## Financial Overview

| Credicorp Ltd. S/ 000 | Quarter |  |  | \% Change |  | YTD |  | \% change Sep 16 / Sep 17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q16 | 2Q17 | 3Q17 | QoQ | YoY | Sep 16 | Sep 17 |  |
| Net interest income * | 1,996,152 | 1,972,705 | 2,032,423 | 3.0\% | 1.8\% | 5,838,256 | 6,021,215 | 3.1\% |
| Provision for loan losses, net of recoveries | $(389,086)$ | $(433,219)$ | $(378,202)$ | -12.7\% | -2.8\% | $(1,326,234)$ | $(1,347,915)$ | 1.6\% |
| Net interest income after provisions | 1,607,066 | 1,539,486 | 1,654,221 | 7.5\% | 2.9\% | 4,512,022 | 4,673,300 | 3.6\% |
| Non-financial income * | 999,344 | 1,053,960 | 1,282,477 | 21.7\% | 28.3\% | 2,943,138 | 3,376,969 | 14.7\% |
| Insurance services underwriting result | 136,700 | 126,445 | 122,959 | -2.8\% | -10.1\% | 400,605 | 371,683 | -7.2\% |
| Operating expenses | $(1,429,847)$ | $(1,453,187)$ | $(1,445,137)$ | -0.6\% | 1.1\% | $(4,188,745)$ | $(4,305,435)$ | 2.8\% |
| Operating income | 1,313,263 | 1,266,704 | 1,614,520 | 27.5\% | 22.9\% | 3,667,020 | 4,116,517 | 12.3\% |
| Income taxes | $(338,018)$ | $(324,771)$ | $(371,563)$ | 14.4\% | 9.9\% | $(974,754)$ | $(1,022,002)$ | 4.8\% |
| Net income | 975,245 | 941,933 | 1,242,957 | 32.0\% | 27.5\% | 2,692,266 | 3,094,515 | 14.9\% |
| Non-controlling interest | 25,451 | 21,713 | 24,656 | 13.6\% | -3.1\% | 72,651 | 66,420 | -8.6\% |
| Net income attributed to Credicorp | 949,794 | 920,220 | 1,218,301 | 32.4\% | 28.3\% | 2,619,615 | 3,028,095 | 15.6\% |
| Net income / share (S/) | 11.91 | 11.54 | 15.27 | 32.4\% | 28.3\% | 32.84 | 37.96 | 15.6\% |
| Total loans | 94,319,220 | 93,670,216 | 95,142,268 | 1.6\% | 0.9\% | 94,319,220 | 95,142,268 | 0.9\% |
| Deposits and obligations | 88,709,612 | 92,039,132 | 92,893,915 | 0.9\% | 4.7\% | 88,709,612 | 92,893,915 | 4.7\% |
| Net equity | 19,116,945 | 20,802,017 | 21,964,556 | 5.6\% | 14.9\% | 19,116,945 | 21,964,556 | 14.9\% |
| Profitability |  |  |  |  |  |  |  |  |
| Net interest margin * | 5.47\% | 5.26\% | 5.34\% | 8 bps | -13 bps | 5.35\% | 5.35\% | 0 bps |
| Risk adjusted Net interest margin * | 4.40\% | 4.11\% | 4.34\% | 23 bps | -6 bps | 4.14\% | 4.15\% | 1 bps |
| Funding cost * | 2.07\% | 2.12\% | 2.07\% | $-5 \mathrm{bps}$ | 0 bps | 2.03\% | 2.11\% | 8 bps |
| ROAE | 20.7\% | 18.2\% | 22.8\% | 460 bps | 210 bps | 19.8\% | 19.4\% | -40 bps |
| ROAA | 2.4\% | 2.3\% | 3.0\% | 70 bps | 60 bps | 2.2\% | 2.5\% | 30 bps |
| Loan portfolio quality |  |  |  |  |  |  |  |  |
| Delinquency ratio over 90 days | 2.12\% | 2.25\% | 2.28\% | 3 bps | 16 bps | 2.12\% | 2.28\% | 16 bps |
| Internal overdue ratio ${ }^{(1)}$ | 2.79\% | 2.93\% | 3.02\% | 9 bps | 23 bps | 2.79\% | 3.02\% | 23 bps |
| NPL ratio ${ }^{(2)}$ | 3.64\% | 3.92\% | 4.03\% | 11 bps | 39 bps | 3.64\% | 4.03\% | 39 bps |
| Cost of risk ${ }^{(3)}$ | 1.65\% | 1.85\% | 1.59\% | -26 bps | -6 bps | 1.87\% | 1.89\% | 2 bps |
| Coverage of internal overdue loans | 155.4\% | 157.3\% | 153.8\% | -350 bps | -160 bps | 155.4\% | 153.8\% | -160 bps |
| Coverage of NPLs | 118.9\% | 117.7\% | 115.2\% | -250 bps | -370 bps | 118.9\% | 115.2\% | -370 bps |
| Operating efficiency |  |  |  |  |  |  |  |  |
| Efficiency ratio ${ }^{(4)}$ * | 43.9\% | 43.8\% | 43.7\% | $-10 \mathrm{bps}$ | -20 bps | 43.5\% | 43.1\% | -40 bps |
| Operating expenses / Total average assets | 3.69\% | 3.63\% | 3.62\% | -1 bps | $-7 \mathrm{bps}$ | 3.50\% | 3.70\% | 20 bps |
| Insurance ratios |  |  |  |  |  |  |  |  |
| Combined ratio of P\&C ${ }^{(5)}$ (6) | 88.0\% | 97.9\% | 95.8\% | -210 bps | 780 bps | 89.1\% | 96.7\% | 760 bps |
| Loss ratio ${ }^{(6)}$ | 56.9\% | 59.1\% | 57.8\% | -130 bps | 90 bps | 57.3\% | 47.9\% | -940 bps |
| Underwriting result / net earned premiums ${ }^{(6)}$ | 16.2\% | 10.5\% | 10.7\% | 20 bps | -550 bps | 16.3\% | 10.6\% | -570 bps |
| Capital adequacy ${ }^{(7)}$ |  |  |  |  |  |  |  |  |
| Tier 1 Capital (S/Million) ${ }^{(8)}$ | 10,772 | 11,807 | 11,811 | 0.0\% | 9.6\% | 10,772 | 11,811 | 9.6\% |
| Common equity tier 1 ratio ${ }^{(9)}$ | 10.64\% | 11.54\% | 11.93\% | 39 bps | 129 bps | 10.64\% | 11.93\% | 129 bps |
| BIS ratio ${ }^{(10)}$ | 15.56\% | 16.71\% | 16.35\% | -36 bps | 79 bps | 15.56\% | 16.35\% | 79 bps |
| Employees | 33,115 | 33,343 | 33,467 | 0.4\% | 1.1\% | 33,115 | 33,467 | 1.1\% |
| Share Information |  |  |  |  |  |  |  |  |
| Outstanding Shares | 94,382 | 94,382 | 94,382 | 0.0\% | 0.0\% | 94,382 | 94,382 | 0.0\% |
| Floating Shares ${ }^{(11)}$ | 79,761 | 79,761 | 79,761 | 0.0\% | 0.0\% | 79,761 | 79,761 | 0.0\% |
| Treasury Shares | 14,621 | 14,621 | 14,621 | 0.0\% | 0.0\% | 14,621 | 14,621 | 0.0\% |

* This account or ratio has been modified retroactively, as a result of the improvement in the presentation of Credicorp's accounting. This improvement allowed to show the net gain in derivatives and the result by difference in exchange"
(1) Internal overdue loans: includes overdue loans and loans under legal collection, according to our internal policy for overdue loans. Internal Overdue Ratio: Internal Overdue Loans / Total Loans
(2) Non-performing loans (NPL): Internal overdue loans + Refinanced loans. NPL ratio: NPLs / Total loans.
(3) Cost of risk: Annualized provision for loan losses / Total loans
(4) Calculation has been adjusted, for more detail see Appendix 11.9. Efficiency ratio = [Total Expenses + Acquisition Cost - Other expenses] / [Net Interest Income + Fee Income + Net Gain on Foreign Exchange Transactions + Net Gain from Subsidiaries + Net Premiums Earned]
(5) Combined ratio = (Net claims + General expenses + Fees + Underwriting expenses) / Net earned premiums. Does not include Life insurance business
(6) Considers Grupo Pacifico's figures before eliminations for consolidation to Credicorp.
(7) All Capital ratios are for BCP Stand-slone and based on Peru GAAP
(8) Tier 1 = Capital + Legal and other capital reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill
( 0.5 x 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).
(9) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and net deferred taxes that rely on future profitability) + retained earnings + unrealized gains.
(10) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011)
(11) It includes common shares directly or indirectly owned by Dionisio Romero Paoletti (Chairman of the Board) and his family or companies owned or controlled by them. As of February 8, 2017, Romero family owned 13,243,553 common shares and as of February 8, 2017, they owned 13,137,638 shares.

