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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 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

# Interbank

# Intercorp Financial Services

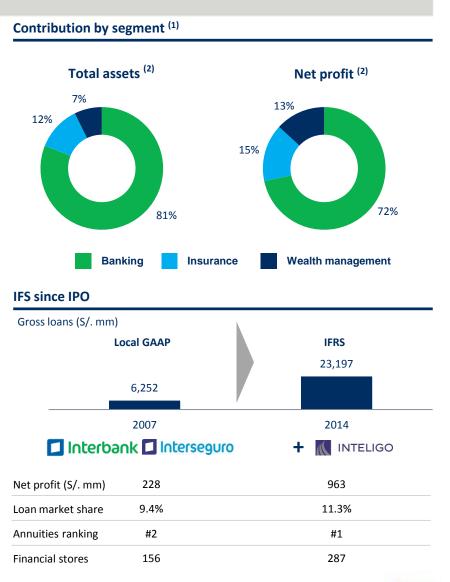
# Focus on highly attractive financial services businesses



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# **IFS highlights (IFRS)**

	S/. mm	YoY (%)
Total assets	42,561	11.3%
Gross loans	24,123	11.4%
Total deposits	24,119	4.7%
Total equity	4,486	18.2%
Net Profit (2014)	962.5	(1.2%)
Net Profit (Mar-15)	262.9	95.1%
ROAE (2014)	24.6%	(220 bps)
ROAE (Mar-15)	23.9%	n.m.
NIM (Mar-15)	5.9%	+20 bps
Efficiency Ratio (Mar-15)	38.8%	(740 bps)
PDL ratio	2.1%	+50 bps
Dividend Yield <sup>(3)</sup>	5.1%	+40 bps



Source: SBS and Company filings as of March 2015.

(1) Contribution before eliminations of intercompany transactions and holding company expenses.

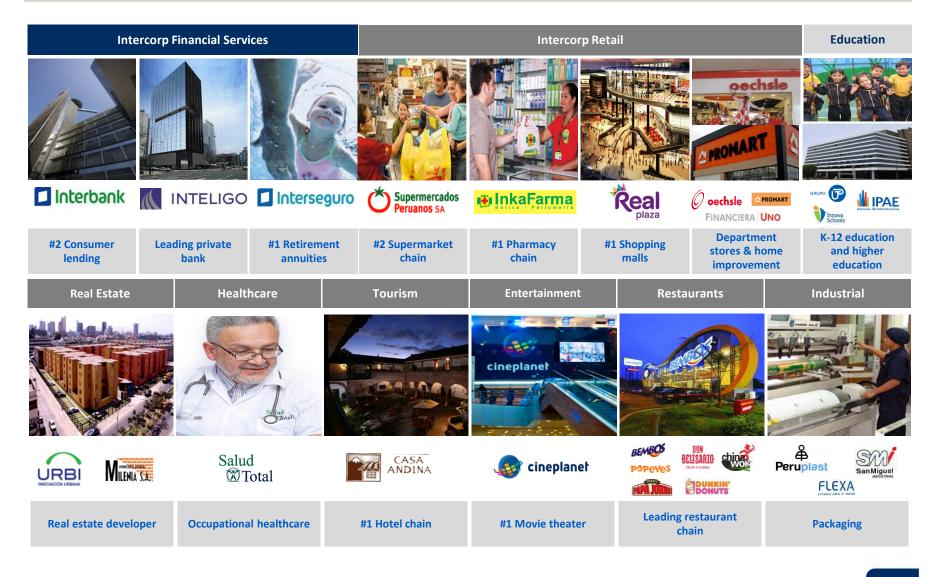
(2) Based on net profit and assets for 2014.

(3) Based on historical dividends paid and average price per share for each period.

### Intercorp Financial Services

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# IFS is part of one of Peru's leading business groups



# **IFS: Key investment highlights**

1 Peru: highly attractive market	<ul> <li>Top performing economy in Latin America</li> <li>Growing middle class with potential for significant wealth creation</li> <li>Fast-growing and profitable financial system</li> </ul>
2 Unique platform to benefit from growth potential	<ul> <li>Leading retail banking platform</li> <li>Industry leader in annuities, the fastest-growing insurance product</li> <li>High growth wealth management business</li> </ul>
3 Consistently delivering high growth & profitability	<ul> <li>Track record of sustainable growth</li> <li>Demonstrated ability to deliver superior results</li> <li>Consistently outperforming the system</li> </ul>
4 Clear strategy with strong corporate governance	<ul> <li>Clear strategy</li> <li>Experienced management team</li> <li>Strong corporate governance</li> </ul>

Unique combination of growth, profitability and asset quality

# **IFS: Key investment highlights**

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# Peru: highly attractive market with a bright future ahead

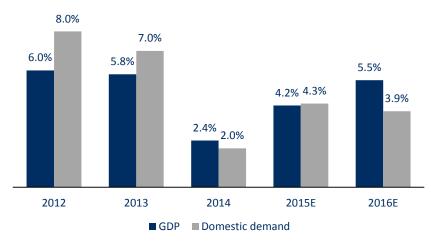


### GDP growth slowed in 2014...

Growth (%)	2014
GDP	2.4%
Primary sector GDP	(2.3%)
Non-primary sector GDP	3.6%
Private consumption	4.1%
Public investment	(3.6%)

- Lower commodity prices and climatic factors affected primary sector GDP
- Public expenditure dampened by execution delays
- Lower mining production

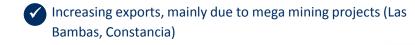




Source: BCRP, Bloomberg and EIU as of February 2015. For Peru's growth estimates, Marco Macroeconomico Multianual published by the Peruvian Ministry of Economy and Finance as of April 2015.



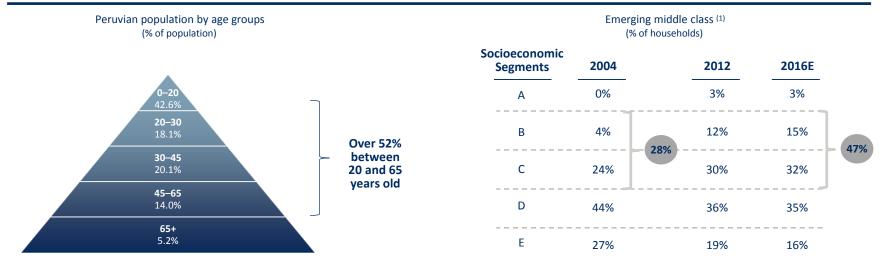
- Better primary sector performance
- - Record infrastructure investment
- Expansive fiscal and monetary policies
- Fishing sector recovery following El Niño phenomenon



### Intercorp Financial Services

# Growing middle class with potential for wealth creation

### Peru has a young population with an emerging middle class



### Peruvian economy reaching the tipping point that transformed Chile in the early 2000's



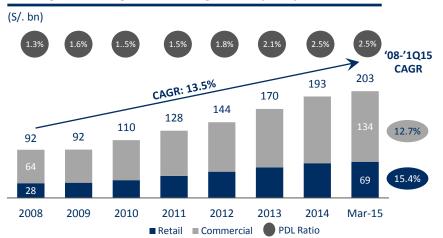
Source: Enaho-INEI, Ipsos Peru, Apoyo Consultoria, SBS, country regulators and Company information.

Socioeconomic levels are determined based on the data collected by INEI in their national annual survey Encuesta Nacional de Hogares (1) (ENAHO). INEI assigns a score to each household based on their ranking on the following four factors: (i) characteristics of the household living space, (ii) level of living space overcrowding, (iii) level of education of household head and (iv) ownership of durable goods/properties; and then groups them in five socioeconomic classes (A, B, C, D, E).

Profile of Peruvian financial system in 2014

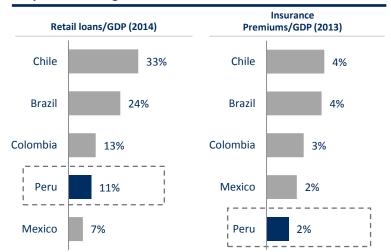
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# Profitable financial system with room for further growth



### Stable gross loans growth and high asset quality

### Ample room for growth in financial services

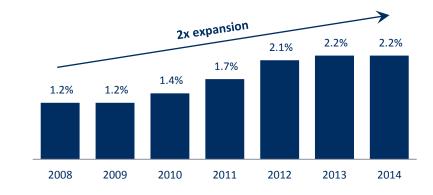


### High and sustained profitability



### Expanding household wealth

(% of total households with annual investable assets above US\$75,000)

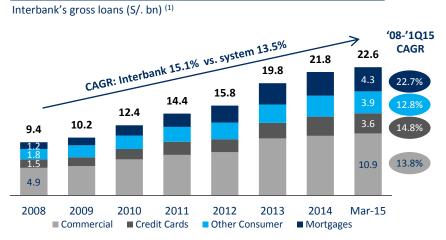


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# Interbank has experienced sustained healthy growth

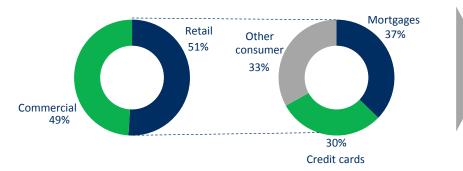
🚺 Interbank



### Higher gross loans growth than the system

### Strategic focus on retail...

Interbank's performing loans breakdown

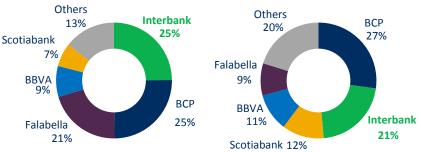


Source: SBS and company information as of March 2015.

Note: Under Peruvian SBS GAAP.

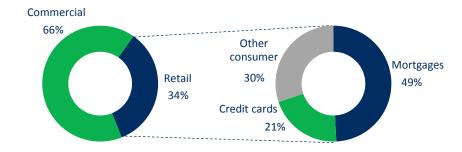
 Under IFRS, banking segment's gross loans were S/. 21,791 million and S/. 22,660 million in 2014 and March 2015, respectively.

# Leading position in credit cards and consumer loans Market share Credit cards Consumer loans Others Consumer loans Consumer loans



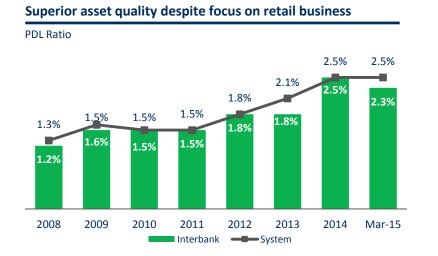
### ...when compared to the system

System's performing loans breakdown

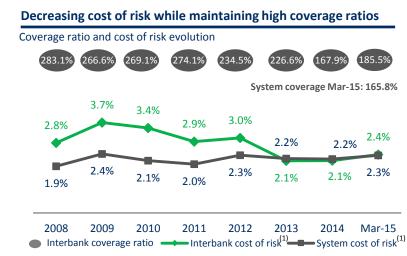


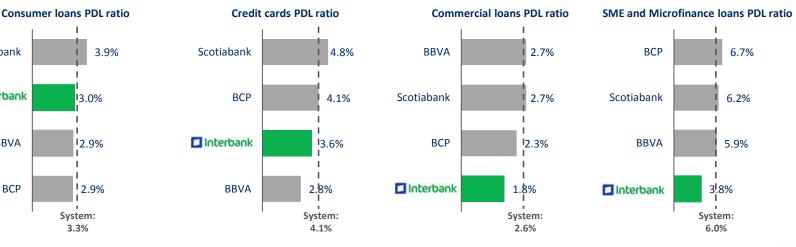
# Sound risk management leading to strong asset quality

### Interbank



### Superior asset quality in most businesses





Source: SBS and company information as of March 2015.

System:

3.3%

Under Peruvian SBS GAAP. Note:

Scotiabank

Interbank

**BBVA** 

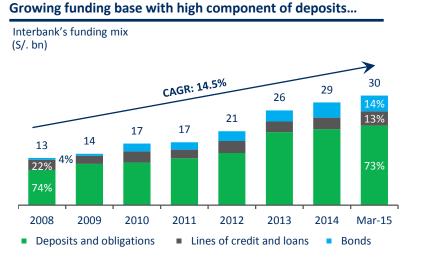
BCP

(1) Cost of risk is calculated as provision expense divided by average loans. March 2015 ratio is annualized.

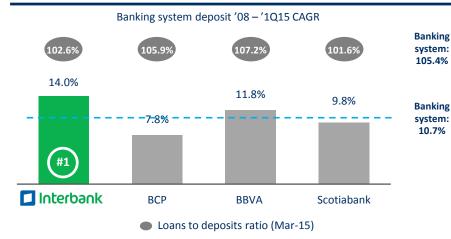
### **Intercorp** Financial Services 13

# **Diversified funding supported by retail deposit base**

### Interbank

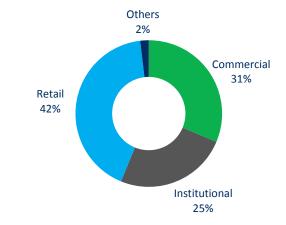


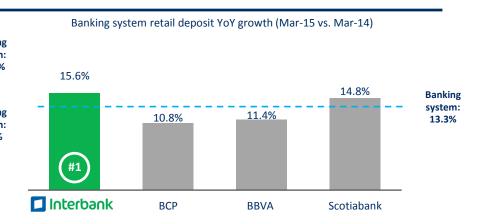
### ...resulting in the fastest growing deposit-gathering franchise



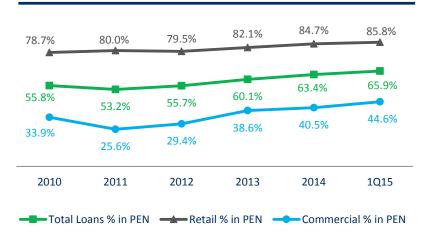
### ...with focus on retail-oriented deposits...





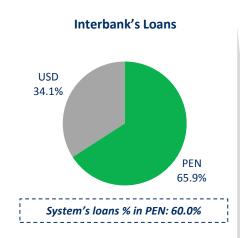


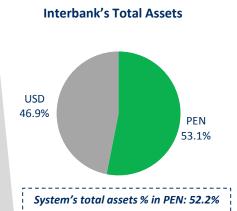
# **Balanced currency mix**



Loans by segment & percentage in PEN

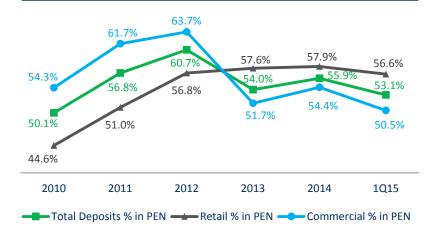
### Currency mix 1Q15



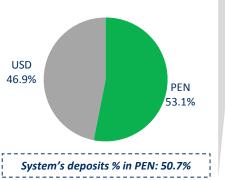


Interbank

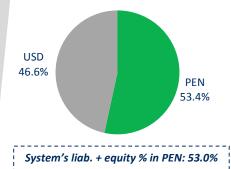
### **Deposits by segment & percentage in PEN**



### Interbank's Deposits



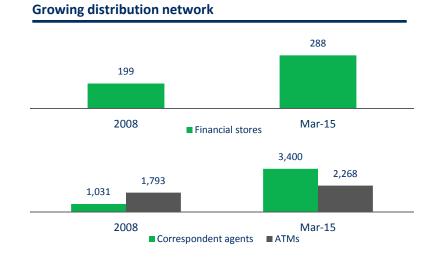
### Interbank's Liabilities + Equity



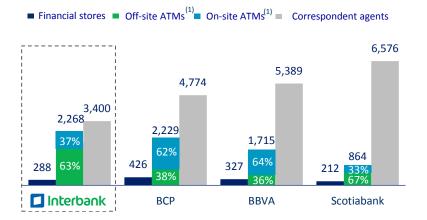
Source: SBS and Asbanc as of March 2015. Note: Under Peruvian SBS GAAP.

# **Convenient and extensive distribution network**

### 🗖 Interbank



### **Strategic locations throughout Peru**



Source: SBS and Company filings as of March 2015.

Note: ATMs include coin dispensers.

(1) Includes coin dispensers or *Monederos* (468).

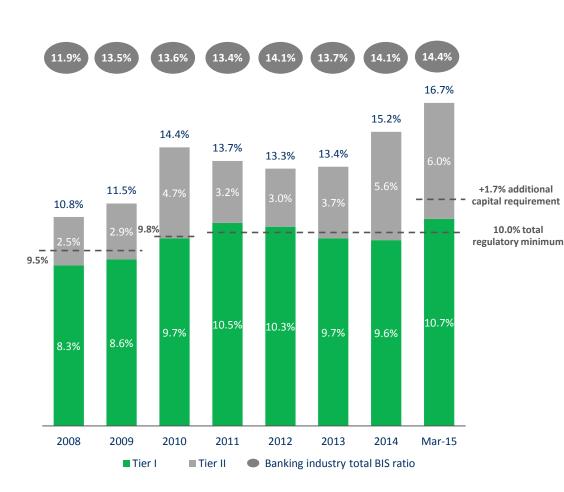
### Open from 9:00am to 9:00pm, Monday to Sunday



# **Solid capitalization levels**

### 🚺 Interbank

**BIS ratio evolution** 

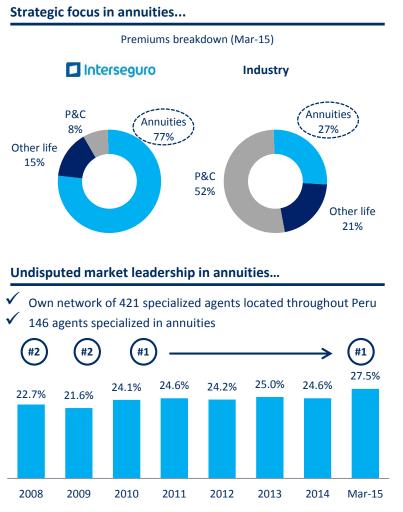


### Sound regulatory environment

- SBS has adopted Basel II since 2008
- SBS approved implementation of Basel III (first set) by 2016:
  - Additional capital based on risk profile
  - Higher risk-weighting for certain products
  - Gradual implementation over five years

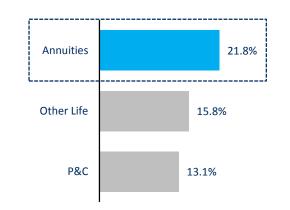
# Interseguro is the industry leader in the fastest-growing insurance product...





Source: SBS and company information as of March 2015. Note: Under Peruvian SBS GAAP.

### ... the fastest growing product



'08 -'14 insurance industry premiums CAGR

### ... and outstanding premiums growth



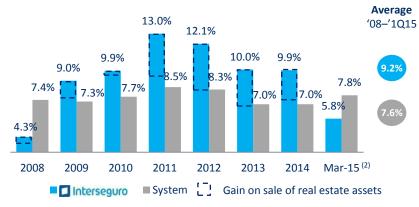
# ...achieving solid investment returns

### Differentiated investment approach

- Experienced investment team and innovative approach
- Portfolio diversification to reduce volatility and increase profitability via:
  - Foreign equity investments in low beta companies
  - Alternative investments such as real estate assets in Peru
  - No bond acquired by Interseguro has ever defaulted

### Higher investment returns compared to the industry

Historical portfolio returns (ROI – Peruvian SBS GAAP) (1)



Source: SBS and Company information as of March 2015.

Note: Under Peruvian SBS GAAP.

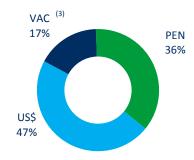
- (1) Investment returns in IFRS were 9.3%, 8.2% and 7.3% for 2013, 2014 and 2015.
- (2) Annualized.
- (3) Indexed to inflation.

### Strategic asset allocation

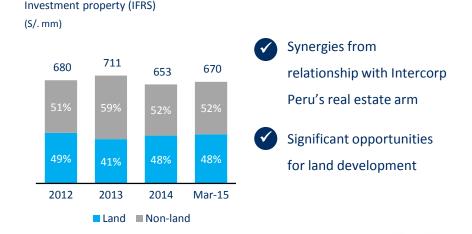


### Inv. portfolio by currency (IFRS)

Interseguro

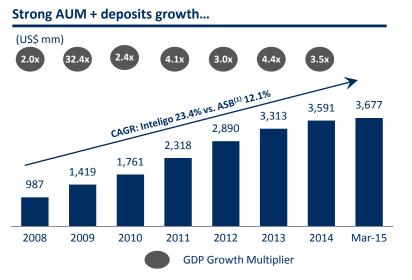


### High quality real estate portfolio



# Inteligo: High growth wealth management business





...and high profitability...



ASB average<sup>(1)</sup>: 0.3%

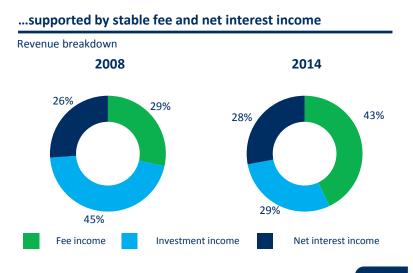


Source: SBS and company information as of March 2015.

Note: Data presented for Inteligo Bank.

(1) Refers to Atlantic Security Bank, Credicorp's wealth management business.

- 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



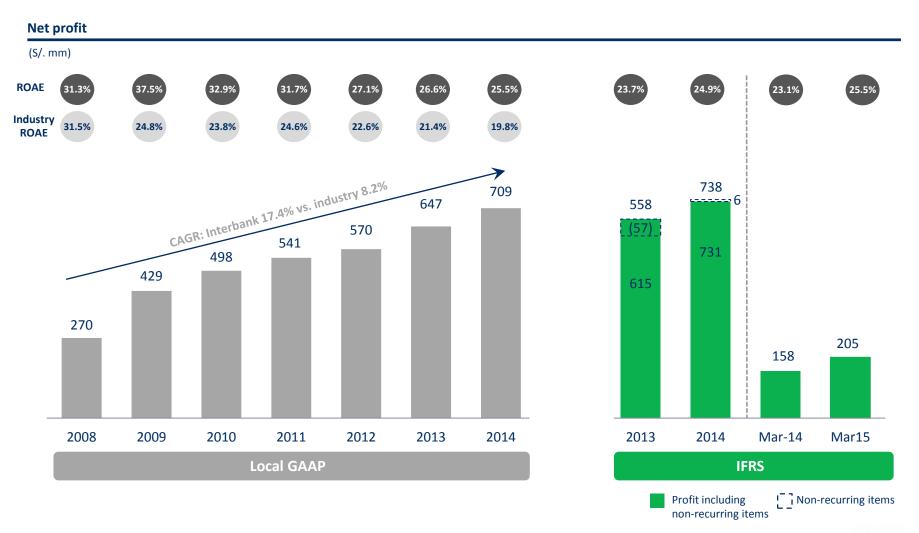
### Intercorp Financial Services 20

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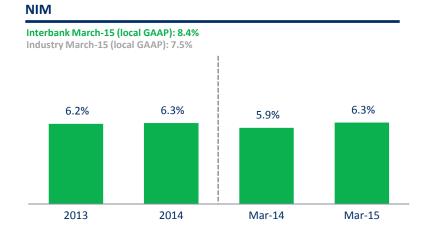
# Interbank: High profitability leading to solid earnings generation

🗖 Interbank



# Interbank: High profitability leading to solid earnings generation

## 🗖 Interbank



### Efficiency (1)



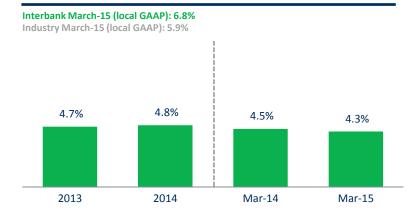
Industry March-15 (local GAAP): 41.3%



Source: SBS as of March 2015 for local GAAP figures and IFRS figures for Interbank's 2013 to 2015 ratios evolution.

(1) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus other income.

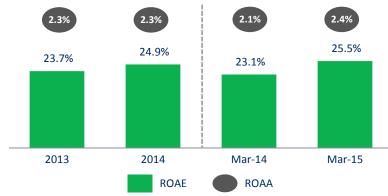
### NIM net of provision expense



### ROAE

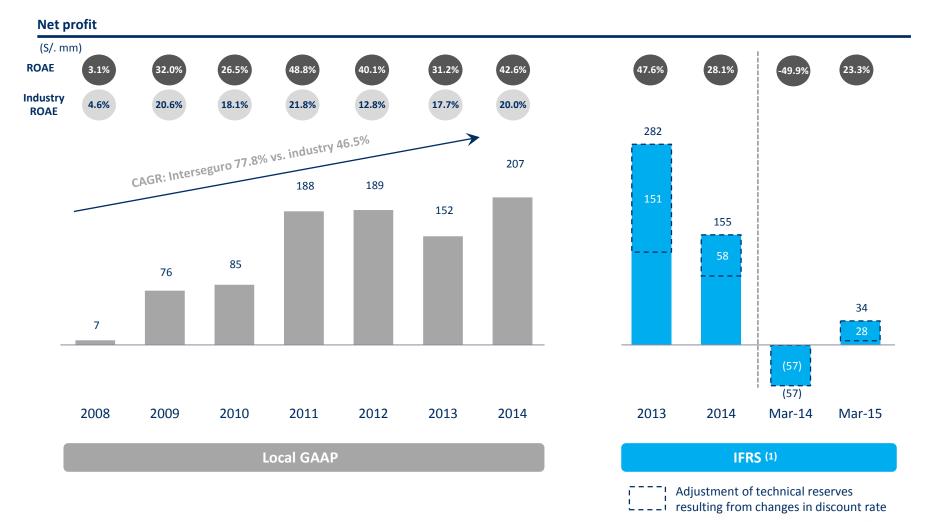
Interbank March-15 (local GAAP): 29.3%

Industry March-15 (local GAAP): 24.0%



# Interseguro: High profitability leading to solid earnings generation

Interseguro

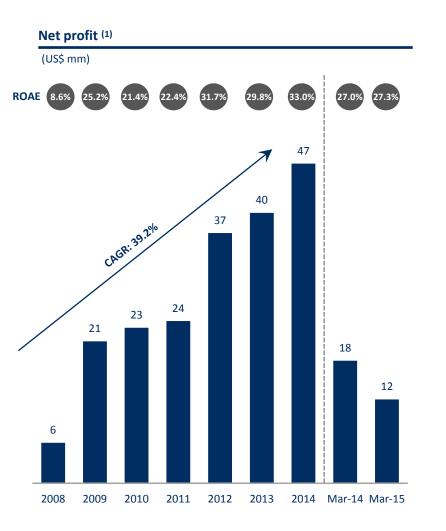


Source: SBS and company information as of March 2015

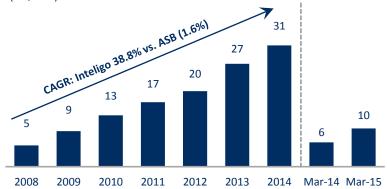
(1) Net profit increased due to releases of technical reserves resulting from increases in discount rate of S/. 151mm , S/. 58mm and S/. 28mm for 2013, 2014 and March 2015, respectively. For March 2014, net profit decreased due to higher requirements of technical reserves of S/. 57mm.

# Inteligo: High profitability leading to solid earnings generation

INTELIGO



### Fee income growth (1) (US\$ mm)



### Efficiency (2)

ASB March-15 : 25.2%

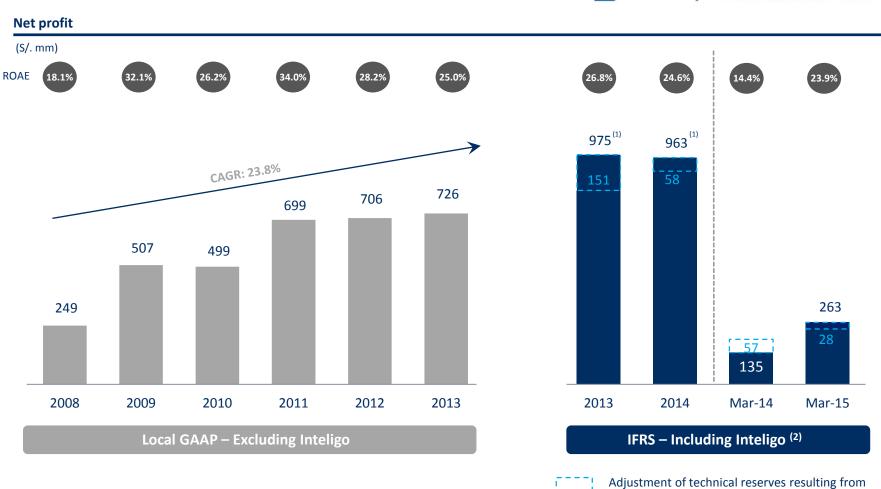


Source: SBS and company information as of March 2015.

Figures for Inteligo Bank.

(2) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus other income.

# IFS consistently delivering growth and profitability



### Intercorp Financial Services

Source: SBS and Company information as of March 2015.

Excluding non-recurring items, net profit for IFS is S/. 899mm and S/. 969mm for 2013 and 2014, respectively. (1)

Net profit increased due to releases of technical reserves resulting from increases in discount rate of S/. 151mm , S/. 58mm and S/. (2) 28mm for 2013, 2014 and March 2015, respectively. For March 2014, net profit decreased due to higher requirements of technical reserves of S/. 57mm.

**Intercorp** Financial Services

changes in discount rate

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# **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

Improve market presence in attractive businesses

Increase profitability with focus on crossselling

Driver: Low penetration	
Expand retail customer base, leverage Inteligo's platform	
<ul> <li>Consolidate position in credit cards, payroll loans and corporate banking</li> </ul>	
Maintain leadership in annuities	/
Driver: Increase market share	
<ul> <li>Mortgages, consumer loans, payroll and retail deposits</li> </ul>	
Small & medium corporates	
Bancassurance, on-shore wealth management	
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	
~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	

# Experienced management team and strong corporate governance

xperienced and well-recognized management team			Sound governance practices			
Name	Position	Int'l Experience	Years in Sector		■ IFS: 3 out of 5	
Luis Felipe Castellanos	CEO / CEO	$\checkmark$	17	BOD with majority of independent	<ul> <li>Interbank <sup>(4)</sup>: 7 out of 11</li> <li>Interseguro <sup>(4)</sup>: 4 out of 7</li> </ul>	
Gonzalo Basadre	Deputy CE / CEO	0 🗸	19	members	<ul> <li>Inteligo Bank <sup>(4)</sup>: 3 out of 7</li> </ul>	
Michela Casassa	CFO / CFO	$\checkmark$	20		<ul> <li>Relevant committees</li> </ul>	
Reynaldo Roisenvit	CEO	$\checkmark$	21		– Executive	
re					– Audit	
				Strong corporate governance	<ul> <li>Integral risk</li> <li>Executive credit</li> <li>Investments</li> </ul>	
			st four	standards	<ul> <li>Related party credit</li> <li>Highly supervised related party exposure, well below regulatory limits</li> </ul>	
	•	u <sup>(3)</sup> for the pa	ast		<ul> <li>Adherence to best practices in accordance with NYSE and SEC</li> </ul>	
	Name Luis Felipe Castellanos Gonzalo Basadre Michela Casassa Reynaldo Roisenvit re Interbank Interseguro	NamePositionLuis Felipe CastellanosCEO / CEOGonzalo BasadreDeputy CE / CEOMichela CasassaCFO / CFOReynaldo RoisenvitCEOreTop 20 in Per years, #18 inInterbankTop 5 in Peru years, #5 in La	NamePositionInt'l ExperienceLuis Felipe CastellanosCEO / CEO✓Gonzalo BasadreDeputy CEO / CEO✓Michela CasassaCFO / CFO✓Reynaldo RoisenvitCEO✓reTop 20 in Peru for the past years, #18 in LatAm(1) in 20InterbankTop 5 in Peru (2) for the past years, #5 in LatAm in 2015INTELIGOTop 10 in Peru (3) for the past	NamePositionInt'l ExperienceYears in SectorLuis Felipe CastellanosCEO / CEO✓17Gonzalo BasadreDeputy CEO / CEO✓19Michela CasassaCFO / CFO✓20Reynaldo RoisenvitCEO✓21reTop 20 in Peru for the past 13 	Name       Position       Int'l Experience       Years in Sector         Luis Felipe Castellanos       CEO / CEO       ✓       17         Gonzalo Basadre       Deputy CEO / CEO       ✓       19         Michela Casassa       CFO / CFO       ✓       20         Reynaldo Roisenvit       CEO       ✓       21         re       Top 20 in Peru for the past 13 years, #18 in LatAm <sup>(1)</sup> in 2015       Strong corporate governance standards         Interbank       Top 5 in Peru <sup>(2)</sup> for the past four years, #5 in LatAm in 2015       Strong corporate governance standards         INTELIGO       Top 10 in Peru <sup>(3)</sup> for the past       Top 10 in Peru <sup>(3)</sup> for the past	

- (1) Companies with over 1,000 employees.
- (2) Companies with 250 to 1,000 employees.
- (3) Companies with 30 to 250 employees.
- (4) Independent pursuant to local standards, not NYSE standards.

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# **IFS: Key investment highlights**

1 Peru: highly attractive market	<ul> <li>Top performing economy in Latin America</li> <li>Growing middle class with potential for significant wealth creation</li> <li>Fast-growing and profitable financial system</li> </ul>
2 Unique platform to benefit from growth potential	<ul> <li>Leading retail banking platform</li> <li>Industry leader in annuities, the fastest-growing insurance product</li> <li>High growth wealth management business</li> </ul>
3 Consistently delivering high growth & profitability	<ul> <li>Track record of sustainable growth</li> <li>Demonstrated ability to deliver superior results</li> <li>Consistently outperforming the industry</li> </ul>
4 Clear strategy with strong corporate governance	<ul> <li>Clear strategy</li> <li>Experienced management team</li> <li>Strong corporate governance</li> </ul>

Unique combination of growth, profitability and asset quality



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# Key financial figures – IFS (IFRS)

	As and for the year e	ended December 31,	Growth / Avg.	As and for the three months ended March 31,		Growth / Avg.
S/. in millions	2013	2014	2014 vs. 2013	2014	2015	2015 vs. 2014
Balance Sheet						
Total gross loans	20,947	23,197	10.7%	21,663	24,123	11.4%
Total assets	36,179	40,376	11.6%	38,237	42,561	11.3%
Total deposits	22,067	23,381	6.0%	23,034	24,119	4.7%
Total equity	3,712	4,302	15.9%	3,796	4,486	18.2%
Income Statement						
Net interest and similar income	1,748	2,040	16.7%	476	546	14.8%
Provision for loan losses, net of recoveries	(377)	(426)	12.8%	(104)	(149)	43.3%
Total other income	1,264	1,244	-1.6%	290	367	26.5%
Net Premiums	559	676	21.0%	165	204	23.6%
Adjustment of technical reserves	(295)	(515)	74.7%	(203)	(156)	-22.8%
Net claims and benefits incurred	(174)	(181)	4.2%	(51)	(60)	17.6%
Total premiums earned less claims and benefits	90	(20)	n.m.	(88)	(12)	-86.4%
Total other expenses	(1,471)	(1,541)	4.7%	(377)	(400)	6.0%
Total net profit	975	963	-1.2%	135	263	95.1%
Total recurring net profit	899	969	7.8%	135	263	95.1%
Key Ratios						
Net interest margin	5.9%	6.0%	10 bps	5.7%	5.9%	20 bps
ROA (annualized for each interim period)	2.9%	2.5%	-40 bps	1.4%	2.5%	110 bps
ROE (annualized for each interim period)	26.8%	24.6%	-220 bps	14.4%	23.9%	950 bps
Efficiency ratio <sup>(1)</sup>	41.5%	41.4%	-10 bps	46.2%	38.8%	-740 bps
Past-due-Ioan ratio	1.7%	2.3%	60 bps	1.8%	2.1%	30 bps

Source: Company information.

(1) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus other income plus net premiums earned.

# Key financial figures – By segment (IFRS)

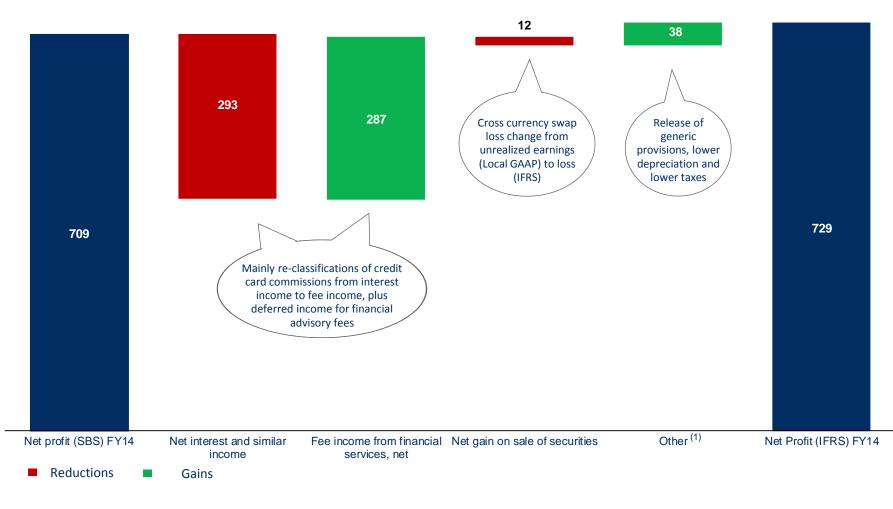
	As and for the year e	ended December 31,	Growth / Avg.	As and for the three months ended March 31,		Growth / Avg.
S/. in millions	2013	2014	2014 vs. 2013	2014	2015	2015 vs. 2014
Banking						
Total gross loans	19,841	21,791	9.8%	20,482	22,660	10.6%
Total deposits	20,239	21,124	4.4%	21,222	22,100	4.1%
Total net profit	615	731	18.9%	158	205	29.6%
Total recurring net profit	558	738	32.1%	158	205	29.6%
Net interest margin	6.2%	6.3%	10 bps	5.9%	6.3%	40 bps
ROE (annualized for each interim period)	23.7%	24.9%	116 bps	23.1%	25.5%	240 bps
Efficiency ratio <sup>(1)</sup>	47.8%	45.6%	-220 bps	46.3%	42.3%	-400 bps
Past-due-loan ratio	1.7%	2.5%	80 bps	1.9%	2.3%	40 bps
Insurance						
Net Premiums	559	676	21.0%	165	204	23.6%
Adjustment of technical reserves	(295)	(515)	74.7%	(203)	(156)	-22.8%
Net claims and benefits incurred	(174)	(181)	4.2%	(51)	(60)	17.6%
Total premiums earned less claims and benefits	90	(20)	-122.8%	(88)	(12)	-86.4%
Total net profit	282	155	-45.1%	(57)	34	-159.3%
Total net profit ex. discount rate impacts	130	97	-25.6%	(0)	6	n.m.
ROE (annualized for each interim period)	47.6%	28.1%	n.m.	-49.9%	23.3%	n.m.
Wealth Management						
AUM + Deposits	9,261	10,724	15.8%	9,359	11,384	21.6%
Total net profit	109	134	22.8%	48	36	-25.0%
Fee income from financial services, net	79	96	22.1%	20	31	58.7%
ROE (annualized for each interim period)	26.5%	28.1%	165 bps	41.1%	29.1%	n.m.

Source: Company information.

(1) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus other income.

# Interbank's FY14 net profit bridge to IFRS Local GAAP vs. IFRS

(S/. mm)

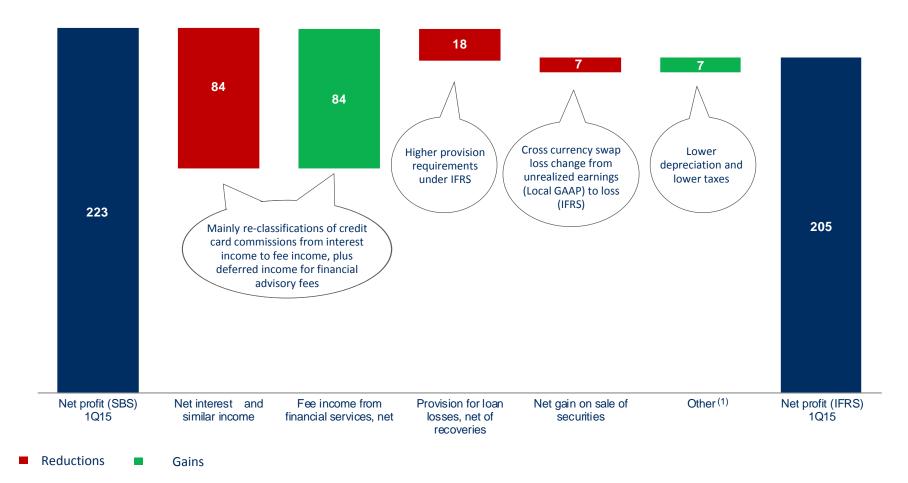


Source: Company information.

(1) Includes generic provision expenses (S/. 19mm), D&A expenses (S/. 10mm) and taxes (S/. 9mm).

# Interbank's 1Q15 net profit bridge to IFRS Local GAAP vs. IFRS

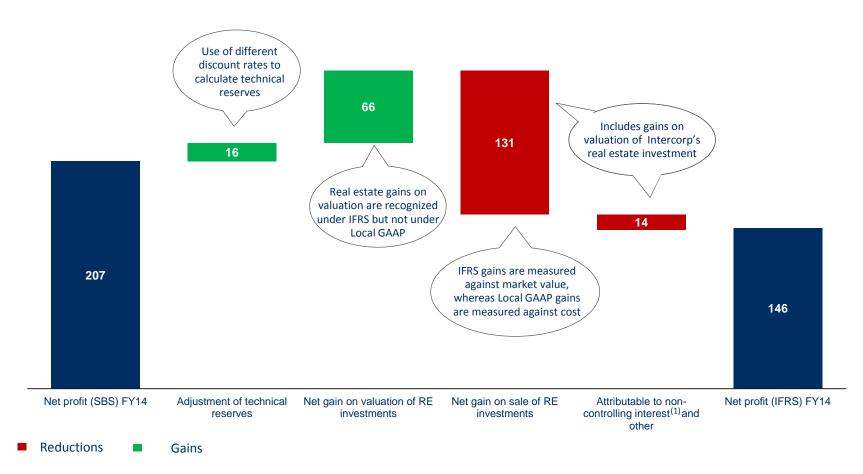
(S/. mm)



Source: Company information. (1) D&A expenses (S/. 2mm) and taxes (S/. 5mm).

# Interseguro's FY14 net profit bridge to IFRS Local GAAP vs. IFRS

(S/. mm)

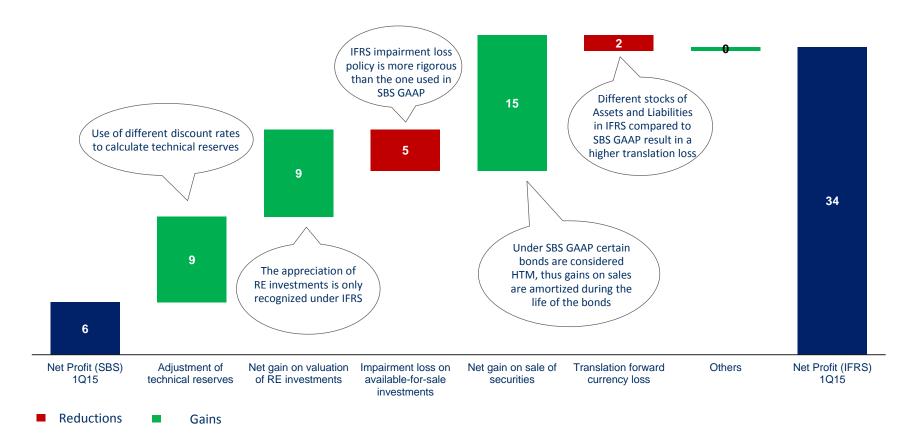


Source: Company information. Excludes reclassifications.

(1) Starting September 2014, Interseguro began consolidating a real estate investment shared by Interseguro and Intercorp Real Estate Inc, a subsidiary of Intercorp Peru Ltd. Intercorp RE's part is then reported as attributable to non-controlling interest.

# **Interseguro's 1Q15 net profit bridge to IFRS** Local GAAP vs. IFRS

(S/. mm)





# Intercorp Financial Services

