## CREDICORP

2Q19

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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.

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## I.2. Credicorp - Business Portfolio

The largest financial holding in Peru with a diversified business portfolio...

## Our main 4 lines of business


$1 \& 2$ We capture deposits and offer lending to individuals and companies , through our different segments and products.

3 We cover our clients' specific insurable risks through our business lines: property and casualty, life insurance, health insurance and health care services and manage their' private retirement funds.

4 Financial and transactional advisory services, Sales and trading, asset management and Corporate finance services. We also offer wealth management products and services to individuals and cash management products and services to companies.

## Credicorp in the world



## I.3. Credicorp - Lines of Business (LoB)

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Credicorp companies are organized into four lines of business ${ }^{(1)} \ldots$

(1) Effective since April 1, 2018.
(2) Includes 131 employees from other minor subsidiaries
(3) On May 12, 2016, Banco de Credito del Perú sold its shares of BCP Bolivia to Inversiones Credicorp Bolivia S.A. ("ICBSA"), an indirect subsidiary of Credicorp Ltd.
(4) The integration of Edyficar and Mibanco took place on March 2th, 2015.
(5) Only includes AuMs from the Asset Under Management business.
(6) Excludes employees from medical services.
(7) Agreement with Banmedica includes i) the private health insurance business, which is managed by Grupo Pacifico, and ii) the business of corporate health insurance for payroll employees and the medical services, which are managed by Banmedica.
(8) At the end of January 2018, UnitedHealth Group Inc signed a definitive agreement to acquire Banmedica SA. (UnitedHealth Group now owns $96.8 \%$ of Empresas Banmedica).
*Figures at the end of December 2018.

## I.4. Credicorp - Management Structure

Management structure that supports LoB's...


## I.5. Credicorp - Shareholders' structure

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Credicorp's market cap was US $\$ 17.0$ billions as of August 7, 2019....



|  | 2013 | 2014 | 2015 | 2016 |  | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Ordinary dividend | Special dividend |  |  |
| Pay-out ratio based on floating shares ${ }^{(1)(2)}$ | 26.7\% | 22.6\% | 21.1\% | 27.9\% | 35.6\% | 27.6\% | 40.0\% |
| Pay-out ratio based on outstanding shares ${ }^{(1)(3)}$ | 31.6\% | 26.8\% | 25.0\% | 33.0\% | 42.2\% | 32.7\% | 47.4\% |
| Dividend Yield ${ }^{(1)(4)}$ | 1.5\% | 1.5\% | 2.0\% | 2.2\% | 2.4\% | 2.0\% | 2.5\% |
| Earnings per share (S/ / share) ${ }^{(5)}$ | 19.29 | 29.94 | 38.77 | 44.06 | 44.06 | 51.30 | 49.95 |
| Market capitalization (US\$ Millions) | 10,587 | 12,776 | 7,762 | 12,591 | 12,591 | 16,544 | 17,681 |
| Dividend per share | US\$ 1.90 | S/ 6.7700 | S/ 8.1910 | S/ 12.2865 | S/ 15.7000 | S/ 14.1726 | S/ 20.0000 |

(1) Dividends corresponding to the results of each year are declared and paid the following year.
(2) Floating shares: 79.8 million in all periods.
(3) Outstanding shares (including Treasury shares): 94.4 million in all periods.
(4) Dividend Yield is calculated using Dividend paid in US\$ / Stock price on Declared Day. For those dividends declared in Soles, the dividend was converted to US\$ using the exchange rate registered by the SBS at the close of the respective declared day.
(5) Based on Net income attributed to BAP. Number of floating shares: 79.8 million in all periods.

| Macroeconomic indicators | 2019 <br> FY Guidance |
| :--- | :---: |
| Real GDP growth $\%^{(1)}$ | $\approx 3.7 \%$ |
| Domestic demand real growth\% ${ }^{(1)}$ | $\approx 3.8 \%$ |
| Private investment growth \% | ${ }^{(1)}$ |
| BCRP reference rate year-end | $\approx 5.3 \%$ |
| Inflation $\%^{(1)}$ | $2.75 \%$ |
| Exchange rate Year-end | $2.3 \%$ |


| Credicorp |  | 2019 <br> FY Guidance |
| :--- | :---: | :---: |
| Loan growth (average daily <br> balances) | $8 \%-10 \%$ | YTD Jun 19 |
| Cost of Risk | $1.3 \%-1.5 \%$ | $6.7 \%$ |
| NIM | $5.4 \%-5.7 \%$ | $1.52 \%$ |
| Risk-adjusted NIM | $4.4 \%-4.7 \%$ | $5.40 \%$ |
| Efficiency ratio | Stable (Full year 2018: 43.8\%) | $42.6 \%$ |


| BCP Stand-alone CET1 | (quarter in which we reflect the <br> declaration of dividends each <br> year). | $11.82 \%$ |
| :--- | :---: | :---: |
| ROAE | $17.5 \%-18.5 \%$ | $17.9 \%$ |
| Sustainable ROAE | $\approx 19.00 \%$ | NA |



| Revised Guidance <br> FY 2019 |
| :---: |
| $6 \%-8 \%$ |
| $1.4 \%-1.6 \%$ |
| $5.3 \%-5.6 \%$ |
| $4.3 \%-4.6 \%$ |
| Stable (full year 2018: |
| $43.8 \%$ ) |

No less than $11.0 \%$ in each 1Q (quarter in which we reflect the declaration of dividends each year).

$$
\begin{gathered}
17.5 \%-18.5 \% \\
\approx 19.00 \%
\end{gathered}
$$



+ YoY loan growth posted mainly in Retail Banking segments and in local currency.
+ Improvement in margins
+ Improvement in efficiency ratio YoY and in YTD terms
Increase in CofR in specific Retail Banking segments


## BCP Bolivia:

+ Loan growth and reduction in provisions QoQ
+ Improvement in efficiency ratio

| Insurance \& Pension Funds |  |  |
| :---: | :---: | :---: |
|  | dine. | PRIMAAPP |
| - 2 Q19 Contribution | 8.8\% | 4.6\% |
| 2Q18 | 10.8\% ${ }^{(2)}$ | 23.0\% |
| (5) ROAE 1019 | 11.8\% ${ }^{(2)}$ | 37.6\% |
| - _ - 2Q19 | 13.6\% ${ }^{(2)}$ | 33.3\% |

Pacifico:

+ Increase in underwriting result in P\&C insurance business due to an increase in Net earned premiums and less net claims.
+ Improvement in Corporate health insurance and medical services QoQ contraction in underwriting result in life insurance business due to competition in Rentaflex interest rates


## Prima AFP:

+ Improvement in the net profitability YoY and YTD.
+ Improvement in operating efficiency.

+ Loan growth QoQ and YoY
+ Improvement in NIM QoQ related with better funding structure - Increase in Cost of risk is a result of the economy deceleration, we are implementing origination and collections adjustments.
- Operating expenses increased as we built capabilities to sustain business growth: increase in headcount.

Investment Banking \& Wealth Management

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| - 2 Q 19 C | ributio | 1.0\% | 4.6\% |
| (C) ROAE | 2Q18 | 6.1\% | 16.1\% |
|  | 1Q19 | 9.8\% | 25.9\% |
|  | 2Q19 | 7.7\% | 25.7\% |

+ Proprietary portfolios continued to have a good run in a context of good market conditions.
+ AuMs for Wealth Management grew by 5\% YTD when measured at market value in soles.
+ Corporate Finance activity posted lower results than 2018.
(1) Contribution calculated with Credicorp's Net income, which includes Others (Grupo Credito, Atlantic Security Holding Corporation and others Holdings of Credicorp Ltd).
(2) Figures include unrealized gains or losses that are considered in Pacifico's Net Equity from the investment portfolio of Pacifico Vida. ROAE excluding such unrealized gains was $13.8 \%$ in 2Q18, 14.4\% in 1Q19 and 18.6\% in 2Q19. YTD was $14.1 \%$ for June 2018 and $15.9 \%$ for June 2019.


## I.7.a. Credicorp - Overview ${ }^{(1)}$

Strong results on income generation and improvement in portfolio quality continue in $2018 \ldots$

| Summary of results |  |  |  |  |  |  | \% Change |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2015 | 2016 | 2017 | 2018 | 2018/2017 | Jun 18 | Jun 19 | Jun 19 / Jun 18 |
| Results | Net income (S/ Millions) | 2,421.2 | 3,163.4 | 3,610.0 | 4,181.6 | 4,071.3 | -2.6\% | 2,063.1 | 2,243.8 | 8.76\% |
|  | Net income attributable to Credicorp (S/ Millions) | 2,387.9 | 3,092.3 | 3,514.6 | 4,091.8 | 3,983.9 | -2.6\% | 2,015.6 | 2,199.4 | 9.12\% |
| Profitability | ROAE | 18.5\% | 20.5\% | 19.6\% | 19.8\% | 17.5\% | -229 bps | 18.5\% | 17.9\% | -54 bps |
|  | ROAA | 1.9\% | 2.1\% | 2.3\% | 2.5\% | 2.3\% | -21 bps | 2.4\% | 2.5\% | 6 bps |
|  | Funding cost | 2.16\% | 2.18\% | 2.30\% | 2.33\% | 2.25\% | $-8 \mathrm{bps}$ | 2.29\% | 2.41\% | 12 bps |
|  | NIM, interest earning assets | 5.68\% | 5.45\% | 5.42\% | 5.28\% | 5.26\% | -2 bps | 5.25\% | 5.40\% | 15 bps |
|  | Risk-adjusted NIM | 4.16\% | 4.04\% | 4.19\% | 4.11\% | 4.31\% | 20 bps | 4.37\% | 4.39\% | 2 bps |
|  | NIM on loans | 8.72\% | 8.30\% | 8.27\% | 7.85\% | 7.63\% | -22 bps | 7.32\% | 7.45\% | 13 bps |
| Loan growth | Quarter-end balances (S/ Millions) | 79,890 | 90,328 | 94,781 | 100,478 | 110,759 | 16.9\% | 102,767 | 109,381 | 6.4\% |
|  | Average daily balances (S/ Millions) | 69,632 | 84,989 | 93,361 | 95,165 | 103,919 | 11.3\% | 102,782 | 109,436 | 6.5\% |
| Loan portfolio quality | Internal overdue ratio | 2.51\% | 2.56\% | 2.76\% | 3.00\% | 2.81\% | -19 bps | 3.03\% | 3.00\% | $-3 \mathrm{bps}$ |
|  | NPL ratio | 3.33\% | 3.41\% | 3.65\% | 3.92\% | 3.97\% | 5 bps | 4.09\% | 4.11\% | 2 bps |
|  | Adjusted NPL ratio | 3.82\% | 3.88\% | 4.03\% | 4.26\% | 4.42\% | 16 bps | 4.41\% | 4.47\% | 6 bps |
|  | Cost of risk | 2.15\% | 2.08\% | 1.88\% | 1.78\% | 1.38\% | -40 bps | 1.33\% | 1.52\% | 19 bps |
|  | Cost of risk - Underlying portfolio | 2.15\% | 2.08\% | 1.88\% | 1.66\% | 1.33\% | -33 bps | 1.33\% | 1.52\% | 19 bps |
|  | Coverage of internal overdue loans | 164.7\% | 166.2\% | 160.6\% | 149.1\% | 158.9\% | 982 bps | 154.8\% | 148.5\% | -633 bps |
|  | Coverage of NPLs | 124.5\% | 124.7\% | 121.5\% | 114.4\% | 112.7\% | -170 bps | 114.8\% | 108.5\% | -633 bps |
| Insurance indicators | Combined ratio of P\&C | 98.3\% | 90.1\% | 91.3\% | 97.1\% | 101.6\% | 457 bps | 100.3\% | 100.9\% | 60 bps |
|  | Loss ratio | 63.3\% | 58.9\% | 57.3\% | 58.8\% | 59.0\% | 18 bps | 58.1\% | 64.9\% | 673 bps |
|  | Underwritting result / net earned premiums | 14.5\% | 15.8\% | 14.5\% | 10.3\% | 8.1\% | -224 bps | 7.8\% | 6.1\% | -173 bps |
| Efficiency | Efficiency ratio | 45.6\% | 42.3\% | 43.2\% | 43.4\% | 43.8\% | 37 bps | 43.1\% | 42.6\% | -46 bps |
|  | Operating expenses / Total average assets | 4.29\% | 3.78\% | 3.66\% | 3.64\% | 3.67\% | 3 bps | 3.6\% | 3.6\% | 2 bps |
| BCP Standalone capital ratios | Tier 1 Ratio | 9.83\% | 9.61\% | 10.41\% | 10.84\% | 10.28\% | -56 bps | 11.09\% | 11.33\% | 24 bps |
|  | Common Equity Tier 1 Ratio | 8.01\% | 9.34\% | 11.08\% | 11.83\% | 11.55\% | -28 bps | 11.11\% | 11.82\% | 71 bps |
|  | BIS Ratio | 14.45\% | 14.34\% | 15.35\% | 15.05\% | 14.17\% | -88 bps | 15.07\% | 14.95\% | -12 bps |
| Share Information | Outstanding Shares (Thousands) | 94,382 | 94,382 | 94,382 | 94,382 | 94,382 | 0\% | 94,382 | 94,382 | 0\% |
|  | Floating Shares (Thousands) | 79,761 | 79,761 | 79,761 | 79,761 | 79,761 | 0\% | 14,621 | 14,621 | 0\% |
|  | Treasury Shares (Thousands) | 14,621 | 14,621 | 14,621 | 14,621 | 14,621 | 0\% | 79,761 | 79,761 | 0\% |

## I.7.b. Credicorp - Earnings contributions

Credicorp' s earnings have grown by more than 60\% in the last five years...

Earnings contributions*

|  | Earnings contribution (S/ Millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{lll} \\ 2014 & 2015 & \begin{array}{l}\text { Year } \\ 2016\end{array}\end{array}$ |  |  | 2017 | 2018 | \% change 2018 / 2017 | YTD |  | ChangeJun 19 / Jun 18 | \% of BAP's Net income $2018{ }^{(3)}$ |
| Universal Banking |  |  |  |  |  | Jun 18 | Jun 19 |  |  |
| Banco de Credito BCP | 1,718 | 1,878 | 2,391 |  | 2,565 | 2,858 | 11.4\% | 741 | 816 | 10.1\% | 71.7\% |
| Banco de Credito Bolivia | 66 | 57 | 81 | 75 | 78 | 3.8\% | 18 | 13 | -31.6\% | 2.0\% |
| Microfinance |  |  |  |  |  |  |  |  |  |  |
| Mibanco ${ }^{(1)}$ | 76 | 190 | 313 | 372 | 445 | 19.7\% | 121 | 100 | -17.5\% | 11.2\% |
| Encumbra | (9) | (5) | (2) | (1) | 5 | -613.3\% | 1 | 2 | 202.7\% | 0.1\% |
| Insurance and Pension Fund |  |  |  |  |  |  |  |  |  |  |
| Grupo Pacifico ${ }^{(2)}$ | 199 | 345 | 299 | 321 | 349 | 8.7\% | 77 | 77 | -0.2\% | 8.8\% |
| Prima | 153 | 162 | 156 | 140 | 140 | -0.4\% | 35 | 57 | 61.7\% | 3.5\% |
| Investment Banking and Wealth Management |  |  |  |  |  |  |  |  |  |  |
| Credicorp Capital | (14) | 0 | 79 | 69 | 34 | -50.7\% | 21 | 15 | -26.8\% | 0.9\% |
| Atlantic Security Bank | 159 | 134 | 142 | 175 | 112 | -36.1\% | 31 | 50 | 62.1\% | 2.8\% |


| Credicorp | 2,388 | 3,092 | 3,515 | 4,092 | 3,984 | $-2.6 \%$ | 1,038 | 1,101 | $6.1 \%$ | $100.0 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

*Contributions to Credicorp reflect the eliminations for consolidation purposes (e.g. eliminations for transactions among Credicorp's subsidiaries or between Credicorp and its subsidiaries). Averages are calculated with period-beginning and period-ending balances.
(1) The contribution is lower than the net income of Mibanco because Credicorp owns $97.73 \%$ of Mibanco (directly and indirectly).
(2) The contribution is higher than Grupo Pacifico's net income because Credicorp owns $65.20 \%$ directly, and $33.59 \%$ through Grupo Credito.
(3) Net contribution of each subsidiary as a percentage of BAP's net income.

## I.7.b. Credicorp - Earnings contributions

The ROAE of Credicorp reached $17.5 \%$ in $2018 \ldots$

ROAEs

|  | ROAE |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  |  |  |  | $\begin{gathered} \hline \text { Change } \\ 2018 \text { / } 2017 \end{gathered}$ | YTD |  | $\begin{gathered} \text { Change } \\ \text { Jun } 18 \text { / Jun } 19 \end{gathered}$ |
| Universal Banking |  |  |  |  |  |  |  |  |  |
| Banco de Credito BCP | 24.0\% | 21.6\% | 21.9\% | 20.3\% | 20.3\% | 7 bps | 21.8\% | 21.5\% | -33 bps |
| Banco de Credito Bolivia | 15.2\% | 10.6\% | 13.4\% | 12.0\% | 11.8\% | -20 bps | 12.6\% | 11.4\% | -119 bps |
| Microfinance |  |  |  |  |  |  |  |  |  |
| Mibanco ${ }^{(1)}$ | 12.7\% | 16.3\% | 23.0\% | 24.4\% | 25.9\% | 152 bps | 28.9\% | 20.4\% | -847 bps |
| Encumbra | -92.9\% | -22.0\% | -4.8\% | -1.7\% | 9.1\% | 1084 bps | 6.6\% | 10.5\% | 390 bps |
| Insurance and Pension Fund |  |  |  |  |  |  |  |  |  |
| Grupo Pacifico ${ }^{(2)}$ | 11.4\% | 18.4\% | 14,2\% | 12.5\% | 12.9\% | 42 bps | 11.1\% | 12.3\% | 119 bps |
| Prima | 29.6\% | 27.5\% | 26.2\% | 22.9\% | 22.3\% | -58 bps | 22.5\% | 34.0\% | 1146 bps |
| Investment Banking and Wealth Management |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Credicorp Capital | -8.2\% | 0.1\% | 11.7\% | 8.9\% | 4.6\% | -422 bps | 8.6\% | 8.3\% | -25 bps |
| Atlantic Security Bank | 20.6\% | 20.1\% | 18.2\% | 20.2\% | 13.5\% | -665 bps | 14.9\% | 25.1\% | 1014 bps |
|  |  |  |  |  |  |  |  |  |  |
| Credicorp | 19.8\% | 20.5\% | 19.6\% | 19.8\% | 17.5\% | -230 bps | 18.5\% | 17.9\% | -54 bps |

(1) ROAE including goodwill of BCP from the acquisition of Edyficar (Approximately US\$ 50.7 million) was 26.7\% for YTD June 2018 and $19.1 \%$ for YTD June 2019.
(2) Figures include unrealized gains or losses that are considered in Pacifico's Net Equity from the investment portfolio of Pacifico Vida. ROAE excluding such unrealized gains was 14.1\% for YTD June 2018 and 15.9\% for YTD June 2019.

## I.7.c. Credicorp - Financial Evolution

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The Risk-adjusted NIM reached its highest level in 7 years

Loans ${ }^{(1)}$ (S/ Billions), Internal overdue ratio, Cost of Risk, NIM \& Coverage of Internal overdue loans (\%)


Annual Loan growth (\%) - Nominal \& Currency adjusted ${ }^{(3)}$

|  | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nominal growth | $2.1 \%$ | $20.7 \%$ | $16.3 \%$ | $16.5 \%$ | $17.4 \%$ | $24.3 \%$ | $13.1 \%$ | $4.9 \%$ | $6.0 \%$ | $10.2 \%$ |
| Jun | 19 |  |  |  |  |  |  |  |  |  |
| Currency adjusted growth | $5.4 \%$ | $22.0 \%$ | $19.2 \%$ | $20.3 \%$ | $12.0 \%$ | $20.3 \%$ | $7.4 \%$ | $5.6 \%$ | $7.5 \%$ | $8.5 \%$ |

(1) Loans in Average daily balances
(2) Includes Edyficar.
(3) Year and Quarter-end balances.

Long lasting growth in our most profitable assets, mainly in loan volumes...



## I.7.d. Credicorp - Interest Earning Assets

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Credicorp's loan growth was due to expansion achieved in all business segments and most subsidiaries...

## Loan by segment

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million soles |  |  |  |  | $\begin{aligned} & \text { \% change } \\ & 2018 \text { / } 2017 \end{aligned}$ | YTD |  | \% change Jun 19 / Jun 18 | \% Part. in total loans Jun 18 Jun 19 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 2016 | 2017 | 2018 |  | Jun 18 | Jun 19 |  |  |  |
| BCP Stand-alone | 61,369 | 71,398 | 77,122 | 77,796 | 85,043 | 9.3\% | 84,099 | 89,632 | 6.6\% | 81.8\% | 81.9\% |
| Wholesale Banking | 32,174 | 38,513 | 41,479 | 41,004 | 44,999 | 9.7\% | 44,898 | 45,883 | 2.2\% | 43.7\% | 41.9\% |
| Corporate | 20,309 | 25,046 | 27,602 | 26,616 | 28,037 | 5.3\% | 28,505 | 28,065 | -1.5\% | 27.7\% | 25.6\% |
| Middle - Market | 11,864 | 13,467 | 13,876 | 14,388 | 16,963 | 17.9\% | 16,393 | 17,818 | 8.7\% | 15.9\% | 16.3\% |
| Retail Banking | 29,195 | 32,885 | 35,643 | 36,792 | 40,044 | 8.8\% | 39,202 | 43,749 | 11.6\% | 38.1\% | 40.0\% |
| SME - Business | 3,003 | 3,899 | 4,770 | 4,992 | 5,332 | 6.8\% | 5,286 | 5,340 | 1.0\% | 5.1\% | 4.9\% |
| SME - Pyme | 7,008 | 7,081 | 7,557 | 8,148 | 8,903 | 9.3\% | 8,645 | 9,558 | 10.6\% | 8.4\% | 8.7\% |
| Mortgage | 10,505 | 11,808 | 12,554 | 12,775 | 13,977 | 9.4\% | 13,721 | 15,539 | 13.3\% | 13.3\% | 14.2\% |
| Consumer | 5,656 | 6,266 | 6,453 | 6,556 | 7,218 | 10.1\% | 7,123 | 7,878 | 10.6\% | 6.9\% | 7.2\% |
| Credit Card | 3,023 | 3,830 | 4,308 | 4,321 | 4,615 | 6.8\% | 4,428 | 5,433 | 22.7\% | 4.3\% | 5.0\% |
| Mibanco | 2,954 | 6,801 | 8,106 | 8,800 | 9,567 | 8.7\% | 9,553 | 10,031 | 5.0\% | 9.3\% | 9.2\% |
| Bolivia | 3,121 | 3,996 | 5,024 | 5,803 | 6,712 | 15.7\% | 6,554 | 7,244 | 10.5\% | 6.4\% | 6.6\% |
| ASB | 2,188 | 2,794 | 3,109 | 2,766 | 2,596 | -6.1\% | 2,576 | 2,530 | -1.8\% | 2.5\% | 2.3\% |
| BAP's total loans | 69,632 | 84,989 | 93,361 | 95,165 | 103,919 | 9.2\% | 102,782 | 109,436 | 6.5\% | 100.0\% | 100.0\% |

## III.8.c. Credicorp - Interest Earning Assets

Credicorp's loan evolution was driven by LC loans in retail banking ...

Domestic Currency Loans
(in million soles)


Foreign Currency Loans
(in million dollars)


## I.7.d. Credicorp - Interest Earning Assets

Credicorp's loan portfolio has shown a clear de-dollarization trend...

## Loan Portfolio - Level of dollarization by segment ${ }^{(1)}$ <br> FC portfolio participation:

- Credicorp: 41.2\% in 2017, 41.0\% in 2018 and 40.1\% YTD Jun 19 -BCP Stand-alone: 38.7\% in 2017, 38.5\% in 2018and 37.4\% YTD Jun 19


2. FX risk on credit risk ${ }^{(3)}$ - BCP Stand-alone

(1) In average daily balances.
(2) Maximum level of dollarization since 2009
(3) Exposure for Credicorp's loan book is lower.

## I.7.e. Credicorp - Funding Sources

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

## Funding structure

(S/ 136.2 Bn. as of June 2019)



## I.7.e. Credicorp - Funding Sources

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Deposits continued to represent the main source of funding and the funding cost increased YTD due to higher Time deposits...


[^0]
## I.7.e. Credicorp - Funding Sources

Credicorp's deposits expanded $5.8 \%$ YoY, which was mainly driven by Time deposits in FC...


Mix of Deposits
( $\mathrm{S} /$ billion - quarter-end balances)



(1) Q-end balances

$$
■ L C \backsim F C
$$

- Wholesale Banking $\quad$ Retail Banking (3)
(2) Measured in average daily balance
(3) Includes work out unit.


## I.7.e. Credicorp - Funding Sources ${ }^{(1)}$

48.7\% of BCP Stand-alone and Mibanco's total deposits are attributable to companies...

|  | Total Deposits |  |  | Time Deposits |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 47.4\% | 50.3\% | 48.7\% | 70.6\% | 64.8\% | 68.4\% |
| 52.6\% | 49.7\% | 51.3\% | 29.4\% | 35.2\% | 31.6\% |
| LC | FC | Total | LC | FC | Total |
|  | ■ Companies |  | - Individuals | - Companies |  |


(1) Figures does not include BCP Bolivia. It is important to note that $100 \%$ of Severance indemnity deposits (CTS) come from individuals. Numbers as of June 2019.

Portfolio quality have remained relativity stable...



## I.7.f. Credicorp - Portfolio quality

NPL ratio in increased due to the refinanced loans granted, while IOL ratio contracted


Evolution of Credicorp's Portfolio quality and Cost of risk

(1) Adjusted NPL ratio $=$ (Non-performing loans + Write-offs) $/($ Total loans + Write-offs $)$.
(2) IOL = Internal Overdue Ioans

## I.7.f. Credicorp - Portfolio quality

Traditional delinquency ratios continue to be distorted by high level of collateral ...

Internal overdue ratio by segment


## I.7.f. Credicorp - Portfolio quality

Wholesale Banking NPL and IOL ratio posted an increase QoQ due to some current loans migrated to the IOL porffolio...


Wholesale Banking


Mar-14 Jun-14 Sep-14 Dec-14 Mar-15 Jun-15 Sep-15 Dec-15 Mar-16 Jun-16 Sep-16 Dec-16 Mar-17 Jun-17 Sep-17 Dec-17 Mar-18 Jun-18 Sep-18 Dec-18 Mar-19 Jun-19

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

IOL and NPL ratios increased mainly due to growth in the IOL portfolio, which was attributable to the deterioration of specific clients...


Mar-14 Jun-14 Sep-14 Dec-14 Mar-15 Jun-15 Sep-15 Dec-15 Mar-16 Jun-16 Sep-16 Dec-16 Mar-17 Jun-17 Sep-17 Dec-17 Mar-18 Jun-18 Sep-18 Dec-18 Mar-19 Jun-19 Loans (right axis) $=\mathrm{IOL} \mathrm{ratio}^{(1)} \simeq \mathrm{NPL}$ ratio $^{\left({ }^{(2)}\right.} \longrightarrow$ Cost of risk ${ }^{(3)}$
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

The SME-Pyme segment early delinquency presented a slight deterioration, but since 2017, this segment has situated within the risk appetite...


Mar-14 Jun-14 Sep-14 Dec-14 Mar-15 Jun-15 Sep-15 Dec-15 Mar-16 Jun-16 Sep-16 Dec-16 Mar-17 Jun-17 Sep-17 Dec-17 Mar-18 Jun-18 Sep-18 Dec-18 Mar-19 Jun-19

$$
\text { Loans (right axis) } \quad \text { IOL ratio }^{(1)} \longrightarrow \text { NPL ratio }^{(2)} \longrightarrow \text { Cost of risk }{ }^{(3)} \longrightarrow \text { Early delinquency }(>60-<150)^{(4)}
$$

*Collateral levels as of June 2019
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Internal Overdue Loans + Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

## CREDICORP

IOL, NPL and the early delinquency ratio reduced QoQ and YoY attributable to an acceleration in mortgage loan origination within risk appetite...



[^1](1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

IOL and NPL ratio decreased QoQ and YoY, due to the different initiatives for risk management and collections that are in place today...

```
\>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
```


## Consumer


(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection $) /$ Total Loans.
(2) NPL Ratio $=($ Internal Overdue Loans+ Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

Early delinquency ratio fell YoY due to the acceleration in the growth of the portfolio and the improvement in the risk quality of new vintages...

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

CREDICORP

IOL and NPL ratios remained stable QoQ, the cost of risk presented a deterioration QoQ due to the economy deceleration...

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection $) /$ Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

BCP Bolivia portfolio quality ratios a decrease QoQ and remained stable YoY after having registered a deterioration in its mortgage and consumer portfolio..

BCP Bolivia


Mar-14 Jun-14 Sep-14 Dec-14 Mar-15 Jun-15 Sep-15 Dec-15 Mar-16 Jun-16 Sep-16 Dec-16 Mar-17 Jun-17 Sep-17 Dec-17 Mar-18 Jun-18 Sep-18 Dec-18 Mar-19 Jun-19 Loans (right axis) $=$ IOL ratio ${ }^{(1)} \simeq$ NPL ratio $^{(2)} \longrightarrow$ Cost of risk $^{(3)}$
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

NIM increased YTD primarily due to higher interest income, as a result of the expansion in average daily loan balances mainly in the retail segments

| Net interest income <br> S/ Millions | 2014 | 2015 | $\begin{aligned} & \text { Year } \\ & 2016 \end{aligned}$ | 2017 | 2018 | $\begin{gathered} \text { \% change } \\ 2018 \text { / } 2017 \end{gathered}$ | YTD |  | $\begin{array}{\|c\|} \hline \% \text { change } \\ \text { Jun } 19 \text { / Jun } 18 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Jun 18 | Jun 19 |  |
| Interest income | 9,695 | 10,205 | 10,742 | 11,057 | 11,523 | 4.2\% | 5,602 | 6,085 | 8.6\% |
| Interest expense | 2,585 | 2,721 | 2,864 | 2,985 | 3,034 | 1.6\% | 1,496 | 1,640 | 9.6\% |
| Net interest income | 7,110 | 7,484 | 7,878 | 8,071 | 8,489 | 5.2\% | 4,106 | 4,446 | 8.3\% |
| Net provisions for loan losses | $(1,611)$ | $(1,696)$ | $(1,785)$ | $(1,789)$ | $(1,532)$ | -14.4\% | (684) | (832) | 21.5\% |
| Risk-adjusted Net interest income | 5,499 | 5,788 | 6,093 | 6,282 | 6,957 | 10.7\% | 3,422 | 3,614 | 5.6\% |

Historical NIM \& Risk-adjusted NIM ${ }^{(1)}$


Clear recovery in Credicorp's margin, which was primarily attributable to BCP Stand-alone

NIM breakdown by Subsidiary ${ }^{(1)}$


YTD, the main components of non-financial income, Fee income and the Net gain on foreign exchange transactions, reported growth due to an increase in transactional activity...
 Non-financial income

| Non-financial income S/ Millions | 2014 | 2015 | $\begin{aligned} & \text { Year } \\ & 2016 \end{aligned}$ | 2017 | 2018 | $\begin{aligned} & \text { \% Change } \\ & 2018 \text { / } 2017 \end{aligned}$ | YTD |  | \% Change Jun 19 / Jun 18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Jun 18 | Jun 19 |  |
| Fee income | 2,522 | 2,644 | 2,777 | 2,907 | 3,127 | 7.6\% | 1,517 | 1,570 | 3.5\% |
| Net gain on foreign exchange transactions | 625 | 774 | 679 | 650 | 738 | 13.5\% | 343 | 367 | 6.9\% |
| Net gain on sales of securities | 202 | 55 | 299 | 712 | 192 | -72.9\% | 73 | 215 | 192.9\% |
| Net gain from associates ${ }^{(1)}$ | 11 | 161 | 41 | 49 | 36 | -27.3\% | 38 | 35 | -6.5\% |
| Net gain on derivatives | -34 | 208 | 19 | 104 | 13 | -87.2\% | 14 | -3 | -122.1\% |
| Result on exchange difference | 0 | 47 | -42 | 17 | 16 | -7.9\% | 7 | 4 | -41.4\% |
| Other non-financial income | 145 | 189 | 207 | 252 | 272 | 7.7\% | 167 | 174 | 4.4\% |
| Total non financial income | 3,472 | 4,076 | 3,981 | 4,691 | 4,394 | -6.3\% | 2,159 | 2,362 | 9.4\% |

Evolution of fee income by subsidiary (S/ Millions)


[^2]Grupo Pacifico underwriting result presented an increase mainly due to the Property \& Casualty business...

Insurance underwriting result

| Insurance underwriting result <br> S/ Millions | 2014 | 2015 | $\begin{aligned} & \text { Year } \\ & 2016 \end{aligned}$ | 2017 | 2018 | \% Change $2018 \text { / } 2017$ | Jun 18 | D <br> Jun 19 | \% Change Jun 19 / Jun 18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net earned premiums | 2,188 | 1,700 | 1,850 | 1,888 | 2,091 | 10.8\% | 1,021 | 1,177 | 15.3\% |
| Net claims | -1,427 | -1,032 | -1,099 | -1,118 | -1,240 | 10.8\% | -596 | -766 | 28.7\% |
| Acquisition cost | -339 | -193 | -239 | -265 | -380 | 43.7\% | -196 | -183 | -6.7\% |
| Total insurance underwriting result | 423 | 476 | 512 | 505 | 471 | -6.7\% | 229 | 228 | -0.4\% |

## Acquisition cost

| Acquisition cost <br> S/ Millions | 2014 | 2015 | Year <br> 2016 | 2017 | 2018 | $\begin{aligned} & \text { \% Change } \\ & 2018 \text { / } 2017 \end{aligned}$ | YTD <br> Jun 18 Jun 19 |  | \% Change Jun 19 / Jun 18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net fees | -263 | -168 | -199 | -204 | -274 | 34.2\% | -136 | -119 | -12.5\% |
| Underwriting expenses | -128 | -96 | -103 | -119 | -116 | -3.0\% | -64 | -84 | 31.9\% |
| Underwriting income | 52 | 71 | 62 | 59 | 9 | -84.0\% | 3 | 20 | N/A |
| Acquisition cost | -339 | -193 | -239 | -265 | -380 | 43.7\% | -196 | -183 | -6.7\% |

Credicorp's efficiency ratio reduced 50 bps YTD, due to higher operating income which outpaced growth in operating expenses...

```
>>>>> > > >>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
```

Operating income and expenses ( $\mathrm{S} /$ millions)

(1) Includes Fee income, Net earned premiums, Net gain on foreign exchange transactions, Net gain from associates, Net gain on derivatives and Result on Exchange difference.
(2) Other operating expenses includes Depreciation and amortization, Association in participation and Acquisition cost.
(3) (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).

## I.7.j. Credicorp - Operating efficiency

Credicorp's efficiency improvement is mainly due to higher operating income at Grupo Pacifico and BCP Stand-alone...

Efficiency ratio ${ }^{(1)}$ by subsidiary (\%)

| BCP <br> Stand-alone | BCP Bolivia | Mibanco | Pacifico | Prima AFP | Credicorp (2) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | $43.9 \%$ | $61.4 \%$ | $58.9 \%$ | $34.1 \%$ | $41.7 \%$ | $45.6 \%$ |
| 2015 | $41.3 \%$ | $65.6 \%$ | $54.1 \%$ | $24.8 \%$ | $42.5 \%$ | $42.3 \%$ |
| 2016 | $40.3 \%$ | $56.4 \%$ | $55.4 \%$ | $28.0 \%$ | $44.6 \%$ | $43.2 \%$ |
| 2017 | $41.3 \%$ | $57.2 \%$ | $49.7 \%$ | $29.3 \%$ | $47.4 \%$ | $43.4 \%$ |
| 2018 | $41.8 \%$ | $63.3 \%$ | $48.0 \%$ | $31.1 \%$ | $45.2 \%$ | $43.8 \%$ |
| Jun 18 | $39.8 \%$ | $63.8 \%$ | $48.6 \%$ | $32.3 \%$ | $46.3 \%$ | $43.1 \%$ |
| Jun 19 | $39.0 \%$ | $61.7 \%$ | $53.4 \%$ | $27.8 \%$ | $41.1 \%$ | 42.6 |

Operating Expenses / Total Average Assets Ratio

\% of Change of Operating Expenses and Total Average Assets
(1) The efficiency ratio of Credicorp Capital, under Credicorp's methodology, is around $100 \%$ because it does not include all the components of its core income (operating income + net gain on sales of securities). If we include all of Credicorp Capital's core income, the efficiency ratio will be situated between $75 \%-85 \%$ over the last few quarters
(2) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.

## I.7.k. Credicorp - Regulatory capital(1)

Credicorp's status as a financial conglomerate means that regulatory capital is based on the minimum capital requirement...

Regulatory capital breakdown (S/ millions) ${ }^{(1)}$


Regulatory capital requirement breakdown June 2019


Compliance with capital requirement (S/millions) ${ }^{(7)}$

| 2014 | 2015 | 2016 | 2017 | 2018 | Jun 18 | Jun 19 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 16,163 | 18,615 | 21,175 | 21,723 | 25,064 | 24,694 | 26,803 |
| Total Regulatory Capital Requirements (B) | 14,160 | 16,401 | 17,259 | 18,011 | 20,437 | 19,192 | 20,733 |
| Compliance with Capital Requirementes | $\mathbf{1 . 1 4}$ | $\mathbf{1 . 1 3}$ | $\mathbf{1 . 2 3}$ | $\mathbf{1 . 2 1}$ | $\mathbf{1 . 2 3}$ | $\mathbf{1 . 2 9}$ | $\mathbf{1 . 2 9}$ |

(1) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(2) Tier I = capital + restricted capital reserves + Tier I minority interest - goodwill - ( 0.5 x investment in equity and subordinated debt of financial and insurance companies)+ perpetual subordinated debt.
(3) Tier II = subordinated debt + Tierll minority interest tier + loan loss reserves - ( 0.5 x investment in equity and subordinated debt of financial and insurance companies).
(4) Tier III = Subordinated debt covering market risk only.
(5) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(6) Includes Grupo Pacifico.
(7) Legal minimum $=100 \% /$ Internal limit $=105 \%$.

## I.7.k. BCP Stand-alone - Regulatory capital (1)

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


BCP at Basel III

(1) Peru GAAP.
(2) In Peru, the minimum BIS ratio required by the regulator (Superintendence of Banks, Insurance and Pension Funds) has two components: Fixed component (Basel II requirement) which is $10 \%$ and a Variable component (Basel III requirement), which is a function of (i) concentration risk, (ii) systemic risk and (iii) economic cycle risk.
(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).
(5) Internal minimum for Jan $2016=8.70 \%$, Aug $2016=9.45 \%$, Jan $2018=10.50 \%$ and Jan $2019=11.0 \%$.

## I.7.k. BCP Stand-alone - Regulatory capital

The CET 1 Ratio increased due to higher levels in the accumulated results in 2Q19...

Common Equity Tier 1 ratio

March 2019


June 2019

(1) Includes investments in BCP Bolivia and other subsidiaries.

Evolution of main capital ratios


Mar 13 Dec 13 Mar 14 Dec 14 Mar 15 Dec 15 Mar 16 Dec 16 Mar 17 Dec 17 Mar 18 Jun 18 Dec 18 Mar 19 Jun 19 _Common Equity Tier 1 Ratio_BIS ratio Tier 1 ratio

## I.7.I. Distribution Channels

Digital channels and cost-efficient channels transactions continue to outpace the growth of traditional channels transactions ...

Number of transactions ${ }^{(1)}$ - Monthly average (Millions of transactions)


Teller transactions vs. Other channels

(1) Figures include monetary and non-monetary transactions.

## I.7.I. Distribution Channels

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

Network Expansion - BCP and Mibanco


Points of Contact by subsidiary

| Jun 19 | BCP Stand- <br> Alone |  | Mibanco <br> (1) | BCP <br> Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Agentes | 6,940 | - | 388 | 7,328 |  |
| ATMs | 2,261 | - | 300 | 2,561 |  |
| Branches | 403 | 324 | 56 | 783 |  |
| Total | $\mathbf{9 , 6 0 4}$ | $\mathbf{3 2 4}$ | $\mathbf{7 4 4}$ | $\mathbf{1 0 , 6 7 2}$ |  |

(1) Mibanco does not have Agentes or ATMs because it uses the BCP network. Mibanco branches include Banco de la Nacion branches, which as of Jun 1935.
I.7.m. BCP Consolidated - Overall market shares

CREDICORP

(1) BCP includes Mibanco's market share. Take into account that in 2013, this figure only includes Edyficar. For presentation purposes since 2014 this figure includes the M\&A of Mibanco and Edyficar that took place in 2015.
(2) BBVA Perú includes Financiera Confianza
(3) Scotiabank includes Crediscotia
(4) Interbank includes Financiera Oh!
*Sources: SBS and Asbanc.

## I.7.m. BCP Consolidated - Overall market shares




## I.8. Credicorp - Corporate governance

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


Fernando Fort Marie
Luis Enrique Romero Belismelis Martin Pérez Monteverde

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

## Board Committees

Independent internal and external audit

## Board independence



Board of directors tenure


[^3]
## I.8. 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 Committee ${ }^{(5)}$ | Executive Committee ${ }^{(6)}$ | Investment Committee ${ }^{(7)}$ |
|  | C | C | C | M | C | C |
| C | M | M |  | M | M | M |
|  |  |  |  |  | M |  |
|  | M |  | M |  | M |  |
|  |  | M |  |  | M |  |
| M |  |  | M | C | M | M |

Luis Enrique Romero
Patricia Lizárragal M

Eduardo Hochschild*

| C: | Chairman. |
| :--- | :--- |
| M: | Member. |
| । | Independent Director |
| * | Are not members of Credicorp's board but sit on BCP's Board. |
| 1 | Financial expert. |

${ }^{(1)}$ 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.
(7) Established on June 27, 2018.

## CREDICORP

II. Additional Information

1. Macroeconomic outlook - Peru
2. Table of calculations
3. Client segmentation
4. Net income \& Effective tax rate Historical information
5. Contact information

Peru's economic performance and outlook...

| Peru | 2015 | 2016 | 2017 | 2018 | $2019{ }^{(4)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GDP (US\$ Millions) ${ }^{(1)}$ | 191,323 | 194,653 | 214,397 | 225,364 | 225,500 |
| Real GDP (\% change) | 3.3 | 4.0 | 2.5 | 4.0 | 3.0 |
| GDP per capita (US\$) ${ }^{(1)}$ | 6,132 | 6,179 | 6,742 | 6,999 | 6,938 |
| Domestic demand (\% change) | 2.6 | 1.1 | 1.4 | 4.3 | 3.1 |
| Total consumption (\% change) | 4.9 | 3.2 | 2.3 | 3.6 | 3.4 |
| Private Consumption (\% change) | 4.0 | 3.7 | 2.6 | 3.8 | 3.5 |
| Gross fixed investment (as \% GDP) | 23.7 | 21.9 | 20.5 | 21.4 | 21.5 |
| Private Investment (\% change) | -4.2 | -5.4 | 0.2 | 4.4 | 3.6 |
| Public Investment (\% change) | -6.9 | 0.3 | -1.8 | 6.8 | 0.3 |
| Public Debt (as \% GDP) | 23.3 | 23.9 | 24.9 | 25.7 | 26.5 |
| System loan growth (\% change) ${ }^{(2)}$ | 14.4 | 4.9 | 5.6 | 10.1 | - |
| Inflation ${ }^{(3)}$ | 4.4 | 3.2 | 1.4 | 2.2 | 2.3 |
| Reference Rate | 3.75 | 4.25 | 3.25 | 2.75 | 2.50 |
| Exchange rate, end of period | 3.41 | 3.36 | 3.24 | 3.37 | 3.25-3.30 |
| Exchange rate, (\% change) | 14.6\% | -1.7\% | -3.5\% | 4.1\% | -2.1\% |
| Fiscal balance (\% GDP) | -2.1 | -2.6 | -3.1 | -2.5 | -1.8 |
| Trade balance (US\$ Millions) | -2,916 | 1,953 | 6,571 | 7,049 | 5,000 |
| (As \% GDP) | -1.5\% | 1.0\% | 3.1\% | 3.1\% | 2.2\% |
| Exports | 34,414 | 37,082 | 45,275 | 48,942 | 49,000 |
| Imports | 37,331 | 35,128 | 38,704 | 41,893 | 44,000 |
| Current account balance (US\$ Millions) | -9,169 | -5,303 | -2,537 | -3,349 | -4,510 |
| (As \% GDP) | -4.8\% | -2.7\% | -1.2\% | -1.5\% | -2.0\% |
| Net international reserves (US\$ Millions) | 61,485 | 61,686 | 63,621 | 60,121 | 66,200 |
| (As \% GDP) | 32.1\% | 31.7\% | 29.7\% | 26.7\% | 29.4\% |
| (As months of imports) | 20 | 21 | 20 | 17 | 18 |

Source: estimates by BCP Economic Research as of July, 2019; INEI, BCRP and SBS.
(1) Figures differ from previously reported, please consider the data presented on this report.
(2) Financial System, Current Exchange Rate
(3) Inflation target: $1 \%-3 \%$
(4) Estimates by BCP Economic Research as of July, 2019

## 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 |
| Risk-adjusted Net interest margin (Risk-adjusted NIM) | Annualized net interest income after net provisions for loan losses / <br> Average* interest earning assets |
| 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 funding** |

## Portfolio quality

| Internal overdue ratio | Internal overdue loans / Total loans |
| :--- | :--- |
| Non - performing loans ratio (NPL ratio) | Non-performing loans / Total loans |
| Adjusted non - performing loans ratio (Adjusted NPL ratio) | (Non-performing loans + Write-offs) / (Total loans + Write-offs) |
| 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 provisions for loan losses net of recoveries / Total loans |

[^4]** Includes total deposits, BCRP instruments, Repurchase agreements, Due to banks and correspondents and Bonds and subordinated debt.

Operating performance

| Operating efficiency | (Salaries and employees benefits + Administrative expenses + Depreciation <br> and amortization + Acquisition cost + Association in participation) / (Net <br> interest, similar income and expenses + Fee income + Net gain on foreign <br> exchange transactions + Net gain from associates + Net gain on derivatives <br> held for trading + Result on exchange differences + Net premiums earned). |
| :--- | :--- |
|  | (Salaries and employees benefits + Administrative expenses + Depreciation <br> and amortization + Acquisition cost + Association in participation) $/$ Average* <br> 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 / Risk-weighted assets |

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 |

[^5]| Client Segmentation |  |  |  |  | Equivalent ${ }^{(1)(2)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| BCP Stand-alone | Wholesale Banking Group $(W B G)^{(1)}$ | Corporate | Sales | Annual | > 100 M | $>337 \mathrm{M}$ |
|  |  | Middle-Market | Sales | Annual | 10 M to 100 M | 34 M to 337 M |
|  | Retail Banking Group | Enalta | Income | Monthly | $\geq 6 \mathrm{~K}$ | $\geq 20 \mathrm{~K}$ |
|  |  |  | AuMs ${ }^{(3)}$ | - | $>200 \mathrm{~K}$ | $>675 \mathrm{~K}$ |
|  |  | Affluent | Income | Monthly | 1 K to 6 K | 5 K to 20 K |
|  |  | Consumer | Focus on medium-low income individuals |  |  |  |
|  |  | SME - Business | Sales | Annual | 1.7 M to 9.5 M | 5.6 M to 32 M |
|  |  |  | Debt | Annual | 356 K to 3.0 M | 1.2 M to 10 M |
|  |  | SME- Pyme | Debt | Annual | $\leq 356 \mathrm{~K}$ | $\leq 1.2 \mathrm{M}$ |


| Client Segmentation |  |  |  | Equivalent ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary $\quad$ Business | Group | Criteria | Frequency | US\$ | S/ |
| Now this group belongs to LOB <br> "Investment Banking and Wealth <br> Management" | Private <br> Banking |  |  |  |  |

(3) AUMs do not include Severance indemnity deposits.

| Client Segmentation |  |  |  |  | Equivalent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| Mibanco |  <br> Microlending | SME - medium | Sales | Annual | $\leq 6 \mathrm{M}$ | $\leq 20 \mathrm{M}$ |
|  |  |  | Debt | - | $>89 \mathrm{~K}$ | > 300 K |
|  |  |  | Not issued debt in the capital market |  |  |  |
|  |  | SME - small | Debt | - | 6 K to 89 K | 20 K to 300 K |
|  |  | Micro-Business | Debt | - | $\leq 6 \mathrm{~K}$ | $\leq 20 \mathrm{~K}$ |
|  |  | Consumer | Focus on deb business | related to |  |  |
|  |  | Mortgage | Focus on ind construction granted with | uals for acquisition, omeownership and gages | - |  |


| Client Segmentation |  |  |  |  | Equivalent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| BCP Bolivia | Wholesale Banking | Large companies | Sales | Annual | > 15 M | > 49 M |
|  |  | Medium companies | Sales | Annual | 1.8 M to 15 M | 6 M to 49 M |
|  | Retail Banking | Small Business | Sales | Annual | 30 K to 1.8 M | 100 K to 6 M |
|  |  | Micro Business | Sales | Annual | $\geq 30 \mathrm{~K}$ | $\geq 100 \mathrm{~K}$ |
|  |  | Consumer | Payroll workers and self-employed workers |  |  |  |
|  |  | Mortgage Banking | Payroll workers, independent professionals and business owners |  |  |  |

## Quarterly historical




$2014 \quad 2015 \quad 2016 \quad 2017 \quad 2018$
$\square$ Net Income Attributed to Credicorp (S/ million)
$\square$ Recurring Net Income (S/ million)
$\square$ Effective tax rate $\longrightarrow$ Nominal Rate

## Investor Relations

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[^0]:    (1) Includes banking business results, other subsidiaries and consolidation adjustments.

[^1]:    * Loan-to-value as of June 2019

[^2]:    (1) Mainly includes the agreement between Grupo Pacifico and Banmedica.

    * Others include eliminations for consolidation purposes.

[^3]:    * Independent directors.

[^4]:    *Averages between period-beginning and period-ending balances.
    Example: For the quarter: 1Q19 average is the average of 4Q18 and 1Q19 balances
    For the year: 1Q19 average is the average of 1Q18 and 1Q19 balances

[^5]:    *Averages between period-beginning and period-ending balances.
    Example: For the quarter: 1Q19 average is the average of 4Q18 and 1Q19 balances
    For the year : 1Q19 average is the average of 1Q18 and 1Q19 balances

