## CREDICORP

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## II. Operating segments

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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 - Organizational structure

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


## I.3. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 11,347 million as of May 10, 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 |

## I.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 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 + Fees + Underwriting expenses $) /$ Net earned premiums $)$ ). Does not include insurance Life business.

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)


## I.4. Credicorp - Financial performance

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

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


Change in the mix of BAP's loan portfolio: Retail expansion
(1) Includes Edyficar.
(2) Includes BCP Bolivia, ASB and others.

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

## Loan by segment and currency

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million Soles |  | \% nominal change | \% currency adjusted change | DOMESTIC CURRENCY LOANS <br> Expressed in million Soles |  |  | FOREIGN CURRENCY LOANS <br> Expressed in million USD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 4Q15 |  |  | 4Q14 | 4Q15 | YoY | 4Q14 | 4Q15 | YoY |
| BCP Stand-alone | 65,229 | 76,142 | 16.7\% | 11.8\% | 34,154 | 47,157 | 38.1\% | 10,563 | 8,636 | -18.2\% |
| Wholesale Banking | 34,459 | 41,262 | 19.7\% | 13.1\% | 12,191 | 20,531 | 68.4\% | 7,570 | 6,177 | -18.4\% |
| Corporate | 21,828 | 27,218 | 24.7\% | 17.7\% | 8,233 | 13,359 | 62.3\% | 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\% | 10.4\% | 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 | 91,357 | 16.8\% | 11.6\% | 40,942 | 54,234 | 32.5\% | 12,673 | 11,061 | -12.7\% |

## I.4. Credicorp - 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 (\%)


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

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  | $\begin{gathered} \text { ROAE } \\ \hline \text { Year } \end{gathered}$ |  | 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 | 212 | 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.


## I.4. Credicorp - 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 <br> 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).

## I.5. Credicorp - Quarterly overview

Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |
| Results | Net income (S/. Millions) | 833.2 | 733.0 | 819.6 | 11.8\% | -1.6\% |
|  | Recurring net income (S/. Millions) | 696.2 | 769.6 | 823.3 | 7.0\% | 18.3\% |
| Profitability | ROAE ${ }^{(1)}$ | 22.8\% | 18.7\% | 19.4\% | 70 bps | -340 bps |
|  | Recurring ROAE ${ }^{(2)}$ | 19.7\% | 19.9\% | 20.2\% | 30 bps | 50 bps |
|  | ROAA ${ }^{(1)}$ | 2.3\% | 1.9\% | 2.0\% | 10 bps | -30 bps |
|  | Recurring ROAA ${ }^{(3)}$ | 2.0\% | 2.0\% | 2.1\% | 10 bps | 10 bps |
|  | NIM, interest earning assets | 5.73\% | 5.55\% | 5.33\% | -22 bps | -40 bps |
|  | NIM after provisions | 4.12\% | 4.14\% | 4.09\% | $-5 \mathrm{bps}$ | -3 bps |
|  | NIM on loans | 8.4\% | 8.5\% | 8.2\% | -25 bps | -18 bps |
| Loan portfolio quality | Internal overdue ratio | 2.58\% | 2.56\% | 2.71\% | 15 bps | 13 bps |
|  | NPL | 3.40\% | 3.41\% | 3.53\% | 12 bps | 13 bps |
|  | Cost of risk | 2.46\% | 2.23\% | 1.98\% | -25 bps | -48 bps |
|  | Coverage of internal overdue loans | 164.5\% | 166.2\% | 159.3\% | -690 bps | -520 bps |
|  | Coverage of NPLs | 124.8\% | 124.7\% | 122.2\% | -250 bps | -260 bps |
| Insurance indicators | Combined ratio of P\&C ${ }^{(4)}$ | 92.4\% | 86.5\% | 90.7\% | 420 bps | -170 bps |
|  | Loss ratio | 56.6\% | 59.7\% | 57.4\% | -230 bps | 80 bps |
|  | Underw ritting result / net earned premiums | 15.3\% | 20.2\% | 15.8\% | -440 bps | 50 bps |
| Efficiency | Efficiency ratio | 41.8\% | 44.4\% | 42.2\% | -220 bps | 40 bps |
|  | Operating expenses / Total assets | 3.6\% | 3.7\% | 3.3\% | -40 bps | -30 bps |

(1) Averages are determined as the average of period-beginning and period-ending balances.
(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

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

Recurring net income improved QoQ, leading to a recurring ROAE of $20.2 \%$ for 1 Q16

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  |  |  |  | ROAE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | \%change |  | \% of BAP's Net income 1Q16 ${ }^{(7)}$ | Quarter |  |  |
|  | 1015 | 4Q15 | 1 Q16 | QoQ | YoY |  | 1 Q15 | 4Q15 | 1 Q16 |
| Banco de Crédito BCP ${ }^{(1)}$ | 571 | 662 | 674 | 1.9\% | 18.0\% | 84.7\% | 23.8\% | 23.4\% | 23.6\% |
| Mibanco ${ }^{(2)}$ |  |  |  |  |  |  | 14.4\% | 17.1\% | 22.6\% |
| Mibanco including goodw ill ${ }^{(2)}$ | 41 | 54 | 71 | 32.6\% | 76.1\% | 9.0\% | 12.8\% | 15.5\% | 20.4\% |
| BCB | 15 | 15 | 21 | 39.2\% | 42.1\% | 2.6\% | 11.9\% | 10.8\% | 14.5\% |
| Grupo Pacífico ${ }^{(3)}$ | 168 | 62 | 67 | 8.9\% | -59.9\% | 8.5\% | 36.4\% | 13.4\% | 13.0\% |
| Prima | 40 | 38 | 40 | 3.6\% | -1.3\% | 5.0\% | 30.5\% | 27.5\% | 30.3\% |
| Credicorp Capital ${ }^{(4)}$ | 17 | (44) | 17 | -137.8\% | -3.4\% | 2.1\% | 12.0\% | -31.3\% | 11.7\% |
| Atlantic Security Bank | 20 | 16 | (4) | -127.9\% | -122.6\% | -0.6\% | 12.9\% | 9.5\% | -2.5\% |
| Others ${ }^{(5)}$ | (12) | (2) | 2 | -206.3\% | -119.7\% | 0.3\% | - | - | - |


| Net income and ROAE Credicorp | 805 | 731 | 796 | 8.8\% | -1.1\% | 100.0\% | 22.8\% | 18.7\% | 19.4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Recurring net income and ROAE of Credicorp ${ }^{(6)}$ | 696 | 770 | 823 | 7.0\% | 18.3\% |  | 19.7\% | 19.9\% | 20.2\% |

(1) Includes Banco de Credito de Bolivia and Mibanco. Figures of 2015 do not include the gain on sale of BCI 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. Figure of 4Q15 differs from previously reported. The ROAE excluding income from the agreement with Banmedica and gain or loss for translation is 12.1\% in 1Q15 and 15.5\% in 4Q15.
(4) Figure of 4Q15 differs from previously reported, the recurring ROAE is $8.2 \%$ in 4 Q15.
(5) 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.
(6) 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).
(7) Net contribution of each subsidiary as a percentage of BAP's net income.

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


## I.6.b Credicorp - Loan portfolio

Total loans were up $1.3 \%$ QoQ in quarter-end balances, while average daily balances expanded $+1.7 \%$ QoQ...

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


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

Loan book expansion comes mainly from LC loan book and it is driven by low-margin businesses ...

Loan by segment
(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million soles |  |  |  |  | \%Part. in total loans 1Q15 1Q16 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |  |  |
| BCP Stand-alone | 67,729 | 76,142 | 77,206 | 1.4\% | 14.0\% | 83.3\% | 83.1\% |
| Wholesale Banking | 36,110 | 41,262 | 41,816 | 1.3\% | 15.8\% | 44.4\% | 45.0\% |
| Corporate | 23,414 | 27,218 | 28,087 | 3.2\% | 20.0\% | 28.8\% | 30.2\% |
| Middle - Market | 12,696 | 14,044 | 13,730 | -2.2\% | 8.1\% | 15.6\% | 14.8\% |
| Retail Banking | 31,118 | 34,250 | 34,726 | 1.4\% | 11.6\% | 38.3\% | 37.4\% |
| SME - Business | 3,237 | 4,064 | 4,322 | 6.4\% | 33.5\% | 4.0\% | 4.7\% |
| SME - Pyme | 6,928 | 7,429 | 7,376 | -0.7\% | 6.5\% | 8.5\% | 7.9\% |
| Mortgage | 11,332 | 12,164 | 12,375 | 1.7\% | 9.2\% | 13.9\% | 13.3\% |
| Consumer | 6,120 | 6,442 | 6,414 | -0.4\% | 4.8\% | 7.5\% | 6.9\% |
| Credit Card | 3,501 | 4,152 | 4,239 | 2.1\% | 21.1\% | 4.3\% | 4.6\% |
| Others ${ }^{(1)}$ | 501 | 630 | 663 | 5.3\% | 32.4\% | 0.6\% | 0.7\% |
| Mibanco ${ }^{(2)}$ | 7,447 | 7,656 | 7,832 | 2.3\% | 5.2\% | 9.2\% | 8.4\% |
| Bolivia | 3,590 | 4,509 | 4,767 | 5.7\% | 32.8\% | 4.4\% | 5.1\% |
| ASB | 2,500 | 3,051 | 3,115 | 2.1\% | 24.6\% | 3.1\% | 3.4\% |
| BAP's total loans | 81,266 | 91,357 | 92,919 | 1.7\% | 14.3\% | 100\% | 100\% |

Loan by currency
(in average daily balances)


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

The loan portfolio in local currency grew 3.3\% QoQ and 29.1\% YoY...

|  | DOMESTIC CURRENCY LOANS <br> (Expressed in million Soles) |  |  |  |  | \% Part. in total loans$1 \text { Q16 }$ | FOREIGN CURRENCY LOANS <br> (Expressed in million USD) |  |  |  |  | \% Part. in total loans1Q16 | \% part. by currency 1Q16 <br> LC FC |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1 Q16 | QoQ | YoY |  | 1Q15 | 4Q15 | 1 Q16 | QoQ | YoY |  |  |  |
| BCP Stand-alone | 36,434 | 47,157 | 48,768 | 3.4\% | 33.9\% | 87.0\% | 10,155 | 8,636 | 8,269 | -4.3\% | -18.6\% | 77.1\% | 63.2\% | 36.8\% |
| Wholesale Banking | 13,742 | 20,531 | 21,646 | 5.4\% | 57.5\% | 38.6\% | 7,258 | 6,177 | 5,866 | -5.0\% | -19.2\% | 54.7\% | 51.8\% | 48.2\% |
| Corporate | 9,362 | 13,359 | 14,611 | 9.4\% | 56.1\% | 26.1\% | 4,561 | 4,129 | 3,920 | -5.1\% | -14.0\% | 36.6\% | 52.0\% | 48.0\% |
| Middle-Market | 4,380 | 7,172 | 7,035 | -1.9\% | 60.6\% | 12.6\% | 2,699 | 2,048 | 1,946 | -5.0\% | -27.9\% | 18.1\% | 51.2\% | 48.8\% |
| Retail Banking | 22,561 | 26,444 | 26,920 | 1.8\% | 19.3\% | 48.0\% | 2,777 | 2,326 | 2,269 | -2.5\% | -18.3\% | 21.2\% | 77.5\% | 22.5\% |
| SME - Business | 1,026 | 1,807 | 1,952 | 8.1\% | 90.4\% | 3.5\% | 718 | 672 | 689 | 2.4\% | -4.0\% | 6.4\% | 45.2\% | 54.8\% |
| SME - Pyme | 6,245 | 6,907 | 6,890 | -0.2\% | 10.3\% | 12.3\% | 222 | 156 | 141 | -9.2\% | -36.2\% | 1.3\% | 93.4\% | 6.6\% |
| Mortgage | 7,326 | 8,648 | 8,879 | 2.7\% | 21.2\% | 15.8\% | 1,300 | 1,048 | 1,016 | -3.0\% | -21.8\% | 9.5\% | 71.7\% | 28.3\% |
| Consumer | 4,842 | 5,378 | 5,406 | 0.5\% | 11.6\% | 9.6\% | 415 | 317 | 293 | -7.6\% | -29.4\% | 2.7\% | 84.3\% | 15.7\% |
| Credit Card | 3,121 | 3,704 | 3,793 | 2.4\% | 21.5\% | 6.8\% | 123 | 133 | 130 | -2.7\% | 5.1\% | 1.2\% | 89.5\% | 10.5\% |
| Others (1) | 131 | 183 | 202 | 10.6\% | 54.8\% | 0.4\% | 120 | 133 | 134 | 0.7\% | 11.5\% | 1.3\% | 30.5\% | 69.5\% |
| Mibanco (2) | 6,990 | 7,076 | 7,274 | 2.8\% | 4.1\% | 13.0\% | 148 | 173 | 162 | -6.1\% | 9.3\% | 1.5\% | 92.9\% | 7.1\% |
| Bolivia | - | - | - | - | - | 0.0\% | 1,165 | 1,343 | 1,386 | 3.2\% | 19.0\% | 12.9\% | 0.0\% | 100.0\% |
| ASB | - | - | - | - | - | 0.0\% | 811 | 909 | 905 | -0.4\% | 11.6\% | 8.4\% | 0.0\% | 100.0\% |
| Total loans | 43,424 | 54,234 | 56,041 | 3.3\% | 29.1\% | 100.0\% | 12,279 | 11,061 | 10,723 | -3.1\% | -12.7\% | 100.0\% | 60.3\% | 39.7\% |

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

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

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



## 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 loan portfolio, with certain exceptions ${ }^{(2)}$, de-dollarized by $\mathbf{3 4 \%}$ (vs. 20\% target at Dec 16)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by 34\% (vs. 30\% target at Dec 16)
3. FX risk on credit risk ${ }^{(3)}$ - BCP Stand-alone


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

The cost of risk fell -25 bps in 1Q16 vs. 4Q15 and situated at $1.98 \%$, the lowest level since 1Q13 (1.75\%) ...

Evolution of Credicorp's Portfolio quality and Cost of risk


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

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

Internal overdue ratio by segment


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

Loan quality at Wholesale Banking remained relatively stable YoY and BCP Bolivia showed some deterioration QoQ...


Wholesale Banking



The increase in the delinquency ratios is attributable to BCP's strategy to focus on medium-risk clients to maximize profitability...


Risk profile of new clients ${ }^{(2)}$


[^1]Early delinquency was slightly above 1Q15's level because of the segmentation process conducted in 1Q16...


Risk profile of new vintages


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


Risk profile of new vintages


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

Credit Cards show a slight increase in delinquency ratios of the last two quarters but it is still comfortably within our risk appetite...


Risk profile of new vintages


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

Consumer segment is still a work in progress due to volatility in its cost of risk ...


Risk profile of new vintages


Mibanco's delinquency ratios improved due to better portfolio quality, loan expansion and write-offs ...

Mibanco ${ }^{(1)}$


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

Lower NIM in QoQ was mainly due to portfolio mix and higher average funding cost in LC....

Net interest income

| Net interest income S/ 000 | Quarter |  |  | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |
| Interest income | 2,377,217 | 2,669,558 | 2,664,565 | -0.2\% | 12.1\% |
| Interest expense | 591,855 | 694,118 | 717,875 | 3.4\% | 21.3\% |
| Net interest income | 1,785,362 | 1,975,440 | 1,946,690 | -1.5\% | 9.0\% |
| Net provisions for loan losses | $(502,136)$ | $(502,574)$ | $(453,237)$ | -9.8\% | -9.7\% |
| Net interest income after provisions | 1,283,226 | 1,472,866 | 1,493,453 | 1.4\% | 16.4\% |

Historical NIM, NIM after provisions, Adjusted NIM \& Adjusted NIM after provisions


NIM breakdown by subsidiary

| NIM Breakdown | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp ${ }^{(2)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| NIM for 1Q15 ${ }^{(3)}$ | $5.05 \%$ | $14.12 \%$ | $4.39 \%$ | $2.15 \%$ | $5.73 \%$ |
| NIM for 4Q15 | $4.85 \%$ | $14.43 \%$ | $4.15 \%$ | $2.15 \%$ | $5.55 \%$ |
| NIM for 1Q16 | $4.52 \%$ | $14.47 \%$ | $4.31 \%$ | $2.03 \%$ | $5.33 \%$ |

[^2]Non-financial income decreased this Q due primarily to lower net gains on FX transactions ...

Non-financial income (S/ Millions)


| (S/ Millions) | Quarter |  |  |
| :--- | ---: | ---: | ---: |
|  |  | 1 Q15 | 4 Q15 |

[^3]
## I.6.f. Credicorp - Operating efficiency and expenses

Credicorp's efficiency ratio dropped 220 bps QoQ and increased 40 bps YoY...

Operating expenses (S/ Millions)


|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q15 | 39.7\% | 60.5\% | 65.3\% | 21.7\% | 25.6\% | 41.9\% | 97.9\% | 41.8\% |
| 4Q15 ${ }^{(3)}$ | 43.5\% | 56.2\% | 64.6\% | 29.8\% | 22.2\% | 43.4\% | 102.3\% | 44.4\% |
| 1Q16 | 39.1\% | 60.5\% | 58.2\% | 24.7\% | 29.2\% | 44.7\% | 120.7\% | 42.2\% |
| Var. QoQ | -440 bps | +430 bps | -640 bps | -510 bps | +700 bps | +130 bps | +184 bps | -220 bps |
| Var. YoY | -60 bps | 0 bps | -710 bps | +30 bps | +360 bps | +280 bps | +2,280 bps | +40 bps |

(1) Credicorp also includes Grupo Crédito and eliminations for consolidation purposes.
(2) (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).
(3) Figures of Credicorp differ from those previously reported, please consider the data presented on this report.

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

Funding cost continued to increase in 1Q16, although it was a minor increase of 3 bps QoQ and 12 bps YoY ...


## I.6.g. Credicorp - Deposits

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

Deposit Dollarization


Deposits - Evolution and participation

| Deposits <br> S/ 000 | Quarter |  |  | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1 Q16 | QoQ | YoY |
| Non-interest bearing deposits | 21,498,770 | 24,311,350 | 24,712,319 | 1.6\% | 14.9\% |
| Demand deposits | 6,385,889 | 6,159,876 | 8,736,665 | 41.8\% | 36.8\% |
| Saving deposits | 22,368,542 | 24,904,566 | 25,534,015 | 2.5\% | 14.2\% |
| Time deposits | 22,436,049 | 27,719,786 | 26,657,864 | -3.8\% | 18.8\% |
| CTS deposits ${ }^{(1)}$ | 6,204,360 | 7,183,421 | 6,563,463 | -8.6\% | 5.8\% |
| Interest payable | 249,293 | 314,303 | 554,108 | 76.3\% | 122.3\% |
| Total deposits | 79,142,903 | 90,593,302 | 92,758,434 | 2.4\% | 17.2\% |

[^4]
## I.6.h. BCP Consolidated - Overall market shares

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


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

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


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

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


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

| Total Regulatory Capital (A) | Mar 15 | Dec 15 | Mar 16 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital Requirements (B) | 17,823 | 18,615 | 20,868 |
| Compliance with Capital Requirement (A) /(B) | $\mathbf{1 4 , 9 6 6}$ | $\mathbf{1 6 , 4 0 1}$ | 17,231 |

(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 $=105 \%$.

## I.6.i. BCP Stand-alone - Capital ratios ${ }^{(1)}$

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 $=10 \%$.
(3) Regulatory Capital / Risk-weighted assets. Legal minimum $=10 \%$.

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.

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

The Common Equity Tier 1 Ratio increased this $Q$ and situated at $8.81 \% \ldots$

Common Equity Tier 1 ratio

(1) The gain on sale of BCl shares to Credicorp contributed around 40 bps to the level of retained earning on the Common Equity Tier 1 ratio.
(2) Includes investments in BCP Bolivia and other subsidiaries.

## I.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





## I.7. Credicorp - Corporate governance

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

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


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

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

## I.8. Strategy - Corporate initiatives 2016-2018

Our medium - long term strategy is focused on ...

## Risk Management

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


## Customers

- Digital banking



## Efficiency

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


## Profitability

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


## I.8. Corporate risk management strategy

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

## Objective

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


## Scope

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


## General Principles

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

- Sufficiency and quality of resources associated with risk management.
- Compliance with the Credicorp's Code of Ethics.


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

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

## Strong franchise

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


## Sound funding structure

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


## Human Capital

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


## Largest network

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


## Brand recognition

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


## Information

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


## I.8. Grupo Pacifico - Strategy

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

Objectives


- Business process improvement
- Superior quality of service
- Achieve a more efficient organizational structure
- 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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## II.1. BCP Consolidated - Overview 1Q16(1)

$B C P$ is the largest bank and the leading supplier of integrated financial services in Peru...

| Summary of results (S/ Millions) |  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q15 | 4Q15 | 1Q16 | QoQ | Yoy |
| Results | Net interest income | 1,611 | 1,776 | 1,707 | -3.9\% | 6.0\% |
|  | Provisions for loan losses | 497 | 492 | 437 | -11.2\% | -12.0\% |
|  | Non-financial income | 1,107 | 779 | 726 | -6.8\% | -34.4\% |
|  | Operating expenses | 1,013 | 1,161 | 1,033 | -11.0\% | 2.0\% |
|  | Operating income ${ }^{(2)}$ | 1,208 | 902 | 963 | 6.7\% | -20.3\% |
|  | Net income | 859 | 688 | 702 | 2.1\% | -18.3\% |
|  | Assets | 121,981 | 135,838 | 138,896 | 2.3\% | 13.9\% |
|  | Loans, net | 76,466 | 84,213 | 81,311 | -3.4\% | 6.3\% |
|  | Deposits | 75,241 | 86,122 | 81,847 | -5.0\% | 8.8\% |
|  | Net equity | 10,131 | 12,114 | 11,631 | -4.0\% | 14.8\% |
| Ratios | Net interest margin (\%) | 5.76\% | 5.52\% | 5.36\% | -16 bps | -40 bps |
|  | NIM on loans (\%) ${ }^{(3)}$ | 5.63\% | 5.78\% | 5.48\% | -30 bps | -15 bps |
|  | ROAE (\%) ${ }^{(4)}$ | 34.3\% | 23.4\% | 23.7\% | +30 bps | -106 bps |
|  | ROAA (\%) ${ }^{(4)}$ | 2.9\% | 2.0\% | 2.0\% | 0 bps | -90 bps |
|  | Efficiency ratio (\%) | 43.0\% | 45.5\% | 42.1\% | -340 bps | -90 bps |
|  | Internal overdue ratio (\%) | 2.64\% | 2.62\% | 2.81\% | +19 bps | +17 bps |
|  | NPL ratio (\%) | 3.47\% | 3.50\% | 3.67\% | +17 bps | +20 bps |
| Netw ork | Branches ${ }^{(1)}$ | 821 | 830 | 834 | 0.5\% | 1.6\% |
|  | Agentes BCP ${ }^{(1)}$ | 4,835 | 5,782 | 5,791 | 0.5\% | 3.6\% |
|  | ATMs ${ }^{(1)}$ | 2,476 | 2,552 | 2,564 | 0.2\% | 19.8\% |
|  | Employees | 28,777 | 28,941 | 28,754 | -0.6\% | -0.1\% |

(1) Includes BCP Stand-alone, Mibanco and BCP Bolivia. Due to the rearrangement of BCP Bolivia's organizational structure:

Balance Sheet: Since 1Q16, figures are included in Other Assets and Other Liabilities.
Profit and Loss: All quarters' figures are registered as Discontinued Operations.
(2) Income before translation results and income taxes.
(3) NIM on loans = [(Interest on loans - Total financial expenses * Share of total loans within total earning assets)*4] / [Average of total loans (the beginning and closing balances of the period] .
(4) Average are determined as the average of period-beginning and period-ending balances.

## II.1. BCP Consolidated - Assets and liabilities breakdown

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

Assets breakdown
(S/ 138.9 Bn. as of March 2016)

Liabilities breakdown
(S/ 127.1 Bn. as of March 2016)


Cash and due from banks (March 2016):
$12.0 \%$ non-interest bearing
88.0\% interest bearing


Liabilities

[^6]
## II.1. BCP Stand-alone - Loan portfolio by segment ${ }^{(1)}$

Total loans in average daily balances expanded $+4.7 \%$ QoQ mainly due to growth in corporate loans...

Loan portfolio mix by segment - Avg. daily balances


Loan portfolio evolution by segment ${ }^{(1)}$

| Loans | Quarter |  |  | $\%$ change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| S/ Millions | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |
| Wholesale Banking | 34,459 | 39,405 | 39,405 | $4.7 \%$ | $\mathbf{1 9 . 7 \%}$ |
| Corporate | 21,828 | 25,867 | 25,867 | $5.2 \%$ | $24.7 \%$ |
| Middle - Market | 12,631 | 13,538 | 13,538 | $3.7 \%$ | $11.2 \%$ |
| Retail Banking | $\mathbf{3 0 , 3 1 3}$ | $\mathbf{3 2 , 8 1 1}$ | $\mathbf{3 2 , 8 1 1}$ | $4.4 \%$ | $\mathbf{1 3 . 0 \%}$ |
| SME - Business | 3,184 | 3,718 | 3,718 | $9.3 \%$ | $27.6 \%$ |
| SME - Pyme | 7,084 | 7,102 | 7,102 | $4.6 \%$ | $4.9 \%$ |
| Mortgage | 10,951 | 11,819 | 11,819 | $2.9 \%$ | $11.1 \%$ |
| Consumer | 5,863 | 6,247 | 6,247 | $3.1 \%$ | $9.9 \%$ |
| Credit Card | 3,232 | 3,925 | 3,925 | $5.8 \%$ | $28.5 \%$ |
| Others ${ }^{(2)}$ | $\mathbf{4 5 7}$ | 567 | $\mathbf{5 6 7}$ | $\mathbf{1 1 . 0 \%}$ | $\mathbf{3 7 . 9 \%}$ |
| Total loans | $\mathbf{6 5 , 2 2 9}$ | $\mathbf{7 2 , 7 8 3}$ | $\mathbf{7 2 , 7 8 3}$ | $\mathbf{4 . 7 \%}$ | $\mathbf{1 5 . 8 \%}$ |

[^7](2) Includes work out unit.

## II.1. BCP Stand-alone - Loan portfolio by segment ${ }^{(1)}$

The loan portfolio in local currency grew 3.4\% QoQ and 33.9\% YoY...

1. Dollarization by segment YoY

FC portfolio participation: BCP Stand-alone: $46.2 \%$ in 1Q15 and $36.8 \%$ in 1Q16


|  | DOMESTIC CURRENCY LOANS <br> (Expressed in million Soles) |  |  |  |  | \% Part. in total loans1Q16 | FOREIGN CURRENCY LOANS <br> (Expressed in million USD) |  |  |  |  | \% Part. in total loans |  | $\begin{aligned} & \text { t. by } \\ & \text { 1Q16 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY | 1Q16 | LC | FC |
| Wholesale Banking | 13,742 | 20,531 | 21,646 | 5.4\% | 57.5\% | 44.4\% | 7,258 | 6,177 | 5,866 | -5.0\% | -19.2\% | 70.9\% | 51.8\% | 48.2\% |
| Corporate | 9,362 | 13,359 | 14,611 | 9.4\% | 56.1\% | 30.0\% | 4,561 | 4,129 | 3,920 | -5.1\% | -14.0\% | 47.4\% | 52.0\% | 48.0\% |
| Middle-Market | 4,380 | 7,172 | 7,035 | -1.9\% | 60.6\% | 14.4\% | 2,699 | 2,048 | 1,946 | -5.0\% | -27.9\% | 23.5\% | 51.2\% | 48.8\% |
| Retail Banking | 22,561 | 26,444 | 26,920 | 1.8\% | 19.3\% | 55.2\% | 2,777 | 2,326 | 2,269 | -2.5\% | -18.3\% | 27.4\% | 77.5\% | 22.5\% |
| SME - Business | 1,026 | 1,807 | 1,952 | 8.1\% | 90.4\% | 4.0\% | 718 | 672 | 689 | 2.4\% | -4.0\% | 8.3\% | 45.2\% | 54.8\% |
| SME - Pyme | 6,245 | 6,907 | 6,890 | -0.2\% | 10.3\% | 14.1\% | 222 | 156 | 141 | -9.2\% | -36.2\% | 1.7\% | 93.4\% | 6.6\% |
| Mortgage | 7,326 | 8,648 | 8,8 | 2.7\% | 21.2\% | 18.2\% | 1,300 | 1,048 | 1,016 | -3.0\% | -21.8\% | 12.3\% | 71.7\% | 28.3\% |
| Consumer | 4,842 | 5,378 | 5,406 | 0.5\% | 11.6\% | 11.1\% | 415 | 317 | 293 | -7.6\% | -29.4\% | 3.5\% | 84.3\% | 15.7\% |
| Credit Card | 3,121 | 3,704 | 3,793 | 2.4\% | 21.5\% | 7.8\% | 123 | 133 | 130 | -2.7\% | 5.1\% | 1.6\% | 89.5\% | 10.5\% |
| Others (1) | 131 | 183 | 202 | 10.6\% | 54.8\% | 0.4\% | 120 | 133 | 134 | 0.7\% | 11.5\% | 1.6\% | 30.5\% | 69.5\% |
| Total loans | 36,434 | 47,157 | 48,768 | 3.4\% | 33.9\% | 100.0\% | 10,155 | 8,636 | 8,269 | -4.3\% | -18.6\% | 100.0\% | 60.3\% | 39.7\% |

[^8](2) Includes work out unit,

## II.1. BCP Consolidated - Portfolio quality ${ }^{(1)}$

QoQ, Internal overdue ratio was $2.81 \%$ and Delinquency ratio over 90 days increased $11 \mathrm{bps} \ldots$

## NPL ratio, Internal overdue ratio \& Delinquency over 90 days (\%)



| 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14(1) | 2Q14 | 3Q14 | 4Q14 | 1Q15 | 2Q15 | 3Q15 | 4Q15 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | 1Q16

## II.1. BCP Consolidated - Internal overdue ratio

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

Internal overdue ratio by segment


## II.1. BCP Consolidated - Funding

BCRP instruments accounted for a larger share of funding YoY...


Funding structure


|  |  | BCP Stand-alone | Mibanco |
| :---: | :---: | :---: | :---: |
| Funding Cost | 1 Q15 | 1.80\% | 4.21\% |
|  | 4Q15 | 1.95\% | 4.43\% |
|  | 1 Q16 | 1.97\% | 4.64\% |
| Total L/D ratio | 1 Q15 | 105.7\% | 143.9\% |
|  | 4Q15 | 103.2\% | 132.0\% |
|  | 1 Q16 | 102.1\% | 137.5\% |
| LC L/D ratio | 1 Q15 | 119.3\% | 166.1\% |
|  | 4Q15 | 148.0\% | 161.9\% |
|  | 1Q16 | 151.4\% | 160.7\% |

## II.1. BCP Consolidated - Deposits

Core deposits (Demand, Saving and CTS deposits) expanded YoY...

Deposit dollarization measured in quarter-end balance


Deposits - Evolution and participation

| Deposits S/. Millions | Quarter |  |  | \%change |  | \% part. <br> 1 Q16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q15 | 4Q15 | 1 Q16 | QoQ | YoY |  |
| Demand deposits | 26,887,935 | 26,702,699 | 29,176,005 | 9.3\% | 8.5\% | 35.6\% |
| Saving deposits | 22,311,656 | 24,905,755 | 23,627,802 | -5.1\% | 5.9\% | 28.9\% |
| Time deposits | 19,623,112 | 27,055,689 | 22,318,699 | -17.5\% | 13.7\% | 27.3\% |
| Severance indemnity deposits (CTS) | 6,204,360 | 7,183,421 | 6,563,463 | -8.6\% | 5.8\% | 8.0\% |
| Other ${ }^{(2)}$ | 213,643 | 273,989 | 160,743 | -41.3\% | -24.8\% | 0.2\% |
| Total Deposits | 75,240,706 | 86,121,553 | 81,846,712 | -5.0\% | 8.8\% | 100.0\% |

Over $53 \%$ of BCP's total deposits are attributable to companies...


Total Deposits


Savings Deposits


Time Deposits


Demand Deposits


## II.1. BCP Stand-alone - Bonds and subordinated debt

Breakdown of international bonds represent $73 \%$ of the total international long-term debt, which in turns accounts for $81 \%$ of the total LT debt ...

| Bond | Issue date | Due date | Tenure (years) | Currency | Issued Amount ${ }^{(5)}$ | Outstanding Amount S/ (000) | Coupon rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hybrid | 01/11/2009 | 06/11/2019 | $60^{(1)}$ | USD | 250,000 | 831,500 | 9.75\% |
| Subordinated | 15/10/2007 | 15/10/2017 | $15^{(1)}$ | PEN | 483,280 | 483,280 | 7.17\% |
| Subordinated ${ }^{(2)}$ | 07/11/2006 | 07/11/2016 | $15^{(1)}$ | USD | 2,960 | 9,845 | 6.95\% |
| Subordinated | 06/09/2011 | 16/09/2021 | $15^{(1)}$ | USD | 476,120 | 1,583,575 | 6.88\% |
| Subordinated ${ }^{(3)}$ | 24/04/2012 | 24/04/2022 | $15^{(1)}$ | USD | 720,000 | 2,394,720 | 6.13\% |
| Corporate | 16/09/2010 | 16/09/2010 | 10 | USD | 800,000 | 2,660,800 | 5.38\% |
| Corporate ${ }^{(4)}$ | 01/04/2013 | 01/04/2023 | 10 | USD | 716,301 | 2,382,417 | 4.25\% |
| Corporate | 09/07/2014 | 09/01/2018 | 4 | USD | 230,154 | 765,492 | 2.75\% |
|  |  |  |  |  |  | 11,111,629 |  |


| Total LT <br> debt |  | Market |  |
| :--- | ---: | :---: | :---: |
|  |  | $\%$ |  |
| Local | 3,582 | $19 \%$ |  |
| International | 15,175 | $81 \%$ |  |
| Total | $\mathbf{1 8 , 7 5 7}$ | $\mathbf{1 0 0 \%}$ |  |

[^9]
## II.1. BCP Consolidated - Overall market shares

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


## II.1. BCP Consolidated - Financial performance

Net interest income was up $+15.8 \%$ YoY, mainly driven by loan growth...

Net interest income (S/. Millions)


Net interest margin


NIM by subsidiary

| NIM Breakdown | BCP Stand-alone | Mibanco | BCP Bolivia |
| :--- | :---: | :---: | :---: |
| NIM for 1Q15 | $5.05 \%$ | $14.12 \%$ | $4.39 \%$ |
| NIM for 4Q15 | $4.85 \%$ | $14.43 \%$ | $4.15 \%$ |
| NIM for 1Q16 | $4.52 \%$ | $14.47 \%$ | $4.31 \%$ |

## II.1. BCP Consolidated - Financial performance

Non-financial income decreased this Q mainly as result of lower gains on FX transactions...


## II.1. BCP Stand-alone - Efficiency program

Efficiency program is about managing the gap between income growth and operating expenses growth...


The efficiency program at BCP stand-alone has already significantly improved the cost-to-income ratio...

Evolution of the efficiency ratio


## II.1. BCP Stand-alone - Capital ratios ${ }^{(1)}$

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


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 $=10 \%$.

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.

## II.1. BCP Stand-alone - Capital ratios (Peru GAAP)

The Common Equity Tier 1 Ratio increased this $Q$ and situated at $8.81 \% \ldots$

Common Equity Tier 1 ratio


[^10](2) Includes investments in BCP Bolivia and other subsidiaries.

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


## II. 1 BCP - Network

A strategy to increase our presence in consumer and SME segment through an expanded network...
Network Expansion - BCP Stand-alone
CAGR 10' - 15': +11.2\%


Network Expansion by subsidiary

| Mar 16 | BCP Stand-alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: |
| Agentes | 5,691 | - | 100 | 5791 |
| ATMs | 2,307 | - | 257 | 2564 |
| Branches | 463 | 324 | 47 | 834 |
| Total | $\mathbf{8 , 4 6 1}$ | $\mathbf{3 2 4}$ | $\mathbf{4 0 4}$ | $\mathbf{9 , 1 8 9}$ |

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

## Highlights

$\checkmark$ Potential Market of around 6.2 million clients
$\checkmark$ Average loan amount S/. 7,356.
$\checkmark 20.5 \%$ of Mibanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark$ 43.9\% are exclusive Mibanco clients.
$\checkmark$ As of March 2016, Mibanco's clients are 897,531.

- Mibanco's banked clients are 20,200, (Jan-Feb 2016).

Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 4.8\%

Consumer 8.0\%

SME +
business
87.2\%

## II.1. Mibanco Stand-alone - Pre-acquisition*

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



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


Net provision for loan losses \& Cost of Risk


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

Number of Customers


## Sales Force Turnover



## II.1. Mibanco Consolidated- Post-acquisition

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

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

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


[^11]
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## II.1. BCP Bolivia

BCP Bolivia's results improved in 1Q16..


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


NIM continues to be 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 1Q16

- 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.

Non-interest income grew in 1Q16 driven by the sale of investments, and operating expenses decreased primarily due to the expiration of the tax on the sale of foreign exchange in midDecember 2015.

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## II.1. Atlantic Security Bank

ASB's net income decreased QoQ due to funds liquidations...

Summary of results

| US\$ Millions | Quarter |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 1Q15 | 4Q15 | 1Q16 | QoQ | YoY |
| Total loans | 856.3 | 916.5 | 914.2 | $-0.2 \%$ | $6.8 \%$ |
| Total investments | 902.4 | 847.5 | 873.3 | $3.0 \%$ | $-3.2 \%$ |
| Total assets | $1,909.9$ | $1,962.7$ | $2,129.7$ | $8.5 \%$ | $11.5 \%$ |
| Total deposits | $1,569.0$ | $1,567.3$ | $1,654.9$ | $5.6 \%$ | $5.5 \%$ |
| Net equity | 189.8 | 209.2 | 216.2 | $3.4 \%$ | $13.9 \%$ |
| Net income | $\mathbf{6 . 4}$ | $\mathbf{4 . 8}$ | $\mathbf{- 1 . 1}$ | $\mathbf{- 1 2 3 . 4} \%$ | $\mathbf{- 1 1 7 . 7 \%}$ |

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


Portfolio distribution (Mar 16)


Net income and ROAE (\%)


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## II.2. Grupo Pacifico

In 1Q16, 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


## II.2. Grupo Pacifico

Main drivers of 2015 results

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

## II.2. Grupo Pacifico - Bancassurance

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

Evolution of Bancassurance related premiums
(S/ Million)

\% of Bancassurance related premiums in Grupo Pacifico


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

The underwriting result decreased $11.5 \%$ QoQ due to the acquisition cost, which reached a normalized level this Q. YoY it expanded $23.6 \%$...

Insurance underwriting result (S/ Thousands)

|  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q15 | 1 Q16 | QoQ | YoY |
| Net earned premiums | 404,496 | 436,161 | 453,237 | 3.9\% | 12.0\% |
| Net claims | $(232,275)$ | $(278,354)$ | $(263,923)$ | -5.2\% | 13.6\% |
| Acquisition cost ${ }^{(2)}$ | $(75,970)$ | $(23,415)$ | $(70,380)$ | 200.6\% | -7.4\% |
| Total insurance underwriting result | 96,251 | 134,392 | 118,934 | -11.5\% | 23.6\% |


| Combined ratio of $\mathrm{P} \& \mathrm{C}^{(3)}$ | $92.4 \%$ | $86.5 \%$ | $90.7 \%$ | 420 bps | -170 bps |
| :--- | :--- | :--- | :--- | ---: | ---: |
| Loss ratio $^{(4)}$ | $56.6 \%$ | $59.7 \%$ | $57.4 \%$ | -230 bps | 80 bps |


(1) Figures include eliminations for consolidation at Credicorp level.
(2) Includes net fees and underwriting expenses.
(3) (Net claims/ Net earned premiums) + [(Acquisition cost + Operating expenses)/ Net earned premiums].
(4) Net claims/Net earned promiums

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

Grupo Pacifico posted a ROAE of $13.0 \%$ in 1Q16...

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

$=$ Net income $\quad$ Return on equity

Loss ratio


Underwriting result / Net earned premiums


Combined Ratio (\%)


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Prima's net income was S/. 39.8 million, which represented an ROAE of $30.3 \% \ldots$



FuM (S/ Billions)

Fee Income (S/ Millions)


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


[^12]
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## II.4. Credicorp Capital

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

Over S/ $\mathbf{1 2 2}$ million in revenues and S/ $\mathbf{2 6 . 8}$ million in net income YTD.


More than US\$ 8,000 million in AUMs.

US\$ 2.9 billion in equity transactions and US\$ 18.7 billion in fixed income instruments during 2016

More than US\$ 2,500 million in transactions during 2016.


## CREDICORP

III. Additional Information

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Peru's economic performance and outlook...

| Peru | 2011 | 2012 | 2013 | 2014 | 2015 | 2016e | 2017e |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GDP (US\$ Millions) | 170,759 | 192,984 | 201,801 | 202,679 | 192,142 | 193,044 | 201,775 |
| Real GDP (\% change) | 6.5 | 6.0 | 5.8 | 2.4 | 3.3 | 3.7 | 4.2 |
| GDP per capita (US\$) | 5,929 | 6,620 | 6,639 | 6,501 | 6,168 | 6,131 | 6,340 |
| Internal demand (\% change) | 7.7 | 7.4 | 6.9 | 2.1 | 3.0 | 1.7 | 3.0 |
| Total consumption (\% change) | 5.8 | 6.4 | 5.5 | 4.5 | 4.3 | 3.4 | 3.4 |
| Gross fixed investment (as \% GDP) | 24 | 25.8 | 26.7 | 25.8 | 24.3 | 23.5 | 23.7 |
| Public Debt (as \% GDP) | 22.1 | 20.4 | 19.6 | 20.1 | 23.3 | 25.5 | 27.3 |
| System loan growth (\% change) ${ }^{(1)}$ | 17 | 12.3 | 17.6 | 13.9 | 19.2 | N/A | N/A |
| Inflation ${ }^{(2)}$ | 4.7 | 2.6 | 2.9 | 3.2 | 4.4 | 3.5 | 2.7 |
| Reference Rate | 4.25 | 4.25 | 4.00 | 3.50 | 3.75 | 4.50 | 4.75 |
| Exchange rate, end of period | 2.70 | 2.55 | 2.80 | 2.98 | 3.41 | 3.50 | 3.55 |
| Exchange rate, (\% change) | -3.91\% | -5.56\% | 9.80\% | 6.43\% | 14.43\% | 2.64\% | 1.42\% |
| Fiscal balance (\% GDP) | 2.0 | 2.3 | 0.9 | -0.3 | -2.1 | -2.7 | -3.0 |
| Trade balance (US\$ Millions) | 9,224 | 6,212 | 450 | -1,406 | -3,207 | -1,536 | -574 |
| (As \% GDP) | 5.4\% | 3.2\% | 0.2\% | -0.7\% | -1.7\% | -0.8\% | -0.3\% |
| Exports | 46,376 | 47,411 | 42,861 | 39,533 | 34,157 | 34,774 | 38,098 |
| Imports | 37,152 | 41,198 | 42,411 | 40,939 | 37,363 | 36,310 | 38,672 |
| Current account balance (US\$ Millions) | -3,177 | -5,300 | -8,637 | -8,093 | -8,430 | -7,199 | -6,476 |
| (As \% GDP) | -1.9\% | -2.7\% | -4.3\% | -4.0\% | -4.4\% | -3.7\% | -3.2\% |
| Net international reserves (US\$ Millions) | 48,816 | 63,991 | 65,710 | 62,308 | 61,485 | 60,615 | 59,801 |
| (As \% GDP) | 29\% | 33\% | 33\% | 31\% | 32\% | 31\% | 30\% |
| (As months of imports) | 16 | 19 | 19 | 18 | 20 | 20 | 19 |

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

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Q15 | 39.7\% | 60.5\% | 65.3\% | 21.7\% | 25.6\% | 41.9\% | 97.9\% | 41.8\% |
| 4Q15 | 43.5\% | 56.2\% | 64.6\% | 29.8\% | 22.2\% | 43.4\% | 102.3\% | 44.4\% |
| 1 Q16 | 39.1\% | 60.5\% | 58.2\% | 24.7\% | 29.2\% | 44.7\% | 120.7\% | 42.2\% |
| Var. QoQ | -440 bps | +430 bps | -640 bps | -510 bps | +700 bps | +130 bps | +184 bps | -220 bps |
| Var. YoY | -60 bps | 0 bps | -710 bps | -30 bps | -360 bps | +280 bps | +2280 bps | +40 bps |

[^13]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 *(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 (Total deposits + <br> Due to banks and correspondents + Bonds and subordinated debt + Other <br> 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 | $\geq 0.01$ | $\geq 0.02$ |
|  |  |  | 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 issued debt in the capital market |  |  |  |
|  |  | SME - small | Debt | - | 0.01 to 0.09 | 0.02 to 0.3 |
|  |  | Micro-Business | Debt | - | $\leq 0.01$ | $\leq 0.02$ |
|  |  | Consumer | Focus on debt unrelated to business |  | - | - |
|  |  | Mortgage | Focus on individuals for acquisition, construction of homeownership and granted with mortgages |  | - | - |

(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) Data before 2014 is not available.
    (2) New clients represent approximately $30 \%$ of new disbursements. Data is average monthly balances.

[^2]:    (1) Adjusted NIM = (Net interest margin)* 4 / [ Average ( Interest earning assets - Restricted deposits related to BCRP Instruments) ]
    (2) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.

[^3]:    (1) Mainly includes the JV between Grupo Pacífico and Banmédica.

[^4]:    (1) Includes ASB and work out unit.
    (2) Includes Non-interest bearing deposits.
    (3) Includes interest payable.

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

[^6]:    *Figures include Mibanco's results.
    LC = Local currency
    FC = Foreign currency

    1) Includes Trading securities, Property, furniture and equipment, Due from customer acceptances and Other assets.
    (2) Includes Acceptances outstanding and other liabilities.
[^7]:    (1) Average daily balances.

[^8]:    (1) Averages daily balances in S/ Millions

[^9]:    (1) Call date - 10 years
    (2) Result after the exchange of notes with the BCP26.
    (3) Result after reopening for US\$170,000,000 in April 2013 and US\$200,000,000 in January 2014.
    (4) Result after the exchange of notes with the BCP16.
    (5) Tenure $>36$ months.

[^10]:    (1) The gain on sale of BCl shares to Credicorp contributed around 40 bps to the level of retained earning on the Common Equity Tier 1 ratio.

[^11]:    Source: SBS, BCP and Edyficar.
    (1) Market share figures as of February 2016.
    (2) Includes branches of Banco de la Nacion, excluding the latter: 289 (1Q15), 285 (4Q15), 286 (1Q16)

[^12]:    (1) Source: SBS, March 2016. Habitat $=8.1 \%$ for Collections and $1.4 \%$ for FuM.

[^13]:    (1) Efficiency ratio $=($ (Operating expenses + Acquisition cost - Other operating expenses) $/($ Net interest income + Fee income + Gain on foreign exchange transactions + Net gain from associates + Net premiums earned $)$.

