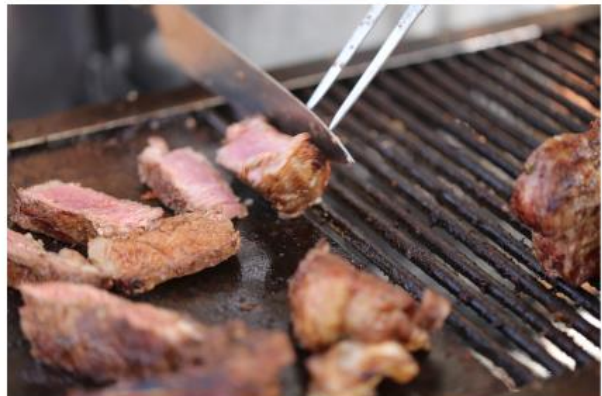
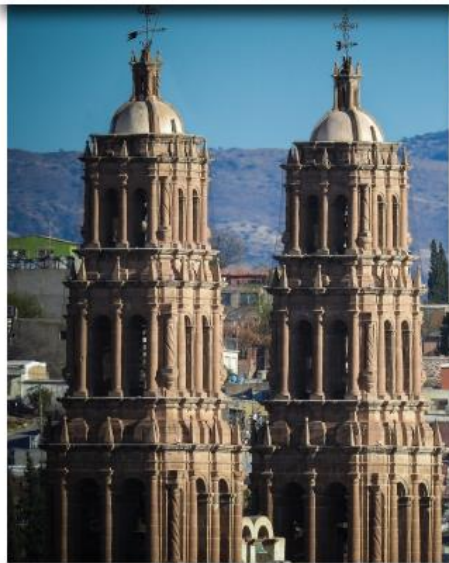


conmig

vales



Conmigo Vales

## Message from our CEO

- Giving direction refers to drawing the field for the fulfillment of a business, personal, family or life objective to transcend and leave a mark.
- Giving direction is changing the lives of our collaborators, clients and ours. To achieve this, we must take charge of the task and fulfill it from the role that I have to play at this moment.
- Giving direction is doing things well, it means total adherence to a methodology and the fulfillment of the mission.
- To give direction is to ensure that all efforts are oriented to the well-being of Contigo to continue growing and to continue opening doors in the future



**Allan Cherem**

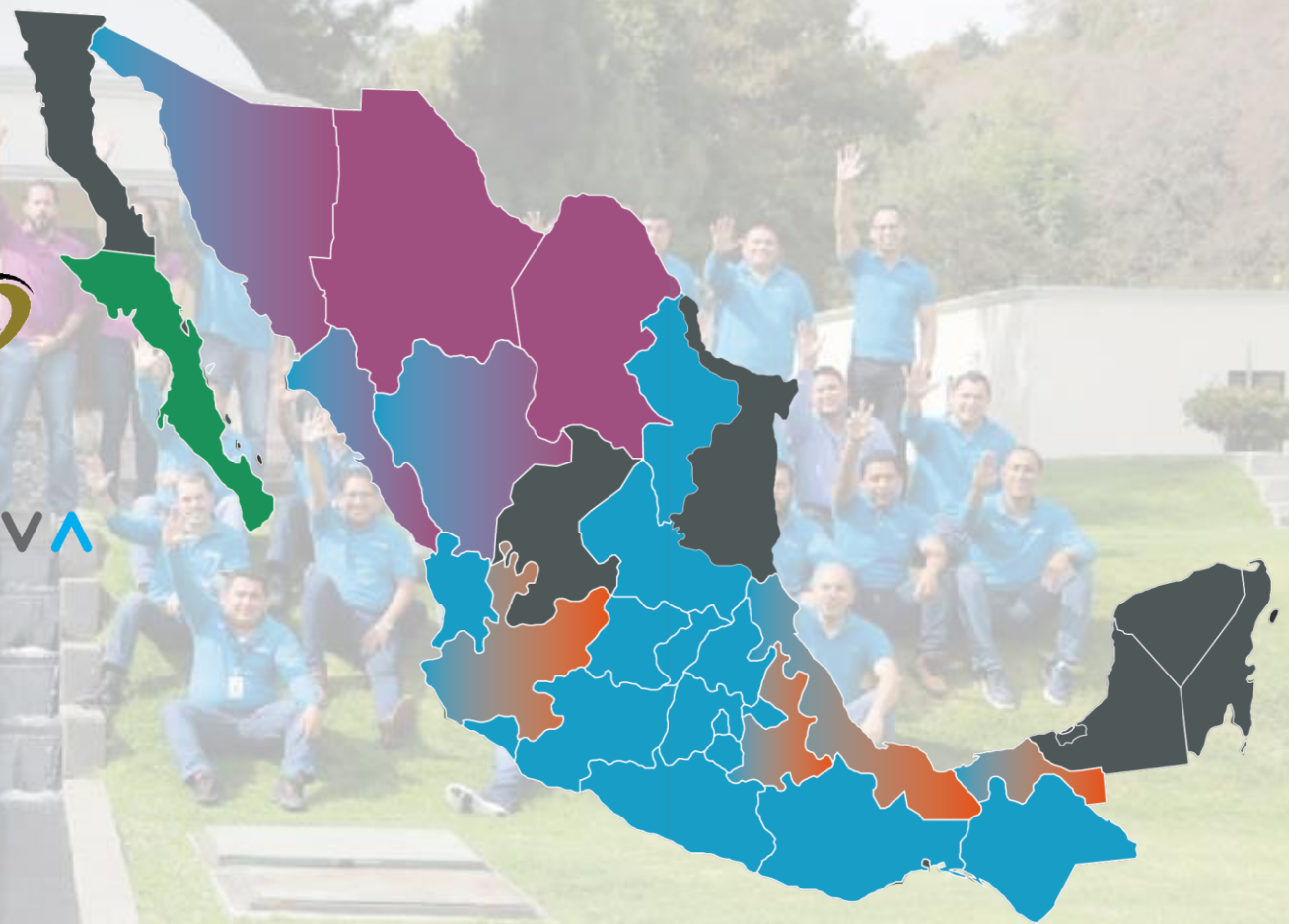
## Our History

- **11 years changing lives**, offering group, individual and insurance financial solutions, through our different Business Units and our Foundation.



- We are committed to building for the future, adapting to the changing needs of our clients and their families; We reinforce our responsibility with the next generations **and we are determined to always give the most beautiful things, going as far as we can dream.**

# Our journey



- 

Contigo Créditos Grupales
- 

Somos Uno Microcréditos
- 

Conmigo Vales
- 

Dinero mágico Créditos de Nómina





- Our operating model accompanied by our cultural strength allowed us to grow our customer base to 201,226.
- Our commercial portfolio reached MXN 1,646.4 million, resulting in our financial margin in Q2 2020 from MXN 288.5 million to MXN 352.5 million as of the current quarter.
- EPRC growth adjusted financial margin to levels of MXN 289.7 million, which represents an increase of 33.1% against Q2 20.





# Executive Summary

Conmigo Vales is a business unit dedicated to **granting loans under a money voucher model**, ranging from **\$50-400 USD**, placing these vouchers through a **network of commission distributors**, generating both self-employment and entrepreneurship for the distributors network. **98%** of our distributors are **women**. We have **10 branches** in the north of the Mexican Republic.

Distributors become a figure that **helps the development of their community**, managing to **change the lives of customers** through the voucher, which is very easy to access, since its granting is based on the knowledge that the distributor has of their customer, which also manages to control the level of risk and converting the distributor into a joint obligor in the recovery of the credits granted to this customer base.

The end customer who receives a voucher issued by a distributor, goes to our branches to receive his credit through a transfer to a means of deposit (card) that the customer presents, with which we have achieved that **100% of our customers have a card to receive your credit**. Soon we will launch our card to have the traceability of our clients' credit.



## Background / history of the company

OBREGON / may-18

HUATABAMPO / oct-18

SALTILLO / ene-19

CULIACÁN / feb-19

MAZATLÁN / feb-19



NAVOJOA / sep-18

TORREÓN / sep-18

DURANGO / feb-19

LOS MOCHIS / mar-19

CHIHUAHUA / mar-19

**Conmigo Vales was born with the purpose of changing lives**, through vouchers as a new model of credit system.

Thanks to the collaboration and support of the team, the Conmigo Vales project went ahead successfully, laying the first stone of this great family on **May 8, 2018 with the opening of the branch, Cd Obregón.**

The response to this new service was so successful that, with just one branch, Conmigo Vales managed to **consolidate itself as a profitable business model in just 4 months**; a fact that prompted the expansion of this new brand, which is why, in the same year, **8 more branches were opened: Navojoa, Huatabampo, Los Mochis, Durango, Torreón, Saltillo, Mazatlán and Culiacán.** By November 2019, we were able to reach a state in which we had no presence, opening the **Chihuahua Vales Branch.**

This great project has allowed us to offer a credit alternative for our clients interested in a quality service and whose mission is to change their lives, positively impacting this and future generations.



Currently, Conmigo Vales has **10 branches in Mexico**.

The branches are located in the **north of the country**, where the market for vouchers as a way of providing credit is very common. In these cities are the main companies that are dedicated to **affiliate people** who distribute vouchers to deliver credits.

In the Voucher market, a Distributor may be registered **in more than one voucher financial institution** and have a wide portfolio of options to deliver vouchers to their clients according to the availability of their credit line and the needs of their Client (amount and term).

# Markets (incl. description of competition)

NSE: 119,530,753

NSE (% Población)	Población	Segmentación
A/B (6%)	7,171,845	
C+ (11%)	13,148,383	
C (13%)	15,538,998	
C- (14%)	16,734,305	
D+ (15%)	17,929,613	
D (30%)	35,859,226	
E (11%)	13,148,383	
		<b>50,202,916</b>

0.79% Actual Market 180,100



99.21% 22,591,312  
POTENCIAL MARKET  
CONMIGO VALES



**22,372,758**

Economically active population NSE C C- D+  
(With declared oficial or business employment)



51%  
10,934,195



49%  
11,657,117



## Markets (incl. description of competition)

Like Conmigo Vales, most of the voucher financial institutions sell protection insurance both for the customer who cashes a voucher and for the Distributor.

All financial institutions of vouchers give benefits to Distributors such as:



a) **Scheme of bonuses (commissions)**, they are a percentage of the fortnightly collection, according to multiple factors such as the **placement of vouchers, line of credit, time in the financial institution, among others.**

b) **Personal Credit to the Distributor** which is not associated with your line of credit and has a preferential interest rate.

c) **Gifts and rewards for their good behavior** in the placement of vouchers, collection and timely payment, as well as for seniority.

Currently, one of the great differentiators from competitors in the market is the commissions that Voucher Distributors have access to.

Products (incl. metrics as average loan size, recurring client share, default rates, applications granted/received, NPL, APR)

Recurring client share:  
**9.20%**



Applications granted/received:  
**64.8%**



**APR**

**108.17%**



Default rates:  
**13.73%**



**NPL**  
**4%**



Average loan size:  
**\$6,083**  
**MXN**



# Loan issuance /scoring process



Through the onboarding process, prospects of Voucher Distributors are requested to **present recent Payment Relationships from the other Voucher Companies** in order to confirm their experience delivering cash vouchers and / or products; also, in these Payment Relationships, **the behavior in the use of their credit lines**, the fortnightly collection from their Clients and the opportune payment to their voucher financial institutions is reviewed.

Additionally, the Distributor is **consulted in a credit information system**, in order to evaluate his credit history in other financial institutions. Within the process, the branch manager applies a home **visit to all Prospects and their Guarantees to know the location of their home**, their home conditions and their quality of life. The Customer evaluation process is made by the Distributor, where through knowing the person, they have the confidence to deliver a voucher and make a fortnightly recovery (collection) of the voucher.

Portfolio (i.e. growth, split by country, product, cumulative loans issued)

	Distributors	Clients	Portfolio (MXN)	Average balance
SD	3,058	42,230	\$271.81 M	\$6,131
Center	1,271	19,137	\$120.1 M	\$6,109
North	950	11,664	\$73.42 M	\$6,140
Pacific	837	12,429	\$78.32 M	\$6,159

# Our Management Team



**Allan Cherem / CEO**



**Francisco Javier González / Chief Business Officer**



**Maria del Carmen Cálcano / CHRO**



**Rodrigo San Pedro / CFO**



**Carolina Tedesco Ramirez / SD Strategy**



**Emilio Cherem / SD Administration**



Financieros



**Director Conmigo Vales**  
José Juan Caldelas Velasco



# C&H RESOLUCIONES, S.A. DE C.V.

Balance sheet as of June 30, 2021

(Amounts in thousand Mexican pesos)

ASSETS	
Availabilities	\$ 4,787.2
Current portfolio	176,868.5
NPL	10,100.9
Risk reserve	-8,382.2
<b>TOTAL PORTFOLIO</b>	<b>\$ 178,587.2</b>
Other accounts receivable	6,434.9
Prepaid expenses	3,952.5
Fixed/Leased assets	9,219.1
Intangible assets	29,921.8
Deferred income tax	715.2
<b>TOTAL ASSETS</b>	<b>\$ 233,617.9</b>

LIABILITIES	
Short-term loans	\$ 152,172.6
Other accounts payable	75,921.4
Lease liabilities	4,098.1
<b>TOTAL LIABILITIES</b>	<b>\$ 232,192.2</b>
<b>STOCKHOLDERS' EQUITY</b>	
Paid in capital	\$ 117.7
Retained/Current earnings	1,308.0
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>\$ 1,425.7</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 233,617.9</b>

# P&L

## C&H RESOLUCIONES, S.A. DE C.V. Income Statement

For the period from Jan 1st to Jun 30th 2021  
(Amounts in thousand Mexican pesos)

Interest income	\$ 49,770.9
Interest cost	- 9,456.6
<b>Financial margin</b>	<b>40,314.3</b>
Risk provisions	- 19,031.7
<b>Adjusted financial margin</b>	<b>21,282.6</b>
Other income	5,524.6
Operating expenses	- 25,004.9
<b>Operating result</b>	<b>1,802.3</b>
Income taxes	- 540.7
<b>Net profit</b>	<b>\$ 1,261.6</b>

## CEGE Capital Balance Sheet as of June 30th 2021

Amounts in 000's MxN

ASSETS	
Availabilities	\$ 100,902.6
Current portfolio	1,219,691.5
NPL	18,985.0
Risk reserve	- 54,252.8
<b>TOTAL PORTFOLIO</b>	<b>\$ 1,184,423.7</b>
Other accounts receivable	534,730.8
Prepaid expenses	63,372.5
Fixed/Leased assets	32,579.9
Intangible assets	8,859.5
Deferred income tax	30,905.7
<b>TOTAL ASSETS</b>	<b>\$ 1,955,774.7</b>

LIABILITIES	
Short-term loans	\$ 763,542.3
Other accounts payable	202,899.1
Long-term loans	600,000.0
<b>TOTAL LIABILITIES</b>	<b>\$ 1,566,441.4</b>
STOCKHOLDERS' EQUITY	
Paid in capital	\$ 230,532.7
Retained/Current earnings	158,800.6
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>\$ 389,333.3</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 1,955,774.7</b>

## CEGE Capital Income Statement from Jan 1st to Jun 30th, 2021

Amounts in 000's MxN

Interest income	\$ 750,265.8
Interest cost	- 73,245.7
Financial margin	677,020.1
Risk provisions	- 141,083.3
Adjusted financial margin	535,936.8
Other income	45,940.6
Operating expenses	- 476,275.2
Operating result	105,602.2
Income taxes	- 29,528.9
Net profit	\$ 76,073.3

# conmig

vales