



Migration Analysis for La Hipotecaria S.A. de C.V El Salvador

Personal Loans October 2014

An analysis of historical loan payment data was used to compile a migration analysis of delinquency by annual vintage. Delinquencies for each vintage were grouped into the following buckets; Current, 1-30, 31-60, 61-90, 91-120, 121-150, 151-180, and 180+. Results are provided in graphical and tabular form. The cutoff date is 10/31/2014.

Personal Loans - La Hipotecaria El Salvador Migration Analysis (All Vintages)

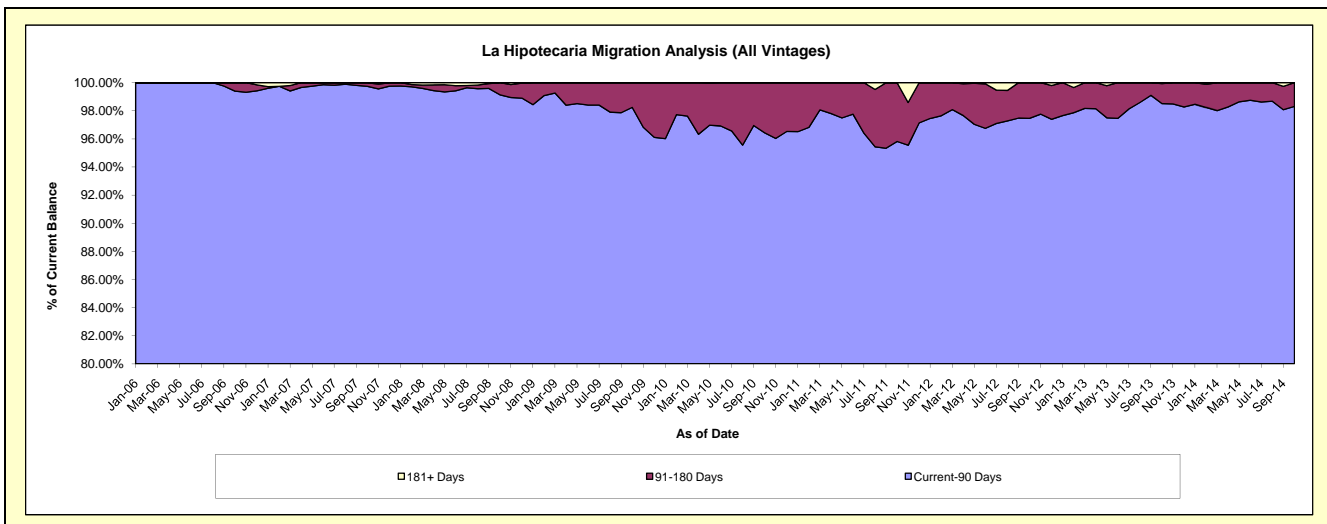
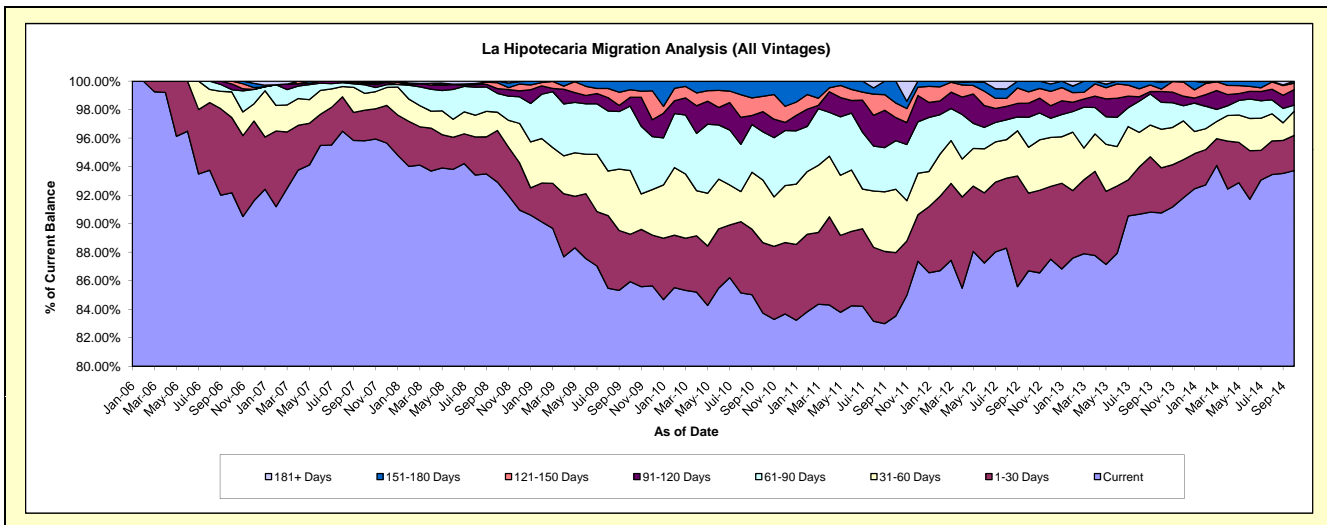
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	1,238,745.66	5,617,528.72	9,144,627.26	8,101,706.83	6,682,218.94	4,836,990.62	4,629,269.80	5,144,163.08	5,679,833.88
	Oct-06	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14	
Current	1,141,795.67	5,382,711.43	8,497,121.39	6,962,381.71	5,594,434.95	4,040,141.47	4,013,460.71	4,668,681.92	5,323,448.59	
1-30 Days	65,379.68	120,105.82	331,208.29	269,346.50	330,603.83	214,917.65	252,274.18	162,979.09	140,193.31	
31-60 Days	22,240.96	66,544.46	117,142.49	362,299.64	293,383.46	215,040.81	148,987.75	139,068.49	96,185.95	
61-90 Days	1,926.46	33,979.80	120,821.78	365,675.12	225,762.73	164,987.05	97,215.60	96,942.45	24,399.95	
91-120 Days	4,934.39	4,300.00	30,811.01	50,394.71	95,049.84	78,406.59	45,907.30	39,062.67	61,583.91	
121-150 Days	2,468.50	4,493.14	37,507.82	43,212.57	72,116.46	49,449.38	36,993.11	8,832.90	26,234.95	
151-180 Days	-	5,394.07	10,014.48	48,396.58	70,867.67	74,047.67	34,431.15	25,375.89	7,787.22	
181+ Days	-	-	-	-	-	-	-	3,219.67	-	

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	1,238,745.66	5,617,528.72	9,144,627.26	8,101,706.83	6,682,218.94	4,836,990.62	4,629,269.80	5,144,163.08	5,679,833.88
	Oct-06	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14	
Current	92.17%	95.82%	92.92%	85.94%	83.72%	83.53%	86.70%	90.76%	93.73%	
1-30 Days	5.28%	2.14%	3.62%	3.32%	4.95%	4.44%	5.45%	3.17%	2.47%	
31-60 Days	1.80%	1.18%	1.28%	4.47%	4.39%	4.45%	3.22%	2.70%	1.69%	
61-90 Days	0.16%	0.60%	1.32%	4.51%	3.38%	3.41%	2.10%	1.88%	0.43%	
91-120 Days	0.40%	0.08%	0.34%	0.62%	1.42%	1.62%	0.99%	0.76%	1.08%	
121-150 Days	0.20%	0.08%	0.41%	0.53%	1.08%	1.02%	0.80%	0.17%	0.46%	
151-180 Days	0.00%	0.10%	0.11%	0.60%	1.06%	1.53%	0.74%	0.49%	0.14%	
181+ Days	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.06%	0.00%	
Current - 90 Days	99.40%	99.75%	99.14%	98.25%	96.44%	95.83%	97.47%	98.51%	98.32%	
91-180 Days	0.60%	0.25%	0.86%	1.75%	3.56%	4.17%	2.53%	1.42%	1.68%	



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2006 Vintage)

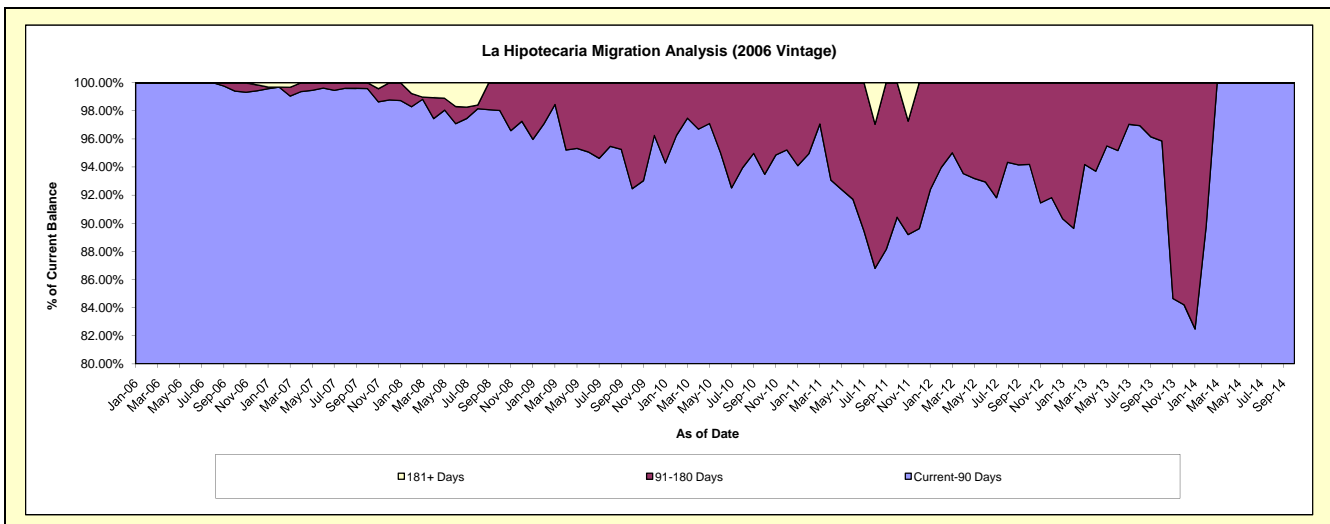
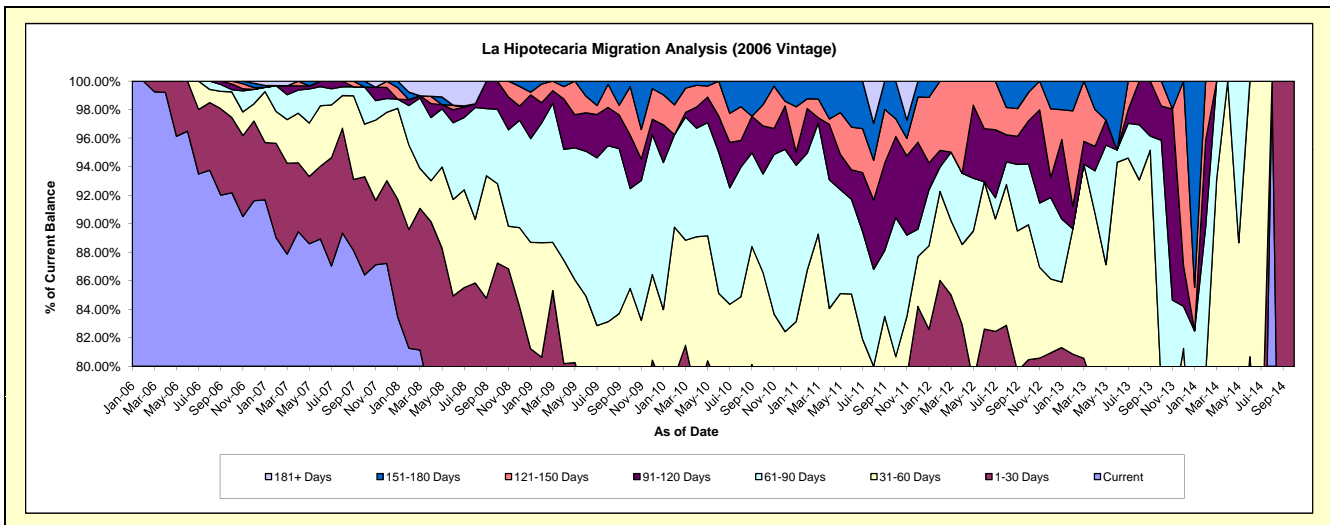
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	1,238,745.66	1,305,799.42	876,639.35	624,800.84	399,723.91	221,707.20	107,493.12	36,366.29	452.88
	Oct-06	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14	
Current	1,141,795.67	1,128,345.61	685,817.51	427,368.98	265,190.74	155,410.30	69,345.01	20,792.85	98.29	
1-30 Days	65,379.68	89,892.45	78,974.61	53,627.90	45,604.22	12,820.20	17,147.40	4,334.47	354.59	
31-60 Days	22,240.96	48,187.49	48,841.58	52,981.09	35,326.34	10,648.48	10,172.81	3,400.42	-	
61-90 Days	1,926.46	33,979.80	45,725.89	43,744.45	27,561.49	21,631.18	4,582.23	6,330.10	-	
91-120 Days	4,934.39	-	17,279.76	23,477.97	13,509.84	12,590.40	3,259.75	872.54	-	
121-150 Days	2,468.50	-	-	21,181.22	5,907.95	2,747.32	2,141.13	635.91	-	
151-180 Days	-	5,394.07	-	2,419.23	6,623.33	5,859.32	844.79	-	-	
181+ Days	-	-	-	-	-	-	-	-	-	

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	1,238,745.66	1,305,799.42	876,639.35	624,800.84	399,723.91	221,707.20	107,493.12	36,366.29	452.88
	Oct-06	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14	
Current	92.17%	86.41%	78.23%	68.40%	66.34%	70.10%	64.51%	57.18%	21.70%	
1-30 Days	5.28%	6.89%	9.01%	8.58%	11.41%	5.78%	15.95%	11.92%	78.30%	
31-60 Days	1.80%	3.69%	5.57%	8.48%	8.84%	4.80%	9.46%	9.35%	0.00%	
61-90 Days	0.16%	2.60%	5.22%	7.00%	6.90%	9.76%	4.26%	17.41%	0.00%	
91-120 Days	0.40%	0.00%	1.97%	3.76%	3.38%	5.68%	3.03%	2.40%	0.00%	
121-150 Days	0.20%	0.00%	0.00%	3.39%	1.48%	1.24%	1.99%	1.75%	0.00%	
151-180 Days	0.00%	0.41%	0.00%	0.39%	1.66%	2.64%	0.79%	0.00%	0.00%	
181+ Days	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Current - 90 Days	99.40%	99.59%	98.03%	92.47%	93.49%	90.44%	94.19%	95.85%	100.00%	
91-180 Days	0.60%	0.41%	1.97%	7.53%	6.51%	9.56%	5.81%	4.15%	0.00%	



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2007 Vintage)

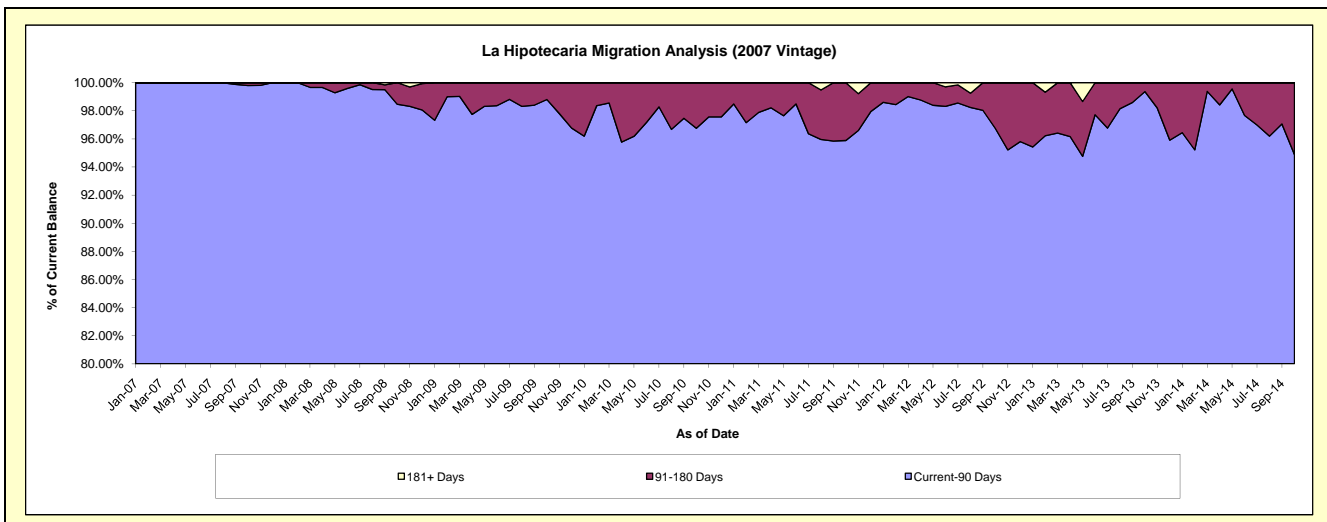
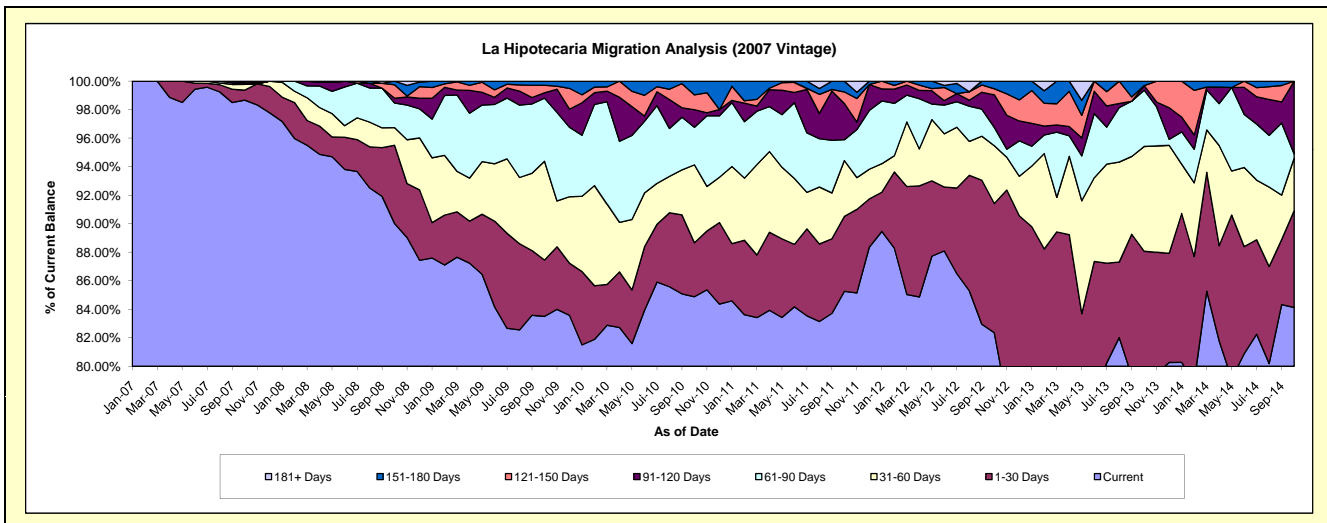
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	4,311,729.30	3,977,519.90	3,273,765.39	2,489,197.01	1,684,800.91	1,045,981.25	633,759.95	347,739.20
	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14		
Current	4,254,365.82	3,580,199.37	2,733,631.71	2,112,835.47	1,436,372.57	861,410.09	500,969.14	292,526.52		
1-30 Days	30,213.37	218,558.11	129,228.71	94,194.51	88,718.85	94,763.05	57,189.78	23,610.94		
31-60 Days	18,356.97	49,069.50	226,936.02	136,015.31	65,839.65	42,446.60	46,576.03	12,796.27		
61-90 Days	-	68,639.37	144,945.88	65,516.05	24,676.91	13,428.93	25,033.81	1,069.33		
91-120 Days	4,300.00	13,531.25	12,283.99	30,901.07	42,839.91	23,947.14	2,023.38	17,736.14		
121-150 Days	4,493.14	37,507.82	17,510.41	25,908.83	13,632.96	4,374.17	-	-		
151-180 Days	-	10,014.48	9,228.67	23,825.77	12,720.06	5,611.27	1,967.81	-		
181+ Days	-	-	-	-	-	-	-	-		

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	4,311,729.30	3,977,519.90	3,273,765.39	2,489,197.01	1,684,800.91	1,045,981.25	633,759.95	347,739.20
	Oct-07	Oct-08	Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14		
Current	98.67%	90.01%	83.50%	84.88%	85.25%	82.35%	79.05%	84.12%		
1-30 Days	0.70%	5.49%	3.95%	3.78%	5.27%	9.06%	9.02%	6.79%		
31-60 Days	0.43%	1.23%	6.93%	5.46%	3.91%	4.06%	7.35%	3.68%		
61-90 Days	0.00%	1.73%	4.43%	2.63%	1.46%	1.28%	3.95%	0.31%		
91-120 Days	0.10%	0.34%	0.38%	1.24%	2.54%	2.29%	0.32%	5.10%		
121-150 Days	0.10%	0.94%	0.53%	1.04%	0.81%	0.42%	0.00%	0.00%		
151-180 Days	0.00%	0.25%	0.28%	0.96%	0.75%	0.54%	0.31%	0.00%		
181+ Days	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
Current - 90 Days	99.80%	98.47%	98.81%	96.76%	95.89%	96.76%	99.37%	94.90%		
91-180 Days	0.20%	1.53%	1.19%	3.24%	4.11%	3.24%	0.63%	5.10%		



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2008 Vintage)

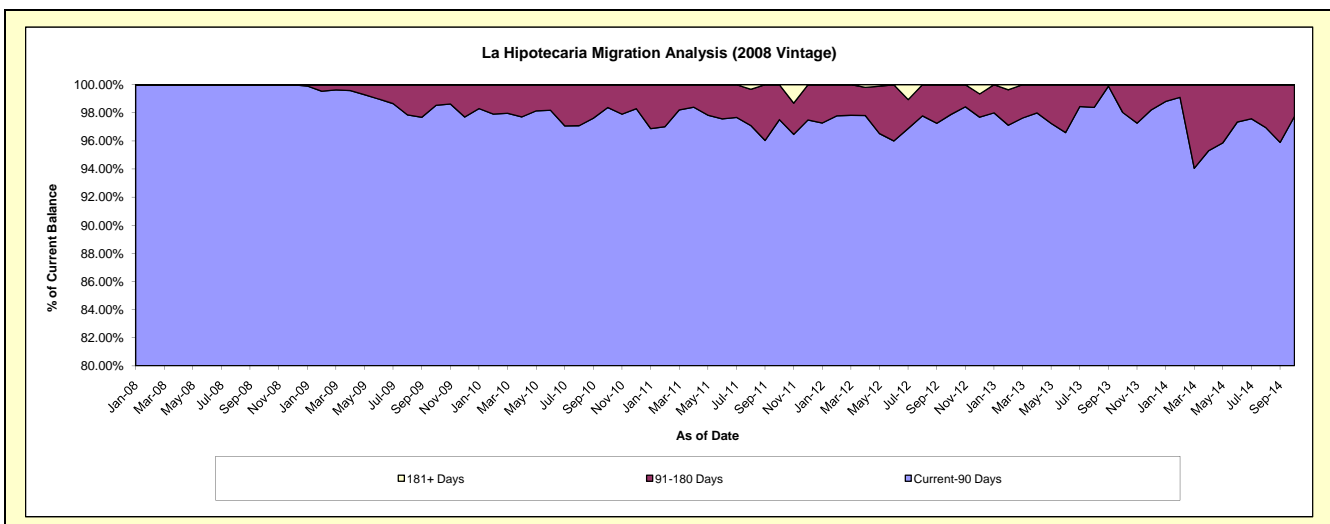
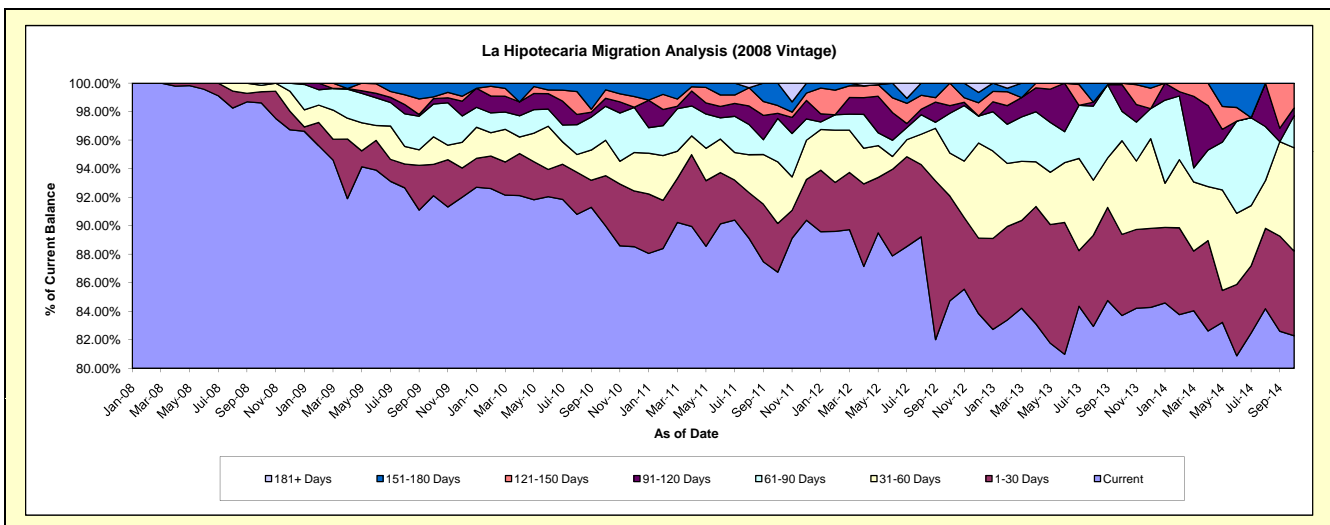
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	-	4,290,468.01	3,816,968.98	3,046,801.43	2,149,239.11	1,519,595.80	1,016,515.82	603,207.75						
			Oct-08		Oct-09		Oct-10		Oct-11		Oct-12		Oct-13		Oct-14	
Current				4,231,104.51	3,515,615.84	2,741,750.83	1,864,315.10	1,287,609.22	850,864.06	496,319.39						
1-30 Days				33,675.57	83,770.87	107,275.13	73,442.59	111,623.45	57,827.22	35,812.39						
31-60 Days				19,231.41	73,882.53	75,813.15	92,880.69	45,852.26	66,794.85	43,710.89						
61-90 Days				6,456.52	87,797.37	72,543.69	65,302.66	42,428.74	20,939.25	13,645.19						
91-120 Days				-	14,632.75	17,068.97	7,865.33	8,068.73	19,064.89	3,294.75						
121-150 Days				-	4,520.94	18,071.25	11,719.90	24,013.40	1,025.55	10,425.14						
151-180 Days				-	-	-	-	-	-	-						
181+ Days				-	-	-	-	-	-	-						

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	-	4,290,468.01	3,816,968.98	3,046,801.43	2,149,239.11	1,519,595.80	1,016,515.82	603,207.75						
			Oct-08		Oct-09		Oct-10		Oct-11		Oct-12		Oct-13		Oct-14	
Current				98.62%	92.10%	89.99%	86.74%	84.73%	83.70%	82.28%						
1-30 Days				0.78%	2.19%	3.52%	3.42%	7.35%	5.69%	5.94%						
31-60 Days				0.45%	1.94%	2.49%	4.32%	3.02%	6.57%	7.25%						
61-90 Days				0.15%	2.30%	2.38%	3.04%	2.79%	2.06%	2.26%						
91-120 Days				0.00%	0.38%	0.56%	0.37%	0.53%	1.88%	0.55%						
121-150 Days				0.00%	0.12%	0.59%	0.55%	1.58%	0.10%	1.73%						
151-180 Days				0.00%	0.96%	0.47%	1.57%	0.00%	0.00%	0.00%						
181+ Days				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%						
Current - 90 Days				100.00%	98.54%	98.38%	97.52%	97.89%	98.02%	97.73%						
91-180 Days				0.00%	1.46%	1.62%	2.48%	2.11%	1.98%	2.27%						



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2009 Vintage)

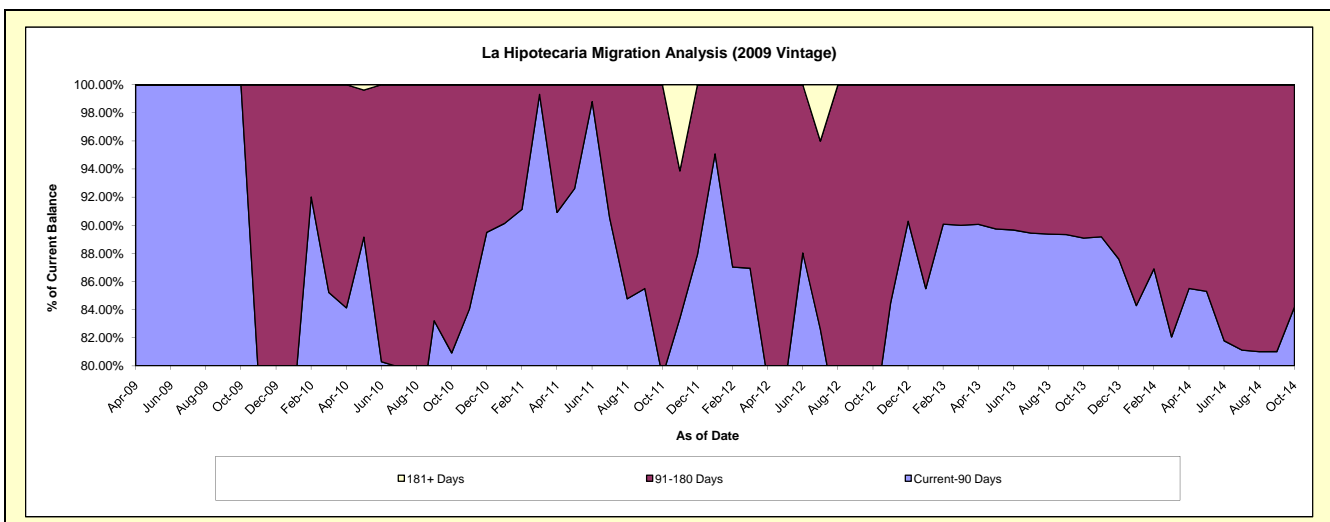
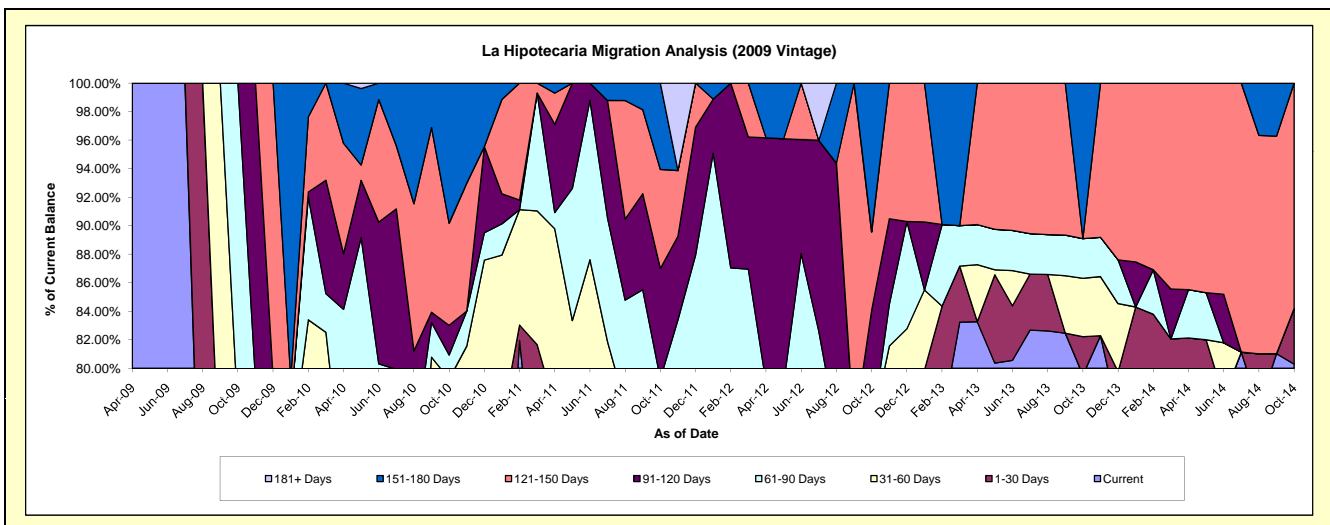
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	-	-	386,171.62	266,055.96	171,806.52	118,274.12	79,814.01	42,737.44
					Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14
Current					285,765.18	134,024.10	103,990.38	74,030.91	63,468.46	34,316.04
1-30 Days					2,719.02	50,885.83	9,095.92	12,411.73	2,151.53	1,660.80
31-60 Days					8,500.00	25,922.98	14,724.56	3,058.13	3,267.57	-
61-90 Days					89,187.42	4,489.15	8,369.05	-	2,224.38	-
91-120 Days					-	5,542.62	13,312.55	9,958.22	-	-
121-150 Days					-	19,051.12	11,906.31	6,464.41	-	6,760.60
151-180 Days					-	26,140.16	10,407.75	12,350.72	8,702.07	-
181+ Days					-	-	-	-	-	-

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	-	-	386,171.62	266,055.96	171,806.52	118,274.12	79,814.01	42,737.44
					Oct-09	Oct-10	Oct-11	Oct-12	Oct-13	Oct-14
Current					74.00%	50.37%	60.53%	62.59%	79.52%	80.30%
1-30 Days					0.70%	19.13%	5.29%	10.49%	2.70%	3.89%
31-60 Days					2.20%	9.74%	8.57%	2.59%	4.09%	0.00%
61-90 Days					23.10%	1.69%	4.87%	0.00%	2.79%	0.00%
91-120 Days					0.00%	2.08%	7.75%	8.42%	0.00%	0.00%
121-150 Days					0.00%	7.16%	6.93%	5.47%	0.00%	15.82%
151-180 Days					0.00%	9.83%	6.06%	10.44%	10.90%	0.00%
181+ Days					0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Current - 90 Days					100.00%	80.93%	79.26%	75.67%	89.10%	84.18%
91-180 Days					0.00%	19.07%	20.74%	24.33%	10.90%	15.82%



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2010 Vintage)

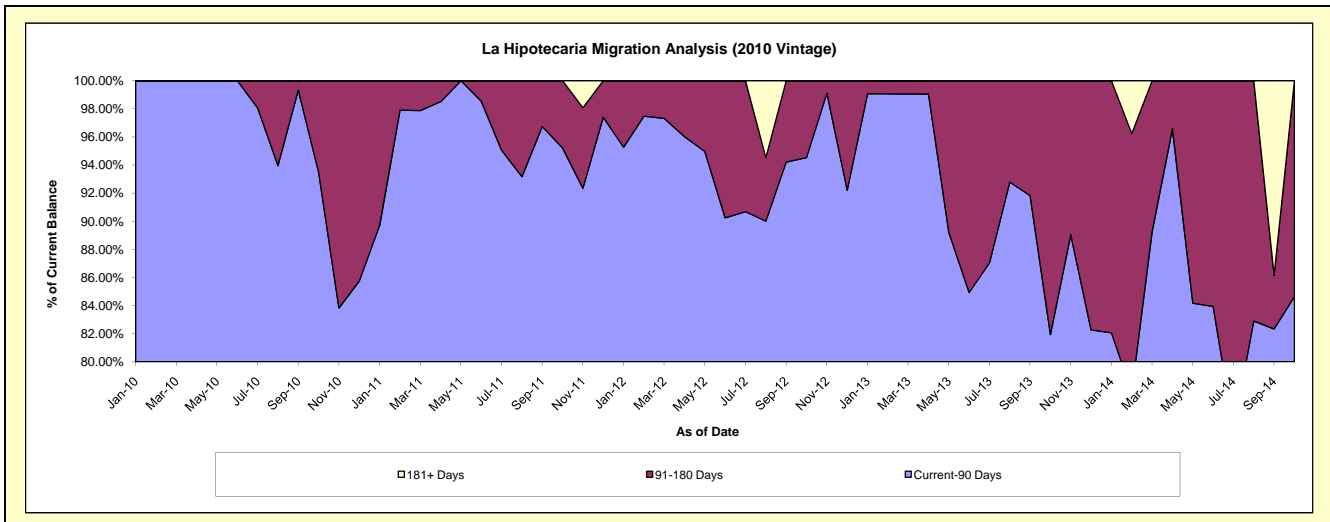
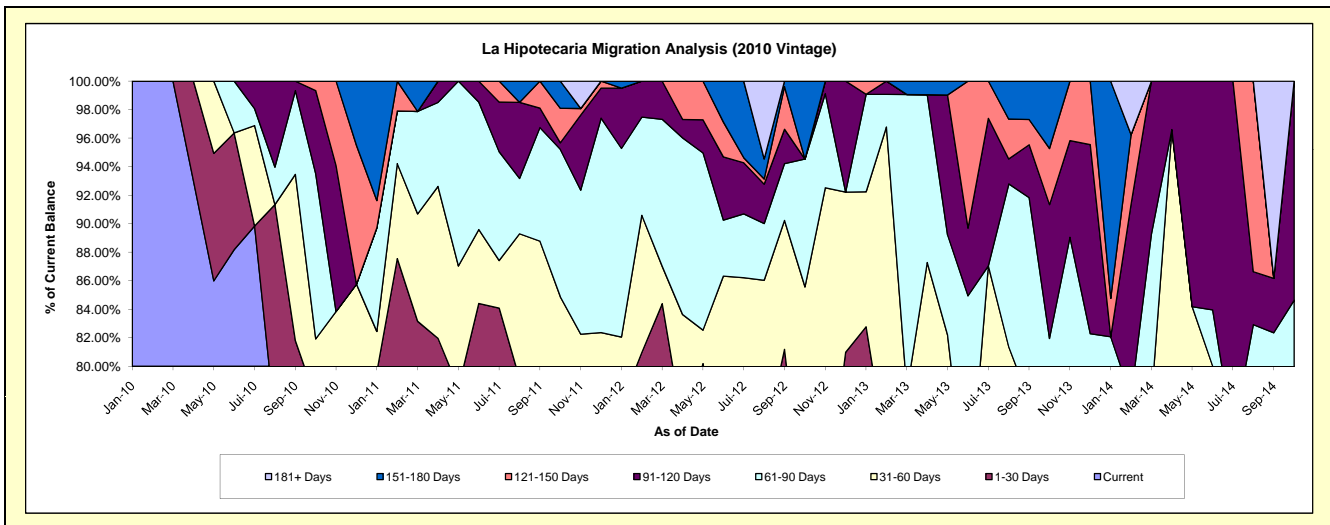
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	-	-	-	480,440.63	390,869.55	285,946.54	182,220.42	85,341.55
						Oct-10	Oct-11	Oct-12	Oct-13	Oct-14
Current						340,633.81	280,239.75	191,663.66	100,848.31	54,741.90
1-30 Days						32,644.14	20,580.61	5,553.32	28,626.44	13,079.37
31-60 Days						20,305.68	30,947.43	47,457.95	9,489.90	-
61-90 Days						55,652.35	40,412.77	25,647.24	10,368.52	4,408.50
91-120 Days						28,027.34	1,798.40	-	17,101.86	13,111.78
121-150 Days						3,177.31	9,442.89	-	7,171.44	-
151-180 Days						-	7,447.70	15,624.37	8,613.95	-
181+ Days						-	-	-	-	-

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	-	-	-	480,440.63	390,869.55	285,946.54	182,220.42	85,341.55
						Oct-10	Oct-11	Oct-12	Oct-13	Oct-14
Current						70.90%	71.70%	67.03%	55.34%	64.14%
1-30 Days						6.79%	5.27%	1.94%	15.71%	15.33%
31-60 Days						4.23%	7.92%	16.60%	5.21%	0.00%
61-90 Days						11.58%	10.34%	8.97%	5.69%	5.17%
91-120 Days						5.83%	0.46%	0.00%	9.39%	15.36%
121-150 Days						0.66%	2.42%	0.00%	3.94%	0.00%
151-180 Days						0.00%	1.91%	5.46%	4.73%	0.00%
181+ Days						0.00%	0.00%	0.00%	0.00%	0.00%
Current - 90 Days						93.50%	95.22%	94.54%	81.95%	84.64%
91-180 Days						6.50%	4.78%	5.46%	18.05%	15.36%



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2011 Vintage)

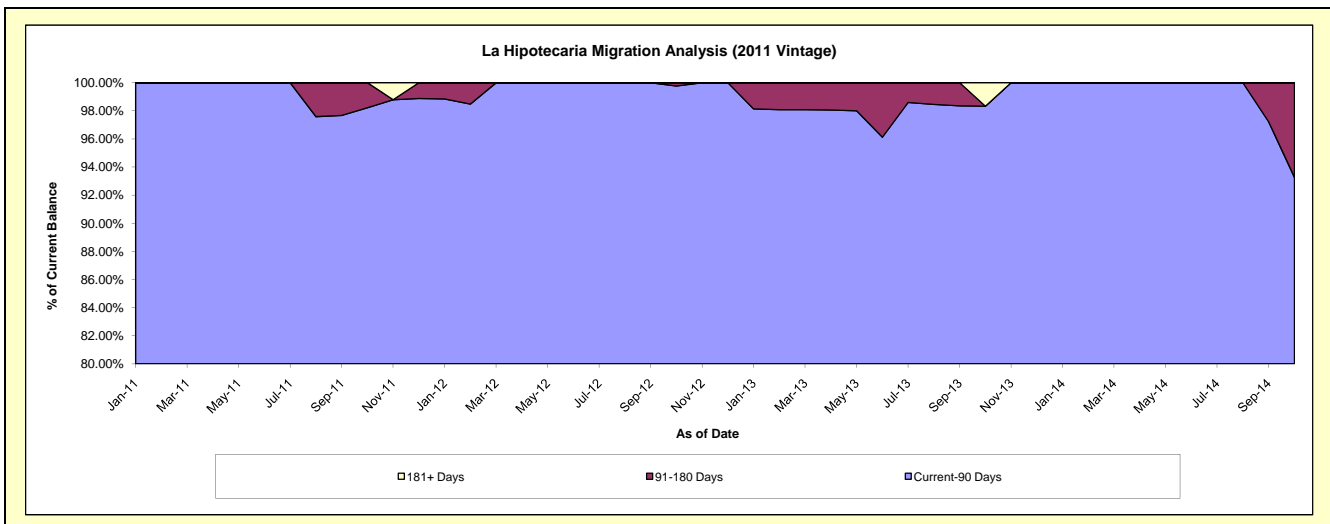
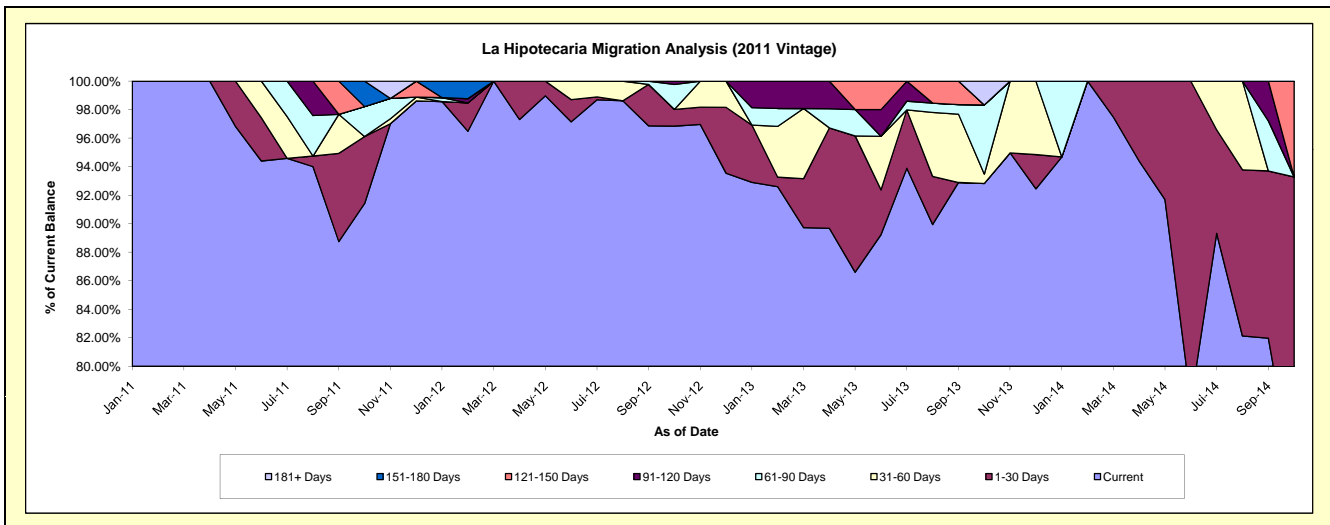
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	-	-	-	-	-	218,567.33	292,561.75	193,554.93	134,677.31
								Oct-11	Oct-12	Oct-13	Oct-14
Current								199,813.37	283,333.16	179,666.57	96,695.48
1-30 Days								10,259.48	3,426.67	-	28,932.62
31-60 Days								-	-	1,275.74	-
61-90 Days								4,594.48	5,128.46	9,392.95	-
91-120 Days								-	673.46	-	-
121-150 Days								-	-	-	9,049.21
151-180 Days								3,900.00	-	-	-
181+ Days								-	-	3,219.67	-

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	-	-	-	-	-	218,567.33	292,561.75	193,554.93	134,677.31
								Oct-11	Oct-12	Oct-13	Oct-14
Current								91.42%	96.85%	92.82%	71.80%
1-30 Days								4.69%	1.17%	0.00%	21.48%
31-60 Days								0.00%	0.00%	0.66%	0.00%
61-90 Days								2.10%	1.75%	4.85%	0.00%
91-120 Days								0.00%	0.23%	0.00%	0.00%
121-150 Days								0.00%	0.00%	0.00%	6.72%
151-180 Days								1.78%	0.00%	0.00%	0.00%
181+ Days								0.00%	0.00%	1.66%	0.00%
Current - 90 Days								98.22%	99.77%	98.34%	93.28%
91-180 Days								1.78%	0.23%	0.00%	6.72%



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2012 Vintage)

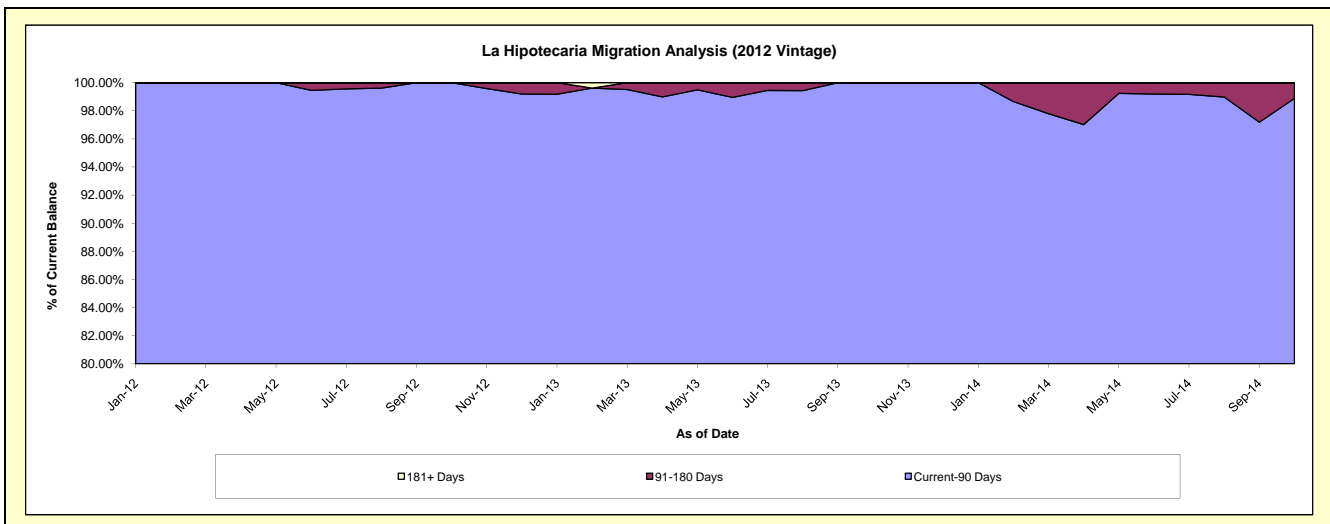
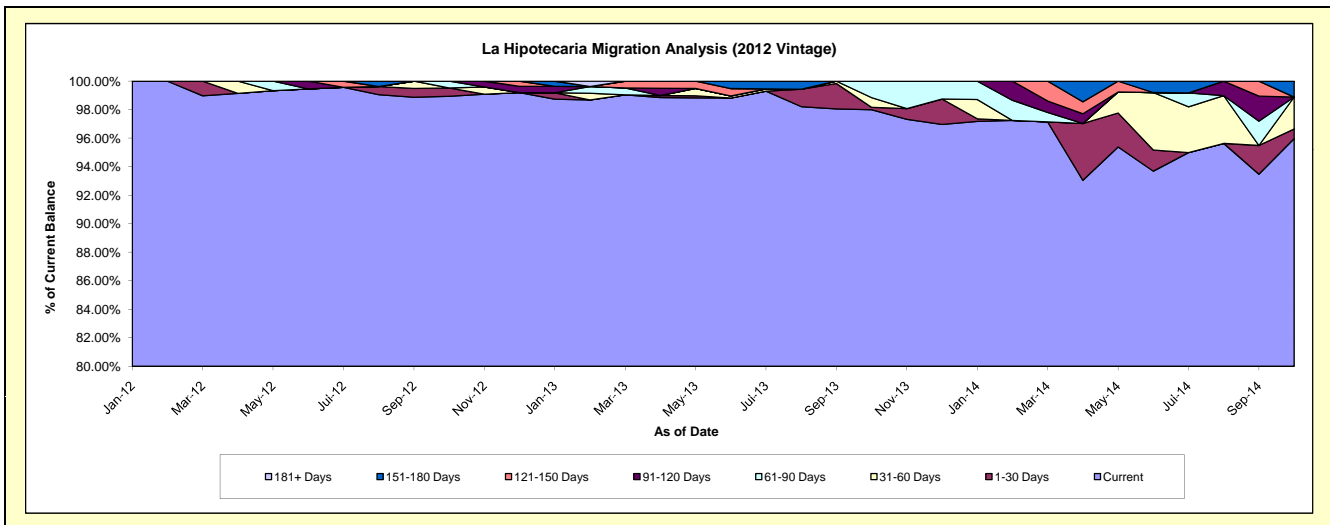
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance	-	-	-	-	-	-	-	-	-	1,259,417.22	1,212,968.54	696,617.74
										Oct-12	Oct-13	Oct-14
Current										1,246,068.66	1,188,644.84	668,483.19
1-30 Days										7,348.56	2,021.13	4,771.89
31-60 Days										-	8,263.98	15,575.44
61-90 Days										6,000.00	14,038.59	-
91-120 Days										-	-	-
121-150 Days										-	-	-
151-180 Days										-	-	7,787.22
181+ Days										-	-	-

Delinquency Status (% of Current Balance)

Current Portfolio Balance	-	-	-	-	-	-	-	-	-	1,259,417.22	1,212,968.54	696,617.74
										Oct-12	Oct-13	Oct-14
Current										98.94%	97.99%	95.96%
1-30 Days										0.58%	0.17%	0.69%
31-60 Days										0.00%	0.68%	2.24%
61-90 Days										0.48%	1.16%	0.00%
91-120 Days										0.00%	0.00%	0.00%
121-150 Days										0.00%	0.00%	0.00%
151-180 Days										0.00%	0.00%	1.12%
181+ Days										0.00%	0.00%	0.00%
Current - 90 Days										100.00%	100.00%	98.88%
91-180 Days										0.00%	0.00%	1.12%



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2013 Vintage)

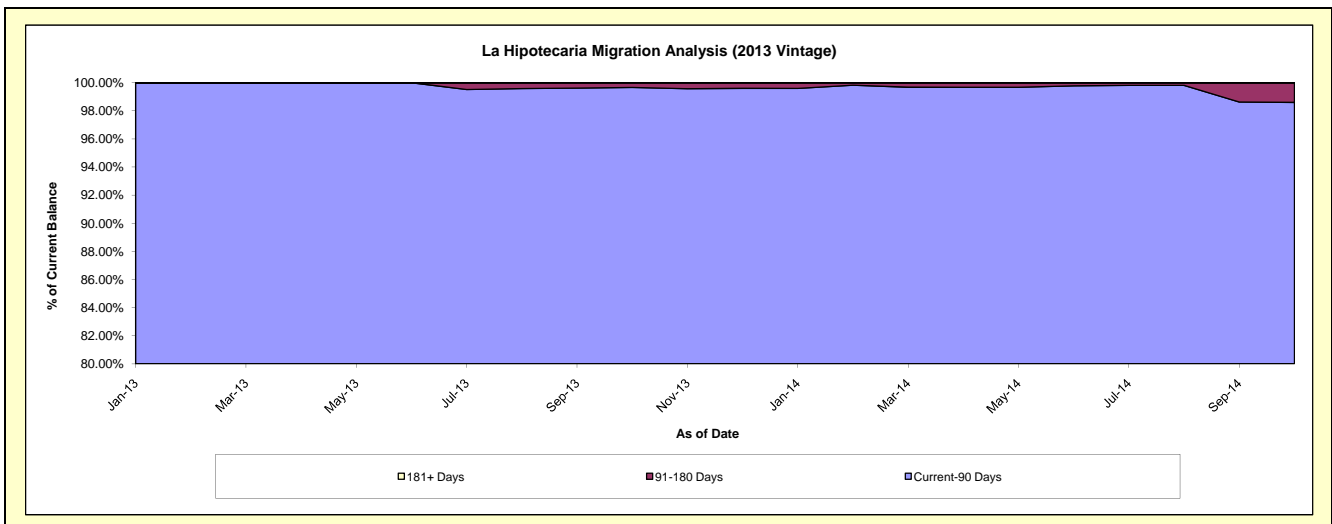
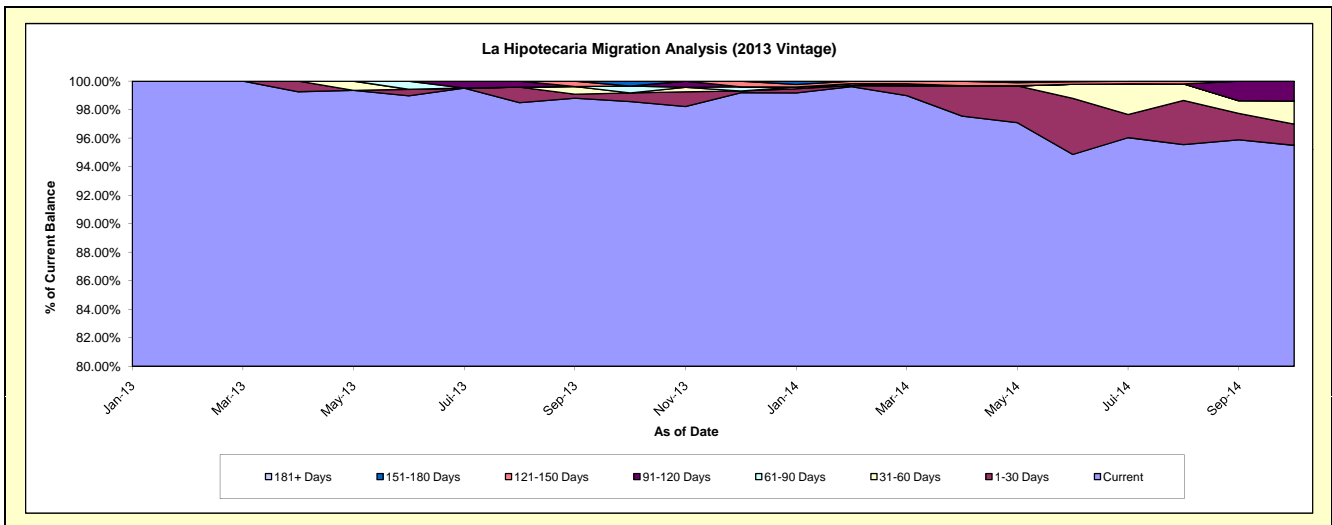
Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance										1,788,963.12	1,495,586.70
										Oct-13	Oct-14
Current										1,763,427.69	1,428,270.43
1-30 Days										10,828.52	22,291.77
31-60 Days										-	24,103.35
61-90 Days										8,614.85	-
91-120 Days										-	20,921.15
121-150 Days										-	-
151-180 Days										6,092.06	-
181+ Days										-	-

Delinquency Status (% of Current Balance)

Current Portfolio Balance										1,788,963.12	1,495,586.70
										Oct-13	Oct-14
Current										98.57%	95.50%
1-30 Days										0.61%	1.49%
31-60 Days										0.00%	1.61%
61-90 Days										0.48%	0.00%
91-120 Days										0.00%	1.40%
121-150 Days										0.00%	0.00%
151-180 Days										0.34%	0.00%
181+ Days										0.00%	0.00%
Current - 90 Days										99.66%	98.60%
91-180 Days										0.34%	1.40%



Personal Loans - La Hipotecaria El Salvador Migration Analysis (2014 Vintage)

Delinquency Status (\$ of Current Balance)

Data Cutoff: 10/31/2014

Current Portfolio Balance										2,273,473.31
										Oct-14
Current										2,251,997.35
1-30 Days										9,678.94
31-60 Days										-
61-90 Days										5,276.93
91-120 Days										6,520.09
121-150 Days										-
151-180 Days										-
181+ Days										-

Delinquency Status (% of Current Balance)

Current Portfolio Balance										2,273,473.31
										Oct-14
Current										99.06%
1-30 Days										0.43%
31-60 Days										0.00%
61-90 Days										0.23%
91-120 Days										0.29%
121-150 Days										0.00%
151-180 Days										0.00%
181+ Days										0.00%
Current - 90 Days										99.71%
91-180 Days										0.29%

