



GENTERA

Corporate
Presentation
3Q16



GENTERA



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



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Our History, more than 25 years of evolution

Our history

25
YEARS



GENTERA 

3Q16

3,352,677
clients

Corporate Structure with the purpose of serving more clients



- **Compartamos (Mexico-Peru-Guatemala).**- Leader of the Microfinance Industry in the Region.
- **Yastás (Mexico).**- Correspondent Network manager.
- **Aterna (Mexico-Peru-Guatemala).**- Leader in Microinsurance Products.
- **Intermex (México).**- Remittances Company.
- **Fundación Gentera.**- It was created to generate social value in all of the communities in which we operate.
- **FIINLAB:** Financial Inclusion Laboratory

One of the Best Corporate Governance in the Region

Board of Directors

8 Independent

2 Managers and shareholders

3 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.

5 Strategic axis to fulfill our aspiration

Our aspiration

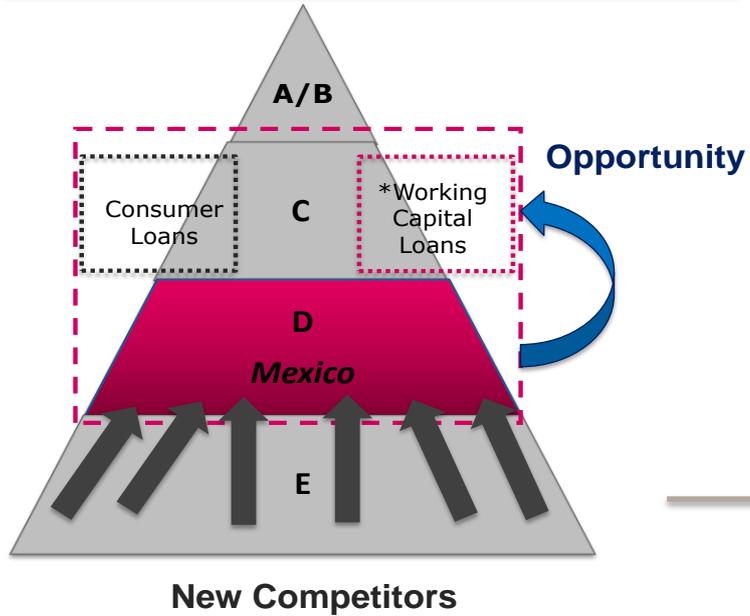
We aim to empower 10 million people over the next 10 years, who now belong to the unattended sub-segment, with the purpose of improving their lives through personalized and digital financial solutions, and creating shared value.

Strategic Axis

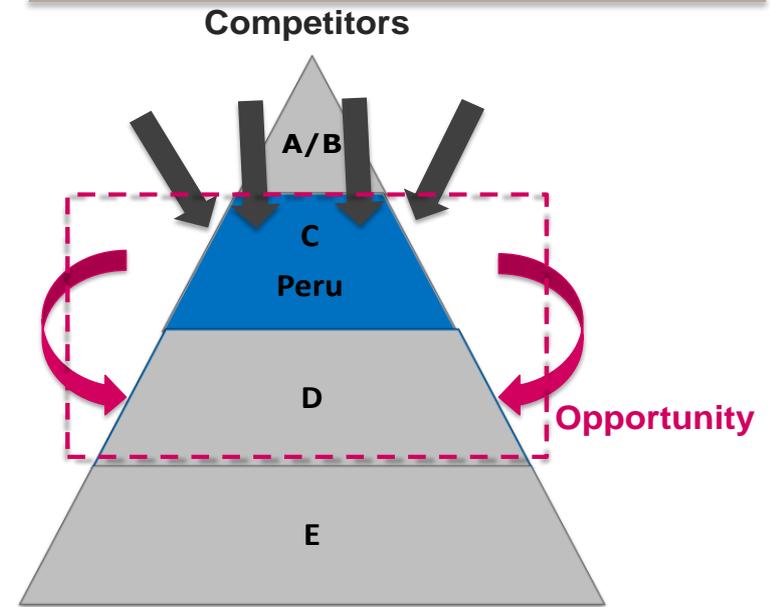
Clients	Service Model	Savings	Innovation	Shared Value
Improve our customer understanding and differentiate them with the purpose of offering a wide range of customized financial solutions.	Improve customer experience and optimize the channels mix	Promote savings with a sense of purpose, through a proposal of a convenient and reliable product for the customer.	Improve our current business model and develop new models of digital , scalable and profitable business.	Optimize the portfolio of companies and business units. Achieve radical improvements in efficiency all across the chain value

Potential Market for Working Capital Loans

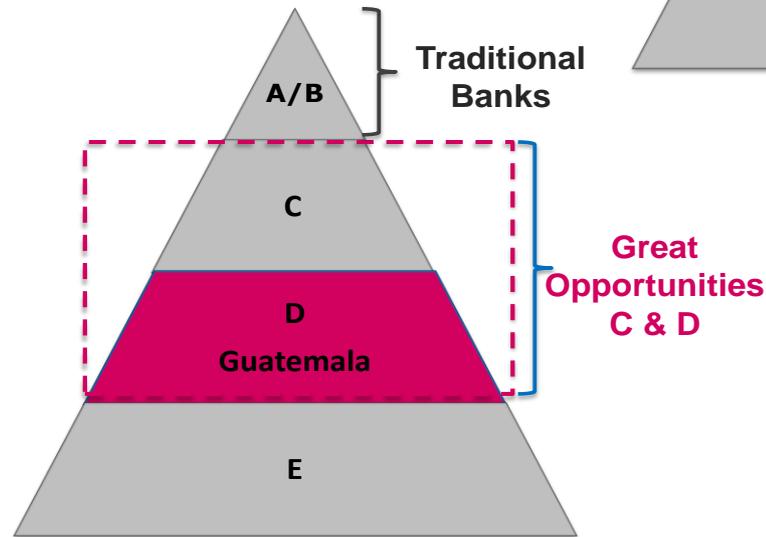
Mexico



Peru



Guatemala



Group Loans in Mexico

	Credito Mujer (CM)	Credito Comerciante (CC)
General Characteristics	<ul style="list-style-type: none"> > Personal loan for working capital purposes > Groups of 10 to 50 women > Group guarantee > Clients received a life insurance at not cost (1) Additional to the debt extinction in case of death 	<ul style="list-style-type: none"> > Personal loan for working capital purposes > Group of 7 to 20 members (men and women) > Group guarantee
Loan size "Average Ticket"	<ul style="list-style-type: none"> > Ps. 4,000 to Ps. 60,000 "Ps. 6,688" 	<ul style="list-style-type: none"> > Ps. 6,000 to Ps. 60,000 "Ps. 6,313"
Maturity	<ul style="list-style-type: none"> > 16 weeks* 	<ul style="list-style-type: none"> > 5 to 8 months
Contribution to Loan Portfolio	<ul style="list-style-type: none"> > 49.0% 	<ul style="list-style-type: none"> > 24.5%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 61.7% 	<ul style="list-style-type: none"> > 32.7%
NPLs/ Total Loan rank per product	<ul style="list-style-type: none"> • 1.57% 	<ul style="list-style-type: none"> • 5.12%
Life Insurance / Number of Clients	<ul style="list-style-type: none"> • 91.0% 	<ul style="list-style-type: none"> • 67.0%

Source: Compartamos Banco

* In some Service Offices we offer 4, 5 & 6 months with biweekly visits

1) Banco Compartamos insures its clients with third parties

Improvement Loans in Mexico

	Improvement Loan for Credito Mujer	Improvement Loan For Credito Comerciante	Additional Loan
General Characteristics	<ul style="list-style-type: none"> > Credit to maintain or improve the client's house or business > To clients with credit history of 2 cycles in Credito Mujer > Personal credit > Personal guarantee 	<ul style="list-style-type: none"> > Credit to maintain or improve the client's house or business > To clients with credit history of 1 cycle for Credito Comerciante > Personal credit > Personal guarantee 	<ul style="list-style-type: none"> > Working capital loan > Second loan offered simultaneously to Crédito Mujer and CCR clients > Clients must have completed 1 cycle under Credito Mujer and CCR
Loan size "Average Ticket"	<ul style="list-style-type: none"> > Ps. 8,000 to Ps. 30,000 "Ps. 8,311" 	<ul style="list-style-type: none"> > Ps. 8,000 to Ps. 30,000 "Ps. 7,740" 	<ul style="list-style-type: none"> > Ps. 4,000 to Ps. 7,000 "Ps 3,420"
Maturity	<ul style="list-style-type: none"> > 6 to 24 months 	<ul style="list-style-type: none"> > 6 to 24 months 	<ul style="list-style-type: none"> > 4 to 5 months
Contribution to Loan Portfolio	<ul style="list-style-type: none"> > 11.3% 	<ul style="list-style-type: none"> > 2.3% 	<ul style="list-style-type: none"> > 2.6%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 11.4%* 	<ul style="list-style-type: none"> > 2.5%* 	<ul style="list-style-type: none"> > 6.1%*
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> • 3.81% 	<ul style="list-style-type: none"> • 7.86% 	<ul style="list-style-type: none"> • 0.46%

Source: Compartamos Banco

1) Banco Compartamos insures its clients with third parties

*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)

Individual Loan in Mexico

Personal Loan

General Characteristics	<ul style="list-style-type: none"> > Working capital loan > Fixed assets and investments > Mainly in urban areas > Personal guarantee
Loan size "Average Ticket"	<ul style="list-style-type: none"> > Ps. 20,000 to Ps. 100,000 "Ps. 19,633"
Maturity	<ul style="list-style-type: none"> > 6 to 24 months
Contribution to Loan Portfolio	<ul style="list-style-type: none"> > 10.4%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 4.5%
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> • 5.44%
Individual Life Insurance (2)	61.0%



Source: Compartamos Banco

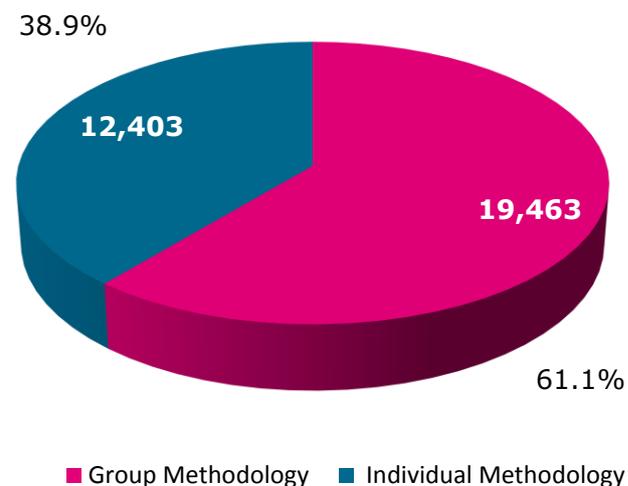
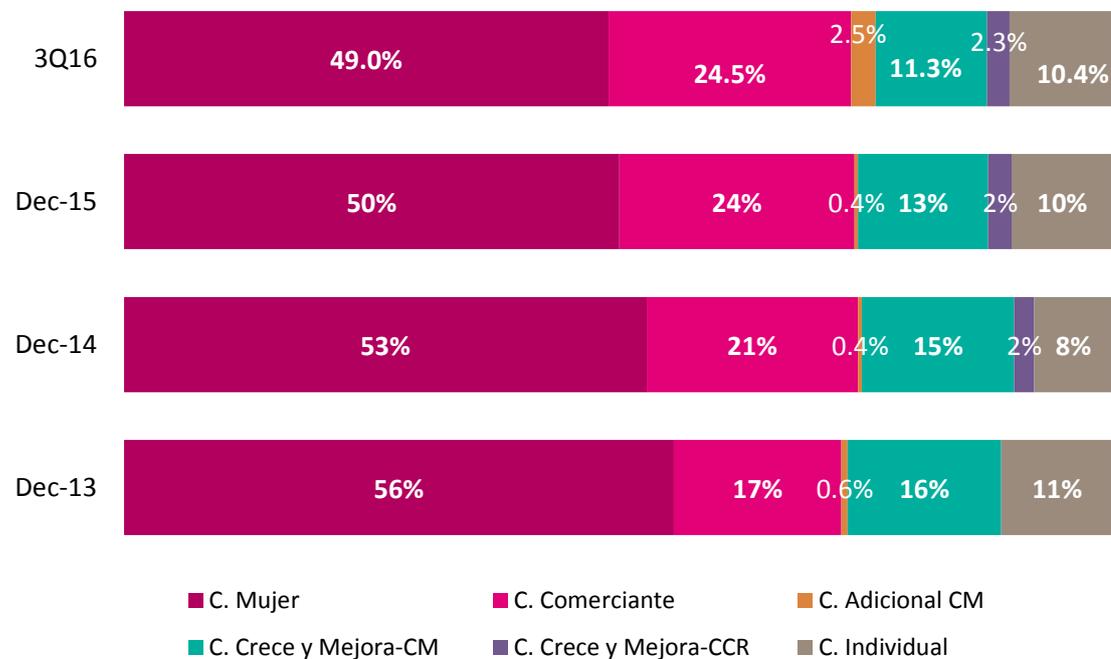
1) Banco Compartamos insures its clients with third parties

Evolution in Group and Individual Loans Methodologies (2013-3Q16)

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



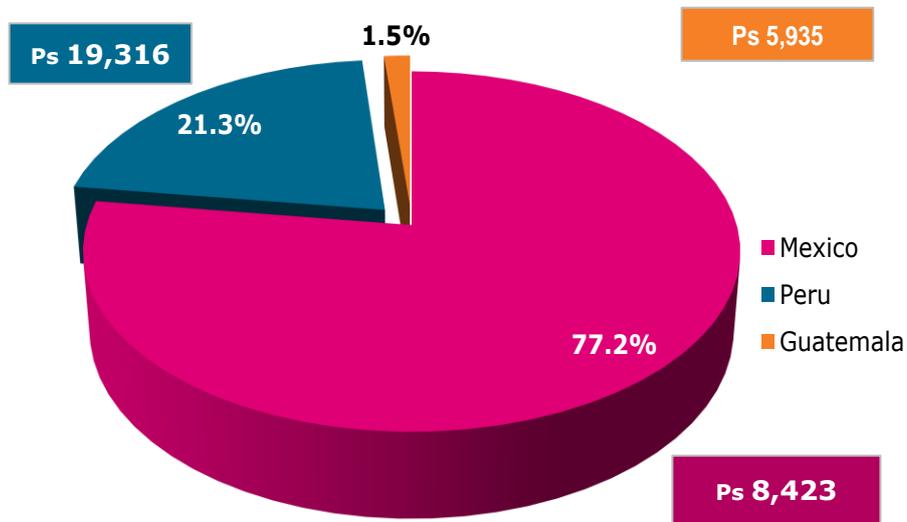
Guatemala, Mexico and Peru



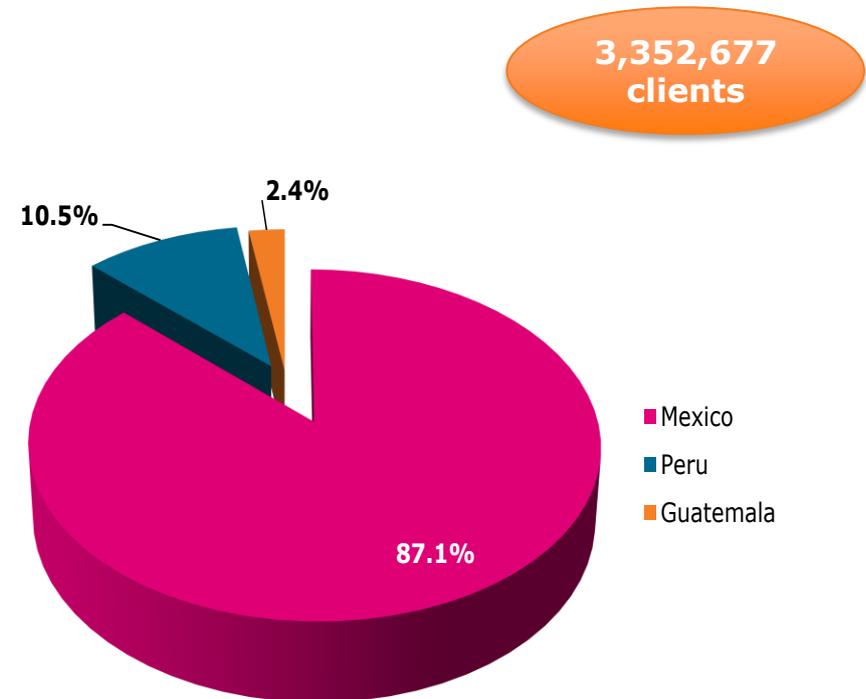
Figures are expressed in Mexican Pesos (Million)

Market Distribution per Subsidiary

% Total Loan Portfolio and Average Ticket



Clients per subsidiary



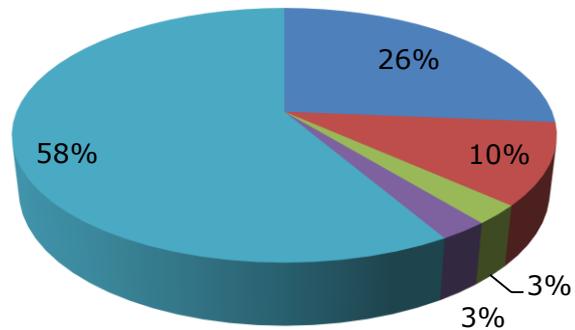
Mexico has an opportunity to serve more clients in C segment

YASTÁS (Correspondent Network Manager)

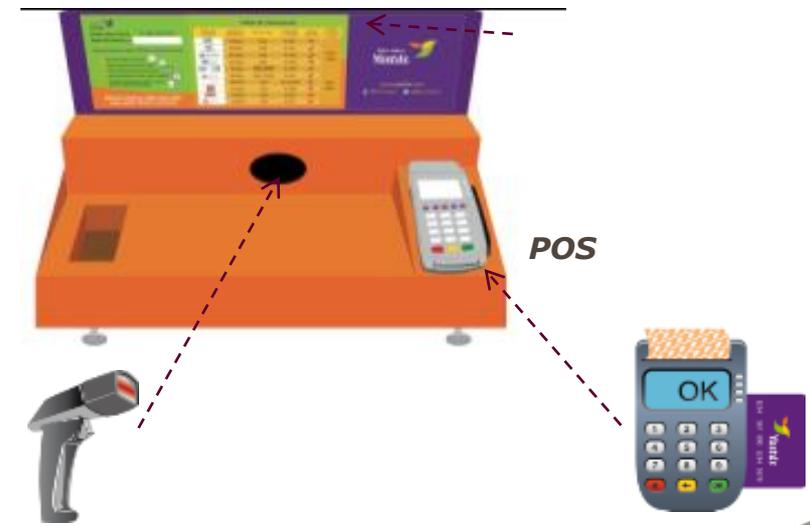
- Presence in **32 Mexican States**
- As of 3Q16 reached more than **2,380** affiliates.
- Executed more than **1.57 million of financial transactions** during the quarter, 2.5 times more compared to 3Q15.



Type of Transactions



- Loan Repayment
- Loan Disbursement
- Deposit of Cash
- Withdrawal of Cash
- 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)

Business Model

Aterna is an intermediary between Distribution Channels and Insurances Companies, with the purpose to provide to the customers convenient products and services in order to prevent any eventuality that may destabilize their economy.



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.

3Q16	
3Q16 Placed Life Insurance Policies	4,534,153
2016 Placed Life Insurance Policies	14,899,610
3Q16 Active Life Insurance Policies	5,511,487
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:

- 48% of the insured in Mexico
- 8% of the insured in Latin America

* The Global Landscape of microinsurance in Latin America and the Caribbean 2014

INTERMEX (Remittances Company)



	3Q16	3Q15	2Q16
Number of transactions	1,111,168	1,019,938	1,135,540
Local currency (MXP)	1,010,648	940,181	1,038,794
US Dollars	100,520	79,757	96,746
Total amount paid in MXP	5,473.5	4,384.4	5,324.9
Total amount paid in USD	4.1	5.1	5.0
Average remittance (amount) in USD	266.5	266.9	263.2
Money Transmitters	37	37	37
Correspondants	1,553	1,201	1,247
Branches	60	60	60
Market Share	4.8%	4.7%	4.7%



- As of August 2016, international remittances represented a growth of 6.6% compared to August 2015.
- 63% of all of the remittances in Mexico are concentrated in 10 Mexican States¹
- The households receiving remittances are concentrated in the segment D of the population.

4.8% of Market Share as of 3Q16

1) Source: Banxico



GENTERA

**Growth and
Profitability**



Summary

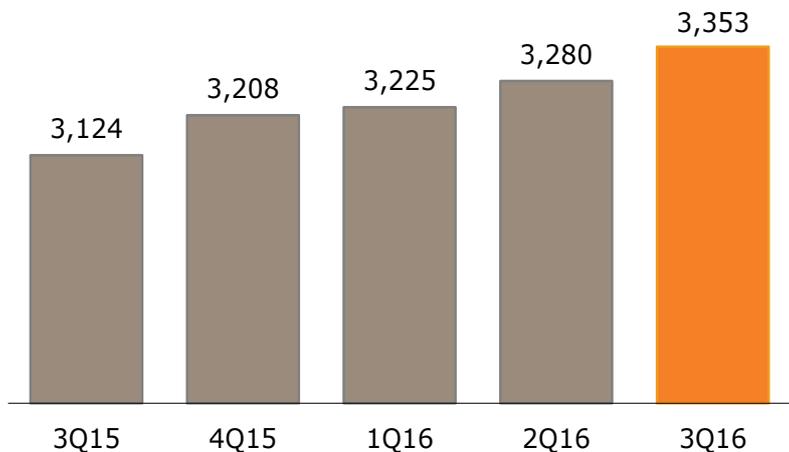
	3Q16	3Q15	2Q16	% Change 3Q15	% Change 2Q16	9M16	9M15	% Change 9M15
Clients	3,352,677	3,123,654	3,280,200	7.3%	2.2%	3,352,677	3,123,654	7.3%
Portfolio	31,866	27,496	30,220	15.9%	5.4%	31,866	27,496	15.9%
Net Income	918	882	1,054	4.1%	-12.9%	2,870	2,291	25.3%
NPLs / Total Portfolio	3.33%	2.96%	3.42%	0.37 pp	-0.09 pp	3.33%	2.96%	0.37 pp
ROA	9.3%	10.3%	11.2%	-1.0 pp	-1.9 pp	9.9%	9.3%	0.6 pp
ROE	24.8%	28.8%	29.5%	-4.0 pp	-4.7 pp	26.2%	24.9%	1.3 pp
NIM	57.2%	58.2%	56.5%	-1.0 pp	0.7 pp	55.5%	56.1%	-0.6 pp
NIM after provisions	47.3%	50.9%	47.6%	-3.6 pp	-0.3 pp	46.6%	48.8%	-2.2 pp
Efficiency Ratio	68.2%	66.0%	64.1%	2.2 pp	4.1 pp	65.8%	68.4%	-2.6 pp
Capital / Total Assets	38.3%	35.3%	36.9%	3.0 pp	1.4 pp	38.3%	35.3%	3.0 pp
Average Loan per Client	9,505	8,803	9,213	8.0%	3.2%	9,505	8,803	8.0%
Employees	21,248	20,082	20,709	5.8%	2.6%	21,248	20,082	5.8%
Service Offices	692	676	695	2.4%	-0.4%	692	676	2.4%
Branches	107	71	78	50.7%	37.2%	107	71	50.7%

	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	3Q16	Δ vs 3Q15	3Q16	Δ vs 3Q15	3Q16	Δ vs 3Q15
Clients	2,921,211	4.8%	351,373	34.7%	80,093	7.4%
Portfolio	24,604	12.2%	6,787.12	30.1%	475.37	35.3%
Neti income	919	4.2%	50	16.5%	14.25	N/C
ROAA	13.0%	-0.3 pp	2.7%	-0.6 pp	9.0%	7.2 pp
ROAE	36.9%	-1.4 pp	10.8%	-2.1 pp	9.8%	7.3 pp
NIM	68.0%	1.7 pp	25.3%	-0.6 pp	77.8%	12.8 pp
NIM after provisions	56.4%	-2.2 pp	20.1%	0.8 pp	69.0%	8.2 pp
NPL	3.21%	0.95 pp	3.66%	-2.34 pp	4.73%	3.28 pp
Write - offs	603	54.6%	89	27.2%	16	319.6%
Coverage Ratio	175.3%	-23.9 pp	173.7%	32.6 pp	119.0%	-46.4 pp
Average Loan per Client	8,423	7.1%	19,316	-3.4%	5,935	26.0%
Employees *	17,343	1.0%	3,163	33.1%	742	40.8%
Service Offices	578	-3.0%	71	18.3%	43	38.7%
Branches	107	50.7%	-	0.0%	-	0.0%

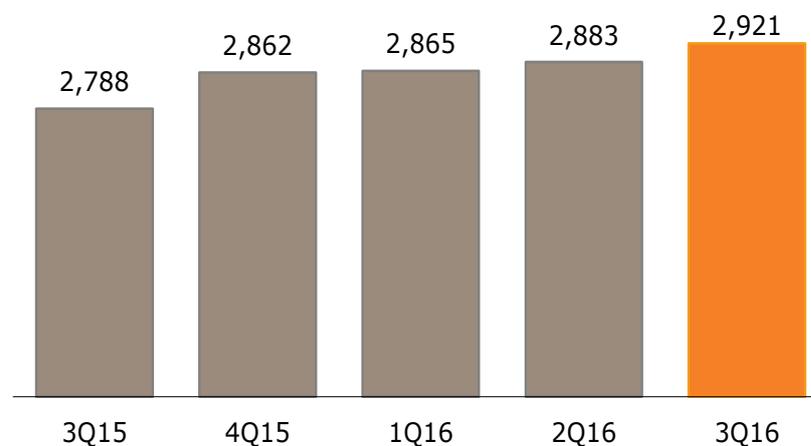
- Employees in Mexico include: Banco Compartamos, ATERNA, YASTAS and INTERMEX
- Portfolio, Net Income and Write offs are expressed in Million Pesos

Clients

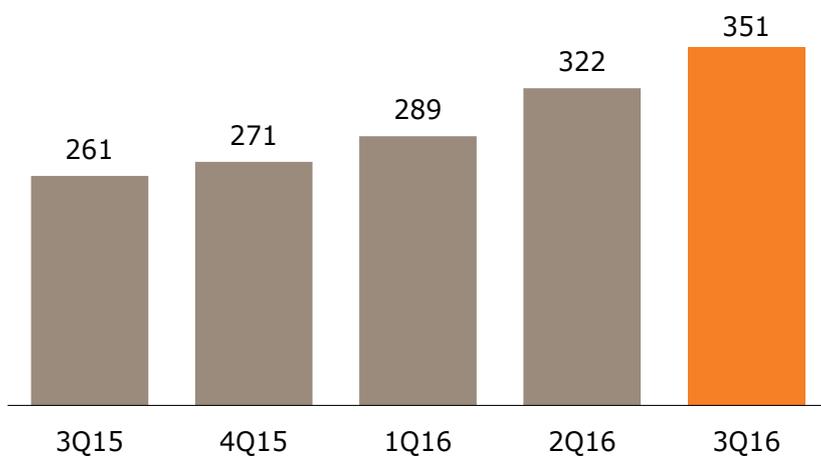
GENTERA (Thousand)



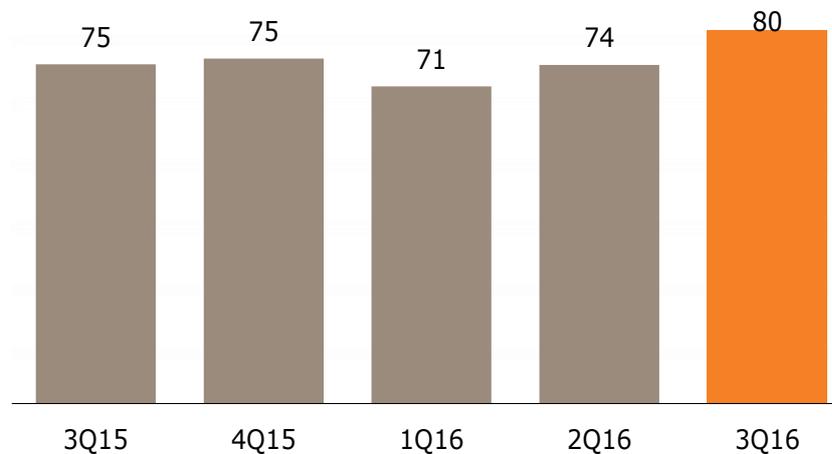
Mexico - Banco (Thousand)



Peru (Thousand)

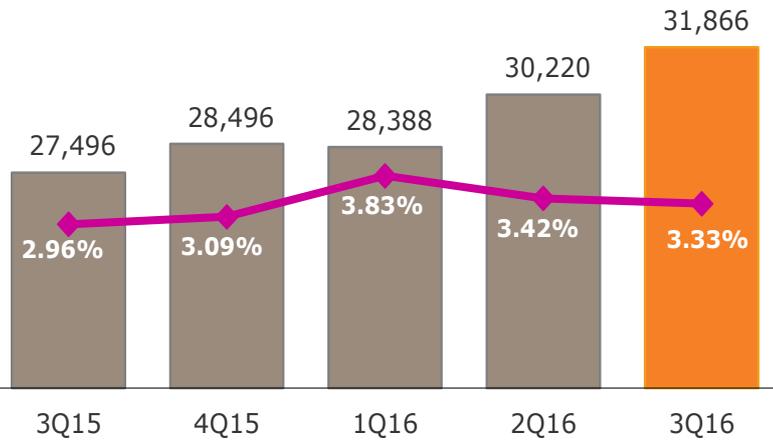


Guatemala (Thousand)



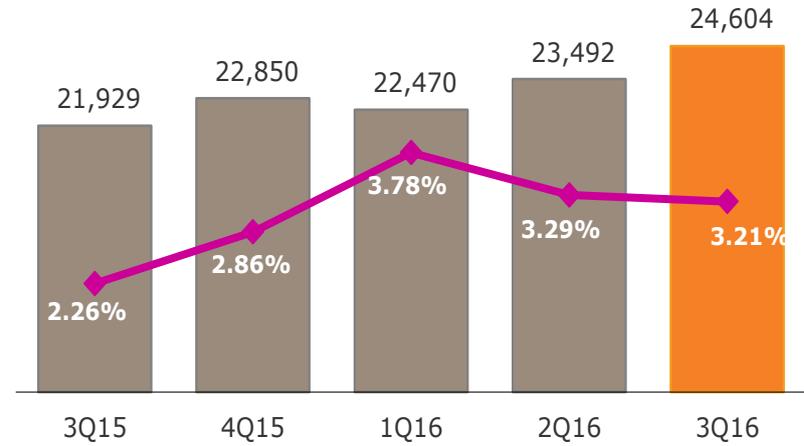
Total Portfolio – NPL %

GENEREA (Ps. million)

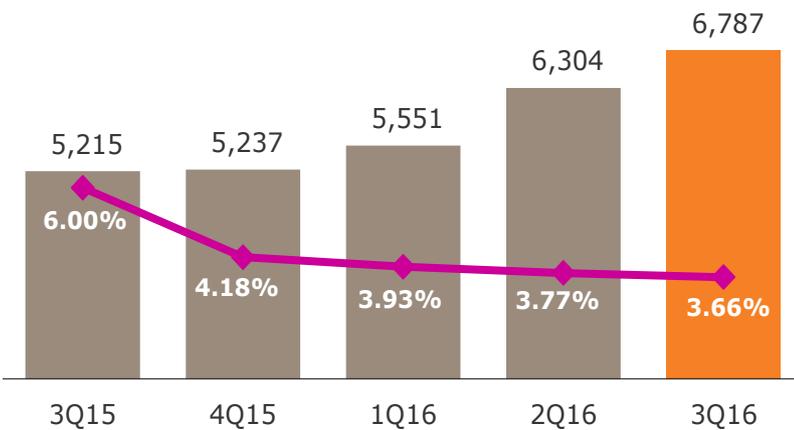


GENEREA
PORTFOLIO
FY15
19.0%

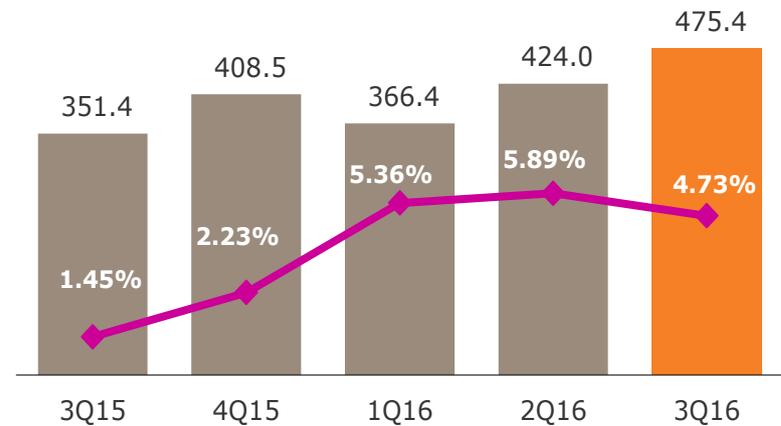
Mexico - Banco (Ps. million)



Peru (Ps. million)

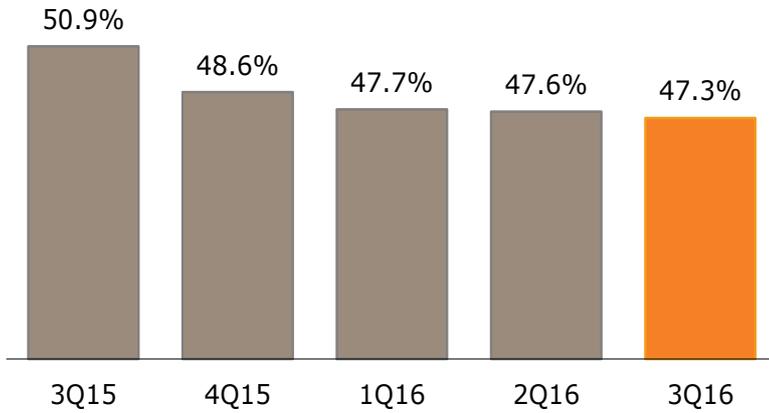


Guatemala (Ps. million)



NIM (%) after provisions

GENTERA

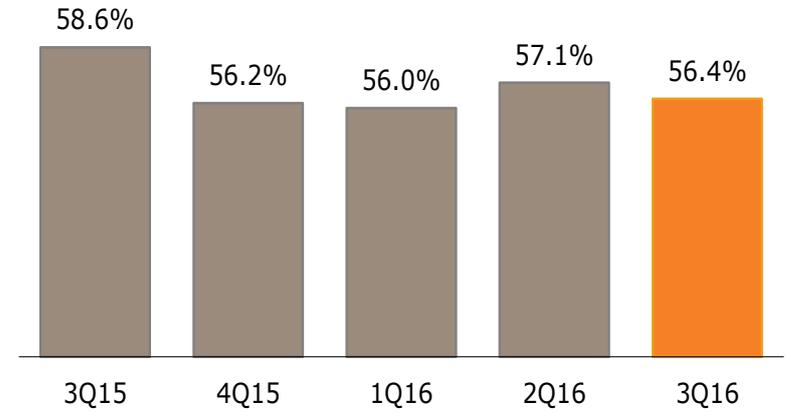


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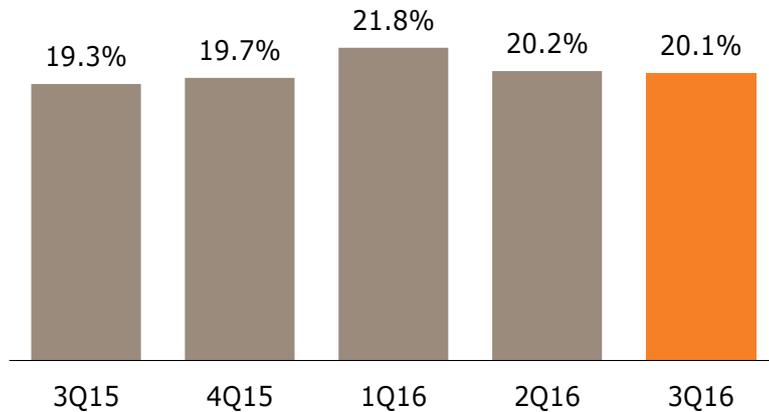
NIM bp FY15
56.3%

NIM ap FY15
48.7%

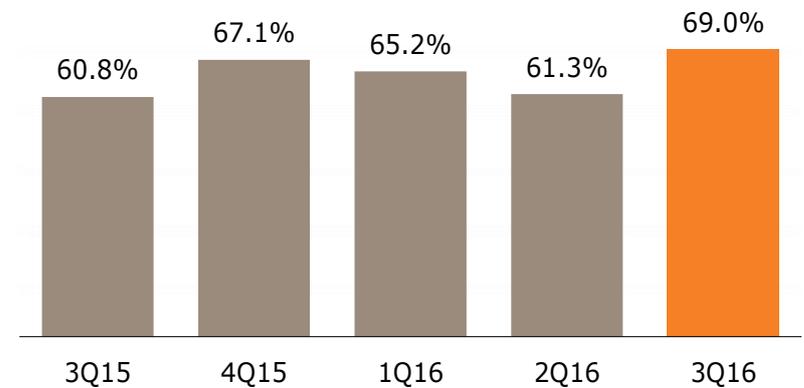
Mexico - Banco



Peru

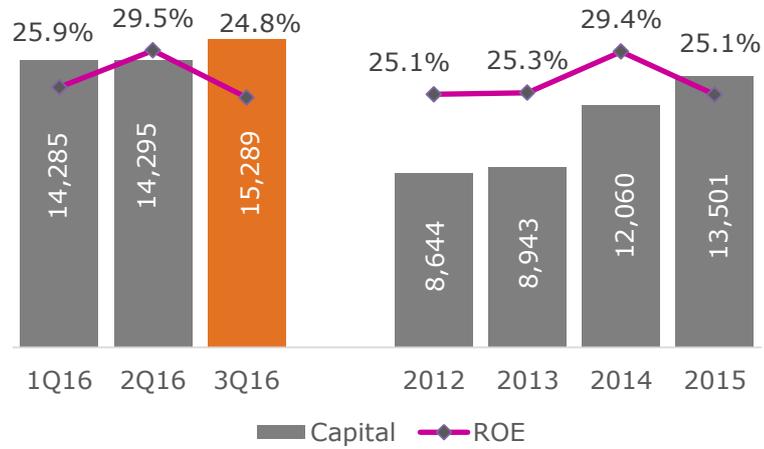


Guatemala

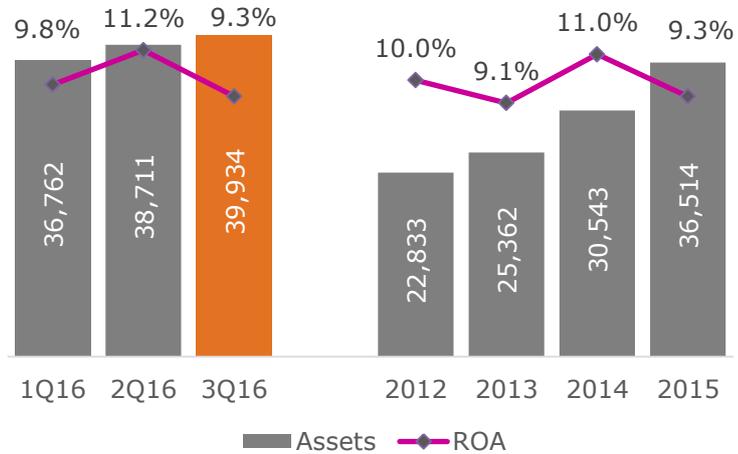


ROAA & ROAE Evolution

GENEREA ROAE

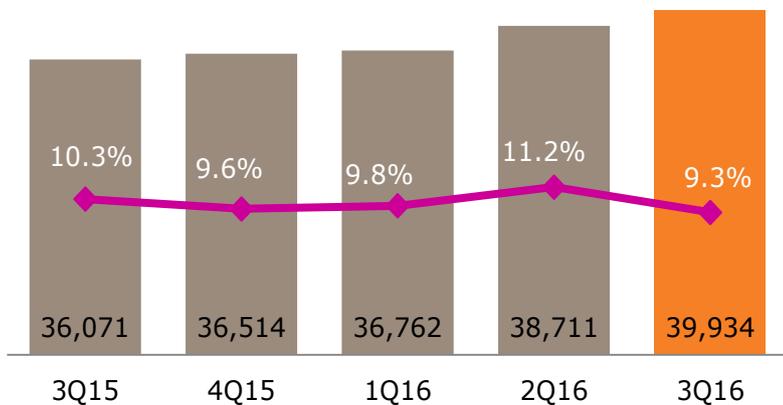


GENEREA ROAA



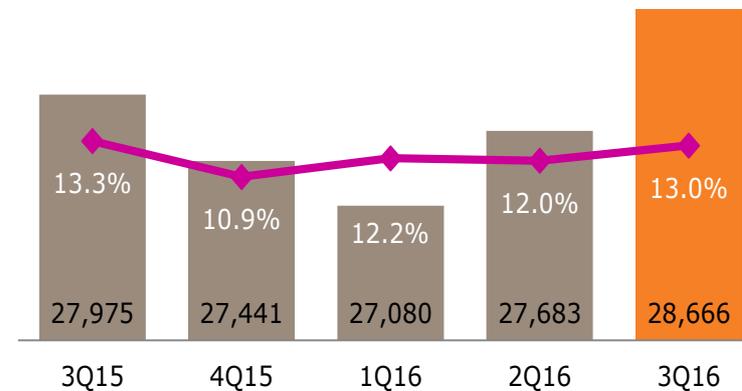
Assets - ROAA

GENTERA

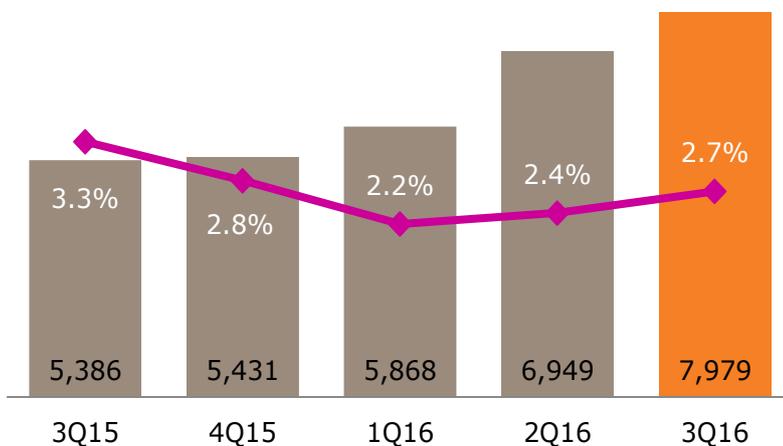



GENTERA
 ROAA FY15
 9.3%

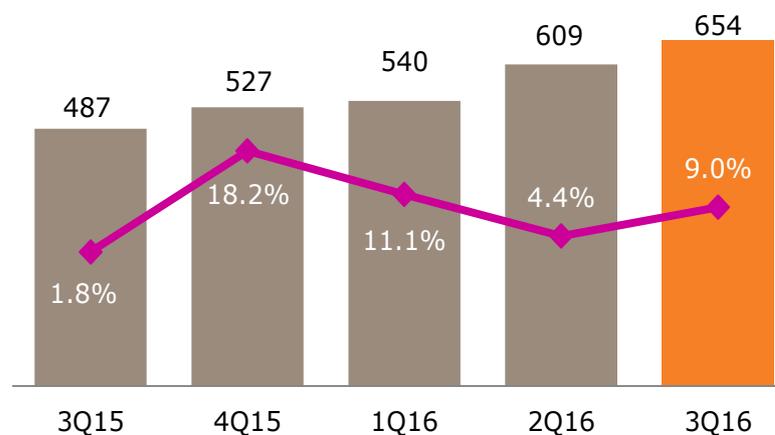
Mexico - Banco



Peru



Guatemala (Ps. million)

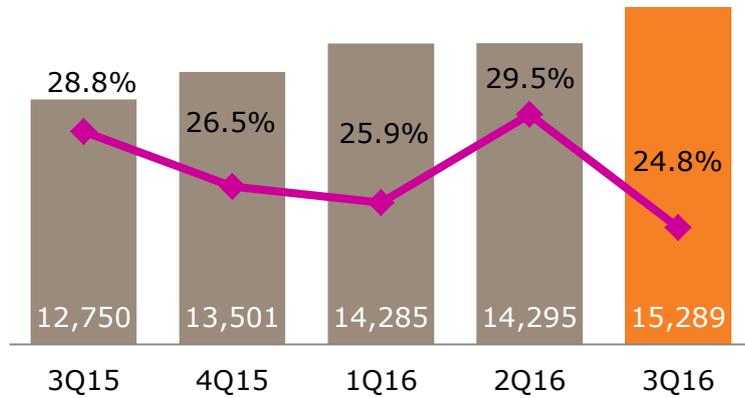


Assets in Ps. Million

ROAA: (Net Income/ Average Assets)

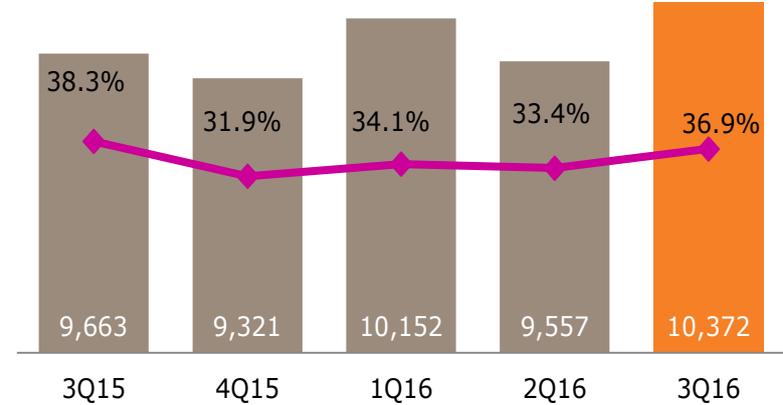
Equity -ROAE

GENTERA

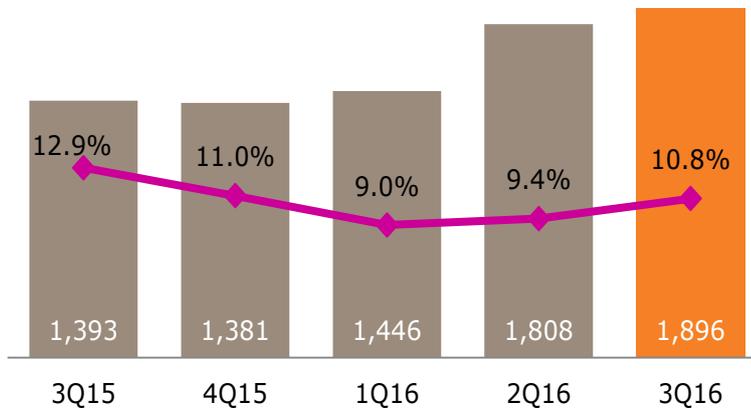



GENTERA
 ROAE FY15
 25.1%

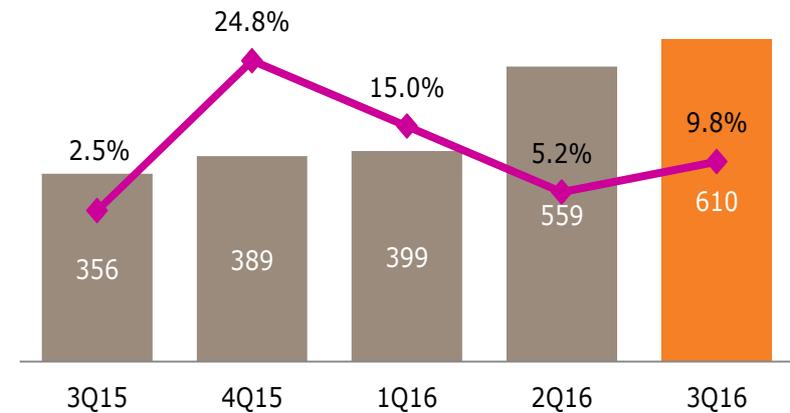
Mexico - Banco



Peru



Guatemala (Ps. million)

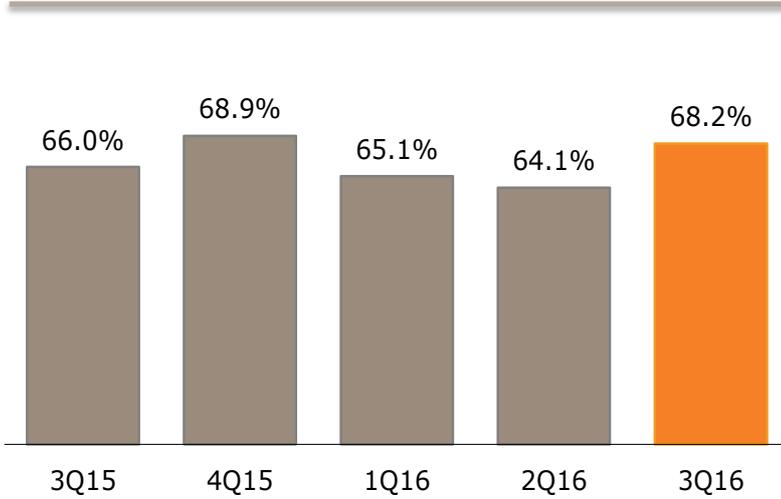


Equity in Ps. million

ROAE: (Net Income / Average Equity)

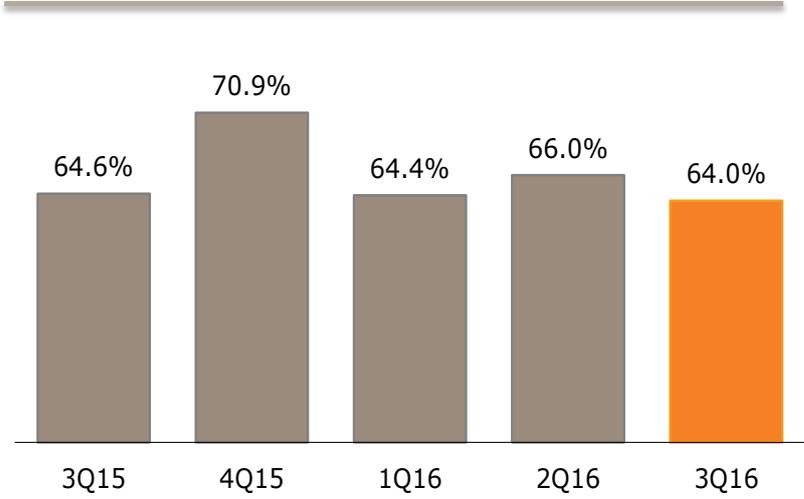
Efficiency Ratio

GENTERA

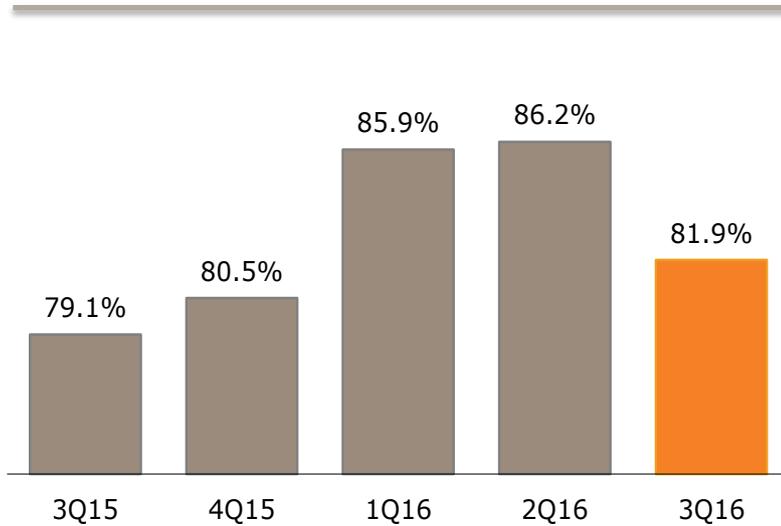



GENTERA
 FY15
 68.6%

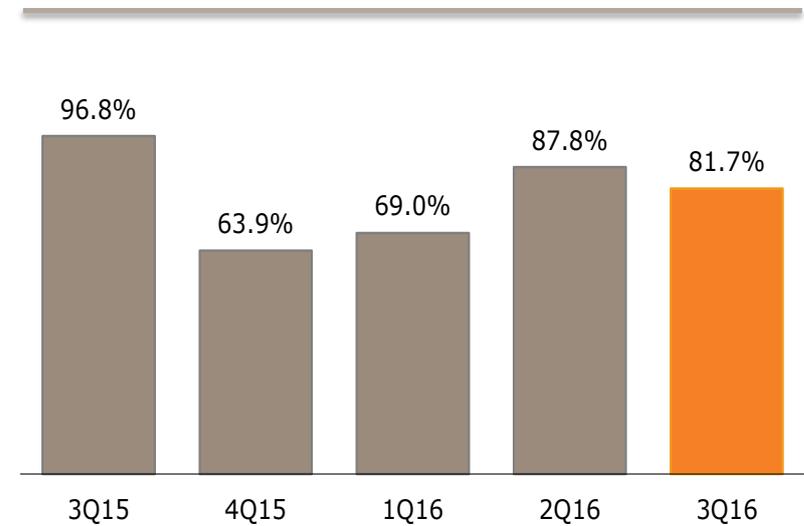
Mexico - Banco



Peru



Guatemala





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Regios, pagos y
Yastás.

www.yastás.com
/Red_Yastás @Red_Yastás

Financial Information 3Q16



Balance Sheet



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16
Cash and other investments	4,354	4,298	1.3%	4,300	1.3%
Total performing loans	30,805	26,683	15.4%	29,185	5.6%
Non-performing loans	1,061	813	30.5%	1,035	2.5%
Total loan portfolio	31,866	27,496	15.9%	30,220	5.4%
Allowance for loan losses	1,843	1,434	28.5%	1,695	8.7%
Loan portfolio, net	30,023	26,062	15.2%	28,525	5.3%
Other accounts receivable	1,126	920	22.4%	1,478	-23.8%
Fixed assets	951	1,049	-9.3%	1,049	-9.3%
Permanent investment	3	144	-97.9%	81	-96.3%
Other assets	2,564	2,715	-5.6%	2,378	7.8%
Goodwill	913	883	3.4%	900	1.4%
Total assets	39,934	36,071	10.7%	38,711	3.2%
Clients' Deposits	406	141	187.9%	229	77.3%
Deposits	2,569	1,377	86.6%	2,311	11.2%
Long Term Debt Issuance	8,006	11,271	-29.0%	9,020	-11.2%
Interbank loans	10,618	8,440	25.8%	10,227	3.8%
Derivatives	-	6	N/C	8	N/C
Other accounts payable	3,046	2,086	46.0%	2,621	16.2%
Total liabilities	24,645	23,321	5.7%	24,416	0.9%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Premium on sale of stock	558	560	-0.4%	558	0.0%
Capital reserves	1,295	1,090	18.8%	1,300	-0.4%
Retained earnings	5,226	3,694	41.5%	5,226	0.0%
Otras cuentas de capital	544	328	65.9%	463	17.5%
Net income for the year	2,861	2,287	25.1%	1,947	46.9%
Participation (in net income) from controlling company	15,248	12,723	19.8%	14,258	6.9%
Participation (in net income) from non-controlling company	41	27	51.9%	37	10.8%
Total stockholders' equity	15,289	12,750	19.9%	14,295	7.0%
Total liabilities and stockholders' equity	39,934	36,071	10.7%	38,711	3.2%

* Figures expressed in Mexican pesos (millions)

Income Statement



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16	9M16	9M15	% Change 9M15
Interest income	5,213	4,521	15.3%	4,825	8.0%	14,660	12,604	16.3%
Interest expense	308	235	31.1%	270	14.1%	831	647	28.4%
Net Interest Income	4,905	4,286	14.4%	4,555	7.7%	13,829	11,957	15.7%
Provisions for loan losses	847	537	57.7%	713	18.8%	2,217	1,548	43.2%
Net interest income after provisions	4,058	3,749	8.2%	3,842	5.6%	11,612	10,409	11.6%
Commissions and fee income	365	318	14.8%	317	15.1%	999	845	18.2%
Commissions and fee expense	178	186	-4.3%	175	1.7%	522	560	-6.8%
Trading gains (losses)	16	2	N/C	5	N/C	28	9	N/C
Other operating income (expense)	(265)	83	N/C	163	N/C	(107)	116	N/C
Operating Expenses	2,725	2,617	4.1%	2,660	2.4%	7,900	7,403	6.7%
Net operating income	1,271	1,349	-5.8%	1,492	-14.8%	4,110	3,416	20.3%
Participation in net income from non consolidated and associated subsidiaries	(17)	(16)	N/C	(15)	N/C	(61)	(32)	N/C
Total income before income tax	1,254	1,333	-5.9%	1,477	-15.1%	4,049	3,384	19.7%
Current	529	417	26.9%	378	39.9%	1,432	634	125.9%
Deferred	(193)	34	N/C	45	N/C	(253)	459	N/C
Net income	918	882	4.1%	1,054	-12.9%	2,870	2,291	25.3%
Participation (in net income) from controlling company	914	880	3.9%	1,052	-13.1%	2,861	2,287	25.1%
Participation (in net income) from non-controlling company	4	2	100.0%	2	100.0%	9	4	125.0%

* Figures expressed in Mexican pesos (millions)

NPLs per Subsidiary



NPL's per Product and Subsidiaries

PRODUCT	3Q16				3Q15				2Q16			
	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs
C. Mujer	12,054	190	1.57%	147	11,004	121	1.09%	109	11,515	181	1.57%	160
C. Comerciante	6,024	308	5.12%	227	5,143	169	3.28%	121	5,692	295	5.18%	250
Group Methodology	18,078	498	2.75%	374	16,147	290	1.79%	230	17,207	476	2.76%	410
C. Individual	2,566	139	5.44%	101	2,129	66	3.09%	41	2,405	135	5.60%	106
C. Adicional CM	539	3	0.46%	1	92	1	1.56%	1	450	1	0.31%	2
C. Adicional CCR	90	0	0.00%	0	0	0	0.00%	0	50	0	0.00%	0
C. Crece y Mejora CM	2,770	106	3.81%	92	3,041	104	3.41%	98	2,812	116	4.13%	102
C. Crece y Mejora CCR	561	44	7.86%	35	520	34	6.53%	20	568	44	7.83%	37
C. Crece y Mejora CI	4	0	0.00%	0	0	0	0.00%	0	2	0	0.00%	0
Individual Methodology	6,526	292	4.47%	229	5,782	205	3.56%	160	6,285	296	4.72%	247
Banco Compartamos	24,604	790	3.21%	603	21,929	495	2.26%	390	23,492	772	3.29%	657
Comercial	2,919	130	4.47%	33	2,121	163	7.69%	18	2,657	122	4.59%	23
Microempresa	2,730	101	3.70%	45	2,343	117	5.01%	39	2,664	98	3.68%	48
Consumo	229	11	4.84%	6	335	28	8.30%	12	238	12	5.23%	5
C.Mujer	909	6	0.67%	5	416	5	1.14%	2	746	5	0.71%	2
Compartamos Financiera	6,787	249	3.66%	89	5,215	313	6.00%	70	6,304	238	3.77%	78
C. Mujer	475.37	22	4.73%	16	351	5	1.45%	4	424	25	5.89%	10
Compartamos Guatemala S.A.	475	22	4.73%	16	351	5	1.45%	4	424	25	5.89%	10
Total	31,866	1,061	3.33%	708	27,496	813	2.96%	464	30,220	1,035	3.42%	745

* 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

	3Q16	3Q15	2Q16	% Change 3Q15	% Change 2Q16	9M16	9M15	% Change 9M15
Clients	2,921,211	2,788,249	2,883,409	4.8%	1.3%	2,921,211	2,788,249	4.8%
Portfolio	24,604	21,929	23,492	12.2%	4.7%	24,604	21,929	12.2%
Net Income	919	882	823	4.2%	11.7%	2,573	2,243	14.7%
NPLs / Total Portfolio	3.21%	2.26%	3.29%	0.95 pp	-0.08 pp	3.21%	2.26%	0.95 pp
ROA	13.0%	13.3%	12.0%	-0.3 pp	1.0 pp	12.3%	11.8%	0.5 pp
ROE	36.9%	38.3%	33.4%	-1.4 pp	3.5 pp	34.2%	31.4%	2.8 pp
NIM	68.0%	66.3%	67.3%	1.7 pp	0.7 pp	66.1%	64.4%	1.7 pp
NIM after provisions	56.4%	58.6%	57.1%	-2.2 pp	-0.7 pp	55.7%	56.8%	-1.1 pp
Efficiency Ratio	64.0%	64.6%	66.0%	-0.6 pp	-2.0 pp	64.8%	67.1%	-2.3 pp
ICAP	26.8%	29.1%	29.0%	-2.3 pp	-2.2 pp	26.8%	29.1%	-2.3 pp
Capital / Total Assets	36.2%	34.5%	34.5%	1.7 pp	1.7 pp	36.2%	34.5%	1.7 pp
Average Loan (Ps.)	8,423	7,865	8,147	7.1%	3.4%	8,423	7,865	7.1%
Employees	17,063	16,933	16,875	0.8%	1.1%	17,063	16,933	0.8%
Service Offices	578	596	589	-3.0%	-1.9%	578	596	-3.0%
Branches	107	71	78	50.7%	37.2%	107	71	50.7%

- Portfolio and Net Income expressed in Mexican pesos (millions)

Balance Sheet



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16
Cash and other investments	2,327	2,697	-13.7%	2,002	16.2%
Related parties	-	691	N/C	-	N/C
Total performing loans	23,814	21,434	11.1%	22,720	4.8%
Non-performing loans	790	495	59.6%	772	2.3%
Total loan portfolio	24,604	22,620	8.8%	23,492	4.7%
Allowance for loan losses	1,385	986	40.5%	1,248	11.0%
Loan portfolio, net	23,219	21,634	7.3%	22,244	4.4%
Other accounts receivable	795	728	9.2%	1,189	-33.1%
Fixed assets	444	600	-26.0%	516	-14.0%
Other assets	1,881	2,316	-18.8%	1,732	8.6%
Total assets	28,666	27,975	2.5%	27,683	3.6%
Clients' Deposits	253	60	N/C	91	178.0%
Deposits	1,023	551	85.7%	489	109.2%
Long Term Debt Issuance	8,006	11,272	-29.0%	9,020	-11.2%
Interbank loans	7,495	5,409	38.6%	7,263	3.2%
Other accounts payable	301	967	-68.9%	1,216	-75.2%
Deferred income tax	1,216	53	N/C	47	N/C
Total liabilities	18,294	18,312	-0.1%	18,126	0.9%
Capital stock	542	532	1.9%	542	0.0%
Capital reserves	490	487	0.6%	490	0.0%
Retained earnings	6,768	6,401	5.7%	6,872	-1.5%
Remeasurements for employees benefit	(1)	-	0.0%	(1)	0.0%
Net income for the year	2,573	2,243	14.7%	1,654	55.6%
Total stockholders' equity	10,372	9,663	7.3%	9,557	8.5%
Total liabilities and stockholders' equity	28,666	27,975	2.5%	27,683	3.6%

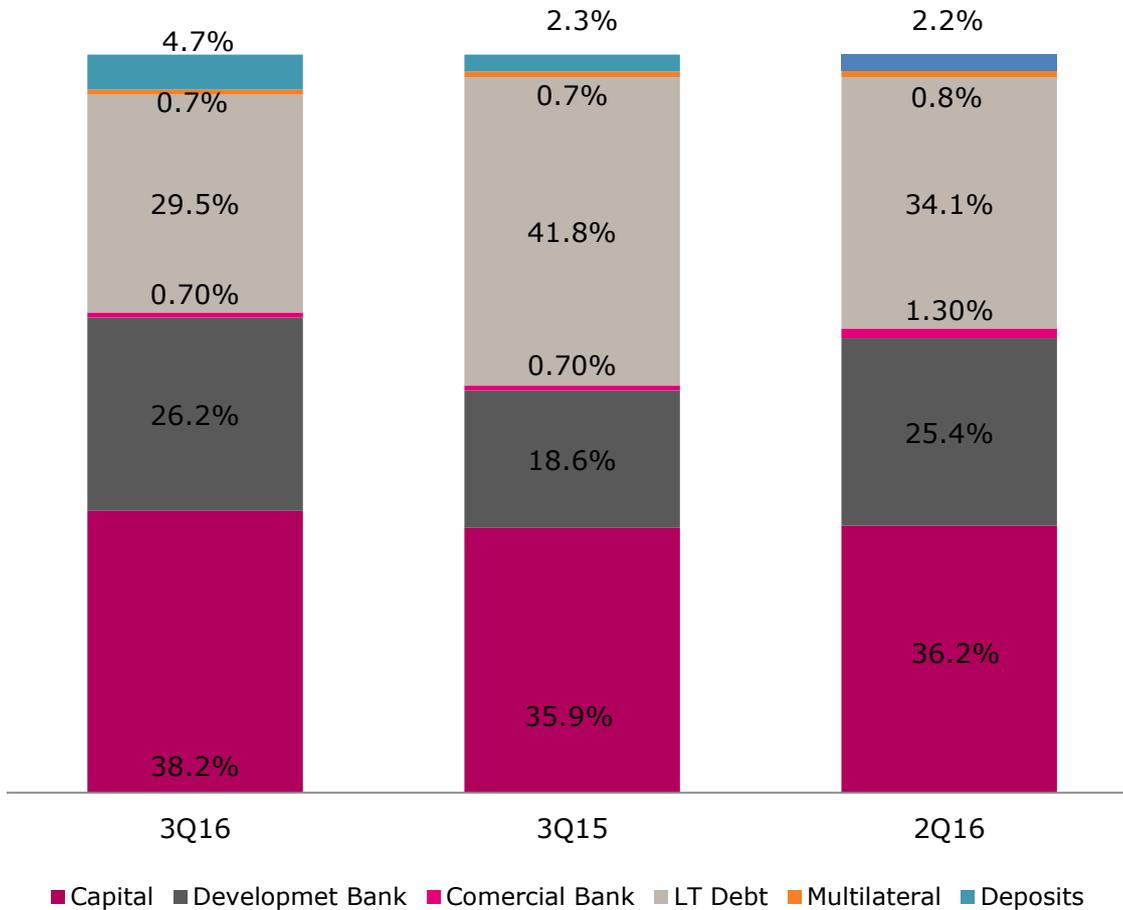
Income Statement



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16	9M16	9M15	% Change 9M15
Interest income	4,535	4,049	12.0%	4,230	7.2%	12,825	11,274	13.8%
Interest expense	212	164	29.3%	183	15.8%	566	428	32.2%
Net Interest Income	4,323	3,885	11.3%	4,047	6.8%	12,259	10,846	13.0%
Provisions for loan losses	739	447	65.3%	615	20.2%	1,927	1,285	50.0%
Net interest income after provisions	3,584	3,438	4.2%	3,432	4.4%	10,332	9,561	8.1%
Commissions and fee income	233	185	25.9%	197	18.3%	622	485	28.2%
Commissions and fee expense	156	107	45.8%	147	6.1%	440	322	36.6%
Trading gains (losses)	17	11	54.5%	9	88.9%	35	19	84.2%
Other operating income (expense)	(23)	59	N/C	(12)	N/C	(60)	10	N/C
Operating Expenses	2,340	2,315	1.1%	2,297	1.9%	6,799	6,546	3.9%
Net operating income	1,315	1,271	3.5%	1,182	11.3%	3,690	3,207	15.1%
Total income before income tax	1,315	1,271	3.5%	1,182	11.3%	3,690	3,207	15.1%
Current	424	334	26.9%	354	19.8%	1,238	523	136.7%
Deferred	(28)	55	N/C	5	N/C	(121)	441	N/C
Net income	919	882	4.2%	823	11.7%	2,573	2,243	14.7%

Figures expressed in Mexican pesos (millions)

Funding Structure



Debt structure		
	3Q16	%
Short term	5,191	31%
Long term	11,586	69%
Total	16,777	100%

Cost of funds
3Q16:
TIIE + 50 bps

Maturity		
Year	Debt	%
2016	\$ 3,284	20%
2017	\$ 3,400	20%
2018	\$ 4,099	24%
2019	\$ 2,996	18%
2020	\$ 2,998	18%
Total	\$ 16,777	100%

Year 2016 considers \$1,276 million in deposits.

Banco Compartamos has a diversified funding structure

Allowance for Loan Losses



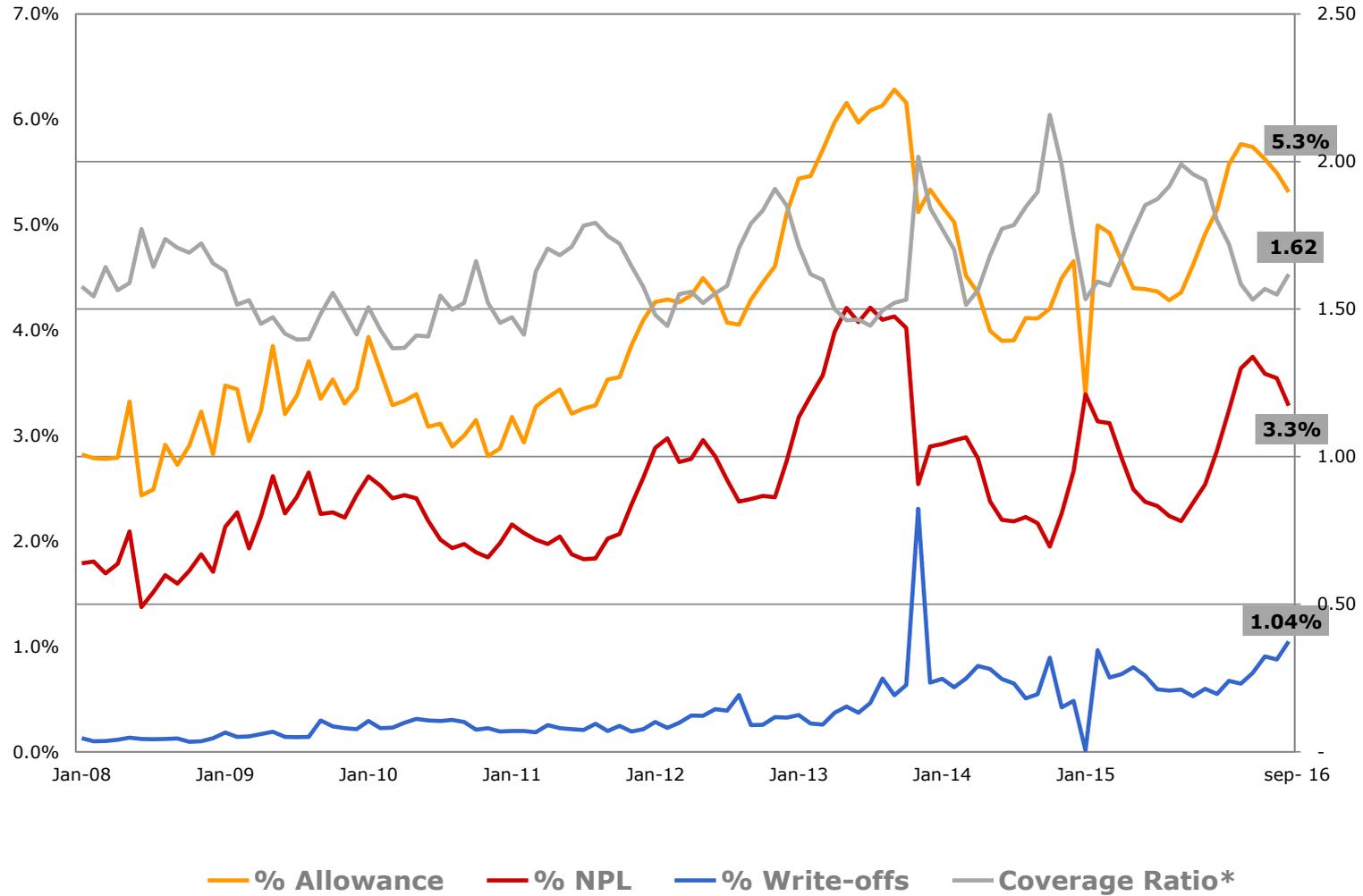
Risk	3Q16			3Q15			2Q16		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	0.5%	16,961	85	0.5%	15,569	79	0.5%	16,392	84
A-2	2.4%	125	3	2.5%	129	3	2.5%	73	2
B-1	3.7%	641	24	3.6%	218	8	3.8%	698	26
B-2	4.7%	2,401	112	4.7%	2,176	102	4.6%	2,337	108
B-3	5.5%	453	25	5.6%	290	16	5.6%	409	23
C-1	6.7%	1,966	131	6.8%	1,719	117	6.7%	1,594	107
C-2	10.0%	548	55	9.8%	898	88	9.9%	705	70
D	23.1%	247	57	22.4%	171	38	22.4%	185	42
E	70.8%	1,261	893	70.2%	759	533	71.5%	1,099	786
Total		24,603	1,385		21,929	984		23,492	1,248
Coverage Ratio¹			1.76			1.99			1.62

Banco Compartamos Coverage Ratio = 1.76

NPLs, Write offs & Coverage



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



Summary



Compartamos Financiera (Peru)

Summary	3Q16	3Q15	2Q16	% Change 3Q15	% Change 2Q16	9M16	9M15	% Change 9M15
Clients	351,373	260,812	322,299	34.7%	9.0%	351,373	260,812	34.7%
Portfolio	6,787.1	5,215.5	6,304.1	30.1%	7.7%	6,787.1	5,215.5	30.1%
Net Income	49.9	42.8	38.3	16.5%	30.3%	120.0	111.0	8.1%
NPLs / Total Portfolio	3.66%	6.00%	3.77%	-2.34 pp	-0.11 pp	3.66%	6.00%	-2.34 pp
ROA	2.7%	3.3%	2.4%	-0.6 pp	0.3 pp	2.3%	2.9%	-0.6 pp
ROE	10.8%	12.9%	9.4%	-2.1 pp	1.4 pp	9.3%	13.1%	-3.8 pp
NIM	25.3%	25.9%	25.6%	-0.6 pp	-0.3 pp	24.4%	24.7%	-0.3 pp
NIM after provisions	20.1%	19.3%	20.2%	0.8 pp	-0.1 pp	19.4%	18.0%	1.4 pp
Efficiency Ratio	81.9%	79.1%	86.2%	2.8 pp	-4.3 pp	84.5%	81.2%	3.3 pp
Capital / Total Assets	23.8%	25.9%	26.0%	-2.1 pp	-2.2 pp	23.8%	25.9%	-2.1 pp
Average Loan (Ps.)	19,316	19,997	19,560	-3.4%	-1.2%	19,316	19,997	-3.4%
Employees	3,163	2,376	2,912	33.1%	8.6%	3,163	2,376	33.1%
Service Offices	71	60	71	18.3%	0.0%	71	60	18%

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)

Committed to Generate Human, Social and Economic Value

Balance Sheet



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16
Cash and other investments	1,197	452	164.7%	670	78.6%
Total performing loans	6,539	4,903	33.4%	6,066	7.8%
Non-performing loans	249	313	-20.6%	238	4.6%
Total loan portfolio	6,787	5,215	30.1%	6,304	7.7%
Allowance for loan losses	432	442	-2.2%	420	2.9%
Loan portfolio, net	6,355	4,774	33.1%	5,884	8.0%
Other accounts receivable	11	21	-48.0%	12	-10.3%
Fixed assets	129	93	37.9%	114	12.4%
Other assets	287	46	N/C	268	7.2%
Total assets	7,979	5,386	48.1%	6,949	14.8%
Deposits	2,722	906	N/C	1,959	39.0%
Interbank loans	3,123	2,936	6.4%	2,964	5.4%
Other accounts payable	237	150	58.0%	218	9.1%
Total liabilities	6,083	3,993	52.3%	5,141	18.3%
Capital stock	1,136	1,049	8.3%	1,136	0.0%
Capital reserves	75	65	15.0%	74	0.1%
Foreign exchange effect	486	123	N/C	448	8.6%
Retained earnings	80	46	75.3%	80	0.0%
Net income for the year	120	111	8.1%	70	71.2%
Total stockholders' equity	1,896	1,393	36.1%	1,808	4.9%
Total liabilities and stockholders' equity	7,979	5,386	48.1%	6,949	14.8%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q16	3.387	19.3776	5.7212
3Q15	3.222	16.9053	5.2468
2Q16	3.289	18.4646	5.6140

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



	3Q16	3Q15	% Change 3Q15	2Q16	% Change 2Q16	9M16	9M15	% Change 9M15
Interest income	554	401	38.0%	487	13.8%	1,500	1,152	30.2%
Interest expense	96	68	41.2%	84	15.2%	259	211	22.7%
Net interest income	458	333	37.4%	403	13.6%	1,242	941	31.9%
Provisions for loan losses	95	86	10.7%	86	10.8%	254	254	0.4%
Net interest income after provisions	363	247	46.7%	317	14.3%	987	688	43.6%
Commissions and fee income	25	22	13.5%	24	6.1%	71	62	14.9%
Commissions and fee expenses	6	9	-35.5%	6	1.5%	17	22	-22.8%
Other operating income (expense)	13	8	58.1%	12	10.7%	36	27	31.6%
Operating expenses	323	212	52.2%	299	8.1%	910	612	48.6%
Net operating income	72	56	27.8%	48	49.6%	167	142	17.2%
Total income before income tax	72	56	27.8%	48	49.6%	167	142	17.2%
Current and Deferred	22	13	64.6%	10	127.2%	47	31	49.7%
Net income	50	43	16.5%	38	30.3%	120	111	8.1%

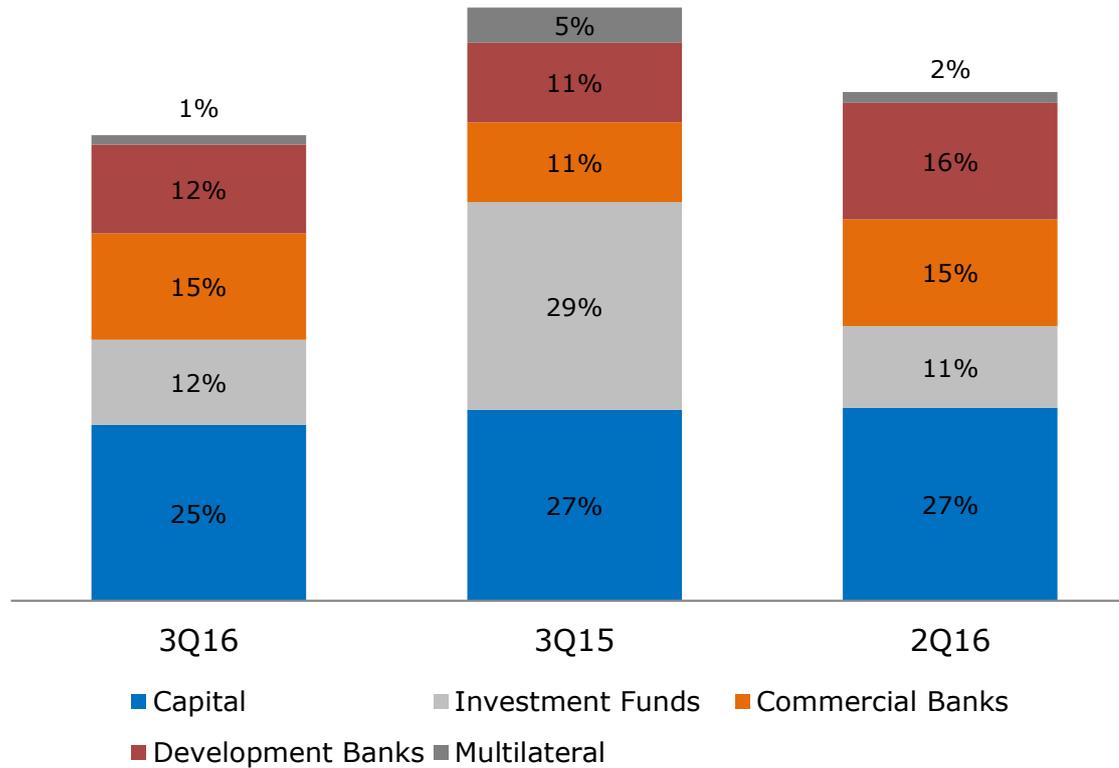
FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
3Q16	3.3388	18.7407	5.6130
3Q15	3.2113	16.4255	5.1149
2Q16	3.3193	18.0989	5.4526

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

Funding Structure



Cost of funds 7.2%



Summary



Compartamos S.A. (Guatemala)

Summary	3Q16	3Q15	2Q16	% Change 3Q15	% Change 2Q16	9M16	9M15	% Change 9M15
Clients	80,093	74,593	74,492	7.4%	7.5%	80,093	74,593	7.4%
Portfolio	475.4	351.4	424.0	35.3%	12.1%	475.4	351.4	35.3%
Net Income	14.3	2.1	6.2	N/C	128.1%	35.3	(7.7)	N/C
NPLs / Total Portfolio	4.73%	1.45%	5.89%	3.28 pp	-1.16 pp	4.73%	1.45%	3.28 pp
ROA	9.0%	1.8%	4.4%	7.2 pp	4.6 pp	7.8%	-2.2%	10.0 pp
ROE	9.8%	2.5%	5.2%	7.3 pp	4.6 pp	9.0%	-3.1%	12.1 pp
NIM	77.8%	65.0%	70.5%	12.8 pp	7.3 pp	71.6%	51.7%	19.9 pp
NIM after provisions	69.0%	60.8%	61.3%	8.2 pp	7.7 pp	63.0%	48.4%	14.6 pp
Efficiency Ratio	81.7%	96.8%	87.8%	-15.1 pp	-6.1 pp	79.6%	105.0%	-25.4 pp
Capital / Total Assets	93.3%	73.0%	91.8%	20.3 pp	1.5 pp	93.3%	73.0%	20.3 pp
Average Loan (Ps.)	5,935	4,712	5,692	26.0%	4.3%	5,935	4,712	26.0%
Employees	742	527	652	40.8%	13.8%	742	527	40.8%
Service Offices	43	31	39	38.7%	10.3%	43	31	38.7%

Exchange rate as of September 30, 2016 from Quetzales to USD: 7.5207

Exchange rate as of September 30, 2016 from USD to MXP: 19.3776

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

Committed to Generate Human, Social and Economic Value

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