Intercorp Financial Services

Investor Presentation

September 2019



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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 obtained from SBS and SMV statistics. Information in this presentation regarding our relative market position and financial performance, however, do not include 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 OPEruvian SBS GAAP or based on information from the SBS or SMV may not be comparable with our financial information prepared in accordance with IFRS.





Intercorp Financial Services

IFS at a glance

Leading financial services platform with solid balance sheet and diversified source of dividends

| Financial highlights Intercorp Financial Services | | Three operating segments | | | | | |
|---|--------------------------------|---|-------------|---|------------------------------|--|--|
| | | Interbank 99.3% | | | | | |
| As of June 2019 | S/ mm US\$ mm ⁽¹⁾ | Universal bank with strategic focus on retail | | Insurance company with focus on life & annuities | | | |
| Total assets | 67,172 20,436 | #1 Credit car MS 26.5% | | HS 32.2% | #1 ROE ⁽⁶⁾ | | |
| 2018 adjusted net profit ⁽²⁾ | 1,236 373 | #2 Consumer loans MS 22.8% | | #3 Total assets | US\$5,621 mm AUM | | |
| ROE | 18.9% | Contribution | n | | | | |
| Efficiency ratio | 34.3% | Assets | 75% | 20% | 5% | | |
| | | 2018 adjusted net profit ^(2,7) | 78 % | 7% | 15% | | |
| Capital ratio / CETI ⁽³⁾ | 16.1% 10.6% | Dividends ⁽⁸⁾ | 66% | 20% | 14% | | |

Source: Company information and SBS as of June 2019.

1) Figures converted to US dollars using an exchange rate (Sol / US dollar) of 3.287.

2) Adjusted net profit for the year ended December 31, 2018 is calculated excluding the aggregate negative effect of new mortality tables in our insurance segment for S/144.8 million.

3) For Interbank only. Under SBS GAAP.

4) Consumer credit card loans in the banking system.

5) Excluding private annuities.

3

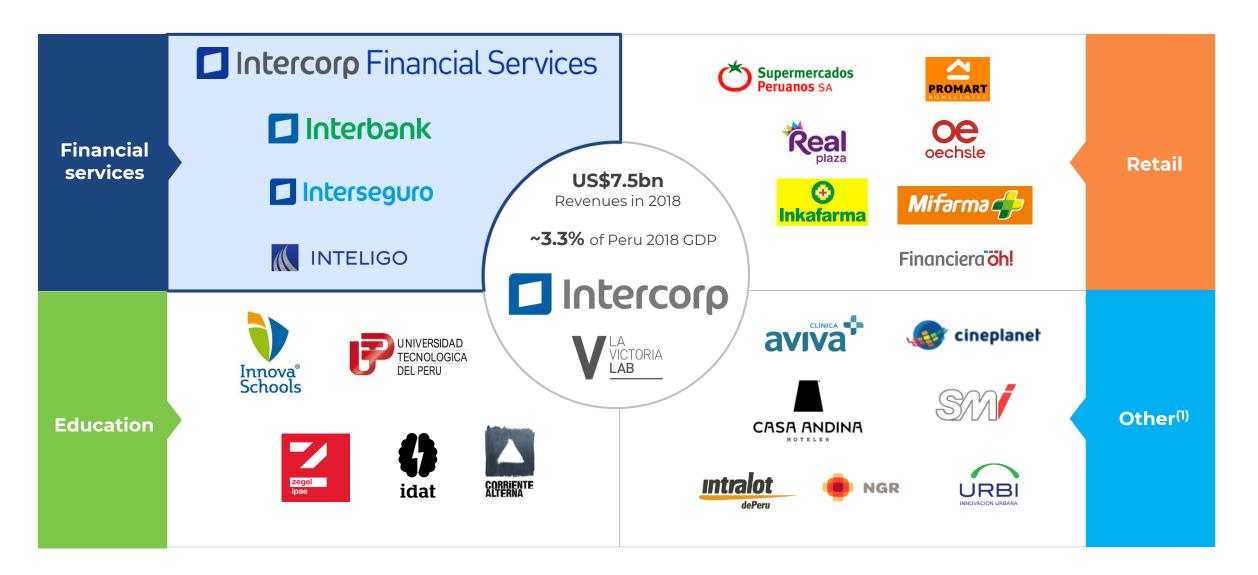
6) When comparing Inteligo Bank to direct competitor, Atlantic Security Bank.

7) Contribution before eliminations and holding company expenses under IFRS. Including eliminations and holding company expenses, contributions were 82% for Interbank, 7% for Interseguro and 16% for Inteligo.

8) Represents dividends declared for 2018 fiscal year and paid in 2019.

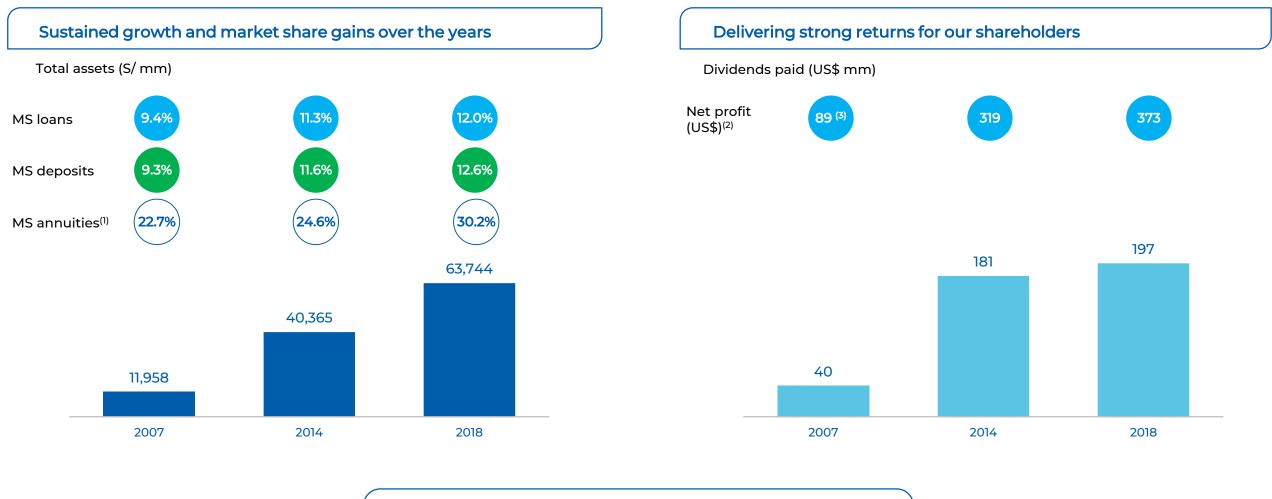


Intercorp Group: striving to make Peru the best place to raise a family in Latin America





Story of sustained growth and strong returns for our shareholders



| Market | US\$ 1.2 bn | US\$ 5.1 bn |
|----------------|-------------|-------------|
| capitalization | 2007 | June 2019 |

Intercorp Financial Services

Source: Company information and Bloomberg.

Excluding private annuities.
 Figures converted to US dollar

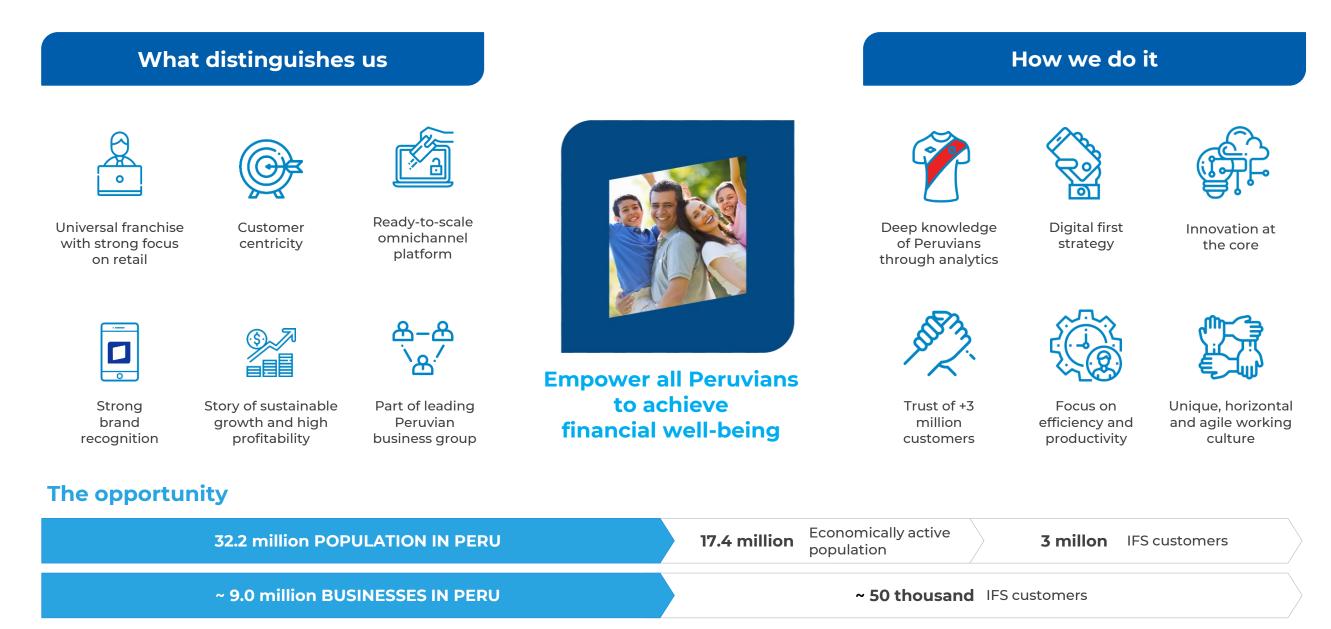
Figures converted to US dollars using an exchange rate (Sol / US dollar) of 3.129, 2.839 and 3.318 for 2007, 2014 and 2018, respectively. Adjusted net profit for 2018 excluding the aggregate negative effect of new mortality tables

in our insurance segment for S/144.8 million.



5

Strategically positioned to capture significant growth opportunities



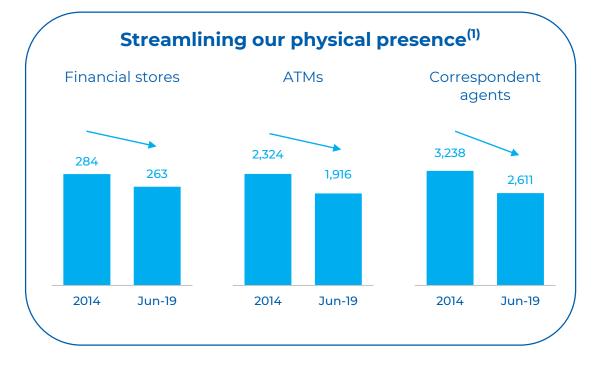
Intercoro Financial Services

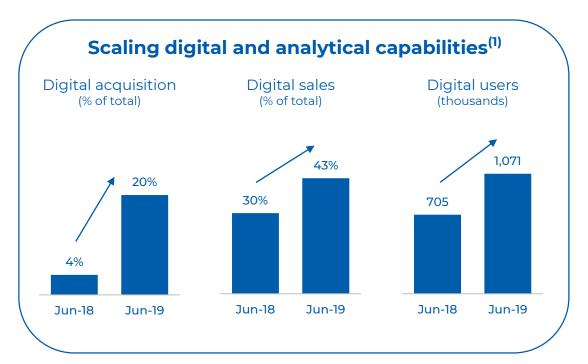
Scalable digital platform already in place



- 1st agile development team (Feb. 2014)
- Launching of digital only solutions
- 3x investment in technology

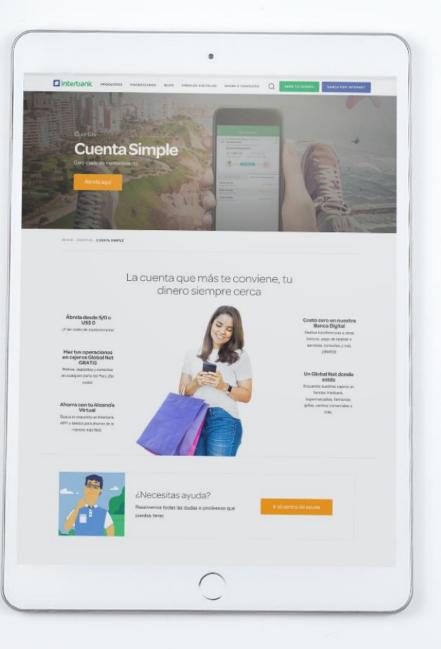
- Enterprise agility & cloud •
- Open banking model w/ microservices and APIs •







Key Investment Highlights



01.

Peru: strong macroeconomic fundamentals and sound financial system

- **02.** Unique and diversified financial services platform
- **03.** Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



04. Outstanding track record of sustainable growth and high profitability



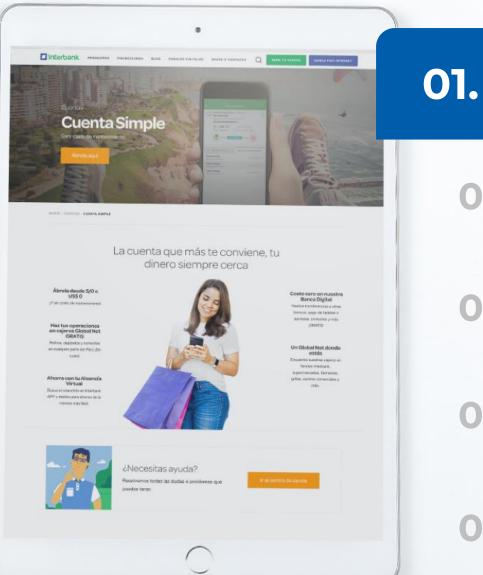
05. Unique culture and strong corporate governance





Key Investment Highlights





Peru: strong macroeconomic fundamentals and sound financial system

02. Unique and diversified financial services platform



03. Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



04. Outstanding track record of sustainable growth and high profitability



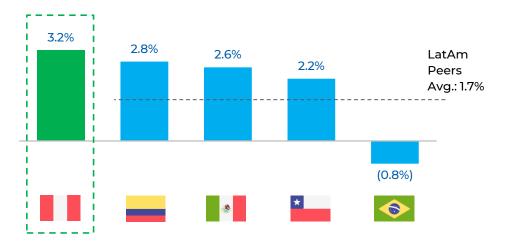
05. Unique culture and strong corporate governance



Top performing economy in LatAm

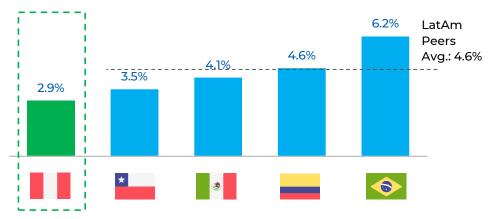
The region's fastest growing economy

2014 – 2018 average real GDP growth rate



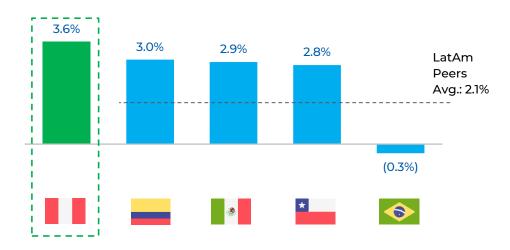
Lowest inflation rate in LatAm

2014 – 2018 average consumer price inflation rate



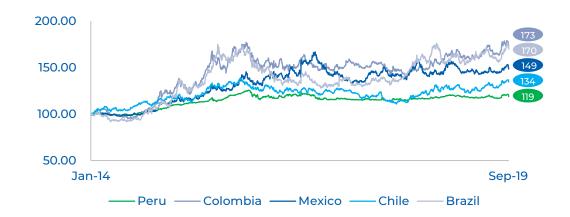
Strong private consumption growth

2014 – 2018 average private consumption growth rate



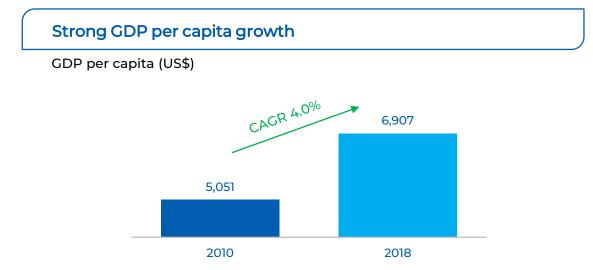
Most stable currency in the region

Indexed to 100



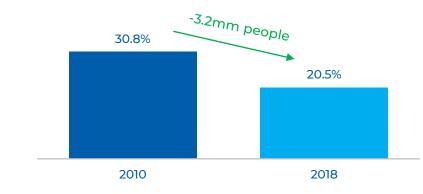
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Favorable economic and demographic trends



Poverty rate continues to decline

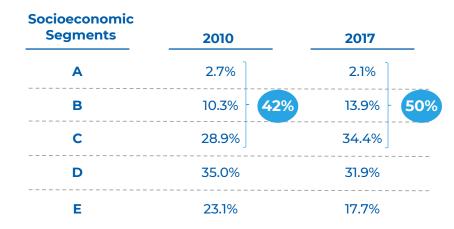
% of population in poverty



Middle-upper socioeconomic segments expanding

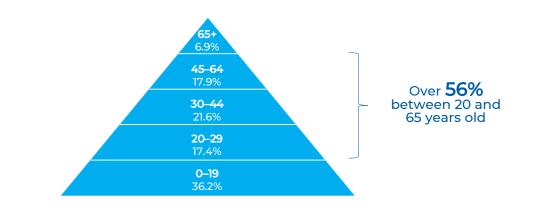
11

Peruvian households by socioeconomic segment (% of households)

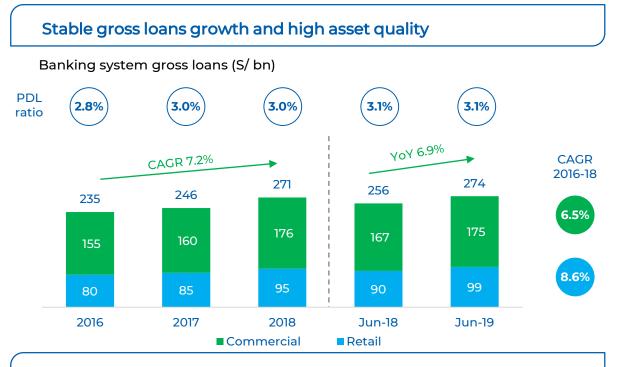


Positive demographic mix

Peruvian population by age group as of 2017 (% of population)



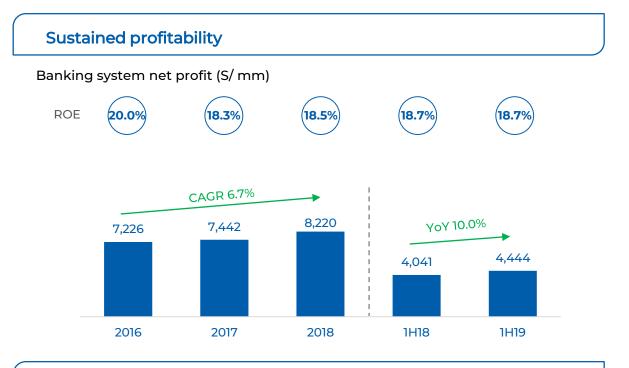
Peru has a profitable and sound financial system



Solid total capital evolution

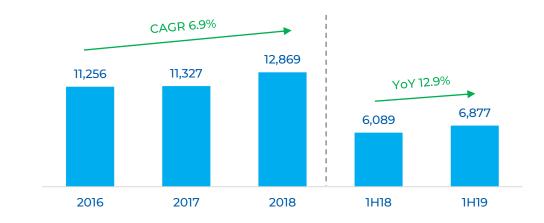
Banking system total capital ratio





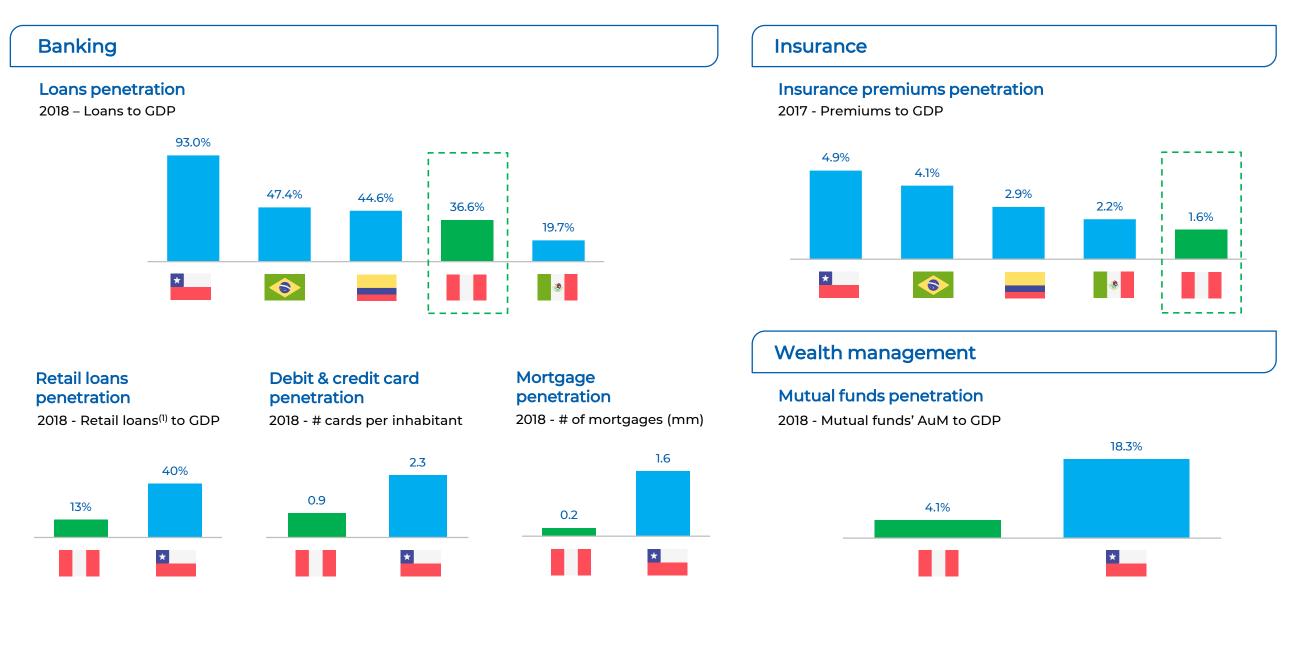
Sound Insurance premiums growth

Insurance industry total premiums (S/mm)



Intercorp Financial Services

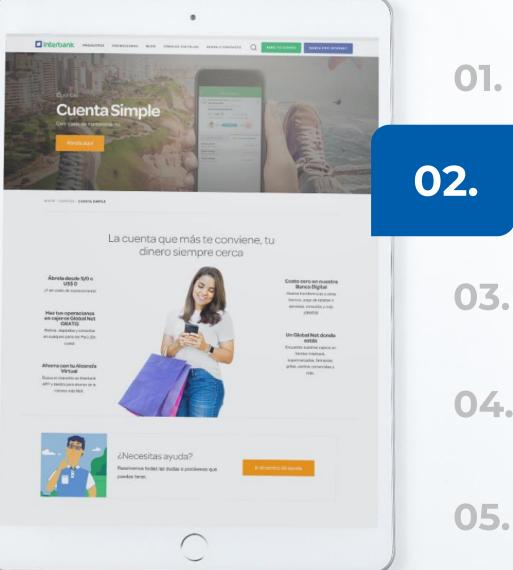
The Peruvian financial system remains underpenetrated



Intercorp Financial Services

Key Investment Highlights





Peru: strong macroeconomic fundamentals and sound financial system

Unique and diversified financial services platform



03. Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



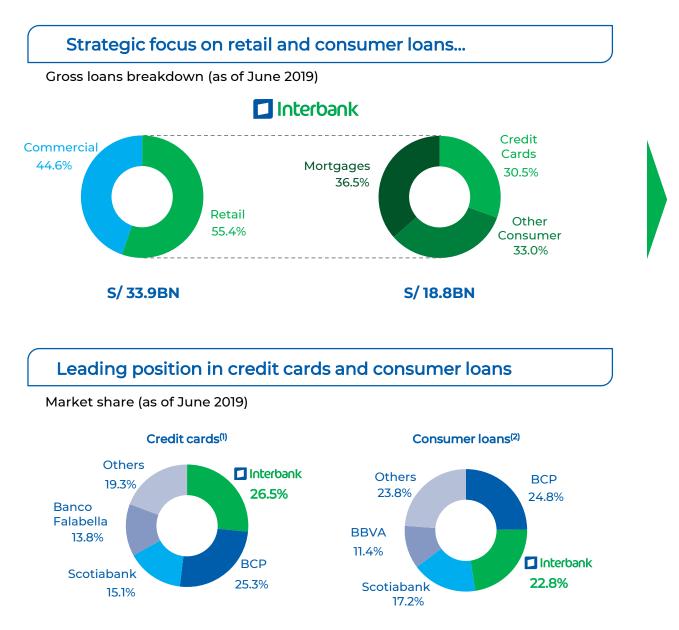
04. Outstanding track record of sustainable growth and high profitability



05. Unique culture and strong corporate governance



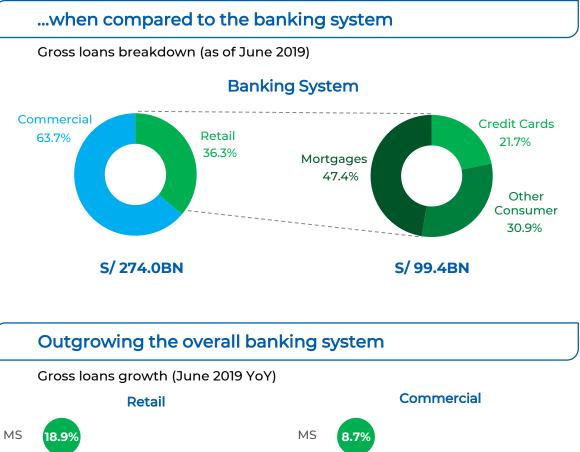
Distinctive focus on retail customers and consumer loans Interbank

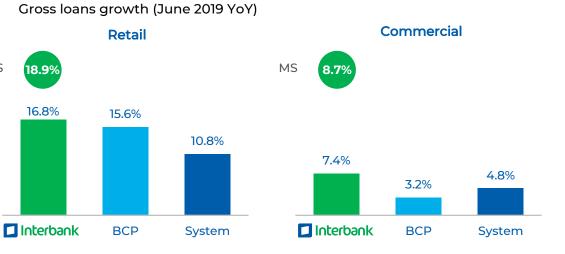


Source: SBS and Company information as of June 2019. Note: Under Peruvian SBS GAAP. Banks include international branches.

1) Consumer credit card loans.

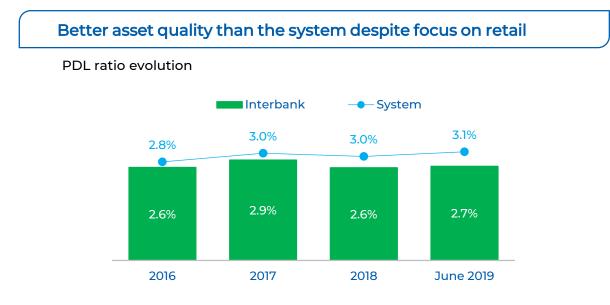
15 2) Consumer loans do not include mortgage loans.





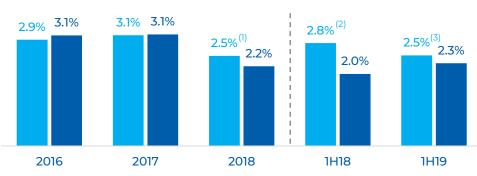
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Solid risk management capabilities Interbank



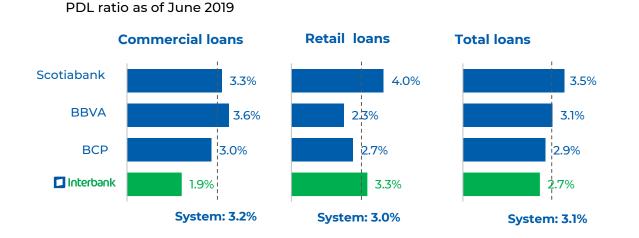
Adequate provisioning level...

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

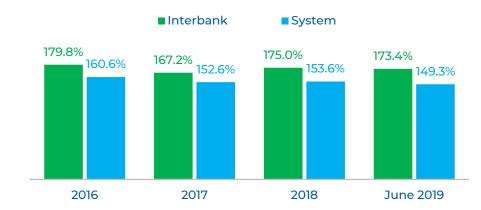


■ Local GAAP ■ IFRS

Balanced asset quality among businesses



...results in strong coverage ratio



Coverage ratio⁽⁴⁾ evolution

Source: SBS as of June 2019.

16

(1) Cost of risk excluding the effect of voluntary provisions for S/100.0 million to cover potential risks related to the construction sector, net of a release of S/ 30.0 million. Including these items, cost of risk was 2.7% in 2018.

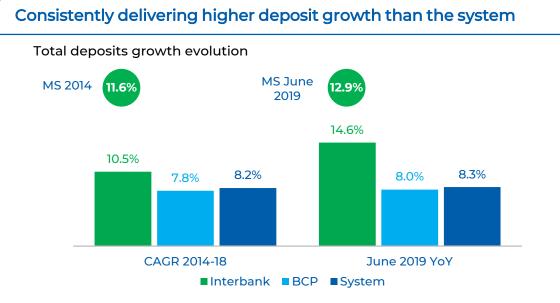
(2) Cost of risk excluding the effect of voluntary provisions for S/100.0 million to cover potential risks related to the construction sector, net of a release of S/15.0 million. Including these items, cost of risk was 3.1% in 1H18.

(3) Cost of risk excluding the effect of the release of S/ 10.0 million of voluntary provisions to cover potential risks related to the construction sector. Including these items, cost of risk remained at 2.5% in 1H19.

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



Diversified funding base with strength in retail deposits Interbank



A growing retail deposit-gathering franchise Total retail deposits growth evolution **MS June** MS 2014 12.1% 13.5% 2019 14.8% 12.1% 11.1% 10.2% 8.1% 5.6% CAGR 2014-18 June 2019 YoY ■Interbank ■BCP ■System

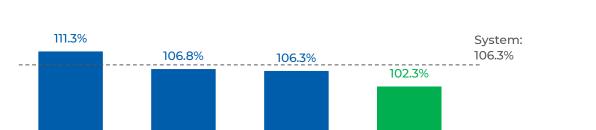
Solid loan-to-deposit ratio

Scotiabank

BCP



Funding base breakdown (as of June 2019)



BBVA

 Total retail deposits growth evolution

 12.9%
 MS 2014
 12.1%

 14.6%
 12.1%
 11.1%
 10.1%

Well balanced deposits base

Bonds 13%



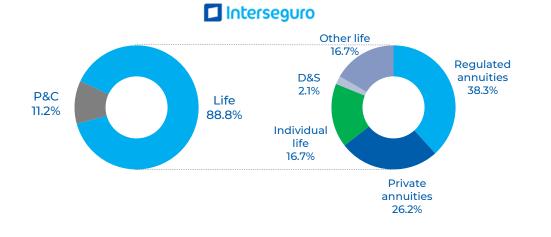
Interbank

Loan-to-deposit ratio (as of June 2019)

Key player in Peru's life insurance business Interseguro

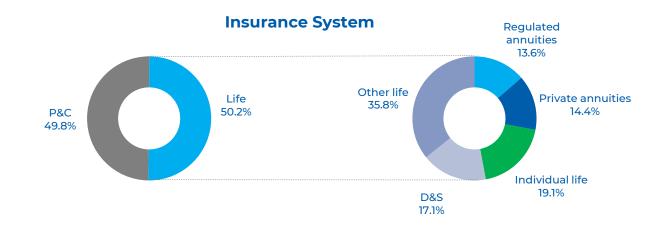
Strategic focus on life insurance...

Insurance premiums and collections breakdown (as of June 2019)



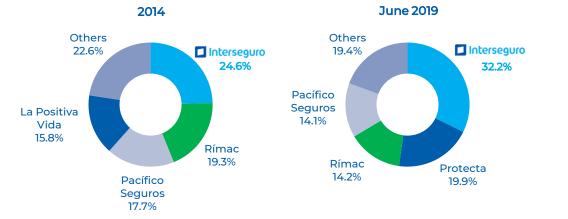
... when compared to the insurance system

Insurance premiums and collections breakdown (as of June 2019)



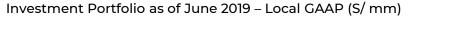
With a growing market share in annuities

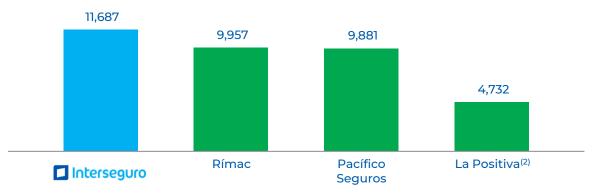
Annuities market share⁽¹⁾



Source: SBS and Company information as of June 2019.

Largest investment portfolio in Peruvian insurance system

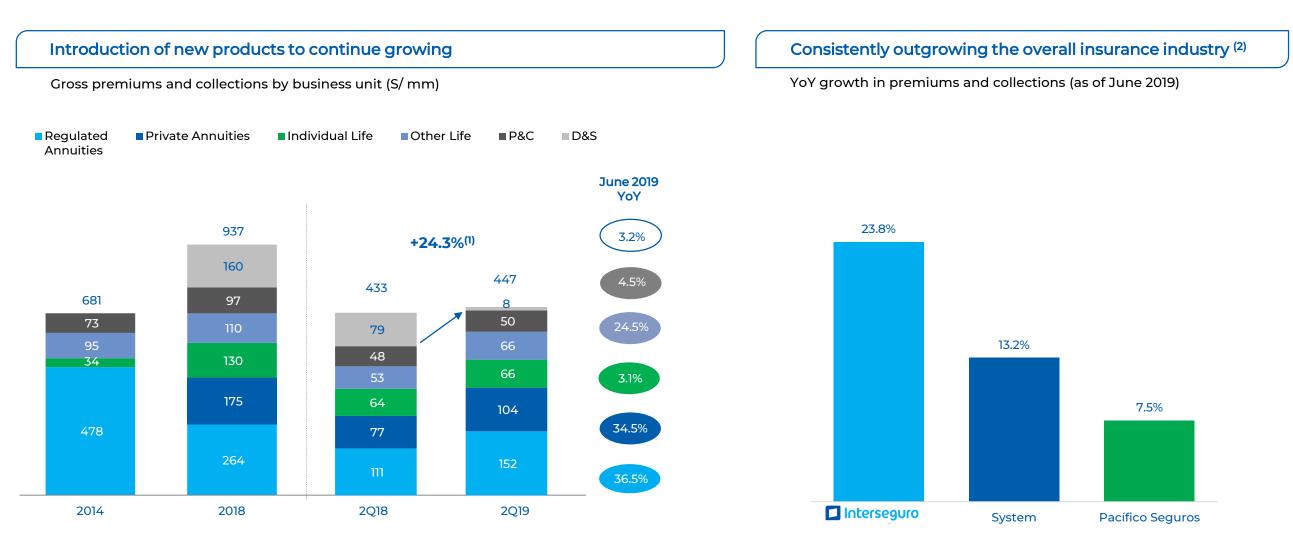




Intercorp Financial Services

Excluding private annuities.
 Consolidates La Positiva and La Positiva Vida.

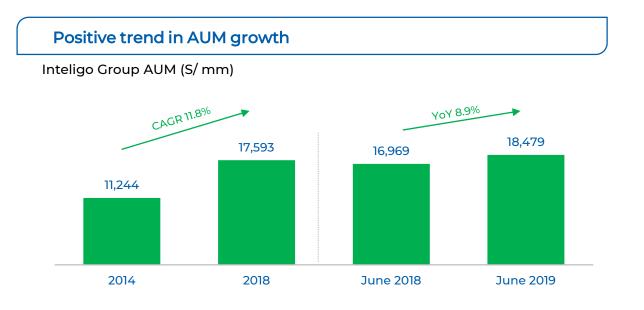
Consistently outgrowing the insurance industry Interseguro



1) Excluding gross premiums from disability and survivorship contract of S. Sura in 6M18.

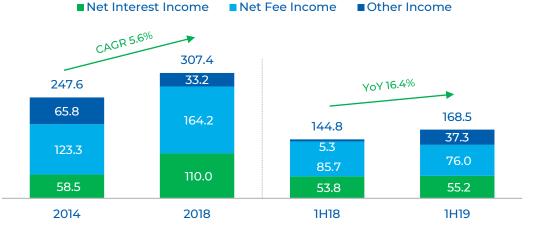
19 2) Excluding gross premiums from disability and survivorship contract in the industry.

Growing and profitable wealth management business Inteligo



Strong core revenue generation

S/ mm

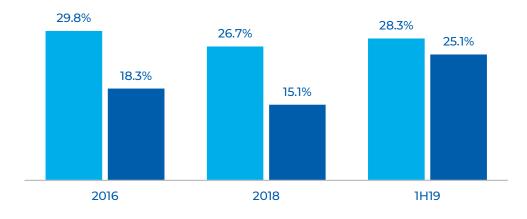


Solid fee generation due to client mix Fees / Avg. AUM

Higher profitability than direct competitor

ROE

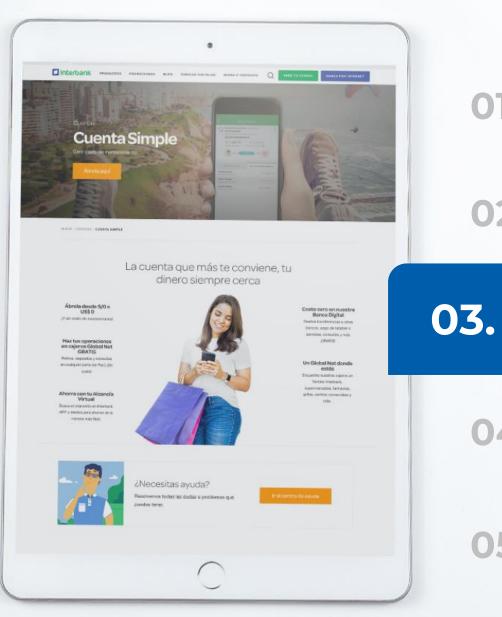
Inteligo Bank
Atlantic Security Bank



20 Source: Company information and Euromonitor.

Intercorp Financial Services

Key Investment Highlights





Peru: strong macroeconomic fundamentals and sound financial system



02. Unique and diversified financial services platform

Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



04. Outstanding track record of sustainable growth and high profitability

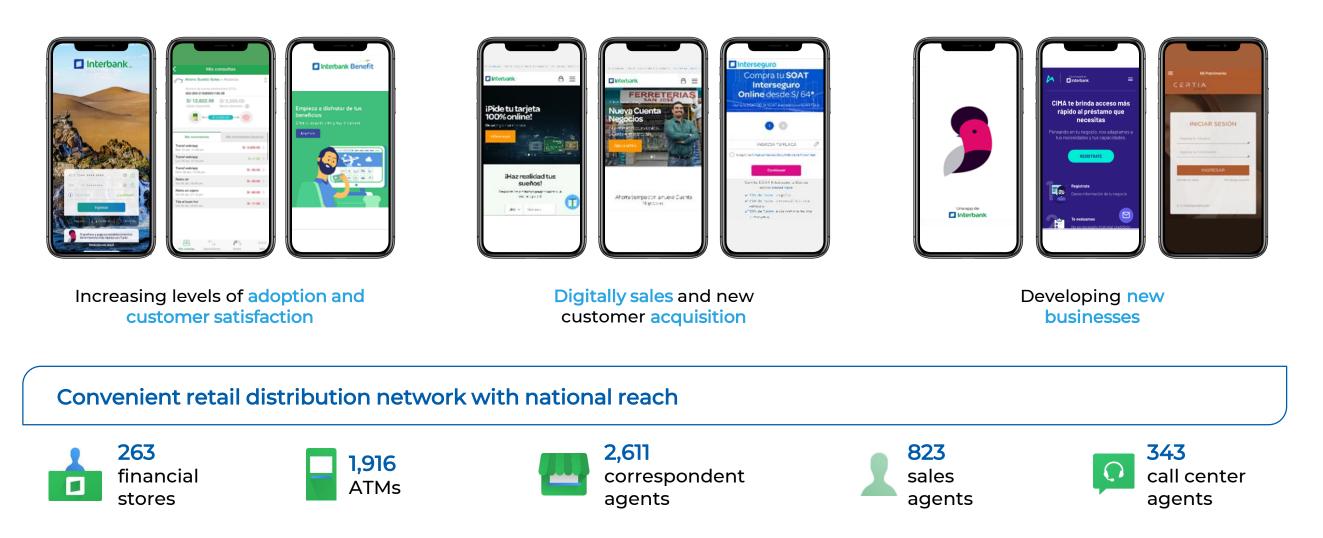


05. Unique culture and strong corporate governance



Ready-to-scale omnichannel platform

Scalable digital platform to meet the needs of our customers and acquire new customers



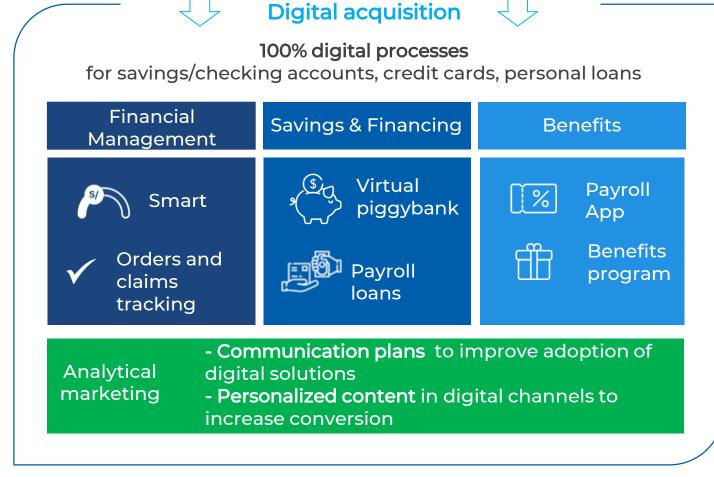


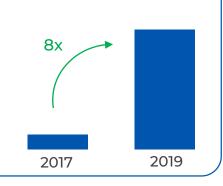
Our strategy is based on digital and analytics

We have built an integrated digital ecosystem...

...leveraging advanced analytics

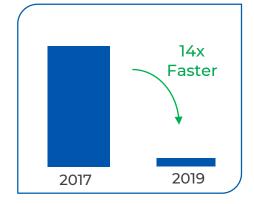
- More touchpoints to gather data about our customers' behavior
- Simple digital experiences with real time response
- Innovative digital solutions and personalized experiences





More and better models

- Predictive and prescriptive models to improve effectiveness
- Machine learning and deep learning



Faster time to market

- Efficient execution with cloud processing
- Clean, consistent and traceable data



Our advanced analytics capabilities allow us to offer personalized and real-time solutions

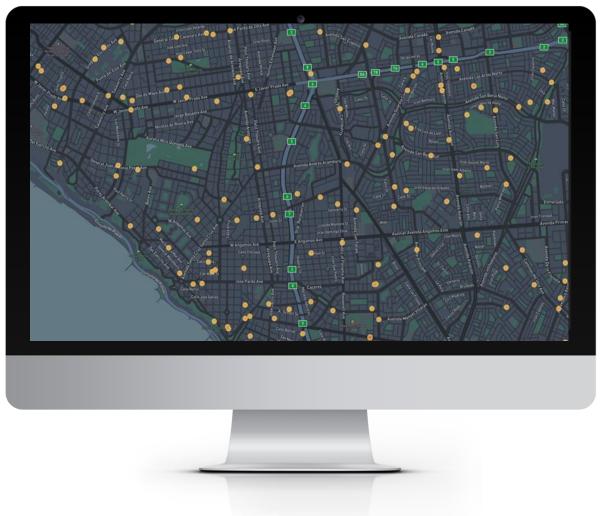
We offer our customers the best solutions for their needs...

Real-time decision and customized offer of products within app



...and for their risk profile

Geo-referencing as a tool to identify level of risk



Higher growth and customer engagement

Digital users and 100% digital customers

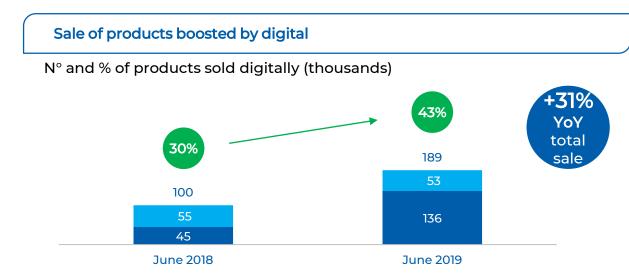
% of digital users and 100% digital customers at Interbank



Our digital platform allows us to sell more products

N° of products per customer

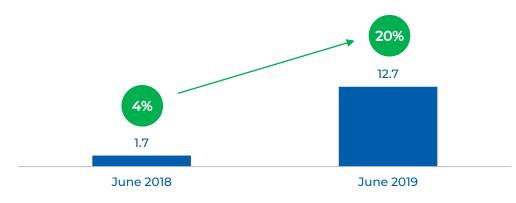




■ Internet and mobile ■ Other

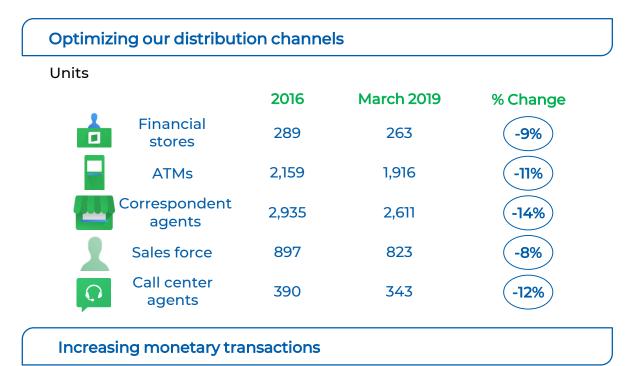
Digital acquisition of retail customers

N° and % of monthly retail customers "born digitally" (thousands)

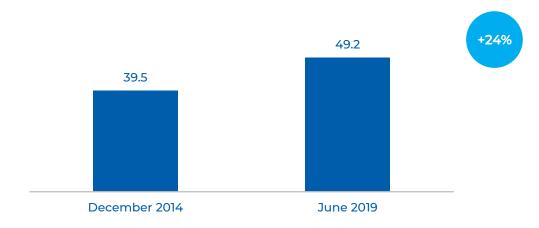




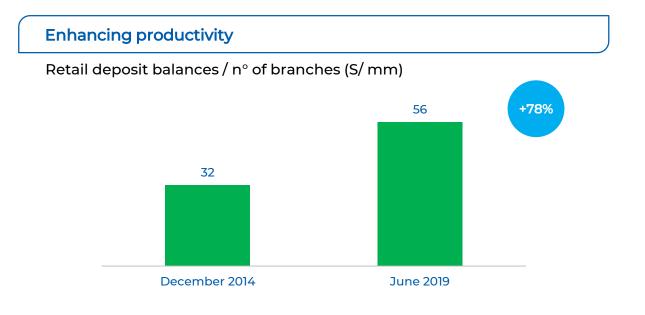
Efficiency and productivity as our guiding principle



N° of monthly monetary transactions / n° of branches (thousands)

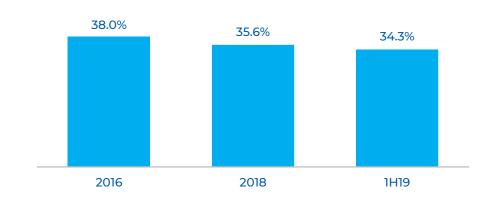






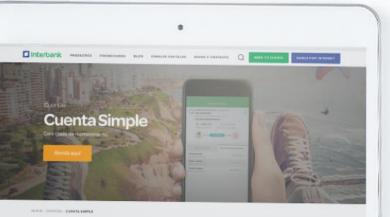
Improving efficiency ratio

Efficiency ratio



Intercorp Financial Services

Key Investment Highlights



La cuenta que más te conviene, tu dinero siempre cerca

Banca Digital

¿Necesitas ayuda?

01.

Peru: strong macroeconomic fundamentals and sound financial system

02. Unique and diversified financial services platform



04.

Ready-to-scale omnichannel capabilities with **03.** Ready-to-scale children and analytics

> Outstanding track record of sustainable growth and high profitability

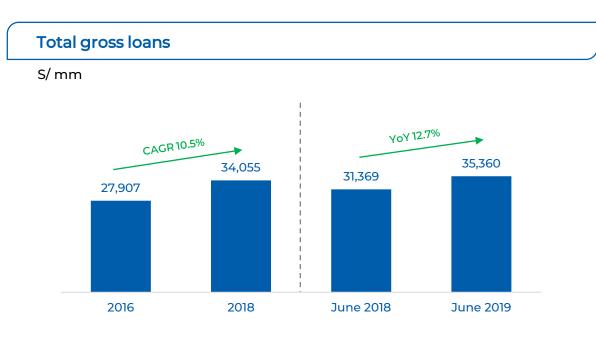


05. Unique culture and strong corporate governance



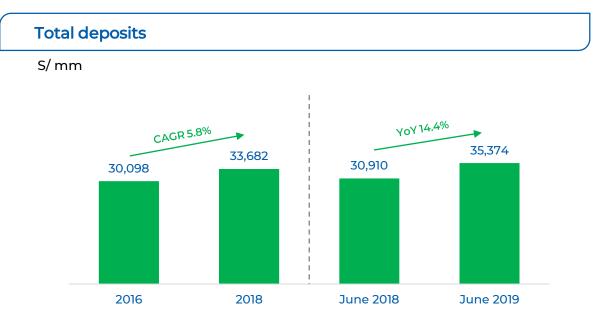


Sustained loan growth supported by appropriate funding IFS











S/ mm

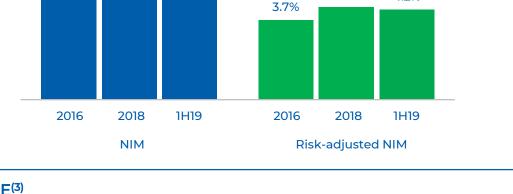




High NIM ratios and solid profitability IFS



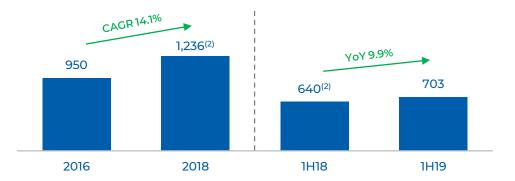
NIM and risk-adjusted NIM^(3,4)

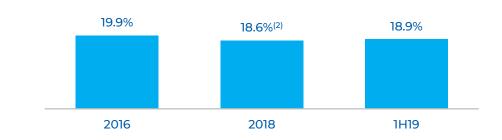


4.3%

4.2%

S/ mm





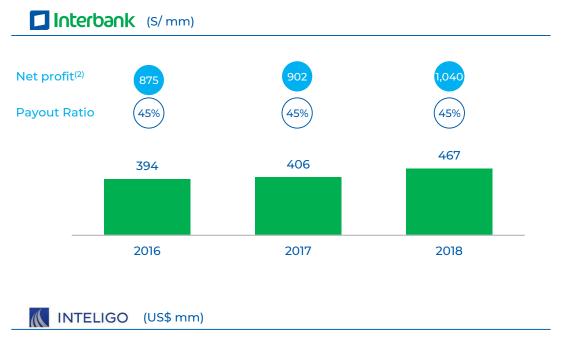
Source: Company information as of June 2019.

- Total revenues calculated as the sum of net interest income, fee income from financial services, other income and net premiums earned. 1)
- 2) Adjusted net profit, revenues and ROE for the six months ended June 30, 2018 and the year ended December 31, 2018 are calculated excluding the aggregate negative effect of new mortality tables in our insurance segment for S/144.8 million.
- Annualized for each interim period. 3)
- 4) Risk adjusted net interest margin is defined as net interest margin after impairment loss on loans, net of recoveries.



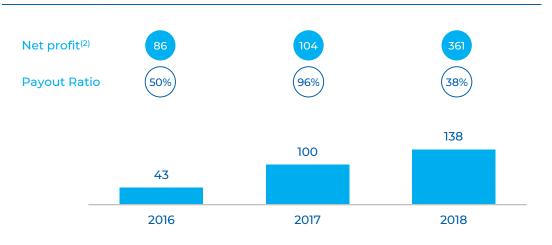
Consistently delivering strong return to our shareholders...

Dividends declared⁽¹⁾





S/mm)



□ Intercorp Financial Services (US\$ mm)

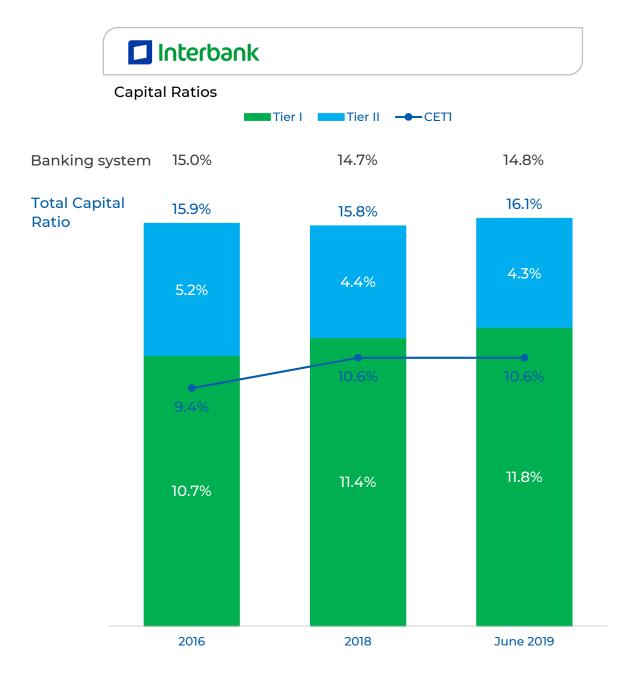


Source: Company information as of June 2019.

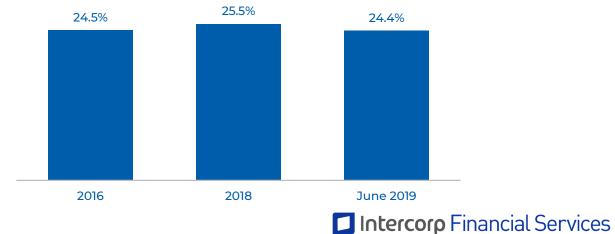
1) Dividends are declared and paid in U.S. dollars. Represents dividends for the fiscal year which are declared and paid in the following year.

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 and 3.318. for 2016, 2017 and 2018, 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.

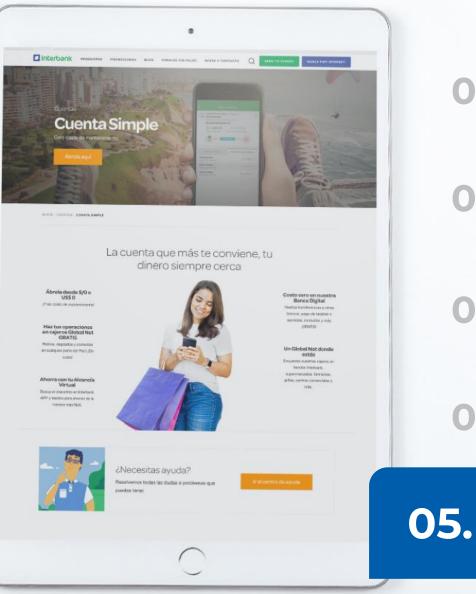
...while maintaining a strong capital base



Solvency Ratio 145.5% 143.8% 137.9% 2016 2018 June 2019 INTELIGO **Capitalization Ratio**



Key Investment Highlights



Peru: strong macroeconomic **O1.** fundamentals and sound financial system

02. Unique and diversified financial services platform

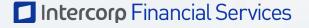


03. Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



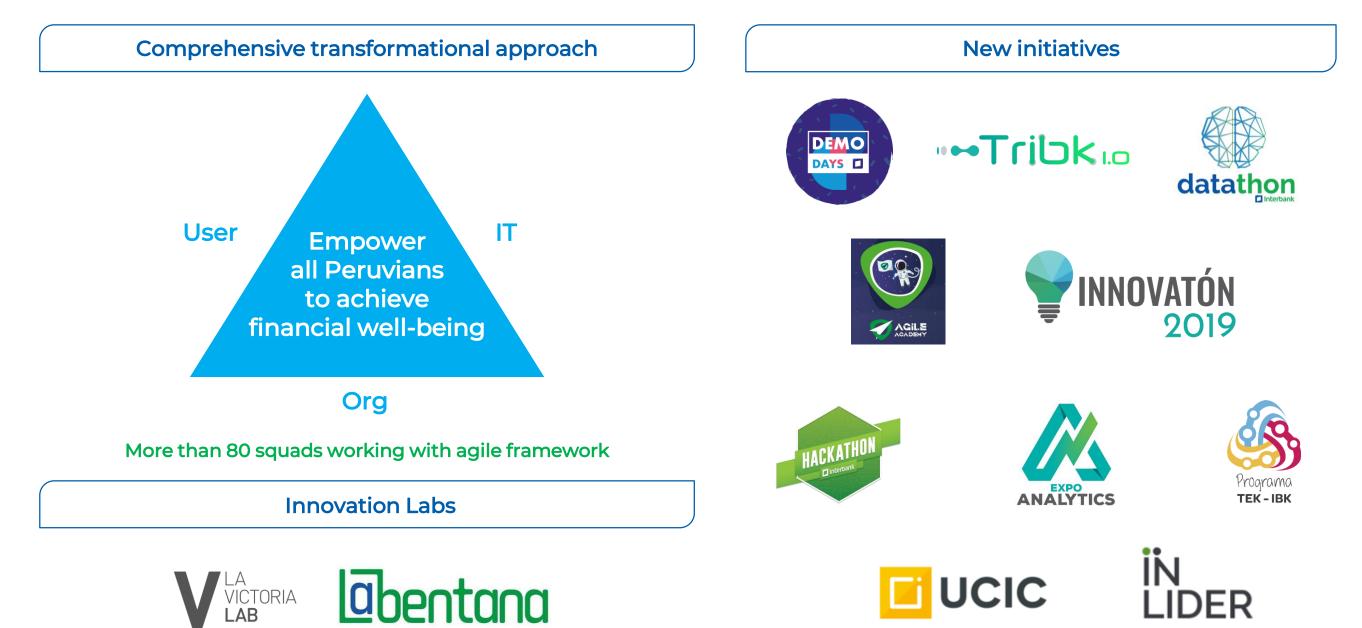
04. Outstanding track record of sustainable growth and high profitability

Unique culture and strong corporate governance

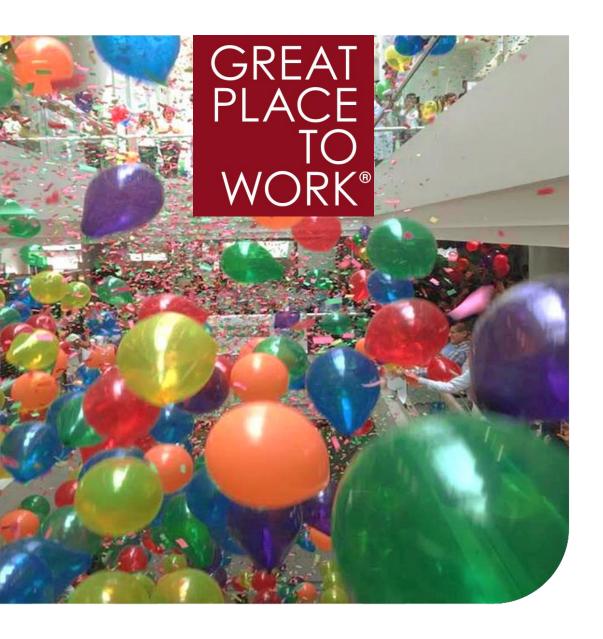




Evolving cultural transformation



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



Our commitment to fostering a performance-based culture is demonstrated by being ranked among the top Peruvian and Latin American companies



Strong corporate governance

Board of Directors



Carlos Rodríguez-Pastor Chairman



Felipe Morris Director



Fernando Zavala Director



Alfonso Bustamante Independent Director



Cayetana Aljovín Independent Director



Guillermo Martínez Independent Director



Hugo Santa María Independent Director



✓ IFS: 4 out of 7

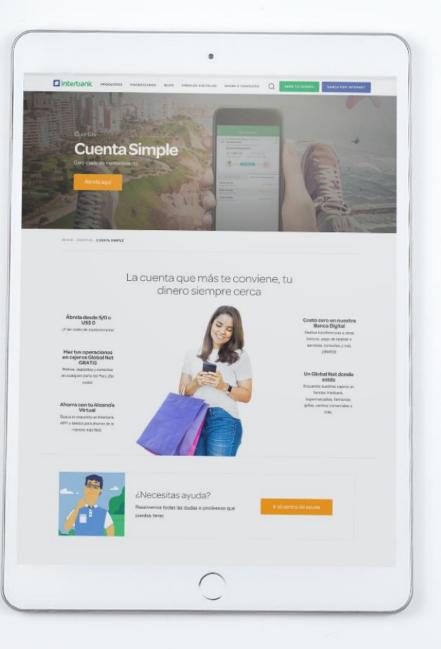
Strong corporate governance

- Highly supervised related party exposure, well below regulatory limits
- Governance in accordance with NYSE and SEC
- Member of the Peruvian IBGC⁽¹⁾, an index of the 10 companies with recognized corporate governance in Peru





Key Investment Highlights



01.

Peru: strong macroeconomic fundamentals and sound financial system

- **02.** Unique and diversified financial services platform
- **03.** Ready-to-scale omnichannel capabilities with strong focus on digital and analytics



04. Outstanding track record of sustainable growth and high profitability



05. Unique culture and strong corporate governance







Intercorp Financial Services

Appendix

IFS income statement – IFRS⁽¹⁾

| Income Statement (S/ mm) | 2016 | 2017 | 2018 | 1H18 | 1H19 | % chg '18/'17 | % chg 1H19 / 1H18 |
|--|-----------|-----------|-----------|---------|---------|------------------|----------------------|
| Interest and similar income | | 3,809.0 | 4,321.3 | 2,106.5 | 2,368.5 | 13.4% | 12.4% |
| Interest and similar expenses | | (1,119.9) | (1,170.6) | (552.9) | (678.1) | 4.5% | 22.6% |
| = Net interest and similar income | 2,623.0 | 2,689.1 | 3,150.7 | 1,553.5 | 1,690.3 | 17.2% | 8.8% |
| Impairment loss on loans, net of recoveries | (783.6) | (827.9) | (660.1) | (285.5) | (379.4) | (20.3%) | 32.9% |
| Recovery (loss) due to impairment of financial investments | (28.3) | (20.8) | 13.1 | 3.6 | 2.7 | n.m. | (24.8%) |
| = Net interest and similar income after impairment loss | 1,811.0 | 1,840.4 | 2,503.7 | 1,271.6 | 1,313.7 | 36.0% | 3.3% |
| Fee income from financial, net | 809.5 | 849.2 | 874.4 | 437.0 | 445.7 | 3.0% | 2.0% |
| Other income | 406.8 | 518.0 | 408.7 | 171.9 | 268.2 | (21.1%) | 56.0% |
| Insurance premiums and claims | | | | | | | |
| Net premiums | 592.2 | 499.5 | 645.4 | 299.4 | 335.6 | 29.2% | 12.1% |
| Adjustment of technical reserves | (404.9) | (240.2) | (316.8) | (206.3) | (136.8) | 31.9% | (33.7%) |
| Net claims and benefits incurred for life insurance contracts and others | (318.2) | (412.3) | (736.0) | (358.2) | (352.3) | 78.5% | (1.7%) |
| = Total net premiums earned minus claims and benefits | (130.8) | (152.9) | (407.5) | (265.1) | (153.5) | n.m. | (42.1%) |
| Other expenses | (1,632.4) | (1,710.6) | (1,837.5) | (894.5) | (966.4) | 7.4% | 8.0% |
| = Income before translation result and income tax | 1,264.0 | 1,344.1 | 1,541.9 | 720.9 | 907.7 | 14.7% | 25.9% |
| Translation result | 20.1 | 15.9 | (35.0) | (7.9) | 22.0 | n.m. | n.m. |
| Income tax | (333.9) | (326.5) | (415.5) | (218.1) | (226.9) | 27.3% | 4.0% |
| Net profit for the period | 950.2 | 1,033.5 | 1,091.4 | 494.9 | 702.8 | 5.6% | 42.0% |
| Attributable to: | | | | | | | |
| IFS' shareholders | 944.6 | 1,027.4 | 1,084.3 | 491.3 | 698.5 | 5.5% | 42.2% |
| Non-controlling interest | 5.6 | 6.1 | 7.1 | 3.6 | 4.3 | 17.1% | 20.0% |

Source: Company information as of June 2019.

1) Our financial information for 2017, 2016, 2015 and 2014 was restated as a result of a voluntary change in accounting policy regarding our method of accounting the variation in market interest rates on insurance contract liabilities. The financial information presented for 2014 and 2015 was restated after issuance of the financial statements for those years due to a voluntary change in accounting policy with a negative

impact of S/57.6 million for 2014 and S/218.1 million for 2015 in the line Total net premiums earned minus claims and benefits in the consolidated income statement.

IFS balance sheet – IFRS⁽¹⁾

| Balance Sheet (S/ mm) | 2016 | 2017 | 2018 | 1H18 | 1H19 | % chg '18/'17 | % chg 1H19 / 1H18 |
|---|-----------|-----------|-----------|-----------|-----------|------------------|----------------------|
| Cash and due from banks | 11,761.8 | 11,204.8 | 8,380.4 | 7,709.5 | 10,592.8 | (25.2%) | 37.4% |
| Inter-bank funds | 5.0 | 403.5 | 495.0 | 231.8 | 230.1 | 22.7% | (0.7%) |
| Financial investments | 10,209.8 | 16,924.1 | 17,629.4 | 17,803.5 | 17,835.5 | 4.2% | 0.2% |
| Loans, net of unearned interest | 28,192.6 | 29,406.3 | 34,325.7 | 31,596.6 | 35,647.0 | 16.7% | 12.8% |
| Impairment allowance for loans | (1,166.8) | (1,202.1) | (1,364.8) | (1,273.6) | (1,411.9) | 13.5% | 10.9% |
| Investment property | 745.2 | 1,118.6 | 986.5 | 1,012.0 | 999.8 | (11.8%) | (1.2%) |
| Property, furniture and equipment, net ⁽²⁾ | 589.8 | 612.6 | 622.5 | 598.0 | 900.2 | 1.6% | 50.5% |
| Intangibles and goodwill, net | 267.4 | 921.6 | 954.5 | 922.9 | 955.9 | 3.6% | 3.6% |
| Other assets ⁽³⁾ | 1,114.4 | 1,005.0 | 1,715.0 | 1,464.3 | 1,422.7 | 70.7% | (2.8%) |
| Total assets | 51,719.4 | 60,394.5 | 63,744.4 | 60,065.1 | 67,172.2 | 5.5% | 11.8% |
| Liabilities and equity | | | | | | | |
| Deposits and obligations | 30,097.9 | 32,607.6 | 33,682.0 | 30,910.2 | 35,373.8 | 3.3% | 14.4% |
| Inter-bank funds | 332.3 | 30.0 | 0.0 | 311.2 | 50.0 | n.m. | (83.9%) |
| Due to banks and correspondents | 5,328.6 | 4,407.4 | 4,293.4 | 4,281.7 | 4,596.9 | (2.6%) | 7.4% |
| Bonds, notes and other obligations | 4,769.4 | 5,602.4 | 6,496.8 | 6,306.7 | 6,606.2 | 16.0% | 4.7% |
| Insurance contract liabilities | 5,010.5 | 10,514.5 | 10,300.5 | 9,914.9 | 10,935.1 | (2.0%) | 10.3% |
| Other liabilities ⁽²⁾⁽⁴⁾ | 1,182.4 | 1,395.7 | 1,883.4 | 1,820.5 | 2,167.0 | 34.9% | 19.0% |
| Total liabilities | 46,721.0 | 54,557.6 | 56,655.9 | 53,545.2 | 59,729.0 | 3.8% | 11.5% |
| Equity, net | | | | | | | |
| Equity attributable to IFS' shareholders | 4,879.1 | 5,800.5 | 7,048.1 | 6,483.1 | 7,401.2 | 21.5% | 14.2% |
| Non-controlling interest | 119.2 | 36.4 | 40.4 | 36.8 | 42.0 | 11.1% | 14.2% |
| | (000 7 | 5,836.9 | 7,088.5 | 6,519.9 | 7,443.2 | 21.4% | 14.2% |
| Total equity, net | 4,998.3 | 5,030.9 | 7,000.5 | 0,519.9 | 7,443.2 | 21.4% | 14.270 |

Source: Company information as of June 2019.

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1) Our financial information for 2016 and 2017 was restated as a result of a voluntary change in accounting policy regarding our method of accounting the variation in market interest rates on insurance contract liabilities.

2) 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)".

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

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



Intercorp Financial Services

Interbank...