## CREDICORP

2Q18

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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

## 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



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


[^0]
## I.4. Credicorp - Management Structure

Management structure that supports LoB's ...

(1) CEO of BCP
(2) CEO of Pacifico
(3) CEO of Mlibanco
(4) CEO of Credicorp Capital

## I.5. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 18,3 billions as of June 29, 2018....


## Stock price performance



|  | 2012 | 2013 | 2014 | 2015 | 2016 |  | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Ordinary dividend | Special dividend |  |
| Pay-out ratio based on floating shares ${ }^{(1)}$ | 26.3\% | 26.7\% | 22.6\% | 21.1\% | 27.9\% | 35.6\% | 27.6\% |
| Pay-out ratio based on outstanding shares ${ }^{(2)}$ | 31.1\% | 31.6\% | 26.8\% | 25.0\% | 33.0\% | 42.2\% | 32.7\% |
| Dividend Yield ${ }^{(3)}$ | 1.7\% | 1.5\% | 1.5\% | 2.0\% | 2.2\% | 2.4\% | 2.0\% |
| Earnings per share (S/ / share) ${ }^{(4)}$ | 26.07 | 19.29 | 29.94 | 38.77 | 44.06 | 44.06 | 51.30 |
| Market capitalization (US\$ Millions) | 11,690 | 10,587 | 12,776 | 7,762 | 12,591 | 12,591 | 16,553 |
| Dividend per share | US\$ 2.60 | US\$ 1.90 | S/ 6.7700 | S/ 8.1910 | S/ 12.2865 | S/ 15.7000 | S/ 14.1726 |

(1)Floating shares: 79.8 million in all periods.
(2)Outstanding shares (including Treasury shares): 94.4 million in all periods.
(3)Dividend paid / Stock price on Declared Day. The dividend yield of the full year 2016 was calculated dividing the ordinary and special dividends of 2016 by the stock price of December 29 ${ }^{\text {th }}$.
(4)Based on Net income attributed to BAP. Number of floating shares: 79.8 million in all periods.

## I.6. Credicorp Ltd. Guidance 2018*

| Macroeconomic indicators | Guidance FY2018 |  |
| :---: | :---: | :---: |
| Real GDP growth \% | ニ4.0\% |  |
| Domestic demand real growth\% | $\approx 4.0 \%$ |  |
| Private investment growth \% | $\approx 4.5 \%$ |  |
| Public investment growth \% | $\approx 4.0 \%$ |  |
| BCRP reference rate year-end | 2.75\% |  |
| Inflation \% | 2.5\% |  |
| Exchange rate Year-end | 3.25-3.30 |  |
| Credicorp | Guidance FY2018 | YTD Jun18 |
| Loan growth (average daily balances) | 7\%-9\% | $6.8 \%{ }^{(1)}$ |
| Cost of Risk | 1.3\%-1.5\% | 1.33\% |
| NIM | 5.3\%-5.5\% | 5.23\% |
| Efficiency ratio | $\begin{aligned} & \text { Stable - Slight increase (full year 2017: } \\ & 43.7 \%) \end{aligned}$ | 43.30\% |
| BCP Stand-alone CET1 | No less than $10.5 \%$ every 1 Q (quarter in which we reflect the declaration of dividends each year). | 11.11\% |
| ROAE 2018 | 17.5\%-18.5\% | 18.50\% |
| Sustainable ROAE | ~19.00\% | N.A. |

## I.7. Credicorp - Annual overview

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

| Summary of results |  |  | Year |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2016 | 2017 | 2017 / 2016 |
| Results | Net income (S/ Millions) | 3,163.4 | 3,610.0 | 4,181.6 | 15.8\% |
|  | Net income attributable to Credicorp (S/ Millions) | 3,092.3 | 3,514.6 | 4,091.8 | 16.4\% |
| Profitability | ROAE ${ }^{(1)}$ | 20.5\% | 19.6\% | 19.8\% | +20 bps |
|  | ROAA ${ }^{(1)}$ | 2.1\% | 2.3\% | 2.5\% | +20 bps |
|  | Funding cost ${ }^{(2)}$ | 2.18\% | 2.32\% | 2.35\% | -8 bps |
|  | NIM, interest earning assets | 5.45\% | 5.42\% | 5.28\% | -14 bps |
|  | Risk-adjusted NIM | 4.04\% | 4.19\% | 4.11\% | -8 bps |
|  | NIM on loans | 8.33\% | 8.22\% | 8.03\% | -19 bps |
| Loan grow th | Quarter-end balances (S/ Millions) | 13.1\% | 4.9\% | 6.0\% | +110 bps |
|  | Average daily balances (S/ Millions) | 16.2\% | 8.7\% | 1.9\% | -680 bps |
| Loan portfolio quality | Internal overdue ratio | 2.56\% | 2.76\% | 3.00\% | +24 bps |
|  | NPL ratio | 3.40\% | 3.65\% | 3.92\% | +27 bps |
|  | Adjusted NPL ratio | 3.88\% | 4.03\% | 4.26\% | +23 bps |
|  | Cost of risk | 2.08\% | 1.88\% | 1.78\% | -10 bps |
|  | Coverage of internal overdue loans | 166.2\% | 160.6\% | 149.1\% | -1150 bps |
|  | Coverage of NPLs | 124.7\% | 121.5\% | 114.4\% | $-710 \mathrm{bps}$ |
| Insurance indicators | Combined ratio of P\&C ${ }^{(3)}$ | 90.1\% | 91.3\% | 97.3\% | +600 bps |
|  | Loss ratio | 58.9\% | 57.3\% | 47.9\% | -940 bps |
|  | Underw ritting result / net earned premiums | 15.8\% | 14.5\% | 10.3\% | -420 bps |
| Efficiency | Efficiency ratio | 43.2\% | 43.5\% | 43.7\% | +20 bps |
|  | Operating expenses / Total average assets | 3.8\% | 3.7\% | 3.6\% | -10 bps |
| BCP Standalone capital ratios | Tier 1 Ratio ${ }^{(4)}$ | 9.61\% | 10.41\% | 10.84\% | +43 bps |
|  | Common Equity Tier 1 Ratio ${ }^{(5)}$ | 9.34\% | 11.08\% | 11.83\% | +75 bps |
|  | BIS Ratio ${ }^{(6)}$ | 14.34\% | 15.35\% | 15.05\% | -30 bps |

(1) Averages are determined as the average of period-beginning and period-ending balances.
 The funding costs differs from previously reported due to a methodology c
reserve for unearned premiums, reinsurance payable and other liabilities.
(3) Combined ratio $=($ Net claims/ Net earned premiums $)+[($ Acquisition cost + Operating expenses $) /$ Net earned premiums $]$
(4) Tier 1 / Risk-weighted assets

(6) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011)

## I.8. Credicorp - Annual Financial performance

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

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


Total Funding (S/ Millions) \& Funding Cost ${ }^{(1)}$ (\%)


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


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


## I.8. Credicorp - Annual Financial performance

The cost of risk reached its lowest level in 6 years despite slight loan growth...

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


Annual Loan growth (\%) - Nominal \& Currency adjusted ${ }^{(2)}$

| 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nominal growth | $2.1 \%$ | $20.7 \%$ | $16.3 \%$ | $16.5 \%$ | $17.4 \%$ | $24.3 \%$ | $13.1 \%$ | $4.9 \%$ | $6.0 \%$ |
| Currency adjusted growth | $5.4 \%$ | $22.0 \%$ | $19.2 \%$ | $20.3 \%$ | $12.0 \%$ | $20.3 \%$ | $7.4 \%$ | $5.6 \%$ | $7.5 \%$ |

(1) Includes Edyficar.
(2) Year-end balances.

## I.8. Credicorp - Annual Financial performance

The ROAE of Credicorp reached 19.8\% level, due to the one-off effects presented in 2017...

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  |  | $\begin{aligned} & \text { ROAE } \\ & \hline \text { Year } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  | $\begin{aligned} & \text { \% change } \\ & 2017 \text { / } 2016 \end{aligned}$ | \% of BAP's Net income $2017{ }^{(5)}$ |  |  |
|  | 2016 | 2017 |  |  | 2016 | 2017 |
| Banco de Crédito BCP ${ }^{(1)}$ | 2,708 | 2,937 | 8.4\% | 71.8\% | 21.4\% | 20.3\% |
| Mibanco ${ }^{(2)}$ |  |  |  |  | 21.7\% | 23.0\% |
| Mibanco including goodw ill ${ }^{(2)}$ | 313 | 372 | 18.8\% | 9.1\% | 19.7\% | 21.2\% |
| BCB | 81 | 75 | -6.6\% | 1.8\% | 13.4\% | 12.0\% |
| Grupo Pacífico ${ }^{(3)}$ | 299 | 321 | 7.4\% | 7.8\% | 15.0\% | 12.8\% |
| Prima | 156 | 140 | -10.1\% | 3.4\% | 26.2\% | 22.9\% |
| Credicorp Capital | 79 | 69 | -12.1\% | 1.7\% | 11.7\% | 8.8\% |
| Atlantic Security Bank | 142 | 175 | 23.1\% | 4.3\% | 18.2\% | 20.2\% |
| Others ${ }^{(4)}$ | 50 | 374 | N/A | 9.1\% | - | - |
| Net income and ROAE Credicorp | 3,515 | 4,092 | 16.4\% | 100.0\% | 19.6\% | 19.8\% |

(1) Banco de Credito BCP Includes BCP Stand-alone and Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns $97.73 \%$ of Mibanco (directly and indirectly).
(3) The contribution is lower than the net income before minority interest of Grupo Pacifico because Credicorp owns $65.20 \%$ directly, and through Grupo Credito (indirectly). Consider that the ROAE of Grupo Pacifico shown in the table includes unrealized gains/losses in the net equity. The ROAE excluding such unrealized gains was $16.1 \%$ for 2016 and $15.8 \%$ for 2017.
(4) Includes Grupo Credito (excluding its shares in subsidiaries listed in the table), Atlantic Security Holding Corporation and others of Credicorp Ltd.
(5) Net contribution of each subsidiary as a percentage of BAP's net income.

## I.8. Credicorp - Annual Financial performance

Credicorp's loan expansion YoY was led by retail banking...

## Loan by segment ${ }^{(1)}$

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million soles |  |  | \% change 2016/2015 | \% change2017/2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  | 2015 | 2016 | 2017 |  |  |
| BCP Stand-alone | 71,398 | 77,122 | 77,796 | 8.0\% | 0.9\% |
| Wholesale Banking | 38,513 | 41,479 | 41,004 | 7.7\% | -1.1\% |
| Corporate | 25,046 | 27,602 | 26,616 | 10.2\% | -3.6\% |
| Middle - Market | 13,467 | 13,876 | 14,388 | 3.0\% | 3.7\% |
| Retail Banking | 32,885 | 35,643 | 36,792 | 8.4\% | 3.2\% |
| SME - Business | 3,899 | 4,770 | 4,992 | 22.3\% | 4.7\% |
| SME - Pyme | 7,081 | 7,557 | 8,148 | 6.7\% | 7.8\% |
| Mortgage | 11,808 | 12,554 | 12,775 | 6.3\% | 1.8\% |
| Consumer | 6,266 | 6,453 | 6,556 | 3.0\% | 1.6\% |
| Credit Card | 3,830 | 4,308 | 4,321 | 12.5\% | 0.3\% |
| Mibanco | 6,801 | 8,106 | 8,800 | 19.2\% | 8.6\% |
| Bolivia | 3,996 | 5,024 | 5,803 | 25.7\% | 15.5\% |
| ASB | 2,794 | 3,109 | 2,766 | 11.3\% | -11.0\% |
| BAP's total loans | 84,989 | 93,361 | 95,165 | 9.9\% | 1.9\% |

Highest growth in volumes.
Largest contraction in volumes.

## I.8. Credicorp - Annual Financial performance

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

Loan by segment and currency ${ }^{(1)}$
(in average daily balances)

|  | DOMESTIC CURRENCY LOANS <br> Expressed in million soles |  |  | \% change 2016/2015 | $\begin{aligned} & \text { \% change } \\ & \text { 2017/2016 } \end{aligned}$ | FOREGN CURRENCY LOANS <br> Expressed in million USD |  |  | $\begin{aligned} & \text { \% change } \\ & 2016 / 2015 \end{aligned}$ | \% change2017/2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2016 | 2017 |  |  | 2015 | 2016 | 2017 |  |  |
| BCP Stand-alone | 41,427 | 48,829 | 47,708 | 17.9\% | -2.3\% | 9,379 | 8,377 | 9,251 | -10.7\% | 10.4\% |
| Wholesale Banking | 16,866 | 21,014 | 18,639 | 24.6\% | -11.3\% | 6,775 | 6,060 | 6,877 | -10.6\% | 13.5\% |
| Corporate | 11,093 | 13,966 | 11,676 | 25.9\% | -16.4\% | 4,364 | 4,039 | 4,593 | -7.4\% | 13.7\% |
| Middle - Market | 5,773 | 7,048 | 6,962 | 22.1\% | -1.2\% | 2,411 | 2,021 | 2,283 | -16.2\% | 13.0\% |
| Retail Banking | 24,562 | 27,815 | 29,069 | 13.2\% | 4.5\% | 2,605 | 2,317 | 2,374 | -11.0\% | 2.5\% |
| SME - Business | 1,522 | 2,224 | 2,375 | 46.1\% | 6.8\% | 743 | 754 | 805 | 1.5\% | 6.8\% |
| SME - Pyme | 6,487 | 7,127 | 7,826 | 9.9\% | 9.8\% | 186 | 127 | 99 | -31.7\% | -22.2\% |
| Mortgage | 8,029 | 9,145 | 9,579 | 13.9\% | 4.7\% | 1,183 | 1,009 | 983 | -14.7\% | -2.6\% |
| Consumer | 5,104 | 5,482 | 5,502 | 7.4\% | 0.4\% | 364 | 288 | 324 | -21.1\% | 12.7\% |
| Credit Card | 3,419 | 3,836 | 3,788 | 12.2\% | -1.3\% | 128 | 140 | 164 | 8.9\% | 17.3\% |
| Mibanco | 6,318 | 7,575 | 8,292 | 19.9\% | 9.5\% | 150 | 157 | 156 | 4.9\% | -0.8\% |
| Bolivia | - | - | - | - |  | 1,246 | 1,488 | 1,784 | 19.4\% | 19.9\% |
| ASB | - | - | - | - | - | 871 | 921 | 850 | 5.6\% | -7.6\% |
| BAP's total loans | 47,745 | 56,404 | 56,001 | 18.1\% | -0.7\% | 11,647 | 10,943 | 12,042 | -6.0\% | 10.0\% |

Highest growth in volumes.
Largest contraction in volumes.
(1) Figures differ from previously reported due to the elimination of the "Others" segment (work-out unit). Loans from said segment have been distributed among the other segments accordingly.

## I.8. Credicorp - Annual Financial performance

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

## 1. Loan portfolio - Level of dollarization by segment ${ }^{(1)}$

FC portfolio participation:

- Credicorp: $\mathbf{4 0 . 1 \%}$ in 2015, $35.8 \%$ in 2016 and $37.8 \%$ in 2017
- BCP Stand-alone: 41.4\% in 2015, 36.1\% in 2016 and 38.2\% in 2017


2. FX risk on credit risk ${ }^{(4)}$ - BCP Stand-alone

(1) In average daily balances.

■ Not exposed ■ Exposed = Highly exposed
(2) Maximum level of dollarization since 2009
(3) Share of Credicorp's total loan portfolio as of December 2017.
(4) Exposure for Credicorp's loan book is lower.

## I.8. Credicorp - Annual Financial performance

The Cost of Risk reached its lowest level in the last 6 years...

## Historical Portfolio Quality Ratios



Cost of Risk by Segment

(1) Adjusted NPL ratio = (Non-performing loans + Write offs) / (Total loans + Write offs).
(2) Cost of risk = Annualized provisions for loan losses / Total loans.
(3) Cost of risk underlying portfolio of 2017 calculated eliminating provisions related to the construction sector and the El Nino weather phenomenon.

## I.8. Credicorp - Annual Financial performance

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

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


Non-financial income composition (S/ Millions)


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


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


* Others include net gain on sale of securities, net gain from associates and other income.


## I.8. Credicorp - Annual Financial performance

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

Net Interest Margin by subsidiary (\%)

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 4.70\% | 12.68\% | 4.14\% | 2.10\% | 5.45\% |
| 2016 | 4.69\% | 14.87\% | 4.42\% | 2.12\% | 5.42\% |
| 2017 | 4.50\% | 15.71\% | 4.31\% | 2.24\% | 5.28\% |
| Var. 2016/2015 | 0 pbs | 218 pbs | 29 pbs | 2 pbs | -3 pbs |
| Var. 2017/2016 | -20 pbs | 84 pbs | -11 pbs | 12 pbs | -14 pbs |

## Efficiency ratio by subsidiary (\%)

|  | BCP Individual | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital ${ }^{(2)}$ | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 41.3\% | 56.3\% | 67.0\% | 28.5\% | 24.9\% | 42.6\% | 98.2\% | 43.2\% |
| 2016 | 40.6\% | 56.4\% | 56.7\% | 23.3\% | 27.5\% | 44.6\% | 100.3\% | 43.5\% |
| 2017 | 40.1\% | 54.7\% | 55.9\% | 22.3\% | 27.2\% | 43.8\% | 99.0\% | 43.7\% |
| Var 2016/2015 | -22 pbs | 10 pbs | -1027 pbs | -524 pbs | 266 pbs | 196 pbs | 207 pbs | 36 pbs |
| Var 2017/2016 | 90 pbs | -580 pbs | 120 pbs | -100 pbs | 140 pbs | 280 pbs | 210 pbs | 20 pbs |

(1) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.
(2) 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.

## I.9. Credicorp - Quarterly overview

## Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | \% change |  | YTD |  | \% change Jun18 / Jun17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2Q17 | 1 Q18 | 2Q18 | QoQ | YoY | Jun 17 | Jun 18 |  |
| Results | Net income (S/ Millions) | 941.9 | 1,064.7 | 998.4 | -6.2\% | 6.0\% | 1,851.6 | 2,063.1 | 11.4\% |
|  | Net income attributable to Credicorp (S/ Millions) | 920.2 | 1,037.8 | 977.8 | -5.8\% | 6.3\% | 1,809.8 | 2,015.6 | 11.4\% |
| Profitability | $\mathrm{ROAE}^{(1)}$ | 18.2\% | 19.3\% | 18.1\% | -120 bps | -10 bps | 17.9\% | 18.5\% | 60 bps |
|  | ROAA ${ }^{(1)}$ | 2.3\% | 2.4\% | 2.3\% | -10 bps | 0 bps | 2.3\% | 2.4\% | 10 bps |
|  | Funding cost ${ }^{(2)}$ | 2.37\% | 2.26\% | 2.32\% | 6 bps | $-5 \mathrm{bps}$ | 2.38\% | 2.29\% | -9 bps |
|  | Net interest margin, NIM | 5.25\% | 5.15\% | 5.28\% | 13 bps | 3 bps | 5.35\% | 5.23\% | -12 bps |
|  | Risk-adjusted NIM | 4.09\% | 4.22\% | 4.48\% | 26 bps | 39 bps | 4.05\% | 4.36\% | 31 bps |
|  | NIM on loans | 8.12\% | 7.72\% | 7.77\% | 5 bps | -35bps | 8.02\% | 7.69\% | -33 bps |
| Loan grow th | Quarter-end balances (S/ Millions) | 93,670 | 100,571 | 102,767 | 2.2\% | 9.7\% | 93,670 | 102,767 | 9.7\% |
|  | Average daily balances (S/ Millions) | 94,136 | 100,409 | 102,782 | 2.4\% | 9.2\% | 94,001 | 101,596 | 8.1\% |
| Loan portfolio quality | Internal overdue ratio | 2.93\% | 2.98\% | 3.03\% | 5 bps | 10 bps | 2.93\% | 3.03\% | 10 bps |
|  | NPL ratio | 3.92\% | 3.88\% | 4.09\% | 21 bps | 17 bps | 3.92\% | 4.09\% | 17 bps |
|  | Adjusted NPL ratio | 4.31\% | 4.22\% | 4.41\% | 19 bps | 10 bps | 4.31\% | 4.41\% | 10 bps |
|  | Cost of risk | 1.85\% | 1.48\% | 1.22\% | -26 bps | -63 bps | 2.07\% | 1.33\% | -74 bps |
|  | Cost of risk - Underlying portfolio | 1.79\% | 1.48\% | 1.22\% | -26 bps | -57 bps | 1.79\% | 1.22\% | -57 bps |
|  | Coverage of internal overdue loans | 157.3\% | 160.4\% | 154.8\% | -560 bps | -250 bps | 157.3\% | 154.8\% | -250 bps |
|  | Coverage of NPLs | 117.7\% | 123.0\% | 114.8\% | -820 bps | -290 bps | 117.7\% | 114.8\% | -290 bps |
| Insurance indicators | Combined ratio of $\mathrm{P} \& \mathrm{C}^{(3)(4)}$ | 97.7\% | 105.1\% | 102.7\% | -240 bps | 500 bps | 97.0\% | 103.9\% | 690 bps |
|  | Loss ratio | 59.1\% | 57.6\% | 58.7\% | 110 bps | -40 bps | 59.5\% | 58.1\% | -140 bps |
|  | Underw ritting result / net earned premiums | 10.5\% | 8.5\% | 7.1\% | -140 bps | -340 bps | 10.5\% | 7.8\% | -270 bps |
| Efficiency | Efficiency ratio | 43.8\% | 42.8\% | 43.9\% | 110 bps | 10 bps | 42.8\% | 43.3\% | 50 bps |
|  | Operating expenses / Total average assets | 3.6\% | 3.5\% | 3.7\% | 20 bps | 6 bps | 3.6\% | 3.6\% | 0 bps |
| Share Information | Outstanding Shares (Thousands) | 94,382 | 94,382 | 94,382 | 0\% | 0\% | 94,382 | 94,382 | 0\% |
|  | Treasury Shares (Thousands) ${ }^{(5)}$ | 14,621 | 14,621 | 14,621 | 0\% | 0\% | 14,621 | 14,621 | 0\% |
|  | Floating Shares (Thousands) | 79,761 | 79,761 | 79,761 | 0\% | 0\% | 79,761 | 79,761 | 0\% |

(1) Averages are determined as the average of period-beginning and period-ending balances.
(2) The funding cost differs from previously reported due to a change in the methodology to determine the denominator, which no longer includes the following accounts: acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.
(3) Combined ratio $=($ Net claims $/$ Net earned premiums $)+(($ Acquisition cost + Operating expenses $) /$ Net earned premiums $)$. Does not include Life insurance business.
(4) Considers Grupo Pacifico's figures before eliminations for consolidation to Credicorp.
(5) These shares are held by Atlantic Security Holding Corporation (ASHC).

Credicorp posted a ROAE of $18.1 \%$ in 2Q18...

Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  |  |  |  |  |  |  | ROAE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | \% change |  | \% of BAP's Net income 2Q18 ${ }^{(5)}$ | YTD |  | $\begin{gathered} \text { \% change } \\ \text { Jun } 18 \text { / Jun } 17 \\ \hline \end{gathered}$ | Quarter |  |  | YTD |  |
|  | 2 Q17 | 1 Q18 | 2 Q 18 | QoQ | Yoy |  | Jun 17 | Jun 18 |  | $2 \mathrm{Q17}$ | 1 Q 18 | 2 Q 18 | Jun 17 | Jun 18 |
| Banco de Crédito BCP ${ }^{(1)}$ | 722 | 860 | 828 | -3.8\% | 14.7\% | 84.6\% | 1,414 | 1,688 | 19.4\% | 21.5\% | 23.0\% | 22.2\% | 20.7\% | 22.0\% |
| Mibanco ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  | 23.8\% | 28.7\% | 27.9\% | 19.6\% | 27.9\% |
| Mibanco including goodwill ${ }^{(2)}$ | 83 | 121 | 122 | 1.1\% | 46.3\% | 12.5\% | 147 | 243 | 65.0\% | 21.6\% | 26.5\% | 25.8\% | 17.3\% | 25.8\% |
| BCB | 27 | 18 | 22 | 16.6\% | -19.2\% | 2.2\% | 46 | 40 | -13.5\% | 17.9\% | 11.8\% | 13.9\% | 15.0\% | 12.6\% |
| Grupo Pacífico ${ }^{(3)}$ | 78 | 77 | 69 | -10.6\% | -11.2\% | 7.1\% | 158 | 146 | -7.3\% | 13.9\% | 11.2\% | 10.7\% | 13.9\% | 11.0\% |
| Prima | 39 | 35 | 32 | -8.2\% | -16.0\% | 3.3\% | 80 | 68 | -15.7\% | 30.2\% | 24.3\% | 23.0\% | 28.1\% | 22.5\% |
| Credicorp Capital | 26 | 21 | 11 | -47.2\% | -58.0\% | 1.1\% | 41 | 32 | -21.5\% | 13.4\% | 11.1\% | 6.1\% | 10.5\% | 8.6\% |
| Atlantic Security Bank | 43 | 31 | 29 | -5.2\% | -32.8\% | 3.0\% | 84 | 60 | -28.5\% | 22.4\% | 15.4\% | 16.1\% | 20.1\% | 14.9\% |
| Others ${ }^{(4)}$ | (14) | (5) | (13) | 148.1\% | -8.4\% | -1.3\% | (13) | (18) | 39.1\% | - | - | - | - | - |
| Net income and ROAE Credicorp | 920 | 1,038 | 978 | -5.8\% | 6.3\% | 100.0\% | 1,810 | 2,016 | 11.4\% | 18.2\% | 19.3\% | 18.1\% | 17.9\% | 18.5\% |

*Contributions to Credicorp reflect the eliminations for consolidation purposes (e.g. eliminations for transactions among Credicorp's subsidiaries or between Credicorp and its subsidiaries)
(1) Banco de Credito BCP includes BCP Stand-alone and subsidiaries such as Mibanco.
(2) The figure is lower than the net income of Mibanco because Credicorp owns $97.73 \%$ of Mibanco (directly and indirectly). The goodwill of BCP from the acquisition of Edyficar is approximately US\$ 50.7 million.
(3)The contribution is higher than Grupo Pacifico's net income because Credicorp owns $65.20 \%$ directly, and $33.59 \%$ through Grupo Credito. Grupo Pacifico's ROAE includes unrealized gains/losses related to Life-Insurance Investment Portfolio in the net equity calculation. ROAE excluding such unrealized gains was $17.4 \%$ in 2Q17, 15.1\% in 1Q18 and $14.5 \%$ in 2Q18. As of YTD, was 16.8\% for June 2017 and 14.8\% for June 2018.
(4) Includes Grupo Credito (excluding its share in subsidiaries listed in the table), others of Atlantic Security Holding Corporation and others of Credicorp Ltd.
(5) Net contribution of each subsidiary as a percentage of BAP's net income.

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

Interest Earning Assets Structure
(S/ 154.8 Bn. as of June 2018)

Funding structure
(S/ 128.2 Bn. as of June 2018)


Cash and due from banks (June 2018):
21.2\% non-interest bearing
$78.8 \%$ interest bearing
*Figures include Mibanco's results.
LC = Local currency
FC = Foreign currency
(1) Since 2Q18, Repurchase agreements is excluded from Other liabilities and shown in an individual account. Also, it is included in the Total funding.

Total loans grew $+2.2 \%$ QoQ in quarter-end balances, while average daily balances increased $+2.4 \%$ QoQ...

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


Growth QoQ was driven mainly by Wholesale Banking, due to the increase on loans in the Corporate segment...

## Loans by segment ${ }^{(1)}$

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million soles, in average daily balances |  |  | \% change |  | \% Part. in total loans |  | TOTAL LOANS <br> Expressed in million soles, in average daily |  | \% change <br> 1 H 17 vs 1H18 | YTD ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q17 | 1 Q18 | 2 Q 18 | QoQ | YoY | 2 Q 17 | $2 \mathrm{Q18}$ | 1H17 | 1H18 |  |  |
| BCP Stand-alone | 76,915 | 82,078 | 84,099 | 2.5\% | 9.3\% | 81.7\% | 81.8\% | 76,971 | 83,088 | 7.9\% | 6.8\% |
| Wholesale Banking | 40,709 | 43,661 | 44,898 | 2.8\% | 10.3\% | 43.2\% | 43.7\% | 40,836 | 44,280 | 8.4\% | 8.0\% |
| Corporate | 26,684 | 27,607 | 28,505 | 3.3\% | 6.8\% | 28.3\% | 27.7\% | 26,907 | 28,056 | 4.3\% | 5.4\% |
| Middle - Market | 14,026 | 16,054 | 16,393 | 2.1\% | 16.9\% | 14.9\% | 15.9\% | 13,930 | 16,224 | 16.5\% | 12.8\% |
| Retail Banking | 36,206 | 38,416 | 39,202 | 2.0\% | 8.3\% | 38.5\% | 38.1\% | 36,135 | 38,809 | 7.4\% | 5.5\% |
| SME- Business | 4,819 | 5,070 | 5,286 | 4.2\% | 9.7\% | 5.1\% | 5.1\% | 4,826 | 5,178 | 7.3\% | 3.7\% |
| SME- Pyme | 7,922 | 8,631 | 8,645 | 0.2\% | 9.1\% | 8.4\% | 8.4\% | 7,844 | 8,638 | 10.1\% | 6.0\% |
| Mortgage | 12,681 | 13,312 | 13,721 | 3.1\% | 8.2\% | 13.5\% | 13.3\% | 12,604 | 13,516 | 7.2\% | 5.8\% |
| Consumer | 6,502 | 6,970 | 7,123 | 2.2\% | 9.6\% | 6.9\% | 6.9\% | 6,518 | 7,046 | 8.1\% | 7.5\% |
| Credit Card | 4,283 | 4,433 | 4,428 | -0.1\% | 3.4\% | 4.5\% | 4.3\% | 4,343 | 4,430 | 2.0\% | 2.5\% |
| Mibanco | 8,689 | 9,366 | 9,553 | 2.0\% | 9.9\% | 9.2\% | 9.3\% | 8,641 | 9,459 | 9.5\% | 7.5\% |
| Bolivia | 5,716 | 6,256 | 6,554 | 4.8\% | 14.7\% | 6.1\% | 6.4\% | 5,550 | 6,405 | 15.4\% | 10.4\% |
| ASB | 2,816 | 2,710 | 2,576 | -4.9\% | -8.5\% | 3.0\% | 2.5\% | 2,839 | 2,643 | -6.9\% | -4.4\% |
| BAP's total loans | 94,136 | 100,409 | 102,782 | 2.4\% | 9.2\% | 100\% | 100\% | 94,001 | 101,596 | 8.1\% | 6.8\% |

Highest growth in volumes.
Largest contraction in volumes.

For consolidation purposes, loans generated in FC are converted to LC
(1) Figures differ from previously reported due to the elimination of the "Others" segment (work-out unit). Loans from said segment have been distributed among the other segments accordingly.
(2) YTD loan growth is calculated comparing the average daily balances of 1 H 18 vs the average daily balances of FY 2017

## I.10.c. Credicorp - Loan portfolio - by currency

The expansion posted QoQ and YoY is explained by growth in both the LC portfolio and the FC portfolio...

## Loans by currency ${ }^{(1)}$

(in average daily balances)

|  | DOMESTIC CURRENCY LOANS <br> (Expressed in million Soles) |  |  |  |  | FOREGN CURRENCY LOANS <br> (Expressed in million USD) |  |  |  |  | $\begin{aligned} & \text { \% part. by currency } \\ & \text { 2Q18 } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q17 | 1 Q18 | 2 Q18 | QoQ | YoY | 2Q17 | 1018 | 2 Q18 | QoQ | YoY | LC | FC |
| BCP Stand-alone | 46,871 | 50,401 | 51,227 | 1.6\% | 9.3\% | 9,227 | 9,794 | 10,069 | 2.8\% | 9.1\% | 60.9\% | 39.1\% |
| Wholesale Banking | 18,270 | 19,761 | 19,869 | 0.5\% | 8.8\% | 6,892 | 7,390 | 7,666 | 3.7\% | 11.2\% | 44.3\% | 55.7\% |
| Corporate | 11,509 | 11,951 | 11,989 | 0.3\% | 4.2\% | 4,660 | 4,841 | 5,059 | 4.5\% | 8.6\% | 42.1\% | 57.9\% |
| Middle-Market | 6,761 | 7,810 | 7,880 | 0.9\% | 16.6\% | 2,231 | 2,549 | 2,607 | 2.3\% | 16.9\% | 48.1\% | 51.9\% |
| Retail Banking | 28,601 | 30,640 | 31,358 | 2.3\% | 9.6\% | 2,336 | 2,404 | 2,402 | -0.1\% | 2.9\% | 80.0\% | 20.0\% |
| SME - Business | 2,304 | 2,317 | 2,383 | 2.8\% | 3.4\% | 772 | 851 | 889 | 4.4\% | 15.1\% | 45.1\% | 54.9\% |
| SME - Pyme | 7,599 | 8,343 | 8,375 | 0.4\% | 10.2\% | 99 | 89 | 83 | -7.2\% | -16.6\% | 96.9\% | 3.1\% |
| Mortgage | 9,460 | 10,365 | 10,836 | 4.5\% | 14.5\% | 989 | 911 | 884 | -3.0\% | -10.7\% | 79.0\% | 21.0\% |
| Consumer | 5,471 | 5,772 | 5,963 | 3.3\% | 9.0\% | 317 | 370 | 355 | -4.0\% | 12.2\% | 83.7\% | 16.3\% |
| Credit Card | 3,766 | 3,843 | 3,801 | -1.1\% | 0.9\% | 159 | 183 | 192 | 5.1\% | 20.9\% | 85.8\% | 14.2\% |
| Mibanco | 8,189 | 8,847 | 9,016 | 1.9\% | 10.1\% | 153 | 160 | 164 | 2.6\% | 7.1\% | 94.4\% | 5.6\% |
| Bolivia | - | - | - | - | - | 1,756 | 1,934 | 2,008 | 3.8\% | 14.4\% | 0.0\% | 100.0\% |
| ASB | - | - | - | - | - | 865 | 838 | 789 | -5.8\% | -8.7\% | 0.0\% | 100.0\% |
| Total loans | 55,060 | 59,248 | 60,243 | 1.7\% | 9.4\% | 12,001 | 12,726 | 13,030 | 2.4\% | 8.6\% | 58.6\% | 41.4\% |

Highest growth in volumes.
Largest contraction in volumes.

[^1]Loans of highly-exposed clients in FX risk remains relatively stable at a level close to $0 \% \ldots$

1. Level of dollarization by segment (1) (2)

FC portfolio participation:

- Credicorp: 41.5\% in 2Q17 and 41.4\% in 2Q18
-BCP Stand-alone: $39.1 \%$ in 2Q17 and $39.1 \%$ in 2Q18

$-F C \quad$ 3. $F X$ risk on credit risk ${ }^{(5)}$ - BCP Stand-alone

(1) Average daily balances.
(2) The FC share of Credicorp's loan portfolio is calculated including BCP Bolivia and ASB, however the chart shows only the loan books of BCP Stand-alone and Mibanco.
(3) The year with the historic maximum level of dollarization for Wholesale Banking was 2012, for Mibanco was 2016 and for the rest of segments was 2009.
(4) Excludes foreign trade, long-term loans (more than 3 years and over US $\$ 10$ million).
(5) Credicorp's loan book exposure is lower.

The cost of risk fell $-26 b p s$ QoQ and -63 bps YoY to situate at $1.22 \%$, the lowest level reported since 2013


Evolution of Credicorp's Portfolio quality and Cost of risk

(1) Adjusted NPL ratio = (Non-performing loans + Write offs) / (Total loans + Write offs)
(2) Cost of risk = Annualized provisions for loan losses / Total loans.
(3) The cost of risk of the Underlying portfolio for June 17 was calculated eliminating provisions related to the construction sector and the El Nino weather phenomenon.

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

Internal overdue ratio by segment (IOL)


Wholesale IOL and NPL ratio remained within Credicorp's risk appetite QoQ...


Mar 13 Jun 13 Sep 13 Dec 13 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

$$
\text { Loans (right axis) } \quad \mathrm{IOL} \text { ratio(1) } \quad \mathrm{NPL} \text { ratio(2) } \quad \text { Cost of risk(3) }
$$

[^2]BCP Bolivia portfolio quality ratios improved...


BCP Bolivia

 Loans (right axis) $\quad \mathrm{IOL}$ ratio(1) $\longrightarrow$ NPL ratio(2) Cost of risk(3)
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio $=$ (Overdue Loans + Loans Under Legal Collection + Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

SME-Business registered a higher IOL and NPL ratio YoY...

*Collateral levels as of June 2018
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio $=($ Overdue Loans + Loans Under Legal Collection + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.10.d. Credicorp - Portfolio quality

SME-Pyme posted a decrease in its NPL ratio...


## I.10.d. Credicorp - Portfolio quality

Consumer segment IOL and NPL ratio continue to follow a positive trend due to an improvement in the risk quality of new vintages...


Mar 13 Jun 13 Sep 13 Dec 13 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 $\square$ Loans (right axis) $\quad$ IOL ratio(1) $\quad$ NPL ratio(2) Cost of risk(3) $\quad \omega \quad$ Early delinquency ( $>60-<150)(4)$
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Overdue Loans + Loans Under Legal Collection + Refinanced Loans) / Total Loans.
(3) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans
(4) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.10.d. Credicorp - Portfolio quality

Credit Card segment IOL and NPL ratio continue to follow a positive trend due to an improvement in the risk quality of new vintages...


Mar 13 Jun 13 Sep 13 Dec 13 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
Loans (right axis) $\longrightarrow$ IOL ratio(1) $\longrightarrow$ NPL ratio(2) $\longrightarrow$ Cost of risk(3) $\quad$ Early delinquency $(>60-<150)(4)$
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Overdue Loans + Loans Under Legal Collection + Refinanced Loans) / Total Loans.
(3) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans
(4) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.10.d. Credicorp - Portfolio quality

Mortgage quality ratios improved...


Mar 13 Jun 13 Set 13 Dic 13 Mar 14 Jun 14 Set 14 Dic 14 Mar 15 Jun 15 Set 15 Dic 15 Mar 16 Jun 16 Set 16 Dic 16 Mar 17 Jun 17 Set 17 Dic 17 Mar 18 Jun 18
Loans (right axis) $\longrightarrow$ IOL ratio(1) $\longrightarrow$ NPL ratio(2) $\longrightarrow$ Cost of risk(3) $\longrightarrow$ Early delinquency ( $>60-<$ 150)(4)

* Loan-to-value as of June 2018
(1) IOL Ratio = (Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio $=$ (Overdue Loans + Loans Under Legal Collection + Refinanced Loans) $/$ Total Loans.
(3) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans
(4) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.


## I.10.d. Credicorp - Portfolio quality

Mibanco's IOL and NPL increased due to a slight deterioration and the delinquency in the vintages for the skips program...

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

Recovery of NIM, coupled with a significant and on-going reduction in provisions for loans losses, led to an improvement of the risk-adjusted NIM..

## Net interest income ${ }^{(1)}$

| Net interest income | Quarter |  |  | \% change |  | YTD |  | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| S/ 000 | 2Q17 | 1Q18 | 2Q18 | QoQ | YoY | Jun 17 | Jun 18 | Jun 18 / Jun 17 |
| Interest income | 2,715,901 | 2,789,927 | 2,812,623 | 0.8\% | 3.6\% | 5,455,680 | 5,602,550 | 2.7\% |
| Interest expense | 747,989 | 746,240 | 749,805 | 0.5\% | 0.2\% | 1,474,682 | 1,496,045 | 1.4\% |
| Net interest income | 1,967,912 | 2,043,687 | 2,062,818 | 0.9\% | 4.8\% | 3,980,998 | 4,106,505 | 3.2\% |
| Net provisions for loan losses | $(433,219)$ | $(371,024)$ | $(313,172)$ | -15.6\% | -27.7\% | $(969,713)$ | $(684,196)$ | -29.4\% |
| Risk-adjusted Net interest income | 1,534,693 | 1,672,663 | 1,749,646 | 4.6\% | 14.0\% | 3,011,285 | 3,422,309 | 13.6\% |



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

| NIM Breakdown | BCP Stand- <br> alone | Mibanco | BCP Bolivia | ASB | Credicorp ${ }^{(3)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2Q17 | $4.51 \%$ | $15.20 \%$ | $4.50 \%$ | $2.22 \%$ | $5.25 \%$ |
| 1Q18 | $4.39 \%$ | $15.88 \%$ | $3.63 \%$ | $2.19 \%$ | $5.15 \%$ |
| 2Q18 | $4.52 \%$ | $16.07 \%$ | $3.73 \%$ | $2.15 \%$ | $5.28 \%$ |
| YTD - Jun 17 | $4.59 \%$ | $15.54 \%$ | $4.51 \%$ | $2.14 \%$ | $5.35 \%$ |
| YTD - Jun 18 | $4.47 \%$ | $16.06 \%$ | $3.58 \%$ | $2.13 \%$ | $5.23 \%$ |

(1) Figures differ from previously reported, please consider the data presented on this report.
(2) NIM: Annualized Net interest income / Average period end and period beginning interest earning assets.

Starting on 1Q17, we exclude derivatives from the NII result. For comparative purposes, the figure above shows the NIM and Risk-adjusted NIM as calculated with the new methodology since 1Q16

Non-financial income reported a slight decrease due to net gain on sales of securities...

## Non-financial income

| Non-financial income S/ 000 | Quarter |  |  | \% change |  | YTD |  | ge |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q17 | 1 Q18 | 2 Q18 | QoQ | YoY | Jun 17 | Jun 18 | Jun 18 / Jun 17 |
| Fee income ${ }^{(1)}$ | 721,983 | 749,692 | 766,994 | 2.3\% | 6.2\% | 1,403,031 | 1,516,686 | 8.1\% |
| Net gain on foreign exchange transactions | 160,256 | 162,295 | 180,669 | 11.3\% | 12.7\% | 326,742 | 342,964 | 5.0\% |
| Net gain from associates ${ }^{(2)}$ | 5,974 | 8,387 | 9,506 | 13.3\% | 59.1\% | 11,997 | 17,893 | 49.2\% |
| Net gain on sales of securities | 83,151 | 92,389 | -8,756 | -109.5\% | -110.5\% | 140,972 | 83,633 | -40.7\% |
| Net gain on derivatives | 15,313 | -312 | 14,597 | N/A | -4.7\% | 69,654 | 14,285 | -79.5\% |
| Result on exchange difference | 2,305 | 5,889 | 1,031 | -82.5\% | -55.3\% | 11,375 | 6,920 | -39.2\% |
| Other non-financial income | 69,771 | 82,876 | 84,009 | 1.4\% | 20.4\% | 138,516 | 166,885 | 20.5\% |
| Total non financial income | 1,058,753 | 1,101,216 | 1,048,050 | -4.8\% | -1.0\% | 2,102,287 | 2,149,266 | 2.2\% |

Evolution of fee income by subsidiary (S/ Millions) ${ }^{(3)}$


* Others include Grupo Pacifico and eliminations for consolidation purposes.
(1) Figures differ from previously reported, please consider the data presented on this report..
(2) Mainly includes the agreement between Grupo Pacifico and Banmedica.
(3) Figures differ from previously reported, please consider the data presented on this report.

Credicorp's efficiency increased 110 bps QoQ due to an increase in administrative expenses...


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


Operating

Efficiency ratio ${ }^{(2)}$ by Subsidiary

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital ${ }^{(3)}$ | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q17 | 42.1\% | 54.0\% | 54.4\% | 22.4\% | 27.0\% | 43.8\% | 88.6\% | 43.8\% |
| 1 Q18 | 39.2\% | 49.6\% | 63.8\% | 23.5\% | 31.8\% | 49.8\% | 108.6\% | 42.8\% |
| 2Q18 | 40.9\% | 49.0\% | 65.9\% | 24.4\% | 31.9\% | 43.0\% | 106.8\% | 43.9\% |
| Var. QoQ | 170 bps | -60 bps | 210 bps | 90 bps | 10 bps | -680 bps | -180 bps | 110 bps |
| Var. YoY | -120 bps | -500 bps | 1150 bps | 200 bps | 490 bps | -80 bps | 1820 bps | 10 bps |
| 1H17 | 40.1\% | 54.7\% | 55.9\% | 22.3\% | 27.2\% | 43.8\% | 99.0\% | 43.7\% |
| 1H18 | 40.1\% | 49.3\% | 64.9\% | 23.9\% | 31.8\% | 46.3\% | 107.7\% | 43.3\% |
| \% Change 1H18 vs 1H17 | 0 bps | -540 bps | 900 bps | 160 bps | 460 bps | 250 bps | 870 bps | -40 bps |

(1) Includes Net gain on foreign exchange transactions, Net gain on derivatives, Result on exchange difference and Net gain from associates.
 Result on exchange difference + Net gain from associates + Net premium earned).

(3) The efficiency ratio of Credicorp Capital, under Credicorp's methodology, is around $100 \%$ because it does not include all the
include all of Credicorp Capital's core income, the efficiency ratio will be situated between $75 \%-85 \%$ over the last few quarters.

Deposits continued to represent the main source of funding and the funding cost fell YoY...


Credicorp's deposits expanded $6.0 \%$ YoY, which was mainly driven by Saving deposits...


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


Deposit by currency ${ }^{(1)}$


Deposits Segmentation ${ }^{(2)}$

(1) Q-end balances
(2) Measured in average daily balance
(3) Includes ASB and work out unit.

## I.10.i. BCP Consolidated - Deposits by type of client ${ }^{(1)}$

## CREDICORP

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

Total Deposits


Savings Deposits


Time Deposits


Demand Deposits

(1) It is important to note that $100 \%$ of Severance indemnity deposits (CTS) come from individuals. Numbers as of May 2018.

## I.10.j. BCP Stand-alone - Distribution Channels

Electronic transfers continue to grow, while the monthly average number of transactions rose $+14.8 \%$ YoY...

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


Teller transactions vs. Other channels


[^3]A strategy to move towards cost-efficient channels is evident...


Network Expansion - BCP \& Mibanco


| Jun 18 | BCP Stand- <br> Alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Agentes | 6,456 | - | 289 | 6,745 |
| ATMs | 2,326 | - | 274 | 2,600 |
| Branches | 435 | 327 | 54 | 816 |
| Total | $\mathbf{9 , 2 1 7}$ | $\mathbf{3 2 7}$ | $\mathbf{6 1 7}$ | $\mathbf{1 0 , 1 6 1}$ |

(1) Mibanco does not have Agentes or ATMs because it uses the BCP network., Mibanco branches include Banco de la Nacion branches, which in Jun 17, Mar 18 and Jun 18 were 40,38 and 38 respectively.

## I.10.k. BCP Consolidated - Overall market shares

BCP and Mibanco have consolidated their leadership but have room to grow in the retail business...


## I.10.k. Insurance and Pension funds - Overall market shares

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

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


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


(1) Source: SBS, Habitat: Collection 2Q18 $=12.0 \%$ and FuM June $2018=4.3 \%$.
(2) Figures as of May 2018.

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

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


Regulatory capital requirement breakdown


Compliance with capital requirement (S/ millions) ${ }^{(8)}$

|  | Jun 17 | Mar 18 | Jun 18 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 23,317 | 24,594 | 24,694 |
| Total Regulatory Capital Requirements (B) | 17,299 | 18,353 | 19,218 |
| Compliance with Capital Requirement (A) / (B) | $\mathbf{1 . 3 5}$ | $\mathbf{1 . 3 4}$ | $\mathbf{1 . 2 8}$ |

(1) Figures expressed in Million soles.
(2) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(3) 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.
(4) Tier II = subordinated debt + TierlI minority interest tier + loan loss reserves - ( $0.5 \times$ investment in equity and subordinated debt of financial and insurance companies).
(5) Tier III = Subordinated debt covering market risk only.
(6) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(7) Includes Grupo Pacifico.
(8) Legal minimum $=100 \% /$ Internal limit $=105 \%$.
$B C P$ is in the process of aligning with Basel III but the regulatory entity is still evaluating this framework's application ...


(1) Peru GAAP.
(2) Internal minimum for Jan $2016=8.70 \%$, Aug $2016=9.45 \%$, Jan $2018=10.50 \%$ and Jan 2019 $=10.50 \%$.
(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).

The CET 1 Ratio increased due to utilities from 2Q18...

## Common Equity Tier 1 ratio


(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
Common Equity Tier 1 Ratio BIS ratio Tier 1 ratio

## I.11. 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

[^4]
## I.11. 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 ${ }^{(6)}$ |
|  | C | C | C | M | C |
| C | M | M |  | M | M |
|  |  |  |  |  | M |
|  | M |  | M |  | M |
|  |  | M |  |  | M |
| M |  |  | M | C | M |

Luis Enrique Romero
Patricia Lizárraga $\quad$ M
Eduardo Hochschild* M

| C: | Chairman. | (1) Established on October 31, 2002. |
| :--- | :--- | ---: |
| M: | Member. | (2) Established on January 25, 2012. |
| I | Independent Director | (3) Established on March 28, 2012. |
| * | Are not members of Credicorp's board but sit on BCP's Board. | (4) Established on June 23, 2010. |
| 1 | Financial expert. | (5) Established on March 28, 2012. |

## 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 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| GDP (US\$ Millions) |  |  |  |  |  |  |
| Real GDP (\% change) | 192,353 | 195,707 | 215,411 | 230,506 | 243,222 |  |
| GDP per capita (US\$) | 3.3 | 4.0 | 2.5 | 4.0 | 3.7 |  |
| Domestic demand (\% change) | 6,165 | 6,213 | 6,774 | 7,159 | 7,484 |  |
| Total consumption (\% change) | 2.9 | 1.1 | 1.6 | 4.0 | 3.7 |  |
| $\quad$ Private Consumption (\% change) | 4.9 | 2.7 | 2.3 | 3.2 | 3.5 |  |
| Gross fixed investment (as \% GDP) | 4.0 | 3.3 | 2.5 | 3.3 | 3.6 |  |
| $\quad$ Private Investment (\% change) | 25.1 | 23.0 | 22.4 | 22.4 | 22.7 |  |
| $\quad$ Public Investment (\% change) | -4.2 | -5.7 | 0.3 | 4.5 | 6.0 |  |
| Public Debt (as \% GDP) | -9.5 | 0.2 | -2.8 | 4.0 | 0.8 |  |
| System loan growth (\% change) ${ }^{(1)}$ | 23.0 | 23.6 | 24.7 | 26.0 | 27.0 |  |
| Inflation ${ }^{(2)}$ | 17.3 | 3.9 | 4.3 | - | - |  |
| Reference Rate | 4.4 | 3.2 | 1.4 | 2.5 | 2.5 |  |
| Exchange rate, end of period | 3.75 | 4.25 | 3.25 | 2.75 | 3.50 |  |
| Exchange rate, (\% change) | 3.41 | 3.36 | 3.24 | $3.25-3.30$ | $3.30-3.35$ |  |
| Fiscal balance (\% GDP) | $14.6 \%$ | $-1.7 \%$ | $-3.6 \%$ | $1.0 \%$ | $1.5 \%$ |  |
| Trade balance (US\$ Millions) | -2.1 | -2.6 | -3.1 | -2.8 | -2.8 |  |
| (As \% GDP) | $-2,916$ | 1,888 | 6,266 | 7,000 | 6,000 |  |
| Exports | $-1.5 \%$ | $1.0 \%$ | $2.9 \%$ | $3.0 \%$ | $2.5 \%$ |  |
| Imports | 34,414 | 37,020 | 44,918 | 50,200 | 52,500 |  |
| Current account balance (US\$ Millions) | $-9,169$ | $-5,303$ | $-2,716$ | $-4,108$ | $-4,864$ |  |
| (As \% GDP) | $-4.8 \%$ | $-2.7 \%$ | $-1.3 \%$ | $-1.8 \%$ | $-2.0 \%$ |  |
| Net international reserves (US\$ Millions) | 61,485 | 61,686 | 63,621 | 62,600 | 64,400 |  |
| (As \% GDP) | $32.0 \%$ | $31.5 \%$ | $29.5 \%$ | $27.2 \%$ | $26.5 \%$ |  |
| (As months of imports) | 20 | 21 | 20 | 17 | 17 |  |

[^5](1) Multiple Banking, Current Exchange Rate
(2) Inflation target: $1 \%-3 \%$

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 |

Operating performance

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

Capital Adequacy

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

[^6]Example: For the quarter : 2Q18 average is the average of 1Q18 and 2Q18 balances
For the year : 2017 average is the average of 4Q16 and 4Q17 balances.

| Client Segmentation |  |  |  |  | Equivalent ${ }^{(1)(2)(4)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| BCP Stand-alone | Wholesale | Corporate | Sales | Annual | > 100 M | > 324 M |
|  | $(\mathrm{WBG})^{(1)}$ | Middle-Market | Sales | Annual | 10 M to 100 M | 32 M to 324 M |
|  | Retail Banking <br> Wealth <br> Management Group (RB\&WM) | Private $\text { Banking }{ }^{(1)}$ | $\mathrm{AuMs}{ }^{(3)}$ | - | > 1 M | > 3.24 M |
|  |  | Enalt | Income | Monthly | $\geq 6 \mathrm{~K}$ | $\geq 20 \mathrm{~K}$ |
|  |  | ata | $\mathrm{AuMs}^{(3)}$ | - | $>200 \mathrm{~K}$ | $>648 \mathrm{~K}$ |
|  |  | Affluent | Income | Monthly | 2 K to 6 K | 5 K to 20 K |
|  |  | Consumer | Focus on medium-low income individuals |  |  |  |
|  |  | SME - Business | Sales | Annual | 1.7 M to 9.9 M | 5.6 M to 32 M |
|  |  |  | Debt | Annual | 370 K to 3.1 M | 1.2 M to 10 M |
|  |  | SME- Pyme | Debt | Annual | $\leq 370 \mathrm{~K}$ | $\leq 1.2 \mathrm{M}$ |

(1) Only WBG and Private Banking figures were originally set in US\$.
(2) Converted at the exchange rate of S/.3.241 per U.S. Dollar, December, 2017 - SBS.
(3) AUMs do not include CTS

| Client Segmentation |  |  |  |  | Equivalent ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| Mibanco |  <br> Microlending | SME - medium | Sales | Annual | $\leq 6 \mathrm{M}$ | $\leq 20 \mathrm{M}$ |
|  |  |  | Debt | - | > 93 K | > 300 K |
|  |  |  | Not issued debt in the capital market |  |  |  |
|  |  | SME - small | Debt | - | 6 K to 93 K | 20 K to 300 K |
|  |  | Micro-Business | Debt | - | $\leq 6 \mathrm{~K}$ | $\leq 20 \mathrm{~K}$ |
|  |  | 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 S/.3.241 per U.S. Dollar, December, 2017 - SBS.
(3) AUMs do not include CTS

| Client Segmentation |  |  |  |  | Equivalent ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Criteria | Frequency | US\$ | S/ |
| BCP Bolivia ${ }^{(2)}$ | Wholesale Banking | Large companies | Sales | Annual | > 15 M | > 49 M |
|  |  | Medium companies | Sales | Annual | 1.9 M to 15 M | 6 M to 49 M |
|  | Retail Banking | Small Business | Sales | Annual | 31 K to 1.9 M | 100 K to 6 M |
|  |  | Micro Business | Sales | Annual | $\geq 31 \mathrm{~K}$ | $\geq 100 \mathrm{~K}$ |
|  |  | Consumer | Payroll workers and self-employed workers |  |  |  |
|  |  | Mortgage Banking | Payroll workers, independent professionals and business owners |  |  |  |

(1) Only WBG and Private Banking figures were originally set in US\$.
(2) Converted at the exchange rate of S/.3.241 per U.S. Dollar, December, 2017 - SBS.

Quarterly historical






201420152016
2017


## Safe Harbor for Forward-Looking Statements

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. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the Company's current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions.

Forward-looking statements can be identified by words such as: "anticipate", "intend", "plan", "goal", "seek", "believe", "project", "estimate", "expect", "strategy", "future", "likely", "may", "should", "will" and similar references to future periods. Examples of forward-looking statements include, among others, statements or estimates we make regarding guidance relating to Return on Average Equity, Sustainable Return on Average Equity, Cost of Risk, Loan growth, Efficiency ratio, BCP Stand-alone Common Equity Tier 1 Capital ratio and Net Interest Margin, current or future volatility in the credit markets and future market conditions, expected macroeconomic conditions, our belief that we have sufficient liquidity to fund our business operations during the next year, expectations of the effect on our financial condition of claims, litigation, environmental costs, contingent liabilities and governmental and regulatory investigations and proceedings, strategy for customer retention, growth, product development, market position, financial results and reserves and strategy for risk management.

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. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements.

Any forward-looking statement made in this material is based only on information currently available to the Company and speaks only as of the date on which it is made. 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) Effective since April 1, 2018.
    (2) Includes 389 employees from other minor subsidiaries
    (3) On May 12, 2016, Banco de Crédito 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) Excludes employees from medical services.
    (6) 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 payrol employees and the medical services, which are managed by Banmedica.
    employees and the medical services, which at Grounged by Banmedica.
    Figures at the end of December 2017.

[^1]:    (1) Figures differ from previously reported due to the elimination of the "Others" segment (work-out unit). Loans from said segment have been distributed among the other segments accordingly.

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

[^3]:    (1) Figures include monetary and non-monetary transactions.

[^4]:    * Independent directors.

[^5]:    Source: Preliminary estimates by BCP Economic Research as of July, 2018; INEI, BCRP and SBS.

[^6]:    *Averages represent the average of period-beginning and period-ending balances.

