

**Fourth Quarter 2007 Earnings Presentation** 



### Highlights



#### **Intergroup**

- Intergroup's year-end 2007 net income was S/.277.3 million, a 47.6% increase over 2006
- Intergroup's 4Q07 earnings per share were S/.0.66 (net income: S/.61.3mm), a 16% decrease from 4Q06. Earnings fell despite 36% growth in net financial margin, mainly due to non-recurring items totaling S/. 23.9 million registered during 4Q07

#### Interbank

- > Interbank's net income grew 42% in 2007, mainly due to higher financial income
- Despite significant growth in net operating margin, Interbank's 4Q07 net income remained stable YoY and fell 29% QoQ, mainly due to non-recurring provisions and adjustments totaling S/.23.9 million
- Interbank's loan portfolio increased 43% YoY and 11% QoQ, with strong performances in both the retail and commercial portfolios
- Interbank's asset quality and coverage ratios improved significantly, with PDLs at 0.9% of total loans, and coverage at 337%
- NIM at Interbank was 7.8% in 4Q07, above the banking industry's average of 6.8%

#### <u>Interseguro</u>

- Interseguro's net income grew 82% in 2007, driven by higher investment income
- In 4Q07, net income fell 68% YoY and 30% QoQ mainly due to sharp increases in claims

# **Intergroup Financial Services**

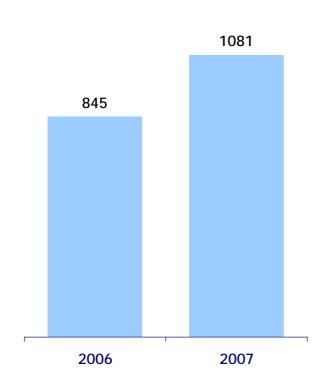


# Intergroup's net income rose 48% in 2007



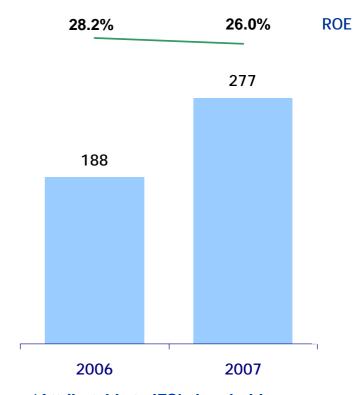
#### **Total Revenues**

S/. million



#### **Net Income\***

S/. million



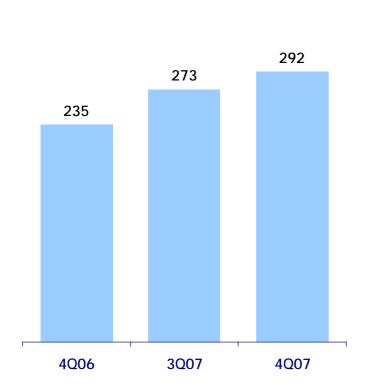
\*Attributable to IFS' shareholders

## Net income fell in 4Q07, due to non-recurring items



#### **Total Revenues**

S/. million



#### **Net Income\***

S/. million



# Net earnings



Intergroup's Profit and Loss Statement Summary								
S/. million	4006	3007	4007	%c <b>h</b> g	%c <b>h</b> g			
				QoQ	YoY			
Financial income	245	293	326	11%	33%			
Financial expenses	-57	-77	-85	11%	48%			
Gross financial margin	188	217	241	11%	29%			
Provisions	-29	-36	-26	-27%	-11%			
Net financial margin	158	181	215	19%	36%			
Fee income from financial services, net	62	70	70	0%	14%			
Result from insurance underwriting, net	-15	-14	-20	43%	36%			
Administrative expenses	-105	-139	-155	11%	48%			
Net operating margin	101	98	110	13%	10%			
Depreciation and amortization	-14	-12	-13	5%	-8%			
Other income (expenses)	16	47	-3	nm	nm			
Income before tax and profit sharing	102	133	94	-29%	-8%			
Income tax and profit sharing	-27	-46	-31	-31%	16%			
Income from continuing operations	76	87	63	-28%	-17%			
Income from discontinued operations	3	0	0	nm	nm			
Net income	79	87	63	-28%	-20%			
Attributable to IFS shareholders	73	85	61	-28%	-16%			
EPS	0.86	0.92	0.66					

# Interbank



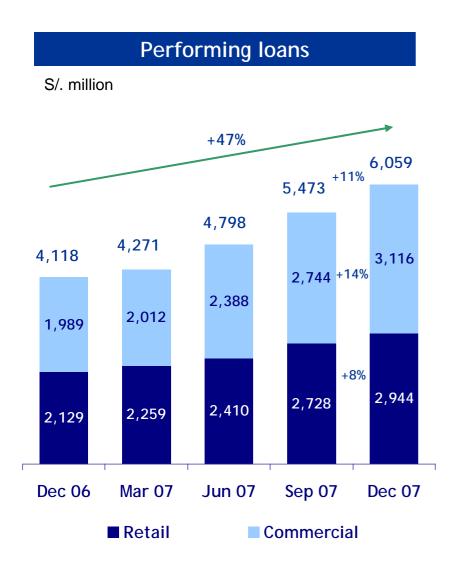
# Interbank's net income remained stable YoY, and fell 29% QoQ, due to non-recurring items



Profit and Loss Statement Summary								
S/. million	4Q06	3Q07	4Q07	%chg QoQ	%chg YoY			
Financial income	205	261	281	8%	37%			
Financial expenses	-53	-70	-74	5%	39%			
Gross financial margin	152	191	207	9%	36%			
Provisions	-29	-36	-26	-27%	-11%			
Net financial margin	123	155	181	17%	48%			
Fee income from financial services, net	64	73	76	3%	19%			
Administrative expenses	-99	-130	-144	11%	46%			
Net operating margin	88	98	113	15%	28%			
Depreciation and amortization	-12	-11	-12	6%	-2%			
Other income (expenses)	10	38	-12	nm	nm			
Income before tax and profit sharing	85	124	89	-28%	4%			
Income tax and profit sharing	-26	-40	-29	-27%	13%			
Net Income	60	84	60	-29%	1%			

## Performing loans grew 47% YoY and 11% QoQ



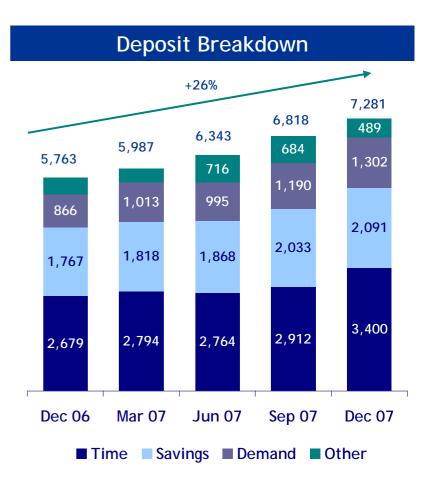


Breakdown of retail loans								
S/. million	4006	3007	4Q07	%c <b>h</b> g	%chg			
	4000	3007		QoQ	YoY			
Consumer loans:								
Credit cards	711	763	842	10%	18%			
Other consumer	875	1,186	1,280	8%	46%			
Total consumer loans	1,587	1,949	2,123	9%	34%			
Mortgages	543	780	821	5%	51%			
Total retail loans	2,129	2,728	2,943	8%	38%			

# Growth in deposits remains strong, but slower compared to loans



Funding Structure							
S/. million	4Q06	3Q07	4Q07	%chg QoQ	%chg YoY		
Deposits and obligations	5,763	6,818	7,281	7%	26%		
Due to banks	482	987	1,451	47%	201%		
Bonds and obligations	260	230	180	-22%	-31%		
Total	6,505	8,034	8,912	11%	37%		
AUM (Interfondos)	1,173	1,939	1,912	-1%	63%		



## NIM remains significantly above the industry average









Source: ASBANC

## Asset quality and coverage continued to improve



#### **Loan Provision Expense**

S/. million

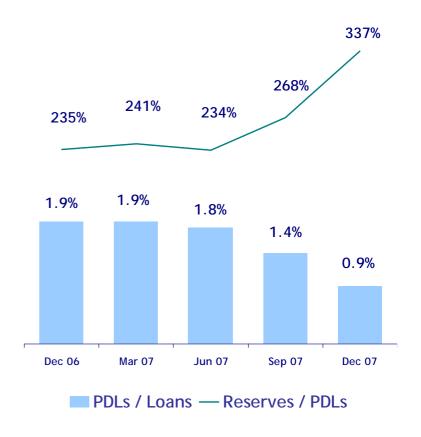
# 2.6% 2.7% 2.7% % loans\* 2.0% 1.1% 29.1 26.2

2Q07

3Q07

4Q07

#### PDL & Coverage Ratios



4Q06

\*Annualized

1007

# Net financial margin grew 29% YoY and 17% QoQ



Interbar	Interbank Net Financial Margin							
S/. million	4Q06	3007	4007	%chg QoQ	%chg YoY			
Financial Income:								
Loans	158	192	207	8%	31%			
Investments	24	27	29	9%	23%			
Other	24	42	45	8%	89%			
Total Financial Income	205	261	281	8%	37%			
Financial Expenses:								
Deposits	39	51	52	2%	34%			
Other	14	20	22	13%	55%			
Total Financial Expenses	53	70	74	5%	39%			
Gross Financial Margin	152	191	207	9%	36%			
Provisions	29	36	26	-27%	-11%			
Net Financial Margin	123	155	181	17%	48%			

# Fee income grew 19% YoY as a result of higher activities in credit cards, deposits and ATMs



Fee Income from Financial Services, Net								
S/. million	4006	4006 3007	4007	%chg	%chg			
	400	3007	4007	QoQ	YoY			
Credit and debit card	23	24	28	14%	21%			
Fees for sevices	25	30	28	-5%	10%			
Contingent operations	4	4	4	-13%	2%			
Fees for collection and payment services	3	3	6	94%	123%			
Others	16	20	18	-10%	13%			
Fee income from financial services	70	81	83	2%	18%			
Expenses relating to financial services	-6	-7	-7	-7%	9%			
Fee income from financial services, net	64	73	76	3%	19%			

## Branch network expanded, leading to higher expenses



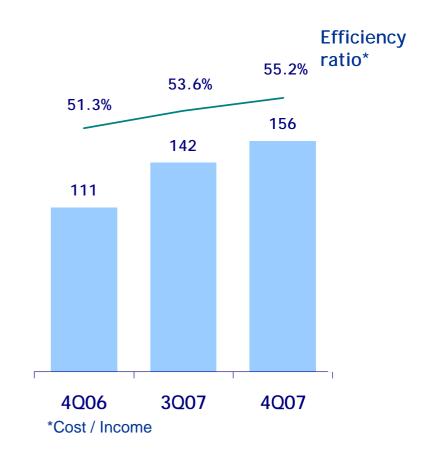
#### **Distribution network**

Units



#### Operating expenses

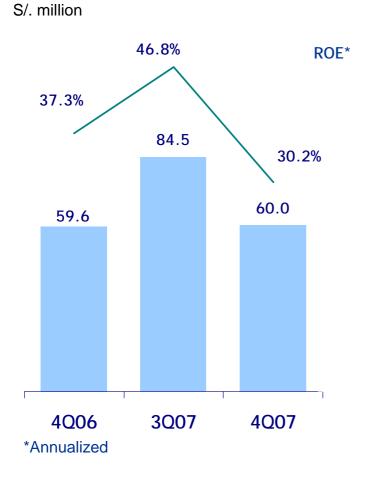
S/. million



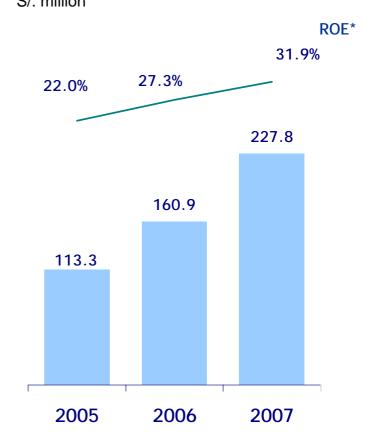
## Interbank's net income grew 42% in 2007







# Yearly S/. million



# Interseguro



# Interseguro's net income fell 30% QoQ due to an increase in claims



Profit and Loss Statement Summary							
S/. million	4006	3Q07	4Q07	%chg QoQ	%chg YoY		
Premiums	67	61	59	-2%	-11%		
Premiums ceded	-1	-1	-1	-8%	8%		
Fees	-6	-6	-7	6%	17%		
Claims	-30	-34	-44	29%	50%		
Change in reserves	-45	-33	-32	-3%	-29%		
Direct expenses	-1	-1	-1	-19%	2%		
Technical margin	-16	-16	-26	66%	67%		
Indirect expenses	-4	-3	-4	23%	1%		
Investment income, net	43	31	37	16%	-16%		
Exchange difference	1	2	3	51%	288%		
Extraordinaries	-2	-4	-2	-45%	38%		
Net income	23	10	7	-30%	-68%		

# Premiums have fallen 11% YoY due to a contraction in the annuities market



Premiums by Business Line							
S/. million	4006	3007	4007	%chg QoQ	%chg YoY		
Individual Life	4	5	5	1%	11%		
Annuities	41	34	32	-7%	-22%		
Group Life	5	5	6	5%	5%		
Disability and survivor benefits	12	13	13	4%	11%		
Mandatory traffic accident	5	4	4	1%	-12%		
TOTAL	67	61	59	-2%	-11%		

# Investment income decreased by 16% YoY, but increased 16% QoQ



Investment Portfolio							
S/. million	4006	3007	4007	%chg QoQ	%chg YoY		
Fixed Income	855	849	966	14%	13%		
Equity and Mutual Funds	337	327	287	-12%	-15%		
Real estate	88	168	184	9%	109%		
Others	145	185	171	-7%	18%		
TOTAL	1,425	1,529	1,608	5%	13%		

Investment Income, Net							
S/. million	4Q06	3Q07	4007	%chg QoQ	%chg YoY		
Income:							
Fixed Income	33	36	27	-23%	-18%		
<b>Equity and Mutual Funds</b>	11	-6	6	211%	-41%		
Real estate	2	3	4	43%	128%		
Total income	46	33	38	15%	-17%		
Expenses	-3	-2	-1	-7%	-44%		
Net income	43	31	37	16%	-16%		

## Interseguro's net income grew 82% in 2007





