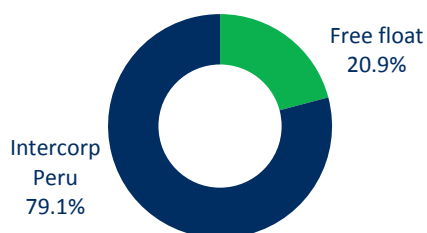


# Intercorp Financial Services

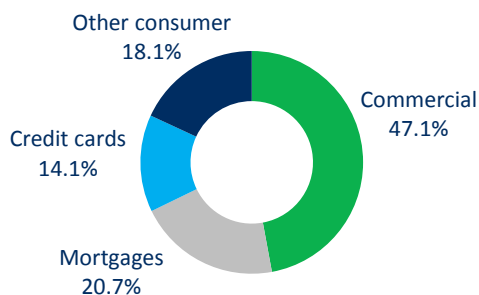
## Company description

IFS is a leading provider of financial services in Peru, with a wide range of products spanning banking, insurance and wealth management services to individual and commercial clients. Our main subsidiaries are Interbank, the 4<sup>th</sup> largest bank in Peru by market share in loans and 2<sup>nd</sup> player in consumer banking; Interseguro, a leading life insurance company; and Inteligo, a wealth management services provider and broker dealer. IFS is controlled by Intercorp Peru.

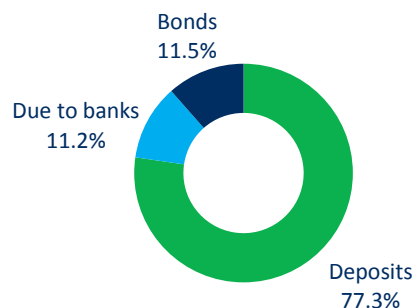
## Shareholder structure <sup>(1)</sup>



## Loans breakdown (Interbank)



## Funding structure (Interbank)



## Management

CEO: Luis Felipe Castellanos

CFO: Michela Casassa

IRO: Ernesto Ferrero

[www.ifs.com.pe](http://www.ifs.com.pe)

## Balance sheet

S/. mm	2013	2014	2015	2016	2017
Cash	7,401	6,359	12,432	11,762	11,205
Investments	6,470	9,062	9,365	10,976	18,043
Total gross loans	20,947	23,197	26,758	27,907	29,189
Total assets	36,179	40,376	50,001	51,714	60,679
Total deposits	22,067	23,381	28,488	30,098	32,608
Total liabilities	32,467	36,074	45,540	46,716	54,842
Total equity	3,712	4,302	4,461	4,998	5,837

## Income statement

S/. mm	2013	2014	2015	2016	2017
Net interest and similar income	1,748	2,040	2,421	2,623	2,689
Provision for loan losses, net of recoveries	(377)	(426)	(646)	(784)	(828)
Total other income	1,264	1,244	1,506	1,304	1,473
Total premiums earned less claims and benefits	90	(20)	106	(247)	(349)
Net premiums	559	676	775	592	624
Adjustment of technical reserves	(295)	(515)	(411)	(521)	(560)
Net claims and benefits incurred	(174)	(181)	(259)	(318)	(412)
Total other expenses	(1,471)	(1,541)	(1,770)	(1,748)	(1,837)
Total net profit	975	963	1,239	834	838
Total net profit excl. discount rate impact	822	905	1,013	953	1,045

## Key ratios

	2013	2014	2015	2016	2017
Net interest margin	5.9%	5.7%	5.8%	5.6%	5.4%
Other income ratio <sup>(2)</sup>	42.0%	37.9%	38.3%	33.2%	35.4%
Efficiency ratio <sup>(3)</sup>	41.5%	41.6%	36.7%	40.5%	39.8%
LTD ratio	94.9%	99.2%	93.9%	92.7%	89.5%
Capital ratio (Interbank)	13.4%	15.2%	15.6%	15.9%	16.1%
Past-due-loan ratio	1.7%	2.3%	2.2%	2.5%	2.7%
Cost of risk	2.0%	1.9%	2.6%	2.9%	2.9%
Coverage ratio	200.3%	151.6%	176.8%	168.3%	153.1%
ROAA	2.9%	2.5%	2.8%	1.7%	1.6%
ROAE	26.8%	24.6%	28.7%	17.4%	15.7%
ROAA excl. discount rate impact	2.5%	2.4%	2.3%	1.9%	2.0%
ROAE excl. discount rate impact	22.8%	23.1%	23.7%	19.8%	19.5%

Note: All figures under IFRS.

Source: Company information as of December 2017.

- (1) As of December 31, 2017, Intercorp Peru Ltd. owns directly and indirectly 79.1% of IFS issued shares and 78.1% of IFS outstanding shares. Float: 21.9%.
- (2) Other Income ratio is defined as (Fee income + Other income) / (Net interest income + Fee income + Other income).
- (3) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus total other income plus net premiums earned.