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## CREDICORP Ltd.

## Third Quarter 2010 Results

Lima, Peru, November 10, 2010 - Credicorp (NYSE:BAP) announced today its unaudited results for the third quarter of 2010. These results are reported on a consolidated basis in accordance with IFRS in nominal U.S. Dollars.

## HIGHLIGHTS

- Credicorp reported solid 3Q10 earnings of US\$ 156.2 million, which despite being down $3.5 \%$ QoQ, reflect a significant improvement in its core net income of around $5 \%$ QoQ when excluding the extraordinary non-recurrent income. This is also evidenced by an earnings growth of $28.4 \%$ YoY. Performance ratios reflected this good performance reaching 2.5\% ROAA and 24.4 \% ROAE.
- These good 3Q results confirm the recovered growth trend of 1 H 10 leading to a strong total net income attributed to Credicorp for the first 9 months of US\$ 442 million, up 27.2\% from 2009, and pushing Credicorp's net earnings for the year 2010 towards the high end of expectations.
- The continuing recovery of economic activity in the Peruvian market is again reflected in Q-end loan balances, which grew $5.6 \%$ from last Q accumulating $\mathbf{2 5 . 6 \%}$ loan growth for the year to date.
- NII grew 5\% this Q keeping pace with loan growth and NIM remained flat at 5\%, though some impact on NIMs from our A\&L management strategy was evident at BCP.
- Non-financial income, excluding the extraordinary non-recurrent gains on the sale of securities of last and the current Qs, was up 7.7\% following a strong increase in fee income of $4.9 \%$, and $11.0 \%$ growth in gains from FX transactions.
- An improvement of our PDL ratio to $1.6 \%$ in 3Q10 was recorded as the absolute volumes of past due loans dropped and our loan portfolio expanded. Nevertheless, our conservative internal policy on coverage and provisions, as well as regulatory changes that required more provisions resulted in stronger provisions than originally projected reaching US\$ 52 million, up $69.3 \%$ from last Q . Therefore, our coverage was up to 193.1\% from 179.3\% of last Q.
- The continuing good performance of the insurance business is reflected in the US\$ 44.2 million income, almost flat from last Q's US\$ 45.5 million income from insurance premiums net of claims, and $22.8 \%$ stronger YoY. YTD performance shows also a substantial 31.1\% higher premium income compared with the same period of 2009.
- After 2 consecutive QoQ drops in operating costs, these were $3.4 \%$ up this Q reflecting new recruiting for future growth and investments in training \& advisory services as we develop business opportunities. Nevertheless, the strong income generation led to a slight further improvement in the efficiency ratio to $39.4 \%$ from $39.6 \%$, continuing the good trend since last year.
- However, the stronger income could not fully offset the significantly higher provisions incurred this 3Q, and core operating income for Credicorp dropped 2.2\% QoQ. Including the extraordinary non-recurrent gains from the sale of securities, tota operating income was down $8.6 \%$ for the Q. YTD results however, reveals the rea performance, with core operating income increasing $36.7 \%$ and total operating income, including non-recurrent income, increasing a solid $23.7 \%$ for the year.
- BCP's 3Q operating results also reflect solid growth in average daily lending volumes of $5.5 \%$ and a minimal $0.9 \%$ increase in operating costs. Even though provisions for loan losses registered a significant increase, despite the improvement of portfolio quality indicators, operating result was $2.6 \%$ up QoQ, excluding non-recurrent gains in securities. The large difference in non-recurrent income QoQ resulted in total operating income dropping 6.3\% QoQ, a drop that was compensated by translation gains given the careful A\&L management that took advantage of the USD weakness, and lower tax provisions due to tax benefits generated by investments in CDs of BCR. Thus, net contribution to Credicorp was up 3.4\% reaching US\$ 135.2 million for 3Q10, which reflects a strong ROAE of $31.3 \%$ and ROAA of $2.5 \%$.
- ASHC's contribution to Credicorp this 3Q was down to US\$ 10.6 million from US\$ 13.1 million in 2 Q basically because of increased provisions as it took a very conservative stance.
- The low casualty levels from which PPS's results were benefitting, increased across the board, leading to a reduction in technical results. PV had the lion's share of this effect in addition to excellent sales in life policies which in the short run generate high reserves affecting negatively technical results. Thus, bottom line of the insurance business reflects this and its contribution to Credicorp dropped to a still very solid US\$ 10.4 million for the 3Q from US\$ 12.5 million in 2Q
- Prima AFP maintained the excellent results from previous Qs and reported $4.1 \%$ higher fee income, $3.8 \%$ higher operating income but lower bottom line results due to higher income taxes, leading to a stable contribution to Credicorp of US\$ 5.7 million
- Overall, Credicorp had a very good 3Q which contributed to excellent income generation in all businesses reaching growth rates largely beyond $20 \%$ for the first 9 months, plus a $24.4 \%$ ROAE, a $1.6 \%$ PDL ratio and an improved efficiency ratio of $39.4 \%$ for the period.


## I. Credicorp Ltd.

## Overview

Credicorp reported solid 3Q10 earnings of US\$ 156.2 million, which despite being down 3.5\% QoQ, reflect a significant improvement in its core bottom line results of around 5\% QoQ when excluding extraordinary non-recurrent income. This good performance is also evidenced by an excellent $\mathbf{2 7 . 2 \%}$ YoY earnings growth. Performance ratios reflect these good results reaching excellent levels: 2.5\% ROAA and 24.4 \% ROAE.

These good 3Q results confirm the recovered growth trend of the first half of the year leading to a strong total net income attributed to Credicorp for the first 9 months of US\$ 442 million, up a very strong 27.2\% from 2009, and setting the base for Credicorp's net earnings for the year 2010 to reach a level closer to the high end of expectations.

The continuing and strong recovery of economic activity in the Peruvian market became even more evident in this second half of the year and is undoubtedly driving growth in the loan portfolio. Qend loan balances grew $5.6 \%$ QoQ, revealing a $25.6 \%$ loan growth pace for the year. Once again, strong growth was reported both in the wholesale and in the retail segments, which expanded their average daily balances by $5.0 \%$ and $5.6 \%$ respectively QoQ. Overall average loan book growth was $5.5 \%$ within this Q, stronger than the average daily balances growth of $3.5 \%$ reported last Q. With respect to growth, star performers continued being the SME (PYME) sector and micro-lending in the Retail Banking segment, though the middle market segment of the wholesale business also performed strongly.

An improvement of our PDL ratio to $1.6 \%$ in 3Q10 was recorded as our loan portfolio grew at the above mentioned rates, and the absolute volumes of past due loans dropped. Nevertheless, our conservative internal policy on coverage and provisions, as well as regulatory changes that required more provisions resulted in stronger provisions than originally projected reaching US\$ 52 million, up $69.3 \%$ from last Q. Therefore, our coverage was up to $193.1 \%$ from $179.3 \%$ of last Q

Interest income was strong, growing 8.9\% QoQ following the solid expansion of our loan portfolio and also strong growth of other interest earning assets through a $9.1 \%$ expansion in deposits. Interest expense increased however at a stronger pace. Notwithstanding, NIMs at Credicorp remained flat at $4.85 \%$ despite some pressure on NIMs at BCP given the strong growth of the wholesale portfolio and high levels of liquidity invested at the Central Bank with small margins.

Non-financial income, excluding the extraordinary non-recurrent gains on the sale of securities in this and last Q, was up 7.7\% following a strong increase in fee income of $4.9 \%$, and $11.0 \%$ growth in gains from FX transactions.

The insurance business also performed well with income from net insurance premiums (net of claims) this 3 Q remaining strong at US\$ 44.2 million after claims, similar to last Q's performance. Net income generated however did experience some contraction as we will explain further down.

After two consecutive QoQ drops in operating costs, these were $3.4 \%$ up this Q reflecting new recruiting for future growth and investments in training \& advisory services as we develop business opportunities. Nevertheless, the strong income generation led to a slight further improvement in the efficiency ratio to $39.4 \%$ from $39.6 \%$.

Despite all the good income generation reported, the significantly higher provisions incurred this 3Q could not be fully offset and core operating income for Credicorp dropped by $2.2 \%$ QoQ. Furthermore, including the extraordinary gains from the sale of securities which were stronger in 2 Q than in 3 Q , total operating income dropped $8.6 \%$ for the Q .

| Credicorp Ltd. | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2 Q 10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10/Sep 09 |
| Net Interest income | 271,438 | 258,434 | 214,547 | 5.0\% | 26.5\% | 775,457 | 653,955 | 18.6\% |
| Net provisions for loan losses | $(52,303)$ | $(30,895)$ | $(38,216)$ | 69.3\% | 36.9\% | $(126,379)$ | $(119,348)$ | 5.9\% |
| Non financial income | 193,987 | 196,554 | 162,596 | -1.3\% | 19.3\% | 558,349 | 506,741 | 10.2\% |
| Insurance premiums and claims | 44,220 | 45,517 | 36,018 | -2.9\% | 22.8\% | 122,224 | 93,195 | 31.1\% |
| Operating expenses | $(243,281)$ | $(235,321)$ | $(211,568)$ | 3.4\% | 15.0\% | $(716,300)$ | $(638,575)$ | 12.2\% |
| Operating Income | 214,060 | 234,289 | 163,377 | -8.6\% | 31.0\% | 613,350 | 495,968 | 23.7\% |
| Core operating income | 204,423 | 208,940 | 163,377 | -2.2\% | 25.1\% | 578,364 | 423,241 | 36.7\% |
| Non core operating income* | 9,637 | 25,349 | - | -62.0\% |  | 34,986 | 72,727 | -51.9\% |
| Translation results | 14,467 | 4,675 | 12,046 | 209.4\% | 20.1\% | 31,202 | 11,296 | 176.2\% |
| Worker's profit sharing and income taxes | $(62,941)$ | $(65,611)$ | $(45,285)$ | -4.1\% | 39.0\% | $(173,454)$ | $(135,801)$ | 27.7\% |
| Net income | 165,586 | 173,353 | 130,139 | -4.5\% | 27.2\% | 471,098 | 371,463 | 26.8\% |
| Minority Interest | 9,360 | 11,429 | 8,432 | -18.1\% | 11.0\% | 29,078 | 23,976 | 21.3\% |
| Net income attributed to Credicorp | 156,226 | 161,924 | 121,707 | -3.5\% | 28.4\% | 442,020 | 347,487 | 27.2\% |
| Net income / share (US\$) | 1.96 | 2.03 | 1.53 | -3.5\% | 28.4\% | 5.54 | 4.36 | 27.2\% |
| Total loans | 13,409,258 | 12,697,597 | 10,675,462 | 5.6\% | 25.6\% | 13,409,258 | 10,675,462 | 25.6\% |
| Deposits and obligations | 16,652,009 | 15,257,042 | 13,672,287 | 9.1\% | 21.8\% | 16,652,009 | 13,672,287 | 21.8\% |
| Net shareholders' equity | 2,689,315 | 2,433,065 | 2,130,102 | 10.5\% | 26.3\% | 2,689,315 | 2,130,102 | 26.3\% |
| Net interest margin | 4.85\% | 4.99\% | 4.72\% |  |  | 5.05\% | 4.78\% |  |
| Efficiency ratio | 39.4\% | 39.6\% | 39.8\% |  |  | 40.3\% | 41.4\% |  |
| Return on average shareholders' equity | 24.4\% | 27.5\% | 24.0\% |  |  | 24.2\% | 24.8\% |  |
| PDL / total loans | 1.59\% | 1.70\% | 1.55\% |  |  | 1.59\% | 1.55\% |  |
| Coverage ratio of PDLs | 193.1\% | 179.3\% | 191.7\% |  |  | 193.1\% | 191.7\% |  |
| Employees | 19,012 | 19,174 | 19,269 |  |  | 19,012 | 19,269 |  |

* It refers to a net gain on sales of securities (non financial income)

Offsetting to some extent the drop in total operating income, and following strict A\&L management guidelines, some advantage was taken from the dollar weakness and a translation gain was reported. Thus net income reached US\$ 165.6 million, which resulted in net income attributable to Credicorp of US\$ 156.2 million.

The excellent performance of Credicorp is significantly more evident looking at year to date numbers, with operating income up by $23.7 \%$ and core operating income up by an even stronger $36.7 \%$, leading to total net income generated by Credicorp of US\$ 471.1 million, of which US\$ 442.0 million are attributable to Credicorp and represent an impressive income growth of $27.2 \%$ for the YTD. This performance reflects a $24.2 \%$ ROAE, $2.5 \%$ ROAA, $5.1 \%$ NIM, $40.3 \%$ efficiency ratio and $1.59 \%$ PDL ratio with $193.1 \%$ coverage, by all means, more than satisfying results and all at the high end of expected targets.

## Credicorp - The Sum of Its Parts

The good 3Q10 results of Credicorp are this time somewhat hidden by different elements, but looking through the numbers and especially at year to date results, the excellence of its performance becomes evident.

Furthermore, as we expressed last Q, the recovery in economic activity has not only reactivated loan growth, but further increased the good levels of income at the asset management subsidiaries and spurred growth in insurance activity, leading to consistently strong numbers.

BCP's 3Q operating results also reflect solid growth in average daily lending volumes of $5.5 \%$ and a minimal $0.9 \%$ increase in operating costs. Even though provisions for loan losses registered a significant increase, despite the improvement of portfolio quality indicators, operating result was 2.6\% up QoQ, excluding non-recurrent gains in securities. The large difference in non-recurrent income QoQ resulted in total operating income dropping 6.3\% QoQ, a drop that was compensated by translation gains given the careful A\&L management that took advantage of the USD weakness, and lower tax provisions due to tax benefits generated by investments in CDs of BCR. Thus, net contribution to Credicorp was up 3.4\% reaching US\$ 135.2 million for 3Q10, which reflects a strong ROAE of $31.3 \%$ and ROAA of $2.5 \%$.

Furthermore, income generation has gone up 20.7\% YTD, certainly beating all expectations. YTD numbers reveal also that interest income is up by $16.4 \%$ while provisions rise only $5.9 \%$ for the year, certainly smoothing down the perception of strong rise in provisions of last Q . Non financial income is up by 10.8\% given that non-recurrent gains on the sale of securities in 2009 reached a all
time high, which in turn disguised an impressive growth in banking services commissions of 32.2\%. The efforts on the expense side are also reflected in expense growth of only $11.6 \%$ for the year, an achievement in the midst of strong portfolio and business expansion. This excellent performance, added to a sound A\&L management that generated some translation gains resulted in the impressive net earnings growth mentioned of $29.2 \%$ for the year reaching US\$ 374.8 million. BCP's ratios reflect these improvements with ROAE at $29.3 \%$, ROAA at $2.3 \%$.

Therefore, BCP's contribution to Credicorp's bottom line reached US $\$ 135.2$ million this 3 Q vs. US $\$$ 130.7 million in 2 Q, while on a cumulative basis, net income contribution totaled US $\$ 365.2$ million for the YTD vs. US\$ 284.0 million for the same period in 2009, an increase of $28.6 \%$.

| Earnings contribution | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Banco de Crédito BCP(1) | 135,216 | 130,761 | 98,826 | 3.4\% | 36.8\% | 365,231 | 283,983 | 28.6\% |
| ВСВ | 3,442 | 3,318 | 7,086 | 3.7\% | -514\% | 12,370 | 20,851 | -40.7\% |
| Financiera Edyficar | 5,316 | 4,980 | - | 6.8\% |  | 17,113 |  |  |
| Atlantic | 10,603 | 13,076 | 8,444 | -18.9\% | 25.6\% | 37,090 | 14,860 | 149.6\% |
| PPS | 10,439 | 12,518 | 10,088 | -16.6\% | 3.5\% | 31,449 | 25,003 | 25.8\% |
| Grupo Crédito (2) | 6,069 | 6,119 | 6,878 | -0.8\% | -11.8\% | 20,136 | 21,008 | -4.2\% |
| Prima | 5,696 | 5,857 | 5,661 | -2.7\% | 0.6\% | 17,499 | 16,574 | 5.6\% |
| Others | 373 | 262 | 1,217 | 42.4\% | -69.4\% | 2,637 | 4,434 | -40.5\% |
| Credicorp and others (3) | $(6,101)$ | (550) | $(2,529)$ | -1009.3\% | -141.2\% | $(11,886)$ | 2,633 | -551.4\% |
| Credicorp Ltd. | $(5,844)$ | (274) | $(2,994)$ | -20313\% | -95.2\% | (11342) | 1,205 | -10412\% |
| Others | (257) | (276) | 465 | 6.8\% | -155.3\% | (544) | 1428 | -138.1\% |
| Net income attributable to Credicorp | 156,226 | 161,924 | 121,707 | -3.5\% | 28.4\% | 442,020 | 347,487 | 27.2\% |

(1) Includes Banco de Crédito de Bolivia and Financiera Edyficar.
(2) Includes Grupo Crédito, Servicorp and Prima AFP
(3) Includes taxes on BCP's and PPS's dividends, and other expenses at the holding company level.

BCP Bolivia reported this 3Q a modest increase in earnings contribution of 3.7\% mainly driven by lower provisions as the Bolivian financial market remains stable, but certainly subdued compared to the previous year. Loan growth however was strong reaching $8.6 \% \mathrm{QoQ}$, though this did not translate into higher NII revealing further compression of margins, which is to a large extent the result of the prevailing economic, political and regulatory environment. Overall, profitability continues dropping; as also reflected by a further drop in ROAE to $18.3 \%$ from $20.0 \%$ the previous Q. For the YTD, BCP Bolivia reports a $40.7 \%$ drop in income contribution to US\$ 12.4 million, whereby this will probably set the new level of income that can be achieved within the existent economic framework.

Edyficar, BCP's micro-lending vehicle has in turn reported a very good business evolution with lending activity growing at a very strong pace of $10.1 \%$ this Q. Reported contribution to Credicorp shows a $6.8 \%$ increase QoQ, which reflects strong loan growth and the low level of provisions this year. Therefore, Edyficar continues being a strong performer and a fast growing business and has accumulated a contribution to Credicorp of US $\$ 17.1$ million for the first 9 months reflecting a ROAE of $24.6 \%$.

ASHC's reported a slip in contribution this 3 Q down from US $\$ 13.0$ million to US $\$ 10.6$ million as a result of conservative provisions made for some investments on its portfolio since income generation, both interest income and fee income, remained stable increasing slightly by $1.9 \%$ for the Q. For the YTD however, the substantial improvement in ASHC's performance is evident with a total contribution to Credicorp more than doubling from US\$ 14.9 million in 2009 to US\$ 37.1 million in 2010 as a consequence of the recovery in the asset management business internationally and the substantial changes in the business structure and professionalization of services at Credicorp.

The low casualty levels, from which PPS's results were benefitting, increased across the board leading to a reduction in technical results. PV had the lion's share of this effect, in addition to excellent sales in life policies which in the short run generate high reserves affecting negatively technical results. Thus, bottom line of the insurance business reflects this and its contribution to Credicorp dropped to a still very solid US\$ 10.4 million for the 3 Q from US\$ 12.5 million in 2 Q . Nevertheless, also this business shows the significant improvement of its earnings generation capacity when looking at the accumulated earnings and contribution to Credicorp for the YTD,
which reached US $\$ 31.5$ million vs. US $\$ 25.0$ million in 2009, which in turn was already a very good year. Furthermore, having announced the acquisition of ALICO's shares in the insurance group, future contributions to Credicorp will include such additional share and reflect a more substantial role in Credicorp's income generation.

Finally, Prima AFP maintained the excellent results from previous Qs and reported 4.1\% higher fee income, $3.8 \%$ higher operating income but lower bottom line results due to higher income taxes, leading to a stable contribution to Credicorp of US\$ 5.7 million for the Q , and a YTD contribution of US\$ 17.5 million up $5.6 \%$ from US\$ 16.6 million in 2009.

Credicorp Ltd.'s line includes the provisions for withholding taxes on dividends paid to Credicorp and eventually translation effects, though in 2 Q it showed a strong reduction since such tax provisions were compensated by dividend \& interest income from investments in some selected Peruvian stocks and bonds recorded during the period, which are today held at Credicorp Ltd. and previously booked at Grupo Crédito.

Though the 30 results of all subsidiaries given the effects explained led to a drop in total net earnings of Credicorp for the Q of $3.5 \%$, the good performance of all of Credicorp's subsidiaries throughout the year led to a substantial $27.2 \%$ QoQ increase in net income attributable to Credicorp for this first 9 months of the year, a remarkable performance that puts Credicorp's earnings at the high end of expectations.

## II. Banco de Crédito - BCP - Consolidated

## Summary 3Q10

During the third quarter of this year, BCP achieved its best quarterly result to date. This reflects the fact that the financial system continues to expand alongside solid growth in the Peruvian economy, which accumulated 8.4\% growth from January to August this year.

BCP's net income totaled US\$ 138.6 million in 3Q10, which represented a $3.3 \%$ increase QoQ and $26.6 \%$ YoY. The year's accumulated results showed that net income grew $29.2 \%$ with regard to the level reported for January-September 2009.

It is important to point out that operating income, excluding extraordinary income, also expanded significantly to total US\$ 162.6 million, which was $2.6 \%$ higher than the US\$ 158.5 million generated in 2Q10.

| Banco de Credito and Subsidiaries | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Net financial income | 242,274 | 228,652 | 197,262 | 6.0\% | 22.8\% | 690,101 | 592,883 | 16.4\% |
| Total provisions for loan loasses | $(52,614)$ | $(31,183)$ | $(38,917)$ | 68.7\% | 35.2\% | $(127,242)$ | $(120,171)$ | 5.9\% |
| Non financial income | 167,348 | 169,541 | 129,689 | -1.3\% | 29.0\% | 474,730 | 428,524 | 10.8\% |
| Operating expenses | $(184,751)$ | $(183,180)$ | $(161,093)$ | 0.9\% | 14.7\% | $(553,264)$ | $(495,774)$ | 11.6\% |
| Operating Income | 172,257 | 183,830 | 126,941 | -6.3\% | 35.7\% | 484,325 | 405,462 | 19.5\% |
| Core operating income | 162,620 | 158,481 | 126,941 | 2.6\% | 28.1\% | 449,339 | 332,735 | 35.0\% |
| Non core operating income* | 9,637 | 25,349 | - | -62.0\% |  | 34,986 | 72,727 | -51.9\% |
| Translation results | 12,896 | 4,972 | 10,204 | 159.4\% | 26.4\% | 29,548 | $(4,955)$ | 693.3\% |
| Worker's profit sharing and income taxes | $(46,382)$ | $(54,454)$ | $(35,400)$ | -14.8\% | 31.0\% | $(138,582)$ | $(14,422)$ | 860.9\% |
| Net income | 138,620 | 134,221 | 101,456 | 3.3\% | 36.6\% | 374,750 | 289,980 | 29.2\% |
| Net income / share (US\$) | 0.062 | 0.060 | 0.046 | 3.3\% | 36.7\% |  |  |  |
| Total loans | 13,326,601 | 12,611,066 | 10,572,063 | 5.7\% | 26.1\% |  |  |  |
| Deposits and obligations | 15,642,366 | 14,209,963 | 13,946,714 | 10.1\% | 12.2\% |  |  |  |
| Net shareholders' equity | 1,864,471 | 1,679,754 | 1,556,224 | 11.0\% | 19.8\% |  |  |  |
| Net financial margin | 4.81\% | 4.91\% | 4.87\% |  |  |  |  |  |
| Efficiency ratio | 46.3\% | 48.0\% | 48.8\% |  |  |  |  |  |
| Return on average equity | 31.3\% | 33.0\% | 27.1\% |  |  |  |  |  |
| PDL / Total loans | 1.59\% | 1.71\% | 1.56\% |  |  |  |  |  |
| Coverage ratio of PDLs | 193.3\% | 179.5\% | 191.8\% |  |  |  |  |  |
| BIS ratio | 13.9\% | 13.6\% | 14.5\% |  |  |  |  |  |
| Branches | 324 | 325 | 330 |  |  |  |  |  |
| Agentes BCP | 3,354 | 3,086 | 2,435 |  |  |  |  |  |
| ATMs | 1,109 | 1,062 | 951 |  |  |  |  |  |
| Employees | 15,650 | 15,775 | 15,936 |  |  |  |  |  |

Excellent quarterly performance in 3 Q10 as compared to 2 Q10 was primarily due to:
i) $6.0 \%$ QoQ growth in net interest income (NII) due to higher interest income related to loan growth;
ii) Higher translation results as a result of appropriate asset \& liability management; and
iii) Lower tax levels, which are primarily explained by the tax shelter obtained from investments in BCR CDs.

The aforementioned helped offset the 68.7\% QoQ increase in provisions for loans and lower nonrecurrent financial income. The latter was explained by a drop in earnings from sales of securities, which was significant in the 2nd and less is volume in this 3rd quarter following the Government's bond repurchase.

A comparison with 3Q09's results shows growth of $36.6 \%$ in net income and $35.7 \%$ in operating income. In terms of the latter, the $22.8 \%$ increase in NII was particularly noteworthy along with $29.0 \%$ growth in non-financial income (primarily due to the $29.5 \%$ increase in fees for banking services) and higher translation results.

Assets reported $12.5 \%$ growth QoQ due to an increase in net loans (+5.7\% QoQ) and higher securities available for sale ( $+43.9 \%$ QoQ). The latter was associated with a successful treasury
management strategy to invest in relatively low cost funding options such as Peruvian government instruments, which are attractive due to the rates offered and the tax shelter they generate.

Good results in the third quarter also include a declining past due ratio, which went from $1.71 \%$ at the end of 2Q10 to $1.59 \%$ at the end of 3Q10. As we will explain in greater detail later on, this contraction was due to loan growth and a reduction in the past due portfolio.

BCP achieved improvement in operating efficiency for the third consecutive quarter this year. This was evident in an improvement in the efficiency ratio, which dropped from $48.0 \%$ in 2 Q 10 to $46.3 \%$ in 3Q10. This quarter's level is even lower than the 48.8\% registered in 3Q09.

Finally, ROAE and ROAA reached very satisfactory levels of $31.3 \%$ and $2.5 \%$, respectively.

## Core Earnings

| Core earnings | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2 Q 10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10/Sep 09 |
| Net interest and dividend income | 242,274 | 228,652 | 197,262 | 6.0\% | 22.8\% | 690,101 | 592,883 | 16.4\% |
| Fee income, net | 120,839 | 113,577 | 93,348 | 6.4\% | 29.5\% | 341,639 | 258,521 | 32.2\% |
| Net gain on foreign exchange transactions | 26,354 | 23,595 | 25,559 | 11.7\% | 3.1\% | 75,452 | 65,587 | 15.0\% |
| Core earnings | 389,467 | 365,824 | 316,169 | 6.5\% | 23.2\% | 1,107,192 | 916,991 | 20.7\% |

In 3Q10, BCP's core earnings totaled US\$ 389.5 million, which represented a $6.5 \%$ increase with regard to 2Q10's figure and toped 3Q09's level by $23.2 \%$. Favorable performance this quarter was due primarily to:
i) The 6.0\% increase in NII, which was primarily attributable to higher income from interest on loans;
ii) Growth of $6.4 \%$ in fee income, which stemmed primarily from higher income from savings accounts, credit cards and contingencies (foreign trade and guarantees); and
iii) Higher earnings on FX transactions (+11.7\%) due to an increase in the volume of transactions in a scenario of $1.4 \%$ appreciation in the Nuevo Sol.

Accumulated results evolved very favorably, which is reflected in an increase of $23.2 \%$ with regard to the income obtained in the first three quarters of 2009. This is attributable to growth in all areas: $22.8 \%$ in net interest income, 29.5\% of fee income and $3.1 \%$ of net earnings for FX transactions.

## II. 1 Interest Earning Assets

Interest earning assets reported a significant $14.8 \%$ increase QoQ due to growth in available for sale securities (+43.9\%), primarily BCR CDs, which are attractive investment alternatives; a 5.8\% QoQ increase in current loans and a $16.1 \%$ increase in available funds attributable to higher legal reserves.

| Interest earning assets | Quarter |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| US\$ 000 | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q} 09$ | QoQ | YoY |
| BCRP and other banks | $3,012,573$ | $2,594,416$ | $2,749,996$ | $\mathbf{1 6 . 1 \%}$ | $9.5 \%$ |
| Interbank funds | - | - | 68,132 | $0.0 \%$ | $-100.0 \%$ |
| Trading securities | 73,986 | 60,037 | 89,718 | $23.2 \%$ | $-17.5 \%$ |
| Securities available for sale | $5,336,436$ | $3,707,331$ | $2,793,015$ | $43.9 \%$ | $91.1 \%$ |
| Current loans | $13,114,103$ | $12,395,974$ | $10,406,954$ | $5.8 \%$ | $\mathbf{2 6 . 0} \%$ |
| Total interest earning assets | $\mathbf{2 1 , 5 3 7 , 0 9 8}$ | $\mathbf{1 8 , 7 5 7 , 7 5 8}$ | $\mathbf{1 6 , 1 0 7 , 8 1 5}$ | $\mathbf{1 4 . 8 \%}$ | $\mathbf{3 3 . 7 \%}$ |

The evolution of interest earning assets was closely tied to excellent performance this quarter given that despite an increase in legal reserves, treasury management wisely sought to capture relatively low-cost funds to take advantage of good investment opportunities such as BCR CDs, which offer higher rates and provide a lower effective tax rate. Economic expansion was also reflected in the dynamism of loans, which increased $5.8 \%$ QoQ due to growth in the Wholesale and Retail portfolios.

## Loan Portfolio

At the end of 3Q10, current loans totaled US\$ 13,114 million, which represents a $5.8 \%$ increase QoQ and $26.0 \%$ YoY. This is a clear indicator that the Peruvian economy is very dynamic right now. If we look at average daily balances, it is evident that the favorable impact is due to the results of both Wholesale Banking and Retail Banking, which reported significant QoQ increases of $5.0 \%$ and 5.6\%, respectively.

The following graph shows the evolution of daily average balances and end-of-period balances during the third quarter of 2010 where two aspects stand out: (i) the upward trend of loan growth throughout the period, and (ii) the portfolio reported QoQ growth of $5.5 \%$ in average daily balances, which is higher than the $3.5 \%$ posted in 3Q10. This upward trend is visible at a global level and within each of the banking segments, which indicates that we are experiencing a period of growth in the banking system and throughout all sectors of the economy.


Further analysis of average daily balances indicates that overall expansion was $5.5 \% \mathrm{QoQ}$ and 22.7\% YoY. This expansion was due to total growth of both banking units and within them of all segments. First, Wholesale Banking achieved $5.0 \%$ growth QoQ, reaching more than US\$ 7,000 million in average daily loan balances mainly due to important Middle-Market Banking's short and long term transactions. Retail Banking increased $5.6 \%$ QoQ due to market dynamism and loans in SME and Mortgage Loans segments performed particularly well, growing $8.2 \%$ and $5.1 \%$ QoQ, respectively. It is also important to point out Edyficar's growth of more than US\$ 21 million, which represented 7.9\% growth QoQ, topping last quarter's figure of 5.5\%.

|  | TOTAL LOANS (1) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | $\mathbf{Q 0 Q}$ | YoY |
| Wholesale Banking | $\mathbf{7 , 0 5 0 . 5}$ | $\mathbf{6 , 7 1 2 . 2}$ | $\mathbf{5 , 8 1 6 . 5}$ | $\mathbf{5 . 0} \%$ | $\mathbf{2 1 . 2 \%}$ |
| - Corporate | $4,542.3$ | $4,417.4$ | $3,939.8$ | $2.8 \%$ | $15.3 \%$ |
| - Middle Market | $2,508.2$ | $2,294.8$ | $1,876.6$ | $9.3 \%$ | $33.7 \%$ |
| Retail Banking | $\mathbf{4 , 7 9 6 . 9}$ | $\mathbf{4 , 5 4 1 . 0}$ | $\mathbf{4 , 0 5 8 . 7}$ | $\mathbf{5 . 6 \%}$ | $\mathbf{1 8 . 2 \%}$ |
| - SME + Business | $\mathbf{1 , 6 2 4 . 6}$ | $1,501.9$ | $1,322.9$ | $8.2 \%$ | $22.8 \%$ |
| - Mortgages | $\mathbf{1 , 7 4 6 . 9}$ | $1,661.7$ | $1,470.0$ | $5.1 \%$ | $18.8 \%$ |
| - Consumer | 892.8 | 851.8 | 801.0 | $4.8 \%$ | $11.5 \%$ |
| - Credit Cards | 532.5 | 525.6 | 464.7 | $1.3 \%$ | $14.6 \%$ |
| Edyficar | $\mathbf{2 9 9 . 7}$ | $\mathbf{2 7 7 . 8}$ | - | $\mathbf{7 . 9 \%}$ | - |
| Others (2) | $\mathbf{7 3 9 . 4}$ | $\mathbf{6 8 8 . 6}$ | $\mathbf{6 2 6 . 6}$ | $\mathbf{7 . 4 \%}$ | $\mathbf{1 8 . 0} \%$ |
| Consolidated total loans | $\mathbf{1 2 , 8 8 6 . 5}$ | $\mathbf{1 2 , 2 1 9 . 5}$ | $\mathbf{1 0 , 5 0 1 . 7}$ | $\mathbf{5 . 5} \%$ | $\mathbf{2 2 . 7} \%$ |

(1) Average daily balance
(2) Includes Work Out Unit, other banking and BCP Bolivia.

If we analyze loan evolution by currency type, we see that both portfolios reported growth of $4.6 \%$ and $5.7 \%$ in the LC and FC portfolios, respectively.

Average Daily Balances

|  | Domestic Currency Loans (1) <br> (Nuevos Soles million) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | $\mathbf{Q 0 Q}$ | YoY |
| Wholesale Banking | $\mathbf{5 , 0 5 2 . 1}$ | $\mathbf{4 , 9 2 7 . 7}$ | $\mathbf{4 , 6 2 4 . 1}$ | $\mathbf{2 . 5} \%$ | $\mathbf{9 . 3} \%$ |
| - Corporate | $3,475.6$ | $3,346.9$ | $3,516.5$ | $3.8 \%$ | $-1.2 \%$ |
| - Middle Market | $1,576.6$ | $1,580.8$ | $1,107.5$ | $-0.3 \%$ | $42.3 \%$ |
| Retail Banking | $\mathbf{8 , 2 5 8 . 6}$ | $\mathbf{7 , 8 2 1 . 0}$ | $\mathbf{6 , 6 8 6 . 1}$ | $\mathbf{5 . 6} \%$ | $\mathbf{2 3 . 5 \%}$ |
| - SME + Business | $2,876.7$ | $2,678.8$ | $2,269.4$ | $7.4 \%$ | $26.8 \%$ |
| - Mortgages | $2,240.8$ | $2,11.3$ | $1,656.9$ | $6.1 \%$ | $35.2 \%$ |
| - Consumer | $1,830.5$ | $1,729.6$ | $1,586.7$ | $5.8 \%$ | $15.4 \%$ |
| - Credit Cards | $1,310.6$ | $1,301.2$ | $1,173.0$ | $0.7 \%$ | $11.7 \%$ |
| Edyficar | $\mathbf{8 1 0 . 8}$ | $\mathbf{7 5 1 . 1}$ | - | $\mathbf{8 . 0} \%$ | - |
| Others (2) | $\mathbf{1 8 2 . 6}$ | $\mathbf{1 7 4 . 9}$ | $\mathbf{1 0 8 . 7}$ | $\mathbf{4 . 4 \%}$ | $\mathbf{6 8 . 0} \%$ |
| Consolidated total loans | $\mathbf{1 4 , 3 0 4 . 1}$ | $\mathbf{1 3 , 6 7 4 . 7}$ | $\mathbf{1 1 , 4 1 8 . 9}$ | $\mathbf{4 . 6} \%$ | $\mathbf{2 5 . 3} \%$ |


| Foreign Currency Loans (1) <br> (US\$ million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3Q10 | 2Q10 | 3Q09 | Q0Q | YoY |
| 5,262.1 | 4,976.8 | 4,242.9 | 5.7\% | 24.0\% |
| 3,312.0 | 3,236.1 | 2,743.1 | 2.3\% | 20.7\% |
| 1,950.1 | 1,740.6 | 1,499.7 | 12.0\% | 30.0\% |
| 1,873.5 | 1,786.3 | 1,782.5 | 4.9\% | 5.1\% |
| 606.3 | 558.3 | 550.6 | 8.6\% | 10.1\% |
| 953.7 | 918.1 | 905.9 | 3.9\% | 5.3\% |
| 244.9 | 242.6 | 260.6 | 0.9\% | -6.0\% |
| 68.6 | 67.3 | 65.5 | 2.0\% | 4.9\% |
| 12.7 | 13.3 | - | -4.0\% | - |
| 674.7 | 627.0 | 589.5 | 7.6\% | 14.5\% |
| 7,823.1 | 7,403.3 | 6,614.9 | 5.7\% | 18.3\% |

(1) Average daily balance
(2) Includes Work Out Unit, other banking and BCP Bolivia.

It is evident that a significant portion of portfolio growth comes from expansion in the FC portfolio that is mainly attributable to an increase in Wholesale Banking loans, which in turn was driven by portfolio growth experimented in Middle-Market Banking. This segment captured important shortterm transactions during the fishing season and to a lesser extent during the coffee campaign and obtained long-term loans thanks to real estate investment projects, which continue to grow.

Growth in the FC portfolio is associated with a weak US dollar and the lower rates for the foreign currency portfolio. In this scenario, the wholesale sector is better prepared to manage FC exposure thanks to the natural cover provided by the nature of its business (in terms of assets and income in FC) and the fact that their technical expertise allows them to access to adequate market coverage.

Growth in the local currency portfolio is primarily attributable to Retail Banking's expansion, particularly in the SME-Business and Mortgage segments, which grew $7.4 \%$ and $6.1 \%$ QoQ, respectively, due to more extensive financial inclusion and current economic development. As such, it is evident that retail clients are aware of the fact that it is best to avoid the exchange risk that is implicit in borrowing in a currency different from that of their income base. This growth was strengthened by the Wholesale Portfolio, which experienced a reactivation of LC loans and a corresponding increase of $2.5 \% \mathrm{QoQ}$ thanks to mid-term transactions. This evolution is noteworthy because of the growth it implies and the fact that it offset last quarter's negative result of -6.1\%. In
addition to the favorable results of both banking businesses, Edyficar reported significant growth of $8 \%$ QoQ in comparison to the QoQ $5.8 \%$ increase achieved in 2Q10.

Market Share


At the end of September, BCP consolidated maintained its market leadership with a $30.6 \%$ share, which is 10 percentage points above the figure reported for its closest competitor. It is important to emphasize that we currently hold $34.3 \%$ of the market for mortgage loans.

As of the end of August, the market shares of Corporate Banking and Middle-Market Banking proved that BCP is solidly positioned, reaching $44 \%$ and $32.9 \%$ respectively. These figures mirror those reported at the end of June 2010. Within Retail Banking, per product shares, which include the mortgage, consumer and credit card lines, showed little variation QoQ. During the last quarter, a number of changes were made in the classification of PYME and Business products. As such, we currently lack up-dated data to conduct a comparison with the previous classification system.

## Dollarization

The foreign currency portfolio accounted for $60.7 \%$ of the total portfolio at the end of the third quarter. This represents a slight decline that was due to growth in the LC portfolio of Retail Banking and Wholesale Banking, the latter of which disbursed significant mid-term loans in LC during the third quarter.


## II. 2 Deposits and Mutual Funds

At the end of 3Q10, deposits reported $10.1 \%$ growth QoQ that was driven primarily by an increase in time deposits (+24.2\%) and demand deposits (+29.8\%) and to a lesser degree by savings accounts (+6.8\%). Mutual funds reported a slight increase of $2.1 \%$ QoQ.

| Deposits and obligations | Quarter |  |  | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2 Q 10 | 3Q09 | QoQ | YoY |
| Non-interest bearing deposits | 3,918,653 | 4,027,803 | 3,415,360 | -2.7\% | 14.7\% |
| Demand deposits | 1,338,403 | 1,031,248 | 883,553 | 29.8\% | 51.5\% |
| Saving deposits | 3,953,997 | 3,702,869 | 3,387,339 | 6.8\% | 16.7\% |
| Time deposits | 5,267,355 | 4,242,721 | 5,179,047 | 24.2\% | 1.7\% |
| Severance indemnity deposits (CTS) | 1,127,933 | 1,176,925 | 1,012,534 | -4.2\% | 11.4\% |
| Interest payable | 36,026 | 28,397 | 68,881 | 26.9\% | -47.7\% |
| Total customer deposits | 15,642,367 | 14,209,963 | 13,946,714 | 10.1\% | 12.2\% |
| Mutual funds in Perú | 2,164,067 | 2,117,306 | 1,779,085 | 2.2\% | 21.6\% |
| Mutual funds in Bolivia | 123,312 | 123,084 | 156,339 | 0.2\% | -21.1\% |
| Total customer funds | 17,929,746 | 16,450,353 | 15,882,138 | 9.0\% | 12.9\% |

The increase reported in deposits was due mainly to growth in time deposits given that Wholesale Banking's clients maintained higher balances this quarter. The increase in time deposits is in line with the CDs investment strategy. Demand deposits and savings accounts reported growth of 29.8\% QoQ and $6.8 \%$ QoQ due to an increase in deposits in Wholesale Banking and Retail Banking respectively.

This evolution in funding sources is proof of BCP's ability to capture the funds that will allow it to back future economic growth in the country. The aforementioned implied an increase in the cost of funding, which went from $1.82 \%$ in 2 Q 10 to $2.111 \%$ in 3Q10. This increase is mainly explained by two factors: i) the higher reference rate in Nuevos Soles (from 1.75\% in June to 3\% in September); and ii) the effect of reserve requirement measures that generated the reduction of US dollar liquidity, which increased the cost of fund for such currency.

BCP's mutual funds grew $2.1 \%$ QoQ due to favorable market value and the campaigns that this segment conducted in 3Q10.


## Market Share in Deposits

At the end of September, BCP led the deposits market with a $34.1 \%$ market share. This figure was higher than that obtained in 2Q10 ( $33.1 \%$ ) and 14 percentage points above its closest competitor. If we analyze market share by deposit and currency type, BCP maintains a solid lead and has
performed particularly well in terms of CTS deposits in FC and savings in LC where its market share tops 40\%.

| Market share by type of deposit and currency |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Demand <br> deposits | Saving <br> deposits | Time <br> deposits | Severance <br> indemnity |
| LC | $38.1 \%$ | $36.6 \%$ | $29.0 \%$ | $37.9 \%$ |
| FC | $43.4 \%$ | $41.0 \%$ | $28.5 \%$ | $55.6 \%$ |

LC: Local Currency
FC: Foreign Currency

It is important to mention that the increase in market participation in time deposits in LC, which rose from $21.1 \%$ in 2Q10 to $29 \%$ in 3 Q10 due to successful efforts to capture excess liquidity, particularly from institutional clients.

## Dollarization

At the end of 3Q10, de-dollarization was evident in deposits ( $55.7 \%$ in 2Q10 and $51.7 \%$ in 3Q10) due to the significant $20.1 \%$ increase QoQ in LC deposits. This stemmed primarily from higher time deposits by institutional clients in Wholesale Banking. This evolution of deposits was attributable to increased confidence in the local currency, which reported a $1.4 \%$ appreciation against the US dollar during the third quarter of the year.

II. 3 Net Interest Income

NII grew $6.0 \%$ QoQ due primarily to a $5.3 \%$ increase in interest income, which was attributable to significant loan growth this quarter and helped offset higher interest expenses (+25.1\%). In this scenario, NIM performed well at 4.8\%.

| Net interest income | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Interest income | 345,937 | 311,548 | 292,292 | 11.0\% | 18.4\% | 963,407 | 909,494 | 5.9\% |
| Interest on loans | 309,818 | 294,303 | 260,705 | 5.3\% | 18.8\% | 884,286 | 783,044 | 12.9\% |
| Interest and dividends on investments | 33 | 42 | 384 | -21.4\% | -91\% | 3,532 | 3,088 | 14.4\% |
| Interest on deposits with banks | 1,643 | 1,627 | 2,351 | 1.0\% | -30.1\% | 5,058 | 16,163 | -68.7\% |
| Interest on trading securities | 21,035 | 19,511 | 27,730 | 7.8\% | -24.1\% | 60,384 | 83,000 | -27.2\% |
| Other interest income | 13,408 | $(3,935)$ | 1,122 | 440.7\% | 1095.0\% | 10,147 | 24,199 | -58.1\% |
| Interest expense | 103,663 | 82,896 | 95,030 | 25.1\% | 9.1\% | 273,306 | 316,611 | -13.7\% |
| Interest on deposits | 35,477 | 22,558 | 61,505 | 57.3\% | -42.3\% | 79,590 | 220,103 | -63.8\% |
| Interest on borrowed funds | 41,879 | 29,272 | 4,746 | 43.1\% | 782.4\% | 99,941 | 21,244 | 370.4\% |
| Interest on bonds and subordinated note | 23,783 | 23,063 | 16,501 | 3.1\% | 44.1\% | 72,474 | 47,013 | 54.2\% |
| Other interest expense | 2,524 | 8,003 | 12,278 | -68.5\% | -79.4\% | 21,301 | 28,251 | -24.6\% |
| Net interest income | 242,274 | 228,652 | 197,262 | 6.0\% | 22.8\% | 690,101 | 592,883 | 16.4\% |
| Average interest earning assets | 20,147,428 | 18,643,574 | 16,203,524 | 8.1\% | 24.3\% | 18,942,898 | 16,497,211 | 14.8\% |
| Net interest margin* | 4.81\% | 4.91\% | 4.87\% |  |  | 4.86\% | 4.79\% |  |

*Annualized

NII's quarterly evolution shows $6.0 \%$ growth, which was attributable to:
i) The $5.3 \%$ increase in interest on loans due to significant loan growth (+5.7\% in the quarter's gross closing balances and $+5.5 \%$ in average daily balances) due to higher growth in the Wholesale Banking and Retail Banking portfolios; and
ii) The increase in other interest income from earnings on derivatives.

The aforementioned helped offset higher interest expenses associated with the increase of interest on deposits and the interest on borrowed funds. The former was attributable to $10.1 \%$ growth in volume of deposits and the higher interest rates for US-dollar denominated deposits due to shortage of US dollar as a result of aggressive BCR's changes in reserve requirements. On the other hand, the higher interests on borrowed funds are related to some accounting reclassifications (mainly expenses for derivatives linked to borrowed funds that were previously reported within other expenses or as negative other income) and to a lesser extend higher average interest rate for due to banks, which is related to the shortage aforementioned.

It is also necessary to point out that the evolution of NII was highly satisfactory given that this item does not include the tax benefit generated by investments in BCR CDs (which are reported in the provisions account for income taxes). Margins for Wholesale Banking continued to drop; nevertheless, growth in volumes, particularly in Middle-market Banking, offset the aforementioned effect. There is no doubt, significant growth in the Retail Banking and Edyficar portfolios helped mitigate this effect.

The aforementioned explains both the slight decline in NIM, which went from $4.9 \%$ to $4.8 \%$, and the drop in NIM on loans, which was situated at $7.7 \%$ at the end of 3 Q 10 and was below the $8.0 \%$ posted last quarter.


## Loan / Deposit Ratio

Another aspect that needs to be considered in NIM evolution is our conservative asset and liability matching policy in currency and tenor, which implies an "opportunity cost." In this sense, a significant increase in local currency (LC) deposits was evident while the increase in foreign currency (FC) deposits was minimal, which is reflected in the loan to deposit ratio that is currently $68.9 \%$ in LC and $100.5 \%$ in FC. In this scenario, FC funds are needed to finance portfolio growth while maintaining adequate matching, which in turn generates a need for issuances and results in higher payments of interest on loans (due to banks) that imply higher funding costs than deposits. In this context, there is an excess of LC deposits, which is invested in Central Bank's instruments. This creates an additional downward pressure on NIM given that the interest income generated by this investment is low and the tax benefit that increases it's profitability and makes it a very attractive investment is not captured by the NIM.

## II. 4 Past Due Portfolio and Provisions for Loan Losses

The past due ratio fell significantly, going from $1.71 \%$ in $2 Q 10$ to $1.59 \%$ in 3Q10. The coverage ratio for the past due loan portfolio rose from $179.5 \%$ to $193.3 \%$ due to higher net provisions.

| Provision for loan losses | Quarter |  |  | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3 Q10 | 2 Q10 | 3Q09 | QoQ | YoY |
| Provisions | $(59,018)$ | $(43,592)$ | $(44,080)$ | 35.4\% | 33.9\% |
| Loan loss recoveries | 6,404 | 12,408 | 5,163 | -48.4\% | 24.0\% |
| Net provisions, for loan losses | $(52,614)$ | $(31,183)$ | $(38,917)$ | 68.7\% | 35.2\% |
| Total loans | 13,326,601 | 12,611,066 | 10,572,063 | 5.7\% | 26.1\% |
| Reserve for loan losses (RLL) | 410,814 | 386,148 | 316,718 | 6.4\% | 29.7\% |
| Charge-Off amount | 35,801 | 35,296 | 20,709 | 1.4\% | 72.9\% |
| Past due loans (PDL) | 212,498 | 215,092 | 165,109 | -1.2\% | 28.7\% |
| PDL/Total loans Coverage | $\begin{array}{r} 1.59 \% \\ 193.3 \% \end{array}$ | $\begin{array}{r} 1.71 \% \\ 179.5 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1.56 \% \\ 191.8 \% \\ \hline \end{array}$ |  |  |

The increase in gross provisions in 3Q10 ( $+35.4 \%$ QoQ) was partially attributable to growth in total loans ( $+5.7 \%$ QoQ) but mainly due to regulatory changes and the internal policy relative to:
(i) new loan segmentation, which implied, in the case of some products, higher loan provisions (such as Business segment);
(ii) the re-activation of pro-cyclical provisions required by the Peruvian supervisor as of 3Q10 in a context of economic growth; it is important to note, however, that the impact of this measure was much lower because the provisions made before the international crisis were not used; and
(iii) a conscious decision to increase provisions to expand the coverage level.

Recoveries for charge offs fell this quarter ( $-48.4 \% \mathrm{QoQ}$ ), which heightened the increase in net provisions ( $68.7 \%$ QoQ). These recoveries took place primarily in BCP Peru (associated mainly with Work-out Unit).


With regards to the past due ratio- which measures loan portfolio quality- it improved substantially QoQ, going from $1.71 \%$ at the end of 2Q10 to $1.59 \%$ at the end of 3Q10. Moreover, when we analyze PDL ratio for loans with more than 90 days overdue, we note a reduction from $1.19 \%$ at the end of 2Q10 to $0.97 \%$ at the end of 3Q10. The aforementioned evolutions were the result of $5.7 \%$ growth QoQ in gross loans as well as a drop of $1.2 \%$ QoQ in absolute terms in the past due portfolio. The curve in the following chart shows the evolution of PDLs and clearly reflects the effect of the economic slowdown in 2009 which had a delayed impact on PDLs and its recovery.

| PDL | 3Q10 | 2Q10 |
| :--- | :---: | :---: |
| PDL (\%) | $1.59 \%$ | $1.71 \%$ |
| PDL over 90 days (\%) | $0.97 \%$ | $1.19 \%$ |

## PDL - BCP Consolidated



Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 May-10 Jun-10 Jul-10 Aug-10 Sep-10

## II. 5 Non Financial Income

The 6.4\% growth observed in fees for banking services and the $11.7 \%$ increase in earnings on $F X$ transactions significantly offset lower net earnings on sales of securities. Thus, excluding extraordinary gains on sales of securities, non financial income would increase 9.4\% QoQ.

| Non financial income | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 Sep 09 |
| Fee income | 120,839 | 113,577 | 93,348 | 6.4\% | 29.5\% | 341,639 | 258,521 | 32.2\% |
| Net gain on foreign exchange transactions | 26,354 | 23,595 | 25,559 | 11.7\% | 3.1\% | 75,452 | 65,587 | 15.0\% |
| Net gain on sales of securities | 18,987 | 29,727 | 9,890 | -36.1\% | 92.0\% | 48,875 | 92,164 | -47.0\% |
| Other income | 1,168 | 2,642 | 892 | -55.8\% | 30.9\% | 8,764 | 12,251 | -28.5\% |
| Total non financial income | 167,348 | 169,541 | 129,689 | -1.3\% | 29.0\% | 474,730 | 428,523 | 10.8\% |

Fees for banking services grew $6.4 \% \mathrm{QoQ}$ due to increases across segments. It is important to emphasize that the evolution of fees for Other Accounts (+9.1\% QoQ) was mainly attributable to higher fees relative to Savings Accounts and Debit Cards. The Others category ( $+4.4 \%$ QoQ) also reported considerable growth, primarily in terms of higher fees for Foreign Trade and those derived from Contingencies (guarantees).

The aforementioned, coupled with higher net earnings on FX operations, which rose $11.7 \%$ QoQ due to an increase in the volume of operations in a context in which the Nuevo Sol appreciated (+1.4\%), mitigated the effect caused by the decline in net earnings on sales of securities.

It is important to highlight that non financial income would increase $9.4 \%$ QoQ when excluding extraordinary gains on sales of securities reported in 3Q and 2Q obtained from the Peruvian Government's repurchase of bonds denominated in Euros.

| Banking Fee Income | Quarter |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| US\$ 000 | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | $\mathbf{3 Q 1 0} / \mathbf{2 Q 1 0}$ | $\mathbf{3 Q 1 0} / \mathbf{3 Q 0 9}$ |
| Miscellaneous Accounts* | 30,863 | 28,276 | 23,792 | $9.1 \%$ | $29.7 \%$ |
| Contingents | 7,113 | 6,214 | 5,238 | $14.5 \%$ | $35.8 \%$ |
| Payments and Collections | 15,376 | 14,651 | 12,881 | $4.9 \%$ | $19.4 \%$ |
| Drafts and Transfers | 7,321 | 6,837 | 6,265 | $7.1 \%$ | $16.9 \%$ |
| Credit Cards | 15,284 | 14,628 | 12,729 | $4.5 \%$ | $20.1 \%$ |
| Others | 44,882 | 42,970 | 32,444 | $4.4 \%$ | $38.3 \%$ |
| Total Fee Income | $\mathbf{1 2 0 , 8 3 9}$ | $\mathbf{1 1 3 , 5 7 7}$ | $\mathbf{9 3 , 3 4 8}$ | $\mathbf{6 . 4 \%}$ | $\mathbf{2 9 . 5 \%}$ |

[^0]The positive evolution of fees is also related to the behavior of banking transactions, which grew $5.4 \%$ QoQ due, in large part, to on-line transactions. This growth is mainly attributable to an increase in Internet transactions (+8.5\% QoQ), which represents $35 \%$ of the total growth of transactions this quarter. Other items that contributed to growth in transactions were (i) an increase in the use of ATMs (+7.4\% QoQ) and (ii) higher transactions in Telecrédito (+8.9\% QoQ). The aforementioned is a clear sign that customers are increasing their use of channels that are more cost efficient for BCP.

| $\mathbf{N}^{\circ}$ de Transactions per channel | Quarter |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Average 3Q10 | Average 2Q10 | Average 3Q09 | 3Q10 / 2Q10 | 3Q10 / 3Q09 |
| Teller | $10,105,034$ | $10,115,285$ | $10,596,719$ | $-0.1 \%$ | $-4.6 \%$ |
| ATMs Via BCP | $8,957,045$ | $8,339,318$ | $7,239,234$ | $7.4 \%$ | $23.7 \%$ |
| Balance Inquiries | $2,931,377$ | $2,888,532$ | $2,554,782$ | $1.5 \%$ | $14.7 \%$ |
| Telephone Banking | $1,643,660$ | $1,548,182$ | $1,470,293$ | $6.2 \%$ | $11.8 \%$ |
| Internet Banking Via BCP | $11,458,877$ | $10,563,002$ | $9,770,583$ | $8.5 \%$ | $17.3 \%$ |
| Agente BCP | $5,383,892$ | $5,118,650$ | $4,006,165$ | $5.2 \%$ | $34.4 \%$ |
| Telecrédito | $4,725,407$ | $4,339,153$ | $3,973,367$ | $8.9 \%$ | $18.9 \%$ |
| Mobile banking | 303,147 | 254,054 | 118,641 | $19.3 \%$ | $155.5 \%$ |
| Direct Debit | 417,399 | 418,500 | 408,430 | $-0.3 \%$ | $2.2 \%$ |
| Points of Sale P.O.S. | $4,273,894$ | $4,052,376$ | $3,474,223$ | $5.5 \%$ | $23.0 \%$ |
| Other ATMs network | 333,604 | 319,065 | 270,654 | $4.6 \%$ | $\mathbf{2 3 . 3 \%}$ |
| Total transactions | $\mathbf{5 0 , 5 3 3 , 3 3 5}$ | $\mathbf{4 7 , 9 5 6 , 1 1 7}$ | $\mathbf{4 3 , 8 8 3 , 0 9 1}$ | $\mathbf{5 . 4 \%}$ | $\mathbf{1 5 . 2 \%}$ |

BCP's network of distribution channels (only in Peru) continues to grow, specifically in terms of the number of BCP Agents, which continues to be the channel with the highest profile and growth $(+8.7 \%$ QoQ). In this way, the total number of points of contact grew in 3Q10 (+7.0\% QoQ), which is double the growth reported in 2Q10. A YoY analysis shows that the total number of points of contact has increased by more than one thousand.

|  | Balance as of |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 Q 1 0}$ |  | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | QoQ |
| Branches | 324 | 325 | 330 | $-0.3 \%$ | $-1.8 \%$ |
| ATMs | 1,109 | 1,062 | 951 | $4.4 \%$ | $16.6 \%$ |
| Agentes BCP | 3,354 | 3,086 | 2,435 | $8.7 \%$ | $37.7 \%$ |
| Total | 4,787 | 4,473 | 3,716 | $7.0 \%$ | $28.8 \%$ |

## II. 6 Operating Costs and Efficiency

For the third consecutive quarter, BCP achieved an improvement in operating efficiency, which was reflected in a drop in the efficiency ratio, which went from $48.0 \%$ in $2 Q 10$ to $46.3 \%$ in 3Q10. This positive evolution was due to an increase in income as well as an adequate control of expenses, which remained at levels similar to those seen in 2Q10.

| Operating expenses | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | 3 Q 09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Salaries and employees benefits | 95,404 | 90,961 | 80,318 | 4.9\% | 18.8\% | 284,810 | 238,983 | 19.2\% |
| Administrative, general and tax expenses | 67,549 | 67,866 | 59,269 | -0.5\% | 14.0\% | 201,200 | 186,741 | 7.7\% |
| Depreciation and amortizacion | 17,392 | 16,837 | 14,712 | 3.3\% | 18.2\% | 50,652 | 42,556 | 19.0\% |
| Other expenses | 4,406 | 7,516 | 6,794 | -41.4\% | -35.1\% | 16,602 | 27,493 | -39.6\% |
| Total operating expenses | 184,751 | 183,180 | 161,093 | 0.9\% | 14.7\% | 553,264 | 495,773 | 11.6\% |
| Efficiency ratio | 46.3\% | 48.0\% | 48.8\% |  |  | 48.5\% | 51.1\% |  |

Operating expenses were similar QoQ, reporting an increase of only $0.9 \%$. This slight variation was due primarily to an increase in salaries and employee benefits ( $+4.9 \% \mathrm{QoQ}$ )-in line with business expansion- which was offset by a reduction in other expenses and administrative expenses.

The table below provides details on the administrative expensive and quarterly variations:

| Administrative Expenses | Quarter |  |  |  |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | \% | 2Q10 | \% | 3Q09 | \% | QoQ | YoY | Sep 10 | Sep 09 | Sep 10/Sep 09 |
| Marketing | 8,815 | 13.0\% | 8,133 | 12.0\% | 7,197 | 11.5\% | 8.4\% | 22.5\% | 22,256 | 19,321 | 15.2\% |
| Systems | 9,270 | 13.7\% | 7,994 | 11.8\% | 7,463 | 11.9\% | 16.0\% | 24.2\% | 26,615 | 26,212 | 1.5\% |
| Transport | 6,057 | 9.0\% | 5,530 | 8.1\% | 5,448 | 8.7\% | 9.5\% | 11.2\% | 17,532 | 15,653 | 12.0\% |
| Maintenance | 2,971 | 4.4\% | 2,530 | 3.7\% | 3,052 | 4.9\% | 17.4\% | -2.7\% | 8,175 | 8,495 | -3.8\% |
| Communications | 3,857 | 5.7\% | 4,734 | 7.0\% | 3,312 | 5.3\% | -18.5\% | 16.5\% | 12,203 | 9,447 | 29.2\% |
| Consulting | 3,076 | 4.6\% | 4,460 | 6.6\% | 6,500 | 10.4\% | -31.0\% | -52.7\% | 9,801 | 13,686 | -28.4\% |
| Others | 17,621 | 26.1\% | 19,246 | 28.4\% | 18,209 | 29.1\% | -8.4\% | -3.2\% | 56,836 | 56,414 | 0.7\% |
| Taxes and contributions | 6,635 | 9.8\% | 7,009 | 10.3\% | 5,937 | 9.5\% | -5.3\% | 11.8\% | 20,337 | 18,064 | 12.6\% |
| Other subsidiaries and eliminations, net | 9,247 | 13.7\% | 8,231 | 12.1\% | 5,451 | 8.7\% | 12.3\% | 69.6\% | 27,445 | 19,447 | 41.1\% |
| Total Administrative Expenses | 67,549 | 100.0\% | 67,867 | 100.0\% | 62,569 | 100.0\% | -0.5\% | 8.0\% | 201,200 | 186,740 | 7.7\% |

## II. 7 Shareholders' Equity and Regulatory Capital

The BIS ratio rose to $13.89 \%$ at the end of 3Q10 due to a decline in total RWA (-1.1\% QoQ) and an increase in regulatory capital (+0.8\% QoQ). Additionally, ROAE remained at an excellent level of $31.3 \%$, which reflects the high profitability of the banking business.

| Shareholders' equity | Quarter |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| US\$ 000 | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | QoQ | YoY |
| Capital stock | 783,213 | 783,213 | 667,250 | $0.0 \%$ | $17.4 \%$ |
| Reserves | 388,309 | 388,309 | 388,275 | $0.0 \%$ | $0.0 \%$ |
| Unrealized gains and losses | 131,056 | 84,959 | 94,797 | $54.3 \%$ | $38.2 \%$ |
| Retained earnings | 187,143 | 187,143 | 115,922 | $0.0 \%$ | $61.4 \%$ |
| Income for the year | 374,750 | 236,130 | 289,980 | $58.7 \%$ | $29.2 \%$ |
| Net shareholders' equity | $\mathbf{1 , 8 6 4 , 4 7 1}$ | $\mathbf{1 , 6 7 9 , 7 5 4}$ | $\mathbf{1 , 5 5 6 , 2 2 4}$ | $\mathbf{1 1 . 0} \%$ | $\mathbf{1 9 . 8 \%}$ |
| Return on average equity (ROAE) | $\mathbf{3 1 . 3} \%$ | $\mathbf{3 3 . 0} \%$ | $\mathbf{2 7 . 1 \%}$ |  |  |

The QoQ analysis reveals that net shareholders' equity grew $11.0 \%$ due to higher retained earnings this quarter ( $+58.7 \%$ ). Although net income increased this quarter with regard to 2Q10, higher growth in shareholders' equity explains the fact that ROAE has dropped to $31.3 \%$, which is still a very favorable level and is ample evidence that BCP's profitability remains high.

The BIS ratio went from $13.62 \%$ at the end of 2Q10 to $13.89 \%$ at the end of 3Q10. This was primarily attributable to a $1.1 \%$ QoQ decline in total RWA (risk-weighted assets), which offset the marginal increase of $0.8 \%$ QoQ in regulatory capital.

Total RWA contracted $1.1 \%$ QoQ due to the $20.9 \%$ QoQ decline in assets weighted for market risk given that BCP maintains a lower position in dollars. A contraction in assets weighted for credit risk was also evident despite a significant increase in gross loans of $5.7 \%$ QoQ. This is attributable to the fact that as of July, the standard method (Basel II) was used to calculate credit RWA. This methodology is more sensitive to the portfolio's risk quality and in the case of BCP (good risk profile), the change has meant that a significant percentage of the portfolio is subject to lower weighted risk rates such as AA+ Corporate loans, off-balance sheet and loans with liquid guarantees.

Although the credit and operational RWA declined, the associated capital requirements increased due to the higher capital requirements set by the Peruvian regulatory entity (9.8\% as of July; previously 9.5\%).

Finally, BCP, based on its preliminary analysis of the impact of implementing Basel III for 2018, believes that it has complied with the new capital requirements. This is still subject to the regulatory entity's interpretation (Superintendence of Banking, Insurance and Private Pension Fund Administrators) of the treatment given to hybrid bonds and the magnitude and composition of additional requirements for pro-cyclical capital and systemic risk.

| Regulatory Capital and Capital Adequacy Ratios | Balance as of |  |  | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | Sep 10 | Jun 10 | Sep 09 | Sep 10 / Jun 10 | Sep 10/Sep 09 |
| Capital Stock | 917,739 | 905,074 | 772,638 | 1.4\% | 18.8\% |
| Legal and Other capital reserves | 476,912 | 470,331 | 460,838 | 1.4\% | 3.5\% |
| Accumulated earnings with capitalization agreement |  |  | 114,234 |  |  |
| Loan loss reserves (1) | 167,661 | 168,228 | 133,804 | -0.3\% | 25.3\% |
| Perpetual subordinated debt | 250,000 | 250,000 |  | 0.0\% |  |
| Subordinated Debt | 448,728 | 446,011 | 432,418 | 0.6\% | 3.8\% |
| Unrealized profit (loss) |  |  |  |  |  |
| Investment in subsidiaries and others, net of unrealized profit | $(232,388)$ | $(227,269)$ | $(174,911)$ | 2.3\% | 32.9\% |
| Goodwill | $(43,805)$ | $(43,200)$ |  | 1.4\% |  |
| Total Regulatory Capital | 1,984,848 | 1,969,175 | 1,739,021 | 0.8\% | 14.1\% |
|  |  |  |  |  |  |
| Tier 1 (2) | 1,560,999 | 1,514,939 | 1,289,384 | 3.0\% | 21.1\% |
| Tier 2 (3) + Tier 3 (4) | 423,850 | 454,236 | 449,636 | -6.7\% | -5.7\% |
|  |  |  |  |  |  |
| Total risk-weighted assets | 14,290,912 | 14,454,607 | 12,024,011 | -1.1\% | 18.9\% |
| Market risk-weighted assets (5) | 410,725 | 519,321 | 897,171 | -20.9\% | -54.2\% |
| Credit risk-weighted assets | 13,396,056 | 13,458,244 | 10,684,874 | -0.5\% | 25.4\% |
| Operational risk-weighted assets (6) | 484,132 | 477,043 | 441,966 | 1.5\% | 9.5\% |
|  |  |  |  |  |  |
| Market risk capital requirement (5) | 40,251 | 49,335 | 85,231 | -18.4\% | -52.8\% |
| Credit risk capital requirement | 1,312,813 | 1,278,533 | 1,015,063 | 2.7\% | 29.3\% |
| Operational risk capital requirement (6) | 47,445 | 45,319 | 41,987 | 4.7\% | 13.0\% |
| Capital ratios |  |  |  |  |  |
| BIS ratio (7) | 13.9\% | 13.6\% | 14.5\% |  |  |
| Risk-weighted assets (8) / Regulatory Capital | 7.20 | 7.34 | 6.91 |  |  |
| (1) Until June 2009, Ioan loss reserves up to 1\% of gross loans. | 2009, up to 1.2 | of total risk-w | ted assets. |  |  |
| (2) Tier $1=$ Capital + Reserves + Accumulated earnings with cois | reement + U | lized profit in | idiaries |  |  |
| + Perpetual subordinated debt (maximum amount that can be | 65\% of Capital | Reserves |  |  |  |
| + Accumulated earnings with capitalization agreement + Unre | Goodwill). |  |  |  |  |
| (3) Tier $2=$ Subordinated debt + Loan loss reserves - ( $0.5 \times \mathrm{Imv}$ | sidiaries) |  |  |  |  |
| (4) Tier $3=$ Subordinated debt covering market risk only. Tier 3 | Q10. |  |  |  |  |
| (5) Since July 2009, it includes capital requirement to cover pri |  |  |  |  |  |
| (6) Effective as of July 2009. |  |  |  |  |  |
| (7) Regulatory Capital / Risk-weighted assets (legal minimum | July 2010) |  |  |  |  |
| (8) Until June 2009, Risk-weighted assets = Credit risk-weight | pital requirem | to cover mark | * * 11. Since | July 2009, |  |
| Risk-weighted assets $=$ Credit risk-weighted assets * $0.96+C a$ | ent to cover m | et risk * 10.5 | ital requirem | ent to cover operatio | ional risk * 10.5 |

## III. Banco de Crédito de Bolivia

## Results

In 3Q10, BCP Bolivia reported net income of US\$ 3.4 million, whereby this will probably set the new level of income that can be achieved within the existent economic framework. The results of this quarter represented a $3.7 \%$ increase QoQ and a $51.4 \%$ contraction YoY. The QoQ increase was due primarily to: (i) higher non-financial income (13.6\%), and (ii) lower net provisions for loans ($26.7 \%$ ). All above offset the reduction of $4.9 \%$ QoQ in net interest margin.

Financial income rose due to an increase in the volume of FX transactions, which compensated the effect of the exchange rate that remains fixed and the reduction of the spread, growth in volume has generated an increase in financial income. Net loan provisions fell after the portfolio was restructured to comply with ASFI changes in provision requirements. The main modifications to these norms include a simplification in the portfolio's segmentation from eight classes to six. This scenario, coupled with the fact that the bank's policies- which were much more conservative than the legislation previously in effect- have been aligned with ASFI legislation, means that the portfolio is much healthier. This had led BCP to reduce the provisions stipulated under previous policies. The past due loan ratio has also fallen, which has further reduced the need for loan provisions.

The drop in net income YoY (-51.4\%) is primarily attributable to lower net interest income, which was generated by (i) excess liquidity, (ii) a decline in the borrowing rate and (iii) an increase in deposits rates (regulated by ASFI). The elimination of some fees (regulated by ASFI) and higher net loan provisions ( $12.1 \% \mathrm{YoY}$ ) have been insufficient to offset the effect of smaller margin ( $-33.9 \%$ YoY ) on the net income.

The prudent strategy to main loan risk allowed BCP to achieve a past due loan ratio of $1.4 \%$ in 3Q10 (1.5\% in 2Q10 and $2.3 \%$ in 3Q09) coverage of $304.5 \% ~(284.6 \%$ in 2 Q10 and $241.3 \%$ in 3Q09). These indicators show that BCP Bolivia was one of the top performers in the Bolivian banking system, which reported ratios of $2.5 \%$ and $197.2 \%$, respectively, at the end of 3Q10. BCP Bolivia's ROAE was 18.3\%, lower than the $20.0 \%$ reported in June 2010 and below the 30.3\% registered in September 2009.

## Assets and Liabilities

Total loans at the end of September 2010 were US\$ 570.7 million, which indicates an $8.6 \%$ increase over the US\$ 525.6 million reported in June 2010 and 21.2\% above the level reported in September 2009. Loan growth in the third quarter was attributable to the bank's decision to adopt a more aggressive loan strategy due to good economic indicators and the fact that its past due loan ratio was one of the lowest in the banking system.

This quarter, Retail Banking's performance, which reported 9.0\% growth QoQ and 20.1\% YoY, was particularly noteworthy. This increase has an important impact on the bank's results given it represents $53.3 \%$ of the total portfolio (Wholesale Banking represents $43.6 \%$ and Special Accounts, 3.1\%) and generates higher margins. The Retail Banking product that showed the highest QoQ growth was the commercial segment (19.4\%), which represents $8.6 \%$ of this portfolio. The Home Mortgage segment represents $44.9 \%$ of the Retail Banking portfolio and grew $4.1 \%$ QoQ and $13.7 \%$ YoY.

In terms of liabilities, BCP Bolivia's deposits increased 6.5\% QoQ but fell 8.3\% YoY. The QoQ increase is primarily attributable to growth of $21.1 \%$ and $4.8 \%$ in time deposits and savings accounts, respectively, while the YoY contraction was due to a $24.4 \%$ decline in savings accounts with regard to September 2009. This contraction can be traced to a drop savings accounts held by institutional clients, which generated excess liquidity.

Shareholders' equity increased $3.4 \%$ QoQ but fell $8.4 \%$ QoQ due to lower quarterly earnings.

## CREDICORP

BCP Bolivia maintained an $11.7 \%$ share of the market of current loans (not including rescheduled loans) and holds $11.8 \%$ of total deposits. This situates the bank in third place in terms of loans and fourth in deposits in the Bolivian banking system. BCP Bolivia continues to position itself as a bank on the move that provides simple and efficient technological solutions by offering innovative transactional products and increasingly sophisticated on-line services.

| Banco de Crédito de Bolivia | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ million | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Net financial income | 7.7 | 8.1 | 11.6 | -4.9\% | -33.9\% | 24.6 | 38.7 | -36.4\% |
| Net provisions for loan losses | (1.3) | (1.8) | (1.2) | -26.7\% | 12.1\% | (3.4) | (5.2) | -34.9\% |
| Non financial income | 9.4 | 8.3 | 9.0 | 13.6\% | 5.3\% | 26.8 | 29.4 | -8.7\% |
| Operating expenses | (11.6) | (11.0) | (11.6) | 5.3\% | -0.4\% | (33.6) | (37.5) | -10.5\% |
| Translation result | 0.1 | (0.1) | 0.1 | 235.9\% | 14.1\% | 0.0 | (0.3) | 102.9\% |
| Income tax | (0.8) | (0.2) | (0.7) | 312.0\% | 12.3\% | (2.1) | (2.5) | -15.6\% |
| Net Income | 3.4 | 3.3 | 7.1 | 3.7\% | -51.4\% | 12.4 | 22.6 | -45.2\% |
| Total loans | 570.7 | 525.6 | 470.8 | 8.6\% | 21.2\% |  |  |  |
| Past due loans | 7.9 | 8.1 | 10.7 | -2.6\% | -26.4\% |  |  |  |
| Net provisions for possible loan losses | (23.1) | (22.3) | (24.0) | 3.8\% | -3.8\% |  |  |  |
| Total investments | 224.5 | 267.0 | 328.1 | -15.9\% | -31.6\% |  |  |  |
| Total assets | 1,014.2 | 965.8 | 1,120.1 | 5.0\% | -9.5\% |  |  |  |
| Total deposits | 888.2 | 833.8 | 968.6 | 6.5\% | -8.3\% |  |  |  |
| Net shareholders' equity | 92.6 | 89.5 | 101.1 | 3.4\% | -8.4\% |  |  |  |
| PDL / total loans | 1.39\% | 1.54\% | 2.28\% |  |  |  |  |  |
| Coverage ratio of PDLs | 304.5\% | 284.6\% | 241.3\% |  |  |  |  |  |
| ROAE* | 18.3\% | 20.0\% | 30.3\% |  |  |  |  |  |
| Branches | 65 | 65 | 65 |  |  |  |  |  |
| Agentes | 35 | 40 | 55 |  |  |  |  |  |
| ATMs | 172 | 171 | 172 |  |  |  |  |  |
| Employees | 1,396 | 1,368 | 1,522 |  |  |  |  |  |

## IV. Financiera Edyficar

| Edyficar | Quarter |  | Year to date | Change \% |
| :---: | :---: | :---: | :---: | :---: |
| US\$ 000 | 3Q10 | 2Q10 | Sep 10 | QoQ |
| Net financial income | 21,571 | 19,499 | 58,371 | 10.6\% |
| Total provisions for loan loasses | $(1,887)$ | $(1,238)$ | $(2,988)$ | 52.4\% |
| Non financial income | 223 | 217 | 533 | 2.8\% |
| Operating expenses | $(13,147)$ | $(10,996)$ | $(33,905)$ | 19.6\% |
| Operating Income | 6,761 | 7,482 | 22,012 | -9.6\% |
| Translation results | 1,138 | 381 | 2,968 | 198.5\% |
| Worker's profit sharing and income taxes | $(2,440)$ | $(2,740)$ | $(7,408)$ | -11.0\% |
| Net income | 5,459 | 5,123 | 17,572 | 6.6\% |
| Contribution to BCP | 5,448 | 5,112 | 17,535 | 6.6\% |
| Total loans | 318,708 | 289,392 | 318,708 | 10.1\% |
| Past due loans | 13,352 | 13,314 | 13,352 | 0.3\% |
| Net provisions for possible loan losses | $(24,987)$ | $(25,136)$ | $(24,987)$ | -0.6\% |
| Total assets | 375,773 | 361,827 | 375,773 | 3.9\% |
| Deposits and obligations | 74,271 | 74,708 | 74,271 | -0.6\% |
| Net shareholders' equity | 47,878 | 42,415 | 47,878 | 12.9\% |
| PDL / Total loans | 4.2\% | 4.6\% | 4.2\% |  |
| Coverage ratio of PDLs | 187.1\% | 188.8\% | 187.1\% |  |
| Return on average equity* | 22.8\% | 22.6\% | 24.6\% |  |
| Branches | 105 | 104 |  |  |
| Employees | 1,534 | 1,538 |  |  |

${ }^{*}$ Net shareholder's equity includes US\$ 50.7 millions from goodwill
Edyficar's performance in 3Q10 exceeded 2Q10's excellent results. Noteworthy aspects include:
(i) The $10.1 \%$ QoQ increase in loans, which topped 2Q10's QoQ growth of 6.6\%;
(ii) The past due ratio rate went from $4.6 \%$ in 2 Q 10 to $4.2 \%$ in 3 Q 10 , which was attributable to loan growth and the fact that the level of past due loans reflected virtually no change QoQ;
(iii) The 6.6\% QoQ increase in net earnings, which increased Edyficar's contributions to BCP and Credicorp; and
(iv) A satisfactory ROAE of $22.8 \%$ (considering the US\$ 50.7 million in goodwill) and $48.4 \%$ (excluding goodwill).

Despite a strong increase in operating expenses to train new personnel to prepare for future growth, at the end of the third quarter, Edyficar reported net earnings of US\$ 5.5 million, rising 6.6\% QoQ. This good quarterly performance was attributable to a $10.6 \%$ increase in NII due to loan growth; lower tax provisions; and an increase in translation earnings, which was attributable to a $1.4 \%$ appreciation of the Nuevo Sol in comparison to the $0.5 \%$ reported in 2Q10.

NII reported significant growth ( $10.6 \%$ QoQ). This was due primarily to interest income stemming from considerable loan growth ( $10.1 \% \mathrm{QoQ}$ ) as well as adequate financial management. The latter was reflected in lower financial expenses and an earnings increase, which was attributable to a successful strategy to negotiate forward contracts.

Net loan provisions totaled US\$ 1.9 million in 3Q10 (US\$ 3.0 million accumulated during 2010). This represented an increase of US\$ 650 mil QoQ, which was due to higher provisions taken to cover loan growth as well as voluntary provisions to maintain the coverage ratio. It is important to mention that provisions will be higher next year given that the accounting adjustment made at the time of purchase will be reported this year.

## CREDICORP

Operating expenses grew $19.6 \%$ QoQ. This was due primarily to an increase in personnel expenses stemming from investments in analyst training and additional projects to prepare Edyficar to capture market growth in the future and achieve the company's goals.

Edyficar reported a past due ratio of $4.2 \%$ in $3 Q 10$, which was lower than the $4.6 \%$ reported in 2Q10 due to significant loan growth. Currently, the company's strategy is to focus on improving loan quality and collections management.

Finally, it is evident that Edyficar's contribution to BCP continues to rise. This is reflected in the company's ROAE, which reached $22.8 \%$ in 3Q10 and $24.6 \%$ in accumulated terms.

## V. Atlantic Security Holding Corporation

## Quarterly Results

In order to compare the results of 3Q10 and 2Q10, we have eliminated the effect of Credicorp's dividends on 2Q10's results, which totaled US\$ 24.9 million (treasury shares), in the table below:

| ASHC | Quarter |  |  | Change \% |  | Year to Date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ millions | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10/Sep 09 |
| Net interest income | 8.7 | 8.8 | 7.5 | -0.8\% | 16.9\% | 26.7 | 20.0 | 33.7\% |
| Dividend income | 0.2 | 0.1 | 0.1 | 45.4\% | 15.2\% | 0.4 | 0.2 | 119.7\% |
| Fees and commissions from services | 2.1 | 2.0 | 1.5 | 4.7\% | 38.1\% | 6.4 | 4.0 | 60.2\% |
| Net gains on foreign exchange transactions | 0.0 | -0.1 | 0.1 | 127.8\% | -79.3\% | -0.3 | -0.5 | -41.6\% |
| Total earnings | 11.0 | 10.8 | 9.3 | 1.9\% | 18.9\% | 33.2 | 23.7 | 28.8\% |
| Net Provisions | -1.5 | 0.0 | -0.9 | 100.0\% | 58.7\% | -1.5 | -8.4 | -82.2\% |
| Net gains from sale of securities | 3.1 | 3.7 | 1.6 | -18.0\% | 92.9\% | 10.4 | 3.3 | 218.9\% |
| Other income | -0.1 | 0.1 | 0.5 | -180.6\% | -117.3\% | 0.3 | 2.1 | -86.2\% |
| Operating expenses | -1.9 | -1.9 | -2.0 | -2.7\% | 5.1\% | -5.6 | -5.6 | -0.6\% |
| Net income | 10.6 | 12.8 | 8.4 | -17.3\% | 25.5\% | 36.8 | 15.0 | 145.5\% |
| Net income / share | 0.1 | 0.1 | 0.1 | -17.3\% | 25.5\% | 0.4 | 0.2 | 145.5\% |
| Contribution to Credicorp | 10.6 | 13.1 | 8.4 | -18.9\% | 25.6\% | 37.1 | 14.9 | 149.6\% |
| Total loans | 493.0 | 492.3 | 134.3 | 0.1\% | 267.2\% |  |  |  |
| Total investments available for sale | 781.5 | 714.6 | 825.2 | 9.4\% | -5.3\% |  |  |  |
| Total assets | 1,527.2 | 1,388.6 | 1,508.4 | 10.0\% | 1.2\% |  |  |  |
| Total deposits | 1,249.8 | 1,121.7 | 1,247.7 | 11.4\% | 0.2\% |  |  |  |
| Net shareholder's equity | 261.2 | 243.0 | 218.6 | 7.5\% | 19.5\% |  |  |  |
| Net interest margin | 2.57\% | 2.70\% | 2.12\% |  |  |  |  |  |
| Efficiency ratio | 13.6\% | 12.7\% | 17.7\% |  |  |  |  |  |
| Return on average equity | 16.8\% | 22.2\% | 17.0\% |  |  |  |  |  |
| PDL / Total loans | 0.00 | 0.00 | 0.00 |  |  |  |  |  |
| Coverge ratio | 0.2\% | 0.2\% | 1.0\% |  |  |  |  |  |
| BIS ratio | 20.54\% | 20.81\% | 18.20\% |  |  |  |  |  |

In the third quarter, Atlantic Security Holding Corporation (ASHC) reported net income of US\$ 10.6 million. The quarterly results reflect the very respectable evolution of ASHC's income, which grew $1.9 \%$ QoQ and $19 \%$ YoY. Nevertheless, a $17.3 \%$ drop in earnings was evident with regard to the US $\$ 12.8$ million posted in the second quarter while the YoY evolution shows an increase of $25.5 \%$.

The decline in net earnings is primarily attributable to the US\$ 1.5 million provision taken in 3Q10 and a drop in realized earnings (US\$ - 0.6 million). In previous quarters, no provisions had been set aside for the investment portfolio; nevertheless, the bank, in accordance with its conservative and proactive policy, decided to set aside reserves to mitigate uncertainty regarding some issuers' recovery. Realized earnings for securities sales totaled US\$ 3.1 million this quarter, which represents an $18 \%$ decline QoQ due to lower trading this quarter.

Even more noteworthy was the evolution of ASHC's income if we compare the total accumulated in the first 3 quarters of the year with the same period last year. Interest income grew 33.7\% and fee income, the true driver of growth in the asset management business, grew an impressive 60.2\% thus far this year. The impact on total income is also positive, reaching US\$ 11 million in 3Q10 and US $\$ 58$ million in annual accumulated terms. This reflects a $21 \%$ increase YoY, which, after including realized gains on securities sales due to market recovery, led accumulated net income to increase almost $145.5 \%$ to reach US\$ 36.8 million.

If we look at quarterly performance more closely, fee income in the third quarter was US\$ 2.1 million, which represents a $4.7 \%$ increase QoQ and $38.1 \%$ YoY. Fee income from trading and financial instruments in custody, which were adversely affected in the first two quarters by Peruvian tax reform in 2010, recovered progressively thanks to new loans and the favorable market valuation of funds under management. This has generated stable income in terms of fees for placement, management and custody.

The efficiency ratio was situated at $13.6 \%$, which was slightly higher than the $12.7 \%$ reported $n$ 2Q10. This drop in efficiency is attributable to lower earnings given that general expenses remained stable quarter-to-quarter. A YoY comparison indicates that the efficiency ratio has improved $4.1 \%$.

ROAE fell QoQ, settling at $16.8 \%$ 3Q10. This was due primarily to lower earnings in 2Q10 and higher average shareholder's equity.

## Assets and Liabilities

As indicated below, interest earning assets totaled US\$ 1,424 million, which represents increases of $10.8 \%$ QoQ and $1.8 \%$ YoY. A significant portion of this jump in asset volume is attributable to an increase in customer deposits.

The most significant variation in interest earning assets is evident in the YoY figures for Cash and Banks and Loans given that until 3Q09, ASHC maintained deposits in the Banco de Credito for US\$ 356 Million, which reverted to ASHC's loan portfolio through a credit line signed by both entities in 2010.

Investments increased $9.6 \% \mathrm{QoQ}$, which reflects market opportunities to invest and reinvest cash surpluses. In comparison with the same period last year, investments fell $4.9 \%$. This drop is attributable to the current assets structure, which includes a portion of this decline as available cash.

| Interest earning assets* | Quarter |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| US\$ million | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ |  | $\mathbf{3 Q 0 9}$ | QoQ |
| Yue from banks | 164 | 93 | 458 | $76.2 \%$ | $-64.2 \%$ |
| Loans | 493 | 492 | 134 | $0.1 \%$ | $267.2 \%$ |
| Investments | 767 | 700 | 807 | $9.6 \%$ | $-4.9 \%$ |
| Total interest-earning assets | $\mathbf{1 , 4 2 4}$ | $\mathbf{1 , 2 8 5}$ | $\mathbf{1 , 3 9 9}$ | $\mathbf{1 0 . 8} \%$ | $\mathbf{1 . 8 \%}$ |

$\left(^{*}\right)$ Excludes investments in equities and mutual funds.

A significant portion of the instruments are investment grade (72\%), which reflects the bank's prudent policy to concentrate portfolio investment in instruments with a good risk profile.


Customer deposits increased $11.4 \%$ with regard to 2Q10, going from US\$ 1,121 million to US\$ 1,250 million. Interest rates for deposits experienced a downward trend last year, which caused deposits to drop during the first three quarters of 2010. Nevertheless, it is important to point out that this decline was associated with a higher preference for ASHC's investment products.

Equity has grown sustainably, demonstrating an increase of 7.5\% QoQ and 19.5\% YoY (going from US\$ 243 million at the end of 2Q10 to US\$ 261 million at the close of 3Q10). This increase is reflected primarily in two components: quarterly net income for US $\$ 10.6$ million and an increase in the market value of investments due to unrealized earnings of US\$ 7.5 million, which pushed total value to US\$ 32.9 million.

## CREDICORP

## Asset Administration

The deposits' total and AuM include investments in proprietary mutual funds and financial instruments in custody. The total of these funds has increased $14.7 \%$ QoQ and $30.6 \% \mathrm{YoY}$.

AuM increased $16.2 \%$ QoQ. This is consistent with the increase in investment observed during the last few quarters due to overall market recovery and corresponding improvements in the market value of investments and AuM, which have driven customers to increase their positions through direct purchases. The YoY increase is also due to market recovery and an increase in purchases.

## Assets Under Management and Deposits



## VI. Prima AFP

PRIMA's fee income grew 4.1\% QoQ to reach US\$ 21.8 million and as a result operating income increased $3.8 \%$ QoQ. PRIMA's net income in the third quarter totaled US\$ 5.7 million, which represented a decline of $2.8 \%$ QoQ that was attributable to higher tax provisions and employee profit sharing.

PRIMA's commercial strategy in the third quarter focused on new captures and affiliations. In this context, new affiliations were up QoQ due to an increase in the economically active population. On the other hand, transfers between AFPs remained low. At the end of the third quarter, PRIMA's funds under management represented 30.9\% of total funds managed by the system, confirming the company's leadership in market share for this indicator. PRIMA accounted for $32.0 \%$ of the system's total contributions collections and achieved a $43.4 \%$ share of the voluntary contributions market.

Quarterly main indicators and market share

|  | $\begin{aligned} & \text { PRIMA } \\ & 3 \mathrm{Q} 10 \\ & \hline \end{aligned}$ | System 3 Q10 | $\begin{gathered} \text { Part. } \\ \text { 3Q10 \% } \end{gathered}$ | $\begin{aligned} & \text { PRIMA } \\ & 2 Q 10 \\ & \hline \end{aligned}$ | System 2Q10 | $\begin{gathered} \text { Part. } \\ \text { 2Q10 \% } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Affiliates | 1,110,105 | 4,587,455 | 24.2\% | 1,098,912 | 4,540,512 | 24.2\% |
| New affiliations (1) | 13,592 | 56,112 | 24.2\% | 12,534 | 47,785 | 26.2\% |
| Funds under management US\$ million | 8,911 | 28,836 | 30.9\% | 7,657 | 24,807 | 30.9\% |
| Collections US\$ million (1) | 147 | 460 | 32.0\% | 141 | 442 | 31.8\% |
| Voluntary contributions US\$ million | 101 | 233 | 43.4\% | 86 | 203 | 42.4\% |
| RAM US\$ million (2) | 423 | 1,325 | 31.9\% | 407 | 1,270 | 32.0\% |

Source: Superintendencia de Banca, Seguros y AFP
(1) Accumulated to the Quarter.
(2) PRIMA AFP estimates: average of aggregated income during the last 4 months excluding special collections and voluntary contribution fees

## Commercial Results

In 3Q10, new affiliations showed an increase with regard to last quarter's figures while the number of transfers fell slightly. In this context, there were approximately 15,900 total captures. In disaggregated terms, this represented close to 13,600 new affiliations and 2,300 transfers and was in line with the company's commercial targets. With regards to last quarter, new affiliations increased $8.4 \%$ and transfers fell $3 \%$. It is important to mention that net affiliations and transfers (entry and exit) were positive for PRIMA in terms of QoQ RAM evolution. RAM continues to follow an upward trend, which has helped PRIMA maintain market leadership with a $31.9 \%$ share.

At the end of the third quarter, PRIMA's funds under management reached US\$ 8,911 million, which represented $30.9 \%$ of the system total. This confirms PRIMA's market leadership in terms of this indicator.

## Investments

PRIMA's funds under management demonstrated favorable results in the third quarter. This was reflected in an increase of its managed portfolio, which totaled US\$ 8,911 million at the end of September. Profitability at twelve months (September 2010/September 2009) was $7.21 \%, 15.80 \%$ and $21.71 \%$ for funds 1,2 and 3 , respectively. With these results, Prima is market leader in profitability for funds 2 and 3 and is in second place in fund 1.

Pension funds are long-term by nature and comparisons should contemplate this fact. With this in mind, annualized profitability over a five-year period (September 2010 / September 2005) for fund 2 - the only fund in the system at that time- was $15.17 \%$, which represents the highest profitability of the system. If we extend the period of analysis to include the time period ranging from the system's start-up (17 years ago) to present day, the private pension system has achieved an average nominal annualized yield of $14.50 \%$ and a real figure of $9.07 \%$.

The table below shows the structure of PRIMA's managed portfolio at the end of the third quarter:
Funds under management as of September 2010

|  | Sep 10 | Share \% | Jun 10 | Share \% |
| :--- | :---: | :---: | :---: | :---: |
| Fund 1 | 699 | $7.8 \%$ | 658 | $8.6 \%$ |
| Fund 2 | 5,889 | $66.1 \%$ | 5,122 | $66.9 \%$ |
| Fund 3 | 2,323 | $26.1 \%$ | 1,877 | $24.5 \%$ |
| Total US\$ millon | 8,911 | $100 \%$ | 7,657 | $100 \%$ |

Source: Superintendencia de Banca, Seguros y AFP

## Financial Results

PRIMA's net earnings in the third quarter were US\$ 5.7 million, which represents a $2.8 \%$ decline QoQ. This is attributable to higher tax provisions and employee profit sharing this quarter rather than operating income, which increased $3.8 \%$ QoQ. Operating income is backed by a solid income generation (monthly insured wages), an appreciation in local currency and the company's conservative approach to operating expenses. Nevertheless, total operating expenses increased QoQ due to a seasonality effect attributable to higher advertising and marketing expenses this quarter.

With regard to YoY results, operating income increased $24.6 \%$ and net income remained virtually unchanged ( $+0.6 \%$ ) due to the fact that in 3Q09, reversals were taken in the tax and employee profit sharing account that generated differences in the YoY comparison.

## Income

In the third quarter of 2010, PRIMA reported fee income of US\$ 21.8 million, which represented $4.1 \%$ growth QoQ. This increase in income was due to adequate commercial management and the domestic economy's good evolution as well as an appreciation in local currency.

The favorable effect on income is also evident in the YoY comparison, which indicates an increase of 15.0\%.

In terms of RAM volume, which indicates aggregate salaries of system affiliates and represents each company's income base, PRIMA has maintained a solid market position with a RAM base of US\$ 423 million at the end of September 2010.

Estimate of base to calculate earnings - US\$ million

|  | PRIMA - Sep 2010 | System - Sep 2010 | Share $\%$ |
| :--- | :---: | :---: | :---: |
| Income (1) | 7.4 | 25.1 | $29.5 \%$ |
| Administrative fees | $1.75 \%$ | n.a. | n.a. |
| RAM base (2) | 423 | 1,325 | $31.9 \%$ |

PRIMA AFP estimates. In accordance to local public infomation, (CONASEV)
(1) Average income from the last four months, excluding special collections and voluntary contribution fees
(2) RAM: average of aggregated income during the last 4 months excluding special collections and voluntary contributions fees.

## Expenditures

In the third quarter of 2010, PRIMA's operating expenses demonstrated an increase of $5.9 \%$ with regard to the previous quarter due to higher provisions for personnel expenses and charges for third party services (investment management and advertising/marketing).

Nevertheless, thanks to higher earnings this quarter, operating income increased $3.8 \% \mathrm{QoQ}$. It is important to point out that expenses for depreciation and amortization totaled US\$ 2.4 million, which includes charges for intangible asset amortization (obtained due to the merger with Unión Vida), as well as depreciation and amortization on real estate, equipment and systems.

Provisions associated with income tax payments and employee profit sharing increased in the third quarter, resulting in charges for US\$ 3.8 million. Local currency appreciation in 3Q10 led to a translation loss and deferred liability adjustment for -US\$ 88 thousand, which was primarily attributable to the exchange rate's effect on liabilities denominated in Nuevos Soles.

Finally, PRIMA's net income in the third quarter totaled US\$ 5.7 million, which represented a slight decrease with regard to 2Q10's results.

At the end of September 2010, PRIMA reported an assets level of US\$ 260.2 million. Shareholders' equity reached US\$ 169.2 million and liabilities totaled US\$ 91.0 million.

The table below provides details on the financial results:

| Main financial indicators (US\$ thousand) (1) | 3 Q10 | $2 \mathrm{Q10}$ | 3 O 09 | Change \% |  | Year to date |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | QoQ | YoY | Sep 10 | Sep 09 | Sep 10/Sep 09 |
| Income from commissions | 21,812 | 20,943 | 18,972 | 4.1\% | 15.0\% | 63,249 | 58,887 | 7.4\% |
| Administrative and sale expenses | $(9,516)$ | $(8,984)$ | $(8,718)$ | 5.9\% | 9.2\% | $(27,327)$ | $(25,497)$ | 7.2\% |
| Depreciation and amortization | $(2,443)$ | $(2,465)$ | $(2,344)$ | -0.9\% | 4.2\% | $(7,375)$ | $(6,967)$ | 5.9\% |
| Operating income | 9,853 | 9,494 | 7,910 | 3.8\% | 24.6\% | 28,548 | 26,424 | 8.0\% |
| Other income and expenses, net | (298) | (736) | $(1,035)$ | -59.6\% | -71.2\% | $(1,663)$ | $(2,472)$ | -32.7\% |
| Employee profit sharing and income tax | $(3,771)$ | $(2,826)$ | (749) | 33.4\% | 403.5\% | $(9,003)$ | $(6,517)$ | 38.1\% |
| Net income before translation results | 5,784 | 5,932 | 6,126 | -2.5\% | -5.6\% | 17,882 | 17,434 | 2.6\% |
| Translations results and deferred liabilities | (88) | (75) | (462) | 17.3\% | -80.9\% | (383) | (860) | -55.4\% |
| Net income | 5,696 | 5,857 | 5,664 | -2.7\% | 0.6\% | 17,499 | 16,574 | 5.6\% |
| Total assets | 260,186 | 242,363 | 241,161 | 7.4\% | 7.9\% |  |  |  |
| Total liabilities | 91,002 | 86,417 | 86,011 | 5.3\% | 5.8\% |  |  |  |
| Net shareholders' equity | 169,184 | 155,945 | 155,150 | 8.5\% | 9.0\% |  |  |  |
| (I) IFRS |  |  |  |  |  |  |  |  |

## VII. El Pacífico Peruano Suiza and Subsidiaries

## Grupo Pacifico

Pacífico Insurance Group, which is comprised of general insurance (PPS), life insurance (PV) and health insurance (EPS), demonstrated a significant increase in premiums across its business lines; significant growth in net financial income; and a stable loss ratio, which is reflected in net income of US\$ 13.7 million in 3Q10. This figure, although lower than the US\$ 16.5 million posted in 2Q10, tops 3Q09's net income of US\$ 13.3 million. The significant increase in premiums in the property and casualty business is attributable to an increase in policies with the State and the construction sector. Many of these contracts are ceded to the facultative market, while the increase in premiums in the life segment is due to higher sales of pension products.

The underwriting result in 3Q10 totaled US\$ 24.2 million, which represents a $12.8 \%$ decrease with regard to the US $\$ 27.8$ million obtained in 2Q10. This is primarily attributable to the life insurance business (PV), which reported: i) higher sales for retirement plans in 3Q10, which led to higher underwriting reserves and subsequently lower net earned premiums this quarter (US\$ 35.9 million in 3Q10 vs. US\$ 39.8 million in 2Q10); ii) higher acquisition costs, which went from US\$ 11.4 MM in 2Q10 to US\$ 12.9 MM in 3Q10; and iii) a higher loss ratio of $70.2 \%$ vs. $60.4 \%$ in 2 Q10.

Net financial income reported earnings of US\$ 25.3 million. This represented a $20.8 \%$ increase with regard to the US\$ 20.9 million reported in 2Q10 and was mainly attributable to the life insurance business (PV).

General expenses rose to US\$ 29.4 million in 3 Q10 vs. US $\$ 25.1$ million in 2Q10, due primarily to: i) an increase in third party services associated with consultancy and ii) higher provisions for uncollectible reinsurance reserves, both in the general insurance business (PPS).

Finally, the company's contribution to Credicorp in 3Q10 was US\$ 10.4 million, which is $16.6 \%$ lower than 2Q10's figure but represents a $3.5 \%$ increase of US\$ 10.1 million in terms of 3Q09's level.

In this scenario, Pacifico Insurance Group reported net income of US\$ 42.3 million accumulated to the end of September, which represents an increase of $28.6 \%$ with regard to the US\$ 32.9 million obtained during the same period last year. The aforementioned is the result of higher turnover in all business lines, and a significant drop in claims in general and life insurance businesses.

| US\$ Thousand | Net income |  |  |  | Adjustment for consolidation | Total Contribution |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | PPS | PV* | EPS | PGA* |  |  |
| 3Q09 | 9,555 | 4,263 | (540) | 13,277 | $(3,189)$ | 10,088 |
| 4Q09 | 9,004 | 6,495 | 788 | 16,288 | $(3,917)$ | 12,372 |
| 1Q10 | 5,626 | 4,810 | 1,658 | 12,095 | $(3,603)$ | 8,492 |
| 2Q10 | 8,101 | 6,502 | 1,872 | 16,475 | $(3,957)$ | 12,518 |
| 3Q10 | 7,665 | 4,316 | 1,760 | 13,741 | $(3,302)$ | 10,439 |
| QoQ | -5.4\% | -33.6\% | -6.0\% | -16.6\% | - | -16.6\% |
| YoY | -19.8\% | 1.2\% | 425.7\% | 3.5\% | - | 3.5\% |

* After deducting minority interest


## Pacífico General Insurance (PPS)

PPS's net income in 3Q10 was US\$ 7.7 million, which was lower than the US\$ 8.1 million reported in 2Q10 and the US\$ 9.6 million posted in 3Q09. Nevertheless, net income of US\$ 21.4 million accumulated to the end of September, represents an increase of $25.0 \%$ with regard to the same period last year. It is important to emphasize that the underwriting result reflects a significant increase of $12.9 \%$ with regard to 2Q10 due to a considerable decline in net claims in property and casualty ( $\mathrm{P} \& \mathrm{C}$ ).

The difference in net income with regard to 2 Q 10 is primarily attributable to: i) lower financial income, which fell $12.3 \%$ QoQ from US\$ 6.6 million in 2Q10 to US\$ 5.8 million in 3Q10 due to a drop in dividends payments this quarter; and ii) an increase in general expenses, which went from US\$ 13.3 million in 2Q10 to US\$ 17.0 million in 3Q10 due to an increase in third party consultancy services and provisions for uncollectible reinsurance reserves.

Technical Results by Business Unit

|  | 3Q10 |  |  |  | 2 Q10 |  |  |  | 3Q09 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ millon | Vehicle Insurance | Private Health | P\&C | tOTAL PPS | Vehicle Insurance | Private Health | P\&C | TOTAL PPS | Vehicle Insurance | Private Health | P\&C | TOTAL PPS |
| Net earned premiums | 20.8 | 16.0 | 14.3 | 51.1 | 20.6 | 15.2 | 15.3 | 51.1 | 20.3 | 13.8 | 16.2 | 50.3 |
| Underwriting results | 7.3 | 3.3 | 9.9 | 20.5 | 7.7 | 3.9 | 6.5 | 18.1 | 7.3 | 1.5 | 9.3 | 18.1 |
| Loss ratio | 42.5\% | 70.8\% | 16.1\% | 44.0\% | 41.8\% | 66.2\% | 41.8\% | 49.0\% | 45.5\% | 81.2\% | 32.9\% | 51.2\% |
| Underwriting results / net earned premiums | 35.1\% | 20.6\% | 69.1\% | 40.1\% | 37.5\% | 25.5\% | 42.6\% | 35.5\% | 36.2\% | 10.7\% | 57.1\% | 36.0\% |

PPS's underwriting result was US\$ 20.5 million. This $12.9 \%$ increase is due primarily to the Property and Casualty Line ( $\mathrm{P} \& \mathrm{C}$ ), which report a lower loss ratio and an increase in net earned premiums. In the paragraphs below, we provide details on this business line's evolution.

- The Property and Casualty business's technical result increased US\$ 3.3 million QoQ given that the overall loss ratio fell from $41.8 \%$ in2Q10 to $16.1 \%$ in 3Q10. This considerable decline is due to claims reversals from previous quarters as well as adequate risk selection and pricing. Additionally, net earned premiums reported 7\% growth QoQ.
- The underwriting result for Vehicle Insurance was US\$ 7.3 million in 3Q10, dropping from US\$ 7.7 million in 2Q10. This is attributable to lower underwriting results in both the Auto as well as the Statutory Auto Liability line (SOAT). Nevertheless, it is important to emphasize that in both lines exposure has increased and have effectively controlled net claims throughout the year.

The underwriting result for the Auto line was US\$ 6.4 million in 3Q10, which falls below 2Q10's figure and was due to an increase in net fees, which rose $11.2 \%$ QoQ.

The Statutory Auto Liability Line (SOAT) reported an underwriting result of US\$ 0.9 million in 3Q10, which fell below the earnings of US\$ 1.3 million registered in 2Q10. This is due primarily to higher net claims for severe incidents this quarter.

- In 3Q10, the Private Health Insurance line obtained an underwriting result of US\$ 3.3 million, which falls below the US\$ 3.9 million reported in 2Q10. This was attributable to a higher loss ratio this quarter, which increased to $70.8 \%$ in 3Q10 (compared to $66.2 \%$ in 2Q10) due to an increase in claims typical in winter months. This situation was partially offset by higher net earned premiums, which grew $5 \%$ QoQ.

With regard to results in the general insurance segment in 3Q10 (PPS), it is important to mention the following: (i) income for net insurance premiums was US\$ 51.1 million while (ii) total operating costs reached US\$ 17.0 million. With these results, we obtain a (iii) combined ratio this quarter of $93.3 \%, 44.0$ points of which correspond to losses and loss adjustment expenses, 16.0 points to business acquisition costs and 33.3 points to general or administrative expenses.

## Pacífico Vida (PV)

Pacifico Vida obtained net income before minority interest of US\$ 7.0 million in 3Q10, which is lower than the US\$ 10.5 million obtained in 2Q10 and is attributable to the underwriting loss registered this quarter. Nevertheless, this result was offset by a significant increase in sales of pension products due to the Early Retirement Regimen recently implemented in the Peruvian market.

The underwriting result in 3Q10 of US\$ (2.2) million is due primarily to: i) lower net earned premiums of US $\$ 35.9$ million in 3Q10 vs. US\$ 39.8 million in 2Q10 due to an increase in sales of pension products, which in turn required more underwriting reserves, ii) higher net claims in the third quarter of the year, which went from US\$ 24.1 million in 2 Q10 to US $\$ 25.2$ million in 3Q10 and iii) higher acquisition costs due to an increase in fees, which totaled US\$ 10.6 million in 3Q10 vs. US\$ 9.4 million in 2Q10.

Pacífico Vida

| Products | Total Premiums |  |  | Change \% |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| US\$ million | $\mathbf{3 Q 1 0}$ | $\mathbf{2 Q 1 0}$ | $\mathbf{3 Q 0 9}$ | $\mathbf{Q 0 Q}$ | YoY |
| Individual life | 14.8 | 14.0 | 12.7 | $5.8 \%$ | $16.7 \%$ |
| Individual annuity | 29.0 | 12.9 | 10.3 | $124.9 \%$ | $181.5 \%$ |
| Disability \& survivor (Pension) | 11.5 | 11.3 | 8.2 | $1.1 \%$ | $40.7 \%$ |
| Credit Life | 9.0 | 7.2 | 5.9 | $24.1 \%$ | $53.3 \%$ |
| Personal accidents | 3.0 | 2.9 | 2.8 | $3.5 \%$ | $10.2 \%$ |
| Group life (Law) | 2.4 | 2.4 | 2.1 | $2.4 \%$ | $16.0 \%$ |
| Group life | 2.8 | 4.3 | 3.2 | $-36.3 \%$ | $-13.4 \%$ |
| Limited workers compensation | 3.5 | 2.6 | 2.8 | $36.3 \%$ | $\mathbf{2 5 . 5} \%$ |
| TOTAL | $\mathbf{7 5 . 9}$ | $\mathbf{5 7 . 6}$ | $\mathbf{4 7 . 8}$ | $\mathbf{3 1 . 7 \%}$ | $\mathbf{5 8 . 9 \%}$ |

The increase in net financial income of US\$19.2 million this quarter, compared to the US\$ 14.4 million obtained in 2Q10, is primarily attributable to higher earnings on sales of real estate and securities.

General expenses in 3Q10 fell slightly (0.6\%) with regard to 2 Q10, reaching a total of US\$8.8 million.

After excluding Alico's minority interest of US\$ 2.6 million, net income in the life segment totaled US\$ 4.3 million in 3Q10.

## Pacífico Salud (EPS)

Pacifico Salud reported net income of US\$ 1.8 million in 3Q10, which is similar to the US\$ 1.9 million registered last quarter. It is important to mention that EPS's YoY evolution is very satisfactory since it represented a loss of US\$ 0.5 million in 3Q09.

EPS achieved an underwriting result of US\$ 6.1 million, which tops the US\$ 5.3 million obtained in 2Q10. In 3Q10, net earned premiums totaled US\$ 37.7 million, which represents $8.5 \%$ growth QoQ. The loss ratio fell this quarter, dropping from $78.4 \%$ in 2 Q 10 to $77.4 \%$ in 3 Q 10 . Nevertheless the higher operating expenses led to net earnings of US\$ 1.8 million in 3Q10.

The extraordinary QoQ results achieved in terms of premium growth and underwriting results, which were $9.2 \%$ and $14.7 \%$ respectively, as well as solid accumulated growth in earnings during a seasonal period that is usually characterized by high claims, are proof that the company manages claims and continuous negotiation efficiently while optimizing the supply of health providers.

## VIII. Economic Outlook

## Economic Activity

According to estimates, during 3Q10, the economy grew at an annual rate that was slightly higher than $8.5 \%$, which, when compared with growth in 2 Q 10 , reflects a slowdown in the pace of growth. This is in line with the policies implemented by the Central Bank since May, which are directed at keeping growth moderate due to the inflationary risk implicit in rapid expansion that is differentiated by sectors.

The economy's dynamism is not homogeneous across sectors. Similar to the last quarter, nonprimary sectors, particularly construction and manufacturing, led growth. This contrasts with the situation of primary sectors, which lagged behind and even reported negative growth. It is important to point out that part of the upturn in growth is attributable to higher dynamism in tax collections for imported products, given that taxes are considered as a component of GDP.

In terms of spending type, private investment continues to be a pillar of growth. This will more than likely continue throughout the electoral process due to expectations linked to mining project execution. Exports have grown very little in comparison to last year while imports demonstrate considerable dynamism. In light of its recent evolution, the economy is expected to grow $7.8 \%$ in 2010. This forecast may be revised upward while growth for next year is expected to hit $6.3 \%$

With regard to fiscal policy, the role that public spending has had in growth is unclear. Public spending appears to have slowed down since May, particularly in terms of investment, but public spending in August reported significant growth, driven by manufacturing activity associated with the purchase of buses for the Metropolitan line.

## Gross Domestic Product and Internal Demand

(Annualized percentage variation)


## External Sector

According to estimates, in 2Q10, the trade balance registered a surplus of approximately US\$ 1,200 MM, which is lower than the US\$ 1,500 MM reported in previous quarters. This is primarily attributable to the fact that imports have bounced back in a context of a recovery in internal demand, reporting levels above those reported for exports, which have grown month on month throughout the year.
The evolution of exports is primarily the result of dynamism in traditional exports, which has benefited from higher international prices for gold in a context of uncertainty regarding the direction the global economy is taking. Non-traditional exports grew at a slower pace due to developed economies' sluggish performance.

Imports have bounced back considerably. In this scenario, consumer goods were the most dynamic and although capital goods ( $+44.1 \%$ ) grew less than any other component, they expanded at a faster rate than the most dynamic group of exports (traditional, 28.5\%).

The trade balance continues to drop, which coupled with a recovery in the earnings that foreign mining companies send to their headquarters, has led to a negative current account balance. Nevertheless, investment flows to emerging countries have benefited from an additional round of monetary stimuli in developed countries, which means that the net entry of capital on the financial side will more than compensate for the negative balance. In this context, a significant increase in BCR's international reserves has been reported (US\$ 10,260 MM since the beginning of the year until the first week of October, which brought the balance to US\$ 43,395 MM) as the bank has stepped up its efforts to buy dollars in the foreign exchange market.

Exports and Imports
(3 month moving average annual \% var.)


Source: BCR

## Prices and Exchange Rate

At the end of 3Q10, annual inflation was situated at 2.4\%, which reflects a slightly upward trend but remains within the target range set by the Central Bank ( $2 \%+/-1 \mathrm{pp}$ ). Expectations for the coming months indicate that the situation will remain stable.

In effect, core inflation has stabilized at approximately $1.8 \%$ over the last few months. This is due to the fact that although growth in the food and beverages segment has begun to slow down in comparison to the levels seen in the first few months of 2010, it continues to report the highest growth rate thus far this year. Figures for fuels have been revised downward, so one of the main sources of the increase in inflation during the first few months of the year appears to be under control.

At the end of the year, inflation will be situated in the upper end of the target range, bolstered by moderate increases in food prices and the fact that fuel prices have experienced almost no changes.

The exchange rate will maintain its downward pressure, situating at $S / .2 .78$ at year-end with a moderate downward bias, which will depend on the magnitude of the Central Bank's interventions. Nevertheless, the issuing entity tends to actively intervene in the foreign exchange market due to the fact that in relative terms, Peru's dollarization is high. BCR's interventions have caused the Nuevo Sol to depreciate in real terms against the currencies of other Latin American countries, which has created a favorable competitive context.


## Fiscal Sector

In August, transactions in the non-financial public sector continued to reflect growth in tax income. This was in turn attributable to more dynamism in indirect taxes, driven primarily by the ISC (associated with the evolution of imports).

In the last few months, total tax collections have grown at an annual rate of $13.7 \%$, which is the highest figure recorded since July 2008. A 50.9\% increase in import tax collections was reported in August and internal Added-value tax rose $45.6 \%$. In this context, the economic result for the month of August was S/. 270 MM compared to the S/. 670 MM deficit reported for the same month last year when a slight adjustment was evident in public spending.

The fiscal goal for the end of this year is to reach a deficit equivalent to $1.5 \%$ of GDP. The recently appointed Minister of Economy has said that his priority will be to ensure that the deficit is closer to $1.0 \%$ of GDP. This will generate a margin for fiscal maneuvering if the global macroeconomic environment deteriorates.


[^1]
## Banking System

According to BCR's figures for August, banking system loans to the private sector fell $0.2 \% \mathrm{MoM}$, which was the first drop since September of last year. This result was attributable to the evolution of loans denominated in foreign currency (which fell $0.6 \%$ in dollars) given that loans denominated in local currency, which slowed down slightly, continued to grow. In annual terms, loans increased $14.1 \%$ in August, maintaining an upward trend that began in February. This occurred despite the evolution of exchange rate given that loans would have grown at an annual rate of $16.9 \%$ if the exchange rate had remained steady.

Loan dollarization at entities authorized by the regulating entity to capture public deposits has continued a downward trend to settle at $44.8 \%$ in August, which is the lowest level recorded for this indicator in history. This is in line with the Central Bank's intention to ensure that Peru is the first country in the world in which de-dollarization has been achieved without a shove from the issuing entity.

Finally, the downward trend for interest rates in soles was interrupted by BCR's increases in reference rate, which began in May and were complemented by higher reserve requirements for both national and foreign currencies.

In this context, TAMN reached $18.3 \%$ at the end of 3 Q 10 , which although lower than the figure recorded at the end of 2Q10 (19.1\%), reflects an increase over August's figure (18.1\%). Along the same lines, TIPMN went from $1.4 \%$ at the end of 2 Q 10 to $1.7 \%$ in the month of September. The increase in rates for time deposits and CTS were particularly noteworthy.

In terms of rates in dollars, TAMEX increased from $8.0 \%$ in 2 Q 10 to $3.7 \%$ in 3 Q 10 despite a considerable drop in the cost of loans for micro businesses. TIPMEX went from $0.7 \%$ to $0.9 \%$ this quarter and similar to local currency, the increase in rates for time deposits and CTS stood out.

Main Financial Indicators

|  | $\begin{aligned} & 2008 \\ & \text { Year } \end{aligned}$ | 2009 |  |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | IQ | IIQ | IIIQ | IVQ | Year | $1 Q$ | IIQ |
| GDP (US\$ MM) | 127,643 | 27,914 | 31,927 | 32,010 | 35,302 | 127,153 | 35,222 | 38,880 |
| Real GDP (var. \%) | 9.8 | 1.9 | -1.2 | -0.6 | 3.4 | 0.9 | 6.1 | 10.1 |
| GDP per-capita (US\$) | 4,532 | 3,888 | 4,407 | 4,379 | 4,786 | 4,365 | 4,733 | 5,178 |
| Domestic demand (var. \%) | 12.1 | -0.8 | -5.8 | -5.0 | 0.4 | -2.9 | 8.1 | 14.0 |
| Consumption (var. \%) | 8.7 | 4.1 | 1.6 | 1.0 | 2.8 | 2.4 | 5.4 | 5.8 |
| Private Investment (var. \%) | 28.3 | 4.3 | -16.0 | -14.6 | -5.9 | -8.6 | 12.2 | 28.4 |
| CPI (annual change, \%) | 6.7 | 4.8 | 3.1 | 1.2 | 0.3 | 0.3 | 0.8 | 1.6 |
| Exchange rate, eop (S/. per US\$) | 3.14 | 3.16 | 3.01 | 2.88 | 2.89 | 2.89 | 2.84 | 2.83 |
| Devaluation (annual change, \%) | 4.7 | 15.2 | 1.5 | -3.1 | -8.0 | -8.0 | -10.2 | -6.1 |
| Exchange rate, average (S/. per US\$) | 2.92 | 3.18 | 3.02 | 2.96 | 2.89 | 3.01 | 2.84 | 2.84 |
| Non-Financial Public Sector (\% of GDP) | 2.1 | 2.6 | 1.8 | -3.2 | -8.2 | -1.9 | 2.9 | 1.8 |
| Central government current revenues (\% of GDP) | 18.2 | 16.5 | 16.7 | 15.3 | 15.2 | 15.9 | 18.2 | 18.0 |
| Tax Income (\% of GDP) | 15.6 | 14.6 | 14.1 | 13.0 | 13.4 | 13.8 | 15.4 | 15.6 |
| Non Tax Income (\% of GDP) | 2.6 | 1.9 | 2.6 | 2.2 | 1.8 | 2.1 | 2.7 | 2.3 |
| Current expenditures (\% of GDP) | 12.4 | 11.8 | 10.7 | 14.8 | 13.5 | 12.7 | 11.3 | 10.3 |
| Capital expenditures (\% of GDP) | 4.4 | 3.5 | 4.5 | 6.1 | 10.1 | 6.1 | 3.9 | 5.9 |
| Trade Balance (US\$ MM) | 3,090 | 513 | 1,335 | 1,838 | 2,188 | 5,873 | 1,570 | 1,517 |
| Exports (US\$ MM) | 31,529 | 5,396 | 6,161 | 7,169 | 8,159 | 26,885 | 7,905 | 8,126 |
| Imports (US\$ MM) | 28,439 | 4,883 | 4,827 | 5,330 | 5,971 | 21,011 | 6,335 | 6,609 |
| Current Account Balance (US\$ MM) | -4,723 | -391 | 106 | 264 | 267 | 247 | -460 | -329 |
| Current Account Balance (\% of GDP) | -3.7 | -1.4 | 0.3 | 0.8 | 0.8 | 0.2 | -1.3 | -0.8 |

[^2]
## Company Description:

Credicorp Ltd. (NYSE: BAP) is the leading financial services holding company in Peru. It primarily operates via its four principal Subsidiaries: Banco de Credito del Peru (BCP), Atlantic Security Holding Corporation (ASHC), El Pacífico-Peruano Suiza Compañía de Seguros y Reaseguros (PPS) and Grupo Credito. Credicorp is engaged principally in commercial banking (including trade finance, corporate finance and leasing services), insurance (including commercial property, transportation and marine hull, automobile, life, health and pension fund underwriting insurance) and investment banking (including brokerage services, asset management, trust, custody and securitization services, trading and investment). BCP is the Company's primary subsidiary.

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.

CREDICORP LTD. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(In US\$ thousand, IFRS)

|  |  As of <br> Sep 10 Jun 10 |  | Sep 09 | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | QoQ | YoY |
| Cash and due from banks ${ }^{\text {ASSETS }}$ |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Non-interest bearing | 961,902 | 859,446 | 754,875 | 11.9\% | 27.4\% |
| Interest bearing | 2,906,126 | 2,563,266 | 2,732,677 | 13.4\% | 6.3\% |
| Total cash and due from banks | 3,868,028 | 3,422,712 | 3,487,551 | 13.0\% | 10.9\% |
| Marketable securities, net | 73,986 | 60,037 | 89,718 | 23.2\% | -17.5\% |
| Loans | 13,409,258 | 12,697,597 | 10,675,462 | 5.6\% | 25.6\% |
| Current | 13,195,983 | 12,481,727 | 10,509,564 | 5.7\% | 25.6\% |
| Past due | 213,275 | 215,871 | 165,898 | -1.2\% | 28.6\% |
| Less - net provisions for possible loan losses | $(411,736)$ | $(387,078)$ | $(318,094)$ | 6.4\% | 29.4\% |
| Loans, net | 12,997,522 | 12,310,519 | 10,357,368 | 5.6\% | 25.5\% |
| Investments securities available for sale | 7,630,494 | 5,889,725 | 4,828,806 | 29.6\% | 58.0\% |
| Reinsurance assets | 145,945 | 150,364 | 135,688 | -2.9\% | 7.6\% |
| Premiums and other policy holder receivables | 122,643 | 105,183 | 109,669 | 16.6\% | 11.8\% |
| Property, plant and equipment, net | 359,687 | 352,193 | 323,233 | 2.1\% | 11.3\% |
| Due from customers on acceptances | 57,901 | 63,351 | 63,901 | -8.6\% | -9.4\% |
| Other assets | 1,343,867 | 1,475,428 | 1,376,525 | -8.9\% | -2.4\% |
| Total assets | 26,600,072 | 23,829,513 | 20,772,459 | 11.6\% | 28.1\% |
| LIABILITIES AND NET SHAREHOLDERS" EQUITY Deposits and Obligations |  |  |  |  |  |
| Non-interest bearing | 4,062,688 | 4,136,614 | 3,462,195 | -1.8\% | 17.3\% |
| Interest bearing | 12,589,321 | 11,120,428 | 10,210,091 | 13.2\% | 23.3\% |
| Total deposits and Obligations | 16,652,009 | 15,257,042 | 13,672,287 | 9.1\% | 21.8\% |
| Due to banks and correspondents | 1,719,880 | 1,605,168 | 1,713,177 | 7.1\% | 0.4\% |
| Acceptances outstanding | 57,901 | 63,351 | 63,901 | -8.6\% | -9.4\% |
| Reserves for property and casualty claims | 962,422 | 929,135 | 874,243 | 3.6\% | 10.1\% |
| Reserve for unearned premiums | 163,362 | 150,045 | 140,907 | 8.9\% | 15.9\% |
| Reinsurance payable | 65,112 | 53,566 | 38,832 | 21.6\% | 67.7\% |
| Bonds and subordinated debt | 3,067,395 | 2,292,080 | 915,091 | 33.8\% | 235.2\% |
| Other liabilities | 992,131 | 850,999 | 1,052,250 | 16.6\% | -5.7\% |
| Minority interest | 230,546 | 195,061 | 171,670 | 18.2\% | 34.3\% |
| Total liabilities | 23,910,758 | 21,396,447 | 18,642,357 | 11.8\% | 28.3\% |
| Capital stock | 471,912 | 471,912 | 471,912 | 0.0\% | 0.0\% |
| Treasury stock | $(74,712)$ | $(74,712)$ | $(74,242)$ | 0.0\% | 0.6\% |
| Capital surplus | 119,637 | 119,637 | 130,341 | 0.0\% | -8.2\% |
| Reserves | 1,385,098 | 1,385,098 | 1,053,494 | 0.0\% | 31.5\% |
| Unrealized gains | 327,666 | 220,480 | 179,179 | 48.6\% | 82.9\% |
| Retained earnings | 459,713 | 310,649 | 369,418 | 48.0\% | 24.4\% |
| Net shareholders' equity | 2,689,315 | 2,433,065 | 2,130,102 | 10.5\% | 26.3\% |
| Total liabilities and net shareholders' equity | 26,600,072 | 23,829,513 | 20,772,459 | 11.6\% | 28.1\% |
| Contingent credits | 9,222,042 | 2,984,977 | 7,752,352 | 208.9\% | 19.0\% |

CREDICORP LTD. AND SUBSIDIARIES
QUARTERLY INCOME STATEMENT
(In US\$ thousand, IFRS)

|  | Quarter |  |  | Change \% |  | Year to date |  | $\begin{gathered} \text { Change \% } \\ \text { Sep } 10 \text { / Sep } 09 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q10 | 2 Q 10 | 3009 | QoQ | YoY | Sep 10 | Sep 09 |  |
| Interest income and expense |  |  |  |  |  |  |  |  |
| Interest and dividend income | 374,572 | 344,100 | 313,956 | 8.9\% | 19.3\% | 1,051,410 | 982,895 | 7.0\% |
| Interest expense | $(103,134)$ | $(85,666)$ | $(99,409)$ | 20.4\% | 3.7\% | $(275,953)$ | $(328,940)$ | -16.1\% |
| Net interest income | 271,438 | 258,434 | 214,547 | 5.0\% | 26.5\% | 775,457 | 653,955 | 18.6\% |
| Net provisions for loan losses | $(52,303)$ | $(30,895)$ | $(38,216)$ | 69.3\% | 36.9\% | $(126,379)$ | $(119,348)$ | 5.9\% |
| Non financial income |  |  |  |  |  |  |  |  |
| Fee income | 134,813 | 128,506 | 110,460 | 4.9\% | 22.0\% | 388,749 | 310,656 | 25.1\% |
| Net gain on foreign exchange transactions | 26,211 | 23,612 | 29,957 | 11.0\% | -12.5\% | 75,262 | 69,133 | 8.9\% |
| Net gain on sales of securities | 27,894 | 37,803 | 16,276 | -26.2\% | 71.4\% | 72,719 | 100,150 | -27.4\% |
| Other | 5,069 | 6,633 | 5,903 | -23.6\% | -14.1\% | 21,619 | 26,802 | -19.3\% |
| Total non financial income, net | 193,987 | 196,554 | 162,596 | -1.3\% | 19.3\% | 558,349 | 506,741 | 10.2\% |
| Insurance premiums and claims |  |  |  |  |  |  |  |  |
| Net premiums earned | 120,702 | 121,575 | 108,965 | -0.7\% | 10.8\% | 353,307 | 309,575 | 14.1\% |
| Net claims incurred | $(10,690)$ | $(13,950)$ | $(13,522)$ | -23.4\% | -20.9\% | $(38,264)$ | $(51,281)$ | -25.4\% |
| Increase in cost for life and health policies | $(65,793)$ | $(62,108)$ | $(59,425)$ | 5.9\% | 10.7\% | $(192,820)$ | $(165,099)$ | 16.8\% |
| Total other operating income, net | 44,220 | 45,517 | 36,018 | -2.9\% | 22.8\% | 122,224 | 93,195 | 31.1\% |
| Operating expenses |  |  |  |  |  |  |  |  |
| Salaries and employees benefits | $(115,235)$ | $(109,137)$ | $(95,765)$ | 5.6\% | 20.3\% | $(339,567)$ | $(284,062)$ | 19.5\% |
| Administrative, general and tax expenses | $(81,463)$ | $(80,465)$ | $(70,436)$ | 1.2\% | 15.7\% | $(239,928)$ | $(219,104)$ | 9.5\% |
| Depreciation and amortization | $(21,469)$ | $(20,889)$ | $(18,343)$ | 2.8\% | 17.0\% | $(62,865)$ | $(53,332)$ | 17.9\% |
| Merger expenses | - | - | - | 100.0\% | 100.0\% | - | - |  |
| Other | $(25,115)$ | $(24,830)$ | $(27,025)$ | 1.1\% | -7.1\% | $(73,939)$ | $(82,078)$ | -9.9\% |
| Total operating expenses | $(243,281)$ | $(235,321)$ | $(211,568)$ | 3.4\% | 15.0\% | $(716,300)$ | $(638,575)$ | 12.2\% |
| Operating income | 214,060 | 234,289 | 163,377 | -8.6\% | 31.0\% | 613,350 | 495,968 | 23.7\% |
| Translation result | 14,467 | 4,675 | 12,046 | 209.4\% | 20.1\% | 31,202 | 11,296 | 176.2\% |
| Workers' profit sharing | $(8,039)$ | $(8,620)$ | $(5,747)$ | -6.7\% | 39.9\% | $(22,132)$ | $(16,678)$ | 32.7\% |
| Income taxes | $(54,902)$ | $(56,991)$ | $(39,538)$ | -3.7\% | 38.9\% | $(151,322)$ | $(119,123)$ | 27.0\% |
| Net income | 165,586 | 173,353 | 130,139 | -4.5\% | 27.2\% | 471,098 | 371,463 | 26.8\% |
| Minority interest | 9,360 | 11,429 | 8,432 | -18.1\% | 11.0\% | 29,078 | 23,976 | 21.3\% |
| Net income attributed to Credicorp | 156,226 | 161,924 | 121,707 | -3.5\% | 28.4\% | 442,020 | 347,487 | 27.2\% |

CREDICORP LTD. AND SUBSIDIARIES SELECTED FINANCIAL INDICATORS

|  | Quarter |  |  | Year to date |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q10 | 2 Q10 | 3009 | Sep 10 | Sep 09 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 1.96 | 2.03 | 1.53 | 5.54 | 4.36 |
| Net interest margin on interest earning assets (2) | 4.85\% | 4.99\% | 4.72\% | 5.05\% | 4.78\% |
| Return on average total assets (2)(3) | 2.5\% | 2.7\% | 2.3\% | 2.5\% | 2.2\% |
| Return on average shareholders' equity (2)(3)(6) | 24.4\% | 27.5\% | 24.0\% | 24.2\% | 24.8\% |
| No. of outstanding shares (millions)(4) | 79.76 | 79.76 | 79.76 | 79.76 | 79.76 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 1.59\% | 1.70\% | 1.55\% | 1.59\% | 1.55\% |
| Reserves for loan losses as a percentage of total past due loans | 193.1\% | 179.3\% | 191.7\% | 193.1\% | 191.7\% |
| Reserves for loan losses as a percentage of total loans | 3.1\% | 3.0\% | 3.0\% | 3.1\% | 3.0\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expenses as a percent. of total income (5) | 39.4\% | 39.6\% | 39.8\% | 40.3\% | 41.4\% |
| Oper. expenses as a percent. of av. tot. assets(2)(3)(5) | 3.5\% | 3.6\% | 3.5\% | 3.6\% | 3.6\% |
| Average balances (US\$ million) (3) |  |  |  |  |  |
| Interest earning assets | 22,400.67 | 20,720.69 | 18,172.09 | 20,468.68 | 18,245.46 |
| Total assets | 25,214.79 | 23,655.49 | 20,835.65 | 23,984.79 | 20,891.12 |
| Net shareholder's equity | 2,561.19 | 2,358.81 | 2,031.43 | 2,430.95 | 1,855.05 |

(1) Based on Net Income attributed to BAP. Number of shares outstanding of 79.8 million in all periods.
(2) Ratios are annualized.
(3) Averages are determined as the average of period-beginning and period-ending balances.
(4) Net of treasury shares. The total number of shares was of 94.38 million.
(5) Total income includes net interest income, fee income, net gain on foreign exchange transactions and net premiums earned. Operating expenses do not include other expenses.
(6) ROAE (jan-sep): (Acumulated net income / average monthly equity (from dec. to date))/(number of months)*12

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> CONSOLIDATED BALANCE SHEET <br> (In USS thousand, IFRS)

|  | As of |  |  | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep 10 | Jun 10 | Sep 09 | QoQ | YoY |
| ASSETS |  |  |  |  |  |
| Cash and due from banks | 3,720,491 | 3,342,067 | 3,368,733 | 11.3\% | 10.4\% |
| Cash and BCRP | 3,196,863 | 2,931,107 | 2,757,898 | 9.1\% | 15.9\% |
| Deposits in other Banks | 523,098 | 409,977 | 540,877 | 27.6\% | -3.3\% |
| Interbanks | - | - | 68,132 | 0.0\% | -100.0\% |
| Accrued interest on cash and due from banks | 530 | 983 | 1,826 | -46.1\% | -71.0\% |
| Marketable securities, net | 73,986 | 60,037 | 89,718 | 23.2\% | -17.5\% |
| Loans | 13,326,601 | 12,611,066 | 10,572,063 | 5.7\% | 26.1\% |
| Current | 13,114,103 | 12,395,974 | 10,406,954 | 5.8\% | 26.0\% |
| Past Due | 212,498 | 215,092 | 165,109 | -1.2\% | 28.7\% |
| Less - net provisions for possible loan losses | $(410,814)$ | $(386,148)$ | $(316,718)$ | 6.4\% | 29.7\% |
| Loans, net | 12,915,787 | 12,224,918 | 10,255,345 | 5.7\% | 25.9\% |
| Investment securities available for sale | 5,336,436 | 3,707,331 | 2,793,015 | 43.9\% | 91.1\% |
| Property, plant and equipment, net | 294,873 | 287,204 | 257,201 | 2.7\% | 14.6\% |
| Due from customers acceptances | 57,901 | 63,351 | 63,901 | -8.6\% | -9.4\% |
| Other assets | 1,074,535 | 1,184,152 | 1,052,317 | -9.3\% | 2.1\% |
| Total assets | 23,474,009 | 20,869,060 | 17,880,230 | 12.5\% | 31.3\% |
| LIABILITIES AND NET SHAREHOLDERS' EQUITY |  |  |  |  |  |
| Deposits and obligations | 15,642,366 | 14,209,963 | 13,946,714 | 10.1\% | 12.2\% |
| Demand deposits | 5,257,055 | 5,059,051 | 4,298,914 | 3.9\% | 22.3\% |
| Saving deposits | 3,953,997 | 3,702,869 | 3,387,339 | 6.8\% | 16.7\% |
| Time deposits | 5,267,355 | 4,242,721 | 5,179,047 | 24.2\% | 1.7\% |
| Severance indemnity deposits (CTS) | 1,127,933 | 1,176,925 | 1,012,534 | -4.2\% | 11.4\% |
| Interest payable | 36,026 | 28,397 | 68,880 | 26.9\% | -47.7\% |
| Due to banks and correspondents | 3,181,057 | 3,110,545 | 603,152 | 2.3\% | 427.4\% |
| Bonds and subordinated debt | 2,004,124 | 1,202,434 | 941,027 | 66.7\% | 113.0\% |
| Acceptances outstanding | 57,901 | 63,351 | 63,901 | -8.6\% | -9.4\% |
| Other liabilities | 720,209 | 599,269 | 765,086 | 20.2\% | -5.9\% |
| Total liabilities | 21,605,657 | 19,185,562 | 16,319,880 | 12.6\% | 32.4\% |
| Net shareholders' equity | 1,864,471 | 1,679,754 | 1,556,224 | 11.0\% | 19.8\% |
| Capital stock | 783,213 | 783,213 | 667,250 | 0.0\% | 17.4\% |
| Reserves | 388,309 | 388,309 | 388,275 | 0.0\% | 0.0\% |
| Unrealized Gains and Losses | 131,056 | 84,959 | 94,797 | 54.3\% | 38.2\% |
| Retained Earnings | 187,143 | 187,143 | 115,922 | 0.0\% | 61.4\% |
| Income for the year | 374,750 | 236,130 | 289,980 | 58.7\% | 29.2\% |
| Minority interest | 3,881 | 3,744 | 4,126 | 3.7\% | -5.9\% |
| Total liabilities and net shareholders' equity | 23,474,009 | 20,869,060 | 17,880,230 | 12.5\% | 31.3\% |
| Contingent credits | 9,210,482 | 8,998,223 | 7,713,584 | 2.4\% | 19.4\% |


| BANCO DE CREDITO DEL PERU AND SUBSIDIARIES QUARTERLY INCOME STATEMENT (In US\$ thousand, IFRS) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | Change \% |  | Year to date |  | Change \% |
|  | 3Q10 | 2Q10 | 3Q09 | QoQ | YoY | Sep 10 | Sep 09 | Sep 10 / Sep 09 |
| Interest income and expense |  |  |  |  |  |  |  |  |
| Interest and dividend income | 345,937 | 311,548 | 292,292 | 11.0\% | 18.4\% | 963,407 | 909,494 | 5.9\% |
| Interest expense | $(103,663)$ | $(82,896)$ | $(95,030)$ | 25.1\% | 9.1\% | $(273,306)$ | $(316,611)$ | -13.7\% |
| Net interest and dividend income | 242,274 | 228,652 | 197,262 | 6.0\% | 22.8\% | 690,101 | 592,883 | 16.4\% |
| Net provision for loan losses | $(52,614)$ | $(31,183)$ | $(38,917)$ | 68.7\% | 35.2\% | $(127,242)$ | $(120,171)$ | 5.9\% |
| Non financial income |  |  |  |  |  |  |  |  |
| Banking services commissions | 120,839 | 113,577 | 93,348 | 6.4\% | 29.5\% | 341,639 | 258,521 | 32.2\% |
| Net gain on foreign exchange transactions | 26,354 | 23,595 | 25,559 | 11.7\% | 3.1\% | 75,452 | 65,587 | 15.0\% |
| Net gain on sales of securities | 18,987 | 29,727 | 9,890 | -36.1\% | 92.0\% | 48,875 | 92, 164 | -47.0\% |
| Other | 1,168 | 2,642 | 892 | -55.8\% | 30.9\% | 8,764 | 12,251 | -28.5\% |
| Total non financial income, net | 167,348 | 169,541 | 129,689 | -1.3\% | 29.0\% | 474,730 | 428,523 | 10.8\% |
| Operating expenses |  |  |  |  |  |  |  |  |
| Salaries and employees benefits | $(95,404)$ | $(90,961)$ | $(80,318)$ | 4.9\% | 18.8\% | $(284,810)$ | $(238,983)$ | 19.2\% |
| Administrative expenses | $(67,549)$ | $(67,866)$ | $(59,269)$ | -0.5\% | 14.0\% | $(201,200)$ | $(186,741)$ | 7.7\% |
| Depreciation and amortization | $(17,392)$ | $(16,837)$ | $(14,712)$ | 3.3\% | 18.2\% | $(50,652)$ | $(42,556)$ | 19.0\% |
| Other | $(4,406)$ | $(7,516)$ | $(6,794)$ | -41.4\% | -35.1\% | $(16,602)$ | $(27,493)$ | -39.6\% |
| Total operating expenses | $(184,751)$ | $(183,180)$ | $(161,093)$ | 0.9\% | 14.7\% | $(553,264)$ | $(495,773)$ | 11.6\% |
| Operating income | 172,257 | 183,830 | 126,941 | -6.3\% | 35.7\% | 484,325 | 405,462 | 19.5\% |
| Translation result | 12,896 | 4,972 | 10,204 | 159.4\% | 26.4\% | 29,548 | $(4,955)$ | 696.3\% |
| Workers' profit sharing | $(6,699)$ | $(7,459)$ | $(4,842)$ | -10.2\% | 38.4\% | $(18,998)$ | $(14,422)$ | 31.7\% |
| Income taxes | $(39,683)$ | $(46,995)$ | $(30,558)$ | -15.6\% | 29.9\% | $(119,584)$ | $(95,255)$ | 25.5\% |
| Minority interest | (151) | (127) | (289) | 18.9\% | -47.8\% | (541) | (850) | -36.4\% |
| Net income | 138,620 | 134,221 | 101,456 | 3.3\% | 36.6\% | 374,750 | 289,980 | 29.2\% |

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES SELECTED FINANCIAL INDICATORS

|  | Quarter |  |  | Year to date |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q10 | 2Q10 | 3Q09 | Sep 10 | Sep 09 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.062 | 0.060 | 0.046 | 0.168 | 0.130 |
| Net interest margin on interest earning assets (2) | 4.81\% | 4.91\% | 4.87\% | 4.86\% | 4.79\% |
| Return on average total assets (2)(3) | 2.5\% | 2.6\% | 2.3\% | 2.3\% | 2.1\% |
| Return on average shareholders' equity (2)(3) | 31.3\% | 33.0\% | 27.1\% | 29.3\% | 26.9\% |
| No. of outstanding shares (millions) | 2,228.29 | 2,228.29 | 2,228.29 | 2,228.29 | 2,228.29 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 1.59\% | 1.71\% | 1.56\% | 1.59\% | 1.56\% |
| Reserves for loan losses as a percentage of total past due loans | 193.3\% | 179.5\% | 191.8\% | 193.3\% | 191.8\% |
| Reserves for loan losses as a percentage of total loans | 3.1\% | 3.1\% | 3.0\% | 3.1\% | 3.0\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expenses as a percent. of total income (4) | 46.3\% | 48.0\% | 48.8\% | 48.5\% | 51.1\% |
| Oper. expenses as a percent. of av. tot. assets(2)(3)(4) | 3.3\% | 3.4\% | 3.4\% | 3.3\% | 3.4\% |
| Capital adequacy |  |  |  |  |  |
| Total Regulatory Capital (US\$ million) | 1,984.8 | 1,969.2 | 1,739.0 |  |  |
| Tier I capital (US\$ million) | 1,561.0 | 1,514.9 | 1,289.4 |  |  |
| BIS ratio (5) | 13.9\% | 13.6\% | 14.5\% |  |  |
| Average balances (US\$ million) (3) |  |  |  |  |  |
| Interest earning assets | 20,147.4 | 18,643.6 | 16,203.5 | 18,942.9 | 16,497.2 |
| Total Assets | 22,171.5 | 20,761.4 | 18,033.8 | 21,665.6 | 18,197.2 |
| Net shareholders' equity | 1,772.1 | 1,629.1 | 1,499.5 | 1,707.6 | 1,437.0 |

(1) Shares outstanding of 2,228 million is used for all periods since shares have been issued only for capitalization of profits and inflation adjustment.

## (2) Ratios are annualized.

(3) Averages are determined as the average of period-beginning and period-ending balances.
(4) Total income includes net interest income, fee income and net gain on foreign exchange transactions.

Operating expense includes personnel expenses, administrative expenses and depreciation and amortization.
(5) Regulatory Capital / risk-weighted assets. Risk weighted assets include market risk and operation risk

## EL PACIFICO - PERUANO SUIZA and SUBSIDIARIES

 (In US\$ thousand)|  | Balance to and for the period of Three month ending |  |  | Year to date |  | Change \% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 30 \text { Sep } 10 \\ 3 Q 10 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { Jun } 10 \\ 2 Q 10 \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { Sep } 09 \\ 3 Q 09 \\ \hline \end{gathered}$ | Sep 10 | Sep 09 | QoQ | YoY | $\begin{gathered} \text { Sep } 10 / \\ \text { Sep } 09 \\ \hline \end{gathered}$ |
|  |  |  |  |  |  |  |  |  |
| Total Premiums | 202,871 | 163,372 | 148,718 | 521,869 | 436,128 | 24.2\% | 36.4\% | 19.7\% |
| Ceded Premiums | 37,986 | 17,748 | 19,637 | 81,002 | 66,775 | 114.0\% | 93.4\% | 21.3\% |
| Unearned premium reserves | 40,675 | 20,204 | 16,341 | 76,040 | 48,985 | 101.3\% | 148.9\% | 55.2\% |
| Net earned premiums | 124,210 | 125,420 | 112,740 | 364,827 | 320,368 | -1.0\% | 10.2\% | 13.9\% |
| Direct claims | 79,716 | 76,990 | 57,091 | 251,550 | 243,485 | 3.5\% | 39.6\% | 3.3\% |
| Ceded claims | 3,233 | 932 | $(15,856)$ | 20,467 | 27,106 | 246.8\% | 120.4\% | -24.5\% |
| Net claims | 76,483 | 76,058 | 72,947 | 231,083 | 216,380 | 0.6\% | 4.8\% | 6.8\% |
| Direct commissions | 21,709 | 19,901 | 17,029 | 59,757 | 51,169 | 9.1\% | 27.5\% | 16.8\% |
| Commissions received | 3,212 | 2,766 | 2,420 | 8,397 | 7,170 | 16.1\% | 32.7\% | 17.1\% |
| Net commissions | 18,497 | 17,135 | 14,609 | 51,359 | 43,999 | 7.9\% | 26.6\% | 16.7\% |
| Technical expenses | 7,556 | 6,437 | 6,099 | 20,658 | 17,509 | 17.4\% | 23.9\% | 18.0\% |
| Technical resolves | 2,531 | 1,962 | 3,549 | 7,397 | 8,453 | 29.0\% | -28.7\% | -12.5\% |
| Net technical expenses | 5,025 | 4,475 | 2,550 | 13,261 | 9,056 | 12.3\% | 97.1\% | 46.4\% |
| Underwriting results | 24,205 | 27,753 | 22,634 | 69,124 | 50,934 | -12.8\% | 6.9\% | 35.7\% |
| Financial income | 17,766 | 17,690 | 15,774 | 53,254 | 45,428 | 0.4\% | 12.6\% | 17.2\% |
| Gains on sale of real state and secutirities | 5,768 | 3,372 | 4,122 | 12,223 | 9,910 | 71.0\% | 39.9\% | 23.3\% |
| Net property and rental income | 1,117 | 1,150 | 1,136 | 3,453 | 2,879 | -2.8\% | -1.6\% | 19.9\% |
| (-) Financial expenses | (621) | 1,295 | 412 | 1,148 | 1,524 | -147.9\% | -250.7\% | -24.7\% |
| Financial income, net | 25,272 | 20,917 | 20,620 | 67,781 | 56,693 | 20.8\% | 22.6\% | 19.6\% |
| Salaries and benefits | 14,768 | 13,995 | 11,752 | 41,774 | 32,454 | 5.5\% | 25.7\% | 28.7\% |
| Administrative expenses | 14,593 | 11,126 | 11,117 | 35,639 | 27,649 | 31.2\% | 31.3\% | 28.9\% |
| Third party services | 6,841 | 5,357 | 4,531 | 17,017 | 12,767 | 27.7\% | 51.0\% | 33.3\% |
| Management expenses | 2,544 | 2,285 | 1,602 | 7,032 | 5,111 | 11.3\% | 58.7\% | 37.6\% |
| Provisions | 1,796 | 1,609 | 1,751 | 4,900 | 4,259 | 11.6\% | 2.6\% | 15.0\% |
| Taxes | 1,384 | 1,120 | 1,382 | 3,960 | 3,744 | 23.6\% | 0.2\% | 5.8\% |
| Other expenses | 2,029 | 755 | 1,851 | 2,730 | 1,767 | 168.7\% | 9.6\% | 54.5\% |
| General expenses | 29,360 | 25,121 | 22,869 | 77,413 | 60,103 | 16.9\% | 28.4\% | 28.8\% |
| Other income | 20 | 343 | (92) | 574 | 832 | -94.3\% | 121.3\% | -31.1\% |
| Traslations results | 1,516 | 529 | 1,879 | 3,049 | 4,092 | 186.8\% | -19.3\% | -25.5\% |
| Employee participation and income tax | 5,267 | 3,959 | 6,282 | 11,225 | 11,025 | 33.0\% | -16.2\% | 1.8\% |
| Income before minority interest | 16,386 | 20,461 | 15,890 | 51,890 | 41,423 | -19.9\% | 3.1\% | 25.3\% |
| Minority interest | 2,645 | 3,985 | 2,613 | 9,579 | 8,514 | -33.6\% | 1.2\% | 12.5\% |
| Net income | 13,741 | 16,475 | 13,277 | 42,311 | 32,909 | -16.6\% | 3.5\% | 28.6\% |
| Balance (end of period) |  |  |  |  |  |  |  |  |
| Total Assets | 1,739,047 | 1,591,564 | 1,476,861 | 1,739,047 | 1,476,861 | 147,483 | 262,186 | 262,186 |
| Invesment on securities and real state (1) | 1,259,896 | 1,133,861 | 1,026,507 | 1,259,896 | 1,026,507 | 126,035 | 233,389 | 233,389 |
| Technical reserves | 1,126,039 | 1,079,531 | 1,016,054 | 1,126,039 | 1,016,054 | 46,508 | 109,985 | 109,985 |
| Net equity | 338,320 | 288,277 | 242,243 | 338,320 | 242,243 | 50,042 | 96,077 | 96,077 |
| Ratios |  |  |  |  |  |  |  |  |
| Ceded | 18.7\% | 10.9\% | 13.2\% | 15.5\% | 15.3\% |  |  |  |
| Gross loss ratio | 39.3\% | 47.1\% | 38.4\% | 48.2\% | 55.8\% |  |  |  |
| Loss ratio | 61.6\% | 60.6\% | 64.7\% | 63.3\% | 67.5\% |  |  |  |
| Acquisition costs/ earned premium | 14.9\% | 13.7\% | 13.0\% | 14.1\% | 13.7\% |  |  |  |
| Commissions + technical expenses, net / net earned premiums | 18.9\% | 17.2\% | 15.2\% | 17.7\% | 16.6\% |  |  |  |
| Underwriting results / total premium | 11.9\% | 17.0\% | 15.2\% | 13.2\% | 11.7\% |  |  |  |
| Underwriting results / net earned premiums | 19.5\% | 22.1\% | 20.1\% | 18.9\% | 15.9\% |  |  |  |
| General expenses / net earned premiums | 23.6\% | 20.0\% | 20.3\% | 21.2\% | 18.8\% |  |  |  |
| Net income / total premiums | 6.8\% | 10.1\% | 8.9\% | 8.1\% | 7.5\% |  |  |  |
| Return on equity (2)(3) | 18.7\% | 25.8\% | 26.6\% | 19.1\% | 18.7\% |  |  |  |
| Return on total premiums | 6.8\% | 10.1\% | 8.9\% | 8.1\% | 7.5\% |  |  |  |
| Net equity / total assets | 19.5\% | 18.1\% | 16.4\% | 19.5\% | 16.4\% |  |  |  |
| Increase in technical reserves | 24.7\% | 13.9\% | 12.7\% | 17.2\% | 13.3\% |  |  |  |
| General expenses / assets (2)(3) | 7.2\% | 6.6\% | 6.5\% | 6.4\% | 6.5\% |  |  |  |
| Combined ratio of PPS + PS (4) | 93.8\% | 92.0\% | 95.2\% | 94.0\% | 97.8\% |  |  |  |
| Net claims / net earned premiums | 58.2\% | 60.9\% | 65.6\% | 61.2\% | 69.6\% |  |  |  |
| General expenses and commissions / net earned premiums | 35.6\% | 31.1\% | 29.6\% | 32.8\% | 28.2\% |  |  |  |

(1) Real state investment were excluded
(2) Annualized
(3) Average are determined as the average of period - begging and period ending
(4) Without consolidated adjusments


[^0]:    * Saving Accounts, Current Accounts and Debit Card.

[^1]:    Source: Sunat

[^2]:    Source: BCR, INEI, Estimated by BCP

