## CREDICORP

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## Vision

To be the most valued financial group in the markets where we operate based on a culture focused on sustainable growth.

## Mission

To effectively provide products and services that meet our clients' needs, promoting financial inclusion and stakeholder satisfaction.

## CREDICORP

The largest financial holding in the country with a diversified business portfolio...

(3) Excludes employees from medical services.

## I.3. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 15,045 millions as of March 31, 2017...


|  | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-out ratio (2) | $25.9 \%$ | $26.3 \%$ | $26.7 \%$ | $22.6 \%$ | $21.1 \%$ | $27.9 \%$ |
| Earnings per share (S/ / share) ${ }^{(3)}$ | 24.73 | 26.07 | 19.29 | 29.94 | 38.77 | 44.06 |
| Market capitalization (US\$ Millions) | 8,731 | 11,690 | 10,587 | 12,776 | 7,762 | 12,591 |

 (2) Based on floating shares: 79.8 million in all periods. Considering outstanding shares (including Treasury shares): 94.4 million in all periods, 2016 's Pay-out ratio situates at $33.0 \%$.
(3) Based on Net income attributed to BAP. Number of floating shares: 79.8 million in all periods.

## I.4. Credicorp - Annual overview

Strong results continue despite a macroeconomic environment of low growth in internal demand...

| Summary of results |  | Year |  |  | change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2015 | 2016 | 2016 / 2015 |
| Results | Net income (S/ Millions) | 2,387.5 | 3,092.3 | 3,514.6 | 13.7\% |
|  | Recurring net income (S/ Millions) | 2,447.9 | 2,960.8 | 3,439.9 | 16.2\% |
| Profitability | ROAE ${ }^{(1)}$ | 18.5\% | 20.5\% | 19.6\% | -90 bps |
|  | Recurring ROAE ${ }^{(2)}$ | 18.6\% | 19.7\% | 19.3\% | -40 bps |
|  | ROAA ${ }^{(1)}$ | 1.9\% | 2.1\% | 2.3\% | +20 bps |
|  | Recurring ROAA ${ }^{(3)}$ | 2.0\% | 2.0\% | 2.2\% | +20 pbs |
|  | NIM, interest earning assets | 5.68\% | 5.45\% | 5.43\% | -2 bps |
|  | NIM after provisions | 4.16\% | 4.04\% | 4.20\% | +16 bps |
|  | NIM on loans | 8.72\% | 8.33\% | 8.27\% | -6 pbs |
| Loan portfolio quality | Internal overdue ratio | 2.51\% | 2.56\% | 2.76\% | +20 bps |
|  | NPL | 3.33\% | 3.41\% | 3.65\% | +24 bps |
|  | Adjusted NPL | 3.82\% | 3.88\% | 4.03\% | +15 bps |
|  | Cost of risk | 2.15\% | 2.08\% | 1.88\% | -20 bps |
|  | Coverage of internal overdue loans | 164.7\% | 166.2\% | 160.6\% | -560 bps |
|  | Coverage of NPLs | 124.5\% | 124.7\% | 129.2\% | +450 bps |
| Insurance indicators | Combined ratio of $\mathrm{P} \& \mathrm{C}^{(4)}$ | 98.3\% | 90.1\% | 91.3\% | +120 bps |
|  | Loss ratio | 63.3\% | 58.9\% | 58.4\% | -50 bps |
|  | Underw ritting result / net earned premiums | 14.5\% | 15.8\% | 14.5\% | -130 bps |
| Efficiency | Efficiency ratio | 45.3\% | 43.2\% | 43.5\% | +30 bps |
|  | Operating expenses / Total assets | 4.0\% | 3.8\% | 3.7\% | -10 bps |

[^0](2) Recurring ROAE: Recurring net income is used for calculations. In the equity side, adjustments are made to exclude non-recurring income/(expense).
(3) Recurring ROAA: Recurring net income is used for calculations.
(4) Combined ratio $=($ Net claims $/$ Net earned premiums $)+(($ General expenses + Acquisition Cost $) /$ Net earned premiums $)$ ). Does not include insurance Life business.

The following figures reflect our strong business performance in recent years ..

Assets (S/ Millions) \& ROAA (\%)


Liabilities (S/ Millions) \& Funding Cost (\%)


Loans (S/ Millions) \& Internal overdue ratio (\%)


Deposits (S/ Millions) \& L/D ratio (\%)


## I.5. Credicorp - Annual Financial performance

The cost of risk reached its lowest level in 4 years despite slight loan growth...

Loans (S/ Billions), Internal overdue ratio, Cost of Risk, NIM \& Coverage of Internal overdue loans (\%)

(1) Includes Edyficar.
(2) Includes BCP Bolivia, ASB and others.

Credicorp's loan expansion YoY was led by LC loans...

## Loan by segment and currency

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million Soles <br> 4Q15 4Q16 |  | \% nominal change | \% currency adjusted change | DOMESTIC CURRENCY LOANS <br> Expressed in million Soles |  |  | FORECN CURRENCY LOANS <br> Expressed in million USD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q15 |  | 4 Q16 | YoY | 4Q15 | 4Q16 | YoY |
| BCP Stand-alone | 75,743 | 77,799 |  | 2.7\% | 3.1\% | 46,758 | 48,950 | 4.7\% | 8,636 | 8,545 | -1.1\% |
| Wholesale Banking | 40,862 | 41,040 | 0.4\% | 1.0\% | 20,132 | 20,259 | 0.6\% | 6,177 | 6,155 | -0.4\% |
| Corporate | 26,818 | 27,310 | 1.8\% | 2.4\% | 12,960 | 13,410 | 3.5\% | 4,129 | 4,117 | -0.3\% |
| Middle-Market | 14,044 | 13,730 | -2.2\% | -1.7\% | 7,172 | 6,849 | -4.5\% | 2,048 | 2,038 | -0.5\% |
| Retail Banking | 34,250 | 36,026 | 5.2\% | 5.4\% | 26,444 | 28,384 | 7.3\% | 2,326 | 2,263 | -2.7\% |
| SME - Business | 4,064 | 4,703 | 15.7\% | 16.3\% | 1,807 | 2,272 | 25.8\% | 672 | 720 | 7.1\% |
| SME - Pyme | 7,429 | 7,833 | 5.4\% | 5.5\% | 6,907 | 7,444 | 7.8\% | 156 | 115 | -26.1\% |
| Mortgage | 12,164 | 12,507 | 2.8\% | 3.1\% | 8,648 | 9,204 | 6.4\% | 1,048 | 978 | -6.6\% |
| Consumer | 6,442 | 6,557 | 1.8\% | 2.0\% | 5,378 | 5,549 | 3.2\% | 317 | 299 | -5.8\% |
| Credit Card | 4,152 | 4,427 | 6.6\% | 6.8\% | 3,704 | 3,916 | 5.7\% | 133 | 151 | 13.6\% |
| Others ${ }^{(1)}$ | 630 | 734 | 16.5\% | 17.2\% | 183 | 307 | 68.0\% | 133 | 126 | -5.0\% |
| Mibanco | 7,656 | 8,432 | 10.1\% | 10.2\% | 7,076 | 7,916 | 11.9\% | 173 | 153 | -11.6\% |
| Bolivia | 4,509 | 5,308 | 17.7\% | 18.9\% | - | - | - | 1,343 | 1,572 | 17.0\% |
| ASB | 3,051 | 3,179 | 4.2\% | 5.3\% | - | - | - | 909 | 941 | 3.6\% |
| BAP's total loans | 90,958 | 94,718 | 4.1\% | 4.6\% | 53,834 | 56,866 | 5.6\% | 11,061 | 11,211 | 1.4\% |

(1) Includes Workout unit, and other banking.

## I.5. Credicorp - Annual Financial performance

The following figures reflect our strong business performance in recent years ...

Net income (S/ Millions) \& ROAE (\%)


Non-financial income composition (S/ Millions)


Net interest income (S/ Millions) \& NIM (\%)


Operating expenses (S/ Millions) \& Efficiency ratio (\%)


## I.5. Credicorp - Annual Financial performance

Recurring ROAE for 2016 situated at $19.3 \%$ mainly driven by higher BCP's contribution...

## Earnings contributions \& ROAEs

|  | Earnings Contribution (S/ Millions) |  |  |  | $\begin{gathered} \text { ROAE } \\ \hline \text { Year } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  | $\begin{gathered} \hline \text { \%change } \\ 2016 \text { / } 2015 \end{gathered}$ | \% of BAP's Net income 2016 (6) |  |  |
|  | 2015 | 2016 |  |  | 2015 | 2016 |
| Banco de Crédito BCP ${ }^{(1)}$ | 2,421 | 2,708 | 11.9\% | 77.1\% | 22.4\% | 22.5\% |
| Mibanco ${ }^{(2)}$ | 212 | 320 | 50.9\% | 9.1\% | 17.1\% | 22.1\% |
| Mibanco including goodwill ${ }^{(2)}$ |  | 320 | 50.9\% | 9.1\% | 15.4\% | 20.1\% |
| BCB | 57 | 81 | 40.6\% | 2.3\% | 10.6\% | 13.4\% |
| Grupo Pacífico ${ }^{(3)}$ | 345 | 299 | -13.2\% | 8.5\% | 19.7\% | 15.0\% |
| Prima | 162 | 156 | -3.9\% | 4.4\% | 27.5\% | 26.2\% |
| Credicorp Capital | 0 | 79 | N/A | 2.2\% | 0.1\% | 11.7\% |
| Atlantic Security Bank | 134 | 142 | 6.3\% | 4.1\% | 20.1\% | 18.2\% |
| Others ${ }^{(4)}$ | (27) | 50 | N/A | 1.4\% | - | - |
| Net income and ROAE |  |  |  |  |  |  |
| Credicorp | 3,092 | 3,515 | 13.7\% | 100.0\% | 20.5\% | 9.6\% |
| Recurring net income and ROAE of Credicorp ${ }^{(5)}$ | 2,961 | 3,440 | 16.2\% |  | 19.7\% | 19.3\% |

(1) Includes Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns $95.4 \%$ of Mibanco (directly and indirectly).
(3) The contribution is higher than the net income after minority interest of Grupo Pacifico because Credicorp owns $98.5 \%$ of Grupo Pacifico (directly and indirectly). Consider that the ROAE of Grupo Pacifico includes unrealized gains/losses in the net equity. The ROAE excluding unrealized gains/losses in the net equity was $21.8 \%$ in 2015 , and $16.1 \%$ in 2016 . Grupo Pacifico's ROAE in 2015 includes non-recurring income of S/99.4 million from the association with Banmedica, without this income and excluding unrealized gains/losses, ROAE was $15.3 \%$ in 2015 and, $16.7 \%$ in 2016.
(4) Others refers to Grupo Credito (excluding Prima), Atlantic Security Holding Corporation (excluding ASB), and others of Credicorp Ltd.
(5) Recurring Net income excludes Non-recurring income/(expense) and translation results (net of taxes). Recurring ROAE = (Net income attributable to Credicorp - Non-recurring income (expense) after tax) ${ }^{*} 4$ / Average ${ }^{+}$(Net equity excluding minority interest - Non-recurring income (expense) after tax).

+ Averages are calculated with period-beginning and period-ending balances.


## I.5. Credicorp - Annual Financial performance

The following figures reflect our strong business performance in recent years ..

Net Interest Margin by subsidiary (\%) ${ }^{(1)}$

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 4.96\% | 11.86\% | 4.59\% | 2.18\% | 5.68\% |
| 2015 | 4.70\% | 12.68\% | 4.14\% | 2.10\% | 5.45\% |
| 2016 | 4.69\% | 14.87\% | 4.42\% | 2.21\% | 5.43\% |
| Var 2015/2014 | -26 bps | 82 bps | -45 bps | -8 bps | -23 bps |
| Var 2016/2015 | -1 bps | 218 bps | 29 bps | 10 bps | -2 bps |

Efficiency ratio by subsidiary (\%) ${ }^{(2)}$

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 44.2\% | 58.2\% | 61.4\% | 23.9\% | 32.9\% | 41.6\% | 85.1\% | 45.3\% |
| 2015 | 41.3\% | 56.3\% | 67.0\% | 28.5\% | 24.9\% | 42.6\% | 98.2\% | 48.7\% |
| 2016 | 41.1\% | 56.4\% | 56.7\% | 23.3\% | 27.6\% | 44.6\% | 100.3\% | 48.6\% |
| Var 2015/2014 | -292 bps | -188 bps | 561 bps | 464 bps | -797 bps | 101 bps | 1309 bps | 339 bps |
| Var 2016/2015 | -22 bps | 10 bps | -1027 bps | -524 bps | 266 bps | 196 bps | 207 bps | -13 bps |

(1) NIM for 2014 includes Net gain on derivatives.
(2) Efficiency ratio for 2014 does not include Translation Result.

## I.6.a Credicorp - Quarterly overview

Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q16 | 4Q16 | 1Q17 | QoQ | YoY |
| Results | Net income (S/. Millions) | 819.6 | 917.7 | 909.6 | -0.7\% | 11.0\% |
|  | Recurring net income (S/. Millions) | 823.3 | 895.7 | 889.6 | -0.7\% | 8.1\% |
| Profitability | ROAE ${ }^{(1)}$ | 19.4\% | 18.5\% | 18.1\% | -40 bps | $-130 \mathrm{bps}$ |
|  | ROAA ${ }^{(1)}$ | 2.0\% | 2.3\% | 2.3\% | -10 bps | 30 bps |
|  | NIM, interest earning assets | 5.31\% | 5.58\% | 5.50\% | -8 bps | 19 bps |
|  | NIM after provisions | 4.07\% | 4.33\% | 4.04\% | -29 bps | -3 bps |
|  | NIM on loans | 8.27\% | 8.32\% | 8.13\% | -19 bps | -14 bps |
|  |  |  |  |  |  |  |
| Loan portfolio quality | Internal overdue ratio | 2.71\% | 2.76\% | 2.99\% | 23 bps | 28 bps |
|  | NPL | 3.53\% | 3.65\% | 3.94\% | 29 bps | 41 bps |
|  | Adjusted NPL | 3.90\% | 4.03\% | 4.30\% | 27 bps | 40 bps |
|  | Cost of risk | 1.98\% | 1.94\% | 2.32\% | 38 bps | 34 bps |
|  | Coverage of internal overdue loans | 159.3\% | 160.6\% | 151.9\% | -870 bps | -740 bps |
|  | Coverage of NPLs | 122.2\% | 121.5\% | 115.5\% | -600 bps | -670 bps |
|  |  |  |  |  |  |  |
| Insurance indicators | Combined ratio of P\&C ${ }^{(2)}$ | 90.7\% | 97.5\% | 96.5\% | -100 bps | 580 bps |
|  | Loss ratio | 57.4\% | 61.8\% | 59.9\% | 190 bps | 250 bps |
|  | Underwritting result / net earned premiums | 15.8\% | 9.1\% | 10.5\% | 140 bps | -530 bps |
|  |  |  |  |  |  |  |
| Efficiency | Efficiency ratio | 42.5\% | 43.5\% | 41.8\% | -170 bps | -70 bps |
|  | Operating expenses / Total assets | 3.3\% | 3.7\% | 3.4\% | -30 bps | 10 bps |

(1) Averages are determined as the average of period-beginning and period-ending balances.
(2) Combined ratio $=($ Net claims $/$ Net earned premiums $)+(($ General expenses + Fees + Underwriting expenses $) /$ Net earned premiums)). Does not include insurance Life business.

## I.6.b. Credicorp - Earning Contributions from subsidiaries

Credicorp posted ROAE of $18.1 \%$ in 1Q17, which reflects the scenario of low growth ...

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  |  |  |  | ROAE <br> Quarter |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 | Quarter $4 \text { Q16 }$ | 1Q17 | Qoch | ange YoY | \% of BAP's Net income 1Q17 ${ }^{(5)}$ |  |  |  |
| Banco de Crédito BCP ${ }^{(1)}$ <br> Mibanco ${ }^{(2)}$ | 654 | 740 | 692 | -6.5\% | 5.9\% | 77.8\% | 22.4\% | $22.1 \%$ | $20.6 \%$ |
| Mibanco including goodwill | 71 | 99 | 65 | -34.2\% | -8.7\% | 7.3\% | 19.5\% | 24.0\% | 16.3\% |
| BCB | 21 | 19 | 20 | 5.7\% | -5.9\% | 2.2\% | 14.5\% | 12.0\% | 13.0\% |
| Grupo Pacífico ${ }^{(3)}$ | 67 | 61 | 80 | 31.1\% | 18.9\% | 9.0\% | 14.5\% | 10.6\% | 14.8\% |
| Prima | 40 | 34 | 42 | 21.4\% | 4.9\% | 4.7\% | 30.3\% | 23.3\% | 30.6\% |
| Credicorp Capital | 17 | 17 | 15 | -12.5\% | -13.7\% | 1.6\% | 11.7\% | 8.5\% | 7.3\% |
| Atlantic Security Bank | (4) | 42 | 40 | N/A | N/A | 4.5\% | -2.5\% | 19.2\% | 20.0\% |
| Others ${ }^{(4)}$ | 1 | (18) | 1 | -106.1\% | N/A | 0.1\% | - | - | - |
| Net income and ROAE Credicorp | 796 | 895 | 890 | -0.6\% | 11.8\% | 100.0\% | 19.4\% | 18.5\% | 18.1\% |

(1) Includes Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns 95.36\% of Mibanco (directly and indirectly).

 1Q17.
(4) Others refers to Grupo Credito (excluding Prima), Atlantic Security Holding Corporation (excluding ASB), and others of Credicorp Ltd.
(5) Net contribution of each subsidiary as a percentage of BAP's net income.

[^1]
## I.6.c. Credicorp - Assets and liabilities structure

Credicorp maintains a diversified low-cost funding structure, but applies a conservative A\&L Management Policy...


Assets structure
(S/ 159.7 Bn. as of March 2017)


## Liabilities structure

(S/ 139.6 Bn. as of March 2017)

## Cash and due from banks (March 2017):

13.7\% non-interest bearing
$86.3 \%$ interest bearing


Liabilities
*Figures include Mibanco's results.
LC = Local currency
FC = Foreign currency
(1) Includes Trading securities, Property, furniture and equipment, Due from customer acceptances and Other assets.
(2) Includes Acceptances outstanding and other liabilities.

## I.6.d. Credicorp - Loan portfolio

Total loans were down $-2.5 \%$ QoQ in quarter-end balances, while average daily balances contracted $-0.5 \%$ QoQ...

Loan Portfolio Evolution - Q-end vs. Avg. Daily Balances (S/ Millions)


| 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 |
| :--- | :--- | :--- | :--- | :--- |
|  | Loan Portfolio Mix - Avg. Daily Balances ${ }^{(1)}$ |  |  |  |



## I.6.d. Credicorp - Loan portfolio

Loan book expansion YOY comes mainly from FC loan book ...

## Loan by segment

(in average daily balances)

## Loan by currency

(in average daily balances)

|  | 1 Q16 | TOTAL LOANS <br> (Expressed in million Soles) |  |  |  | \%Part. In total loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 4Q16 | 1 Q17 | QoQ | YoY | 1 Q16 | 1Q17 |
| BCP Stand-alone | 76,576 | 77,799 | 77,065 | -0.9\% | 0.6\% | 83.0\% | 81.9\% |
| Wholesale Banking | 41,186 | 41,040 | 40,742 | -0.7\% | -1.1\% | 44.6\% | 43.3\% |
| Corporate | 27,456 | 27,310 | 27,134 | -0.6\% | -1.2\% | 29.7\% | 28.8\% |
| Middle-Market | 13,730 | 13,730 | 13,607 | -0.9\% | -0.9\% | 14.9\% | 14.5\% |
| Retail Banking | 34,726 | 36,026 | 35,583 | -1.2\% | 2.5\% | 37.6\% | 37.8\% |
| SME - Business | 4,322 | 4,703 | 4,448 | -5.4\% | 2.9\% | 4.7\% | 4.7\% |
| SME - Pyme | 7,376 | 7,833 | 7,767 | -0.8\% | 5.3\% | 8.0\% | 8.3\% |
| Mortgage | 12,375 | 12,507 | 12,430 | -0.6\% | 0.4\% | 13.4\% | 13.2\% |
| Consumer | 6,414 | 6,557 | 6,533 | -0.4\% | 1.9\% | 6.9\% | 6.9\% |
| Credit Card | 4,239 | 4,427 | 4,404 | -0.5\% | 3.9\% | 4.6\% | 4.7\% |
| Others (1) | 663 | 734 | 741 | 0.9\% | 11.7\% | 0.7\% | 0.8\% |
| Mibanco | 7,832 | 8,432 | 8,593 | 1.9\% | 9.7\% | 8.5\% | 9.1\% |
| Bolivia | 4,767 | 5,308 | 5,383 | 1.4\% | 12.9\% | 5.2\% | 5.7\% |
| ASB | 3,125 | 3,081 | 3,074 | -0.2\% | -1.6\% | 3.4\% | 3.3\% |
| Total loans | 92,299 | 94,619 | 94,115 | -0.5\% | 2.0\% | 100.0\% | 100.0\% |

(1) Figures differ from previously reported, please consider the data presented on this presentation.

Highest growth in volumes.
Largest contraction in volumes.
(1) Figures differ from previously reported, please consider the data presented on this presentation
(2) Includes other banking.
(3) Includes Mibanco and Edyficar

## I.6.d. Credicorp - Loan portfolio - by currency

The loan portfolio in foreign currency grew $10.3 \%$ YoY...


Loan by currency
(in average daily balances)

|  | DOMESTIC CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million Soles) |  |  |  |  | \%Part. In total loans1Q17 | FOREIGN CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million USD) |  |  |  |  | \%Part. In total loans$1 \text { Q17 }$ | $\begin{aligned} & \text { \%part. by currency } \\ & \text { 1Q17 } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q16 | 4Q16 | 1 Q17 | QoQ | YoY |  | 1 Q16 | $4 \mathrm{Q16}$ | 1017 | QoQ | YoY |  | LC | FC |
| BCP Stand-alone | 48,137 | 48,950 | 47,420 | -3.1\% | -1.5\% | 85.4\% | 8,269 | 8,545 | 9,081 | 6.3\% | 9.8\% | 76.8\% | 61.5\% | 38.5\% |
| Wholesale Banking | 21,015 | 20,259 | 18,835 | -7.0\% | -10.4\% | 33.9\% | 5,866 | 6,155 | 6,711 | 9.0\% | 14.4\% | 56.7\% | 46.2\% | 53.8\% |
| Corporate | 13,980 | 13,410 | 12,089 | -9.9\% | -13.5\% | 21.8\% | 3,920 | 4,117 | 4,609 | 12.0\% | 17.6\% | 39.0\% | 44.6\% | 55.4\% |
| Middle-Market | 7,035 | 6,849 | 6,746 | -1.5\% | -4.1\% | 12.2\% | 1,946 | 2,038 | 2,102 | 3.1\% | 8.0\% | 17.8\% | 49.6\% | 50.4\% |
| Retail Banking | 26,920 | 28,384 | 28,256 | -0.5\% | 5.0\% | 50.9\% | 2,269 | 2,263 | 2,244 | -0.8\% | -1.1\% | 19.0\% | 79.4\% | 20.6\% |
| SME - Business | 1,952 | 2,272 | 2,147 | -5.5\% | 10.0\% | 3.9\% | 689 | 720 | 705 | -2.1\% | 2.4\% | 6.0\% | 48.3\% | 51.7\% |
| SME - Pyme | 6,890 | 7,444 | 7,419 | -0.3\% | 7.7\% | 13.4\% | 141 | 115 | 107 | -7.4\% | -24.6\% | 0.9\% | 95.5\% | 4.5\% |
| Mortgage | 8,879 | 9,204 | 9,260 | 0.6\% | 4.3\% | 16.7\% | 1,016 | 978 | 971 | -0.7\% | -4.4\% | 8.2\% | 74.5\% | 25.5\% |
| Consumer | 5,406 | 5,549 | 5,518 | -0.6\% | 2.1\% | 9.9\% | 293 | 299 | 311 | 4.1\% | 6.2\% | 2.6\% | 84.5\% | 15.5\% |
| Credit Card | 3,793 | 3,916 | 3,912 | -0.1\% | 3.1\% | 7.0\% | 130 | 151 | 151 | -0.4\% | 16.2\% | 1.3\% | 88.8\% | 11.2\% |
| Others ${ }^{(2)}$ | 202 | 307 | 329 | 7.1\% | 62.7\% | 0.6\% | 134 | 126 | 126 | -0.2\% | -5.9\% | 1.1\% | 44.4\% | 55.6\% |
| Mibanco ${ }^{(3)}$ | 7,274 | 7,916 | 8,087 | 2.2\% | 11.2\% | 14.6\% | 162 | 153 | 155 | 1.6\% | -4.4\% | 1.3\% | 94.1\% | 5.9\% |
| Bolivia | - | - | - | - | - | 0.0\% | 1,386 | 1,572 | 1,649 | 4.9\% | 19.0\% | 13.9\% | 0.0\% | 100.0\% |
| ASB | - | - | - | - | - | 0.0\% | 909 | 912 | 941 | 3.2\% | 3.6\% | 8.0\% | 0.0\% | 100.0\% |
| Total loans | 55,411 | 56,866 | 55,506 | -2.4\% | 0.2\% | 100.0\% | 10,726 | 11,182 | 11,827 | 5.8\% | 10.3\% | 100.0\% | 59.0\% | 41.0\% |

(1) Figures differ from previously reported, please consider the data presented on this report
(2) Includes work out unit, and other banking
(3) Includes Edyficar

## I.6.d. Credicorp - Loan portfolio - De-dollarization

The de-dollarization of Credicorp's loan book, in particular BCP Stand-alone loans, has continued throughout the 1Q17 ...

1. Dollarization by segment ${ }^{(1)}$

FC portfolio participation: Credicorp: $39.7 \%$ in 1Q16 and $41.0 \%$ in 1Q17 // BCP Stand-alone: $36.8 \%$ in 1Q16 and $38.5 \%$ in 1Q17

2. BCRP loan de-dollarization plan
3. FX risk on credit risk ${ }^{(3)}$ - BCP Stand-alone

BCP Stand-alone has achieved high levels of compliance in terms of FC portfolios subject to the dedollarization program:
$\checkmark \quad$ Total FC Ioan portfolio, with certain exceptions ${ }^{(2)}$, de-dollarized by $\mathbf{3 0 \%}$ (vs. 20\% target at Dec 17)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by $\mathbf{3 8 \%}$ (vs. $40 \%$ target at Dec 17)


[^2]3) Exposure for Credicorp's loan book is lower
I.6.e. Credicorp - Portfolio quality and Cost of risk

The cost of risk increased due to perception of higher risk related to construction companies and the El Niño weather phenomenon...

Evolution of Credicorp's Portfolio quality and Cost of risk


[^3](2) Cost of risk = Annualized provisions for loan losses / Total loans.

## I.6.e. Credicorp - Portfolio quality and Cost of risk

Traditional delinquency ratios continued showing the distortion of the high level of collateral ...
 Internal overdue ratio by segment



## I.6.e. Credicorp - Portfolio quality and Cost of risk

The Wholesale segment showed high Cost of Risk due to non-recurring events... Bolivia remained stable


## Wholesale Banking



BCP Bolivia


## I.6.e. Credicorp - Portfolio quality and Cost of risk

SME-Business improved its cost of risk after the peak in 4Q16... SME-Pyme continued to improve it's risk-quality ratios.


## I.6.e. Credicorp - Portfolio quality and Cost of risk

Consumer continues to improve its cost of risk since Jun 16... Credit Card quality ratios deteriorated in line with the decrease in loans...


The Mortgage segment continues to improve it's cost of Risk ... Mibanco showed high Cost of Risk due to non-recurring events


## I.6.f. Credicorp - Net interest income

NIM decreased QoQ in a scenario of loan contraction...
 Net interest income

| Net interest income | Quarter |  |  | $\%$ change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| S/ 000 | 1 Q16 |  |  | $4 \mathrm{Q16}$ | $1 \mathrm{Q17}$ |
| QoQ | YoY |  |  |  |  |
| Interest income | $2,634,334$ | $2,784,031$ | $2,753,111$ | $-1.1 \%$ | $4.5 \%$ |
| Interest expense | 695,942 | 738,442 | 723,692 | $-2.0 \%$ | $4.0 \%$ |
| Net interest income | $\mathbf{1 , 9 3 8 , 3 9 2}$ | $\mathbf{2 , 0 4 5 , 5 8 9}$ | $\mathbf{2 , 0 2 9 , 4 1 9}$ | $-\mathbf{0 . 8 \%}$ | $\mathbf{4 . 7 \%}$ |
| Net provisions for loan losses | $(453,237)$ | $(459,261)$ | $(536,494)$ | $16.8 \%$ | $18.4 \%$ |
| Net interest income after provisions | $\mathbf{1 , 4 8 5 , 1 5 5}$ | $\mathbf{1 , 5 8 6 , 3 2 8}$ | $\mathbf{1 , 4 9 2 , 9 2 5}$ | $\mathbf{- 5 . 9 \%}$ | $\mathbf{0 . 5 \%}$ |

Historical NIM \& NIM after provisions


NIM breakdown by Subsidiary

| NIM Breakdown | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp $^{(1)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 1Q16 | $4.49 \%$ | $14.47 \%$ | $4.31 \%$ | $2.03 \%$ | $5.31 \%$ |
| 4Q16 | $4.89 \%$ | $15.74 \%$ | $4.83 \%$ | $2.28 \%$ | $5.58 \%$ |
| 1Q17 | $4.63 \%$ | $15.47 \%$ | $4.58 \%$ | $2.30 \%$ | $5.50 \%$ |

[^4]Non-financial income increased this $Q$ due primarily to the higer gains on sales of securities and Net gain on derivatives ...

Non-financial income (S/ Millions)

| Non-financial income | Quarter |  |  | $\%$ change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| S/ million | 1 Q16 | 4Q16 | 1Q17 | QoQ | Yo Y |
| Fee income | 671 | 710 | 665 | $-6.3 \%$ | $-0.9 \%$ |
| transactions | 165 | 175 | 166 | $-4.6 \%$ | $1.0 \%$ |
| Net gain on sales of securities | 5 | 28 | 58 | $109.0 \%$ | N/A |
| Net gain from associates (1) | 4 | 2 | 6 | $280.9 \%$ | $70.3 \%$ |
| Net gain on derivatives | 8 | 47 | 54 | $15.8 \%$ | N/A |
| Result on exchange difference | -37 | 0 | 9 | N/A | $124.7 \%$ |
| Other non-financial income | 62 | 54 | 69 | $27.9 \%$ | $10.0 \%$ |
| Net non-financial income | $\mathbf{8 7 9}$ | $\mathbf{1 , 0 1 4}$ | $\mathbf{1 , 0 2 7}$ | $\mathbf{1 . 3 \%}$ | $\mathbf{1 6 . 9 \%}$ |

(1) Mainly includes the agreement between Grupo Pacífico and Banmédica.

Evolution of fee income QoQ by subsidiary (S/ Millions)


Evolution of fee income YoY by subsidiary (S/ Millions)


Credicorp's efficiency ratio improved QoQ and YoY ...

## Operating expenses (S/ Millions)



| BCP <br>  <br>  <br>  <br> Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp <br> Capital |  | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q16 (2) | $39.9 \%$ | $57.9 \%$ | $58.2 \%$ | $24.7 \%$ | $27.6 \%$ | $44.9 \%$ | $121.8 \%$ | $\mathbf{4 2 . 5 \%}$ |
| 4Q16 (2) | $41.6 \%$ | $52.9 \%$ | $58.0 \%$ | $20.1 \%$ | $28.0 \%$ | $46.9 \%$ | $89.0 \%$ | $\mathbf{4 3 . 5 \%}$ |
| 1Q17 | $38.3 \%$ | $55.5 \%$ | $57.4 \%$ | $22.2 \%$ | $27.5 \%$ | $43.7 \%$ | $112.6 \%$ | $\mathbf{4 1 . 8 \%}$ |
| Var. QoQ | -330 bps | 260 bps | -60 bps | 210 bps | -50 bps | -320 bps | 2360 bps | $\mathbf{- 1 7 0} \mathrm{bps}$ |
| Var. YoY | -160 bps | -240 bps | -80 bps | -250 bps | -10 bps | -120 bps | -920 bps | $\mathbf{- 7 0 ~ b p s}$ |

(1) (Salaries and employee benefits + Administrative expenses + Depreciation and amortization + Acquisition cost) / (Net interest income + Fee income + Result for difference in exchange + Net gain on derivatives + Result on exchange difference + Net gain from associates + Net premium earned).
(2) Credicorp also includes Grupo Credito and eliminations for consolidation purposes.

## I.6.i. Credicorp - Funding and Loan to deposit

Funding cost maintained stable QoQ and increased 12 bps YoY...

(1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.
(2) Includes banking business results, other subsidiaries and consolidation adjustments.

## I.6.j. Credicorp - Deposits ${ }^{(1)}$

Credicorp's time deposits expanded QoQ despite a economic slowdown...

Deposit Dollarization

Deposits Segmentation


Deposits - Evolution

| Deposits | As of |  |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: |
| S/000 | Mar 16 |  |  |  | Dec 16 |  |

(1) Measure in average daily balance
(2) Includes ASB and work out unit.
I.6.j. BCP Consolidated - Deposits by type of client ${ }^{(1)}$

Over $50 \%$ of BCP's total deposits are attributable to companies...

Total Deposits


Savings Deposits


Time Deposits


Demand Deposits


## I.6.k. BCP Stand-alone - Distribution Channels

Electronic transfers continue to grow, while total number of transactions rose $+16.5 \% 1$ Q16 - 1Q17

Number of transactions - Monthly average (Millions of transactions)


Teller transactions vs. Other channels


## I.6.k. BCP Stand-alone - Distribution Channels

A strategy to move towards cost-efficient channels is evident..


## Network Expansion - BCP

CAGR 10' - 16': 10.1\%


Network Expansion by subsidiary

| Mar 17 | BCP Stand-alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: |
| Agentes | 5,986 | - | 159 | 6,145 |
| ATMs | 2,332 | - | 261 | 2,593 |
| Branches | 452 | 318 | 51 | 821 |
| Total | $\mathbf{8 , 7 7 0}$ | $\mathbf{3 1 8}$ | $\mathbf{4 7 1}$ | $\mathbf{9 , 5 5 9}$ |

(1) Mibanco does not have Agentes or ATMs because it uses the BCP network. Mibanco branches include Banco de la Nacion branches, which in 4Q15, 4Q16 and 1Q17 were 38, 39, 40 respectively Sources: Quarterly report from Credicorp,
I.6.I. BCP Consolidated - Overall market shares

BCP has consolidated its leadership, but has space to grow in the retail business...


## I.6.I. Insurance and Pension funds - Overall market shares

Grupo Pacifico and Prima AFP have consolidated their position in their respective industries...


Market share (\%) ${ }^{(1)}$


Market share (\%) - Written Premiums ${ }^{(2)}$


(1) Source: SBS, March 2017. Habitat: Collection 1Q17 $=11.0 \%$ and FuM March $2017=2.5 \%$.
(2) Figures as of March 2017.

## I.6.m. Credicorp - Regulatory capital ${ }^{(1)}$

As a financial conglomerate, Credicorp's regulation in terms of capital is based on the calculation of a minimum capital requirement...


Compliance with capital requirement (S/millions) ${ }^{(5)}$

|  | Mar 16 | Dec 16 | Mar 17 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 20,879 | 21,175 | 23,250 |
| Total Regulatory Capital Requirements (B) | 16,866 | 17,259 | 17,202 |
| Compliance with Capital Requirement (A) / (B) | $\mathbf{1 2 4 \%}$ | $\mathbf{1 2 3 \%}$ | $\mathbf{1 3 5 \%}$ |

(1) Figures expressed in Million soles.
(2) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(3) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(4) Includes Grupo Pacifico
(5) Legal minimum $=100 \%$ / Internal limit $=105 \%$.

BCP is in the process of aligning with Basel III but the regulatory entity is still evaluating this framework's application ...

(1) Peru GAAP.
(2) Internal minimum for Jan $2016=8.70 \%$, Aug $2016=9.45 \%$, Jan $2018=10.00 \%$ and Jan $2019=10.00 \%$
(3) Regulatory Capital / Risk-weighted assets. Legal minimum $=10 \%$.
(4) Tier 1/Risk-weighted assets. Tier $1=$ Capital + Legal and other capital reserves + Accumulated earnings with capitalization agreement $+(0.5 \times$ Unrealized profit and net income in subsidiaries) - Goodwill - ( $0.5 \times$ Investment in subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).

## I.6.m. BCP Stand-alone - Capital ratios (Peru GAAP)

The CET 1 Ratio decreased in the first quarter because of dividends paid...

## Common Equity Tier 1 ratio



Board committees strengthen the Board's governance role and ensure oversight of internal control and risk management...

Governance structure

General Shareholder's Meeting


Dionisio Romero Paoletti


Raimundo Morales*

Directors

Fernando Fort Marie
Luis Enrique Romero Belismelis
Martin Pérez Monteverde

Juan Carlos Verme Giannoni* Benedicto Cigüeñas Guevara* Patricia Lizárraga Guthertz*

Board independence



Independent internal and external audit

Board of directors tenure


## I.7. Credicorp - Corporate governance

Board committees strengthen the Board's governance role and ensure oversight of internal control and risk management...


| Board of Directors |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Audit Committee ${ }^{(1)}$ | Compensations Committee ${ }^{(2)}$ | Nominations Committee ${ }^{(3)}$ | Corporate Governance Committee ${ }^{(4)}$ | Risk <br> Committee ${ }^{(5)}$ | Executive Committee ${ }^{(6)}$ |


| Dionisio Romero P. |  | C | C | C | M | C |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Raimundo Morales ${ }^{\text { }}$ | C | M | M |  | M | M |
| Fernando Fort |  |  |  |  |  | M |
| Juan Carlos Verme ${ }^{1}$ |  | M |  | M |  | M |
| Martin Pérez |  |  | M |  |  | M |
| Benedicto Cigüeñas ${ }^{11}$ | M |  |  | M | C | M |
| Luis Enrique Romero |  |  |  |  |  |  |
| Patricia Lizárraga ${ }^{1}$ | M |  |  |  |  |  |
| Eduardo Hochschild* |  |  |  | M |  |  |

[^5]${ }^{(1)}$ Established on October 31, 2002.
(2) Established on January 25, 2012.
${ }^{(3)}$ Established on March 28, 2012.
${ }^{(4)}$ Established on June 23, 2010.
(5) Established on March 28, 2012.
${ }^{(6)}$ Established on October 31, 2012.

Our medium - long term strategy is focused on ..

## Risk Management

- Common equity tier 1 at BCP.
- World class risk management tools and models
- Risk management
- Strategic planning.


## Customers

- Digital banking



## Efficiency

- Products, service model, organization and support functions, operations and IT, and culture to all Credicorp subsidiaries
- Shared services.


## Profitability

- Improve return on investments made in Credicorp Capital and Mibanco.
- Joint venture with Banmédica.


## I.8. Corporate risk management strategy

Credicorp has achieved the highest standards in risk management...

## Objective

- Strengthening risk management at Credicorp by aligning it with best practices and regulations;
- Promote and adequate disseminate the corporation's risk culture; and
- Maintain a corporate risk control structure.


## Scope

- Credicorp's corporate risk management system incorporates all of Credicorp's financial and insurance institutions.
- Corporate risk management covers the following risks $\rightarrow$ Credit and Counterparty Risk, Operational Risk, Liquidity Risk, Market Risk, Strategic Risk, Reputational Risk and Insurance Underwiting Risk.


## General Principles

- Senior Management Involvement: The Board establishes the Corporation's objectives, policies and risk appetite, but delegated some of these duties to a Risk Committee.
- Independent Risk Management: Duties of risk divisions and business divisions are clearly segregated, avoiding conflicts of interest.
- Corporate Risk Management: Credicorp monitors and controls risk through its corporate risk management system.
- Sufficiency and quality of resources associated with risk management.
- Compliance with the Credicorp's Code of Ethics.



## I.8. BCP - Competitive advantages in banking business

Throughout its 126 years BCP has developed substantial competitive advantages over its competitors..

## Strong franchise

- Consolidated leadership in most segments in which we operate both in terms of loans and deposits.


## Sound funding structure

- Focused on low cost core deposits.
- Deposits represent 70\% of total funding.
- Low average cost of funds.


## Human Capital

- Our leading position has allowed us to attract and retain the best talent in the market.
- Top management team.


## Largest network

- Largest and most diversified network in the industry.
- Pioneers in alternative channels such as Agente BCP and Telecredito.
- Efficient placement of new products and collection process thru alternative channels.


## Brand recognition

- Most recognized brand in its industry.
- Client attraction and retention.


## Information

- 126 years of operations has led to largest client data base in the industry.
- Over 6 Million clients
- Use of sophisticated Data-Mining tools to analyze valuable information.


## I.8. Grupo Pacifico - Strategy

To achieve the potential growth, Grupo Pacifico will focus into the next key approaches ...

Objectives


- Business process improvement
- Superior quality of service
- Achieve a more efficient organizational structure

- Superior underwriting
- Advanced pricing techniques
- Capital and risk management aligned with Solvency II

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A business with high growth potential due to low banking penetration...

## Highlights

$\checkmark$ Potential Market of around 6.2 million clients.
$\checkmark$ Average loan amount S/. 7,751.
$\checkmark 18.4 \%$ of Mibanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark$ 43.9\% are exclusive Mibanco clients.
$\checkmark$ As of March 2017, Mibanco's clients are 947,538.

- Mibanco's banked clients are 18,686 as of Feb-17.

Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 4.8\%

Consumer 8.1\%

SME +
business
87.1\%

The characteristics of Mibanco's portfolio resemble those of Edyficar, which enable us to align it with Edyficar's successful business model...

## Loan portfolio distribution



(1) Based in Peru GAAP.
(2) Adjusted internal overdue ratio $=[($ Internal overdue loans + Refinanced and restructured loans $) /$ Total loans $]+[$ Charge offs $/($ Total loans + Charge offs $)]$.

Thus far this year we have focused on stabilizing Mibanco in order to prepare for the integration with Edyficar...

\% of Total Loans



Net Provisions for loan losses $\qquad$ Annualized net provisions / Total loans

Number of Customers



Our micro-lending vehicle contributes to banking low-income segments...

Total loans (S/. Millions) and Internal overdue ratio (\%)
SME market composition ${ }^{(1)}$


Net income (S/. Millions) and ROAE (\%)



Commercial indicators

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## II.1.b. BCP Bolivia

BCP Bolivia's loan growth remains stable...

## Net income, Operating income and ROAE (\%) (1)



Loan evolution ${ }^{(1)}$ and internal overdue loans ratio (\%)


NIM decreased -25 bps QoQ aligned with the contraction in NII after provisions, due to interest rate limits, loan portfolio mix guidelines and exchange rate differences.

Impact on NIM of lending rate caps and loan portfolio mix guidelines started to stabilize in 2016

- Approximately $50 \%$ of BCP Bolivia's lending portfolio is currently subject to lending caps and about $10 \%$ of its total deposits are subject to minimum deposit rates.

The internal overdue loan ratio and NPL ratio increased QoQ, mainly in Retail Banking. This led the cost of risk to increase 20 bps. However, it is important to note that this ratio was impacted by the deceleration of loan growth.

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## II.1.c. Atlantic Security Bank

ASB's earnings contribution increased YoY due mainly to rise in Non-interest income...


Summary of results

| US\$ Millions | Quarter |  |  | \% change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Mar 16 | Dec 16 | Mar 17 | QoQ | YoY |
| Total loans | 914.2 | 917.6 | 855.5 | $-6.8 \%$ | $-6.4 \%$ |
| Total investments | 873.3 | 882.8 | 890.9 | $0.9 \%$ | $2.0 \%$ |
| Total assets | $2,129.7$ | $1,983.7$ | $2,016.7$ | $1.7 \%$ | $-5.3 \%$ |
| Total deposits | $1,654.9$ | $1,665.9$ | $1,676.7$ | $0.6 \%$ | $1.3 \%$ |
| Net equity | 216.2 | 257.6 | 229.4 | $-11.0 \%$ | $6.1 \%$ |

Assets under Management \& Deposits (US\$ Millions)


Portfolio distribution (March 17)


Earnings Contribution and ROAE (\%)
$\square$ Earnings Contribution to Credicorp $\longrightarrow$ ROAE

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## II.2. Grupo Pacifico

In 1Q17, we continue to lead health care market, in term of premiums ....


Health care market ${ }^{(1)}$ Market share in terms of Premiums


Health care market ${ }^{(1)}$
Market share in terms of Premiums


## II.2. Grupo Pacifico

Main drivers of 2016 results

| P\&C - Net income ${ }^{(1)}$ |  |  | Health-care - Net income ${ }^{(1)(2)}$ |  |  | Life - Net income ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 194.0 |
|  | 65.9 | 70.6 |  |  |  | 159.3 | 155.1 |  |
| 32.6 |  |  |  | 46.3 | 55.6 |  |  |  |
|  |  |  | 10.1 |  |  |  |  |  |
| 2014 | 2015 | 2016 | 2014 | 2015 | 2016 | 2014 | 2015 | 2016 |

## P\&C business:

- Increase in written premiums (+7\%) in all business lines. In 2016, Pacifico represents $24.6 \%$ of the P\&C market share, higher than the $23.1 \%$ obtained in 2015.
- Drop in the loss ratio (52.4\% in 2015 vs. $51.4 \%$ in 2016) mainly in P\&C and private health insurance businesses.
- Strict and adequate control of expenses as part of the company's effort to achieve operating efficiency.
- Prudential investment management.


## Health business:

- Corporate Health: Improvement in combined ratio (98.0\% in 2016 vs. 98.3\% in 2015).
- Medical Services: Increase in sales in the network's clinics.


## Life business:

- Written premiums decreased in Life insurance market due to individual annuities contraction associated with reforms in the private pension market. Nevertheless, all the others business lines registered an important increase of $10.6 \%$. Pacifico represents $24.1 \%$ of the Life insurance market share, higher than the 22.9\% obtained in 2015.
- Higher financial incomes due to an improvement in portfolio performance in terms of size and return rate.


## Cost control and discipline at Grupo Pacifico

## II.2. Grupo Pacifico - Bancassurance

Bancassurance related premiums have more than doubled since 2010 and represent more than $30 \%$ of Grupo Pacifico's net income...

Evolution of Bancassurance related premiums
(S/ Million)

\% of Bancassurance related premiums in Grupo Pacifico


## II.2. Grupo Pacifico

Underwriting result increased mainly due to lower net claims and acquisition cost ...

## Insurance underwriting result (S/ Thousands)

|  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 16 | 4Q16 | 1Q 17 | QoQ | YoY |
| Net earned premiums | 453,237 | 472,111 | 465,304 | -1.4\% | 2.7\% |
| Net claims | -263,924 | -297,000 | -280,964 | -5.4\% | 6.5\% |
| Acquisition cost ${ }^{(1)}$ | -60,175 | -63,332 | -62,061 | -2.0\% | 3.1\% |
| Total insurance underwriting result | 129,139 | 111,779 | 122,279 | 9.4\% | -5.3\% |


(1) Includes net fees and underwriting expenses

## II.2. Grupo Pacifico ${ }^{(1)}$

Grupo Pacifico posted a ROAE of $13.3 \%$ in 4Q16...

Net income (S/ Millions) \& ROAE ${ }^{(2)}$


Loss ratio


Underwriting result / Net earned premiums


Combined Ratio (\%)


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Prima's net income was S/. 41.7 million, which represented an ROAE of $30.6 \% \ldots$

Market share (\%) ${ }^{(1)}$

Collections FuMs


Fee Income (S/ Millions)


FuM (S/ Billions)



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## II.4. Credicorp Capital

Consolidation of three leading financial advisory businesses in Latin America ...

Over S/. 134 million in revenues and S/. 23 million in net income YTD.


## CREDICORP

III. Additional Information

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## III.1. Macroeconomic outlook - Peru

Peru's economic performance and outlook...

| Peru | 2014 | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GDP (US\$ Millions) | 203,058 | 192,386 | 195,415 | 214,509 | 226,608 |
| Real GDP (\% change) | 2.4 | 3.3 | 3.9 | 2.3 | 4.0 |
| GDP per capita (US\$) | 6,501 | 6,168 | 6,205 | 6,734 | 7,040 |
| Domestic demand (\% change) | 2.2 | 3.1 | 0.9 | 1.5 | 4.2 |
| Total consumption (\% change) | 4.2 | 4.4 | 2.8 | 2.7 | 3.5 |
| Private Consumption (\% change) | 3.9 | 3.4 | 3.4 | 2.3 | 3.2 |
| Gross fixed investment (as \% GDP) | 27.0 | 24.9 | 22.8 | 22.1 | 22.7 |
| Public Investment (\% change) | -3.4 | -7.3 | -0.5 | 7.5 | 14.0 |
| Public Debt (as \% GDP) | 20.1 | 23.3 | 23.8 | 25.1 | 27.5 |
| System loan growth (\% change) ${ }^{(1)}$ | 13.9 | 17.3 | 3.9 | N/A | N/A |
| Inflation ${ }^{(2)}$ | 3.2 | 4.4 | 3.2 | 3.3 | 2.5 |
| Reference Rate | 3.50 | 3.75 | 4.25 | 3.75 | 3.75 |
| Exchange rate, end of period | 2.98 | 3.41 | 3.36 | 3.27-3.32 | 3.31-3.36 |
| Exchange rate, (\% change) | 6.4\% | 14.6\% | -1.7\% | -2.7\% | 1.2\% |
| Fiscal balance (\% GDP) | -0.3 | -2.1 | -2.6 | -3.0 | -3.5 |
| Trade balance (US\$ Millions) | -1,509 | -2,971 | 1,888 | 4,346 | 3,580 |
| (As \% GDP) | -0.7\% | -1.5\% | 1.0\% | 2.0\% | 1.6\% |
| Exports | 39,533 | 34,414 | 37,019 | 42,000 | 43,468 |
| Imports | 41,042 | 37,385 | 35,132 | 37,654 | 39,888 |
| Current account balance (US\$ Millions) | -8,761 | -9,224 | -5,304 | -4,290 | -4,985 |
| (As \% GDP) | -4.3\% | -4.8\% | -2.7\% | -2.0\% | -2.2\% |
| Net international reserves (US\$ Millions) | 62,308 | 61,485 | 61,686 | 63,584 | 63,791 |
| (As \% GDP) | 30.7\% | 32.0\% | 31.6\% | 29.6\% | 28.2\% |
| (As months of imports) | 18 | 20 | 21 | 20 | 19 |

[^8]Profitability

| Net interest margin (NIM) | Annualized net interest income/ Average* interest earning assets |
| :--- | :--- |
| Net interest margin on loans (NIM on loans) | Annualized [Interest on loans-(Interest expense x (Average* total loans <br> /Average interest earning assets))]/Average total loans |
| Return on average assets (ROAA) | Annualized net income attributable to Credicorp / Average* assets |
| Return on average equity (ROAE) | Annualized net income attributable to Credicorp / Average* net equity |
| Funding cost | Annualized interest expense / Average* of total liabilities |

## Portfolio quality

| Internal overdue ratio | Internal overdue loans / Gross loans |
| :--- | :--- |
| Non - performing loans ratio (NPL ratio) | Non-performing loans / Gross loans |
| Coverage ratio of internal overdue loans | Allowance for loan losses / Internal overdue loans |
| Coverage ratio of non-performing loans | Allowance for loan losses / Non-performing loans |
| Cost of risk | Annualized net provisions for loan losses / Gross loans |

Operating performance

| Operating efficiency | (Salaries and employee benefits + administrative expenses + depreciation <br> and amortization + Acquisition cost) / (Net interest income + Fee income + <br> Result on exchange difference + Net gain on derivatives + Net gain on <br> foreign exchange transactions + Net gain from associates + Net premiums <br> earned) |
| :--- | :--- |
| Operating expenses / Total assets | (Salaries and employee benefits + administrative expenses + depreciation <br> and amortization + Acquisition cost) / Average* total assets |

Capital Adequacy

| BIS ratio | Regulatory Capital / Risk-weighted assets |
| :--- | :--- |
| Tier 1 ratio | Tier 1 / Risk-weighted assets |
| Common Equity Tier 1 ratio | Capital + Reserves - 100\% of applicable deductions (investment in <br> subsidiaries, goodwill, intangibles and deferred tax assets that rely on future <br> profitability) + retained earnings + unrealized gains. |

Insurance

| Combined ratio | (Net claims/ Net earned premiums) $+[($ Acquisition cost + Operating <br> expenses $) /$ Net earned premiums $]$ |
| :--- | :--- |
| Loss ratio | Net claims / Net earned premiums |
| Underwriting results to net earned premiums | (Net earned premiums - Net claims - Acquisition cost $) /$ Net earned <br> premiums |


| Client Segmentation |  |  |  |  | Equivalent ${ }^{(1)(2)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ Millions | S/ Millions |
| Banco de Credito del Peru | Wholesale Banking Group (WBG) ${ }^{(1)}$ | Corporate | Sales | Annual | > 100 | $>336$ |
|  |  | Middle-Market | Sales | Annual | 8 to 100 | 27 to 336 |
|  | Retail Banking Wealth Management Group (RB\&WM) | Private Banking ${ }^{(1)}$ | AuMs ${ }^{(3)}$ | - | $>1$ | > 3.36 |
|  |  | Enalta | Income | Monthly | $\geq 0.01$ | $\geq 0.02$ |
|  |  |  | AuMs ${ }^{(3)}$ | - | $>0.2$ | $>0.67$ |
|  |  | Affluent | Income | Monthly | 0.001 to 0.006 | 0.005 to 0.02 |
|  |  | Consumer | Focus on medium-low income individuals who receive their payroll through BCP |  |  |  |
|  |  | SME - Business | Sales | Annual | 1.2 to 9.4 | 4 to 32 |
|  |  |  | Debt | Annual | 0.4 to 3 | 1.2 to 10 |
|  |  | SME- Pyme | Debt | Annual | $\leq 0.4$ | $\leq 1.2$ |
| Mibanco | SME \& Microlending | SME - medium | Sales | Annual | $\leq 6$ | $\leq 20$ |
|  |  |  | Debt | - | $>0.1$ | > 0.3 |
|  |  |  | Not issued debt in the capital market |  |  |  |
|  |  | SME - small | Debt | - | 0.01 to 0.09 | 0.02 to 0.3 |
|  |  | Micro-Business | Debt | - | $\leq 0.01$ | $\leq 0.02$ |
|  |  | Consumer | Focus on debt unrelated to business |  |  |  |
|  |  | Mortgage | Focus on individuals for acquisition, construction of homeownership and granted with mortgages |  |  |  |
| BCP Bolivia ${ }^{(2)}$ | Wholesale Banking | Large companies | Sales | Annual | $>10$ | > 34 |
|  |  | Medium companies | Sales | Annual | 2.1 to 10.1 | 7 to 34 |
|  | Retail Banking | Small Business | Sales | Annual | 0.3 to 2.1 | 1 to 7 |
|  |  | Micro Business | Sales | Annual | $\geq 0.3$ | $\geq 1$ |
|  |  | Consumer | Payroll workers and self-employed workers |  |  |  |
|  |  | Mortgage Banking | Payroll workers, independent professionals and business owners |  |  |  |

(1) Only WBG and Private Banking figures were originally set in US\$.
(2) Converted at the exchange rate of S/.3.411 per U.S. Dollar, December, 2015 - SBS
(3) AUMs do not include CTS


This material includes "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical information provided herein are forward-looking and may contain information about financial results, economic conditions, trends and known uncertainties.

The Company cautions readers that actual results could differ materially from those expected by the Company, depending on the outcome of certain factors, including, without limitation: (1) adverse changes in the Peruvian economy with respect to the rates of inflation, economic growth, currency devaluation, and other factors, (2) adverse changes in the Peruvian political situation, including, without limitation, the reversal of market-oriented reforms and economic recovery measures, or the failure of such measures and reforms to achieve their goals, and (3) adverse changes in the markets in which the Company operates, including increased competition, decreased demand for financial services, and other factors. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof.

The Company undertakes no obligation to release publicly the result of any revisions to these forward-looking statements which may be made to reflect events or circumstances after the date hereof, including, without limitation, changes in the Company's business strategy or planned capital expenditures, or to reflect the occurrence of unanticipated events.


[^0]:    (1) Averages are determined as the average of period-beginning and period-ending balances

[^1]:    + Averages are calculated with period-beginning and period-ending balances.

[^2]:    (1) Average daily balances in S/ Million.
    (2) Excludes foreign trade, long-term loans (more than 3 years and over US\$10 million).

[^3]:    (1) Adjusted NPL ratio = (Non-performing loans + Charge-offs) / (Total loans + Charge-offs $)$.

[^4]:    (1) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.

[^5]:    C: Chairman
    M: Member.
    Independent Director
    Are not members of Credicorp's board but sit on BCP's Board
    1 Financial expert.

[^6]:    Source: SBS, BCP and Edyficar.
    (1) Market share figures as of February 2017
    (2) Includes branches of Banco de la Nacion

[^7]:    (1) Source: SBS, Habitat : Collection 1 Q17 $=11.0 \%$ and FuM March $2017=2.5 \%$.

[^8]:    Source: Estimates by BCP Economic Research as of February 2017; INEI, BCRP, and SBS.
    (1) Multiple Banking.
    (2) Inflation target: $2 \%,+/-1 \%$.

