# CREDICORP

Earnings Conference Call Third Quarter 2017

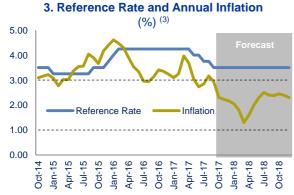
## Macroeconomic outlook

The economy already exhibits signals of recovery for non-primary activity and investment...





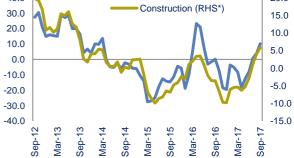
(% change YoY) (1)



Source: BCP/Credicorp, BCRP, Ministry of Energy and Mining

- (2) Source: BCRP, INEI
- (3) Source: Central Bank, INEI, BCP
- Source: Bloomberg (4)
- (\*) RHS: Right hand side

2. Public Investment and Construction (% change YoY, 3 months moving average)<sup>(2)</sup> Public Investment 40.0 20.0 Construction (RHS\*)



4. Exchange rate and Copper's price (US\$PEN and US\$/lb., as of October 26th) (4) 3.6 1.4 1.8 2.2 2.6 3.0



# Quarterly highlights

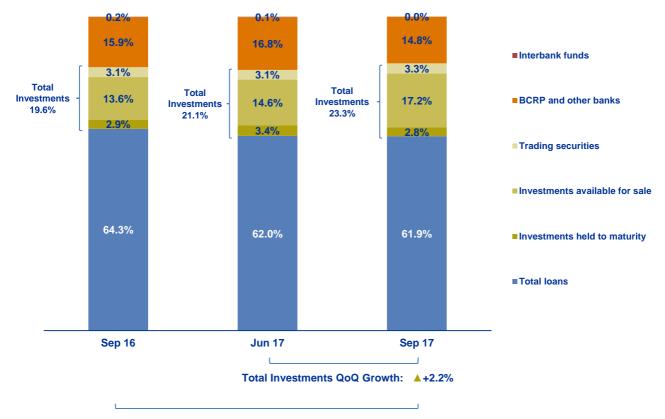


Credicorp's results posted an increase in net income mainly due to higher level of non-financial income...

	Net income:	S/ 1,218.3 million	▲ 32.4% QoQ and ▲28.3% YoY
Profitability	ROAE:	22.8%	▲460 bps QoQ and ▲ 210 bps YoY
	ROAA:	3.0%	▲ 70 bps QoQ and ▲ 60 bps YoY
	Nominal growth in ave	erage daily balances:	▲ 0.9% QoQ and ▲ 1.4% YoY
Loan portfolio	FX-adjusted growth in	average daily balances:	▲ 1.0% QoQ and ▲ 3.1% YoY
	Net provisions for loar	n losses: S/ 378.2 million	▼ 12.7% QoQ and ▼ 2.8% YoY
	Cost of risk:	1.59%	▼ 26 bps QoQ and ▼ 6 bps YoY
	Net interest income:	S/ 2,032 million	▲ 3.0% QoQ and ▲ 1.8% YoY
NII & NIM	Net interest income: NIM:	S/ 2,032 million 5.34%	<ul> <li>▲ 3.0% QoQ and ▲ 1.8% YoY</li> <li>▲ 8 bps QoQ and ▼ 13 bps YoY</li> </ul>
NII & NIM			
NII & NIM Efficiency	NIM:	5.34%	▲ 8 bps QoQ and ▼ 13 bps YoY



Total investments increased their share in IEA, which reflects the investment strategy to maximize returns in a scenario of low loan-growth...

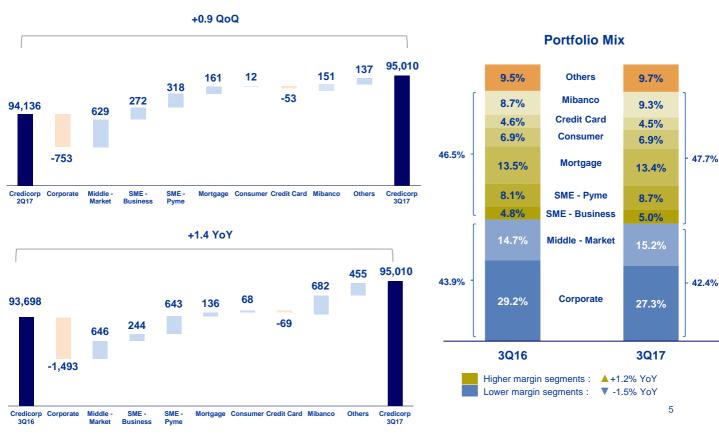


Total Investments YoY Growth: **A** +3.7%



Growth in average-daily-balances was driven mainly by higher-margin business segments that increased their share in total loans ...

## Loan Growth S/. (millions)



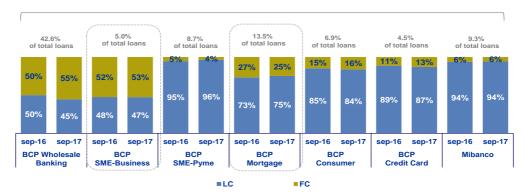


Loans of clients highly-exposed to FX risk continued to represent a small percentage of total loans that was close to zero ...

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#### 1. Dollarization by segment <sup>(1)</sup>

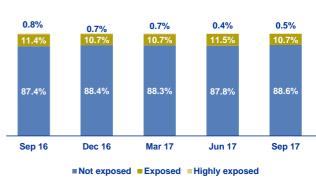
FC portfolio participation: - Credicorp: 39.8% in 3Q16 and 41.5% in 3Q17- BCP Stand-alone: 36.9% in 3Q16 and 39.0% in 3Q17



#### 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:

- ✓ Total FC loan portfolio, with certain exceptions <sup>(2)</sup>, de-dollarized by 24% (vs. 20% target at Dec 17)
- ✓ FC Mortgage and Car loan portfolio dedollarized by 39% (vs. 40% target at Dec 17)



#### 3. FX risk on credit risk <sup>(3)</sup> – BCP Stand-alone

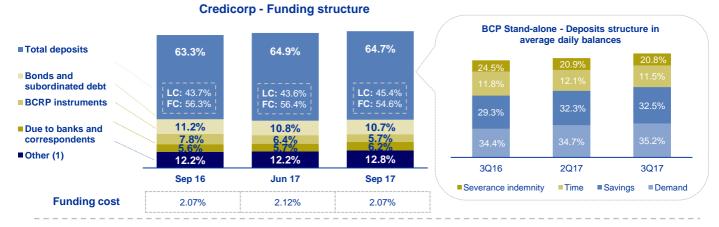
(2) Excludes foreign trade, long-term loans (more than 3 years and over US\$10 million).

(3) Exposure for Credicorp's loan book is lower.

<sup>(1)</sup> Average daily balances in S/ Million



Deposits' share in the funding mix increased, while BCRP instruments posted a drop in their share as repos expired...



#### Banking business (2) – Total Funding by currency and cost

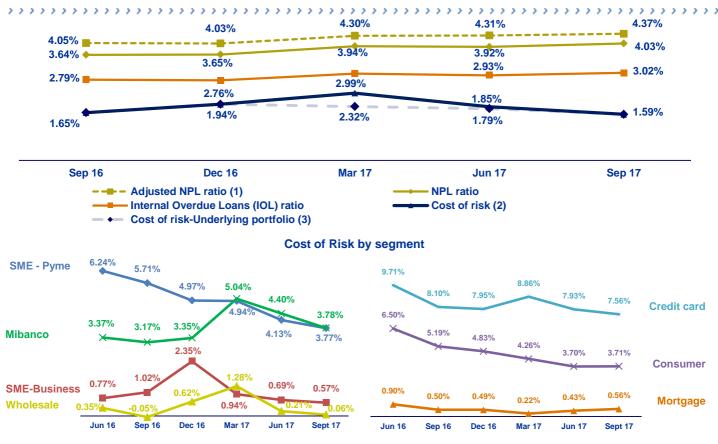


(1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities. (2) Includes BCP Stand-alone, Mibanco, BCP Bolivia and ASB.

## Portfolio quality and Cost of Risk



The Cost of risk decreased QoQ mainly due to the better risk quality of the portfolio and the lower level of provisions required by the FEN ...

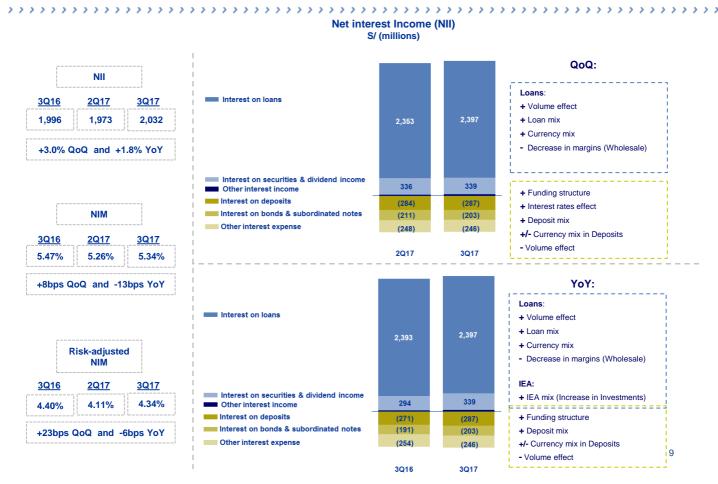


Adjusted NPL ratio = (Non-performing loans + Charge-offs) / (Total loans + Charge-offs).
 Cost of risk = Annualized provisions for loan losses net of recoveries / Total loans.
 Adjusted cost of risk of March 17 and June 17 calculated eliminating provisions related to the construction sector and the El Nino weather phenomenon.

## Net interest income (NII) & Net interest margin (NIM)



NIM and Risk-adjusted NIM increased QoQ but decreased YoY...





Credicorp's efficiency ratio improved QoQ and YoY reflecting the slight recovery in NII generation ...



#### Operating efficiency <sup>(1)</sup> by Subsidiary

	BCP Stand-alone	Mibanco	BCP Bolivia	ASB	PGA	Prima	Credicorp Capital	Credicorp
3Q16 (2)	41.3%	56.1%	55.9%	24.0%	28.1%	42.1%	113.3%	43.9%
2Q17	42.1%	54.0%	54.4%	22.4%	27.0%	43.8%	88.6%	43.8%
3Q17	41.1%	48.4%	55.6%	22.4%	31.0%	51.3%	106.9%	43.7%
Var. QoQ	-100 bps	-560 bps	120 bps	0 bps	400 bps	750 bps	1830 bps	-10 bps
Var. YoY	-20 bps	-770 bps	-30 bps	-160 bps	290 bps	920 bps	-640 bps	-20 bps

(1) (Salaries and employee benefits + Administrative expenses + Depreciation and amortization + Acquisition cost) / (Net interest income + Fee income + Result for difference in exchange + Net gain

on derivatives + Result on exchange difference + Net gain from associates + Net premium earned).

(2) Figures of subsidiaries differ from previously reported, please consider the data presented on this report.



Credicorp's posted relatively good results considering the scenario of low loan-growth ...

Profitability	Net income: ROAE: ROAA:	S/ 3,028.1 million 19.4% 2.5%	▲ 15.6% ▼ 40 bps ▲ 3 <b>0</b> bps
Loan portfolio	Nominal growth in average daily b FX-adjusted growth in average dai Net provisions for loan losses: Cost of risk:	ly balances:	<ul> <li>▲ 0.4% YTD</li> <li>▲ 2.1% YTD</li> <li>▲ 1.6%</li> <li>▲ 2 bps</li> </ul>
NII & NIM	Net interest income: NIM: Risk-Adjusted NIM:	S/ 6,021 million 5.35% 4.15%	<ul> <li>▲ 3.1%</li> <li>▲ 0 bps</li> <li>▲ 1 bps</li> </ul>
Efficiency	Efficiency ratio:	43.1%	▼ 40 bps



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