## Interbank

# Management Presentation

May 2022

Interbank ...

### 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 Interbank's business, financial condition, results of operations and certain of Interbank's 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: Interbank's strategy and Interbank's ability to achieve it; Interbank's recent developments; expectations regarding sales, profitability and growth; Interbank's 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 Interbank's 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 Interbank's 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.

Interbank 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 Interbank's management but involve a number of risks and uncertainties which could cause actual results to differ materially from those predicted in Interbank's forward-looking statements 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) economic, business and political developments in Peru and globally; (b) changes in Peruvian and other foreign laws and regulations, including the adoption of new capital requirements for banks; (c) increased competition in the Peruvian financial services market; (d) increased inflation; (e) exchange rate instability and government measures to control foreign exchange rates; (f) developments affecting the purchasing power of middle income consumers or consumer spending generally; (g) increases in interest rates; (h) downturns in the capital markets and changes in general that affect policies or attitudes towards lending to Peru or Peruvian companies or securities issued by Peruvian companies; (i) Interbank's investment portfolios; (p) credit and other risks of lending, such as increases in defaults of borrowers; (q) increased costs of funding or Interbank's inability to obtain the capital we need for further expansion of Interbank's businesses; (k) the inability to attract and retain key personnel; (l) changes in tax laws; (m) severe weather, natural disasters and adverse climate changes; (n) changes in regional or global markets; (o) dependence on sovereign debt in Interbank's investment portfolios; (p) credit and other risks of lending, such as increases in defau

Additionally, new risks and uncertainties can emerge from time to time, and it is not possible for Interbank to predict all future risks and uncertainties, nor can Interbank 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 Interbank on the date of this corporate presentation. Interbank 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 Interbank or persons acting on Interbank's behalf are expressly qualified in their entirety by the cautionary statements contained throughout this corporate presentation.

Interbank prepares the financial information included in this presentation in accordance with accounting principles prescribed 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") (altogether, "Peruvian SBS GAAP" or "Local GAAP"). All financial information in this presentation regarding the relative market position and financial performance relating to us, vis-a-vis the banking sector in Peru is based, out of necessity, on information obtained from SBS statistics. 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 certain number of years. Peruvian SBS GAAP differs in certain respects from IFRS. 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 financial information prepared in accordance with IFRS.

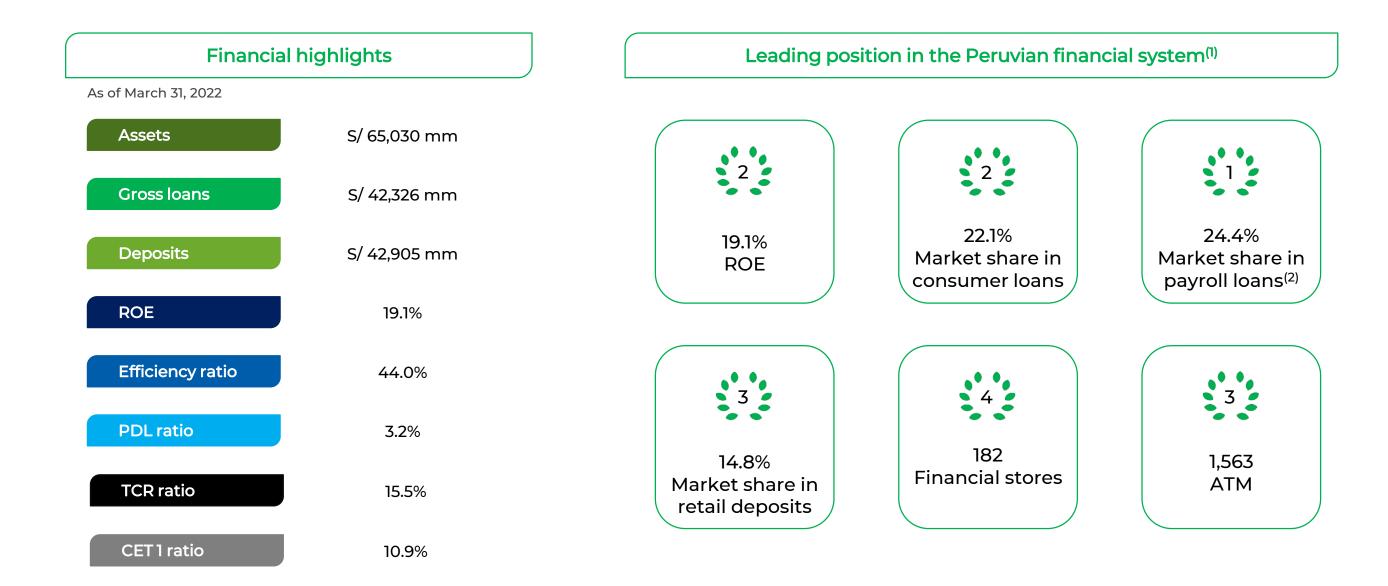






# Interbank at a glance

## Leading bank in Peru with strong financial performance



Source: Superintendencia de Banca, Seguros y AFP (SBS) and Interbank as of March 31, 2022.

Ranking among four largest Peruvian banks.

3

Payroll deductible loans to public sector employees.



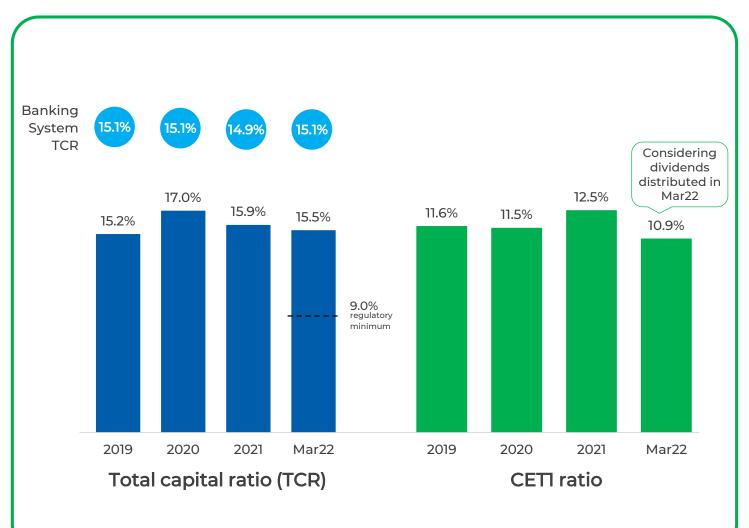
## **Solid capital ratios**

#### Key initiatives

#### Solvency

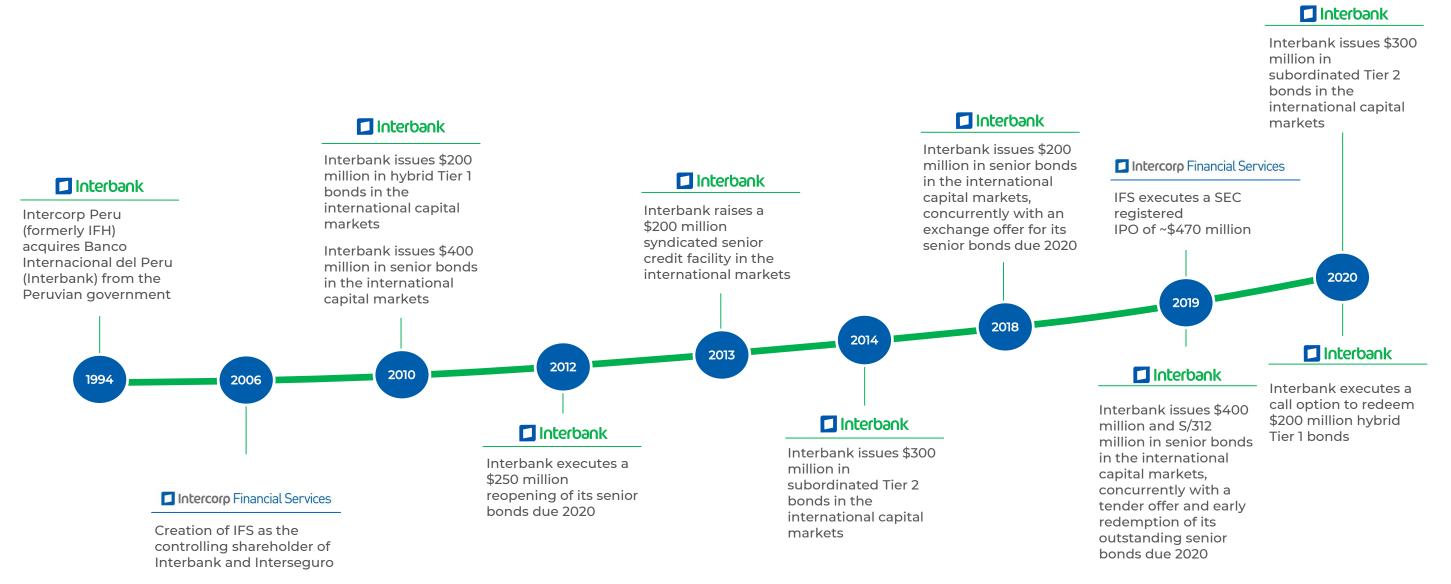
- Capitalized 2019 earnings to strengthen CET1 and TCR ratio
- Called US\$ 200 million hybrid Tier 1 bond in April 2020 to reduce interest expense on bonds that no longer provided equity credit
- Issued US\$ 300 million subordinated Tier 2 bond in July 2020 to strengthen TCR
- Called S/ 110 million subordinated bond in September 2021
- Capital ratio of 15.5%, above regulatory riskadjusted minimum capital ratio requirement of 9.0%

#### Capital ratio evolution





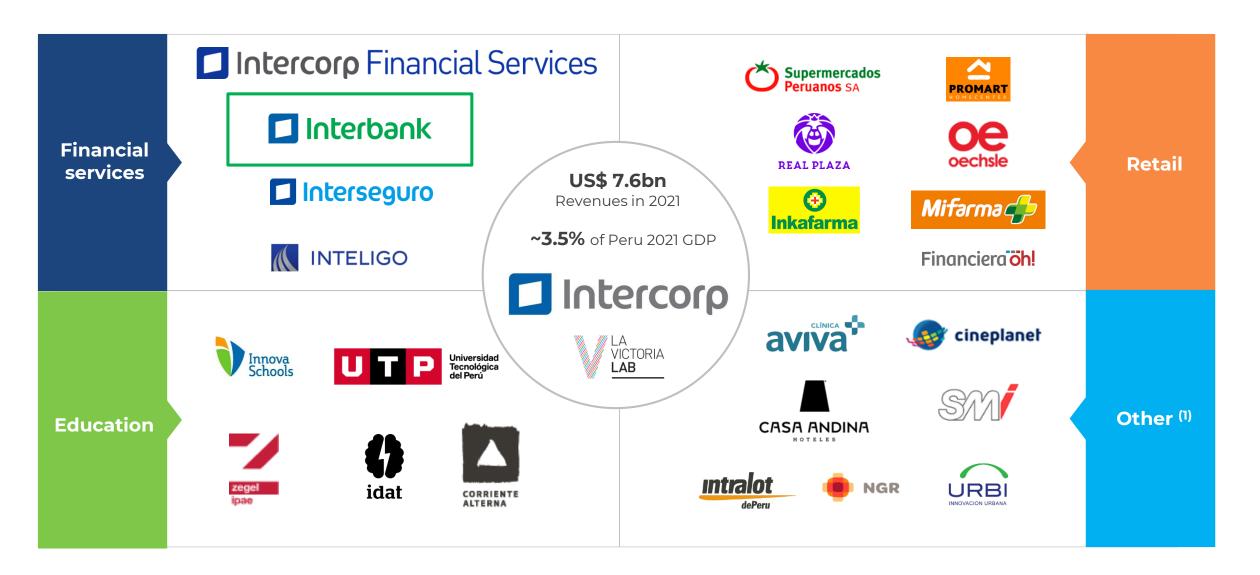
### Milestones in Interbank's capital markets history





5

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









# Key messages



2 Strong recovery in core banking business

## 5 Consistent credit quality metrics

"Two-tier" digital
strategy to foster
growth



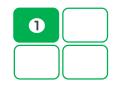


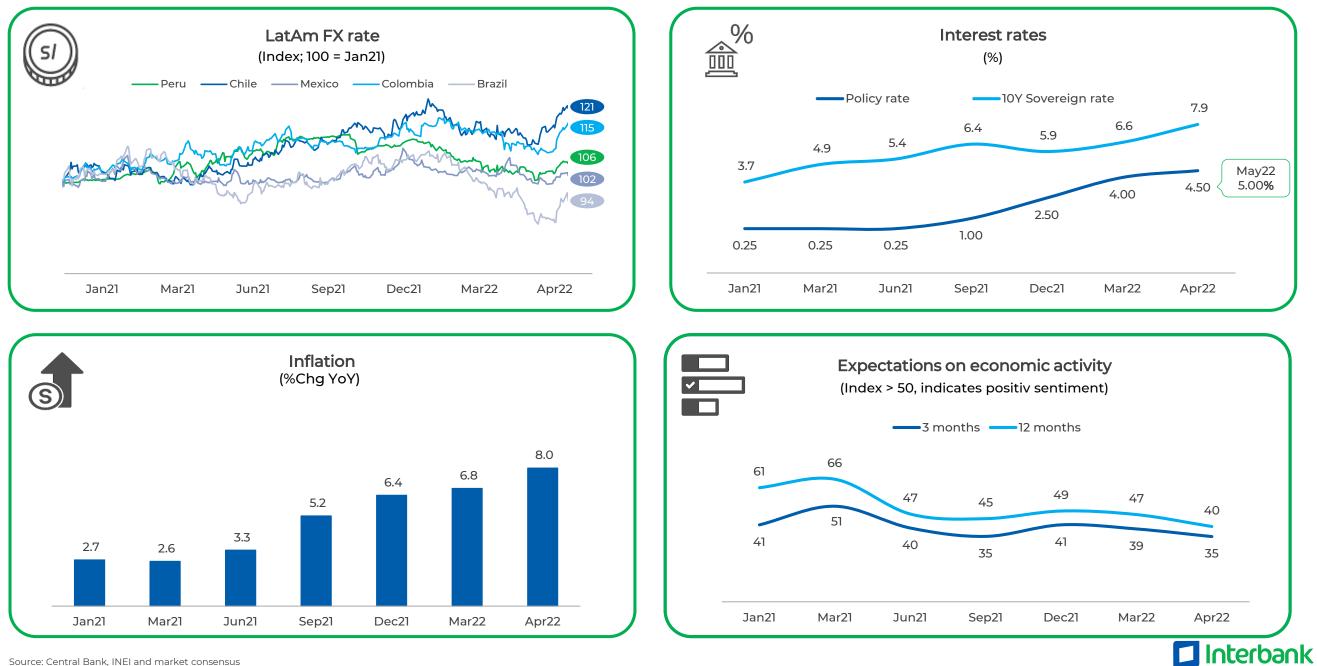
2 Strong recovery in core banking business

5 Consistent credit quality metrics

"Two-tier" digital
strategy to foster
growth









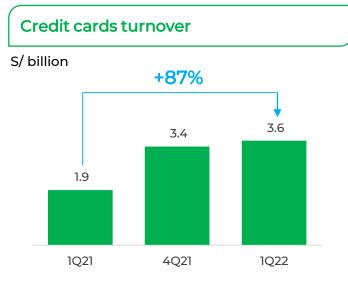


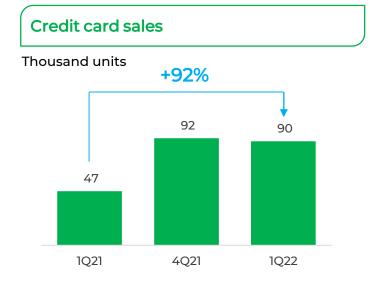
5 Consistent credit quality metrics

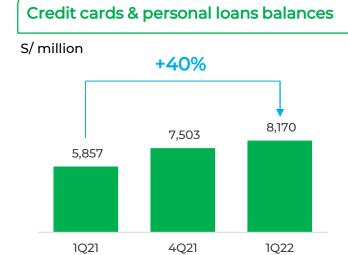
"Two-tier" digital strategy to foster growth

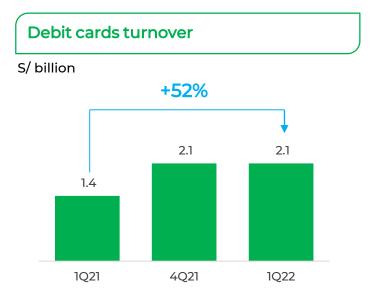


## Solid performance in consumer finance and SME Indicators, credit cards & personal loans up 40% YoY







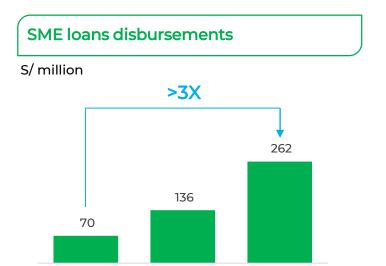


Personal loans disbursements S/ million +90% 942 888 468

4Q21

1Q22

1Q21



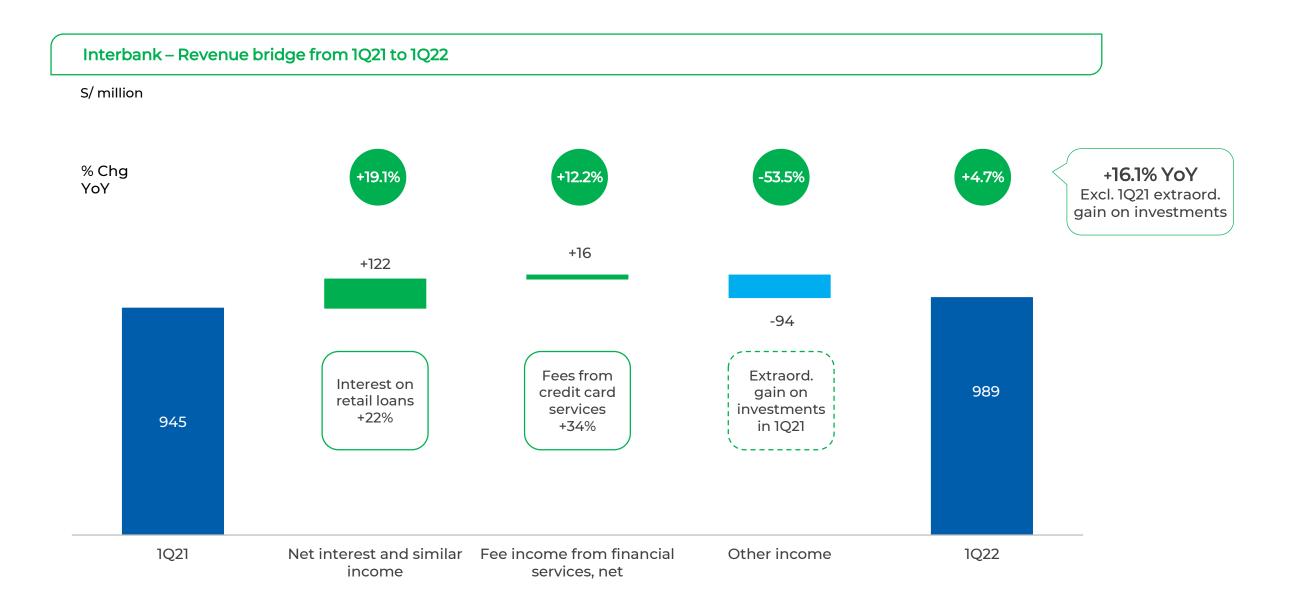
4Q21

1Q22

1Q21

2

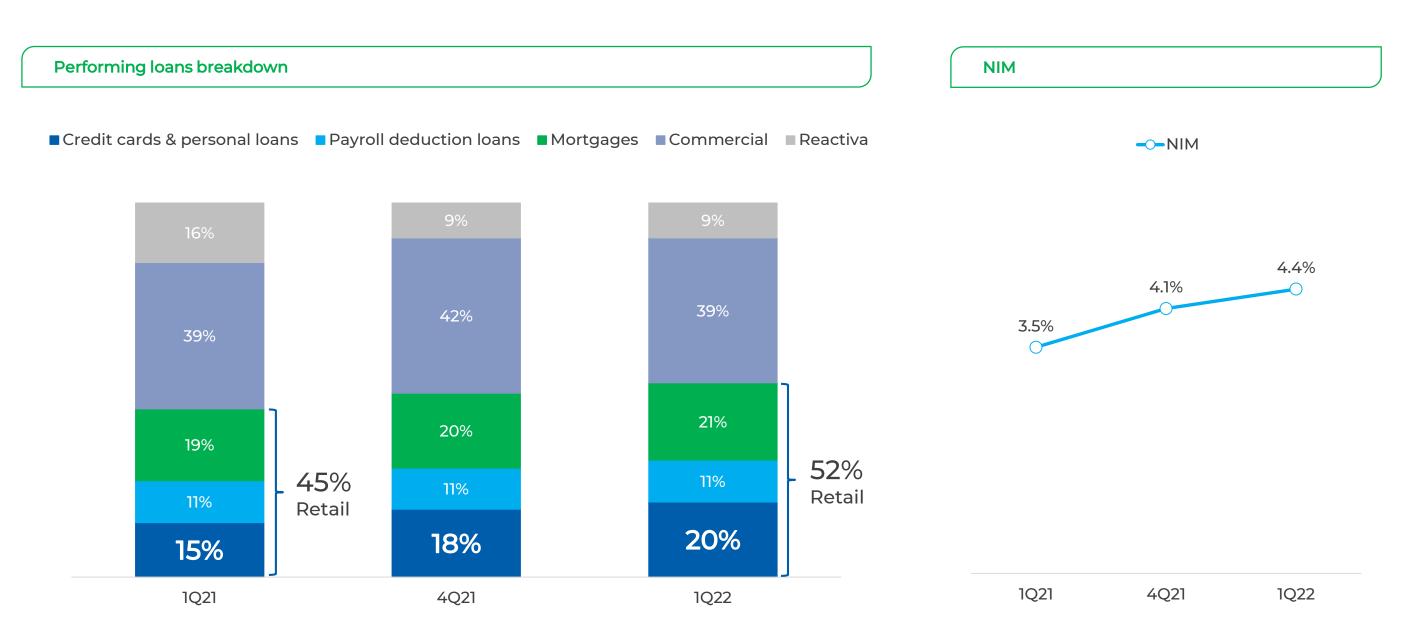
## Double digit growth in NII and fee income





# Shift in loan mix and higher rates driving NIM, reaching 4.4% in 1Q22





Interbank



2 Strong recovery in core banking business

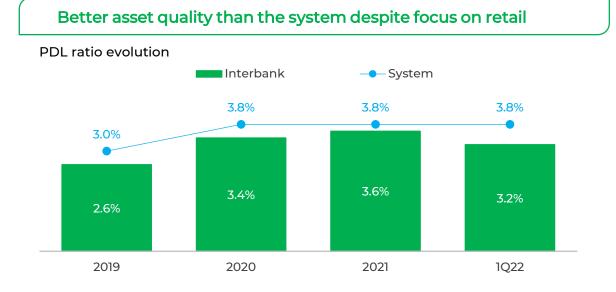
# **3** Consistent credit quality metrics

"Two-tier" digital
strategy to foster
growth



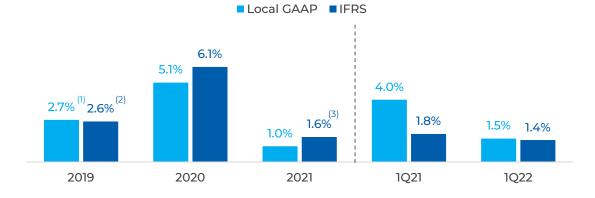
## Solid risk management capabilities



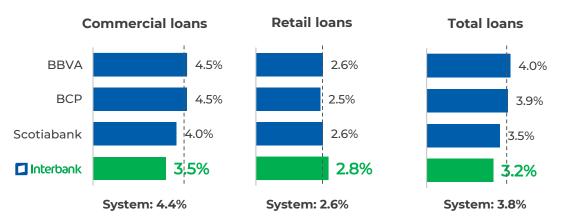


#### Cost of risk below pre COVID-19 levels

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



#### Best total PDL ratio among peers



#### PDL ratio as of March 2022

#### Sound coverage ratio

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



#### Source: SBS and Company information as of March 2022.

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.

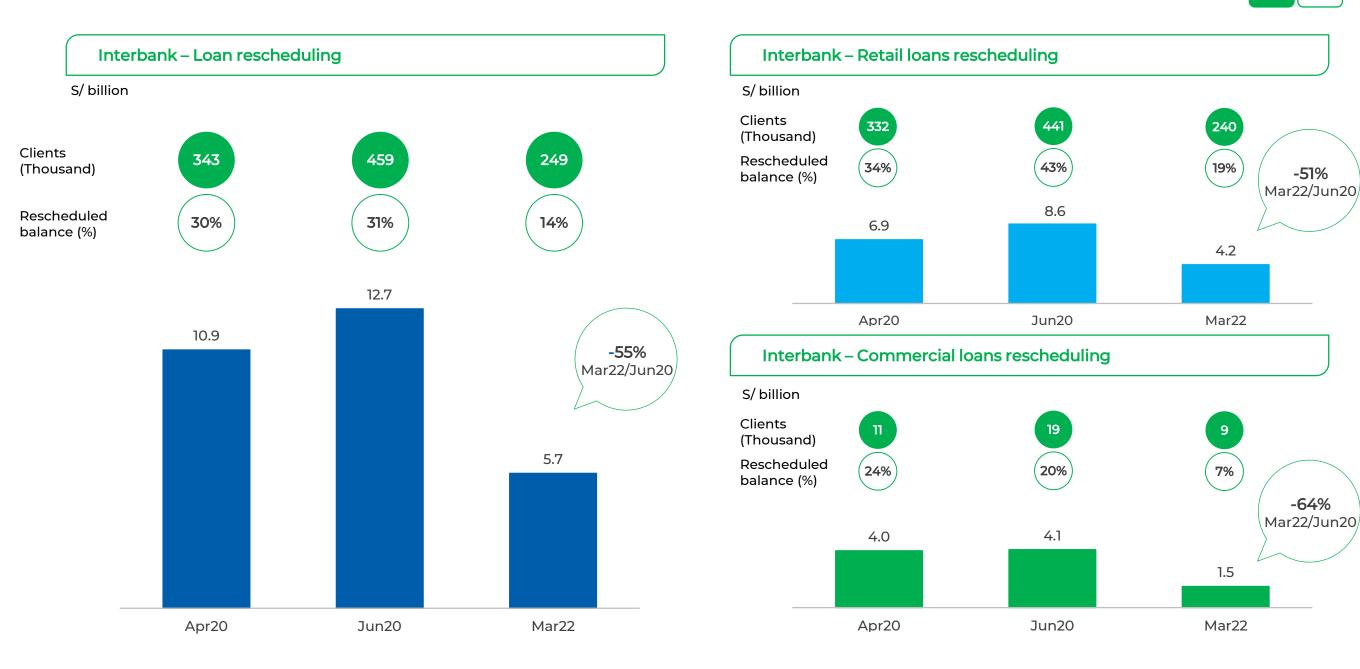
2) Cost of risk excluding the effect of a reversion of payroll deduction loan provisions for S/ 38.8 million and a reversion of loan loss provisions for S/ 104.1 million, both in 2019. Including this item, cost of risk was 2.2% in such period.

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.



### **Rescheduled loans decreased 55% from peak**





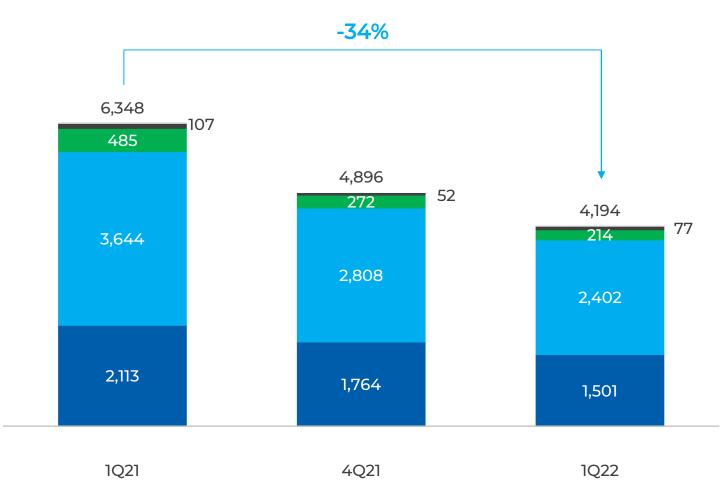
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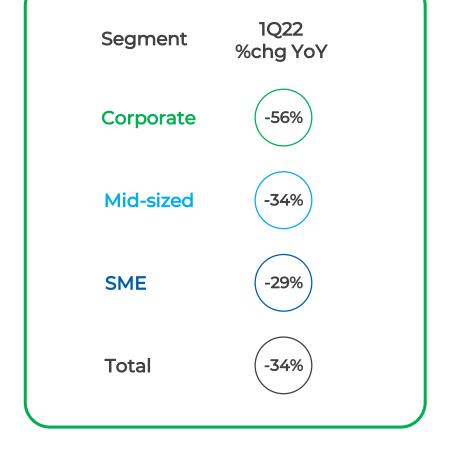
17

# Reactiva Peru loan balances down 34% YoY, representing 9% of total portfolio

Reactiva Peru loan balances by segment

S/ million, Local GAAP





■ SME ■ Mid-sized ■ Corporate ■ Other



3



2 Strong recovery in core banking business

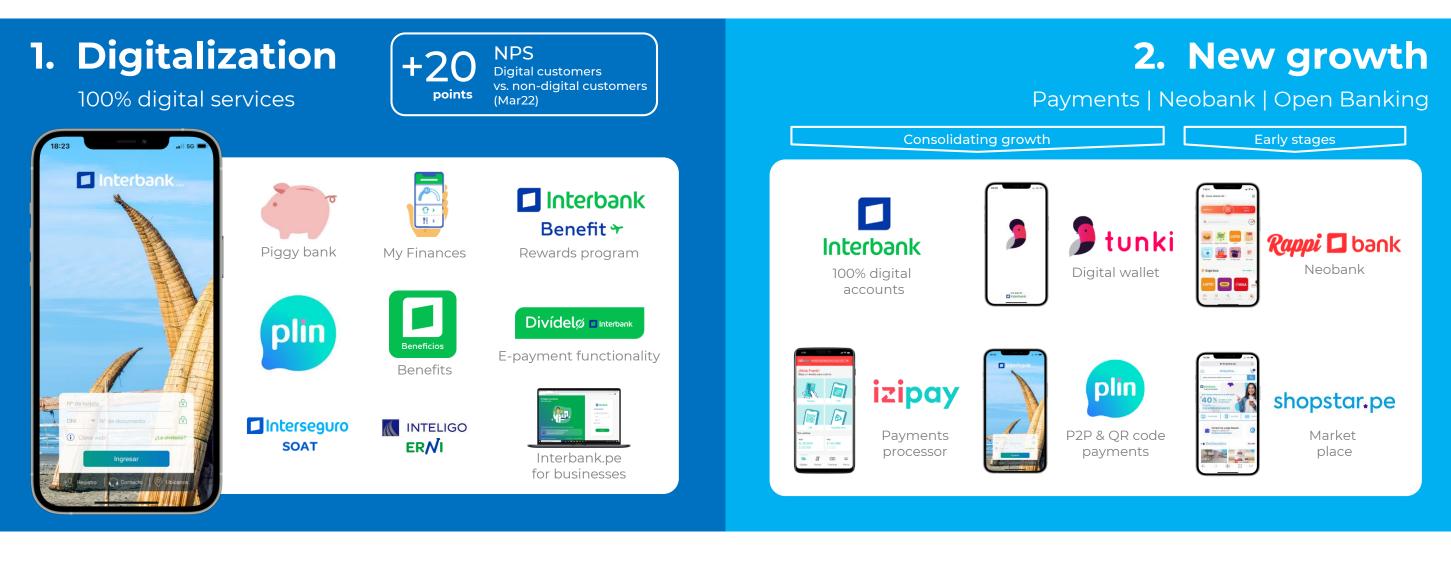
5 Consistent credit quality metrics

"Two-tier" digital strategy to foster growth



## "Two-tier" digital strategy to foster growth





Advanced analytics Risk management improvement

Increased personalized and contextual campaigns

Increased sales leads and acceptance



## **Digitalization indicators continue to improve**

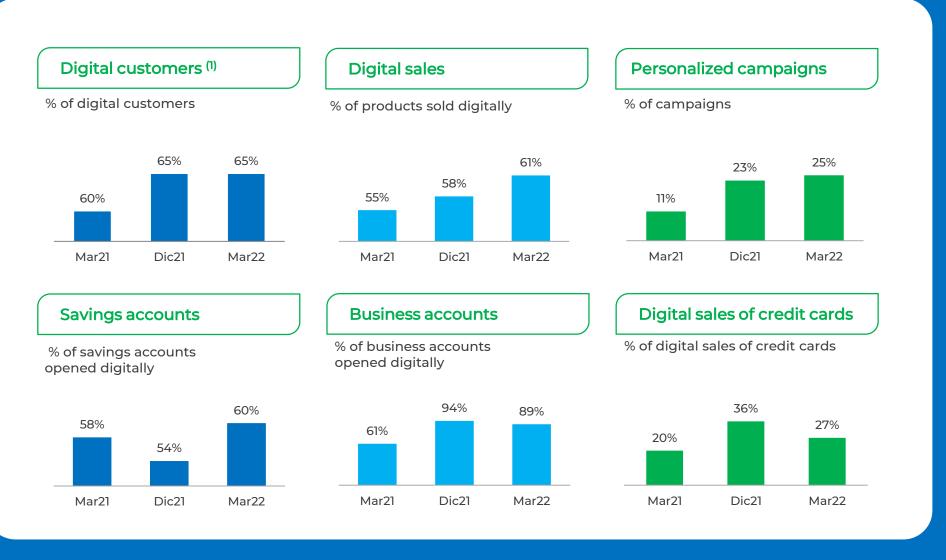


## 1. Digitalization

#### 100% digital services



21



1) Starting in 2022, Interbank combined the definitions of (i) Digital users and (ii) 100% Digital customers to a new definition of Digital customers, which refers to Interbank's monthly active users who have interacted through digital channels (online banking, mobile banking, Tunki, and others) and have not attend financial stores, divided by Interbank's total monthly active users



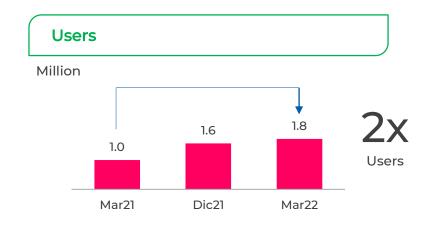
## Tunki, our ally to bank the unbanked

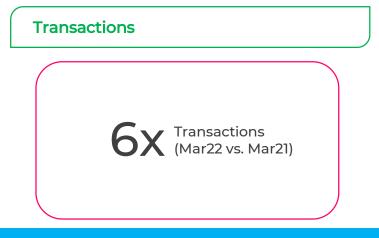


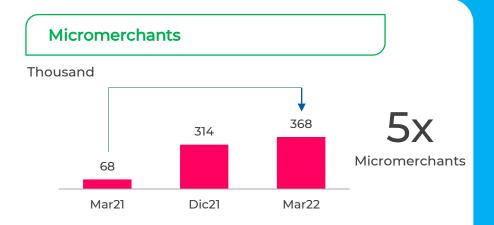
## 2. New growth

Tunki









Connects the banked

+ unbanked through (plin)

#### Strategic rationale

- Enlarging ecosystem to the unbanked and merchants
- Monetization through:
  - Top-ups 🗸
  - Service payments  $\checkmark$
  - Float 🗸
  - Micro loans



## Plin, ~7 million users and growing



#### 2. New growth Plin Users<sup>(1)</sup> **IBK - Micromerchants** Million Thousand 41% 42% 40% IBK's MS 💵 4G 📒 15:44 ~7.0 **3**X Transactions<sup>(1)</sup> Compartir MM 672 6.6 (Mar22 vs. Mar21) 5.7 568 (Apr22) 3.2 260 plin Mar21 Dic21 Mar22 Mar21 Dic21 Mar22 2x Users **3X** Micromerchants **Daniel Jiménez Talledo Partners** Strategic rationale Improved value proposition for retail 🕤 Scotiabank 🔋 🛛 🖉 customers and for merchants – seamless BBVA payments 24x7 P2P Replaces cash, bringing more clients to the 🔀 caja 🔁 Caja**Sullana** ecosystem Monetization on payments at merchant POS Muestra este código QR para recibir dinero por Plin.



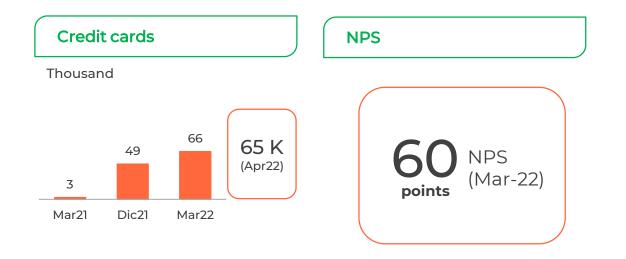
1)



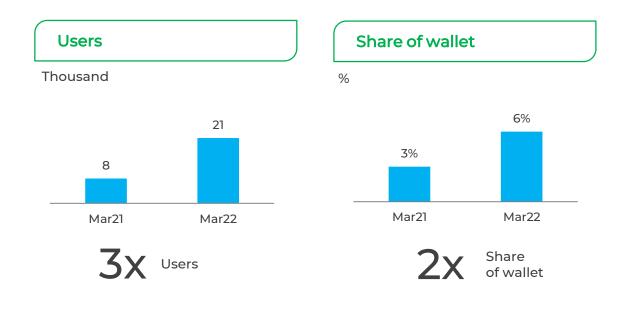


### 2. New growth





## shopstar.pe

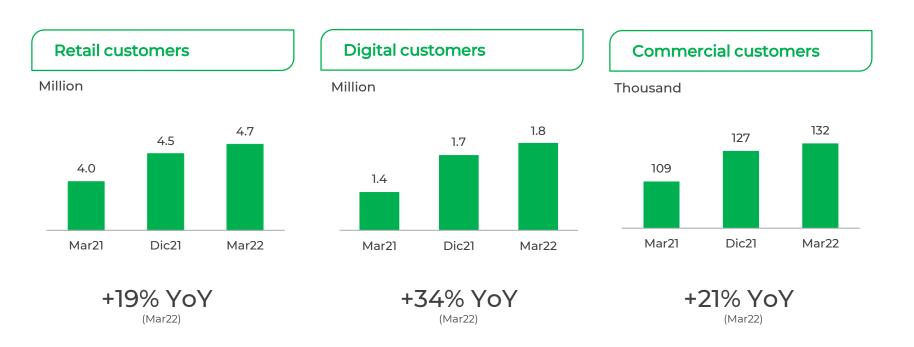




Our "two-tier" digital strategy allowed us to grow our customer base ~20%







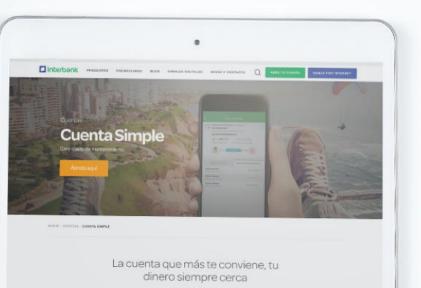






# Investment highlights

### **Investment highlights**









Distinctive platform to benefit from growth potential



**02.** Outstanding track record of sustainable growth and high profitability

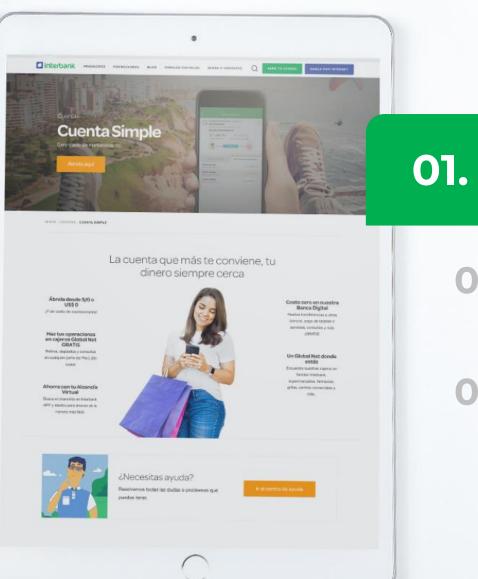


**03.** Unique culture and commitment to ESG



## **Investment highlights**





#### Distinctive platform to benefit from growth potential



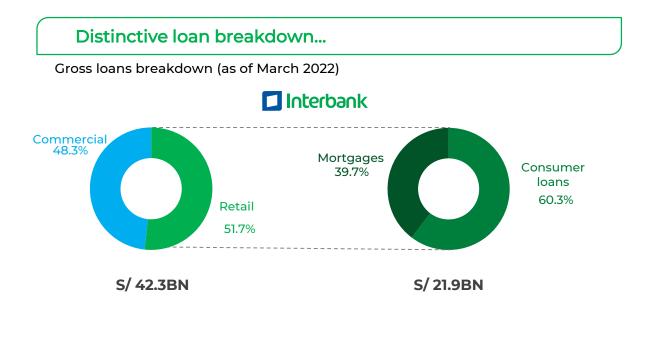
**02.** Outstanding track record of sustainable growth and high profitability

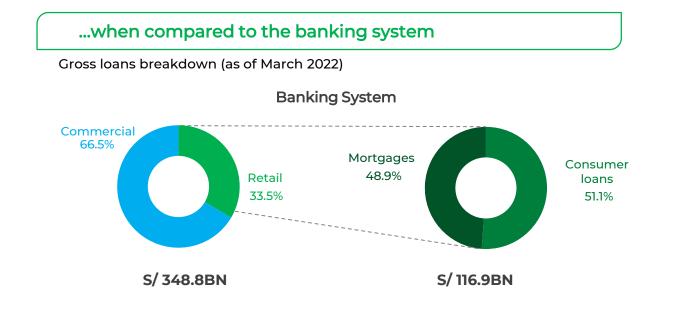


**03.** Unique culture and commitment to ESG



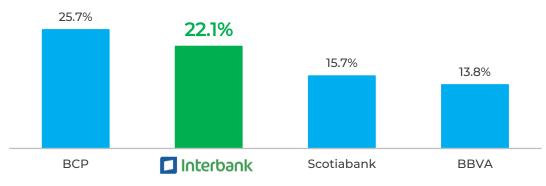
### Strategic focus on consumer loans





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

Market share (as of March 2022)



Source: SBS as of March 2022.

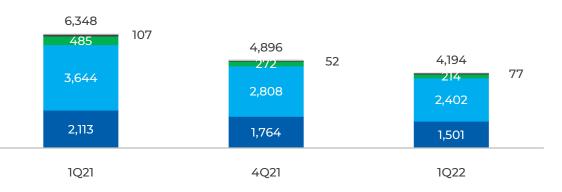
Note: Under Peruvian SBS GAAP. Banks include international branches.

29 1) Consumer loans do not include mortgage loans.

#### Important reduction in Reactiva Peru loan balances

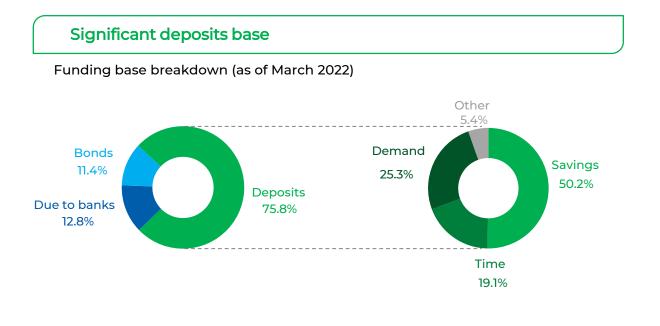
Reactiva Peru loan balances by segment (S/ million)

#### ■SME ■Mid-sized ■Corporate ■Other



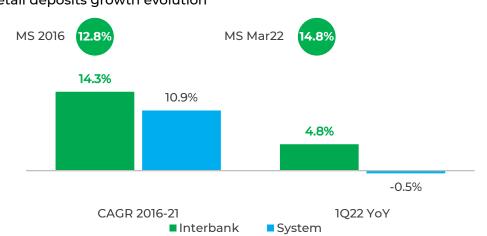


## Diversified funding base with strength in retail deposits



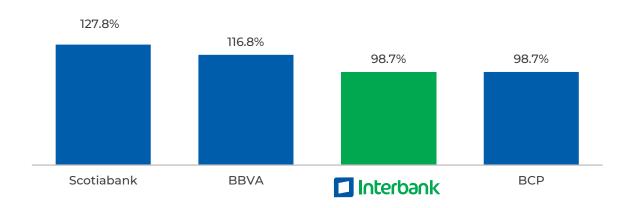
#### Total retail deposits growth evolution

A growing retail deposit-gathering franchise



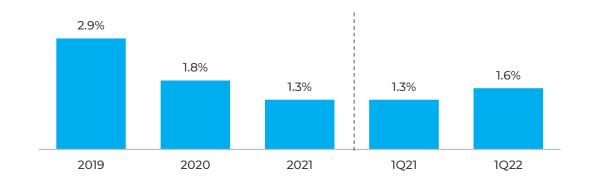
#### Solid loan to deposit ratio

Loan to deposit ratio (as of March 2022)



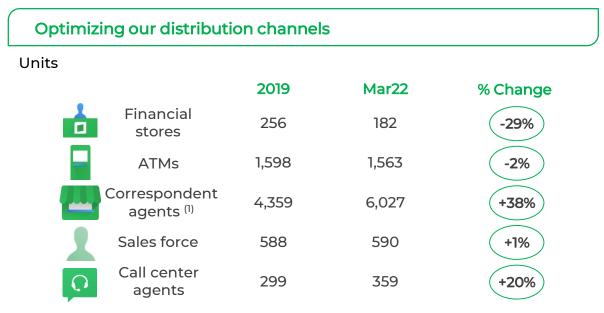
#### Competitive level of cost of funds

Cost of funds

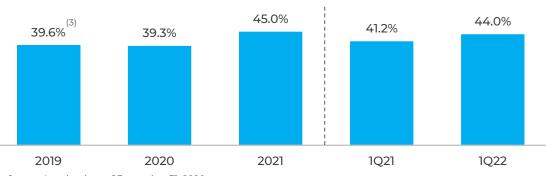




# Expense growth driven by recovery in activity and digital investments



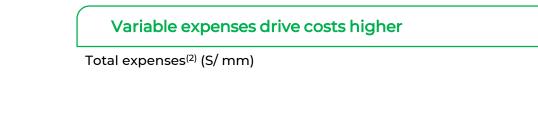
Focus on efficiency ratio

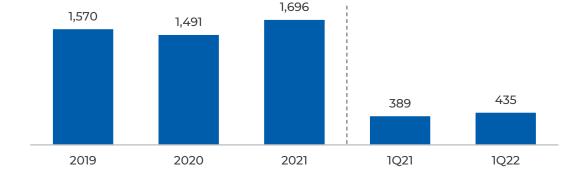


Source: Interbank as of December 31, 2020.

1) Correspondent agents include external network. Number of correspondent agents correspond to December 2021.

2) Total expenses are defined as Administrative expenses + Depreciation + Amortization.





#### Number of financial stores

Number of branches

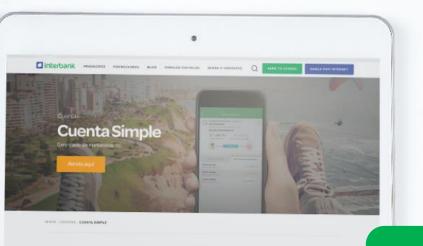


D19 and (iii) the one-off impact of a

3) Excludes (i) gain on sale of Interfondos to Inteligo for S/ 52.6 million in January 2019, (ii) gain on sale of IFS shares in NYSE, excluding brokerage fees, for S/ 121.3 million in July 2019 and (iii) the one-off impact of a Liability Management transaction for S/ 42.3 million in 4Q19. Including these effects efficiency ratio was 38.3% in 2019.

### **Investment highlights**





La cuenta que más te conviene, tu

dinero siempre cerca

¿Necesitas ayuda?

Ábrela desde S/0 d US\$ 0

Distinctive platform to benefit from growth 01. potential



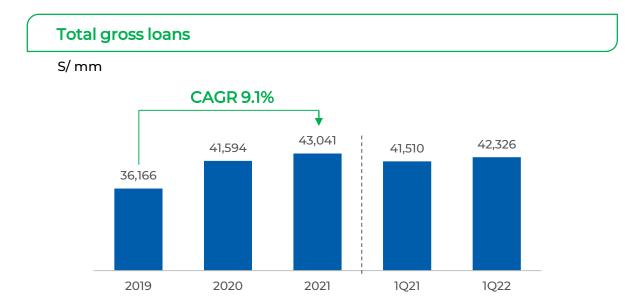
#### Outstanding track record of sustainable growth and high profitability

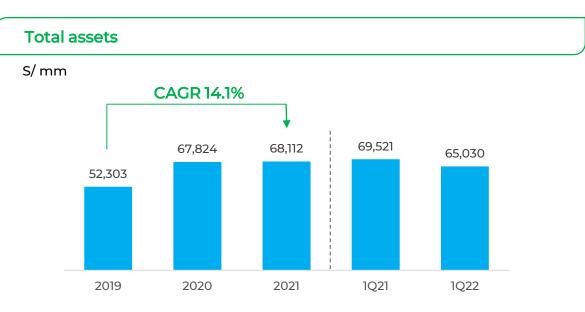


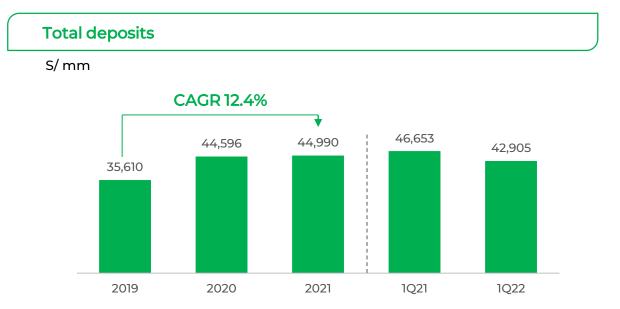
**03.** Unique culture and commitment to ESG



### Sustained assets growth supported by appropriate funding





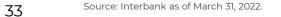




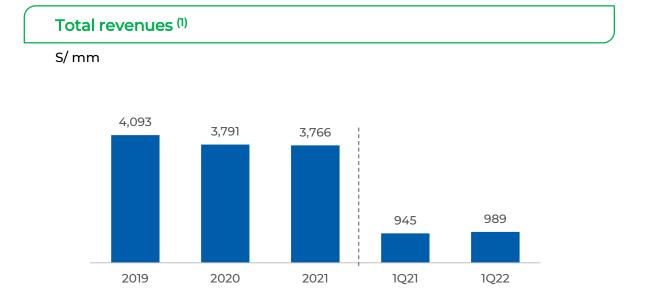




Interbank

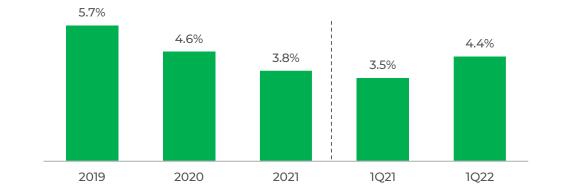


## Strong recovery in revenues and profitability

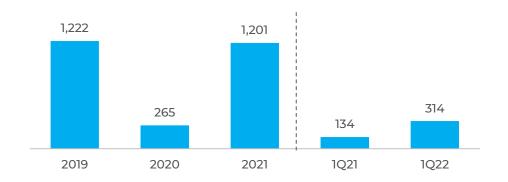


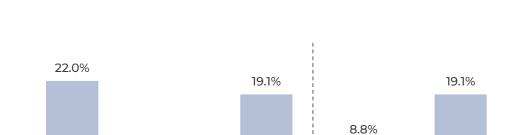
Net interest margin (NIM)

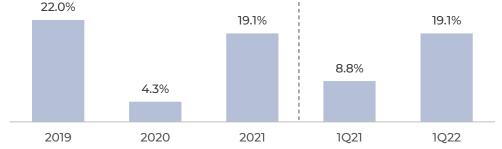
ROE









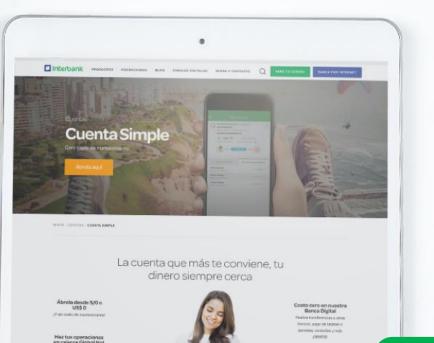


Interbank

Source: Interbank as of March 31, 2022. 1) Total revenues calculated as the sum of gross financial margin, fee income from financial services, net, and income from financial transactions.

## **Investment highlights**





¿Necesitas ayuda?

**O1.** Distinctive platform to benefit from growth potential



03.

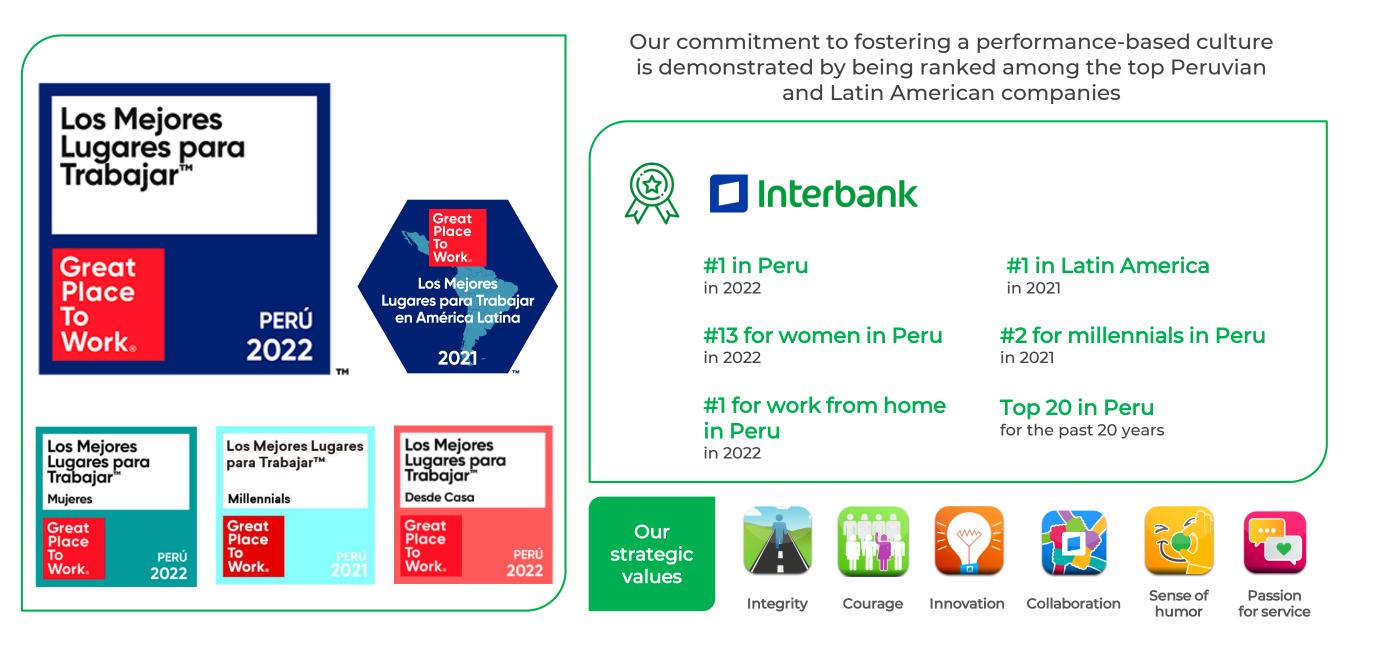
Outstanding track record of sustainable growth and high profitability



Unique culture and commitment to ESG



# A "Great Place to Work" with a distinctive culture and strong sense of achievement for new talent



#### Interbank

## Strong corporate governance

#### **Board of Directors**



Carlos Rodríguez-Pastor Chairman



Ramón Barúa Director

**Felipe Morris** 

Director



**Fernando Zavala** Director

> **Cayetana Aljovín** Independent Director

Hugo Santa María

Independent Director



Alfonso Bustamante Independent Director



David Fischman Independent Director





Carlos Heeren Independent Director



⊘ Interbank: 5 out of 9

## Strong corporate governance

- Relevant committees:
  - Audit
  - Executive
  - Integral Risk Committee
  - Corporate governance
  - Credit directive
- Highly supervised related party exposure, well below regulatory limits



## Sustainability operating framework and updates

## **Strategic Goal**

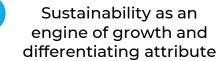
To create sustainable value by incorporating responsible management for the environment and society and acting under robust corporate governance policies

Social

**Financial Inclusion** 

Inclusion of our people

Business model with sustainability as a key pillar



8 TRABAJO DECENTI Y CRECIMIENTO Collaborative agenda to stregthen the sustainability system

IFS recognized as a sustainability leader

Governance

**Corporate Governance** 

International Standards

## Environmental

- Focus Areas
- Eco-efficiency
- ESG finances
- Climate risk





2021 carbon footprint at Interbank Ist loan linked to sustainability in fishing sector for U\$ 22mm



#1 Interbank



100% digital financial education platform

## Luevo Índice ESG

Member of

S&P/BVL Peru

**General ESG Index** 

Cybersecurity

Sustainability Report

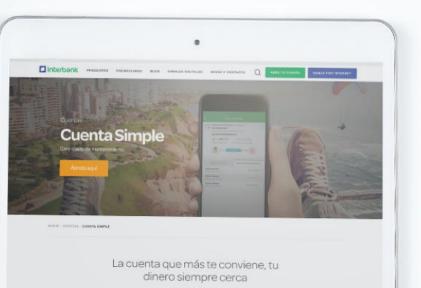
2021 edition under GRI standards

Interbank

Sustainability Culture



## **Investment highlights**









Distinctive platform to benefit from growth potential



**02.** Outstanding track record of sustainable growth and high profitability



**03.** Unique culture and commitment to ESG

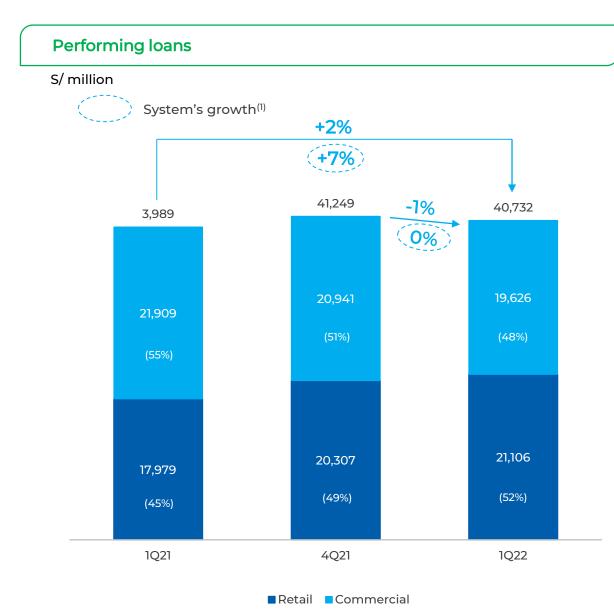






# Appendix

## **Consumer lending advancing strongly**



#### **Breakdown of loans**

S/ million				%chg	%chg
	1Q21	4Q21	1Q22	QoQ	YoY
Consumer loans					
Credit cards & other loans	5,857.1	7,503.3	8,169.8	8.9%	39.5%
Payroll deduction loans <sup>(2)</sup>	4,445.2	4,542.1	4,545.3	0.1%	2.3%
Total consumer loans	10,302.3	12,045.4	12,715.2	5.6%	23.4%
Mortgages	7,676.6	8,261.9	8,390.7	1.6%	9.3%
Total retail loans	17,978.9	20,307.3	21,105.8	3.9%	17.4%
Total commercial loans	21,908.7	20,941.3	19,626.0	-6.3%	-10.4%
Total loans	39,887.6	41,248.7	40,731.9	-1.3%	2.1%

#### Market share in loans<sup>(1)</sup>

				bps	bps
	1Q21	4Q21	1Q22	QoQ	YoY
Total consumer loans	22.0%	22.6%	22.1%	-50	10
Mortgages	15.1%	15.3%	15.2%	-10	10
Total retail loans	18.5%	18.9%	18.7%	-20	20
Total commercial loans	10.1%	9.2%	8.8%	-40	-130
Total loans	12.7%	12.3%	12.1%	-20	-60

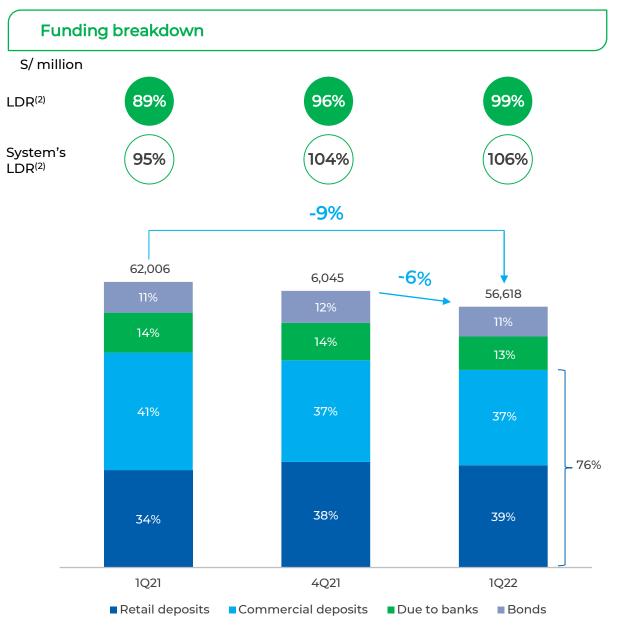
Excl. Reactiva: **+9.9% YoY** 



## LDR still below 100%

S/ million				%chg	%chg
	1Q21	4Q21	1Q22	QoQ	YoY
Deposits	46,652.8	44,989.5	42,905.2	-4.6%	-8.0%
Retail	21,115.3	22,911.8	22,190.3	-3.1%	5.1%
Commercial <sup>(1)</sup>	25,537.5	22,077.8	20,714.9	-6.2%	-18.9%
Due to banks	8,672.4	8,112.7	7,237.7	-10.8%	-16.5%
Bonds	6,680.8	6,942.6	6,474.9	-6.7%	-3.1%
Total	62,006.0	60,044.8	56,617.8	-5.7%	-8.7%

Market share in deposits <sup>(2)</sup>							
				bps	bps		
	1Q21	4Q21	1Q22	QoQ	YoY		
Retail deposits	14.1%	15.0%	14.8%	-20	70		
Commercial deposits <sup>(1)</sup>	13.3%	12.1%	11.6%	-50	-170		
Total deposits	13.7%	13.4%	13.1%	-30	-60		

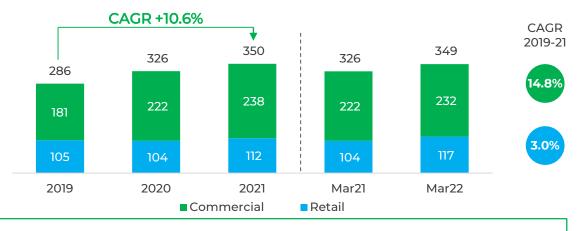




## **Resilient financial system**

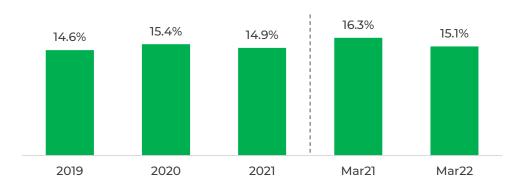
Steady loan growth

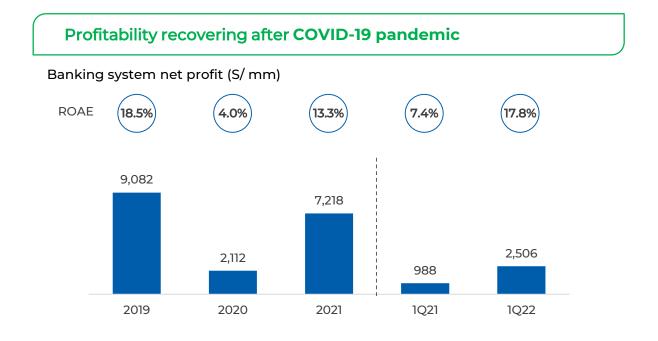
Banking system gross loans (S/ bn)



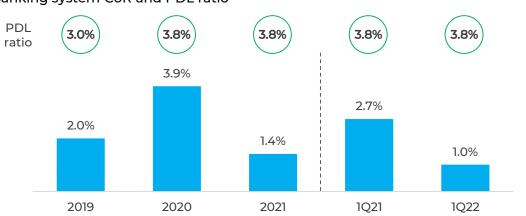
#### Solid total capital

Banking system total capital ratio





#### Sound asset quality



#### Banking system CoR and PDL ratio

### Interbank

## Interbank's income statement

Income Statement (S/ mm)	2019	2020	2021	1Q21	1Q22	% chg '20/'19	% chg '21/'20	% chg 1Q22/1Q21
Interest income	4,094.8	3,865.1	3,510.8	836.4	999.6	(5.6%)	(9.2%)	19.5%
Interest expenses	(1,231.0)	(983.9)	(811.0)	(198.9)	(240.5)	(20.1%)	(17.6%)	20.9%
Gross financial margin <sup>(1)</sup>	2,863.8	2,881.2	2,699.8	637.5	759.1	0.6%	(6.3%)	19.1%
Provisions for loan losses, net	(911.3)	(1,995.7)	(432.1)	(413.6)	(159.3)	n.m.	(78.3%)	(61.5%)
Net financial margin	1,952.5	885.5	2,267.7	223.9	599.8	(54.6%)	n.m.	n.m.
Income from financial services	1,032.8	838.2	987.7	230.3	259.9	(18.8%)	17.8%	12.8%
Expenses for financial services	(332.8)	(335.7)	(432.8)	(97.9)	(111.3)	0.9%	28.9%	13.7%
Operating margin	2,652.5	1,388.0	2,822.6	356.4	748.4	(47.7%)	n.m.	n.m.
Gain on financial transactions	529.2	407.5	511.4	174.8	81.3	(23.0%)	25.5%	(53.5%)
Administrative expenses	(1,405.9)	(1,310.5)	(1,496.8)	(341.9)	(384.2)	(6.8%)	14.2%	12.4%
Depreciation and Amortization	(163.6)	(181.0)	(199.4)	(47.1)	(50.7)	10.6%	10.2%	7.8%
Net operating margin	1,612.1	304.1	1,637.9	142.3	394.9	(81.1%)	n.m.	n.m.
Provision for contingencies and other provisions	(6.3)	(7.3)	(18.1)	(2.4)	(6.2)	15.9%	n.m.	n.m.
Other income, net	10.9	(0.5)	(35.2)	(3.3)	7.5	n.m.	n.m.	n.m.
Income before income tax	1,616.7	296.3	1,584.5	136.5	396.1	(81.7%)	n.m.	n.m.
Income tax	(395.2)	(31.4)	(384.1)	(2.6)	(82.4)	(92.1%)	n.m.	n.m.
Net income	1,221.5	264.9	1,200.5	133.9	313.7	(78.3%)	n.m.	n.m.



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## **Interbank's balance sheet**

Financial Statements	2019	2020	2021	1Q21	1Q22	% chg '20/'19	% chg '21/'20	% chg 1Q22/1Q21
Assets								
Cash and due from banks	9,861.5	17,716.8	14,413.6	17,965.0	11,509.2	79.7%	(18.6%)	(35.9%)
Investments, net <sup>(1)</sup>	5,559.4	8,951.2	10,047.1	9,988.0	10,533.3	61.0%	12.2%	5.5%
Loan portfolio, net	34,739.2	39,003.3	41,248.9	38,991.0	40,555.2	12.3%	5.8%	4.0%
Property, furniture and equipment, net	408.2	88.4	120.0	97.4	125.5	(6.6%)	(68.5%)	28.9%
Other assets <sup>(2)</sup>	1,734.8	2,064.3	2,282.3	2,479.4	2,306.8	2.1%	28.8%	(7.0%)
Total assets	52,303.1	67,824.1	68,112.0	69,520.7	65,030.1	29.7%	0.4%	(6.5%)
Liabilities and equity				0.0				
Deposits and obligations	34,080.1	43,290.6	43,942.5	45,421.6	41,773.6	27.0%	1.5%	(8.0%)
Deposits from financial entities	1,529.9	1,305.6	1,047.1	1,231.2	1,131.6	(14.7%)	(19.8%)	(8.1%)
Interbank funds and due to banks and correspondents $^{\scriptscriptstyle (3)}$	3,831.4	9,388.1	8,112.7	8,672.4	7,237.7	n.m.	(13.6%)	(16.5%)
Bonds, notes and other obligations	5,815.6	6,498.8	6,942.6	6,680.8	6,474.9	11.7%	6.8%	(3.1%)
Provisions and other liabilities	1,017.1	1,157.5	1,264.3	1,466.6	2,082.3	13.8%	9.2%	42.0%
Total liabilities	46,274.1	61,640.6	61,309.2	63,472.6	58,700.1	33.2%	(0.5%)	(7.5%)
Shareholders' equity	6,029.0	6,183.4	6,802.8	6,048.1	6,329.9	2.6%	10.0%	4.7%
Total liabilities and equity net	52,303.1	67,824.1	68,112.0	69,520.7	65,030.1	29.7%	0.4%	(6.5%)

Comprised primarily of investments at fair value through profit or loss, available for sale investments and held to maturity investments.
Comprised primarily of other assets, net investment in subsidiaries and associates and deferred income tax, net.

3) Comprised primarily of deposits from financial entities payables from repurchase agreements and debts and financial obligations.



## Definitions

Concept	Definition
Total revenues	Gross financial margin + fee income from financial services, net + gain on financial transactions
Efficiency ratio	(Administrative expenses + Depreciation + amortization) / (total revenues)
NIM	(Annualized gross financial margin) / (Average interest-earning assets)
NIM after provisions	(Annualized net financial margin) / (Average interest-earning assets)
Interest earning assets	Loans + investments + cash and due from banks
Loan to deposit ratio	(Total gross loans) / (Deposits)
Coverage ratio	(Allowances for loan losses) / (Past-due loans)
PDL ratio	(Past-due loans) / (Total gross loans)
CETI ratio	(Core equity tier 1) / (Risk weighted assets)
TCR ratio	(Regulatory capital) / (Risk weighted assets)
Cost of risk	(Annualized provisions for loan losses, net) / (Average total gross loans)
ROA	(Annualized net income) / (Average total assets)
ROE	(Annualized net income) / (Average shareholder's equity)



## Interbank

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