



## Management Presentation

June 2007



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# Management Team



## Team Blue

### **Carlos Rodríguez-Pastor**

Chairman – Intergroup and Interbank

### **Jose Antonio Rosas**

CFO – Intergroup

Controller – Interbank

### **Gonzalo Basadre**

Chief Investment Officer – Interseguro

## Team Green

### **Jorge Flores**

CEO – Intergroup and Interbank

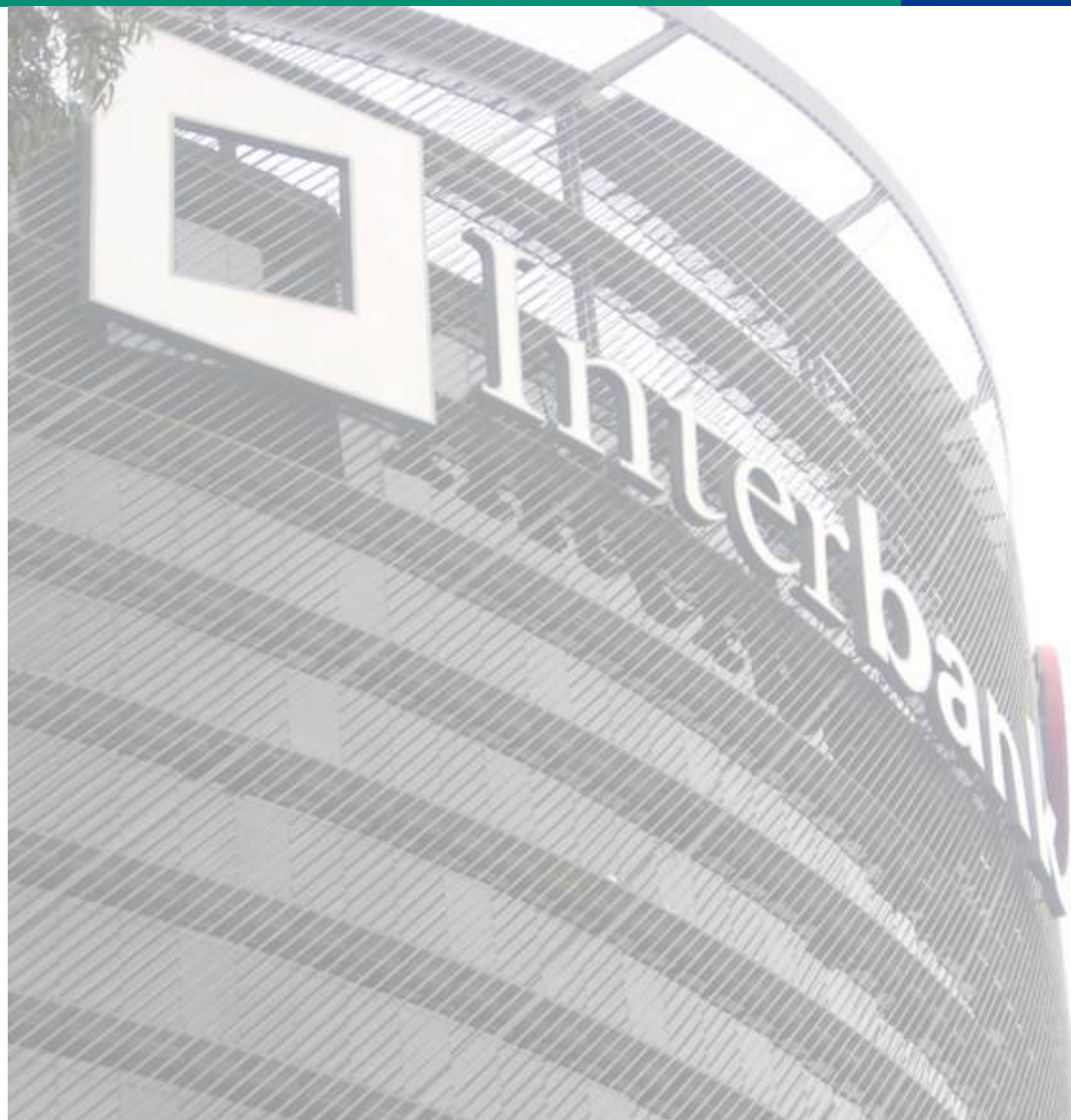
### **Juan Carlos Vallejo**

Deputy CEO – Intergroup

CEO – Interseguro

### **Luis Felipe Castellanos**

CEO – Interfondos





# Offering Summary



<b>Issuer:</b>	Intergroup Financial Services Corp.
<b>Offering Structure:</b>	Common Stock on the Lima Stock Exchange Internationally (under Rule 144A / Reg S)
<b>Ticker / Exchange:</b>	IFS / Lima Stock Exchange
<b>Number of Shares:</b>	19,230,769 shares
<b>Offering Type:</b>	7,692,308 primary shares (40%) / 11,538,461 secondary shares (60%)
<b>Price Range:</b>	US\$12.00 – US\$14.00
<b>Free Float:</b>	20.9%
<b>Over-allotment Option:</b>	15%
<b>Use of Proceeds:</b>	Fund Interbank's expansion and organic growth; general corporate purposes; potential strategic acquisitions
<b>Timetable:</b>	Roadshow June 7 – June 20 Pricing on June 20
<b>Lock-up Period:</b>	180 days
<b>Global Coordinator:</b>	Citi
<b>Joint Bookrunners:</b>	Citi Credit Suisse



- 1. Peru: Best performing economy in Latin America**
- 2. Strong and growing financial system**
- 3. Proven track record with focused strategy**
- 4. Leading franchise in retail banking and annuities**
- 5. Management team with deep domestic and international experience**

# Intergroup – A Leading Financial Services Company in Peru



## Overview of Intergroup



- ▶ # 2 provider of consumer loans
- ▶ # 2 provider of credit card financing among banks
- ▶ # 4 bank by total loans and deposits
- ▶ Extensive retail network:
  - 114 financial stores
  - 724 ATMs (largest network in Peru)
  - Over one million customers



- ▶ # 1 provider of annuities
- ▶ # 4 insurance company by total premiums

## Intergroup Financial Highlights (US\$ million)

	1Q07	2004-1Q07 CAGR
Total Assets	\$2,975	16.7%
Total Loans <sup>(1)</sup>	1,341	16.0
Retail Loans <sup>(1) (2)</sup>	710	31.8
Total Deposits	1,882	16.5
Shareholders' Equity <sup>(3)</sup>	258	23.9
	LTM 1Q07	2004-1Q07 CAGR
Gross Premiums Written	\$84	3.1%
Net Income <sup>(3)</sup>	68	42.1
ROAE <sup>(4)</sup>	30.3%	
ROAA <sup>(4)</sup>	2.5	
NIM <sup>(4)</sup>	9.3	
PDLs / Total Loans	1.9	

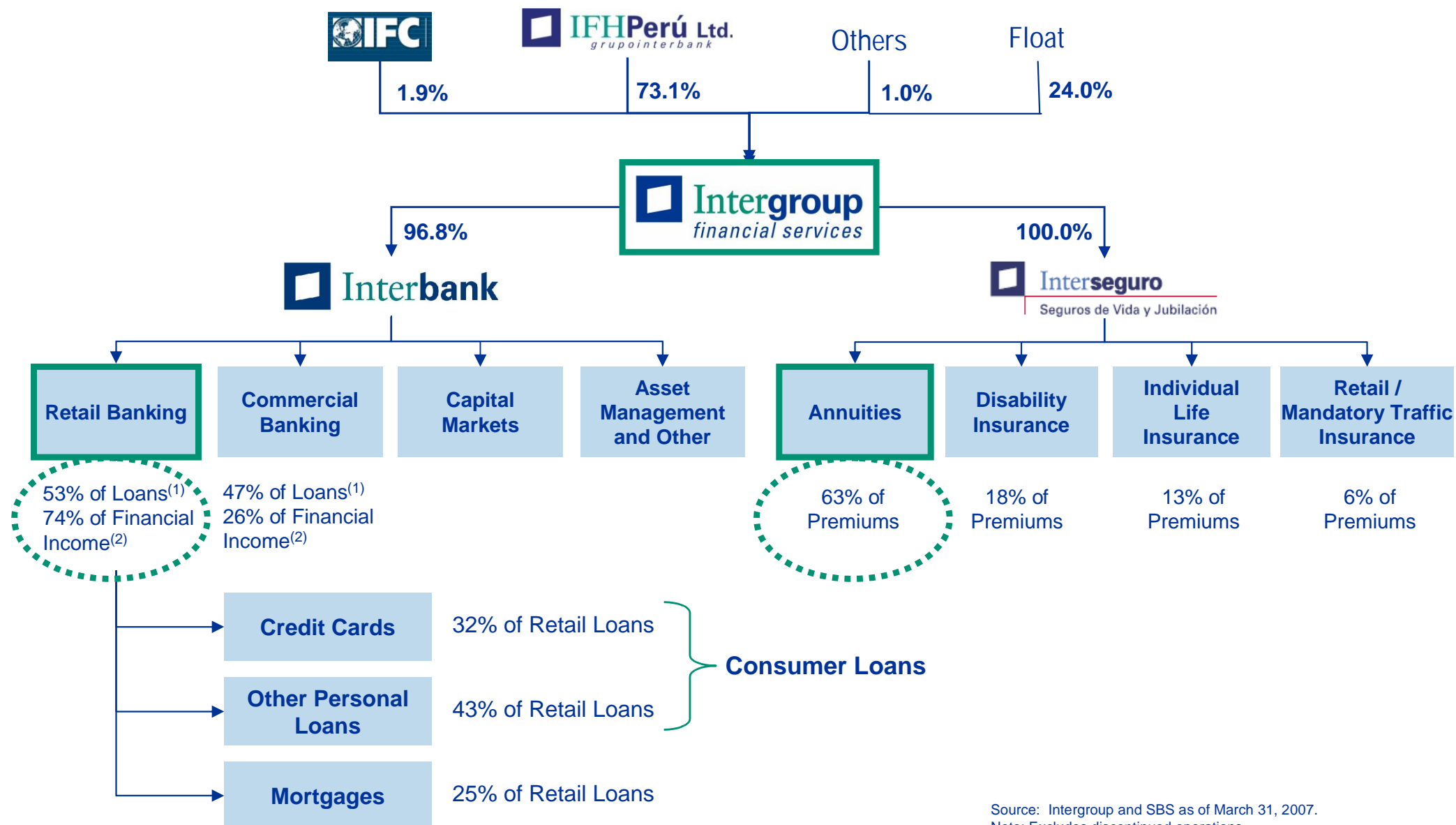
(1) Includes only performing loans. Performing loans refers to current loans and excludes restructured and refinanced loans.

(2) Includes all consumer and mortgage loans.

(3) Shareholders' Equity excludes minority interest. Net Income attributable to Intergroup shareholders.

(4) Calculated in Soles.

# Strategic Focus on Retail Banking and Annuities



Source: Intergroup and SBS as of March 31, 2007.

Note: Excludes discontinued operations.

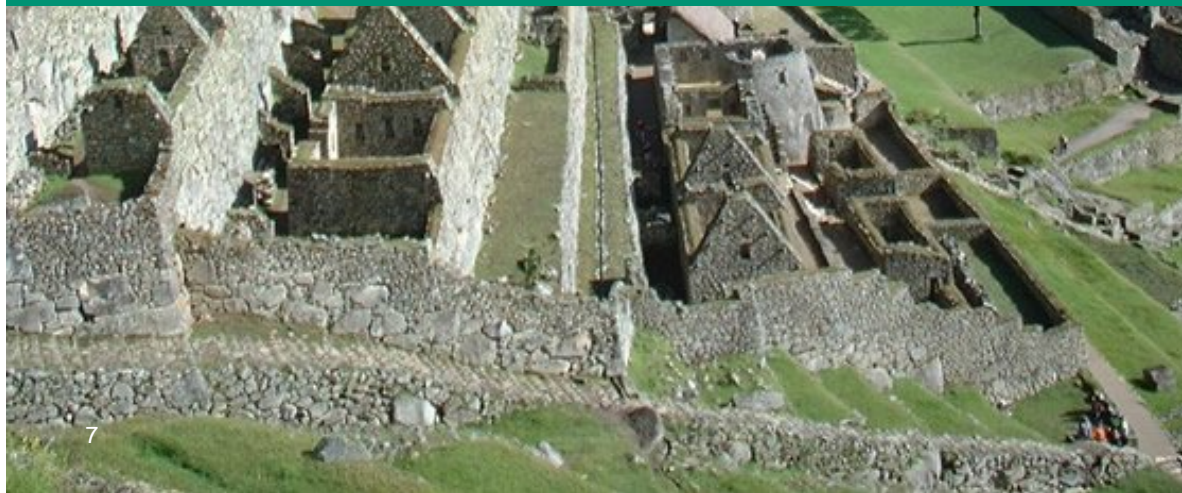
(1) Performing loans.

(2) Includes financial income and commissions of performing loans only.





# 1. Peru: Best Performing Economy in Latin America



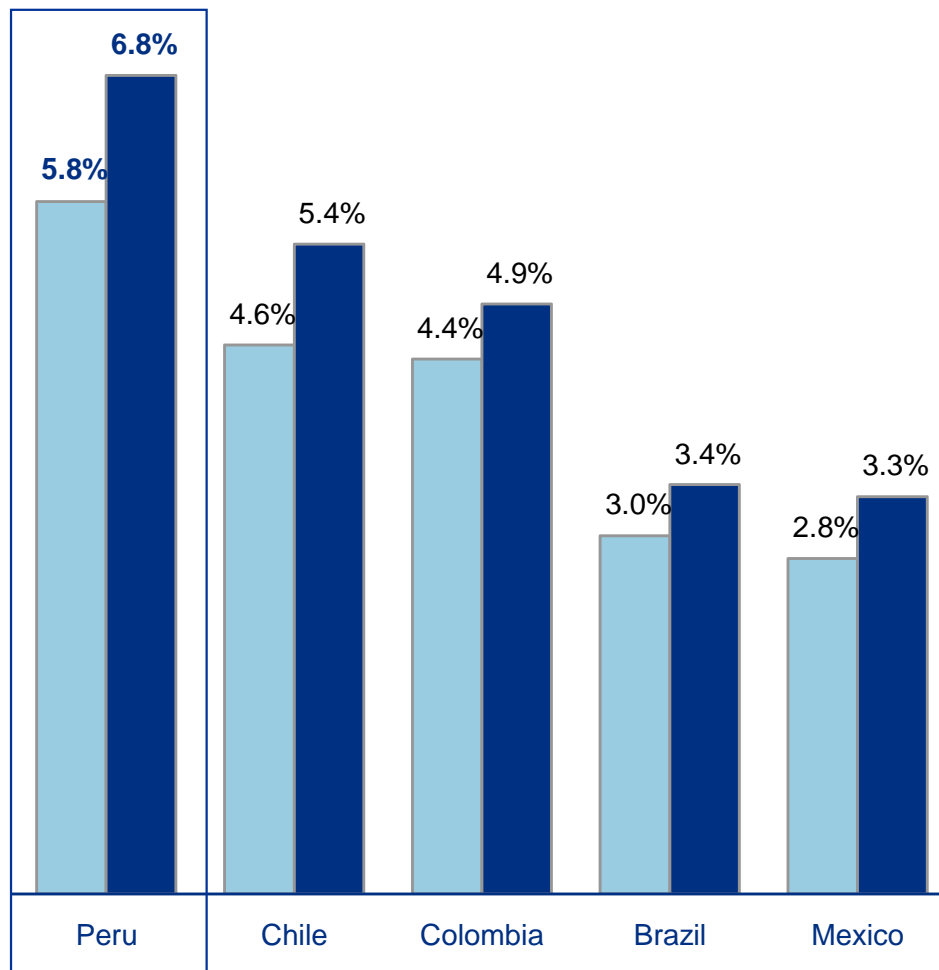


# Sustained Economic Growth and Stability



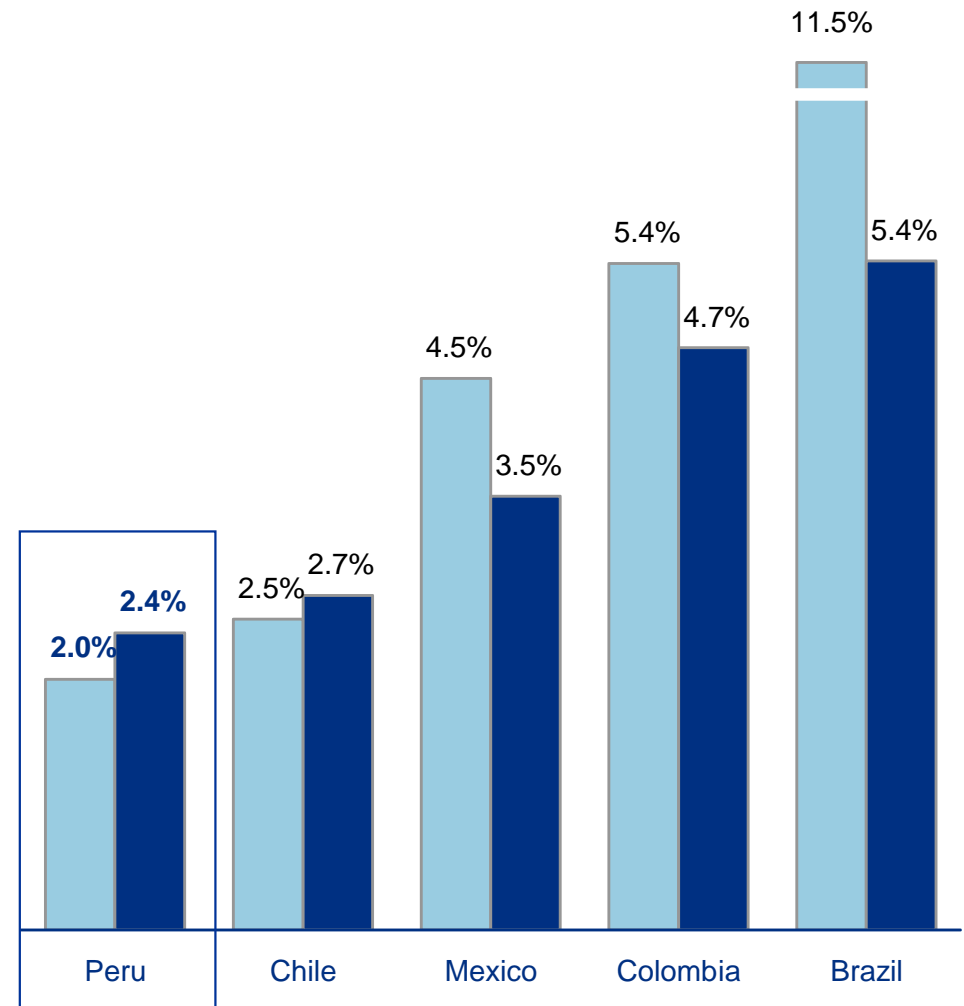
## Fastest Growing Economy Among Peers (%)

■ Average GDP Growth (2002-2006) ■ 2007E GDP Growth



## Lowest Inflation in the Region (%)

■ Average Inflation (2002-2006) ■ 2007E Inflation



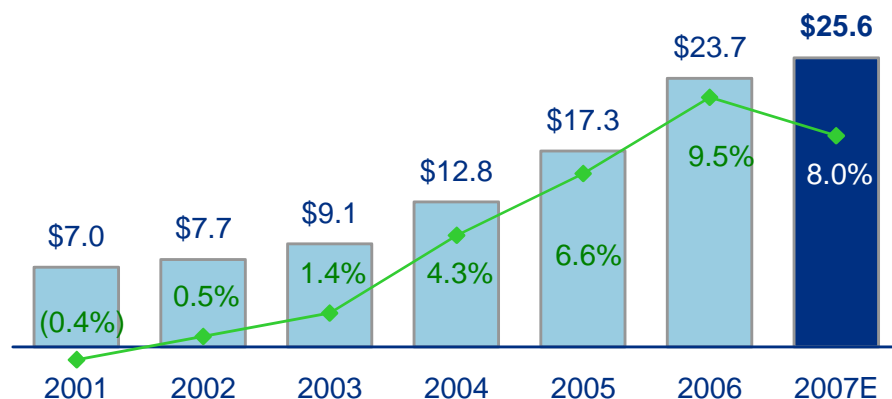
Source: EIU as of December 31, 2006.

# Improving Macroeconomic Conditions



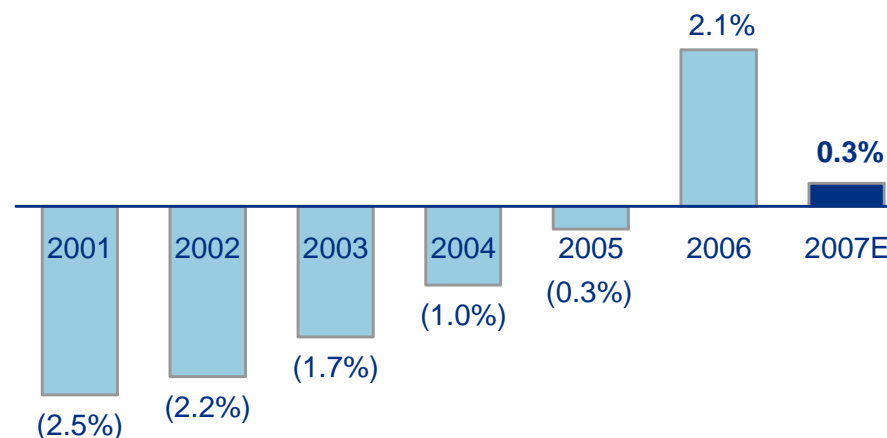
## Increasing Export Sector and Trade Balance

Exports (US\$ bn) Trade Balance / GDP (%)



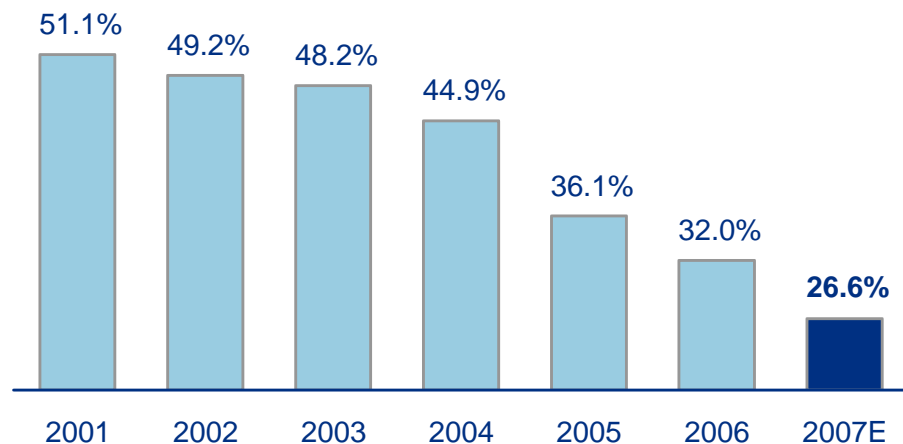
## Responsible Fiscal Policy

Fiscal Balance / GDP (%)



## Improving External Debt Balance

External Debt / GDP Evolution (%)



## Key Macroeconomic Statistics

	2001	2007E
GDP (US\$ bn)	\$54.0	\$103.6
Population (mm)	26.3	28.8
GDP per Capita (US\$)	\$2,048	\$3,600
Unemployment	9.2%	7.2%

Source: FactSet; EIU as of December 31, 2006.



## 2. Strong and Growing Financial System



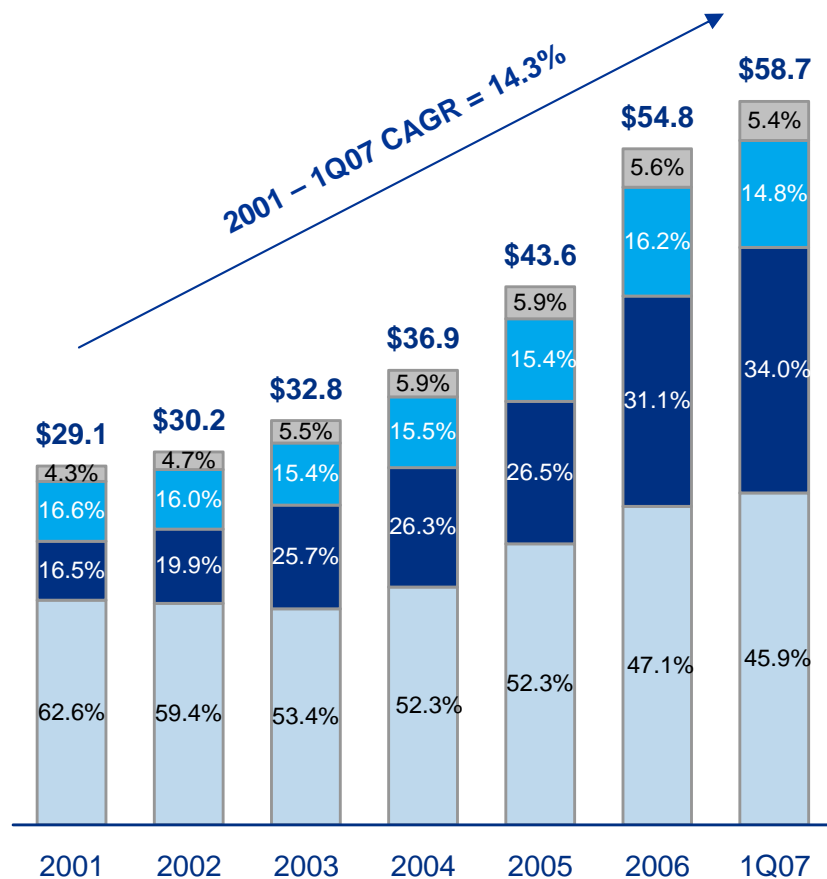


# Diversified and Growing Financial System

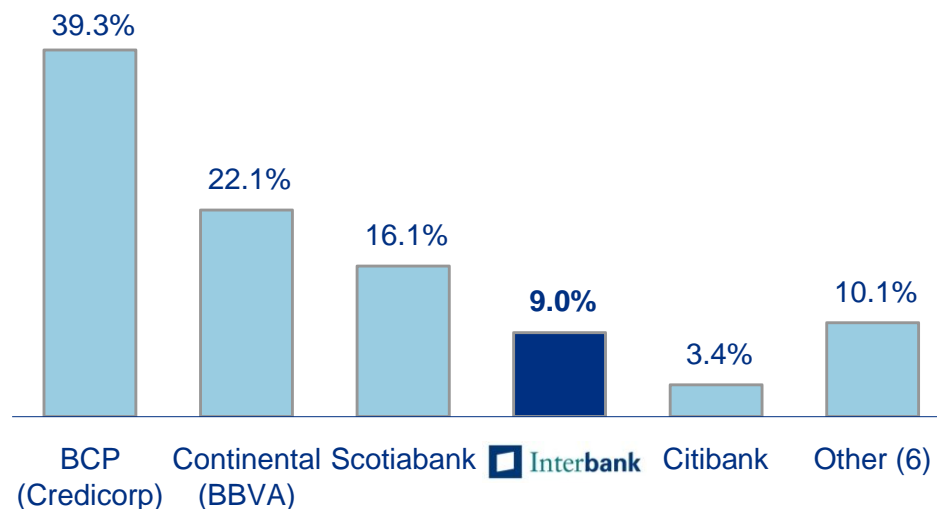


## Financial System Breakdown by Assets (US\$ billion)

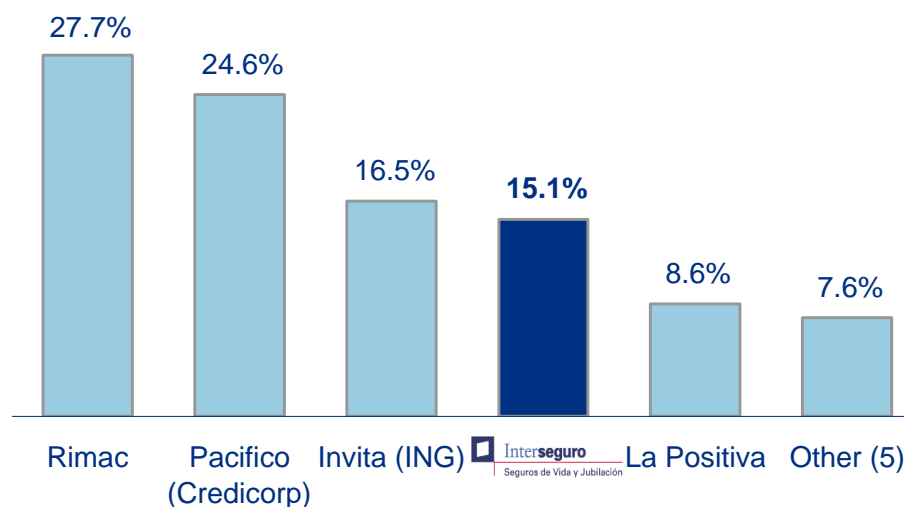
■ Banks 
 ■ Pension / Mutual Funds 
 ■ Other Lending Institutions 
 ■ Insurance



## Top Players in Banking (Asset Market Share)



## Top Players in Insurance (Asset Market Share)

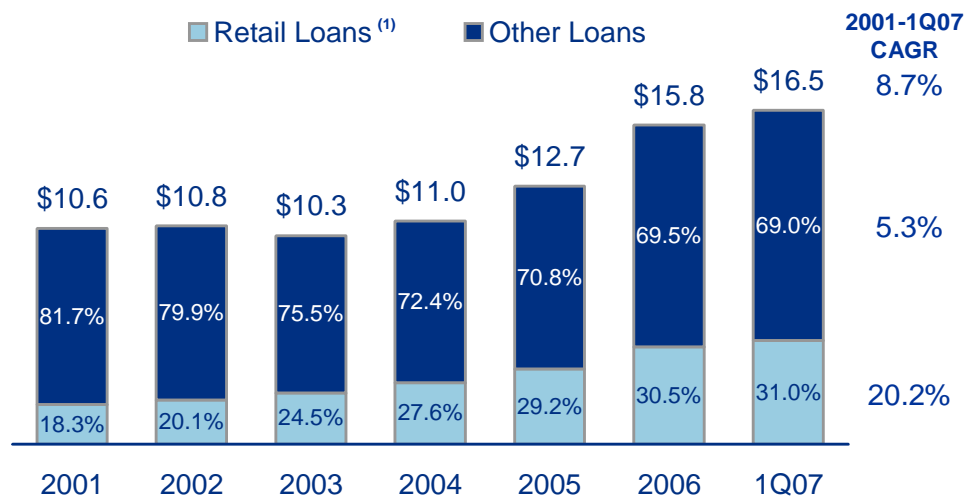


Source: SBS as of March 31, 2007.

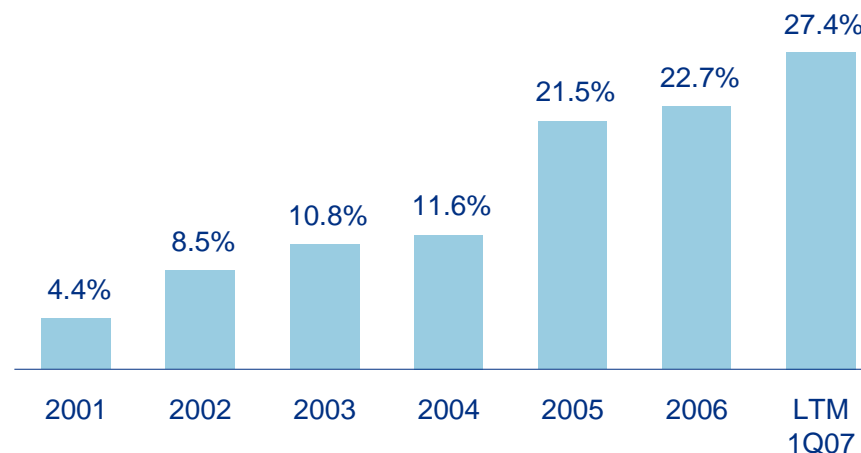
# Strong Fundamentals Driving Profitable Growth in Banking



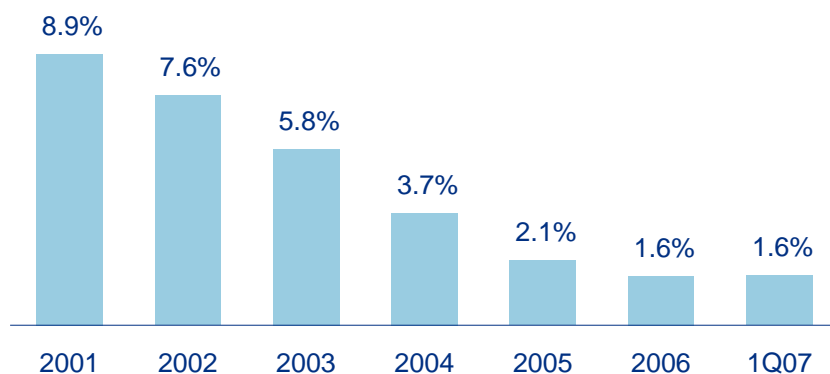
## Total Loans (US\$ billion)



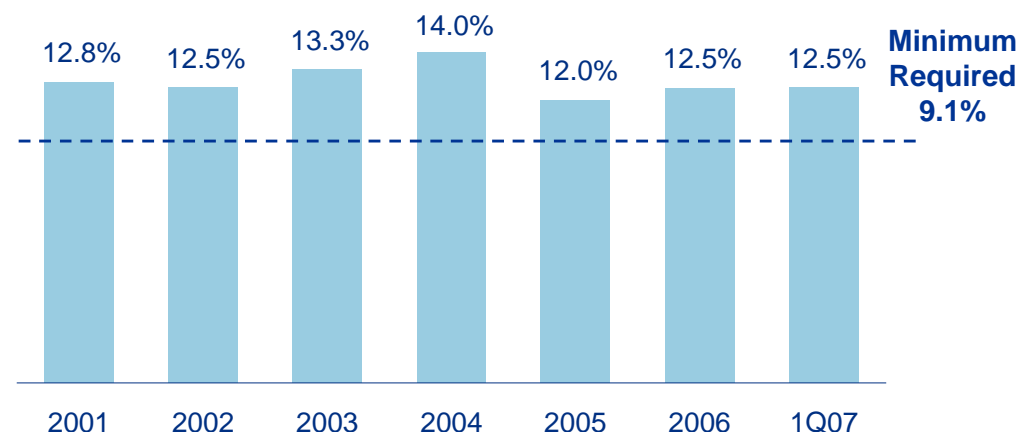
## ROAE (%) <sup>(2)</sup>



## PDLs / Total Loans (%)



## Capital / Risk-Weighted Assets (%)



Source: SBS as of March 31, 2007.

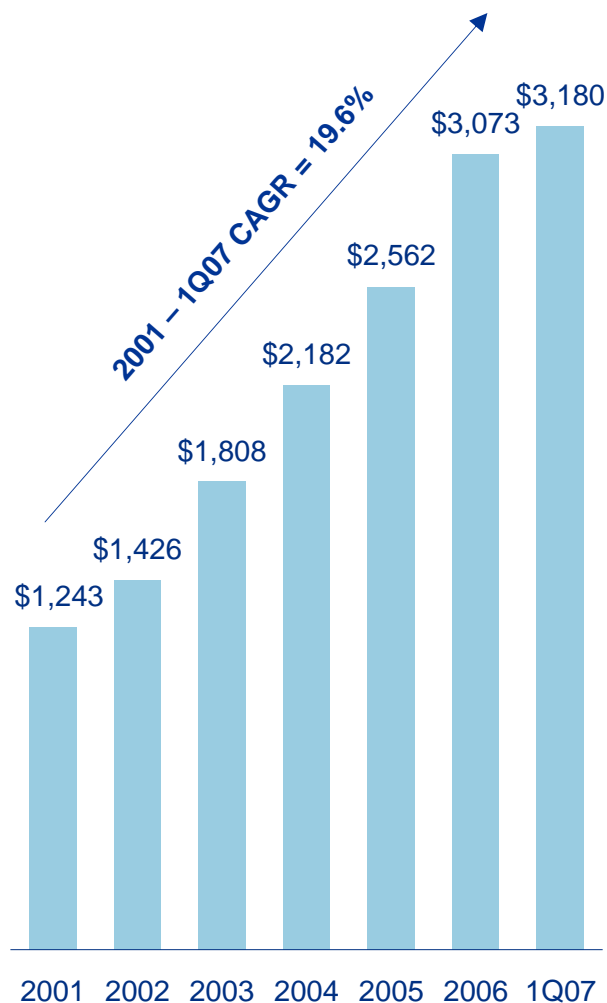
(1) Includes consumer and mortgage loans.

(2) Calculated in Soles.

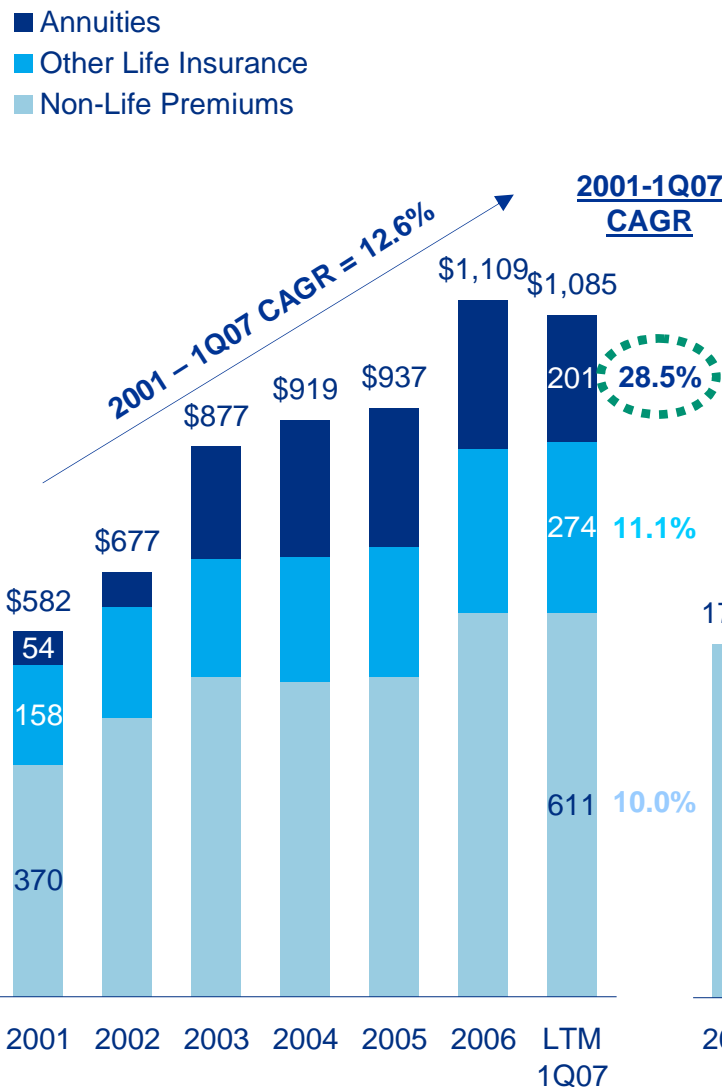
# Growing and Profitable Insurance Sector



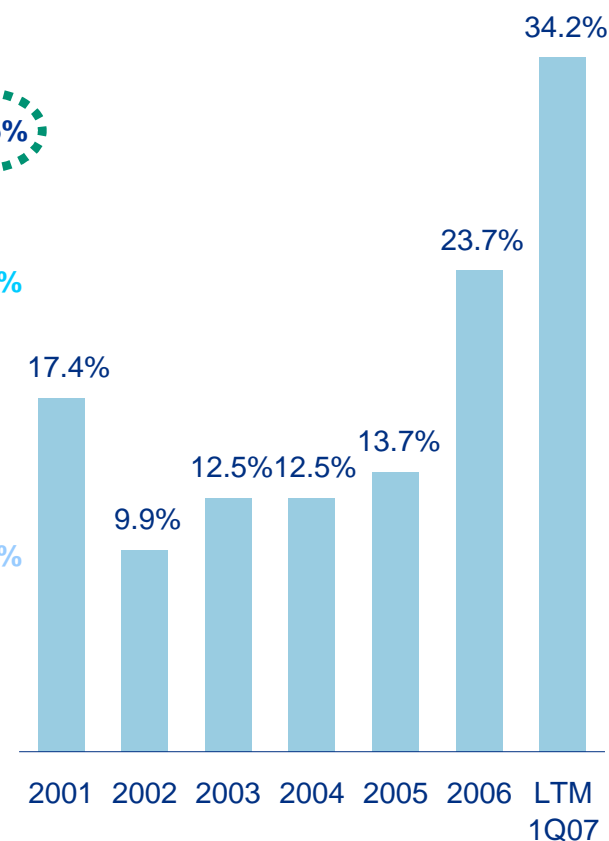
Total Assets (US\$ million)



Total Premiums (US\$ million)



ROAE (%) <sup>(1)</sup>



Source: SBS as of March 31, 2007.

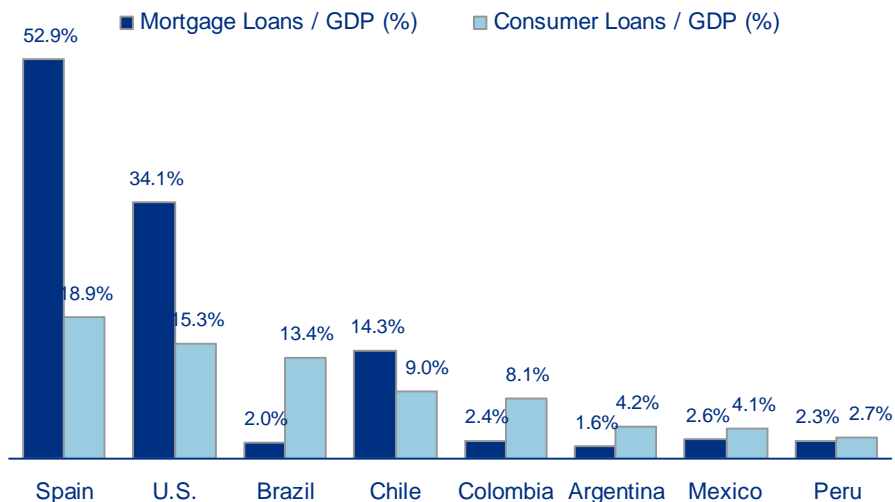
(1) Calculated in Soles.



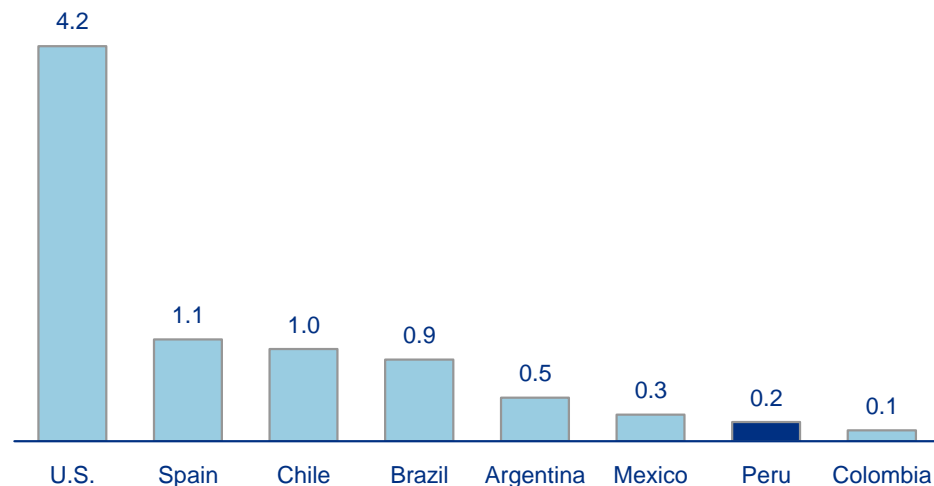
# Underpenetrated Banking and Insurance Sectors



## Retail Loans Penetration (1)



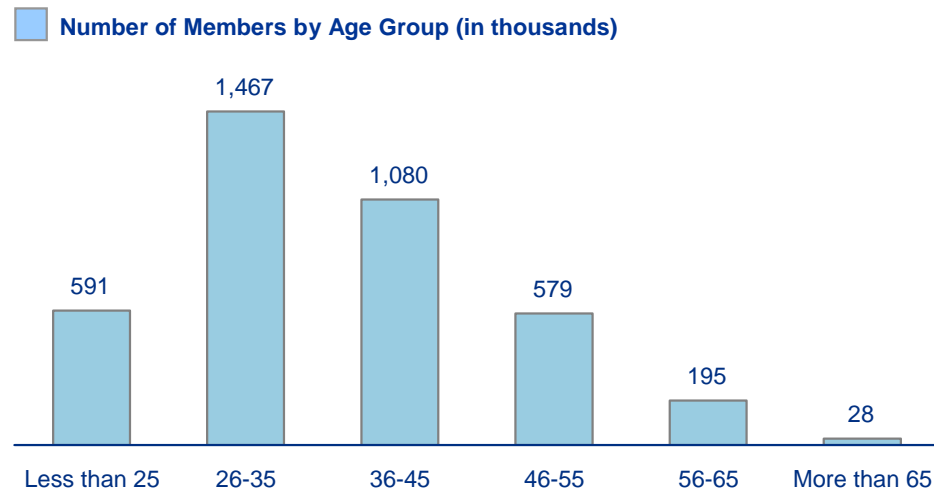
## Credit Cards / Inhabitant



## Total Insurance Premiums / GDP (%)



## Peruvian Private Pension System



Source: SBS, IMF, Felaban, Euromonitor and country banking regulators as of December 31, 2006.

(1) Includes only loans from banking institutions.



### 3. Proven Track Record and Focused Strategy





# Clear and Consistent Strategy



## Elements of Our Strategy



Convenience



Customer Service



Innovation



## Key Objectives

- ▶ Expand distribution network: 70 new financial stores and 1,000 new ATMs by 2009
- ▶ Continue developing electronic banking and alternative distribution channels
- ▶ Maintain leadership in annuities
- ▶ Maintain top ranking in customer service
- ▶ Increase cross-selling beyond 1.2 products per customer
- ▶ Continue improving operating efficiencies
- ▶ Expand into new financial services

**Maintain high profitability with ROE > 25%**



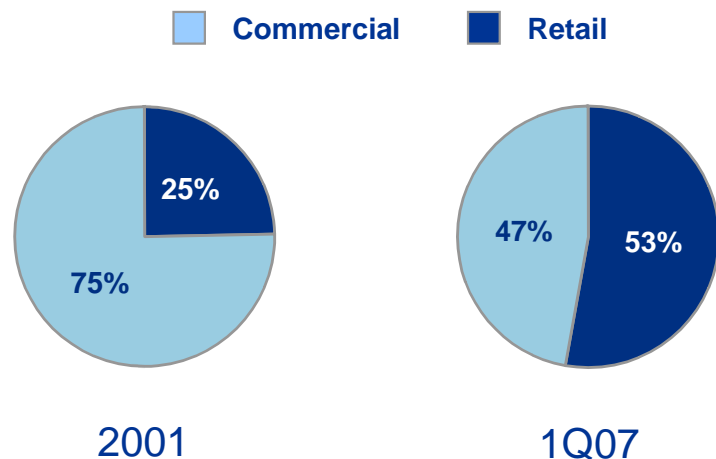


## 4. Leading Franchise in Retail Banking



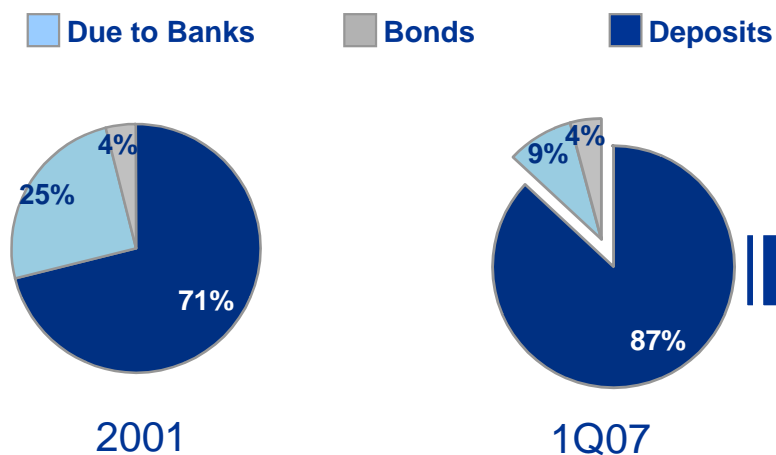
# Evolving Focus From Commercial to Retail

## Loan Portfolio Mix Evolution

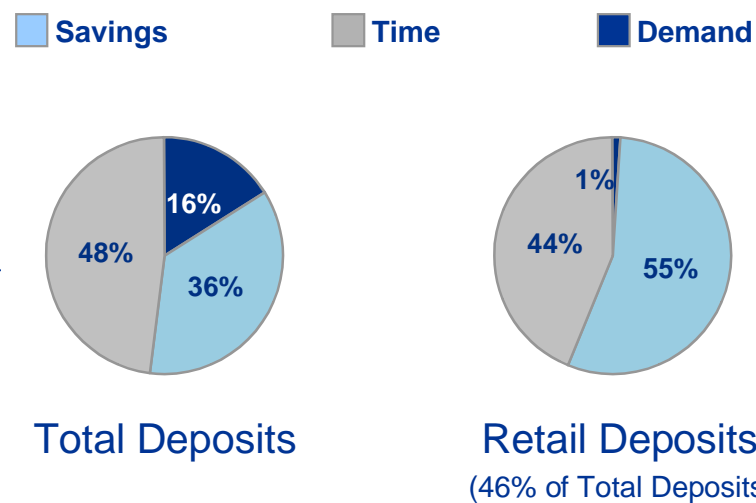


- ▶ Superior portfolio mix vs. industry
- ▶ Retail lending contributed 74% of financial income in 1Q07 <sup>(1)</sup> vs. 45% in 2001

## Increasing Funding from Deposits



## 1Q07 Deposit Breakdown



Source: SBS, Asbanc, and Intergroup.

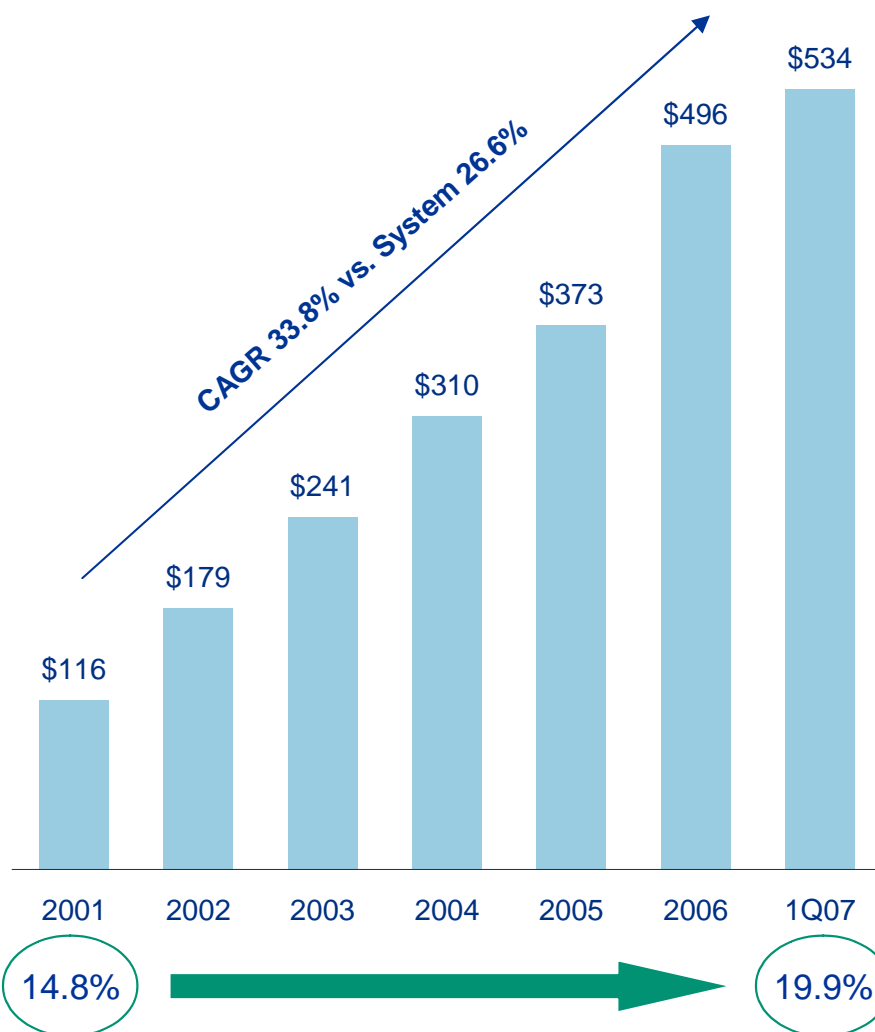
(1) Includes financial income and commissions of performing loans only.



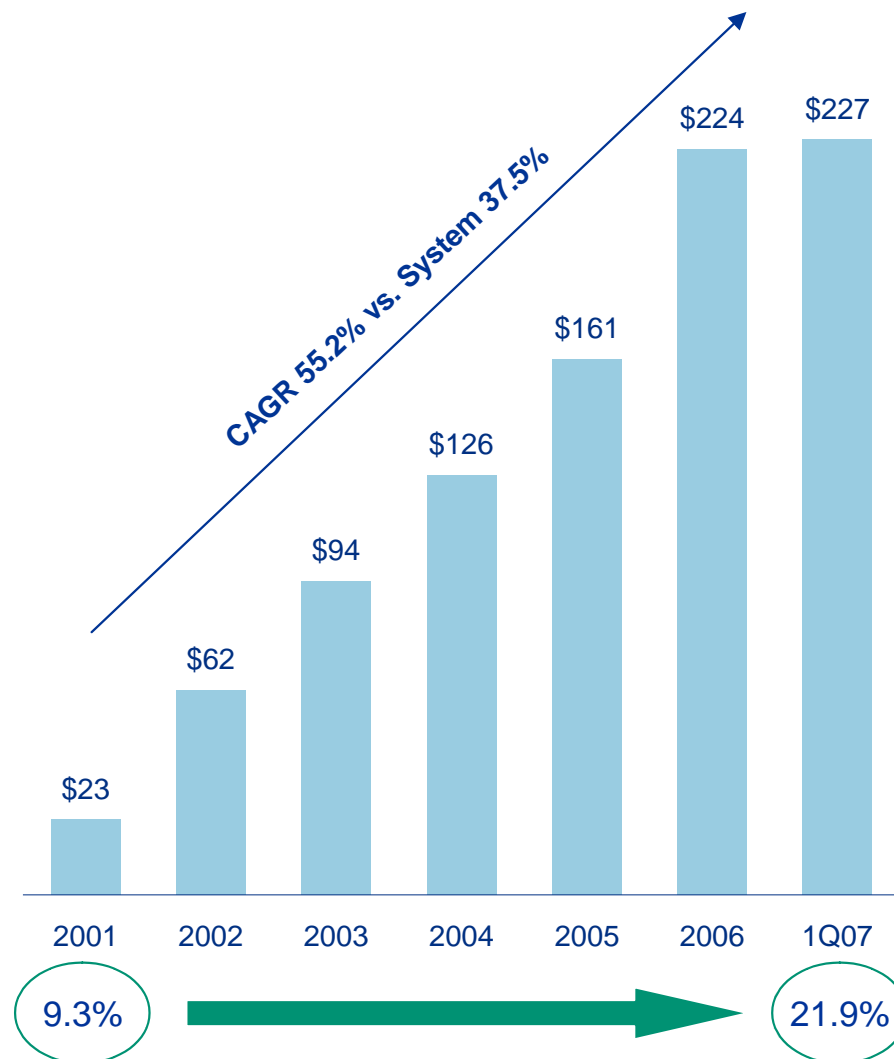
# Leading Player in Retail Banking



Consumer Loans (US\$ million)



Retail Credit Cards <sup>(1)</sup> (US\$ million)



Source: SBS as of March 31, 2007.

Note: Market shares are calculated using only performing loans. Market Shares for retail credit cards for 2001 is for total credit cards, due to lack of system information for retail cards prior to 2004.

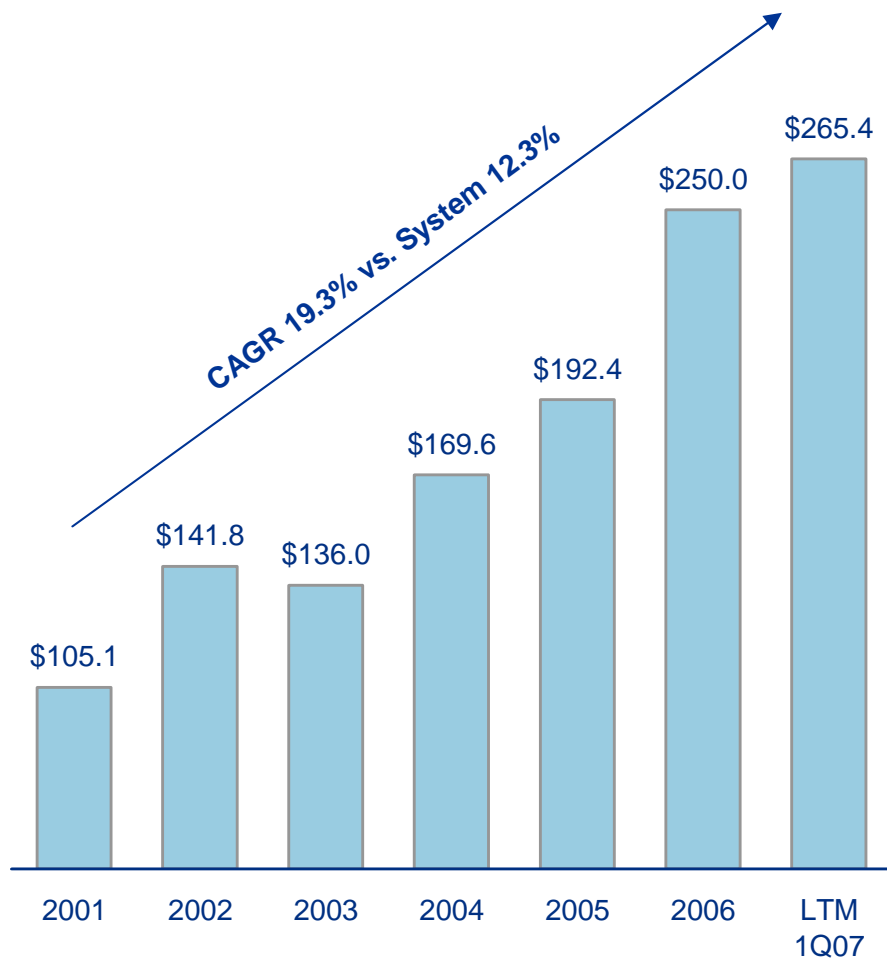
(1) Retail credit cards include credit cards from banks only.



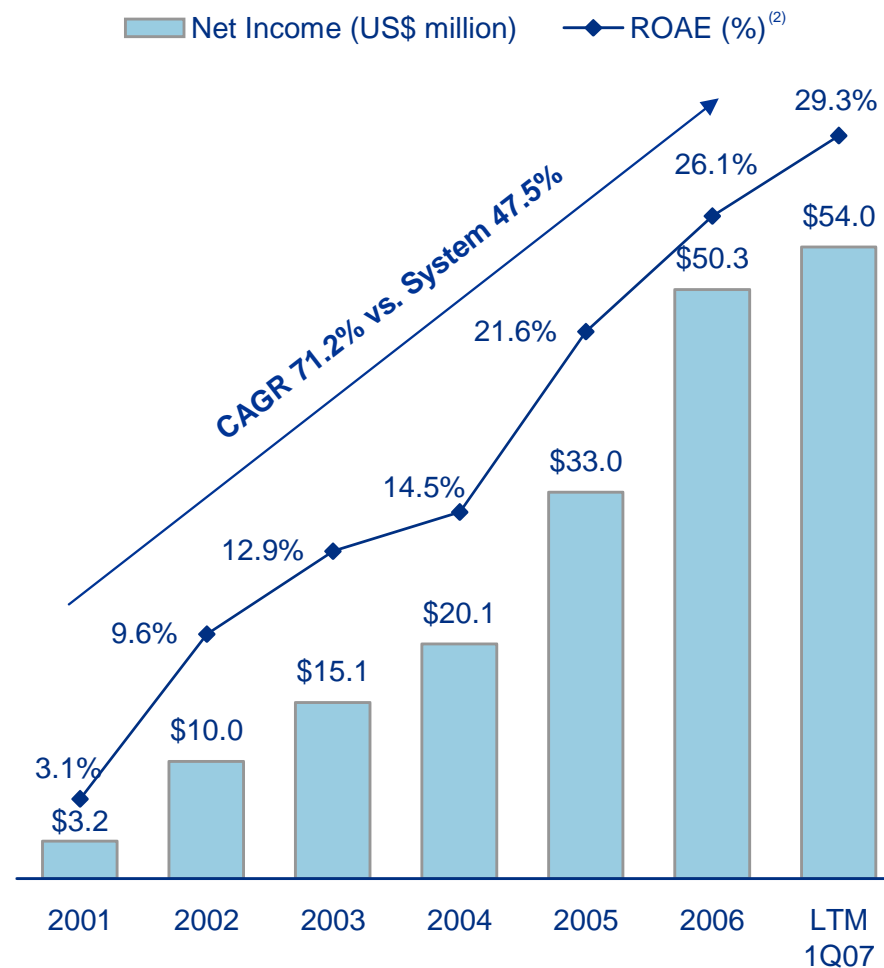
# Demonstrated Ability to Deliver Results



Total Revenue <sup>(1)</sup> (US\$ million)



Profitability



Source: SBS as of March 31, 2007.

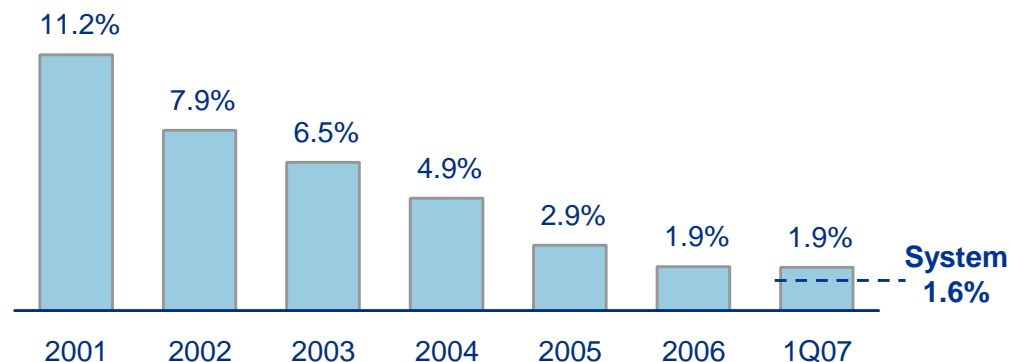
(1) Total Revenue is defined as Net Interest Margin (before provisions) plus Net Non-Interest Income.

(2) Calculated in Soles.

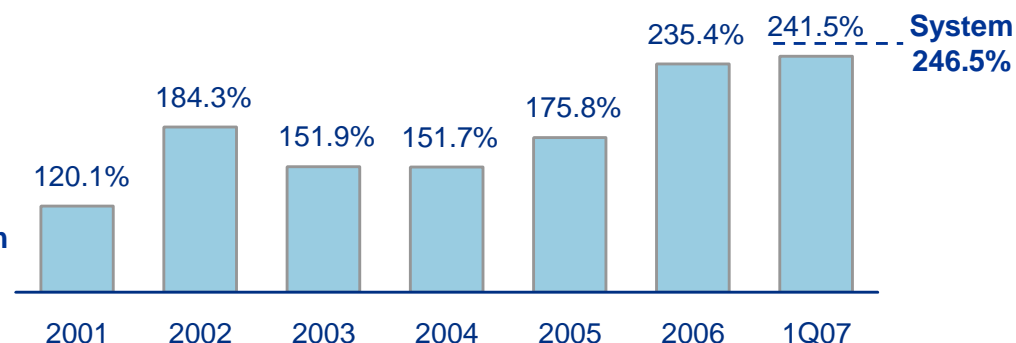
# Strong Asset Quality, Improving Efficiency and Solid Capital Base



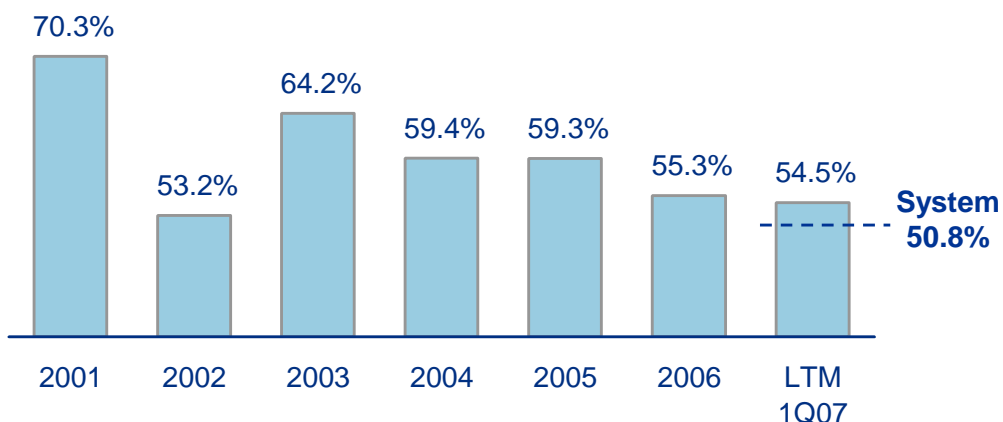
**PDLs / Total Loans (%)**



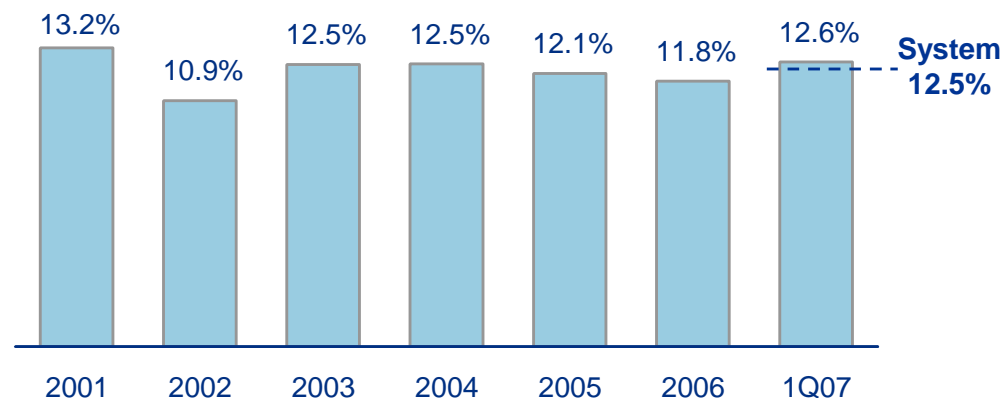
**Reserves / PDLs (%)**



**Cost / Income (%)**



**Capital / Risk-Weighted Assets (%)**



Source: SBS as of March 31, 2007.





## 4. Leading Franchise in Annuities

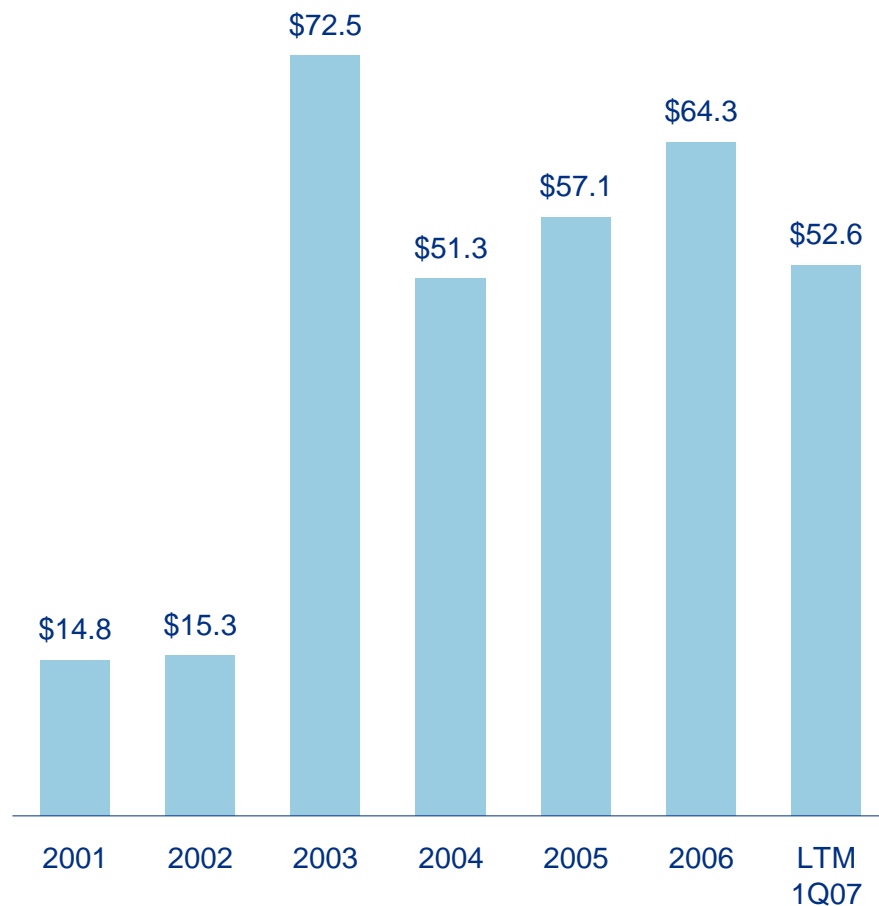


# Leading Franchise in Annuities and Life Insurance



## Annuities (US\$ million)

CAGR 27.2% vs. System 28.5%



Market Share

27.6%

26.2%

## Life Premiums (US\$ million)

CAGR 31.3% vs. System 16.6%



8.9%

16.5%

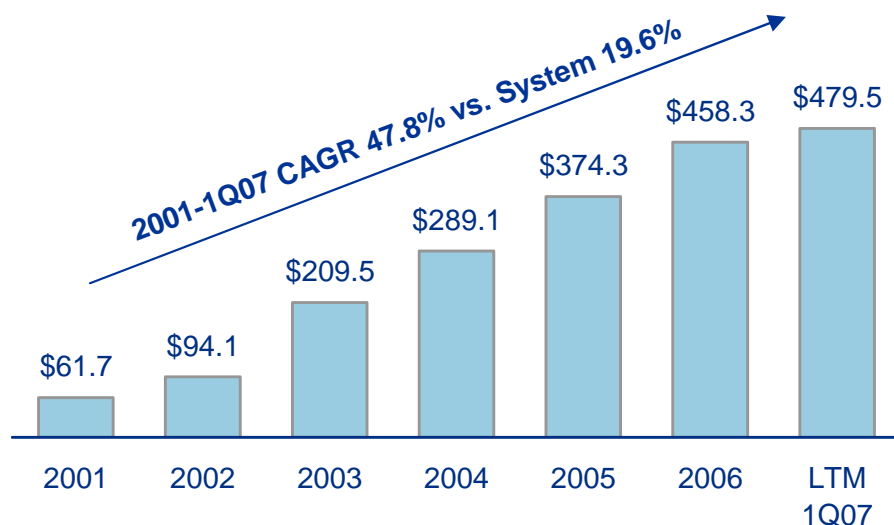
Source: SBS as of March 31, 2007.



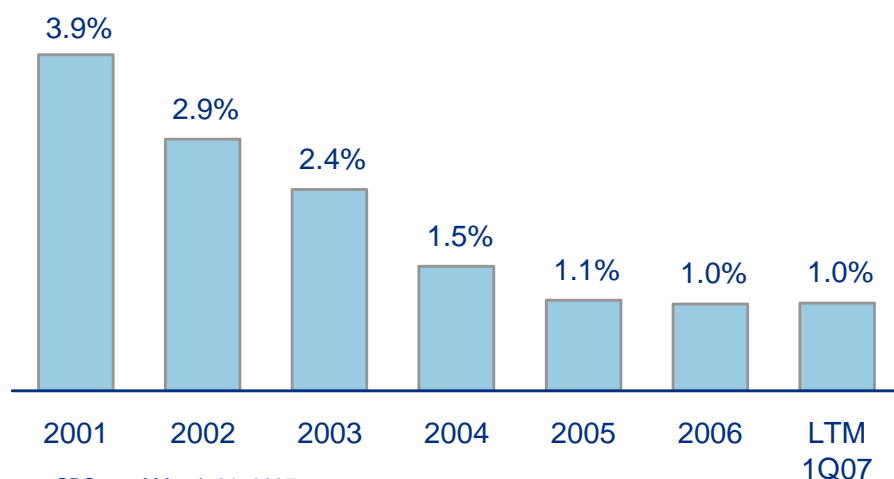
# Most Profitable Among Largest Peruvian Insurance Companies



## Total Assets (US\$ million)

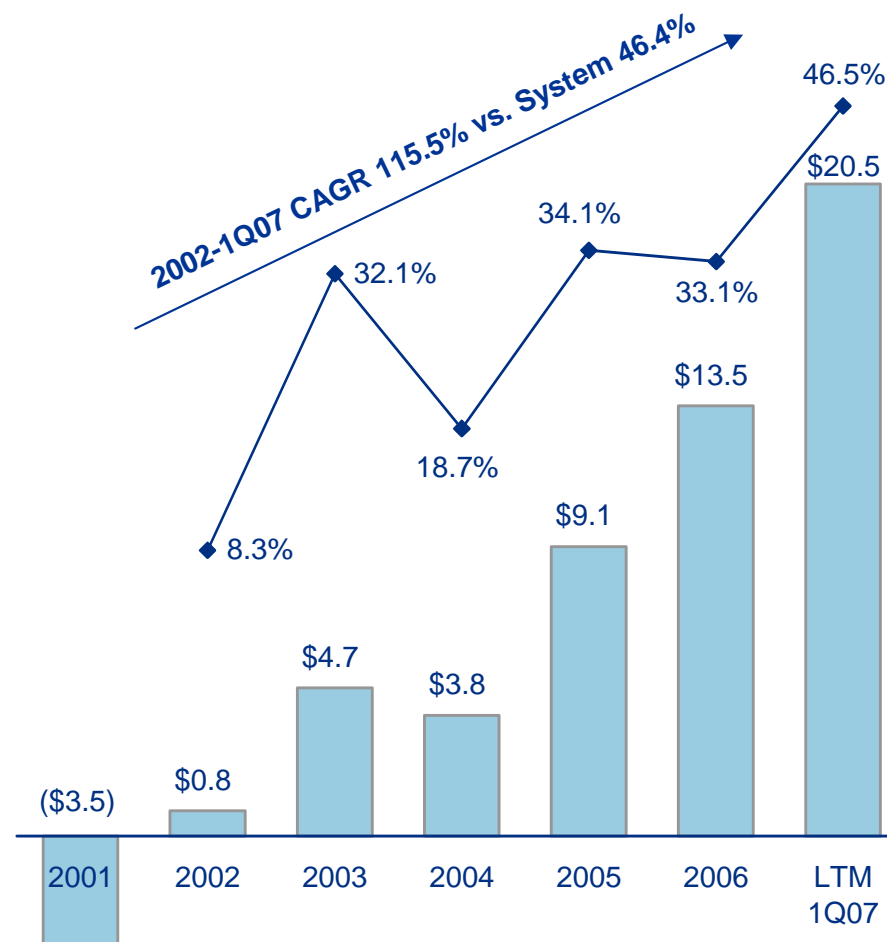


## Operating Costs / Average Assets <sup>(1)</sup> (%)



## Profitability

Net Income (US\$ million) — ROAE (%) <sup>(1)</sup>



Source: SBS as of March 31, 2007.

(1) Calculated in Soles.



## 5. Management Team With Deep Domestic and International Experience





# Experienced and Recognized Management Team



Name	Position	Experience	
		International	Years in Sector
Carlos Rodriguez-Pastor	Chairman	✓	25
Jorge Flores	CEO Intergroup and Interbank	✓	25
Juan Carlos Vallejo	CEO Interseguro	✓	19
José Antonio Rosas	CFO Intergroup	✓	2
Juan D'Auriol	VP Credit Cards	✓	10
Andres Muñoz	VP Commercial Banking	✓	21
Carlos Cano	VP Retail Banking	-	20
Leonel Henriquez	VP Risk Management	✓	22
Zelma Acosta-Rubio	General Counsel Interbank	✓	17
Miguel Uccelli	Mortgage Division Manager	✓	10
Gonzalo Basadre	Chief Investment Officer Interseguro	✓	12
Luis Felipe Castellanos	CEO Interfondos	✓	10
Susana Llosa	Human Resources Manager Interbank	-	11



# Strong Corporate Governance

## Board of Directors

- ▶ Intergroup: 5 members (2 independent)
- ▶ Interbank: 11 members (8 independent)
- ▶ Interseguro: 7 members (3 independent)

## Committees

- ▶ Intergroup
  - Audit Committee (3 board members)
- ▶ Interbank
  - Executive Committee (4 board members and CEO of Interbank)
  - Audit Committee (3 board members)
- ▶ Interseguro
  - Audit Committee (3 board members)
  - Investment Committee (3 board members, 2 executive officers, 2 external members)





# Key Takeaways



**Peru: Best performing economy in Latin America**



**Strong and growing financial system**



**Proven track record and focused strategy**



**Leading franchise in retail banking and annuities**



**Management team with deep domestic and international experience**



Interbank



**Intergroup**  
*financial services*