## CREDICORP

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## Vision

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

## Mission

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

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## I.2. Credicorp - Business Portfolio

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

## Our main 4 lines of business


$1 \& 2$ We capture deposits and offer lending to individuals and companies , through our different segments and products.

3 We cover our clients' specific insurable risks through our business lines: property and casualty, life insurance, health insurance and health care services and manage their' private retirement funds.

4 Financial and transactional advisory services, Sales and trading, asset management and Corporate finance services. We also offer wealth management products and services to individuals and cash management products and services to companies.

## Credicorp in the world



## I.3. Credicorp - Lines of Business (LoB)

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Credicorp companies are organized into four lines of business ${ }^{(1)} \ldots$

(1) Effective since April 1, 2018.
(2) Includes 131 employees from other minor subsidiaries
(3) On May 12, 2016, Banco de Credito del Perú sold its shares of BCP Bolivia to Inversiones Credicorp Bolivia S.A. ("ICBSA"), an indirect subsidiary of Credicorp Ltd.
(4) The integration of Edyficar and Mibanco took place on March 2th, 2015.
(5) Only includes AuMs from the Asset Under Management business.
(6) Excludes employees from medical services.
(7) Agreement with Banmedica includes i) the private health insurance business, which is managed by Grupo Pacifico, and ii) the business of corporate health insurance for payroll employees and the medical services, which are managed by Banmedica.
(8) At the end of January 2018, UnitedHealth Group Inc signed a definitive agreement to acquire Banmedica SA. (UnitedHealth Group now owns $96.8 \%$ of Empresas Banmedica).
*Figures at the end of December 2018.

## I.4. Credicorp - Management Structure

Management structure that supports LoB's...


## I.5. Credicorp - Shareholders' structure

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Credicorp's market cap was US\$ 18,7 billions as of May $7,2019 \ldots$.


| Macroeconomic indicators | $2019$ <br> FY Guidance |  |
| :---: | :---: | :---: |
| Real GDP growth \% | ح3.0\% |  |
| Domestic demand real growth\% | $\approx 3.1 \%$ |  |
| Private investment growth \% | ح3.6\% |  |
| BCRP reference rate year-end | 2.75\% |  |
| Inflation \% | 2.3\% |  |
| Exchange rate Year-end | $\approx 3.35-3.40$ |  |
| Credicorp | $2019$ <br> FY Guidance | $\begin{gathered} 1 \text { Q19 } \\ \text { Results } \end{gathered}$ |
| Loan growth (average daily balances) ${ }^{(2)}$ | 8\%-10\% | 7.2\% |
| Cost of Risk | 1.3\%-1.5\% | 1.41\% |
| NIM | 5.4\%-5.7\% | 5.37\% |
| Risk-adjusted NIM | 4.4\%-4.7\% | 4.43\% |
| Efficiency ratio | Stable (Full year 2018: 43.8\%) | 42.1\% |
| BCP Stand-alone CET1 | No less than $11 \%$ every $1 Q$ (quarter in which we reflect the declaration of dividends each year). | 11.39\% |
| ROAE | 17.5\%-18.5\% | 18.5\% |
| Sustainable ROAE | ~19.00\% | N.A. |



BCP Stand-alone:

+ Acceleration in the pace of loan-growth after low loan expansion in 2017
+ Improvement in the cost of risk
+ Recovery of the Risk-adjusted NIM
Deterioration of efficiency ratio due to the acceleration in operating-expenses growth
BCP Bolivia:
+ Loan growth and reduction in provisions
- Increase in funding cost and operating expenses


## Insurance \& Pension Funds



## Pacifico:

+ Net earned premiums and total underwriting result increased in the Life insurance business.
+ Health insurance and medical services continue to improve.
- Higher growth in Net Claims and in the acquisition cost than in net earned premiums in the P\&C business


## Prima AFP:

+ Improvement in operating efficiency.
- Tender of new affiliates was not awarded to Prima


## Microfinance



+ Good loan growth even though it posted a slowdown in 3Q18
+ Cost of risk similar to that of 2017 despite posting a deterioration in 2Q18 and 3Q18
+ Improvement in the funding structure
+ Improvement in operating efficiency, but operating expenses started increasing in 4Q18 as we built capabilities to sustain business growth
Downward pressure on margins due to competition
Investment Banking \& Wealth Management

+ Wealth Management income grew in Peru and Chile, offsetting a decrease in income in Colombia.
+ Total expenses remained stable, although the cost-toincome ratio deteriorated due to a decrease in total income. Impairment of S/ 38 million in Goodwill at Credicorp Capital Chile mainly due to an adjustment in the discount rate.
Decrease in the mark-to-market of proprietary investments, mainly due to the increase in interest rates.

[^0]
## I.7.a. Credicorp - Overview ${ }^{(1)}$

Strong results on income generation and improvement in portfolio quality continue in 2018...

| Summary of results |  |  |  |  |  |  | \% Change |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2015 | 2016 | 2017 | 2018 | 2018 / 2017 | 3M 18 | 3M 19 | 3M 19/3M 18 |
| Results | Net income (S/ Millions) | 2,421.2 | 3,163.4 | 3,610.0 | 4,181.6 | 4,071.3 | -2.6\% | 1,064.7 | 1,123.3 | 5.51\% |
|  | Net income attributable to Credicorp (S/ Millions) | 2,387.9 | 3,092.3 | 3,514.6 | 4,091.8 | 3,983.9 | -2.6\% | 1,037.8 | 1,100.9 | 6.08\% |
| Profitability | ROAE | 18.5\% | 20.5\% | 19.6\% | 19.8\% | 17.5\% | -229 bps | 19.3\% | 18.5\% | -75 bps |
|  | ROAA | 1.9\% | 2.1\% | 2.3\% | 2.5\% | 2.3\% | -21 bps | 2.4\% | 2.5\% | 5 bps |
|  | Funding cost | 2.16\% | 2.18\% | 2.30\% | 2.33\% | 2.25\% | $-8 \mathrm{bps}$ | 2.26\% | 2.41\% | 15 bps |
|  | NIM, interest earning assets | 5.68\% | 5.45\% | 5.42\% | 5.28\% | 5.26\% | $-2 \mathrm{bps}$ | 5.16\% | 5.37\% | 21 bps |
|  | Risk-adjusted NIM | 4.16\% | 4.04\% | 4.19\% | 4.11\% | 4.31\% | 20 bps | 4.22\% | 4.43\% | 21 bps |
|  | NIM on loans | 8.72\% | 8.30\% | 8.27\% | 7.85\% | 7.63\% | -22 bps | 7.73\% | 7.36\% | -37 bps |
| Loan growth | Quarter-end balances (S/ Millions) | 79,890 | 90,328 | 94,781 | 100,478 | 110,759 | 16.9\% | 100,571 | 108,350 | 7.7\% |
|  | Average daily balances (S/ Millions) | 69,632 | 84,989 | 93,361 | 95,165 | 103,919 | 11.3\% | 100,409 | 107,638 | 7.2\% |
| Loan portfolio quality | Internal overdue ratio | 2.51\% | 2.56\% | 2.76\% | 3.00\% | 2.81\% | -19 bps | 2.98\% | 2.91\% | $-7 \mathrm{bps}$ |
|  | NPL ratio | 3.33\% | 3.41\% | 3.65\% | 3.92\% | 3.97\% | 5 bps | 3.88\% | 4.09\% | 21 bps |
|  | Adjusted NPL ratio | 3.82\% | 3.88\% | 4.03\% | 4.26\% | 4.42\% | 16 bps | 4.22\% | 4.47\% | 25 bps |
|  | Cost of risk | 2.15\% | 2.08\% | 1.88\% | 1.78\% | 1.38\% | -40 bps | 1.48\% | 1.41\% | $-7 \mathrm{bps}$ |
|  | Cost of risk - Underlying portfolio | 2.15\% | 2.08\% | 1.88\% | 1.66\% | 1.33\% | -33 bps | 1.48\% | 1.41\% | $-7 \mathrm{bps}$ |
|  | Coverage of internal overdue loans | 164.7\% | 166.2\% | 160.6\% | 149.1\% | 158.9\% | 982 bps | 160.4\% | 154.2\% | -621 bps |
|  | Coverage of NPLs | 124.5\% | 124.7\% | 121.5\% | 114.4\% | 112.7\% | -170 bps | 123.0\% | 109.7\% | -1329 bps |
| Insurance indicators | Combined ratio of P\&C | 98.3\% | 90.1\% | 91.3\% | 97.1\% | 101.6\% | 457 bps | 105.1\% | 104.4\% | -67 bps |
|  | Loss ratio | 63.3\% | 58.9\% | 57.3\% | 58.8\% | 59.0\% | 18 bps | 57.6\% | 65.6\% | 805 bps |
|  | Underwritting result / net earned premiums | 14.5\% | 15.8\% | 14.5\% | 10.3\% | 8.1\% | -224 bps | 8.5\% | 5.2\% | -328 bps |
| Efficiency | Efficiency ratio | 45.6\% | 43.0\% | 43.2\% | 43.4\% | 43.8\% | 37 bps | 42.6\% | 42.1\% | -46 bps |
|  | Operating expenses / Total average assets | 4.29\% | 3.78\% | 3.66\% | 3.64\% | 3.67\% | 3 bps | 3.5\% |  |  |
| BCP Standalone capital ratios | Tier 1 Ratio | 9.83\% | 9.61\% | 10.41\% | 10.84\% | 10.28\% | $-56 \mathrm{bps}$ | 11.75\% | 11.73\% | -2 bps |
|  | Common Equity Tier 1 Ratio | 8.01\% | 9.34\% | 11.08\% | 11.83\% | 11.55\% | -28 bps | 11.22\% | 11.39\% | 17 bps |
|  | BIS Ratio | 14.45\% | 14.34\% | 15.35\% | 15.05\% | 14.17\% | -88 bps | 15.91\% | 15.49\% | -42 bps |
| Share Information | Outstanding Shares (Thousands) | 94,382 | 94,382 | 94,382 | 94,382 | 94,382 | 0\% | 94,382 | 94,382 | 0\% |
|  | Floating Shares (Thousands) | 79,761 | 79,761 | 79,761 | 79,761 | 79,761 | 0\% | 14,621 | 14,621 | 0\% |
|  | Treasury Shares (Thousands) | 14,621 | 14,621 | 14,621 | 14,621 | 14,621 | 0\% | 79,761 | 79,761 | 0\% |

## I.7.b. Credicorp - Earnings contributions

Credicorp' s earnings have grown by more than $60 \%$ in the last five years...

## Earnings contributions*

|  | Earnings contribution (S/ Millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | $\begin{aligned} & \text { Year } \\ & 2016 \end{aligned}$ | 2017 | 2018 | \% change $2018 / 2017$ | YTD |  | Change $3 M 19 / 3 M 18$ | \% of BAP's Net income $2018{ }^{(4)}$ |
| Universal Banking |  |  |  |  |  |  |  |  |  |  |
| Banco de Credito BCP | 1,718 | 1,878 | 2,391 | 2,565 | 2,858 | 11.4\% | 741 | 816 | 10.1\% | 71.7\% |
| BCB | 66 | 57 | 81 | 75 | 78 | 3.8\% | 18 | 13 | -31.6\% | 2.0\% |
| Microfinance |  |  |  |  |  |  |  |  |  |  |
| Mibanco ${ }^{(1)}$ | 76 | 190 | 313 | 372 | 445 | 19.7\% | 121 | 100 | -17.5\% | 11.2\% |
| Encumbra | (9) | (5) | (2) | (1) | 5 | -613.3\% | 1 | 2 | 202.7\% | 0.1\% |
| Insurance and Pension Fund |  |  |  |  |  |  |  |  |  |  |
| Grupo Pacifico ${ }^{(2)}$ | 199 | 345 | 299 | 321 | 349 | 8.7\% | 77 | 77 | -0.2\% | 8.8\% |
| Prima | 153 | 162 | 156 | 140 | 140 | -0.4\% | 35 | 57 | 61.7\% | 3.5\% |
| Investment Banking and Wealth Management |  |  |  |  |  |  |  |  |  |  |
| Credicorp Capital | (14) | 0 | 79 | 69 | 34 | -50.7\% | 21 | 15 | -26.8\% | 0.9\% |
| Atlantic Security Bank | 159 | 134 | 142 | 175 | 112 | -36.1\% | 31 | 50 | 62.1\% | 2.8\% |
| Others ${ }^{(3)}$ | 40 | 331 | 56 | 374 | (38) | -110.1\% | (7) | (28) | 282.2\% | -0.9\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Credicorp | 2,388 | 3,092 | 3,515 | 4,092 | 3,984 | -2.6\% | 1,038 | 1,101 | 6.1\% | 100.0\% |

*Contributions to Credicorp reflect the eliminations for consolidation purposes (e.g. eliminations for transactions among Credicorp's subsidiaries or between Credicorp and its subsidiaries). Averages are calculated with period-beginning and period-ending balances.
(1) The contribution is lower than the net income of Mibanco because Credicorp owns $97.73 \%$ of Mibanco (directly and indirectly).
(2) The contribution is higher than Grupo Pacifico's net income because Credicorp owns $65.20 \%$ directly, and $33.59 \%$ through Grupo Credito.
(3) Includes Grupo Credito (excluding its shares in subsidiaries listed in the table), Atlantic Security Holding Corporation and others of Credicorp Ltd.
(4) Net contribution of each subsidiary as a percentage of BAP's net income.

## I.7.b. Credicorp - Earnings contributions

The ROAE of Credicorp reached $17.5 \%$ in $2018 \ldots$

Earnings contributions \& ROAEs

|  | ROAE |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year |  |  |  |  | Change 2018/2017 | YTD |  | Change 9M 18 / 9M 17 |
|  | 2014 | 2015 | 2016 | 2017 | 2018 |  | 3M 18 | 3M 19 |  |
| Universal Banking |  |  |  |  |  |  |  |  |  |
| Banco de Credito BCP | 24.0\% | 21.6\% | 21.9\% | 20.3\% | 20.3\% | 7 bps | 22.9\% | 22.5\% | -32 bps |
| BCB | 15.2\% | 10.6\% | 13.4\% | 12.0\% | 11.8\% | -20 bps | 11.8\% | 7.4\% | -440 bps |
| Microfinance |  |  |  |  |  |  |  |  |  |
| Mibanco ${ }^{(1)}$ | 12.7\% | 16.3\% | 23.0\% | 24.4\% | 25.9\% | 152 bps | 30.6\% | 21.3\% | -928 bps |
| Encumbra | -92.9\% | -22.0\% | -4.8\% | -1.7\% | 9.1\% | 1084 bps | 4.2\% | 12.4\% | 821 bps |
| Insurance and Pension Fund |  |  |  |  |  |  |  |  |  |
| Grupo Pacifico ${ }^{(2)}$ | 11.4\% | 18.4\% | 14,2\% | 12.5\% | 12.9\% | 42 bps | 11.3\% | 11.8\% | 44 bps |
| Prima | 29.6\% | 27.5\% | 26.2\% | 22.9\% | 22.3\% | -58 bps | 24.3\% | 37.6\% | 1333 bps |
| Investment Banking and Wealth Management |  |  |  |  |  |  |  |  |  |
| Credicorp Capital | -8.2\% | 0.1\% | 11.7\% | 8.9\% | 4.6\% | -422 bps | 11.1\% | 9.8\% | -126 bps |
| Atlantic Security Bank | 20.6\% | 20.1\% | 18.2\% | 20.2\% | 13.5\% | -665 bps | 15.4\% | 25.9\% | 1042 bps |


| Credicorp | $19.8 \%$ | $20.5 \%$ | $19.6 \%$ | $19.8 \%$ | $17.5 \%$ | -230 bps | $19.3 \%$ | $18.5 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) ROAE including goodwill of BCP from the acquisition of Edyficar (Approximately US\$ 50.7 million) was $22.3 \%$ in 2017, 23.9\% in $2018,28.1 \%$ in 3 M 18 and $19.8 \%$ in 3 M 19 .
(2) Figures include unrealized gains or losses that are considered in Pacifico's Net Equity from the investment portfolio of Pacifico Vida. ROAE excluding such unrealized gains was $15.4 \%$ for 2017, $16.1 \%$ for 2018, $15.2 \%$ in 3M 18 and $14.4 \%$ in 3M 19.

## I.7.c. Credicorp - Financial Evolution

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The cost of risk reached its lowest level in 7 years ...

Loans ${ }^{(1)}$ (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 | 2017 | 2018 | 3M19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nominal growth | 2.1\% | 20.7\% | 16.3\% | 16.5\% | 17.4\% | 24.3\% | 13.1\% | 4.9\% | 6.0\% | 10.2\% | -2.2\% |
| Currency adjusted growth | 5.4\% | 22.0\% | 19.2\% | 20.3\% | 12.0\% | 20.3\% | 7.4\% | 5.6\% | 7.5\% | 8.5\% | -3.3\% |

(1) Loans in Average daily balances
(2) Includes Edyficar.
(3) Year-end balances.

## I.7.d. Credicorp - Interest Earning Assets

The share of loans, which is the most profitable asset, has continued to increase over the years...

## Interest Earning Assets Structure

( $\mathrm{S} / 163.0$ Bn. as of March 2019)
Total
Investments
21\%
Cash collateral, reverse
repurchase agreements and securities borrowing, $2 \%$

Financial assets designated at fair value through profitor loss, $0.4 \%$


Evolution of Assets Structure \& ROAA


## I.7.d. Credicorp - Interest Earning Assets

Credicorp's loan growth was due to expansion achieved in all business segments and subsidiaries...

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

(in average daily balances)

|  | TOTAL LOANS |  |  |  |  | $\begin{aligned} & \text { \% change } \\ & 2018 \text { / } 2017 \end{aligned}$ | YTD |  | \% change 3M 19 / 3M 18 | \% Part. in total loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Expressed in million soles |  |  |  |  |  |  |  |  |  |  |
|  | 2014 | 2015 | 2016 | 2017 | 2018 |  | 3M 18 | 3M 19 |  | 3M 18 | 3M 19 |
| BCP Stand-alone | 61,369 | 71,398 | 77,122 | 77,796 | 85,043 | 9.3\% | 82,078 | 88,224 | 7.5\% | 81.7\% | 82.0\% |
| Wholesale Banking | 32,174 | 38,513 | 41,479 | 41,004 | 44,999 | 9.7\% | 43,661 | 45,504 | 4.2\% | 43.5\% | 42.3\% |
| Corporate | 20,309 | 25,046 | 27,602 | 26,616 | 28,037 | 5.3\% | 27,607 | 27,875 | 1.0\% | 27.5\% | 25.9\% |
| Middle - Market | 11,864 | 13,467 | 13,876 | 14,388 | 16,963 | 17.9\% | 16,054 | 17,629 | 9.8\% | 16.0\% | 16.4\% |
| Retail Banking | 29,195 | 32,885 | 35,643 | 36,792 | 40,044 | 8.8\% | 38,416 | 42,720 | 11.2\% | 38.3\% | 39.7\% |
| SME - Business | 3,003 | 3,899 | 4,770 | 4,992 | 5,332 | 6.8\% | 5,070 | 5,258 | 3.7\% | 5.0\% | 4.9\% |
| SME - Pyme | 7,008 | 7,081 | 7,557 | 8,148 | 8,903 | 9.3\% | 8,631 | 9,413 | 9.1\% | 8.6\% | 8.7\% |
| Mortgage | 10,505 | 11,808 | 12,554 | 12,775 | 13,977 | 9.4\% | 13,312 | 15,100 | 13.4\% | 13.3\% | 14.0\% |
| Consumer | 5,656 | 6,266 | 6,453 | 6,556 | 7,218 | 10.1\% | 6,970 | 7,645 | 9.7\% | 6.9\% | 7.1\% |
| Credit Card | 3,023 | 3,830 | 4,308 | 4,321 | 4,615 | 6.8\% | 4,433 | 5,305 | 19.7\% | 4.4\% | 4.9\% |
| Mibanco | 2,954 | 6,801 | 8,106 | 8,800 | 9,567 | 8.7\% | 9,366 | 9,910 | 5.8\% | 9.3\% | 9.2\% |
| Bolivia | 3,121 | 3,996 | 5,024 | 5,803 | 6,712 | 15.7\% | 6,256 | 7,096 | 13.4\% | 6.2\% | 6.6\% |
| ASB | 2,188 | 2,794 | 3,109 | 2,766 | 2,596 | -6.1\% | 2,710 | 2,408 | -11.1\% | 2.7\% | 2.2\% |
| BAP's total loans | 69,632 | 84,989 | 93,361 | 95,165 | 103,919 | 9.2\% | 100,409 | 107,638 | 7.2\% | 100.0\% | 100.0\% |

## I.7.d. Credicorp - Interest Earning Assets

Credicorp's loan expansion YoY was led by LC loans in retail banking..

Domestic Currency Loans
(in million soles)


Foreign Currency Loans
(in million dollars)


## I.7.d. Credicorp - Interest Earning Assets

Credicorp's loan portfolio has shown a clear de-dollarization trend...

Loan Portfolio - Level of dollarization by segment ${ }^{(1)}$
FC portfolio participation:

- Credicorp: $41.5 \%$ in 1Q18 and $40.8 \%$ in 1Q19 -BCP Stand-alone: 39.0\% in 1Q18 and 38.3\% in 1Q19


(1) In average daily balances
(2) Maximum level of dollarization since 2009
(3) Exposure for Credicorp's loan book is lower.


## I.7.e. Credicorp - Funding Sources

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


## Funding structure

(S/ 127.7 Bn. as of March 2019)


Evolution of Funding Structure \& Funding Cost


[^1]
## I.7.e. Credicorp - Funding Sources

Deposits continued to represent the main source of funding and the funding cost remained stable...


Funding Cost ${ }^{(1)}$

(1) The funding costs differs from previously reported levels due to a change in the methodology to calculate the denominator, which no longer includes: outstanding account acceptances, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.

[^2]
## I.7.e. Credicorp - Funding Sources

Credicorp's deposits expanded $5.6 \%$ YoY, which was mainly driven by growth in Saving and Time deposits in LC...

## Mix of Deposits

( $\mathrm{S} /$ billion - quarter-end balances)

(1) Q-end balances
(2) Measured in average daily balance
(3) Includes ASB and work out unit.

## I.7.e. Credicorp - Funding Sources ${ }^{(1)}$

$48.6 \%$ of BCP's total deposits are attributable to companies...





(1) Does not include BCP Bolivia. It is important to note that $100 \%$ of Severance indemnity deposits (CTS) come from individuals. Numbers as of March 2019 .

## I.7.f. Credicorp - Portfolio quality

The Cost of Risk reached its lowest level in the last 6 years

Credit card
SME - Pyme $7.02 \%$

## I.7.f. Credicorp - Portfolio quality

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NPL ratio increased due to the refinanced loans granted, while IOL ratio contracted in line with the positive evolution of the portfolio quality...

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



## I.7.f. Credicorp - Portfolio quality

Traditional delinquency ratios continue to be distorted by high level of collateral ...

Internal overdue ratio by segment


## I.7.f. Credicorp - Portfolio quality

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Wholesale Banking NPL ratio posted an increase YoY mainly due to refinanced loans for a small number of clients..

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

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$B C P$ Bolivia portfolio quality ratios reported an increase QoQ and YoY due to a slight deterioration in the mortgage and consumer portfolios...

BCP Bolivia

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

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IOL and NPL ratios increased mainly due to growth in the IOL portfolio, which was attributable to the deterioration of specific clients...


*Collateral levels as of March 2019
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

## I.7.f. Credicorp - Portfolio quality

Since the beginning of the second half of 2014, SME-Pyme early delinquency ratio has followed a downward trend YoY...


*Collateral levels as of March 2019
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Internal Overdue Loans + Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

IOL, NPL and the early delinquency ratio reduced $Q \circ Q$ and $Y o Y$ attributable to an acceleration in mortgage loan origination within risk appetite...



* Loan-to-value as of March 2019
(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) $/$ Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans


## I.7.f. Credicorp - Portfolio quality

IOL and NPL ratio decreased QoQ and YoY, due to the different initiatives for risk management and collections that are in place today...

## Consumer


(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection $) /$ Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

Early delinquency ratio fell QoQ and YoY due to the acceleration in the growth of the portfolio and the improvement in the risk quality of new vintages...

## Credit Card


(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection) / Total Loans.
(2) NPL Ratio = (Internal Overdue Loans+ Refinanced Loans) / Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.
(4) Early Delinquency = Loans that are overdue more than 60 days and less than 150 days / Total Loans

## I.7.f. Credicorp - Portfolio quality

IOL and NPL ratios remained stable QoQ. IOL grew in line with the deterioration that was identified in prior quarters...

Mibanco

(1) IOL Ratio $=($ Overdue Loans + Loans Under Legal Collection $) /$ Total Loans.
(2) NPL Ratio $=$ (Internal Overdue Loans + Refinanced Loans) $/$ Total Loans.
(3) Cost of Risk= Annualized Provisions for Loan Losses net of Recoveries / Total Loans.

NIM increased YoY primarily due to higher interest income, mainly as a result of the expansion in average daily loan balances...

Net interest income ${ }^{(1)}$

| Net interest income <br> S/ Millions | 2014 | 2015 | Year |  | 2018 | $\begin{gathered} \hline \text { \% change } \\ 2018 \text { / } 2017 \end{gathered}$ | YTD |  | \% change 3M 19 / 3M 18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2016 | 2017 |  |  | 3M 18 | 3M 19 |  |
| Interest income | 9,695 | 10,205 | 10,742 | 11,057 | 11,523 | 4.5\% | 8,224 | 8,497 | 3.3\% |
| Interest expense | 2,585 | 2,721 | 2,864 | 2,985 | 3,034 | 0.5\% | 2,219 | 2,244 | 1.1\% |
| Net interest income | 7,110 | 7,484 | 7,878 | 8,071 | 8,489 | 6.0\% | 6,006 | 6,253 | 4.1\% |
| Net provisions for loan losses | $(1,611)$ | $(1,696)$ | $(1,785)$ | $(1,789)$ | $(1,532)$ | 16.2\% | $(1,348)$ | $(1,124)$ | -16.6\% |
| Risk-adjusted Net interest income | 5,499 | 5,788 | 6,093 | 6,282 | 6,957 | 3.7\% | 4,658 | 5,129 | 10.1\% |

Historical NIM \& Risk-adjusted NIM ${ }^{(1)}$

(1) NIM: Annualized Net interest income / Average period end and period beginning interest earning assets. Starting on 1Q17, we exclude derivatives from the NII result. For comparative purposes, the figure above shows the NIM and Risk-adjusted NIM as calculated with the new methodology since 2016

NIM remained at stable levels in most subsidiaries...


NIM breakdown by Subsidiary ${ }^{(1)}$

(1) NIM: Annualized Net interest income / Average period end and period beginning interest earning assets. Starting on 1Q17, we exclude derivatives from the NII result. For comparative purposes, the figure above shows the NIM and Risk-adjusted NIM as calculated with the new methodology since 2016

YoY, the main components of non-financial income, Fee income and the Net gain on foreign exchange transactions, reported growth due to an increase in transactional activity...

```
>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
``` Non-financial income
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Non-financial income S/ Millions} & \multirow[b]{2}{*}{2014} & \multirow[b]{2}{*}{2015} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { Year } \\
& 2016
\end{aligned}
\]} & \multirow[b]{2}{*}{2017} & \multirow[b]{2}{*}{2018} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { \% Change } \\
& 2018 \text { / } 2017
\end{aligned}
\]} & \multicolumn{2}{|c|}{YTD} & \multirow[t]{2}{*}{\% Change 3M 19 / 3M 18} \\
\hline & & & & & & & 3M 18 & 3M 19 & \\
\hline Fee income & 2,522 & 2,644 & 2,777 & 2,907 & 3,127 & 4.7\% & 750 & 783 & 4.4\% \\
\hline Net gain on foreign exchange transactions & 625 & 774 & 679 & 650 & 738 & -4.3\% & 162 & 178 & 9.9\% \\
\hline Net gain from associates \({ }^{(1)}\) & 11 & 161 & 41 & 49 & 36 & 59.8\% & 16 & 15 & -10.3\% \\
\hline Net gain on sales of securities & 202 & 55 & 299 & 712 & 192 & 131.9\% & 90 & 114 & 26.3\% \\
\hline Net gain on derivatives & -34 & 208 & 19 & 104 & 13 & 445.2\% & 0 & -2 & N/A \\
\hline Result on exchange difference & 0 & 47 & -42 & 17 & 16 & 141.2\% & 6 & 8 & 30.1\% \\
\hline Other non-financial income & 145 & 189 & 207 & 252 & 272 & 22.1\% & 83 & 76 & -8.8\% \\
\hline Total non financial income & 3,472 & 4,076 & 3,981 & 4,691 & 4,394 & 17.9\% & 1,107 & 1,171 & -4.6\% \\
\hline
\end{tabular}

Evolution of fee income by subsidiary (S/ Millions)


\footnotetext{
(1) Mainly includes the agreement between Grupo Pacifico and Banmedica.
* Others include Grupo Pacifico and eliminations for consolidation purposes.
}

\section*{I.7.i. Credicorp - Insurance underwriting result}

\section*{CREDICORP}

Grupo Pacifico underwriting result include the Life and Property \& Casualty business...

\section*{Insurance underwriting result}
\begin{tabular}{|l|ccccc|c|c|c|c|}
\hline Insurance underwriting result & \multicolumn{5}{|c|}{ Year } & \% Change & \multicolumn{2}{c|}{ YTD } & \% Change \\
S/ Millions & 2014 & 2015 & 2016 & \(\mathbf{2 0 1 7}\) & \(\mathbf{2 0 1 8}\) & \(\mathbf{2 0 1 8 / 2 0 1 7}\) & 3M 18 & 3M 19 & 3M 19/3M \(\mathbf{1 8}\) \\
\hline Net earned premiums & 2,188 & 1,700 & 1,850 & 1,888 & 2,091 & \(10.8 \%\) & 508 & 587 & \(15.4 \%\) \\
Net claims & \(-1,427\) & \(-1,032\) & \(-1,099\) & \(-1,118\) & \(-1,240\) & \(10.8 \%\) & -295 & -387 & \(31.1 \%\) \\
Acquisition cost & -339 & -193 & -239 & -265 & -380 & \(43.7 \%\) & -98 & -91 & \(-6.4 \%\) \\
\hline result & \(\mathbf{4 2 3}\) & \(\mathbf{4 7 6}\) & \(\mathbf{5 1 2}\) & \(\mathbf{5 0 5}\) & \(\mathbf{4 7 1}\) & \(\mathbf{- 6 . 7 \%}\) & \(\mathbf{1 1 6}\) & \(\mathbf{1 0 9}\) & \(\mathbf{- 6 . 0 \%}\) \\
\hline
\end{tabular}

\section*{Acquisition cost}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{\begin{tabular}{l}
Acquisition cost \\
S/ Millions
\end{tabular}} & \multirow[b]{2}{*}{2014} & \multirow[b]{2}{*}{2015} & \multicolumn{2}{|l|}{Year} & \multirow[b]{2}{*}{2018} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { \% Change } \\
& 2018 \text { / } 2017
\end{aligned}
\]} & \multicolumn{2}{|c|}{YTD} & \multirow[t]{2}{*}{\% Change 3M 19 / 3M 18} \\
\hline & & & 2016 & 2017 & & & 3M18 & 3M 19 & \\
\hline Net fees & -263 & -168 & -199 & -204 & -274 & 34.2\% & -67 & -60 & -10.2\% \\
\hline Underwriting expenses & -128 & -96 & -103 & -119 & -116 & -3.0\% & -33 & -35 & 6.0\% \\
\hline Underwriting income & 52 & 71 & 62 & 59 & 9 & -84.0\% & 2 & 3 & 74.1\% \\
\hline Acquisition cost & -339 & -193 & -239 & -265 & -380 & 43.7\% & -98 & -91 & -6.4\% \\
\hline
\end{tabular}

Credicorp's efficiency ratio reduced 50 bps YoY, due to higher operating income which outpaced growth in operating expenses...
```

>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>

```

Operating income and expenses ( \(\mathrm{S} /\) millions)

(1) Includes Fee income, Net earned premiums, Net gain on foreign exchange transactions, Net gain from associates, Net gain on derivatives and Result on Exchange difference.
(2) Other operating expenses includes Depreciation and amortization, Association in participation and Acquisition cost.
(3) (Salaries and employee benefits + Administrative expenses + Depreciation and amortization + Acquisition cost) / (Net interest income + Fee income + Result for difference in exchange + Net gain on derivatives + Result on exchange difference + Net gain from associates + Net premium earned).

Credicorp's efficiency improvement is mainly due to higher operating income at Grupo Pacifico and BCP Stand-alone...

Efficiency ratio \({ }^{(1)}\) by subsidiary (\%)
\begin{tabular}{|c|ccccc|c|}
\multicolumn{1}{c|}{\begin{tabular}{c} 
BCP \\
Stand-alone
\end{tabular}} & BCP Bolivia & Mibanco & Pacifico & Prima AFP & Credicorp \({ }^{(1)}\) \\
\hline 2014 & \(43.9 \%\) & \(61.4 \%\) & \(58.9 \%\) & \(34.1 \%\) & \(41.7 \%\) & \(45.6 \%\) \\
2015 & \(42.5 \%\) & \(65.6 \%\) & \(54.1 \%\) & \(24.8 \%\) & \(42.5 \%\) & \(43.0 \%\) \\
2016 & \(40.3 \%\) & \(56.4 \%\) & \(55.4 \%\) & \(28.0 \%\) & \(44.6 \%\) & \(43.2 \%\) \\
2017 & \(41.3 \%\) & \(57.2 \%\) & \(49.7 \%\) & \(29.3 \%\) & \(47.4 \%\) & \(43.4 \%\) \\
2018 & \(41.8 \%\) & \(63.3 \%\) & \(48.0 \%\) & \(31.1 \%\) & \(45.2 \%\) & \(43.8 \%\) \\
\hline 3M 18 & \(38.9 \%\) & \(62.7 \%\) & \(48.9 \%\) & \(32.3 \%\) & \(49.8 \%\) & \(42.6 \%\) \\
3M 19 & \(37.7 \%\) & \(61.8 \%\) & \(54.5 \%\) & \(27.9 \%\) & \(41.6 \%\) & \(42.1 \%\) \\
\hline
\end{tabular}

\section*{Operating Expenses / Total Average} Assets Ratio
\% of Change of Operating Expenses and Total Average Assets


\footnotetext{
(1) The efficiency ratio of Credicorp Capital, under Credicorp's methodology, is around \(100 \%\) because it does not include all the components of its core income (operating income + net gain on sales of securities). If we include all of Credicorp Capital's core income, the efficiency ratio will be situated between \(75 \%-85 \%\) over the last few quarters
(2) Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.
}

\section*{I.7.k. Credicorp - Regulatory capital(1)}

Credicorp's status as a financial conglomerate means that regulatory capital is based on the minimum capital requirement...

Regulatory capital breakdown (S/ millions) \({ }^{(1)}\)


Regulatory capital requirement breakdown March 2019
\(\left.\begin{array}{c}\text { BCP } \\
\text { represents } \\
77.2 \% \text { of total } \\
\text { Regulatory } \\
\text { Capital } \\
\text { Requirement }\end{array}\right]\)\begin{tabular}{c} 
Insurance \\
Consolidated \\
Group (7) \\
\(5.1 \%\)
\end{tabular}

Compliance with capital requirement (S/millions) \({ }^{(7)}\)
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline & 2014 & 2015 & 2016 & 2017 & 2018 & 3M 18 & 3M 19 \\
\hline Total Regulatory Capital (A) & 16,163 & 18,615 & 21,175 & 21,723 & 25,064 & 24,594 & 26,817 \\
\hline Total Regulatory Capital Requirements (B) & 14,160 & 16,401 & 17,259 & 18,011 & 20,437 & 18,353 & 20,425 \\
\hline Compliance with Capital Requirementes & 1.14 & 1.13 & 1.23 & 1.21 & 1.23 & 1.34 & 1.31 \\
\hline
\end{tabular}
(1) For a more detailed breakdown of Credicorp's Regulatory capital, refer to Credicorp's Quarterly Earning Releases.
(2) Tier I = capital + restricted capital reserves + Tier I minority interest - goodwill - ( 0.5 x investment in equity and subordinated debt of financial and insurance companies)+ perpetual subordinated debt.
(3) Tier II = subordinated debt + TierlI minority interest tier + loan loss reserves - ( 0.5 x investment in equity and subordinated debt of financial and insurance companies).
(4) Tier III = Subordinated debt covering market risk only.
(5) Includes: BCP, ASB, BCP Bolivia, Edyficar, Solución EAH, AFP Prima, Credicorp Ltd, Grupo Crédito, Credicorp Capital and others.
(6) Includes Grupo Pacifico.
(7) Legal minimum \(=100 \% /\) Internal limit \(=105 \%\).

\section*{I.7.k. BCP Stand-alone - Regulatory capital (1)}

\section*{CREDICORP}
\(B C P\) 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) In Peru, the minimum BIS ratio required by the regulator (Superintendence of Banks, Insurance and Pension Funds) has two components: Fixed component (Basel II requirement) which is \(10 \%\) and a Variable component (Basel III requirement), which is a function of (i) concentration risk, (ii) systemic risk and (iii) economic cycle risk.
(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).
(5) Internal minimum for Jan \(2016=8.70 \%\), Aug \(2016=9.45 \%\), Jan \(2018=10.50 \%\) and Jan 2019 \(=11.0 \%\).

\section*{I.7.k. BCP Stand-alone - Regulatory capital}

The CET 1 Ratio decreased due to the declaration of dividends in 1Q19...


Common Equity Tier 1 ratio

(1) Includes investments in BCP Bolivia and other subsidiaries.

\section*{Evolution of main capital ratios}


\section*{I.7.I. Distribution Channels}

Digital channels and cost-efficient channels transactions continue to outpace the growth of traditional channels transactions ...

Number of transactions \({ }^{(1)}\) - Monthly average (Millions of transactions)


(1) Figures include monetary and non-monetary transactions.

\section*{I.7.I. Distribution Channels}

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


Points of Contact by subsidiary
\begin{tabular}{|l|cccc|c|}
\hline \multicolumn{1}{|c|}{ Mar 19 } & \begin{tabular}{c} 
BCP Stand- \\
Alone
\end{tabular} & Mibanco \(^{(1)}\) & BCP Bolivia & Total \\
\hline Agentes & 6,759 & - & 363 & 7,122 \\
ATMs & 2,244 & - & 299 & 2,543 \\
Branches & 405 & 324 & 56 & 785 \\
\hline Total & \(\mathbf{9 , 4 0 8}\) & \(\mathbf{3 2 4}\) & \(\mathbf{7 1 8}\) & \(\mathbf{1 0 , 4 5 0}\) \\
\hline
\end{tabular}
(1) Mibanco does not have Agentes or ATMs because it uses the BCP network. Mibanco branches include Banco de la Nacion branches, which in Mar 18, Dec 18 and Mar 19 were 38,37 and 35 respectively.

(1) BCP includes Mibanco's market share. Take into account that in 2013, this figure only includes Edyficar. For presentation purposes since 2014 this figure includes the M\&A of Mibanco and Edyficar that took place in 2015.
(2) BBVA Perú includes Financiera Confianza
(3) Scotiabank includes Crediscotia
(4) Interbank includes Financiera Oh!
(5) Wholesale figures as of March 2019.
*Sources: SBS and Asbanc.

\section*{I.7.m. BCP Consolidated - Overall market shares}

CREDICORP

 Edyficar that took place in 2015.
(2) BBVA Perú includes Financiera Confianza
(3) Scotiabank includes Crediscotia
(4) Interbank includes Financiera Oh!

Sources: SBS and Asbanc.



\section*{I.8. Credicorp - Corporate governance}

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

Governance structure
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General Shareholder's Meeting

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Dionisio Romero Paoletti


Fernando Fort Marie
Luis Enrique Romero Belismelis Martin Pérez Monteverde

Juan Carlos Verme Giannoni* Benedicto Cigüeñas Guevara* Patricia Lizárraga Guthertz*

\section*{Board Committees}

Independent internal and external audit

\section*{Board independence}


Board of directors tenure


\footnotetext{
* Independent directors.
}

\section*{I.8. Credicorp - Corporate governance}

Board committees strengthen the Board's governance role and ensure oversight of internal control and risk management...
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|c|}{Board of Directors} \\
\hline Audit Committee \({ }^{(1)}\) & Compensations Committee \({ }^{(2)}\) & Nominations Committee \({ }^{(3)}\) & Corporate Governance Committee \({ }^{(4)}\) & Risk Committee \({ }^{(5)}\) & Executive Committee \({ }^{(6)}\) & Investment Committee \({ }^{(7)}\) \\
\hline & C & C & C & M & C & C \\
\hline C & M & M & & M & M & M \\
\hline & & & & & M & \\
\hline & M & & M & & M & \\
\hline & & M & & & M & \\
\hline M & & & M & C & M & M \\
\hline
\end{tabular}

Luis Enrique Romero
Patricia Lizárragal M

Eduardo Hochschild*
\begin{tabular}{ll} 
C: & Chairman. \\
M: & Member. \\
। & Independent Director \\
* & Are not members of Credicorp's board but sit on BCP's Board. \\
1 & Financial expert.
\end{tabular}
\({ }^{(1)}\) 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.
(7) Established on June 27, 2018.

\section*{CREDICORP}
II. Additional Information
1. Macroeconomic outlook - Peru
2. Table of calculations
3. Client segmentation
4. Net income \& Effective tax rate Historical information
5. Contact information

\section*{1. Macroeconomic outlook - Peru}

\section*{CREDICORP}

\section*{Peru's economic performance and outlook...}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Peru & 2015 & 2016 & 2017 & 2018 & \(2019{ }^{(3)}\) \\
\hline GDP (US\$ Millions) & 191,517 & 194,745 & 214,332 & 225,259 & 225,500 \\
\hline Real GDP (\% change) & 3.3 & 4.0 & 2.5 & 4.0 & 3.0 \\
\hline GDP per capita (US\$) & 6,138 & 6,182 & 6,740 & 6,996 & 6,938 \\
\hline Domestic demand (\% change) & 2.9 & 1.1 & 1.4 & 4.3 & 3.1 \\
\hline Total consumption (\% change) & 4.9 & 2.8 & 2.2 & 3.6 & 3.4 \\
\hline Private Consumption (\% change) & 4.0 & 3.3 & 2.5 & 3.8 & 3.5 \\
\hline Gross fixed investment (as \% GDP) & 23.8 & 22.2 & 20.9 & 21.8 & 21.5 \\
\hline Private Investment (\% change) & -4.2 & -5.4 & 0.2 & 4.4 & 3.6 \\
\hline Public Investment (\% change) & -9.5 & -0.2 & -2.3 & 8.4 & 0.3 \\
\hline Public Debt (as \% GDP) & 23.3 & 23.9 & 24.9 & 25.8 & 26.5 \\
\hline System loan growth (\% change) \({ }^{(1)}\) & 14.4 & 4.9 & 5.6 & 10.1 & - \\
\hline Inflation \({ }^{(2)}\) & 4.4 & 3.2 & 1.4 & 2.2 & 2.3 \\
\hline Reference Rate & 3.75 & 4.25 & 3.25 & 2.75 & 2.75 \\
\hline Exchange rate, end of period & 3.41 & 3.36 & 3.24 & 3.37 & 3.35-3.40 \\
\hline Exchange rate, (\% change) & 14.6\% & -1.7\% & -3.5\% & 4.1\% & -0.6\% \\
\hline Fiscal balance (\% GDP) & -2.1 & -2.6 & -3.1 & -2.5 & -2.0 \\
\hline Trade balance (US\$ Millions) & -2,916 & 1,953 & 6,571 & 7,049 & 5,000 \\
\hline (As \% GDP) & -1.5\% & 1.0\% & 3.1\% & 3.1\% & 2.2\% \\
\hline Exports & 34,414 & 37,082 & 45,275 & 48,942 & 49,000 \\
\hline Imports & 37,331 & 35,128 & 38,704 & 41,893 & 44,000 \\
\hline Current account balance (US\$ Millions) & -9,169 & -5,303 & -2,537 & -3,349 & -4,510 \\
\hline (As \% GDP) & -4.8\% & -2.7\% & -1.2\% & -1.5\% & -2.0\% \\
\hline Net international reserves (US\$ Millions) & 61,485 & 61,686 & 63,621 & 60,121 & 66,500 \\
\hline (As \% GDP) & 32.1\% & 31.7\% & 29.7\% & 26.7\% & 29.5\% \\
\hline (As months of imports) & 20 & 21 & 20 & 17 & 18 \\
\hline
\end{tabular}

Source: estimates by BCP Economic Research as of June 2019; INEI, BCRP and SBS.
(1) Financial System, Current Exchange Rate
(2) Inflation target: \(1 \%-3 \%\)
(3) Estimates by BCP Economic Research as of June, 2019

\section*{Profitability}
\begin{tabular}{|l|l|}
\hline Net interest margin (NIM) & Annualized net interest income / Average* interest earning assets \\
\hline Net interest margin on loans (NIM on loans) & \begin{tabular}{l} 
Annualized [ Interest on loans-(Interest expense x (Average* total loans \\
/ Average interest earning assets)) ] / Average total loans
\end{tabular} \\
\hline Risk-adjusted Net interest margin (Risk-adjusted NIM) & \begin{tabular}{l} 
Annualized net interest income after net provisions for loan losses / \\
Average* interest earning assets
\end{tabular} \\
\hline Return on average assets (ROAA) & Annualized net income attributable to Credicorp / Average* assets \\
\hline Return on average equity (ROAE) & Annualized net income attributable to Credicorp / Average* net equity \\
\hline Funding cost & Annualized interest expense / Average* of total funding** \\
\hline
\end{tabular}

\section*{Portfolio quality}
\begin{tabular}{|l|l|}
\hline Internal overdue ratio & Internal overdue loans / Total loans \\
\hline Non - performing loans ratio (NPL ratio) & Non-performing loans / Total loans \\
\hline Adjusted non - performing loans ratio (Adjusted NPL ratio) & (Non-performing loans + Write-offs) / (Total loans + Write-offs) \\
\hline Coverage ratio of internal overdue loans & Allowance for loan losses / Internal overdue loans \\
\hline Coverage ratio of non-performing loans & Allowance for loan losses / Non-performing loans \\
\hline Cost of risk & Annualized provisions for loan losses net of recoveries / Total loans \\
\hline
\end{tabular}

\footnotetext{
*Averages between period-beginning and period-ending balances.
Example: For the quarter: 1Q19 average is the average of 4Q18 and 1Q19 balances
For the year: 1Q19 average is the average of 1Q18 and 1Q19 balances
}
** Includes total deposits, BCRP instruments, Repurchase agreements, Due to banks and correspondents and Bonds and subordinated debt.

Operating performance
\begin{tabular}{|l|l|}
\hline \multirow{3}{*}{ Operating efficiency } & \begin{tabular}{l} 
(Salaries and employees benefits + Administrative expenses + Depreciation \\
and amortization + Acquisition cost + Association in participation) / (Net \\
interest, similar income and expenses + Fee income + Net gain on foreign \\
exchange transactions + Net gain from associates + Net gain on derivatives \\
held for trading + Result on exchange differences + Net premiums earned).
\end{tabular} \\
\hline Operating expenses / Total assets & \begin{tabular}{l} 
(Salaries and employees benefits + Administrative expenses + Depreciation \\
and amortization + Acquisition cost + Association in participation) \(/\) Average* \\
total assets
\end{tabular} \\
\hline
\end{tabular}

\section*{Capital Adequacy}
\begin{tabular}{|l|l|}
\hline BIS ratio & Regulatory Capital / Risk-weighted assets \\
\hline Tier 1 ratio & Tier 1 / Risk-weighted assets \\
\hline Common Equity Tier 1 ratio & \begin{tabular}{l} 
Capital + Reserves - 100\% of applicable deductions (investment in \\
subsidiaries, goodwill, intangibles and deferred tax assets that rely on future \\
profitability) + retained earnings + unrealized gains / Risk-weighted assets
\end{tabular} \\
\hline
\end{tabular}

Insurance
\begin{tabular}{|l|l|}
\hline Combined ratio & \begin{tabular}{l} 
(Net claims/ Net earned premiums) \(+[\) (Acquisition cost + Operating \\
expenses)/ Net earned premiums \(]\)
\end{tabular} \\
\hline Loss ratio & Net claims / Net earned premiums \\
\hline Underwriting results to net earned premiums & \begin{tabular}{l} 
(Net earned premiums - Net claims - Acquisition cost) / Net earned \\
premiums
\end{tabular} \\
\hline
\end{tabular}

\footnotetext{
*Averages between period-beginning and period-ending balances.
Example: For the quarter: 1Q19 average is the average of 4Q18 and 1Q19 balances
For the year : 1Q19 average is the average of 1Q18 and 1Q19 balances
}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{5}{|c|}{Client Segmentation} & \multicolumn{2}{|l|}{Equivalent \({ }^{(1)(2)}\)} \\
\hline Subsidiary & Business & Group & Criteria & Frequency & US\$ & S/ \\
\hline \multirow{9}{*}{BCP Stand-alone} & \multirow[t]{2}{*}{Wholesale Banking Group \((W B G)^{(1)}\)} & Corporate & Sales & Annual & > 100 M & \(>337 \mathrm{M}\) \\
\hline & & Middle-Market & Sales & Annual & 10 M to 100 M & 34 M to 337 M \\
\hline & \multirow{7}{*}{Retail Banking Group} & \multirow[b]{2}{*}{Enalta} & Income & Monthly & \(\geq 6 \mathrm{~K}\) & \(\geq 20 \mathrm{~K}\) \\
\hline & & & AuMs \({ }^{(3)}\) & - & \(>200 \mathrm{~K}\) & \(>675 \mathrm{~K}\) \\
\hline & & Affluent & Income & Monthly & 1 K to 6 K & 5 K to 20 K \\
\hline & & Consumer & \multicolumn{2}{|l|}{Focus on medium-low income individuals} & & \\
\hline & & \multirow[b]{2}{*}{SME - Business} & Sales & Annual & 1.7 M to 9.5 M & 5.6 M to 32 M \\
\hline & & & Debt & Annual & 356 K to 3.0 M & 1.2 M to 10 M \\
\hline & & SME- Pyme & Debt & Annual & \(\leq 356 \mathrm{~K}\) & \(\leq 1.2 \mathrm{M}\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{4}{|c|}{ Client Segmentation } & \multicolumn{2}{c|}{ Equivalent \({ }^{(1)}\)} \\
\hline Subsidiary \(\quad\) Business & Group & Criteria & Frequency & US\$ & S/ \\
\hline \begin{tabular}{c} 
Now this group belongs to LOB \\
"Investment Banking and Wealth \\
Management"
\end{tabular} & \begin{tabular}{l} 
Private \\
Banking
\end{tabular} \\
\hline
\end{tabular}
(3) AUMs do not include Severance indemnity deposits.
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{5}{|c|}{Client Segmentation} & \multicolumn{2}{|c|}{Equivalent} \\
\hline Subsidiary & Business & Group & Criteria & Frequency & US\$ & S/ \\
\hline \multirow{7}{*}{Mibanco} & \multirow{7}{*}{\begin{tabular}{l}
SME \& \\
Microlending
\end{tabular}} & \multirow{3}{*}{SME - medium} & Sales & Annual & \(\leq 6 \mathrm{M}\) & \(\leq 20 \mathrm{M}\) \\
\hline & & & Debt & - & \(>89 \mathrm{~K}\) & > 300 K \\
\hline & & & \multicolumn{2}{|l|}{Not issued debt in the capital market} & & \\
\hline & & SME - small & Debt & - & 6 K to 89 K & 20 K to 300 K \\
\hline & & Micro-Business & Debt & - & \(\leq 6 \mathrm{~K}\) & \(\leq 20 \mathrm{~K}\) \\
\hline & & Consumer & Focus on deb business & related to & & \\
\hline & & Mortgage & Focus on ind construction granted with & uals for acquisition, omeownership and gages & - & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{5}{|c|}{Client Segmentation} & \multicolumn{2}{|c|}{Equivalent} \\
\hline Subsidiary & Business & Group & Criteria & Frequency & US\$ & S/ \\
\hline \multirow{6}{*}{BCP Bolivia} & \multirow[b]{2}{*}{Wholesale Banking} & Large companies & Sales & Annual & > 15 M & > 49 M \\
\hline & & Medium companies & Sales & Annual & 1.8 M to 15 M & 6 M to 49 M \\
\hline & \multirow{4}{*}{Retail Banking} & Small Business & Sales & Annual & 30 K to 1.8 M & 100 K to 6 M \\
\hline & & Micro Business & Sales & Annual & \(\geq 30 \mathrm{~K}\) & \(\geq 100 \mathrm{~K}\) \\
\hline & & Consumer & \multicolumn{2}{|l|}{Payroll workers and self-employed workers} & & \\
\hline & & Mortgage Banking & \multicolumn{2}{|l|}{Payroll workers, independent professionals and business owners} & & \\
\hline
\end{tabular}

\section*{Quarterly historical}



\(\begin{array}{lllllllllllllll}\text { 1Q15 } & 2 Q 15 & 3 Q 15 & 4 Q 15 & 1 Q 16 & 2 Q 16 & 3 Q 16 & 4 Q 16 & 1 Q 17 & 2 Q 17 & 3 Q 17 & 4 Q 17 & \text { 1Q18 } & \text { 2Q18 } & \text { 3Q18 }\end{array}\) 4Q18 1 1Q19

\(2014 \quad 2015 \quad 2016 \quad 2017 \quad 2018\)
\(\square\) Net Income Attributed to Credicorp (S/ million)
\(\square\) Recurring Net Income (S/ million)
- Effective tax rate
\(\ldots\) Nominal Rate

\section*{Investor Relations}

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[^0]:    (1) Contribution calculated with Credicorp's Net income, which includes Others (Grupo Credito, Atlantic Security Holding Corporation and others Holdings of Credicorp Ltd).
    (2) Figures include unrealized gains that are considered in Pacifico's Net Equity from the investment portfolio of Pacifico Vida. ROAE excluding such unrealized gains was $15.8 \%$ in

    2017 and $16.0 \%$ in 2018.

[^1]:    (1) Since 2Q18, Repurchase agreements is excluded from Other liabilities and shown in an individual account. Also, it is included in the Total funding.

[^2]:    (2) Includes banking business results, other subsidiaries and consolidation adjustments.

