



Earnings Conference Call
Fourth Quarter & Full-year
2018

External Environment: most relevant topics for 4Q18 and 2018

	Tailwinds	Headwinds	Political Environment
4Q18	<ul style="list-style-type: none"> Growth expected to situate close to 5.0% YoY in 4Q18. 	<ul style="list-style-type: none"> Ongoing deceleration of global growth. 	<ul style="list-style-type: none"> Referendum in December had no material impact on the business environment.
2018	<ul style="list-style-type: none"> GDP growth estimated to reach 4.0% in 2018. <ul style="list-style-type: none"> Notable contribution of the fishing sector and public investment. Mining investment growth above 20%. Important investment announcements (Qullaveco, Minas Justa, etc). Average copper price of USD/lb. 2.96 (4-year peak). 	<ul style="list-style-type: none"> Escalation of trade tensions during 2018. Several episodes of financial volatility. Slight decrease in copper output during 2H18. Lava Jato effect on some investment projects and political uncertainty. 	<ul style="list-style-type: none"> Former President Kuczynski resigned in March 2018. President Vizcarra took office until 2021.

Chart 1: Peru – GDP and Non-primary GDP
(% change YoY) ⁽¹⁾

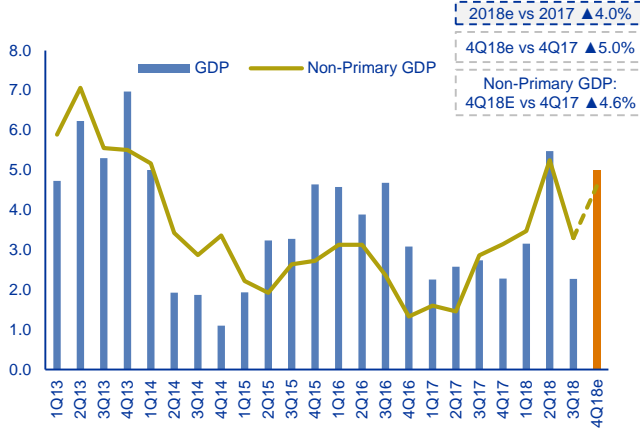


Chart 2: Peru – Domestic Demand
(% change) ⁽²⁾

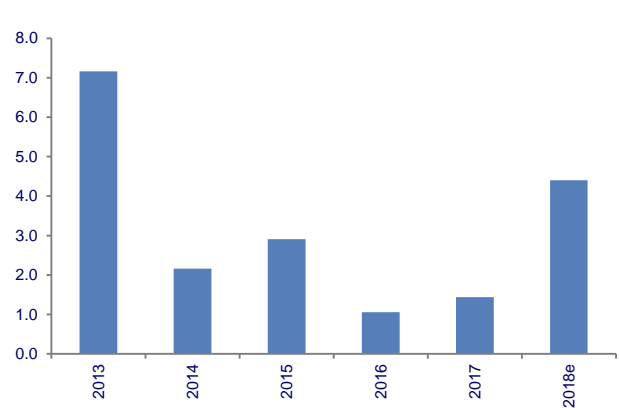


Chart 3: Interest rates

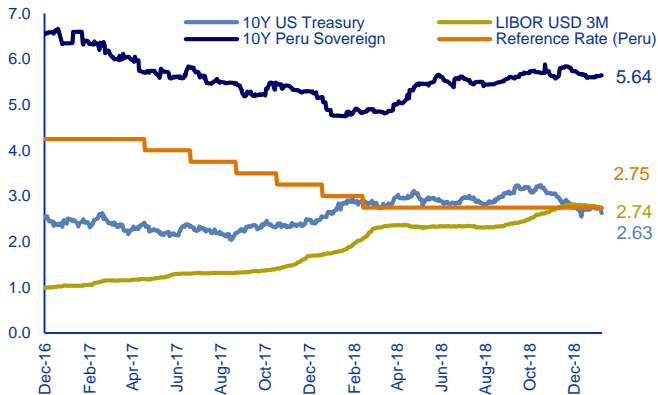
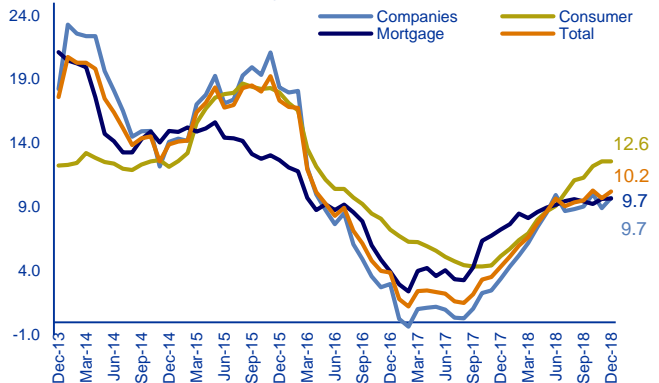


Chart 4: Peru - Banking Sector loans by type
(% change YoY, nominal) ⁽³⁾



(1) Source: BCRP, BCP – Economic Research. 4Q18 includes actual figures for October and November, and an estimate for December.

(2) Source: BCRP, BCP – Economic Research. 2018 includes actual figures for 1Q18, 2Q18 and 3Q18, and an estimate for 4Q18.

(3) Source: SBS

Universal Banking			
		Stand-alone	Bolivia
	2018 Contribution ⁽¹⁾	71.7%	1.9%
	ROAE	2017	20.3%
		2018	20.3%
<u>BCP Stand-alone:</u>			
+ Acceleration in the pace of loan-growth after low loan expansion in 2017			
+ Improvement in the cost of risk			
+ Recovery of the Risk-adjusted NIM			
- Deterioration of efficiency ratio due to the acceleration in operating-expenses growth			
<u>BCP Bolivia:</u>			
+ Loan growth and reduction in provisions			
- Increase in funding cost and operating expenses			

Microfinance			
		mibanco	encumbra
	2018 Contribution ⁽¹⁾	11.2%	0.1%
	ROAE	2017	24.4%
		2018	25.9%
+ Good loan growth even though it posted a slowdown in 3Q18			
+ Cost of risk similar to that of 2017 despite posting a deterioration in 2Q18 and 3Q18			
+ Improvement in the funding structure			
+ Improvement in operating efficiency, but operating expenses started increasing in 4Q18 as we built capabilities to sustain business growth			
- Downward pressure on margins due to competition			

Insurance & Pension Funds			
		pacifico	PRIMA ^{AFP}
	2018 Contribution ⁽¹⁾	8.8%	3.5%
	ROAE	2017	12.5% ⁽²⁾
		2018	12.9% ⁽²⁾
<u>Pacifico:</u>			
+ Net earned premiums and total underwriting result increased in the Life insurance business.			
+ Health insurance and medical services continue to improve.			
- Higher growth in Net Claims and in the acquisition cost than in net earned premiums in the P&C business			
<u>Prima AFP:</u>			
+ Improvement in operating efficiency.			
- Tender of new affiliates was not awarded to Prima			

Investment Banking & Wealth Management			
		CREDICORP capital	ASB
	2018 Contribution ⁽¹⁾	0.9%	2.8%
	ROAE	2017	8.9%
		2018	4.6%
+ Wealth Management income grew in Peru and Chile, offsetting a decrease in income in Colombia.			
+ Total expenses remained stable, although the cost-to-income ratio deteriorated due to a decrease in total income.			
- Impairment of S/ 38 million in Goodwill at Credicorp Capital Chile mainly due to an adjustment in the discount rate.			
- Decrease in the mark-to-market of proprietary investments, mainly due to the increase in interest rates.			

(1) Contribution calculated with Credicorp's Net income, which includes Others (Grupo Credito, Atlantic Security Holding Corporation and others Holdings of Credicorp Ltd).

(2) Figures include unrealized gains that are considered in Pacifico's Net Equity from the investment portfolio of Pacifico Vida. ROAE excluding such unrealized gains was 15.8% in 2017 and 16.0% in 2018.

			QoQ	YoY
Profitability	Net income:	S/ 957 million	▼ 5.4%	▼ 10.0%
	ROAE:	16.3%	▼ 170 bps	▼ 320 bps
	ROAA:	2.2%	▼ 20 bps	▼ 20 bps
Loan portfolio	Quarter-end balances:	S/ 110.8 billion	▲ 5.5%	▲ 10.2%
	Average daily balances:	S/ 108.2 billion	▲ 3.7%	▲ 10.8%
	Net provisions for loan losses:	S/ 408.0 million	▼ 7.2%	▼ 7.5%
	Cost of risk:	1.47%	▼ 20 bps	▼ 29 bps
NII & NIM	Net interest income	S/ 2,244 million	▲ 4.9%	▲ 8.6%
	NIM	5.63%	▲ 11 bps	▲ 35 bps
	Risk-adjusted NIM	4.60%	▲ 22 bps	▲ 45 bps
Efficiency	Efficiency ratio	43.7%	▲ 190 bps	▲ 30 bps
Capital (BCP Stand-alone)	BIS ratio:	14.17%	▼ 77 bps	▼ 86 bps
	Tier 1 ratio:	10.28%	▼ 68 bps	▼ 56 bps
	CET1 ratio:	11.55%	▼ 6 bps	▼ 28 bps

2018 vs. 2017

Profitability

Net income:	S/ 3,984 million	▼	-2.6%
ROAE:	17.5%	▼	230 bps
ROAA:	2.3%	▼	20 bps

Loan portfolio

Quarter-end balances:	S/ 110.8 billion	▲	10.2%
Average daily balances:	S/ 103.9 billion	▲	9.2%
Net provisions for loan losses:	S/ 1,531.7 million	▼	14.4%
Cost of risk:	1.38%	▼	40 bps

NII & NIM

Net interest income	S/ 8,489.1 million	▲	5.2%
NIM	5.26%	▼	2 bps
Risk-adjusted NIM	4.31%	▲	20 bps

Efficiency

Efficiency ratio	44.1%	▲	40 bps
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Capital
(BCP Stand-alone)

BIS ratio:	14.17%	▼	86 bps
Tier 1 ratio:	10.28%	▼	56 bps
CET1 ratio:	11.55%	▼	28 bps

Chart 1: Interest-Earning Assets

(S/ billion – quarter-end balances)

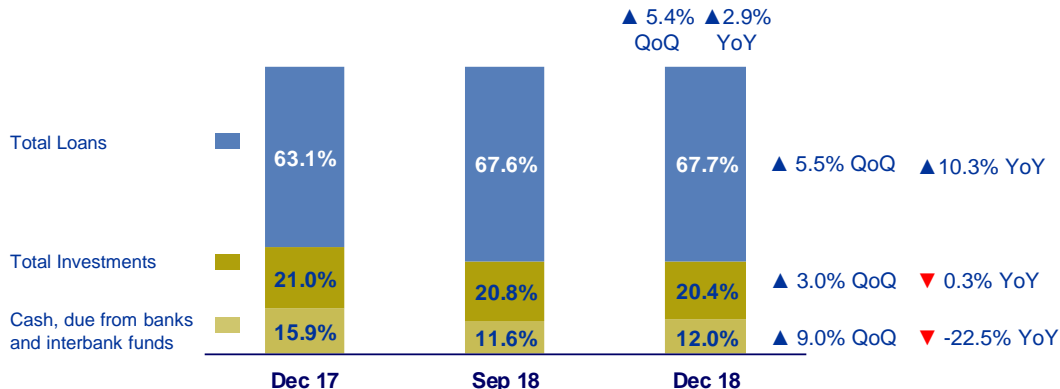


Chart 2: Loan portfolio in average daily balances

(volume growth in S/ million)

2018 vs. 2017 growth: 8,754 (9.2%)



Chart 3: Loan evolution by currency

(average daily balances)

Dec 18	% change		
	QoQ	YoY	YTD
LC loans	3.8%	10.7%	9.5%
FC loans	0.9%	6.6%	7.5%
Total Loans	3.7%	10.8%	9.2%

Chart 1: Evolution of Funding Structure
(S/ billion- quarter-end balances)

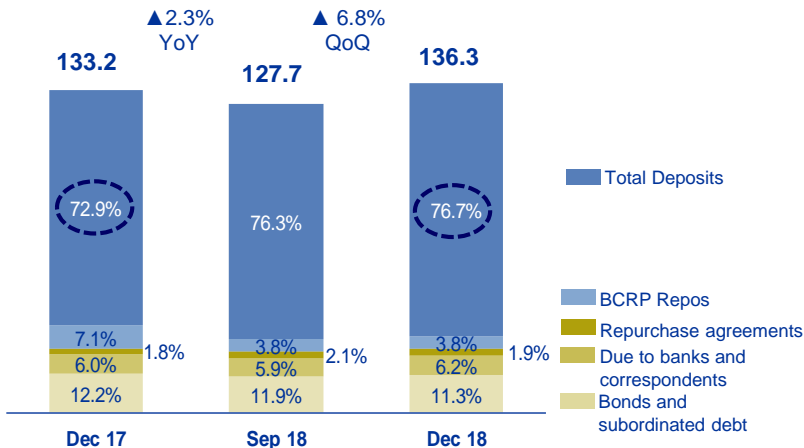


Chart 2: Deposits by type
(S/ billion- quarter-end balances)

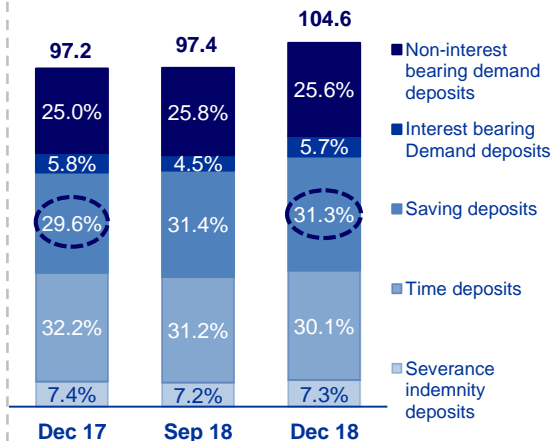
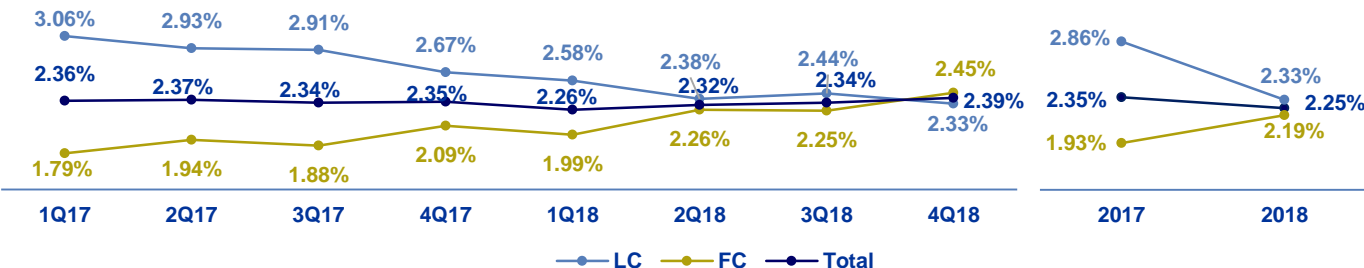


Chart 3: Funding Cost – Credicorp⁽¹⁾



(1) Local currency (LC) only includes Soles and Foreign currency includes mainly US\$, which represents 85% of total FC.

Net Interest Income (S/ million)	4Q17	3Q18	4Q18	QoQ	YoY	2017	2018	2018/2017
		2,066	2,139	2,244	4.9%	8.6%	8,072	8,489

Chart 1: Interest Income in LC

(S/ Million)

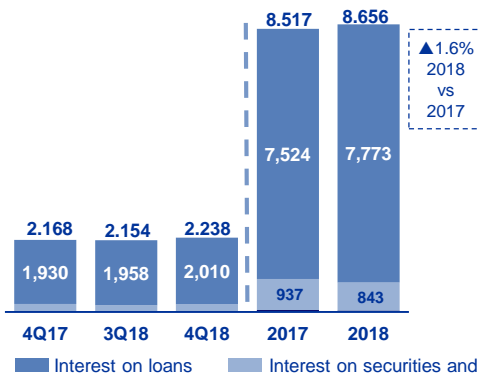
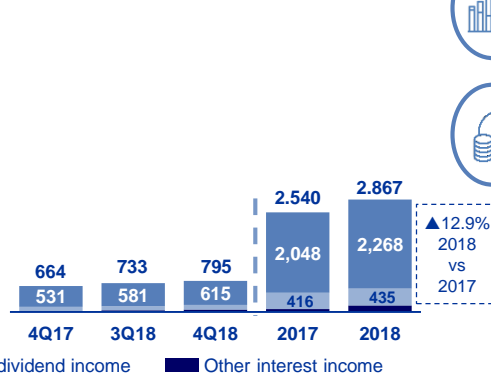


Chart 2: Interest Income in FC

(S/ Million)



NII generation was favored by loan expansion

Interest income on loans expanded in LC & FC

Chart 3: Interest Expenses in LC

(S/ Million)

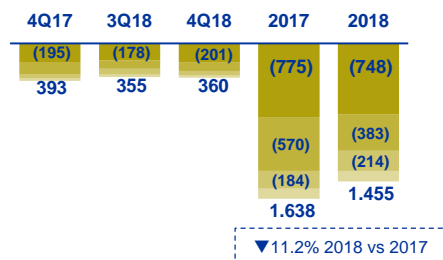
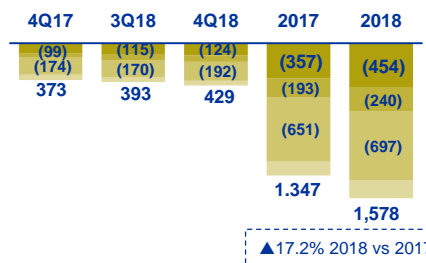


Chart 4: Interest Expenses in FC

(S/ Million)



More favorable funding structure due to the increase in the share of deposits in total funding

Increase in interest expense on deposits due to growth in volumes and in interest rates

■ Interest on deposits ■ Interest on bonds and subordinated notes
■ Interest on borrowed funds ■ Other interest expense

Chart 1: Evolution of Cost of Risk 4Q18 vs 3Q18

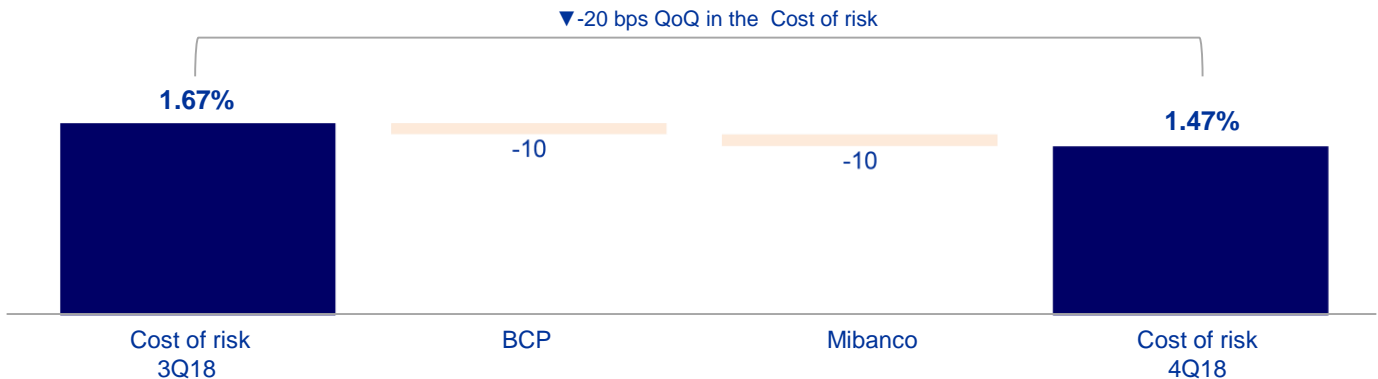
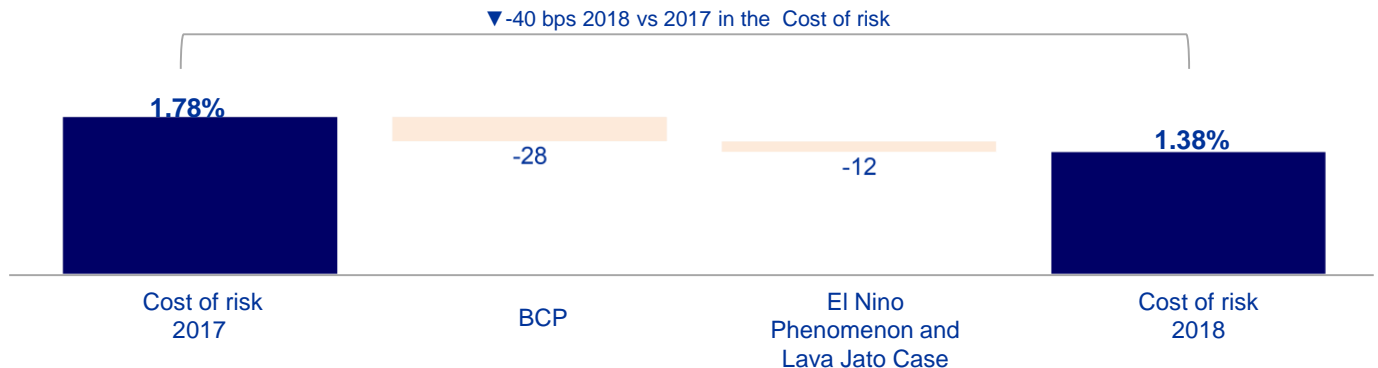


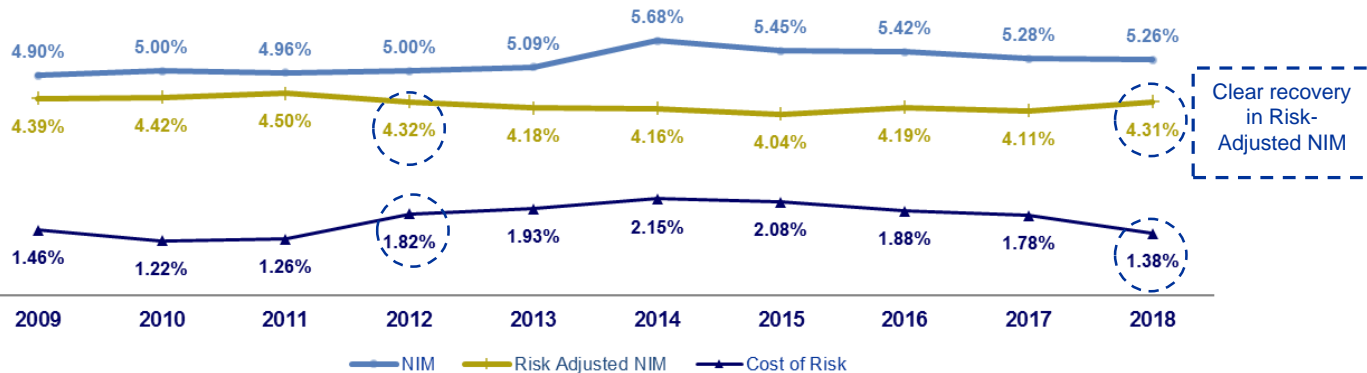
Chart 2: Evolution of Cost of Risk 2018 vs 2017



(1) On January 1, 2018, Credicorp adopted the IFRS9 methodology to calculate provisions requirements of Credicorp.

(2) Cost of risk = Annualized provisions for loan losses net of recoveries / Total loans.

Annual evolution



2018

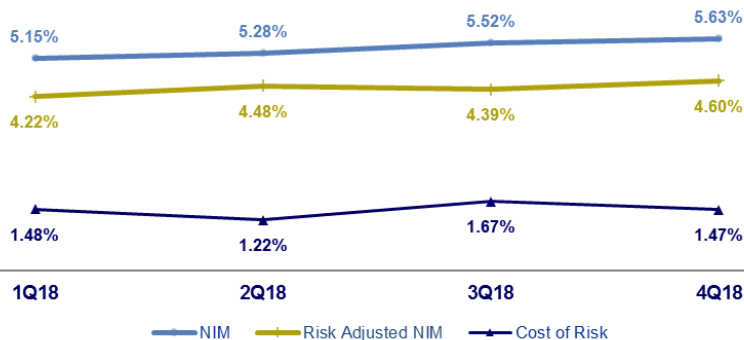


Chart 1: Non-financial income evolution (S/ million)

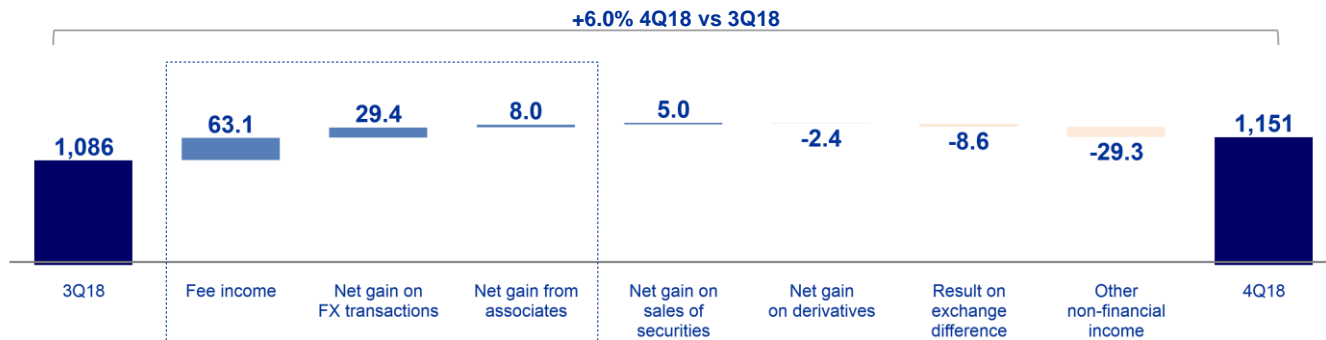
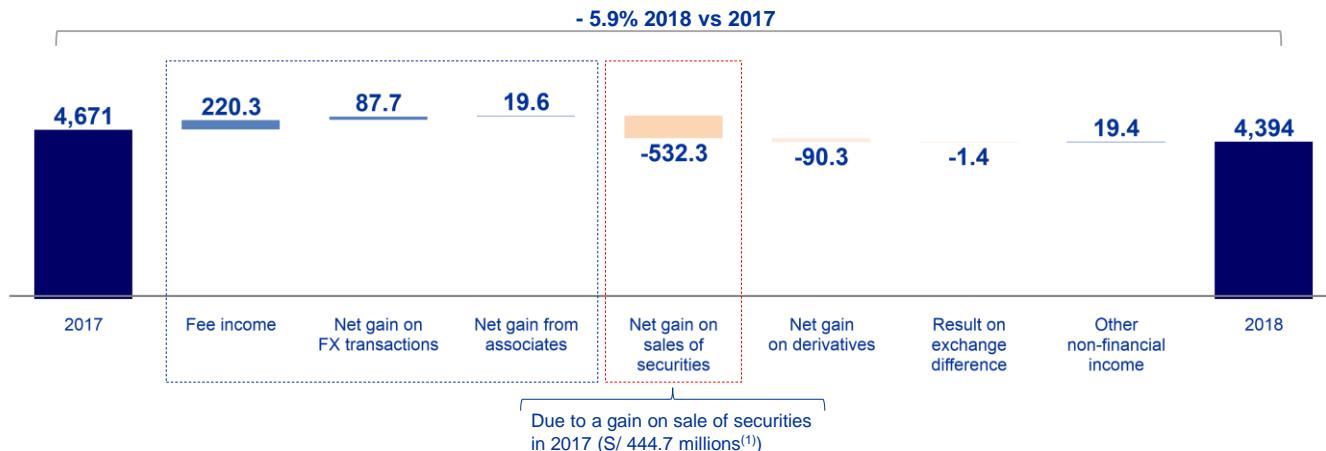
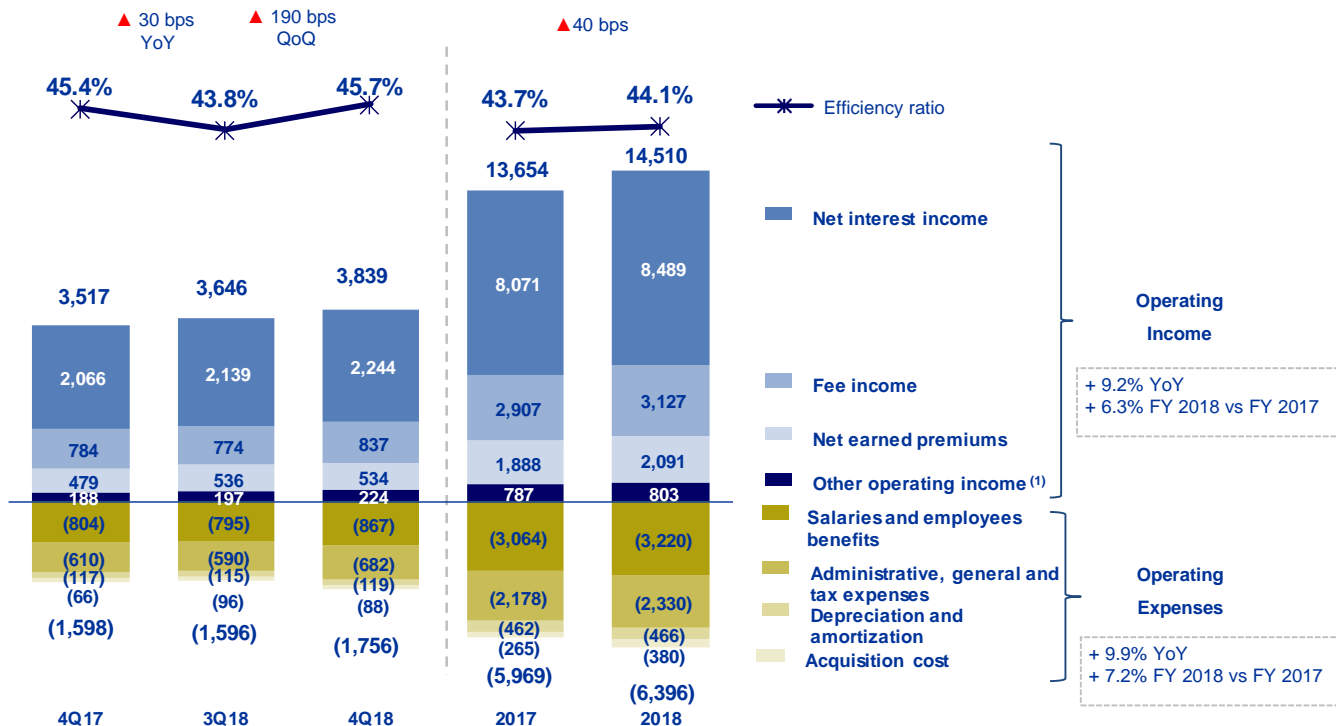


Chart 2: Non-financial income full-year evolution (S/ million)



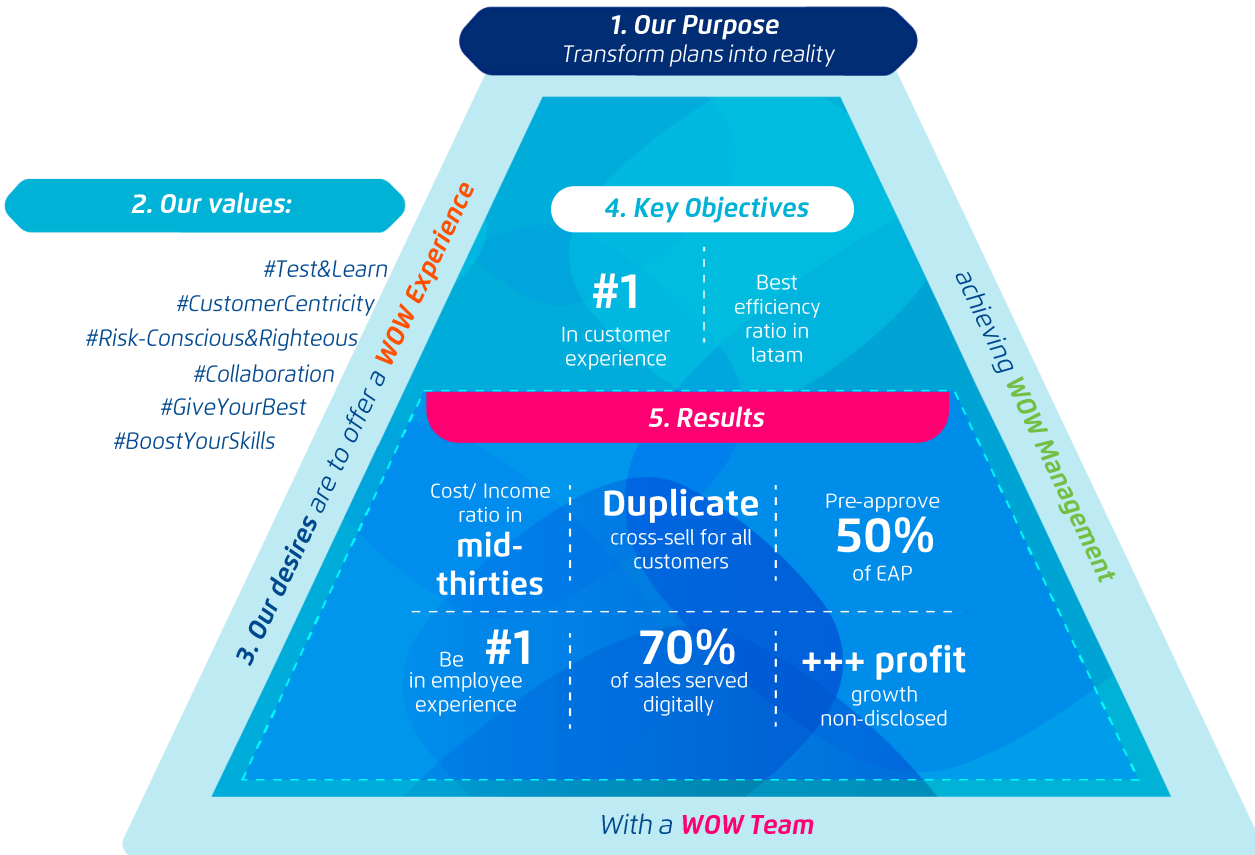
(1) Sale of BCI shares = S/ 281 million and ENEL shares = S/ 163.7 million.

Operating Income and Expenses (S/ Million)



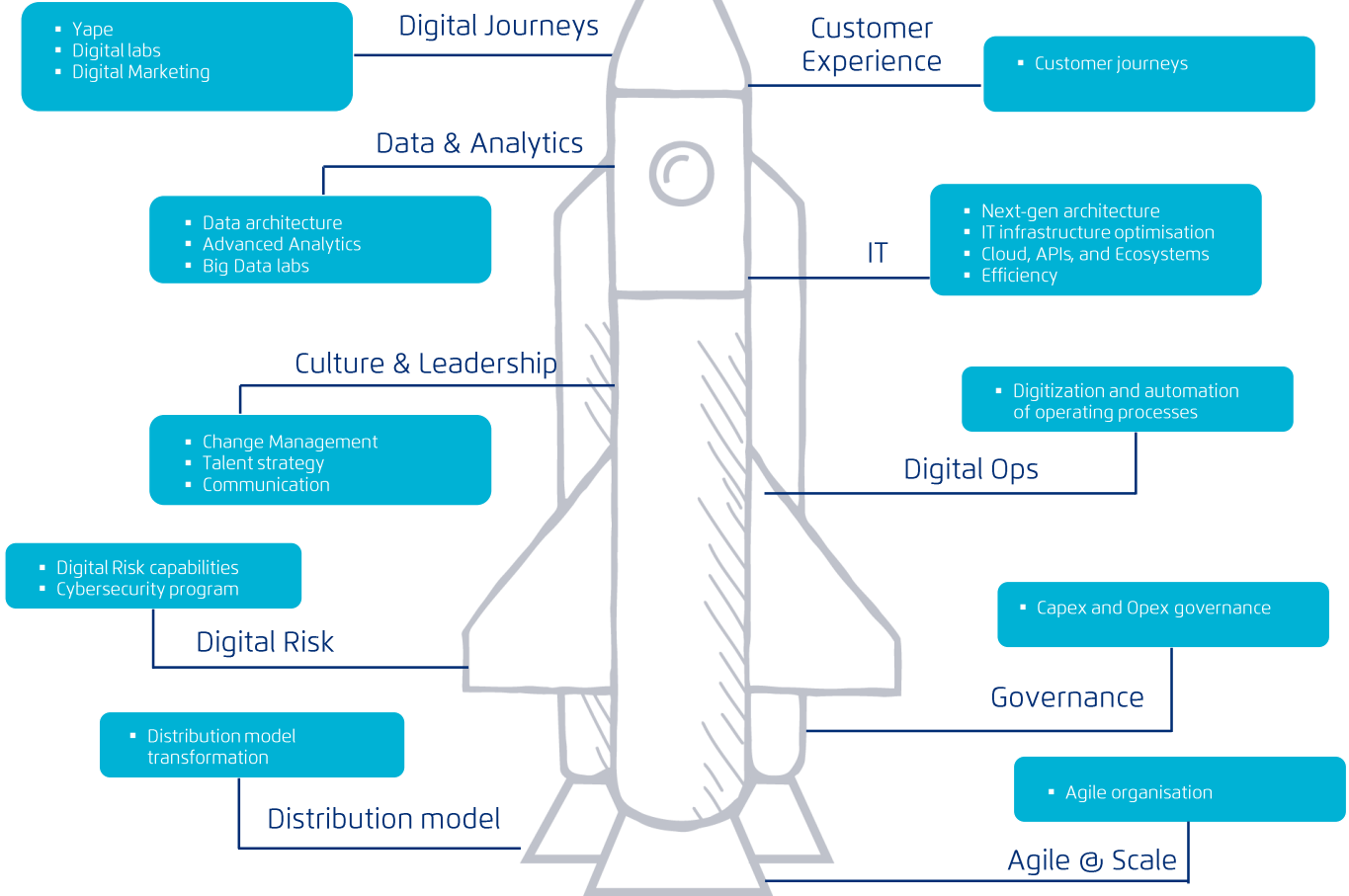
(1) Other operating income includes: Net gain on foreign exchange transactions, Net gain from associates, Net gain on derivatives and Result on Exchange difference.

BCP's north stars for 2021





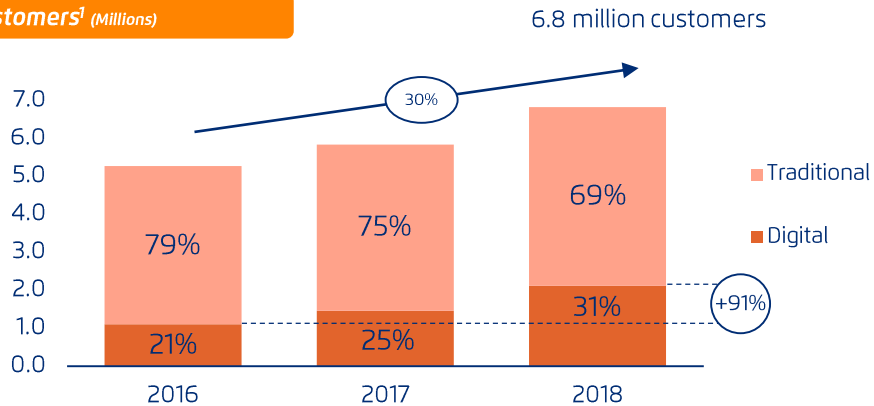
Transformation program current scope



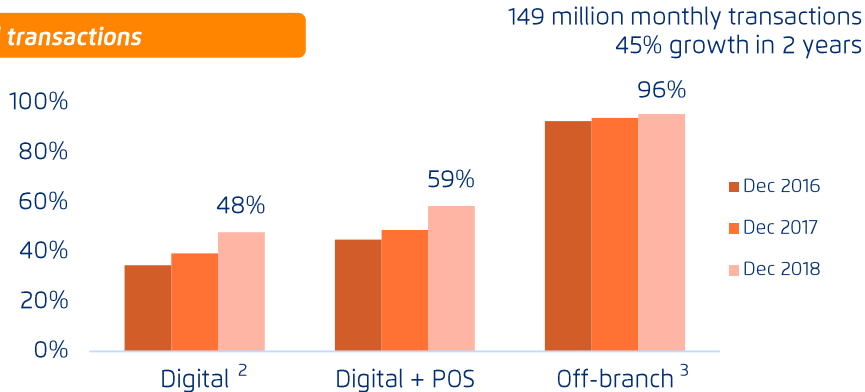
Key results



Digital Customers¹ (Millions)



Digital transactions



¹ Customers who buy online or make 50% of their monetary transactions online or 50% of their non-monetary transactions online

² Digital: Mobile and Internet banking

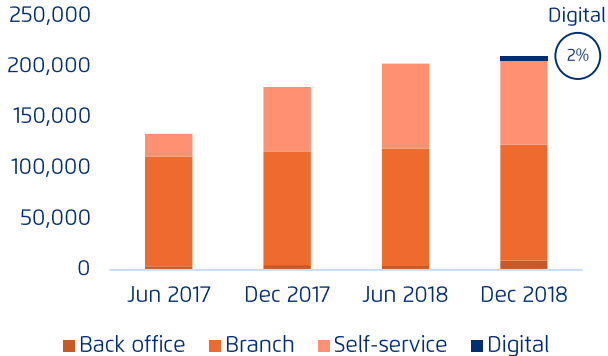
³ Off-branch: Mobile, internet, POS, Call center, ATM, Kiosk, Office banking.

Digital sales

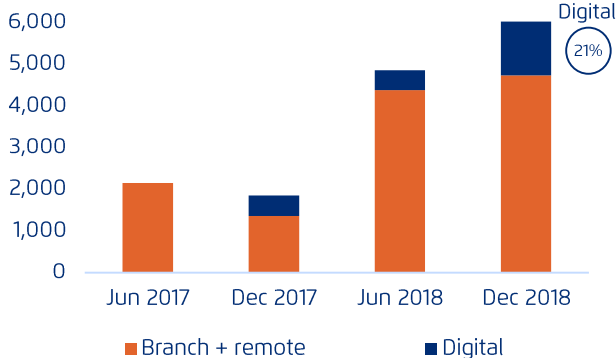


Deposits (in units)

Saving account openings

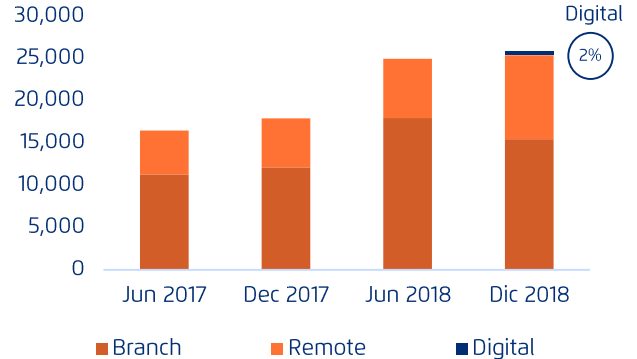


Time deposits

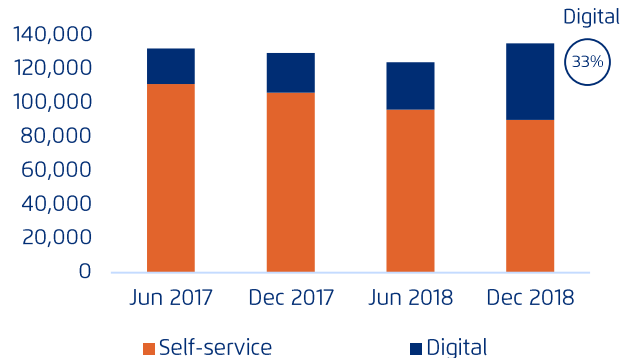


Loan portfolio (in units)

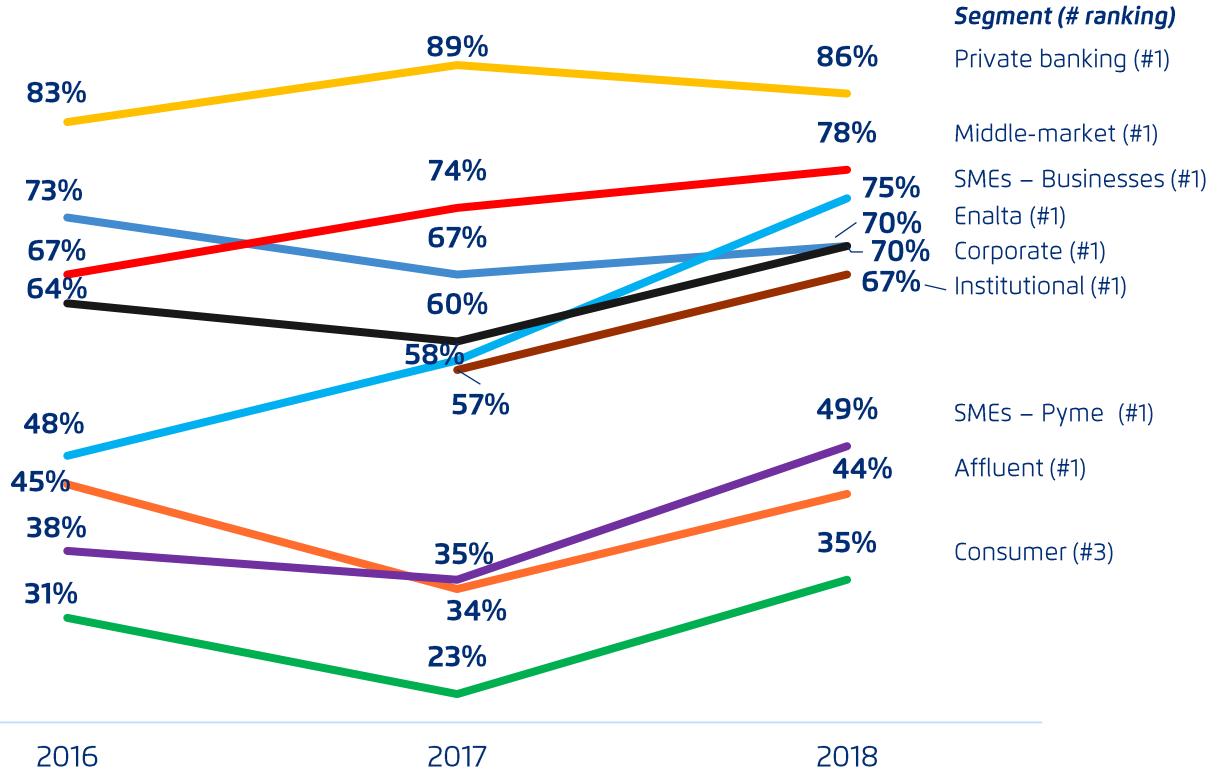
Credit card applications



Payroll advances



Customer satisfaction



Macroeconomic indicators	2019 FY Guidance
Real GDP growth % ⁽¹⁾	≈3.7%
Domestic demand real growth% ⁽¹⁾	≈3.8%
Private investment growth % ⁽¹⁾	≈5.4%
BCRP reference rate year-end	3.25%
Inflation % ⁽¹⁾	2.5%
Exchange rate Year-end	≈3.35% - 3.40

Credicorp	2019 FY Guidance	2018 FY Results
Loan growth (average daily balances)	8% - 10%	9.2%
Cost of Risk	1.3% - 1.5%	1.38%
NIM	5.4% - 5.7%	5.26%
Risk-adjusted NIM	4.4% - 4.7%	4.36%
Efficiency ratio	Stable (Full year 2018: 44.1%)	44.1%
BCP Stand-alone CET1	No less than 11% every 1Q (quarter in which we reflect the declaration of dividends each year).	11.55%
ROAE	17.5% - 18.5%	17.5%
Sustainable ROAE	≈19.00%	N.A.

This material includes “forward-looking statements” within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical information provided herein are forward-looking and may contain information about financial results, economic conditions, trends and known uncertainties. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the Company’s current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions.

Forward-looking statements can be identified by words such as: “anticipate”, “intend”, “plan”, “goal”, “seek”, “believe”, “project”, “estimate”, “expect”, “strategy”, “future”, “likely”, “may”, “should”, “will” and similar references to future periods. Examples of forward-looking statements include, among others, statements or estimates we make regarding guidance relating to Return on Average Equity, Sustainable Return on Average Equity, Cost of Risk, Loan growth, Efficiency ratio, BCP Stand-alone Common Equity Tier 1 Capital ratio and Net Interest Margin, current or future volatility in the credit markets and future market conditions, expected macroeconomic conditions, our belief that we have sufficient liquidity to fund our business operations during the next year, expectations of the effect on our financial condition of claims, litigation, environmental costs, contingent liabilities and governmental and regulatory investigations and proceedings, strategy for customer retention, growth, product development, market position, financial results and reserves and strategy for risk management.

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. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements.

Any forward-looking statement made in this material is based only on information currently available to the Company and speaks only as of the date on which it is made. 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.



Appendix
Earnings Conference Call
Fourth Quarter 2018

Chart 1: Evolution of Delinquency ratios

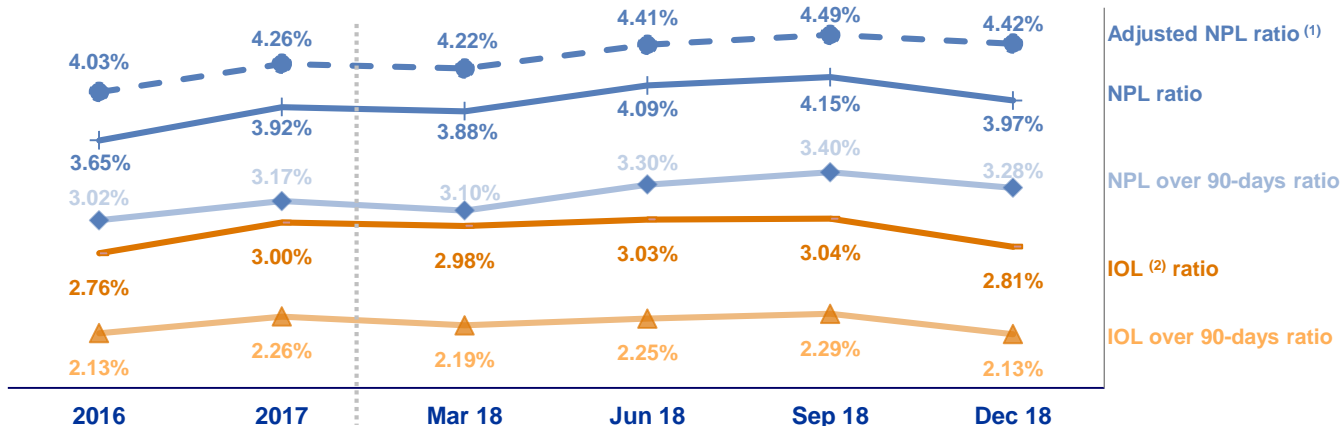
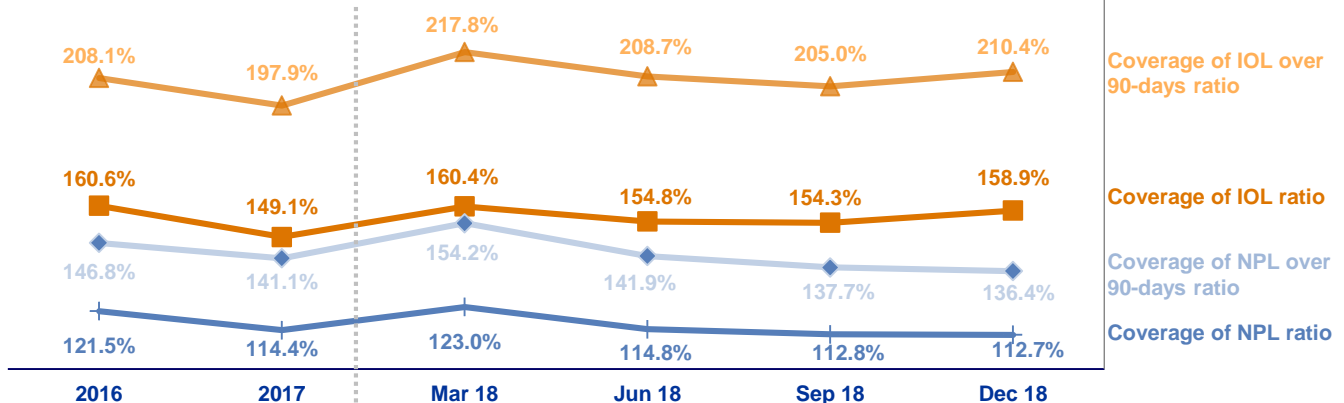


Chart 2: Evolution of Coverage ratios



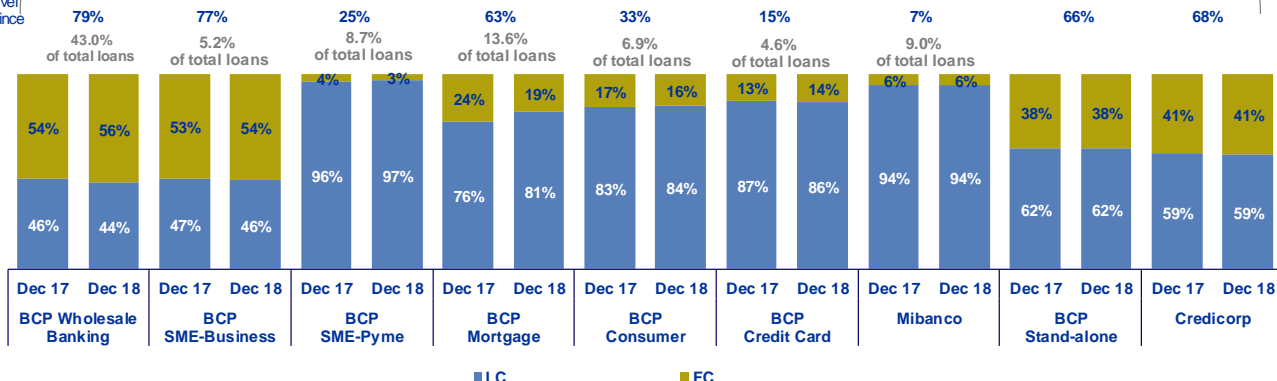
(1) Adjusted NPL ratio = (Non-performing loans + Write-offs) / (Total loans + Write-offs).

(2) IOL = Internal Overdue loans

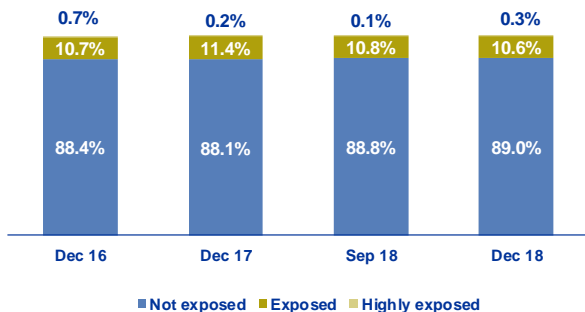
Loan Portfolio Dollarization⁽¹⁾⁽²⁾

FC portfolio participation:
 - Credicorp: 40.7% in 4Q17 and 40.8% in 4Q18
 - BCP Stand-alone: 38.1% in 4Q17 and 38.2% in 4Q18

Historic Max Level of dollarization since 2009⁽³⁾



FX Risk on credit risk – BCP Stand Alone



The analysis by business segments shows a reduction in the dollarization level in the Mortgage segment and to a lesser extent, in the SME-Pyme and Consumer segments

The dollarization level of our loan portfolio does not translate into significant credit risk.

The lower level of dollarization in the Mortgage segment was due to a decrease in the interest-rate differential between LC and FC loans.

(1) Average daily balances.

(2) The FC share of Credicorp's loan portfolio is calculated including BCP Bolivia and ASB, however the chart shows only the loan books of BCP Stand-alone and Mibanco.

(3) The maximum level of dollarization for Wholesale Banking was recorded in 2012; for Mibanco, in 2016; and for the rest of segments, 2009.

Macroeconomic indicators	2018 FY Guidance	
Real GDP growth % ⁽¹⁾	≈4.0%	
Domestic demand real growth% ⁽¹⁾	≈4.4%	▲ 40 bps vs previous guidance
Private investment growth % ⁽¹⁾	≈4.8%	▲ 30 bps vs previous guidance
Public investment growth % ⁽¹⁾	≈8.4%	▲ 490 bps vs previous guidance
BCRP reference rate year-end	2.75%	
Inflation % ⁽¹⁾	2.2%	▼ 30 bps vs previous guidance
Exchange rate Year-end	3.37	

Credicorp	2018 FY Guidance	2018 FY Results
Loan growth (average daily balances)	7% - 9%	9.2%
Cost of Risk	1.3% - 1.5%	1.38%
NIM	5.3% - 5.5%	5.26%
Efficiency ratio	Stable - Slight increase (full year 2017: 43.7%)	44.1%
BCP Stand-alone CET1	No less than 10.5% every 1Q (quarter in which we reflect the declaration of dividends each year).	11.55%
ROAE	17.5% - 18.5%	17.5%
Sustainable ROAE	≈19.00%	N.A.

(1) Estimates