FY 2016 results
Frankfurt am Main, 29th March 2017 (updated as of 03.05.2017)

Borislav Kostadinov, Member of the Management Board
Jana Donath, Manager Finance and Controlling
A profitable, development-oriented commercial banking group for SMEs with focus on South Eastern Europe and Eastern Europe

Internationally established group of development-oriented banks for SMEs

Headquartered in Frankfurt and supervised by the German Federal Financial Supervisory Authority (BaFin) and Deutsche Bundesbank

Mission of promoting sustainable development with ethical corporate culture and long-term business relationships

Track record of high quality loan portfolio

Profitable every year since creation as a banking group in 2003

Summary

Key figures FY 2016

<table>
<thead>
<tr>
<th>Total assets</th>
<th>Gross loan portfolio(^{(1)})</th>
<th>Deposits/loans(^{(2)})</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 5,668m</td>
<td>EUR 3,629m</td>
<td>96%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of employees(^{(1)})</th>
<th>Net income</th>
<th>RoAE</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,078</td>
<td>EUR 61m</td>
<td>9.6%</td>
</tr>
</tbody>
</table>

CET1 ratio (fully loaded) 12.4%

Rating (Fitch) BBB (stable)

Reputable development-oriented shareholder base

Notes: As of 31 December 2016; (1) Continuing operations only; 4,751 employees in total; (2) Customer deposits divided by gross loan portfolio; (3) Shareholders of the general partner entity (does not include ProCredit Staff Invest 3 GmbH & Co. KG); (4) Aggregate of different investment entities, each with a shareholding below 3%
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<th>Highlights</th>
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<td>Financial development</td>
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<td>C</td>
<td>Asset quality</td>
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<td>D</td>
<td>Balance sheet, capital and funding</td>
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<td>Q&amp;A</td>
</tr>
<tr>
<td></td>
<td>Appendix</td>
</tr>
</tbody>
</table>
Where do we come from?
Significant progress since 2013

- Focused growth in SME loan categories
  
  58% → 81%  
  Dec-13 → Dec-16  
  Loan portfolio > EUR 30k in % total loan portfolio

- Regional focus on South Eastern Europe and Eastern Europe
  
  71% → 89%  
  Dec-13 → Dec-16  
  SEE and EE as % of gross loan portfolio

- Decrease in overall branch network
  
  645 → 291  
  Dec-13 → Dec-16  
  Number of branches

- Decrease in number of cash desk transactions
  
  28% → 5%  
  Dec-13 → Dec-16  
  Cash desk transactions in % total transactions

- Decrease in number of employees
  
  11,514 → 4,078  
  Dec-13 → Dec-16  
  Number of employees

- Increase in loan portfolio per employee
  
  363 → 890  
  Dec-13 → Dec-16  
  Gross loan portfolio per employee

Note: (1) Loan portfolio > EUR 30k initial loan size in % total loan portfolio by outstanding principal (2) 4,078 referring to continuing operations
### Execution of business strategy
- Strong growth with target SME clients (+13%)
- Implementation of modern 24/7 zones at majority of outlets
- Successful capital increase of EUR 31.9m to support attractive growth opportunities

### Execution of regional strategy
- Opening of branch in Thessaloniki, Greece
- Opening of new training hub in Kosovo
- Closing of sales of Banco PyME Los Andes ProCredit S.A. in Bolivia and of ProConfianza Mexico

### Transformation into a publicly listed company
- Listing of ProCredit Holding in the Prime Standard of the Frankfurt Stock Exchange
- First initiation of research coverage on ProCredit share (PCZ)

### Continued external recognition and certification
- Confirmation of BBB rating by Fitch
- Corporate Responsibility Prime rating by oekom research
- EU Eco-Management and Audit Scheme (EMAS) certification for ProCredit’s Germany-based institutions
Strong loan volume growth in target loan categories

FY 2016

-28% (EUR -256m)
-13% (EUR +336m)
+2%

([EUR m]

-86
-169
-27
+22
+81
+93
+85
+82
+81

Initial loan size
(in EUR k)
<10k
10-30k
30-50k
50-150k
150-250k
250-500k
500k-1m
>1m
Total

Remaining stock
EUR 185 m
EUR 486 m

FY 2015

-20% (EUR -230m)
18% (EUR +403m)
+5%

([-EUR m]

-135
-96
+3
+73
+77
+84
+69
+97
+172

Initial loan size
(in EUR k)
<10k
10-30k
30-50k
50-150k
150-250k
250-500k
500k-1m
>1m
Total

Note: Loan volume growth split by initial loan size in all segments
Decreased net interest income due to run-off of loan portfolio < EUR 30k and decreased NIM largely compensated by significantly reduced cost of risk: 0.5% of gross loan portfolio, down from 1.2% in FY2015

Strong decrease of cost base driven by both reduction of personnel and admin expenses

EUR 14m profits from discontinued operations in 2016 compared to EUR 23m in 2015; partly due to the sale of subsidiaries in Congo and Armenia in 2015
Segmental contribution to group net income

Group functions such as e.g. risk, reporting, capital and liquidity management, training development
Includes ProCredit Holding, Quipu, ProCredit Academy Fürth, ProCredit Germany (EUR 78m loan portfolio; EUR 114m customer deposits)

Profit after tax of EUR 14.0m, split into profit contributions from entities in El Salvador, Nicaragua, Bolivia and Mexico of EUR 10.1m and EUR 3.9m net gain on sale of entities in Bolivia and Mexico

<table>
<thead>
<tr>
<th>(in EUR m)</th>
<th>South Eastern Europe</th>
<th>Eastern Europe</th>
<th>South America</th>
<th>Group functions, net of consolidation</th>
<th>Continuing operations</th>
<th>Discontinued operations</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>54.4</td>
<td>21.4</td>
<td>21.4</td>
<td>21.4</td>
<td>21.4</td>
<td>21.4</td>
<td>21.4</td>
<td>61.0</td>
</tr>
</tbody>
</table>

| Gross loan portfolio (EUR bn) | 2.5 | 0.7 | 0.3 | – | 3.6 | 0.4 | 4.0 |
| 2016 loan growth >€30k | +12.5% | +17.7% | +13.2% | – | +13.0% | – | – |
| PAR 30 ratio | 3.8% | 3.3% | 7.5% | – | 3.9% | – | – |
| Cost income ratio | 61.5% | 47.0% | 112.2% | – | 71.3% | – | – |
| RoAE | 12.3% | 17.5% | -3.5% | – | 8.8% | – | 9.6% |
In the mid-term, and taking into consideration a stabilising political, economic and operating environment, we see potential for c. 10% p.a. growth of the gross loan portfolio, a cost income ratio (CIR) < 60%, and a return on average equity (RoAE) of c. 10%.
Agenda

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B  Financial development

C  Asset quality

D  Balance sheet, capital and funding

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## FY 2016 results at a glance

### Income statement

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>260.7</td>
<td>230.8</td>
<td>-11%</td>
</tr>
<tr>
<td>Provision expenses</td>
<td>42.1</td>
<td>18.6</td>
<td>-56%</td>
</tr>
<tr>
<td>Net fee and commission income</td>
<td>47.7</td>
<td>43.0</td>
<td>-10%</td>
</tr>
<tr>
<td>Net result of other operating income</td>
<td>-1.4</td>
<td>4.2</td>
<td>n.m.</td>
</tr>
<tr>
<td>Operating income</td>
<td>265.0</td>
<td>259.3</td>
<td>-2%</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>211.4</td>
<td>198.2</td>
<td>-6%</td>
</tr>
<tr>
<td>Operating result</td>
<td>53.5</td>
<td>61.1</td>
<td>14%</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>15.2</td>
<td>14.1</td>
<td>-7%</td>
</tr>
<tr>
<td>Profit from continuing operations</td>
<td>38.4</td>
<td>47.0</td>
<td>23%</td>
</tr>
<tr>
<td>Profit from discontinued operations</td>
<td>23.0</td>
<td>14.0</td>
<td>-39%</td>
</tr>
<tr>
<td>Profit of the period</td>
<td>61.3</td>
<td>61.0</td>
<td>-1%</td>
</tr>
</tbody>
</table>

### Key performance indicators

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in loan portfolio &gt; EUR 30,000</td>
<td>18.3%</td>
<td>13.0%</td>
<td>-5.4%pp</td>
</tr>
<tr>
<td>Return on average equity</td>
<td>10.5%</td>
<td>9.6%</td>
<td>-0.9%pp</td>
</tr>
<tr>
<td>CET 1 ratio (fully loaded)</td>
<td>10.1%</td>
<td>12.4%</td>
<td>+2.3%pp</td>
</tr>
</tbody>
</table>

### Additional indicators

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest margin</td>
<td>5.5%</td>
<td>4.6%</td>
<td>-0.9%pp</td>
</tr>
<tr>
<td>Net write-off ratio</td>
<td>0.8%</td>
<td>0.7%</td>
<td>-0.0%pp</td>
</tr>
<tr>
<td>% of loans in PAR 30</td>
<td>4.4%</td>
<td>3.9%</td>
<td>-0.5%pp</td>
</tr>
<tr>
<td>% of impaired loans</td>
<td>7.4%</td>
<td>6.3%</td>
<td>-1.1%pp</td>
</tr>
<tr>
<td>Cost-income ratio</td>
<td>68.9%</td>
<td>71.3%</td>
<td>+2.5%pp</td>
</tr>
<tr>
<td>Book value per share</td>
<td>11.73</td>
<td>12.07</td>
<td>+3%</td>
</tr>
<tr>
<td>Dividend payout ratio</td>
<td>33%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

*Note: P&L related figures and ratios relate to continuing operations only; i.e. excluding Bolivia, Mexico, El Salvador and Nicaragua for 2016 and 2015*
Decreased net interest income yoy impacted mainly by the strategic decline of the loan portfolio with loan sizes < EUR 30k (-28% yoy)

Decline in interest income partly compensated by decrease in interest expenses; mainly from increased share of deposits from current and savings accounts

Decline in share of high interest loans as part of strategic run-off of the loan portfolio < EUR 30k loan size, however, with significant positive effects on both risk costs and operating costs

Lower market interest margins in 2016
Further declined allowances for losses on loans and advances to customers

- Down to EUR 18.6m in FY 2016 from EUR 42.1m in FY 2015
- Loan loss provisions ratio further down to 0.5% in FY 2016 from 1.1% in FY 2015, partly driven by strategic portfolio shift

Notes: (1) Cost of risk defined as allowances for losses on loans and advances to customers, divided by average gross loan portfolio
Net fee and commission income

- Stable during FY 2016, however, below the levels in FY 2015
- Down to EUR 43.0m in FY 2016 compared to EUR47.7m in FY 2015, mainly as a result of a decrease in income from cash transactions
- Significant increase of net fee and commission income per client in 2016 compared to 2015
- ProCredit has significantly reduced the number of cash transactions which has a positive impact on personnel and administrative costs
Operating expenses

- Decrease in operating expenses by 6.3% during FY 2016 (EUR 198m in FY 2016 compared to EUR 211m in FY 2015)

- Decline in cost base influenced by
  - Decreased number of staff (down by 12.5% to 4,078 as of Dec-16 compared to 4,659 as of Dec-15; in addition, sale of entities in Bolivia and Mexico)
  - Decreased administrative expenses, mainly due to reduced and modernized branch network

- General decline in cost base partly compensated by
  - Increased average salaries (+6% yoy)
  - Increased IT investments
  - One-off costs in Q4-16, also in relation to the Listing of ProCredit Holding at the Frankfurt Stock Exchange
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Appendix
Structure of the loan portfolio

Loan portfolio by geographical segments

- South America: 8%
- Germany: 2%
- Eastern Europe: 20%
- South Eastern Europe: 70%
- Other regions:
  - Bulgaria: 7%
  - Serbia: 6%
  - Kosovo: 4%
  - Albania: 4%
  - Bosnia: 3%
  - Georgia: 2%
  - Macedonia: 2%
  - Romania: 1%
  - Ecuador: 1%
  - Colombia: 1%
  - Mexico: 1%
  - Germany: 1%

Loan portfolio by sector

- Private loans: 9%
- Business loans: 91%
- Other sectors:
  - Agricultural loans: 3%
  - Housing improvement loans: 7%
  - Other private client loans: 18%

Notes: Loan portfolio by geographical segments and by sector in % of total gross loan portfolio (EUR 3,629m as per 31-Dec-16)
Structure of the loan portfolio (continued)

Loan portfolio by initial loan size

- Category loan size <30k: 19%
- Category loan size >30k: 81%

- 5% EUR 30-50k
- 14% EUR 50-150k
- 9% EUR 250-1,000k
- 24% > EUR 1,000k
- 12% EUR 10-30k
- 11% EUR 1,000-30k

Loan portfolio by currency

- 52% EUR
- 16% USD
- 32% Other currencies

Notes: Loan portfolio by initial loan size in % of total outstanding principal (EUR 3,604m as per 31-Dec-16); loan portfolio by currency in % of total gross loan portfolio (EUR 3,629m as per 31-Dec-16)
Net write-offs at continuously low level

Low portfolio at risk, lower compared to Dec-15 mainly due to the changed structure of the loan portfolio

Prudent risk management underlined by high coverage ratios

Continuous monitoring of loan portfolio, with PAR 90, PAR 30, and impaired loans as key reporting triggers

Very conservative definition of impaired loans, including PAR30

Notes: (1) Net write-offs to gross loan portfolio ratio  (2) Allowances for losses on loans and advances to customers divided by impaired loan portfolio
Total collateral of EUR 2.8bn; of which majority as mortgages (73% as per Dec-16)

Clear and strict requirements regarding types of acceptable collateral, legal aspects of collateral and insurance of collateral items

Standardised collateral valuation methodology

Regular monitoring of the value of all collateral and a clear process of collateral revaluation, also by usage of external, independent experts

Verification of external appraisals and regular monitoring activities carried out by specialist staff members
Development of green loan portfolio

► Strong growth of the green loan portfolio (38% p.a. over the last three years)

► Includes credit products for investments in

  ◆ Energy efficiency

  ◆ Renewable energies

  ◆ Other environmentally-related activities

► Ambition of min. 10% of the total loan portfolio (currently at 9.1%)

► Currently 7,772 outstanding credit exposures

► Largest part of green loan portfolio to finance energy efficiency measures (70.2%)

► Very high portfolio quality; PAR 30 ratio for the portfolio below 0.5%

Overview of growth in last three years

<table>
<thead>
<tr>
<th>Year</th>
<th>% Growth</th>
<th>Total (EUR m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-13</td>
<td>3.0%</td>
<td>126</td>
</tr>
<tr>
<td>Dec-14</td>
<td>4.0%</td>
<td>174</td>
</tr>
<tr>
<td>Dec-15</td>
<td>6.4%</td>
<td>264</td>
</tr>
<tr>
<td>Dec-16</td>
<td>9.1%</td>
<td>329</td>
</tr>
</tbody>
</table>

CAGR 13 – 16: 38%

Structure of green loan portfolio (Dec-16)

- Energy efficiency: 70.2%
- Renewable energy: 17.9%
- Other green investments: 11.8%

Total: EUR 329m
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Appendix
Net loans to customers: Classification of entity in Bolivia as discontinued operation in Q3-16; subsequent sale of entity in Q4-16 (associated decline of group net loan portfolio of EUR 568m)

Sale of entity in Mexico; remaining entities held for sale: ProCredit banks in El Salvador and Nicaragua
Liabilities and equity reconciliation

- Increase in current accounts (+EUR 263m) and savings accounts (+EUR 110m), offset by decrease in term deposit accounts (-EUR 691m)
- EUR 31.9m capital increase in Nov-16, EUR 41.1m retained earnings, -EUR 18.4m increase of translation reserve
Liquidity update

 ► Comfortable liquidity situation

 ► LCR at Group level at 194% as of 31-Dec-16, significantly above regulatory requirement

 ► Highly liquid assets of EUR 1.1bn; decrease yoy due to overall decrease in balance sheet

 ► HLA ratio of 32%

### Liquidity coverage ratio

<table>
<thead>
<tr>
<th></th>
<th>LCR ratio</th>
<th>Regulatory minimum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-15</td>
<td>174%</td>
<td>60%</td>
</tr>
<tr>
<td>Dec-16</td>
<td>194%</td>
<td>70%</td>
</tr>
</tbody>
</table>

### Highly liquid assets (HLA) and HLA ratio

<table>
<thead>
<tr>
<th></th>
<th>(in EUR bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-15</td>
<td>1.2</td>
</tr>
<tr>
<td>Dec-16</td>
<td>1.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Highly liquid assets (&lt; 1 month)</th>
<th>HLA ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>31%</td>
<td>32%</td>
</tr>
</tbody>
</table>
Overview of capitalisation

(in EUR m) | Dec-15 | Dec-16
---|---|---
CET1 capital (net of deductions) | 535 | 574
Additional Tier 1 capital (net of deductions) | 0 | 0
Tier 1 capital | 535 | 574
Tier 2 capital | 103 | 150
Total capital | 639 | 724
RWA total | 5,258 | 4,603
  o/w Credit risk | 3,950 | 3,446
  o/w Market risk (currency risk) | 505 | 462
  o/w Operational risk | 801 | 694
  o/w CVA risk | 2 | 1
CET1 capital ratio | 10.2% | 12.5%
Total capital ratio | 12.1% | 15.7%
Leverage ratio | 8.6% | 9.9%
CET1 capital ratio (fully loaded) | 10.1% | 12.4%
Total capital ratio (fully loaded) | 11.7% | 15.4%
Leverage ratio (fully loaded) | 8.6% | 9.8%

Development of RWA by category

| Dec-15 | Dec-16 |
---|---|
Total RWA in EUR m | 5,258 | 4,603
  15% | 10% | 75% | 15% | 10% | 75%
(12.5)% |

- Comfortable capital position regarding CET1 capital ratio, Total Capital ratio and Leverage ratio
- Tier 1 capital currently consisting of CET1 capital only
- RWA mainly comprise credit risk (75% of total RWA)
- RWA decreased by 12.5% in 2016, primarily as result of decreased asset base following the sale and deconsolidation of Banco Pyme Los Andes ProCredit Bolivia
Development of CET1 capital ratio (fully loaded)

Development of CET 1 ratio (fully loaded) in 2016

- +1.3%pp related to sale of Banco Pyme Los Andes ProCredit Bolivia, remainder related to sale of ProConfianza Mexico
- Recognition of profits Q4-15, Q1-16, Q2-16, Q3-16
- EUR 31.9m capital increase in Nov-16 by existing shareholders
- Leverage ratio (fully loaded) 9.8%

Leverage ratio (fully loaded) 9.8%

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
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A Highlights

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Overview of quarterly financial development

<table>
<thead>
<tr>
<th>Income statement</th>
<th>Q4-15</th>
<th>Q1-16</th>
<th>Q2-16</th>
<th>Q3-16</th>
<th>Q4-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>66.6</td>
<td>60.7</td>
<td>58.2</td>
<td>56.7</td>
<td>55.3</td>
</tr>
<tr>
<td>Provision expenses</td>
<td>13.0</td>
<td>9.4</td>
<td>4.5</td>
<td>2.9</td>
<td>1.8</td>
</tr>
<tr>
<td>Net fee and commission income</td>
<td>13.8</td>
<td>10.7</td>
<td>10.9</td>
<td>10.4</td>
<td>10.9</td>
</tr>
<tr>
<td>Net result of other operating income</td>
<td>-5.7</td>
<td>-0.8</td>
<td>-0.1</td>
<td>2.4</td>
<td>2.6</td>
</tr>
<tr>
<td>Operating income</td>
<td>61.7</td>
<td>61.2</td>
<td>64.5</td>
<td>66.7</td>
<td>67.0</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>53.6</td>
<td>47.3</td>
<td>49.2</td>
<td>48.0</td>
<td>53.8</td>
</tr>
<tr>
<td>Operating result</td>
<td>8.1</td>
<td>13.9</td>
<td>15.2</td>
<td>18.7</td>
<td>13.2</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>3.2</td>
<td>3.9</td>
<td>3.4</td>
<td>3.9</td>
<td>2.9</td>
</tr>
<tr>
<td>Profit from continuing operations</td>
<td>4.9</td>
<td>10.0</td>
<td>11.8</td>
<td>14.9</td>
<td>10.4</td>
</tr>
<tr>
<td>Profit from discontinued operations</td>
<td>1.0</td>
<td>1.1</td>
<td>6.5</td>
<td>-8.6</td>
<td>15.1</td>
</tr>
<tr>
<td>Profit of the period</td>
<td>5.9</td>
<td>11.0</td>
<td>18.3</td>
<td>6.2</td>
<td>25.5</td>
</tr>
</tbody>
</table>

| Key performance indicators             |       |       |       |       |       |
| Change in loan portfolio > EUR 30,000  | 4.2%  | 0.6%  | 5.2%  | 1.8%  | 4.8%  |
| Return on average equity(1)            | 4.1%  | 7.1%  | 12.0% | 3.9%  | 16.1% |
| CET 1 ratio (fully loaded)             | 10.1% | 10.3% | 10.3% | 10.6% | 12.4% |

| Additional indicators                  |       |       |       |       |       |
| Net interest margin(1)                 | 5.5%  | 5.0%  | 4.8%  | 4.6%  | 4.4%  |
| Net write-off ratio(1)                  | 0.8%  | 0.5%  | 0.2%  | 0.4%  | 0.7%  |
| % of loans in PAR 30                    | 4.9%  | 5.4%  | 4.9%  | 4.7%  | 3.9%  |
| % of impaired loans                     | 7.4%  | 7.8%  | 7.3%  | 7.7%  | 6.3%  |
| Cost-income ratio                       | 71.7% | 67.0% | 71.4% | 68.9% | 78.1% |

Notes: (1) Annualized
Strong loan volume growth in target loan categories
South Eastern Europe and Eastern Europe

FY 2016

<table>
<thead>
<tr>
<th>Initial loan size (in EUR k)</th>
<th>EUR m</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;10k</td>
<td>-78</td>
</tr>
<tr>
<td>10-30k</td>
<td>-136</td>
</tr>
<tr>
<td>30-50k</td>
<td>-33</td>
</tr>
<tr>
<td>50-150k</td>
<td>+16</td>
</tr>
<tr>
<td>150-250k</td>
<td>+76</td>
</tr>
<tr>
<td>250-500k</td>
<td>+87</td>
</tr>
<tr>
<td>500k-1m</td>
<td>+88</td>
</tr>
<tr>
<td>&gt;1m</td>
<td>+107</td>
</tr>
<tr>
<td>Total</td>
<td></td>
</tr>
</tbody>
</table>

Remaining stock
EUR 173 m
EUR 395 m

FY 2015

<table>
<thead>
<tr>
<th>Initial loan size (in EUR k)</th>
<th>EUR m</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;10k</td>
<td>-117</td>
</tr>
<tr>
<td>10-30k</td>
<td>-64</td>
</tr>
<tr>
<td>30-50k</td>
<td>-3</td>
</tr>
<tr>
<td>50-150k</td>
<td>+66</td>
</tr>
<tr>
<td>150-250k</td>
<td>+74</td>
</tr>
<tr>
<td>250-500k</td>
<td>+85</td>
</tr>
<tr>
<td>500k-1m</td>
<td>+69</td>
</tr>
<tr>
<td>&gt;1m</td>
<td>+167</td>
</tr>
<tr>
<td>Total</td>
<td></td>
</tr>
</tbody>
</table>

Note: Loan volume growth split by initial loan size in segments South Eastern Europe and Eastern Europe.
### Regional loan portfolio split

- **Bulgaria**: 25%
- **Serbia**: 24%
- **Kosovo**: 19%
- **Macedonia**: 11%
- **Romania**: 9%
- **Albania**: 6%
- **Bosnia**: 6%

Total: EUR 2,535m (70% of total)

### Key financial data

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net interest income</strong></td>
<td>174.6</td>
<td>150.5</td>
</tr>
<tr>
<td><strong>Provision expenses</strong></td>
<td>19.1</td>
<td>8.0</td>
</tr>
<tr>
<td><strong>Net fee and commission income</strong></td>
<td>33.8</td>
<td>28.7</td>
</tr>
<tr>
<td><strong>Net result of other operating income</strong></td>
<td>-6.1</td>
<td>1.5</td>
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<tr>
<td><strong>Operating income</strong></td>
<td>183.2</td>
<td>172.7</td>
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<tr>
<td><strong>Operating expenses</strong></td>
<td>121.9</td>
<td>111.1</td>
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<td><strong>Operating result</strong></td>
<td>61.3</td>
<td>61.6</td>
</tr>
<tr>
<td><strong>Tax expenses</strong></td>
<td>8.1</td>
<td>7.3</td>
</tr>
<tr>
<td><strong>Profit of the period</strong></td>
<td>53.2</td>
<td>54.4</td>
</tr>
</tbody>
</table>

**Growth in loan portfolio > EUR 30k**

- **16.6%** (FY 2015)  
- **12.5%** (FY 2016)

**Customer deposits / gross loan portfolio**

- **97.4%** (FY 2015)  
- **96.9%** (FY 2016)

**Net interest margin**

- **5.3%** (FY 2015)  
- **4.3%** (FY 2016)

**Cost income ratio**

- **60.3%** (FY 2015)  
- **61.5%** (FY 2016)

**PAR 30 ratio**

- **4.4%** (FY 2015)  
- **3.8%** (FY 2016)

**Coverage ratio PAR 30**

- **100.3%** (FY 2015)  
- **105.6%** (FY 2016)

**RoAE**

- **12.8%** (FY 2015)  
- **12.3%** (FY 2016)

Notes: (1) By initial loan size
Segment Eastern Europe

Regional loan portfolio split

- Georgia: 44%
- Ukraine: 42%
- Moldova: 14%

Total: EUR 707m (20% of total)

Loan portfolio growth(1)

- Dec-15: EUR 676m (18%)
- Dec-16: EUR 705m (92%)

Key financial data

<table>
<thead>
<tr>
<th>(in EUR m)</th>
<th>FY 2015</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>59.6</td>
<td>59.7</td>
</tr>
<tr>
<td>Provision expenses</td>
<td>18.7</td>
<td>12.7</td>
</tr>
<tr>
<td>Net fee and commission income</td>
<td>9.4</td>
<td>8.8</td>
</tr>
<tr>
<td>Net result of other operating income</td>
<td>7.1</td>
<td>4.4</td>
</tr>
<tr>
<td>Operating income</td>
<td>57.4</td>
<td>60.1</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>37.2</td>
<td>34.3</td>
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<tr>
<td>Operating result</td>
<td>20.2</td>
<td>25.9</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>3.1</td>
<td>4.5</td>
</tr>
<tr>
<td>Profit of the period</td>
<td>17.1</td>
<td>21.4</td>
</tr>
</tbody>
</table>

Growth in loan portfolio > EUR 30k

- FY 2015: 20.3%
- FY 2016: 17.7%

Customer deposits / gross loan portfolio

- FY 2015: 88.7%
- FY 2016: 98.5%

Net interest margin

- FY 2015: 6.6%
- FY 2016: 5.9%

Cost income ratio

- FY 2015: 48.9%
- FY 2016: 47.0%

PAR 30 ratio

- FY 2015: 5.3%
- FY 2016: 3.3%

Coverage ratio PAR 30

- FY 2015: 96.9%
- FY 2016: 140.0%

RoAE

- FY 2015: 16.1%
- FY 2016: 17.5%

Notes: (1) By initial loan size

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
Segment South America

Regional loan portfolio split

- Ecuador: 86%
- Colombia: 11%
- Mexico: 3%
- Total: EUR 307m (8% of total)

Loan portfolio growth (1)

- Dec-15: EUR 321m
- Dec-16: EUR 303m
- Loan portfolio < EUR 30k: 45% (Dec-15) to 34% (Dec-16)
- Loan portfolio > EUR 30k: 55% (Dec-15) to 66% (Dec-16)
- (5.7)% growth

Key financial data

<table>
<thead>
<tr>
<th>(in EUR m)</th>
<th>FY 2015</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>32.4</td>
<td>23.8</td>
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<tr>
<td>Provision expenses</td>
<td>4.1</td>
<td>-2.0</td>
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<tr>
<td>Net fee and commission income</td>
<td>0.5</td>
<td>-0.2</td>
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<tr>
<td>Net result of other operating income</td>
<td>3.9</td>
<td>2.0</td>
</tr>
<tr>
<td>Operating income</td>
<td>32.8</td>
<td>27.7</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>1.1</td>
<td>-1.1</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>1.4</td>
<td>1.2</td>
</tr>
<tr>
<td>Profit of the period</td>
<td>-0.3</td>
<td>-2.3</td>
</tr>
<tr>
<td>Growth in loan portfolio &gt; EUR 30k</td>
<td>17.9%</td>
<td>13.2%</td>
</tr>
<tr>
<td>Customer deposits / gross loan portfolio</td>
<td>77.3%</td>
<td>66.9%</td>
</tr>
<tr>
<td>Net interest margin</td>
<td>6.9%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Cost income ratio</td>
<td>85.9%</td>
<td>112.2%</td>
</tr>
<tr>
<td>PAR 30 ratio</td>
<td>8.4%</td>
<td>7.5%</td>
</tr>
<tr>
<td>Coverage ratio PAR 30</td>
<td>68.7%</td>
<td>67.8%</td>
</tr>
<tr>
<td>RoAE</td>
<td>-0.5%</td>
<td>-3.5%</td>
</tr>
</tbody>
</table>

Notes: Includes Mexico; (1) By initial loan size

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
**Funding and rating update**

- Highly diversified funding structure and counterparties
- Customer deposits main funding source, accounting for 75% as of 31-Dec-16
- Supplemented by long term funding from IFIs and institutional investors
- High and stable self-funding ratio of 96%

**Rating:**

- ProCredit Holding: BBB (stable) by Fitch
- ProCredit Banks: At or close to sovereign IDR; Local banks in Macedonia and Georgia are even rated above the sovereign IDR

---

**Funding sources overview**

- Customer deposits: 74.8%
- Liabilities to IFIs: 10.7%
- Liabilities to banks: 6.8%
- Debt securities: 3.7%
- Subordinated debt: 3.1%
- Other liabilities: 0.8%

Total liabilities\(^{(1)}\): EUR 4.6bn

**Self funding ratio development**

- Dec-15: 92%
- Dec-16: 96%

Customer deposits / loans ratio

---

Notes: (1) Total liabilities excluding liabilities related to assets held for sale (EUR 368m as of 31-Dec-16)
Continued focus on transparent reporting
► Advanced disclosure including e.g.
  ► Annual Environmental Performance Report 2016 (to be published May-17)
  ► Group Environmental Management Policy
  ► Further documents on the group’s approach to managing environmental and social risks in lending

Significantly reduced ecological footprint
► Yearly absolute energy consumption down by 11.4% yoy
► Yearly absolute greenhouse gas emissions down by 13.5% yoy
► Energy consumption per floor area kWh/m² down by 2.3% yoy
► Paper use down by 30.9% yoy; paper use per employee kg/pp down by 15.9% yoy

Continued focus on employee training
► ~49,900 man-days of trainings\(^{(1)}\)
► 527 graduates and participants from the Management and Banker Academy
► ~3,540 man-days of environmentally related trainings\(^{(2)}\)

External certification
► ISO 14001 certification completed for most of the ProCredit banks
► EU Eco-Management and Audit Scheme (EMAS) certification for ProCredit’s Germany-based institutions in addition to ISO 14001
► Corporate Responsibility Prime rating by oekom research

Note: (1) Entry Programme, Group Workshops, Management Academy, Banker Academy, English course  (2) Local trainings at 12 banks, academy environmental blocks, workshops, Entry Programme environmental block
<table>
<thead>
<tr>
<th></th>
<th>Dec-15</th>
<th>Dec-16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>834</td>
<td>937</td>
</tr>
<tr>
<td>Loans and advances to banks</td>
<td>339</td>
<td>287</td>
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<tr>
<td>Financial assets at fair value through profit and loss</td>
<td>1</td>
<td>0</td>
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<tr>
<td>Available-for-sale financial assets</td>
<td>207</td>
<td>250</td>
</tr>
<tr>
<td>Loans and advances to customers</td>
<td>4,105</td>
<td>3,629</td>
</tr>
<tr>
<td>Allowance for losses on loans and advances to customers</td>
<td>(177)</td>
<td>(151)</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>172</td>
<td>157</td>
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<tr>
<td>Other assets</td>
<td>99</td>
<td>97</td>
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<tr>
<td>Assets held for sale</td>
<td>429</td>
<td>461</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>6,009</td>
<td>5,668</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
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<tr>
<td>Liabilities to banks</td>
<td>394</td>
<td>318</td>
</tr>
<tr>
<td>Financial liabilities at fair value through profit or loss</td>
<td>2</td>
<td>1</td>
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<td>Liabilities to customers</td>
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<td>3,475</td>
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<td>Liabilities to International Financial Institutions</td>
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<td>499</td>
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<td>Debt securities</td>
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<td>Other liabilities</td>
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<td>19</td>
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<td>Provisions</td>
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<td>16</td>
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<td>Current tax liabilities</td>
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<td>Deferred tax liabilities</td>
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<td>2</td>
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<td>Subordinated debt</td>
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<td>171</td>
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<td>Liabilities related to assets held for sale</td>
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<td>368</td>
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<td><strong>Total liabilities</strong></td>
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<td>5,014</td>
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<td><strong>Equity</strong></td>
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<td>Subscribed capital</td>
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<td>268</td>
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<td>Capital reserve</td>
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<td>Legal reserve</td>
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<td>Retained earnings</td>
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<td>325</td>
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<td>Translation reserve</td>
<td>(44)</td>
<td>(62)</td>
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<td>Revaluation reserve from available-for-sale financial instruments</td>
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<td>0</td>
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<tr>
<td>Equity attributable to equity holders of the parent company</td>
<td>596</td>
<td>646</td>
</tr>
<tr>
<td>Non-controlling interests</td>
<td>8</td>
<td>8</td>
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<tr>
<td><strong>Total equity</strong></td>
<td>604</td>
<td>654</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>6,009</td>
<td>5,668</td>
</tr>
</tbody>
</table>
## Income statement – quarterly overview

<table>
<thead>
<tr>
<th></th>
<th>Q1 2016</th>
<th>Q2 2016</th>
<th>Q3 2016</th>
<th>Q4 2016</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Interest and similar income</strong></td>
<td>85.1</td>
<td>82.8</td>
<td>81.1</td>
<td>78.6</td>
<td>327.6</td>
</tr>
<tr>
<td><strong>Interest and similar expenses</strong></td>
<td>24.4</td>
<td>24.6</td>
<td>24.4</td>
<td>23.3</td>
<td>96.8</td>
</tr>
<tr>
<td><strong>Net interest income</strong></td>
<td>60.7</td>
<td>58.2</td>
<td>56.7</td>
<td>55.3</td>
<td>230.8</td>
</tr>
<tr>
<td><strong>Allowance for losses on loans and advances to customers</strong></td>
<td>9.4</td>
<td>4.5</td>
<td>2.9</td>
<td>1.8</td>
<td>18.6</td>
</tr>
<tr>
<td><strong>Net interest income after allowances</strong></td>
<td>51.3</td>
<td>53.7</td>
<td>53.8</td>
<td>53.5</td>
<td>212.2</td>
</tr>
<tr>
<td><strong>Fee and commission income</strong></td>
<td>14.2</td>
<td>14.7</td>
<td>14.5</td>
<td>14.8</td>
<td>58.2</td>
</tr>
<tr>
<td><strong>Fee and commission expenses</strong></td>
<td>3.5</td>
<td>3.8</td>
<td>4.0</td>
<td>3.9</td>
<td>15.2</td>
</tr>
<tr>
<td><strong>Net fee and commission income</strong></td>
<td>10.7</td>
<td>10.9</td>
<td>10.4</td>
<td>10.9</td>
<td>43.0</td>
</tr>
<tr>
<td><strong>Result from foreign exchange transactions</strong></td>
<td>2.0</td>
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<td>3.3</td>
<td>1.0</td>
<td>8.9</td>
</tr>
<tr>
<td><strong>Net result from financial instruments at fair value through profit or loss</strong></td>
<td>(0.4)</td>
<td>(0.1)</td>
<td>(0.3)</td>
<td>(0.3)</td>
<td>(1.0)</td>
</tr>
<tr>
<td><strong>Net result from available-for-sale financial assets</strong></td>
<td>0.3</td>
<td>4.0</td>
<td>0.2</td>
<td>(0.0)</td>
<td>4.6</td>
</tr>
<tr>
<td><strong>Net other operating income</strong></td>
<td>(2.7)</td>
<td>(6.7)</td>
<td>(0.8)</td>
<td>1.9</td>
<td>(8.3)</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>61.2</td>
<td>64.5</td>
<td>66.7</td>
<td>67.0</td>
<td>259.3</td>
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<td><strong>Personnel expenses</strong></td>
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<td>22.1</td>
<td>22.1</td>
<td>22.1</td>
<td>88.2</td>
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<tr>
<td><strong>Administrative expenses</strong></td>
<td>25.4</td>
<td>27.1</td>
<td>25.8</td>
<td>31.7</td>
<td>110.1</td>
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<tr>
<td><strong>Operating expenses</strong></td>
<td>47.3</td>
<td>49.2</td>
<td>48.0</td>
<td>53.8</td>
<td>198.2</td>
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<tr>
<td><strong>Profit before tax</strong></td>
<td>13.9</td>
<td>15.2</td>
<td>18.7</td>
<td>13.2</td>
<td>61.1</td>
</tr>
<tr>
<td><strong>Income tax expenses</strong></td>
<td>3.9</td>
<td>3.4</td>
<td>3.9</td>
<td>2.9</td>
<td>14.1</td>
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<td><strong>Profit of the period from continuing operations</strong></td>
<td>10.0</td>
<td>11.8</td>
<td>14.9</td>
<td>10.4</td>
<td>47.0</td>
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<tr>
<td><strong>Profit of the period from discontinued operations</strong></td>
<td>1.1</td>
<td>6.5</td>
<td>(8.6)</td>
<td>15.1</td>
<td>14.0</td>
</tr>
<tr>
<td><strong>Profit of the period</strong></td>
<td>11.0</td>
<td>18.3</td>
<td>6.2</td>
<td>25.5</td>
<td>61.0</td>
</tr>
<tr>
<td><strong>Profit attributable to equity holders of the parent company</strong></td>
<td>10.6</td>
<td>18.0</td>
<td>5.8</td>
<td>25.1</td>
<td>59.4</td>
</tr>
<tr>
<td><strong>Profit attributable to non-controlling interests</strong></td>
<td>0.5</td>
<td>0.3</td>
<td>0.4</td>
<td>0.4</td>
<td>1.6</td>
</tr>
</tbody>
</table>
## Income statement by segment

**FY 2016 (in EUR m)**

<table>
<thead>
<tr>
<th>Segment</th>
<th>Germany</th>
<th>Eastern Europe</th>
<th>South Eastern Europe</th>
<th>South America</th>
<th>Consolidation</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Interest and similar income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>17.3</td>
<td>0.1</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Interest and similar expenses</strong></td>
<td>21.9</td>
<td>48.2</td>
<td>27.0</td>
<td>15.3</td>
<td></td>
<td>96.8</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>0.2</td>
<td>4.7</td>
<td>7.3</td>
<td>3.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net interest income</strong></td>
<td>(1.4)</td>
<td>59.7</td>
<td>150.5</td>
<td>23.8</td>
<td>(1.8)</td>
<td>230.8</td>
</tr>
<tr>
<td>Allowance for losses on loans and advances to customers</td>
<td>(0.1)</td>
<td>12.7</td>
<td>8.0</td>
<td>(2.0)</td>
<td>0.0</td>
<td>18.6</td>
</tr>
<tr>
<td><strong>Net interest income after allowances</strong></td>
<td>(1.3)</td>
<td>47.0</td>
<td>142.4</td>
<td>25.8</td>
<td>(1.8)</td>
<td>212.2</td>
</tr>
<tr>
<td><strong>Fee and commission income</strong></td>
<td>9.1</td>
<td>12.6</td>
<td>43.8</td>
<td>1.9</td>
<td>(9.2)</td>
<td>58.2</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>7.8</td>
<td>0.0</td>
<td>1.4</td>
<td>0.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Fee and commission expenses</strong></td>
<td>2.6</td>
<td>3.9</td>
<td>15.1</td>
<td>2.0</td>
<td>(8.3)</td>
<td>15.2</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>0.8</td>
<td>1.3</td>
<td>5.3</td>
<td>0.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net fee and commission income</strong></td>
<td>6.5</td>
<td>8.8</td>
<td>28.7</td>
<td>(0.2)</td>
<td>(0.9)</td>
<td>43.0</td>
</tr>
<tr>
<td>Result from foreign exchange transactions</td>
<td>(2.0)</td>
<td>4.6</td>
<td>7.0</td>
<td>(0.1)</td>
<td>(0.6)</td>
<td>8.9</td>
</tr>
<tr>
<td>Net result from financial instruments at fair value through profit or loss</td>
<td>(1.4)</td>
<td>(0.1)</td>
<td>0.5</td>
<td>0.1</td>
<td>0.0</td>
<td>(1.0)</td>
</tr>
<tr>
<td><strong>Net result from available-for-sale financial assets</strong></td>
<td>(0.3)</td>
<td>0.3</td>
<td>4.2</td>
<td>0.3</td>
<td>(0.0)</td>
<td>4.6</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>0.0</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net other operating income</strong></td>
<td>94.7</td>
<td>(0.4)</td>
<td>(10.2)</td>
<td>1.8</td>
<td>(94.2)</td>
<td>(8.3)</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>89.6</td>
<td>0.0</td>
<td>2.0</td>
<td>2.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>96.4</td>
<td>60.1</td>
<td>172.7</td>
<td>27.7</td>
<td>(97.6)</td>
<td>259.3</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>21.6</td>
<td>12.5</td>
<td>44.0</td>
<td>10.1</td>
<td>0.0</td>
<td>88.2</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>29.7</td>
<td>21.7</td>
<td>67.1</td>
<td>18.7</td>
<td>(27.1)</td>
<td>110.1</td>
</tr>
<tr>
<td>of which inter-segment</td>
<td>5.6</td>
<td>4.6</td>
<td>12.3</td>
<td>4.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>51.2</td>
<td>34.3</td>
<td>111.1</td>
<td>28.8</td>
<td>(27.1)</td>
<td>198.2</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>45.1</td>
<td>25.9</td>
<td>61.6</td>
<td>(1.1)</td>
<td>(70.4)</td>
<td>61.1</td>
</tr>
<tr>
<td>Income tax expenses</td>
<td>1.2</td>
<td>4.5</td>
<td>7.3</td>
<td>1.2</td>
<td>0.0</td>
<td>14.1</td>
</tr>
<tr>
<td><strong>Profit of the period from continuing operations</strong></td>
<td>44.0</td>
<td>21.4</td>
<td>54.4</td>
<td>(2.3)</td>
<td>(70.4)</td>
<td>47.0</td>
</tr>
<tr>
<td>Profit of the period from discontinued operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>14.0</td>
</tr>
<tr>
<td><strong>Profit of the period</strong></td>
<td>44.0</td>
<td>21.4</td>
<td>54.4</td>
<td>(2.3)</td>
<td>(70.4)</td>
<td>61.0</td>
</tr>
<tr>
<td>Profit attributable to equity holders of the parent company</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>59.4</td>
</tr>
<tr>
<td>Profit attributable to non-controlling interests</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1.6</td>
</tr>
</tbody>
</table>

*Note: Banco Pyme Los Andes ProCredit Bolivia, Banco ProCredit El Salvador, ProConfianza Mexico, and Banco ProCredit Nicaragua shown as discontinued operations*
**“Hausbank” for SMEs serving their typical banking needs**

### Products

<table>
<thead>
<tr>
<th>Simple loan and deposit products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full range of business loans (loan size range typically EUR 30k to EUR 3m)</td>
</tr>
<tr>
<td>Deposits</td>
</tr>
</tbody>
</table>

### Customers

**Target customers with high potential: SMEs**

- SMEs with formalised structures and sustainable business models
- Focus on agriculture and manufacturing
- Yearly revenues between EUR 50k to over EUR 2,000k

### Value-added

**Significant benefits for clients…**

- Access to full range of relevant banking services
- Valuable in countries with high level of informality and lack of transparency
- Trustful long-term relationships

**…and for ProCredit**

- Understanding of clients’ financial needs and risks
- Additional stable revenues
- Customer deposits

### Typical SME client (Serbia)

- Vegetable cultivation (300 ha, 31 FTEs)
- Long-term relationship
- Regular financing of working capital and fixed assets

**Loan volume PCB**

<table>
<thead>
<tr>
<th>Total financing since 2011</th>
<th>Outstanding loan amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 864k</td>
<td>EUR 549k</td>
</tr>
</tbody>
</table>

**Credit limit**

<table>
<thead>
<tr>
<th>short-term</th>
<th>long-term</th>
<th>total limit</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 150k</td>
<td>EUR 600k</td>
<td>EUR 750k</td>
</tr>
</tbody>
</table>

**Utilisation of PCB services**

- Current account (EUR, RSD)
- Domestic and International payments
- e-Banking

<table>
<thead>
<tr>
<th>Revenue Account turnover</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 70k (monthly) EUR 103k (monthly)</td>
</tr>
</tbody>
</table>
Continuous training in centralised academy is the cornerstone of ProCredit’s corporate culture

ProCredit Entry Programme
- Mandatory for all new recruits
- Six-month programme before final hiring
- Dual education through hands-on job training and courses
- 2/3 of participants usually receive a final employment offer(1)

Continuous training
- Systematic, intensive on-the-job training
- Seminars and training units with specialist topics
- Salary linked to training level
- “Up-or-out” in the first two years, with long-term prospects thereafter

International management development
- ProCredit Management Academy:
  - Training of middle management as well as future senior management
  - Catalyst of the closely-knit management network
- ProCredit Banker Academy:
  - Training of middle management

Note: (1) In relation to participants of six-month ProCredit Entry Programme

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
Comprehensive “Hausbank” service benefitting ProCredit’s SME clients (I/II)

Al Sistem doo and ProCredit Bank Serbia

► Al Sistem has been a client of ProCredit Bank since 2007

► The company produces and installs aluminium and PVC constructions in residential, business and industrial buildings

► The company operates in Serbia, with significant share of its products being exported

► To finance supplies for new business opportunities abroad, Al Sistem requested a EUR 250,000 loan from ProCredit Bank Serbia

► In addition, the client works with ProCredit for international payments, e-banking and via usage of a visa business card. He also uses a credit limit given by ProCredit, which allows for greater operating and financial flexibility

► The company currently employs 55 people

► Given the investment based on the loan from ProCredit, Al Sistem currently plans to train 10 high school graduates who will then be eligible for permanent employment
Comprehensive “Hausbank” service benefitting ProCredit’s SME clients (II/II)

Aliana OOD and ProCredit Bank Bulgaria

- Aliana OOD is a leading textile manufacturer led by Vassil and Rositsa Zahariev
- Founded in 1993, the company today is a top producer of silicone polyester wadding and silicone down
- The company currently has 160 employees and exports a large share of its products to the EU
- In 2013, ProCredit Bank Bulgaria began working with the client. Since then, they have expanded significantly and have invested in several energy efficiency projects. To date, total borrowing from ProCredit Bank Bulgaria amounts to EUR 2,250,000
- One part of their energy investment plan was to insulate their production facilities and to replace energy-intensive drying equipment for batting with more efficient models
- The investments have resulted in lower production prices, as well as new customers. In addition, turnover increased by approximately 20% in 2014
- Aliana OOD uses several ProCredit services, such as bank cards, e-banking and payroll services, alongside regular visits of the new 24/7 zones
Long-standing and well interconnected management teams at group and local level

Experienced management collaborating at Holding and local level

ProCredit Holding as of 1 April 2017

Borislav Kostadinov

- Credit risk management
- Environmental management
- Group communications
- Investor relations

Dr. Anja Lepp

- Risk control
- Financial risk
- Operational risk
- AML

Sandrine Massiani

- Human resources
- IT
- Business support
- Compliance & legal
- Internal audit

Dr. Gabriel Schor

- Finance and controlling
- Group supervision
- Treasury and funding

Local ProCredit banks

Segment South Eastern Europe
- 21 management board members (15 female/6 male)
- 12 male

Segment Eastern Europe
- 9 management board members (4 female/5 male)
- 12 male

Segment South America
- 12 management board members (4 female/8 male)
- 12 male

Collective training…

- Central training in Fürth
- English as lingua franca (> 50 courses p.a.)
- Regular specialist events and regional meetings

…as catalyst for a shared vision and teamwork…

- Common set of values
- Closely-knit network
- Rapid diffusion of best practices

…supported by clear framework

- Strict common operating standards and policy guidelines
- Strong, standardised MIS reporting
- Holding management with supervisory board seats at local banks involved in strategic business processes

Years of experience within ProCredit; Seat at supervisory board of local bank; Notes: (1) Including experience with Internationale Projekt Consult GmbH, now Zeitinger Invest; (2) Not including ProCredit Bank Germany; (3) Overall average of all local ProCredit banks
High loan quality based on trustful long-term relationships and prudent risk management

Business client advisers (BCAs) with key focus on clients and risk

► Comprehensive internal BCA training fosters high staff qualification
► Clients receive individual attention from specialised BCAs who
  − Truly understand the client, its situation and (risk) profile
  − Diligently assess the legitimacy of their clients’ income and avoid over-indebting them
  − Provide advice on the entire range of banking services
► BCAs thus act as key drivers of low default risk and key facilitators of mutually beneficial client relations
► Clear positioning as high quality advisory service allows build up of clients’ trust as base for successful and long-term relationships
► BCAs as “first line of defence” for managing risk
► True client centricity instead of bonus-driven “sales personnel”

Selected SME clients

► Bedegi, founded in 1999, chose the ProCredit Bank in Georgia in 2003 to take out its first loan to enlarge its site
► In the 13 years since then, the client has used a wide range of banking services tailored to its different stages of development
► “I always feel that ProCredit Bank is there to support me.”
  Koba Liparteliani, Founder Bedegi Ltd.

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
The development-oriented approach as the foundation of ProCredit’s strong reputation

ProCredit has an ethical corporate mission…

- Development also means
  - Fostering democracy and free speech
  - Respect for fellow human beings
  - Social justice
  - Ecological awareness and ethical behaviour
- Aiming for a sustainable contribution to economic, social and environmental development
- Education and empowerment of employees
- Corporate responsibility also accredited by external parties:

…backed by a mix of development-oriented and government-backed core shareholders…

- Long-term mission lock supported by organisational set-up as KGaA (Kommanditgesellschaft auf Aktien) and reputable shareholder base
- Ideal blend of entrepreneurial spirit and catalytic public support

…and reflected in how ProCredit does business

Fostering entrepreneurs and SMEs

- Focus on SMEs as drivers of economic growth and employment in emerging countries
- Strong leverage in terms of job generation and prosperity

Social responsibility

- No focus on consumer lending
- No complex products
- Promotion of price and banking sector transparency
- Rigorous approach regarding AML and informal clients

Environmental responsibility

- State-of-the-art standards for environmental impact of ProCredit’s lending operations
- Focus on promotion of “green” investments
- Strict exclusion lists

Notes: (1) Only includes ProCredit Staff Invest 1 GmbH & Co. KG and ProCredit Staff Invest 2 GmbH & Co. KG

ProCredit Group | FY 2016 results | Frankfurt am Main, 29th March 2017
“Bankers who don’t conform to the banker stereotype”:

- Values-based approach and critical political awareness
- Social and intellectual competence
- Not reducing “success” to monetary amounts

ProCredit’s corporate mission is the foundation of its business ethics...

- With a multistage and highly selective approach to hiring employees...

- Unique approach compared to the norm in ProCredit’s key markets, where “who you know” often counts more than what your potential is
- Only c.2% of applicants receive an offer

- Very attractive employer
- Build up of knowledge within the organisation
- Strong discussion culture with flat hierarchies

- Transparent, standardised salary system
- No performance-based bonus payments
- Market-oriented salaries
- Cap of senior management pay

- Managers and staff as shareholders (5.2% of shares outstanding as of 21 December 2016)

...committing employees to a unique corporate culture

Note: (1) Relating to applicants of the first selection phase versus admissions to the 6-month entry programme, excluding direct hires
## Contact details

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## Financial calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Place</th>
<th>Event information</th>
</tr>
</thead>
<tbody>
<tr>
<td>15./16.02.2017</td>
<td>Frankfurt/ Main</td>
<td>Oddo Seydler 11th German Conference</td>
</tr>
<tr>
<td>21./22.03.2017</td>
<td>The Hague</td>
<td>Impact Summit Europe</td>
</tr>
<tr>
<td>29.03.2017</td>
<td>Frankfurt/ Main</td>
<td>Results Press Conference, Annual Report 2016, Analyst Conference Call</td>
</tr>
<tr>
<td>09.05.2017</td>
<td>Frankfurt/ Main</td>
<td>DVFA 8th DVFA Spring Conference</td>
</tr>
<tr>
<td>15.05.2017</td>
<td></td>
<td>Quarterly Statement as of 31-Mar-17, Analyst Conference Call</td>
</tr>
<tr>
<td>17.05.2017</td>
<td>Frankfurt/ Main</td>
<td>Annual General Meeting</td>
</tr>
<tr>
<td>19.05.2017</td>
<td>Frankfurt/ Main</td>
<td>ESN 33rd European Conference</td>
</tr>
<tr>
<td>22/23.06.2017</td>
<td>Venice</td>
<td>Berenberg Pan-European Discovery Conference</td>
</tr>
<tr>
<td>14.08.2017</td>
<td></td>
<td>Interim Report as of 30-Jun-17, Analyst Conference Call</td>
</tr>
<tr>
<td>14.11.2017</td>
<td></td>
<td>Quarterly Statement as of 30-Sep-17, Analyst Conference Call</td>
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</table>
Update as of 03.05.2017

Slide 19:
- PAR 30 was adjusted to 4.4% as disclosed in the Annual Report 2016.

Slide 21:
- In the graph “Overview of growth in the last three years”, the split between business clients and private clients, and in the graph “Structure of green loan portfolio”, the distribution within the categories has been adjusted.

Slide 31 and slide 39:
- In Q1 2016 and Q2 2016, gains or losses from the sale of institutions are presented in restated positions. Overall profit of the period was unaffected. For more details, please see consolidated financial statement 2016, note 6).

Slide 45:
- The order of the members of the management is now alphabetical.

New slide 50:
- Changes as of the update from 03.05.2017.
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