

Eventos Relevantes



FECHA: 25/10/2018

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

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

ASUNTO

GENTERA REPORTS 3Q18 RESULTS

EVENTO RELEVANTE

GENTERA REPORTS 3Q18 RESULTS

Mexico City, Mexico -October 25, 2018 - 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, 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.)

3Q18 Highlights:

- Total Loan Portfolio reached Ps. 33,234 million, a 6.4% increase compared with 3Q17 and 3.0% larger than 2Q18. Loan Portfolio per subsidiary was distributed as follows:
 - Banco Compartamos S.A. I.B.M. (Mexico) (Banco Compartamos) microcredit loan portfolio reached Ps. 22,298 million, showing a 1.7% contraction versus the figure recorded in 3Q17 and a 4.2% increase compared to 2Q18.
 - Compartamos Financiera (Peru) stood at Ps. 10,370 million, a 29.1% increase vs. 3Q17; and,
 - Compartamos S.A. (Guatemala) was Ps. 566 million, 13.3% higher compared to 3Q17.
- Net Income for 3Q18 was Ps. 735 million, a 2.0% contraction compared to 750 Ps. million reached in 3Q17 and a 10.5% contraction compared to the Net Income of Ps. 821 million achieved in 2Q18. Earnings per share (EPS) in 3Q18 stood at \$0.46
- Net Interest Income after provisions for 3Q18 was Ps. 4,179 million, a 3.2% growth compared to the same period last year, while NIM after provisions stood at 42.7%.
- ROE stood at 17.0%, compared to 18.2% during 3Q17.
- ROA reached 6.2%, compared to 7.3% in 3Q17.
- Non-performing loans (NPLs) for 3Q18 improved to 2.60%, compared to 4.18% in 3Q17.
- Efficiency ratio for 3Q18 was 76.8%, compared to 74.5% reported in 3Q17.

Financial Results and Ratios

1) In 3Q18, 3,090,409 credit clients and 193,347 clients from Savings and Insurance Products. The users/clients of the remittance services offered by INTERMEX are not reflected in this table
In this table employees in Banco Compartamos include employees from ATERNA, YASTAS and INTERMEX.

Eventos Relevantes



FECHA: 25/10/2018

*Portfolio and Net Income are expressed in millions (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 third quarter with a strong motivation given the dynamics experienced in this period of the year as the company started to capture the benefits of the decisions made in the past months. Results are aligned or slightly above the plan defined for the year and they will help us to keep gaining traction in the months to come.

At the conclusion of the third quarter, GENTERA's financial subsidiaries stood with a Loan Portfolio of Ps. 33,234 million, a 6.4% increase compared to 3Q17, serving over 3.09 million clients, through a network of 733 Service Offices and 260 Branches, and a staff of over 21.9 thousand employees distributed throughout Mexico, Peru and Guatemala, who are committed to the Company's objective of providing an outstanding customer service and achieving larger financial inclusion.

GENTERA's subsidiaries ATERNA, FIINLAB, YASTAS and INTERMEX continued to record solid performance in this period. ATERNA concluded the third quarter with 5.1 million active life insurance policies; YASTAS recorded 1.5 million financial transactions executed through a network of 2,873 affiliates, 10.7% more affiliates compared to 3Q17; in the case of INTERMEX, over 6,200 million pesos in remittances were processed, representing a growth above 9% compared to 3Q17; and, our innovation lab- FIINLAB- continued building alliances with Innovation Hubs and Startups. Fundación Gentera provided support to over 11 thousand people through multiple organizations with which we partner, as well as through our own staff.

Third quarter results confirm that the initiatives adopted by GENTERA are on the right track and that the Company now has a more solid foundation for the future. In coming years, we will continue our trajectory of growth and discipline in order to successfully meet our long-term aspiration of achieving greater financial inclusion. We, at GENTERA, are firm believers that by creating value for the customers we will create shared value for all our different stakeholders.

3Q18 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).

1) Only credit clients.

Income Statement

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

Interest income in 3Q18 was Ps. 5,283 million a slight decrease of 0.2% compared to 3Q17, driven by the contraction experienced in the Mexican portfolio during the same period comparison. However, the contraction observed in that subsidiary is

FECHA: 25/10/2018

less than the decrease presented in the previous quarter on a year-on-year comparison, highlighting that for this 3Q18 Banco Compartamos showed a 4.2% growth compared to 2Q18. Also worth highlighting is the performance of the Peruvian subsidiary, Compartamos Financiera, where the 29.1% growth in the loan portfolio, and as a consequence the 35.3% growth in interest income, continued showing the solid evolution of this subsidiary.

Banco Compartamos represented most of GENTERA's current portfolio and interest income, with 67.1% and 80.1%, respectively, compared to 3Q17 when it represented 72.7% and 84.7%.

Genera's three main subsidiaries grant loans with different average outstanding balances per client (Ps. 9,165 for Banco Compartamos, Ps. 18,559 for Compartamos Financiera and Ps. 5,736 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 65.5%.

GENTERA's interest expense stood at Ps. 458 million, or a 19.9% growth compared to the figure generated in 3Q17. This increase is mainly explained by i) the increase in the reference interest rate in Mexico; ii) the extra liquidity that Banco Compartamos took at the end of 2Q18 to mitigate potential market volatility; and, iii) the increase in interest-bearing liabilities in Compartamos Financiera to fund the robust growth shown in that subsidiary. Additional details are explained below:

- The Funding Cost of Banco Compartamos in Mexico, which includes wholesale funding and deposits, stood at 7.52% in 3Q18 compared to 7.21% in 3Q17. Interest expenses at this subsidiary increased 18.0% to Ps. 328 million, compared to Ps. 278 million in 3Q17. At the end of the quarter, 62.1% 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 19.4% to Ps. 131.8 million versus 3Q17, which implies a smaller growth compared to the 33.0% 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 June 2018 was at 2.75% compared to 4.00% at the end of June 2017. Cost of funding stood at 5.5% compared to 6.2% in 3Q17.

GENTERA's Net Interest Margin (NIM) for the third quarter 2018 reached 49.3%, a smaller figure compared to the 55.1% achieved in 3Q17. This movement is mainly explained due to: 1) A smaller average loan portfolio during most of the days in 3Q18 compared with the larger loan portfolio reached in the last days of the third quarter 2018; 2) As previously explained, during the last days of the second quarter 2018, as a prudent approach, Banco Compartamos decided to have extra liquidity in its account; 3) The smaller participation of Banco Compartamos in the consolidated portfolio, representing 67.1% at the end of 3Q18 compared to 72.7% in 3Q17. Given these three dynamics, 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. 646 million during the quarter. This amount was Ps. 215 million or 25.0% less when compared to 3Q17. 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. 4,179 million, a 3.2% growth compared to Ps. 4,048 million in 3Q17. As explained in the previous report asset quality has been improving and, in this third quarter, GENTERA continued benefiting from those improvements.

As a result of the aforementioned and given the extra liquidity at Banco Compartamos in Mexico, NIM after provisions (NII after

FECHA: 25/10/2018

provisions for losses / average yielding assets) for 3Q18 stood at 42.7%, compared to 45.5% in 3Q17. It is worth highlighting that GENTERA's subsidiary, Banco Compartamos, increased its Cash position at the end of 2Q18 with the purpose of mitigating potential volatility. This additional liquidity impacted the NIM before and after provisions since the average yielding assets increased substantially at the end of that specific quarter.

The net effect between commissions charged and commissions paid in 3Q18 reached a total of Ps. 236 million, a slight contraction of Ps. 10 million, or 4.1%, compared to the net effect obtained in 3Q17 of Ps. 246 million, and is explained as follows:

Commissions and fee income during the quarter contracted 0.6% to Ps. 344 million, compared to 3Q17. 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 increased 8.0% compared to 3Q17, or Ps. 8 million, to Ps. 108 million. The main reason for this increase in fee expenses had to do with the fact that we are giving flexibility to Banco Compartamos clients to use alternative channels. However, 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 September '18, 72.5% and 36.4%, respectively, compared to 73.4% and 39.8% 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 3Q18 represented a loss of Ps. 17 million.

Other Operating Income/Expenses during 3Q18 represented an income of Ps. 27 million. This item reflected non-recurring income or expenses which for the third quarter were primarily driven by income coming from a provision that was canceled.

Operating expenses stood at Ps. 3,397 million, a 7.4% growth versus the Ps. 3,164 million reached in 3Q17. This increase was mainly attributable to increases in expenses related to employees. Employees expenses and infrastructure typically represent 80% of total operating expenses, as is explained by the following:

GENTERA's subsidiaries jointly totaled 21,914 employees, a slight increase of 0.2% compared to 3Q17 and considering the corporate restructuring process at the headquarters in Mexico that took place in 1Q18.

- Salaries and benefits represented approximately Ps. 2,209 million, or 65.0% of total operating expenses.
- During 3Q18, GENTERA had 484 service offices and 260 branches in Mexico, 88 service offices in Peru and 58 in Guatemala for a total of 890 Service Offices and Branches. Together, these service offices and branches (SO&B) and the Headquarters office represented Ps. 526 million, or 15.5% of operating expenses. The current number of service offices and branches reported in 3Q18 was 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. 456 million, or 13.4% of operating expenses during 3Q18.
- Marketing Campaigns represented Ps. 206 million, or 6.1% of operating expenses, during the third quarter, including the investment associated with the loyalty program (now Super-Client) in Banco Compartamos which totaled Ps. 150.6 million this quarter.

Eventos Relevantes



FECHA: 25/10/2018

Participation in Net Income from Non-Consolidated Subsidiaries represented an income of Ps. 19 million during the quarter, compared to a loss of Ps. 16 million in 3Q17. This line item reflects GENTERA's minority contribution in Companies in which it has been investing.

For 3Q18, Net Income amounted to Ps. 735 million, which represents a 2.0% contraction compared to the Ps. 750 million in net income recorded in 3Q17. Excluding the non-recurrent events in 2Q18, Net Income for 3Q18 grew 15.8% on quarter on quarter comparison.

For this third quarter, Compartamos Banco represented 68.4% of GENTERA's total Net Income, whereas Compartamos Financiera in Peru represented 19.7% and the other subsidiaries, YASTAS, INTERMEX, Compartamos Servicios, and GENTERA SAB generated the remaining 11.9%.

Balance Sheet

Cash and other investments stood at Ps. 6,036 million during the third 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 the extra liquidity that Banco Compartamos decided to have in its account at the end of the second quarter, with the purpose of mitigating potential volatility in the market, was prepaid in August. In 3Q18, 46.2% of the cash on the balance sheet corresponded to Banco Compartamos, with Ps. 2,791 million held in highly liquid assets. The remainder is held in GENTERA's accounts in its various subsidiaries.

Total Loan Portfolio reached Ps. 33,234 million in 3Q18, a 6.4% growth compared to the figure reported in 3Q17. The Loan Portfolio was distributed as follows: 67.1% at Banco Compartamos, 31.2% at Compartamos Financiera in Peru and 1.7% 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. In this quarter Compartamos started to have some benefits of the different actions carried out in the past months.

Credit Quality (Non-Performing Loans / Total Portfolio)

Consolidated non-performing loans reached 2.60% in 3Q18, a substantial improvement compared to the 4.18% NPL recorded in 3Q17 and 2.90% in 2Q18. This improvement was possible due to returning to high levels of origination processes, better levels of service to all the clients compared to previous quarters and 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 slightly upwards in following years. 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 3Q18 coverage ratio was 230.1%, which is well in accordance with the portfolio mix and its current dynamics, as well as with Mexican financial regulations.

FECHA: 25/10/2018

Goodwill amounted to Ps. 909 million and was related to the acquisition of Compartamos Financiera and INTERMEX, which was recorded as an asset.

ROAE/ROAA

During 3Q18, GENTERA reached a return on average equity (ROAE) of 17.0%, compared to 18.2% in 3Q17. For the nine-month period 2018, it stood at 17.7% compared to 20.6% in 9M17. Return on average assets (ROAA) for 3Q18 was 6.2% compared to 7.3% in 3Q17. For 9M18 it stood at 6.6% compared to 8.3% in 9M17.

Other 3Q18 Highlights:

- With 1.53 million debit accounts, deposits from Clients in Banco Compartamos stood at Ps. 2,162 million, which were generated from demand and time deposits, growing more than 48% compared to the Ps. 1,454 million reached at the end of 3Q17.
- YASTAS recorded 3.75 million of operations during the quarter, out of those, 1.49 million were financial transactions. At the end of 3Q18 YASTAS had a network of 2,873 affiliates, 10.7% more than 3Q17.
- ATERNA ended the quarter with 5.1 million active life insurance policies throughout its operations in Mexico, Peru and Guatemala.
- INTERMEX, with more than 2.5 thousand points of payment processed more than Ps. 6,250 million in remittances payments, representing a growth above 9% compared with the figure reached in 3Q17.
- At the end of the third quarter, GENTERA repurchased 9,310,538 shares through the Company's stock buyback program established on April 20, 2018. Shares outstanding as of September 30, 2018, amounted to 1,603,263,179.
- During 3Q18, Fundación GENTERA made alliances benefiting more than 11 thousand people with educational opportunities and Social responsibility actions. 53% of Gentera's employees participated in at least one volunteer activity during this quarter; through this effort, more than 18 thousand hours were devoted in different activities, benefiting more than 24 thousand people.

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

GENTERA
Consolidated Balance Sheet
As of September 30, 2017 and 2018

Eventos Relevantes



FECHA: 25/10/2018

(in millions of Mexican pesos)

The following section sets forth the non-audited financial results for the third quarter of 2018 (3Q18) 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)

3Q18 Highlights:

- Total loan portfolio reached Ps. 22,954 million, distributed as follows:
 - o Loan portfolio from microcredit loans at Ps. 22,298 million, a 1.7% contraction compared to 3Q17.
 - o Related party loans at Ps.656 million.
- Non-performing loans stood at 2.47% in 3Q18, an improvement compared to 4.37% in 3Q17.
- Net income for 3Q18 reached Ps. 503 million, a contraction compared to the Ps. 623 million in 3Q17, and a slight decrease compared to Ps. 521 million in 2Q18.
- Capitalization Ratio stood at 30.99%.
- ROA was 6.9%, compared to 8.9% in 3Q17, while ROE was 19.1%, compared to 20.8% in 3Q17.
- On September 27, Banco Compartamos issued Ps. 2.5 billion in local Bank bonds for a tenor of 4 years, with an interest rate of TIIE + 42 bps. It was oversubscribed by 2.1 times.

Results of Operations

Interest income reached Ps. 4,231 million in 3Q18, 5.6% less than 3Q17, which is a similar performance with the average loan portfolio in 3Q18 compared to 3Q17.

The Funding Cost, which includes liabilities and deposits from the public, stood at 7.52% in 3Q18 compared to 7.21% in 3Q17. Interest expenses increased 18.0% to Ps. 328 million, compared to Ps. 278 million in 3Q17. This increase is explained by the extra liquidity that Banco Compartamos took on at the end of 2Q18 with the purpose of mitigating any potential market volatility and also due to the increase in the reference interest rate.

It is worth highlighting that at the end of the quarter, 62.1% of the Company's liabilities were contracted at a fixed rate.

Eventos Relevantes



FECHA: 25/10/2018

As a result of the aforementioned, Banco Compartamos reported a Net Interest Income of Ps. 3,903 million, a 7.2% contraction compared to 3Q17.

Provisions for loan losses were Ps. 488 million, which represented a 34.5% decrease compared to Ps. 745 million reached in 3Q17, driven by the improvements in the performance of NPLs below 90 days.

NII after provisions rose to Ps. 3,415 million, a slight 1.3% contraction compared to Ps. 3,459 million in 3Q17.

NIM (Net Interest Margin) after provisions (NII after provisions for losses / average yielding assets) for 3Q18 was 52.3%, compared to 56.0% in 3Q17. The NIM after provisions in 3Q18 is similar compared to the 2Q18 level of 53.2%. These levels are below the 56.0% level registered in 3Q17 and were attributed to mainly the increase in its Cash position with the purpose of mitigating potential volatility and a smaller average portfolio in 2018. The 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. 231 million, a 7.6% contraction versus 3Q17. This line item reflected the collection fees and penalties charged to clients with delinquent accounts, representing 27.4% of fee income, as well as sales commissions for voluntary life insurance policies, which accounted for 64.4%. The remaining 8.2% was related to other concepts and fees.
- Commissions and fee expenses totaled Ps. 122 million, representing a slight 2.5% increase when compared to 3Q17. This line item mainly reflected: i) 20.3% collection and disbursement fee costs; ii) 35.8% for alternative locations to pay and withdraw loans from Banco Compartamos; iii) 11.8% for the free voluntary life insurance coverage included in the Credito Mujer product; and iv) 32.1% fees paid to YASTAS and other fees.
- Other income/expenses reached an income of Ps. 2 million. This item reflected non-recurring income or expenses.
- Operating expenses for 3Q18 rose 5.2% to Ps. 2,822 million when compared to 3Q17, primarily attributable to: i) the operation of branches, ii) salaries and benefits to the sales force, and iii) the execution of strategic initiatives.

Net Income

Banco Compartamos reported a Net Income of Ps. 503 million, representing a contraction of 3.5% versus 2Q18, and a 19.3% reduction compared to 3Q17.

Balance Sheet

FECHA: 25/10/2018

Cash and other investments increased by 8.6% to Ps. 2,791 million, compared to Ps. 2,569 million in 3Q17. The amount reached at the end of the third quarter is the funding required by Banco Compartamos 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) & NPL

The loan portfolio from microcredit loans reached Ps. 22,298 million, a 1.7% contraction compared to the Ps. 22,689 million reported in 3Q17. The Portfolio reached at the end of 3Q18 increased 4.24% compared to the loan portfolio from microcredit that Banco Compartamos had at the end of 2Q18 when it stood at Ps. 21,390 million. That performance was consistent with our expectations of experiencing better dynamics in the loan portfolio during this second semester.

The average outstanding balance per client in 3Q18 was Ps. 9,165, 7.4% above the Ps. 8,532 reported in 3Q17.

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 75.7% of the total loan portfolio in 3Q18, which combined presented an NPL of 1.94% for 3Q18 an improvement compared to 3.88% in 3Q17.

2. Individual Lending Methodology: Improvement Loans (Crece y Mejora), Additional Loans (Credito Adicional) and Personal Loans (Credito Individual) represented a 24.3% share of the total loans portfolio in 3Q18, with a consolidated NPL of 4.13% in 3Q18, compared to 5.73% one year ago.

During 3Q18 total NPLs reached 2.47%, compared to the 4.37% recorded in 3Q17. Banco Compartamos' policy is to write-off loans that are past due after 180 days. During the third quarter, write-offs reached Ps. 509 million or 32.9% less than the amount recorded in 3Q17.

For 3Q18, the coverage ratio (allowance for loan losses / non-performing loans) was 222.0% compared to 143.4% in 3Q17. 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:

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 was constituted on December 31st, 2017, according to the applicable regulation.

Total Liabilities

During 3Q18, total liabilities reached Ps. 17,290 million, 13.0% above the Ps. 15,297 million recorded during 3Q17. All of Banco Compartamos' current liabilities are fully peso-denominated; therefore, there is no FX exposure.

FECHA: 25/10/2018

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 September 30, 2018, it had Ps. 6,581 million outstanding in Certificados Bursátiles Bancarios (Bank Bonds).

ii) Strong capital base: 38.4% of total assets were funded with equity.

iii) Credit lines with banks and other institutions: Banco Compartamos had Ps. 6,837 million in credit lines among various banking creditors (Development Banks and Commercial Banks).

iv) Deposits: For 3Q18, deposits from Clients stood at Ps. 2,162 million, a figure 48.7% larger than the Ps. 1,454 million recorded in 3Q17. At the end of 3Q18, Banco Compartamos had over 1.5 million debit accounts.

Total Stockholders' Equity

The capitalization ratio was 30.99% compared to 37.23% reported in 3Q17. 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. 9,498 million in Tier I capital and risk-weighted assets of Ps. 30,646 million.

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

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

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

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

Compartamos Financiera (Peru)

The following section sets forth the non-audited financial results for the third quarter of 2018 (3Q18) for Compartamos Financiera, GENTERA's Peruvian subsidiary. All figures are in Mexican pesos and may vary due to rounding. The Reader must take into consideration the FX movements in the comparison periods.

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

Financial Highlights

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.

Eventos Relevantes



FECHA: 25/10/2018

3Q18 Highlights:

- Total loan portfolio reached Ps. 10,370 million, 29.1% higher than that of 3Q17.
- Non-performing loans stood at 2.81% in 3Q18, an improvement compared to 3.56% in 3Q17.
- Active clients reached 558,761, a 25.2% increase compared to 3Q17.
- o Group Loans (Credito Mujer) product represented 69.6% of the clients served in Peru, ending the period with 388,897 clients, 31.2% more clients than in 3Q17.
- Class & Asociados Rating Agency upgraded Compartamos Financiera financial strength rating, moving it from B+ to A-, with a stable outlook, while Apoyo & Asociados Rating Agency improved the outlook from stable to positive.
- On September 26, 2018, Compartamos Financiera issued S/. 63.1 million in the Peruvian debt market. The tenor of this issuance is one year with an interest rate of 4.6778% and was oversubscribed by 1.58 times.
- Compartamos Financiera reached a total of 88 service offices, nine more offices than in 3Q17.

Compartamos Financiera

Income Statement

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

Compartamos Financiera

Balance Sheet

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

Compartamos, S.A. (Guatemala)

The following section sets forth the non-audited financial results for the third quarter of 2018 (3Q18) 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.

* Portfolio and Net Income are expressed in Mexican pesos (millions) with their corresponding FX for the quarter. Exchange rate as of September 30, 2018, from Quetzales to USD: 7.70

Eventos Relevantes



FECHA: 25/10/2018

Exchange rate as of September 30, 2018, from USD to MXP: 18.72
Source: Banco de Guatemala and Banco de Mexico.

3Q18 Highlights:

- Total loan portfolio reached Ps. 566 million, 13.3% higher when compared to 3Q17.
- Net Income for 3Q18 stood at Ps. 19.4 million, more than two times larger compared to Ps. 7.2 million generated in 3Q17.
- Non-performing loans stood at 3.57% in 3Q18, compared to 5.48% in 3Q17.
- Active clients reached 98,636, a 12.5% increase compared to 3Q17.

Compartamos S.A. Income Statement

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

Compartamos S.A. Balance Sheet

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

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

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

Eventos Relevantes



FECHA: 25/10/2018

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.