



 Intercorp Financial Services

# Annual Shareholders' Meeting Presentation

March 2022



# Agenda

2021 financial highlights

Performance by segment

Appendix



# Record earnings in 2021, IFS' ROAE at 19.3%

## Intercorp Financial Services

Net profit in S/ million

ROAE

18.3%

4.5%

19.3%

1,450

384

1,800

2019

2020

2021

S/ 1,503 mm  
& ROAE 16.3%  
excl. one-offs<sup>(1)</sup>

## Banking

Net profit in S/ million

ROAE

21.2%

n.m.

21.0%

1,229

-6

1,360

2019

2020

2021

S/ 1,151 mm  
& ROAE 17.9%  
excl. one-offs<sup>(2)</sup>

## Insurance

Net profit in S/ million

ROAE

14.2%

18.9%

28.2%

130

141

273

2019

2020

2021

S/ 186 mm  
& ROAE 20.7%  
excl. one-offs<sup>(3)</sup>

## Wealth Management

Net profit in S/ million

ROAE

24.7%

28.0%

23.0%

200

243

284

2019

2020

2021

1) IFS' net profit and ROAE in 2021 would have resulted in S/ 1,503.6 million and 16.3%, respectively, when excluding (i) reversion of loan loss provisions due to refined calculations of the expert criteria in our banking segment for S/ 297.2 million or S/ 209.5 million after taxes in 4Q21, and (ii) extraordinary other income for S/ 87.1 million in our insurance segment in 1Q21

2) Banking segment's net profit and ROAE in 4Q21 and 2021 would have resulted in S/ 257.6 million and 15.5%, and S/ 1,150.8 million and 17.9%, respectively, when excluding reversion of loan loss provisions due to refined calculations of the expert criteria for S/ 297.2 million or S/ 209.5 million after taxes in 4Q21

3) Insurance segment's net profit and ROAE in 2021 would have resulted in S/ 185.6 million and 20.7%, when excluding extraordinary other income for S/ 87.1 million in 1Q21

# Strong results in 2021

## Capital

|          | 2021E | 2021  |
|----------|-------|-------|
| IBK TCR  | >15%  | 15.9% |
| IBK CET1 | >11%  | 12.5% |

## Profitability

|          | 2021E | 2021                 |
|----------|-------|----------------------|
|          | Orig. | Rev.                 |
| IFS ROAE | >14%  | >18%                 |
|          |       | 19.3% <sup>(1)</sup> |

## Loan growth

Slow recovery in retail,  
decreasing volumes in commercial

Retail +13.6%  
Commercial -4.3% / +7.9%<sup>(2)</sup>

## Revenues

|                | 2021E       | 2021  |
|----------------|-------------|-------|
| NIM            | 4.0% - 4.3% | 4.1%  |
| Revenue growth |             | +7.9% |

## Cost of risk

|         | 2021E | 2021                        |
|---------|-------|-----------------------------|
|         | Orig. | Rev.                        |
| IBK CoR | ~2.0% | ~1.5%                       |
|         |       | 0.9%<br>1.6% <sup>(3)</sup> |

## Efficiency

|                        | 2021E     | 2021 |
|------------------------|-----------|------|
| Efficiency ratio (IFS) | 35% - 37% | 35%  |

1) IFS' ROAE in 2021 would have resulted in 16.3%, when excluding (i) reversion of loan loss provisions due to refined calculations of the expert criteria in our banking segment for S/ 297.2 million or S/ 209.5 million after taxes in 4Q21, and (ii) extraordinary other income for S/ 87.1 million in our insurance segment in 1Q21

2) Excluding Reactiva Peru loan balances

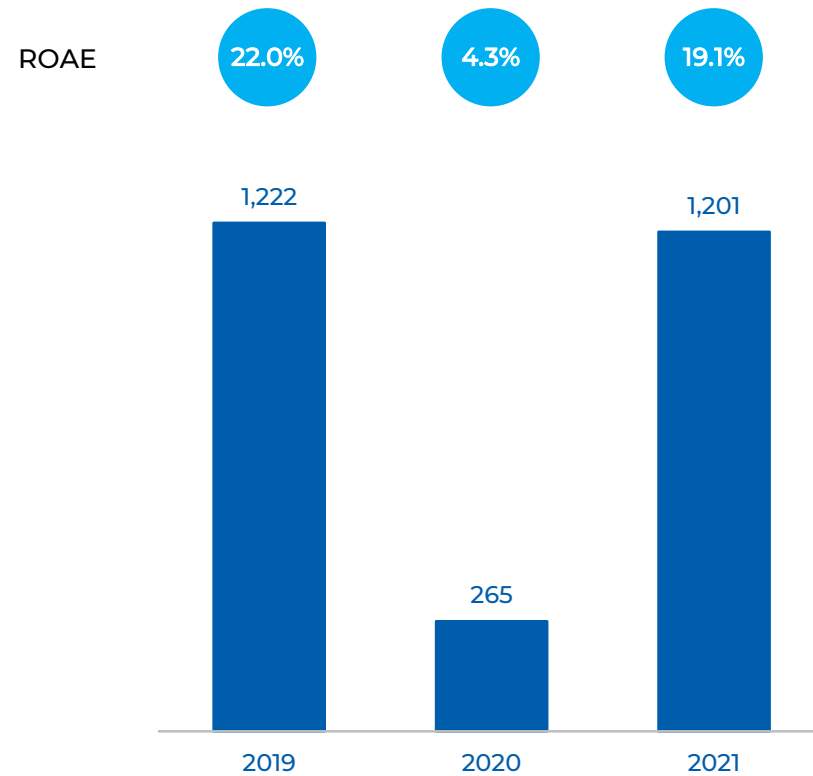
3) CoR excluding the impact of reversion of loan loss provisions due to refined calculations of the expert criteria for S/ 297.2 in 4Q21

# Relevant net income of S/ 1,657 million in 2021, similar to 2019 levels

## Local GAAP & IFRS

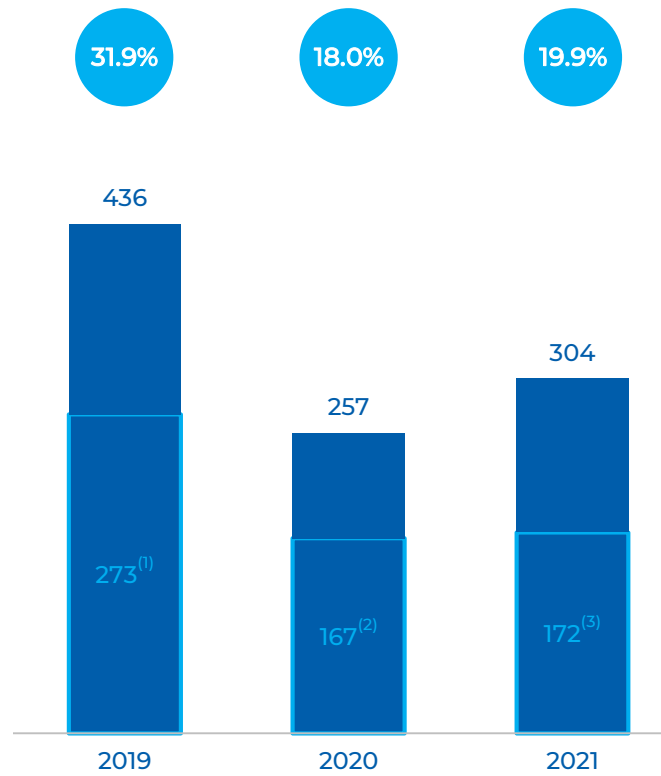
### Interbank – Local GAAP

Net profit in S/ million



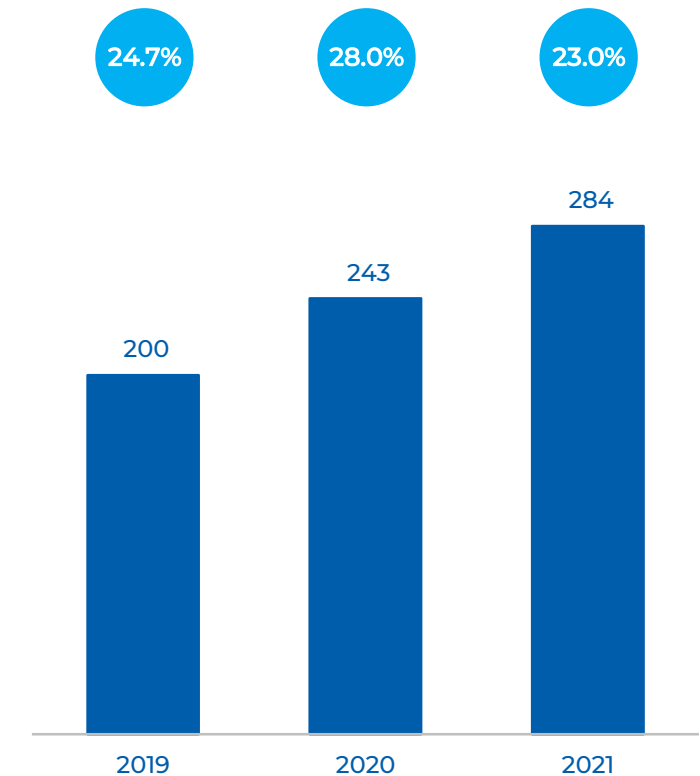
### Interseguro – Local GAAP

Net profit in S/ million



### Inteligo – IFRS

Net profit in S/ million



■ Reported figures □ Distributable net income

# Agenda

2021 financial highlights

Performance by segment

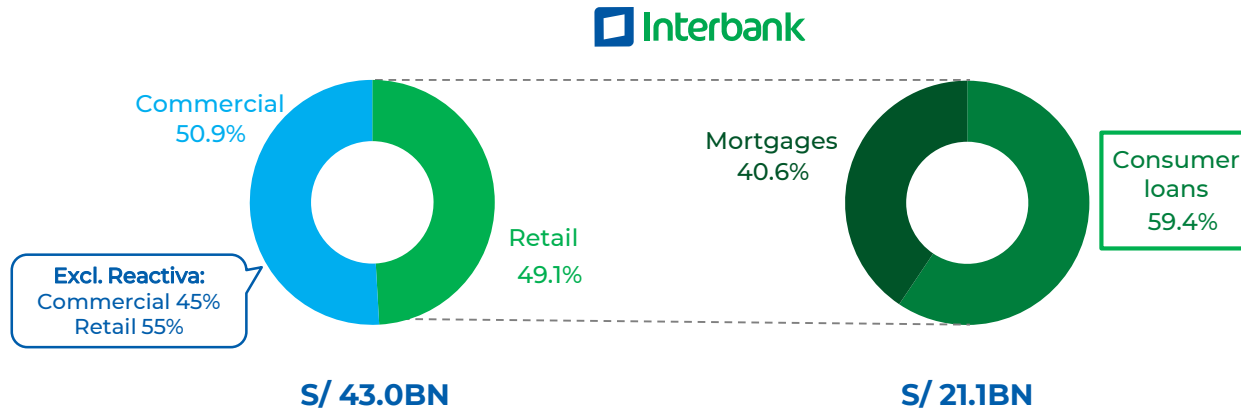
Appendix

# Strategic focus on consumer loans

## Interbank

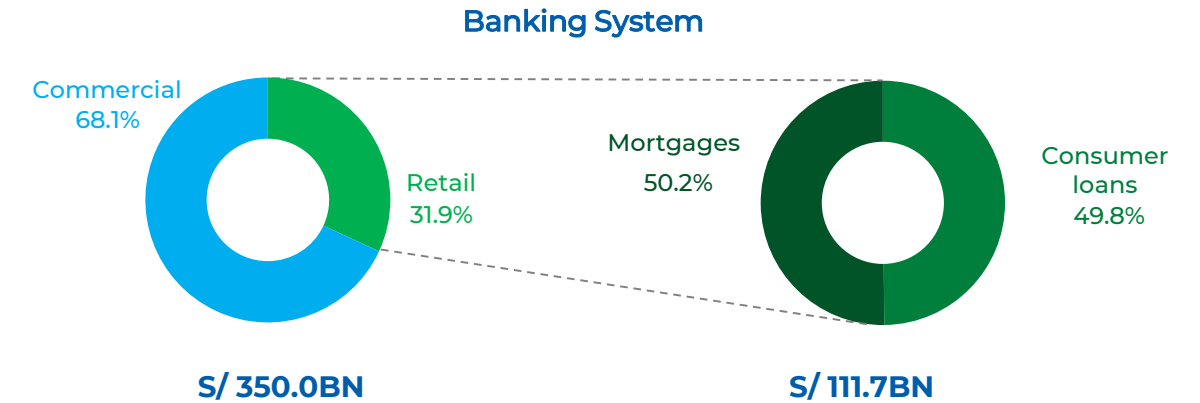
### Distinctive loan breakdown...

Gross loans breakdown (as of December 2021)



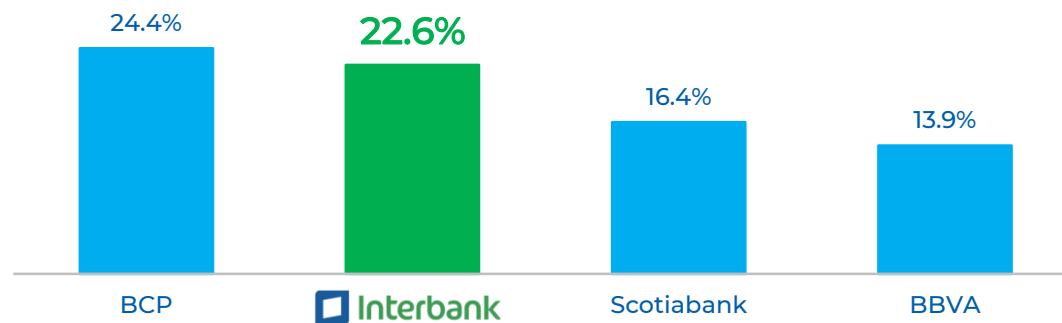
### ...when compared to the banking system

Gross loans breakdown (as of December 2021)



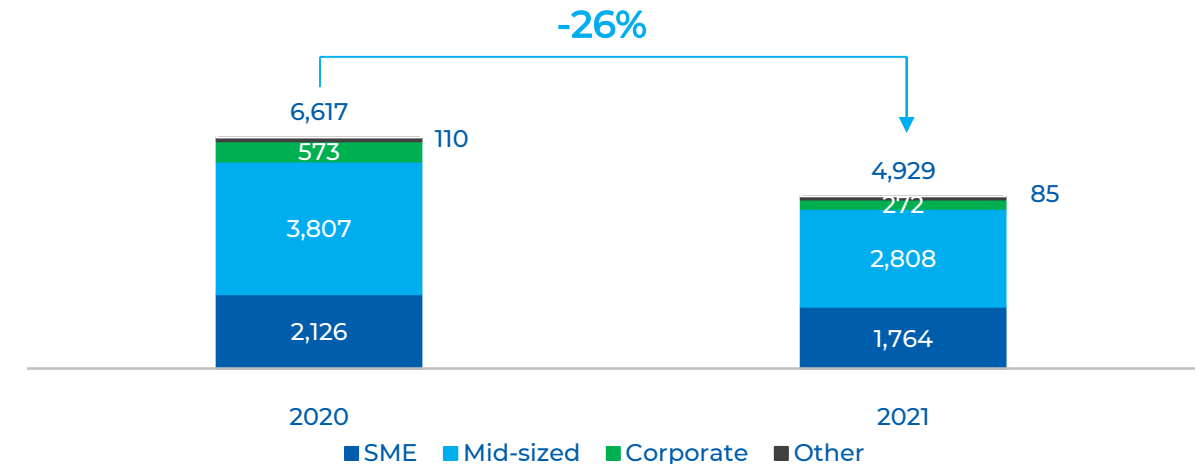
### Leading position in consumer loans <sup>(1)</sup>

Market share (as of December 2021)



### Important reduction in Reactiva Peru loan balances

Reactiva Peru loan balances by segment (S/ million)



Source: SBS as of December 2021.

Note: Under Peruvian SBS GAAP. Banks include international branches.

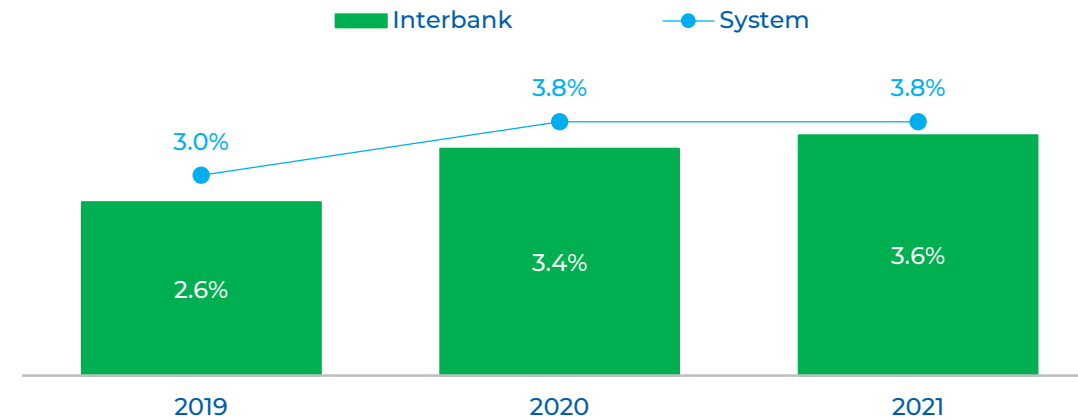
1) Consumer loans do not include mortgage loans.

# Solid risk management capabilities

## Interbank

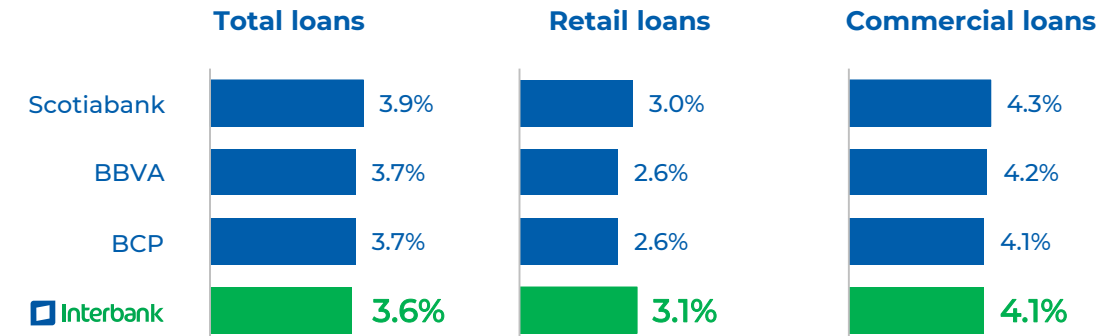
### Better asset quality than the system

PDL ratio evolution



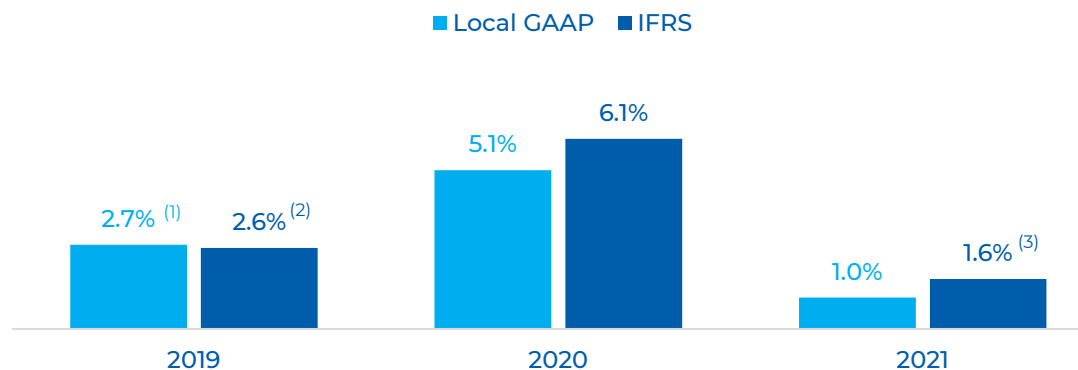
### Best total PDL ratio among peers

PDL ratio as of December 2021



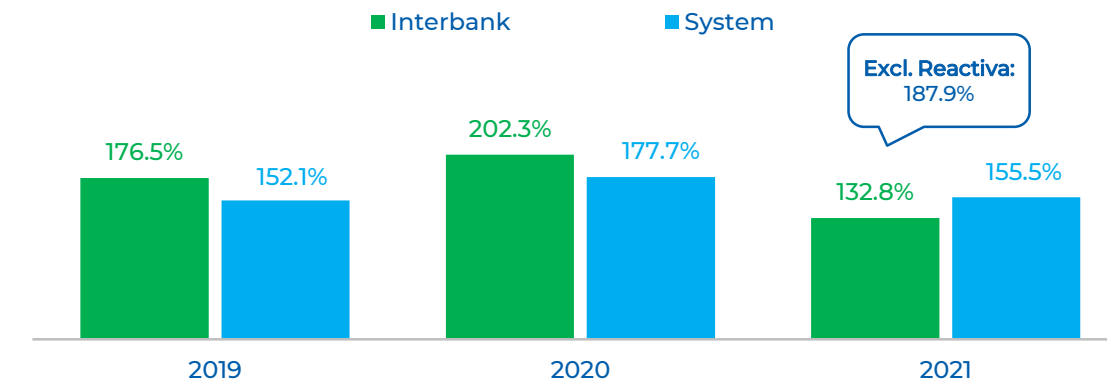
### Cost of risk below pre COVID-19 levels

Cost of risk (Provision expense as % of average total loans)



### Sound coverage ratio

Coverage ratio<sup>(4)</sup> evolution



Source: SBS and Company information as of December 2021.

1) Cost of risk excluding the effect of a release of S/ 15.4 million of voluntary provisions to cover potential risks related to the construction sector in 2019. Including this item, cost of risk remained at 2.7% in such period.

2) Cost of risk excluding the effect of a reversion of payroll deduction loan provisions for S/ 38.8 million and a reversion of loan loss provisions for S/ 104.1 million, both in 2019. Including this item, cost of risk was 2.2% in such period.

3) Cost of risk excluding the effect of a reversion of loan loss provisions due to refined calculations of the expert criteria for S/ 297.2 million in 2021. Including this item, cost of risk was 0.9% in such period.

4) Defined as allowance for loan losses as a percentage of past-due loans.

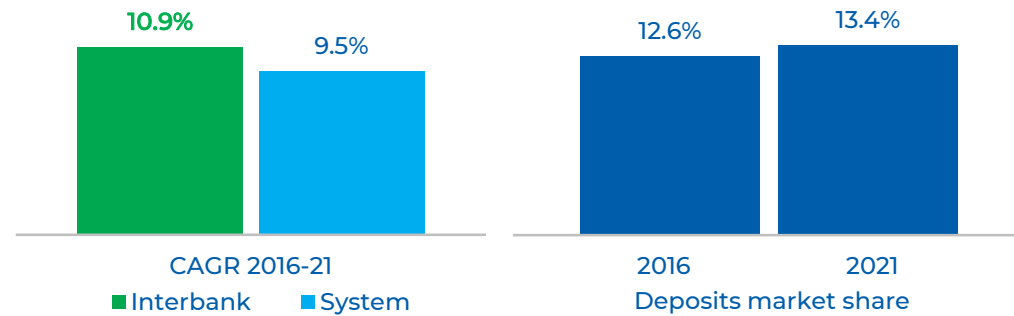


# Diversified funding base with strength in retail deposits

## Interbank

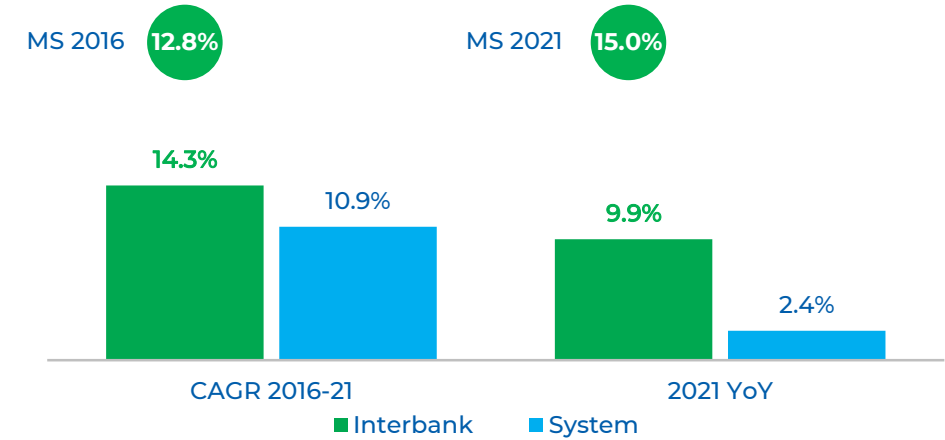
### Consistently gaining market share in deposits

Total deposits growth and market share



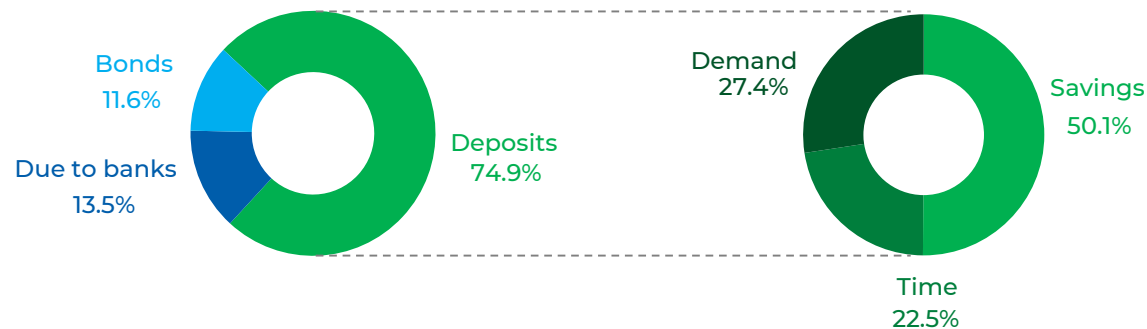
### A growing retail deposit-gathering franchise

Total retail deposits growth evolution



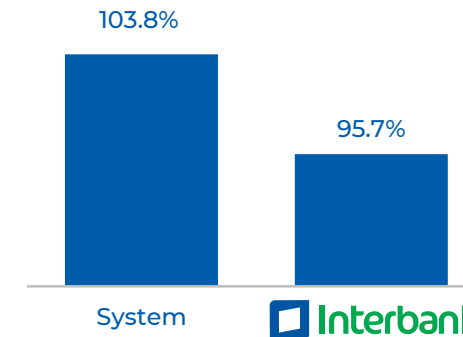
### Significant deposits base

Funding base breakdown (as of December 2021)

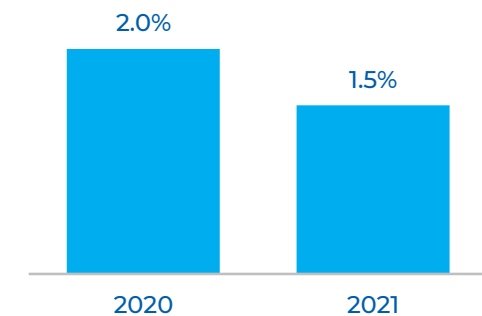


### Solid loan to deposit ratio and decreasing cost of funds

Loan to deposit ratio  
(as of Dec21)



Cost of funds

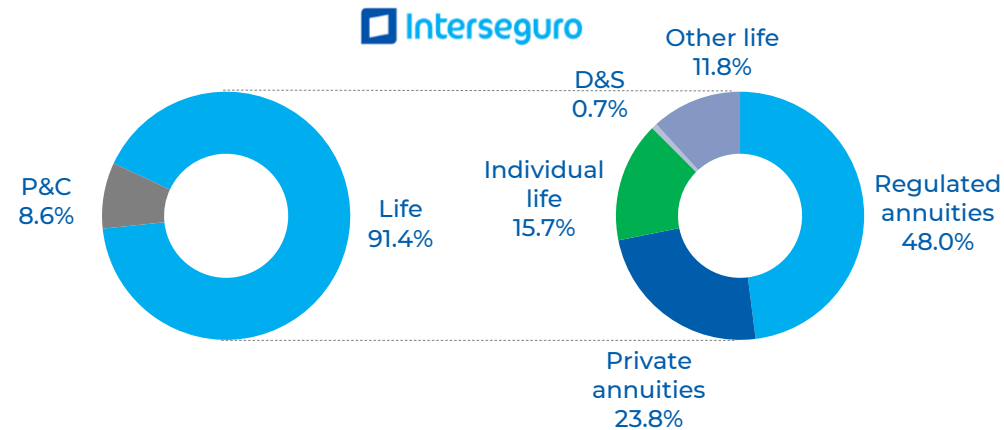


# Key player in Peru's life insurance business

## Interseguro

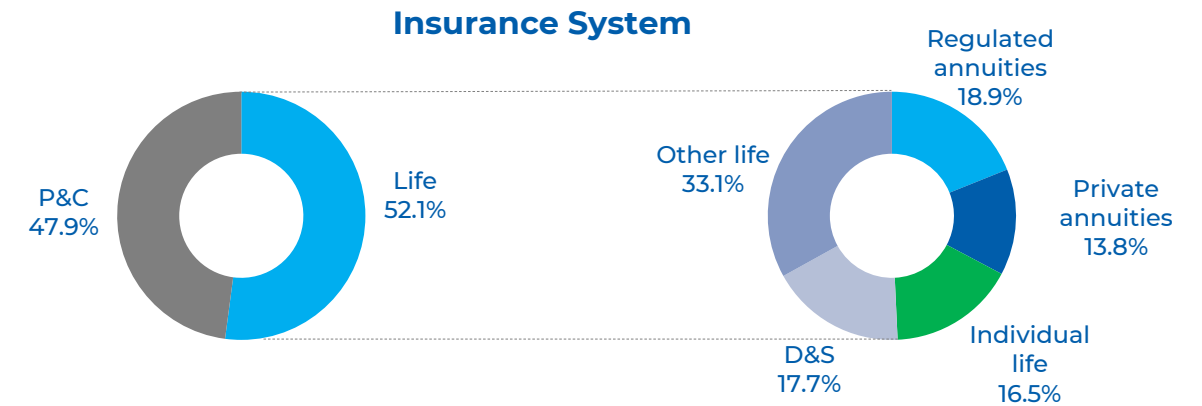
### Strategic focus on life insurance...

Insurance premiums and collections breakdown (as of December 2021)



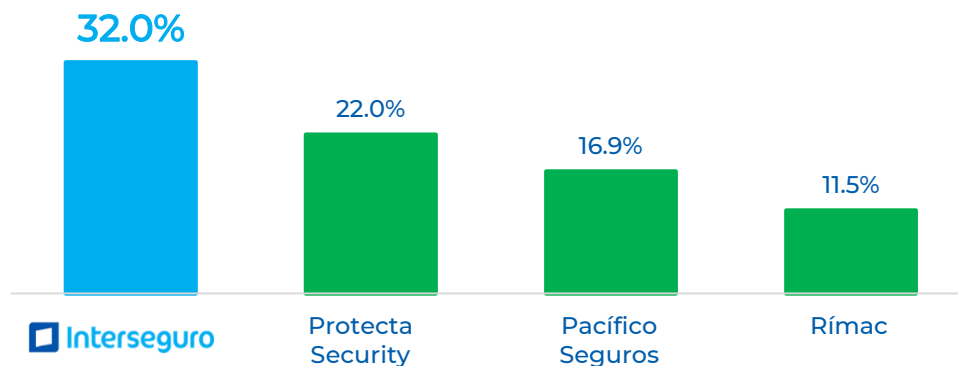
### ... when compared to the insurance system

Insurance premiums and collections breakdown (as of December 2021)



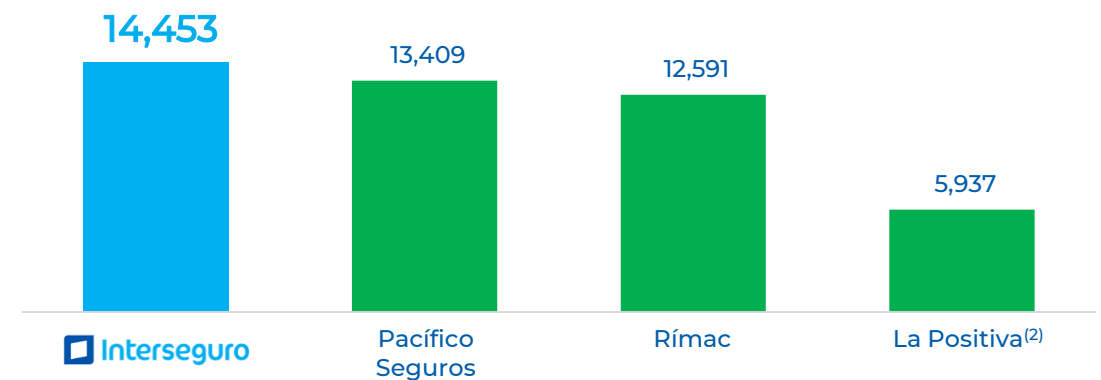
### Market leader in annuities

Annuities market share<sup>(1)</sup>



### Largest investment portfolio in Peruvian insurance system

Investment Portfolio as of December 2021 – Local GAAP (S/ mm)



Source: SBS as of December 2021.

1) Excluding private annuities.

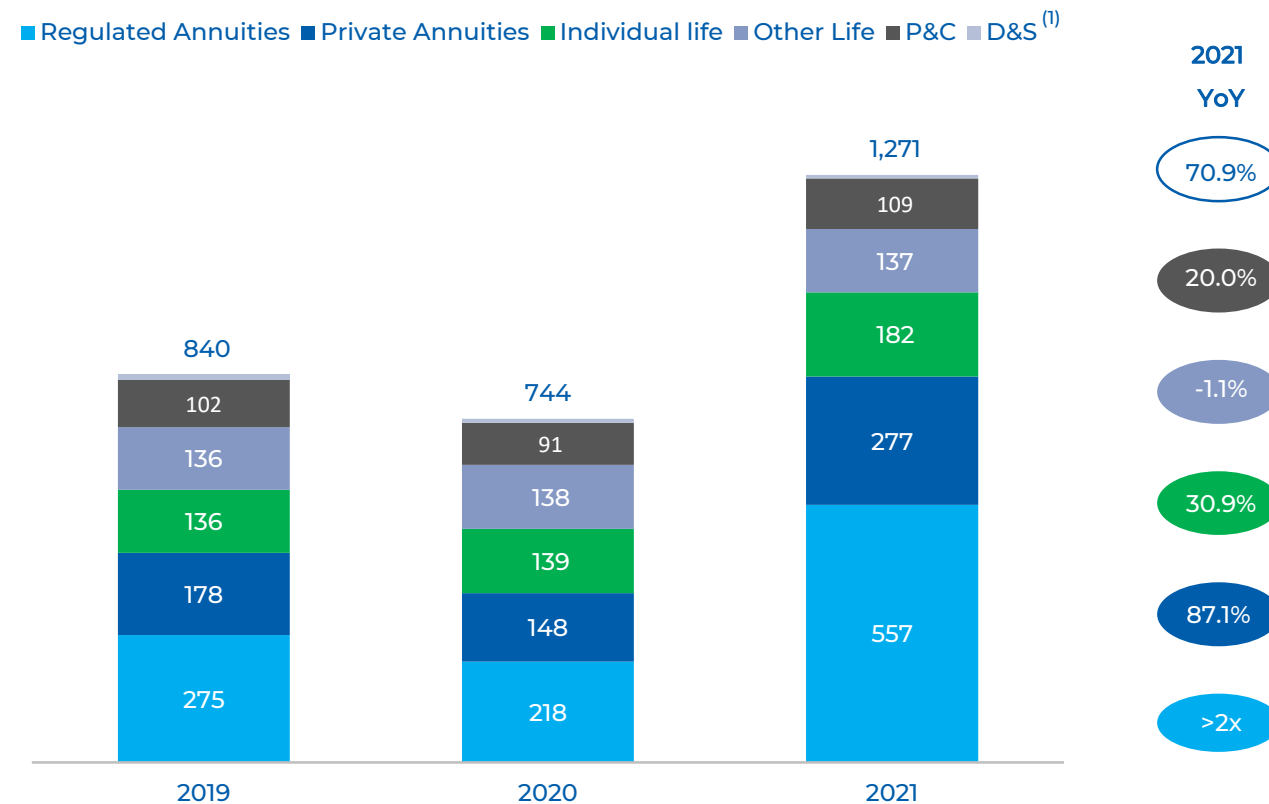
2) Consolidates La Positiva and La Positiva Vida.

# Annuities leading recovery in premiums

## Interseguro

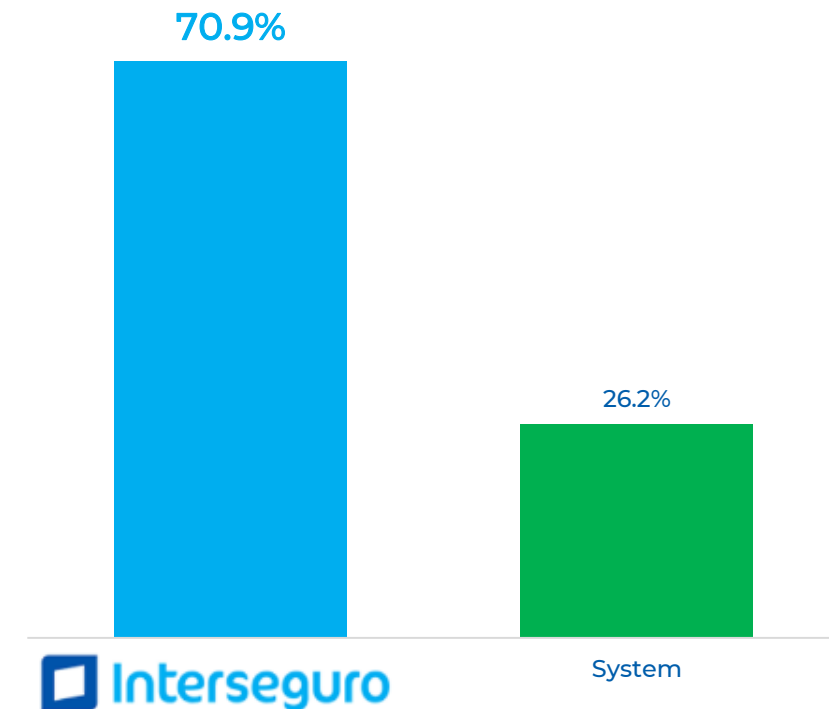
### Strong performance in most products

Gross premiums and collections by business unit (S/ mm)



### Outgrowing the overall insurance industry

YoY growth in premiums (as of December 2021)



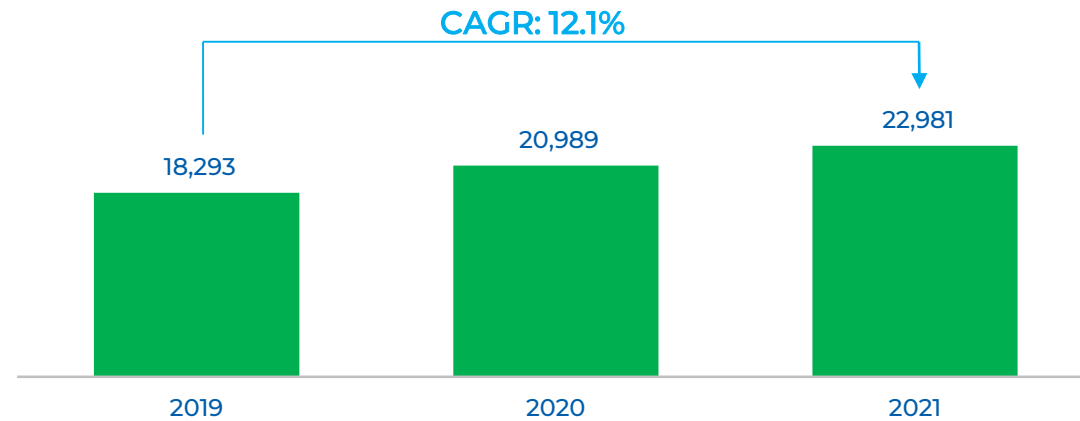
Source: SBS and Company information as of December 2021.  
 (1) D&S: S/ 12 mm in 2019, S/ 9 mm in 2020 and S/ 8 mm in 2021

# Resilient wealth management business

## Inteligo

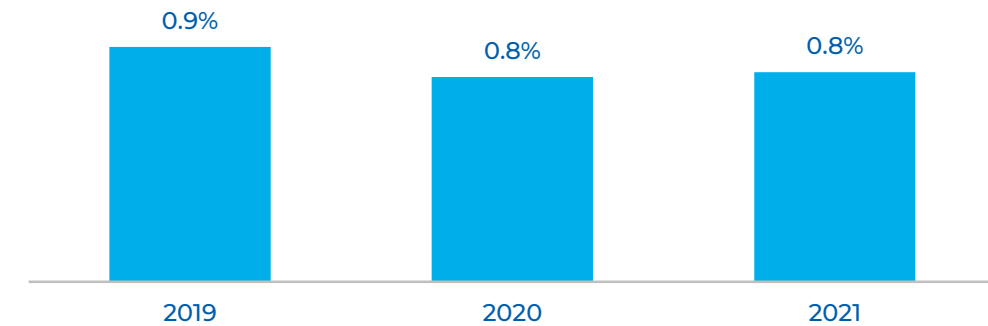
### Positive trend in AUM growth

Inteligo Group AUM (S/ mm)



### Solid fee generation due to client mix

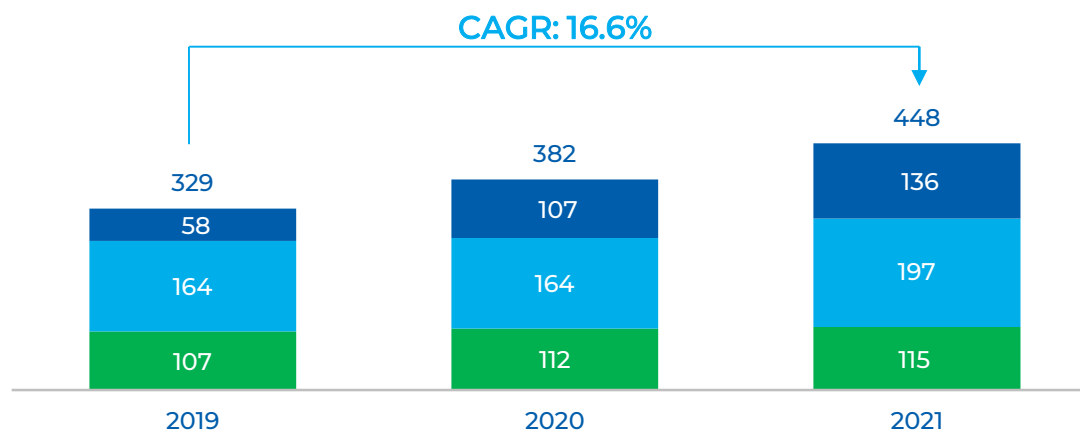
Fees / Avg. AUM



### Strong core revenue generation

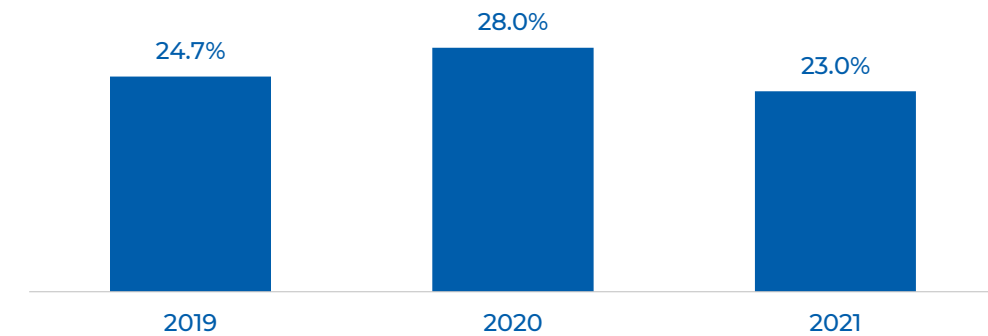
S/ mm

■ Net Interest Income ■ Net Fee Income ■ Other Income



### High profitability

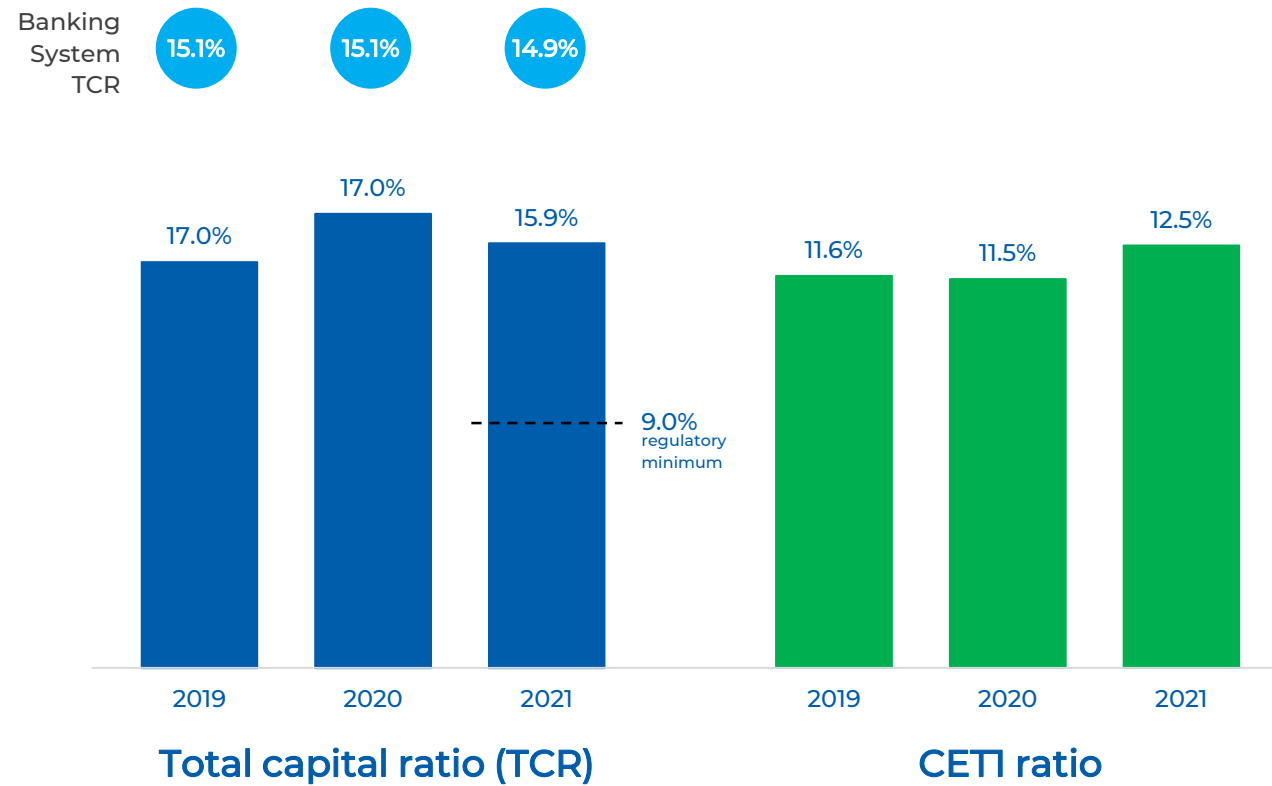
ROE



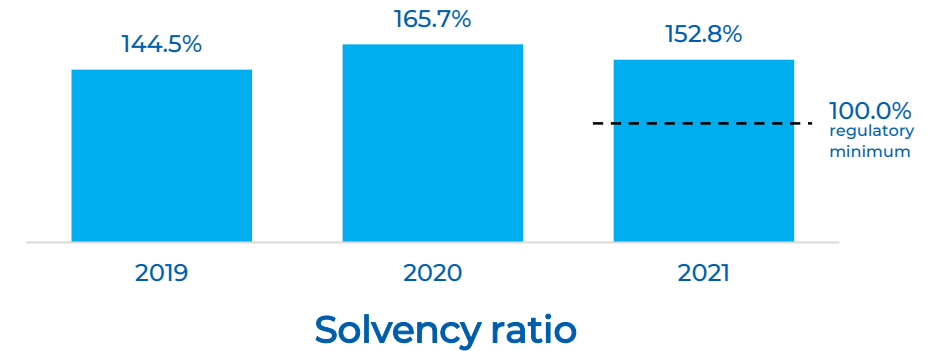


# Solid capital ratios at all IFS' segments

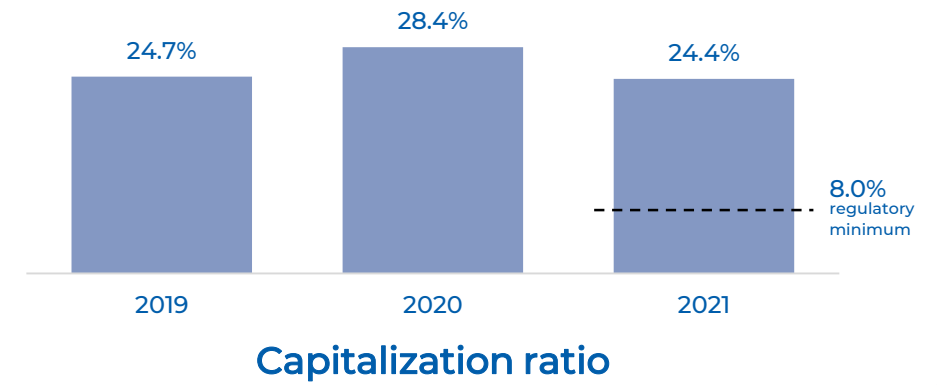
## Interbank



## Interseguro



## INTELIGO BANK



# Agenda

2021 financial highlights

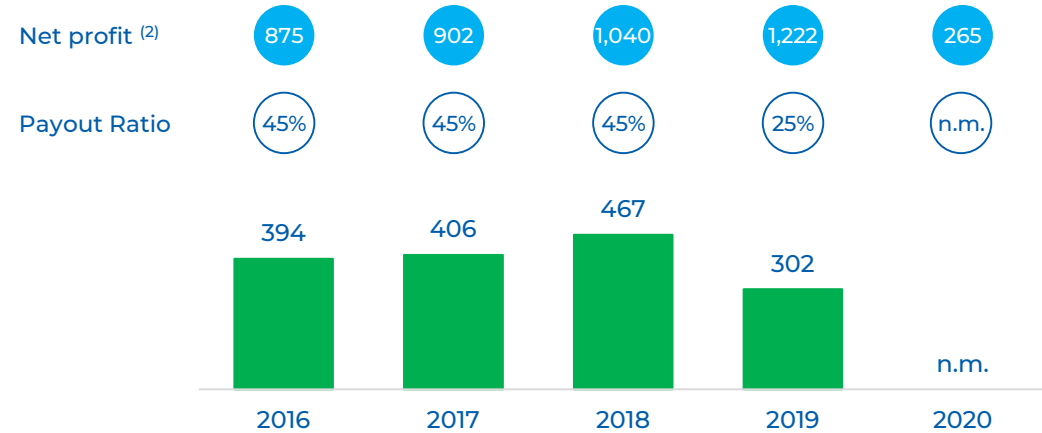
Performance by segment

Appendix

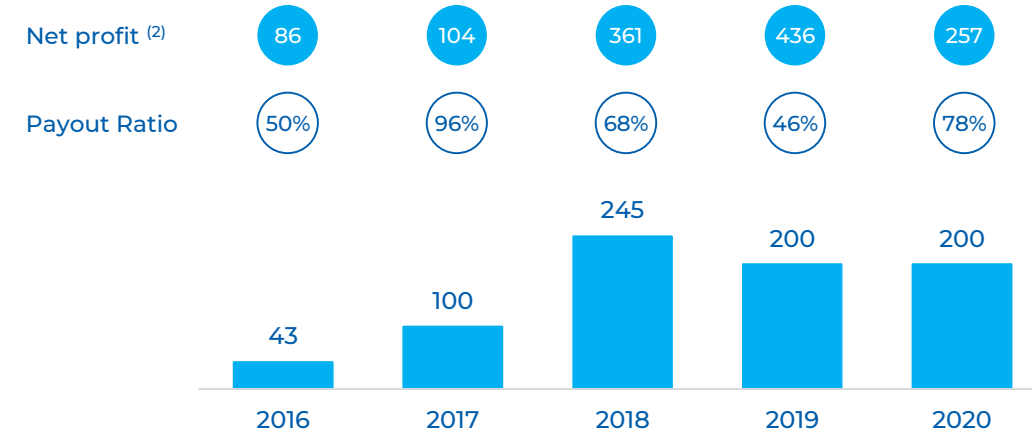
# Consistently delivering strong return to our shareholders

## Dividends declared <sup>(1)</sup>

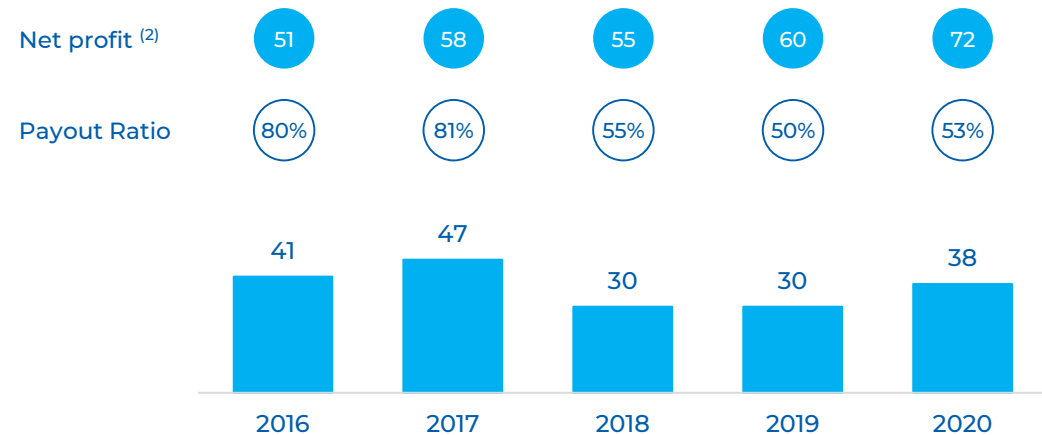
### Interbank (S/ mm)



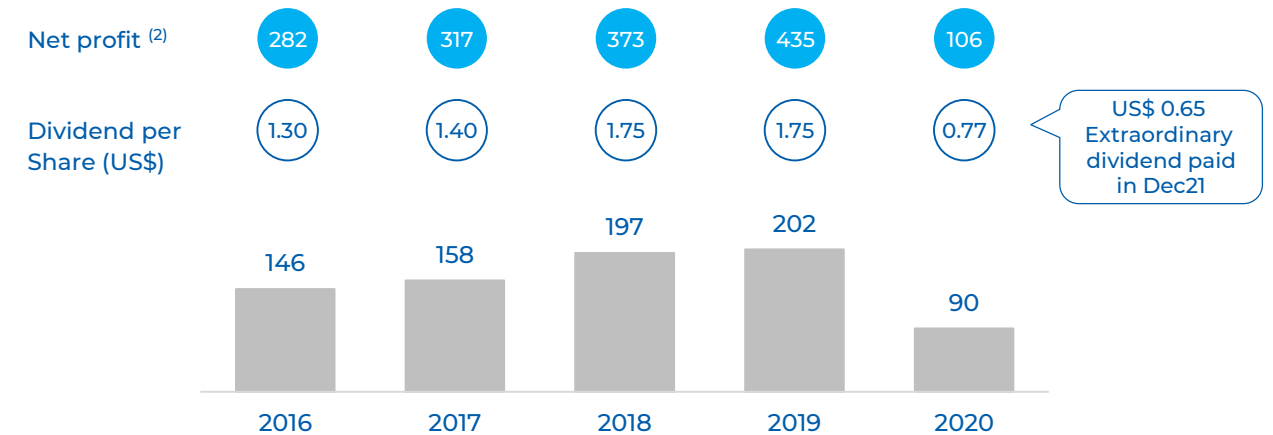
### Interseguro (S/ mm)



### INTELIGO (US\$ mm)



### Intercorp Financial Services (US\$ mm)



Source: Company information.

1) 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 3.375, 3.262, 3.318, 3.314 and 3.621 for 2016, 2017, 2018, 2019 and 2020, 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.

# IFS income statement – IFRS

| <i>Income Statement (\$/ mm)</i>   | 2018           | 2019           | 2020           | 2021           | % chg '19/'18  | % chg '20/'19  | % chg '21/'20 |
|--|----------------|----------------|----------------|----------------|----------------|----------------|---------------|
| Interest and similar income  | 4,321.3        | 4,847.2        | 4,665.0        | 4,605.6        | 12.2%          | (3.8%)         | (1.3%)        |
| Interest and similar expenses  | (1,177.3)      | (1,424.0)      | (1,192.3)      | (1,057.9)      | 21.0%          | (16.3%)        | (11.3%)       |
| <b>= Net interest and similar income</b>                                 | <b>3,144.0</b> | <b>3,423.3</b> | <b>3,472.7</b> | <b>3,547.7</b> | <b>8.9%</b>    | <b>1.4%</b>    | <b>2.2%</b>   |
| Impairment loss on loans, net of recoveries                              | (660.1)        | (750.8)        | (2,393.9)      | (381.6)        | 13.7%          | n.m.           | (84.1%)       |
| Recovery (loss) due to impairment of financial investments               | 13.1           | (6.8)          | (32.9)         | 30.9           | n.m.           | n.m.           | n.m.          |
| <b>= Net interest and similar income after impairment loss</b>           | <b>2,497.0</b> | <b>2,665.7</b> | <b>1,045.8</b> | <b>3,197.0</b> | <b>6.8%</b>    | <b>(60.8%)</b> | <b>n.m.</b>   |
| Fee income from financial, net   | 874.4          | 925.9          | 723.5          | 823.8          | 5.9%           | (21.9%)        | 13.9%         |
| Other income   | 408.7          | 592.1          | 776.7          | 905.6          | 44.9%          | 31.2%          | 16.6%         |
| <b>Insurance premiums and claims</b>                                     |                |                |                |                |                |                |               |
| Net premiums   | 681.8          | 689.3          | 615.8          | 1,040.5        | 1.1%           | (10.7%)        | 69.0%         |
| Adjustment of technical reserves   | (362.2)        | (268.7)        | (100.8)        | (395.3)        | (25.8%)        | (62.5%)        | n.m.          |
| Net claims and benefits incurred for life insurance contracts and others | (720.3)        | (700.3)        | (794.1)        | (917.3)        | (2.8%)         | 13.4%          | 15.5%         |
| <b>= Total net premiums earned minus claims and benefits</b>             | <b>(400.8)</b> | <b>(279.6)</b> | <b>(279.1)</b> | <b>(272.1)</b> | <b>(30.2%)</b> | <b>(0.2%)</b>  | <b>(2.5%)</b> |
| Other expenses   | (1,837.5)      | (1,978.3)      | (1,910.7)      | (2,262.8)      | 7.7%           | (3.4%)         | 18.4%         |
| <b>= Income before translation result and income tax</b>                 | <b>1,541.9</b> | <b>1,925.7</b> | <b>356.3</b>   | <b>2,391.6</b> | <b>24.9%</b>   | <b>(81.5%)</b> | <b>n.m.</b>   |
| Translation result   | (35.0)         | 17.8           | (45.7)         | (89.3)         | n.m.           | n.m.           | 95.3%         |
| Income tax   | (415.5)        | (493.3)        | 72.9           | (502.1)        | 18.7%          | n.m.           | n.m.          |
| <b>Net profit for the period</b>   | <b>1,091.4</b> | <b>1,450.1</b> | <b>383.5</b>   | <b>1,800.2</b> | <b>32.9%</b>   | <b>(73.6%)</b> | <b>n.m.</b>   |
| <b>Attributable to:</b>  |                |                |                |                |                |                |               |
| IFS' shareholders  | 1,084.3        | 1,441.3        | 383.3          | 1,790.2        | 32.9%          | (73.4%)        | n.m.          |
| Non-controlling interest   | 7.1            | 8.9            | 0.3            | 10.0           | 24.5%          | (96.7%)        | n.m.          |



# IFS balance sheet – IFRS

| <i>Balance Sheet (S/ mm)</i>                          | 2018            | 2019            | 2020            | 2021            | % chg '19/'18 | % chg '20/'19 | % chg '21/'20 |
|---|-----------------|-----------------|-----------------|-----------------|---------------|---------------|---------------|
| Cash and due from banks                               | 8,380.4         | 11,128.9        | 18,765.5        | 17,104.5        | 32.8%         | 68.6%         | (8.9%)        |
| Inter-bank funds                                      | 495.0           | 85.0            | 18.1            | 30.0            | (82.8%)       | (78.7%)       | 65.7%         |
| Financial investments                                 | 17,629.4        | 19,072.7        | 24,277.1        | 24,547.3        | 8.2%          | 27.3%         | 1.1%          |
| Loans, net of unearned interest                       | 34,325.7        | 38,531.6        | 43,504.3        | 45,070.5        | 12.3%         | 12.9%         | 3.6%          |
| Impairment allowance for loans                        | (1,364.8)       | (1,394.8)       | (2,984.9)       | (2,064.9)       | 2.2%          | n.m.          | (30.8%)       |
| Investment property                                   | 986.5           | 972.1           | 1,044.0         | 1,224.5         | (1.5%)        | 7.4%          | 17.3%         |
| Property, furniture and equipment, net <sup>(1)</sup> | 622.5           | 950.9           | 844.4           | 815.1           | 52.8%         | (11.2%)       | (3.5%)        |
| Intangibles and goodwill, net                         | 954.5           | 979.3           | 1,042.6         | 1,044.7         | 2.6%          | 6.5%          | 0.2%          |
| Other assets <sup>(2)</sup>                           | 1,715.0         | 1,236.5         | 1,724.9         | 2,182.2         | (27.9%)       | 39.5%         | 26.5%         |
| <b>Total assets</b>                                   | <b>63,744.4</b> | <b>71,562.3</b> | <b>88,236.0</b> | <b>89,953.9</b> | <b>12.3%</b>  | <b>23.3%</b>  | <b>1.9%</b>   |
| <b>Liabilities and equity</b>                         |                 |                 |                 |                 |               |               |               |
| Deposits and obligations                              | 33,682.0        | 38,093.2        | 47,149.3        | 48,897.9        | 13.1%         | 23.8%         | 3.7%          |
| Inter-bank funds                                      | 0.0             | 169.1           | 29.0            | 0.0             | n.m.          | (82.9%)       | (100.0%)      |
| Due to banks and correspondents                       | 4,293.4         | 3,979.6         | 9,660.9         | 8,522.8         | (7.3%)        | n.m.          | (11.8%)       |
| Bonds, notes and other obligations                    | 6,496.8         | 6,890.3         | 7,778.8         | 8,389.7         | 6.1%          | 12.9%         | 7.9%          |
| Insurance contract liabilities                        | 10,350.7        | 11,426.6        | 12,501.7        | 11,958.1        | 10.4%         | 9.4%          | (4.3%)        |
| Other liabilities <sup>(1)(3)</sup>                   | 1,833.2         | 2,099.9         | 2,162.5         | 2,630.0         | 14.6%         | 3.0%          | 21.6%         |
| <b>Total liabilities</b>                              | <b>56,655.9</b> | <b>62,658.8</b> | <b>79,282.1</b> | <b>80,398.5</b> | <b>10.6%</b>  | <b>26.5%</b>  | <b>1.4%</b>   |
| <b>Equity, net</b>                                    |                 |                 |                 |                 |               |               |               |
| Equity attributable to IFS' shareholders              | 7,048.1         | 8,856.9         | 8,908.1         | 9,504.0         | 25.7%         | 0.6%          | 6.7%          |
| Non-controlling interest                              | 40.4            | 46.6            | 45.8            | 51.3            | 15.3%         | (1.6%)        | 12.0%         |
| <b>Total equity, net</b>                              | <b>7,088.5</b>  | <b>8,903.4</b>  | <b>8,953.9</b>  | <b>9,555.4</b>  | <b>25.6%</b>  | <b>0.6%</b>   | <b>6.7%</b>   |
| <b>Total liabilities and equity net</b>               | <b>63,744.4</b> | <b>71,562.3</b> | <b>88,236.0</b> | <b>89,953.9</b> | <b>12.3%</b>  | <b>23.3%</b>  | <b>1.9%</b>   |

Source: Company information as of December 2021.

1) As of January 1, 2019 and due to the adoption of IFRS 16, we have recorded a S/ 341.7 million, increase in the caption "Property, furniture and equipment (Right-of-use assets)" and recorded simultaneously, an increase for the same amount, in the caption "Accounts payable, provisions and other liabilities (Lease liabilities)".

2) "Other assets" is defined as due from customers on acceptances, accounts receivable and other assets, net and deferred income tax assets, net.

3) "Other liabilities" is defined as due from customers on acceptances, accounts payable, provisions and other liabilities and deferred income tax liabilities, net.

# 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; (j) IFS’ ability to keep up with technological changes; (k) the inability to obtain the capital we need for further expansion of IFS’ businesses; (l) 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; (q) 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.



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