



GENTERA

Corporate Presentation 4Q15



GENTERA

 **25**
YEARS
WORKING FOR
FINANCIAL
INCLUSION

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



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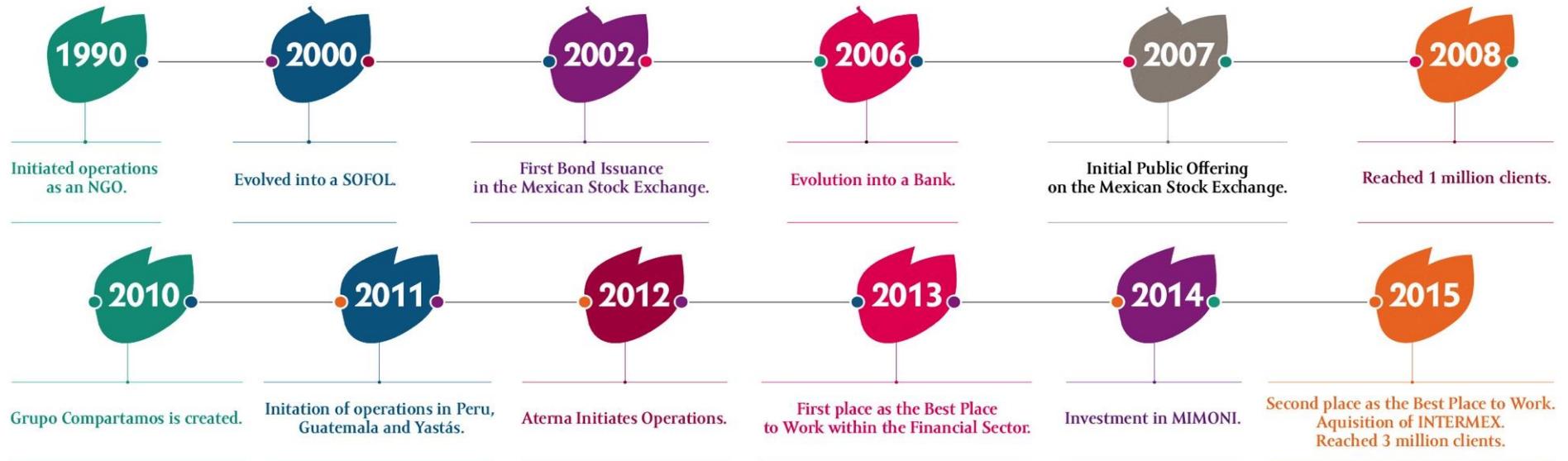


Our History, 25 years of evolution

3,207,852
clients

Our history

25
YEARS



GENTERA 

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.



One of the Best Corporate Governance in the Region

Board of Directors

8 Independent

2 Managers and shareholders

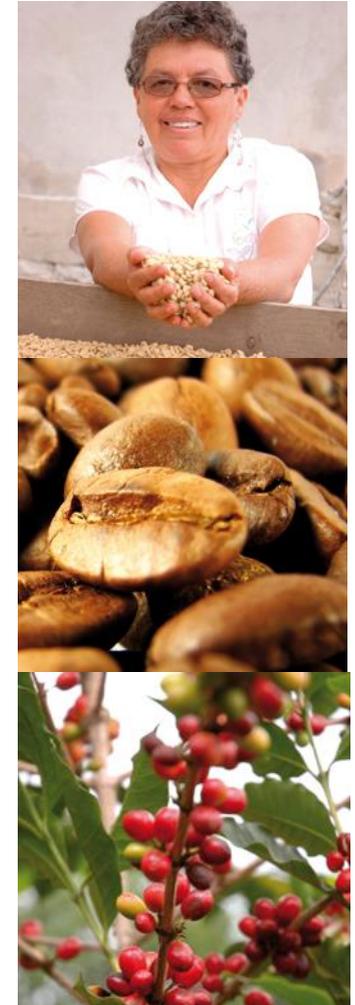
3 Shareholders, non-managers

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.



Our Strategy and Sense of Purpose...

Eradicate Financial Exclusion



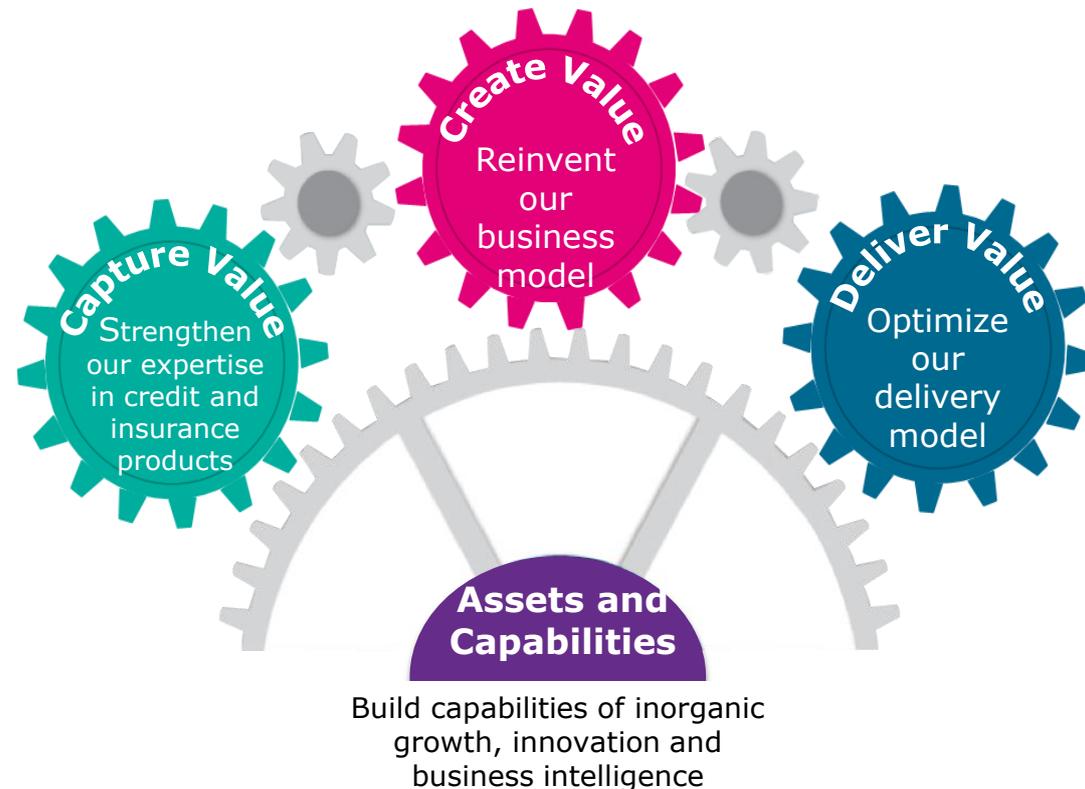
SOCIAL VALUE: Growing to offer inclusion opportunities to the greatest number of people in the shortest time possible, and sharing these benefits in the communities we serve.



ECONOMIC VALUE: Building innovative, efficient and profitable business models which everyone can benefit from.

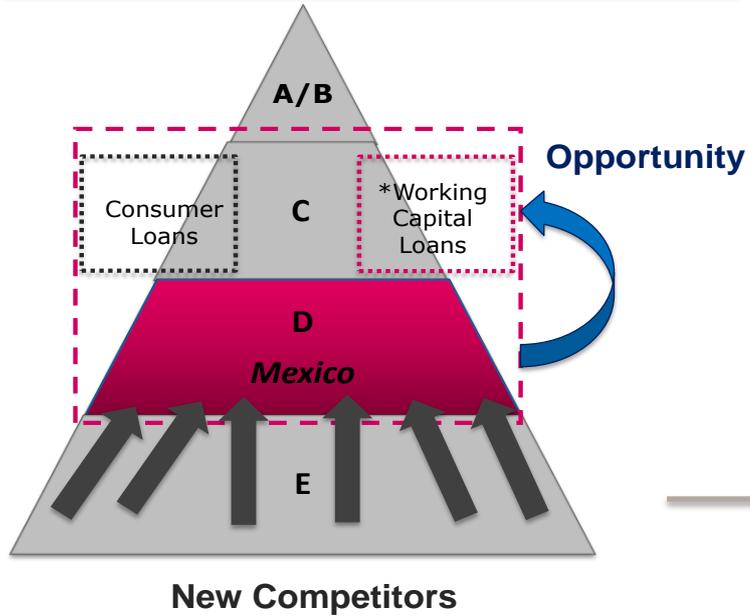


HUMAN VALUE: Trusting in people, in their ability to develop and fulfill their potential, and through financial education use financial services to their advantage.

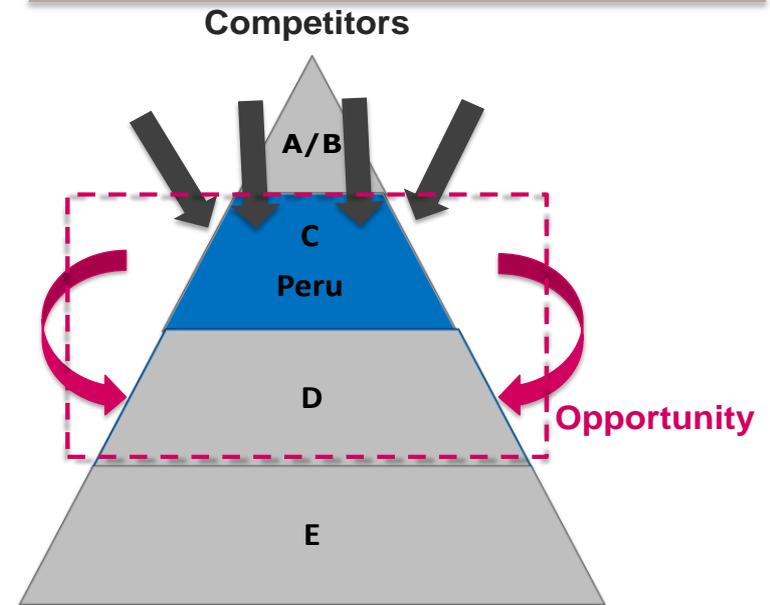


Potential Market for Working Capital Loans

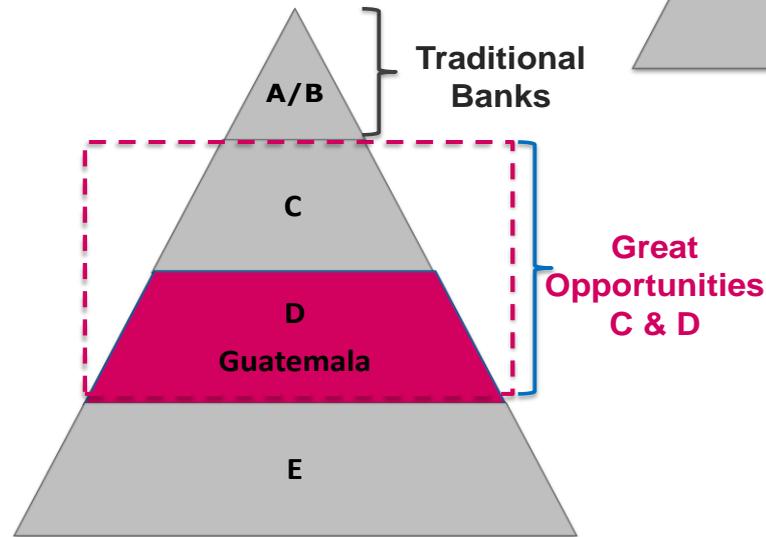
Mexico



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. 3,500 to Ps. 40,000 "Ps. 6,402" 	<ul style="list-style-type: none"> > Ps. 6,000 to Ps. 40,000 "Ps. 5,933"
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"> > 50.1% 	<ul style="list-style-type: none"> > 23.8%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 63.2% 	<ul style="list-style-type: none"> > 32.4%
NPLs/ Total Loan rank per product	<ul style="list-style-type: none"> • 1.32% 	<ul style="list-style-type: none"> • 4.44%
Life Insurance / Number of Clients	<ul style="list-style-type: none"> • 92.0% 	<ul style="list-style-type: none"> • 50.8%

Source: Compartamos Banco

1) Banco Compartamos insures its clients with third parties

Individual Loans in Mexico

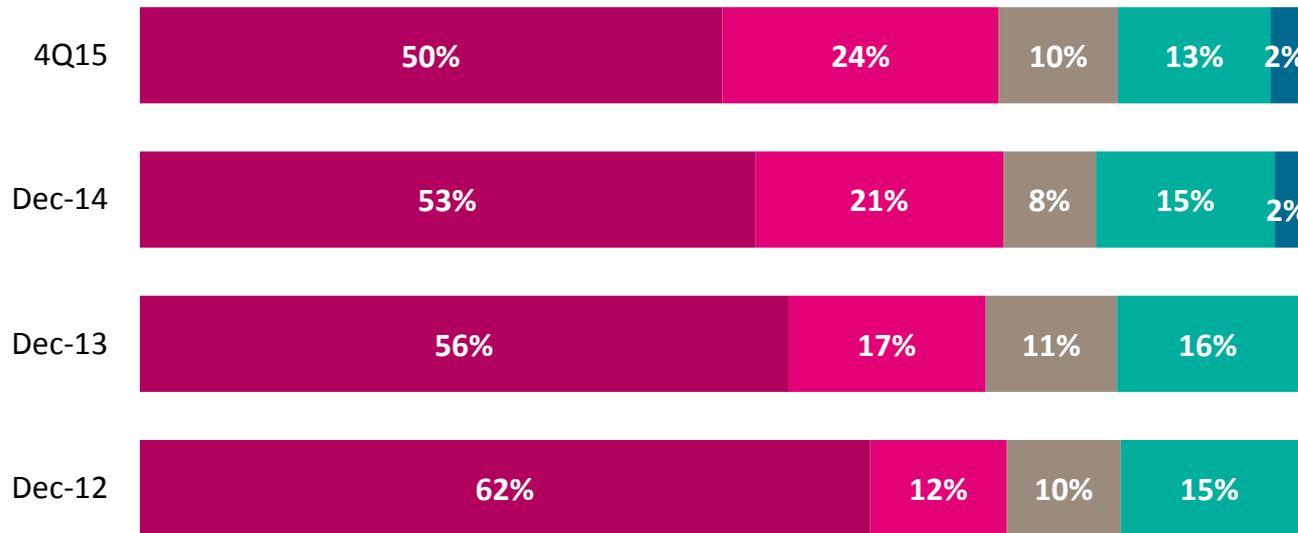
	Improvement Loan for Credito Mujer	Improvement Loan For Credito Comerciante	Personal Loan	Additional Loan
General Characteristics	<ul style="list-style-type: none"> > Credit to maintain or improve the client's house or business > To clients with credit history of 2 cycles in Credito Mujer > Personal 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 > Fixed assets and investments > Mainly in urban areas > Personal guarantee 	<ul style="list-style-type: none"> > Working capital loan > Second loan offered simultaneously to Crédito Mujer clients > Clients must have completed 1 cycle under Credito Mujer and must have a current loan of at least Ps. 3,500
Loan size "Average Ticket"	<ul style="list-style-type: none"> > Ps. 8,000 to Ps. 30,000 "Ps. 8,196" 	<ul style="list-style-type: none"> > Ps. 10,000 to Ps. 30,000 "Ps. 7,525" 	<ul style="list-style-type: none"> >Ps. 20,000 to Ps. 100,000 "Ps. 18,412" 	<ul style="list-style-type: none"> > Ps. 1,050 to Ps. 6,000 "Ps 1,957"
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"> > 6 to 24 months 	<ul style="list-style-type: none"> > 4 to 11 weeks; Maturity should equal that of Group Loan (W)
Contribution to Loan Portfolio	<ul style="list-style-type: none"> > 13.2% 	<ul style="list-style-type: none"> > 2.4% 	<ul style="list-style-type: none"> > 10.2% 	<ul style="list-style-type: none"> > 0.4%
Contribution to Number of Clients	<ul style="list-style-type: none"> > 13.0% 	<ul style="list-style-type: none"> > 2.6% 	<ul style="list-style-type: none"> > 4.5% 	<ul style="list-style-type: none"> > 1.5%
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> • 3.61% 	<ul style="list-style-type: none"> • 7.25% 	<ul style="list-style-type: none"> • 4.68% 	<ul style="list-style-type: none"> • 2.27%
Individual Life Insurance (2)	47.0%			

Source: Compartamos Banco

1) Banco Compartamos insures its clients with third parties

Evolution in Group and Individual Loans Methodologies (2012-4Q15)

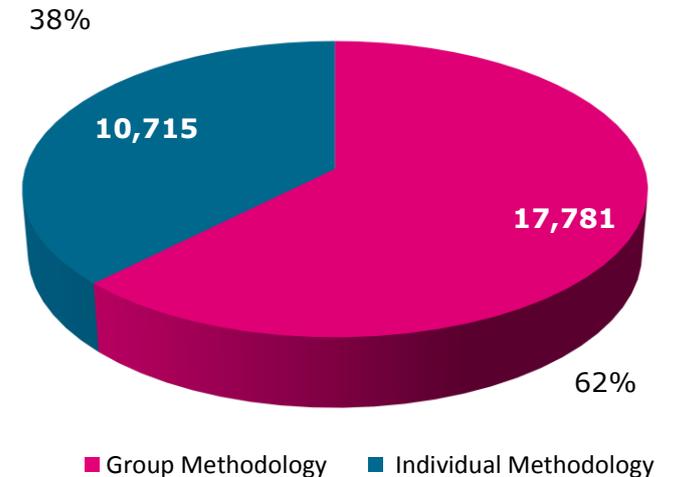
BANCO COMPARTAMOS, S.A. I.B.M.



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



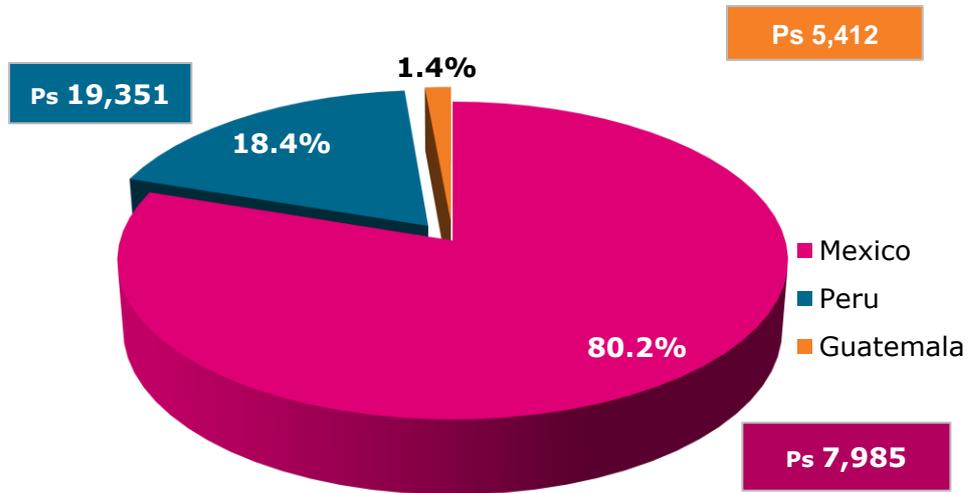
Guatemala, Mexico and Peru



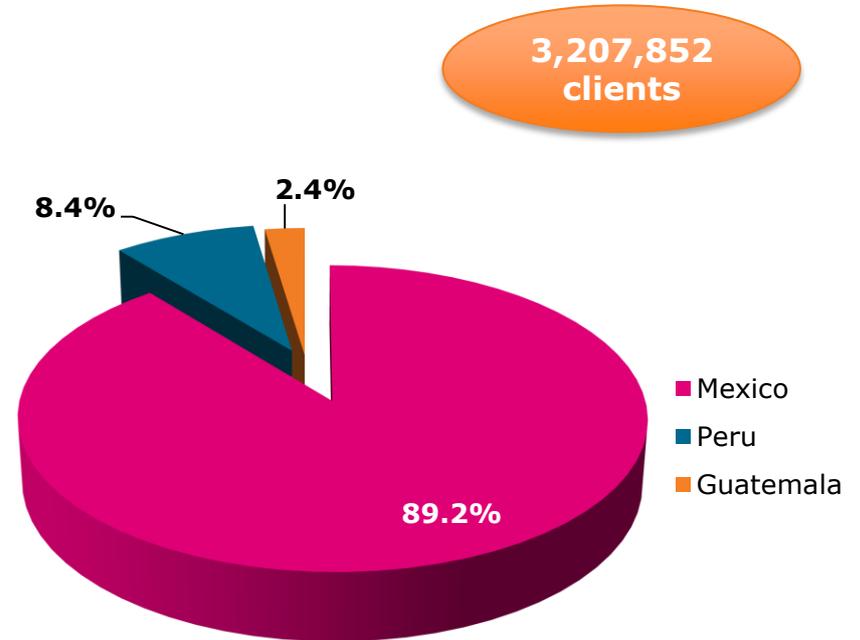
Figures are expressed in Mexican Pesos (Million)

Market Distribution per Subsidiary

% Total Loan Portfolio and Average Ticket



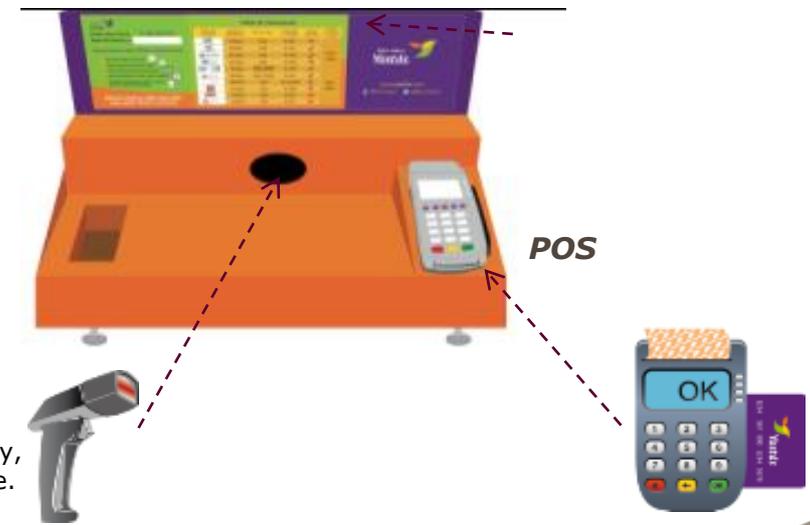
Clients per subsidiary



Mexico has an opportunity to serve more clients in C segment

YASTÁS (Correspondent Network Manager)

- Presence mainly in **20 Mexican States**: Baja California Norte, Campeche, Colima, Jalisco, Michoacán, San Luis Potosí, Tamaulipas, Hidalgo, Puebla, Tlaxcala, Chiapas, Tabasco, Veracruz, D.F., Edo. México, Morelos, Oaxaca y Yucatán.
- As of 4Q15 reached **2,222** affiliates.
- Executed more than **967 thousand financial transactions** during the fourth quarter, 51.1% more financial transactions compared to 3Q15.
- YASTAS executed **169,154 disbursement operations**.



(*) 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.

4Q15	
4Q Placed Life Insurance Policies	3,979,064
2015 Placed Life Insurance Policies	14,899,610
4Q Active Life Insurance Policies	4,417,423
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)



	4Q15	4Q14	3Q15
Number of transactions	1,027,249	973,535	1,019,938
In local currency (MXP)	949,040	910,794	940,181
In US Dollars	78,209	62,741	79,757
Total amount of remittances paid in MXP	4,259.8	3,532.9	4,384.4
Total amount of remittances paid in USD	4.9	5.9	5.1
Average remittance (amount) in USD	252.1	267.1	266.9
Money Transmitters	37	37	37
Correspondants	1,188	1,127	1,201
Branches	60	60	60
Market Share	4.7%	4.7%	4.7%



- By December 2015, US 24.7 billion from international remittances had flowed in, which represent a 4.8% increase YoY.
- 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.

4.7% of Market Share as of 4Q15

1) Source: Banxico



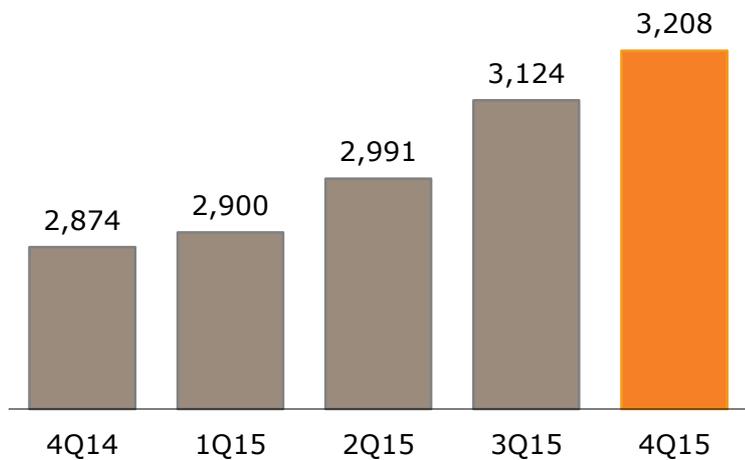
GENTERA

**Growth and
Profitability**

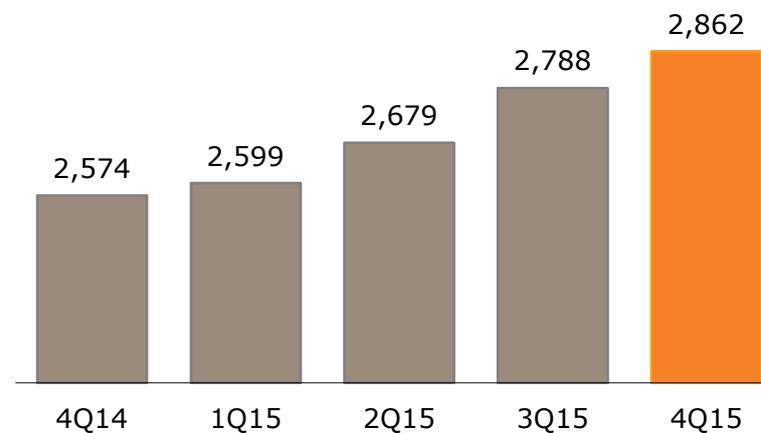
 **25**
YEARS
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INCLUSION

Clients

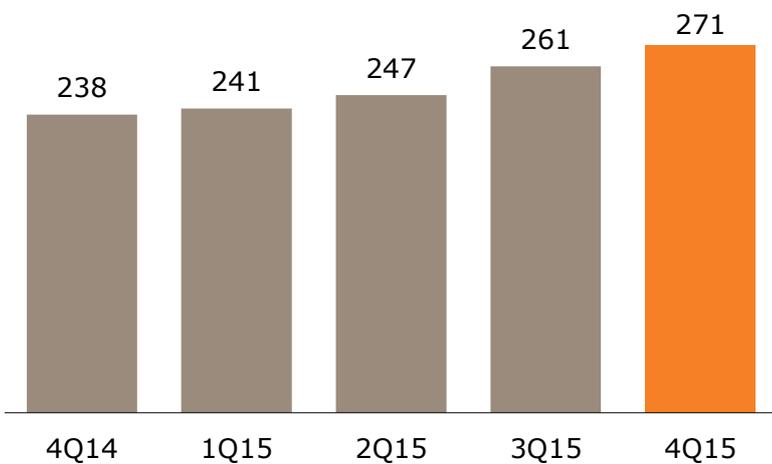
GENTERA (Thousand)



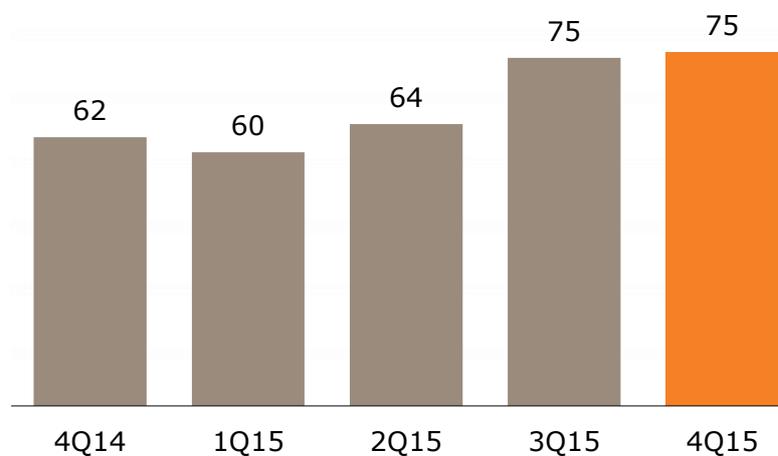
Mexico - Banco (Thousand)



Peru

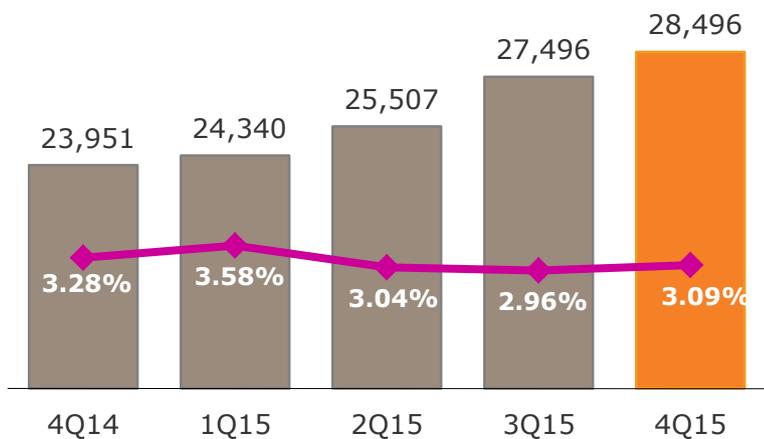


Guatemala

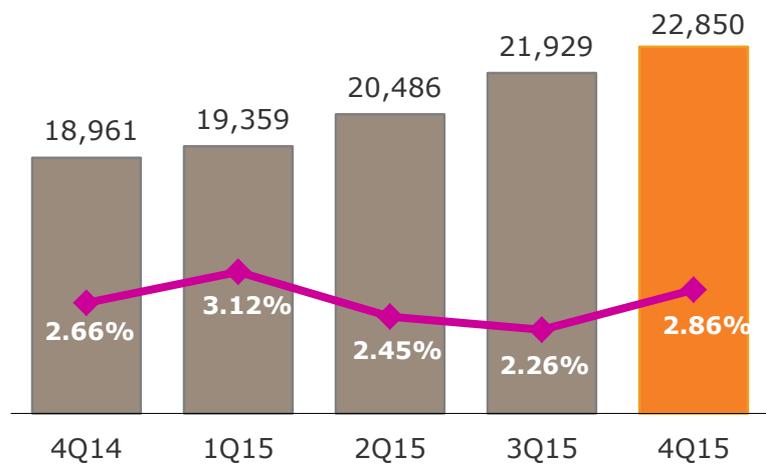


Total Portfolio – NPL %

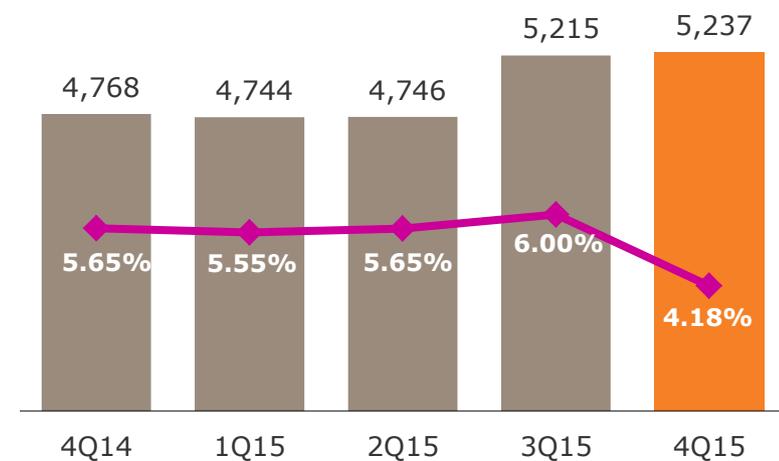
GENEREA (Ps. million)



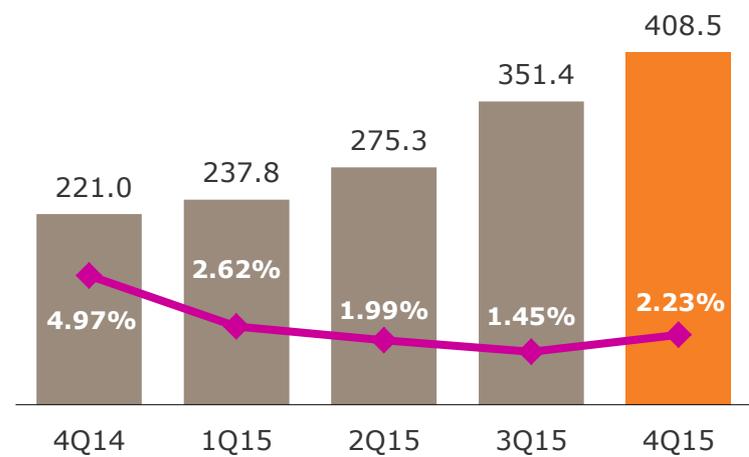
Mexico - Banco (Ps. million)



Peru (Ps. million)

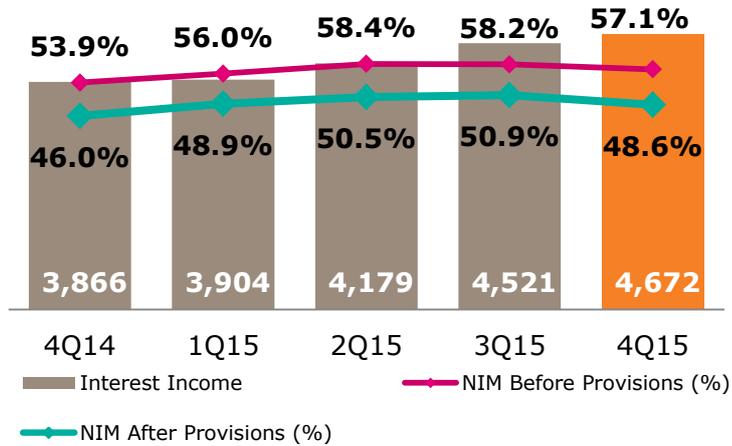


Guatemala (Ps. million)



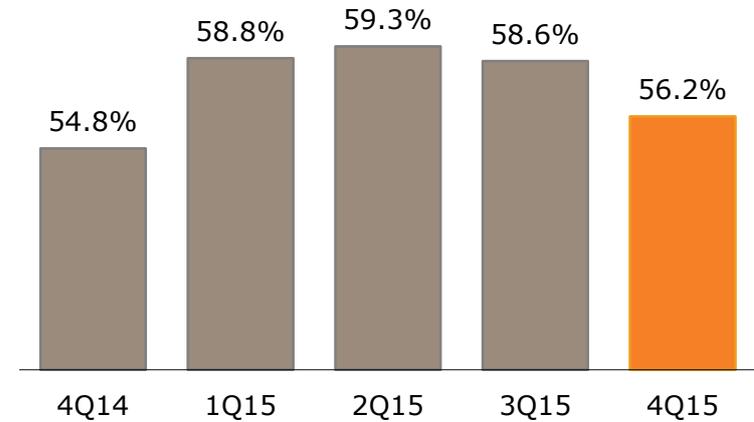
NIM (%) after provisions

GENERERA




GENERERA
 NIM bp FY15
 56.3%
 NIM ap FY15
 48.7%

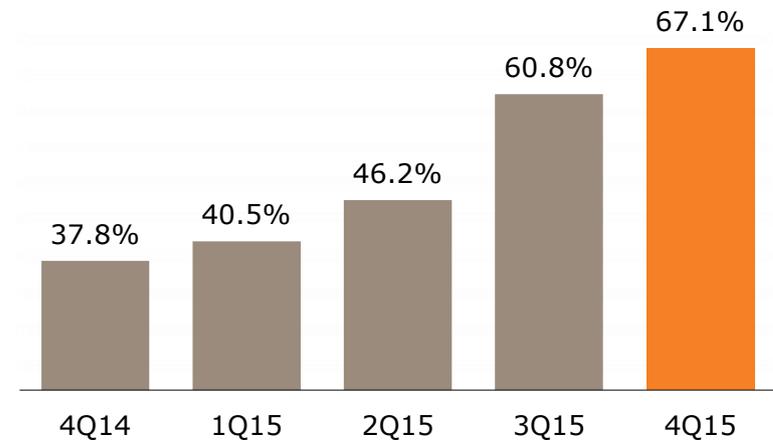
Mexico - Banco



Peru

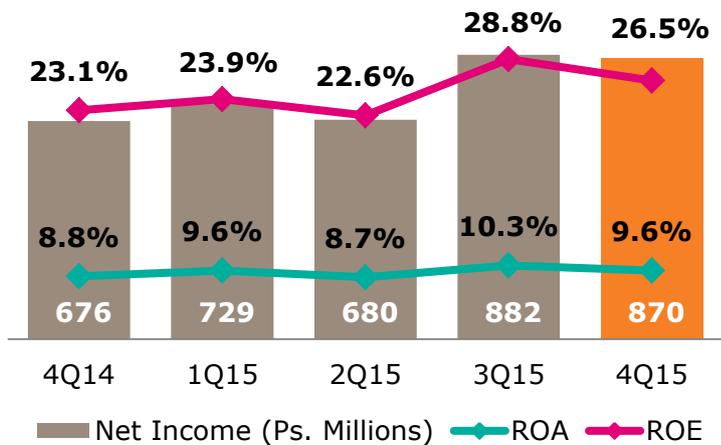


Guatemala

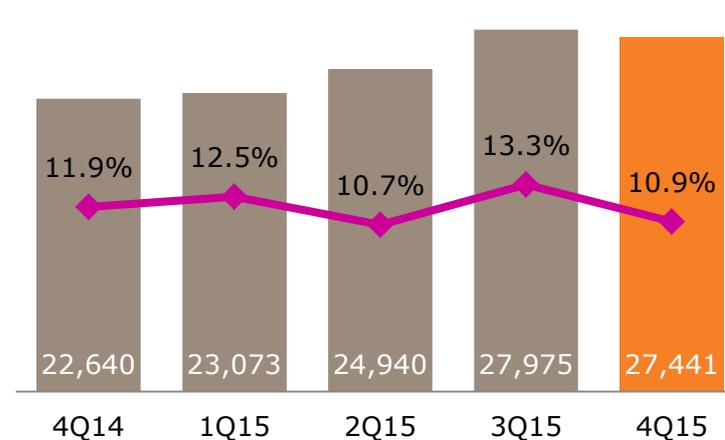


Assets - ROAA

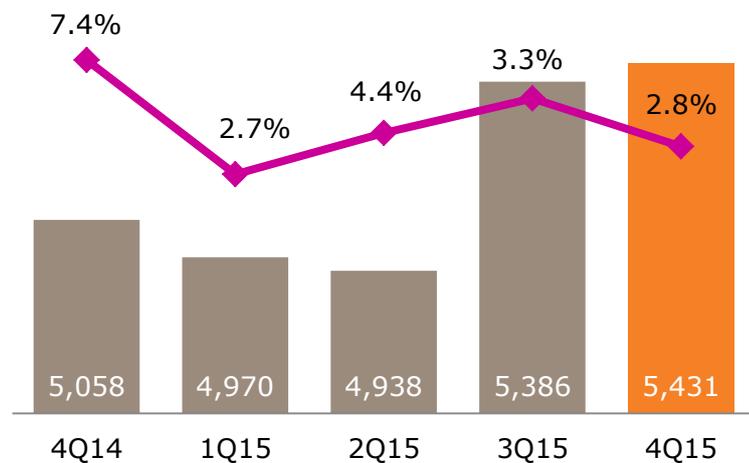
GENEREA



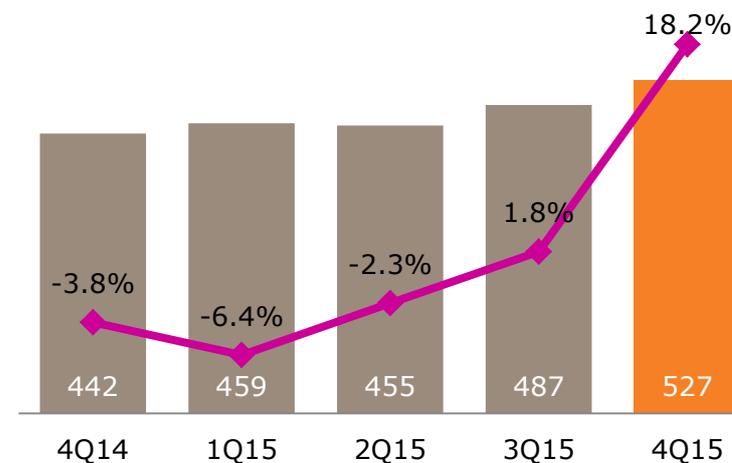
Mexico - Banco



Peru



Guatemala (Ps. million)

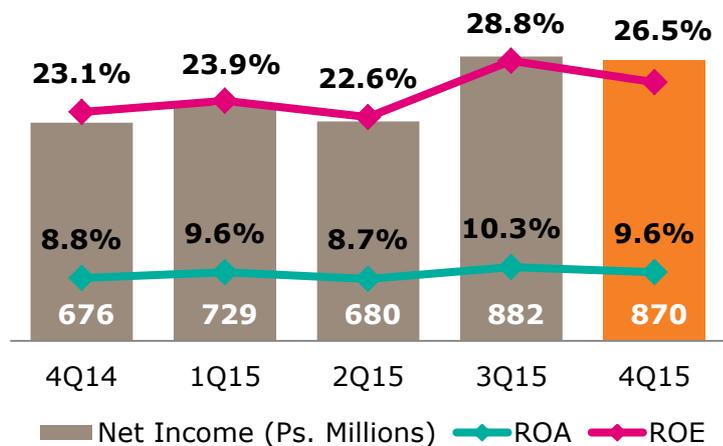


Assets in Ps. Million

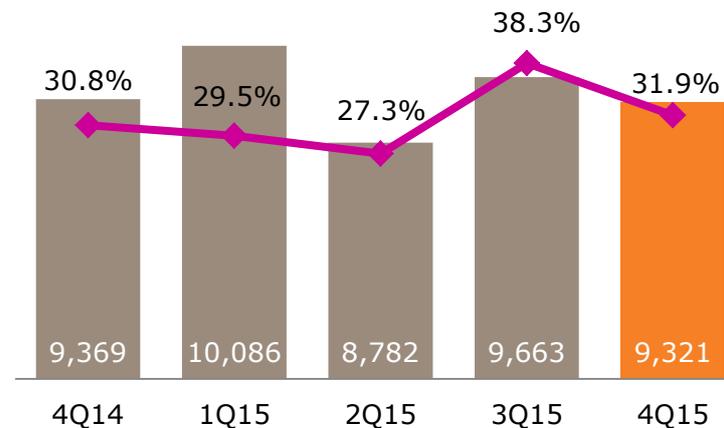
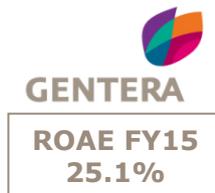
ROAA: (Net Income/ Average Assets)

Equity - ROAE

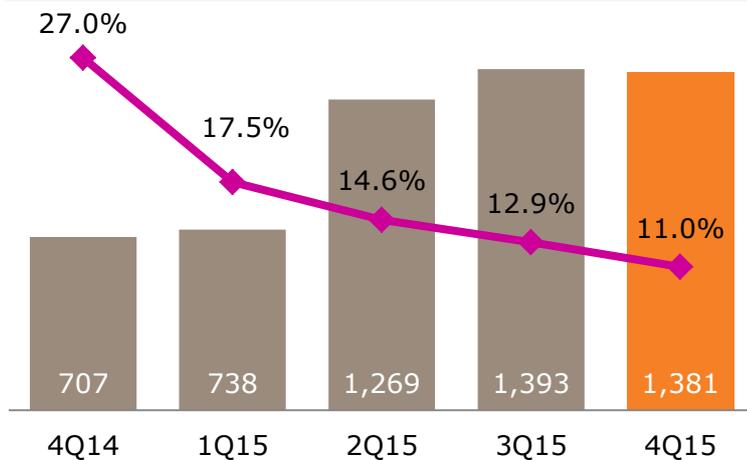
GENTERA



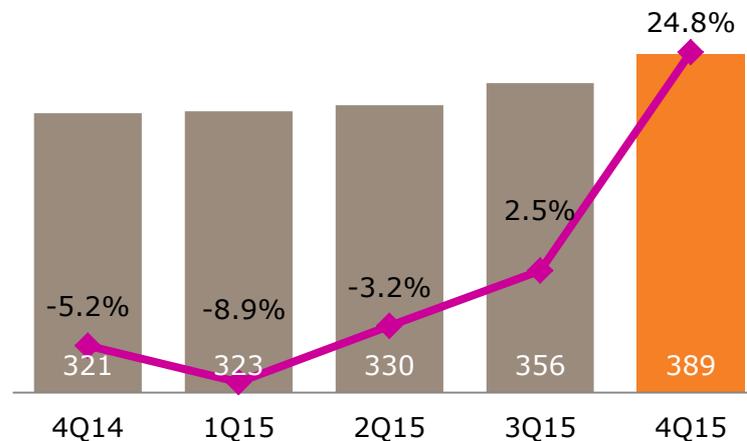
Mexico - Banco



Peru

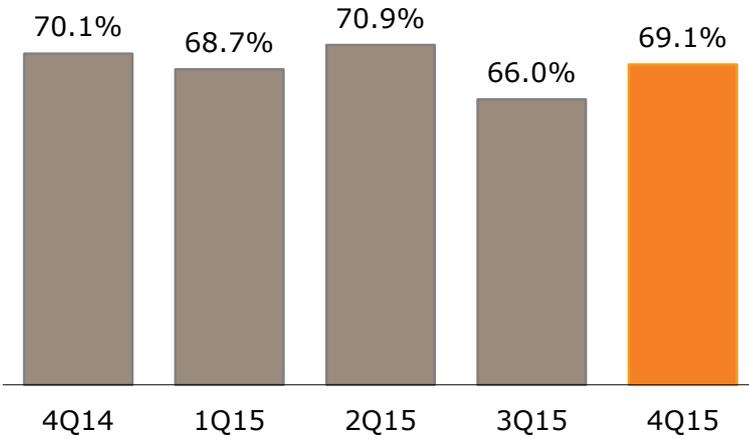


Guatemala (Ps. million)

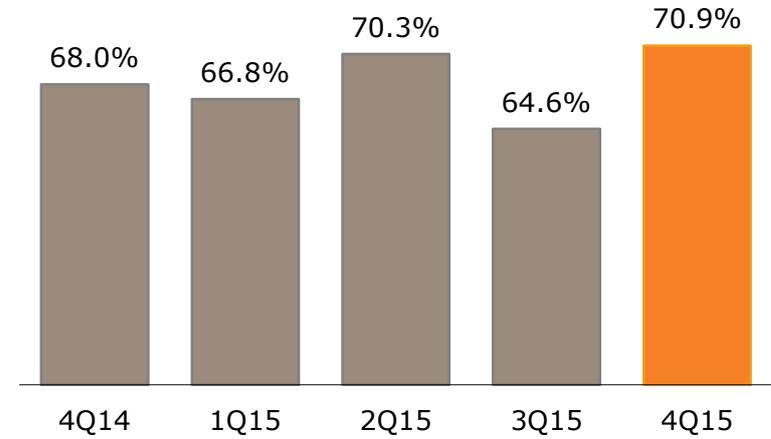


Efficiency Ratio

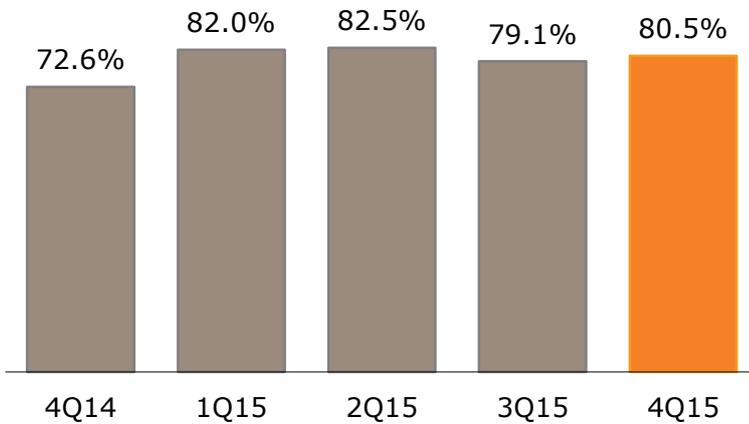
GENTERA



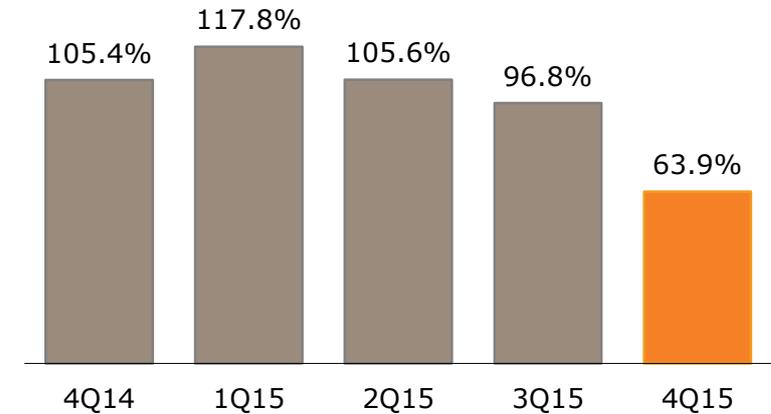
Mexico - Banco



Peru



Guatemala





GENTERA

**Financial
Information
4Q15**

 **25**
YEARS
WORKING FOR
FINANCIAL
INCLUSION

Summary



	4Q15	4Q14	3Q15	% Change 4Q14	% Change 3Q15	2015	2014	% Change 2014
Clients	3,207,852	2,874,488	3,123,654	11.6%	2.7%	3,207,852	2,874,488	11.6%
Portfolio	28,496	23,951	27,496	19.0%	3.6%	28,496	23,951	19.0%
Net Income	870	676	882	28.7%	-1.4%	3,161	3,162	0.0%
Resultado Neto Recurrente	870	615	882	41.5%	-1.4%	3,161	2,575	22.8%
NPLs / Total Portfolio	3.09%	3.28%	2.96%	-0.19 pp	0.13 pp	3.09%	3.28%	-0.19 pp
ROA	9.6%	8.8%	10.3%	0.8 pp	-0.7 pp	9.3%	11.0%	-1.7 pp
ROE	26.5%	23.1%	28.8%	3.4 pp	-2.3 pp	25.1%	29.4%	-4.3 pp
NIM	57.1%	53.9%	58.2%	3.2 pp	-1.1 pp	56.3%	53.6%	2.7 pp
NIM after provisions	48.6%	46.0%	50.9%	2.6 pp	-2.3 pp	48.7%	46.9%	1.8 pp
Efficiency Ratio	68.9%	70.1%	66.0%	-1.2 pp	2.9 pp	68.6%	65.7%	2.9 pp
Capital / Total Assets	37.0%	39.5%	35.3%	-2.5 pp	1.7 pp	37.0%	39.5%	-2.5 pp
Average Loan per Client	8,883	8,332	8,803	6.6%	0.9%	8,883	8,332	6.6%
Employees	20,403	18,999	20,082	7.4%	1.6%	20,403	18,999	7.4%
Service Offices	747	635	747	17.6%	0.0%	747	635	17.6%

Summary	México		Perú		Guatemala	
	4Q15	Δ vs 4Q14	4Q15	Δ vs 4Q14	4Q15	Δ vs 4Q14
Clients	2,861,721	11.2%	270,644	13.5%	75,487	21.4%
Portfolio (Millions of pesos)	22,850	20.5%	5,237	9.8%	409	84.9%
ROAA	10.9%	-1.0 pp	2.8%	-0.9 pp	18.2%	22.0 pp
ROAE	31.9%	1.1 pp	11.0%	-16.0 pp	24.8%	30.0 pp
NIM	65.5%	2.1 pp	25.7%	2.0 pp	76.4%	32.2 pp
NIM after provisions	56.2%	1.4 pp	19.7%	2.8 pp	67.1%	29.3 pp
NPL	2.86%	0.20 pp	4.18%	-1.47 pp	2.23%	-2.74 pp
Write - offs (Millions of pesos)	377	9.9%	138	93.8%	3	-64.5%
Coverage Ratio	179.9%	4.9 pp	168.2%	19.6 pp	182.0%	64.6 pp
Average Loan per Client	7,985	8.4%	19,351	0.0 pp	5,412	0.5 pp
Employees *	17,496	6.4%	2,379	15.7%	528	6.9%
Service Offices	656	19.1%	60	7.1%	31	10.7%

- Excluding the fiscal benefit experienced in 2014, Net Income grew 20%
- Employees in Mexico include: Banco Compartamos, ATERNA, YASTAS and INTERMEX
- Portfolio and Net Income are expressed in Million Pesos

Balance Sheet



	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15
Cash and other investments	3,539	3,363	5.2%	4,298	-17.7%
Total performing loans	27,615	23,166	19.2%	26,683	3.5%
Non-performing loans	881	785	12.2%	813	8.4%
Total loan portfolio	28,496	23,951	19.0%	27,496	3.6%
Allowance for loan losses	1,560	1,294	20.6%	1,434	8.8%
Loan portfolio, net	26,936	22,657	18.9%	26,062	3.4%
Other accounts receivable	1,987	587	N/C	920	116.0%
Fixed assets	1,087	921	18.0%	1,049	3.6%
Permanent investment	124	107	15.9%	144	-13.9%
Other assets	2,026	2,151	-5.8%	2,715	-25.4%
Goodwill	815	757	7.7%	883	-7.7%
Total assets	36,514	30,543	19.5%	36,071	1.2%
Deposits	1,575	974	61.7%	1,518	3.8%
Long Term Debt Issuance	10,014	9,273	8.0%	11,271	-11.2%
Interbank loans	9,552	5,836	63.7%	8,440	13.2%
Derivatives	7	-	N/C	6	16.7%
Other accounts payable	1,865	2,400	-22.3%	2,086	-10.6%
Total liabilities	23,013	18,483	24.5%	23,321	-1.3%
Capital stock	4,764	4,764	0.0%	4,764	0.0%
Premium on sale of stock	558	763	-26.9%	560	-0.4%
Capital reserves	1,045	870	20.1%	1,090	-4.1%
Retained earnings	3,693	2,150	71.8%	3,694	0.0%
Cumulative effect adjustment	258	147	75.5%	328	-21.3%
Net income for the year	3,150	3,125	0.8%	2,287	37.7%
Participation (in net income) from controlling company	13,468	11,819	14.0%	12,723	5.9%
Participation (in net income) from non-controlling company	33	241	-86.3%	27	22.2%
Total stockholders' equity	13,501	12,060	11.9%	12,750	5.9%
Total liabilities and stockholders' equity	36,514	30,543	19.5%	36,071	1.2%

* Figures expressed in Mexican pesos (millions)

Income Statement



	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15	2015	2014	% Change 2014
Interest income	4,672	3,866	20.8%	4,521	3.3%	17,276	14,451	19.5%
Interest expense	238	206	15.5%	235	1.3%	885	822	7.7%
Net Interest Income	4,434	3,660	21.1%	4,286	3.5%	16,391	13,629	20.3%
Provisions for loan losses	658	537	22.5%	537	22.5%	2,206	1,692	30.4%
Net interest income after provisions	3,776	3,123	20.9%	3,749	0.7%	14,185	11,937	18.8%
Commissions and fee income	344	252	36.5%	318	8.2%	1,189	883	34.7%
Commissions and fee expense	176	167	5.4%	186	-5.4%	736	657	12.0%
Trading gains (losses)	9	-	-	2	N/C	18	-	-
Other operating income (expense)	42	(81)	N/C	83	-49.4%	158	(77)	N/C
Operating Expenses	2,753	2,193	25.5%	2,617	5.2%	10,156	7,939	27.9%
Net operating income	1,242	934	33.0%	1,349	-7.9%	4,658	4,147	12.3%
Participation in net income from non consolidated and associated subsidiaries	(20)	(4)	N/C	(16)	N/C	(52)	(4)	N/C
Total income before income tax	1,222	930	31.4%	1,333	-8.3%	4,606	4,143	11.2%
Current	351	806	-56.5%	417	-15.8%	985	1,862	-47.1%
Deferred	1	(552)	N/C	34	N/C	460	(881)	N/C
Net income	870	676	28.7%	882	-1.4%	3,161	3,162	0.0%
Participation (in net income) from controlling company	863	662	30.4%	880	-1.9%	3,150	3,125	0.8%
Participation (in net income) from non-controlling company	7	14	-50.0%	2	N/C	11	37	-70.3%

* Figures expressed in Mexican pesos (millions)

NPLs per Subsidiary



NPL's per Product and Subsidiaries

PRODUCT	4Q15				4Q14				3Q15			
	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs	Portfolio	NPL	NPL Ratio	Write-Offs
C. Mujer	11,448	153	1.32%	97	9,999	156	1.56%	110	11,004	121	1.09%	109
C. Comerciante	5,434	241	4.44%	126	4,047	175	4.33%	114	5,143	169	3.28%	121
Group Methodology	16,882	394	2.33%	223	14,046	331	2.36%	224	16,147	290	1.79%	230
C. Individual	2,334	109	4.68%	46	1,507	58	3.88%	55	2,129	66	3.09%	41
C. Adicional	82	2	2.27%	1	78	2	2.41%	1	92	1	1.56%	1
C. Crece y Mejora CM	3,007	109	3.61%	80	2,917	108	3.71%	62	3,041	104	3.41%	98
C. Crece y Mejora CCR	545	39	7.25%	27	384	5	1.27%	1	520	34	6.53%	20
Individual Methodology	5,968	259	4.36%	154	4,886	173	3.53%	119	5,782	205	3.56%	160
Banco Compartamos	22,850	653	2.86%	377	18,932	504	2.66%	343	21,929	495	2.26%	390
Comercial	2,150	117	5.43%	57	1,847	134	7.24%	18	2,121	163	7.69%	18
Microempresa	2,343	83	3.56%	62	2,119	104	4.90%	37	2,343	117	5.01%	39
Consumo	254	16	6.23%	16	516	29	5.70%	11	335	28	8.30%	12
C. Mujer	490	3	0.62%	3	286	2	0.85%	5	416	5	1.14%	2
Compartamos Financiera	5,237	219	4.18%	138	4,768	270	5.65%	71	5,215	313	6.00%	70
C. Mujer	409	9	2.23%	3	221	11	4.97%	8	351	5	1.45%	4
Compartamos Guatemala S.A.	409	9	2.23%	3	221	11	4.97%	8	351	5	1.45%	4
Total	28,496	881	3.09%	518	23,922	785	3.28%	422	27,496	813	2.96%	464

* 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

	4Q15	4Q14	3Q15	% Change 4Q14	% Change 3Q15	2015	2014	% Change 2014
Clients	2,861,721	2,573,961	2,788,249	11.2%	2.6%	2,861,721	2,573,961	11.2%
Portfolio	22,850	18,961	21,929	20.5%	4.2%	22,850	18,961	20.5%
Net Income	758	694	882	9.2%	-14.1%	3,001	3,233	-7.2%
NPLs / Total Portfolio	2.86%	2.66%	2.26%	0.20 pp	0.60 pp	2.86%	2.66%	0.20 pp
ROA	10.9%	11.9%	13.3%	-1.0 pp	-2.4 pp	11.6%	15.0%	-3.4 pp
ROE	31.9%	30.8%	38.3%	1.1 pp	-6.4 pp	31.7%	38.9%	-7.2 pp
NIM	65.5%	63.4%	66.3%	2.1 pp	-0.8 pp	65.0%	63.3%	1.7 pp
NIM after provisions	56.2%	54.8%	58.6%	1.4 pp	-2.4 pp	56.9%	56.0%	0.9 pp
Efficiency Ratio	70.9%	68.0%	64.6%	2.9 pp	6.3 pp	68.1%	63.0%	5.1 pp
ICAP	29.1%	33.1%	29.1%	-4.0 pp	0.0 pp	29.1%	33.1%	-4.0 pp
Capital / Total Assets	34.0%	41.4%	34.5%	-7.4 pp	-0.5 pp	34.0%	41.4%	-7.4 pp
Average Loan (Ps.)	7,985	7,366	7,865	8.4%	1.5%	7,985	7,366	8.4%
Employees	17,191	16,280	16,933	5.6%	1.5%	17,191	16,280	5.6%
Service Offices*	656	551	656	19.1%	0.0%	656	551	19.1%

- Portfolio and Net Income expressed in Mexican pesos (millions)
- In year 2014 Banco Compartamos had a Fiscal Benefit.

Balance Sheet



	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15
Cash and other investments	1,821	1,530	19.0%	2,697	-32.5%
Related parties	-	-	N/C	691	N/C
Total performing loans	22,197	18,457	20.3%	21,434	3.6%
Non-performing loans	653	504	29.6%	495	31.9%
Total loan portfolio	22,850	18,961	20.5%	22,620	1.0%
Allowance for loan losses	1,175	882	33.2%	986	19.2%
Loan portfolio, net	21,675	18,079	19.9%	21,634	0.2%
Other accounts receivable	1,762	509	N/C	728	142.0%
Fixed assets	591	574	3.0%	600	-1.5%
Other assets	1,592	1,948	-18.3%	2,316	-31.3%
Total assets	27,441	22,640	21.2%	27,975	-1.9%
Deposits	629	35	N/C	611	2.9%
Long Term Debt Issuance	10,014	9,273	8.0%	11,272	-11.2%
Interbank loans	6,452	2,407	168.1%	5,409	19.3%
Other accounts payable	976	1,503	-35.1%	967	0.9%
Deferred income tax	49	53	-7.5%	53	-7.5%
Total liabilities	18,120	13,271	36.5%	18,312	-1.0%
Capital stock	532	513	3.7%	532	0.0%
Capital reserves	487	487	0.0%	487	0.0%
Retained earnings	5,301	5,136	3.2%	6,401	-17.2%
Net income for the year	3,001	3,233	-7.2%	2,243	33.8%
Total stockholders' equity	9,321	9,369	-0.5%	9,663	-3.5%
Total liabilities and stockholders' equity	27,441	22,640	21.2%	27,975	-1.9%

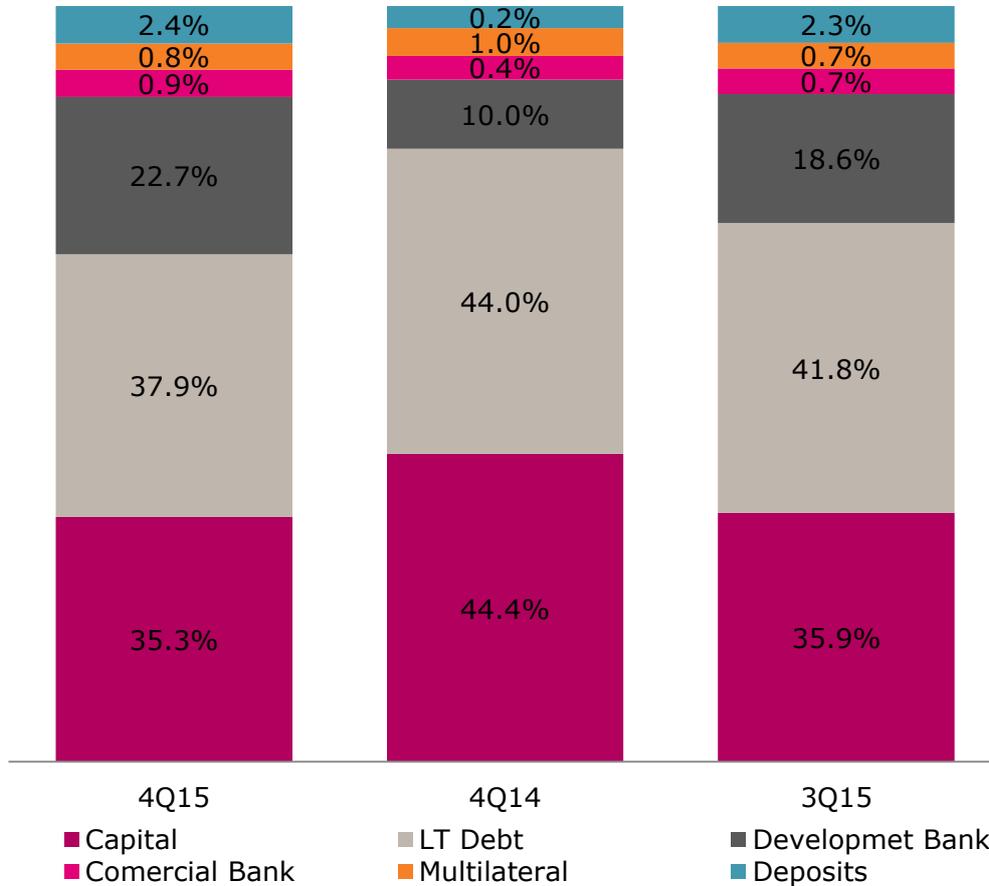
Income Statement



	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15	2015	2014	% Change 2014
Interest income	4,160	3,450	20.6%	4,049	2.7%	15,434	12,878	19.8%
Interest expense	164	126	30.2%	164	0.0%	592	521	13.6%
Net Interest Income	3,996	3,324	20.2%	3,885	2.9%	14,842	12,357	20.1%
Provisions for loan losses	566	451	25.5%	447	26.6%	1,851	1,423	30.1%
Net interest income after provisions	3,430	2,873	19.4%	3,438	-0.2%	12,991	10,934	18.8%
Commissions and fee income	198	130	52.3%	185	7.0%	683	501	36.3%
Commissions and fee expense	94	89	5.6%	107	-12.1%	416	352	18.2%
Trading gains (losses)	10	-	N/C	11	-9.1%	29	-	N/C
Other operating income (expense)	(3)	(59)	N/C	59	N/C	7	(136)	N/C
Operating Expenses	2,512	1,940	29.5%	2,315	8.5%	9,058	6,894	31.4%
Net operating income	1,029	915	12.5%	1,271	-19.0%	4,236	4,053	4.5%
Total income before income tax	1,029	915	12.5%	1,271	-19.0%	4,236	4,053	4.5%
Current	264	731	-63.9%	334	-21.0%	787	1,651	-52.3%
Deferred	7	(510)	N/C	55	N/C	448	(831)	N/C
Net income	758	694	9.2%	882	-14.1%	3,001	3,233	-7.2%

Figures expressed in Mexican pesos (millions)

Funding Structure



Debt structure		
	4Q15	%
Short term	4,303	25%
Long term	12,792	75%
Total	17,095	100%

Cost of funds
3.84%
Duration > 28
months

Maturity		
Year	Debt	%
2016	3,400	21%
2017	3,600	22%
2018	3,200	20%
2019	3,000	19%
2020	3,000	19%
Total	16,200	100%

Banco Compartamos has a diversified funding structure

Allowance for Loan Losses



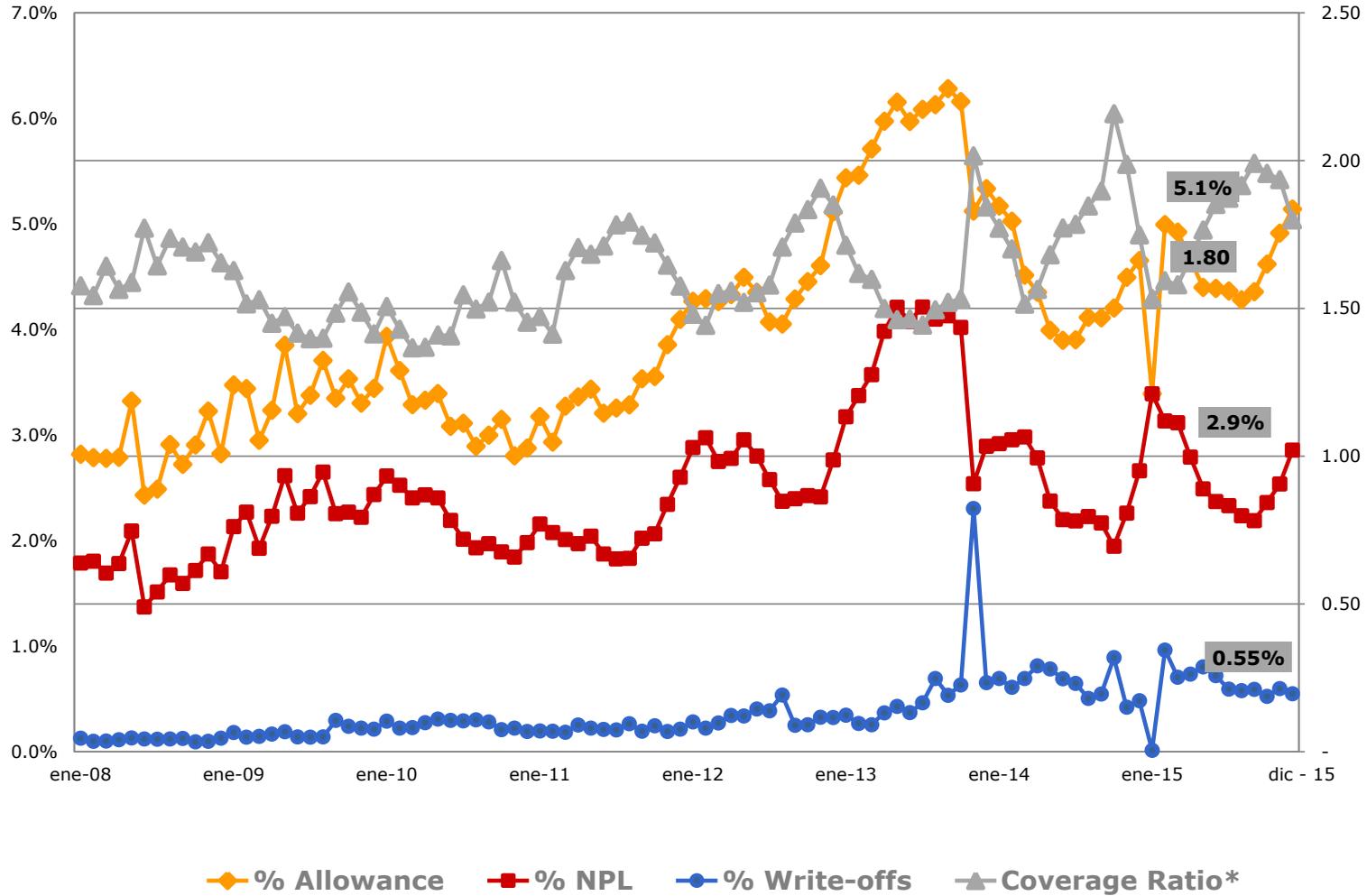
	4Q15			4Q14			3Q15		
Risk	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	0.5%	16,161	80	0.5%	13,405	68	0.5%	15,569	79
A-2	2.5%	127	3	2.4%	117	3	2.5%	129	3
B-1	3.7%	204	8	3.6%	161	6	3.6%	218	8
B-2	4.7%	2,155	101	4.6%	2,788	129	4.7%	2,176	102
B-3	5.6%	333	19	5.5%	384	21	5.6%	290	16
C-1	6.7%	1,933	129	6.7%	936	63	6.8%	1,719	117
C-2	10.2%	707	72	10.6%	279	30	9.8%	898	88
D	22.4%	213	48	22.2%	136	30	22.4%	171	38
E	70.5%	1,016	716	70.6%	755	533	70.2%	759	533
Total		22,851	1,175		18,962	882		21,929	984
Coverage Ratio¹			1.80			1.75			1.99

Banco Compartamos Coverage Ratio = 1.80

NPLs, Write offs & Coverage



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



Summary



Compartamos Financiera (Peru)

Summary	4Q15	4Q14	3Q15	% Change 4Q14	% Change 3Q15	2015	2014	% Change 2014
Clients	270,644	238,361	260,812	13.5%	3.8%	270,644	238,361	13.5%
Portfolio	5,237.2	4,768.3	5,215.5	9.8%	0.4%	5,237.2	4,768.3	9.8%
Net Income	38.0	44.9	42.8	-15.2%	-11.2%	149.1	205.8	-27.6%
NPLs / Total Portfolio	4.18%	5.65%	6.0%	-1.47 pp	-1.82 pp	4.18%	5.65%	-1.47 pp
ROA	2.8%	3.7%	3.3%	-0.9 pp	-0.5 pp	2.9%	4.4%	-1.5 pp
ROE	11.0%	27.0%	12.9%	-16.0 pp	-1.9 pp	12.5%	33.7%	-21.2 pp
NIM	25.7%	23.7%	25.9%	2.0 pp	-0.2 pp	24.9%	23.0%	1.9 pp
NIM after provisions	19.7%	16.9%	19.3%	2.8 pp	0.4 pp	18.4%	17.8%	0.6 pp
Efficiency Ratio	80.5%	72.6%	79.1%	7.9 pp	1.4 pp	81.0%	71.1%	9.9 pp
Capital / Total Assets	25.4%	14.0%	25.9%	0.82 pp	-0.02 pp	25.4%	14.0%	11.4 pp
Average Loan (Ps.)	19,351	20,004	19,997	-3.3%	-3.2%	19,351	20,004	-3.3%
Employees	2,379	2,057	2,376	15.7%	0.1%	2,379	2,057	15.7%
Service Offices	60	56	60	7.1%	0.0%	60	56	7%

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



	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15
Cash and other investments	410	571	-28.2%	452	-9.4%
Total performing loans	5,018	4,499	11.5%	4,903	2.4%
Non-performing loans	219	270	-18.7%	313	-30.0%
Total loan portfolio	5,237	4,768	9.8%	5,215	0.4%
Allowance for loan losses	369	400	-7.9%	442	-16.5%
Loan portfolio, net	4,869	4,368	11.5%	4,774	2.0%
Other accounts receivable	15	3	N/C	21	-24.9%
Fixed assets	95	77	24.3%	93	2.2%
Other assets	42	40	6.7%	46	-9.0%
Total assets	5,431	5,058	7.4%	5,386	0.8%
Deposits	946	940	0.6%	906	4.3%
Interbank loans	2,993	3,334	-10.2%	2,936	1.9%
Other accounts payable	111	77	43.7%	150	-25.9%
Total liabilities	4,050	4,351	-6.9%	3,993	1.4%
Capital stock	1,049	464	126.2%	1,049	0.0%
Capital reserves	65	54	20.3%	65	0.0%
Foreign exchange effect	72	34	109.9%	123	-41.1%
Retained earnings	46	(51)	N/C	46	0.2%
Net income for the year	149	206	-27.6%	111	34.3%
Total stockholders' equity	1,381	707	95.2%	1,393	-0.9%
Total liabilities and stockholders' equity	5,431	5,058	7.4%	5,386	0.8%

FX (End of period):	Soles - Dollars	Pesos MX Dollars	Pesos MX Soles
4Q15	3.411	17.2487	5.0568
4Q14	2.986	14.7414	4.9368
3Q15	3.222	16.9053	5.2468

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

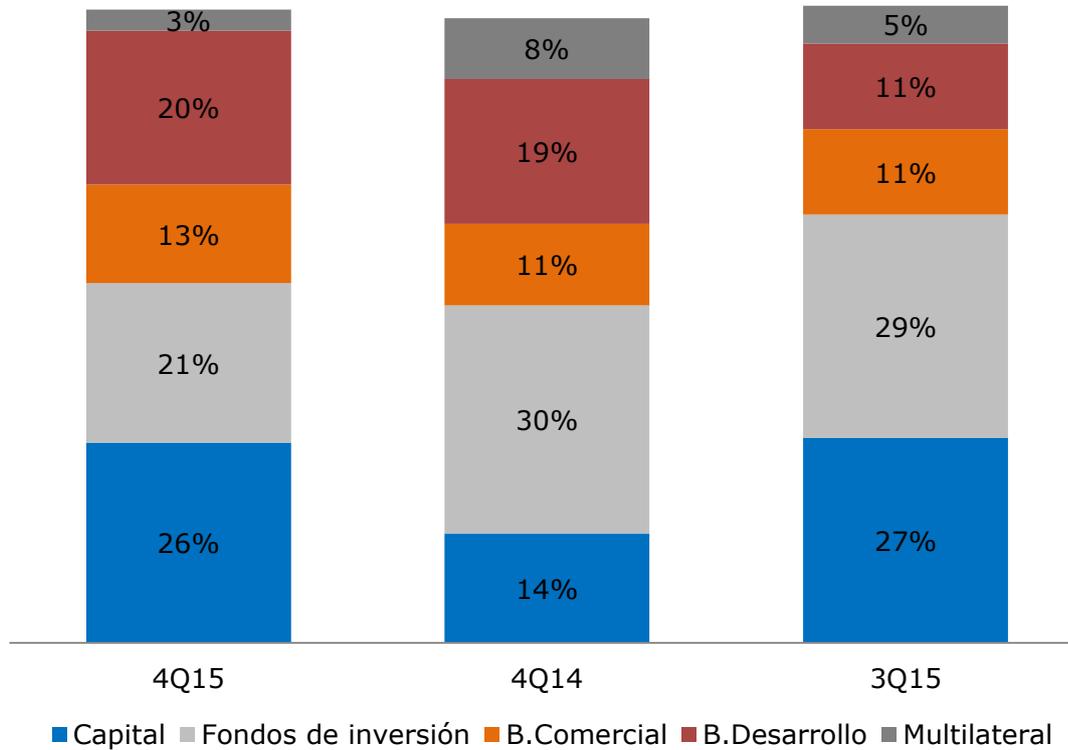


	4Q15	4Q14	% Change 4Q14	3Q15	% Change 3Q15	2015	2014	% Change 2014
Interest income	417	363	15.0%	401	3.9%	1,569	1,374	14.2%
Interest expense	71	76	-6.6%	68	4.3%	282	296	-4.6%
Net interest income	346	286	20.8%	333	3.8%	1,287	1,078	19.4%
Provisions for loan losses	81	82	-1.2%	86	-6.0%	334	245	36.2%
Net interest income after provisions	265	205	29.6%	247	7.3%	953	832	14.5%
Commissions and fee income	22	17	36.2%	22	1.7%	84	43	93.8%
Commissions and fee expenses	5	3	32.5%	9	-51.0%	26	13	107.3%
Other operating income (expense)	11	9	29.3%	8	36.8%	38	41	-5.7%
Operating expenses	237	164	44.1%	212	11.6%	849	643	32.1%
Net operating income	57	62	-7.3%	56	2.6%	200	261	-23.4%
Total income before income tax	57	62	-7.3%	56	2.6%	200	261	-23.4%
Current	19	20	-3.2%	13	42.6%	51	59	-13.7%
Deferred	1	(2)	N/C	(0)	N/C	(0)	(4)	N/C
Net income	38	45	-15.2%	43	-11.2%	149	206	-27.6%

FX (Average)	Soles - Dollars	Pesos MX Dollars	Pesos MX Soles
4Q15	3.3213	16.7576	5.0454
4Q14	2.9307	13.8795	4.7360
3Q15	3.2113	16.4255	5.1149

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



Debt structure		
	4Q15	%
Short term	2,728	69%
Long term	1,211	31%
Total	3,939	100%

Cost of funds 7.2%

Maturity		
Year	Debt	%
2016	2,728	69%
2017	663	17%
2018	449	11%
2020	99	3%
Total	3,939	100%

Compartamos S.A. (Guatemala)

Summary	4Q15	4Q14	3Q15	% Change 4Q14	% Change 3Q15	2015	2014	% Change 2014
Clients	75,487	62,166	74,593	21.4%	1.2%	75,487	62,166	21.4%
Portfolio	408.5	221.0	351.4	84.9%	16.2%	408.5	221.0	84.9%
Net Income	23.0	(4.0)	2.1	N/C	995.7%	15.3	(0.7)	N/C
NPLs / Total Portfolio	2.23%	4.97%	1.45%	-2.74 pp	0.78 pp	2.23%	4.97%	-2.74 pp
ROA	18.2%	-3.8%	1.8%	22.0 pp	16.4 pp	3.18%	-0.20%	3.4 pp
ROE	24.8%	-5.2%	2.5%	30.0 pp	22.3 pp	4.38%	-0.25%	4.6 pp
NIM	76.4%	44.2%	65.0%	32.2 pp	11.4 pp	57.67%	49.69%	8.0 pp
NIM after provisions	67.1%	37.8%	60.8%	29.3 pp	6.3 pp	3.48%	42.20%	-38.7 pp
Efficiency Ratio	63.9%	105.4%	96.8%	-41.5 pp	-32.9 pp	91.21%	95.49%	-4.3 pp
Capital / Total Assets	73.7%	72.6%	73.0%	0.01 pp	0.01 pp	73.7%	72.6%	1.1 pp
Average Loan (Ps.)	5,412	3,555	4,712	52.2%	14.9%	5,412	3,555	52.2%
Employees	528	494	527	6.9%	0.2%	528	494	6.9%
Service Offices	31	28	31	10.7%	0.0%	31	28	10.7%

Exchange rate as of December 31, 2015 from Quetzales to USD: 7.632

Exchange rate as of December 31, 2015 from USD to MXP: 17.248

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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