



ProCredit
H O L D I N G



FY 2016 results

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

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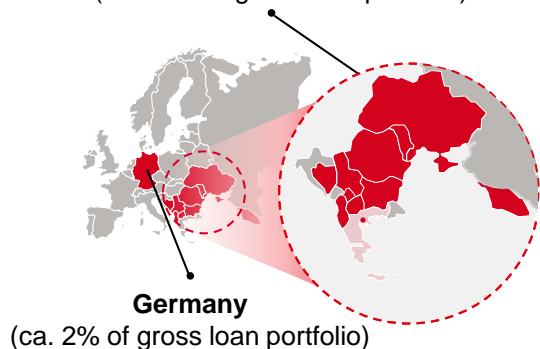
Summary

- ▶ 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


Geographical distribution

South Eastern Europe and Eastern Europe
(ca. 90% of gross loan portfolio)

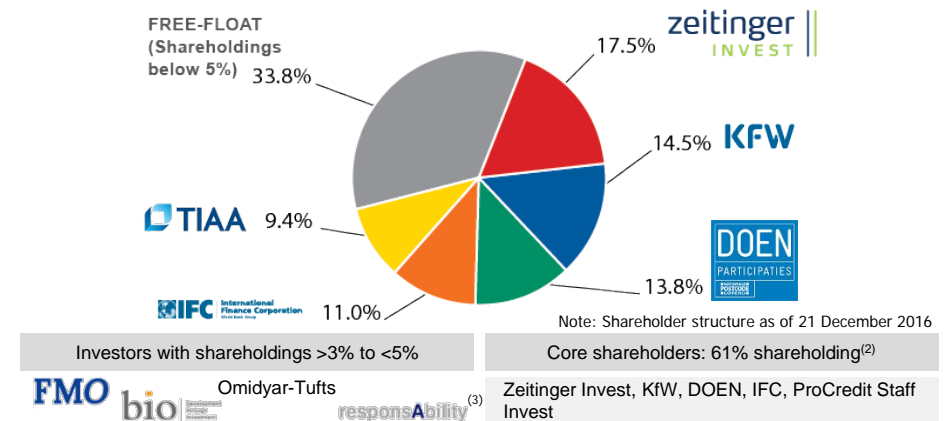
South America
(ca. 8% of gross loan portfolio)



Key figures FY 2016

Total assets EUR 5,668m	Gross loan portfolio⁽¹⁾ EUR 3,629m	Deposits/loans⁽²⁾ 96%
Number of employees⁽¹⁾ 4,078	Net income EUR 61m	RoAE 9.6%
CET1 ratio (fully loaded) 12.4%	Rating (Fitch) BBB (stable)	 <p>Corporate Responsibility Prime rated by eekom research</p>

Reputable development-oriented shareholder base

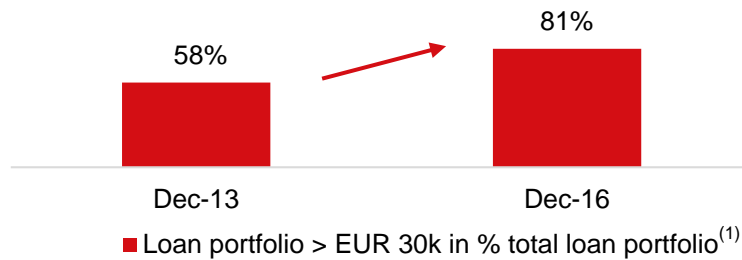


Notes: As of 31 December 2016; (1) Continuing operations only; 4,751 employees in total; (2) Customer deposits divided by gross loan portfolio; (3) Shareholders of the general partner entity (does not include ProCredit Staff Invest 3 GmbH & Co. KG); (4) Aggregate of different investment entities, each with a shareholding below 3%

- A Highlights
- B Financial development
- C Asset quality
- D Balance sheet, capital and funding
- Q&A
- Appendix

Where do we come from? Significant progress since 2013

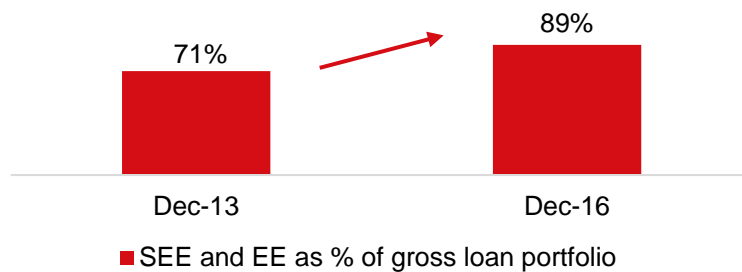
✓ Focused growth in SME loan categories



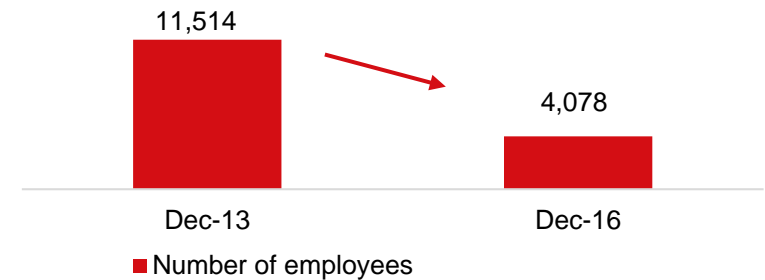
✓ Decrease in number of cash desk transactions



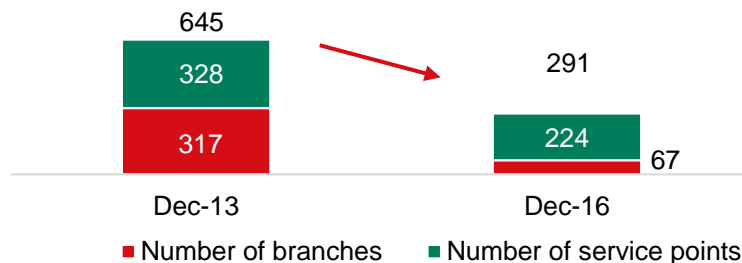
✓ Regional focus on South Eastern Europe and Eastern Europe



✓ Decrease in number of employees⁽²⁾



✓ Decrease in overall branch network



✓ Increase in 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)



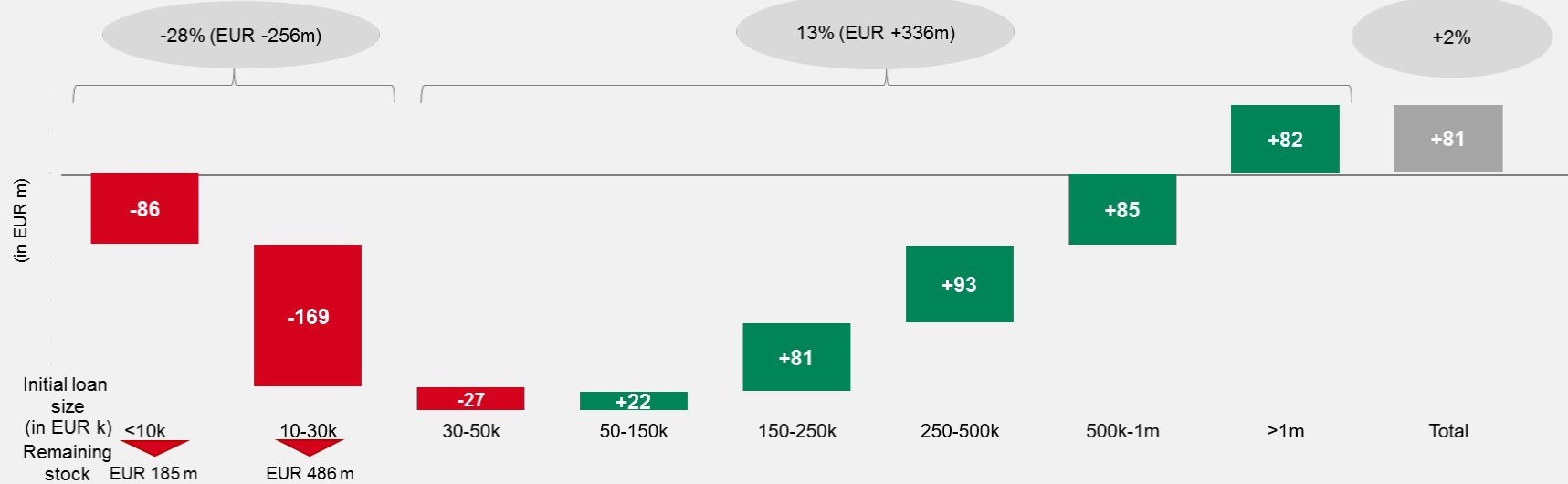
Continued external recognition and certification

- ▶ 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

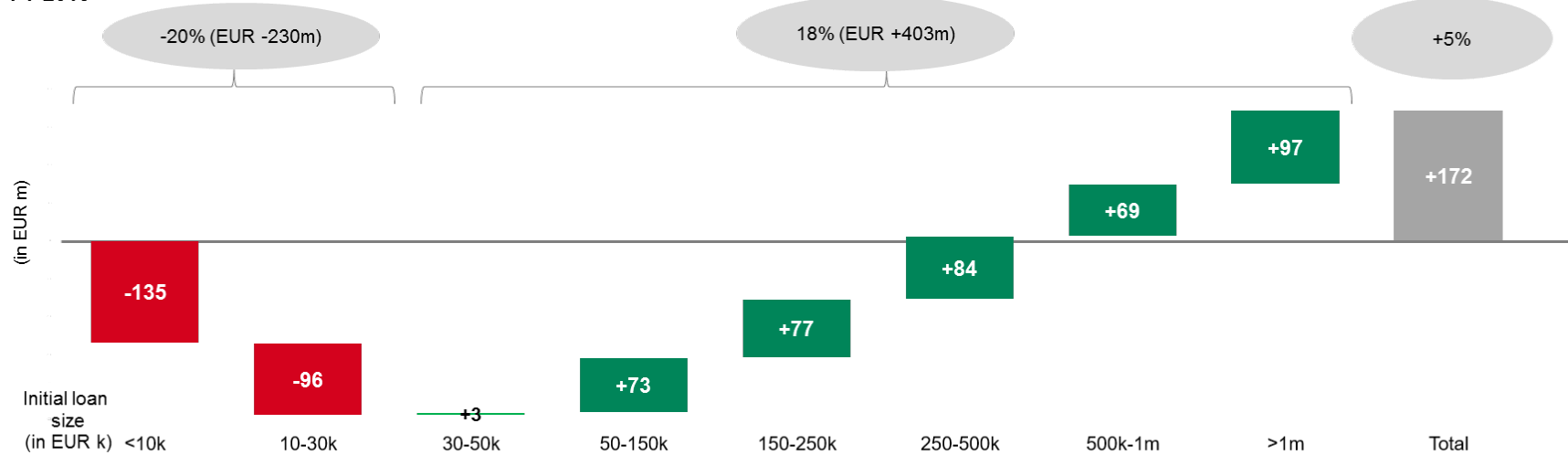


Strong loan volume growth in target loan categories

FY 2016



FY 2015



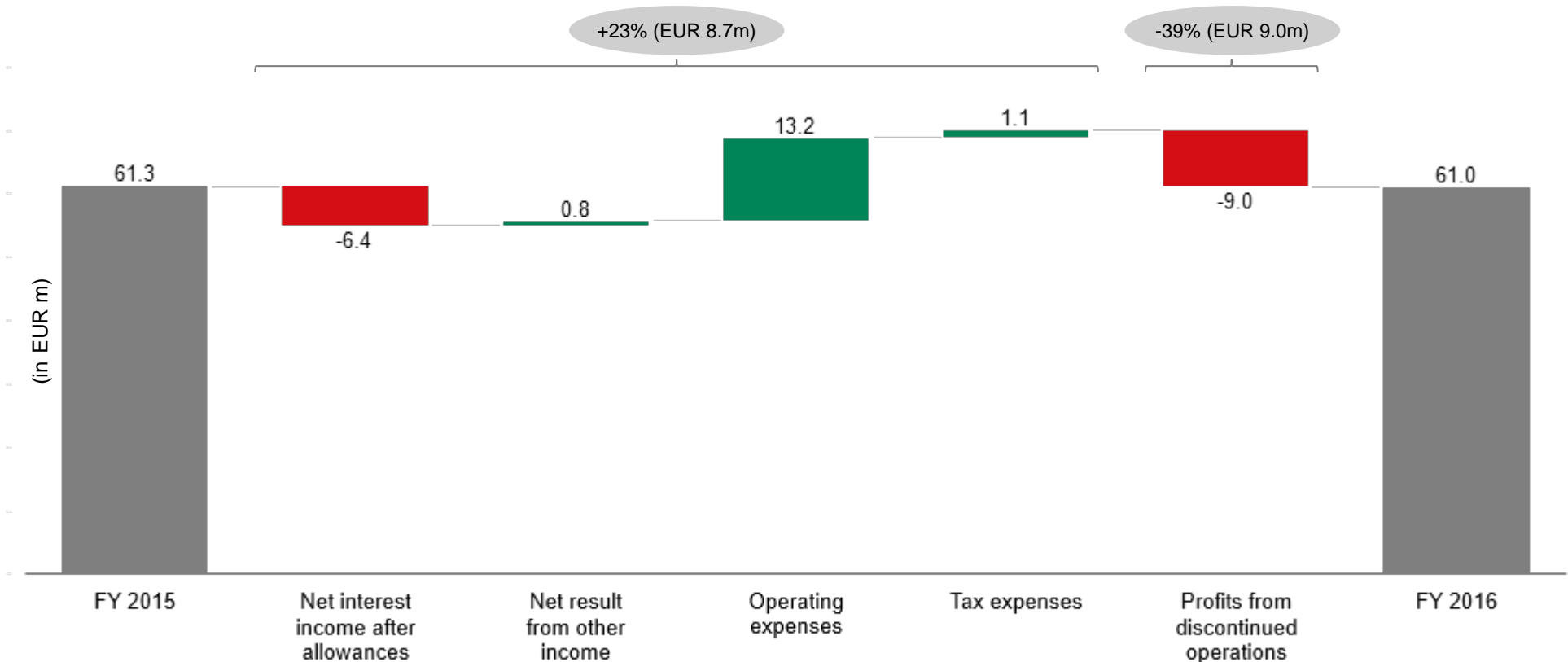
Note: Loan volume growth split by initial loan size in all segments

Reconciliation of FY 2016 net profit

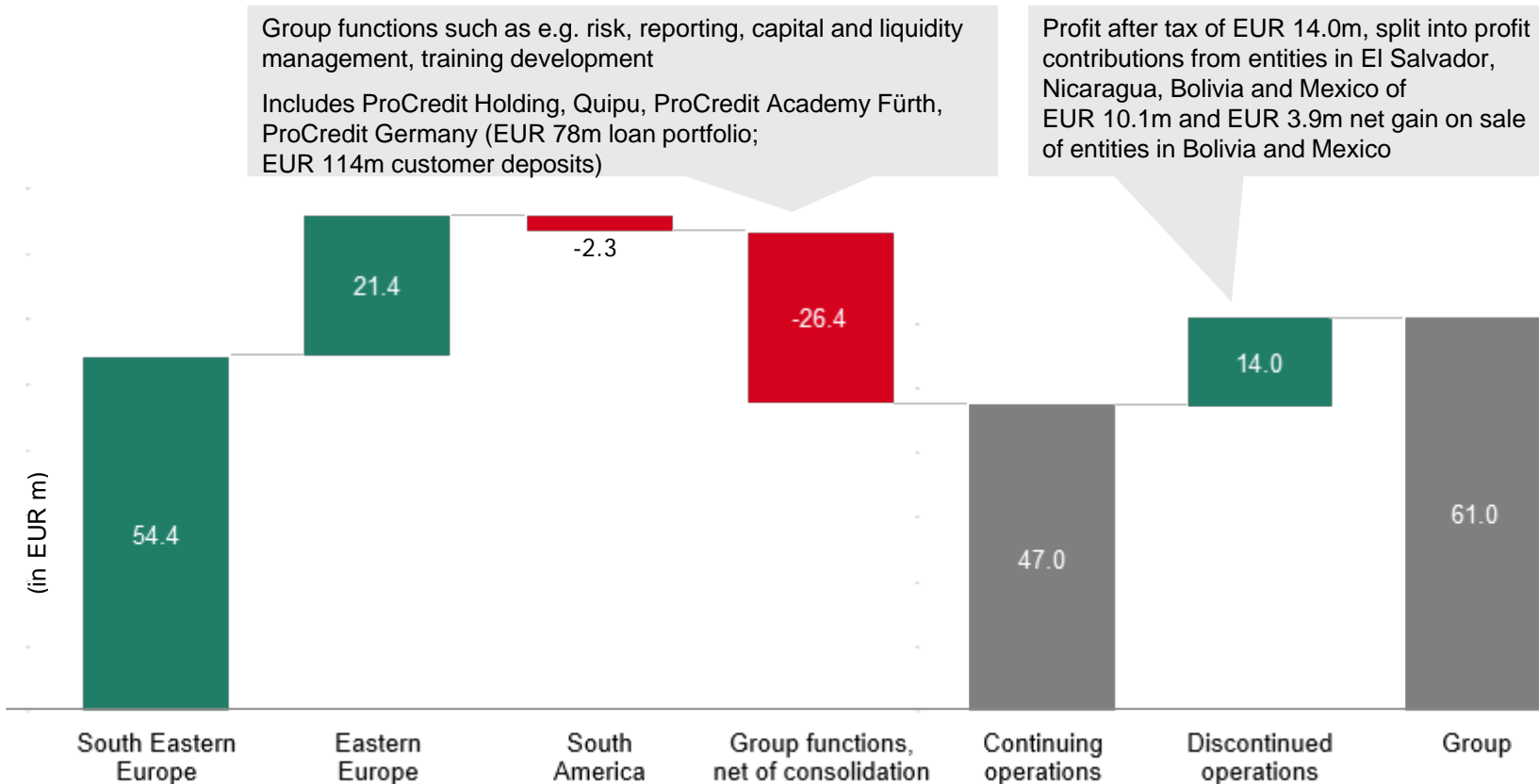
Decreased net interest income due to run-off of loan portfolio < EUR 30k and decreased NIM largely compensated by significantly reduced cost of risk: 0.5% of gross loan portfolio, down from 1.2% in FY2015

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



	South Eastern Europe	Eastern Europe	South America	Group functions, net of consolidation	Continuing operations	Discontinued operations	Group
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%

▶ Growth of the gross loan portfolio in the target loan categories (>EUR 30,000)	c. 10%
▶ Growth of the total gross loan portfolio	5 – 8%
▶ Return on average equity (RoAE)	7 – 9%
▶ CET1 ratio (fully loaded)	> 13%
▶ Dividend payout ratio	1/3 of profits

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%

A Highlights

B Financial development

C Asset quality

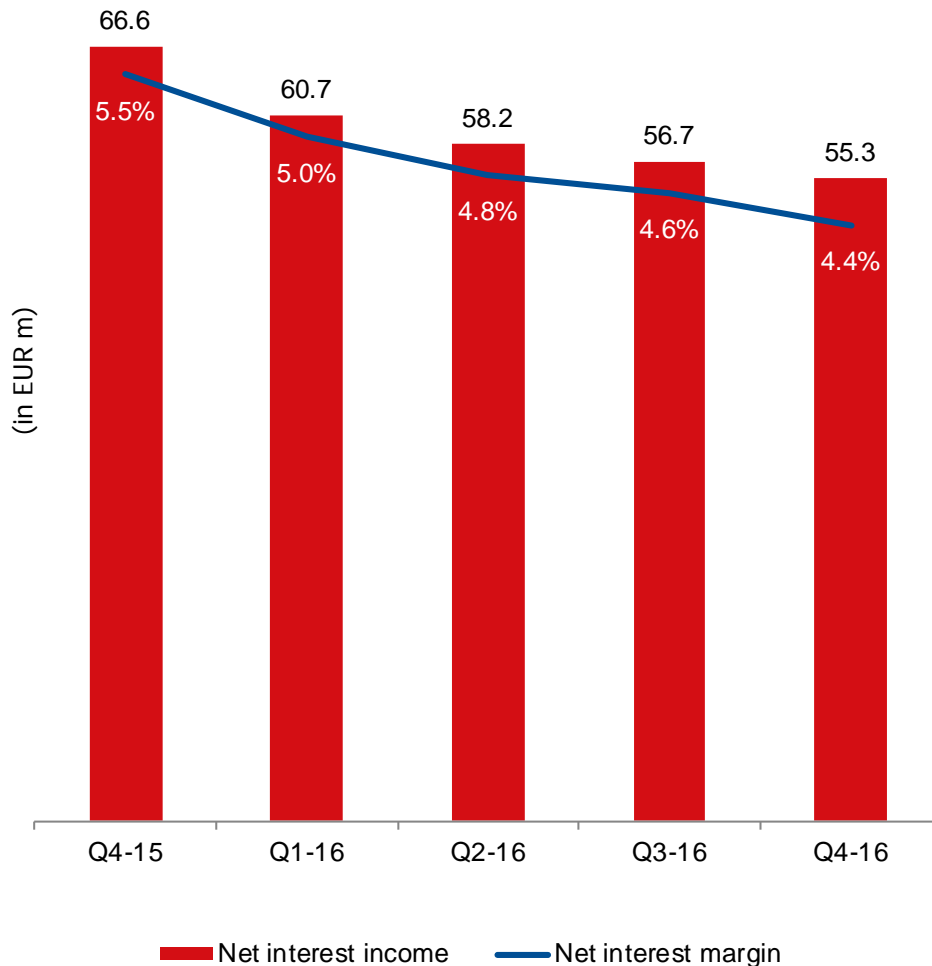
D Balance sheet, capital and funding

Q&A

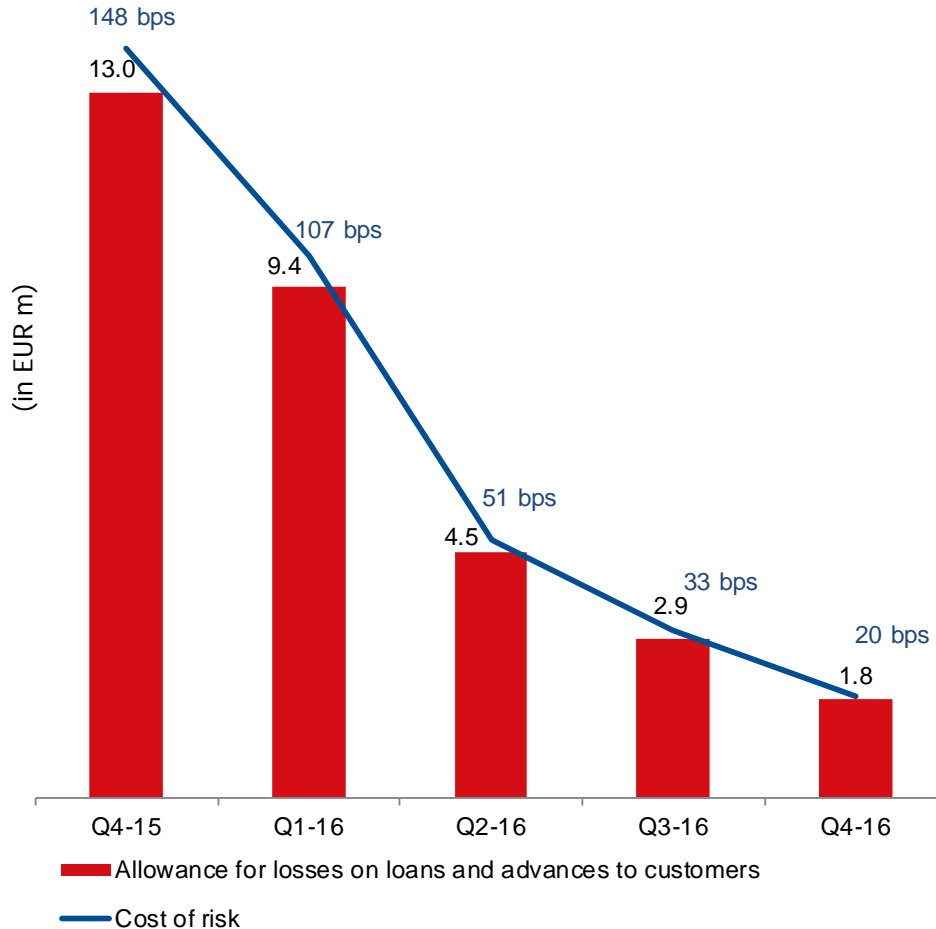
Appendix

(in EUR m)		FY 2015	FY 2016	y-o-y
Income statement	Net interest income	260.7	230.8	-11%
	Provision expenses	42.1	18.6	-56%
	Net fee and commission income	47.7	43.0	-10%
	Net result of other operating income	-1.4	4.2	n.m.
	Operating income	265.0	259.3	-2%
	Operating expenses	211.4	198.2	-6%
	Operating result	53.5	61.1	14%
	Tax expenses	15.2	14.1	-7%
	Profit from continuing operations	38.4	47.0	23%
	Profit from discontinued operations	23.0	14.0	-39%
	Profit of the period	61.3	61.0	-1%
Key performance indicators	Change in loan portfolio > EUR 30,000	18.3%	13.0%	-5.4%pp
	Return on average equity	10.5%	9.6%	-0.9%pp
	CET 1 ratio (fully loaded)	10.1%	12.4%	+2.3%pp
Additional indicators	Net interest margin	5.5%	4.6%	-0.9%pp
	Net write-off ratio	0.8%	0.7%	-0.0%pp
	% of loans in PAR 30	4.4%	3.9%	-0.5%pp
	% of impaired loans	7.4%	6.3%	-1.1%pp
	Cost-income ratio	68.9%	71.3%	+2.5%pp
	Book value per share	11.73	12.07	+3%
	Dividend payout ratio	33%	n.a.	n.a.

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



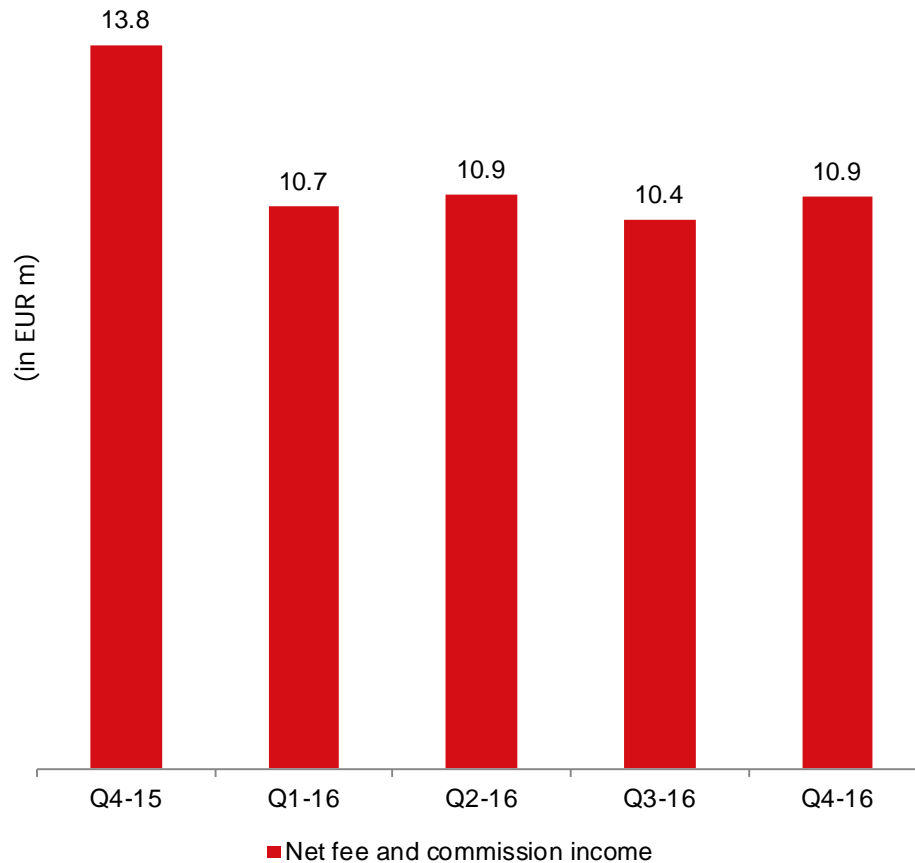
- ▶ Decreased net interest income yoy impacted mainly by the strategic decline of the loan portfolio with loan sizes < EUR 30k (-28% yoy)
- ▶ Decline in interest income partly compensated by decrease in interest expenses; mainly from increased share of deposits from current and savings accounts
- ▶ Decline 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



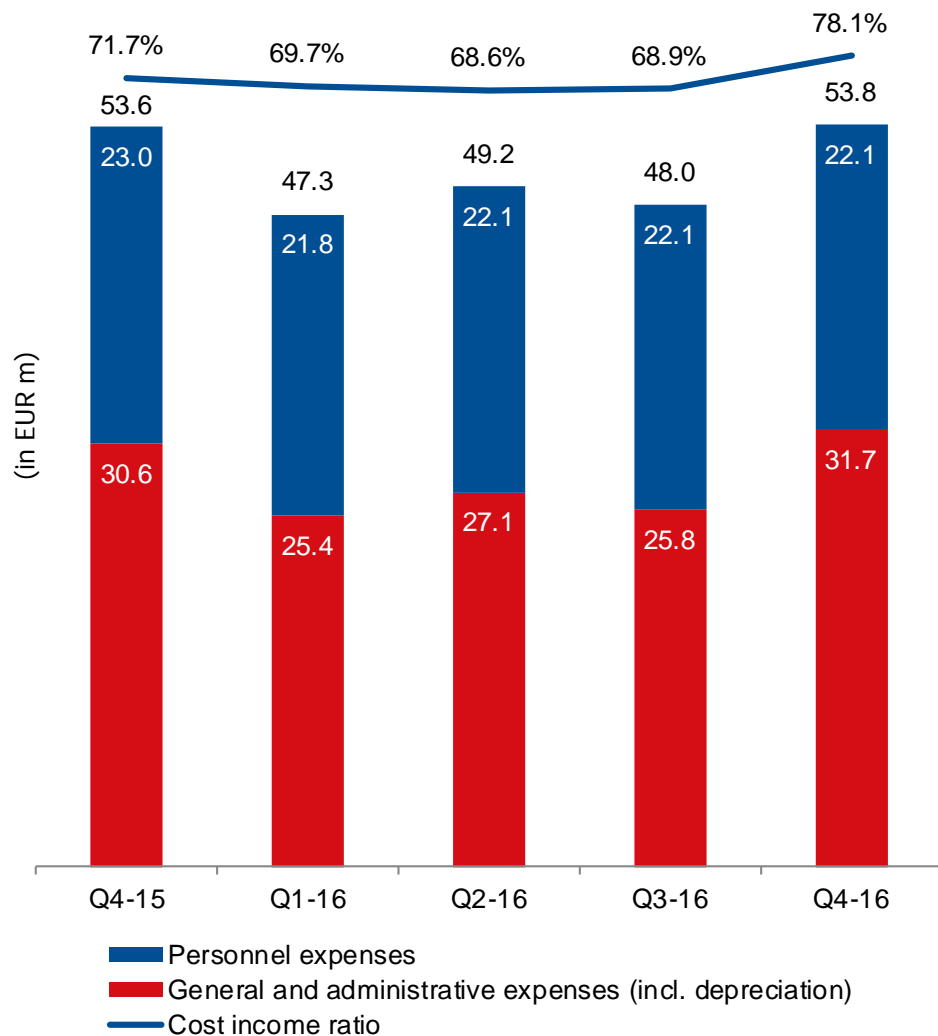
- ▶ Further declined allowances for losses on loans and advances to customers
- ▶ Down to EUR 18.6m in FY 2016 from EUR 42.1m in FY 2015
- ▶ Loan loss provisions ratio further down to 0.5% in FY 2016 from 1.1% in FY 2015, partly driven by strategic portfolio shift

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



- ▶ 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

A Highlights

B Financial development

C Asset quality

D Balance sheet, capital and funding

Q&A

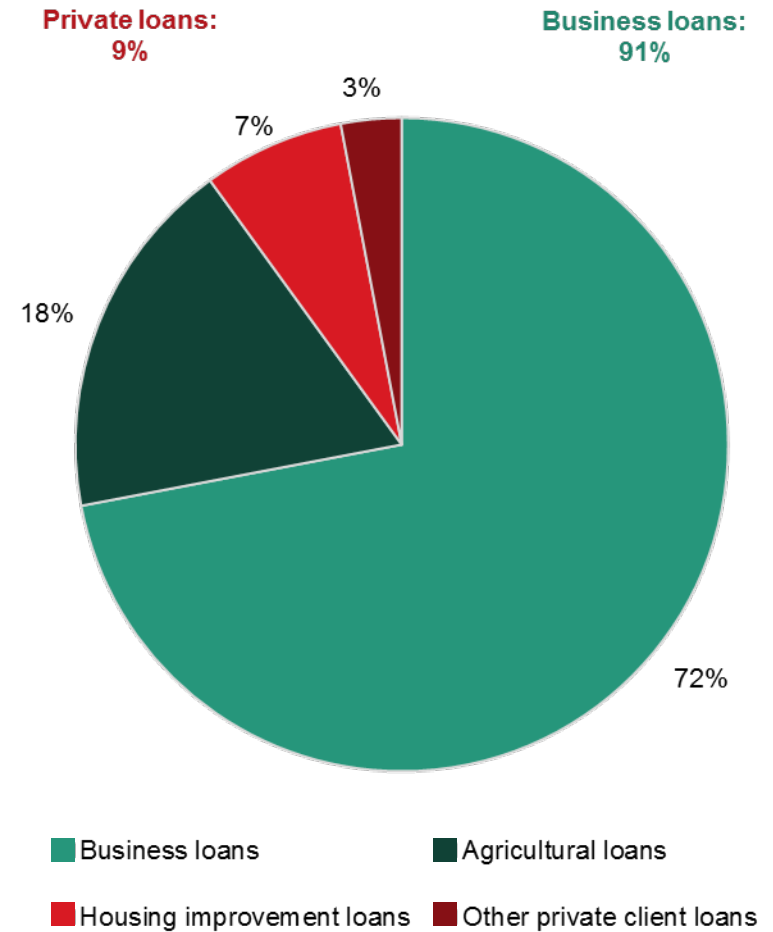
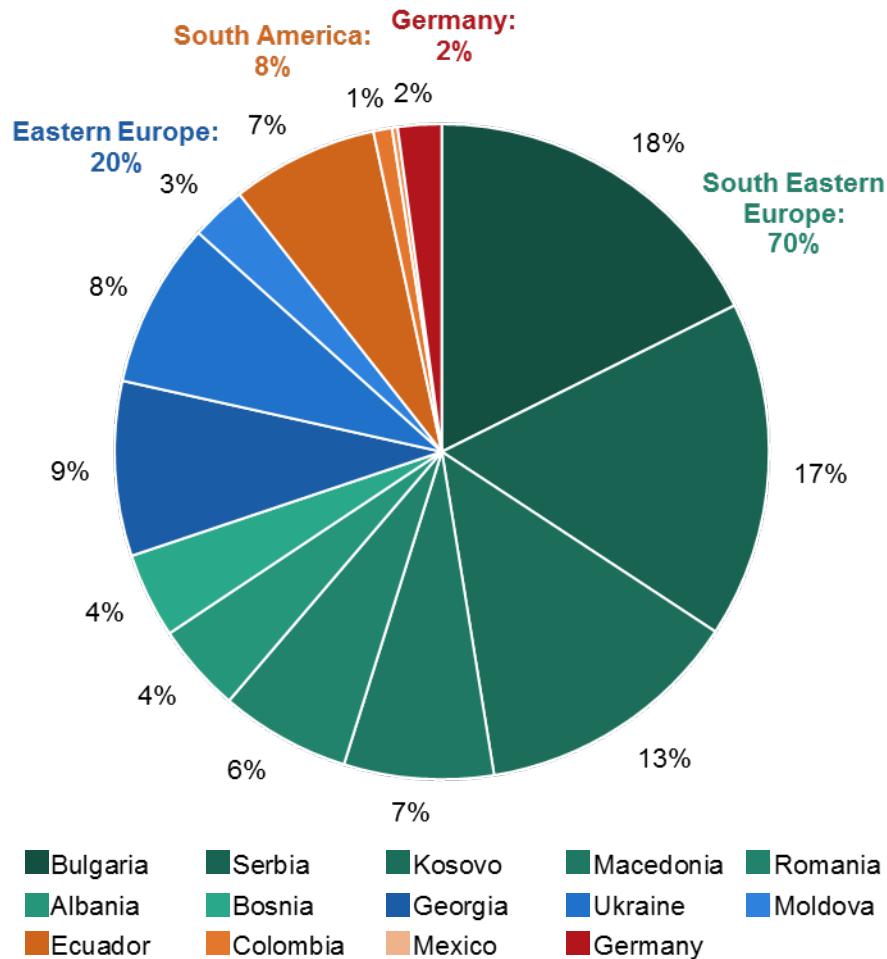
Appendix



Structure of the loan portfolio

Loan portfolio by geographical segments

Loan portfolio by sector

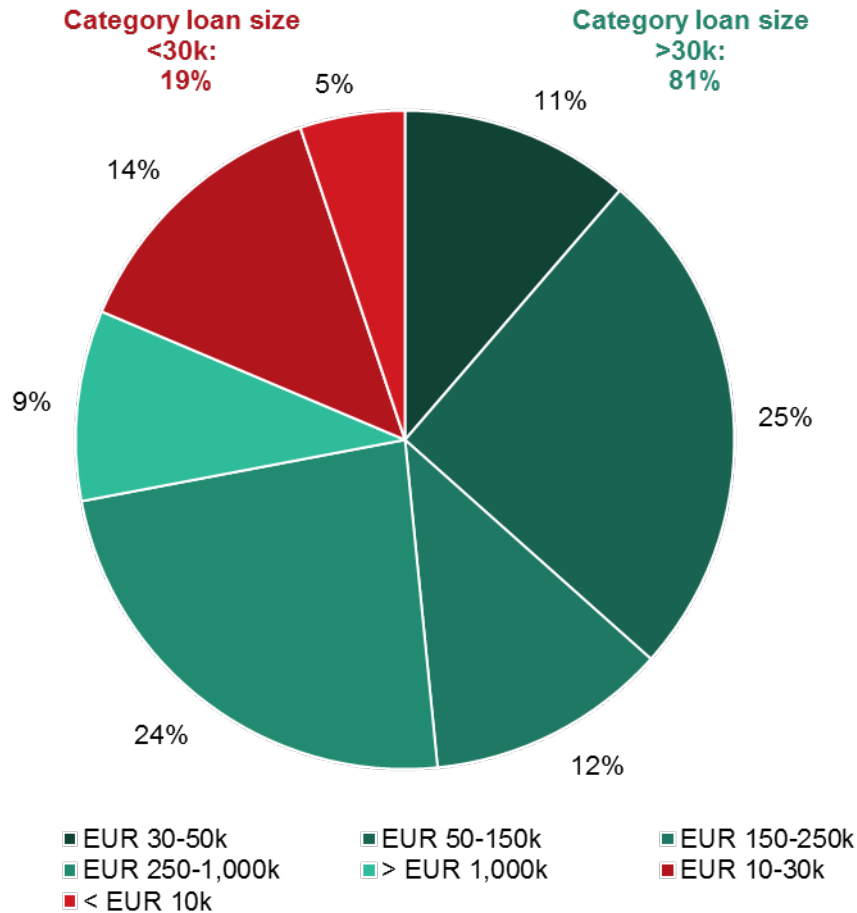


Notes: Loan portfolio by geographical segments and by sector in % of total gross loan portfolio (EUR 3,629m as per 31-Dec-16)

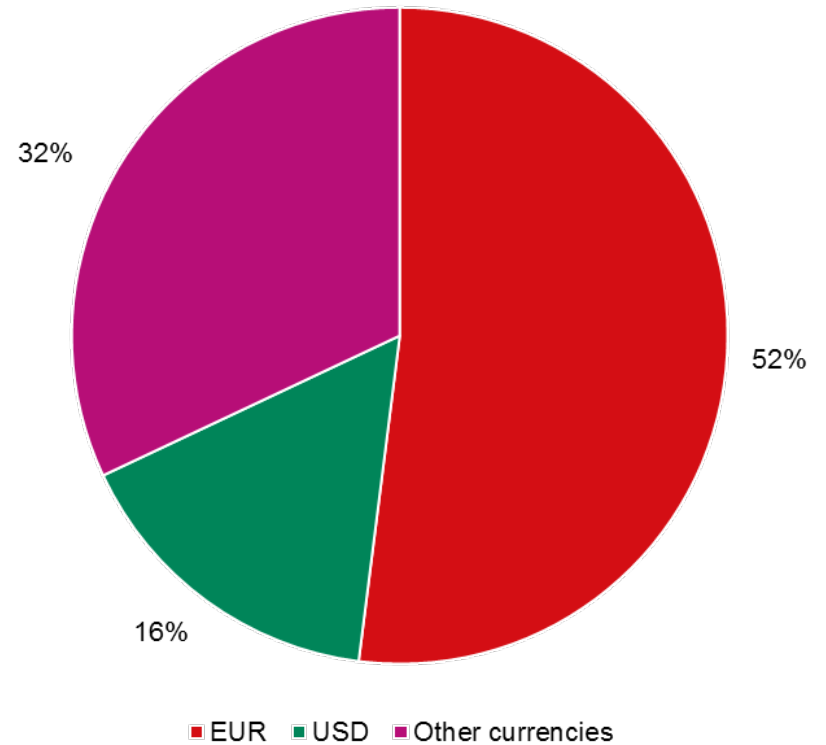


Structure of the loan portfolio (continued)

Loan portfolio by initial loan size



Loan portfolio by currency



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⁽¹⁾

0.8%

0.7%

Coverage ratio impaired⁽²⁾

58%

66%

Coverage ratio PAR30⁽³⁾

97%

106%

Impaired loans

7.4%

6.3%

PAR 30

4.4%

3.9%

PAR 90

3.6%

3.4%

Dec-15

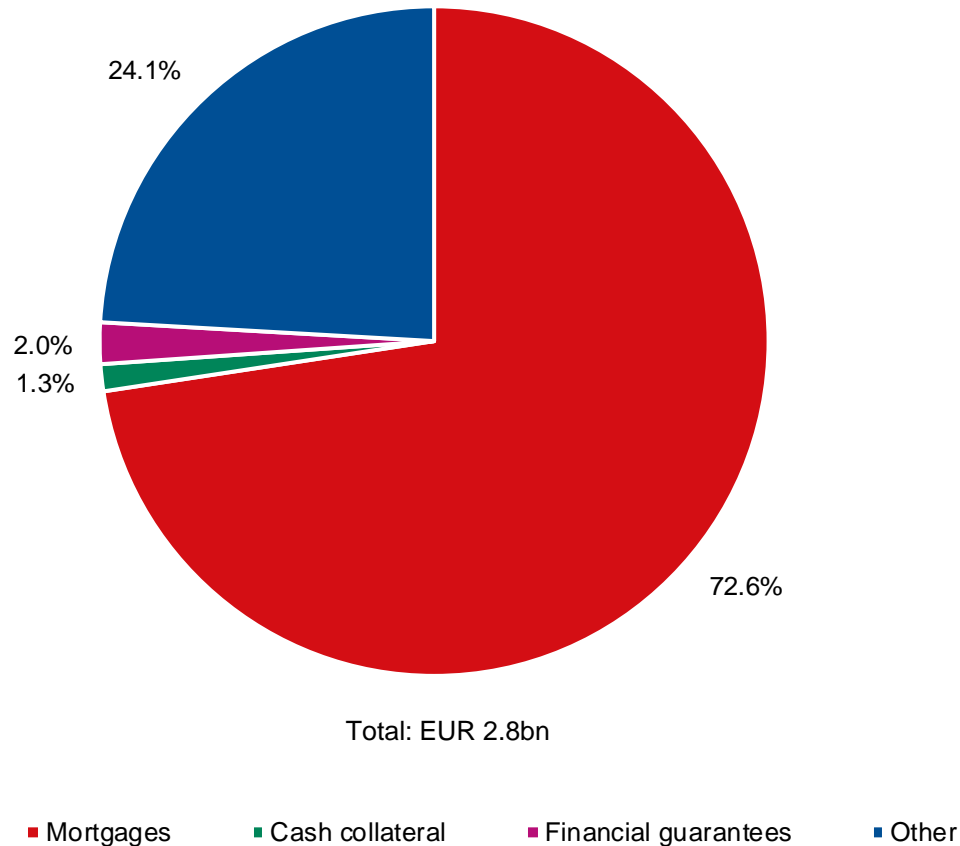
Dec-16

■ PAR 90+ days ■ PAR 30-90 days ■ Other signs of impairment

- ▶ 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

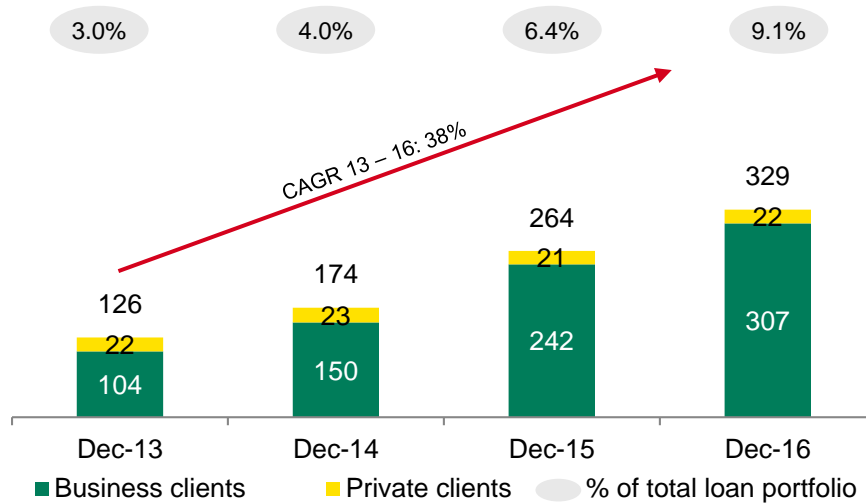
Collateral by type (Dec-16)



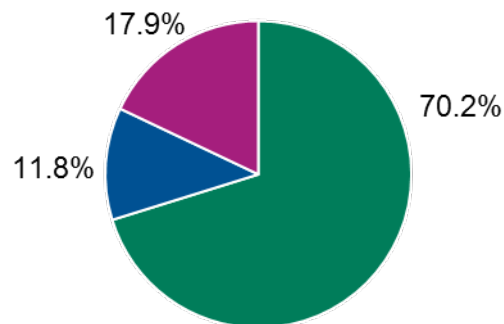
- ▶ Total collateral of EUR 2.8bn; of which majority as mortgages (73% as per Dec-16)
- ▶ Clear and strict requirements regarding types of acceptable collateral, legal aspects of collateral and insurance of collateral items
- ▶ Standardised collateral valuation methodology
- ▶ Regular monitoring of the 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

Overview of growth in last three years



Structure of green loan portfolio (Dec-16)



■ Energy efficiency ■ Renewable energy ■ Other green investments
Total: EUR 329m

- ▶ 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%

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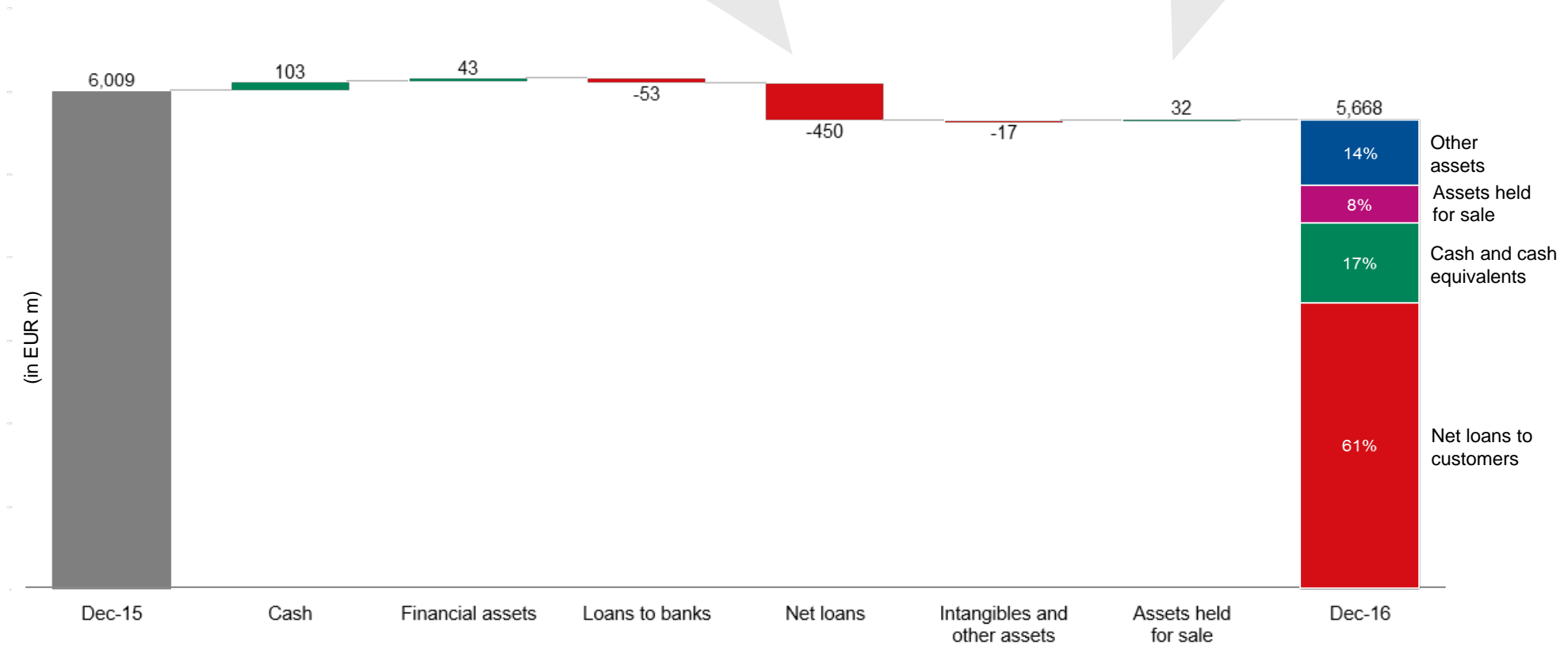
D Balance sheet, capital and funding

Q&A

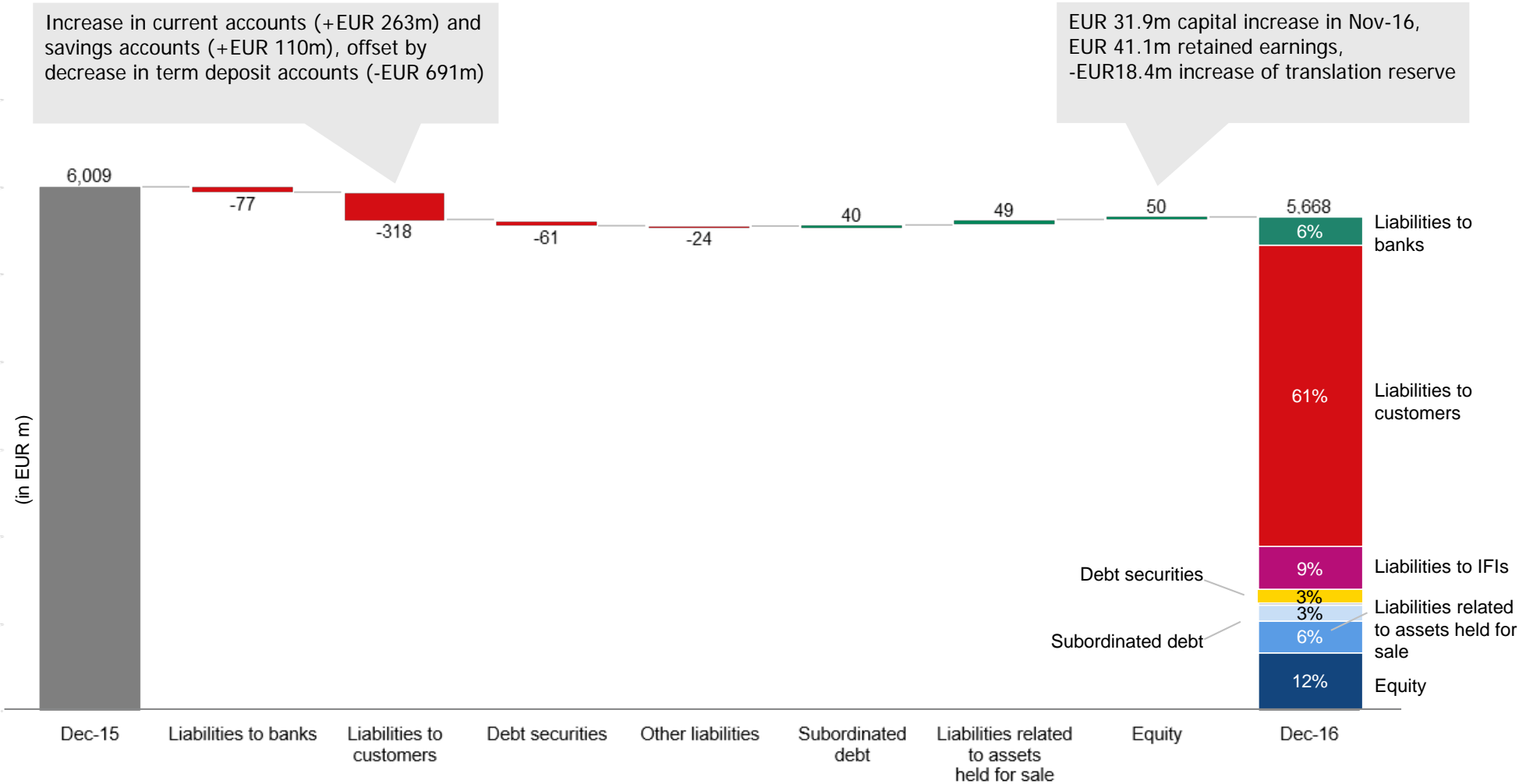
Appendix

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)

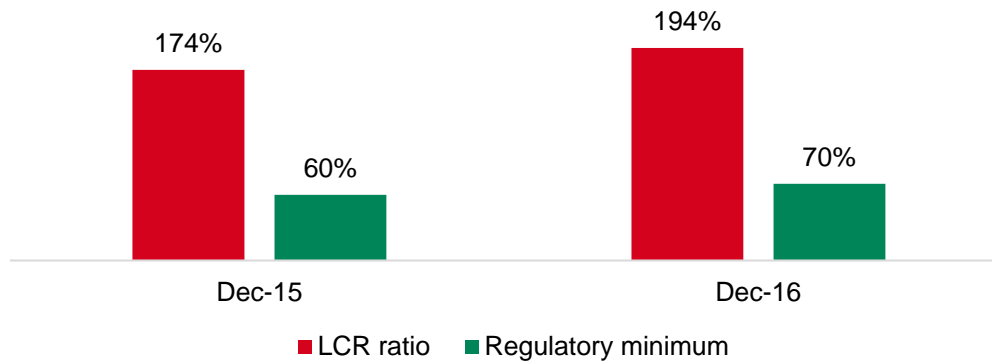
Sale of entity in Mexico; remaining entities held for sale: ProCredit banks in El Salvador and Nicaragua



Liabilities and equity reconciliation

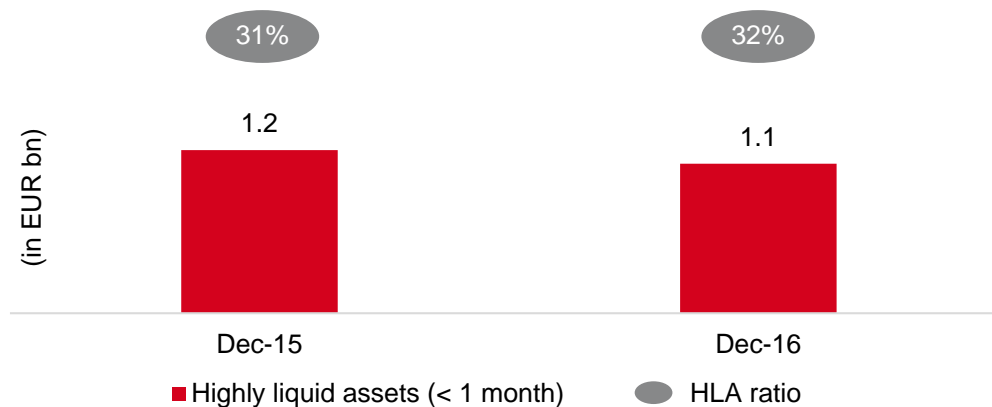


Liquidity coverage ratio



- ▶ 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%

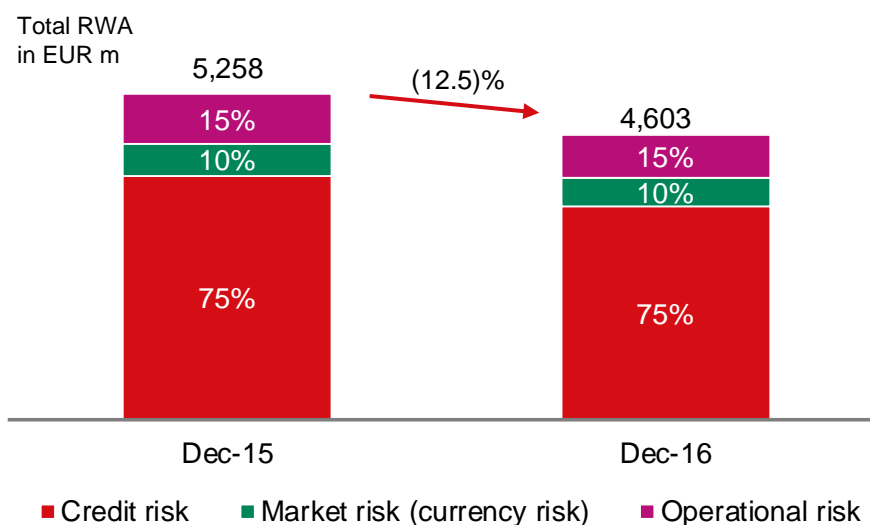
Highly liquid assets (HLA) and HLA ratio



Overview of capitalisation

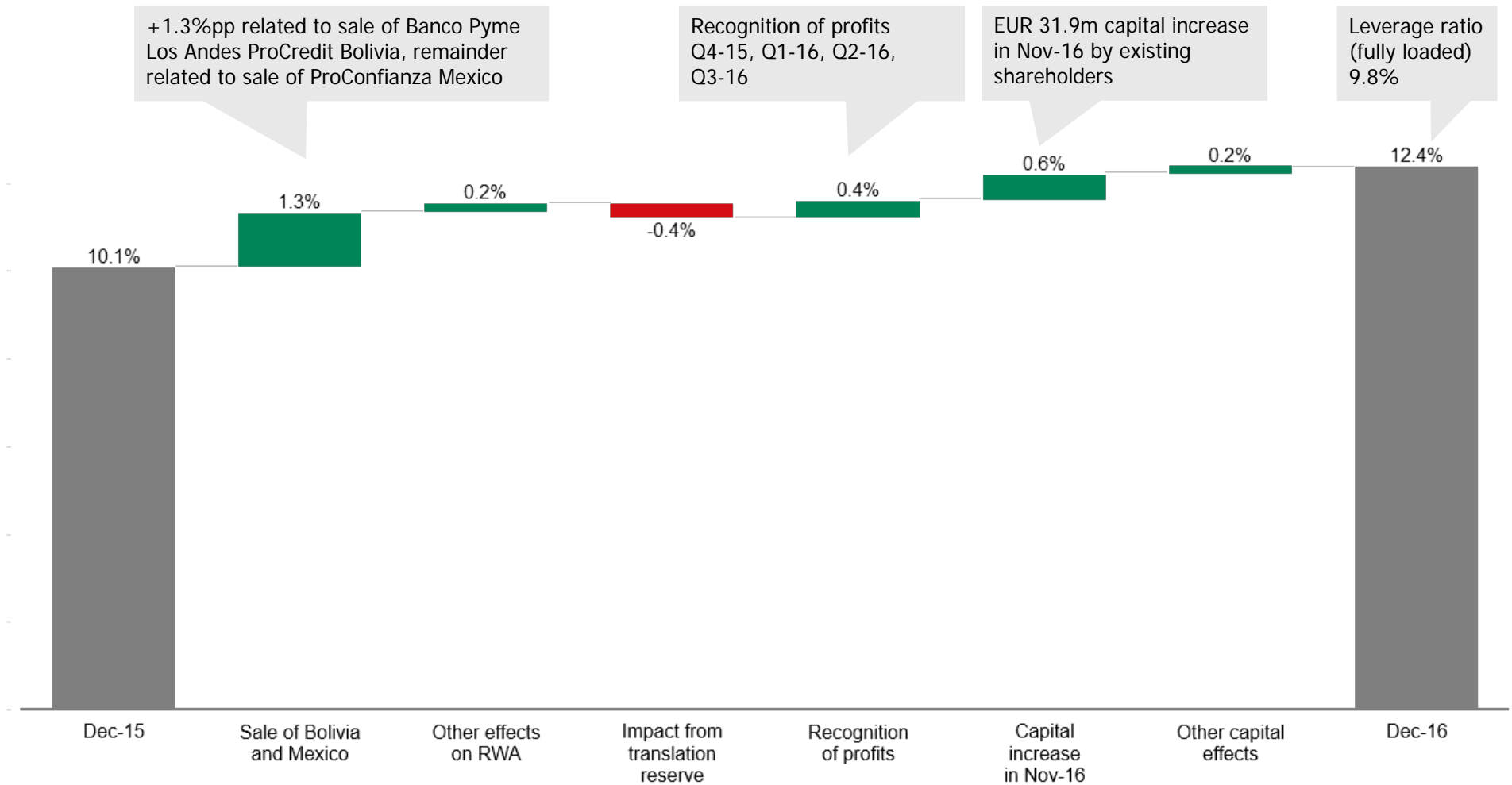
(in EUR m)	Dec-15	Dec-16
CET1 capital (net of deductions)	535	574
Additional Tier 1 capital (net of deductions)	0	0
Tier 1 capital	535	574
Tier 2 capital	103	150
Total capital	639	724
RWA total	5,258	4,603
o/w Credit risk	3,950	3,446
o/w Market risk (currency risk)	505	462
o/w Operational risk	801	694
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



- ▶ 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 CET 1 ratio (fully loaded) in 2016



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Q&A

Appendix



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Appendix

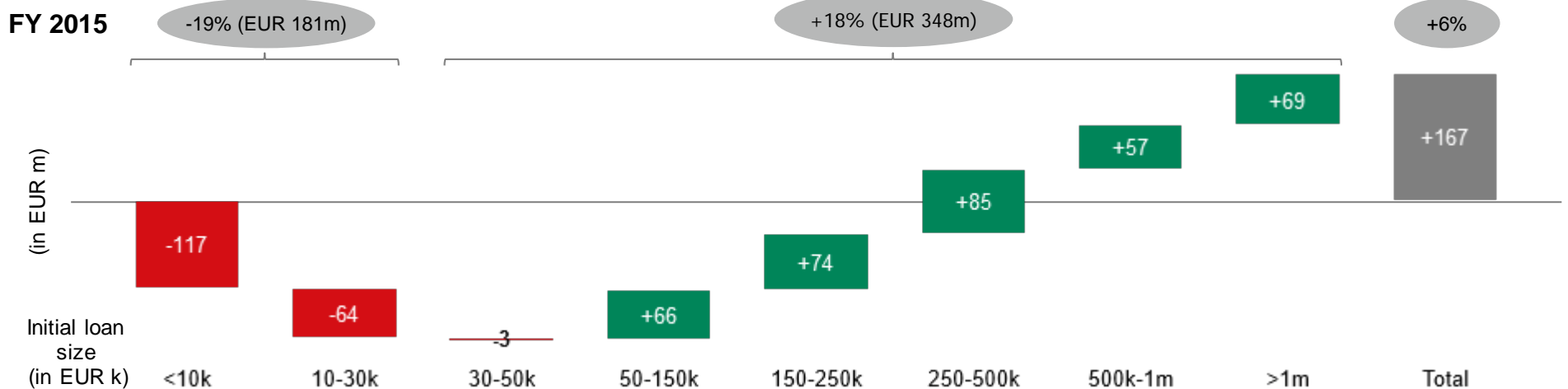
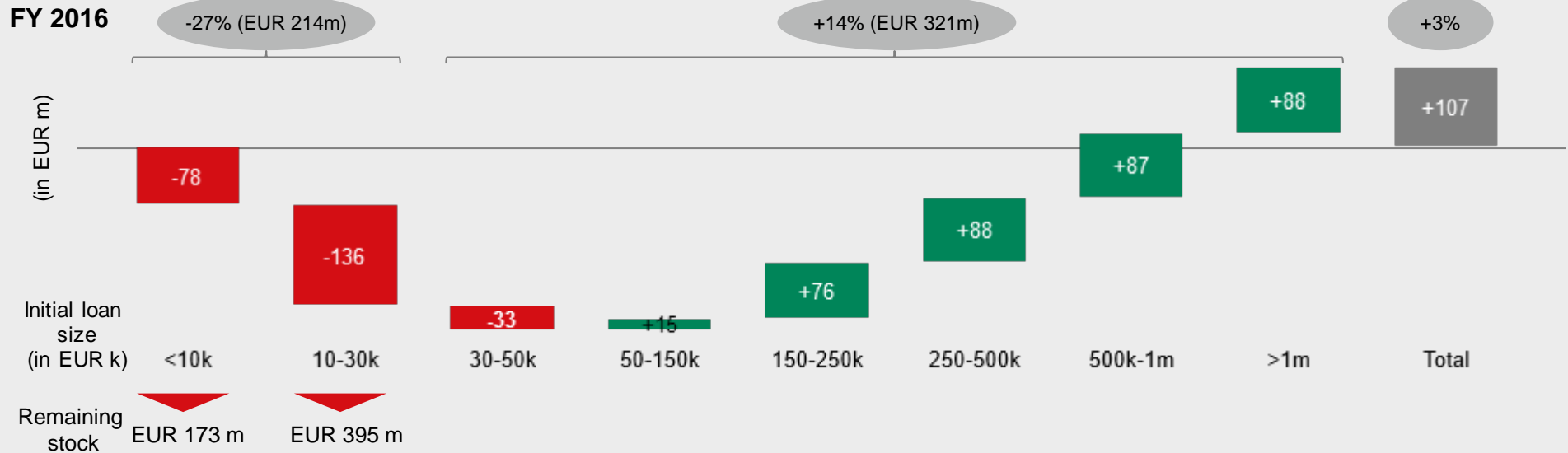
Overview of quarterly financial development

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

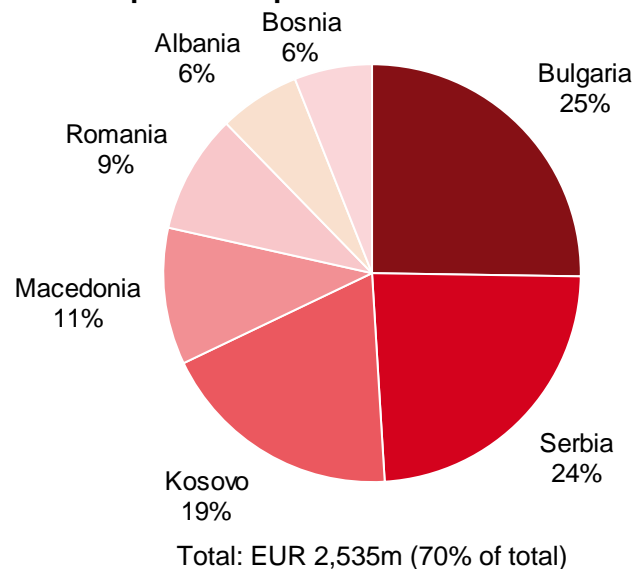
Strong loan volume growth in target loan categories

South Eastern Europe and Eastern Europe

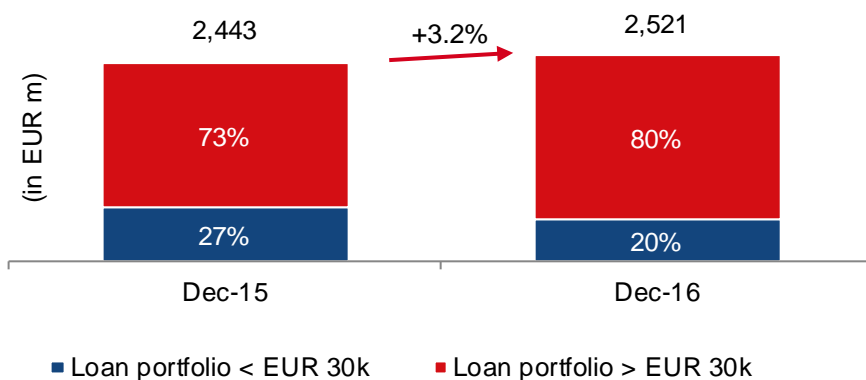


Note: Loan volume growth split by initial loan size in segments South Eastern Europe and Eastern Europe

Regional loan portfolio split



Loan portfolio growth⁽¹⁾

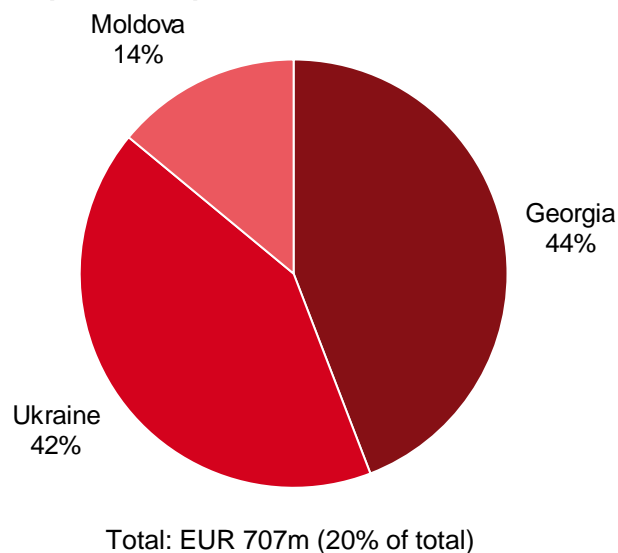


Notes: (1) By initial loan size

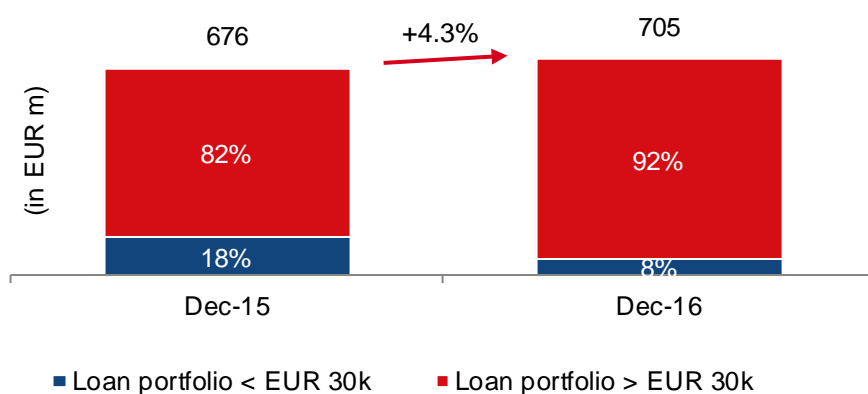
Key financial data

(in EUR m)	FY 2015	FY 2016
Net interest income	174.6	150.5
Provision expenses	19.1	8.0
Net fee and commission income	33.8	28.7
Net result of other operating income	-6.1	1.5
Operating income	183.2	172.7
Operating expenses	121.9	111.1
Operating result	61.3	61.6
Tax expenses	8.1	7.3
Profit of the period	53.2	54.4
Growth in loan portfolio > EUR 30k	16.6%	12.5%
Customer deposits / gross loan portfolio	97.4%	96.9%
Net interest margin	5.3%	4.3%
Cost income ratio	60.3%	61.5%
PAR 30 ratio	4.4%	3.8%
Coverage ratio PAR 30	100.3%	105.6%
RoAE	12.8%	12.3%

Regional loan portfolio split



Loan portfolio growth⁽¹⁾

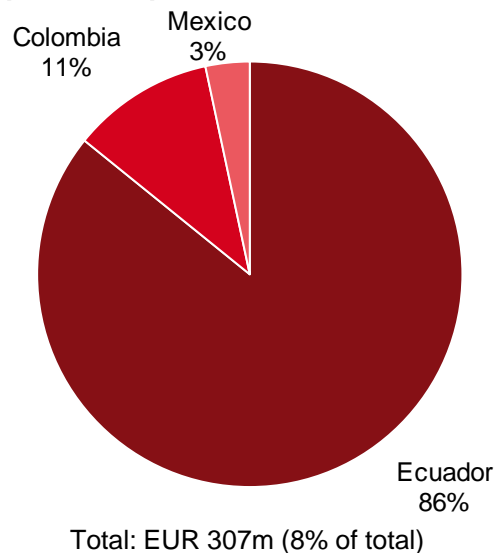


Notes: (1) By initial loan size

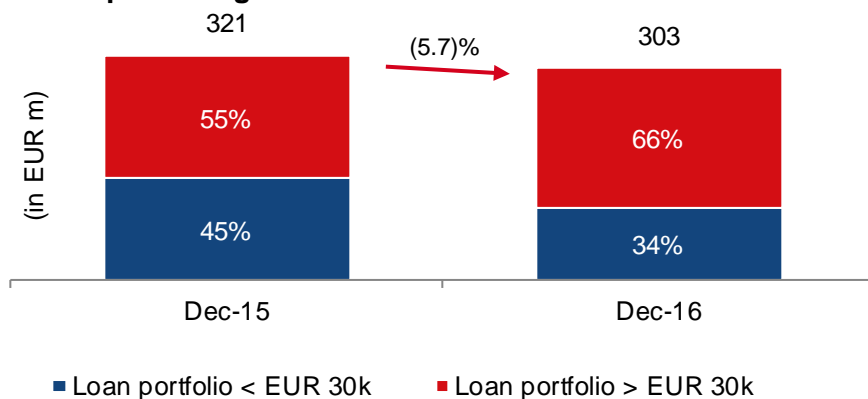
Key financial data

(in EUR m)	FY 2015	FY 2016
Net interest income	59.6	59.7
Provision expenses	18.7	12.7
Net fee and commission income	9.4	8.8
Net result of other operating income	7.1	4.4
Operating income	57.4	60.1
Operating expenses	37.2	34.3
Operating result	20.2	25.9
Tax expenses	3.1	4.5
Profit of the period	17.1	21.4
Growth in loan portfolio > EUR 30k	20.3%	17.7%
Customer deposits / gross loan portfolio	88.7%	98.5%
Net interest margin	6.6%	5.9%
Cost income ratio	48.9%	47.0%
PAR 30 ratio	5.3%	3.3%
Coverage ratio PAR 30	96.9%	140.0%
RoAE	16.1%	17.5%

Regional loan portfolio split



Loan portfolio growth⁽¹⁾

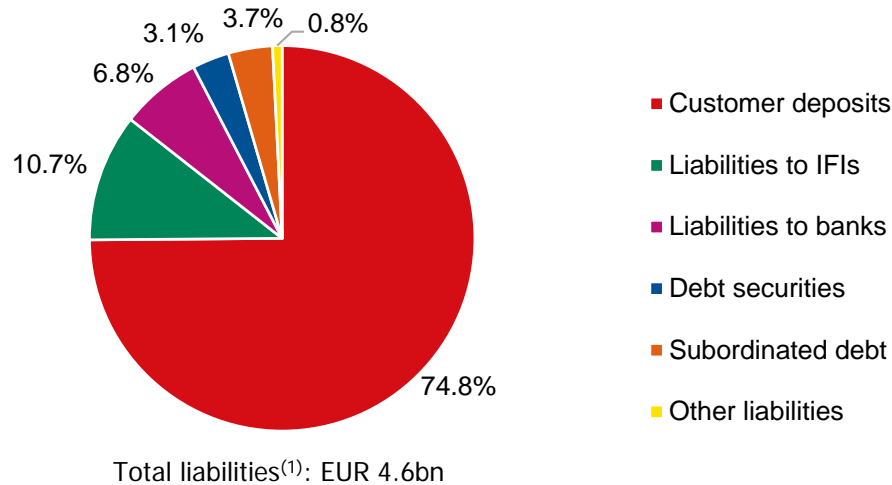


Notes: Includes Mexico; (1) By initial loan size

Key financial data

(in EUR m)	FY 2015	FY 2016
Net interest income	32.4	23.8
Provision expenses	4.1	-2.0
Net fee and commission income	0.5	-0.2
Net result of other operating income	3.9	2.0
Operating income	32.8	27.7
Operating expenses	31.7	28.8
Operating result	1.1	-1.1
Tax expenses	1.4	1.2
Profit of the period	-0.3	-2.3
Growth in loan portfolio > EUR 30k	17.9%	13.2%
Customer deposits / gross loan portfolio	77.3%	66.9%
Net interest margin	6.9%	5.0%
Cost income ratio	85.9%	112.2%
PAR 30 ratio	8.4%	7.5%
Coverage ratio PAR 30	68.7%	67.8%
RoAE	-0.5%	-3.5%

Funding sources overview



Self funding ratio development



- ▶ 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

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

(in EUR m)	Dec-15	Dec-16
Assets		
Cash and cash equivalents	834	937
Loans and advances to banks	339	287
Financial assets at fair value through profit and loss	1	0
Available-for-sale financial assets	207	250
Loans and advances to customers	4,105	3,629
Allowance for losses on loans and advances to customers	(177)	(151)
Property, plant and equipment	172	157
Other assets	99	97
Assets held for sale	429	461
Total assets	6,009	5,668
Liabilities		
Liabilities to banks	394	318
Financial liabilities at fair value through profit or loss	2	1
Liabilities to customers	3,793	3,475
Liabilities to International Financial Institutions	509	499
Debt securities	205	144
Other liabilities	27	19
Provisions	18	16
Current tax liabilities	2	1
Deferred tax liabilities	4	2
Subordinated debt	131	171
Liabilities related to assets held for sale	319	368
Total liabilities	5,405	5,014
Equity		
Subscribed capital	254	268
Capital reserve	97	115
Legal reserve	0	0
Retained earnings	284	325
Translation reserve	(44)	(62)
Revaluation reserve from available-for-sale financial instruments	5	0
Equity attributable to equity holders of the parent company	596	646
Non-controlling interests	8	8
Total equity	604	654
Total equity and liabilities	6,009	5,668

Income statement – quarterly overview

(in EUR m)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016
Interest and similar income	85.1	82.8	81.1	78.6	327.6
Interest and similar expenses	24.4	24.6	24.4	23.3	96.8
Net interest income	60.7	58.2	56.7	55.3	230.8
Allowance for losses on loans and advances to customers	9.4	4.5	2.9	1.8	18.6
Net interest income after allowances	51.3	53.7	53.8	53.5	212.2
Fee and commission income	14.2	14.7	14.5	14.8	58.2
Fee and commission expenses	3.5	3.8	4.0	3.9	15.2
Net fee and commission income	10.7	10.9	10.4	10.9	43.0
Result from foreign exchange transactions	2.0	2.6	3.3	1.0	8.9
Net result from financial instruments at fair value through profit or loss	(0.4)	(0.1)	(0.3)	(0.3)	(1.0)
Net result from available-for-sale financial assets	0.3	4.0	0.2	(0.0)	4.6
Net other operating income	(2.7)	(6.7)	(0.8)	1.9	(8.3)
Operating income	61.2	64.5	66.7	67.0	259.3
Personnel expenses	21.8	22.1	22.1	22.1	88.2
Administrative expenses	25.4	27.1	25.8	31.7	110.1
Operating expenses	47.3	49.2	48.0	53.8	198.2
Profit before tax	13.9	15.2	18.7	13.2	61.1
Income tax expenses	3.9	3.4	3.9	2.9	14.1
Profit of the period from continuing operations	10.0	11.8	14.9	10.4	47.0
Profit of the period from discontinued operations	1.1	6.5	(8.6)	15.1	14.0
Profit of the period	11.0	18.3	6.2	25.5	61.0
Profit attributable to equity holders of the parent company	10.6	18.0	5.8	25.1	59.4
Profit attributable to non-controlling interests	0.5	0.3	0.4	0.4	1.6


Income statement by segment

FY 2016 (in EUR m)	Germany	Eastern Europe	South Eastern Europe	South America	Consolidation	Group
Interest and similar income	20.5	108.0	177.5	39.1	(17.5)	327.6
of which inter-segment	17.3	0.1	0.0	0.0		
Interest and similar expenses	21.9	48.2	27.0	15.3	(15.6)	96.8
of which inter-segment	0.2	4.7	7.3	3.5		
Net interest income	(1.4)	59.7	150.5	23.8	(1.8)	230.8
Allowance for losses on loans and advances to customers	(0.1)	12.7	8.0	(2.0)	0.0	18.6
Net interest income after allowances	(1.3)	47.0	142.4	25.8	(1.8)	212.2
Fee and commission income	9.1	12.6	43.8	1.9	(9.2)	58.2
of which inter-segment	7.8	0.0	1.4	0.0		
Fee and commission expenses	2.6	3.9	15.1	2.0	(8.3)	15.2
of which inter-segment	0.8	1.3	5.3	0.9		
Net fee and commission income	6.5	8.8	28.7	(0.2)	(0.9)	43.0
Result from foreign exchange transactions	(2.0)	4.6	7.0	(0.1)	(0.6)	8.9
Net result from financial instruments at fair value through profit or loss	(1.4)	(0.1)	0.5	0.1	0.0	(1.0)
Net result from available-for-sale financial assets	(0.3)	0.3	4.2	0.3	(0.0)	4.6
of which inter-segment	0.0					
Net other operating income	94.7	(0.4)	(10.2)	1.8	(94.2)	(8.3)
of which inter-segment	89.6	0.0	2.0	2.6		
Operating income	96.4	60.1	172.7	27.7	(97.6)	259.3
Personnel expenses	21.6	12.5	44.0	10.1	0.0	88.2
Administrative expenses	29.7	21.7	67.1	18.7	(27.1)	110.1
of which inter-segment	5.6	4.6	12.3	4.7		
Operating expenses	51.2	34.3	111.1	28.8	(27.1)	198.2
Profit before tax	45.1	25.9	61.6	(1.1)	(70.4)	61.1
Income tax expenses	1.2	4.5	7.3	1.2	0.0	14.1
Profit of the period from continuing operations	44.0	21.4	54.4	(2.3)	(70.4)	47.0
Profit of the period from discontinued operations						14.0
Profit of the period	44.0	21.4	54.4	(2.3)	(70.4)	61.0
Profit attributable to equity holders of the parent company						59.4
Profit attributable to non-controlling interests						1.6

Note: Banco Pyme Los Andes ProCredit Bolivia, Banco ProCredit El Salvador, ProConfianza Mexico, and Banco ProCredit Nicaragua shown as discontinued operations



Comprehensive service as “Hausbank”

Products	Customers	Value-added																														
<p><u>Simple loan and deposit products</u></p> <ul style="list-style-type: none"> ▶ Full range of business loans (loan size range typically EUR 30k to EUR 3m) ▶ Deposits 	<p><u>Target customers with high potential: SMEs</u></p> <ul style="list-style-type: none"> ▶ SMEs with formalised structures and sustainable business models ▶ Focus on agriculture and manufacturing ▶ Yearly revenues between EUR 50k to over EUR 2,000k 	<p><u>Significant benefits for clients...</u></p> <ul style="list-style-type: none"> ✓ Access to full range of relevant banking services ✓ Valuable in countries with high level of informality and lack of transparency ✓ Trustful long-term relationships 																														
<p><u>Supplementary financial services</u></p> <ul style="list-style-type: none"> ▶ E-banking ▶ Card services ▶ Liquidity management ▶ Payroll services ▶ Documentary business ▶ Personal banking services 	<p><u>Typical SME client (Serbia)</u></p> <ul style="list-style-type: none"> ▶ Vegetable cultivation (300 ha, 31 FTEs) ▶ Long-term relationship ▶ Regular financing of working capital and fixed assets <div style="display: flex; align-items: flex-start; margin-top: 10px;"> <div style="font-size: 0.8em; margin-right: 10px;"> <p>Most recent project: Solar panels to power irrigation of agricultural land</p> </div>  </div> <table border="1" style="margin-top: 10px; font-size: 0.8em;"> <tr> <td colspan="3">Loan volume PCB</td> </tr> <tr> <td>Total financing since 2011</td> <td colspan="2">Outstanding loan amount</td> </tr> <tr> <td style="text-align: center;">EUR 864k</td> <td colspan="2" style="text-align: center;">EUR 549k</td> </tr> <tr> <td colspan="3">Credit limit</td> </tr> <tr> <td>short-term</td> <td>long-term</td> <td>total limit</td> </tr> <tr> <td style="text-align: center;">EUR 150k</td> <td style="text-align: center;">EUR 600k</td> <td style="text-align: center;">EUR 750k</td> </tr> <tr> <td colspan="3">Utilisation of PCB services</td> </tr> <tr> <td colspan="3"> <ul style="list-style-type: none"> • Current account (EUR, RSD) • Domestic and International payments • e-Banking </td> </tr> <tr> <td style="text-align: center;">Revenue</td> <td colspan="2" style="text-align: center;">Account turnover</td> </tr> <tr> <td style="text-align: center;">EUR 70k (monthly)</td> <td colspan="2" style="text-align: center;">EUR 103k (monthly)</td> </tr> </table>	Loan volume PCB			Total financing since 2011	Outstanding loan amount		EUR 864k	EUR 549k		Credit limit			short-term	long-term	total limit	EUR 150k	EUR 600k	EUR 750k	Utilisation of PCB services			<ul style="list-style-type: none"> • Current account (EUR, RSD) • Domestic and International payments • e-Banking 			Revenue	Account turnover		EUR 70k (monthly)	EUR 103k (monthly)		<p><u>...and for ProCredit</u></p> <ul style="list-style-type: none"> ✓ Understanding of clients' financial needs and risks ✓ Additional stable revenues ✓ Customer deposits
Loan volume PCB																																
Total financing since 2011	Outstanding loan amount																															
EUR 864k	EUR 549k																															
Credit limit																																
short-term	long-term	total limit																														
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Revenue	Account turnover																															
EUR 70k (monthly)	EUR 103k (monthly)																															

Continuous training in centralised academy is the cornerstone of ProCredit's corporate culture



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

AI Sistem doo and ProCredit Bank Serbia



- ▶ AI 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, AI 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, AI Sistem currently plans to train 10 high school graduates who will then be eligible for permanent employment

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

Experienced management collaborating at Holding and local level

ProCredit Holding as of 1 April 2017

Borislav Kostadinov



15

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



Dr. Anja Lepp



31⁽¹⁾

- ▶ Risk control
- ▶ Financial risk
- ▶ Operational risk
- ▶ AML



Sandrine Massiani



9

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



Dr. Gabriel Schor



33⁽¹⁾

- ▶ Finance and controlling
- ▶ Group supervision
- ▶ Treasury and funding



Local ProCredit banks⁽²⁾

Segment South Eastern Europe

21 management board members
(15 female/ 6 male)

12⁽³⁾

Collective training...

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

Segment Eastern Europe

9 management board members
(4 female/ 5 male)

12⁽³⁾

...as catalyst for a shared vision and teamwork...

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

Segment South America

12 management board members
(4 female/ 8 male)

12⁽³⁾

...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

Selected SME clients



Construction materials producer - Georgia

- ▶ 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.



Agriculture Romania



Photovoltaic equipment producer Moldova



Soap producer Ukraine



Kitchen and office furniture Serbia



Medicinal and aromatic herbs Albania



Textile manufacturing Bulgaria

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"

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

The corporate culture is the base of a unique approach to employee selection

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

▶ “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



...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⁽¹⁾



...committing employees to a unique corporate culture

- ▶ 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)



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

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Financial calendar

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

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.

The material in this presentation and further supporting documents have been prepared by ProCredit Holding AG & Co. KGaA, Frankfurt am Main, Federal Republic of Germany (“ProCredit Holding”) and are general background information about the ProCredit group’s activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation and further supporting documents, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice. All securities and financial product or instrument transactions involve risks, which include (among others) the risk of adverse or unanticipated market, financial or political developments and, in international transactions, currency risk.

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