



Earnings Report 3Q19

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EARNINGS CONFERENCE CALL

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FHipo Announces an Earnings per Share (“EPS”) of Ps. 0.416 per CBFi

Mexico City, Mexico, October 24th, 2019 - Banco Invex, S.A., Institución de Banca Múltiple, Grupo Financiero Invex or Fideicomiso Hipotecario (“FHipo”) (BMV: FHIPO14), announces the third quarter results concluding September 30th, 2019. The financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) and published on the Mexican Stock Exchange (“BMV”).

Highlights of the 3rd quarter of 2019

- During the third quarter of 2019 (“3Q19”), FHipo issued a **Public Offering of Short-Term Certificados Bursátiles Fiduciarios** (CBFs) for a total amount of Ps. 200.0 million, with ticker symbol “FHIPO 00419” and placed at TIE₂₈ plus a 70 basis points (bps) spread.
- Net income** per CBFi¹ (“EPS”) reached Ps. 0.416 in 3Q19, a 2.3% decrease compared to the Ps. 0.426 reported in 2Q19. Net income was mainly impacted by, i) the decrease in the indexation on mortgage loans derived from the reduction in the expectation of 2019 annual inflation, and ii) by the increase in our portfolio’s allowance for loan losses mainly due to the growth in NPL, driven in part by the natural seasoning of our portfolio and economic growth environment in the country, which affects the dynamics of formal employment. Public agencies of the housing sector are currently implementing new operating models that aim to contain the increase in NPLs. It is estimated that the results will be reflected during the coming months.
- The distribution**², subject to our current Distribution Policy, per CBFi reached Ps. 0.395 during 3Q19, considering 379.8 million **CBFs outstanding** as of the date of this report’s release.
- As of 3Q19, FHipo maintained an on balance **debt-to-equity ratio**³ of 1.67x, 0.04x above the ratio reported during 2Q19.
- As of 3Q19, FHipo maintained an **outstanding loan portfolio balance** of Ps. 30,478.0 million, considering the securitized portfolio and collection rights (“Consolidated Portfolio”), in line with the Ps. 30,793.7 million reported in 2Q19.
- As of September 30th, 2019, our **consolidated non-performing loan** (“NPL”) ratio represented 2.45% of FHipo’s Consolidated Portfolio, below our expectations and continuing to be one of the lowest in the sector. As of the end of 3Q19, we maintain a **coverage on expected losses** of ~1.72x.
- FHipo’s accumulated **Return on Equity (ROE)** as of 3Q19, reached 6.9%.

¹ Considers the first repurchase of CBFIs of 4Q19, reaching a free float of 379,810,259 CBFIs.

² The distribution to be paid may be adjusted by buy-backs of FHipo CBFIs, and will be announced through the press release regarding FHipo’s 3Q19 distribution. FHipo’s Distribution Policy was updated on July 26th, 2018 by FHipo’s Technical Committee.

³ Considers on and off balance debt (“Consolidated Debt”), including our equity residuals from our securitization transactions (CDVITOT 13U, CDVITOT 14U, CDVITOT 15U and FHIPOCB 17U).

Financial Summary

Financial Summary				
Figures are presented according to each metric (% , \$)		3Q19	3Q18	Var.
Financial Metrics				
Net interest income (M)	\$	641,158	\$ 654,491	(2.04%)
Valuation of Receivable Benefits in Securitizations (M)	\$	82,361	\$ 84,003	(1.95%)
Net Income (M)	\$	158,101	\$ 227,699	(30.57%)
Net Income Margin (% , bps)		24.66%	34.79%	(10.13%)
Adjusted Financial Margin ⁽¹⁾ (% , bps)		30.81%	41.09%	(10.28%)
Net Interest Margin ⁽²⁾ (NIM, % , bps)		4.23%	5.41%	(1.18%)
Earnings per CBFi ⁽³⁾ (EPS, \$)	\$	0.416	\$ 0.549	\$ (0.133)
Portfolio Ratios				
Total Number of Loans		108,099	111,611	(3.15%)
Total Balance (M)		\$30,478	\$31,267	(2.52%)
Non-performing Loans / Net Portfolio ⁽⁴⁾ (%)		2.45%	1.27%	1.18%
Financial Ratios				
Total Expenses / Gross Income (% , bps)		17.80%	16.96%	0.84%
NPLs Portfolio Coverage (consolidated, times)		0.87x	1.24x	(0.37x)
Expected Loss Coverage (consolidated, times)		1.72x	2.45x	(0.73x)
Leverage Ratio (Total Assets / Capital Shares)		2.91x	2.68x	0.22x
Debt / Equity (on balance, times)		1.67x	1.56x	0.12x
DSCR ⁽⁵⁾ (times)		3.38x	3.04x	0.34x
Return on Assets (ROA, % , bps)		2.31%	3.46%	(1.15%)
Return on Equity (ROE, % , bps)		6.24%	8.67%	(2.43%)

(1) Adjusted Financial Margin by Allowance for Loan Losses.

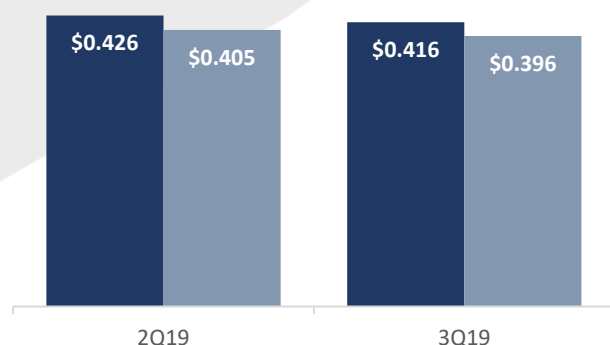
(2) Annualized considering effective days of operation in the period and net mortgage loans average during the period.

(3) For 3Q19, it considers the outstanding CBFIs as of the date of this report.

(4) Consolidated portfolio.

(5) Debt Service Coverage Ratio as of the end of the quarter.

EPS and Distribution per share

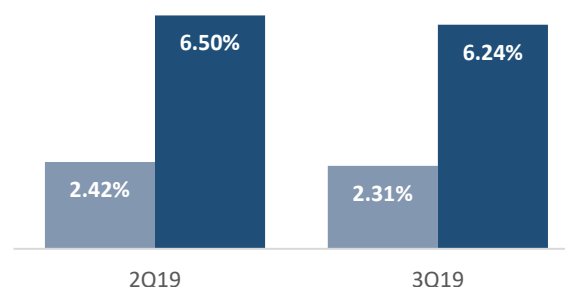


■ Earnings per Share *

■ Distribution per CBFi, subject to our current Distribution Policy *

* Considering outstanding CBFIs as of the date of this report.

Main Financial Ratios



■ ROA

■ ROE

Message from the Chief Executive Officer

Dear Investors,

During the third quarter 2019 we continued developing our business plan, taking advantage of economic opportunities and executing innovative and efficient strategies. Macroeconomic conditions in Mexico have recently been challenging, which is why we continue with the conservative approach in maintaining the quality of our mortgage portfolio and efficiently deploying our resources.

During this second half of the year we started the mortgage loan origination program with Infonavit, named “Infonavit Más Crédito 11.9%”, with an interest rate of 100 bps above the previous program. We have also continued with the increasing origination of mortgage loans through Smart Lending. These loans continue with a positive performance under an accelerated origination pace since the beginning of the alliance with FHipo.

As of the end of the quarter, our mortgage portfolio reached Ps. 30,478.0 million, in line with the Ps. 30,793.7 million portfolio reported as of the 2Q19. The non-performing loan ratio reached 2.45%, an increase of 27 bps as compared to 2Q19, a ratio below our expectations given the maturity of our portfolio and the average housing sector ratios.

We expect the positive effects of the Internalization of FHipo’s Advisor and Manager, which was approved during the second quarter of 2019, to be shown in FHipo’s results in the next quarter.

Continuing with our focus on profitability, during the quarter, we resumed our share buyback program approved for 2019, purchasing 11.6 million CBFIs of FHIPO14, which resulted in an increase of our shares’ book value. This strategy underlines the confidence in our business model and the Company’s strength in the long term.

I would like to highlight that during the quarter we were granted for the second time in FHipo’s history the “Best Social Impact Mortgage Provider 2019” award by Capital Finance International, a globally renowned financial magazine. This award continues to validate FHipo’s important role in Mexico’s housing sector, as it increases liquidity in the secondary mortgage market and promotes the private sector’s involvement in housing financing.

Following the recent declines in Mexico's interest rates, during the quarter we formalized an interest rate SWAP for Ps. 2,500 million. This operation allows us to mitigate our interest rate risk and maintain a small portion of our debt at floating rates. Going forward, we plan on executing several initiatives and strategies, such as debt restructuring, quality mortgage origination and strategic portfolio collection, to better face the challenging macroeconomic environment ahead. I am convinced that by executing such strategies FHipo will continue to show its ability to generate attractive returns to our shareholders in the medium and long term.

Daniel Braatz

CEO

Operation Results

(In Thousands of Mexican Pesos, except Net Income per CBF)	Quarter to Quarter				Year to date	
	3Q19	3Q18	Variation	% Var	3Q19	3Q18
REVENUES						
Total net interest income ⁽¹⁾	\$641,158	\$654,491	(\$13,333)	(2.0%)	\$1,943,926	\$1,822,253
Financing interest expenses	(\$398,557)	(\$375,420)	(\$23,137)	6.2%	(\$1,211,543)	(\$1,034,955)
(-) Allowance for loan losses	(\$45,054)	(\$10,160)	(\$34,894)	343.4%	(\$102,896)	(\$22,306)
Financial margin adjusted by credit risks	\$197,547	\$268,911	(\$71,364)	(26.5%)	\$629,487	\$764,992
Valuation of receivable benefits in secur. transactions	82,361	84,003	(1,642)	(2.0%)	286,111	312,880
Other income	6,951	0	6,951	N/A	6,951	0
TOTAL REVENUES, NET	286,859	352,914	(66,055)	(18.7%)	922,549	1,077,872
TOTAL EXPENSES	(128,758)	(125,215)	(3,543)	2.8%	(387,402)	(369,070)
NET INCOME	\$158,101	\$227,699	(\$69,598)	(30.6%)	\$535,147	\$708,802
NET INCOME PER CBF	\$0.416 ⁽²⁾	\$0.549	(\$0.133)	(24.2%)	\$1.409 ⁽²⁾	\$1.710

¹ The revenues consider the accrued interest of our on-balance portfolio, the indexation on the outstanding balance of our mortgage portfolio denominated in VSM, the interests of the collection rights on Fovissste's portfolio and the returns obtained from our liquid investments.

² Considers the number of CBFs in float as of to date.

Interest Income decreased by 2.0% in 3Q19, amounting to Ps. 641.2 million, compared to Ps. 654.5 million reported in 3Q18; this variation was primarily due to the decrease in the indexation on mortgage loans derived from the reduction in the expectation of 2019 annual inflation.

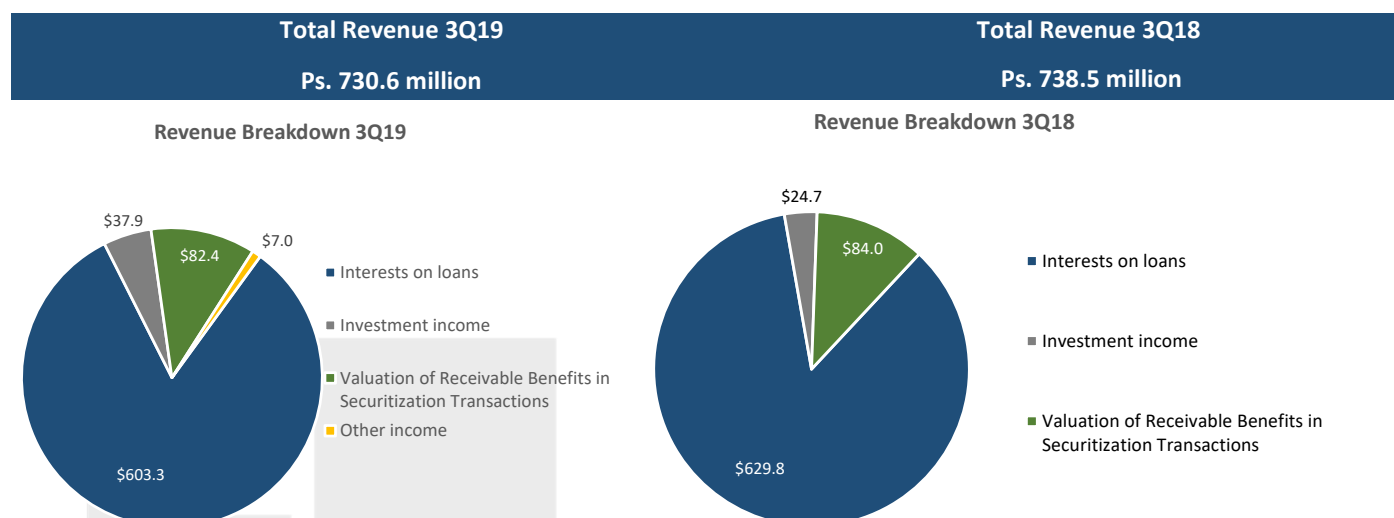
Interest Expense in 3Q19 was Ps. 398.6 million, a 6.2% increase in comparison with 3Q18, mainly due to the increases in the interest rate (TIE₂₈) during the last 12 months.

Allowance for Loan Losses reported in the income statement reached Ps. 45.1 million in 3Q19, a Ps. 10.5 million increase compared to Ps. 34.5 million reported in 2Q19. This increase is mainly due to the growth in NPL, driven in part by the natural seasoning of our portfolio and a lower economic growth environment in the country, which affects the dynamics of formal employment. Public agencies of the housing sector are currently implementing new operating models that aim to contain the increase in NPLs. It is estimated that the results will be reflected during the coming months. FHipo estimates its allowance for loan losses based on expected loss methodology. The allowance for loan losses registered in the Balance Sheet as of September 30th, 2019, is Ps. 430.5 million, which represents 1.9% of our on-balance portfolio.

Financial Margin adjusted by credit risk reached Ps. 197.5 million in 3Q19, a Ps. 6.5 million decrease when compared to the Ps. 204.0 million reported in 2Q19, mainly driven by the growth in our allowance for loan losses, which was partially offset by the interest expense.

Valuation of Receivable Benefits in Securitization Transactions is determined based on the fair value of the equity residuals of our securitizations, which are calculated based on an income approach; generating a profit of Ps. 82.4 million during 3Q19. As of today, we maintain four fiduciary equity residuals: CDVITOT 13U, CDVITOT 14U, CDVITOT 15U and FHIPOCB 17U.

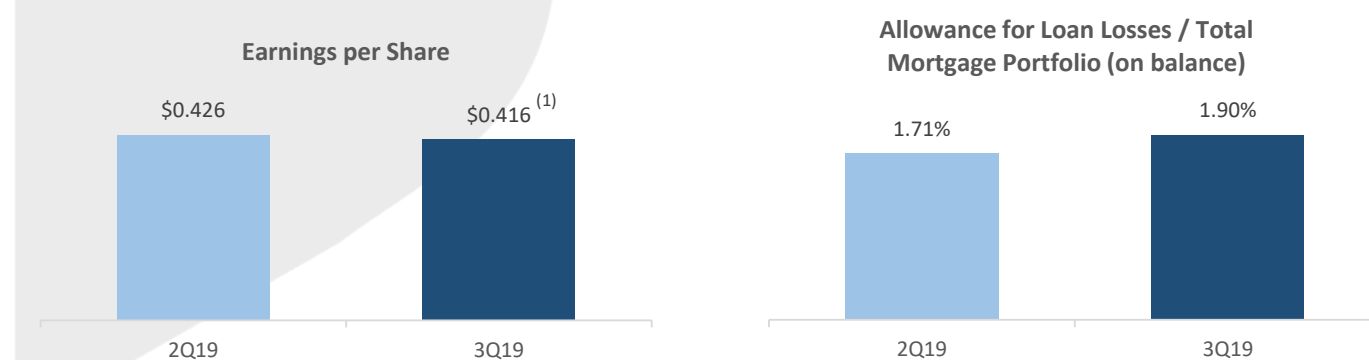
Total revenues decreased Ps. 7.9 million, going from Ps. 738.5 million in 3Q18 to Ps. 730.6 million during 3Q19.



Advisory, Administration, and Servicing Expenses reached Ps. 102.6 million during 3Q19, which did not present any significant variations as compared to the previous quarter. These expenses include the advisory, administration and collection services received from Infonavit, our Advisor and Manager during the quarter. Infonavit's administration fees are determined based on portfolio balances, which is why the historical increase has a direct relationship with the increase of our portfolio.

Net Income reached Ps. 158.1 million in 3Q19, a decrease of Ps. 7.4 million compared to 2Q19, net income was mainly impacted by an increase in our portfolio's allowance for loan losses and the fiduciary equity residuals: CDVITOT 13U, CDVITOT 14U, CDVITOT 15U and FHIPOCB 17U. Moreover, our earnings per share reached Ps. 0.416.

The following charts show the variation of our EPS quarter over quarter, as well as the development of the allowance for loan losses compared to our on-balance mortgage portfolio.



(1) Considers the outstanding CBFIs as of the date of this report.

Balance Sheet

(In Thousands of Mexican Pesos)	3Q19	3Q18	Variation	% Var
ASSETS				
Cash equivalents and debt securities	\$1,988,367	\$1,622,749	\$365,618	22.5%
Loans, net	22,207,529	22,215,214	(7,685)	(0.0%)
Collection Rights, net	101,052	107,598	(6,546)	(6.1%)
Receivable benefits in securitization transactions	2,688,951	3,003,337	(314,386)	(10.5%)
Derivative financial instruments	0	102,551	(102,551)	(100.0%)
Accounts receivables and other assets	673,702	733,900	(60,198)	(8.2%)
TOTAL ASSETS	\$27,659,601	\$27,785,349	(\$125,748)	(0.5%)
LIABILITIES AND EQUITY				
TOTAL LIABILITIES	\$17,502,144	\$17,039,715	\$462,429	2.7%
TOTAL EQUITY	10,157,457	10,745,634	(588,177)	(5.5%)
TOTAL LIABILITIES AND EQUITY	\$27,659,601	\$27,785,349	(\$125,748)	(0.5%)

Total Assets as of September 30th, 2019 reached Ps. 27,659.6 million, a decrease of 0.5% as compared to 3Q18, this decline is mainly related to the reduction in the active valuation of financial derivatives and the decrease of our collection rights on Fovissste, due to our portfolio's seasoning.

On-balance Loan Portfolio as of 3Q19 is composed by 61,828 loans, with an outstanding principal balance of Ps. 22,207.5 million, a minimum decrease compared to the Ps. 22,215.2 million reported in 3Q18.

During 3Q19, FHipo acquired mortgage loans for a total of Ps. 441.9 million and received principal amortizations of Ps. 404.7 million, reaching a net outstanding balance of Ps. 22,076.7 million. Furthermore, as of the end of 3Q19, the accrued interest receivable amounted to Ps. 540.1 million. By including the indexation of Times Minimum Wage ("VSM") denominated loans for 3Q19 and reducing the allowance for loan losses, the net mortgage portfolio for 3Q19 is worth Ps. 22,207.5 million.

Receivable Benefits in Securitization Transactions of the equity residuals, as of 3Q19 amounted to Ps. 2,689.0 million, a decrease of 10.5% as compared to the Ps. 3,003.3 million registered in 3Q18. This decline is due to the natural amortization process of these structures and the collection of the residuals. In accordance with the IFRS, the fiduciary rights are valued at fair value.

The Active Position of **Derivative Financial Instruments** as of 3Q19, decreased by 100% as compared to 3Q18, this contraction is primarily driven by the term of our derivatives and the movement in the local interest rate curve during the quarter. The derivatives are valued at fair value as of the end of each quarter.

FHipo's Consolidated Portfolio as of 3Q19, considering both the portfolio and the collection rights of securitization transactions, consists of 108,099 loans for a total value of Ps. 30,478.0 million, considering its outstanding portfolio balance, excluding accrued interest and indexation on loans denominated in times minimum wage ("VSM"), and shows a 2.5% decrease in comparison with the Ps. 31,266.6 million registered as of 3Q18.

Summary – Consolidated Mortgage Portfolio⁴

Portfolio Value (millions)	No. of Loans	Infonavit Total Pesos	Infonavit Total VSM	Infonavit Más Crédito ⁵	Fovissste VSM	Smart Lending ⁶	Non-Current Portfolio
Ps. 30,478	108,099	12.00%	9.50% (real)	10.86%	5.36% (real)	12.89%	2.45%

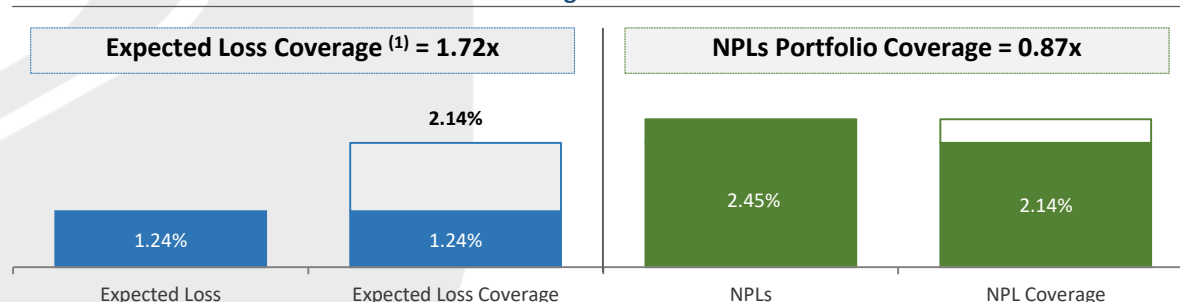
Non-Current Portfolio in consolidated terms represents 2.45% of the Consolidated Portfolio, remaining in line with our long-term estimated loss; this increase as compared to the previous quarter, is a result of the increase in our portfolio's allowance for loan losses mainly due to the growth in NPL, driven in part by the natural seasoning of our portfolio and economic growth environment in the country, which affects the dynamics of formal employment. Public agencies of the housing sector are currently implementing new operating models that aim to contain the increase in NPLs, it is estimated that the results will be reflected during the upcoming months.

At a balance sheet level, FHipo's non-performing loans, including overdue interest, represent 2.39% of the Consolidated Portfolio or Ps. 531.3 million, compared to 1.03% or Ps. 232.0 million reported in 3Q18. This indicator remains below our expected levels and market comps.

Allowance for Loan Losses⁷ reached Ps. 430.5 million, an increase of Ps. 117.8 million as compared to 3Q18, mainly due to portfolio that has fallen into non-performing status, for which the allowance created corresponds to the expected loss during the remaining life of each loan. The accumulated expected loss coverage was 1.72x.

Stable Levels of NPLs with Conservative Allowance for Loan Losses

Credit Reserve Coverage on Consolidated Portfolio



(1) Considers weighted average loss given default (LGD) of FHipo's consolidated portfolio of 50.8%, consolidated NPL's of Ps. 746.9 million.

Other Receivables as of 3Q19 reached Ps. 673.7 million, a decrease of Ps. 60.2 million compared to 3Q18. Other receivables registered up to September 30th, 2019 mainly consist of the effective collections made by Infonavit which have not yet been transferred to FHipo.

Total Liabilities as of 3Q19 amounted to Ps. 17,502.1 million, an increase of 2.7% as compared to 3Q18, mainly due to the execution of our leverage strategy, as well as to the increase in the passive position of financial derivatives.

⁴ Consolidated figure considers Infonavit's portfolio, the collection rights on Fovissste and Smart Lending's portfolio (on and off balance). Refers to FHipo's outstanding portfolio balance, excluding accrued interest and indexation on loans denominated in times minimum wage (VSM). The consolidated figures are shown for informative purposes only.

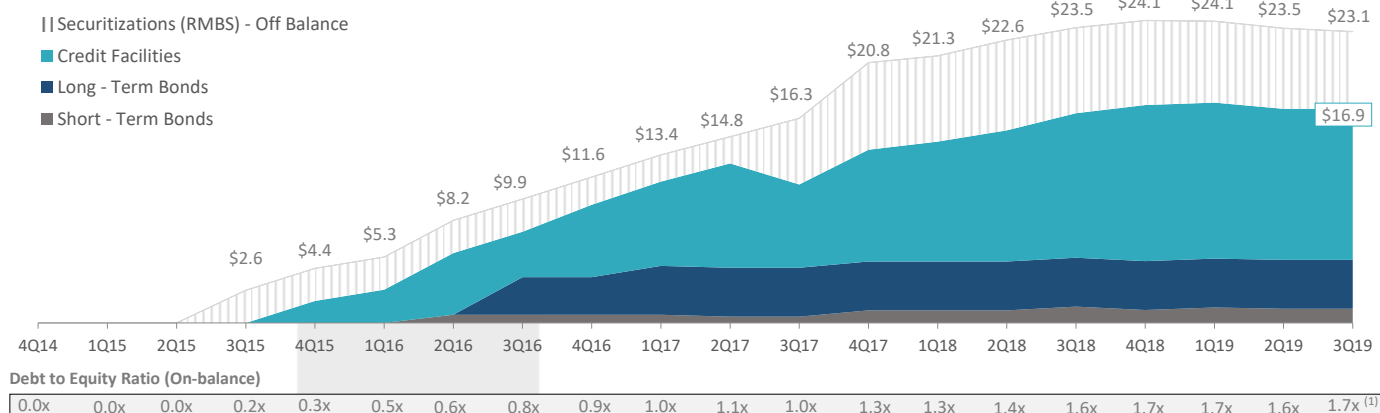
⁵ Average interest rates of the three IMC programs (10.8%, 10.9% and 11.9%)

⁶ APR before incurring in expenses such as insurance/accessories, origination fee and administration fee, which are covered by SL.

⁷ Determined by the estimated loss methodology in accordance with IFRS.

Development of our Leverage Strategy (on and off balance)

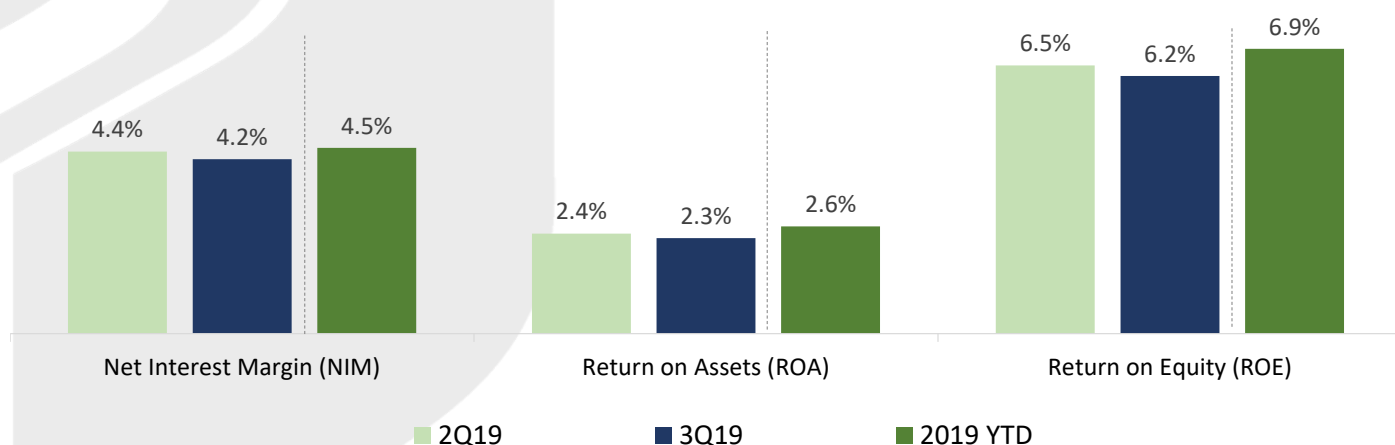
(consolidated debt, figures in billions of pesos)



(1) Debt/Equity of 2.3x considering on and off-balance leverage.

Total Equity reached Ps. 10,157.5 million, a 5.5% decrease in comparison with the same period of the previous year, mainly due to the integral loss from the financial derivatives valuation. Total Equity consists of the amount obtained from our Global Equity Offerings, net of issuance costs and accumulated earnings and other comprehensive income, minus acquisitions of CBFIs and distributions paid to investors.

Performance of our Key Financial Ratios



Consolidated Portfolio Composition

The following table details FHipo's Consolidated Portfolio as of September 30th, 2019.

FHipo - Consolidated Portfolio	3Q19	3Q18
Total Balance (FHipo's Participation)	\$30,478 million ⁽¹⁾	\$31,267 million ⁽¹⁾
Total Number of Loans	108,099	111,611
Average Co-Participated Loan Balance by Mortgage Loan	\$281,945	\$280,143
Average Loan-to-Value at Origination (LTV) ⁽²⁾	77.38%	77.16%
Average Payment-to-Income (PTI) ⁽²⁾	24.19%	24.14%
Current Portfolio	97.55% (NPL = 2.45%)	98.73% (NPL = 1.27%)
By Origination Program		
<u>Infonavit Total (IT)</u>		
Portfolio Balance IT (VSM ⁽³⁾ and Pesos)	\$12,998 million	\$14,144 million
Portfolio Balance - IT VSM ⁽³⁾	\$6,582 million	\$7,350 million
Average Interest Rate - IT VSM ⁽²⁾⁽³⁾	9.50% (Real)	9.51% (Real)
Portfolio Balance - IT Pesos	\$6,416 million	\$6,794 million
Average Interest Rate - IT Pesos	12.00% (Nominal)	12.00% (Nominal)
<u>Infonavit Más Crédito (IMC)</u>		
Portfolio Balance IMC	\$14,414 million	\$14,258 million
Average Interest Rate IMC ⁽²⁾	10.86% (Nominal)	10.84% (Nominal)
<u>Fovissste</u>		
Portfolio Balance Fovissste ⁽³⁾	\$2,758 million	\$2,824 million
Average Interest Rate ⁽²⁾⁽³⁾	5.36% (Real)	5.37% (Real)
<u>Smart Lending</u>		
Portfolio Balance Smart Lending	\$308 million	\$41 million
Average Interest Rate ⁽²⁾⁽⁴⁾	12.89%	13.12%

Note: Consolidated figures consider Infonavit's portfolio, collection rights on Fovissste and Smart Lending's portfolio (on and off balance).

(1) Refers to FHipo's outstanding portfolio balance, excluding accrued interest and indexation on loans denominated in times minimum wage (VSM). As of September 30th, 2019, FHipo co-participants ~63% (weighted average) of each mortgage loan.

(2) Weighted average by "Total Balance".

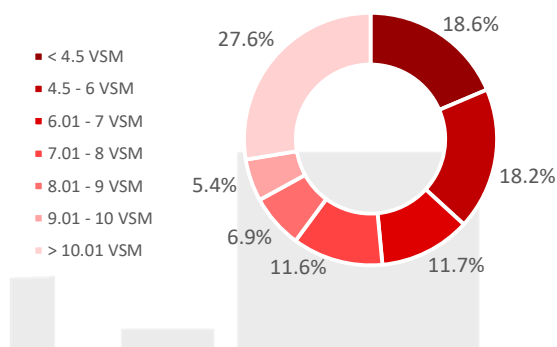
(3) VSM denominated loans are indexed to the lower between the increase in the minimum wage and the increase in the UMA.

(4) APR before incurring in expenses such as insurance/accessories, origination fee, and administration fee, which are covered by SL.

Infonavit's Portfolio Characteristics (Infonavit Total and Infonavit Más Crédito)

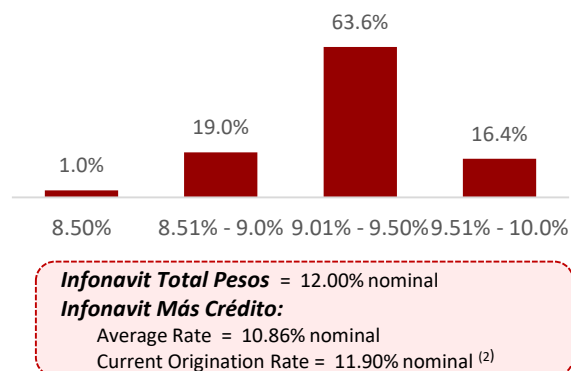
Distribution by borrower's salary in VSM at loan origination date

(as % of total loans within Infonavit's portfolio)



Distribution by interest rate in VSM ⁽¹⁾

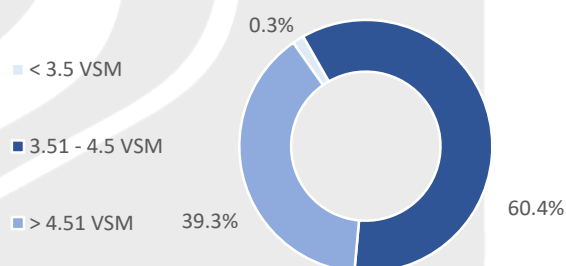
(as % of total loans within Infonavit's VSM portfolio)



Fovissste's Portfolio characteristics

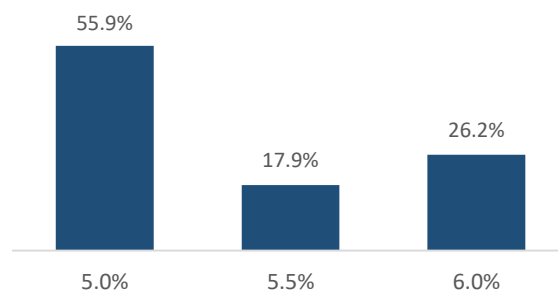
Distribution by borrower's salary in VSM at loan origination date

(as % of total loans within Fovissste's portfolio)



Distribution by interest rate in VSM ⁽¹⁾

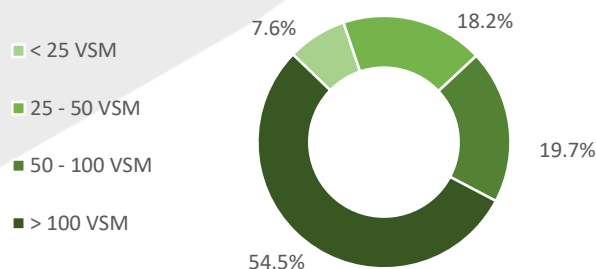
(as % of total loans within Fovissste's portfolio)



Smart Lending's Portfolio characteristics

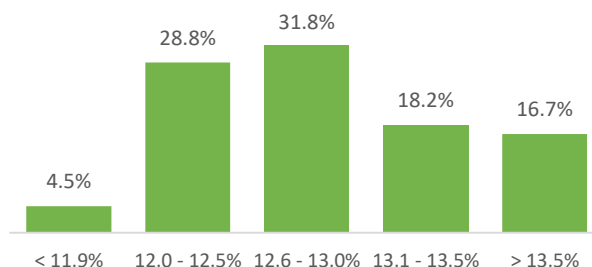
Distribution by borrower's salary at loan origination date on mortgage guarantee

(as % of total loans within Smart Lending's portfolio)



Distribution by APR of the mortgage guarantee

(as % of total loans within Smart Lending's portfolio)



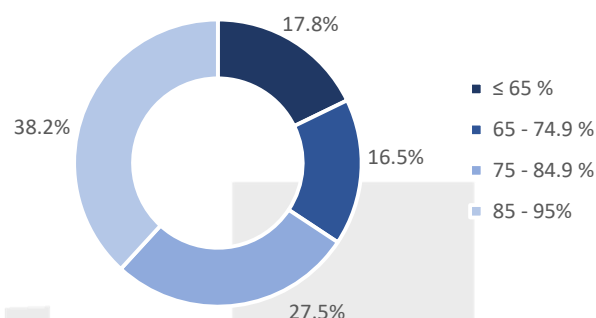
(1) VSM denominated loans are indexed to the lower between the increase in the minimum wage and the increase in the UMA.

(2) Current origination rate, referring to the auction of the "Infonavit Más Crédito" program held on June 11th, 2019.

Consolidated Portfolio Characteristics

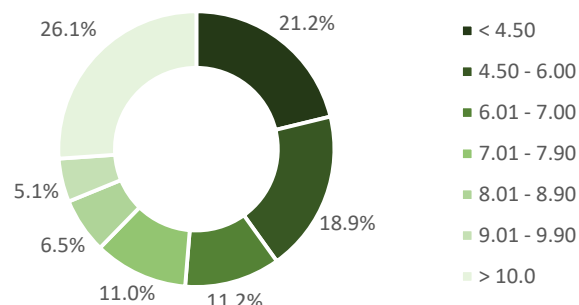
Distribution by Loan-to-Value (LTV) at loan origination date

(as % of total loans within consolidated portfolio)



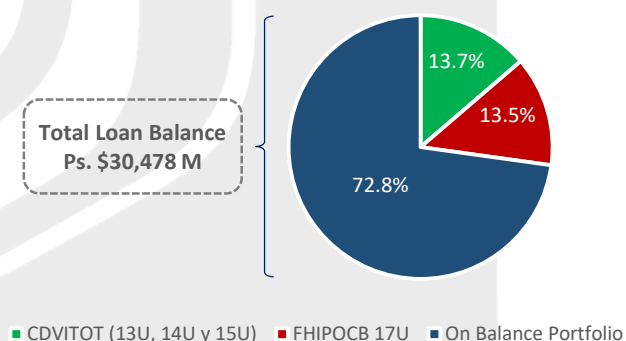
Distribution by borrower's salary in VSM at loan origination date

(as % of total loans within consolidated portfolio)



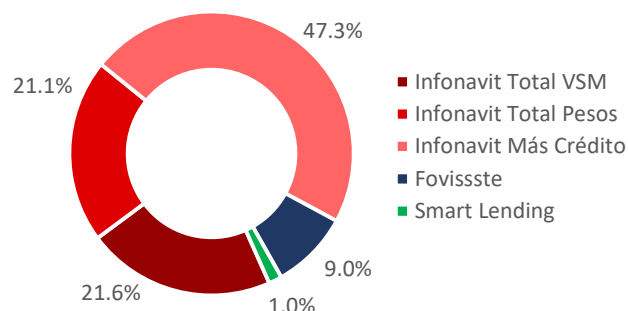
Distribution by Total Balance (on and off balance)

(as % of total consolidated portfolio loan balance)



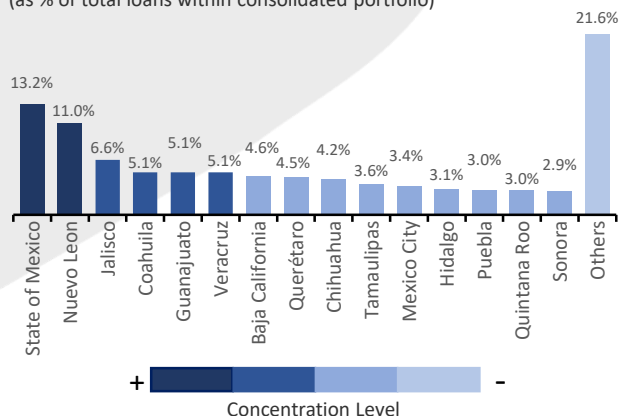
Distribution by origination program

(as % of total consolidated portfolio loan balance)



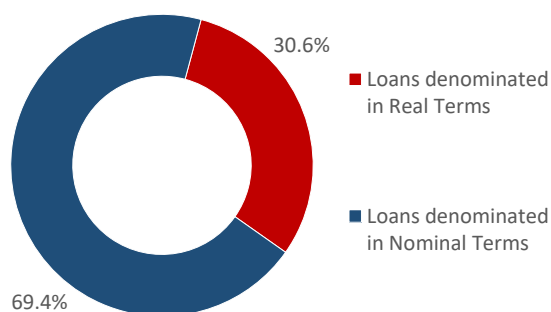
Geographic distribution of the portfolio

(as % of total loans within consolidated portfolio)



Distribution by Interest Rate (Real vs. Nominal)

(as % of total consolidated portfolio loan balance)

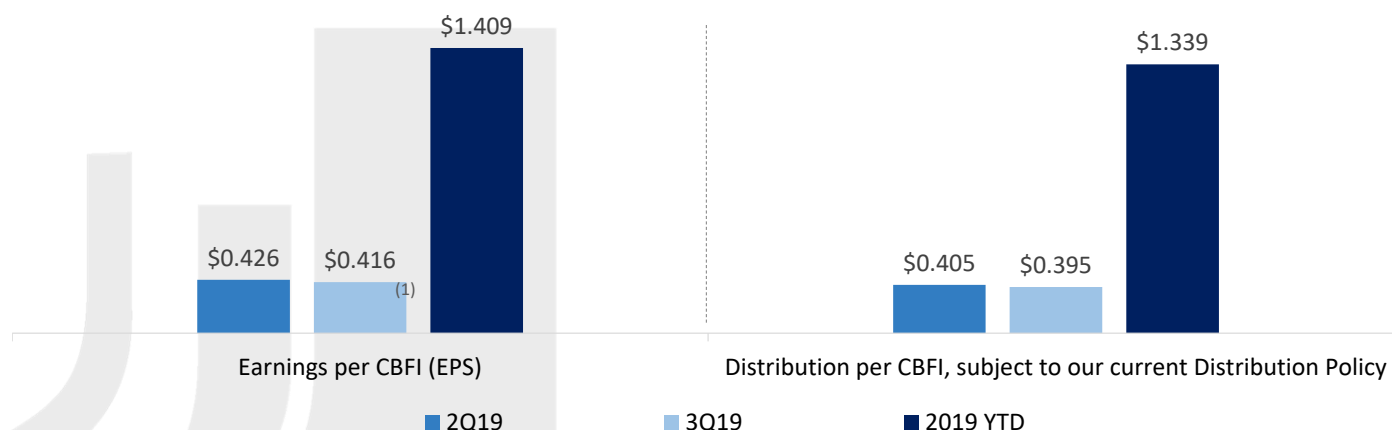


Estimated Distribution to Holders

As a result of the updated Distribution Policy, on August 22nd, 2019, FHipo distributed 30.0% of the net income obtained during 2Q19, amounting to Ps. 0.129 per CBFI.

95% of the Net Income for 3Q19 represents Ps. 150.2 million, divided by the outstanding CBFIs as of October 24, 2019 (this report's release date) results in a distribution, subject to FHipo's current Distribution Policy, of Ps. 0.395 per CBFI.

Performance of our Earnings per Share (EPS)



(1) Considers the outstanding CBFIs as of the date of this report.

Leverage

Funding Structures

Below are the main details of our funding structures that we maintain as of September 30th, 2019 (figures in millions of pesos):

Sources of Funding	Type of Funding	Benchmark Rate	Margin	Maximum amount	Amount Withdrawn	Legal Maturity
FHIPOCB 17U	Securitization	UDIBONO 2025 (3.11%)	+102 bps	-	\$2,926 ⁽¹⁾	2025
CDVITOT 15U		UDIBONO 2019 (1.80%)	+110 bps	-	\$1,510 ⁽¹⁾	2022
CDVITOT 14U		UDIBONO 2018 (1.30%)	+119 bps	-	\$711 ⁽¹⁾	2021
CDVITOT 13U		UDIBONO 2017 (1.54%)	+192 bps	-	\$1,000 ⁽¹⁾	2020
Short Term - FHIPO 00419	Unsecured Bond	TIEE ₂₈	+70 bps	-	\$200	August 2020
Short Term - FHIPO 00319			+75 bps	-	\$200	June 2020
Short Term - FHIPO 00219			+70 bps	-	\$200	May 2020
Short Term - FHIPO 00119			+75 bps	-	\$200	March 2020
Short Term - FHIPO 00318			+75 bps	-	\$230	November 2019
IFC	Warehousing Line	TIEE ₂₈	+135 bps	\$2,600	\$2,300	2025
HSBC No. 2			+143 bps	\$2,000	\$375	2050
HSBC No. 1			+150 bps	\$5,000	\$5,000	2050
IDB			+150 bps	\$1,397	\$1,397	2023
NAFIN			+165 bps	\$5,000	\$2,980	2050
Long Term - FHIPO 16	Covered Bond	Fixed Rate = 7.00%	-	-	\$3,000	2021
Long Term - FHIPO 17		Fixed Rate = 8.78%	-	-	\$900	2022

(1) Outstanding Balance in millions of Pesos (MXN).

Leverage Ratio and Debt Service Coverage Ratio ⁽¹⁾

FHipo's leverage and debt to equity ratio as of September 30th, 2019 was the following:

Leverage * ≤ 5	Results as of 3Q19	2.91 x ⁽²⁾	✓
Debt / Equity ≤ 2.5	Results as of 3Q19	1.67 x ⁽²⁾	✓
DSC_t ⁽³⁾ ≥ 1	Results as of 3Q19	3.38 x ⁽²⁾	✓

* Leverage = (Total Assets / Equity Securities). In which Total Assets refers to the sum of all asset accounts within the company's balance sheet statement and Equity book value corresponding to company's outstanding shares, calculated at quarters end.

(1) Calculation methodology based on the CNBV, Annex AA from the Consolidated Letter of Securities Issuers (CUE). For further detail refer to "Leverage Report".

(2) Calculated with financial information as of 3Q19.

(3) Debt Service Coverage Ratio as of the end of the quarter.

Our leverage ratio (Total Assets/Equity Securities) was of 2.91x. Furthermore, as of the end of the 3Q19, our debt service coverage ratio was of 3.38x, within the regulatory limit. Our risk team constantly assesses the limits and guidelines with which we must comply in accordance with the CNBV.

Relevant Events during the 3Q19

FHipo announces a share buyback of FHipo14 (July 3rd, 2019)

- FHipo announces to the investing public that in terms of the share buyback program approved by the Ordinary Holders' Assembly on April 11th, 2019; 3,923,841 FHipo14 Real Estate Trust Certificates ("CBFIs") were acquired at a weighted average price of Ps. 16.50 per share.

FHipo announces a share buyback of FHipo14 (August 6th, 2019)

- FHipo announces to the investing public that in terms of the share buyback program approved by the Ordinary Holders' Assembly on April 11th, 2019; 3,000,000 FHipo14 Real Estate Trust Certificates ("CBFIs") were acquired at a weighted average price of Ps. 16.75 per share.

FHipo announces the distribution corresponding to 2Q19 (August 13th, 2019)

- FHipo informs that on August 22nd, 2019 the distribution of Ps. 0.1288250671569230 pesos per CBFI corresponding to the second quarter of 2019 took place, that is, 30.0% of the net income per CBFI (Ps. 0.429 pesos per CBFI). The latter, in accordance with Section 12.1 of the Trust Agreement, as well as the Distribution Policy approved at the Eighteenth Session of the Technical Committee and was published on July 26th, 2018.

Distribution – 2Q19	Amount in Pesos	% of Net Income	Pesos per CBFI ⁶
Net Income of the Quarter	165,523,145.84	100.0%	0.429
Net income subject to Distribution	157,246,988.55	95.0%	0.408
Share buyback on account of Distribution	114,993,376.50	69.5%	0.298
Net Income to be Distributed	49,656,943.75	30.0%	0.129

FHipo announces an interest rate coverage SWAP (August 21st, 2019)

- FHipo announces the confirmation of an interest rate coverage SWAP with HSBC México, S.A., Institución de Banca Múltiple, Grupo Financiero HSBC ("HSBC") with a notional amount of Ps. \$2,500 million and a 2 year maturity.

FHipo announces a public offering of short-term Certificados Bursátiles Fiduciarios (August 22nd, 2019)

- FHipo announces a public offering of Short-Term Certificados Bursátiles Fiduciarios (CBFs) for a total amount of Ps. 200 million (two hundred million pesos 00/100), with ticker symbol "FHipo 00419". The certificates were placed at a 364 day term and at an interest rate equivalent to the Interbank Equilibrium Interest Rate (or TIIE₂₈) plus a 70 basis point spread. Casa de Bolsa Banorte Ixe, S.A. de C.V., Grupo Financiero Banorte, HSBC Casa de Bolsa, S.A. de C.V., Grupo Financiero HSBC and Actinver Casa de Bolsa, S.A. de C.V., Grupo Financiero Actinver acted as bookrunners of the offering.

⁶ Considers 392,384,100 CBFIs FHipo14 outstanding.

FHipo announces a share buyback of FHIP014 *(September 2nd, 2019)*

- FHipo announces to the investing public that in terms of the share buyback program approved by the Ordinary Holders' Assembly on April 11th, 2019; 3,000,000 FHIP014 Real Estate Trust Certificates ("CBFIs") were acquired at a weighted average price of Ps. 17.90 per share.

FHipo announces a share buyback of FHIP014 *(September 4th, 2019)*

- FHipo announces to the investing public that in terms of the share buyback program approved by the Ordinary Holders' Assembly on April 11th, 2019; 1,700,000 FHIP014 Real Estate Trust Certificates ("CBFIs") were acquired at a weighted average price of Ps. 17.95 per share.

FHipo announces a share buyback of FHIP014 *(October 9th, 2019)*

- FHipo announces to the investing public that in terms of the share buyback program approved by the Ordinary Holders' Assembly on April 11th, 2019; 950,000 FHIP014 Real Estate Trust Certificates ("CBFIs") were acquired at a weighted average price of Ps. 18.45 per share.

Analysts Coverage

As of the end of the 3Q19, the Coverage Analysis of FHipo is given by the following institutions:

Institution	Equity Research Analyst
Nau-Securities	Iñigo Vega
Santander	José Ramírez
Actinver	Enrique Mendoza

About FHipo

FHipo is the first real estate investment trust established to acquire, originate, co-participate, and manage mainly mortgage portfolios, that allows the general public to invest in residential mortgage portfolios, providing capital gains linked to mortgage returns and contributing to the financing and development of the housing sector in Mexico. Our portfolio is composed by residential mortgages in Mexico with an attractive risk-reward ratio. The current portfolio uses Infonavit's origination and servicing platform, allowing access for collection through payroll deduction, serving as a primary servicer of mortgage portfolios, in addition CH Asset Management has developed together with Concord Servicing a proprietary technological platform. Through FHipo, investors can access the residential mortgage market in Mexico and benefit from the liquidity of an instrument listed on the BMV.

Disclaimer

This press release may contain forward-looking statements based on the current expectations of FHipo. Actual future events or results could differ materially from these statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This press release shall not constitute an offer to sell or the solicitation of an offer to buy nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

Appendix – Balance Sheet

FIDEICOMISO F/2061 FHipo

Statements of Financial Position

(In Thousands of Mexican Pesos)



	3Q19	3Q18	Variation	% Var
ASSETS				
Cash and cash equivalents	\$1,988,353	\$1,622,656	\$365,697	22.5%
Debt securities	14	93	(79)	(84.9%)
Current loans	21,571,633	21,841,612	(269,979)	(1.2%)
Past due loans	505,068	222,683	282,385	126.8%
Accrued interest	540,104	435,760	104,344	23.9%
Indexation on mortgage loans	21,198	27,806	(6,608)	(23.8%)
Allowance for loan losses	(430,474)	(312,647)	(117,827)	37.7%
Loans, net	22,207,529	22,215,214	(7,685)	(0.0%)
Collection rights, net	101,052	107,598	(6,546)	(6.1%)
Receivable benefits in securitization transactions	2,688,951	3,003,337	(314,386)	(10.5%)
Derivative financial instruments	0	102,551	(102,551)	(100.0%)
Accounts receivables and other assets	673,702	733,900	(60,198)	(8.2%)
TOTAL ASSETS	\$27,659,601	\$27,785,349	(\$125,748)	(0.5%)
LIABILITIES				
Accounts payables and accrued expenses	\$172,523	\$209,214	(\$36,691)	(17.5%)
Notes/securities payable	4,961,530	5,212,267	(250,737)	(4.8%)
Borrowings	12,011,565	11,618,234	393,331	3.4%
Derivative financial instruments	356,526	0	356,526	N/A
TOTAL LIABILITIES	\$17,502,144	\$17,039,715	\$462,429	2.7%
EQUITY				
Common stock, net	\$9,587,726	\$10,103,592	(\$515,866)	(5.1%)
Other comprehensive income	(\$356,526)	\$102,552	(\$459,078)	(447.7%)
Retained earnings	926,257	539,490	386,767	71.7%
TOTAL EQUITY	\$10,157,457	\$10,745,634	(\$588,177)	(5.5%)
TOTAL LIABILITIES AND EQUITY	\$27,659,601	\$27,785,349	(\$125,748)	(0.5%)

Appendix – Income Statement

FIDEICOMISO F/2061 FHipo

Income Statements

(In Thousands of Mexican Pesos, except Net Income per CBFi)

	Quarter to Quarter				Year to date	
	3Q19	3Q18	Variation	% Var	3Q19	3Q18
REVENUES						
Interests on mortgage loans	\$603,286	\$629,819	(\$26,533)	(4.2%)	\$1,837,563	\$1,754,192
Investment income	37,872	24,672	13,200	53.5%	106,363	68,061
Total net interest income	641,158	654,491	(13,333)	(2.0%)	1,943,926	1,822,253
Financing interest expenses	(398,557)	(375,420)	(23,137)	6.2%	(1,211,543)	(1,034,955)
Financial margin	242,601	279,071	(36,470)	(13.1%)	732,383	787,298
(-) Allowance for loan losses	(45,054)	(10,160)	(34,894)	343.4%	(102,896)	(22,306)
Financial margin adjusted for credit risks	197,547	268,911	(71,364)	(26.5%)	629,487	764,992
Valuation of receivable benefits in securitization transactions	82,361	84,003	(1,642)	(2.0%)	286,111	312,880
Other income	6,951	0	6,951	N/A	6,951	0
TOTAL REVENUES, NET	\$286,859	\$352,914	(\$66,055)	(18.7%)	\$922,549	\$1,077,872
EXPENSES						
Management and collection fees	(102,558)	(99,963)	(2,595)	2.6%	(307,348)	(290,233)
Other administrative expenses	(26,200)	(25,252)	(948)	3.8%	(80,054)	(78,837)
TOTAL EXPENSES	(128,758)	(125,215)	(3,543)	2.8%	(387,402)	(369,070)
NET INCOME	\$158,101	\$227,699	(\$69,598)	(30.6%)	\$535,147	\$708,802
NET INCOME PER CBFi ⁽¹⁾	\$0.416	\$0.549	(\$0.133)	(24.2%)	\$1.409	\$1.710
COMPREHENSIVE INCOME						
Net income	\$158,101	\$227,699	(\$69,598)	(30.6%)	\$535,147	\$708,802
Other comprehensive income	(153,634)	7,717	(161,351)	(2,090.9%)	(399,613)	(17,497)
TOTAL COMPREHENSIVE INCOME	\$4,467	\$235,416	(\$230,949)	(98.1%)	\$135,534	\$691,305

(1): The 3Q19 EPS considers FHipo's putstanding CBFIs as of this report's publication date.

Appendix – Stratification Analysis of Infonavit's Portfolio

Below we present a stratification analysis of Infonavit's on and off balance portfolio as of September 30th, 2019.

By Loan Denomination							
Loan Denomination	Average Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Infonavit Total VSM (real rate)	9.50%	42,875	42.40%	\$ 6,581,626,332	24.01%	2,562,440	24.01%
Infonavit Total Pesos	12.00%	29,597	29.27%	\$ 6,416,807,401	23.41%	2,498,270	23.41%
Infonavit Mas Credito Pesos	10.86%	28,642	28.33%	\$ 14,413,953,840	52.58%	5,611,818	52.58%
Total		101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

By Worker's Salary							
Worker's Salary		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
<=4.50 - 5 VSM		18,760	18.55%	\$ 3,271,246,297	11.93%	1,273,602	11.93%
5.01 - 6 VSM		18,405	18.20%	\$ 3,259,367,901	11.89%	1,268,977	11.89%
6.01 - 7 VSM		11,880	11.75%	\$ 1,791,651,309	6.54%	697,548	6.54%
7.01 - 8 VSM		11,714	11.58%	\$ 1,938,182,207	7.07%	754,597	7.07%
8.01 - 9 VSM		6,950	6.87%	\$ 1,542,186,969	5.63%	600,423	5.63%
9.01 - 10 VSM		5,463	5.40%	\$ 1,394,226,085	5.09%	542,817	5.09%
> 10.01 VSM		27,942	27.63%	\$ 14,215,526,804	51.86%	5,534,564	51.86%
Total		101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

By Interest Rate in VSM							
Interest Rate		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
8.50%		469	1.09%	\$ 72,532,933	1.10%	28,239	1.10%
8.6% - 9.0%		8,135	18.97%	\$ 1,165,084,964	17.70%	453,605	17.70%
9.1% - 9.50%		27,248	63.55%	\$ 3,717,614,263	56.48%	1,447,387	56.48%
9.6% - 10.0%		7,023	16.38%	\$ 1,626,394,173	24.71%	633,208	24.71%
Total		42,875	100.00%	\$ 6,581,626,332	100.00%	2,562,440	100.00%

By Months Past Due ⁽¹⁾							
Months Past Due		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
0 months		90,469	89.47%	\$ 24,616,425,236	89.80%	9,583,969	89.80%
< 91 days		7,906	7.82%	\$ 2,091,836,618	7.63%	814,420	7.63%
≥ 91 days (W/out CDVITOT 13U y 14U)		1,953	1.93%	\$ 569,510,106	2.08%	221,729	2.08%
≥ 91 days (CDVITOT 13U y 14U)		786	0.78%	\$ 134,615,612	0.49%	52,410	0.49%
Total		101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

By Loan to Value (LTV)							
Loan to Value (LTV)		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
<= 65%		17,288	17.10%	\$ 4,003,964,894	14.61%	1,558,873	14.61%
65% - 74.9%		16,477	16.30%	\$ 3,937,127,921	14.36%	1,532,851	14.36%
75% - 84.9%		27,245	26.94%	\$ 7,064,741,403	25.77%	2,750,532	25.77%
85% - 95.0%		40,104	39.66%	\$ 12,406,553,356	45.26%	4,830,272	45.26%
Total		101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

By Loan Regime ⁽¹⁾							
Loan Regime		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Ordinary Amortization Regime (ROA)		83,701	82.78%	\$ 22,790,593,802	83.14%	8,873,114	83.14%
Special Amortization Regime (REA)		13,961	13.81%	\$ 3,681,442,373	13.43%	1,433,304	13.43%
Extension		3,452	3.41%	\$ 940,351,398	3.43%	366,109	3.43%
Total		101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

By Total Current Balance Co-participated - VSM							
Total Current Balance		Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 100 VSM		37,722	87.98%	\$ 4,713,541,583	71.62%	1,835,134	71.62%
100.01 - 200 VSM		4,561	10.64%	\$ 1,480,802,685	22.50%	576,524	22.50%
200.01 - 300 VSM		463	1.08%	\$ 273,480,564	4.16%	106,475	4.16%
300.01 - 400 VSM		114	0.27%	\$ 96,868,998	1.47%	37,714	1.47%
> 400 VSM		15	0.03%	\$ 16,932,503	0.26%	6,592	0.26%
Total		42,875	100.00%	\$ 6,581,626,332	100.00%	2,562,440	100.00%

(1) Considers 174 loans in conciliation process with Infonavit.

By Total Current Balance Co-participated - Pesos						
Total Current Balance	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
< 200 thousand Ps.	24,918	42.79%	\$ 3,972,051,168	19.07%	1,546,448	19.07%
200.1 thousand Ps. – 400 thousand Ps.	15,556	26.71%	\$ 4,232,270,990	20.32%	1,647,760	20.32%
400.1 thousand Ps. – 600 thousand Ps.	7,859	13.49%	\$ 3,856,736,415	18.51%	1,501,552	18.51%
> 600.1 thousand Ps.	9,906	17.01%	\$ 8,769,702,667	42.10%	3,414,328	42.10%
Total	58,239	100.00%	\$ 20,830,761,241	100.00%	8,110,088	100.00%

By Worker's Age (years)						
Worker's Age	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 25 years	8,428	8.34%	\$ 1,515,776,881	5.53%	590,141	5.53%
25.1 - 30 years	21,115	20.88%	\$ 4,005,079,823	14.61%	1,559,307	14.61%
30.1 - 35 years	18,947	18.74%	\$ 4,144,631,376	15.12%	1,613,639	15.12%
35.1 - 40 years	16,032	15.86%	\$ 4,609,347,117	16.81%	1,794,568	16.81%
40.1 - 45 years	14,125	13.97%	\$ 5,134,972,086	18.73%	1,999,210	18.73%
45.1 - 50 years	11,772	11.64%	\$ 4,419,015,428	16.12%	1,720,465	16.12%
50.1 - 55 years	7,488	7.41%	\$ 2,681,311,783	9.78%	1,043,921	9.78%
55.1 - 60 years	2,994	2.96%	\$ 863,088,698	3.15%	336,028	3.15%
60.1 - 65 years	213	0.21%	\$ 39,164,382	0.14%	15,248	0.14%
Total	101,114	100.00%	\$ 27,412,387,573	100.00%	10,672,528	100.00%

Appendix – Stratification Analysis of Fovissste's Portfolio

Below we present a stratification analysis of the collection rights on Fovissste's portfolio as of September 30th, 2019.

By Loan Denomination							
Loan Denomination	Average Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Fovissste VSM (real rate)	5.36%	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%
Total		6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Worker's Salary						
Worker's Salary	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
< 3.5 VSM	18	0.26%	\$ 2,575,043	0.09%	1,003	0.09%
3.51 - 4.5 VSM	4,182	60.44%	\$ 1,777,536,022	64.45%	692,052	64.45%
> 4.51 VSM	2,719	39.30%	\$ 977,740,693	35.45%	380,666	35.45%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Interest Rate in VSM						
Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
5% VSM	3,866	55.88%	\$ 1,480,848,646	53.70%	576,542	53.70%
5.5% VSM	1,239	17.91%	\$ 546,762,805	19.83%	212,872	19.83%
6% VSM	1,814	26.22%	\$ 730,240,307	26.48%	284,306	26.48%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Months Past Due						
Months Past Due	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
0 months	6,731	97.28%	\$ 2,674,348,453	96.97%	1,041,210	96.97%
< 91 days	95	1.37%	\$ 40,703,238	1.48%	15,847	1.48%
≥ 91 days	93	1.34%	\$ 42,800,068	1.55%	16,663	1.55%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Loan to Value (LTV)						
Loan to Value (LTV)	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
<= 65%	1,918	27.72%	\$ 500,309,813	18.14%	194,787	18.14%
65% - 74.9%	1,359	19.64%	\$ 554,955,770	20.12%	216,062	20.12%
75% - 84.9%	2,435	35.19%	\$ 1,116,747,101	40.49%	434,786	40.49%
85% - 95.0%	1,207	17.44%	\$ 585,839,075	21.24%	228,086	21.24%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

Employment Status						
Total Current Balance	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Active + Pensioner	6,740	97.41%	\$ 2,673,794,419	96.95%	1,040,995	96.95%
Out of Sector	179	2.59%	\$ 84,057,339	3.05%	32,726	3.05%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Total Current Balance - VSM						
Total Current Balance	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 100 VSM	1,344	19.42%	\$ 201,794,198	7.32%	78,565	7.32%
100.01 - 200 VSM	4,457	64.42%	\$ 1,918,484,877	69.56%	746,928	69.56%
200.01 - 300 VSM	1,029	14.87%	\$ 563,027,798	20.42%	219,205	20.42%
300.01 - 400 VSM	89	1.29%	\$ 74,544,886	2.70%	29,023	2.70%
> 400 VSM	0	0.00%	\$ -	0.00%	0	0.00%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

By Worker's Age (years)						
Worker's Age	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 25 years	173	2.50%	\$ 67,583,469	2.45%	26,312	2.45%
25.1 - 30 years	1,113	16.09%	\$ 446,287,373	16.18%	173,754	16.18%
30.1 - 35 years	1,319	19.06%	\$ 532,351,418	19.30%	207,262	19.30%
35.1 - 40 years	1,303	18.83%	\$ 510,198,130	18.50%	198,637	18.50%
40.1 - 45 years	1,241	17.94%	\$ 477,221,206	17.30%	185,798	17.30%
45.1 - 50 years	1,033	14.93%	\$ 407,010,760	14.76%	158,462	14.76%
50.1 - 55 years	636	9.19%	\$ 267,510,533	9.70%	104,150	9.70%
55.1 - 60 years	101	1.46%	\$ 49,688,869	1.80%	19,345	1.80%
60.1 - 65 years	0	0.00%	\$ -	0.00%	0	0.00%
Total	6,919	100.00%	\$ 2,757,851,758	100.00%	1,073,721	100.00%

Appendix – Stratification Analysis of Smart Lending's Portfolio

Below we present a stratification analysis of the collection rights on Smart Lending's portfolio as of September 30th, 2019.

By Loan Denomination (mortgage guarantee)							
Loan Denomination	Average Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Smart Lending (TAC)	12.89%	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%
Smart Lending (FHipo Loan)	10.62%	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%
Total		66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Total Annual Cost (mortgage guarantee)						
Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
5% VSM	3	4.55%	\$ 19,068,412	6.20%	7,424	6.20%
5.5% VSM	19	28.79%	\$ 94,226,020	30.61%	36,685	30.61%
6% VSM	21	31.82%	\$ 79,972,504	25.98%	31,136	25.98%
5.5% VSM	12	18.18%	\$ 34,869,842	11.33%	13,576	11.33%
5% VSM	11	16.67%	\$ 79,649,022	25.88%	31,010	25.88%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Interest Rate - FHipo (net of expenses)						
Interest Rate	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
5% VSM	25	37.88%	\$ 110,073,393	35.76%	42,855	35.76%
5.5% VSM	16	24.24%	\$ 67,252,397	21.85%	26,184	21.85%
6% VSM	12	18.18%	\$ 54,458,837	17.69%	21,203	17.69%
5.5% VSM	5	7.58%	\$ 14,144,900	4.60%	5,507	4.60%
5% VSM	8	12.12%	\$ 61,856,272	20.10%	24,083	20.10%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Worker's Salary (mortgage guarantee)						
Worker's Salary	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
< 25 VSM	5	7.58%	\$ 4,890,843	1.59%	1,904	1.59%
25 - 50 VSM	12	18.18%	\$ 37,652,423	12.23%	14,659	12.23%
50 - 100 VSM	13	19.70%	\$ 39,802,033	12.93%	15,496	12.93%
> 100 VSM	36	54.55%	\$ 225,440,501	73.25%	87,771	73.25%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Months Past Due (mortgage guarantee)						
Months Past Due	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
0 months	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%
< 91 days	0	0.00%	-	0.00%	0	0.00%
≥ 91 days	0	0.00%	-	0.00%	0	0.00%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Loan to Value (LTV, mortgage guarantee)						
Loan to Value (LTV)	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
<= 65%	29	43.94%	\$ 147,380,964	47.88%	57,380	47.88%
65% - 74.9%	14	21.21%	\$ 69,778,751	22.67%	27,167	22.67%
75% - 84.9%	16	24.24%	\$ 64,393,839	20.92%	25,071	20.92%
85% - 95.0%	7	10.61%	\$ 26,232,246	8.52%	10,213	8.52%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Total Current Balance (mortgage guarantee)						
Total Current Balance	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 100 VSM	26	39.39%	\$ 38,224,171	12.42%	14,882	12.42%
100.01 - 200 VSM	18	27.27%	\$ 61,725,082	20.05%	24,032	20.05%
200.01 - 300 VSM	9	13.64%	\$ 53,186,279	17.28%	20,707	17.28%
300.01 - 400 VSM	5	7.58%	\$ 45,572,455	14.81%	17,743	14.81%
400.01 - 500 VSM	4	6.06%	\$ 46,175,206	15.00%	17,977	15.00%
> 500 VSM	4	6.06%	\$ 62,902,607	20.44%	24,490	20.44%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%

By Worker's Age (mortgage guarantee)						
Worker's Age	Number of Loans	% of Total Loans	Balance in Pesos	% of Total Balance in Pesos	Balance in VSM	% of Total Balance in VSM
Less than or equal to 25 years	1	1.52%	\$ 1,330,000	0.43%	518	0.43%
25.1 - 30 years	8	12.12%	\$ 16,545,954	5.38%	6,442	5.38%
30.1 - 35 years	25	37.88%	\$ 119,100,979	38.70%	46,370	38.70%
35.1 - 40 years	10	15.15%	\$ 51,675,500	16.79%	20,119	16.79%
40.1 - 45 years	8	12.12%	\$ 40,137,342	13.04%	15,627	13.04%
45.1 - 50 years	7	10.61%	\$ 58,441,875	18.99%	22,753	18.99%
50.1 - 55 years	4	6.06%	\$ 11,385,572	3.70%	4,433	3.70%
55.1 - 60 years	3	4.55%	\$ 9,168,576	2.98%	3,570	2.98%
60.1 - 65 years	0	0.00%	-	0.00%	0	0.00%
Total	66	100.00%	\$ 307,785,799	100.00%	119,831	100.00%