## 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...


## III.3. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 11,829 millions as of October 31, 2016....



|  | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-out ratio ${ }^{(2)}$ | $27.2 \%$ | $25.9 \%$ | $26.3 \%$ | $26.7 \%$ | $22.6 \%$ | $21.1 \%$ |
| Earnings per share (S/ / share) ${ }^{(3)}$ | 20.23 | 24.73 | 26.07 | 19.29 | 29.94 | 38.77 |
| Market capitalization (US\$ Millions) | 9,290 | 8,731 | 11,690 | 10,587 | 12,776 | 7,762 |

## III.4. Credicorp - Annual overview

Strong results continue despite low economic growth ...

| Summary of results |  | Year |  | change |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2015 | 2015 / 2014 |
| Results | Net income (S/ Millions) | 2,387.9 | 3,092.3 | 29.5\% |
|  | Recurring net income (S/ Millions) | 2,447.9 | 2,950.9 | 20.5\% |
| Profitability | ROAE ${ }^{(1)}$ | 18.5\% | 20.5\% | +200 bps |
|  | Recurring ROAE ${ }^{(2)}$ | 18.6\% | 19.7\% | +110 bps |
|  | ROAA ${ }^{(1)}$ | 1.9\% | 2.1\% | +20 bps |
|  | Recurring ROAA ${ }^{(3)}$ | 2.0\% | 2.0\% |  |
|  | NIM, interest earning assets | 5.68\% | 5.60\% | $-8 \mathrm{bps}$ |
|  | NIM after provisions | 4.16\% | 4.19\% | +3 bps |
|  | NIM on loans | 8.72\% | 8.31\% | -41 bps |
| Loan portfolio quality | Internal overdue ratio | 2.51\% | 2.56\% | +5 bps |
|  | NPL | 3.33\% | 3.41\% | +8 bps |
|  | Adjusted NPL | 3.82\% | 3.88\% | +6 bps |
|  | Cost of risk | 2.15\% | 2.08\% | -7 bps |
|  | Coverage of internal overdue loans | 164.7\% | 166.2\% | +150 bps |
|  | Coverage of NPLs | 124.5\% | 124.7\% | +20 bps |
| Insurance indicators | Combined ratio of $\mathrm{P} \& \mathrm{C}^{(4)}$ | 98.3\% | 90.5\% | -780 bps |
|  | Loss ratio | 63.3\% | 58.9\% | -440 bps |
|  | Underw ritting result / net earned premiums | 14.5\% | 15.8\% | +130 bps |
| Efficiency | Efficiency ratio | 45.3\% | 43.3\% | -200 bps |
|  | Operating expenses / Total assets | 4.0\% | 3.7\% | -30 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.

## III.5. Credicorp - Annual Financial performance

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

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


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


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


Liabilities (S/ Millions)


## III.5. Credicorp - Annual Financial performance

The upward trend of the internal overdue ratio in past years is mainly explained by our Retail Banking loan portfolio...

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

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

## III.5. Credicorp - Annual Financial performance

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> 4Q14 <br> 4Q15 |  | \% nominal change | \% currency adjusted change | DOMESTIC CURRENCY LOANS <br> Expressed in million Soles |  |  | FOREIGN CURRENCY LOANS <br> Expressed in million USD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 |  | 4Q15 | YoY | 4Q14 | 4Q15 | YoY |
| BCP Stand-alone | 65,229 | 75,743 |  | 16.1\% | 11.2\% | 34,154 | 46,758 | 36.9\% | 10,563 | 8,636 | -18.2\% |
| Wholesale Banking | 34,459 | 40,862 | 18.6\% | 11.9\% | 12,191 | 20,132 | 65.1\% | 7,570 | 6,177 | -18.4\% |
| Corporate | 21,828 | 26,818 | 22.9\% | 15.9\% | 8,233 | 12,960 | 57.4\% | 4,622 | 4,129 | -10.7\% |
| Middle - Market | 12,631 | 14,044 | 11.2\% | 5.2\% | 3,958 | 7,172 | 81.2\% | 2,948 | 2,048 | -30.5\% |
| Retail Banking | 30,313 | 34,250 | 13.0\% | 10.1\% | 21,840 | 26,444 | 21.1\% | 2,880 | 2,326 | -19.2\% |
| SME - Business | 3,184 | 4,064 | 27.6\% | 19.8\% | 965 | 1,807 | 87.1\% | 754 | 672 | -10.8\% |
| SME - Pyme | 7,084 | 7,429 | 4.9\% | 4.1\% | 6,383 | 6,907 | 8.2\% | 238 | 156 | -34.7\% |
| Mortgage | 10,951 | 12,164 | 11.1\% | 7.5\% | 7,033 | 8,648 | 23.0\% | 1,332 | 1,048 | -21.3\% |
| Consumer | 5,863 | 6,442 | 9.9\% | 7.9\% | 4,595 | 5,378 | 17.0\% | 431 | 317 | -26.5\% |
| Credit Card | 3,232 | 4,152 | 28.5\% | 26.9\% | 2,865 | 3,704 | 29.3\% | 125 | 133 | 6.8\% |
| Others (1) | 457 | 630 | 37.9\% | 27.1\% | 124 | 183 | 47.8\% | 113 | 133 | 17.6\% |
| Mibanco (2) | 7,339 | 7,656 | 4.3\% | 3.4\% | 6,788 | 7,076 | 4.2\% | 187 | 173 | -7.8\% |
| Bolivia | 3,371 | 4,509 | 33.8\% | 19.0\% | - | - | - | 1,146 | 1,343 | 17.2\% |
| ASB | 2,286 | 3,051 | 33.5\% | 18.7\% | - | - | - | 777 | 909 | 17.0\% |
| Total loans | 78,225 | 90,958 | 16.3\% | 11.0\% | 40,942 | 53,834 | 31.5\% | 12,673 | 11,061 | -12.7\% |

## III.5. Credicorp - Annual Financial performance

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


Non-financial income composition (S/ Millions)


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


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


## III.5. Credicorp - Annual Financial performance

Recurring net income improved, leading to a recurring ROAE of $19.7 \%$ for $2015 \ldots$

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  | ROAE <br> Year |  | Recurring ROAE ${ }^{(5)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  | $\begin{aligned} & \text { \% change } \\ & 2015 / 2014 \end{aligned}$ |  |  | Ye |  |
|  | 2014 | 2015 |  | 2014 | 2015 | 2014 | 2015 |
| Banco de Crédito BCP ${ }^{(1)}$ | 1,903 | 2,477 | 30.1\% | 21.4\% | 25.8\% | 21.8\% | 23.2\% |
| Mibanco ${ }^{(2)}$ | 76 | 12 | 181.1\% | 7.0\% | 17.8\% | 12.7\% | 17.5\% |
| Mibanco including goodw ill ${ }^{(2)}$ | 76 | 212 | 181.1\% | - | 16.0\% | - | 16.0\% |
| BCB | 66 | 57 | -13.7\% | 15.2\% | 10.6\% | 15.2\% | 10.6\% |
| Grupo Pacífico ${ }^{(3)}$ | 199 | 345 | 72.9\% | 11.7\% | 18.1\% | 11.4\% | 12.1\% |
| Atlantic Security Bank | 159 | 150 | -5.9\% | 26.7\% | 20.1\% | 20.6\% | 13.0\% |
| Prima | 153 | 162 | 5.7\% | 28.0\% | 27.5\% | 29.6\% | 27.0\% |
| Credicorp Capital | (14) | 0.4 | 102.8\% | -2.1\% | 0.5\% | 8.2\% | 6.9\% |
| Others ${ }^{(4)}$ | (13) | (42) | -213.7\% | - | - | - | - |
| Net income and ROAE Credicorp | 2,388 | 3,092 | 29.5\% | 18.5\% | 20.5\% | 18.6\% | 19.7\% |
| Recurring net income and ROAE of Credicorp ${ }^{(5)}$ | 2,448 | 2,951 | 20.5\% |  |  |  |  |

 consolidation to Credicorp. Includes Banco de Crédito de Bolivia and Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns $95.4 \%$ of Mibanco (directly and indirectly).

the net equity includes unrealized gains/losses.
 Ioan between BCP and Credicorp Ltd., because this is eliminated in the consolidation to Credicorp.
 (Equity excluding non-controlling interest - Non-recurring income (expense) after tax).

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


## III.5. Credicorp - Annual Financial performance

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

Net Interest Margin by subsidiary (\%)

|  | BCP Stand-alone | Mibanco ${ }^{(1)}$ | BCP Bolivia | ASB | Credicorp ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2013 | 4.64\% | 18.75\% | 4.63\% | 2.29\% | 5.09\% |
| 2014 | 4.96\% | 11.86\% | 4.59\% | 2.18\% | 5.68\% |
| 2015 | 4.93\% | 14.22\% | 4.13\% | 2.11\% | 5.60\% |
| $\begin{aligned} & \text { Var. } 2014 \text { / } 2013 \\ & \text { Var. } 2015 \text { / } 2014 \end{aligned}$ | $\begin{aligned} & +32 \mathrm{bps} \\ & -3 \mathrm{bps} \end{aligned}$ | - 689 bps | -4 bps <br> - 46 bps | $\begin{aligned} & -11 \mathrm{bps} \\ & -7 \mathrm{bps} \\ & \hline \end{aligned}$ | $\begin{aligned} & +59 \mathrm{bps} \\ & -8 \mathrm{bps} \\ & \hline \end{aligned}$ |

Efficiency ratio by subsidiary (\%) ${ }^{(3)}$

|  | BCP Stand-alone | Mibanco ${ }^{(2)}$ | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2013 | 47.1\% | 51.6\% | 64.4\% | 20.3\% | 51.7\% | 46.6\% | 110.7\% | 51.1\% |
| 2014 | 44.2\% | 58.2\% | 61.4\% | 23.9\% | 32.9\% | 41.6\% | 85.1\% | 45.3\% |
| 2015 | 41.5\% | 56.3\% | 66.9\% | 25.0\% | 25.1\% | 42.7\% | 102.5\% | 43.3\% |
| Var. 2014/2013 | - 290 bps | - 660 bps | + 300 bps | + 360 bps | -1,880 bps | - 550 bps | - 2,560 bps | - 580 bps |
| Var. 2015/2014 | - 270 bps | - 190 bps | + 550 bps | + 110 bps | - 780 bps | +110 bps | + 1,740 bps | - 200 bps |

(1) 2013's figures includes only Edyficar. Mibanco was acquired in March 2014, therefore, starting on that day, figures for Mibanco include Edyficar.
(2) Figures for 2014 and 2015 differ from previously reported, please consider the data presented on this report.
(3) Efficiency ratio $=($ Operating expenses + Acquisition cost - Other expenses) / (Net interest income + Fee income + Gain on foreign transactions + Net gain from subsidiaries + Net premiums earned + Gross margin from medical services).

## III.6.a Credicorp - Quarterly overview

Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q15 | 2Q16 | 3Q16 | QoQ | YoY |
| Results | Net income (S/. Millions) | 827.9 | 897.4 | 975.2 | 8.7\% | 17.8\% |
|  | Recurring net income (S/. Millions) | 746.0 | 769.0 | 951.9 | 23.8\% | 27.6\% |
| Profitability | ROAE ${ }^{(1)}$ | 21.6\% | 20.4\% | 20.7\% | 30 bps | -90 bps |
|  | Recurring ROAE ${ }^{(2)}$ | 20.1\% | 18.0\% | 20.8\% | 280 bps | 70 bps |
|  | ROAA ${ }^{(1)}$ | 2.2\% | 2.2\% | 2.4\% | 20 bps | 20 bps |
|  | Recurring ROAA ${ }^{(3)}$ | 2.0\% | 1.9\% | 2.4\% | 50 bps | 40 bps |
|  | NIM, interest earning assets | 5.49\% | 5.19\% | 5.37\% | 18 bps | -12 bps |
|  | NIM after provisions | 4.19\% | 3.87\% | 4.30\% | 43 bps | 11 bps |
|  | NIM on loans | 8.30\% | 8.25\% | 8.25\% | 0 bps | -5 bps |
|  |  |  |  |  |  |  |
| Loan portfolio quality | Internal overdue ratio | 2.57\% | 2.85\% | 2.79\% | -6 bps | 22 bps |
|  | NPL | 3.40\% | 3.67\% | 3.64\% | -3 bps | 24 bps |
|  | Adjusted NPL | 3.88\% | 4.15\% | 4.05\% | -10 bps | 17 bps |
|  | Cost of risk | 2.02\% | 2.11\% | 1.65\% | -46 bps | -37 bps |
|  | Coverage of internal overdue loans | 162.8\% | 152.9\% | 155.4\% | 250 bps | -740 bps |
|  | Coverage of NPLs | 123.2\% | 118.8\% | 118.9\% | 10 bps | -430 bps |
|  |  |  |  |  |  |  |
| Insurance indicators | Combined ratio of P\&C ${ }^{(4)}$ | 92.2\% | 88.8\% | 88.0\% | -80 bps | -420 bps |
|  | Loss ratio | 60.4\% | 57.6\% | 56.9\% | -70 bps | -350 bps |
|  | Underwritting result / net earned premiums | 12.9\% | 17.0\% | 16.2\% | -80 bps | 330 bps |
|  |  |  |  |  |  |  |
| Efficiency | Efficiency ratio | 43.0\% | 43.9\% | 43.6\% | -30 bps | 60 bps |
|  | Operating expenses / Total assets | 3.7\% | 3.6\% | 3.7\% | 10 bps | 0 bps |

[^1](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 + Fees + Underwriting expenses $) /$ Net earned premiums $)$ ). Does not include insurance Life business.

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

Recurring net income increased QoQ, leading to a recurring ROAE of $20.8 \%$ for 3Q16

Earnings contributions \& ROAEs

(1) Includes Mibanco. Figures of 2015 do not include the gain on sale of BCl shares and interest income on a loan between BCP and Credicorp Ltd., both are eliminated in the consolidation to Credicorp.
(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 lower than the net income before 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 is $15.5 \%$ for 1 Q16 and $19.1 \%$ for 2Q16.
(4) Includes Grupo Credito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and others of Credicorp Ltd. Figures of 2015 do not include the interest expense on a loan between BCP and Credicorp Ltd., this is eliminated in the consolidation to Credicorp.
(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).
(6) Net contribution of each subsidiary as a percentage of BAP's net income.

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


## III.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/ 158.6 Bn. as of September 2016)



## Cash and due from banks (September 2016):

14.2\% non-interest bearing
85.8\% interest bearing


## Liabilities structure

(S/ 139.1 Bn. as of September 2016)


[^2](2) Includes Acceptances outstanding and other liabilities.

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

Total loans were up $2.9 \%$ QoQ in quarter-end balances, while average daily balances expanded $+1.0 \%$ QoQ...

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


Loan Portfolio Mix - Avg. Daily Balances ${ }^{(1)}$


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

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

## Loan by segment

(in average daily balances)

|  | TOTAL LOANS ${ }^{(1)}$ <br> Expressed in million soles, in average daily |  |  | \% change |  |  | \% Part. in total loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | 2 Q16 | 3Q16 | QoQ | YoY | YTD | 3Q15 | 3Q16 |
| BCP Stand-alone | 72,393 | 76,854 | 77,295 | 0.6\% | 6.8\% | 2.0\% | 83.4\% | 82.5\% |
| Wholesale Banking | 39,015 | 41,494 | 41,178 | -0.8\% | 5.5\% | 0.8\% | 44.9\% | 44.0\% |
| Corporate | 25,477 | 28,217 | 27,392 | -2.9\% | 7.5\% | 2.1\% | 29.3\% | 29.2\% |
| Middle - Market | 13,538 | 13,277 | 13,786 | 3.8\% | 1.8\% | -1.8\% | 15.6\% | 14.7\% |
| Retail Banking | 32,811 | 34,700 | 35,413 | 2.1\% | 7.9\% | 3.4\% | 37.8\% | 37.8\% |
| SME - Business | 3,718 | 4,230 | 4,460 | 5.4\% | 20.0\% | 9.7\% | 4.3\% | 4.8\% |
| SME - Pyme | 7,102 | 7,422 | 7,598 | 2.4\% | 7.0\% | 2.3\% | 8.2\% | 8.1\% |
| Mortgage | 11,819 | 12,383 | 12,609 | 1.8\% | 6.7\% | 3.7\% | 13.6\% | 13.5\% |
| Consumer | 6,247 | 6,396 | 6,446 | 0.8\% | 3.2\% | 0.1\% | 7.2\% | 6.9\% |
| Credit Card | 3,925 | 4,269 | 4,299 | 0.7\% | 9.5\% | 3.6\% | 4.5\% | 4.6\% |
| Others ${ }^{(2)}$ | 567 | 661 | 704 | 6.5\% | 24.1\% | 11.8\% | 0.7\% | 0.8\% |
| Mibanco ${ }^{(3)}$ | 7,463 | 8,002 | 8,158 | 1.9\% | 9.3\% | 6.6\% | 8.6\% | 8.7\% |
| Bolivia | 4,078 | 4,864 | 5,159 | 6.1\% | 26.5\% | 14.4\% | 4.7\% | 5.5\% |
| ASB | 2,873 | 3,007 | 3,081 | 2.5\% | 7.2\% | 1.0\% | 3.3\% | 3.3\% |
| BAP's total loans | 86,808 | 92,727 | 93,693 | 1.0\% | 7.9\% | 3.0\% | 100\% | 100\% |

## Loan by currency

(in average daily balances)

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

[^3]
## III.6.d. Credicorp - Loan portfolio - by currency

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The loan portfolio in local currency grew $12.5 \%$ YoY...

Loan by currency
(in average daily balances)

|  | DOMESTIC CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million Soles) |  |  |  |  | \% Part. In total loans 3 Q16 | FOREIGN CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million USD) |  |  |  |  | \% Part. In total loans3Q16 | $\begin{array}{cl} \text { \% part. by } \\ \text { currency } & \text { 3Q16 } \\ \text { LC FC } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | 2016 | 3 Q16 | QoQ | YoY |  | 3Q15 | 2 Q16 | 3016 | QoQ | YoY |  |  |  |
| BCP Stand-alone | 43,281 | 49,461 | 48,768 | -1.4\% | 12.7\% | 86.5\% | 9,053 | 8,272 | 8,433 | 1.9\% | -6.8\% | 76.5\% | 63.1\% | 36.9\% |
| Wholesale Banking | 18,138 | 21,819 | 20,606 | -5.6\% | 13.6\% | 36.5\% | 6,492 | 5,941 | 6,082 | 2.4\% | -6.3\% | 55.2\% | 50.0\% | 50.0\% |
| Corporate(1) | 11,884 | 14,735 | 13,669 | -7.2\% | 15.0\% | 24.2\% | 4,227 | 4,071 | 4,057 | -0.3\% | -4.0\% | 36.8\% | 49.9\% | 50.1\% |
| Middle-Market | 6,254 | 7,084 | 6,937 | -2.1\% | 10.9\% | 12.3\% | 2,265 | 1,870 | 2,025 | 8.3\% | -10.6\% | 18.4\% | 50.3\% | 49.7\% |
| Retail Banking | 24,986 | 27,419 | 27,879 | 1.7\% | 11.6\% | 49.4\% | 2,434 | 2,199 | 2,227 | 1.3\% | -8.5\% | 20.2\% | 78.7\% | 21.3\% |
| SME - Business | 1,559 | 2,027 | 2,121 | 4.7\% | 36.0\% | 3.8\% | 671 | 665 | 692 | 3.9\% | 3.0\% | 6.3\% | 47.6\% | 52.4\% |
| SME - Pyme | 6,541 | 6,991 | 7,184 | 2.8\% | 9.8\% | 12.7\% | 174 | 130 | 122 | -6.2\% | -29.9\% | 1.1\% | 94.6\% | 5.4\% |
| Mortgage | 8,245 | 9,101 | 9,266 | 1.8\% | 12.4\% | 16.4\% | 1,112 | 991 | 989 | -0.3\% | -11.1\% | 9.0\% | 73.5\% | 26.5\% |
| Consumer | 5,132 | 5,479 | 5,493 | 0.2\% | 7.0\% | 9.7\% | 347 | 277 | 282 | 1.8\% | -18.7\% | 2.6\% | 85.2\% | 14.8\% |
| Credit Card | 3,508 | 3,821 | 3,815 | -0.2\% | 8.8\% | 6.8\% | 130 | 135 | 143 | 5.9\% | 10.3\% | 1.3\% | 88.7\% | 11.3\% |
| Others ${ }^{(2)}$ | 158 | 223 | 284 | 27.3\% | 79.9\% | 0.5\% | 127 | 132 | 124 | -6.1\% | -2.4\% | 1.1\% | 40.3\% | 59.7\% |
| Mibanco ${ }^{(3)}$ | 6,861 | 7,473 | 7,638 | 2.2\% | 11.3\% | 13.5\% | 187 | 160 | 154 | -4.0\% | -17.9\% | 1.4\% | 93.6\% | 6.4\% |
| Bolivia |  | - | - | - | - | 0.0\% | 1,268 | 1,469 | 1,525 | 3.9\% | 20.3\% | 13.8\% | 0.0\% | 100.0\% |
| ASB | - | - | - | - | - | 0.0\% | 894 | 908 | 911 | 0.3\% | 1.9\% | 8.3\% | 0.0\% | 100.0\% |
| Total loans(1) | 50,142 | 56,934 | 56,406 | -0.9\% | 12.5\% | 100.0\% | 11,402 | 10,809 | 11,023 | 2.0\% | -3.3\% | 100.0\% | 60.2\% | 39.8\% |

(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

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

Our banking business in Peru continues to post a continuous de-dollarization ..

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

FC portfolio participation:

- Credicorp: 42.2\% in 3Q15 and 39.8\% in 3Q16
- BCP Stand-alones: $40.2 \%$ in 3Q15 and 36.9\% in 3Q16


2. BCRP loan de-dollarization plan

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 $\mathbf{2 5 \%}$ (vs. 20\% target at Dec 16)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by $\mathbf{3 6 \%}$ (vs. 30\% target at Dec 16)
3. FX risk on credit risk ${ }^{(3)}$ - BCP Stand-alone


■ Not exposed ■ Exposed ■ Highly exposed

[^4](3) Exposure for Credicorp's loan book is lower

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

The cost of risk reached the lowest level in the past 3 years, and decreased -46 bps QoQ and -37 bps YoY...

Evolution of Credicorp's Portfolio quality and Cost of risk


[^5]
## III.6.e. Credicorp - Portfolio quality and Cost of risk

Traditional delinquency ratios continued showing the distortion of the high level of collateral, but loan seasonality positively hit some of them ..

Internal overdue ratio by segment

|  |  |  |  |
| :--- | :--- | :--- | :--- |
| $11.91 \%$ |  | $12.91 \%$ |  |

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

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Loan quality at Wholesale Banking and BCP Bolivia improved QoQ and YoY...


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

The decrease in the delinquency ratios is attributable to BCP's strategy to focus on low-risk clients ...


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

Portfolio quality remains within the organization's risk appetite ...


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

Consumer, as well as Mibanco, shows consistent improvements ...


Higher NIM in QoQ was mainly due to higher loan growth in high margin segments and better pricing strategies..

## Net interest income

| Net interest income | Quarter |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| S/ 000 | $3 Q 15$ |  |  | 2 Q16 | $3 Q 16$ |
| QoQ | YoY |  |  |  |  |
| Interest income | $2,517,964$ | $2,613,338$ | $2,703,992$ | $3.5 \%$ | $7.4 \%$ |
| Interest expense | 651,071 | 709,119 | 744,568 | $5.0 \%$ | $14.4 \%$ |
| Net interest income | $\mathbf{1 , 8 6 6 , 8 9 3}$ | $\mathbf{1 , 9 0 4 , 2 1 9}$ | $\mathbf{1 , 9 5 9 , 4 2 4}$ | $\mathbf{2 . 9 \%}$ | $\mathbf{5 . 0 \%}$ |
| Net provisions for loan losses | $(444,425)$ | $(483,911)$ | $(389,086)$ | $-19.6 \%$ | $-12.5 \%$ |
| Net interest income after provisions | $\mathbf{1 , 4 2 2 , 4 6 8}$ | $\mathbf{1 , 4 2 0 , 3 0 8}$ | $\mathbf{1 , 5 7 0 , 3 3 8}$ | $\mathbf{1 0 . 6 \%}$ | $\mathbf{1 0 . 4 \%}$ |

Historical NIM \& NIM after provisions


NIM breakdown by subsidiary

| NIM Breakdown | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp ${ }^{(1)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 3Q15 | $4.75 \%$ | $14.16 \%$ | $4.02 \%$ | $2.01 \%$ | $5.49 \%$ |
| 2Q16 | $4.52 \%$ | $14.87 \%$ | $4.58 \%$ | $2.16 \%$ | $5.19 \%$ |
| 3Q16 | $4.73 \%$ | $15.22 \%$ | $4.78 \%$ | $2.25 \%$ | $5.37 \%$ |

(1) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.

## III.6.g. Credicorp - Non-financial income

Non-financial income decreased this Q due primarily to the sale of $50 \%$ of the investment on BCI that took place on 2 Q 16


Non-financial income (S/ Millions)

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

## III.6.h. Credicorp - Operating efficiency and expenses

Credicorp's efficiency ratio improved slightly $Q \circ Q$ due to expenses growth being outpaced by operating income ...


|  | BCP Standalone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3Q15 | 40.7\% | 54.0\% | 63.9\% | 25.7\% | 25.0\% | 41.6\% | 94.1\% | 43.0\% |
| 2Q16 | 41.3\% | 59.2\% | 54.8\% | 24.6\% | 26.4\% | 44.1\% | 87.3\% | 43.9\% |
| 3Q16 | 41.2\% | 56.0\% | 55.9\% | 24.0\% | 28.0\% | 42.2\% | 113.5\% | 43.8\% |
| Var. QoQ | -10 bps | -320 bps | 110 bps | -60 bps | 160 bps | -190 bps | 2620 bps | -10 bps |
| Var. YoY | 50 bps | 200 bps | -800 bps | -170 bps | 300 bps | 60 bps | 1940 bps | 80 bps |

(1) (Operating expenses + Acquisition cost - Other expenses) / (Net interest income + Fee income + Gain on foreign exchange transactions + Net premiums earned + Net gain from subsidiaries + Gross margin from medical services).
(2) Credicorp also includes Grupo Crédito and eliminations for consolidation purposes.

Funding cost increased 13 bps QoQ and 18 bps YoY...


BAP - Funding structure

|  |  |  | - Bonds and subordinated debt |
| :---: | :---: | :---: | :---: |
| 11.7\% | 11.1\% | 11.2\% | - BCRP instruments |
| $\begin{aligned} & 8.7 \% \\ & 7.11 \% \\ & 48 \% \end{aligned}$ | $\begin{aligned} & 8.2 \% \\ & 5.5 \% \end{aligned}$ | $\begin{aligned} & 7.8 \% \\ & \text { 7.8\% } \\ & \hline \end{aligned}$ | - Due to banks and correspondents |
| 20.2\% | 18.7\% | 19.1\% | - Time deposits |
| 16.6\% | 18.3\% | 18.7\% | - Saving deposits |
| 4.3\% | 6.1\% | 4.0\% | - Interest bearing Demand deposits |
| 17.0\% | 16.8\% | 17.0\% | - Non-interest bearing Demand deposits |
| 9.7\% | 9.3\% | 10.5\% | - Other (1) |
| 3Q15 | 2Q16 | 3Q16 |  |
|  | n to d |  |  |



Funding cost

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | Banking Business | Credicorp ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3Q15 | 1.91\% | 4.28\% | 2.03\% | 2.38\% | 2.11\% | 1.97\% |
| 2Q16 | 1.99\% | 4.93\% | 1.96\% | 2.19\% | 2.21\% | 2.02\% |
| 3Q16 | 2.07\% | 5.06\% | 1.99\% | 2.23\% | 2.30\% | 2.15\% |

## III.6.j. Credicorp - Deposits

Credicorp's deposits expanded YoY despite a dramatic economic slowdown...

Deposit Dollarization
Deposits Segmentation


Deposits - Evolution

| Deposits |  | Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| S/ 000 | 3Q15 | 2Q16 | 3Q16 | QoQ | YoY |
| Non-interest bearing demand deposits | 23,240,530 | 23,194,081 | 23,684,449 | 2\% | 2\% |
| Interest Bearing Demand deposits | 5,885,143 | 8,443,396 | 5,530,717 | -34\% | -6\% |
| Saving deposits | 22,794,914 | 25,205,462 | 26,015,226 | 3\% | 14\% |
| Time deposits | 27,688,032 | 25,764,437 | 26,515,785 | 3\% | -4\% |
| CTS deposits ${ }^{(1)}$ | 6,535,695 | 6,997,706 | 6,611,956 | -6\% | 1\% |
| Interest payable | 282,393 | 331,899 | 351,479 | 6\% | 24\% |
| Total deposits | 86,426,707 | 89,936,981 | 88,709,612 | -1\% | 3\% |

[^6]III.6.j. BCP Consolidated - Deposits by type of client ${ }^{(1)}$

Over $55 \%$ of BCP's total deposits are attributable to companies...

Total Deposits


Savings Deposits


Time Deposits


Demand Deposits


Electronic transfers continue to grow, while total number of transactions rose $+7.1 \%$ 2014-2015

Number of transactions - Monthly average (Millions of transactions)


Teller transactions vs. Other channels


A strategy to increase our presence in consumer and SME segment through an expanded network...

Network Expansion - BCP


Network Expansion by subsidiary

| Sep 16 | BCP Stand-alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: |
| Agentes | 5,815 | - | 97 | 5,912 |
| ATMs | 2,327 | - | 261 | 2,588 |
| Branches | 455 | 316 | 49 | 820 |
| Total | $\mathbf{8 , 5 9 7}$ | $\mathbf{3 1 6}$ | $\mathbf{4 0 7}$ | $\mathbf{9 , 3 2 0}$ |

III.6.I. BCP Consolidated - Overall market shares

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


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

(1) Source: SBS, September 2016. Habitat $=8.5 \%$ for Collections and $1.9 \%$ for FuM.
(2) Figures as of September 2016.

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

Regulatory capital breakdown (S/ millions) ${ }^{(2)}$


Regulatory capital requirement breakdown


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

|  | 3 S15 | 2Q16 | 3Q16 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 18,085 | 21,081 | 21,228 |
| Total Regulatory Capital Requirements (B) | 15,739 | 16,251 | 16,932 |
| Compliance with Capital Requirement (A) / (B) | $\mathbf{1 1 5 \%}$ | $\mathbf{1 3 0 \%}$ | $\mathbf{1 2 5 \%}$ |

(1) Figures expressed in Soles Millions.
(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 ...

BCP at Basel II


BCP at Basel III


Basel III's international minimum CET 1 ratio (Timeline implementation \& requirement)

|  | 2014 | 2016 | 2019 | $2019{ }^{(6)}$ |
| :--- | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio ${ }^{(5)}$ | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

(1) Peru GAAP
(2) Internal minimum for Jan $2017=9.4 \%$, Jan $2018=10.0 \%$ and Jan $2010=10.3 \%$.
(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 + 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) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and net deferred tax that rely on future profitability) + retained earnings + unrealized gains.
(6) Accounts for the $2.5 \%$ countercyclical buffer.

The CET 1 Ratio increased as a result of a higher level of retained earnings, which in turn reflects the net income generated in the third quarter... \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg >

Common Equity Tier 1 ratio


Evolution of main capital ratios

| $14.78 \%$ | $14.45 \%$ | $14.55 \%$ | $14.38 \%$ | $13.89 \%$ | $14.34 \%$ | $15.00 \%$ | $15.76 \%$ | $15.56 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $10.19 \%$ | $9.83 \%$ | $9.75 \%$ | $9.62 \%$ | $9.24 \%$ | $9.61 \%$ | $10.39 \%$ | $10.84 \%$ | $10.64 \%$ |
| $7.20 \%$ | $8.01 \%$ | $8.36 \%$ | $8.78 \%$ | $9.01 \%$ | $9.34 \%$ | $8.81 \%$ | $10.20 \%$ | $10.63 \%$ |
| Sep 14 | Dec 14 | Mar 15 | Jun 15 | Sep 15 | Dec 15 | Mar 16 | Jun 16 | Sep 16 |
|  |  |  |  |  |  |  |  |  |

## III.7. Credicorp - Corporate governance

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

## Governance structure



Dionisio Romero Paoletti


Raimundo Morales*

Directors

Reynaldo Llosa Barber
Fernando Fort Marie
Juan Carlos Verme Giannoni*
Luis Enrique Yarur Rey* Martin Pérez Monteverde Benedicto Cigüeñas Guevara*

Independent internal and external audit

## Board independence



Board of directors tenure


## III.7. Credicorp - Corporate governance

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

Board of Directors


## Compensations <br> Committee ${ }^{(2)}$

## Nominations <br> Committee ${ }^{(3)}$

Corporate
Governance
Committee ${ }^{(4)}$

```
Risk
Committee\mp@subsup{e}{}{(5)}
```

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

C
C
M
C

[^7]${ }^{(1)}$ 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.


## III.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.


## III.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.


## III.8. Grupo Pacifico - Strategy

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

Objectives

Actions


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

- Enhance distribution channels to reach untapped market
- Innovative products adapted to customer preferences and needs
- Use of advanced technologies

- 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/. 8,202.
$\checkmark 20.5 \%$ of Mibanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark ~ 43.9 \%$ are exclusive Mibanco clients.
$\checkmark$ As of September 2016, Mibanco's clients are 929,631.

- Mibanco's banked clients are 82,861, (Jan-Aug 2016).

Expansion to
Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 4.8\%

Consumer
7.9\%

SME +
business
87.3\%

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



ROAE ${ }^{(1)}$


## Internal overdue ratio



## IV.1.a. Mibanco Stand-alone - Pre-acquisition*

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
Annualized net provisions / Total loans

Sales Force Turnover


## IV.1.a. Mibanco Consolidated- Post-acquisition

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

Total loans (S/. Millions) and Internal overdue ratio (\%)


SME market composition ${ }^{(1)}$


Commercial indicators

|  | 3Q15 | 2Q16 | 3Q16 |
| :--- | :---: | :---: | :---: |
| Clients | 866,601 | 916,712 | 929,631 |
| Employees | 10,093 | 10,490 | 10,222 |
| Branches $^{(2)}$ | 319 | 324 | 316 |

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## IV.1.b. BCP Bolivia

BCP Bolivia's NIM improved QoQ due to an increase in loan dynamism...

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


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



NIM increased 20 bps QoQ aligned with loan growth primarily in the Wholesale Banking segment. This was followed by loan growth in the mortgage segment. However, NIM continues under pressure due to interest rate limits and loan portfolio mix guidelines.

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

- Approximately $50 \%$ of BCP'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 and NPL ratio improved QoQ and the cost of risk fell considerably related to a drop in provisions for total loans and write offs particularly in uncollateralized consumer loans.

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## IV.1.c. Atlantic Security Bank

ASB's net income increased QoQ due to a 50\% improvement in Net Interest Income...

Summary of results

| US\$ Millions | Quarter |  |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 3Q15 | 2Q16 | 3Q16 | QoQ | YoY |  |
| Total loans | 897.2 | 909.5 | 964.6 | $6.1 \%$ | $7.5 \%$ |  |
| Total investments | 873.7 | 872.5 | 880.1 | $0.9 \%$ | $0.7 \%$ |  |
| Total assets | $1,997.2$ | $1,974.8$ | $2,053.3$ | $4.0 \%$ | $2.8 \%$ |  |
| Total deposits | $1,660.9$ | $1,685.1$ | $1,773.7$ | $5.3 \%$ | $6.8 \%$ |  |
| Net equity | 205.8 | 234.5 | 255.6 | $9.0 \%$ | $24.2 \%$ |  |

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


Portfolio distribution (September 16)


Net income and ROAE (\%)

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## IV.2. Grupo Pacifico

In 3Q16, we continue to lead health care market, in term of premiums ....


Health business - Market share 2015 ( $\mathrm{N}^{\circ}$ of beds)


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


## IV.2. Grupo Pacifico

Main drivers of 2015 results

| P\&C - Net income ${ }^{(1)}$ |  |  | Health-care - Net income ${ }^{(1)}$ |  |  | Life - Net income ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 32.6 |  | 65.9 | 46.3 |  |  | 136.1 | 159.3 | 155.1 |
|  |  |  | 10.1 |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| -2.5 |  |  |  |  |  |  |  |  |
|  |  |  | -13.2 |  |  |  |  |  |  |
| 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |

## P\&C business:

- Increase in net earned premiums in all business lines, primarily in Medical Assistance.
- Drop in the loss ratio ( $56.8 \%$ in 2014 vs $52.4 \%$ in 2015 ) mainly in automobile business line due to the adjustment to the product's pricing model and efficiencies in the underwriting process.
- Higher underwriting income mainly due to the reinsurance profit sharing registered in the Property and Casualty business.
- Strict and adequate control of expenses as part of the company's effort to achieve operating efficiency


## Health business:

- Corporate Health: Increase in net earnings (S/.10.2 million in 2014 vs. S/. 15.8 million in 2015) due to higher a underwriting result (written premiums) and investment income.
- Medical Services: Increase in net earnings (-S/. 0.1 million in 2014 vs. S/.30.5 million in 2015) mainly due to an increase in sales in the network's clinics.


## Life business:

- Higher written premiums in all business, mainly in Disability and Survivor business due to the result of process tender.
- Decrease in acquisition and operating expenses (ratio: 30.9\% in 2014 vs. $40.2 \%$ in 2015).
- Prudential investment management and favorable exchange rate.

Cost control and discipline at Grupo Pacifico

## IV.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


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

Underwriting result decreased slightly mainly due to higher acquisition cost ...

Insurance underwriting result (S/ Thousands)

|  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | 2 Q16 | 3 Q16 | QoQ | YoY |
| Net earned premiums | 432,777 | 453,647 | 467,972 | 3.2\% | 8.1\% |
| Net claims | $(265,648)$ | $(265,815)$ | $(271,591)$ | 2.2\% | 2.2\% |
| Acquisition cost ${ }^{(1)}$ | $(41,884)$ | $(53,066)$ | $(62,916)$ | 18.6\% | 50.2\% |
| Total insurance underwriting result | 125,245 | 134,766 | 133,465 | -1.0\% | 6.6\% |
|  |  |  |  |  |  |
| Combined ratio of $\mathrm{P} \& \mathrm{C}^{(2)}$ | 92.2\% | 88.8\% | 88.0\% | -80 bps | -420 bps |
| Loss ratio ${ }^{(3)}$ | 60.4\% | 57.6\% | 56.9\% | -70 bps | -350 bps |

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

Grupo Pacifico posted a ROAE of $15 \%$ in 3Q16...

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/. 41.8 million, which represented an ROAE of $30.7 \%$...


Fee Income (S/ Millions)


FuM (S/ Billions)


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


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## II.4. Credicorp Capital

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

Over S/ 400 million in revenues and S/ 84.7 million in net income YTD.


US\$ 8.4 billion in equity transactions and US\$ 54.4 billion in fixed income instruments during 2016

More than US\$ 5,640 million in transactions during 2016.

## Sales \& <br> Trading <br> Team <br> One of the leading brokerage house in Perú, Colombia and Chile. <br> More than $\mathbf{1 , 0 0 0}$ professionals across Peru, Colombia, Chile, Panama and USA.

## CREDICORP

III. Additional Information

1. Table of calculations
2. Client segmentation
3. Contact information

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 / Total loans |
| :--- | :--- |
| Non - performing loans ratio (NPL ratio) | Non-performing loans / Total 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 / Total loans |

Operating performance

| Operating efficiency | (Total expenses + Acquisition cost - Other expenses) / (Net interest income <br> + Fee income + Net gain on foreign exchange transactions + Net gain from <br> associates + Net premiums earned) |
| :--- | :--- |
| Operating expenses / Total assets | (Total expenses + Acquisition cost - Other expenses) / 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 | Underwriting results / Net earned 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 | $>100$ | > 341 |
|  |  | Middle-Market | Sales | Annual | 8 to 100 | 27 to 341 |
|  | Retail Banking Wealth Management Group (RB\&WM) | Private Banking ${ }^{(1)}$ | $\mathrm{AuMs}^{(3)}$ | - | $>1$ | $>3.41$ |
|  |  | Enalta | Income | Monthly | $\geq 0.01$ | $\geq 0.02$ |
|  |  |  | $\mathrm{AuMs}^{(3)}$ | - | $>0.2$ | $>0.68$ |
|  |  | 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 2.9 | 1.2 to 10 |
|  |  | SME- Pyme | Debt | Annual | $\leq 0.4$ | $\leq 1.2$ |
| BCP Bolivia ${ }^{(2)}$ | Wholesale Banking | Large companies | Sales | Annual | > 10 | > 34 |
|  |  | Medium companies | Sales | Annual | 2.1 to 10 | 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 |  | - | - |
| Mibanco | SME \& Microlending | SME - medium | Sales | Annual | $\leq 5.9$ | $\leq 20$ |
|  |  |  | Debt | - | $>0.1$ | $>0.3$ |
|  |  |  | Not is sued 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 |  | - | - |

(1) Only WBG and Private Banking figures were originally set in US\$.
(2) Converted at the exchange rate of $\mathrm{S} / .3 .411$ 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]:    (1) Averages are determined as the average of period-beginning and period-ending balances.

[^2]:    *Figures include Mibanco's results.
    $\mathrm{LC}=$ Local currency
    FC = Foreign currency
    (1) Includes Trading securities, Property, furniture and equipment, Due from customer acceptances and Other assets.

[^3]:    (1) Figures differ from previously reported, please consider the data presented on this presentation
    (2) Includes other banking.
    (3) Includes Mibanco and Edyficar

[^4]:    (2) Averages daily balances in S/ Millions.

[^5]:    (1) Adjusted NPL ratio = (Non-performing loans + Charge-offs) $/($ Total loans + Charge-offs $)$.
    (2) Cost of risk = Annualized provisions for loan losses / Total loans.

[^6]:    (1) Includes ASB and work out unit.
    (2) Includes Non-interest bearing deposits.
    (3) Includes interest payable.

[^7]:    C: Chairman
    M: Member.
    Independent Director
    Are not members of Credicorp's board but sit on BCP's Board
    1 Financial expert.

[^8]:    Source: SBS, BCP and Edyficar.
    (1) Market share figures as of August 2016.
    (2) Includes branches of Banco de la Nacion

[^9]:    (1) Source: SBS, September 2016. Habitat $=8.5 \%$ for Collections and $1.9 \%$ for FuM

