



Universal bank with strategic focus on retail



Advisory firm for the emerging wealthy



Insurance company focused on life & annuities



Pillar for building our payments
ecosystem

# Intercorp Group: striving to make Peru the best place to raise a family in Latin America



### Building a leading digital financial platform

### Financial highlights

■ Intercorp Financial Services

S/mn | US\$ mn As of Sep23

Total assets (1) 89,359 | **23,559** 

793 | **209** || 835<sup>(2)</sup> | **220** Net profit (1)

**11.3%** | 11.8%<sup>(2)</sup> ROE

**34.6%** | **34.2%**<sup>(2)</sup> Efficiency ratio

### Four key businesses

Interbank

Universal bank with

strategic focus on

MS 22.7%

CETI 11.2%

retail

99.3%

Interseguro

**INTELIGO** 

100.0%

99.8%

focused on life & annuities

Insurance company

Advisory firm for the emerging wealthy

Annuities (3) MS 27.5%

US\$ 5,990 mn AUM

Retail deposits MS 15.2%

Consumer loans

Total assets

Fees / Avg. AUM 0.7%

Solvency ratio

Capitalization ratio 16.0%

izipay

100.0%

Pillar for building our payments ecosystem

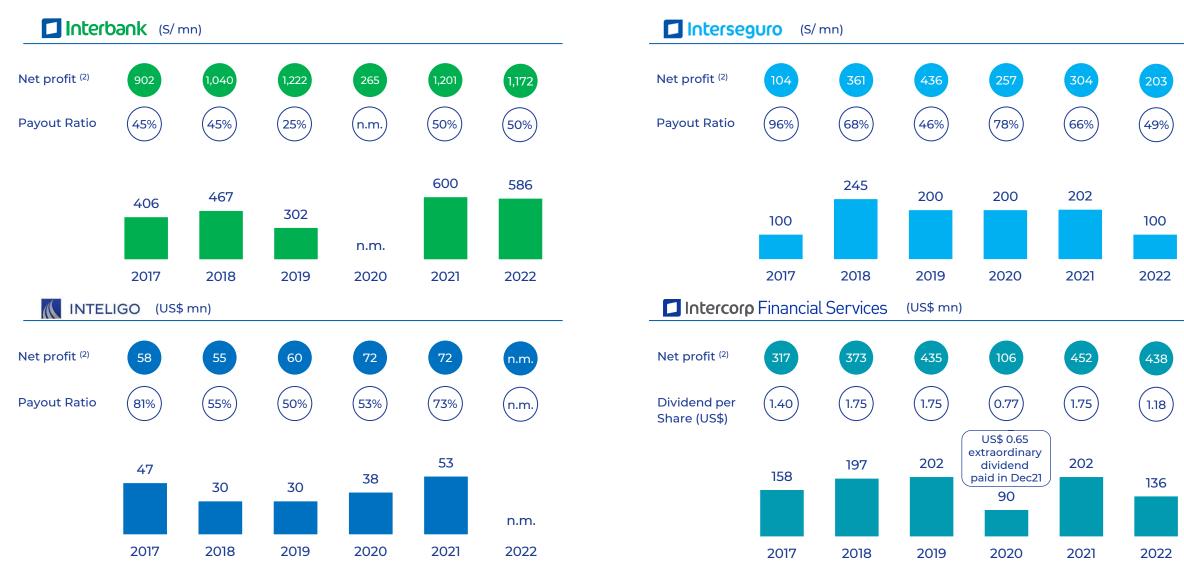


 $> 1.3 \, \mathrm{mn}$ merchants

Source: Company information and SBS as of September 2023

- Figure converted to US dollars using an end of period exchange rate (Sol / US dollar) of 3.793
- Excludes impairment in our banking segment for S/70.0 million or S/41.5 million after taxes in 1Q23
- **Excluding private annuities**

## Consistently delivering strong return to our shareholders



Source: Company information

- l) IFS dividends are declared and paid in U.S. dollars | Represents dividends for the fiscal year which are declared and paid in the following year
- 2) Net profit under Local GAAP for Interbank and Interseguro, and under IFRS for Inteligo and IFS. IFS' net profit converted to US dollars using an exchange rate (Sol / US dollar) of 3.262, 3.318, 3.314, 3.621, 3.987 and 3.814 for 2017, 2018, 2019, 2020, 2021 and 2022, respectively | Adjusted net profit for IFS in 2018 excluding the aggregate negative effect of new mortality tables in our insurance segment for S/144.8 million

### Sound capitalization levels



Macro outlook Profitable growth

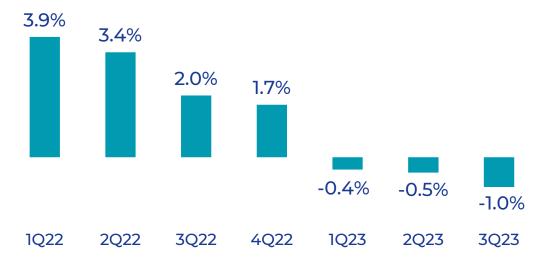
Digital performance

Key businesses

## Decrease in GDP and inflation trigger first cuts in soles reference rate



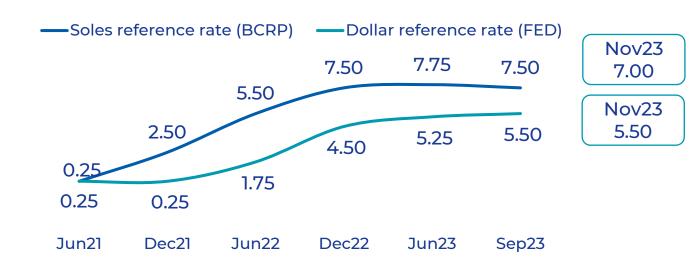
#### Quarterly GDP growth YoY (%)



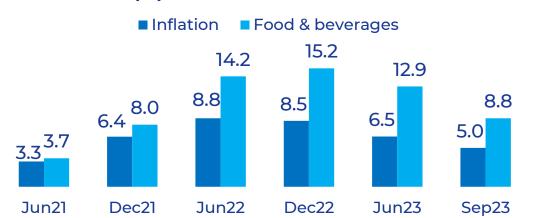
#### **USD/PEN**



#### Interest rates (%)



#### Inflation YoY (%)



Nov23

**3.6**%

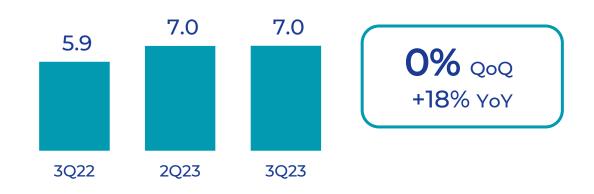
**4.7**%

## We have further moderated banking activity by tightening credit standards



0% 000

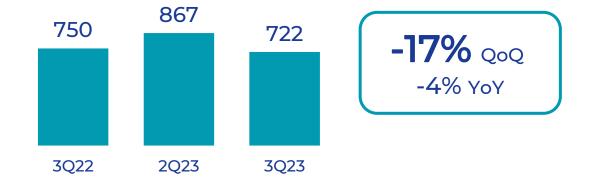
-24% YoY



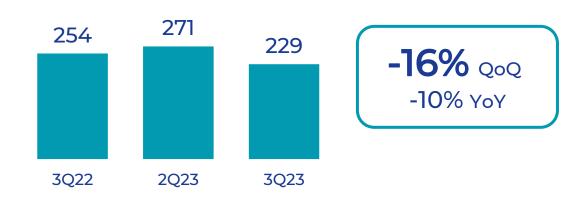
Credit & debit cards purchases (S/bn)



Mortgage disbursements (S/mn)



Personal loans disbursements (S/mn)



SME loans disbursements (S/mn)

### 9M23 operating trends



### **Capital**

2023 9M23

IBK TCR ~ 15% 15.0%

IBK CET1 ~ 11% 11.2%

To remain at sound levels

### **Profitability**

2023 9M23

IFS ROE ~ 14.0% 11.8%<sup>(1)</sup>

**Revised:** 8% - 10%

Impacted by CoR and investment results

### Loan growth

High single digit growth in total loans<sup>(2)</sup> led by low double digit growth in consumer loans

Total loans +10.0% / Consumer +16.6%, decelerating growth

#### Revenues

2023 9M23

IBK NIM 5.5% - 6.0% 5.5%<sup>(1)</sup>

NIM stabilizing

#### **Cost of risk**

2023 9M23

IBK CoR 3.2% - 3.6% 4.0%

Revised: 4.2% - 4.8%

Increasing cost of risk in consumer portfolio

### **Efficiency**

2023 9M23

IFS efficiency <36% 34.2%<sup>(1)</sup>

**IBK efficiency** <39% 36.9%<sup>(1)</sup>

Continued focus on efficiency

- ) Excludes impairment in our banking segment for S/ 70.0 million or S/ 41.5 million after taxes in 1Q23
- 2) Excludes Reactiva Peru Ioans

Macro outlook

# Profitable growth

Digital performance

Key businesses

### Customer base growth continues across businesses

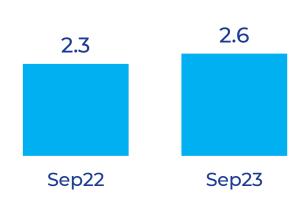


**+11%** YoY

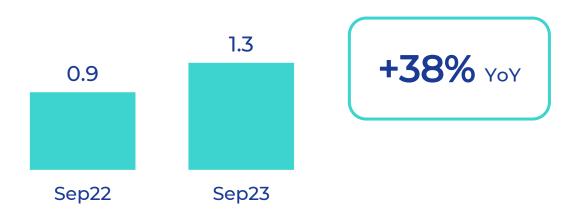








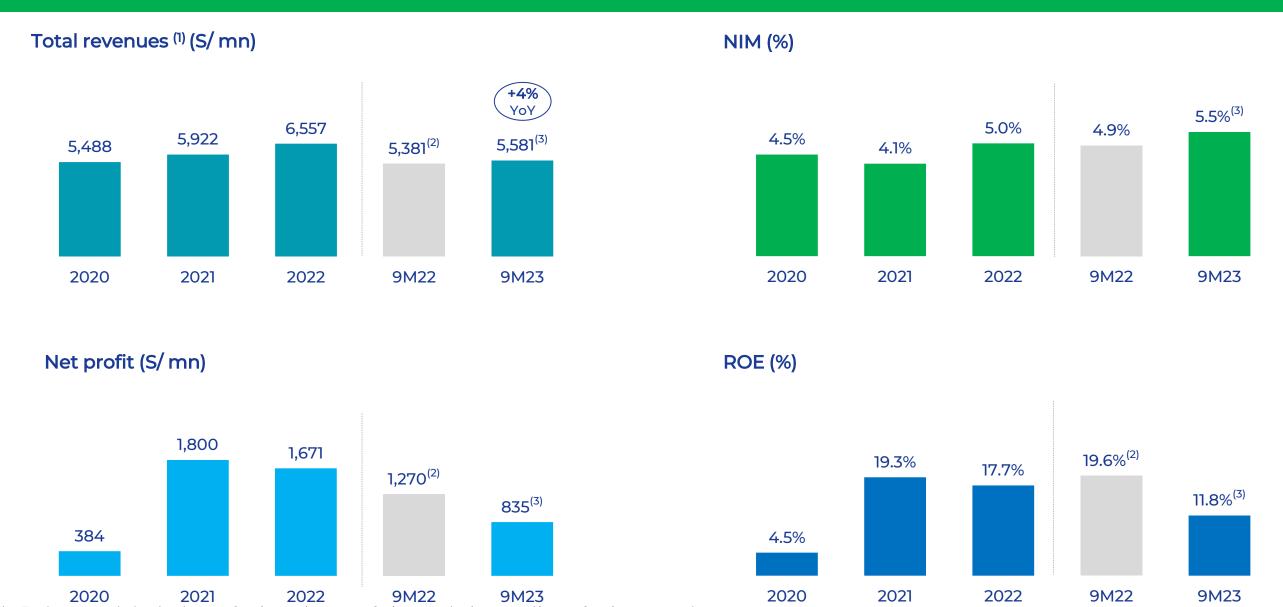




Payments – merchants (mn)

## Growth in total revenues driven by NIM recovery





Total revenues calculated as the sum of net interest income, net fee income, other income and income from insurance results

<sup>)</sup> Includes extraordinary income of S/ 223 million from revaluation of Izipay's assets at IFS in 3Q22

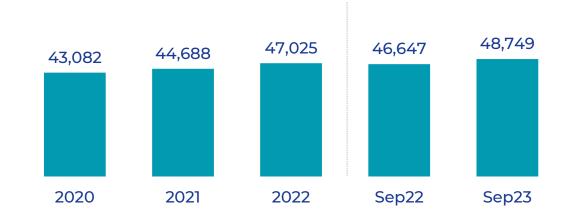
Excludes impairment in our banking segment for S/70.0 million or S/41.5 million after taxes in 1Q23

Figures for 9M22 have been re-expressed for comparison purposes due to IFRS17 adoption

## Sustained assets growth supported by appropriate funding



#### Total gross loans (S/mn)



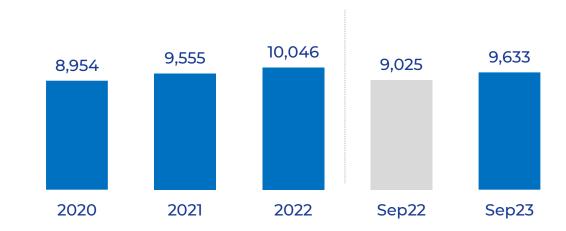
#### Total deposits (S/mn)



#### AUM evolution (S/mn)



#### Net shareholders' equity (S/mn)



### Continuous focus on efficiency



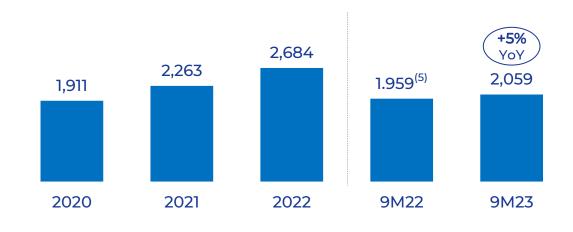
#### Optimizing our distribution channels (Units)



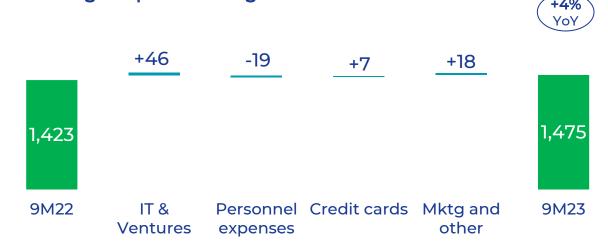
#### Focus on efficiency ratio (2)



#### Variable expenses drive costs higher – Other expenses (S/mn)



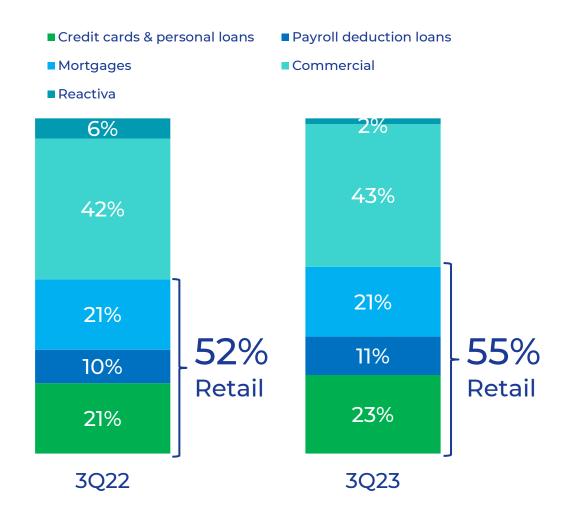
#### Banking's expenses bridge

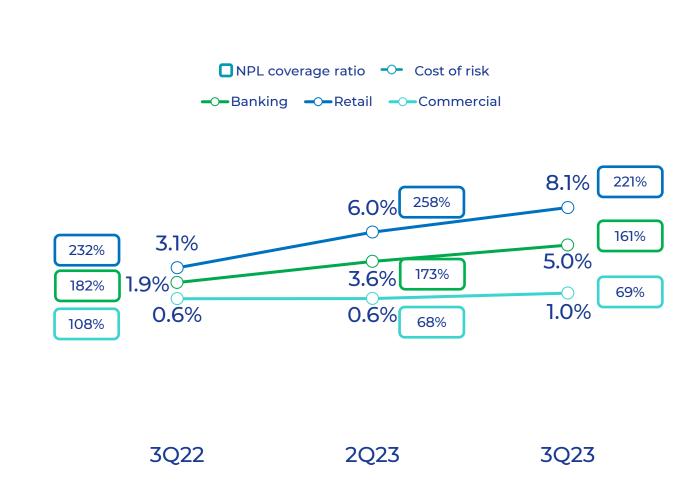


Source: Company information as of September 2023

- 1) Correspondent agents includes external network
- 2) Efficiency ratio is defined as (Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Net fee income + Other income + Income from insurance results)
- (i) IFS' C/I ratio was 43.2% when excluding extraordinary income of S/ 223 million from revaluation of Izipay's assets at IFS
- 4) IFS' C/I ratio was 34.6% when including impairment in our banking segment for S/70 million in 1Q23 | 5) Includes expenses attributed to payments business for S/61.9 million in 1Q22

## Asset quality deterioration in retail banking due to adverse macro variables





Banking – Performing loans breakdown

Banking – Cost of risk

Macro outlook Profitable growth

Digital performance

Key
businesses

# Our transformation path to a digitally-driven organization



Prior to 2014

2015 - 2018

2019 - 2021

2022 onwards

2

3

4

Store-centric model

focused on physical convenience

Physical supports growth

Omnichannel platform

with strong focus on building digital capabilities

Digital supports physical

Digital first

with growth through advanced analytics

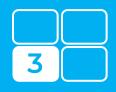
Physical supports digital

Two-tier digital strategy

to foster profitable & sustainable growth

Digital only vision

# Our two-tier digital strategy to foster profitable & sustainable growth



### 1. Digitalization

Focus on growing and allowing customers to fulfill their financial needs 100% digitally

### 2. Accelerated growth

Focus on increasing velocity of new sources of revenues & sustainable profitability

Digital bank



Payments ecosystem

## Building a scalable digital proposition



Digital bank



Payments Piggy bank



finances



Interbank Cuenta Sueldo Interbank Benefit >



Loyalty & promotions

Digital financing



2.5 mn IBK app users

6.0 mn Plin users

0.9 mn IBK piggy bank users

>100 th 1.5 mn

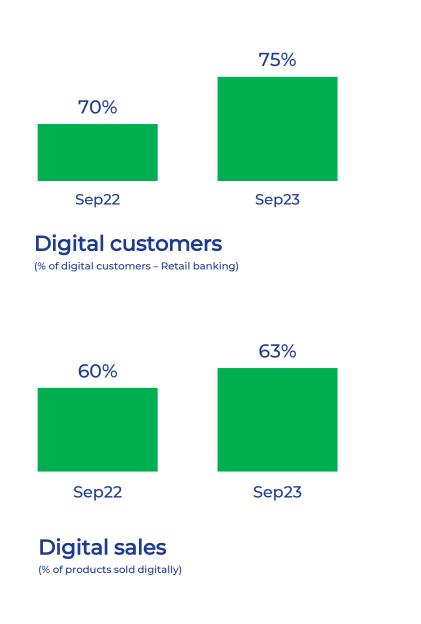
Shopstar customers | Izipay & Izipay Ya merchants

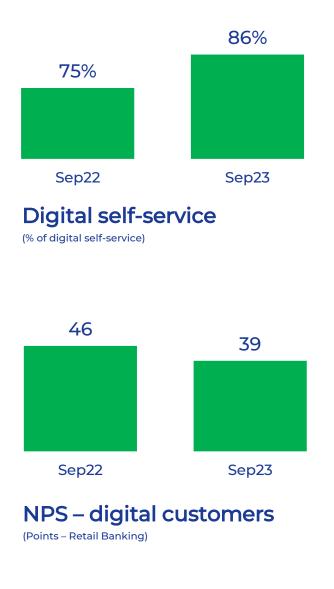


# Consolidating digital achievements in banking







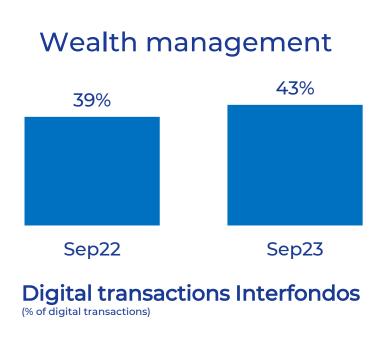


## Working towards digital innovation in insurance & wealth management





### Insurance 57% 39% 3022 3023 Digital self-service (% of digital self-service) 10% 9% **3Q22 3Q23** Digital premiums (% of total premiums)



Macro outlook Profitable growth

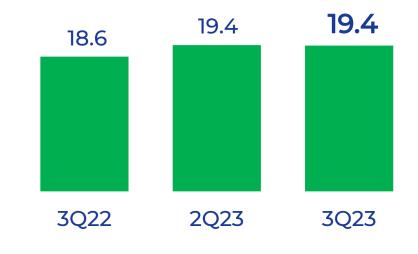
Digital performance

Key businesses

## Increasing market shares in banking with moderation in consumer loans











Retail banking loans (%)

Payroll inflow (%)





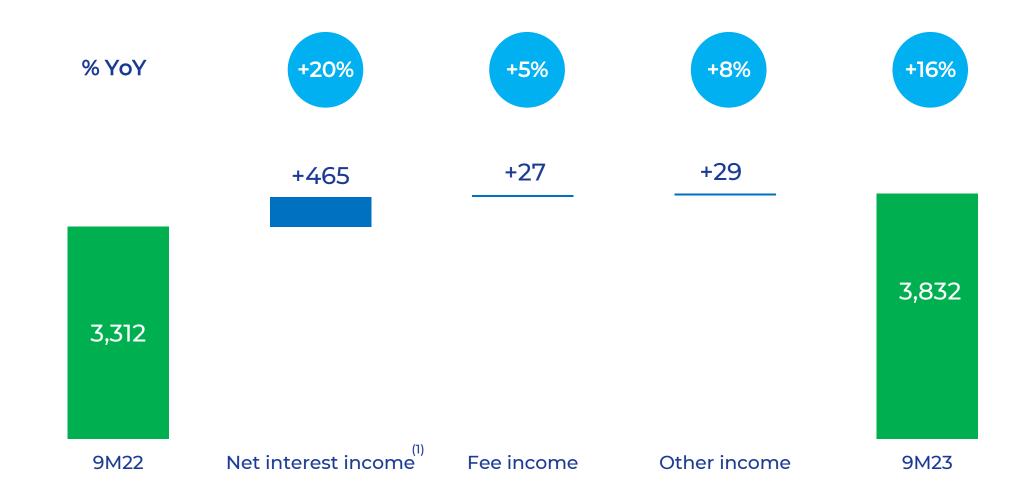


Retail banking deposits (%)

Commercial banking loans (%)

## Net interest income driving growth in revenues

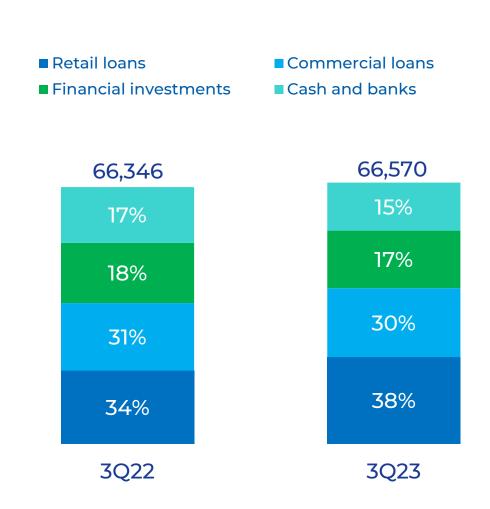




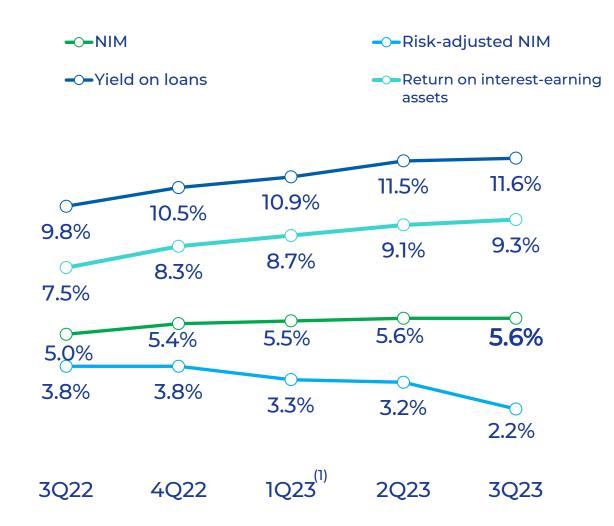
Revenue bridge from 9M22 to 9M23 (S/mn)

## NIM remains flat at 5.6% despite increasing yields...





Banking – Interest-earning assets

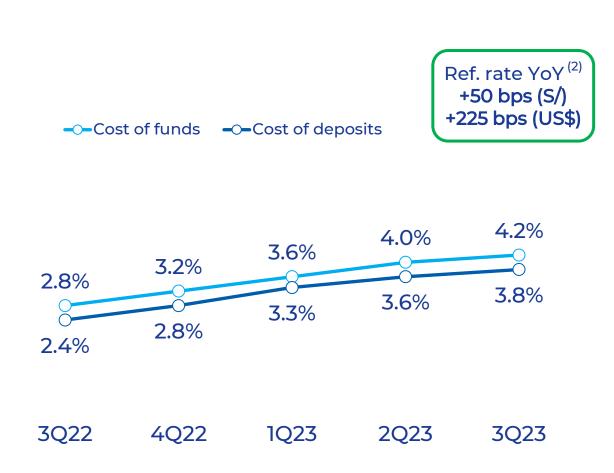


Evolution of yield on assets (%)

### ... due to rising funding costs







Funding breakdown (S/mn)

Cost of funds and deposits (%)

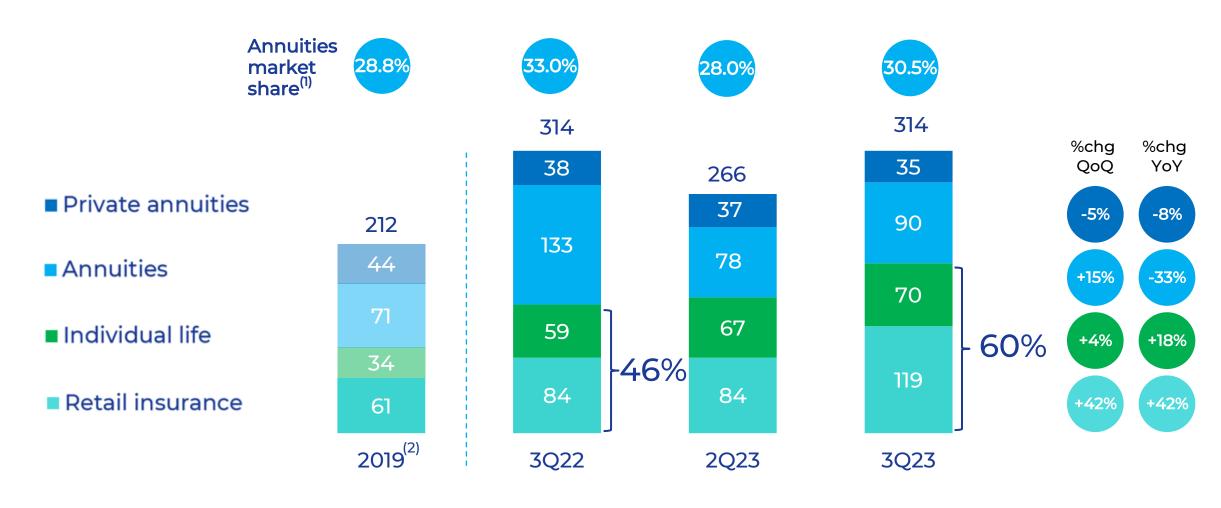
<sup>26</sup> 

Source: SB

<sup>2)</sup> Following September 2023, reference rate in S/ declined 50 bps to 7.00%

# Increased contribution of individual life & retail insurance to total premiums





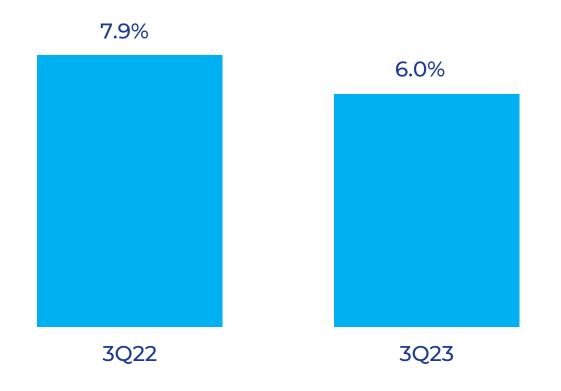
Quarterly gross premiums (S/mn) – Local GAAP

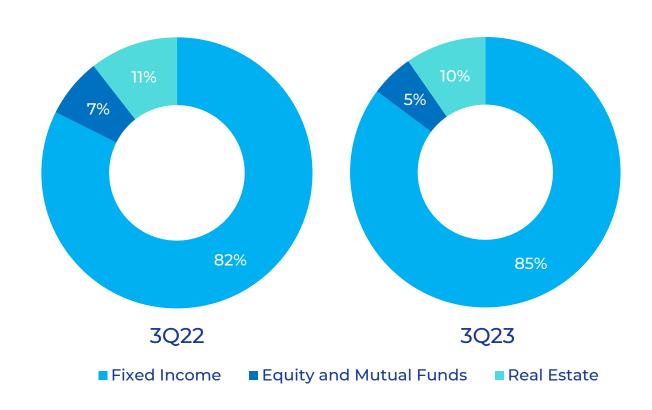
## Insurance investment portfolio delivers sound returns



Insurance - ROIP (%)

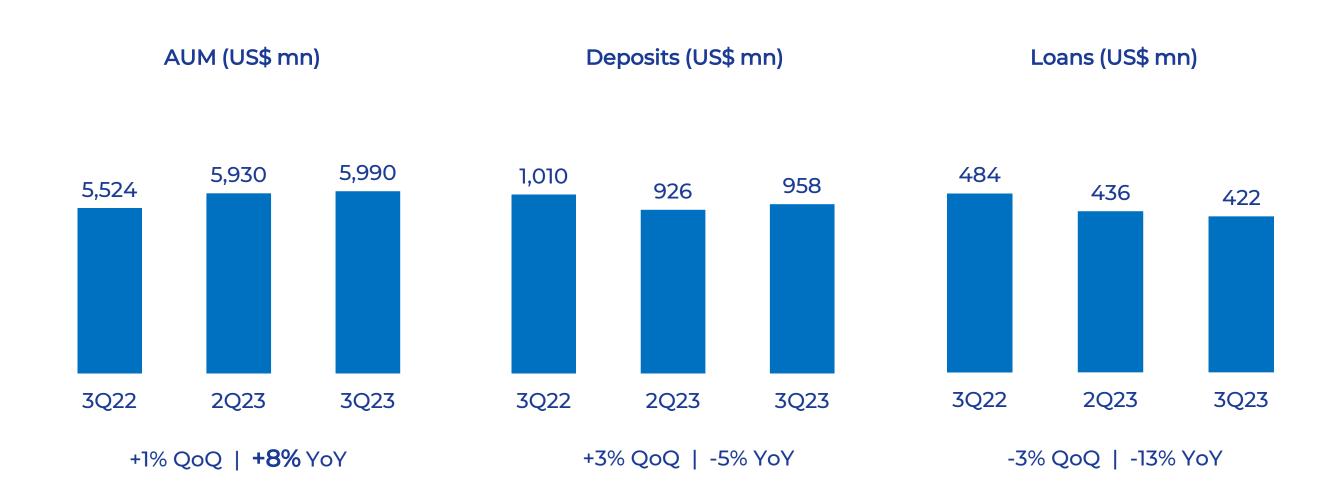
Insurance - Portfolio breakdown





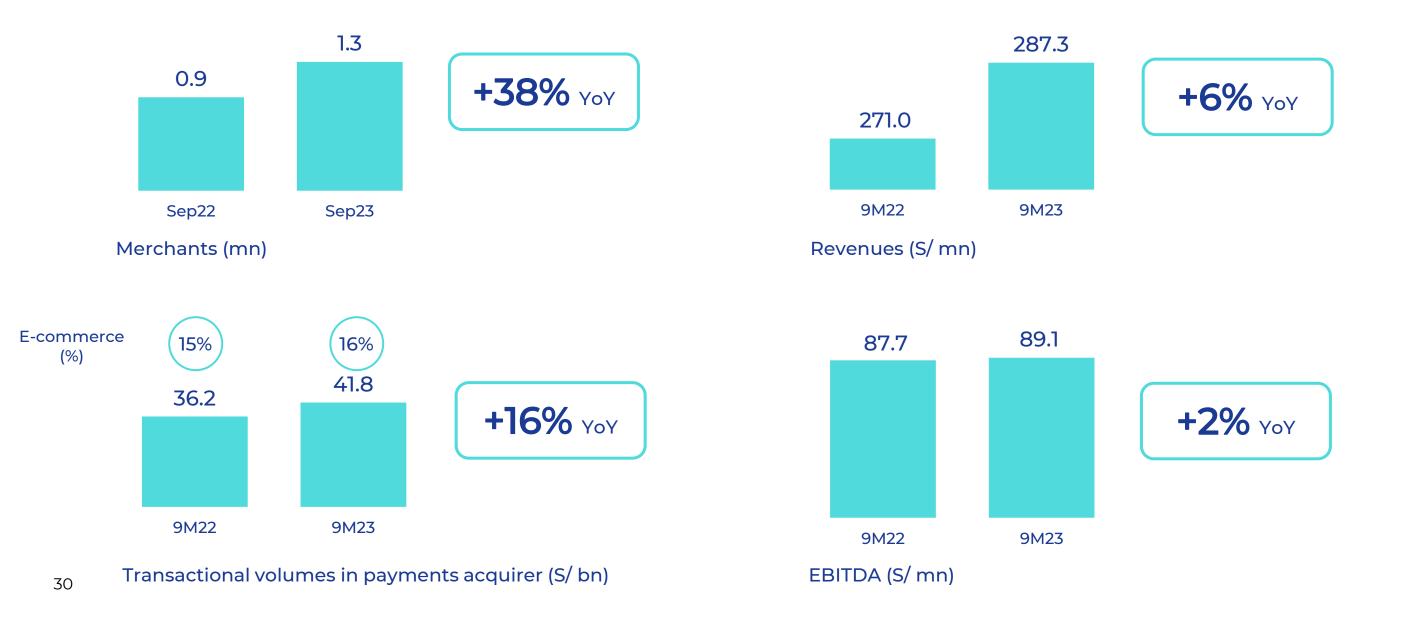
## 8% YoY growth in AUM





## Solid YoY growth in key business drivers





# Over 13 million users in Plin and 660 thousand merchants in IzipayYa

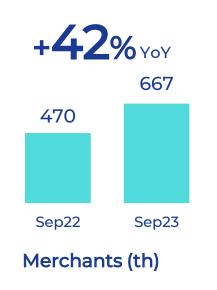


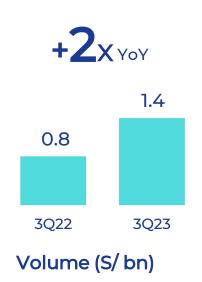










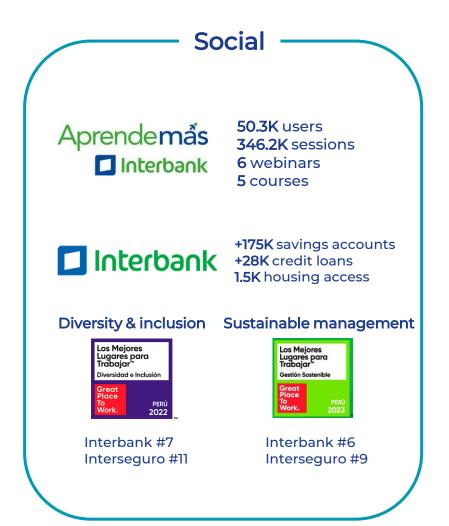






### Focus on building a sustainable business







## Our way of working will enable us to achieve our goals



Remote-first

Increased productivity

Global reach



#### Top 20 in Peru

for the past 21 years

#3 in Latin America

in 2022

#4 in Peru

in 2023

#2 for work from home in Peru

in 2023

#5 for women in Peru

in 2023

#6 for sustainable management

in 2023

#7 for diversity and inclusion in Peru

in 2023

#2 for millennials in Peru

in 2022





Top 10 in Peru

2011 - 2023

#3 in Peru

in 2023

#8 for work from home in Peru

in 2023

#9 for sustainable management

in 2023

#11 for diversity and inclusion in Peru

in 2023



**INTELIGO** 

Top 15 in Peru

2011 - 2023

#9 in Peru

in 2023

#11 for work from home in Peru

in 2022

#7 in Peru

in 2023

### Strong corporate governance

#### **Board of directors**



Carlos Rodríguez-Pastor
Chairman



Felipe Morris
Director



**Fernando Zavala**Director



Alfonso Bustamante Independent Director



Cayetana Aljovín Independent Director



Guillermo Martínez
Independent Director



**Hugo Santa María** Independent Director

### BOD with independent members

✓ IFS: 4 out of 7

#### Strong corporate governance

- Highly supervised related party exposure, well below regulatory limits
- Governance in accordance with NYSE and SEC
- Participation in S&P Global Corporate Sustainability
  Assessment
- Member of S&P/BVL Peru General ESG Index



### Overview of Peruvian financial system

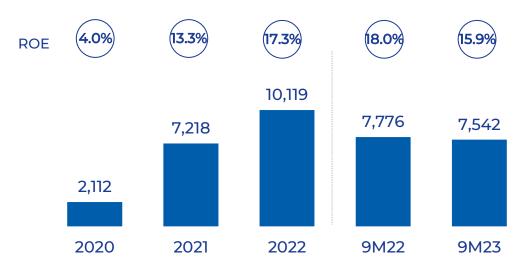
### Decreasing loan growth – Banking system gross loans (S/bn)



### Solid total capital – Banking system TCR (%)



### Profitability stabilizing – Banking system net profit (S/mn)

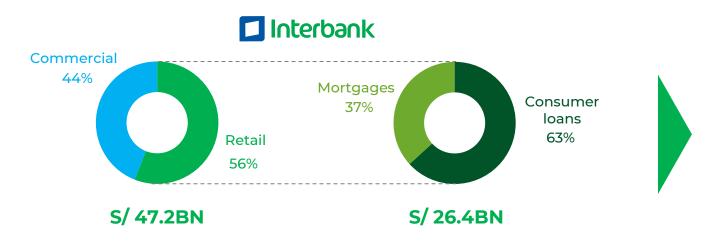


### Sound insurance premiums growth – Total premiums (S/mn)



### Strategic focus on consumer loans

#### Distinctive loan breakdown...

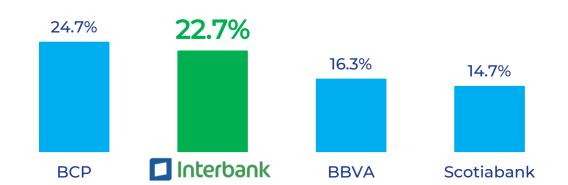


### ...when compared to the banking system

S/353.0BN



#### Leading position in consumer loans – Market share (%)(1)



### Important reduction in Reactiva Peru loan balances (S/bn)

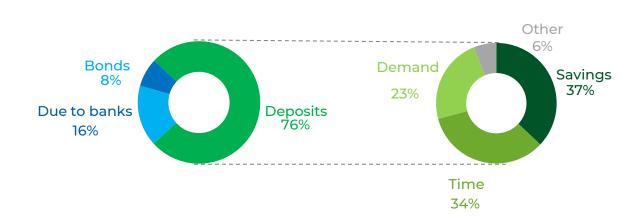
S/136.4BN



### Banking

## Diversified funding base with strength in retail deposits

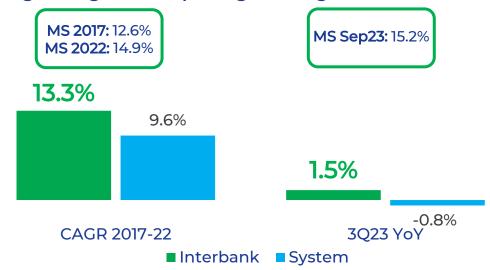
### Significant deposits base



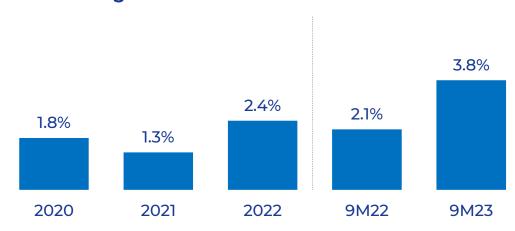
#### Solid loan to deposit ratio (%)



### A growing retail deposit-gathering franchise

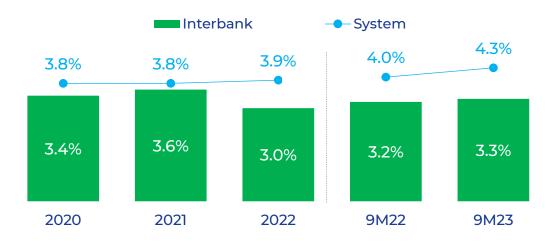


#### Increasing cost of funds

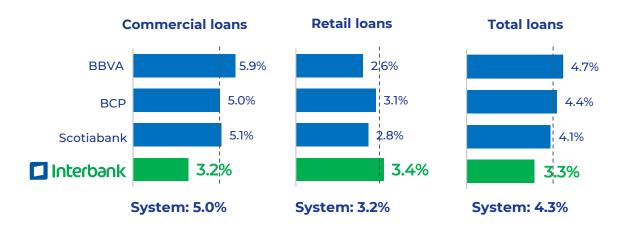


### Solid risk management capabilities

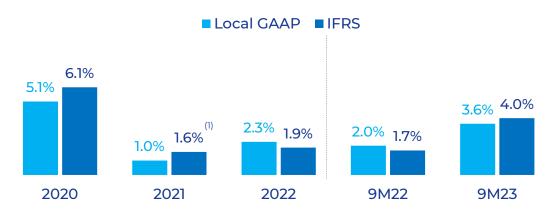
### Better asset quality than the system despite focus on retail – PDL ratio evolution (%)



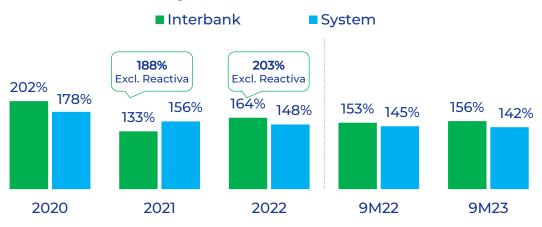
### Best total PDL ratio among peers (%)



### Rising cost of risk (Provision expense as % of average total loans)



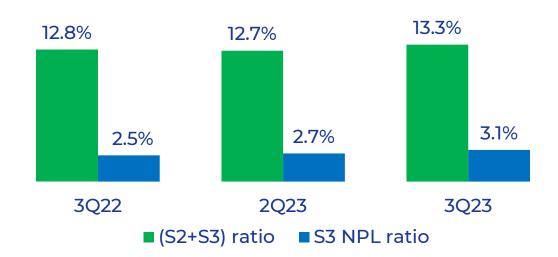
### Sound coverage ratio (2)



# Contained NPLs despite growth in provisions

(S2+S3) ratio & S3 NPL ratio (%)

Impairment loss on loans, net (S/mn) & Cost of risk (%)

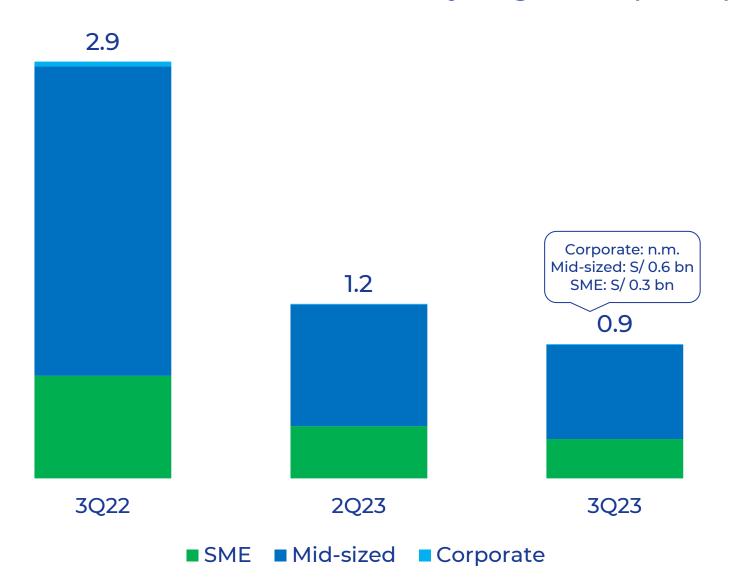




### Banking

## Reactiva loan balances down 68% YoY, representing 2% of total portfolio

Reactiva Peru Ioan balances by segment (S/bn)





97%

**3Q18** 

53%

**3Q18** 

49%

**3Q23** 

99%

**3Q23** 

### Manageable dollarization levels



44%

**3Q18** 

39%

**3Q23** 

94%

3023

43

Source: SBS PEN USD

86%

3018

99%

**3Q23** 

98%

3Q18

### Manageable dollarization levels

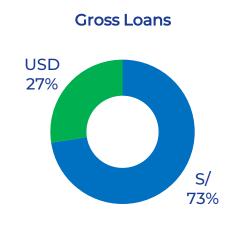
#### Gross Loans by segment & percentage in S/



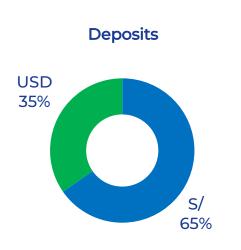
#### Deposits by segment & percentage in S/



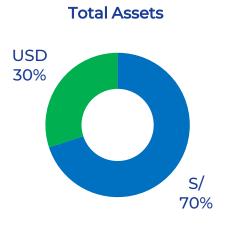
### **Currency mix Sep23**



System's loans % in S/: 71%

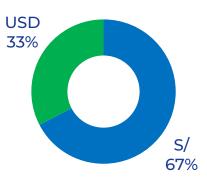


System's deposits % in S/: 60%



System's total assets % in S/: 66%

### **Liabilities + Equity**



System's liab. + equity % in S/: 65%

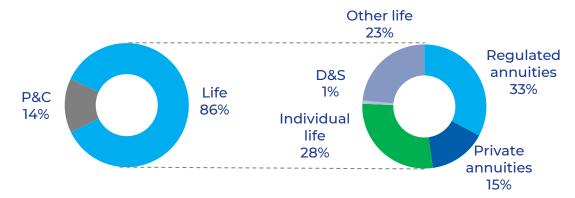
#### Insurance

## Key player in Peru's life insurance business

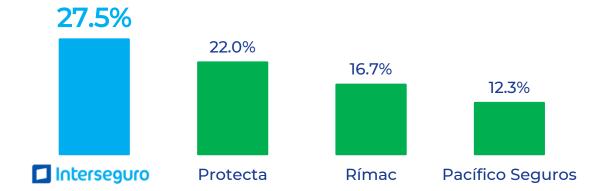
Strategic focus on life insurance...

(Insurance premiums and collections breakdown)

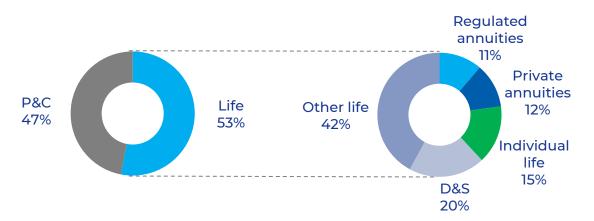
Interseguro



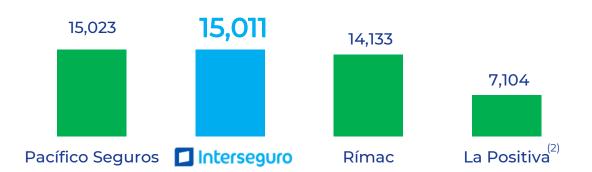
Market leader in annuities – Market share (%) (1)



...when compared to the insurance system
(Insurance premiums and collections breakdown)
Insurance System



One of the largest investment portfolio in Peruvian insurance system – Local GAAP (S/mn)



#### Insurance

**System** 

# Annuities market contraction offset by growth in life insurance

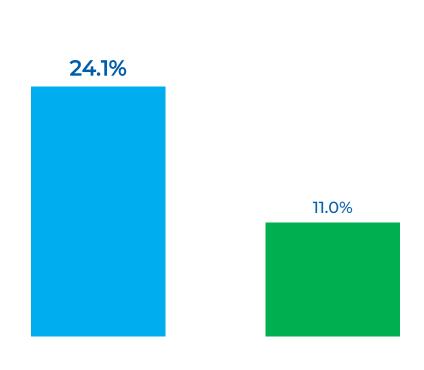
### Normalizing market dynamics

(Gross premiums and collections by business unit - S/mn)



Outgrowing the industry with digital innovation (9M23 YoY growth in Individual Life premiums)

Interseguro



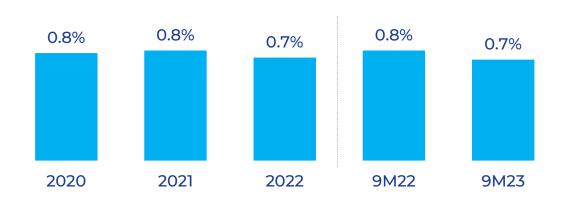


### Resilient wealth management business

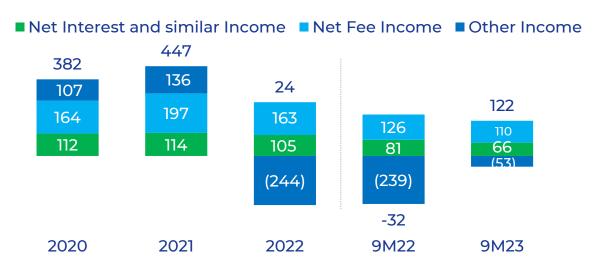
### AUM growth - Inteligo Group AUM (S/mn)



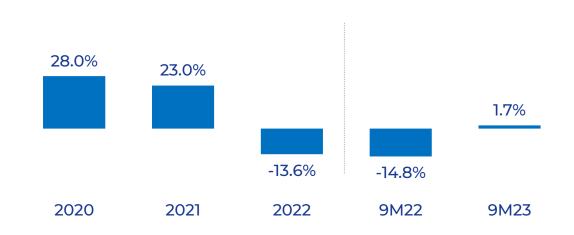
### Fee origination – Fee/Avg. AUM (%)



### Diversified revenue generation (S/mn)



### Recovering profitability – ROE (%)



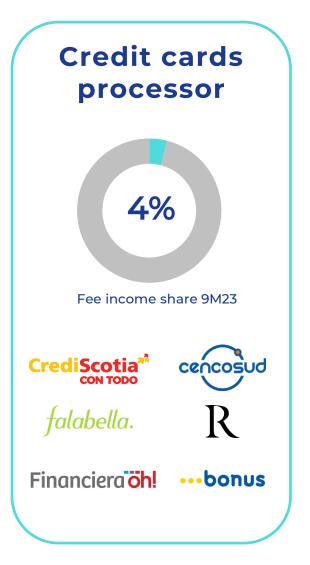
# Izipay, pillar for building our payments ecosystem

### Our business lines and main clients









### IFS income statement

Income Statement (S/ mm)	2022	9M22	9M23	% chg 9M23/9M22
Interest and similar income	5,871.3	4,187.3	5,315.4	26.9%
Interest and similar expenses	(1,661.7)	(1,126.2)	(1,910.8)	69.7%
= Net interest and similar income	4,209.6	3,061.1	3,404.5	11.2%
Impairment loss on loans, net of recoveries	(830.6)	(552.5)	(1,365.6)	147.2%
Recovery (loss) due to impairment of financial investments	(12.8)	(4.6)	(8.3)	81.1%
= Net interest and similar income after impairment loss	3,366.3	2,504.0	2,030.6	(18.9%)
Fee income from financial, net	1,137.4	814.1	890.7	9.4%
Other income	542.4	405.5	333.4	(17.8%)
Insurance results	(276.8)	(125.8)	(154.3)	22.6%
Other expenses	(2,627.1)	(1,896.8)	(2,058.9)	8.5%
= Income before translation result and income tax	2,142.2	1,701.0	1,041.5	(38.8%)
Translation result	(25.5)	(74.3)	(9.9)	(86.6%)
Income tax	(462.5)	(356.8)	(238.4)	(33.2%)
Net profit for the period	1,654.2	1,270.0	793.2	(37.5%)
Attributable to:				
IFS' shareholders	1,644.1	1,262.5	787.8	(37.6%)
Non-controlling interest	10.1	7.5	5.4	(28.3%)

### IFS balance sheet

Balance Sheet (S/ mm)	2022	9M22	9M23	% chg 9M23/9M22
Cash and due from banks	13,193.4	12,941.6	10,980.5	(15.2%)
Inter-bank funds	296.1	0.0	125.9	n.m.
Financial investments	22,787.6	24,899.4	25,484.2	2.3%
Loans, net of unearned interest	47,530.9	47,128.8	49,379.8	4.8%
Impairment allowance for loans	(2,027.9)	(2,034.7)	(2,301.9)	13.1%
Investment property	1,287.7	1,285.1	1,280.2	(0.4%)
Property, furniture and equipment, net	791.4	787.6	797.3	1.2%
Intangibles and goodwill, net	1,633.2	1,605.8	1,645.8	2.5%
Other assets <sup>(1)</sup>	1,986.1	2,092.0	1,967.4	(6.0%)
Total assets	87,478.6	88,705.6	89,359.0	0.7%
Liabilities and equity				
Deposits and obligations	48,530.7	49,279.7	49,074.9	(0.4%)
Inter-bank funds	30.0	294.1	451.1	53.4%
Due to banks and correspondents	7,100.6	8,216.6	9,521.1	15.9%
Bonds, notes and other obligations	7,906.3	8,192.9	5,845.9	(28.6%)
Insurance contract liabilities	11,251.8	10,535.0	11,564.2	9.8%
Other liabilities <sup>(2)</sup>	3,256.9	3,162.7	3,268.5	3.3%
Total liabilities	78,076.4	79,681.0	79,725.7	0.1%
Equity, net				
Equity attributable to IFS' shareholders	9,348.5	8,974.2	9,577.5	6.7%
Non-controlling interest	53.7	50.5	55.9	10.7%
Total equity, net	9,402.3	9,024.6	9,633.3	6.7%
Total liabilities and equity net	87,478.6	88,705.6	89,359.0	0.7%

Source: Company information as of September 2023

<sup>1) &</sup>quot;Other assets" is defined as due from customers on acceptances, accounts receivable and other assets, net and deferred income tax assets, net

<sup>2) &</sup>quot;Other liabilities" is defined as due from customers on acceptances, accounts payable, provisions and other liabilities and deferred income tax liabilities, net

### **Definitions**

Concept	Definition
Total revenues	Net interest and similar income + Net fee income from financial services + Other income + Income from insurance results
Efficiency ratio	(Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Net fee income + Other income + Income from insurance results)
NIM	(Net interest and similar income) / (Average interest-earning assets)
Interest earning assets	Total loans + total investment available for sale + total cash and due from banks funds
Relevant net income	Relevant net income for dividend payments
% Revenues	(Net fee income + Other income) / (Net interest income + Net fee income + Other income)
Loan-to-deposit ratio	Total gross loans / Deposits
NPL coverage ratio	Stock of provisions / (Stage 3 direct loans)
(S2 + S3) ratio	(Exposure under Stage 2 and Stage 3) / (Total exposure under IFRS 9)
S3 NPL ratio	(Stage 3 direct loans) / (Total direct loans)
Expected loss	(Stock of provisions) / (Total exposure)
Cost of risk	(Annualized impairment loss on loans, net of recoveries) / (Average gross loans)

## Safe Harbor for Forward-Looking Statements

This corporate presentation contains "forward looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical facts included in this corporate presentation regarding IFS' business, financial condition, results of operations and certain of IFS' plans, objectives, assumptions, projections, expectations or beliefs and statements regarding other future events or prospects are forward-looking statements. These statements include, without limitation, those concerning: IFS' strategy and IFS' ability to achieve it; IFS' recent developments; expectations regarding sales, profitability and growth; IFS' possible or assumed future results of operations; capital expenditures and investment plans; adequacy of capital; and financing plans. In addition, this corporate presentation includes forward-looking statements relating to IFS' potential exposure to various types of market risks, such as macroeconomic risk, Peru specific risks, foreign exchange rate risk, interest rate risks and other risks related to IFS' financial performance. The words "aim," "may," "will," "expect," "is expected to," "anticipate," "believe," "future," "continue," "help," "estimate," "plan," "schedule," "intend," "should," "would be," "seeks," "estimates," "shall," or the negative or other variations thereof, as well as other similar expressions regarding matters that are not historical facts, are or may indicate forward-looking statements.

IFS has based these forward-looking statements on its management's current views with respect to future events and financial performance. These views reflect the best judgment of IFS' management but involve a number of risks and uncertainties which could cause actual results to differ materially from those predicted in IFS' forward-looking statements and from past results, performance or achievements. Although we believe that the estimates reflected in the forward-looking statements are reasonable, such estimates may prove to be incorrect. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These factors include, among other things: (a) IFS' holding company structure; (b) economic, business and political developments in Peru and globally; (c) changes in Peruvian, Panamanian and Bahamian and other foreign laws and regulations, including the adoption of new capital requirements for banks or insurance companies; (d) increased competition in the Peruvian financial services and insurance markets; (e) increased inflation; (f) exchange rate instability and government measures to control foreign exchange rates; (g) developments affecting the purchasing power of middle income consumers or consumer spending generally; (h) increases in interest rates; (i) downturns in the capital markets and changes in capital markets in general that affect policies or attitudes towards lending to Peru or Peruvian companies or securities issued by Peruvian companies; (i) IFS' ability to keep up with technological changes; (k) the inability to obtain the capital we need for further expansion of IFS' businesses; (I) the inability to attract and retain key personnel; (m) changes in tax laws; (n) severe weather, natural disasters and adverse climate changes; (o) changes in regional or global markets; (p) dependence on sovereign debt in IFS' investment portfolios; (g) credit and other risks of lending, such as increases in defaults of borrowers; (r) increased costs of funding or IFS' inability to obtain additional debt or equity financing on attractive terms or at all; (s) a deterioration in the quality of IFS' assets; (t) allowances for impairment losses may be inadequate; (u) changes to accounting standards; (v) changes in actuarial assumptions upon which IFS' annuity business is based; (w) failure to adequately price insurance premiums; (x) decreases in the spread between investment yields and implied interest rates in annuities; (y) dependence on information technology systems and cybersecurity risks; and (z) other risks and uncertainties.

Additionally, new risks and uncertainties can emerge from time to time, and it is not possible for IFS to predict all future risks and uncertainties, nor can IFS assess their potential impact. Accordingly, you should not place undue reliance on forward-looking statements as a prediction of actual results.

All forward-looking statements included in this corporate presentation are based on information available to IFS on the date of this corporate presentation. IFS undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All other written and oral forward-looking statements attributable to IFS or persons acting on IFS' behalf are expressly qualified in their entirety by the cautionary statements contained throughout this corporate presentation.

