



# Agenda

Macroeconomic Environment Credicorp Summary

### Solid Macroeconomic Environment



Peruvian GDP growth rate is Latin's American second highest this year, accompanied by solid indicators... 

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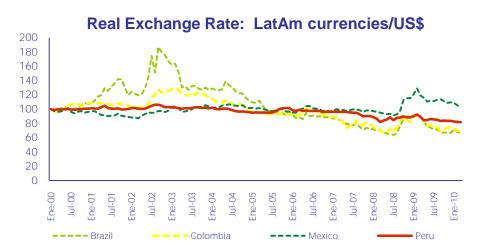
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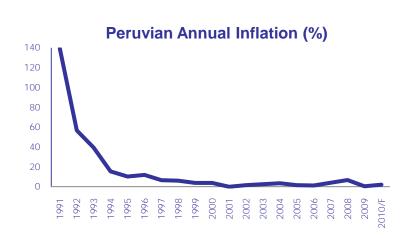


**Peruvian Real GDP Growth (%)** 



2009 2010/F 2001 2002 2003 2004 2005 2006 2007 2008

Real GDP Growth in LatAm (%)

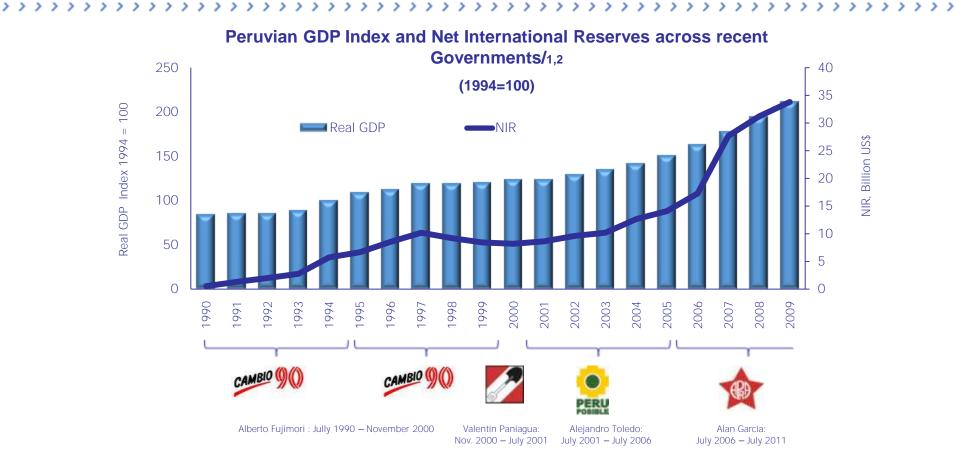


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### Continuous growth across different Governments



Macroeconomic model has been maintained throughout political changes...



1/ Real GDP growth rate.

2/ Mr. Paniagua's Administration was a transitory Government after Alberto Fujimori's renounce Source: Central Bank

#### A strong and healthy banking system ...



...which is expanding with a solid funding structure and maintaining good asset quality... > > >>>>> >> > > > > > >> > > > > > > Performing Loans (US\$ billion) ROE (%) & Net Income (US\$ MM) CAGR 30 Total CAGR 18.98% 2,000 40% 31.0% 28.2% 15.79% 23.9% 24.5% 25 1,750 22.2% 30% 62% 1,500 20% 10.9% 11.3% 20 Net Income CAGR 32.15% 1,250 10%

1,000

750

500

250

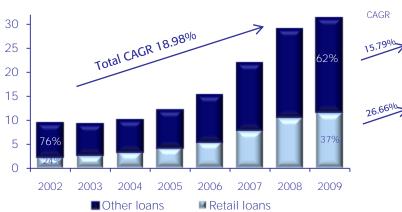
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2003

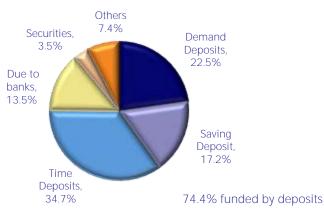
2004

2005

Net income



#### Funding Mix (Mar. 10)



#### Non Performing Loans Ratios and Reserves/PDL

2006

2007

→ ROE (%)

2008

2009



0%

-10%

-20%

-30%

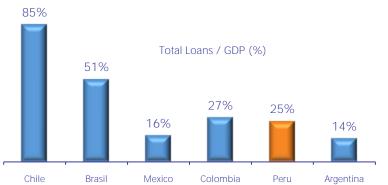
-40%

### ... with high growth potential

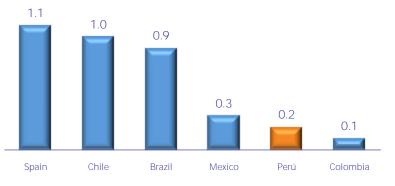


#### As Peru has among the lowest banking penetration indicators within the

#### **Banking penetration (1)**



#### Credit cards per inhabitant



#### Sources: SBS, FMI, Felaban, Euromonitor y Swiss Re. As of December 2008

(1) As of December 2009

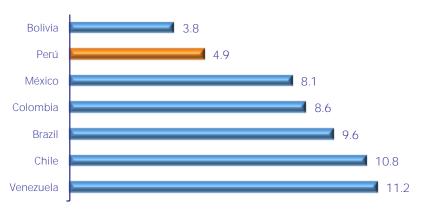
(2) Loans only from banking institutions.



#### **Retail loan penetration (2)**



#### Branches per 100,000 inhabitants



#### Peruvian capital markets continue growing ...

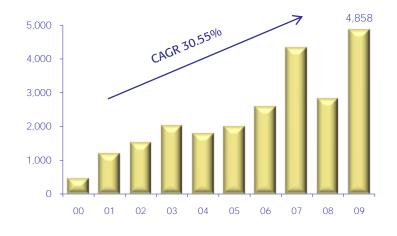




#### 28,000 PP Funds CAGR 27.340/0 23,975 18 24,000 15 20,000 12 16,000 9 12,000 8,000 6 3 4,000 0 00 01 02 03 04 05 06 07 08 09 % GDP Funds

#### Private Pension Funds (US\$ MM)

#### Mutual Funds (US\$ MM)



> An important disintermediation of the banking system has taken place.

▶ Private Pension funds and Mutual Funds dropped in 2008 and recovered in 2009 as a consequence of global market values, though real growth in 2009 is also evident.

### High growth potential for the pension funds system...



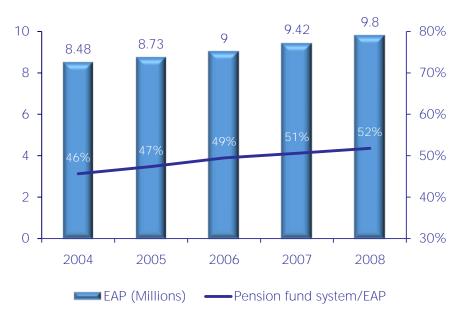
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## Distribution of Economically Active Population

Education	Dependents Private Sector 22.0%	
5.4%	Dependents SME 22.4%	
Health 3.1%	Independents SME 30.1%	Others 13.9%
AA.FF. 0.4%		
Rest 0.8%	Independents Professionals 1.9%	

Total EAP 2008: 9.8 Millions

#### **EAP and Pension Fund System**



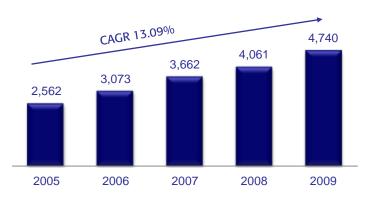
Source: ENAHO 2008, SBS, ONP

### High growth potential also in the Insurance Sector...

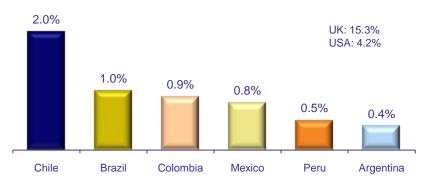


## Since market penetration of insurance products is extremely low...

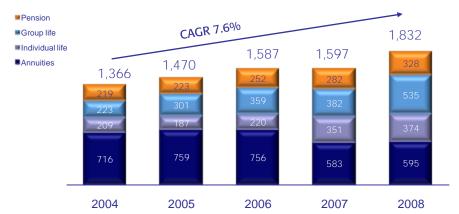
#### Total Assets (US\$ MM)



#### Life insurance Premium / GDP (%)

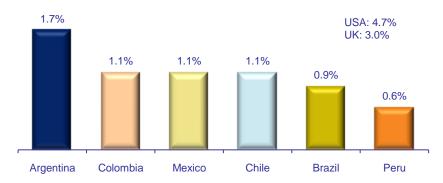


Source: Sigma - El Seguro mundial en el 2007 and SBS



#### Life Insurance Premiums in Peru (S/. MM)

#### Non-Life insurance Premium / GDP (%)





# Agenda

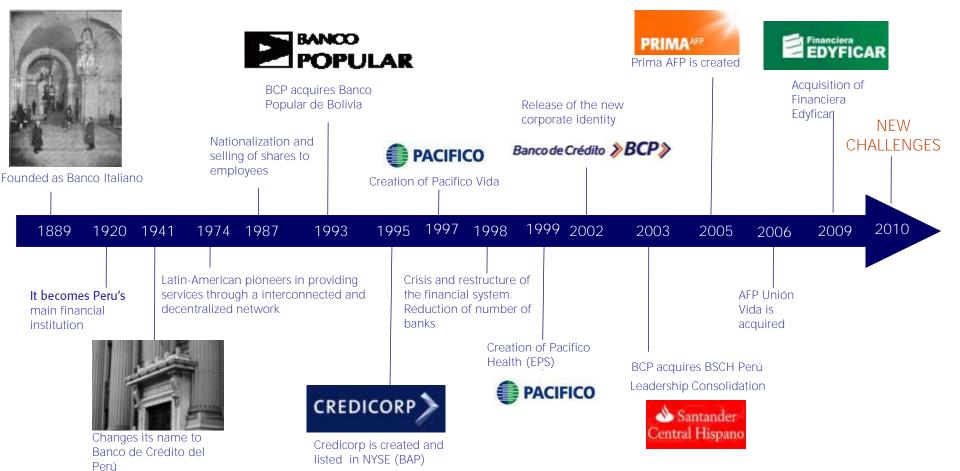
Macroeconomic Environment Credicorp Summary

## 121 years of experience



... as the leading bank in the Peruvian financial system

#### 

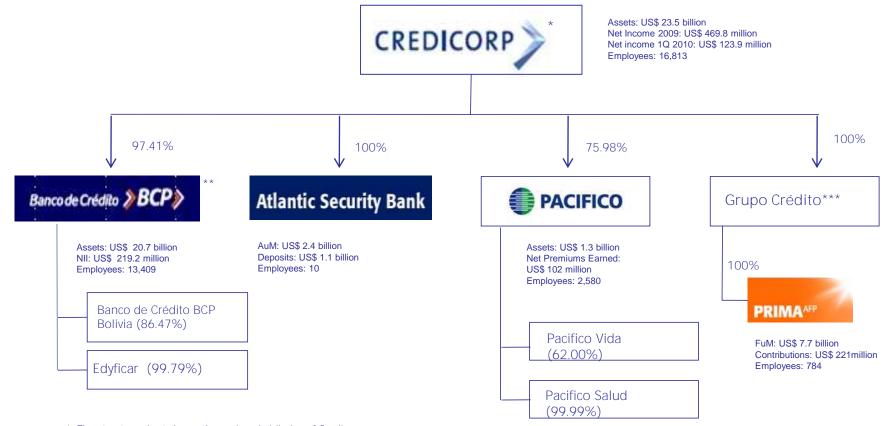


### The strongest Financial Holding in the country



with a diversified business portfolio ....

#### 



\* The structure chart shows the main subsidiaries of Credicorp

- \*\* Banco de Crédito BCP Bolivia is one of the main subsidiaries of Banco de Crédito BCP
- \*\*\* Prima AFP is Grupo Crédito's main subsidiary

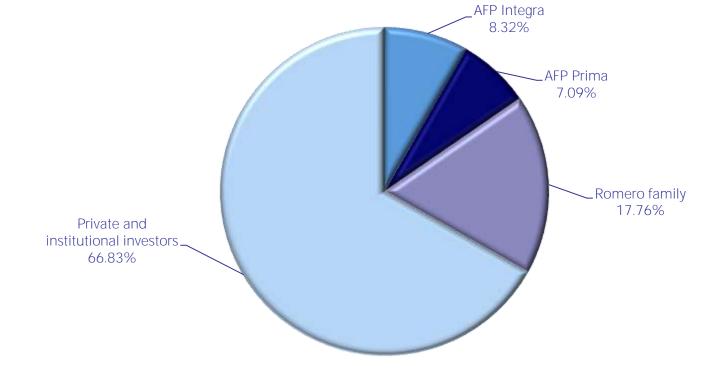
Source: CONASEV

Data as of March 2010

### Diversified shareholder structure



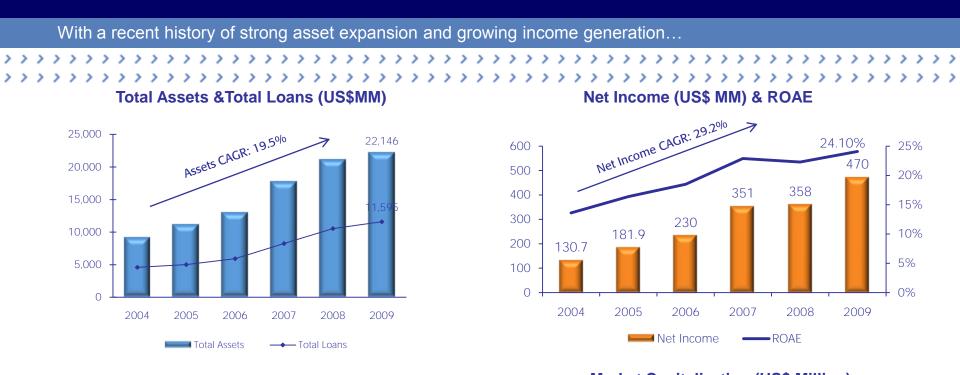




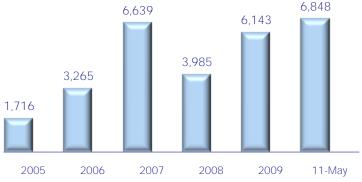
Percentages calculated without Treasury shares Percentages estimated as of February 2010

### Credicorp results reaffirm strong performance...









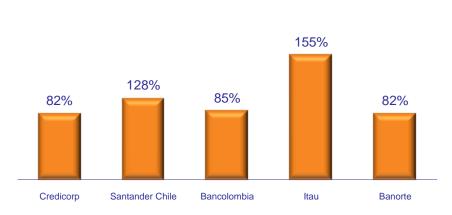


### With a solid and extremely healthy position

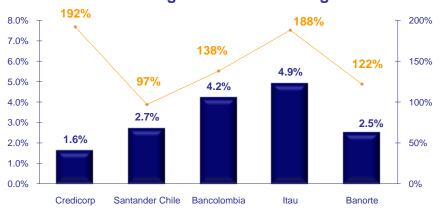


#### compared to its regional peers...

#### 

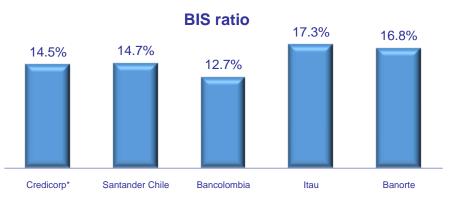


#### Loans/Deposits



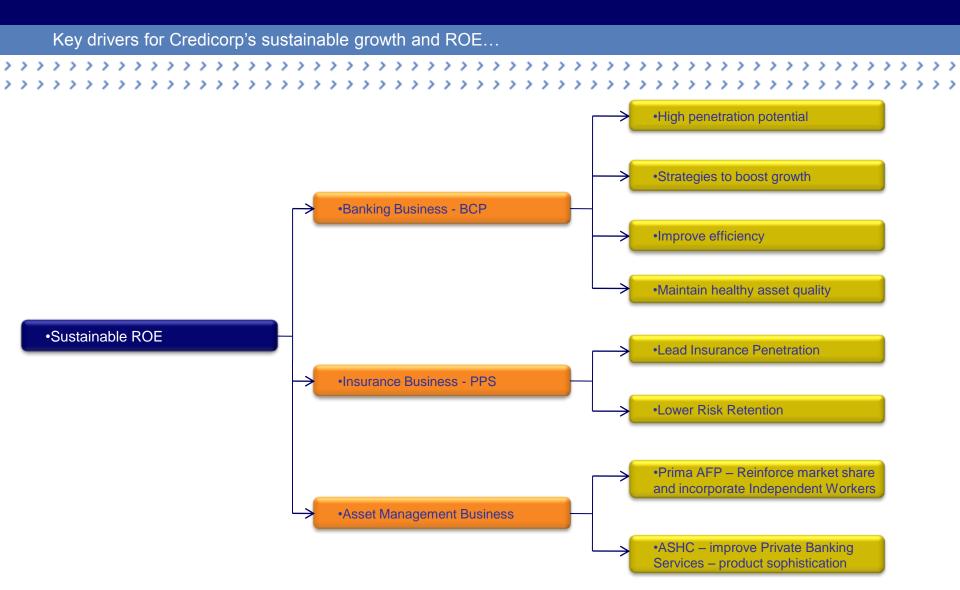
#### **Non-Performing Loans and Coverage Ratios**

PDL ratio ——— Coverage

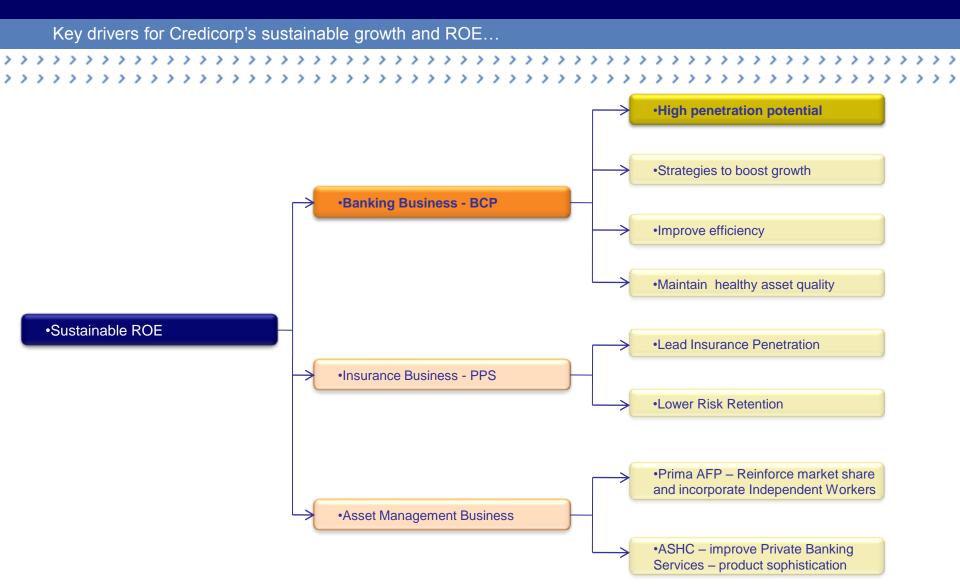


As of March 2010. \* BCP figures.







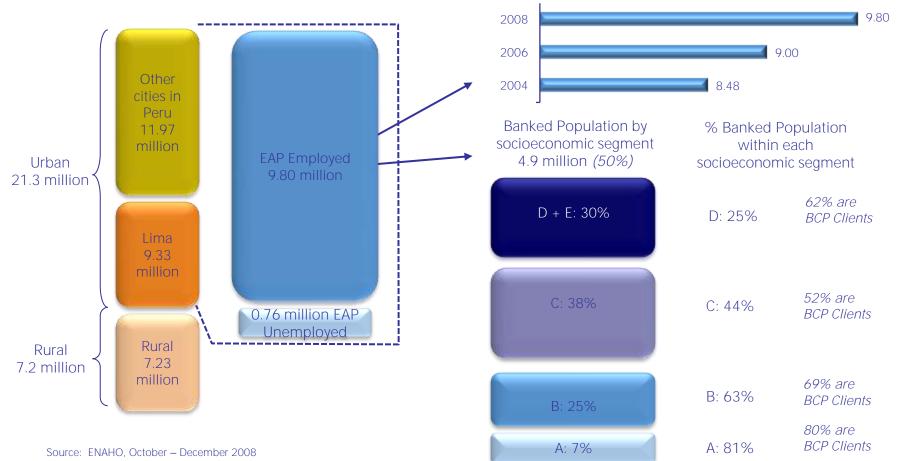


## High growth potential



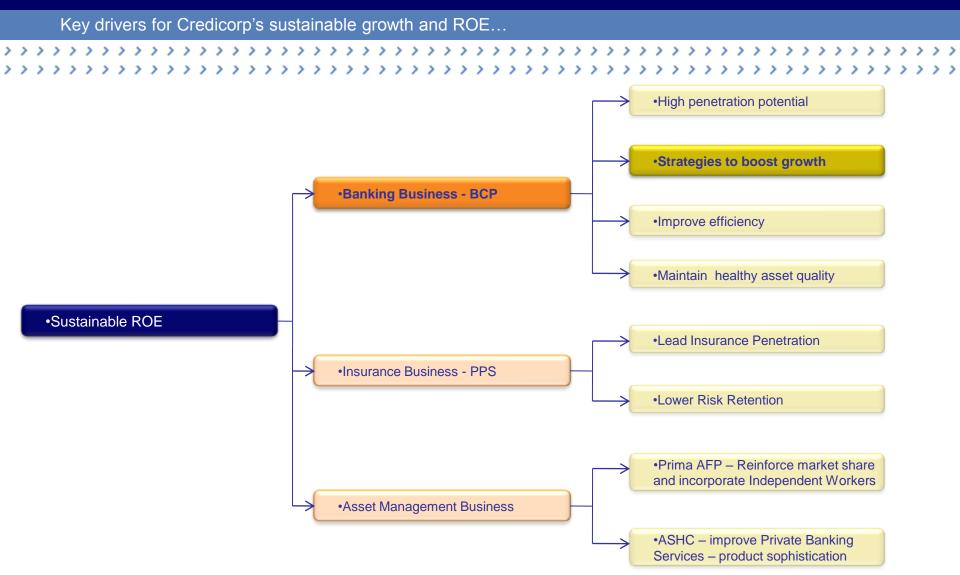
**Evolution of Employed EAP (million)** 

# ... Retail banking segment : only 50% of EAP Employed is banked



#### Total Population 28.54 million





### Wholesale Segment



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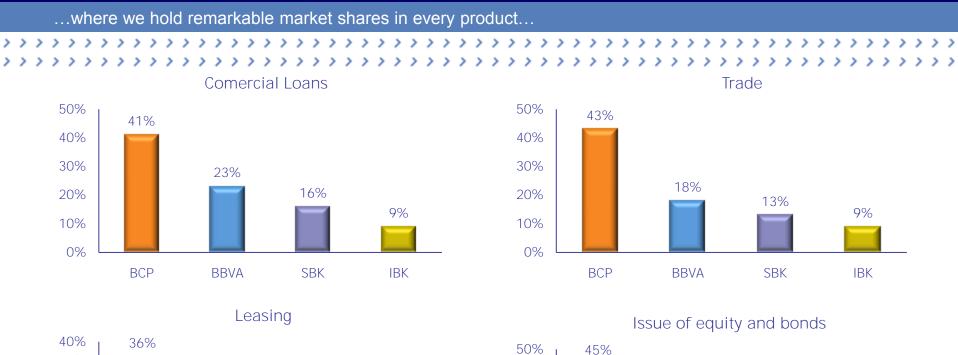
#### 8,000 90% 80% 76% 76% 80% 73% 7,000 73% 70% 6,000 5.881 5,430 60% 5,000 50% 3,978 4,000 40% 2,976 3,000 2,547 30% 2,000 20% 1,000 10% 0% 0 2008 2005 2006 2007 2009 Wholesale Banking Loan Portfolio ---- Foreign currency portfolio

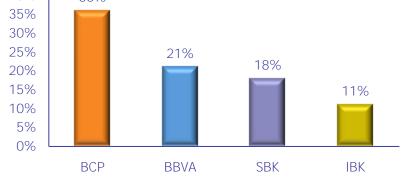
#### Wholesale Banking Loan Portfolio\* (MM US\$)

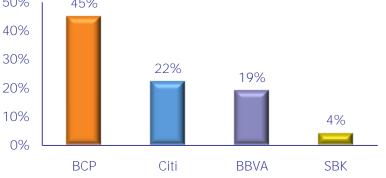
\* Average daily balance

### Strong franchise in the wholesale segment





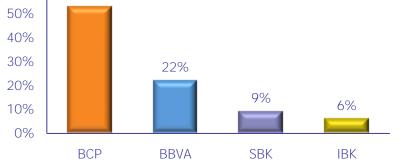




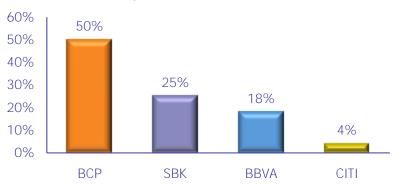
### Strong franchise in the wholesale segment



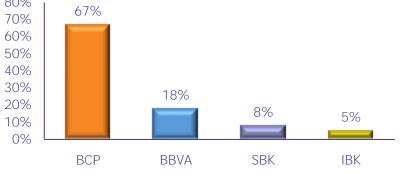


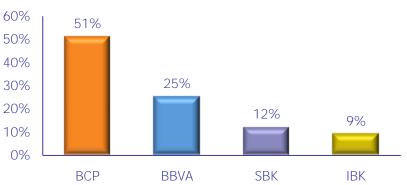






<sup>(\*)</sup> Does not include SUNAT and AFP receivables As of January 2010

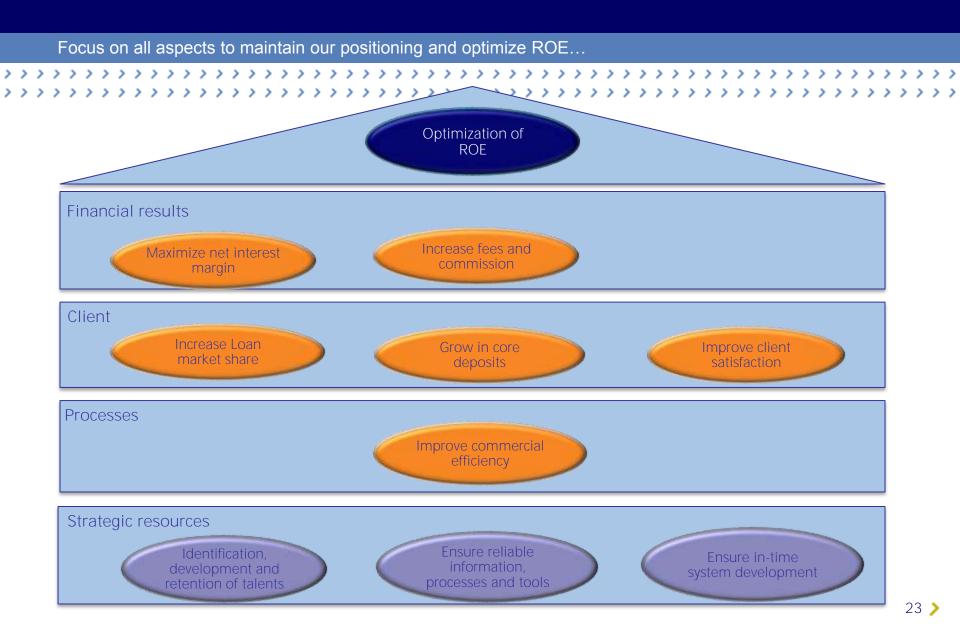




### Payrolls (Remuneraciones)

### Strategy focused on defending our franchise



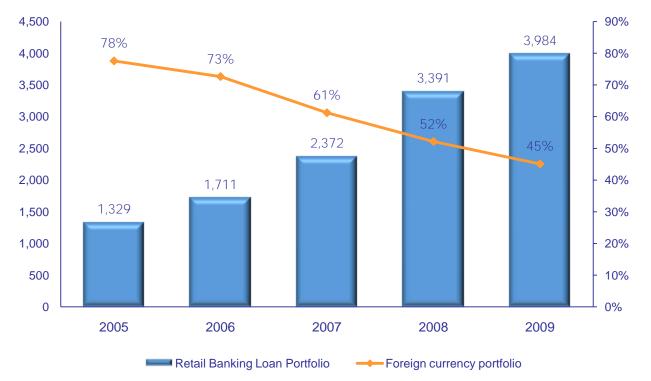


### **Retail Segment**



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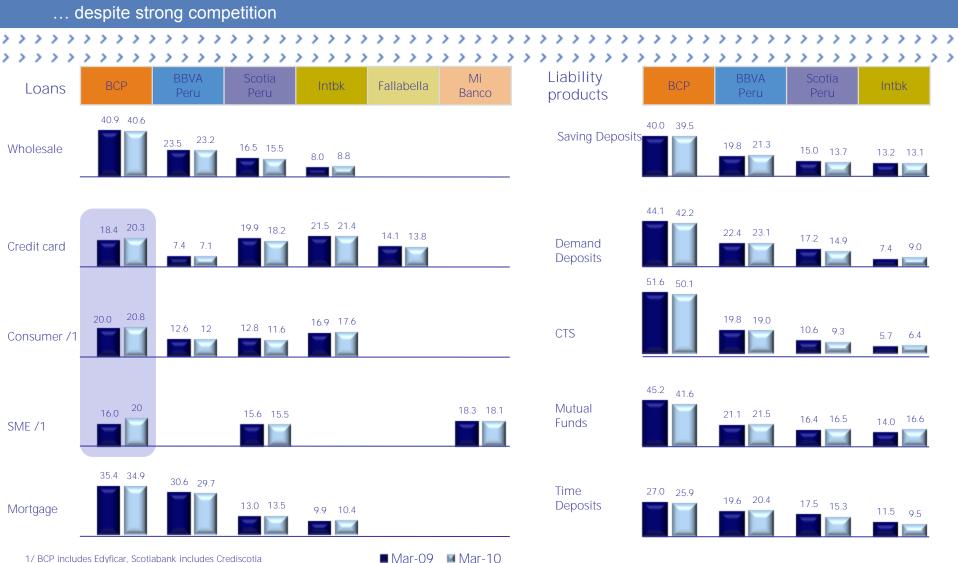
#### Retail Banking Loan Portfolio\* (MM US\$)



\* Average daily balance

### And focuses on expanding its leadership





1/ BCP includes Edyficar, Scotiabank includes Crediscotia

25 >

### **Retail Segment - Strategies**



Continue expanding with strategies to boost growth...

#### 

BCP has delineated a detailed strategy by product and segment for the retail **banking business...** 

#### SME:

Acquisition of a successful Microlending model : Edyficar.

Credit Card & Consumer: Alliances, client retention., better cross selling, +commercial effectiveness.

Mortgage: Financing to developers.

Reinforce our distribution network

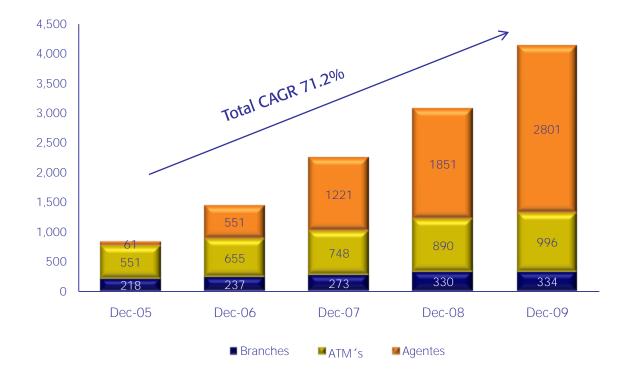
### Optimization of ROE

### Network expansion through different channels

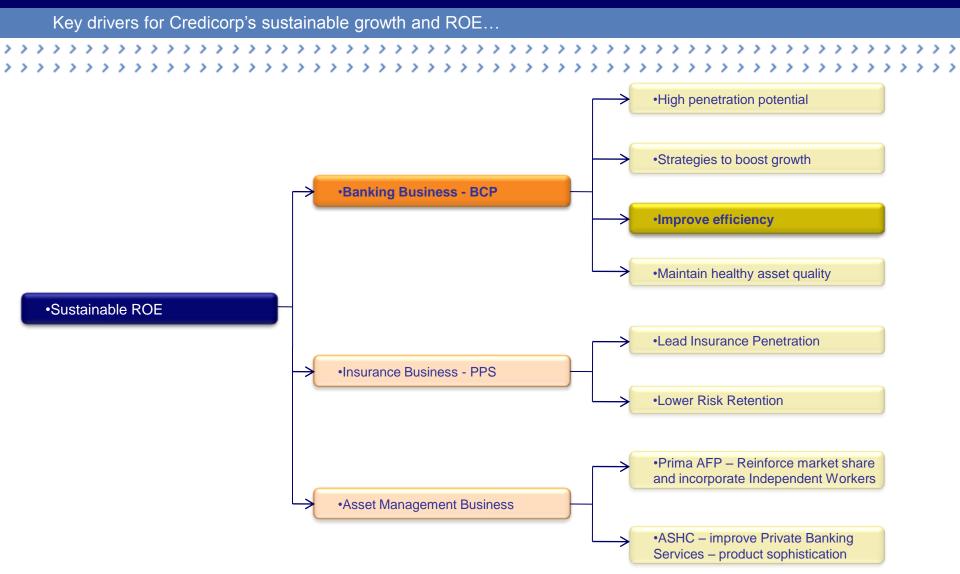


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Network Expansion







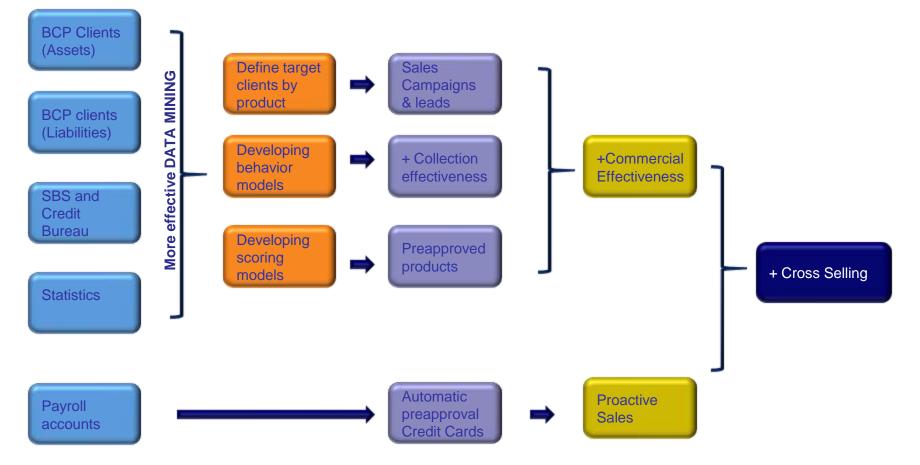
### Strategies to improve Commercial Effectiveness

> >



More extensive Data Mining and the development of models for different applications are main tools ...

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### Sustained approaches for improving efficiency



Multiple projects aimed at improving efficiency are being implemented...

#### 

## Lean Project: redesigning our process to improve client satisfaction by increasing efficiency, reducing costs and simplifying processes

Wave 1: New Agency Models	Wave 2: Post sales management and cash management:	Wave 3: Commercial loans, mortgage loans and leasing
<ul> <li>&gt;Waiting time: reduced 48%.</li> <li>&gt;Productivity of teller promoters: increased 20%.</li> <li>&gt;6% of the transactions at tellers migrated to electronic channels .</li> </ul>	<ul> <li>Claim response: down from 9 to 2 days.</li> <li>Productivity in responding applications: increased 160% in average.</li> <li>Expenses in cash logistics management: reduced 29%.</li> </ul>	<ul> <li>Loan Renewal cycle time: reduced 47% in Corporate, 14% in Middle market, 15% in Business</li> <li>Mortgage loan approval cycle time: down from 47 to 14 days in 75% of the cases .</li> <li>Leasing operation disbursement time: down from 21 to 15 days in 83% of the cases.</li> </ul>

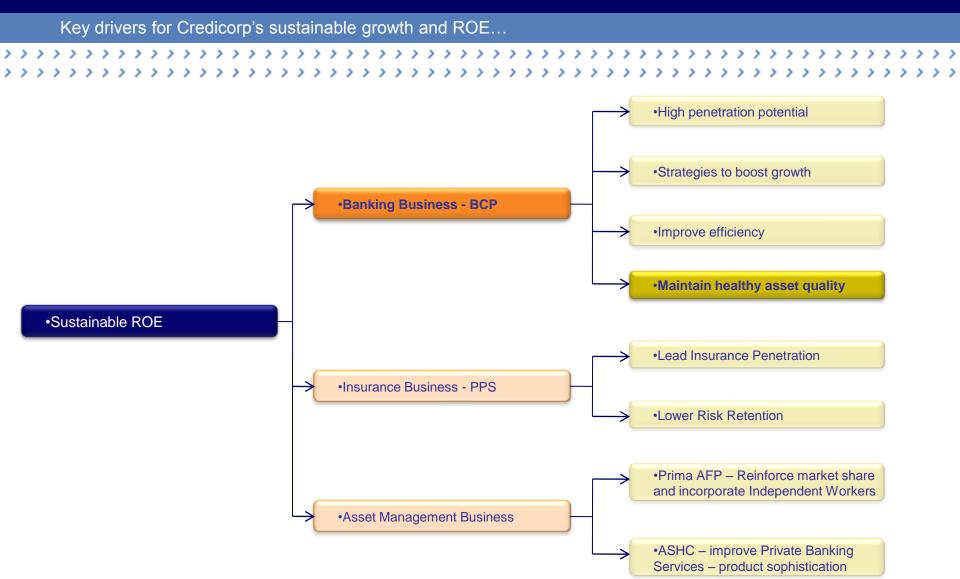
#### **MAS Program: System Action Enhancement**

- >To establish priorities among IT requirements.
- >Optimize the use of resources.
- >Improve monitoring progress of our projects and their measurement.
- >Understand needs of users in order to generate added value.

#### **Purchase Program**

Reduce purchase's expenses through a centralized and a better negotiation

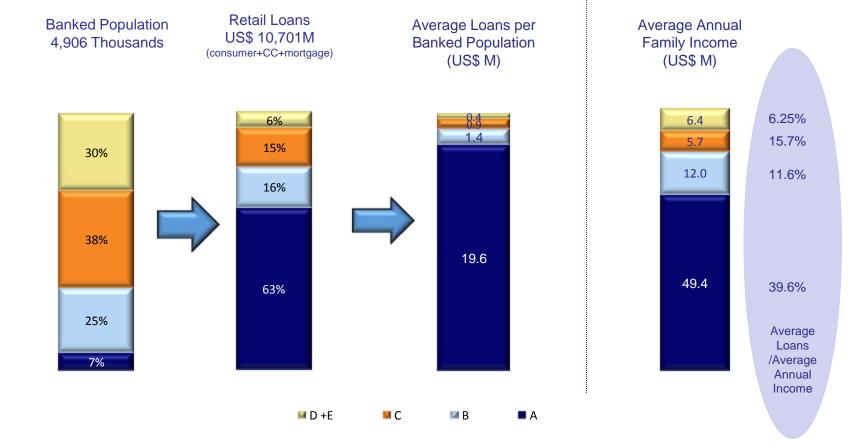




### Healthy Asset Quality



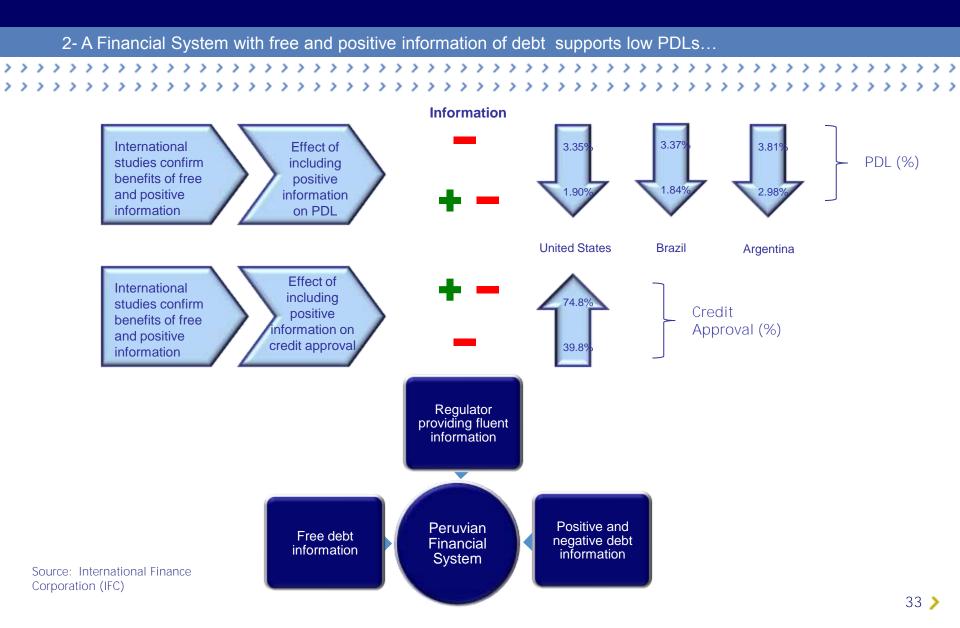




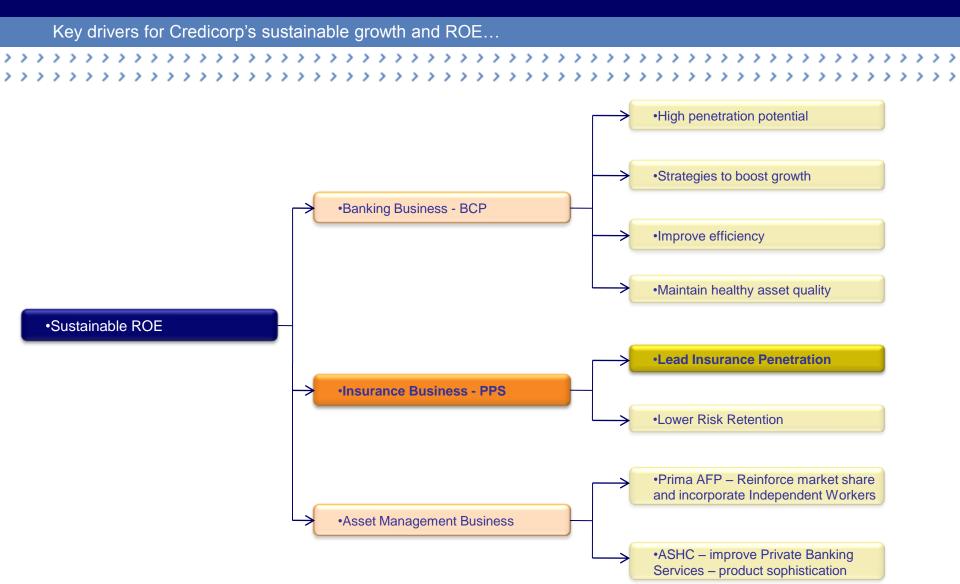
\*Estimated

### Healthy Asset Quality



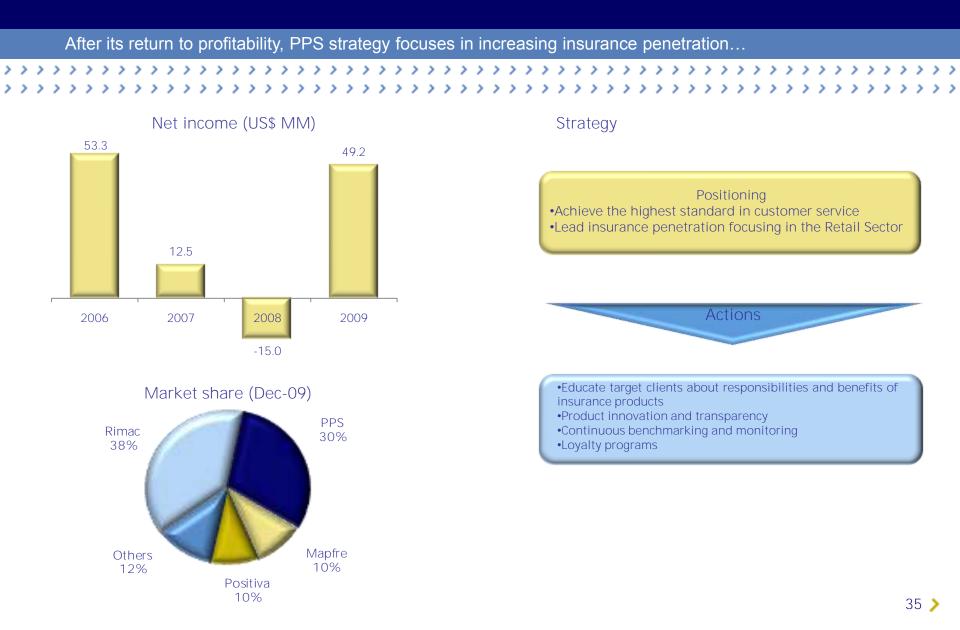




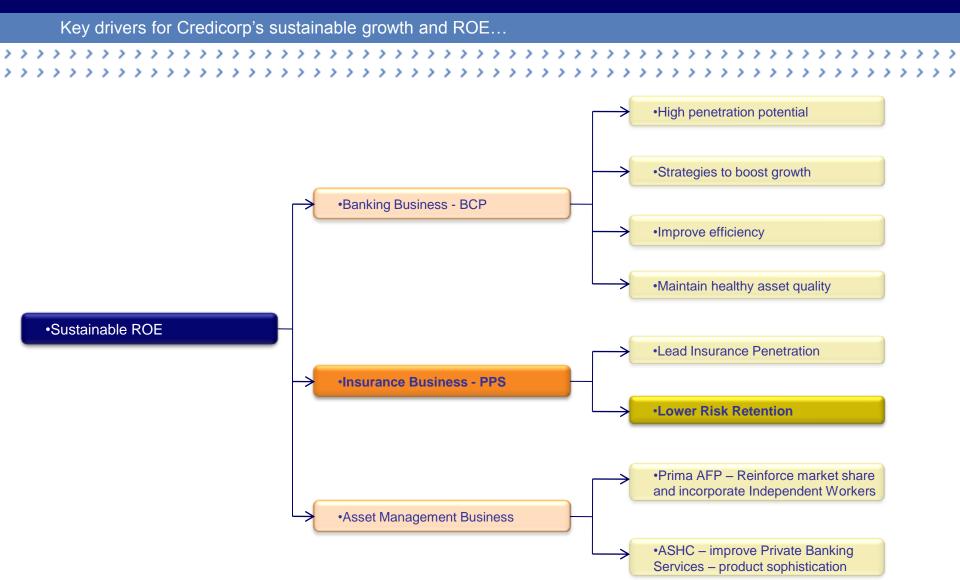


### Insurance Business – Pacifico Peruano Suiza







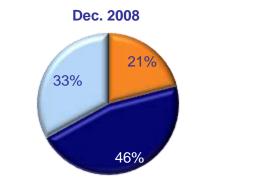


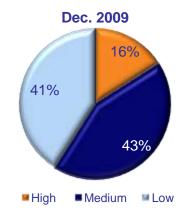
### Insurance Business – Pacifico Peruano Suiza

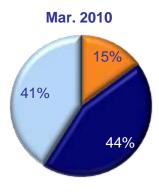




Fire portfolio profile by type of risk (Retained insurance amounts)





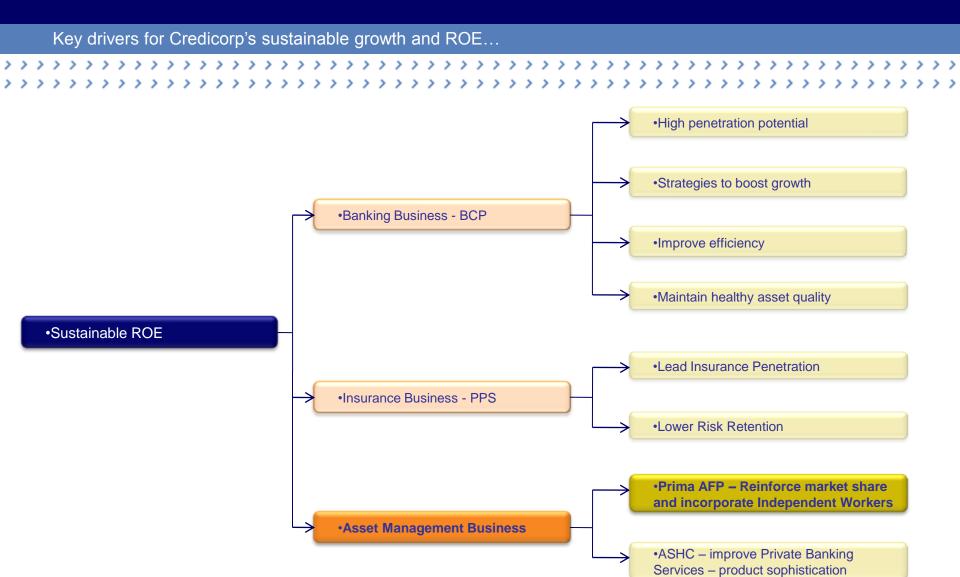


#### **Business lines growth (US\$ million of premiums)**



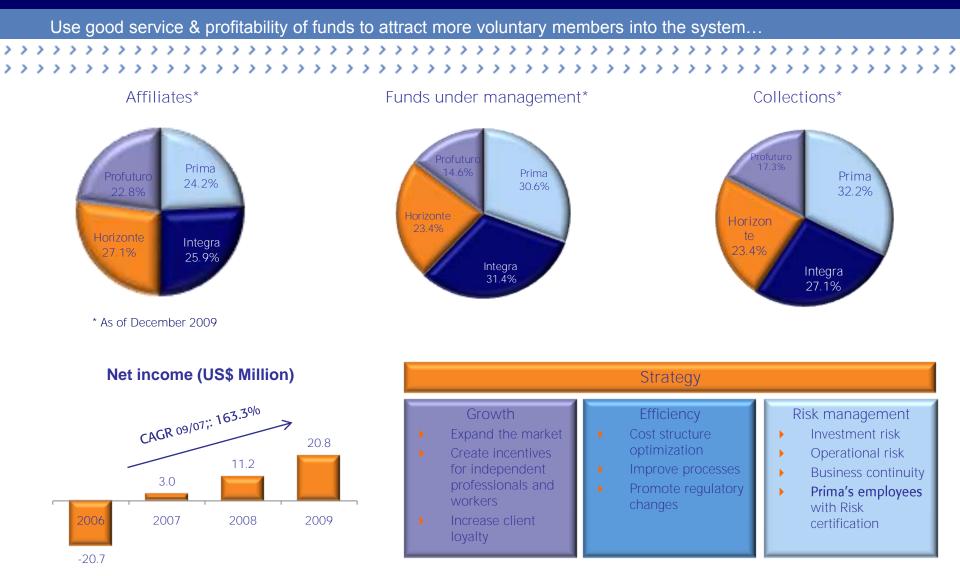
### Our Goal: Sustainable ROE





### Asset Management Business – Prima AFP



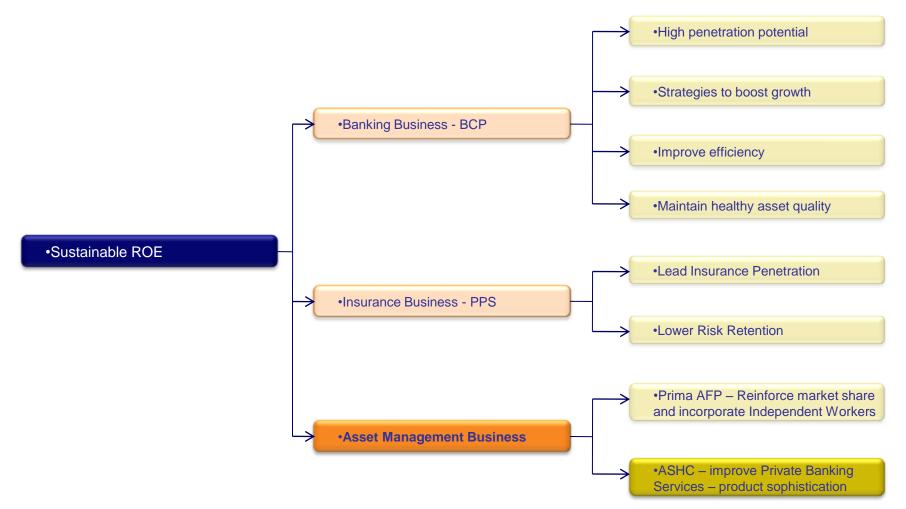


### Our Goal: Sustainable ROE





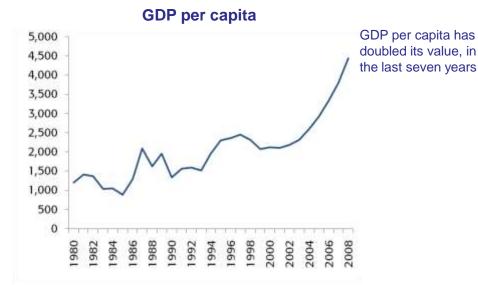




### Asset Management Business - ASHC



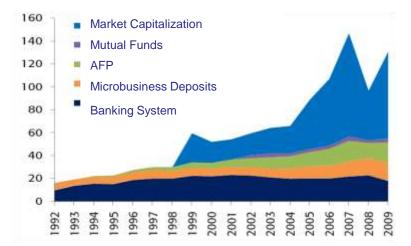
Seek to capture increasing wealth that requires asset management products and services.



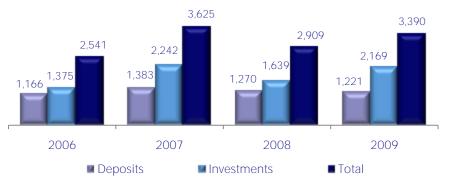
#### **Strategies**

- •Establishing best practices and fee structure according to international standards
- Improving processes and technology
- •Efficient risk management with high standard due diligence
- Designing more innovative and attractive products

#### Savings – financial system, AFP, mutual funds, and stock market (% GDP)



#### AuM & Deposits (US\$ Million)





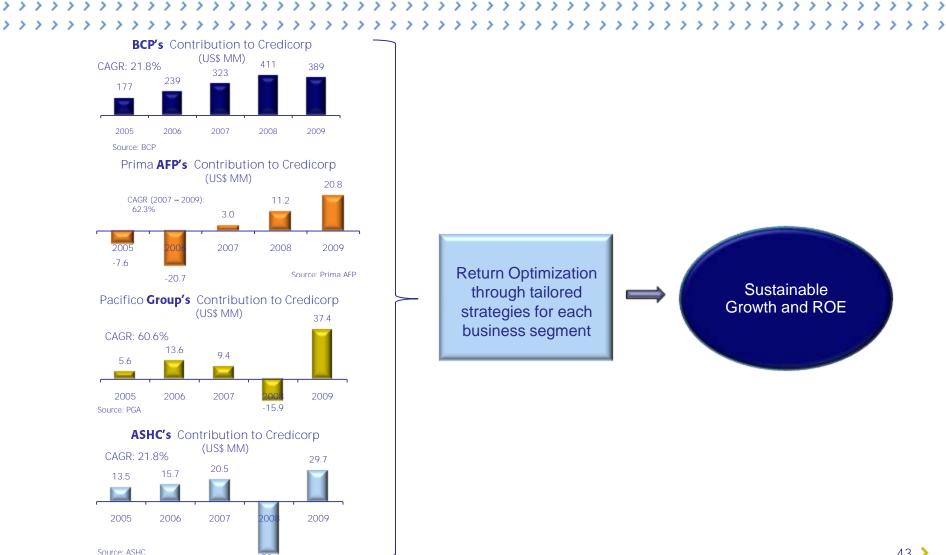
# Agenda

Macroeconomic Environment Credicorp Summary

### Credicorp : moving towards healthy growth



Strategies of the different subs aligned to focus on achieving sustainable growth and profitability...





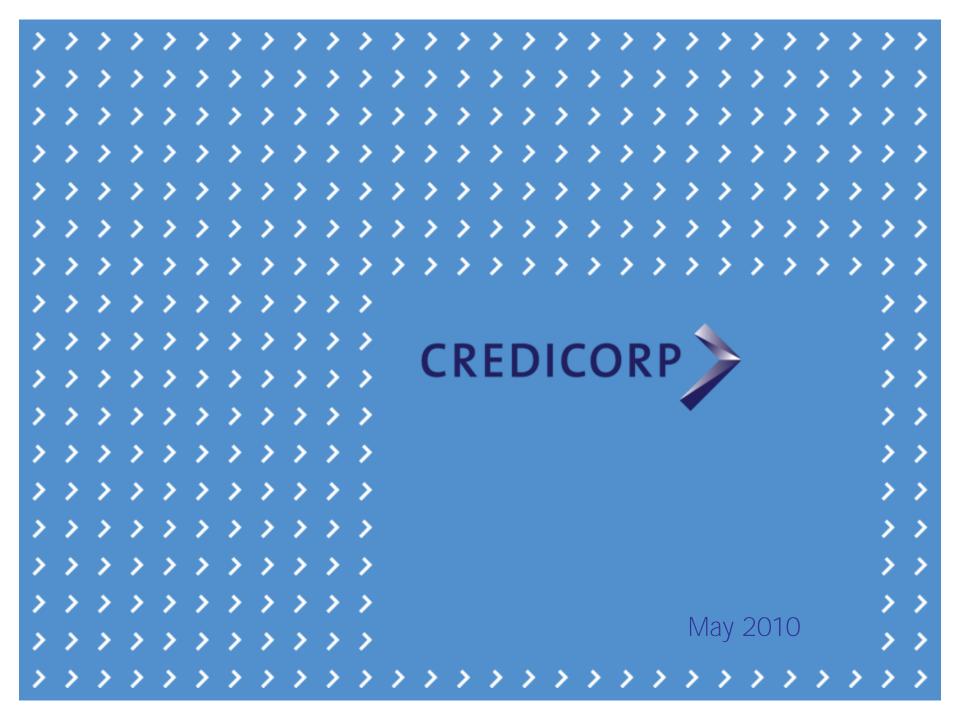
Safe Harbor for Forward-Looking Statements

#### 

This material includes **"forward**-looking **statements"** within the meaning of Section 21E of the Securities Exchange Act of 1934. All statement other than statements of historical information provided herein are forward-looking and may contain information about financial results, economic conditions, trends and known uncertainties.

The Company cautions readers that actual results could differ materially from those expected by the Company, depending on the outcome of certain factors, including, without limitation: (1) adverse changes in the Peruvian economy with respect to the rates of inflation, economic growth, currency devaluation, and other factors, (2) adverse changes in the Peruvian political situation, including, without limitation, the reversal of market-oriented reforms and economic recovery measures, or the failure of such measures and reforms to achieve their goals, and (3) adverse changes in the markets in which the Company operates, including increased competition, decreased demand for financial services, and other factors. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof.

The Company undertakes no obligation to release publicly the result of any revisions to these forward-looking statements which may be made to reflect events or circumstances after the date hereof, including, without limitation, changes in the **Company's** business strategy or planned capital expenditures, or to reflect the occurrence of unanticipated events.





#### 1Q10 results continue in line with growth expectations...

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Summary of Results (US\$MM)	1Q09	4009	1Q10	QoQ	2008	2009	2009 / 2008
Net Interest Income	205.9	238.0	245.6	3.2%	822.9	891.9	8.4%
Total provisions, net of recoveries	(26.4)	(44.0)	(43.2)	-2.0%	(47.8)	(163.4)	241.8%
Non financial income	173.7	174.1	167.8	-3.6%	592.5	690.7	16.6%
Insurance premiums and claims	28.5	45.0	32.5	-27.9%	52.0	138.2	165.8%
Operating expenses	(221.2)	(260.1)	(237.7)	-8.6%	(810.5)	(898.6)	10.9%
Income before non-recuring items, translation results, employees' profit sharing and income taxes	160.4	153.0	165.0	7.8%	609.1	658.8	8.2%
Translation result	(4.7)	1.1	12.1	1021.8%	(17.7)	12.4	-170.1%
Employees' profit sharing and income taxes	(38.2)	(21.1)	(44.9)	112.7%	(124.4)	(156.9)	26.1%
Net income	117.5	133.0	132.2	-0.6%	373.3	504.4	35.1%
Minority interest	(6.9)	(10.7)	(8.2)	-22.9%	(15.6)	(34.7)	122.4%
NET INCOME ATTRIBUTED TO CREDICORP	110.6	122.3	123.9	1.3%	357.8	469.8	31.3%
EPS (US\$)	1.39	1.53	1.55	1.3%	4.49	5.89	31.2%
ROAE (%)	26.35%	22.00%	21.50%		22.30%	24.10%	
Total Assets	21,072	22,028	23,481	6.6%	21,063	22,028	4.6%
Total Loans	10,120	11,586	11,923	2.9%	10,546	11,586	9.9%



			С	)pe	era	ati	ng	ı ir	nco	on	ne	e U	ıр	13	3.2	2%	, I	bu	it r	าe	t i	nc	or	ne	e d	ro	ps	5.	1%	%	vs	. 4	Q	dı	le	to	u	ne	vei	n t	ax	ра	ayı	me	ent	s.											
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Key Income Figures for BCP (US\$MM)	1Q09	4Q09	1Q10	QoQ	2008	2009	2009 / 2008
Net Interest Income	186.2	211.2	219.2	3.8%	728.6	798.2	9.6%
Interest and dividend income	302.4	301.3	305.9	1.5%	1,266.0	1,204.9	-4.8%
Interest expense	(116.2)	(90.1)	(86.7)	-3.7%	-537.4	-406.7	-24.3%
Provisions, net	(27.2)	(44.9)	(43.4)	-3.2%	(51.3)	(165.1)	221.8%
Non interest income	148.2	145.0	137.8	-4.9%	501.7	577.9	15.2%
Banking services commissions	77.6	109.5	107.2	-2.1%	336.8	368.1	9.3%
Net gain on FX	20.3	23.4	25.5	9.0%	109.0	93.5	-14.2%
Other	50.4	12.0	5.1	-57.4%	55.8	116.4	108.6%
Operating expenses	(173.1)	(198.0)	(185.3)	-6.4%	(618.2)	(692.4)	12.0%
Net income before worker's profit sharing and income taxes	134.1	113.3	128.2	13.2%	560.8	518.6	-7.5%
Employees' profit sharing and Minority interest	-4.1	-2.4	-5.1	115.8%	-17.0	-17.7	4.1%
Income taxes	(25.8)	(16.2)	(32.9)	103.6%	(108.0)	(111.4)	3.1%
Translation results	(4.3)	12.6	11.7	-7.4%	(12.2)	7.8	-163.9%
Net Income	100.0	107.4	101.9	-5.1%	423.5	397.4	-6.2%
Contribution to Credicorp	98.9	104.5	99.3	-5.0%	410.9	388.5	-5.5%
Total Assets	18,524	19,563	20,654	5.6%	18,507	19,563	5.7%
Total Loans	10,031	11,577	11,853	2.4%	10,445	11,577	10.8%

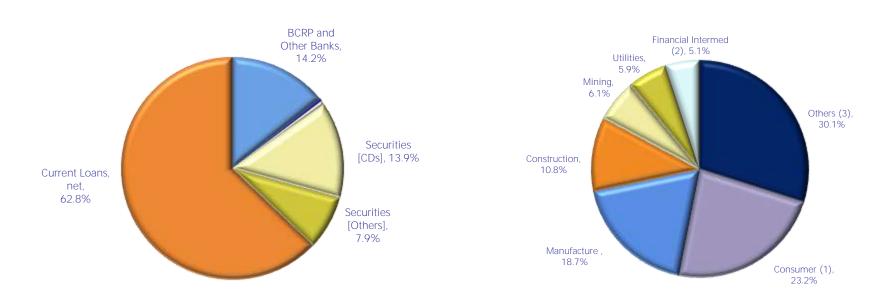
### Banking Business – Interest Earning Assets





#### Interest Earnings Assets (Mar. 10)

#### Loans by economic sector (Mar. 10)



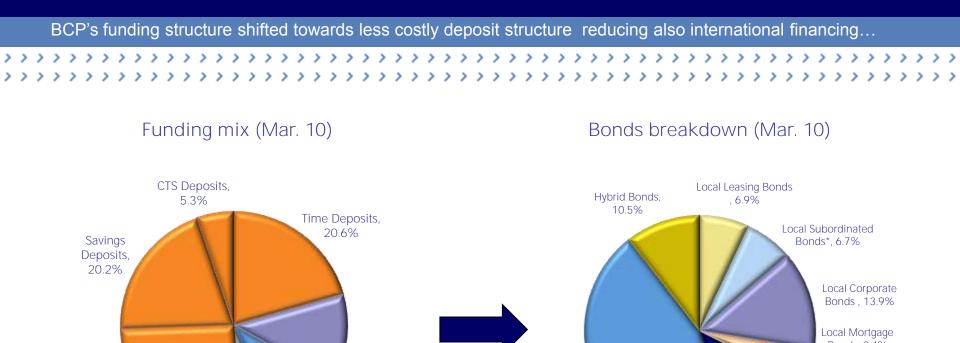
(1) Consumer includes typical consumer loans, mortgage and credit card.

(2) Includes Banks, Insurance companies and Pension fund managers.

(3) Includes education, public management, international organizations, social service, others.

### **Banking Business – Funding Mix**

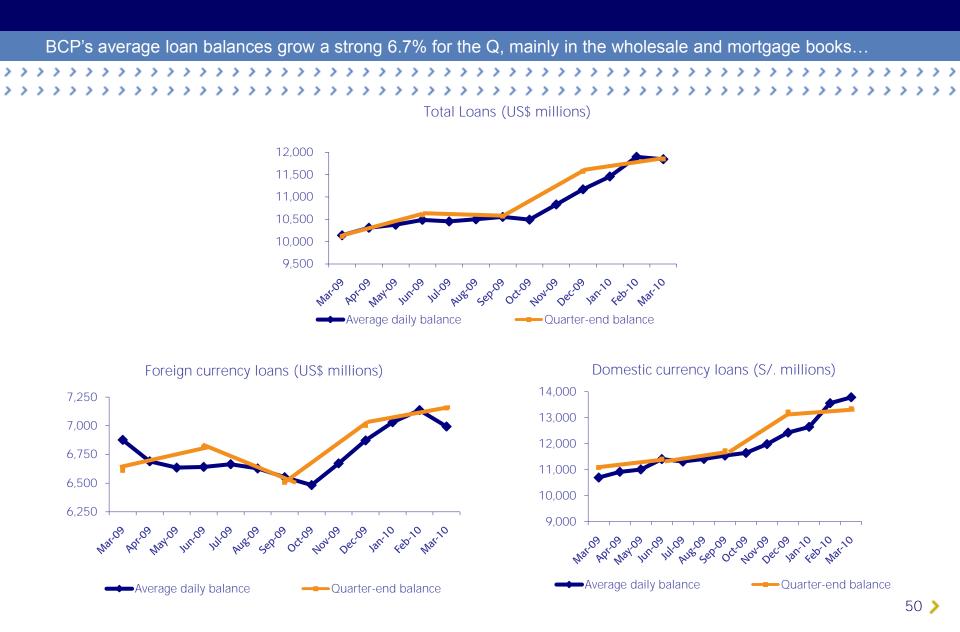




Bonds. 0.4% Bonds, 12.6% Foreign Corporate Bonds. 4.5% Demand Foreign Due to banks, Deposits, Remmitances 9.6% Foreign Securitization, 44.8% 25.9% Subordinated Other liabilities, Bonds\*\*, 12.2% 5.8% \* Local bonds issued in local currency: 60.6% Cost of deposits: 72% funded by deposits \*\* Foreign bonds issued in local currency: 26.3% Dic-09: 2.16% Mar-10: 1.98%

### Banking Business – Loan Portfolio



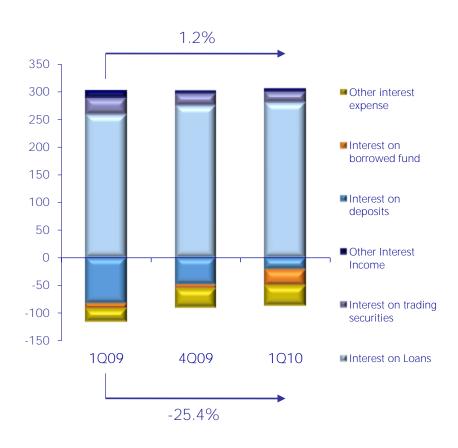


### **Banking Business – Margins**

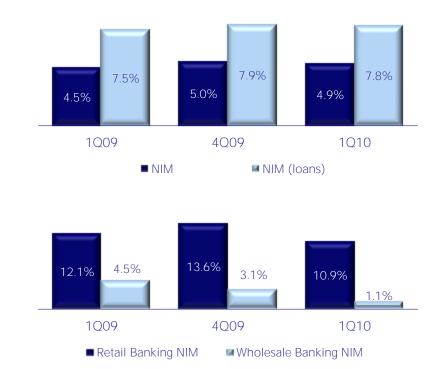




### YTD Net Interest Income (US\$ MM)



#### **Net Interest Margin**

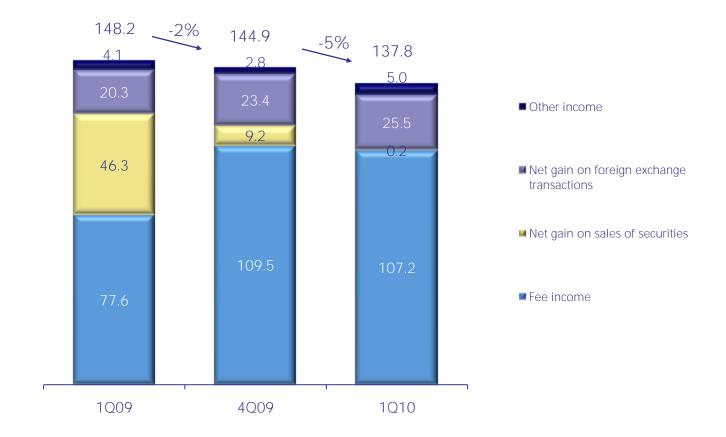


### Banking Business – Non Financial Income





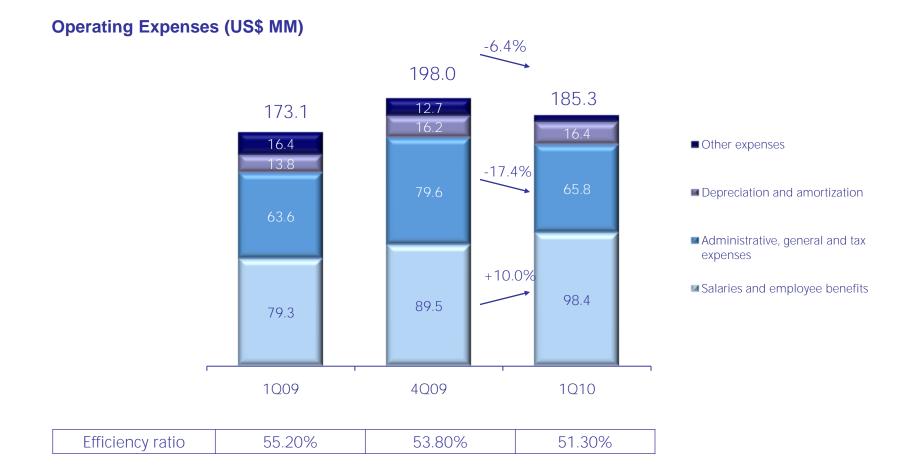
### Non Financial Income (US\$ millions)



### Banking Business – Operating Expenses







### Banking Business – Loan book quality

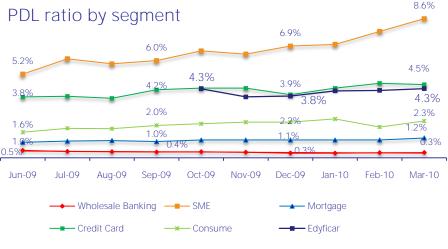


#### Further loan book deterioration was mainly reported in the SME segment ...

#### 

#### PDL and reserves

	1009	4009	1Q10
Past due loans as a percentage of total loans	1.16%	1.59%	1.81%
Reserves for loan losses as a percentage of total past due loans	206.6%	192.3%	176.9%

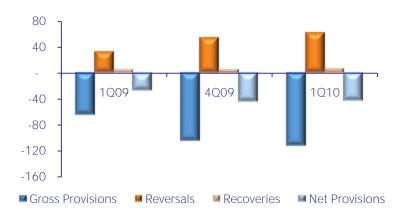


Portfolio Class*				
	4C	09	1C	10
	Total	SME**	Total	SME**
Normal	94.1%	82.4%	94.0%	78.0%
Potential Problem	3.3%	4.5%	3.2%	4.7%
Deficient	0.8%	3.1%	0.9%	5.0%
Doubtful	1.0%	4.0%	1.0%	4.7%
Loss	0.7%	6.0%	0.9%	7.6%

\*As percentage of total BCP Consolidated portfolio

\*\*Only BCP Peru

#### Total provisions





	Т	his	s ea	arr	hin	gs	CO	ont	trik	out	ior	ns	cł	nai	rt r	.et	leo	cts	th	ne	со	nti	inι	lin	g k	orc	ofit	ab	ble	0	be	rat	in	g r	es	ult	s	of	all	sι	ıbs	sid	iar	ies	S									
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#### **Earnings Contributions (US\$MM)**

	1009	4009	1Q10	QoQ	YoY	2008	2009	2009 / 2008
Banco de Crédito BCP(1)	98.9	104.5	99.3	-5.0%	0.4%	410.9	388.5	-5.4%
BCB	8.5	9.5	5.6	-41.1%	-34.1%	42.9	30.4	-29.2%
Atlantic	3.0	14.9	13.4	-10.1%	346.7%	(50.4)	29.7	-159.0%
PPS	5.2	12.4	8.5	-31.5%	-63.5%	(15.9)	37.4	-335.0%
Grupo Crédito (2)	6.9	5.5	7.9	43.6%	14.5%	18.3	26.6	45.3%
Prima	6.2	4.2	5.9	40.5%	-4.8%	11.2	20.8	85.6%
Credicorp Ltd. (3)	(3.4)	(15.0)	(5.2)	65.3%	-52.9%	(7.5)	(13.8)	83.4%
Net Income attributable to Credicorp	110.6	122.3	123.9	1.3%	12.0%	357.8	469.8	31.3%

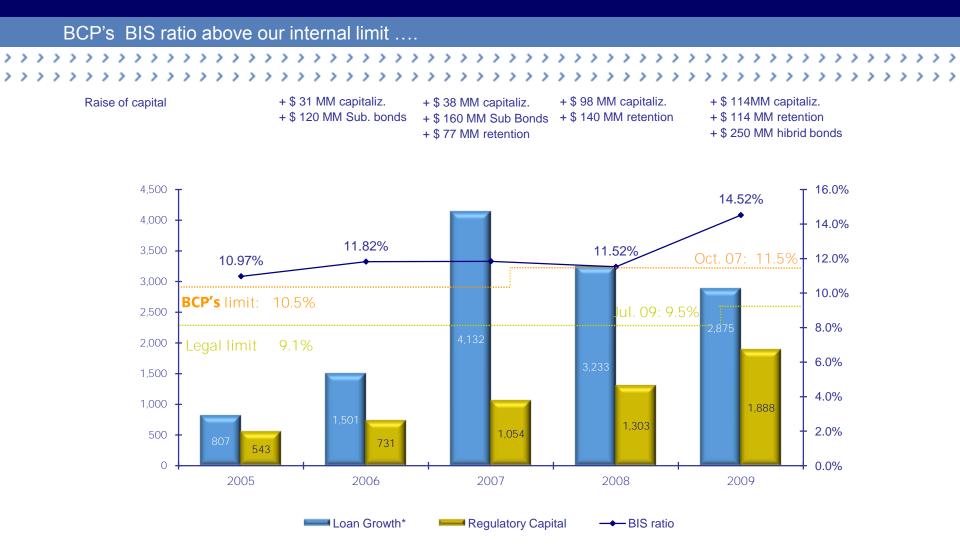
(1) Includes Banco de Credito de Bolivia

(2) Includes Grupo Crédito, Servicorp

(3) Includes taxes on BCP's and PPS's dividends, and other expenses at the holding company level

### **Banking Business – Capital**





## Micro - Lending Business – Edyficar

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Edyficar's strong presence in the mark	et, reinforces BCP's SME se	gment bu	siness		
<pre>&gt;</pre>					
	Financial Ratios	2007	2008	2009	1Q10*
	NPL ratio	2.8%	2.7%	3.9%	4.3%
	Coverage	134.0%	153.7%	154.3%	150.0%
	ROAE	33.1%	33.3%	21.6%	39.8%
	ROAA	5.5%	5.2%	3.3%	5.3%
Trained	Efficiency Ratio**	46.7%	58.4%	58.0%	43.3%
personal with specific	Net Income (US\$ thousands)	6,765	9,182	8,158	6,990
targets	Total Assets (MM US\$)	153	228	277	339
	Total Loans (MM US\$)	128	185	250	277
	Clients (thousands)	137	181	213	231
	Employees	756	960	1,319	1,524
Eduficar's	**Operating Expenses/Interest income				* IFRS
Daily Edyficar's Lower collections Business charge-o	Source: SBS (www.sbs.gob.pe)				
efforts Model		ending Ma	rket Share (	(Mar-10)	
		Edyfi			
	CN		%		
	Areq 5.د			Mi Banco,	
Personal focus				18.1%	
on new clients, increase loans	Crediscotia, – 6.1%				
and reduce PDL				DCD 15 20/	
				_BCP, 15.3%	)
	Other 40.89			Scotiabank,	
	40.07	0		9.4%	

9.4%