

Second Quarter 2012 Earnings Presentation

Intercorp Financial Services

Highlights

Intercorp Financial Services:

- Intercorp's net earnings were S/. 243.0 million in 2Q12, an increase of 52.4% QoQ and 76.3% YoY
- Net earnings growth was mainly driven by significantly higher investment income at Interseguro, as a result of the sale of real estate properties
- Intercorp's ROE was 42.1% in 2Q12, above the 28.1% in 1Q12 and the 29.6% in 2Q11
- Excluding non-recurring items, net earnings would have been S/. 130.6 million in 2Q12, a 2.3% increase YoY

Interbank:

- Interbank's net earnings increased 14.3% YoY, driven by sustained loan growth and higher fee income
- Net earnings remained stable QoQ, in line with a 0.8% growth in gross financial margin
- Commercial loans grew 5.2% QoQ, as expansion in the portfolio resumed after a decline in the previous quarter
- NIM was 7.5% in 2Q12, down from the 7.9% reported in 1Q12 due to higher average levels of cash
- The ratio of past due loans to total loans increased from 1.7% in 1Q12 to 1.8% in 2Q12, as a result of the seasoning of credit card loans granted in 2011
- Provision expenses rose 40.6% YoY and 35.6% QoQ, mainly due to increasing delinquencies in the credit card portfolio
- Fee income grew 4.6% QoQ and 15.9% YoY, due to higher activity in corporate finance advisory and loan structuring

Interseguro:

- Interseguro's net earnings reached a record level of S/. 122.5 million in 2Q12, driven by strong investment income
- Annuity sales decreased QoQ and YoY due to a market contraction. However, Interseguro remains the market leader in annuities

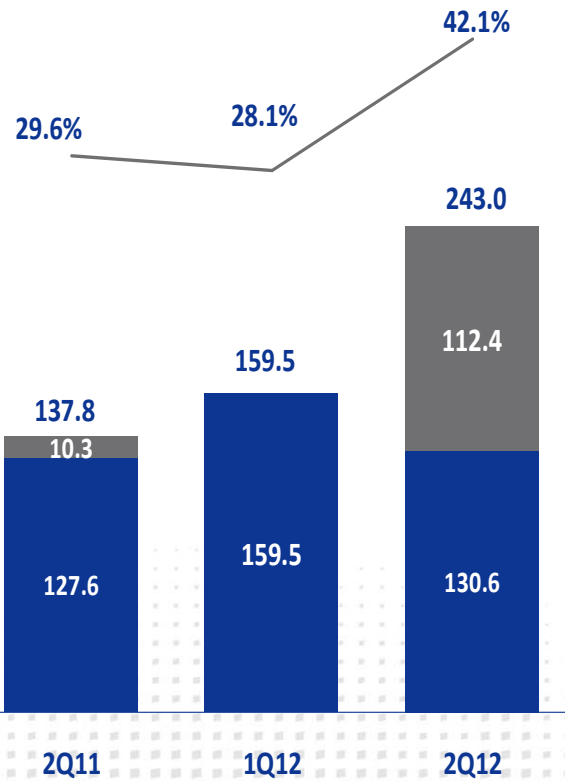
Intercorp's 2Q12 earnings increased 52.4% QoQ and 76.3% YoY

Intercorp

Net income*

S/. million

ROE

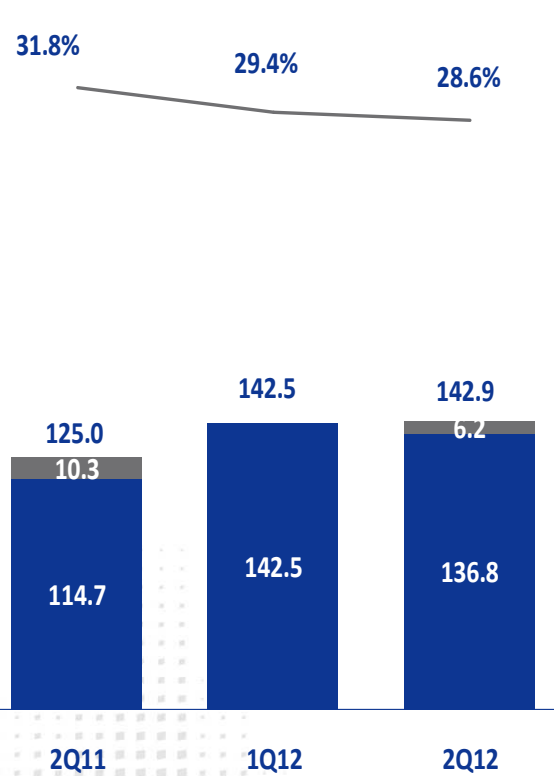


Interbank

Net income

S/. million

ROE

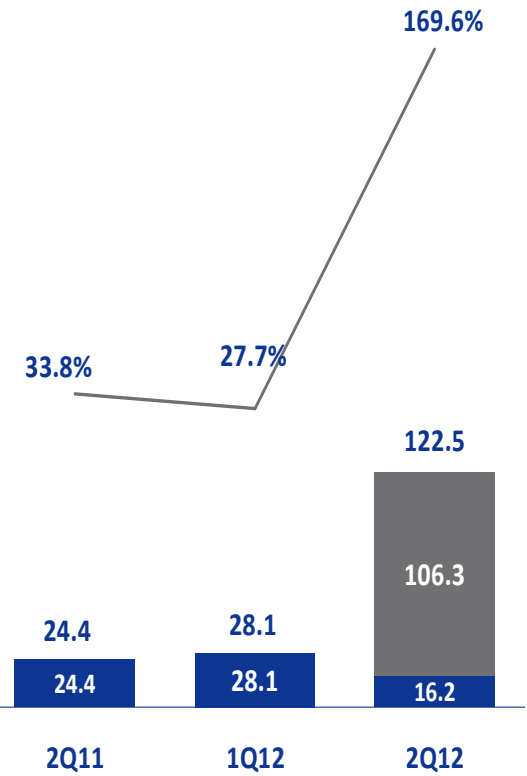


Interseguro

Net income

S/. million

ROE



* Attributable to IFS shareholders

■ Recurring

■ Non-recurring

Intercorp's net earnings reached a record S/. 243.0 million in 2Q12

Intercorp's Profit and Loss Statement Summary					
S/. million	2Q11	1Q12	2Q12	%chg QoQ	%chg YoY
Financial income	601.9	630.9	725.4	15.0%	20.5%
Financial expenses	-154.3	-139.8	-140.4	0.4%	-9.0%
Gross financial margin	447.6	491.1	585.0	19.1%	30.7%
Provisions	-101.0	-104.7	-142.0	35.6%	40.6%
Net financial margin	346.6	386.4	443.0	14.7%	27.8%
Fee income from financial services, net	113.4	126.4	133.0	5.2%	17.3%
Result from insurance underwriting, net	-13.8	-20.6	-22.5	9.0%	63.4%
Administrative expenses	-240.5	-263.7	-276.1	4.7%	14.8%
Net operating margin	205.7	228.4	277.4	21.4%	34.8%
Depreciation and amortization	-23.5	-24.7	-25.3	2.2%	7.6%
Other income (expenses)	11.1	12.5	31.4	151.4%	182.8%
Income before tax	193.4	216.2	283.5	31.1%	46.6%
Income tax	-54.6	-55.7	-39.5	-29.0%	-27.7%
Net income	138.7	160.5	244.0	52.0%	75.9%
Attributable to IFS shareholders	137.8	159.5	243.0	52.4%	76.3%
EPS	1.47	1.70	2.60		
ROE	29.6%	28.1%	42.1%		

Interbank

Interbank's net income remained stable QoQ and increased 14.3% YoY

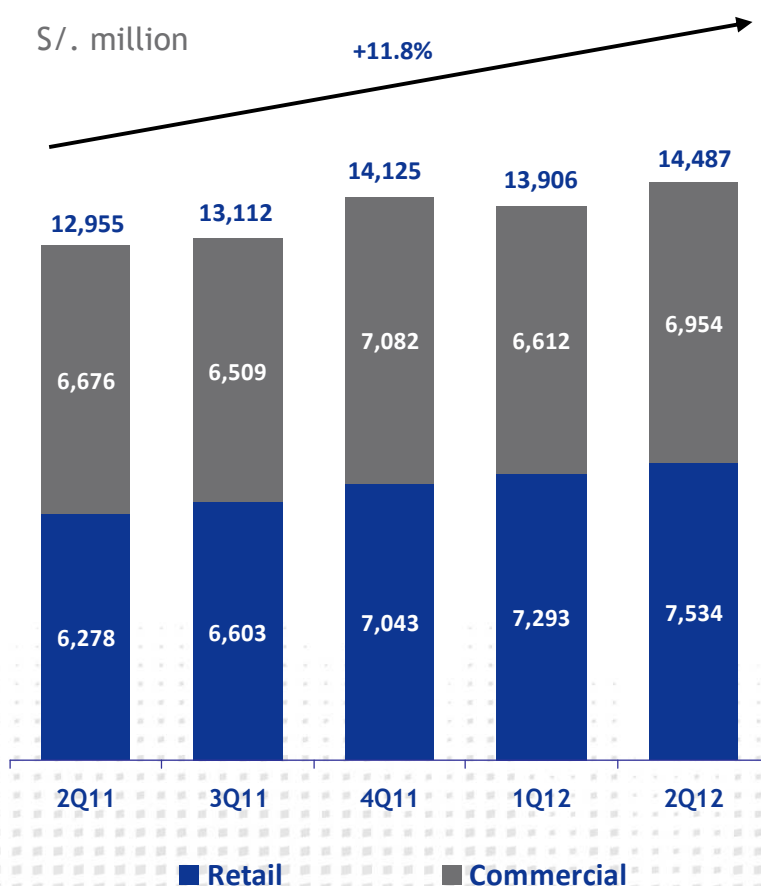
Interbank's Profit and Loss Statement Summary

S/. million				% chg	% chg
	2Q 11	1Q 12	2Q 12	QoQ	YoY
Financial income	537.0	560.5	568.9	1.5%	5.9%
Financial expenses	-138.4	-131.4	-136.5	3.8%	-1.4%
Gross financial margin	398.6	429.1	432.4	0.8%	8.5%
Provisions	-101.0	-104.7	-142.0	35.6%	40.6%
Net financial margin	297.5	324.4	290.4	-10.5%	-2.4%
Fee income from financial services, net	115.9	128.5	134.4	4.6%	15.9%
Administrative expenses	-220.3	-236.8	-241.3	1.9%	9.5%
Net operating margin	193.1	216.1	183.4	-15.1%	-5.0%
Depreciation and amortization	-22.7	-23.9	-24.3	1.6%	6.9%
Other income (expenses)	7.4	3.9	21.7	n.m.	n.m.
Income before taxes	177.9	196.1	180.9	-7.8%	1.7%
Income tax	-52.9	-53.6	-38.0	-29.2%	-28.2%
Net income	125.0	142.5	142.9	0.3%	14.3%
ROE	31.8%	29.4%	28.6%	-80 bps	-320 bps

Commercial loans grew 5.2% QoQ, recovering from a decline in 1Q12

Performing loans

S/. million



Breakdown of loans

S/. million

	2Q 11	1Q 12	2Q 12	% chg QoQ	% chg YoY
Consumer loans:					
Credit cards	1,891	2,243	2,218	-1.1%	17.3%
Other consumer	2,350	2,600	2,689	3.4%	14.4%
Total consumer loans	4,241	4,843	4,907	1.3%	15.7%
Mortgages	2,037	2,450	2,627	7.2%	28.9%
Total retail loans	6,278	7,293	7,534	3.3%	20.0%
Total commercial	6,676	6,612	6,954	5.2%	4.2%
Total loans	12,955	13,906	14,487	4.2%	11.8%

Market share in loans

S/. million

	2Q 11	1Q 12	2Q 12	% chg QoQ	% chg YoY
Consumer loans:					
Credit cards	20.4%	21.4%	20.2%	-1.2%	-0.2%
Other consumer	20.4%	19.9%	19.5%	-0.4%	-0.9%
Total consumer loans	21.5%	21.6%	20.8%	-0.8%	-0.7%
Mortgages	11.9%	12.3%	12.4%	0.1%	0.5%
Total retail loans	17.0%	17.2%	16.8%	-0.4%	-0.2%
Total commercial	8.3%	7.8%	7.9%	0.1%	-0.4%
Total loans	11.0%	10.9%	10.9%	0.0%	-0.1%

Does not include Crediscotia

Deposits represent 75% of Interbank's total funding base

Funding Structure

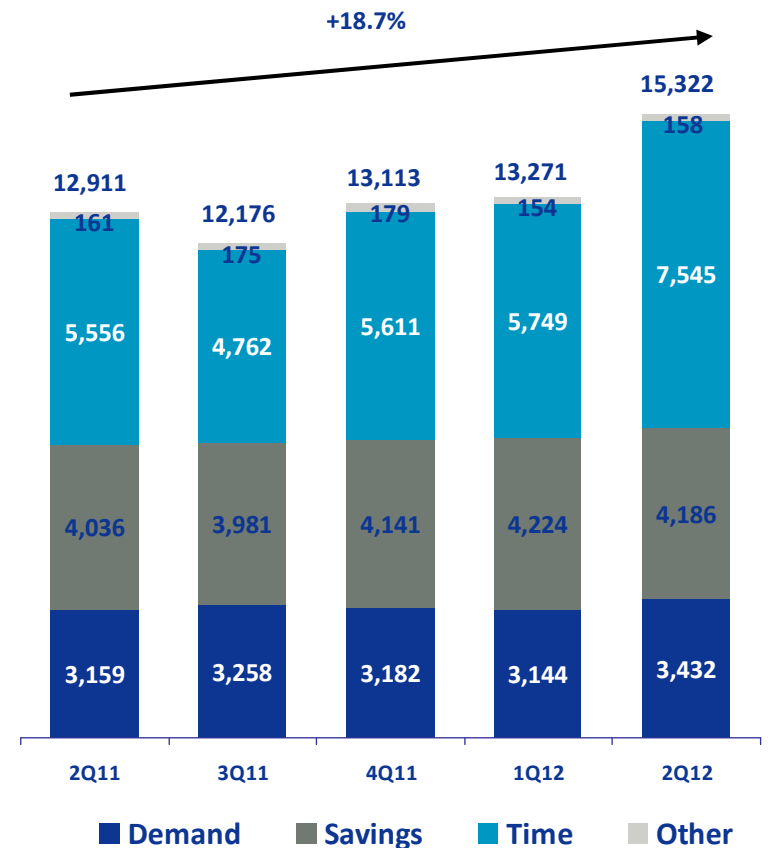
S/. million				% chg	% chg
	2Q 11	1Q 12	2Q 12	QoQ	YoY
Deposits and obligations	12,911	13,271	15,322	15.5%	18.7%
Due to banks	2,662	2,825	2,907	2.9%	9.2%
Bonds	2,074	2,048	2,166	5.8%	4.5%
Interbank funds	65	110	58	-47.7%	-10.7%
Total	17,712	18,254	20,453	12.0%	15.5%
AUM (Interfondos)	2,080	2,186	2,270	3.9%	9.1%

Market Share in Deposits

S/. million				% chg	% chg
	2Q 11	1Q 12	2Q 12	QoQ	YoY
Retail Deposits	12.1%	11.6%	11.6%	0.0%	-0.5%
Commercial Deposits	9.2%	8.5%	9.0%	0.5%	-0.2%

Does not include Crediscotia
 (1) Includes demand and savings deposits

Deposit Breakdown

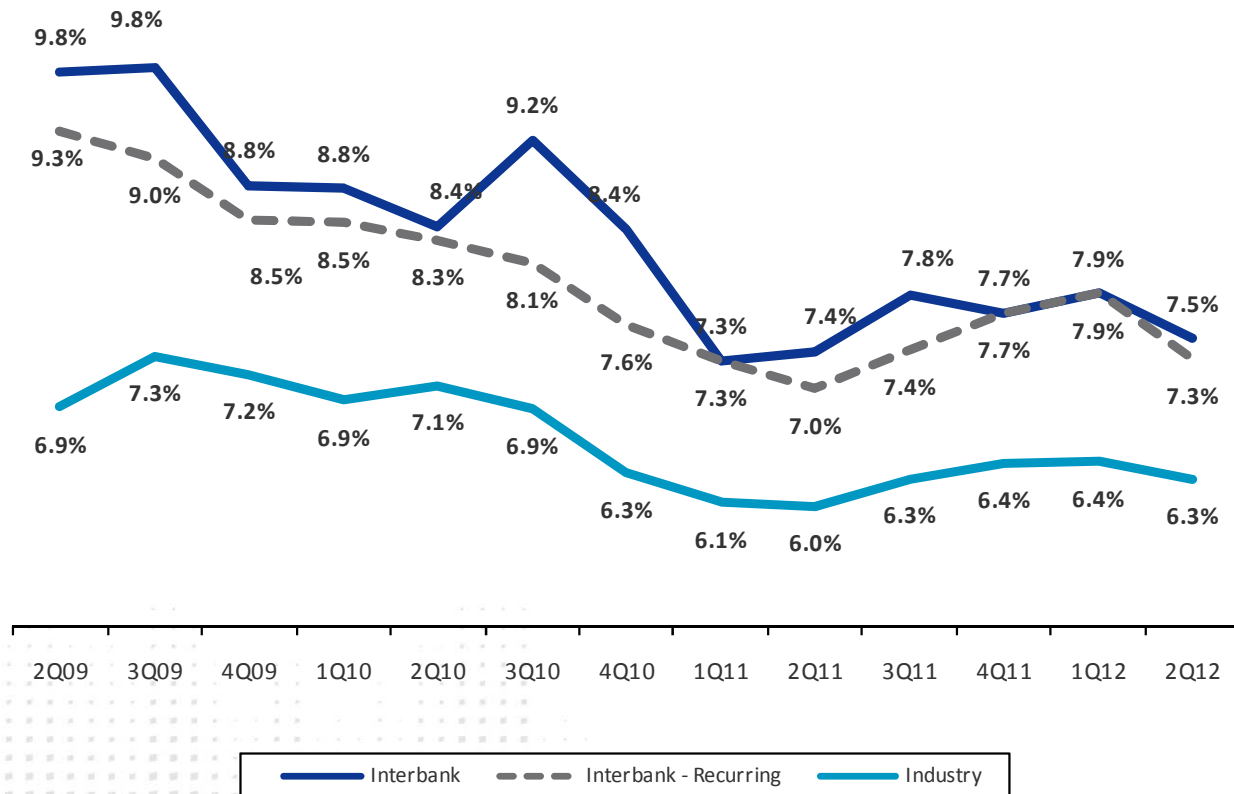


Gross financial margin increased 0.8% QoQ and 8.5% YoY

Interbank's Gross Financial Margin					
S/. million	2Q 11	1Q 12	2Q 12	% chg QoQ	% chg YoY
Financial income:					
Loans	433.5	458.0	465.4	1.6%	7.4%
Investments	44.5	37.5	53.3	42.2%	19.8%
Interest on due from banks and interbank funds	3.8	4.1	6.0	47.5%	58.7%
Exchange and derivatives gains	53.7	58.0	41.7	-28.1%	-22.5%
Others	1.5	3.0	2.4	-18.0%	66.9%
Total financial income	537.0	560.5	568.9	1.5%	5.9%
Financial expenses:					
Deposits	53.9	57.3	63.8	11.4%	18.4%
Others	84.6	74.2	72.7	-2.0%	-14.0%
Total financial expenses	138.4	131.4	136.5	3.8%	-1.4%
Gross Financial Margin	398.6	429.1	432.4	0.8%	8.5%

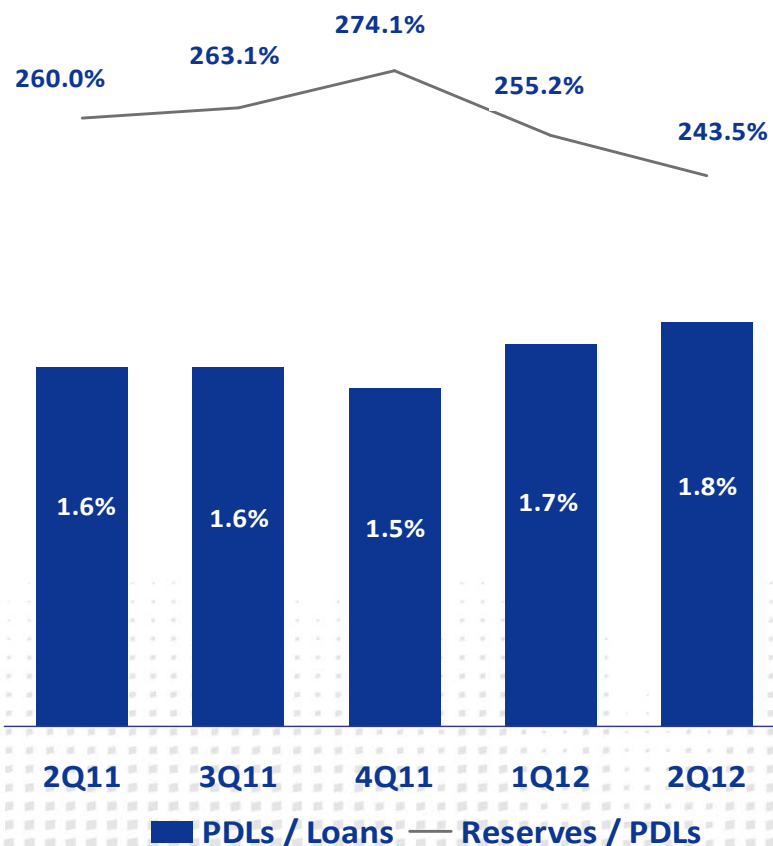
NIM remains significantly above the industry's average

Net Interest Margin (%)



Provision expenses increased 35.6% QoQ and 40.6% YoY

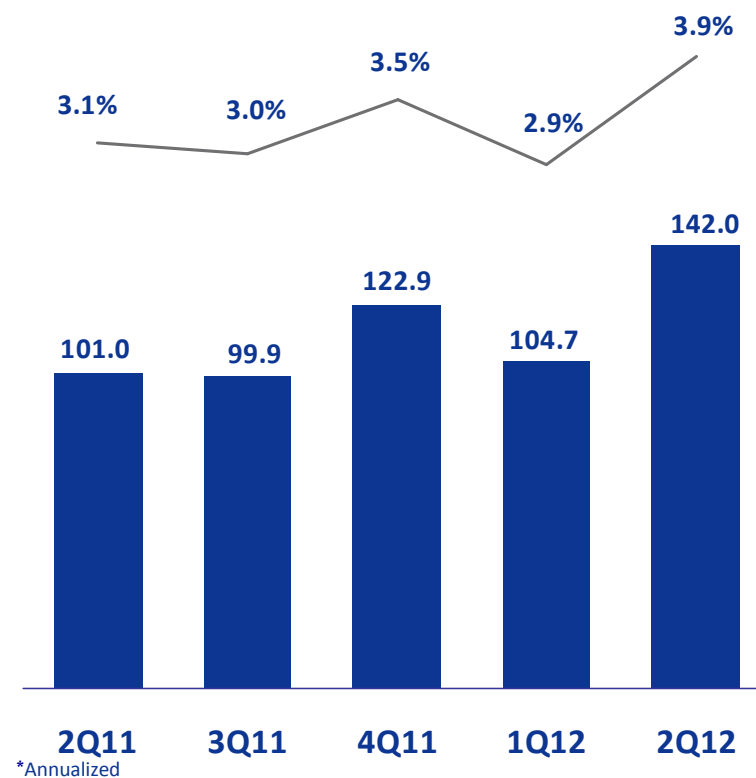
PDL & Coverage Ratios



Loan Provision Expense

S/. million

Provision expense*
Loans



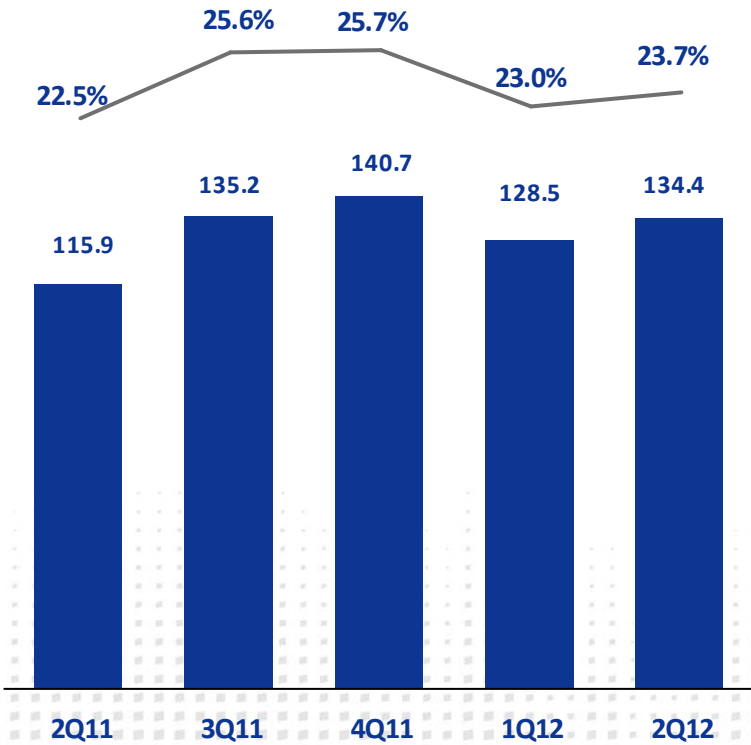
*Annualized

Fee income grew 15.9% YoY, while the efficiency ratio improved YoY

Fee income

S/. million

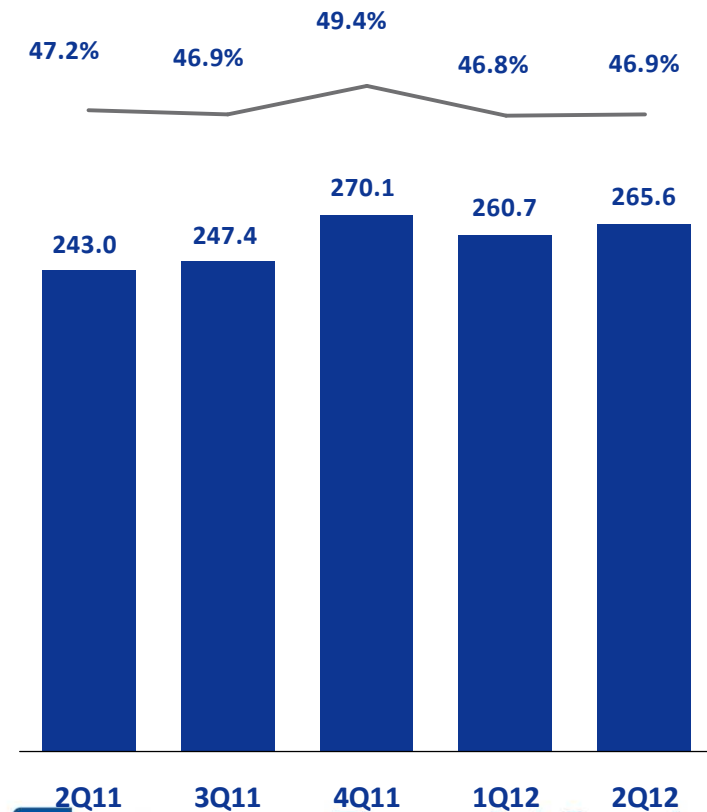
- Net fee income
- Fee income / operating revenues



Operating expenses

S/. million

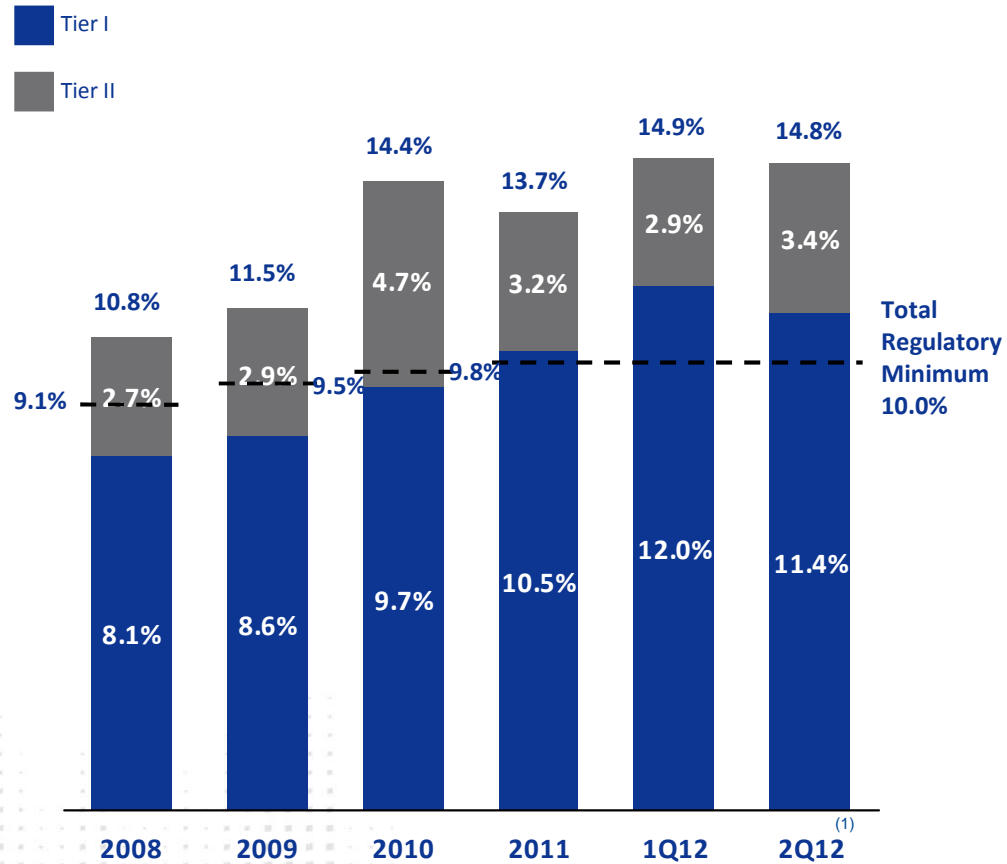
Efficiency ratio*



Intercorp Financial Services

*Cost / Income

Interbank's capitalization remained strong



(1) On April 2010 Interbank issued US\$200 million in non-cumulative junior subordinated notes which are considered as Tier I and II capital. Under Peruvian regulation junior subordinated notes that receive Tier 1 capital treatment are capped at 17.65% of capital and reserves. As of June 30, 2012, 65.6% of the notes qualified as Tier 1 and the remaining 34.4% qualified as Tier II.

Interseguro

Interseguro's net income increased more than fourfold QoQ and fivefold YoY

Interseguro's Profit and Loss Statement Summary

S/. million	2Q11	1Q12	2Q12	% chg QoQ	% chg YoY
Premiums	109.5	110.2	106.3	-3.5%	-2.9%
Premiums ceded	-2.3	-1.0	-1.2	18.7%	-48.7%
Fees	-3.2	-3.8	-3.6	-6.8%	13.4%
Claims	-32.0	-31.3	-40.3	28.9%	25.8%
Change in reserves	-89.4	-95.1	-85.8	-9.8%	-4.1%
Diverse Income, net	1.1	0.1	-0.3	n.m.	n.m.
Technical margin	-16.3	-20.9	-24.9	18.8%	52.1%
Administrative expenses	-14.6	-13.1	-15.9	21.1%	8.5%
Investment income, net*	55.4	62.2	163.2	162.6%	194.5%
Net income	24.4	28.1	122.5	335.6%	401.4%
ROE	33.8%	27.7%	169.6%		

*Includes exchange rate difference

Premiums decreased 3.5% QoQ and 2.9% YoY due to a market contraction in annuities

Premiums by Business Line					
S/. million	2Q11	1Q12	2Q12	% chg QoQ	% chg YoY
Individual Life	6.4	7.1	6.6	-6.6%	2.6%
Annuities	82.7	82.4	76.9	-6.7%	-7.1%
Group Life	12.3	11.7	13.7	17.5%	11.8%
Disability and survivor benefits	0.1	0.1	0.1	0.0%	0.0%
Mandatory traffic accident	5.3	6.7	5.9	-11.2%	10.6%
Non Life Insurance	2.6	2.3	3.2	35.5%	21.6%
TOTAL	109.5	110.2	106.3	-3.5%	-2.9%

Investment income nearly tripled YoY

Investment Portfolio					
S/. million	2Q11	1Q12	2Q12	% chg QoQ	% chg YoY
Fixed Income	1,558.8	1,998.6	2,218.0	11.0%	42.3%
Equity and Mutual Funds	312.0	280.4	272.4	-2.9%	-12.7%
Real estate	505.3	456.1	385.7	-15.4%	-23.7%
Others	4.7	4.9	5.1	2.5%	7.5%
TOTAL	2,380.8	2,740.0	2,881.1	5.1%	21.0%

Investment Income, Net					
S/. million	2Q11	1Q12	2Q12	% chg QoQ	% chg YoY
Income:					
Fixed Income	32.7	44.9	38.1	-15.2%	16.6%
Interest	27.5	27.9	29.8	6.9%	8.4%
Realized Gains	5.2	17.1	8.3	-51.3%	60.0%
Equity and Mutual Funds	18.1	9.1	10.2	11.9%	-43.3%
Real estate	6.1	9.4	119.6	n.m.	n.m.
Total Income	56.9	63.5	168.0	164.7%	195.4%
Expenses	-1.4	-1.2	-0.7	-40.6%	-48.6%
Exchange difference and others	-0.1	-0.1	-4.1	n.m.	n.m.
Net investment income	55.4	62.2	163.2	162.6%	194.5%



 **Intercorp** Financial Services