

## GENTERA REPORTS 3Q22 RESULTS

**Mexico City, Mexico – October 26, 2022 – GENTERA S.A.B. de C.V. ("GENTERA" or "the Company")** (**BMV: GENTERA\*)** announced today non-audited consolidated financial results for the third quarter ended September 30, 2022. Figures were prepared in accordance with requirements from the National Banking and Securities Commission (CNBV) and are expressed in nominal Mexican pesos (Ps.).

## **3Q22 Highlights:**

Net income for 3Q22 reached Ps. 1,514 million, a historic record and a solid 130.4% growth compared to Ps. 657 million reached in 3Q21.

- Total Loan Portfolio reached the largest figure in GENTERA's history at Ps. 51,407 million, a 27.2% growth compared to Ps. 40,416 million in 3Q21. Total Loan Portfolio broken down by subsidiary was:
  - Banco Compartamos S.A., I.B.M. (Mexico) (Banco Compartamos) microcredit loan porfolio reached Ps. 30,243 million, a 33.0% growth compared to 3Q21.
  - Compartamos Financiera (Peru) stood at **Ps. 17,296 million,** a **17.1% growth** compared to 3Q21.
  - ConCrédito (Mexico) stood at **Ps. 3,868 million,** a **33.3% growth** compared to 3Q21.
- Net income for 3Q22 was Ps. 1,514 million, a strong 130.4% growth or Ps. 857 million larger compared to Ps. 657 million reached in 3Q21.
  - **Controlling Company participation in 3Q22 reported a Net Income of Ps. 1,501 million** (EPS from controlling company in 3Q22 stood at \$0.948).
- **Cash and investments in financial instruments in GENTERA stood at Ps. 11,794 million,** compared to Ps. 16,962 million in 3Q21, featuring still **sound liquidity levels** at its different subsidiaries:
  - Banco Compartamos stood at Ps. 6,181 million.
  - **Compartamos Financiera** stood at Ps. 3,571 million.
  - **ConCrédito** stood at Ps. 633 million.
- Capital / Total Assets in Gentera for 3Q22 stood at 34.3%.
  - Capital Adequacy Ratio (ICAP), 38.2% in Banco Compartamos
  - Solvency Ratio, 19.1% in Compartamos Financiera
  - Capital/Total Assets at 52.8% in ConCrédito
- **ROE in 3Q22 stood at 23.7%,** a **very strong improvement** compared to 11.2% ROE in 3Q21. ROE for 2022 nine-month period (9M22) stood at 20.2% compared to 9.8% in 9M21.
  - Controlling ROE in 3Q22 stood at 26.1%.
- ROA in 3Q22 reached 8.3%, a solid improvement compared to 3.8% ROA in 3Q21.
- **GENTERA announces that it expects to finalize the year** with a Loan Portfolio growth around 17% and Net Income in a range between \$4,650 and \$4,850 million pesos (Controlling EPS \$2.82 and \$2.95).
- **On October 26, 2022, GENTERA** announces that the Board of Directors will submit for approval in the next Shareholders' Meeting to be celebrated in November 2022 an extraordinary dividend payment of \$469.4 million pesos to be distributed among the outstanding shares, and if it is approved it will be paid no later than November 23, 2022.





- **On October 26, 2022**, GENTERA announces that the Board of Directors will submit for approval in the Annual Shareholders' Meeting to be celebrated in April 2023, subject to the net income generated in 2022, the proposal of returning to a dividend payment up to **40% of the Net Income generated** in GENTERA's participation in 2022 results.
- Loan Portfolio with credit risk stage 3 for 3Q22 stood at 2.90%, an improvement compared to NPL at 3.03% in 3Q21. Coverage Ratio for 3Q22 stood at 268.2%.
- ATERNA ended the quarter with 9.0 million active insurance policies throughout its operations in Mexico and Peru, a slight 0.3% growth compared to 3Q21. In the nine-month period (9M22) ATERNA has placed 30.9 million insurance policies, 25.0% more than in the same period of the previous year (9M21).
- YASTAS during 3Q22 registered approximately 7.1 million operations, a figure 14.0% larger than that registered in 3Q21. At the end of 3Q22, YASTAS had a network of 6,962 affiliates, 17.6% more compared to 3Q21. For the nine -month period Yastas reported a Net Income of Ps. 44.5 million and a 9.4% Rolling ROE.
- On August 15, 2022, GENTERA announced that it made an additional investment in ConCrédito, increasing its shareholding in this company from 57.53% to 74.91%. ConCrédito is integrated by Fin Útil, S.A. de C.V. SOFOM, E.N.R., Comfu, S.A. de C.V. and Talento ConCrédito S.A. de C.V.
- **Fundación Compartamos** continued working through alliances to bring educational opportunities to vulnerable communities. At the end of 3Q22, more than 4,600 people were benefited through formal education, granting scholarships for young people and adults to continue their studies in addition to training for entrepreneurs. Additionally, at the end of the September 2022 more than 10,000 GENTERA's employees participated in local volunteer activities, benefiting more than 170,000 people. In addition, we recognize the generosity of more than 7,700 GENTERA's employees who continue donating to Fundación Compartamos.
- Shares outstanding as of September 30, 2022, amounted to 1,582,743,876.

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

GENTERA closed another quarter on a positive note, maintaining the strong momentum gained over the past periods, particularly regarding profitability and portfolio growth, at the same time advancing towards the development of its technology capabilities to provide a first-class customer experience through our digital transformation plan.

At quarter-end, GENTERA's consolidated loan portfolio reached Ps. 51,407 million, up 27.2% compared to the same period last year, a new all-time high that was paired by a robust asset quality, as shown by the NPL of 2.90%. Net income rose to its highest level for a single quarter in GENTERA's 32-year history, reaching Ps. 1,514 million, an increase of 130.4% compared to 3Q21.

Yastas' operations maintained their positive trend, totaling 7.1 million transactions in the quarter through an expanded network of more than 6,900 affiliates, which is 17.6% larger than in 3Q21, while Aterna achieved a solid year-to-date performance with a 25.0% growth in insurance policies placed, compared to the same period last year.

The progress achieved is aligned with our operating plans and strategic initiatives, including our digital transformation, which helped us to continue to deliver strong business performance amid a volatile environment. Certainly, these results would not be possible without the value and dedication contributed by our team of nearly 21,000 collaborators, who ultimately enable us to be a leading market player aligned with the changing preferences and needs of more than 4.3 million people we serve. By the end of 2022, we are confident in our ability to continue well positioned for future new growth opportunities, challenges posed by the current backdrop and meet our goals, as well as to continue contributing to the economic recovery and greater financial inclusion in the communities where we are present, serving our clients with a high human sense.



Summary	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Clients 1)	3,591,076	3,481,942	3,526,002	3.1%	1.8%	3,591,076	3,481,942	3.1%
Credits Clients	3,322,362	3,105,923	3,261,383	7.0%	1.9%	3,322,362	3,105,923	7.0%
Portfolio*	51,407	40,416	50,802	27.2%	1.2%	51,407	40,416	27.2%
Net Income*	1,514	657	1,310	130.4%	15.6%	3,829	1,688	126.8%
NPLs / Total Portfolio	2.90%	3.03%	2.52%	-0.13 pp	0.38 pp	2.90%	3.03%	-0.13 pp
ROA	8.3%	3.8%	7.2%	4.5 pp	1.1 pp	7.1%	3.3%	3.8 pp
ROE	23.7%	11.2%	20.4%	12.5 pp	3.3 pp	20.2%	9.8%	10.4 pp
ROE Controlling	26.1%	11.8%	22.0%	14.3 pp	4.1 pp	22.2%	10.3%	11.9 pp
NIM	41.3%	35.7%	39.7%	5.6 pp	1.6 pp	40.2%	34.5%	5.7 pp
NIM after provisions	32.3%	29.4%	32.1%	2.9 pp	0.2 pp	32.1%	28.0%	4.1 pp
Efficiency Ratio	67.6%	77.4%	67.4%	-9.8 pp	0.2 pp	68.4%	79.9%	-11.5 pp
Operating Efficiency	20.5%	21.8%	20.3%	-1.3 pp	0.2 pp	20.4%	20.6%	-0.2 pp
Capital / Total Assets	34.3%	35.3%	36.0%	-1.0 pp	-1.7 pp	34.3%	35.3%	-1.0 pp
Average Loan per Client	15,473	13,013	15,577	18.9%	-0.7%	15,473	13,013	18.9%
Employees	20,817	20,485	20,330	1.6%	2.4%	20,817	20,485	1.6%
Service Offices**	535	606	534	-11.7%	0.2%	535	606	-11.7%
Branches	142	158	142	-10.1%	0.0%	142	158	-10.1%

## **3Q22 Analysis & Results of Operations**

1) In 3Q22 GENTERA served more than 4.3 million people. 3.59 million Clients from Credit, Savings, and Insurance Products, and additionally ConCrédito's Entrepreneurs served 709 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.

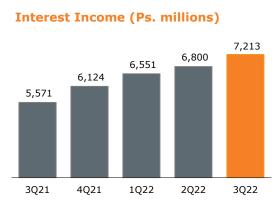
\*\* Branches are inside a Service Office (same location).

# The analysis was prepared using consolidated figures and in accordance with Financial and Reporting Standards accepted in Mexico which since 1Q22 and onwards converge with IFRS-9. Financial Statements and its metrics for 3Q21 were not re-expressed under this new financial and reporting standard.

Variations are calculated for 3Q22 versus the same period of 2021 and 2Q22, unless otherwise stated. The reader must consider the deconsolidation effects of Compartamos SA (Guatemala) which is no longer reflected in GENTERA's figures as of 3Q21.

The reader must also consider FX fluctuations in the different subsidiaries for the comparable periods.

## **Statement of Comprehensive Income.**



**Interest income** in 3Q22 was **Ps. 7,213** million, a **29.5%** increase compared to 3Q21, and a **6.1%** increase compared to Ps. 6,800 million in 2Q22.

Banco Compartamos represented most of GENTERA's portfolio and interest income, with 58.8% and more than 73%, respectively, compared to 3Q21 when it accounted for 56.3% and 77%, in the same order. The second subsidiary with the highest contribution to this line was Compartamos Financiera. Also worth highlighting is the 7.5% contribution of ConCredito in GENTERA's portfolio and more than 8% contribution in GENTERA's interest income.

The **yield** for GENTERA's portfolio (considering Banco Compartamos, Compartamos Peru, and ConCrédito) during 3Q22 stood at **55.2%**.

#### Interest expense

**GENTERA's interest expense** stood at **Ps. 922 million, a 96.2% increase compared to 3Q21,** and a 17.9% increase compared to 2Q22. *It is important to bear in mind that for this 3Q22* 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 3Q22 represented Ps. 194 million (~21.0%) of the Ps. 922 million in interest expense reached in 3Q22. Now, interest expense related to financing expenses represented Ps. 728 million in 3Q22 a 54.9%



**growth on a year-on-year comparison.** In the nine-month period of year 2022 financing expenses grew only 25.5% compared to the same period of 2021.

It is also important to recall that GENTERA's subsidiaries such as Banco Compartamos have maintained a more robust cash position during the health contingency compared to normal times. It is important to state that we continue with active liability management and will have a gradual reduction in extra liquidity.

#### **Funding Cost**

Funding Cost	3Q22	3Q21	2Q22
Compartamos Banco (México)	7.9%	5.3%	6.9%
Compartamos Financiera (Perú)	5.1%	3.0%	5.1%

• The interest expenses of Banco Compartamos in Mexico stood at Ps. 601 million in 3Q22 (this figure already includes credit origination costs and the implicit interest related to leasing agreements, according to Financial Reporting Standards in Mexico and IFRS which for this third quarter amounted Ps.151 million) an 80.5% increase compared to Ps. 333 million in 3Q21 and 11.3% larger compared to Ps. 540 million in 2Q22. 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 would have grown 35.1% in its annual comparison.

At the end of the quarter, 30.8% 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 **144.5%** to Ps. 254.7 million versus 3Q21, when it stood at Ps. 104.2 million. Worth highlighting is that we exclude the effect of credit origination costs and the implicit interest related to leasing agreements, interest expenses related to financing expenses would have grown 111.0%.

#### Net Interest Margin

**GENTERA's Net Interest Margin (NIM)** for the third quarter of 2022 reached **41.3%**, which is above the **35.7%** reached in 3Q21 **and the 39.7% reached in 2Q22**. The movement was primarily attributed to a higher interest income recorded in the period due to the strong performance in Banco Compartamos, Compartamos Financiera, and ConCrédito, and also due to the contribution that each subsidiary, which have different active interest rates, had in the consolidated portfolio for 3Q22.

As described above in GENTERA's interest expense line, it is important to bear in mind the impact that the consideration of credit origination costs and the implicit interest related to leasing agreements have had in the interest expense line for this year and therefore in margins. Also bear in mind the effect that the reduction in extra liquidity has had in productive assets, and consequently in the NIM ratio.

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

**Provisions for loan losses** reached **Ps. 1,367 million** during the quarter. This figure increased by Ps. 458 million, or 50.4%, when compared to 3Q21, and a 19.0% growth compared to 2Q22. The movements are mainly explained by slight improvements in Compartamos Financiera (Peru) portfolio, and its provisions compared to 3Q21 and higher levels of provisions in Banco Compartamos and ConCredito due to the strong portfolio growth experienced in these two subsidiaries. Additional details in the evolution of provisions are explained as follow:

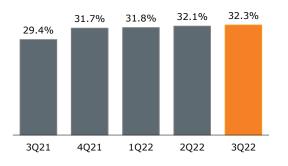
1) Larger provisions in Banco Compartamos due to 33.0% portfolio growth in 3Q22 compared to 3Q21; Also, is important to bear in mind that this subsidiary came from very low levels of provisions in 3Q21 due to the strong asset quality it was experiencing in new loans granted. With this effect the comparable base in 3Q21 was smaller; 2) ConCredito had a strong 33.3% growth in its portfolio; and has a product that has experienced a higher risk profile (Entrepreneur Profile), which represents ~18% of its portfolio; at the same time ConCrédito experienced a change in its provisions methodology which considers now the credits as personal loans instead of revolving credits.

#### Cost of Risk for 3Q22 stood at 10.7%.



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

1) Net Interest margin after provisions / Average Yielding Assets



**NIM after provisions** (NII after provisions for losses / average yielding assets) **for 3Q22 stood at 32.3%,** compared to 29.4% in 3Q21 and 32.1% in 2Q22.

Worth highlighting is the fact that GENTERA's financial subsidiaries and mainly its largest subsidiary, Banco Compartamos, have maintained strong cash positions, however as we have signaled in the past, we started to reduce the extra liquidity since year 2021. This reduction in additional liquidity has also benefited the NIM before and after provisions since the average yielding assets coming from this concept has reduced now compared to 2020.

It is worth highlighting that NIM after provisions continued improving and reached in this 3Q22 the best level since the sanitary contingency started, even considering the new effects/impacts in the interest expense line that have been signaled before.

**NIM after provisions** stood at **32.3%** in 3Q22, an increase compared to 29.4% in 3Q21, marking improvements guarter over guarter.

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

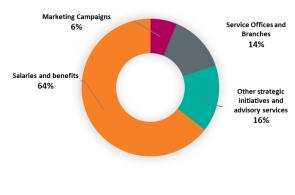
#### The net effect between commissions charged and commissions paid in 3Q22 totaled Ps. 458 million.

**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.

**Commissions and fee expenses** are mainly explained by the fees that GENTERA's subsidiaries pay to other Banks or Channels (third parties) for the use of their networks to disburse credits or collect payments, and commissions paid by Yastas. *Banco Compartamos clients have the flexibility to carry out their transactions through more than 43 thousand different channels, which is convenient for them.* 

**Other Operating Income/Expenses** during 3Q22 represented an income of **Ps. 119 million**. This item reflected income from CrediTienda (ConCredito's online platform used to sell different products) as well as non-recurring income or expenses.

#### **Operating expenses**



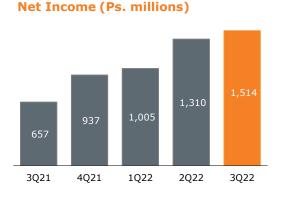
**Operating expenses** reached **Ps. 3,722 million, a slight 0.2% contraction** versus the Ps. 3,729 million in 3Q21, and 0.8% growth compared to 2Q22.

Is important to signal that costs that are linked to credit origination and the implicit interest related to leasing agreements are now reflected in the interest expense line instead of operating expenses.

**Participation in Net Income from Non-Consolidated Subsidiaries** stood with Ps. 8 million in losses during the quarter, compared to Ps. 5 million in losses in 3Q21. This item reflects GENTERA's **minority contribution** in the Companies in which it has been investing.



**Discontinued Operations** stood at **Ps. 180 million** and is related to the capital transfer towards Mexico, considering FX variations in the historic capital contribution in Compartamos Guatemala. This according to the exit process from this operation.



For 3Q22, GENTERA presented Ps. 1,514 million in Net Income, a 130.4% increase compared to Ps. 657 million in net income recorded in 3Q21 and a 15.6% increase compared to Ps. 1,310 million in net income in 2Q22, showing a very solid dynamic. With this result GENTERA reached eight consecutive quarters of growth, achieving the largest Net Income generated in a single quarter in its 32-year history.

**Controlling Company participation reported a Net Income of Ps. 1,501 million**. Earnings per Outstanding Share from the controlling company in 3Q22 stood at \$0.948

**The result** achieved in 3Q22 is the best net income generated for a quarterly result in its 32-year history.

**Other comprehensive income** stood at **Ps. 380 million** in losses at the end of 3Q22. This line includes revenues, expenses, gains, and losses that have yet to be realized. For this 3Q22 are mainly attributable to FX variations in the investment that GENTERA had in Guatemala and the one it currently has in Compartamos Financiera (Peru).

**Comprehensive Result** stood at **Ps. 1,134 million in 3Q22,** where Controlling interest accounted for Ps. 1,121 million and non-Controlling income represented Ps. 13 million.

## **Statement of Financial Position.**

### Cash and investments in financial instruments.

**Cash and investments** stood at **Ps. 11,794 million** at the end of 3Q22, a 30.5% contraction compared to 3Q21, and a 11.5% increase compared to 2Q22.

It is important to note that, since 1Q20, Banco Compartamos, ConCrédito, and Compartamos Financiera decided to increase their **liquidity** levels due to the **public health crisis** and **potential market volatility**. However, it is worth highlighting that since the beginning of 3Q21, GENTERA's subsidiaries started to gradually reduce the level of extra liquidity, given the fact that current conditions are more stable compared to the past months.

At the end of 3Q22, 52.4% of the cash position corresponded to Banco Compartamos with Ps. 6,181 million held in highly liquid assets, while 30.3%, Ps. 3,571 million, corresponded to Compartamos Financiera, and 5.4%, Ps. 633 million, corresponded to ConCrédito; the remaining 11.9% corresponded to GENTERA's other subsidiaries.





**Loan Portfolio** reached **Ps. 51,407 million** in 3Q22, a **27.2% increase compared to** the figure reported in 3Q21, mainly explained by the solid dynamics seen in GENTERA's Mexican financial subsidiaries which grew over 30%, and the sound progress experienced in Compartamos Financiera Peru with a 17% growth in its Loan portfolio.

Loan Portfolio finalized 3Q22 at Ps. 51,407 million, reaching a new record in our history.

**GENTERA 3Q22 Results** 



The Loan Portfolio was comprised as follows: 58.8% at Banco Compartamos, 33.7% at Compartamos Financiera in Peru, and 7.5% 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 2.90% in 3Q22**, an improvement compared to the 3.03% recorded in 3Q21 and an increase compared to 2.52% registered in 2Q22. The NPL levels recorded in 3Q22 continued reflecting stable ratios, mainly explained by the robust asset quality at Banco Compartamos, returning to normal levels, or similiar to those seen in a normal year like 2019.

According to GENTERA's expectations, based on dynamics seen in recent months and due to the short nature of most of its loan portfolio, NPLs could move or stay in the medium term in a range around 3.0% to 3.5%.

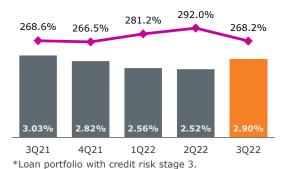
#### GENTERA recorded solid asset quality, with an NPL at 2.90% in 3Q22.

Banco Compartamos' policy is to write-off loans at 180 days behind schedule. GENTERA acquired vast knowledge and experience in originating and monitoring credits that were granted during the health crisis originated by COVID-19. This experience has contributed to a better asset quality control of its current and future loan portfolio and a more efficient/digital operation in the years to come.

		3Q22				3Q21				2Q22			
PRODUCT	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	Portfolio	NPL	NPL Ratio	Write- Offs	
C. Mujer	16,787	302	1.84%	216	13,068	125	0.96%	103	17,419	253	1.45%	220	
C. Comerciante	5,408	234	4.32%	142	4,516	111	2.45%	85	4,935	189	3.82%	153	
Group Methodology	22,195	536	2.46%	358	17,584	236	1.35%	188	22,354	442	1.98%	373	
C. Individual	4,646	139	3.00%	85	3,150	104	3.29%	88	4,121	119	2.88%	79	
C. CA Plus	3,386	77	2.27%	27	429	0	0%	0	3,406	36	1.06%	6	
C. Otros	16	11	67.8%	22	1,584	25	2%	21	93	27	29.46%	35	
Individual Methodology	8,048	227	2.82%	134	5,163	129	2.49%	109	7,620	182	2.39%	120	
Banco Compartamos	30,243	763	2.52%	492	22,747	365	1.61%	297	29,974	624	2.08%	493	
C.Mujer	4,162	233	5.60%	93	3,221	108	3.37%	179	4,350	204	4.68%	34	
Group Methodology Peru	4,162	233	5.60%	93	3,221	108	3.37%	179	4,350	204	4.68%	34	
Comercial	9,098.0	234.6	2.58%	166	7,826	320	4.09%	182	9,588	277	2.88%	190	
Microempresa	2,516.9	152.5	6.06%	60	2,743	184	6.71%	63	1,969	87	4.41%	93	
Consumo	1,518.6	29.5	1.94%	39	977	21	2.18%	26	1,460	32	2.22%	21	
Individual Methodology Peru	13,133.6	416.6	3.17%	265	11,546	525	4.55%	271	13,017	396	3.04%	303	
Compartamos Financiera	17,296	650	3.76%	358	14,768	634	4.29%	450	17,367	599	3.45%	338	
Individual Methodology ConCrédito	3,868	76	1.97%	195	2,900	225	7.74%	92	3,461	56	1.62%	184	
ConCrédito	3,868	76	1.97%	195	2,900	225	7.7%	92	3,461	56	1.62%	184	
Total	51,407	1,489	2.90%	1,046	40,416	1,224	3.03%	839	50,802	1,279	2.52%	1,015	

Note: Compartamos Guatemala is not longer considered in GENTERA's figures

### **Performance Ratios and Metrics**



Coverage Ratio & NPL\*

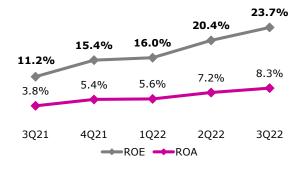
**3Q22 coverage ratio was 268.2%,** representing a very strong level and like the level seen in 3Q21, which is in line with the prudent approach that the Company has followed, given the current context and according to Mexican financial regulations.

**Goodwill** amounted Ps. 4,984 million and was mainly related to the acquisition of ConCrédito Ps. 4,209 million (includes majority and minority stakes) and Compartamos Financiera Ps. 775 million, which were recorded as assets.



**Total stockholders' equity.** The Ps. 1,991.7 million investment made in ConCrédito on August 15<sup>th</sup> had two effects on the capital accounts compared to 2Q22 and are reflected in Gentera's Consolidated Balance Sheet in this third quarter as follows: i) a decrease in the non-controlling interest of \$1,244.6 million pesos; and ii) a decrease for the premium paid of \$747.1 million pesos derived from this transaction.

#### **ROAE/ROAA**



During 3Q22, GENTERA recorded a return on average equity (ROAE) of 23.7% and a return on average assets (ROAA) of 8.3%, showing strong improvements compared to ratios of 11.2% and 3.8% reached in 3Q21, respectively.

For the nine-month period of year 2022 (9M22) ROAE stood at 20.2% compared to 9.8% reached in the same period of the previous year.

Controlling ROE for 3Q22 stood at 26.1%. For the 9M22 period it stood at 22.2%.



#### **GENTERA**

#### Consolidated Statement of Comprehensive Income For the three-month period ended September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Interest income	7,213	5,571	6,800	29.5%	6.1%	20,564	16,319	26.0%
Interest expense	922	470	782	96.2%	17.9%	2,327	1,489	56.3%
Financing expense	728	470	605	54.9%	20.3%	1,868	1,489	25.5%
Expense of credit origination and leasing	194	0	177	N/C	9.6%	459	0	N/C
Net Interest Income	6,291	5,101	6,018	23.3%	4.5%	18,237	14,830	23.0%
Provisions for loan losses	1,367	909	1,149	50.4%	19.0%	3,672	2,789	31.7%
Net interest income after provisions	4,924	4,192	4,869	17.5%	1.1%	14,565	12,041	21.0%
Commissions and fee income	583	370	645	57.6%	-9.6%	1,672	1,126	48.5%
Commissions and fee expense	125	137	137	-8.8%	-8.8%	391	407	-3.9%
Trading gains (losses)	5	6	1	-16.7%	400.0%	4	9	-55.6%
Other operating income (expense)	119	387	99	-69.3%	20.2%	335	600	-44.2%
Operating Expenses	3,722	3,729	3,692	-0.2%	0.8%	11,076	10,678	3.7%
Net operating income	1,784	1,089	1,785	63.8%	-0.1%	5,109	2,691	89.9%
Participation in the net result of other entities	(8)	(5)	(7)	N/C	N/C	(16)	(11)	45.5%
Total income before income tax	1,776	1,084	1,778	63.8%	-0.1%	5,093	2,680	90.0%
Income tax	442	174	471	154.0%	-6.2%	1,447	739	95.8%
Net continued operations	1,334	910	1,307	46.6%	2.1%	3,646	1,941	87.8%
Discontinued operations	180	(253)	3	N/C	N/C	183	(253)	-172.3%
Net income	1,514	657	1,310	130.4%	15.6%	3,829	1,688	126.8%
Other comprehensive income	(380)	0	(101)	N/C	N/C	(273)	0	N/C
Comprehensive Result	1,134	657	1,209	72.6%	-6.2%	3,556	1,688	110.7%
Net income attributable to:	1,514	657	1,310	130.4%	15.6%	3,829	1,688	126.8%
Controlling interest	1,501	590	1,238	154.4%	21.2%	3,716	1,504	147.1%
Non Controlling interest	13	67	72	-80.6%	-81.9%	113	184	-38.6%
Comprehensive income attributable to:	1,134	0	1,209	N/C	-6.2%	3,556	0	N/C
Controlling interest	1,121	0	1,137	N/C	-1.4%	3,443	0	N/C
Non Controlling interest	13	0	72	N/C	-81.9%	113	0	N/C



#### **GENTERA**

# Consolidated Statement of Financial Position

As of September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22
Cash and investments in financial instruments	11,794	16,962	10,576	-30.5%	11.5%
Derivatives	27	0	24	N/C	12.5%
Loan portfolio with credit risk stage 1 and 2	49,918	39,192	49,523	27.4%	0.8%
Loan portfolio with credit risk stage 3	1,489	1,224	1,279	21.7%	16.4%
Loan portfolio	51,407	40,416	50,802	27.2%	1.2%
Deferred items	149	0	106	N/C	40.6%
Allowance for loan losses	3,993	3,288	3,735	21.4%	6.9%
Loan portfolio, net	47,563	37,128	47,173	28.1%	0.8%
Other accounts receivable, net	2,578	3,149	2,676	-18.1%	-3.7%
Long-lived assets held for sale or distribute to owners	1	277	341	-99.6%	-99.7%
Properties, furniture and equipment, net	601	742	632	-19.0%	-4.9%
Rights of use assets, properties, furniture and equipment, net	968	0	1,074	N/C	-9.9%
Permanent investment	99	116	106	-14.7%	-6.6%
Asset for deferred income taxes, net	2,091	1,808	2,025	15.7%	3.3%
Other assets	2,604	2,304	2,568	13.0%	1.4%
Goodwill	4,984	4,971	5,016	0.3%	-0.6%
Total assets	73,310	67,457	72,211	8.7%	1.5%
Deposits	15,178	14,127	15,051	7.4%	0.8%
Long term debt issuance	10,983	8,833	9,653	24.3%	13.8%
Banking and other borrowings	14,074	15,042	13,320	-6.4%	5.7%
Creditors on repurchase/resell agreements	63	345	105	-81.7%	-40.0%
Obligations in securitization operations	595	795	992	-25.2%	-40.0%
Lease liability	995	0	1,105	N/C	-10.0%
Other liabilities	6,167	4,104	5,869	50.3%	5.1%
Deferred credits and advance collections	125	372	130	-66.4%	-3.8%
Total liabilities	48,180	43,618	46,225	10.5%	4.2%
Capital stock	4,764	4,764	4,764	0.0%	0.0%
Premium on sale of stock	(455)	558	291	-181.5%	-256.4%
Capital reserves	1,771	1,845	1,771	-4.0%	0.0%
Accumulated retained earnings	17,350	13,246	15,845	31.0%	9.5%
Other comprehensive income	(253)	(112)	128	125.9%	-297.7%
Total controlling interest	23,177	20,301	22,799	14.2%	1.7%
Total non-controlling interest	1,953	3,538	3,187	-44.8%	-38.7%
Total stockholders' equity	25,130	23,839	25,986	5.4%	-3.3%
Total liabilities and stockholders' equity	73,310	67,457	72,211	8.7%	1.5%

**Note:** In accordance with Financial and Reporting Standards accepted in Mexico which from 1Q22 and onwards converge with IFRS-9, below you will find a table with the main changes in the Statement of Financial Position for 3Q22 and 2Q22 and the way the different concepts were reflected in the Balance Sheet in 3Q21. More details in the exhibit located at the end of the Press Release.

Now 2022	Before 2021				
Loan Portfolio with credit risk stage 1 & 2	Total performing loans				
Loan Portfolio with credit risk stage 3	Non-performing loans				
Assets for deferred income taxes, net	Other Assets				
Other Assets	Other Assets				
Deperits	Clients Deposits				
Deposits	Deposits				
Creditors on repurchase/ resell agreements					
Other Liabilities	Other Accounts Payable				
Deferred credits and advance collections					
Premiun on sale of stock	Other Carital Associate				
Other comprehensive income	Other Capital Accounts				
A coumulated Datained Fornings	Retained Earnings				
Accumulated Retained Earnings	Net Income for the year				





The following section sets forth the non-audited financial results for the third quarter of 2022 (3Q22) 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 1Q22 and onwards converge with IFRS-9. Financial Statements and its metrics for previous quarters, 3Q21, were not re-expressed under this new financial and reporting standard. Figures may vary due to rounding.

## **Financial Highlights**

Summary	3Q22	3Q21	2Q22	% Change 3021	% Change 2Q22	9M22	9M21	% Change 9M21
Clients	2,573,865	2,426,777	2,534,788	6.1%	1.5%	2,573,865	2,426,777	6.1%
Portfolio*	30,243	22,747	29,974	33.0%	0.9%	30,243	22,747	33.0%
Net Income*	1,016	396	950	156.6%	6.9%	2,803	1,604	74.8%
NPLs / Total Portfolio	2.52%	1.61%	2.08%	0.91 pp	0.44 pp	2.52%	1.61%	0.91 pp
ROA	10.4%	4.2%	9.7%	6.20 pp	0.70 pp	9.7%	5.7%	4.00 pp
ROE	32.9%	14.1%	30.8%	18.8 pp	2.1 pp	31.0%	19.5%	11.5 pp
NIM	52.3%	46.8%	49.8%	5.5 pp	2.5 pp	50.4%	43.1%	7.3 pp
NIM after provisions	43.9%	41.3%	42.6%	2.6 pp	1.3 pp	43.3%	39.3%	4.0 pp
Efficiency Ratio	67.5%	86.3%	68.0%	-18.8 pp	-0.5 pp	67.9%	79.3%	-11.4 pp
Operating Efficiency	28.3%	33.2%	27.8%	-4.9 pp	0.5 pp	28.1%	29.5%	-1.4 pp
Capital adequacy ratio (ICAP)	38.2%	34.1%	38.6%	4.1 pp	-0.4 pp	38.2%	34.1%	4.1 pp
Capital / Total Assets	31.2%	28.7%	32.2%	2.5 pp	-1.0 pp	31.2%	28.7%	2.5 pp
Average Loan (Ps.)	11,750	9,373	11,825	25.4%	-0.6%	11,750	9,373	25.4%
Employees	13,775	13,717	13,600	0.4%	1.3%	13,775	13,717	0.4%
Service Offices**	429	500	429	-14.2%	0.0%	429	500	-14.2%
Branches	142	158	142	-10.1%	0.0%	142	158	-10.1%

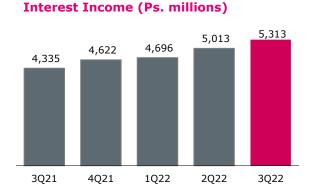
\*Portfolio and Net Income are expressed in millions of Mexican pesos. \*\* Some of the Service offices transformed into Branches. 74 Branches are within a Service Office (same location).

## 3Q22 Highlights:

- Total loan portfolio reached Ps. 31,003 million, comprised as follows:
  - Microcredit loan portfolio stood at Ps. 30,243 million, a 33.0% increase compared to 3Q21.
  - Commercial credit portfolio (related parties' loans) totaled Ps. 760 million a 16.5% contraction compared to 3Q21.
- Net Income for 3Q22 reached Ps. 1,016 million, representing a 156.6% growth compared to Ps. 396 million in 3Q21 and 6.9% growth compared to 2Q22.
- Capitalization Ratio (ICAP) stood at 38.2%, showing a very strong level. This level is well above regulation and the average ICAP presented by the Banks in Mexico.
- Loan portfolio with credit risk stage 3 (NPL) stood at 2.52% in 3Q22, an increase compared to 1.61% in 3Q21.
- ROA was 10.4%, an improvement compared to 4.2% in 3Q21. For 2022 nine-month period (9M22), ROA stood at 9.7%, compared to 5.7% in the same period of year 2021.
- ROE was 32.9%, a large improvement compared to 14.1% in 3Q21. For 2022 nine-month period, ROE stood at 31.0%, compared to 19.5% in the same period of year 2021.
- **On October 26, 2022 S&P Global Ratings** revised to Stable the Outlook of Banco Compartamos. Its National Scale Rating were affirmed at 'mxAA / mxA-1+' and its Global Scale at 'BB+/B'.



- **On October 21, 2022 Fitch Ratings** affirmed Banco Compartamos' ratings on its National Scale Rating 'AA(mex)' / `F1+(mex)' and on its Global Scale BB+/B, with `Stable' outlook.
- **On August 25, 2022, Moody's Local MX** published ratings in national scale local currency for Banco Compartamos, assigning AA.mx stable outlook and ML A-1.mx for long and short-term respectively.



Interest income reached **Ps. 5,313 million in 3Q22, a** solid 22.6% increase compared to 3Q21 and 6.0% increase compared to 2Q22. This was the result of strong portfolio growth and solid dynamics in the performing loan portfolio during the period.

Interest Income dynamics seen in 3Q22 continued to mark solid trends, now reaching the largest in our history.

#### **Interest expenses**

Interest expenses grew 80.5% to reach Ps. 601 million, compared to Ps. 333 million in 3Q21, and increased 11.3% compared to Ps. 540 million in 2Q22. *The Ps. 601 million recorded in this line in 3Q22 already includes* ~*Ps. 151 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, ps. 450 million, would have grown only 35.1% in its annual comparison. Expenses related to financing expenses have grown 20.2% in the 2022 nine-month period, compared to the same period of the previous year.

Banco Compartamos will continue with active liability management and gradually reducing its extra liquidity, thus mitigating the impact of a higher reference interest rate in the months to come.

**The Funding Cost,** which includes liabilities and deposits from the public, **stood at 7.9% in 3Q22**, compared to **5.3%** in 3Q21.

As a result of the aforementioned, Banco Compartamos reported a **Net Interest Income** of **Ps. 4,712 million**, a **17.7% increase compared to 3Q21 and a 5.3% increase** compared to 2Q22, respectively. **NIM stood** at **52.3%** in 3Q22, an improvement compared to **46.8%** one year ago.

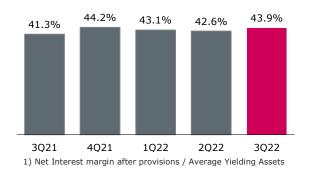
#### **Provisions for loan losses**

**Provisions for loan losses** stood at **Ps. 759 million**, compared to Ps. 470 million reached in 3Q21. This variation because of the strong 33.0% growth in the microcredit loan portfolio on its year-on-year comparison, and having in mind the small comparable base that we had in 3Q21 which was a quarter in which we had a cleaner portfolio.

The Current loan portfolio performs with very healthy asset quality and thus the provisions required for the year have been smaller than originally expected.



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



**NII after provisions** was Ps. 3,953 million, an 11.9% increase compared to Ps. 3,532 million in 3Q21.

**NIM (Net Interest Margin) after provisions** (NII after provisions for losses / average yielding assets) for **3Q22 was 43.9%,** compared to 41.3% in 3Q21.

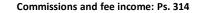
As described above, in Banco Compartamos' interest expense line, it is important to bear in mind the effects that the consideration of credit origination costs and the implicit interest related to leasing agreements has had in the interest expense line in this year and therefore in margins.

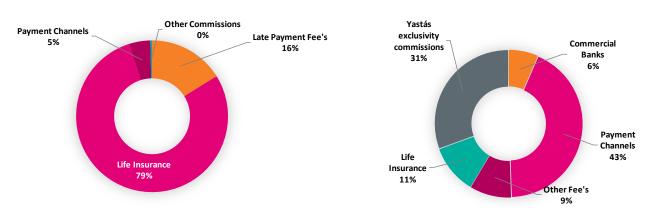
Commissions and fee expense: Ps. 146

#### **Commissions and other income**

• The net effect between commissions charged and commissions paid in 3Q22 totaled Ps. 168 million, considering Ps. 314 million in commission and fee income and Ps. 146 million in commissions and fee expenses, representing a 102.4% increase compared to the net effect reached in 3Q21.

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





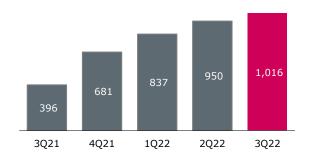
- **Trading Gains/losses** in 3Q22 stood at **Ps. 3 million** and is associated with the cash balance in U.S. dollars that Banco Compartamos holds to cover its contracts in that currency.
- Other operating income/expense stood with an expense of Ps. 35 million for 3Q22. This item reflected non-recurring items, including: 1) other income related to different services and payment refunds; 2) income 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 3Q22 decreased 11.6% year-over-year to Ps. 2,762 million**, primarily attributable to the control of expenses that we have had in the past couple of years and reduction of expenses in campaigns and due to the fact that in 3Q21 employees' expenses where higher due to the labor reform that started that year. It is important to signal that costs that are linked to credit origination and implicit interest related to leasing agreements are now reflected in Interest expense line instead of operating expenses and IPAB fees/expenses are now reflected in other operating expense line.



## **Net Income**



**Banco Compartamos** reported a **Net Income of Ps. 1,016 million**, a 156.6% growth compared to Ps. 396 million reached in 3Q21 and 6.9% growth compared to Ps. 950 million in 2Q22. The net income achieved in this 3Q22 marked the secondbest figure in Banco Compartamos' history.

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

**Cash and investments in financial instruments** stood at **Ps. 6,181 million**, compared to **Ps. 10,351 million** in **3Q21** and **Ps. 5,160 million** in 2Q22. 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. At the end of 3Q22, it includes around ~Ps. 1,400 million in **extra liquidity** held to **mitigate** any potential **volatility** in the markets. **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. 30,243 million, a 33.0% increase compared to Ps. 22,747 million reported in 3Q21, and a 0.9% increase compared to the portfolio reached at the end of 2Q22.

**Related parties' loans** concluded 3Q22 at Ps. 760 million. This line is related to credits that Banco Compartamos grants to GENTERA for different objectives, such as: Investments in ConCredito, and other corporate purposes.

**Loan portfolio**, considering microcredit loans and related parties' loans at the end of 3Q22, grew 31.1% compared to the Ps. 23,657 million recorded at the end of 3Q21.

The **average outstanding balance per client** in 3Q22 was **Ps. 11,750,** 25.4% above the Ps. 9,373 reported in 3Q21.

### Loan Products & Credit Quality

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

- 1. **Group Lending Methodology**: Merchant Credit (*Credito Comerciante*) and Women Credit (*Credito Mujer*) represented 73.4% of the total loan portfolio in 3Q22 with a consolidated Loan Portfolio with credit risk stage 3 (NPL) of 2.46% for 3Q22, compared to 1.98% in 2Q22, and 1.35% in 3Q21.
- Individual Lending Methodology: Additional Plus Loans (*Credito Adicional Plus*); Personal Loans (*Credito Individual*) and other loans (otros), represented 26.6% of the total loans portfolio in 3Q22 with a consolidated NPL of 2.82% in 3Q22, compared to 2.39% in 2Q22 and 2.49% in 3Q21.



During **3Q22, total Loan Portfolio with credit risk stage 3 (NPL) was 2.52%,** compared to 1.61% in 3Q21 and 2.08% in 2Q22.

**Banco Compartamos' policy is to write-off loans that are past due after 180 days**. During the third quarter, **write-offs reached Ps. 492 million**. As we have signaled in previous press releases, in these past couple of years Banco Compartamos has acquired vast knowledge and experience in originating, monitoring, and collecting credits granted during this public health crisis which will help it to bring more control and a more digital and efficient operation in the future.

For 3Q22, the **coverage ratio** (allowance for loan losses / non-performing loans) was 271.3%, compared to 357.3% in 3Q21. 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 3Q22, total liabilities reached Ps. 27,089 million, 1.9% larger compared to Ps. 26,592 million recorded during 3Q21.

Banco Compartamos' liabilities are fully peso-denominated; therefore, there is no 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 September 30, 2022, it had **Ps. 10,983 million** outstanding in long-term local bonds (*Certificados Bursátiles Bancarios*).

ii) Strong capital base: 31.2% of total assets were funded with equity.

**iii) Credit lines with banks and other institutions**: Banco Compartamos had **Ps. 8,856 million** in credit lines among various banking creditors (Development Banks and Commercial Banks).

iv) Clients Deposits, On Demand Deposits, and Term Deposits for 3Q22 stood at Ps. 3,134 million, 3.0% smaller than the Ps. 3,230 million recorded in 3Q21. At the end of 3Q22, Banco Compartamos had over 1.3 million debit accounts.

### **Total Stockholders' Equity**

**The capitalization ratio was 38.2%** at the end of the third quarter, a larger ratio compared to **34.1%** in 3Q21. 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. 11,685 million in Tier I** capital and risk-weighted assets of **Ps. 30,578 million**.





#### Banco Compartamos, S.A., Institución de Banca Múltiple Statement of Comprehensive Income For the three-month period ended September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Interest income	5,313	4,335	5,013	22.6%	6.0%	15,022	11,884	26.4%
Interest expense	601	333	540	80.5%	11.3%	1,562	987	58.3%
Financing expense	450	333	380	35.1%	18.4%	1,186	987	20.2%
Expense of credit origination and leasing	151	0	160	N/C	-5.6%	376	0	N/C
Net Interest Income	4,712	4,002	4,473	17.7%	5.3%	13,460	10,897	23.5%
Provisions for loan losses	759	470	646	61.5%	17.5%	1,888	960	96.7%
Net interest income after provisions	3,953	3,532	3,827	11.9%	3.3%	11,572	9,937	16.5%
Commissions and fee income	314	239	294	31.4%	6.8%	876	687	27.5%
Commissions and fee expense	146	156	162	-6.4%	-9.9%	462	454	1.8%
Trading gains (losses)	3	6	1	-50.0%	200.0%	2	9	-77.8%
Other operating income (expense)	(35)	2	43	N/C	N/C	29	198	-85.4%
Operating Expenses	2,762	3,126	2,721	-11.6%	1.5%	8,160	8,228	-0.8%
Net operating income	1,327	497	1,282	167.0%	3.5%	3,857	2,149	79.5%
Total income before income tax	1,327	497	1,282	167.0%	3.5%	3,857	2,149	79.5%
Income tax	311	101	332	207.9%	-6.3%	1,054	545	93.4%
Net income	1,016	396	950	156.6%	6.9%	2,803	1,604	74.8%





#### Banco Compartamos, S.A., Institución de Banca Múltiple Statement of Financial Position As of September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change	% Change
Cash and investments in financial instruments	6,181	10,351	5,160	3Q21 -40.3%	2Q22 19.8%
Related parties	760	910	1,160	-16.5%	-34.5%
Loan portfolio with credit risk stage 1 and 2	29,480	22,382	29,350	31.7%	0.4%
Loan portfolio with credit risk stage 3	763	365	624	109.0%	22.3%
Loan portfolio	31,003	23,657	31,134	31.1%	-0.4%
Deferred items	86	0	61	N/C	41.0%
Allowance for loan losses	2,070	1,304	1,806	58.7%	14.6%
Loan portfolio, net	29,019	22,353	29,389	29.8%	-1.3%
Other accounts receivable, net	1,617	2,677	1,498	-39.6%	7.9%
Properties, furniture and equipment, net	243	197	259	23.4%	-6.2%
Rights of use assets, properties, furniture and equipment, net	442	0	489	N/C	-9.6%
Asset for deferred income taxes, net	1,196	864	1,148	38.4%	4.2%
Other assets	658	839	751	-21.6%	-12.4%
Total assets	39,356	37,281	38,694	5.6%	1.7%
Clients' deposits	1,588	3,214	1,712	-50.6%	-7.2%
OD Deposits	318	16	527	N/C	-39.7%
Term deposits	1,228	0	1311	N/C	-6.3%
Long term debt issuance	10,983	8,480	9,653	29.5%	13.8%
Banking and other borrowings	8,856	12,046	8,957	-26.5%	-1.1%
Lease liability	453	0	498	N/C	-9.0%
Other liabilities	3,550	2,836	3,468	25.2%	2.4%
Deferred credits and advance collections	113	0	117	N/C	-3.4%
Total liabilities	27,089	26,592	26,243	1.9%	3.2%
Capital stock	697	652	697	6.9%	0.0%
Capital reserves	645	600	645	7.5%	0.0%
Accumulated retained earnings	10,934	9,440	11,118	15.8%	-1.7%
Other comprehensive income	(9)	(3)	(9)	200.0%	0.0%
Total stockholders' equity	12,267	10,689	12,451	14.8%	-1.5%
Total liabilities and stockholders' equity	39,356	37,281	38,694	5.6%	1.7%

**Note:** In accordance with Financial and Reporting Standards accepted in Mexico which from 1Q22 and onwards converge with IFRS-9, below you will find a table with the main changes in the Statement of Financial Position for 3Q22 and 2Q22, and the way the different concepts were reflected in the Balance Sheet in 3Q21. Additional details are found in the exhibit located in the last page of this press release.

Now 2022	Before 2021
Loan Portfolio with credit risk stage 1 & 2	Total performing loans
Loan Portfolio with credit risk stage 3	Non-performing loans
Assets for deferred income taxes, net	Other Assets
Other Assets	Other Assets
Clients' Deposits	Cliente Denesite
Term Deposits	Clients Deposits
Other comprehensive income	Remeasurement for Employees benefit
	Retained Earnings
Accumulated Results	Net Income for the year





The following section sets forth the non-audited financial results for the third quarter of 2022 (3Q22) 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 1Q22 and onwards converge with IFRS-9. Financial Statements and its metrics for previous quarters, 3Q21, were not re-expressed under this new financial and reporting standard.

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

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).

Summary	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Clients	675,582	617,705	659,560	9.4%	2.4%	675,582	617,705	9.4%
Portfolio *	17,296	14,768	17,367	17.1%	-0.4%	17,296	14,768	17.1%
Net Income *	165	84	184	97.0%	-10.6%	480	(161)	N/C
NPLs / Total Portfolio	3.76%	4.29%	3.45%	-0.53 pp	0.31 pp	3.76%	4.29%	-0.53 pp
ROA	3.1%	1.8%	3.5%	1.3 pp	-0.4 pp	3.1%	-1.1%	4.2 pp
ROE	17.0%	9.6%	19.3%	7.4 pp	-2.3 pp	17.0%	-6.2%	23 pp
NIM	20.7%	20.2%	22.0%	0.5 pp	-1.3 pp	21.8%	19.7%	2.1 pp
NIM after provisions	14.7%	13.2%	15.6%	1.5 pp	-0.9 pp	15.3%	9.5%	5.8 pp
Efficiency Ratio	72.6%	83.4%	72.1%	-10.8 pp	0.5 pp	73.3%	115.5%	-42.2 pp
Operating Efficiency	11.3%	11.2%	11.9%	0.1 pp	-0.6 pp	11.3%	11.2%	0.1 pp
Capital / Total Assets	18.4%	19.0%	18.4%	-0.6 pp	0.0 pp	18.4%	19.0%	-0.6 pp
Average Loan (Ps.)	25,601	23,907	26,331	7.1%	-2.8%	25,601	23,907	7.1%
Employees	4,942	4,886	4,697	1.1%	5.2%	4,942	4,886	1.1%
Service Offices	106	106	105	0.0%	1.0%	106	106	0.0%

## Financial Highlights

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.

## **3Q22 Highlights:**

- **Total loan portfolio** reached **Ps. 17,296 million**, increasing 17.1% compared to 3Q21 and a slight 0.4% contraction compared to 2Q22.
- Net Income stood at Ps. 165 million, a 97.0% increase compared to Ps. 84 million reached in 3Q21 and 10.6 % smaller compared to 2Q22. Highlighting that this was the fifth consecutive quarter with positive results.
- **Non-performing loans** stood at **3.76%** in 3Q22, an improvement compared to 4.29% in 3Q21.
- **Active clients** reached 675,582, representing a 9.4% increase compared to 3Q21.
  - Group Loans (*Credito Mujer*) product represented **71.0%** of the clients served in Peru, ending the period with more than **479 thousand clients**, a **15.5%** growth compared to 3Q21. This methodology represented **24.1%** of the Compartamos Financiera loan portfolio.
- Solvency ratio stood at 19.1%.
- ROA was 3.1%, an improvement compared to 1.8% in 3Q21, and ROE was 17.0%, representing also a strong improvement compared to 9.6% in 3Q21.





#### Compartamos Financiera Statement of Comprehensive Income For the three-month period ended September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3021	% Change 2Q22	9M22	9M21	% Change 9M21
Interest income	1,301	1,032	1,320	26.0%	-1.5%	3,892.7	3,167.6	22.9%
Interest expense	254.7	104.2	196.8	144.5%	29.5%	611.8	381.4	60.4%
Financing expense	219.8	104.2	180.6	111.0%	21.7%	543.7	381.4	42.5%
leasing	34.9	0.0	16.2	N/C	115.6%	68.1	0.0	N/C
Net interest income	1,045.8	928.2	1,123.7	12.7%	-6.9%	3,281.0	2,786.2	17.8%
Provisions for loan losses	306.0	318.7	326.0	-4.0%	-6.1%	975.7	1,445.1	-32.5%
Net interest income after provisions	739.7	609.5	797.6	21.4%	-7.3%	2,305.2	1,341.1	71.9%
Commissions and fee income	106.0	78.2	108.1	35.5%	-1.9%	326.1	254.2	28.3%
Commissions and fee expenses	17.2	26.6	31.0	-35.4%	-44.6%	72.2	81.6	-11.5%
Other operating income (expense)	(7.9)	(30.6)	(1.7)	-74.2%	356.3%	(8.4)	(77.0)	-89.1%
Operating expenses	595.5	526.1	629.0	13.2%	-5.3%	1,870.8	1,660.1	12.7%
Net operating income	225.2	104.6	243.9	115.3%	-7.7%	679.9	(223.4)	N/C
Participation in the net result of other entities	0.0	0.0	2.7	N/C	N/C	0.0	0.0	0.0%
Total income before income tax	225.2	104.6	246.6	115.3%	-8.7%	679.9	(223.4)	N/C
Income tax	60.6	21.0	62.5	188.1%	-3.2%	199.8	(62.8)	N/C
Net income	164.6	83.6	184.1	97.0%	-10.6%	480.1	(160.6)	N/C
Controlling interest	165.0	86.6	181.1	90.6%	-8.9%	482.3	(151.0)	N/C
Non Controlling interest	(0.4)	(3.0)	3.0	N/C	N/C	(2.2)	(9.6)	N/C

#### Compartamos Financiera Statement of Financial Position As of September 30, 2022, and 2021, and June 30, 2022 (In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22
Cash and investments in financial instruments	3,571.3	3,682.9	3,366.6	-3.0%	6.1%
Loan portfolio with credit risk stage 1 and 2	16,646.2	14,133.7	16,767.3	17.8%	-0.7%
Loan portfolio with credit risk stage 3	649.6	633.9	599.3	2.5%	8.4%
Loan portfolio	17,295.9	14,767.6	17,366.7	17.1%	-0.4%
Deferred items	35.8	0.0	29.6	N/C	20.7%
Allowance for loan losses	1,430.2	1,642.1	1,519.0	-12.9%	-5.9%
Loan portfolio, net	15,901.5	13,125.5	15,877.3	21.1%	0.2%
Other accounts receivable, net	387.7	366.5	519.8	5.8%	-25.4%
Properties, furniture and equipment, net	204.6	341.5	211.0	-40.1%	-3.0%
Asset for deferred income taxes, net	265.8	434.2	307.2	-38.8%	-13.5%
Rights of use assets, properties, furniture and equipment, net	379.1	0.0	406.6	N/C	-6.7%
Other assets	312.2	199.1	271.3	56.8%	15.1%
Total assets	21,022.3	18,149.7	20,959.7	15.8%	0.3%
Deposits	12,362.2	10,911.9	12,026.9	13.3%	2.8%
Long term debt issuance	0.0	353.6	0.0	N/C	N/C
Banking and other borrowings	3,413.4	2,501.4	3,649.3	36.5%	-6.5%
Creditors on repurchase/resell agreements	62.8	345.3	105.2	-81.8%	-40.3%
Lease liability	378.9	0.0	409.7	N/C	-7.5%
Other liabilities	926.2	596.8	893.1	55.2%	3.7%
Deferred credits and advance collections	10.1	0.0	11.0	N/C	-7.8%
Total liabilities	17,153.5	14,709.0	17,095.2	16.6%	0.3%
Capital stock	2,758.3	2,571.5	2,773.7	7.3%	-0.6%
Capital reserves	713.4	707.0	713.4	0.9%	0.0%
Other comprehensive income	(263.8)	(188.1)	(112.4)	40.2%	134.7%
Accumulated retained earnings	643.6	326.5	471.3	97.1%	36.6%
Total controlling interest	3,851.5	3,416.8	3,845.9	12.7%	0.1%
Total non-controlling interest	17.4	23.9	18.6	-27.3%	-6.8%
Total stockholders' equity	3,868.8	3,440.7	3,864.5	12.4%	0.1%
Total liabilities and stockholders' equity	21,022.3	18,149.7	20,959.7	15.8%	0.3%





The following section sets forth the non-audited financial results for the third quarter 2022 (3Q22) of ConCrédito, GENTERA's new 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 1Q22 and onwards converge with IFRS-9. Financial Statements and its metrics for previous quarters, 3Q21, were not re-expressed under this new financial and reporting standard.

ConCrédito	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Entrepreneurs (Clients)	72,915	61,441	67,035	18.7%	8.8%	72,915	61,441	18.7%
Final users	709,527	649,933	650,943	9.2%	9.0%	709,527	649,933	9.2%
Portfolio *	3,868	2,900	3,461	33.3%	11.7%	3,868	2,900	33.3%
Accounts receivable Creditienda	428	318	393	34.5%	8.9%	428	318	34.5%
Net Income *	128	131	147	-2.3%	-12.9%	328	356	-7.7%
NPLs / Total Portfolio	1.97%	7.74%	1.62%	-5.77 pp	0.35 pp	1.97%	7.74%	-5.77 pp
ROA	10.0%	13.1%	11.9%	-3.1 pp	-1.9 pp	8.8%	11.8%	-3.0 pp
ROE	18.9%	22.9%	22.9%	-4.0 pp	-4.0 pp	16.7%	21.7%	-5.0 pp
NIM	50.3%	51.1%	48.2%	-0.8 pp	2.1 pp	47.3%	46.0%	1.3 pp
NIM after provisions	22.9%	30.9%	24.7%	-8.0 pp	-1.8 pp	22.2%	30.9%	-8.7 pp
Capital / Total Assets	52.8%	56.0%	52.9%	-3.2 pp	-0.1 pp	52.8%	56.0%	-3.2 pp
Write - offs *	195	92	184	113.0%	6.0%	609	299	104.0%
Coverage Ratio	655.7%	157.6%	753.1%	498.1 pp	-97.4 pp	655.7%	157.6%	498.1 pp
Average Loan per Client	53,042	47,208	51,629	12.4%	2.7%	53,042	47,208	12.4%
Employees	1,854	1,622	1,790	14.3%	3.6%	1,854	1,622	14.3%

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

Note: The improvement in the past due portfolio indicator is due to the reclassification taken place in November of an internal support program, for which loans that were previously considered in past due portfolio are now considered as current portfolio, as long as they are below 90 days. The latter, in accordance with the Banking regulation.

## 3Q22 Highlights:

- After the sad news of the unexpected death of Javier Fernández Cueto, ConCrédito CEO, Óscar Blanco was temporarily appointed as ConCrédito CEO. Óscar was former CEO of ConCrédito and also is its Executive President.
- **Total loan portfolio** reached **Ps. 3,868 million,** a 33.3% increase compared to Ps. 2,900 million in 3Q21, and a 11.7% increase compared to 2Q22.
- **Net Income** stood at **Ps. 128 million**, a 2.3% contraction compared to Ps. 131 million registered in 3Q21 and 12.9% contraction compared to Ps. 147 million in 2Q22.
- In 3Q22 ROA was 10.0% and ROE was 18.9%, compared to 13.1% and 22.9% in 3Q21, respectively.
- Active clients (Entrepreneurs) reached more than 72 thousand Entrepreneurs; an 18.7% growth compared to 3Q21. Entrepreneurs work with more than 709 thousand Final users through its Credit, Insurance, and CrediTienda products. Number of Final users served by Entrepreneurs grew 9.2% on an annual comparison.
- CrediTienda App, launched in 2018 and part of ConCrédito, is an online sales platform where more than 44 thousand products are offered to its customers.
  - CrediTienda Portfolio (Other accounts receivable) concluded 3Q22 with Ps. 428 million, a 34.5% growth compared to Ps. 318 million in 3Q21, and 8.9% growth compared to 2Q22.
- ConCrédito operates without physical branches in 100% of the cities it covers in 25 out of the 32 states in México. The credit disbursement process and the activation of Entrepreneurs occur 100% digitally.
- **ConCrédito offers different insurance products in a 100% digital manner**. At the end of 3Q22, it had more than 732 thousand final users insured.



#### ConCrédito Statement of Comprehensive Income For the three-month period ended September 30, 2022, and 2021, and June 30, 2022

(In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change 3Q21	% Change 2Q22	9M22	9M21	% Change 9M21
Interest income	604.4	458.9	559.0	31.7%	8.1%	1,666.8	1,267.9	31.5%
Interest expense	56.8	32.0	51.2	77.5%	11.0%	151.9	105.7	43.8%
Financing expense	51.0	32.0	47.9	59.2%	6.4%	141.1	105.7	33.6%
Expense of credit origination and leasing	5.8	0.0	3.3	N/C	77.3%	10.7	0.0	N/C
Net interest income	547.5	426.9	507.8	28.2%	7.8%	1,514.9	1,162.3	30.3%
Provisions for loan losses	298.5	168.2	247.4	77.5%	20.6%	804.3	382.8	110.1%
Net interest income after provisions	249.0	258.7	260.4	-3.7%	-4.4%	710.5	779.4	-8.8%
Commissions and fee income	3.0	7.5	7.7	-59.5%	-60.6%	16.2	19.9	-18.4%
Commissions and fee expenses	13.1	10.4	11.8	26.1%	10.9%	36.3	27.3	32.9%
Other operating income (expense)	238.3	164.2	202.2	45.2%	17.8%	582.2	418.7	39.0%
Operating expenses	294.9	236.3	253.4	24.8%	16.4%	812.7	690.2	17.7%
Total income before income tax	182.4	183.7	205.1	-0.7%	-11.1%	459.9	500.6	-8.1%
Income tax	54.1	52.3	57.8	3.4%	-6.4%	131.6	144.8	-9.1%
Net income	128.3	131.4	147.4	-2.3%	-12.9%	328.3	355.7	-7.7%

#### ConCrédito Statement of Financial Position As of September 30, 2022, and 2021, and June 30, 2022 (In millions of Mexican pesos)

	3Q22	3Q21	2Q22	% Change	% Change
				3Q21	2Q22
Cash and investments in financial instruments	633.3	836.4	828.3	-24.3%	-23.5%
Derivatives	27.2	0.0	24.0	N/C	13.1%
Loan portfolio with credit risk stage 1 and 2	3,791.4	2,675.9	3,405.0	41.7%	11.3%
Loan portfolio with credit risk stage 3	76.2	224.6	56.0	-66.1%	36.0%
Loan portfolio	3,867.5	2,900.5	3,461.0	33.3%	11.7%
Deferred items	0.0	0.0	0.0	N/C	N/C
Allowance for loan losses	499.5	353.9	421.7	41.1%	18.4%
Loan portfolio, net	3,368.1	2,546.5	3,039.2	32.3%	10.8%
Other accounts receivable, net	552.0	407.8	513.7	35.3%	7.5%
Properties, furniture and equipment, net	28.4	23.0	28.7	23.3%	-0.9%
Rights of use assets, properties, furniture and equipment, net	68.5	0.0	67.0	N/C	2.4%
Asset for deferred income taxes, net	346.6	160.7	323.9	115.7%	7.0%
Other assets	233.3	228.4	182.4	2.1%	27.9%
Total assets	5,257.3	4,202.8	5,007.1	25.1%	5.0%
Securitization transactions	600.0	803.7	1,000.0	-25.3%	-40.0%
Banking and other borrowings	1,260.8	566.7	770.9	122.5%	63.5%
Lease liability	75.3	0.0	74.6	N/C	1.0%
Other accounts payable	554.4	478.8	526.8	15.8%	5.2%
Interest payable	5.6	0.0	4.8	N/C	16.6%
Financial instruments qualify as a liability	(16.9)	0.0	(19.7)	N/C	N/C
Total liabilities	2,479.3	1,849.2	2,357.4	34.1%	5.2%
Capital stock	1,424.0	1,424.3	1,424.0	0.0%	0.0%
Premium on sale of stock	6.7	6.7	6.7	0.0%	0.0%
	0.7 1,347.4	922.7	1,219.0	46.0%	10.5%
Accumulated retained earnings	1,347.4	922.7	0.0	46.0% N/C	
Other comprehensive income <b>Total stockholders' equity</b>					N/C
• •	2,778.0	2,353.7	2,649.7	18.0%	4.8%
Total liabilities and stockholders' equity	5,257.3	4,202.8	5,007.1	25.1%	5.0%



## **EXHIBIT**

Comparative guide of CUBS Accounting Standard until 2021 vs. IFRS-9 Accounting Standard from 2022 for Gentera and its Subsidiaries. Main Accounting Items and Indicators

CUBS (Before)	IFRS (After)	Change			
Balance Sheet Items:					
Cash and other investments	Cash and investments in financial instruments	Name change			
Investments	Investments in financial instruments	Name change and identification of the credit risk, the classification depends on the business model.			
Total performing loans	Loan portfolio with credit risk stage 1	Total performing loans are now constituded by the Loan portfolio with credit risk stage 1 and 2 $$			
	Loan portfolio with credit risk stage 2	Total performing loans are now constituded by the Loan portfoli with credit risk stage 1 and 2			
Non-performing loans	Loan portfolio with credit risk stage 3	Non-performing loans is now constituded by the Loan portfolio with credit risk 3			
N/A	Deferred items	Registration of the Loan Origination Cost, which is amortized based on the credit and is reflected in Interest Expenses.			
Long-lived assets available for sale	Long-lived assets held for sale or distrubute to owners	Assets approved for sale, discontinued operations are recorded.			
	Prepayments and other assets (net)				
Deferred assets, anticipated payments and intangibles	Assets for rights of use of properties, furniture and equipment, net	Assets for rights of use correspond to leases due to changes in the standard, considering finance leases. Other assets and			
Other asssets short and long term	Intangible assets (net)	deferred assets were segregated into 3 new items: prepayments, intangible assets and goodwill.			
	Assets for rights of use of intangible assets (net)				
Clients Deposits Deposits	Deposits	The deposits are unified in a single item.			
N/A	Lease liability	Lease liabilities correspond to leases due to changes in the standard. All are considered finance leases.			
Other capital accounts	Premium on sale of stock Other comprehensive results	Breakdown of Other capital accounts.			
Retained earnings	Accumulated Retained Earnings	The results are unified.			
Net Income	······································				
Income Satement Items:					
Interest expense	Interest expense	As of 2022, it includes the amortization expense of credit origination cost and leasing expenses.			
Commissions and fee expense	Commissions and fee expense	It is affected by the decrease in credit origination expenses (payment channels).			
Operating Expenses	Operating Expenses	This item benefited from the decrease in credit origination expenses (Incentives and credit bureau) and IPAB fees/expenses.			
Other operating income (expense)	Other operating income (expense)	Currently considers IPAB fees/expenses and expenses for Natural Disasters that are currently not available.			
Indicators:					
% NPL (NPLs / Total Portfoliol)	% Loan portfolio with credit risk stage 3 (Loan portfolio with credit risk stage 3/ Loan portfolio)	Loan portfolio with credit risk stage 3 is considered, which may include a portfolio with a payment delay of 85 days for biweekly payment products (previously it was only considered CR>90 days).			
Coverage Ratio (Allowance for loan losses / NPLs)	Coverage Ratio (Allowance for loan losses / Loan portfolio with credit risk stage 3)	The Loan portfolio with credit risk stage 3 is considered.			
NIM (%)	NIM (%)	Both results will be impacted by the changes in Interest Expense.			
NIM after provisions (%)	NIM after provisions (%)	, , , ,			
Efficiency Ratio [Operating Expenses / (Net operating income (+) Operating Expenses )]	Efficiency Ratio [Total Expenses / (Net operating income (+) Total Expenses)]	Total expenses include: Operating expenses (+) Deferred credit origination expenses (+) Amortized origination expenses and leases.			
ROA (%)	ROA (%)	Average Asset is affected by regulatory changes (Provisions, origination costs, leasing, etc.)			
ROE (%)	ROE (%)	Average Equity is affected by regulatory changes (other comprehensive income and the effect on net income).			

#### 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.