



GENTERA



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Corporate Presentation 4Q17



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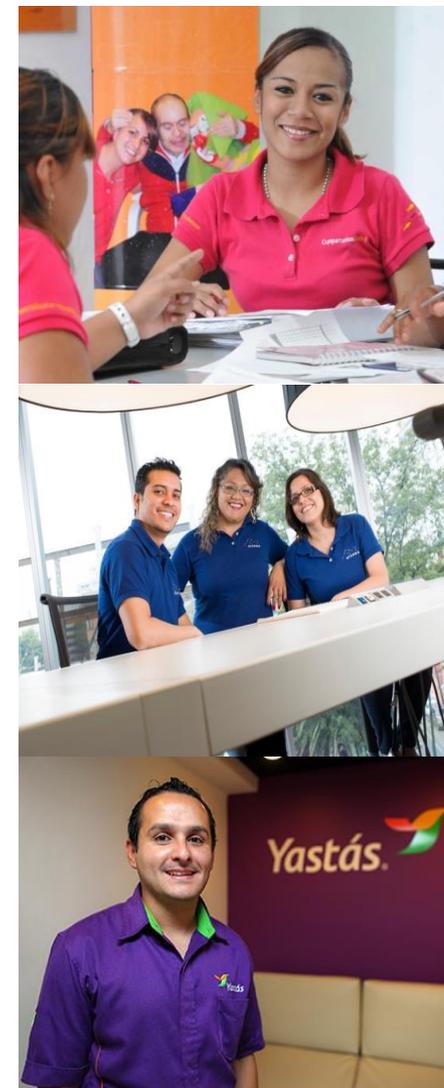
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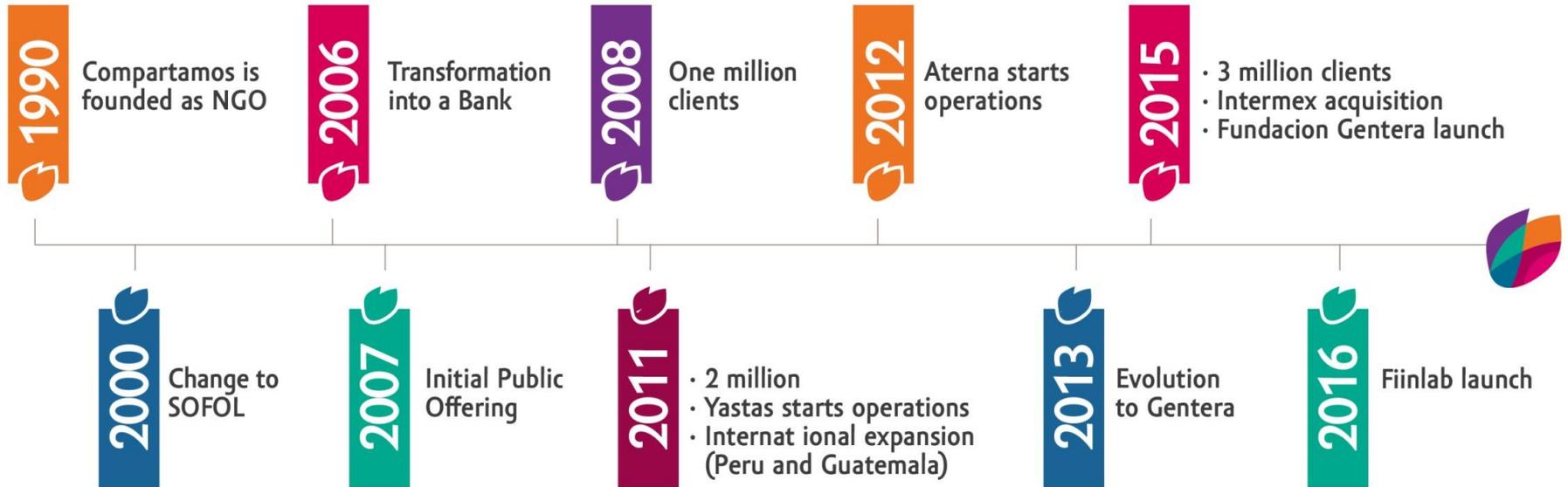


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About Gentera



Our history, more than 27 years of evolution



4Q17*

3,462,832
clients

* 3,027,179 credit clients and 435,653 clients from savings, remittances and insurance products

Corporate structure with the purpose of serving more clients



- **Compartamos (Mexico-Peru-Guatemala).**- Leader in financial solutions for the sub-served segment.
- **Yastás (Mexico).**- Correspondent network manager.
- **Aterna (Mexico-Peru-Guatemala).**- Leading agent in microinsurance.
- **Intermex (México).**- Remittances company.
- **Fiinlab:** Financial inclusion laboratory, meeting point with the entrepreneurial ecosystem.
- **Fundación Gentera.**- It seeks to generate social value in the communities where it operates through its axes of action: education, volunteering, donation and contingencies.

One of the best Corporate Governance in the region

Board of Directors

8 Independent Board members

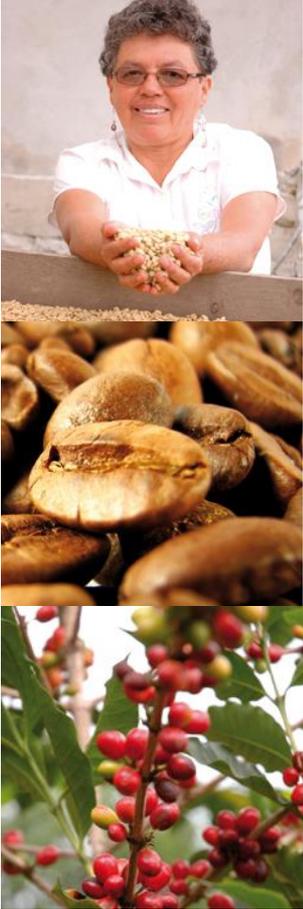
5 Related Board members

2 of them women

Code

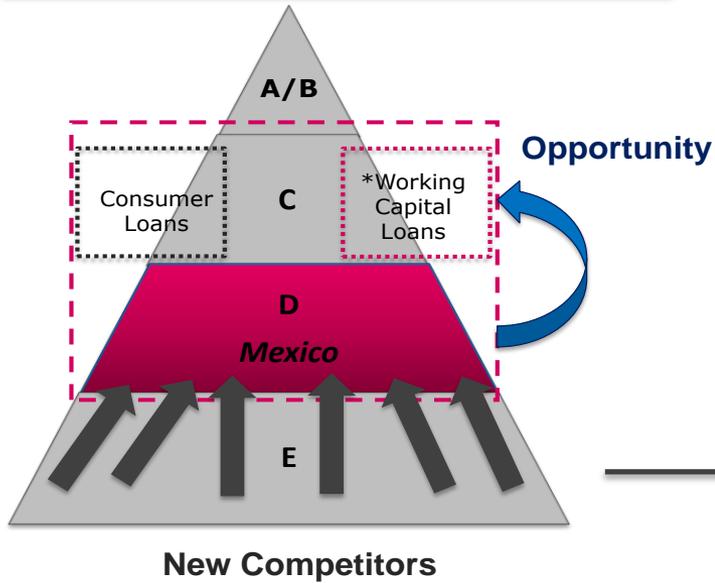
Code of Good Corporate Governance, which contains the regulations of the Board of Directors

Code of Ethics and Conduct of utmost importance for Gentera, which applies to counselors, collaborators, suppliers and civil society organizations

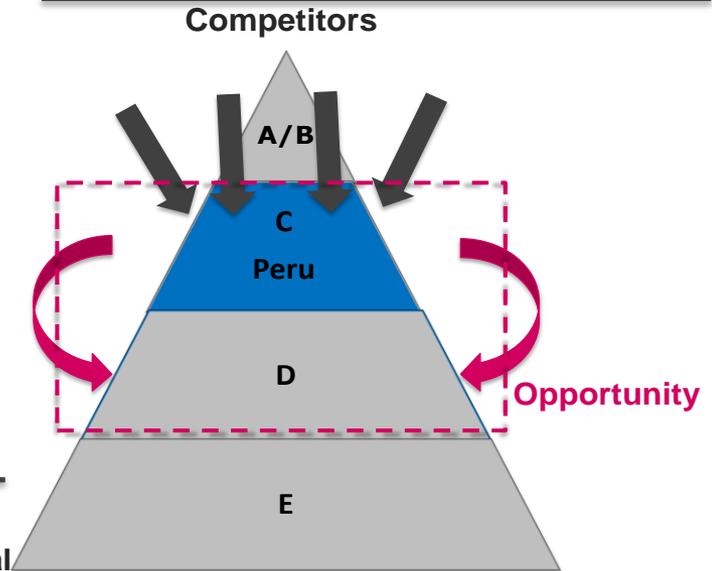


Potential market for working capital loans

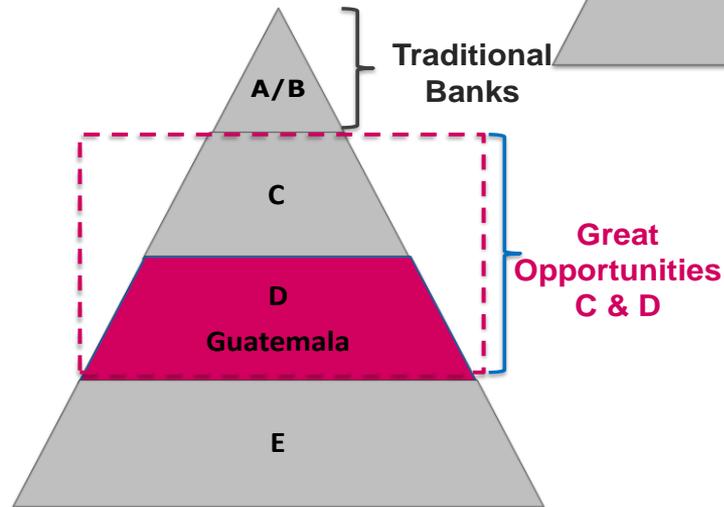
Mexico



Peru



Guatemala



Group loans in Mexico

Crédito Mujer (CM)

General Characteristics:

- > Group loan for working capital purposes
- > Groups of 10 to 50 women
- > Group guarantee

- Loan size
Ps. 4,000 to Ps. 60,000

- Average ticket
Ps. 7,098

- Term
16 weeks

- Contribution to loan portfolio
52.3%

- Contribution to number of clients
66.5%

- Life insurance / number of clients
88.3%

Crédito Comerciante (CCR)

General Characteristics:

- > Group loan for working capital purposes
- > Group of 7 to 20 members (men and women)
- > Group guarantee

- Loan size
Ps. 6,000 to Ps. 60,000

- Average ticket
Ps. 6,720

- Term
5 to 8 months

- Contribution to loan portfolio
21.1%

- Contribution to number of clients
28.4%

- Life insurance / Number of clients
83.2%

Individual loans in Mexico

Personal loans

General Characteristics:

- > Working capital loan
 - > Fixed assets and investments
 - > Mainly in urban areas
 - > Personal guarantee
 - > Have a salaried endorsement or independent economic activity
- Loan size
Ps. 20,000 to Ps. 200,000
 - Average ticket
Ps. 21,603
 - Term
6 to 24 months
 - Contribution to loan portfolio
12.1%
 - Contribution to number of clients
5.1%
 - Individual life insurance ¹
79.0%



Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

Other loans in Mexico

Improvement loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

- > Personal credit to maintain or improve the client's house or business.
- > To clients with credit history of 2 cycles in Crédito Mujer (CM) and 1 cycle and 2 cycles for Crédito Comerciante (CCR) and Individual.
- > Personal guarantee

- Loan size
Ps. 8,000 to Ps. 30,000
- Average ticket
CM: Ps. 8,621
CCR: Ps. 8,639
CI: Ps. 8,975
- Maturity
6 to 24 months
- Contribution to loan portfolio
CM: 10.3%
CCR: 2.1%
CI: 0.1%
- Contribution to number of clients
CM: 10.7%
CCR: 2.3%
CI: 0.1%

Additional loans for Crédito Mujer and Crédito Comerciante

General Characteristics:

- > Working capital loan
- > Second loan offered simultaneously to Crédito Mujer (CM) and Crédito Comerciante (CCR) clients.
- > Clients must have completed 1 cycle under Crédito Mujer (CM) and Crédito Comerciante (CCR).

- Loan size
Ps. 4,000 to Ps. 7,000
- Average ticket
CM: Ps. 3,587
CC: Ps. 3,702
- Maturity
4 to 5 months
- Contribution to loan portfolio
CM: 1.7%
CC: 0.4%
- Contribution to number of clients
CM: 5.1%
CC: 0.9%

Source: Compartamos Banco

1) Compartamos Banco insures its clients with third parties

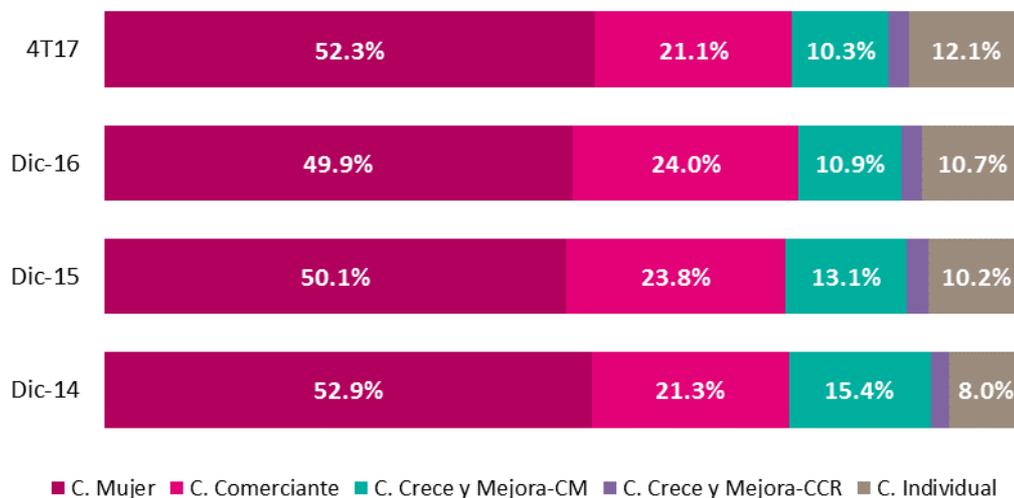
2) *This percentage includes clients that are taking a group lending methodology product + improvement loan; and clients only taking improvement loan. (1.1% clients exclusively taking improvement loans)

Evolution in group and individual loans methodologies (2014-4Q17)

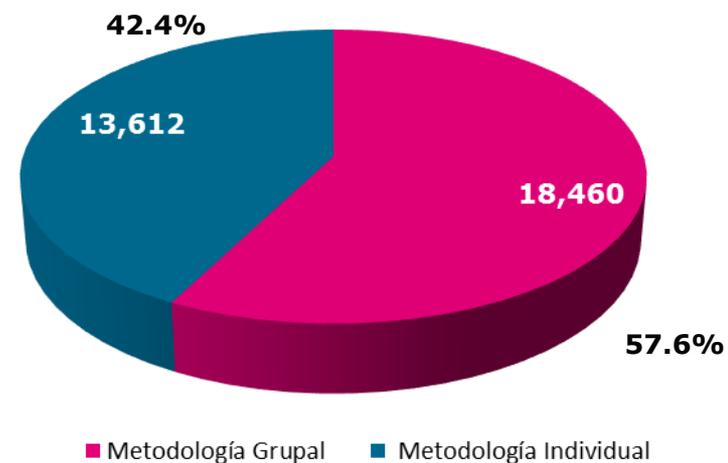


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BANCO COMPARTAMOS, S.A. I.B.M.



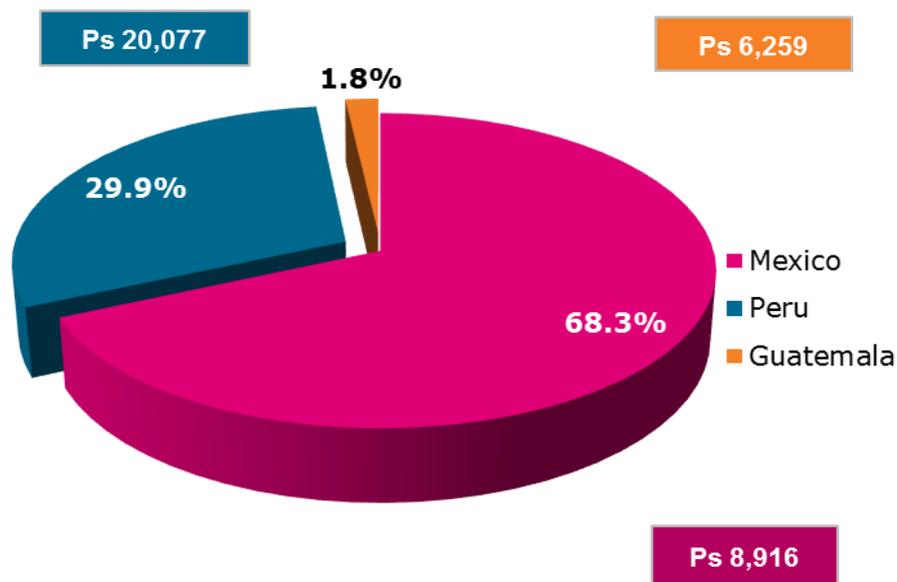
Mexico, Peru and Guatemala



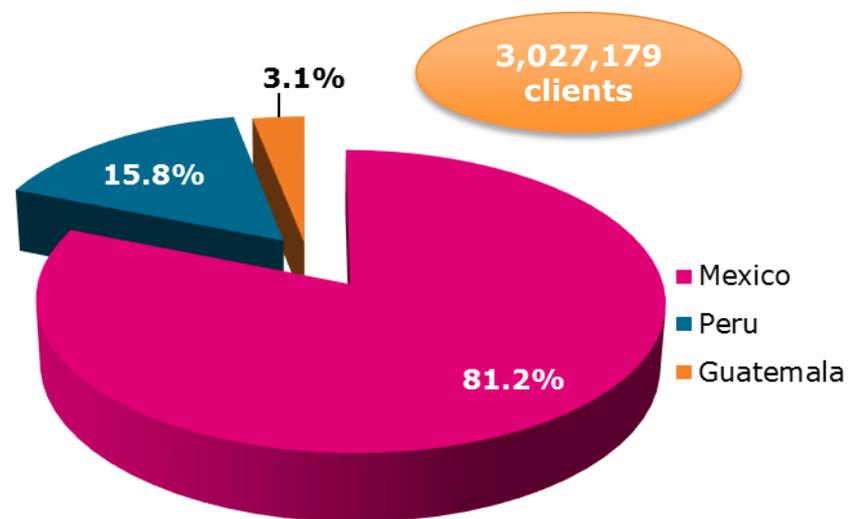
Figures are expressed in Mexican Pesos (million)

Market distribution per subsidiary

% Total loan portfolio and average ticket



Clients per subsidiary



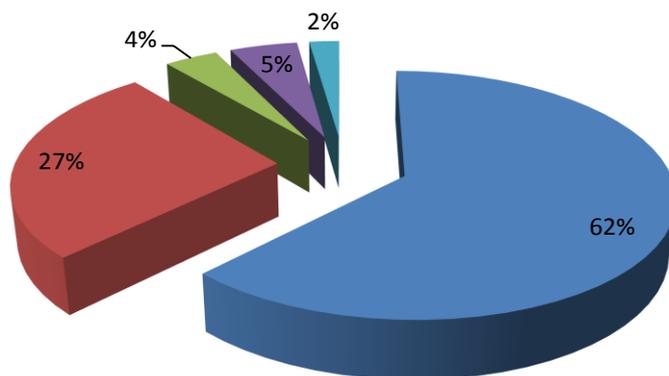
Mexico has an opportunity to serve more clients in D and C segment

Yastás (correspondent network manager)

- Presence in **32 Mexican States**
- As of 4Q17 reached more than **2,700** affiliates.
- Executed more than **2.0 million of financial transactions** during the quarter, 18% more compared to 4Q16.



Example of Dynamics



■ Loan Repayment ■ Loan Disbursement ■ Cash in ■ Cash out ■ Others



(*) Issuers for payment services: Arabela, Axtel, Avon, Cablemas, CFE, Infonavit, Megacable, Sky, VeTV, Telmex, Maxcom, Dish, Cmas y SAS. Payments to Banco Compartamos and Telcel air time.

Aterna (microinsurance broker)



Nos aseguramos de acompañarte, siempre.

Products:



Life: Aterna offers life insurance products to provide security to our customers and their families.



Health and Accidents: Through this coverage Aterna seeks to avoid a destabilization in the economy of our customers due to a disease or accident.



Property Damage: Aterna is currently working on designing a natural disasters' protection program.

4Q17	
Life Insurance Policies placed during 4Q17	4,581,455
4Q17 Active Life Insurance Policies	4,809,280
Coverage	Mexico, Peru & Guatemala

Microinsurance in Latin America

Microinsurance is proving an important component of the insurance business in Latin America and the Caribbean, bringing in almost **USD 830 million in premiums**, covering nearly **50 million people***

ATERNA 'S Contribution on LA:

- 66.4% of the insured in Mexico
- 11.04% of the insured in Latin America

* The Global Landscape of microinsurance in Latin America and the Caribbean

Intermex (remittances company)

- It processed more than \$6.0 billion pesos in remittances payments in 4Q17
- It has more than 2,400 affiliates to execute remittances payments.
- During 2017, international remittances received in Mexico represented an annual growth of 6.6% compared to the same period in 2016.
- Around 65% of all of the remittances in Mexico are concentrated in 10 Mexican States ¹
- The households receiving remittances are concentrated in the segment D of the population.



1) Source: Banxico



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Growth and Profitability



	4Q17	4Q16	% Change 4Q16	2017	2016	% Change 2016
Clients	3,462,832	3,584,448	-3.4%	3,462,832	3,584,448	-3.4%
Portfolio	32,074	33,508	-4.3%	32,074	33,508	-4.3%
Net Income	375	540	-30.6%	2,937	3,410	-13.9%
NPLs / Total Portfolio	3.26%	4.22%	-0.96 pp	3.26%	4.22%	-0.96 pp
ROA	3.5%	5.2%	-1.7 pp	7.0%	8.6%	-1.6 pp
ROE	8.9%	13.8%	-4.9 pp	17.7%	22.8%	-5.1 pp
NIM	54.1%	54.3%	-0.2 pp	53.8%	54.5%	-0.7 pp
NIM after provisions	43.4%	43.2%	0.2 pp	43.7%	45.1%	-1.4 pp
Efficiency Ratio	89.2%	80.1%	9.1 pp	75.9%	69.4%	6.5 pp
Operating Efficiency	35.0%	31.5%	3.5 pp	30.2%	28.1%	2.1 pp
Capital / Total Assets	38.5%	36.4%	2.1 pp	38.5%	36.4%	2.1 pp
Average Loan per Client	10,595	9,909	6.9%	10,595	9,909	6.9%
Employees	22,318	21,184	5.4%	22,318	21,184	5.4%
Service Offices**	725	710	2.1%	725	710	2.1%
Branches	268	135	98.5%	268	135	98.5%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	4Q17	Δ vs 4Q16	4Q17	Δ vs 4Q16	4Q17	Δ vs 4Q16
Clients	2,457,090	-15.6%	477,500	24.1%	92,589	10.5%
Portfolio	21,908	-12.6%	9,586.85	21.8%	580	1.3%
Resultado neto*	255	-53.3%	49	24.6%	7.07	-48.2%
ROAA	3.7%	-3.6 pp	1.8%	-0.1 pp	3.9%	-4.0 pp
ROAE	8.7%	-11.8 pp	9.2%	1.5 pp	4.3%	-4.3 pp
NIM	67.9%	4.6 pp	25.7%	-0.4 pp	83.4%	4.5 pp
NIM after provisions	54.1%	3.8 pp	21.1%	0.6 pp	72.9%	4.0 pp
NPL	3.28%	-1.21 pp	3.09%	-0.28 pp	5.38%	1.43 pp
Write - offs	1,073	85.3%	94	1.4%	15	3.2%
Coverage Ratio	211.5%	61.0 pp	232.4%	48.6 pp	135.3%	5.5 pp
Average Loan per Client	8,916	3.6%	20,077	0.0 pp	6,259	-0.1 pp
Employees *	17,736	2.8%	3,630	15.9%	952	19.3%
Service Offices	586	-1.0%	79	8.2%	60	33.3%
Branches	268	98.5%	-	0.0%	-	0.0%

1) 3,027,179 credit clients and 435,653 clients from savings, remittances and insurance products.

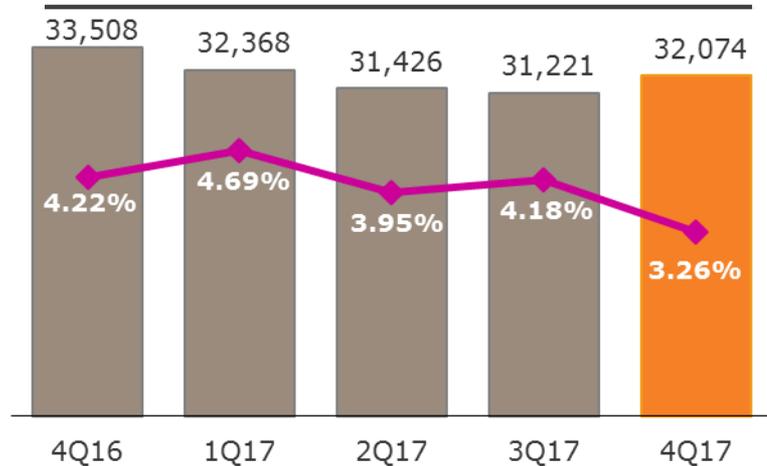
portfolio, net income and write-offs are expressed in million (Mexican Pesos)

* In table 2, employees in Compartamos Banco include employees from Aterna, Yastás and Intermex.

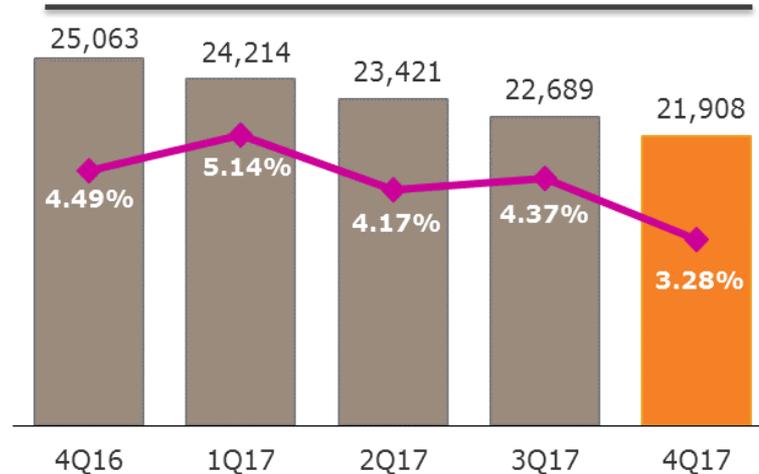
** Some service offices in Mexico are being transformed into branches. 103 Branches are inside a Service Office.

Total Portfolio – NPL %

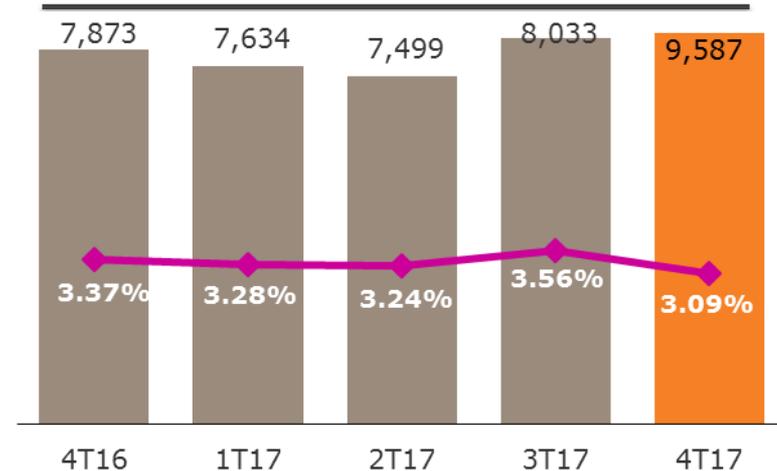
Genera (Ps. million)



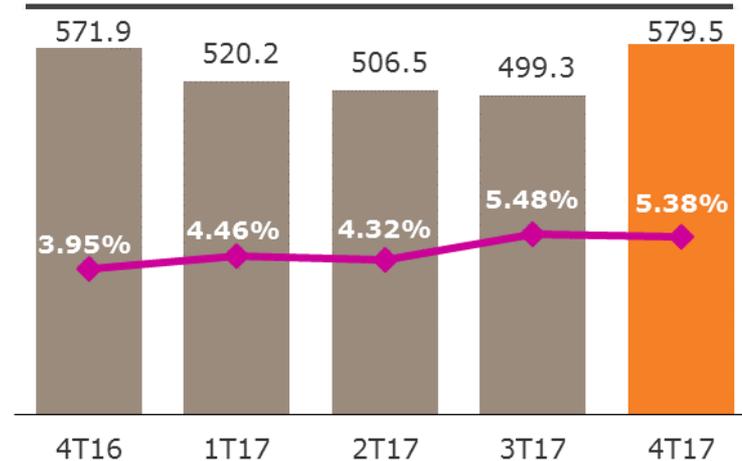
Mexico - Banco (Ps. million)



Peru (Ps. million)

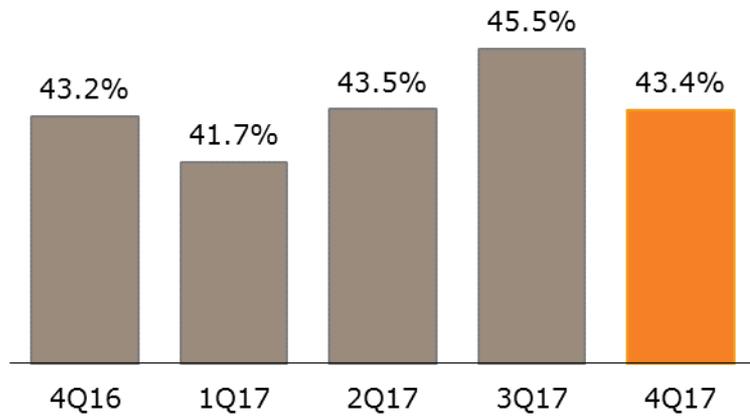


Guatemala (Ps. million)

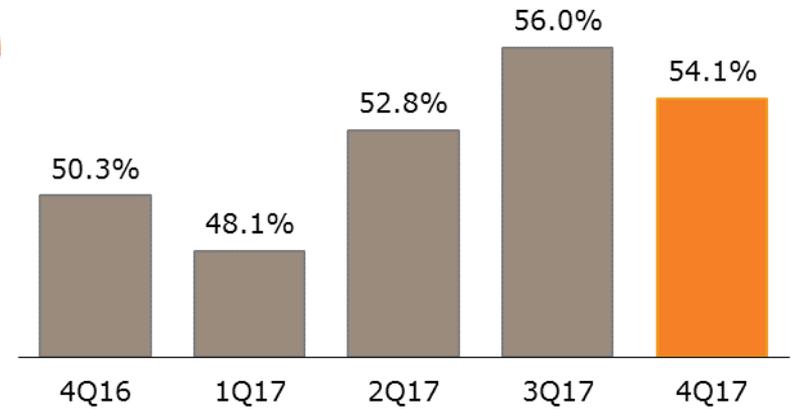


NIM (%) after provisions

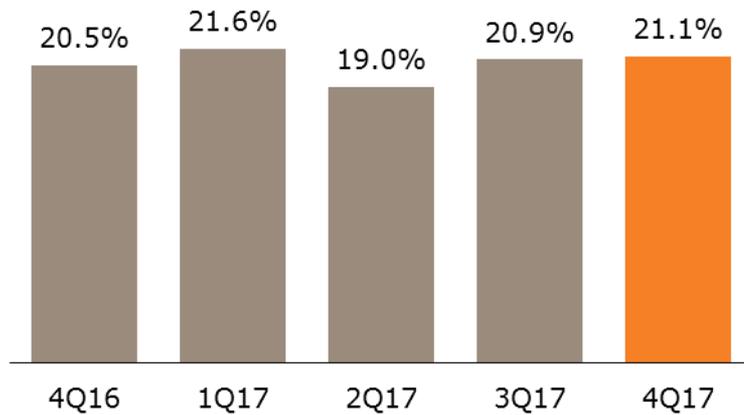
Genera



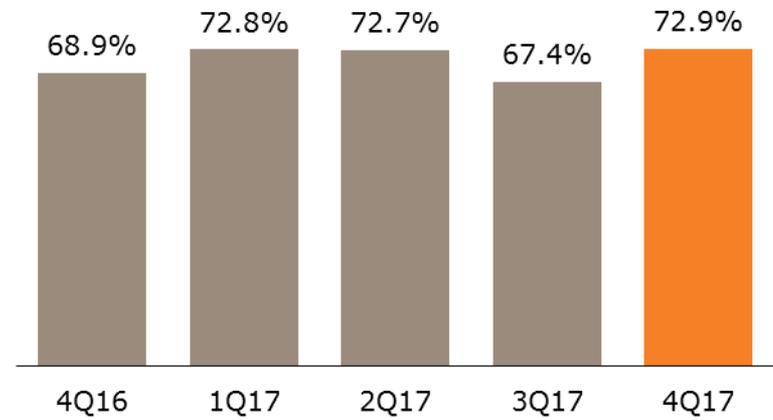
Mexico - Banco



Peru

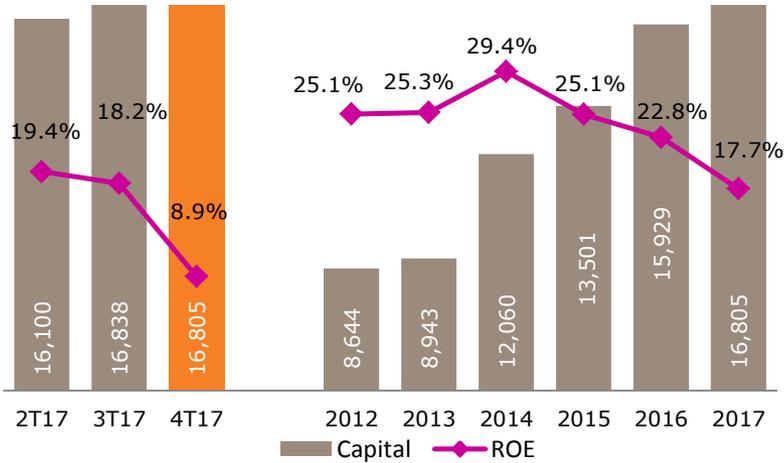


Guatemala

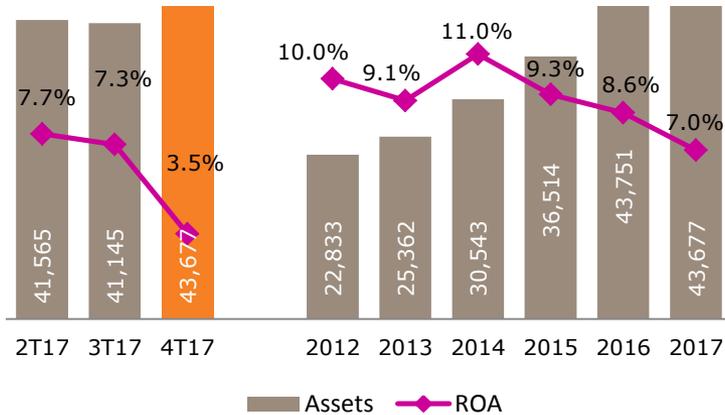


ROAA & ROAE evolution

Genera ROAE

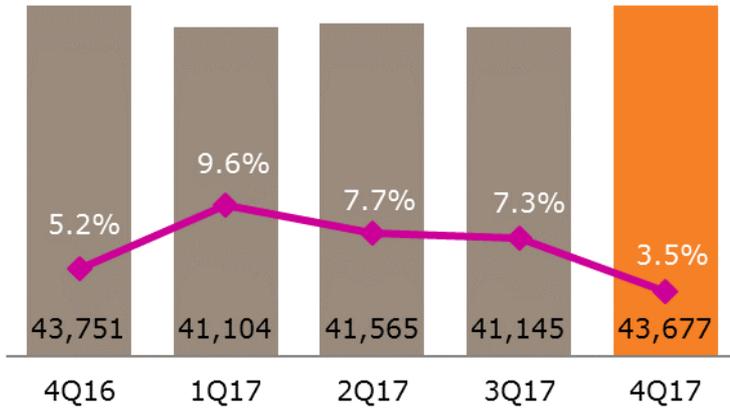


Genera ROAA

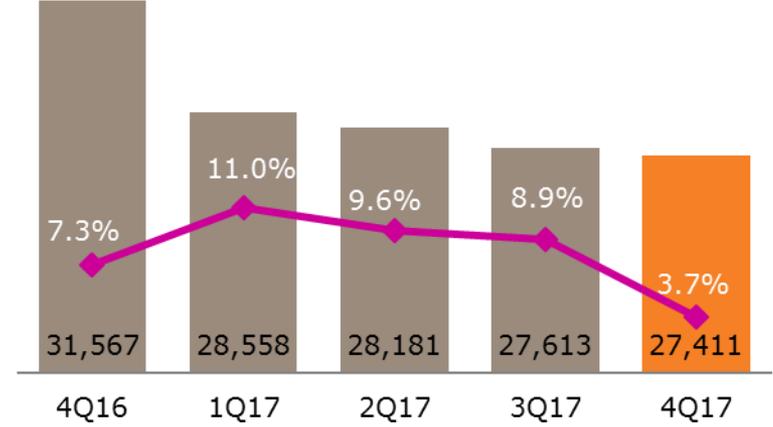


Assets - ROAA

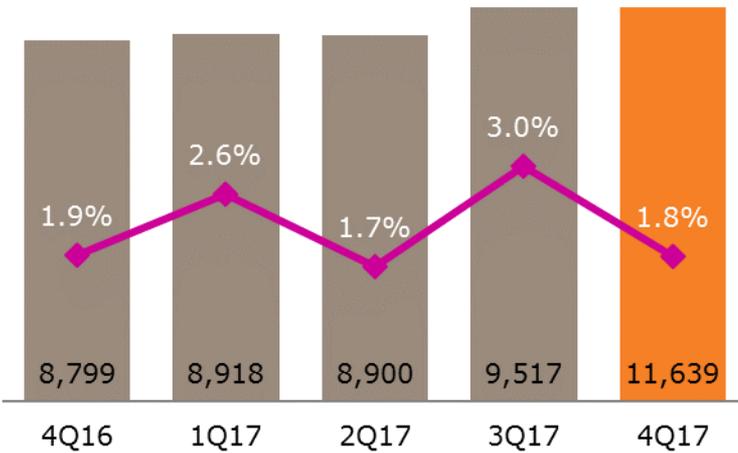
Genera



Mexico - Banco



Peru



Guatemala (Ps. million)

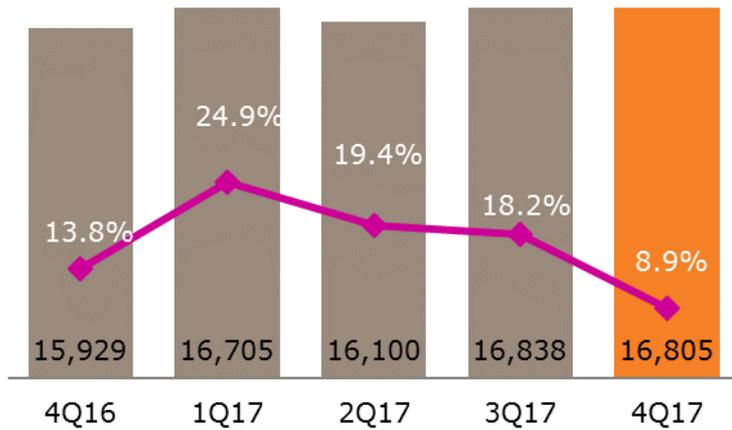


Assets in Ps. Million

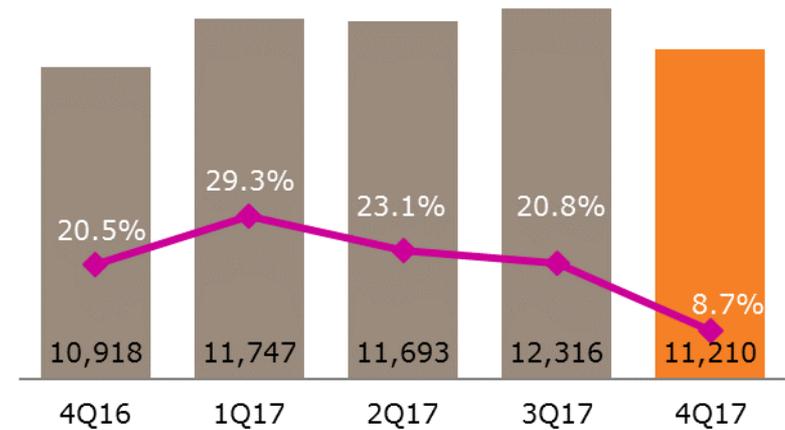
ROAA: (Net Income/ Average Assets)

Equity -ROAE

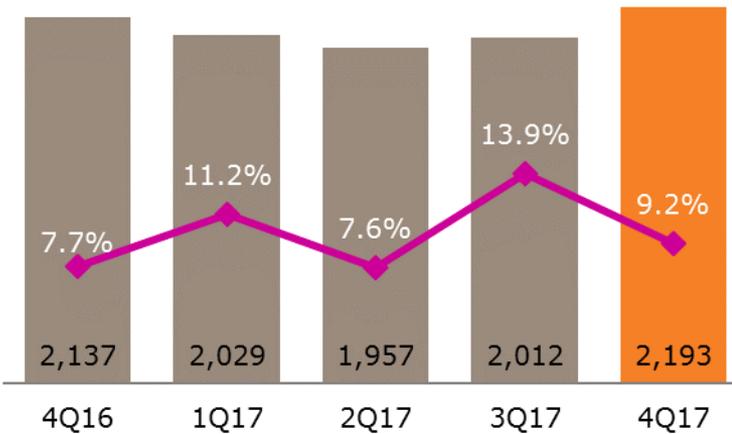
Genera



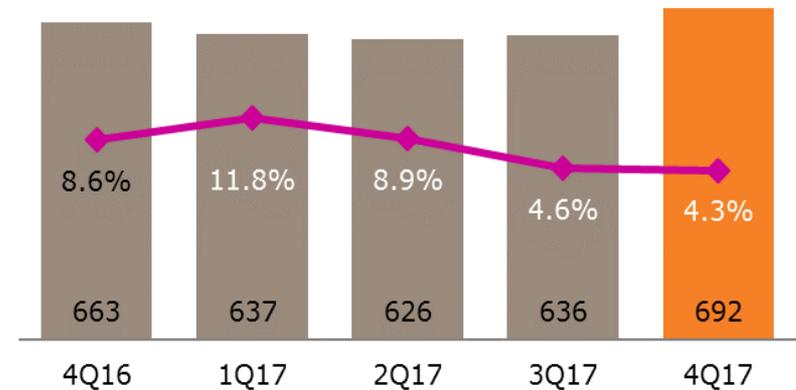
Mexico - Banco



Peru



Guatemala (Ps. million)

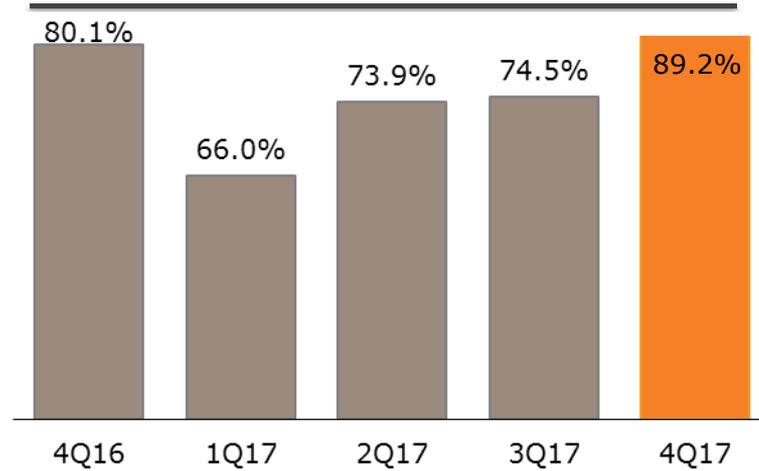


Equity in Ps. million

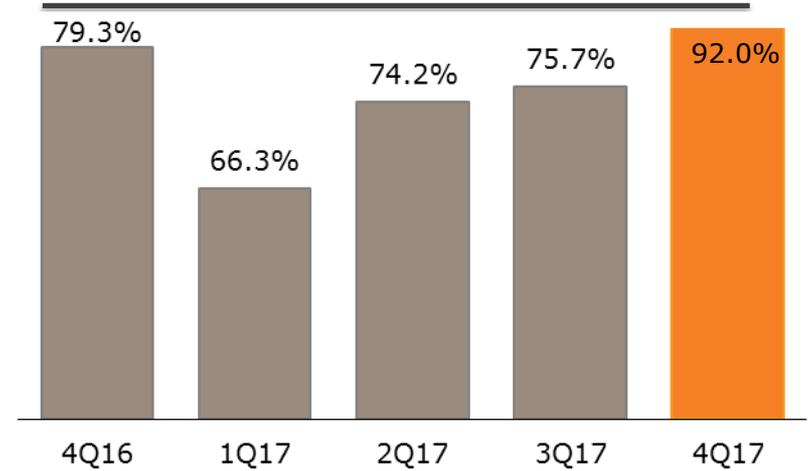
ROAE: (Net Income / Average Equity)

Efficiency Ratio

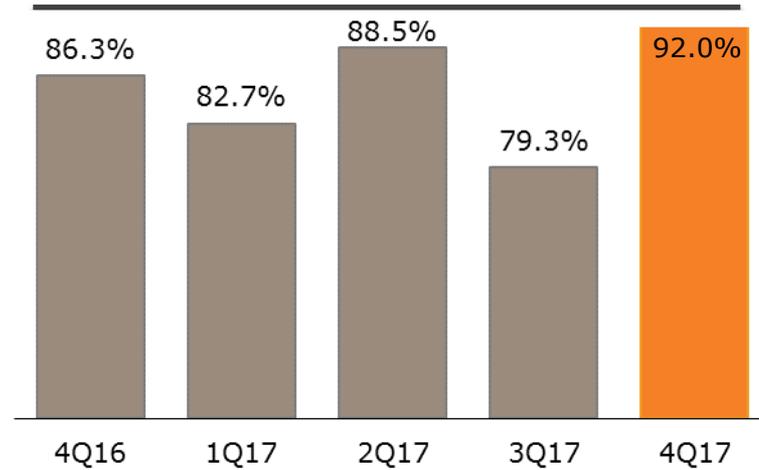
Genera



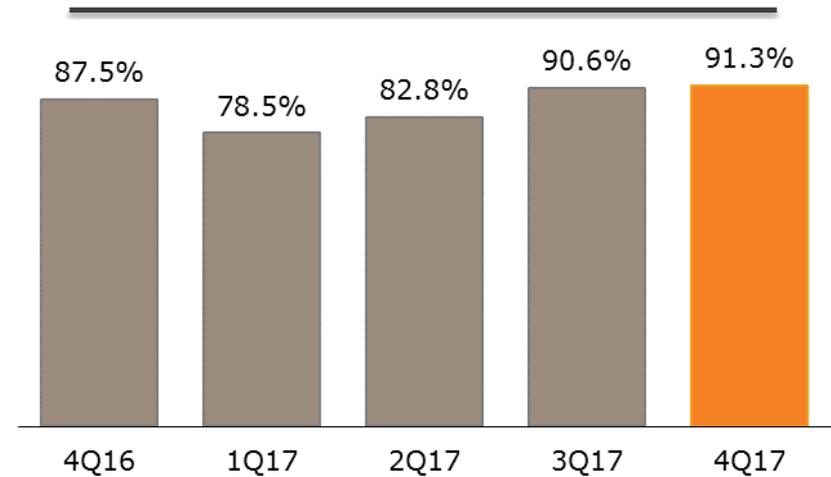
Mexico - Banco



Peru



Guatemala





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**Financial
Information
4Q17**



Balance Sheet



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 3Q17
Cash and other investments	6,236	6,570	-5.1%	5,292	17.8%
Total performing loans	31,028	32,094	-3.3%	29,916	3.7%
Non-performing loans	1,046	1,414	-26.0%	1,305	-19.8%
Total loan portfolio	32,074	33,508	-4.3%	31,221	2.7%
Allowance for loan losses	2,252	2,212	1.8%	1,943	15.9%
Loan portfolio, net	29,822	31,296	-4.7%	29,278	1.9%
Other accounts receivable	1,838	985	86.6%	1,073	71.3%
Fixed assets	1,311	1,069	22.6%	1,178	11.3%
Permanent investment	100	47	112.8%	94	6.4%
Other assets	3,401	2,803	21.3%	3,338	1.9%
Goodwill	969	981	-1.2%	892	8.6%
Total assets	43,677	43,751	-0.2%	41,145	6.2%
Clients'	2,130	755	182.1%	1,753	21.5%
Deposits	5,546	2,765	100.6%	4,262	30.1%
Long Term Debt Issuance	8,554	10,556	-19.0%	8,579	-0.3%
Interbank loans	7,707	10,436	-26.1%	6,250	23.3%
Other accounts payable	2,935	3,310	-11.3%	3,463	-15.2%
Total liabilities	26,872	27,822	-3.4%	24,307	10.6%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Premium on sale of stock	558	558	0.0%	558	0.0%
Capital reserves	1,358	1,254	8.3%	1,462	-7.1%
Retained earnings	6,803	5,226	30.2%	7,154	-4.9%
Other capital accounts	332	684	-51.5%	285	16.5%
Net income for the year	2,905	3,390	-14.3%	2,548	14.0%
Participation (in net income) from controlling company	16,720	15,876	5.3%	16,771	-0.3%
Participation (in net income) from non-controlling company	85	53	60.4%	67	26.9%
Total stockholders' equity	16,805	15,929	5.5%	16,838	-0.2%
Total liabilities and stockholders' equity	43,677	43,751	-0.2%	41,145	6.2%

* Figures expressed in Mexican pesos (millions)

Income Statement



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 3Q17	2017	2016	% Change 2016
Interest income	5,257	5,357	-1.9%	5,291	-0.6%	20,889	20,017	4.4%
Interest expense	352	348	1.1%	382	-7.9%	1,517	1,179	28.7%
Net Interest Income	4,905	5,009	-2.1%	4,909	-0.1%	19,372	18,838	2.8%
Provisions for loan losses	970	1,021	-5.0%	861	12.7%	3,640	3,238	12.4%
Net interest income after provisions	3,935	3,988	-1.3%	4,048	-2.8%	15,732	15,600	0.8%
Commissions and fee income	379	403	-6.0%	346	9.5%	1,412	1,402	0.7%
Commissions and fee expense	97	169	-42.6%	100	-3.0%	413	691	-40.2%
Trading gains (losses)	-	5	N/C	3	N/C	2	33	-93.9%
Other operating income (expense)	(57)	(117)	N/C	(50)	N/C	(66)	(224)	N/C
Operating Expenses	3,712	3,294	12.7%	3,164	17.3%	12,655	11,194	13.1%
Net operating income	448	816	-45.1%	1,083	-58.6%	4,012	4,926	-18.6%
Participation in net income from non consolidated and associated subsidiaries	(5)	(16)	N/C	(16)	-68.8%	(31)	(77)	N/C
Total income before income tax	443	800	-44.6%	1,067	-58.5%	3,981	4,849	-17.9%
Current	110	349	-68.5%	334	-67.1%	1,047	1,781	-41.2%
Deferred	(42)	(89)	N/C	(17)	N/C	(3)	(342)	N/C
Net income	375	540	-30.6%	750	-50.0%	2,937	3,410	-13.9%
Participation (in net income) from controlling company	357	529	-32.5%	743	-52.0%	2,905	3,390	-14.3%
Participation (in net income) from non-controlling company	18	11	63.6%	7	157.1%	32	20	60.0%

* Figures expressed in Mexican pesos (millions)

NPLs per subsidiary

NPL's per methodology and subsidiaries

PRODUCT	4Q17				4Q16				3Q17			
	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs
C. Mujer	11,446	286	2.50%	196	12,491	310	2.48%	136	11,469	254	2.22%	201
C. Comerciante	4,619	98	2.13%	602	6,021	452	7.50%	226	5,244	395	7.53%	290
Group Methodology	16,065	384	2.39%	798	18,512	762	4.11%	362	16,713	649	3.88%	491
Individual Methodology	5,843	335	5.72%	275	6,551	364	5.57%	217	5,976	343	5.73%	267
Banco Compartamos	21,908	719	3.28%	1,073	25,063	1,126	4.49%	579	22,689	992	4.37%	758
Group Methodology Peru	1,814	24	1.33%	16	1,190	8	0.70%	5	1,393	27	1.96%	12
Individual Methodology Peru	7,772	272	3.50%	77	6,684	257	3.85%	88	6,640	258	3.89%	78
Compartamos Financiera	9,587	296	3.09%	94	7,873	266	3.37%	92	8,033	286	3.56%	91
Group Methodology Guatemala	580	31	5.38%	15	572	23	3.95%	15	499	27	5.48%	13
Compartamos Guatemala S.A.	580	31	5.38%	15	572	23	3.95%	15	499	27	5.48%	13
Total	32,074	1,046	3.26%	1,182	33,508	1,414	4.22%	686	31,221	1,305	4.18%	861

* Figures expressed in Mexican pesos (millions)

Summary



Banco Compartamos S.A. I.B.M.

	National Scale	Global Scale
Fitch Ratings	'AA+(mex) / F1+(mex)'	BBB / F2
Standard & Poor's	'mxAAA / mxA-1+'	BBB / A-2

	4Q17	4Q16	% Change 4Q16	2017	2016	% Change 2016
Clients	2,457,090	2,912,786	-15.6%	2,457,090	2,912,786	-15.6%
Portfolio	21,908	25,063	-12.6%	21,908	25,063	-12.6%
Net Income	255	546	-53.3%	2,385	3,119	-23.5%
NPLs / Total Portfolio	3.28%	4.49%	-1.21 pp	3.28%	4.49%	-1.21 pp
ROA	3.7%	7.3%	-3.6 pp	8.5%	10.8%	-2.3 pp
ROE	8.7%	20.5%	-11.8 pp	20.3%	30.4%	-10.1 pp
NIM	67.9%	63.3%	4.6 pp	66.5%	64.4%	2.1 pp
NIM after provisions	54.1%	50.3%	3.8 pp	54.0%	53.5%	0.5 pp
Efficiency Ratio	92.0%	79.3%	12.7 pp	77.0%	68.5%	8.5 pp
ICAP	36.9%	27.5%	9.4 pp	36.9%	27.5%	9.4 pp
Capital / Total Assets	40.9%	34.6%	6.3 pp	40.9%	34.6%	6.3 pp
Average Loan (Ps.)	8,916	8,604	3.6%	8,916	8,604	3.6%
Employees	17,455	16,955	2.9%	17,455	16,955	2.9%
Service Offices*	586	592	-1.0%	586	592	-1.0%
Branches	268	135	98.5%	268	135	98.5%

- Portfolio and Net Income expressed in Mexican pesos (millions)
- *Contraction is due to transformation to Compartamos' Banco branches. 103 Branches are inside a Service Office

Balance Sheet



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 4Q16
Cash and other investments	2,695	4,902	-45.0%	2,569	4.9%
Total performing loans	21,189	23,937	-11.5%	21,697	-2.3%
Non-performing loans	719	1,126	-36.1%	992	-27.5%
Total loan portfolio	21,908	25,063	-12.6%	22,689	-3.4%
Allowance for loan losses	1,521	1,695	-10.3%	1,422	7.0%
Loan portfolio, net	20,387	23,368	-12.8%	21,267	-4.1%
Other accounts receivable	1,509	829	82.0%	766	97.0%
Fixed assets	636	463	37.4%	574	10.8%
Other assets	2,184	2,005	8.9%	2,437	-10.4%
Total assets	27,411	31,567	-13.2%	27,613	-0.7%
Clients' Deposits	1,760	540	N/C	1,454	21.0%
Deposits	20	625	-96.8%	520	-96.2%
Long Term Debt Issuance	8,554	10,556	-19.0%	8,580	-0.3%
Interbank loans	4,472	6,978	-35.9%	3,570	25.3%
Derivates financial instruments	-	-	0.0%	-	0.0%
Other accounts payable	1,395	1,904	-26.7%	1,173	18.9%
Deferred income tax	-	46	-100.0%	-	0.0%
Total liabilities	16,201	20,649	-21.5%	15,297	5.9%
Capital stock	558	542	3.0%	558	0.0%
Contributions for future capital increases	-	-	0.0%	-	0.0%
Capital reserves	505	490	3.1%	506	-0.2%
Retained earnings	7,762	6,768	14.7%	9,123	-14.9%
Remeasurements for employees benefit	-	(1)	N/C	(1)	N/C
Net income for the year	2,385	3,119	-23.5%	2,130	12.0%
Total stockholders' equity	11,210	10,918	2.7%	12,316	-9.0%
Total liabilities and stockholders' equity	27,411	31,567	-13.2%	27,613	-0.7%

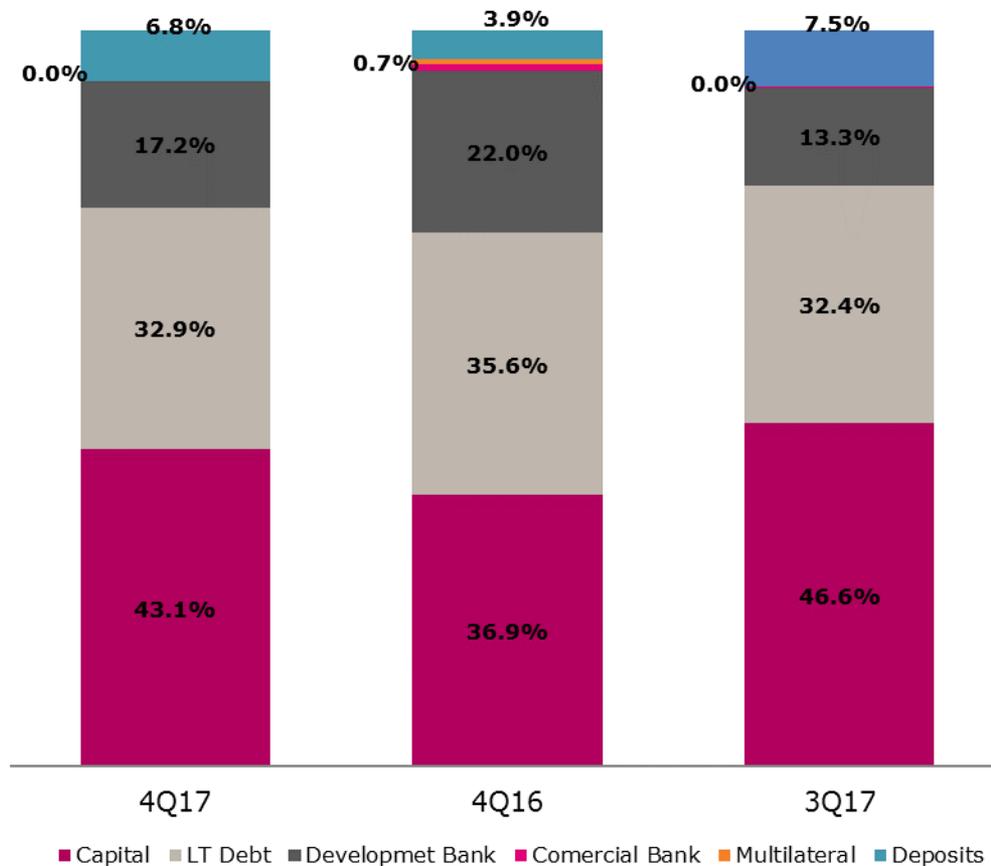
Income Statement



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 3Q17	2017	2016	% Change 2016
Interest income	4,324	4,595	-5.9%	4,482	-3.5%	17,521	17,420	0.6%
Interest expense	235	248	-5.2%	278	-15.5%	1,083	814	33.0%
Net Interest Income	4,089	4,347	-5.9%	4,204	-2.7%	16,438	16,606	-1.0%
Provisions for loan losses	835	891	-6.3%	745	12.1%	3,107	2,818	10.3%
Net interest income after provisions	3,254	3,456	-5.8%	3,459	-5.9%	13,331	13,788	-3.3%
Commissions and fee income	238	244	-2.5%	250	-4.8%	990	866	14.3%
Commissions and fee expense	113	151	-25.2%	119	-5.0%	497	591	-15.9%
Trading gains (losses)	-	4	N/C	3	N/C	2	39	-94.9%
Other operating income (expense)	(24)	(43)	N/C	(48)	N/C	(126)	(103)	N/C
Operating Expenses	3,086	2,784	10.8%	2,683	15.0%	10,552	9,583	10.1%
Net operating income	269	726	-62.9%	862	-68.8%	3,148	4,416	-28.7%
Total income before income tax	269	726	-62.9%	862	-68.8%	3,148	4,416	-28.7%
ISR Causado y Diferido	14	180	-92%	239	-94.1%	763	1,297	-41.2%
Current	(66)	251	N/C	214	N/C	657	1,489	-55.9%
Deferred	80	(71)	N/C	25	N/C	106	(192)	N/C
Net income	255	546	-53.3%	623	-59.1%	2,385	3,119	-23.5%

Figures expressed in Mexican pesos (millions)

Funding structure



Cost of funds
4Q17: 7.1%

Año	Maturity	%
2018	4,859.00	32.8%
2019	2,599.00	17.6%
2020	4,198.00	28.4%
2021	1,150.00	7.8%
2022	0.00	0.0%
2023	2,000.00	13.5%
Total	14,806.00	100.0%

Compartamos Banco has a diversified funding structure and a very solid debt profile

Allowance for loan losses



	4Q17			4Q16			3Q17		
Risk	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	1.1%	14,072	156	0.5%	17,163	8426%	1.1%	14,323	160
A-2	2.7%	825	22	2.4%	106	3	2.7%	937	25
B-1	3.4%	171	6	3.8%	592	22	3.5%	198	7
B-2	4.1%	1,775	73	4.6%	2,199	102	4.1%	1,581	65
B-3	5.6%	569	32	5.6%	444	25	5.7%	523	30
C-1	7.2%	1,716	124	6.7%	1,881	126	7.2%	1,874	135
C-2	10.9%	1,035	113	9.8%	772	76	11.0%	1,198	132
D	21.5%	434	93	23.1%	234	54	21.5%	502	108
E	67.5%	1,311	885	71.9%	1,673	1,203	69.7%	1,552	1,082
Total		21,908	1,503		25,064	1,695		22,690	1,743
Coverage Ratio¹			2.09			1.51			1.76

Classification for allowance for loan losses is in accordance with CNBV regulations (Section V, Article 129, and Paragraph II) applicable to credit institutions since July 2013. Allowance for loan losses continued to sufficiently cover non-performing loans. The ratings and the allowance reported for the second quarter 2017 is the one corresponding as of June 2017, considering the modifications to the General Provisions for Credit Institutions published in the DOF (Diario Oficial Federación) on January 6, 2017; and which its initial effect may be constituted in a period of twelve months according to the applicable regulation.

Summary



Compartamos Financiera (Peru)

Summary	4Q17	4Q16	3Q17	% Change 4Q16	% Change 3Q17	2017	2016	% Change 2016
Clients	477,500	384,883	446,401	24.1%	7.0%	477,500	384,883	24.1%
Portfolio	9,586.9	7,873.2	8,032.6	21.8%	19.3%	9,586.9	7,873.2	21.8%
Net Income	48.5	38.9	68.8	24.6%	-29.5%	213.6	158.9	34.4%
NPLs / Total Portfolio	3.09%	3.37%	3.6%	-0.28 pp	-0.47 pp	3.09%	3.37%	-0.28 pp
ROA	1.8%	1.9%	3.0%	-0.1 pp	-1.2 pp	2.2%	2.1%	0.1 pp
ROE	9.2%	7.7%	13.9%	1.5 pp	-4.7 pp	10.4%	8.7%	1.7 pp
NIM	25.7%	26.1%	25.3%	-0.4 pp	0.4 pp	24.9%	24.6%	0.3 pp
NIM after provisions	21.1%	20.5%	20.9%	0.6 pp	0.2 pp	19.9%	19.5%	0.4 pp
Efficiency Ratio	92.0%	86.3%	79.3%	5.7 pp	12.7 pp	85.8%	85.1%	0.7 pp
Operating Efficiency	19.8%	18.6%	16.8%	1.2 pp	3.0 pp	19.81%	18.64%	1.2 pp
ICAP (Reglas SBS)	0.00%	19.40%	0.00%	-19.4 pp	0.0 pp	0.00%	19.40%	-19.4 pp
Capital / Total Assets	18.8%	24.3%	21.1%	-5.5 pp	-2.3 pp	18.8%	24.3%	-5.5 pp
Average Loan (Ps.)	20,077	20,456	17,994	-1.9%	11.6%	20,077	20,456	-1.9%
Employees	3,630	3,133	3,533	15.9%	2.7%	3,630	3,133	15.9%
Service Offices	79	73	79	8.2%	0.0%	79	73	8%

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)

Group loans clients represented 67.4% of the customers served in Peru

Balance Sheet



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 4Q16
Cash and other investments	2,012.0	832.2	141.8%	1,464.1	37.4%
Total performing loans	9,290.6	7,607.5	22.1%	7,746.9	19.9%
Non-performing loans	296.2	265.7	11.5%	285.8	3.7%
Total loan portfolio	9,586.9	7,873.2	21.8%	8,032.6	19.3%
Allowance for loan losses	688.4	488.3	41.0%	486.6	41.5%
Loan portfolio, net	8,898.4	7,384.9	20.5%	7,546.0	17.9%
Other accounts receivable	25.7	9.2	180.3%	21.0	22.6%
Fixed assets	270.5	205.2	31.8%	227.7	18.8%
Other assets	432.4	367.4	17.7%	258.0	67.6%
Total assets	11,639.1	8,798.9	32.3%	9,516.8	22.3%
Deposits	5,914.9	2,980.7	98.4%	4,560.8	29.7%
Interbank loans	3,235.1	3,449.9	-6.2%	2,679.8	20.7%
Other accounts payable	295.7	231.6	27.7%	263.7	12.1%
Total liabilities	9,445.6	6,662.2	41.8%	7,504.4	25.9%
Capital stock	1,262.8	1,135.8	11.2%	1,262.6	0.0%
Contributions for future capital increases	-	-	0.0%	-	0.0%
Capital reserves	89.8	74.6	20.5%	89.6	0.3%
Foreign exchange effect	654.2	687.5	-4.8%	415.9	57.3%
Retained earnings	(27.0)	79.8	N/C	79.2	-134.1%
Net income for the year	213.6	158.9	34.4%	165.1	29.4%
Total stockholders' equity	2,193.5	2,136.6	2.7%	2,012.4	9.0%
Total liabilities and stockholders' equity	11,639.1	8,798.9	32.3%	9,516.8	22.3%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q17	3.24	19.66	6.07
4Q16	3.36	20.62	6.14
3Q17	3.27	18.16	5.56

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

Income Statement



	4Q17	4Q16	% Change 4Q16	3Q17	% Change 3Q17	2017	2016	2016
Interest income	785.0	631.8	24.3%	675.1	16.3%	2,806.6	2,132.3	31.6%
Interest expense	125.7	103.9	21.0%	110.4	13.8%	461.9	362.5	27.4%
Net interest income	659.4	527.9	24.9%	564.7	16.8%	2,344.7	1,769.8	32.5%
Provisions for loan losses	118.4	114.3	3.6%	99.7	18.8%	469.5	368.8	27.3%
Net interest income after provisions	540.9	413.6	30.8%	465.0	16.3%	1,875.2	1,401.0	33.8%
Commissions and fee income	35.0	28.5	22.8%	28.1	24.6%	120.0	99.2	20.9%
Commissions and fee expenses	11.9	5.9	100.7%	12.7	-6.1%	46.8	22.8	105.7%
Other operating income (expense)	5.9	16.6	-64.7%	7.4	-20.7%	38.9	52.4	-25.7%
Operating expenses	524.0	390.9	34.0%	386.7	35.5%	1,704.2	1,301.2	31.0%
Net operating income	45.8	61.9	-25.9%	101.1	-54.6%	283.0	228.6	23.8%
Total income before income tax	45.8	61.9	-25.9%	101.1	-54.6%	283.0	228.6	23.8%
Current and Deferred	(2.7)	22.9	N/C	32.2	N/C	69.4	69.7	-0.3%
Net income	48.5	38.9	24.6%	68.8	-29.5%	213.6	158.9	34.4%

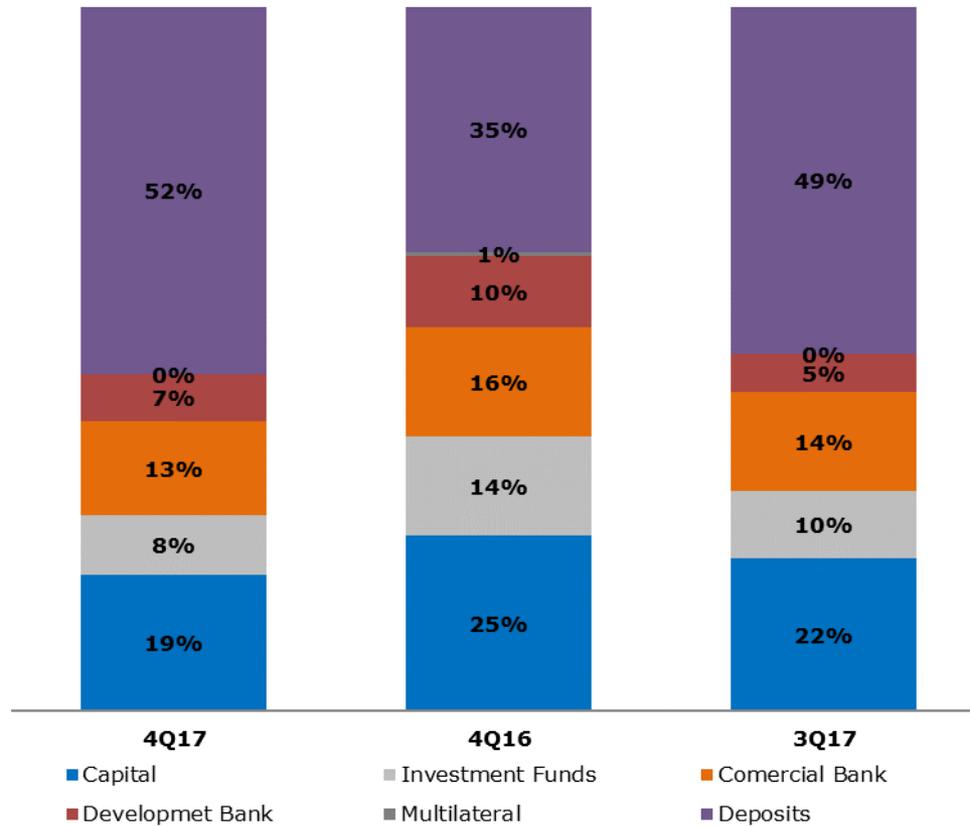
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q17	3.25	18.98	5.85
4Q16	3.40	19.86	5.85
3Q17	3.25	17.82	5.49

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

Funding structure



Cost of funds
5.9%



Compartamos S.A. (Guatemala)

Summary	4Q17	4Q16	3Q17	% Change 4Q16	% Change 3Q17	% Change 4Q16	% Change 3Q17	% Change 2016
Clients	92,589	83,786	87,670	10.5%	5.6%	92,589	83,786	10.5%
Portfolio	579.5	571.9	499.3	1.3%	16.1%	579.5	571.9	1.3%
Net Income	7.1	13.7	7.2	-48.2%	-2.5%	47.5	48.9	-3.0%
NPLs / Total Portfolio	5.38%	3.95%	5.48%	1.43 pp	-0.10 pp	5.38%	3.95%	1.43 pp
ROA	3.9%	7.9%	4.2%	-4.0 pp	-0.3 pp	6.7%	7.7%	-1.0 pp
ROE	4.3%	8.6%	4.6%	-4.3 pp	-0.3 pp	7.3%	8.8%	-1.5 pp
NIM	83.4%	78.9%	77.9%	4.5 pp	5.5 pp	81.6%	72.6%	9.0 pp
NIM after provisions	72.9%	68.9%	67.4%	4.0 pp	5.5 pp	71.5%	63.7%	7.8 pp
Efficiency Ratio	91.3%	87.5%	90.6%	3.8 pp	0.7 pp	85.7%	81.9%	3.8 pp
Operating Efficiency	59.2%	54.3%	53.9%	4.9 pp	5.3 pp	54.5%	46.8%	7.7 pp
Capital / Total Assets	93.2%	90.6%	91.8%	2.6 pp	1.4 pp	93.2%	90.6%	2.6 pp
Average Loan (Ps.)	6,259	6,825	5,695	-8.3%	9.9%	6,259	6,825	-8.3%
Employees	952	798	955	19.3%	-0.3%	952	798	19.3%
Service Offices	60	45	60	33.3%	0.0%	60	45	33.3%

FX (Average)	Quetzales - Dollars	Pesos MX - Dollars	Pesos MX - Quetzales
4Q17	7.34	18.98	2.59
4Q16	7.50	19.86	2.65
3Q17	7.29	17.82	2.44

Source: Banco de Guatemala and Banco de Mexico
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 y Banco de México

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