



**GENTERA**

**Corporate  
Presentation  
3Q13**



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**Note:** All Figures in Financial Statements are expressed in Mexican Pesos (Million)



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# A Group that Generates Social, Economic and Human Value

We are a group of companies committed to eradicating financial exclusion at the Base of the Pyramid in the Americas, aspiring to generate social, economic and human value for people through financial inclusion.

**Social Value:** Building to offer financial inclusion opportunities for the largest number of people in the shortest time possible, sharing the benefits with the communities where we do business

**Economic Value:** Building innovative, efficient and profitable business models everyone can benefit from.

**Human Value:** Trusting everyone, and their willingness to grow and realize their potential, to improve and receive financial education to use financial services to their advantage.



# Strategy

## Growth

Reaffirming the growth of Women "Group" Credit, and accelerating the growth of Merchant Credit and Grow your Business Credit and exporting our business model abroad, working on satisfying customers necessities.

## Loyalty

Diversifying our business lines in savings and insurance products, promoting "Additional Credit" and "Home Improvement Credit", offering quality in everything we do to provide a better service to our customers

## Efficiency

Making more with less, optimizing and assuring the quality in our process, working with state of the art technology.

## Leadership

Living our Mystic by developing and reinforcing the leadership of employees. Focusing on an excellent service of high quality, strengthening our position.

# Corporate Governance

## Board of Directors

6 Independent, non-shareholders

3 Managers and shareholders

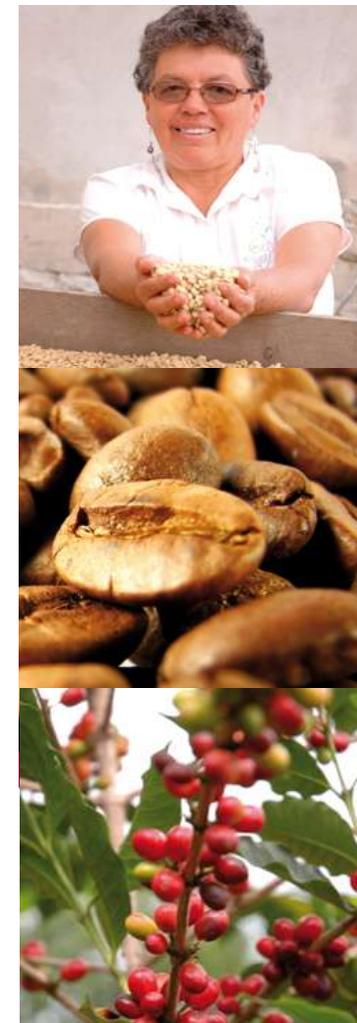
4 Shareholders, non-managers

## Codes

Internal Code of Conduct, based in best practices

Code of Ethics of great importance

**GENTERA** is part of "*Círculo de Empresas de la Mesa Redonda Latinoamericana de Gobierno Corporativo*". This forum is conformed by 20 Latinamerican companies, and has the support of the OCDE, IFC and the Global Forum fo Corporate Governance.

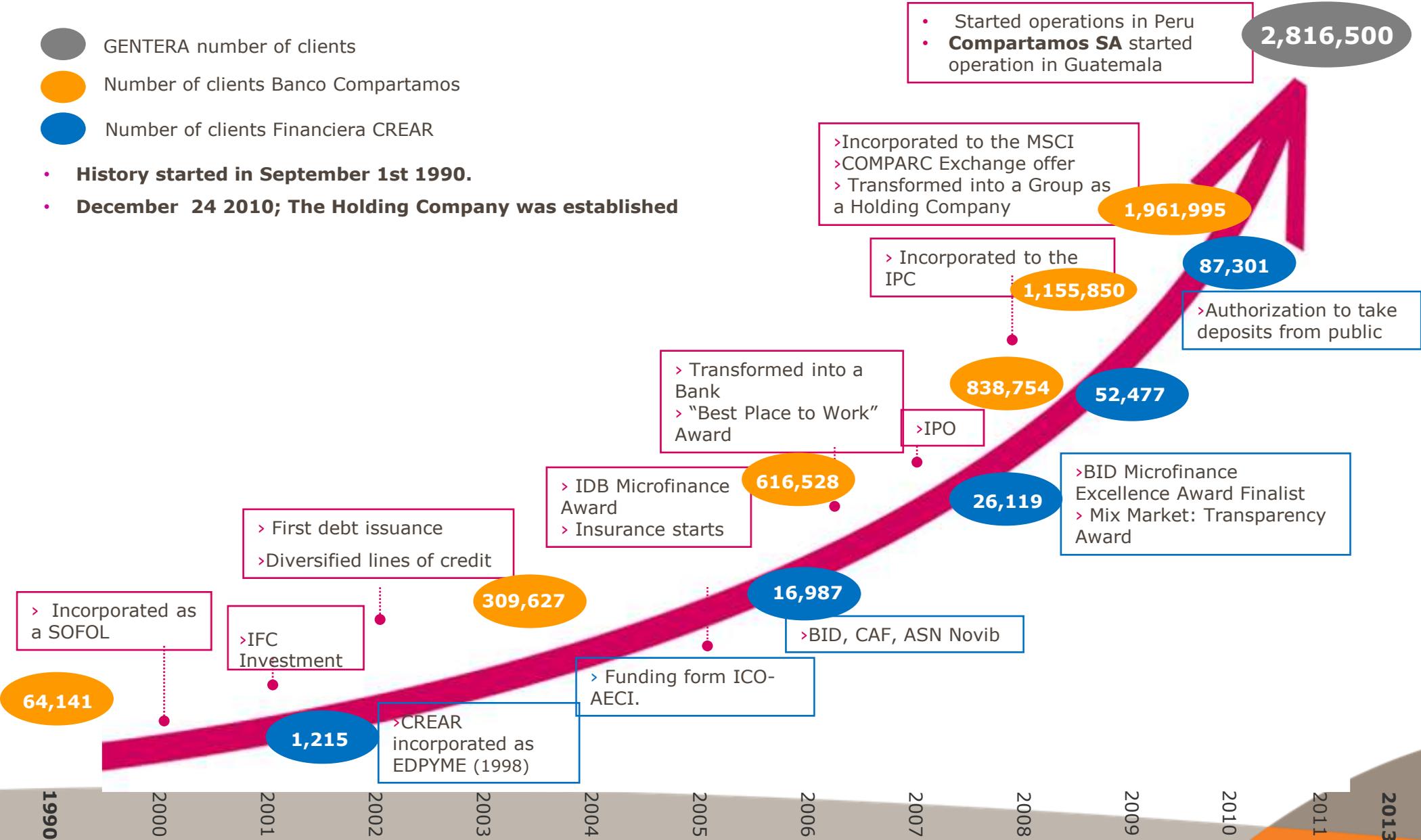


# History



- GENTERA number of clients
- Number of clients Banco Compartamos
- Number of clients Financiera CREAR

- **History started in September 1st 1990.**
- **December 24 2010; The Holding Company was established**



# Corporate Structure



The companies that integrate **GENTERA** are:

- **Banco Compartamos** (Mexico).- Leader of the microfinance industry in the region.
- **Financiera Compartamos** (Peru).- Offers microcredit, microinsurance and savings.
- **Compartamos S.A.** (Guatemala).- With microcredit products.
- **Aterna** (Mexico-Guatemala).- Industry leader in microinsurance products.
- **Yastás** (Mexico).- Correspondent network manager.
- **Fundación Gentera**.- Develops innovative and disruptive models of health and education with high social impact.



# Highlights

## GENTERA

**GENTERA:** 2,816,500 clients  
6,804,901 shares repurchased as of 3Q13

### Compartamos Banco (Mexico)

2,575,691 Clients as of September 2013 & 504 Service Offices  
Global Rating S&P: 'BBB/A-2'  
National scale ratings: S&P: 'mxAAA' ; Fitch: 'AA(mex)'

### Compartamos Financiera (Peru)

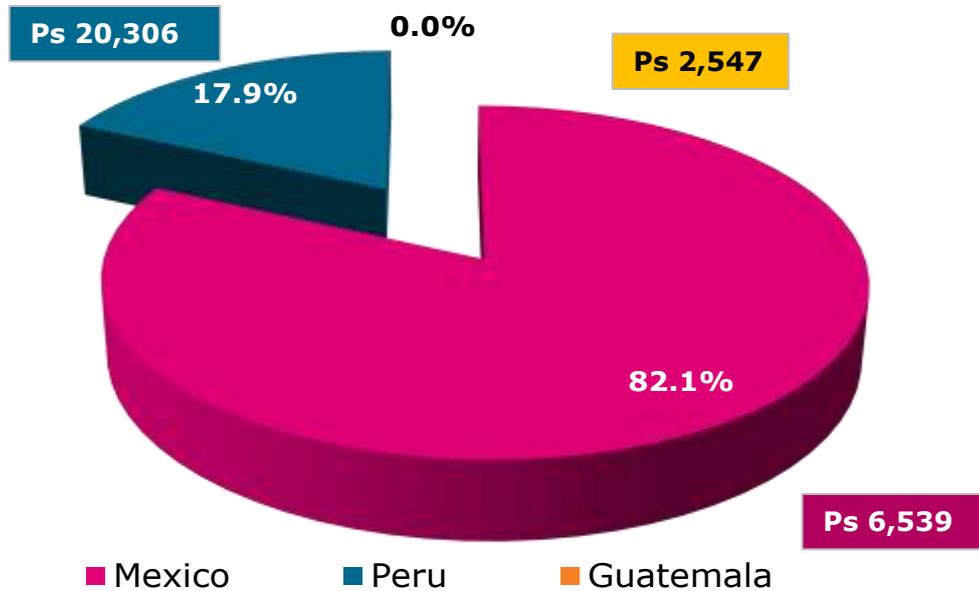
180,713 Clients as of September 2013  
42 Branches  
Credito Mujer product currently serves 32,480 clients

### Compartamos S.A. (Guatemala)

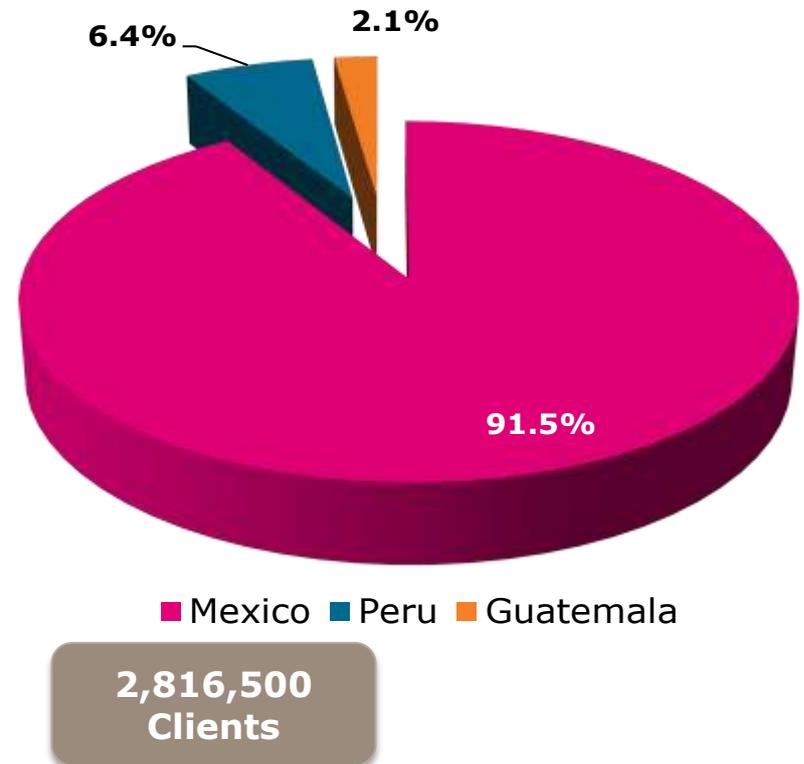
60,096 Clients as of September 2013  
28 Service Offices offering Credito Mujer product

# Market Distribution

**% Total Loan Portfolio and Average Ticket**



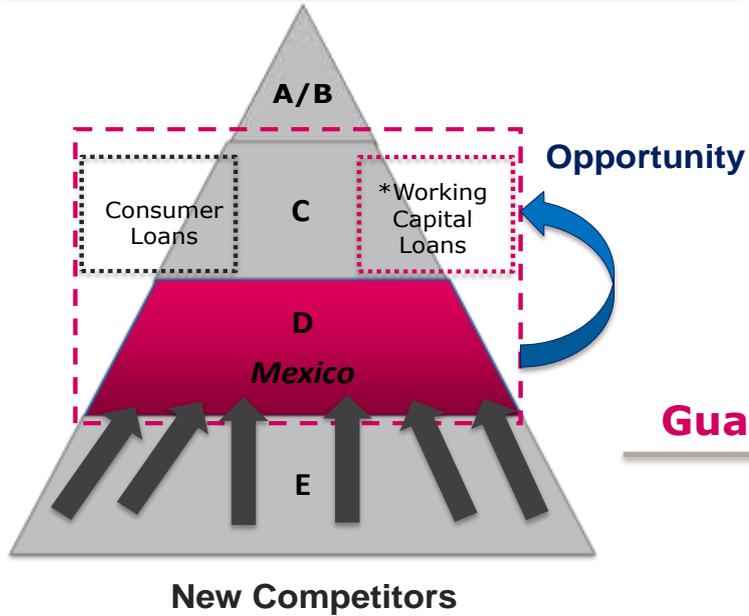
**Clients per subsidiary**



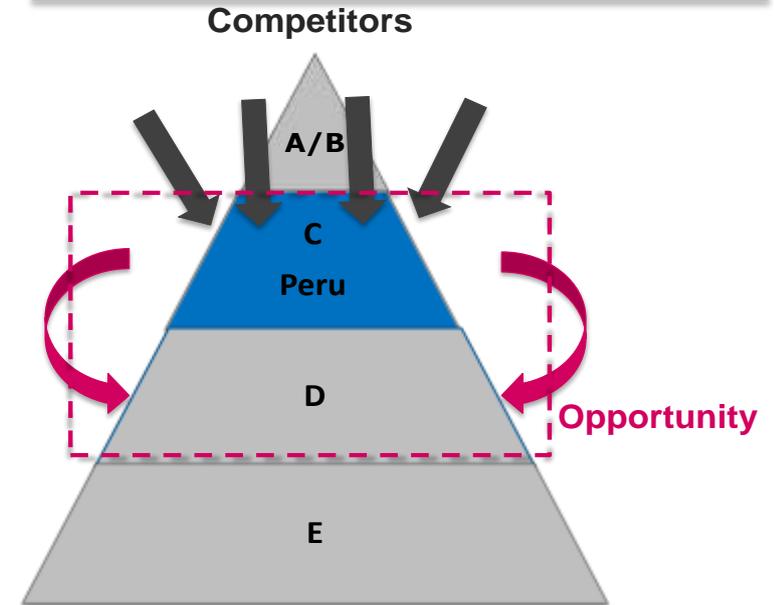
**Mexico has an opportunity to serve more clients in C segment**

# Potential Market for Working Capital Loans

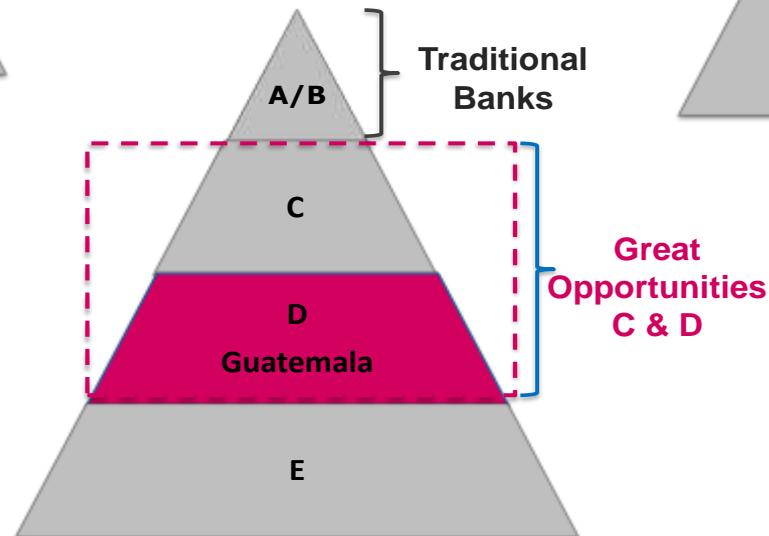
## Mexico



## Peru



## Guatemala



# Group and Individual Loans Mexico

	Group Loan "Credito Mujer"	Additional Loan	Home Improvement Loan	Life Insurance <sup>(1)</sup>
General Characteristics	<ul style="list-style-type: none"> <li>&gt; Groups form 10 to 50 women</li> <li>&gt; Personal credits</li> <li>&gt; Group guarantee</li> <li>&gt; Working capital loan</li> <li>&gt; Clients are automatically life insured at not cost <sup>(1)</sup> Additional to the debt extinction in case of death</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Second loan offered simultaneously to Crédito Mujer clients</li> <li>&gt; Clients must have completed 1 cycle under Crédito Mujer and must have a current loan of at least PS. 2,000</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Credit to maintain or improve the client's house</li> <li>&gt; To clients within 2 cycles in Crédito Mujer</li> <li>&gt; Personal credit</li> <li>&gt; Personal guarantee</li> </ul>	<ul style="list-style-type: none"> <li>&gt; To clients in Crédito Mujer</li> <li>&gt; Up to 7 modules</li> <li>&gt; No age limit</li> <li>&gt; No medical restrictions</li> <li>&gt; New benefits included</li> </ul>
Loan size "Average Ticket"	Ps. 2,500 to Ps. 30,000 "Ps 4,919"	> Ps. 600 to Ps. 6,000 "Ps 1,564"	> Ps. 5,000 to Ps. 30,000 "Ps 7,965"	> Ps. 10,000 to Ps. 100,000
Maturity	> 16 weeks	<ul style="list-style-type: none"> <li>&gt; 4 to 11 weeks</li> <li>&gt; Maturity should equal that of Group Loan (W)</li> </ul>	> 6 to 24 months	> 19 weeks
Contribution to Total Loan Portfolio	> 56.0%	> 0.7%	> 15.6%	> N/A
Contribution to Total Number of Clients	> 74.5%	> 3.0%	> 12.8%	> 58.3%
NPLs /Total Loan rank per product	• 2.78%	• 3.38%	• 5.77%	• N/A

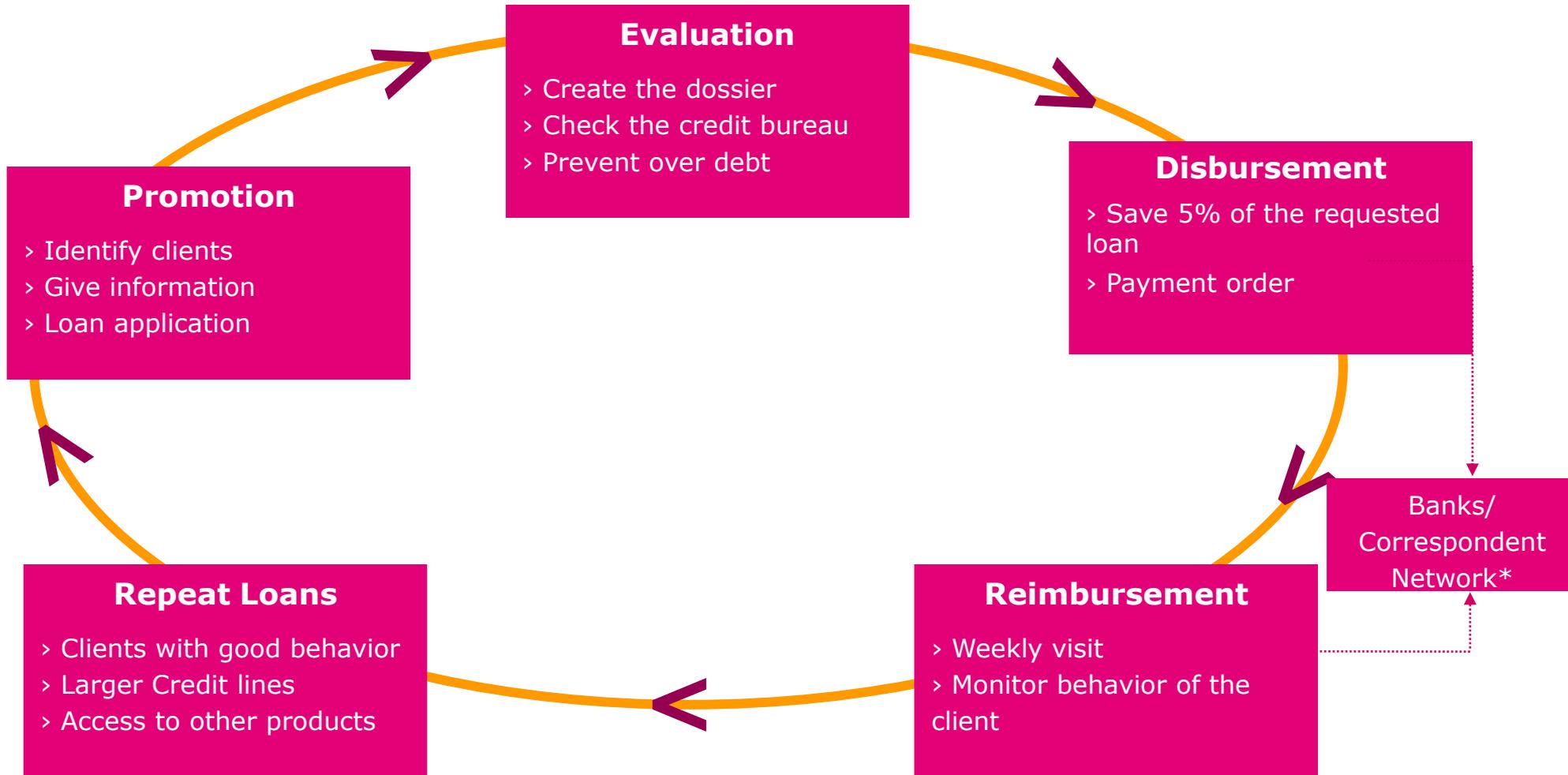
1) Banco Compartamos insures its clients with third parties

# Group and Individual Loans Mexico

	Crédito Comerciante Loan	Personal Loan	Integral Life Insurance (2)
General Characteristics	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Mainly in urban areas with less social cohesion</li> <li>&gt; Group of 4 to 20 members (men and women)</li> <li>&gt; Group guarantee</li> <li>&gt; Personal loan</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Fixed assets and investments</li> <li>&gt; Mainly in urban areas with less social cohesion</li> <li>&gt; Personal guarantee</li> </ul>	<ul style="list-style-type: none"> <li>&gt; For clients of urban products and their spouse</li> <li>&gt; Covers decease, terminal illness and total or permanent inability</li> <li>&gt; No medical restrictions</li> </ul>
Loan size "Average Ticket"	<ul style="list-style-type: none"> <li>&gt; Ps. 5,000 to Ps. 40,000 "Ps. 5,359"</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Ps. 8,000 to Ps. 100,000 "Ps. 14,774"</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Ps. 50,000, Ps. 100,000 or Ps. 150,000</li> </ul>
Maturity	<ul style="list-style-type: none"> <li>&gt; 5 to 8 months</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 4 to 24 months</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 1 year</li> </ul>
Contribution to Total Loan Portfolio	<ul style="list-style-type: none"> <li>&gt; 15.6%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 12.1%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; N/A</li> </ul>
Contribution to Total Number of Clients	<ul style="list-style-type: none"> <li>&gt; 19.0%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 5.3%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 14.0%</li> </ul>
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> <li>• 4.92%</li> </ul>	<ul style="list-style-type: none"> <li>• 7.93%</li> </ul>	<ul style="list-style-type: none"> <li>• N/A</li> </ul>

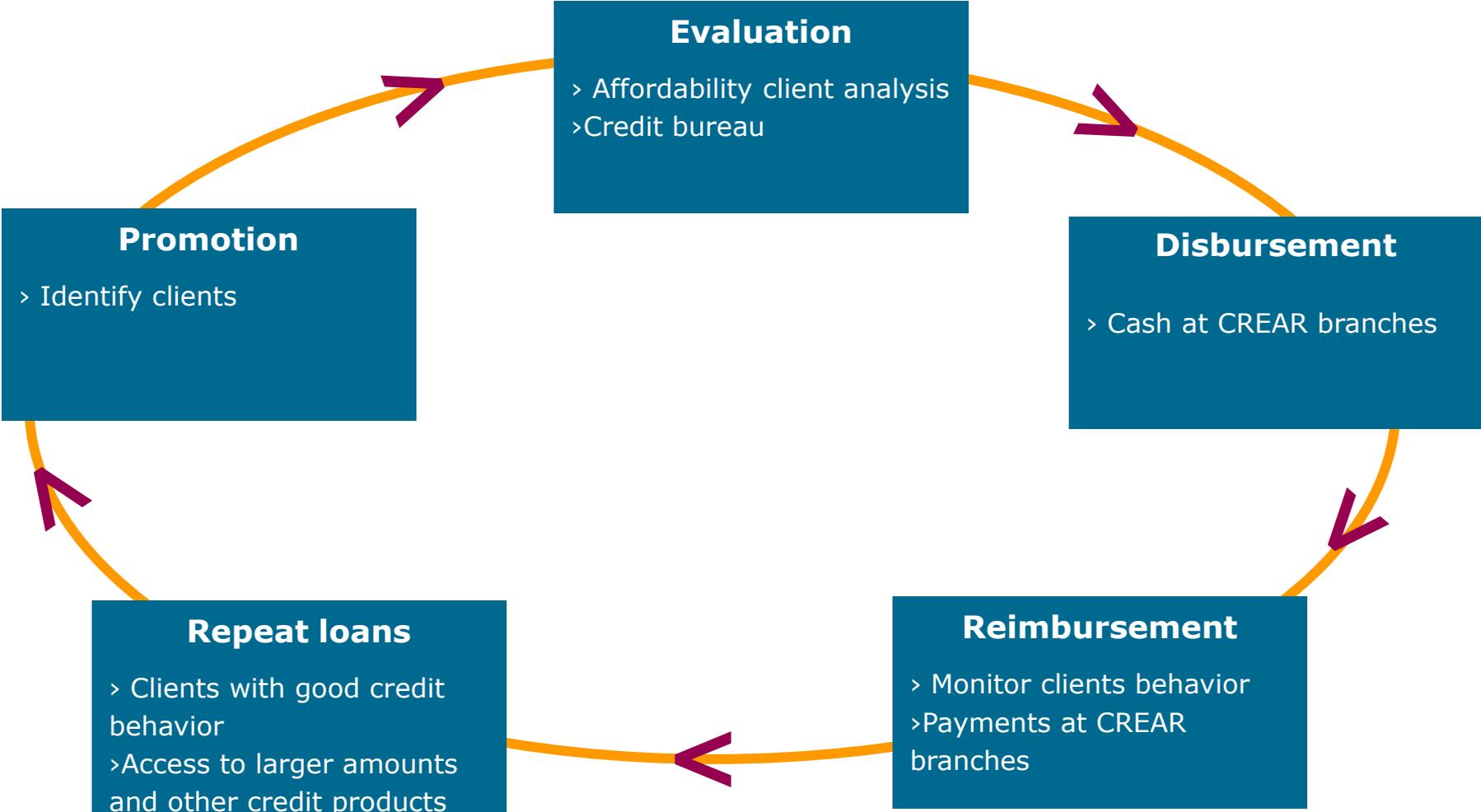
2) Banco Compartamos insures its clients with third parties

# Business Flow - Mexico



**Loan officer incentives are based on their portfolio asset quality and number of clients.**

# Business Flow - Peru





# ATERNA (Microinsurance broker)



**Insurance Industry**  
Insurers  
Reinsurers  
Assistance Services Providers

- CNSF Product Registration
- Compliance with industry regulations
- Assume the risk covered



**Market Knowledge**  
• Development of value offer

**Management and Operation**  
• Operating flows  
• Definition of IT needs

**Implementation (pilot test)**  
• Training  
• Incentive models  
• Definition of indicators

**Monitoring and Control**  
• Operation Reports  
• Service Level Agreements

**Distribution Channels**

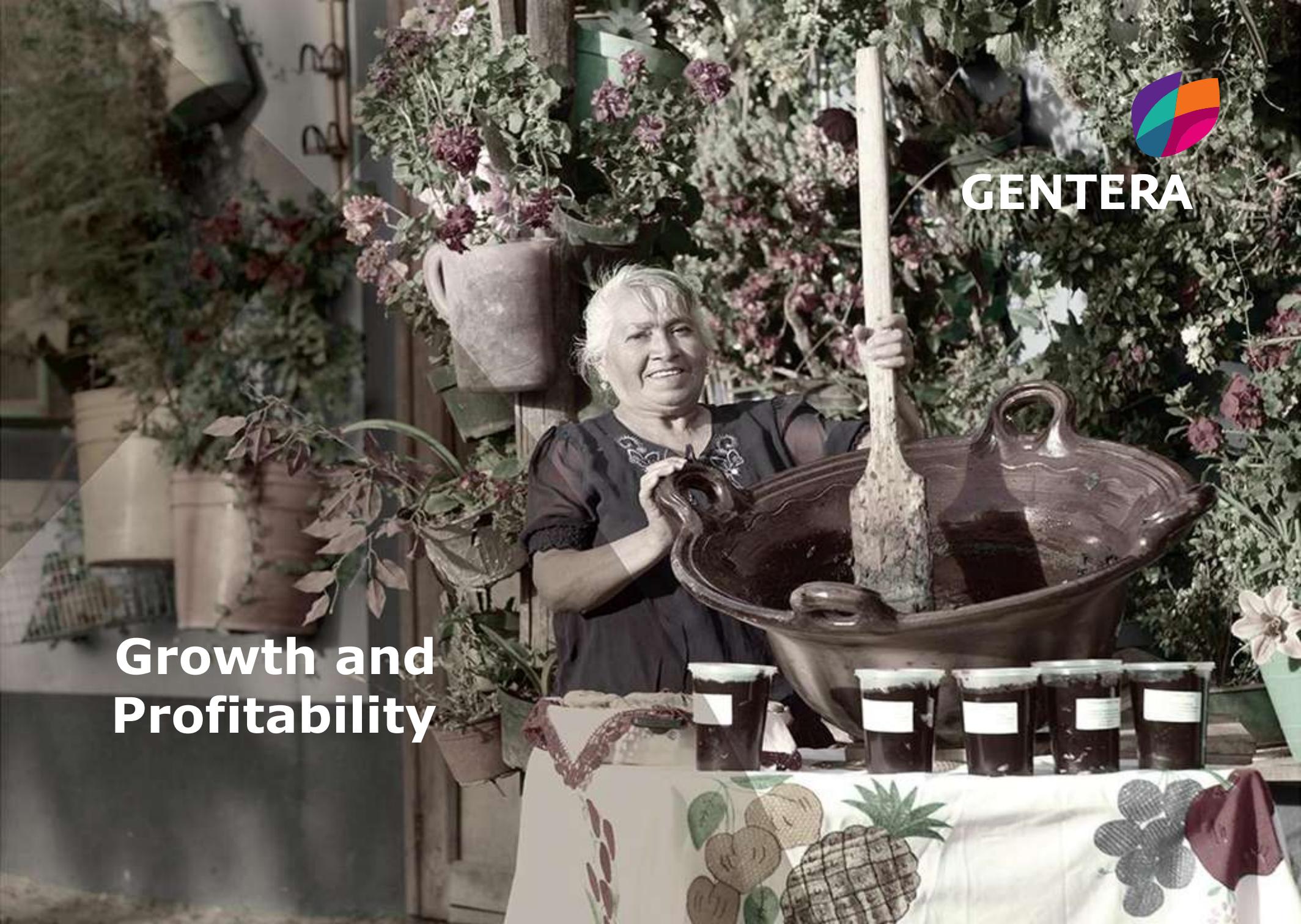
- Product Promotion
- Collection
- Starts claims process





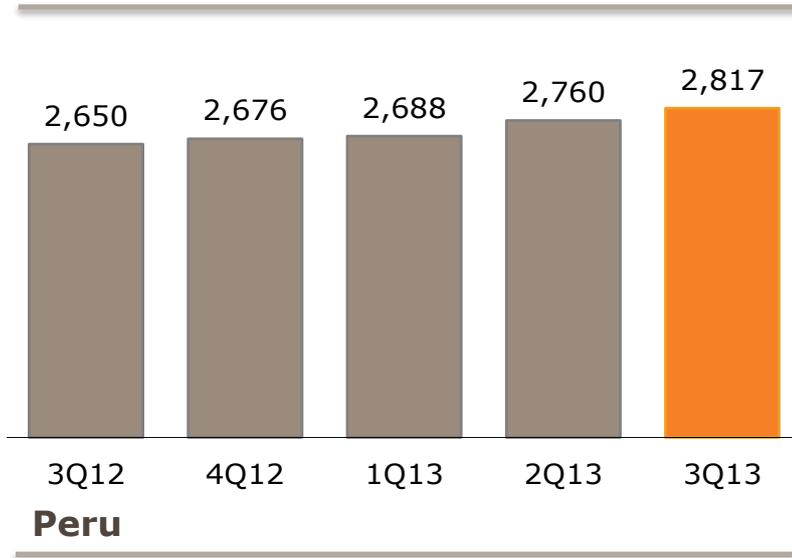
**GENTERA**

**Growth and  
Profitability**

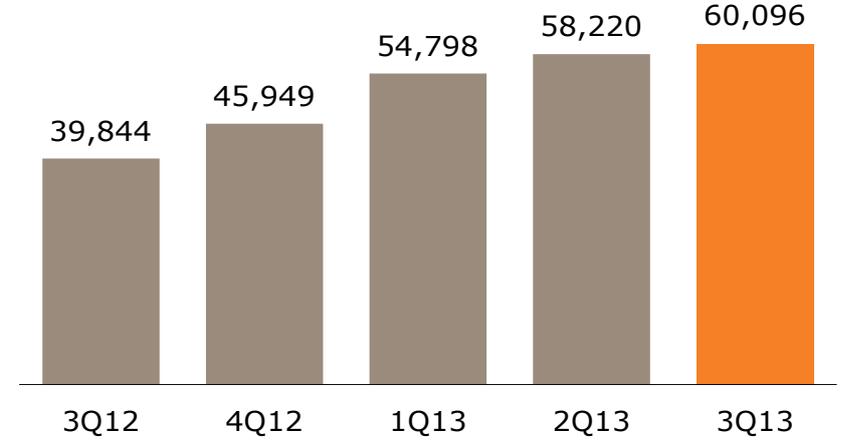
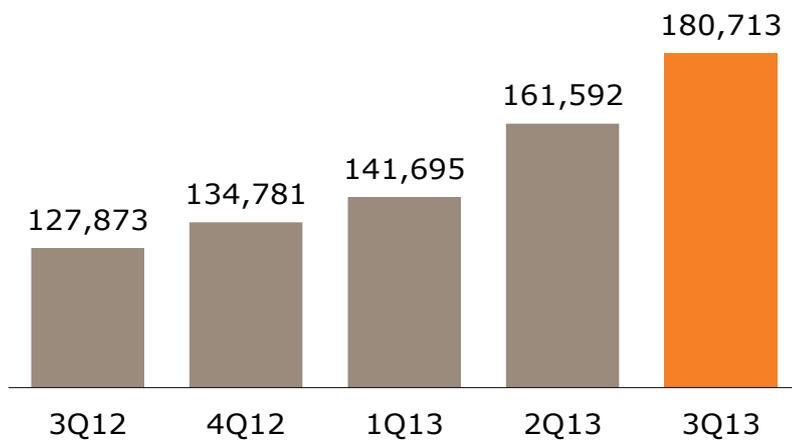
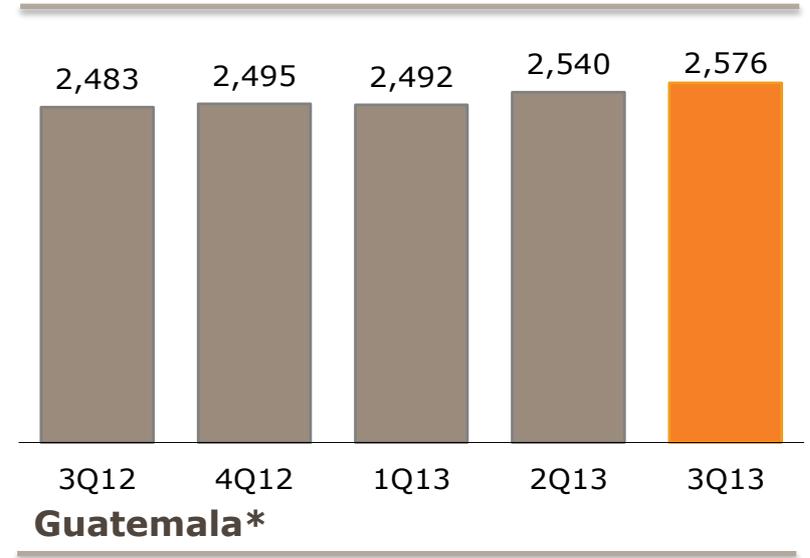


# Clients

**GENTERA (thousand)**



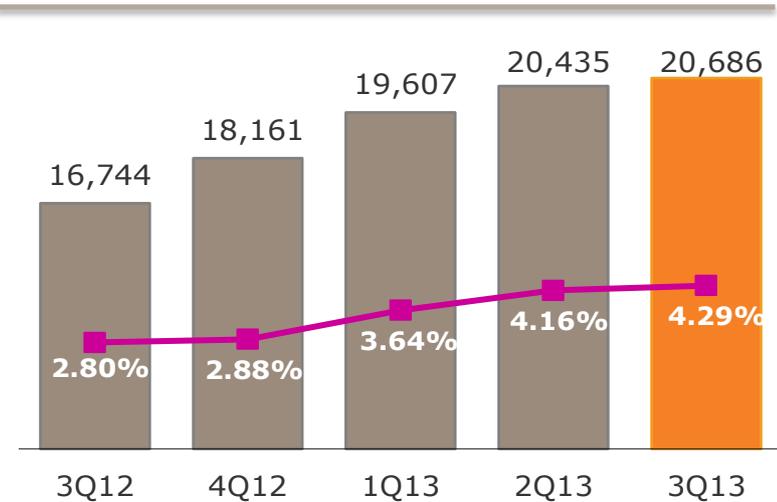
**Banco (thousand)**



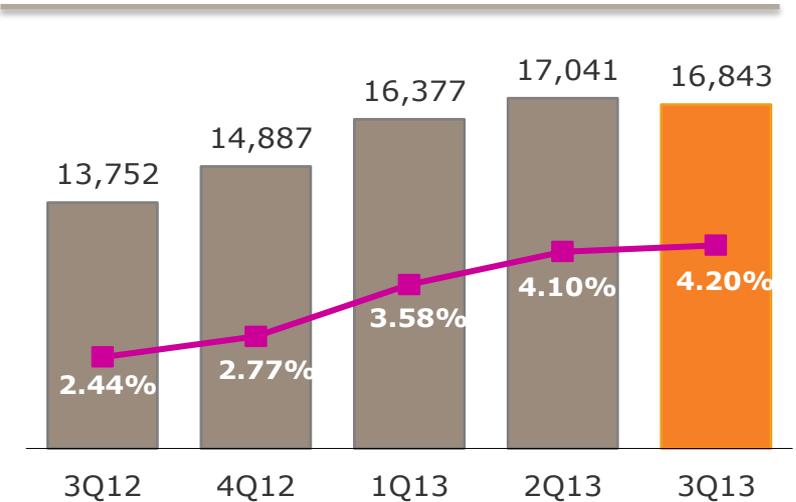
\* Started operations in June, 2011

# Total Portfolio – NPL %

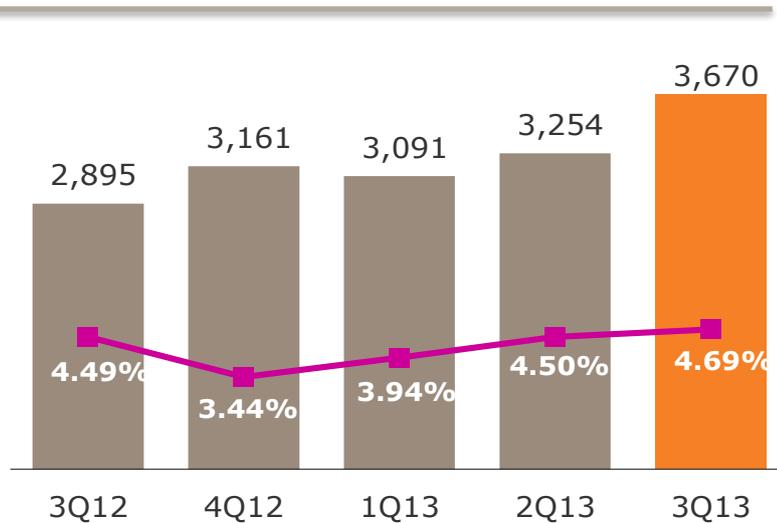
## GENTERA (Ps. million)



## Banco (Ps. million)



## Peru (Ps. million)

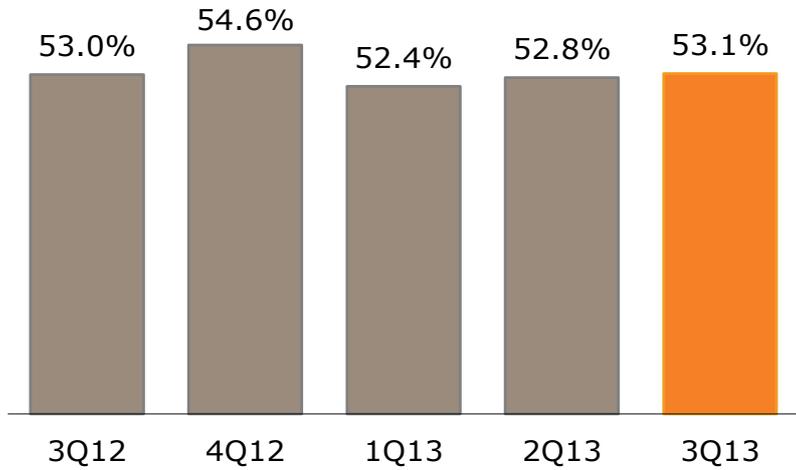


## Guatemala (Ps. million)

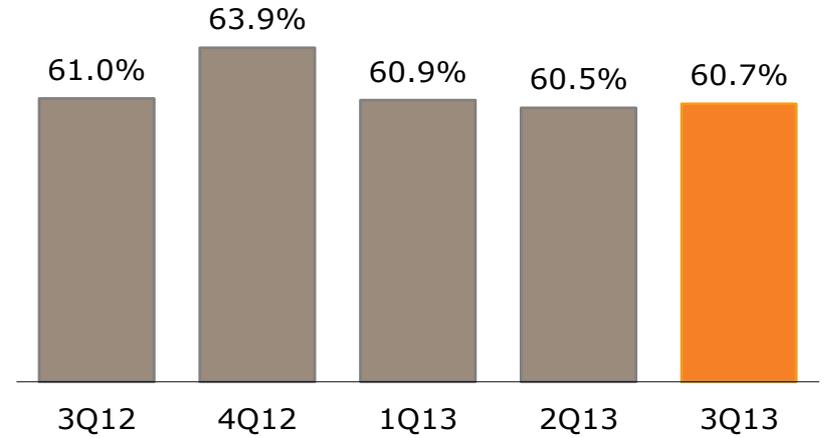


# NIM (%)

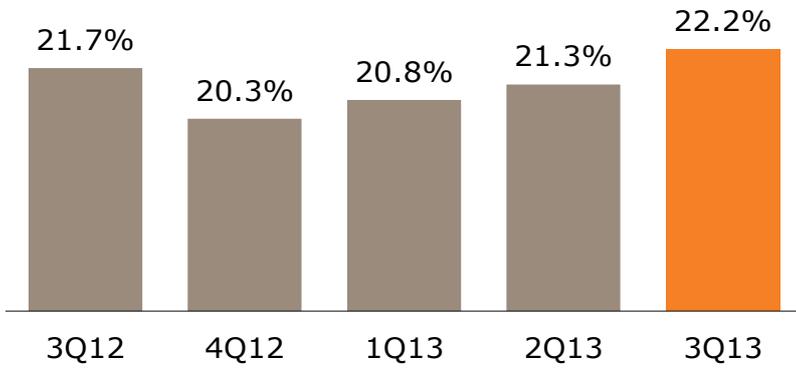
## ENTERA



## Banco

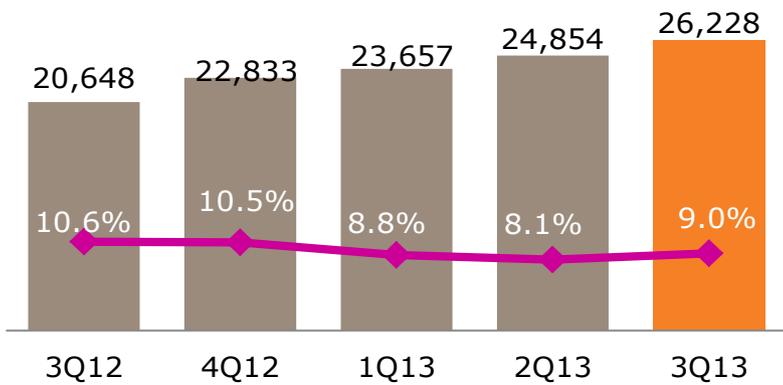


## Peru

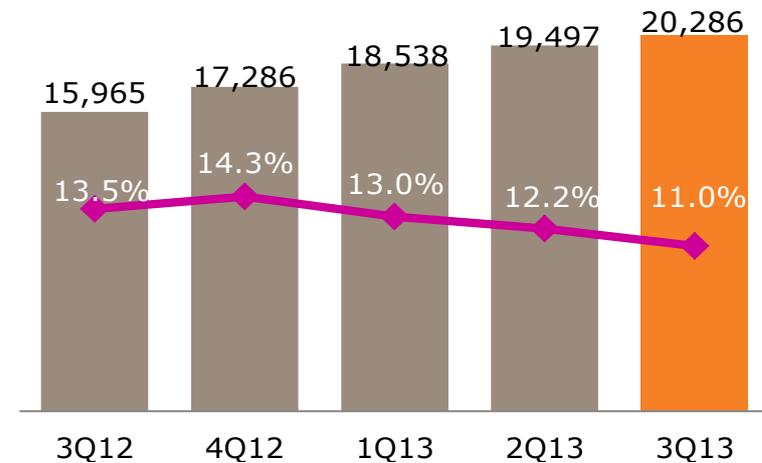


# Assets - ROAA

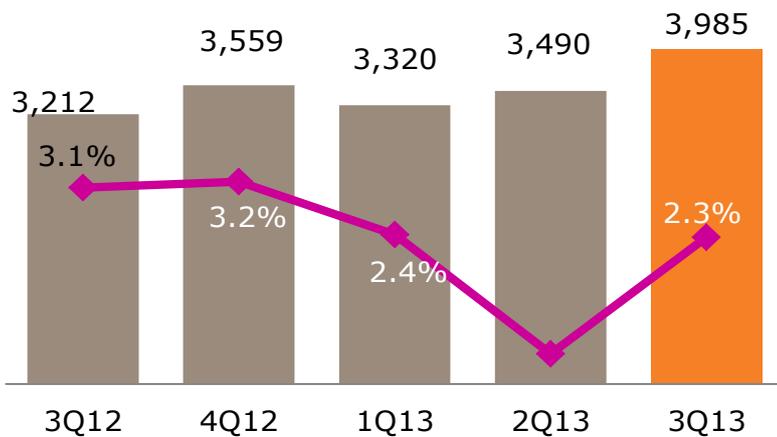
## GENTERA



## Banco



## Peru

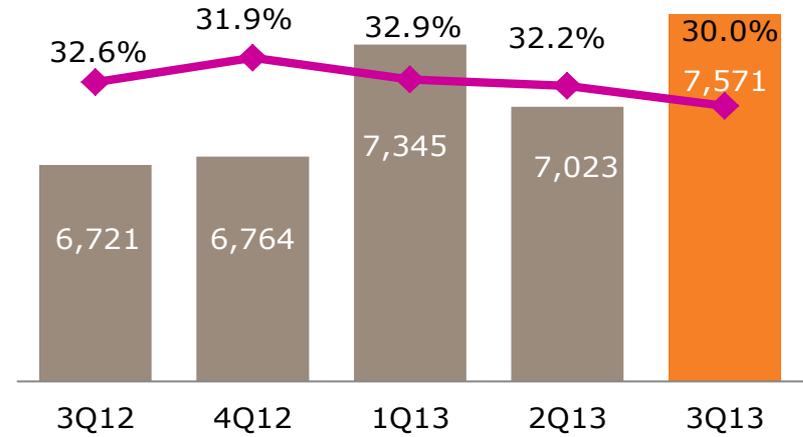


# Equity -ROAE

## GENTERA



## Banco



## Peru

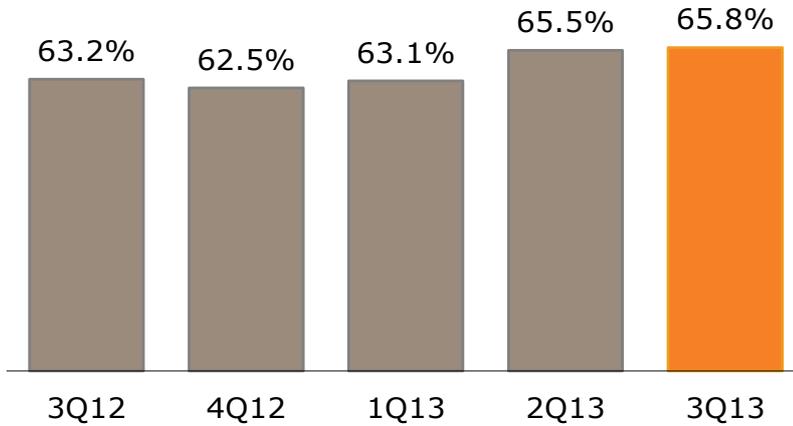


Equity in Ps. million

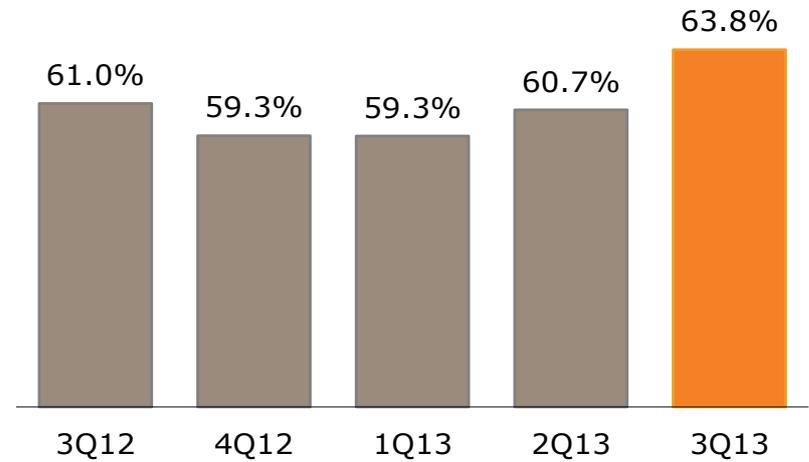
ROAE: (Net Income / Average Equity)

# Efficiency Ratio

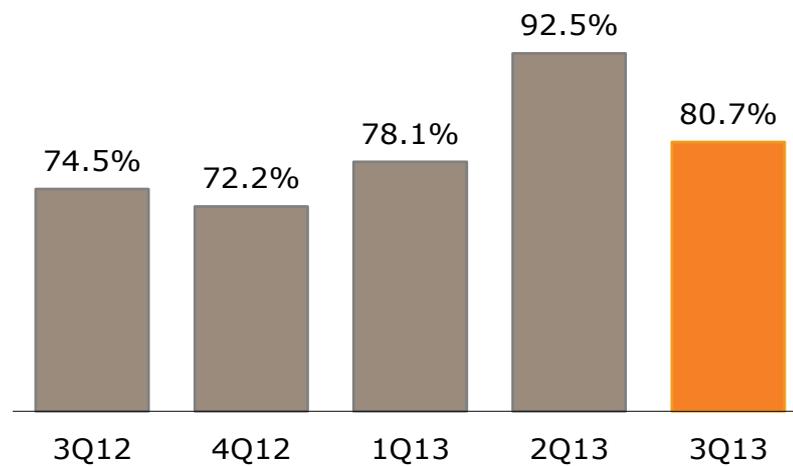
## GENTERA



## Banco



## Peru





**GENTERA**

**Financial  
Information  
3Q13**



# Summary



## GENTERA

	3Q13	3Q12	2Q13	% Change		9M13	9M12	% Change
				Annual	Quarter			
Clients	2,816,500	2,650,381	2,759,803	6.3%	2.1%	2,816,500	2,650,381	6.3%
Portfolio *	20,686	16,744	20,435	23.5%	1.2%	20,686	16,744	23.5%
Net Income *	574	537	491	6.9%	16.9%	1,574	1,448	8.7%
NPLs / Total Portfolio	4.29%	2.80%	4.16%	1.5 pp	0.1 pp	4.29%	2.80%	1.5 pp
ROA	9.0%	10.6%	8.1%	-1.6 pp	0.9 pp	8.4%	10.0%	-1.5 pp
ROE	25.7%	27.3%	22.1%	-1.7 pp	3.6 pp	23.4%	24.6%	-1.3 pp
NIM	53.1%	53.0%	52.8%	0.1 pp	0.2 pp	51.6%	50.8%	0.8 pp
Efficiency Ratio	65.8%	63.2%	65.5%	2.5 pp	0.2 pp	64.9%	64.0%	0.9 pp
Capital / Total Assets	35.1%	38.9%	34.9%	-3.8 pp	0.1 pp	35.1%	38.9%	-3.8 pp
Average Loan (Ps.)	7,345	6,318	7,405	16.3%	-0.8%	7,345	6,318	16.3%
Employees	18,944	16,857	18,531	12.4%	2.2%	18,944	16,857	12.4%
Service Offices	574	532	574	7.9%	0.0%	574	532	7.9%

\*Portfolio and Net Income are expressed in millions of Mexican Pesos.

Summary	Mexico		Peru		Guatemala	
	3Q13	Δ vs 3Q12	3Q13	Δ vs 3Q12	3Q13	Δ vs 3Q12
Clients	2,575,691	3.7%	180,713	41.3%	60,096	50.8%
Portfolio* (Millions of pesos)	16,843	22.5%	3,670	26.8%	153	58.3%
ROAA	11.0%	-2.45 pp	2.3%	-0.79 pp	-7.4%	-9.01 pp
ROAE	30.0%	-2.60 pp	20.3%	-5.01 pp	-7.8%	-5.32 pp
NIM	60.7%	-0.30 pp	22.2%	0.52 pp	51.2%	23.52 pp
NPL	4.20%	1.76 pp	4.69%	0.20 pp	4.24%	2.65 pp
Write-offs (Millions of pesos)	295	77.7%	27	96.3%	3.6	299.9%
Coverage Ratio	152.1%	-27.05 pp	195.3%	-7.95 pp	116.0%	-41.64 pp
Employees	16,660	9.0%	1,831	21.7%	453	91.9%
Service Offices	504	4.1%	42	27.3%	28	86.7%



1) Employees in Mexico include: Banco Compartamos, ATERNA and YASTAS.

# Balance Sheet



## GENTERA

	3Q13	3Q12	% Change 3Q12	2Q13	% Change 2Q13
Cash and other investments	3,830	2,450	56.3%	2,673	43.3%
Derivatives	-	-	-	-	-
Total performing loans	19,799	16,276	21.6%	19,584	1.1%
Non-performing loans	887	468	89.5%	851	4.2%
<b>Total loan portfolio</b>	<b>20,686</b>	<b>16,744</b>	<b>23.5%</b>	<b>20,435</b>	<b>1.2%</b>
Allowance for loan losses	1,420	867	63.8%	1,330	6.8%
<b>Loan portfolio, net</b>	<b>19,266</b>	<b>15,877</b>	<b>21.3%</b>	<b>19,105</b>	<b>0.8%</b>
Other accounts receivable	393	315	24.8%	603	-34.8%
Fixed assets	977	592	65.0%	939	4.0%
Permanent investment	-	-	-	-	-
Other assets	1,039	658	57.9%	819	26.9%
Goodwill	723	756	-4.4%	715	1.1%
<b>Total assets</b>	<b>26,228</b>	<b>20,648</b>	<b>27.0%</b>	<b>24,854</b>	<b>5.5%</b>
Deposits	1,366	533	156.3%	1,288	6.1%
Long Term Debt Issuance	8,539	5,008	70.5%	6,536	30.6%
Interbank loans	5,308	5,948	-10.8%	6,845	-22.5%
Other accounts payable	1,812	1,124	61.2%	1,499	20.9%
<b>Total liabilities</b>	<b>17,025</b>	<b>12,613</b>	<b>35.0%</b>	<b>16,168</b>	<b>5.3%</b>
Capital stock	4,764	4,629	2.9%	4,629	2.9%
Premium on sale of stock	763	898	-15.0%	898	-15.0%
Capital reserves	755	604	25.0%	825	-8.5%
Retained earnings	1,125	207	N/C	1,126	-0.1%
Cumulative effect adjustment	55	92	-40.2%	43	27.9%
Net income for the year	1,537	1,435	7.1%	1,002	53.4%
Participation (in net income) from controlling company	8,999	7,865	14.4%	8,523	5.6%
Participation (in net income) from non-controlling comp:	204	170	20.0%	163	25.2%
<b>Total stockholders' equity</b>	<b>9,203</b>	<b>8,035</b>	<b>14.5%</b>	<b>8,686</b>	<b>6.0%</b>
<b>Total liabilities and stockholders' equity</b>	<b>26,228</b>	<b>20,648</b>	<b>27.0%</b>	<b>24,854</b>	<b>5.5%</b>

# Income Statement



## GENTERA

	3Q13	3Q12	% Change 3Q12	2Q13	% Change 2Q13	9M13	9M12	% Change 9M12
Interest income	3,243	2,613	24.1%	3,069	5.7%	9,244	7,212	28.2%
Interest expense	200	184	8.7%	204	-2.0%	605	510	18.6%
<b>Net Interest Income</b>	<b>3,043</b>	<b>2,429</b>	<b>25.3%</b>	<b>2,865</b>	<b>6.2%</b>	<b>8,639</b>	<b>6,702</b>	<b>28.9%</b>
Provisions for loan losses	409	258	58.5%	340	20.3%	1,121	636	76.3%
<b>Net interest income after provisions</b>	<b>2,634</b>	<b>2,171</b>	<b>21.3%</b>	<b>2,525</b>	<b>4.3%</b>	<b>7,518</b>	<b>6,066</b>	<b>23.9%</b>
Commissions and fee income	264	117	125.6%	143	84.6%	548	300	82.7%
Commissions and fee expense	161	110	46.4%	156	3.2%	445	310	43.5%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(27)	-	N/C	(2)	N/C	(60)	10	N/C
Operating Expenses	1,782	1,377	29.4%	1,645	8.3%	4,904	3,881	26.4%
<b>Net operating income</b>	<b>928</b>	<b>801</b>	<b>15.9%</b>	<b>865</b>	<b>7.3%</b>	<b>2,657</b>	<b>2,185</b>	<b>21.6%</b>
<b>Total income before income tax</b>	<b>928</b>	<b>801</b>	<b>15.9%</b>	<b>865</b>	<b>7.3%</b>	<b>2,657</b>	<b>2,185</b>	<b>21.6%</b>
Income tax								
Current	376	318	18.2%	353	6.5%	1,101	783	40.6%
Deferred	(22)	(54)	N/C	21	N/C	(18)	(46)	N/C
<b>Net income</b>	<b>574</b>	<b>537</b>	<b>6.9%</b>	<b>491</b>	<b>16.9%</b>	<b>1,574</b>	<b>1,448</b>	<b>8.7%</b>

# Summary



## BANCO COMPARTAMOS, S.A. I.B.M.



	3Q13	3Q12	2Q13	% Change		9M13	9M12	% Change
				Annual	Quarter			Annual
Clients	2,575,691	2,482,664	2,539,991	3.7%	1.4%	2,575,691	2,482,664	3.7%
Portfolio	16,843	13,752	17,041	22.5%	-1.2%	16,843	13,752	22.5%
Net Income	548	527	579	4.0%	-5.4%	1,708	1,456	17.3%
NPLs / Total Portfolio	4.20%	2.44%	4.10%	1.76 pp	0.10 pp	4.20%	2.44%	1.76 pp
ROA	11.0%	13.5%	12.2%	-2.45 pp	-1.16 pp	11.7%	12.9%	-1.18 pp
ROE	30.0%	32.6%	32.2%	-2.60 pp	-2.20 pp	31.1%	29.8%	1.30 pp
Efficiency Ratio	63.8%	61.0%	60.7%	2.83 pp	3.18 pp	61.3%	62.1%	-0.79 pp
ICAP	31.3%	37.1%	30.1%	-5.77 pp	1.25 pp	31.3%	37.1%	-5.8 pp
Capital / Total Assets	37.3%	42.1%	36.0%	-4.78 pp	1.30 pp	37.3%	42.1%	-4.78 pp
Average Loan per Client	6,539	5,539	6,709	18.1%	-2.5%	6,539	5,539	18.1%
Employees	16,481	15,117	16,284	9.0%	1.2%	16,481	15,117	9.0%
Service Offices	504	484	504	4.1%	0.0%	504	484	4.1%

\* Portfolio and Net Income expressed in Mexican pesos (millions)

# Balance Sheet



## BANCO COMPARTAMOS, S.A. I.B.M.

	3Q13	3Q12	% Change Annual	2Q13	% Change Quarter
Cash and other investments	2,433	1,325	83.6%	1,549	57.1%
Related parties	304	278	9.4%	101	N/C
Total performing loans	16,135	13,416	20.3%	16,342	-1.3%
Non-performing loans	708	336	110.7%	699	1.3%
<b>Total loan portfolio</b>	<b>17,147</b>	<b>14,030</b>	<b>22.2%</b>	<b>17,142</b>	<b>0.0%</b>
Allowance for loan losses	1,077	602	78.9%	1,023	5.3%
<b>Loan portfolio, net</b>	<b>16,070</b>	<b>13,428</b>	<b>19.7%</b>	<b>16,119</b>	<b>-0.3%</b>
Other accounts receivable	305	287	6.3%	546	-44.1%
Fixed assets	663	459	44.4%	646	2.6%
Other assets	815	466	74.9%	637	27.9%
<b>Total assets</b>	<b>20,286</b>	<b>15,965</b>	<b>27.1%</b>	<b>19,497</b>	<b>4.0%</b>
Deposits	640	14	N/C	636	0.6%
Long Term Debt Issuance	8,539	5,008	70.5%	6,536	30.6%
Interbank loans	2,561	3,731	-31.4%	4,488	-42.9%
Other accounts payable	975	491	98.6%	814	19.8%
<b>Total liabilities</b>	<b>12,715</b>	<b>9,244</b>	<b>37.5%</b>	<b>12,474</b>	<b>1.9%</b>
Capital stock	497	480	3.5%	497	0.0%
Capital reserves	487	487	0.0%	487	0.0%
Retained earnings	4,879	4,298	13.5%	4,879	0.0%
Net income for the year	1,708	1,456	17.3%	1,160	47.2%
<b>Total stockholders' equity</b>	<b>7,571</b>	<b>6,721</b>	<b>12.6%</b>	<b>7,023</b>	<b>7.8%</b>
<b>Total liabilities and stockholders' equity</b>	<b>20,286</b>	<b>15,965</b>	<b>27.1%</b>	<b>19,497</b>	<b>4.0%</b>

# Income Statement



## BANCO COMPARTAMOS, S.A. I.B.M.

	3Q13	3Q12	% Change Annual	2Q13	% Change Quarter	9M13	9M12	% Change
Interest income	2,950	2,369	24.5%	2,782	6.0%	8,398	6,536	28.5%
Interest expense	152	127	19.7%	135	12.6%	430	357	20.4%
<b>Net Interest Income</b>	<b>2,798</b>	<b>2,242</b>	<b>24.8%</b>	<b>2,647</b>	<b>5.7%</b>	<b>7,968</b>	<b>6,179</b>	<b>29.0%</b>
Provisions for loan losses	349	217	60.8%	280	24.6%	948	517	83.4%
<b>Net interest income after provisions</b>	<b>2,449</b>	<b>2,025</b>	<b>20.9%</b>	<b>2,367</b>	<b>3.5%</b>	<b>7,020</b>	<b>5,662</b>	<b>24.0%</b>
Commissions and fee income	95	87	9.2%	87	9.2%	274	242	13.2%
Commissions and fee expense	87	90	-3.3%	95	-8.4%	268	265	1.1%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(35)	(4)	N/C	(8)	N/C	(50)	38	N/C
Operating Expenses	1,546	1,231	25.6%	1,426	8.4%	4,278	3,526	21.3%
<b>Net operating income</b>	<b>876</b>	<b>787</b>	<b>11.3%</b>	<b>925</b>	<b>-5.3%</b>	<b>2,698</b>	<b>2,151</b>	<b>25.4%</b>
<b>Total income before income tax</b>	<b>876</b>	<b>787</b>	<b>11.3%</b>	<b>925</b>	<b>-5.3%</b>	<b>2,698</b>	<b>2,151</b>	<b>25.4%</b>
Income tax								
Current	319	274	16.4%	335	-4.8%	1,005	656	53.2%
Deferred	9	(14)	N/C	11	N/C	(15)	39	N/C
<b>Net income</b>	<b>548</b>	<b>527</b>	<b>4.0%</b>	<b>579</b>	<b>-5.4%</b>	<b>1,708</b>	<b>1,456</b>	<b>17.3%</b>

Figures expressed in Mexican pesos (millions)

# NPLs & Allowance for Loan Losses



## BANCO COMPARTAMOS, S.A. I.B.M.

### NPL's by Product

NON PERFORMING LOANS BY PRODUCT												
PRODUCT	3Q13				3Q12				2Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS
C. Mujer	9,437	262	2.78%	143	9,025	157	1.74%	90	10,142	316	3.11%	98
C. Comerciante	2,618	129	4.92%	55	1,583	53	3.33%	24	2,377	131	5.50%	28
<i>Group Methodology</i>	<b>12,055</b>	<b>391</b>	<b>3.24%</b>	<b>198</b>	<b>10,608</b>	<b>210</b>	<b>1.97%</b>	<b>114</b>	<b>12,519</b>	<b>447</b>	<b>3.57%</b>	<b>126</b>
C. Individual	2,033	161	7.93%	35	1,150	36	3.15%	13	1,811	106	5.84%	22
C. Adicional	121	4	3.38%	3	175	4	2.32%	2	138	5	3.96%	4
C. Mejora tu Casa	2,634	152	5.77%	59	1,819	86	4.75%	37	2,573	141	5.48%	43
<i>Individual Methodology</i>	<b>4,788</b>	<b>317</b>	<b>6.63%</b>	<b>97</b>	<b>3,144</b>	<b>126</b>	<b>4.03%</b>	<b>52</b>	<b>4,522</b>	<b>252</b>	<b>5.58%</b>	<b>69</b>
<b>TOTAL</b>	<b>16,843</b>	<b>708</b>	<b>4.20%</b>	<b>295</b>	<b>13,752</b>	<b>336</b>	<b>2.44%</b>	<b>166</b>	<b>17,041</b>	<b>699</b>	<b>4.10%</b>	<b>195</b>

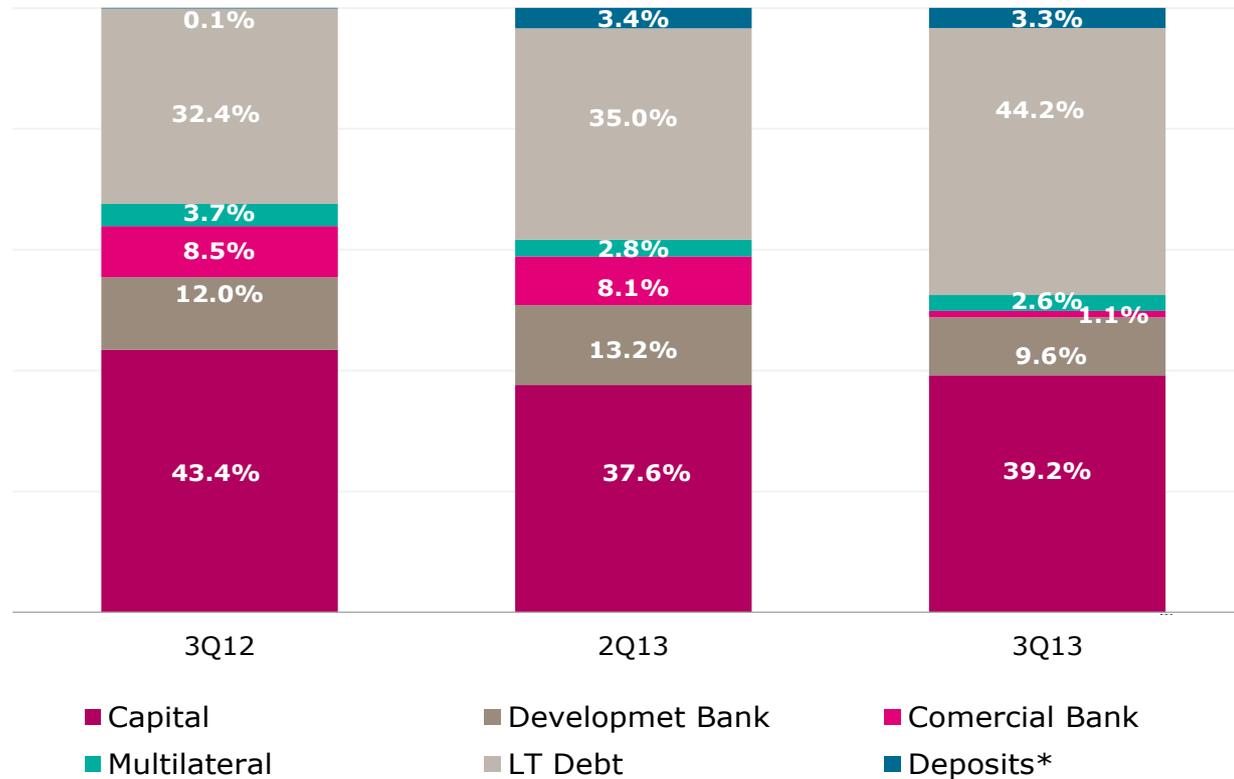
### Allowance for Loan Losses

Risk	3Q13			3Q12			2Q13		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	0.5%	11,151	53	0.4%	10,031	45	0.5%	11,625	54
A-2	2.3%	396	9	2.3%	387	9	2.3%	449	10
B-1	3.5%	40	1	3.5%	68	2	3.4%	42	1
B-2	4.5%	26	1	4.5%	71	3	4.5%	28	1
B-3	5.7%	215	12	5.7%	203	12	5.7%	210	12
C-1	6.7%	3,074	206	6.7%	1,946	130	6.7%	2,883	193
C-2	9.5%	845	81	9.5%	498	48	9.5%	797	76
D	24.8%	168	42	24.4%	86	21	25.2%	129	33
E	72.2%	928	670	71.6%	461	330	73.2%	878	643
<b>Total</b>		<b>16,843</b>	<b>1,076</b>		<b>13,752</b>	<b>600</b>		<b>17,041</b>	<b>1,023</b>
<b>Coverage Ratio<sup>1</sup></b>			<b>1.52</b>			<b>1.79</b>			<b>1.36</b>

<sup>1</sup> Allowance for loan losses / Non-performing loans

\* Figures expressed in Mexican pesos (millions)

## BANCO COMPARTAMOS, S.A. I.B.M.

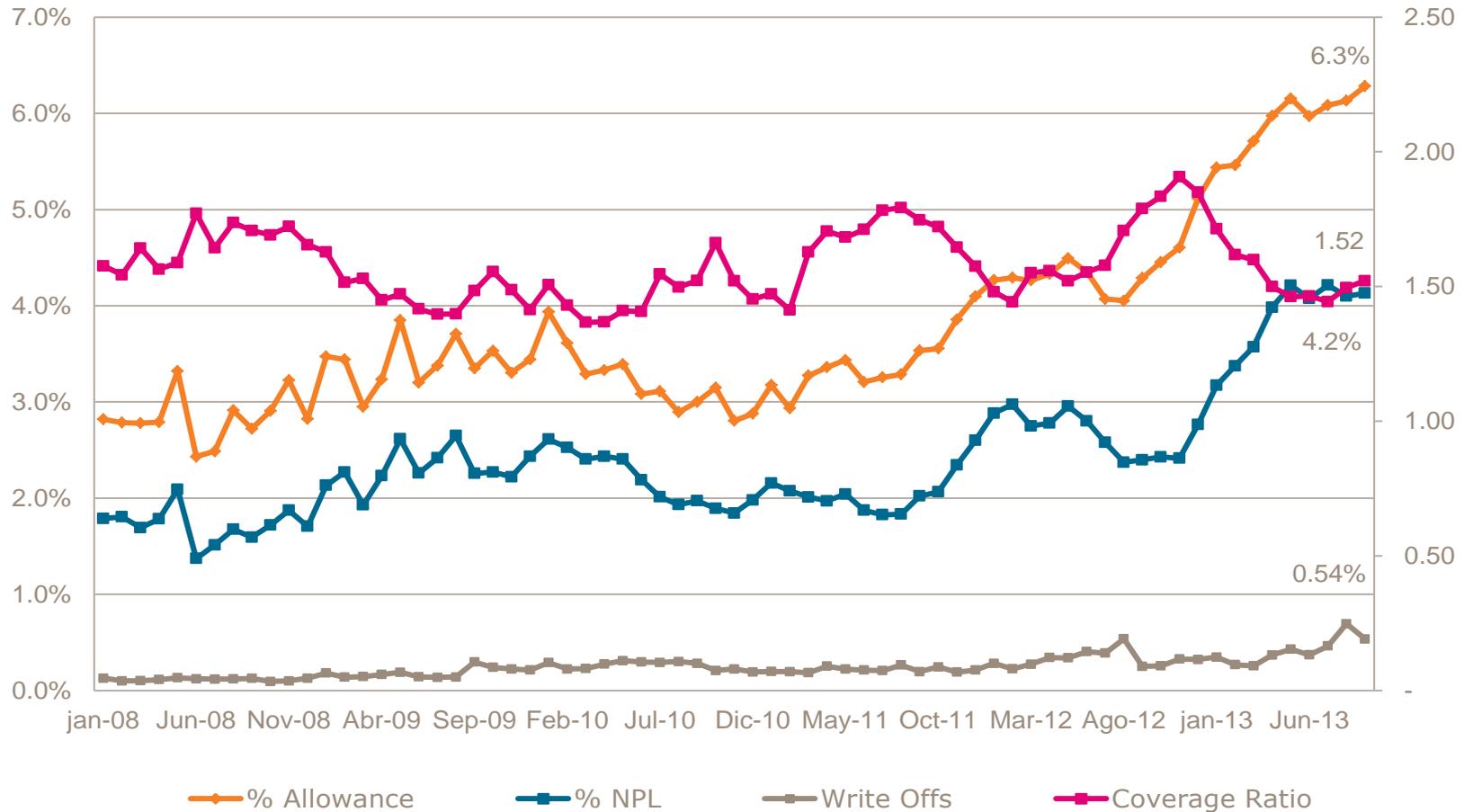


**Banco Compartamos has a diversified funding structure**

# NPLs, Write offs & Coverage



## BANCO COMPARTAMOS, S.A. I.B.M.



**Banco Compartamos Coverage Ratio = 1.52**

# Summary



## Compartamos Financiera (Peru).

Summary	3Q13	3Q12	2Q13	Change 3Q13 vs 3Q12
Clients	180,713	127,873	161,592	41.3%
Portfolio	3,670	2,895	3,254	26.8%
Net income	22	24	4	-9.4%
NPLs / Total portfolio	4.7%	4.5%	4.5%	0.20 pp
ROA	2.3%	3.1%	0.5%	-0.79 pp
ROE	20.3%	25.3%	3.9%	-5.01 pp
Efficiency ratio	80.7%	74.5%	92.5%	6.25 pp
Capitalization Index	10.6%	11.7%	11.1%	-1.14 pp
Total stockholders' equity / Total Assets	11.1%	12.1%	11.9%	-1.02 pp
Average Loan per client	20,306	22,639	20,138	-10.3%
Employees	1,831	1,504	1,792	21.7%
Service offices	42	33	42	9

Peru figures are reported under Mexican GAAP.

Portfolio and Net Income are expressed in Mexican pesos (millions) and with their corresponding FX for the quarter. Average Loan (Mexican pesos)

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# Balance Sheet



## Compartamos Financiera (Peru).

	3Q13	3Q12	% Change Annual	2Q13	% Change Quarter
Cash and other investments	546.9	473.5	15.5%	432.6	26.4%
Total performing loans	3,497.5	2,764.9	26.5%	3,107.6	12.5%
Non-performing loans	172.1	130.1	32.3%	146.5	17.5%
<b>Total loan portfolio</b>	<b>3,669.6</b>	<b>2,895.0</b>	<b>26.8%</b>	<b>3,254.1</b>	<b>12.8%</b>
Allowance for loan losses	336.1	264.3	27.1%	300.3	11.9%
Loan portfolio, net	3,333.5	2,630.6	26.7%	2,953.8	12.9%
Other accounts receivable	2.1	2.1	-0.1%	2.2	-3.6%
Fixed assets	55.0	47.0	16.9%	53.0	3.7%
Other assets	48.0	58.4	-17.9%	48.7	-1.4%
<b>Total assets</b>	<b>3,985.5</b>	<b>3,211.6</b>	<b>24.1%</b>	<b>3,490.2</b>	<b>14.2%</b>
Deposits	726.0	518.6	40.0%	653.1	11.2%
Long term debt issuance	-	-	-	-	-
Interbank loans	2,747.3	2,216.3	24.0%	2,357.3	16.5%
Other accounts payable	70.1	87.7	-20.0%	64.7	8.3%
<b>Total liabilities</b>	<b>3,543.4</b>	<b>2,822.6</b>	<b>25.5%</b>	<b>3,075.1</b>	<b>15.2%</b>
Capital stock	380.8	296.4	28.5%	380.8	0.0%
Capital reserves	44.7	35.3	26.6%	44.7	0.0%
Foreign exchange effect	4.9	24.9	-80.3%	(0.3)	N/C
Retained earnings	(34.6)	(45.8)	-24.5%	(34.6)	0.0%
Net income for the year	46.2	78.2	-40.9%	24.5	89.1%
<b>Total stockholders' equity</b>	<b>442.1</b>	<b>389.0</b>	<b>13.6%</b>	<b>415.1</b>	<b>6.5%</b>
<b>Total liabilities and stockholders' equity</b>	<b>3,985.5</b>	<b>3,211.6</b>	<b>24.1%</b>	<b>3,490.2</b>	<b>14.2%</b>

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q12	2.598	12.8695	4.9536
2Q13	2.782	13.0279	4.6829
3Q13	2.782	13.1747	4.7357

Peru figures are reported under Mexican GAAP  
 Figures are expressed in Mexican Peso with its corresponding FX  
 Source: Banco de Mexico and Banco Central de Peru

# Income Statement



## Compartamos Financiera (Peru)

	3Q13	3Q12	% Change Annual	2Q13	% Change Quarter	9M13	9M12	% Change
Interest income	259.4	225.9	14.8%	250.3	3.6%	751.4	636.8	18.0%
Interest expense	48.5	56.4	-14.0%	66.7	-27.2%	175.0	151.9	15.2%
<b>Net interest income</b>	<b>210.8</b>	<b>169.5</b>	<b>24.4%</b>	<b>183.7</b>	<b>14.8%</b>	<b>576.4</b>	<b>484.9</b>	<b>18.9%</b>
Provisions for loan losses	57.3	41.2	39.1%	54.7	4.8%	162.8	113.3	43.7%
<b>Net interest income after provisions</b>	<b>153.5</b>	<b>128.3</b>	<b>19.7%</b>	<b>129.0</b>	<b>19.0%</b>	<b>413.7</b>	<b>371.7</b>	<b>11.3%</b>
Commissions and fee income	0.4	6.2	-93.7%	-3.9	-109.9%	3.1	17.0	-81.7%
Commissions and fee expenses	1.3	2.2	-39.8%	0.8	55.9%	2.4	8.7	-71.9%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	4.7	4.1	15.2%	5.6	-15.9%	14.6	12.0	22.1%
Operating expenses	127.0	101.6	25.0%	120.0	5.8%	357.9	280.2	27.7%
<b>Net operating income</b>	<b>30.3</b>	<b>34.8</b>	<b>-12.9%</b>	<b>9.7</b>	<b>N/C</b>	<b>71.1</b>	<b>111.8</b>	<b>-36.4%</b>
<b>Total income before income tax</b>	<b>30.3</b>	<b>34.8</b>	<b>-12.9%</b>	<b>9.7</b>	<b>N/C</b>	<b>71.1</b>	<b>111.8</b>	<b>-36.4%</b>
Income tax								
Current	10.1	11.5	-12.5%	6.7	50.8%	27.4	34.9	-21.5%
Deferred	(1.6)	(0.8)	N/C	(1.0)	N/C	(2.5)	(1.4)	N/C
<b>Net income</b>	<b>21.8</b>	<b>24.1</b>	<b>-9.4%</b>	<b>4.1</b>	<b>N/C</b>	<b>46.2</b>	<b>78.3</b>	<b>-41.0%</b>

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q12	2.598	12.8695	4.9536
2Q13	2.782	13.0279	4.6829
3Q13	2.782	13.1747	4.7357

Peru figures are reported under Mexican GAAP  
 Figures are expressed in Mexican Peso with its corresponding FX  
 Source: Banco de Mexico and Banco Central de Peru

# NPLs Breakdown



## Compartamos Financiera (Peru)

NON PERFORMING LOANS BY CREDIT TYPE												
CREDIT TYPE	3Q13				3Q12				2Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS
Commercial	1,167	78	6.69%	6	1,065	59	5.50%	2	1,072	68	6.33%	7
Microenterprise	1,643	75	4.58%	17	1,334	63	4.72%	10	1,463	65	4.43%	11
Consumption	848	19	2.22%	4	486	9	1.77%	2	707	14	1.94%	3
Mortgage loan	12	-	0.00%	-	10	-	0.00%	-	12	-	0.00%	-
<b>TOTAL</b>	<b>3,669.6</b>	<b>172.1</b>	<b>4.69%</b>	<b>26.7</b>	<b>2,895.0</b>	<b>130.1</b>	<b>4.49%</b>	<b>13.6</b>	<b>3,254.1</b>	<b>146.5</b>	<b>4.50%</b>	<b>21.2</b>



# Summary



## Compartamos S.A. (Guatemala)

Summary	3Q13	3Q12	2Q13	% Change	
				Annual	Quarter
Clients	60,096	39,844	58,220	50.8%	3.2%
Portfolio	153.0	96.7	140.2	58.3%	9.1%
Net Income	(5.0)	(1.5)	(3.6)	N/C	N/C
NPLs / Total Portfolio	4.24%	1.59%	4.28%	2.65 pp	-0.05 pp
ROA	-7.4%	-2.4%	-5.9%	N/C	-1.57 pp
ROE	-7.8%	-2.5%	-6.1%	N/C	-1.66 pp
Efficiency Ratio	118.9%	110.0%	114.7%	8.90 pp	4.25 pp
ICAP	104.9%	151.7%	99.0%	N/C	5.94 pp
Capital / Total Assets	95.4%	96.2%	95.6%	-0.75 pp	-0.17 pp
Average Loan per Client	2,547	2,427	2,409	4.9%	5.7%
Employees	453	236	455	91.9%	-0.4%
Service Offices	28	15	28	86.7%	0.0%

Exchange rate as of September 30, 2013 from Quetzales to USD: 7.9337

Exchange rate as of September 30, 2013 from USD to MXP: 13.1747

Figures expressed in Mexican pesos. Portfolio and Net Income are expressed in million and with their corresponding FX for the quarter.

Source: Banco de Guatemala and Banco de Mexico

**Committed to Generate Human, Social and Economic Value**

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