## CREDICORP

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II. Business units

## 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 the country with a diversified business portfolio...


Assets: S/. 135 billion
Net Income attributable to Credicorp: S/. 2,388 million
Employees: 32,313


Assets: S/. 8.7 billion
Net Earned Premiums:
S/ Net Earned Premiums:
S/. 2,252 million
Employees: $2,784^{* *}$

FuM: S/. 36.7 billion Collections: S/. 688 million Employees: 669

AuM: S/. 25.6 billion Employees: 996

[^0]At current market price, Credicorp's market cap stood at US\$ 12,776 Million as of December 31, 2014...


|  | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-out ratio ${ }^{(2)}$ | $28.9 \%$ | $27.2 \%$ | $25.9 \%$ | $26.3 \%$ | $26.7 \%$ | $22.6 \%$ |
| Earnings per share (S/. / share) ${ }^{(3)}$ | 17.67 | 20.23 | 24.73 | 26.07 | 19.29 | 29.94 |
| Market capitalization (US\$ Million) | 5,901 | 9,290 | 8,731 | 11,690 | 10,587 | 12,776 |

[^1](3) Based on Net income attributed to BAP. Number of shares outstanding: 79.8 Million in all periods.

The following figures reflect our strong business performance in recent years and the impact of the FX fluctuation in $2014 \ldots$

Loans (S/. Million) \& PDL Ratio (\%)


Deposits (S/. Million) \& L/D ratio (\%)


Assets (S/. Million) \& ROAA (\%)


Liabilities (S/. Million)


The upward trend of the PDL ratio in past years is mainly explained by the change in the mix of our loan portfolio...

Loans (S/. Billion), PDL Ratio, Cost of Risk \& Coverage of PDLs(\%)


Change in the mix of BAP's loan portfolio:
Retail expansion

The following figures reflect our strong business performance in recent years and the impact of the FX fluctuation in 2014...

Net income (S/. Million) \& ROAE (\%)


Non-financial income composition (S/. Million)


Net interest income (S/. Million) \& NIM (\%)


Operating expenses (S/. Million) \& Efficiency ratio (\%)


* Others include net gain on sale of securities and other income.

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

Net Interest Margin by subsidiary (\%)

|  | BCP Stand-alone | Mibanco ${ }^{(1)}$ | BCP Bolivia | ASB | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 | 4.77\% | 18.76\% | 4.91\% | 2.35\% | 5.06\% |
| 2013 | 4.64\% | 18.75\% | 4.63\% | 2.29\% | 5.09\% |
| 2014 | 5.06\% | 17.75\% | 4.50\% | 2.18\% | 5.68\% |
| Var. 2013 / 2012 | - 13 bps | - 101 bps | - 28 bps | - 6 bps | + 3 bps |
| Var. 2014 / 2013 | +42 bps | + 100 bps | - 12 bps | - 11 bps | + 59 bps |

## Efficiency ratio by subsidiary (\%) ${ }^{(2)}$

| BCP <br> Stand-alone | Mibanco ${ }^{(1)}$ | BCP Bolivia | ASB | Grupo <br> Pacífico | Prima | Credicorp <br> Capital | Credicorp |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 | $49.1 \%$ | $55.8 \%$ | $56.0 \%$ | $18.6 \%$ | $21.0 \%$ | $53.0 \%$ | $102.1 \%$ | $43.5 \%$ |
| 2013 | $47.1 \%$ | $51.6 \%$ | $64.4 \%$ | $20.1 \%$ | $20.3 \%$ | $46.6 \%$ | $110.7 \%$ | $43.3 \%$ |
| 2014 | $44.2 \%$ | $57.1 \%$ | $61.4 \%$ | $23.9 \%$ | $19.4 \%$ | $43.0 \%$ | $106.4 \%$ | $\mathbf{4 2 . 4 \%}$ |
| Var. 2013/2012 | -200bps | -420bps | +840bps | +150bps | -70bps | -640bps | +860bps | -20bps |
| Var. 2014/2013 | -290bps | -290bps | -300bps | +380bps | -90bps | -360bps | -430bps | -90bps |

Strong results continue despite low economic growth ...

| Summary of results | Quarter |  |  | \% change |  | 1H14 | 1H15 | \% change <br> 1H15 / 1H14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 1Q15 | 2Q15 | QoQ | YoY |  |  |  |


| Results | Net income (S/. Million) | 584.7 | 804.7 | 749.3 | $-6.9 \%$ | $28.2 \%$ | $1,246.8$ | $1,554.0$ | $24.6 \%$ |
| :--- | :--- | ---: | :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Recurring net income (S/. Million) | 548.6 | 699.6 | 749.3 | $7.1 \%$ | $36.6 \%$ | $1,153.1$ | $1,448.9$ | $25.6 \%$ |


| Profitability | ROAE (\%) ${ }^{(1)}$ | 18.9\% | 22.8\% | 20.7\% | -210 bps | +180 bps | 20.2\% | 21.6\% | +140 bps |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Recurring ROAE (\%) ${ }^{(2)}$ | 17.8\% | 19.9\% | 20.5\% | +60 bps | +270 bps | 18.7\% | 20.0\% | +130 bps |
|  | ROAA (\%) ${ }^{(1)}$ | 1.9\% | 2.3\% | 2.1\% | -20 bps | +20 bps | 2.1\% | 2.2\% | +10 bps |
|  | Recurring ROAA (\%) ${ }^{(3)}$ | 1.7\% | 2.0\% | 2.1\% | +10 bps | +40 bps | 1.9\% | 2.1\% | +20 bps |
|  | NIM, interest earning assets (\%) | 5.67\% | 5.73\% | 5.70\% | $-3 \mathrm{bps}$ | +3 bps | 5.52\% | 5.72\% | +20 bps |
|  | NIM after provisions | 3.98\% | 4.12\% | 4.36\% | +24 bps | +38 bps | 3.97\% | 4.24\% | +27 bps |
|  | NIM on loans (\%) | 9.32\% | 8.39\% | 8.37\% | +58 bps | -2 bps | 8.50\% | 8.37\% | -13 bps |


| Loan portfolio quality | PDL (\%) | 2.64\% | 2.58\% | 2.72\% | +14 bps | +8 bps | 2.64\% | 2.72\% | +8 bps |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NPL (\%) | 3.30\% | 3.40\% | 3.56\% | +16 bps | +26 bps | 3.30\% | 3.56\% | +26 bps |
|  | Cost of risk (\%) | 2.62\% | 2.46\% | 2.07\% | -39 bps | $-55 \mathrm{bps}$ | 2.30\% | 2.24\% | -6 bps |
|  | Coverage of PDLs | 158.4\% | 164.5\% | 159.2\% | - 530 bps | -80 bps | 158.4\% | 159.2\% | -80 bps |
|  | Coverage of NPLs | 126.6\% | 124.8\% | 121.9\% | -290 bps | -470 bps | 126.6\% | 121.9\% | -470 bps |


| Insurance indicators | Combined ratio of P\&C ${ }^{(4)}$ <br> Loss ratio <br> Underw ritting result / net earned premiums | $\begin{array}{r} 100.3 \% \\ 65.5 \% \\ 13.7 \% \end{array}$ | $\begin{gathered} 92.8 \% \\ 56.6 \% \\ 15.3 \% \end{gathered}$ | $\begin{gathered} 90.6 \% \\ 58.8 \% \\ 14.9 \% \end{gathered}$ | $-220 \mathrm{bps}$ <br> +220 bps <br> -40 bps | -970 bps <br> -670 bps <br> +120 bps | $\begin{array}{r} 101.1 \% \\ 63.7 \% \\ 13.5 \% \end{array}$ | $\begin{aligned} & 91.7 \% \\ & 57.7 \% \\ & 15.1 \% \end{aligned}$ | -940 bps <br> -600 bps <br> +160 bps |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Efficiency | Efficiency ratio (\%) <br> Operating expenses / Total assets | $\begin{array}{r} 43.9 \% \\ 4.1 \% \end{array}$ | $\begin{array}{r} 40.8 \% \\ 3.6 \% \end{array}$ | $\begin{array}{r} 41.6 \% \\ 3.7 \% \end{array}$ | $\begin{aligned} & +80 \mathrm{bps} \\ & +10 \mathrm{bps} \end{aligned}$ | $\begin{gathered} -230 \mathrm{bps} \\ -40 \mathrm{bps} \end{gathered}$ | $\begin{array}{r} 42.4 \% \\ 3.9 \% \end{array}$ | $\begin{array}{r} 41.2 \% \\ 3.7 \% \end{array}$ | -120 bps -20 bps |

(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 + Fees + Underwriting expenses $) /$ Net earned premiums $))$. Does not include insurance Life business.

Recurring net income improved QoQ, leading to a recurring ROAE of 20.5\% ...

## Earnings contributions \& ROAEs

|  | Earnings contribution (S/. million) |  |  |  |  | ROAE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | \%change |  | Quarter |  |  | \%change |  |
|  | 2Q14 | 1Q15 | 2Q15 | QoQ | YoY | 2Q14 | 1Q15 | 2Q15 | 1H14 | 1H15 |
| Banco de Crédito BCP ${ }^{(1)}$ | 423 | 579 | 606 | 4.6\% | 43.2\% | 19.9\% | 24.2\% | 24.0\% | 21.1\% | 23.6\% |
| M ibanco ${ }^{(2)}$ | 32 | 40 | 47 | 16.9\% | 45.7\% | 14.8\% | 14.4\% | 16.5\% | 13.6\% | 15.4\% |
| $\mathrm{BCB}{ }^{(3)}$ | 19 | 14 | 11 | -22.1\% | -41.3\% | 18.6\% | 11.9\% | 9.2\% | 17.0\% | 10.3\% |
| Grupo Pacífico ${ }^{(4)}$ | 46 | 168 | 66 | -60.7\% | 42.3\% | 11.1\% | 36.4\% | 13.4\% | 10.2\% | 26.2\% |
| Atlantic Security Bank ${ }^{(5)}$ | 80 | 20 | 30 | 54.3\% | -62.0\% | 58.3\% | 12.7\% | 20.1\% | 41.5\% | 15.6\% |
| Prima | 41 | 40 | 43 | 7.6\% | 6.3\% | 34.8\% | 30.5\% | 35.7\% | 32.9\% | 32.0\% |
| Credicorp Capital | 12 | 17 | 17 | -4.1\% | 37.9\% | 7.3\% | 11.7\% | 12.0\% | 8.6\% | 11.5\% |
| Others ${ }^{(6)}$ | (18) | (20) | (13) | -35.2\% | -27.1\% | - | - |  | - |  |
| Net income and ROAE Credicorp | 585 | 805 | 749 | -6.9\% | 28.2\% | 18.9\% | 22.8\% | 20.7\% | 20.2\% | 21.6\% |
| Recurring net income and ROAE of Credicorp ${ }^{(7)}$ | 549 | 700 | 749 | 7.1\% | 36.6\% | 17.8\% | 19.9\% | 20.5\% | 18.7\% | 20.0\% |

(1) Includes Banco de Crédito de Bolivia and Mibanco. 1Q15 figure does not include the gain on sale of BCI shares, as it is eliminated in the consolidation to Credicorp. The ROAE including the gain on sale of BCI shares was 34.3\% for 1Q15 and 23.8\% for 2Q15.
(2) The figure is lower than the net income of Mibanco because Credicorp owns $96.9 \%$ of Mibanco (directly and indirectly). The ROAE for 2Q14 and 1H14 does not include Edyficar's goodwill (US\$ 50.7 million). Calculations based on proforma figures.
(3) The figure is lower than the net income of BCB because Credicorp owns $97.7 \%$ of BCB (directly and indirectly).
(4) The figure is lower than the net income before minority interest of Grupo Pacífico because Credicorp owns $98.5 \%$ of Grupo Pacífico (directly and indirectly). The recurring ROAE for 1Q15 was $12.6 \%$ and for 1 H 15 was $13.5 \%$.
(5) The recurring ROAE for 2Q14 was $28.9 \%$ and for 1 H 14 was $23.9 \%$.
(6) Includes Grupo Crédito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and others of Credicorp Ltd.
(7) Recurring ROAE $=($ Net income attributable to Credicorp - Non-recurring income (expense) after tax)*4 / Average + (Net shareholders' equity excluding minority interest - Nonrecurring income (expense) after tax).

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

Nominal loan growth was $+3.8 \%$ QoQ and $+17.3 \%$ YoY . In real terms Credicorp's portfolio expanded $+3 \%$ QoQ and $11.3 \%$ YoY ...

Loan growth contribution QoQ (Average daily balances)


Loan growth contribution YoY (Average daily balances)


Credicorp's loan expansion was again led by Wholesale Banking segment ...

Loan evolution by segment in average daily balances

|  | TOTAL LOANS, in average daily balances |  |  | \% part. of total <br> loans - 2Q15 | \%nominal change |  | \%real change |  | \%Part. by currency 2Q15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q14 | 1 Q15 | 2 Q15 |  | QoQ | YoY | QoQ | YoY | LC | FC |
| BCP Stand-alone | 59,678 | 67,729 | 70,509 | 83.5\% | 4.1\% | 18.1\% | 3.3\% | 11.7\% | 56.8\% | 43.2\% |
| Wholesale Banking | 31,035 | 36,110 | 38,081 | 45.1\% | 5.5\% | 22.7\% | 4.4\% | 14.7\% | 42.3\% | 57.7\% |
| Corporate | 19,790 | 23,414 | 25,236 | 29.9\% | 7.8\% | 27.5\% | 6.7\% | 19.3\% | 43.4\% | 56.6\% |
| Middle - Market | 11,245 | 12,696 | 12,845 | 15.2\% | 1.2\% | 14.2\% | 0.1\% | 6.5\% | 40.3\% | 59.7\% |
| Retail Banking | 28,199 | 31,118 | 31,900 | 37.8\% | 2.5\% | 13.1\% | 2.0\% | 9.9\% | 74.5\% | 25.5\% |
| SME - Business | 2,517 | 3,237 | 3,408 | 4.0\% | 5.3\% | 35.4\% | 4.0\% | 25.9\% | 38.0\% | 62.0\% |
| SME - Pyme | 6,921 | 6,928 | 6,865 | 8.1\% | -0.9\% | -0.8\% | -1.1\% | -1.8\% | 91.1\% | 8.9\% |
| Mortgage | 10,247 | 11,332 | 11,625 | 13.8\% | 2.6\% | 13.5\% | 2.0\% | 9.2\% | 67.1\% | 32.9\% |
| Consumer | 5,555 | 6,120 | 6,258 | 7.4\% | 2.3\% | 12.6\% | 1.9\% | 10.2\% | 80.9\% | 19.1\% |
| Credit Card | 2,959 | 3,501 | 3,744 | 4.4\% | 6.9\% | 26.5\% | 6.7\% | 25.0\% | 89.3\% | 10.7\% |
| Others ${ }^{(1)}$ | 444 | 501 | 528 | 0.6\% | 5.4\% | 18.9\% | 4.0\% | 9.0\% | 26.6\% | 73.4\% |
| Mibanco ${ }^{(2)}$ | 7,136 | 7,447 | 7,353 | 8.7\% | -1.3\% | 3.0\% | -1.4\% | 2.0\% | 91.3\% | 8.7\% |
| Bolivia | 3,021 | 3,590 | 3,806 | 4.5\% | 6.0\% | 26.0\% | 4.1\% | 11.7\% | - | 100.0\% |
| ASB | 2,144 | 2,519 | 2,726 | 3.2\% | 8.2\% | 27.1\% | 6.2\% | 12.7\% | - | 100.0\% |
| Total loans | 71,980 | 81,285 | 84,394 | 100.0\% | 3.8\% | 17.2\% | 3.0\% | 11.3\% | 55.4\% | 44.6\% |

Our banking business in Peru shows a continuous de-dollarization ..

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

BCP Stand-alone FC portfolio participation: $48.4 \%$ in 2Q14; 43.2\% in 2Q15


## 2. BCRP loan de-dollarization plan

BCP Stand-alone has achieved high levels of compliance on FC portfolios subject to the dedollarization program:
$\checkmark \quad$ Total FC loan portfolio, with certain exceptions ${ }^{(2)}$, de-dollarized by $\mathbf{2 1 \%}$ (vs. $5 \%$ target at Jun 15)
$\checkmark \quad$ FC Mortgage and Car loan portfolio de-dollarized by $19 \%$ (vs. 10\% target at Jun 15)

## 3. FX risk on credit risk

 portfolios subject to program amount to \$1,368 and represent 5\% of Credicorp's total loans.

Cost of risk went down in 2Q15 and situated at 2.07\%, its lowest level in two years...

Evolution of Credicorp's Portfolio quality and Cost of risk


2Q15 shows slight deterioration in the portfolio that was accentuated by a slow growth of total loans...

PDL ratio by business


[^2]Loan quality at Wholesale Banking remained relatively stable QoQ. Cost of risk went significantly down...


Loan quality at SME-Business went up as a result of isolated cases and does not reflect dollarization levels...

SME-Business


Current level of dollarization represents a limited risk given that:

- A significant percentage of the FC loan book corresponds to clients that generate income in this currency.
- FC loans have very short term (less than 90 days).
- High level of collateral ( $70 \%$ approximately), mainly real estate.
- $81 \%$ of the FC loan book corresponds to clients with a good risk profile.

Portfolio quality at SME-Pyme was impacted by a series of factors, however cost of risk reflects better quality of new vintages...

SME-Pyme


Improvement in risk quality of new vintages is not evident in the PDL and NPL ratios mainly due to:

- High collateral level (approximately 55\%), mainly real state.
- Large portion of the debt cannot be written-off even when provisions have been set aside given that a legal process (approx. 4 years) must be initiated to liquidate the collateral.

Early delinquency in 4Q14 fell 30 bps with regard to 4Q13; dropped 46 bps in 1Q15 vs. 1Q14; and declined 35 bps in 2Q15 vs. 2Q14.

The quality of the mortgage portfolio was impacted by the maturity cycle of Mivivienda loans, while cost of risk remains flat...

## Mortgage



- FC loan book registered a very low LTV of approximately $51 \%$ (lower than the portfolio average of $58 \%$ ) and disbursements since mid-2013 have been primarily in LC.

Credit Cards and Consumer segments show stable portfolio quality this Q...

Credit Cards


Consumer


Portfolio quality in line with expectations as Mibanco continues to consolidate...

Mibanco ${ }^{(1)}$


- Ratios still impacted by the maturity cycle of pre-acquisition vintages

NII and NIM after provisions improved as a result of higher interest income on loans and lower provisions...

Net interest income (S/. Million)


Net interest margin
+38bps YoY


## NIM breakdown by subsidiary

|  | BCP Stand-alone | Mibanco $^{(1)}$ | BCP Boliva | ASB | Credicorp ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | $5.07 \%$ | $13.63 \%$ | $4.63 \%$ | $2.22 \%$ | $5.67 \%$ |
| 1Q15 | $5.16 \%$ | $14.07 \%$ | $4.31 \%$ | $2.15 \%$ | $5.73 \%$ |
| 2Q15 | $5.03 \%$ | $14.02 \%$ | $4.00 \%$ | $2.19 \%$ | $5.70 \%$ |

[^3](2) Credicorp also includes Pacífico, Credicorp Capital, Prima, Grupo Crédito and Eliminations for consolidation purposes.

Non-financial income fell this Q mainly as result of a non-recurring income registered in 1Q15, related to the JV at Grupo Pacífico...

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```

Non-financial income (S/. Million)


Fee income breakdown 2Q15 (S/. Million)


[^4]Operating efficiency increased QoQ due to a seasonal low last Q, however it improves significantly YoY ...

## Operating expenses (S/. Million)



Operating efficiency by subsidiary ${ }^{(1)}$

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | 45.8\% | 59.0\% | 61.9\% | 22.8\% | 19.4\% | 43.1\% | 110.8\% | 43.9\% |
| 1 Q15 | 39.7\% | 60.2\% | 65.3\% | 21.7\% | 17.5\% | 41.9\% | 97.9\% | 40.8\% |
| 2Q15 | 41.8\% | 56.3\% | 74.3\% | 22.4\% | 17.6\% | 44.0\% | 114.5\% | 41.6\% |
| Var. YoY | -400 bps | -270 bps | +1,240 bps | -40 bps | -180 bps | +90 bps | +370 bps | -230 bps |
| Var. QoQ | +210 bps | -390 bps | +900 bps | +70 bps | +10 bps | +210 bps | +1,660 bps | +80 bps |
| 1H14 | 44.8\% | 58.2\% | 62.1\% | 22.1\% | 19.8\% | 42.3\% | 105.0\% | 42.4\% |
| 1H15 | 40.8\% | 58.4\% | 69.9\% | 22.0\% | 17.6\% | 42.9\% | 106.8\% | 41.2\% |
| Var. 1H15 / 1H14 | -400 bps | +20 bps | +780 bps | -10 bps | -280 bps | +60 bps | +180 bps | -120 bps |

Credicorp's deposits expanded despite a dramatic economic slowdown...

Deposits dollarization


Deposits segmentation


Deposits - Evolution and participation

| Deposits | Quarter |  |  |  | \% change |  |
| :--- | :---: | :---: | ---: | ---: | ---: | ---: |
| \% Part |  |  |  |  |  |  |
| S/. Million | 2Q14 | 1Q15 | 2Q15 | QoQ | YoY | 2Q15 |
| Demand deposits ${ }^{(2)}$ | 24,440 | 27,885 | 30,566 | $9.6 \%$ | $25.1 \%$ | $37.8 \%$ |
| Saving deposits | 19,034 | 22,369 | 21,935 | $-1.9 \%$ | $15.2 \%$ | $27.1 \%$ |
| Time deposits | 24,755 | 22,436 | 20,972 | $-6.5 \%$ | $-15.3 \%$ | $25.9 \%$ |
| Severance indemnity deposits (CTS) | 7,148 | 6,204 | 7,173 | $15.6 \%$ | $0.4 \%$ | $8.9 \%$ |
| Other (3) | 234 | 249 | 265 | $6.1 \%$ | $13.0 \%$ | $0.3 \%$ |
| Total Deposits | $\mathbf{7 5 , 6 1 1}$ | $\mathbf{7 9 , 1 4 3}$ | $\mathbf{8 0 , 9 1 1}$ | $\mathbf{2 . 2 \%}$ | $\mathbf{7 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |

[^5](1) Includes ASB and work out unit.
(2) Includes Non-interest bearing deposits.
(3) Includes interest payable.

The increasing use of BCRP instruments improved significantly BAP's long-term funding position at a low cost ...

BAP - Funding structure


BCP has consolidated its leadership, but has space to grow in the retail business...







[^6]Grupo Pacífico and Prima AFP have consolidated their position in their respective industries...



## 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...

Regulatory capital breakdown ${ }^{(2)}$


## Regulatory capital requirement breakdown



## Compliance with capital requirement ${ }^{(5)}$

|  | Jun 14 | Mar 15 | Jun 15 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 15,482 | 17,823 | 17,938 |
| Total Regulatory Capital Requirement (B) | 12,583 | 14,966 | 15,027 |
| Compliance with Capital Requirement (A)/(B) | $123 \%$ | $119 \%$ | $119 \%$ |

[^7]BCP is in the process of aligning with Basel III but the regulatory entity is still evaluating this framework's application ...

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BCP at Basel III


Basel III's international minimum CET 1 ratio (Timeline implementation \& requirement)

|  | 2014 | 2016 | 2019 | $2019{ }^{(6)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio (5) | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

(1) Peru GAAP.
(2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 15.
(3) Regulatory Capital / Risk-weighted assets.
(4) Tier 1 / Risk-weighted assets. Tier 1 = Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + 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) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and deferred tax assets that rely on future profitability) + retained earnings + unrealized gains
(6) Accounts for the $2.5 \%$ countercyclical buffer.

Common Equity Tier 1 ratio increased this $Q$ and situated at $8.38 \%$ vs. $7.87 \%$ in 1Q15...

Evolution of main capital ratios ${ }^{(2)}$

| $15.06 \%$ | $14.12 \%$ | $14.46 \%$ | $15.07 \%$ | $14.58 \%$ | $14.78 \%$ | $14.45 \%$ | $14.55 \%$ | $14.38 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $9.86 \%$ | $9.27 \%$ | $9.67 \%$ | $10.02 \%$ | $9.72 \%$ | $10.19 \%$ | $9.83 \%$ | $9.75 \%$ | $9.62 \%$ |
| $7.10 \%$ | $7.26 \%$ | $7.52 \%$ | $6.92 \%$ | $7.18 \%$ | $7.20 \%$ | $7.45 \%$ | $7.87 \%$ | $8.38 \%$ |
| Jun 13 | Sep 13 | Dec 13 | Mar 14 | Jun 14 | Sep 14 | Dec 14 | Mar 15 | Jun 15 |
|  |  |  |  |  |  |  |  |  |

## Common Equity Tier 1 ratio (June 2015)



## (1) Peru GAAP.

(2) Minimum legal limit for BIS ratio is a moving limit, that at the end of June 15 situated at $11.93 \%$.
(3) Includes investments in BCP Bolivia and other subsidiaries.
(4) The gain on sale of BCl shares to Credicorp contributed between 40 bps and 50 bps to the level of Retained earning on the Common Equity Tier 1 ratio.

## Credicorp - Governance

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

## Governance structure

General Shareholder's Meeting

Board of Directors


Reynaldo Llosa Barber Fernando Fort Marie Juan Carlos Verme Giannoni*

Luis Enrique Yarur Rey*
Martin Pérez Monteverde Benedicto Cigüeñas Guevara*

## Board Committees

Independent internal and external audit

Board independence


Board of directors tenure


## Credicorp - 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 ${ }^{(4)}$ | $\begin{gathered} \text { Risk } \\ \text { Committee }{ }^{(5)} \end{gathered}$ | Executive Committee ${ }^{(6)}$ |
|  | C | C | C | M | C |
| C | M | M |  | C | M |
|  |  |  |  |  | M |
|  | M | M |  |  | M |
| M |  |  | M |  | M |

Luis Enrique Yarur ${ }^{\prime}$
Martin Pérez

| Benedicto Cigüeñas ${ }^{11}$ | $\mathbf{M}$ | $\mathbf{M}$ |
| :--- | :--- | :---: |
| Eduardo Hochschild |  | $\mathbf{M}$ |

[^8]${ }^{(1)}$ Established on October 31, 2002.
${ }^{\text {(2) }}$ 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.

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## Strategy

II. Business units

Credicorp strategy focuses on three pillars to support long term growth and profitability...

Risk Management
We believe that adequate assessment and management of the risks inherent to our business ensure sustainable growth and strong performance.

## Stakeholders

We strive to satisfy our stakeholder's needs by maintaining close contact and creating sustainable relationships.

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.

BCPs strategy focuses on four pillars to support long term growth and profitability...

## Risk Management

- Governance of risk management (Retail Banking).
- Periodic calibration of models and risk tools.


## Customers

- Customer focus: attention, satisfaction and retention.
- Continuous enhancement of our products and services to meet our customers' needs while supporting their growth and development.


## Efficient Growth

Efficient growth is structured on two fronts:

- Continuous improvement: productivity management, new committees are establishment and processes are improved.
- Efficiency program: products, service model, organization and support functions, operations and IT, and culture.


## Employees

- Attract and retain best talent in the market.
- Establish ourselves as the best place to work in Peru.

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.

Grupo Pacifico's strategy is focused on three strategic pillars ...

Objectives

## Actions

- Focus on massive business growth (Bancasurrance, automobile, medical care) with optimal scoring models and pricing.
- Strengthen traditional and alternative distribution channels with lower acquisition costs.
- Develop business intelligence capabilities.

Highly productive and professional channels.

- Focus efforts to achieve a more efficient structure .
- Review operation processes (Lean, automation, etc.) and complete the implementation of the new efficient operating system (GuideWire).
- Capitalize synergies with Credicorp (purchase, risk management, compliance, audit, etc.)
- Establish simple and standardized processes to increase customer satisfaction and low operational costs.
- Effective and efficient transactions (first call resolution) to maximize the value of every customer contact.
- Develop easy to understand policies and offer modular prices to attract customers.

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## I. Credicorp <br> II. Business units BCP

BCP is the largest bank and the leading supplier of integrated financial services in Peru...

| Summary of results (S/. Million) |  | Quarter |  |  | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2Q14 | 1 Q15 | 2Q15 | QoQ | YoY |
| Resulis | Net interest income | 1,507 | 1,668 | 1,693 | 1.5\% | 12.3\% |
|  | Provisions for loan losses | -481 | -502 | -434 | -13.7\% | -9.9\% |
|  | Non financial income | 642 | 1,131 | 719 | -36.4\% | 11.9\% |
|  | Operating expenses | -1,063 | -1,064 | -1,107 | 4.1\% | 4.2\% |
|  | Operating income ${ }^{(2)}$ | 606 | 1,232 | 871 | -29.3\% | 43.7\% |
|  | Net income | 433 | 859 | 620 | -27.8\% | 43.2\% |
|  | Assets | 109,392 | 121,981 | 124,136 | 1.8\% | 13.5\% |
|  | Loans | 71,396 | 79,931 | 81,477 | 1.9\% | 14.1\% |
|  | Deposits | 72,094 | 75,241 | 76,541 | 1.7\% | 6.2\% |
|  | Equity | 8,938 | 10,131 | 10,755 | 6.2\% | 20.3\% |
|  |  |  |  |  |  |  |
| Ratios | Net interest margin (\%) | 5.90\% | 5.96\% | 5.84\% | -12 bps | -6 bps |
|  | NIM on loans (\%) ${ }^{(3)}$ | 8.91\% | 8.44\% | 8.39\% | -5 bps | -52 bps |
|  | ROAE (\%) ${ }^{(4)}$ | 19.9\% | 34.3\% | 23.8\% | -1050 bps | +390 bps |
|  | ROAA (\%) ${ }^{(4)}$ | 1.6\% | 2.9\% | 2\% | -90 bps | +40 bps |
|  | Efficiency ratio (\%) | 48.5\% | 42.0\% | 43.0\% | +100 bps | -550 bps |
|  | PDL ratio (\%) | 2.72\% | 2.64\% | 2.79\% | +15 bps | +7 bps |
|  | NPL ratio (\%) | 3.40\% | 3.47\% | 3.64\% | +17 bps | +24 bps |
|  |  |  |  |  |  |  |
| Network | Branches ${ }^{(1)}$ | 776 | 821 | 825 | 0.5\% | 6.3\% |
|  | Agentes BCP ${ }^{(1)}$ | 8,348 | 5,021 | 5,170 | 3.0\% | -38.1\% |
|  | ATMs ${ }^{(1)}$ | 2,203 | 2,290 | 2,314 | 1.0\% | 5.0\% |
|  | Employees | 26,918 | 28,084 | 28,618 | 1.9\% | 6.3\% |

(1) Includes BCP Stand-alone, Mibanco and BCP Bolivia.
(2) Income before translation results and income taxes.
(3) NIM on loans = [(Interest on loans - Total financial expenses * Share of total loans within total earning assets)*4] / [Average of total loans (the beginning and closing balances of the period]
(4) Average are determined as the average of period-beginning and period-ending balances.

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

## Assets breakdown

(S/. 124. Bn. as of June 2015)



Cash and due from banks (June 2015):
$15.3 \%$ non-interest bearing
84.7\% interest bearing
$\mathrm{LC}^{(3)}=$ overnight -195 bps
FC ${ }^{(3)}=25 \%$ LIBOR ( 1 month)

Liabilities breakdown
(S/. 113.2 Bn. as of June 2015)


[^9]Total loans were up $1.9 \%$ QoQ, while average daily balances expanded $+3.7 \%$ QoQ and $+16.9 \%$ YoY

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


## Loan Portfolio Mix - Avg. Daily Balances



Total loans in average daily balances expanded $+3.7 \%$ QoQ mainly due to growth in corporate loans...
Loan portfolio mix by segment ${ }^{(1)}$


Loan portfolio evolution by segment ${ }^{(1)}$

| Loans <br> S/.million |  Quarter <br> 2 Q14 1 Q15 |  | 2 Q 15 | \% part. 2Q15 | \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | QoQ |  | YoY |
| Wholesale Banking | 31,035 | 36,110 |  | 38,081 | 46.6\% | 5.5\% | 22.7\% |
| Corporate | 19,790 | 23,414 | 25,236 | 30.9\% | 7.8\% | 27.5\% |
| Middle - Market | 11,245 | 12,696 | 12,845 | 15.7\% | 1.2\% | 14.2\% |
| Retail Banking | 28,199 | 31,118 | 31,900 | 39.1\% | 2.5\% | 13.1\% |
| SME - Business | 2,517 | 3,237 | 3,408 | 4.2\% | 5.3\% | 35.4\% |
| SME - Pyme | 6,921 | 6,928 | 6,865 | 8.4\% | -0.9\% | -0.8\% |
| Mortgage | 10,247 | 11,332 | 11,625 | 14.2\% | 2.6\% | 13.5\% |
| Consumer | 5,555 | 6,120 | 6,258 | 7.7\% | 2.3\% | 12.6\% |
| Credit Card | 2,959 | 3,501 | 3,744 | 4.6\% | 6.9\% | 26.5\% |
| Mibanco ${ }^{(3)}$ | 7,136 | 7,447 | 7,353 | 9.0\% | -1.3\% | 3.0\% |
| Bolivia | 3,021 | 3,590 | 3,806 | 4.7\% | 6.0\% | 26.0\% |
| Others ${ }^{(4)}$ | 444 | 501 | 528 | 0.6\% | 5.4\% | 18.9\% |
| Total loans | 69,835 | 78,766 | 81,668 | 100.0\% | 3.7\% | 16.9\% |

(1) Average daily balances.
(2) Includes Edyficar, Bolivia, work out unit, and other banking.
(3) Includes Edyficar.
(4) Includes work out unit, and other banking.

The loan portfolio in local currency grew 7.6\% QoQ and 25.1\% YoY...

Loan dollarization by segment YoY ${ }^{(1)}$

$4 \%$ of total loans $\quad$ LC $\quad$ FC

| Loans |
| :--- |
| S/.Million |
| Wholesale Banking |
| Corporate |
| Middle-Market |
| Retail Banking |
| SME - Business |
| SME - Pyme |
| Mortgage |
| Consumer |
| Credit Card |
| Others ${ }^{(2)}$ |
| Mibanco ${ }^{(3)}$ |
| Bolivia |


| Local currency loans ${ }^{(1)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | $\mathbf{1 Q 1 5}$ | 2Q15 | QoQ | YoY | \% Part. |
| $\mathbf{1 0 , 1 0 4}$ | $\mathbf{1 3 , 7 4 2}$ | $\mathbf{1 6 , 1 2 5}$ | $\mathbf{1 7 . 3} \%$ | $\mathbf{5 9 . 6 \%}$ | $\mathbf{3 5 \%}$ |
| $\mathbf{6 , 7 6 3}$ | 9,362 | 10,947 | $16.9 \%$ | $61.9 \%$ | $23 \%$ |
| 3,342 | 4,380 | 5,178 | $18.2 \%$ | $55.0 \%$ | $11 \%$ |
| $\mathbf{2 0 , 5 4 9}$ | $\mathbf{2 2 , 5 6 1}$ | $\mathbf{2 3 , 7 5 1}$ | $\mathbf{5 . 3 \%}$ | $\mathbf{1 5 . 6 \%}$ | $\mathbf{5 1 \%}$ |
| $\mathbf{7 8 2}$ | 1,026 | 1,294 | $26.2 \%$ | $65.5 \%$ | $3 \%$ |
| 6,200 | 6,245 | 6,255 | $0.2 \%$ | $0.9 \%$ | $13 \%$ |
| 6,536 | 7,326 | 7,796 | $6.4 \%$ | $19.3 \%$ | $17 \%$ |
| 4,402 | 4,842 | 5,063 | $4.6 \%$ | $15.0 \%$ | $11 \%$ |
| 2,628 | 3,121 | 3,343 | $7.1 \%$ | $27.2 \%$ | $7 \%$ |
| $\mathbf{1 6 3}$ | $\mathbf{1 3 1}$ | $\mathbf{1 4 1}$ | $\mathbf{7 . 7 \%}$ | $\mathbf{- 1 3 . 5 \%}$ | $\mathbf{0 \%}$ |
| $\mathbf{6 , 5 3 9}$ | $\mathbf{6 , 9 9 0}$ | $\mathbf{6 , 7 1 5}$ | $\mathbf{- 3 . 9 \%}$ | $\mathbf{2 . 7 \%}$ | $\mathbf{1 4 \%}$ |
| $\mathbf{-}$ | $\mathbf{-}$ | $\mathbf{-}$ | - | - | $\mathbf{-}$ |


| Foreign currency loans (1) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | 1Q15 | 2Q15 | QoQ | YoY | \% Part. |
| 7,502 | $\mathbf{7 , 2 6 0}$ | $\mathbf{6 , 9 6 3}$ | $\mathbf{- 4 . 1 \%}$ | $\mathbf{- 7 . 2 \%}$ | $\mathbf{6 3 \%}$ |
| 4,669 | 4,561 | 4,532 | $-0.6 \%$ | $-3.0 \%$ | $41 \%$ |
| 2,833 | 2,699 | 2,432 | $-9.9 \%$ | $-14.2 \%$ | $22 \%$ |
| $\mathbf{2 , 7 4 2}$ | $\mathbf{2 , 7 1 1}$ | $\mathbf{2 , 5 8 4}$ | $-4.7 \%$ | $-5.8 \%$ | $\mathbf{2 3 \%}$ |
| 622 | 612 | 670 | $9.6 \%$ | $7.8 \%$ | $6 \%$ |
| 259 | 261 | 193 | $-26.0 \%$ | $-25.2 \%$ | $2 \%$ |
| 1,330 | 1,300 | 1,214 | $-6.6 \%$ | $-8.7 \%$ | $11 \%$ |
| 413 | 415 | 379 | $-8.6 \%$ | $-8.3 \%$ | $3 \%$ |
| 119 | 123 | 127 | $3.1 \%$ | $7.2 \%$ | $1 \%$ |
| $\mathbf{1 0 1}$ | $\mathbf{1 0 0}$ | $\mathbf{1 2 3}$ | $\mathbf{2 2 . 5 \%}$ | $\mathbf{2 1 . 8 \%}$ | $\mathbf{1 \%}$ |
| $\mathbf{2 1 4}$ | $\mathbf{1 9 3}$ | $\mathbf{2 0 2}$ | $\mathbf{4 . 6 \%}$ | $\mathbf{- 5 . 6 \%}$ | $\mathbf{2 \%}$ |
| $\mathbf{1 , 0 8 3}$ | $\mathbf{1 , 1 6 5}$ | $\mathbf{1 , 2 0 7}$ | $\mathbf{3 . 6 \%}$ | $\mathbf{1 1 . 5 \%}$ | $\mathbf{1 1 \%}$ |


(1) Average daily balances.
(2) Includes work out unit, and other banking.
(3) Includes Edyficar.

QoQ, PDL ratio posted an increase of $+15 \mathrm{bps} .$.

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NPL ratio, PDL ratio \& PDL ratio over 90 days (\%)


| 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14(1) | 2Q14 | 3Q14 | 4Q14 | 1Q15 | 2Q15 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) Mibanco was incorporated in 1Q14.

2Q15 shows slight deterioration in the portfolio that was accentuated by a slow growth of total loans...

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## PDL ratio by business (\%)




Demand deposits and BCRP instruments, low-cost funding, accounted for a larger share of funding YoY...


Core deposits (Demand, Saving and CTS deposits) expanded 14.8\% YoY...

Deposit Dollarization


Deposits - Evolution and Participation

| Deposits S/. Million | Quarter |  |  | \% Change |  | \% Part |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 1Q15 | 2Q15 | QoQ | YoY | 2Q15 |
| Demand deposits | 22,390 | 26,888 | 26,575 | -1.2\% | 18.7\% | 34.7\% |
| Saving deposits | 19,036 | 22,312 | 21,995 | -1.4\% | 15.5\% | 28.7\% |
| Time deposits | 23,314 | 19,623 | 20,577 | 4.9\% | -11.7\% | 26.9\% |
| Severance indemnity deposits (CTS) | 7,148 | 6,204 | 7,173 | 15.6\% | 0.4\% | 9.4\% |
| Other (1) | 206 | 214 | 221 | 3.3\% | 7.2\% | 0.3\% |
| Total Deposits | 72,094 | 75,241 | 76,541 | 1.7\% | 6.2\% | 100.0\% |

[^10]
## BCP Stand-alone - Deposits by type of client ${ }^{(1)}$

Over $50 \%$ of BCP's total deposits are attributable to companies...

Total Deposits


Time Deposits


Savings Deposits


Demand Deposits


Breakdown of international bonds represent $67 \%$ of the total international long-term debt, which in turns accounts for $78 \%$ of the total LT debt ...


| Total LT debt ${ }^{(6)}$ | Market |  |
| :--- | :---: | :---: |
|  | S/. Million | $\%$ |
| Local | 4,562 | $22 \%$ |
| International | 16,552 | $78 \%$ |
| Total | $\mathbf{2 1 , 1 1 4}$ | $\mathbf{1 0 0 \%}$ |

[^11]The evolution QoQ in L/D ratio in LC is attributable to higher growth in LC loans vs. LC deposits...
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## Loan / Deposit Ratio



| L/D |  | BCP Stand-alone | Mibanco | BCP Bolivia |
| :---: | :---: | :---: | :---: | :---: |
| Total | 2Q14 | 98.3\% | 127.9\% | 76.2\% |
|  | 1Q14 | 105.7\% | 143.9\% | 75.1\% |
|  | 2Q15 | 106.7\% | 150.6\% | 72.3\% |
| LC | 2Q14 | 98.9\% | 139.4\% |  |
|  | 1Q14 | 119.3\% | 166.1\% |  |
|  | 2Q15 | 134.7\% | 181.7\% |  |
| FC | 2Q14 | 97.7\% | 65.6\% |  |
|  | 1Q14 | 92.5\% | 43.4\% |  |
|  | 2Q15 | 82.1\% | 34.8\% |  |

$\checkmark$ The L/D ratio has experienced an upward trend in the past few years as a result of higher growth in loans than in deposits.
$\checkmark$ The pace of loan expansion has not been affected by lower growth in deposits since it has been accompanied by alternative funding, some of which implies even lower costs.

BCP has consolidated its leadership, but has space to grow in the retail business...


[^12]
## BCP Consolidated - Financial performance

Net interest income was up $+12.3 \%$ YoY, mainly driven by loan growth...

Net interest income (S/. Million)

Net interest margin


NIM by subsidiary

|  | BCP Stand-alone | Mibanco $^{(1)}$ | BCP Bolivia |
| :---: | :---: | :---: | :---: |
| 2Q14 | $5.07 \%$ | $13.63 \%$ | $4.63 \%$ |
| 1Q15 | $5.16 \%$ | $14.07 \%$ | $4.31 \%$ |
| 2Q15 | $5.03 \%$ | $14.02 \%$ | $4.00 \%$ |

Non-financial income fell this Q mainly as result of an extraordinary income registered in 1Q15, related to the JV at Grupo Pacifico...

Non financial income (S/. Million)


Non financial income breakdown (S/. Million)


Operating expenses (S/. Million)


Operating expenses breakdown (S/. Million)


## BCP Stand-alone - Efficiency program

Efficiency program is about managing the gap between income growth and operating expenses growth...

 "Other Operating Expenses". In all periods, stock award expenses are registered under employee salaries and benefits instead of other income.

The efficiency program at BCP stand-alone has already significantly improved the cost-to-income ratio...

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Evolution of the efficiency ratio




[^13]For this slide only, operating efficiency ratios were adjusted by reclassifying stock award expenses that until March 2014 were recorded as other income but are now part of employees salaries and benefits.

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

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BCP at Basel III


Basel III's international minimum CET1 ratio (Timeline implementation \& requirement)

|  | 2014 | 2016 | 2019 | $2019{ }^{(6)}$ |
| :--- | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 ratio (5) | $4.0 \%$ | $5.125 \%$ | $7.0 \%$ | $9.5 \%$ |

(1) Peru GAAP.
(2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 15.
(3) Regulatory Capital / Risk-weighted assets.
(4) Tier 1 / Risk-weighted assets. Tier $1=$ Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + 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) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and deferred tax assets that rely on future profitability) + retained earnings + unrealized gains.
(6) Accounts for the $2.5 \%$ countercyclical buffer.

Common Equity Tier 1 ratio increased this $Q$ and situated at $8.38 \%$ vs. $7.87 \%$ in 1Q15...

Evolution of main capital ratios ${ }^{(2)}$

| $15.06 \%$ | $14.12 \%$ | $14.46 \%$ | $15.07 \%$ | $14.58 \%$ | $14.78 \%$ | $14.45 \%$ | $14.55 \%$ | $14.38 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $9.86 \%$ | $9.27 \%$ | $9.67 \%$ | $10.02 \%$ | $9.72 \%$ | $10.19 \%$ | $9.83 \%$ | $9.75 \%$ | $9.62 \%$ |
| $7.10 \%$ | $7.26 \%$ | $7.52 \%$ | $6.92 \%$ | $7.18 \%$ | $7.20 \%$ | $7.45 \%$ | $7.87 \%$ | $8.38 \%$ |
| Jun 13 | Sep 13 | Dec 13 | Mar 14 | Jun 14 | Sep 14 | Dec 14 | Mar 15 | Jun 15 |
|  |  |  |  |  |  |  |  |  |

## Common Equity Tier 1 ratio (June 2015)



## (1) Peru GAAP.

(2) Minimum legal limit for BIS ratio is a moving limit, that at the end of June 15 situated at $11.93 \%$.
(3) Includes investments in BCP Bolivia and other subsidiaries.
(4) The gain on sale of BCl shares to Credicorp contributed between 40 bps and 50 bps to the level of Retained earning on the Common Equity Tier 1 ratio.

Electronic transfers continue to grow, while total number of transactions rose $+7.7 \%$ Dec13-Dec14...

Number of transactions - Monthly average (Millions of transactions)


Teller transactions vs. Other channels


A strategy to increase our presence in consumer and SME segment through an expanded network...

## Network Expansion - BCP Stand-alone



| Peru $^{(2)}$ | Total network <br> market share (\%) | Point of contact / <br> $\mathbf{1 0 0 , 0 0 0}$ people |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 8}$ | $34.0 \%$ | 10.7 |
| 2009 | $38.2 \%$ | 14.2 |
| 2010 | $35.1 \%$ | 17.0 |
| 2011 | $37.5 \%$ | 21.8 |
| 2012 | $34.4 \%$ | 26.3 |
| 2013 | $29.8 \%$ | 27.3 |
| 2014 | $28.6 \%$ | 37.4 |

(1) As of June 2015. As \% of Multiple Banking.
(2) Includes BCP stand-alone from 2008 to 2013. 2014's figures includes Mibanco.

Sources: BCP, SBS, INEI.

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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/. 8,072.
$\checkmark 20.8 \%$ of MiBanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark 44.0 \%$ are exclusive Mibanco clients.
$\checkmark 51329$ banked clients as of May 2015.

Expansion to
Colombia (Encumbra) and Bolivia

## Total Loan Portfolio

By sector


By segment

Mortage 5.0\%


SME +
business
87.4\%

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




ROAE*

## PDL ratio



[^14]67

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


Net provision for loan losses \& Cost of Risk


Number of Customers


Sales Force Turnover


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

Total loans (S/. Million) and PDL ratio (\%)


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


SME market composition*


## Commercial indicators

|  | Mar 15 | Jun 15 |
| :--- | ---: | ---: |
| Clients | 882,296 | 881,258 |
| Employees | 9,379 | 9,925 |
| Branches | 327 | 326 |

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I. Credicorp
II. Business units BCP Bolivia

BCP Bolivia posted mixed results in 2Q15..

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


Loan evolution ${ }^{(1)}$ and PDL ratio (\%)


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I. Credicorp
II. Business units ASB

## Atlantic Security Bank

ASB's net income improved in $+51.8 \%$ QoQ which led to an ROAE of $20.1 \% \ldots$

| Sumary of Results | Quarter |  |  | \% Change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| US\$ million | 2 Q14 | $\mathbf{1 Q 1 5}$ | 2 Q15 | QoQ | YoY |
| Net interest income | 9.9 | 9.7 | 9.7 | $0.0 \%$ | $-1.6 \%$ |
| Dividend income | 0.5 | 0.3 | 0.8 | $161.8 \%$ | $60.0 \%$ |
| Fees and commissions from services | 1.9 | 2.2 | 2.3 | $6.4 \%$ | $21.1 \%$ |
| Net gains on foreign exchange transactions | 0.0 | -0.5 | -0.1 | $81.4 \%$ | - |
| Core Income | 12.2 | 11.7 | 12.7 | $8.8 \%$ | $4.1 \%$ |
| Net Provisions | 0.0 | -1.4 | -0.3 | $-78.0 \%$ | - |
| Net gains from sale of securities | 4.9 | -1.4 | 0.1 | $-107.2 \%$ | $-98.0 \%$ |
| Other income | 14.6 | 0.1 | 0.0 | - | - |
| Operating expenses | -2.8 | -2.6 | -2.8 | $6.2 \%$ | $0.0 \%$ |
| Net income | 28.9 | 6.4 | 9.7 | $51.8 \%$ | $-66.4 \%$ |
| Contribution to Credicorp | 28.9 | 6.4 | 9.7 | $51.8 \%$ | $-66.4 \%$ |

Net income and ROAE (\%)
Assets under Management \& Deposits (US\$ Million)


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I. Credicorp<br>II. Business units<br>Grupo Pacifico

Main drivers of 2014 results


## P\&C business:

- Car business: Review of pricing model, service levels in Car Assistance, active referral to preferred workshops, model calibrations and less exposure in provinces resulted an improvement in the loss ratio ( $54 \% \mathrm{vs} .67 \%$ ).
- Wholesale line: Extraordinary income from reinsurance receivables from previous years (S/. 12 Million)
- Direct channel and provinces: Sales force reduction (119 vs. 325), increase in productivity, refocus on health business and adjustment in business model. Reduction of offices in provinces (17 vs.9)


## Corporate Health business:

- Health: Consolidation of healthcare businesses by capitalizing on infrastructure investments from previous years.
- Grupo Pacífico-Banmédica JV: Banmédica participates with $50 \%$ of P\&C's Medical assistance business through capital contribution of US\$25 Million. Banmédica participates with $50 \%$ of EPS and Medical services businesses through contribution of US\$ 32 Million in capital, Clínica San Felipe and Laboratorio Roe.


## Life business:

- Business lines: Good results in business lines, net gain on sale of securities (S/. 286 Million vs. S/. 265 Million ) and translation results (S/. 16 Million vs. - S/. 21 Million).

Cost control and discipline at Grupo Pacífico

During 2Q15, Grupo Pacífico posted a better Recurring ROAE, in line with the better performance of the business...

Net income (S/. Million) \& ROAE


Loss ratio


Underwriting result/ Net earned premiums


[^15]Underwriting result improved $+11.7 \%$ QoQ in line with higher net earned premiums and lower acquisition cost ...

Insurance underwriting result (S/. thousand)

|  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q14 | 1 Q15 | 2Q15 | QoQ | YoY |
| Net earned premiums | 544,731 | 404,496 | 427,044 | 5.6\% | -21.6\% |
| Net claims | $(356,355)$ | $(237,205)$ | $(262,848)$ | 10.8\% | -26.2\% |
| Acquisition cost ${ }^{(1)}$ | $(84,211)$ | $(118,294)$ | $(109,453)$ | -7.5\% | 30.0\% |
| Total Insurance underwriting result | 104,165 | 48,997 | 54,743 | 11.7\% | -47.4\% |



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

Evolution of Bancassurance related premiums
(S/. Million)

\% of Bancassurance related premiums in Grupo Pacífico


In 2Q15, we continue to lead health care market, in term of premiums ....



Market share 2015
( $\mathrm{N}^{\circ}$ of beds)


Health care market ${ }^{(1)}$
Market share in terms of Premiums (Jun 15)


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I. Credicorp
II. Business units Prima AFP

Prima's net income increased YoY obtaining a ROAE of 35.7\%...

Collections ${ }^{(1)} \quad$ Funds under Management (FuM) ${ }^{(1)}$
FuM (S/. Billion)


Fee Income (S/. Million)


Net Income (S/. Million) \& ROAE (\%)

(1) Source: SBS, June 2015. Habitat = 6.0\% for Collections and $0.7 \%$ for FuM.

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I. Credicorp<br>II. Business units Credicorp capital

## Credicorp Capital

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

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Over S/. 240 Million in revenues and S/. 44.3 Million in net income YoY.


Asset
Management

Capital
Markets

Corporate
Finance

More than US\$ 8,000 Million in AUMs. Recently launched its first international Mutual Fund registered in Luxembourg.

US\$ 13.8 billion in equity transactions and US\$ 89.3 billion in fixed income instruments.

More than US\$ 13,500 Million in transactions during 2014.


## CREDICORP

| Profitability |
| :--- |
| Net interest margin (NIM) Quarterly <br> Net interest margin on loans (NIM on loans) $[$ Interest on loans-(Interest expense *(Average total loans /Average interest <br> earning assets)) $]^{*} 4 /$ Average total loans <br> Return on average assets Annualized net income attributable to Credicorp / Average* assets |
| Return on average shareholder's equity |
| Cost of funding |
| Annualized net income attributable to Credicorp / Average* net <br> shareholders' equity excluding minority interest |
| Portfolio quality |
| Annualized interest expense / Average* (Total deposits + Due to banks and <br> correspondents + Bonds and subordinated debt + Other liabilities) |
| Non - performing loans ratio (NPL ratio) |
| Coverage of past due loans |
| Coverage of non - performing loans |
| Cost of risk |

## Operating performance

| Operating efficiency | (Salaries and employee benefits + Administrative expenses + Depreciation <br> and amortization) / (Net interest income + Fee income + Gain on foreign <br> exchange transactions + Net premiums earned + Gross margin from medical <br> services) |
| :--- | :--- |
| Operating expenses / Total assets | (Salaries and employee benefits + Administrative expenses + Depreciation <br> and amortization) / 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 | Quarterly |
| :--- | :--- |
| Combined ratio | (Net claims/ Net earned premiums) + (Fees + Net underwriting expenses / <br> Net earned premiums) |
| Loss ratio | Net claims / Net earned premiums |
| Underwriting results to net earned premiums | Underwriting results / Net earned premiums |


| Subsidiary | Business | Group | Income / Sales/Total debt |
| :---: | :---: | :---: | :---: |
| Banco de Crédito del Perú | Wholesale Banking Group (WBG) (1) | Corporate | Annual sales higher than US $\$ 100$ million (equivalent to $\mathrm{S} / .299$ million) |
|  |  | Middle-Market | Annual sales from US $\$ 8$ million to US $\$ 100$ million (equivalent to $\mathrm{S} / .24$ million to $\mathrm{S} / .299$ million) |
|  | Retail Banking \& Wealth Management Group (RB\&WM) | Affluent | At least an individual monthly income of at least $S / .5,000$ |
|  |  | Consumer | Focus on medium-low income individuals who receive their payroll through BCP. |
|  |  | SME - Business | Annual Sales from $\mathrm{S} / .10$ million to $\mathrm{S} / .27$ million; or Total debt from $\mathrm{S} / .700$ thousand to $\mathrm{S} / .4 .9$ million. |
|  |  | SME- Pyme | Total debt up to S/. 700 thousand |
| BCP Bolivia | Wholesale Banking | Large companies | Annual sales higher than US\$ 10 million |
|  |  | Medium companies | Annual sales from US\$ 2 million to US\$ 10 million |
|  | Retail Banking | Small Business | Annual sales from US\$ 30 thousand to US\$2 million |
|  |  | Micro Business | Annual sales up to US $\$ 30$ thousand |
|  |  | Consumer | Payroll workers and self-employed workers |
|  |  | Mortgage | Payroll workers, independent professionals and business owners |
| Mibanco | SME \& Microlending | SME - medium | Annual sales up to $\mathrm{S} / .20$ million. <br> Total debt higher than $\mathrm{S} / .300$ thousand and not issued debt in the capital market. |
|  |  | SME - small | Total debt from S/. 20 to S/. 300 thousand. |
|  |  | Micro-Business | Total debt up to S/. 20 thousand. |
|  |  | Consumer | Focus on debt unrelated to business. |
|  |  | Mortgage | Focus on individuals. |

## BCP Consolidated - Loan portfolio by currency

The loan portfolio in local currency grew 7.6\% QoQ and 25.1\% YoY...

Loan evolution by currency - average daily balances

| Loans | Local currency loans ${ }^{(1)}$ |  |  |  |  |  | Foreign currency loans ${ }^{(1)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| S/Million | 2Q14 | 1 Q15 | $2 \mathrm{Q15}$ | QoQ | YoY | $\begin{gathered} \hline \text { \% Part. } \\ \text { 2Q15 } \end{gathered}$ | 2Q14 | 1 Q15 | $2 \mathrm{Q15}$ | QoQ | YoY | $\begin{gathered} \hline \text { \% Part. } \\ 2 \text { Q15 } \end{gathered}$ |
| Wholesale Banking | 10,104 | 13,742 | 16,125 | 17.3\% | 59.6\% | 35\% | 7,502 | 7,260 | 6,963 | -4.1\% | -7.2\% | 63\% |
| Corporate | 6,763 | 9,362 | 10,947 | 16.9\% | 61.9\% | 23\% | 4,669 | 4,561 | 4,532 | -0.6\% | -3.0\% | 41\% |
| Middle-Market | 3,342 | 4,380 | 5,178 | 18.2\% | 55.0\% | 11\% | 2,833 | 2,699 | 2,432 | -9.9\% | -14.2\% | 22\% |
| Retail Banking | 20,549 | 22,561 | 23,751 | 5.3\% | 15.6\% | 51\% | 2,742 | 2,711 | 2,584 | -4.7\% | -5.8\% | 23\% |
| SME - Business | 782 | 1,026 | 1,294 | 26.2\% | 65.5\% | 3\% | 622 | 612 | 670 | 9.6\% | 7.8\% | 6\% |
| SME - Pyme | 6,200 | 6,245 | 6,255 | 0.2\% | 0.9\% | 13\% | 259 | 261 | 193 | -26.0\% | -25.2\% | 2\% |
| Mortgage | 6,536 | 7,326 | 7,796 | 6.4\% | 19.3\% | 17\% | 1,330 | 1,300 | 1,214 | -6.6\% | -8.7\% | 11\% |
| Consumer | 4,402 | 4,842 | 5,063 | 4.6\% | 15.0\% | 11\% | 413 | 415 | 379 | -8.6\% | -8.3\% | 3\% |
| Credit Card | 2,628 | 3,121 | 3,343 | 7.1\% | 27.2\% | 7\% | 119 | 123 | 127 | 3.1\% | 7.2\% | 1\% |
| Others ${ }^{(2)}$ | 163 | 131 | 141 | 7.7\% | -13.5\% | 0\% | 101 | 100 | 123 | 22.5\% | 21.8\% | 1\% |
| Mibanco ${ }^{(3)}$ | 6,539 | 6,990 | 6,715 | -3.9\% | 2.7\% | 14\% | 214 | 193 | 202 | 4.6\% | -5.6\% | 2\% |
| Bolivia | - | - | - | - | - | - | 1,083 | 1,165 | 1,207 | 3.6\% | 11.5\% | 11\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans | 37,354 | 43,424 | 46,732 | 7.6\% | 25.1\% | 100\% | 11,642 | 11,430 | 11,080 | -3.1\% | -4.8\% | 100\% |

Credicorp - Other efficiency ratio

Credicorp's efficiency ratio decreased YoY...

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(Operating expenses)
(Net interest income + Non-financial income + Net premiums earned + Gross margin from medical services)

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Grupo Pacífico | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | 45.5\% | 59.5\% | 59.7\% | 8.8\% | 25.2\% | 37.6\% | 80.0\% | 44.3\% |
| 1 Q15 | 33.4\% | 60.0\% | 65.4\% | 27.6\% | 14.4\% | 42.1\% | 68.0\% | 39.3\% |
| 2 Q15 | 42.9\% | 57.8\% | 70.0\% | 22.7\% | 18.4\% | 43.7\% | 95.9\% | 42.7\% |
| Var. YoY | -260 bps | -170 bps | +1,030 bps | +1,390 bps | -680 bps | +610 bps | +1,590 bps | -160 bps |
| Var. QoQ | +950 bps | -340 bps | +460 bps | -490 bps | +480 bps | +110 bps | +2,790 bps | +340 bps |
| 1H14 | 46.1\% | 58.7\% | 62.0\% | 13.7\% | 21.2\% | 40.0\% | 101.3\% | 43.1\% |
| 1H15 | 37.7\% | 59.5\% | 67.9\% | 24.8\% | 16.2\% | 42.9\% | 81.8\% | 41.0\% |
| Var. 1H15 / 1H14 | -840 bps | +80 bps | +590 bps | +1,110 bps | -540 bps | +290 bps | -1,950 bps | -210 bps |

(Operating expenses)
(Net interest income + Fee income + Gain on foreign transactions + Other non-financial income + Net premiums earned + Gross margin from medical services)

|  | BCP Stand-alone | Mibanco | BCP Bolivia | ASB | Grupo Pacífico | Prima | Credicorp Capital | Credicorp |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q14 | 47.4\% | 59.6\% | 60.2\% | 10.4\% | 25.2\% | 37.6\% | 106.7\% | 44.3\% |
| 1Q15 | 40.2\% | 60.1\% | 65.9\% | 21.4\% | 18.7\% | 42.1\% | 98.0\% | 41.5\% |
| 2Q15 | 42.9\% | 57.8\% | 74.5\% | 22.4\% | 18.2\% | 43.7\% | 113.4\% | 42.7\% |
| Var. YoY <br> Var. QoQ | $\begin{aligned} & \text { - } 450 \mathrm{bps} \\ & \text { +270 bps } \end{aligned}$ | $-180 \mathrm{bps}$ <br> -270 bps | $\begin{aligned} & \text { +1,430 bps } \\ & \text { +860 bps } \end{aligned}$ | $\begin{aligned} & +1,200 \mathrm{bps} \\ & +100 \mathrm{bps} \end{aligned}$ | -680 bps <br> $-50 \mathrm{bps}$ | $\begin{aligned} & \text { +610 bps } \\ & \text { + } 160 \mathrm{bps} \end{aligned}$ | $\begin{aligned} & +670 \mathrm{bps} \\ & +1,540 \mathrm{bps} \end{aligned}$ | $\begin{aligned} & \text {-160 bps } \\ & +120 \mathrm{bps} \end{aligned}$ |
| 1H14 | 46.1\% | 58.7\% | 62.0\% | 13.7\% | 21.2\% | 40.0\% | 101.3\% | 43.1\% |
| 1H15 | 41.6\% | 59.6\% | 70.3\% | 21.9\% | 18.4\% | 42.9\% | 106.4\% | 42.1\% |
| Var. 1H15 / 1H14 | -450 bps | +90 bps | +830 bps | +820 bps | -280 bps | +290 bps | +510 bps | -100 bps |

## Investor Relations

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## Safe Harbor for Forward-Looking Statements

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

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

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


[^0]:    Figures at the end of December 2014.

    * The integration of Edyficar and Mibanco took place on March $2^{\text {th }}, 2015$.
    ** Excludes employees from medical services.

[^1]:     (2) Based on outstanding shares: 79.8 Million in all periods. Considering total number of shares (including Treasury shares): 94.4 Million in all periods, 2014 's Pay-out ratio situates at $26.8 \%$.

[^2]:    * PDL ratio $=$ Past-due loan ratio. Past-due loans include overdue loans and loans under legal collection.
    ** As of Mar 14 Mibanco's results started consolidating with Edyficar's

[^3]:    (1) Includes Edyficar.

[^4]:    * Others include Grupo Pacifico and eliminations for consolidation purposes.

[^5]:    Source: BAP.

[^6]:    1) BCP includes Mibanco, Scotiabank includes Crediscotia, and Interbank includes Financiera Uno
    (2) Mibanco consolidated's market share: $20.7 \%$, as of Jun 15.

    Sources: SBS and Asbanc.

[^7]:    (1) Figures expressed in Nuevos Soles Million.
    (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 $=105 \%$.

[^8]:    C: Chairman.
    M: Member.

[^9]:    *Figures include Mibanco results
    LC = Local currency
    F = Foreign currency
    (1) Includes Trading securities, Property plant and equipment, Due from customer acceptances and Other assets.
    (2) Includes Acceptances outstanding and other liabilities.
    (3) Applicable for funds on BCRP.

[^10]:    (1) Includes Interest payable.

[^11]:    (1) Call date - 10 years
    (2) Result after the exchange of notes with the BCP26.
    (3) Result after reopening for US $\$ 170,000,000$ in April 2013 and US\$200,000,000 in January 2014.
    (4) Result after the exchange of notes with the BCP23.
    (5) Result after the exchange of notes with the BCP16.
    (6) As of June 2015. Includes local subordinated and corporate bonds, remittances, syndicated loans, BCR repos and others.

[^12]:    1) BCP includes Mibanco, Scotiabank includes Crediscotia, and Interbank includes Financiera Uno.
    (2) Mibanco consolidated's market share: $20.7 \%$, as of Jun 15.

    Sources: SBS and Asbanc.

[^13]:    * BCP standalone ratios were calculated with internal data.

[^14]:    * Based in Peru GAAP.
    ** Adjusted PDL $=[($ Past due loans + Refinanced and restructured loans) $/$ Total loans $]+[$ Charge offs $/($ Total loans + Charge offs $)]$

[^15]:    (1) Recurring ROAE without including the non-recurring income due to the joint venture between Grupo Pacífico and Banmédica was $12.6 \%$ in 1 Q15.
    (2) Non-recurring income due to the joint venture between Grupo Pacífico and Banmédica (after tax).

