

Management Presentation

June 2012

 **Intergroup**
Financial Services

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Investment highlights

Strong economic and financial system

- Peru is an economic success with outstanding macroeconomic performance
- The Peruvian financial system is strong and has solid performance indicators
- Banking and insurance industries with high growth potential

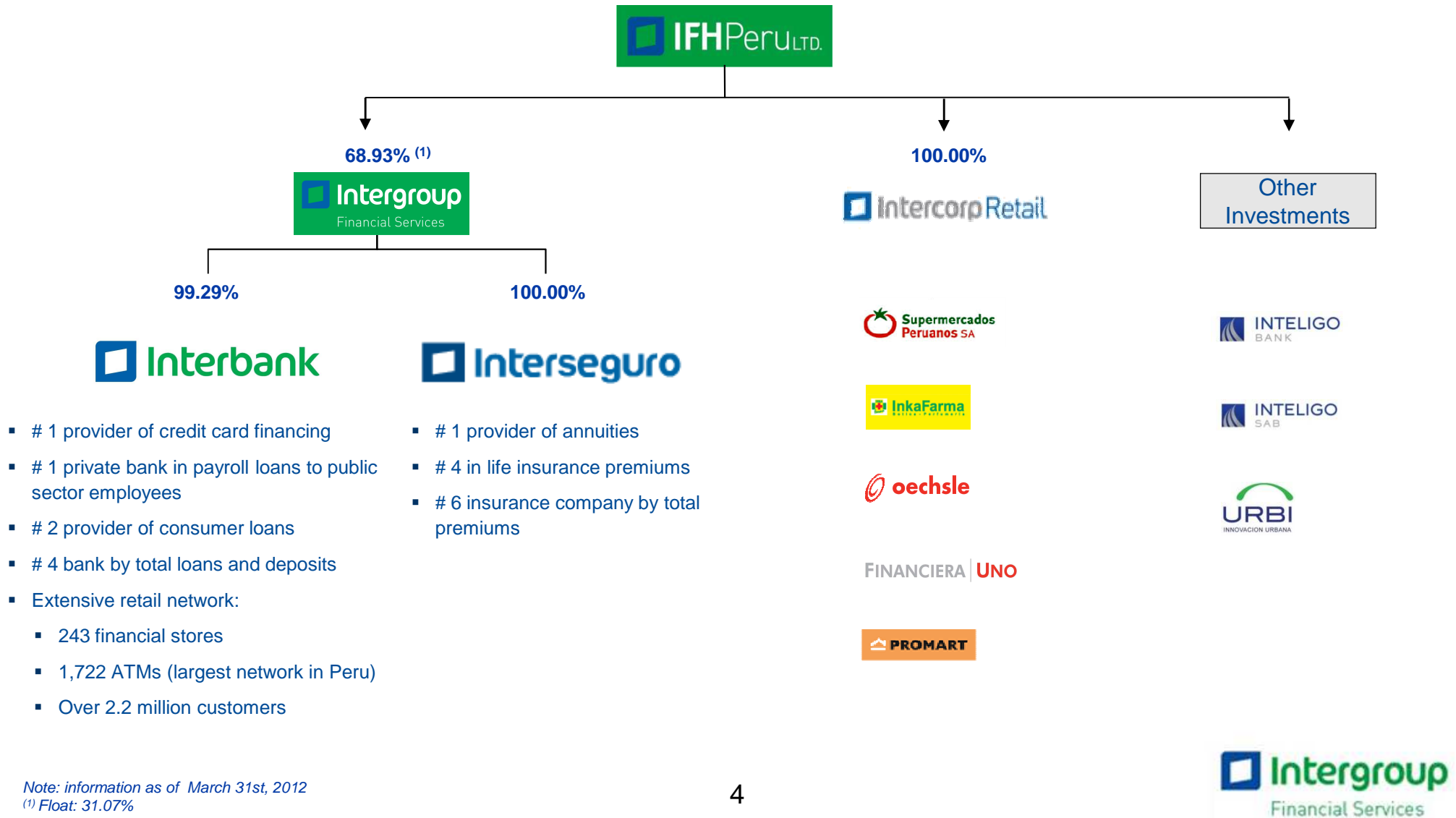
Leading franchise in financial services

- Leading retail bank and annuities insurance company in Peru
- High quality loan and investment portfolios
- Excellent margins with a stable and low cost of funding
- Experienced management and motivated workforce

Demonstrated ability to deliver results

- Sustained track record of healthy growth, solid financial performance and responsible capital management
- Above - average profitability

Intergroup – A leading financial services company in Peru



Intergroup financial highlights

Intergroup financial highlights (\$/. million)

	2009	2010	2011	March 2012	2007 to 1Q12 CAGR
Total assets	18,250	21,881	22,712	23,725	17.5%
Total loans ⁽¹⁾	9,950	12,085	14,125	13,906	21.6%
Retail loans ⁽²⁾	4,877	5,828	7,043	7,293	23.8%
Total deposits	11,521	11,967	13,113	13,271	16.0%
Shareholder's equity ⁽³⁾	1,809	2,097	2,359	2,178	12.8%
Net income ^(3,4)	507	499	698	707	
ROE ⁽⁴⁾	32.1%	26.2%	34.0%	34.1%	
ROA ⁽⁴⁾	2.9%	2.5%	3.1%	3.1%	
NIM (Interbank) ⁽⁴⁾	8.9%	8.6%	7.5%	7.6%	
PDLs/Total Loans (Interbank)	1.5%	1.5%	1.5%	1.7%	

(1) Includes total performing loans

(2) Includes performing consumer and mortgage loans

(3) Attributable to IFS shareholders

(4) Last twelve months as of March 31st, 2012

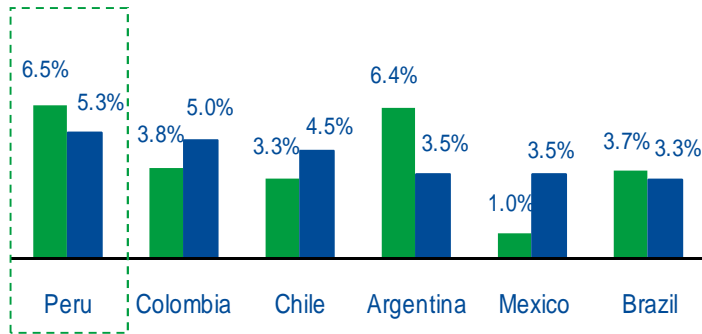
1. Strong economic and financial system

Peru is an economic success...

Impressive economic growth

Real GDP Growth

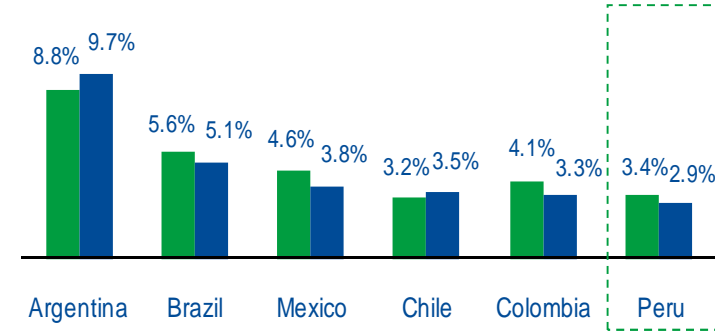
- 07-11 Average annual growth rate
- 2012E ⁽¹⁾



Low inflation environment

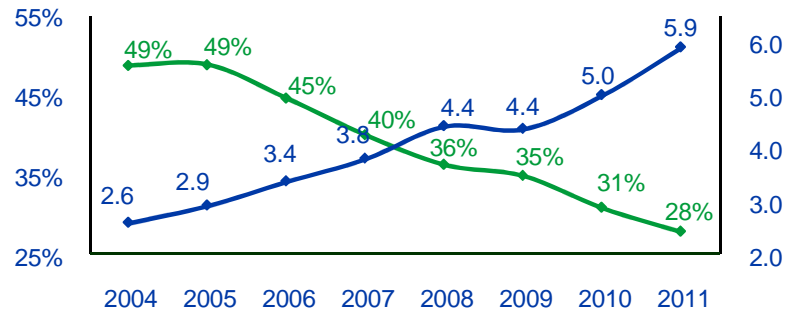
Inflation

- 07-11 Average annual inflation rate
- 2012E ⁽¹⁾



Increased purchasing power

Poverty rate (green line) GDP per capita (in USD thousands) (blue line)



Strengthened middle class

Social & economic segment

Urban Peru

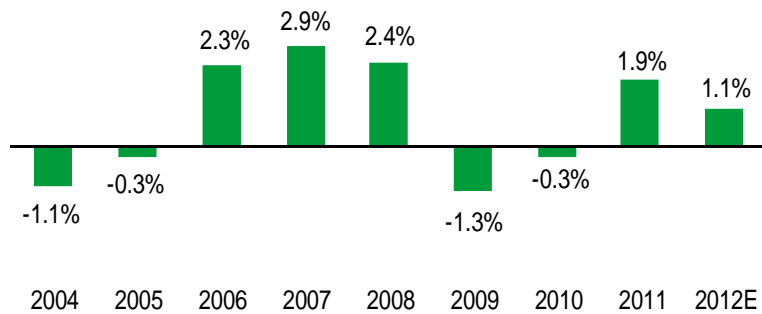
	2003	2010	
A/B	11%	12%	+6%
C	30%	35%	
D	37%	30%	-6%
E	22%	23%	

Sources: Wall Street research, INEI, IPSOS Apoyo
⁽¹⁾ Latin American Consensus Forecast as of April 2012

...with strong macroeconomic fundamentals

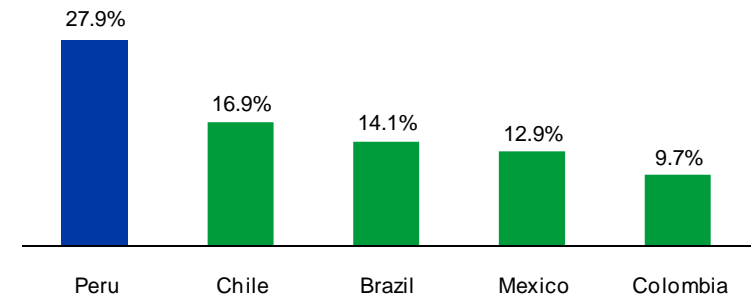
Responsible fiscal policy

Budget Balance (% GDP)

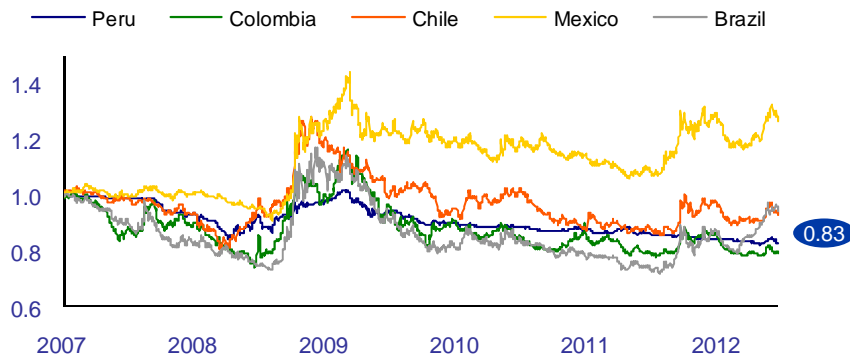


Solid reserve position

Net International Reserves (% GDP) ⁽¹⁾

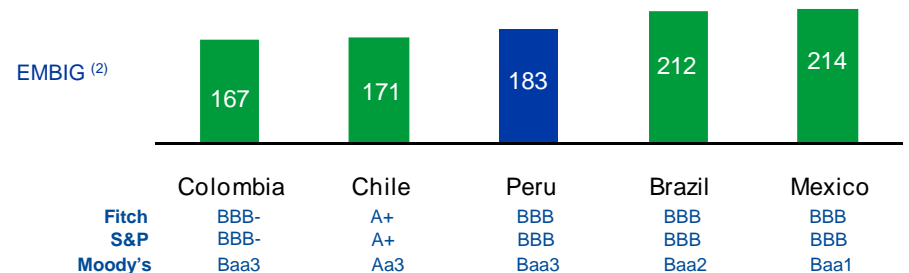


Relatively stable currency (Indexed to US\$1.0) ⁽²⁾



Attractive country risk profile

External Debt ⁽¹⁾ (% GDP)



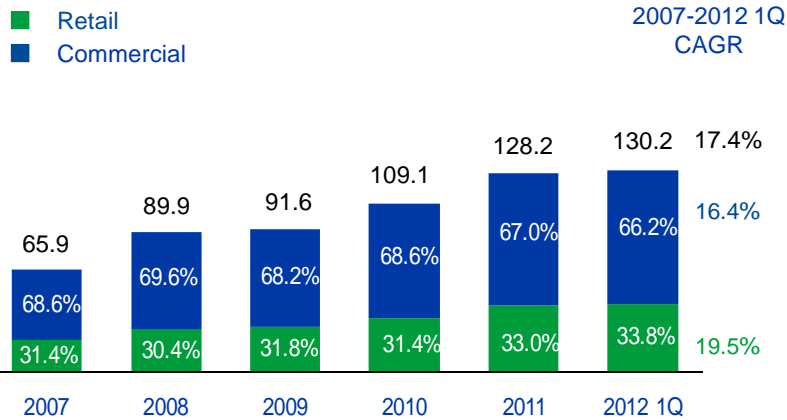
Sources: Wall Street research, BCR, Bloomberg and Latin Focus

⁽¹⁾ As of December 31st 2011

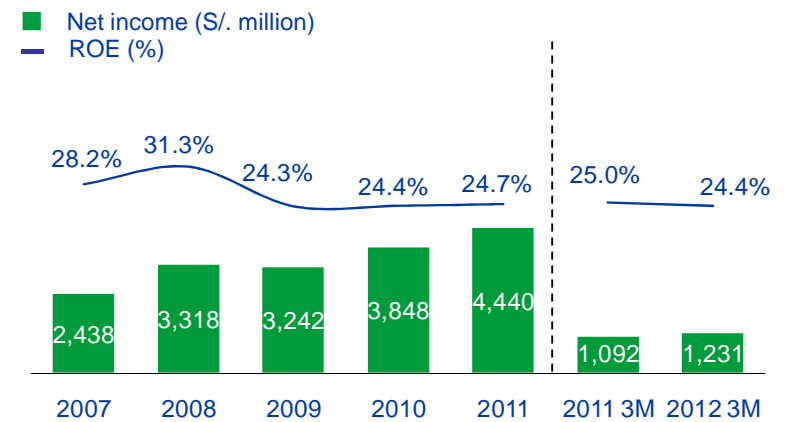
⁽²⁾ As of June 21st, 2012. Bloomberg, BCRP

The banking system has experienced profitable, solid growth...

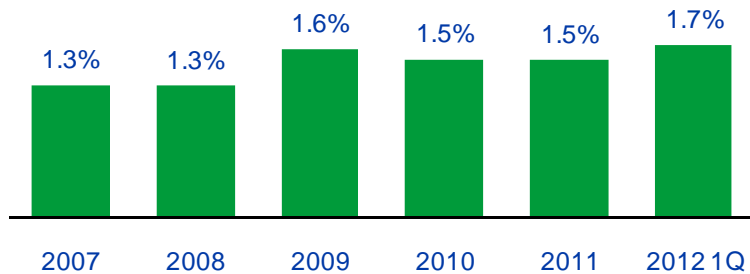
Performing loans (S/. billion)⁽¹⁾



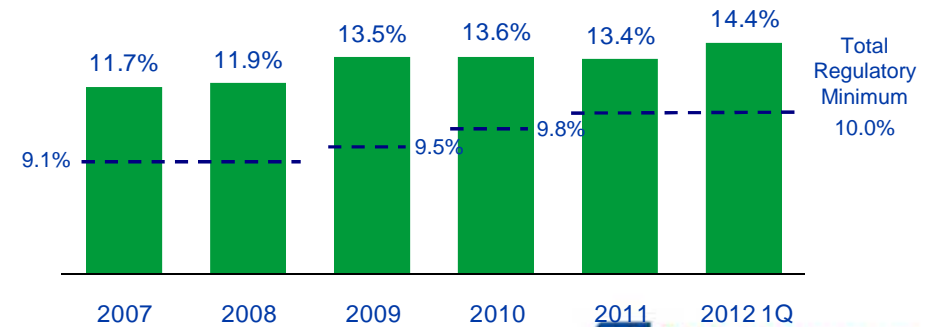
ROE (%)⁽¹⁾



PDLs / Total loans (%)⁽¹⁾



BIS ratio (%)

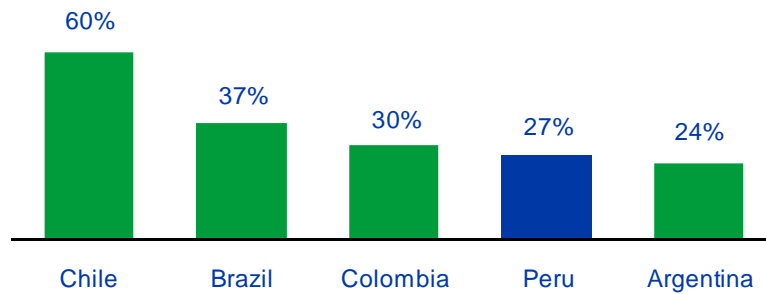


Source: ASBANC and SBS as of March 31st, 2012
 (1) The banking system includes Banco del Trabajo and CrediScotia

...and has significant growth potential

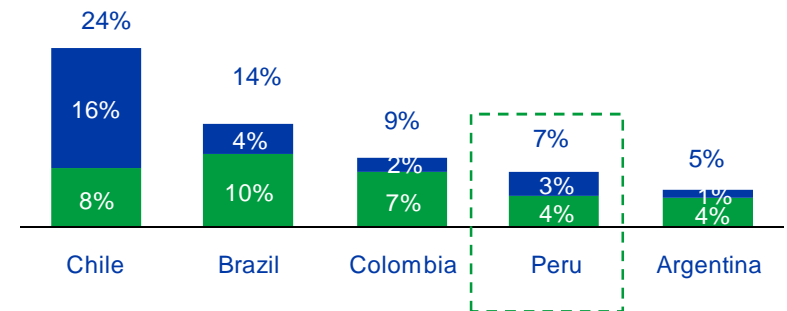
Banking penetration ⁽¹⁾

Deposits / GDP (%)

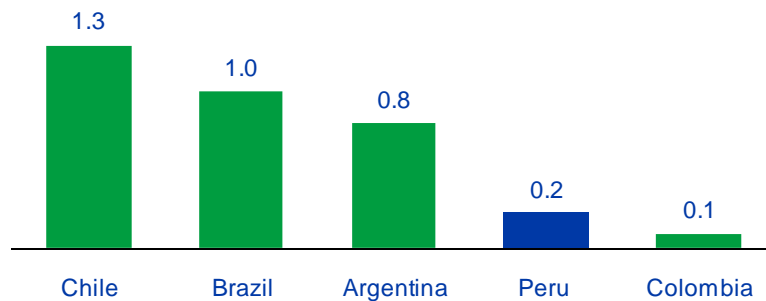


Retail loan penetration ⁽²⁾

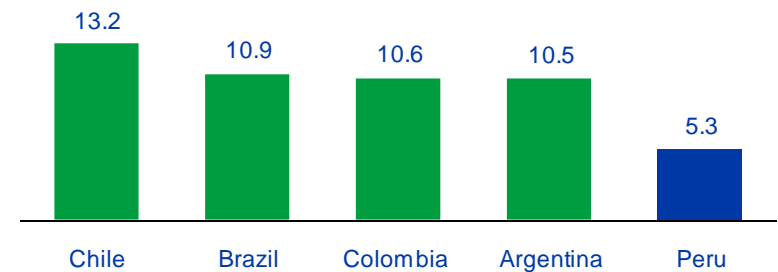
■ Consumer loans / GDP (%)
■ Mortgage loans / GDP (%)



Credit cards per inhabitant ⁽³⁾



Branches per 100,000 inhabitants ⁽¹⁾



Source: Local superintendencias, Felaban, Euromonitor, IMF, Wall Street research

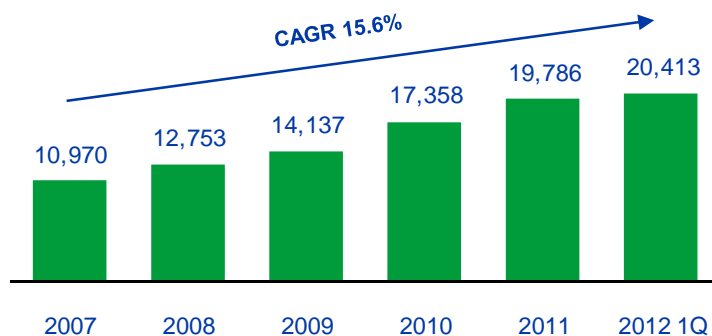
⁽¹⁾ As of December 2011

⁽²⁾ As of January 2011, except for Argentina as of October 2010

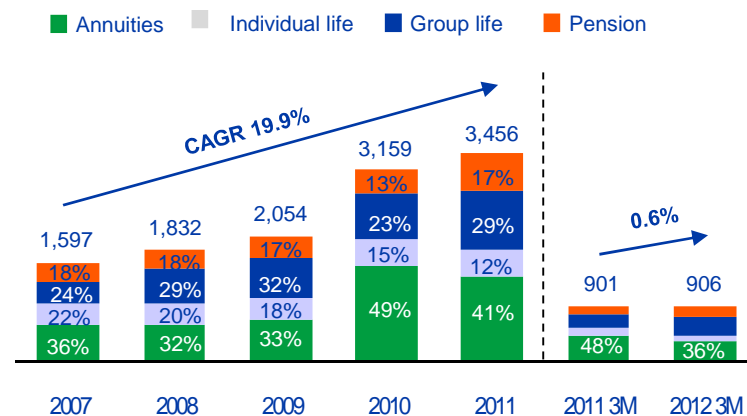
⁽³⁾ As of December 2010. Chilean figure includes cards issued by non-banking institutions

High growth potential also in the insurance industry

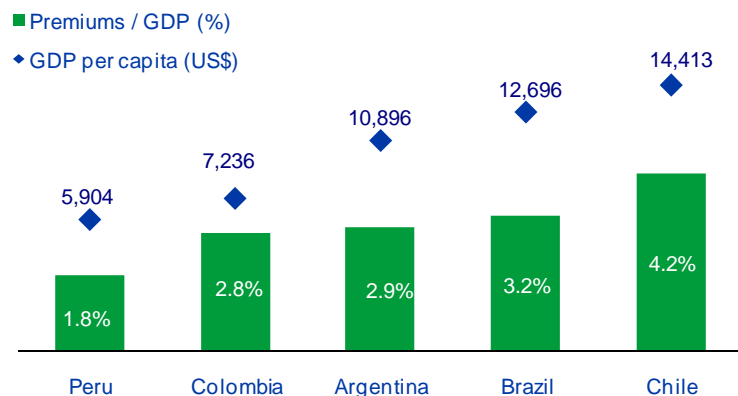
Total assets (\$/. million)



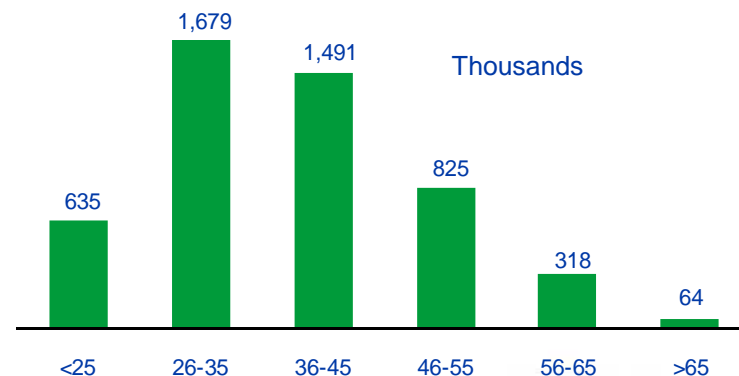
Life insurance premiums in Peru (\$/. million)



Premiums / GDP & GDP per capita ⁽¹⁾



Affiliates to private pension system by age group ⁽²⁾

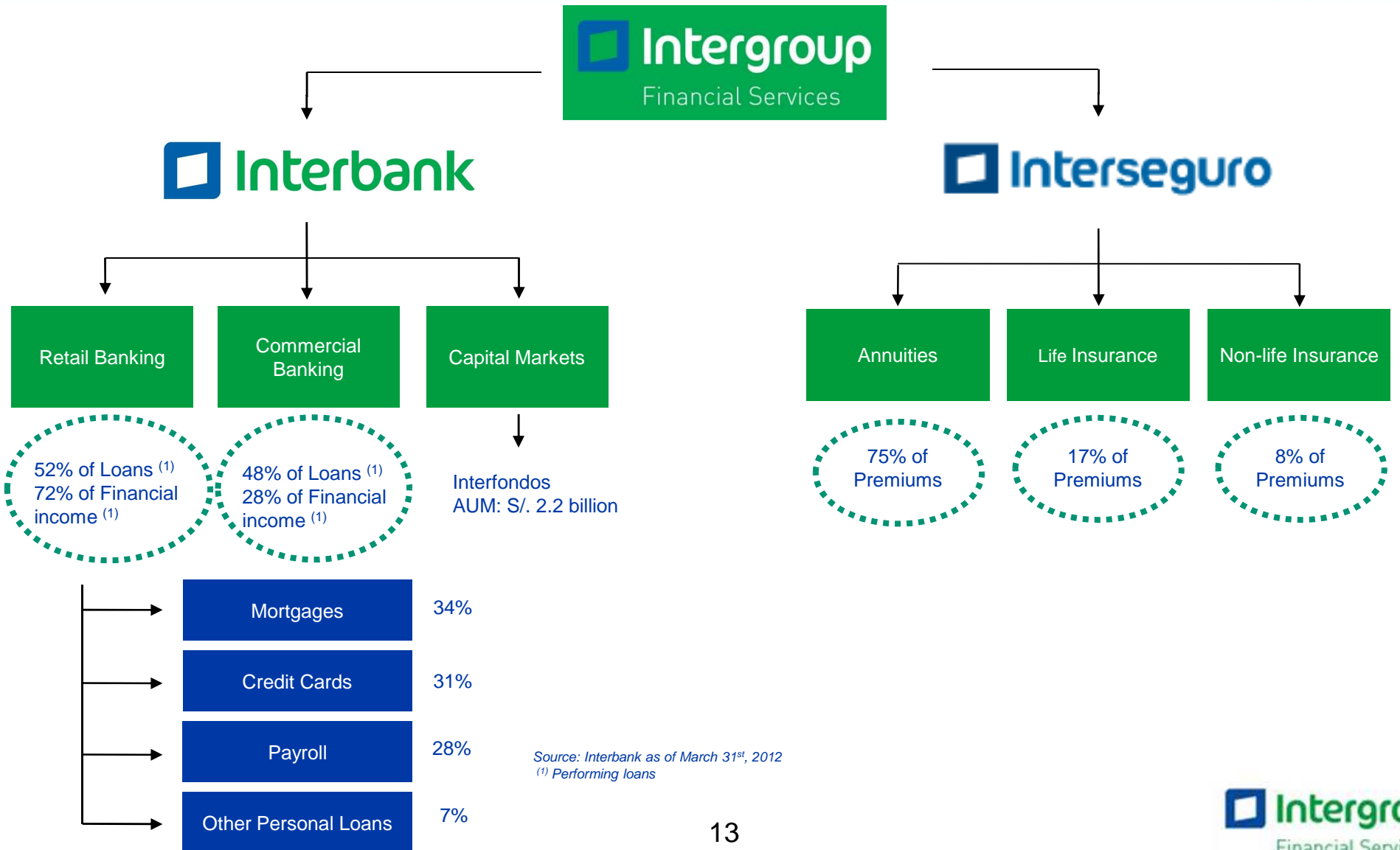


⁽¹⁾ Source: Latinoinurance and Central Banks as of December 31st 2011

⁽²⁾ As of March 31st 2012

2. Leading franchise in financial services

IFS: strategic focus on retail banking and annuities



A clear and consistent strategy

Unique value proposition

- Convenience
- Speed
- Service

Experienced management team & motivated workforce

- Professional management team with significant local and international experience
- Interbank is the only Peruvian company to be ranked one of the Top 20 Best Companies to Work For, ten years in a row
- Strong corporate governance

Sound risk management

- High growth with strong asset quality
- Experienced risk management team focused on monitoring and managing risks across all business areas
- Development of data mining and customer scoring models

Above average, profitable growth

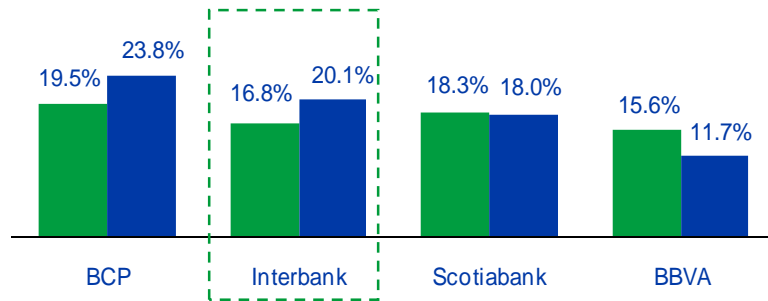
- One of the fastest growing banks in terms of performing loans (CAGR 07-1Q12 of 21.6% vs. 17.4% for the banking system)
- As of 2011, Interbank's ROE (31.7%) was significantly higher than the banking system's average (24.7%) and ROE for Interseguro (56.7%) was the highest in the insurance industry



Leading position in retail banking and annuities

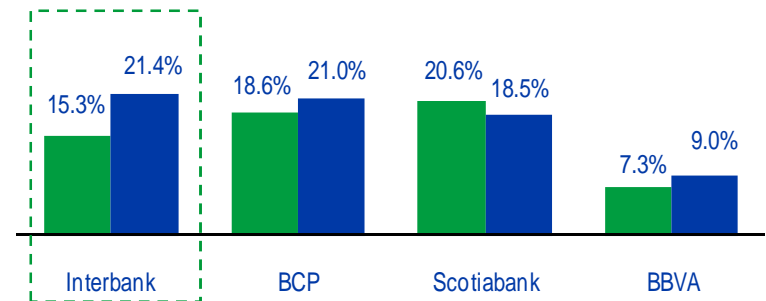
Consumer loans market share ⁽¹⁾

■ 2007
■ 2012 1Q



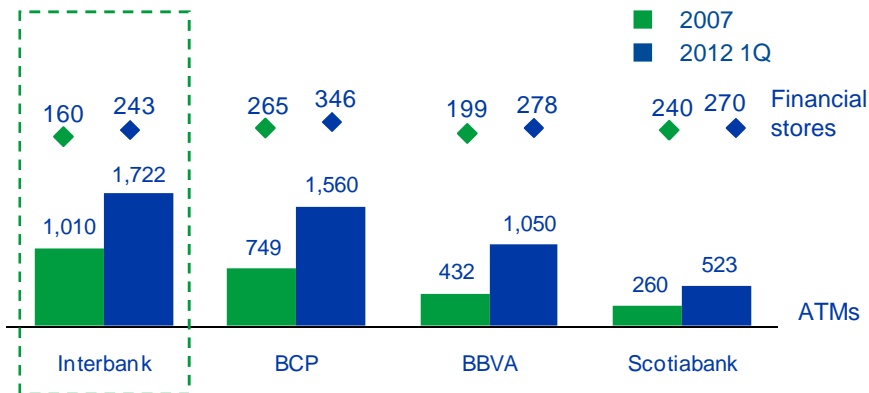
Credit cards market share ⁽¹⁾

■ 2007
■ 2012 1Q



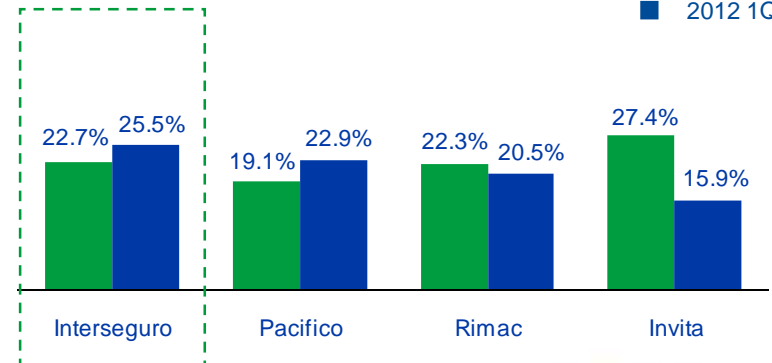
Number of financial stores & ATMs ⁽¹⁾

■ 2007
■ 2012 1Q



Market share in annuities

■ 2007
■ 2012 1Q



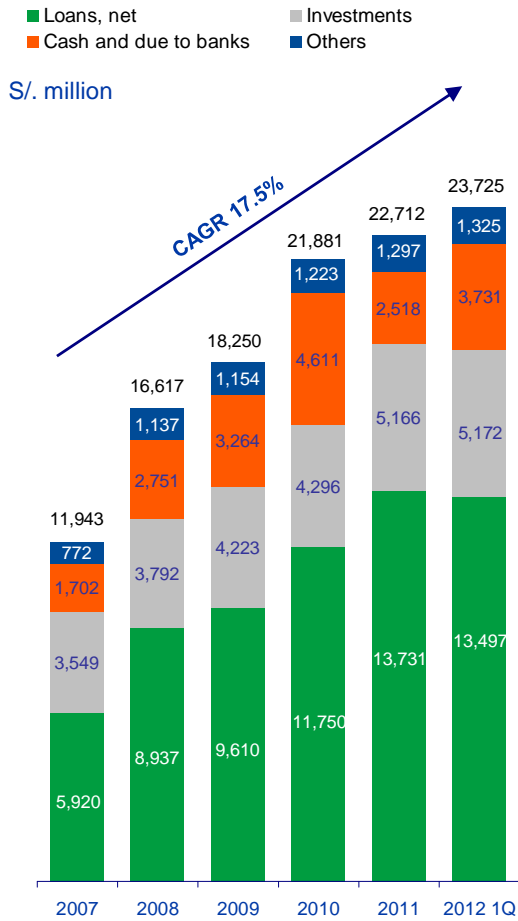
Source: ASBANC as of March 31st, 2012

⁽¹⁾ Scotiabank's market share includes Banco del Trabajo and Crediscotia

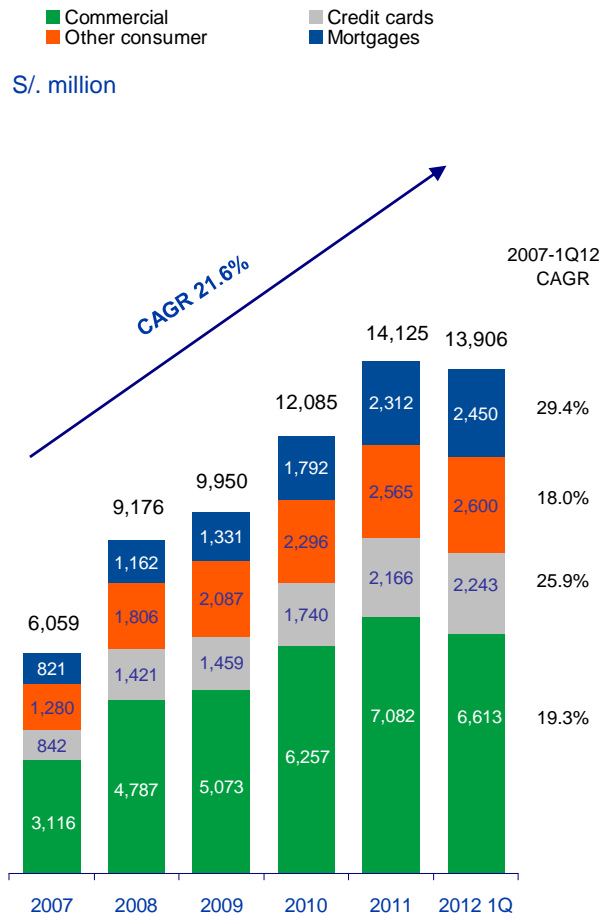
3. Demonstrated ability to deliver results

Significant asset growth

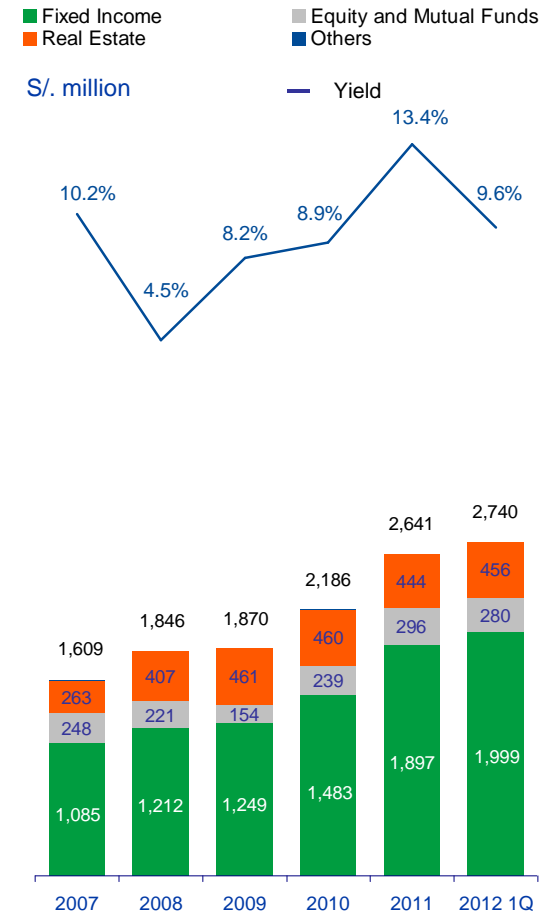
Intergroup's total assets



Interbank's performing loans



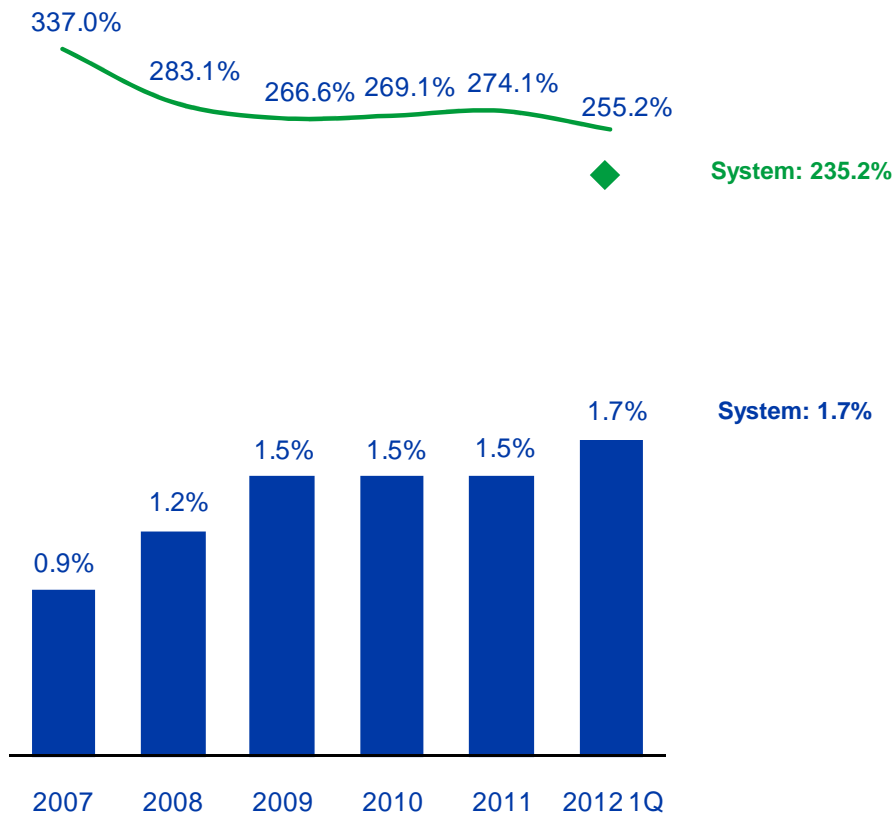
Interseguro's investment portfolio



Strong asset quality

PDL & Coverage ratios - Interbank

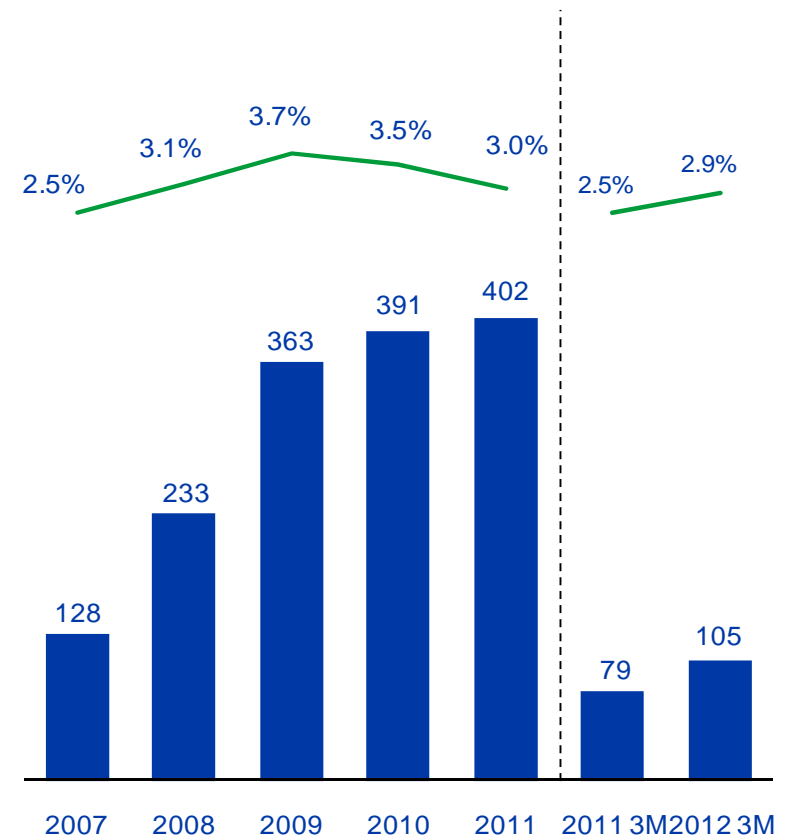
- PDL ratio
- Coverage ratio ⁽¹⁾



⁽¹⁾ Allowances / PDLs

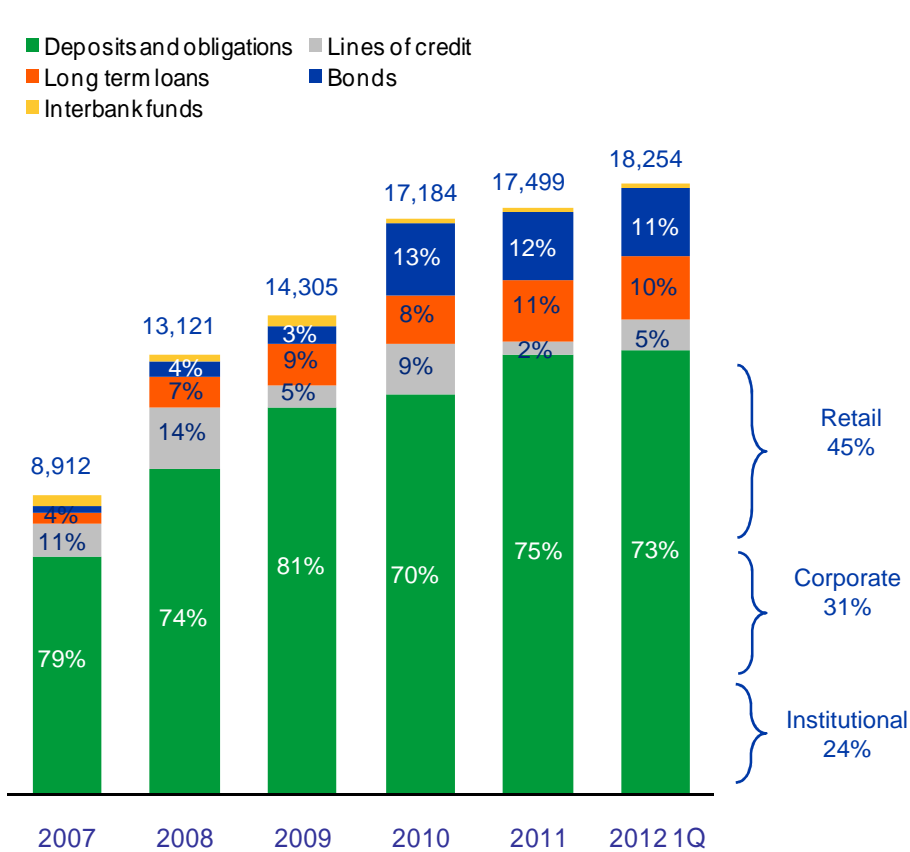
Loan Provision Expense - Interbank

- Provision expense (S/. million)
- Provisions / average loans

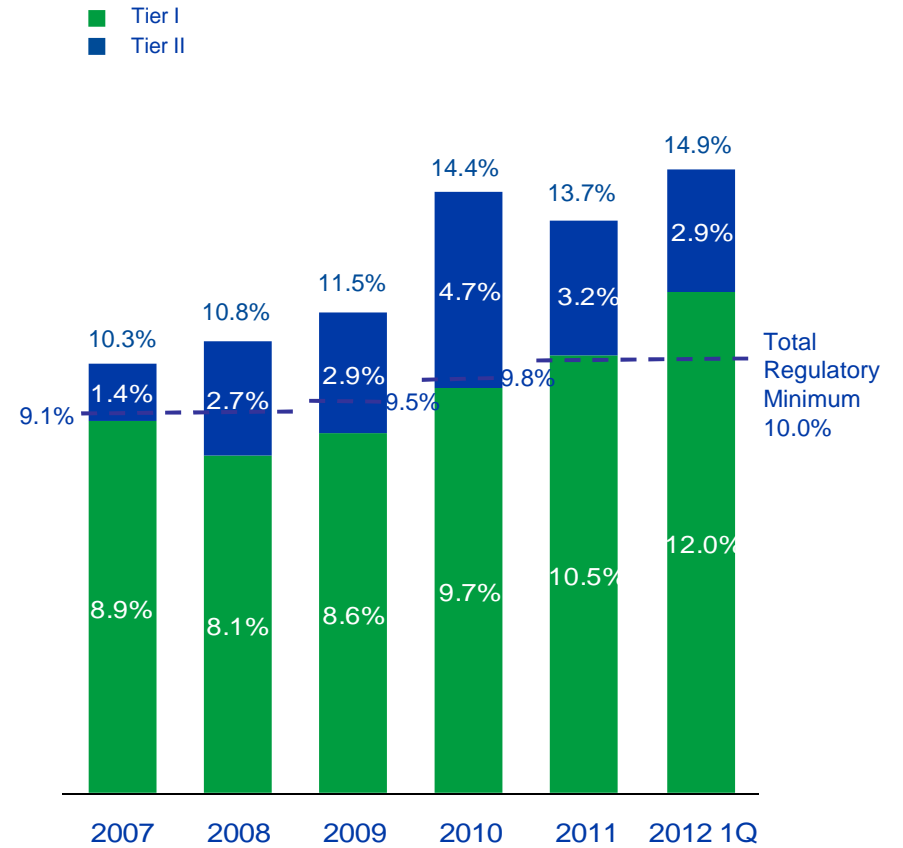


Stable funding and responsible capital management

Funding mix - Interbank

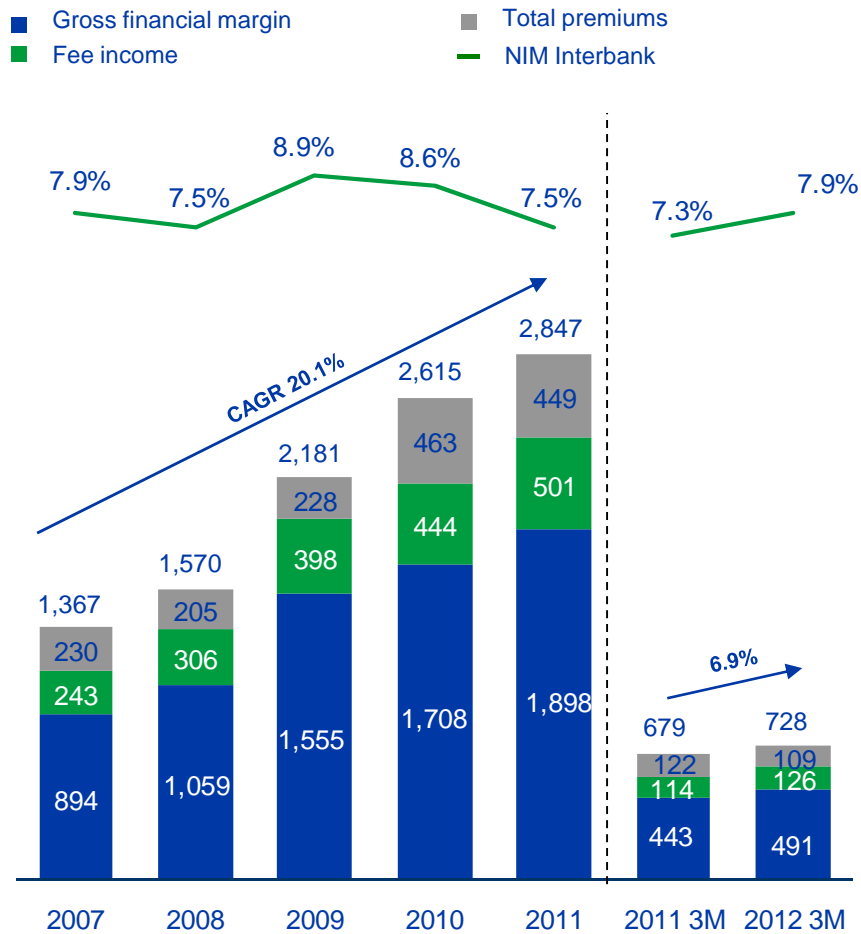


BIS ratio - Interbank



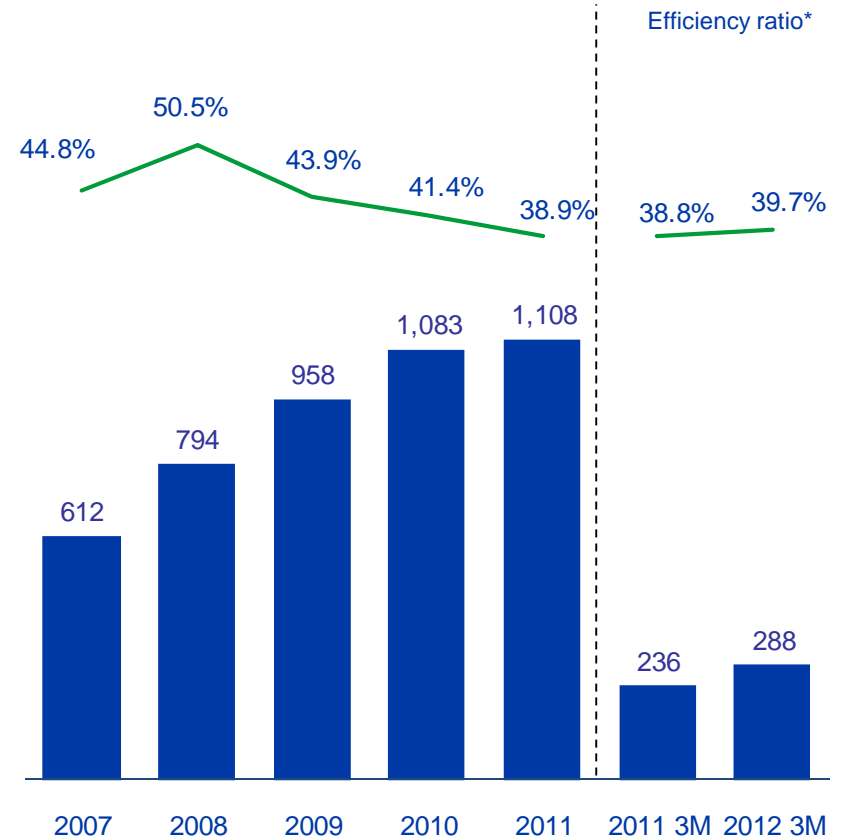
Consistent and strong revenue growth with improvements in efficiency

Operating revenues - Intergroup (S/. million)



Note: Operating revenues = Gross financial margin + fee income + total premiums

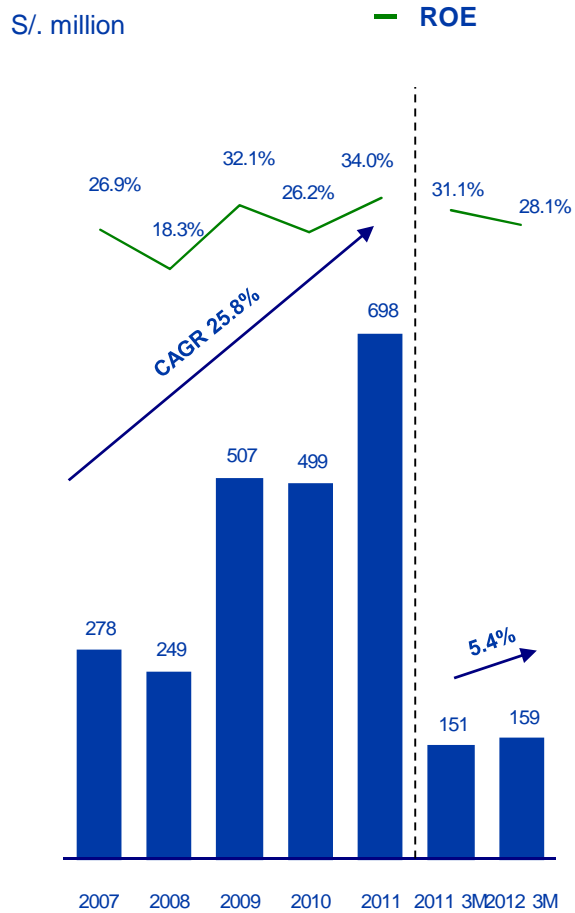
Operating expenses - Intergroup (S/. million)



*Operating expenses / Operating revenues

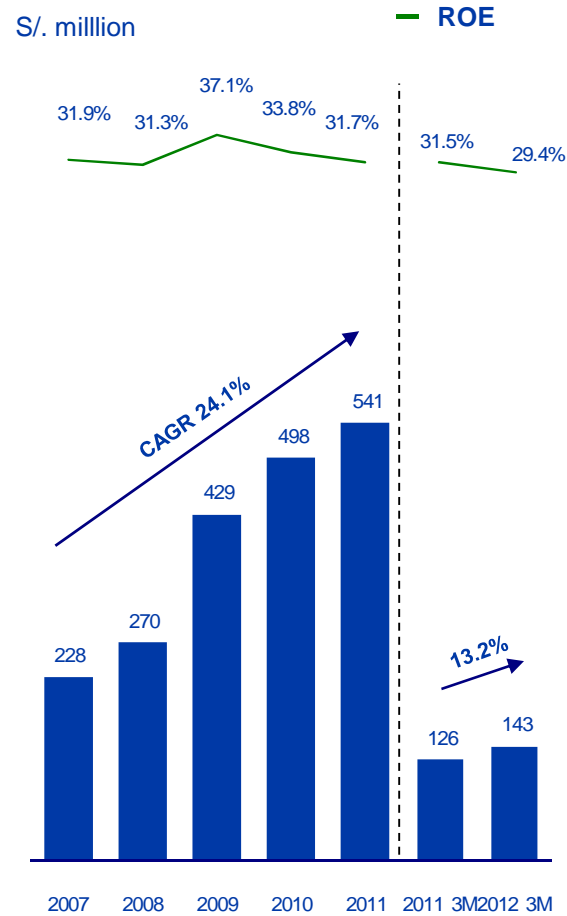
Significant growth in net income

Net income* - Intergroup

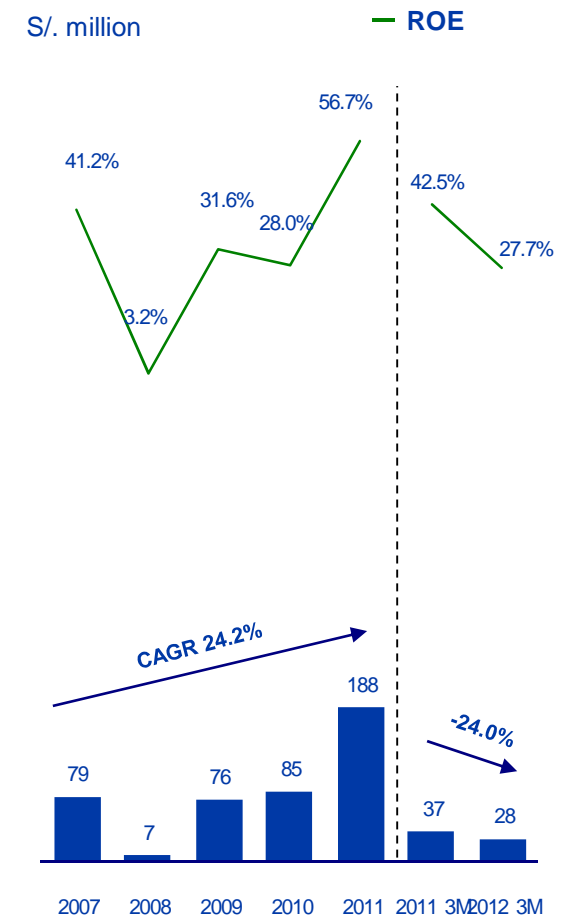


*Attributable to Intergroup shareholders

Net income - Interbank



Net income - Interseguro



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Intergroup

Financial Services