Melanie Carpenter

I-Advize

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8:00AM CT

Operator: The following is a recording for Melanie Carpenter from I-Advize on Thursday, February 12, 2015, at 8:00AM Central, IFS Fourth Quarter 2014. Good morning and welcome to Intercorp Financial Services' Fourth Quarter 2014 conference call. All lines have been placed on mute to prevent any background noise. After the presentation, we will open the floor for questions. At that time, instructions will be given as to the procedure to follow if you would like to ask a question. It is now my pleasure to turn the call over to Rafael Borja of I-Advize Corporate Communications. Sir, please begin.

Rafael Borja: Thank you, and good morning, everyone. On today's call, Intercorp Financial Services will discuss its fourth quarter and full year 2014 earnings. We are very pleased to have with us Mr. Luis Felipe Castellanos, Chief Executive Officer of Intercorp Financial Services; Mrs. Michela Casassa, Chief Financial Officer of Intercorp Financial Services; Mrs. Maria del Carmen Rocha, Chief Financial and Administrative Officer of Interseguro; and Mr. Bruno Ferreccio, Chief Financial Officer of Inteligo. They will be discussing the results that were distributed yesterday, the results and a presentation to accompany these results. If you didn't receive a copy of the presentation or the earnings, it is now available on the Company's website, IFS.com.pe, to download a copy. Otherwise for any reason if you need any assistance today, please call I-Advize in New York at 212-406-3693. I would like to remind you that today's call is for investors and analysts only; therefore, questions from the media will not be taken. It is now my pleasure to turn the call over to Mrs. Casassa, Intercorp's Chief Financial Officer, for her presentation. Mrs. Casassa, please go ahead.

Michela Casassa: Good morning and welcome to Intercorp Financial Services' Fourth Quarter 2014 Earnings presentation. We will start with the presentation. Please turn to page 2. Intercorp Financial Services' fourth quarter net profit was 272.9 million soles, a 0.8 decrease quarter-over-quarter but a strong 96.8 increase year-on-year. The quarterly decrease was driven by earnings declines at Interseguro and Inteligo, while the year-on-year growth was mainly explained by strong performances at Interbank and Interseguro. Full year 2014 net profit was 964.2 million, a 1.1 decrease year-on-year, explained by a 220.3 million increase in the adjustment of technical reserves which negatively impacted Interseguro's profits. Excluding such effect, net profit would have increased 10.1 percent year-on-year. Moreover, excluding such effect and non-recurring items, net profit would have increased 22.1 percent. Non-recurring items include gains on the sale of investments during 2013, mainly at Interbank, and a negative impact on deferred taxes during 2014 at Interbank due to the changes in the tax rate. Fourth quarter 2014 annualized ROAE was 26.2 percent, and full year ROAE was 24.6 percent. At Interbank, fourth quarter results were 207.2 million, a 10.6 percent increase quarter-over-quarter and 37.5 percent growth year-on-year. NIM improved 20 basis points on a quarterly basis and 50 basis points year-on-year to 6.6 percent in the fourth quarter. Full year net profit increased 18.6 percent year-on-year, mainly due to a 17.6 percent growth in net interest and similar income and a 12.3 percent increase in fee income from financial services. Performing loans and deposits grew 9 percent and 4.4 percent year-on-year, respectively. The annualized fourth quarter ROAE was 26.2 percent, and the full year ROAE for the Bank was 24.8 percent, well above the industry average. At Interseguro, fourth quarter net profit was 53.2 million, a decrease of 16.3 million quarter-over-quarter but an increase of 78.9 million year-on-year. The yearly increase was mainly driven by higher total premiums earned less claims and benefits, as well as interest and similar income. Full year net profit was 146.2 million, a decrease of 135.2 million year-on-year, mainly due to extraordinary low technical reserves were distributed in 2013 due to the impact of the discount rate. Annuity sales increased 21 percent in 2014, supported by Interseguro's leadership position in a market that continues to expand. Fourth quarter annualized ROAE was 38.7 percent, and the full year ROAE was 28.7 percent. At Inteligo, fourth quarter net profit was 15.4 million, a decrease of 45 percent quarter-on-quarter and 6.9 percent year-on-year. The quarterly decrease was mainly due to lower other income and higher other expenses. Full year net profit was 134.3 million, a 22.8 percent increase on a yearly basis, explained by strong performances in fee income and other income. Assets under management plus deposits increased 15.8 year-on-year. The annualized ROAE for the fourth quarter was 13.2 percent, and the full year ROAE was 28.1 percent.

On page 3, you can see a summary of the key quarterly indicators for IFS. Net interest and similar income grew 7.9 percent on a quarterly basis and 19.5 percent on a yearly basis, mainly driven by strong results at Interbank. NIM improved 24 basis points on a quarterly basis and 46 basis points year-on-year to 6.27 percent. Asset quality remains strong, with an increasing PDL for 40 basis points quarter-on-quarter, mainly due to the impact in one specific commercial banking client which we will refer to later on in the presentation. Insurance metrics remains very strong. Efficiency ratio shows a very strong improvement year-on-year of 950 basis points; now it's down to 39 percent. Capitalization ratio for Interbank remains strong at 15.2 percent.

On page 4, you can see the breakdown of IFS quarterly profits by segment. The fourth quarter net profit was 272.9 million, almost double the profits for the same quarter in the previous year. Very strong performance at the Bank, both quarterly (audio interference 7:01). Let's start again on page 4, where you can see the breakdown of IFS quarterly profits by segment. The quarterly net profit was 272.9 million, almost double the profits for the same quarter in the previous year. Very strong performance at the Bank, both quarterly and year-on-year, quarterly decreasing profits at Inteligo and Interseguro, while strong recovery of earnings at Interseguro year-on-year. The annualized ROAE was 26.2 percent.

On page 5, we are presenting another view of the key indicators for the full year 2014 and its comparison to the previous year. Some key highlights are IFS net profit for 2014 was 964.2 million, a 1.1 decrease year-on-year. Excluding non-recurring factors, net profit would have grown 8 percent on a yearly basis. The year-on-year decrease was explained by a 74.7 percent increase in the adjustment of technical reserves due to changes in the discount rate, which negatively impacted Interseguro's net profit. Excluding such effect, IFS net profit increased 10.1 percent year-on-year. Adding up both effects, IFS net profit grew 22.1 percent during 2014. Net interest and similar income grew 16.7 percent year-on-year, mainly driven by strong results at Interbank, the same as in fee income, which grew 13.2 percent. ROAE was 24.6 percent. Asset quality, in line with the system, with an increase in PDL of 50 basis points year-on-year due to the impact of one specific commercial banking client, as previously mentioned. Insurance results show strong volatility despite the strong growth in net premiums of 21 percent, mainly due to an unusually low adjustment of technical reserves during 2013 as a result of an increase in the discount rate used in its calculation. Efficiency ratio remains stable at 41.4 percent and improved 150 basis points when excluding the impact of the discount rate in the calculation of technical reserves. Capitalization ratio for Interbank remains strong at 15.2 percent.

On page 6, you can see the yearly figures by segment. At Interbank, net profit increased 18.6 percent year-on-year, mainly due to a 17.6 percent growth in net interest and similar income and a 12.3 percent increase in fee income. Loans and deposits grew 9 percent and 4.4 percent year-on-year, respectively, and the ROAE was 24.8 percent. At Interseguro, net profit was 146.2 million, a decrease of 135 million, mainly as a result of an unusually low adjustment of technical reserves in 2013. Annuity sales increased 21 percent, when Interseguro consolidated its positioning as the market leader for the fifth consecutive year. ROAE was 28.7 percent. At Inteligo, net profit increased 22.8 percent year-on-year, mainly due to a strong performance in other income and fee income. Assets under management plus deposits grew 15.8 percent year-on-year and the ROAE was 28.1 percent.

Please turn to the following page for a brief overview of the quarterly net earnings of IFS' three segments. Looking at Interbank quarterly results, Interbank's profit reached 207.2 million in the fourth quarter, a 19.9 million increase quarter-on-quarter and 56.6 million year-on-year. The quarterly increase was mainly due to a 29 million increase in net interest and similar income and a 27.1 million increase in fee income from financial services, factors which were partially offset by an 8.3 percent million growth – 8.3 million growth in provisioning. The annual growth in net profit was due to a 33.3 million increase in net interest and similar income and a 39.4 million increase in fee income from financial services, which were partially offset by an 8.1 million increase in other expense. Interbank's ROAE was 26.2 percent in the fourth quarter, higher than the 25.2 percent reported in the third quarter and a 22.1 percent registered in the fourth quarter of the previous year.

On page 9, you can see a comparison with local GAAP results. The main differences between the IFRS net profit of 207 million soles and the local GAAP net profit of 191 million are as follows: First, (indiscernible 11:55) of fees from credit cards from net interest margin to fee income; second, lower fees from financial advisory as they are deferred in IFRS; and third, lower provision for loan losses.

On page 10, performing loans grew 0.4 percent on a quarterly basis as a result of a 3.7 percent increase in retail loans, which was partially offset by a 2.9 percent reduction in commercial loans. Retail loans increased due to growth of 4.7 percent in credit cards, 3.9 percent in other consumer loans and 2.7 percent in mortgage loans. In credit cards, the fourth quarter of 2014 was the seventh consecutive quarter of solid growth, but the (indiscernible 12:42) such growth remains stable at 3.6 percent in the fourth quarter and third quarter and reduced from the 3.8 registered in the fourth quarter of the previous year. Commercial loans largely declined in volume, mainly driven by decreases – by a decrease in medium-term loans due to customers accessing the capital market and trade finance loans within the corporate business. Performing loans grew 9 percent year-on-year due to an increase of 15.8 percent in retail loans and 2.6

percent in commercial loans. Retail loans grew, driven by growth of 25.2 percent in credit cards, 14.6 percent in other consumer loans and 10.3 percent in mortgage loans. Credit cards increased 190 basis points in its market share year-on-year. Commercial loans grew mainly due to increases in medium-term loans within the corporate and middle market businesses, as well as in trade finance loans.

On page 11, Interbank's funding base grew 3.9 percent quarter-on-quarter. This was mainly due to an increase of 4.7 in deposits and 5.2 percent in due to banks and inter-bank funds. The increase in deposits was explained by strong increases of 6.8 percent in retail deposits and 6.5 percent in commercial deposits, partially offset by a reduction of 2.1 percent in institutional deposits. The Bank's total funding base increased 8.6 percent on a yearly basis. The increase was due to a growth of 36.8 percent in bonds, 4.4 percent in deposits and 8 percent in due to banks and inter-bank funds. The yearly growth in bonds was mainly explained by the issuance of a subordinated bond of $300 million in March 2014 placed in the international market. Moreover, the 6.8 percent depreciation of the exchange rate originated an increase in the value of bonds issued in dollars. The yearly growth in deposits was attributed to the increase of 14.5 percent in retail deposits and 3.5 percent in institutional deposits, partially offset by a decrease of 8 percent in commercial deposits. As a result, the proportion of retail deposits to total deposits increased substantially from 38.8 percent in the fourth quarter of 2013 to 42.6 percent in the fourth quarter of 2014. The loan-to-deposit ratio stands at 103.2 percent, with solid deposit-to-loan ratio – loan-to-deposit ratio, sorry, of 116.6 percent; in dollars, at 85.7 percent.

On page 12, we're looking at SBS comparable figures to the system. Interbank's past-due-loan ratio was 2.5 percent, in line – in fourth quarter 2014, in line with the system despite our stronger focus on retail. This ratio was 50 basis points above the 2 percent reported in the third quarter and 70 basis points above the 1.8 percent registered in the fourth quarter of the previous year. The higher past-due-loan ratio on a quarterly basis was attributable to one specific client within the medium sized client portfolio and some deterioration in a group of small and micro clients. Cash loan (ph) was originally granted in 2010. It is part of a syndicated loan where Interbank participated. Excluding the previously-mentioned client, PDL ratio would have been 2.1 percent, 10 basis points above the one reported in the previous quarter and below the industry average. The annualized ratio of provision expense to average loans was 2.2 percent in the fourth quarter, above the 1.6 percent in the third – 1.6 percent registered in the third quarter.

When looking at the PDLs breakdown, we can see within retail that overall consumer credit PDLs have improved 10 basis points, down to 3.0 percent and below the system average of 3.3 percent. Credit cards continue to be stable at 3.8 percent and below the industry average of 4.1 percent, and mortgages have improved 10 basis points, while the industry average has deteriorated 10 basis points. Within the commercial portfolio, PDLs for the corporate clients continues to be stable at 0.3 percent, while there have been increases in the PDL ratio to both medium and small and micro companies. At the medium corporate clients group, the increase to 4.8 percent PDL ratio is likely due to the previously-mentioned client. Excluding such client, PDL ratio would have been 2.6 percent, 20 basis points above the previous quarter and below the industry average. In the small and micro clients group where the Bank has still a small portfolio in low market share, the increase in PDLs to 5.5 percent is mainly related to a group of clients with no specific industry concentration, and this ratio continues to be below the industry average of 8.3 percent.

On page 13, fee income from financial services increased 27.1 million quarter-on-quarter or 17.7 percent, mainly explained by increases of 15.8 million in maintenance and mailing of accounts, interchange fees, transfers and credit and debit card service fees and 10.2 million in commissions from banking services. The higher credit card fees was a result of an increased number of customers, while the increase in commissions from banking services was a result of higher transaction and savings account fees and higher insurance premiums sold for Interseguro. And the 39.4 million or 27.8 percent increase year-on-year in fee income from financial services was mainly attributable to a 17.7 yearly increase in fees from maintenance and mailing of accounts and 15.4 million in commissions from banking services. The increase in maintenance and mailing of accounts was due to a higher market share in credit cards, while the higher commission from banking services was a result of higher insurance premiums sold.

Other expenses increased 2.1 percent on a quarterly basis and 2.5 percent year-on-year. The quarterly growth was mainly due to increases of 4.9 percent in salaries and employee benefits, partially offset by reductions of 1.3 percent in administrative expenses and 3.6 percent in depreciation and amortization. The annual growth in other expenses was a result of increases of 7.8 percent in salaries and employee benefits and 7.2 percent in depreciation and amortization, partially offset by a 4.5 percent reduction in administrative expenses. The increase in salaries and employee benefit expenses was related to a higher average headcount in the fourth quarter compared to the fourth quarter of the previous year. The efficiency ratio was 43.7 percent in the fourth quarter, below the 46.6 percent reported in the third quarter and registered an impressive reduction from the 50.7 percent registered in the fourth quarter of the previous year, many thanks to the cost control efforts at Interbank.

On page 14, to summarize, Interbank registered a very strong quarter, with net profit growing 10.6 percent quarter-on-quarter and 37.5 percent year-on-year, and we have sustained annualized high ROE of 36.2 percent.

On page 15, the ratio of regulatory capital to risk-weighted assets was 15.2 percent in the fourth quarter, below the 15.8 percent of the previous quarter but above the 13.4 percent registered in the fourth quarter of the previous year. The annual increase in the capital ratio was due to a 30.9 percent growth in regulatory capital, partially offset by a 15.6 percent increase in risk-weighted assets. The year-on-year increase in regulatory capital (audio interference 21:15) $300 million in March 2014. As of the fourth quarter, Interbank capital ratio was 15.2 percent, 340 basis points above its risk-adjusted minimum capital ratio established at 11.8 percent. The minimum regulatory capital ratio requirement was 10 percent, while the additional capital requirement for Interbank was 1.8 percent as of the fourth quarter.

Please turn to the following page to discuss Interseguro's results. Interseguro's net profit was 53.2 million, a decrease of 16.3 million quarter-on-quarter and an increase of 79 million year-on-year. The quarterly decline in profit was mainly due to a decrease in total premiums earned less claims and benefits and an impairment loss on available for sale impairment for a total of 6.7 million. The year-on-year increase in profit was mainly due to an increase in total premiums earned less claims and benefits and an increase in interest and similar income, driven by the growth of Interseguro's investment portfolio. Annualized ROE for the fourth quarter was 38.7 percent, below the 48.7 percent reported in the third quarter but above the (indiscernible 22:33) 18.4 percent registered in the fourth quarter of the previous year.

On page 18, you can see a comparison with local GAAP results. Interseguro's net profit in the fourth quarter was 53.2 million under IFRS and 21 million under local GAAP. The main differences between IFRS and the local GAAP net profit are as follows: First, a lower adjustment of technical reserves under IFRS; second, a higher net gain on valuation of real estate investments as they are considered at fair value under IFRS; and third, a higher attributable to non-controlling interest as gains on the real estate investments shared by Interseguro and Intercorp Real Estate as consolidated by Interseguro and then reported as attributable to non-controlling interest under IFRS.

On page 19, net premiums in the fourth quarter were 165.3 million, a 1.7 percent decrease quarter-over-quarter but a 9.6 percent increase year-on-year. The quarterly decrease was mainly due to a nearly 3.6 percent annuity market contraction. The year-on-year growth was mainly attributable to higher sales in annuities and individual license (ph). Annuities market share by the end of 2014 was 25 percent, which positioned Interseguro as the market leader for five consecutive years. Adjustment of technical reserves in the fourth quarter were 190.5 million, an increase of 35.4 million quarter-on-quarter but a decrease of 53.2 million year-on-year. The quarterly fluctuations in adjustment of technical reserves are mainly due to changes in the weighted average discount rate used to calculate technical reserves for annuities. Year-on-year valuations are also driven by changes in the discount rate, as well as the growth of the annuities business. Net claims and benefits incurred remain relatively stable at 48.3 million. Considering the total premium previously explained, total premiums earned less claims and benefits resulted in 7.4 million in the fourth quarter.

On page 20, in the fourth quarter, Interseguro's investment portfolio reached 4,581 million soles, an increase of 7.7 percent quarter-on-quarter and 22 percent on a yearly basis. Results from the investment in the fourth quarter were 96.8 million, which represented an 8.8 percent return on Interseguro's investment portfolio, above the 6.5 percent and the 8.2 percent reported in the third quarter and in the fourth quarter of the previous year, respectively. The quarterly growth results from investment was largely explained by an increase of 32.2 million in valuation gains from investment property and a 7.3 million increase in net interest and investments available for sale as a result of an 11.2 percent increase in the average volume of Interseguro's investment portfolio and a 6.6 (ph) decrease in the nominal average rate. The yearly growth was mainly driven by an increase of 25 million in valuation gains from investment property, partially offset by a lower profit from sale of investment property of 20.3 million, as well as an 11.2 million increase in net interest on investments, investments available for sale as a result of a 29.7 percent increase in the average volume of Interseguro's investment portfolio.

On page 22, we will start the discussion of Inteligo Group results. Inteligo was able to generate strong growth quarter-on-quarter and year-on-year on client-related revenues. Net interest income grew 20.9 percent quarter-on-quarter and 44.3 percent year-on-year, while fee income grew 5.9 percent quarter-on-quarter and 36.2 percent year-on-year. The fourth quarter results were negatively impacted by a non-recurring charge in the Bank's investment portfolio. Excluding the impairment loss, Inteligo's other expenses would have reached 17.8 million, after a 10.4 percent increase year-on-year.

On page 23, assets under management plus deposits reached 10,724.6 million soles in the fourth quarter, showing 106.5 million soles or 1.0 percent decrease quarter-on-quarter but 1,462 million or 15.8 percent increase year-on-year. Inteligo's quarterly decline in volumes was attributable to custody transfer instructed by an institutional client. Inteligo's loan portfolio stood at 1,430 million soles in the fourth quarter, a 9.2 percent increase on a quarterly basis and a 27 percent increase year-on-year, with no NPLs. Revenue generated by Inteligo reached 43 million, a 1.2 percent decrease quarter-on-quarter due to a decrease in other income but 31.2 percent higher year-on-year. Inteligo Bank's fee income, divided by assets under management, stood at 1.3 percent for the fourth quarter, showing a strong quarter on client-rated (ph) revenue and above both the quarterly and year-on-year figures. Net profit in the fourth quarter was 15.4 million or 45 percent decrease quarter-on-quarter and 6.9 percent decrease year-on-year. ROE ending at 13.2 percent below the one reported in the third quarter and in the fourth quarter of the previous year.

To finalize the presentation, on page 24, we conclude that IFS registered solid fourth quarter results with solid operating performance in all three segments, with sound quality and high profitability levels. At Interbank, 9 percent year-on-year growth in performing loans and 19.4 percent growth in consumer loans, 14.5 percent year-on-year growth in retail deposits. At Interseguro, 9.6 percent year-on-year growth in net premiums and continues to be the leader in annuities for five consecutive years, 22 percent year-on-year growth on the investment portfolio. At Inteligo, 15.8 percent year-on-year growth in assets under management plus deposits and 31.2 percent year-on-year growth in revenues. High profitability with a 96.8 percent yearly growth in net profit at IFS in the fourth quarter and with full year net profit growing at 8 percent and excluding non-recurring factors, and 22.1 percent if we exclude also the impact on discount rate saturation (ph) on the calculation of the technical reserves. The full year ROE was 24.6 percent for IFS. Now we welcome any questions you may have.

Operator: Thank you. At this time, we will open the floor for questions. If you would like to ask a question, please press the "star" key followed by the "one" key on your

Touchtone phones now. Questions will be taken in the order in which they are received. If at any time you would like to remove yourself from the questioning queue, just press “star two”. Again, to ask a question, please press “star one”. And our first question will come from Alonso Aramburu from BTG.

Alonso Aramburu: Hi, good morning and thank you for the call. I had a question on your asset quality. We had these increasing past due loans due to this particular loan. How much of this loan have you provisioned so far, so how much will you expect that it would still need to be provisioned going forward? When you look at your portfolio, I imagine this loan had some visibility that it was going to be delinquent. Do you have any other exposure that you think can become delinquent maybe in the oil and gas sector potentially?

Michela Casassa: Good morning, Alonso. As of the end of the last year, we have already provisioned 21.4 percent of the loan we are talking about, okay, and of course, depending on the evolution (ph) on the loan, we are planning to do some additional provisions this year. Actually, we are currently in the process of evaluating different alternatives to solve the situation with this loan.

Alonso Aramburu: Okay, and when you look at...

Michela Casassa: And just one additional comment. Sorry, just one additional comment. This loan is fully collateralized.

Alonso Aramburu: Okay. How is your exposure to the oil and gas sector aside from this loan? Do you have any more exposure?

Michela Casassa: I mean, nothing substantially.

Alonso Aramburu: Okay. And then maybe on a separate issue, when – you had very nice growth in retail loans and especially credit cards in 2014. When we look at 2015, should we expect a similar development with retail loans growing much faster than commercial loans, or do you expect something more evenly – more even growth going forward?

Michela Casassa: What we believe, Alonso, is that during 2015, we should be more aligned with the system (indiscernible 32:16) in terms of total PDL loan ratio, okay, and as the credit card portfolio has been growing very strongly, we expect also that that specific ratio could be more in line with the system average.

Alonso Aramburu: Okay, thank you.

Luis Felipe Castellanos: Alonso, this is (inaudible 32:35) and on your question about growth, as you know, our – we like the balance between 50/50 split commercial and retail, and that's what we have been maintaining during the last year and that's what we expect to continue in the upcoming year. We lost some deeper ground (ph) in the corporate segment at the end of the year. We saw some transactions where we did not want to participate because our focus on profitability; nevertheless, we would like to maintain the 50/50 split, no, so that should guide our growth going forward.

Alonso Aramburu: Okay, so in that case, given if growth is more evenly divided between retail and commercial loans, should we expect a more stable NIM going forward?

Michela Casassa: Actually, what we are expecting is a slight improvement in NIM (ph) as what we have been experiencing over the past quarter.

Alonso Aramburu: Okay, and that is because of lower funding cost, or you think your assets (indiscernible 33:38)?

Michela Casassa: Actually, it's a mix of things. As credit cards have been growing faster than other products, no, already and that has been going on during 2014, that will already have an impact during 2015, as well as the decrease, for example, in the retail requirements which have been impacting positively in 2014 and will continue to impact in 2015, and also some, let's say, lower impact coming from financial expenses that in 2014 we had a strong impact from the bond, the subordinated bond that we issued, okay, which we (indiscernible 34:22) due in 2015.

Alonso Aramburu: Great. Thank you.

Operator: Thank you. Again, if you would like to ask a question, please press the "star" key followed by the "one" key on your phones now. Again, that is "star one" to ask a question. And our next question will come from Natalia Corfield from JP Morgan.

Natalia Corfield: Good morning, everyone. Thank you for the question. It's actually a follow-up from the previous questioning in terms of asset quality. You spoke about your exposure to oil and gas. I would like to know more about your exposure to the commodities in general given what's going on right now. And also, you just mentioned that you expect your NPL ratio to be more aligned with the system. Well, you have been below the system and, therefore, can I conclude that you're expecting an increase in this ratio? And most importantly, I think could be a steep increase given that you are much – you are below, much below what the system is showing. Those are my questions. Thank you.

Michela Casassa: Okay. Hi, Natalia. First, on the commodities exposure, I mean actually, we are a bank that has a lower incidence (ph) within the portfolio when we compare ourselves to the industry in terms of commodities and specifically also mining, and this is due to the fact that those clients are very large corporates and we are not that strong on those clients. So this is – to answer one of your first questions. In terms of the PDL evolution for next year, as of December, we are in line with the system due to the specific client that we mentioned, but if we take out that client, we would be at 2.1 percent, so it's below the system average. But what we do expect going forward for 2015, and this is mainly due to the composition and the mix of the portfolio, is that as credit cards continues to grow more within the total portfolio, that overall PDL ratio would be more in line with the system average. So we do not expect a faster, let's say, increase in that PDL ratio. It's just that that will increase due to the mix of the portfolio.

Natalia Corfield: Okay, thank you.

Operator: Thank you. Our next question comes from Carlos Rojas from Andino. Mr. Rojas, your line is open.

Carlos Rojas: Hi. Thank you. One question on the Bank, kind of one in insurance. The Bank has said (ph) to a follow-on with the same questions about commodities. If you could please highlight to us how big is your exposure in the corporate portfolio in agriculture and fishing industries since El Nino has had some effects on the Peruvian economy? And on the insurance portfolio, if you could give us some light about Solvency II, if this year we're going to see some effects on that, the government has addressed the issue, when it's going to be implemented, and if you have some numbers that you can share with us about how it can affect that (indiscernible 37:58)? Thanks.

Michela Casassa: Good morning, Carlos. On the agriculture and fishing, taking both segments into account, okay, they represent a little bit less than 15 percent of our portfolio and basically, in the companies in which we have focused in the agriculture business are the ones related to agro exports, where we see much less risk. For the second question, I'm going to have to ask you to repeat it to me again because I was thinking on your first question (indiscernible 38:32).

Carlos Rojas: I was thinking about Solvency II, which is something that we know is going to happen in the region, as well as in Europe, and we would like to know if you already know when the government is going to ask insurance to implement this, and if you had already run some numbers, how this can affect the insurance portfolio?

Michela Casassa: Let me just pass you on to Maria del Carmen Rocha, CFO of Interseguro.

Maria del Carmen Rocha: Hi, Carlos. It is not clear yet when Solvency II is going to be implemented in Peru. We just had an initial meeting with the FDS (ph) last week to discuss the implications and how we're going to proceed about this, but it's not clear yet. If we have run some numbers, we haven't run Solvency II yet because it's not clear how it's going to be implemented in Peru; however, I think that our IFRS numbers are probably a proxy for what's going to happen with it.

Carlos Rojas: Okay. Thank you.

Operator: Thank you. Again, if you would like to ask a question, please press the “star” key followed by the “one” key on your phones now. Again, that is “star one” to ask a question. And our next question comes from Alonso Garcia from Credit Suisse.

Alonso Garcia: Hello, good morning. Another follow-up on asset quality. Regarding the SME segment, how do you expect it to evolve during this year? And also, what are your expectations for cost of risk in 2015? Thanks.

Michela Casassa: Good morning, Alonso. As you have seen from the numbers we have presented, the SME segment, which we refer to as small and micro companies, has had, let’s say, a deterioration during the last quarters of the year, now reaching the 5.5 percent which compares to the 8.3 percent of the industry average, and we do expect a slight deterioration during 2015 but we do not expect anything strong as what you see as the system average, and this is due to the fact that we, today, have a very small market share in that segment, which is between 3 and 4 percent. So basically, historically, we have been targeting the good clients in that segment, and moreover, during 2014, that specific segment has not grown, so we have not, let’s say, acquired a lot of new investments there. So we, yes, foresee some deterioration but it should be, let’s say, slight or in line with what we’ve seen during 2014.

Luis Felipe Castellanos: Yeah, it’s Luis Felipe, just to complement Michela’s point on that business where we have a small market share, we do see opportunities. We had growth plans for 2014, but early on, we saw the segment deteriorating so we postponed our growth efforts as we’ve done in some other instances in the previous years. This time it was relating to this specific sector. We actually were, like, a bunch (ph) above our budget of what we have – like to grow, but we saw some contamination in the portfolio, no? So we don’t expect that to continue in 2015, whereas we're going to resume growth and we have taken specific underwriting measures that make us comfortable that a strong deterioration of the portfolio will not be incurred (ph).

Alonso Garcia: Thank you, and regarding cost of risk, what are your expectations for 2015?

Michela Casassa: Again there, we have a slight increase in cost of risk for the full year.

Luis Felipe Castellanos: Relating basically to the mix of the portfolio.

Michela Casassa: Exactly, in line with the increase of provisions.

Luis Felipe Castellanos: Yeah, where consumer loans and credit cards will have a heavy weight in the overall portfolio. Actually, we see the growth of consumer has been around 19.4 percent, while mortgages only around 10 percent. That (indiscernible 43:03) explains a different imbalance. Besides that, our commercial portfolio only grew 2 percent, no, so that will – that mix change will have an impact during 2015, but each related to each other's portfolio.

Alonso Garcia: Thank you very much.

Operator: Thank you. Again, if you would like to ask a question, please press the "star" key followed by the "one" key on your phones now. That is "star one" to ask a question. And at this time, there are no further questions waiting to be answered. I'd like to turn the call back over to Mrs. Casassa for closing remarks.

Michela Casassa: Okay, thank you, everybody, for joining our call and we will talk again in the next quarterly results in May. Bye, everybody.

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