

## Eventos Relevantes



FECHA: 23/07/2018

### BOLSA MEXICANA DE VALORES, S.A.B. DE C.V., INFORMA:

<b>CLAVE DE COTIZACIÓN</b>	GENTERA
<b>RAZÓN SOCIAL</b>	GENTERA, S.A.B. DE C.V.
<b>LUGAR</b>	Mexico City, Mexico

### ASUNTO

GENTERA REPORTS 2Q18 RESULTS

### EVENTO RELEVANTE

GENTERA  
REPORTS 2Q18 RESULTS

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

#### 2Q18 Highlights:

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

#### Financial Results and Ratios

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

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

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

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

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

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

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

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

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

### 2Q18 Analysis & Results of Operations

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

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

### Income Statement

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

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

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

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

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

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

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

Provisions for loan losses reached Ps. 659 million during the quarter. This amount was Ps. 280 million or 29.8% less when compared to 2Q17. This level was due to improvements in early NPL's (between 9 and 90 days) performance. The methodology followed is in line with new CNBV regulations and methods, reflecting the level required for each product.

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

As a result of the aforementioned and given the extra liquidity at Banco Compartamos in Mexico, NIM after provisions (NII after provisions for losses / average yielding assets) for 2Q18 stood at 43.2%, compared to 43.5% in 2Q17. It is worth highlighting

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that GENTERA's subsidiary, Banco Compartamos, increased its Cash position at the end of 2Q18 with the purpose of mitigating potential volatility. This additional liquidity impacted the NIM before and after provisions since the average yielding assets increased substantially.

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

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

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

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

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

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

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

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

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

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

### Balance Sheet

Cash and other investments stood at Ps. 8,521 million during the second quarter of 2018. This level of liquidity enables us to cover operating expense growth, debt amortizations and expected portfolio growth for the following 30 days. It is important to note that at the end of the second quarter, Banco Compartamos decided to have extra liquidity in its account with the purpose of mitigating potential volatility in the market. 63.3% of the cash on the balance sheet corresponded to Banco Compartamos, with Ps. 5,397 million held in highly liquid assets. The remainder is held in GENTERA accounts in its various subsidiaries.

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

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

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

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

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

### Performance Ratios and Metrics

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

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

### ROAE/ROAA

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

### Other 2Q18 Highlights:

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

GENTERA  
Consolidated Income Statement  
For the three months ended June 30, 2017 and 2018

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(in millions of Mexican pesos)

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

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

### Financial Highlights

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

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

### 2Q18 Highlights:

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

### Results of Operations

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

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

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

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

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

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

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

### Net Operating Income

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

### Net Income

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

### Balance Sheet

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

### Total Loan Portfolio

#### Loan Portfolio (Ps. millions)

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

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

### Loan Products & Credit Quality

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

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

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

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

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

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Classification for allowance for loan losses is in accordance with CNBV regulations (Section V, Article 129, and Paragraph II) applicable to credit institutions since July 2013. Allowance for loan losses continued to sufficiently cover non-performing loans. The ratings and the allowance reported consider the modifications to the General Provisions for Credit Institutions published in the DOF (Diario Oficial Federación) on January 6, 2017, and for which its initial effect may be constituted over a period of twelve months according to the applicable regulation.

### Total Liabilities

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

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

- i) Long-term debt issuances: Banco Compartamos is a frequent issuer in the Mexican debt capital market. As of June 30, 2018, it had Ps. 7,565 million outstanding in Certificados Bursátiles Bancarios (Bank Bonds).
- ii) Strong capital base: 34.2% of total assets were funded with equity.
- iii) Credit lines with banks and other institutions: Banco Compartamos had Ps. 8,840 million in credit lines among various banking creditors (Development Banks and Commercial Banks).
- iv) Deposits: For 2Q18, deposits from Clients stood at Ps. 2,054 million, a figure 71.3% larger than the Ps. 1,199 million recorded in 2Q17. At the end of 2Q18, Banco Compartamos had over 1.57 million debit accounts.

### Total Stockholders' Equity

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

### Banco Compartamos, S.A., Institución de Banca Múltiple Income Statement

For the three months ended June 30, 2017 and 2018  
(in millions of Mexican pesos)

### Banco Compartamos, S.A., Institución de Banca Múltiple Balance Sheet

As of June 30, 2017 and 2018  
(in millions of Mexican pesos)

### Compartamos Financiera (Peru)

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

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

### Financial Highlights

Compartamos Financiera's figures are reported under Mexican GAAP.  
Portfolio and Net Income are expressed in Mexican pesos (millions) with their corresponding FX for the quarter.

### 2Q18 Highlights:

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

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

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

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Compartamos, S.A. (Guatemala)

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

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

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

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

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

Source: Banco de Guatemala and Banco de Mexico.

### 2Q18 Highlights:

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

Compartamos S.A.  
Income Statement

For the three months ended June 30, 2017 and 2018  
(in millions of Mexican pesos)

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Compartamos S.A.  
Balance Sheet

As of June 30, 2017 and 2018  
(in millions of Mexican pesos)

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

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### About GENTERA

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

### Note on Forward-Looking Statements

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