



Corporate Presentation 4Q16

Disclaimer

This presentation is not an offer to sell, or a solicitation of an offer to buy any interest in any security or investment product. Such offer or solicitation may only be made by means of delivery of an offering memorandum, which will contain a description of the material terms (including risk factors, conflicts of interest, fees and charges and tax aspects) relating to such security or investment product and will contain detailed information about the company and management, as well as financial statements.

The information contained herein is confidential and may not be reproduced in whole or in part to third parties without the prior written consent of GENTERA.

This presentation contains information which has been provided by a number of sources, while the information herein is believed to be reliable, no representation is made herein by or on behalf of GENTERA as to the accuracy or completeness of such information. In addition, the results of certain financial models are contained herein. No representation or warranty is made by GENTERA as to the reasonableness or completeness of such assumptions, estimates, projections, hypothetical performance analysis or as to any other financial information contained in such models.

Actual results may vary, perhaps materially, from the results contained herein. Nothing contained herein shall constitute any representation or warranty as to future performance.

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

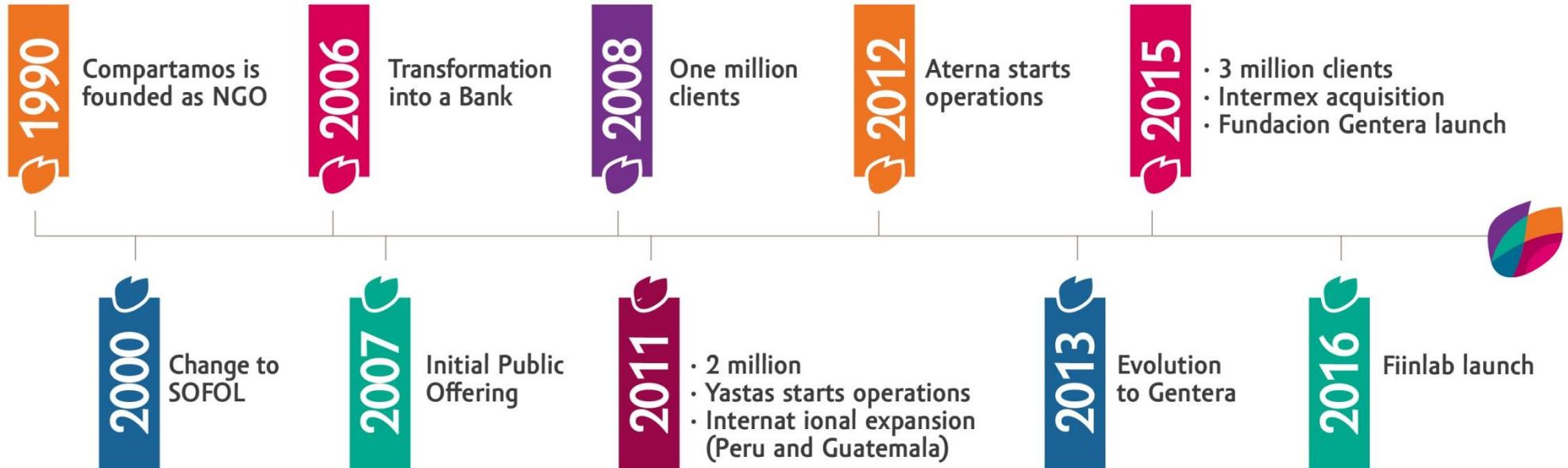


Index

1)	GENTERA's Overview	4
	a) History	
	b) Corporate Structure	
	c) Corporate Governance	
	d) Values and Strategy	
	e) Products and Potential Market	
	f) YASTÁS, ATERNA and INTERMEX	
2)	Growth & Profitability	17
	a) Clients	
	b) Portfolio & NPL's	
	c) ROAA & ROEE	
	d) Efficiency Ratio	
3)	Financial Information	26
	a) GENTERA	
	b) Compartamos Banco (Mexico)	
	c) Compartamos Financiera (Peru)	
	d) Compartamos SA (Guatemala)	
4)	Contacts	40



Our History, more than 26 years of evolution



4Q16

3,381,455
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

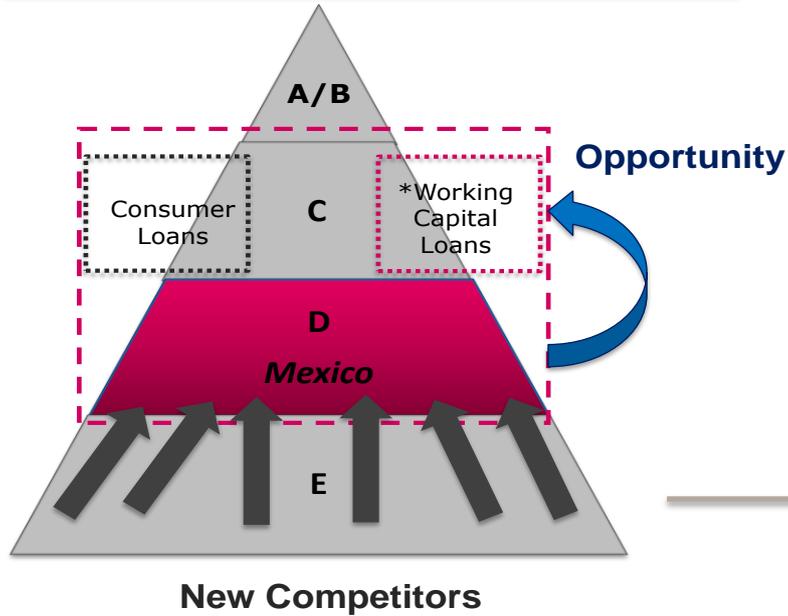
We aim to empower 10 million people over the next 10 years, who now belong to the unattended sub-segment, with the purpose of improving their lives through personalized and digital financial solutions, and creating shared value.

Strategic Axis

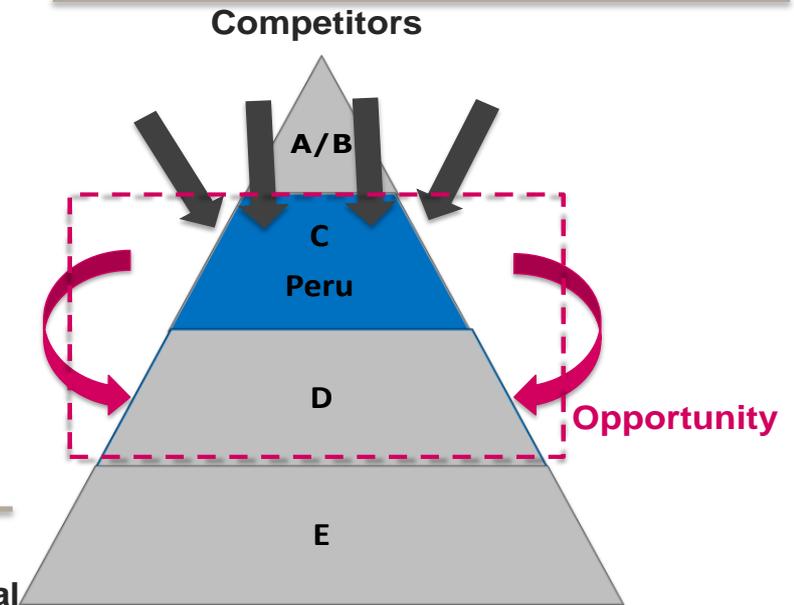
Clients	Service Model	Savings	Innovation	Shared Value
Improve our customer understanding and differentiate them with the purpose of offering a wide range of customized financial solutions.	Improve customer experience and optimize the channels mix	Promote savings with a sense of purpose, through a proposal 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

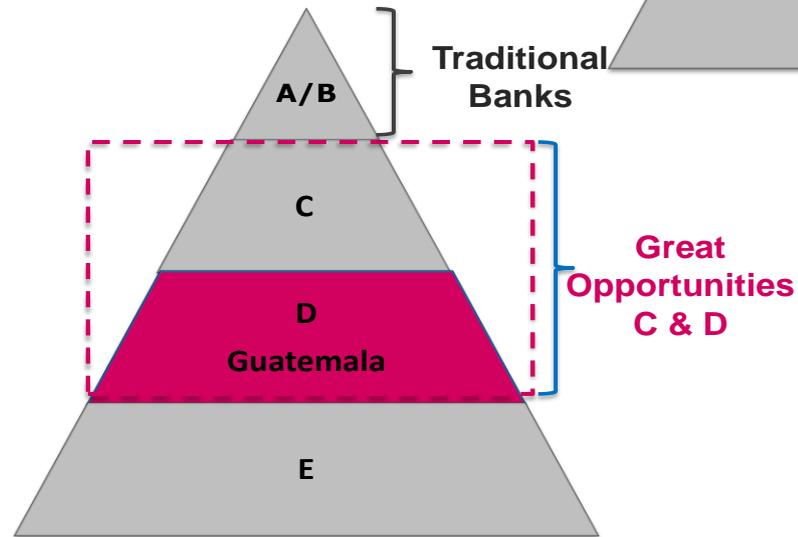
Mexico



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. 6,980" 	<ul style="list-style-type: none"> > Ps. 6,000 to Ps. 60,000 "Ps. 6,296"
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"> > 49.8% 	<ul style="list-style-type: none"> > 24.0%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 61.4% 	<ul style="list-style-type: none"> > 32.8%
NPLs/ Total Loan rank per product	<ul style="list-style-type: none"> • 2.48% 	<ul style="list-style-type: none"> • 7.50%
Life Insurance / Number of Clients	<ul style="list-style-type: none"> • 89.6% 	<ul style="list-style-type: none"> • 72.4%

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. 8,491" 	<ul style="list-style-type: none"> > Ps. 8,000 to Ps. 30,000 "Ps. 7,900" 	<ul style="list-style-type: none"> > Ps. 4,000 to Ps. 7,000 "Ps 3,629"
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"> > 10.9% 	<ul style="list-style-type: none"> > 2.3% 	<ul style="list-style-type: none"> > 2.2%
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"> • 4.88% 	<ul style="list-style-type: none"> • 9.83% 	<ul style="list-style-type: none"> • 4.19% CM 6.18% CCR

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. 20,599"
Maturity	<ul style="list-style-type: none">> 6 to 24 months
Contribution to Loan Portfolio	<ul style="list-style-type: none">> 10.7%
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">• 5.59%
Individual Life Insurance (2)	64.5%

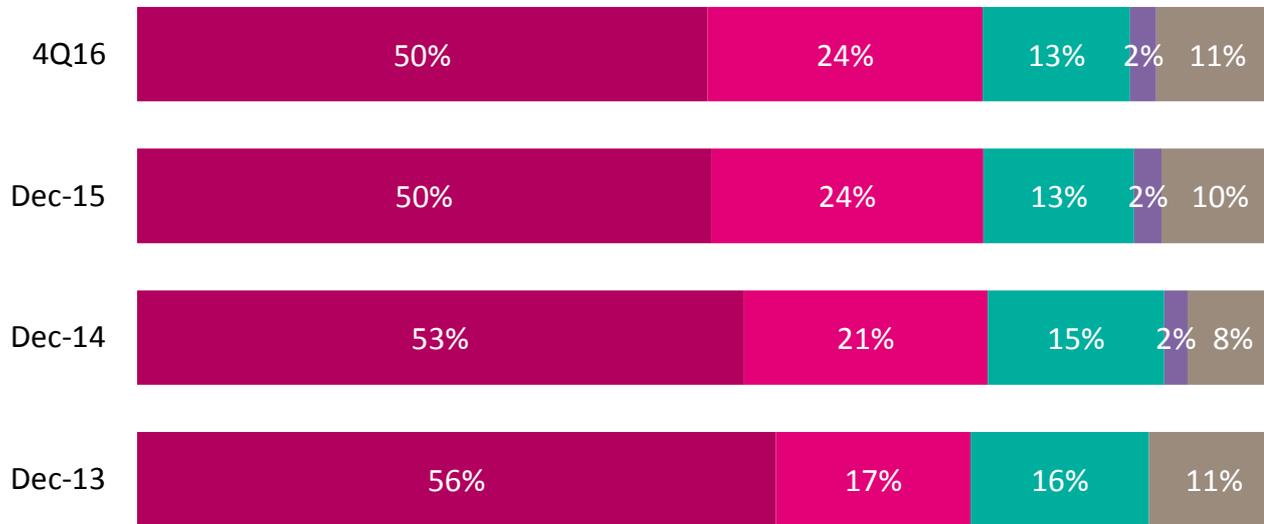


Source: Compartamos Banco

1) Banco Compartamos insures its clients with third parties

Evolution in Group and Individual Loans Methodologies (2013-4Q16)

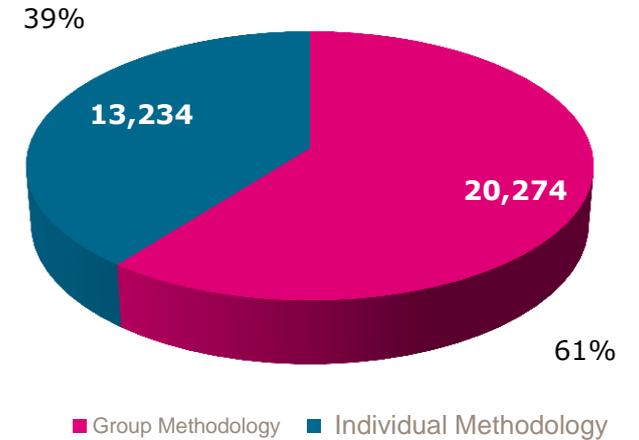
BANCO COMPARTAMOS, S.A. I.B.M.



■ C. Mujer ■ C. Comerciante ■ C. Crece y Mejora-CM ■ C. Crece y Mejora-CCR ■ C. Individual



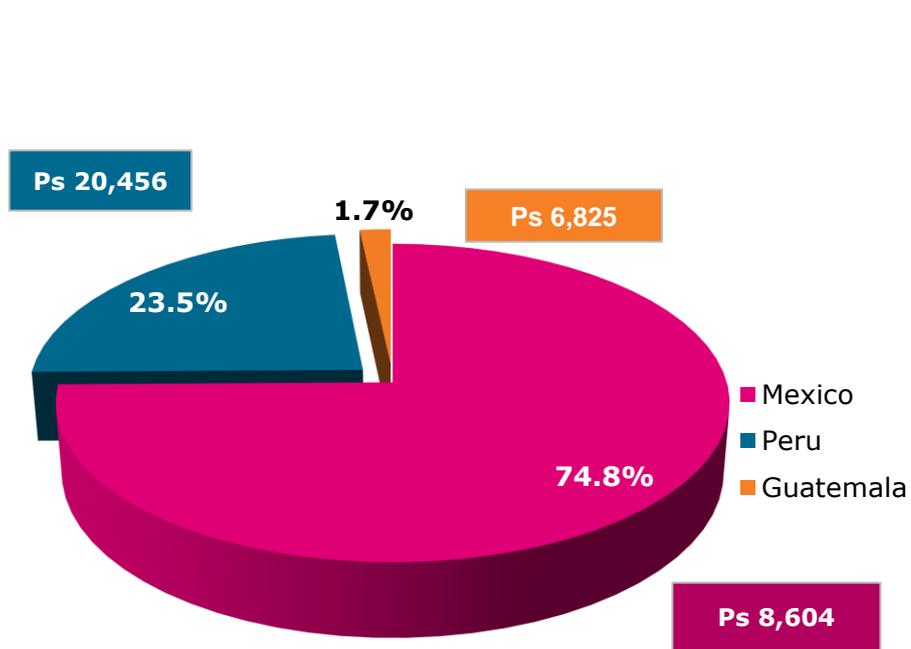
Guatemala, Mexico and Peru



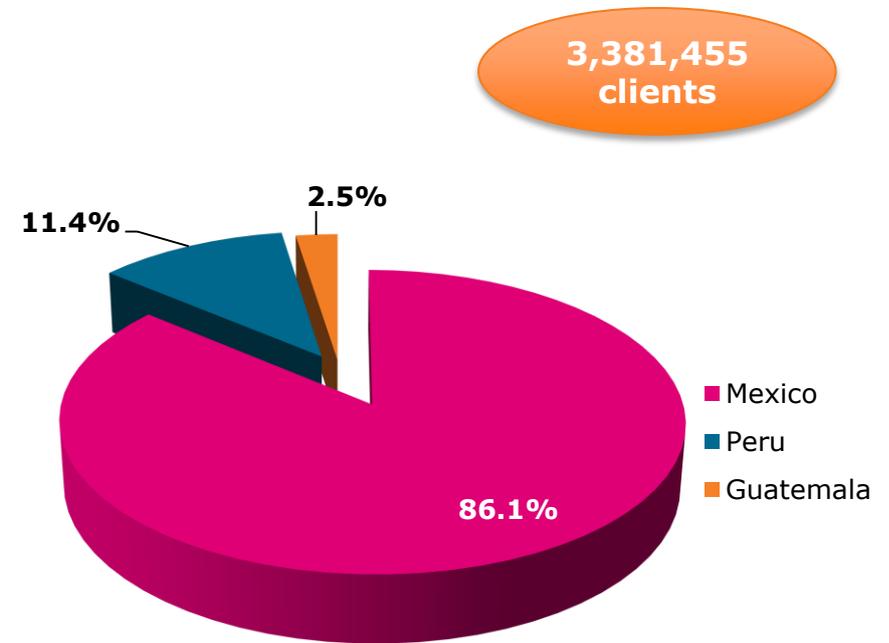
Figures are expressed in Mexican Pesos (Million)

Market Distribution per Subsidiary

% Total Loan Portfolio and Average Ticket



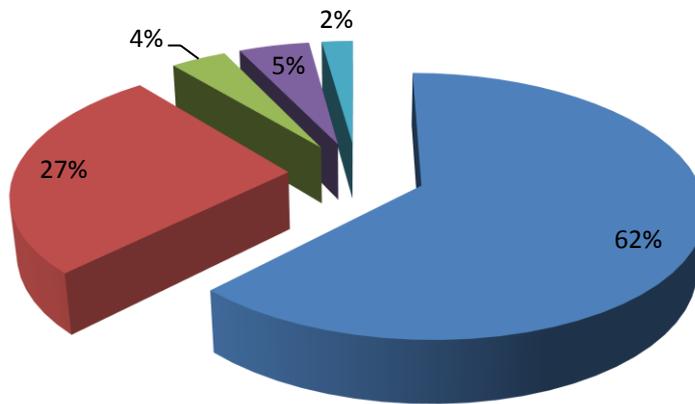
Clients per subsidiary



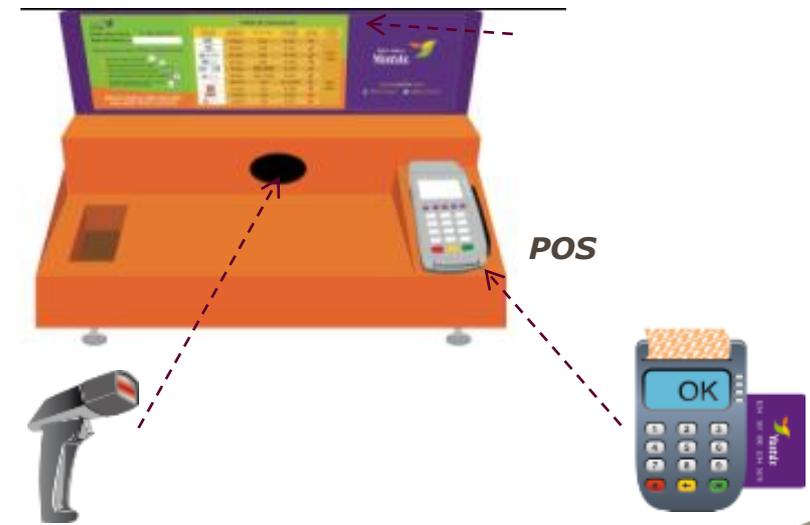
Mexico has an opportunity to serve more clients in C segment

YASTÁS (Correspondent Network Manager)

- Presence in **32 Mexican States**
- As of 4Q16 reached more than **2,700** affiliates.
- Executed more than **1.69 million of financial transactions** during the quarter, 1.7 times more compared to 4Q15.



■ 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)

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.

4Q16	
4Q16 Placed Life Insurance Policies	4,689,291
2016 Placed Life Insurance Policies	17,156,769
4Q16 Active Life Insurance Policies	5,519,220
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)



	4Q16	4Q15	3Q16
Number of transactions	1,153,414	1,027,249	1,111,168
In local currency (MXP)	1,047,839	949,040	1,010,648
In US Dollars	105,575	78,209	100,520
Total amount of remittances paid in MXP	5,957	4,260	5,473
Total amount of remittances paid in USD	3.9	4.9	4.1
Average remittance (amount) in USD	263.3	252.1	266.5
Money Transmitters	37	37	37
Correspondants	1,807	1,188	1,553
Branches	60	60	60
Market Share	4.8%	4.7%	4.8%



- As of December 2016, international remittances represented a growth of 8.8% annual.
- 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 4Q16

1) Source: Banxico



GENTERA



Growth and Profitability



Summary



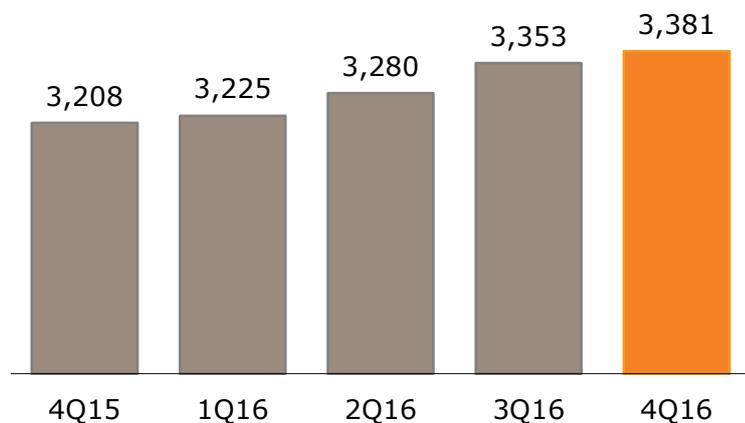
	4Q16	4Q15	3Q16	% Change 4Q15	% Change 3Q16	2016	2015	% Change 2015
Clients	3,381,455	3,207,852	3,352,677	5.4%	0.9%	3,381,455	3,207,852	5.4%
Portfolio	33,508	28,496	31,866	17.6%	5.2%	33,508	28,496	17.6%
Net Income	540	870	918	-37.9%	-41.2%	3,410	3,161	7.9%
NPLs / Total Portfolio	4.22%	3.09%	3.33%	1.13 pp	0.89 pp	4.22%	3.09%	1.13 pp
ROA	5.2%	9.6%	9.3%	-4.4 pp	-4.1 pp	8.6%	9.3%	-0.7 pp
ROE	13.8%	26.5%	24.8%	-12.7 pp	-11.0 pp	22.8%	25.1%	-2.3 pp
NIM	54.3%	57.1%	57.2%	-2.8 pp	-2.9 pp	54.5%	56.3%	-1.8 pp
NIM after provisions	43.2%	48.6%	47.3%	-5.4 pp	-4.1 pp	45.1%	48.7%	-3.6 pp
Efficiency Ratio	80.1%	68.9%	68.2%	11.2 pp	11.9 pp	69.4%	68.6%	0.8 pp
Capital / Total Assets	36.4%	37.0%	38.3%	-0.6 pp	-1.9 pp	36.4%	37.0%	-0.6 pp
Average Loan per Client	9,909	8,883	9,505	11.6%	4.3%	9,909	8,883	11.6%
Employees	21,184	20,179	21,248	5.0%	-0.3%	21,184	20,179	5.0%
Service Offices	685	687	692	-0.3%	-1.0%	685	687	-0.3%
Branches	135	71	107	90.1%	26.2%	135	71	90.1%

Summary	Banco Compartamos		Compartamos Financiera		Compartamos S.A.	
	4Q16	Δ vs 4Q15	4Q16	Δ vs 4Q15	4Q16	Δ vs 4Q15
Clients	2,912,786	1.8%	384,883	42.2%	83,786	11.0%
Portfolio	25,063	9.7%	7,873	50.3%	572	40.0%
Resultado neto*	546	-28.0%	39	2.3%	14	N/C
ROAA	7.3%	-3.6 pp	1.9%	-0.9 pp	7.9%	-10.3 pp
ROAE	20.5%	-11.4 pp	7.7%	-3.3 pp	8.6%	-16.2 pp
NIM	63.3%	-2.2 pp	26.1%	0.4 pp	78.9%	2.5 pp
NIM after provisions	50.3%	-5.9 pp	20.5%	0.8 pp	68.9%	1.8 pp
NPL	4.49%	1.63 pp	3.37%	-0.81 pp	3.95%	1.72 pp
Write - offs	579	53.6%	92	-32.8%	15	408.1%
Coverage Ratio	150.5%	-29.4 pp	183.8%	15.6 pp	129.8%	-52.2 pp
Average Loan per Client	8,604	7.8%	20,456	0.1 pp	6,825	0.3 pp
Employees *	17,253	-0.1%	3,133	31.7%	798	51.1%
Service Offices	567	-4.9%	73	21.7%	45	45.2%
Branches	135	90.1%	-	0.0%	-	0.0%

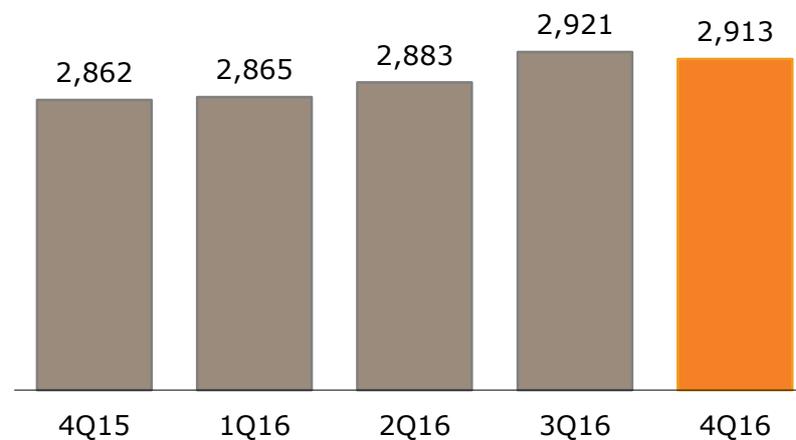
- Employees in Mexico include: Banco Compartamos, ATERNA, YASTAS and INTERMEX
- Portfolio, Net Income and Write offs are expressed in Million Pesos

Clients

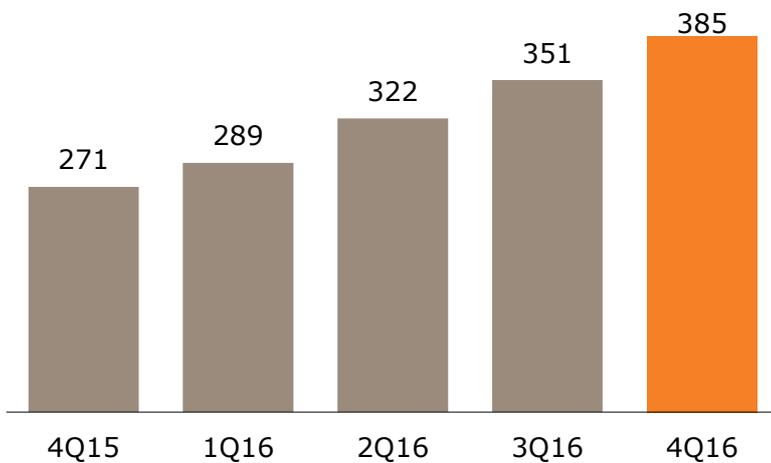
GENTERA (Thousand)



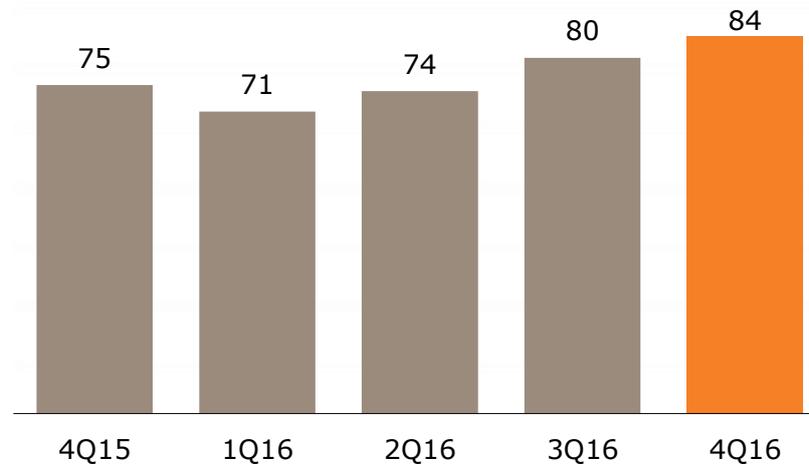
Mexico - Banco (Thousand)



Peru (Thousand)

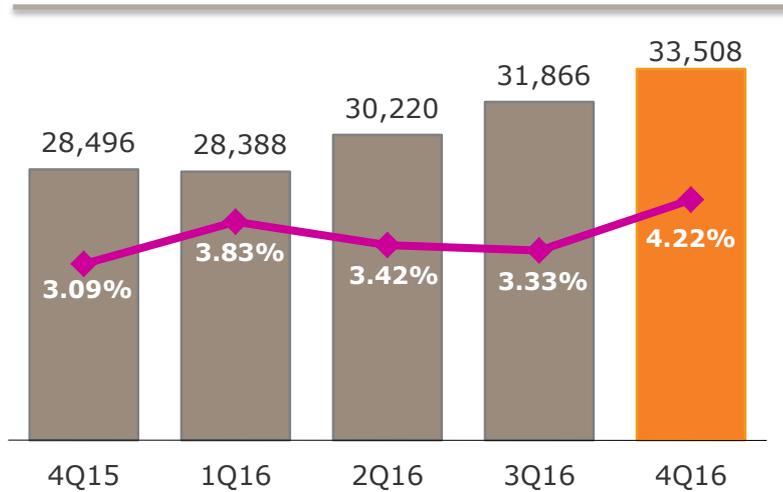


Guatemala (Thousand)



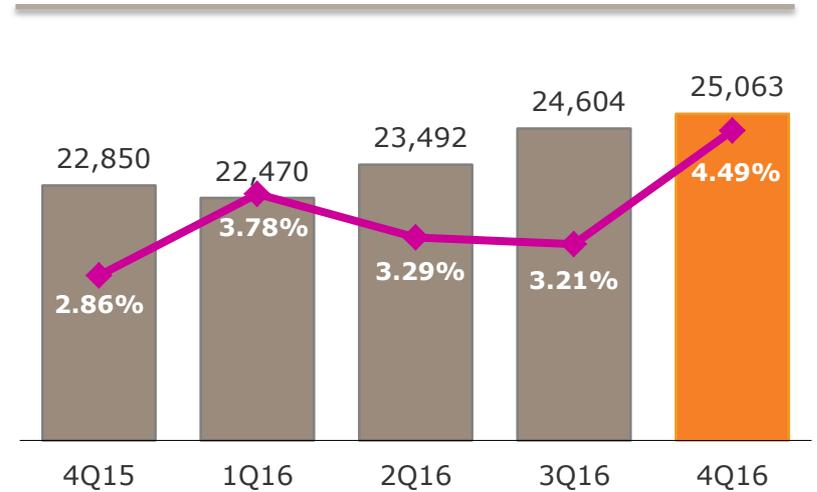
Total Portfolio – NPL %

GENERER (Ps. million)

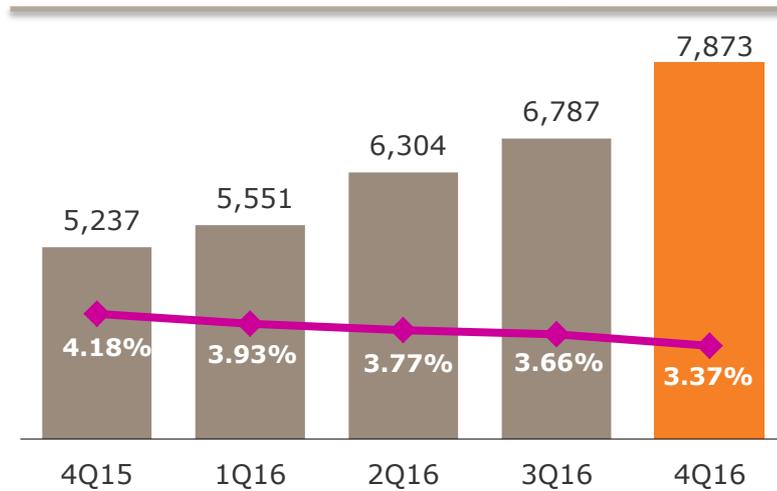



GENERER
 PORTFOLIO
 FY16
 17.6%

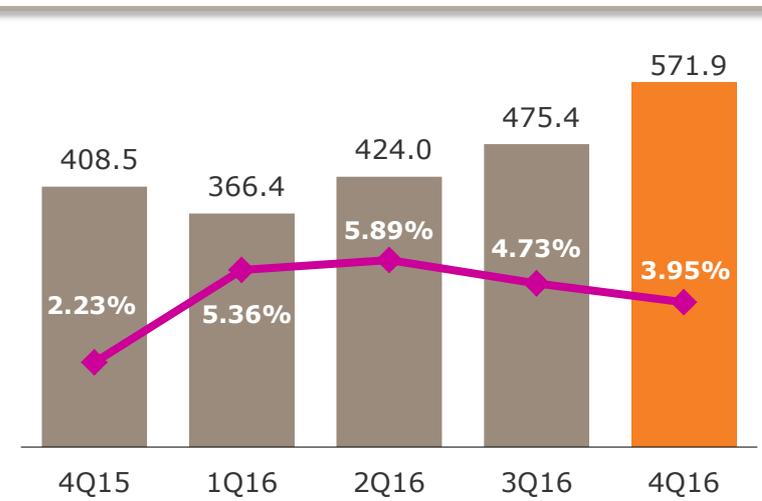
Mexico - Banco (Ps. million)



Peru (Ps. million)

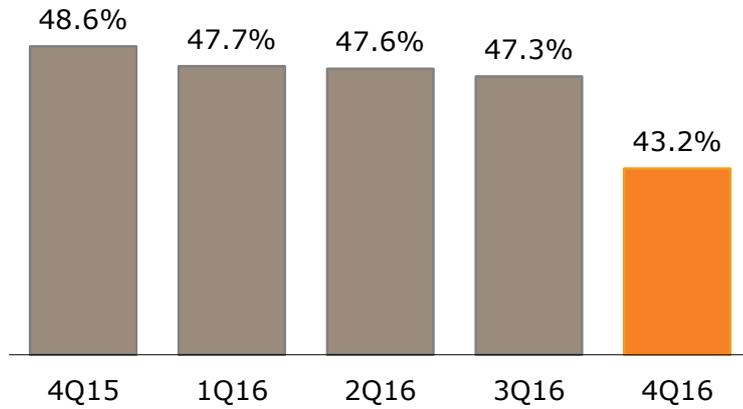


Guatemala (Ps. million)



NIM (%) after provisions

GENEREA



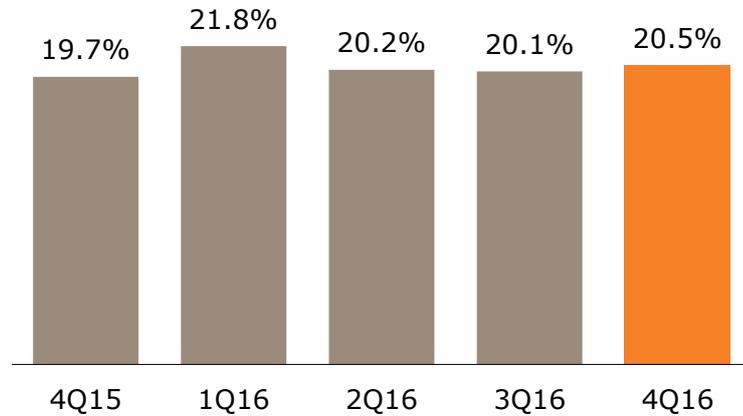
NIM BP FY16
54.5%

NIM AP FY16
45.1%

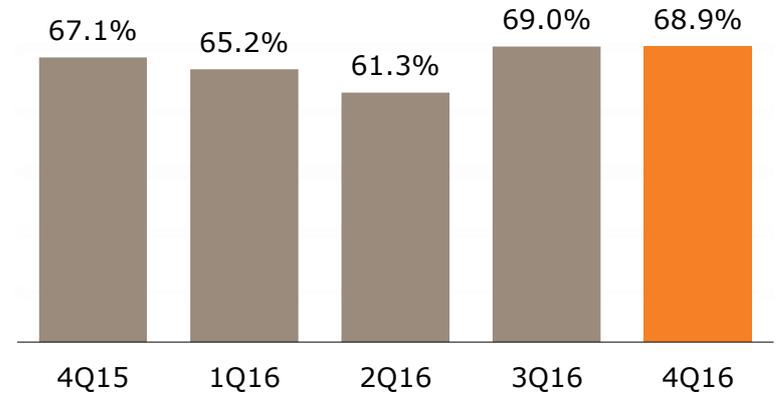
Mexico - Banco



Peru

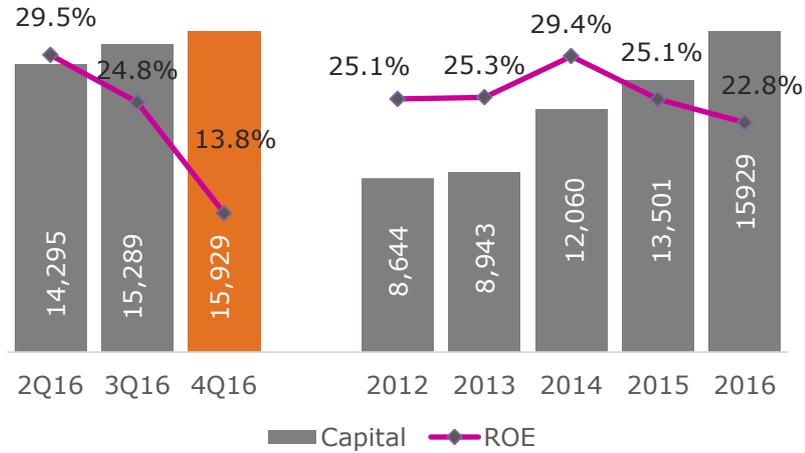


Guatemala

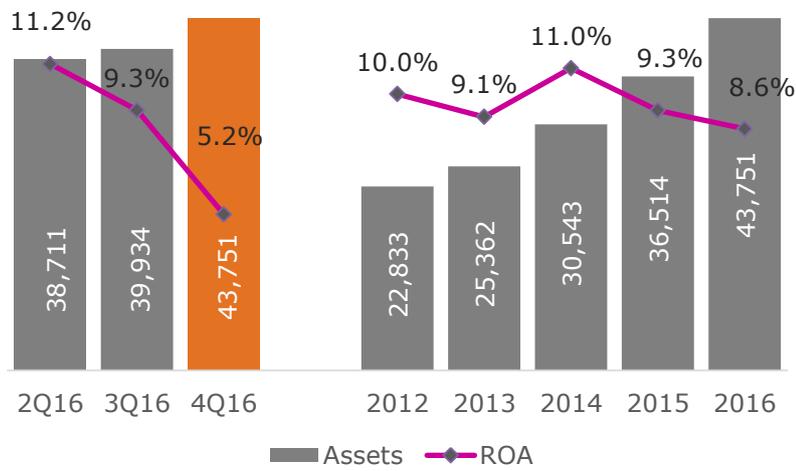


ROAA & ROAE Evolution

GENEREA ROAE

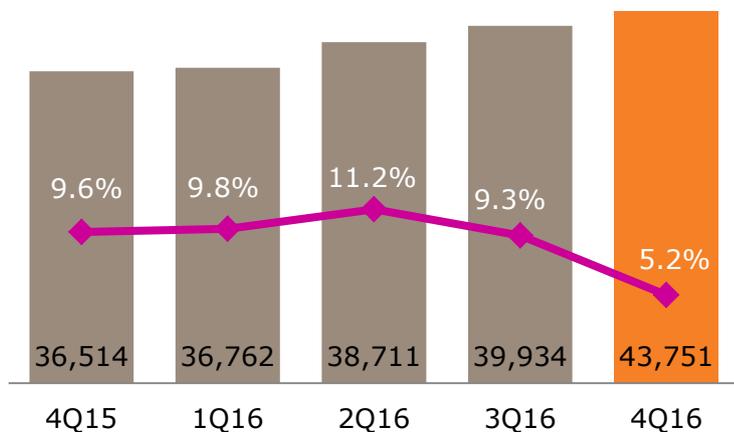


GENEREA ROAA



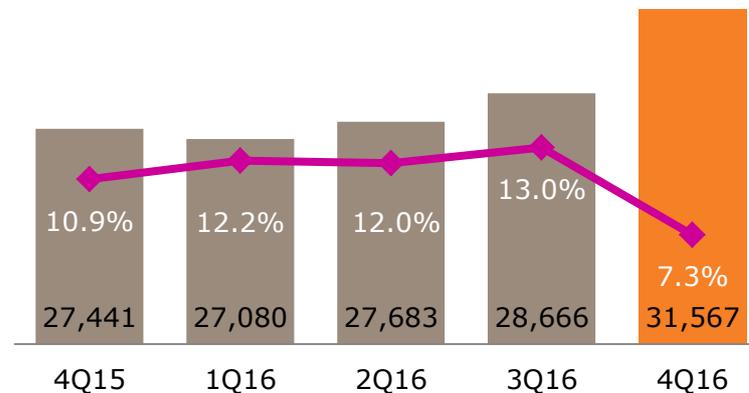
Assets - ROAA

GENTERA

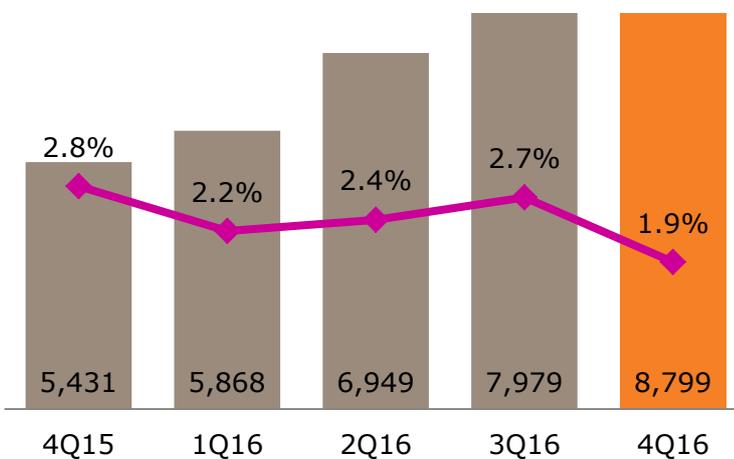



GENTERA
 ROAA FY16
 8.6%

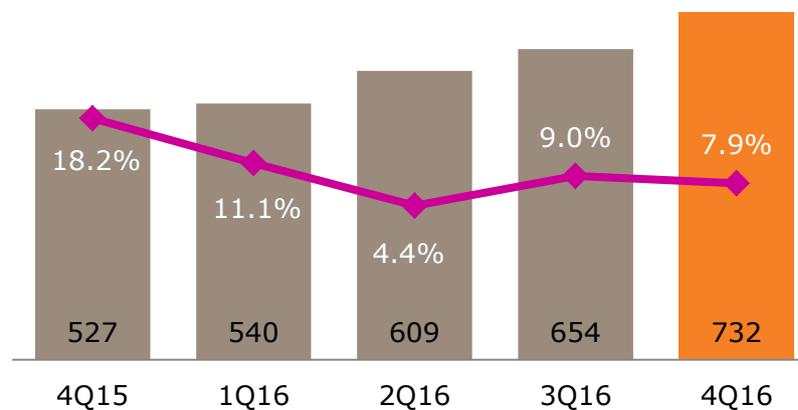
Mexico - Banco



Peru



Guatemala (Ps. million)

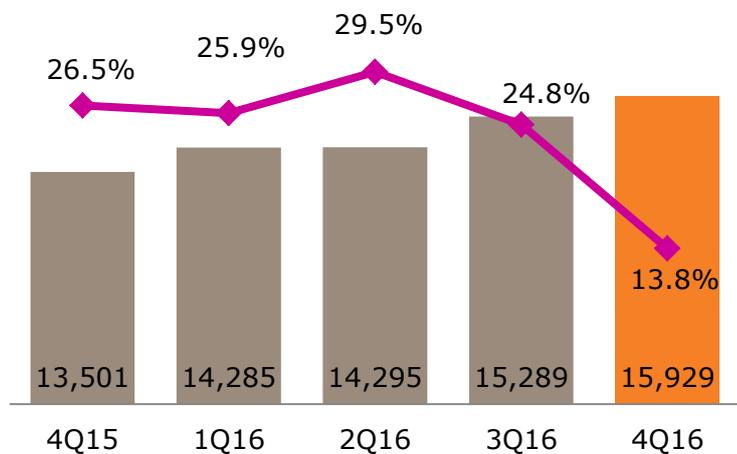


Assets in Ps. Million

ROAA: (Net Income/ Average Assets)

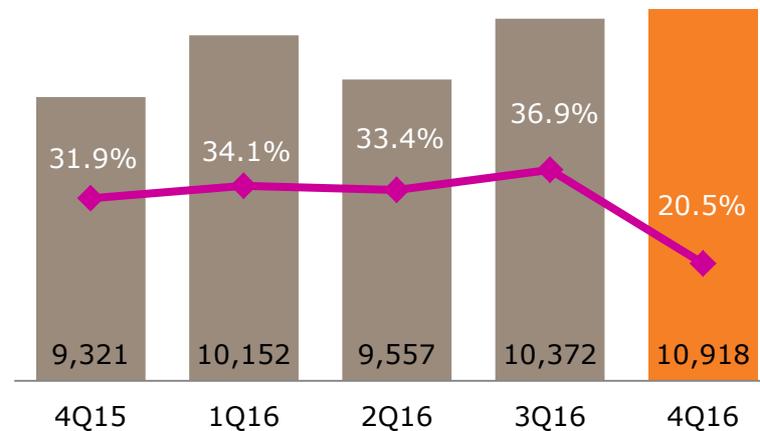
Equity -ROAE

GENTERA

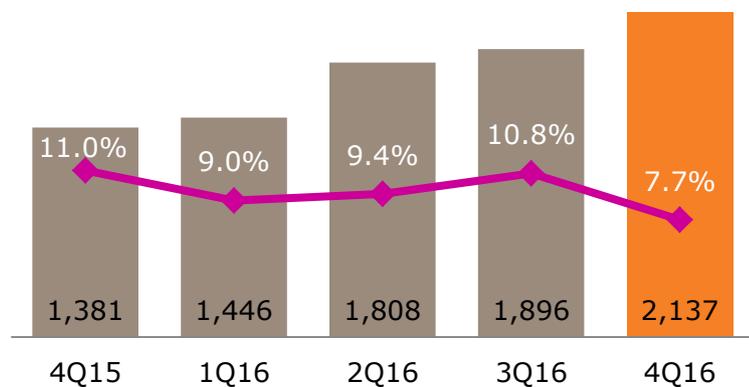



GENTERA
 ROAE FY16
 22.8%

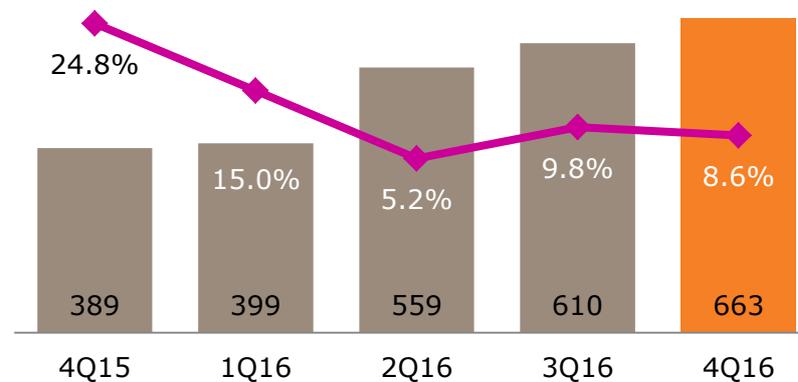
Mexico - Banco



Peru



Guatemala (Ps. million)

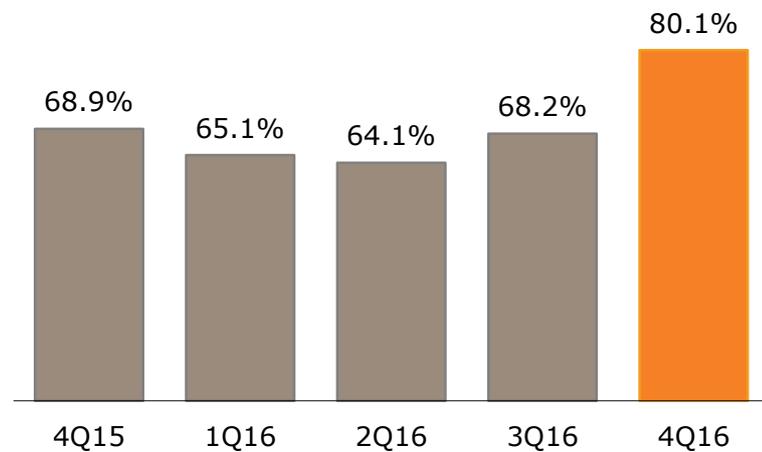


Equity in Ps. million

ROAE: (Net Income / Average Equity)

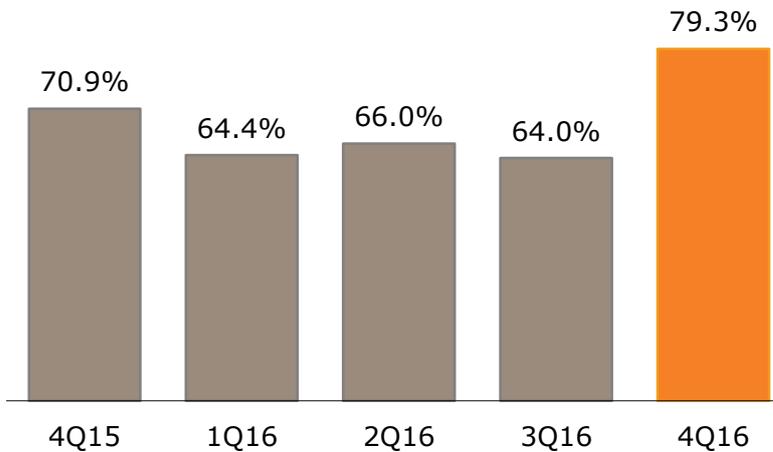
Efficiency Ratio

GENTERA

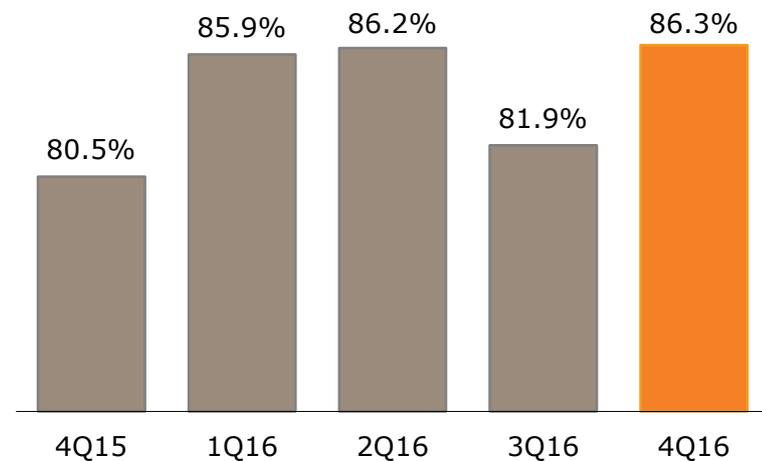



GENTERA
FY16
69.4%

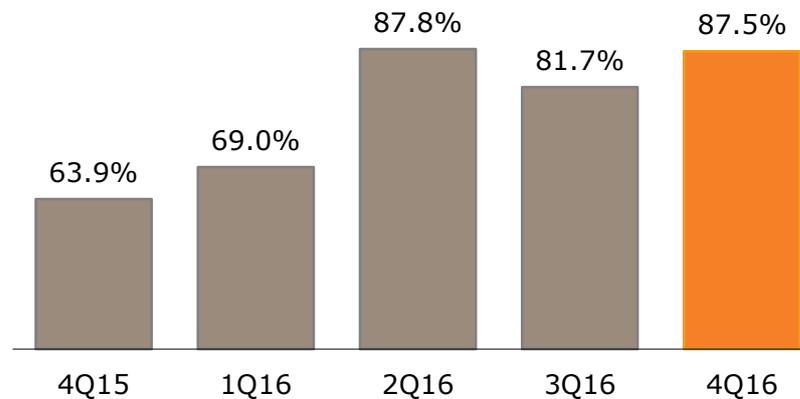
Mexico - Banco



Peru



Guatemala





GENTERA

Reglas, pagos y
Yastás.

www.yastas.com
/Red_Yastas @Red_Yostas

Financial Information 4Q16



Balance Sheet



	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16
Cash and other investments	6,570	3,539	85.6%	4,354	50.9%
Total performing loans	32,094	27,615	16.2%	30,805	4.2%
Non-performing loans	1,414	881	60.5%	1,061	33.3%
Total loan portfolio	33,508	28,496	17.6%	31,866	5.2%
Allowance for loan losses	2,212	1,560	41.8%	1,843	20.0%
Loan portfolio, net	31,296	26,936	16.2%	30,023	4.2%
Other accounts receivable	985	1,987	-50.4%	1,126	-12.5%
Fixed assets	1,069	1,087	-1.7%	951	12.4%
Permanent investment	47	124	-62.1%	3	N/C
Other assets	2,803	2,026	38.4%	2,564	9.3%
Goodwill	981	815	20.4%	913	7.4%
Total assets	43,751	36,514	19.8%	39,934	9.6%
Clients' Deposits	755	174	N/C	406	86.0%
Deposits	2,765	1,401	97.4%	2,569	7.6%
Long Term Debt Issuance	10,556	10,014	5.4%	8,006	31.9%
Interbank loans	10,436	9,552	9.3%	10,618	-1.7%
Derivatives	-	7	N/C	-	N/C
Other accounts payable	3,310	1,865	77.5%	3,046	8.7%
Total liabilities	27,822	23,013	20.9%	24,645	12.9%
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	1,254	1,045	20.0%	1,295	-3.2%
Retained earnings	5,226	3,693	41.5%	5,226	0.0%
Otras cuentas de capital	684	258	165.1%	544	25.7%
Net income for the year	3,390	3,150	7.6%	2,861	18.5%
Participation (in net income) from controlling company	15,876	13,468	17.9%	15,248	4.1%
Participation (in net income) from non-controlling com	53	33	60.6%	41	29.3%
Total stockholders' equity	15,929	13,501	18.0%	15,289	4.2%
Total liabilities and stockholders' equity	43,751	36,514	19.8%	39,934	9.6%

* Figures expressed in Mexican pesos (millions)

Income Statement



	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16	2016	2015	% Change 2015
Interest income	5,357	4,672	14.7%	5,213	2.8%	20,017	17,276	15.9%
Interest expense	348	238	46.2%	308	13.0%	1,179	885	33.2%
Net Interest Income	5,009	4,434	13.0%	4,905	2.1%	18,838	16,391	14.9%
Provisions for loan losses	1,021	658	55.2%	847	20.5%	3,238	2,206	46.8%
Net interest income after provisions	3,988	3,776	5.6%	4,058	-1.7%	15,600	14,185	10.0%
Commissions and fee income	403	344	17.2%	365	10.4%	1,402	1,189	17.9%
Commissions and fee expense	169	176	-4.0%	178	-5.1%	691	736	-6.1%
Trading gains (losses)	5	9	-44.4%	16	-68.8%	33	18	83.3%
Other operating income (expense)	(117)	42	N/C	(265)	N/C	(224)	158	N/C
Operating Expenses	3,294	2,753	19.7%	2,725	20.9%	11,194	10,156	10.2%
Net operating income	816	1,242	-34.3%	1,271	-35.8%	4,926	4,658	5.8%
Participation in net income from non consolidated and associated subsidiaries	(16)	(20)	N/C	(17)	N/C	(77)	(52)	N/C
Total income before income tax	800	1,222	-34.5%	1,254	-36.2%	4,849	4,606	5.3%
Current	349	351	-0.6%	529	-34.0%	1,781	985	80.8%
Deferred	(89)	1	N/C	(193)	N/C	(342)	460	N/C
Net income	540	870	-37.9%	918	-41.2%	3,410	3,161	7.9%
Participation (in net income) from controlling company	529	863	-38.7%	914	-42.1%	3,390	3,150	7.6%
Participation (in net income) from non-controlling company	11	7	57.1%	4	175.0%	20	11	81.8%

* Figures expressed in Mexican pesos (millions)

NPLs per Subsidiary



NPL's per Product and Subsidiaries

PRODUCT	4Q16				4Q15				3Q16			
	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs
C. Mujer	12,491	310	2.48%	136	11,448	153	1.32%	97	12,054	190	1.57%	147
C. Comerciante	6,021	452	7.50%	226	5,434	241	4.44%	126	6,024	308	5.12%	227
Group Methodology	18,512	762	4.11%	362	16,882	394	2.33%	223	18,078	498	2.75%	374
C. Individual	2,683	150	5.59%	103	2,334	109	4.68%	46	2,566	139	5.44%	101
C. Adicional CM	480	20	4.19%	1	82	2	2.27%	1	539	3	0.46%	1
C. Adicional CCR	83	5	6.18%	0	0	0	0.00%	0	90	0	0.00%	0
C. Crece y Mejora CM	2,733	133	4.88%	80	3,007	109	3.61%	80	2,770	106	3.81%	92
C. Crece y Mejora CCR	572	56	9.83%	33	545	39	7.25%	27	561	44	7.86%	35
Individual Methodology	6,551	364	5.57%	217	5,968	259	4.36%	154	6,526	292	4.47%	229
Banco Compartamos	25,063	1,126	4.49%	579	22,850	653	2.86%	377	24,604	790	3.21%	603
Comercial	3,421	144	4.20%	34	2,150	117	5.43%	57	2,919	130	4.47%	33
Microempresa	3,015	104	3.44%	49	2,343	83	3.56%	62	2,730	101	3.70%	45
Consumo	247	10	4.03%	5	254	16	6.23%	16	229	11	4.84%	6
C.Mujer	1,190	8	0.70%	5	490	3	0.62%	3	909	6	0.67%	5
Compartamos Financiera	7,873	266	3.37%	92	5,237	219	4.18%	138	6,787	249	3.66%	89
C. Mujer	572	23	3.95%	15	409	9	2.23%	3	475	22	4.73%	15
Compartamos Guatemala S.A.	572	23	3.95%	15	409	9	2.23%	3	475	22	4.73%	15
Total	33,508	1,414	4.22%	686	28,496	881	3.09%	518	31,866	1,062	3.33%	707

* 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

	4Q16	4Q15	3Q16	% Change 4Q15	% Change 3Q16	2016	2015	% Change 2015
Clients	2,912,786	2,861,721	2,921,211	1.8%	-0.3%	2,912,786	2,861,721	1.8%
Portfolio	25,063	22,850	24,604	9.7%	1.9%	25,063	22,850	9.7%
Net Income	546	758	919	-28.0%	-40.6%	3,119	3,001	3.9%
NPLs / Total Portfolio	4.49%	2.86%	3.21%	1.63 pp	1.28 pp	4.49%	2.86%	1.63 pp
ROA	7.3%	10.9%	13.0%	-3.6 pp	-5.7 pp	10.8%	11.6%	-0.8 pp
ROE	20.5%	31.9%	36.9%	-11.4 pp	-16.4 pp	30.4%	31.7%	-1.3 pp
NIM	63.3%	65.5%	68.0%	-2.2 pp	-4.7 pp	64.4%	65.0%	-0.6 pp
NIM after provisions	50.3%	56.2%	56.4%	-5.9 pp	-6.1 pp	53.5%	56.9%	-3.4 pp
Efficiency Ratio	79.3%	70.9%	64.0%	8.4 pp	15.3 pp	68.5%	68.1%	0.4 pp
ICAP	27.5%	29.1%	26.8%	-1.6 pp	0.7 pp	27.5%	29.1%	-1.6 pp
Capital / Total Assets	34.6%	34.0%	36.2%	0.6 pp	-1.6 pp	34.6%	34.0%	0.6 pp
Average Loan (Ps.)	8,604	7,985	8,423	7.8%	2.2%	8,604	7,985	7.8%
Employees	16,955	16,972	17,063	-0.1%	-0.6%	16,955	16,972	-0.1%
Service Offices*	567	596	578	-4.9%	-1.9%	567	596	-4.9%
Branches	135	71	107	90.1%	26.2%	135	71	90.1%

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

Balance Sheet



	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16
Cash and other investments	4,902	1,821	169.2%	2,327	110.7%
Total performing loans	23,937	22,197	7.8%	23,814	0.5%
Non-performing loans	1,126	653	72.4%	790	42.5%
Total loan portfolio	25,063	22,850	9.7%	24,604	1.9%
Allowance for loan losses	1,695	1,175	44.3%	1,385	22.4%
Loan portfolio, net	23,368	21,675	7.8%	23,219	0.6%
Other accounts receivable	829	1,762	-53.0%	795	4.3%
Fixed assets	463	591	-21.7%	444	4.3%
Other assets	2,005	1,592	25.9%	1,881	6.6%
Total assets	31,567	27,441	15.0%	28,666	10.1%
Clients' Deposits	540	78	N/C	253	113.4%
Deposits	625	551	13.4%	1,023	-38.9%
Long Term Debt Issuance	10,556	10,014	5.4%	8,006	31.9%
Interbank loans	6,978	6,452	8.2%	7,495	-6.9%
Other accounts payable	1,904	976	95.1%	1,471	29.4%
Deferred income tax	46	49	-6.1%	46	0.0%
Total liabilities	20,649	18,120	14.0%	18,294	12.9%
Capital stock	542	532	1.9%	542	0.0%
Capital reserves	490	487	0.6%	490	0.0%
Retained earnings	6,768	5,301	27.7%	6,768	0.0%
Remeasurements for employees benefit	(1)	-	0.0%	(1)	0.0%
Net income for the year	3,119	3,001	3.9%	2,573	21.2%
Total stockholders' equity	10,918	9,321	17.1%	10,372	5.3%
Total liabilities and stockholders' equity	31,567	27,441	15.0%	28,666	10.1%

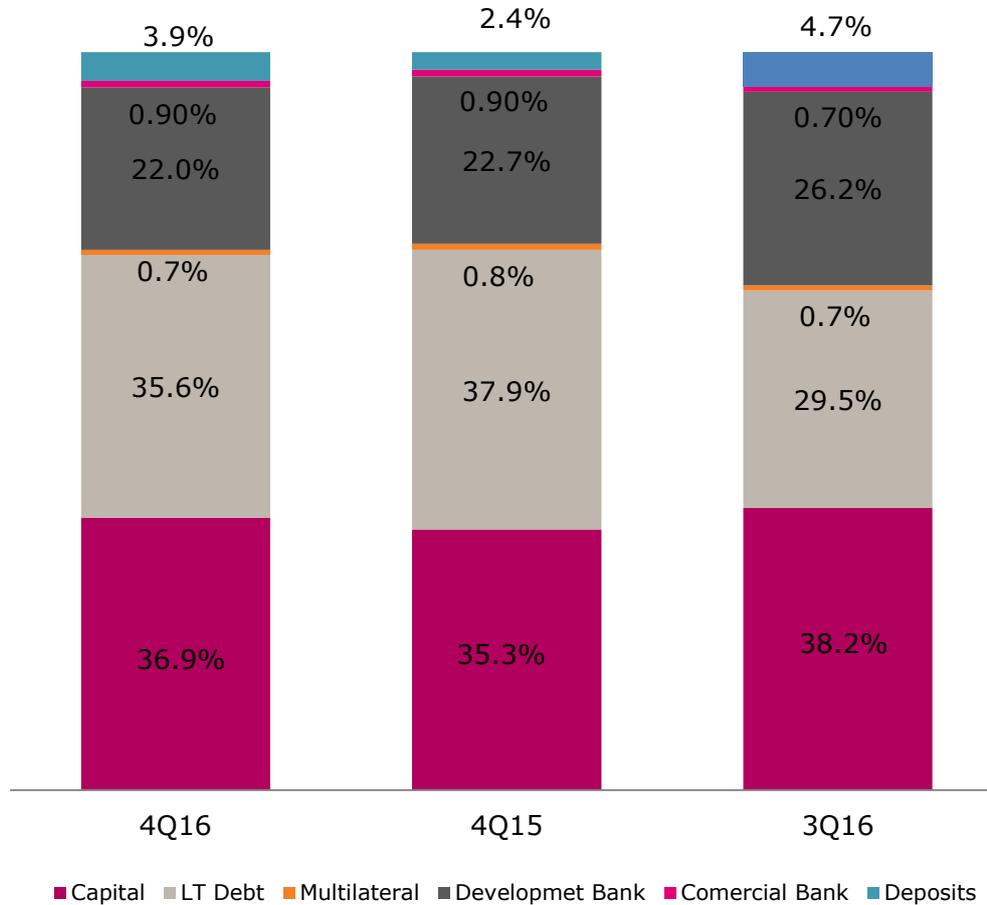
Income Statement



	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16	2016	2015	% Change 2015
Interest income	4,595	4,160	10.5%	4,535	1.3%	17,420	15,434	12.9%
Interest expense	248	164	51.2%	212	17.0%	814	592	37.5%
Net Interest Income	4,347	3,996	8.8%	4,323	0.6%	16,606	14,842	11.9%
Provisions for loan losses	891	566	57.4%	739	20.6%	2,818	1,851	52.2%
Net interest income after provisions	3,456	3,430	0.8%	3,584	-3.6%	13,788	12,991	6.1%
Commissions and fee income	244	198	23.2%	233	4.7%	866	683	26.8%
Commissions and fee expense	151	94	60.6%	156	-3.2%	591	416	42.1%
Trading gains (losses)	4	10	-60.0%	17	-76.5%	39	29	34.5%
Other operating income (expense)	(43)	(3)	N/C	(23)	N/C	(103)	7	N/C
Operating Expenses	2,784	2,512	10.8%	2,340	19.0%	9,583	9,058	5.8%
Net operating income	726	1,029	-29.4%	1,315	-44.8%	4,416	4,236	4.2%
Total income before income tax	726	1,029	-29.4%	1,315	-44.8%	4,416	4,236	4.2%
Current	251	264	-4.9%	424	-40.8%	1,489	787	89.2%
Deferred	(71)	7	N/C	(28)	N/C	(192)	448	N/C
Net income	546	758	-28.0%	919	-40.6%	3,119	3,001	3.9%

Figures expressed in Mexican pesos (millions)

Funding Structure



Cost of funds
4Q16: 5.64%

Year	Maturity Debt	%
2017	3,576	19.1%
2018	3,299	17.6%
2019	4,296	23.0%
2020	4,498	24.1%
2021	1,030	5.5%
2022	-	0.0%
2023	2,000	10.7%
Total	18,699	

Year 2017 considers \$1,165 million in deposits.

Banco Compartamos has a diversified funding structure

Allowance for Loan Losses



Risk	4Q16			4Q15			3Q16		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	0.5%	17,162	84	0.5%	16,161	80	0.5%	16,961	85
A-2	2.8%	106	3	2.5%	127	3	2.4%	125	3
B-1	3.7%	592	22	3.7%	204	8	3.7%	641	24
B-2	4.6%	2,199	102	4.7%	2,155	101	4.7%	2,401	112
B-3	5.6%	444	25	5.6%	333	19	5.5%	453	25
C-1	6.7%	1,881	126	6.7%	1,933	129	6.7%	1,966	131
C-2	9.8%	772	76	10.2%	707	72	10.0%	548	55
D	23.1%	234	54	22.4%	213	48	23.1%	247	57
E	71.9%	1,673	1,203	70.5%	1,016	716	70.8%	1,261	893
Total		25,063	1,695		22,849	1,176		24,603	1,385
Coverage Ratio¹			1.51			1.80			1.76

Banco Compartamos Coverage Ratio = 1.51

Compartamos Financiera (Peru)

Summary	4Q16	4Q15	3Q16	% Change 4Q15	% Change 3Q16	2016	2015	% Change 2015
Clients	384,883	270,644	351,373	42.2%	9.5%	384,883	270,644	42.2%
Portfolio	7,873.2	5,237.2	6,787.1	50.3%	16.0%	7,873.2	5,237.2	50.3%
Net Income	38.9	38.0	49.9	2.3%	-22.0%	158.9	149.1	6.6%
NPLs / Total Portfolio	3.37%	4.18%	3.7%	-0.81 pp	-0.29 pp	3.37%	4.18%	-0.81 pp
ROA	1.9%	2.8%	2.7%	-0.9 pp	-0.8 pp	2.1%	2.9%	-0.8 pp
ROE	7.7%	11.0%	10.8%	-3.3 pp	-3.1 pp	8.7%	12.5%	-3.8 pp
NIM	26.1%	25.7%	25.3%	0.4 pp	0.8 pp	24.6%	24.9%	-0.3 pp
NIM after provisions	20.5%	19.7%	20.1%	0.8 pp	0.4 pp	19.5%	18.4%	1.1 pp
Efficiency Ratio	86.3%	80.5%	81.9%	5.8 pp	4.4 pp	85.1%	81.0%	4.1 pp
Operating Efficiency	18.6%	17.5%	17.3%	1.1 pp	1.3 pp	18.64%	17.51%	1.1 pp
ICAP (Reglas SBS)	19.40%	24.27%	19.33%	-4.9 pp	0.1 pp	19.40%	24.27%	-4.9 pp
Capital / Total Assets	24.3%	25.4%	23.8%	-1.1 pp	0.5 pp	24.3%	25.4%	-1.1 pp
Average Loan (Ps.)	20,456	19,351	19,316	5.7%	5.9%	20,456	19,351	5.7%
Employees	3,133	2,379	3,163	31.7%	-0.9%	3,133	2,379	31.7%
Service Offices	73	60	71	21.7%	2.8%	73	60	22%

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



	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16
Cash and other investments	832.2	409.8	103.1%	1,197.0	-30.5%
Total performing loans	7,607.5	5,018.0	51.6%	6,538.6	16.3%
Non-performing loans	265.7	219.2	21.2%	248.5	6.9%
Total loan portfolio	7,873.2	5,237.2	50.3%	6,787.1	16.0%
Allowance for loan losses	488.3	368.7	32.4%	431.7	13.1%
Loan portfolio, net	7,384.9	4,868.5	51.7%	6,355.4	16.2%
Other accounts receivable	9.2	15.4	-40.5%	10.7	-14.2%
Fixed assets	205.2	95.3	115.3%	128.7	59.5%
Other assets	367.4	42.2	N/C	287.3	27.9%
Total assets	8,798.9	5,431.2	62.0%	7,979.1	10.3%
Deposits	2,980.7	945.6	N/C	2,722.3	9.5%
Interbank loans	3,449.9	2,993.3	15.3%	3,123.2	10.5%
Other accounts payable	231.6	111.3	108.0%	237.4	-2.4%
Total liabilities	6,662.2	4,050.3	64.5%	6,082.9	9.5%
Capital stock	1,135.8	1,049.1	8.3%	1,135.8	0.0%
Capital reserves	74.6	64.9	15.0%	74.6	0.0%
Foreign exchange effect	687.5	72.3	N/C	486.0	41.5%
Retained earnings	79.8	45.6	75.0%	79.8	0.0%
Net income for the year	158.9	149.1	6.6%	120.0	32.4%
Total stockholders' equity	2,136.6	1,380.9	54.7%	1,896.2	12.7%
Total liabilities and stockholders' equity	8,798.9	5,431.2	62.0%	7,979.1	10.3%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q16	3.356	20.6194	6.1440
4Q15	3.411	17.2487	5.0568
3Q16	3.400	19.3776	5.6993

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

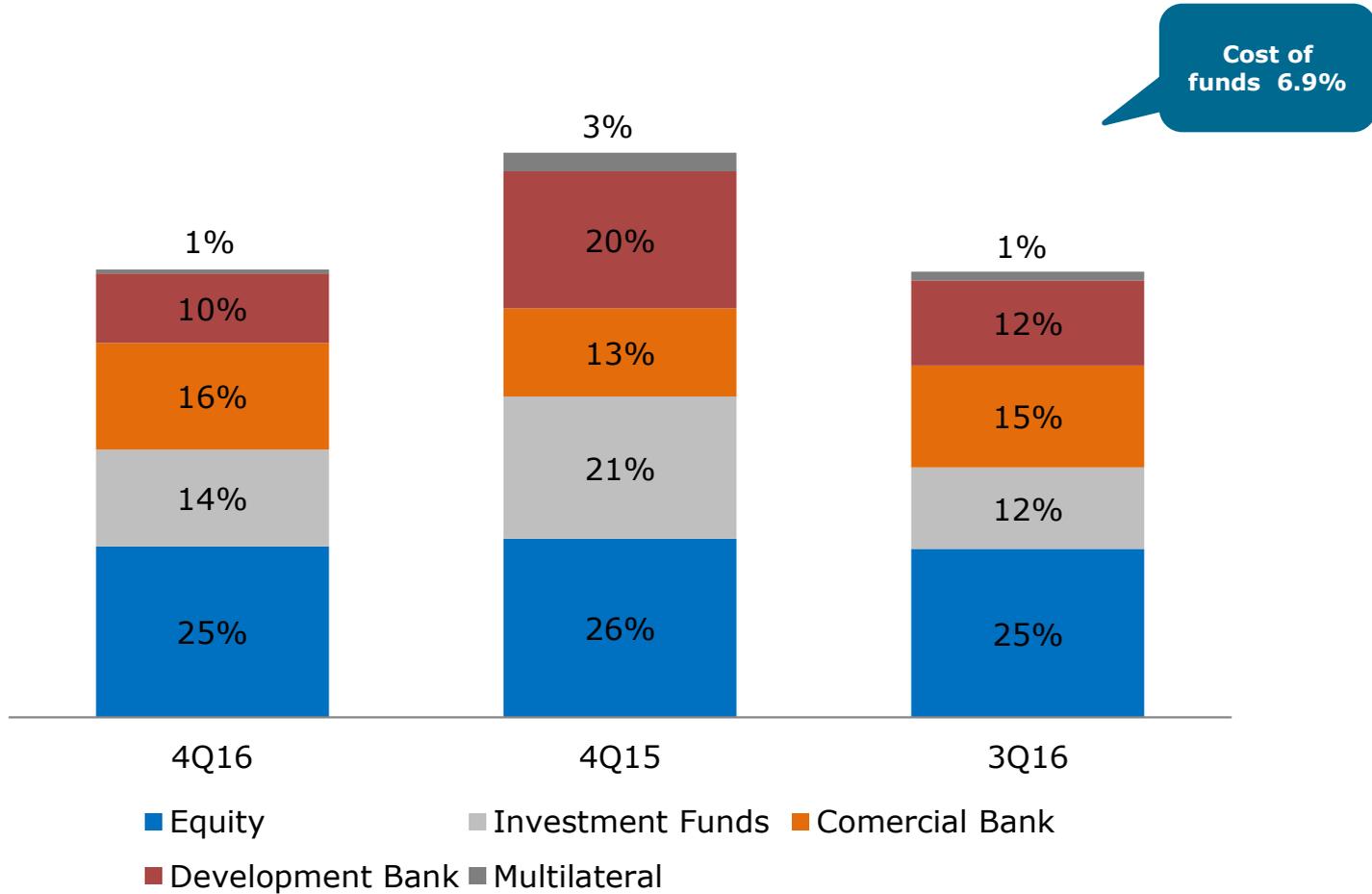


	4Q16	4Q15	% Change 4Q15	3Q16	% Change 3Q16	2016	2015	% Change 2015
Interest income	631.8	417.1	51.5%	554.0	14.0%	2,132.3	1,569.2	35.9%
Interest expense	103.9	71.2	45.9%	96.4	7.8%	362.5	282.0	28.5%
Net interest income	527.9	345.9	52.6%	457.7	15.4%	1,769.8	1,287.2	37.5%
Provisions for loan losses	114.3	80.6	41.8%	94.9	20.4%	368.8	334.2	10.4%
Net interest income after provisions	413.6	265.3	55.9%	362.7	14.0%	1,401.0	953.0	47.0%
Commissions and fee income	28.5	22.5	26.7%	25.1	13.5%	99.2	84.1	18.0%
Commissions and fee expenses	5.9	4.6	30.6%	6.0	-0.7%	22.8	26.3	-13.5%
Other operating income (expense)	16.6	11.1	50.0%	12.8	29.9%	52.4	38.2	37.0%
Operating expenses	390.9	236.8	65.1%	323.1	21.0%	1,301.2	849.3	53.2%
Net operating income	61.9	57.5	7.6%	71.6	-13.6%	228.6	199.7	14.5%
Total income before income tax	61.9	57.5	7.6%	71.6	-13.6%	228.6	199.7	14.5%
Current and Deferred	22.9	19.4	18.0%	21.7	5.9%	69.7	50.7	37.5%
Net income	38.9	38.0	2.3%	49.9	-22.0%	158.9	149.1	6.6%

FX (Average)	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q16	3.3950	19.8624	5.8505
4Q15	3.3213	16.7576	5.0454
3Q16	3.3388	18.7407	5.6130

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



Summary



Compartamos S.A. (Guatemala)

Summary	4Q16	4Q15	3Q16	% Change 4Q15	% Change 3Q16	2016	2015	% Change 2015
Clients	83,786	75,487	80,093	11.0%	4.6%	83,786	75,487	11.0%
Portfolio	571.9	408.5	475.4	40.0%	20.3%	571.9	408.5	40.0%
Net Income	13.7	23.0	14.3	-40.7%	-4.2%	48.9	15.3	N/C
NPLs / Total Portfolio	3.95%	2.23%	4.73%	1.72 pp	-0.78 pp	3.95%	2.23%	1.72 pp
ROA	7.9%	18.2%	9.0%	-10.3 pp	-1.1 pp	7.7%	3.2%	4.5 pp
ROE	8.6%	24.8%	9.8%	-16.2 pp	-1.2 pp	8.8%	4.4%	4.4 pp
NIM	78.9%	76.4%	77.8%	2.5 pp	1.1 pp	72.6%	57.7%	14.9 pp
NIM after provisions	68.9%	67.1%	69.0%	1.8 pp	-0.1 pp	63.7%	52.8%	10.9 pp
Efficiency Ratio	87.5%	63.9%	81.7%	23.6 pp	5.8 pp	81.9%	91.2%	-9.3 pp
Operating Efficiency	54.3%	39.1%	51.1%	15.2 pp	3.2 pp	46.8%	43.6%	3.2 pp
Capital / Total Assets	90.6%	73.7%	93.3%	16.9 pp	-2.7 pp	90.6%	73.7%	16.9 pp
Average Loan (Ps.)	6,825	5,412	5,935	26.1%	15.0%	6,825	5,412	26.1%
Employees	798	528	742	51.1%	7.5%	798	528	51.1%
Service Offices	45	31	43	45.2%	4.7%	45	31	45.2%

Exchange rate as of December 31, 2016 from Quetzales to USD: 7.5221

Exchange rate as of December 31, 2016 from USD to MXP: 20.6194

Source: Banco de Guatemala and Banco de Mexico

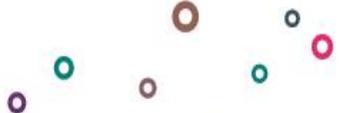
Figures expressed in Mexican pesos. Portfolio and Net Income are expressed in million and with their corresponding FX for the quarter

Source: Banco de Guatemala y Banco de México

Committed to Generate Human, Social and Economic Value

Yastás 

Compartamos 

ATERNA 

INTERMEX 

Fiinlab

Fundación 
GENTERA

Enrique Barrera Flores
enbarrera@gentera.com.mx
Investor Relations Officer
(55) 5276 7379

Beatriz Sánchez Covarrubias
bsanchez@gentera.com.mx
Investor Relations

Rubén Ariza Noriega
rariza@gentera.com.mx
Investor Relations
(55) 5276 7250 ext. 7177



GENTERA