

*Grupo* **Compartamos**



GUATEMALA • MÉXICO • PERÚ



# Corporate Presentation 2Q13

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



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Generating **social,**  
**economic and human** value

# A Group that Generates Social, Economic and Human Value

Grupo Compartamos

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

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

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

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



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**economic and human** value

## Growth

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

## Loyalty

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

## Efficiency

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

## Leadership

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

## Board of Directors

6 Independent, non-shareholders

3 Managers and shareholders

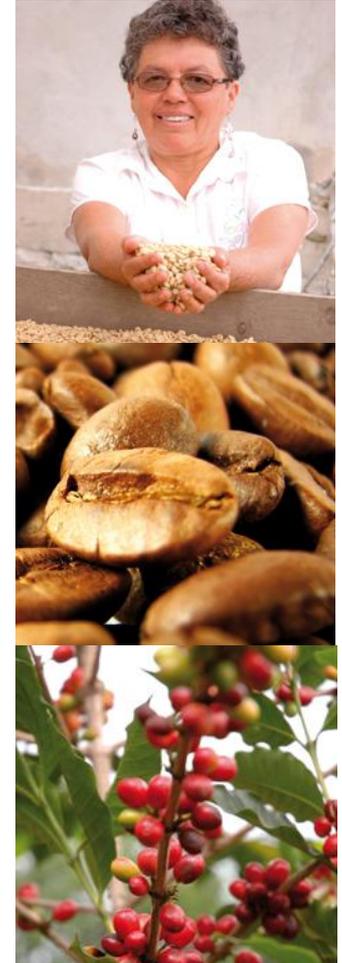
4 Shareholders, non-managers

## Codes

Internal Code of Conduct, based in best practices

Code of Ethics of great importance

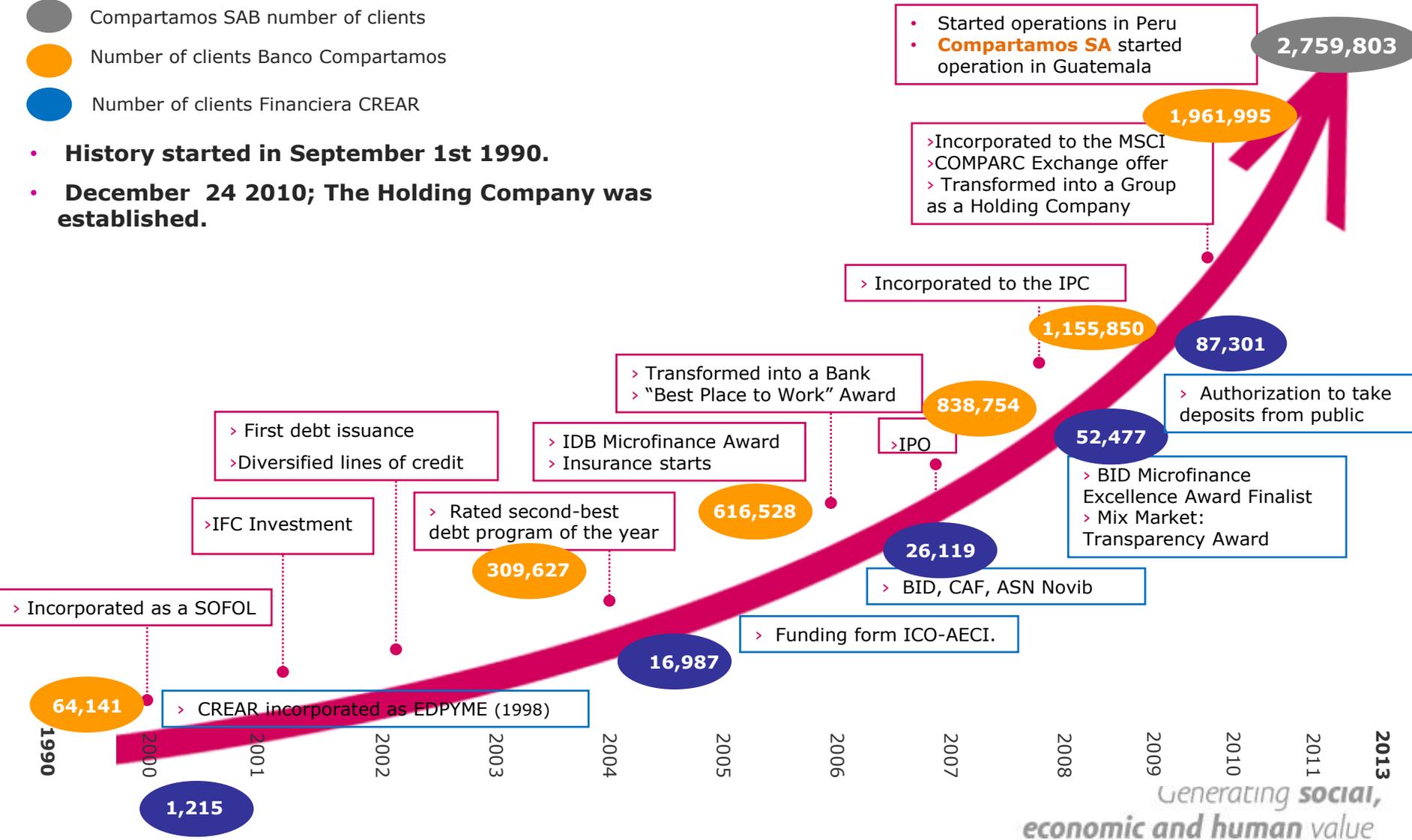
**Compartamos** is part of “*Círculo de Empresas de la Mesa Redonda Latinoamericana de Gobierno Corporativo*”. This forum is conformed by 20 Latinamerican companies, and has the support of the OCDE, IFC and the Global Forum fo Corporate Governance.



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

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



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## Compartamos S.A.B. de C.V.

**Compartamos S.A.B.:** 2,759,803 clients  
3,792,683 shares were repurchased during 2Q13

### Compartamos Banco (Mexico)

2,539,991 Clients as of June 2013, 6.1% more than 2Q12  
504 Service Offices, 6.6% more than 2Q12  
Ratings: S&P: 'mxAAA' ; Fitch: 'AA(mex)'

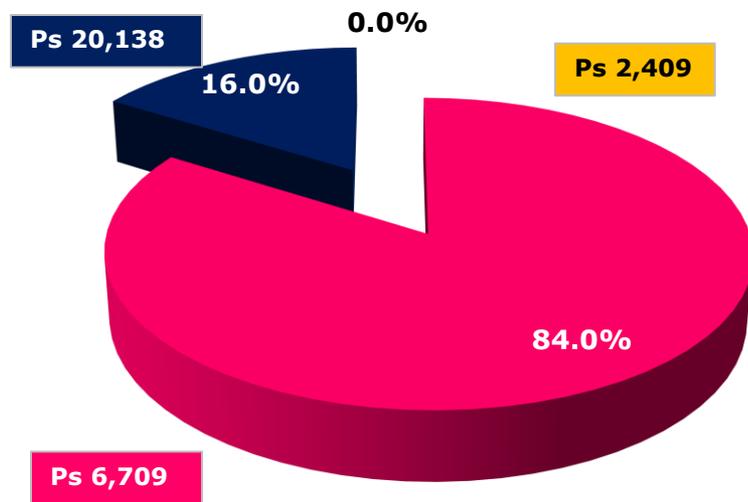
### Compartamos Financiera (Peru)

161,592 Clients as of June 2013, 36% more than 2Q12  
42 Branches, 27.3% more than 2Q12  
Credito Mujer «P. Project» currently serves close to 21,000 clients

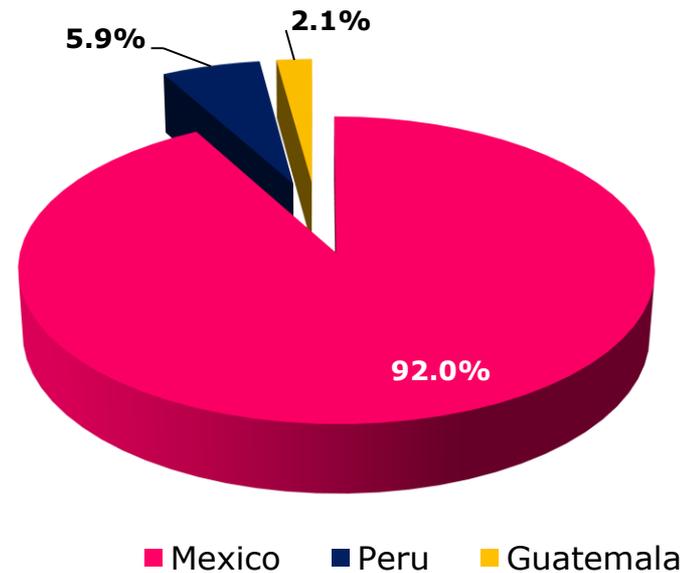
### Compartamos S.A. (Guatemala)

58,220 Clients as of June 2013, 87.7% more than 2Q12  
28 Service Offices offering Credito Mujer product

### % Total Loan Portfolio and Average Ticket



### Clients per subsidiary

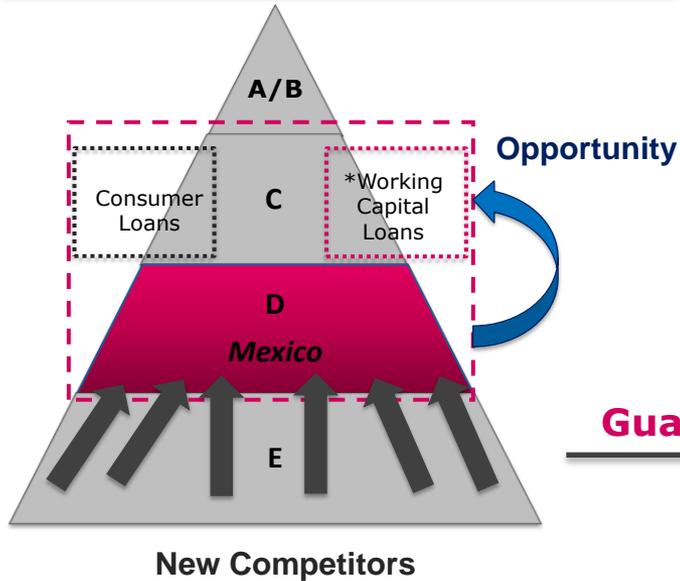


**2,759,803**  
Clients

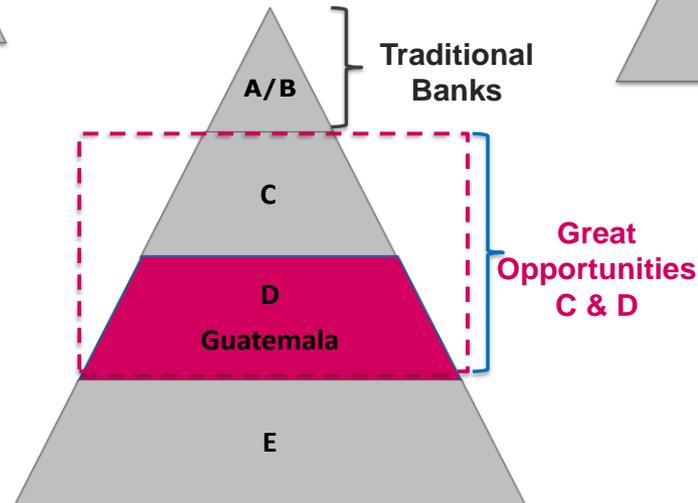
**Mexico has an opportunity to serve more clients in C segment**

# Potential Market for Working Capital Loans

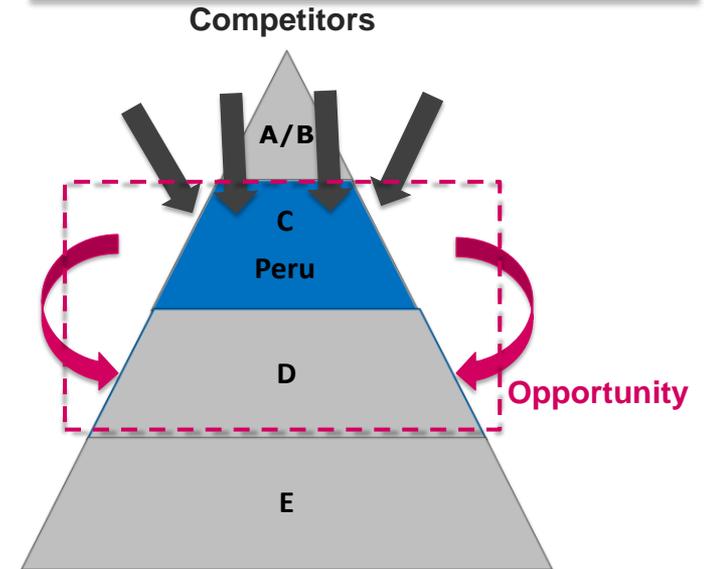
## Mexico



## Guatemala



## Peru



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# Group and Individual Loans Mexico

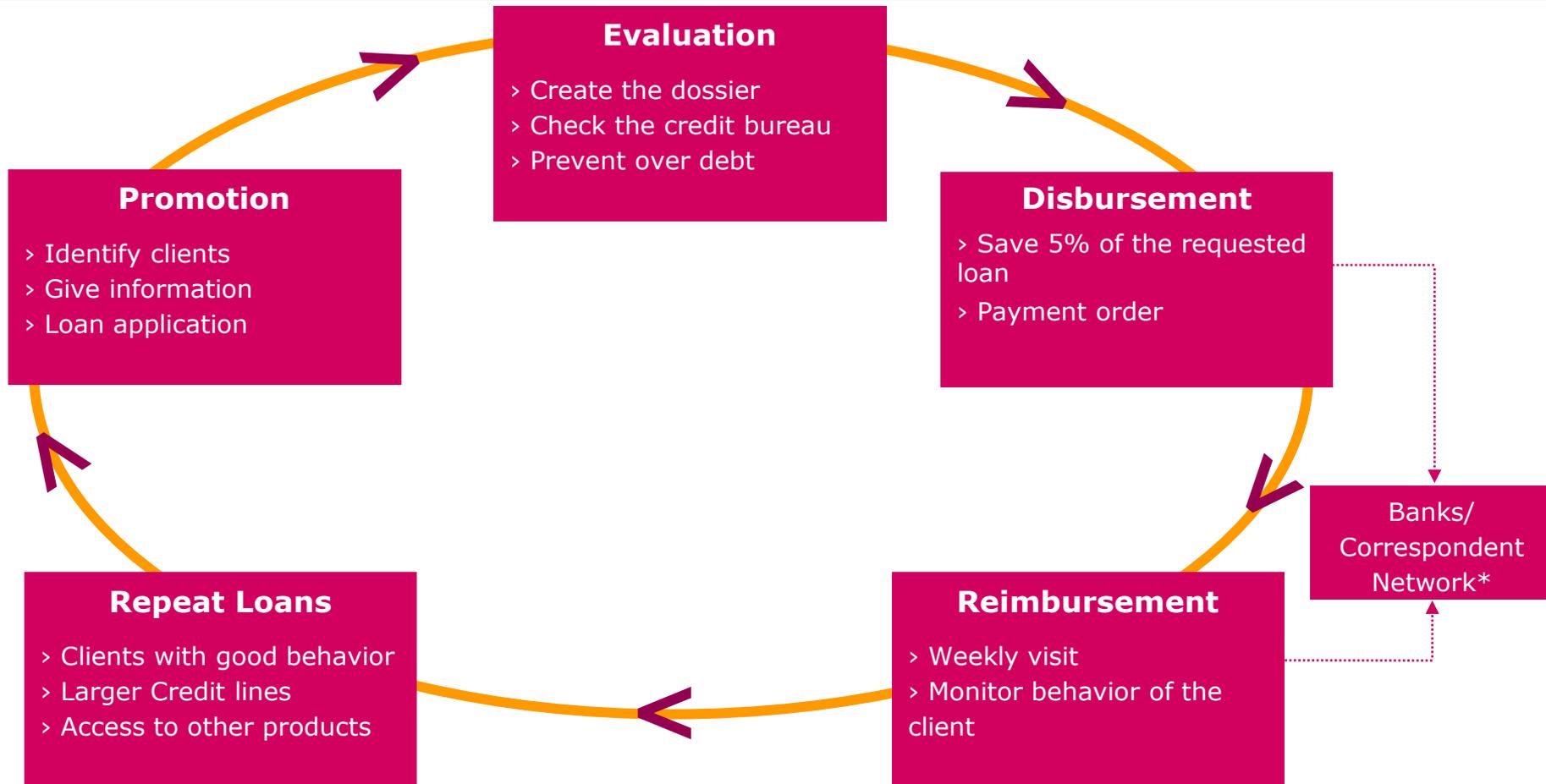
Grupo Compartamos

	Group Loan "Credito Mujer"	Additional Loan	Home Improvement Loan	Life Insurance(1)
General Characteristics	<ul style="list-style-type: none"> <li>&gt; Groups form 10 to 50 women</li> <li>&gt; Personal credits</li> <li>&gt; Group guarantee</li> <li>&gt; Working capital loan</li> <li>&gt; Clients are automatically life insured at not cost (1) Additional to the debt extinction in case of death</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Second loan offered simultaneously to Crédito Mujer clients</li> <li>&gt; Clients must have completed 1 cycle under Crédito Mujer and must have a current loan of at least PS. 2,000</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Credit to maintain or improve the client's house</li> <li>&gt; To clients within 2 cycles in Crédito Mujer</li> <li>&gt; Personal credit</li> <li>&gt; Personal guarantee</li> </ul>	<ul style="list-style-type: none"> <li>&gt; To clients in Crédito Mujer</li> <li>&gt; Up to 7 modules</li> <li>&gt; No age limit</li> <li>&gt; No medical restrictions</li> <li>&gt; New benefits included</li> </ul>
Loan size "Average Ticket"	Ps. 2,500 to Ps. 30,000 "Ps 5,243"	> Ps. 600 to Ps. 6,000 "Ps 1,703"	> Ps. 5,000 to Ps. 30,000 "Ps 8,163"	> Ps. 10,000 to Ps. 100,000
Maturity	> 16 weeks	> 4 to 11 weeks > Maturity should equal that of Group Loan (W)	> 6 to 24 months	> 19 weeks
Contribution to Total Loan Portfolio	> 59.5%	> 0.8%	> 15.1%	> N/A
Contribution to Total Number of Clients	> 76.1%	> 3.2%	> 12.4%	> 59.1%
NPLs /Total Loan rank per product	• 3.11%	• 3 – 5.0%	• 5 - 7%	• N/A

1) Compartamos insures its clients with third parties

	Crédito Comerciante Loan	Personal Loan	Integral Life Insurance (2)
General Characteristics	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Mainly in urban areas with less social cohesion</li> <li>&gt; Group of 4 to 20 members (men and women)</li> <li>&gt; Group guarantee</li> <li>&gt; Personal loan</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Working capital loan</li> <li>&gt; Fixed assets and investments</li> <li>&gt; Mainly in urban areas with less social cohesion</li> <li>&gt; Personal guarantee</li> </ul>	<ul style="list-style-type: none"> <li>&gt; For clients of urban products and their spouse</li> <li>&gt; Covers decease, terminal illness and total or permanent inability</li> <li>&gt; No medical restrictions</li> </ul>
Loan size "Average Ticket"	<ul style="list-style-type: none"> <li>&gt; Ps. 5,000 to Ps. 40,000 "Ps. 5,283"</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Ps. 8,000 to Ps. 100,000 "Ps. 14,300"</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Ps. 50,000, Ps. 100,000 or Ps. 150,000</li> </ul>
Maturity	<ul style="list-style-type: none"> <li>&gt; 5 to 8 months</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 4 to 24 months</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 1 year</li> </ul>
Contribution to Total Loan Portfolio	<ul style="list-style-type: none"> <li>&gt; 13.9%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 10.7%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; N/A</li> </ul>
Contribution to Total Number of Clients	<ul style="list-style-type: none"> <li>&gt; 17.7%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 4.9%</li> </ul>	<ul style="list-style-type: none"> <li>&gt; 14.8%</li> </ul>
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> <li>• 4.0 – 6.0%</li> </ul>	<ul style="list-style-type: none"> <li>• 4.0 - 6%</li> </ul>	<ul style="list-style-type: none"> <li>• N/A</li> </ul>

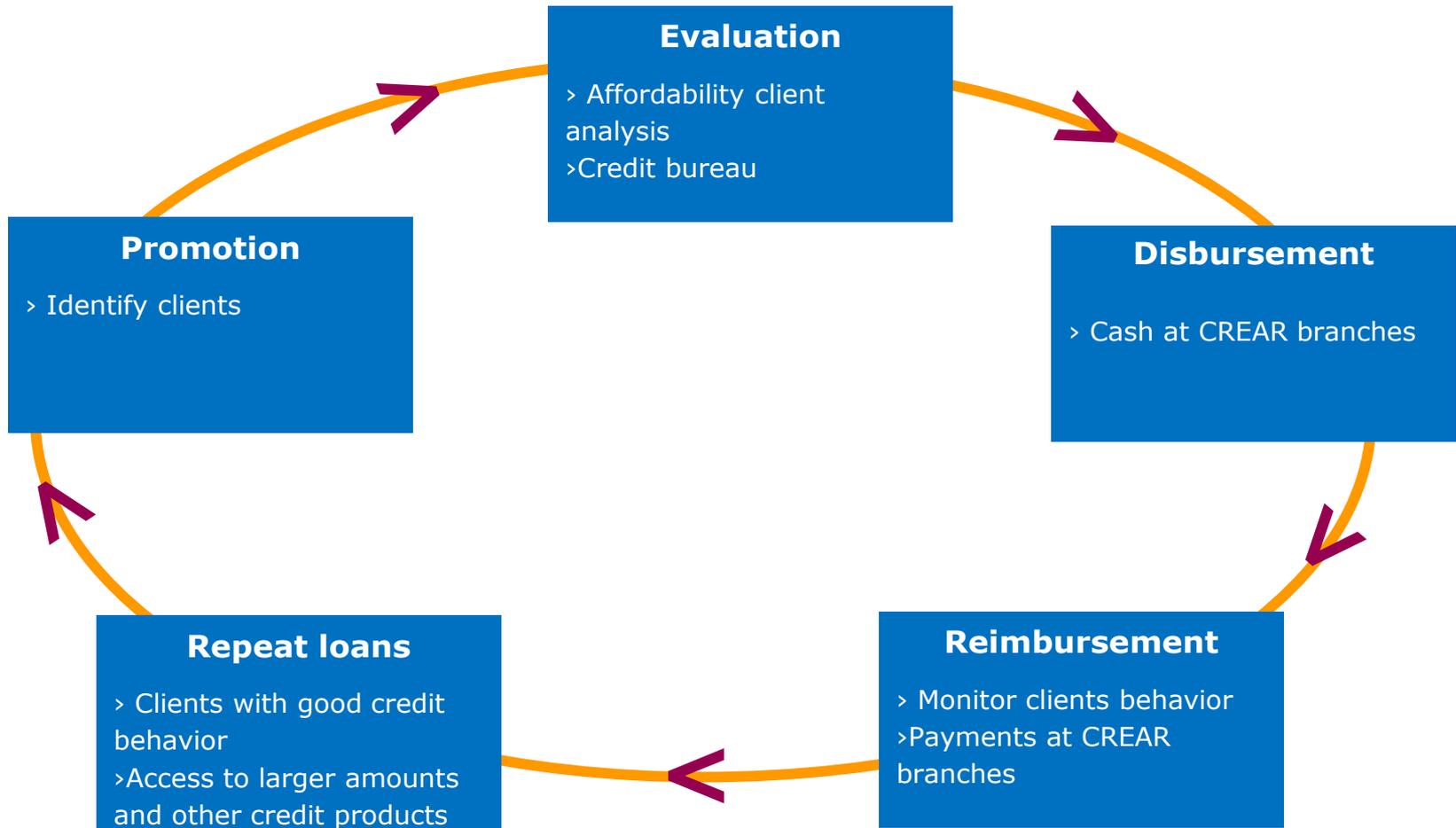
2) Compartamos insures its clients with third parties



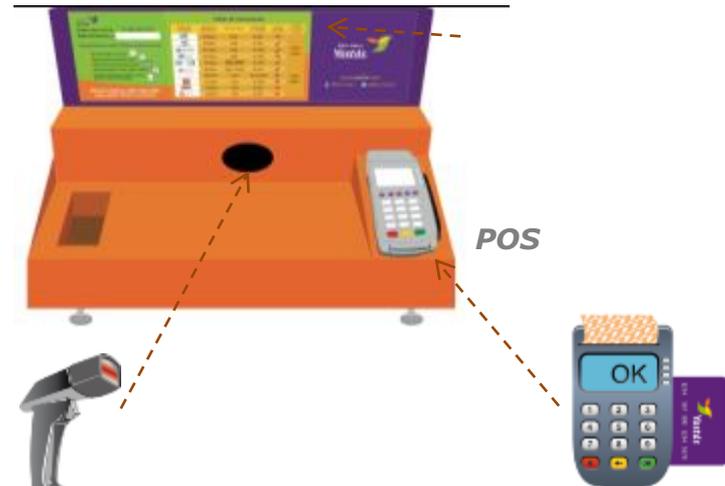
**Loan officer incentives are based on their portfolio asset quality and number of clients.**

Generating **social,**  
**economic and human** value

\* Supermarket; Convenience Stores, etc.



- More than **3,200 affiliates**
- Presence in **4 Mexican States**: Veracruz, Chiapas, Puebla and Estado de Mexico



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## Insurance Industry

Insurers  
Reinsurers  
Assistance Services Providers

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



### Market Knowledge

- Development of value offer

### Management and Operation

- Operating flows
- Definition of IT needs

### Implementation (pilot test)

- Training
- Incentive models
- Definition of indicators

### Monitoring and Control

- Operation Reports
- Service Level Agreements

## Distribution Channels

- Product Promotion
- Collection
- Starts claims process

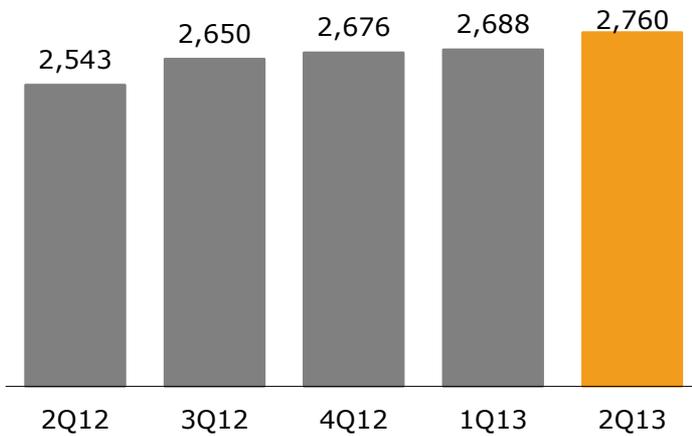


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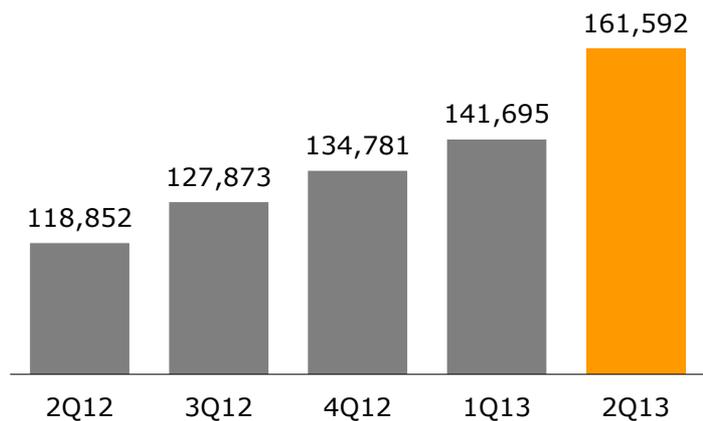
# Growth and Profitability



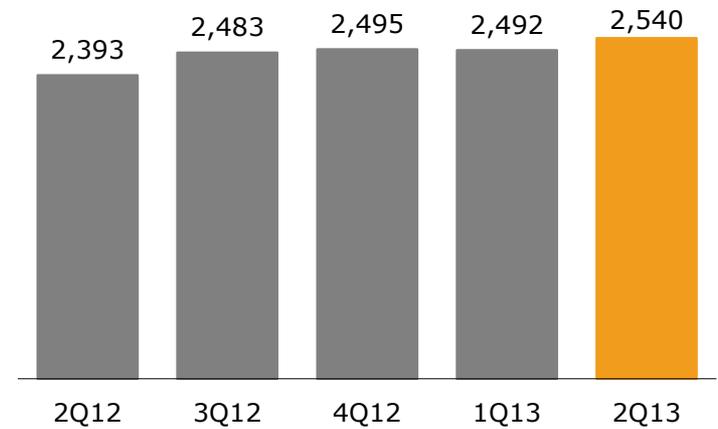
## Holding (thousand)



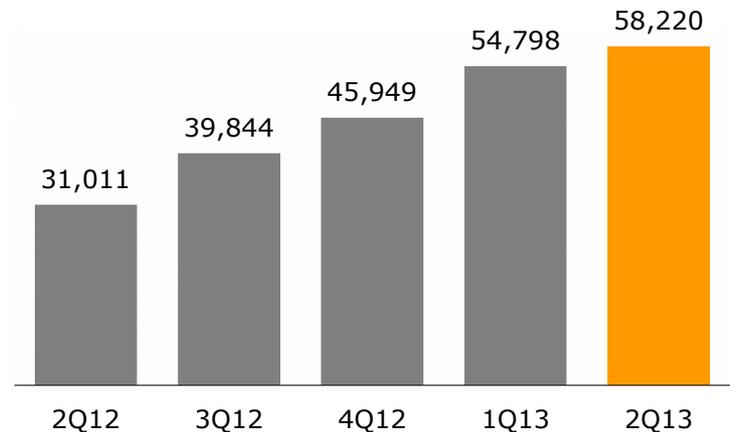
## Peru



## Banco (thousand)

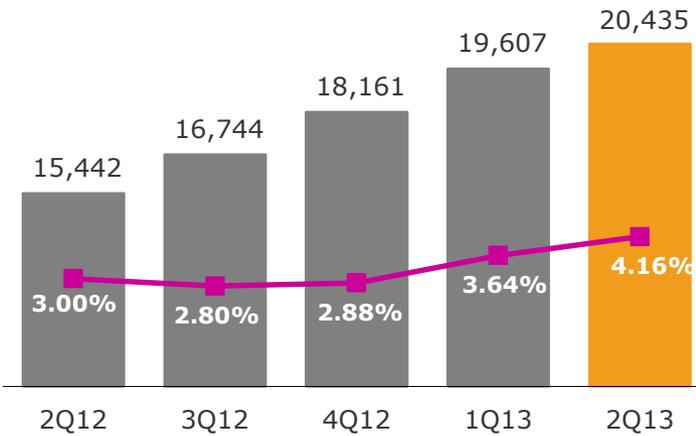


## Guatemala\*

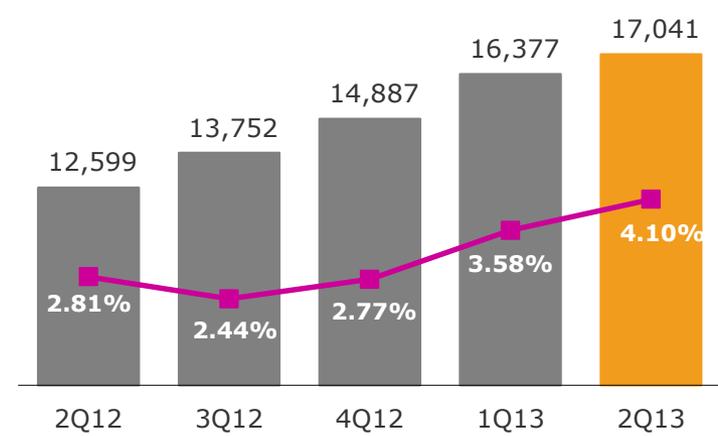


\* Started operations in June, 2011

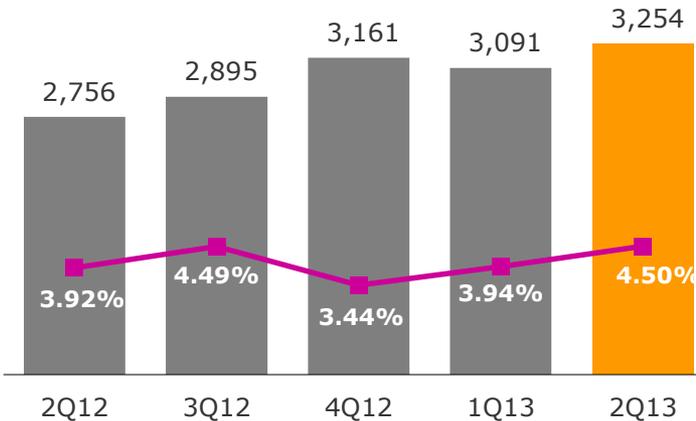
## Holding (Ps. million)



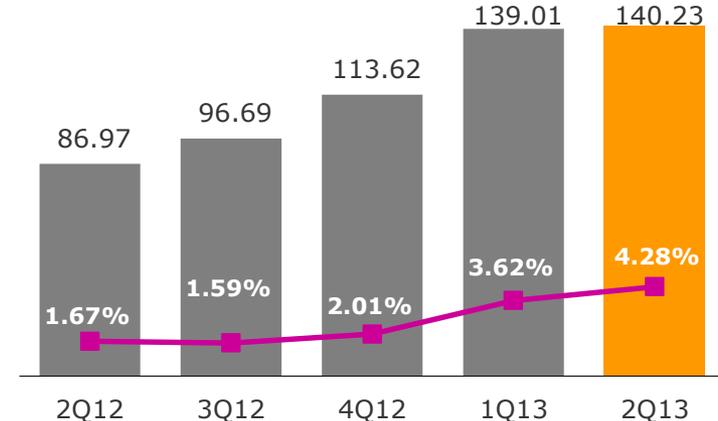
## Banco (Ps. million)



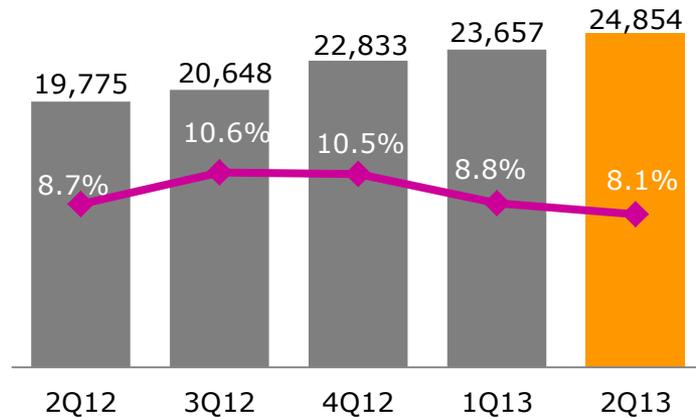
## Peru (Ps. million)



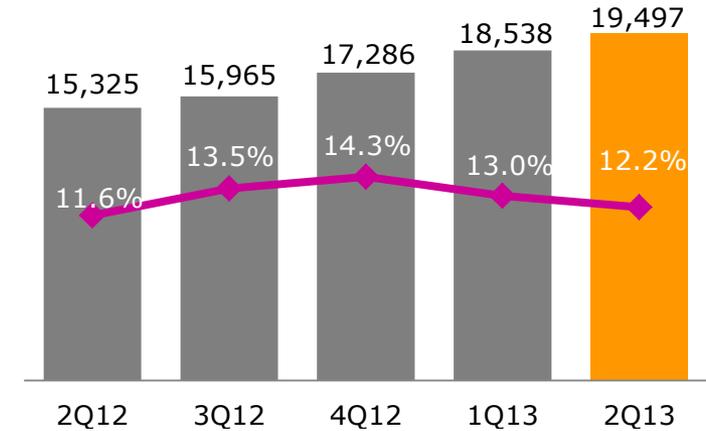
## Guatemala (Ps. million)



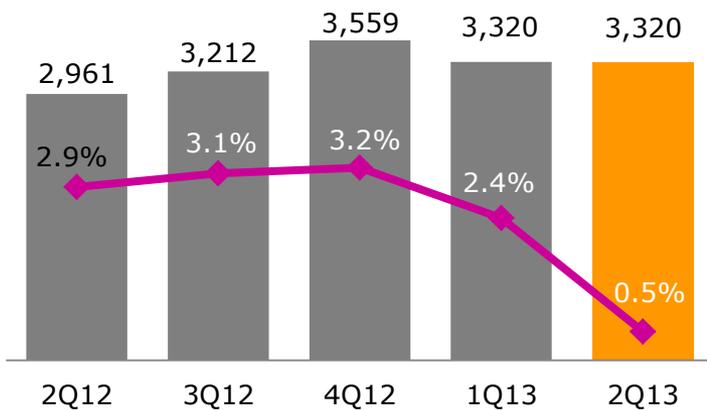
## Holding



## Banco



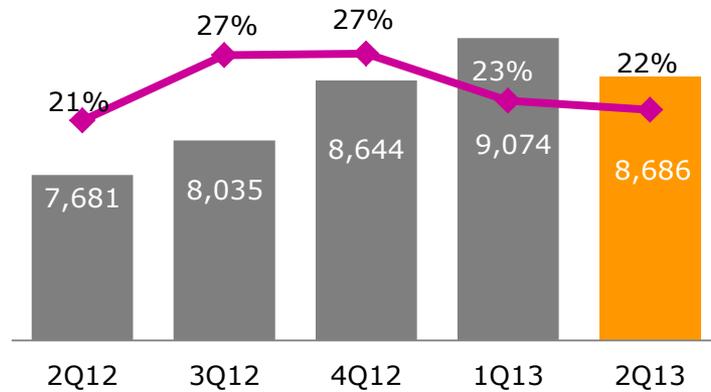
## Peru



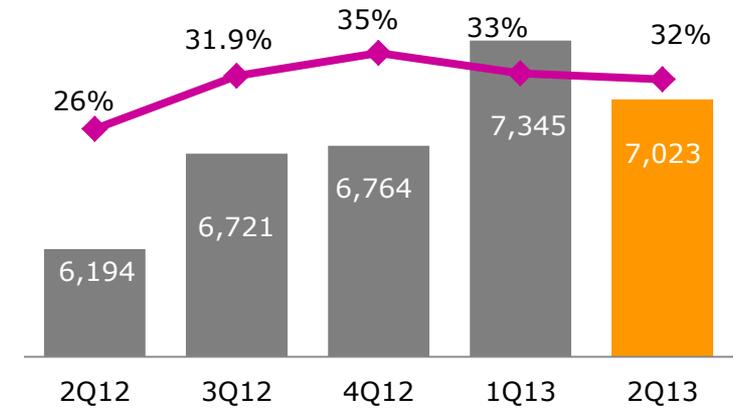
Assets in Ps. Million  
 ROAA: (Net Income/ Average Assets)

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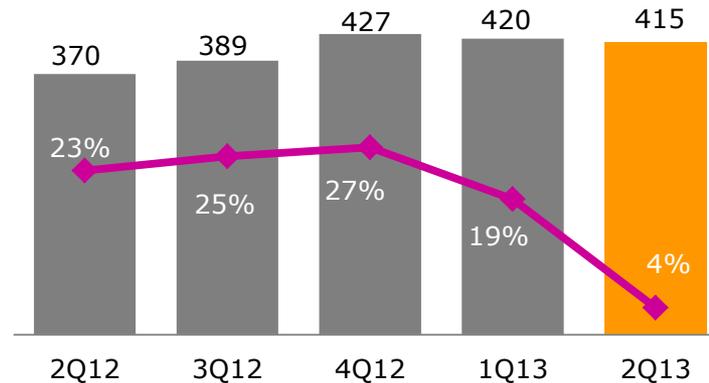
## Holding



## Banco

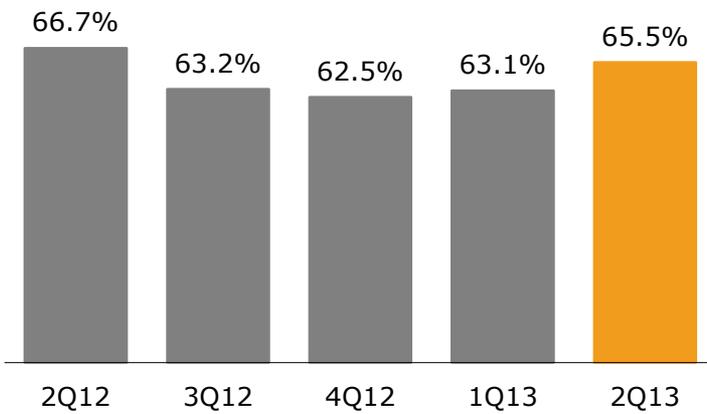


## Peru

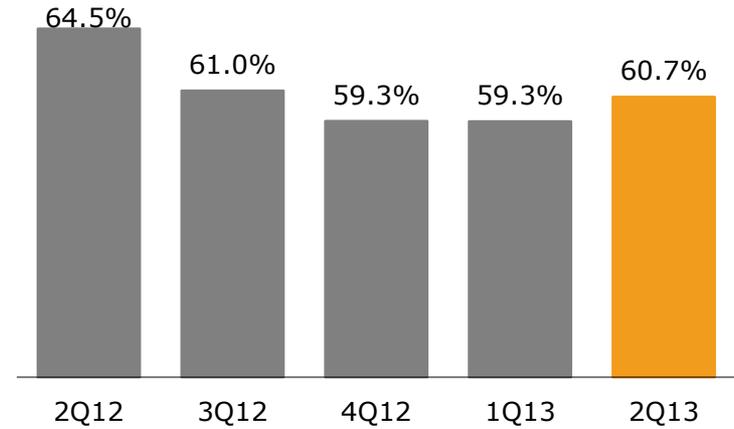


Equity in Ps. million  
ROAE: (Net Income / Average Equity)

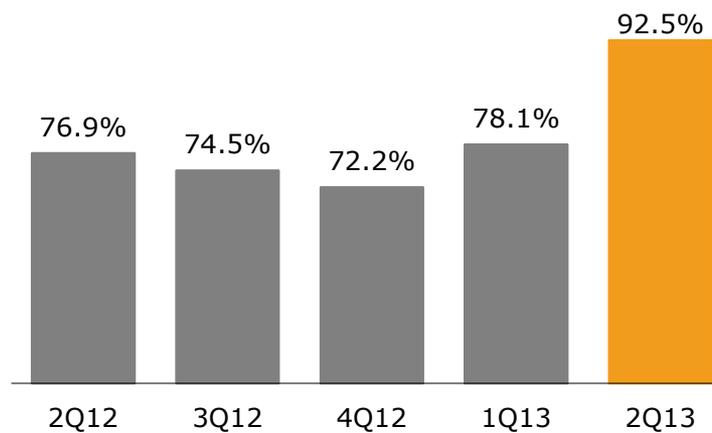
## Holding



## Banco



## Peru



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# Financial Information 2Q13

## COMPARTAMOS, S.A.B. DE C.V.

	2Q13	2Q12	1Q13	% Change		6M13	6M12	% Change
				Annual	Quarter			
Clients	2,759,803	2,543,359	2,688,133	8.5%	2.7%	2,759,803	2,543,359	8.5%
Portfolio *	20,435	15,442	19,607	32.3%	4.2%	20,435	15,442	32.3%
Net Income *	491	408	509	20.3%	-3.5%	1,000	911	9.8%
NPLs / Total Portfolio	4.16%	3.00%	3.64%	1.2 pp	0.5 pp	4.16%	3.00%	1.2 pp
ROAA	8.1%	8.7%	8.8%	-0.6 pp	-0.7 pp	8.4%	9.9%	-1.5 pp
ROEA	22.1%	21.1%	23.0%	1.0 pp	-0.9 pp	22.7%	23.9%	-1.2 pp
NIM	52.8%	51.0%	52.4%	1.8 pp	0.5 pp	52.5%	51.0%	1.5 pp
Efficiency Ratio	65.5%	66.7%	63.1%	-1.2 pp	2.4 pp	64.4%	64.4%	0.0 pp
Capital / Total Assets	34.9%	38.8%	38.4%	-3.9 pp	-3.4 pp	34.9%	38.8%	-3.9 pp
Average Loan (Ps.)	7,405	6,071	7,294	22.0%	1.5%	7,405	6,071	22.0%
Employees	18,710	16,940	18,314	10.4%	2.2%	18,710	16,940	10.4%
Service Offices	574	521	567	10.2%	1.2%	574	521	10.2%

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

Summary	Mexico		Peru		Guatemala	
	2Q13	Δ vs 2Q12	2Q13	Δ vs 2Q12	2Q13	Δ vs 2Q12
Clients	2,539,991	6.1%	161,592	36.0%	58,220	87.7%
Portfolio* (Millions of pesos)	17,041	35.3%	3,254	18.1%	140	61.2%
ROAA	12.2%	0.59 pp	0.5%	-2.41 pp	-5.9%	4.50 pp
ROAE	32.2%	5.79 pp	3.9%	-19.45 pp	-6.1%	4.49 pp
NPL	4.10%	1.29 pp	4.50%	0.59 pp	4.28%	2.61 pp
Coverage Ratio	146.4%	-9.02 pp	205.0%	-18.04 pp	118.4%	-28.19 pp
Employees	16,463	5.9%	1,792	34.2%	455	99.6%
Service Offices	504	6.6%	42	27.3%	28	86.7%

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



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## COMPARTAMOS, S.A.B. DE C.V.

	2Q13	2Q12	% Change 2Q12	1Q13	% Change 1Q13
Cash and other investments	2,673	2,959	-9.7%	2,224	20.2%
Derivatives	-	-	-	-	-
Total performing loans	19,584	14,979	30.7%	18,893	3.7%
Non-performing loans	851	463	83.8%	714	19.2%
<b>Total loan portfolio</b>	<b>20,435</b>	<b>15,442</b>	<b>32.3%</b>	<b>19,607</b>	<b>4.2%</b>
Allowance for loan losses	1,330	793	67.7%	1,215	9.5%
<b>Loan portfolio, net</b>	<b>19,105</b>	<b>14,649</b>	<b>30.4%</b>	<b>18,392</b>	<b>3.9%</b>
Other accounts receivable	603	259	132.8%	729	-17.3%
Fixed assets	939	606	55.0%	837	12.2%
Permanent investment	-	-	-	-	-
Other assets	819	536	52.8%	746	9.8%
Good will	715	766	-6.7%	729	-1.9%
<b>Total assets</b>	<b>24,854</b>	<b>19,775</b>	<b>25.7%</b>	<b>23,657</b>	<b>5.1%</b>
Deposits	1,288	900	43.1%	1,256	2.5%
Long Term Debt Issuance	6,536	3,010	117.1%	6,552	-0.2%
Interbank loans	6,845	7,180	-4.7%	4,953	38.2%
Other accounts payable	1,499	1,004	49.3%	1,822	-17.7%
<b>Total liabilities</b>	<b>16,168</b>	<b>12,094</b>	<b>33.7%</b>	<b>14,583</b>	<b>10.9%</b>
Capital stock	4,629	4,629	0.0%	4,629	0.0%
Premium on sale of stock	898	897	0.1%	898	0.0%
Capital reserves	825	730	13.0%	602	37.0%
Retained earnings	1,126	207	N/C	2,216	-49.2%
Cumulative effect adjustment	43	131	-67.2%	52	-17.3%
Net income for the year	1,002	901	11.2%	508	97.2%
Participation (in net income) from controlling company	8,523	7,495	13.7%	8,905	-4.3%
Participation (in net income) from non-controlling comp:	163	186	-12.4%	169	-3.6%
<b>Total stockholders' equity</b>	<b>8,686</b>	<b>7,681</b>	<b>13.1%</b>	<b>9,074</b>	<b>-4.3%</b>
<b>Total liabilities and stockholders' equity</b>	<b>24,854</b>	<b>19,775</b>	<b>25.7%</b>	<b>23,657</b>	<b>5.1%</b>

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## COMPARTAMOS, S.A.B. DE C.V.

	2Q13	2Q12	% Change 2Q12	1Q13	% Change 1Q13	6M13	6M12	% Change 6M12
Interest income	3,069	2,346	30.8%	2,932	4.7%	6,001	4,599	30.5%
Interest expense	204	171	19.3%	201	1.5%	405	326	24.2%
<b>Net Interest Income</b>	<b>2,865</b>	<b>2,175</b>	<b>31.7%</b>	<b>2,731</b>	<b>4.9%</b>	<b>5,596</b>	<b>4,273</b>	<b>31.0%</b>
Provisions for loan losses	340	193	76.2%	372	-8.6%	712	378	88.4%
<b>Net interest income after provisions</b>	<b>2,525</b>	<b>1,982</b>	<b>27.4%</b>	<b>2,359</b>	<b>7.0%</b>	<b>4,884</b>	<b>3,895</b>	<b>25.4%</b>
Commissions and fee income	143	98	45.9%	141	1.4%	284	183	55.2%
Commissions and fee expense	156	104	50.0%	128	21.9%	284	200	42.0%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(2)	6	N/C	(31)	N/C	(33)	10	N/C
Operating Expenses	1,645	1,322	24.4%	1,477	11.4%	3,122	2,504	24.7%
<b>Net operating income</b>	<b>865</b>	<b>660</b>	<b>31.1%</b>	<b>864</b>	<b>0.1%</b>	<b>1,729</b>	<b>1,384</b>	<b>24.9%</b>
<b>Total income before income tax</b>	<b>865</b>	<b>660</b>	<b>31.1%</b>	<b>864</b>	<b>0.1%</b>	<b>1,729</b>	<b>1,384</b>	<b>24.9%</b>
Income tax								
Current	353	232	52.2%	372	-5.1%	725	465	55.9%
Deferred	21	20	N/C	(17)	N/C	4	8	N/C
<b>Net income</b>	<b>491</b>	<b>408</b>	<b>20.3%</b>	<b>509</b>	<b>-3.5%</b>	<b>1,000</b>	<b>911</b>	<b>9.8%</b>
Participation (in net income) from controlling company	494	404	22.3%	508	-2.8%	1,002	901	11.2%
Participation (in net income) from non-controlling company	(3)	4	-175.0%	1	N/C	(2)	10	N/C

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



	2Q13	2Q12	1Q13	% Change Annual	% Change Quarter
Clients	2,539,991	2,393,496	2,491,640	6.1%	1.9%
Portfolio	17,041	12,599	16,377	35.3%	4.1%
Net Income	579	423	581	36.9%	-0.3%
NPLs / Total Portfolio	4.10%	2.81%	3.58%	1.29 pp	0.52 pp
ROA	12.2%	11.6%	13.0%	0.59 pp	-0.80 pp
ROE	32.2%	26.5%	32.9%	5.79 pp	-0.71 pp
Efficiency Ratio	60.7%	64.5%	59.3%	-3.81 pp	1.37 pp
ICAP	30%	37.2%	33.4%	-7.12 pp	-3.3 pp
Capital / Total Assets	36%	40.4%	39.6%	-4.40 pp	-3.60 pp
Average Loan per Client	6,709	5,264	6,573	27.5%	2.1%
Employees	16,284	15,377	16,126	5.9%	1.0%
Service Offices	504	473	502	6.6%	0.4%

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

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



	2Q13	2Q12	% Change Annual	1Q13	% Change Quarter
Cash and other investments	1,549	2,077	-25.4%	1,175	31.8%
Related parties	101	50	102.0%	50	102.0%
Total performing loans	16,342	12,245	33.5%	15,790	3.5%
Non-performing loans	699	354	97.5%	587	19.1%
<b>Total loan portfolio</b>	<b>17,142</b>	<b>12,649</b>	<b>35.5%</b>	<b>16,427</b>	<b>4.4%</b>
Allowance for loan losses	1,023	550	86.0%	938	9.1%
<b>Loan portfolio, net</b>	<b>16,119</b>	<b>12,099</b>	<b>33.2%</b>	<b>15,489</b>	<b>4.1%</b>
Other accounts receivable	546	254	115.0%	685	-20.3%
Fixed assets	646	496	30.2%	597	8.2%
Other assets	637	399	59.6%	592	7.6%
<b>Total assets</b>	<b>19,497</b>	<b>15,325</b>	<b>27.2%</b>	<b>18,538</b>	<b>5.2%</b>
Deposits	636	412	54.4%	623	2.1%
Long Term Debt Issuance	6,536	3,010	117.1%	6,552	-0.2%
Interbank loans	4,488	5,150	-12.9%	2,742	63.7%
Other accounts payable	814	559	45.6%	1,276	-36.2%
<b>Total liabilities</b>	<b>12,474</b>	<b>9,131</b>	<b>36.6%</b>	<b>11,193</b>	<b>11.4%</b>
Capital stock	497	480	3.5%	480	3.5%
Capital reserves	487	487	0.0%	487	0.0%
Retained earnings	4,879	4,298	13.5%	5,797	-15.8%
Net income for the year	1,160	929	24.9%	581	99.7%
<b>Total stockholders' equity</b>	<b>7,023</b>	<b>6,194</b>	<b>13.4%</b>	<b>7,345</b>	<b>-4.4%</b>
<b>Total liabilities and stockholders' equity</b>	<b>19,497</b>	<b>15,325</b>	<b>27.2%</b>	<b>18,538</b>	<b>5.2%</b>

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



	2Q13	2Q12	% Change Annual	1Q13	% Change Quarter	6M13	6M12	% Change
Interest income	2,782	2,127	30.8%	2,666	4.4%	5,448	4,167	30.7%
Interest expense	135	120	12.5%	143	-5.6%	278	230	20.9%
<b>Net Interest Income</b>	<b>2,647</b>	<b>2,007</b>	<b>31.9%</b>	<b>2,523</b>	<b>4.9%</b>	<b>5,170</b>	<b>3,937</b>	<b>31.3%</b>
Provisions for loan losses	280	157	78.3%	319	-12.2%	599	300	99.7%
<b>Net interest income after provisions</b>	<b>2,367</b>	<b>1,850</b>	<b>27.9%</b>	<b>2,204</b>	<b>7.4%</b>	<b>4,571</b>	<b>3,637</b>	<b>25.7%</b>
Commissions and fee income	87	81	7.4%	92	-5.4%	179	155	15.5%
Commissions and fee expense	95	88	8.0%	86	10.5%	181	175	3.4%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(8)	-	N/C	(7)	N/C	(15)	42	N/C
Operating Expenses	1,426	1,188	20.0%	1,306	9.2%	2,732	2,295	19.0%
<b>Net operating income</b>	<b>925</b>	<b>655</b>	<b>41.2%</b>	<b>897</b>	<b>3.1%</b>	<b>1,822</b>	<b>1,364</b>	<b>33.6%</b>
<b>Total income before income tax</b>	<b>925</b>	<b>655</b>	<b>41.2%</b>	<b>897</b>	<b>3.1%</b>	<b>1,822</b>	<b>1,364</b>	<b>33.6%</b>
Income tax								
Current	335	191	75.4%	351	-4.6%	686	382	79.6%
Deferred	11	41	N/C	(35)	N/C	(24)	53	N/C
<b>Net income</b>	<b>579</b>	<b>423</b>	<b>36.9%</b>	<b>581</b>	<b>-0.3%</b>	<b>1,160</b>	<b>929</b>	<b>24.9%</b>

\* Figures expressed in Mexican pesos (millions)

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



### NPL's by Product

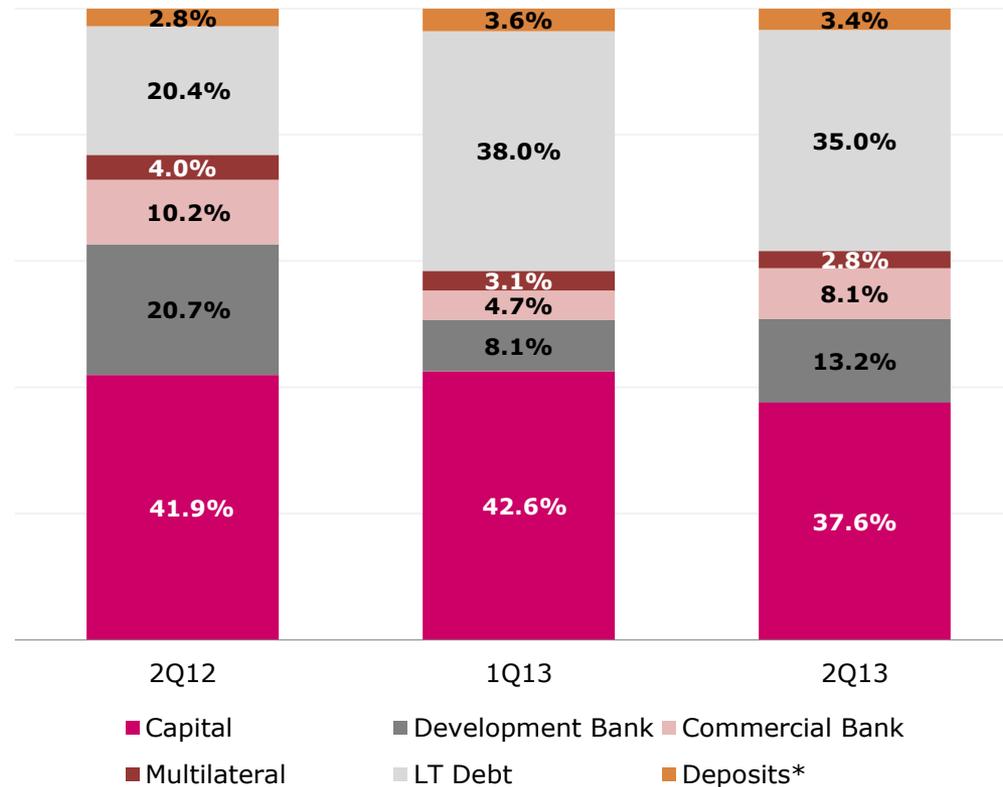
NON PERFORMING LOANS BY PRODUCT												
PRODUCT	2Q13				2Q12				1Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS
C. Mujer	10,142	316	3.11%	98	8,804	178	2.02%	67	10,114	297	2.93%	64
C. Comerciante	2,377	131	5.50%	28	1,207	53	4.39%	16	2,049	106	5.17%	23
C. Crece tu Negocio	1,811	106	5.84%	22	841	31	3.65%	13	1,615	63	3.92%	17
C. Adicional	138	5	3.96%	4	162	4	2.52%	2	162	7	4.49%	2
C. Mejora tu Casa	2,573	141	5.48%	43	1,585	88	5.57%	41	2,437	114	4.67%	36
<b>TOTAL</b>	<b>17,041</b>	<b>699</b>	<b>4.10%</b>	<b>195</b>	<b>12,599</b>	<b>354</b>	<b>2.81%</b>	<b>139</b>	<b>16,377</b>	<b>587</b>	<b>3.58%</b>	<b>142</b>

### Allowance for Loan Losses

Risk	2Q13			2Q12			1Q13		
	% Allowance	Balance	Allowance	% Allowance	Balance	Allowance	% Allowance	Balance	Allowance
A	0.3%	9,846	28	0.3%	8,428	23	0.3%	9,606	28
B	5.2%	6,213	325	4.9%	3,664	179	5.4%	5,899	317
C	38.4%	218	84	38.1%	108	41	38.0%	199	75
D	73.5%	667	490	73.5%	349	257	73.9%	600	444
E	100.0%	97	97	100.0%	50	50	100.0%	74	74
<b>Total</b>		<b>17,041</b>	<b>1,023</b>		<b>12,600</b>	<b>550</b>		<b>16,377</b>	<b>938</b>
<b>Coverage Ratio</b>			<b>1.46</b>			<b>1.55</b>			<b>1.60</b>

\* Figures expressed in Mexican pesos (millions)

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

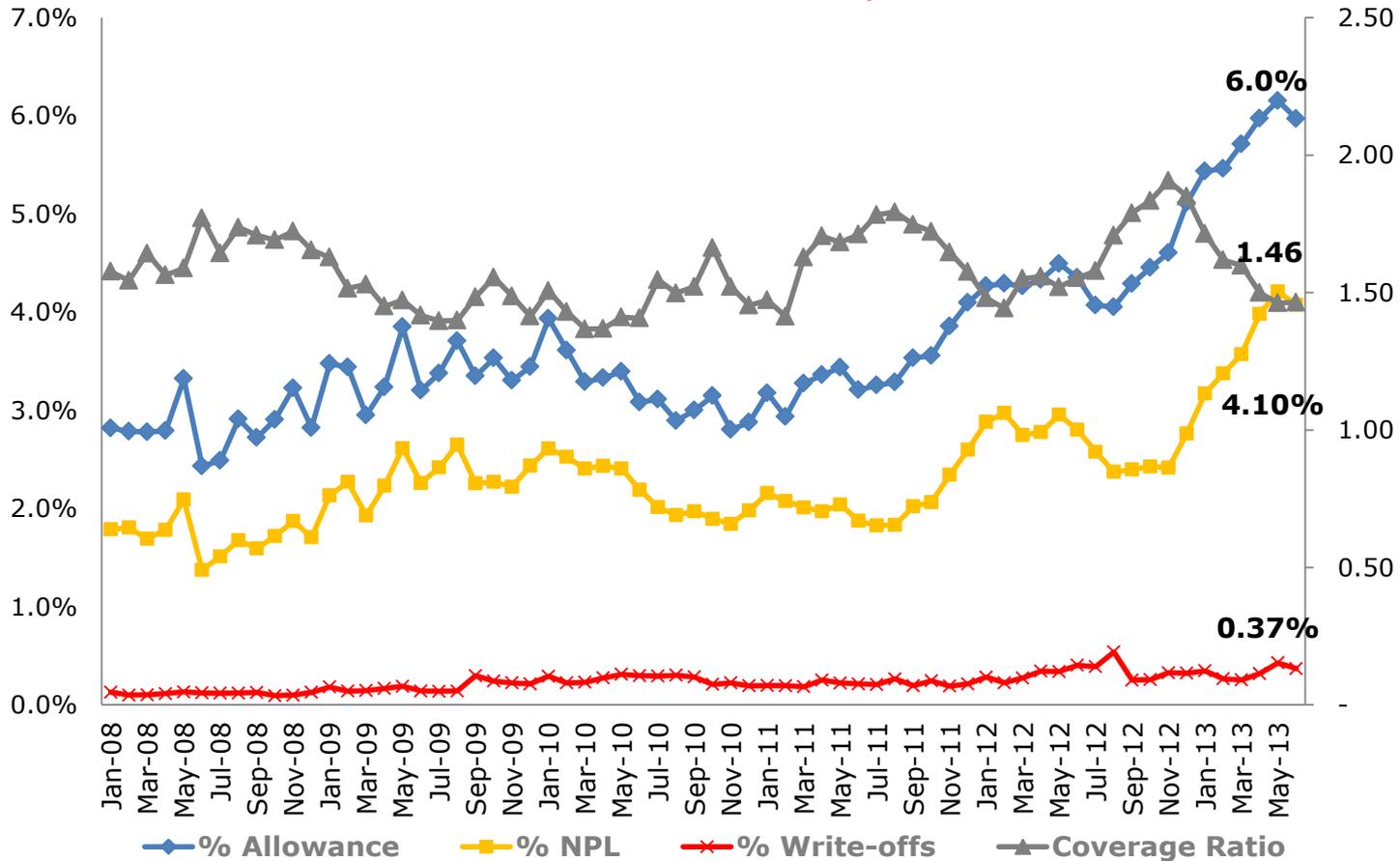


**Banco Compartamos has a diversified funding structure**

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



**Banco Compartamos Coverage Ratio = 1.46**

## Compartamos Financiera (Peru).



Summary	2Q13	2Q12	1Q13	Change 2Q13 vs 2Q12
Clients	161,592	118,852	141,695	36.0%
Portfolio	3,254	2,756	3,091	18.1%
Net income	4	21	20	-80.3%
NPLs / Total portfolio	4.5%	3.9%	3.9%	0.59 pp
ROA	0.5%	2.9%	2.4%	-2.41 pp
ROE	3.9%	23.3%	19.3%	-19.45 pp
Efficiency ratio	92.5%	76.9%	78.1%	15.64 pp
Capitalization Index	11.1%	15.7%	14.5%	-4.62 pp
Total stockholders' equity / Total Assets	11.9%	12.5%	12.7%	-0.61 pp
Average Loan per client	20,138	23,192	21,817	-13.2%
Employees	1,792	1,335	1,749	34.2%
Service offices	42	33	39	9

Peru figures are reported under Mexican GAAP.

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

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## Compartamos Financiera (Peru).



	2Q13	2Q12	% Change Annual	1Q13	% Change Quarter
Cash and other investments	432.6	356.8	21.2%	399.5	8.3%
Total performing loans	3,107.6	2,648.5	17.3%	2,969.5	4.7%
Non-performing loans	146.5	107.9	35.7%	122.0	20.1%
<b>Total loan portfolio</b>	<b>3,254.1</b>	<b>2,756.4</b>	<b>18.1%</b>	<b>3,091.4</b>	<b>5.3%</b>
Allowance for loan losses	300.3	240.7	24.7%	270.9	10.9%
Loan portfolio, net	2,953.8	2,515.7	17.4%	2,820.5	4.7%
Other accounts receivable	2.2	1.5	46.0%	1.9	16.4%
Fixed assets	53.0	46.1	15.0%	50.8	4.4%
Other assets	48.7	41.0	18.7%	46.8	4.0%
<b>Total assets</b>	<b>3,490.2</b>	<b>2,961.0</b>	<b>17.9%</b>	<b>3,319.5</b>	<b>5.1%</b>
Deposits	653.1	488.4	33.7%	632.6	3.2%
Long term debt issuance	-	-	-	-	-
Interbank loans	2,357.3	2,030.7	16.1%	2,211.6	6.6%
Other accounts payable	64.7	71.7	-9.7%	55.0	17.6%
<b>Total liabilities</b>	<b>3,075.1</b>	<b>2,590.8</b>	<b>18.7%</b>	<b>2,899.2</b>	<b>6.1%</b>
Capital stock	380.8	296.4	28.5%	380.8	0.0%
Capital reserves	44.7	35.3	26.6%	44.7	0.0%
Foreign exchange effect	- 0.3	30.2	N/C	9.0	N/C
Retained earnings	(34.6)	(45.8)	N/C	(34.6)	0.0%
Net income for the year	24.5	54.2	-54.9%	20.4	19.9%
<b>Total stockholders' equity</b>	<b>415.1</b>	<b>370.2</b>	<b>12.1%</b>	<b>420.3</b>	<b>-1.2%</b>
<b>Total liabilities and stockholders' equity</b>	<b>3,490.2</b>	<b>2,961.0</b>	<b>17.9%</b>	<b>3,319.5</b>	<b>5.1%</b>

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
2Q12	2.671	13.4084	5.0200
1Q13	2.589	12.3612	4.7745
2Q13	2.782	13.0279	4.6829

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

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## Compartamos Financiera (Peru).



	2Q13	2Q12	% Change Annual	1Q13	% Change Quarter	6M13	6M12	% Change
Interest income	250.3	215.7	16.1%	241.7	3.6%	492.0	410.9	19.7%
Interest expense	66.7	50.4	32.2%	59.8	11.6%	126.4	95.5	32.4%
<b>Net interest income</b>	<b>183.7</b>	<b>165.3</b>	<b>11.1%</b>	<b>182.0</b>	<b>0.9%</b>	<b>365.6</b>	<b>315.4</b>	<b>15.9%</b>
Provisions for loan losses	54.7	42.5	28.8%	50.8	7.7%	105.5	72.1	46.3%
<b>Net interest income after provisions</b>	<b>129.0</b>	<b>122.8</b>	<b>5.0%</b>	<b>131.2</b>	<b>-1.7%</b>	<b>260.2</b>	<b>243.4</b>	<b>6.9%</b>
Commissions and fee income	(3.9)	5.7	N/C	6.7	N/C	2.7	10.8	-74.8%
Commissions and fee expenses	0.8	3.6	-76.5%	0.3	195.5%	1.1	6.5	-82.7%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	5.6	4.0	40.0%	4.4	26.3%	10.0	7.9	25.6%
Operating expenses	120.0	99.1	21.1%	110.9	8.3%	230.9	178.6	29.3%
<b>Net operating income</b>	<b>9.7</b>	<b>29.8</b>	<b>-67.4%</b>	<b>31.1</b>	<b>-68.8%</b>	<b>40.8</b>	<b>77.0</b>	<b>-47.0%</b>
<b>Total income before income tax</b>	<b>9.7</b>	<b>29.8</b>	<b>-67.4%</b>	<b>31.1</b>	<b>-68.8%</b>	<b>40.8</b>	<b>77.0</b>	<b>-47.0%</b>
Income tax								
Current	6.7	9.9	-32.1%	10.6	-36.9%	17.3	23.4	-26.0%
Deferred	(1.0)	(0.6)	-	0.1	-	(0.9)	(0.5)	-
<b>Net income</b>	<b>4.1</b>	<b>20.6</b>	<b>-80.3%</b>	<b>20.4</b>	<b>-80.1%</b>	<b>24.5</b>	<b>54.2</b>	<b>-54.9%</b>

FX (Average):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
2Q12	2.6659	13.5317	5.0758
1Q13	2.5747	12.6439	4.9109
2Q13	2.6633	12.4796	4.6857

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

## Compartamos Financiera (Peru).



NON PERFORMING LOANS BY CREDIT TYPE												
CREDIT TYPE	2Q13				2Q12				1Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS
Commercial	1,072	68	6.33%	11	1,056	49	4.60%	1	1,057.30	59.76	5.65%	3.79
Microenterprise	1,463	65	4.43%	25	1,296	52	3.98%	9	1,398.49	52.50	3.75%	14.21
Consumption	707	14	1.94%	7	393	8	1.95%	2	624.08	9.69	1.55%	3.65
Mortgage loan	12	0	0.00%	0	11	0	0.00%	0	11.55	-	0.00%	-
<b>TOTAL</b>	<b>3,254.1</b>	<b>146.5</b>	<b>4.50%</b>	<b>42.9</b>	<b>2,756.4</b>	<b>107.9</b>	<b>3.92%</b>	<b>12.3</b>	<b>3,091.42</b>	<b>121.95</b>	<b>3.94%</b>	<b>21.66</b>



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## Compartamos S.A. (Guatemala).



Summary	2Q13	2Q12	1Q13	% Change	
				Annual	Quarter
Clients	58,220	31,011	54,798	87.7%	6.2%
Portfolio	140.2	87.0	139.0	61.2%	0.9%
Net Income	(3.6)	(5.9)	(3.1)	N/C	N/C
NPLs / Total Portfolio	4.28%	1.67%	3.62%	2.61 pp	0.67 pp
ROA	-5.9%	-10.4%	-5.0%	N/C	-0.88 pp
ROE	-6.1%	-10.6%	-5.1%	N/C	-0.97 pp
Efficiency Ratio	114.7%	160.1%	115.4%	-45.45 pp	-0.72 pp
ICAP	99.0%	225.3%	120.3%	N/C	-21.30 pp
Capital / Total Assets	95.6%	97.6%	96.0%	-2.01 pp	-0.42 pp
Average Loan per Client	2,409	2,804	2,537	-14.1%	-5.1%
Employees	455	228	439	99.6%	3.6%
Service Offices	28	15	26	86.7%	7.7%

Exchange rate as of March 31, 2013 from Quetzales to USD: 7.8330

Exchange rate as of March 31, 2013 from USD to MXP: 13.0279

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

Source: Banco de Guatemala and Banco de Mexico

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# Grupo Compartamos



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