## CREDICORP

May 2014

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Environment Credicorp Business Units Sustainability

Peru's economic performance and outlook remain above LatAm peers'...

## Peru's key economic highlights Dec-13

| Population (million) | 30.5 |
| :--- | :--- |
| GDP (US\$ billion)* | 210.5 |
| GDP per capita (US\$) | 6,907 |
| Inflation | $2.86 \%$ |
| International Reserves (US\$ billion) | 65 |
| Loan Dollarization | $40.8 \%$ |
| Deposit Dollarization | $40.7 \%$ |
| Exports / GDP* | $17.2 \%$ |
| Investment / GDP* | $28.6 \%$ |

* Annualized.

GDP Growth (real, \%)


Exchange Rates in LatAm (Jan.'11=100)



Inflation (\%, eop)



* Peru's figures, source BCP.


## Environment - Macroeconomic Indicators

Fiscal consolidation led to an improved sovereign rating and low country risk perception..

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Fiscal Balance (\% GDP)


Investment (\% GDP)


Low risk environment

|  | Country Risk <br> (12-month avg.) | Sovereign Rating <br> (FC LT Debt) |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 192 pbs | Mexico | BBB | Baa1 | BBB+ |
| 189 pbs | Brazil | BBB | Baa2 | BBB |
| 165 pbs | Peru | BBB+ | Baa2 | BBB |
| 154 pbs | Chile | AA- | Aa3 | A+ |
| 153 pbs | Colombia | BBB Baa3 BBB- |  |  |



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Environment Credicorp Business Units Sustainability

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



[^0]At current market price, Credicorp's market cap stands at US\$ 11,966 million...


## Shareholder structure ${ }^{(1)}$



## Stock price \& Market capitalization (US\$)



| Market Cap <br> (US\$ million) | 6,639 | 3,985 | 6,143 | 9,484 | 8,731 | 11,690 | 10,592 | 11,966 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Key Figures: Credicorp | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | 2010 | 2011 | 2012 | 2013 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Payout Ratio | 1,604 | 1,767 | 2,011 | 2,561 | 3,022 | 3,744 | 4,233 |
| EPS | 4.40 | 4.49 | 5.89 | 7.16 | 8.89 | 9.89 | 7.11 |
| Market Capitalization (US\$ million) | 6,639 | 3,985 | 6,143 | 9,484 | 8,731 | 11,690 | 10,592 |

[^1]The following figures reflect the strong business performance over recent years and the impact of the currency move in 2013...


Loans (PEN Bn.) \& PDL Ratio (\%)


Net Interest Income (PEN million) \& NIM (\%)


Net Income (PEN million) \& ROAE (\%)


Operating Expenses (PEN million) \& Efficiency Ratio (\%)


Loan growth outlook remains positive in spite of deceleration of Peruvian economy...


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    Foreign Currency Loans (US$ Bn.)
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## Foreign Currency Net Interest Income (US\$ million)

## Local Currency Net Interest Income (PEN million)*



## Credicorp - Overview

Strong loan growth accompanied by higher profitability this Q...

(1) Income before translation results and income taxes.
(2) Pacifico figures. Doesn't include technical result from medical subsidiaries
(3) Averages are determined as the average of period-beginning and period-ending balances.

## Credicorp - Regulatory Capital and Capital Adequacy Ratio

Credicorp maintains a level of capitalization 1.19 times higher than the minimum required by Basel II standards...

Evolution Regulatory Capital Ratio(1) (Basel II)



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Environment Credicorp Business Units Sustainability

Business Units
Banking - BCP

- Market overview
-Results
-Strategy
Insurance - Pacifico
Asset Management - ASB \& Prima
AFP
Investment Banking - Credicorp
Capital

Low banking penetration and high elasticity of loans ( 2.5 x ) provide high loan growth potential...


Banking penetration (\%) *
(Total loans / GDP)


## Limited development of infrastructure

Branches per 100,000 people**

...Retail banking still offers strong growth opportunity: only $50 \%$ of employed EAP is banked.

Total Population (2011): 29.7 million Total EAP (2009): 14.8 million


Urban EAP by socioeconomic
segment (2009)


# Business Units 

Banking - BCP -Market overview
-Results
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Capital
$B C P$ is the largest bank and the leading supplier of integrated financial services in Peru...

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| Financial Highlights | 1Q14 | 4Q13 | 1Q13 |
| :--- | :--- | :--- | :--- |
| Assets (PEN million) | 107,076 | 98,490 | 96,037 |
| Loans (PEN million) | 68,322 | 62,353 | 54,125 |
| Deposits (PEN million) | 70,905 | 64,772 | 62,368 |
| Equity (PEN million) | 8,480 | 8,307 | 6,971 |
| Operating income (PEN million) ${ }^{(1)}$ | 667.6 | 593.5 | 572.5 |
| Net Income (PEN million) | 478.1 | 402.0 | 366.9 |
| Net financial margin | $5.33 \%$ | $5.37 \%$ | $5.03 \%$ |
| NIM on loans ${ }^{(2)}$ | $7.99 \%$ | $8.40 \%$ | $8.10 \%$ |
| ROAE ${ }^{(8)}$ | $22.8 \%$ | $19.8 \%$ | $20.9 \%$ |
| Efficiency ratio | $44.7 \%$ | $46.9 \%$ | $50.6 \%$ |
| PDL ratio | $2.67 \%$ | $2.30 \%$ | $2.04 \%$ |
| BIS ratio ${ }^{(4)}$ | $15.07 \%$ | $14.46 \%$ | $14.65 \%$ |


| Network | 1Q14 | 4Q13 | 1Q13 |
| :--- | :---: | :---: | :---: |
| Branches | 415 | 401 | 379 |
| Agentes BCP | 5,653 | 5,820 | 5,627 |
| ATM | 2,153 | 2,091 | 1,925 |
| Employees | 23,510 | 22,657 | 22,804 |

> Loan dollarization


■ Foreign Currency

Deposit dollarization


- Domestic Currency

(1) Income before translation results and income taxes.
(2) 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].
(3) Average are determined as the average of period-beginning and period-ending balances.
(4) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011). Risk weighted assets include market risk and operation risk.

Total loans was up $9.6 \%$ following the Mibanco consolidation, while average daily balances expanded $+2.1 \%$ QoQ and $+18.1 \%$ YoY..


Loan portfolio by currency (PEN million)


## Loan evolution by segment*

|  | Total Loans (PEN million) |  |  |  |  | LC Loans (Expressed in PEN) * \%Change |  | FC Loans (Expressed in US\$) * \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | 1Q14 | 4Q13 | 1 Q13 | QoQ | YoY | QoQ | YoY | QoQ | YoY |
| Wholesale Banking | 30,002 | 29,052 | 25,036 | 3.3\% | 19.8\% | 18.1\% | 87.4\% | -2.8\% | -4.8\% |
| - Corporate | 18,889 | 18,631 | 16,012 | 1.4\% | 18.0\% | 17.0\% | 106.9\% | -5.3\% | -9.6\% |
| - Middle Market | 11,112 | 10,422 | 9,024 | 6.6\% | 23.1\% | 20.2\% | 58.7\% | 1.4\% | 4.2\% |
| Retail Banking | 27,817 | 27,689 | 24,392 | 0.5\% | 14.0\% | 2.3\% | 18.8\% | -4.6\% | -5.0\% |
| - SME | 6,986 | 7,091 | 6,303 | -1.5\% | 10.8\% | -1.3\% | 12.0\% | -3.7\% | -6.0\% |
| - Business | 2,455 | 2,646 | 2,222 | -7.2\% | 10.5\% | 0.0\% | 29.8\% | -10.6\% | -4.2\% |
| - Mortgages | 10,012 | 9,740 | 8,510 | 2.8\% | 17.6\% | 6.5\% | 33.3\% | -3.5\% | -9.2\% |
| - Consumer | 5,469 | 5,372 | 4,700 | 1.8\% | 16.4\% | 2.0\% | 16.0\% | 0.5\% | 8.5\% |
| - Credit Cards | 2,896 | 2,839 | 2,657 | 2.0\% | 9.0\% | 2.6\% | 8.5\% | -3.6\% | 4.1\% |
| Edyficar | 2,677 | 2,504 | 2,014 | 6.9\% | 32.9\% | 7.1\% | 33.4\% | -7.5\% | -13.1\% |
| Total Loans** | 63,842 | 62,504 | 54,071 | 2.1\% | 18.1\% | 6.8\% | 34.1\% | -2.9\% | -3.0\% |

Core deposits (Non- interest bearing deposits, Demand deposits, saving deposits, CTS) expanded $+5.8 \%$ QoQ and $+10.2 \%$ YoY...


| Liabilities PEN 000 | Quarter |  |  | \% Participation |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4Q13 | 1Q13 | 1Q14 | 4Q13 | 1Q13 | QoQ | YoY |
| Non-interest bearing deposits | 18,110,179 | 17,237,076 | 16,253,659 | 25.5\% | 26.6\% | 26.1\% | 5.1\% | 11.4\% |
| Demand deposits | 3,830,393 | 3,559,351 | 3,197,722 | 5.4\% | 5.5\% | 5.1\% | 7.6\% | 19.8\% |
| Saving deposits | 19,690,923 | 17,764,196 | 16,247,958 | 27.8\% | 27.4\% | 26.1\% | 10.8\% | 21.2\% |
| Time deposits | 22,791,626 | 19,329,112 | 21,117,121 | 32.1\% | 29.8\% | 33.9\% | 17.9\% | 7.9\% |
| Severance indemnity deposits (CTS) | 6,251,380 | 6,682,125 | 5,367,485 | 8.8\% | 10.3\% | 8.6\% | -6.5\% | 16.3\% |
| Interest payable | 230,439 | 199,723 | 184,050 | 0.3\% | 0.3\% | 0.3\% | 15.4\% | 25.2\% |
| Total deposits | 70,904,940 | 64,771,583 | 62,367,995 | 100.0\% | 100.0\% | 100.0\% | 9.5\% | 13.7\% |

## Interest rate on loans (monthly avg.)



Interest rate on deposits (monthly avg.)


## Banco de Crédito BCP

Increase in PDLs in the SME and CC books demand high provisions but risk adjusted pricing helps preserve profitability...

Loan Portfolio ${ }^{(1)}$ by Banking Segment (PEN million) \& PDL ratio (\%)


[^2]

## Banco de Crédito BCP

Growth in NII accompanied by less operating expenses ...

Net Interest Income (PEN million)


Net Interest Margin


Non Financial Income (PEN million)


Operating Expenses (PEN million)


[^3]Electronic channels continue to grow, while total number of transactions went up $+5.9 \%$ Dec12-Dec13...


Teller transactions vs. Other channels


Network expansion in line with penetration objectives....

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## Branches



Agentes BCP


## ATMs



Total*


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

## Assets breakdown

(PEN 107.1 Bn. as of Mar-2014)

Liabilities breakdown (PEN 98.2 Bn. As of Mar-2014)


Cash and due from banks (Mar-14):
$16.2 \%$ non-interest bearing
83.8\% interest bearing

LC $=$ overnight $-195 \mathrm{bps}=1.5 \%$
FC $=25 \%$ LIBOR ( 1 month)


[^4] the average between the begining and closing balances of total liabilities (excluding other liabilities).

## 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


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

(1) Will increase $0.5 \%$ annually.
(2) Regulatory Capital / Risk-weighted assets (legal minimum $=10 \%$ since July 2011).
(3) 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 x 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).
(4) 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
(5) Accounts for the $2.5 \%$ countercyclical buffer.

## BCP has consolidated its leadership in all product lines, but has space to grow in the retail business...



| Loans (\%) | BCP |  | BBVA Perú |  | Scotia Perú |  | Intbk |  | Fallab. | Mi Banco |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 39 |  |  |  |  |  |  |  |  |  |
| Wholesale |  |  |  |  | 13 | 14 | 8 |  |  |  |  |
|  |  | 33 |  | 29 |  |  |  |  |  |  |  |
| Mortgage |  |  |  |  | 13 | 14 | 12 | 12 |  |  |  |
|  | 24 | 24 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | 13 |  |  |  | 14 | 12 |
| SME ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Consumer ${ }^{(1)}$ | 20 | 21 | 89 |  | $13 \quad 14$ |  |  | 1 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |


| Liabilities <br> (\%) | BCP | BBVA Perú | Scotia Perú | Intbk |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | 35 | 38 |  |  |  |  |


(CTS)


## Business Units

Banking - BCP
-Market overview
Results
-Strategy Insurance - Pacifico
Asset Management - ASB \& Prima AFP
Investment Banking - Credicorp
Capital

Throughout its 125 years BCP has developed substantial competitive advantages over its competitors....
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## Strong franchise

Consolidated leadership in all 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

- Position as leader has allowed for attraction and retention of 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

- 125 years of operations has led to largest client data base in the industry.
- 4.5 million clients in terms of deposits and 1.6 million in terms of loans.
- Use of sophisticated Data-Mining tools to analyze valuable information.

BCPs strategy focuses on three levers to support long term growth and profitability...

1. Risk Management

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


## 3. Efficiency

- Major efficiency project looking for best practices - Creation of Efficiency Division.
- Capture operating efficiencies to boost profitability.
- Transformation process will last 2-3 years. Currently, situated at diagnosis stage.


## 2. Growth in SMEs

- Identification and segmentation of SME clients.
- Evaluation and design of new business models.
- Network expansion (MiBanco).

SME portfolio deterioration in 2013 has led to adjustments in our risk management...

- System registered PDL deterioration and turning point starting on January 2013.
- Performance of commercial sector's GDP impacted PDL.
- Increase in the usage of credit lines in the system.
- Increase in number of institutions clients hold debt with.
- Client's sales from 2012 year-end campaign below estimates, in line with GDP performance.
- Clients faced higher service debt that couldn't pay off.

Fine tuning of risk and collection models

- Policies and processes
- Monthly calibration of scoring models and risk tools.
- Pricing

A strategy to increase our presence in consumer \& SME clients through an expanded network...

Network Expansion



|  |  |
| ---: | :--- |
| $30 \%$ | $\longrightarrow$$62 \%$ - Lima <br> $38 \%$ - Provinces |
| $22 \%$ | $\longrightarrow \quad$$60 \%-$ Lima <br> $40 \%-$ Provinces |



## Banco de Crédito BCP - New Initiatives

Mobile banking adds value to different client segments...


## Banco de Crédito BCP <br> Microlending through Edyficar

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




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

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Total Loans (PEN million) and PDL (\%)


Net income (PEN million) and ROAE (\%)


SME market share


Commercial Indicators

|  | 2010 | 2011 | 2012 | 2013 |
| :--- | ---: | ---: | ---: | ---: |
| Clients (thousand) | 286 | 356 | 433 | 507 |
| Employees | 1,699 | 2,359 | 3,473 | 4,359 |
| Branches | 101 | 124 | 163 | 190 |

Mibanco experienced significant growth, but shifted focus to larger clients \& higher average ticket sacrificing profitability...

Loan evolution (PEN million) and Yield*


Re-composition of portfolio (PEN 000)**


## Average ticket price and Number of Clients




[^5]MiBanco's portfolio characteristics resemble that of Edyficar's, enabling its alignment to the successful Edyficar business model...

Loan portfolio distribution



ROAE*


PDL ratio


Business Units
Banking - BCP Insurance - Pacifico
Asset Management - ASB \& Prima AFP Investment Banking - Credicorp Capital

High growth potential explained by low insurance penetration in the country..

## Written premiums per capita 2012

(US\$) (P\&C + Health + Life)


Life Insurance Premiums / GDP
(2012)


Non-life Insurance Premiums/ GDP
(2012)


Pacifico's strategy is focused on three strategic pillars

Objectives

## Actions



Highly productive and professional channels.

- Develop scalable direct and alternative distribution channels with lower acquisition costs: sales force, telemarketing, sponsor and electronic channels.
- Capture growth potential in provinces through development of tailored value proposition supported by infrastructure and qualified management.

Start virtuous cycle: Low cost - good price - risk selection - more sales - higher net income.


Efficiency


Position ourselves as the "easiest way of getting insured".

- Implement new core system architecture supported by world-class vendor solution (GuideWire and CRM).
- Strengthen and decentralize specialized subscription model.
- Develop an effective reinsurance program, to control volatility, keep results and reduce expenses.
- Establish simple and standardized processes for greater customer satisfaction and low operational costs.
- Effective and efficient transactions (first call resolution) to maximize the value of every customer contact.
- Develop easy to understand policies and offer modular prices to attract customers.

Higher contribution to BAP associated to better underwriting results in PPS and Health lines ...


## Breakdown of Total Net Earned Premiums \& Net Earnings <br> by line of business (PEN million)

|  |  | Quarter |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q14 | 4Q14 | 1Q13 | QoQ | Yoy |
|  | PPS ${ }^{(1)}$ | 210.8 | 212.5 | 184.4 | -0.8\% | 14.3\% |
|  | Life Insurance ${ }^{(1)}$ | 145.2 | 152.6 | 180.7 | -4.8\% | -19.7\% |
|  | Health Insurance ${ }^{(1)}$ | 180.4 | 176.9 | 152.6 | 2.0\% | 18.2\% |
|  | Total Pacifico Group ${ }^{(1)}$ | 536.3 | 542.0 | 517.8 | -1.0\% | 3.6\% |
|  | Underw riting result ${ }^{(2)}$ | 93.4 | 71.4 | 77.7 | 30.9\% | 20.2\% |
|  | PPS | -0.9 | 7.0 | -12.3 | -113.6\% | 92.3\% |
|  | Life Insurance | 32.7 | 21.5 | 38.6 | 52.4\% | -15.2\% |
|  | Health Insurance ${ }^{(4)}$ | 6.9 | -15.0 | 3.5 | 145.8\% | 96.5\% |
|  | Total Pacifico Group | 39.2 | 11.8 | 29.6 | 230.6\% | 32.2\% |
|  | Contribution to BAP | 37.9 | 13.2 | 29.1 | 187.6\% | 30.4\% |

(1) Without eliminations
(2) Pacífico figures.
(3) Before minority interest
(4) After results from medical services


Combined Ratio (\%)


ROAE 1Q14 without unrealized gains Pacífico Vida = 10\%

SANNA will be the most important and largest private medical network in the country...

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## Forecasted presence in the country

## Medical centers

Clinics- Installed capacity (\# of patients)
(1) Capacity: Number of Beds.
(2) Capacity: Medical Offices.
(3) Capacity: Emergency Rooms

| Bussiness Lines |  | Capacity | Medical Care Volume |
| :---: | :---: | :---: | :---: |
| Hospital ${ }^{(1)}$ | Jan-13 | 190 | 4,118 |
|  | Sep-13 | 215 | 4,991 |
|  | Var\% | 13\% | 21\% |
| Ambulatory ${ }^{(2)}$ | Jan-13 | 131 | 40,429 |
|  | Sep-13 | 203 | 56,351 |
|  | Var\% | 55\% | 39\% |
| Emergency ${ }^{(3)}$ | Jan-13 | 47 | 7,842 |
|  | Sep-13 | 49 | 9,411 |
|  | Var\% | 4\% | 20\% |



Capacity and Medical Care Volume
Forecasted evolution of medical network

Bussiness Lines
Capacity
Medical Care

Business Units

> Banking - BCP Insurance - Pacifico Asset Management - ASB \& Prima AFP Investment Banking - Credicorp Capital

Growth potential in our asset management business due to the increase in wealth and higher income of individuals...

## GDP per capita (US\$ thousand)



## Saving in Peru

(Financial system, AFPs, Mutual funds and Stock Exchange) (\% GDP)


Prima's contribution to Credicorp remained stable QoQ obtaining a ROAE of 32.3\%...

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(1) Source: SBS, March 2014. Habitat $=0.2 \%$ for FuM and $1.9 \%$ for Collections.

## Atlantic Security Bank

ASB's net income was impacted by lower gains from sale of securities...

| Sumary of Results US\$ million | Quarter |  |  | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 4Q13 | 1Q13 | QoQ | Yoy |
| Net interest income | 9.5 | 9.7 | 10.3 | -2.0\% | -7.5\% |
| Dividend income | 0.2 | 0.4 | 0.3 | -37.7\% | -29.6\% |
| Fees and commissions from services | 1.8 | 2.3 | 2.0 | -19.7\% | -7.3\% |
| Net gains on foreign exchange transactions | 0.0 | -0.1 | -0.1 | -101.8\% | 101.2\% |
| Core Income | 11.6 | 12.3 | 12.5 | -5.6\% | -7.1\% |
| Net Provisions | 0.0 | 0.0 | -0.3 | 0\% | -100\% |
| Net gains from sale of securities | 1.4 | 2.6 | 5.5 | -44.8\% | -74.3\% |
| Other income | 0.0 | 0.0 | -0.1 | -257.3\% | 147.6\% |
| Operating expenses | -2.5 | -2.9 | -2.2 | -13.6\% | -14.8\% |
| Net income | 10.6 | 12.0 | 15.5 | -11.8\% | -31.9\% |
| Contribution to Credicorp | 10.6 | 12.0 | 15.5 | -11.8\% | -31.9\% |

ROAE (\%) \& BIS ratio (\%)


AuM \& Deposits (US\$ Bn.)


Business Units

Growing integration among Chile, Peru and Colombia demands a regional presence. Together we are very relevant...

## Motivations to become a regional champion



- Larger commercial trade between countries
- Increasing number of companies with multinational presence
- MILA boosting the regional market by attracting more investors and issuers
- Peruvian, Colombian, Chilean, Brazilian and

Regional client needs Mexican based companies financial needs are going beyond frontiers

- Increasing need of specialized regional knowledge and new financial instruments

- Obtain gains of scale by sharing best

[^6]Market Capitalization ${ }^{(1)}$ April 2013


But we want to be leaders in the LATAM markets, with a single regional platform and clear strategy...

## \acredicorpcapital

BCP Capital | Correval | IM Trust

- AuMs: More than USDMM 7,224 (Dec 2013).
- ECM: More than USDMM 9,000 (2010-2012).
- DCM Local: More than USDMM 4,500 in local bonds (2011-date).
- DCM International: More than USDMM 6,100 in 144A/Reg S bonds (2009-date).
- M\&A: More than USDMM 5,000 in advised transactions (2008-2012).



## Consolidation of local leadership

## International projection

Future expansion of activities

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## Environment Credicorp Business Units Sustainability

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

Board Governance

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

Balance of independent and non independent directors


## Length of tenure of directors



## Safe Harbor for Forward-Looking Statements

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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.

## CREDICORP

May 2014

BCP reports a robust growth in net interest income in line with strong loan book expansion...

| Summary of Results <br> (US\$ million) | Quarter |  |  |  | Change \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 1 Q14 | 4 Q13 | 1 Q13 | QoQ | YoY |  |
| Net Interest Income | $1,291.0$ | $1,228.7$ | $1,064.5$ | $5.1 \%$ | $21.3 \%$ |  |
| Provisions, net | $(365.0)$ | $(349.6)$ | $(244.7)$ | $4.4 \%$ | $49.2 \%$ |  |
| Non financial income, net | 610.9 | 630.7 | 595.3 | $-3.1 \%$ | $2.6 \%$ |  |
| Operating expenses ${ }^{(1)}$ | $(869.3)$ | $(916.2)$ | $(842.5)$ | $-5.1 \%$ | $3.2 \%$ |  |
| Total Operating Income ${ }^{(2)}$ | 667.6 | 593.6 | 572.5 | $12.5 \%$ | $16.6 \%$ |  |
| Translation result | $(1.9)$ | $(14.1)$ | $(40.5)$ | $-86.2 \%$ | $-95.2 \%$ |  |
| Income tax | $(186.8)$ | $(176.9)$ | $(163.1)$ | $5.6 \%$ | $14.5 \%$ |  |
| Minority interest | $(0.7)$ | $(0.6)$ | $(2.0)$ | $25.5 \%$ | $-63.1 \%$ |  |
| Net Income | 478.1 | 402.0 | 366.9 | $18.9 \%$ | $30.3 \%$ |  |
| ROAE ${ }^{(3)}$ | $22.8 \%$ | $19.8 \%$ | $20.9 \%$ | 300 bps | 190 bps |  |
| PDL Ratio | $2.67 \%$ | $2.30 \%$ | $2.04 \%$ | 37 bps | 63 bps |  |
| NPL Ratio | $3.37 \%$ | $2.90 \%$ | $2.69 \%$ | 47 bps | $68 \mathrm{bps} \%$ |  |
| Charge-off amount | 269.3 | 319.7 | 149.5 | $-15.8 \%$ | $80.2 \%$ |  |

(1) Includes employees' profit sharing.
(2) Income before translation results and income taxes.
(3) Non-performing loans = Past due loans + Refinanced and restructured loans. NPL ratio = NPLs / Total loans.

## Detail of international current bonds...

| Bond | Issue date | Tennor <br> (years) | Currency | Issued <br> Amount USD | Outstanding <br> Amount USD | Coupon <br> rate |
| :--- | :---: | :---: | :---: | ---: | ---: | :---: |
| Hybrid | 011109 | $60^{(1)}$ | USD | $250,000,000$ | $250,000,000$ | $9.750 \%$ |
| Subordinated | $15 / 10 / 07$ | $15^{(1)}$ | PEN | $483,280,000$ | $186,020,015$ | $7.170 \%$ |
| Subordinated | $07 / 11 / 06$ | $15^{(1)}$ | USD | $120,000,000$ | $2,960,000^{(2)}$ | $6.950 \%$ |
| Subordinated | $06 / 09 / 11$ | $15^{(1)}$ | USD | $476,120,000$ | $476,120,000$ | $6.875 \%$ |
| Subordinated | $24 / 04 / 12$ | $15^{(1)}$ | USD | $350,000,000$ | $720,000,000^{(3)}$ | $6.125 \%$ |
| Corporate | $16 / 09 / 10$ | 10 | USD | $800,000,000$ | $800,000,000$ | $5.375 \%$ |
| Corporate | $16 / 03 / 11$ | 5 | USD | $700,000,000$ | $365,435,000^{(4)}$ | $4.750 \%$ |
| Corporate | $0104 / 13$ | 10 | USD | $350,000,000$ | $716,301,000^{(5)}$ | $4.250 \%$ |


| Total <br> debt (6) USD M M | $\%$ |  |
| :--- | :---: | :---: |
|  | 1,220 | $15.5 \%$ |
| International | 6,650 | $84.5 \%$ |
| Total | 7,870 | $100 \%$ |

(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 March 2014.

We use a sophisticated methodology to control market, credit and operational risk...

## 1) Trading Book

We monitor the market value of equities, bonds, foreign currency and derivatives

- Tools:
- Stressed VaR, Economic capital, Stress testing and Back testing.


## 2) Banking Book (Non-Trading)

We monitor liquidity and interest rate risk

- Liquidity risk
"Liquidity coverage ratio
- Net stable funding ratio
- Depositors concentration ratio
-Liquidity gap analysis
"Contingency plan for liquidity (required by Basel III)


## 1) Wholesale Banking

" Rating Models; Risk-adjusted pricing and return tools.

- Solid team of professionals
- Organizational structure closer to business people to enrich the analysis.


## Operational <br> Risk

## 1) Methodology of risk valuation

- International practices, norms, model of internal control of SOX
- Best practices (Australian model)


## 2) Loss Capture Management

- Monitor, quantification, definition of corrective measures, mitigation or minimization.


## 2) Retail Banking

"Scoring Models of approval and pre-approval for each retail product.

- Income estimation models based on banking transactions data and credit information from the bureau.
"Comprehensive vintage models by product and scoring.
"Behavior models to improve efficiency of collections.
"Risk-adjusted pricing tools.
-In-house modeling unit to maximize the use of the information available.
"Continuous stress-testing to fine tune all models.

3) Business continuity strategy
"ISO Parameters
4) Management of Capital Requirements
"Over 50 managers with operational risk role and responsibility.
-Tactical committee (monthly - Managers of the organization)
" Risk Management Committee (quarterly)
"Operational Risk Management Report for the board of directors (annually)

Sustainability ensures business longevity by creating shared value to stakeholders...


## Main milestones

The main milestones in the process of building the sustainability framework thus far have been:

- Definition of Coporate Vision, Mission and Code of Ethics.
- Definition of Corporate Governance Policies for issues involving stakeholders, the Board, disclosure and transparency, internal audit, risk and compliance.
- Elaboration of a Shareholder's Guide which summarizes shareholder's main rights.
- Establishment of a "quiet-period" of 15 days prior to disclosing Credicorp's financial statements.
- Elaboration of Board Rules which define main responsabilities, election and succession of its directors, and the functions of the different committees that report to the Board.
- Elaboration of Credicorp's Manual for Executives which outlines the principal duties of the main executives.


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

## Objective

- Strengthening risk management at Credicorp consistent with the best practices and regulations;
- Encourage and adequate dissemination of 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 Technical Risk.


## General Principles

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



[^0]:    The chart shows the main subsidiaries of Credicorp after the establishment of the regional investment banking platform under Credicorp Capital Ltd
    Figures as of December 2013.

    * MiBanco was consolidated in March 31, 2014.
    ** Excludes employees from medical services

[^1]:    
    (2) Averages are determined as the average of period-beginning and period-ending balances.
    (3) Based on Net Income attributed to BAP. Number of shares outstanding of 79.8 million in all periods.

[^2]:    ${ }^{(1)}$ Average daily balances

[^3]:    * NIM calculation excluding MiBanco

[^4]:    * Funding cost = [(Total interest expenses - Other interest expenses) * 4] / [Total Deposits + Due banks and correspondants + Bonds and subordinated debt]. We consider

[^5]:    * Yield = Interest income / Total loans
    ** According to SBS definitions: Microenterprise comprises clients with debt < PEN 20,000, and Small Enterprise clients with debt <PEN 300,000. Others include Consumer, Mortgage, Medium Enterprise and Large Enterprise loans.

[^6]:    (1) World Federation of Exchanges.
    (2) LatinFocus.

