## CREDICORP

I. Credicorp

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## Vision

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

## Mission

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

## CREDICORP

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


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


Assets: S/. 8.7 billion
Net Earned Premiums:
S/ 2.252 million Net Earned Premiums:
S/. 2,252 million
Employees: $2,784^{* *}$

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

AuM: S/. 25.6 billion Employees: 996

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


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

[^1]The following figures reflect our strong business performance in recent years and the impact of the FX fluctuation in 2014...

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


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


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


Liabilities (S/. million)


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

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


Non-Financial Income composition (S/. million)


Net Interest Income (S/. million) \& NIM (\%)


Operating Expenses (S/. million) \& Efficiency Ratio (\%)


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

Strong results continue despite economic deceleration every 1Q...

| Summary of Results | Quarter |  |  | \% Change |  |
| :--- | :--- | :--- | :--- | :---: | :---: |
|  | 1Q14 | 4Q14 | 1Q15 | QoQ | YoY |


| Results | Net Income attributable to Credicorp (S/. million) | 662.1 | 495.6 | 804.7 | $62.4 \%$ | $21.5 \%$ |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
|  | Operating Income (S/. million) ${ }^{(1)}$ | 911.1 | 742.9 | $1,141.0$ | $53.6 \%$ | $25.2 \%$ |
|  | Net Interest Income (S/. million) | $1,401.7$ | $1,711.4$ | $1,790.8$ | $4.6 \%$ | $27.8 \%$ |


|  | ROAE (\%) ${ }^{(2)}$ | $22.3 \%$ | $14.5 \%$ | $22.8 \%$ | +830 bps |
| :--- | ---: | ---: | ---: | ---: | ---: |
| ROAA (\%) ${ }^{(2)}$ | $2.2 \%$ | $1.5 \%$ | $2.3 \%$ | +80 bps |  |
| Profitability | +10 bps |  |  |  |  |
|  | NIM, interest earning assets (\%) | $5.20 \%$ | $5.66 \%$ | $5.75 \%$ | +9 bps |
|  | +55 bps |  |  |  |  |
|  | NIM on loans (\%) | $7.95 \%$ | $8.73 \%$ | $8.39 \%$ | -34 bps |
|  | +44 bps |  |  |  |  |
|  | EPS (S/. per share) | 8.3 | 6.2 | 10.1 | $62.7 \%$ |


| Loan | Total Loans (S/. million) | 70,447 | 79,890 | 81,621 | $2.2 \%$ | $15.9 \%$ |
| :---: | :--- | ---: | ---: | ---: | ---: | ---: |
| Portfolio | PDL ratio (\%) | $2.59 \%$ | $2.51 \%$ | $2.58 \%$ | +7 bps | -1 bps |
| Quality | Cost of risk (\%) ${ }^{(3)}$ | $2.07 \%$ | $2.19 \%$ | $2.46 \%$ | +27 bps | +39 bps |


| Insurance Indicators | Net Premiums Earned (S/. million) | 518.5 | 569.9 | 404.5 | -29.0\% | -22.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Insurance underw riting result (S/. million) ${ }^{(4)}$ | 97.1 | 104.0 | 49.0 | -52.9\% | -49.5\% |
|  | Loss ratio | 63.0\% | 63.6\% | 56.6\% | -700 bps | -640 bps |
|  | Underw ritting result / net earned premiums | 13.6\% | 14.1\% | 15.3\% | +120 bps | +170 bps |
| Efficiency | Efficiency Ratio (\%) | 40.8\% | 43.3\% | 40.7\% | -260 bps | -10 bps |

(1) Income before translation results and income taxes.
(2) Averages represent the average of period-beginning and period-ending balances.
(3) Annualized net provisions / Total loans.
(4) Does not include underwriting result from medical subsidiaries.

Net income in1Q15 improved, leading to an ROAE of 22.8\% ...

## Earnings Contributions

(S/. million)

|  | Quarter |  |  | \%Change |  | ROAE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q14 | 4Q14 | 1Q15 | QoQ | YoY | 1 Q14 | 4Q14 | 1 Q15 |
| Banco de Crédito BCP (1) | 467 | 441 | 579 | 31.3\% | 24.0\% | 22.8\% | 18.6\% | 24.2\% |
| Mibanco (2) | 28 | -4 | 40 | - | 43.7\% | 18.6\% | -3.7\% | 14.4\% |
| $B C B$ (3) | 15 | 15 | 14 | -1.7\% | -7.5\% | 15.6\% | 12.5\% | 11.9\% |
| Pacífico (4) | 38 | 55 | 168 | 206.2\% | 343.2\% | 9.6\% | 11.8\% | 36.4\% |
| Atlantic Security Bank | 30 | 22 | 20 | -8.7\% | -33.4\% | 22.2\% | 13.9\% | 12.7\% |
| Prima | 38 | 37 | 40 | 8.6\% | 5.7\% | 32.3\% | 26.2\% | 30.5\% |
| Credicorp Capital (5) | 16 | -54 | 17 | 132.3\% | 6.6\% | 10.3\% | -31.1\% | 5.4\% |
| Others (6) | 73 | -5 | -20 | -272.6\% | -127.2\% | - | - | - |
| Net Income attributable to Credicorp | 662 | 496 | 805 | 62.4\% | 21.5\% | 22.3\% | 14.5\% | 22.8\% |
| Recurring Net income \& ROAE attributable to Credicorp (7) | 585 | 626 | 698 | 11.5\% | 19.3\% | 20.3\% | 18.2\% | 19.9\% |

[^2]Credicorp's loan portfolio expanded despite the significant economic slowdown...

Loan portfolio evolution


Loan growth breakdown (Mar 15 vs. Dec 14)


[^3]Loans at Credicorp expanded 3.9\% QoQ...

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

| Loans S/. million | Quarterly |  |  | \% Change |  | \% Part. in total loans - 1Q15 | \% Part. by currency 1 Q15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | $4 \mathrm{Q14}$ | 1Q15 | QoQ | YoY |  | LC | FC |
| BCP Stand-alone | 57,823 | 64,772 | 67,228 | 3.8\% | 16.3\% | 83.3\% | 53.8\% | 46.2\% |
| Wholesale Banking | 30,002 | 34,459 | 36,110 | 4.8\% | 20.4\% | 44.4\% | 38.1\% | 61.9\% |
| Corporate | 18,889 | 21,828 | 23,414 | 7.3\% | 24.0\% | 28.8\% | 40.0\% | 60.0\% |
| Middle-Market | 11,112 | 12,631 | 12,696 | 0.5\% | 14.2\% | 15.6\% | 34.5\% | 65.5\% |
| Retail Banking | 27,821 | 30,313 | 31,118 | 2.7\% | 11.8\% | 38.3\% | 72.5\% | 27.5\% |
| SME - Business | 2,459 | 3,184 | 3,237 | 1.7\% | 31.6\% | 4.0\% | 31.7\% | 68.3\% |
| SME - Pyme | 6,986 | 7,084 | 6,928 | -2.2\% | -0.8\% | 8.5\% | 90.1\% | 9.9\% |
| Mortgage ${ }^{(2)}$ | 10,012 | 10,951 | 11,332 | 3.5\% | 13.2\% | 13.9\% | 64.7\% | 35.3\% |
| Consumer | 5,469 | 5,863 | 6,120 | 4.4\% | 11.9\% | 7.5\% | 79.1\% | 20.9\% |
| Credit Card | 2,896 | 3,232 | 3,501 | 8.3\% | 20.9\% | 4.3\% | 89.1\% | 10.9\% |
| Others ${ }^{(3)}$ | 421 | 457 | 501 | 9.7\% | 19.0\% | 0.6\% | 26.0\% | 74.0\% |
| Mibanco ${ }^{(4)}$ | 7,069 | 7,339 | 7,443 | 1.4\% | 5.3\% | 9.2\% | 93.3\% | 6.7\% |
| Bolivia | 2,925 | 3,371 | 3,590 | 6.5\% | 22.7\% | 4.4\% | - | 100.0\% |
| ASB | 2,141 | 2,286 | 2,500 | 9.4\% | 16.8\% | 3.1\% | - | 100.0\% |
| Credicorp | 70,379 | 78,225 | 81,262 | 3.9\% | 15.5\% | 100.0\% | 53.4\% | 46.6\% |

[^4]The loan portfolio in local currency grew 6.0\% QoQ...

Loan dollarization by segment $Q \circ \mathbf{Q}^{(1)}$


$$
■ \mathrm{LC} \quad \square \mathrm{FC}
$$

|  | Domestic Currency Loans ${ }^{(2)}$ (S/. million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4Q14 | 1Q15 | QoQ | Yoy | \% Part |
| Wholesale Banking | 9,128 | 12,191 | 13,742 | 12.7\% | 50.6\% | 32\% |
| - Corporate | 6,006 | 8,233 | 9,362 | 13.7\% | 55.9\% | 22\% |
| - Middle Market | 3,122 | 3,958 | 4,380 | 10.7\% | 40.3\% | 10\% |
| Retail Banking | 20,052 | 21,840 | 22,561 | 3.3\% | 12.5\% | 52\% |
| - SME - Business | 717 | 965 | 1,026 | 6.2\% | 43.1\% | 2\% |
| - SME - Pyme | 6,237 | 6,383 | 6,245 | -2.2\% | 0.1\% | 14\% |
| - Mortgage | 6,198 | 7,033 | 7,326 | 4.2\% | 18.2\% | 17\% |
| - Consumer | 4,327 | 4,595 | 4,842 | 5.4\% | 11.9\% | 11\% |
| - Credit Card | 2,575 | 2,865 | 3,121 | 9.0\% | 21.2\% | 7\% |
| Others ${ }^{(3)}$ | 160 | 124 | 131 | 5.6\% | -18.6\% | 0\% |
| Mibanco | 6,802 | 6,788 | 6,947 | 2.3\% | 2.1\% | 16\% |
| Bolivia | - | - | - | - | - | - |
| Total Loans | 36,142 | 40,942 | 43,380 | 6.0\% | 20.0\% | 100\% |


| 1Q14 | Foreign Currency Loans ${ }^{(2)}$ <br> (US\$ million) |  |  |  | \% Part |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 1Q15 | QoQ | YoY |  |
| 7,429 | 7,570 | 7,260 | -4.1\% | -2.3\% | 61\% |
| 4,585 | 4,622 | 4,561 | -1.3\% | -0.5\% | 38\% |
| 2,844 | 2,948 | 2,699 | -8.4\% | -5.1\% | 23\% |
| 2,765 | 2,880 | 2,711 | -5.9\% | -2.0\% | 23\% |
| 620 | 754 | 612 | -18.9\% | -1.4\% | 5\% |
| 267 | 238 | 261 | 9.6\% | -1.9\% | 2\% |
| 1,357 | 1,332 | 1,300 | -2.4\% | -4.2\% | 11\% |
| 407 | 431 | 415 | -3.8\% | 1.9\% | 3\% |
| 114 | 125 | 123 | -1.1\% | 7.9\% | 1\% |
| 93 | 97 | 100 | 3.0\% | 8.1\% | 1\% |
| 95 | 187 | 161 | -14.0\% | 69.5\% | 1\% |
| 1,041 | 1,146 | 1,165 | 1.7\% | 11.9\% | 10\% |
| 11,649 | 12,118 | 11,896 | -1.8\% | 2.1\% | 100\% |

[^5]
## Credicorp - PDL ratio

The higher PDL ratio reflects mainly the impact of the acquisition of Mibanco and the deterioration of SME (BCP stand-alone) ...


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                    PDL ratio - Credicorp and its subsidiaries
```



1Q15 shows slight deterioration in the portfolio that was accentuated by a slow growth of total loans...

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## PDL ratio by business (\%)



## Credicorp - Provisions

The cost of risk rose in 1Q15 due to higher growth in provision expenses than in loans...

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Net provisions for loan losses (S/. million) ${ }^{(1)}$

(1) Net provisions for loan losses refers to the quarterly "expense" that is annualized to calculate the ratio.
(2) Cost of risk = Annualized net provision for loan losses / Total loans. Excluding Mibanco: Mar $14=2.21 \%$, Jun $14=2.38 \%$, Sep $14=1.85 \%$ and Dec $14=1.91 \%$.

Slightly better NIM due to higher interest income from derivatives and a decrease in the funding cost...

Net interest income (S/. million)


Net interest margin


NIM breakdown by subsidiary

| $\|c\| c c c c c\|c\|$ |
| :--- |
| NIM |
| BCP |
| 1Q14 |

[^6]
## Credicorp - Non-financial income

Non-financial income grew mainly due to the impact of the JV between Grupo Pacifico and Banmedica ..

## Non-financial income (S/. Million)



- Fee income ( ${ }^{*}$ )
- Net gain on FX
- Net gain from subsidiaries (**)
- Net gain on sale of securities
- Other non financial income
* Fee income is generated mainly in BCP (71.0\%), Prima AFP (14.3\%), Credicorp Capital (11.3\%) and others such as ASB (3.4\%)
** Net gain from subsidiaries includes the effect of Grupo Pacífico and Banmédica JV:
$\checkmark$ Non-recurring income of S/.144.2 million attributable to the company's high net worth (S/. 107 million net of tax).
$\checkmark$ The contribution of $50 \%$ of the net income generated by the EPS, which amounted to S/. 5 million in 1Q15; and
$\checkmark$ A deduction of $50 \%$ of the net income generated by medical services. The deduction in 1Q15 totaled S/. 2.4 million.

Operating expenses decreased significantly due to a seasonal peak in 4Q14...

Operating expenses (S/. Million)


Operating efficiency by Subsidiary

|  | BCP | Mibanco * | BCP Bolivia | ASB | PGA | Prima | Credicorp Capital | Credicorp** |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q14 | $43.8 \%$ | $56.2 \%$ | $62.3 \%$ | $21.5 \%$ | $19.7 \%$ | $41.6 \%$ | $99.4 \%$ | $\mathbf{4 0 . 8 \%}$ |
| 4Q14 | $45.0 \%$ | $61.1 \%$ | $61.7 \%$ | $27.3 \%$ | $18.7 \%$ | $45.6 \%$ | $107.5 \%$ | $\mathbf{4 3 . 3 \%}$ |
| 1Q15 | $39.7 \%$ | $60.5 \%$ | $65.3 \%$ | $28.0 \%$ | $16.4 \%$ | $41.9 \%$ | $74.7 \%$ | $\mathbf{4 0 . 7 \%}$ |
| QoQ | -420 bps | +430 bps | +300 bps | +650 bps | -330 bps | +30 bps | $-2,470 \mathrm{bps}$ | -10 bps |
| YoY | -530 bps | -60 bps | +360 bps | +70 bps | -230 bps | -370 bps | $-3,280 \mathrm{bps}$ | -240 bps |

* 1 Q14 includes Mibanco and Edyficar assets but not the income they generated as the consolidation given that both entities were consolidated at the end of the quarter.
** Credicorp also includes Grupo Crédito and eliminations for consolidation purposes.

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


Deposits Dollarization


## Deposits - Evolution and Participation

| Deposits | Quarter |  |  |  | \% Change |  |  | \% Part |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
| S/. million | 1Q14 | 4Q14 | 1Q15 | QoQ | YoY | 1Q15 |  |  |
| Demand deposits | 23,906 | 25,257 | 27,885 | $10.4 \%$ | $16.6 \%$ | $35.2 \%$ |  |  |
| Saving deposits | 19,684 | 21,209 | 22,369 | $5.5 \%$ | $13.6 \%$ | $28.3 \%$ |  |  |
| Time deposits | 24,433 | 23,668 | 22,436 | $-5.2 \%$ | $-8.2 \%$ | $28.3 \%$ |  |  |
| Severance indemnity deposits (CTS) | 6,251 | 6,764 | 6,204 | $-8.3 \%$ | $-0.8 \%$ | $7.8 \%$ |  |  |
| Others (2) | 259 | 263 | 249 | $-5.2 \%$ | $-3.9 \%$ | $0.3 \%$ |  |  |
| Total deposits | $\mathbf{7 4 , 5 3 4}$ | $\mathbf{7 7 , 1 6 0}$ | $\mathbf{7 9 , 1 4 3}$ | $\mathbf{2 . 6 \%}$ | $\mathbf{6 . 2 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |  |  |

Banking business' funding cost decreased QoQ due to an increase in the use of alternative sources of funding....

Funding Structure and Cost



[^7]BCP has consolidated its leadership, but has space to grow in the retail business...


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



## Credicorp - Regulatory capital(1)

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

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


## Regulatory capital requirement breakdown



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

|  | 1Q14 | 4Q14 | 1Q15 |
| :--- | :---: | :---: | :---: |
| Total Regulatory Capital (A) | 15,576 | 16,163 | 17,561 |
| Total Regulatory Capital Requirement (B) | 12,192 | 14,160 | 14,959 |
| Compliance with Capital Requirement (A)/(B) | $128 \%$ | $114 \%$ | $117 \%$ |

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

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

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```



BCP at Basel III


Basel III - Implementation timelines for financial institutions

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

(1) Peru GAAP.
(2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 15.
(3) Regulatory Capital / Risk-weighted assets.
(4) Tier 1 / Risk-weighted assets. Tier 1 = Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries Goodwill - ( $0.5 \times$ Investment in Subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).
(5) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and deferred tax assets that rely on future profitability) + retained earnings + unrealized gains
(6) Accounts for the $2.5 \%$ countercyclical buffer.

## Common Equity Tier $\mathbf{1}^{*}$

(as of march 15)

| 9.89\% | 0.95\% | 0.12\% |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | (0.60\%) | (0.49\%) | (0.27\%) | (1.21\%) | (0.52\%) | 7.87\% |
| Capital and reserves | Retained earnings | Unrealized gains (losses) | Goodwill and intangibles | Tax credit | Investments in subsidiaries (1) | Investments in Mibanco | Investments in BCB \& Inv. Corp Bolivia | $\begin{gathered} \text { CET } 1 \\ (\text { Mar - 15) } \end{gathered}$ |


| In S/. Million | Mar -15 |
| :--- | :---: |
| Capital and reserves | 9,012 |
| Retained earnings | 869 |
| Unrealized gains (losses) | 108 |
| Goodwill | $(122)$ |
| Investments in subsidiaries (2) | $(1,824)$ |
| Investments in financial institutions and/or insurance companies | - |
| Intangibles | $(428)$ |
| Tax credit | $(443)$ |
| Deferred taxes | - |
| Provisions deficit vs expected loss | - |
| Total CET1 | $\mathbf{7 , 1 7 2}$ |
| CET1 Ratio | $\mathbf{7 . 8 7 \%}$ |

(1) Includes BCP Stand-alone and Solución.
(1) Includes BCP Stand-alone, Mibanco, BCB and Solución
 $15 \%$ of the result: (a)+(b)+(c)+(d)-(e)-(f)-(g)-(h)

## Credicorp - Governance

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

## Governance structure

General Shareholder's Meeting

Board of Directors


Reynaldo Llosa Barber Fernando Fort Marie Juan Carlos Verme Giannoni*

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

## Board Committees

Independent internal and external audit

Board independence


Board of directors tenure


## Credicorp - Governance

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

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

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

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

[^8]${ }^{(1)}$ Established on October 31, 2002.
${ }^{\text {(2) }}$ Established on January 25, 2012.
${ }^{(3)}$ Established on March 28, 2012.
${ }^{(4)}$ Established on June 23, 2010.
${ }^{(5)}$ Established on March 28, 2012.
${ }^{(6)}$ Established on October 31, 2012.

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## I. Credicorp Strategy

II. Business units

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

## Risk Management

We believe that adequate assessing and managing the risks inherent to our business ensures sustainable growth and strong performance.


## Efficient Growth

We are committed to continuously improving our efficiency to achieve sustainable and profitable growth.

## Stakeholders

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

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

## Objective

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


## Scope

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


## General Principles

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

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

## Risk Management

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


## Customers

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


## Efficient Growth

Efficient growth is structured on two fronts:

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


## Employees

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

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

## Strong franchise

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


## Sound funding structure

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


## Human Capital

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


## Largest network

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


## Brand recognition

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


## Information

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

Pacifico's strategy is focused on three strategic pillars .

Objectives

## Actions



Highly productive and professional channels.

- Focus on massive business growth (Bancasurrance, automobile, medical care) with optimal scoring models and pricing.
- Strengthen traditional and alternative distribution channels with lower acquisition costs.
- Develop business intelligence capabilities.
- Focus efforts to achieve a more efficient structure .
- Review operation processes (Lean, automation, etc.) and complete the implementation of the new efficient operating system (GuideWire).
- Capitalize synergies with Credicorp (purchase, risk management, compliance, audit, etc.)
- Establish simple and standardized processes to increase customer satisfaction and low operational costs.
Position ourselves as
Clients the "easiest way to become insured".
- Effective and efficient transactions (first call resolution) to maximize the value of every customer contact.
- Develop easy to understand policies and offer modular prices to attract customers.

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I. Credicorp
II. Business units BCP

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

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

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

## Assets breakdown

(S/. 122.0 Bn. as of Mar-2015)


Cash and due from banks (Mar-15):
14.7\% non-interest bearing
85.3\% interest bearing
$\mathrm{LC}^{(1)}=$ overnight -195 bps
FC $^{(1)}=25 \%$ LIBOR ( 1 month)

Liabilities breakdown
(S/. 111.7 Bn. as of Mar-2015)



Liabilities
*Figures include Mibanco results.
LC = Local currency
FC $=$ Foreign currency
(1) Applicable for funds on BCRP.

Total loans were up $3.1 \%$, while average daily balances expanded $+3.7 \%$ QoQ and $+23.4 \%$ YoY

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


| 1Q14 | 2Q14 | 3Q14 | 4Q14 | 1Q15 |
| :--- | :--- | :--- | :--- | :--- |

Loan Portfolio Mix - Avg. Daily Balances


[^9]Total loans in average daily balances expanded $+3.7 \%$ QoQ due mainly to growth in corporate loans...

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



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

| LOANS <br> S/.million | Quarter |  |  | \%Change |  | \%Part. 1Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4 Q 14 | 1 Q15 | QoQ | YoY |  |
| Wholesale Banking | 30,002 | 34,459 | 36,110 | 4.8\% | 20.4\% | 45.8\% |
| Corporate | 18,889 | 21,828 | 23,414 | 7.3\% | 24.0\% | 29.7\% |
| Middle-Market | 11,112 | 12,631 | 12,696 | 0.5\% | 14.2\% | 16.1\% |
| Retail Banking | 27,821 | 30,313 | 31,118 | 2.7\% | 11.8\% | 39.5\% |
| SME - Business | 2,459 | 3,184 | 3,237 | 1.7\% | 31.6\% | 4.1\% |
| SME - Pyme | 6,986 | 7,084 | 6,928 | -2.2\% | -0.8\% | 8.8\% |
| Mortgage | 10,012 | 10,951 | 11,332 | 3.5\% | 13.2\% | 14.4\% |
| Consumer | 5,469 | 5,863 | 6,120 | 4.4\% | 11.9\% | 7.8\% |
| Credit Card | 2,896 | 3,232 | 3,501 | 8.3\% | 20.9\% | 4.4\% |
| Mibanco ${ }^{(2)}$ | 7,069 | 7,339 | 7,443 | 1.4\% | 5.3\% | 9.4\% |
| Bolivia | 2,925 | 3,371 | 3,590 | 6.5\% | 22.7\% | 4.6\% |
| Others ${ }^{(2)}$ | 421 | 457 | 501 | 2.1\% | 15.0\% | 0.6\% |
| Consolidated total loans | 68,238 | 75,939 | 78,762 | 3.7\% | 15.4\% | 100.0\% |

[^10]The loan portfolio in local currency grew 6.0\% QoQ...

Loan dollarization by segment $Q \circ \mathbf{Q}^{(1)}$


$$
■ \mathrm{LC} \quad \square \mathrm{FC}
$$

|  | Domestic Currency Loans ${ }^{(2)}$ (S/. million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4Q14 | 1Q15 | QoQ | Yoy | \% Part |
| Wholesale Banking | 9,128 | 12,191 | 13,742 | 12.7\% | 50.6\% | 32\% |
| - Corporate | 6,006 | 8,233 | 9,362 | 13.7\% | 55.9\% | 22\% |
| - Middle Market | 3,122 | 3,958 | 4,380 | 10.7\% | 40.3\% | 10\% |
| Retail Banking | 20,052 | 21,840 | 22,561 | 3.3\% | 12.5\% | 52\% |
| - SME - Business | 717 | 965 | 1,026 | 6.2\% | 43.1\% | 2\% |
| - SME - Pyme | 6,237 | 6,383 | 6,245 | -2.2\% | 0.1\% | 14\% |
| - Mortgage | 6,198 | 7,033 | 7,326 | 4.2\% | 18.2\% | 17\% |
| - Consumer | 4,327 | 4,595 | 4,842 | 5.4\% | 11.9\% | 11\% |
| - Credit Card | 2,575 | 2,865 | 3,121 | 9.0\% | 21.2\% | 7\% |
| Others ${ }^{(3)}$ | 160 | 124 | 131 | 5.6\% | -18.6\% | 0\% |
| Mibanco | 6,802 | 6,788 | 6,947 | 2.3\% | 2.1\% | 16\% |
| Bolivia | - | - | - | - | - | - |
| Total Loans | 36,142 | 40,942 | 43,380 | 6.0\% | 20.0\% | 100\% |


| 1Q14 | Foreign Currency Loans ${ }^{(2)}$ <br> (US\$ million) |  |  |  | \% Part |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 1Q15 | QoQ | YoY |  |
| 7,429 | 7,570 | 7,260 | -4.1\% | -2.3\% | 61\% |
| 4,585 | 4,622 | 4,561 | -1.3\% | -0.5\% | 38\% |
| 2,844 | 2,948 | 2,699 | -8.4\% | -5.1\% | 23\% |
| 2,765 | 2,880 | 2,711 | -5.9\% | -2.0\% | 23\% |
| 620 | 754 | 612 | -18.9\% | -1.4\% | 5\% |
| 267 | 238 | 261 | 9.6\% | -1.9\% | 2\% |
| 1,357 | 1,332 | 1,300 | -2.4\% | -4.2\% | 11\% |
| 407 | 431 | 415 | -3.8\% | 1.9\% | 3\% |
| 114 | 125 | 123 | -1.1\% | 7.9\% | 1\% |
| 93 | 97 | 100 | 3.0\% | 8.1\% | 1\% |
| 95 | 187 | 161 | -14.0\% | 69.5\% | 1\% |
| 1,041 | 1,146 | 1,165 | 1.7\% | 11.9\% | 10\% |
| 11,649 | 12,118 | 11,896 | -1.8\% | 2.1\% | 100\% |

[^11]QoQ, PDL ratio shows a significant growth in 1Q14 after the acquisition of Mibanco...

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


[^12][^13]1Q15 shows slight deterioration of the portfolio, accentuated by a slow growth of total loans...

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## PDL ratio by business (\%)



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


Core deposits (non-interest bearing deposits, demand deposits, saving deposits and CTS) expanded 15.7\% YoY... \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \ggg \gg

Deposit Dollarization


Deposits - Evolution and Participation

| DepositsS/. million | Quarter |  |  | \% Change |  | \% Part |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4Q14 | 1Q15 | QoQ | YoY | 1Q15 |
| Demand deposits | 21,941 | 23,789 | 26,888 | 13.0\% | 22.5\% | 35.7\% |
| Saving deposits | 19,691 | 21,214 | 22,312 | 5.2\% | 13.3\% | 29.7\% |
| Time deposits | 22,792 | 20,865 | 19,623 | -6.0\% | - 13.9\% | 26.1\% |
| Severance indemnity deposits (CTS) | 6,251 | 6,764 | 6,204 | -8.3\% | -0.8\% | 8.2\% |
| Others ${ }^{(1)}$ | 230 | 232 | 214 | -7.9\% | -7.3\% | 0.3\% |
| Total deposits | 70,905 | 72,863 | 75,241 | 3.3\% | 6.1\% | 100.0\% |

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

Total Deposits


Time Deposits


Demand Deposits


## Savings Deposits



Breakdown of international bonds, which represent $67 \%$ of the total international long-term debt, which in turn accounts for $80 \%$ of the total LT debt


| Total LT debt ${ }^{(6)}$ | Market |  |
| :--- | :---: | :---: |
|  | S/. million | $\%$ |
| Local | 4,019 | $20 \%$ |
| International | 16,212 | $80 \%$ |
| Total | 20,232 | $100 \%$ |

[^14]The evolution QoQ in L/D ratio in LC is attributable to higher growth in LC loans than in LC deposits...

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```


## Loan / Deposit Ratio



| L/D | BCP* $^{2}$ | Mibanco** | BCP Bolivia |
| :---: | :---: | :---: | :---: |
| 1Q14 | $106.1 \%$ | $138.2 \%$ | $77.8 \%$ |
| 4Q14 | $106.1 \%$ | $138.2 \%$ | $77.8 \%$ |
| 1Q15* | $105.7 \%$ | $143.9 \%$ | $75.1 \%$ |

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

[^15]BCP has consolidated its leadership, but has space to grow in the retail business...


Net interest income was up +29.6 Y YoY, mainly driven by loan growth...

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```

Net interest income (S/. million)


Net interest margin

... Moderate NII, non-financial income and higher cost of risk led to a drop in operating results...

Non financial income (S/. million)


Non financial income breakdown (S/. million)


Operating expenses (S/. million)


Operating expenses breakdown (S/. million)


## BCP - Efficiency program

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

```
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                        Income growth vs. Op. expenses growth*
                                    (BCP Stand-alone)
```


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

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

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```

Evolution of the efficiency ratio


BCP is in the process of alignment to Basel III framework, however local regulator is still evaluating the application of such ...

BCP at Basel II


BCP at Basel III


Basel III - Implementation timelines for financial institutions

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

(1) Peru GAAP.
(2) Internal minimum will increase $0.5 \%$ annually, the next increase will take place in Dec 15.
(3) Regulatory Capital / Risk-weighted assets.
(4) Tier 1 / Risk-weighted assets. Tier 1 = Capital + Legal and other capital Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries Goodwill - ( $0.5 \times$ Investment in Subsidiaries) + Perpetual subordinated debt (maximum amount that can be included is $17.65 \%$ of Capital + Reserves + Accumulated earnings with capitalization agreement + Unrealized profit and net income in subsidiaries - Goodwill).
(5) Common Equity Tier I = Capital + Reserves - 100\% of applicable deductions (investment in subsidiaries, goodwill, intangibles and deferred tax assets that rely on future profitability) + retained earnings + unrealized gains
(6) Accounts for the $2.5 \%$ countercyclical buffer.

## Common Equity Tier $\mathbf{1}^{*}$

(as of march 15)

| 9.89\% | 0.95\% | 0.12\% |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | (0.60\%) | (0.49\%) | (0.27\%) | (1.21\%) | (0.52\%) | 7.87\% |
| Capital and reserves | Retained earnings | Unrealized gains (losses) | Goodwill and intangibles | Tax credit | Investments in subsidiaries (1) | Investments in Mibanco | Investments in BCB \& Inv. Corp Bolivia | $\begin{aligned} & \text { CET } 1 \\ & \text { (Mar - 15) } \end{aligned}$ |


| In S/. Million | Mar -15 |
| :--- | :---: |
| Capital and reserves | 9,012 |
| Retained earnings | 869 |
| Unrealized gains (losses) | 108 |
| Goodwill | $(122)$ |
| Investments in subsidiaries (2) | $(1,824)$ |
| Investments in financial institutions and/or insurance companies | - |
| Intangibles | $(428)$ |
| Tax credit | $(443)$ |
| Deferred taxes | - |
| Provisions deficit vs expected loss | - |
| Total CET1 | $\mathbf{7 , 1 7 2}$ |
| CET1 Ratio | $\mathbf{7 . 8 7 \%}$ |

(1) Includes BCP Stand-alone and Stand-alone, Mibanco, BCB and Solución
 $15 \%$ of the result: (a)+(b)+(c)+(d)-(e)-(f)-(g)-(h)

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

Number of transactions - Monthly average (millions of transactions)


Teller transactions vs. Other channels


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

## Network Expansion - BCP Stand-alone



| Peru $^{(3)}$ | Total network <br> market share (\%) | Point of contact / <br> 100,000 people |
| :---: | :---: | :---: |
| 2008 | $34.0 \%$ | 10.7 |
| 2009 | $38.2 \%$ | 14.2 |
| 2010 | $35.1 \%$ | 17.0 |
| 2011 | $37.5 \%$ | 21.8 |
| 2012 | $34.4 \%$ | 26.3 |
| 2013 | $29.8 \%$ | 27.3 |
| 2014 | $28.6 \%$ | 37.4 |

(1) Includes Edyficar's network (214 branches).
(2) As of Dec 2014
(3) Includes BCP stand-alone from 2008 to 2013. 2014's figures includes Mibanco.

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## 

I. Credicorp
II. Business units

Mibanco

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

## Highlights

$\checkmark$ Potential Market of around 6.2 million clients
$\checkmark$ Average loan amount S/. 8,507.
$\checkmark 20.8 \%$ of MiBanco's portfolio is associated with loans of S/. 1,100 or less.
$\checkmark 44.7 \%$ are exclusive Mibanco clients.
$\checkmark 20796$ banked clients as of Feb-14 (+4.25\% YoY).

## Total Loan Portfolio

## By sector



By segment

Mortage $5.0 \%$

Consumer 11.8\%

SME +
business
88.0\%

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

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


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


SME market composition*


## Commercial indicators

|  | Dec -14 | Mar - 15 |
| :--- | ---: | ---: |
| Clients | 885,033 | 882,296 |
| Employees | 9,302 | 9,379 |
| Branches | 328 | 327 |

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


Net provision for loan losses \& Cost of Risk


Number of Customers


Sales Force Turnover


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

Loan portfolio distribution



PDL ratio


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## 

## I. Credicorp

II. Business units BCP Bolivia

BCP Bolivia posted strong profitability in 1Q15...

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


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


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## I. Credicorp

II. Business units ASB

## Atlantic Security Bank

ASB's ROAE of $12.7 \%$ was a reflection of market volatility and fails to paint the real picture of the business's performance...

| Sumary of Results | Quarter |  |  | \% Change |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| US\$ million | $\mathbf{1 Q 1 4}$ | 4 Q14 | 1Q15 | QoQ | YoY |
| Net interest income | 9.5 | 9.7 | 9.7 | $0.1 \%$ | $2.1 \%$ |
| Dividend income | 0.2 | 0.7 | 0.3 | $-58.8 \%$ | $32.2 \%$ |
| Fees and commissions from services | 1.8 | 2.0 | 2.2 | $6.7 \%$ | $19.1 \%$ |
| Net gains on foreign exchange transactions | 0.0 | -0.4 | -0.5 | $-20.0 \%$ | - |
| Core Income | 11.6 | 12.0 | 11.7 | $-3.1 \%$ | $0.7 \%$ |
| Net Provisions | 0.0 | -2.6 | -1.4 | $-47.5 \%$ | - |
| Net gains from sale of securities | 1.4 | 1.0 | -1.4 | $-245.5 \%$ | $-197.9 \%$ |
| Other income | 0.0 | 0.3 | 0.1 | $-69.1 \%$ | $343.4 \%$ |
| Operating expenses | -2.5 | -3.3 | -2.6 | $-21.3 \%$ | $6.7 \%$ |
| Net income | 10.6 | 7.4 | 6.4 | $-13.7 \%$ | $-39.5 \%$ |
| Contribution to Credicorp | 10.6 | $\mathbf{7 . 4}$ | 6.4 | $-13.7 \%$ | $\mathbf{- 3 9 . 5 \%}$ |

Net income and ROAE (\%)



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


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I. Credicorp
II. Business units Grupo Pacifico

## Main drivers of 2014 results



## P\&C business:

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


## Health business:

- Health: Consolidation of healthcare businesses by capitalizing on infrastructure investments from previous years.
- Grupo Pacifico-Banmédica JV: Banmédica participates with $50 \%$ of PPS's Medical Assistance business through capital contribution of US\$25 million. Banmédica participates with $50 \%$ of EPS and Medical Services businesses through contribution of US\$ 32 million in capital, Clínica San Felipe and Laboratorio Roe.


## Life business:

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

Higher contribution to BAP in 1Q15 was the result of adjustments in business strategies....

Net income (S/. Million) \& ROAE


Loss ratio


Underwriting result/ Net earned premiums


Combined Ratio (\%)


The underwriting results fell after spinning-off the EPS business...

## Insurance technical results (S/. million)

|  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q14 | 4Q14 | 1Q15 | QoQ | YoY |
| Net premiums earned | 518.5 | 569.9 | 404.5 | -29.0\% | -22.0\% |
| Net claims incurred | (336.8) | (375.1) | (237.2) | -36.8\% | -29.6\% |
| Net technical commissions and Expenses | (84.6) | (90.8) | (118.3) | 30.3\% | 39.9\% |
| Total Insurance services technical result | 97.1 | 104.0 | 49.0 | -52.9\% | -49.5\% |

Net earned premiums (S/. million)


Net claims (S/. million)


Bancassurance related premiums have more than doubled since 2010 and represent more than $30 \%$ of


Evolution of Bancassurance related premiums
(S/. million)

\% of Bancassurance related premiums in Grupo Pacífico


A partnership that will consolidate us as the largest Private Health network in Peru...



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


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I. Credicorp
II. Business units

Prima AFP

Prima's net income increased YoY obtaining a ROAE of $30.5 \% \ldots$

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


## Fee Income (S/. million)



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

(1) Source: SBS, March 2015. Habitat $=5.2 \%$ for Collections and $0.6 \%$ for FuM.

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I. Credicorp
II. Business units Credicorp capital

## Credicorp Capital

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

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Over S/. 482 million in revenues and S/. 86 million in net income YoY.


## Capital

Markets

Corporate Finance

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

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

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

## CREDICORP

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

## Operating performance

| Operating efficiency | Salaries and employee benefits + Administrative expenses + Depreciation <br> and amortization) / (Net interest income + Fee income + Gain on foreign <br> exchange transactions + Net premiums earned + Gross margin from medical <br> services) |
| :--- | :--- |

Capital Adequacy

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


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

## Investor Relations

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## Safe Harbor for Forward-Looking Statements

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

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

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


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

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

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

[^2]:    (1) Includes Banco de Crédito de Bolivia and Mibanco. 1 Q15 figure does not include the gain on sale of BCI shares, as it is eliminated in the consolidation to Credicorp.
    (2) The figure is lower than the net income of Mibanco because Credicorp owns $96.9 \%$ of Mibanco (directly and indirectly). Consolidated results of Mibanco and Edyficar.
    (3) The figure is lower than the net income of BCB because Credicorp owns $97.7 \%$ of BCB (directly and indirectly).
    (4) The figure is lower than the net income before minority interest of Grupo Pacífico because Credicorp owns $98.5 \%$ of Grupo Pacífico (directly and indirectly). ROAE excluding income from the join venture with Banmédica was $12.6 \%$ in 1 Q15.
    (5) Includes Credicorp Capital Limited and Credicorp Capital Perú.
    (6) Includes Grupo Crédito excluding Prima (Servicorp and Emisiones BCP Latam), others of Atlantic Security Holding Corporation and others of Credicorp Ltd.
    (7) Recurring ROAE $=\left(\right.$ Net income attributable to Credicorp - Non-core operating income (loss) after tax)*4 / Average ${ }^{+}$(Net shareholders' equity excluding minority interest - noncore income (loss) after tax).

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

[^3]:    (1) Averages daily balances in $\mathrm{S} /$. million.
    (2) Includes Edyficar, Mibanco and BCP Bolivia.
    (3) Includes ASB, Work out unit, and other banking.

[^4]:    (1) Average daily balances
    (2) As of Mar 15, LTV-LC $=63 \%$, LTV- FC $=56 \%$, LTV-Total $=61 \%$.
    (3) Includes work out unit, and other banking.
    (4) Includes Edyficar and Mibanco.

[^5]:    (1) Q-end Total Loans.
    (2) Average daily balances.
    (3) Includes work out unit, and other banking

[^6]:    * 1 Q14 includes Mibanco and Edyficar assets but not the income they generated given that Mibanco was acquired at the end of the quarter.
    ** Grupo Pacifico's NIM comes from Pacifico Vida's financial income from their investments.
    *** Credicorp also includes Credicorp Capital, Prima, Grupo Crédito and eliminations for consolidation purposes.

[^7]:    (1) Includes acceptances outstanding, reserves for property and casualty claims, reserve for unearned premiums, reinsurance payable and other liabilities.

    * At 1Q15, the L/D ratio in local currency was $119.3 \%$ and in foreign currency $92.5 \%$.
    ** 1Q14 figure includes liabilities from Mibanco and Edyficar but not expenses given that the consolidation took place at the end of 1Q14.

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

[^9]:    (1) Includes Bolivia, work out unit, and other banking.

[^10]:    (1) Average daily balances.
    (2) Includes Edyficar.
    (3) Includes Edyficar, Bolivia, work out unit, and other banking.

[^11]:    (1) Q-end Total Loans.
    (2) Average daily balances.
    (3) Includes work out unit, and other banking

[^12]:    | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | 1Q14* | 2Q14 | 3Q14 | 4Q14 |
    | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | 1Q15

[^13]:    * Mibanco was incorporated in 1Q14

[^14]:    (1) Call date - 10 years
    (2) Result after the exchange of notes with the BCP26.
    (3) Result after reopening for US\$170,000,000 in April 2013 and US\$200,000,000 in January 2014
    (4) Result after the exchange of notes with the BCP23.
    (5) Result after the exchange of notes with the BCP16.
    (6) As of Mar 2015. Includes local subordinated and corporate bonds, remittances, syndicated loans and others.

[^15]:    *At 1Q15, the L/D ratio in local currency was $119.3 \%$ and in foreign currency $92.5 \%$.
    ** 1 T14 figure includes Mibanco and Edyficar liabilities but not expenses, since the consolidation took place at the end of 1Q14,

[^16]:    * Based in Peru GAAP.
    ${ }^{* *}$ Adjusted PDL $=[($ Past due loans + Refinanced and restructured loans) $/$ Total loans $]+[$ Charge offs / (Total loans + Charge offs ) $]$

