## CREDICORP

September 2014

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II. Business units

## 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 client's 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: 27,638



AuM: US\$ 5.12 billion Deposits: US\$ 1.4 billion Employees: 94

Assets: PEN 7.7 billion Net Earned Premiums: PEN 2,257 million Employees: 3,154 **

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\$ 12,400 million...


|  | 2009 | 2010 | 2011 | 2012 | 2013 | Jun 14 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-out ratio | $28.9 \%$ | $27.2 \%$ | $25.9 \%$ | $26.3 \%$ | $26.7 \%$ | - |
| Earnings per share (PEN/share) ${ }^{(2)}$ | 19.29 | 26.07 | 24.73 | 20.23 | 17.67 | 15.63 |
| Market capitalization (US\$ million) | 6,143 | 9,484 | 8,731 | 11,690 | 10,587 | 12,400 |


(2) Based on Net Income attributed to BAP. Number of shares outstanding of 79.8 million in all periods.

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 (\%)


## Credicorp - Overview 2Q14

Net income excl. Mibanco in 2Q14 reached PEN 582.8 million, which represents an ROAE of almost $20 \% \ldots$


Excluding Mibanco
Including Mibanco

| Summary of Results |  | Quarter |  | \% Change | Quarter |  | \% Change | Year to date |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q14 | 2Q14 | QoQ | 1Q14 | 2Q14 | QoQ | Jun -13 | Jun -14 |
| Results | Net Income (PEN million) | 662.1 | 582.8 | -12.0\% | 662.1 | 584.7 | -11.7\% | 615.3 | 1,246.8 |
|  | EPS (PEN) | 8.30 | 7.31 | -12.0\% | 8.30 | 7.33 | -11.7\% | 7.71 | 15.63 |
|  | Operating Income (PEN million) ${ }^{(1)}$ | 911.1 | 803.4 | -11.8\% | 911.1 | 804.0 | -11.8\% | 1,267.6 | 1,715.1 |
|  | Net Interest Income (PEN million) | 1,401.7 | 1,434.8 | 2.4\% | 1,401.7 | 1,610.5 | 14.9\% | 2,367.6 | 3,012.2 |
| Profitability | ROAE (\%) | 22.8\% | 19.9\% | -290 bps | 22.3\% | 18.9\% | -340 bps | 11.5\% | 20.2\% |
|  | ROAA (\%) | 2.3\% | 1.9\% | -40 bps | 2.2\% | 1.9\% | -30 bps | 1.1\% | 2.1\% |
|  | NIM, interest earning assets (\%) | 5.38\% | 5.36\% | -2 bps | 5.23\% | 5.71\% | +48 bps | 4.90\% | 5.56\% |
|  | NIM on loans BCP (\%) | 8.28\% | 8.38\% | 10 bps | 7.99\% | 8.91\% | +92 bps | 8.08\% | 8.53\% |
| Loan <br> Portfolio Quality | Total Loans (PEN billion) | 66.1 | 69.2 | 4.7\% | 70.4 | 73.5 | 4.3\% | 59.4 | 73.5 |
|  | PDL (\%) | 2.37\% | 2.39\% | 2 bps | 2.59\% | 2.64\% | +5 pbs | 2.16\% | 2.64\% |
|  | Annualized Net Provisions/Total loans (\%) | 2.21\% | 2.38\% | 17 bps | 2.07\% | 2.62\% | +55 pbs | 1.88\% | 2.30\% |
| Insurance Indicators | Net Premius Earned (PEN million) | 518.5 | 544.7 | 5.1\% | 518.5 | 544.7 | 5.1\% | 1042.0 | 1063.2 |
|  | Insurance underw riting result (PEN million) ${ }^{(2)}$ | 97.1 | 104.2 | 7.3\% | 97.1 | 104.2 | 7.3\% | 174.8 | 201.3 |
|  | Medical services underw riting result (PEN million) | 20.7 | 25.2 | 21.9\% | 20.7 | 25.2 | 21.9\% | 31.8 | 45.9 |
| Efficiency | Efficiency Ratio (\%) | 40.8\% | 42.7\% | +190 bps | 40.8\% | 43.9\% | +301 bps | 43.7\% | 42.4\% |
| Size | Market Capitalization (US\$ million) | 11,000 | 12,400 | 12.7\% | 11,000 | 12,400 | 12.7\% | 10,206 | 12,400 |
|  | Total Assets (PEN billion) ${ }^{(3)}$ | 117.9 | 121.4 | 3.0\% | 124.0 | 127.1 | 2.5\% | 110.9 | 127.1 |

[^1]Despite a complicated 2Q, results for the 1H14 are in line with expectations...

Earnings contribution (PEN million) \& ROAE (\%)


| PEN million | Quarter |  |  | \% Change |  | Year to date |  | \% Change Jun 14/ Jun 13 | ROAE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 1Q14 | 2Q14 | QoQ | YoY | Jun 14 | Jun 13 |  | 2Q14 | $1 \mathrm{H14}$ |
| BCP ${ }^{(1)}$ | 90 | 467 | 423 | -9\% | 371\% | 890 | 445 | 100\% | 19.9\% | 21.1\% |
| $B C B{ }^{(2)}$ | 11 | 15 | 19 | 23\% | 78\% | 34 | 23 | 52\% | 18.6\% | 17.0\% |
| Edyficar | 14 | 28 | 32 | 15\% | 125\% | 60 | 34 | 73\% | 12.8\% | 15.8\% |
| PGA | 14 | 38 | 46 | 22\% | 220\% | 84 | 44 | 94\% | 11.0\% | 10.2\% |
| Atlantic Security Bank | 35 | 30 | 80 | 170\% | 126\% | 110 | 75 | 45\% | 58.3\% | 41.5\% |
| Prima AFP | 38 | 38 | 41 | 7\% | 8\% | 79 | 68 | 16\% | 34.8\% | 32.9\% |
| Credicorp Capital ${ }^{(3)}$ | 4 | 16 | 12 | -26\% | 205\% | 28 | 21 | 38\% | 7.4\% | 8.3\% |
| Credicorp Ltd. ${ }^{(4)}$ | -33 | 84 | -9 | -110\% | -73\% | 75 | -28 | -367\% | - | - |
| Others ${ }^{(5)}$ | -3 | -11 | -9 | -16\% | 255\% | -20 | -9 | 113\% | - | - |
| NI attributable to Credicorp | 146 | 662 | 585 | -12\% | 300\% | 1,247 | 615 | 103\% | 18.9\% | 20.2\% |

(1) Includes Banco de Crédito de Bolivia and Edyficar.
(2) The figure is lower than the net income of BCB because Credicorp owns $97.7 \%$ of BCB (directly and indirectly).
(3) Is the sum of Credicorp Inv. and Credicorp Capital Peru.
(4) Includes taxes on BCP's and PGA's dividends, and other expenses at the holding company level.
(5) Includes Grupo Crédito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and others of Credicorp Ltd.


Deposits by subsidiaries (PEN million)


[^2]
## PDL ratio - Credicorp and its subsidiaries



## PDL ratio breakdown

$$
\text { Jun } 13 \text { - Dec } 13 \text { - Jun } 14
$$



Mar 14 - Jun 14


Net provisions for loan losses


Annualized net provisions for loan losses

- Annualized net provisions for loan losses / Total loans
(1) Excluding Mibanco.

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

|  |  | BCP <br> Consolidated | Prima | ASB | PGA | Credicorp Capital | Others ${ }^{(3)}$ | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{m}{\frac{m}{r}}$ | \% of Income | 68.1\% | 3.8\% | 1.4\% | 25.4\% | 3.3\% | -1.9\% | 100\% |
|  | \% of Opex | 76.6\% | 4.1\% | 0.6\% | 11.8\% | 7.8\% | -1.0\% | 100\% |
|  | Efficiency ratio | 49.1\% | 48.1\% | 18.8\% | 20.4\% | 103.5\% | 21.7\% | 43.7\% |
| $\begin{aligned} & \pm \\ & \frac{ \pm}{I} \end{aligned}$ | \% of Income <br> \% of Opex | 71.4\% | 3.4\% | 1.2\% | 22.5\% | 3.1\% | -1.6\% | 100\% |
|  |  | 78.6\% | 3.4\% | 0.6\% | 10.3\% | 7.6\% | -0.5\% | 100\% |
|  | Efficiency ratio | 46.7\% | 42.2\% | 22.3\% | 19.4\% | 105.0\% | 14.4\% | 42.4\% |
|  | Var. 1H14 /1H13 | - 240 bps | - 590 bps | + 350 bps | - 100 bps | + 150 bps | - | - 130 bps |

Efficiency ratio including all other items ${ }^{(2)}$

|  |  | BCP <br> Consolidated | Prima | ASB | PGA | Credicorp Capital | Others ${ }^{(3)}$ | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{m}{\text { 표 }}$ | \% of Income | 66.0\% | 3.7\% | 1.9\% | 26.5\% | 4.5\% | -2.5\% | 100\% |
|  | \% of Opex | 76.7\% | 4.0\% | 0.6\% | 15.2\% | 7.6\% | -4.1\% | 100\% |
|  | Efficiency ratio | 51.9\% | 48.3\% | 13.6\% | 25.7\% | 75.6\% | 73.3\% | 44.6\% |
| $\begin{aligned} & \pm \\ & \underset{~}{\Sigma} \end{aligned}$ | \% of Income \% of Opex | $\begin{aligned} & 68.9 \% \\ & 78.6 \% \end{aligned}$ | $\begin{aligned} & 3.2 \% \\ & 3.1 \% \end{aligned}$ | $\begin{aligned} & \hline 2.1 \% \\ & 0.6 \% \end{aligned}$ | $\begin{aligned} & \hline 22.5 \% \\ & 13.0 \% \end{aligned}$ | $\begin{aligned} & 4.0 \% \\ & 7.5 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline-0.8 \% \\ & -2.8 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 100 \% \\ & 100 \% \\ & \hline \end{aligned}$ |
|  | Efficiency ratio | 47.7\% | 40.1\% | 11.8\% | 24.2\% | 77.1\% | 150.7\% | 41.8\% |
|  | Var. 1H14 /1H13 | - 420 bps | - 820 bps | - 180 bps | - 150 bps | + 150 bps | - | - 280 bps |

[^3](3) Includes Grupo Credito and eliminations.

## 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



## Compliance with capital requirement ${ }^{4}$

|  | 2Q13 | 1Q14 | 2Q14 |
| :--- | :---: | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 13,222 | 15,576 | 15,482 |
| Total Regulatory Capital Requirement (B) | 10,134 | 12,192 | 12,583 |
| Compliance with Capital Requirement (A)/(B) | $130 \%$ | $128 \%$ | $123 \%$ |

(1) Figures expressed in PEN million
(2) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(3) includes: PGA.
(4) Legal minimum $=100 \% /$ Internal limit $=105 \%$.

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

## Governance structure

General Shareholder's Meeting

Board of Directors


Reynaldo Llosa Barber Fernando Fort Marie Juan Carlos Verme Giannoni*

Luis Enrique Yarur Rey*
Martin Pérez Monteverde Benedicto Cigüeñas Guevara*

## Board Committees

Independent internal and external audit

Board independence


Board of directors tenure


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 ${ }^{1}$ | C | M | M |  |  | C | M |
| Fernando Fort |  |  |  |  |  |  | M |
| Reynaldo Llosa |  | M | M |  |  | M | M |
| Juan Carlos Verme ${ }^{1}$ | M |  |  | M |  |  | M |
| Luis Enrique Yarur |  |  |  |  |  |  |  |
| Martin Pérez |  |  |  |  |  | M |  |
| Benedicto Cigüeñas ${ }^{(11)}$ | M |  |  | M | M |  | M |
| Walter Bayly ${ }^{(2)^{*}}$ |  |  |  |  | M |  |  |

Fernando Dasso ${ }^{(3) *}$
Eduardo Hochschild(4)* M

| C: | Chairman. |
| :--- | :--- |
| M: | Member. |
| । | Independent Director |
| $*$ | Are not members of Credicorp's board but sit on BCP's Board. |
| (1) | Financial expert. |
| (2) | Credicorp's COO |
| $(3)$ | Credicorp's CFO |

(1) Established on October 31st, 2002
${ }^{(2)}$ Established on January 25, 2012.
${ }^{(3)}$ Established on March 28, 2012.
${ }^{(4)}$ Established on June 23, 2010.
${ }^{\text {(5) }}$ Established on March 28, 2012.
${ }^{(6)}$ Established on October 31st, 2012.
(3) Credicorp's CFO

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## I. Credicorp <br> 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...



Excluding Mibanco
Including Mibanco

| Summary of results (PEN million) |  | Quarter |  | \%Change QoQ | Quarter |  |  | \%Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 Q14 | 2Q14 |  | 2Q13 | 1Q14 | 2 Q14 | QoQ | YoY |
| Results | Net interest income | 1,291 | 1,332 | 3.2\% | 1,103 | 1,291 | 1,507 | 16.8\% | 36.7\% |
|  | Provisions | (365) | (412) | 12.9\% | (313) | (365) | (481) | 31.7\% | 53.5\% |
|  | Non financial income | 611 | 629 | 2.9\% | 471 | 611 | 642 | 5.1\% | 36.4\% |
|  | Operating expenses | (869) | (943) | 8.5\% | (851) | (869) | $(1,063)$ | 22.3\% | 24.9\% |
|  | Operating income ${ }^{(1)}$ | 668 | 605 | -9.3\% | 409 | 668 | 606 | -9.2\% | 48.1\% |
|  | Net Income | 478 | 431 | -9.8\% | 70 | 478 | 433 | -9.4\% | 519.2\% |
|  | Assets | 100,972 | 103,656 | 2.7\% | 95,005 | 107,076 | 109,392 | 2.2\% | 15.1\% |
|  | Loans | 63,930 | 67,085 | 4.9\% | 57,552 | 68,322 | 71,396 | 4.5\% | 24.1\% |
|  | Deposits | 66,467 | 68,123 | 2.5\% | 62,219 | 70,905 | 72,094 | 1.7\% | 15.9\% |
|  | Equity | 7,973 | 8,103 | 1.6\% | 7,430 | 8,480 | 8,938 | 5.4\% | 20.3\% |
| Ratios | Net interest margin (\%) | 5.50 | 5.53 | +3 bps | 5.02 | 5.33 | 5.90 | +57 bps | +88 bps |
|  | NIM on loans (\%) ${ }^{(2)}$ | 8.28 | 8.38 | +10 bps | 8.28 | 7.99 | 8.91 | +92 bps | +63 bps |
|  | ROAE (\%) ${ }^{(3)}$ | 23.5 | 21.5 | -200 bps | 3.90 | 22.80 | 19.90 | -290 bps | +1600 bps |
|  | ROAA (\%) ${ }^{(3)}$ | 1.9 | 1.7 | -20 bps | 0.29 | 1.9 | 1.6 | -30 bps | +130 bps |
|  | Efficiency ratio (\%) | 44.7 | 47.2 | +250 bps | 49.3 | 44.7 | 48.5 | +380 bps | -80 bps |
|  | PDL ratio (\%) | 2.45 | 2.46 | +1 bps | 2.16 | 2.67 | 2.72 | +5 bps | +56 bps |
| Network ${ }^{(4)}$ | Branches |  |  |  | 380 | 415 | 420 | 1.2\% | 10.5\% |
|  | Agentes BCP |  |  |  | 5,705 | 5,653 | 5,394 | -4.6\% | -5.5\% |
|  | ATMs |  |  |  | 1,966 | 2,153 | 2,175 | 1.0\% | 10.6\% |
|  | Employees |  |  |  | 22,615 | 23,510 | 26,918 | 14.5\% | 19.0\% |

(1) Income before translation results and income taxes.
(2) NIM on loans = [(Interest on loans - Total financial expenses * Share of total loans within total earning assets)*4] / [ Average of total loans (the beginning and closing balances of the period].
(3) Average are determined as the average of period-beginning and period-ending balances.
(4) BCP without subsidiaries.
(5) Includes BCP, BCP Bolivia and Edyficar.

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

Assets breakdown (Excl. Mibanco) (PEN 109.4 Bn. as of Jun-2014)

ash and due from banks (Jun-14):
16.6\% non-interest bearing
$\mathrm{LC}=$ overnight $-195 \mathrm{bps}=1.5 \%$
FC $=25 \%$ LIBOR ( 1 month)

## Liabilities breakdown (Excl. Mibanco)

 (PEN 100.1 Bn. as of Jun-2014)


Liabilities

Total loans were up $4.9 \%$ excluding the Mibanco consolidation, while average daily balances expanded $+2.7 \%$ QoQ and $+16.9 \%$ YoY

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


Loan Portfolio Mix - Avg. Daily Balances (1)


## BCP - Loan portfolio by segment

Total loans expressed in average daily balances expanded $+2.7 \%$ QoQ mainly as a result of the increase in Corporate loans...

## Loan Portfolio Mix by Segment ${ }^{(1)}$



Loan Portfolio Evolution by Segment ${ }^{(1)}$ (Excl. Mibanco)

| Loans |  |  | Quarter | \% Change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| PEN million | 2Q13 | 1Q14 | 2Q14 | QoQ | YoY |
| Wholesale Banking | $\mathbf{2 5 , 3 5 0}$ | $\mathbf{3 0 , 0 0 2}$ | $\mathbf{3 1 , 0 3 5}$ | $\mathbf{3 . 4 \%}$ | $\mathbf{2 2 . 4 \%}$ |
| Corporate | 16,028 | 18,889 | 19,790 | $4.8 \%$ | $23.5 \%$ |
| Middle-Market | 9,322 | 11,112 | 11,245 | $1.2 \%$ | $20.6 \%$ |
| Retail Banking | $\mathbf{2 5 , 7 4 4}$ | $\mathbf{2 7 , 8 2 1}$ | $\mathbf{2 8 , 2 0 0}$ | $\mathbf{1 . 4 \%}$ | $\mathbf{9 . 5 \%}$ |
| SME - Business | 2,379 | 2,459 | 2,517 | $2.4 \%$ | $5.8 \%$ |
| SME - Pyme | 6,685 | 6,986 | 6,921 | $-0.9 \%$ | $3.5 \%$ |
| Mortgage | 9,021 | 10,012 | 10,247 | $2.3 \%$ | $13.6 \%$ |
| Consumer | 5,094 | 5,469 | 5,555 | $1.6 \%$ | $9.0 \%$ |
| Credit Card | 2,566 | 2,896 | 2,959 | $2.2 \%$ | $15.3 \%$ |
| Edyficar | $\mathbf{2 , 1 4 4}$ | $\mathbf{2 , 6 7 7}$ | $\mathbf{2 , 8 7 8}$ | $\mathbf{7 . 5 \%}$ | $\mathbf{3 4 . 2 \%}$ |
| BCP Bolivia | $\mathbf{2 , 4 8 5}$ | $\mathbf{2 , 9 2 5}$ | $\mathbf{3 , 0 2 1}$ | $\mathbf{3 . 3 \%}$ | $\mathbf{2 1 . 5 \%}$ |
| Total loans ${ }^{\text {(2) }}$ | $\mathbf{5 6 , 0 9 4}$ | $\mathbf{6 3 , 8 4 6}$ | $\mathbf{6 5 , 5 7 7}$ | $\mathbf{2 . 7 \%}$ | $\mathbf{1 6 . 9 \%}$ |

Loan Portfolio Dollarization


Loan Dollarization by Segment - 2Q14


|  | Domestic Currency Loans (1) (PEN million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 1Q14 | 2Q14 | QoQ | YoY | \% Part |
| Wholesale Banking | 5,131 | 9,128 | 10,104 | 10.7\% | 96.9\% | 30\% |
| - Corporate | 3,158 | 6,006 | 6,763 | 12.6\% | 114.2\% | 20\% |
| - Middle Market | 1,973 | 3,122 | 3,342 | 7.0\% | 69.4\% | 10\% |
| Retail Banking | 17,841 | 20,052 | 20,549 | 2.5\% | 15.2\% | 61\% |
| - SME - Business | 606 | 717 | 782 | 9.1\% | 29.0\% | 2\% |
| - SME - Pyme | 5,909 | 6,237 | 6,200 | -0.6\% | 4.9\% | 18\% |
| - Mortgage | 5,009 | 6,198 | 6,536 | 5.5\% | 30.5\% | 19\% |
| - Consumer | 4,057 | 4,327 | 4,402 | 1.7\% | 8.5\% | 13\% |
| - Credit Card | 2,260 | 2,575 | 2,629 | 2.1\% | 16.3\% | 8\% |
| Edyficar | 2,117 | 2,652 | 2,853 | 7.6\% | 34.8\% | 8\% |
| Others (2) | 139 | 160 | 163 | 1.7\% | 17.3\% | 0\% |
| Total Loans | 25,228 | 31,992 | 33,669 | 5.2\% | 33.5\% | 100\% |


| Foreign Currency Loans (1) (US\$ million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q13 | 1Q14 | 2Q14 | QoQ | YoY | \% Part |
| 7,434 | 7,429 | 7,502 | 1.0\% | 0.9\% | 66\% |
| 4,733 | 4,585 | 4,669 | 1.8\% | -1.4\% | 41\% |
| 2,701 | 2,844 | 2,833 | -0.4\% | 4.9\% | 25\% |
| 2,905 | 2,764 | 2,742 | -0.8\% | -5.6\% | 24\% |
| 652 | 619 | 622 | 0.5\% | -4.6\% | 5\% |
| 285 | 267 | 259 | -2.8\% | -9.1\% | 2\% |
| 1,475 | 1,357 | 1,330 | -2.0\% | -9.8\% | 12\% |
| 381 | 407 | 413 | 1.5\% | 8.4\% | 4\% |
| 112 | 114 | 119 | 4.1\% | 6.3\% | 1\% |
| 10 | 9 | 9 | 0.2\% | -10.0\% | 0\% |
| 998 | 1,134 | 1,184 | 4.4\% | 18.6\% | 10\% |
|  |  |  |  |  |  |
| 11,347 | 11,336 | 11,437 | 0.9\% | 0.8\% | 100\% |

[^4]QoQ, PDL ratio shows a significant deceleration in growth in delinquency ...

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


| 2Q11 | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | $4 Q 12$ | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | 2Q14

## BCP - PDL ratio

Deterioration of the SME-Pyme book slows down, but still responsible for increased provisions despite little impact on the PDL ratio...

## PDL ratio by segment (\%)



Stable funding structure and better funding alternatives result in lower total funding costs...

## Funding - Structure and Cost

(Excl. Mibanco)


[^5] balances of total liabilities (excluding other liabilities).

Core deposits (non-interest bearing deposits, demand deposits, saving deposits and CTS) expanded 1.4\% QoQ...

```
> > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > > >
```


## Deposit Dollarization



Deposits* - Evolution and Participation

| Deposits PEN million | Quarter |  |  | \% Change |  | \% Part <br> 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 1Q14 | 2Q14 | QoQ | Yoy |  |
| Demand deposits | 18,784 | 21,883 | 22,333 | 2.1\% | 18.9\% | 32.8\% |
| Saving deposits | 16,460 | 18,570 | 18,303 | -1.4\% | 11.2\% | 26.9\% |
| Time deposits | 20,465 | 19,621 | 20,426 | 4.1\% | -0.2\% | 30.0\% |
| Severance indemnity deposits (CTS) | 6,308 | 6,210 | 6,913 | 11.3\% | 9.6\% | 10.1\% |
| Interest payable | 202 | 177 | 147 | -17.1\% | -27.4\% | 0.2\% |
| Total Deposits | 62,219 | 66,460 | 68,123 | 2.5\% | 9.5\% | 100.0\% |

[^6]Detail of international current bonds...

| Bond | Issue date | Tennor <br> (years) | Currency | Issued <br> Amount PEN <br> $(000)$ | Outstanding <br> Amount PEN <br> $(000)$ | Coupon <br> rate |
| :--- | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Hybrid | $01 / 11 / 09$ | $60^{(1)}$ | USD | 726,000 | 699,000 | $9.75 \%$ |
| Subordinated | $15 / 10 / 07$ | $15^{(1)}$ | PEN | 483,280 | 483,280 | $7.17 \%$ |
| Subordinated (2) | $07 / 11 / 06$ | $15^{(1)}$ | USD | 9,525 | 8,276 | $6.95 \%$ |
| Subordinated | $06 / 09 / 11$ | $15^{(1)}$ | USD | $1,299,808$ | $1,331,232$ | $6.88 \%$ |
| Subordinated (3) | $24 / 04 / 12$ | $15^{(1)}$ | USD | $1,908,720$ | $2,013,120$ | $6.13 \%$ |
| Corporate | $16 / 09 / 10$ | 10 | USD | $2,230,400$ | $2,236,800$ | $5.38 \%$ |
| Corporate (4) | $16 / 03 / 11$ | 5 | USD | $1,012,255$ | 420,200 | $4.75 \%$ |
| Corporate $(5)$ | $01 / 04 / 13$ | 10 | USD | $1,855,220$ | 200,278 | $4.25 \%$ |
| Corporate | $09 / 07 / 14$ | 4 | USD | 640,749 | 643,511 | $2.75 \%$ |


| Total long-- <br> term debt | Market |  |
| :--- | :---: | :---: |
|  | $\%$ |  |
| Local | 3,148 | $18 \%$ |
| International | 14,788 | $82 \%$ |
| Total | 17,936 | $100 \%$ |

(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) As of June 2014. Includes local subordinated and corporate bonds, remittances, syndicated loans and others.

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

## Loan / Deposit Ratio

(Excl. Mibanco)

$\checkmark$ 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...

(1) BCP includes Edyficar, Scotiabank includes Crediscotia, and Interbank includes Financiera Uno.
(2) June 2014, BCP includes MiBanco's PdM (11\%).
(3) Source BCP.

Sources: SBS and Asbanc

Moderate NII and Non-financial I plus higher cost of risk result in drop in operating results...

Net Interest Income (PEN million)


Net Interest Margin


Interest Income (PEN million)


Interest Expense (PEN million)


BCP - Financial performance (excl. Mibanco)

Moderate NII and Non-financial income plus higher cost of risk result in drop in operating results...

Non Financial Income (PEN million)


Non Financial Income Breakdown (PEN million)


Operating Expenses (PEN million)


Operating Expenses Breakdown (PEN million)


Reported Efficiency Ratio ${ }^{(1)}$

|  |  | BCP StandAlone | BCP Bolivia | Edyficar | Mibanco | Others ${ }^{(3)}$ | BCP <br> Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{m}{}$ | \% of Income | 86.9\% | 3.8\% | 7.9\% | - | 1.3\% | 100\% |
|  | \% of Opex | 86.4\% | 5.4\% | 5.4\% | - | 2.8\% | 100\% |
|  | Efficiency ratio | 48.9\% | 68.9\% | 33.4\% | - | 103.9\% | 49.1\% |
| $\frac{ \pm}{I}$ | \% of Income <br> \% of Opex | 82.7\% | 3.7\% | 8.1\% | 4.7\% | 0.8\% | 100\% |
|  |  | 79.6\% | 4.9\% | 9.8\% | 6.9\% | -1.2\% | 100\% |
|  | Efficiency ratio | 45.0\% | 61.9\% | 56.2\% | 69.2\% | -71.4\% | 46.7\% |
|  | Var. 1H14 /1H13 | - 390 bps | - 700 bps | + 2,290 bps | - | - | - 240 bps |

## Efficiency Ratio including all other items ${ }^{(2)}$

|  |  | BCP StandAlone | BCP Bolivia | Edyficar | Mibanco | Others ${ }^{(3)}$ | BCP <br> Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{m}{\text { N }}$ | \% of Income | 89.0\% | 4.0\% | 8.1\% | - | -1.1\% | 100\% |
|  | \% of Opex | 86.9\% | 5.2\% | 8.7\% | - | -0.8\% | 100\% |
|  | Efficiency ratio | 50.7\% | 68.2\% | 55.5\% | - | 37.2\% | 51.9\% |
| $\frac{\stackrel{\rightharpoonup}{x}}{\underset{T}{2}}$ | \% of Income | 85.5\% | 3.8\% | 7.8\% | 4.7\% | -1.8\% | 100\% |
|  | \% of Opex | 79.5\% | 4.8\% | 9.5\% | 6.9\% | -0.8\% | 100\% |
|  | Efficiency ratio | 44.3\% | 60.8\% | 58.3\% | 70.3\% | 21.3\% | 47.7\% |
|  | Var. 1H14 /1H13 | -640bps | - 740 bps | + 280 bps | - | - | - 420 bps |

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

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


[^7]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



For this slide only, operating efficiency ratios were adjusted by reclassifying stock awards expenses that until march 2014 were recorded as other income and are now part of employees salaries and benefits. * BCP standalone ratios were calculated with internal data.

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


|  | 2014 | 2016 | 2019 | $2019{ }^{(5)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio (4) | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

(1) Will increase $0.5 \%$ annually.
(2) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011).
(3) 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).
(4) 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.
(5) Accounts for the 2.5\% countercyclical buffer.

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



## Market Share by Network ${ }^{\star}$



| 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


## Agentes BCP



Total*


Mobile banking adds value to different client segments...

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Premium Mobile Banking - Smartphone
Segment: Bex/Enalta
Objective: Loyalty/Add value

Focus: User experience
Technology: Apps Nativas
Project: Premium Mobile
Banking

Focus: Transactional
Technology: Web-Mobile
Project: To be defined

Focus: Transactional
Technology : SMS
Project: Alert system

Focus: Massification
Technology: USSD
Project: Big Bang

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I. Credicorp
II. Business units

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).

Expansion to
Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

## By sector



By segment

Mortage 0.2\%


SME +
business

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

|  | 2010 | 2011 | 2012 | 2013 |
| :--- | ---: | ---: | ---: | ---: |
| Clients (thousand) | 286 | 356 | 433 | 507 |
| Employees | 1,699 | 2,359 | 3,473 | 4,359 |
| Branches | 101 | 124 | 163 | 190 |

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I. Credicorp
II. Business units

Mibanco

## Mibanco

Mibanco experienced significant growth, but shifted focus to larger clients \& higher average ticket sacrificing profitability...

## Loan evolution (PEN million) and Yield*



## Re-composition of portfolio (PEN 000)**



## Average ticket price and Number of Clients



## Mibanco

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

## Loan portfolio distribution




## ROAE*




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I. Credicorp
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BCP Bolivia

BCP Bolivia posted strong operating income and profitability in $1 \mathrm{H} 14 .$.

Net income, Operating income and ROAE (\%)


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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Extraordinary income boosts already excellent performance in $2 \mathrm{H} 14 \ldots$

Assets (US\$ million)


Deposits and Net equity (US\$ million)


Assets under management (US\$ million)


Net income ${ }_{(1)}$ (US\$ million) \& ROAE (\%)

(1) Net income and ROAE include extraordinary income of US\$14.6 million from 2Q14 associated to a reinsurance reimbursement for a claim associated with losses incurred during the financial
(2) Recurring ROAE, excluding non-recurring events reported in 2Q14.

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

Higher contribution to BAP associated to better underwriting results and tighter cost controls...

Market shares (Dec -13)


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


Net earned premiums (PEN million)


Combined Ratio (\%)


SANNA will be the most important and largest private medical network in the country...


Capacity and \% of occupation by business line

|  | 2012 |  | 2013 |  | 2014p |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cap. | $\%$ | Cap. | $\%$ | Cap. | $\%$ |
| Ambulatory | 128 | $38 \%$ | 141 | $41 \%$ | 144 | $43 \%$ |
| Emergency | 49 | $38 \%$ | 51 | $44 \%$ | 55 | $58 \%$ |
| Hospital | 209 | $70 \%$ | 233 | $76 \%$ | 257 | $82 \%$ |

2013 sales by business line (PEN million)


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

Prima

## Prima AFP

Prima's contribution to Credicorp grew QoQ obtaining a ROAE of 34.8\%...

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Fee Income (PEN million)
Net Income (PEN million) \& ROAE (\%) 38.8\%


(1) Source: SBS, June 2014. Habitat $\mathbf{= 0 . 2 \%}$ for FuM and 2.7\% for Collections.

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I. Credicorp
II. Business units

Credicorp capital

## Credicorp Capital

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

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Over PEN 244 MM in revenues and PEN 28 MM in net income during 1H14.


Asset
Management

Capital
Markets

Corporate
Finance

More than US\$ 7,000 MM 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 MM in transactions during 2013.


## Sales \& <br> Trading

Team

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

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

## CREDICORP

September 2014
Profitability

| Net interest margin - NIM | Annualized net interest income/ Average* interest earning assets |
| :--- | :--- |
| Return on average assets - ROAA | Annualized net income / Average* assets |
| Return on average shareholder's equity - ROAE | Annualized net income / Average* shareholder's equity |
| Cost of funding | Annualized interest expense / Average* (Total deposits + Due to banks and <br> correspondents + Bonds and subordinated debt + Other liabilities) |

Portfolio quality
Quarterly

| PDL ratio | PDLs / Total loans |
| :--- | :--- |
| NPL ratio | NPLs / Total loans |
| Coverage of PDLs | Stock of provisions / PDLs |
| Coverage of NPLs | Stock of provisions / NPLs |

## Operating performance

## Operating efficiency

## Quarterly

(Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest income + Fee income + FX gains + Net premiums earned + Gross margin from medical services)

## 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.

## Investor Relations

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

 www.credicorpnet.com
[^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]:    (1) Income before translation results and income taxes.
    (2) Doesn't include technical result from medical subsidiaries.
    (3) Averages are determined as the average of period-beginning and period-ending balances.

[^2]:    (1) Others include Edyficar, BCP Bolivia and Others

[^3]:    (1) Reported efficiency ratio = (Operating Expenses - Others) / (Net Interest Income + Fee Income + Gains in FX + Net Earned Premiums + Gross Margin from Medical Subsidiaries).
    (2) Efficiency ratio including all other items = (Operating Expenses) / Net Interest Income + Non Financial Income + Net Earned Premiums + Gross Margin from Medical Subsidiaries).

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

[^5]:    * Funding cost $=\left[(\text { Total interest expenses })^{*} 4\right] /[$ Total Deposits + Due banks and correspondents + Bonds and subordinated debt + Others]. We consider the average between the beginning and closing

[^6]:    * Demand deposits included non interest bearing and interest bearing demand deposits.

[^7]:     "Other Operating Expenses". From march 2014 onwards, stock awards expenses are registered under employee salaries and benefits instead of other income.

