	6,928.4	5,419.2	6,728.0	27.8%	3.0%
Securitization transactions	1,183.4	600.0	1,200.0	97.2%	-1.4%
Banking and other borrowings	1,227.8	1,125.7	1,171.3	9.1%	4.8%
Lease liability	118.0	70.7	123.3	66.9%	-4.3%
Other accounts payable	514.8	536.2	564.0	-4.0%	-8.7%
Interest payable	0.0	8.2	19.9	N/C	N/C
Financial instruments qualify as a liability	0.0	(16.2)	(11.1)	N/C	N/C
Employee benefits liabilities	34.9	0.0	0.0	N/C	N/C
Total liabilities	3,078.8	2,324.5	3,067.3	32.4%	0.4%
Capital stock	2,074.3	1,424.3	2,074.3	45.6%	0.0%
Premium on sale of stock	6.7	6.7	6.7	0.2%	0.0%
Capital reserves	42.9	38.2	42.9	12.5%	0.0%
Accumulated retained earnings	1,725.7	1,625.5	1,536.9	6.2%	12.3%
Total stockholders' equity	3,849.6	3,094.7	3,660.8	24.4%	5.2%
Total liabilities and stockholders' equity	6,928.4	5,419.2	6,728.0	27.8%	3.0%

#### 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.