## CREDICORP

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## Vision

To be the most valued financial group in the markets where we operate based on a culture focused on sustainable growth.

## Mission

To effectively provide products and services that meet our clients' needs, promoting financial inclusion and stakeholder satisfaction.

## CREDICORP

## III.2. Credicorp - Organizational structure

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


## III.3. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 7,762 million as of December 31, 2015....



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

## III.4. Credicorp - Financial performance

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

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


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


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


Liabilities (S/. Millions)


## III.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 (\%)


[^0](1) Includes Edyficar.
(2) Includes BCP Bolivia, ASB and others.

## III.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 (\%)


## III.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\% |
| $\begin{aligned} & \hline \text { Var. } 2014 \text { / } 2013 \\ & \text { Var. } 2015 \text { / } 2014 \end{aligned}$ | $\begin{aligned} & +32 \mathrm{bps} \\ & -3 \mathrm{bps} \end{aligned}$ | - 689 bps | -4 bps <br> $-46 \mathrm{bps}$ | $\begin{aligned} & -11 \mathrm{bps} \\ & -7 \mathrm{bps} \\ & \hline \end{aligned}$ | $\begin{aligned} & +59 \mathrm{bps} \\ & -8 \mathrm{bps} \\ & \hline \end{aligned}$ |

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).

## III.4. Credicorp - Financial performance

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

## Earnings contributions \& ROAEs YoY

|  | Earnings contribution (S/. Mllions) |  |  | $\begin{aligned} & \text { ROAE } \\ & \hline \text { Year } \end{aligned}$ |  | Recurring ROAE ${ }^{(5)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  | \% change 2015/2014 |  |  | 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 ${ }^{(2)}$ |  |  |  | 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.
 loan between BCP and Credicorp Ltd., because this is eliminated in the consolidation to Credicorp.
 (Equity excluding non-controlling interest - Non-recurring income (expense) after tax).

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


## III.5. Credicorp - Overview

Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | change |  | Year |  | $\begin{gathered} \text { change } \\ 2015 / 2014 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 4Q14 | 3Q15 | 4Q15 | QoQ | YoY | 2014 | 2015 |  |
| Results | Net income (S/. Millions) | 495.6 | 807.1 | 731.1 | -9.4\% | 47.5\% | 2,387.9 | 3,092.3 | 29.5\% |
|  | Recurring net income (S/. Millions) | 625.8 | 745.2 | 769.6 | 3.3\% | 23.0\% | 2,447.9 | 2,950.9 | 20.5\% |
| Profitability | ROAE ${ }^{(1)}$ | 14.5\% | 21.6\% | 18.7\% | -290 bps | 420 bps | 18.5\% | 20.5\% | +200 bps |
|  | Recurring ROAE ${ }^{(2)}$ | 18.3\% | 20.1\% | 19.9\% | -20 bps | 160 bps | 18.6\% | 19.7\% | +110 bps |
|  | ROAA ${ }^{(1)}$ | 1.5\% | 2.2\% | 1.9\% | -30 bps | +40 bps | 1.9\% | 2.1\% | +20 bps |
|  | Recurring ROAA ${ }^{(3)}$ | 1.9\% | 2.0\% | 2.0\% |  | +10 bps | 2.0\% | 2.0\% |  |
|  | NIM, interest earning assets | 5.66\% | 5.49\% | 5.55\% | +6 bps | -11 bps | 5.68\% | 5.60\% | -8 bps |
|  | NIM after provisions | 4.21\% | 4.19\% | 4.14\% | $-5 \mathrm{bps}$ | -7 bps | 4.16\% | 4.19\% | +3 bps |
|  | NIM on loans | 8.73\% | 8.30\% | 8.46\% | +16 bps | -27 bps | 8.72\% | 8.31\% | -41 bps |
| Loan portfolio quality | Internal overdue ratio | 2.51\% | 2.57\% | 2.56\% | -1 bps | +5 bps | 2.51\% | 2.56\% | +5 bps |
|  | NPL | 3.33\% | 3.40\% | 3.41\% | +1 bps | +8 bps | 3.33\% | 3.41\% | +8 bps |
|  | Adjusted NPL | 3.82\% | 3.88\% | 3.88\% |  | +6 bps | 3.82\% | 3.88\% | +6 bps |
|  | Cost of risk | 2.19\% | 2.02\% | 2.23\% | +21 bps | +4 bps | 2.15\% | 2.08\% | $-7 \mathrm{bps}$ |
|  | Coverage of internal overdue loans | 164.7\% | 162.8\% | 166.2\% | +340 bps | +150 bps | 164.7\% | 166.2\% | +150 bps |
|  | Coverage of NPLs | 124.5\% | 123.2\% | 124.7\% | +150 bps | +20 bps | 124.5\% | 124.7\% | +20 bps |
| Insurance indicators | Combined ratio of $\mathrm{P} \& \mathrm{C}^{(4)}$ | 100.2\% | 92.2\% | 86.4\% | -580 bps | -1380 bps | 98.3\% | 90.5\% | -780 bps |
|  | Loss ratio | 65.1\% | 60.4\% | 59.7\% | -70 bps | -540 bps | 63.3\% | 58.9\% | -440 bps |
|  | Underw ritting result / net earned premiums | 14.5\% | 12.9\% | 20.2\% | +730 bps | +570 bps | 14.5\% | 15.8\% | +130 bps |
| Efficiency | Efficiency ratio | 46.2\% | 43.0\% | 44.4\% | +140 bps | -180 bps | 45.3\% | 43.3\% | -200 bps |
|  | Operating expenses / Total assets | 4.1\% | 3.5\% | 4.0\% | +50 bps | -10 bps | 4.0\% | 3.7\% | -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.

## III.6.a. Credicorp - Earning Contributions

Recurring net income improved YoY, leading to a recurring ROAE of $19.9 \%$ for 4Q15 ...

Earnings contributions \& ROAEs QoQ

|  | Earnings contribution (S/. Millions) |  |  |  |  | ROAE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | \% change |  | Quarter |  |  |
|  | 4Q14 | 3Q15 | 4Q15 | QoQ | YoY | 4Q14 | 3Q15 | 4Q15 |
| Banco de Crédito BCP ${ }^{(1)}$ | 441 | 649 | 662 | 1.9\% | 49.9\% | 21.4\% | 24.4\% | 23.4\% |
| Mibanco ${ }^{(2)}$ | (4) | 71 | 54 | -24.1\% |  | -3.8\% | 23.7\% | 17.1\% |
| Mibanco including goodw ill ${ }^{(2)}$ | (4) | 71 | 54 | -24.1\% | NA | -3.3\% | 21.3\% | 15.5\% |
| BCB | 15 | 16 | 15 | -8.4\% | 2.7\% | 12.7\% | 12.5\% | 10.8\% |
| Grupo Pacífico ${ }^{(3)}$ | 55 | 48 | 62 | 27.7\% | 12.8\% | 11.8\% | 10.5\% | 11.5\% |
| Atlantic Security Bank | 22 | 68 | 16 | -76.5\% | -26.2\% | 13.8\% | 42.8\% | 9.5\% |
| Prima | 37 | 40 | 38 | -4.2\% | 3.5\% | 26.2\% | 30.8\% | 27.5\% |
| Credicorp Capital ${ }^{(4)}$ | (54) | 11 | (44) | N/A | 17.5\% | -31.0\% | 7.6\% | -27.3\% |
| Others ${ }^{(5)}$ | (5) | (9) | (2) | 76.7\% | 59.5\% | - | - | - |
| Net income and ROAE Credicorp | 496 | 807 | 731 | -9.4\% | 47.5\% | 14.5\% | 21.6\% | 18.7\% |
| Recurring net income and ROAE of Credicorp ${ }^{(6)}$ | 626 | 745 | 770 | 3.3\% | 23.0\% | 18.3\% | 20.1\% | 19.9\% |

(1) Includes Banco de Crédito 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 contirbution is lower than the net income of Mibanco because Credicorp owns $95.4 \%$ of Mibanco (directly and indirectly).
(3) The contribution is lower than the net income before minority interest of Grupo Pacifico because Credicorp owns $98.5 \%$ of Grupo Pacifico (directly and indirectly). Consider that the ROAE of Grupo Pacifico includes unrealized gains/losses in the net equity. The recurring ROAE (excluding the expense for the JV with Banmedica and gain/loss for translation) is $13.5 \%$ in $4 \mathrm{Q15}$.
(4) Recurring ROAE for 4Q15 is 7.2\% and recurring ROAE for 4Q14 is 5.8\%.
(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 Ioan 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 shareholders' equity excluding minority interest - Non-recurring income (expense) after tax).

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


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

Nominal and real loan growth was in line with expectations ...

Loan growth contribution QoQ (Average daily balances) ${ }^{(1)}$


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

Credicorp's loan expansion was again led by Wholesale Banking segment ...

## Loan evolution by segment

(in average daily balances)

|  | TOTAL LOANS |  |  | \% part. of total loans 4Q15 | \% nominal change |  | \% currency adjusted change |  | \% part. by urrency 4Q15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 3Q15 | 4Q15 |  | QoQ | YoY | QoQ | YoY | LC | FC |
| BCP Stand-alone | 65,229 | 72,783 | 76,142 | 83.3\% | 4.6\% | 16.7\% | 3.0\% | 11.8\% | 61.9\% | 38.1\% |
| Wholesale Banking | 34,459 | 39,405 | 41,262 | 45.2\% | 4.7\% | 19.7\% | 2.6\% | 13.1\% | 49.8\% | 50.2\% |
| Corporate | 21,828 | 25,867 | 27,218 | 29.8\% | 5.2\% | 24.7\% | 3.1\% | 17.7\% | 49.1\% | 50.9\% |
| Middle - Market | 12,631 | 13,538 | 14,044 | 15.4\% | 3.7\% | 11.2\% | 1.7\% | 5.2\% | 51.1\% | 48.9\% |
| Retail Banking | 30,313 | 32,811 | 34,250 | 37.5\% | 4.4\% | 13.0\% | 3.5\% | 10.4\% | 77.2\% | 22.8\% |
| SME - Business | 3,184 | 3,718 | 4,064 | 4.4\% | 9.3\% | 27.6\% | 6.9\% | 19.8\% | 44.4\% | 55.6\% |
| SME - Pyme | 7,084 | 7,102 | 7,429 | 8.1\% | 4.6\% | 4.9\% | 4.3\% | 4.1\% | 93.0\% | 7.0\% |
| Mortgage | 10,951 | 11,819 | 12,164 | 13.3\% | 2.9\% | 11.1\% | 1.7\% | 7.5\% | 71.1\% | 28.9\% |
| Consumer | 5,863 | 6,247 | 6,442 | 7.1\% | 3.1\% | 9.9\% | 2.4\% | 7.9\% | 83.5\% | 16.5\% |
| Credit Card | 3,232 | 3,925 | 4,152 | 4.5\% | 5.8\% | 28.5\% | 5.3\% | 26.9\% | 89.2\% | 10.8\% |
| Others ${ }^{(1)}$ | 457 | 567 | 630 | 0.7\% | 11.0\% | 37.9\% | 7.9\% | 27.1\% | 29.0\% | 71.0\% |
| Mibanco ${ }^{(2)}$ | 7,339 | 7,463 | 7,656 | 8.4\% | 2.6\% | 4.3\% | 2.3\% | 3.4\% | 92.4\% | 7.6\% |
| Bolivia | 3,371 | 4,078 | 4,509 | 4.9\% | 10.6\% | 33.8\% | 6.1\% | 19.0\% | - | 100.0\% |
| ASB | 2,286 | 2,873 | 3,051 | 3.3\% | 6.2\% | 33.5\% | 1.9\% | 18.7\% | - | 100.0\% |


| Total loans | 78,225 | 87,198 | 91,357 | $100.0 \%$ | $4.8 \%$ | $16.8 \%$ | $3.1 \%$ | $11.6 \%$ | $59.4 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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

The loan portfolio in local currency grew 7.3\% QoQ and 32.5\% YoY...

| Loans <br> S/ Millions | Local currency loans |  |  |  |  | $\begin{gathered} \% \text { part. } \\ 4 \mathrm{Q} 15 \end{gathered}$ | Foreign currency loans |  |  |  |  | \% part. 4Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4 Q 14 | 3Q15 | 4Q15 | QoQ | Yoy |  | 4014 | 3Q15 | 4Q15 | QoQ | YoY |  |
| Wholesale Banking | 12,191 | 18,528 | 20,531 | 10.8\% | 68.4\% | 37.9\% | 7,570 | 6,492 | 6,177 | -4.9\% | -18.4\% | 55.8\% |
| Corporate | 8,233 | 12,274 | 13,359 | 8.8\% | 62.3\% | 24.63\% | 4,622 | 4,227 | 4,129 | -2.3\% | -10.7\% | 37.33\% |
| Middle - M arket | 3,958 | 6,254 | 7,172 | 14.7\% | 81.2\% | 13.22\% | 2,948 | 2,265 | 2,048 | -9.6\% | -30.5\% | 18.52\% |
| Retail Banking | 21,840 | 24,986 | 26,444 | 5.8\% | 21.1\% | 48.76\% | 2,880 | 2,434 | 2,326 | -4.4\% | -19.2\% | 21.03\% |
| SME-Business | 965 | 1,559 | 1,807 | 15.9\% | 87.1\% | 3.33\% | 754 | 671 | 672 | 0.2\% | -10.8\% | 6.08\% |
| SME-Pyme | 6,383 | 6,541 | 6,907 | 5.6\% | 8.2\% | 12.74\% | 238 | 174 | 156 | -10.6\% | -34.7\% | 1.4\% |
| Mortgage | 7,033 | 8,245 | 8,648 | 4.9\% | 23.0\% | 15.95\% | 1,332 | 1,112 | 1,048 | -5.8\% | -21.3\% | 9.47\% |
| Consumer | 4,595 | 5,132 | 5,378 | 4.8\% | 17.0\% | 9.92\% | 431 | 347 | 317 | -8.6\% | -26.5\% | 2.87\% |
| Credit Card | 2,865 | 3,508 | 3,704 | 5.6\% | 29.3\% | 6.83\% | 125 | 130 | 133 | 2.7\% | 6.8\% | 1.20\% |
| Others ${ }^{(1)}$ | 124 | 158 | 183 | 15.9\% | 47.8\% | 0.34\% | 113 | 127 | 133 | 4.6\% | 17.6\% | 1.20\% |
| BCP Stand-alone | 34,154 | 43,671 | 47,157 | 8.0\% | 38.1\% | 86.95\% | 10,563 | 9,053 | 8,636 | -4.6\% | -18.2\% | 78.08\% |
| M ibanco ${ }^{(2)}$ | 6,788 | 6,861 | 7,076 | 3.1\% | 4.2\% | 13.05\% | 187 | 187 | 173 | -7.7\% | -7.8\% | 1.56\% |
| Bolivia | - | $\cdot$ | - | - | - | - | 1,146 | 1,268 | 1,343 | 5.9\% | 17.2\% | 12.14\% |
| ASB | $\cdot$ | - | - | - | - | 0.00\% | 777 | 894 | 909 | 1.7\% | 17.0\% | 8.22\% |
| Total loans | 40,942 | 50,532 | 54,234 | 7.3\% | 32.5\% | 100\% | 12,673 | 11,402 | 11,061 | -3.0\% | -12.7\% | 100\% |

[^1]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 de-dollarization program:
$\checkmark \quad$ Total FC loan portfolio, with certain exceptions ${ }^{(2)}$, dedollarized by $31 \%$ (vs. $15 \%$ target at Dec 15)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by 31\% (vs. 20\% target at Dec 15)
3. FX risk on credit risk ${ }^{(3)}$ - BCP Stand-alone


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

The cost of risk fell -7 bps in 2015 vs. 2014 and situated at $2.08 \% \ldots$

Evolution of Credicorp's Portfolio quality and Cost of risk

(1) Adjusted NPL ratio $=($ Non-performing loans + Wtrite-offs $) /($ Total loans + Write-offs $)$.
(2) Cost of risk = Annualized provisions for loan losses / Total loans.

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

4Q15 posted an improvement in the quality of the SME-Pyme and Mibanco's portfolios ...

Internal overdue ratio by segment


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

Loan quality at Wholesale Banking remained relatively stable YoY and BCP Bolivia improved loan quality QoQ... Wholesale Banking


BCP Bolivia


The deterioration shown QoQ in the delinquency ratios is attributable to two particular cases and higher level of refinanced loans...

SME-Business


Loans (Left axis)

- Internal overdue ratio
——NPL ratio
-— Cost of risk

Take into account that current level of dollarization represents a limited risk given that:

- A significant percentage of the FC loan book corresponds to clients that generate income in this currency.
- FC loans have very short term (less than 90 days).
- High level of collateral ( $70 \%$ approximately), mainly real estate.
- $\quad \sim 80 \%$ of the FC loan book corresponds to clients with a good risk profile.


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

Early delinquency has followed a consistent downward trend YoY in 2015...

SME-Pyme


Take into account that:

- High collateral level (approximately 55\%), mainly real state.
- Large portion of the debt cannot be written-off even when provisions have been set aside given that a legal process (approx. 4 years) must be initiated to liquidate the collateral.


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

Portfolio quality was impacted by the maturity cycle of Mivivienda loans and cost of risk increased but remains within organization's risk appetite.

III.6.c. Credicorp - Portfolio quality and Cost of risk

Credit Cards and Consumer segments show an upward trend in all delinquency ratios but are still comfortably within our risk appetite...


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

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

Mibanco ${ }^{(1)}$

(1) Mibanco did not contribute to the bottom line of Credicorp in 1Q14 because the transaction was closed at the end of the quarter.
(2) Adjusted NPL ratio $=($ Non-performing loans + Charge-offs) $/($ Total loans + Charge-offs $)$

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

Lower NIM in 2015 vs. 2014 was mainly due to the accounting effect generated by BCRP Instruments ...

Net interest margin


NIM vs. Adjusted NIM


NIM breakdown by subsidiary

| NIM | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp $^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 4Q14 | $4.96 \%$ | $14.16 \%$ | $4.66 \%$ | $2.25 \%$ | $5.66 \%$ |
| 3Q15 | $4.75 \%$ | $14.44 \%$ | $4.02 \%$ | $2.01 \%$ | $5.49 \%$ |
| 4Q15 | $4.85 \%$ | $14.43 \%$ | $4.15 \%$ | $2.15 \%$ | $5.55 \%$ |
| 2014 | $4.96 \%$ | $11.86 \%$ | $4.59 \%$ | $2.18 \%$ | $5.68 \%$ |
| 2015 | $4.93 \%$ | $14.22 \%$ | $4.13 \%$ | $2.11 \%$ | $5.60 \%$ |

Non-financial income grew this Q primarily due to higher net gains on FX transactions ...

Non-financial income (S/. Millions)


Fee income breakdown 4Q15 (S/. Millions)
$+5.7 \%$ QoQ


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

Credicorp's efficiency ratio dropped from $45.3 \%$ in 2014 to $43.3 \%$ in 2015...

Operating expenses (S/. Millions)

| 46.2\% |  | 43.0\% | 44.4\% |  | 45.3\% |  | 43.3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 5,331 |  |  | $\triangle$ | 5,558 |
| 1,525 | $\begin{gathered} \text { 今. } \\ +2.2 \% \\ \text { YoY } \end{gathered}$ |  | $\begin{aligned} & 1,338 \\ & 138 \\ & 496 \end{aligned}$ | $\begin{gathered} \stackrel{\Delta}{+16.5 \%} \\ \text { QoQ } \end{gathered}$ | 1,558 | 5,34 | $\begin{aligned} & +4.3 \% \\ & 2014 / 2015 \end{aligned}$ | 684 |
| 278 |  | 231 |  |  | 1,930 |  | 1,996 |
| 566 |  | 586 |  |  |  |  |  |
| 680 |  | 704 | 741 |  | 2,659 |  | 2,878 |
| 4Q14 |  | 3Q15 |  | 4Q15 | 2014 |  | 2015 |

Operating efficiency by Subsidiary ${ }^{(1)}$

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4Q14 | 45.0\% | 60.2\% | 61.5\% | 26.9\% | 31.8\% | 39.8\% | 107.0\% | 46.2\% |
| 3Q15 | 40.7\% | 54.0\% | 63.9\% | 25.7\% | 25.0\% | 41.6\% | 94.1\% | 43.0\% |
| 4Q15 | 43.5\% | 56.2\% | 64.6\% | 29.8\% | 22.2\% | 43.4\% | 102.3\% | 44.4\% |
| Var. YoY | -150 bps | -400 bps | +310 bps | +290 bps | -960 bps | +360 bps | -470 bps | -180 bps |
| Var. QoQ | +280 bps | +220 bps | +70 bps | +410 bps | -280 bps | +180 bps | +820 bps | +140 bps |
| 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. 2015 / 2014 | -270 bps | -190 bps | +550 bps | +110 bps | -780 bps | +110 bps | +1,740 bps | -200 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).

## III.6.g. Credicorp - Funding structure

More use of BCRP instruments significantly improved BAP's long-term funding position, and attenuated the pressure on funding cost in $2015 \ldots$


BAP - Funding structure
Funding dollarization

(1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.
(2) Includes banking business results, other subsidiaries and consolidation adjustments.

## III.6.g. BCP Stand-alone - Funding structure

More use of BCRP instruments significantly improved BCP's long-term funding position and attenuated the pressure on the funding cost in $2015 \ldots$

Funding structure


Funding structure by tenure


Funding LC breakdown


Average cost

|  | LC |  | Total |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ |
| Deposits | $1.52 \%$ | $1.56 \%$ | $0.92 \%$ | $0.87 \%$ |
| BCRP instruments | $4.29 \%$ | $4.38 \%$ | $4.29 \%$ | $4.38 \%$ |
| Bonds and <br> subordinted debt | $6.79 \%$ | $6.79 \%$ | $4.45 \%$ | $4.55 \%$ |
| Total funding | $2.20 \%$ | $2.61 \%$ | $1.83 \%$ | $1.91 \%$ |

## III.6.g. Credicorp - Deposits

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

Deposit Dollarization


## Deposits - Evolution and participation

| Deposits | Quarter |  |  |  | \%change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| S/. Millions | 4 Q14 Part |  |  |  |  |  |
| Demand deposits ${ }^{(2)}$ | 25,257 | 29,126 | 30,471 | $4.6 \%$ | $20.6 \%$ | $33.6 \%$ |
| Saving deposits | 21,209 | 22,795 | 24,905 | $9.3 \%$ | $17.4 \%$ | $27.5 \%$ |
| Time deposits | 23,668 | 27,688 | 27,720 | $0.1 \%$ | $17.1 \%$ | $30.6 \%$ |
| Severance indemnity deposits (CTS) | 6,764 | 6,536 | 7,183 | $9.9 \%$ | $6.2 \%$ | $7.9 \%$ |
| Other ${ }^{(3)}$ | 263 | 282 | 314 | $11.3 \%$ | $19.5 \%$ | $0.3 \%$ |
| Total Deposits | $\mathbf{7 7 , 1 6 0}$ | $\mathbf{8 6 , 4 2 7}$ | $\mathbf{9 0 , 5 9 3}$ | $\mathbf{4 . 8 \%}$ | $\mathbf{1 7 . 4 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |

[^2]
## III.6.h. BCP Consolidated - Overall market shares

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


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

(1) Source: SBS, September 2015. Habitat $=6.8 \%$ for Collections and $1 \%$ for FuM.
(2) Figures as of September 2015. Health figures' consider only Medical assistance for dependent s (August 2015).

## III.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...

Regulatory capital breakdown ${ }^{(2)}$


Regulatory capital requirement breakdown


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

|  | Dec 14 | Sep 15 | Dec 15 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 16,378 | 18,085 | 18,615 |
| Total Regulatory Capital Requirement (B) | 14,160 | 15,739 | 16,401 |
| Compliance with Capital Requirement (A)/(B) | $116 \%$ | $115 \%$ | $113 \%$ |

(1) Figures expressed in Soles Millions.
(2) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(3) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(4) Includes Grupo Pacifico.
(5) Legal minimum $=100 \% /$ Internal limit $=105 \%$.

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


BCP at Basel 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 2016 = 8.7\%, Jan $2017=9.4 \%$, Jan $2018=10.0 \%$ and Jan $2010=10.3 \%$.
(3) Regulatory Capital / Risk-weighted assets. Legal minimum $=10 \%$.
(4) Tier $1 /$ Risk-weighted assets. Tier 1 = Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries Goodwill - ( $0.5 \times$ Investment in Subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).
(5) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and net deferred tax that rely on future profitability) + retained earnings + unrealized gains.
(6) Accounts for the $2.5 \%$ countercyclical buffer.

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

Common Equity Tier 1 Ratio increased this $Q$ and situated at $9.34 \%$ vs. $9.01 \%$ in 3 Q15...

Common Equity Tier 1 ratio


## III.7. Credicorp - Corporate governance

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

## Governance structure



Dionisio Romero Paoletti


Raimundo Morales*

Directors

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

Independent internal and external audit

## Board independence



Board of directors tenure

III.7. Credicorp - Corporate governance

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

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


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

[^3]${ }^{(1)}$ 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.

## III.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.


## III.8. Corporate risk management strategy

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

## Objective

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


## Scope

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


## General Principles

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

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


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

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

## Strong franchise

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


## Sound funding structure

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


## Human Capital

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


## Largest network

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


## Brand recognition

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


## Information

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


## III.8. Grupo Pacifico - Strategy

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

Objectives

Actions


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

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

- Superior underwriting
- Advanced pricing techniques
- Capital and risk management aligned with Solvency II


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## IV.1. BCP Consolidated - Overview 4Q15 ${ }^{(1)}$

BCP is the largest bank and the leading supplier of integrated financial services in Peru...

|  | Summary of results (S/. Millions) | Quarter |  |  | change |  | Year |  | change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 4Q14 | 3Q15 | 4Q15 | QoQ | YoY | 2014 | 2015 | 2014 / 2015 |
| Results | Net interest income | 1,612 | 1,746 | 1,844 | 5.6\% | 14.4\% | 5,998 | 6,952 | 15.9\% |
|  | Provisions for loan losses | -438 | -445 | -500 | 12.3\% | 14.2\% | -1,717 | -1,881 | 9.5\% |
|  | Non-financial income | 720 | 730 | 808 | 10.7\% | 12.2\% | 2,662 | 3,387 | 27.2\% |
|  | Operating expenses | -1,186 | -1,092 | -1,227 | 12.4\% | 3.5\% | -4,167 | -4,490 | 7.8\% |
|  | Operating income ${ }^{(2)}$ | 708 | 939 | 925 | -1.5\% | 30.7\% | 2,776 | 3,967 | 42.9\% |
|  | Net income | 452 | 676 | 688 | 1.8\% | 52.2\% | 1,949 | 2,843 | 45.9\% |
|  | Assets | 116,132 | 133,976 | 136,176 | 1.6\% | 17.3\% | 116,132 | 136,176 | 17.3\% |
|  | Loans, net | 74,214 | 82,419 | 84,317 | 2.3\% | 13.6\% | 74,214 | 84,317 | 13.6\% |
|  | Deposits | 72,863 | 82,212 | 86,168 | 4.8\% | 18.3\% | 72,863 | 86,168 | 18.3\% |
|  | Net equity | 9,930 | 11,362 | 12,114 | 6.6\% | 22.0\% | 9,930 | 12,114 | 22.0\% |
| Ratios | Net interest margin (\%) | 5.94\% | 5.68\% | 5.73\% | +5 bps | -21 bps | 5.93\% | 5.81\% | -12 bps |
|  | NIM on loans (\%) ${ }^{(3)}$ | 6.08\% | 5.69\% | 5.72\% | +3 bps | -36 bps | 6.0\% | 5.8\% | -20 bps |
|  | ROAE (\%) ${ }^{(4)}$ | 18.6\% | 24.4\% | 23.4\% | $-100 \mathrm{bps}$ | +480 bps | 21.4\% | 25.8\% | +440 bps |
|  | ROAA (\%) ${ }^{(4)}$ | 1.57\% | 2.09\% | 2.04\% | $-5 \mathrm{bps}$ | +47 bps | 1.82\% | 2.25\% | +43 bps |
|  | Efficiency ratio (\%) | 48.0\% | 41.8\% | 44.5\% | +270 bps | -350 bps | 46.6\% | 42.9\% | -370 bps |
|  | Internal overdue ratio (\%) | 2.59\% | 2.62\% | 2.62\% | - | +3 bps | 2.59\% | 2.62\% | +3 bps |
|  | NPL ratio (\%) | 3.43\% | 3.46\% | 3.49\% | +3 bps | +6 bps | 3.43\% | 3.49\% | +6 bps |


| Netw ork | Branches ${ }^{(1)}$ | 811 | 820 | 830 | 1.2\% | 2.3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Agentes BCP ${ }^{(1)}$ | 8,517 | 5,356 | 5,782 | 1.4\% | 0.3\% |
|  | ATMs ${ }^{(1)}$ | 2,545 | 2,517 | 2,552 | 8.0\% | -32.1\% |
|  | Employees | 27,750 | 28,785 | 28,941 | 0.5\% | 4.3\% |

## IV.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/. 136.2 Bn. as of December 2015)

## Liabilities breakdown

(S/. 123.9 Bn. as of December 2015)


Cash and due from banks (December 2015):
$12.1 \%$ non-interest bearing
$87.9 \%$ interest bearing


Liabilities
*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.

## IV.1. BCP Consolidated- Loan portfolio

Total loans were up $2.4 \%$ QoQ in quarter-end balances, while average daily balances expanded $+4.7 \%$ QoQ...

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

$\rightarrow$ (+2.4\% QoQ)
——Total Loans avg. Daily balances (+4.7\% QoQ)

| 4Q14 | 1Q15 | 2Q15 | 3Q15 | 4Q15 |
| :--- | :--- | :--- | :--- | :--- |

Loan Portfolio Mix - Avg. Daily Balances


## IV.1. BCP Consolidated - Loan portfolio by segment

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

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


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

| Loans S/. Millions | $\begin{array}{cc}  & \text { Quarter } \\ 4 \text { Q14 } & 3 \text { Q15 } \end{array}$ |  | 4Q15 | \% part. <br> 4Q15 | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | QoQ |  | YoY |
| Wholesale Banking | 34,459 | 39,405 |  | 39,405 | 46.7\% | 4.7\% | 19.7\% |
| Corporate | 21,828 | 25,867 | 25,867 | 30.8\% | 5.2\% | 24.7\% |
| Middle - Market | 12,631 | 13,538 | 13,538 | 15.9\% | 3.7\% | 11.2\% |
| Retail Banking | 30,313 | 32,811 | 32,811 | 38.8\% | 4.4\% | 13.0\% |
| SME - Business | 3,184 | 3,718 | 3,718 | 4.6\% | 9.3\% | 27.6\% |
| SME - Pyme | 7,084 | 7,102 | 7,102 | 8.4\% | 4.6\% | 4.9\% |
| Mortgage | 10,951 | 11,819 | 11,819 | 13.8\% | 2.9\% | 11.1\% |
| Consumer | 5,863 | 6,247 | 6,247 | 7.3\% | 3.1\% | 9.9\% |
| Credit Card | 3,232 | 3,925 | 3,925 | 4.7\% | 5.8\% | 28.5\% |
| Mibanco ${ }^{(3)}$ | 7,339 | 7,463 | 7,463 | 8.7\% | 2.6\% | 4.3\% |
| Bolivia | 3,371 | 4,078 | 4,078 | 5.1\% | 10.6\% | 33.8\% |
| Others ${ }^{(4)}$ | 457 | 567 | 567 | 0.7\% | 11.0\% | 37.9\% |
| Total loans | 75,939 | 84,324 | 88,306 | 100.0\% | 4.7\% | 15.8\% |

(1) Average daily balances.
(2) Includes Mibanco/Edyficar, Bolivia, work out unit, and other banking.
(3) Includes Edyficar.
(4) Includes work out unit, and other banking

## IV.1. BCP Consolidated - Loan portfolio by currency

The loan portfolio in local currency grew 7.3\% QoQ and 32.5\% YoY...

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

| Loans <br> S/. Millions | Local currency loans |  |  |  |  | \% part. <br> 4Q15 | Foreigncurrency loans |  |  |  |  | \% part. <br> 4Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $4 \mathrm{Q14}$ | 3Q15 | 4Q15 | QoQ | YoY |  | 4Q14 | 3 Q15 | 4Q15 | QoQ | YoY |  |
| Wholesale Banking | 12,191 | 18,528 | 20,531 | 10.8\% | 68.4\% | 37.9\% | 7,570 | 6,492 | 6,177 | -4.9\% | -18.4\% | 60.8\% |
| Corporate | 8,233 | 12,274 | 13,359 | 8.8\% | 62.3\% | 24.63\% | 4,622 | 4,227 | 4,129 | -2.3\% | -10.7\% | 40.67\% |
| Middle - Market | 3,958 | 6,254 | 7,172 | 14.7\% | 81.2\% | 13.22\% | 2,948 | 2,265 | 2,048 | -9.6\% | -30.5\% | 20.17\% |
| Retail Banking | 21,840 | 24,986 | 26,444 | 5.8\% | 21.1\% | 48.76\% | 2,880 | 2,434 | 2,326 | -4.4\% | -19.2\% | 22.91\% |
| SME - Business | 965 | 1,559 | 1,807 | 15.9\% | 87.1\% | 3.33\% | 754 | 671 | 672 | 0.2\% | -10.8\% | 6.62\% |
| SME - Pyme | 6,383 | 6,541 | 6,907 | 5.6\% | 8.2\% | 12.74\% | 238 | 174 | 156 | -10.6\% | -34.7\% | 1.53\% |
| Mortgage | 7,033 | 8,245 | 8,648 | 4.9\% | 23.0\% | 15.95\% | 1,332 | 1,112 | 1,048 | -5.8\% | -21.3\% | 10.32\% |
| Consumer | 4,595 | 5,132 | 5,378 | 4.8\% | 17.0\% | 9.92\% | 431 | 347 | 317 | -8.6\% | -26.5\% | 3.12\% |
| Credit Card | 2,865 | 3,508 | 3,704 | 5.6\% | 29.3\% | 6.83\% | 125 | 130 | 133 | 2.7\% | 6.8\% | 1.31\% |
| Mibanco ${ }^{(3)}$ | 6,788 | 6,861 | 7,076 | 3.1\% | 4.2\% | 13.05\% | 187 | 187 | 173 | -7.7\% | -7.8\% | 1.70\% |
| Bolivia | - | - | - | - | - | - | 1,146 | 1,268 | 1,343 | 5.9\% | 17.2\% | 13.23\% |
| Others ${ }^{(4)}$ | 124 | 158 | 183 | 15.9\% | 47.8\% | 0.34\% | 113 | 127.346 | 133.182 | 4.6\% | 17.6\% | 1.31\% |


| Total loans | 40,942 | 50,532 | 54,234 | $7.3 \%$ | $32.5 \%$ | $100 \%$ | 11,896 | 10,509 | 10,152 | $-3.4 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

[^4](4) Includes work out unit, and other banking

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

QoQ, Internal overdue ratio was stable at $2.62 \%$, however PDL ratio over 90 days decreased $7 \mathrm{bps} .$. .

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


| 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14(1) | 2Q14 | 3Q14 | 4Q14 | 1Q15 | 2Q15 | 3Q15 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | 4Q15

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

4Q15 posted an improvement in the quality of the SME-Pyme and Mibanco's portfolios ...

Internal overdue ratio by segment
$\square$
$10.61 \% \xrightarrow{11.54 \%}$ SME - Pyme



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


Funding structure


[^5]
## IV.1. BCP Consolidated - Deposits

Core deposits (Demand, Saving and CTS deposits) expanded 19.5\% YoY...

Deposit dollarization measured in quarter-end balance


Deposits - Evolution and participation

| Deposits S/. Millions | Quarter |  |  | \%change |  | $\begin{aligned} & \text { \%part } \\ & \text { 4Q15 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 3Q15 | 4Q15 | QoQ | YoY |  |
| Demand deposits | 23,788,719 | 25,464,114 | 26,701,521 | 4.9\% | 12.2\% | 31.0\% |
| Saving deposits | 21,214,171 | 22,795,579 | 24,905,755 | 9.3\% | 17.4\% | 28.9\% |
| Time deposits | 20,864,602 | 27,171,597 | 27,103,426 | -0.3\% | 29.9\% | 31.5\% |
| Severance indemnity deposits (CTS) | 6,763,832 | 6,535,695 | 7,183,421 | 9.9\% | 6.2\% | 8.3\% |
| Other ${ }^{(1)}$ | 231922 | 244860 | 273989 | 11.9\% | 18.1\% | 0.3\% |
| Total Deposits | 72,863,246 | 82,211,845 | 86,168,112 | 4.8\% | 18.3\% | 100.0\% |

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

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

Total Deposits


Time Deposits


Demand Deposits


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

Breakdown of international bonds represent $68 \%$ of the total international long-term debt, which in turns accounts for $72 \%$ of the total LT debt ...

| Bond | Issue date | Tenure (years) | Currency | Issued Amount S/. (000) | Outstanding Amount S/. (000) | Coupon rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hybrid | 01/11/09 | $60^{(1)}$ | USD | 726,000 | 852,750 | 9.75\% |
| Subordinated | 15/10/07 | $15^{(1)}$ | PEN | 483,280 | 483,280 | 7.17\% |
| Subordinated ${ }^{(2)}$ | 07/11/06 | $15^{(1)}$ | USD | 9,525 | 10,097 | 6.95\% |
| Subordinated | 06/09/11 | $15^{(1)}$ | USD | 1,299,808 | 1,624,045 | 6.88\% |
| Subordinated ${ }^{(3)}$ | 24/04/12 | $15^{(1)}$ | USD | 1,908,720 | 2,455,920 | 6.13\% |
| Corporate | 16/09/10 | 10 | USD | 2,230,400 | 2,728,800 | 5.38\% |
| Corporate ${ }^{(4)}$ | 16/03/11 | 5 | USD | 416,292 | 512,626 | 4.75\% |
| Corporate ${ }^{(5)}$ | 01/04/13 | 10 | USD | 1,855,220 | 2,443,303 | 4.25\% |
| Corporate | 09/07/14 | 4 | USD | 640,749 | 785,055 | 2.75\% |
|  |  |  |  |  | 11,895,875 |  |


| Total LT debt ${ }^{(6)}$ | Market |  |
| :--- | :---: | :---: |
|  | S/. Million | $\%$ |
| Local | 6,808 | $28 \%$ |
| International | 17,615 | $72 \%$ |
| Total | $\mathbf{2 4 , 4 2 3}$ | $\mathbf{1 0 0} \%$ |

[^6]
## IV.1. BCP Consolidated - Loan to deposit ratio

The evolution QoQ in L/D ratio in LC is attributable to lower growth in LC loans vs. LC deposits...

Loan / Deposit Ratio ${ }^{(1)}$


|  |  | BCP Stand-alone Mibanco BCP Bolivia |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Funding cost | 4Q14 | 1.86\% | 4.41\% | 2.20\% |
|  | 3Q15 | 1.91\% | 4.28\% | 2.03\% |
|  | 4Q15 | 1.95\% | 4.43\% | 1.97\% |
|  | 2014 | 1.83\% | 4.28\% | 1.80\% |
|  | 2015 | 1.91\% | 4.19\% | 2.01\% |
| Total L/D ratio | 4Q14 | 106.1\% | 138.2\% | 77.8\% |
|  | 3Q15 | 104.8\% | 142.0\% | 77.3\% |
|  | 4Q15 | 103.2\% | 132.0\% | 74.2\% |
| LC L/D ratio | 4Q14 | 110.6\% | 155.2\% |  |
|  | 3Q15 | 152.5\% | 176.6\% |  |
|  | 4Q15 | 148.0\% | 161.9\% |  |

$\checkmark$ The L/D ratio has experienced an upward trend in the past few years as a result of higher growth in loans than in deposits.
$\checkmark$ The pace of loan expansion has not been affected by lower growth in deposits since it has been accompanied by alternative funding, some of which implies even lower costs
(1) BCP Consolidated loans exclude the $\mathrm{S} / .323$ million loan from BCP to Credicorp.

## IV.1. BCP Consolidated - Overall market shares

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


## IV.1. BCP Consolidated - Financial performance

Net interest income was up $+14.4 \%$ YoY, mainly driven by loan growth...

Net interest income (S/. Millions)

$\square$ Interest Income Interest Expense —— Net Interest Income

Net interest margin


NIM by subsidiary

| NIM | BCP Stand-alone | Mibanco | BCP Bolivia |
| :---: | :---: | :---: | :---: |
| 4Q14 | $4.96 \%$ | $14.16 \%$ | $4.66 \%$ |
| 3Q15 | $4.75 \%$ | $14.44 \%$ | $4.02 \%$ |
| 4Q15 | $4.85 \%$ | $14.43 \%$ | $4.15 \%$ |
| $\mathbf{2 0 1 4}$ | $4.96 \%$ | $11.86 \%$ | $4.59 \%$ |
| 2015 | $4.93 \%$ | $14.22 \%$ | $4.13 \%$ |

## IV.1. BCP Consolidated - Financial performance

Non-financial income grew this Q mainly as result of higher fee income and higher gains on FX transactions..

Non-financial income (S/. Millions)


Non-financial income breakdown (S/. Millions)


Operating expenses (S/. Millions)


Other operating expenses $\simeq$ Administrative expenses
Salaries and employees benefits $\simeq$ Efficiency ratio

Operating expenses breakdown (S/. Millions)


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

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


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

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


Evolution of the efficiency ratio



Efficiency ratio



## IV.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 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 $2016=8.7 \%$, Jan $2017=9.4 \%$, Jan $2018=10.0 \%$ and Jan $2010=10.3 \%$.
(3) Regulatory Capital / Risk-weighted assets. Legal minimum $=10 \%$.
(4) Tier $1 /$ Risk-weighted assets. Tier $1=$ Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries Goodwill - ( $0.5 \times$ Investment in Subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).
(5) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and net deferred tax that rely on future profitability) + retained earnings + unrealized gains.
(6) Accounts for the $2.5 \%$ countercyclical buffer.

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

Common Equity Tier 1 Ratio increased this $Q$ and situated at $9.34 \%$ vs. $9.01 \%$ in $3 \mathrm{Q} 15 \ldots$

## 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.
(3) Starting on Dec. 14, methodology for Common Equity Tier 1 Ratio was adjusted.

## IV.1. BCP - Transactions per channel

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

Number of transactions - Monthly average (Millions of transactions)


Teller transactions vs. Other channels


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

Network Expansion - BCP Stand-alone
CAGR 09' - 15': +12.8\%


Network Expansion by subsidiary

| Dec 15 | BCP Stand-alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Agentes | 5,732 | - | 50 | 5,782 |
| ATMs | 2,295 | - | 257 | 2,552 |
| Branches | 460 | 323 | 47 | 830 |
| Total | 8,487 | 323 | 354 | $\mathbf{9 , 1 6 4}$ |


| Peru $^{(3)}$ | Total network <br> market share (\%) | Point of contact / <br> 100,000 people |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 8}$ | $34.0 \%$ | 10.7 |
| 2009 | $38.2 \%$ | 14.2 |
| 2010 | $35.1 \%$ | 17.0 |
| 2011 | $37.5 \%$ | 21.8 |
| 2012 | $34.4 \%$ | 26.3 |
| 2013 | $29.8 \%$ | 27.3 |
| $2014^{*}$ | $28.6 \%$ | 37.4 |
| Sep 15* | $15.6 \%$ | 26.8 |

[^7]
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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/. 7,431.
$\checkmark$ 20.4\% of Mibanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark$ 43.7\% are exclusive Mibanco clients.
$\checkmark$ As of December 2015, Mibanco's clients are 877,712.

- Mibanco's banked clients are 114,532 (Jan-Dec 2015).

Expansion to
Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 4.9\%

Consumer $\quad 7.7 \%$

SME +
business
87.4\%

## IV.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


(1) Based in Peru GAAP.

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

Thus far this year we have focused on stabilizing Mibanco in order to prepare for the integration with
' 'Edýficar..?'


Net provision for loan losses \& Cost of Risk


Net Provisions for loan losses ——Annualized net provisions / Total loans

Number of Customers



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

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

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

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


Commercial indicators

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

|  |  | 74 | 56 |
| :---: | :---: | :---: | :---: |
|  | -11 |  |  |
|  | 4Q14 | 3Q15 | 4Q15 |
| ROAE | -3.7\% | 23.7\% | 17.1\% |
| ROAE Including goodwill | -3.3\% | 21.3\% | 15.5\% |

[^8]|  | Jun 15 | Sep 15 | Dec 15 |
| :--- | :---: | :---: | :---: |
| Clients | 881,258 | 866,601 | 877,712 |
| Employees | 9,925 | 10,093 | 10,164 |
| Branches ${ }^{(2)}$ | 328 | 319 | 323 |

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## IV.1. BCP Bolivia

BCP Bolivia posted mixed results in 4Q15...

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



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



NIM under pressure due to interest rate limits and loan portfolio mix guidelines

Lending rate caps established for social housing loans and loans to productive sectors.

- As of December 2015, approximately $45 \%$ of BCP Bolivia's loan portfolio will be affected by these caps.

Funding rate floor of $2 \%$ imposed for retail savings deposits in local currency with average balances of up to BOB70,000 (approximately US $\$ 10,000$ ).

- Balances subject to minimum funding rates represent approximately $10 \%$ of BCP Bolivia's total deposits.

By 2018, 60\% of the loan portfolio must be comprised of loans to the productive and social housing sector.

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## IV.1. Atlantic Security Bank

ASB's net income decreased QoQ due to an increase in provisions and lower income in 4Q15 from funds liquidations...

Summary of results

| US\$ Millions | Quarter |  |  | \% change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 4 Q14 | 3 Q15 | 4 Q15 | QoQ | YoY |
| Total loans | 844 | 897 | 916 | $2.1 \%$ | $8.6 \%$ |
| Total investments | 888 | 874 | 848 | $-3.0 \%$ | $-4.5 \%$ |
| Total assets | 1,899 | 1,997 | 1,963 | $-1.7 \%$ | $3.3 \%$ |
| Total deposits | 1,613 | 1,661 | 1,567 | $-5.6 \%$ | $-2.8 \%$ |
| Net shareholders' equity | 212 | 201 | 204 | $1.7 \%$ | $-3.7 \%$ |
| Net income | 7 | 21 | 5 | $-77.1 \%$ | $-34.7 \%$ |

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


Portfolio distribution (Dec 2015)


Net income and ROAE (\%)


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## IV.2. Grupo Pacifico

In 4Q15, 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 (Dec 15)


## IV.2. Grupo Pacifico

Main drivers of 2015 results


## 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.


## IV.2. Grupo Pacifico - Bancassurance

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

Evolution of Bancassurance related premiums (S/. Million)

\% of Bancassurance related premiums in Grupo Pacifico


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

Credicorp's underwriting result posted $\mathrm{a}+7.3 \%$ QoQ improvement due to a decrease in the acquisition cost $\ldots$

Insurance underwriting result (S/. Thousands)

|  | Quarter |  |  | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 3Q15 | 4Q15 | QoQ | YoY |
| Net earned premiums | 569,851 | 432,777 | 436,161 | 0.8\% | -23.5\% |
| Net claims | $(375,056)$ | $(265,648)$ | $(278,354)$ | 4.8\% | -25.8\% |
| Acquisition cost ${ }^{(2)}$ | $(90,802)$ | $(41,884)$ | $(23,415)$ | -44.1\% | -74.2\% |
| Total insurance underw riting result | 103,992 | 125,245 | 134,392 | 7.3\% | 29.2\% |



## IV.2. Grupo Pacifico(1)

Grupo Pacifico posted a ROAE of $13.4 \%$ in 4Q15...

Net income (S/. Millions) \& ROAE


Loss ratio


Underwriting result / Net earned premiums


Combined Ratio (\%)


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## IV.3. Prima AFP

Prima's net income was S/. 38.4 million, which represented an ROAE of $27.5 \% \ldots$

Collections ${ }^{(1)} \quad$ Funds under Management (FuM) ${ }^{(1)}$
FuM (S/. Billions)



Fee Income (S/. Millions)


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


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## IV.4. Credicorp Capital

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

Over S/. 475 million in revenues and S/. 84.8 million in net income YTD.


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

US\$ 11.9 billion in equity transactions and US\$ 82.6 billion in fixed income instruments.

More than US\$ 13,500 million in transactions during 2015.

Sales \&
Trading

Team

Corporate
Finance

Asset
Management

Capital
Markets

One of the leading brokerage house in Perú, Colombia and Chile.

More than 1,000 professionals across Peru, Colombia, Chile, Panama and USA.

## CREDICORP

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

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 44.1\% | 63.0\% | 61.4\% | 16.8\% | 33.9\% | 41.5\% | 99.3\% | 46.5\% |
| 2015 | 39.0\% | 58.0\% | 67.0\% | 25.1\% | 26.3\% | 43.0\% | 104.6\% | 44.3\% |
| Var. 2015/2014 | - 510 bps | - 500 bps | + 560 bps | + 830 bps | . 750 bps | +150 bps | + 520 bps | - 220 bps |

(1) Figures for 2014 and 2015 differ from previously reported, please consider the data presented on this report.
(2) Efficiency ratio $=$ (Operating expenses + Acquisition cost $) /($ Net interest income + Non-financial income + Net premiums earned + Gross margin from medical services $)$.

| Profitability |
| :--- |
| Net interest margin (NIM) Annualized net interest income/ Average* interest earning assets <br> Net interest margin on loans (NIM on loans) [Interest on loans-(Interest expense *(Average total loans /Average interest <br> earning assets))] <br> Return on average assets (ROAA) Annualized net income attributable to Credicorp / Average* assets <br> 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) <br> Portfolio quality Quarterly <br> Internal overdue ratio Internal overdue loans / Total loans <br> Non - performing loans ratio (NPL ratio) Non-performing loans / Total loans <br> Coverage ratio of internal overdue loans Allowance for loan losses / Internal overdue loans <br> Coverage ratio of non-performing loans Allowance for loan losses / Non-performing loans <br> Cost of risk Annualized net provisions for loan losses / Total loans |


| Quarterly |
| :--- | :--- | :--- |
| Operating performance  <br> Operating efficiency (Total expenses + Acquisition cost - Other expenses) / (Net interest income <br> + Fee income + Net gain on foreign exchange transactions + Net gain from <br> subsidiaries + Net premiums earned + Gross margin from medical services) <br> Operating expenses / Total assets (Total expenses + Acquisition cost - Other expenses) / Average* total assets |

Capital Adequacy

| BIS ratio | Reguarterly |
| :--- | :--- |
| Tier 1 ratio | Tier 1 / Risk-weighted assets Capital / 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 |  |  |  |
| :---: | :---: | :---: | :---: |
| Subsidiary | Business | Group | Income/Sales/Total debt |
| Banco de Credito del Peru | Wholesale Banking Group (WBG) ${ }^{(1)}$ | Corporate | Annual sales higher than $\$ 100$ million (equivalent to $\mathrm{S} / 341$ million) |
|  |  | Middle-Market | Annual sales from $\$ 8$ million to $\$ 100$ million (equivalent to $\mathrm{S} / 27$ million to $\mathrm{S} / 341$ million) |
|  | Retail Banking Wealth Management Group (RB\&WM) | Private Banking | Over US\$ 1 million in AuMs (Do not include CTS) |
|  |  | Enalta | Individual monthly income at least $\mathrm{S} / .20,000$; or more than US\$ 200,000 in AuMs (Do not include CTS). |
|  |  | Affluent | Individual monthly income from $\mathrm{S} / 5,000$ to $\mathrm{S} / 20,000$ |
|  |  | Consumer | Focus on medium-low income individuals who receive their payroll through BCP |
|  |  | SME - Business | Annual sales from $\mathrm{S} / 4$ million to $\mathrm{S} / 32$ million; or Total debt from $\mathrm{S} / 1.2$ million to $\mathrm{S} / 10$ million |
|  |  | SME- Pyme | Total debt up to S/1.2 million |
| BCP Bolivia (1) | Wholesale Banking | Large companies | Annual sales higher than approximately $\mathrm{S} / .34$ million |
|  |  | Medium companies | Annual sales from approximately $\mathrm{S} / .7$ million to $\mathrm{S} / .34$ million |
|  | Retail Banking | Small Business | Annual sales from approximately S/. 1 million to S/. 7 million |
|  |  | Micro Business | At least annual sales of approximately $\mathrm{S} / .1$ million |
|  |  | Consumer | Payroll workers and self-employed workers |
|  |  | Mortgage Banking | Payroll workers, independent professionals and business owners |
| Mibanco | SME \& Microlending | SME - medium | Annual sales up to $\mathrm{S} / .20$ million. <br> Total debt higher than $\mathrm{S} / 0.3$ million and not issued debt in the capital market. |
|  |  | SME - small | Total debt from S/0.02 million to S/.0.3 million. |
|  |  | Micro-Business | Total debt up to S/0.02 million. |
|  |  | Consumer | Focus on debt unrelated to business. |



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]:    Change in the mix of BAP's loan portfolio: Retail expansion

[^1]:    (1) Includes Edyficar
    (2) Includes work out unit, and other banking

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

[^3]:    C: Chairman
    M: Member.
    Independent Director
    Are not members of Credicorp's board but sit on BCP's Board
    1 Financial expert.

[^4]:    (1) Average daily balances.
    (2) Includes work out unit, and other banking.
    (3) Includes Edyficar

[^5]:    (1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.

[^6]:    (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 BCP23.
    (5) Result after the exchange of notes with the BCP16.
    (6) Tenure $>24$ months.

[^7]:    (1) As of December 2015. As \% of Multiple Banking
    (2) As of December 2015. As \% of Multiple Banking
    (3) Includes BCP Stand-alone from 2008 to 2013. Since 2014' figures includes Mibanco.

    Sources: BCP, SBS, INEI.

[^8]:    Source: SBS, BCP and Edyficar.
    (1) Market share figures as of November 2015.

