



GENTERA

Corporate Presentation 4Q13



GENTERA

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



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A Group that Generates Social, Economic and Human Value

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.



Strategy

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.

Corporate Governance

Board of Directors

6 Independent, non-shareholders

3 Managers and shareholders

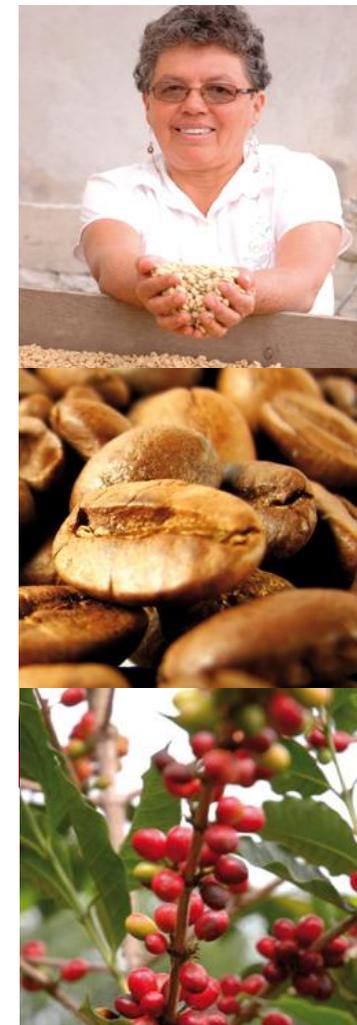
4 Shareholders, non-managers

Codes

Internal Code of Conduct, based in best practices

Code of Ethics of great importance

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.



Corporate Structure



The companies that integrate **GENTERA** are:

- **Banco Compartamos** (Mexico).- Leader of the microfinance industry in the region.
- **Financiera Compartamos** (Peru).- Offers microcredit, microinsurance and savings.
- **Compartamos S.A.** (Guatemala).- With microcredit products.
- **Aterna** (Guatemala-Mexico-Peru).- Industry leader in microinsurance products.
- **Yastás** (Mexico).- Correspondent network manager.
- **Fundación Gentera**.- Develops innovative and disruptive models of health and education with high social impact.



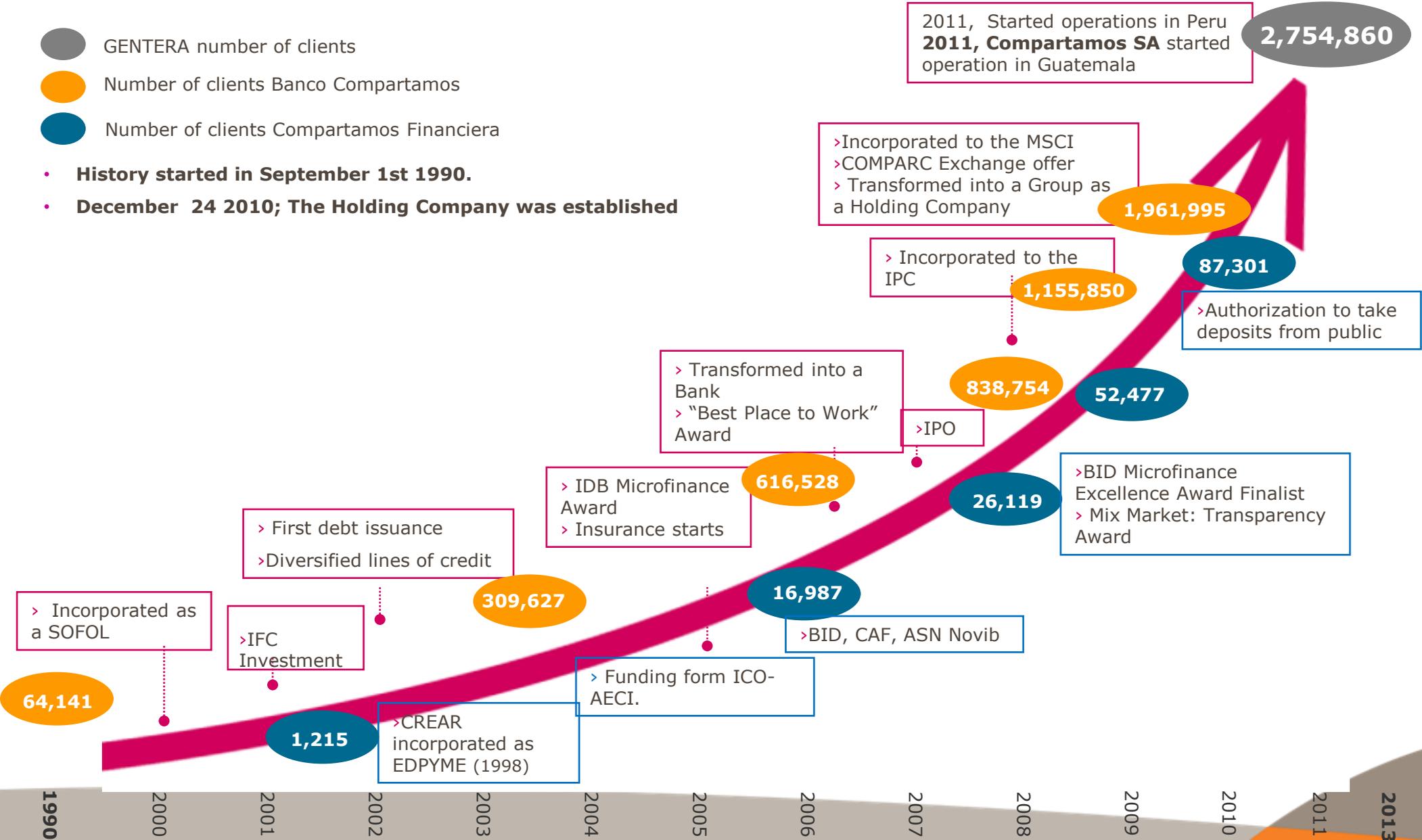
History



GENTERA

- GENTERA number of clients
- Number of clients Banco Compartamos
- Number of clients Compartamos Financiera

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



Highlights

GENTERA

GENTERA: 2,754,860 clients
7,785,701 shares repurchased as of 4Q13

Compartamos Banco (Mexico)

2,488,616 Clients as of December 2013 & 507 Service Offices
Global Rating S&P: 'BBB/A-2'
National scale ratings: S&P: 'mxAAA' ; Fitch: 'AA(mex)'

Compartamos Financiera (Peru)

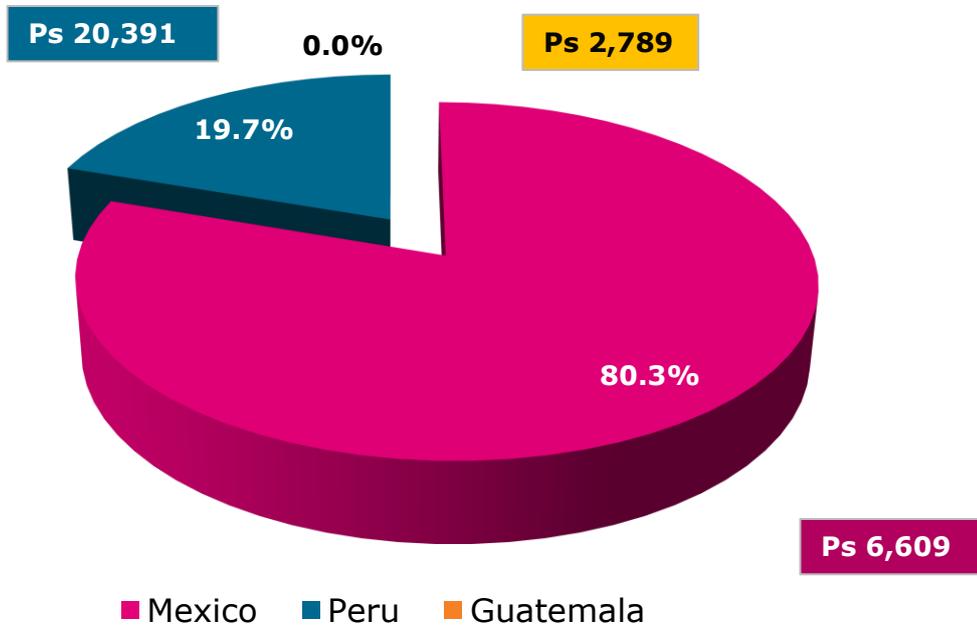
198,362 Clients as of December 2013
42 Branches
Credito Mujer product currently serves 43,672 clients

Compartamos S.A. (Guatemala)

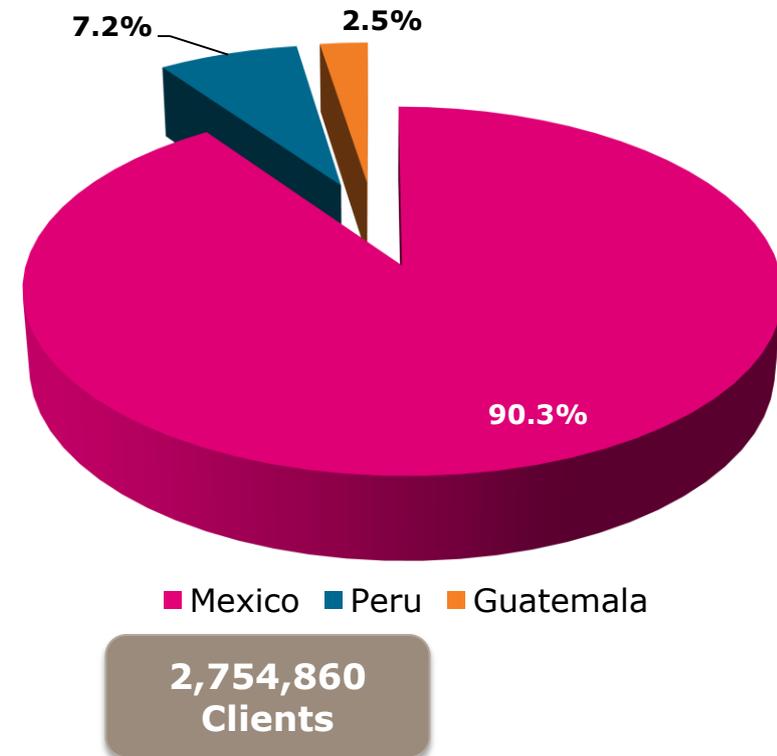
67,882 Clients as of December 2013
28 Service Offices offering Credito Mujer product

Market Distribution

% Total Loan Portfolio and Average Ticket



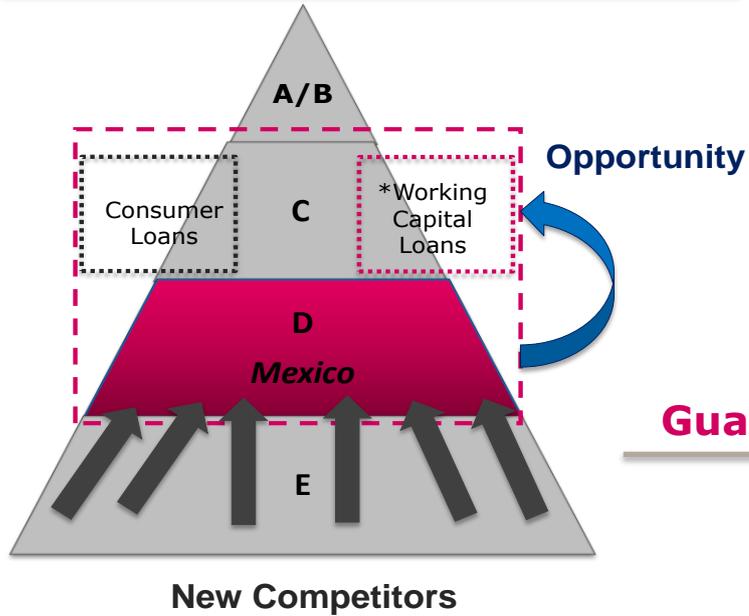
Clients per subsidiary



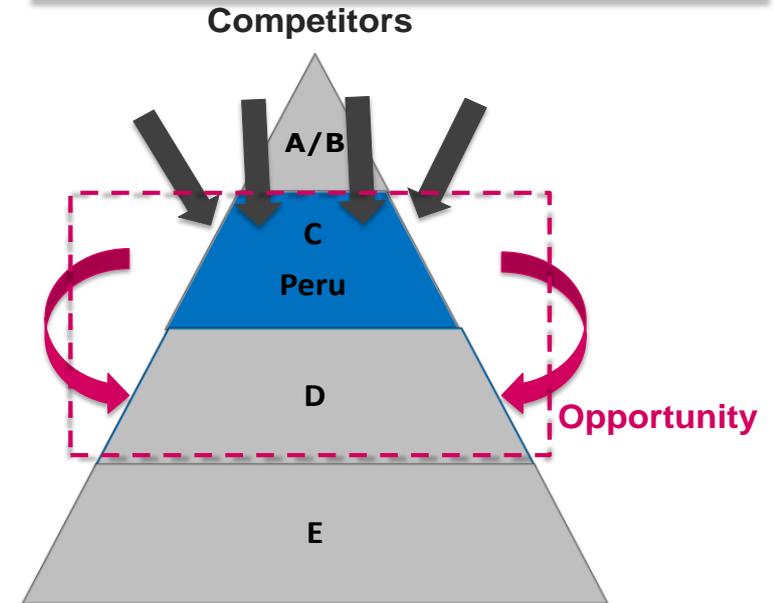
Mexico has an opportunity to serve more clients in C segment

Potential Market for Working Capital Loans

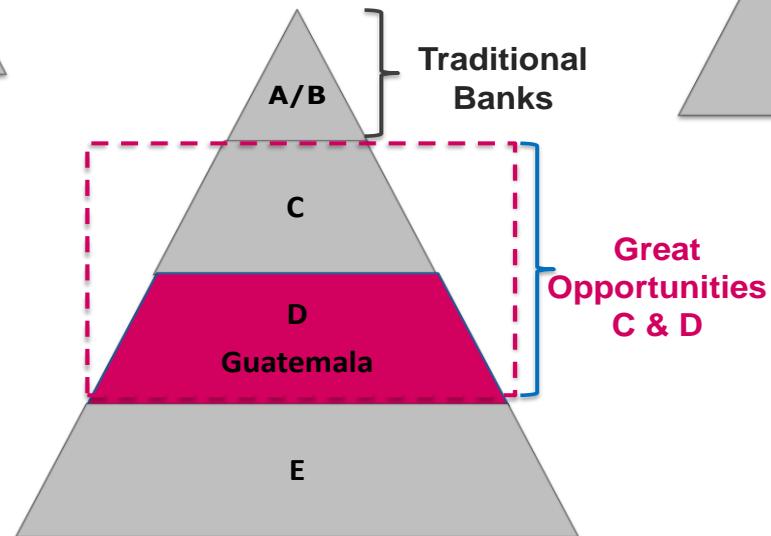
Mexico



Peru



Guatemala



Group and Individual Loans Mexico

	Group Loan "Credito Mujer"	Additional Loan	Improvement Loan	Life Insurance ⁽¹⁾
General Characteristics	<ul style="list-style-type: none"> > Groups form 10 to 50 women > Personal credits > Group guarantee > Working capital loan > Clients are automatically life insured at not cost ⁽¹⁾ Additional to the debt extinction in case of death 	<ul style="list-style-type: none"> > Working capital loan > Second loan offered simultaneously to Crédito Mujer clients > Clients must have completed 1 cycle under Crédito Mujer and must have a current loan of at least PS. 3,500 	<ul style="list-style-type: none"> > Credit to maintain or improve the client's house > To clients within 2 cycles in Crédito Mujer > Personal credit > Personal guarantee 	<ul style="list-style-type: none"> > To clients in Crédito Mujer > Up to 7 modules > No age limit > No medical restrictions > New benefits included
Loan size "Average Ticket"	Ps. 3,500 to Ps. 30,000 "Ps 4,986"	> Ps. 1,050 to Ps. 6,000 "Ps 1,579"	> Ps. 8,000 to Ps. 30,000 "Ps 8,100"	> Ps. 10,000 to Ps. 100,000
Maturity	<ul style="list-style-type: none"> > 16 weeks 	<ul style="list-style-type: none"> > 4 to 11 weeks > Maturity should equal that of Group Loan (W) 	<ul style="list-style-type: none"> > 6 to 24 months 	<ul style="list-style-type: none"> > 19 weeks
Contribution to Total Loan Portfolio	> 55.6%	> 0.6%	> 15.6%	> N/A
Contribution to Total Number of Clients	> 73.7%	> 2.6%	> 12.7%	> 61.1%
NPLs /Total Loan rank per product	• 1.72%	• 2.50%	• 3.70%	• N/A

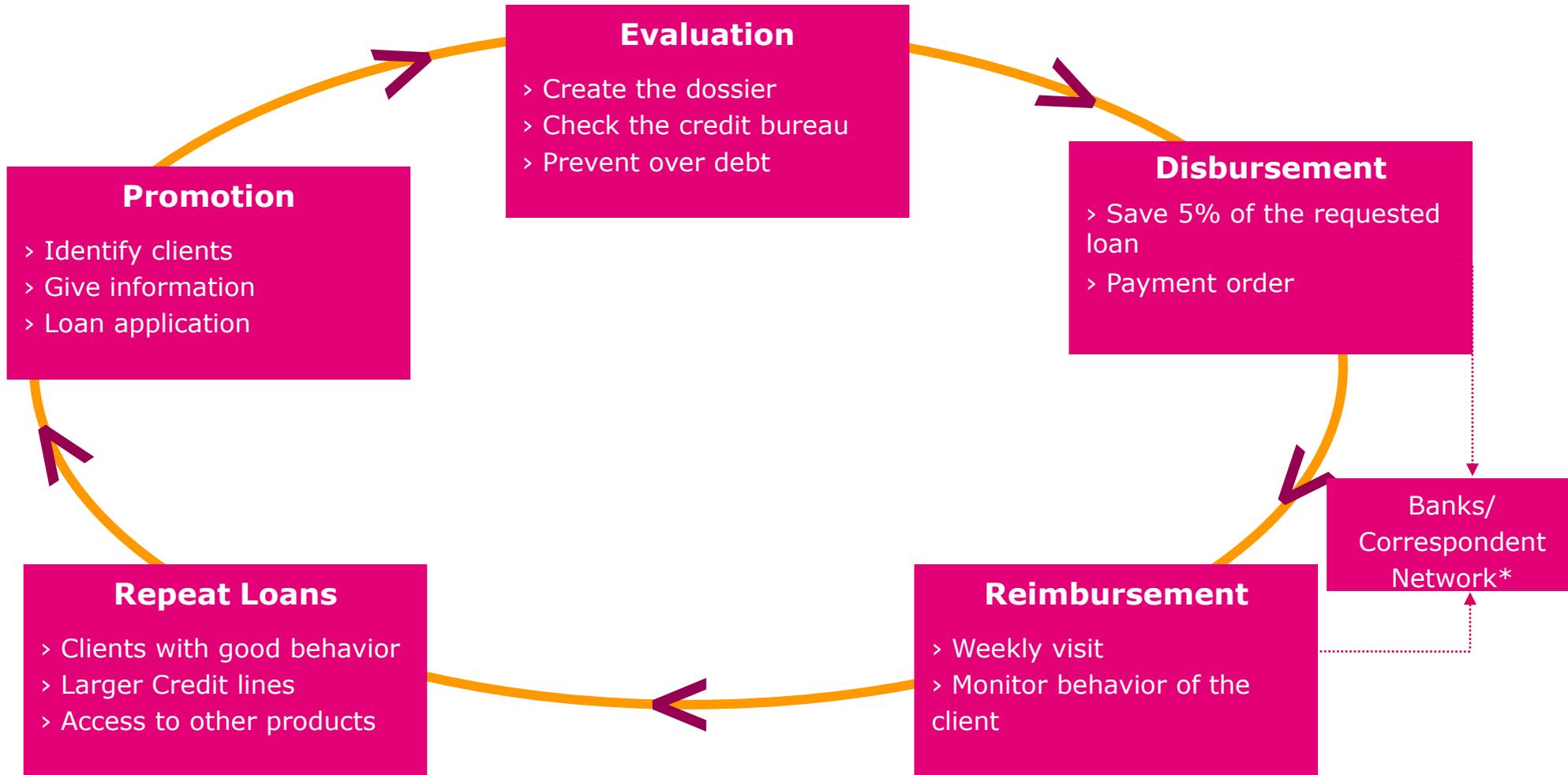
1) Banco Compartamos insures its clients with third parties

Group and Individual Loans Mexico

	Crédito Comerciante Loan	Personal Loan	Integral Life Insurance (2)
General Characteristics	<ul style="list-style-type: none"> > Working capital loan > Mainly in urban areas with less social cohesion > Group of 4 to 20 members (men and women) > Group guarantee > Personal loan 	<ul style="list-style-type: none"> > Working capital loan > Fixed assets and investments > Mainly in urban areas with less social cohesion > Personal guarantee 	<ul style="list-style-type: none"> > For clients of urban products and their spouse > Covers decease, terminal illness and total or permanent inability > No medical restrictions
Loan size "Average Ticket"	<ul style="list-style-type: none"> > Ps. 6,000 to Ps. 40,000 "Ps. 5,594" 	<ul style="list-style-type: none"> > Ps. 10,000 to Ps. 100,000 "Ps. 14,447" 	<ul style="list-style-type: none"> > Ps. 50,000, Ps. 100,000 or Ps. 150,000
Maturity	<ul style="list-style-type: none"> > 5 to 8 months 	<ul style="list-style-type: none"> > 4 to 24 months 	<ul style="list-style-type: none"> > 1 year
Contribution to Total Loan Portfolio	<ul style="list-style-type: none"> > 16.9% 	<ul style="list-style-type: none"> > 11.3% 	<ul style="list-style-type: none"> > N/A
Contribution to Total Number of Clients	<ul style="list-style-type: none"> > 20.0% 	<ul style="list-style-type: none"> > 5.2% 	<ul style="list-style-type: none"> > 14.6%
NPLs /Total Loan rank per product	<ul style="list-style-type: none"> • 3.91% 	<ul style="list-style-type: none"> • 6.06% 	<ul style="list-style-type: none"> • N/A

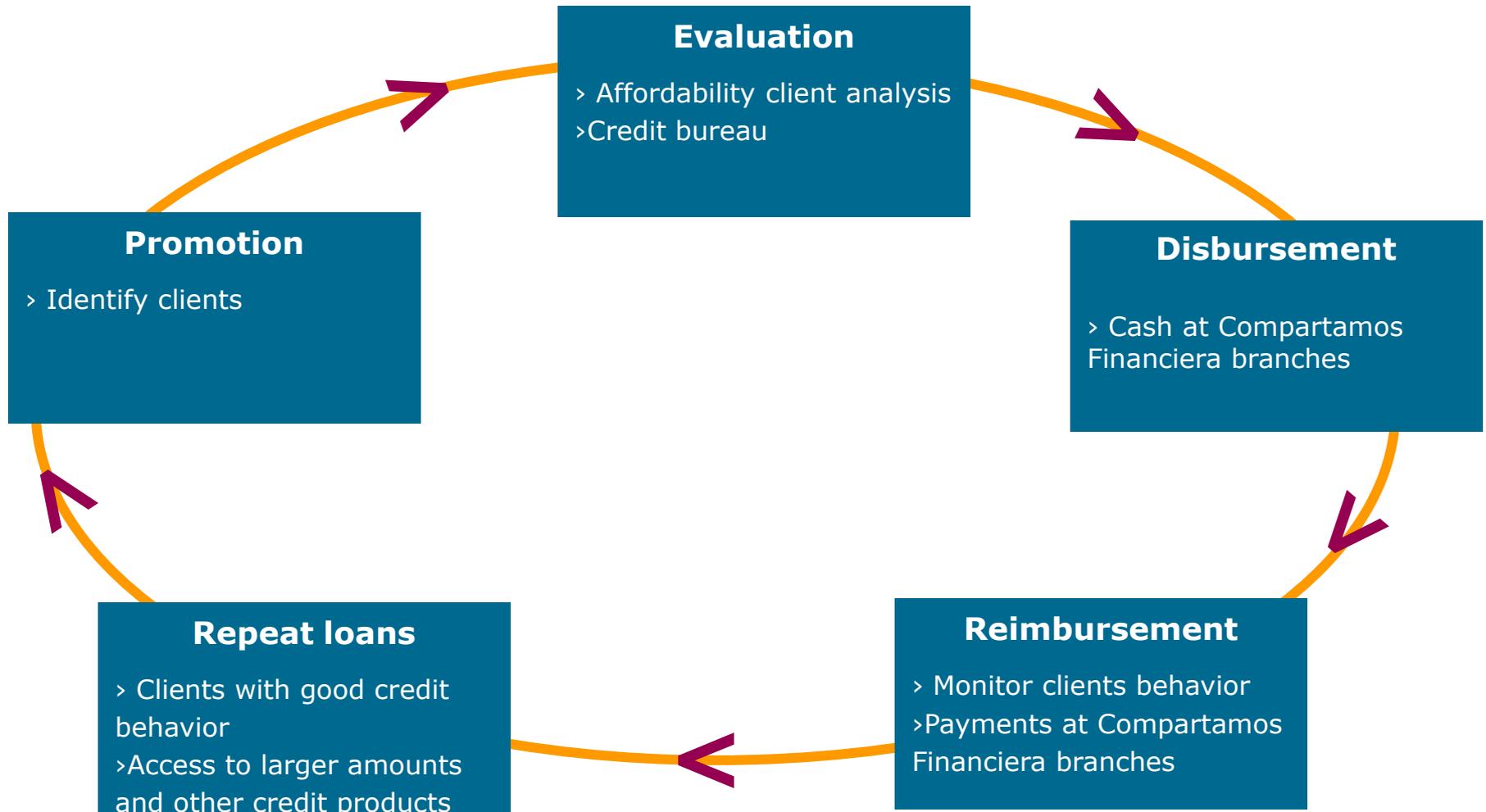
2) Banco Compartamos insures its clients with third parties

Business Flow - Mexico



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

Business Flow - Peru

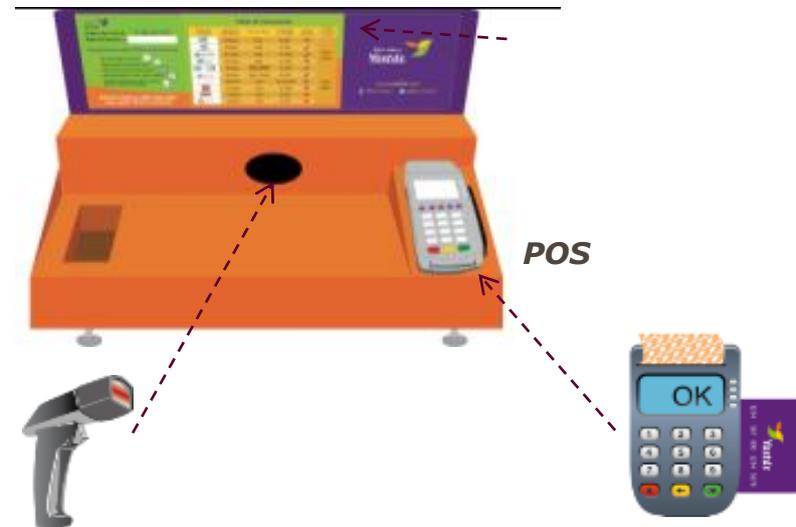


YASTÁS (Correspondent Network)

- Around **3,200 affiliates**
 - **Over 750** affiliates can execute financial transactions
- Presence in **4 Mexican States**: Veracruz, Chiapas, Puebla and Estado de Mexico



Fees



ATERNA (Microinsurance broker)



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





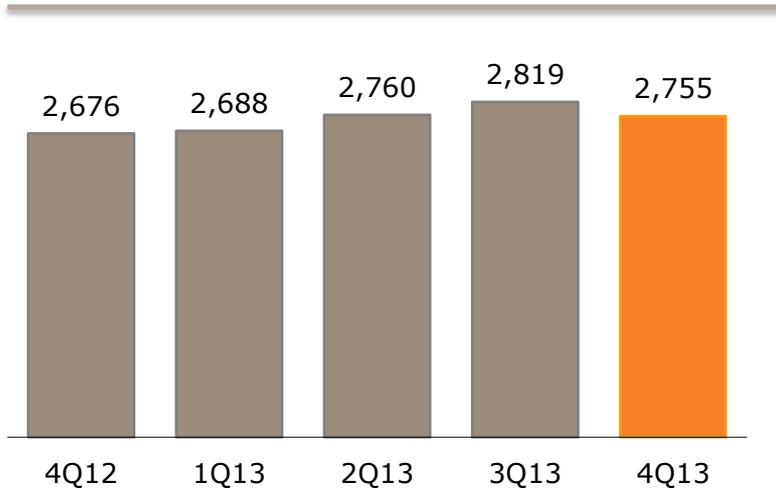
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**Growth and
Profitability**

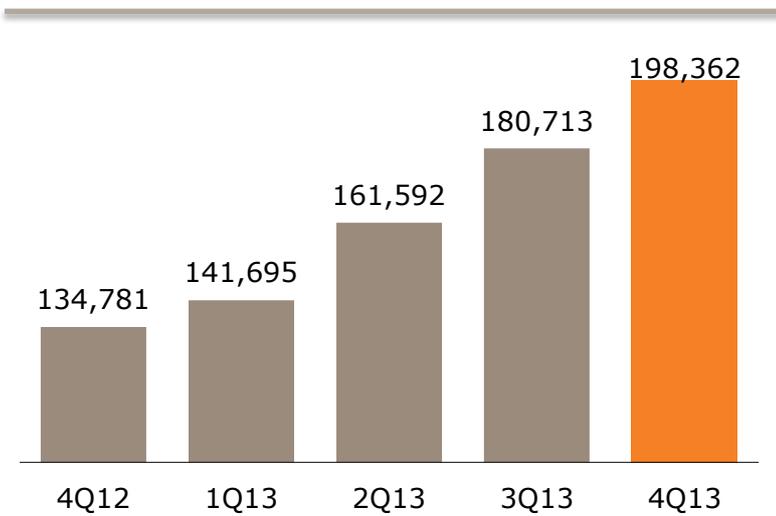


Clients

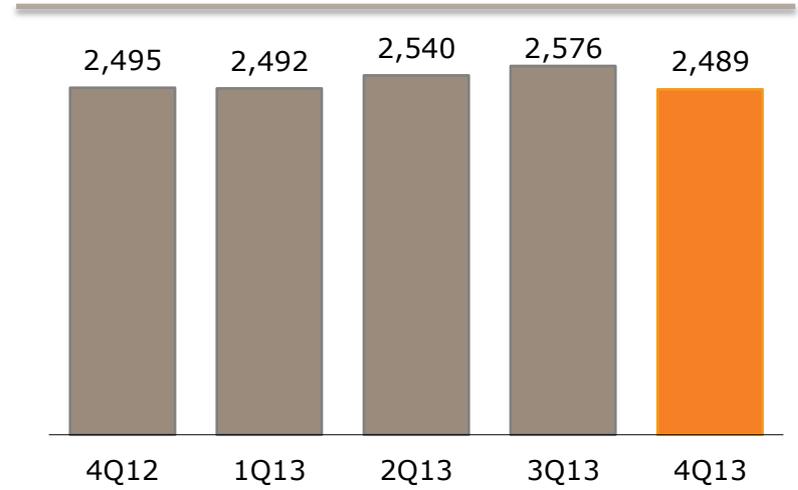
ENTERA (thousand)



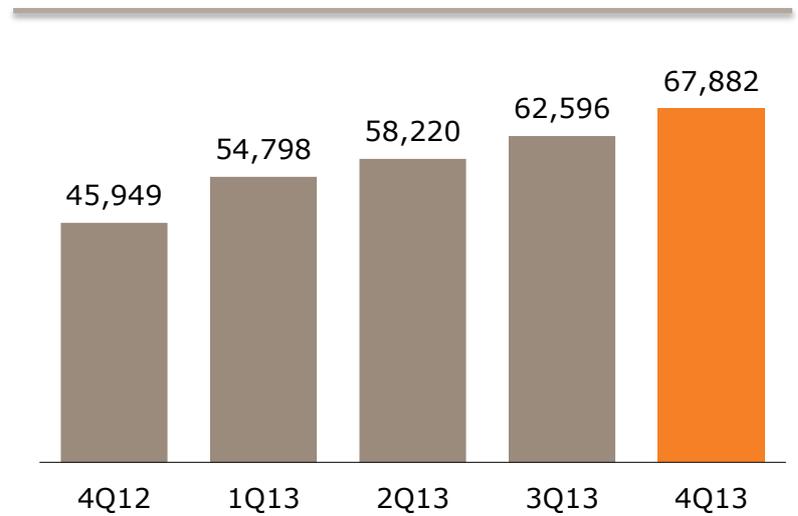
Peru



Banco (thousand)



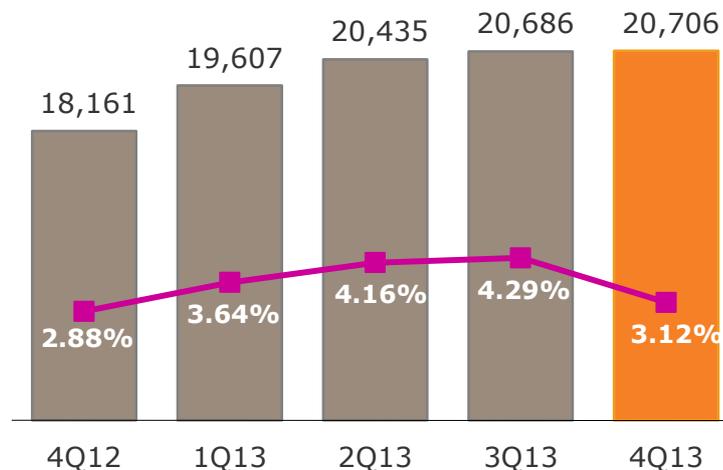
Guatemala*



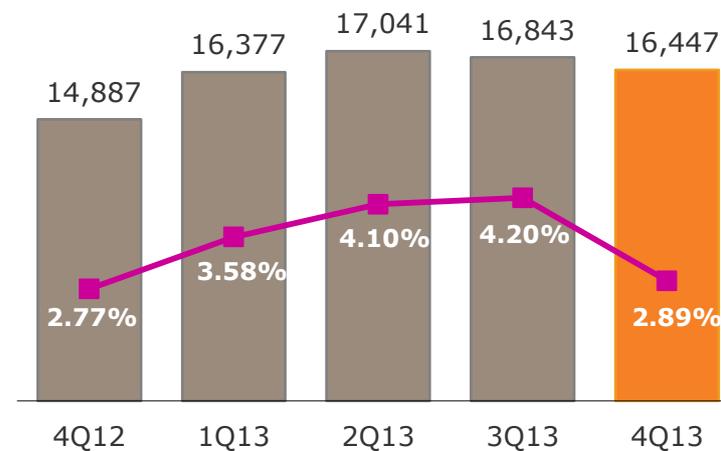
* Started operations in June, 2011

Total Portfolio – NPL %

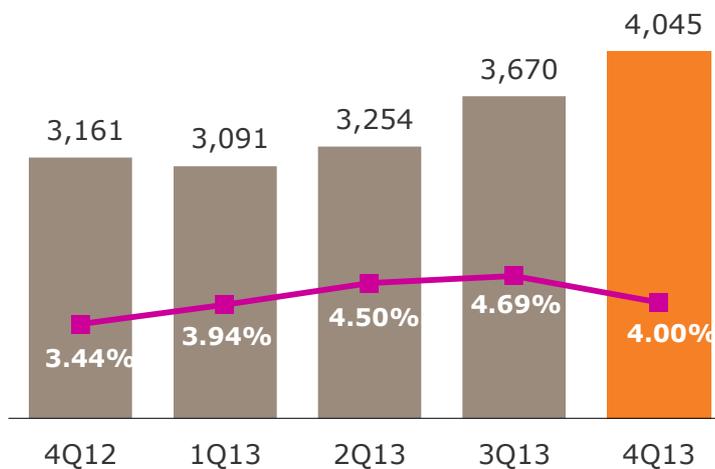
GENTERA (Ps. million)



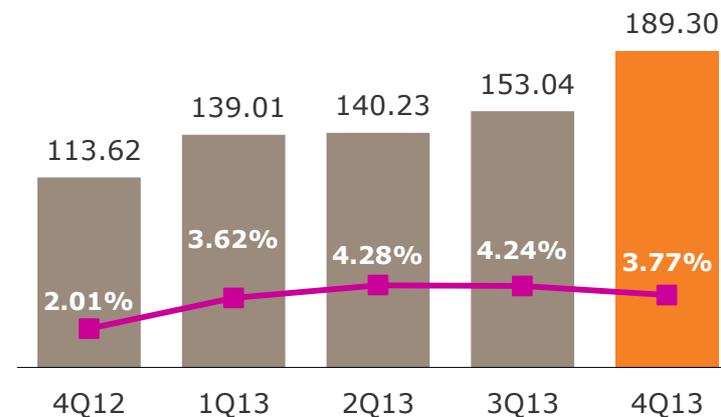
Banco (Ps. million)



Peru (Ps. million)



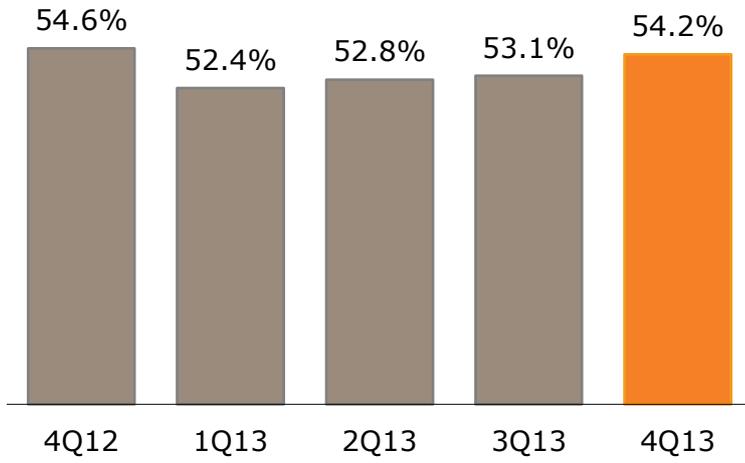
Guatemala (Ps. million)



- Banco Compartamos changed its write-off policy in 4Q13 (from 270 days to 180 days)

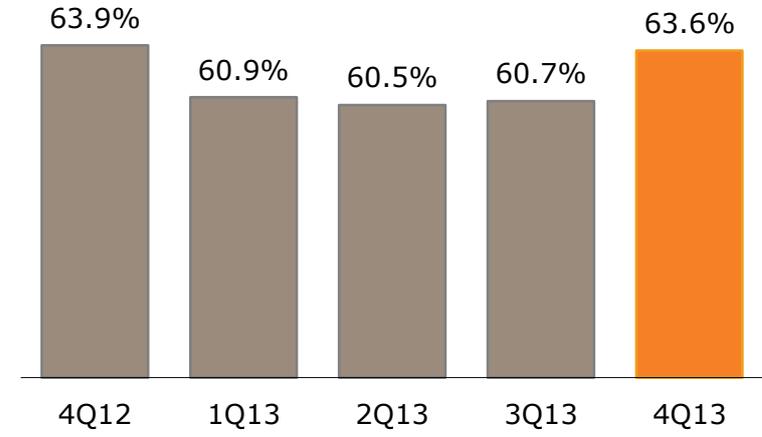
NIM (%)

GENTERA

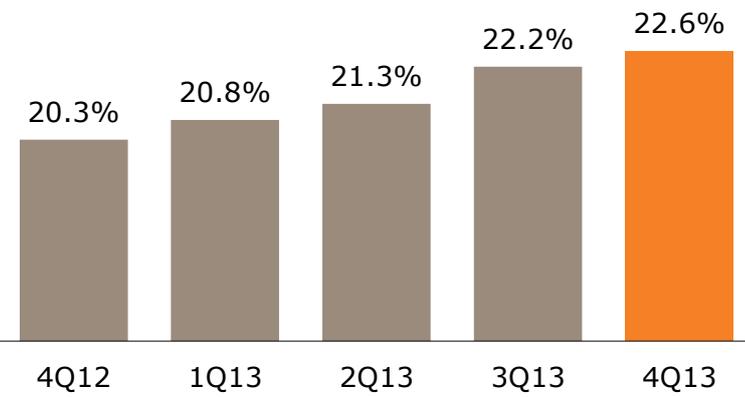



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FY13: **52.6%**

Banco

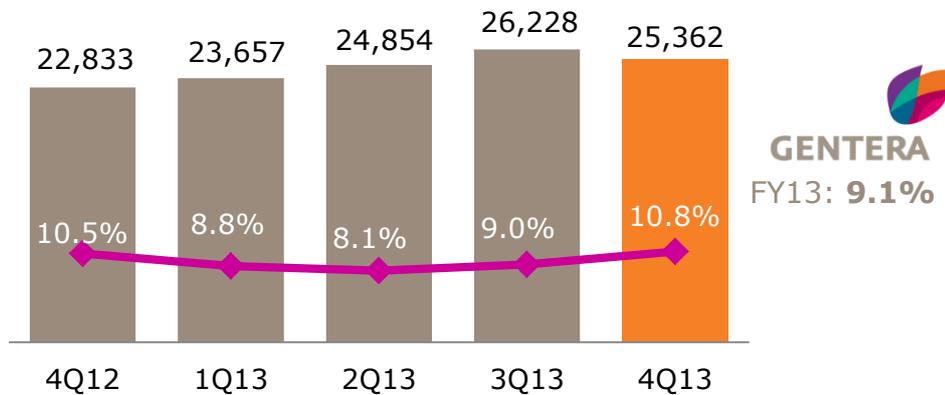


Peru

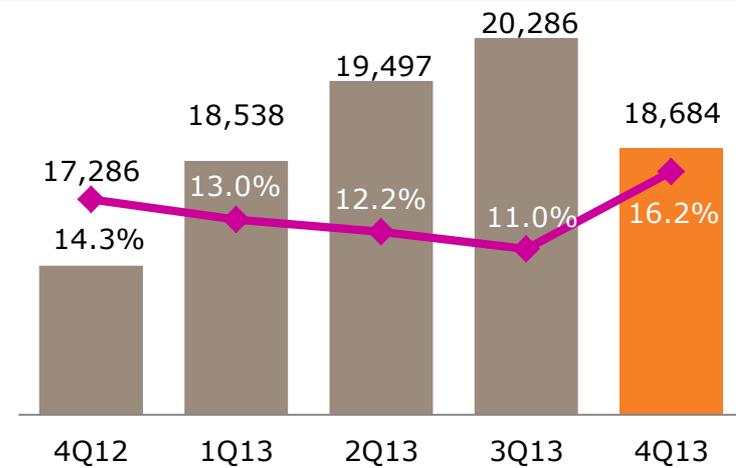


Assets - ROAA

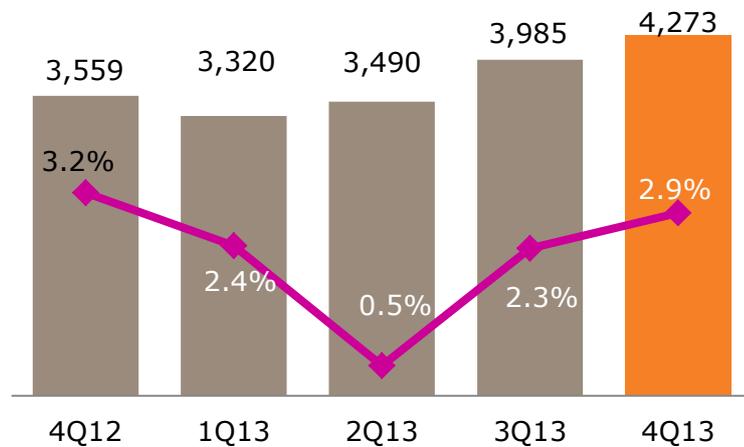
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Banco

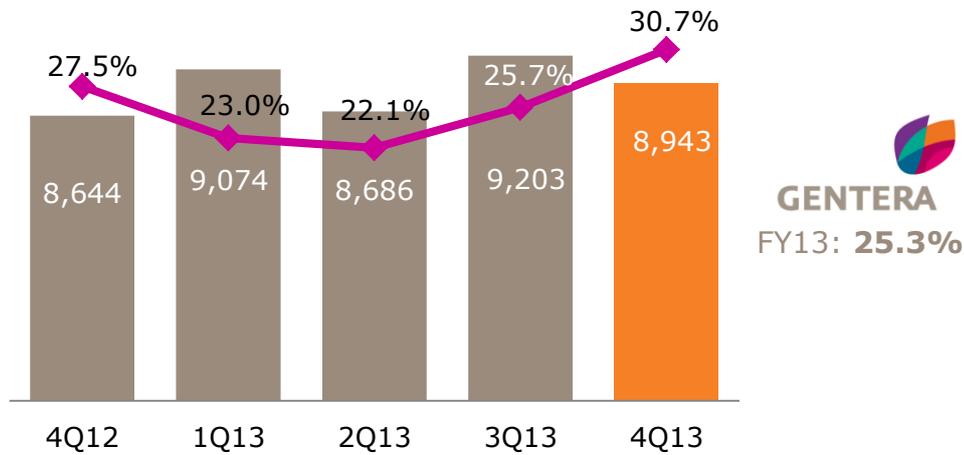


Peru

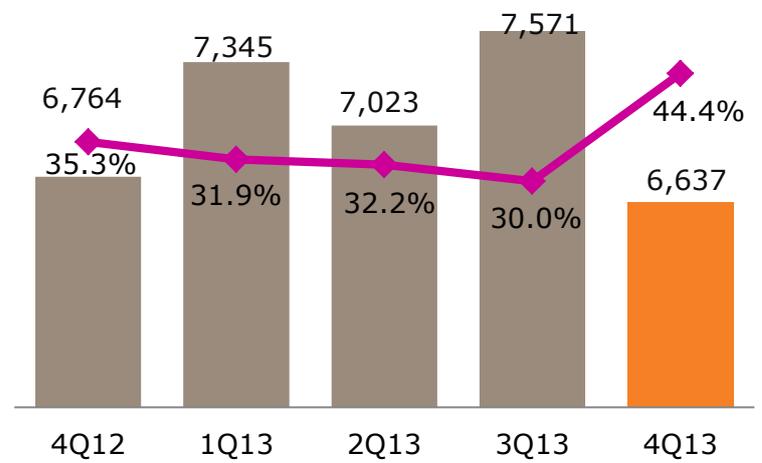


Equity -ROAE

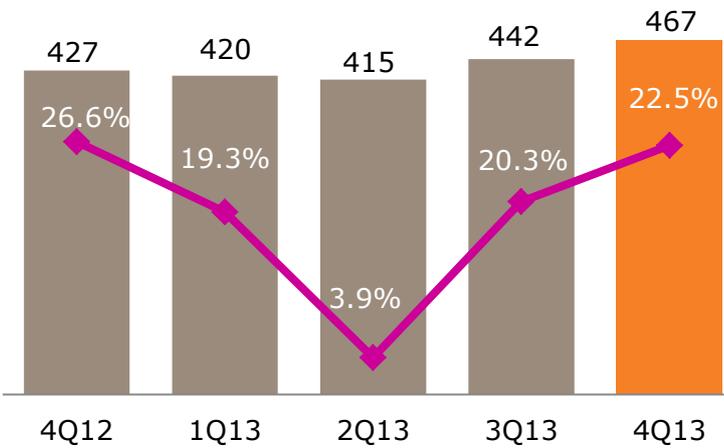
GENEREA



Banco



Peru

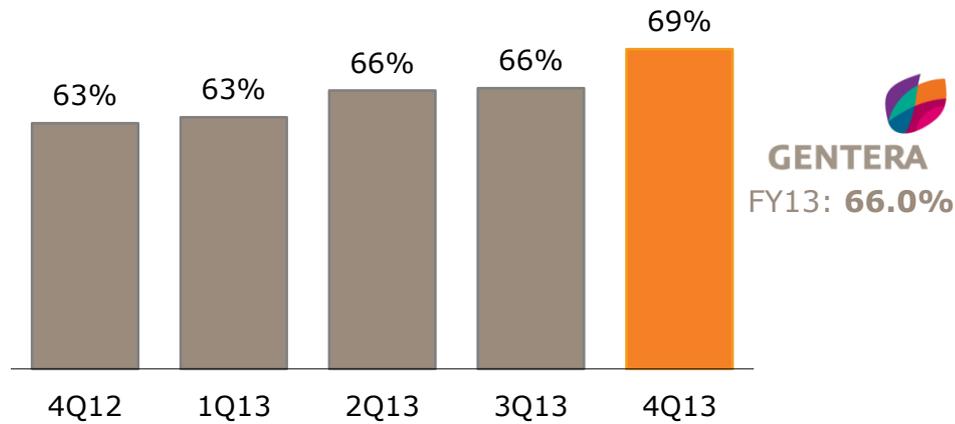


Equity in Ps. million

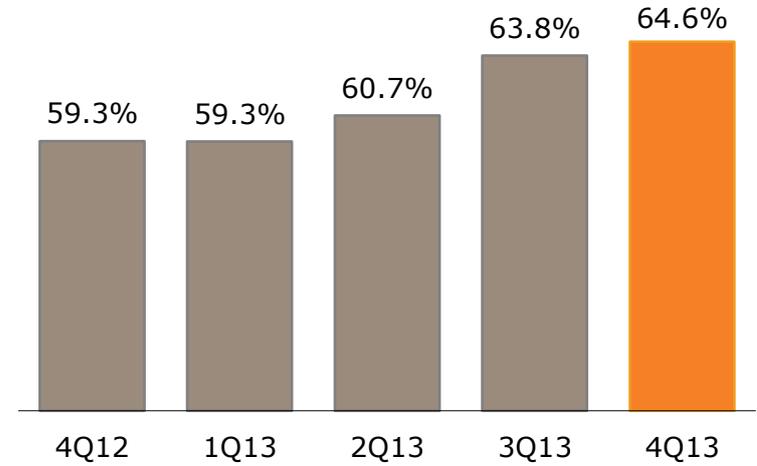
ROAE: (Net Income / Average Equity)

Efficiency Ratio

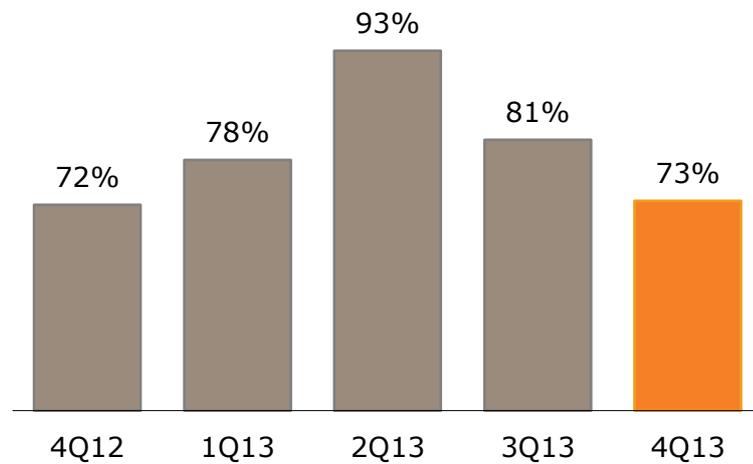
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Banco



Peru





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**Financial
Information
4Q13**



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	4Q13	4Q12	3Q13	% Change		2013	2012	% Change
				Annual	Quarter			
Clients	2,754,860	2,675,758	2,819,000	3.0%	-2.3%	2,754,860	2,675,758	3.0%
Portfolio *	20,706	18,161	20,686	14.0%	0.1%	20,706	18,161	14.0%
Net Income *	697	573	574	21.6%	21.4%	2,271	2,021	12.4%
NPLs / Total Portfolio	3.12%	2.88%	4.29%	0.2 pp	-1.2 pp	3.12%	2.88%	0.2 pp
ROA	10.8%	10.5%	9.0%	0.3 pp	1.8 pp	9.1%	10.0%	-0.9 pp
ROE	30.7%	27.5%	25.7%	3.2 pp	5.1 pp	25.3%	25.1%	0.2 pp
NIM	54.2%	54.6%	53.1%	-0.3 pp	1.2 pp	52.6%	51.1%	1.4 pp
Efficiency Ratio	69.3%	62.5%	65.8%	6.8 pp	3.6 pp	66.0%	63.6%	2.5 pp
Capital / Total Assets	35.3%	37.9%	35.1%	-2.6 pp	0.2 pp	35.3%	37.9%	-2.6 pp
Average Loan (Ps.)	7,516	6,787	7,338	10.7%	2.4%	7,516	6,787	10.7%
Employees	19,340	16,601	18,787	16.5%	2.9%	19,340	16,601	16.5%
Service Offices	577	536	574	7.6%	0.5%	577	536	7.6%

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

Summary	Mexico		Peru		Guatemala	
	4Q13	Δ vs 4Q12	4Q13	Δ vs 4Q12	4Q13	Δ vs 4Q12
Clients	2,488,616	-0.3%	198,362	47.2%	67,882	47.7%
Portfolio* (Millions of pesos)	16,447	10.5%	4,045	28.0%	189	66.6%
ROAA	16.2%	1.86 pp	2.9%	-0.32 pp	-4.7%	-3.09 pp
ROAE	44.4%	9.07 pp	26.3%	-0.37 pp	-4.9%	-3.27 pp
NIM	63.6%	-0.30 pp	22.6%	2.33 pp	53.2%	18.34 pp
NPL	2.89%	0.13 pp	4.00%	0.56 pp	3.77%	1.76 pp
Write-offs (millions of pesos)	623	338.7%	48.1	-23.1%	2.9	180.8%
Coverage Ratio	184.2%	-0.47 pp	211.7%	-25.87 pp	111.8%	-53.88 pp
Employees	17,074	14.6%	1,782	17.9%	484	56.1%
Service Offices	507	4.8%	42	23.5%	28	55.6%

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



Balance Sheet



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	4Q13	4Q12	% Change 4Q12	3Q13	% Change 3Q13
Cash and other investments	2,533	2,955	-14.3%	3,830	-33.9%
Derivatives	-	-	-	-	-
Total performing loans	20,061	17,638	13.7%	19,799	1.3%
Non-performing loans	645	523	23.3%	887	-27.3%
Total loan portfolio	20,706	18,161	14.0%	20,686	0.1%
Allowance for loan losses	1,228	1,024	19.9%	1,420	-13.5%
Loan portfolio, net	19,478	17,137	13.7%	19,266	1.1%
Other accounts receivable	468	493	-5.1%	393	19.1%
Fixed assets	976	733	33.2%	977	-0.1%
Permanent investment	-	-	-	-	-
Other assets	1,192	739	61.3%	1,039	14.7%
Goodwill	715	776	-7.9%	723	-1.1%
Total assets	25,362	22,833	11.1%	26,228	-3.3%
Deposits	704	1,242	-43.3%	1,366	-48.5%
Long Term Debt Issuance	8,537	6,549	30.4%	8,539	0.0%
Interbank loans	5,981	5,337	12.1%	5,308	12.7%
Other accounts payable	1,197	1,061	12.8%	1,812	-33.9%
Total liabilities	16,419	14,189	15.7%	17,025	-3.6%
Capital stock	4,764	4,629	2.9%	4,764	0.0%
Premium on sale of stock	763	898	-15.0%	763	0.0%
Capital reserves	731	602	21.4%	755	-3.2%
Retained earnings	207	207	0.0%	1,125	-81.6%
Cumulative effect adjustment	43	119	-63.9%	55	-21.8%
Net income for the year	2,264	2,010	12.6%	1,537	47.3%
Participation (in net income) from controlling company	8,772	8,465	3.6%	8,999	-2.5%
Participation (in net income) from non-controlling comp:	171	179	-4.5%	204	-16.2%
Total stockholders' equity	8,943	8,644	3.5%	9,203	-2.8%
Total liabilities and stockholders' equity	25,362	22,833	11.1%	26,228	-3.3%

Income Statement



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	4Q13	4Q12	% Change 4Q12	3Q13	% Change 3Q13	2013	2012	% Change 2012
Interest income	3,346	2,890	15.8%	3,243	3.2%	12,590	10,102	24.6%
Interest expense	213	208	2.4%	200	6.5%	818	718	13.9%
Net Interest Income	3,133	2,682	16.8%	3,043	3.0%	11,772	9,384	25.4%
Provisions for loan losses	487	355	37.2%	409	19.1%	1,608	991	62.3%
Net interest income after provisions	2,646	2,327	13.7%	2,634	0.5%	10,164	8,393	21.1%
Commissions and fee income	213	137	55.5%	264	-19.3%	761	437	74.1%
Commissions and fee expense	161	118	36.4%	161	0.0%	606	428	41.6%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(17)	27	N/C	(27)	N/C	(77)	37	N/C
Operating Expenses	1,859	1,484	25.3%	1,782	4.3%	6,763	5,365	26.1%
Net operating income	822	889	-7.5%	928	-11.4%	3,479	3,074	13.2%
Total income before income tax	822	889	-7.5%	928	-11.4%	3,479	3,074	13.2%
Income tax								
Current	106	376	-71.8%	376	-71.8%	1,207	1,159	4.1%
Deferred	19	(60)	N/C	(22)	N/C	1	(106)	N/C
Net income	697	573	21.6%	574	21.4%	2,271	2,021	12.4%
Participation (in net income) from controlling company	727	575	26.4%	535	35.9%	2,264	2,010	12.6%
Participation (in net income) from non-controlling company	(30)	(2)	N/C	39	N/C	7	11	-36.4%

Summary



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



	4Q13	4Q12	3Q13	% Change		2013	2012	% Annual
				Annual	Quarter			
Clients	2,488,616	2,495,028	2,575,691	-0.3%	-3.4%	2,488,616	2,495,028	-0.3%
Portfolio	16,447	14,887	16,843	10.5%	-2.4%	16,447	14,887	10.5%
Net Income	788	595	548	32.4%	43.8%	2,496	2,051	21.7%
NPLs / Total Portfolio	2.89%	2.77%	4.20%	0.13 pp	-1.31 pp	2.89%	2.77%	0.13 pp
ROA	16.2%	14.3%	11.0%	1.86 pp	5.16 pp	13.0%	13.1%	-0.17 pp
ROE	44.4%	35.3%	30.0%	9.07 pp	14.33 pp	34.9%	31.2%	3.72 pp
Efficiency Ratio	64.6%	59.3%	63.8%	5.27 pp	0.74 pp	62.2%	61.3%	0.86 pp
ICAP	27.8%	33.4%	31.3%	-5.63 pp	-3.56 pp	27.8%	33.4%	-5.6 pp
Capital / Total Assets	35.5%	39.1%	37.3%	-3.61 pp	-1.80 pp	35.5%	39.1%	-3.61 pp
Average Loan per Client	6,609	5,967	6,539	10.8%	1.1%	6,609	5,967	10.8%
Employees	16,935	14,620	16,481	15.8%	2.8%	16,935	14,620	15.8%
Service Offices	507	484	504	4.8%	0.6%	507	484	4.8%

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

Balance Sheet



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

	4Q13	4Q12	% Change Annual	3Q13	% Change Quarter
Cash and other investments	1,115	1,635	-31.8%	2,433	-54.2%
Related parties	-	-	0.0%	304	N/C
Total performing loans	15,971	14,475	10.3%	16,135	-1.0%
Non-performing loans	476	412	15.5%	708	-32.8%
Total loan portfolio	16,447	14,887	10.5%	17,147	-4.1%
Allowance for loan losses	877	761	15.2%	1,077	-18.6%
Loan portfolio, net	15,570	14,126	10.2%	16,070	-3.1%
Other accounts receivable	389	457	-14.9%	305	27.5%
Fixed assets	648	525	23.4%	663	-2.3%
Other assets	962	543	77.2%	815	18.0%
Total assets	18,684	17,286	8.1%	20,286	-7.9%
Deposits	39	618	-93.7%	640	-93.9%
Long Term Debt Issuance	8,537	6,549	30.4%	8,539	0.0%
Interbank loans	2,884	2,874	0.3%	2,561	12.6%
Other accounts payable	587	481	22.0%	975	-39.8%
Total liabilities	12,047	10,522	14.5%	12,715	-5.3%
Capital stock	497	480	3.5%	497	0.0%
Capital reserves	487	487	0.0%	487	0.0%
Retained earnings	3,157	3,746	-15.7%	4,879	-35.3%
Net income for the year	2,496	2,051	21.7%	1,708	46.1%
Total stockholders' equity	6,637	6,764	-1.9%	7,571	-12.3%
Total liabilities and stockholders' equity	18,684	17,286	8.1%	20,286	-7.9%

Income Statement



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

	4Q13	4Q12	% Change Annual	3Q13	% Change Quarter	2013	2012	% Change
Interest income	3,003	2,632	14.1%	2,950	1.8%	11,401	9,168	24.4%
Interest expense	145	146	-0.7%	152	-4.6%	575	503	14.3%
Net Interest Income	2,858	2,486	15.0%	2,798	2.1%	10,826	8,665	24.9%
Provisions for loan losses	423	302	40.1%	349	21.2%	1,371	819	67.4%
Net interest income after provisions	2,435	2,184	11.5%	2,449	-0.6%	9,455	7,846	20.5%
Commissions and fee income	208	96	116.7%	95	118.9%	482	338	42.6%
Commissions and fee expense	89	92	-3.3%	87	2.3%	357	357	0.0%
Trading gains (losses)	-	-	-	-	-	-	-	-
Other operating income (expense)	(25)	11	N/C	(35)	N/C	(75)	49	N/C
Operating Expenses	1,633	1,304	25.2%	1,546	5.6%	5,911	4,830	22.4%
Net operating income	896	895	0.1%	876	2.3%	3,594	3,046	18.0%
Income tax								
Current	88	323	-72.8%	319	-72.4%	1,093	979	11.6%
Deferred	20	(23)	N/C	9	122.2%	5	16	-68.8%
Net income	788	595	32.4%	548	43.8%	2,496	2,051	21.7%

Figures expressed in Mexican pesos (millions)

NPLs & Allowance for Loan Losses



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

NPL's by Product

NON PERFORMING LOANS BY PRODUCT												
PRODUCT	4Q13				4Q12				3Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE-OFFS
C. Mujer	9,149	158	1.72%	226	9,284	209	2.25%	63	9,437	262	2.78%	143
C. Comerciante	2,784	108	3.91%	107	1,739	64	3.68%	22	2,618	129	4.92%	55
Subtotal Grupal	11,933	266	2.23%	333	11,023	273	2.47%	85	12,055	391	3.24%	198
C. Individual	1,853	112	6.06%	145	1,444	44	3.02%	15	2,033	161	7.93%	35
C. Adicional	102	3	2.50%	4	159	6	3.84%	2	121	4	3.38%	3
C. Mejora tu Casa/Crece y Mejora	2,559	95	3.70%	141	2,261	89	3.95%	40	2,634	152	5.77%	59
Subtotal Individual	4,514	210	4.64%	290	3,864	139	3.60%	57	4,788	317	6.63%	97
TOTAL	16,447	476	2.89%	623	14,887	412	2.77%	142	16,843	708	4.20%	295

Product	NPL Dec'13 (1)
C. Mujer	2.71%
C. Comerciante	5.56%
C. Individual	10.02%
C. Adicional	4.24%
C. Mejora Casa/Crece y Mejora	6.22%
Total Portfolio	4.60%

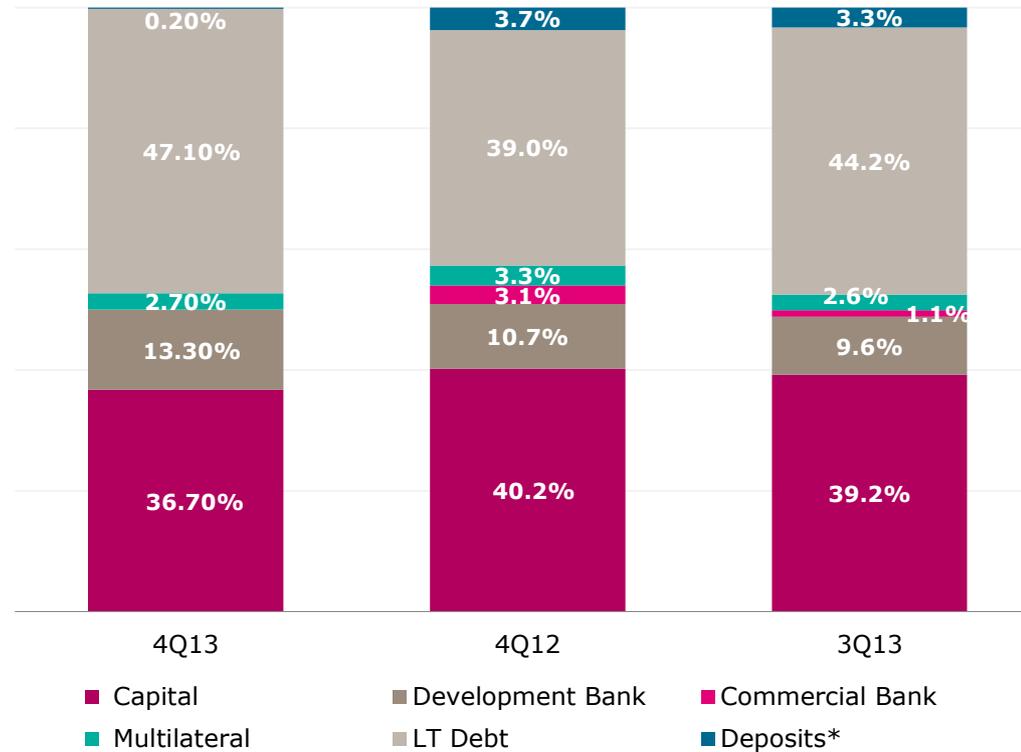
1) NPL computed with the previous write-off policy

Allowance for Loan Losses

Risk	4Q13			4Q12			3Q13		
	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance	%Allowance	Balance	Allowance
A-1	0.5%	11,189	55	0.4%	10,325	46	0.5%	11,151	53
A-2	2.2%	367	8	2.3%	347	8	2.3%	396	9
B-1	3.4%	33	1	3.5%	75	3	3.5%	40	1
B-2	4.5%	19	1	4.5%	62	3	4.5%	26	1
B-3	5.7%	201	11	5.7%	196	11	5.7%	215	12
C-1	6.7%	3,139	210	6.7%	2,689	180	6.7%	3,074	206
C-2	9.4%	633	60	9.4%	467	44	9.5%	845	81
D	25.3%	159	40	24.6%	109	27	24.8%	168	42
E	69.4%	706	490	71.4%	615	439	72.2%	928	670
Total		16,446	877		14,887	761		16,843	1,076
Coverage Ratio¹			1.84			1.85			1.52

* Figures expressed in Mexican pesos (millions)

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

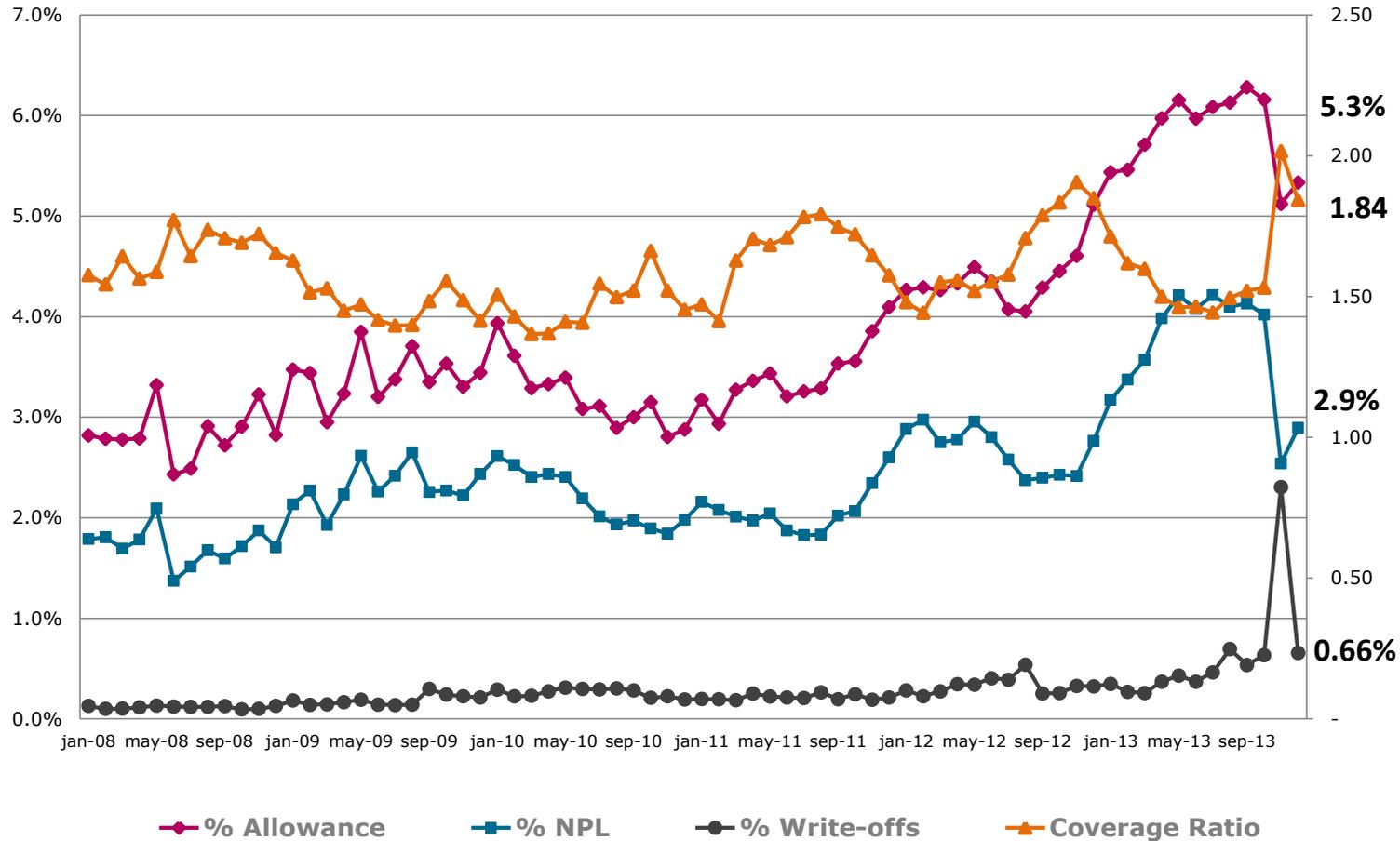


Banco Compartamos has a diversified funding structure

NPLs, Write offs & Coverage



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



Banco Compartamos Coverage Ratio = 1.84

Summary



Compartamos Financiera (Peru).

Summary	4Q13	4Q12	3Q13	Change 4Q13 vs 4Q12
Clients	198,362	134,781	180,713	47.2%
Portfolio	4,045	3,161	3,670	28.0%
Net income	30	27	22	9.8%
NPLs / Total portfolio	4.0%	3.4%	4.7%	0.56 pp
ROA	2.9%	3.2%	2.3%	-0.32 pp
ROE	26.3%	26.6%	20.3%	-0.37 pp
Efficiency ratio	72.7%	72.2%	80.7%	0.54 pp
Capitalization Index	10.6%	10.8%	10.6%	-0.23 pp
Total stockholders' equity / Total Assets	10.9%	12.0%	11.1%	-1.08 pp
Average Loan per client	20,391	23,454	20,306	-13.1%
Employees	1,782	1,511	1,697	17.9%
Service offices	42	34	42	8

Peru figures are reported under Mexican GAAP.

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

Committed to Generate Human, Social and Economic Value

Balance Sheet



Compartamos Financiera (Peru).

	4Q13	4Q12	% Change Annual	3Q13	% Change Quarter
Cash and other investments	482.0	564.0	-14.5%	546.9	-11.9%
Total performing loans	3,882.9	3,052.3	27.2%	3,497.5	11.0%
Non-performing loans	161.9	108.8	48.8%	172.1	-6.0%
Total loan portfolio	4,044.7	3,161.1	28.0%	3,669.6	10.2%
Allowance for loan losses	342.8	258.5	32.6%	336.1	2.0%
Loan portfolio, net	3,702.0	2,902.6	27.5%	3,333.5	11.1%
Other accounts receivable	1.1	1.6	-30.6%	2.1	-47.5%
Fixed assets	58.1	52.3	11.1%	55.0	5.7%
Other assets	30.1	38.5	-21.8%	48.0	-37.3%
Total assets	4,273.2	3,559.0	20.1%	3,985.5	7.2%
Deposits	664.6	623.3	6.6%	726.0	-8.4%
Long term debt issuance	0.0	0.0	-	0.0	-
Interbank loans	3,096.5	2,462.9	25.7%	2,747.3	12.7%
Other accounts payable	45.4	45.7	-0.8%	70.1	-35.3%
Total liabilities	3,806.5	3,131.9	21.5%	3,543.4	7.4%
Capital stock	380.8	296.4	28.5%	380.8	0.0%
Capital reserves	44.6	35.3	26.4%	44.7	-0.2%
Foreign exchange effect	-0.2	35.8	-100.6%	4.9	N/C
Retained earnings	-34.6	-45.8	-24.5%	-34.6	0.0%
Net income for the year	76.1	105.4	-27.8%	46.2	64.5%
Total stockholders' equity	466.7	427.1	9.3%	442.1	5.6%
Total liabilities and stockholders' equity	4,273.2	3,559.0	20.1%	3,985.5	7.2%

FX (End of period):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q12	2.550	12.9658	5.0846
3Q13	2.782	13.1747	4.7357
4Q13	2.795	13.0843	4.6813

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



Compartamos Financiera (Peru)

	4Q13	4Q12	% Change Annual	3Q13	% Change Quarter	2013	2012	% Change
Interest income	306.1	236.8	29.3%	259.4	18.0%	1,057.5	873.6	21.1%
Interest expense	68.1	62.7	8.5%	48.5	40.2%	243.0	214.6	13.2%
Net interest income	238.1	174.1	36.8%	210.8	12.9%	814.5	659.0	23.6%
Provisions for loan losses	59.0	49.3	19.6%	57.3	2.9%	221.8	162.6	36.4%
Net interest income after provisions	179.1	124.7	43.6%	153.5	16.7%	592.7	496.4	19.4%
Commissions and fee income	2.1	6.6	-67.7%	0.4	N/C	5.2	23.6	-77.8%
Commissions and fee expenses	2.1	-7.2	-129.8%	1.3	63.9%	4.6	1.5	N/C
Trading gains (losses)	0.0	0.0	-	0.0	-	0.0	0.0	-
Other operating income (expense)	6.1	5.0	21.1%	4.7	29.7%	20.7	17.0	21.8%
Operating expenses	134.6	103.6	29.9%	127.0	6.0%	492.5	383.8	28.3%
Net operating income	50.5	39.9	26.5%	30.3	66.8%	121.6	151.8	-19.9%
Total income before income tax	50.5	39.9	26.5%	30.3	66.8%	121.6	151.8	-19.9%
Income tax								
Current	22.9	14.0	63.2%	10.1	126.5%	50.3	48.9	2.7%
Deferred	-2.2	-1.2	76.1%	-1.6	36.3%	-4.7	-2.1	130%
Net income	29.8	27.2	9.8%	21.8	37.0%	76.1	104.9	-27.5%

FX (Average):	Soles - Dollars	Pesos MX - Dollars	Pesos MX - Soles
4Q12	2.5847	12.9482	5.0096
3Q13	2.7860	12.9154	4.6358
4Q13	2.7837	13.0213	4.6778

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

NPLs Breakdown



Compartamos Financiera (Peru)

NON PERFORMING LOANS BY CREDIT TYPE												
CREDIT TYPE	4Q13				4Q12				3Q13			
	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS	TOTAL PORTFOLIO	NPL	NPL RATIO	WRITE OFFS
Commercial	1,501.03	70.05	4.67%	22.24	1,112.51	53.96	4.85%	21.02	1,166.66	78.01	6.69%	5.62
Microenterprise	2,007.69	74.55	3.71%	22.30	1,449.02	46.65	3.22%	34.23	1,643.26	75.33	4.58%	16.72
Consumption	521.62	17.29	3.31%	3.57	587.81	8.18	1.39%	7.35	847.67	18.78	2.22%	4.35
Mortgage loan	14.41	0.00	0.00%	0.00	11.77	0.00	0.00%	0.00	12.02	0.00	0.00%	-
TOTAL	4,044.75	161.88	4.00%	48.11	3,161.12	108.79	3.44%	62.60	3,669.61	172.13	4.69%	26.69



Summary



Compartamos S.A. (Guatemala)

Summary	4Q13	4Q12	3Q13	% Change	
				Annual	Quarter
Clients	67,882	45,949	62,596	47.7%	8.4%
Portfolio	189.3	113.6	153.0	66.6%	23.7%
Net Income	(3.4)	(1.0)	(5.0)	N/C	N/C
NPLs / Total Portfolio	3.77%	2.01%	4.24%	1.76 pp	-0.46 pp
ROA	-4.7%	-1.6%	-7.4%	N/C	2.75 pp
ROE	-4.9%	-1.6%	-7.8%	N/C	2.88 pp
Efficiency Ratio	100.0%	94.1%	107.6%	5.88 pp	-7.64 pp
ICAP	98.8%	135.1%	104.9%	N/C	-6.13 pp
Capital / Total Assets	95.4%	97.6%	95.4%	-2.23 pp	-0.06 pp
Average Loan per Client	2,789	2,473	2,445	12.8%	14.1%
Employees	484	310	475	56.1%	1.9%
Service Offices	28	18	28	55.6%	0.0%

Exchange rate as of December 31, 2013 from Quetzales to USD: 7.8414

Exchange rate as of December 31, 2013 from USD to MXP: 13.0843

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

Committed to Generate Human, Social and Economic Value

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