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The Company prepares the financial information included in the presentation in accordance with International Financial Reporting Standards (IFRS). We have included in this presentation certain information reported 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") for the Peruvian banking and insurance sector as a whole as well as for individual financial institutions in Peru, including Interbank and Interseguro, our subsidiaries, which report to the SBS and the SMV in accordance with accounting principles prescribed by the SBS ("Peruvian SBS GAAP" or "Local GAAP"). All financial information in this presentation regarding our relative market position and financial performance vis-a-vis the financial services and insurance sectors in Peru are based, out of necessity, on information obtained from SBS and SMV statistics. Information in this presentation regarding our relative market position and financial performance, however, do not include information relating to Inteligo, our subsidiary, as Inteligo is not regulated by and does not report to the SBS or the SMV. 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 longer period than three years. IFRS differs in certain respects from Peruvian SBS GAAP. 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 our financial information prepared in accordance with IFRS.



## Focus on highly attractive financial services businesses



Interbank

99.3%

Interseguro

100.0%

INTELIGO

100.0%

Universal bank with strategic focus in retail banking

Insurance company with strategic focus in life and annuities

Leading provider of wealth management services

- #2 Credit card financing
- #2 Consumer loans in Peru
- #2 Financial stores and ATMs
- #1 Fastest growing bank by net profit: 17.4% '08-'14 CAGR (1)
- #4 Bank by total assets
- #2 ROAE

- #1 Retirement annuities
- Fastest growing insurance company by premiums: 21.5% '08-'14 CAGR
- #3 Life insurance company by premiums and assets
- #1 ROAE

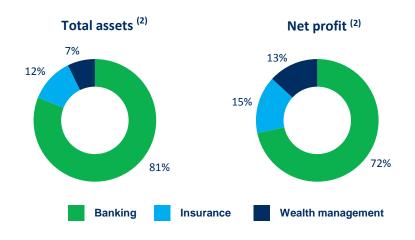
- 23.4% '08-1Q15 AuM + deposits CAGR
- 39.2% '08-'14 net profit CAGR
- 24.4% '08-'14 average ROAE

Source: SBS and Company filings as of Mach 2015.
(1) Ranking among top four Peruvian banks.

## IFS highlights (IFRS)

	S/. mm	YoY (%)
Total assets	42,561	11.3%
Gross loans	24,123	11.4%
Total deposits	24,119	4.7%
Total equity	4,486	18.2%
Net Profit (2014)	962.5	(1.2%)
Net Profit (Mar-15)	262.9	95.1%
ROAE (2014)	24.6%	(220 bps)
ROAE (Mar-15)	23.9%	n.m.
NIM (Mar-15)	5.9%	+20 bps
Efficiency Ratio (Mar-15)	38.8%	(740 bps)
PDL ratio	2.1%	+50 bps
Dividend Yield <sup>(3)</sup>	5.1%	+40 bps

## Contribution by segment (1)



#### **IFS since IPO**



Source: SBS and Company filings as of March 2015.

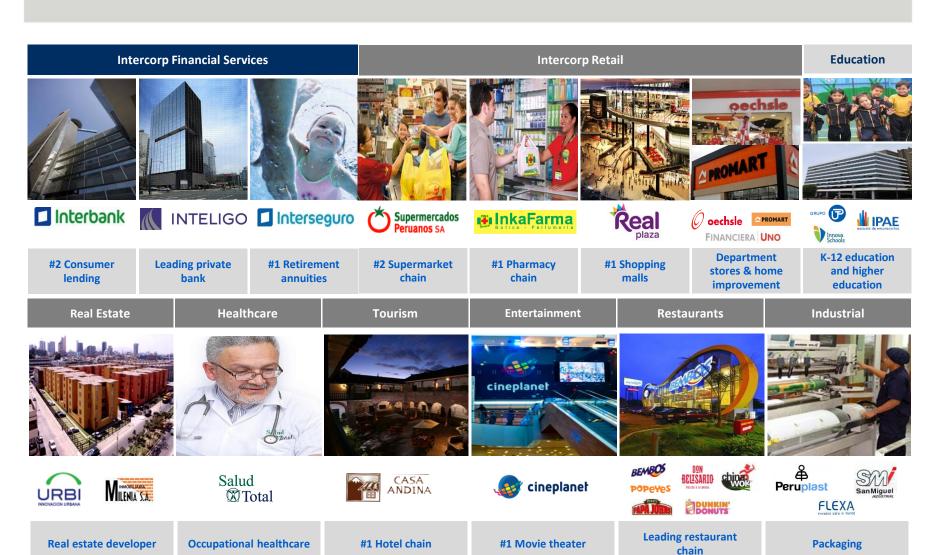
(3)

Contribution before eliminations of intercompany transactions and holding company expenses.

<sup>(2)</sup> Based on net profit and assets for 2014.

Based on historical dividends paid and average price per share for each period.

## IFS is part of one of Peru's leading business groups



## **IFS: Key investment highlights**

1

Peru: highly attractive market

- Top performing economy in Latin America
- Growing middle class with potential for significant wealth creation
- Fast-growing and profitable financial system
- Unique platform to benefit from growth potential
- Leading retail banking platform
- Industry leader in annuities, the fastest-growing insurance product
- High growth wealth management business
- Consistently delivering high growth & profitability
- Track record of sustainable growth
- Demonstrated ability to deliver superior results
- Consistently outperforming the system

- Clear strategy with strong corporate governance
- Clear strategy
- Experienced management team
- Strong corporate governance

Unique combination of growth, profitability and asset quality

## **IFS: Key investment highlights**

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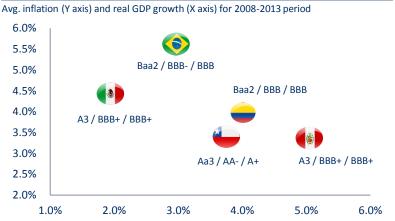
## Peru: highly attractive market

- Top performing economy in Latin America
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## Peru: highly attractive market with a bright future ahead

#### 2008-2013: A golden period of fast growth and low inflation



#### GDP growth slowed in 2014...

Growth (%)	2014	
GDP	2.4%	
Primary sector GDP	(2.3%)	
Non-primary sector GDP	3.6%	
Private consumption	4.1%	
Public investment	(3.6%)	

- Lower commodity prices and climatic factors affected primary sector GDP
- Public expenditure dampened by execution delays
- Lower mining production

### ...but the economy is expected to resume dynamism in 2015 and 2016

GDP & Domestic demand growth (%)



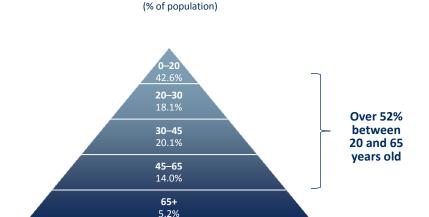
- Better primary sector performance
- Record infrastructure investment
- Expansive fiscal and monetary policies
- Fishing sector recovery following El Niño phenomenon
- Increasing exports, mainly due to mega mining projects (Las Bambas, Constancia)

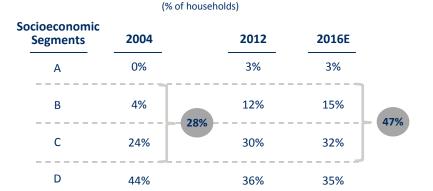


## Growing middle class with potential for wealth creation

#### Peru has a young population with an emerging middle class

Peruvian population by age groups



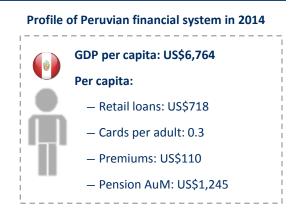


27%

Emerging middle class (1)

## Peruvian economy reaching the tipping point that transformed Chile in the early 2000's

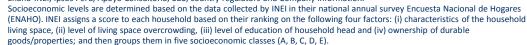
# Profile of Chilean financial system in 2004 GDP per capita: US\$6,172 Per capita: Retail loans: US\$949 Cards per adult: 0.2 Premiums: US\$252 Pension AuM: US\$3,789 Profile of Chilean financial system in 2014 GDP per capita: US\$14,082 Per capita: Retail loans: US\$4,587 Cards per adult: 1.3 Premiums: US\$535 Pension AuM: US\$3,789



19%

16%

Source: Enaho-INEI, Ipsos Peru, Apoyo Consultoria, SBS, country regulators and Company information.



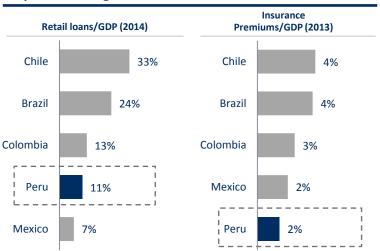


## Profitable financial system with room for further growth

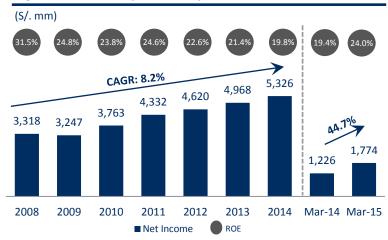
#### Stable gross loans growth and high asset quality



#### Ample room for growth in financial services



#### High and sustained profitability



## **Expanding household wealth**

(% of total households with annual investable assets above US\$75,000)



Source: SBS as of March 2015, EIU, INEI, Central Reserve Bank of Peru, local financial regulators and 2014 Swiss Re Sigma Report.

Note: Under Peruvian SBS GAAP.



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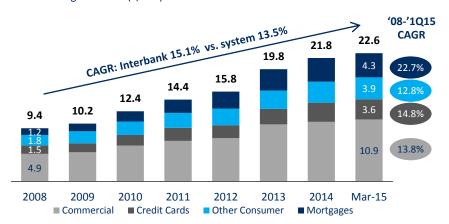
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## Interbank has experienced sustained healthy growth

Interbank

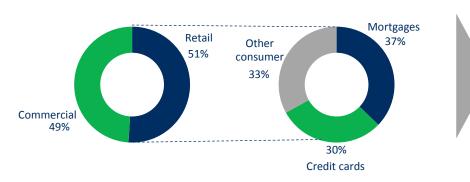
#### Higher gross loans growth than the system

Interbank's gross loans (S/. bn) (1)



#### Strategic focus on retail...

Interbank's performing loans breakdown



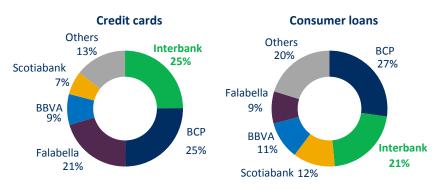
Source: SBS and company information as of March 2015.

Note: Under Peruvian SBS GAAP.

 Under IFRS, banking segment's gross loans were S/. 21,791 million and S/. 22,660 million in 2014 and March 2015, respectively.

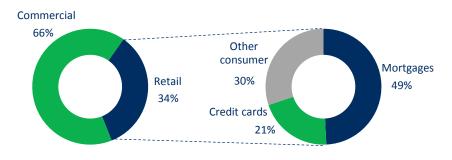
### Leading position in credit cards and consumer loans

Market share



## ...when compared to the system

System's performing loans breakdown





## Sound risk management leading to strong asset quality



#### Superior asset quality despite focus on retail business



#### Coverage ratio and cost of risk evolution 283.1% 234.5% System coverage Mar-15: 165.8% 3.7% 3.4% 3.0% 2.8% 2.9% 2.2% 2.2% 2.4% 2.3% 2.1% 2.1% 2.1% 1.9%

2011

2012

Interbank coverage ratio Interbank cost of risk System cost of risk System cost of risk

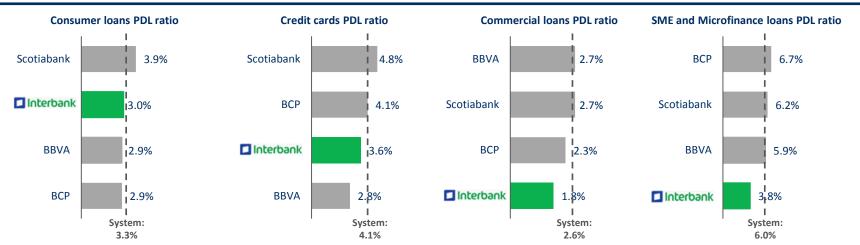
2013

2014

Mar-15

Decreasing cost of risk while maintaining high coverage ratios

## Superior asset quality in most businesses



2008

2009

2010

Source: SBS and company information as of March 2015.

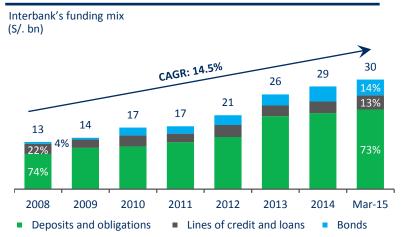
e: Under Peruvian SBS GAAP.

(1) Cost of risk is calculated as provision expense divided by average loans. March 2015 ratio is annualized.

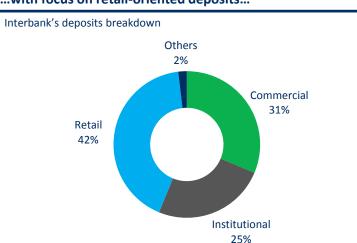


## Diversified funding supported by retail deposit base

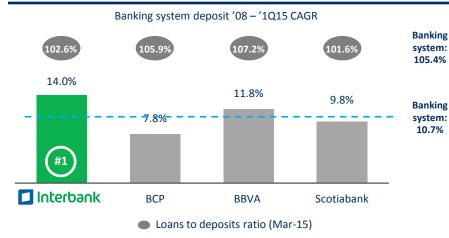
## Growing funding base with high component of deposits...



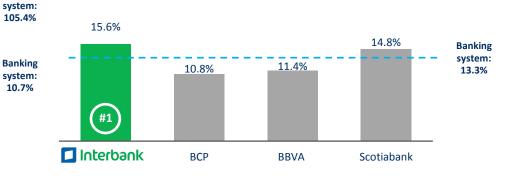
## ...with focus on retail-oriented deposits...



## ...resulting in the fastest growing deposit-gathering franchise



Banking system retail deposit YoY growth (Mar-15 vs. Mar-14)



Source: SBS and Company information as of March 2015.

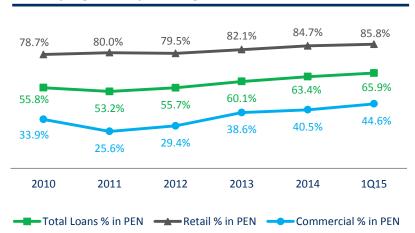
Note: Under Peruvian SBS GAAP.



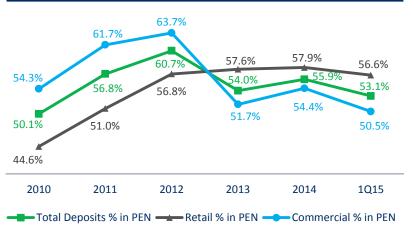
Interbank

## **Balanced currency mix**

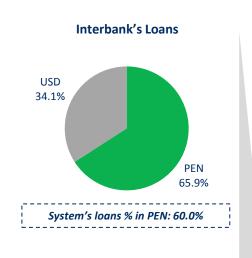
### Loans by segment & percentage in PEN



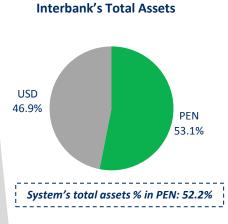
## Deposits by segment & percentage in PEN

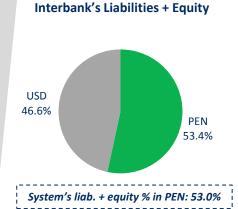


#### **Currency mix 1Q15**



USD 46.9% PEN 53.1%

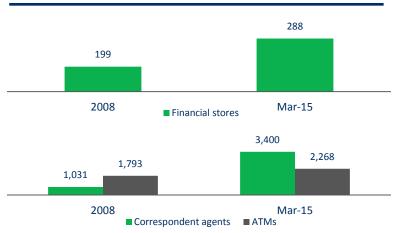




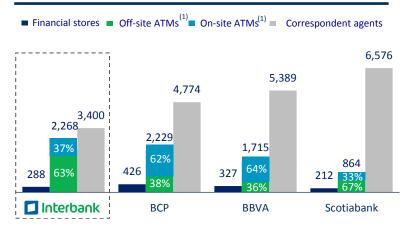
Source: SBS and Asbanc as of March 2015. Note: Under Peruvian SBS GAAP.

## Convenient and extensive distribution network

## **Growing distribution network**



## **Strategic locations throughout Peru**



Source: SBS and Company filings as of March 2015.

Note: ATMs include coin dispensers.

(1) Includes coin dispensers or *Monederos* (468).

Interbank

Open from 9:00am to 9:00pm, Monday to Sunday

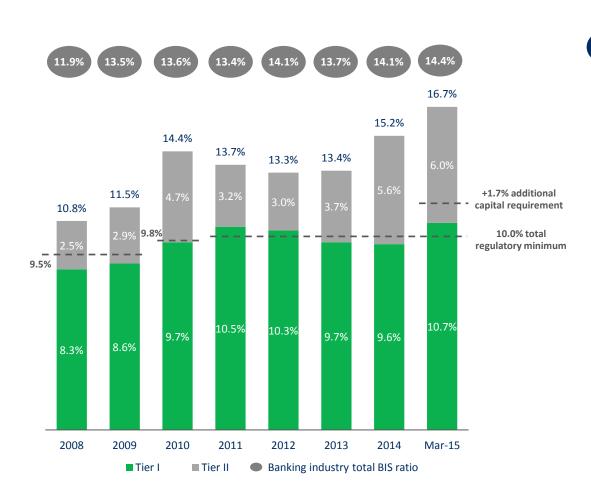




## **Solid capitalization levels**

## Interbank

#### **BIS** ratio evolution



## Sound regulatory environment

- SBS has adopted Basel II since 2008
- SBS approved implementation of Basel III (first set) by 2016:
  - Additional capital based on risk profile
  - Higher risk-weighting for certain products
  - Gradual implementation over five years

Source: SBS and company information as of March 2015.

Note: Under Peruvian SBS GAAP.



# Interseguro is the industry leader in the fastest-growing insurance product...

Other life

21%

Interseguro

#### Strategic focus in annuities...



52%

#### Undisputed market leadership in annuities...

Own network of 421 specialized agents located throughout Peru

146 agents specialized in annuities

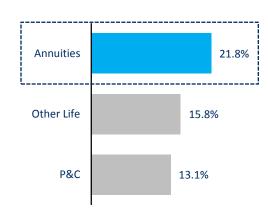


Source: SBS and company information as of March 2015.

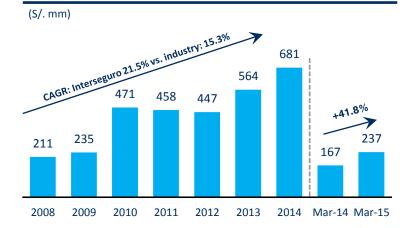
Note: Under Peruvian SBS GAAP.

## ... the fastest growing product





## ... and outstanding premiums growth





## ...achieving solid investment returns

## Interseguro

#### Differentiated investment approach



Experienced investment team and innovative approach



Portfolio diversification to reduce volatility and increase profitability via:

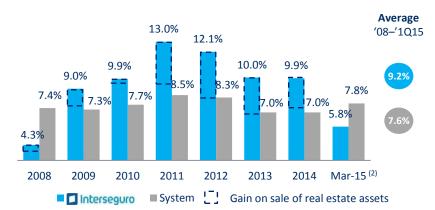
- Foreign equity investments in low beta companies
- Alternative investments such as real estate assets in Peru



No bond acquired by Interseguro has ever defaulted

#### Higher investment returns compared to the industry

Historical portfolio returns (ROI – Peruvian SBS GAAP) (1)



Source: SBS and Company information as of March 2015.

Under Peruvian SBS GAAP. Note:

Investment returns in IFRS were 9.3%, 8.2% and 7.3% for 2013, 2014 and 2015.

(2)Annualized.

(3)Indexed to inflation.

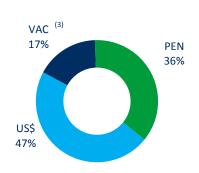
#### Strategic asset allocation

Inv. portfolio by type of investment (IFRS)



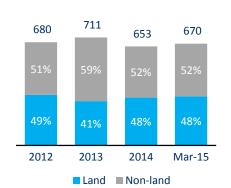


Inv. portfolio by currency (IFRS)



### High quality real estate portfolio

Investment property (IFRS) (S/. mm)



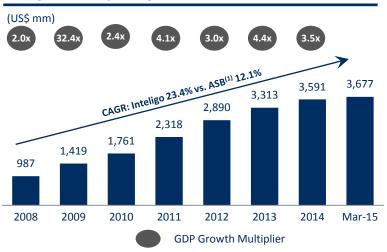
- Synergies from relationship with Intercorp Peru's real estate arm
- Significant opportunities for land development



## Inteligo: High growth wealth management business



#### Strong AUM + deposits growth...



### ...and high profitability...

Fees / Avg. AUM
Inteligo average: 1.1%
ASB average<sup>(1)</sup>: 0.3%



Source: SBS and company information as of March 2015.

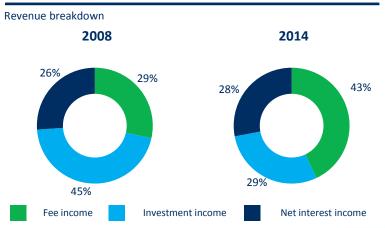
Note: Data presented for Inteligo Bank.

Refers to Atlantic Security Bank, Credicorp's wealth management business.

## Poised to benefit from wealth creation in Peru, driven by GDP per-capita income growth

- Serves 3,000 clients with focus on high net worth individuals with investable assets between US\$0.5 and US\$10 million
- Increasingly well recognized brand in the market

#### ... supported by stable fee and net interest income





## **IFS: Key investment highlights**

1

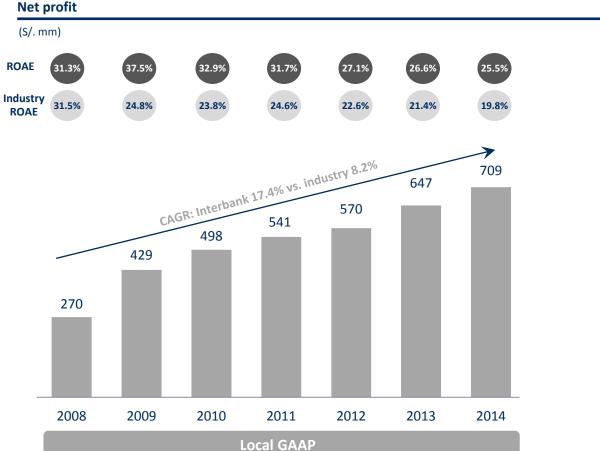
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## Interbank: High profitability leading to solid earnings generation





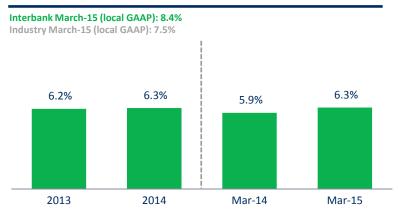


Source: SBS and Company information as of March 2015.

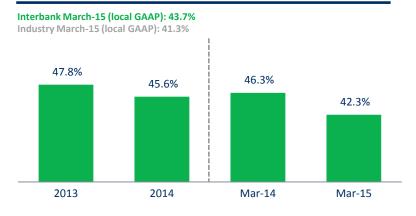
## Interbank: High profitability leading to solid earnings generation



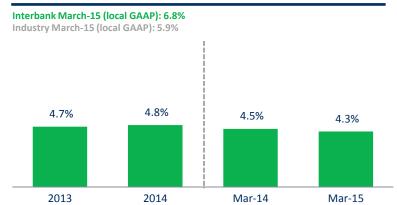
#### NIM



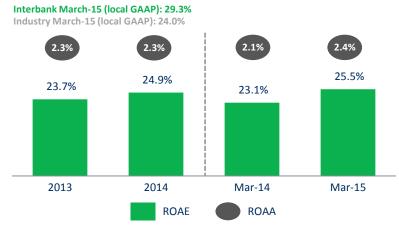
## Efficiency (1)



#### NIM net of provision expense



#### ROAE

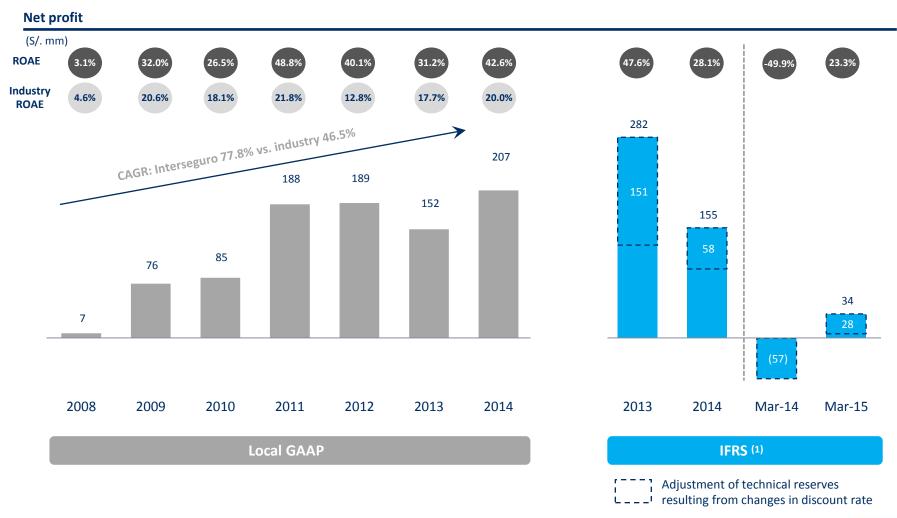


Source: SBS as of March 2015 for local GAAP figures and IFRS figures for Interbank's 2013 to 2015 ratios evolution.

(1) 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 other income.

## Interseguro: High profitability leading to solid earnings generation



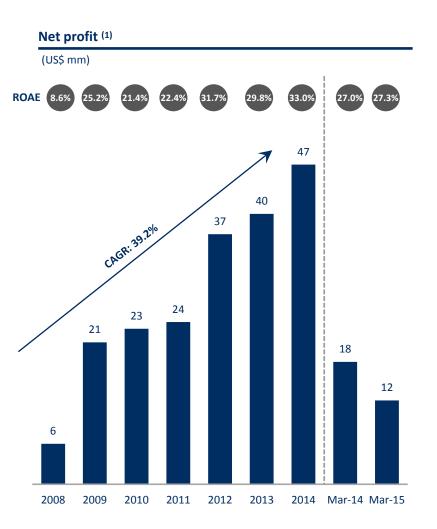


Source: SBS and company information as of March 2015

Net profit increased due to releases of technical reserves resulting from increases in discount rate of S/. 151mm , S/. 58mm and S/. 28mm for 2013, 2014 and March 2015, respectively. For March 2014, net profit decreased due to higher requirements of technical reserves of S/. 57mm.

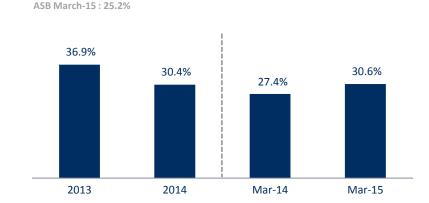
## Inteligo: High profitability leading to solid earnings generation







## Efficiency (2)



Source: SBS and company information as of March 2015.

Figures for Inteligo Bank.

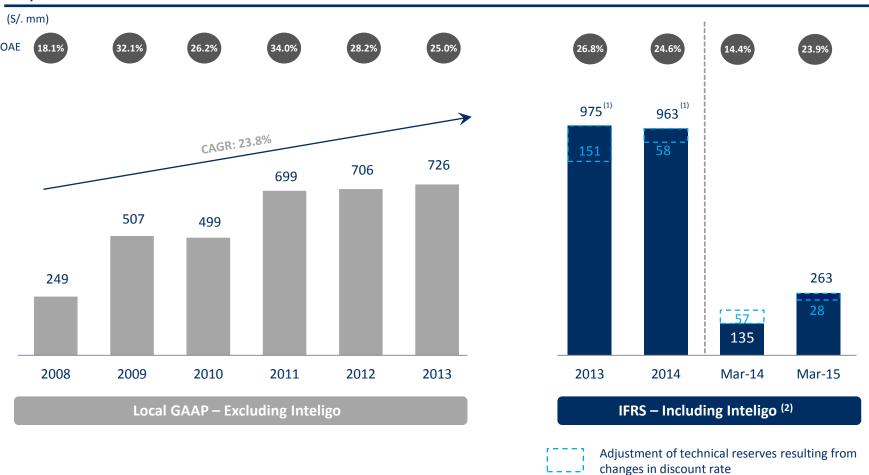
(2) Efficiency ratio is calculated by dividing (x) salaries and employee benefits plus administrative expenses plus depreciation and amortization by (y) net interest and similar income plus other income.



## IFS consistently delivering growth and profitability

## **☐** Intercorp Financial Services

#### **Net profit**



Source: SBS and Company information as of March 2015.

(1) Excluding non-recurring items, net profit for IFS is S/. 899mm and S/. 969mm for 2013 and 2014, respectively.

<sup>(2)</sup> Net profit increased due to releases of technical reserves resulting from increases in discount rate of S/. 151mm , S/. 58mm and S/. 28mm for 2013, 2014 and March 2015, respectively. For March 2014, net profit decreased due to higher requirements of technical reserves of S/. 57mm.



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## Clear strategy: speed, convenience and customer experience

Customer centric
World class CRM

Omni-channel / Digital
Sales and convenience

Strong culture

#### Strategic imperative

Strengthen leadership in core products

Improve market presence in attractive businesses

Increase profitability with focus on crossselling

## **Driver: Low penetration**

- Expand retail customer base, leverage Inteligo's platform
- Consolidate position in credit cards, payroll loans and corporate banking
- Maintain leadership in annuities

## **Driver: Increase market share**

- Mortgages, consumer loans, payroll and retail deposits
- Small & medium corporates
- Bancassurance, on-shore wealth management

## **Driver: Leverage platform and efficiency**

- Increase use of ADC for sales, service and payment
- Deepen cross-selling across 2MM+ customer base
- Leverage Intercorp platform for synergies

## **Experienced management team and strong corporate** governance

## Experienced and well-recognized management team

Company	Name	Position	Int'l Experience	Years in Sector
Intercorp Financial Services Interbank	Luis Felipe Castellanos	CEO / CEO	✓	17
Intercorp Financial Services Interseguro	Gonzalo Basadre	Deputy CE / CEO	0 🗸	19
Intercorp Financial Services Interbank	Michela Casassa	CFO / CFO	<b>√</b>	20
INTELIGO	Reynaldo Roisenvit	CEO	✓	21

#### Strong culture



Interbank

Top 20 in Peru for the past 13 years, #18 in LatAm(1) in 2015



Interseguro

Top 5 in Peru (2) for the past four years, #5 in LatAm in 2015





Top 10 in Peru (3) for the past four years

#### Source: Company filings.

- Companies with over 1,000 employees.
- Companies with 250 to 1,000 employees.
- Companies with 30 to 250 employees.
- Independent pursuant to local standards, not NYSE standards.

#### Sound governance practices

**BOD** with majority of independent members

**Strong** 

corporate

standards

governance

- IFS: 3 out of 5
- Interbank (4): 7 out of 11
- Interseguro <sup>(4)</sup>: 4 out of 7
- Inteligo Bank (4): 3 out of 7



- Integral risk
- Executive credit
- Investments
- Highly supervised related party exposure, well below regulatory limits
- Adherence to best practices in accordance with NYSE and SEC standards

- Relevant committees
  - Executive
  - Audit

  - Related party credit



## **IFS: Key investment highlights**

1

Peru: highly attractive market

- Top performing economy in Latin America
- Growing middle class with potential for significant wealth creation
- Fast-growing and profitable financial system
- Unique platform to benefit from growth potential
- Leading retail banking platform
- Industry leader in annuities, the fastest-growing insurance product
- High growth wealth management business
- Consistently delivering high growth & profitability
- Track record of sustainable growth
- Demonstrated ability to deliver superior results
- Consistently outperforming the industry

- Clear strategy with strong corporate governance
- Clear strategy
- Experienced management team
- Strong corporate governance

Unique combination of growth, profitability and asset quality



## **Key financial figures – IFS (IFRS)**

	As and for the year ended December 31,		Growth / Avg.	As and for the three months ended March 31,		Growth / Avg.
S/. in millions	2013	2014	2014 vs. 2013	2014	2015	2015 vs. 2014
Balance Sheet						
Total gross loans	20,947	23,197	10.7%	21,663	24,123	11.4%
Total assets	36,179	40,376	11.6%	38,237	42,561	11.3%
Total deposits	22,067	23,381	6.0%	23,034	24,119	4.7%
Total equity	3,712	4,302	15.9%	3,796	4,486	18.2%
Income Statement						
Net interest and similar income	1,748	2,040	16.7%	476	546	14.8%
Provision for loan losses, net of recoveries	(377)	(426)	12.8%	(104)	(149)	43.3%
Total other income	1,264	1,244	-1.6%	290	367	26.5%
Net Premiums	559	676	21.0%	165	204	23.6%
Adjustment of technical reserves	(295)	(515)	74.7%	(203)	(156)	-22.8%
Net claims and benefits incurred	(174)	(181)	4.2%	(51)	(60)	17.6%
Total premiums earned less claims and benefits	90	(20)	n.m.	(88)	(12)	-86.4%
Total other expenses	(1,471)	(1,541)	4.7%	(377)	(400)	6.0%
Total net profit	975	963	-1.2%	135	263	95.1%
Total recurring net profit	899	969	7.8%	135	263	95.1%
Key Ratios						
Net interest margin	5.9%	6.0%	10 bps	5.7%	5.9%	20 bps
ROA (annualized for each interim period)	2.9%	2.5%	-40 bps	1.4%	2.5%	110 bps
ROE (annualized for each interim period)	26.8%	24.6%	-220 bps	14.4%	23.9%	950 bps
Efficiency ratio (1)	41.5%	41.4%	-10 bps	46.2%	38.8%	-740 bps
Past-due-loan ratio	1.7%	2.3%	60 bps	1.8%	2.1%	30 bps

Source: Company information.

<sup>(1)</sup> 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 other income plus net premiums earned.



## **Key financial figures – By segment (IFRS)**

	As and for the year ended December 31,		Growth / Avg.	As and for the three months ended March 31,		, Growth / Avg.
S/. in millions	2013	2014	2014 vs. 2013	2014	2015	2015 vs. 2014
Banking						
Total gross loans	19,841	21,791	9.8%	20,482	22,660	10.6%
Total deposits	20,239	21,124	4.4%	21,222	22,100	4.1%
Total net profit	615	731	18.9%	158	205	29.6%
Total recurring net profit	558	738	32.1%	158	205	29.6%
Net interest margin	6.2%	6.3%	10 bps	5.9%	6.3%	40 bps
ROE (annualized for each interim period)	23.7%	24.9%	116 bps	23.1%	25.5%	240 bps
Efficiency ratio <sup>(1)</sup>	47.8%	45.6%	-220 bps	46.3%	42.3%	-400 bps
Past-due-loan ratio	1.7%	2.5%	80 bps	1.9%	2.3%	40 bps
Insurance						
Net Premiums	559	676	21.0%	165	204	23.6%
Adjustment of technical reserves	(295)	(515)	74.7%	(203)	(156)	-22.8%
Net claims and benefits incurred	(174)	(181)	4.2%	(51)	(60)	17.6%
Total premiums earned less claims and benefits	90	(20)	-122.8%	(88)	(12)	-86.4%
Total net profit	282	155	-45.1%	(57)	34	-159.3%
Total net profit ex. discount rate impacts	130	97	-25.6%	(0)	6	n.m.
ROE (annualized for each interim period)	47.6%	28.1%	n.m.	-49.9%	23.3%	n.m.
Wealth Management						
AUM + Deposits	9,261	10,724	15.8%	9,359	11,384	21.6%
Total net profit	109	134	22.8%	48	36	-25.0%
Fee income from financial services, net	79	96	22.1%	20	31	58.7%
ROE (annualized for each interim period)	26.5%	28.1%	165 bps	41.1%	29.1%	n.m.

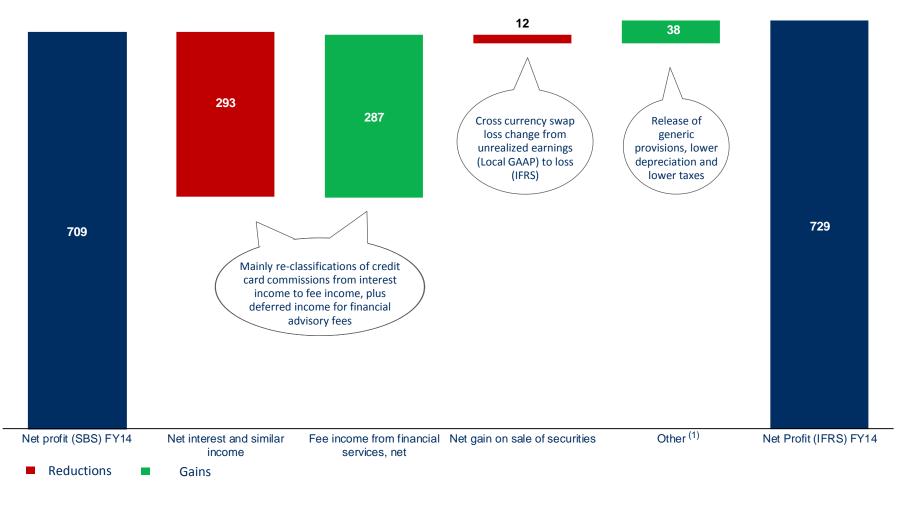
Source: Company information.

<sup>(1)</sup> 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 other income.



# Interbank's FY14 net profit bridge to IFRS Local GAAP vs. IFRS

(S/. mm)



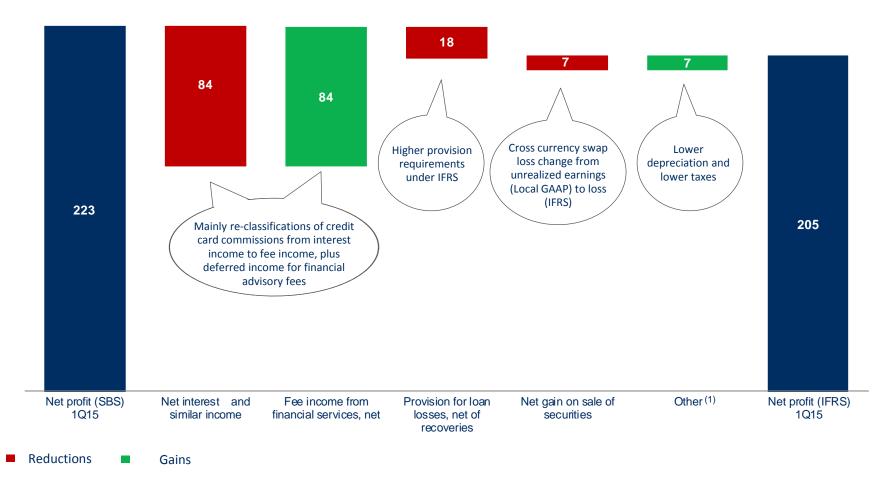
Source: Company information.

<sup>(1)</sup> Includes generic provision expenses (S/. 19mm), D&A expenses (S/. 10mm) and taxes (S/. 9mm).

## Interbank's 1Q15 net profit bridge to IFRS

**Local GAAP vs. IFRS** 

(S/. mm)

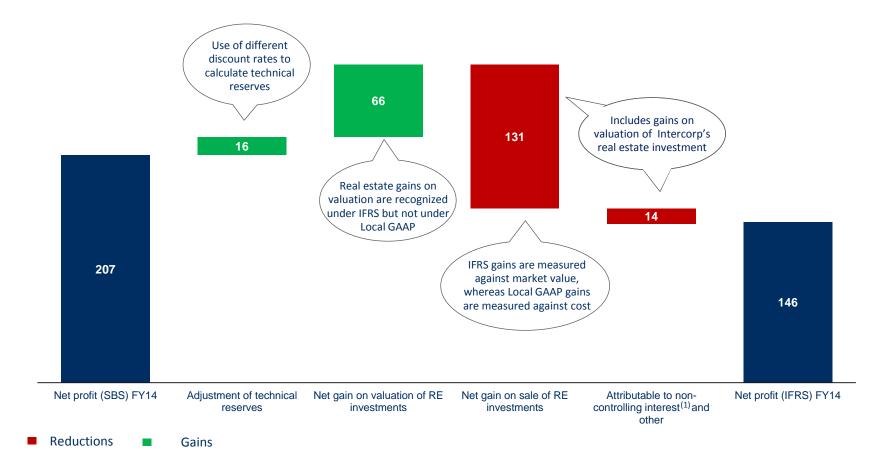


Source: Company information.

(1) D&A expenses (S/. 2mm) and taxes (S/. 5mm).

# Interseguro's FY14 net profit bridge to IFRS Local GAAP vs. IFRS

(S/. mm)

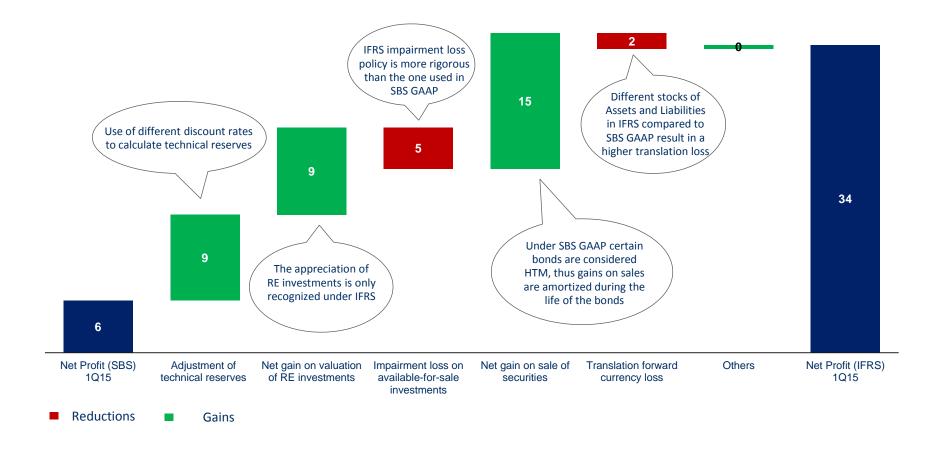




<sup>(1)</sup> Starting September 2014, Interseguro began consolidating a real estate investment shared by Interseguro and Intercorp Real Estate Inc, a subsidiary of Intercorp Peru Ltd. Intercorp RE's part is then reported as attributable to non-controlling interest.

# Interseguro's 1Q15 net profit bridge to IFRS Local GAAP vs. IFRS

(S/. mm)



# Intercorp Financial Services