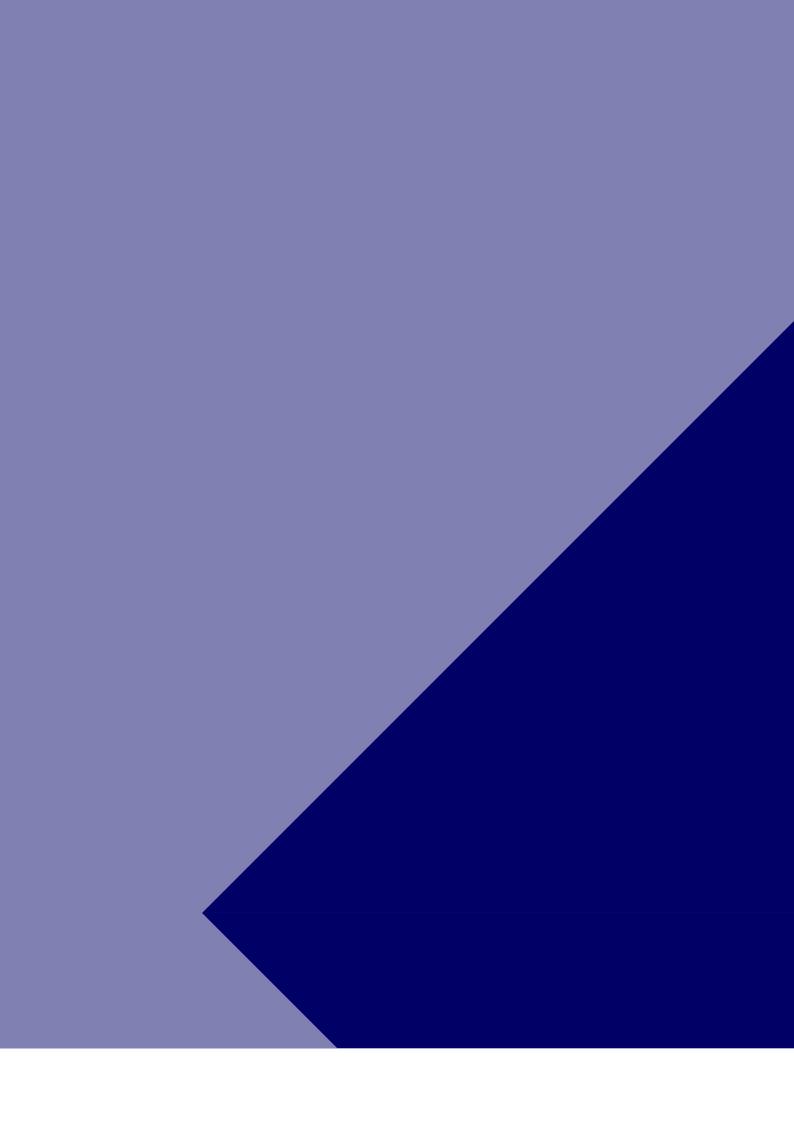
# ANNUAL REPORT 2017 CREDICORP



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# Statement of Responsibility

"This document contains truthful information regarding business developments at Credicorp Ltd. and Subsidiaries in 2017. The signatories shall be liable, within the ambit of their faculties according to the norms of the Civil Code, for damages that any lack of veracity or insufficiency that the contents of these documents may generate."

Fernando Dasso Montero

Gerente Central de Planeamiento y Finanzas

José Luis Muñoz Rivera

Gerente de División de Contabilidad General

C.P.N. Nº 14902

28.02.2018

# **Overview**

# Group overview

The results obtained in 2017 reflect Credicorp's solid position, which allowed it to report excellent profitability in the midst of local and international contexts that were

characterized by high levels of uncertainty and volatility. Credicorp was able to maintain its position as a leading financial holding and obtained results that hit record highs.

Total income

S/ 13,650 million<sup>1</sup>

Registered growth of 6.6% with regard to the level in 2016.

Net income (attributable to Credicorp)

S/ 4,092 million

Up 16.4% from 2016's figure.

Loan portfolio

S/ 100,478 million

Registered expansion of 6% with regard to the level in 2016.

Clients

>8millon

in the banking business.

>1.2 millon

in the insurance business.

>1.6 millon

Includes net interest income, other income and net earned premiums minus net claims.



# Relevant figures and indicators

	Ratios	2014	2015	2016	2017
	In local currency (%)	38.6	32.8	16.2	-0.7
Loan growth <sup>2,3</sup>	In foreign currency (%)	10.6	-12.7	-6.2	10.0
	Net interest margin (NIM, %)	5.66	5.45	5.46	5.33
Profitability	Return on average assets (ROAA, %)	1.9	2.1	2.3	2.5
Prontability	Return on average equity (ROAE, %)	18.5	20.5	19.6	19.8
	Number of outstanding shares (million) <sup>4</sup>	79.76	79.76	79.76	79.76
Cfficiano.	Efficiency ratio⁵	46.1	42.8	43.1	43.6
Efficiency	Operating expenses / average assets (%) <sup>6,7</sup>	4.0	3.8	3.6	3.6
Ovelity of least southelis	Internal overdue ratio (%) <sup>8</sup>	2.53	2.56	2.77	3.01
Quality of loan portfolio	NPL ratio (%) <sup>9</sup>	3.34	2.56 3.41	3.66	3.92
	BIS ratio (%) <sup>11</sup>	14.45	14.34	15.35	15.05
Capital <sup>10</sup>	Tier 1 ratio (%)12	9.83	9.61	10.41	10.84
	Common Equity Tier 1 Ratio (%) <sup>13</sup>	7.45	9.34	11.08	11.83
	Management (units) <sup>15</sup>	1,320	1,130	814	867
Employees <sup>14</sup>	Permanent personnel: employees (units)	22,584	23,235	24,018	24,871
	Hired personeel: employees (units)	8,410	9,292	8,450	7,898

<sup>&</sup>lt;sup>2</sup>Credicorp average daily balances.

<sup>&</sup>lt;sup>3</sup>Figures differ from previously reported, last report considered average daily balances of only the 4th quarter.

\*Net of treasury shares. The total amount of shares was 94.38 million.

<sup>\*</sup>Efficiency is calculated as: (total expenses + acquisition cost – other expenses) / (net interest income + fee income + gain on foreign exchange transactions + net earned premiums + net gain from associates + net gains on derivatives + result on exchange difference).

<sup>&</sup>lt;sup>®</sup>Operating expenses include salaries and employee benefits, administrative expenses, depreciation and amortization, and acquisition cost. 
<sup>®</sup>Average assets are calculated as the average of period-beginning and period-ending balances.

<sup>&</sup>quot;Regulatory Capital / Risk-weighted assets (legal minimum=10% since July 2011).

Pitier 1 / Risk-weighted assets
Common Equity Tier 1 Ratio = Capital + Reserves - 100% of applicable deductions (investment in subsidiaries, goodwill, intangibles and deferred tax that rely on future profitability) + Retained Earnings + Unrealized gains or losses.

\*Figures show the number of permanent and hired employees and not the number of jobs. Figures differ from previously reported

<sup>&</sup>lt;sup>15</sup>Includes directors, managers and deputy managers

# Our businesses

Credicorp offers a broad financial services model that cover all of its clients' financial needs and places strong emphasis on developing long-term relations.



# **Banking**

Banco de Crédito BCP

S/91,598

#### million in loans

- Leader in loans with a market share of 32.6%
- Leader in deposits with a market share of 32.5%.

#### Mibanco

S/ 9,471

million in loans

ROAE of 23.5%<sup>16</sup>

#### **BCP** Bolivia

Colocaciones por

S/ 6,309

million in loans

• ROAE of 12.0%.

# **Atlantic Security Bank**

US\$ 5, 269

million in Assets Under Management (AUMs)

• ROAE of 20.2%



# Investment banking

**Credicorp Capital** 

S/ 58,127

million in AUMs

ROAE of 8.8%.



## Pension funds

# Prima AFP

Fondos administrados de

S/ 49,253

# million in funds under management

- Monthly Insurable Remuneration (RAM) market share of 32.2%.
- Market share 31.5% in funds under management.
- ROAE of 22.9%.



#### Insurance

**Grupo Pacífico** 

S/ 1,900 million in net earned premiums

S/318.4

million in net income

ROAE of 12.8%.

<sup>16</sup>Mibanco's ROAE including goodwill in BCP for Edyficar's acquisition was 21.6%.



# Letter from the Chairman of the Board

Dear shareholders, it is my pleasure, on behalf of Credicorp's Board of Directors, to present the most important events and results of our activities in 2017.

I am highly gratified to inform you that we performed well throughout the year, circumventing difficult international and national contexts for the fourth-straight year. The results obtained are proof of our strength, clear focus and most importantly, the capacities we have developed in all the group's companies to align with a common vision: to be the most valued financial group in the markets in which we operate based on a culture of sustainable growth.

The Peruvian economy grew 2.5% this year but internal demand expanded only 1.3%. This low growth reflected the negative effects of events such as the El Nino Phenomenon, which hit the northern coast of Peru hardly. Additionally, the Lava Jato case continued to impede recovery in private investment, which is fundamental to ensure on-going growth and development in our country. All of the aforementioned were further exacerbated by a complicated political environment.

In this context, which was even more challenging than that of last year, our business's results are very satisfactory. We continue to strengthen our long-term strategy by the continuous development of the pillars that guide our management, which are: putting customers at the core of our model; engaging in outstanding risk management; achieving efficient growth; and ensuring that our employees are highly motivated.

## The main events this year are:



At BCP, we set up a Transformation Area, which has launched a number of strategic initiatives. The most noteworthy of these efforts is project "Samay," which has allowed us to define our vision and the principles that we will apply to become the banking market's best customer service provider by 2021.



On-going improvement in our risk model in Retail Banking in BCP, in order to capture this segment's potential and to ensure that growth is aligned with profitability as we assume reasonable risk.



Mibanco's outstanding performance has led to a stronger business model to continue supporting small and micro business clients as we become an important center of profitability for the group.



The merger between Pacifico Vida and Pacifico Seguros Generales, which gave rise to Pacifico Compania de Seguros y Reaseguros. This merger will allow us to achieve synergies at the operations level that will allow Pacifico Grupo Asegurador to consolidate as one of the country's major insurers.



The entry of thousands of new affiliates at Prima AFP beginning on the first of June after Prima was awarded the exclusive right to affiliate new entries to the private pension system in December 2016.

#### Our results

were reflected in annual growth of 16.4% in net income after minority interest, which totaled S/ 4,091.8 million. This figure includes non-recurring income of S/ 444.7 million, which was generated by the sale of shares of Banco de Credito e Inversiones of Chile and of Enel Distribucion Peru, that were bought in past years. The yearly result represents an annual return on equity of 19.8%. The results in 2017 are proof of Credicorp's capacity to perform well in low-growth and highly competitive contexts, which was the case in 2017.

In the banking business, our most profitable asset, total loans, expanded 6.0% with regard to the level posted in 2016. Although it was a challenging year due to a highly competitive environment, loan growth posted considerable expansion, particularly in the last few months of the year. In this context, we posted a 2.7% expansion in net interest income, despite an increase in the funding cost.

Non-financial income increased 15.1%. This was due primarily to the sale of the remaining shares of BCI and Enel in the second semester of the year. Growth was also driven by an increase in fee income, mainly at BCP and, to a lesser extent, at Credicorp Capital. This evolution is highly satisfactory given that the local economic context led the banking business to post low loan growth measured in average daily balances and a consequent decline in operating activity. The aforementioned offset the drop in gains on foreign exchange transactions, given that the dollar registered limited volatility and the highly competitive context.

In terms of the quality of the loan portfolio, the non-performing loans ratio rose from 3.66% in 2016 to 3.92% in 2017. Nevertheless, the cost of risk fell from 1.88% in 2016 to 1.78% in 2017. This decline reflects the improvements in the risk quality of new loan vintages since 2016, but the non-performing portfolio has yet to recover given that these loans, despite being fully provisioned, cannot be charged-off due to the existence of real estate guarantees that require five years on average to liquidate.

In our insurance operations, net premiums increased 0.5% due to growth in net premiums in the life insurance line and, to a lesser extent, in the property and casualty line. The aforementioned slightly attenuated the increase in net claims and in the acquisition cost. In this context, the net loss ratio and the combined ratio were situated at 61.8% and 97.3% respectively, which represents a deterioration over the figures posted last year. It is important to note that the insurance underwriting result was negatively affected by the El Nino Phenomenon in the first half of the year.

Once again, we exercised adequate control over operating expenses, which allowed us to post a low growth of 4.2% with regard to 2016. This led the efficiency ratio to situate at 43.6%. This is very noteworthy, particularly in a context of Transformation, which is expenditure-intensive.

In the asset management business, our AuMs increased 15.7% with regard to 2016's level, situating at approximately S/129.7 billion. These assets correspond to our operations through Prima AFP, Credicorp Capital and Atlantic Security Bank. Pension funds represent around 38% of our total assets under management and reported profitability levels for 2017 of 9.6%, 12.2% and 12.1% for Fund 1, 2 and 3 respectively. Pension fund management is a long-term proposition, so it is important to look at results over a longer horizon. This being said, our annualized profitability for the last 11 years was 6.8%, 7.9% and 7.2% in Fund 1, 2 and 3 respectively. These results reflect our leadership in the market for profitability in Funds 1 and 2, which represent 82.9% of total pension funds under management in the system.

Additionally, at the end of 2016, Prima AFP won a tender that allows it the exclusive right to affiliate new entries to the private pension system for the period of June 2017-May 2019. Consequently, in the period from June 1 to December 31, 2017, the total volume of new affiliates was situated at 219 thousand, which represented a monthly average of 31 thousand affiliates, with an upward trend.

In the investment banking business, we ranked first in fixed income in Colombia and second in Peru and Chile. In the equity income business, we continued to lead in Peru and Colombia and were ranked fourth in Chile.

Another important aspect of the long-term strategy for growth stems from our commitment to our more than 8 million customers. To provide better service, we maintain a network of points of contact that is characterized by high levels of capillarity and accessibility. In 2017, we increased the points of contact for our banking business by 306 to post a total of 9,966 points of contact at the end of 2017.

Finally, I would like to focus on our major asset: our employees. In 2017, our organization continued its efforts to strengthen and innovate in the area of human talent management and has consolidated its position as the best place to work in Peru. Our initiatives focus on optimizing the incentives and benefits structure to improve our selection, learning and retention processes at all of the locations in which we operate.

# **Dividends and Capitalization**

For the first time since Credicorp's establishment, the Board approved, in a session held on October 25, 2017, the distribution of a special cash dividend for S/15.7 per common stock. This payment was made on November 24, 2017, without withholding tax at source, to shareholders who were registered as such on November 14, 2017. The dividend was calculated at US\$ 4.8457 per common stock. This was additional to the ordinary dividend of US\$3.7376 per share that was paid on May 12, 2017 to shareholders who were registered as such as of April 18, 2017.

Additionally, the Board; considering the net income generated during 2017, in its session held on February 28, 2018, approved the distribution of a cash dividend of S/ 14.1726 for each common share of Credicorp, which will be paid on May 11th, 2018 (without withholding tax at source) to Credicorp shareholders who were registered as such on April 18th, 2018. This dividend will be paid and distributed in US Dollars at the weighted exchange rate in the professional market that was registered by SBS for the transactions at the close of business on May 9th, 2018 and rounded up to four decimals.



# Perspectives and Initiatives 2018

Throughout 2018, we will continue to make every effort to ensure our business's sustainability and to strengthen the trust that you, our shareholders, clients and interest groups, have placed in us.

In the banking business, we will continue implementing our strategy to improve the experience of our clients through different points of contact by focusing, in particular, on improving and innovating digital banking, which will mark a turning point in how we communicate with and satisfy customers. We will also emphasize risk management in different segments of Retail Banking with models for acceptance, follow-up and collections that are calibrated and aligned with pricing models to ensure that we achieve the anticipated profitability levels. Lastly, we will continue to focus on achieving an adequate balance between market share, profitability and operating efficiency.

In terms of our small and micro banking business, we will continue to work to consolidate and improve Mibanco's profitability. We will focus on fine-tuning segmentation to algn our value propositions with the needs of each segment by optimizing commercial, risk and collections models. We will continue to drive our initiative to capture funds from the public while strengthening the institutionalization of our organizational culture, which is the pillar of our successful model for human talent management.

On the insurance front, the Peruvian market continues to be one of the less penetrated in the region. As such, we will continue to drive growth through different channels, in particular by strengthening our bancassurance strategy, to take advantage of the group's synergies. In 2018, we will improve the efficiency with which we use our resources, thanks to the merger between Pacifico Vida and Pacífico Seguros Generales, to improve client capture and retention. To accomplish this, we will focus on deploying digital innovation through different channels and products.

In 2018, the strategy of the pension fund business will continue to focus on improving the public's perception of this business and its credibility. Given that we won the third tender for new affiliates to the private pension system, we will need to improve operating efficiency to maintain the profitability levels that we have reported over the last few years. Our objective is to strengthen long-term sustainability and our strategy by optimizing risk management; rolling out innovation in our digital channels; and strengthening client retention levels.

On the investment banking front, we will continue to consolidate our position as the best financial advisory service in Peru, Chile and Colombia. We will strengthen our regional offer for equity management services and will complement our range of joint products, services and operations with ASB while continuing to develop our Corporate Finance businesses in Colombia and our alternative funds at the regional level. Finally, we will continue the process to replace our core systems and deepen initiatives to improve the customer experience.

We look toward 2018 with optimism given that the countries where we operate continue to offer a multitude of opportunities. But moreover, we recognize that our people make the difference and are the true foundation of our success. I would like to thank our wonderful group of employees for their effort, our clients for their loyalty, and our shareholders for their invaluable trust; we are prepared to take on the new challenges that you have set before us.

On behalf of the Board and myself, I would like to express our appreciation to Mr. Walter Bayly, for his remarkable contribution to our organization, during the twenty-five years of work in our main subsidiary BCP and, mainly, over the last ten years as Chief Executive Officer of BCP. Walter has consolidated BCP's position in the market by leading a highly-skilled and motivated team and executing a strategy based on an efficient growth and outstanding risk management. Finally, I want to announce the new organizational structure of Credicorp. As of April 1st of this year, Mr. Bayly will lead Credicorp in his position as Chief Executive Officer, supported by two Deputy Chief Executive Officers, Mr. Gianfranco Ferrari and Mr. Alvaro Correa, who have an outstanding professional career of more than twenty years in Credicorp.

Thank you very much.

Dionisio Romero Paoletti

Chairman of the Board

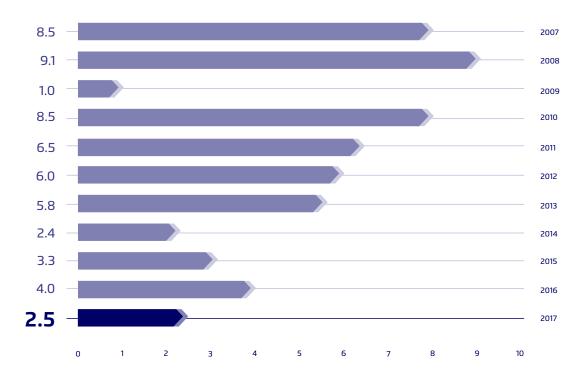
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ECONOMIC ENVIRONMENT

# Growth

#### **Gross Domestic Product**

(Annual variations, %)



Source: INFI

The Peruvian economy grew 2.5% in 2017, which falls below the rate reported in 2016 (4.0%) due to the effects of El Nino Phenomenon; the Lava-Jato case; and a political context marked by significant political noise.

Similar to last year, internal demand reported only a slight growth of 1.3% (2016: 1.1%). Private consumption increased 2.5% (2016: 3.3%), its lowest level of expansion in 14 years. Private investment expanded only 0.1% (2016: -5.9%), after three consecutive years of contraction while public investment increased only 0.1% (2016: 0.6%).

In sectorial terms, the downturn in the economy was due primarily to:

- A decrease in the mining sector's contribution to growth. In 2016, this sector grew 21.2% and contributed 1.8 percentage points to total growth while in 2017, expansion was situated at 4.2%, reflecting a contribution of 0.4 percentage points.
- A downturn in the main non-primary sectors, which was particularly steep in March and April due to El Niño Phenomenon. In 2017, the commercial sector grew only 1% (the lowest print in eight years), while a 0.7% contraction was reported from March to April in year-on-year terms. The service sector expanded 3.4% (2016: 4%) but reached its lowest rate of expansion of the year in the second quarter (3%).

• The contraction in non-primary manufacturing was situated at -0.9% (2016: -1.6%), marking the fourth consecutive year of decline.

In contrast, the sectors that mitigated the economic downturn in 2017 were:

- Growth of 4.7% in the fishing sector (2016: -10.1%) and 1.9% in primary manufacturing (2016: -0.6%) despite the fact that the second anchovy fishing season was cancelled (in the last quarter of 2017, these segments reported declines of 51.5% and 17.6% respectively with regard to the last quarter of 2016).
- The recovery in the construction sector. After reporting a drop of 4.1% on the first semester of 2017 with regard to the first semester of 2016, this sector expanded 7.5% in the second half of 2017 due to an acceleration in public and private investment. In this context, the construction sector posted growth of 2.2% at yearend (2016: -3.1%).

# Inflation

#### Inflation

(%)



Source: INEI

In 2017, the consumer price index for Metropolitan Lima increased 1.4%, which fell below the figure posted in 2016 (3.2%) and fell short of the mid-point of the target range (1%-3%) of the Central Reserve Bank of Peru (BCRP) for the first time in eight years. This result was due primarily to an increase of only 0.3% in the food and beverage price index (2016: 3.5%), which represents the lowest growth in 16 years. This behavior was attributable to a normalization of the supply shock generated by El Nino

Phenomenon, which affected food prices in March 2017. Inflation excluding food and energy was situated at 2.2% (2016: 2.9%). The downturn in this inflation index was aligned with the evolution of internal demand, which was weak throughout the year, and with the appreciation of the Peruvian Sol. In 2017, as in 2016, Peru reported one of the lowest levels of inflation in the region (Mexico: 6.8%, Colombia: 4.1%, Brazil: 3%, Chile: 2.3%).

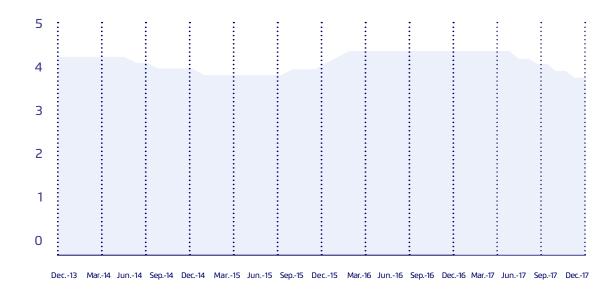
In 2017, as in 2016, Peru reported one of the lowest levels of inflation in the region



# Reference Rate

#### Reference rate

(%)



Source: Central Bank

BCRP's reference rate dropped from 4.25% at the end of 2016 to 3.25% in December 2017, which represented a decline of 100 bps in one year. Reference rate cuts took place in a context in which annual inflation fell from 4% in March 2017 to 1.4% in December 2017, while 12-month inflation expectations were situated at 2.3%, the lowest level in almost 8 years. Economic activity fell below its potential in 2017, which prompted BCRP to apply a monetary stimulus.

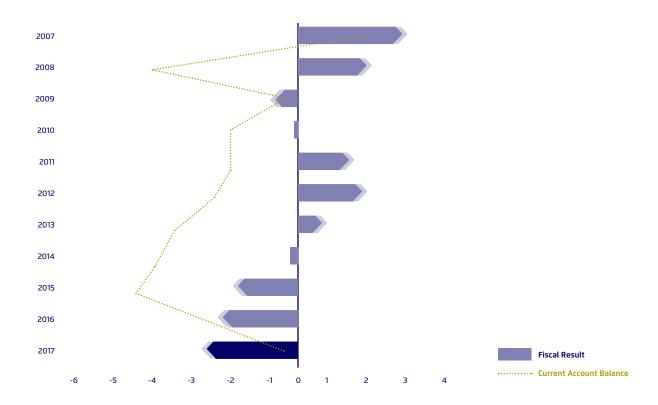
BCRP continued to implement the Loan Dedollarization Program, which sets reduction targets for loan balances in foreign currency. The loan dollarization level was situated at 29.1% in 2017 versus the 29.2% and 30.5% of 2016 and 2015, respectively.

Finally, in 2017, BCRP reduced its reserve rate in Local Currency (from 6.5% to 5%) and the marginal reserve rate in Foreign Currency (from 70% to 40%). The objective of these measures was to make financial and loan conditions more flexible in a context marked by a downturn in loan growth and an increase in international interest rates.

The loan dollarization level was situated at 29.1% in 2017

# Public finance and the external sector

**Fiscal Result and Current Account Balance** (GDP percentage)



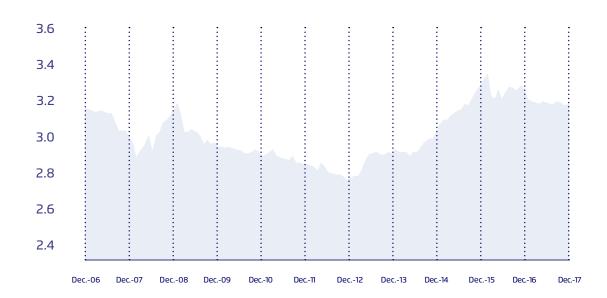
Source: Central Bank

The fiscal deficit was situated at 3.2% of GDP at year-end, which was the highest figure reported in 17 years. Fiscal revenues at the General Government level represented 18.0% of GDP, which constituted a record low for the past 14 years. It is important to note the in the fourth quarter of 2017, current revenues at the General Government level grew 8.4% regarding the fourth guarter of 2016 in real terms. This represented the most significant growth reported in 19 quarters and was attributable to an improvement in the terms of trade. After having registered a contraction of -10.1% in the first semester of 2017 vis a vis the same period in 2016, public investment at the General Government level grew 12.2% in the fourth guarter of 2017 versus the fourth guarter of 2016 in real terms. In this context, expansion was situated at 3.3% in 2017 (2016: -3.1%).

In 2017, the terms of trade posted a growth of 7.3%, which constitutes the first expansion recorded in six years. The latter was the result of growth of 13.1% in export prices, while import prices increased 5.4%. The Trade Balance reported a surplus of US\$ 6,266 million, which is the best print since 2012, and represents a substantial improvement over the trade surplus of US\$ 1,888 million reported in 2016. The surplus posted this year was attributable to an increase of 27% in traditional exports, which was, in turn, the result of a 32% rise in the price of copper. Imports grew 10%, which was primarily due to an increase in imports of inputs (19%) and consumer goods (8%); in contrast, imports of capital goods increased only 0.8% in 2017 (2016: -7.4%). In this context, the current account deficit represented only 1.3% of GDP, which is the lowest level reported in eight years.

# **Exchange Rate**

**Exchange Rate** (S/ per US\$)



Source: Central Bank

At the end of 2017, the exchange rate was situated at S/ 3.24 per US Dollar, which represented an appreciation of the Sol of 3.5% regarding the figure at the end of 2016 (S/ 3.36). This marked the second consecutive year of appreciation in a context in which the price of copper increased 32% and the trade balance hit its highest point since 2012.

In 2017, BCRP made net purchases for USD 5,246 million (the highest pace since 2012) to mitigate the appreciation of the Sol.

At the end of 2017, the exchange rate was situated at S/ 3.24 per **US** Dollar

CREDICORP

# **General Information**

Company:	Credicorp Ltd.
Adress:	Clarendon House 2 Church Street Hamilton, Bermuda
Primary subsidiary address :	Calle Centenario 156. La Molina. Lima, Perú
Contact number :	511 313-2000
Fax:	511 313-2121

# Constitution

Credicorp Ltd. was established on 17 August, 1995 in the City of Hamilton in Bermuda, registered under registration No. EC21045.

The duration of the company is indefinite.

We are the leading financial group in Peru with extensive experience in the Peruvian financial market. We have a solid commercial banking operation that is national in scope and serves all segments of the population. The latter is reinforced with our strong presence in Investment Banking in Latin America, which has solidified our presence in the region as we contribute to development and accompany our clients' growth. Our vision, mission, values and commitment are clearly articulated with the interests of our stakeholders and shareholders.



## Vision

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

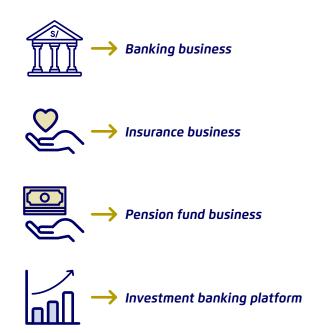


## Mission

To efficiently provide products and services that meet our client's needs, promoting financial inclusion and stakeholder's satisfaction.

# **Statutory Activities**

Credicorp is a business group offering financial services in Perú, USA, Panamá, Chile y Colombia; and develops its operations mainly through six main subsidiaries: Banco de Crédito del Perú, Pacifico Compañia de Seguros y Reaseguros, BCP Bolivia, Prima AFP, Atlantic Security Bank y Credicorp Capital. Credicorp's business is mainly concentrated in four operating segments:



# Brief description of the economic dronb

Credicorp was incorporated in 1995 for the purpose of acquiring common shares of Banco de Credito of Peru (BCP), Atlantic Security Holding Corporation (ASHC) and Pacifico Compania de Seguros y Reaseguros S.A. (PPS). Through the exchange offer made in October 1995, Credicorp acquired 90.1% of BCP's shares; 98.2% of ASHC's shares; and 75.8% of PPS's shares. The common shares were listed on the New York Stock Exchange immediately after the Exchange Offer was concluded at a closing price of US\$ 11.61 (adjusted to reflect dividends on shares). On March 19, 1996, Credicorp acquired, in accordance with the Exchange Offer and in conditions similar to those of the Exchange Offer of October 1995, the remaining 1.8% of the shares in circulation of ASHC.

In 2012, Credicorp, as part of its strategic plan, initiated the creation of a regional bank. In April 2012, through its subsidiary BCP, Credicorp acquired 51% stake of Correval S.A. Sociedad Comisionista de Bolsa, an investment bank in Bogota, Colombia. In July 2012, Credicorp, through its subsidiary BCP, acquired 60.6% of the shares of

IM Trust S.A. Corredores de Bolsa, an investment bank in Santiago, Chile. In November 2012 and June 2013, IM Trust and Correval were transferred, respectively, to Credicorp Capital Ltd. (this subsidiary was established in Bermuda to support investment activities in Chile, Colombia and Peru) and generated no impact on Credicorp's consolidated financial statements. Credicorp Capital Peru S.A.A. was created to conduct investment banking transactions in Peru. This company was incorporated in Peru in April 2012 by splitting off an equity block at BCP. The assets that were transferred included Credibolsa, Credititulos, Credifondo and BCP's investment banking activities. In November 2015, the 85.50% share that the Grupo Credito held in Credicorp Capital Peru S.A.A. was split off and transferred to Credicorp Capital Holding Peru, a subsidiary of Credicorp Capital Ltd. This concluded the process to reorganize the company to regroup the subsidiaries and shares of Credicorp Capital Ltd. to facilitate business management. The split-off of this equity had no impact on Credicorp's consolidated financial statement.

At the beginning of 2016, BCP Bolivia ceased to be a subsidiary of BCP and became a subsidiary of a new holding known as Inversiones Credicorp Bolivia S.A. (ICBSA), which is a direct subsidiary of the Grupo Credito. In May and August 2016, Credicorp Capital Ltd., through Credicorp Capital Holding Chile, acquired 39.4% of the shares of Inversiones IMT SA. (formerly IM Trust S.A.) to obtain 100% of shares. Between May and September of 2016, Credicorp Capital Ltd., through Credicorp Capital Holding Colombia SAS, acquired 49% of Credicorp's shares in Credicorp Capital Colombia S.A. (formerly Correval) to obtain 100% of total shares.

In January 2017, as part of a move to reorganize the subsidiaries, Grupo Credito purchased 9% of Credicorp Ltd.'s shares of BCP. Consequently, the Grupo Credito currently holds 93.96% of BCP's shares and Credicorp Ltd., 3.73%.

#### How do we Create Value?

- By encouraging our businesses to act jointly to take advantage of the synergies created by our diversified portfolio.
- By strengthening our leadership in the financial sector as we grow in new businesses through our investment banking platform, which works with the corporate world, the retail segment in general, and the SME and Consumer sectors in particular.
- By investing in the best professionals; identifying and promoting talent; encouraging the search for efficiency; and training our staff.
- By constantly seeking to align our business models, processes and procedures with the best international practices.

An important element in our quest to continue growing sustainably is our commitment to promoting a culture of efficiency in our operations, which will help us sustain the profitability levels that we have committed to obtaining.





# Our Success...

Is attributable to the four pillars of the long-term strategy: our customer-based focus; the improvement of our profitability, the operating excellence that defines our work and the adequate risk management of our different businesses, which are, in turn, based on four key elements:

**O**ur track record.

**O**ur results-based organization.

**O**urstaff, which includes the country's best professionals.

**O**ur accessibility, when and where our clients need us.

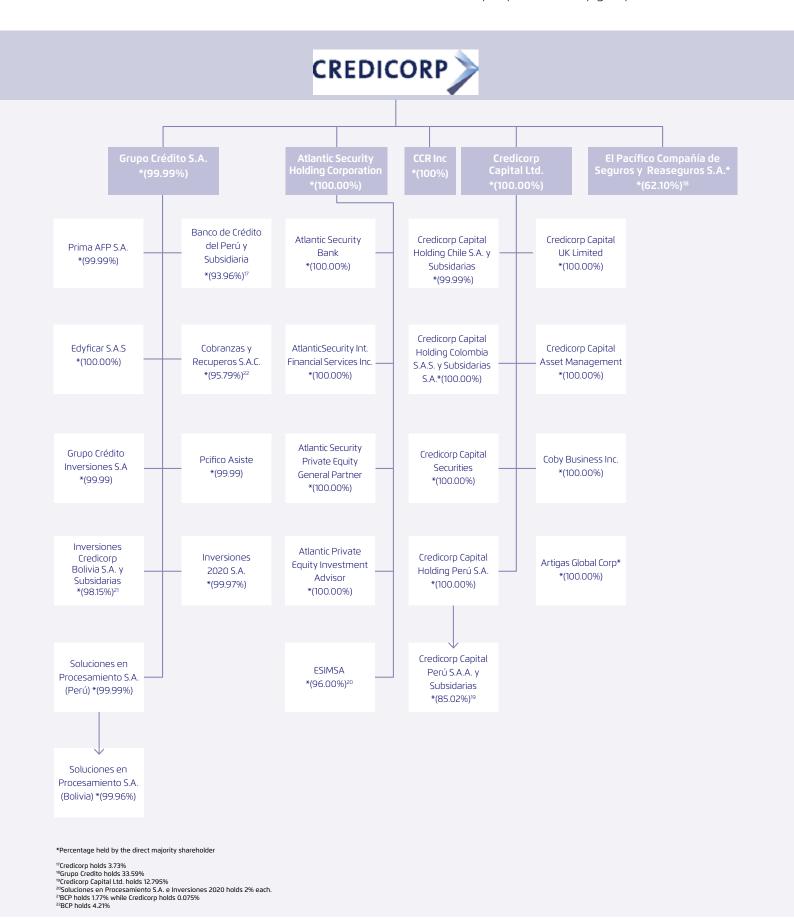


#### How do our businesses create value?

Business Type	Subsidiaries	Main source of income	Description
Banking	Banco de Crédito del Perú – BCP Mibanco Banco de Crédito de Bolivia Atlantic Security Bank	Net income from interest and fees	We capture deposits and offer loans to individuals and companies that need funds to grow.  We provide our customers with investment advice that is aligned with their needs and risk profile.
Investment banking	Credicorp Capital	Fee income	We provide our clients with financial and transactional advisory services, securities brokerage services and asset management services.
Insurance business	Grupo Pacífico	Premiums	We cover our clients' specific insurable risks (property and casualty, life and health insurance)
Pension Fund Management	Prima AFP	Fee income	We manage our clients' private retirement funds.

# Credicorp's Organizational Chart

Credicorp operates mainly through its six subsidiaries: Banco de Credito del Peru (BCP), BCP Bolivia, Grupo Pacifico, Prima AFP, Atlantic Security Bank (ASB) and Credicorp Capital. Credicorp group is detailed below:





# Credicorp in the World

Credicorp engages in activities mainly in Peru, the United States, Panama, Bolivia, Chile, Colombia and the United Kingdom.





# **Awards**

In 2017, Credicorp won the following awards for outstanding management and performance:

Institutional Investor: 2017 Latin America Executive Team	<ul> <li>Best CEO – Third Place - Walter Bayly Llona</li> <li>Best CFO – Second Place - Fernando Dasso Montero</li> </ul>	
ALAS 20 – VIGEO	<ul> <li>Winner in Perú in the category Leader Company in Investor Relations – Credicorp</li> </ul>	

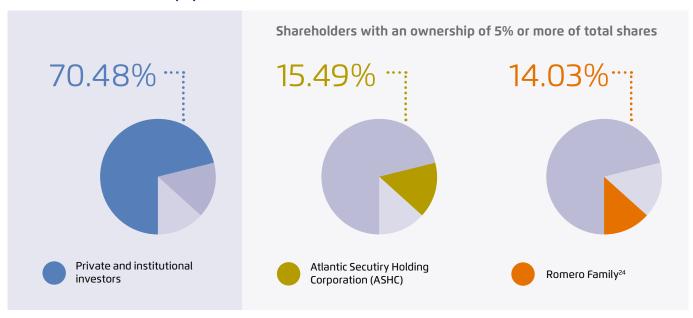
3

CAPITAL, MARKET VALUE AND SHAREHOLDER STRUCTURE

# Capital and Main Shareholders

Share capital at Credicorp Ltd. totaled US\$ 471,911,585 on 31.12.2017, which was represented by 94'382,317 shares with a nominal value of US\$ 5.00 each.

# Shareholder Structure (%)23



Source: Registro de Acciones

The following table shows the composition of shares with voting rights at Credicorp Ltd. as of December 31, 2017, considering share ownership as a percentage of total shares:

% of ownership	Number of shareholders	Share percentage
Less of 1%	4,751	7.74%
Between 1% - 4.9%	2	3.29%
Between 5% - 9.9%	0	0.00%
Higher than 10%	1	15.49%
N.A <sup>25</sup>	N.A.	73.48%

# Market Value

In 2017, global indicators improved with regard to 2016. The main stock exchange indexes, such as S&P 500, the Dow Jones Industrial and Nasdaq, registered gains of 19.42%, 23.08% and 28.24% respectively. The local market also evolved favorably. The Lima Stock Exchange posted a high profitability, reporting growth of 32.7% year on year that was mainly driven by the mining, consumption and finance sectors. Metal prices recovered due to the increase in the demand in China. Metal price growth is particularly relevant for the Peruvian market given that the mining sector is one of the economy's primary drivers.

<sup>&</sup>lt;sup>23</sup>Share is calculated up to February 8, 2017.

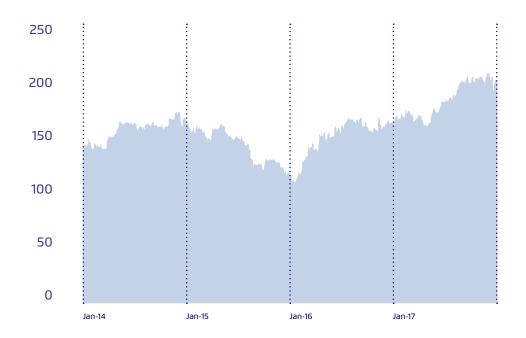
<sup>&</sup>lt;sup>24</sup>Includes shares that are held directly or indirectly by Dionisio Romero and his family or by companies that he owns or operates.

<sup>2573.48%</sup> of Credicorp's shares correspond to the trading in NYSE, where it is not possible to identify the last beneficiary, due to the rules of NYSE's disclosure.

# Stock Performance Price

Credicorp's share price was in line with the evolution of the markets and the holding's results. In this context, the share price was situated at US\$ 207.43 at the end of 2017, which represented annual growth of 31.4%.

# Evolution of the Share Price (US\$)



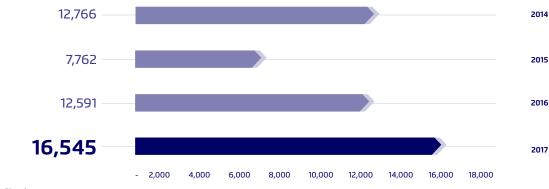
Source: Bloomberg

# **Market Capitalization**

At the end of 2017 the corporation's market capitalization rose to US\$ 16,545 million, which represented a 31.4% increase with regard to the US\$ 12,591 million posted

at the end of 2016. A daily average trading volume of Credicorp's shares in 2017 was 282,644 shares, lower than last year's average by 21.1%.

#### Market Capitalization (US\$ million)



Source: Bloomberg

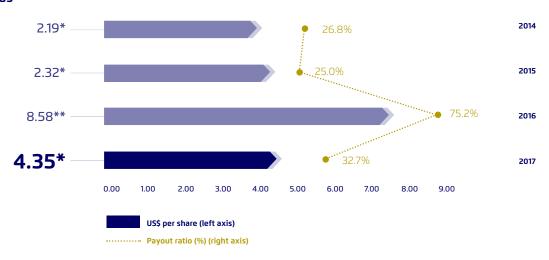
# **Dividends**

In 2017, the Board of Credicorp approved the distribution of an ordinary dividend of US\$3.7376 per share, which was paid on May 12, 2017 to shareholders who were registered as such by April 18, 2017. Additionally, for the first time in Credicorp's history, the Board approved the distribution of an extraordinary dividend in cash for S/15.7 per common stock of Credicorp in a session held on October 25, 2017. This dividend was paid on November 24, 2017 (without withholding tax at source) at a value of US\$ 4.8457 per share, to shareholders who were registered as such by November 14, 2017 and at the exchange rate reported by the Superintendency of Banks, Insurance and Pension Funds (SBS) for the transactions at the close of business on November 22, 2017: S/ 3.24 per US Dollar.

Total dividends paid out in 2017, including extraordinary and ordinary dividends, represented 75.2% of total net income in 2016. This calculation includes 94,382,317 of Credicorp's shares.

Additionally, the Board; considering the net income generated during 2017, in its session held on February 28, 2018, approved the distribution of a cash dividend of S/14.1726 for each common share of Credicorp, which will be paid on May 11th, 2018 (without withholding tax at source) to Credicorp shareholders who were registered as such on April 18th, 2018. This dividend will be paid and distributed in US Dollars at the weighted exchange rate in the professional market that was registered by SBS for the transactions at the close of business on May 9th, 2018 and rounded up to four decimals. This decision implies that 32.7% of the earnings generated in the period were distributed.

#### **Dividends**



\*Dividends of 2014, 2015 and 2017 converted to US\$ using the accounting exchange rate at the end of 25/02/2015, 24/02/2016 and 28/02/2018,

\*\* Ordinary dividend (S/ 12.2865) and extraordinary dividend (S/ 15.7000) have been converted to US\$ usidng the accounting exchange rate at the end of 10/04/2017 and 22/11/2017

Source: BCP - Planning and Finance

4

FINANCIAL RESULTS

# Net income and ROAE

Net income



**S/4,091.8** 

(vs S/ 3,514.58 million in 2016)

**ROAE** 



19.8%

(vs 19.6% on 2016)

**ROAA** 



(vs 2.3% on 2016)

The 2017 result clearly reflects Credicorp' solid position, which allowed it to achieve excellent profitability levels despite a local context characterized by low growth and political uncertainty.

# **Recurring business**

Net income

S/ 3,647.1

million

surpassed 2016's

# Non-recurring incomes<sup>26</sup> Net income



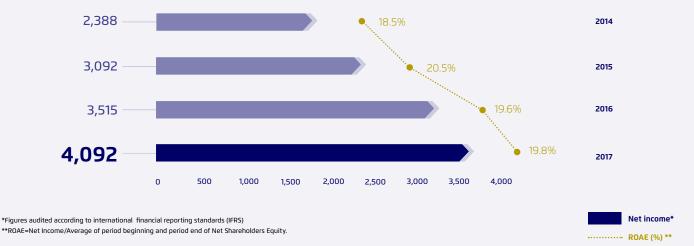
# Resulting from:

- Non-financial income due to the sale of BCI shares for S/ 281 million.
- Non-financial income due to the sale of Enel shares for S/ 164 million.

<sup>&</sup>lt;sup>26</sup>Unaudited figures, according to IFRS

#### Net income and ROAE

(S/ million, %)



# Banking business

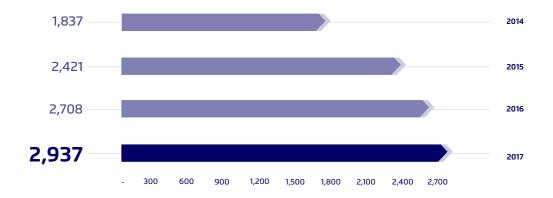
# **BCP Consolidated**

The banking business at BCP Consolidated<sup>26</sup> reported a contribution to Credicorp of S/ 2,936.8 million, which topped the figure registered in 2016 by 8.4%. The improvement in performance in 2017 reflects a 2.2% increase in net interest income, which was primarily attributable to growth in interest income on securities and on loans. This was accompanied by a 6.1% growth in fee income, which is the banking business's main

source of non-financial income. In terms of expense control and governance, the efficiency ratio fell slightly from 43.7% to 43.2%. This was in line with the 4.1% increase in operating income, which helped offset the 2.9% growth in operating expenses. In this context, BCP Consolidated reported a ROAE of 20.7% in 2017.

# Evolution of BCP's contribution to Credicorp\*

(S/ million)



Source: BCP - Planning and Finance

<sup>&</sup>lt;sup>26</sup>Includes BCP Stand-alone and Mibanco.

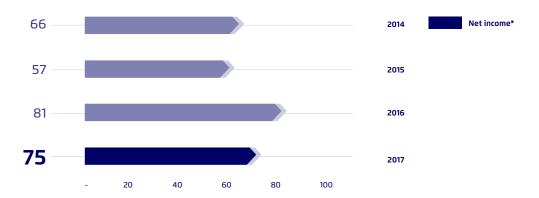


<sup>\*</sup>Since 2016, BCP Bolivia is no longer part of BCP Consolidated. For comparisson, BCP Bolivia has been ommited since 2014. For this reason, values reported for 2014 and 2015 differ from previous anual reports.

# **BCP Bolivia**

#### **Evolution of BCP Bolivia's contribution to Credicorp**

(S/ milion)



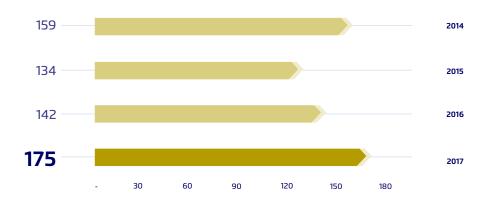
Source: BCP - Planning and Finance

BCP Bolivia's contribution to Credicorp was S/75.4 million, which represented a decrease of 6.6% with regard to the S/80.7 million posted in 2016. This was due primarily to the increase reported in provisions during the third quarter, which was attributable to a slight deterioration in the loan portfolio. This effect was somewhat offset by the 5% increase in net interest income after loan growth reached 15%. All of the aforementioned led BCP Bolivia to post a ROAE de 12.0%, which represents a decline with regard to the figure of 13.4% reported in 2016.

# **Atlantic Security Bank**

#### **Evolution of ASB's contribution to Credicorp**

(S/ milion)



Source: ASB

Atlantic Security Bank (ASB) posted a contribution to Credicorp of S/175.3 million. This topped the S/142 million reported in 2016 by 23.1%. This was due to the fact that this year, interest expense was -30% lower than in 2016. In terms of expense control and governance, total expenses increased slightly 3.2% with regard to

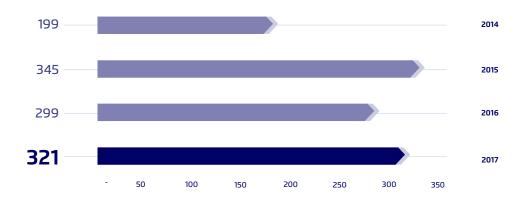
2016. ASB's investment portfolio was subject to strict oversight to monitor strategies for diversification, risk concentration and limits by investment type and issuer. This has helped keep credit risk and yields on investments at desirable levels. With this result, ROAE was situated at 20.2% in 2017.

# The insurance business

# **Grupo Pacífico**

### **Evolution of Grupo Pacifico's contribution to Credicorp**

(S/ million)



Source: Grupo Pacifico.

Grupo Pacifico contributed S/ 321.2 million to Credicorp's result, which represented a 7.4% increase with regard to 2016's figure. It is important to note that in 2015, non-recurring income was reported from the joint venture with Banmedica. The underwriting result fell in 2017. This was due primarily to an increase in the acquisition cost and in net claims. The acquisition cost rose in 2017 after an increase was reported in commissions for the Life Insurance and Property and Casualty segment. Growth in commissions in the Property and Casualty line was attributable to an increase in provisions for uncollectible premiums in the Car segment in 2017. Net claims rose

1.8% year-over-year. This was primarily due to El Nino Phenomenon, which affected mainly the Property and Casualty line. Growth in net claims in Property and Casualty was slightly attenuated by higher net earned premiums in the Life Insurance line. It is important to note that the net loss ratio<sup>27</sup> reported growth in the Property and Casualty line but dropped in the Life Insurance line to situate at 54.5% and 40.7% for 2017 respectively. In this context, Grupo Pacifico's ROAE was situated at 12.8%<sup>28</sup> versus 15% in 2016.



<sup>&</sup>lt;sup>28</sup>ROAE including unrealized gains in the Life insurance business.



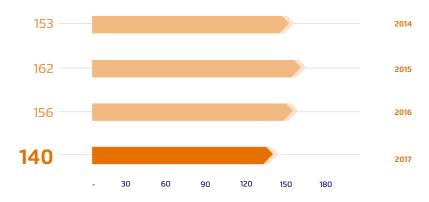
<sup>&</sup>lt;sup>27</sup>Net claims/net earned premiums.

# **Pension Fund Business**

# Prima AFP

Prima AFP reported an annual contribution to Credicorp of S/ 140.1 million, which fell below the figure posted in 2016 by 10.1% due to a reduction in the mixed fee in 2017. This fee dropped as Prima AFP won the Third Tender for affiliates in December 2016. This increased the number of affiliates by 219 thousand between June and December 2017. It is important to note that the funds under management at Prima AFP represented 31.5% of the system's total funds under management at the end of 2017. In this context, ROAE at Prima was situated at 22.9% in 2017.

# Evolution of Prima AFP's contribution to Credicorp (S/ million)



Source: Prima AFP

# **Investment Banking Business**

# **Credicorp Capital**

Credicorp Capital reported a contribution of S/69.4 million to Credicorp. The Fixed Income and Equity Income teams continued to lead trading in their respective jurisdictions and the business was bolstered by the good results

obtained for operations in the Equity Capital Markets and Debt Capital Markets, particularly in Peru. ROAE at Credicorp Capital for 2017 was 8.8%, which represented a decline with regard to the 11.7% reported in 2016.

# Operating income<sup>2</sup>

#### Total income and expenses\*

(S/ million)



\*Audited figures according to IFRs. Source: BCP - Planning and Finance.

Credicorp's operating income totaled S/ 5,575 million, which represented an increase of 14.0% with regard to the S/ 4,891 million reported in 2016. Excellent operating performance was due to the 6.6% increase in total income and the increase of only 2.0% in total expenses and in net provisions for loan losses.

The operating income result was due to:

#### In terms of income,

- I. The 15.1% increase in non-financial income, which was attributable to growth in net gains on sales of securities due to the sale of shares in BCI and Enel and, to a lesser degree, to an increase in fee income, which is the primary source of non-financial income. All of the aforementioned helped offset the drop in gains on foreign exchange transactions.
- II. Growth of 2.7% in net interest income, which was mainly attributable to an increase in interest on investments and, to a lesser degree, to higher interest income on loans. Growth in interest on investments reflects a decision to more actively manage the investment loan portfolio in 2017 in a context of low loan growth, which was more pronounced in the first half of the year. Nevertheless, growth in interest income was slightly attenuated by an increase in interest expenses on deposits, which was mainly attributable to savings and time deposits. In this context, the net interest margin (NIM) fell slightly from 5.46% in 2016 to 5.33% in 2017, which was in line with growth in interest earning assets over the last quarter.

III. The aforementioned offset the slight contraction of -1.5% in net earned premiums less claims, which was due primarily to a 1.8% increase in claims this year. High claims led the net loss ratio to increase from 61% in 2016 to 62% in 2017.

#### In terms of expenses,

- I. Net Provisions for loan losses rose slightly (0.2%), which was due to a -3.4% decrease in recoveries this year. This was slightly offset by a drop in gross provisions after improvements to the risk profile throughout the year, which is noteworthy given that it included coverage for the negative effects of the El Nino Phenomenon and the Lava Jato case. The drop in provisions requirements reflects an improvement in the risk quality of the loan portfolio after measures were implemented over the past three years to finetune risk management. All the aforementioned led to an improvement in the cost of risk, which was situated at 1.78% versus 1.88% in 2016.
- II. Growth in total expenses of 2.6%, which was due primarily to an increase in employee salaries and benefits. This expansion was associated with the decision to accelerate investment in the strategic Transformation initiative at BCP Stand-alone, which entailed forming new teams to drive developments on the new fronts.



<sup>&</sup>lt;sup>29</sup>Operating income refers to the utility before taxes, traslations and non-controlling interest.



# Assets and ROAA

At the end of 2017, total assets were situated at S/ 170,472 million. This represented an increase of 9.0% with regard to the level reported last year. The expansion reported in assets was mainly associated with growth in loans (which posted an annual increase of 6.0% in quarter-end balances) and, to a lesser extent, to expansion in total investments (18.1%).

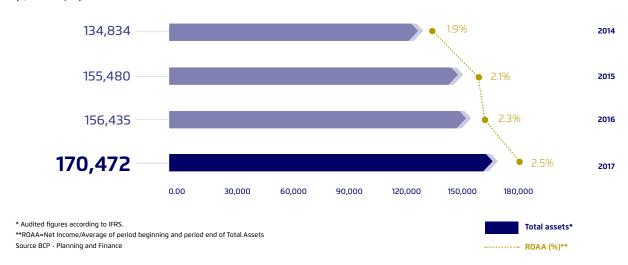
The analysis by segments reveals 1.9% growth in average daily balances year-over-year. This result was due primarily to:

- I. BCP Bolivia and Mibanco increased their total loans 15.5% and 8.6% respectively, measured in average daily balances. With respect to BCP Bolivia, the increase is attributable to greater growth in Wholesale Banking. Mibanco performed well once again in terms of income and loan placement, continuing to prioritize portfolio quality.
- II. In Retail Banking, the SME-Pyme segment posted significant expansion of 7.8%. This was due to the increase in local currency loan issuances.

The evolution of loans and other assets led to a return on average assets (ROAA) of 2.5% in 2017 versus 2.3% in 2016.

#### Assets and ROAA

(S/ million, %)



Total assets increased 9% in 2017

# **Distribution Channels**

The network of customer service channels is part of our commitment to establish the most extensive network of points of contact for Credicorp Clients in order to increase banking and financial penetration.

Credicorp's distribution network offers 10,120 points of contact to clients, which topped 2016's level by 3.1%. This increase was due primarily to efforts to implement Agentes BCP in 2017, which reflected the banking penetration strategy and migration to more cost-efficient channels. In the case of BCP Bolivia, the increase in points of contact was due to growth in Agentes BCP, which was in line with the goal to implement 200 agents by the end of 2017.

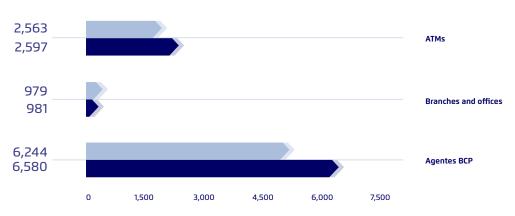
It is important to note that the number of points of contact at Grupo Pacifico and Prima AFP reflects the net effect between opening and closing channels throughout 2017.

In the case of the insurance business, points of contact include administrative offices, modules at companies and in clinics, and telephones at service stations. The banking business platform is used to develop the bancassurance business.

Points of contact	2015	2016	2017
Banking business			
BCP Consolidated	8,812	9,196	9,411
ВСР	8,489	8,880	9,087
Mibanco	323	316	324
BCP Bolivia	354	464	555
Insurance business			
Grupo Pacífico	150	126	117
Pension fund business			
Prima AFP	17	18	18
Investment banking			
Credicorp capital	15	16	19
Credicorp	9,348	9,820	10,120

#### **Distribution Channels**

(Units)



Source: BCP - Planning and Finance





# Liabilities and net shareholder's equity

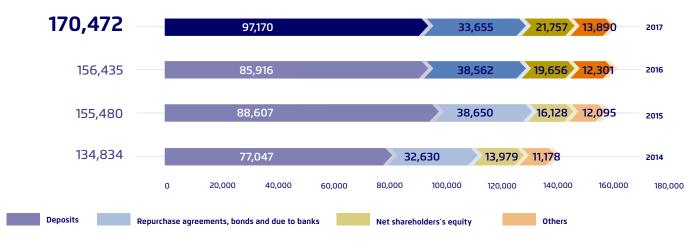
At the end of 2017, total liabilities at Credicorp were situated at S/ 148,219 million. This represented an 8.7% increase with regard to last year.

Deposits continued to be the leading source of funding in the mix with a share of 66%, which was slightly higher than the 63% recorded in 2016. Repurchasing agreements, due to banks and correspondents, and bonds and subordinated notes posted a decline in their combined share of total funding, which was situated at 25% (vs. 28% in 2016). This was mainly attributable to the expiration of substitution and expansion repurchasing agreements in 2017.

Net equity rose 10.7% year-over-year to situate at S/21,757 million. This was in line with the increase posted in earnings this year and to growth in net unrealized gains, which was associated with the proprietary investment portfolio, specially the life insurance portfolio. Regulatory capital totaled S/ 21,723 million, of which 58.2% corresponds to Tier I. The aforementioned is proof that Credicorp maintains a comfortable level of capitalization, which was 1.21 times higher than the minimum capital that the regulator requires for the consolidated group.

# Composition of liabilities and net shareholders'equity\*

(S/ million)



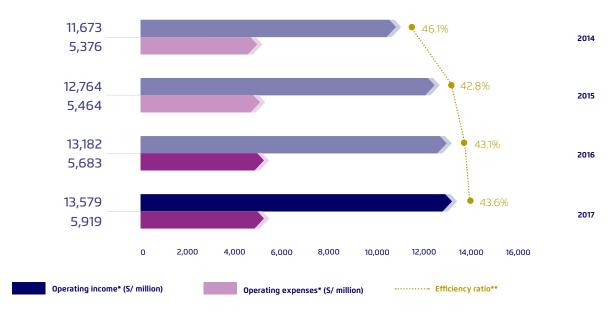
\*Audited figures, according to IFRS Source: BCP - Planning and Finance



## Operating Efficiency<sup>30</sup>

#### **Efficiency Ratio**

(%)



\*Non audited figures according to IFRS

\*\*Ratio calculated using the same formula as in the Quartely Eaming Releases.

Source: BCP - Plannning and Finance

In terms of operating efficiency at Credicorp, the minor increase in operating expenses of 4.2% year-over-year reflects the fact that effective measures were taken in 2017 to control expenses. This was noteworthy given throughout 2017, operating expenses experienced strong upward pressure due to the decision to accelerate investment in Transformation strategic initiative, which is concentrated mainly in BCP-Stand-alone. Operating income grew 3.0%, in line with the increase in net interest income and fee income. In this context, the efficiency ratio rose only slightly YoY, situating at 43.6% at the end of 2017.

An analysis of the efficiency ratio for each of Credicorp's subsidiaries reveals an improvement in Mibanco's efficiency, which attenuated the deterioration posted by other subsidiaries. Mibanco reported a significant reduction in its efficiency ratio in 2017 of -580 bps. This improvement was attributable to on-going control of operating expenses and to a significant improvement in income generation after a project was rolled out to improve productivity.

The efficiency ratio increases in 43.6%

<sup>&</sup>lt;sup>30</sup>The operating efficiency formula is expressed as operating expenses / operating income. Operating income include: Net interest income, Fee income, Net gain on foreign Exchange transactions, Net premiums earned, Net gain from subsidiaries and Gross margin from medical services. Operating expenses include: Salaries and employee benefits, Administrative expenses (consider taxes and contributions), Depreciation and amortization and Acquisition cost.



	BCP Stand alone	Mibanco	BCP Bolivia	ASB	PGA	Prima	Credicorp Capital	Credicorp
2015	41.3%	56.3%	67.0%	28.5%	24.9%	42.6%	98.2%	43.2%
2016	40.6%	56.4%	56.7%	23.3%	27.5%	44.6%	100.3%	43.5%
2017	41.5%	50.6%	57.9%	22.3%	28.9%	47.4%	102.4%	43.7%
Var 2016 / 2015	-22 pbs	10 pbs	-1027 pbs	-524 pbs	266 pbs	196 pbs	207 pbs	36 bps
Var 2017 / 2016	90 pbs	-580 pbs	120 pbs	-100 pbs	140 pbs	280 pbs	210 pbs	20 bps

BUSINESS

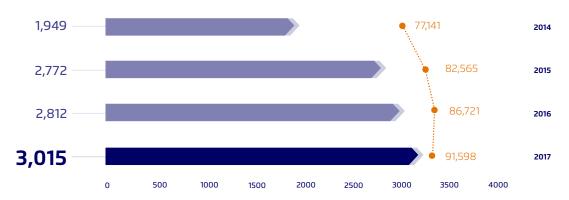
## **Banking Business**

In 2017 the Peruvian economy posted lower growth than in 2016, which generated a less favorable context for the banking business. Nevertheless, BCP Consolidated reported net attributable earnings of S/3,015 million, which reflected growth of 7.2% with regard to the level reported in 2016. This was due primarily to expansion in net interest income and in fee income. The aforementioned offset the increase in operating expenses, which was driven primarily by higher expenses for employee salaries and benefits and for administrative expenses. Total income, however, expanded at a higher rate than operating expenses, which led BCP Consolidated's efficiency ratio to fall slightly year-over-year to situate at 43.2%. This result represented an ROAE of 20.7% and an ROAA of 2.3% this year (vs 21.7% and 2.1% in 2016 respectively).

In terms of loans, gross loans increased 5.6% from 2016 to 2017.

#### Net income and gross loans

(S/ million)





Figures Proforma - Unaudited, according to IFRA Source: BCP - Planning and Finance Numbers for 2014 include BCP Bolivia

At the end of 2017, the asset level at BCP Consolidated was situated at S/ 139,542 million, which topped the S/ 127,603 million reported in 2016. This growth was due primarily to year-over-year expansion in the loan level (+5.6%) measured in quarter-end balances and, to a lesser extent, to growth in total investments (28.3%).

The analysis by segment reveals year-over-year loan

growth in average daily balances of 1.6% in 2017. This was due primarily to:

- I. 8.6% growth in loans at Mibanco, which represents 50.7% of BCP Consolidated's annual loan growth.
- II. 7.8% expansion in the SME-Pyme segment, especially in loans denominated in local currency, which contributed to the 3.1% increase in Retail Banking.

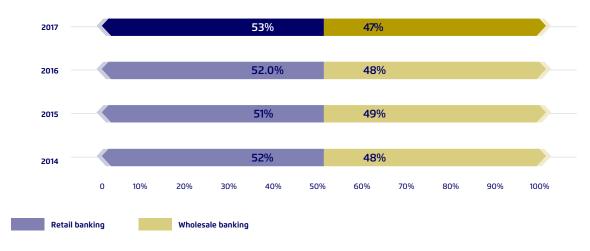
III. Growth of 3.9% in Middle Market Banking, which was mitigated by the contraction in Corporate Banking of -3.6%, making the Wholesale Banking portfolio decrease by -1.1%.

Due to the aforementioned factors, Wholesale Banking's share of total loans fell from 48% to 47% measured in average daily balances, while Retail Banking loans (including Mibanco) increased its share to 53% (topping December 2016's level of 52%).

At the end of December, BCP Consolidated continued to lead the loans market with a share of 32.6%<sup>31</sup>. This achievement is noteworthy given that it was obtained in a context characterized by high uncertainty, low economic growth and strong competition in most segments.

#### Composition of the loan portfolio\*





<sup>\*</sup> Annual average daily balances

Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance.

#### Wholesale Banking

The analysis the Wholesale Banking portfolio reveals a -1.1% decrease in average daily balances.

The decrease in Wholesale Banking loans was due primarily to a -3.6% contraction in Corporate Banking loans measured in average daily balances, excluding loans to other companies in the Group; in contrast, Middle Market Banking loans, also measured in average daily balances, grew 3.9%.

The dollarization level of the Wholesale Banking portfolio, measured in average daily balances, increased from 49.2% at the end of 2016 to 54.5% at the end of 2017. This growth was generated by a -16.5% drop in LC loans in Corporate Banking. FC loans increased 9.4% year-over-year.

Finally, BCP Consolidated continued to lead the market for Wholesale Banking loans with a share of 39.7%<sup>32</sup>. Corporate Banking and Middle Market Banking market shares were 42.9% and 35.2%, respectively, at the end of December 2017.

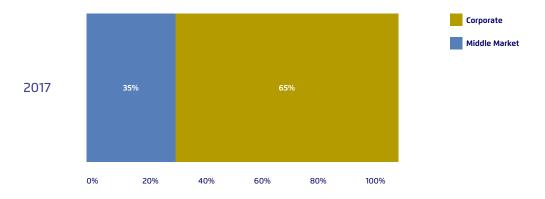
<sup>&</sup>lt;sup>2</sup>Market share at the end of December 2017



Market share at the end of December 2017.

#### Composition of the Wholesale Banking Porfolio\*

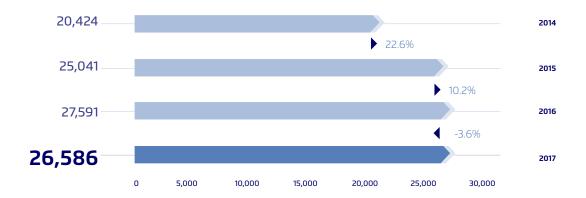
(%)



<sup>\*</sup> Annual average daily balances Source: BCP - Planning and Finance

#### **Evolution of the Corporate Banking Porfolio\***

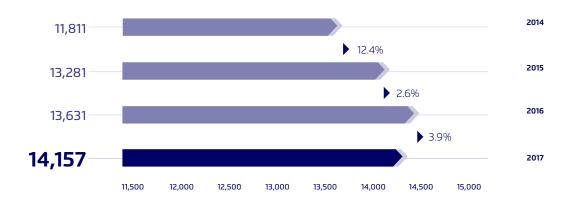
(S/ million)



<sup>\*</sup> Annual average daily balances

Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance

#### **Evolution of the Middle-Market Banking Portfolio\*** (S/ million)



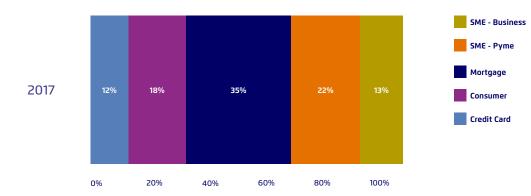
Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance

#### Retail Banking and Wealth Management

Retail banking performed positively this year, which was reflected in annual growth of 3.1% measured in average daily loan balances. This result was attributable to the increase posted in loan volumes, particularly in the

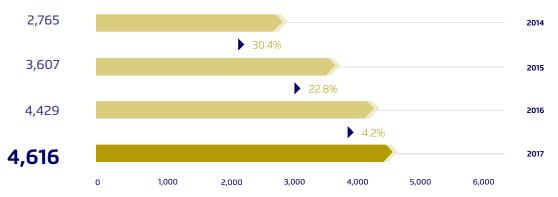
SME-Pyme segment and, to a lesser degree, in the Mortgage and SME- Business segments. Most of the segments reported increases in 2017, mainly in LC loans.

#### Composition of the Middle-Market Banking Porfolio\*



<sup>\*</sup> Annual average daily balances Source: BCP - Planning and Finance

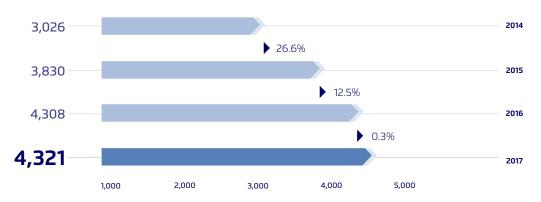
### SME - Business\* (S/ million)



<sup>\*</sup> Annual average daily balances

Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance

### Credit Card\* (S/ million)



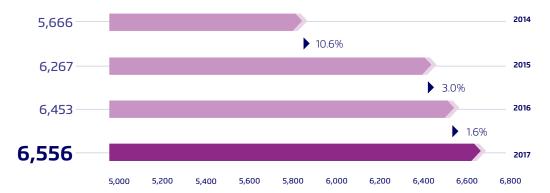
<sup>\*</sup>Annual average daily balances

Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance



#### Consumer\*

(S/ million)

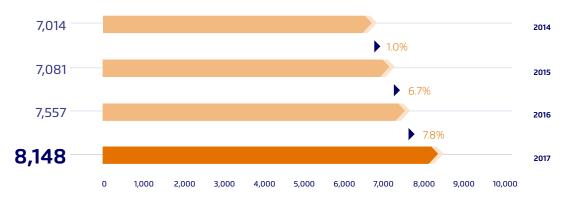


<sup>\*</sup> Annual average daily balances

 $Figures\ differ\ from\ previous\ annual\ reports\ because\ those\ considered\ average\ daily\ balances\ of\ only\ the\ 4th\ quarter$ Source: BCP - Planning and Finance

#### SME -Pyme\*

(S/ million)

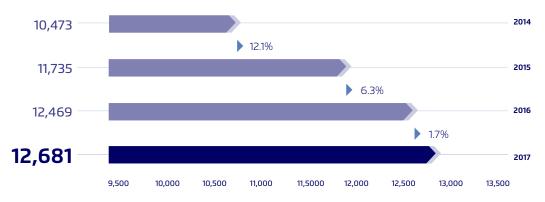


 $Figures\ differ\ from\ previous\ annual\ reports\ because\ those\ considered\ average\ daily\ balances\ of\ only\ the\ 4th\ quarter$ 

Source: BCP - Planning and Finance

#### Mortgage\*

(S/ million)



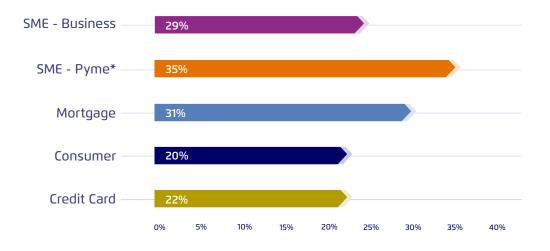
<sup>\*</sup> Annual average daily balances

Figures differ from previous annual reports because those considered average daily balances of only the 4th quarter Source: BCP - Planning and Finance

Within the Retail Banking portfolio, growth was led by the SME-Pyme segment, which reported an expansion of 7.8% in average daily balances. Nevertheless, BCP Stand-alone's market share of this segment fell slightly, going from 13.6% in 2016 to 12.7% in 2017. It is important to note that BCP Stand-alone ranks second only to Mibanco in this market.

BCP continued to lead the rest of the segments with the exception of SME-Business, where it placed second. The figure below shows the market shares for each segment.

### Market share (%) - Retail Banking (December 2017)



<sup>\*</sup> Includes BCP Stand-alone (13%) and Mibanco (22%). Source: BCP - Planning and Finance

#### Wealth Management

The Equity Management Division accompanied the growth of BCP's main clients with a differentiated high-value proposition for the Private Banking and Enalta segments.

This division is composed of two segments: **Enalta and Private Banking**. These segments include clients with income greater than S/ 20 thousand or liabilities that top US\$ 200 thousand, in the case of Enalta, and clients with liabilities exceeding US\$ 1 million in the case of Private Banking. The division has 37,237 clients (34,426 in Enalta and 2,811 in Private Banking).

The division's net income were S/ 59 million, which represents a 7.7% decline with regard to the level reported in 2016. The division's net income represent 5% of Retail Banking's total earnings.

Despite posting results that fell short of last year's in terms of earnings, significant growth was posted in loans

(10%) and, in particular, in deposits (31%). This growth was not reflected in the bottom line for two reasons: i) Costs increased 31% with regard to the previous year due to the redistribution of costs between the group's businesses and ii) a large portion of growth in deposits took place at year-end due to the enactment of the Tax Amnesty Law, which encouraged clients to declare income that had not been declared in years past and to repatriate these funds. The majority of clients declared and repatriated income in December. As such, the impact of the increase in funds under management in Retail Banking had little visible impact on annual income. Nevertheless, these funds under management will certainly generate a positive impact on the results in 2018.



#### Mibanco

Mibanco's objective is to be the main driver of financial inclusion in the country and to lead the dynamic market for micro and small companies.

#### Undisputable leader in the microbusiness segment

#### · First place in market share in the micro and small business segment

In 2017, Mibanco consolidated its market share in the target segment of micro and small businesses (this segment is composed of clients whose debt level in the financial system is under S/ 150 thousand) with a market share of 26.1% at the end of 2017, versus 25.9% in 2016.

#### Ranked first in terms of number of microbusiness clients

Mibanco was situated in first place for the number of microbusiness clients with a market share of 31.4% (567,690 clients) at the end of 2017.

#### · Ranked first in terms of loans to the microbusiness segment

At the end of 2017, Mibanco ranked first in the microlending segment (segment with financial debt in the system that is under S/20 thousand) with a total loan level of S/2,650 million and a market share of 27%.

#### Solid loan growth

At the end of 2017, Mibanco posted total loans of S/9,471 million after its portfolio expanded S/759 million year-over-year. With this result, the bank ranked fifth in the banking system.

#### · Significant earnings growths

In 2017, Mibanco consolidated its leadership through a strategy focused on improving productivity and optimizing the funding cost. We also made significant efforts to implement spending controls; negotiate with suppliers; and establish a corporate procurement system to improve operating efficiency. All of this has allowed us to generate value for the organization, that was reflected in earnings of S/399 million in 2017 versus S/336 million in 2016 (+18.8%).

#### Excellent Profitability

At the end of 2017, Mibanco posted return on equity (ROAE) of 24.4 %. With this result, it was situated second in the financial system and first in multiple banking and in Credicorp.

#### Committed to financial inclusion

By the end of 2017, Mibanco had bancarized 142 thousand clients (24.5%). Over the last five years, Mibanco has bancarized more than 500 thousand Peruvians, who received their first-ever loan through Mibanco. This reflects the bank's commitment to financial inclusion.

Our network of offices is the largest in the microlending system and we are currently present in 23 departments, 70% of which are located in the country's interior.

In November 2016, Mibanco joined 15 other institutions from across the globe in an initiative led by the World Bank Group to facilitate Universal Financial Access in 2020. There are 2 thousand million people in the world who are currently excluded from the formal financial system. Mibanco, as an expression of its mission and role as a leading microlending institution, decided to participate in universal financial inclusion by committing to opening two million savings accounts between 2017 and 2020.

#### We continue to strengthen financial management

#### • Improvement in the productivity of our Business **Advisors**

In 2017, we focused heavily on improving the productivity of our sales force. The number of transactions per advisor increased to 21.4 in 2017 versus 19.8 the previous year. This, coupled with our Effective Management project, seeks to improve our advisors' productivity while generating a positive impact on delinquency levels and client retention.

#### Comprehensive Risk Management

In 2017, we overcame significant challenges in the wake of El Nino Phenomenon. As such, despite the economic impact of this disaster, particularly in northern Peru, no relevant implications were reported in the quality of our portfolio at the aggregate level given that swift action was taken to reschedule loans for affected clients. Additionally, we implemented a more prudent assessment methodology.

#### • Operating Efficiency Management

In 2017, we consolidated operating efficiency management by strengthening controls for expense approval; promoting tenders and corporate procurement; and implementing projects to improve efficiency. These actions led to improvements in the operating efficiency ratio, which was situated at 50.6% at the end of 2017 versus 56.4% at the close of the previous year.

#### Credit Rating

On the local level at the end of 2017, Mibanco maintained its A rating, the highest granted by Apoyo & Asociados Internacionales (associated with Fitch Ratings) and by Equilibrium (affiliate of Moody's). At the international level, Standard & Poors increased the investment grade for Mibanco, which is the core subsidiary of Banco de Credito del Peru, to BBB+ after BCP strengthened its capitalization level and posted solid quality metrics for its assets.

#### **Awards**

#### • Mibanco among the 20 most valued brands

In February 2017, Mibanco was ranked number 17 in the BranZ Peru TOP 20 ranking developed by Kantar Millward Brown and the Grupo WPP. This ranking includes the most valued brands in Peru.

#### • Effie de Oro – "Cholo Soy" campaign

The Effie awards are the professional world's highest distinction for strategic and creative contributions to an organization's efforts to achieve objectives and results. In June 2017, Mibanco was recognized in the Effie Awards 2017 with a Gold Effie in the financial services category. The award was for the "Cholo Soy" campaign, which was part of Mibanco's communications plan for 2016. Mibanco rewrote the lyrics to the song "Cholo Soy," giving the song a completely different meaning that revendicated the courage, effort and perseverance of Peruvian business people.

#### · Mibanco recognized as an S.O.S. company

In July 2017, the Ministry of Labor (MINTRA) made Mibanco a member of "Empresas S.O.S." This initiative is part of the "Responsible Peru" program, which encourages businesses to act with solidarity and responsibility in emergency situations such as the El Nino Phenomenon.

#### Best microlending bank - Global Banking & Finance Review

In December 2017, Mibanco was recognized by the prestigious British banking publication Global Banking & Finance Review as the "Best Microlending Bank in Peru" in 2017.

The Global Banking & Finance Review Awards were created in 2011 to recognize the companies that are outstanding performers in the industries in which they operate. These awards reflect the winners' leadership, commercial strategy and achievements in the financial system and innovation within the global financial community.

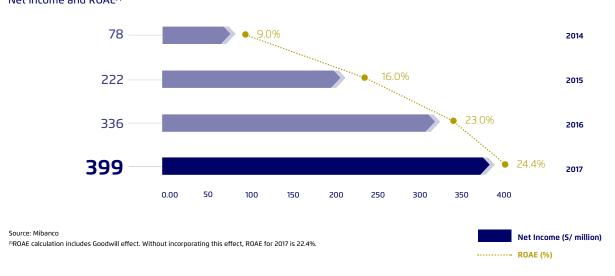
#### · BB+ Social Rating

In June 2017, Microfinanza Rating, a recognized international risk rating agency that specializes in microlending and financial inclusion, granted Mibanco a BB+ rating based on its focus on improving social performance. This recognizes that we are aligned with and committed to complying with our social mission to include more Peruvians in the financial system; offer quality products; serve the needs of our clients; and provide ample coverage throughout national territory.

#### Award from the European Microlending Forum for Housing 2017

Mibanco, being selected among the three finalists, consolidated our position as a global point of reference in the industry due to our efforts to focus on the most vulnerable segments of society, which have limited access to home financing. In this manner, we have set our course for social service.

#### **Mibanco** Net income and ROAE<sup>(1)</sup>



## **Funding**

Total liabilities at BCP Consolidated were situated at S/ 123,992 million at the end of 2017, which represented an 9.1% increase over 2016's figure. This growth reflected a context of higher loan growth year-over-year, which increased the need for funding.

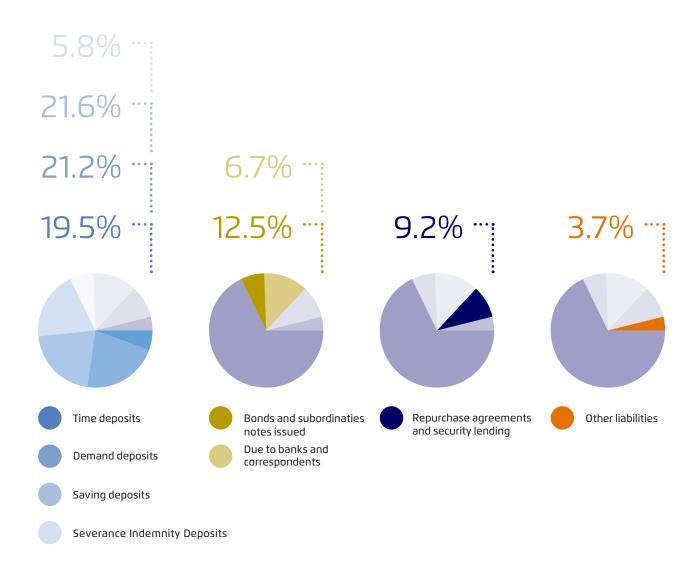
An analysis of BCP's Consolidated funding structure, shows that deposits continue to be the main source of funding with a 68% share. It is important to note that the highest growth came from time deposits. In this context, BCP Consolidated continued to lead the market for deposits with a 32.5% share at the end of December 2017.

Within other sources of funding, bonds and subordinated debt grew 6.2%. The was mainly attributable to emissions held during 2017. In this context, bonds and subordinated debt maintained a stable share in total funding of 13%. The share posted by repurchase agreements and securities lending fell from 12% to 9%, which was in line with a decrease in substitution and expansion repurchase agreements throughout the year.

Finally, the funding cost for BCP Consolidated was situated at 2.24%, which was slightly above the level reported in 2016. The aforementioned was attributable to higher interest expenses, mainly on deposits, bonds and subordinated notes.

At the end of December 2017, core deposits (savings and demand) represented 42.8% of total funding. Time deposits posted the highest growth, increasing their share of total deposits in year-over-year terms.

#### Composition of liabilities\* (%)



Figures Proforma - Unaudited, according to IFRS. Source: BCP - Planning and Finance

### **Indicators**

#### **Margins**

At the end of 2017, net interest income and dividends registered growth of 2.2%. This was attributable to the 2.4% increase in net interest income, which offset the 3.0% growth in interest expenses.

The growth posted in interest income was due to an increase in interest income on securities, and, to a lesser extent, to an increase in interest income on loans. Mibanco contributes positively to interest income given that this segment's margins top those of others.

Interest expenses rose year-on-year. This was mainly attributable to an increase in interest expenses on deposits, which was in line with growth in time deposits. Additionally, higher expenses were reported for bonds and subordinated debt given that the balance of these instruments has increased. The aforementioned was partially offset by a drop in interest on interbank loans.

In the aforementioned context, the net interest margin (NIM) was situated at 5.57%, which was similar to the level posted last year.

#### **Delinquency**

At the end of 2017, BCP's delinquency level was situated at 3.17%, which was 27 bps above the 2.90% reported at the end of 2016. As was the case in 2016, this ratio posted a stable evolution that is within the organization's risk appetite. An analysis of the ratio per business segment shows that:

- I. Wholesale Banking's delinquency levels remained relatively stable (0.47% in 2017 and 0.29% in 2016) and continued to reflect the low levels that are typical of this business line. Nevertheless, some volatility was seen throughout the year due to isolated cases that put slight pressure on the delinquency ratio, either upward or downward.
- II. In the SME-Business segment, the delinquency ratio increased considerably by 10 bps year-over-year (4.59% and 4.49% for 2017 and 2016 respectively). This was due to low loan growth, measured in year-end balances. It is important to note that the risk of the segment continues to be within the organization's risk appetite and that a high percentage of clients (70%) in this segment are covered by real estate guarantees.
- III. The SME-Pyme segment reported an increase in 2017's ratio with regard to that posted at the end of 2016 (12.61% and 12.41%, respectively); nonetheless, it is important to note that in March 2017, the ratio hit a peak of 13.14%, mainly due to the impact that the FEN had on some clients. This point marked a turning point given that in the second half of the year delinquency decreased. It is necessary to take into account that the expiration of the skips granted after the El Nino

- Phenomenon, produced a slight deterioration of some customers. In addition, it's worth mentioning that the level of real guarantees in this business is greater than 50%.
- IV. In the Mortgage segment, ratios increased throughout the year due to the existence of real estate guarantees. In this context, the ratio was situated at 3.14% in 2017 versus 2 66% in 2016.
- V. The delinquency level of the Consumer segment reported a decline, going from 3.02% in 2016 to 2.93% at the end of December 2017. It is important to note that, at the end of 2017, 75% of the portfolio corresponded to vintages from 2016 or later that present a better risk profile than those associated with vintages from 2015 or before, which generated the delinquency problem. The new composition of the portfolio reflects a calibrated profile after policies for risk acceptance were changed, which means that lower level of provisions are required.
- VI. Credit cards, like the SME-Pyme segment, posted a turning point in the month of March (4.99%) this year, after which the delinquency level began to fall. Notwithstanding, this ratio posted an increase in year-over-year terms, situating at 4.79% in December 2017 versus 4.65% in December 2016. This was attributable to the decision to accelerate the pace of growth in this segment to maximize the portfolio's profitability, but always within the organization's risk appetite.
- VII. Mibanco posted a slight increase in its internal overdue ratio, given that the skip programs that had been offered to clients affected by El Nino Phenomenon expired. This generated an increase in the ratio, which was situated at 4.68% in 2017 versus 4.39% in 2016. It is important to note that the delinquency level is very close to Edyficar's historic level (approximately 4%). Good control over the risk quality of the portfolio was achieved through improvements to the organization's risk profile and through the charge-offs that were taken during the process to clean up the portfolio after Mibanco's acquisition.

Expenses for net provisions for loan losses fell -1%, which was attributable to lower provisions levels for the SME-Business, SME-Pyme, Mortgage and Consumer segments. This offset growth in provisions in Wholesale Banking ad Mibanco due to non-recurring events that were registered in the first half of the year. The cost of risk at BCP Consolidated fell 1.99% in 2016 to 1.87% in 2017. It is important to remember that this cost of risk is the lowest reported since 2012, prior to the acquisition of Mibanco.

#### Operating Expenses

Operating expenses totaled S/ 4,418 million in BCP Consolidated at the end of 2017, not including other



expenses. This figure represented growth of 2.9% with regard to last year's level. The aforementioned was due primarily to an increase in employee salaries and benefits due to organic growth at the organization as well as to growth in administrative expenses, mainly in marketing, consulting and investment in the strategic project Transformation, particularly at BCP Stand-alone.

Nevertheless, due to adequate governance and control of expenses, operating efficiency continued to improve. The 2.9% increase in operating expenses was offset by a 4.1% increase in operating income. This led to an improvement in the efficiency ratio in 50 bps, which was situated at 43.2% at the end of 2017. The aforementioned shows the organization's commitment to the efficiency project, whose primary goal is to control operating expenses.

At the subsidiary level, the improvement in Mibanco's efficiency attenuated the effect of a deterioration at other subsidiaries and at BCP Stand-alone in particular.

### **BCP** Bolivia

Net income in BCP Bolivia totaled S/75.4 million and the return on average equity (ROAE) was 12.4%. This result was attributable to an increase in net interest income (5.0%), which was driven by solid portfolio growth in 2017 (15.0%). It is important to note that operating expenses posted a slight increase (1.7%) year-over-year.

Total loans at the end of December 2017 were situated at S/ 6,308.6 million, which represented an 15.0% increase with regard to the level at the end of December 2016. Loan growth was due primarily to the expansion reported for the Wholesale Banking portfolio, which increased 21.6% with regard to last year's level. The Retail Banking portfolio registered growth of 15.9% in 2017. It is important to note that Banca Microcredito reported growth of 48.2% with regard to 2016.

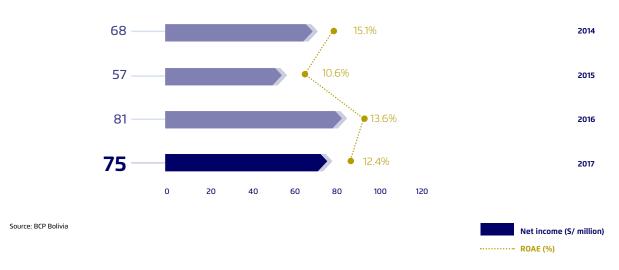
Delinquency levels at BCP Bolivia remained very low (1.88% in 2017, 1.80% in 2016 and 1.58% in 2015). In annual terms, the bank posted an 8 bps increase with regard to the level posted at the end of 2016.

The other companies that comprise Grupo Financiero Credito in Bolivia also registered excellent results in 2017. Credifondo continued to be one of the most profitable investment fund manager in the market with net income of S/ 2.9 million and an ROAE of 72.3%. Crediseguro, a personal insurance provider, registered net income of S/ 12.7 million and a return on equity of 53.3%. Finally, Credibolsa, reported net income of S/ 16.3 million and a return on equity of 89.2%.

#### Atlantic Security Bank (ASB)

ASB posted net income of S/175.3 million, a 23.1% increase over 2016's figure. In 2017, our financial margin was situated at S/147.2 million, which represented an increase of 0.4% over 2016's figure. In terms of non-financial income, which is composed of fee income, gains on the sales of securities and other income, we registered significant improvements with regard to last year. In 2017, net gains on sales of securities were situated at S/ 32.5 million, which represented an outstanding increase of 64.1% year-over-year. Fee income during this period, net of commissions and duties paid, contributed S/29 million. This reflects a 27.3% increase over the figure registered in 2016, when we generated income for S/ 59.2 million and paid duties for S/. 30.1 million. Other non-recurring income in 2017 was situated at S/ 6.3 million.

**BCP Bolivia:** Net income and ROAE



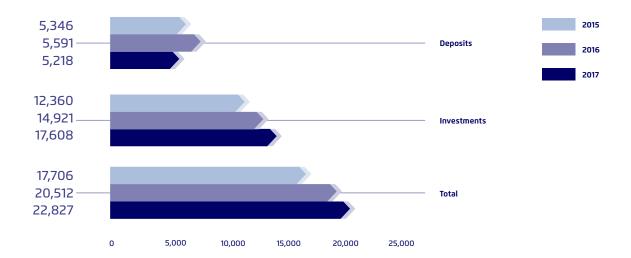
The positive result in 2017 was evident in the increase in ROAE, which was situated at 20.2% versus 18.2% in 2016. The total asset level was S/ 6,651.7 million, which reflects a slight variation of -0.1% with 2016.

AuMs, which include client deposits, investments in funds and custody of financial instruments, totaled S/ 22,826.6 million at market value at the end of 2017, reflecting

an increase of 11.3% with regard to the figure at the end of last year. In absolute terms, at market value, we topped our figure for investments under management by S/ 2,686.9 million in year-over-year terms. Deposits fell S/ 372.5 million in 2017 compared to the balance at the end of 2016.

#### **Assets Under Management and Deposits**

S/ Million





## Investment **Banking Business**

Credicorp Capital reported a net income of S/77.9 million in 2017. In a difficult year for the investment banking business, we were able to maintain leadership of the financial advisory segment for the main companies in the region and of asset trading. We also grew our asset management business, topping the income obtained in 2016 (growth of 6.4% to reach S/569.2 million).

#### Asset Management

The Asset Management business had an excellent year in terms of growth in traditional proprietary funds marked by the entry of institutional clients in three countries. Our efforts to bring the private banking business closer to our clients, particularly in Chile, have generated a significant increase in funds under management in proprietary funds.

We continue to expand operations for Credicorp Capital's alternative funds at the regional level and have made progress in infrastructure and private debt fund development. Within the bulk of our operations this year, the sale of the Mall de Vina in Chile was particularly noteworthy and generated a success fee of approximately S/ 14.6 million.

Total AuMs this year were situated at S/ 58 billion, which represented an increase of approximately 21% with regard to the figure at the end of 2016.

The total AuMs had an increase of approximately

#### **Capital Markets**

The capital markets also faced a complicated context in 2017, due to regional political issues and climate factors (El Nino Phenomenon). Nevertheless, the Fixed Income and Equity teams continued to lead trading in their respective jurisdictions while the business was buoyed by the good results obtained for Equity Capital Markets (ECM) and Debt Capital Markets (DCM) operations, particularly in Peru.

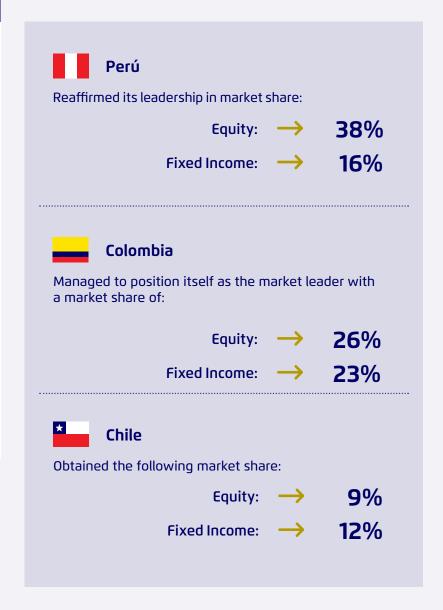
In 2017, the brokerage firm in Peru reaffirmed its leadership with market shares of 38% (first place) and 16% (second place) in equity and fixed income respectively. In Colombia, our brokerage firm ranked first in equity income and in fixed income, with 26% and 23%, respectively. Lastly, in Chile, our brokerage firm placed fourth in the equity income market with a 9% share and second in fixed income with a share of 12%.

Finally, it is important to note that, in line with the business strategy to work side-by-side with ASB, we successfully transferred the market-making portfolio for International Fixed Income to ASB, generating capital and funding efficiencies for Credicorp.

#### **Corporate Finance**

In Corporate Finance, in a context with lower-than-expected investment, the project pipeline has shrunk in comparison to years past. Nevertheless, we continue to strengthen our teams and consolidate our presence in the region, particularly given the increase in our clients' demand for cross-border advisory services.

We posted particularly good results in 2017 in our bond structuring business for Peruvian issuers in the international market, with outstanding clients such as Orazul Energy and Cerro del Aguila. We played a major role in the structuring of local issuances, which allowed us to remain on the forefront of the markets in Peru and Chile. In terms of ECM, two major transactions, the IPO of Nexa Resources and the take-over bid that launched Glencore for shares in Volcan, were particularly noteworthy.





## Insurance Business

In 2017, the non-life global insurance market<sup>33</sup> grew moderately in most countries due to an increase in economic growth. In this context, global growth in this sector was situated at 3%, which represents an improvement over the 2.3% registered in 2016. Nevertheless, this year there were a series of catastrophic events associated with natural disasters: hurricanes Harvey, Irma and Maria, earthquakes in Mexico and forest fires in California, which is expected to translate into an increase in prices in the segments affected by losses. Given this context, the forecast for the global non-life insurance market projects grew around 3% in 2017.

The **life insurance market** grew at a rate of 3% due to the solid performance of savings products in emerging markets, particularly in Asia. Nevertheless, it is important to note that profitability continues to be a challenge for the sector given a global environment of low interest rates, which puts pressure on investment returns. As such, the projections point to a market growth of around 4%.

This year, the **Peruvian insurance market**<sup>34</sup> reported slight recovery in terms of direct premiums after having posted a contraction at the end of 2016 (-4.2%). In this sense, the premium volume at the end of December totaled S/ 13,403.2 million, 1.3% above the S/ 13,230.2 million obtained in 2016. This slight growth was associated with the life insurance segment given that the property and casualty business posted a decline due to low economic growth and a volatile exchange rate.

The life insurance lines reported direct premiums for S/ 5,355.6 million, which represents an increase of 4.7% with regard to the S/ 5,112.8 million obtained the year before. This growth was led mainly by an expansion in individual annuities, followed by credit life (+11.9%), pensions (+8.5%) and individual return (+4.5%), which helped mitigate the decrease in premiums for annuities (-34.0%) after a law went into effect in April 2016 that allows pensioners to withdraw up to 95.5% of their funds. In this context, growth in the life insurance market, excluding annuities, was 19.7%.

The property and casualty, and accident lines posted a premium turnover of S/5,971.5 million, which represented a decline of 2.8% with regard to the S/ 6,143.4 million obtained in 2016. This decrease was registered in two businesses: (i) Property and Casualty (-5.1%), particularly in the all-risk contractors, civil liability, fire and aviation lines, and (ii) cars (-5.2%) due to fluctuations in the exchange rate. In contrast, medical assistance (+8.2%) and SOAT (+1.8%) posted growth with regard to last year.



33Non-life insurance includes Property and Casualty, Private Medical and Cars. 34Information obtained from the monthly bulletin published by SBS

## Pacífico Grupo Asegurador (PGA)

The merger by absorption between Pacifico Vida and Pacifico Peruano Suiza (PPS) took effect on August 1, 2017. Under this merger, Pacifico Vida assumed the universal title and the total block of equity, which was comprised of the assets, rights and obligations of PPS (specialized in property and casualty insurance). Subsequently, Pacifico Vida was renamed Pacifico Seguros. This merger allowed Pacifico Seguros to strengthen its equity position and improve its indicators to provide more solid backing for its liabilities.

Pacifico Seguros reported direct premiums for a total of S/2,943.9 million, which represented an increase of 6.8% with regard to the figure posted last year (S/2,757 million). With this result, Pacifico Seguros registered the highest growth in the insurance market and achieved a share of 25.9% of the market, which represents an increase of 1.5% with regard to the share reported in 2016 (24.4%).

This increase in premiums was generated by the Life business, which posted an 18% increase in its premium turnover year-over-year, particularly in the Individual Income and Credit Life lines while the Property and Casualty business posted a decline of -3.3% in its premium turnover versus 2016.

Mathematical reserves posted a large increase, which was attributable to growth in premium turnover in the Individual Return line after new products were created to absorb the surplus of the funds of affiliates who exercised their right to withdraw funds. We also posted an improvement in the loss ratio, particularly in the life business, which was led by the pension and individual lines, while the property and casualty business registered an increase in its loss ratio due to the effects of El Nino Phenomenon.

The acquisition cost registered a slight increase in its ratio to net earned premiums, situating at 24% in 2017 versus 22.8% in 2016. The ratio of general expenses improved, situating at 15.6% versus 15.8% last year.

Financial income posted significant growth with regard to last year due to optimal management of investments in terms of profitability and monitoring and to sales of real estate properties. Finally, an increase in extraordinary income boosted income.

In this context, net income in 2017 totaled S/ 276.3 million, which topped the income of S/ 264.6 million posted in 2016 by 4.4%, which was in line with our strategic objective to ensure profitable and sustainable growth on the path towards operating excellence.

The EPS business posted a net income of S/ 22.8 million while the Medical Services business registered S/ 59.6 million. The consolidated health business (insurance and medical services) registered net income of S/ 82.4 million, which represented an improvement over the S/ 55.5 million obtained in 2016. Finally, it is important to note that the net contribution of the health business to Pacifico Seguros is equivalent to 50% of the total income obtained for this concept; nonetheless, this amount is not included in the income reported for Pacifico Seguros.

## Property and Casualty (P&C) Insurance

The P&C business reported direct premiums for a total of S/1,406.9 million, which represented a drop of -3.3% with regard to last year's result. This was primarily attributable to the P&C and Cars line, due to the current context of the Peruvian insurance industry. Nevertheless, this decline was lower than that posted by the rest of the market (-2.8%) and subsequently, we continue to rank second in the direct premium market with a share of 24.7% at the end of December 2017 (24.6% at the close of 2016). Additionally, it is important to note that in the Medical Assistance Line, we posted growth of 3.7% year-over-year.

Net claims this year increased 5% with regard to 2016, with a net loss ratio of 54.5% versus 51.4% last year. El Nino Phenomenon was the main driver of this growth. In this context, the company paid out a total of S/. 23.3 million (net of reinsurance) for damage associated with rain and flooding in the north of the country. P&C was the segment with the biggest impact by this event; nevertheless, it is important to note that the reinsurance scheme helped offset the impact and ensured that the effect on results was lower-than-expected.



#### Life Insurance

Life insurance reported net premium turnover of S/1,536.9 million, which represented an 18% increase with regard to the S/1,302.7 million obtained in 2016, while outpacing average growth in the market (4.7%). This increase was reported in all segments and in Annuities and Credit Life in particular, which posted growth of 61.4% and 17.2% respectively with regard to last year. It is important to note that the increase in the Annuities line was due to the creation of new products for individual returns, which are directed at capturing the surplus of affiliates who have withdrawn their funds while in the credit life line, growth was driven by alliances. In this context, AFP (+12.9%), Individual Life (+2.5%), Group Life (+4.1%) and Personal Accidents (+6.5%) also grew with regard to

last year's figures. Consequently, the company's share of the life insurance market was situated at 27.3%. This topped the 24.1% reported in 2016 and led the company to taking the lead in the life insurance market.

The loss ratio posted an improvement year-over-year, which was primarily due to the reinsurance scheme implemented for the AFP line, which went into effect in 2017, and to a decrease in the loss ratio for individual lines. This ratio fell from 46.6% in 2016 to 40.7% in 2017. The acquisition cost and general expenses increase with regard to last year's figures.

# Pension Fund Business

#### PRIMA AFP

#### **Evolution of the Private Pension System (SPP)**

In 2017, we demonstrated, once again, our capacity to adapt within a framework driven by efficiency and good results. The following events occurred in the system this year:

#### 1. Affiliate tender

In June 2017, Prima AFP initiated the process to capture new affiliates through the exclusive affiliation right it was awarded under the Third Tender for New Affiliates to the SPP held in December 2016. This period will extend to May 2019 and will allow us to consolidate our leadership of the SPP.

#### 2. Social protection Commission

In January 2017, the Ministry of Economy and Finance (MEF) created the Social Protection Commission (CPS) to plan reforms to finance improvements in coverage for health, pension and unemployment protection services. In November 2017, CPS presented its final report. The proposals that have been made have yet to be debated by the participating parties.

#### Prima AFP's main indicators in 2017

- The contribution level of our affiliates remained solid, with an adjusted contribution ratio<sup>35</sup> for January-August 2017 of 45.5%, which topped the 41.9% of the SPP.
- The total volume of affiliations in the period from June to December 2017 was 219 thousand affiliates, which represents 31 thousand new affiliates a month on average. It is important to note that affiliation is following an upward trend.
- Our funds under management at the end of 2017 were close to S/ 49,253 million, which represented 31.5% of the total managed by SPP.
- Our share of collections of total obligatory contributions registered in the SPP was situated at 31%. This year, our collections volume increased 6.2% with regard to 2016.
- The volume of Voluntary Contributions under Management at the end of 2017 was S/ 8,37.1 million, which represented a market share of 47.6%.

#### Main indicators and market share

	2016			2017		
	Prima AFP					
Affiliates (thousands) <sup>36</sup>	1,468	6,264	23.4%	1,683	6,605	25.5%
New affiliates (units) <sup>37</sup>	4	326,902	0%	218,638	367,337	59.5%
Promoters <sup>35</sup>	153	493	31.0%	161	502	32.1%
Funds under management (S/ million) <sup>35</sup>	43,213	136,353	31.7%	49,253	156,247	31.5%
Collections of contributions (S/ million) <sup>36</sup>	2,933	9,381	31.3%	3,116	10,063	31.0%
Voluntary contributions (S/ millones) <sup>35</sup>	458	938	48.8%	837	1,757	47.6%
RAM S/ million <sup>38</sup>	2,113	6,836	30.9%	2,296	7,167	32.0%

Source: Superintendence of Banking, Insurance and AFP

<sup>&</sup>lt;sup>38</sup>Estimates made by Prima AFP on average income in the past four months, up to November 2017.



<sup>&</sup>lt;sup>35</sup>Relation between the number of contributors and the total number of active affiliates in the month referenced less those who have not registered contributions during their time in the SPP. Eight months average, according to available information.

<sup>36</sup>End of period.

<sup>&</sup>lt;sup>37</sup>Accumulated for the period.

#### **Commercial Results**

The year 2017 was important for us given that in June, we initiated the process for the Third Tender for SPP Affiliates. To ensure success in this endeavor, we have worked on fortifying our value proposition for both workers who are new to the workforce and for employers, by providing advisory services and training. These efforts have been fruitful: in the first seven months of affiliation, despite an environment marked by an economic downturn and a subsequent 20% decrease in hiring, we hit important milestones.

During this period, we included an average of 31 thousand affiliates a month to the Private Pension System and hit a record high in the month of September, when we affiliated 35,527 new employees. This represented the highest figure of affiliations for dependent workers since the tender scheme began in 2013. The second milestone entailed having achieved that most of new hires prefer the SPP to the national system.

We experienced a flow of affiliate transfers, which ratified our leadership and demonstrated that our clients prefer our value proposition. In 2017, 23,943 affiliates transferred to Prima, which represents 37% of total transfers in the market. In terms of client flow, Prima posted a net entry of new affiliates of 14,045.

In relation to the voluntary contribution fund, we posted significant growth with regard to 2016, closing the year with funds under management for S/837 million, which represents a 183% increase with regard to 2016. This reflects the confidence that Prima AFP's affiliates place in the company to manage their surplus funds. This achievement was also attributable to the advisory services that we offer affiliates who have decided to withdraw 95.5% of their funds. After understanding our clients' needs, we provide advice on different investment options. From the universe of withdrawals of 95.5%, 20% correspond to affiliates that have decided to leave their funds in voluntary contribution accounts so that we can continue to manage their resources. This demonstrates a marked customer preference for our product over other investment instruments in the market.

We have maintained our objective to permanently educate our affiliates and the public in general about the importance of pension savings and about the benefits of affiliating with an AFP. To accomplish this, we use clear and easy-to-understand language.

In line with the aforementined, we launched "El Depa", a web series to share knowledge of the private pension system in a friendly and entertaining manner. After only three months on the air, we have achieved more than three million and a half reproductions on YouTube. We have also developed "PrimeClub", a benefits program that informs users about the most relevant aspects of the private pension system through a web site that offers our affiliates discounts on products.

#### **Investment Results**

The year 2017 was highly favorable for the shares and bonds markets. In the international markets, according to the MSCI indexes (measured in American Dollars), the global markets posted 21.6% growth in yields with regard to 2016. In the fixed income markets, returns were very positive, mainly in emerging markets, which posted yields of 10.5% and 8% (measured in American dollars) for government bonds and corporate bonds respectively.

In terms of currencies, the most relevant event was the 9.9% depreciation of the dollar (compared to the main currencies of the world). This was due, among other factors, to the dropping expectations generated by concerns about the impact of fiscal reform in the United States.

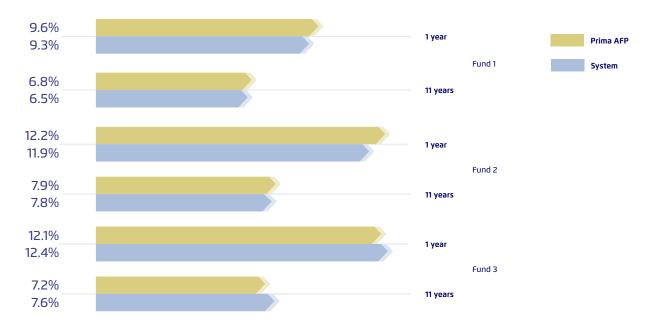
In the local ambit, the BVL advanced 32.7% (measured in local currency), continuing the recovery that began last year. This advance evolved in a context marked by positive movements for metals such as gold, silver and copper and by an uptick in capital flows to Peru.

In this scenario, we directed our efforts at achieving a diversified portfolio in terms of both fixed income and equity instruments, which are located in developed and emerging markets.

In 2017, the value of our funds under management increased 14% to situate at S/ 49,253 million at yearend. The profitability over the last 12 months (December 2017 / December 2016) was 9.6%, 12.2% and 12.1% for Funds 1, 2 and 3 respectively.

If we gauge the evolution of our operations from our beginnings to date (11 years), nominal annual profitability is situated at 6.8%, 7.9% and 7.2% for Funds 1, 2 and 3 respectively.

#### **Annualized nominal return indicators**



Source: Superintendencia de Banca, Seguros y AFP.

Due to the positive yields posted this year, there were variations in the relative weight of each fund within our total funds under management. The results are in the table below.

## Funds under management at the end of December 2017 and 2016

(S/ million)

	dec-16	Part. %	dec-17	Part. %
Fund 0	297	0.7%	469	1.0%
Fund 1	5,013	11.6%	5,407	11.0%
Fund 2	30,356	70.2%	35,429	71.9%
Fund 3	7,546	17.5%	7,948	16.1%
Total S/ million	43,213	100%	49,253	100%

Source: Superintendence of Banking, Insurance and AFP.

#### **Financial Results**

In 2017, we continued to focus on gaining efficiency through follow-up and control of expenses. Throughout the year, efficiency projects were executed to generate more productivity and obtain positive monetary impacts from savings.

#### Income

Income from management commissions was S/ 384.4 million, which represented a decline of 5.6% with regard to last year's figure. This was due to a drop in the mixed commission as follows<sup>39</sup>: i) gradual reduction in February of 1.19% to 0.87% and ii) award of the Third Tender for New Affiliates in June from 0.87% to 0.18%.

<sup>39</sup>Salary component (flow).



#### Administrative expenses and sales

Personnel expenses totaled S/ 93.9 million, which represented a 2.3% increase with regard to the expenses reported in 2016. This increase was due mainly to commercial expenses to capture clients.

Administrative and sales expenses, without personnel expenses, totaled S/89.0 million, which represented a 0.9% decrease over the level registered in 2016. This figure includes S/22.6 million for depreciation and amortization. This decrease was mainly attributable to lower operative expenses.

The amortization of intangible assets relative to the acquisition of AFP Union Vida was S/ 12.4 million.

#### Other income and expenses

At the end of 2017, the other income and expenses line reflected a result of S/ 4.2 million, which topped the figure reported in 2016 of S/ 0.3 million. This difference was attributable to an increase in the financial margin and reversals of expenses from previous periods. It is important to note that the other income and expenses line contains currency translation, financial income and expenses, etc.

In 2017, we registered a translation gain of S/ 0.02 million from gains on foreign exchange transactions.

#### **Balance Sheet**

The cash level obtained from business generation totaled S/95.3 million at the end of 2017. Temporary cash surpluses were registered during the year and were held in bank deposits.

Legal reserves increased, going from S/ 368.4 million to S/ 416.7 million in assets. Shareholder's equity was situated at S/ 212.3 million in unrealized accumulated income at the end of December 2017.

Our due to banks at the end of December 2017 was S/ 19.4 million. Finally, we closed the year with assets for S/882.9 million, liabilities for S/263.7 million, and equity of S/ 619.2 million.

#### Main Financial Indicators (S/ thousand)

(S/ thousand)40

	2016	2017
Income	407,152	384,350
General expenses	(251,340)	(244,268)
Net earnings	155,812	140,082
Total assets	883,893	882,917
Total liabilities	277,899	263,716
Net shareholder's equity	605,994	619,200



6

RISK MANAGEMENT

## Corporate principles, monitoring and appetite for risk

## Corporate principles

Risk management is a strategic pillar in Credicorp's business and as such, the Corporate Governance Committee has defined the following principles:



Commitment of executive management



Independence of risk functions



Sufficiency and quality of resources for risk management



Measure of performance based on the risk assumed



Follow-up and validation



Compliance with Credicorp's Code of Ethics

### Risk culture

Risk assessment at Credicorp is conducted by specialized personnel with adequate knowledge of processes to identify, assess, measure, treat and control risks. For this purpose, and to consolidate a risk culture that is aligned with best practices in the industry, we provide training for employees who are involved in risk management at the main subsidiaries.

In 2017, BCP continued to run its School of Risk for employees involved in risk management at BCP; employees in other divisions of BCP; and employees at the main subsidiaries. Annual training (on-line) for risk operating management and business continuity at the corporate level continued this year.

## Appetite for risk

Risk appetite is defined as the amount and type of risk that the Group is willing to accept and can withstand to achieve its business objectives. This policy also establishes the maximum deviations that the group finds acceptable.

The main objective is to define a risk profile that meets the expectations of the Board which is expressed through the group's five strategic pillars: solvency, liquidity, profit and

growth, stability of results and balance sheet structure. These five pillars are supported by a taxonomy of risk that allows the group to qualitatively and quantitatively monitor its risk profile.

The appetite for risk is composed of the following elements:

- Statement of the risk appetite: define the general principles and qualitative declarations that complement the group's risk strategy, which also serves as inputs to define the target risk profile.
- Metric dashboard: reflects the statement of the risk appetite in a metric table.
- Limits: ensure that risk-taking is within the tolerance level established by the Board while facilitating the quantification of risks relative to decision-making processes and defining the guidelines for the target risk profile.

The appetite for risk is integrated in the processes for strategic and capital guidelines as well as in the process to define the budget. This facilitates strategic decision making throughout the organization.

In 2017, we updated the dashboards for Credicorp and its main subsidiaries: Banco de Credito del Peru BCP, Banco de Credito de Bolivia, Mibanco, Credicorp Capital, Atlantic Security Bank, Pacifico Grupo Asegurador and Prima AFP.

## Corporate Governance and risk management

## Central risk division

The Central Risk Division's mission is to coordinate, through BCP and other Credicorp's subsidiaries, the application of the most suitable methodologies to understand and quantify all the risks to which the group is exposed. This division is in charge of taking the necessary measures to ensure adequate management and risk control within the parameters established by the Board.

#### Corporate risk committees

The Group, through its Corporate Risk Committees, supervises the risk assumed by the subsidiaries. These committees are composed of: (i) Credicorp's Risk Committee, which is responsible for assessing and approving strategic and supervisory matters, such as the risk appetite and new business strategies; and (ii) Credicorp's Non-Retail and Retail Risk Committees,

Credicorp's Operating Risk Committee and Credicorp's ALM and Treasury Risk Committee, which ensure that the risk profile is respected and conduct follow-up on the main risk indicators at the subsidiary level.

#### Corporate policies

To meet minimum standards, Credicorp uses a Framework Policy for Corporate Risk Management, which describes the scope and principles upon which the corporate risk management system is based. Additionally, there are corporate policies for risk type, which guide the actions of each subsidiary.

## Project to Implement IFRS Rule 9

In 2017, as part of a corporate initiative, the Group implemented IFRS Rule 9, which is used to estimate provisions within the concept of expected losses. Due to the complexity of this project, the group set up a multi-disciplinary team that included individuals

from different areas of the organizations, such as the units of development and validations of models and methodologies; accounting; risks; systems; and auditing. The Group consulted with specialized advisory services to implement some of the project's relevant points.



## **Credit Risk**

## Loans, provisions and coverage

Credit risk is the most important risk to Credicorp's activities. The Group's gross loans at the end of December 2017 totaled S/119,134 million (+4.21% with regard to December 2016). Net provisions for loan losses at Credicorp totaled S/4,943 million, which led the coverage ratio to situate at 4.15% at the end of December 2017 (compared to 3.86% at the end of December 2016).

Subsidiary	Total loans <sup>41</sup>		Provisio	ns set aside <sup>42</sup>	Coverage Ratio <sup>43</sup>	
	2016	2017	2016	2017	2016	2017
BCP and subsidiaries	95,032	99,376	3,449	3,846	3.63%	3.87%
BCP Bolivia	6,835	7,610	207	233	3.03%	3.06%
MiBanco	8,610	9,376	744	864	8.64%	9.22%
ASB	3,267	2,772	-	-	0.00%	0.00%
Others	576	-	11	19	1.86%	0.00%
Total	114,319	119,134	4,411	4,943	3.86%	4.15%

Source: Accounting BCP Perú

<sup>&</sup>lt;sup>4</sup>Total loans include contingent accounts for guarantees, performance bonds and letters of credit. Does not include accrued yields.

<sup>&</sup>lt;sup>42</sup>The provisions set aside include provisions for contingent accounts for endorsements, guarantees and letter of credit.

<sup>&</sup>lt;sup>43</sup>The coverage ratio is equal to the provisions set aside divided by total loans.

## **Credit process**

#### Wholesale Banking

#### Acceptance

- Elaborated for each client or economic group.
- The policies and procedures to approve transactions are based on conservative criteria that are applied through processes that have common structures in each subsidiary.
- The loan approval process is based mainly on the client's capacity to generate the resources necessary to pay loans and interests in given timeframes. The assessment requires an analysis of the financial statements and their forecasts as well as the client's credit rating.

#### Follow Up

 Identifying clients that represent a potential risk of impairment by instituting early detection alerts to permanently review clients whose alerts are more critical and/or which represent a higher chance of nonperformance.



#### Recoveries

- The recovery process includes an exhaustive evaluation of the disposition and payment capacity of a borrower to cover a past due debt and/or normalize the situation.
- A recovery strategy is established that includes refinancing, judicial recoveries and/or debt forgiveness.



#### **Retail Banking**

#### Acceptance

- We have acceptance models and guidelines to grant loans that have been established by the Risk Units in accordance with the guidelines approved by the Risk Committees at the subsidiaries.
- Loan policies for products include an analysis of payment capacity; loan history; and scores obtained from scoring models among other factors.



#### Follow Up

 Follow up on indicators for delinquency of portfolio and harvests, profitability and expected loss.



#### Recoveries

 In BCP the recovery process is aligned with the industry's best practices, whose stages include pre-delinquency management, automatic management of early delinquency, telephone collections, field collections, judicial recoveries, and recoveries in the charge-off portfolio.



## Market Risk

Credicorp's market risk can be divided into two groups: (i) exposure that stems from a fluctuation in the value of the trading book; (ii) exposure that is derived from changes in the structural positions that are not tradingrelated (Banking Book).

## **Trading Book**

To manage the trading book, Credicorp applies the VaR (Value at Risk) methodology to its trading portfolio to calculate the market risk of the main positions taken and to determine the maximum loss expected based on a series of assumptions that cover a variety of changes in market conditions. The daily measurement of VAR is a statistical estimate of the potential maximum loss on the current portfolio based on adverse movements in the market. The time horizon used to calculate VaR is a day. Nevertheless, the VaR for a day is extended to a time frame of ten days by multiplying the VaR of a day by the squared root of 10.

#### VaR for Credicorp by asset type

Asset Type	2017	2016
Capital investments	2,757	9,624
Debt investments	4,504	19,371
Swaps	7,661	13,045
Forwards	2,111	2,470
Options	251	1,160
Diversification effect	(9,884)	(19,748)
Consolidate VaR by asset type	7,400	25,922

Source: Accounting Division at BCP

The VaR calculation does not include the effects of the exchange rate, given that these effects are measured in the sensibility of the net monetary position.

In 2017, Credicorp's VaR fell. This was driven mainly by a decrease in the exposition to the rate and price risk factors after the positions for fixed income, equity and swaps were reduced. The VaR remained within the risk appetite established for each subsidiary.

Additionally, risk management of the Trading Book is complemented with indicators of Stressed VaR and Economic Capital, which determine the trading portfolio's exposure in the case of extreme movements in the risk factors to which it is exposed.

Indicators at each of the subsidiaries have specific limits and autonomous structures, which depend on the size of the positions and/or volatility of the risk factors inherent to each financial instrument. This structure at each subsidiary

is aligned with the group's risk appetite. Regular reports are prepared for the Treasury and ALM Risk Committees at Credicorp, for Credicorp's Risk Committee and for the corresponding risk committees at each subsidiary. The trading book for Credicorp is also subject to a risk appetite limit that is constantly monitored. Corresponding reports are sent to the Treasury and ALM Risk Committee at

Exchange Rate Risk is measured with the same methodologies and processes as those used for other trading positions. VaR indicators are used to measure the exposure of different exchange positions to market fluctuations, which are monitored and controlled by the Market Risk units in the subsidiaries.

BCP has defined an optimum level of risk in foreign currency (structural exchange position), which is controlled and monitored daily. Additional exchange rate management strategies are outlined in each of the trading book's portfolios and consume their respective limits.

There is also a limit for the global exchange rate in foreign currency within Credicorp's trading book, which is constantly monitored. Reports on this concept are sent to the Treasury and ALM Risk Committee at Credicorp.

## **Banking Book**

Banking book management at Credicorp covers the identification, measurement, evaluation, control and monitoring of Liquidity Risk and Structural Risk relative to the Interest Rate.

Liquidity Risk Management entails an inability to pay or refinance obligations that have been previously agreed on to maturity due to situations of mismatching of assets and liabilities, and the inability to liquidate investment positions that are subject to Price Risk, without generating adverse changes in the value of these positions.

Each of Credicorp's subsidiaries manages liquidity risk according to corporate indicators:

- Internal Liquidity Coverage Ratio (LCR), which measures liquidity risk for periods of 15, 30 and 60 days. This ratio is calculated by currency and by scenario (Systemic and Specific).
- Internal Net Stable Funding Ratio (NSFR), which measures structural liquidity risk for periods over one year. This indicator ensures that a bank is financed by stable funding.

Additionally, we follow up on the liquidity gap, which is also known as the duration gap, which provides a picture of the liquidity status within a specific gap.

These indicators follow distinct limit and autonomy

structures at each of the subsidiaries and are included in the liquidity contingency plans. In Credicorp, there are risk appetite limits for those indicators, which are monitored and informed by the Treasury and ALM Risk Committee.

Interest Rate Risk Management in the banking book monitors variations in the interest rate that can negatively affect anticipated gains or the market value of assets and liabilities in the balance book. Credicorp follows up on all products that are sensitive to interest rate variations through the Repricing Gap, which is a sensitivity analysis that uses the GON (Gains on Risk) calculation methodology and NEV (Net Economic Value).

Interest rate risk management is complemented with calculations of Economic Capital, which is the capital that financial entities need to have in reserve to guarantee solvency if unanticipated losses arise. Economic Capital for ALM risk refers to adverse and extreme behavior in the interest rate curves, which penalize the financial and asset structure of each of Credicorp's subsidiaries.

## Operating risks

Operating risks encompass losses due to inadequate processes, employee or IT errors, relationships or external events. These risks can produce financial losses and generate repercussions at the legal and regulatory level, but exclude strategic and reputation risks.

One of Credicorp's pillars focuses on developing an efficient risk culture. To accomplish this, the group reports operating risks and their respective controls by processes. The three fronts that are covered are: (i) Operating risk assessment, whose scope includes the identification, analysis, assessment and treatment of the operating risks to which the corporation is exposed on its different businesses, as well as the classification and registry of the losses in which they take place; (ii) Business continuity management, whose objective is to mitigate events of business interruption by implementing strategies for each of the resources that support vital processes in the corporation's business; and (iii) Security information management, whose objective includes corporate and government guidelines for information asset management.

## Insurance underwriting

The main risk that Credicorp faces in terms of insurance contracts is that the real costs of claims and payments or the advent of the same differ from expectations. This risk is affected by claims frequency, the severity of claims,

real compensation and the subsequent development of long-term claims. As such, the group's objective is to guarantee that enough reserves are in place to cover these components.

## Policy to determine underwriting reserves

Credicorp permanently monitors the sufficiency of its reserves by taking measures when necessary to anticipate potential adverse results. The corporation hires independent and highly prestigious advisory firms that provide actuarial services. These companies are responsible for certifying the existence of adequate underwriting reserves at the companies that are part of Credicorp's insurance group.

To protect the interests of our insured, and to comply with regulatory demands, Credicorp monitors and measures the variables that may compromise the insurance group's solvency and, as such, affect its capacity to honor its obligations in the future. As such, we quantify the impact that future strategic decisions may have on these indicators. The methodologies that are used to determine the reserve levels at the group's insurance companies follow the guidelines set by current regulations.

# Cybersecurity Project

Credicorp clearly understands that a failure or breach in our operating or security systems can generate a temporary interruption of business, increasing costs and/or causing losses. The digital transformation that the industry is undergoing exposes us to more frequent and severe cyberattacks. In this context, the cybersecurity of our assets is a major priority at Credicorp.

To remain on the cutting edge of this field, in 2017 we hired specialized consultants. This team reviewed and adapted Credicorp's organizational model to completely integrate the functions of cybersecurity design and control with risk management.

As a matter of policy, Credicorp maintains a significant investment program to ensure that the group has the technologies and processes it needs to keep its operations and assets safe.



## **Capital**

## Solvency Management

Credicorp actively manages the capital base to cover the risks that are inherent to its activities. The Group's capital adequacy is monitored through, among other measures, the norms and ratios established by the regulator.

The objectives of capital management are: (i) to fulfill the requirements established for the risk appetite and those set by the regulators of the sectors where the group's businesses operate; (ii) safeguard the capacity to continue operating to generate returns for shareholders; and (iii) maintain a solid capital base to support the development of its activities.

On December 31, 2017 and December 31, 2016, Credicorp's effective equity was approximately \$\, 21,723.0 million and S/21,172.4 million respectively. It is important to note that in October 2017, an extraordinary dividend was paid to third parties for S/1,252.3 million at S/15.7000 per share. This dividend payment reflected both Gedicorp's strength and the major capital advances it has reported over the last few years. Effective equity at Credicorp exceeded the minimum effective equity requirement at the end of December 2017 by S/ 3,735.6 million, fulfilling the requirements established by current regulations<sup>44</sup>.

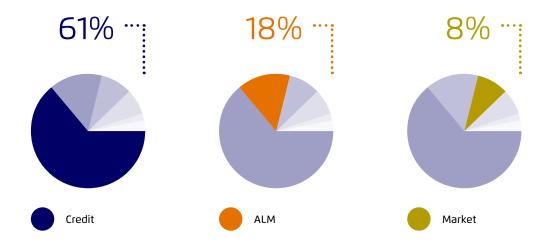
## **Economic capital**

Economic capital represents the level of support needed to protect a financial institution from insolvency due to unexpected shocks that can affect negatively the value of its assets and liabilities. Since 2011, Credicorp has the Economic capital model to preserve its objective solvency levels to maintain its above international BBB+ investment grade while ensuring adequate management of the profitability adjusted by risk.

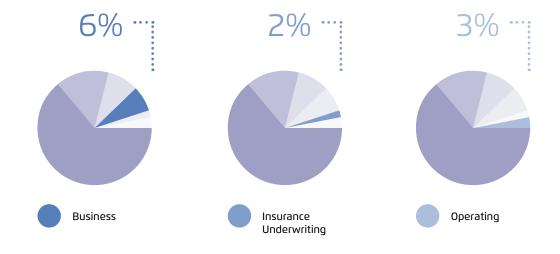
The models for economic capital work complementing requirements for regulatory capital and are aligned with best industry practices, consolidating in one metric the main risks (credit risk, ALM risk, business risk, underwriting risk, market risk and operating risk) that each of the group's subsidiaries must address in a single metric and incorporate the benefits of diversifying different factors of risk.

As of December 31st of 2017, Credicorp's map of economic capital distribution by type of risk is as follows:

#### Distribution of Credicorp's economic capital



44Resolución SBS Nº 11823-2010 "Reglamento para la Supervisión Consolidada de los Conglomerados Financieros y Mixtos.





## Internal Validation of Risk

Internal Validation at BCP fulfills a corporate role at Credicorp and entails managing the risk relative to economic losses that could potentially be generated by the use or misuse of risk models. This area's function is to build an environment of trust, security and reasonable control over the life cycle of models to manage the risks to which the organization is exposed at the operating and strategy levels, with emphasis on credit, market, liquidity and ALM risks and pricing models. It is important to note that in 2017, the Validation Unit validated the different models and methodologies that were used to implement IFRS Rule 9.

We continued efforts to adequately manage model risk by validating the use of advanced analytical techniques and integrating the same in our credit risk management approach. For this purpose, we explored new forms of validation in agile work environments rather than in cascades. Our systematization has matured over time and we have made advances in terms of good governance of monitoring, management and follow-up on the plans of actions in the Internal Validation Unit.



CORPORATE GOVERNANCE AND SOCIAL RESPONSIBILITY

## Corporate governance and social responsibility

Our vision, mission, code of ethics, and policies represent the institutional guidelines that govern all our subsidiaries and reflect the high standards of corporate governance with which Credicorp manages its business. All our employees are bound to adhere to the principles of integrity, respect and transparency that we promote and are part of an organizational culture based on strong corporate governance to sustain the confidence of our shareholders and interest groups.

In the ambit of corporate social responsibility, in 2017 we reaffirmed our commitment to the positive development of the groups of interest with which we interact: clients, suppliers, community, government and regulators, shareholders and investors.

The final objective of corporate governance practices is to build trust with our stakeholders to obtain more competitive advantages, improve our performance, set the bases for sustainable and profitable growth, and contribute to creating more value for our shareholders.

Credicorp lists on the New York Stock Exchange and complies with all aspects of the Sarbanes Oxley Act, which has been in effect in the United States since July 2002. This law has become the international standard for corporate governance practices.

In 2017, Credicorp was listed on the Corporate Governance Index of the Lima Stock Exchange. This led us to conduct a global review of our processes based on standards for corporate governance and sustainability while aligning our operations with the best practices in the local market.

### Governance

#### Board of Directors<sup>45</sup>

This entity seeks to ensure Credicorp's long-term success by creating and delivering sustainable value to shareholders. It is the company's maximum authority

within the company and is in charge of managing and running all the group's business.

#### Roles of the Board



- Evaluate, approve, direct and monitor the Group's: corporate strategy, objectives and goals; main plans of action and policies; risk monitoring and management processes; as well as annual budgets and business plans. The Board also supervises main expenditures, investments, acquisitions and disposals.
- Conduct, follow up and control over potential conflicts of interest between the Board, Members of the Board and shareholders.
- Ensure that Independent Directors leave a written record of their attendance of Board Meetings (i) and maintain their condition of independence and (ii) ensure that since the last meeting in which said directors participated, that none have been involved in any situation that changes said condition.
- Ensure that those nominated as candidates for Independent Directors leave a written statement declaring their independence.
- Investigate and verify the condition of independence of the individuals nominated to act as Independent Directors and ensure that this condition is maintained by said individuals during their time on the Board.
- Prevent the fraudulent use and abuse of corporate assets in transactions between interested parties.
- Ensure the integrity of the Company's accounting and financial statements.
- Supervise independent audits and establish systems to monitor financial and non-financial risks, including controls to ensure regulatory compliance.
- Supervise, evaluate the effectiveness of and adapt the Company's governance practices.
- Supervise the information policy.
- Approve the Rules for the Board's Committees.

The Chairman of the Board, Dionisio Romero Paoletti, is responsible for the company's operations and governance

and leads as well as manages actions to ensure that Credicorp fulfills its obligations.

<sup>45</sup>More information can be found at "Corporate Governance" section in www.credicorpnet.com



#### Roles of the Chairman of the Board

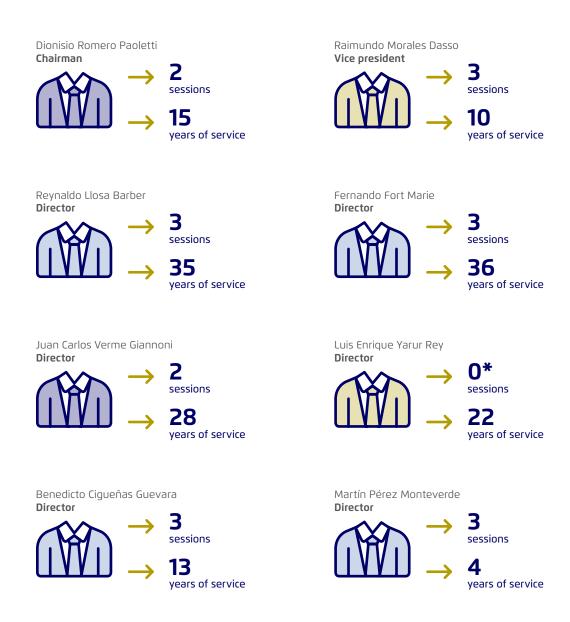


- Preside over Board sessions.
- Ensure that the Board functions properly.
- Represent the Company or delegate representation to others to negotiate in foreign financial markets or speak with regulators, the press, governments, stakeholders and the community.
- Promote adequate relations with shareholders, in a formal sense, at the Annual General Shareholders' Meeting and informally through relations with the Company's shareholders.
- Propose initiatives for corporate policies along with the General Manager.
- Ensure effective strategic planning and examine possibilities for the Company's future development.
- Ensure the Board's active participation to strategically review the proposals of the company's management team and those relative to effective planning.
- Ensure that probity exists in the accounting reports.
- Monitor the General Manager's performance with the criteria established to meet company objectives.
- Act as an advisor to other members of the Board when necessary.

The Board meets at least once a month. For voting purposes, quorum is equivalent to half plus one of its members. In 2017, twelve meetings were held.

In the Annual Shareholders Meeting, held on March 2017, the new members of the board were chosen. The new directors will hold their positions for a three year period, until March 2020.

### Board Member's Assistance until March 2017<sup>46</sup>



<sup>&</sup>lt;sup>46</sup>Years of service as a director of Credicorp, its subsidiaries and predecessors to December 31st of 2017.



<sup>\*</sup>Luis Enrique Yarur Rey resigned as director on January 25th, 2017.

#### Board Member's since April 2017<sup>47</sup>

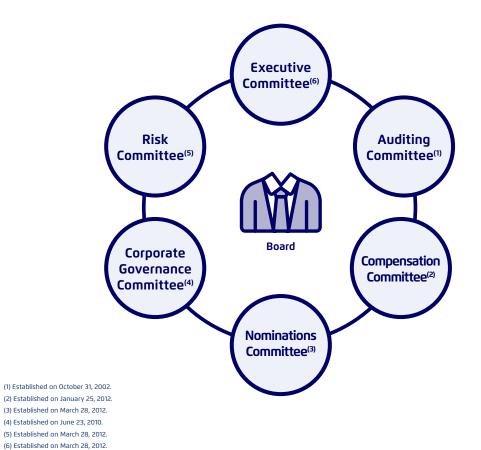


\*For more detail of the CV's of our Board, please check appendix B. Source: BCP

The Corporate Secretary of the Board is Codan Services and the Assistant Secretary of the Board is Mrs. Miriam Böttger Egg.

<sup>&</sup>lt;sup>47</sup>Years of service as a director of Credicorp, its subsidiaries and predecessors to December 31st of 2017.

### **Board Committees**



Composition of the Board Committees until March 2017

Name	Auditing Committee	Compensation Committee	Corporate Governance Committee	Executive Committee	Nominations Committee	Risk Committee
Dionisio Romero P.		Р	Р	Р	Р	М
Raimundo Morales	Р	М		М	М	Р
Fernando Fort				М		
Reynaldo Llosa B.		М		М	М	
Martín Pérez M.						
Juan Carlos Verme	М		М	М		
Luis Enrique Yarur						
Benedicto Cigüeñas*	М		М	М		М
Eduardo Hochschild**			М			

P: President.

M: Member

\* Financial Expert.

 $\ensuremath{^{**}}$  He is not a director of Credicorp, but he is a member of BCP's Board of Directors.



#### Composition of the Board Committees since April 2017

Name	Auditing Committee	Compensation Committee	Corporate Governance Committee	Executive Committee	Nominations Committee	Risk Committee
Dionisio Romero P.		Р	Р	Р	Р	М
Raimundo Morales	Р	М		М	М	М
Fernando Fort				М		
Martín Pérez M.				М	М	
Juan Carlos Verme		М	М	М		
Benedicto Cigüeñas*	М		М	М		
Patricia Lizárraga G.	М					Р
Luis Romero B.						
Eduardo Hochschild**			М			

P: President.

#### **Executive Committee**

Credicorp's Executive Committee is responsible for responding to management's queries on business or operations that require guidance from the Board; making urgent decisions that correspond to the Board in specific cases; and making decisions on other specific matters that the Board has delegated to it.

The Executive Committee is comprised of six directors and its number may be modified by agreement of the Board. The chairman and vice chairman of Credicorp's board are members of the committee. During 2017, this committee was held 22 times.

The Chief Operating Officer, Walter Bayly, and the Chief Financial Officer, Fernando Dasso, also participate in this committee. Mrs. Miriam Bottger, Deputy General Secretary, serves as Corporate Secretary of this Committee.

#### **Audit Committee**

The Audit committee supervises, controls and independently reviews Credicorp's financial information system.

It is composed of at least three directors. All of the members of this committee must be independent according to the definition of independence set by the U.S. Securities and Exchange Commission (SEC). The committee will have at least one member who is considered a financial expert. During 2017, this committee was held 13 times.

Additionally, the following members participate in the committee: Mr. Ricardo Bustamante, permanent advisor to the Corporate Auditing Committee and expert in IT; Mr. Fernando Dasso, Chief Financial Officer; Mrs. Miriam Böttger, Deputy General Secretary; Mr. Jose Luis Munoz, Head Accounting Officer and Head of Management Information at BCP; Mr. Jose Esposito, Chief Corporate Audit Officer; and Mr. Leoncio Loayza, Head of On-going Auditing and Corporate Development.

M: Member

<sup>\*</sup> Financial Expert

<sup>\*\*</sup> He is not a director of Credicorp, but he is a member of BCP's Board of Directors

#### Corporate Governance Committee

This committee proposes reviews and monitors good practices of corporate governance in the Corporation. It is composed of at least three directors, and at least one of them must be an independent director. This committee also includes main executives. During 2017, this committee was held 2 times.

Additionally the following members participate in the committee: Mr. Fernando Dasso, Chief Financial Officer; Mrs. Giuliana Cuzquen, Investor Relations Officer, as the committee's coordinator; and Mrs. Miriam Böttger, Deputy General Secretary.

## Compensation Committee

This committee's main objective is to define, review and approve the compensation policy for the main executives and managers at Credicorp and its subsidiaries.

The committee is made up of three directors and the Chief Operating Officer. During 2017, this committee was held 3 times.

The compensation is paid only to directors that are not part of the Board of Directors of Banco de Crédito del Perú. Compensation for this concept is US\$ 130,000 a year, as agreed on the Annual General Meeting in March 2017.

Additionally, directors that are part of the Auditing Committee receive a remuneration of US\$ 40,000 annually, while the directors that are part of the Executive Committee receive additional compensation for a total of US\$ 1,500.00 per session attended. In both cases, additional compensation is received only if the directors do not receive a remuneration (or diet) for a similar function in BCP.

#### **Nominations Committee**

This committee's objective is to propose the selection criteria to select individuals to act as members of the board at the company, its subsidiaries or for the companies for which Credicorp or its subsidiaries must appoint a director.

The committee has three members: the Chairman and Vice Chairman of the Board and another director. During 2017, this committee was held 8 times.

Additionally the following members participate in the committee: Chief Operating Officer, Mr. Walter Bayly, and the Deputy General Secretary, Mrs. Miriam Böttger.



#### Risk Committee

Credicorp's Risk Committee is responsible for establishing, periodically evaluating and accepting, while reporting to the Board of Directors, the guidelines and policies for comprehensive risk management at Credicorp and its subsidiaries.

This committee is comprised of two directors from Credicorp, one of which presides over the committee, a director from BCP, and four managers from BCP: Mr. Walter Bayly, Chief Operating Officer, Mr. Fernando Dasso, Chief Financial Officer, Mr. Reynaldo Llosa, Chief Risk Officer, and Mr. Harold Marcenaro Goldfarb, Division Manager of Risk Management. Additionally, the Deputy General Secretary, Mrs. Miriam Bottger, also attends committee sessions, together with Mr. José Esposito, Chief Corporate Audit Officer, who acts as an observer. During 2017, this committee was held 14 times.

### Management

Name	Position	Years of service <sup>48</sup>
Dionisio Romero Paoletti	Chairman of the Board/ Chief Executive Officer	9
Walter Bayly Llona	Chief Operating Officer	24
Fernando Dasso Montero	Chief Financial Officer	23
Álvaro Correa Malachowski	Chief Insurance Officer	20
Reynaldo Llosa Benavides	Chief Risk Officer	19
José Esposito Li- Carrillo	Chief Corporate Audit Officer	22
Bárbara Falero	Corporate Compliance Officer	12
Úrsula Álvarez Peña	Head of Corporate Talent	12

For Credicorp, its subsidiaries and predecessors on December 31, 2017.

### Investor Relations

Credicorp understands that it must communicate with its investors in a transparent manner to ensure that both sides understand the company's objectives in the same way.

Credicorp's Investor Relations area is in charge of providing complete and timely information to investors, shareholders, and the market in general. It is also responsible for developing close ties with interest groups and maintaining permanent contact with these parties through meetings, calls, teleconferences, shareholder's events, among others.

Communication takes place throughout the year and is particularly active during reporting periods. In this way, the company is in constant contact with current and potential investors.

Credicorp's web page also contains up-dated information on the company and its subsidiaries, stock exchange information, the dividend policy, quarterly and annual results, access to teleconferences, press reports, information reported to the U.S. Security and Exchange Commission (SEC), presentations, corporate governance documents, warning system, and complaints, among others.

Individuals who want information can send their requests to Investor Relations at IRCredicorp@bcp.com.pe.

<sup>&</sup>lt;sup>48</sup>The Board's Corporate Secretary is Codan Services and the Assistant Secretary is Mrs. Miriam Böttger Egg

### Internal Control

### **Internal Auditing**

In accordance with our mission, during 2017 we focused on permanently evaluating the efficacy and efficiency of our risk management processes, control and governance at BCP to improve and protect the value of the corporation while providing assurance, advice and analysis based on risk. The auditing unit formulated the Annual Auditing Plan with the Risk-Based Auditing Methodology, which is aligned with the Rules of the Global Institute of Internal Auditing (IIA Global) and approved by the Superintendency of Banking and Insurance and AFP.

In 2017, the result of the internal assessment to comply with Rule 1311 of the Global Institute of Internal Auditors (IIA) was, for the sixth consecutive year "Generally Complies" (highest rating possible according to the IIA) with regard to its Assurance and Quality Improvement Program. It is necessary to indicate that in September 2013, we obtained International Certification for the Quality of Internal Auditing Activities with a rating of "Generally Complies," granted by the IIA for the External Quality Assessment, in accordance with Rule 1312 of IIA. This is proof that we fulfill the IIA's International Rules for

Professional Practices, the Fundamental Principles and the Code of Ethics. Currently, the Internal Auditing Unit is undergoing a new external assessment (after five years) with IIA Global, which demonstrates our commitment to on-going improvement and to complying with rules.

In 2017, the Chief Audit Executive (CAE) was a member of the Financial Services Guidance Committee (FSGC) at IIA, whose mission is to provide strategic directions to develop the International Professional Practices Framework (IPPF) in Internal Auditing to support advances in professional practices in the field of auditing and in financial services around the globe. This consists of identifying, prioritizing, implementing and approving guides to meet the special needs of internal auditors that provide services to the financial service industry. In December, the Committee published the first Specialized Guide for Liquidity Risk Auditing.

In September 2017, the Head of Internal Auditing at the Grupo Pacifico was appointed to act as President of ISACA Lima - Peru, which brings together information technology (IT) professionals that work in the areas of information security, IT management, IT risks, IT Auditing and cybersecurity.

#### Hours of specialized training for auditing teams

Training	2015	Mean/ auditor 2015	2016	Mean/ auditor 2016	2017	Mean/ auditor 2017
BCP Perú	6,187	66	4,458	51	5,847	66
BCP Bolivia	1,447	58	1,463	61	1,528	64
ASB	212	53	288	72	376	94
Edifycar	-	-	-	-	-	-
Grupo Pacífico	2,012	75	1,593	69	1,816	79
Prima AFP	213	43	602	86	446	64
Credicorp Capital Chile	167	103	89	30	202	51
Credicorp Capital Colombia	246	31	437	62	885	111
Mi Banco	3,453	80	3,169	70	3,472	77
Total	13,936	65	12,099	60	14,572	72



In 2017, 14,572 hours of training were imparted with an average of 72 hours per auditor, which topped the 40 hours recommended per auditor for international practices regarding fraud prevention, the new IFRS 9, new frameworks of cybersecurity such as IIA, NIST (National Institute of Standards and Technology) or FFIEC (Federal Financial Institutions Examination Council), internal quality assessment, analytical data, money laundering, model validation and other matters relative to financial and operational auditing.

As a reflection of our commitment to efficiency, our 203 auditors represent approximately 0.64% of the Credicorp's work force. This is one of the primary indicators of productivity and is aligned with best international standards for this practice.

The Internal Auditing Unit (UIA) is comprised of a specialized and multi-disciplinary team. At the end of 2017, 34% held a master's degree or MBA in addition to 137 international certifications from globally recognized institutions such as IIA, ISACA, IIPER and FIBA.

### Compliance

We have a Corporate Compliance System, which is based on international standards. It allows us to meet regulatory requirements and offer our clients legal and reputational backing. We have implemented the following programs within our system: Prevention of Money Laundering and Financing for Terrorism (PLAFT), Monitoring of International Lists, Fiscal Transfers, Normative Compliance, Ethics and Conduct, Anti-Corruption, Prevention of Market Abuse, Protection of Personal Information, Occupational Health and Safety, Financial Stability and Consumer Protection.

In 2017, we have taken the following actions:

- In the PLAFT Program, we implemented improvements for existing controls based on regulatory demands for different aspects: knowledge of client, market, operations register, training, suppliers, counter-parties and investigation. During this period, we updated the risk assessment for money laundering for each of our clients, products, channels and banking zones and defined the risk profile for asset laundering to which each is exposed.
- In the Fiscal Transparency Program, we manage tax information exchange to comply with FATCA and CRS at Credicorp. In 2017, we conducted activities to fulfill regulatory milestones for both rules and we will initiate Phase II of Implementation through an Assessment and Diagnosis of Credicorp in Bolivia and Chile. In 2018, we will continue to apply Phase II in BCP Peru, ASB and at Credicorp Capital in Peru.

- In the Normative Compliance program, we worked to strengthen our processes in 2017 to identify and define the actions needed to oversee adequate compliance of the normative that is applicable to Credicorp's companies while providing accompaniment to prevent, detect and correct any activity that violates existing rules. We seek to consolidate the company's commitment to diligent conduct that is aligned with the law while developing a culture of solid compliance among all members of the organization.
- Through the Ethics and Conduct Program, we seek to strengthen the culture of integrity, transparency and ethics at Credicorp. In 2017, we worked on two projects to fortify risk management and treatment of risks associated with conflicts of interest. To accomplish this, we have designed and elaborated a corporate policy to manage conflicts of interest at Credicorp while working on implementing the procedure to manage suppliers that have ties to Directors and Executive management at Credicorp. Both projects will be concluded in the first quarter of 2018.
- In the Anti-Corruption Program, we establish the guidelines that all employees must follow to reduce the risk of corruption and/or bribery. These guidelines have been aligned with current regulation. To achieve our objectives, we have developed a structure that allows us to maintain an environment of control to ensure that integrity, honesty and transparency prevail in the actions of our employees, who understand that their duty is to act within the restrictions established by local and foreign regulation to mitigate the risk of corruption and/or bribery. Finally, to strengthen compliance of regulatory aspects, we rolled out a series of activities in 2017 to train personnel and create awareness.
- The Program to Prevent and Detect Market Abuse, through the Corporate Policy for Specific Conduct for Investments and Finances, provides guidelines and sets controls to prevent the misuse of privileged information and market manipulation while managing scenarios of potential conflicts of interest that can arise in investment transactions and/or financial advisory services. In 2017, we engaged in activities relative to monitoring, culture, detection of cases of market abuse and managing conflicts of interest. We are working on projects to implement the Program's rules and to strengthen processes based on good international practices and recommendations from security market regulators in Latin America.

- In the Financial Stability Program, we have engaged in actions to fulfill the regulatory requirements "Variation Margin Rules," "Bail-In" and "Resolution Stay". Additionally, we implemented the requirements set forth in the Volcker Rule. Finally, we worked on the process to comply with the obligations established in the Dodd-Frank and EMIR regulations.
- The Personal Data Protection (PDP) Program updated the corporate policy that was ratified by the boards of Credicorp and its subsidiaries to align it with new regulatory requirements. We engaged in actions to strengthen security measures for the physical and logical treatment of personal data, providing advice and support to the business units to ensure the viability of initiatives relative to products, services, new channels, among others. Finally, we rolled out communications and training efforts to strengthen our employees' capacity to comply with the aspects set forth in the Regulation for Personal Data Protection.
- The Occupational Health and Safety Program promotes a culture to prevent occupational risks to create safe and healthy workplaces. For this purpose, we conduct training and communications campaigns among other activities. Employees actively participate in the OHS Committee, where we conduct follow-up on the Annual OHS Program; investigate accidents and incidents; and present proposals for on-going improvement to benefit all employees.
- Within the Consumer Protection Program, information transparency plays a key role in our strategic pillar for client-based actions. We are proactive and exceed regulatory requirements to offer products and services that meet our clients' needs. In 2017, we trained personnel, conducted measurements and made visits to different distribution channels. All of these actions were focused on: (i) ensuring the client is at the core of our decisions (ii) identifying and managing risks in an outstanding manner, (iii) developing a code for good customer service practices.

### Corporate Human Development

### Corporate Talent

The objective of the Corporate Talent Management is to manage Credicorp's talent with a corporate vision to fulfill business objectives.

This approach to corporate management ensures that the same concepts and processes are applied across divisions and companies, and that a homogenous value proposition is offered.

In 2017, we managed 1,038 employees, who are part of high potential talent, core team, specialists and top employee segments. These individuals represent 3.15% of Credicorp's total employees.

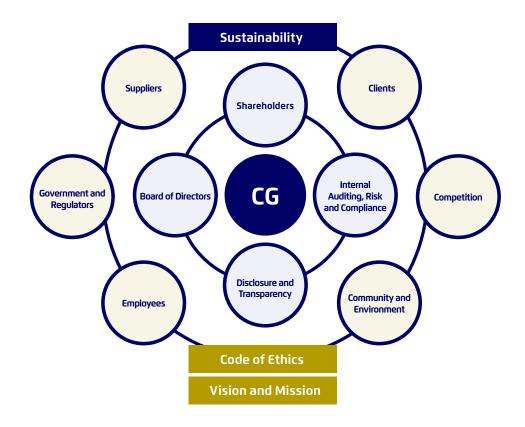


# Sustainability Project

Credicorp expresses the corporation's commitment to achieving the highest levels of corporate governance to accompany sustainable growth in the long-term. This commitment is embodied in the Code of Ethics, Corporate Governance Policy, Stakeholder Relations Policy, Money

Laundering Prevention Policy, and the Anti-Corruption policy.

To visualize the framework documents of the aforementioned policies, go to www.credicorpnet.com and proceed to the section on Corporate Governance.



### In 2017, the corporate governance committee continued its focus on:

- Monitoring the correct application of the guidelines and the implementation of the proposals for improvement that have been approved.
- Reviewing issues related to sustainability.
- Credicorp's action was again included in the "Índice de Buen Gobierno Corporativo" of Peruvian societies that quote in the BVL.

## **Social Responsibility**

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Program	Description Results 201	7
N <sub>C</sub>	In 2017, we implemented BCP's Financial Education Program for you The objective is to ensure that this group has the tools necessary resources while fulfilling life goals. The program worked on two	y to adequately manage economic
BCP FINANCIAL EDUCATION	With You and Your Finances in the Classroom: comprehensive intervention coordinated with the Ministry of Education of Peru (Minedu), through which we facilitate class sessions with secondary school students to transfer financial knowledge, attitudes and practices to aid them in their transition to adult life.	In 2017, we reached 108 teachers and 13,000 students.
BCP FII	Financial education for students of higher education: project to train teachers at universities and technical institutes to inform young people about the importance of responsibly managing personal and family finances and of the benefits of participating in the formal financial system.	In 2017, the benefits of this program reached more than 500 young people.
TALENT PROGRAM AT BCP	This program is an initiative of the Social Responsibility area at BCP. It gives highly talented and motivated low-income students access to higher education to transform their lives, generate social mobility and contribute to the country's development. In addition to providing the necessary financing, the program offers psycho-pedagogical accompaniment and activities to help beneficiaries develop their talent, reach their maximum potential, and successfully insert themselves in the job market.	<ul> <li>1,155 young beneficiaries.</li> <li>467 university graduates.</li> </ul>
INFRASTRUCTURE WORKS	We support the Peruvian State in its efforts to reduce the infrastructure gap through the Tax Deductions through Public Works mechanism. By the end of 2017, we signed a total of 106 agreements for public infrastructure works in the departments of Arequipa, Ancash, Cuzco, Junín, La Libertad, Loreto, Pasco, Ica, Piura, Puno, Tacna, Cajamarca, Lambayeque, Lima and in the Constitutional Province of Callao.	<ul> <li>Investment commitment of S/1,071.8 million.</li> <li>4 million beneficiaries.</li> <li>Sectors that are served: sanitation, education, transportation, health, safety and culture.</li> </ul>
BCP VOLUNTEERS	We involve volunteers in the process to strengthen education and to provide support during emergency situations in the country. For more than 12 years, employees have invested hours in voluntary work to design, execute and develop different activities that help meet the needs of vulnerable populations. All those actions are supported by the executive management.	In 2017, 2,000 volunteers participated more than 3,700 times in the projects that we administer.
ENVIRONMENTAL PROGRAM	We include environmental management in our operations by cadesigning projects to improve the use of resources and reduce managing solid waste and employee transportation.	



#### **BCP** Bolivia

BCP Bolivia's corporate social responsibility seeks to contribute to the sustainable development of the organization and of Bolivia by focusing on actions relative to financial education, financial inclusion and development for the community.

Among the initiatives worked on along the year, the following are included:

#### **Agentes BCP**

BCP Bolivia pushed growth through Agentes BCP to promote banking penetration through alternative channels that are closer to users.

#### "Operación Sonrisa"

During our twelfth year of support for "Fundación Operación Sonrisa Bolivia", more than 4,000 children, young people and adults throughout the country have received free surgeries. BCP Bolivia's campaign is directed toward collecting funds, both voluntary and from the bank's resources, to ensure that national and international specialists can provide free surgeries to correct these conditions.

#### SME Forum, Supporting Bolivian entrepreneurs

Six years ago, BCP Bolivia created the SME Forum as a space to exchange experiences and transfer knowledge to small and medium entrepreneurs in the sector. In 2017, this event reached 2,500 entrepreneurs in eight cities in the country.

#### Workshops on the Economic Scenario

These business workshops were attended by more than 700 business people. The objective was to share information and analysis of trends in the international and national economies.

#### **Cultural Events, Promoting Bolivian** Culture

In 2017, BCP Bolivia opened the doors of its auditorium to promote the country's cultural development through different artistic events.

#### Mibanco

During 2017, we continued with our focus on socially responsible endeavors, oriented to boost the development of Peruvian entrepreneurs and their families. Through our products and services, we seek to include low-income clients in the financial system to put them on the road to progress.

By the end of 2017, we helped more than 142,000 people (24.5% of the total bancarized population) secure a place in the financial system. This is ample proof of our commitment to financial inclusion.

#### A Doubly Inclusive Philosophy

At Mibanco, we promote financial inclusion for more Peruvians, facilitating access to the financial system and bringing more young people into the work force.

Through our School of Microfinance Business Advisors, we brought 891 young people from across the country into the work force in 2017.

#### Miconsultor Program

In line with our institutional mission, we continue to work with the MiConsultor program, which offers free, in-home business advisory services to micro and small business people. Through this program, entrepreneurs and students from Universidad del Pacífico and Antonio Ruiz de Montoya programs exchange experience and knowledge, working side-by-side to strengthen business missions.

Since 2011, through Miconsultor, 2,166 university students worked to assist 921 entrepreneurs.

#### **Romero Digital Campus**

In alliance with the Romero Foundation, we set up the Romero Digital Campus, which is an on-line campus directed to entrepreneurs. This is the first digital training module that we have ever offered our clients.

54 entrepreneurs participated in the Digital Marketing and Restaurant Administration modules, which were backed by the Instituto San Ignacio de Loyola and Le Cordon Bleu respectively.

#### **Financial Education Workshops**

The objective is to promote a financial culture at the base of the economic pyramid in different districts in Lima by holding nine financial education workshops for 498 participants.

For this purpose, we formed an alliance with the German Foundation of Savings Associations for International Cooperation through their training modules: "My Home and My Money" and "Good Use of Credit."

#### Microinsurance

We offer our clients a gamut of voluntary microinsurance products that have been specially adapted to protect the most vulnerable populations. With Grupo Pacifico, we design products with low premiums and coverage that meet our clients' needs.

In 2017, we solidified our position as a provider of insurance products for microbusinesses by placing a total of 803,791 optional policies. Of these policies, 528,880 (65.8% effectiveness) correspond to financial protection insurance. Family protection insurance posted sales of 232,237 (28.9% effectiveness) while business protection insurance registered sales of 42,674 units (5.3%). It is important to note that 958,262 clients with current loans have credit life insurance by the close of 2017.

#### Crediagua Program

We expanded the Crediagua program across the country. This program offers financing for domestic water and sewage connections.

In 2017, we issued more than 130,000 loans for this purpose to improve the quality of life of more Peruvian families.

#### **Recycling Program**

To promote a culture of respect and preservation of the environment, we launched a campaign to segregate solid wastes in alliance with the NGO "Ciudad Saludable". The initiative was rolled out in our two main offices.

Throughout 2017, we recycled a total of 2.9 tons of solid waste. This allowed us to spare 48 trees from felling and led to consumption savings of 256,939.9 liters of water, 2114.9 kWh of electricity, 35.5 BTU of energy, and 1086.1 liters of oil. In addition, our efforts prevented 8.75 tons of CO2 emissions from being released into the air.

#### **Credito Mujer**

To promote financial inclusion, we launched a product known as "Credito Mujer," which provides exceptional facilities for women who seek to consolidate an entrepreneurial effort and generate complementary income for the family unit. These facilities include: no signature required from spouses and permanence of just three months in the financial system.

Since February 2017, the product has been implemented in 11 branches in Lima and has been extended to the national level, bancarizing 8,734 micro business women. Due to good acceptance of the product, the expectation in 2018 is to triple the number of women who enter the banking system.



### **Credicorp Capital**

In 2017, we engaged in an analytical and planning process to define a regional strategy for Corporate Social Responsibility for the three countries in which Credicorp Capital has the largest presence: Peru, Colombia and Chile. This strategy seeks to involve Credicorp Capital and its employees in initiatives with high social impact in the medium and long term to positively contribute to the communities in which we operate.

This strategy consists of three axes of action that are listed below:

- Pro-bono advisory services: we provide professional advisory services at no cost for non-profit organizations during business hours and with quality levels equivalent to those offered by our business areas.
- Volunteer work: activities that are facilitated by Credicorp Capital so that employees can participate in social projects that benefit the communities in their respective countries.
- Environmental responsibility: actions that minimize the impact of Credicorp Capital's operation, such as recycling campaigns, savings of non-renewable resources and environmental awareness campaigns.

To conduct this initiative, we designed an administrative structure that includes setting up committees both locally and regionally. Under this scheme, the Regional Social Responsibility Committee defines the guidelines and policies to apply in the three countries in which the company is present while local committees lead implementation. To ensure adequate execution of the strategy at the local level, a person has been hired in each country to lead the efforts.

As part of a common and shared communications strategy, we have defined a joint communications and image plan.

The advances in each one of these programs are as follows:

#### Pro-bono advisory services

In the case of Chile, we have the Credicorp Capital Foundation, which was established in 2010 (previously IM Trust Foundation). This entity provides pro-bono services to organizations that conduct programs to generate social impact.

The institutions that were supported by this advisory service in 2017 include:

- Teatro del Lago: non-profit organization that promotes development with excellence for music and the arts, delivering creativity, emotional experiences and opportunities for growth to increase social integration.
- Teleton: effort in favor of disabled children and young people; works on rehabilitation and cultural change to protect the dignity and rights of the disabled.
- Hogar de Cristo: non-profit organization that assists people living in extreme poverty with love and dignity through programs that benefit babies and toddlers, the young, indigent and senior citizens.
- Fundacion Educacional Choshuenco: contributes to enhancing the quality of pre-school education in Chile by administering pre-schools and by transferring knowledge to employees in pre-schools run by entities other than the foundation.

Additionally, within this effort to support the management of non-profit organizations, in the month of September 2017 we held a philanthropic event to collect donations. Our international guest speaker was Professor Paul Schervish. This conference benefitted close to 200 participants who are associated with organizations that work in the ambits of education, health, social services, early-years programs, and others.

The Pro-bono Advisory program has also been implemented in Peru and Colombia, where we have begun a process to develop an internal definition of the added-value advisory services that we offer to non-profit institutions. Additionally, we are working on the initial mapping of beneficiary organizations and we are coordinating meetings to establish ties, understand their needs and define which advisory services we will offer in 2018.

#### Volunteers

We have successfully rolled-out our initial experiences with volunteer work by developing social assistance projects that actively engage volunteers with the community.

In Chile, volunteers in the area of Wealth Management taught a course on household finances and financial planning for teachers at the kindergarten Angel de la Guarda, in the commune of Colina in Santiago de Chile.

In Peru, forty volunteers shared their abilities and talent with 100 children from the Virgen de Lourdes school in the district of Villa Maria del Triunfo, in Lima.

In Colombia, sixty volunteers spent a morning participating in ludic events with around fifty children, young people and their families in the El Codito, neighborhood in Bogota.

#### **Environmental Responsibility**

As part of our effort to reduce environmental impacts, Credicorp Capital Peru designed a campaign to segregate waste. This effort will be implemented in the first quarter of 2018.

In Colombia, we decided to implement a pilot program to measure the carbon footprint of all our offices to determine if this effort can be replicated in the region. The results of this measurement will be the primary input of our campaign to create awareness in 2018.

These activities are in addition to the paper recycling campaign and the reduction of electricity consumption that are already underway in the offices of Credicorp Capital in Santiago, Chile.

### **Grupo Pacífico**

In Pacifico, we encourage social responsibility that is driven by the current concept of sustainability, linked to our business's expertise and core. Along these lines, we engage in initiatives that are based on the three strategic axes of our business: health, risk management relative to disasters, and the environment, all of which are also contemplated in the Sustainable Development Objectives (SDO) established by the United Nations and to which Peru is a party.

In 2017, we continued to lead programs, projects and initiatives that promote a culture of prevention in different sectors of the population while helping improve people's health and quality of life. These actions include:

#### Health

#### Health Program – "Pacifico Te Cuida" (PTC)

We seek to promote inclusive health while driving good healthcare practices through practical workshops and preventive checkups in specialties such as general medicine, pediatrics, nutrition, odontology, dermatology, gynecology, ophthalmology among others. In 2017, the PTC program was conducted in 11 communities in Lima and Trujillo, where we attended more than 5,300 patients with services that included early detection of illnesses such as hypertension, gastrointestinal and respiratory diseases. These services were provided through strategic alliances with client companies that have operations in communities that lack quality healthcare services.

#### Support for inclusive health initiatives

In 2017, we continued to provide administrative and economic support to the Medical Education Center in Chincha, which is run by the Peruvian-American Medical Society. This center offers very low-cost medical check-ups. We also implemented campaigns to collect donations for institutes that fight and prevent cancer, such as the League Against Cancer, Magia and the Peruvian Cancer Foundation. Finally, we continued to support the Asociación Unamonos de Arequipa, which promotes services and education for children with special needs.

#### Risk management relative to disasters

In 2017, El Nino Phenomenon caused severe damage in our country. To provide assistance, Pacifico activated its Disaster Crisis Committee, which allowed to mobilize more than 200 volunteers to collect, organize and deliver donations. Additionally, we are part of an assistance alliance #PerúDaLaMano, along with RPP, Caritas and the Municipality of San Isidro. Together, we collected more than 1,000 tons of donations to benefit more than 25,000 families in the north of Peru. Pacifico also donated more than 10,000 emergency kits (containing anti-bacterial gel, repellent, sun protection and electrolyte drinks to prevent the outbreak of diseases), which were sent to critical areas.

At Pacifico, we seek to offer adequate options for comprehensive healthcare while promoting support and close relations with entities that drive selfless efforts to improve social wellbeing. Along these lines, for the past three years we have supported the General Corps of Firefighters through donations of uniforms and training programs to prevent risk. To complement this initiative, Pacifico has formed a volunteer brigade of Pacifico employees, who are trained every year by firemen and experts to provide first aid and assistance in the event of unexpected situations such as earthquakes and fires.



#### **Environment**

In 2017, we continued to promote a sustainable environment through actions to create awareness and education to both internal and external audiences. Along these lines, we measured, reduced and offset Pacifico's carbon footprint and maintained our designation as a carbon neutral company.

At the internal level, we recycled 60,000 plastic bottles and 23,800 kilos of paper. With these collections, we have been able to assist the NGO Aniquem's program to treat children who are burn victims. Externally, we have implemented the program "Yo Fui Botella" to give a second life to plastic in collaboration with Cencosud and Coca-Cola, with which we created the campaign "Ponchilas". This campaign collected more than 480,000 bottles, which were transformed into 6,000 innovative backpacks with ponchos to keep children in the Andean highlands warm during their walks to school. Through "Ponchilas," we contributed to environmental and social causes that were recognized at the Creatividad Empresarial, Effie Latam and Ojo de Iberoamerica awards.

#### Prima AFP

In 2017, we consolidated our efforts to implement our Social Responsibility strategy, which has pillars for Responsible Investments and Pension Education.

We maintained the core programs of Prima AFP culture in this strategy:

- Senior Citizen Award: 1,351 participants in 11 years.
- Volunteer Program: this year we assisted 1,093 senior citizens, 13 shelters in 10 cities in the country with more than 417 volunteers.
- Environmental Responsibility: we collected 4,044 kilos of paper to benefit Aniquem; 170 kilos of plastic bottles to transform them into fleece blankets for senior citizens; and 584 kilos of plastic tops to make them into wheel chairs for adults who live in extreme poverty.

We measured our Carbon Footprint at the national level. We developed a Sustainability Report according to Global Reporting Initiatives (GRI) standards; continued reporting to the Global Pact; and for the fourth consecutive year, obtained recognition as a Socially Responsible Company. The main actions, based on our pillars:

#### 1. Responsible Investments

With more than US\$ 14,000 million in funds under management from nearly two million affiliates, we are aware that we must look beyond profitability to include environmental, social and good governance concepts (ESG) to ensure sustainability:

- > Program for Responsible Investments
- Conference "Promoting Responsible Investments": directed at the companies where we invest;
- > Drivers of ESG at the external level: through interviews, article and publications in different media;
- > In-depth interviews: of the companies where we invest to discuss aspects of ESG.

#### 2. Pension Education

We create awareness among all our affiliates and in society in general about the importance of pension savings and their impact on their futures. We periodically share information and commentaries through different means of communication (opinion columns, interviews, etc.) at the national level on different useful topics in the Private Pension System. We currently work with more than 30 media outlets.

Through our digital channels, we are showing a web series "El Depa," which takes a fun approach to Pension Education.

FINANCIAL STATEMENTS

#### **CREDICORP LTD. AND SUBSIDIARIES**

#### **CONSOLIDATED STATEMENT OF FINANCIAL POSITION** AT DECEMBER 31, 2017 AND 2016

	2017	2016
	S/(000)	S/(000)
Assets		
Cash and due from banks:		
Non-interest-bearing	6,019,776	5,568,657
Interest-bearing	17,202,211	11,077,112
	23,221,987	16,645,769
Cash collateral, reverse repurchase agreements and		
securities borrowings	7,480,420	10,919,624
Investments:		
Trading securities	4,024,737	4,015,019
Available-for-sale investments	21,732,107	17,086,774
Available-for-sale investments pledged as collateral	2,691,784	1,598,893
	24,423,891	18,685,667
Held-to-maturity investments	1,826,394	2,867,755
Held-to-maturity investments pledged as collateral	2,586,979	2,250,665
	4,413,373	5,118,420
	32,862,001	27,819,106
Loans, net:		
Loans, net of unearned income	100,477,775	94,768,901
Allowance for loan losses	(4,500,498)	(4,207,133)
, we wanted for feath 188888	95,977,277	90,561,768
Financial assets designated at fair value through profit	537,685	459,099
Premiums and other policies receivable	656,829	643,224
Accounts receivable from reinsurers and coinsurers	715,695	454,187
Property, furniture and equipment, net	1,509,492	1,551,703
Due from customers on acceptances	532,034	491,139
Intangible assets and goodwill, net	1,978,865	1,960,690
Other assets	4,999,998	4,928,913
Total assets	170,472,283	156,435,222

	2017	2016
	S/(000)	S/(000)
Liabilities and Equity		
Deposits and obligations:		
Non-interest-bearing	29,382,909	28,084,691
Interest-bearing	67,787,502	57,831,696
	97,170,411	85,916,387
Payables from repurchase agreements and security		
lending	13,415,843	15,127,999
Due to banks and correspondents	7,996,889	7,493,916
Banker's acceptances outstanding	532,034	491,139
Accounts payable to reinsurers	235,185	233,892
Financial liabilities at fair value through profit or loss	168,089	209,520
Technical reserves, insurance claims reserves		
and unearned premiums	7,443,760	6,786,189
Bonds and notes issued	16,242,257	15,939,603
Other liabilities	5,014,112	4,120,066
Total liabilities	148,218,580	136,318,711
Equity		
Equity attributable to Credicorp's equity holders		
Capital stock	1,318,993	1,318,993
Treasury stock	(208,937)	(209, 322)
Capital Surplus	271,948	280,876
Reserves	14,647,709	13,539,091
Other reserves	1,455,594	1,209,731
Retained earnings	4,271,260	3,516,766
	21,756,567	19,656,135
Non-controlling interest	497,136	460,376
Total equity	22,253,703	20,116,511
Total liabilities and equity	170,472,283	156,435,222



#### **CREDICORP LTD. AND SUBSIDIARIES**

CONSOLIDATED STATEMENT OF INCOME FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

Interest and similar income		2017	2016	2015
Interest and similar expenses   (2,959,196)   (2,914,714)   (2,527,133)     Net interest, similar income and expenses   8,071,487   7,858,341   7,256,956     Provision for loan losses, net of recoveries   (1,789,165)   (1,785,495)   (1,880,898)     Net Interest, similar income after provision for loan losses   6,282,322   6,072,846   5,376,058     Net Interest, similar income after provision for loan losses   2,911,408   2,771,561   2,644,191     Net gains on descape transactions   650,228   698,159   773,798     Net gains on foreign exchange transactions   650,228   698,159   773,798     Net gains on sales of securities   741,781   336,759   248,723     Net gains on derivatives held for trading   103,580   44,500   207,938     Net gains on financial assets designated at value through profit or loss   67,633   51,667   - 46,563     Net gains on financial assets designated at value through profit or loss   396,683   344,460   325,666     Net gains on financial assets designated at value through profit or loss   4,888,707   4,247,106   4,246,879     Net claims incurred for life, general and health insurance contracts   (1,118,304)   (1,098,905)   (1,031,659)     Total premiums earned less claims   690,036   700,210   702,319     Other expenses   2,158,823   (2,094,678   (1,995,802)     Depreciation and amortization   (419,975)   (407,661)   (396,497   (1,995,802)     Depreciation and amortization   (419,975)   (407,661)   (396,497   (1,995,802)     Depreciation and amortization   (419,975)   (407,661)   (396,497   (1,995,802)     Net loss from exchange difference   (60,624)   -		S/(000)	S/(000)	S/(000)
Net interest, similar income and expenses         8,071,487         7,858,341         7,256,956           Provision for loan losses, net of recoveries         (1,789,165)         (1,785,495)         (1,880,898)           Net Interest, similar income after provision for loan losses         6,282,322         6,072,846         5,376,058           Other income         2         2,911,408         2,771,561         2,644,191           Net gains on foreign exchange transactions         650,228         698,159         773,798           Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -         46,563           Net gains on financial assets designated at value through profit or loss         4,888,707         4,247,106         325,666           Others         396,683         344,460         325,666           Net premiums earned         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210<	Interest and similar income	11,030,683	10,773,055	9,784,089
Provision for loan losses, net of recoveries         (1,789,165)         (1,785,495)         (1,880,898)           Net Interest, similar income after provision for loan losses         6,282,322         6,072,846         5,376,058           Other income         2         911,408         2,771,561         2,644,191           Net gains on foreign exchange transactions         650,228         698,159         773,798           Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -           Others         396,683         344,460         325,666         -           Insurance premiums and claims         8         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         (2,158,823)         (2,942,743)         (2,878,318)           S	Interest and similar expenses	(2,959,196)	(2,914,714)	(2,527,133)
Net Interest, similar income after provision for loan losses         6,282,322         6,072,846         5,376,058           Other income         2,911,408         2,771,561         2,644,191           Net gains on foreign exchange transactions         650,228         698,159         773,798           Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains from exchange difference         17,394         -         46,563           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses           Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses	Net interest, similar income and expenses	8,071,487	7,858,341	7,256,956
for loan losses         6,282,322         6,072,846         5,376,058           Other income         2,911,408         2,771,561         2,644,191           Net gains on foreign exchange transactions         650,228         698,159         773,798           Net gains on sales of securities         741,781         336,759         248,723           Net gains on sales of securities         103,580         44,500         207,938           Net gains on derivatives held for trading         103,580         4,500         207,938           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -6           Others         396,683         344,460         325,666           Others         396,683         344,460         325,666           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses           Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)<	Provision for loan losses, net of recoveries	(1,789,165)	(1,785,495)	(1,880,898)
Commissions and fees         2,911,408         2,771,561         2,644,191           Net gains on foreign exchange transactions         650,228         698,159         773,788           Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains from exchange difference         17,394         -         46,563           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -         -           Others         396,683         344,460         325,666         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net premiums earned         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses           Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)		6,282,322	6,072,846	5,376,058
Net gains on foreign exchange transactions         650,228         699,159         773,798           Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses           Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange differen	Other income			
Net gains on sales of securities         741,781         336,759         248,723           Net gains on derivatives held for trading         103,580         44,500         207,938           Net gains from exchange difference         17,394         –         46,563           Net gains on financial assets designated at value through profit or loss         67,633         51,667         –           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         –         (60,624)         –           Impairment loss on goodwill         –         (94)         (82,374) </td <td>Commissions and fees</td> <td>2,911,408</td> <td>2,771,561</td> <td>2,644,191</td>	Commissions and fees	2,911,408	2,771,561	2,644,191
Net gains on derivatives held for trading Net gains from exchange difference         103,580         44,500         207,938           Net gains from exchange difference         17,394         —         46,563           Net gains on financial assets designated at value through profit or loss         67,633         51,667         —           Others         396,683         344,460         325,666         4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         (2,158,823)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         —         (60,624)         —           Impairment loss on goodwill         —         (94)         (82,374)           Net inpairment loss on available-for-sale investments         (766)         (14,459)         (43,801) <td></td> <td>650,228</td> <td>698,159</td> <td>773,798</td>		650,228	698,159	773,798
Net gains from exchange difference         17,394         -         46,563           Net gains on financial assets designated at value through profit or loss         67,633         51,667         -           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         -         (60,624)         -           Impairment loss on goodwill         -         (94)         (82,374)           Net impairment loss on available-for-sale investments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         -		741,781	336,759	248,723
Net gains on financial assets designated at value through profit or loss         67,633         51,667         -           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         -         (60,624)         -           Impairment loss on goodwill         -         (94)         (82,374)           Net impairments loss on available-for-sale investments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         -         -         -         (33,500)           Others         (605,547)         <	· ·		44,500	
Value through profit or loss         67,633         51,667         —           Others         396,683         344,460         325,666           4,888,707         4,247,106         4,246,879           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses           Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         –         (60,624)         –           Impairment loss on goodwill         –         (94)         (82,374)           Net impairment loss on available-for-sale investments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         –         –         –         (33,500)           Others         (609,075) <td< td=""><td></td><td>17,394</td><td>_</td><td>46,563</td></td<>		17,394	_	46,563
Others         396,683 (4,888,707)         344,460 (4,247,106)         325,666 (4,888,707)           Insurance premiums and claims         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         2         2         2         2         2         2         2         2         2         2         2         2         2         3         4         4         2         4         3         9         4 <td></td> <td></td> <td></td> <td></td>				
Net premiums earned   1,808,340   1,799,115   1,733,978     Net claims incurred for life, general and health insurance contracts   (1,118,304)   (1,098,905)   (1,031,659)     Total premiums earned less claims   690,036   700,210   702,319     Other expenses   Salaries and employees benefits   (3,071,020)   (2,942,743)   (2,878,318)     Administrative expenses   (2,158,823)   (2,094,678)   (1,995,802)     Depreciation and amortization   (419,975)   (407,061)   (396,497)     Net loss from exchange difference   - (60,624)   -     Impairment loss on goodwill   - (94)   (82,374)     Net impairment loss on available-for-sale investments   (766)   (14,459)   (43,801)     Net loss on financial assets at fair value through profit or loss   - (33,500)     Others   (635,547)   (609,075)   (534,372)			•	_
Insurance premiums and claims           Net premiums earned         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         2         2         2         2         2         2         2         3         1         2         2         3         3         1         3         1         3         3         3         1         3         3         3         4         3         4         3         4	Others			
Net premiums earned         1,808,340         1,799,115         1,733,978           Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         2         2         2         2         2         2         2         2         2         2         2         3         2         2         3         2         3         2         3         3         3         3         3         3         3         3         3         4         3         4         <		4,888,707	4,247,106	4,246,879
Net claims incurred for life, general and health insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         -         (60,624)         -           Impairment loss on goodwill         -         (94)         (82,374)           Net impairment loss on available-for-sale investments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         -         -         -         (33,500)           Others         (635,547)         (609,075)         (534,372)		4 000 040	1 700 115	4 700 070
Insurance contracts         (1,118,304)         (1,098,905)         (1,031,659)           Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         –         (60,624)         –           Impairment loss on goodwill         –         (94)         (82,374)           Net impairments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         –         –         –         –         (33,500)           Others         (635,547)         (609,075)         (534,372)	•	1,808,340	1,799,115	1,733,978
Total premiums earned less claims         690,036         700,210         702,319           Other expenses         Salaries and employees benefits         (3,071,020)         (2,942,743)         (2,878,318)           Administrative expenses         (2,158,823)         (2,094,678)         (1,995,802)           Depreciation and amortization         (419,975)         (407,061)         (396,497)           Net loss from exchange difference         -         (60,624)         -           Impairment loss on goodwill         -         (94)         (82,374)           Net impairment loss on available-for-sale investments         (766)         (14,459)         (43,801)           Net loss on financial assets at fair value through profit or loss         -         -         -         (33,500)           Others         (635,547)         (609,075)         (534,372)		(4.440.004)	(4.000.005)	(4.004.050)
Other expenses         Salaries and employees benefits       (3,071,020)       (2,942,743)       (2,878,318)         Administrative expenses       (2,158,823)       (2,094,678)       (1,995,802)         Depreciation and amortization       (419,975)       (407,061)       (396,497)         Net loss from exchange difference       –       (60,624)       –         Impairment loss on goodwill       –       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       –       –       –       (33,500)         Others       (635,547)       (609,075)       (534,372)	insurance contracts	(1,118,304)	(1,098,905)	(1,031,659)
Salaries and employees benefits       (3,071,020)       (2,942,743)       (2,878,318)         Administrative expenses       (2,158,823)       (2,094,678)       (1,995,802)         Depreciation and amortization       (419,975)       (407,061)       (396,497)         Net loss from exchange difference       –       (60,624)       –         Impairment loss on goodwill       –       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       –       –       –       (33,500)         Others       (635,547)       (609,075)       (534,372)	Total premiums earned less claims	690,036	700,210	702,319
Salaries and employees benefits       (3,071,020)       (2,942,743)       (2,878,318)         Administrative expenses       (2,158,823)       (2,094,678)       (1,995,802)         Depreciation and amortization       (419,975)       (407,061)       (396,497)         Net loss from exchange difference       –       (60,624)       –         Impairment loss on goodwill       –       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       –       –       –       (33,500)         Others       (635,547)       (609,075)       (534,372)	Other expenses			
Administrative expenses       (2,158,823)       (2,094,678)       (1,995,802)         Depreciation and amortization       (419,975)       (407,061)       (396,497)         Net loss from exchange difference       -       (60,624)       -         Impairment loss on goodwill       -       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)	•	(3,071,020)	(2,942,743)	(2,878,318)
Depreciation and amortization       (419,975)       (407,061)       (396,497)         Net loss from exchange difference       -       (60,624)       -         Impairment loss on goodwill       -       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)		` ,	,	(1,995,802)
Impairment loss on goodwill       -       (94)       (82,374)         Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)	Depreciation and amortization	(419,975)	(407,061)	(396,497)
Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)	Net loss from exchange difference	_	(60,624)	_
Net impairment loss on available-for-sale investments       (766)       (14,459)       (43,801)         Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)	Impairment loss on goodwill	_	(94)	(82.374)
investments (766) (14,459) (43,801)  Net loss on financial assets at fair value through profit or loss (33,500)  Others (635,547) (609,075) (534,372)	•		()	(,)
Net loss on financial assets at fair value through profit or loss       -       -       -       (33,500)         Others       (635,547)       (609,075)       (534,372)		(766)	(14,459)	(43,801)
Others (635,547) (609,075) (534,372)	Net loss on financial assets at fair value	,	,	ŕ
		-	-	(33,500)
Total other expenses (6,286,131) (6,128,734) (5,964,664)				
	Total other expenses	(6,286,131)	(6,128,734)	(5,964,664)

	2017 S/(000)	2016 S/(000)	2015 S/(000)
Profit before income tax	5,574,934	4,891,428	4,360,592
Income tax	(1,393,286)	(1,281,448)	(1,197,207)
Net profit	4,181,648	3,609,980	3,163,385
Attributable to:			
Credicorp's equity holders	4,091,753	3,514,582	3,092,303
Non-controlling interest	89,895	95,398	71,082
	4,181,648	3,609,980	3,163,385
Net basic and dilutive earnings per share attributable to equity holders of Credicorp Ltd. (in Soles):			
Basic	51.49	44.23	38.91
Diluted	51.35	44.15	38.84



#### **CREDICORP LTD. AND SUBSIDIARIES**

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015

	2017	2016	2015
	S/000	S/000	S/000
Net profit for the year Other comprehensive income Other comprehensive income to be reclassified to profit or loss in subsequent periods:	4,181,648	3,609,980	3,163,385
		_,	(
Net (loss) gain on investments available for sale	375,710	518,658	(635,743)
Income tax	(13,962)	(22,975)	18,503
	361,748	495,683	(617,240)
Net movement on cashflow hedges	(77,369)	(22,109)	41,069
Income tax	18,719	2,294	(1,956)
	(58,650)	(19,815)	39,113
Exchange differences on translation of foreign			
operations	(54,227)	(26,571)	270,907
	(54,227)	(26,571)	270,907
Other comprehensive (loss) income to be reclassified to profit or loss in subsequent	242.274		(00= 000)
periods, net of income tax	248,871	449,297	(307,220)
Total comprehensive income for the year, net of income tax	4,430,519	4,059,277	2,856,165
Attributable to:			
Equity holders of Credicorp Ltd.	4,337,616	3,961,618	2,831,612
Non-controlling interest	92,903	97,659	24,553
_	4,430,519	4,059,277	2,856,165

## **ANNEXES** In accordance with the stipulations in Circular 090-2017-SMV, companies that list on the Lima Stock Exchange must produce an Annual Report according to the guidelines set forth in the "Manual to Prepare Annual Reports, Quarterly Reports and other Informative Documents" and in the "Common Rules to Determine the Contents of Informative Documents." In compliance with the requirements established by the Superintendency of the Securities Market and with those set forth in the aforementioned rules, the following section of our Annual Report contains, among other elements, a brief description of each of the subsidiaries in the Credicorp economic group.

### **Economic** Group

#### Credicorp Ltd. ("Credicorp")

Credicorp is a holding company and the main shareholder of Grupo Credito, Atlantic Security Holding Corporation, Pacífico Compañía de Seguros y Reaseguros S.A., Credicorp Capital Ltd and CCR Inc. Founded in Bermuda in 1995, Credicorp's principal activity is to coordinate and manage the business plans of its subsidiaries to implement universal banking and financial services in Peru while selectively diversifying at the regional level. Credicorp conducts business exclusively through its subsidiaries.

### **Subsidiary Companies** at Credicorp

#### Grupo Crédito S.A.

Grupo Credito is a wholly-owned subsidiary of Credicorp. Its corporate purpose is to engage in all types of commercial activities; invest in securities; purchase and sell shares and securities; and engage in business in general. Grupo Credito currently owns 93.96% of the shares of BCP and Subsidiaries, 100% of PRIMA AFP; 95.79% of Cobranzas y Recuperos S.A.C (formerly Tarjeta Naranja Peru); 100% of Grupo Crédito Inversiones S.A.; 100% of Soluciones en Procesamiento Peru S.A. – Servicorp; 100% of Edyficar S.A.S; 99.99% of Pacifico Asiste SAC; 99.97% of Inversiones 2020 S.A; and 98.15% of Inversiones Credicorp Bolivia SA, which holds 95.84% of Banco de Crédito de Bolivia S.A. Grupo Crédito and 32.5% of Edificaciones Macrocomercio

#### **Atlantic Security Holding Corporation**

This company was incorporated in the Cayman Islands. It is a wholly-owned subsidiary of Credicorp. Atlantic Security Holding Corporation owns 100% of the shares of Atlantic Security Bank (ASB), Atlantic Security Int. Financial Services Inc., Atlantic Security Private Equity General Partner and Atlantic Private Equity Investment Advisor and 96% of ESIMSA.

#### CCR Inc.

This vehicle was established in Bermuda as a consequence of BCP's securitization transactions in the international market, which are guaranteed by future collections on payment orders for international fund transfers in US Dollars that are received by the foreign banks associated with the Society for Worldwide Interbank Financial Telecommunications (SWIFT). This subsidiary is 100% owned by Credicorp.

#### Credicorp Capital Ltd.

Credicorp Capital Ltd. is 100% subsidiary of Credicorp, was constituted in Bermuda in 2012. Credicorp Capital Ltd. holds 99.99% of the shares of Credicorp Capital Holding Chile S.A., 100% of Credicorp Capital Holding Colombia S.A.S., 100% of Credicorp Capital Securities, 100% of Credicorp Capital UK Limited, 100% of Credicorp Capital Holding Perú S.A.A., 100% of Credicorp Capital Asset Management., 100% of Coby Business Inc; and 100% of Artigas Global Corp.

#### Pacifico Companía de Seguros y Reaseguros S.A.

On August 1, 2017, a merger by absorption took place between El Pacifico Vida Compania de Seguros y Reaseguros and El Pacifico Peruano Suiza Compania de Seguros y Reaseguros ("PPS"), forming a new entity known as Pacífico Compania de Seguros y Reaseguros S.A. Credicorp Ltd. holds 65.20% and Grupo Credito, 33.59%.

Pacifico Peruano Suiza Compania de Seguros y Reaseguros ("PPS") was the insurance company that was created by the merger of El Pacifico Compania de Seguros y Reaseguros and Compania de Seguros y Reaseguros Peruano Suiza, both of which had been present in the Peruvian insurance market for more than 45 years. El Pacifico Vida Compania de Seguros y Reaseguros initiated operations on January 1, 1997, positioning as a specialist in this type of insurance.

In 1999, PPS incorporated a new subsidiary, named Pacifico S.A. Entidad Prestadora de Salud (Pacifico Salud "EPS"), holding 99.99% of the shares. The main activity of Pacifico Salud is to provide preventive and restorWWative healthcare services and act as an alternative to the public health system. In January 2015, a joint venture was established with Banmedica, of which Pacifico Compañía de Seguros y Reaseguros S.A. possesses 50%.

### **Subsidiary Companies** of Grupo Crédito S.A.

#### Banco de Crédito del Perú – BCP

BCP is a commercial bank. It was established in Peru in 1889. The Bank's operations are currently governed by the General Law of the Financial and Insurance Systems and Organic of the SBS. Grupo Credito is the main shareholder, it owns 93.96% of the shares directly, while Credicorp Ltd. directly owns 3.73%. BCP is the largest institution in the Peruvian financial system and is the leading financial service provider.

#### **PRIMA AFP**

This company is a private pension fund manager that is 100% owned by Grupo Crédito S.A. It was founded in 2005. In 2006, PRIMA AFP acquired 100% of the shares of AFP Unión Vida, another pension fund manager, through a merger.

#### Cobranzas y Recuperos S.A.C.

Cobranzas y Recuperos S.A.C. is a company that focuses exclusively on recoveries of the internal overdue past due portfolio. Grupo Crédito possesses 95.79% of the shares and Banco de Crédito del Perú, 4.21%.

#### **Inversiones 2020**

Inversiones 2020 is a wholly-owned subsidiary of Grupo Crédito. It was established in October 1999 and its corporate purpose is to manage and promote the sale of foreclosed real estate properties and/or BCP's properties. In July 2008, it absorbed the companies Inversiones Conexas y Complementarias S.A. and BCP Sociedad de Propósito Especial.

#### **Edyficar SAS**

Edyficar SAS is 100% subsidiary of Grupo Crédito. It was chartered in Colombia to serve the microfinance sector, under the commercial name "Encumbra".

It serves the same market segment that Mibanco serves in the Peruvian market and currently replicates its business model.

#### **Inversiones Credicorp Bolivia SA**

This company is a subsidiary of Grupo Credito, which owns 98.15% of total shares. It was established in February 2013. To date, Inversiones Credicorp Bolivia SA holds 99.92% of the shares of Credifondo SAFI Bolivia; 99.80% of Credibolsa Bolivia; 51.95% of Crediseguro S.A. Seguros Personales; 51.87% of Crediseguros S.A. Seguros Generales; and 95.84% of Banco de Credito Bolivia S.A. Until April 2016, Banco de Credito del Peru held 95.84% of this entity's total shares; currently, this figure stands at 1.77% while Credicorp owns 0.075%.

#### Banco de Crédito de Bolivia S.A.

Banco de Credito de Bolivia S.A. is a subsidiary of Inversiones Credicorp Bolivia S.A., which, together with Credicorp, holds 100% of its shares. It was acquired from the Peruvian Government in November 1993, when it was operating under the name Banco Popular S.A.. This bank began operations in 1942 as a branch of Banco Popular del Peru.

The Banco de Credito de Bolivia is a commercial bank that serves clients in the corporate banking, middle market banking and personal banking segments. It differentiates among these segments to serve them more efficiently.

#### Credibolsa S.A. Agencia de Bolsa

This company was chartered on October 21, 1994. Its purpose is to conduct stock exchange operations through securities trading. Credibolsa S.A. Agencia de Bolsa can also trade securities for third parties; provide advisory and financial consulting services; manage securities portfolios; or represent foreign brokerage firms and

foreign natural or legal persons who engage in activities relative to the securities market. The company can make public offers of securities through issuers and invest in the shares of other companies that provide services that are necessary or complementary to the securities market, among other activities.

#### Credifondo SAF S.A.

This company was chartered on April 7, 2000 to offer investment fund management services.

#### Crediseguro S.A. Seguros Personales

Crediseguro S.A. Seguros Personales is a limited company. It was incorporated on January 24, 2012 and its legal domicile is in the city of La Paz – Bolivia. The company's sole purpose is, in accordance with Insurance Law N° 1883 of June 25,1998, to conduct, on its own account, or for third party accounts or accounts associated with third parties, both in Bolivia and abroad, activities related to personal insurance to insure natural persons, covering services relative to health or physical integrity. For this purpose, the company may engage in all businesses and activities that are related to insurance, co-insurance and reinsurance of persons or businesses that are authorized to operate by entities that work in the personal insurance segment. Inversiones Credicorp Bolivia S.A. owns 51.95% of this company and Pacífico Compañía de Seguros y Reaseguros S.A., 48.00%.

#### Crediseguro S.A. Seguros Generales

This company was incorporated in 2017 in La Paz, Bolivia. As of December 31, 2017, it had yet to obtain an operating license. Credicorp Bolivia S.A. holds 51.87% of this company and Pacífico Compañía de Seguros y Reaseguros S.A., 48.04%.

# Subsidiary Companies of Atlantic Security Holding Corporation

#### Atlantic Security Bank - ASB

This bank was chartered in Cayman Islands and engages in fund management, private banking, proprietary investment management and commercial banking. ASB was chartered in 1981. It has a branch in Panama and a representative in Lima. It is wholly owned (100%) by the Atlantic Security Holding Corp.

### Atlantic Security Private Equity General Partner

This company was established in Cayman Islands to maintain the investment in the Carlyle Peru Fund. It is a wholly (100%) owned subsidiary of the Atlantic Security Holding Corp.



#### Atlantic Private Equity Investment Advisor

The company was established in Cayman Islands to provide advisory services to the Carlyle Peru Fund. It is a wholly (100%) owned subsidiary of Atlantic Security Holding Corp.

#### **ESIMSA**

Empresa de Servicios Inmobiliarios y de Mantenimiento S.A. (ESIMSA) is a limited liability company. It was chartered on October 3, 2012 in La Paz - Bolivia.

The purpose of this company is to engage in proprietary, third party or third-party associated transactions involving the real estate business and associated activities. The company provides services relative to real estate and movable properties.

### **Subsidiary Companies** of Credicorp Capital Ltd.

#### Credicorp Capital Holding Chile S.A.

This company was chartered in Chile in 2012. Credicorp Capital Ltd. owns 99.99% of its shares. Credicorp Capital Holding Chile S.A. owns, in turn, 100% of de Inversiones IM Trust S.A.

#### Inversiones IMT S.A

The company was chartered on November 15, 2016. Its purpose to acquire and dispose of any title for all classes of real estate and the rights derived from the same and exploit them in any form, whether for its own purposes or those of others; invest in all classes of movable and immovable assets, including rights relative to companies, shares, movable securities, credit titles and for effects of trading, buying, selling, acquiring, disposing of and in general, managing prior investments; perceiving returns; and providing all types of advisory services to people and companies. Inversiones IMT S.A. holds 99.99% of Credicorp Capital Chile.

#### **Credicorp Capital Holding Colombia** S.A.S.

This company was chartered in Colombia in 2012. It is a wholly (100%) owned subsidiary of Credicorp Capital Ltd. Credicorp Capital Holding Colombia S.A.S, holds, in turn, 100% of the shares of Credicorp Capital Colombia S.A. and 94.91% of Credicorp Capital Fiduciaria S.A.

#### **Credicorp Capital Securities**

This company was established in Miami, Florida in 2002. It is a broker-dealer and specializes in the purchase and sale of financial instruments and provides financial advice to its clients. Credicorp Capital Ltd. possesses 100% of its shares. In June 2014, FINRA approved the Continuing Membership Application (CMA) presented by Credicorp Capital Securities (CMA), which allowed the company to extend the scope of the businesses that it is allowed to conduct.

#### Credicorp Capital Asset Management

Company chartered in Grand Cayman in October 2015.

#### Credicorp Capital UK Limited

This company was established in England in January 2014 to capture clients in the United Kingdom.

#### Coby Business Inc.

Company established in Panama in October 2011. Its sole asset was constituted by its 9.34% share of Credicorp Capital Colombia S.A. In October 2016, Credicorp Capital Limited purchased 100% of Coby Business's shares.

#### Artigas Global Corp.

This company was established in Panama in October 2011. Its sole asset was constituted by its 9.34% share of Credicorp Capital Colombia S.A. In October 2016, Credicorp Capital Limited purchased 100% of the shares of Artigas Global Corp.

#### Credicorp Capital Holding Perú S.A.

This company was established in Peru in June 2015. Its corporate purpose was to serve at the Peruvian holding of the Investment Bank. It holds 85.02% of the total shares of Credicorp Capital Perú S.A.A.

#### Credicorp Capital Perú S.A.A

Credicorp Capital Perú S.A.A began its operations in May 2012 and is a subsidiary of Credicorp Capital Holding Perú S.A. and Credicorp, which hold 85.02% and 12.795% of its shares respectively. Currently, Credicorp Capital Perú S.A.A. holds 99.99% of the shares of Credicorp Capital Sociedad Agente de Bolsa S.A, 99.99% of Credicorp Capital Sociedad Administradora de Fondos, 99.99% of Credicorp Capital Sociedad Titulizadora S.A, and 99.99% of Credicorp Capital Servicios Financieros S.A. Credicorp Capital Perú S.A.A. also holds 45% of the shares of Fiduciaria S.A.

# Subsidiary Companies of Credicorp Capital Perú S.A.A

### Credicorp Capital Sociedad Agente de Bolsa S.A.

This company was chartered in 1991 in Peru and its one of the main brokerage houses on the Lima Stock Exchange. It offers services to buy and sell securities and actively participates in placing financial instruments. Credicorp Capital Perú S.A.A holds 99.99% of the shares of Credicorp Capital Sociedad Agente de Bolsa S.A.

#### Credicorp Capital S.A Sociedad Administradora de Fondos

This company is a mutual fund manager and is one of the largest in the system. Credifondo, which was chartered in 1994, manages different mutual funds that channel clients' resources to investment opportunities with varying levels of risk and anticipated returns. Credicorp Capital Peru S.A.A. owns 99.99% of its shares.

### Credicorp Capital Sociedad Titulizadora S.A.

This is securitization company was chartered in 1998 and acts as a fiduciary in asset securitization processes. Assets are purchased through Creditítulos and subsequently transformed into financial products, which are sold on the market. Credicorp Capital Perú S.A.A. owns 99.99% of its shares.

### Credicorp Capital Servicios Financieros S.A.

This company was chartered in Perú in 2012. Credicorp Capital Perú S.A.A. owns 99.99% of its shares and its corporate purpose is to provide advisory services in the corporate and financial ambits.

### Subsidiary Companies of Banco de Crédito del Perú

#### Edyficar Perú S.A.

Financiera Edyficar S.A., chartered in 1997, is part of the Peruvian financial system. Its main activity is to capture resources to provide loans to microbusinesses (SME) in accordance with the General Law of the Financial System and of the Insurance and Organic System of the Superintendence of Banking, Insurance and Pension

Fund Managers. The main shareholder of Financiera Edyficar S.A. is BCP, which became the former's largest shareholder in the year 2009 and currently holds 99.947% of its shares. In March and July of 2014, Edyficar acquired shares of Mibanco and by the end of December 2014, held 81.93% of total shares. In March 2015, Financiera Edyficar S.A. merged with Mibanco to form a new company, Mibanco S.A., in which BCP holds a 93.598% stake and Grupo Crédito holds 1.757%. The non-merged portion of this entity became Edyficar Perú S.A.

On the 1st of September 2017 a merger by absorption took place between Solucion Empresa Administradora Hipotecaria S.A. and Edyficar Perú S.A, extinguishing the latter one.

#### Mibanco S.A.

Mibanco S.A., is a limited liability company that was chartered in Perú in March 2nd, 1998. At the end of December 2017, BCP held 93.598% of this entity and the Grupo Crédito, 1.757%.

The corporate purpose of the bank is to engage in multiple banking services with a special emphasis on the micro and small business segments. The Bank's operations are governed by the General Law of the Financial System and of Insurance and Organic System of the Superintendence of Banking, Insurance and AFP (herewith "Law of Banking, Insurance and AFP") – Law N°26702. Mibanco S.A. is authorized by SBS to operate as a bank in accordance with the legal provisions in effect in Perú.

### Solución Empresa Administradora Hipotecaria S.A.

This company specializes in offering mortgage loans. It was initially chartered as a financial company in 1979. After several modifications to the company's structure, it became a mortgage loan company in May 2010. BCP owns 100% of its shares.

#### BCP Emisiones Latam 1 S.A.

This special purpose company is domiciled in Santiago, Chile. It was chartered in January 2009 and its sole purpose is to invest in all types of real estate securities and debt securities, which are financed through bond issuances in Chile. Currently, BCP maintains 50.39% of its shares and Grupo Credito owns the 49.56%.



### Professional profiles of the Board



#### Dionisio Romero Paoletti

Chairman of the Board and Dependent Director

Mr. Romero Paoletti is the Chairman of the Board of Directors of Credicorp and Banco de Crédito - BCP, and has been the Chief Executive Officer of Credicorp since 2009. Mr. Romero P. has served as a board member of BCP since 2003 and was appointed Vice Chairman in 2008 and Chairman in 2009. He is also the Chairman of Banco de Crédito de Bolivia, El Pacifico Compañía de Seguros y Reaseguros S.A., Alicorp S.A.A., Industrias del Espino S.A., Palmas del Espino S.A., and Agrícola del Chira S.A., among others. Furthermore, Mr. Romero is the Vice Chairman of the Board of Directors of Inversiones Centenario and Director of Ransa Comercial S.A., Sierra Metals Inc., among others. Mr. Romero P. is an economist from Brown University, USA with an MBA from Stanford University, USA.



#### Raimundo Morales

Vice chairman and Independent director

Mr. Morales has been Vice-Chairman of the Board of Directors since 2009 and 2008, at Credicorp Ltd. and BCP, respectively, as well as of Pacífico Compañía de Seguros y Reaseguros. He joined BCP in 1980 and held different executive management positions, including Executive VP for Wholesale Banking and Credit and Risk Management. He became CEO of BCP in 1990 until 2008, when he retired. Mr. Morales was also Chairman of the Board and CEO of Atlantic Security Bank (subsidiary of Credicorp). He led the IPO for the listing of Credicorp's shares on the NYSE in October 1995. In addition to his vast knowledge of Credicorp, Mr. Morales brings his experience since 2008 as Director of companies in different industries, including food, cement, insurance and pension funds. He also has experience in a range of organizations, including the Association of Banks of Peru (ASBANC) and Association of AFPs, and was Vice-Chairman of the National Confederation of Private Business Institutions in Peru (CONFIEP).

Prior to joining Credicorp, Mr. Morales worked 10 years at Wells Fargo Bank in its offices in San Francisco, Miami (USA), Sao Paulo in Brazil, Caracas (Venezuela), and Buenos Aires (Argentina). His last position at this organization was as Regional VP.

Mr. Morales has a bachelor's degree in Economics and Administration from the Universidad del Pacifico (Peru) and holds an MBA from the Wharton Graduate School of Finance of the University of Pennsylvania (USA)...



#### Fernando Fort Dependent director

Mr. Fort has been a member of the board of directors of Credicorp Ltd. since 1999, and of BCP since 1979, with the exception of the years 1988 and 1989.

Mr. Fort is an attorney at law. Graduate of the Pontificia Universidad Catolica del Peru and is a senior partner at Estudio Fort, Bertorini, Godoy & Pollari, which specializes in business advisory services. In the past he has given advice to firms with international presence such as Pepsico, Inc., International Finance Corporation (IFC), Alcatel, International Telephone & Telegraph (ITT), Sheraton Hotels, Volvo Corp., Sandvik, Procter & Gamble, Crown Cork, Chrysler Corp, etc.

He has been board member of numerous private companies in Peru. Currently acts as Vice Chairman of the Board at ENEL Distribucion Peru S.A.A., a subsidiary of ENEL, Italy as well as is a board member of several other institutions.

Mr. Fort's contribution to Credicorp and BCP is focused primarily on legal matters.



#### Juan Carlos Verme

Independent director

Juan Carlos Verme Giannonni is a private investor and entrepreneur and has served on the Board of Directors since September 1995. He has served on the Board of Directors of BCP since March 1990. Mr. Verme is Chairman of Inversiones Centenario, and member of the Board of other Peruvian companies such as Celima, Clínica Ricardo Palma, Colegios Proeduca and Endeavor Peru. He is the Chairman of the Board of Trustees of the Museo de Arte de Lima (MALI) and Trustee of Tate Americas Foundation. Since November 2012, he has served as the Vice President of the Fundación Museo Reina Sofía of Madrid, Spain.



#### Benedicto Ciqueñas

Independent director

Director of Credicorp Ltd, Banco de Credito del Peru – BCP and Mibanco from January 2014 to date, January 2005 to date and 2014 to date, respectively. From 1992 to 2004, Mr. Cigüeñas served as Chief Financial Officer at BCP and Credicorp. Previously, he was Peru's Vice Minister of Economy and Finance from 1979 to 1981, and was also an executive at the Peruvian Central Bank- BCRP from 1966 to 1971. Mr. Cigüeñas was also CEO of Banco Continental (today BBVA Continental); Banco de la Nacion (State-owned banck); and Banco Exterior de los Andes y de España (Regional Office in Peru). Mr. Cigüeñas brings to the Board of Directors his deep knowledge of financial matters and macroeconomic policy as well as his extensive experience in Credicorp's businesses. Mr. Cigüeñas is an Economist from the Universidad Catolica del Peru and has a Master's degree from Colegio de Mexico.



#### Martín Pérez Monteverde

Dependent director

Mr. Pérez has been Director of Credicorp Ltd. since 2014 to date, and Director of Banco de Crédito del Perú since 2014 to date.

He is an executive with more than 25 years of experience in the private sector, in positions both as CEO and as Director of financial and real estate companies, leaders in the Peruvian market, including Grupo Pacífico, Toyota, Mitsui & Co. Peru. Additionally, he participates in institutions linked to the economic sector, such as the Peruvian Institute of Economics (former President), the Foreign Trade Company of Peru (Director) and the inPerú Association (Director). He has been President of the National Confederation of Private Business Institutions (CONFIEP) from 2015 to 2017.

Mr. Pérez has five years of experience in the public sector as a Congressman of the Republic and as Minister of Foreign Trade and Tourism (period 2006-11).

Mr. Pérez contributes to the Board of Directors of Credicorp and BCP with his experience in negotiation management, advanced financial analysis, strategic planning, mergers and acquisitions, among others.

Mr. Pérez has a degree in Business Administration, Marketing and Finance from Universidad del Pacífico and is a graduate from the Senior Management Program of the Universidad de Piura. He has participated in the Wharton Management USA Conference of Wharton School University in Pennsylvania.





#### Patricia Lizárraga

Independent Director

Ms. Patricia Lizárraga is director of Banco de Crédito del Perú BCP y de Credicorp Ltd. Ms. Lizárraga is an experienced Wall Street executive with over 25 years working in international mergers & acquisitions, capital markets, private equity and valuation experience. She is the Founder and Chief Executive Officer of Hypatia Capital Group, since 2007, and founder and major shareholder of family group Grupo del Ande. Ms. Lizárraga's board experience includes as both President of the Board and Chair of the Audit Committee of non-profits, as well as private company board experience. She served as President of the Privatization Committee of Toll Roads of Peru. Ms. Lizárraga received her Bachelor of Arts degree from Yale University and her Master's of Business Administration from Harvard Business School.



#### Luis Enrique Romero Belismelis

Dependent Director

Mr. Romero is Director of Banco de Crédito del Perú, Pacífico Peruano Suiza and Credicorp Ltd. He was Loan Officer at Atlantic Security Bank, CFO of Alicorp S.A.A., from 1997 to 2005, and previously between 1992 and 1997, held the position of Corporate Finance Manager and that of Chief Executive Officer of Romero Group companies at the Corporación General de Servicios S.A. He is currently Chairman of the Board of Directors of Ransa Comercial S.A, Trabajos Marítimos S.A. (Tramarsa) and Terminal Internacional del Sur S.A (Tisur); Vice-Chairman of the Board of Directors of Alicorp S.A.A., Universal Textil S.A., R. Trading S.A. and Director of Inversiones Centenario S.A., Corporación Primax S.A., Palmas e Industrias del Espino S.A. and several companies in the industrial, commercial and services sector making up the Romero Group. Mr. Romero received his Bachelor of Economic Science from Boston University (U.S.A.).

### Professional profiles of Management

Dionisio Romero Paoletti, is detailed in the previous appendix.



#### Mr. Walter Bayly Llona

Walter Bayly was named Chief Executive Officer of BCP, and Chief Operating Officer of Credicorp effective April 2008. Before being CEO he was the Chief Financial Officer of the organization. Previously, Mr. Bayly held various other management positions within BCP, which included managing the Wholesale Banking Group, Investment Banking as well as Systems and Reengineering. Mr. Bayly joined BCP in 1993, after three years at Casa Bolsa México where he was Partner and Managing Director in Corporate Finance. Prior to that, for ten years he was with Citibank in Lima, New York, México, and Caracas, where he worked primarily in the corporate finance and loan syndications. Mr. Bayly received a Bachelor's degree in Business Administration from Universidad del Pacífico in Lima, Peru, and a Master's degree in Management from Arthur D. Little Management Education Institute in Cambridge, Massachusetts.

Mr. Bayly is currently Chairman of The Board of Prima AFP (Private Pension Management Co), Credicorp Capital and Mibanco, Member of the Board of Directors of The Institute of International Finance, Peruvian American Association, Pacífico Cía. de Seguros y Reaseguros, Pacífico Entidad Prestadora de Salud, Banco de Crédito de Bolivia, Atlantic Security Bank Panamá, Inversiones Centenario, and the Fondo de Seguro de Depósitos (Deposit Insurance Fund), and Member of the Board of Advisors of Universidad del Pacífico and the Peruvian Chapter of Universidad Tecnológica de Monterrey.



#### Mr. Fernando Dasso Montero

Fernando Dasso has been the Chief Financial Officer of Credicorp and of Banco de Credito del Peru (BCP) since October 2013. He began his career in 1992 in McKinsey & Co.'s Madrid office and participated in projects both in Spain and in Latin America. In 1994 he joined BCP's Corporate Finance team and in 1998 he began leading the bank's Distribution Channel Network until he was named Marketing Manager in 2001, a role that included the development of Retail Banking products. After more than fifteen years of a diverse experience at BCP he became Chief Strategy Officer in 2010 and held that role until he was named CFO. Mr. Dasso has a Bachelor's degree in Business Administration from Peru's Universidad del Pacifico as well as an MBA degree from the University of Pennsylvania's Wharton School. Additionally, Mr. Dasso is a board member of several of Credicorp's subsidiaries such as: Prima AFP (Private Pensions' Management Co.), Credicorp Capital, Atlantic Security Bank, Mibanco, Banco de Credito de Bolivia and Solucion Empresa Administradora Hipotecaria (Mortgage Administrator Co.).



#### Álvaro Correa Malachowski

Álvaro Correa holds an Industrial Engineering degree from the Pontificia Universidad Católica del Peru and a Master's degree in Business Administration from Harvard Business School. He joined BCP in 1997, where he held different managerial positions in Risk and IT. Mr. Correa then served as CEO of Credicorp's Cayman based private banking operation Atlantic Security Bank, CEO of Miami based broker dealer Credicorp Capital Securities and BCP's Miami Agency, all between January 2006 and March 2008. From Abril 2008 to September 2013, Mr. Correa was Chief Financial Officer for Credicorp Ltd. and BCP, and served on the Board of Directors of Credicorp's subsidiaries Prima AFP and Financiera Edyficar among others. Since October 2013 he serves as Chief Insurance Officer of Credicorp and CEO of Pacifico.



#### Reynaldo Llosa Benavides

Reynaldo Llosa Benavides is the Chief Risk Officer of Credicorp and BCP since January, 2012. Previously, Mr. Llosa held different positions at BCP as Head of Risk, Head of Middle-Market Banking and Head of Corporate Banking. He received a Bachelor's degree in Business Administration from St. Mary's University, San Antonio, Texas, USA, and holds an MBA degree with specialization in Finance from Northwestern University (J.L. Kellogg Graduate School of Management), Chicago, Illinois, USA.





#### José Esposito Li- Carrillo

Mr. Esposito holds an Economics degree from Universidad del Pacifico, Lima; Master of Arts in Economics from the University of Wisconsin- Milwaukee; Certified Internal Auditor (CIA) and Certified in Risk Management Assurance (CRMA) by the Institute of Internal Auditors Global (IIA); Certified in Risk and Information Systems Control (CRISC) by ISACA; Anti- Money Laundering Certified Associate (AML/CA) from the Florida International Bankers Association and Florida International University. He has been Head of the Audit Division of Banco de Credito del Peru and Chief Corporate Audit Officer of Credicorp since January 2010. He is Member of the Financial Services Guidance Committee Board of IIA Global. Mr. Esposito has served as Chairman of the Committee of Internal Auditors of the Latin American Federation of Banks (FELABAN) and Chairman of the Committee of Internal Auditors of the Peruvian Association of Banks (ASBANC). Lecturer in the Master of Finance program at the Universidad del Pacifico. Since 1996 he began working with Credicorp through its different subsidiaries and his last position prior to leading the Audit Division at Credicorp was at Pacifico Peruano Suiza Compania de Seguros y Reaseguros S.A., where he was Chief Financial Officer and the Controller's Officer. Also he was Vice Chairman of the Board of Directors of Pacifico Salud EPS S.A., Vice Chairman and Director of the Board of the Lima Stock Exchange, Director of Cavali ICLV S.A. and Chairman of the Board and General Manager of Credibolsa SAB S.A.



#### Bárbara Falero

Barbara Falero is the Corporate Compliance Officer at Credicorp Ltd. (NYSE: BAP) and BCP since February 2008 reporting directly to Credicorp board. Before coming to Peru, Ms. Falero was the Compliance Officer and Vice President of BCP Miami Agency and prior to that for six years, she worked as a regulator for the Federal Reserve Bank of Atlanta in supervision and regulation of international banks. Ms. Falero has held various positions including being the community reinvestment Officer at BAC Florida Bank, Miami, Florida. Ms. Falero has a Bachelor of Finance from Florida International University and a Master of Business Administration from St. Thomas University, Miami, FL. Ms. Falero has been president of the Committee of Compliance Officers of ASBANC (Association of Banks in Peru) and during a three-year period, was a Member of the Advisory Committee of the Florida International Bankers Association (FIBA).



#### Úrsula Álvarez Peña

Ursula Alvarez began working at BCP in 2006 as Manager of Selection in Human Development Management and Development and in 2009, was appointed to Head of Corporate Talent at Credicorp. Mrs. Alvarez has a Bachelor of Psychology from the University of Lima and a Master of Development from the Universidad de los Andes in Bogota.

### Fees of **External Auditors in 2017 Auditors**

Next, we will provide information on the fees paid to External Auditors Gaveglio Aparicio y Asociados S.C.R.L., a member firm of PwC, in 2017, 2016 and 2015, to cover an annual payment for external auditing and for projects conducted for the Company.

#### Credicorp Ltd.

Years ended - December 31						
S/ thousands	2015	2016	2017			
Audit	13,390	13,902	15,907			
Audit - related	675	702	600			
Tax	501	912	357			
All others	260	215	314			
Total	14,826	15,731	17,178			

In accordance with SBS Resolution No. 17026-20100, we are providing information on the fees paid to the independent auditors Gaveglio Aparicio y Asociados S.C.R.L., a member firm of PwC, which are defined as follows according to the resolution:

- The concept of Auditing Fees must divulge the total fees charged by the auditing company for auditing services in each of the last three fiscal years.
- The concept of Auditing Fees must divulge the total fees charged by auditing firms for advisory services and services related to conducting auditing or reviewing the financial statements of the company and which are not included in the concept described in the previous paragraph. The company will divulge the nature of the services covered by this category.
- The concept of Tax Fees must divulge the total fees billed in the last three fiscal years for profession services to ensure tax compliance, provide tax advisory services and conduct tax planning. The company will divulge the nature of the services included in this category.
- The concept of Other Fees must divulge the total fees billed in the last three fiscal years for products and services that are not included in the previous points. The company will provide a summary of the nature of the services included in this category.

All the fees were approved by the Auditing Committee.

# **Fee Policy** for External

The Auditing Committee has set a limit on payments for services for "Taxes" and "Others" provided by external auditors that stipulates that the same cannot exceed 35% of the total paid in a fiscal year. The Committee has the authority to change this limit according to the corporation's needs and the complexity of the service provided by independent auditors. When the Committee considers approving an exception, it takes into account whether the service required is aligned with the rules for independence for external auditors as defined by the United States Securities and Exchange Commission.

In 2017, 2016, 2015 and 2014, payments for "Tax" and "Other" services represent 4%, 7%, 5% and 16% respectively of the total fees paid to external auditors.

### **Sanctions** Imposed by SBS

Resolution SBS N° 816-2005, dated June 03, 2005, requires the Board to inform the General Shareholders Meeting of the sanctions SBS has imposed on the Bank, its directors, general manager or employees for serious and very serious violations.

In 2017, Credicorp registered no sanctions for serious or very serious violations.

### Legal Proceedings

Credicorp Ltd. is not involved in legal proceedings. Its subsidiaries, however, are involved in legal proceedings that stem from the normal course of business. It is Credicorp's belief that any liabilities that may arise from these proceedings will generate no material adverse effects on its activities or businesses.



### **Ruling SMV** N° 033-2015-SMV/01

CORPORATE SUSTAINABILITY REPORT (10180)	
Name:	Reporte de Sostenibilidad Corporativa
Period:	2017
Web page:	-
Name or company name of the reviewing company <sup>49</sup> :	None

<sup>&</sup>lt;sup>49</sup>This is only applicable in the case that the information contained in this report has been reviewed by a specialized company (for example: an auditing or consulting company).

# Section A

## IMPLEMENTATION OF ACTIONS FOR CORPORATE SUSTAINABILITY

Question A.1	YES	NO	Explication:
Has the company voluntarily adhered to standards for good practices relative to Corporate Sustainability?		x	Given that Credicorp is a non-operating holding, it does not adhere to standards for good practices relative to Corporate Sustainability. Nevertheless, its operating subsidiaries adhere to these standards. For more information, please read the subsidiaries' reports.

If the answer is affirmative, please indicate the standard and date of adherence:

Standard	Date of adherence

In the case that reports other than the sustainability report are produced, please indicate the following:

These reports are produced:	YES	NO
Voluntarily		х
At the request of investors		х
When required by public institutions		х
Others (details)::		

#### These reports can be accessed through::

The SMV web page	
Corporate web page	
Social networks	
Others / Details	

Question A.2	YES	NO	Explanation:
Does the company have a corporate policy that contemplates the impact of its activities on the environment?	X		Credicorp has a Stakeholder Relations Policy (published on its corporate web site). This document's sixth chapter discusses the relations that Credicorp has with the Community and the Environment. Due to its nature as a non-operating holding, Credicorp delegates the implementation and application of these policies to its subsidiaries. Please read the subsidiaries' report.



a. In the case that the answer to question A.2 is affirmative, indicate the company document that contains said policy and which body approves it.

Document	Body
Policy for Stakeholder Relations	Board

b. Does the company quantify the greenhouse emissions that it generates through its activities (carbon foot print)?

YES			NO	х	
If the response is affirmative, indicate the results obtained:					

c. Does the company quantify and document its total energy use?

YES			NO	Х	
If this response is affirmative, indicate the results obtained:					

d. Does the company quantify and document the total amount of water it uses?

YES			NO	х
If this respo	nse is affirm	ative, indicate the resu	lts obtained:	

e. Does the company quantify and document the solid wastes that it generates?

If this response is affirmative, indicate the results obtained:	YES			NO	х
	If this response is affirmative, indicate the results obtained:				

Question A.3	YES	NO	Explanation:
Does the company have a policy to promote and protect the fundamental principles and rights of its employees in workplace? <sup>50</sup>	X		Credicorp has a Stakeholder Relations Policy (published on the corporate web page). Its first chapter discusses Credicorp's relation with its employees. Given its nature as a non-operating holding, Credicorp delegates the implementation and application of these policies to its subsidiaries. Please read the subsidiaries' report.

a. If the answer to question A.3 is affirmative, indicate the company document that regulates this policy and the body that approves said document.

Document	Body
Stakeholder Relations Policy	Board

<sup>50</sup>According to the declaration of the International Labor Organization (ILO) relative to fundamental principles and rights in the workplace, which was adopted in 1998, principles and rights are divided into the following four categories: (i) freedom of Association and freedom to form unions and the effective recognition of the right to collective bargaining, (ii) elimination of forced or obligatory labor, (iii) abolition of child labor and (iv) elimination of discrimination in employment and occupations.

	sehau	scord	of workpla	ace accider	its?
YES				NO	х
If the answer to this q this registry and the p					which area is in charge of maintainir
Area in charge				Reports	to
Does the company h	ave a p	lan to	train its e	mployees?	
YES				NO	X
If the answer to this q and the frequency wit					ompany body that approves this plan
Body				Frequer	ncy of Assessment
If the answer to this q	uestion	is affir	mative, inc	dicate the re	sults obtained:
Question A.4	YES	NO	Explicaci	ión:	
Does the company nave a policy that sets the basic guidelines for its relation with the communities with which	YES X	NO	Credicorp h corporate with the co	nas a Stakeho web page). It ommunity an holding, Cred of these pol	older Relations Policy (published on the s sixth chapter discusses Credicorp's relat d environment. Given its nature as a nor corp delegates the implementation and icies to its subsidiaries. Please read the
Does the company nave a policy that sets the basic guidelines for its relation with the communities with which s interacts?	x stion A	4 is at	Credicorp he corporate with the cooperating application subsidiarie	nas a Stakeho web page). It ommunity an holding, Cred of these pol s' report.	s sixth chapter discusses Credicorp's relat d environment. Given its nature as a nor corp delegates the implementation and
Does the company nave a policy that sets the basic guidelines for its relation with the communities with which is interacts?	x stion A	4 is at	Credicorp he corporate with the cooperating application subsidiarie	nas a Stakeho web page). It ommunity an holding, Cred of these pol s' report.	s sixth chapter discusses Credicorp's relat d environment. Given its nature as a nor corp delegates the implementation and icies to its subsidiaries. Please read the
Does the company have a policy that sets the basic guidelines for its relation with the communities with which interacts?  If the answer to quest this policy and the book are a policy that sets are a policy that are a policy th	x stion A	4 is at	Credicorp he corporate with the cooperating application subsidiarie	nas a Stakeho web page). It ommunity an holding, Cred of these pol s' report. indicate th	s sixth chapter discusses Credicorp's relat d environment. Given its nature as a nor corp delegates the implementation and icies to its subsidiaries. Please read the
Document Stakeholder Relations P	x stion A ody that colicy	.4 is af	Credicorp he corporate with the cooperating leading subsidiaries over it.	nas a Stakeho web page). It ommunity an holding, Cred in of these pol s' report. indicate the Body Board	s sixth chapter discusses Credicorp's related environment. Given its nature as a nor corp delegates the implementation and icies to its subsidiaries. Please read the see company document that regular protests, others) with the communication.



to identify and solve t					e value toge n?	e.,e.eeg p. ecesses
YES				NO	х	
d. Does the company in conducted?	/est in	social	program	s in the con	nmunity whe	ere its main activities are
YES				NO	х	
If this response is affire represent based on the					oss income th	nat said programs
(%) Gross Income						
Question A.5	YES	NO	Explana	tion:		
Does the company have a policy that sets the basic guidelines to manage the relation with its suppliers?	X		corporate with its su Credicorp	web page). Its uppliers. Given delegates the	third chapter of its nature as a implementation	rolicy (published on the discusses Credicorp's relation non-operating holding, n and application of these the subsidiaries' report
a. If the response to que this policy and the boo					ne company (	document that regulates
Document				Body		
Stakeholder Relations Po	olicy			Board		
b. Does the company ke	ep an	updat	ed registr	y of its supp	oliers?	_
YES				NO	X	
If the answer to this qu whom it reports.	estion	is affir	mative, in	dicate the ar	ea in charge c	of the registry and to
Area in charge				Reports	to	
c. Does the company use compliance with labor			eria to sele	ect its supplie	ers based on	ethics and demonstrated
			eria to sele	ect its supplie	ers based on	ethics and demonstrated
compliance with labor	· laws?	Drocur	rement o	NO Thiring police	x cy that selec	ethics and demonstrated  ts suppliers that comply
YES  d. Does the company ha	· laws?	Drocur	rement o	NO Thiring police	x cy that selec	

Question A.6	YES	NO	Explanation:
Does the company have a policy that sets the basic guidelines to manage relations with its clients?	х		Credicorp has a Stakeholder Relations Policy (published on the corporate web page). Its second chapter discusses Credicorp's relations with its clients. Due to its nature as a non-operating holding, Credicorp delegates the implementation and application of these policies to its subsidiaries. Please see the subsidiaries' report.

a. If the answer to this question is affirmative, indicate the company document that regulates this policy and the body that approves it.

Document	Body
Stakeholder Relations Policy	Board

	Х
--	---

If the answer is affirmative, indicate the area in charge of maintaining the registry and to whom it reports

Area in charge	Reports to

c. Does the company have permane	ent channels open to the public to receive suggestions and
complaints about the services it p	provides?

YES		NO	Х

d. Has the company received any awards for the quality of the service that it provides to its clients?

|--|

If the answer is correct, indicate that recognition obtained:





## Section B

## Details of the actions taken by the Company

This section provides details on the Company's groups of interest and on the actions implemented during the period that have an impact on social development (labor practices, community relations and client relations and product liabilities) and on the environment (materials, energy, water, emissions, spills and solids) to complement the information provided in Section A.

## **Sustainability Commitment**



#### Mission

To efficiently provide products and services that fulfill the needs of our clients by promoting financial inclusion and ensuring that our groups of interest are satisfied.



#### **Vission**

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



## Credicorp's Principles

- · Act with integrity, respect and transparency.
- Promote a culture of management and risk.
- Seek out sustainable growth.

## **Credicorp's Interest Groups**



### **Corporate Governance Policies**



## Corporate Sustainability BCP

The Corporate Social Responsability policy and the Stakeholders Relations Policy at Credicorp contemplate the following actions:

#### a. Corporate Sustainability

- In an effort to achieve sustainable development, BCP has signed a series of commitments; the principles in these agreements have an impact on generating value for the bank's stakeholders:
  - "Asociación de Buenos Emprendedores" (ABE) (2006)
  - Global Pact (UN) (2009)
  - > Carbon Disclosure Project (2010)
  - > "Principios del Ecuador" (2013)

#### b. Impact on the environment

- BCP has a solid commitment to the environment and focuses on combatting climate change and on promoting energy efficiency and responsible waste management.
- BCP measures the Greenhouse effect of its activities: in 2017, 42,797.41 tco2 eq of direct and indirect emissions were generated. This does not include the emission of non-kyoto gases and biomass.

## c. Promoting fundamental principles and rights in the workplace

- BCP has the Internal Workplace Rules that establish the main rights and obligations of employees and the Bank during the work contract.
- Corporate Policy for Ethics and Conduct: guide or obligatory referential framework that all managers and employees must follow.
- The Bank has adhered to the Principles of the Global Pact of the UN since 2009 to prevent violations of human and workplace rights; to protect the environment; and promote the fight against corruption.
- The Division of Occupational Health and Safety is in charge of keeping track of workplace accidents.
- The Human Resource Division is in charge of developing a training plan for employees every year.
- Six years ago, BCP launched the Somos BCP initiative, whose objective is to make BCP the best place to work in Peru. We have already posted significant improvements. This initiative conducts surveys or assessments on the workplace climate.

#### d. Relation with the communities with which it interacts

- Invests in social programs in the community in which it conducts its main activities and contributes to social responsibility initiatives.
- BCP works with the community to jointly create value, which includes Identifying and solving the main problems that both share.

#### e. Relations with employees

- BCP has a Supplier Management Policy.
- The criteria to select suppliers: considers ethical aspects and compliance with labor legislation.
- Procurement or hiring process: selects suppliers that meet standards for sustainable management or the environment.

#### f. Client Relations

- BCP has a Code of Ethics and a Credicorp has a Corporate Code of Ethics.
- Constantly seeks to improve its products and services to meet its clients' needs to sustain growth and development.
- Maintains permanent customer service channels to receive suggestions and complaints related to the products and services it provides.
- Recognized for the quality of its client service.
  - > XVII Annual Survey of Executives at the Chamber of Commerce of Lima: BCP was recognized as the best company in the banking services category for the Middle Market, Personal Banking and SME-PYME Banking segments. Mobile Banking BCP was the executives' application of choice for banking transactions.
  - > XV Annual Survey of Private Banking for Euromoney 2017: BCP was recognized as the best Private Bank for Peruvian clients and as the most distinguished provider of banking services for private banking clients in Peru. This recognition was awarded based on the quality of asset management and the existence of a broad range of Family Office services.



#### **Social Responsability: Subsidiaries**

#### a. BCP

The BCP **Financial Education** program is directed at the non-bancarized population and its objective is to ensure that those who enter the financial system are informed about the adequate and responsible use of financial products and services.

#### • Contigo en tus Finanzas en Aula

- > Develops financial knowledge and promotes adequate attitudes toward finance in school-age children.
- > In 2017, 108 teachers and 13,000 students from first to fifth of secondary benefitted from this initiative.

#### Financial education for students of higher learning

- > Training project for students from universities and technical institutes; its objective is to educate students about the importance of responsibly managing personal and family finances and the benefits of participating in the formal financial system.
- > In 2017, more than 500 young people were trained.

#### Programa Semillero de Talentos BCP

- > Provides access to high quality higher education to talented and motivated low-income students.
- > 1,155 young people benefitted and 467 graduated from university.

#### Infrastructure Works

- > We support the Peruvian state by reducing the infrastructure gap through the Works for Tax Reduction mechanism, which drives public infrastructure.
- > S/1071.8 million in investment committed and 4 million people benefitted.

#### **Volunteers BCP**

- > Volunteers are involved in the process of strengthening education in the country.
- > In 2017, 2,000 volunteers participated more than 3,700 times in the projects that we run.

#### **Environmental Program**

> We engage in environmental management by calculating our carbon footprint and designing projects that seek to improve the use of resources and reduce CO<sub>3</sub> emissions.

#### b. Mibanco

In 2017, we facilitated access to more than 23.9% of the newly bancarized population, which is proof of our commitment to financial inclusion.

#### Double inclusive philosophy

- > School of Business Advisors in Microfinance: bringing young people into the job market and financial system.
- > We have brought 891 young people into the job market.

#### · Programa Miconsultor

- Personalized, in-home business advisory services for micro and small companies.
- > Since 2011, more than 921 entrepreneurs have benefitted and 2,166 university students have participated.

#### · Campus Virtual Romero

- > On-line platform: virtual training for clients.
- 54 entrepreneurs participated.

#### Microseguros

- > We offer products with low premiums and coverage according to the needs of our clients.
- > 803,791 voluntary insurance policies were placed in 2017.

#### Programa Crediagua

- > We offer financing to make domestic water and sewage connections.
- > 130,000 loans in 2017.

#### Programa de Reciclaje

- > Campaign to segregate solid wastes in alliance with the NGO "Ciudad Saludable".
- > 2.7 of solid wastes were recycled in 2017.

#### c. BCP Bolivia

#### **Agentes BCP**

> BCP Bolivia drives growth in Agentes BCP to promote bancarization through alternative channels that are closer to clients.

#### Operación Sonrisa

More than four thousand no-cost surgeries were provided to young people and adults throughout the country with the assistance of "Operación Sonrisa". The campaign conducted by BCP Bolivia was directed at collecting voluntary and own funds to provide free surgical services, which were performed by local and foreign physicians specializing in cleft lip and palate repair.

#### Foro PYME, supporting Bolivian businessmen:

> BCP Bolivia created Foro PYME six years ago as a space for small and medium businesses to exchange experiences and transfer knowledge.

> In 2017, this event was attended by more than 2,500 business people in eight cities in the country.

#### **Economic Situation Workshops:**

> More than 700 business people participated in business workshops in 2017 to share information and analyze trends in economics and finance, both national and international.

#### Cultural Events, promoting the Bolivian culture:

> BCP Bolivia opened the doors to its auditorium in 2017 to promote cultural development in the country through different artistic events.

#### d. Credicorp Capital

Credicorp Capital develops a Corporate Social Responsibility strategy for the three countries in which Credicorp is present. There are three axes of action:

#### Pro-bono advisory

Credicorp Capital conducts pro-bono advisory with different institutions. These include:

- > Teatro del Lago
- > Teleton
- > Hogar de Cristo
- > Fundacion Educacional

#### Volunteers

- > In Chile, volunteers from the Wealth Management department taught a course on household finance and financial planning to teachers from the kindergarten Angel de la Guarda in the commune of the Colina in Santiago, Chile.
- > In Peru, forty volunteers shared their abilities and talent with 100 children from the Virgen de Lourdes school in the district of Villa Maria del Triunfo, in Lima.
- In Colombia, sixty volunteers spent a morning participating in fun-filled events with around fifty children, young people and their families in the El Codito neighborhood in Bogota.

#### **Environmental Responsibility**

- > As part of our effort to reduce environmental impacts, Credicorp Capital Peru designed a campaign to segregate waste. This effort will be implemented in the first quarter of 2018.
- > In Colombia, we decided to implement a pilot program to measure the carbon footprint of all of our offices to determine if this effort can be replicated in the region. The results of this measurement will be the primary input of our campaign to create awareness in 2018.
- > These activities are in addition to the paper recycling campaign and the drive to reduce electricity consumption that are already underway in the offices of Credicorp Capital in Santiago, Chile.

#### d. Grupo Pacífico

We engage in initiatives according to four axes of business development:

#### 1. Health

- Health Program "Pacífico Te Cuida"
  - > Promotes inclusive health and drives good practices in healthcare through its workshops and preventive checkups.
  - > During 2017, the program was conducted in 11 communities and more than 5,300 services were provided.

#### Support for initiatives for inclusive health

- > Administrative and economic support for the Medical Education Center in Chincha.
- Alliance with the Association of Volunteers for Children with Cancer - Magia.
- > Support for Asociación Unamonos de Arequipa.

#### 2. Road Safety

- > The campaign "Ecomurales educando en Seguridad Vial" educated children in the public school system in Lima about traffic rules.
- > The campaign "Efecto 0.5" seeks to create awareness about the alcohol level permitted in the blood when operating a vehicle and works to ensure that more people avoid driving after drinking.

### 3. Risk Management relative to Disasters

- > We support the General Body of Volunteer Firemen by donating uniforms and training.
- > We have a volunteer employee brigade at Pacifico that is trained to provide first aid and assistance during emergencies.

#### 4. Environment

- > We continue to measure, reduce and offset Pacifico's carbon foot print to maintain our status as a Carbon Neutral company. We have measured our carbon footprint since 2010 to achieve two objectives: to serve as a management tool and to develop awareness programs among employees.
- > The campaign "Yo Fui Botella" was consolidated through an alliance with Cencosud and Coca-Cola, which led to the creation of the "Ponchilas" campaign. This campaign collected more than 480,000 bottles, which were transformed into six thousand innovative backpacks with built-in ponchos. The objective was to promote recycling of bottles to make blankets for Andean communities that suffer from cold and freezing spells. We also conducted campaigns to sell recycled plastic bottles through internal campaigns with employees.



#### e. Prima AFP

- In 2017, we consolidated our efforts to implement our Social Responsibility strategy, which has pillars for Responsible Investments and Pension Education.
- We also measured our Carbon Footprint, we developed a Sustainability Report according to GRI standards, and continued reporting to the Global Pact of the UN.
- For the fourth consecutive year, obtained recognition as a Socially Responsible Company.
- Program for Corporate Social Responsibility
  - > Volunteer Program: this year we assisted 1,093 senior citizens, 13 shelters in 10 cities in the country with more than 417 volunteers.
  - > **Senior Citizen Award**: distinctions on a national level, that recognize seniors and adults that outstand professionally. We have had 1,351 participants in 11 years.
- Environmental Responsibility: we collected 4,044 kilos of paper to benefit Aniquem, 170 kilos of plastic bottles to transform them into fleece blankets for senior citizens and 584 kilos of plastic tops to make them into wheel chairs for adults who live in extreme poverty.
- The main actions, based on our pillars:
  - > Responsible Investments: inclusion of the environmental, social and good governance concepts (ESG) in the management of more than US\$ 14,000

million in funds from nearly two million affiliates to ensure sustainability.

- » Program for Responsible Investments
- » Conference "Promoting Responsible Investments": directed at the companies where we invest.
- » Drivers of ESG at the external level: through interviews, article and publications in different media.
- » In-depth interviews: of the companies where we invest to discuss aspects of ESG.
- > Pension Education: We create awareness among all our affiliates and in society in general about the importance of saving for retirement and the impact that this has on the future. We periodically share information and commentaries through different means of communication (opinion columns, interviews, etc.) at the national level on a variety of useful topics relative to the Private Pension System. We currently work with more than 30 media outlets. Through our digital channels, we have implemented web series "El Depa" to educate viewers about pensions.

## H. Contacts

### Banco de Crédito BCP

#### Sede Central Lima, Perú

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#### Sucursales en el exterior

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### Mibanco

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#### **BCP** Bolivia

#### Sede Central La Paz

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#### **Atlantic Security Bank**

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## **Grupo Pacífico**

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## Credicorp Capital Ltd.

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#### Prima AFP

#### Sede Central Lima

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# I. Complementary information

## Information related to the stock market

Credicorp's common actions are negotiated in New York's stock market and in BVL. The following chart shows, for the indicated periods, the maximum and minimum sell prices of the common actions in the NYSE. Common actions are quoted in American dollars in the NYSE and in the BVL.

### **Quotes 2017**

## **CREDICORP LTD. Equity**

	Valar	Mean				
ISIN Code MNemonic	Year- month	Opening \$	Closing \$	Max \$	Min \$	Price \$
BM G2519Y1084 BAP	2017-01	158.50	163.41	168.70	158.30	163.88
BM G2519Y1084 BAP	2017-02	164.09	164.50	172.40	162.00	166.46
BM G2519Y1084 BAP	2017-03	166.50	163.30	168.01	156.60	161.58
BM G2519Y1084 BAP	2017-04	163.36	152.75	165.55	150.50	157.31
BM G2519Y1084 BAP	2017-05	152.75	168.30	175.40	152.75	168.41
BM G2519Y1084 BAP	2017-06	168.75	179.50	184.20	167.30	178.09
BM G2519Y1084 BAP	2017-07	180.60	185.30	187.41	180.60	184.97
BM G2519Y1084 BAP	2017-08	187.40	202.83	206.00	186.70	199.79
BM G2519Y1084 BAP	2017-09	204.00	205.90	213.14	200.74	208.33
BM G2519Y1084 BAP	2017-10	207.14	209.83	211.56	201.30	208.27
BM G2519Y1084 BAP	2017-11	206.20	211.00	214.70	199.65	208.92
BM G2519Y1084 BAP	2017-12	208.91	208.00	212.59	190.00	202.08



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