



Investor Presentation
Year End Close of 2023

March /2024

1. Who are we?
2. **GO Credit** Trajectory
3. Our Products
4. Our Target Market
5. Our Performance
6. Strategy: Our Future
7. Cash Flow and Investment Structure
8. Conclusions
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1. Who are we?

Presence

We have supported more than **28 thousand Families**
By granting more than **60 thousand** personal loans,
In an excess amount of **\$1,842 million mxp.**

 # of branches

% range of concentration by state of consumer loan portfolio

-  From 10% to 16%
-  From 4% to 9%
-  From 0% to 3%
-  No concentration

- Internal employees : **170**
- External sales agents working for GO CREDIT: **+300**



Board of directors **GO Credit**



Federico Díaz.

Founding Partner of GO Credit
Current CEO and Chairman of the Board of GO Credit
Ex-Risk Director at GE Money.
Ex-Business Development Director at Genworth.
Ex-Chief Risk Officer at Condesa Financiera



Tomás Fernández.

Treasurer/Owner of GO Credit
Investment Director at D3XTRA CAPITAL Investment /Family Office
CEO at Grupo Mercantil Chihuahua, specialized in private debt placements.
Ex- Vice President of the Board at Arca Continental.



Héctor Padilla.

Founding partner of GO Credit
Secretary/Owner of GO Credit
Vice President of the Board at Minibodegas S.A.
Vice President of the Board at Inmobiliaria Villa Alamar.



Luis Porrás.

Board member / Owner GO Credit
Ex- Investment Bank and Private Equity Director at Vector Casa de Bolsa.
Founding Advisor at AMEXCAP.



Diego Garza.

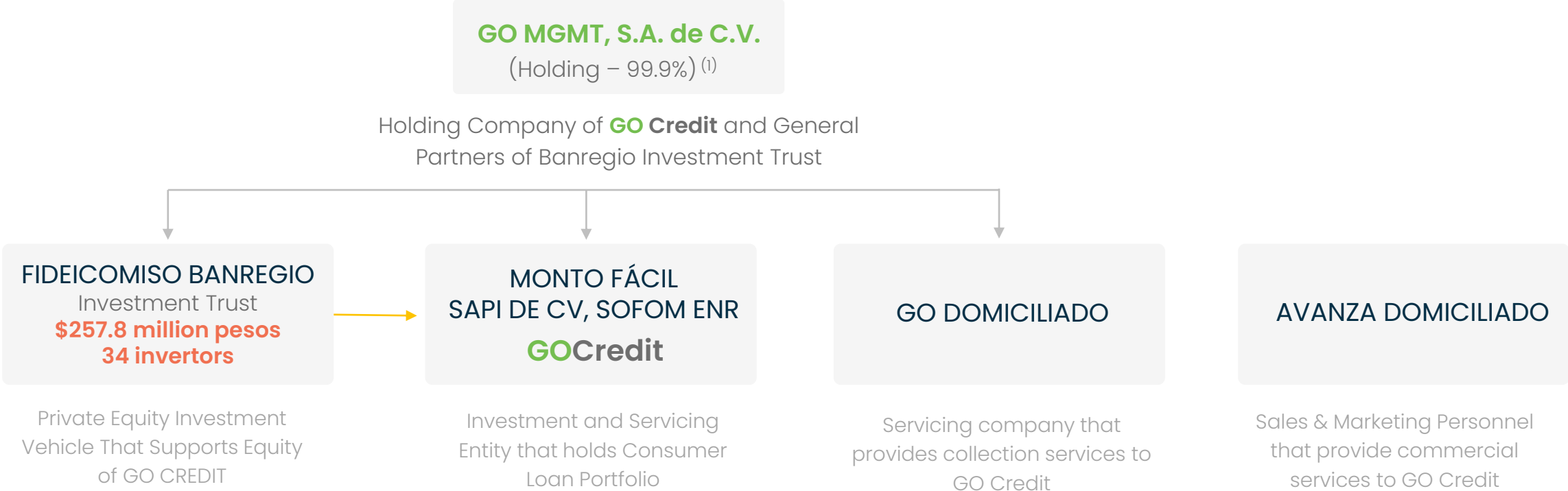
Founding Partner of GO CREDIT
Board Member / Owner GO Credit
CEO at Garza Ponce Construction, Machinery and Equipment (Top 6 Construction Company in Mexico)



José Luis Ochoa:

Independent Board Member.
CEO at IPAB from 2011 to 2013.
Risk Director at Banobras from 2007 to 2011. Vice President of Banking Supervision at CNBV from 2002 to 2007.

Corporate Legal Structure



2. **GO** Credit Trajectory

Trajectory

\$43 mm pesos loan portfolio
12 Branches

\$187 mm mxp loan portfolio
17 Branches

\$291 mm mxp loan portfolio
25 Branches

>\$487 mm mxp loan portfolio
25 Branches

>\$1250 mm mxp loan portfolio
Achieve Scale and High Profitability thru new innovations.



2011

2012-2014

2015-2018

2019-2022

2023

2024-2027

Start of Operations



1st Institutional Debt \$40 mm mxp

Achieved Profitability After Year 2 of Operations



Launch of Investment Trust

Deloitte.

External Auditor from 2017



Launched of direct debit personal loan portfolio (DXD)



Established Master Trust Structure

mintos

Signed Cooperation Agreement for Crowdfunding operations



New Debt Vehicle For Private Placements

Launched New Digital platform for loan originations



Achieved BBB investment grade



New External Auditor & Independent Board Member

Grew Loan Portfolio +60%

Launched New Enhanced Loan Payroll (DXN) Loan Portfolio and Direct Debit Portfolio (DXD)

Expansion of Digital Tools and Processes

Launched of New JV Commercial Channel for DXN

Public and International Debt Issuance

National Presence of GO Credit (High Growth Scale of Loan Portfolio)

Corporate Governance PRIME Certification

Obtaining International Credit Rating of at least A+ or above

Best in Class Risk, Technology & Loan Servicing Organization

#daleGO

gocredit.mx

3. Our Products

Our products.



Payroll Loan DXN

28%

Of Customers Are Retirees with a Pension

72%

Of Customers Are Active Employees

\$45k

Average loan ticket size

36 months

Average Term



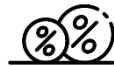
Establish For Payroll Payment Deduction with Government Entity



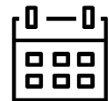
Government Deducts loan payment From employees payroll



Active and retired employees



Annual Interest rate charged from 51% to 76%



Loan Term from 12 to 48 months



Loan Amount from \$5,000 to \$250,000 mxp



Direct Debit Loan DXD

77%

Of Customers Are Retirees with a Pension

23%

Of Customers Are Active Employees

\$28k

Average loan ticket size

609

Average Credit Bureau Score



Loan Contract with direct debit bank authorization get signed with customer with borrower



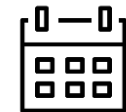
Go Credit collects via direct debit with main banks in Mexico



Mainly Retirees with a Pension Paid by the Government



Annual Interest rate charged from 70% to 115%



Loan Term from 12 to 36 months (avg. 30 months)

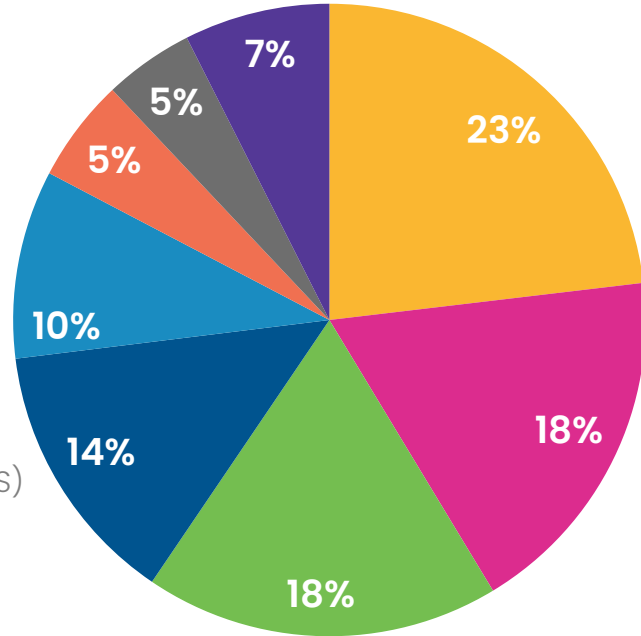


Loan Amounts from \$3,000 to \$250,000 mxp

Loan Portfolio Breakdown

DXD: By Government Entity That Funds Retirees Pension

- PEMEX RETIRED
- ISSSTE RETIRED
- IMSS PENSIONEE
- PEMEX AC. SIND
- IMSS RETIRED
- PEMEX AC. CONF.
- ISESALUD
- OTHERS (13 COLLECTIVES)



* Closure 2023

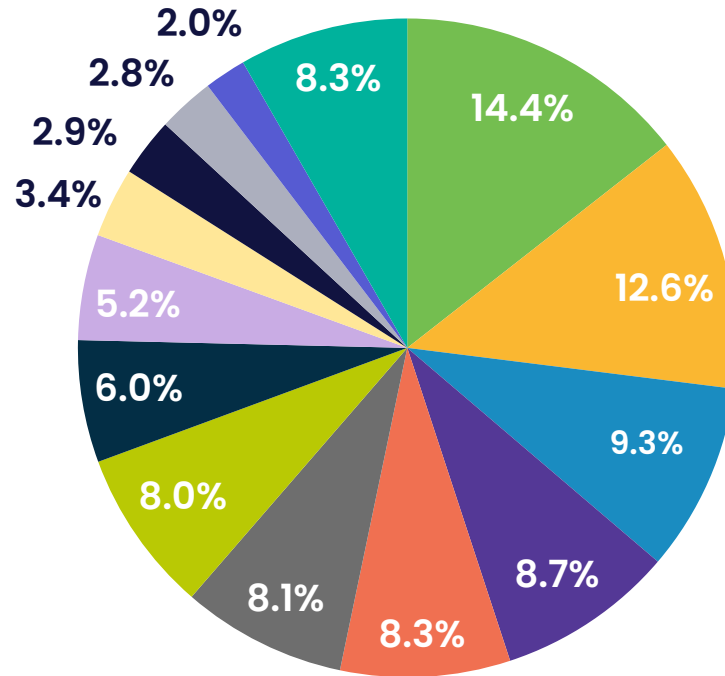
Portfolio	Overdue portfolio 90+ days	Number of loans
\$263	8.8%	10,166

• Balances at the end of December 2023

* Figures in millions of pesos

DXN: By Government Entity

- STPRM 25 PEMEX
- STPRM 43 PEMEX
- MAGISTERIO BCN
- ISSSTECALI ACTIVE
- ISSSTECALI RETIRED
- COAH. SNTE 05
- NL SNTE 21
- NL SNTE 50
- GOB. DE TAMAULIPAS
- BCN - CESPM
- BCN - CECYTE
- JAL - IPEJAL JYP
- BCN - CESPE
- OTHERS (20 COLLECTIVES)



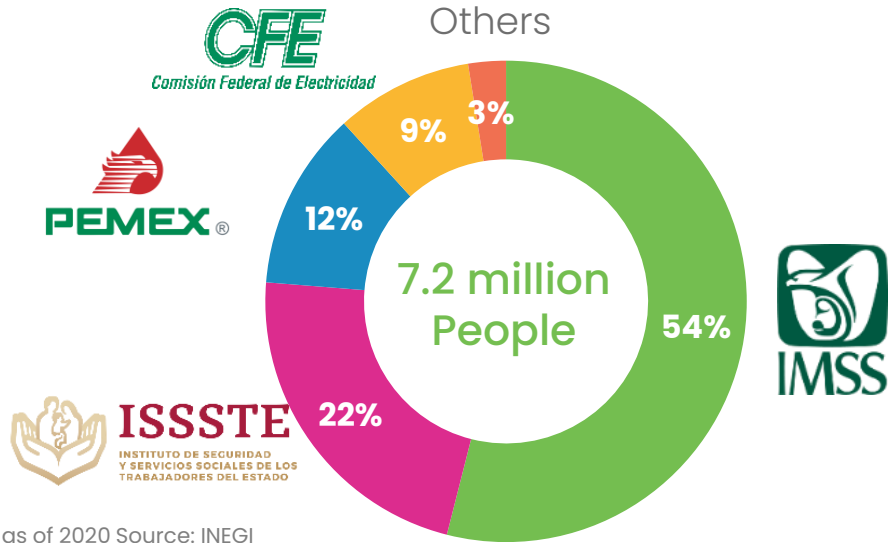
* Closure 2023

Portfolio	Overdue portfolio 90+ days	Number of loans
\$225	6.7%	6,213

4. Our Target Market

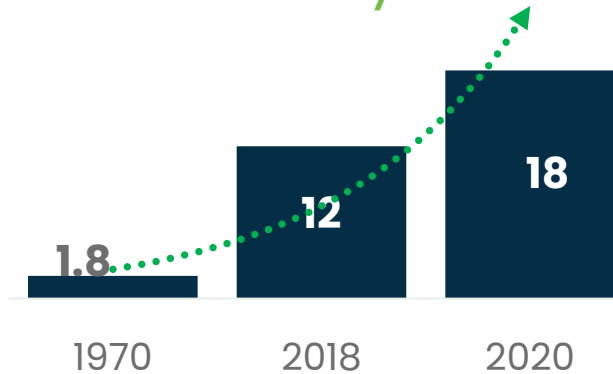
Retirees with a Pension by Entity who funds the pension Overview

The significant increase in the older adult population represents a great market opportunity.



Data as of 2020 Source: INEGI

Adults over 60 years old.

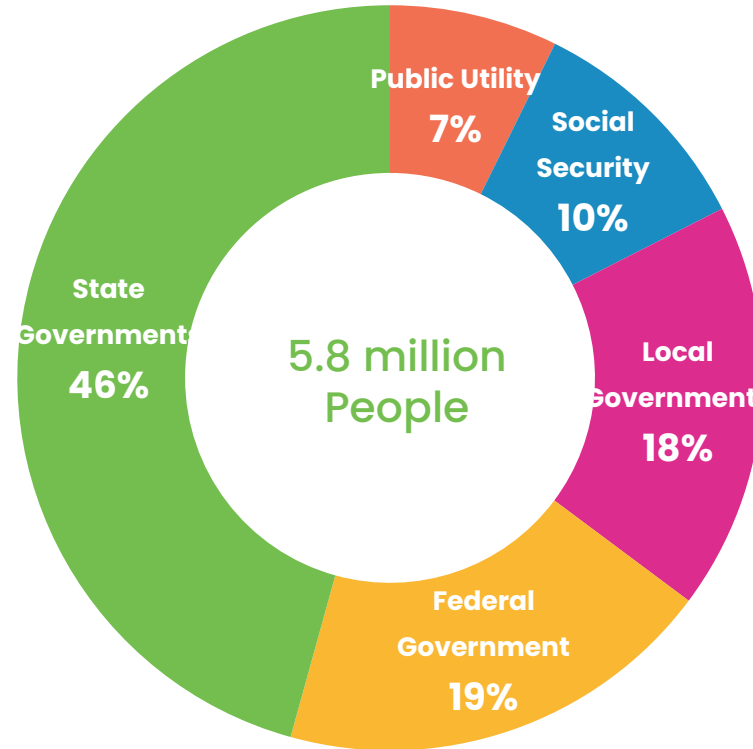


50%
Growth from 2018 to 2020 in older adults over 60 years.

*Figures in millions of people

Active Government Employees Overview

Average Annual Remuneration In Mexican Pesos per person in 2019.



Federal Employees

Average monthly salary \$29,131 mxp

Public Utility Employees

Average monthly salary \$42,861 mxp

Social Security Employees

Average monthly salary \$32,957 mxp

State Government Employees

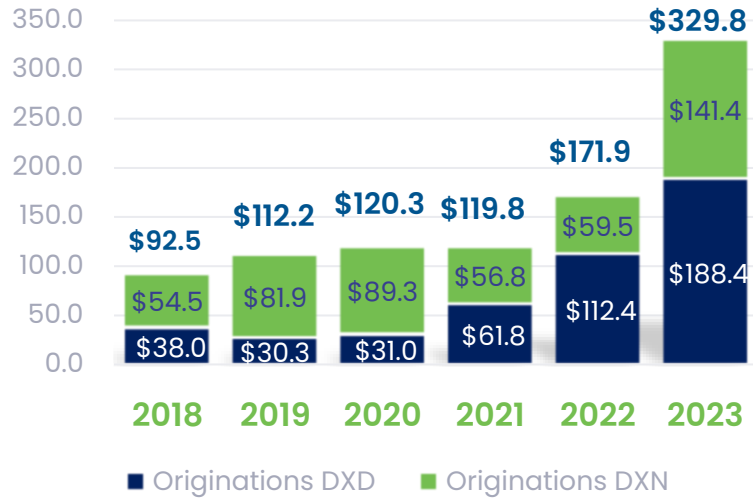
Average monthly salary \$30,112 mxp

Local Government Employees

Average monthly salary \$11,962 mxp

5. Our Performance

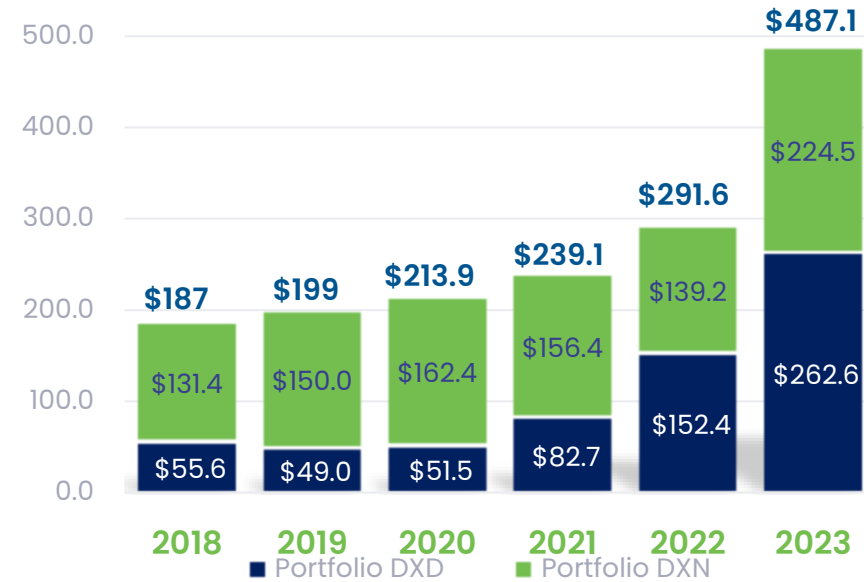
Evolution of Net Originations DXD and DXN



Compound Annual Growth Rate

Vs.'22	92%
Vs. Beginning BANREGIO Trust	29%
Vs. Post COVID	40%

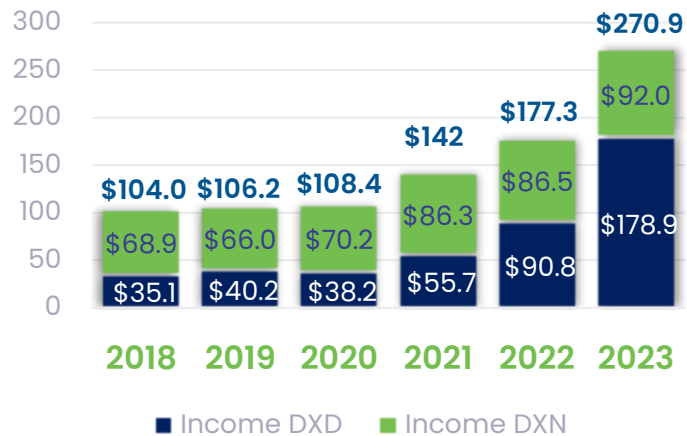
Evolution of Loan Portfolio



Compound Annual Growth Rate

Vs.'22	67%
Vs. Beginning BANREGIO Trust	21%
Vs. Post COVID	32%

Evolution of DXD and DXN Interest Income



Compound Annual Growth Rate

Vs.'22	53%
Vs. Beginning BANREGIO Trust	21%
Vs. Post COVID	36%

Evolution of Net Profit



Compound Annual Growth Rate

Vs.'22	22%
Vs. Beginning BANREGIO Trust	129%
Vs. Post COVID	16%

Financial Summary

Concept	2018	2019	2020	2021	2022	2023
New Loan Originations	\$92.5	\$112.2	\$120.3	\$119.8	\$171.9	\$329.8
Loan Portfolio Outstanding Balance	\$187.0	\$199.0	\$213.9	\$239.1	\$291.6	\$487.1
Past Due Loan Portfolio > 90 days	\$28.6	\$34.3	\$19.2	\$18.5	\$18.5	\$34.2
<i>Overdue Portfolio / Total Portfolio (%)</i>	<i>15.3%</i>	<i>17.2%</i>	<i>9.0%</i>	<i>7.7%</i>	<i>6.3%</i>	<i>7.0%</i>
Cash and Equivalents	\$11.3	\$15.3	\$18.2	\$36.7	\$30.1	\$67.4
Interest - Bearing Debt	\$101.2	\$100.2	\$80.9	\$109.2	\$161.2	\$388.2
BANREGIO Trust Investment (Equity) Balance	\$109.4	\$143.7	\$193.2	\$206.7	\$220.3	\$257.8
Leverage over BANREGIO Trust	0.92x	0.70x	0.42x	0.53x	0.73x	1.51x
Interest Income	\$103.9	\$106.2	\$108.4	\$142.0	\$177.3	\$270.9
<i>Interest Income / Average Portfolio (%)</i>	<i>40.5%</i>	<i>55.0%</i>	<i>52.5%</i>	<i>62.7%</i>	<i>66.8%</i>	<i>69.6%</i>
Financial Margin after Loan Loss Reserves	\$52.9	\$66.5	\$82.1	\$107.5	\$128.7	\$169.5
<i>Financial Margin / Income (%)</i>	<i>50.9%</i>	<i>62.6%</i>	<i>75.7%</i>	<i>75.7%</i>	<i>72.6%</i>	<i>62.6%</i>
Sales, Admin, Ops, and Tax Expenses	\$52.2	\$59.1	\$53.1	\$73.6	\$91.9	\$124.6
<i>% of Sales, Admin, Ops, and Tax Expenses / Income (%)</i>	<i>98.6%</i>	<i>88.9%</i>	<i>64.7%</i>	<i>68.5%</i>	<i>71.4%</i>	<i>73.5%</i>
Net Profit	\$0.7	\$7.4	\$29.0	\$33.9	\$36.8	\$44.9
<i>Net Profit / Income (%)</i>	<i>0.7%</i>	<i>7.0%</i>	<i>26.8%</i>	<i>23.9%</i>	<i>20.8%</i>	<i>16.6%</i>
Net Profit / Average Portfolio (%)	0.1%	3.8%	14.0%	15.0%	13.9%	11.5%
Net Profit / Average BANREGIO Trust Investment (%)	N/A	5.8%	17.2%	17.0%	17.2%	18.8%

6. Strategy: Our Future

Growth Strategy Based on 4 Pillars.



Our Values

- **Innovation:** "We foster environments that inspire ongoing innovation."
- **Agility and Excellence:** "We act with leadership and excellence in everything we do. Let's solve quickly, let's GO!"
- **Proactivity:** "Passion for learning and improving our world."
- **Responsibility and Teamwork:** "We work together towards a common goal."
- **Value Relationships:** "We value and build open, honest, strong, and lasting relationships."



Mission

To create competitive and high-quality financial products and services that support our clients in achieving their financial goals.



Vision

To be the financial institution of reference in the sector for its work ethics, profitability, service fulfillment, efficiency, and human approach towards our clients, employees, and investors.



7. Cash Flow & Investment Structure

Investment Outlook in GO Credit

1. GO CREDIT operates in a market of approximately 9 to 12 million people with a shortage loan products offerings.
 - **Today we don't even have 1% of the market in which we participate.**
2. 14 years of existence, of which 12 years have been profitable.
3. Since the creation of the Banregio Trust, GO CREDIT has paid dividends for 74 months punctually.
4. Our risk and collections management practices are best in class in the industry. we have developed robust tools and practices that allows to predict and collect with high efficiency.
5. Continue scaling up our loan portfolio via cost optimization and risk diversification to achieve high risk adjusted returns for our investors
 - **In 2023 we already deliver +18% IRR in MXN and more than 30% IRR in USD to our Banregio Trust Investors.**

GO Credit Priorities

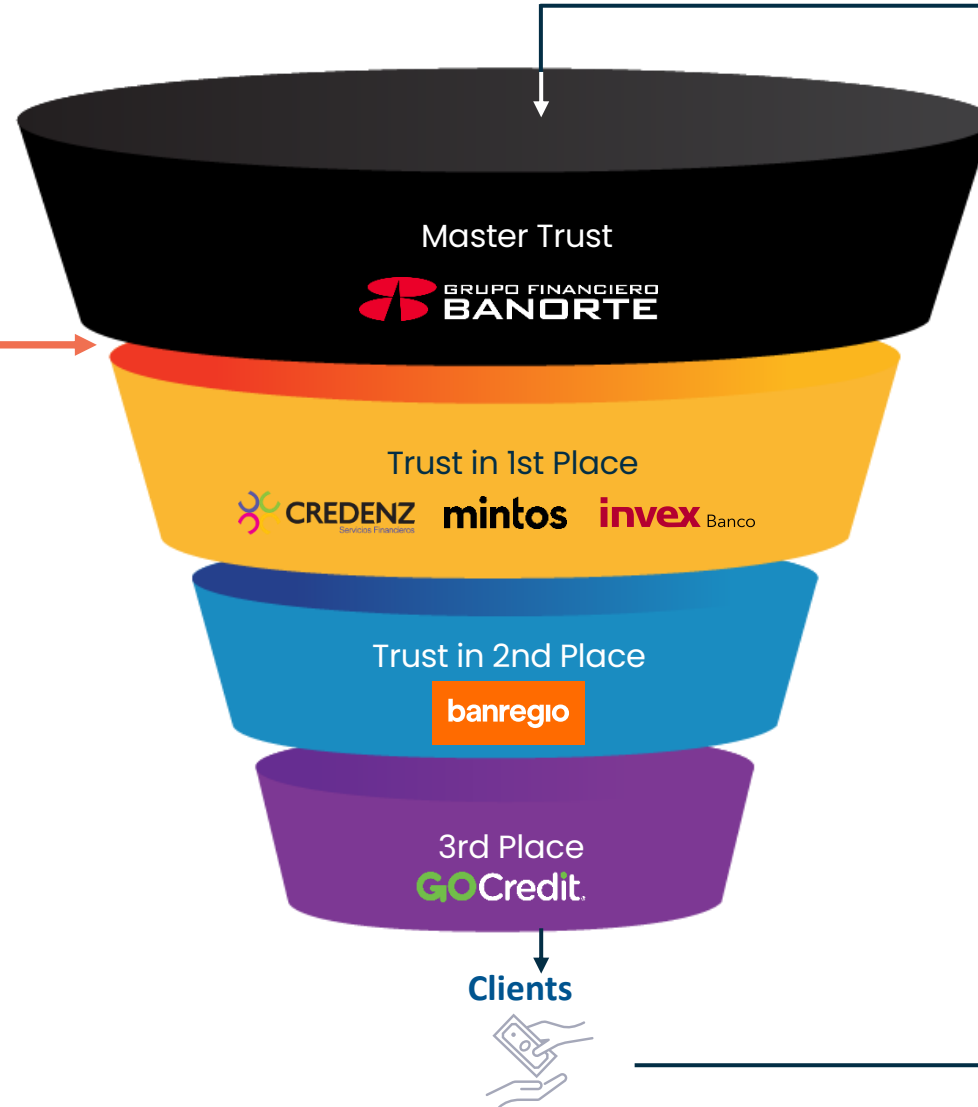
1. Raise investment in Banregio in the range of 150 to 200 MM mxp
2. Optimize and Increase Debt to obtain financial leverage between 300 and 400 MM mxp
3. Continue with the sales cost optimization program and diversification of loan portfolio.
4. Continue building a highly valued organization and responsible leadership team (best in class organizational culture).
5. Continue implementing **GO Credit Corporate Governance Processes**
 - Corporate Governance (Prime Certification)
 - Improve the rating from BBB to A+
 - Portfolio diversification Risk Management Triggers
 - Adequate levels of delinquency
 - Greater Profitability and Scale

Loan Collections Waterfall

- Payments and fund distribution supervised and controlled by LINQ as master administrator.



- Platform designed to back up the capital invested by our investors and Support debt structures .

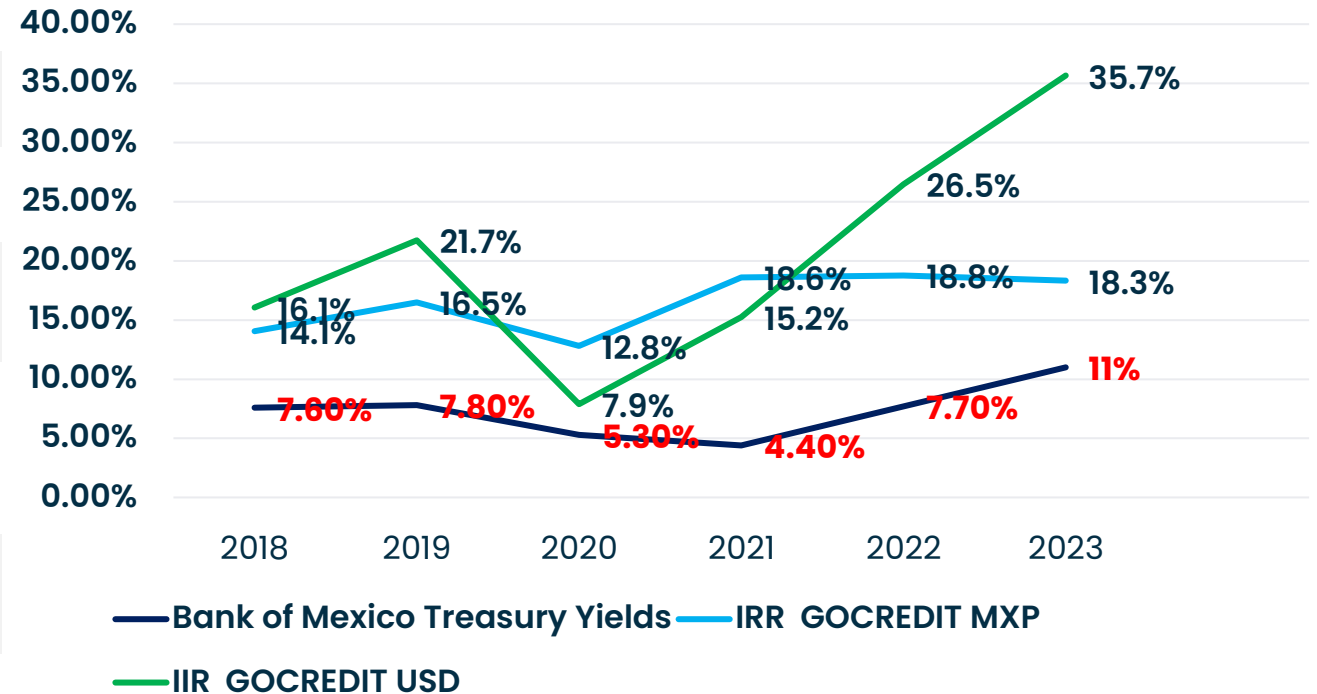


- Receives collections from credited parties via automatic bank sweeps or direct government payments.
- Debt service derived from the collection of credits assigned as a guarantee to each creditor.
- Second-place creditors as Trustees participate in the distribution of the company's net profit.
- Once all financial obligations are met, GO Credit receives funds for its operations.

Banregio Trust Private Equity Ever Green Financial Structure

Minimum Investment	\$5 million mxp
Term	3 years renewable for 2 more years
Yield	<ul style="list-style-type: none"> Preferred 10% per contractually; 2024 :12% Remaining: Fiscal Year – End Closure
Payments	<ul style="list-style-type: none"> Preferred: Monthly Remaining Net Profit: Annual
Calculation of remaining yield: (Lower between net profit and net operating cash flow)	
Less	<ul style="list-style-type: none"> Preferred Yield. mangament fee: 2% x investment balance managed. Reserve (1% of income).
Equals	Distributable Amount
Less	Contingent (General partner 20% to 35% fee depending in yearly IRR delivered to Lead Partners)
Equals	Remaining yields to Lead partner investors.

Historical Returns Banregio Trust vs. CETES



8. Conclusions

Conclusions

- **Focused on achieving high profitability...** We are interested in always growing but only if the premise of generating risk adjusted returns, where we can achieve more than 20% IRR's.
- **Senior Management Team With High Degree Of Experience And Specialization in consumer personal Loan Portfolio.**
 - All directors have more than 15 years of experience in the consumer personal loan in companies significantly larger than GO Credit.
- **High Degree of Responsibility and Commitment to Our Investors...**
 - Financial Structure (with segregated collections cash flow and it's managed by a third-party AAA credit rated)
 - Implementing Corporate Governance (prime certification)
 - Audited by Deloitte for 5 years and 1 year by RSM, Qualified with Investment Grade BBB
 - Auditing Risk Processes with Expert Consultants (Castor and Pollux)
- **Obtaining capital markets funding gives us access to extraordinarily competitive rates and we are couple of years of achieving this, allowing us to increases our capacity for growth and margin expansion**
- **We are creating a culture to serve significantly better our customers by delivering a very fast and reliable experience to get financial solutions.**

9. Appendix

- **Leverage:** Credit portfolio assigned as collateral.
- **BBB Rating:** Implies investment grade as granted by rating agencies. Represents a high degree of investment security.
- **DXD:** Direct debit credit discount.
- **DXN:** Payroll credit discount.
- **Loan Portfolio:** Outstanding balance of the loan portfolio at the end of the period.
- **Net Originations:** Amount disbursed by the company to the client after amounts previously granted (refinancings).
- **Adjusted Financial Margin minus credit loss reservs :** Result of the financial margin (Earned income - Interest paid) minus credit loss reserves.
- **Internal Rate of Return GO CREDIT MXN:** Annualized return on investment at the end of each year in MXN.
- **Internal Rate of Return GO CREDIT USD:** Annualized return on investment at the end of each year in USD.

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