CREDICORP

2024

# STRATEGIC Update

Powering Sustainable Growth Through Innovation



#### **Opening Remarks**

Mr. Gianfranco Ferrari / CEO, Credicorp

#### **Innovation Strategy: Our Disciplined Approach to Innovation**

Mrs. Francesca Raffo / CINO, Credicorp

#### Fireside Chat: Successful Innovation Stories

Mrs. Francesca Raffo / CINO, Credicorp Mr. Raimundo Morales / CEO, Yape Mr. Adolfo Vinatea / CEO, Krealo

#### Q & A

Mr. Gianfranco Ferrari / CEO, Credicorp Mr. Alejandro Pérez-Reyes / CFO, Credicorp Mrs. Francesca Raffo / CINO, Credicorp Mr. Raimundo Morales / CEO, Yape Mr. Adolfo Vinatea / CEO, Krealo

#### **Closing Remarks**

Mr. Gianfranco Ferrari / CEO, Credicorp



#### Safe Harbor

This material includes "forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. All statements other than statements of historical fact are forward-looking and may contain information about financial results, economic conditions, trends and known uncertainties. Forward-looking statements are not assurances of future performance. Instead, they are based only on our management's current views, beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions.

Many forward-looking statements can be identified by words such as: "anticipate", "aim", "intend", "plan", "goal", "ambition", "seek", "believe", "project", "estimate", "expect", "strategy", "future", "likely", "would", "may", "should", "will", "see" and similar references to future periods. Examples of forward-looking statements include, among others, statements or estimates we make regarding guidance relating to business expansion, growth rates, development of prioritized innovation domains, investments and divestments, geographic growth and disruptions of markets, future leadership in certain markets, percentages of portfolio revenues of certain products, revenue growth, acquisition of government licenses, and other matters.

We caution readers that forward-looking statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those that we expect or that are expressed or implied in the forward-looking statements, depending on the outcome of certain factors, including, without limitation, adverse changes in:

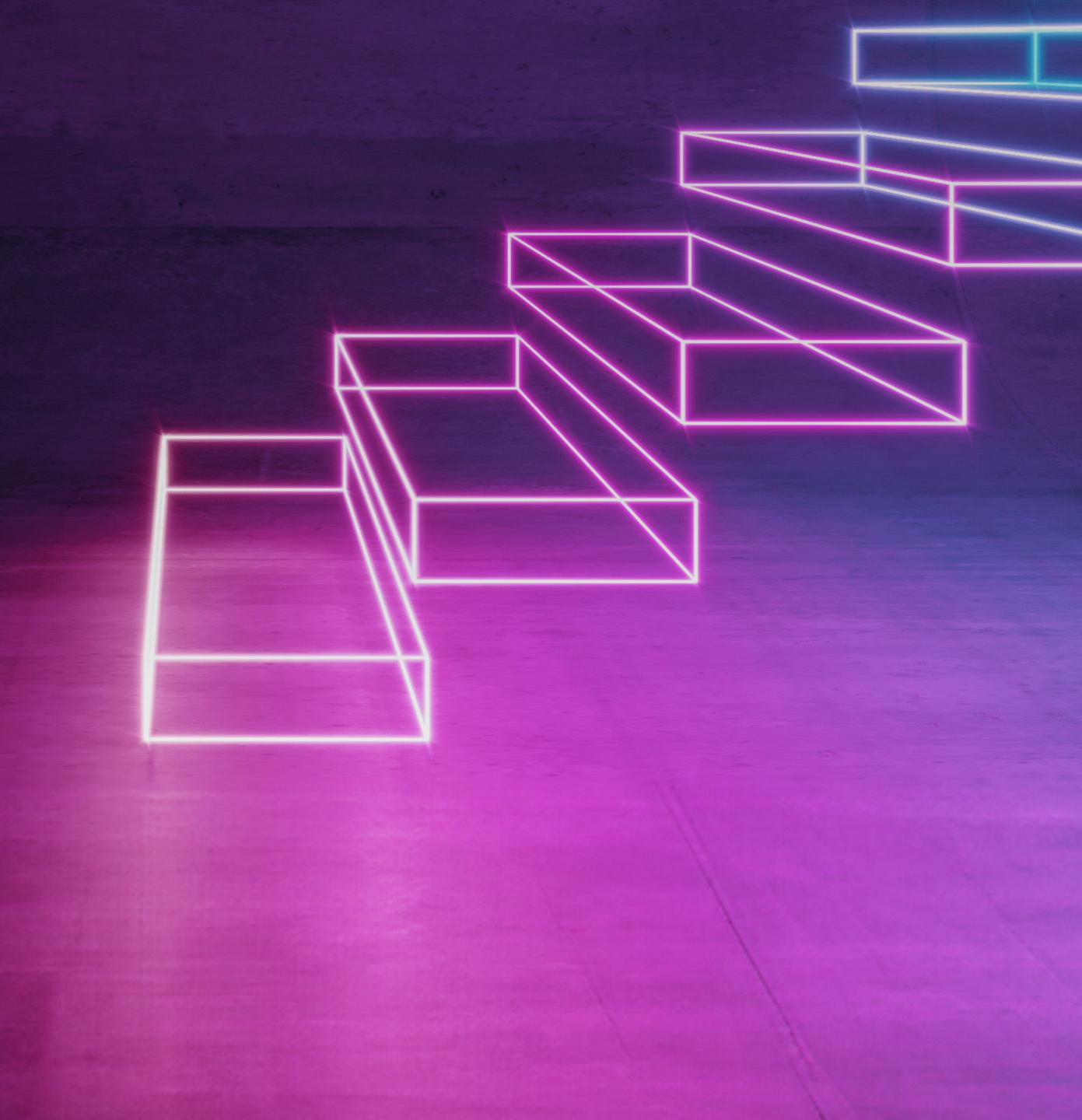
- The economies of Peru, Colombia, Chile and other countries in which we conduct business, with respect to rates of inflation, economic growth, currency devaluation, and other factors, including in the light of the COVID-19 outbreak and government laws, regulations and policies adopted to combat the pandemic;
- The political or social situation in Peru, Colombia and Chile, 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;
- The political or social situation in Peru, Colombia and Chile, 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;
- The occurrence of natural disasters;
- The adequacy of the dividends that our subsidiaries are able to pay to us, which may affect our ability to pay dividends to shareholders and corporate expenses;
- Performance of, and volatility in, financial markets, including Latin-American and other markets;
- The frequency, severity and types of insured loss events;
- Fluctuations in interest rate levels;
- Foreign currency exchange rates, including the Sol/US Dollar exchange rate;
- Deterioration in the quality of our loan portfolio;
- Increasing levels of competition in Peru and other markets in which we operate;
- Developments and changes in laws and regulations affecting the financial sector and adoption of new international guidelines;
- Changes in the policies of central banks and/or foreign governments;
- Effectiveness of our risk management policies and of our operational and security systems;
- Losses associated with counterparty exposures;
- Changes in Bermuda laws and regulations applicable to so-called non-resident entities.

See "Item 3. Key Information—3.D Risk Factors" and "Item 5. Operating and Financial Review and Prospects" in our most recent Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission for additional information and other such factors.

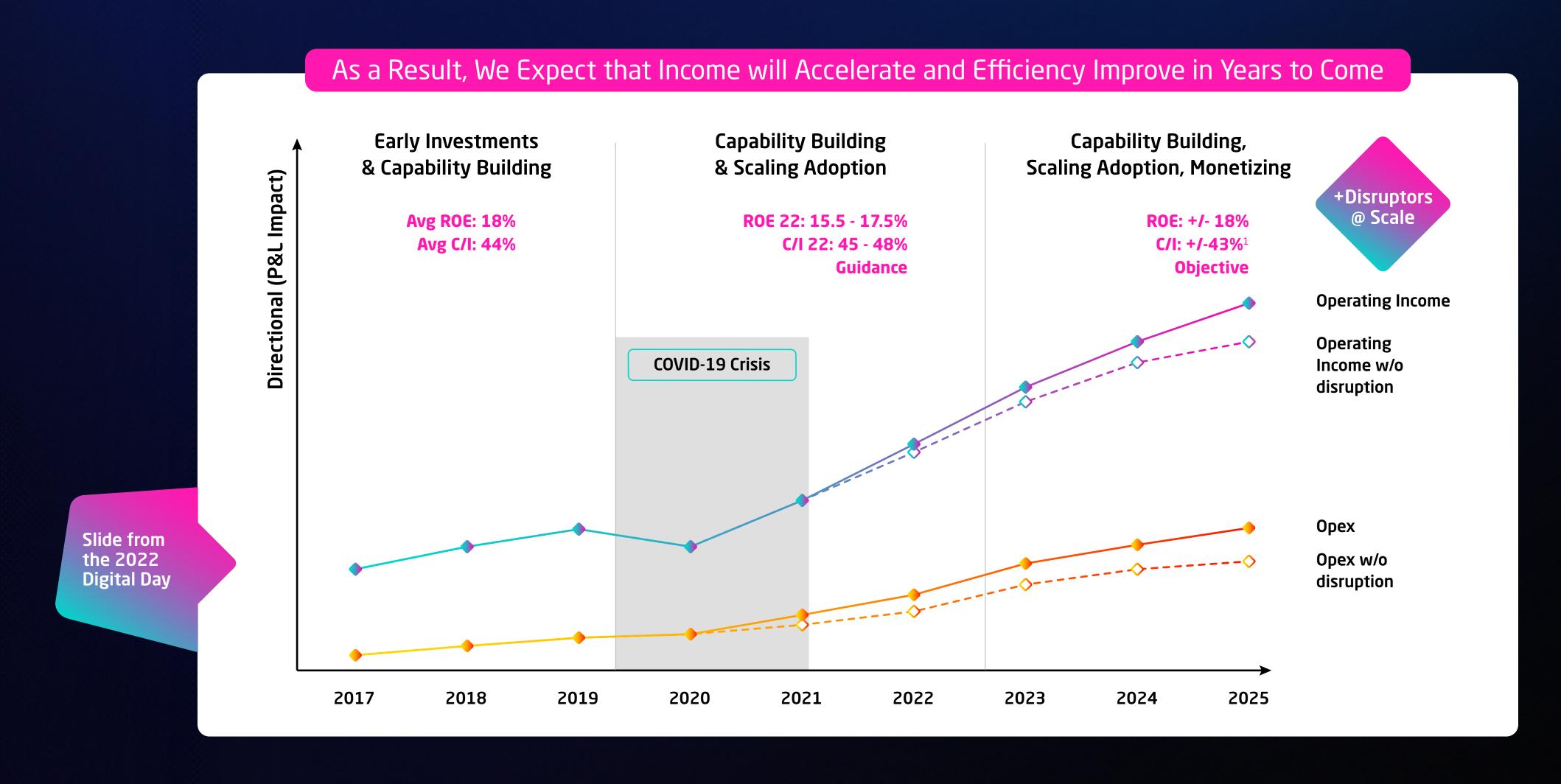
You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof and are based only on information currently available to us. Therefore, you should not rely on any of these forward-looking statements. We undertake no obligation to publicly update or revise these or any other forward-looking statements that may be made to reflect events or circumstances after the date hereof, whether as a result of changes in our business strategy or new information, to reflect the occurrence of unanticipated events or otherwise.



## Opening Remarks Mr. Gianfranco Ferrari CEO, Credicorp

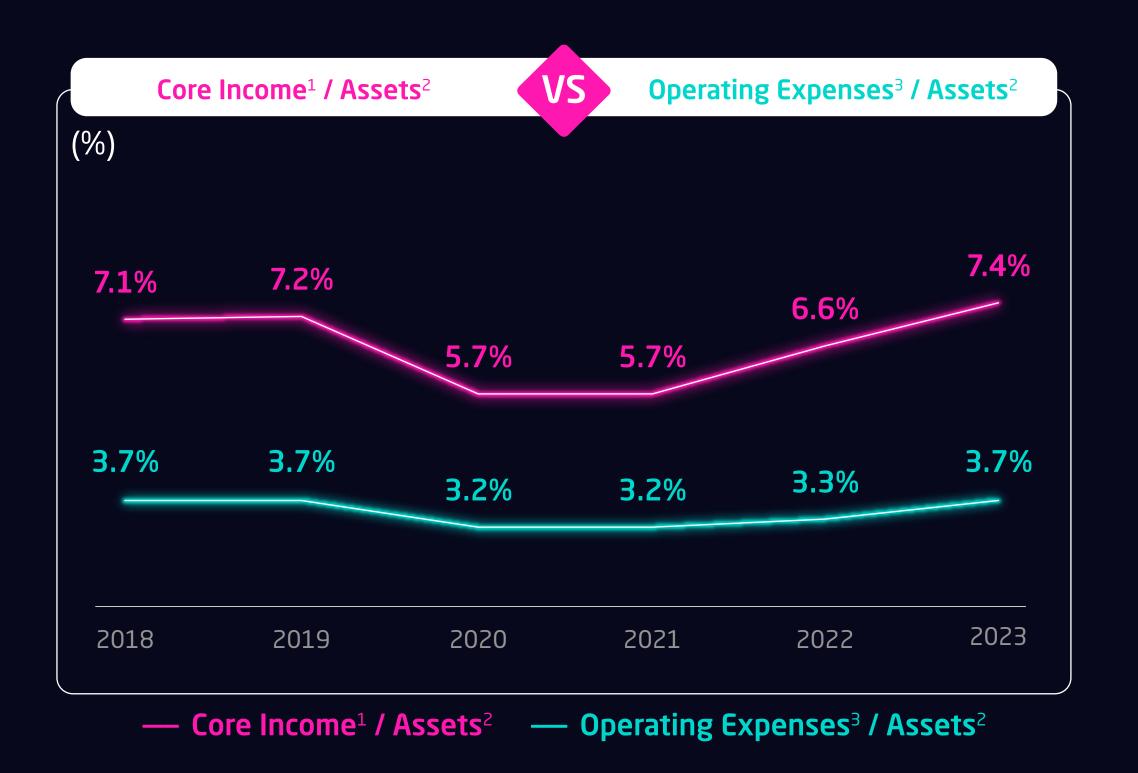


#### On Track Towards Sustainable ROE Supported by Our LOBs

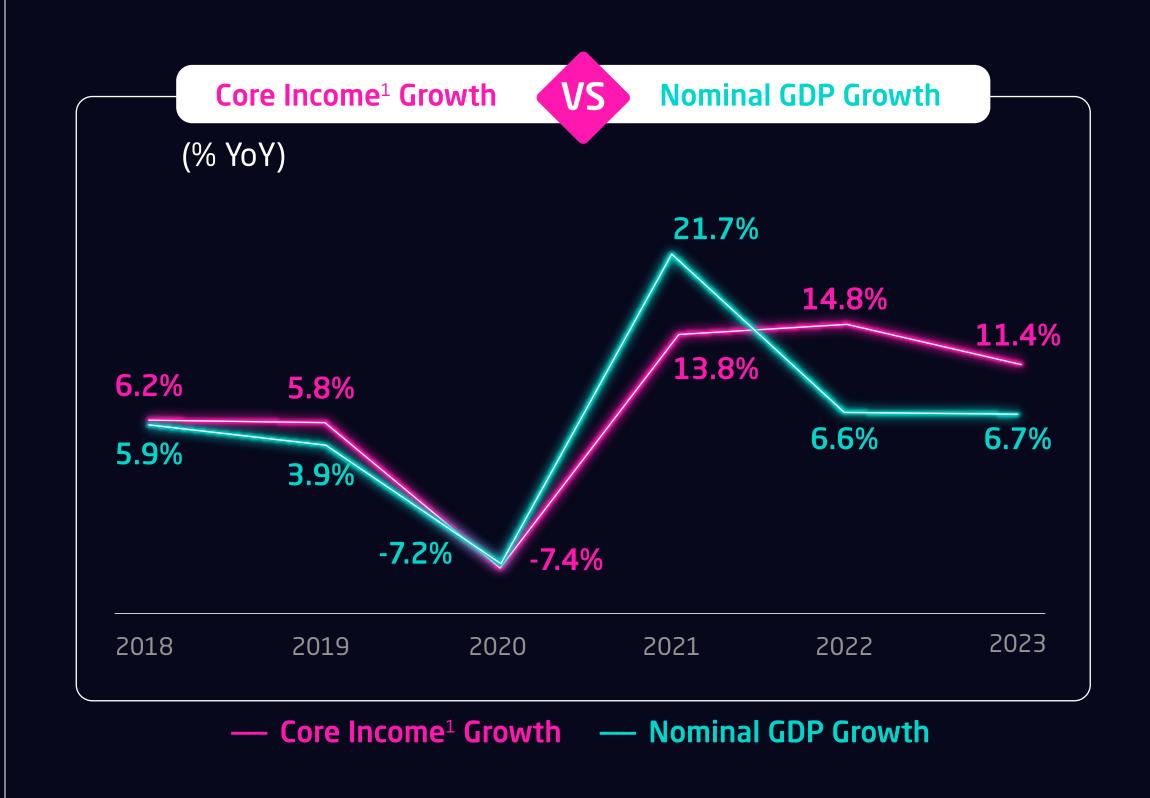


#### Investing Heavily in Transforming Our Core Business to Decouple from the Macro and Grow Efficiently

Core Income Outpaces Expenses Relative to Assets, Generating Higher Income with Similar Assets



Diversification from New Revenue Streams Allows us to Decouple from GDP





Innovation Strategy:
Our Disciplined Approach to Innovation

Mrs. Francesca Raffo CINO, Credicorp

#### Our Proactive Strategy Has Clear Goals, Domains and Boundaries





What North Star and goals



Gain and defend market penetration by disrupting ourselves before other players do



**Expand our TAM**and cover
white spaces



Accelerate adoption of key capabilities

Where Domains and horizons

**Horizon 1** 

Close to core *E.g. Payments* 

**Horizon 2** 

New value pools

E.g. Insurtech
in Chile & Colombia

**Horizon 3** 

Transformative tech *E.g. Cognitive Al* 

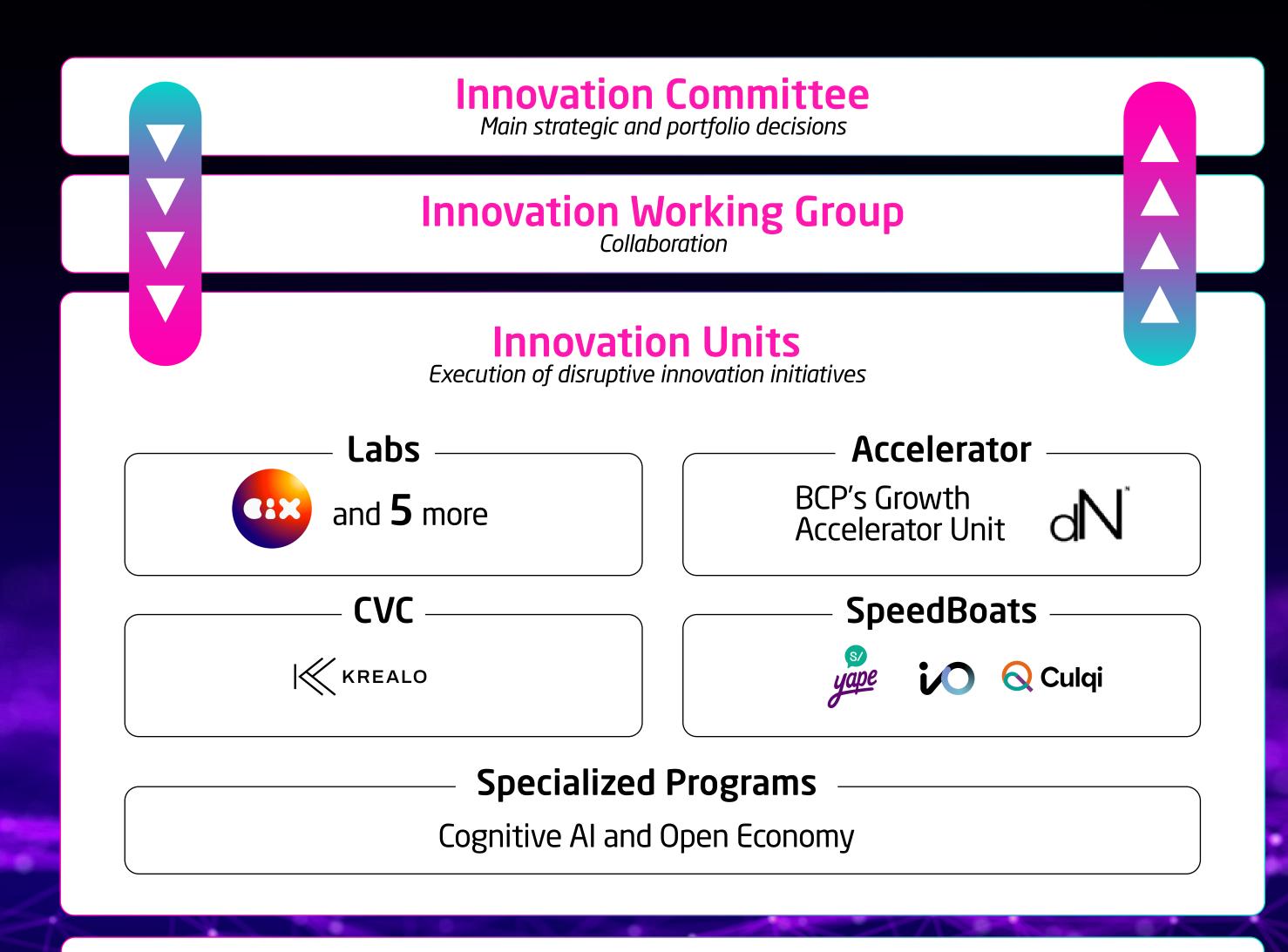
Appetite
Investment
impact
boundaries

ROE <= -150bps

Cost-to-Income
<= 350 bps</pre>

Our Centralized Portfolio Ambition

and Decentralized Idea Origination and Execution, Enable an Entrepreneurial Innovation System



**Innovation Management Office** 

Orchestration

Our **Disciplined Portfolio Management Approach** Ensures it is Well-diversified, Aligned with Our Strategic Goals, and within Our Financial Limits

#### **Activity**

Right initiative volume and speed, with healthy kill rates

+20%
growth in number of portfolio initiatives¹

#### **Strategic Performance**

Proper diversification in our prioritized innovation domains

40%
of our most advanced initiatives<sup>2</sup> are based outside of Peru

#### **Financial Performance**

Return and progress towards North Star, while complying with limits

**4**x

YoY growth in revenues after provisions during 2023

#### Confidence

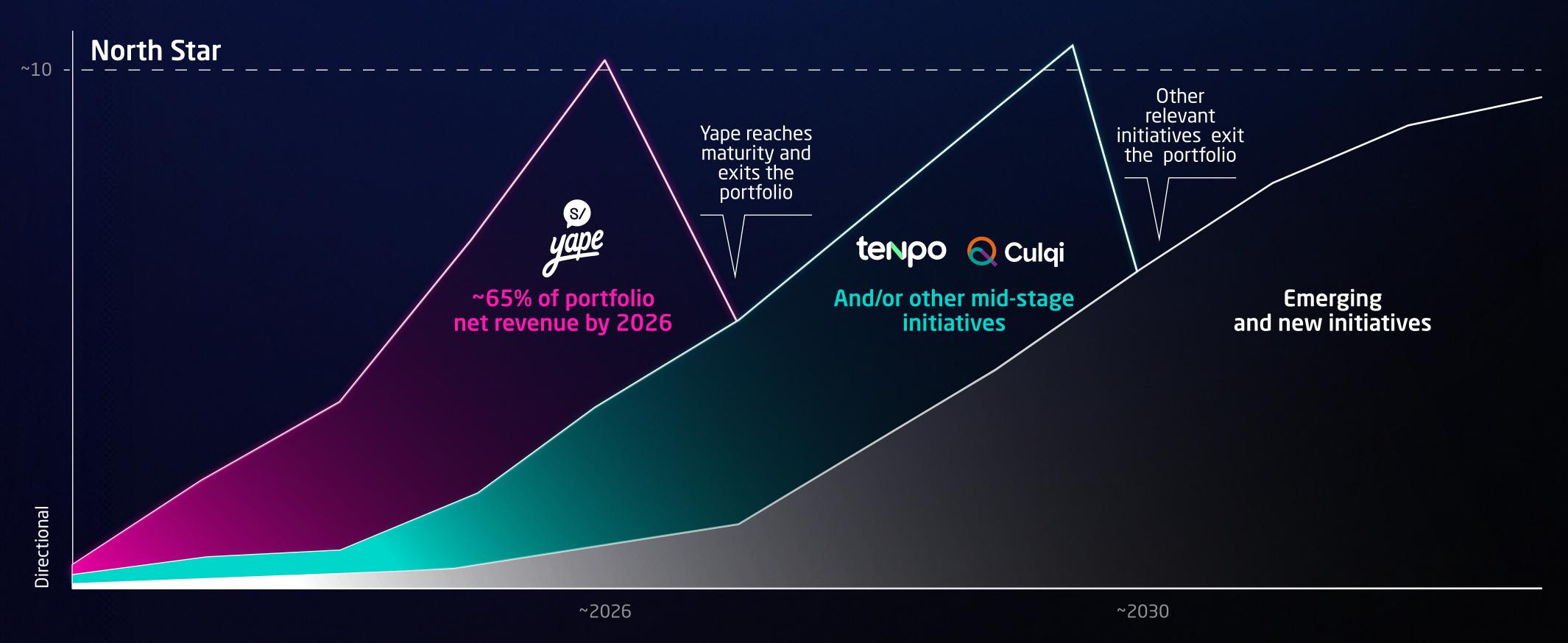
Measures the overall health of the portfolio based on past performances and future challenges

+50%
of initiatives with high probability of success

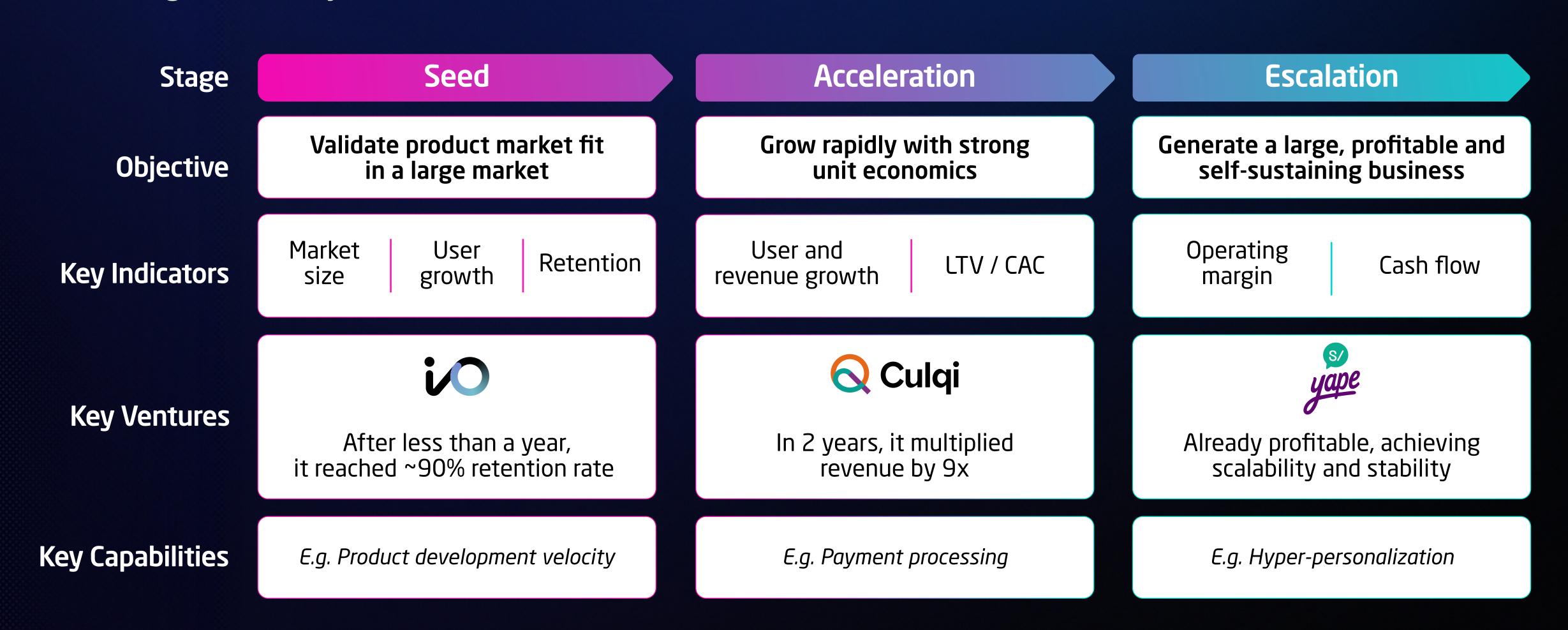
in their respective stages³

On Track to Reach Our 10% North Star by 2026, Having Built a Robust Pipeline of Disruptive Initiatives that Will Eventually Take Yape's Place

#### Portfolio's Net Revenue (% of Credicorp's net revenue)



### We Measure the Overall Health of Our Portfolio by Evaluating Initiatives' Performance and Setting Clear Stages and Objectives to Guide Our Efforts



STRATEGIC
Update

Powering Sustainable Growth
Through Innovation

Fireside Chat: Successful Innovation Stories

Mrs. Francesca Raffo CINO, Credicorp

Mr. Raimundo Morales CEO, Yape Mr. Adolfo Vinatea CEO, Krealo



CREDICORP

2024

### STRATEGIC Update

Powering Sustainable Growth Through Innovation



**Q&A** 

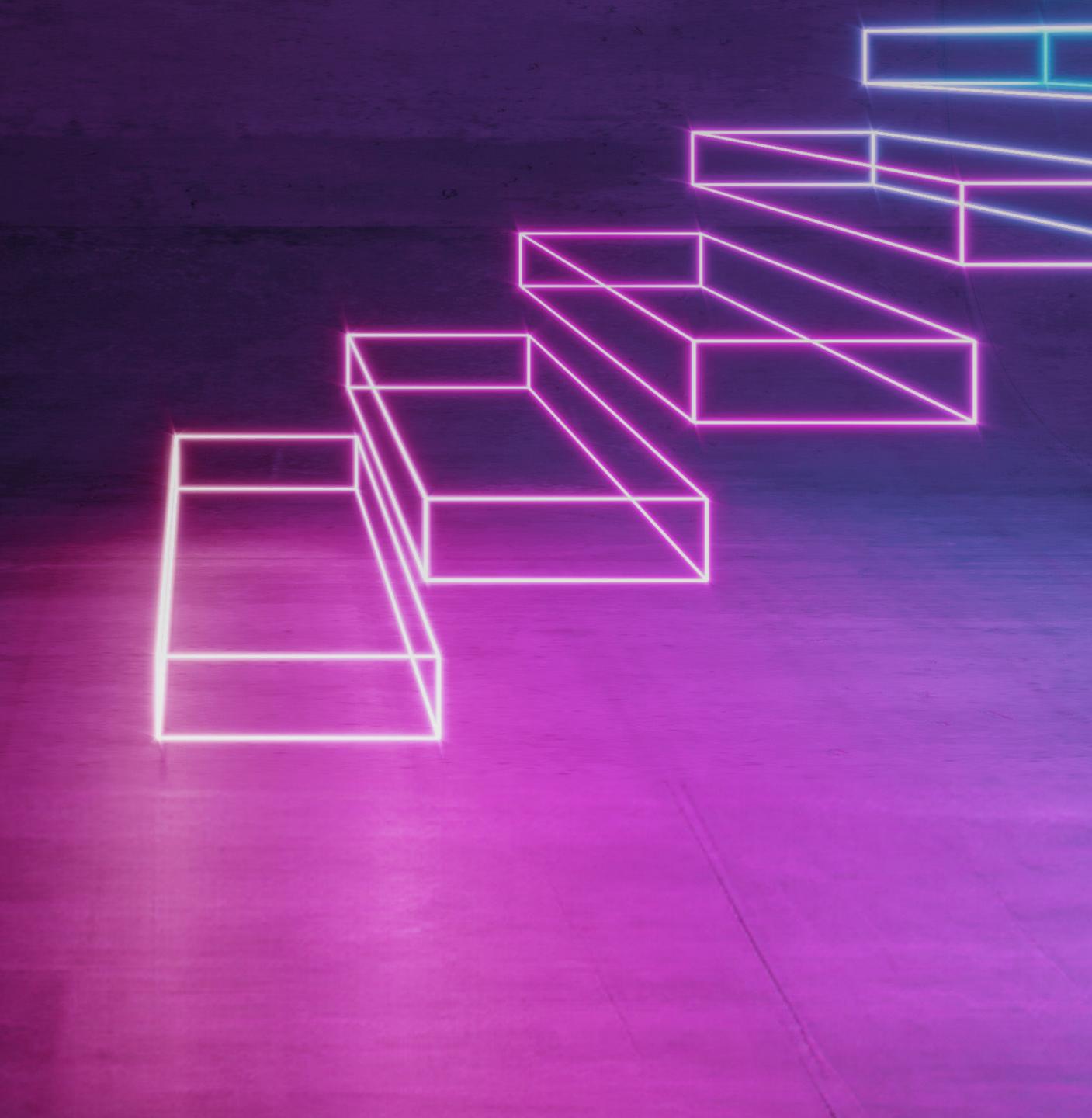
Mr. Gianfranco Ferrari CEO, Credicorp

Mr. Raimundo Morales CEO, Yape Mr. Alejandro Pérez-Reyes CFO, Credicorp

Mr. Adolfo Vinatea CEO, Krealo Mrs. Francesca Raffo CINO, Credicorp



## Closing Remarks Mr. Gianfranco Ferrari CEO, Credicorp



### Closing Remarks





Backed by strong performance in most LOBs, we're on track to reach an 18% ROE



Digital transformation and innovation have led to: improved efficiency and customer engagement in core businesses; and revenue generation opportunities from new models (10% of BAP's revenues after provisions by 2026)



We will shape future financial products while aligning with strategic objectives and maintaining prudent financial management

CREDICORP

2024

# STRATEGIC Update

Powering Sustainable Growth Through Innovation

