

CRÉDITO REAL[®]

Beyond your limits

CORPORATE PRESENTATION

4Q20

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CREAL*

Action Plan

- + Safeguard the well-being of our employees and key operating metrics
- + Set in motion the BCP (“Business Continuity Plan”)
- + Prioritize asset quality over growth
- + Strong cash balance and liquidity position
- + Enhance capitalization: Limited share buy back & postpone dividend payments

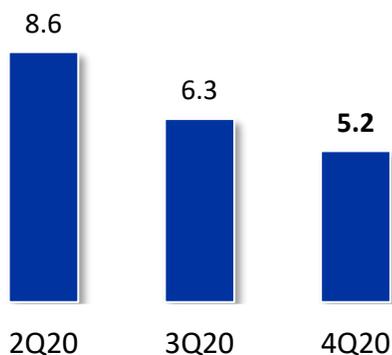
Business Model of Solid Resilience

Experienced Management with proven record

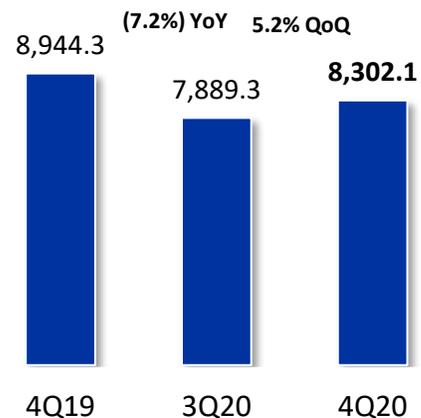
Best-in-class Capitalization

COVID-19 Performance Metrics

(%) Portfolio with Relief Programs



Collection (MXN Mn)



Business Status In a Nutshell

	Product	Strengths	Actions Taken & Developments	NPL ratio
	Payroll	Centralized collection; Low % of Layoffs	+ Alternative loan offering (call center and digital media)	1.7%
	SMEs	Mostly “long standing relationships”	+ Customer liquidity assessments on a case-by-case basis + 100% origination through existing clients	0.7%
	Used Cars	Orientation to superior asset quality	+ Restrictive origination and selective credit approval policies	1.0%
	SMEs	Cutting-edge Technological platform	+ Government support programs and mentoring of clients	1.1%
	Used Cars	Formal documentation required	+ Government support and program relief for clients	0.8%
	Instacredit	Revamped operation	+ Partnerships with different country-wide chains	5.1%

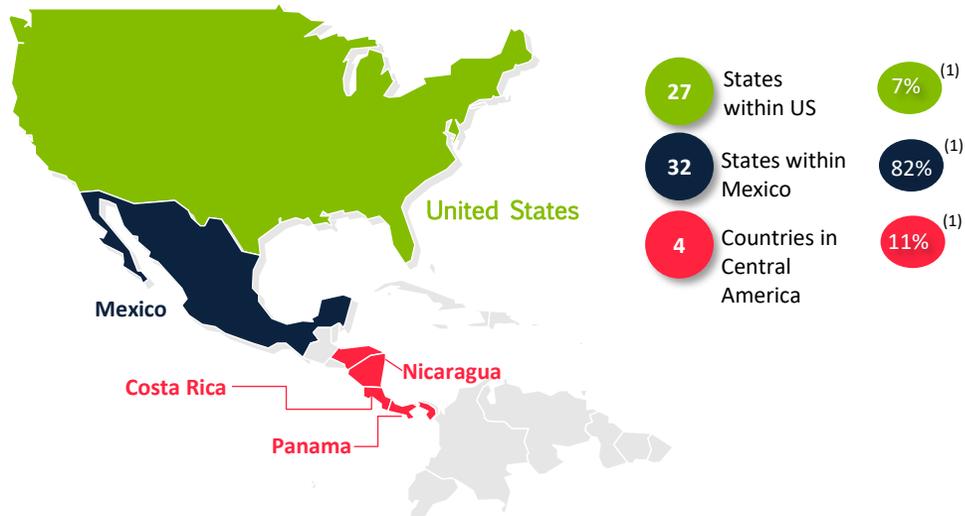
CRÉDITO REAL[®] Overview of Crédito Real

Beyond your limits

Key Company Highlights

- + A leading specialty finance company in Mexico with a growing international presence (United States and Central America).
- + Highly recognized by its product offering, designed specifically for our customer base which is underserved by the traditional banking sector.
- + Over 26 years of experience in understanding the credit profile of customers and in developing and refining proprietary underwriting standards.
- + Listed on the Mexican Stock Exchange since 2012, being actively a public debt issuer in Mexico and in international bond-markets since 1995 and 2010, respectively.

Market presence

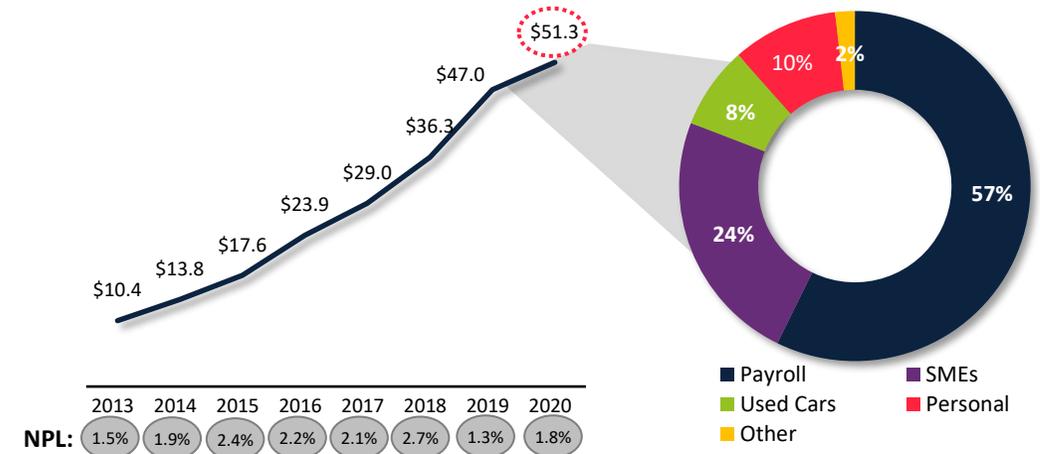


(1) Percentage of Total Portfolio as of 4Q20.

(2) Equity / Total portfolio

(3) Annualized administrative expenses + commissions and fees paid – depreciation expense / Financial margin + commissions and fees charged + other income from operations – depreciation expense

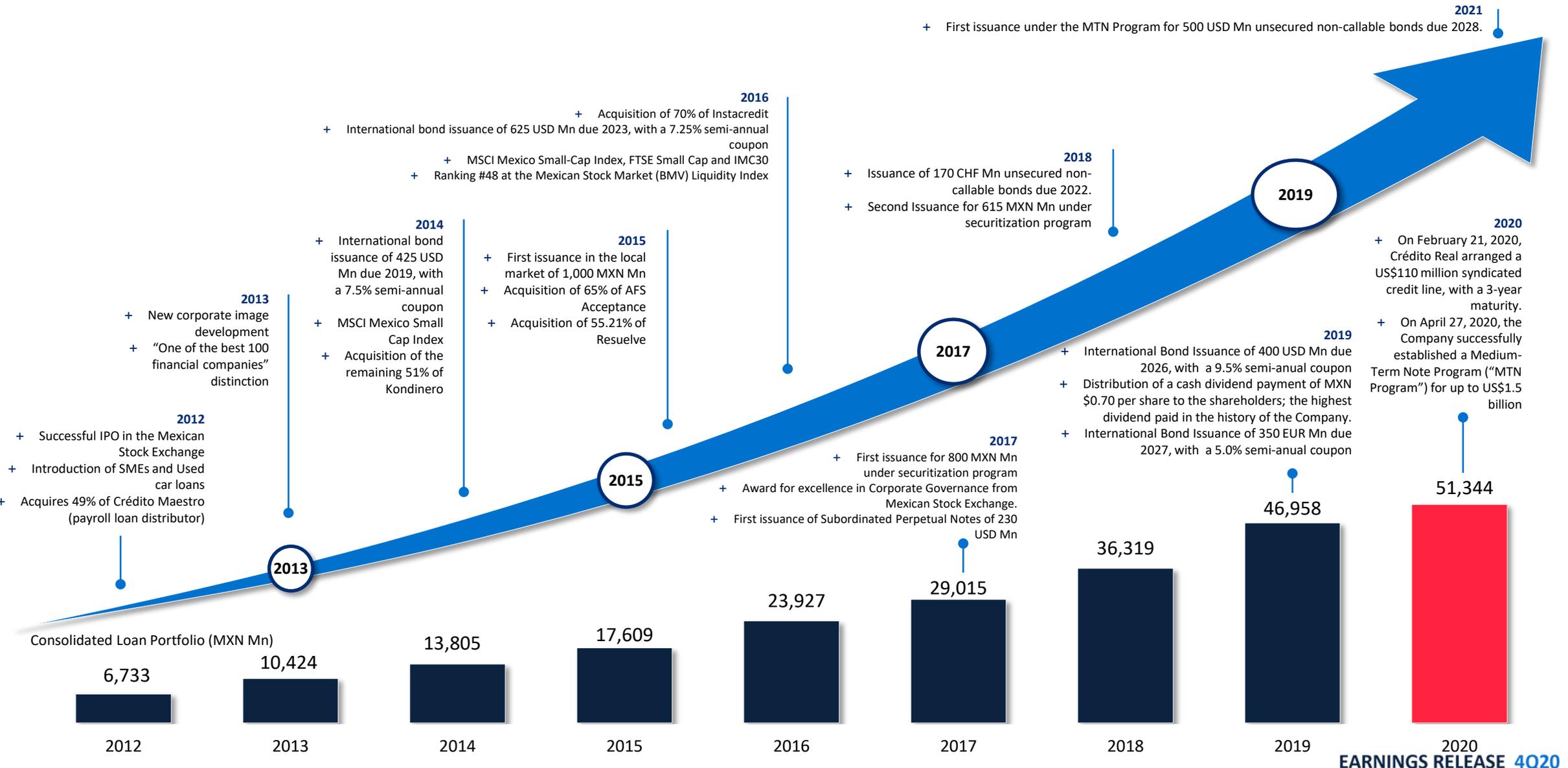
Consistently Growing Total Portfolio



Selected Financials

MXN Mn	2018	2019	2020	CAGR / Avg. '18-'20
Income Statement				
Interest Income	\$10,288	\$11,933	\$10,205	(0.4%)
Financial Margin	\$ 7,080	\$ 7,262	\$ 5,629	(10.8%)
Net income	\$ 1,955	\$ 1,980	\$ 751	(38.0%)
Balance Sheet				
Assets	\$49,562	\$61,592	\$70,511	19.3%
Debt	\$30,647	\$41,511	\$49,853	27.5%
Equity	\$15,936	\$16,064	\$16,207	0.8%
Key Ratios				
ROAA	4.2%	3.6%	1.0%	2.9%
ROAE	12.9%	12.3%	4.2%	9.8%
Capitalization	43.5%	34.2%	31.6% ⁽²⁾	36.4%
Efficiency	42.4%	43.9%	54.9% ⁽³⁾	47.1%

Corporate History



Key Investment Highlights

1

- + Healthy loan portfolio with best-in-class asset quality
- + Unique, Flexible and Scalable Business model focused on Underserved Segments
- + Differentiated Distribution Platform to Reach Clientele

4

- + Strong Corporate Governance and Experienced Management Team
- + 50% Proportion of Independent Directors
- + Committees oriented Strengthen and Promote Ethics and Efficiency in our Operations

Sustainable
Portfolio Growth

Focus on
Profitability

Qualified
Management and
Corporate
Governance

Diversified
Funding Sources

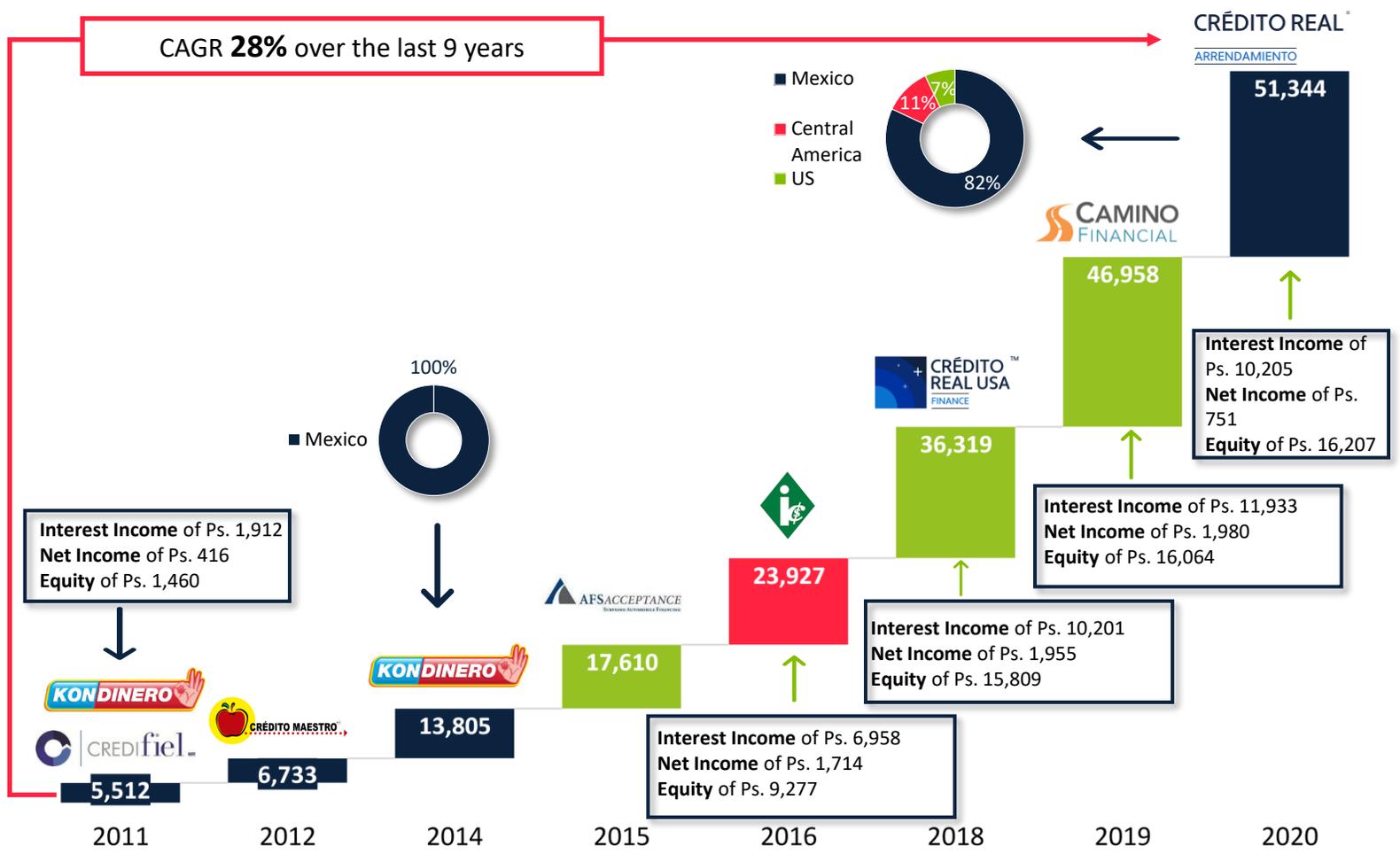
2

- + Strong Balance with Funding Flexibility, Superior Financial Performance and Quality Growth
- + High Margin Growth that generates value
- + Strong Bottom Line Growth

3

- + Harnessing the Local and International Markets
- + Healthy Capital Structure
- + Strong Liquidity Profile with Diversified and Untapped Funding Sources

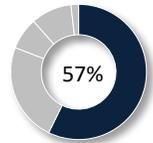
Company's Evolution



Products

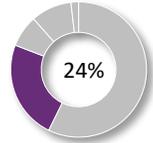
Payroll

Payroll-deducted loans to public employees and pensioners.



SMEs

Non-revolving lines to fund working capital and investment activities, as well as factoring and leasing, offered in Mexico and in the United States



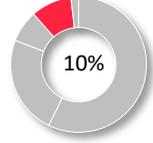
Used Cars

Loans for used cars in Mexico and in the United States through strategic alliances with car dealers and internal salesforce.



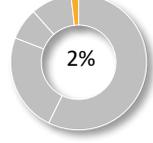
Personal

Secured personal loans in Central America.



Other

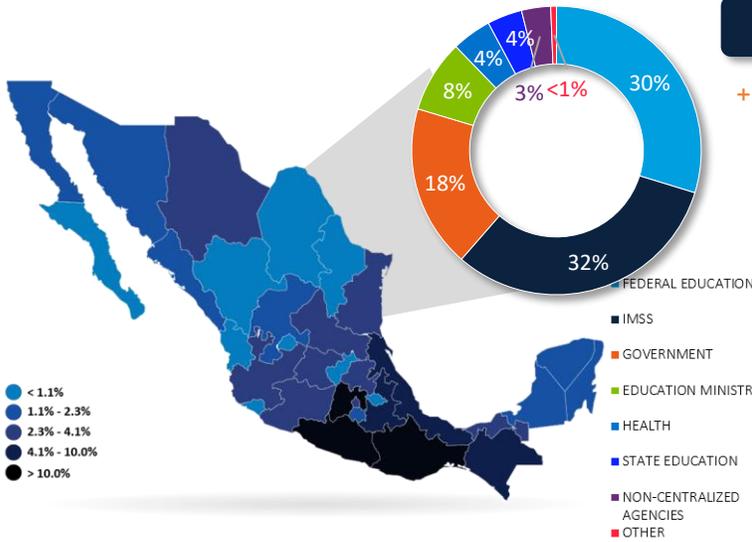
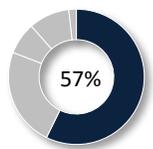
Integrated by Group Loans and Durable Goods.



- + Profitable growth through our product diversification.
- + Sustained double-digit growth rates.

CRÉDITO REAL[®] Payroll

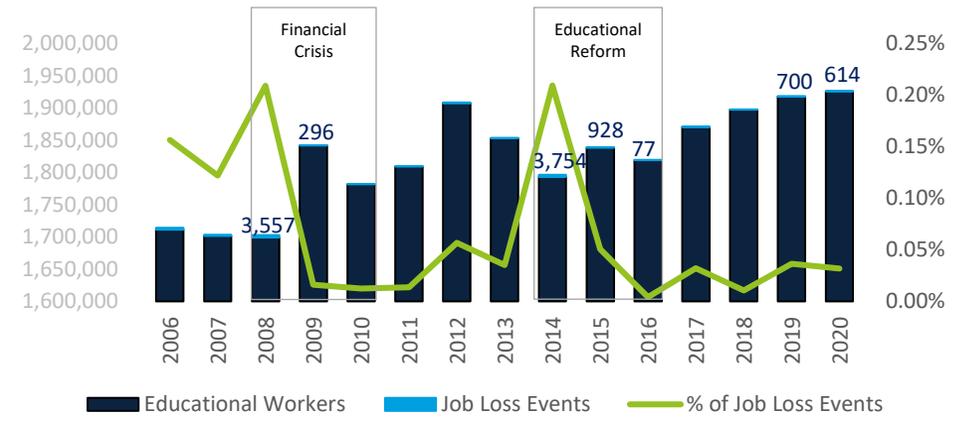
Beyond your limits



Product overview

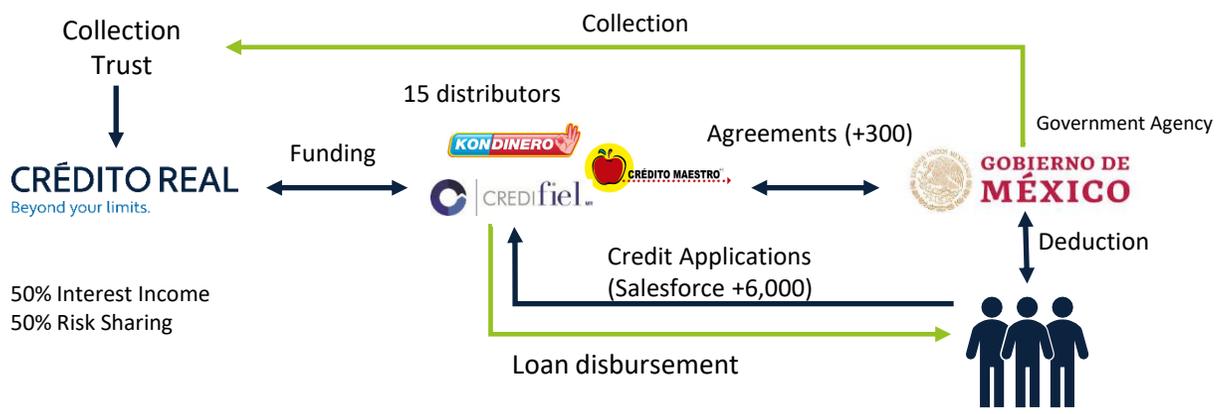
- + Personal loans granted mainly to unionized state and federal public-sector employees, retirees and pensioners
- Ps. 64,500
- Bi-weekly
- 40 months
- 455,858
- 57%
- 1.7%

Low % of Job Loss Events

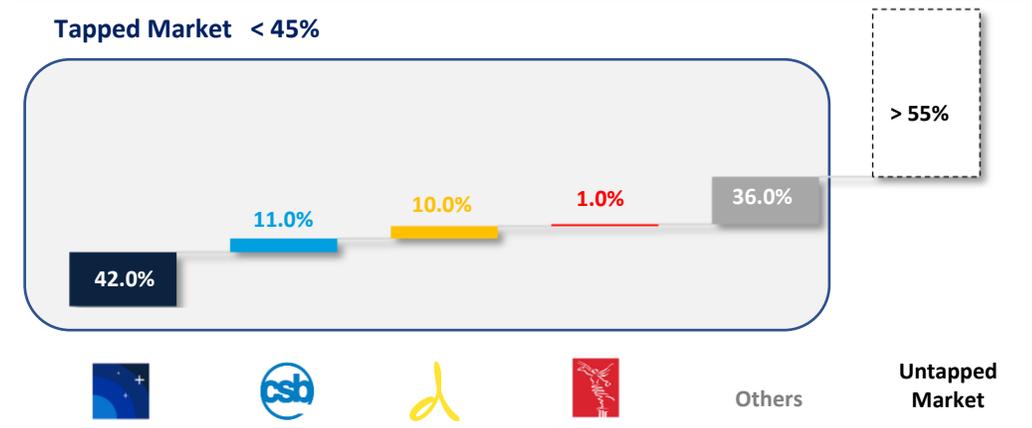


Source: National Survey of Occupation and Employment (ENOE), population aged 15 years and older

Origination and collection process

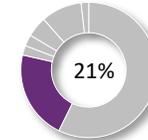


Market Share



Source: Company estimates, based on AMDEN's information and financial reports as of 4Q19.

- Average loan amount
- Average annual interest rate
- Customers
- Average term
- Payment frequency
- Non-performing loan ratio



Product overview

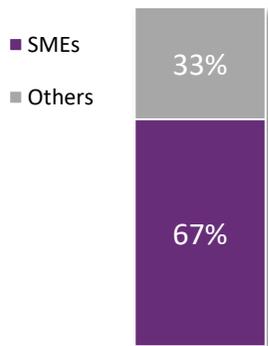
+ Providing financing sources to **small and medium businesses** for working capital requirements and investment activities as well as leasing



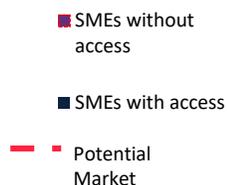
Presence throughout 22 states

Potential market

Enterprises in Mexico



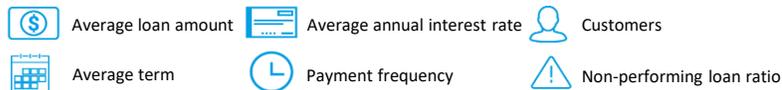
SMEs penetration with traditional bank



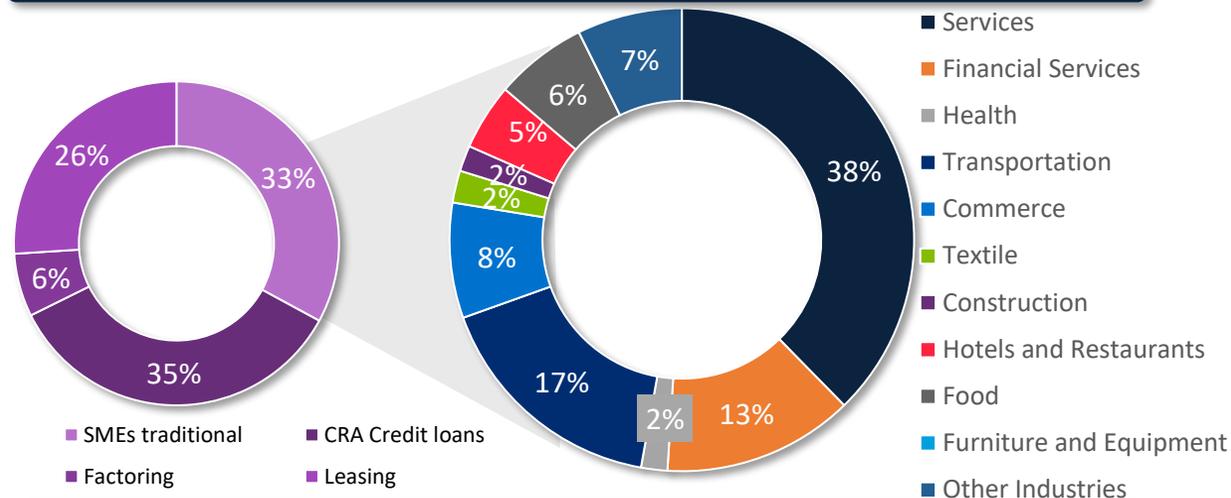
Source: INEGI

2019

2019



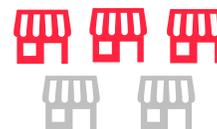
Portfolio composition



Women-owned Businesses (“WOB”) are Pivotal to Mexican Economy

+ In 2019, CR launches its business line to support WOB through development bank financig. As of 2020, ~30% of its SMEs portfolio corresponds to WOBs.

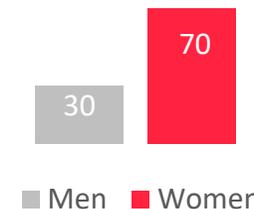
3 out of 5 SMEs are led by Women



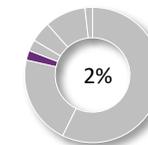
19% of Entrepreneurs are Female



% of Income from Executive Directors bounded to Family & Community Expenses



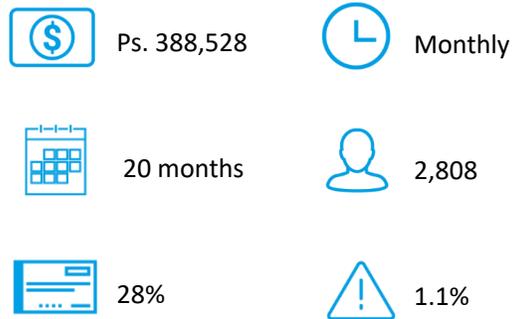
Source: INEGI, Asociación Mexicana de Mujeres Jefas de Empresas



Product overview

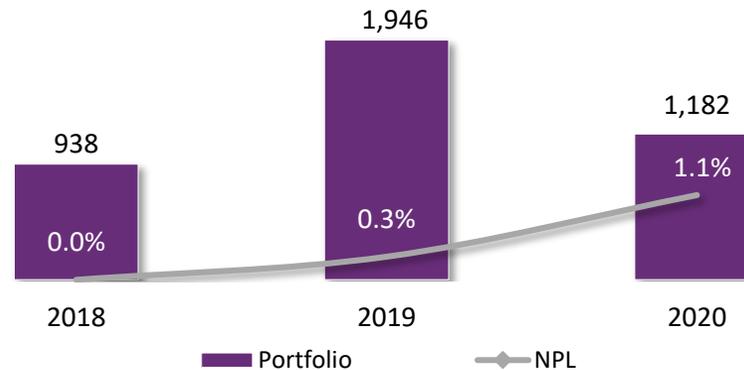


+ LOB (latin-owned-business) financing and factoring to SMEs.



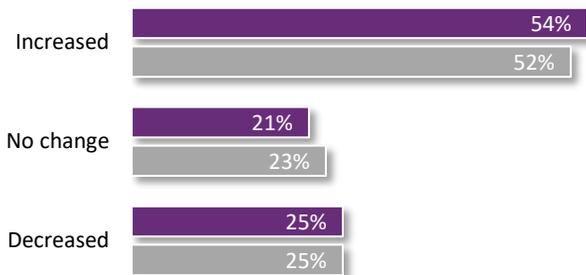
Headquarters

Portfolio evolution

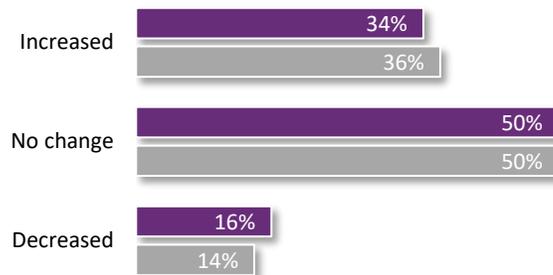


Strong revenue and employment growth

Revenue changed

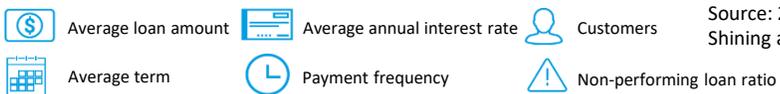


Employment change



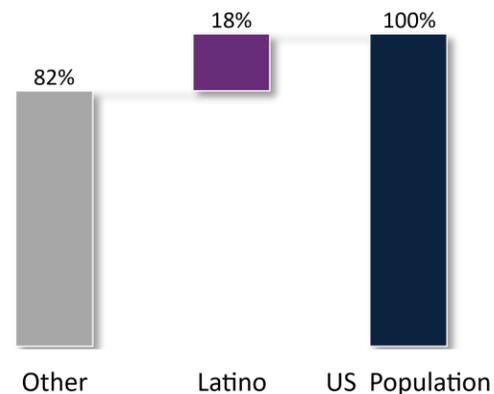
■ Non-latino owned ■ Latino-owned

■ Non-latino owned ■ Latino-owned



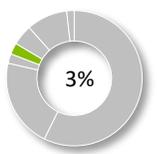
Source: 2018, Stanford Business, Latino-owned business Shining a light on national trends

Hispanics in the US



+ Biggest hispanic market outside Mexico with more than 60 million people, which represents a big **opportunity** to offer our financial services in the US.

Source: U.S. Census Bureau's as of 2018.



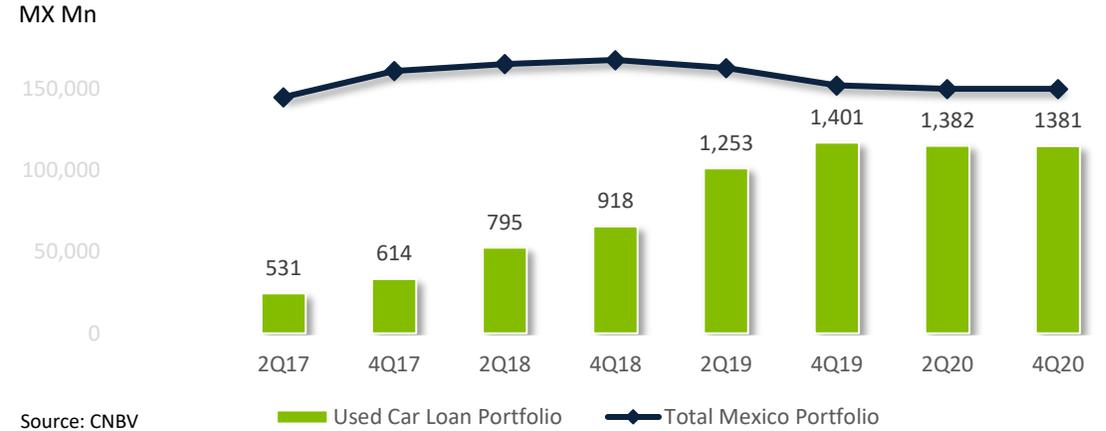
Product overview



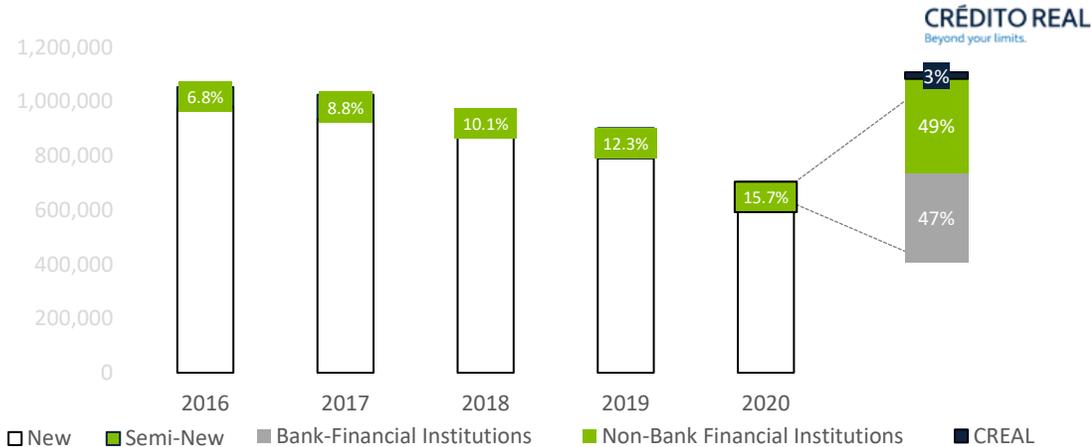
+ Focused on financing **semi-new and used cars** through strategic alliances with a network of distributors that use their own sales force to promote our loans

- Ps. 109,483
- Monthly
- 44 months
- 12,614
- 36%
- 1.0%

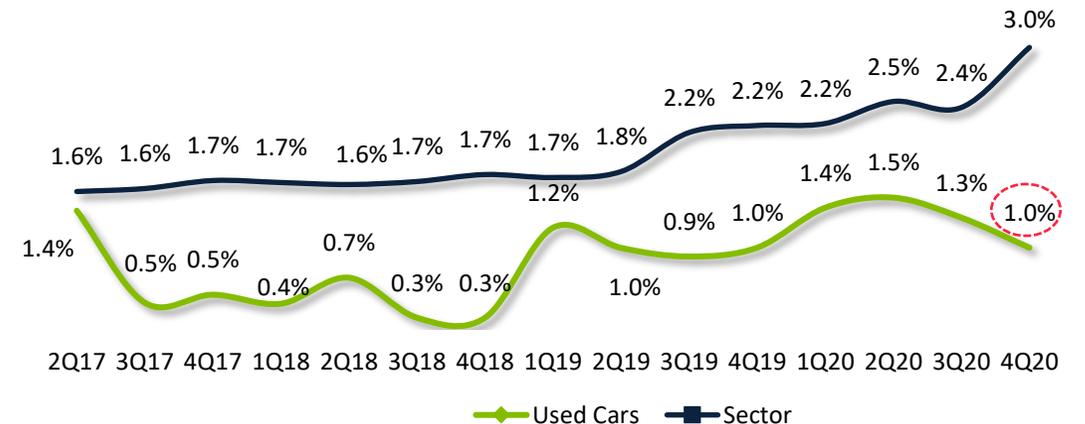
Portfolio performance against the market



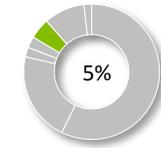
Auto market development



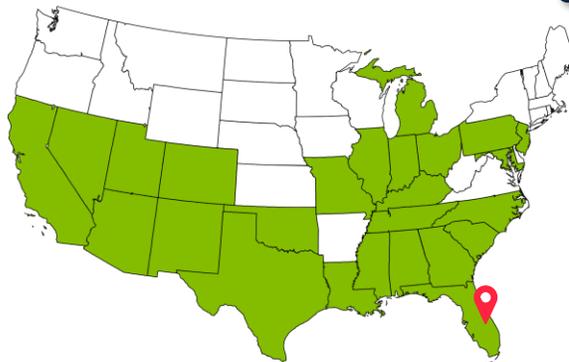
Attractive low-risk business



- Average loan amount
- Average term
- Average annual interest rate
- Payment frequency
- Customers
- Non-performing loan ratio



29 States



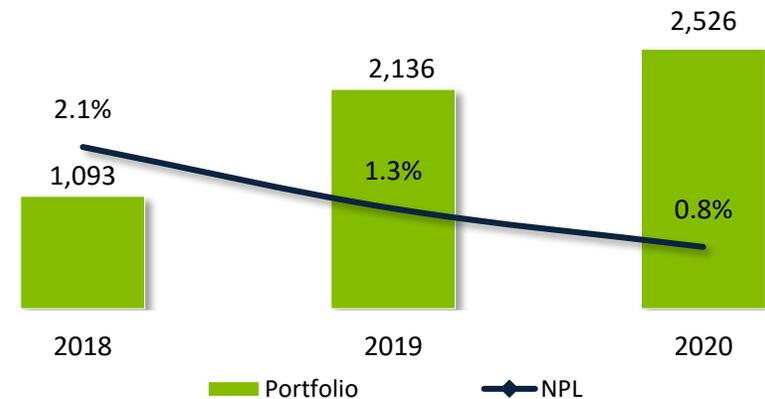
Headquarters

Product overview

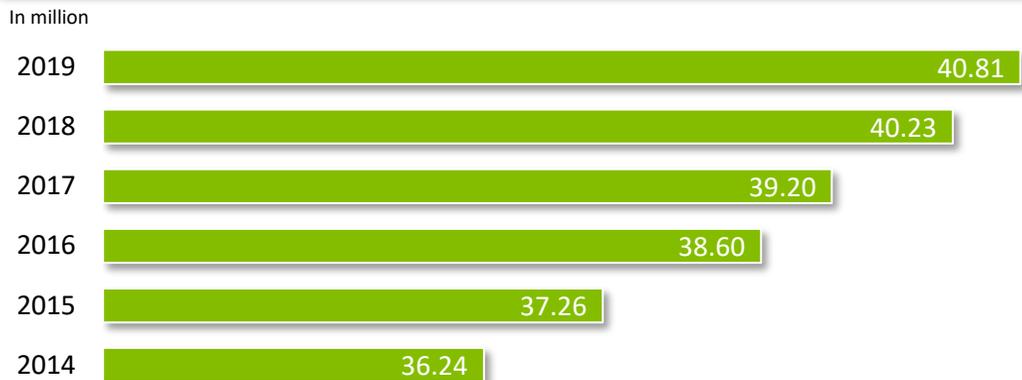
+ Financing of used cars through alliances with car dealers.



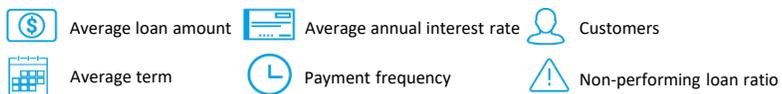
Portfolio evolution



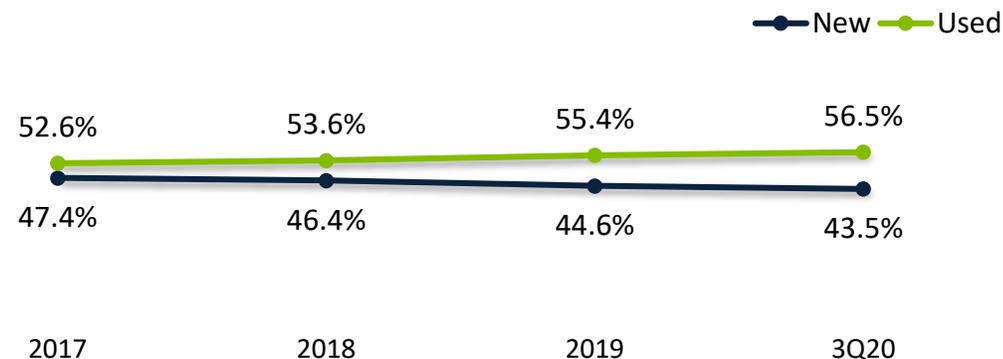
Used Cars rising market



Source: Edmunds



Used cars financing market gaining ground against new cars

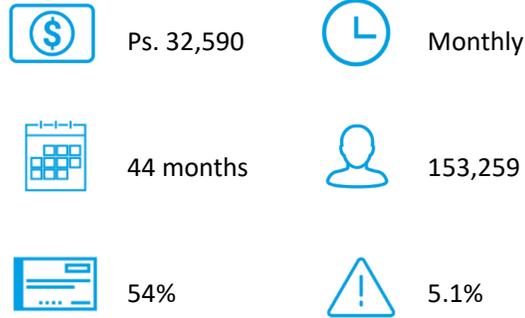


Source: Experian, State of the Automotive Finance Market, 4Q19.



Product overview

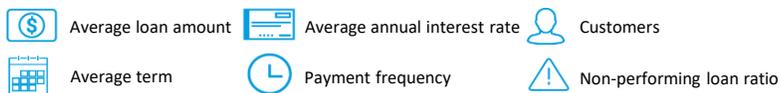
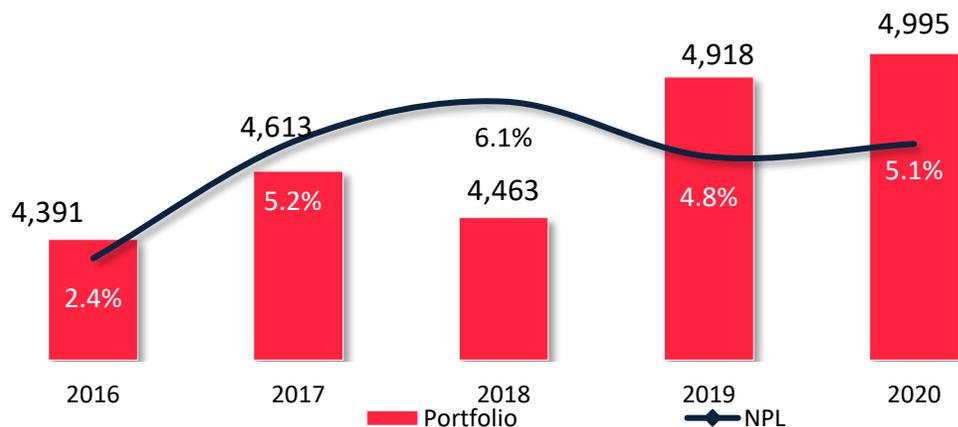
+ Consumer loans, SMEs loans, auto loans and mortgage loans granted in Costa Rica, Nicaragua and Panama. All granted loans are secured personal loans.



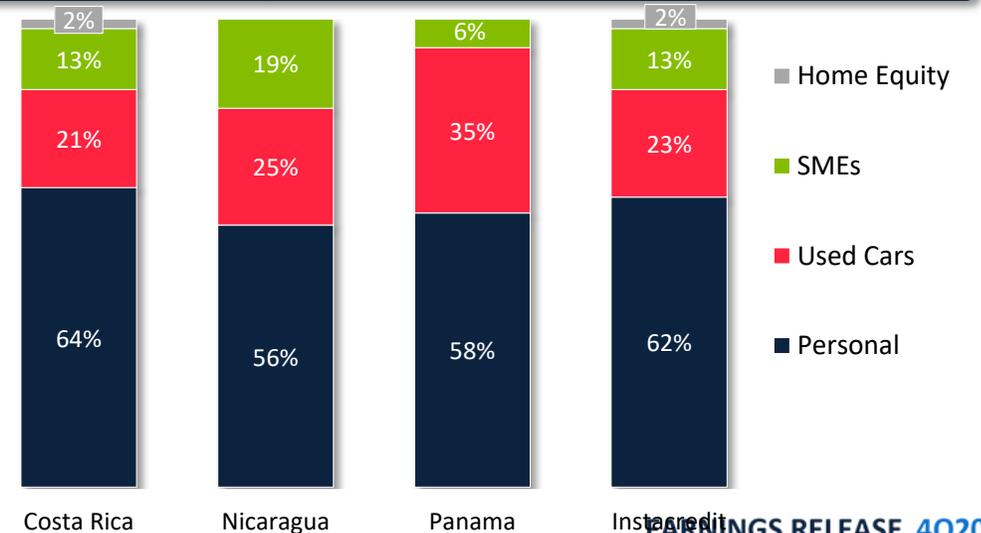
Portfolio by product

Products	Personal	Used Cars	Small Business	Home Equity
% Mix Portfolio	62.1%	23.2%	13.0%	1.8%
Customers	118,654	19,991	13,883	731
Avg. Loan Amount	\$21,578	\$47,779	\$38,669	\$99,237
Avg. Term	42 months	49 months	48 months	59 months
Avg. Interest Rate	55%	49%	56%	52%

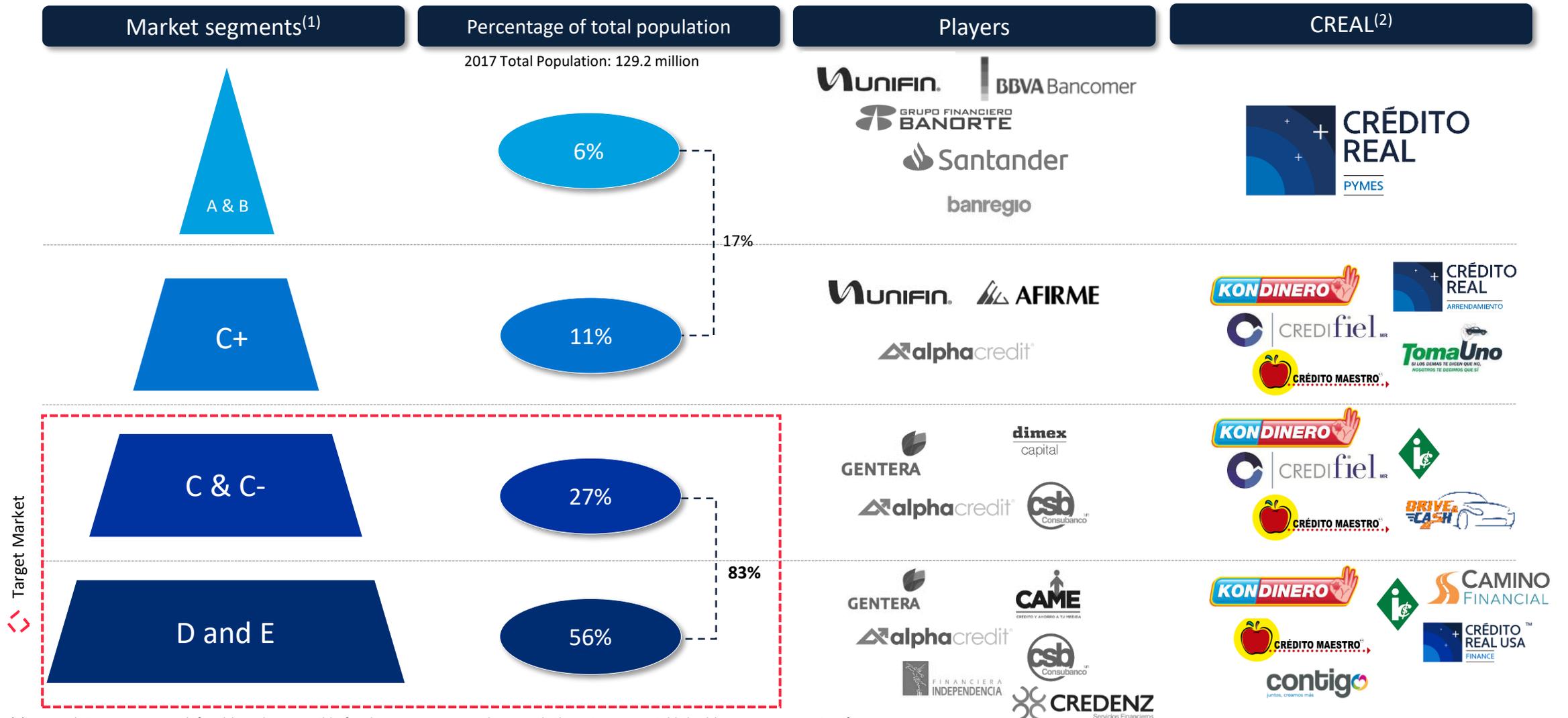
Portfolio evolution



Geographic concentration by product



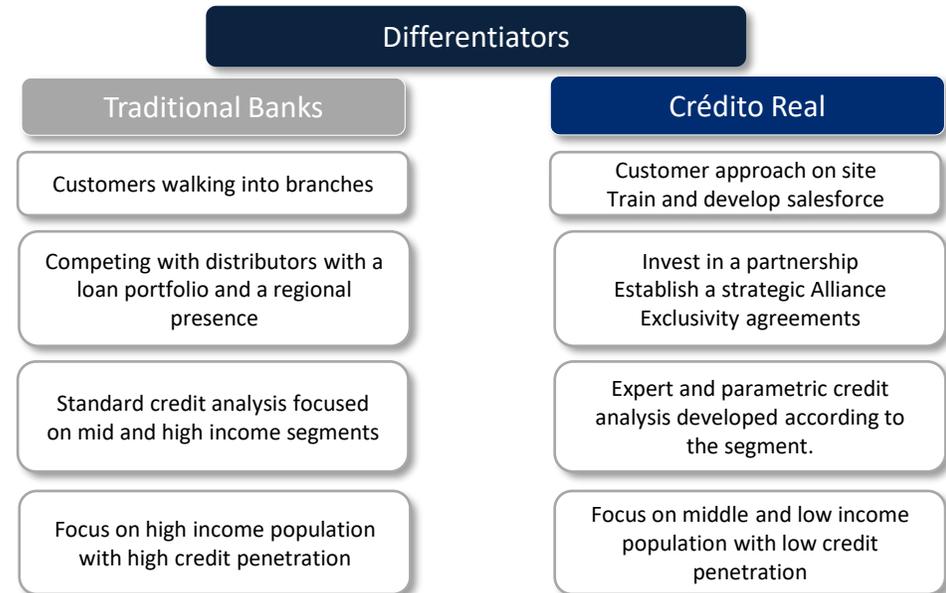
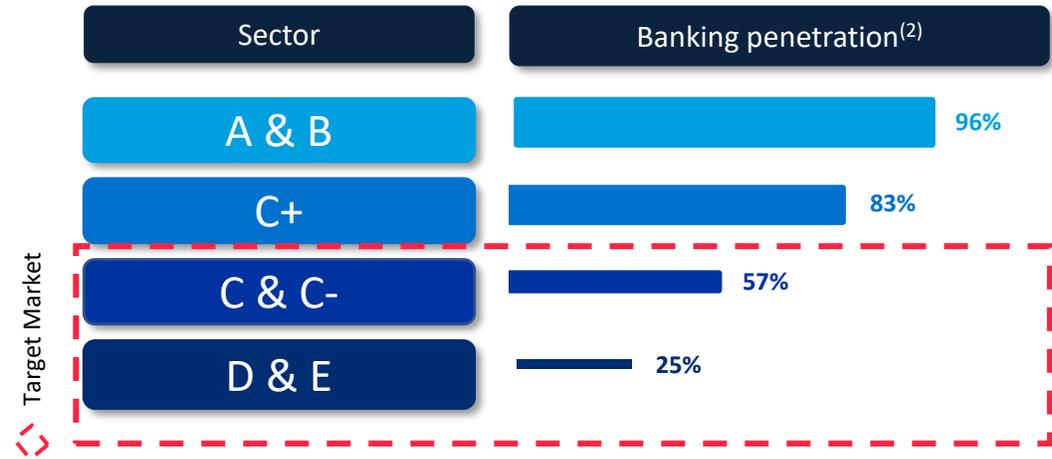
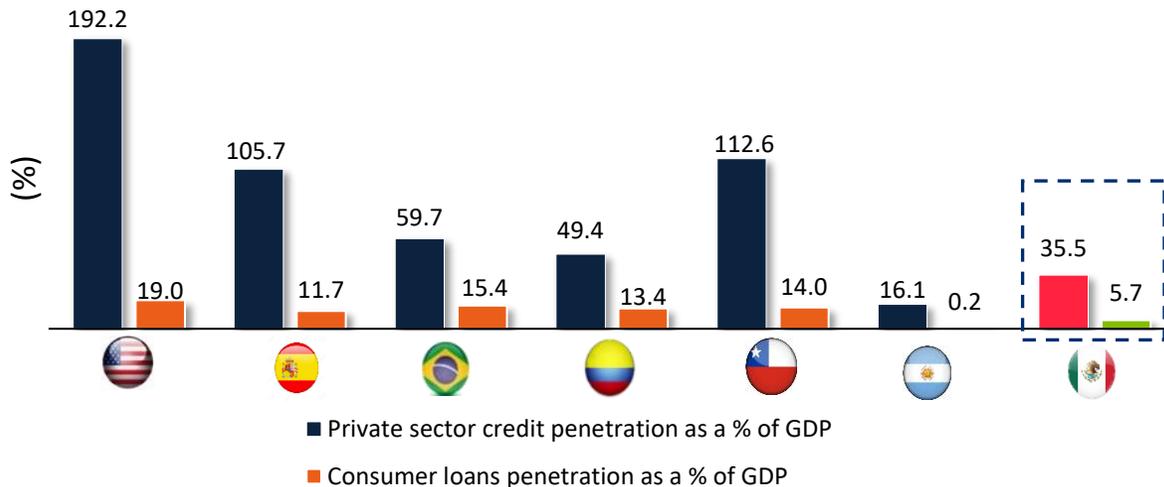
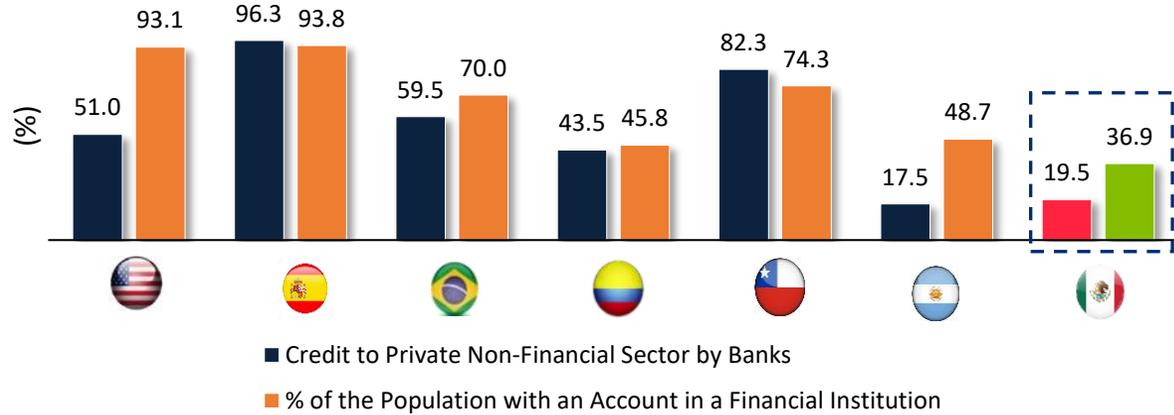
Market opportunity – Focused on Underserved Segments(1/2)



(1) Market segments are defined based on monthly family income, in accordance with the categories established by AMAI: Segment E, from Ps.0.00 to Ps.2,699; Segment D, from Ps.2,700 to Ps.6,799; Segment C, from Ps.11,600 to Ps.34,999, Segment C+, from Ps.35,000 to Ps.84,999, Segment A and B, from Ps.85,000 or more.

(2) The market segments of Instacredit and Crédito Real USA are defined based on their average loan amount as of 4Q20.

Market opportunity – Focused on Underserved Segments(2/2)



Source: CNBV, ENIF, BCRA, BCRB, SBIF, SBS, Superfinanciera de Colombia, IMF and World Bank.
 Note: Serving an underpenetrated market date reported as of 2017. Bancarization reported as of 2013.

⁽¹⁾ US show figures as of 2016,

⁽²⁾ Population utilizing banking services. Income level by bracket (approximate annual amount in US\$): "A/B" +108,400; "C+" 76,500; "Cm/C" 29,700; "D" 8,900; "E" 3,400.

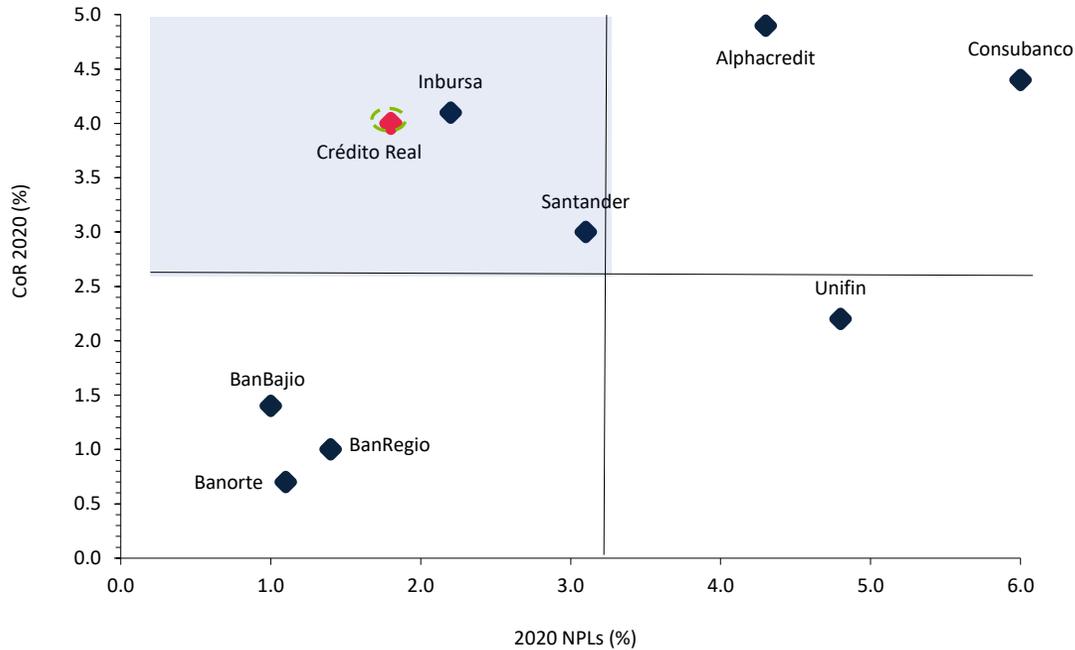
CRÉDITO REAL[®] Main business lines for future growth

Beyond your limits

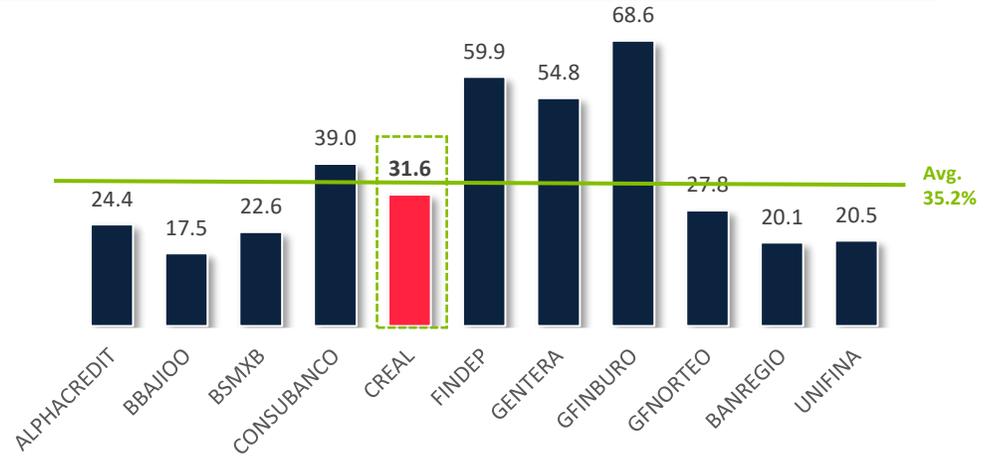
Product	Key Subsidiaries Ownership	Distribution Network	Annual Interest Rate	Customers	Avg. Loan Amount (Ps\$)	Strategy
PAYROLL	100% 	15 distributors +6,000 reps	57%	455,858	64,500	Commercial agreement with Grupo Famsa to enhance our presence in the northern Mexico Focus on federal-level employees
	49% 					
	49% 					
SMES		Alliance with Fondo H CR Arrendamiento in Mexico and two strategic alliances in the US	23%	3,436	3,525,271	Become a leading NBFi for Women-led SMEs loans Engagement to ESG projects Become a reliable source of funding to Latin-owned Businesses Focusing in less capital intensive products
	75% 					
	27% 					
USED CARS	99% 	20 branches and 7 distributors in 32 States of Mexico and one strategic alliance with +1,637 distributors in the US	29%	23,389	167,062	Used Cars MX expansion Grow dealers network Increase competitive positioning
	99% 					
INSTACREDIT	70% 	46 branches in Costa Rica 13 branches in Nicaragua and 6 in Panama	54%	153,259	32,590	Efficiency in funding cost and general expenses Improvement in asset quality Expansion in Central America
OTHER	36% 	180 branches and 1,265 promotoros	84%	294,565	3,145	Define new products sized for our clients

2 Profitability – Defensive Competitive Positioning

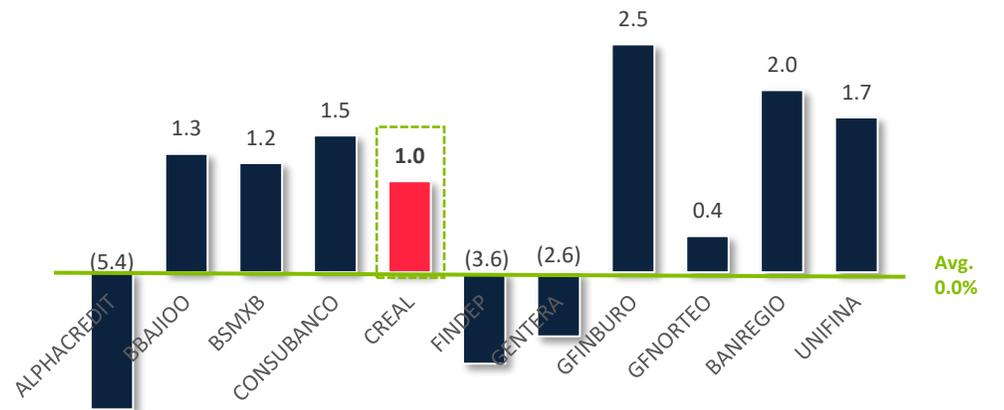
Risk-return view⁽¹⁾⁽⁴⁾



Solid capital base⁽²⁾⁽⁴⁾



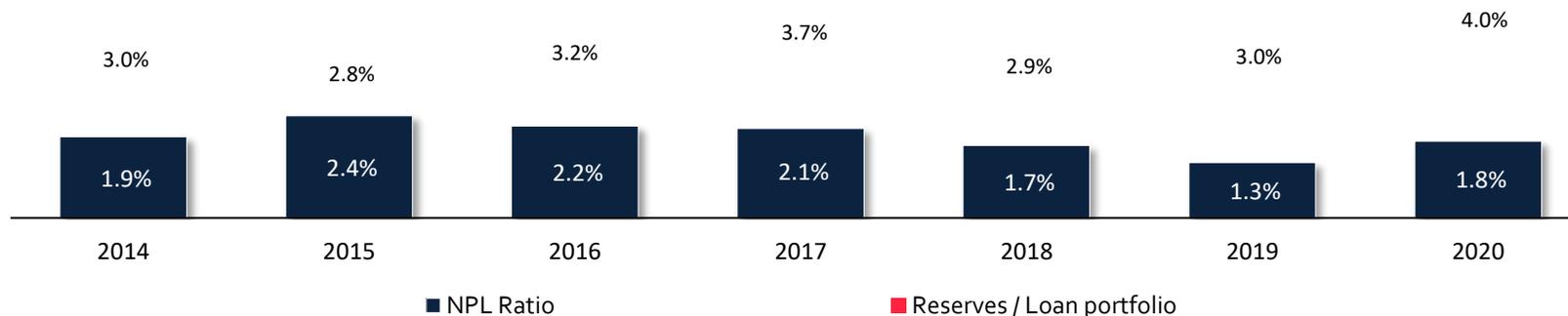
Delivering bottom-line results (ROAA)⁽³⁾⁽⁴⁾



Source: Crédito Real Research and last updated information filed with BMV – Bolsa Mexicana de Valores. Information as of 2020, Notes:

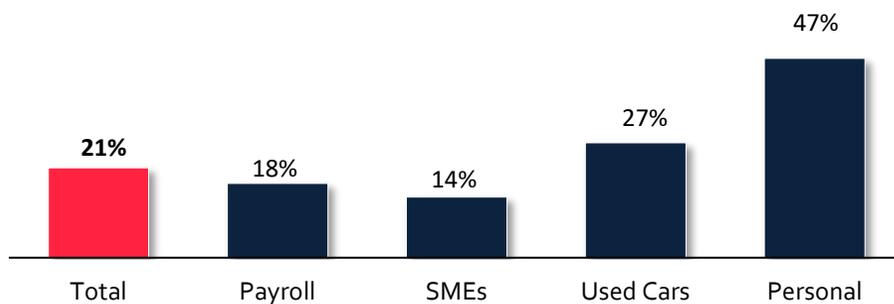
- (1) CoR = 2020 Net provision for loan losses / 2020 Total loan portfolio.
- (2) Capitalization Ratio = 2020 Stockholders' Equity / 2020 Total Loan Portfolio
- (3) ROAA = 2020 Net Income / Average Assets 2020.
- (4) Alphacredit's information as of 3Q20. 4Q20 reports aren't currently available

Improving levels of NPL while maintaining healthy reserves⁽¹⁾



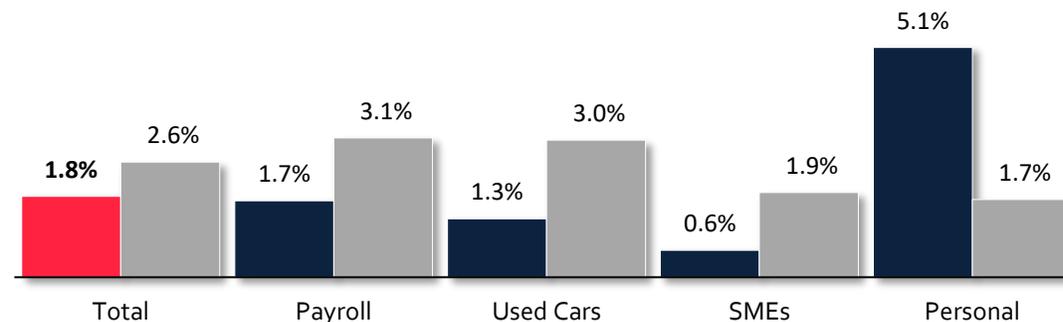
Average yield breakdown by product

2020



NPL breakdown by product⁽²⁾

■ Credito Real ■ Banking Sector



+ Below the banking sector in most of our products

Source: Company filings, CNBV, SUGEF

(1) Reserves calculated as end of period allowance for loan losses divided by total portfolio.

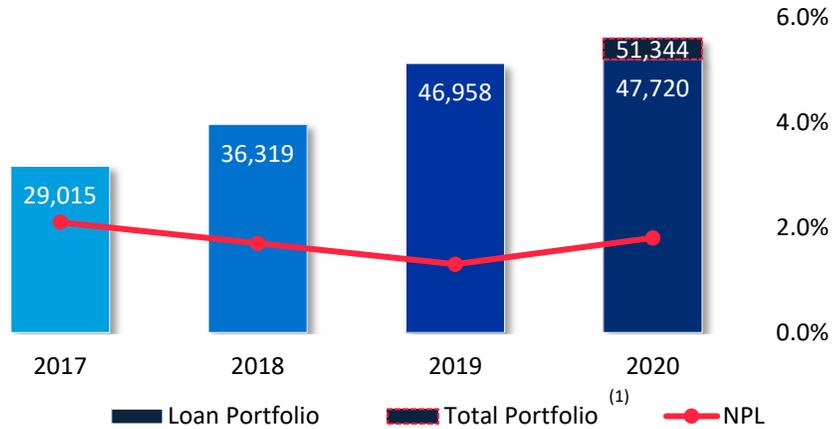
(2) As of 4Q20

Key financial performance indicators

Total portfolio

CAGR '17-'20: 18%

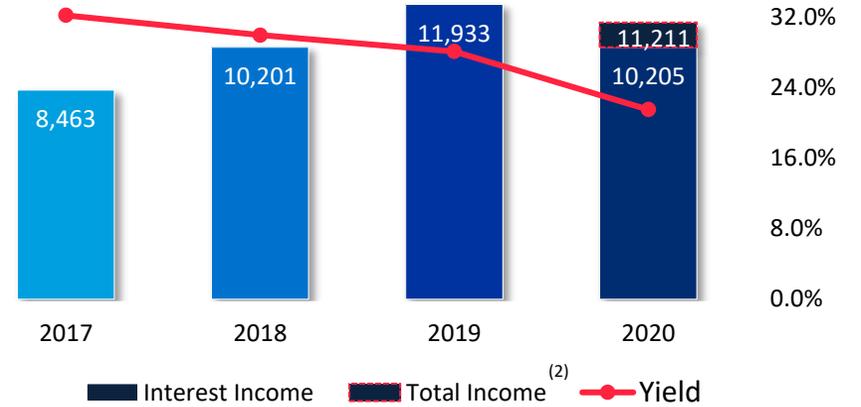
YoY Growth: **9%**



Interest income

CAGR '17-'20: 6%

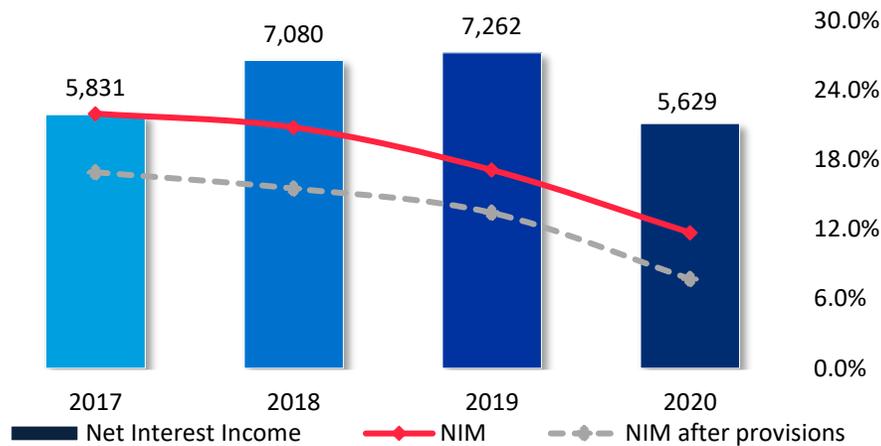
YoY Growth: **(14.5%)**



Financial margin

CAGR '17-'20: (1%)

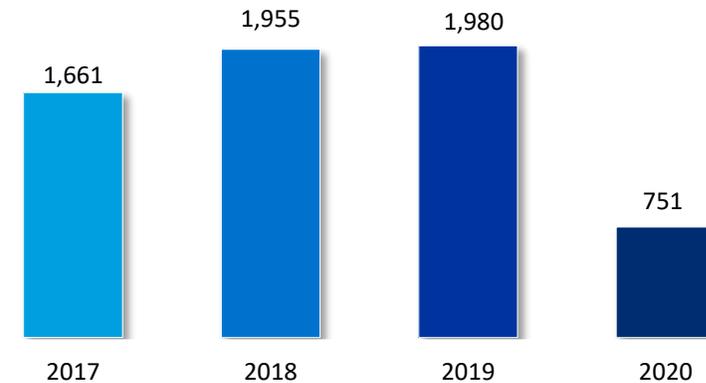
YoY Growth: **(22%)**



Net income

CAGR '17-'20: (23%)

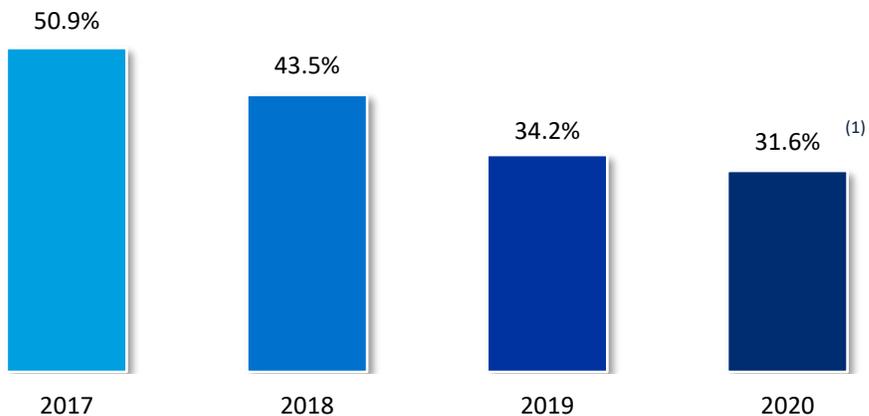
YoY Growth: **(62%)**



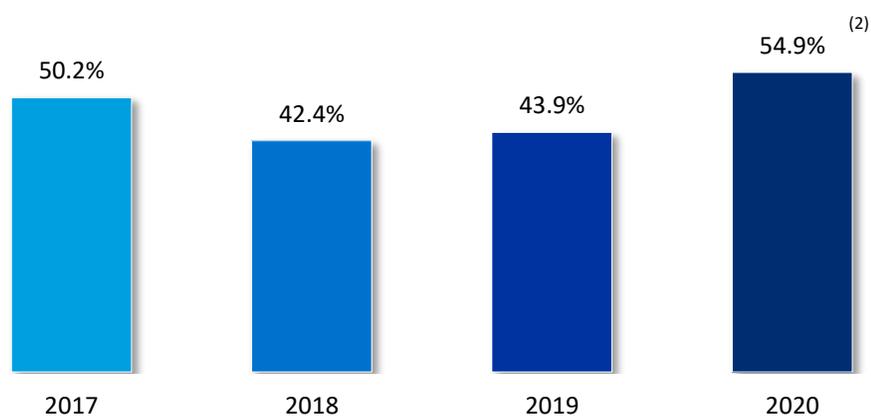
(1) Total Portfolio = Loan portfolio + Factoring portfolio + Leasing portfolio

(2) Total income = Interest income + commissions charged + other income from operations

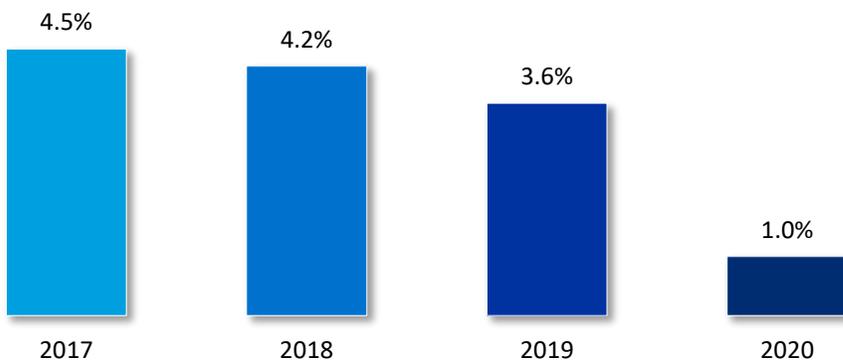
Capitalization



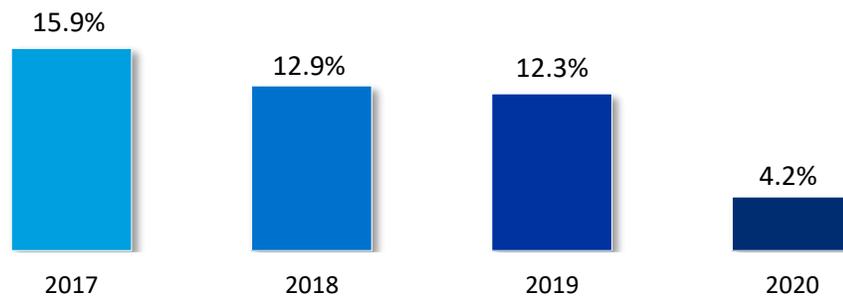
Efficiency



ROAA



ROAE



(1) Equity / Total portfolio

(2) Annualized administrative expenses + Commissions and fees paid – Depreciation expense / Annualized total income (financial margin + commissions charged + other income from operations) – Depreciation expense.

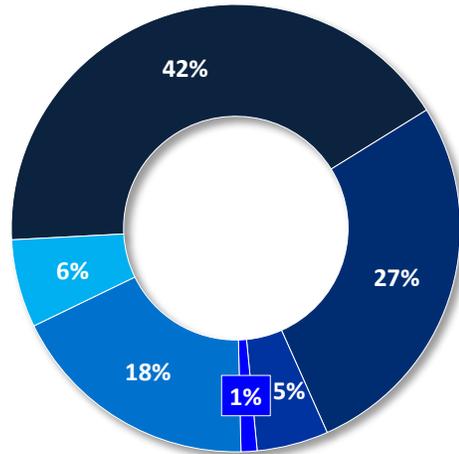
3 Focus on maintaining diversified funding sources

Capital structure

Adjusted Capitalization | 66,060.8 MXN Mn

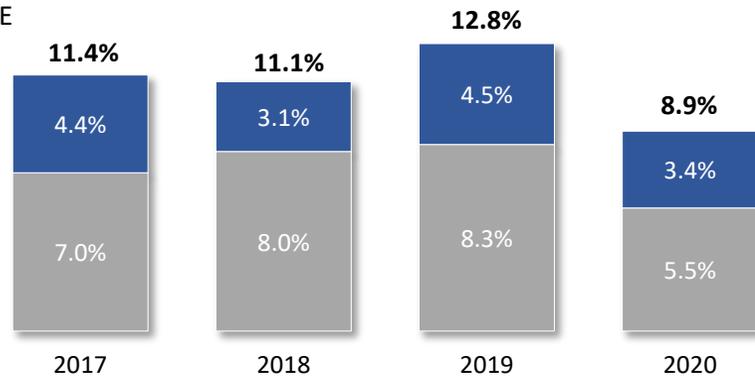
- Senior Notes
- Credit Lines
- Development Banks
- Securitizations
- Equity
- Hybrid

23%⁽¹⁾



Cost of funds

- Spread
- Average TIIE



(1) Hybrid plus Equity as percentage of total Assets

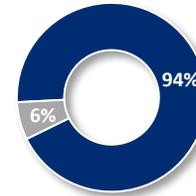
(2) Short term refers to amortization under 1 year. Long term ranges from 1 to 5 years.

Consolidated debt status

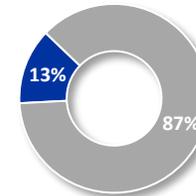
MXN Mn

Drawn vs. Undrawn

- Drawn
- Undrawn



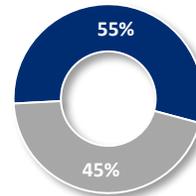
Credit Lines
100% = \$24,258



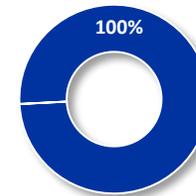
Securitizations
100% = \$10,000

Secured vs. Unsecured

- Secured
- Unsecured



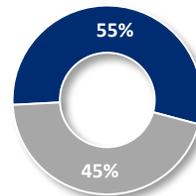
Credit Lines
100% = \$21,967



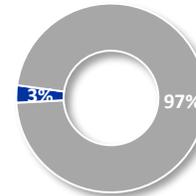
Securitizations
100% = \$10,000

Term⁽²⁾

- Short Term
- Long Term



Credit Lines
100% = \$21,967



Securitizations
100% = \$10,000

Market risks

Interest Rate Risk

% of Crédito Real's consolidated debt is fixed

Asset & Liabilities duration

Assets

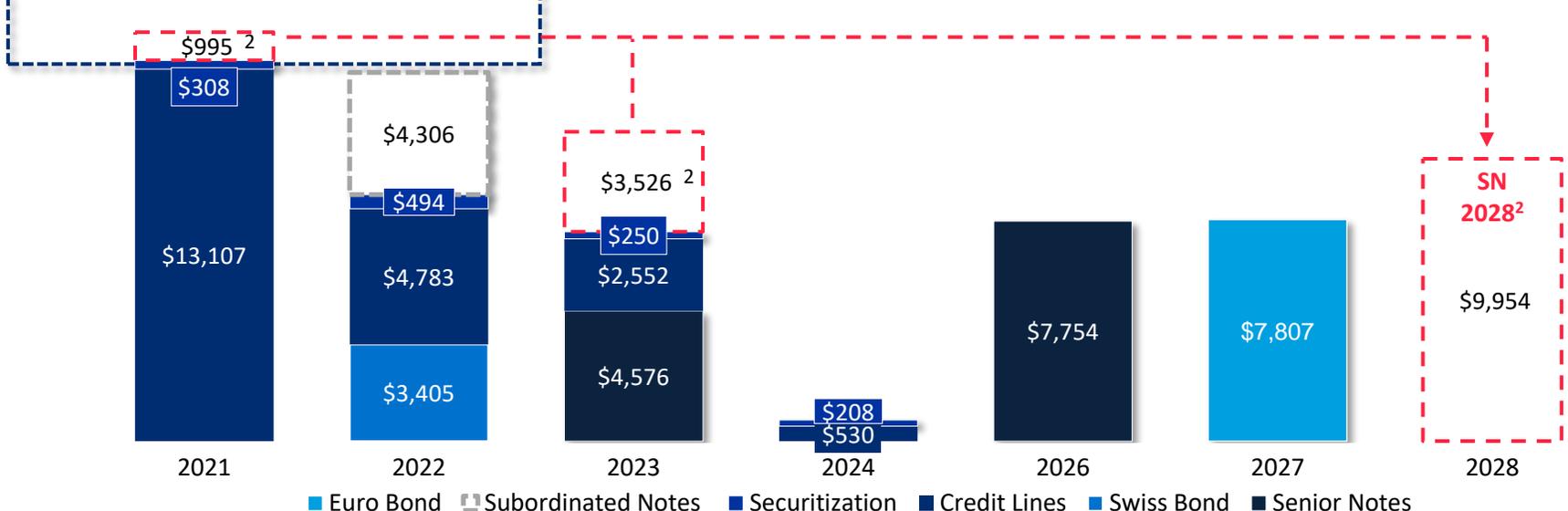
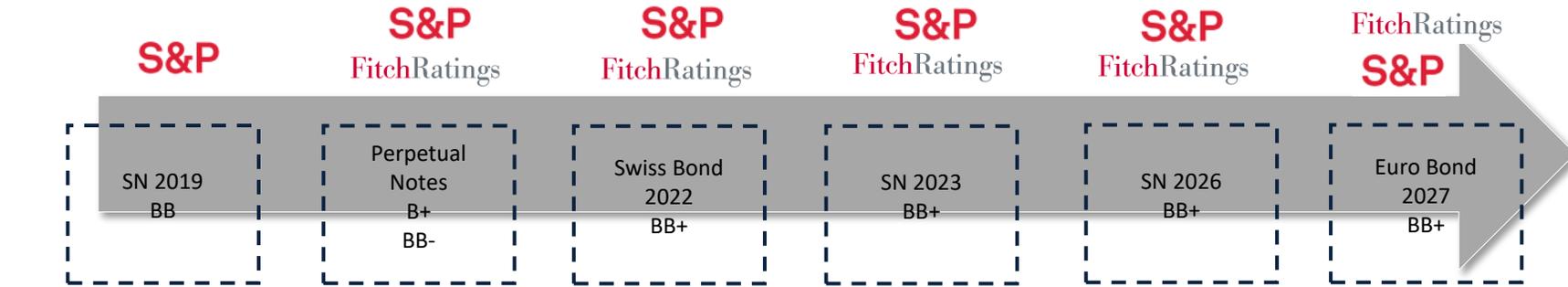
Liabilities

1.5 years

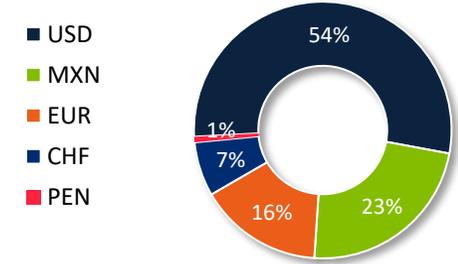
2.9 years

Assets in USD: +100 million

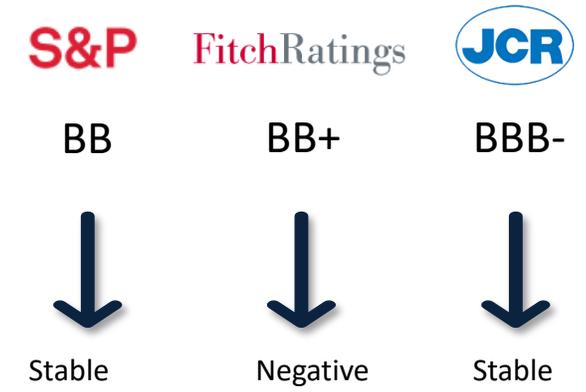
Beyond your limits



Debt by currency



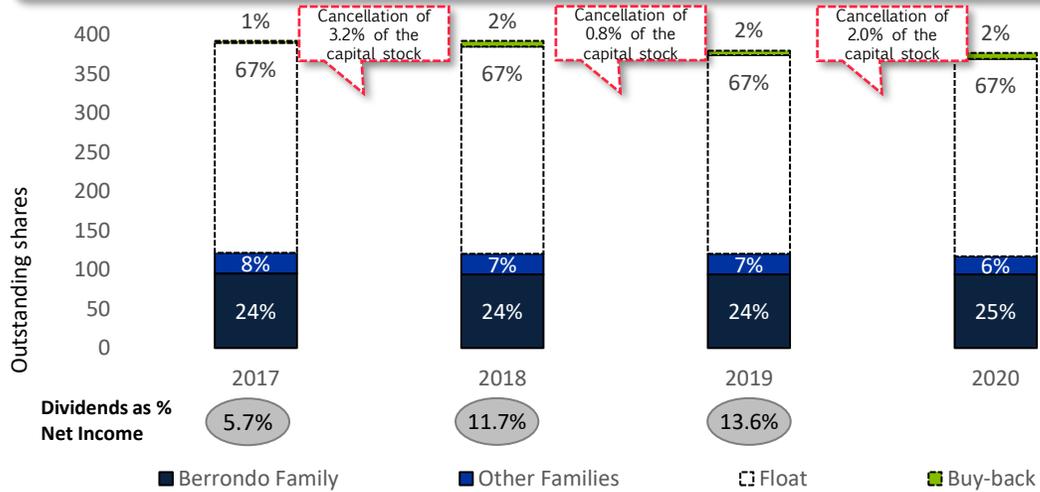
Global scale ratings



(1) All the figures represent only the notional and exclude accrued interests and mark-to-market of hedges. Debt converted using US\$ 1 / Ps\$19.9087 as of December 31, 2020.
 (2) On January 22, 2021, Crédito Real issued USD \$500 million Senior Notes due 2028, with an 8.00% semi-annual coupon repaying US\$177.1 million out of US\$426.9 million of the 2023 Senior Notes and US\$50 million from a Barclays facility

4 Strong Corporate Governance and Experienced Management Team

Shareholder structure



Governance highlights

- + Listed on Mexican stock exchange (BMV:CREAL*) with a market cap of ~221 USD Mn⁽¹⁾
- + Founding members well-known and reputable in the Mexican business community (founders of leading manufacturer in the Americas, MABE)
- + Our management have a proven expertise on the sector
- + 50% of Crédito Real’s Board is integrated by independent members

Well-respected shareholders driving the business

Robust standards of corporate governance

CNBV Supervision

Management team

Ángel Romanos CEO 27 years in CR	Carlos Ochoa Co-CEO / CFO 25 years in CR	Felipe Guelfi Business Officer 4 years in CR
Jose Juan González COO 12 years in CR	Luis Carlos Aguilar Commercial Officer for Payroll Loans 25 years in CR	Claudia Jolly General Treasurer 23 years in CR
Luis Calixto López General Counsel 20 years in CR	Adalberto Robles Human Resources Officer 12 years in CR	Luis Berrondo M&A Officer 6 years in CR
Pablo Bustamante Comptroller 4 years in CR	Hector Huelgas Internal Audit Officer 4 years in CR	Roberto García Institutional Relations 2 years in CR

Key committees

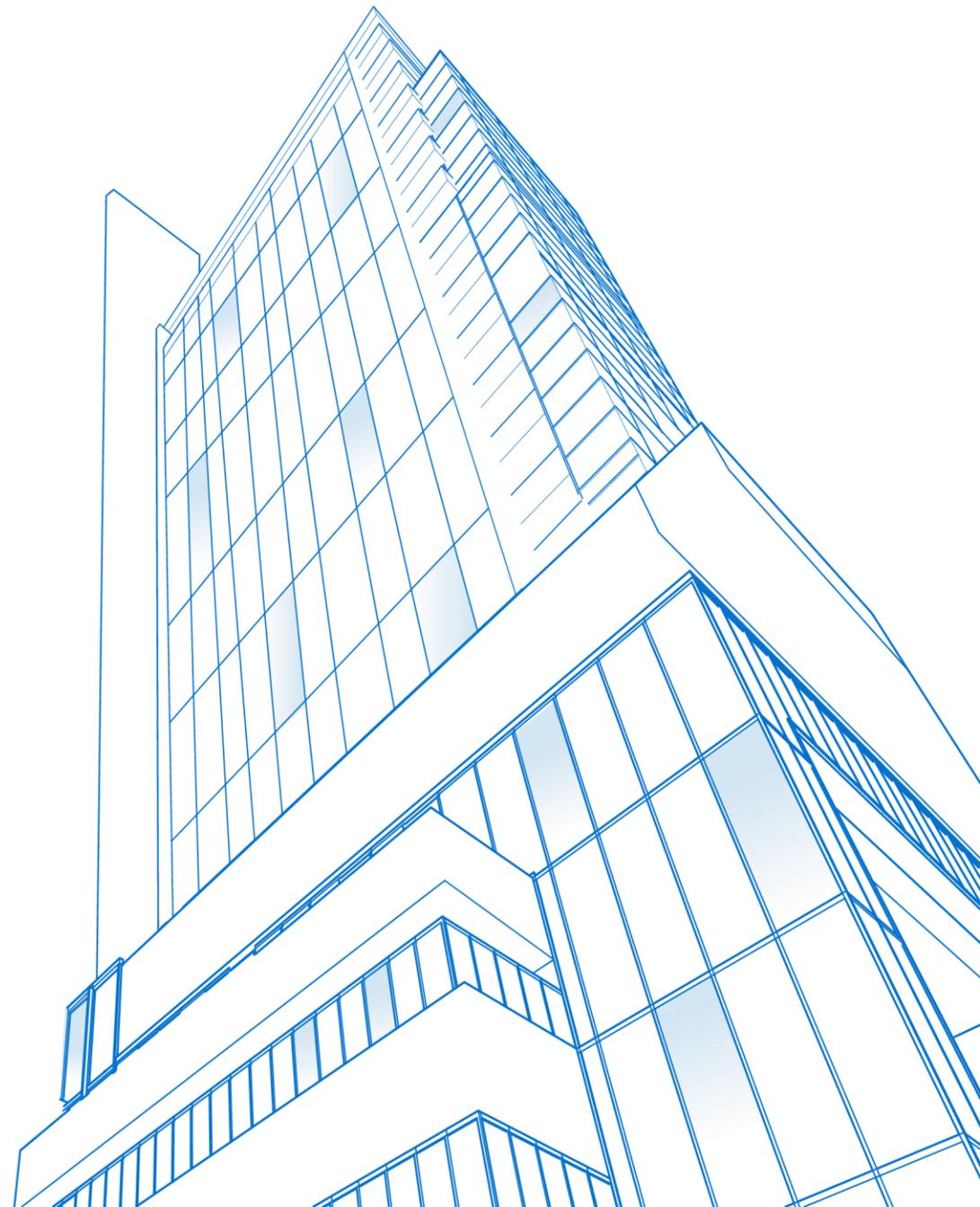


⁽¹⁾ As of December 31, 2020

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Beyond your limits

Appendix



MXN Mn	4Q20	4Q19	(%) Var.	4Q19 Proforma	4Q20(USD)	2020	2019	(%) Var.	2019 Proforma	2020(USD)
Interest income	2,589.7	3,293.0	(21.4)	3,059.8	130.1	10,205.2	11,933.0	(14.5)	11,567.4	512.6
Interest expense	(1,207.1)	(1,310.9)	(7.9)	(1,214.0)	(60.6)	(4,576.1)	(4,671.1)	(2.0)	(4,649.9)	(229.9)
Financial margin	1,382.7	1,982.0	(30.2)	1,845.8	69.5	5,629.2	7,261.9	(22.5)	6,917.5	282.7
Net provision for loan losses	(558.0)	(351.3)	58.9	(349.9)	(28.0)	(1,926.8)	(1,306.6)	47.5	(1,300.8)	(96.8)
Risk-adjusted margin	824.6	1,630.8	(49.4)	1,495.9	41.4	3,702.3	5,955.2	(37.8)	5,616.7	186.0
Commissions and fees collected	21.7	104.1	(79.1)	195.3	1.1	137.3	515.7	(73.4)	694.3	6.9
Commissions and fees paid	(65.5)	(110.3)	(40.7)	(110.3)	(3.3)	(247.3)	(373.4)	(33.8)	(373.4)	(12.4)
Intermediation income	(110.8)	(42.1)	-	(42.1)	(5.6)	(79.1)	156.2	-	156.2	(4.0)
Other income from operations	364.9	37.1	-	307.8	18.3	1,067.3	126.7	-	983.1	53.6
Administrative and promotion expenses	(860.4)	(971.6)	(11.4)	(1,015.3)	(43.2)	(3,212.7)	(3,607.1)	(10.9)	(3,725.1)	(161.4)
Depreciation expense	(192.5)	-	-	(152.7)	(9.7)	(527.1)	-	-	(444.3)	(26.5)
Operating result	(18.0)	647.8	-	678.6	(0.9)	840.6	2,773.3	(69.7)	2,907.5	42.2
Income taxes	70.0	(186.0)	-	(194.1)	3.5	(104.6)	(735.9)	(85.8)	(779.7)	(5.3)
Income before participation in the results of subsidiaries	51.9	461.8	(88.8)	484.5	2.6	735.9	2,037.4	(63.9)	2,127.8	37.0
Participation in the results of subsidiaries, associates and non-controlling participation	63.4	(34.5)	-	(20.1)	3.2	15.0	(57.3)	-	(61.7)	0.8
Net income	115.3	427.2	(73.0)	464.4	5.8	751.0	1,980.1	(62.1)	2,066.1	37.7

Beyond your limits

MXN Mn	2020	2019	(%) Var.	2019 Proforma	2020 (USD)
Cash and cash equivalents	1,097.4	1,180.9	(7.1)	1,211.1	55.1
Investments in securities	1,172.2	1,294.4	(9.4)	1,365.4	58.9
Securities and derivatives transactions	1,964.5	-	-	-	98.7
Total performing loan portfolio	46,847.3	46,325.7	1.1	43,507.2	2,353.1
Total non-performing loan portfolio	872.3	632.7	37.9	632.7	43.8
Loan portfolio	47,719.6	46,958.4	1.6	44,139.9	2,396.9
Less: Allowance for loan losses	1,965.2	1,390.0	41.4	1,405.9	98.7
Loan portfolio (net)	45,754.4	45,568.4	0.4	42,734.0	2,298.2
Factoring portfolio	783.4	162.8	-	1,519.0	39.3
Other accounts receivable (net)	8,678.0	6,634.1	30.8	5,518.5	435.9
Foreclosed assets (net)	1,379.2	10.8	-	10.8	69.3
Property, furniture and fixtures (net)	3,232.3	625.3	-	3,509.9	162.4
Long-term investments in shares	1,244.3	1,273.6	(2.3)	1,197.5	62.5
Debt insurance costs, intangibles and others	5,206.0	4,841.5	7.5	4,847.7	261.5
Total assets	70,511.7	61,591.7	14.5	61,913.9	3,541.8
Notes payable (securitizations)	761.0	1,261.0	(39.7)	1,261.0	38.2
Senior notes payable	27,733.4	24,636.7	12.6	24,636.7	1,393.0
Bank loans and borrowings from other entities (short-term)	13,780.3	7,597.6	81.4	7,597.6	692.2
Bank loans and borrowings from other entities (long-term)	7,578.9	8,015.9	(5.5)	8,015.9	380.7
Total bank loans	21,359.3	15,613.5	36.8	15,613.5	1,072.9
Total debt	49,853.7	41,511.2	20.1	41,511.2	2,504.1
Income taxes payable	353.9	330.5	7.1	384.9	17.8
Securities and derivatives transactions	619.7	765.3	-	765.3	31.1
Other accounts payable	1,691.2	810.2	-	1,227.1	84.9
Deferred taxes	1,786.0	2,110.6	(15.4)	1,849.6	89.7
Total liabilities	54,304.5	45,527.8	19.3	45,738.1	2,727.7
Capital stock	1,649.5	1,852.4	(11.0)	1,852.4	82.9
Perpetual notes	4,206.7	4,206.7	(0.0)	4,206.7	211.3
Accumulated results from prior years	9,527.8	7,778.3	22.5	7,778.3	478.6
Result from valuation of cash flow hedges, net	(1,054.0)	(708.2)	48.8	(708.2)	(52.9)
Cumulative translation adjustment	72.1	5.5	-	5.5	3.6
Controlling position in subsidiaries	1,054.2	949.1	11.1	975.0	53.0
Net income	751.0	1,980.1	(62.1)	2,066.1	37.7
Total stockholders' equity	16,207.2	16,063.9	0.9	16,175.8	814.1
Total liabilities and stockholders' equity	70,511.7	61,591.7	14.5	61,913.9	3,541.8

CRÉDITO REAL[®] Financial Ratios

Beyond your limits

	4Q20	4Q19	(%) Var.	4Q19 Proforma	2020	2019	(%) Var.	2019 Proforma
Total Yield ¹	22.6%	-	-	30.4%	21.8%	-	-	29.9%
Yield	21.5%	29.1%	(7.6)	28.7%	21.1%	28.1%	(7.0)	28.8%
Net interest margin	11.5%	17.5%	(6.0)	17.3%	11.7%	17.1%	(5.4)	17.2%
Return on average loan portfolio	1.0%	3.8%	(2.8)	4.4%	1.6%	4.7%	(3.1)	5.1%
ROAA: return on average assets	0.6%	2.9%	(2.3)	3.1%	1.0%	3.6%	(2.5)	3.7%
ROAE: return on average stockholders' equity	2.7%	10.5%	(7.8)	11.3%	4.2%	12.3%	(8.0)	12.8%
ROAE: return on average stockholders' equity (excluding perpetual notes)	3.6%	14.2%	(10.6)	15.3%	5.5%	16.6%	(11.1)	17.2%
Debt to equity ratio	3.1x	2.6x	0.5	2.6x	3.1x	2.6x	0.5	2.6x
Debt to equity ratio (excluding perpetual notes)	4.2x	3.5x	0.7	3.5x	4.2x	3.5x	0.7	3.5x
Average cost of funds	9.4%	13.3%	(3.8)	12.3%	8.9%	12.8%	(3.9)	12.8%
Efficiency ratio ²	58.7%	45.6%	13.1	52.6%	54.9%	43.9%	10.9	51.5%
Capitalization ratio ³	31.6%	34.1%	(2.5)	34.3%	31.6%	34.1%	(2.5)	34.3%
Capitalization ratio (excluding perpetual notes)	25.1%	25.3%	(0.1)	27.1%	25.1%	25.3%	(0.1)	27.1%
Provisions for loan losses as a percentage of total loan portfolio	4.7%	3.0%	1.7	3.1%	4.0%	2.8%	1.3	2.8%
Allowance for loan losses as a percentage of total past-due loan portfolio	225.3%	219.7%	5.6	222.2%	225.3%	219.7%	5.6	222.2%
Total past-due loan portfolio as a percentage of total loan portfolio	1.8%	1.3%	0.5	1.4%	1.8%	1.3%	0.5	1.4%

(1) Annualized total income (interest income + Commissions charged + Other Income from Operations) / Annualized total portfolio.

(2) Annualized administrative expenses + Commissions and fees paid – Depreciation expense / Financial margin + commissions charged + other income from operations – Depreciation expense.

(3) Stockholders' equity / Total portfolio

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About Crédito Real

Crédito Real is a leading financial institution in Mexico, with presence in the United States, Costa Rica, Panama, Nicaragua and Honduras, focusing on consumer lending with a diversified business platform in the following main lines of business: payroll loans, small business loans, used car loans, consumer loans through Instacredit and group loans. Crédito Real offers its products mainly to low and middle-income segments of the population that have historically been underserved by other financial institutions. The Company’s stock is listed on the Mexican Stock Exchange under the ticker symbol “CREAL*”. (Bloomberg identification number is CREAL*:MF)



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