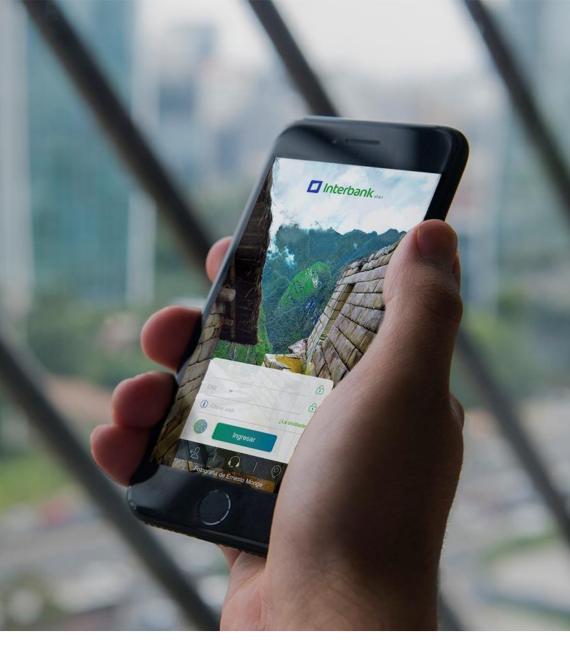


First Quarter 2018





## Highlights 1Q18

Interbank

Strong 1Q18 in terms of earnings. Higher loan growth than the market and declining cost of risk, supported by a better performance of the credit card portfolio

Clear focus on digital transformation

Interseguro

Improvement in 1Q18 driven by synergies with S. Sura almost completely accomplished

Discount rate impact on technical reserves now accounted through equity, reducing earnings' volatility

Inteligo

Strong profitability in 1Q18; fees from financial services grew 6.5% QoQ and 13.6% YoY

Intercorp Financial Services

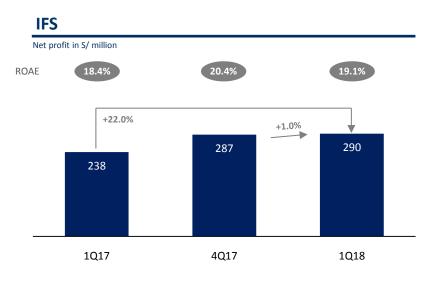
22.0% YoY growth in earnings, resulting in 19.1% ROAE (20.0% excluding IFRS 9 impacts on mark-to-market on securities)

# Main accounting changes in 1Q18

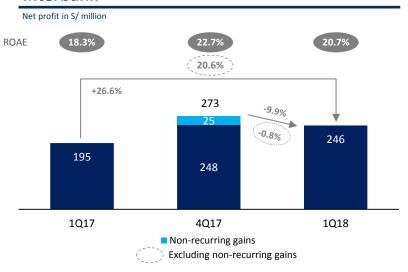
	Item	Description	Company	Impact		
Tec	chnical reserves	Impact from changes in discount rate on technical reserves now accounted through equity	Interseguro	Restatement of financials, reduction of volatility in P&L		
I F	Loan loss provisions	Expected loss model, classifies credit portfolio in 3 stages: Stage 1: EL 12 months Stage 2: EL lifetime Stage 3: EL lifetime	Interbank	Additional one-off allowances of S/ 145MM accounted through equity as of 01.01.2018		
R S 9	Investments	2 categories for investments: 1. Non strategic / short term investments: changes through P&L 2. Strategic / long term investments: changes through equity	Interseguro Inteligo	Negative mark-to-market result of S/ 5.2MM at Interseguro in 1Q18 Negative mark-to-market result of S/ 7.6MM at Inteligo in 1Q18		

## IFS 1Q18 net profit increased 22.0% YoY

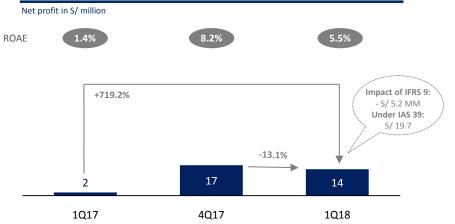
IFRS(1)



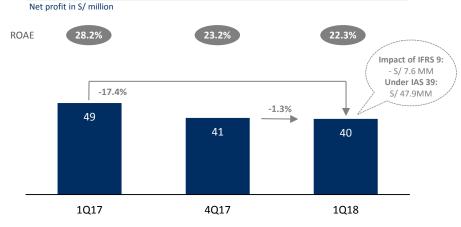
#### Interbank



#### Interseguro



## Inteligo



## **IFS key indicators 1Q18**

IFRS<sup>(1)</sup>

#### **Intercorp Financial Services' key indicators**

million	·	iai services ney maieae				
		1017	4Q17	1Q18	%chg QoQ	%chg YoY
	Net interest and similar income	669.3	709.4	769.4	8.5%	15.0%
	Fee income from financial services, net	220.7	231.4	233.3	0.8%	5.7%
	Efficiency ratio <sup>(2)</sup>	39.5%	36.7%	35.3%	-140 bps	-420 bps
IFS	Profit for the period	237.7	287.1	290.0	1.0%	22.0%
	ROAE	18.4%	20.4%	19.1%	-130 bps	70 bps
ROAA	ROAA	1.9%	2.1%	1.9%	-20 bps	0 bps
	ROAE ROAA EPS  NIM (3) Risk-adjusted NIM (4) Cost of Risk NPL ratio NPL Coverage ratio	2.23	2.67	2.64		
	NIM <sup>(3)</sup>	5.6%	5.6%	5.5%	-10 bps	-10 bps
		3.3%	3.8%	3.9%	10 bps	60 bps
Dankina	Cost of Risk	3.4%	2.7%	2.5%	-20 bps	-90 bps
Banking	NPL ratio	3.2%	3.2%	3.2%	0 bps	0 bps
	NPL Coverage ratio	124.2%	118.4%	130.8%	-	-
	Cost of Risk  Banking  NPL ratio	17.1%	16.1%	17.5%	140 bps	40 bps
	Gross premiums plus collections	145.0	171.8	195.5	13.8%	34.9%
Insurance	ROIP	6.3%	6.4%	5.7%	-70 bps	-60 bps
Wealth	AUMs + Deposits	14,782.5	14,235.5	13,998.7	-1.7%	-5.3%
Management	Fees from financial services	29.0	31.0	33.0	6.5%	13.6%

<sup>1) 1</sup>Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

<sup>(2)</sup> Efficiency ratio is defined as (Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Fee income + Other income + Net premiums earned)

<sup>(3)</sup> NIM is defined as (Net interest and similar income / Average interest-earning assets). Interest earning assets consider total loans, total investment available for sale and total cash and due from banks funds

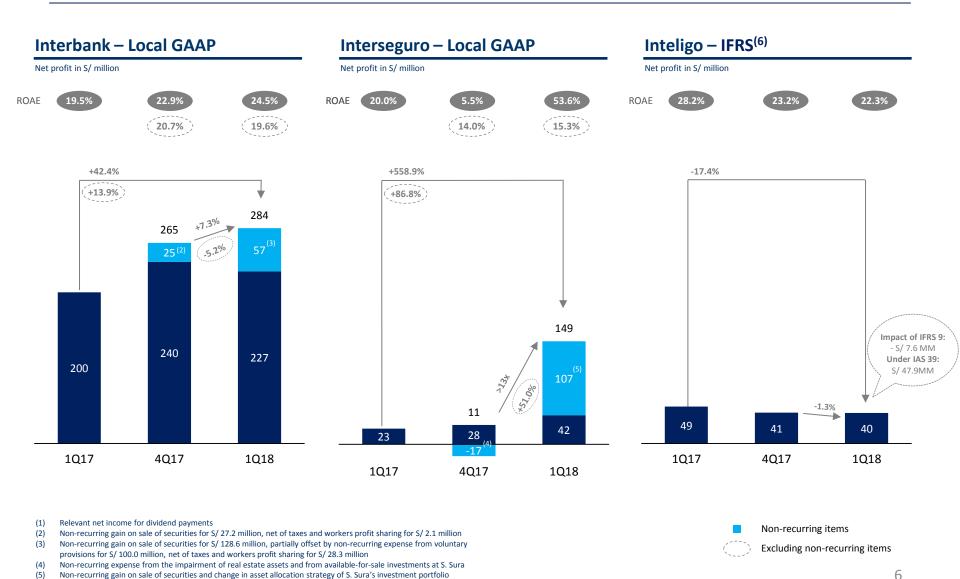
<sup>(4)</sup> NIM after provisions

## Relevant net income<sup>(1)</sup>

#### Local GAAP & IFRS

(5)

1Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9



<sup>6</sup> 

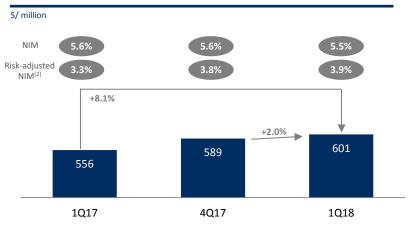


**☐** Intercorp Financial Services

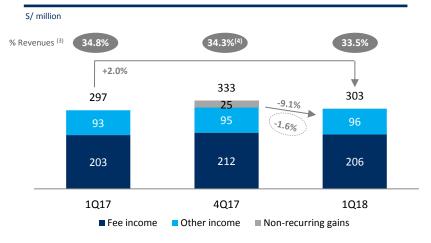
## Interbank 1Q18 improved in top line growth and cost of risk

IFRS(1)

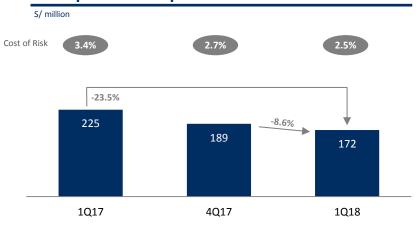
#### Net interest and similar income



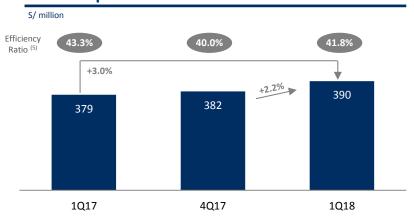
#### **Total other income**



#### Loan provision expense



#### Other expenses



1) 1Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

NIM after provisions

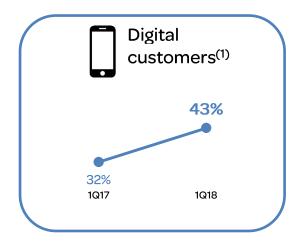
Excluding non-recurring items

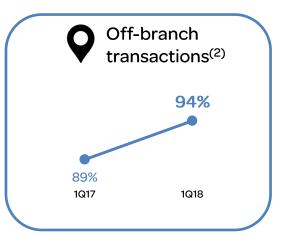
B) Ratio is defined as (Fee income + Other income) / (Net interest income + Fee income + Other income)

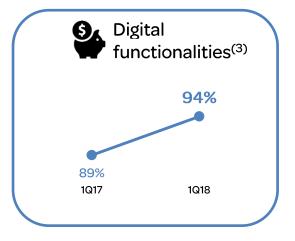
Excluding non-recurring gains. Ratio including non-recurring gains was 36.1% in 4Q17

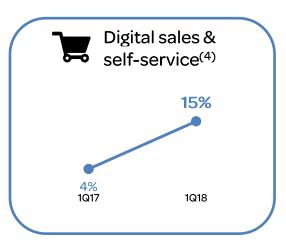
Efficiency ratio is defined as (Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Fee income + Other income)

## Clear focus on digital transformation

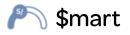


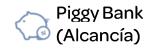






New digitally-driven functionalities on Interbank's App







Credit card installments

<sup>1)</sup> Digital customers: % of retail clients that use digital platforms

<sup>2)</sup> Off-branch transactions: % of total transactions performed outside branches

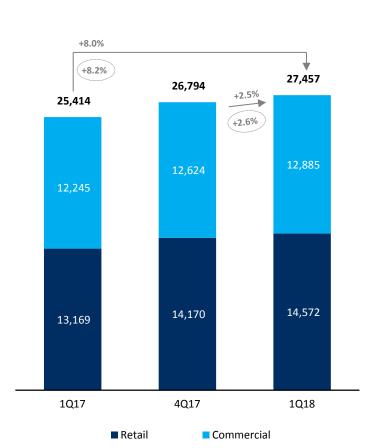
<sup>(3)</sup> Digital functionalities: % of functionalities available in digital platforms, weighted by volume

<sup>(4)</sup> Digital sales & self-service: % of total sales and self-service operations performed through digital platforms

# Loan growth accelerated to 8.0% YoY; 4.7% QoQ growth in credit cards

## **Performing loans**





#### **Breakdown of loans**

S/ million				%chg	%chg
	1Q17	4Q17	1Q18	QoQ	YoY
Consumer loans:					
Credit cards	3,709.7	3,792.6	3,970.2	4.7%	7.0%
Other consumer	4,531.7	4,854.8	5,009.2	3.2%	10.5%
Total consumer loans	8,241.4	8,647.4	8,979.4	3.8%	9.0%
Mortgages	4,927.9	5,522.2	5,592.1	1.3%	13.5%
Total retail loans	13,169.3	14,169.6	14,571.5	2.8%	10.6%
Total commercial loans	12,244.8	12,624.3	12,885.5	2.1%	5.2%
Total loans	25,414.2	26,793.9	27,457.0	2.5%	8.0%

#### Market share in loans(1)

S/ million				bps	bps
	1Q17	4Q17	1Q18	QoQ	YoY
Consumer loans:					
Credit cards	22.8%	22.3%	23.2%	90	40
Other consumer	19.6%	19.7%	19.6%	-10	0
Total consumer loans	21.0%	20.8%	21.1%	30	10
Mortgages	13.2%	14.0%	13.9%	-10	70
Total retail loans	17.2%	17.5%	17.6%	10	40
Total commercial loans	8.2%	8.1%	8.2%	10	0
Total loans	11.3%	11.4%	11.5%	10	20

(1) Based on Local GAAP figures



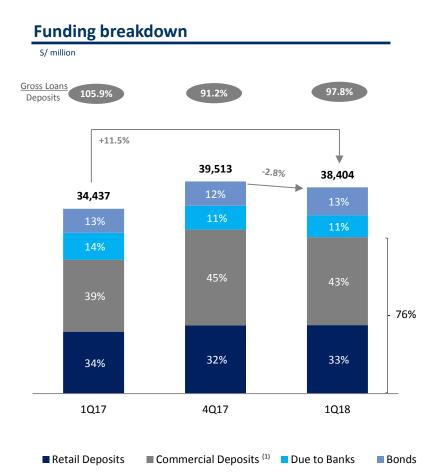
## Strong improvement in cost of funding

#### **Funding structure**

S/ million				%chg	%chg
	1Q17	4Q17	1Q18	QoQ	YoY
Deposits (1)	24,956.6	30,559.3	29,154.8	-4.6%	16.8%
Retail	11,550.2	12,709.2	12,768.9	0.5%	10.6%
Commercial (2)	13,406.5	17,850.1	16,385.8	-8.2%	22.2%
Due to banks	4,994.6	4,416.7	4,085.4	-7.5%	-18.2%
Bonds	4,486.2	4,537.2	5,164.0	13.8%	15.1%
Total	34,437.5	39,513.2	38,404.1	-2.8%	11.5%
AUM (Interfondos)	3,597.3	4,207.1	4,286.2	1.9%	19.2%
Average cost of funding	2.00/	2.00/	2.6% (3)	20 hns	20 hns
Average cost of funding	2.9%	2.8%	2.0%	-20 bps	-30 bps

#### Market share in deposits<sup>(4)</sup>

S/ million				bps	bps
	1Q17	4Q17	1Q18	QoQ	YoY
Retail Deposits	12.7%	12.6%	12.6%	0	-10
Commercial Deposits	10.5%	13.5%	12.4%	-110	190
Total Deposits	11.5%	13.1%	12.5%	-60	100



(4) Based on Local GAAP figures

<sup>1)</sup> Excluding exchange rate effect: -4.4% QoQ and +17.1% YoY

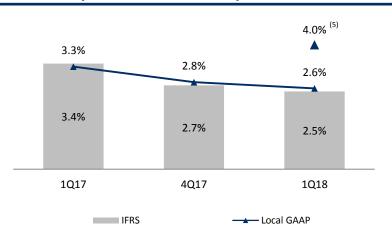
Includes Institutional and others

<sup>(3)</sup> Normalized from the effect of one-off differed interest. Including this effect average cost of funding was 2.5% in 1018

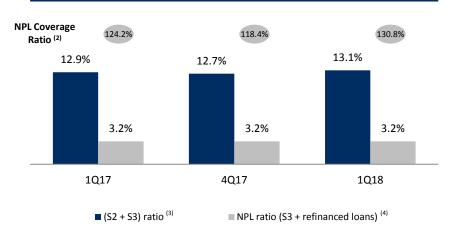
## Improved asset quality in 1Q18

IFRS(1)

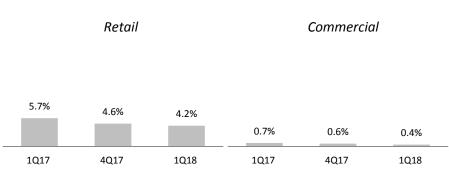
#### Cost of risk (IFRS vs. Local GAAP)



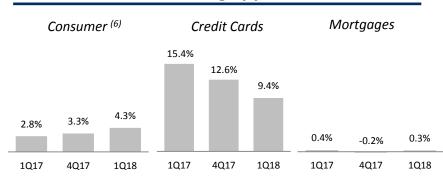
#### Non-performing exposure



#### Cost of risk - Retail and commercial banking



#### Cost of risk - Retail banking by product



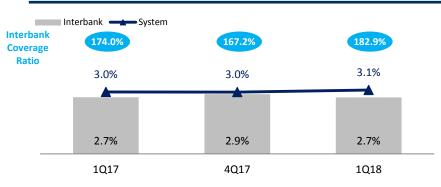
#### Note: Based on company information

- 1017 and 4017 under IAS 39, while 1018 under IFRS 9
- 2) NPL coverage ratio: Stock of provisions / (Exposure under Stage 3 + Refinanced loans)
- (S2 + S3) ratio: Exposure under Stage 2 and Stage 3 / Total exposure (IFRS 9)
- (4) NPL ratio: Exposure under Stage 3 and refinanced loans / Total exposure (IFRS 9)
- Cost of risk under Local GAAP including the effect of voluntary provisions for S/ 100.0 million constituted in January 2018 to cover potential risks related to the exposure to the construction sector. Excluding these voluntary provisions, cost of risk was 2.6% in 1Q18
- Excluding credit cards

# PDL ratio improved 20 bps in 1Q18, driven by an 80 bps reduction in credit cards

Local GAAP

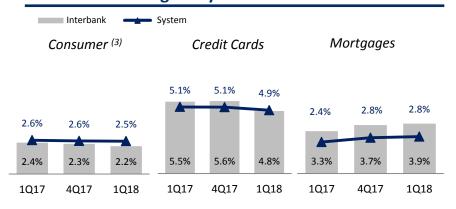
#### PDL vs. System



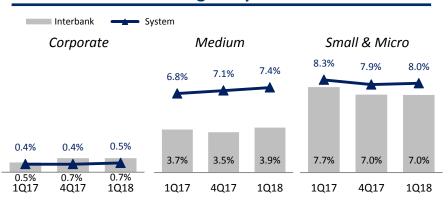
#### Loan provision expense vs. System



#### PDL retail banking vs. System



#### PDL commercial banking vs. System



Note: Based on SBS and company information

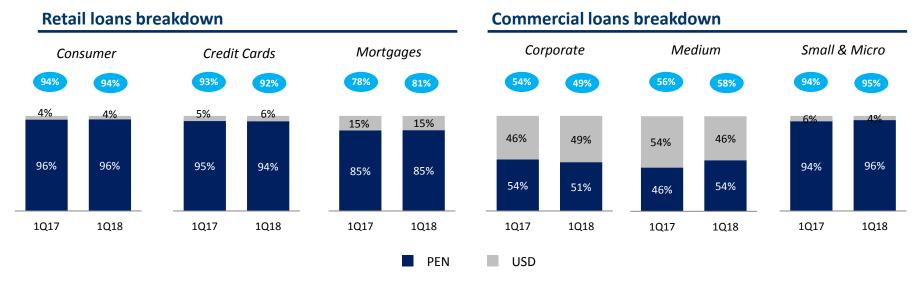
<sup>(1)</sup> Cost of risk including the effect of voluntary provisions for S/ 100.0 million constituted in January 2018 to cover potential risks related to the exposure to the construction sector. Excluding these voluntary provisions, cost of risk was 2.6% in 1Q18

<sup>(2)</sup> Excluding the effect of Interbank's voluntary provisions, cost of risk for the System was 2.0%

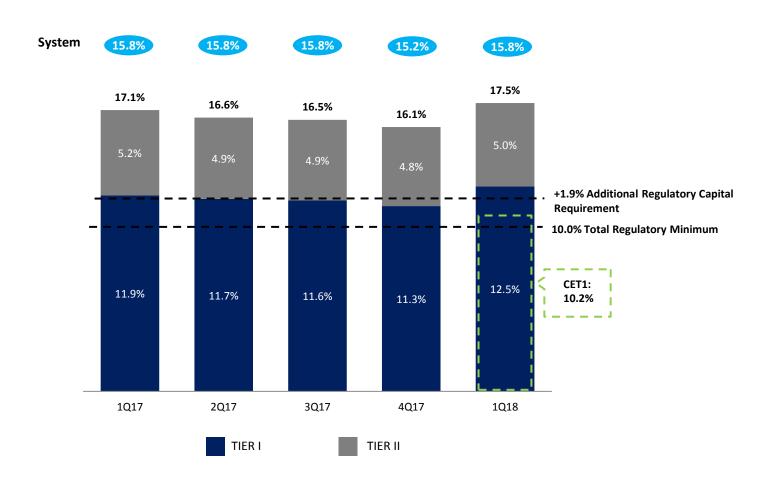
<sup>(3)</sup> Excluding credit cards

## Dollarization levels remained below system's average





## **Solid core capital levels for Interbank**



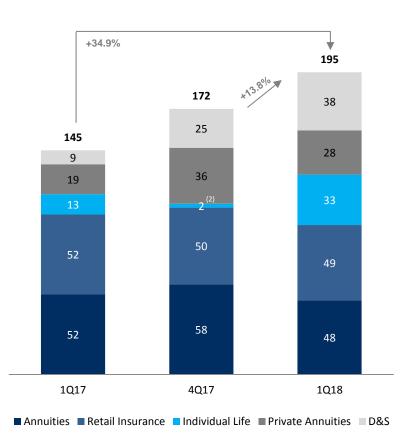


## 13.8% QoQ growth in gross premiums plus collections

IFRS(1)

#### Gross premiums plus collections by business unit

S/ million

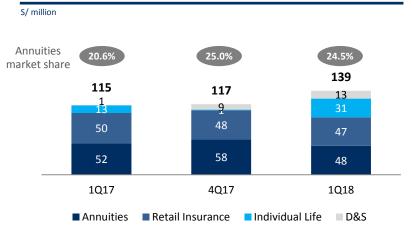


- Annuities and Private Annuities decreased in 1Q18 due to a market contraction
- Retail Insurance remained relatively stable
- Individual Life and Disability & Survivorship premiums increased mainly due to the merger with S. Sura

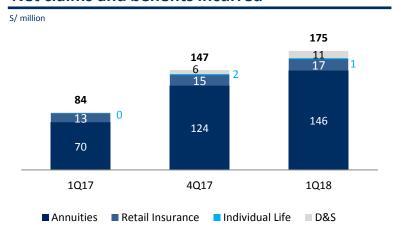
<sup>1</sup>Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

# Adjustment of technical reserves not anymore affected by discount rate volatility

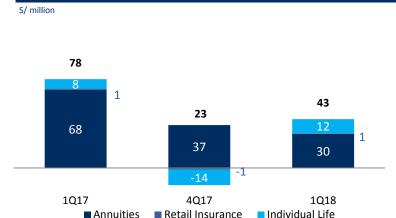
#### **Net premiums**



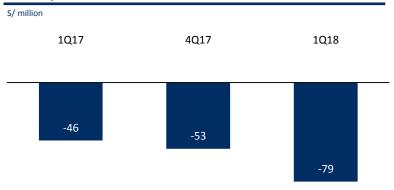
#### Net claims and benefits incurred



### Adjustment of technical reserves



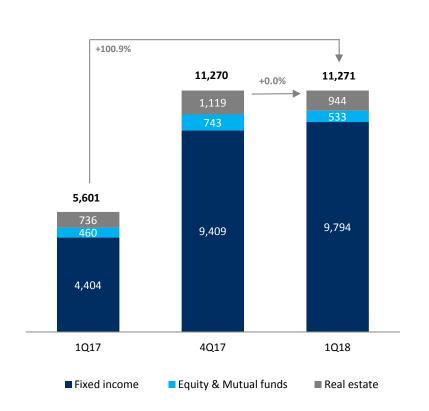
#### **Total premiums earned less claims and benefits**



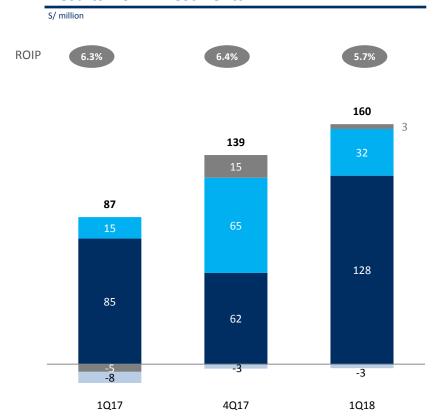
# Interseguro's investment portfolio reached S/ 11.3 bn with the acquisition of S. Sura

#### **Investment portfolio**

S/ million



#### Results from investments(1)



■ Fixed Income ■ Realized gain/loss on ■ Real estate ■ Other Expenses<sup>(2)</sup> securities and dividends

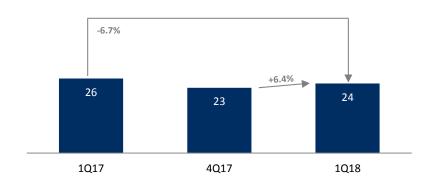


## Fees from financial services grew 6.5% QoQ and 13.6% YoY

IFRS<sup>(1)</sup>

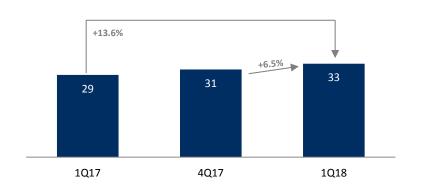
#### Net interest and similar income

S/ million



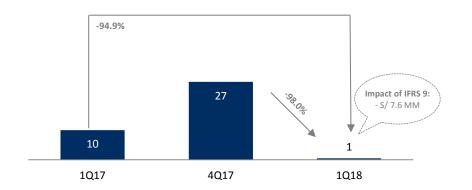
#### **Fees from financial services**

S/ million



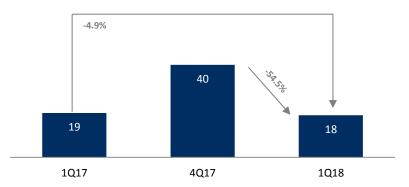
#### Other income

S/ million



#### Other expenses

S/ million

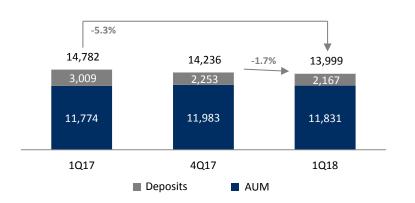


## Strong profitability in 1Q18 with 22.3% ROAE

IFRS(1)

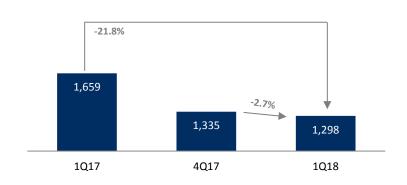
#### **AUM + Deposits**

S/ million



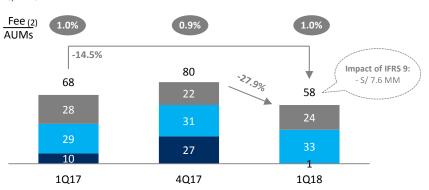
#### Loans

S/ million



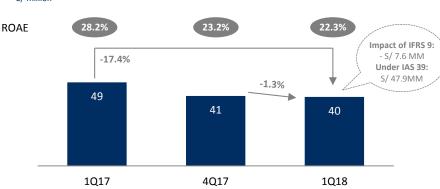
#### Revenues

S/ million



#### **Net profit**

S/ million



- Net interest and similar income after provision for loan losses
- Fee income from financial services, net
- Other income



**☐** Intercorp Financial Services

## **Takeaways**

**Interbank** 

Strong 1Q18 in terms of earnings. Higher loan growth than the market and declining cost of risk, supported by a better performance of the credit card portfolio

Clear focus on digital transformation

Interseguro

Improvement in 1Q18 driven by synergies with S. Sura almost completely accomplished

Discount rate impact on technical reserves now accounted through equity, reducing earnings' volatility

Inteligo

Strong profitability in 1Q18; fees from financial services grew 6.5% QoQ and 13.6% YoY

Intercorp Financial Services

22.0% YoY growth in earnings, resulting in 19.1% ROAE (20.0% excluding IFRS 9 impacts on mark-to-market on securities)



**☐** Intercorp Financial Services

# IFS 1Q18 Statement of financial position

## IFRS<sup>(1)</sup>

Intercorp Financial S	ervices' State	ment of fina	ncial position	n		
S/ million					%chg	
	31.03.2017	31.12.2017	01.01.2018	31.03.2018	31.03.18/	
	(IAS 39)	(IAS 39)	(IFRS 9)	(IFRS 9)	01.01.18	
Assets						
Cash and due from banks and inter-bank funds	9,040.1	11,608.4	11,608.4	9,795.7	-15.6%	
Total investments	10,399.5	16,924.1	16,924.1	18,030.8	6.5%	
Loans, net of unearned income	28,339.5	29,420.7	29,420.7	30,021.7	2.0%	
Allowance for loan losses	-1,192.5	-1,216.6	-1,215.4	-1,198.6	-1.4% <b>←</b>	S/ 1.2 million decrease in allowances on direct loans
Property, furniture and equipment, net	585.6	612.6	612.6	597.4	-2.5%	due to adoption of IFRS 9
Other assets	2,145.5	3,329.3	3,360.9	3,623.5	-2.3% 7.8% <b>←</b>	S/ 42.6 million increase due to deferred income tax on allowances, partially offset by S/ 11.0 million
Total assets	49,317.5	60,678.6	60,711.4	60,870.5	0.3%	reclassification of deferred assets to other liabilities
	-,-		,			
Liabilities and equity						
Deposits and obligations	27,900.2	32,607.6	32,607.6	31,220.4	-4.3%	
Due to banks and correspondents	5,113.8	4,437.4	4,437.4	4,270.9	-3.8%	
Bonds, notes and other obligations	4,649.7	5,602.4	5,602.4	6,240.2	11.4%	
Insurance contract liabilities	5,076.6	10,709.8	10,709.8	10,732.3	0.2%	S/ 145.7 million growth in allowances on indirect loans,
Other liabilities	1,238.3	1,484.5	1,619.2	2,013.5	24.4% <	partially offset by S/ 11.0 million reclassification of
Total liabilities	43,978.5	54,841.7	54,976.4	54,477.2	-0.9%	deferred assets to other liabilities
Equity						
Equity holders of IFS	5,223.2	5,800.5	5,699.3	6,358.7	11.6% <	One-off negative effect in retained earnings of S/ 101.2 million from the implementation of IFRS 9
Non-controlling interest	115.9	36.4	35.7	34.6	-3.2% ←	One-off negative effect in retained earnings of S/ 0.7
Total equity	5,339.1	5,836.9	5,735.0	6,393.3	11.5%	million from the implementation of IFRS 9
Total liabilities and equity	49,317.5	60,678.6	60,711.4	60,870.5	0.3%	

26

## **IFS 1Q18 P&L**

## IFRS<sup>(1)</sup>

Intercorp Fina	ncial Services	'P&L staten	nent		
S/ million				%chg	%chg
	1Q17	4Q17	1Q18	QoQ	YoY
	0444	007.5	4.026.2	2.00/	0.70/
Interest and similar income	944.4	997.5	1,036.3	3.9%	9.7%
Interest and similar expense	-275.2	-288.1	-266.9	-7.4%	-3.0%
Net interest and similar income	669.3	709.4	769.4	8.5%	15.0%
Provision for loan losses, net of recoveries	-222.7	-188.8	-172.1	-8.8%	-22.7%
Net interest and similar income after provision for loan losses	446.6	520.7	597.3	14.7%	33.8%
Fee income from financial services, net	220.7	231.4	233.3	0.8%	5.7%
Other income	115.2	159.1	105.7	-33.6%	-8.2%
Total premiums earned less claims and benefits	-46.1	-52.7	-78.9	49.5%	71.1%
Net Premiums	115.4	116.6	138.9	19.1%	20.4%
Adjustment of technical reserves	-77.5	-22.6	-42.6	88.3%	-45.1%
Net claims and benefits incurred	-83.9	-146.7	-175.1	19.4%	108.7%
Other expenses	-448.2	-487.0	-466.1	-4.3%	4.0%
Income before translation result and income tax	288.1	371.4	391.2	5.3%	35.8%
Translation result	23.1	2.4	4.3	74.5%	-81.5%
Income tax	-73.6	-86.7	-105.5	21.7%	43.4%
Profit for the period	237.7	287.1	290.0	1.0%	22.0%
Attributable to equity holders of the group	238.3	285.4	288.2	1.0%	20.9%
EPS	2.23	2.67	2.64		
ROAE	18.4%	20.4%	19.1%		
ROAA	1.9%	2.1%	1.9%		
Efficiency ratio (2)	39.5%	36.7%	35.3%		

<sup>(1) 1</sup>Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

Efficiency ratio is defined as (Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Fee income + Other income + Net premiums earned)

## Interbank 1Q18 P&L

IFRS<sup>(1)</sup>

Banking Segment's P&L Statement									
S/ million				%chg	%chg				
	1Q17	4Q17	1Q18	QoQ	YoY				
Interest and similar income	815.0	852.6	843.6	-1.1%	3.5%				
Interest and similar expenses	-258.8	-263.3	-242.4	-8.0%	-6.4%				
Net interest and similar income	556.2	589.2	601.3	2.0%	8.1%				
Provision for loan losses, net of recoveries	-225.4	-188.6	-172.5	-8.6%	-23.5%				
Net interest and similar income after provision for loan losses	330.7	400.6	428.8	7.0%	29.6%				
Fee income from financial services, net	203.3	212.5	206.2	-3.0%	1.4%				
Other income	93.4	120.3	96.5	-19.8%	3.3%				
Other expenses	-379.0	-381.8	-390.3	2.2%	3.0%				
Income before translation result and income tax	248.4	351.6	341.2	-3.0%	37.3%				
Translation result	14.6	2.3	1.1	n.m.	-92.5%				
Income tax	-68.5	-80.5	-96.0	19.4%	40.3%				
Profit for the period	194.5	273.4	246.2	-9.9%	26.6%				
ROAE	18.3%	22.7%	20.7%						
Efficiency ratio	43.3%	40.0%	41.8%						
NIM <sup>(2)</sup>	5.6%	5.6%	5.5%						
NIM on loans	9.4%	9.5%	9.3%						
Risk-adjusted NIM (3)	3.3%	3.8%	3.9%						

<sup>(1) 1</sup>Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

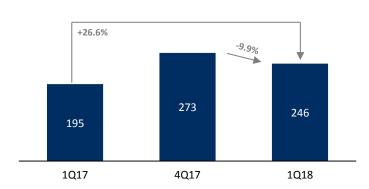
NIM is defined as (Net interest and similar income / Average interest-earning assets). Interest earning assets
consider total loans, total investment available for sale and total cash and due from banks funds

## Interbank's net profit IFRS vs. Local GAAP

## Net profit – IFRS<sup>(1)</sup>

S/ million

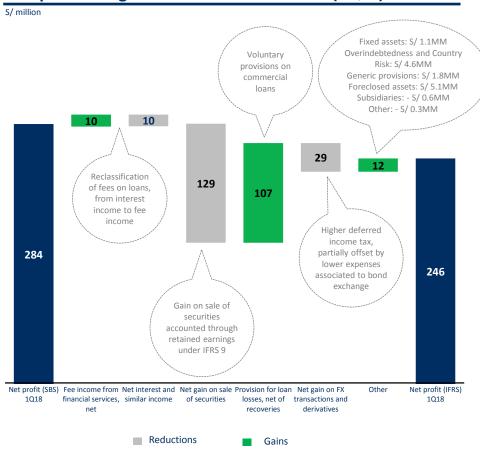
S/ million



#### Net profit – Local GAAP

265 284

#### Net profit bridge from Local GAAP to IFRS (1Q18)



1Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

## Interseguro 1Q18 P&L

IFRS<sup>(1)</sup>

Insurance Segm	ent's P&L Stat	ement			
S/ million				%chg	%chg
	1Q17	4Q17	1Q18	QoQ	YoY
Interest and similar income	88.6	109.4	157.6	44.0%	77.8%
Interest and similar expenses	-2.8	-11.1	-13.7	23.5%	n.m.
Net Interest and similar income	85.8	98.3	143.9	46.4%	67.6%
Fee income from financial services, net	-1.2	-1.1	-1.7	57.8%	36.9%
Other income	11.8	40.8	11.8	-71.1%	0.4%
Total premiums earned less claims and benefits	-46.1	-52.7	-78.9	49.5%	71.1%
Net premiums	115.4	116.6	138.9	19.1%	20.4%
Adjustment of technical reserves	-77.5	-22.6	-42.6	88.3%	-45.1%
Net claims and benefits incurred	-83.9	-146.7	-175.1	19.4%	108.7%
Other expenses	-57.8	-69.1	-61.7	-10.7%	6.7%
Income before translation result and income tax	-7.5	16.3	13.5	-17.3%	n.m.
Translation result	8.4	0.4	1.0	190.8%	-87.9%
Income tax	0.9	0.0	-	n.m.	n.m.
Profit for the period	1.8	16.7	14.5	-13.1%	n.m.
Attributable to non-controlling interest <sup>(2)</sup>	2.0	0.0		n.m.	n.m.
Profit attributable to shareholders	3.8	16.7	14.5	-13.3%	283.1%
ROAE	1.4%	8.2%	5.5%		
Efficiency ratio <sup>(3)</sup>	17.3%	15.8%	11.0%		
Normalized Efficiency ratio (4)	17.3%	17.6%	10.8%		

<sup>(1) 1</sup>Q17 and 4Q17 under IAS 39, while 1Q18 under IFRS 9

<sup>(2)</sup> During the period 4Q14-3Q17, Interseguro consolidated a real estate investment shared by Interseguro and Intercorp Real Estate Inc., a subsidiary of Intercorp Peru Ltd. Intercorp RE's part was then reported as attributable to noncontrolling interest.

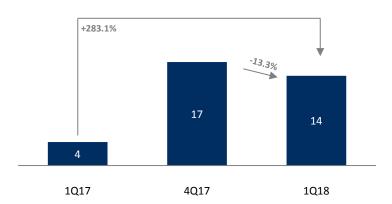
<sup>(3)</sup> Efficiency ratio is defined as (Salaries and employee benefits + Administrative expenses + Depreciation and amortization) / (Net interest and similar income + Fee income + Other income + Net premiums earned)

<sup>(4)</sup> Excluding non-recurring items

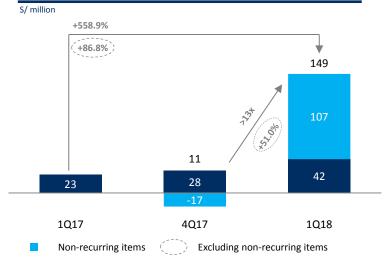
## Interseguro's net profit IFRS vs. Local GAAP

## Net profit - IFRS(1)

S/ million

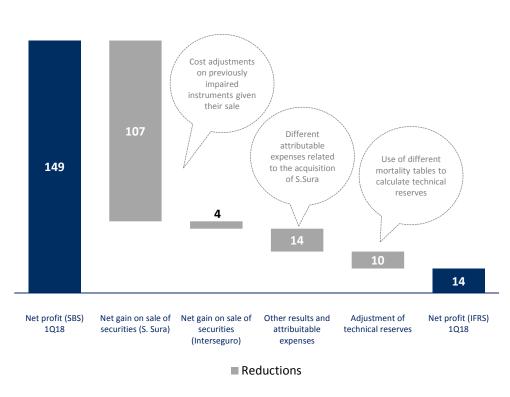


#### Net profit – Local GAAP



#### Net profit bridge from Local GAAP to IFRS (1Q18)

S/ million



# Inteligo 1Q18 P&L

IFRS<sup>(1)</sup>

Wealth Management Seg	ment's P&L Sta	atement			
S/ million				%chg	%chg
	1Q17	4Q17	1Q18	QoQ	YoY
Interest and similar income	39.7	35.0	33.2	-5.2%	-16.4%
Interest and similar expenses	-13.9	-12.4	-9.1	-26.3%	-34.3%
Net interest and similar income	25.8	22.6	24.0	6.4%	-6.7%
Provision for loan losses, net of recoveries	2.7	-0.1	0.4	n.m.	-85.9%
Net interest and similar income after provision for loan losses	28.5	22.5	24.4	8.7%	-14.2%
Fee income from financial services, net	29.0	31.0	33.0	6.5%	13.6%
Other income	10.3	26.9	0.5	-98.0%	-94.9%
Other expenses	-19.1	-40.0	-18.2	-54.5%	-4.9%
Income before translation result and income tax	48.6	40.4	39.8	-1.5%	-18.3%
Translation result	0.0	0.4	0.5	34.6%	n.m.
Income tax	0.1	0.1	0.0	n.m.	n.m.
Profit for the period	48.8	40.9	40.3	-1.3%	-17.4%
ROAE	28.2%	23.2%	22.3%		
Efficiency ratio	29.2%	32.6%	35.4%		

32

☐ Intercorp Financial Services