COMPARTAMOS, S.A.B. de C.V. REPORTS 2Q12 RESULTS

Mexico City, Mexico - July 24, 2012 - Compartamos, S.A.B. de C.V. ("the Holding" or "Compartamos") (BMV: COMPARC*) announced its non-audited consolidated financial results for the second quarter ended June 30, 2012. All figures were prepared in accordance with the requirements of the National Banking and Securities Commission (CNBV) and are expressed in nominal Mexican Pesos (Ps.)

## 2Q12 Highlights:

- Total Loan Portfolio reached Ps. 15,442 million, a $\mathbf{4 3 . 1 \%}$ increase compared to 2 Q 11 break down as follows:
- Banco Compartamos S.A. I.B.M. in Mexico with 12,599 million, a $16.9 \%$ increase versus 2Q11;
- Financiera CREAR in Peru reached Ps. 2,741 million, a $54.6 \%$ increase versus 2Q11;
- Compartamos S.A. (Guatemala) with Ps. 86.9 million, $56.4 \%$ higher compared to the previous quarter (1Q12)
- Active clients reached $2,543,359$, a 15.0\% increase compared with 2 Q11, broken down as follows:
- Banco Compartamos S.A. I.B.M. in Mexico (Banco Compartamos) with 2,393,496 clients, an increase of 13.2\%;
- Financiera CREAR in Peru (CREAR) with 118,852 clients, an increase of $24.9 \%$; and
- Compartamos S.A. (Guatemala) with 31,011 clients, $63.5 \%$ higher compared to the previous quarter (1Q12)
- Interest Income grew 25.9\% when compared to the 2Q11.
- Efficiency ratio for the quarter stood at 66.7\%, for the first six months stood at 64.4\%
- Net Income for the first six months of the year reached Ps. 911 million, Ps. 408 million in 2Q12.
- As of June 30, 4,778,229 shares have been purchased through the buyback program
- The trust established for the exchange of the remaining shares of Banco Compartamos will expire on August 8, 2012.
- More than 1,900 Compartamos employees actively participated in volunteer activities, community action programs and support of various foundations.
- Financial Literacy programs were offered to more than one million people throughout Mexico.

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## Comments from Mr. Carlos Labarthe, Compartamos' Executive President:

"Just as we expected, our transition into a company with a multi-product and multi-country approach is taking shape. In the past twelve months, whereas our total loan portfolio is Compartamos Banco grew close to $17 \%$, our urban products, CTN and CC have grown $61 \%$. This will be increasingly the future mode of growth for Compartamos, and we managed to do it so far with excellent asset quality. This is of the utmost importance, as our growth in Credito Mujer continues to moderate as a result of our increasing coverage of that segment, as well as from a more mature market. We are confident that our leadership in this segment will be sustained for years to come even as we grow into other segments to fuel future growth.

We are still investing heavily for this transition, by the opening of new branches, hiring of new loan officers, and most notably, with our strategic projects: Our IT infrastructure, our savings mobilization capacity and our banking correspondents. This is why this quarter, even after a healthy top line growth, and especially after 1Q12, where investments were still not realized, showed a decline in earnings growth, which is part of what we expect to happen before earnings growth resumes with a more diversified portfolio."

## Results of Operations

|  |  |  |  |  |  | 6M12 | 6M11 | Change <br> Chat |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| Clients | $2,543,359$ | $2,212,027$ | $15.0 \%$ |  |  |  |  |  |
| Portfolio* | 15,442 | 10,790 | $43.1 \%$ |  |  |  |  |  |
| Net Income* | 911 | 988 | $-7.8 \%$ |  |  |  |  |  |
| NPLs | $3.00 \%$ | $2.01 \%$ | 1.0 pp |  |  |  |  |  |
| ROA | $9.9 \%$ | $16.4 \%$ | -6.5 pp |  |  |  |  |  |
| ROE | $23.9 \%$ | $33.8 \%$ | -9.8 pp |  |  |  |  |  |
| Capital / Total Assets | $38.8 \%$ | $46.7 \%$ | -7.8 pp |  |  |  |  |  |
| Average Loan per Client | 6,071 | 4,878 | $24.5 \%$ |  |  |  |  |  |
| Employees | 16,940 | 13,309 | $27.3 \%$ |  |  |  |  |  |
| Service Offices | 521 | 420 | $24.0 \%$ |  |  |  |  |  |

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

| Summary | México |  | Perú |  | Guatemala |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 Q 1 2}$ | vs 2Q11 | 2Q12 | vs 2Q11 | 2Q12 |
|  |  |  |  |  |  |
| Clients | $2,393,496$ | $13.2 \%$ | 118,852 | $24.9 \%$ | 31,011 |
| Portfolio* (Millions of pesos) | 12,599 | $16.9 \%$ | 2,741 | $54.6 \%$ | 87 |
| ROAA | $11.6 \%$ | -6.28 pp | $2.5 \%$ | -2.23 pp | $-10.4 \%$ |
| ROAE | $26.5 \%$ | -10.50 pp | $17.8 \%$ | -14.08 pp | $-10.6 \%$ |
| NPL | $2.81 \%$ | 0.79 pp | $4.86 \%$ | -0.29 pp | $1.67 \%$ |
| Coverage Ratio | $155.4 \%$ | -15.73 pp | $133.5 \%$ | 4.25 pp | $147 \%$ |
| Employees | 15,377 | $25.7 \%$ | 1,335 | $30.5 \%$ | 228 |
| Service Offices | 473 | $21.0 \%$ | 33 | $26.9 \%$ | 15 |
|  |  |  |  |  |  |

[^1]
## Income Statement

The following analysis of the Holding's financial results is based on consolidated figures. These may not be comparable with the individual financial statements at each subsidiary, as they follow local Generally Accepted Accounting Principles (GAAP).

Interest income reached Ps. 2,346 million, a $25.9 \%$ increase when compared with 2Q11. It is important to mention that as of June 30, 2012, Banco Compartamos represented approximately $81.6 \%$ of assets and $90.7 \%$ of interest income. This is the result of the three main subsidiaries' business models, which mainly differ by the average outstanding balance per client (Ps. 5,264 per client for Banco Compartamos; Ps. 23,059 per client for CREAR; and Ps. 2,804 in Compartamos S.A. Guatemala) as well as the yield of each portfolio ( $71.1 \%$ for Banco Compartamos, 34\% for CREAR; and 72.4\% for Compartamos S.A. Guatemala).

Interest expenses increased Ps. 76 million, or $80.0 \%$, when compared with 2 Q11. As previously mentioned, this increase was mainly driven by CREAR's incorporation into the Holding, taking into account that CREAR is a more leveraged subsidiary with higher funding costs ( $7.3 \%$ in Peru and $6.2 \%$ in Mexico).

Provisions for Ioan losses reached Ps. 193 million during the quarter. This level of provisions was Ps. 95 million, or $96.9 \%$ higher than that reached in 2 Q11 and Ps. 8 million above the figure for 1Q12, due to a higher participation of individual and urban products in the portfolio, both in Mexico and Peru. These loan products require higher provisions than the Group Loan methodology does.

Commissions and fee income grew Ps. 50 million in 2Q12 compared to 2Q11, mainly driven by the increase in late payment fees charged to delinquent portfolio, as well as client demand for the voluntary life insurance product. Compared to 1Q12, this line item grew Ps. 13 million, mainly due to the consolidation of CREAR's figures, as well as the fact that CREAR charges credit fees when a client receives a loan.

Commissions and fee expense increased $28.4 \%$ in 2Q12, from Ps. 81 million in 2 Q11 to Ps. 104 million in 2Q12. This increase was in-line with growth in the number of clients as well as fee adjustments charged by third parties during the year.

Other Income in 2 Q12 was Ps. 6 million, due to fees obtained from the exclusivity agreement with an insurance company to sell their insurance products to our clients as well as the recovery of written-off Ioans.

Operating expenses reached Ps. 1,322 million, a $47.7 \%$ increase versus 2Q11, consistent with the Company's growth strategy. It is important to mention the following:

- Compartamos' subsidiaries jointly totaled 16,940 employees, representing approximately $58.7 \%$ of operating expenses.
- During the second quarter of 2012, the Company opened 46 new service offices (34 in Mexico, 4 in Peru and 8 in Guatemala) reaching a record of 521 service offices, which represented $18.2 \%$ of operating expenses.
- Strategic projects such as: i) the SAP implementation, ii) handheld devices to all loan officers in Mexico, iii) deposit pilot projects; and iv) the "pilot project" correspondent network, represented Ps. 134.4 million in 2Q12, or $10.2 \%$, of operating expenses.
- Other fees represented $4.1 \%$ of expenses.
- Campaigns, marketing, advertising and other expenses represented $8.8 \%$ of this line item.

As a consequence, the consolidated Efficiency Ratio in 2Q12 was $66.7 \%$. As we expected, during the first six months of the year, this ratio is impacted due to the normal course of investments (strategic and recurrent), concentrated in the first months of the year, where the interest income is historically the lowest, notwithstanding, the accumulated efficiency for the year stood at 64.4\% as guided.

As mentioned before, due to the fact that we are at the peak of the investment cycle and the first semester has always been the weakest in the microfinance industry, consolidated net Income in 2Q12 was Ps. 408 million.

During the first semester 2012, Net income was Ps. 911 million or 7.8\% lower than Ps 988 million in the first semester of 2011.

## Balance Sheet

Total cash and equivalents were Ps. 2,959 million in the second quarter of 2012. As in the past, Compartamos maintained a conservative cash position to secure the required funds to pay operating expenses, debt maturities and loan portfolio growth. $70.2 \%$ of the cash on the Holding's balance sheet corresponded to Banco Compartamos, with Ps. 2,077 million held in liquid assets.

Total Loan Portfolio reached Ps. 15,442 million, 43.1\% higher than 2Q11, and 3.8\% higher when compared to 1 Q12. Mexico represented $81.6 \%$ of this figure, CREAR $17.7 \%$, with the remaining (less than 1\%) represented by Guatemala. Strong asset quality remains and will remain one of the most important metrics for Compartamos.

Consolidated non-performing loans reached $3.0 \%$ in 2Q12, an increase compared to the $2.86 \%$ reported for 1 Q12. This increase was due to a higher participation of products with different risk profiles and new market dynamics. The coverage ratio in 2Q12 was 171.3\%.

Goodwill related to CREAR's transaction is now registered under 'Assets' and mainly considers the value of the brand and the net portfolio of the acquired company. Goodwill amounted to Ps. 766 million and is subject to an annual deterioration study to determine its variation.

COMPARTAMOS, S.A.B. DE C.V.
Consolidated Income Statement for the quarter ended June 30, 2012
(in millions of Pesos)

|  | 2Q12 | 2Q11 | $\begin{aligned} & \text { \% Change } \\ & \text { 2Q11 } \end{aligned}$ | 1Q12 | \% Change 1Q12 | 6M12 | 6M11 | $\begin{aligned} & \text { \% Change } \\ & \text { 6M11 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 2,346 | 1,863 | 25.9\% | 2,253 | 4.1\% | 4,599 | 3,585 | 28.3\% |
| Interest expense | 171 | 95 | 80.0\% | 155 | 10.3\% | 326 | 174 | 87.4\% |
| Net Interest Income | 2,175 | 1,768 | 23.0\% | 2,098 | 3.7\% | 4,273 | 3,411 | 25.3\% |
| Provision for loan losses | 193 | 98 | 96.9\% | 185 | 4.3\% | 378 | 188 | N/C |
| Net interest income after provisions | 1,982 | 1,670 | 18.7\% | 1,913 | 3.6\% | 3,895 | 3,223 | 21\% |
| Commissions and fee income | 98 | 48 | N/C | 85 | 15.3\% | 183 | 93 | 96.8\% |
| Commissions and fee expense | 104 | 81 | 28.4\% | 96 | 8.3\% | 200 | 156 | 28.2\% |
| Trading gains (losses) | - | - | - | - |  | - | - |  |
| Other operating income (expense) | 6 | 22 | -72.7\% | 4 | N/C | 10 | 19 | N/C |
| Operating Expenses | 1,322 | 895 | 47.7\% | 1,182 | 11.8\% | 2,504 | 1,721 | 45.5\% |
| Net operating income | 660 | 764 | -13.6\% | 724 | -8.8\% | 1,384 | 1,458 | -5.1\% |
| Total income before income tax | 660 | 764 | -13.6\% | 724 | -8.8\% | 1,384 | 1,458 | -5.1\% |
| Income tax |  |  |  |  |  |  |  |  |
| Current | 232 | 222 | 4.5\% | 233 | -0.4\% | 465 | 426 | 9.2\% |
| Deferred | 20 | 2 | N/C | (12) | N/C | 8 | 44 | -81.8\% |
| Net income | 408 | 540 | -24.4\% | 503 | -18.9\% | 911 | 988 | -7.8\% |
| Participation (in net income) from controlling company | 404 | 524 | -22.9\% | 497 | -18.7\% | 901 | 959 | -6.0\% |
| Participation (in net income) from non-controlling company | 4 | 16 | -75.0\% | 6 | -33.3\% | 10 | 29 | -65.5\% |

## COMPARTAMOS, S.A.B. DE C.V. <br> Consolidated Balance Sheet for the quarter ended June 30, 2012

(in millions of Pesos)

|  | 2Q12 | 2Q11 | \% Change 2Q11 | 1Q12 | \% Change 1 Q12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and other investment | 2,959 | 1,149 | N/C | 1,695 | 74.6\% |
| Derivatives | - | - | 0.0\% | - | 0.0\% |
| Total performing loans | 14,979 | 10,572 | 41.7\% | 14,457 | 3.6\% |
| Non-performing loans | 463 | 218 | N/C | 426 | 8.7\% |
| Total loan portfolio | 15,442 | 10,790 | 43.1\% | 14,883 | 3.8\% |
| Allowance for loan losses | 793 | 369 | N/C | 737 | 7.6\% |
| Loan portfolio, net | 14,649 | 10,421 | 40.6\% | 14,146 | 3.6\% |
| Other accounts receivable | 259 | 146 | 77.4\% | 329 | -21.3\% |
| Fixed assets | 606 | 315 | 92.4\% | 594 | 2.0\% |
| Permanent investment | - | 752 | N/C | - | 0.0\% |
| Other asssets | 536 | 165 | N/C | 242 | N/C |
| Good will | 766 | - | N/C | 734 | 4.4\% |
| Total assets | 19,775 | 12,948 | 52.7\% | 17,740 | 11.5\% |
| Deposits | 900 | 350 | N/C | 484 | 86.0\% |
| Long Term Debt Issuance | 3,010 | 2,504 | 20.2\% | 4,508 | -33.2\% |
| Interbank loans | 7,180 | 3,261 | N/C | 4,028 | 78.3\% |
| Other accounts payable | 975 | 755 | 29.1\% | 898 | 8.6\% |
| Other liabilities | 29 | 35 | -17.1\% | 31 | -6.5\% |
| Total liabilities | 12,094 | 6,905 | 75.1\% | 9,949 | 21.6\% |
| Capital stock | 4,629 | 4,629 | 0.0\% | 4,629 | 0.0\% |
| Premium on sale of stock | 897 | 682 | 31.5\% | 897 | 0.0\% |
| Capital reserves | 730 | 3 | N/C | 3 | N/C |
| Retained earnings | 207 | 403 | N/C | 1,503 | -86.2\% |
| Cumulative effect adjusment | 131 | - | N/C | 88 | 48.9\% |
| Net income for the year | 901 | 959 | -6.0\% | 497 | 81.3\% |
| Participation (in net income) from controlling company | 7,495 | 5,870 | 27.7\% | 7,617 | -1.6\% |
| Participation (in net income) from non-controlling compi | 186 | 173 | 7.5\% | 174 | 6.9\% |
| Total stockholders' equity | 7,681 | 6,043 | 27.1\% | 7,791 | -1.4\% |
| Total liabilities and stockholders' equity | 19,775 | 12,948 | 52.7\% | 17,740 | 11.5\% |

## Banco Compartamos' Financial Results for 2Q12:



| In millions of Mx Ps | 2Q12 | 2Q11 | \% Var | 6M12 | 6M11 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| \% Var |  |  |  |  |  |  |
| NII after provisions | 1,850 | 1,669 | $10.8 \%$ | 3,637 | 3,222 | $12.9 \%$ |
| Net Operating Income | 655 | 787 | $-16.8 \%$ | 1,364 | 1,489 | $-8.4 \%$ |
| Net Interest Margin | $58.5 \%$ | $58.9 \%$ | -0.4 pp | $57.4 \%$ | $56.8 \%$ | 0.6 pp |
| ROAE | $26.5 \%$ | $37.0 \%$ | -10.5 pp | $29.0 \%$ | $33.7 \%$ | -4.7 pp |
| Capitalization index | $37.2 \%$ | $44.2 \%$ | -7.0 pp | $37.2 \%$ | $44.2 \%$ | -7.0 pp |

## Highlights for 2Q12

- Active clients reached 2,393,496, a 13.2\% increase compared to 2Q11.
- Total loan portfolio reached Ps. 12,649 million, distributed as follows:

○ Ps. 12,599 million from active loans, 16.9\% higher compared with 2Q11

- Ps. 50 million from related-party loans, 94.0\% lower than the figure showed in 2Q11 due to the fact that in 2Q11 the Bank lent the Holding Company the funds for the acquisition of Financiera CREAR
- Net income reached Ps. 423 million
- Capitalization Ratio was 37.2\%, a decrease versus the $44.2 \%$ reported in 2Q11, mainly attributable to the dividend payment to the Holding Company
- ROAE was $26.5 \%$ in 2Q12
- Non-performing loans reached $2.81 \%$ in 2 Q 12 , compared to $2.77 \%$ in $1 Q 12$
- Banco Compartamos reached 473 service offices, 82 more than 2Q11 and 34 more than 1Q12
- Total number of employees grew by 1,005 during the quarter, reaching 15,377 total employees, or 3,147 more than 2Q11
- FITCH Ratings affirmed Banco Compartamos's short and long term ratings of F1+ (mex) and AA (mex) respectively.


## Results of Operations

## Net Interest Income after provisions (NII after provisions)

Interest income reached Ps. 2,127 million, 14.0\% higher when compared with 2Q11. This increase was in line with the $16.9 \%$ increase in the loan portfolio, based on the $13.2 \%$ growth in the client base.


## Net Operating Income

- Commissions and fee income grew $68.8 \%$ to Ps. 81 million versus $2 Q 11$, mainly driven by collection fees and penalties charged to delinquent clients, which represented $62 \%$ of income. The remaining $38 \%$ pertained to the voluntary life insurance product.
- Commissions and fee expenses grew $8.6 \%$ to Ps. 88 million, mainly generated from collection fees, disbursements and the free voluntary life insurance coverage included in the Group Loan product (Crédito Mujer).
- Other income (expenses) for this quarter the effect of income and expenses was Ps. 0.2 million. This income (expenses) line was mainly driven by the exclusivity agreement that Banco Compartamos has with an insurance company to sell its products, the recovery of written-off loans and the reimbursement of operating expenses from related parties.

The total number of employees grew to 15,377, 25.7\% higher than the 12,230 employees reported in 2Q11. This increase in the sales force was required to grow the existing business, further penetrate the
market in urban and semi-urban settings, and keep close communication with our customers in a stronger competitive landscape.

In addition, Banco Compartamos' service office network reached 473 service offices, 82 more than 2 Q11.
As a result of the above and in accordance with the Company's projections, operating expenses grew $34.7 \%$, compared to 2Q11. This increase was mainly due a larger employee base, investments in service office infrastructure (reaching a new record this quarter, in terms of new service office openings) and strategic projects, such as: i) the Deposit Pilot Project, ii) the implementation of the new banking system (SAP) and iii) handheld devices for loan officers (the strategic projects alone amounted to Ps. 117.2 million during this 2Q12). It is important to mention that employee salaries and benefits represented $59.2 \%$ of total expenses, which is a similar figure that of 2 Q 11 .

Net operating income for 2Q12 was Ps. 655 million, $16.8 \%$ lower than the Ps. 787 million reported in 2Q11.

## Net Income

Net Income (Ps. millions)


- Due to the aforementioned, during 2Q12 Banco Compartamos reported net income of Ps. 423 million, a 24.2\% decrease compared to 2Q11. Effective income tax rate was $31.9 \%$ in 6 M 12 slightly higher than $31.7 \%$ in 6M11.


## Balance Sheet

## Liquidity

Cash and other investments increased $86.4 \%$, from Ps. 1,114 million in 2 Q11 to Ps. 2,077 million in 2 Q12. This figure was necessary to ensure adequate funding to meet credit demand for the coming quarter. During 2Q11, cash and other investments represented $8.6 \%$ of total assets, while in 2Q12 this line item represented $13.6 \%$ of total assets. Cash and other investments are invested in short-term instruments where the counterparty risk is approved by the Board's Risk Committee.

## Loan Portfolio

Loan Portfolio (Ps. millions)


- The loan portfolio reached Ps. 12,599 million in 2Q12, 16.9\% higher than the Ps. 10,782 million reported in 2Q11. This growth was due to a $13.2 \%$ increase in the number of active clients in the last 12 months, reaching 2,393,496 as of June 30, 2012, as well as the larger average outstanding balance per client.

The average outstanding balance per client in 2 Q12 was Ps. 5,264, 3.2\% above the Ps. 5,099 outstanding balance per client reported in 2Q11.

| NON PERFORMING LOANS BY PRODUCT |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PRODUCT | 2 Q12 |  |  |  | 2Q11 |  |  |  | 1Q12 |  |  |  |
|  | $\begin{aligned} & \text { TOTAL } \\ & \text { PORTFOLIO } \end{aligned}$ | NPL | nPL Ratio | write-offs | $\begin{aligned} & \text { TOTAL } \\ & \text { PORTFOLIO } \end{aligned}$ | NPL | nPL Ratio | write-offs | TOTAL PORTFOLIO | NPL | NPL Ratio | write-offs |
| c. Mujer | 8,804 | 178 | 2.02\% | 67 | 7,968 | 88 | 1.10\% | 25 | 8,842 | 174 | 1.97\% | 43 |
| c. Comerciante | 1,207 | 53 | 4.39\% | 16 | 760 | 24 | 3.16\% | 8 | 1,109 | 45 | 4.04\% | 10 |
| c. Crece tu Negocio | 841 | 31 | 3.65\% | 13 | 516 | 23 | 4.46\% | 10 | 719 | 30 | 4.10\% | 11 |
| c. Adicional | 162 | 4 | 2.52\% | 2 | 161 | 2 | 1.24\% | 1 | 173 | 4 | 2.65\% | 2 |
| C. Mejora tu Casa | 1,585 | 88 | 5.57\% | 41 | 1,377 | 81 | 5.88\% | 34 | 1,531 | 90 | 5.92\% | 32 |
| total | 12,599 | 354 | 2.81\% | 139 | 10,782 | 218 | 2.02\% | 78 | 12,374 | 343 | 2.77\% | 98 |

Total Ioan portfolio rose $8.8 \%$ to Ps. 12,649 million, including the related-party Ioan of Ps. 50 million to the Holding. It is important to bear in mind that in 2Q12, related-party loans amounted Ps. 50 million, whereas in 2Q11 it represented Ps. 839 million and were used to fund Financiera CREAR acquisition.

## Credit Quality (Non-Performing Loans / Total Portfolio)

Banco Compartamos is committed to maintaining asset quality. During 2Q12, NPL's increased 4 basis points, to $2.81 \%$, compared to $2.77 \%$ in 1Q12. As has been mentioned before, these new NPL levels reflect new market dynamics; however, Banco Compartamos is committed to maintaining excellent asset quality through strict controls over credit origination, new technology to enhance controls and the continuous monitoring of client performance.

Higher risk profile credit products, such as Merchant Credit (Crédito Comerciante), Home Improvement Loans (Mejora tu Casa) and Grow your Business Loans (Crece tu Negocio) represented $28.8 \%$ of the portfolio in 2 Q12 versus $24.6 \%$ in 2Q11. During 2Q12, these products had NPLs of $4.39 \%, 5.57 \%$ and $3.65 \%$, respectively. The Group Loans (Crédito Mujer), which is Compartamos' most important product with $69.9 \%$ of the portfolio, experienced a slightly higher NPL at $2.02 \%$. This increase was mainly due to the following:
a) The credit performance of new clients, as these clients tend to represent higher risk than recurring ones with more credit history with Banco Compartamos, and
b) Higher competition in the local market.

## Non Performing Loans 1)



Source: CNBV.- Banking Industry Average (Other Consumer Loans)

- Banco Compartamos policy is to write-off all NPL's exceeding 270 days past due. As a result, 2Q12 write-offs reached Ps. 139 million, Ps. 61 million more than 2Q11.

As of June 30, 2012, the allowance for loan losses was calculated per the amendments of the general regulations applicable to the credit institutions, published by the Mexican Federal Official Gazette (DOF) on October 25, 2010.

Compartamos, S.A.B. de C.V.
At the end of 2Q12, the coverage ratio (allowance for loan losses/ non-performing loans) was $155.4 \%$ compared to $171.1 \%$ in 2Q11. The allowance for loan losses was calculated based on methodology established by the CNBV, which requires specific reserve coverage for each originated loan; Group Loans with a solidarity figure and Consumer Loans not revolving. The allowance for loan losses by qualification is distributed as follows:

|  |  | 2 Q12 |  |  | 2011 |  |  | 1 Q12 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk | \%Allowance | Balance | Allowance | \%Allowance | Balance | Allowance | \%Allowance | Balance | Allowance |
| A | 0.3\% | 8,478 | 24 | 0.3\% | 8,532 | 25 | 0.3\% | 8,560 | 24 |
| B | 4.9\% | 3,664 | 179 | 5.1\% | 2,771 | 142 | 4.9\% | 3,439 | 168 |
| C | 38.1\% | 108 | 41 | 36.9\% | 89 | 33 | 37.8\% | 113 | 43 |
| D | 73.5\% | 349 | 257 | 71.8\% | 200 | 143 | 73.2\% | 345 | 253 |
| E | 102.0\% | 49 | 50 | 100.0\% | 29 | 29 | 100.0\% | 46 | 46 |
| Total |  | 12,649 | 550 |  | 11,621 | 373 |  | 12,503 | 533 |
| Coverage Ratio ${ }^{1}$ |  |  | 1.55 |  |  | 1.71 |  |  | 1.55 |

The coverage ratio remained at the same level shown in the past quarter. During 2Q12, the coverage ratio stood at $155.4 \%$; in 1Q12 it was also $155.4 \%$. Allowance for loan losses continued to be sufficient to cover non-performing loans.

## Other Accounts Receivable and Other Assets

The 'other accounts receivable' line increased 69.3\% to Ps. 254 million in 2Q12, versus Ps. 150 million in 2Q11. Of the Ps. 254 million reported in the quarter, Ps. 172 million comprised accounts receivable from retailers, such as supermarkets and convenience stores, which collected client payments at their locations. Receivables from these alternative payment channels increased $83.0 \%$ versus Ps. 94 million in 2 Q 11.

Fixed assets grew 57.5\%, mainly due to a larger service office network and the rollout of handheld technology for the loan officers.

Other assets. The amount of other assets for 2Q12 was Ps. 399 million, and mainly represents new investments, such as SAP.

## Total Liabilities

During 2Q12, liabilities rose $32.4 \%$, reaching Ps. 9,131 million, or Ps. 2,233 million above the Ps. 6,898 million reported in 2Q11. Compartamos Banco finds itself in a strong funding position to sustain future growth.

Banco Compartamos has diversified its funding mix; with a stronger funding structure, which includes various sources. To date, Banco Compartamos finances assets with the following alternatives:
i) Strong capital base: $\mathbf{4 1 . 9 \%}$ of total assets were funded with equity (e.g. 26.5\% ROAE for 2Q12).
ii) Deposits: In 2Q12, Ps. 12 million originated from the Deposit Pilot Project, which reached over 40 thousand debit card accounts. This line also reflects the Ps. 400 million in short-term banking obligations as of June 30, 2012.

Liabilities (Ps. millions)

iii) Long-term debt issuances: Banco Compartamos has been very active in the debt capital markets and, as of June 30, 2012, had Ps. 3,010 million outstanding Certificados Bursátiles Bancarios. The established program allows for an additional credit of Ps. 1,500 million over the next 2 years.
iv) Credit lines with banks and other institutions: As of June 30, 2012, Banco Compartamos had Ps. 5,150 million in credit lines among various creditors. It is worth mentioning that Banco Compartamos has additional approved facilities with various local commercial and development banks, as well as international financial institutions, exceeding Ps. 1.7 billion.

Banco Compartamos has sufficient access to various alternatives to finance future growth and its current liabilities are wholly peso-denominated. Therefore, there is no FX exposure.

## Total Stockholders' Equity

Total stockholders' equity increased Ps. 110 million, or $1.8 \%$, to Ps. 6,194 million in 2Q12, compared to Ps. 6,084 million in 2Q11, generated by retained earnings. It is worth mentioning that in May 2012, there was a dividend payment made to the Holding.

Total Stockholders' Equity (Ps. millions)


- Capitalization ratio reached 37.2\%, a decline compared to $44.2 \%$ reported in 2Q11, mainly attributable to the dividend payment made this past May. The current ratio reflects the strength of the Bank and is well above the Mexican Banking System and the level required by Basel III.
- Banco Compartamos reported Ps. 6,012 million in Tier I capital, Ps. 24 million in Tier 2 capital, and risk weighted assets of Ps. 16,210 million.


## Performance Ratios and Metrics

## ROAE/ROAA

Return on average equity (ROAE) for 2Q12 was $26.5 \%$ compared to $37.0 \%$ in 2 Q11. Return on average assets (ROAA) for 2Q12 was $11.6 \%$ compared to $17.9 \%$ in 2 Q 11 .

## Efficiency

Efficiency Ratio ${ }^{1}$


- Due to Banco Compartamos' investment in strategic projects that are currently underway, and due to higher provisions, the efficiency ratio for 2Q12 reached 64.5\%.
- Expenses have been in-line with projections, both in terms of recurring expenses, as well as strategic projects.

[^2]
## Banco Compartamos, S.A., Institución de Banca Múltiple Income Statement for the quarter ended June 30, 2012

(in millions of Pesos)

|  | 2Q12 | 2Q11 | \% Change Annual | 1Q12 | \% Change Quarter | 6M12 | 6M11 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 2,127 | 1,866 | 14.0\% | 2,040 | 4.3\% | 4,167 | 3,588 | 16.1\% |
| Interest expense | 120 | 95 | 26.3\% | 110 | 9.1\% | 230 | 174 | 32.2\% |
| Net Interest Income | 2,007 | 1,771 | 13.3\% | 1,930 | 4.0\% | 3,937 | 3,414 | 15.3\% |
| Provision for loan losses | 157 | 102 | 53.9\% | 143 | 9.8\% | 300 | 192 | 56.3\% |
| Net interest income after provisions | 1,850 | 1,669 | 10.8\% | 1,787 | 3.5\% | 3,637 | 3,222 | 12.9\% |
| Commissions and fee income | 81 | 48 | 68.8\% | 74 | 9.5\% | 155 | 93 | 66.7\% |
| Commissions and fee expense | 88 | 81 | 8.6\% | 87 | 1.1\% | 175 | 156 | 12.2\% |
| Trading gains (losses) | - | - | 0.0\% | - | 0.0\% | - | - | 0.0\% |
| Other operating income (expense) | - | 33 | N/C | 42 | N/C | 42 | 35 | 20.0\% |
| Operating Expenses | 1,188 | 882 | 34.7\% | 1,107 | 7.3\% | 2,295 | 1,705 | 34.6\% |
| Net operating income | 655 | 787 | -16.8\% | 709 | -7.6\% | 1,364 | 1,489 | -8.4\% |
| Total income before income tax | 655 | 787 | -16.8\% | 709 | -7.6\% | 1,364 | 1,489 | -8.4\% |
| Income tax |  |  |  |  |  |  |  |  |
| Current | 191 | 222 | -14.0\% | 191 | 0.0\% | 382 | 425 | -10.1\% |
| Deferred | 41 | 7 | N/C | 12 | N/C | 53 | 47 | 12.8\% |
| Net income | 423 | 558 | -24.2\% | 506 | -16.4\% | 929 | 1,017 | -8.7\% |

## Banco Compartamos, S.A., Institución de Banca Múltiple Balance Sheet for the quarter ended June 30, 2012

(in millions of Pesos)

|  | 2Q12 | 2Q11 | \% Change Annual | 1Q12 | \% Change Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and other investment | 2,077 | 1,114 | 86.4\% | 926 | N/C |
| Related parties | 50 | 839 | -94.0\% | 129 | -61.2\% |
| Total performing loans | 12,245 | 10,564 | 15.9\% | 12,031 | 1.8\% |
| Non-performing loans | 354 | 218 | 62.4\% | 343 | 3.2\% |
| Total loan portfolio | 12,649 | 11,621 | 8.8\% | 12,503 | 1.2\% |
| Allowance for loan losses | 550 | 373 | 47.5\% | 533 | 3.2\% |
| Loan portfolio, net | 12,099 | 11,248 | 7.6\% | 11,970 | 1.1\% |
| Other accounts receivable | 254 | 150 | 69.3\% | 309 | -17.8\% |
| Fixed assets | 496 | 315 | 57.5\% | 524 | -5.3\% |
| Other asssets | 399 | 155 | N/C | 155 | N/C |
| Total assets | 15,325 | 12,982 | 18.0\% | 13,884 | 10.4\% |
| Deposits | 412 | 350 | 17.7\% | 12 | N/C |
| Long Term Debt Issuance | 3,010 | 2,505 | 20.2\% | 4,508 | -33.2\% |
| Interbank loans | 5,150 | 3,261 | 57.9\% | 2,154 | N/C |
| Other accounts payable | 559 | 782 | -28.5\% | 611 | -8.5\% |
| Total liabilities | 9,131 | 6,898 | 32.4\% | 7,285 | 25.3\% |
| Capital stock | 480 | 474 | 1.3\% | 474 | 1.3\% |
| Capital reserves | 487 | 1,513 | -67.8\% | 1,522 | -68.0\% |
| Retained earnings | 4,298 | 3,080 | 39.5\% | 4,097 | 4.9\% |
| Net income for the year | 929 | 1,017 | -8.7\% | 506 | 83.6\% |
| Total stockholders' equity | 6,194 | 6,084 | 1.8\% | 6,599 | -6.1\% |
| Total liabilities and stockholders' equity | 15,325 | 12,982 | 18.0\% | 13,884 | 10.4\% |


| Summary | 2Q12 | 2Q11 | 1 Q12 | Change 2Q12 vs 2Q11 |
| :---: | :---: | :---: | :---: | :---: |
| Clients | 118,852 | 95,188 | 112,091 | 24.9\% |
| Portfolio | 2,741 | 1,772 | 2,441 | 54.6\% |
| Net income | 18 | 22 | 30 | -18.8\% |
| NPLs / Total portfolio | 4.9\% | 5.1\% | 4.2\% | -0.29 pp |
| ROA | 2.5\% | 4.7\% | 4.2\% | -2.23 pp |
| ROE | 17.8\% | 31.9\% | 31.2\% | -14.09 pp |
| Efficiency ratio | 78.6\% | 65.3\% | 64.6\% | 13.29 pp |
| Capitalization Index | 15.7\% | 16.2\% | 16.4\% | -0.49 pp |
| Total stockholders' equity / Total Assets | 13.9\% | 13.7\% | 13.8\% | 0.14 pp |
| Average Loan per client | 23,059 | 18,621 | 21,779 | 23.8\% |
| Employees | 1,335 | 1,023 | 1,248 | 30.5\% |
| Service offices | 33 | 25 | 29 | 8 |

Peru figures are reported under Peruvian GAAP.
Portfolio and Net Income are expressed in Mexican pesos (millions) and with their corresponding FX for the quarter.

## 2Q12 Relevant Events:

- In June 2012, Mr. Ralph Guerra was appointed new Chief Executive Officer for Financiera CREAR. Mr. Guerra is the former Chief Operating Officer and has worked for CREAR for 20 years.
- CREAR continues improving its funding costs by obtaining credit lines and other funding with better financial conditions. This quarter, cost of funds stood at 7.3\%.
- Credito Mujer pilot project in Peru now serves approximately 1,000 clients throughout 3 different service offices.


## Result of Operations

The following analysis was prepared in accordance with the requirements of Peruvian Generally Accepted Accounting Principles (GAAP). When comparing 2Q12 versus 2Q11 figures, the reader should take into account FX effects between Peruvian soles versus the Mexican peso.

## Net Interest Income after Provisions

- Interest Income grew 54.4\% compared to 2Q11, reaching Ps. 212 million. This increase was the result of a Ps. 968 million greater total loan portfolio and a $24.9 \%$ increase in the client base versus the previous year.
- Interest expenses increased $48 \%$ to Ps. 50 million versus 2Q11, in-line with growth in total loan portfolio and in the number of clients.
- Provisions for loan losses reached Ps. 42.1 million, an increase of Ps. 21 million when compared to 2Q11.


## Net Operating Income

- Operating income decreased $12.9 \%$ to Ps. 27 million compared to 2Q11. Operating expenses were $69.8 \%$ higher than the second quarter of the previous year due to a larger employee base and the opening of new branches (4 new branches opened in 2Q12). Of this figure, $61.8 \%$ were employee-related. The remaining expenses at CREAR included costs for transportation, marketing and infrastructure maintenance. The efficiency ratio for 2Q12 increased to $78.6 \%$, compared with $65.3 \%$ in 2Q11. This increase was mainly attributable to investments in new service offices (branches).
- Higher fee expense figures were similar to the level experienced in the previous quarter and are the result of fees charged by funding partners to secure facilities for future growth, as well as fees paid to legal advisors.


## Net Income

- Due to the aforementioned, CREAR reported net income of Ps. 17.8 million.


## Balance Sheet

## Cash and Other Investments

Liquidity reached Ps. 358.5 million, a $45.6 \%$ increase compared with 2Q11. This increase was inline with the growth in the total number of clients. The majority of these assets were invested in the Peruvian Central Bank, as well as 'AAA' rated instruments.

Loan Portfolio and Asset Quality
Loan Portfolio \& NPL 1)


1) Loan Portfolio in millions of Mexican Pesos NPL: Non Performing Loans /Total Loan Portfolio

## Total Liabilities

Deposits reached Ps. 488.4 million due to the following:
(i) A Ps. 106 million deposit in escrow, related to the acquisition of CREAR
(ii) Savings product implemented at CREAR, which targets the local population's A and $B$ segments. Currently, this product is in the pilot stage and available at only one branch

CREAR has a diversified funding source base. Interest bearing liabilities were derived from multilaterals, local financial institutions and international funds. Only 7.8\% of these liabilities are U.S. dollar-denominated. However, as previously mentioned, the medium-term strategy is to fund $100 \%$ of operations with local currency, thereby avoiding FX exposure.

## Capitalization

- CREAR reported a capitalization ratio of $15.7 \%$ in 2 Q12.


# Financiera CREAR <br> Income Statement <br> for the quarter ended June 30, 2012 

(in millions of Pesos)

|  |  |  | 2Q12 | 2Q11 | \% Change Annual | 1Q12 | \% Change Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  | 212.5 | 137.7 | 54.4\% | 193.0 | 10.1\% |
| Interest expense |  |  | 50.4 | 34.1 | 48.0\% | 45.0 | 12.0\% |
| Net interest income |  |  | 162.1 | 103.6 | 56.5\% | 148.0 | 9.5\% |
| Provision for loan losses |  |  | 42.1 | 21.0 | N/C | 31.2 | 35.0\% |
| Net interest income after provisions |  |  | 120.0 | 82.6 | 45.2\% | 116.8 | 2.8\% |
| Commissions and fee income |  |  | 5.7 | 4.4 | 28.9\% | 5.1 | 12.7\% |
| Commissions and fee expenses |  |  | 3.6 | 0.5 | N/C | 2.9 | 22.7\% |
| Trading gains (losses) |  |  | - | - | - | 0.0 | 0 |
| Other operating income (expense) |  |  | 4.0 | 2.9 | 37.7\% | 4.0 | 0.4\% |
| Operating expenses |  |  | 99.1 | 58.4 | 69.8\% | 79.5 | 24.7\% |
| Net operating income |  |  | 27.0 | 31.0 | -12.9\% | 43.5 | -37.8\% |
| Total income before income tax |  |  | 27.0 | 31.0 | -12.9\% | 43.5 | -37.8\% |
| Income tax |  |  |  |  |  |  |  |
| Current |  |  | 9.2 | 9.2 | 1.0\% | 13.6 | -32.1\% |
| Deferred |  |  | - | - | - | 0.0 | - |
| Net income |  |  | 17.8 | 21.9 | -18.8\% | 29.8 | -40.4\% |
| FX (Average): | Soles Dollars | Pesos MX Dollars | $\begin{array}{\|c\|} \hline \text { Pesos MX - } \\ \text { Soles } \\ \hline \end{array}$ |  |  |  |  |
| $2 Q 11$ 1912 | 2.7842 2.6827 | 11.7263 12.9842 | 4.2117 4.8400 |  |  |  |  |
| $2 \mathrm{Q12}$ | 2.6659 | 13.5317 | 4.8459 |  |  |  |  |


| 6M12 | 6M11 | $\%$ <br> Change |
| :---: | :---: | :---: |
| 405.5 | 274.1 | 48.0\% |
| 95.5 | 67.9 | 40.5\% |
| 310.1 | 206.1 | 50.4\% |
| 73.2 | 42.4 | 72.6\% |
| 236.8 | 163.7 | 44.7\% |
| 10.8 | 8.7 | 23.7\% |
| 6.5 | 2.3 | N/C |
| - | - | 0.0\% |
| 7.9 | 7.4 | 7.4\% |
| 178.6 | 108.3 | 65.0\% |
| 70.5 | 69.3 | 1.7\% |
| 70.5 | 69.3 | 1.7\% |
| 22.9 | 20.9 | 9.3\% |
| - | - | 0.0\% |
| 47.6 | 48.3 | -1.5\% |

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

## Financiera CREAR <br> Balance Sheet <br> for the quarter ended June 30, 2012

(in millions of Pesos)

|  | 2Q12 | 2Q11 | \% Change Annual | 1Q12 | \% Change Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and other investments | 358.5 | 246.2 | 45.6\% | 420.8 | -14.8\% |
| Derivatives | - | - | 0.0\% | - | 0.0\% |
| Total performing loans | 2,607.5 | 1,681.2 | 55.1\% | 2,338.8 | 11.5\% |
| Non-performing loans | 133.1 | 91.3 | 45.9\% | 102.4 | 30.0\% |
| Total loan portfolio | 2,740.6 | 1,772.5 | 54.6\% | 2,441.3 | 12.3\% |
| Allowance for loan losses | 177.7 | 117.9 | 50.7\% | 142.0 | 25.1\% |
| Loan portfolio, net | 2,562.9 | 1,654.5 | 54.9\% | 2,299.3 | 11.5\% |
| Other accounts receivable | 1.5 | 0.6 | N/C | 0.9 | 65.4\% |
| Fixed assets | 46.1 | 30.1 | 53.2\% | 38.5 | 19.8\% |
| Other assets | 39.3 | 23.7 | 65.5\% | 21.2 | 85.4\% |
| Total assets | 3,008.3 | 1,955.2 | 53.9\% | 2,780.7 | 8.2\% |
| Deposits | 488.4 | 162.6 | N/C | 471.8 | 3.5\% |
| Long term debt issuance | - | - | 0.0\% | - | 0.0\% |
| Interbank loans | 2,030.7 | 1,473.1 | 37.9\% | 1,874.1 | 8.4\% |
| Other accounts payable | 71.7 | 50.9 | 40.7\% | 52.2 | 37.3\% |
| Deferred income tax | - | - | 0.0\% | - | 0.0\% |
| Total liabilities | 2,590.8 | 1,686.6 | 53.6\% | 2,398.1 | 8.0\% |
| Capital stock | 329.5 | 158.9 | N/C | 315.3 | 4.5\% |
| Capital reserves | 39.4 | 24.2 | 63.0\% | 37.7 | 4.5\% |
| Foreign exchange effect | 0.9 | (0.2) | N/C | 0.3 | N/C |
| Retainded earnings | - | 37.4 | N/C | - | 0.0\% |
| Net income for the year | 47.6 | 48.3 | -1.5\% | 29.8 | 59.6\% |
| Total stockholders' equity | 417.5 | 268.6 | 55.4\% | 382.5 | 9.1\% |
| Total liabilities and stockholders' equity | 3,008.3 | 1,955.2 | 53.9\% | 2,780.7 | 8.2\% |


| FX (End of period): | Soles - <br> Dollars | Pesos MX - <br> Dollars | Pesos MX - <br> Soles |
| :---: | :---: | :---: | :---: |
| $\mathbf{2 Q 1 1}$ | 2.749 | 11.723 | 4.2645 |
| $\mathbf{1 Q 1 2}$ | 2.667 | 12.8093 | 4.8029 |
| 2Q12 | 2.671 | 13.4084 | 5.0200 |

[^3]Figures are expressed in Mexican Peso with its corresponding FX
Source: Banco de Mexico and Banco Central de Peru

## Compartamos S.A. (Guatemala)

The operation in Guatemala continues exceeding expectations. After one year of operations and as of June 30, 2012, Compartamos S.A. (Guatemala) grew by $65.9 \%$ in number of active clients, compared to 1 Q12, reaching 31,011 clients. Compared to 2 Q11, this figure rose by more than 28,600 clients.

## The main financial highlights are as follows:

| Summary | 2Q12 | 2Q11 |
| :--- | ---: | ---: |
| Clients |  |  |
| Portfolio | 31,011 | 2,360 |
| Net Income | 87.0 | 7.5 |
| NPLs / Total Portfolio | 5.9 | - |
| ROA | $1.67 \%$ | 6.8 |
| ROE | $-10.4 \%$ | $0 \%$ |
| Efficiency Ratio | $-10.6 \%$ | - |
| ICAP | $160.1 \%$ | - |
| Capital / Total Assets | $225.3 \%$ | - |
| Average Loan per Client | $97.6 \%$ | $68.0 \%$ |
| Employees | 2,804 | 3,163 |
| Service Offices | 228 | 56 |

Exchange rate as of June 30, 2012 from Quetzales to USD: 7.84614
Exchange rate as of June 30, 2012 from USD to MXP: 13.4084
Portfolio and Net Income are expressed in Mexican pesos (million) and with their corresponding FX for the quarter. Source: Banco de Guatemala and Banco de Mexico

## Results of Operation

## Net Interest Income

Net Interest Income reached Ps. 12.49 million, 52.1\% higher than the figure shown in 1Q12, and in-line with increase in the number of clients.

As a best practice approach for Compartamos S.A. (Guatemala), we are provisioning a percentage of the total loan portfolio to prevent asset deterioration. In 2Q12, provisions were Ps. 3.1 million.

## Net Operating Income

Commissions and Fee expenses, including collections, reached Ps. 0.19 million; other operating income was Ps. 0.60 million, while operating expenses were Ps. 15.7 million, covering payments related to the opening of new 8 new service offices during the quarter and the operation of all the service offices, infrastructure and personnel-related expenses.

## Net Income

Due to the infrastructure investments and new hires, net income for 2Q12 decreased to a loss of Ps. 5.9 million.

## Balance Sheet

## Liquidity

Cash and Other Investments reached Ps. 161.3 million, an increase required to meet the rapid growth of the Guatemalan operation. These assets are invested in interest earnings checking accounts.

## Loan Portfolio and Asset Quality

Total Loan Portfolio reached Ps. 86.9 million, $56.4 \%$ higher versus 1 Q 12 . This increase was due to a higher number of new clients. NPL ratio improved to $1.67 \%$ in 2 Q 12 compared to $1 Q 12$.

## Total Liabilities

Other accounts payable increased $43 \%$ to Ps. 6.24 million, compared to $1 Q 12$. This line item reflected related-party accounts payable, as well as other fees. The Guatemalan operation is currently being funded by the Holding; however, as has been mentioned in previous quarters, Compartamos S.A. expects to become a self-funded subsidiary by 2013.

## Capitalization

Compartamos S.A. (Guatemala) had a capitalization ratio of $225.3 \%$ in 2 Q 12 .
The operation currently consists of Group Loans (Credito Mujer), aimed at offering financial services to female entrepreneurs in rural communities.

## Clients / Total Loan Portfolio



## Compartamos S.A.

## Income Statement

For the quarter ended June 30, 2012
(in thousands of Pesos)


Figures are expressed in Mexican Pesos with their corresponding FX for the quarter

# Compartamos S.A. Balance Sheet For the quarter ended June 30, 2012 (in thousands of Pesos) 

|  | 2Q12 | 2Q11 | \% Change Annual | 1Q12 | \% Change Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and other investments | 161,315.7 | 12,637.1 | N/C | 129,817.7 | N/C |
| Derivatives | - | - | - | - | - |
| Total performing loans | 85,517.6 | 7,465.4 | N/C | 53,492.4 | 59.9\% |
| Non-performing loans | 1,452.6 | - | N/C | 2,108.2 | -31.1\% |
| Total loan portfolio | 86,970.2 | 7,465.4 | N/C | 55,600.6 | 56.4\% |
| Allowance for loan losses | 2,129.3 | 44.8 | N/C | 2,892.1 | -26.4\% |
| Loan portfolio, net | 84,840.9 | 7,420.5 | N/C | 52,708.5 | 61.0\% |
| Other accounts receivable | 237.5 | 138.8 | 71.2\% | 522.8 | -54.6\% |
| Fixed assets | 14,950.8 | 610.5 | N/C | 9,973.9 | 49.9\% |
| Other assets | 620.6 | - | N/C | 1,091.5 | -43.1\% |
| Total assets | 261,965.4 | 20,806.9 | N/C | 194,114.4 | 35.0\% |
| Deposits | - | - | - | - | - |
| Long term debt issuance | - | - | - | - | - |
| Interbank loans | - | - | - | - | - |
| Other accounts payable | 6,241.5 | 6,657.1 | -6.2\% | 4,350.0 | 43.5\% |
| Deferred income tax | - | - | - | - | - |
| Total liabilities | 6,241.5 | 6,657.1 | -6.2\% | 4,350.0 | 43.5\% |
| Capital stock | 275,541.3 | 21,063.4 | N/C | 205,834.3 | 33.9\% |
| Capital reserves | - | - | - | - | - |
| Foreign exchange effect | $(2,308.2)$ | (94.7) | N/C | $(4,466.7)$ | -48.3\% |
| Retainded earnings | $(7,788.0)$ | - | N/C | $(7,788.0)$ | 0.0\% |
| Net income for the year | $(9,721.1)$ | $(6,818.8)$ | 42.6\% | $(3,815.2)$ | N/C |
| Total stockholders' equity | 255,723.9 | 14,149.8 | N/C | 189,764.4 | 34.8\% |
| Total liabilities and stockholders' equity | 261,965.4 | 20,806.9 | N/C | 194,114.4 | 35.0\% |

## Company Description

Compartamos is a holding company whose primary objective is to promote, organize and manage companies, domestic and international, that are subject to its investment policies. Compartamos began in Mexico in 2010 and its shares began trading on the Mexican Stock Exchange on December 24, 2010, under the ticker symbol "COMPARC*".

## Note on Forward-Looking Statements

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, Bank performance and financial results. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the Bank, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.


[^0]:    For additional information visit: www.compartamos.com or contact:

[^1]:    *Peru figures are reported in Peruvian GAAP

[^2]:    ${ }^{1}$ Operating expenses / Net operating revenue

[^3]:    Peru figures are reported under Peruvian GAAP

