## CREDICORP

2Q17

## Table of Contents

## I. Credicorp

1. Vision and Mission 5
2. Portfolio Business 6
3. Organizational Structure 7
4. Shareholders' Structure 8
5. Annual Overview 9
6. Annual Financial Performance 10
7. Overview 1Q17 16
8. Quarterly Financial Performance
a. Earnings Contribution from Subsidiaries 17
b. Assets and Liabilities Structure 18
c. Loan Portfolio 19
d. Portfolio quality and Cost of risk 23
e. Net Interest Income 30
f. Non-financial Income 31
g. Operating efficiency and expenses 32
h. Funding and Loan to Deposit 33
i. Deposits 34
j. Distribution Channels 36
k. Market Shares 38
I. Regulatory Capital 40
9. Corporate Governance 43
10. Strategy 45

## Table of Contents

## II. Operating segments

1. Banking
a. Mibanco 50
b. BCP Bolivia 55
c. ASB 57
2. Insurance (Grupo Pacifico) 59
3. Pension Funds (Prima AFP) 65
4. Investment Banking (Credicorp Capital) 67
III. Additional Information
5. Macroeconomic outlook - Peru 69
6. Table of Calculations 70
7. Client Segmentation 72
8. Net income \& Effective tax rate - 73

Historical information
5. Average Daily Balances - Historical 74
information
6. Contact Information 75

## Table of Contents

## I. Credicorp

1. Vision and mission
2. Portfolio business
3. Organizational structure
4. Shareholders' structure
5. Annual Overview
6. Annual financial performance
7. Overview 1Q17
8. Quarterly financial performance
9. Corporate governance
10. Strategy
II. Operating segments
III. Additional information

## Vision

To be the most valued financial group in the markets where we operate based on a culture focused on sustainable growth.

## Mission

To effectively provide products and services that meet our clients' needs, promoting financial inclusion and stakeholder satisfaction.

## CREDICORP

The largest financial holding in Peru with a diversified business portfolio...

Our main 4 operating business segments


1 We capture deposits and offer lending to individuals and companies, through our wholesale and retail banking businesses. We also offer wealth management products and services to individuals and cash management products and services to companies.

3 We manage our clients' private retirement funds.

2 We cover our clients' specific insurable risks through our business lines: property and casualty, life insurance, I health insurance and health care services.

4 Financial and transactional advisory, Sales and trading, asset management and Corporate finance.

## Credicorp in the world



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


## I.4. Credicorp - Shareholders' structure

Credicorp's market cap was US\$ 16,9 billions as of June 30, 2017....


[^0]Strong results continue despite a macroeconomic environment of low growth in internal demand...

(1) Averages are determined as the average of period-beginning and period-ending balances.
(2) Recurring ROAE: Recurring net income is used for calculations. In the equity side, adjustments are made to exclude non-recurring income/(expense).
(3) Recurring ROAA: Recurring net income is used for calculations.
(4) Combined ratio $=($ Net claims $/$ Net earned premiums $)+(($ General expenses + Acquisition Cost $) /$ Net earned premiums $)$ ). Does not include insurance Life business.
(5) Tier 1 / Risk-weighted assets
(6) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and net deferred taxes that rely on future profitability) + retained earnings + unrealized gains
(7) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011)

The following figures reflect our strong business performance in recent years ..

Assets (S/ Millions) \& ROAA (\%)


Liabilities (S/ Millions) \& Funding Cost (\%)


Loans (S/ Millions) \& Internal overdue ratio (\%)


Deposits (S/ Millions) \& L/D ratio (\%)


## III.6. Credicorp - Annual Financial performance

The cost of risk reached its lowest level in 4 years despite slight loan growth...

Loans (S/ Billions), Internal overdue ratio, Cost of Risk, NIM \& Coverage of Internal overdue loans (\%)


Annual Loan growth (\%) - Nominal \& Currency adjusted ${ }^{(3)}$

|  | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nominal growth | $2.06 \%$ | $20.66 \%$ | $16.31 \%$ | $16.46 \%$ | $17.40 \%$ | $24.26 \%$ | $13.07 \%$ | $4.93 \%$ |
| Currency adjusted growth | $5.41 \%$ | $21.99 \%$ | $19.22 \%$ | $20.29 \%$ | $11.97 \%$ | $20.27 \%$ | $7.42 \%$ | $5.63 \%$ |

[^1]Credicorp's loan expansion YoY was led by LC loans...

## Loan by segment and currency

(in average daily balances)

|  | TOTAL LOANS <br> Expressed in million Soles <br> 4Q15 4Q16 |  | \% nominal change | \% currency adjusted change | DOMESTIC CURRENCY LOANS <br> Expressed in million Soles |  |  | FOREIGN CURRENCY LOANS <br> Expressed in million USD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4 Q15 |  | 4 Q16 | YoY | 4Q15 | 4Q16 | YoY |
| BCP Stand-alone | 75,743 | 77,799 |  | 2.7\% | 3.1\% | 46,758 | 48,950 | 4.7\% | 8,636 | 8,545 | -1.1\% |
| Wholesale Banking | 40,862 | 41,040 | 0.4\% | 1.0\% | 20,132 | 20,259 | 0.6\% | 6,177 | 6,155 | -0.4\% |
| Corporate | 26,818 | 27,310 | 1.8\% | 2.4\% | 12,960 | 13,410 | 3.5\% | 4,129 | 4,117 | -0.3\% |
| Middle-Market | 14,044 | 13,730 | -2.2\% | -1.7\% | 7,172 | 6,849 | -4.5\% | 2,048 | 2,038 | -0.5\% |
| Retail Banking | 34,250 | 36,026 | 5.2\% | 5.4\% | 26,444 | 28,384 | 7.3\% | 2,326 | 2,263 | -2.7\% |
| SME - Business | 4,064 | 4,703 | 15.7\% | 16.3\% | 1,807 | 2,272 | 25.8\% | 672 | 720 | 7.1\% |
| SME - Pyme | 7,429 | 7,833 | 5.4\% | 5.5\% | 6,907 | 7,444 | 7.8\% | 156 | 115 | -26.1\% |
| Mortgage | 12,164 | 12,507 | 2.8\% | 3.1\% | 8,648 | 9,204 | 6.4\% | 1,048 | 978 | -6.6\% |
| Consumer | 6,442 | 6,557 | 1.8\% | 2.0\% | 5,378 | 5,549 | 3.2\% | 317 | 299 | -5.8\% |
| Credit Card | 4,152 | 4,427 | 6.6\% | 6.8\% | 3,704 | 3,916 | 5.7\% | 133 | 151 | 13.6\% |
| Others ${ }^{(1)}$ | 630 | 734 | 16.5\% | 17.2\% | 183 | 307 | 68.0\% | 133 | 126 | -5.0\% |
| Mibanco | 7,656 | 8,432 | 10.1\% | 10.2\% | 7,076 | 7,916 | 11.9\% | 173 | 153 | -11.6\% |
| Bolivia | 4,509 | 5,308 | 17.7\% | 18.9\% | - | - | - | 1,343 | 1,572 | 17.0\% |
| ASB | 3,051 | 3,179 | 4.2\% | 5.3\% | - | - | - | 909 | 941 | 3.6\% |
| BAP's total loans | 90,958 | 94,718 | 4.1\% | 4.6\% | 53,834 | 56,866 | 5.6\% | 11,061 | 11,211 | 1.4\% |

(1) Includes Workout unit, and other banking.

## I.6. Credicorp - Annual Financial performance

The following figures reflect our strong business performance in recent years ...


Non-financial income composition (S/ Millions)


Net interest income (S/ Millions) \& NIM (\%)


Operating expenses (S/ Millions) \& Efficiency ratio (\%)


## I.6. Credicorp - Annual Financial performance

Recurring ROAE for 2016 situated at $19.3 \%$ mainly driven by higher BCP's contribution...

## Earnings contributions \& ROAEs

|  | Earnings Contribution (S/ Millions) |  |  |  | $\begin{gathered} \text { ROAE } \\ \hline \text { Year } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  | $\begin{gathered} \hline \text { \%change } \\ 2016 \text { / } 2015 \end{gathered}$ | \% of BAP's Net income 2016 (6) |  |  |
|  | 2015 | 2016 |  |  | 2015 | 2016 |
| Banco de Crédito BCP ${ }^{(1)}$ | 2,421 | 2,708 | 11.9\% | 77.1\% | 22.4\% | 22.5\% |
| Mibanco ${ }^{(2)}$ | 212 | 320 | 50.9\% | 9.1\% | 17.1\% | 22.1\% |
| Mibanco including goodwill ${ }^{(2)}$ |  | 320 | 50.9\% | 9.1\% | 15.4\% | 20.1\% |
| BCB | 57 | 81 | 40.6\% | 2.3\% | 10.6\% | 13.4\% |
| Grupo Pacífico ${ }^{(3)}$ | 345 | 299 | -13.2\% | 8.5\% | 19.7\% | 15.0\% |
| Prima | 162 | 156 | -3.9\% | 4.4\% | 27.5\% | 26.2\% |
| Credicorp Capital | 0 | 79 | N/A | 2.2\% | 0.1\% | 11.7\% |
| Atlantic Security Bank | 134 | 142 | 6.3\% | 4.1\% | 20.1\% | 18.2\% |
| Others ${ }^{(4)}$ | (27) | 50 | N/A | 1.4\% | - | - |
| Net income and ROAE |  |  |  |  |  |  |
| Credicorp | 3,092 | 3,515 | 13.7\% | 100.0\% | 20.5\% | 9.6\% |
| Recurring net income and ROAE of Credicorp ${ }^{(5)}$ | 2,961 | 3,440 | 16.2\% |  | 19.7\% | 19.3\% |

(1) Includes Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns $95.4 \%$ of Mibanco (directly and indirectly).
(3) The contribution is higher than the net income after minority interest of Grupo Pacifico because Credicorp owns $98.5 \%$ of Grupo Pacifico (directly and indirectly). Consider that the ROAE of Grupo Pacifico includes unrealized gains/losses in the net equity. The ROAE excluding unrealized gains/losses in the net equity was $21.8 \%$ in 2015 , and $16.1 \%$ in 2016 . Grupo Pacifico's ROAE in 2015 includes non-recurring income of S/99.4 million from the association with Banmedica, without this income and excluding unrealized gains/losses, ROAE was $15.3 \%$ in 2015 and, $16.7 \%$ in 2016.
(4) Others refers to Grupo Credito (excluding Prima), Atlantic Security Holding Corporation (excluding ASB), and others of Credicorp Ltd.
(5) Recurring Net income excludes Non-recurring income/(expense) and translation results (net of taxes). Recurring ROAE = (Net income attributable to Credicorp - Non-recurring income (expense) after tax)* 4 / Average ${ }^{+}$(Net equity excluding minority interest - Non-recurring income (expense) after tax).

+ Averages are calculated with period-beginning and period-ending balances.


## I.6. Credicorp - Annual Financial performance

The following figures reflect our strong business performance in recent years ..


Net Interest Margin by subsidiary (\%) ${ }^{(1)}$

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 4.96\% | 11.86\% | 4.59\% | 2.18\% | 5.68\% |
| 2015 | 4.70\% | 12.68\% | 4.14\% | 2.10\% | 5.45\% |
| 2016 | 4.69\% | 14.87\% | 4.42\% | 2.21\% | 5.43\% |
| Var 2015/2014 | -26 bps | 82 bps | -45 bps | -8 bps | -23 bps |
| Var 2016/2015 | -1 bps | 218 bps | 29 bps | 10 bps | -2 bps |

Efficiency ratio by subsidiary (\%)(2)

|  | BCP <br> Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 44.2\% | 58.2\% | 61.4\% | 23.9\% | 32.9\% | 41.6\% | 85.1\% | 45.3\% |
| 2015 | 41.3\% | 56.3\% | 67.0\% | 28.5\% | 24.9\% | 42.6\% | 98.2\% | 43.2\% |
| 2016 | 41.1\% | 56.4\% | 56.7\% | 23.3\% | 27.6\% | 44.6\% | 100.3\% | 43.5\% |
| Var 2015/2014 | -292 bps | -188 bps | 561 bps | 464 bps | -797 bps | 101 bps | 1309 bps | -215 bps |
| Var 2016/2015 | -22 bps | 10 bps | -1027 bps | -524 bps | 266 bps | 196 bps | 207 bps | 36 bps |

(1) NIM for 2014 includes Net gain on derivatives.
(2) Efficiency ratio for 2014 does not include Translation Result. For further details on the formula, see Table of Calculations on page 70

## I.7. Credicorp - Quarterly overview

Strong results continue despite low economic growth ...

| Summary of results |  | Quarter |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $2 \mathrm{Q16}$ | 1Q17 | 2Q17 | QoQ | YoY |
| Results | Net income (S/ Millions) | 897.4 | 909.6 | 941.9 | 3.6\% | 5.0\% |
|  | Recurring net income (S/ Millions) | 901.8 | 890.3 | 920.2 | 3.4\% | 2.0\% |
| Profitability | ROAE ${ }^{(1)}$ | 20.4\% | 18.1\% | 18.2\% | 10 bps | -220 bps |
|  | ROAA ${ }^{(1)}$ | 2.2\% | 2.3\% | 2.3\% | 0 bps | 10 bps |
|  | NIM, interest earning assets | 5.19\% | 5.46\% | 5.26\% | -20 bps | 7 bps |
|  | NIM after provisions | 3.87\% | 4.01\% | 4.11\% | 10 bps | 24 bps |
|  | NIM on loans | 8.25\% | 8.13\% | 8.13\% | 0 bps | -12 bps |
| Loan portfolio quality | Internal overdue ratio | 2.85\% | 2.99\% | 2.93\% | -6 bps | 8 bps |
|  | NPL | 3.67\% | 3.94\% | 3.92\% | -2 bps | 25 bps |
|  | Adjusted NPL | 4.15\% | 4.30\% | 4.31\% | 1 bps | 16 bps |
|  | Cost of risk | 2.11\% | 2.32\% | 1.85\% | -47 bps | -26 bps |
|  | Coverage of internal overdue loans | 152.9\% | 151.9\% | 157.3\% | 540 bps | 440 bps |
|  | Coverage of NPLs | 118.8\% | 115.5\% | 117.7\% | 220 bps | -110 bps |
| Insurance indicators | Combined ratio of P\&C ${ }^{(2)}$ | 88.8\% | 96.5\% | 97.9\% | 140 bps | 910 bps |
|  | Loss ratio | 57.6\% | 59.9\% | 59.1\% | -80 bps | 150 bps |
|  | Underw ritting result / net earned premiums | 17.0\% | 10.5\% | 10.5\% | 0 bps | -650 bps |
| Efficiency | Efficiency ratio | 44.1\% | 41.8\% | 43.8\% | 200 bps | -30 bps |
|  | Operating expenses / Total assets | 3.6\% | 3.6\% | 3.6\% | 0 bps | 0 bps |
| Share Information | Outstanding Shares (Thousands) | 94,382 | 94,382 | 94,382 | 0\% | 0\% |
|  | Floating Shares (Thousands) ${ }^{(3)}$ | 79,761 | 79,761 | 79,761 | 0\% | 0\% |
|  | Treasury Shares (Thousands) | 14,621 | 14,621 | 14,621 | 0\% | 0\% |

(1) Averages are determined as the average of period-beginning and period-ending balances
(2) Combined ratio $=($ Net claims $/$ Net earned premiums $)+(($ General expenses + Fees + Underwriting expenses $) /$ Net earned premiums $))$. Does not include insurance Life business.
(3) It includes common shares directly or indirectly owned by Dionisio Romero Paoletti (Chairman of the Board) and his family or companies owned or controlled by them. As of February 8, 2017, Romero family owned 13,243,553 common shares and as of February 8, 2017, they owned 13,137,638 shares.

## I.8.a. Credicorp - Earning Contributions from subsidiaries

Credicorp posted ROAE of $18.2 \%$ in 2Q17, which reflects a slight growth QoQ in profitability...

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/ Millions) |  |  |  |  |  | ROAE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q16 | Quarter 1Q17 | 2Q17 | $\begin{gathered} \% \mathrm{c} \\ \text { QoQ } \end{gathered}$ | nge YoY | \% of BAP's Net income 1Q17 ${ }^{(5)}$ | 2Q16 | $\begin{gathered} \hline \text { Quarter } \\ \text { 1Q17 } \end{gathered}$ | 2Q17 |
| Banco de Crédito BCP ${ }^{(1)}$ | 574 | 692 | 722 | 4.2\% | 25.8\% | 78.4\% | 23.3\% | 20.7\% | 21.5\% |
| Mibanco ${ }^{(2)}$ |  |  |  |  |  |  | 21.6\% | 26.3\% | 24.3\% |
| Mibanco including goodwill ${ }^{(2)}$ | 66 | 65 | 85 | 30.9\% | 29.0\% | 9.3\% | 19.5\% | 24.0\% | 16.3\% |
| BCB | 21 | 20 | 27 | 36.1\% | 28.6\% | 2.9\% | 14.5\% | 13.0\% | 17.9\% |
| Grupo Pacífico ${ }^{(3)}$ | 83 | 80 | 78 | -3.0\% | -6.6\% | 8.5\% | 16.0\% | 14.8\% | 13.9\% |
| Prima | 40 | 42 | 39 | -7.6\% | -3.3\% | 4.2\% | 32.6\% | 30.6\% | 30.2\% |
| Credicorp Capital | 26 | 15 | 26 | 82.5\% | 0.5\% | 2.9\% | 17.1\% | 7.3\% | 13.4\% |
| Atlantic Security Bank | 48 | 40 | 43 | N/A | N/A | 4.7\% | 25.8\% | 20.0\% | 22.4\% |
| Others ${ }^{(4)}$ | 82 | 1 | (14) | N/A | N/A | -1.5\% | - | - | - |


(1) Includes Mibanco.
(2) The contribution is lower than the net income of Mibanco because Credicorp owns $95.4 \%$ of Mibanco (directly and indirectly).
(3) The contribution is lower than the net income before minority interest of Grupo Pacifico because Credicorp owns $98.5 \%$ of Grupo Pacifico (directly and indirectly). Consider that the ROAE of Grupo Pacifico includes unrealized gains/losses in the net equity.
(4) Includes Grupo Credito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and others of Credicorp Ltd.
(5) Net contribution of each subsidiary as a percentage of BAP's net income.

+ Averages are calculated with period-beginning and period-ending balances.


## I.8.b. Credicorp - Assets and liabilities structure

Credicorp maintains a diversified low-cost funding structure, but applies a conservative A\&L Management Policy...

## Assets structure

(S/ 162.4 Bn. as of June 2017)


Liabilities structure

*Figures include Mibanco's results.
LC = Local currency
FC = Foreign currency
(1) Includes Trading securities, Property, furniture and equipment, Due from customer acceptances and Other assets.
(2) Includes Acceptances outstanding and other liabilities.

## I.8.c. Credicorp - Loan portfolio

Total loans were up $+1.4 \%$ QoQ in quarter-end balances, while average daily balances increased $+0.3 \%$ QoQ...

Loan Portfolio Evolution - Q-end vs. Avg. Daily Balances (S/ Millions)


| 2Q16 | 3Q16 | 4Q16 | 1 Q17 | 2Q17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loan Portfolio Mix - Avg. Daily Balances ${ }^{(1)}$ |  |  |  |  |
| 9.2\% | 9.6\% | 9.6\% | 9.8\% | 9.9\% | - Wholesale Banking |
| 8.6\% | 8.7\% | 8.9\% | 9.1\% | 9.2\% |  |
| 37.4\% | 37.8\% | 38.1\% | 37.8\% | 37.9\% | - Retail Banking |
|  |  |  |  |  | - Microlending |
| 44.8\% | 43.9\% | 43.4\% | 43.2\% | 43.0\% | - Others (2) |
| 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 |  |

(1) Figures differ from previously reported, please consider the data presented on this presentation.
(2) Includes BCP Bolivia, ASB and workout unit.

## I.8.c. Credicorp - Loan portfolio

Loan book expansion YOY comes mainly from FC loan book ...

## Loan by segment

(in average daily balances)

|  | TOTAL LOANS <br> (Expressed in million Soles) |  |  |  |  | \% Part. In total loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q16 | 1 Q17 | 2 Q17 | QoQ | YoY | 2 Q16 | 2 Q 17 |
| BCP Stand-alone | 76,816 | 77,027 | 76,915 | -0.1\% | 0.1\% | 82.9\% | 81.7\% |
| Wholesale Banking | 41,455 | 40,704 | 40,456 | -0.6\% | -2.4\% | 44.7\% | 43.0\% |
| Corporate | 28,178 | 27,096 | 26,653 | -1.6\% | -5.4\% | 30.4\% | 28.3\% |
| Middle-Market | 13,277 | 13,607 | 13,803 | 1.4\% | 4.0\% | 14.3\% | 14.7\% |
| Retail Banking | 34,700 | 35,583 | 35,723 | 0.4\% | 2.9\% | 37.4\% | 37.9\% |
| SME - Business | 4,230 | 4,448 | 4,433 | -0.4\% | 4.8\% | 4.6\% | 4.7\% |
| SME - Pyme | 7,422 | 7,767 | 7,922 | 2.0\% | 6.7\% | 8.0\% | 8.4\% |
| Mortgage | 12,383 | 12,430 | 12,584 | 1.2\% | 1.6\% | 13.4\% | 13.4\% |
| Consumer | 6,396 | 6,533 | 6,502 | -0.5\% | 1.7\% | 6.9\% | 6.9\% |
| Credit Card | 4,269 | 4,404 | 4,283 | -2.7\% | 0.3\% | 4.6\% | 4.5\% |
| Others (1) | 661 | 741 | 736 | -0.6\% | 11.4\% | 0.7\% | 0.8\% |
| Mibanco | 8,002 | 8,593 | 8,689 | 1.1\% | 8.6\% | 8.6\% | 9.2\% |
| Bolivia | 4,864 | 5,383 | 5,716 | 6.2\% | 17.5\% | 5.2\% | 6.1\% |
| ASB | 3,007 | 2,862 | 2,844 | -0.6\% | -5.4\% | 3.2\% | 3.0\% |
| Total loans | 92,689 | 93,865 | 94,164 | 0.3\% | 1.6\% | 100.0\% | 100.0\% |

Loan by currency
(in average daily balances)

(1) Includes other banking.

## I.8.c. Credicorp - Loan portfolio - by currency

The loan portfolio in foreign currency grew 11.2\% YoY...

Loan by currency
(in average daily balances)

|  | DOMESTIC CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million Soles) |  |  |  |  | $\begin{gathered} \text { \% Part. In } \\ \text { total loans } \\ \text { 2Q17 } \end{gathered}$ | FORECN CURRENCY LOANS ${ }^{(1)}$ <br> (Expressed in million USD) |  |  |  |  | ```%Part. In total loans 2Q17``` | \% part. by currency 1Q17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q16 | 1 Q17 | 2Q17 | QoQ | YoY |  | 2 Q16 | 1 Q17 | 2Q17 | QoQ | YoY |  | LC | FC |
| BCP Stand-alone | 49,461 | 47,382 | 46,871 | -1.1\% | -5.2\% | 85.1\% | 8,261 | 9,081 | 9,227 | 1.6\% | 11.7\% | 76.8\% | 60.9\% | 39.1\% |
| Wholesale Banking | 21,819 | 18,797 | 18,174 | -3.3\% | -16.7\% | 33.0\% | 5,930 | 6,711 | 6,843 | 2.0\% | 15.4\% | 57.0\% | 44.9\% | 55.1\% |
| Corporate | 14,735 | 12,051 | 11,479 | -4.7\% | -22.1\% | 20.8\% | 4,060 | 4,609 | 4,660 | 1.1\% | 14.8\% | 38.8\% | 43.1\% | 56.9\% |
| Middle-Market | 7,084 | 6,746 | 6,695 | -0.8\% | -5.5\% | 12.2\% | 1,870 | 2,102 | 2,183 | 3.9\% | 16.7\% | 18.2\% | 48.5\% | 51.5\% |
| Retail Banking | 27,419 | 28,256 | 28,366 | 0.4\% | 3.5\% | 51.5\% | 2,199 | 2,244 | 2,259 | 0.7\% | 2.8\% | 18.8\% | 79.4\% | 20.6\% |
| SME - Business | 2,027 | 2,147 | 2,117 | -1.4\% | 4.4\% | 3.8\% | 665 | 705 | 711 | 0.9\% | 6.9\% | 5.9\% | 47.8\% | 52.2\% |
| SME - Pyme | 6,991 | 7,419 | 7,599 | 2.4\% | 8.7\% | 13.8\% | 130 | 107 | 99 | -7.0\% | -23.9\% | 0.8\% | 95.9\% | 4.1\% |
| Mortgage | 9,101 | 9,260 | 9,413 | 1.7\% | 3.4\% | 17.1\% | 991 | 971 | 974 | 0.3\% | -1.8\% | 8.1\% | 74.8\% | 25.2\% |
| Consumer | 5,479 | 5,518 | 5,471 | -0.8\% | -0.1\% | 9.9\% | 277 | 311 | 317 | 1.8\% | 14.4\% | 2.6\% | 84.1\% | 15.9\% |
| Credit Card | 3,821 | 3,912 | 3,766 | -3.7\% | -1.4\% | 6.8\% | 135 | 151 | 159 | 5.3\% | 17.5\% | 1.3\% | 87.9\% | 12.1\% |
| Others ${ }^{(2)}$ | 223 | 329 | 331 | 0.6\% | 48.4\% | 0.6\% | 132 | 126 | 125 | -1.3\% | -5.9\% | 1.0\% | 44.9\% | 55.1\% |
| Mibanco | 7,473 | 8,087 | 8,189 | 1.3\% | 9.6\% | 14.9\% | 160 | 155 | 153 | -1.0\% | -4.1\% | 1.3\% | 94.2\% | 5.8\% |
| Bolivia | - | - | - | - | - | 0.0\% | 1,469 | 1,649 | 1,756 | 6.5\% | 19.5\% | 14.6\% | 0.0\% | 100.0\% |
| ASB | - | - | - | - | - | 0.0\% | 908 | 877 | 873 | -0.4\% | -3.8\% | 7.3\% | 0.0\% | 100.0\% |
| Total loans | 56,934 | 55,468 | 55,060 | -0.7\% | -3.3\% | 100.0\% | 10,798 | 11,762 | 12,010 | 2.1\% | 11.2\% | 100.0\% | 58.5\% | 41.5\% |

(1) Figures differ from previously reported, please consider the data presented on this report.
(2) Includes work out unit, and other banking.

## I.8.c. Credicorp - Loan portfolio - De-dollarization

The de-dollarization of Credicorp's loan book, in particular BCP Stand-alone loans, has continued throughout the 1Q17 ...

1. Dollarization by segment ${ }^{(1)}$

FC portfolio participation: Credicorp: $38.6 \%$ in 2Q16 and $41.5 \%$ in 2Q17 // BCP Stand-alone: 35.6\% in 2Q16 and 39.1\% in 2Q17


## 2. BCRP loan de-dollarization plan

BCP Stand-alone has achieved high levels of compliance in terms of FC portfolios subject to the dedollarization program:
$\checkmark \quad$ Total FC loan portfolio, with certain exceptions ${ }^{(2)}$, de-dollarized by $26 \%$ (vs. 20\% target at Dec 17)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by $38 \%$ (vs. $40 \%$ target at Dec 17)

[^2]■ Not exposed ■ Exposed - Highly exposed

## I.8.d. Credicorp - Portfolio quality and Cost of risk

The cost of risk decreased after the peak reached in the previous quarter due to perception of higher risk related to construction companies and the El Niño weather phenomenon...

## Evolution of Credicorp's Portfolio quality and Cost of risk



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

## I.8.d. Credicorp - Portfolio quality and Cost of risk

Traditional delinquency ratios continued showing the distortion of the high level of collateral ...
 Internal overdue ratio by segment


## I.8.d. Credicorp - Portfolio quality and Cost of risk

Traditional delinquency ratios continued showing the distortion of the high level of collateral ...


Cost of Risk by segment


## I.8.d. Credicorp - Portfolio quality and Cost of risk

The Wholesale segment showed negative Cost of Risk... Bolivia remained stable
 Wholesale Banking


Loans (Left axis) $\quad \rightarrow$ IOL ratio $\quad$ NPL ratio $\quad$ Cost of risk BCP Bolivia


## I.8.d. Credicorp - Portfolio quality and Cost of risk

SME-Business improved its cost of risk due to to reversals registered in June... SME-Pyme continued to improve it's risk-quality ratios...


## I.8.d. Credicorp - Portfolio quality and Cost of risk

Consumer continues to improve its cost of risk since Jun 16... Credit Card ratios fell due to an improvement in risk quality of new vintages...



## I.8.d. Credicorp - Portfolio quality and Cost of risk

The Mortgage segment continues to improve it's early delinquency ... Mibanco is taking more risks within the organization's risk appetite...



NIM decreased QoQ but increased YoY... while NIM after provisions improved both QoQ and YoY ...
Net interest income

| Net interest income | Quarter |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| S/ 000 | 2 Q16 |  |  | 1Q17 (2) | 2Q17 |
| QoQ | YoY |  |  |  |  |
| Interest income | $2,611,712$ | $2,739,779$ | $2,715,901$ | $-0.9 \%$ | $4.0 \%$ |
| Interest expense | 708,002 | 723,692 | 743,196 | $2.7 \%$ | $5.0 \%$ |
| Net interest income | $\mathbf{1 , 9 0 3 , 7 1 0}$ | $\mathbf{2 , 0 1 6 , 0 8 7}$ | $\mathbf{1 , 9 7 2 , 7 0 5}$ | $\mathbf{- 2 . 2 \%}$ | $\mathbf{3 . 6 \%}$ |
| Net provisions for loan losses | $(483,911)$ | $(536,494)$ | $(433,219)$ | $-19.2 \%$ | $-10.5 \%$ |
| Net interest income after provisions | $\mathbf{1 , 4 1 9 , 7 9 9}$ | $\mathbf{1 , 4 7 9 , 5 9 3}$ | $\mathbf{1 , 5 3 9 , 4 8 6}$ | $\mathbf{4 . 0 \%}$ | $\mathbf{8 . 4 \%}$ |

Historical NIM \& NIM after provisions


| NIM Breakdown | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Credicorp $^{(1)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2Q16 | $4.52 \%$ | $14.87 \%$ | $4.58 \%$ | $2.16 \%$ | $5.19 \%$ |
| 1Q17 ${ }^{(2)}$ | $4.63 \%$ | $15.47 \%$ | $4.58 \%$ | $2.30 \%$ | $5.46 \%$ |
| 2Q17 | $4.51 \%$ | $15.20 \%$ | $4.50 \%$ | $2.51 \%$ | $5.26 \%$ |

## I.8.f. Credicorp - Non-financial income

Non-financial income increased this $Q$ due primarily to the higher fee income and gains on sales of securities...

Non-financial income (S/ Millions)

| Non-financial income (S/ M illions) | Quarter |  |  | \% change |  | As of |  | Variación \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q16 | 1Q17 | 2Q17 | QoQ | YoY | Jun 16 | Jun 17 | 2017 / 2016 |
| Fee income ${ }^{(1)}$ | 693 | 678 | 717 | 5.8\% | 3.5\% | 1,364 | 1,395 | 2.3\% |
| Net gain on foreign exchange transactions | 165 | 166 | 160 | -3.7\% | -3.1\% | 330 | 327 | -1.0\% |
| Net gain from associates ${ }^{(2)}$ | 1 | 6 | 6 | -0.8\% | N/A | 4 | 12 | 170.9\% |
| Net gain on sales of securities | 177 | 58 | 83 | 43.8\% | -52.9\% | 182 | 141 | -22.6\% |
| Net gain on derivatives | 1 | 54 | 15 | -71.8\% | N/A | 9 | 70 | N/A |
| Result on exchange difference | -9 | 9 | 2 | -74.6\% | -126.2\% | -46 | 11 | -125.0\% |
| Other non-financial income | 37 | 69 | 70 | 1.5\% | 86.4\% | 100 | 139 | 38.6\% |
| Total non financial income | 1,065 | 1,041 | 1,054 | 1.3\% | -1.1\% | 1,944 | 2,094 | 7.8\% |

(1) Figures differ from previously reported, please consider the data presented on this report.
(2) Mainly includes the agreement between Grupo Pacífico and Banmédica.

Evolution of fee income QoQ by subsidiary (S/ Millions)


Evolution of fee income YoY by subsidiary (S/ Millions)


## I.8.g. Credicorp - Operating efficiency and expenses

Credicorp's efficiency ratio increased QoQ reflecting the seasonality of $1 Q$ but dropped 30 bps YoY ...

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

## I.8.h. Credicorp - Funding and Loan to deposit

Time Deposits' share in the funding mix increased QoQ, which resulted in higher funding cost in 2Q17...

(1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.
(2) Includes banking business results, other subsidiaries and consolidation adjustments.

## I.8.i. Credicorp - Deposits ${ }^{(1)}$

Credicorp's time deposits expanded QoQ despite a economic slowdown...

Deposit Dollarization

Deposits Segmentation


Deposits - Evolution

| Deposits | Quarter |  |  | \% change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| S/000 | Jun 16 |  |  | Mar 17 | Jun 17 |
| Non-interest bearing demand deposits | $23,194,081$ | $22,836,306$ | $24,051,059$ | $5.3 \%$ | $3.7 \%$ |
| Interest Bearing Demand deposits | $5,788,509$ | $5,064,371$ | $4,884,148$ | $-3.6 \%$ | $-15.6 \%$ |
| Saving deposits | $25,205,462$ | $26,657,831$ | $26,085,580$ | $-2.1 \%$ | $3.5 \%$ |
| Time deposits | $25,764,437$ | $27,876,113$ | $29,576,960$ | $6.1 \%$ | $14.8 \%$ |
| CTS deposits ${ }^{(2)}$ | $6,997,706$ | $6,537,982$ | $7,039,767$ | $7.7 \%$ | $0.6 \%$ |
| Interest payable | 331,899 | 354,704 | 401,618 | $13.2 \%$ | $21.0 \%$ |
| Total deposits | $\mathbf{8 7 , 2 8 2 , 0 9 4}$ | $\mathbf{8 9 , 3 2 7 , 3 0 7}$ | $\mathbf{9 2 , 0 3 9 , 1 3 2}$ | $\mathbf{3 . 0 \%}$ | $\mathbf{5 . 5 \%}$ |

(1) Measure in average daily balance
(2) Includes ASB and work out unit.

## I.8.i. BCP Consolidated - Deposits by type of client ${ }^{(1)}$

Over $52 \%$ of BCP's total deposits are attributable to companies...

Total Deposits


Savings Deposits


Time Deposits


Demand Deposits

(1) Does not include BCP Bolivia. It is important to note, that $100 \%$ of Severance indemnity deposits (CTS) come from individuals. As of June 2017.

Electronic transfers continue to grow, while total number of transactions rose $+16.6 \%$ QQ16 - 2Q17

Number of transactions - Monthly average (Millions of transactions)


Teller transactions vs. Other channels


## I.8.j. BCP Stand-alone - Distribution Channels

A strategy to move towards cost-efficient channels is evident..


Network Expansion by subsidiary

| Jun 17 | BCP Stand-alone | Mibanco | BCP Bolivia | Total |
| :--- | :---: | :---: | :---: | :---: |
| Agentes | 6,017 | - | 178 | 6,195 |
| ATMs | 2,344 | - | 263 | 2,607 |
| Branches | 451 | 320 | 51 | 822 |
| Total | $\mathbf{8 , 8 1 2}$ | $\mathbf{3 2 0}$ | $\mathbf{4 9 2}$ | $\mathbf{9 , 6 2 4}$ |

[^3]I.8.k. BCP Consolidated - Overall market shares

BCP and Mibanco has consolidated their leadership, but has space to grow in the retail business...


Grupo Pacifico and Prima AFP have consolidated their position in their respective industries..


Market share (\%) - Written Premiums ${ }^{(2)}$

(1) Source: SBS, Habitat: Collection 2Q17 = 11.6\% and FuM June $2017=2.8 \%$.
(2) Figures as of June 2017.

## I.8.I. Credicorp - Regulatory capital ${ }^{(1)}$

As a financial conglomerate, Credicorp's regulation in terms of capital is based on the calculation of a minimum capital requirement...


Compliance with capital requirement (S/millions) ${ }^{(5)}$

| Total Regulatory Capital (A) | Jun 16 | Mar 17 | Jun 17 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital Requirements (B) | 21,081 | 23,250 | 23,335 |
| Compliance with Capital Requirement (A) / (B) | 16,251 | 17,202 | 17,340 |

(1) Figures expressed in Million soles.
(2) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(3) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(4) Includes Grupo Pacifico.
(5) Legal minimum $=100 \%$ / Internal limit $=105 \%$

BCP is in the process of aligning with Basel III but the regulatory entity is still evaluating this framework's application ...

## BCP at Basel II



BCP at Basel III

(1) Peru GAAP.
(2) Internal minimum for Jan $2016=8.70 \%$, Aug $2016=9.45 \%$, Jan $2018=10.00 \%$ and Jan $2019=10.00 \%$.
(3) Regulatory Capital / Risk-weighted assets. Legal minimum $=10 \%$.
(4) Tier $1 /$ Risk-weighted assets. Tier $1=$ Capital + Legal and other capital reserves + Accumulated earnings with capitalization agreement $+(0.5 \times$ Unrealized profit and net income in subsidiaries) - Goodwill - ( $0.5 \times$ Investment in subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).

## I.8.I. BCP Stand-alone - Capital ratios (Peru GAAP)

The CET 1 Ratio increase due to utilities from 2Q17...


## Common Equity Tier 1 ratio



Evolution of main capital ratios


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

Governance structure

```
General Shareholder's Meeting
```



Dionisio Romero Paoletti


Raimundo Morales*

Directors

Fernando Fort Marie
Luis Enrique Romero Belismelis
Martin Pérez Monteverde

## Board Committees

Board independence


Board of directors tenure


## I.9. Credicorp - Corporate governance

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

| Board of Directors |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Audit Committee ${ }^{(1)}$ | Compensations Committee ${ }^{(2)}$ | Nominations Committee ${ }^{(3)}$ | Corporate Governance Committee ${ }^{(4)}$ | Risk Committee ${ }^{(5)}$ | Executive Committee ${ }^{(6)}$ |


| Dionisio Romero P. |  | C | C | C | M | C |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Raimundo Morales ${ }^{\text { }}$ | C | M | M |  | M | M |
| Fernando Fort |  |  |  |  |  | M |
| Juan Carlos Verme ${ }^{1}$ |  | M |  | M |  | M |
| Martin Pérez |  |  | M |  |  | M |
| Benedicto Cigüeñas ${ }^{11}$ | M |  |  | M | C | M |
| Luis Enrique Romero |  |  |  |  |  |  |
| Patricia Lizárraga | M |  |  |  |  |  |
| Eduardo Hochschild* |  |  |  | M |  |  |


| C: | Chairman. |
| :--- | :--- |
| M: | Member. |
| I | Independent Director |
| * | Are not members of Credicorp's board but sit on BCP's Board. |
| 1 | Financial expert. |

(1) Established on October 31, 2002
(2) Established on January 25, 2012.
(3) Established on March 28, 2012.
(4) Established on June 23, 2010.
${ }^{(5)}$ Established on March 28, 2012.
${ }^{(6)}$ Established on October 31, 2012.

Our medium - long term strategy is focused on ..

## Risk Management

- Common equity tier 1 at BCP.
- World class risk management tools and models.
- Risk management
- Strategic planning.


## Customers

- Costumers are the center of our business strategy
- We are focused on improving our "Client Experience Model" through digital initiatives.
- Improve the granularity in our client segmentation.




## Efficiency

- Products, service model, organization and support functions, operations and IT, and culture to all Credicorp subsidiaries
- Shared services.


## Profitability

- Improve return on investments made in Credicorp Capital and Mibanco.
- Joint venture with Banmédica.


## I.10. Corporate risk management strategy

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

## Objective

- Strengthening risk management at Credicorp by aligning it with best practices and regulations;
- Promote and adequate disseminate the corporation's risk culture; and
- Maintain a corporate risk control structure.


## Scope

- Credicorp's corporate risk management system incorporates all of Credicorp's financial and insurance institutions.
- Corporate risk management covers the following risks $\rightarrow$ Credit and Counterparty Risk, Operational Risk, Liquidity Risk, Market Risk, Strategic Risk, Reputational Risk and Insurance Underwiting Risk.


## General Principles

- Senior Management Involvement: The Board establishes the Corporation's objectives, policies and risk appetite, but delegated some of these duties to a Risk Committee.
- Independent Risk Management: Duties of risk divisions and business divisions are clearly segregated, avoiding conflicts of interest.
- Corporate Risk Management: Credicorp monitors and controls risk through its corporate risk management system.
- Sufficiency and quality of resources associated with risk management.
- Compliance with the Credicorp's Code of Ethics.


Throughout its 126 years BCP has developed substantial competitive advantages over its competitors...

## Strong franchise

- Consolidated leadership in most segments in which we operate both in terms of loans and deposits.


## Sound funding structure

- Focused on low cost core deposits.
- Deposits represent 70\% of total funding.
- Low average cost of funds.


## Human Capital

- Our leading position has allowed us to attract and retain the best talent in the market.
- Top management team.


## Largest network

- Largest and most diversified network in the industry.
- Pioneers in alternative channels such as Agente BCP and Telecredito.
- Efficient placement of new products and collection process thru alternative channels.


## Brand recognition

- Most recognized brand in its industry.
- Client attraction and retention.


## Information

- 126 years of operations has led to largest client data base in the industry.
- Over 6 Million clients
- Use of sophisticated Data-Mining tools to analyze valuable information.


## I.10. Grupo Pacifico - Strategy

To achieve the potential growth, Grupo Pacifico will focus into the next key approaches ...

Objectives
Actions


- Business process improvement
- Superior quality of service
- Achieve a more efficient organizational structure

- Enhance distribution channels to reach untapped market
- Innovative products adapted to customer preferences and needs
- Use of advanced technologies

- Superior underwriting
- Advanced pricing techniques
- Capital and risk management aligned with Solvency II

Table of Contents
I. Credicorp
II. Operating segments

1. Banking
a. Mibanco
III. Additional information

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

## Highlights

$\checkmark$ Potential Market of around 6.2 million clients.
$\checkmark$ Average loan amount S/. 8,319.
$\checkmark 19.4 \%$ of Mibanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark 43.9 \%$ are exclusive Mibanco clients.
$\checkmark$ As of June 2017, Mibanco's clients are 946,156.

- Mibanco's banked clients are 48,382 as of May-17.

Expansion to
Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 4.9\%

Consumer 7.6\%

SME +
business
87.5\%

The characteristics of Mibanco's portfolio resemble those of Edyficar, which enable us to align it with Edyficar's successful business model...

## Loan portfolio distribution




(2) Adjusted internal overdue ratio $=[($ Internal overdue loans + Refinanced and restructured loans $) /$ Total loans $]+[$ Charge offs $/($ Total loans + Charge offs $)]$.

Thus far this year we have focused on stabilizing Mibanco in order to prepare for the integration with Edyficar...

\% of Total Loans



Net Provisions for loan losses $\qquad$ Annualized net provisions / Total loans

Number of Customers



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

Total loans (S/. Millions) and Internal overdue ratio (\%)


Net income (S/. Millions) and ROAE (\%)


[^4]Table of Contents
I. Credicorp
II. Operating segments 1. Banking
b. BCP Bolivia
III. Additional information

## II.1.b. BCP Bolivia

BCP Bolivia's loan growth remains stable...

## Net income, Operating income and ROAE (\%) ${ }^{(1)}$



## Loan evolution ${ }^{(1)}$ and internal overdue loans ratio (\%)



NIM decreased -8 bps QoQ aligned with the higher growth of average interest earning assets in comparison to the increased register in NII, mainly due to higher loan growth.

Approximately 50\% of BCP Bolivia's lending portfolio is currently subject to lending caps and about $10 \%$ of its total deposits are subject to minimum deposit rates.

The internal overdue loan ratio and NPL ratio decreased QoQ. This led the cost of risk to decreased -3 bps .

Table of Contents
I. Credicorp
II. Operating segments

1. Banking
c. ASB
III. Additional information

## II.1.c. Atlantic Security Bank

ASB's earnings contribution increased QoQ due mainly to a growth in the investment portfolio...

Summary of results

| US\$ Million | As of |  |  | \% change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Jun 16 | Mar 17 | Jun 17 | QoQ | YoY |
| Total loans | 909.5 | 855.5 | 853.0 | $-0.3 \%$ | $-6.2 \%$ |
| Total investments | 872.5 | 890.9 | 942.1 | $5.7 \%$ | $8.0 \%$ |
| Total assets | $1,974.8$ | $2,016.7$ | $2,085.1$ | $3.4 \%$ | $5.6 \%$ |
| Total deposits | $1,685.1$ | $1,676.7$ | $1,790.3$ | $6.8 \%$ | $6.2 \%$ |
| Net equity | 234.5 | 229.4 | 246.4 | $7.4 \%$ | $5.1 \%$ |

Assets under Management \& Deposits (US\$ Millions)


Portfolio distribution (June 17)


Earnings Contribution (S/ thousand) and ROAE (\%)

$\square$ Earnings Contribution to Credicorp $\longrightarrow$ ROAE

## Table of Contents

I. Credicorp
II. Operating segments 2. Grupo Pacifico
III. Additional information

## II.2. Grupo Pacifico

In 2Q17, we continue to lead health care market, in term of premiums ....


## II.2. Grupo Pacifico

Main drivers of 2016 results

| P\&C - Net income ${ }^{(1)}$ |  |  | Health-care - Net income ${ }^{(1)(2)}$ |  |  | Life - Net income ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 194.0 |
|  | 65.9 | 70.6 |  |  |  | 159.3 | 155.1 |  |
| 32.6 |  |  |  | 46.3 | 55.6 |  |  |  |
|  |  |  | 10.1 |  |  |  |  |  |
| 2014 | 2015 | 2016 | 2014 | 2015 | 2016 | 2014 | 2015 | 2016 |

## P\&C business:

- Increase in written premiums (+7\%) in all business lines. In 2016, Pacifico represents $24.6 \%$ of the P\&C market share, higher than the $23.1 \%$ obtained in 2015.
- Drop in the loss ratio (52.4\% in 2015 vs. $51.4 \%$ in 2016) mainly in P\&C and private health insurance businesses.
- Strict and adequate control of expenses as part of the company's effort to achieve operating efficiency.
- Prudential investment management.


## Health business:

- Corporate Health: Improvement in combined ratio (98.0\% in 2016 vs. $98.3 \%$ in 2015).
- Medical Services: Increase in sales in the network's clinics.


## Life business:

- Written premiums decreased in Life insurance market due to individual annuities contraction associated with reforms in the private pension market. Nevertheless, all the others business lines registered an important increase of $10.6 \%$. Pacifico represents $24.1 \%$ of the Life insurance market share, higher than the 22.9\% obtained in 2015.
- Higher financial incomes due to an improvement in portfolio performance in terms of size and return rate.


## Cost control and discipline at Grupo Pacifico

## II.2. Grupo Pacifico - Bancassurance

Bancassurance related premiums have more than doubled since 2010 and represent more than $30 \%$ of Grupo Pacifico's net income...

Evolution of Bancassurance related premiums
(S/ Million)

\% of Bancassurance related premiums in Grupo Pacifico


## II.2. Grupo Pacifico

Underwriting result increased mainly due to a decrease in net claims after the non-recurring events in the last Q ...

Insurance underwriting result (S/ Thousands)

|  | Quarter |  |  | \% Change |  | YTD |  | \%change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q16 | 1Q17 | 2Q17 | QoQ | YoY | Jun 16 | Jun 17 | Jun 17 / Jun 16 |
| Net earned premiums | 453,647 | 465,304 | 466,375 | 0.2\% | 2.8\% | 906,884 | 931,679 | 2.73\% |
| Net claims | -265,815 | -280,964 | -278,265 | -1.0\% | 4.7\% | -529,738 | -559,229 | 5.57\% |
| Acquisition cost ${ }^{(1)}$ | -53,066 | -62,061 | -61,665 | -0.6\% | 16.2\% | -113,241 | -123,726 | 9.26\% |
| Total insurance underwriting result | 134,766 | 122,279 | 126,445 | 3.4\% | -6.2\% | 263,905 | 248,724 | -5.75\% |


(1) Includes net fees and underwriting expenses.

## II.2. Grupo Pacifico ${ }^{(1)}$

Grupo Pacifico was affected by the FEN, which led to a lower performance through 1H17...

Net income (S/ Millions) \& ROAE ${ }^{(2)}$


Loss ratio


Underwriting result / Net earned premiums



## Table of Contents

I. Credicorp
II. Operating segments 3. Prima AFP
III. Additional information

Prima's net income was $\mathrm{S} / 38.5$ million, which represented an ROAE of $30.2 \% \ldots$

Market share (\%) ${ }^{(1)}$
Collections FuMs
FuM (S/ Billions)


Net Income (S/ Millions) \& ROAE (\%)
Fee Income (S/ Millions)

(1) Source: SBS, Habitat: Collection 2 Q17 $=11.6 \%$ and FuM June $2017=2.8 \%$.

Table of Contents
I. Credicorp
II. Operating segments
4. Credicorp Capital
III. Additional information

## II.4. Credicorp Capital

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

Over S/. 270 million in revenues and S/. 44 million in net income YTD.


## Sales \& <br> Trading <br> Team <br> One of the leading brokerage house in Perú, Colombia and Chile. <br> More than 1,000 professionals across Peru, Colombia, Chile, Panama and USA.

More than US\$ 2,483 million in transactions during 2017.

More than US\$ 16.2 billion in AUMs.

US $\$ 9.3$ billion in equity transactions and US\$ 22.3 billion in fixed income instruments during 2017

Asset
Management

Capital
Markets

Corporate
Finance

## CREDICORP <br> III. Additional Information

1. Macroeconomic outlook - Peru
2. Table of calculations
3. Client segmentation
4. Net income \& Effective tax rate Historical information
5. Average Daily Balances - Historical information
6. Contact information

## III.1. Macroeconomic outlook - Peru

Peru's economic performance and outlook...


[^5](1) Multiple Banking.Current Exchange, 2017 as of June 2017
(2) Inflation target: $2 \%,+/-1 \%$.

Profitability

| Net interest margin (NIM) | Annualized net interest income/ Average* interest earning assets |
| :--- | :--- |
| Net interest margin on loans (NIM on loans) | Annualized [Interest on loans-(Interest expense x (Average* total loans <br> /Average interest earning assets))]/Average total loans |
| Return on average assets (ROAA) | Annualized net income attributable to Credicorp / Average* assets |
| Return on average equity (ROAE) | Annualized net income attributable to Credicorp / Average* net equity |
| Funding cost | Annualized interest expense / Average* of total liabilities |

## Portfolio quality

| Internal overdue ratio | Internal overdue loans / Gross loans |
| :--- | :--- |
| Non - performing loans ratio (NPL ratio) | Non-performing loans / Gross loans |
| Coverage ratio of internal overdue loans | Allowance for loan losses / Internal overdue loans |
| Coverage ratio of non-performing loans | Allowance for loan losses / Non-performing loans |
| Cost of risk | Annualized net provisions for loan losses / Gross loans |

Operating performance

| Operating efficiency | (Salaries and employee benefits + administrative expenses + depreciation <br> and amortization + Acquisition cost) / (Net interest income + Fee income + <br> Result on exchange difference + Net gain on derivatives + Net gain on <br> foreign exchange transactions + Net gain from associates + Net premiums <br> earned) |
| :--- | :--- |
| Operating expenses / Total assets | (Salaries and employee benefits + administrative expenses + depreciation <br> and amortization + Acquisition cost) / Average* total assets |

Capital Adequacy

| BIS ratio | Regulatory Capital / Risk-weighted assets |
| :--- | :--- |
| Tier 1 ratio | Tier 1 / Risk-weighted assets |
| Common Equity Tier 1 ratio | Capital + Reserves - 100\% of applicable deductions (investment in <br> subsidiaries, goodwill, intangibles and deferred tax assets that rely on future <br> profitability) + retained earnings + unrealized gains. |

Insurance

| Combined ratio | (Net claims/ Net earned premiums) $+[($ Acquisition cost + Operating <br> expenses $) /$ Net earned premiums $]$ |
| :--- | :--- |
| Loss ratio | Net claims / Net earned premiums |
| Underwriting results to net earned premiums | (Net earned premiums - Net claims - Acquisition cost $) /$ Net earned <br> premiums |




YTD Historical

(1) Includes other banking.

Highest growth in volumes.
Largest contraction in volumes.


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

The Company cautions readers that actual results could differ materially from those expected by the Company, depending on the outcome of certain factors, including, without limitation: (1) adverse changes in the Peruvian economy with respect to the rates of inflation, economic growth, currency devaluation, and other factors, (2) adverse changes in the Peruvian political situation, including, without limitation, the reversal of market-oriented reforms and economic recovery measures, or the failure of such measures and reforms to achieve their goals, and (3) adverse changes in the markets in which the Company operates, including increased competition, decreased demand for financial services, and other factors. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof.

The Company undertakes no obligation to release publicly the result of any revisions to these forward-looking statements which may be made to reflect events or circumstances after the date hereof, including, without limitation, changes in the Company's business strategy or planned capital expenditures, or to reflect the occurrence of unanticipated events.


[^0]:    (1)Percentages (calculated without Treasury shares) estimated as of February 8,2017 (record date of the Annual General Meeting). Including Treasury shares, Romero Family's participation situates at $13.92 \%$. (2)Floating shares: 79.8 million in all periods.
    (3)Outstanding shares (including Treasury shares): 94.4 million in all periods.
    (4)Dividend paid in US\$ / Stock price on Pay Day.
    (5)Based on Net income attributed to BAP. Number of floating shares: 79.8 million in all periods.

[^1]:    (1) Includes Edyficar.
    (2) Includes BCP Bolivia, ASB and others.
    (3) Year-end balances.

[^2]:    (1) Average daily balances in $\mathrm{S} /$ Milition
    (2) Excludes foreign trade, long-term loans (more than 3 years and over US $\$ 10$ million).
    (3) Exposure for Credicorp's loan book is lower.

[^3]:    (1) Mibanco does not have Agentes or ATMs because it uses the BCP network. Mibanco branches include Banco de la Nacion branches, which in 2T16, 1Q17 and 2Q17 were 38, 40,40 respectively. Sources: Quarterly report from Credicorp,

[^4]:    Source: SBS, BCP and Edyficar.
    (1) Market share figures as of May 2017.
    (2) Includes branches of Banco de la Nacion

[^5]:    Source: Estimates by BCP Economic Research as of July 2017; INEI, BCRP, and SBS.

