

Annual Shareholders' Meeting Presentation

April 2017

 **Interbank Explora**

 **Intercorp Financial Services**

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The Company prepares the financial information included in the presentation in accordance with International Financial Reporting Standards (IFRS). We have included in this presentation certain information reported by the Peruvian Superintendency of Banks, Insurance and Private Pension Fund Administrators (Superintendencia de Banca, Seguros y AFPs, or "SBS") and the Peruvian Securities Commission (Superintendencia del Mercado de Valores, or "SMV") for the Peruvian banking and insurance sector as a whole as well as for individual financial institutions in Peru, including Interbank and Interseguro, our subsidiaries, which report to the SBS and the SMV in accordance with accounting principles prescribed by the SBS ("Peruvian SBS GAAP" or "Local GAAP"). All financial information in this presentation regarding our relative market position and financial performance vis-a-vis the financial services and insurance sectors in Peru are based, out of necessity, on information obtained from SBS and SMV statistics. Information in this presentation regarding our relative market position and financial performance, however, do not include information relating to Inteligo, our subsidiary, as Inteligo is not regulated by and does not report to the SBS or the SMV. In addition, for certain financial information related to our compound annual growth rate we have included such information pursuant to Peruvian SBS GAAP in order to be able to show our growth over a longer period than three years. IFRS differs in certain respects from Peruvian SBS GAAP. Consequently, information presented in this presentation in accordance with Peruvian SBS GAAP or based on information from the SBS or SMV may not be comparable with our financial information prepared in accordance with IFRS.

IFS Overview



Highlights 2016

IFRS

Interbank

Strengthened capitalization and funding structure, with stable profits despite lower loan growth and FX activity

- 9.9% YoY growth in retail deposits led to a 60 bps gain in market share
- Stable PDL ratio QoQ at 2.6%, remaining below the system's average of 2.8% as of Dec-16
- Cost of risk at 3.0% due to loan mix (impact on consumer) and mild credit growth

Interseguro

Results affected by annuity market dynamics and accounting, discount rate impacts; yet improving sequentially in 4Q16

- Premiums growth accelerated QoQ as Interseguro gained market share and the annuity markets stabilized after the regulatory changes, however still lower YoY
- Strong, double-digit annual growth of the investment portfolio

Inteligo

Solid year in activity, revenues, efficiency and profitability

- 12.7% annual growth in AuM+ deposits
- Solid growth on the investment portfolio drove annual revenues up 17.4% YoY
- FY16 net profit increased 62.0% YoY

Intercorp Financial Services

- FY16 profits negatively impacted by lower FX gains at Interbank and higher requirements of technical reserves at Interseguro due to a lower discount rate on annuities, however this reversed in 4Q16
- FY16 ROAE was 17.4%, or 19.8% when excluding discount rate impact on technical reserves
- Expenses were well contained in FY16

Agenda

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Unique platform to benefit from growth potential

2

Consistently delivering high growth & profitability

3

Clear strategy

Agenda

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Unique platform to benefit from growth potential

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Consistently delivering high growth & profitability

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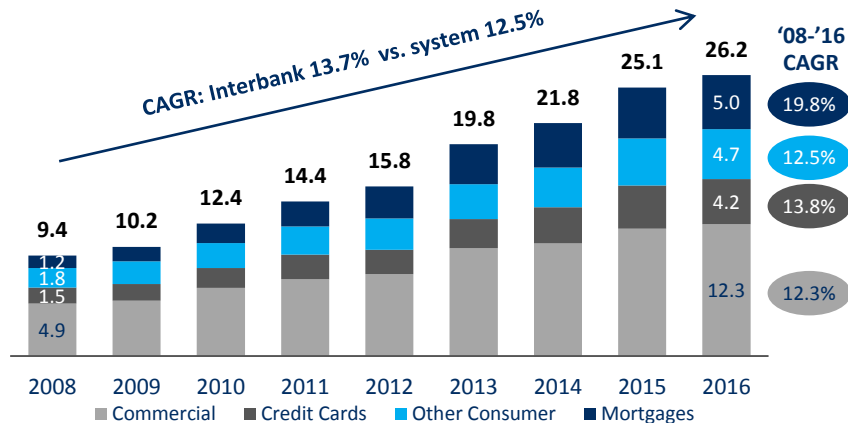
Clear strategy

Interbank: sustained healthy growth with good asset quality



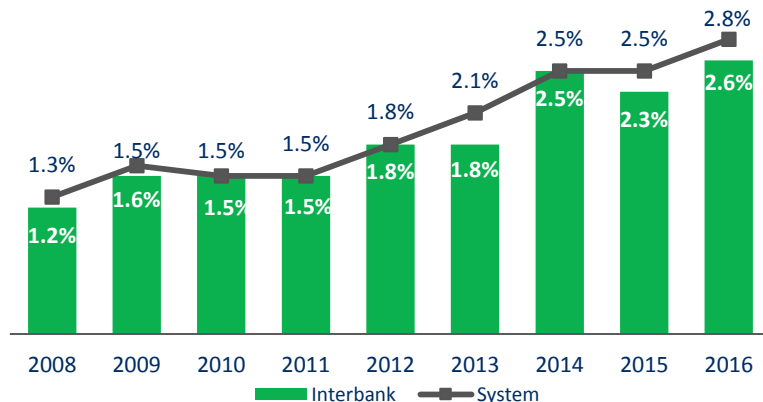
Higher gross loans growth than the system

Interbank's gross loans (S/ bn) ⁽¹⁾



Superior asset quality despite focus on retail business

PDL Ratio



Source: SBS and Company information as of December 2016.

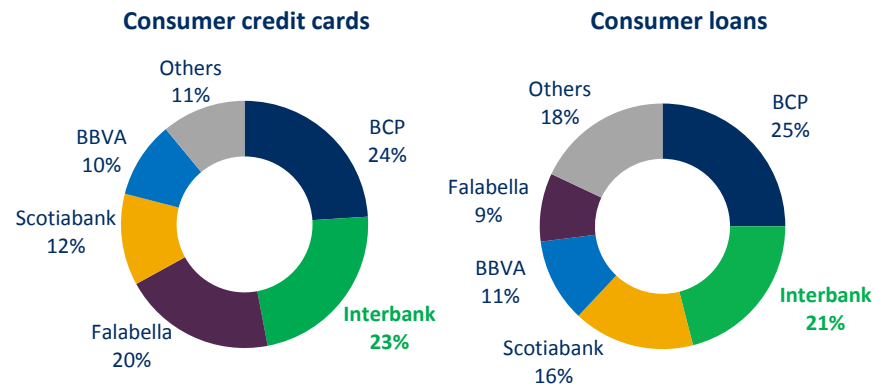
Note: Under Peruvian SBS GAAP.

(1) Under IFRS, banking segment's gross loans were S/ 25,099.9 million and S/ 26,238.2 million in December 2015 and December 2016, respectively.

(2) Cost of risk is calculated as provision expense divided by average loans.

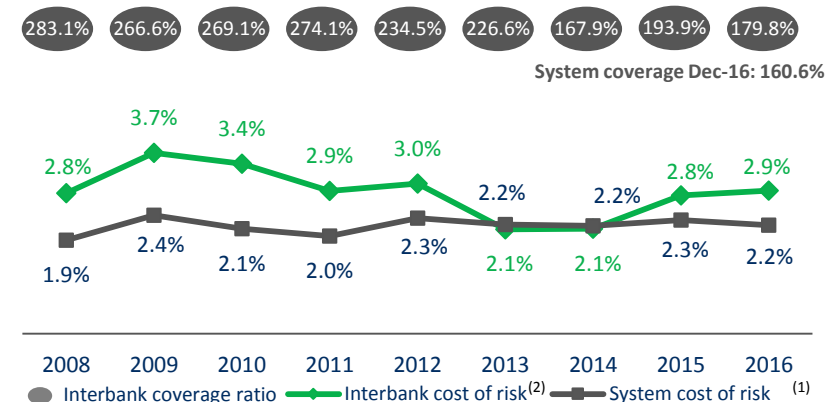
Leading position in credit cards and consumer loans

Market share



Cost of risk reflects loan mix, resulting in high coverage ratios

Coverage ratio and cost of risk evolution

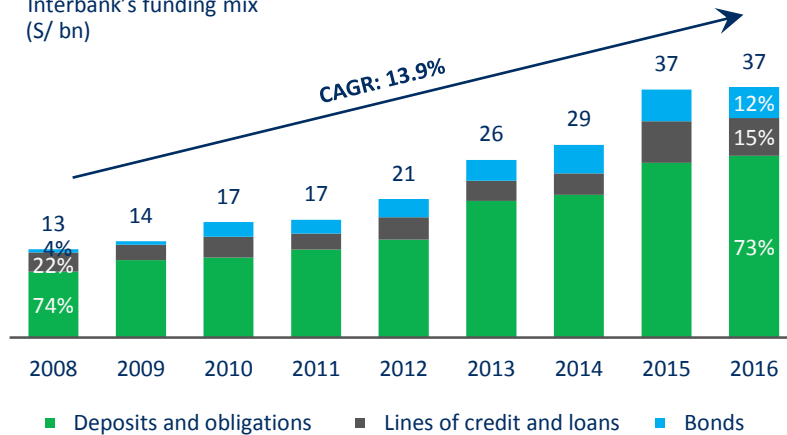


Diversified funding supported by retail deposit base



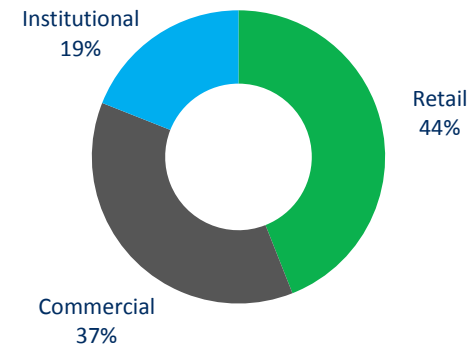
Growing funding base with high component of deposits...

Interbank's funding mix
(\$/ bn)



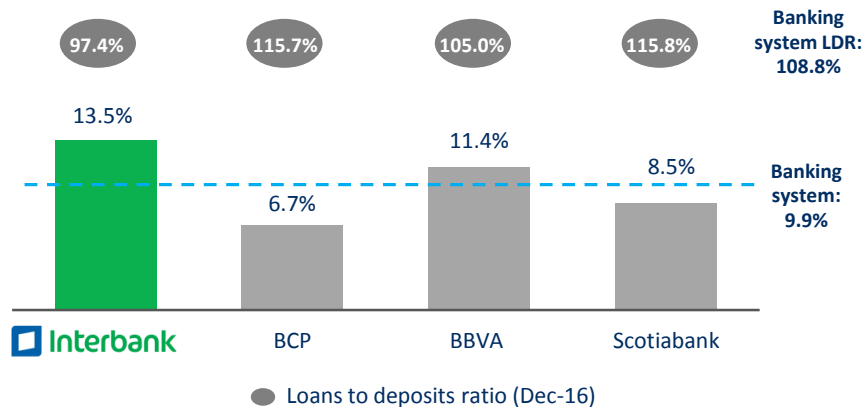
...with focus on retail-oriented deposits...

Interbank's deposits breakdown

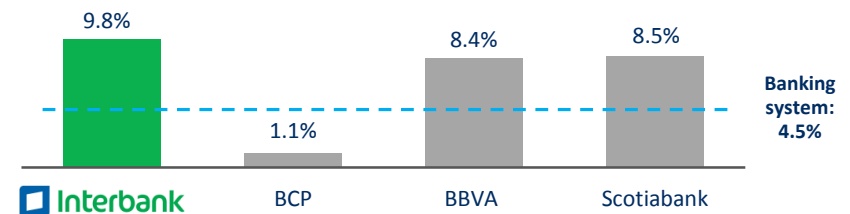


...resulting in the fastest growing deposit-gathering franchise

Banking system deposits '08 – '16 CAGR



Banking system retail deposits 2016 YoY growth



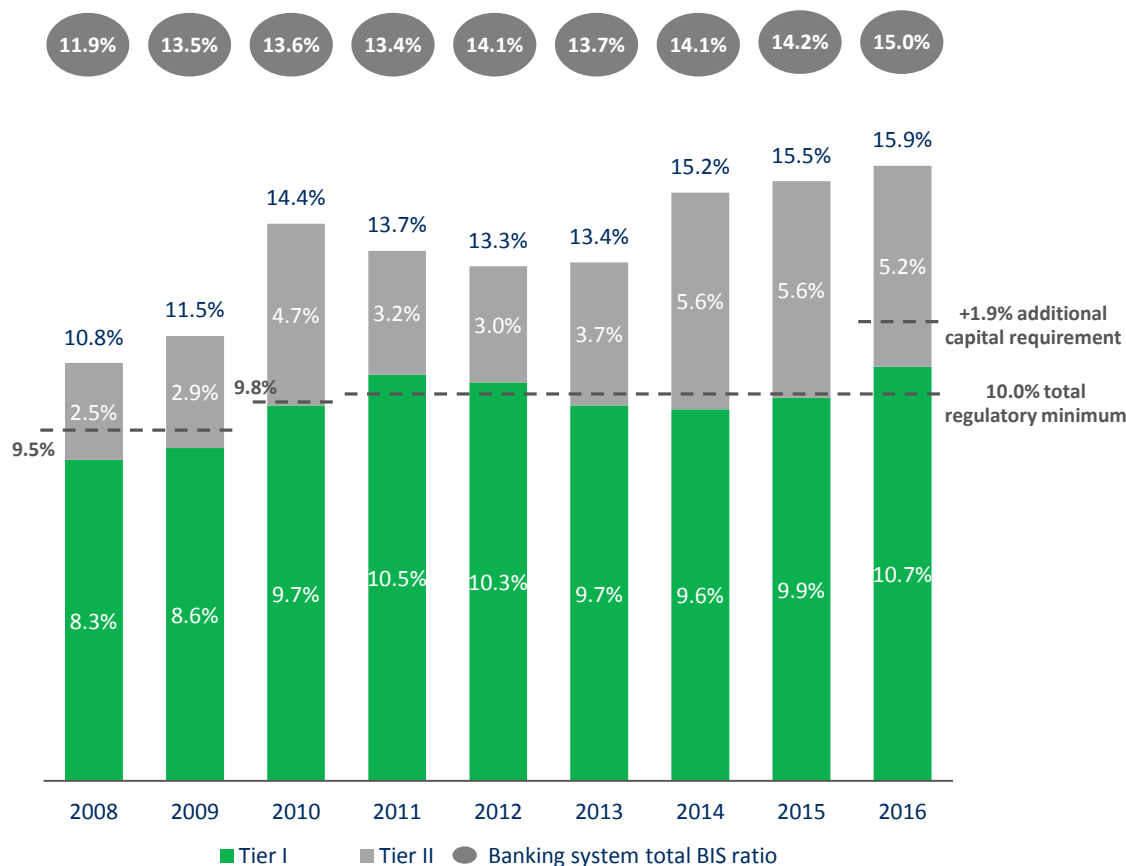
Source: Asbanc and Company information as of December 2016.

Note: Under Peruvian SBS GAAP.

Solid capitalization levels



BIS ratio evolution



Sound regulatory environment

- SBS has adopted Basel II since 2008
- SBS introduced a first set of Basel III between 2012 and 2016:
 - Additional capital based on risk profile
 - Higher risk-weightings for certain products
 - Gradual implementation over five years
- SBS approved implementation of an additional set of Basel III standards to phase in between 2017 and 2026:
 - Annual 10% phase out of existing T1 instruments, yet allowing its eligibility as T2 capital
 - CET1 measure for the purposes of calculating the trigger level on T1 instruments
 - Higher risk-weightings on intangibles with equivalent effect to a deduction

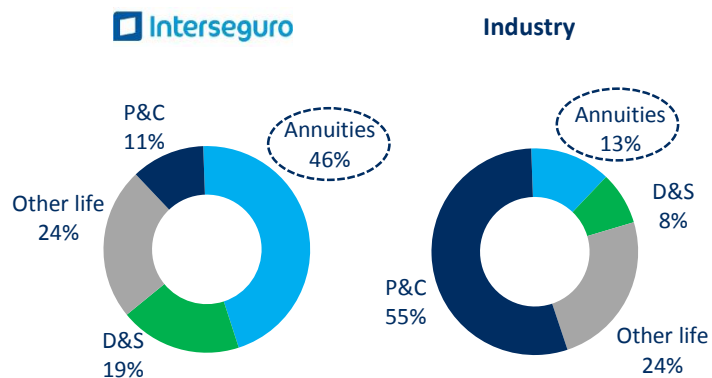
Source: SBS and Company information as of December 2016.
Note: Under Peruvian SBS GAAP.

Interseguro is the industry leader in annuities



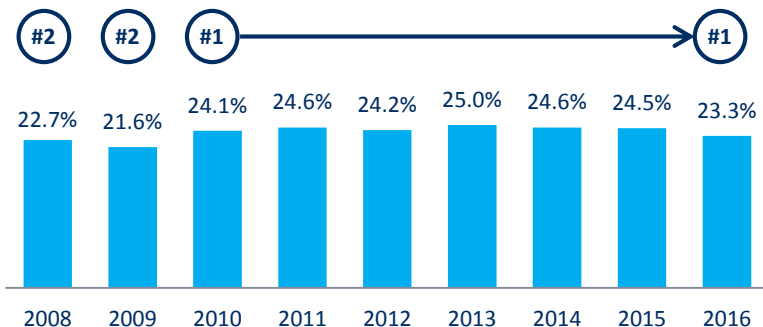
Strategic focus in annuities...

Premiums breakdown (Dec-16)



Undisputed market leadership in annuities...

- ✓ Own network of 383 specialized agents located throughout Peru
- ✓ 125 agents specialized in annuities

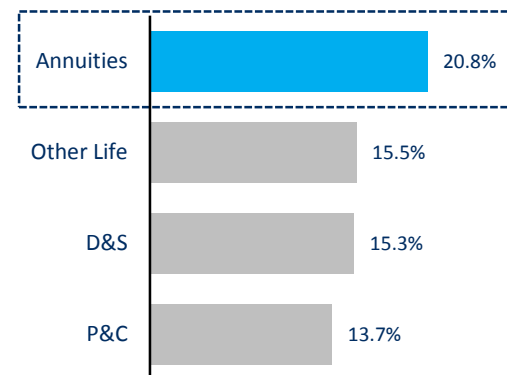


Source: SBS and company information as of December 2016.

Note: Under Peruvian SBS GAAP.
By year-end 2014, Interseguro subscribed a two-year contract of disability and survivorship insurance related to the Private Pension System for the period 2015-2016. Premiums under this contract are totally reinsured.

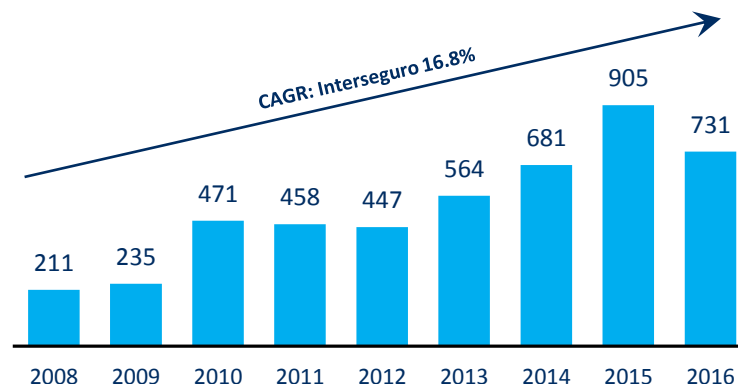
... the fastest growing product in the last years

'08-'15 insurance industry premiums CAGR



... an evolving market

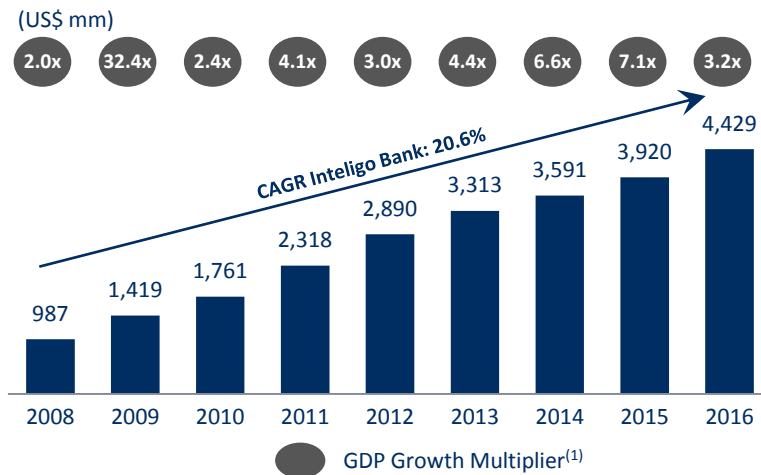
Premiums sold (\$/ mm)



Inteligo: High growth wealth management business

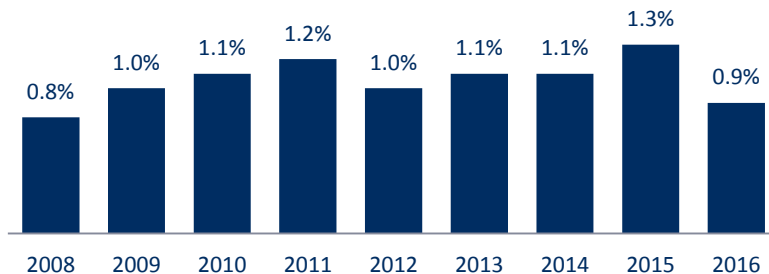


Strong AUM + deposits growth...



...and high profitability...

Fees / Avg. AUM

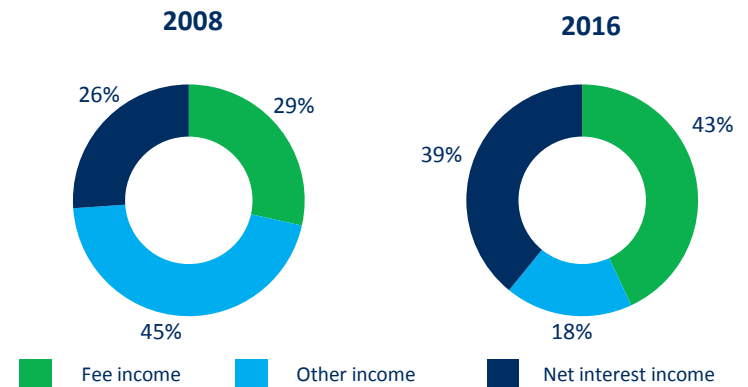


Poised to benefit from wealth creation in Peru, driven by GDP per-capita income growth

- Serves 3,000+ clients with focus on high net worth individuals with investable assets between US\$0.5 and US\$10 million
- Increasingly well recognized brand in the market

...supported by increasing fee and net interest income

Revenue breakdown



Source: SBS and company information as of December 2016.

Note: Data presented for Inteligo Bank.

(1) GDP growth multiplier based on AuM + deposits growth in soles.

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Unique platform to benefit from growth potential

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Consistently delivering high growth & profitability

3

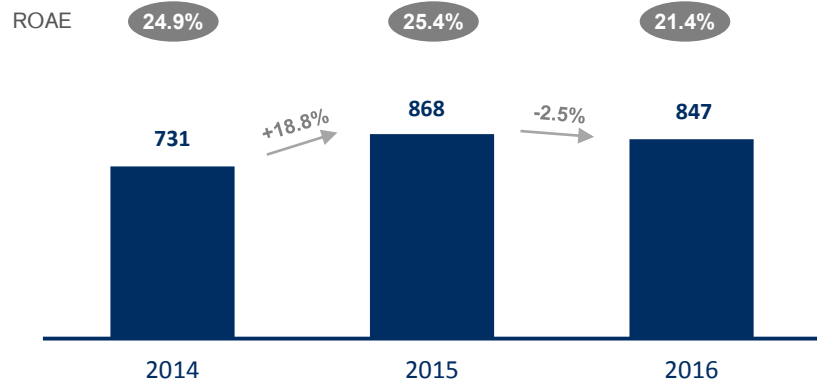
Clear strategy

IFS 2016 result

IFRS

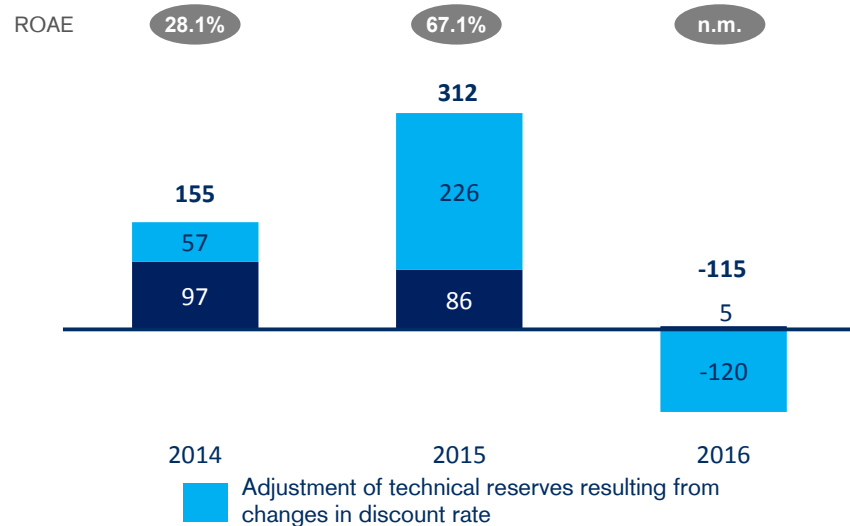
Interbank

Net profit in S/ million



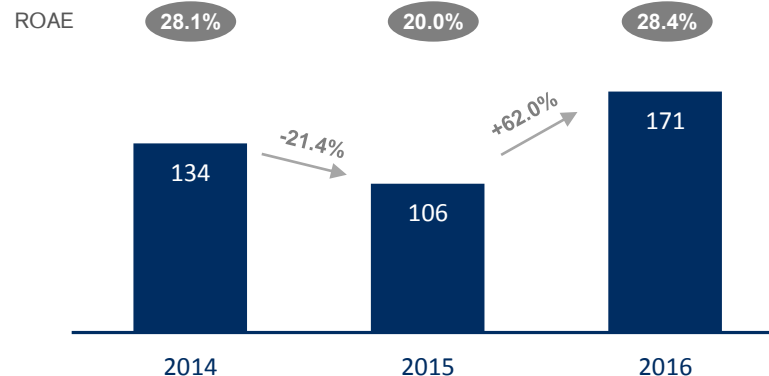
Interseguro

Net profit in S/ million



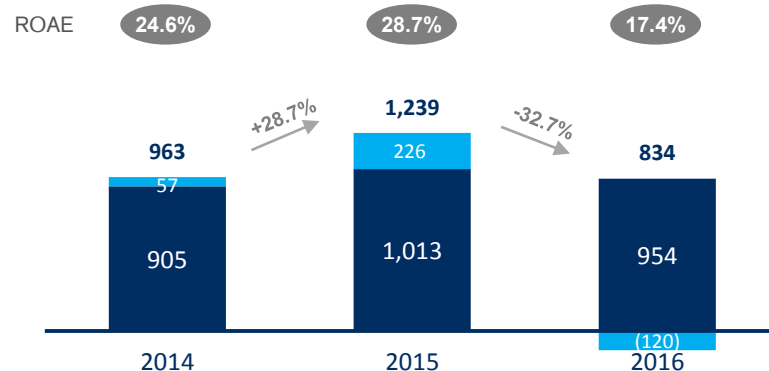
Inteligo

Net profit in S/ million



IFS

Net profit in S/ million



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Clear strategy

Clear strategy: speed, convenience and customer experience

Customer centric
World class CRM

Omni-channel / Digital
Sales and convenience

Strong culture
GPTW

Strategic imperative

Strengthen leadership in core products

Driver: Low penetration

- Expand retail customer base, leverage Inteligo's platform
- Consolidate position in credit cards, payroll loans and corporate banking
- Maintain leadership in annuities, diversify to new products (digital)

Improve market presence in attractive businesses

Driver: Increase market share

- Mortgages, consumer loans, payroll and retail deposits
- Small & medium corporates
- Bancassurance, on-shore wealth management

Increase profitability with focus on cross-selling

Driver: Leverage platform and efficiency

- Increase use of ADC for sales, service and payment
- Deepen cross-selling across 2MM+ customer base
- Leverage Intercorp platform for synergies

Solid culture with market recognition

Driver: Increase market share

- Interbank: Top 20 in Peru⁽¹⁾ for the past 15 years, #12 in LatAm⁽²⁾ in 2016
- Interseguro: Top 5 in Peru⁽³⁾ for the past six years, #8 in LatAm⁽²⁾ in 2016
- Inteligo: Top 15 in Peru⁽⁴⁾ for the past six years

Source: Company information.

- (1) Companies with over 1,000 employees.
- (2) Companies with over 500 employees.
- (3) Companies with 251 to 1,000 employees.
- (4) Companies with 30 to 250 employees.
- (5) Independent pursuant to local standards.

