

## Management Presentation

August 2023



And Description



### 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.

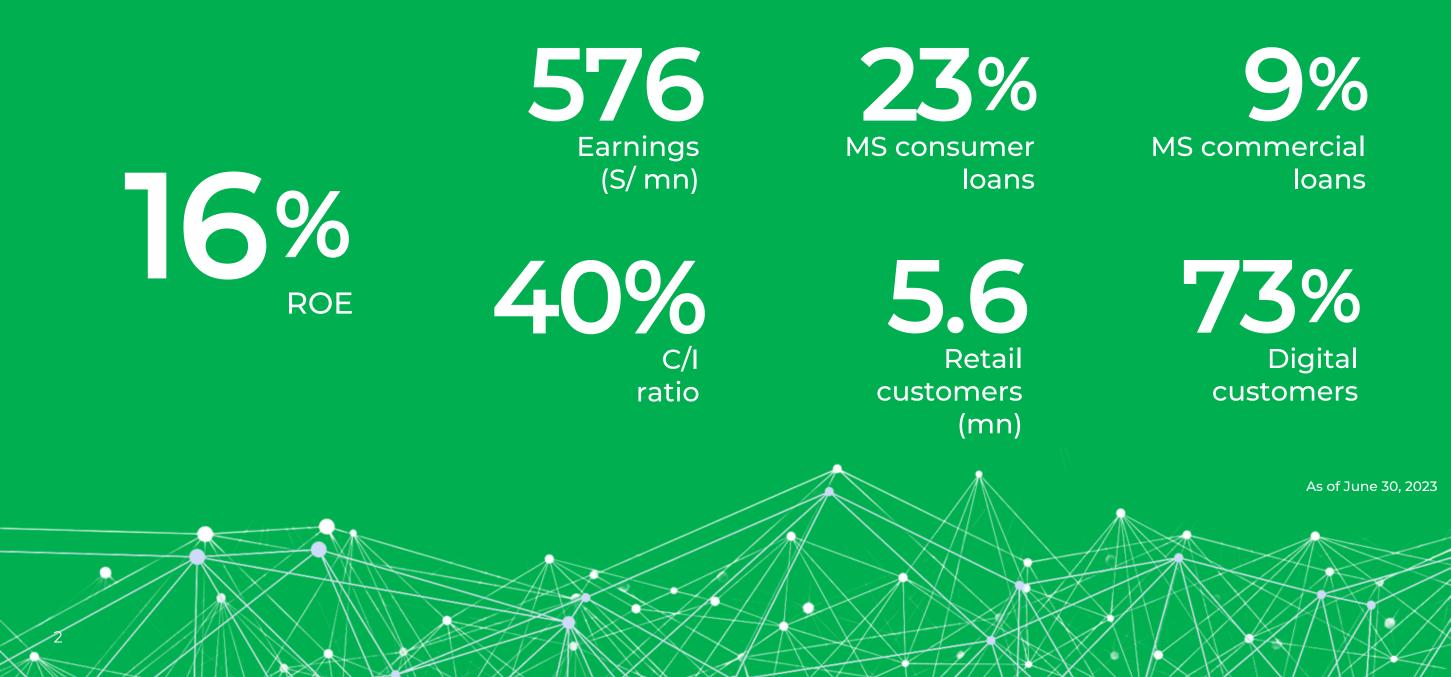
Interbank has based these forward-looking statements on its management's current views with respect to future events and financial performance. These views reflect the best judgment of Interbank's management but involve a number of risks and uncertainties which could cause actual results to differ materially 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 consumers 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; (c) increased costs of funding or 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 defaults of borrowers; (q) increased costs of funding or Interbank's inability to obtain additional debt or equity financing on attractive terms or at all; (r)

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 in numbers (1H23)

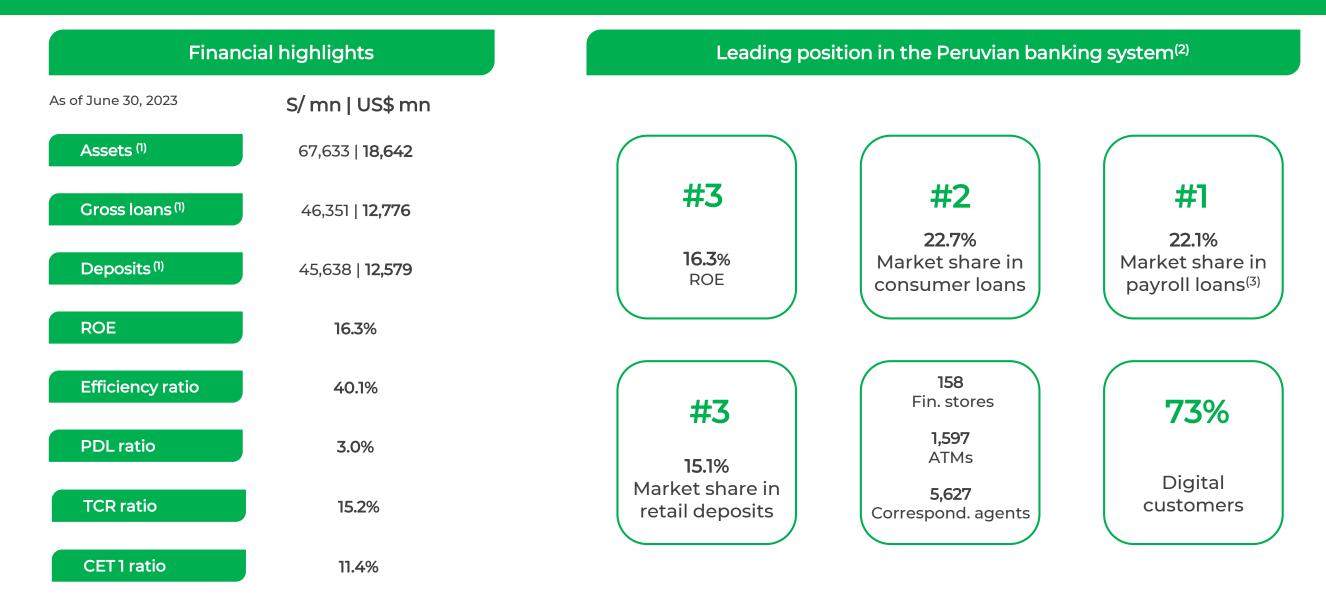


## Interbank

## Interbank at a glance



## Leading bank in Peru with strong financial performance



Source: Superintendencia de Banca, Seguros y AFP (SBS) and Interbank as of June 30, 2023

1) Figure converted to US dollars using an end of period exchange rate (Sol / US dollar) of 3.628

2) Ranking among four largest Peruvian banks

4

3) Payroll deductible loans to public sector employees

## **Solid capital ratios**

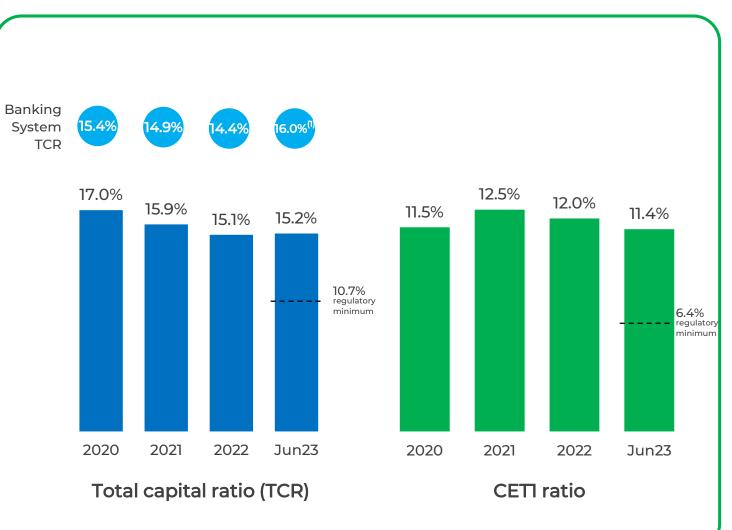
#### Key initiatives

#### Solvency

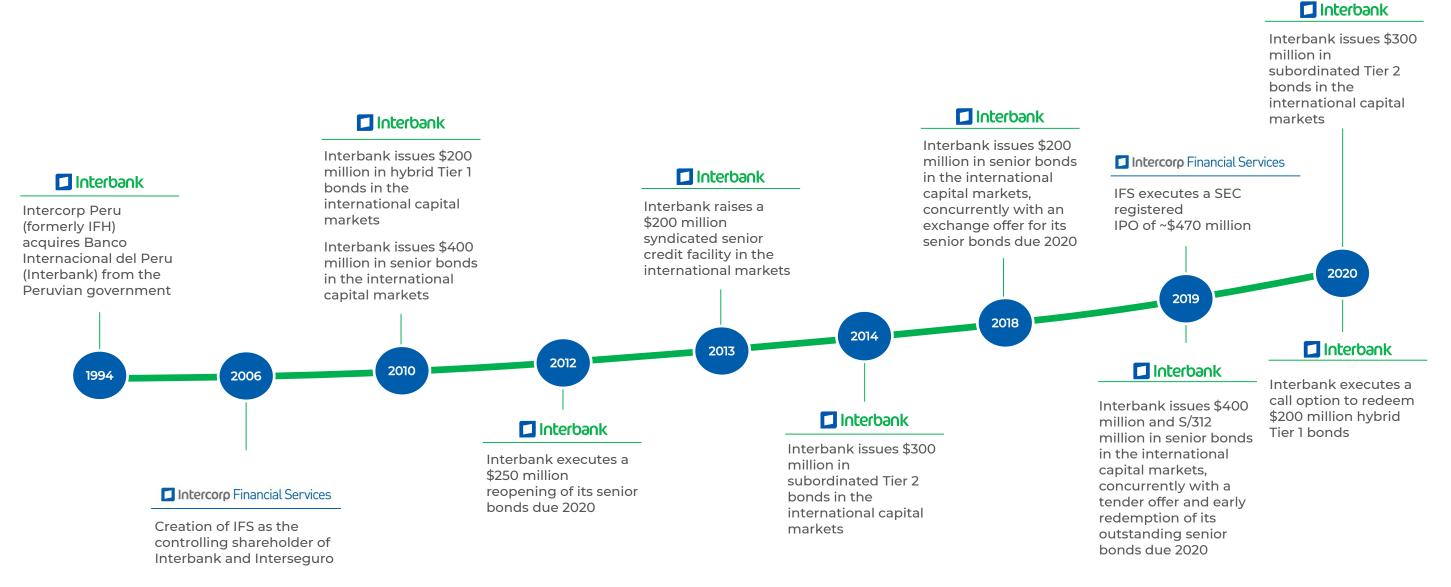
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- Fully capitalized 2019 earnings to strengthen CETI and TCR
- Called US\$ 200 million hybrid Tier 1 bond in April 2020 to reduce interest expense on bonds that no longer provided equity credit
- Issued US\$ 300 million subordinated Tier 2 bond in July 2020 to strengthen TCR
- Called local subordinated bonds for almost S/ 400 million between September 2021 and January 2023
- 15.2% TCR as of Jun23, above regulatory riskadjusted minimum capital ratio requirement of 10.7%
- Adequation to full Basel 3 standards starting January 2023: TCR 16.0% and CETI: 11.8%

#### Capital ratio evolution



# Milestones in Interbank's capital markets history



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



## Interbank

## Key messages

terbank

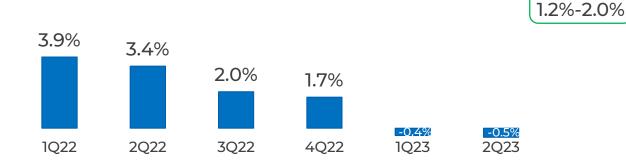
#### Key messages



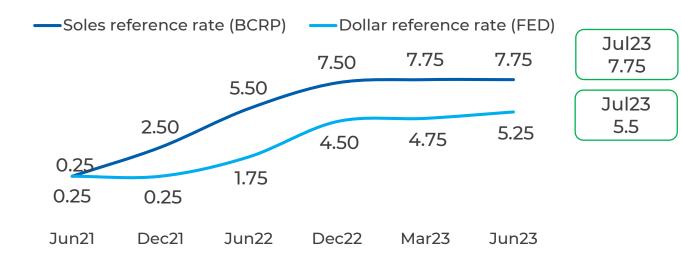
## Macro outlook slightly improving, but still challenging

2023E

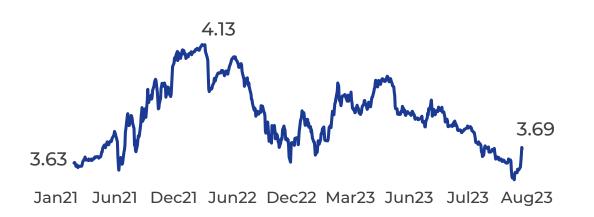
Quarterly GDP growth YoY (%)



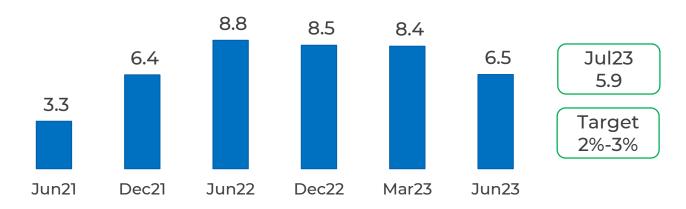




USD/PEN



Inflation YoY (%)

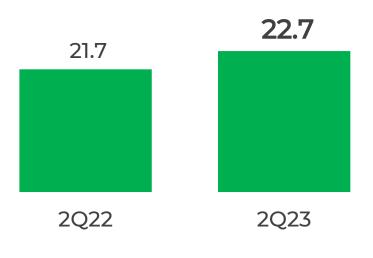


#### Key messages

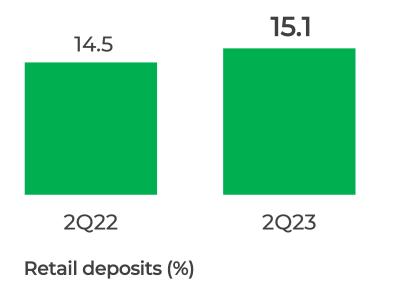


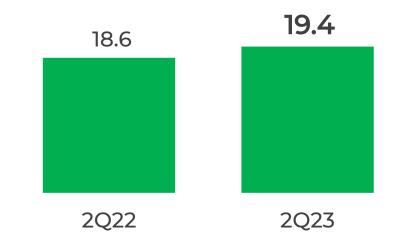
### Increasing market shares



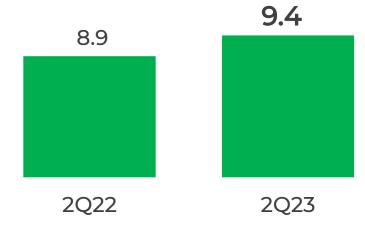


Consumer banking loans (%)





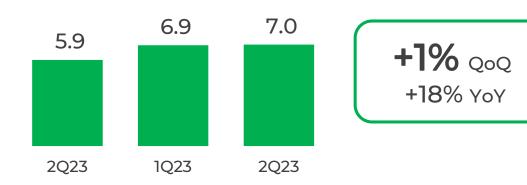
Retail banking loans (%)



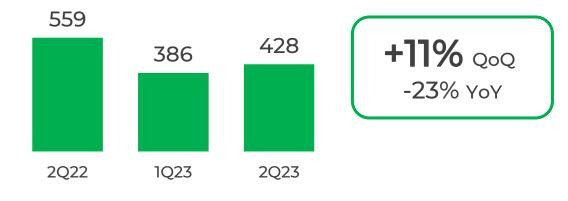
Commercial banking loans (%)

## Moderation in activity with more focus on lower risk segments





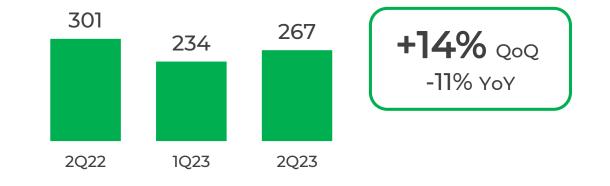
Credit & debit cards purchases (S/bn)



Mortgage disbursements (S/mn)



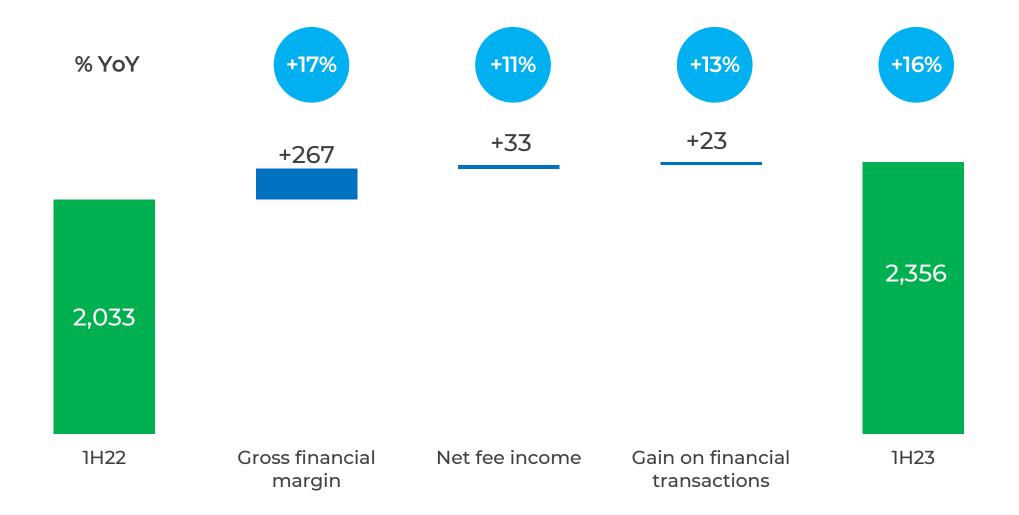




SME loans disbursements (S/mn)

# Double digit growth across all revenue lines

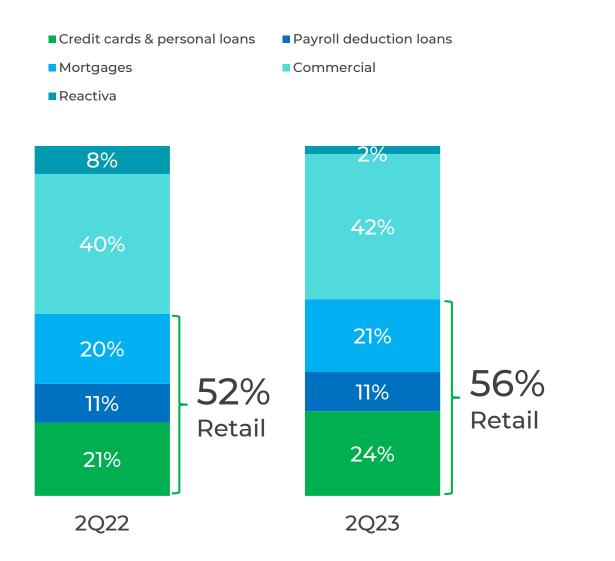




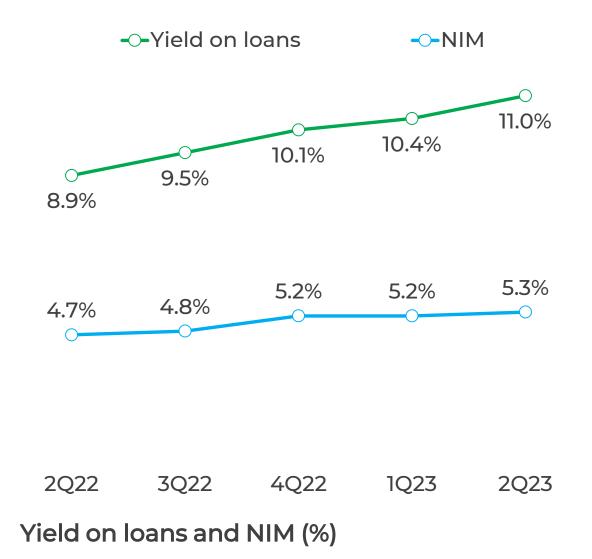
Banking – Revenue bridge from 1H22 to 1H23 (S/mn)

# Shift in loan mix and repricing expand yields further



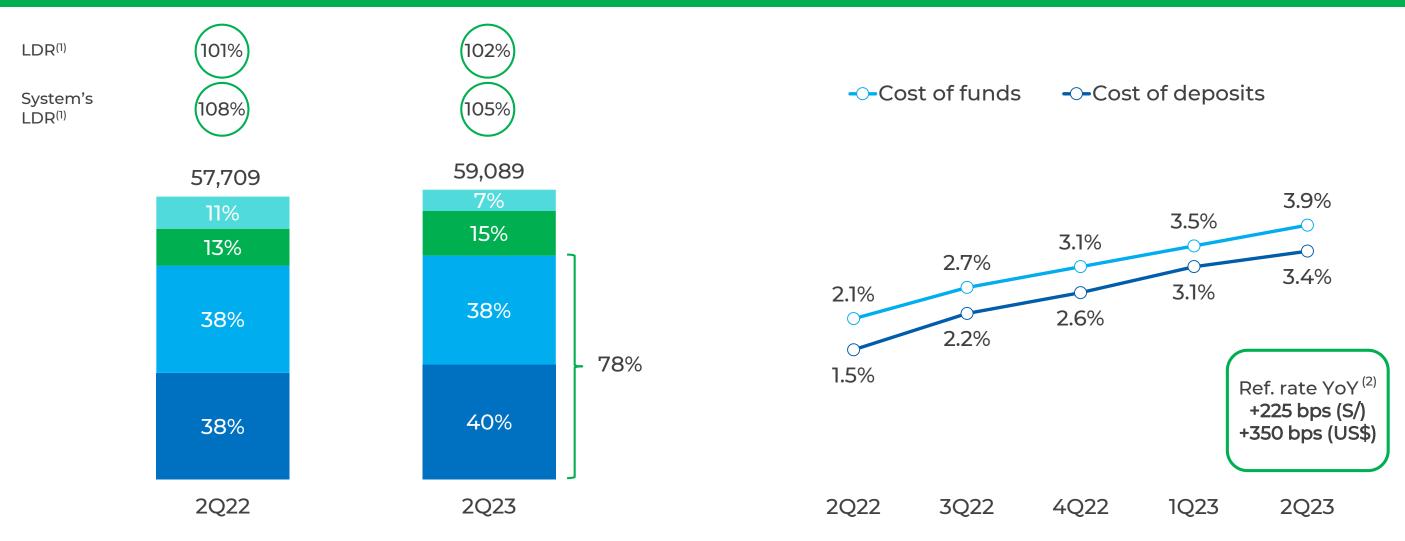


Banking – Performing loans breakdown



## **Rising funding costs**





■ Retail deposits ■ Commercial deposits ■ Due to banks ■ Bonds

#### Funding breakdown (S/mn)

16

Source: SBS
Following June 2023, reference rate in US\$ grew an additional 25 bps to 5.50%

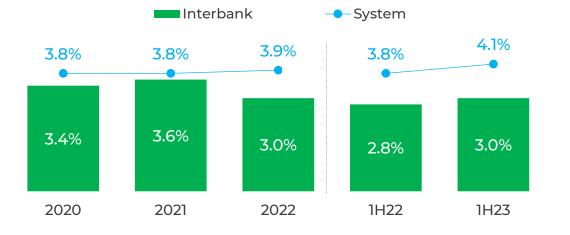
Cost of funds and deposits (%)

#### Key messages

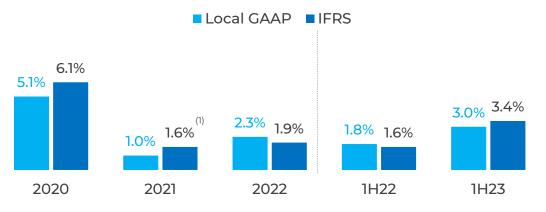


## Solid risk management capabilities

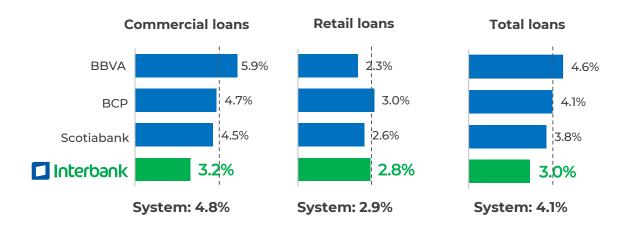
#### Better asset quality than the system despite focus on retail – PDL ratio evolution (%)



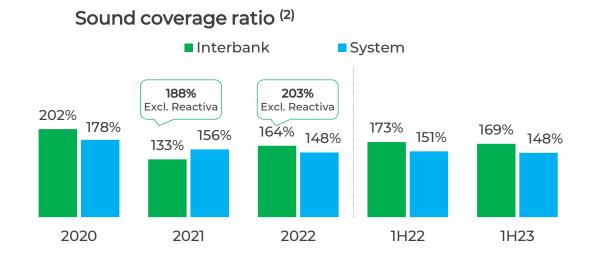
#### Rising cost of risk (Provision expense as % of average total loans)



#### Best total PDL ratio among peers (%)



3



#### 18 Source: SBS and Company information as of June 2023

1) 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 2) Defined as allowance for loan losses as a percentage of past-due loans

### Manageable dollarization levels





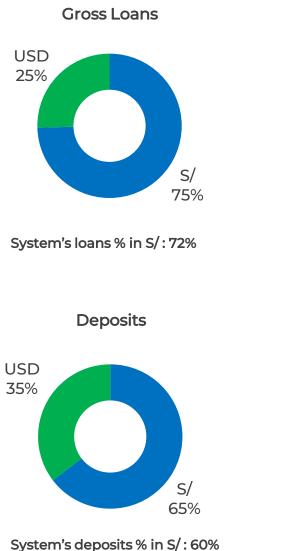


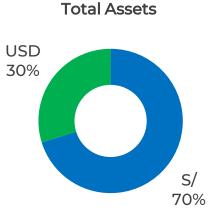
#### Deposits by segment & percentage in S/

19

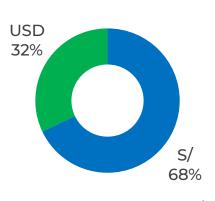


**Currency mix Jun23** 





System's total assets % in S/: 66%



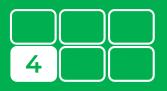
Liabilities + Equity

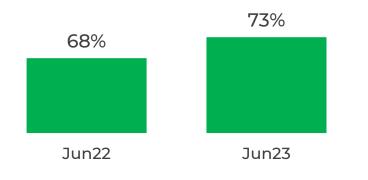
System's liab. + equity % in S/: 66%

#### Key messages



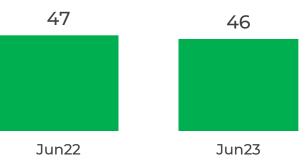
## Positive trends in digital indicators



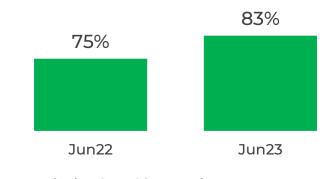


**Digital customers** (% of digital customers – Retail banking)

(% of products sold digitally)

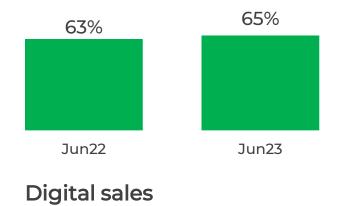


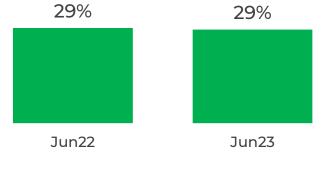
NPS – digital customers (Points – Retail Banking)



Digital self-service

(% of digital self-service)





Digital sales – credit cards (% of products sold digitally)



**Digital sales – business accounts** (% of business accounts open digitally)

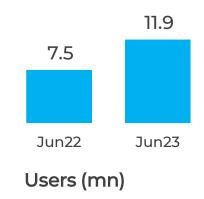


# Over 11.9 million users in Plin and 600 thousand merchants in IzipayYa





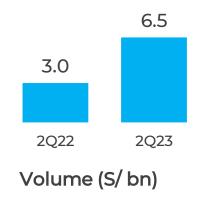
+579	<b>%</b> үоү
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## **Retail customers reached 5.6 million**





Banking – retail customers (mn)



+25% YoY 162 138 138 2022 1023 2023

Banking – digital customers (mn)

Banking - commercial customers (th)

#### Key messages



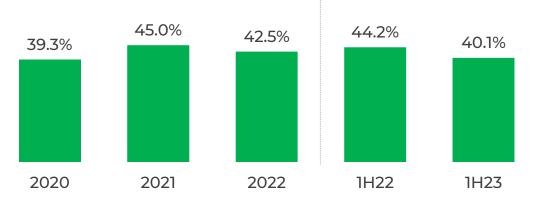
## **Continuous focus on efficiency**



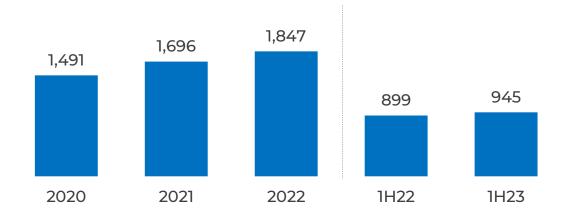
#### Optimizing our distribution channels (Units)



#### Focus on efficiency ratio



Variable expenses drive costs higher – Total expenses<sup>(2)</sup> (S/mn)



#### We are increasing IT CAPEX to ensure future growth

- Improve customer experience (UX)
- Further improve analytical capabilities
- Innovation in digital products and services
- Strengthen cybersecurity standards

25 Source: Company information as of June 2023

1) Correspondent agents includes external network

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

#### Key messages



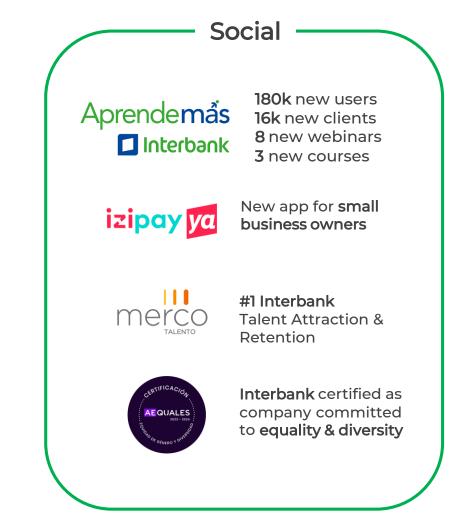
#### 27

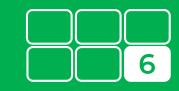
ESG update

#### Interbank SOSTENIBLE

Co-host at climate risk management conference







## Our way of working will enable us to achieve our goals







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Great Place to Work

Top 20 in Peru for the past 21 years

**#3 in Latin America** in 2022

**#4 in Peru** in 2023

**#5 for women in Peru** in 2023

**#2 for millennials in Peru** in 2022

**#1 for work from home in Peru** in 2022

**#6 for diversity and inclusion in Peru** in 2022







Integrity

Courage



Innovation

Collaboration





Sense of humor

Passion for service



### Strong corporate governance



#### **Board of directors**



**Carlos Rodríguez-Pastor** Chairman



Ramón Barúa Director



Marcia Nogueira De Mello Independent Director



Alfonso Bustamante Independent Director



David Fischman Independent Director



**Fernando Zavala** Director



Felipe Morris Director

Cayetana Aljovín Independent Director



Hugo Santa María Independent Director



Carlos Heeren Independent Director

BOD with majority of independent members





Strong corporate governance

Relevant committees:

- Audit
- Executive
- Integral Risk Committee
- Corporate governance
- Credit directive

Highly supervised related party exposure, well below regulatory limits

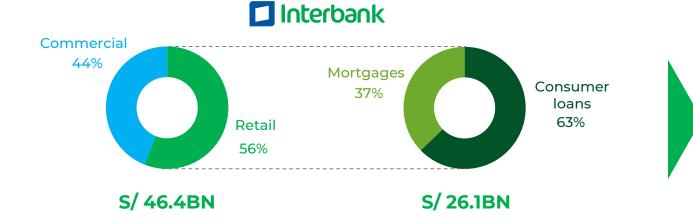
## Interbank

## Appendix

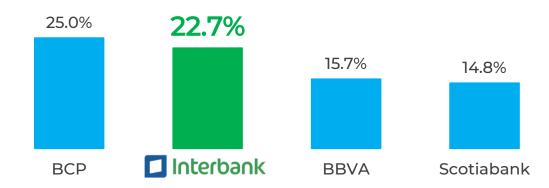
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## Strategic focus on consumer loans

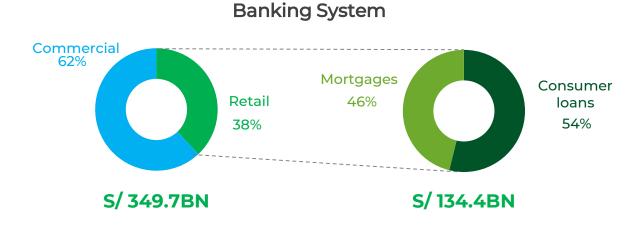
Distinctive loan breakdown...



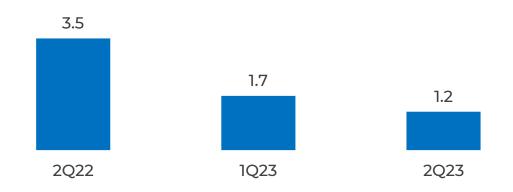
Leading position in consumer loans – Market share (%) <sup>(1)</sup>



...when compared to the banking system

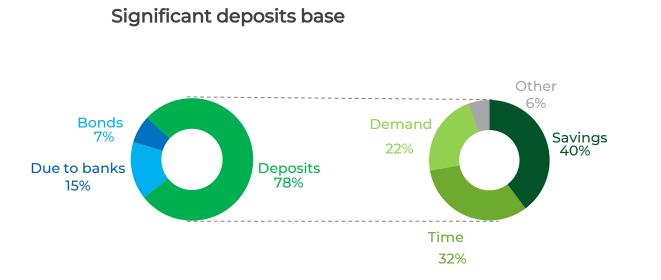


Important reduction in Reactiva Peru loan balances (S/bn)

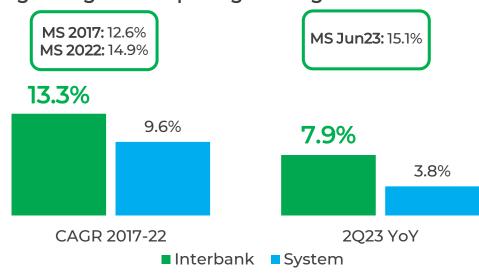


Source: SBS as of June 2023
Note: Under Peruvian SBS GAAP
Consumer loans do not include mortgage loans

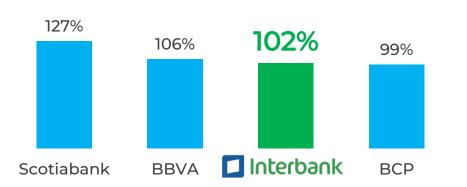
# Diversified funding base with strength in retail deposits



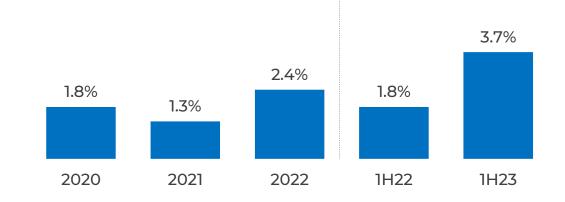
A growing retail deposit-gathering franchise



Solid loan to deposit ratio (%)



Increasing cost of funds



32

Source: SBS and Company information as of June 2023 Note: Under Peruvian SBS GAAP

## Expanding market share in loans & deposits

#### Breakdown of loans (S/mn)

				%chg	%chg	
	2Q22	1Q23	2Q23	QoQ	ΥοΥ	
Consumer loans						
Credit cards & other loans	8,793.0	10,364.5	10,839.0	4.6%	23.3%	
Payroll deduction loans <sup>(1)</sup>	4,552.2	4,836.2	5,011.3	3.6%	10.1%	
Total consumer loans	13,345.2	15,200.7	15,850.3	4.3%	18.8%	
Mortgages	8,689.1	9,143.5	9,281.4	1.5%	6.8%	
Total retail loans	22,034.3	24,344.2	25,131.7	3.2%	14.1%	Excl.
Total commercial loans	20,369.4	19,574.5	19,504.8	-0.4%	-4.2%	Reactiva:
Total loans	42,403.7	43,918.7	44,636.5	1.6%	5.3%	+11.6% YoY

#### Funding structure (S/mn)

				%chg	%chg
	2Q22	1Q23	2Q23	QoQ	YoY
Deposits	43,600.4	46,268.4	45,637.5	-1.4%	4.7%
Retail	21,686.3	23,548.3	23,406.1	-0.6%	7.9%
Commercial <sup>(2)</sup>	21,914.1	22,720.0	22,231.4	-2.2%	1.4%
Due to banks	7,538.4	7,848.6	9,100.5	16.0%	20.7%
Bonds	6,570.0	4,476.4	4,351.0	-2.8%	-33.8%
Total	57,708.7	58,593.3	59,089.0	0.8%	2.4%
Average cost of funding	2.1%	3.5%	3.9%	40 bps	180 bps

#### Market share in loans<sup>(3)</sup>

				bps	bps
	2Q22	1Q23	2Q23	QoQ	YoY
Total consumer loans	21.7%	22.3%	22.7%	40	100
Mortgages	15.3%	15.5%	15.5%	0	20
Total retail loans	18.6%	19.2%	19.4%	20	80
Total commercial loans	8.9%	9.2%	9.4%	20	50
Total loans	12.2%	12.9%	13.3%	40	110

#### Market share in deposits <sup>(3)</sup>

				bps	bps
	2Q22	1Q23	2Q23	QoQ	YoY
Retail deposits	14.5%	14.9%	15.1%	20	60
Commercial deposits <sup>(2)</sup>	12.1%	12.6%	12.7%	10	60
Total deposits	13.2%	13.7%	13.8%	10	60

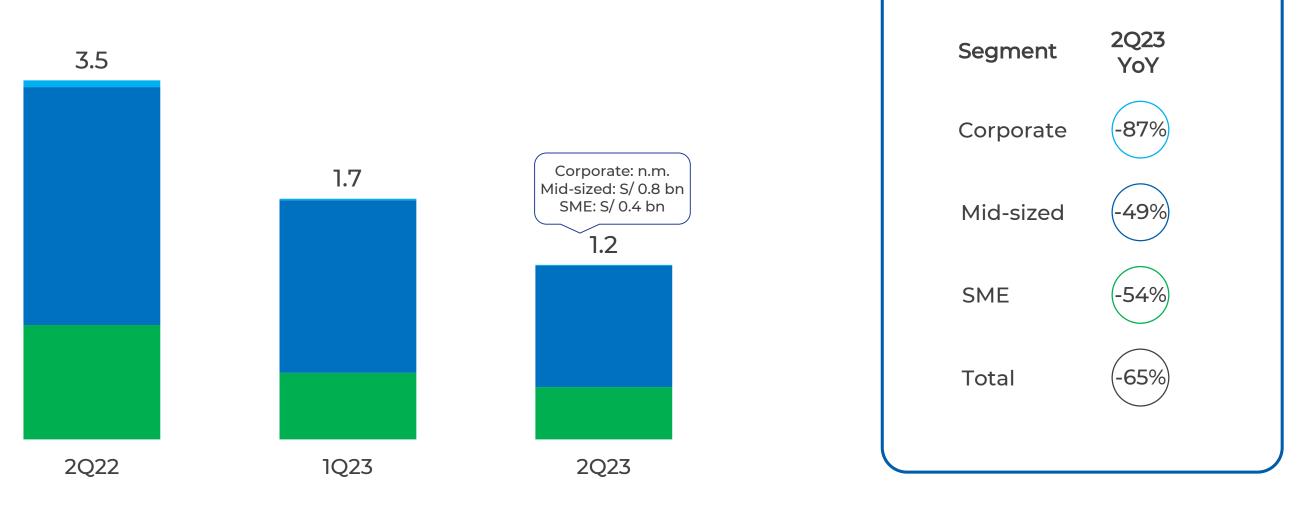
33 Payroll deductible loans to public sector employees

2) Includes institutional and others

3) Based on SBS figures

### Reactiva loan balances down 65% YoY, representing 2% of total portfolio

Reactiva Peru Ioan balances by segment (S/bn)



■ SME ■ Mid-sized ■ Corporate

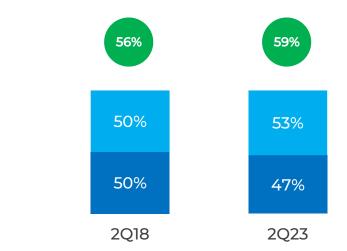
## Manageable dollarization levels





PEN

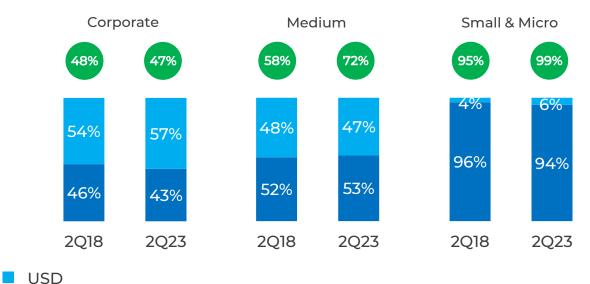
#### **Commercial loans**





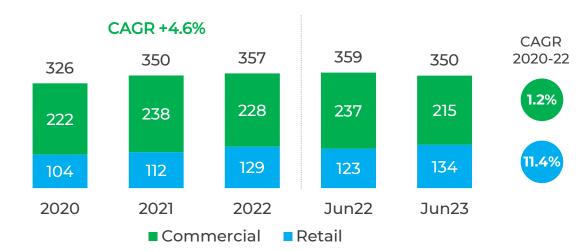
#### Retail loans breakdown

#### Commercial loans breakdown

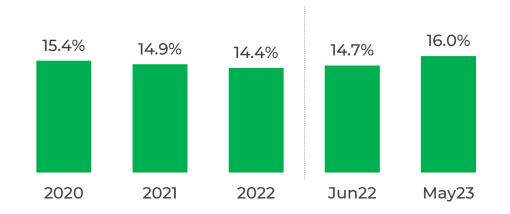


## **Overview of Peruvian banking system**

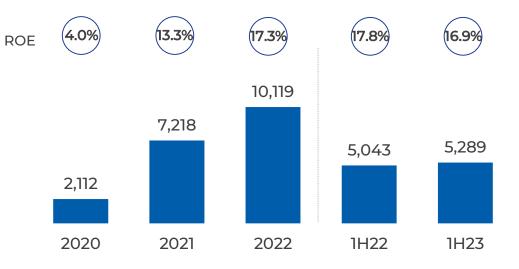
Steady loan growth - Banking system gross loans (S/bn)



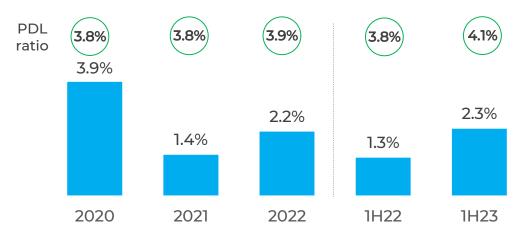
#### Solid total capital – Banking system TCR (%)



Profitability recovering – Banking system net profit (S/mn)



#### Sound asset quality - CoR and PDL ratio (%)



Source: SBS as of June 2023

### Interbank's income statement

Income Statement (S/ mn)	2020	2021	2022	1H22	1H23	% chg '21/'20	% chg '22/'21	% chg 1H23/1H22
Interest income	3,865.1	3,510.8	4,670.3	2,090.0	2,895.9	(9.2%)	33.0%	38.6%
Interest expenses	(983.9)	(811.0)	(1,389.8)	(536.4)	(1,074.9)	(17.6%)	71.4%	100.4%
Gross financial margin	2,881.2	2,699.8	3,280.5	1,553.6	1,821.0	(6.3%)	21.5%	17.2%
Provisions for Ioan Iosses, net	(1,995.7)	(432.1)	(999.8)	(388.7)	(680.2)	(78.3%)	n.m.	75.0%
Net financial margin	885.5	2,267.7	2,280.7	1,164.9	1,140.7	n.m.	0.6%	(2.1%)
Income from financial services	838.2	987.7	1,141.1	539.0	583.4	17.8%	15.5%	8.2%
Expenses for financial services	(335.7)	(432.8)	(490.0)	(235.2)	(246.3)	28.9%	13.2%	4.7%
Operating margin	1,388.0	2,822.6	2,931.8	1,468.8	1,477.9	n.m.	3.9%	0.6%
Gain on financial transactions	407.5	511.4	412.3	175.6	198.1	25.5%	(19.4%)	12.8%
Administrative expenses	(1,310.5)	(1,496.8)	(1,627.0)	(792.1)	(829.7)	14.2%	8.7%	4.8%
Depreciation and Amortization	(181.0)	(199.4)	(220.0)	(107.0)	(115.2)	10.2%	10.3%	7.6%
Net operating margin	304.1	1,637.9	1,497.2	745.3	731.1	n.m.	(8.6%)	(1.9%)
Provision for contingencies and other provisions	(7.3)	(18.1)	(18.3)	(8.9)	(5.8)	n.m.	0.8%	(35.2%)
Other income, net	(0.5)	(35.2)	11.7	35.3	39.3	n.m.	n.m.	11.2%
Income before income tax	296.3	1,584.5	1,490.6	771.7	764.6	n.m.	(5.9%)	(0.9%)
Income tax	(31.4)	(384.1)	(318.9)	(172.8)	(188.7)	n.m.	(17.0%)	9.2%
Net income	264.9	1,200.5	1,171.7	598.9	575.9	n.m.	(2.4%)	(3.8%)

### Interbank's balance sheet

Balance Sheet (S/ mn)	2020	2021	2022	1H22	1H23	% chg '21/'20	% chg '22/'21	% chg 1H23/1H22
Assets								
Cash and due from banks	17,716.8	14,413.6	11,340.2	10,663.9	9,812.1	(18.6%)	(21.3%)	(8.0%)
Investments, net	8,951.2	10,047.1	9,568.4	10,509.7	11,403.3	12.2%	(4.8%)	8.5%
Loan portfolio, net	39,003.3	41,248.9	43,381.5	42,081.7	44,419.1	5.8%	5.2%	5.6%
Property, furniture and equipment, net	88.4	120.0	153.5	129.8	148.7	(68.5%)	27.9%	14.6%
Other assets	2,064.3	2,282.3	2,002.1	2,252.1	1,850.2	28.8%	(12.3%)	(17.8%)
Total assets	67,824.1	68,112.0	66,445.7	65,637.1	67,633.4	0.4%	(2.4%)	3.0%
Liabilities and equity								n.m.
Deposits and obligations	43,290.6	43,942.5	42,954.0	42,362.9	43,985.3	1.5%	(2.2%)	3.8%
Deposits from financial entities	1,305.6	1,047.1	1,676.8	1,237.4	1,652.3	(19.8%)	60.1%	33.5%
Interbank funds and due to banks and correspondents	9,388.1	8,112.7	6,756.6	7,538.4	9,100.5	(13.6%)	(16.7%)	20.7%
Bonds, notes and other obligations	6,498.8	6,942.6	6,571.7	6,570.0	4,351.0	6.8%	(5.3%)	(33.8%)
Provisions and other liabilities	1,157.5	1,264.3	1,406.7	1,486.8	1,265.2	9.2%	11.3%	(14.9%)
Total liabilities	61,640.6	61,309.2	59,365.9	59,195.6	60,354.2	(0.5%)	(3.2%)	2.0%
Shareholders' equity	6,183.4	6,802.8	7,079.8	6,441.5	7,279.2	10.0%	4.1%	13.0%
Total liabilities and equity net	67,824.1	68,112.0	66,445.7	65,637.1	67,633.4	0.4%	(2.4%)	3.0%

### 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)

