



BBVA Continental

March 2012



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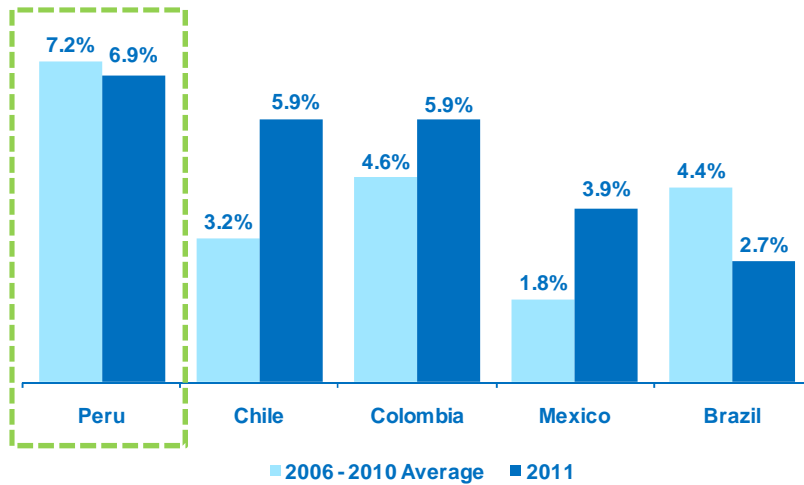


1 Peru: Attractive economy and financial system

Peru: one of the most stable and greater growth economies of the region

Peru is one of the economies with greater growth in Latin America...

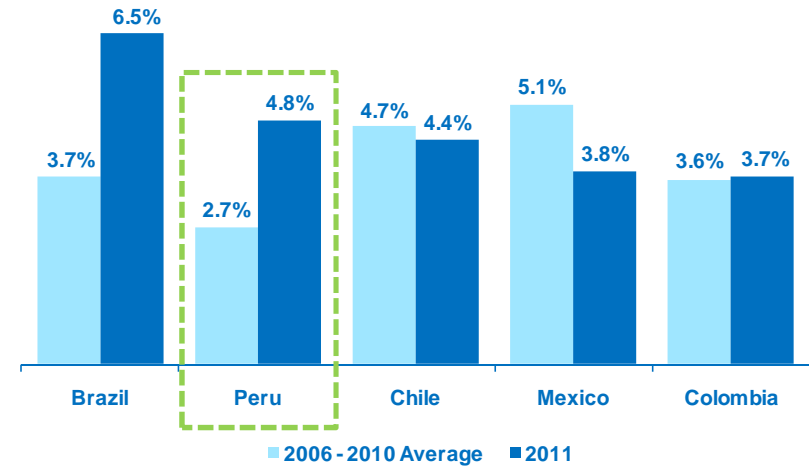
GDP growth



Estimated for 2012: 6%
(BBVA as of May 2012)

...with one of the lowest inflation rate in the region

Inflation

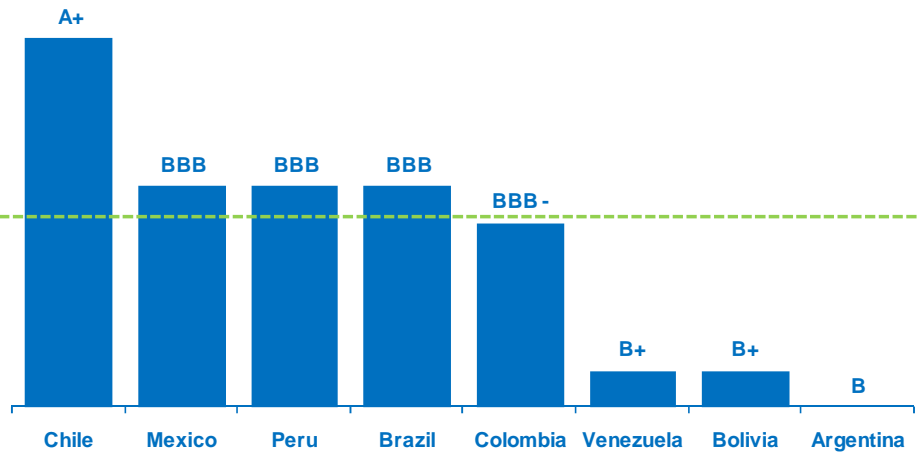


Target range for 2012: 1% - 3%

Peru: one of the most stable and greater growth economies of the region

It has achieved the sovereign investment grade...

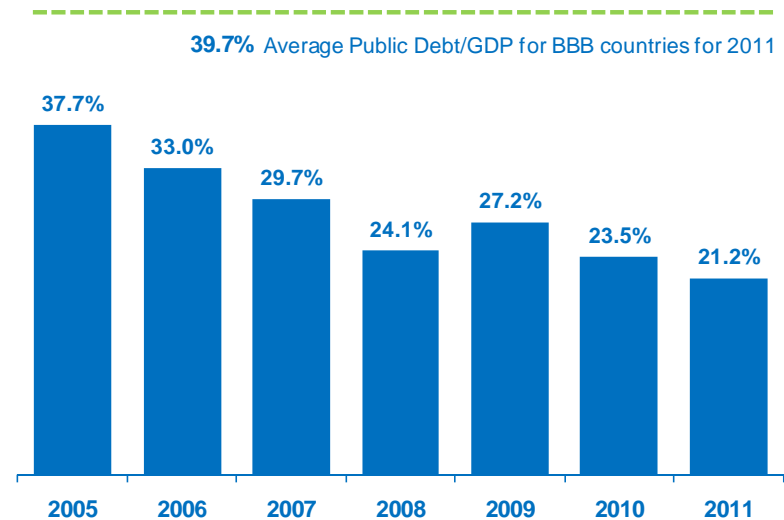
Ratings



Source: Standard & Poors

...and maintains low levels of debt

Public Debt as a percentage of GDP



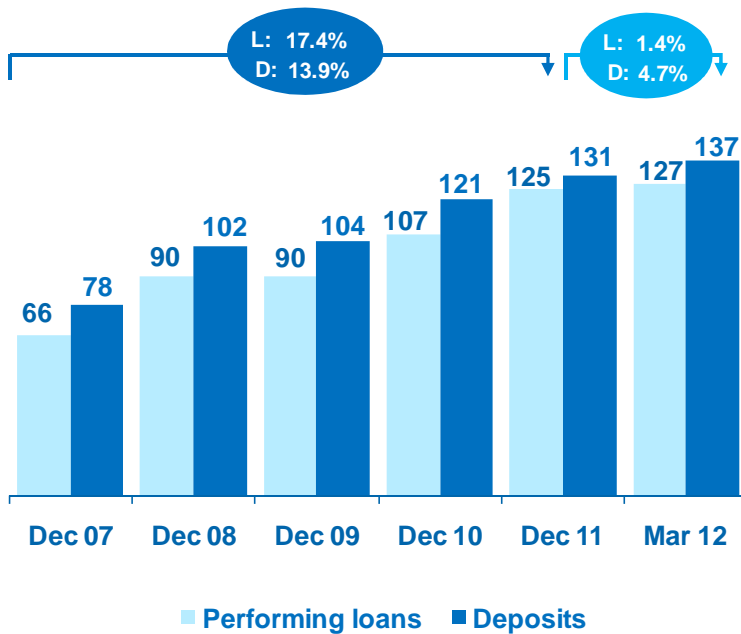
Source: Banco Central de Reserva del Perú, FMI, BBVA Research

...with a solid Financial System and great opportunities

The Peruvian Banking System has shown strong growth...

Performing loans and Deposits

PEN Millions



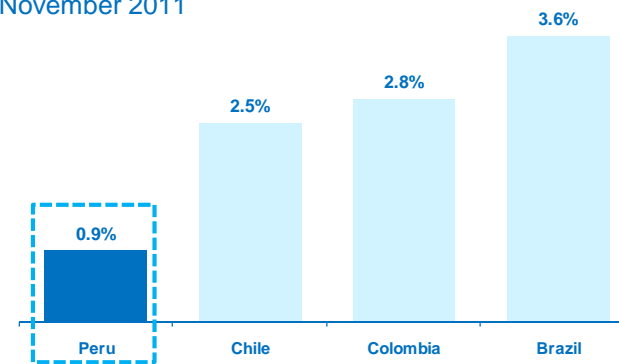
- Compound annual growth rate
- Annual variation

Source: Superintendencia de Banca, Seguros y AFP

...while maintaining high asset quality...

Past due loans as a percentage of total direct loans

November 2011

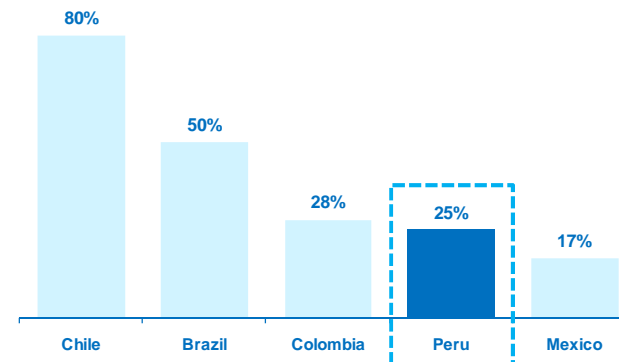


Source: FELABAN

...with great potential for future growth

Loans as a percentage of GDP

December 2010



Source: Superintendencia de Banca, Seguros y AFP / Latin Focus

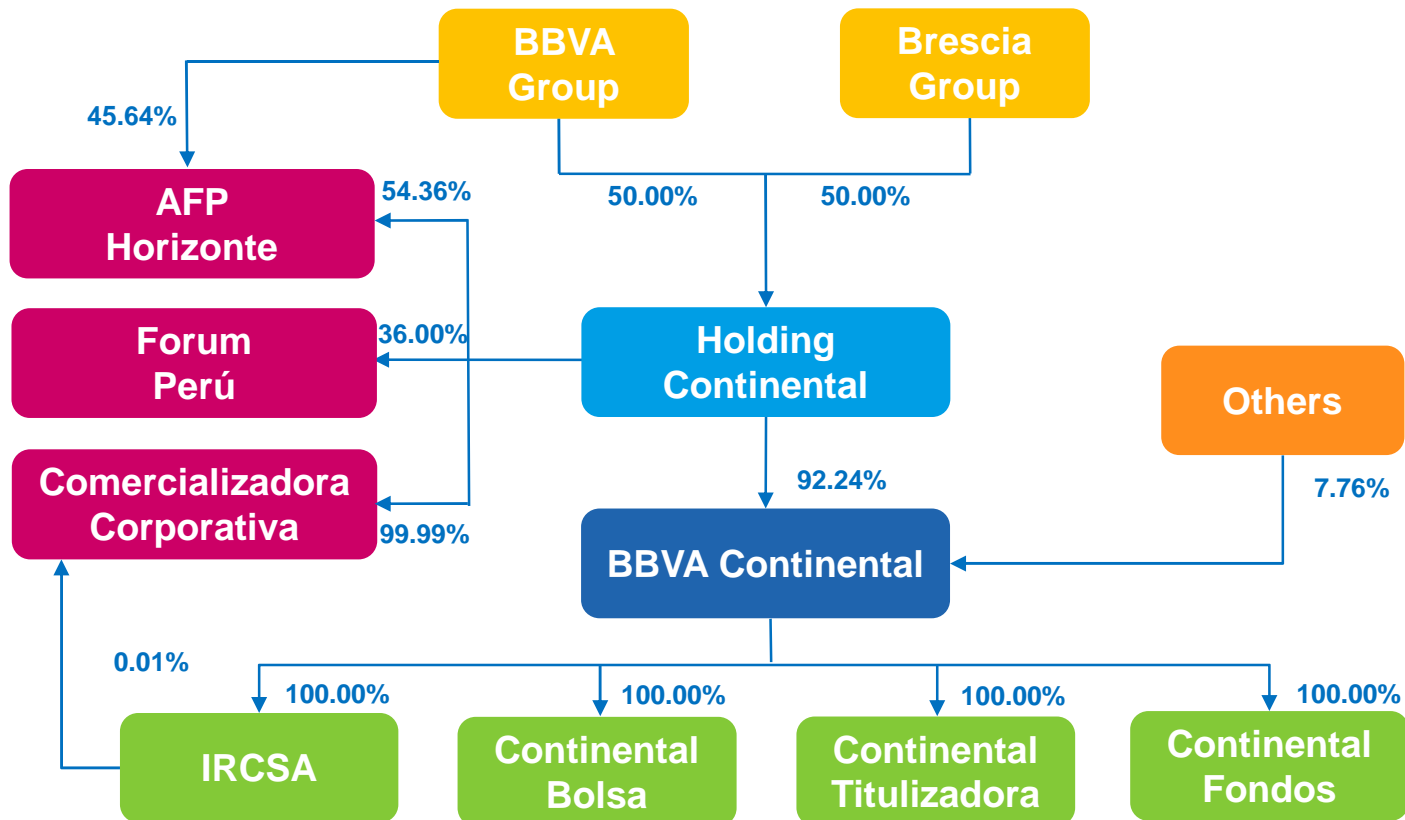


2 Organization

BBVA Continental

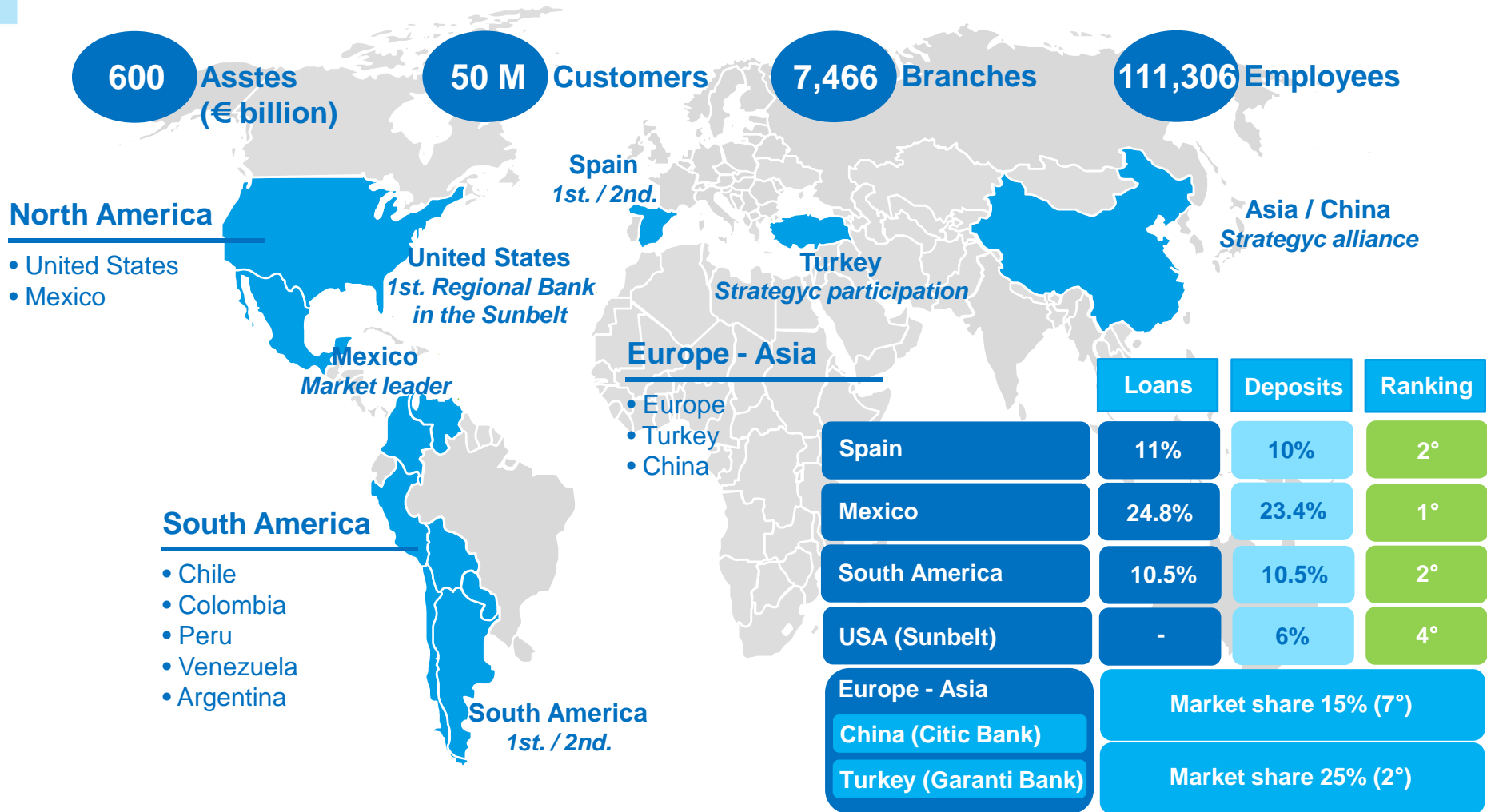
Shareholders

BBVA Continental and Subsidiaries are part of an Economic Group formed by Holding Continental and AFP Horizonte



BBVA Continental BBVA Group

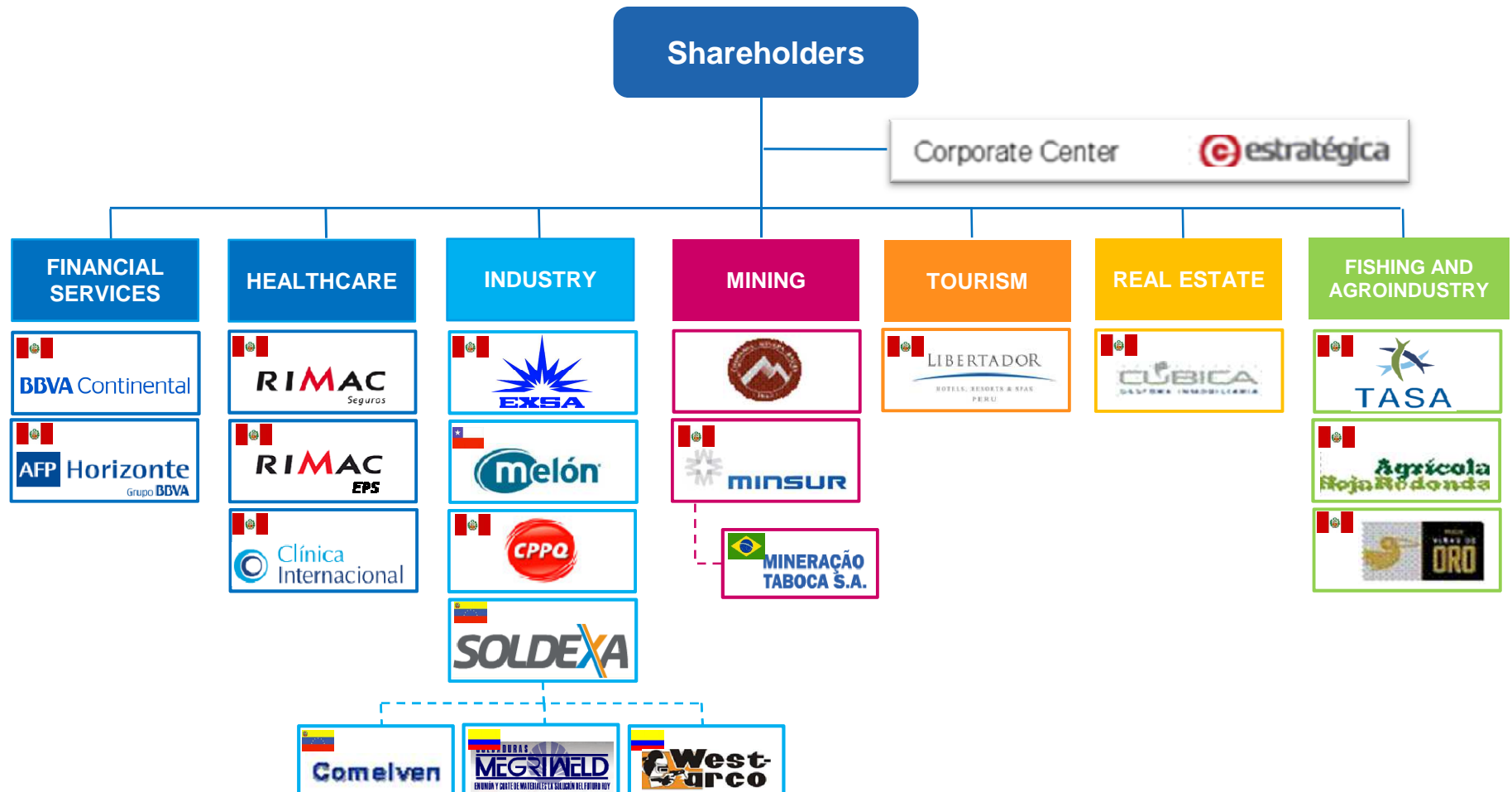
Over 80% of income are the result of the relation with individuals and businesses



Classification of deposits (except for China, by assets and for Turkey by deposits) ; **Spain**: information as at December 2011; **Mexico**: information as at December 2011; **South America**: information as at March 2012 for the following countries: Argentina, Chile, Colombia, Panamá, Paraguay, Peru, Uruguay and Venezuela; **USA**: information as at June 2011, market share and classification considering only Texas and Alabama; **China and Turkey**: information as at December 2011.

BBVA Continental

Brescia Group is one of the largest business conglomerates in Peru, with operations in Peru, Chile, Colombia and Brazil

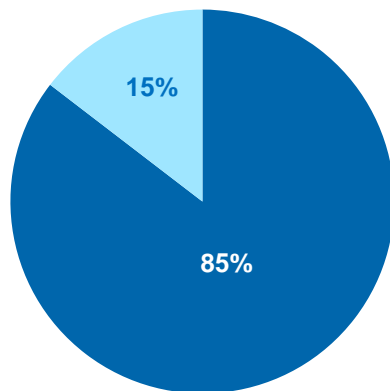


Peruvian Financial System

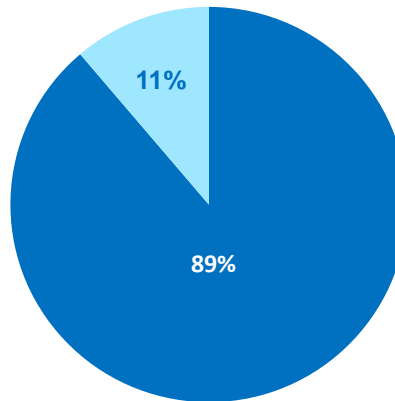
Peruvian Financial System	Institution PEN Millions	Loans Mar-12	Deposits Mar-12	Net Income Mar-12
Banking System	Banks (15)	127,012	136,681	1,192
	Banco de la Nación	5,196	17,150	235
Other Financial Institutions	Cajas Municipales (13)	9,346	9,600	74
	Financieras (10)	6,701	3,470	72
	Cajas Rurales (10)	1,910	2,038	12
	Edpymes (10)	1,026	0	5
	Leasing (2)	344	-	-0
	COFIDE	2,966	319	16
	Agrobanco	277	-	3

Source: Superintendencia de Banca, Seguros y AFP

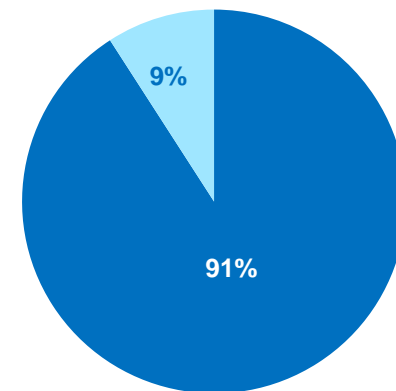
Loans



Deposits



Net Income



■ Banking System ■ Other Financial Institutions

Peruvian Banking System

Four main banks concentrate around 85% of the Banking System

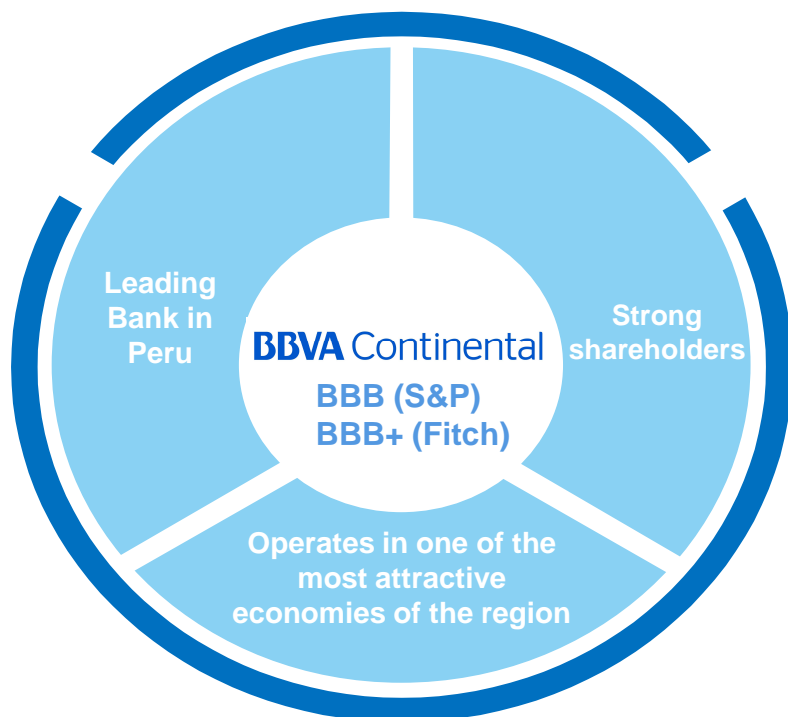
Institution	Economic Group	Market share - March 2012		
		Loans	Deposits	Net Income
Banco de Crédito	Credicorp Ltd. (Bermuda)	34.28%	36.06%	34.87%
BBVA Continental	Grupo BBVA (España) y Grupo Brescia (Peru)	23.98%	23.04%	25.15%
Scotiabank	Bank of Nova Scotia (Canada)	14.85%	14.17%	17.40%
Interbank	Intergroup Financial Services Corp. (Panama)	10.95%	9.73%	11.96%
Mibanco	Grupo ACP Inversiones y Desarrollo (Peru)	3.16%	2.77%	2.11%
BIF	Grupo Ignacio Fierro (Spain)	2.85%	2.92%	1.38%
B. Financiero	Banco Pichincha (Ecuador)	2.47%	2.20%	1.15%
HSBC	Banco GNB Sudameris (Colombia) *	1.76%	2.20%	-0.46%
Citibank	Citibank N.A. (USA)	1.59%	2.59%	2.28%
B. Falabella	Grupo Falabella (Chile)	1.34%	0.79%	2.03%
B. de Comercio	Caja de Pensiones Militar Policial (Peru)	0.87%	1.01%	0.15%
B. Ripley	Grupo Ripley (Chile)	0.70%	0.55%	0.93%
B. Santander	Grupo Santander (Spain)	0.93%	1.26%	0.45%
B Azteca	Grupo Elektra (Mexico)	0.25%	0.28%	0.24%
Deutsche Bank	Deutsche Bank AG (Germany)	0.00%	0.43%	0.37%

* On May 2012, GNB Sudameris Bank, acquired HSBC Bank Peru

Source: Superintendencia de Banca, Seguros y AFP

BBVA Continental

BBVA Continental, leading financial institution in Peru, among its peers



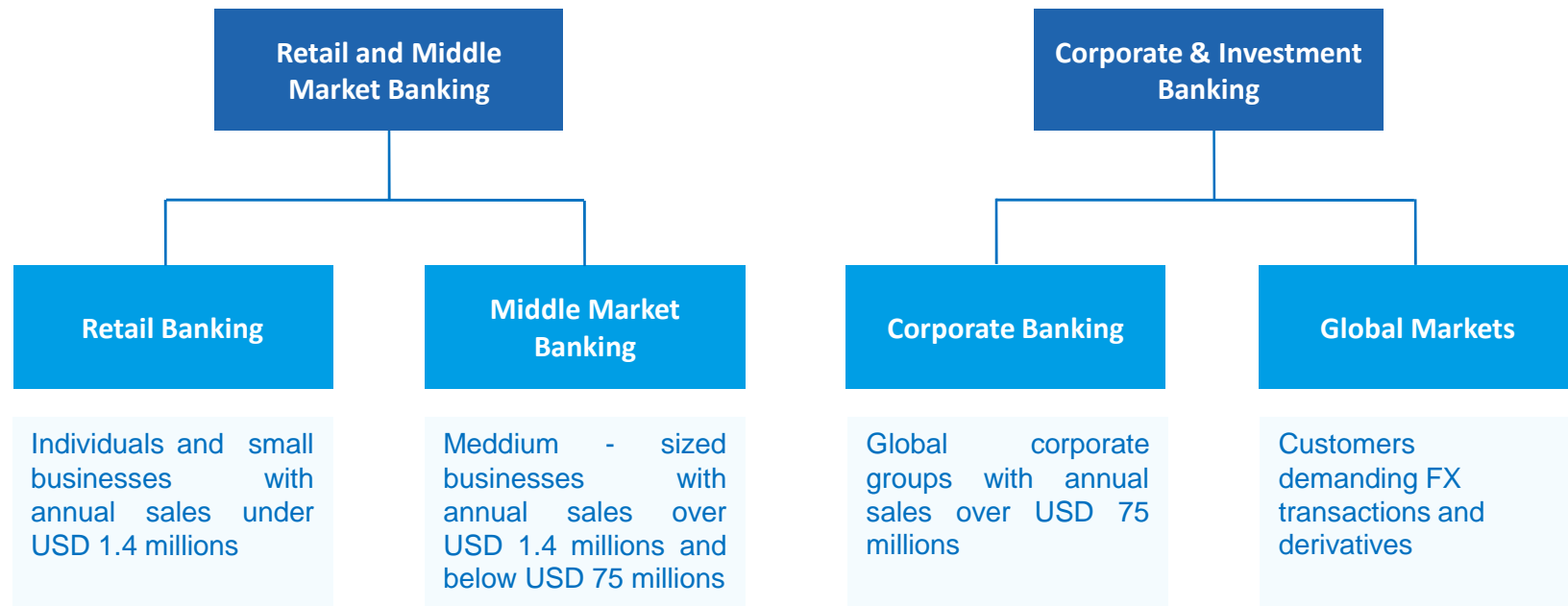
- ✓ Peru, one of the most dynamic and attractive economies in the region
- ✓ BBVA Continental: second largest bank in the country and leading institution for over 60 years
- ✓ Strong shareholders: BBVA Group, leading global financial institution and Grupo Brescia, one of the largest business conglomerates in Peru

#2 in performing loans	S/. 30,457 millions
#2 in deposits	S/. 31,497 millions
#2 in assets	S/. 45,613 millions
#1 in efficiency Administrative expenses / Financial Margin	35.79%
#1 in asset quality Allowances for loan losses / Past due loans Past due loans / Total loans	382.42% 1.11%
#1 in profitability ROE: Annualized net income / Average equity	34.40%
#2 in branches	268

Information as of March 2012

Source: Superintendencia de Banca, Seguros y AFP

Clients and Products



- Products for individuals: credit cards, consumer loans, mortgages loans, vehicle loans, saving deposits, demand deposits, term deposits, CTS, funds and investments.
- Products for businesses: Leasing, external trade, discounts, commercial loans, factoring, advance accounts, credit cards, funds, savings deposits, demand deposits, term deposits. Also syndicated loans debt issuances.
- Treasury: FX transactions (spot and forward), IRS, Cross Currency Swaps, options.



3

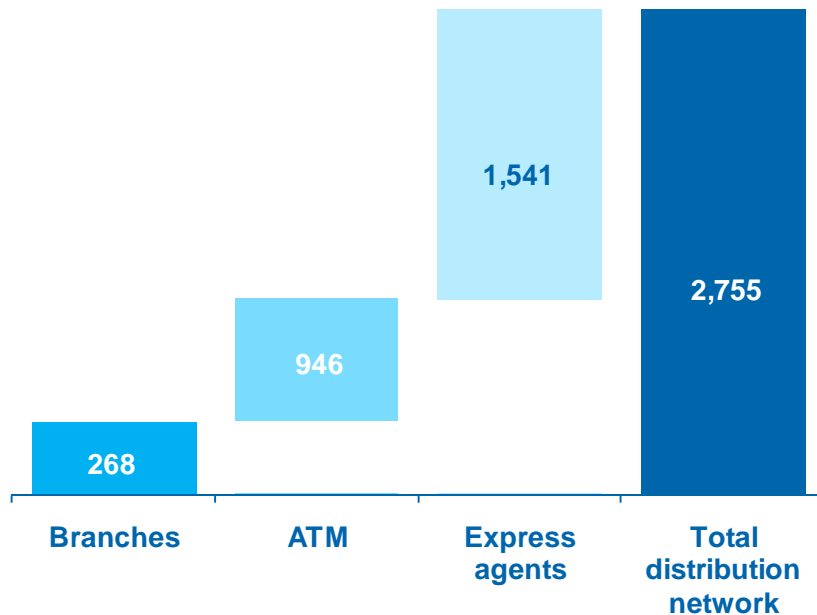
BBVA Continental vs. Peers

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 2,755 points of service
- ✓ 268 branches nationwide
- ✓ More than 2.5 million customers

March 2012



Great capacity for cross-selling

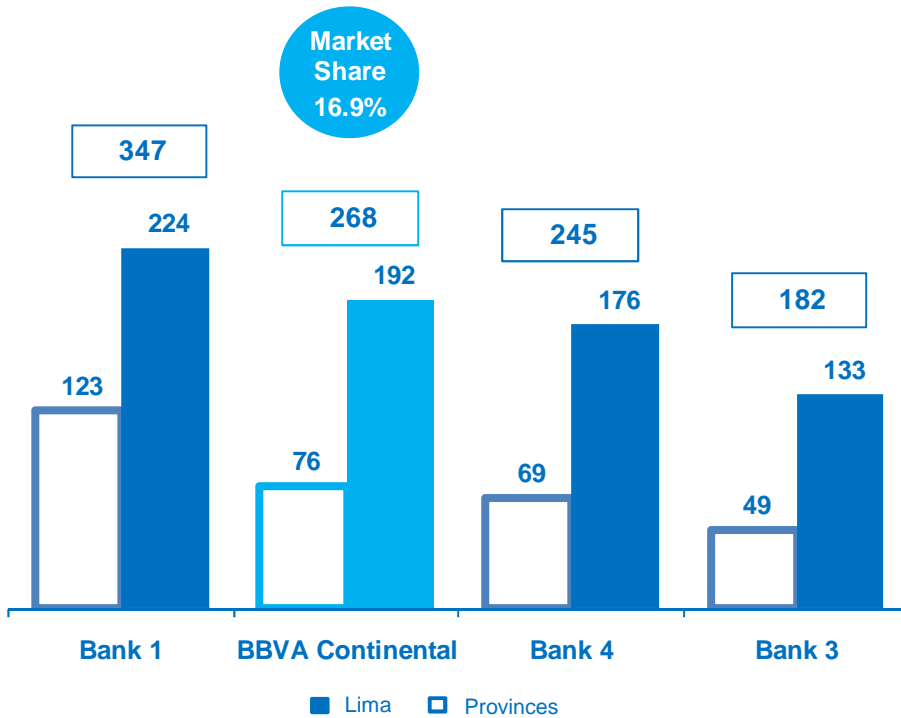
Sinergy with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

- Advisory, brokerage and investment services through its subsidiaries
- Insurance products through affiliated companies

Number of branches and employees

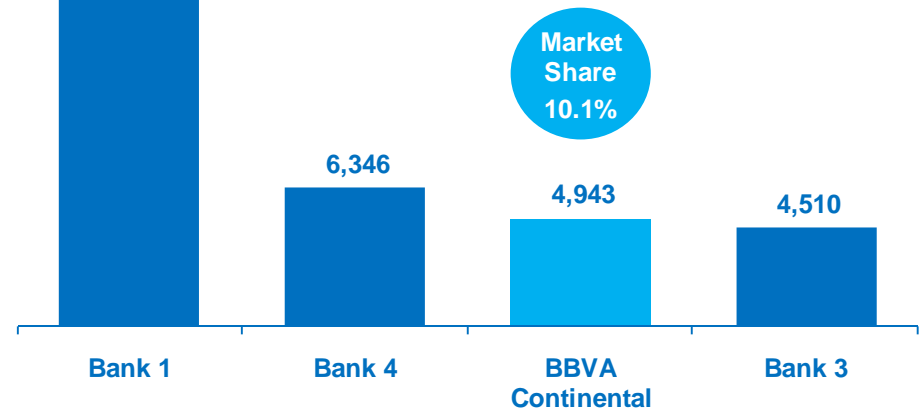
Number of branches

March 2012



Number of employees

March 2012



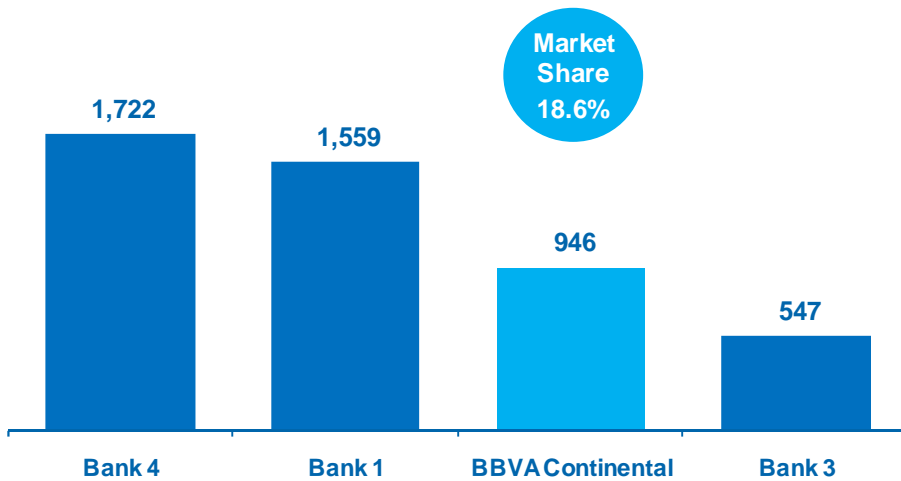
Source: Superintendencia de Banca, Seguros y AFP



Number of ATM and express agents

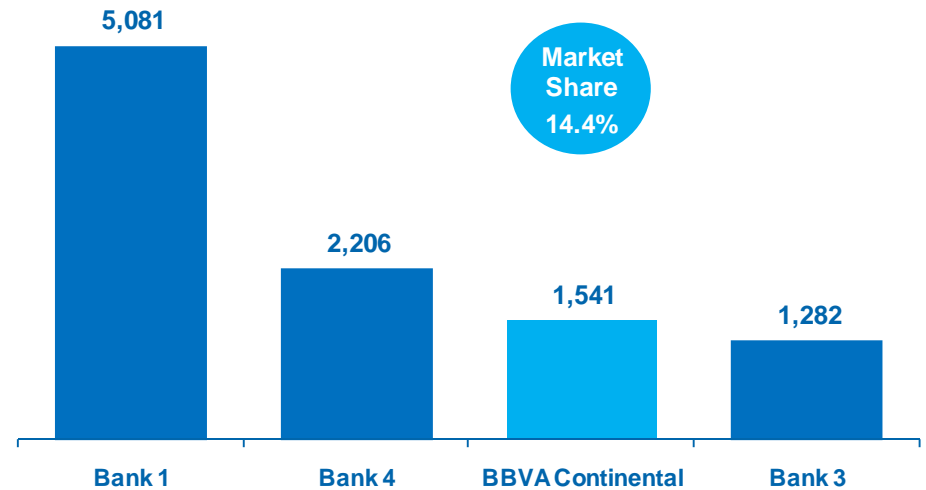
Number of ATM

March 2012



Number of express agents

March 2012

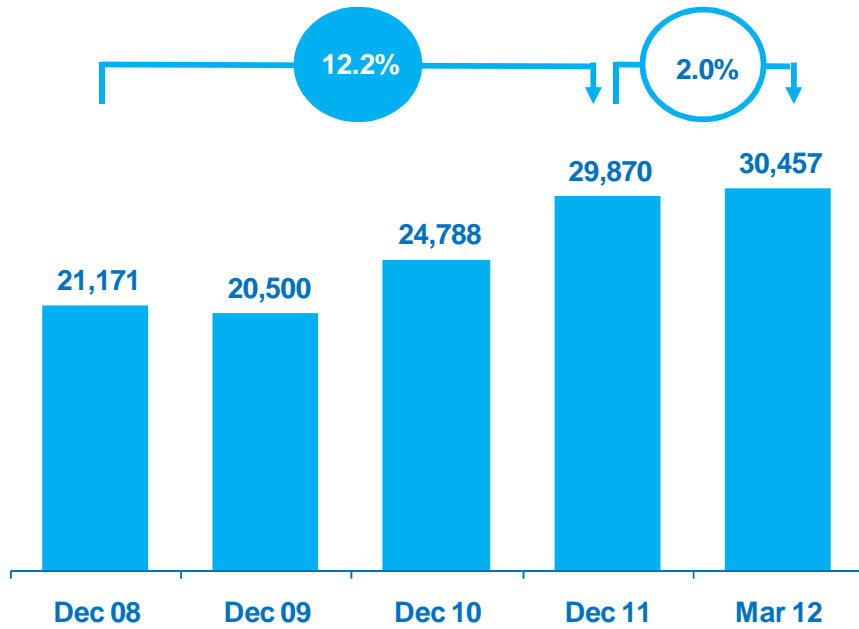




Outstanding growth

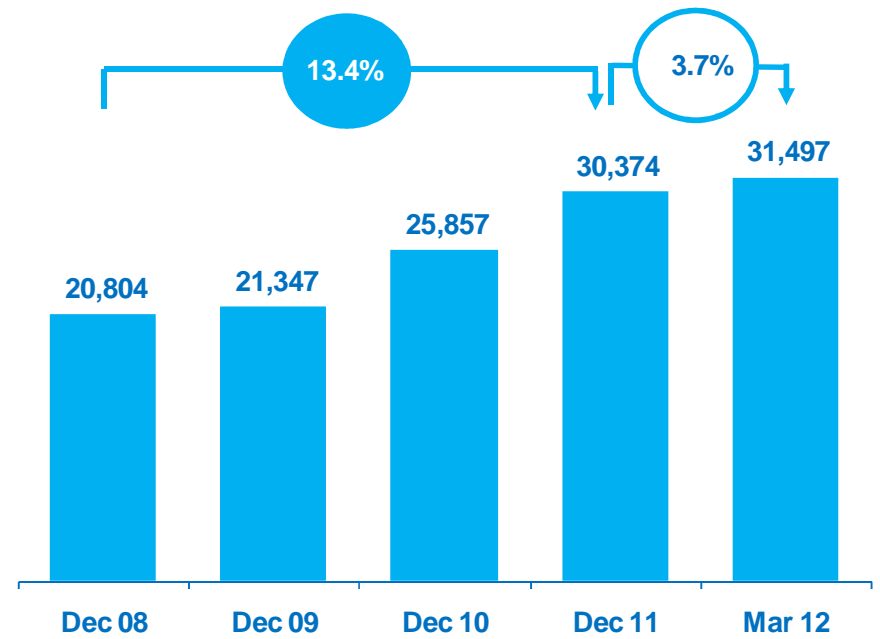
Performing loans

PEN Millions



Deposits

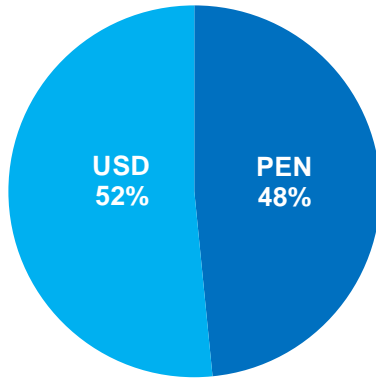
PEN Millions



High level of self-financing and natural match of currencies

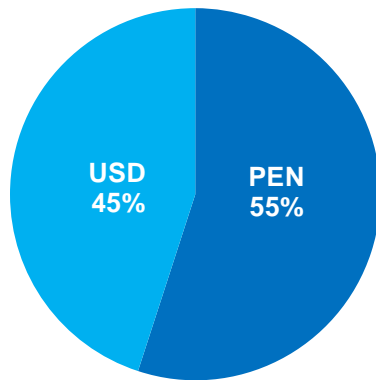
Loans

March 2012



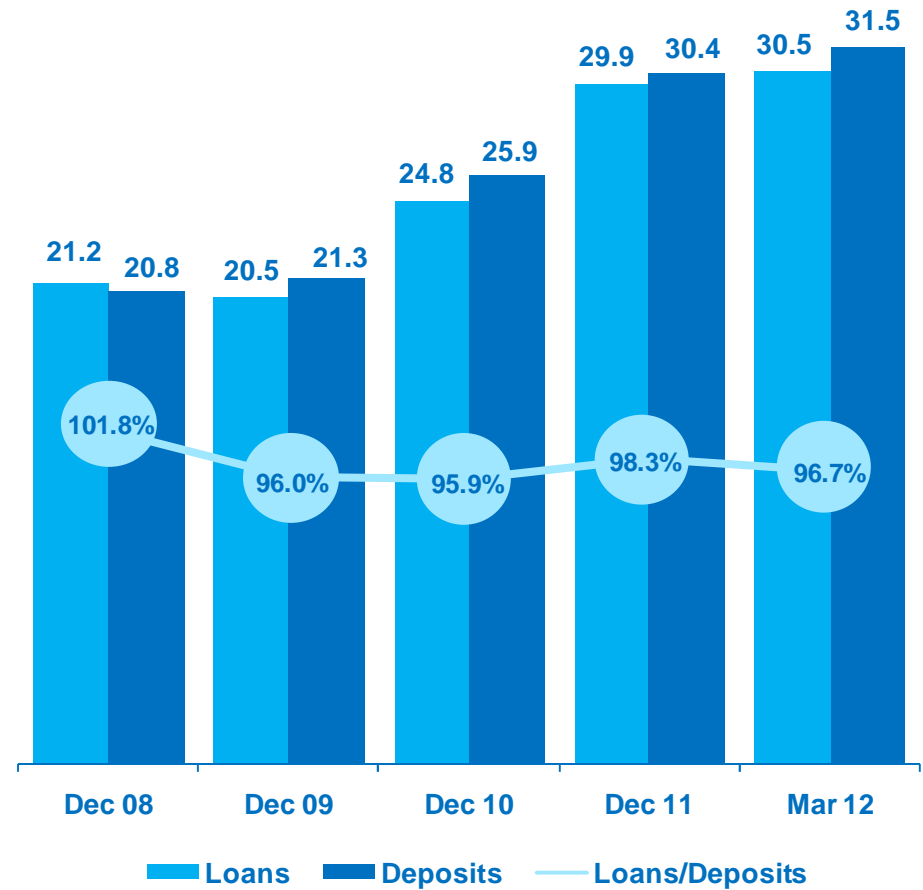
Deposits

March 2012



Loans and Deposits

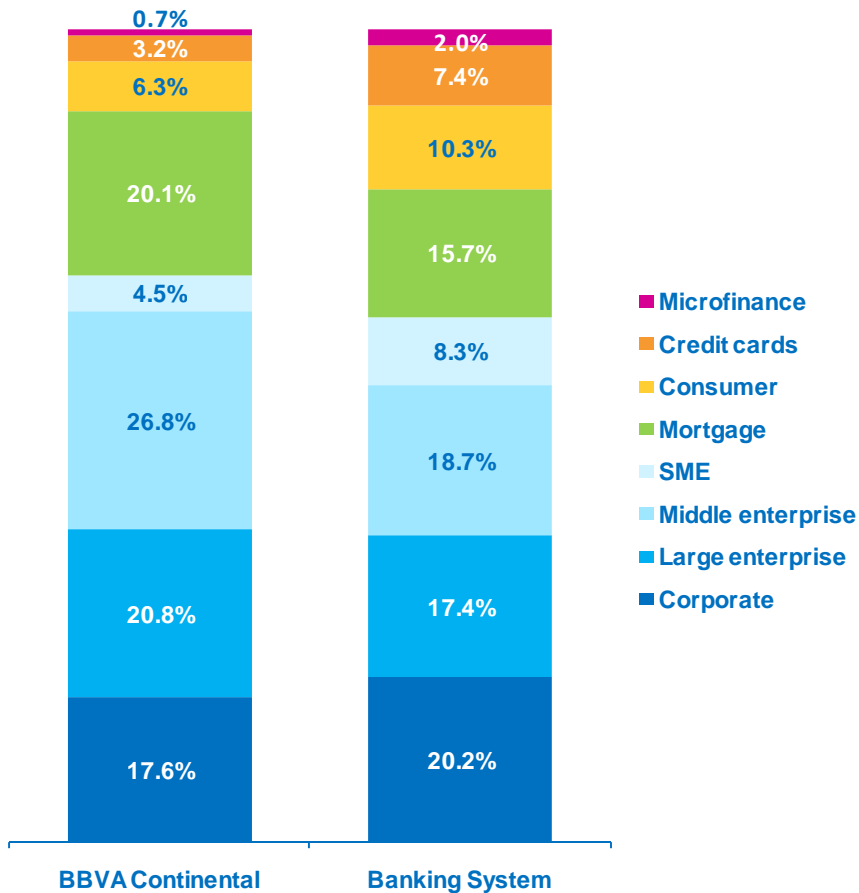
PEN Million



High quality loan portfolio

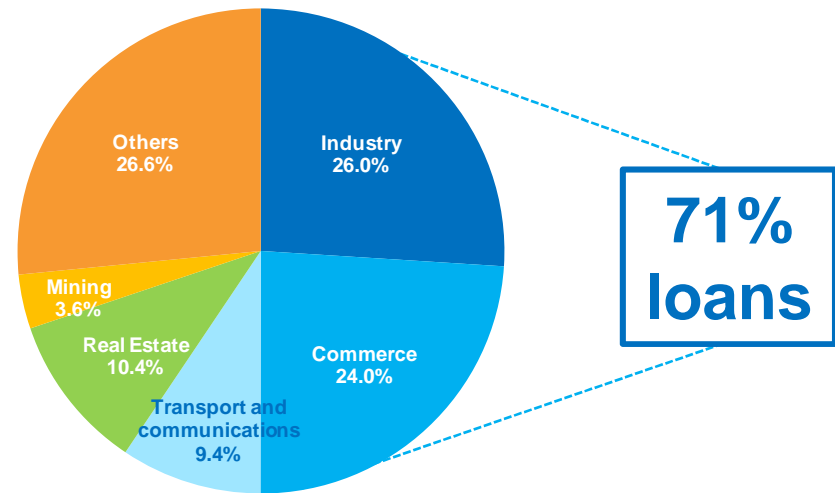
Loans breakdown

March 2012



Commercial loans by economic sector

March 2012



**71%
loans**

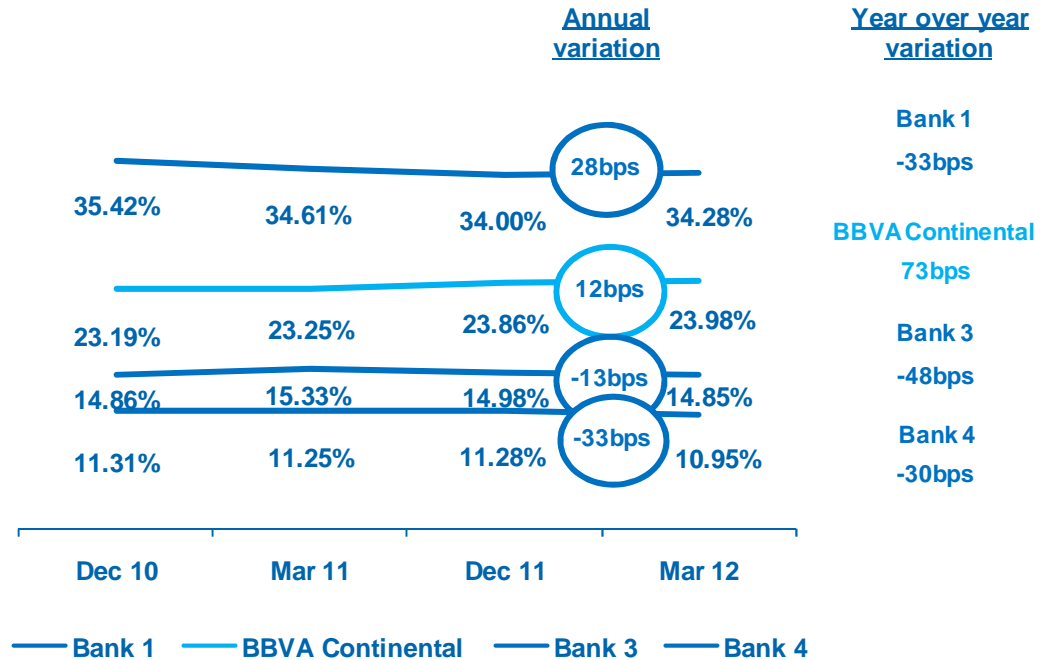
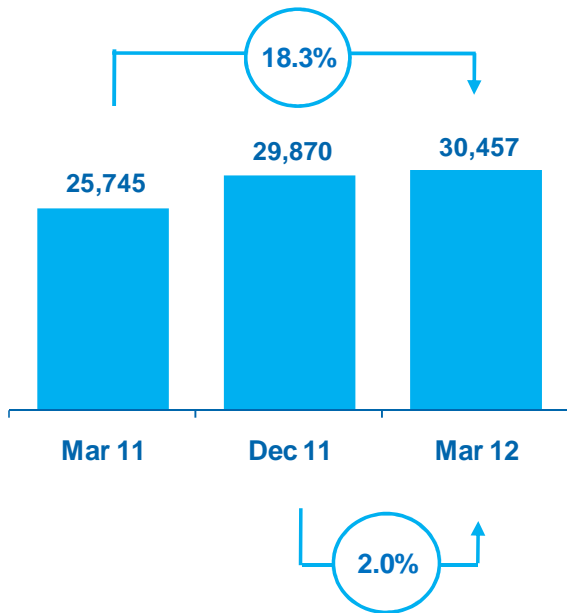
- Focus on commercial, mortgages and consumer loans
- Commercial loans represent 71% of total loans and are highly diversified by economic sector
- Loans to individuals focused on mortgages loans, consumer loans and credit cards. Mortgages loans have a Past Due Loan Ratio of 0.5% thanks to a rigorous approval process

Performing loans

During 2011 and 2012, the Bank has increased its market share in performing loans...

Performing loans

PEN Millions



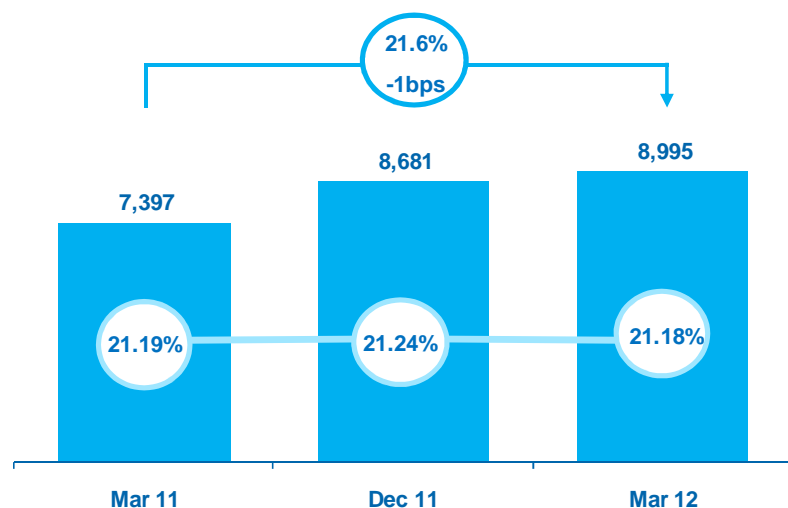
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

...with a gain in both retail and business customers

Retail customers

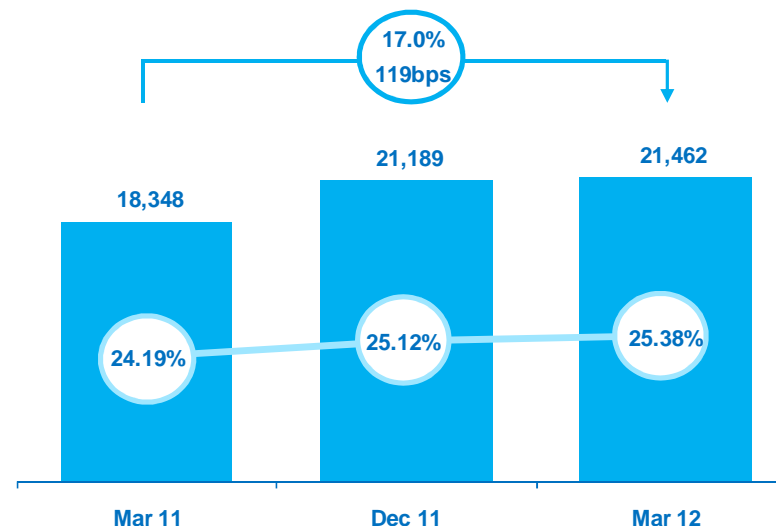
PEN Millions and percentage (%)



System	42,463
Annual variation	3.9%

Business customers

PEN Millions and percentage (%)



System	84,549
Annual variation	0.2%

Source: Superintendencia de Banca, Seguros y AFP
Asociación de Bancos del Perú

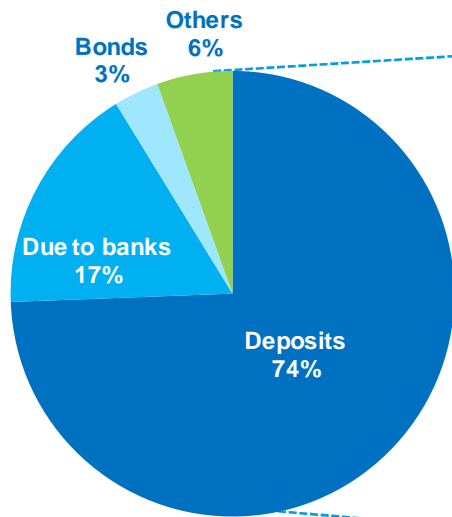


Deposit's structure

Cost effective deposit base

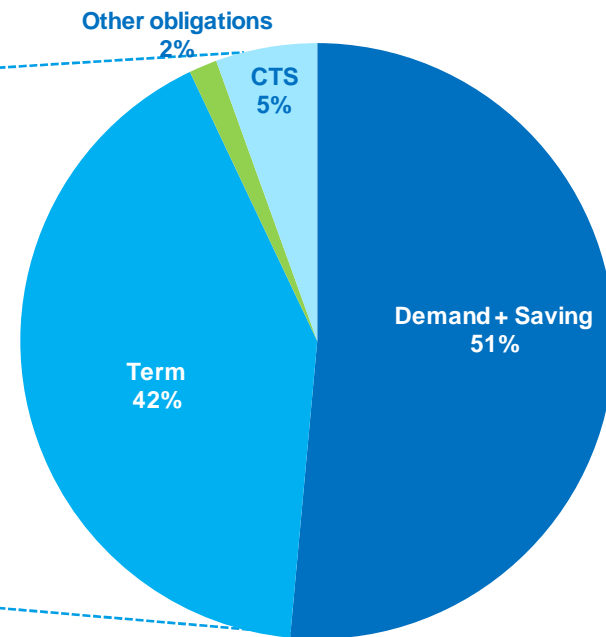
Cost effective source of funding

March 2012



Diversified deposit base

March 2012



Source: Superintendencia de Banca, Seguros y AFP
Asociación de Bancos del Perú

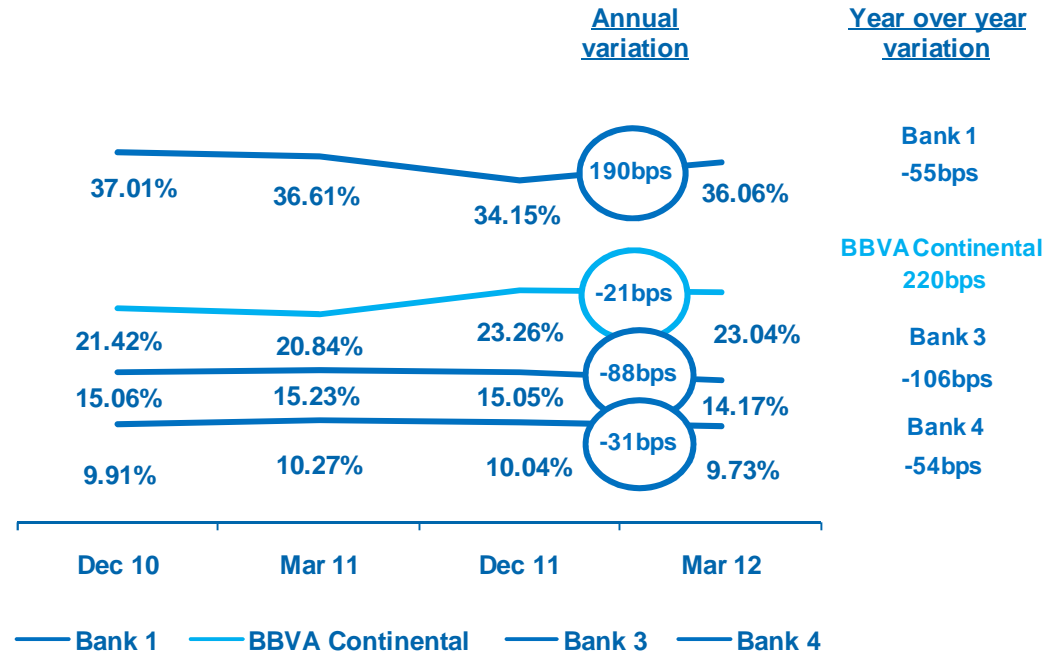
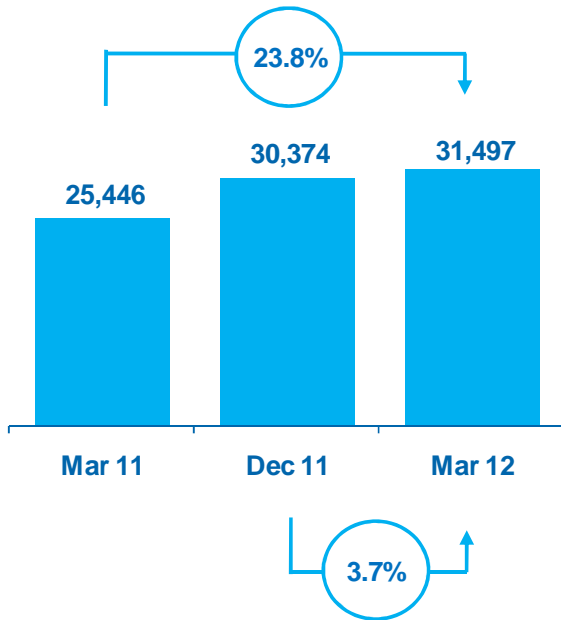
BBVA Continental

Deposits

In terms of deposits, growth continues...

Deposits

PEN Millions



Source: Superintendencia de Banca, Seguros y AFP

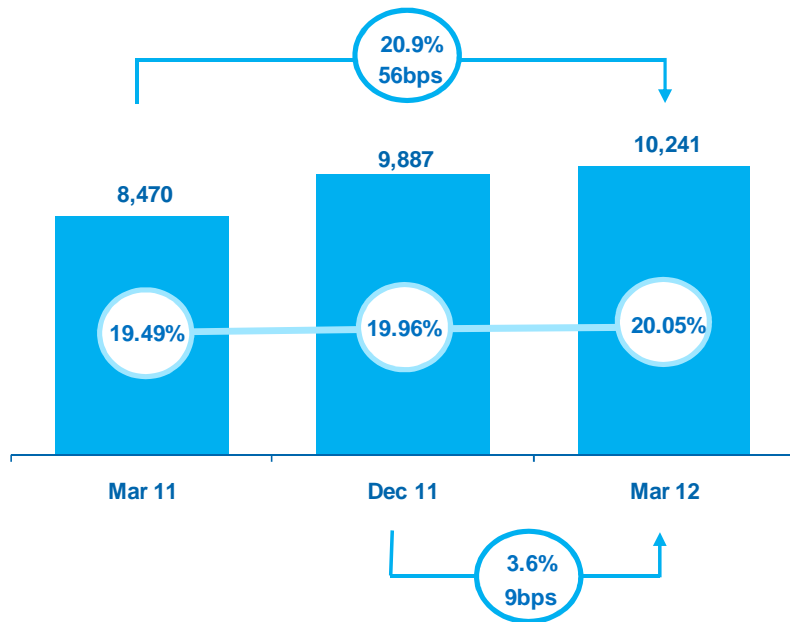
BBVA Continental

Deposits

...with a gain in both retail and business customers

Retail customers

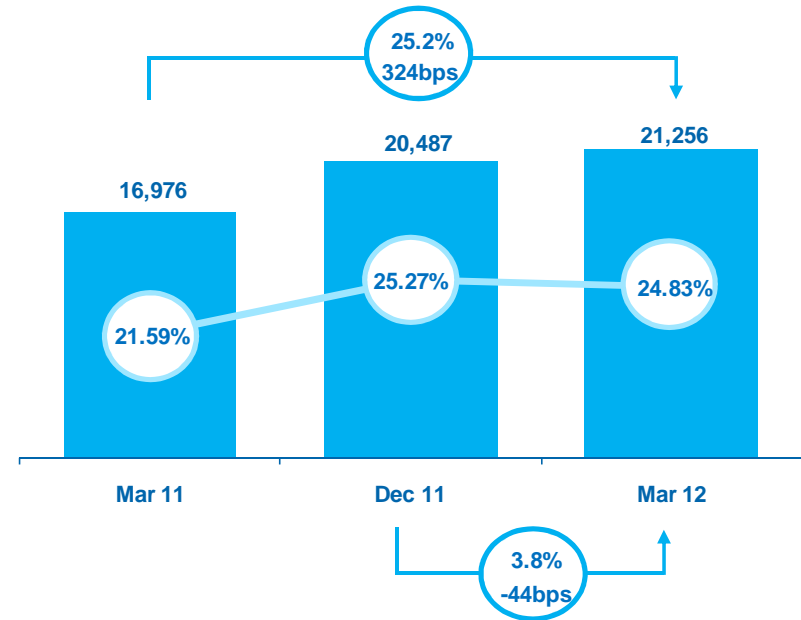
PEN Millions and percentage (%)



System	51,087
Annual variation	3.1%

Business customers

PEN Millions and percentage (%)



System	85,594
Annual variation	5.6%

Source: Superintendencia de Banca, Seguros y AFP
Asociación de Bancos del Perú



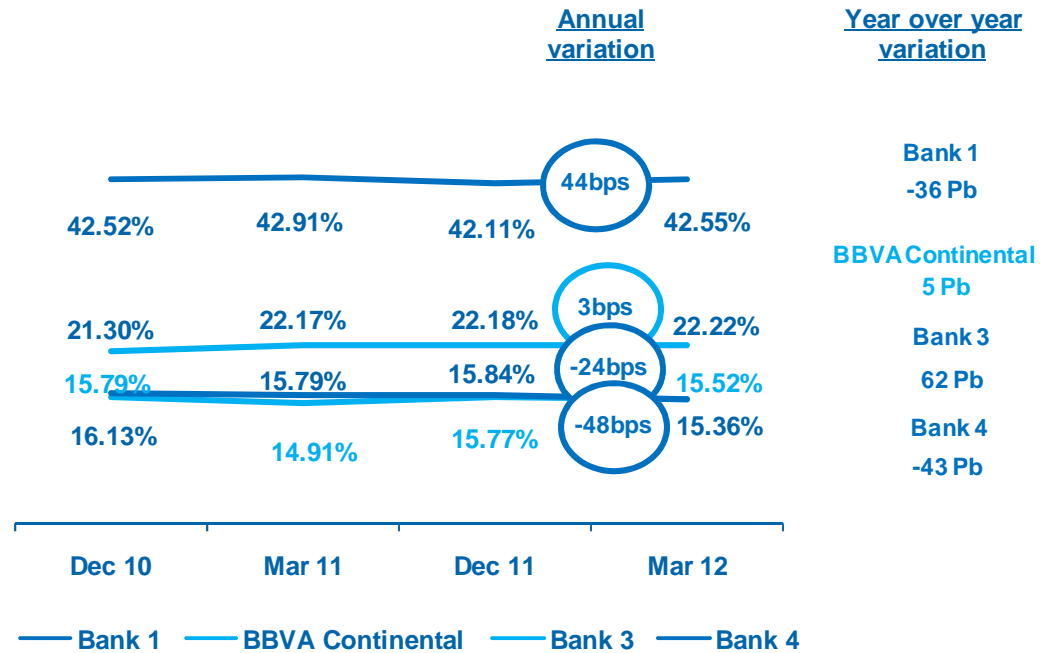
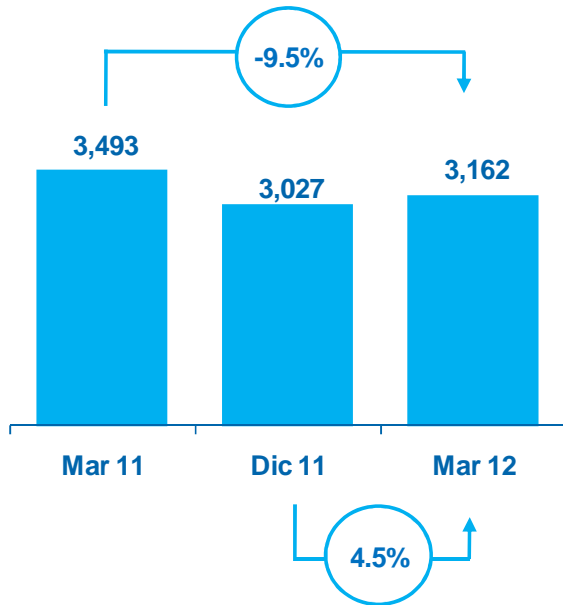
BBVA Continental

Mutual funds

In the first quarter of 2012, mutual funds increased in assets managed

Assets managed

PEN Millions



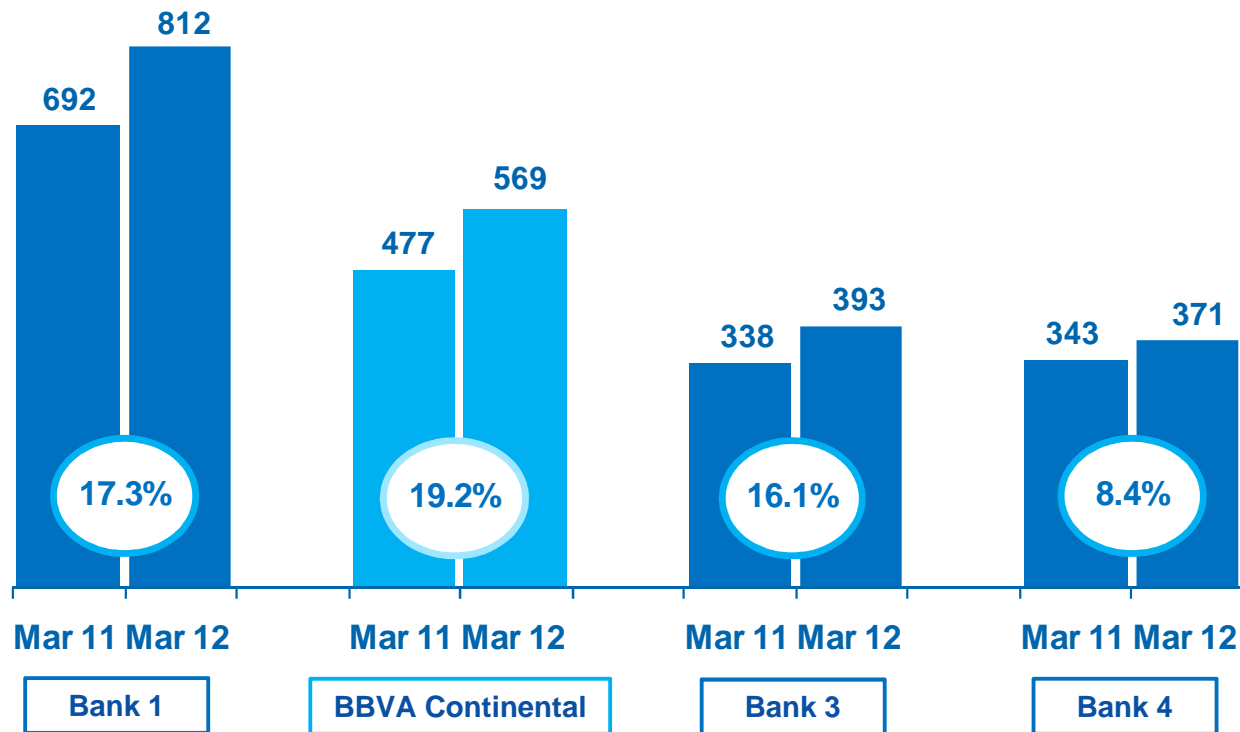


BBVA Continental

Margin management

Interest margin

PEN Millions





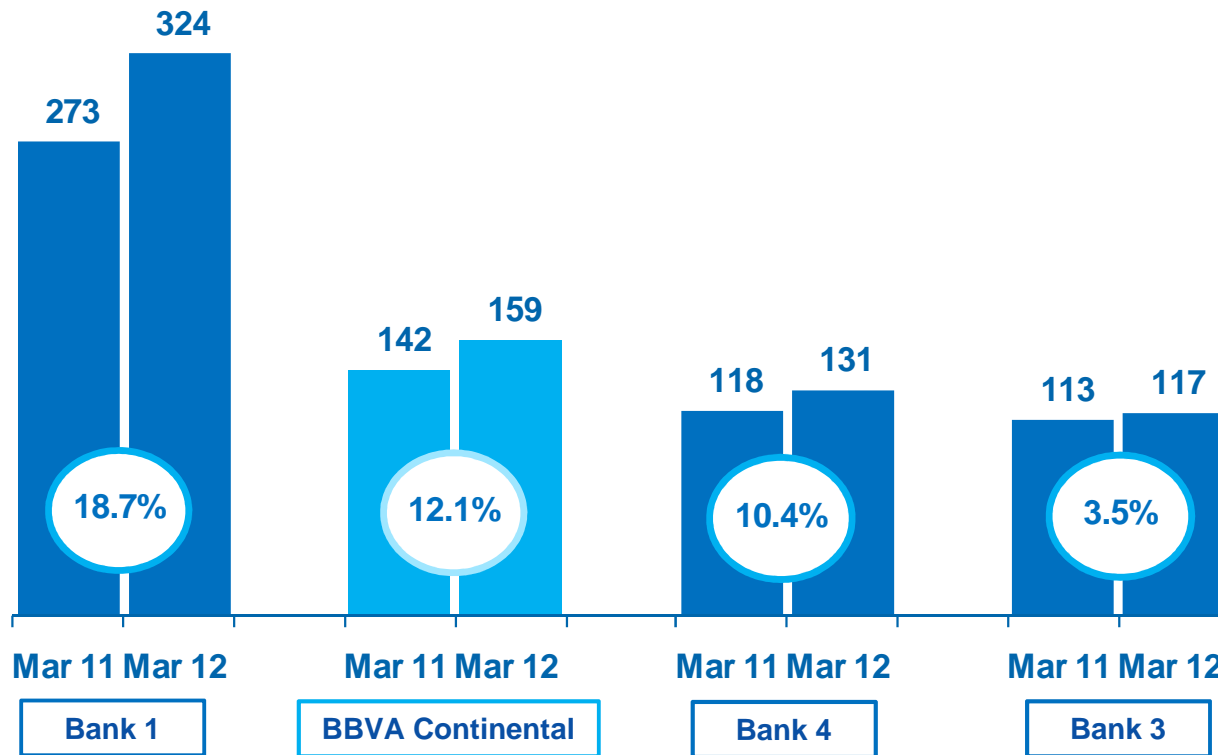
BBVA Continental

Margin management

Commissions grow further

Net comissions

PEN Millions



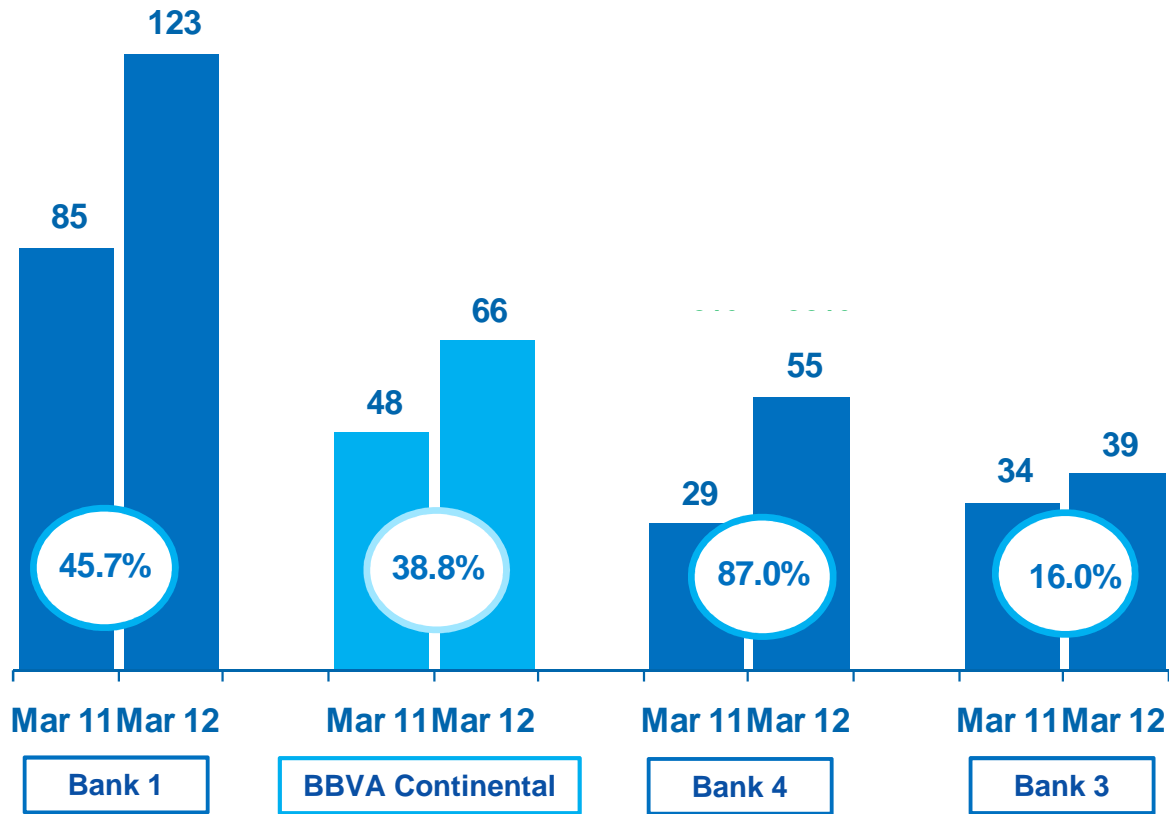
Source: Superintendencia de Banca, Seguros y AFP

Margin management

Non interest margin showed volatility

Non interest margin

PEN Millions

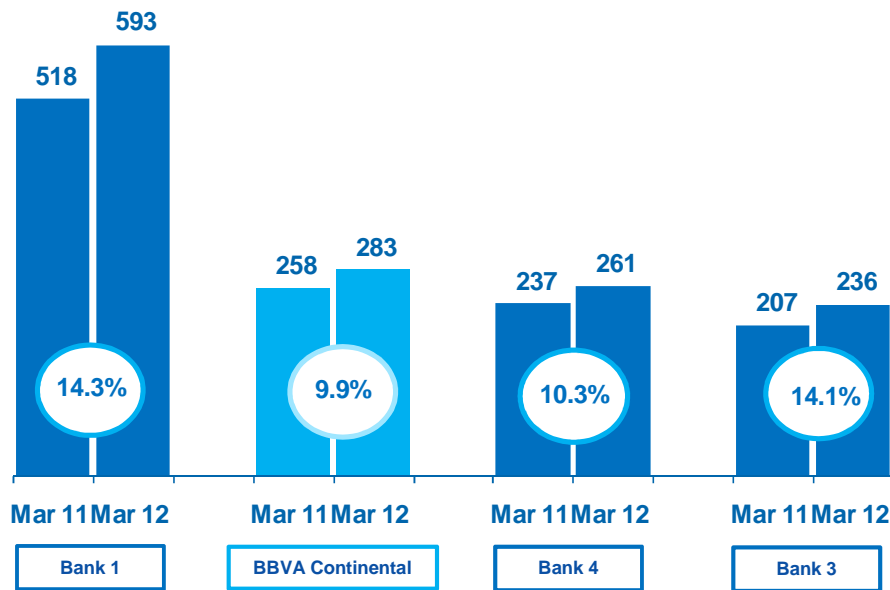


Expense management

The Bank maintains high levels of efficiency, thanks to an adequate expense management

Administrative expenses *

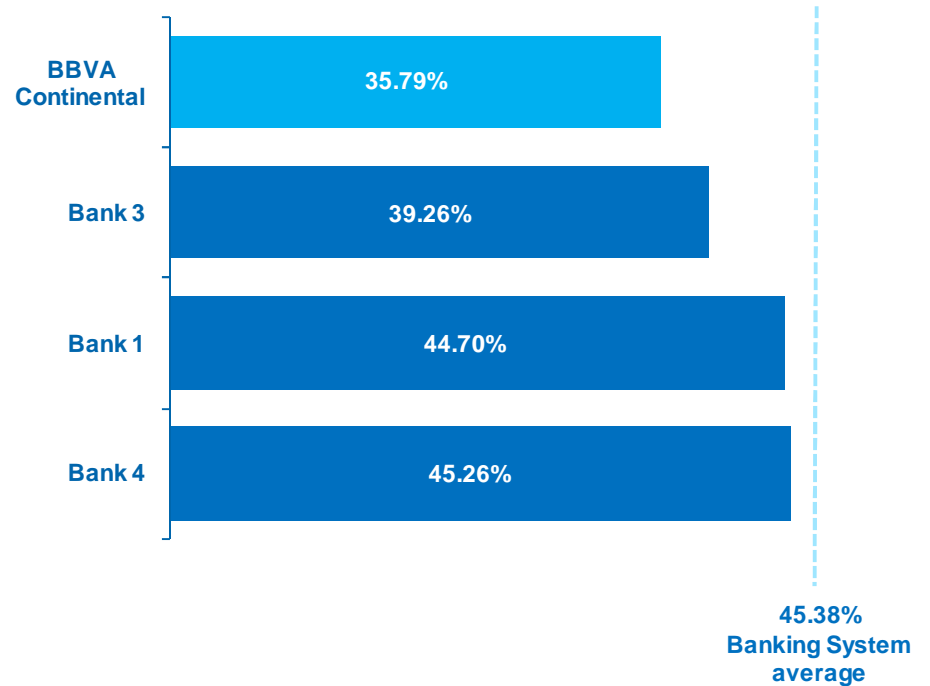
PEN Millions



* Includes Amortization and Depreciation

Efficiency

March 2012



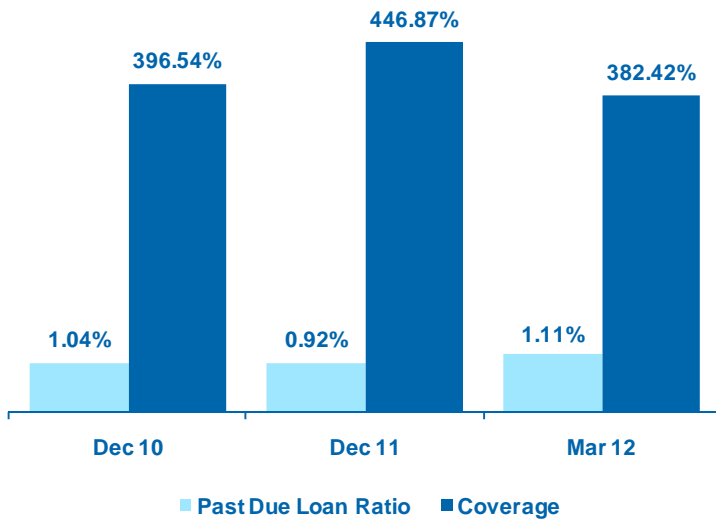


BBVA Continental

Risk management

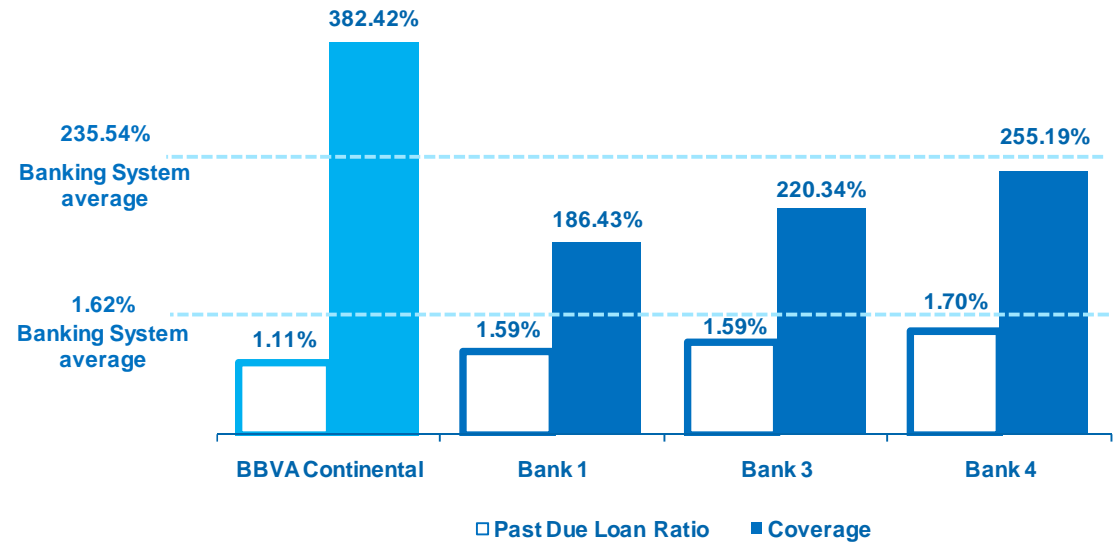
Outstanding asset quality

BBVA Continental



Best Past Due Loan Ratio and Coverage Ratio

March 2012



Source: Superintendencia de Banca, Seguros y AFP

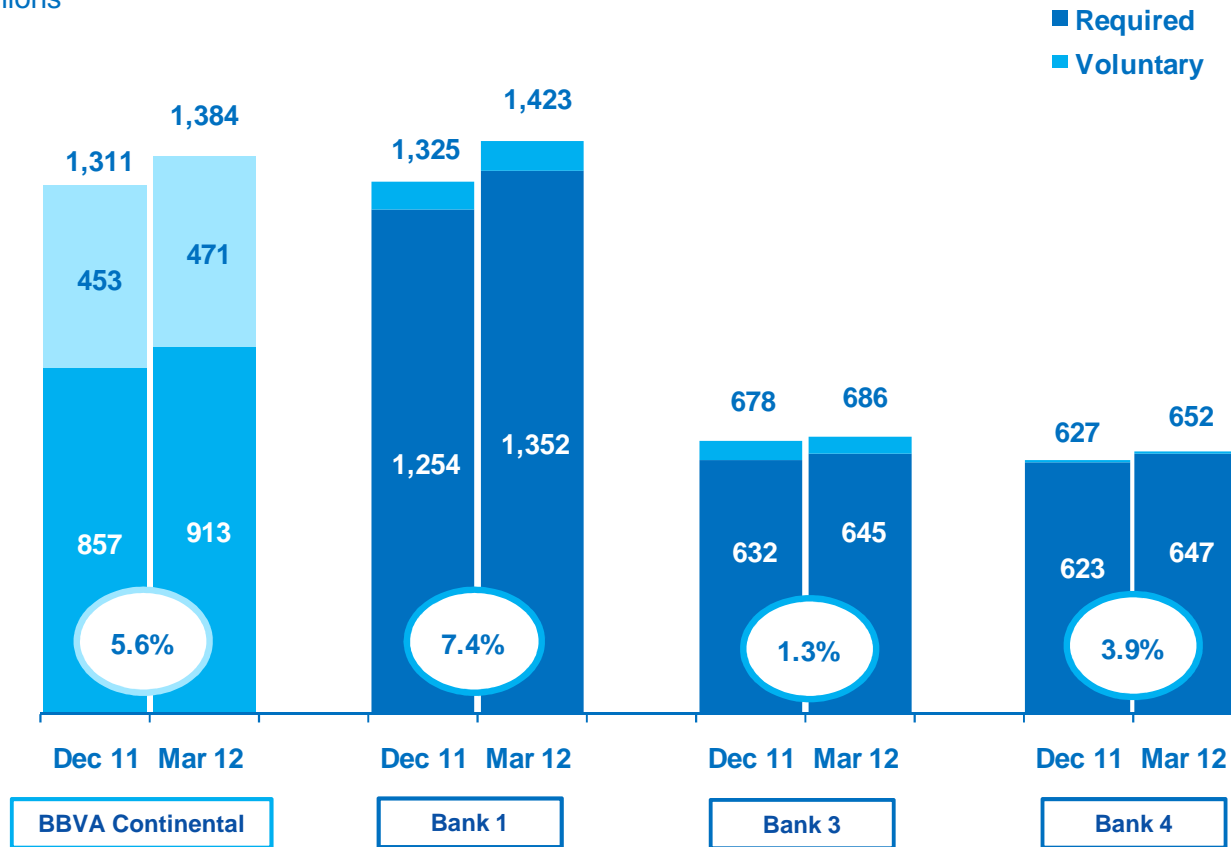


Risk management

The Bank maintains high levels of voluntary provisions

Provisions

PEN Millions

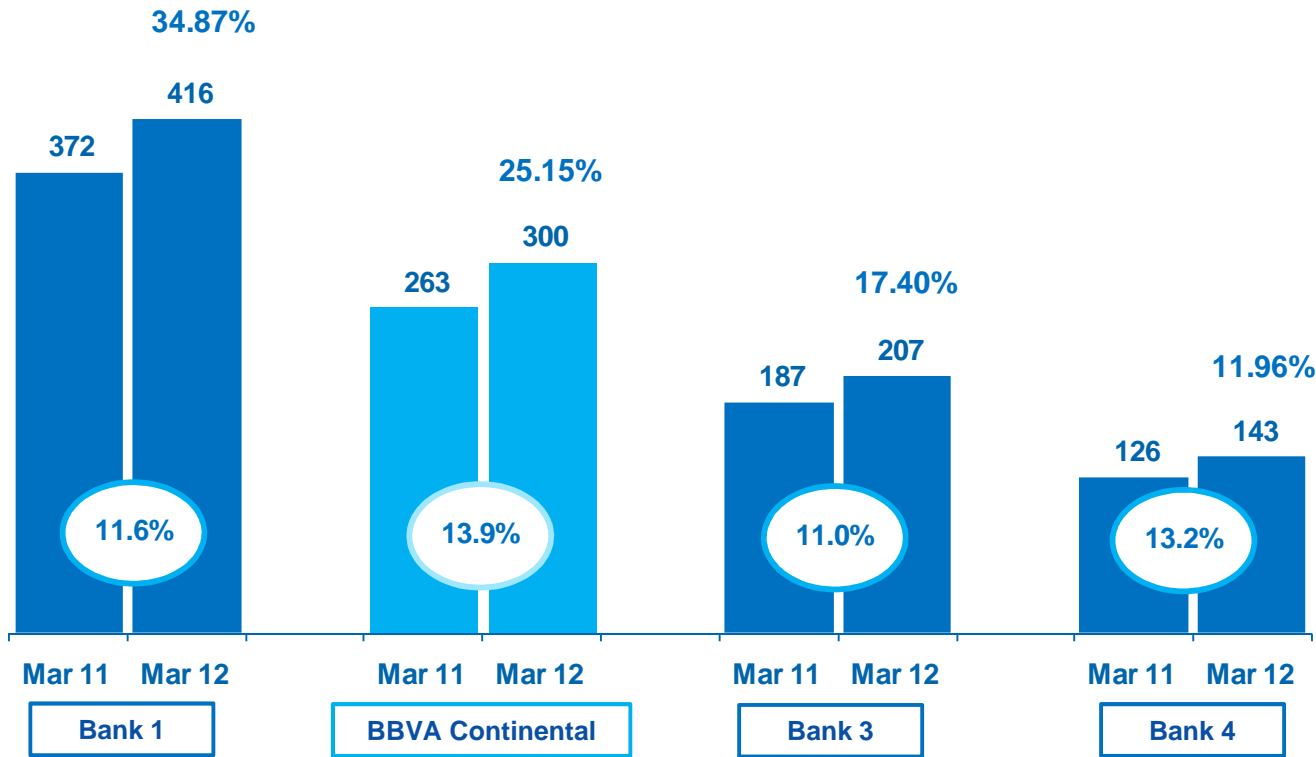


Profitability management

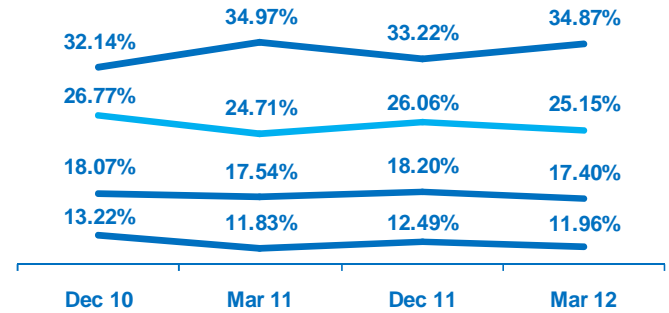
The Bank's results are distinguished from the competition

Net income

PEN millions



Market share





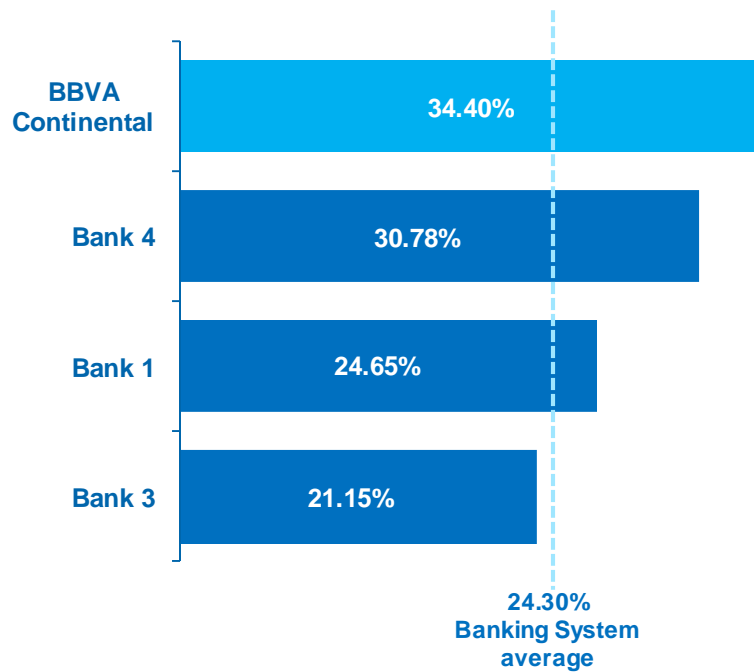
BBVA Continental

Profitability management

The Bank has high levels of profitability...

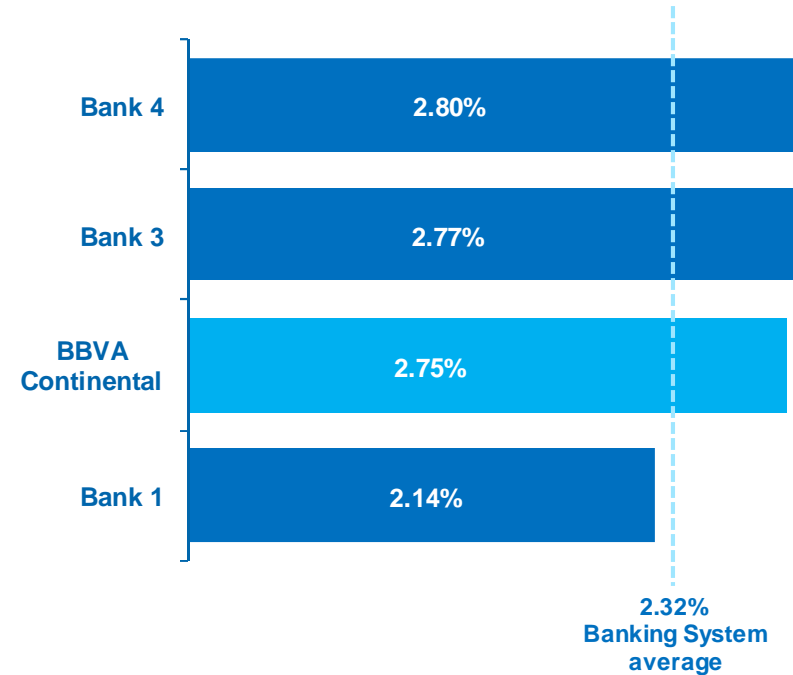
Return on Equity - ROE

March 2012



Return on Assets - ROA

March 2012



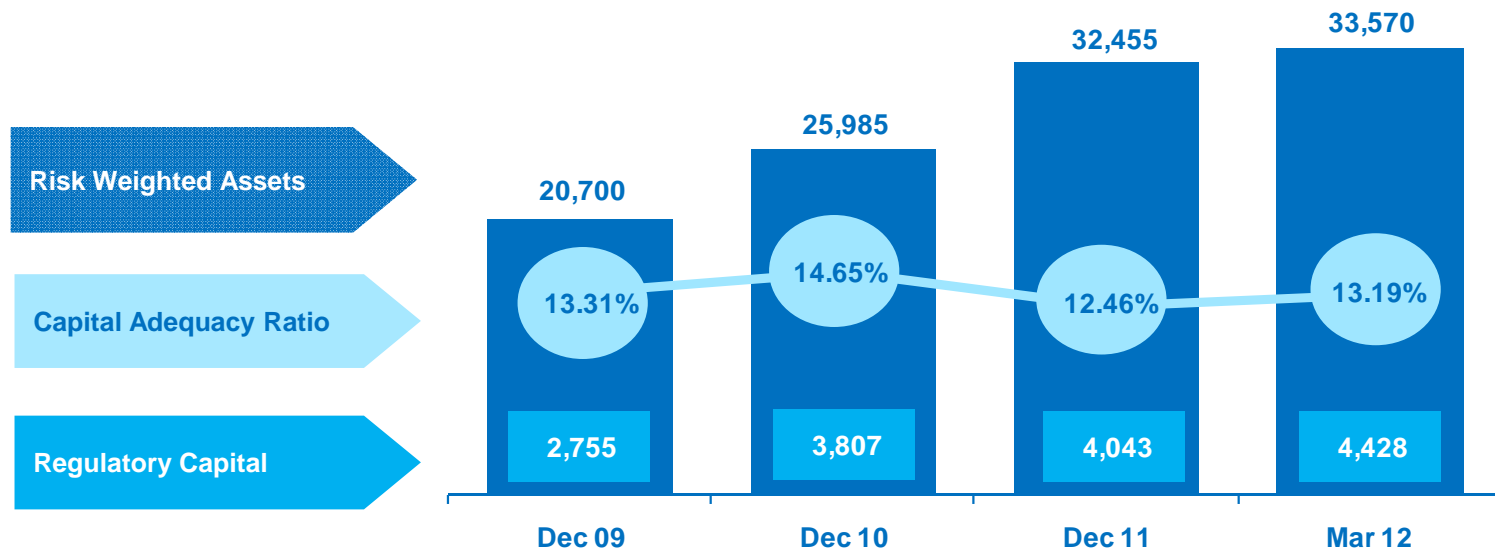
Source: Superintendencia de Banca, Seguros y AFP

Solvency management

...reflected in a favorable evolution of the Capital Adequacy Ratio...

Capital Adequacy Ratio – BBVA Continental

March 2012



Minimum required by the regulator: 10%

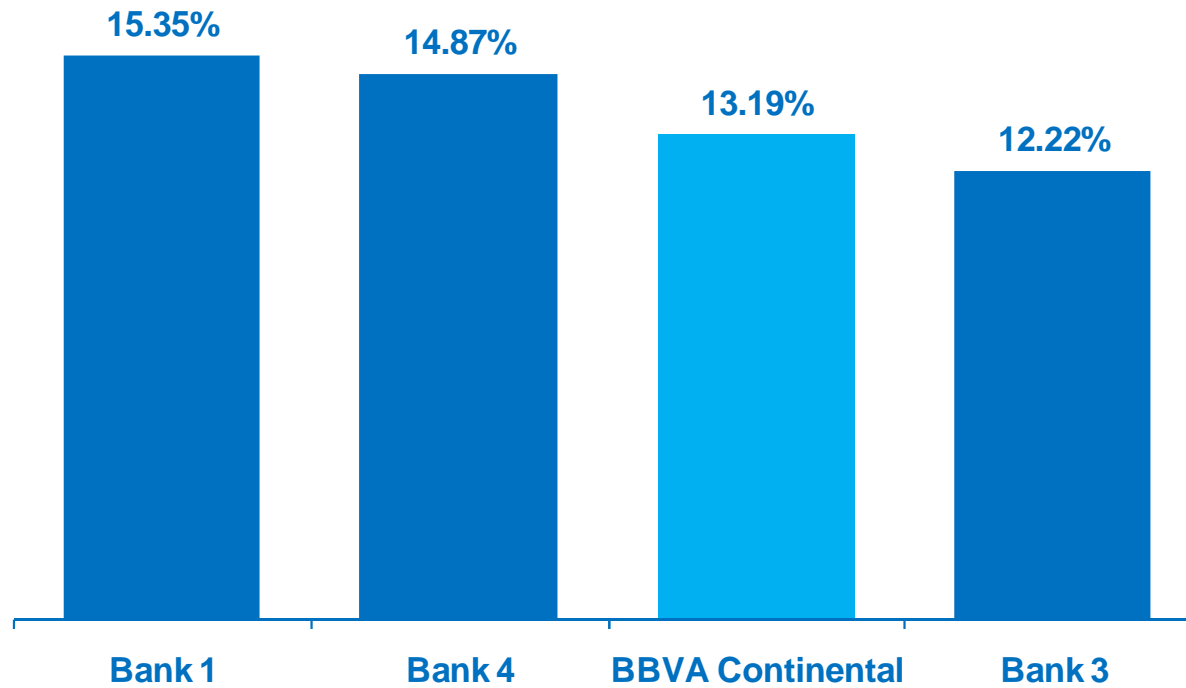


BBVA Continental

Solvency management

Capital Adequacy Ratio – Peer group

March 2012





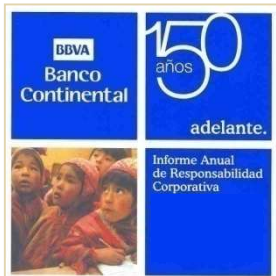
4

Social responsibility and Awards

BBVA Continental

The Bank maintains its commitment with society and is recognized in the market

SOCIAL RESPONSIBILITY



Corporate Social Responsibility Report



First environmental facility made in South America



Program:
"Leer es estar adelante"

AWARDS



The only Bank in Peru included in the Best Corporate Governance Principle's Index



BBVA Continental

5 Ratings

International rating

The Bank has the best international ratings

Instruments	Fitch Ratings	Standard & Poors
Foreign currency long term issuances	BBB+	BBB
Foreign currency short term issuances	F2	A-3
Local currency long term issuances	BBB+	BBB
Local currency short term issuances	F2	A-3
Individual rating	WD	-
Outlook	Negative	Stable

Local rating

Three rating agencies in Perú have granted BBVA Continental, the best local ratings

Instrumentos	Apoyo & Asociados	Equilibrium	PCR	Top local
Short term deposits	CP-1+ (pe)	EQL 1+.pe	Categoría I	Categoría 1
Term deposits > 1 year	AAA (pe)	AAA.pe	pAAA	AAA
Corporate bonds	AAA (pe)	AAA.pe	pAAA	AAA
Subordinated bonds	AA+ (pe)	AA+.pe	pAA+	AA+
Leasing bonds	AAA (pe)	AAA.pe	pAAA	AAA
Common shares	1 ^a (pe)	1 ^a Clase.pe	PC N1	Categoría 1
Issuer rating	A+	A+	A+	A



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