## 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's satisfaction.

## CREDICORP

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


Assets: PEN 115 billion
Net Income attributable to Credicorp: PEN 1,539 million
Employees: 25,776

## PRIMAAFP

FuM: PEN 32.4 billion Collections: PEN 673 million Employees: 708

AuM: PEN 20.2 billion Employees: 1,025

[^0]
## Credicorp - Shareholders' structure

At current market price, Credicorp's market cap stands at US\$ 12,234 million...


|  | 2009 | 2010 | 2011 | 2012 | 2013 | Sep 14 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-out ratio ${ }^{(2)}$ | $34.9 \%$ | $32.2 \%$ | $30.6 \%$ | $31.1 \%$ | $31.6 \%$ |  |
| Earnings per share (PEN/share) ${ }^{(3)}$ | 19.29 | 26.07 | 24.73 | 20.23 | 17.67 | 23.72 |
| Market capitalization (US\$ million) | 6,143 | 9,484 | 8,731 | 11,690 | 10,587 | 12,234 |

[^1]The following figures reflect the strong business performance over recent years and the impact of the FX fluctuation in 2013...

Loans (PEN million) \& PDL Ratio (\%)


Deposits (PEN million) \& L/D ratio (\%)


Assets (PEN million) \& ROAA (\%)


Liabilities (PEN million)


The following figures reflect the strong business performance over recent years and the impact of the FX fluctuation in 2013...


Non-Financial Income composition (PEN million)


Net Interest Income (PEN million) \& NIM (\%)


Operating Expenses (PEN million) \& Efficiency Ratio (\%)


Net income excl. Mibanco in 3Q14 reached PEN 666.2 million, which represents a ROAE of almost $22 \% \ldots$

|  |  | Excluding Mibanco |  |  | Including Mibanco |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Summary of Results |  | Quarter |  | \% Change | Quarter |  | \% Change | Year to date |  |
|  |  | 2Q14 | 3Q14 | QoQ | 2Q14 | 3Q14 | QoQ | Sep -13 | Sep -14 |
| Results | Net Income (PEN million) | 582.8 | 666.2 | 14.3\% | 584.7 | 645.4 | 10.4\% | 1,116.3 | 1,892.2 |
|  | EPS (PEN) | 7.31 | 8.35 | 14.2\% | 7.33 | 8.09 | 10.4\% | 14.00 | 23.72 |
|  | Operating Income (PEN million) ${ }^{(1)}$ | 803.4 | 962.7 | 19.8\% | 804.0 | 931.1 | 15.8\% | 1,998.3 | 2,646.2 |
|  | Net Interest Income (PEN million) | 1,434.8 | 1,513.1 | 5.5\% | 1,610.5 | 1,686.2 | 4.7\% | 3,645.1 | 4,698.4 |
| Profitability | ROAE (\%) ${ }^{(2)}$ | 20.2\% | 21.7\% | 150 bps | 18.9\% | 19.7\% | 80 bps | 13.5\% | 19.9\% |
|  | ROAA (\%) ${ }^{(2)}$ | 2.0\% | 2.2\% | 20 bps | 1.9\% | 2.0\% | -10 bps | 1.3\% | 2.0\% |
|  | NIM, interest earning assets (\%) | 5.33\% | 5.41\% | 8 bps | 5.67\% | 5.75\% | 8 bps | 5.08\% | 5.61\% |
|  | NIM on loans BCP (\%) | 8.38\% | 8.52\% | 14 bps | 8.91\% | 9.01\% | 10 bps | 7.96\% | 8.81\% |
| Loan <br> Portfolio Quality | Total Loans (PEN billion) | 69.2 | 71.4 | 3.3\% | 73.5 | 75.7 | 3.0\% | 62.4 | 75.7 |
|  | PDL (\%) | 2.39\% | 2.33\% | -6 bps | 2.64\% | 2.59\% | -5 bps | 2.18\% | 2.59\% |
|  | NPL (\%) | 2.96\% | 2.93\% | $-3 \mathrm{bps}$ | 3.30\% | 3.26\% | -4 pbs | 2.76\% | 3.26\% |
|  | Annualized Net Provisions/Total loans (\%) | 2.38\% | 1.85\% | -53 bps | 2.62\% | 2.29\% | -33 bps | 1.90\% | 2.25\% |
| Insurance Indicators | Net Premius Earned (PEN million) | 544.7 | 555.2 | 1.9\% | 544.7 | 555.2 | 1.9\% | 1611.6 | 1618.4 |
|  | Insurance underw riting result (PEN million) ${ }^{(3)}$ | 104.2 | 117.6 | 12.9\% | 104.2 | 117.6 | 12.9\% | 281.1 | 318.9 |
|  | Gross Margin (PEN million) | 25.2 | 28.8 | 14.1\% | 25.2 | 28.8 | 14.1\% | 51.2 | 74.8 |
| Efficiency | Efficiency Ratio (\%) | 42.7\% | 40.4\% | -230 bps | 43.9\% | 41.5\% | -240 bps | 43.1\% | 42.1\% |
| Size | Market Capitalization (US\$ million) | 12,400 | 12,234 | -1.3\% | 12,400 | 12,234 | -1.3\% | 10,108 | 12,234 |
|  | Total Assets (PEN billion) | 121.4 | 127.0 | 4.6\% | 127.1 | 132.7 | 4.4\% | 111.8 | 132.7 |

[^2](2) Averages are determined as the average of period-beginning and period-ending balances.
(3) Doesn't include technical result from medical subsidiaries.

Results for 3Q14 in line with expectations...

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| PEN million | Quarter |  |  | \% Change |  | Year to date |  | \% Change <br> Sep 14 / Sep 13 | \% Part. Sep 14 | ROAE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY | Sep 13 | Sep 14 |  |  | 3Q14 | Sep 14 |
| BCP ${ }^{(1)}$ | 409 | 423 | 572 | 35\% | 40\% | 854 | 1462 | 71\% | 77\% | 25.4\% | 22.4\% |
| $B C B{ }^{(2)}$ | 11 | 19 | 17 | -8\% | 53\% | 34 | 52 | 52\% | 3\% | 16.1\% | 16.5\% |
| Edyficar ${ }^{(3)}$ | 32 | 32 | 20 | -38\% | -38\% | 66 | 79 | 20\% | 4\% | 7.1\% | 12.6\% |
| PGA ${ }^{(4)}$ | 52 | 46 | 60 | 29\% | 16\% | 95 | 144 | 52\% | 8\% | 13.9\% | 11.7\% |
| Atlantic Security Bank | 28 | 80 | 28 | -65\% | -1\% | 104 | 138 | 33\% | 7\% | 18.0\% | 31.6\% |
| Prima AFP | 36 | 41 | 37 | -8\% | 3\% | 104 | 116 | 12\% | 6\% | 29.0\% | 31.4\% |
| Credicorp Capital ${ }^{(5)}$ | 3 | 12 | 11 | -7\% | 316\% | 23 | 40 | 70\% | 2\% | 6.4\% | 11.0\% |
| Credicorp Ltd. and others ${ }^{(6)}$ | -26 | -18 | -63 | 259\% | 141\% | -64 | -8 | -88\% | 0\% | - | - |
| Nl attributable to Credicorp | 501 | 585 | 645 | 10\% | 29\% | 1,116 | 1,892 | 70\% | 100\% | 19.7\% | 19.9\% |

(1) Includes Banco de Crédito de Bolivia, Edyficar and Mibanco.
(2) The figure is lower than the net income of BCB because Credicorp owns $97.7 \%$ of BCB (directly and indirectly).
(2) The figure is lower than the net inc
(3) Includes investment in Mibanco.
(3) Includes investment in Mibanco.
(4) ROAE including unrealized gains.
(4) ROAE including unrealized gains.
(5) Includes Credicorp Inv, which includ
(5) Includes Credicorp Inv, which includes IM Trust, Credicorp Capital Individual, Credicorp Capital Colombia and CSI; and Credicorp Capital Peru which includes Credicorp Capital Bolsa, Credicorp Capital Fondos and Credicorp Capital Titulizadora.
(6) Includes taxes on BCP's and PPS's dividends, Grupo Crédito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and other expenses at the holding company level. At 3Q14, includes the increased interest expense associated with the valuation of Calls and Puts in Credicorp Capital related to Correval and IMTrust's acquisition.

## Credicorp - Loans and Deposits

Loan and deposit growth was driven by BCP's business expansion as well as the acquisition of Mibanco...

Loans by subsidiaries (PEN million)


Deposits by subsidiaries (PEN million)


The PDL ratio showed a turning point for the first time in two years and reported a drop of $5 \mathrm{bps} . .$.

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PDL ratio breakdown

Mar 14 - Jun 14


Jun 14 - Sep 14


## BCP - PDL

Delinquency in SME-Pyme decreased 16 bps this $Q$ after reaching a peak in 2Q14...


The higher PDL ratio in 2014 reflects mainly the impact of the acquisition of Mibanco and the deterioration of SME (BCP stand-alone).

PDL ratio - Credicorp and its subsidiaries


Net provisions for loan losses went down this 3Q14 after reaching its peek in 2Q14

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## Net provisions for loan losses ${ }^{(1)}$



[^3]Credicorp's NIM situates at $5.75 \%$ in 3Q14...

Credicorp - Net interest income, Interest earning assets \& NIM breakdown for 3Q14

| PEN 000 | BCP Consolidated | ASB | Pacifico ${ }^{(1)}$ | Others ${ }^{(2)}$ | Credicorp |
| :--- | :---: | :---: | :---: | :---: | :---: |
| IEA (Average) ${ }^{(3)}$ | $105,482,495$ | $5,460,759$ | $5,540,922$ | 870,961 | $117,355,138$ |
| $\%$ Total IEA Credicorp | $90 \%$ | $5 \%$ | $5 \%$ | $1 \%$ | $100 \%$ |
| NII for 3Q14 (Annualized) | $6,351,833$ | 113,149 | 270,585 | 9,171 | $6,744,737$ |
| \% Total NII Credicorp | $94 \%$ | $2 \%$ | $4 \%$ | $0 \%$ | $100 \%$ |
| NIM for 3Q14 | $\mathbf{6 . 0 2 \%}$ | $\mathbf{2 . 0 7 \%}$ | $\mathbf{4 . 8 8 \%}$ | $\mathbf{1 . 0 5 \%}$ | $\mathbf{5 . 7 5 \%}$ |
| Provisions (Annualized) | $1,733,372$ | 142 | 0 | -637 | $1,732,877$ |
| \% Total Prov. Credicorp | $100 \%$ | $0 \%$ | $0 \%$ | $0 \%$ | $100 \%$ |
| NIM after prov for 3Q14 | $\mathbf{4 . 3 8 \%}$ | $\mathbf{2 . 0 7 \%}$ | $\mathbf{4 . 8 8 \%}$ | $\mathbf{1 . 1 3 \%}$ | $\mathbf{4 . 2 7 \%}$ |

BCP Consolidated - Net interest income, Interest earning assets \& NIM breakdown for 3Q14

| PEN 000 | BCP Stand-alone | Edyficar | MiBanco | BCP Bolivia | Others ${ }^{(4)}$ | BCP Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IEA (Average) | 92,865,447 | 4,722,314 | 5,673,344 | 4,626,073 | -2,404,683 | 105,482,495 |
| \% Total IEA BCP Cons | 88\% | 4\% | 5\% | 4\% | -2\% | 100\% |
| NII for 3Q14 (Annualized) | 4,693,445 | 727,996 | 692,294 | 218,701 | 19,397 | 6,351,833 |
| \% Total NII BCP Cons | 74\% | 11\% | 11\% | 3\% | 0\% | 100\% |
| NIM for 3Q14 | 5.05\% | 15.42\% | 12.20\% | 4.73\% | -0.81\% | 6.02\% |
| Provisions (Annualized) | 1,181,994 | 115,372 | 411,283 | 18,477 | 6,246 | 1,733,372 |
| \% Total Prov. BCP Cons | 68\% | 7\% | 24\% | 1\% | 0\% | 100\% |
| NIM after prov for 3Q14 | 3.78\% | 12.97\% | 4.95\% | 4.33\% | -0.55\% | 4.38\% |

Net Interest Margin (NIM) is calculated using the following formula: Annualized net interest income / Average period end and period beginning interest earning assets.
(1) Pvida's NII contributes to $96 \%$ of PGA's NII.
(2) Others include Prima, Credicorp Capital, Grupo Credito and Eliminations for consolidation.
(3) Interest Earning Assets.
(4) Others include Financiera Solucion and Eliminations for consolidation.

YTD BCP represents $78 \%$ of Credicorp's non financial income...


Credicorp - Operating efficiency

Credicorp's efficiency improvement is mainly driven by BCP, PGA and Prima's efficiency initiatives ...

Reported efficiency ratio ${ }^{(1)}$

(1) Reported efficiency ratio $=$ (Operating Expenses - Others) $/$ (Net Interest Income + Fee Income + Gains in FX + Net Earned Premiums + Gross Margin from Medical Subsidiaries). (2) Includes Grupo Credito and eliminations for consolidation.

BCP's efficiency improvement gets a bit diluted when Edyficar (a business with higher ROAEs) and Mibanco are consolidated...

Reported efficiency ratio ${ }^{(1)}$

|  |  | BCP Stand alone | BCP Bolivia | Edyficar | Mibanco | Others ${ }^{(2)}$ | BCP Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\stackrel{m}{\mathbf{O}}$ | \% of Income |  |  |  |  | 0.1\% | 100.0\% |
|  | \% of Opex | 85.9\% | 5.4\% | 9.2\% | - | -0.4\% | 100.0\% |
|  | Efficiency ratio | 45.2\% | 60.3\% | 52.9\% | - | 144.9\% | 46.2\% |
| $\underset{\sim}{\underset{N}{\prime}}$ | \% of Income | 79.4\% | 3.6\% | 7.9\% | 8.8\% | 0.3\% | 100.0\% |
|  | \% of Opex | 75.2\% | 4.6\% | 9.1\% | 11.3\% | -0.2\% | 100.0\% |
|  | Efficiency ratio | 45.8\% | 61.9\% | 55.6\% | 62.0\% | 29.5\% | 48.4\% |
| $\stackrel{\rightharpoonup}{\sigma}$ | \% of Income | 79.9\% | 3.5\% | 8.1\% | 8.3\% | 0.2\% | 100.0\% |
|  | \% of Opex |  |  | 9.7\% | 10.8\% | -0.2\% | 100.0\% |
|  | Efficiency ratio | 42.2\% | 59.8\% | 53.7\% | 58.9\% | -39.2\% | 44.9\% |
|  | Change 3Q14 / 3Q14 | -300 pbs | -50 pbs | +80 pbs | - | - | -130 pbs |
|  | Change 3Q14 / 2Q14 | -365 pbs | -209 pbs | -190 pbs | -315 pbs | - | -348 pbs |

[^4]Cost of funding remained stable this $Q$ in spite of a restructuring of funding ...

Funding - Structure and Cost


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


PGA and Prima AFP have consolidated their position in their respective industry...

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Market share (\%) - Collections ${ }^{(1)} \quad$ Market share (\%) - FuM ${ }^{(1)}$


Market share (\%) - Direct Premiums

(1) Source: SBS, September 2014. Habitat $=0.3 \%$ for FuM and 3.7\% for Collections.

## 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 ${ }^{(5)}$

|  | 3Q13 | 2Q14 | 3Q14 |
| :--- | :---: | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 13,320 | 15,482 | 15,691 |
| Total Regulatory Capital Requirement (B) | 11,156 | 12,583 | 13,856 |
| Compliance with Capital Requirement (A)/(B) | $119 \%$ | $123 \%$ | $113 \%$ |

BCP is in the process of alignment to Basel III framework, however local regulator is still evaluating the application of such ...

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BCP at Basel II


BCP at Basel III


Transition to Basel III-Benchmarks

|  | 2014 | 2016 | 2019 | $2019{ }^{(5)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio (5) | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

(1) Peru GAAP.
(2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 14.
(3) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011).
(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 deferred tax assets that rely on future profitability) + retained earnings + unrealized gains.
(6) Accounts for the $2.5 \%$ countercyclical buffer.

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

## Governance structure




Board independence


Board of directors tenure


## Credicorp - 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 ${ }^{(4)}$ | $\begin{gathered} \text { Risk } \\ \text { Committee }{ }^{(5)} \end{gathered}$ | Executive Committee ${ }^{(6)}$ |


| Dionisio Romero P. |  | C | C | C | M | C |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Raimundo Morales ${ }^{\text {' }}$ | C | M | M |  | C | M |
| Fernando Fort |  |  |  |  |  | M |
| Reynaldo Llosa |  | 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 |  |  |

[^5] Financial expert.
${ }^{(1)}$ 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.

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I. Credicorp Strategy
II. Business units

Credicorp strategy focuses on three pillars to support long term growth and profitability...

## Risk Management

We believe that adequate assessment and management of risks inherent to our business form the basis for sustainable growth and strong performance.


## Efficient Growth

We are committed to continuously improve efficiency in our businesses in an effort to achieve sustainable and profitable growth.

## Stakeholders

We strive to satisfy our stakeholder's needs, maintaining close contact over time and creating sustainable relationships with them.

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

## Objective

- Strengthening risk management at Credicorp consistent with the best practices and regulations;
- Encourage and adequate dissemination of 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 Technical Risk.


## General Principles

- Senior Management Involvement: The Board establishes the Corporations's objectives, policies and risk appetite, with some of these duties delegated 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.

BCPs strategy focuses on four pillars to support long term growth and profitability...

## Risk Management

- Governance of risk management (Retail Banking).
- Periodic calibration of models and risk tools.


## Customers

- Customer focus: attention, satisfaction and retention.
- Continuous enhancement of our products and services to meet our customers' needs while supporting their growth and development.


## Efficient Growth

Efficient growth is structured in two fronts:

- Continuous improvement: productivity management, establishment of new committees, and process improvement.
- Efficiency program: products, service model, organization and support functions, operations and IT, and culture.


## Employees

- Attract and retain best talent in the market.
- Establish ourselves as the best place to work in Peru.

Throughout its 125 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

- Position as leader has allowed for attraction and retention of 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

- 125 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.

Pacifico's strategy is focused on three strategic pillars .

Objectives

## Actions



Highly productive and professional channels.

- Focus on massive business growth (Bancasurrance, automobile, medical care) with optimal scoring models and pricing.
- Strengthen traditional and alternative distribution channels with lower acquisition costs.
- Develop business intelligence capabilities.
- Focus efforts to achieve a more efficient structure .
- Review operation processes (Lean, automation, etc.) and complete the implementation of the new efficient operating system (GuideWire).
- Capitalize synergies with Credicorp (purchase, risk management, compliance, audit, etc.)
- Establish simple and standardized processes for greater customer satisfaction and low operational costs.
Position ourselves as
Clients the "easiest way of getting insured".
- Effective and efficient transactions (first call resolution) to maximize the value of every customer contact.
- Develop easy to understand policies and offer modular prices to attract customers.

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## I. Credicorp <br> II. Business units BCP

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

| Summary of results (PEN million) |  | Quarter |  |  | \%Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY |
| Results | Net interest income | 1,188 | 1,507 | 1,588 | 5.3\% | 33.7\% |
|  | Provisions | (333) | (481) | (433) | -9.9\% | 30.3\% |
|  | Non financial income | 591 | 642 | 689 | 7.2\% | 16.5\% |
|  | Operating expenses | (848) | $(1,063)$ | $(1,049)$ | -1.3\% | 23.8\% |
|  | Operating income ${ }^{(2)}$ | 599 | 606 | 794 | 31.1\% | 32.6\% |
|  | Net Income | 421 | 433 | 586 | 35.3\% | 39.1\% |
|  | Assets | 95,526 | 109,392 | 113,801 | 4.0\% | 19.1\% |
|  | Loans | 60,412 | 71,396 | 73,636 | 3.1\% | 21.9\% |
|  | Deposits | 63,385 | 72,094 | 70,820 | -1.8\% | 11.7\% |
|  | Equity | 7,910 | 8,938 | 9,514 | 6.4\% | 20.3\% |
| Ratios | Net interest margin (\%) | 5.33 | 5.90 | 6.02 | +12 bps | +69 bps |
|  | NIM on loans (\%) ${ }^{(3)}$ | 8.37 | 8.91 | 9.01 | +10 bps | +64 bps |
|  | ROAE (\%) ${ }^{(4)}$ | 22.0 | 19.9 | 25.4 | +550 bps | +340 bps |
|  | ROAA (\%) ${ }^{(4)}$ | 1.8 | 1.6 | 2.1 | +50 bps | +30 bps |
|  | Efficiency ratio (\%) | 46.1 | 48.5 | 44.9 | -360 bps | -120 bps |
|  | NPL ratio (\%) | 2.84 | 3.40 | 3.35 | $-5 \mathrm{bps}$ | +51 bps |
|  | PDL ratio (\%) | 2.25 | 2.72 | 2.66 | -6 bps | +41 bps |
| Network | Branches ${ }^{(5)}$ | 619 | 781 | 784 | 0.4\% | 26.7\% |
|  | Agentes BCP ${ }^{(6)}$ | 5,426 | 7,894 | 7,954 | 0.8\% | 46.6\% |
|  | ATMs ${ }^{(6)}$ | 2,282 | 2,507 | 2,504 | -0.1\% | 9.7\% |
|  | Employees | 19,611 | 25,366 | 25,703 | 1.3\% | 31.1\% |

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

## Assets breakdown

(PEN 113.8 Bn. as of Sep-2014)

Liabilities breakdown
(PEN 104.1 Bn. as of Sep-2014)


Cash and due from banks (Sep-14):
$17.0 \%$ non-interest bearing
83.0\% interest bearing

LC = overnight $-195 \mathrm{bps}=1.5 \%$
FC $=25 \%$ LIBOR ( 1 month)



Liabilities

[^6]LC = Local currency
FC $=$ Foreign currency

Total loans were up $3.1 \%$, while average daily balances expanded $+4.1 \%$ QoQ and $+21.4 \%$ YoY

Loan Portfolio Evolution - Q-end vs. Avg. Daily Balances (PEN million)


Loan Portfolio Mix - Avg. Daily Balances (1)


[^7]Total loans expressed in average daily balances expanded $+4.1 \%$ QoQ mainly as a result of the increase in Corporate loans...

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



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

| LOANS PEN million | Quarter |  |  | \%Change |  | \%Part. 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY |  |
| Wholesale Banking | 27,649 | 31,035 | 32,704 | 5.4\% | 18.3\% | 45.0\% |
| Corporate | 17,700 | 19,790 | 20,729 | 4.7\% | 17.1\% | 28.5\% |
| Middle-Market | 9,948 | 11,245 | 11,975 | 6.5\% | 20.4\% | 16.5\% |
| Retail Banking | 26,912 | 28,200 | 29,177 | 3.5\% | 8.4\% | 40.1\% |
| SME - Pyme | 6,973 | 6,921 | 7,042 | 1.7\% | 1.0\% | 9.7\% |
| SME - Business | 2,528 | 2,517 | 2,835 | 12.6\% | 12.2\% | 3.9\% |
| Mortgage | 9,414 | 10,247 | 10,555 | 3.0\% | 12.1\% | 14.5\% |
| Consumer | 5,378 | 5,555 | 5,737 | 3.3\% | 6.7\% | 7.9\% |
| Credit Card | 2,620 | 2,959 | 3,009 | 1.7\% | 14.8\% | 4.1\% |
| Edyficar | 2,299 | 2,878 | 3,058 | 6.3\% | 33.0\% | 4.2\% |
| Bolivia | 2,693 | 3,021 | 3,168 | 4.9\% | 17.6\% | 4.4\% |
| Mibanco | - | 4,259 | 4,167 | -2.1\% | - | 5.7\% |
| Ohers ${ }^{(2)}$ | 373 | 444 | 447 | 0.7\% | 20.0\% | 0.6\% |
| Consolidated total loans | 59,925 | 69,836 | 72,721 | 4.1\% | 21.4\% | 100.0\% |

The loan portfolio in local currency grew 39.1\% YoY...


Loan Dollarization by Segment ${ }^{(2)}$ - 3Q14


|  | Domestic Currency Loans ${ }^{(2)}$ (PEN million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY | \% Part |
| Wholesale Banking | 6,379 | 10,104 | 10,307 | 2.0\% | 61.6\% | 27\% |
| - Corporate | 4,215 | 6,763 | 6,750 | -0.2\% | 60.1\% | 18\% |
| - Middle Market | 2,164 | 3,342 | 3,558 | 6.5\% | 64.4\% | 9\% |
| Retail Banking | 18,751 | 20,549 | 21,165 | 3.0\% | 12.9\% | 55\% |
| - SME - Business | 6,132 | 6,200 | 6,330 | 2.1\% | 3.2\% | 17\% |
| - SME - Pyme | 641 | 782 | 868 | 10.9\% | 35.5\% | 2\% |
| - Mortgage | 5,388 | 6,536 | 6,779 | 3.7\% | 25.8\% | 18\% |
| - Consumer | 4,287 | 4,402 | 4,521 | 2.7\% | 5.5\% | 12\% |
| - Credit Card | 2,304 | 2,629 | 2,667 | 1.5\% | 15.8\% | 7\% |
| Edyficar | 2,270 | 2,853 | 3,033 | 6.3\% | 33.6\% | 8\% |
| Bolivia | - | - | - | - | - | - |
| Mibanco | - | 3,686 | 3,622 | -1.7\% | - | 9\% |
| Others ${ }^{(3)}$ | 115 | 163 | 142 | -12.7\% | 23.6\% | 1\% |
| Total Loans | 27,515 | 37,354 | 38,270 | 2.5\% | 39.1\% | 100\% |


| 3Q13 | Foreign Currency Loans ${ }^{(2)}$ <br> (US\$ million) |  |  |  | \% Part |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 3Q14 | QoQ | YoY |  |
| 7,613 | 7,502 | 7,878 | 5.0\% | 3.5\% | 65\% |
| 4,827 | 4,669 | 4,918 | 5.3\% | 1.9\% | 41\% |
| 2,786 | 2,833 | 2,960 | 4.5\% | 6.3\% | 24\% |
| 2,906 | 2,742 | 2,817 | 2.7\% | -3.0\% | 23\% |
| 285 | 259 | 250 | -3.2\% | -12.2\% | 2\% |
| 675 | 622 | 691 | 11.2\% | 2.4\% | 6\% |
| 1,441 | 1,330 | 1,328 | -0.2\% | -7.9\% | 11\% |
| 391 | 413 | 427 | 3.5\% | 9.4\% | 4\% |
| 113 | 119 | 120 | 1.2\% | 6.1\% | 1\% |
| 10 | 9 | 9 | -1.5\% | -14.2\% | 0\% |
| 964 | 1,083 | 1,114 | 2.9\% | 15.6\% | 9\% |
| - | 206 | 192 | -6.8\% | - | 2\% |
| 108 | 101 | 107 | 6.3\% | -0.8\% | 1\% |
| 11,601 | 11,643 | 12,117 | 4.1\% | 4.4\% | 100\% |

QoQ, PDL ratio shows a significant deceleration in growth in delinquency ...

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


| 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 | 2Q14 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | 3Q14

## BCP - PDL

Delinquency in SME-Pyme decreased 16 bps this $Q$ after reaching a peak in 2Q14...


Cost of funding remained stable this $Q$ in spite of a restructuring of funding ...

Funding - Structure and Cost


Deposit Dollarization


Deposits - Evolution and Participation

| Deposits |  | Quarter |  | \% Change |  | \% P art |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PEN Million | 3Q13 | 2Q14 | 3Q14 | QoQ | Yoy | 3Q14 |
| Non-interest bearing deposits | 16,140 | 18,394 | 18,154 | -1.3\% | 12.5\% | 25.6\% |
| Demand deposits | 3,759 | 3,996 | 4,613 | 15.4\% | 22.7\% | 6.5\% |
| Saving deposits | 16,888 | 19,036 | 19,966 | 4.9\% | 18.2\% | 28.2\% |
| Time deposits | 20,468 | 23,314 | 21,467 | -7.9\% | 4.9\% | 30.3\% |
| Severance indemnity deposits (CTS) | 5,926 | 7,148 | 6,391 | -10.6\% | 7.8\% | 9.0\% |
| Interest payable | 203 | 206 | 230 | 11.7\% | 13.4\% | 0.3\% |
| Total deposits | 63,385 | 72,094 | 70,820 | -1.8\% | 11.7\% | 100.0\% |

Breakdown of international bonds, which represent $60 \%$ of the total international long-term debt, that in turn is $84 \%$ of the total LT debt ...

| Bond | Issue date | Tennor (years) | Currency | Issued Amount PEN (000) | Outstanding Amount PEN (000) | Coupon rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hybrid | 01/11/09 | $60^{(1)}$ | USD | 726,000 | 722,500 | 9.75\% |
| Subordinated | 15/10/07 | $15^{(1)}$ | PEN | 483,280 | 1,396,679 | 7.17\% |
| Subordinated ${ }^{(2)}$ | 07/11/06 | $15^{(1)}$ | USD | 9,525 | 8,554 | 6.95\% |
| Subordinated | 06/09/11 | $15^{(1)}$ | USD | 1,299,808 | 1,375,987 | 6.88\% |
| Subordinated ${ }^{(3)}$ | 24/04/12 | $15^{(1)}$ | USD | 1,908,720 | 2,080,800 | 6.13\% |
| Corporate | 16/09/10 | 10 | USD | 2,230,400 | 2,312,000 | 5.38\% |
| Corporate ${ }^{(4)}$ | 16/03/11 | 5 | USD | 416,292 | 434,327 | 4.75\% |
| Corporate ${ }^{(5)}$ | 01/04/13 | 10 | USD | 1,855,220 | 2,070,110 | 4.25\% |
| Corporate | 09/07/14 | 4 | USD | 640,749 | 665,145 | 2.75\% |
|  |  |  |  |  | 11,066,102 |  |


| Total LT debt ${ }^{(6)}$ | Market |  |
| :--- | :---: | :---: |
|  | PEN million | $\%$ |
| Local | 3,023 | $16 \%$ |
| International | 15,367 | $84 \%$ |
| Total | 18,390 | $100 \%$ |

The evolution QoQ in L/D ratio in LC is attributable to adjustments being made to the SME business model...

## Loan / Deposit Ratio


$\checkmark$ 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 imply even lower costs.

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


Net interest income was up $5.3 \%$ QoQ, mainly driven by lower interest expense...

Net interest income (pen million)


Net interest margin


Interest income (pen million)


Interest expense (pen million)


BCP's NIM situates at $6.02 \%$ in 3Q14...

BCP Consolidated - Net interest income, Interest earning assets \& NIM breakdown for 3Q14

| PEN 000 | BCP Stand-alone | Edyficar | MiBanco | BCP Bolivia | Others ${ }^{(1)}$ | BCP Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IEA (Average) ${ }^{(2)}$ | 92,865,447 | 4,722,314 | 5,673,344 | 4,626,073 | -2,404,683 | 105,482,495 |
| \% Total IEA BCP Cons | 88\% | 4\% | 5\% | 4\% | -2\% | 100\% |
| NII for 3Q14 (Annualized) | 4,693,445 | 727,996 | 692,294 | 218,701 | 19,397 | 6,351,833 |
| \% Total NII BCP Cons | 74\% | 11\% | 11\% | 3\% | 0\% | 100\% |
| NIM for 3Q14 | 5.05\% | 15.42\% | 12.20\% | 4.73\% | -0.81\% | 6.02\% |
| Provisions (Annualized) | 1,181,994 | 115,372 | 411,283 | 18,477 | 6,246 | 1,733,372 |
| \% Total Prov. BCP Cons | 68\% | 7\% | 24\% | 1\% | 0\% | 100\% |
| NIM after prov for 3Q14 | 3.78\% | 12.97\% | 4.95\% | 4.33\% | -0.55\% | 4.38\% |

[^8](1) Others include Financiera Solucion and Eliminations for consolidation.
(2) Interest Earning Assets.
... Moderate NII and Non-financial income plus higher cost of risk result in drop in operating results...


Non financial income (pen million)

Fee income
Other non financial income gain on FX
Total non financial income

Non financial income breakdown (pen million)


Operating expenses (pen million)


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

Operating expenses breakdown (pen million)


BCP's efficiency improvement gets a bit diluted when Edyficar (a business with higher ROAEs) and Mibanco are consolidated...

Reported efficiency ratio ${ }^{(1)}$

|  |  | BCP Stand alone | BCP Bolivia | Edyficar | Mibanco | Others ${ }^{(2)}$ | BCP Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\stackrel{m}{\mathbf{O}}$ | \% of Income |  |  |  |  | 0.1\% | 100.0\% |
|  | \% of Opex | 85.9\% | 5.4\% | 9.2\% | - | -0.4\% | 100.0\% |
|  | Efficiency ratio | 45.2\% | 60.3\% | 52.9\% | - | 144.9\% | 46.2\% |
| $\underset{\sim}{\underset{N}{\prime}}$ | \% of Income | 79.4\% | 3.6\% | 7.9\% | 8.8\% | 0.3\% | 100.0\% |
|  | \% of Opex | 75.2\% | 4.6\% | 9.1\% | 11.3\% | -0.2\% | 100.0\% |
|  | Efficiency ratio | 45.8\% | 61.9\% | 55.6\% | 62.0\% | 29.5\% | 48.4\% |
| $\stackrel{\rightharpoonup}{\sigma}$ | \% of Income | 79.9\% | 3.5\% | 8.1\% | 8.3\% | 0.2\% | 100.0\% |
|  | \% of Opex |  |  | 9.7\% | 10.8\% | -0.2\% | 100.0\% |
|  | Efficiency ratio | 42.2\% | 59.8\% | 53.7\% | 58.9\% | -39.2\% | 44.9\% |
|  | Change 3Q14 / 3Q14 | -300 pbs | -50 pbs | +80 pbs | - | - | -130 pbs |
|  | Change 3Q14 / 2Q14 | -365 pbs | -209 pbs | -190 pbs | -315 pbs | - | -348 pbs |

[^9]Efficiency is about managing the gap between income growth and Op. expenses growth...

Income growth vs. Op. expenses growth*
(BCP Stand-alone)

 "Other Operating Expenses". In all periods, stock awards expenses are registered under employee salaries and benefits instead of other income.

The efficiency project at BCP stand-alone level already shows significant success in improving the cost-to-income ratio...

Evolution of the efficiency ratio

## 




Efficiency ratio



BCP is in the process of alignment to Basel III framework, however local regulator is still evaluating the application of such ...

BCP at Basel II


BCP at Basel III


Transition to Basel III - Benchmarks

|  | 2014 | 2016 | 2019 | $2019{ }^{(6)}$ |
| :--- | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio (5) | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

[^10]Electronic channels continue to grow, while total number of transactions went up $+5.9 \%$ Dec12-Dec13...

Number of transactions - Monthly average (millions of transactions)


Teller transactions vs. Other channels


A strategy to increase our presence in consumer \& SME clients through an expanded network...

## Network Expansion




| BCP | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Total network market share (\%) | $34.0 \%$ | $38.2 \%$ | $35.1 \%$ | $37.5 \%$ | $34.4 \%$ | $37.8 \%$ |
| Point of contact / 100,000 people | 10.7 | 14.2 | 16.9 | 21.7 | 26 | 26.4 |

## Network expansion in line with penetration objectives....

## Branches




ATMs



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I. Credicorp
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Edyficar

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

## Highlights

$\checkmark$ Potential Market of around 6.2 MM clients
$\checkmark$ Average loan amount PEN 5,027.
$\checkmark 25 \%$ of Edyficar's portfolio is associated with loans of PEN1,100 or less.
$\checkmark 51.3 \%$ are exclusive Edyficar clients.
$\checkmark$ 86,824 banked clients in 2013 (+21.79\%YoY).


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

Total loans (PEN million) and PDL ratio (\%)


Net income (PEN million) and ROAE (\%)


SME market composition*


Commercial indicators

|  | 2011 | 2012 | 2013 | YTD |
| :--- | ---: | ---: | ---: | :---: |
| Clients (thousand) | 356 | 433 | 507 | - |
| Employees | 2,359 | 3,473 | 4,359 | 5,301 |
| Branches | 124 | 163 | 190 | 203 |

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Mibanco

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


Number of Customers


Sales Force Rotation


## Mibanco

Mibanco's portfolio characteristics resemble that of Edyficar's, enabling its alignment to the successful Edyficar business model...

Loan portfolio distribution



ROAE*


PDL ratio


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I. Credicorp
II. Business units BCP Bolivia

BCP Bolivia posted strong operating income and profitability in 3Q14...

Net income, Operating income and ROAE (\%)


Loan evolution and PDL 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.

- Approximately $40 \%$ 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.

Banks are required to have, by 2018, $60 \%$ of their loan portfolios represented by loans to productive sectors and social housing loans.

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## Atlantic Security Bank

Core business reveals solid stable performance after extraordinary income boosts the previous Q...

| Sumary of Results |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ million | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY |
| Net interest income | 9.4 | 9.9 | 9.9 | 0.1\% | 4.8\% |
| Dividend income | 0.3 | 0.5 | 0.1 | -89.0\% | -79.9\% |
| Fees and commissions from services | 2.2 | 1.9 | 2.0 | 6.0\% | -7.9\% |
| Net gains on foreign exchange transactions | -0.1 | 0.0 | -0.5 | - | - |
| Core Income | 11.8 | 12.2 | 11.5 | -6.1\% | -2.9\% |
| Net Provisions | 0.0 | 0.0 | 0.0 | 0\% | 0\% |
| Net gains from sale of securities | 0.2 | 4.9 | 1.1 | -77.5\% | 345.2\% |
| Other income | 0.1 | 14.6 | 0.0 | - | - |
| Operating expenses | -2.4 | -2.8 | -2.9 | 2.8\% | 21.9\% |
| Net income | 9.8 | 28.9 | 9.7 | -66.5\% | -1.0\% |
| Contribution to Credicorp | 9.8 | 28.9 | 9.7 | -66.5\% | -1.0\% |

Net income (US\$ million) and ROAE (\%)


Assets under Management \& Deposits (US\$ Bn.)


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## I. Credicorp <br> II. Business units PGA

Higher contribution to BAP associated to better underwriting results ...

Net Earned Premiums \& Net Earnings by line of business (PEN million)

|  |  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q13 | 2Q14 | 3Q14 | QoQ | YoY |
|  | PPS | 213.3 | 212.5 | 227.0 | 6.8\% | 6.4\% |
|  | Pacífico Vida | 204.3 | 157.2 | 152.9 | -2.7\% | -25.1\% |
|  | Pacífico EPS | 169.1 | 184.7 | 193.8 | 4.9\% | 14.6\% |
|  | Total PGA ${ }^{(1)}$ | 584.9 | 553.9 | 573.9 | 3.6\% | -1.9\% |
|  | Underwriting result ${ }^{(2)}$ | 94.3 | 99.9 | 125.8 | 26.0\% | 33.4\% |
|  | PPS | 21.1 | 6.7 | 18.0 | 168.8\% | -14.9\% |
|  | Pacífico Vida | 38.6 | 39.1 | 39.3 | 0.6\% | 1.8\% |
|  | Pacífico EPS | 1.8 | 1.7 | 3.8 | 129.7\% | 115.6\% |
|  | Total PGA ${ }^{(4)}$ | 50.8 | 47.7 | 62.3 | 30.4\% | 22.7\% |
|  | Contribution to BAP | 51.7 | 46.4 | 60.0 | 29.3\% | 16.1\% |

## ROAE (\%) ${ }^{(5)}$



Market share (\%) - Direct Premiums (Sep-14)


Combined Ratio (\%)


[^12]SANNA will be the most important and largest private medical network in the country...


Capacity and \% of occupation by business line

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## I. Credicorp <br> II. Business units

Prima

Prima's contribution to Credicorp grew QoQ obtaining a ROAE of 29.0\%...

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## Collections ${ }^{(1)} \quad$ Funds under Management (FuM) ${ }^{(1)}$

FuM (PEN billion)


Fee Income (PEN million)


Net Income (PEN million) \& ROAE (\%)

(1) Source: SBS, September 2014. Habitat $=0.3 \%$ for FuM and 3.7\% for Collections..

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## I. Credicorp <br> II. Business units <br> Credicorp capital

## Credicorp Capital

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

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Over PEN 342 million in revenues and PEN 40 million in net income YTD.


More than US\$ 7,000 million in AUMs. Recently launched its first international Mutual Fund registered in Luxembourg.

US\$ 13.8 billion in equity transactions and US\$151.2 billion in fixed income instruments.

More than US\$ 11,700 million in transactions during 2013.

## CREDICORP

| Profitability |
| :--- |
| Net interest margin Annualized net interest income/ Average* interest earning assets <br> Net interest margin on loans [Interest on loans-(Interest expense *(Average total loans /Average interest <br> earning assets))]*4/Average total loans <br> Return on average assets Annualized net income / Average* assets <br> Return on average shareholder's equity Annualized net income / Average* shareholder's equity <br> Cost of funding Annualized interest expense / Average* (Total deposits + Due to banks and <br> correspondents + Bonds and subordinated debt + Other liabilities) <br>  Quarterly <br> Portfolio quality Past due loans / Total loans <br> Past due loans ratio Non-performing loans / Total loans <br> Non - performing loans ratio Stock of provisions / Past due loans <br> Coverage of past due loans Stock of provisions / Non-performing loans <br> Coverage of non - performing loans Annualized net provisions / Total loans <br> Cost of risk Net provisions/ Net interest income |

[^13]| Quarterly <br> Operating performance (Salaries and employee benefits + Administrative expenses + Depreciation <br> and amortization) / (Net interest income + Fee income + Gain on foreign <br> exchange transactions + Net premiums earned + Gross margin from medical <br> services) <br> Capital Adequacy Quarterly <br> BIS ratio <br> Tier 1 ratio <br> Regulatory Capital / Risk-weighted assets <br> Common Equity Tier 1 ratio |
| :--- |

## Investor Relations

## E-mail: ircredicorp@bcp.com.pe

 www.credicorpnet.com
## Safe Harbor for Forward-Looking Statements

This material includes "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical information provided herein are forward-looking and may contain information about financial results, economic conditions, trends and known uncertainties.

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]:    The chart shows the main subsidiaries of Credicorp after the establishment of the regional investment banking platform under Credicorp Capital.
    Figures as of December 2013

    * Mibanco was consolidated in March 31, 2014.
    ** Excludes employees from medical services.

[^1]:     (2) Based on total number of shares (including Treasury shares): 94.4 million in all periods.
    (3) Based on Net Income attributed to BAP. Number of shares outstanding: 79.8 million in all periods.

[^2]:    (1) Income before translation results and income taxes.

[^3]:    (1) Net provisions for loan losses refers to the quarterly "expense" that is annualized for the calculation of the ratio. (2) Excluding Mibanco: Mar $14=2.21 \%$, Jun $14=2.38 \%$ and Sep $14=1.85 \%$.

[^4]:    (1) Reported Efficiency Ratio = (Operating Expenses - Others) / (Net Interest Income + Fee Income + Gains in FX). (2) Includes Financiera Solucion and eliminations for consolidation.

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

[^6]:    *Figures include Mibanco results.

[^7]:    1) Average daily balances (excludes Mibanco).
    (2) Includes Edyficar and Mibanco,
    (3) Includes Bolivia, work out unit, and other banking.
[^8]:    Net Interest Margin (NIM) is calculated using the following formula: Annualized net interest income / Average period end and period beginning interest earning assets..

[^9]:    (1) Reported Efficiency Ratio = (Operating Expenses - Others) / (Net Interest Income + Fee Income + Gains in FX). (2) Includes Financiera Solucion and eliminations for consolidation.

[^10]:    1) Peru GAAP
    (2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 14.
    (3) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011).
    (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 deferred tax assets that rely on future profitability) + retained earnings + unrealized gains.
    (6) Accounts for the $2.5 \%$ countercyclical buffer.
[^11]:    ** Based in local accounting.
    ** Adjusted PDL $=[($ Past due loans + Refinanced and restructured loans) $/$ Total loans $]+[$ Charge offs $/($ Total loans + Charge offs $)]$

[^12]:    (1) PGA net earned premiums include adjustments for consolidation
    (2) Underwriting result at PGA level.
    (3) Before minority interest.
    (4) After results from medical services.
    (5) ROAE including unrealized gains. ROAE excluding unrealized gains 3Q13: 15.4\%, 2Q14: 13.7\% and 3Q14: 17.5\%.

    * Market share as of August 2014.

[^13]:    *Averages are determined as the average of period-beginning and period-ending balances.

