## CREDICORP

Conference Call
Fourth Quarter 2006

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## Credicorp at a Clance

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Credicorp reports an important $4 Q$ recovery in net earnings

| Summary of Results (US\$MM) | 4Q05 | 3006 | 4Q06 | $\begin{aligned} & \text { \% Growth } \\ & \text { QoQ } \end{aligned}$ | $\begin{aligned} & \text { \% Growth } \\ & \text { YoY } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income before Min.Interest | 49.4 | 55.3 | 69.0 | 25\% | 40\% |
| Minority Interest | (5.1) | (4.0) | (5.7) | 43\% | 12\% |
| NET INCOME | 44.3 | 51.3 | 63.3 | 23\% | 43\% |
| EPS (US\$) | 0.56 | 0.64 | 0.79 | 23\% | 43\% |
| ROAE (\%) | 15.0\% | 16.3\% | 18.8\% |  |  |
| Earnings Contributions (US\$MM) | 4Q05 | 3006 | 4Q06 | $\begin{aligned} & \text { \% Growth } \\ & \text { QoQ } \end{aligned}$ | \% Growth YoY |
| Banco de Crédito BCP(1) вСв | 46.0 4.4 | 50.8 3.5 | 65.6 4.3 | 29\% | 43\% $-3 \%$ |
| Atlantic | 3.5 | 3.8 | 4.0 | 5\% | 14\% |
| PPS | 0.9 | 4.6 | 4.5 | -1\% | 402\% |
| Grupo Crédito (2) | (2.4) | (3.8) | (5.3) | 37\% | 121\% |
| Prima | (2.7) | (4.9) | (10.9) | 120\% | 305\% |
| Others | 0.3 | 11 | 5.6 | 416\% | 1757\% |
| Credicorp and Others | (3.7) | (4.0) | (5.5) | 36\% | 51\% |
| Credicorp Ltd. | (3.3) | (4.2) | (5.7) | 36\% | 75\% |
| Net income attributable to Credicorp | 44.3 | 51.3 | 63.3 | 23\% | 43\% |

(1) Includes Banco de Crédito de Bolivia
(2) Includes Grupo Crédito, Servicorp

## Credicorp at a Clance

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Credicorp's 2006 results show improved net earnings and business growth in all fronts...

| Summary of Results (US\$MM) | 2004 | 2005 | 2006 | $\begin{array}{\|l\|} \text { Change } \\ 2005 / 2004 \end{array}$ | Change 2006/2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income before Min.Interest | 141.5 | 194.9 | 247.5 | 38\% | 27\% |
| Minority Interest | (10.8) | (13.0) | (17.3) | 20\% | 33\% |
| NET INCOME | 130.7 | 181.9 | 230.3 | 39\% | 27\% |
| EPS (US\$) | 1.64 | 2.3 | 2.9 | 39\% | 27\% |
| ROAE (\%) | 13.6\% | 16.4\% | 18.5\% |  |  |
| Earnings Contributions (US\$MM) | 2004 | 2005 | 2006 | $\begin{aligned} & \text { Change } \\ & \text { 2005/2004 } \end{aligned}$ | $\begin{aligned} & \text { Change } \\ & \text { 2006/2005 } \end{aligned}$ |
| Banco de Crédito BCP(1) | 123.1 | 176.5 | 238.9 | 43\% | 35\% |
| BCB | 3.7 | 10.2 | 14.1 | 178\% | 38\% |
| Atlantic | 13.3 | 13.5 | 15.7 | 1\% | 16\% |
| PPS | 9.4 | 5.6 | 14.5 | -40\% | 159\% |
| Grupo Crédito (2) | 1.9 | (5.5) | (12.4) | -388\% | 125\% |
| Prima | - | (7.6) | (20.7) | 0\% | 173\% |
| Others | 2.0 | 2.1 | 8.3 | 6\% | 296\% |
| Credicorp and Others (3) | (17.0) | (8.2) | (26.4) | -52\% | 223\% |
| Credicorp Ltd. | (18.9) | (7.9) | (27.0) | -58\% | 240\% |
| Net income attributable to Credicorp <br> (1) Includes Banco de Crédito de Bolivia. | 130.7 | 181.9 | 230.3 | 39\% | 27\% |
| (2) Includes Grupo Crédito, Servicorp. |  |  |  |  |  |
| (3) 2006 includes -16.4 M M of taxes on dividends and -4.2 M M of loss in a FX hedging position over dividends. |  |  |  |  |  |
| 2004 includes US $\$ 19 \mathrm{MM}$ of Tequendama's net income and US $\$ 0.71 \mathrm{MM}$ of other provisions for contingencies and expenses ofTequendama's |  |  |  |  |  |

## BCP - Financial Highlights

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BCP shows continuing business expansion, leading to record net earnings ...

| Key Figures of Results (US\$MM) | 4Q05 | 3006 | 4006 | $\begin{aligned} & \text { \% Growth } \\ & \text { QoQ } \end{aligned}$ | \% Growth YoY | 2005 | 2006 | $\begin{aligned} & \text { \% Growth } \\ & \text { 2006/2005 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 102.3 | 107.1 | 117.7 | 10.0\% | 15.1\% | 385.5 | 443.7 | 15.1\% |
| Provisions, net | (5.3) | 7.4 | (3.2) | -143.1\% | -40.0\% | (0.1) | (1.9) | 1433.9\% |
| Non interest income | 68.4 | 74.2 | 82.1 | 10.6\% | 20.0\% | 259.6 | 295.7 | 13.9\% |
| Operating expenses | (87.7) | (116.7) | (110.2) | -5.5\% | 25.8\% | (369.7) | (422.8) | 14.4\% |
| Transl. Results, PWS \& Income Tax | (29.9) | (19.1) | (18.7) | -2.1\% | -37.6\% | (91.2) | (66.9) | -26.6\% |
| NET INCOME | 47.8 | 52.8 | 67.7 | 28.1\% | 41.6\% | 184.2 | 247.8 | 34.5\% |


| Balance Sheet (US\$MM) | Dec. 05 | Sept. 06 | Dec. 06 | $\begin{aligned} & \text { \% Growth } \\ & \text { QoQ } \end{aligned}$ | \% Growth YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | 9,316.8 | 9,717.5 | 10,803.2 | 11.2\% | 16.0\% |
| -Cash \& Banks | 2,453.3 | 2,452.4 | 2,555.2 | 4.2\% | 4.2\% |
| -Total Loans, net | 4,674.8 | 5,328.6 | 5,683.3 | 6.7\% | 21.6\% |
| -Investment Portfolio | 1,684.8 | 1,357.6 | 1,942.6 | 43.1\% | 15.3\% |
| Total Deposits | 6,676.3 | 7,455.1 | 8,356.8 | 12.1\% | 25.2\% |
| Net equity | 877.4 | 890.4 | 964.0 | 8.3\% | 9.9\% |

Retail \& SME continue being the growth drivers..


## BCP - Financial Highlights

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Retail \& SME also continue being the main contributors to Net Income ...
...stronger Retail \& SME growth should contribute to preserve margins...


## BCP - Financial Highlights

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Despite the aggressive competition, BCP maintains its leadership in deposits and loans...


* Daily average balance. Includes Credileasing and foreign branches. It doesn't include BCB.

Further improvement of loan quality led to continuing reversals \& recoveries of provisions...



- Provisions/Total Average Loans
$\square$ Provisions/Net interest income



Based on yearly performance, higher earnings led to improvement of all performance ratios



Atlantic remains a stable off-shore banking operation - a stable contributor to Credicorp...

| Breakdown of Total Assets |  |  |  |
| :---: | :---: | :---: | :---: |
| 158 | 133 | $\left.131\right\|^{80}$ | $\square$ Others |
|  |  |  |  |
|  | 691 | 739 |  |
|  |  |  | $\square$ Loans, net |
| 521 |  |  | - Cash and Due to banks |
| 359 | 463 | 430 |  |
| Dec. 05 | ept. 06 | Dec. 06 |  |

AuM \& Deposits (US\$ Millions)


| Net Income (US\$ MFllions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q06 | 4Q06 | 4Q06/3Q06 | 2005 | 2006 | 2006/2005 |  |
| Net Interest Income | 3.2 | 4.3 | 35.5\% | 12.9 | 14.5 | 12.2\% |  |
| Provisions | 0.4 | 0.0 | -100.0\% | -1.9 | -1.9 | 0.0\% |  |
| Fee Income | 1.3 | 1.7 | 25.7\% | 4.9 | 6.1 | 24.5\% |  |
| Net gains from sale of sec. | 0.4 | 0.3 | -27.0\% | 3.9 | 5.2 | 33.3\% |  |
| Net gains on FX transact. | -0.2 | -0.1 | -57.7\% | 0.4 | -0.7 | -275.0\% |  |
| Other Income | 0.6 | 0.02 | -96.9\% | 0.8 | 0.8 | 0.0\% |  |
| Oper. Expenses | -2.0 | -2.3 | 13.3\% | -7.5 | -8.3 | 10.7\% | 11 |
| NET INCOME \& CONTRIB. TO BAP | 3.8 | 4.0 | 5.0\% | 13.5 | 15.7 | 16.1\% |  |

## PPS - Financial Highlights

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.changes in the insurance business are leading to recovered profitability...

| Breakdown of Total Premiums by Segment |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (US\$ Millions) | 3Q06 | 4Q06 | 4Q06/3Q06 | 2005 | 2006 | 2006/2005 |  |  |  |  |  |
| P\&C | 46.4 | 39.7 | -15\% | 172.9 | 178.4 | 3\% |  |  |  |  |  |
| Life Insurance | 29.9 | 27.9 | -7\% | 110.5 | 117.1 | 6\% |  |  |  |  |  |
| Health Insurance | 19.4 | 20.0 | 3\% | 75.7 | 77.1 | 2\% |  |  |  |  |  |
| Total Premiums | 95.7 | 87.6 | -9\% | 359.0 | 372.6 | 4\% | Ratios | 3 Q 06 | 4Q06 | 2005 | 2006 |
|  |  |  |  |  |  |  | Combined Ratio | 99.5\% | 101.8\% | 106.3\% | 104.4\% |
| Net Premiums Earned | 67.4 | 66.9 | -1\% | 222.5 | 259.1 | 16\% | Claims / Net prem. earned Operating Exp.+Comm./Net | 66.0\% | 75.5\% | 76.1\% | 69.6\% |
| Underwriting Results | 11.9 | 7.0 | -41\% | 19.6 | 34.8 | 78\% | prem. Earned | 33.5\% | 26.3\% | 30.2\% | 34.8\% |
| Operating Expenses | 25.9 | 30.0 | 16\% | 84.5 | 107.7 | 27\% | Net loss ratio | 68.5\% | 72.4\% | 78.9\% | 72.0\% |
| Net Income | 6.6 | 42.6 | 546\% | 13.1 | 59.1 | 350\% |  |  |  |  |  |
| (-) Minority Interest in P. Vida | 1.1 | 2.4 | 126\% | 6.1 | 5.7 | -6\% |  |  |  |  |  |
| Net income after M.I. | 5.5 | 40.1 | 627\% | 7.0 | 53.3 | 660\% |  |  |  |  |  |
| Contrib. | 4.6 | 4.5 | -2\% | 5.6 | 14.5 | 159\% |  |  |  |  |  |
|  |  | Net Ea | rnings per | Company ( | US\$, thoust | ands) |  |  |  |  |  |
|  |  | PPS | Life after Minority Interest | Health | Net Income | Adjustments for consolidation | $\begin{array}{\|c\|} \hline \text { Total } \\ \text { Contribution } \\ \text { to BAP } \\ \hline \end{array}$ |  |  |  |  |
| 4Q05 |  | $(3,741)$ | 5,732 | $(1,283)$ | 708 | 197 | 905 |  |  |  |  |
| 1 Q06 |  |  | 1,459 | 1,433 | 2,941 4 4 | (252) | 2,689 |  |  |  |  |
| 3Q06 |  |  | 1,740 | 1,278 | 5,519 | (933) | 4,586 |  |  |  | 12 |
| 4Q06 |  | 35,165 | 4,095 | 885 | 40,144 | $(35,610)$ | 4,534 |  |  |  |  |

Prima AFP completed its merger process with stronger losses than expected..


## Overview

.. 4 Q06 results were back at expected levels and 2006 year end results confirm our long term strategy...

- BCP continues its growth path focusing in Retail \& SME and transactional business...
- Net earnings for 2006 reached record levels at Credicorp with US $\$ 230$ million and BCP with US\$ 248 million...
- BCP's distribution network grows over 70\% through low cost outlets...(Agente ViaBCP)
- Successful placement of US\$ 120 million subordinated debt in the international markets
(1st of its kind for a Peruvian entity)...
- Obtained investment grade rating from Fitch for senior foreign currency debt...
- Received "Best Bank" awards from Euromoney, Latin Finance and The Bankers, and other re-known awards such as

Iberoamericano de Calidad and Creatividad Empresarial

- Elements that generate income volatility are being eliminated...
- ASHC remains a stable business and steady earnings contributor...
- PPS shows a continuation of improved profitability in all fronts...
- Successful acquisition and merger of Unión Vida AFP into Prima and positioning Prima as an important market player..
- Credicorp ratios for the year 2006 reflect a solid $27 \%$ net earnings growth reaching $18.5 \%$ ROAE and $43.5 \%$ efficiency ratio


## Overview

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Increased net income led to improved profitability ratios,


Cost/Income
but higher operating costs had a negative impact on efficiency for 2006...


Stock performance reflects market recognition



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## 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 statement 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 forwardlooking 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.

