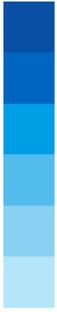


BBVA Continental

September 2012



Disclaimer

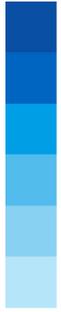
This document has been elaborated as a part of the information policies and transparency of BBVA Continental and contains public information, own source and provided by third parties, that can be corroborated with their sources.

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Contents

- 1 Peru: Attractive economy and financial system
- 2 Organization
- 3 BBVA Continental vs. Peers
- 4 Social responsibility and Awards
- 5 Ratings

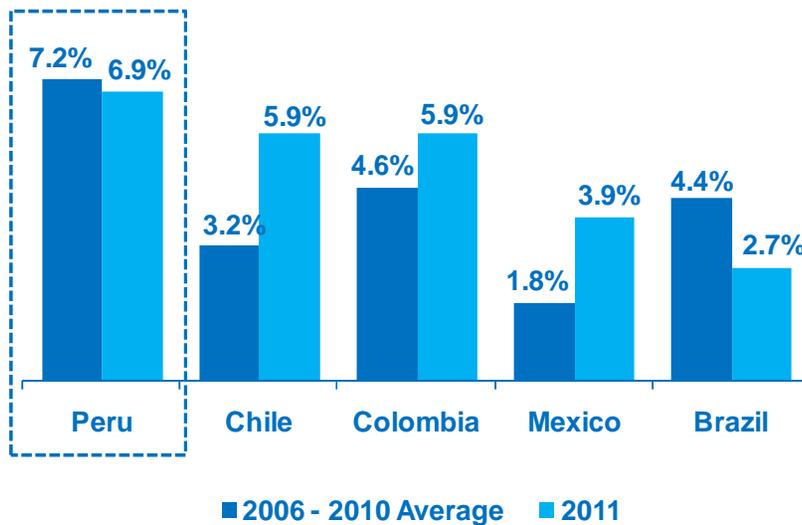


1 Peru: Attractive economy and financial system

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...

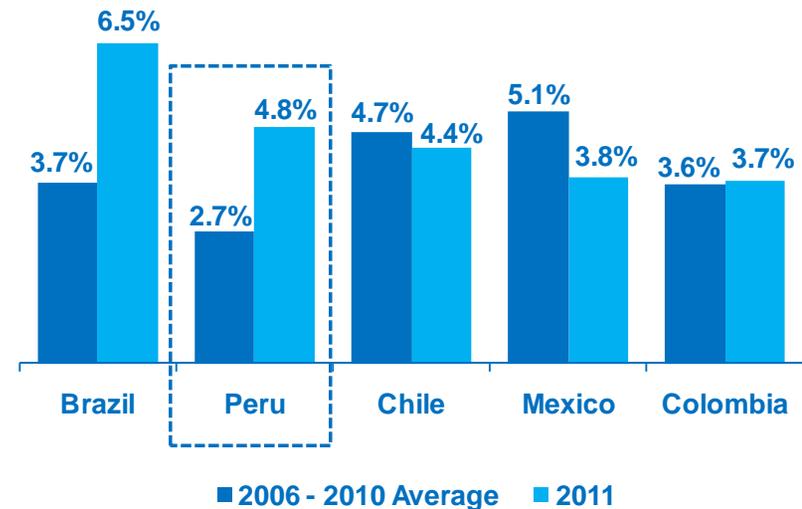
GDP growth



Estimated for 2012: 6.0%
(BBVA as of November 2012)

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

Inflation

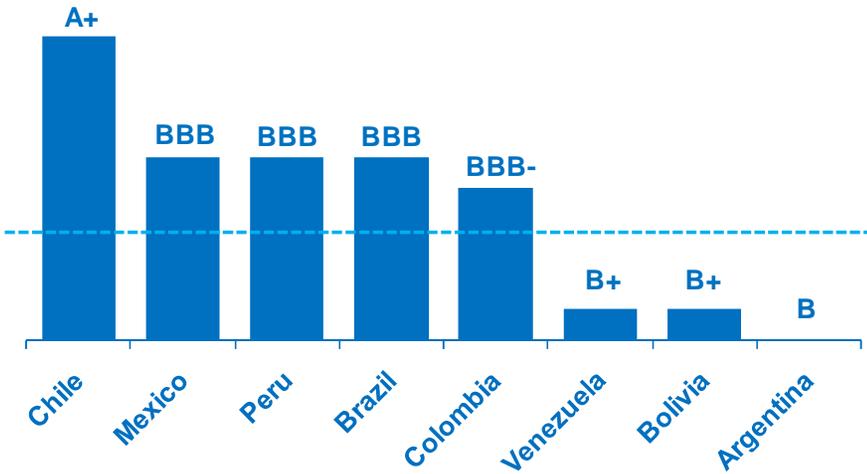


Estimated for 2012: 3.4%
(BBVA as of November 2012)

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

It has achieved the sovereign investment grade...

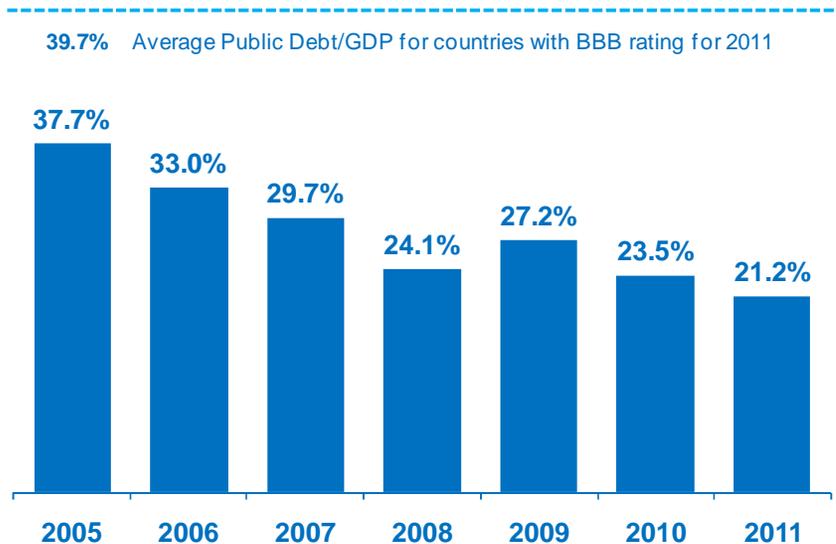
Ratings



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

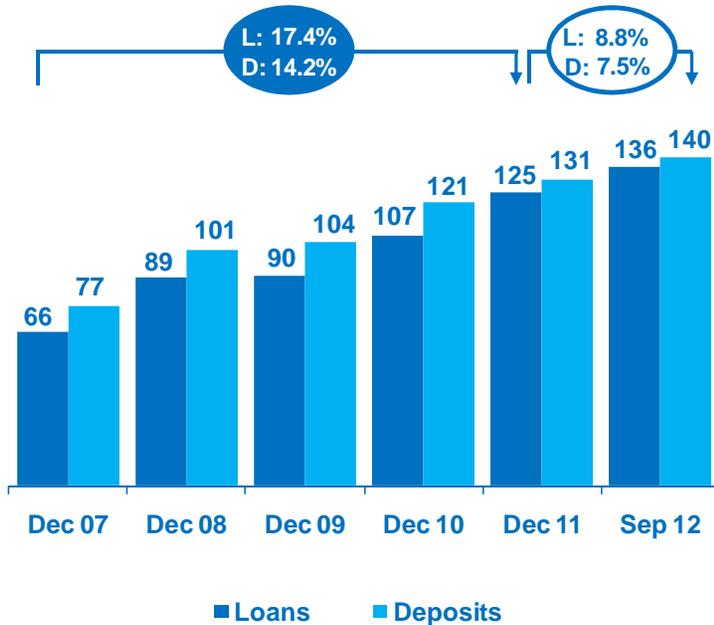
BBVA Continental

...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: 2007 - 2011

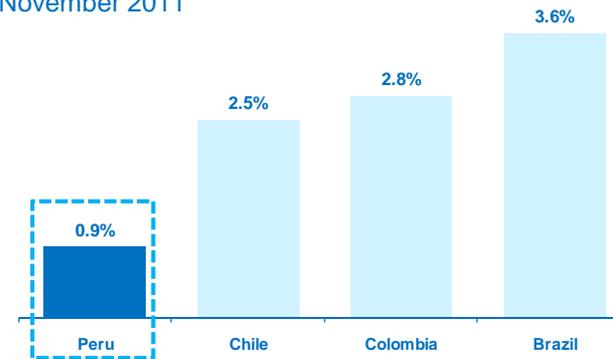
○ Annual variation Dec. 2011 - Sep. 2012

Source: Superintendencia de Banca, Seguros y AFP

...while maintaining high asset quality...

Past due loans as a percentage of total direct loans

November 2011

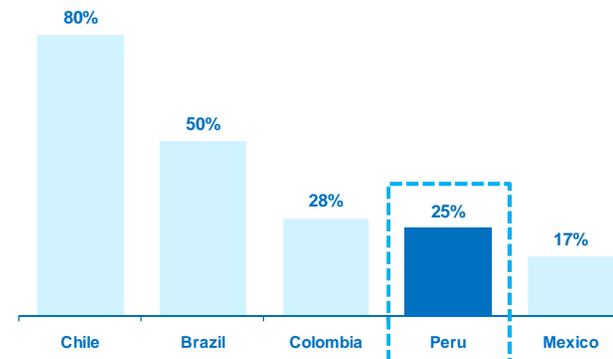


Source: FELABAN

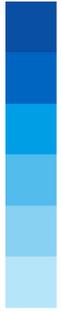
...with great potential for future growth

Loans as a percentage of GDP

December 2010



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

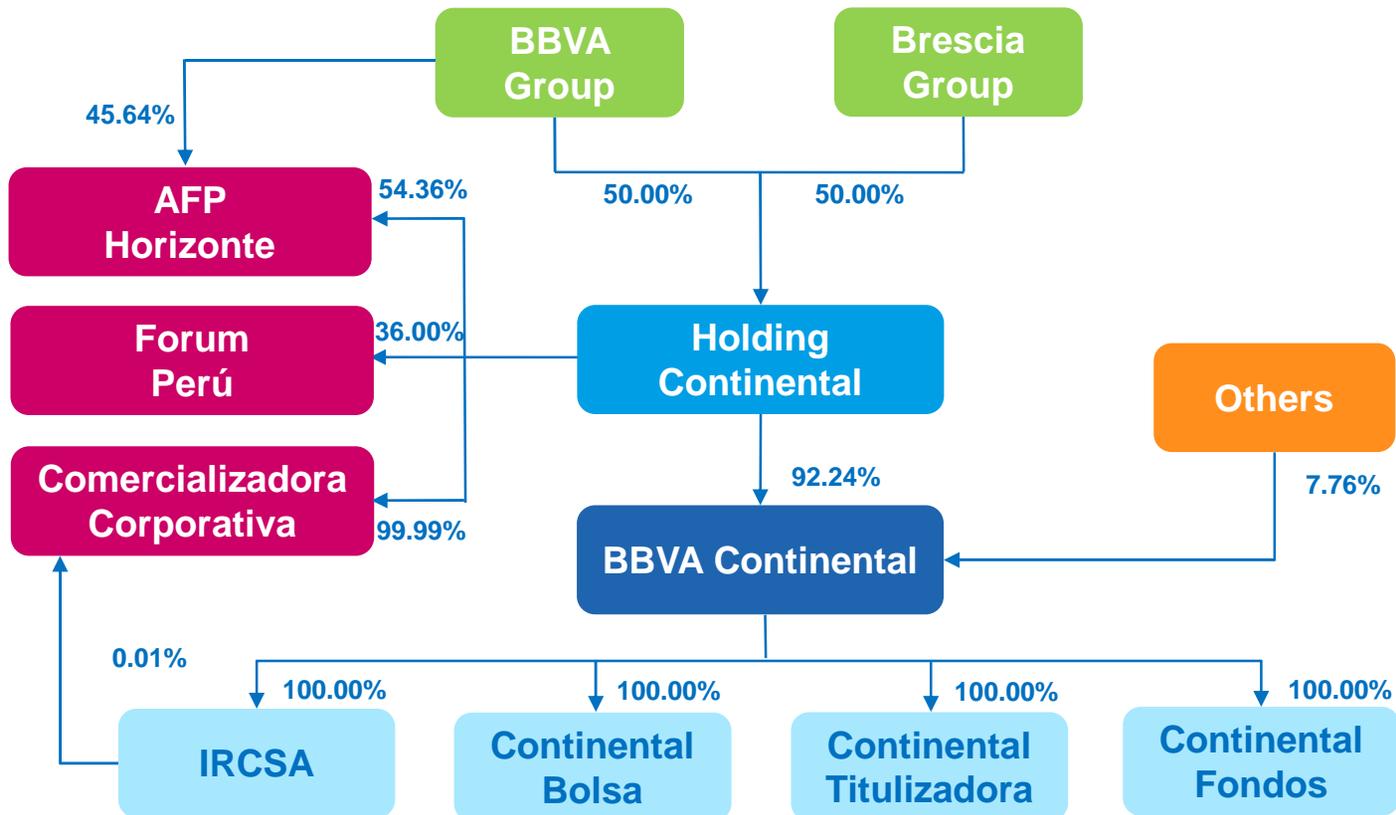


2 Organization

BBVA Continental

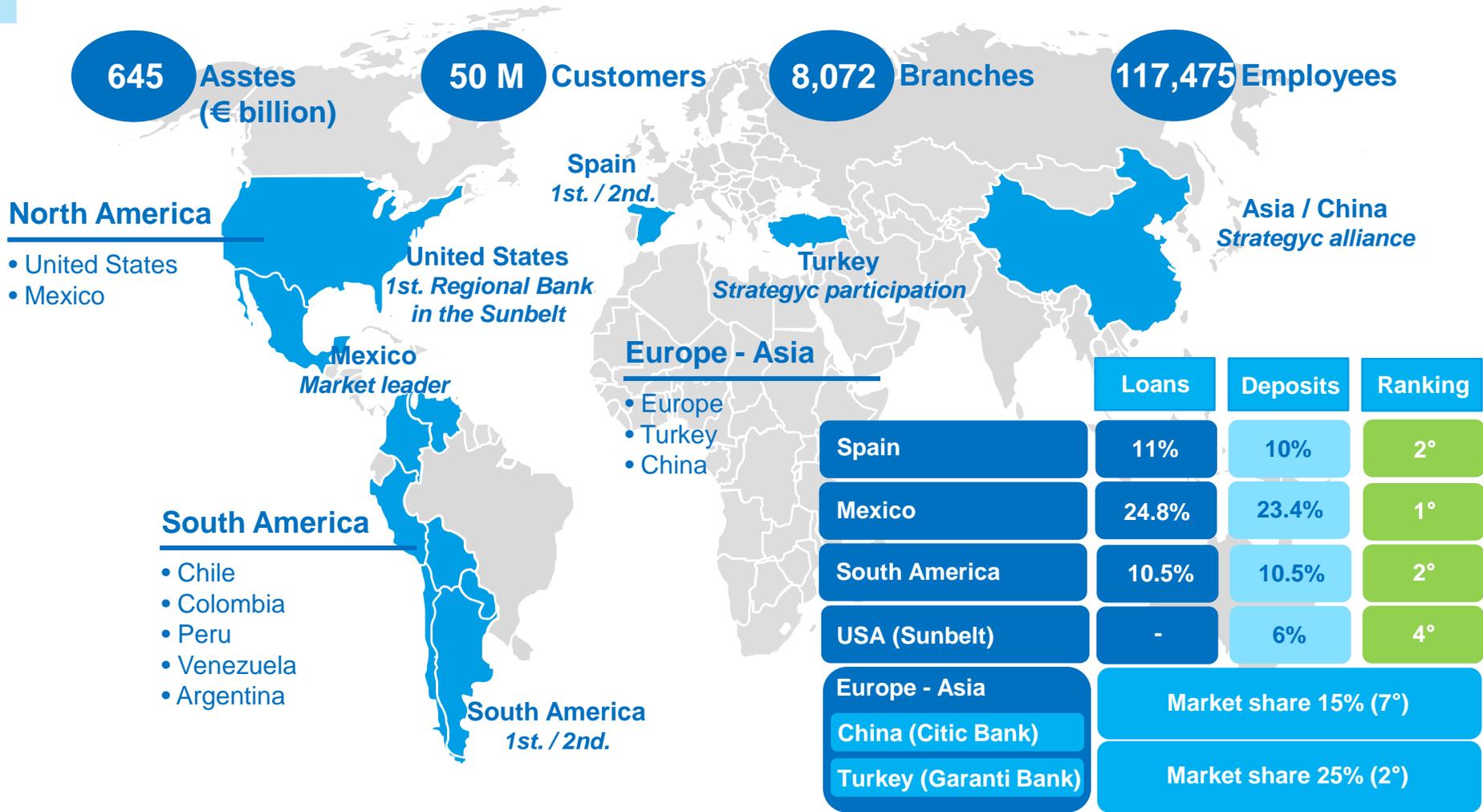
Shareholders

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



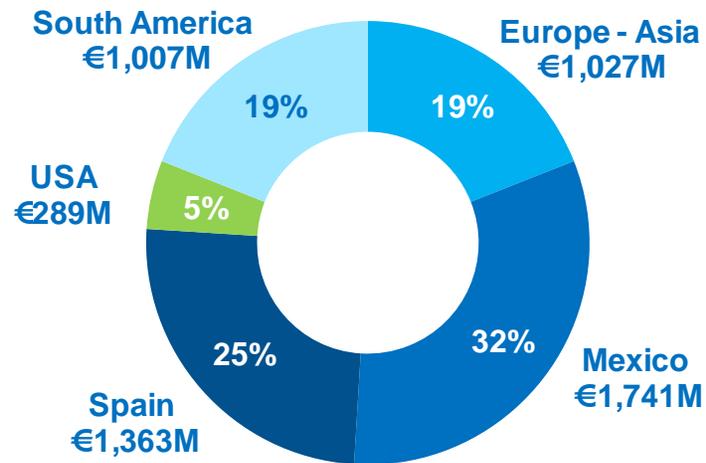
BBVA Continental BBVA Group

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



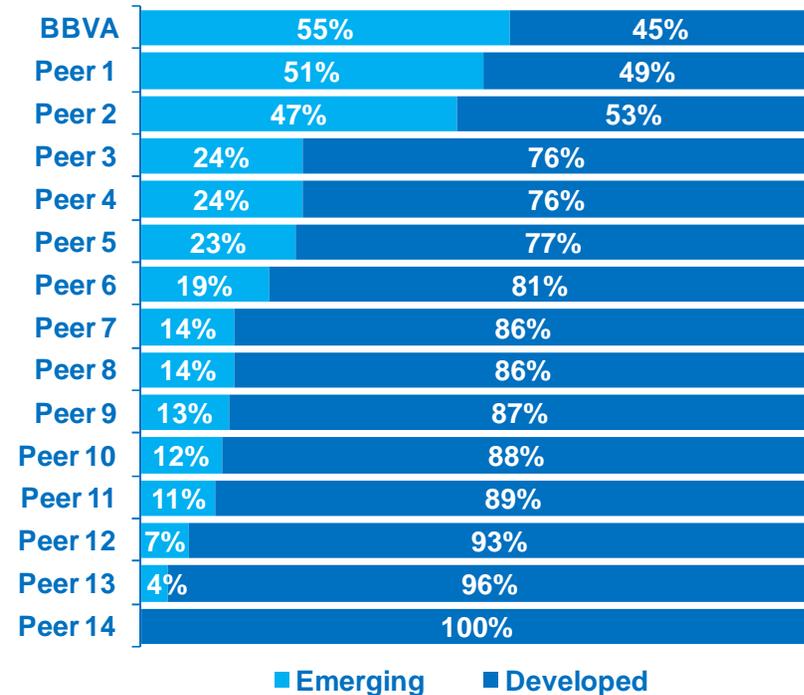
Classification of deposits (except for China, by assets and for Turkey by deposits) ; **Spain**: information as of December 2011; **Mexico**: information as of December 2011; **South America**: information as of March 2012 for the following countries: Argentina, Chile, Colombia, Panamá, Paraguay, Peru,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

Attributable profit by region (1)
2011



**Group: €4,015M ex unusual
€3,004M considering unusual**

Geographical diversification of income (2)
BBVA Group vs. Peer Group - 2011

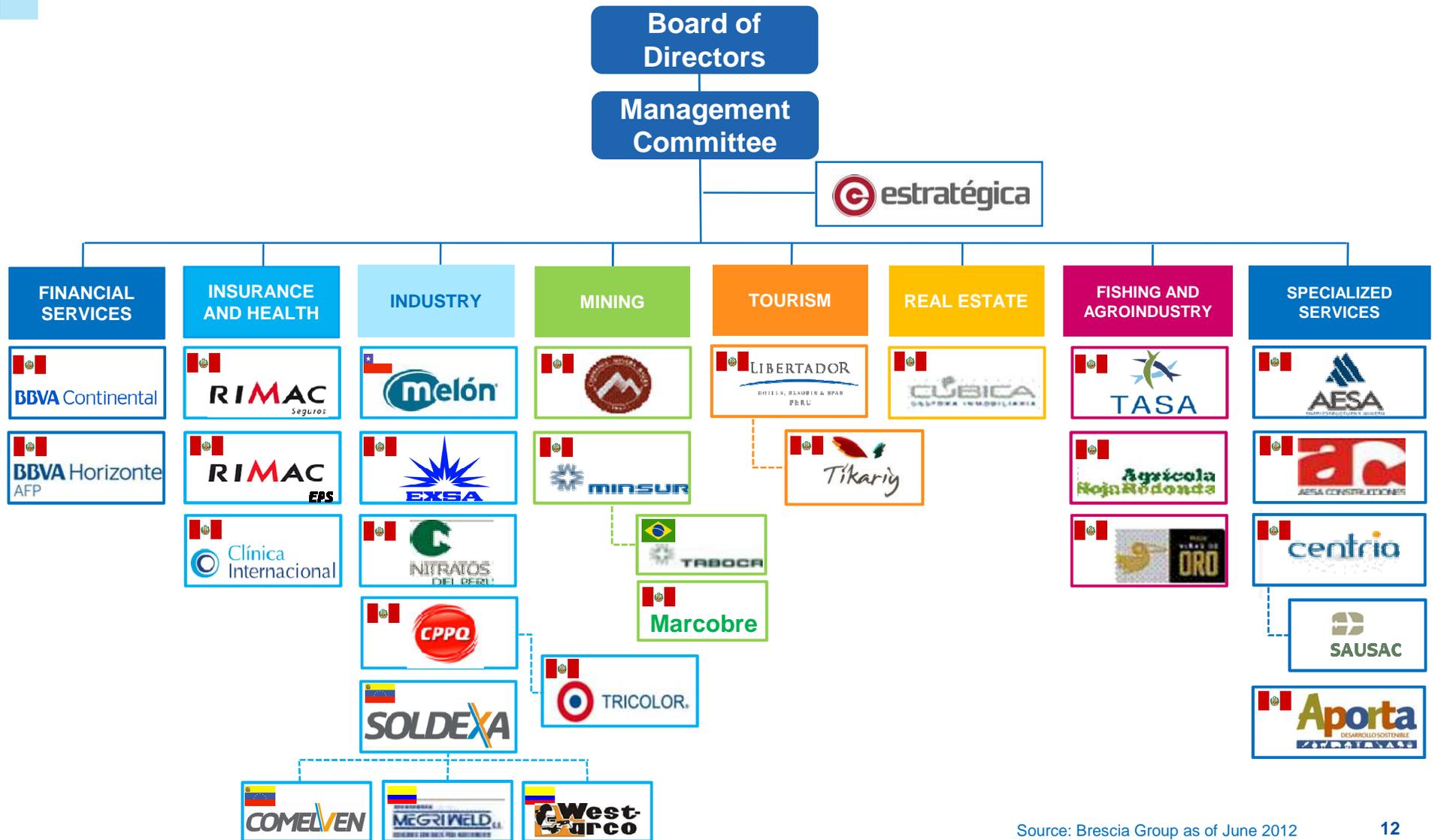


(1) Excluding Corporate Activities and one-offs

(2) in-house elaboration using available data as of December 2011. Peer Group: BAR, CL, BNPP, CASA, CMZ, CS, DB, HSBC, ISP, LBG, RBS, SAN, SG, UBS & UCI

BBVA Continental

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

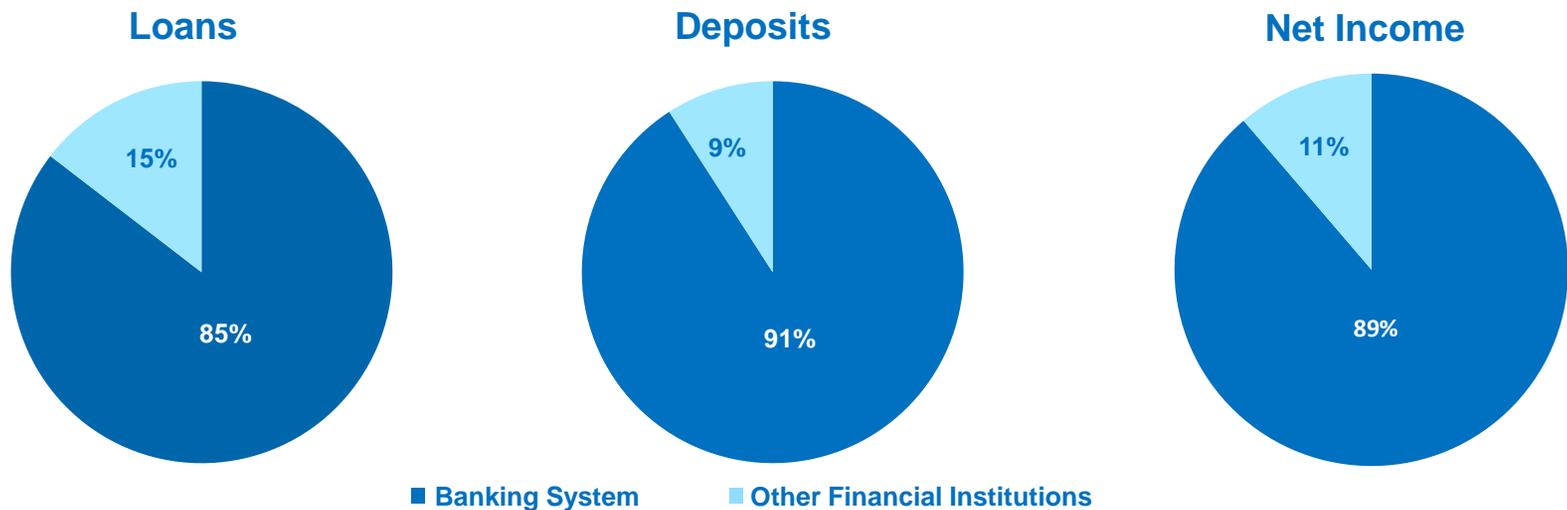


Peruvian Financial System

Financial system	Institution PEN Million	Loans Sep-12	Deposits Sep-12	Net income Sep-12
Banking system	Banks (15)	136,215	140,420	3,458
	Banco de la Nación	5,503	18,904	578
Other financial institutions	Cajas Municipales (13)	10,002	10,479	208
	Financieras (10)	7,280	3,879	207
	Cajas Rurales (10)	2,022	2,248	26
	Edpymes (10)	959	1	12
	Leasing (2)	394	-	1
	COFIDE	3,659	36	49
	Agrobanco	313	-	13

Source: Superintendencia de Banca, Seguros y AFP

Four main banks concentrate around 88% of the Banking System



BBVA Continental

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



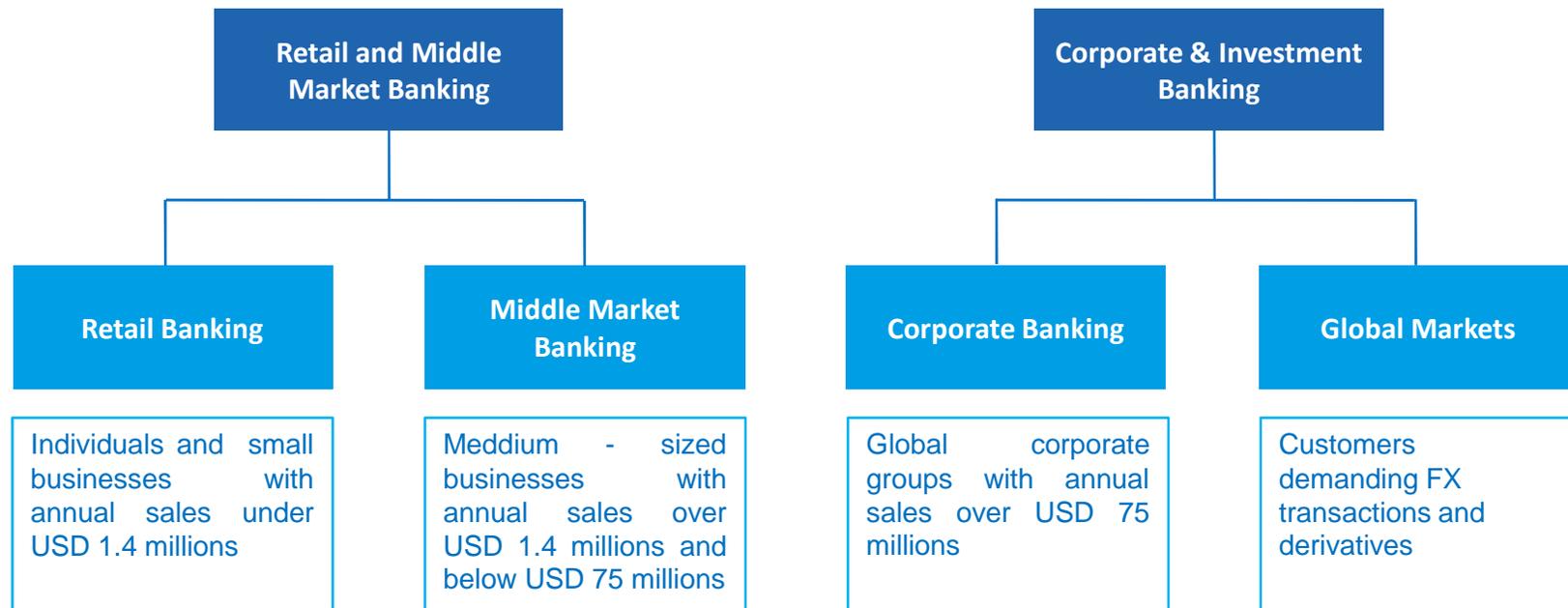
- ✓ Peru, one of the most dynamic and attractive economies in the region
- ✓ BBVA Continental: second largest bank in the country and leading institution for over 60 years
- ✓ Strong shareholders: BBVA Group, leading global financial institution and Grupo Brescia, one of the largest business conglomerates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

#2 in performing loans	S/. 32,157 millions
#2 in deposits	S/. 35,565 millions
#2 in assets	S/. 49,139 millions
#1 in efficiency Administrative expenses / Financial Margin	35.74%
#1 in asset quality Allowances for loan losses / Past due loans Past due loans / Total loans	358.52% 1.19%
#1 in profitability ROE: Annualized net income / Average equity	33.81%
#2 in branches	287

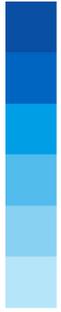
Information as of September 2012

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

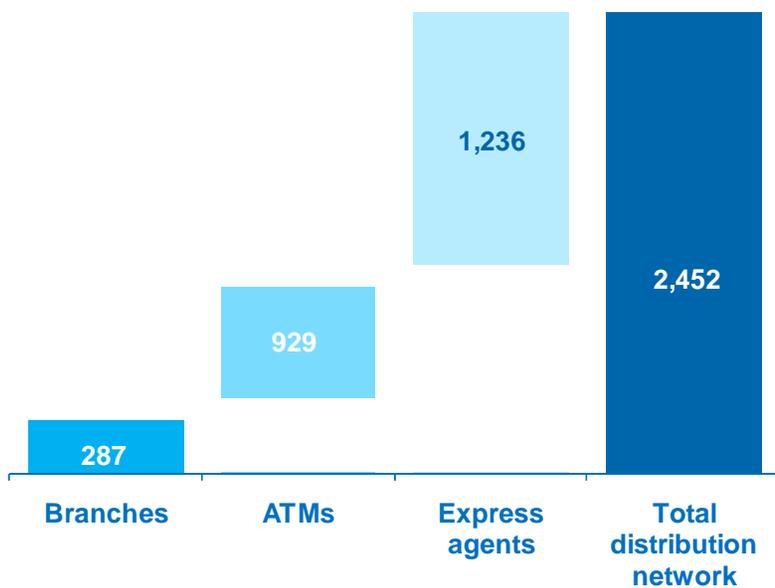
**BBVA
Continental
vs. Peers**

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 2,452 points of service
- ✓ 287 branches nationwide
- ✓ More than 2.8 million customers

September 2012



Great capacity for cross-selling

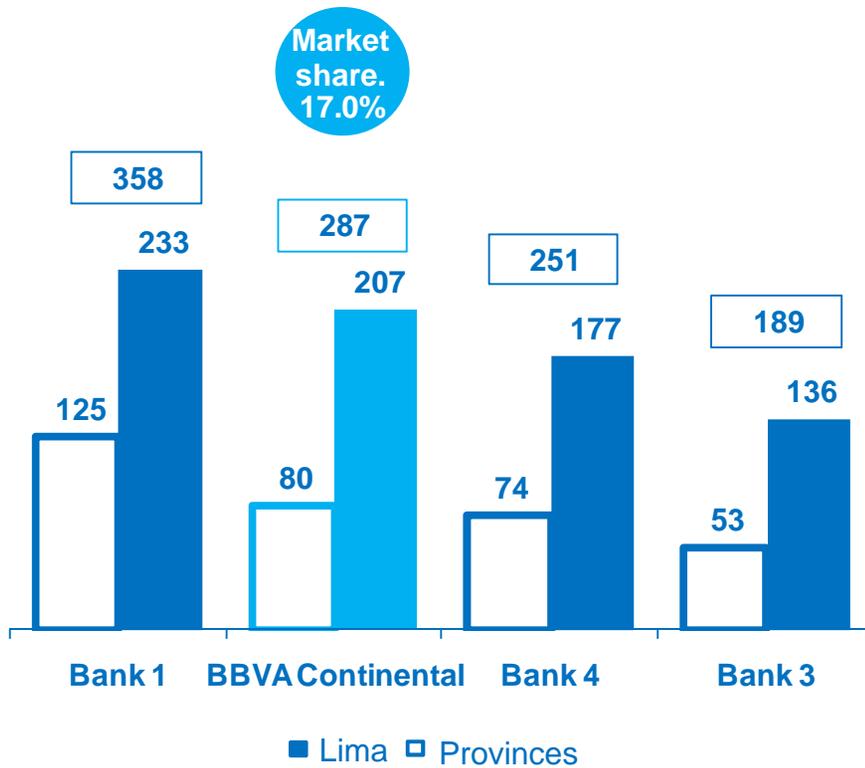
Sinergy with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

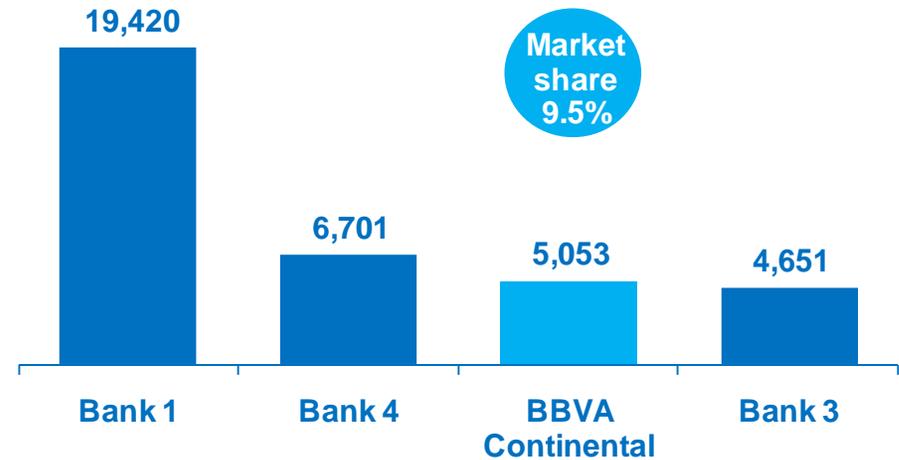
Number of branches and employees

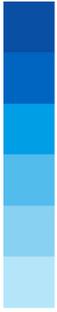
September 2012

Number of branches



Number of employees



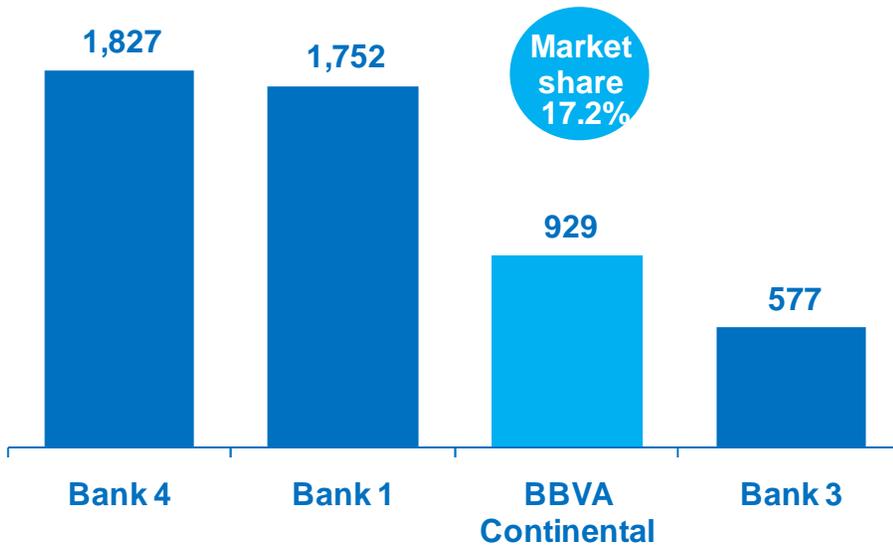


BBVA Continental

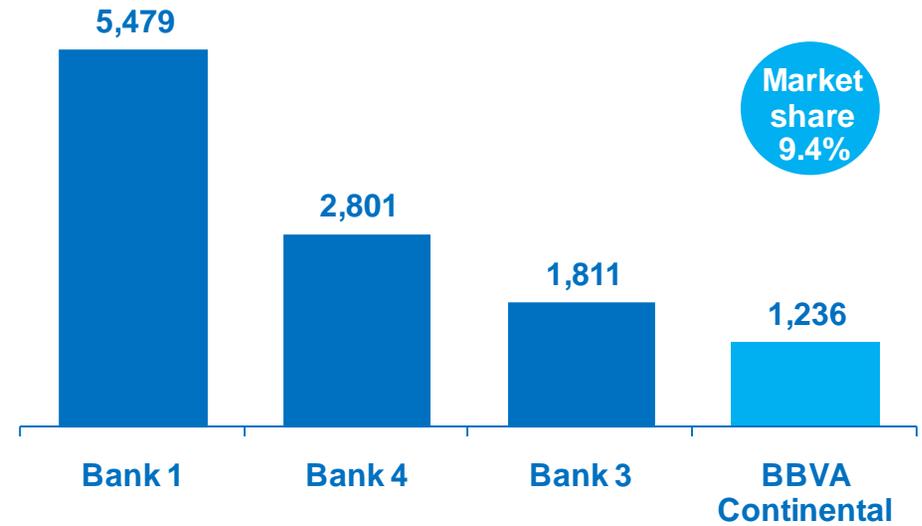
Number of ATM and express agents

September 2012

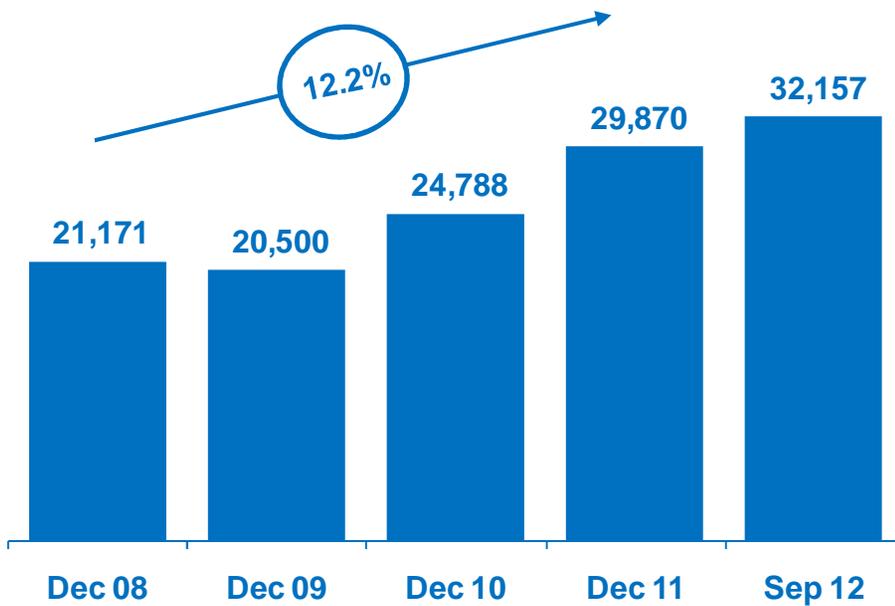
Number of ATM



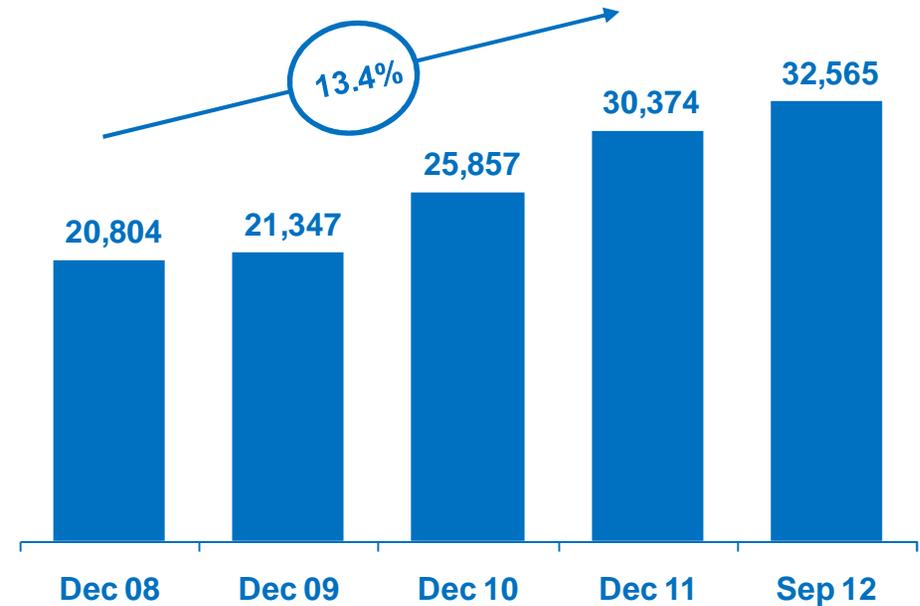
Number of express agents

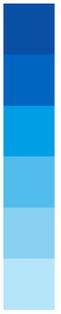


Performing loans



Deposits



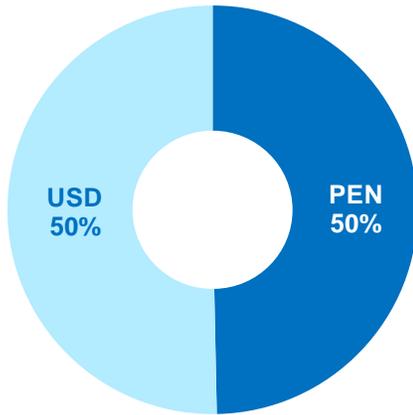


BBVA Continental

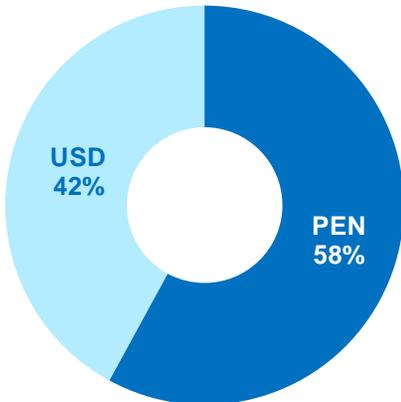
High level of self-financing and natural match of currencies

September 2012

Loans

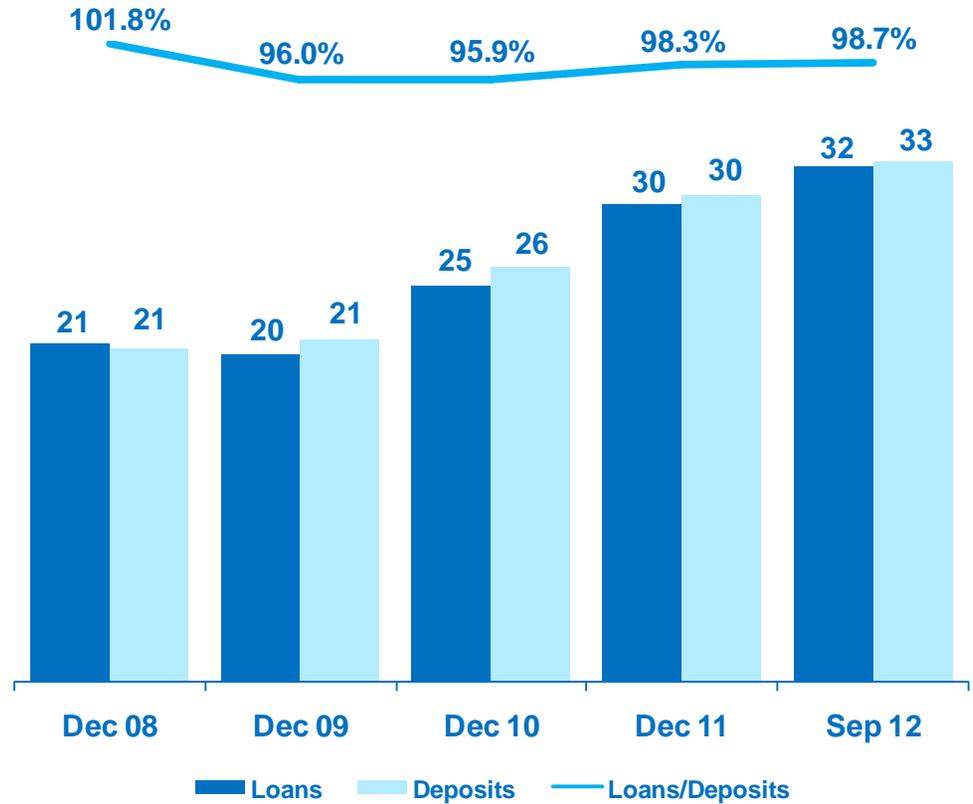


Deposits

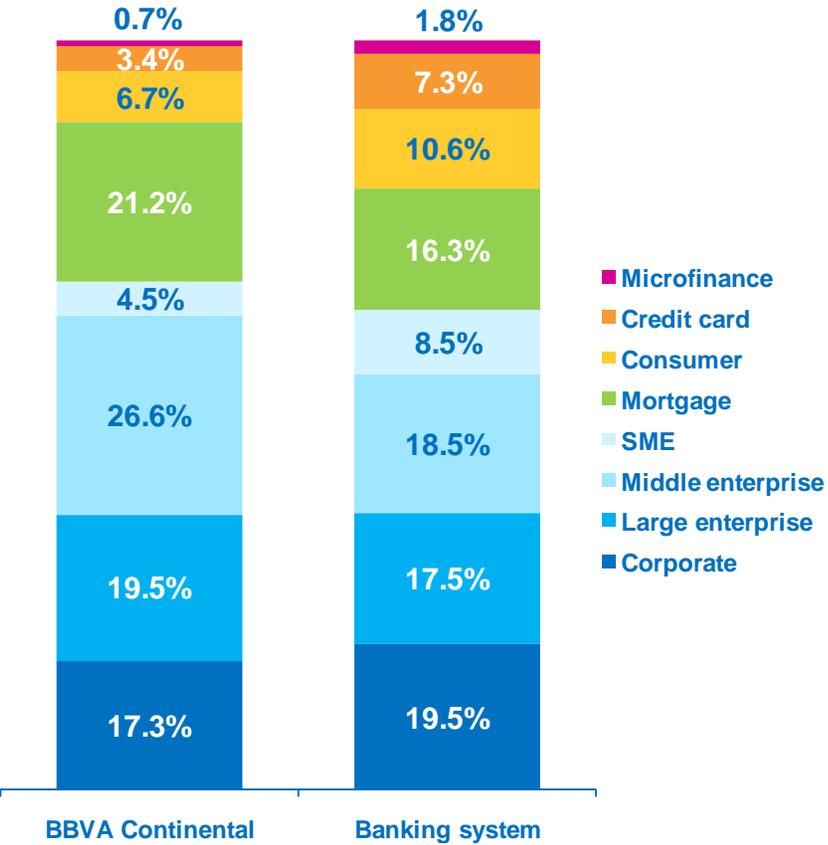


Loans and Deposits

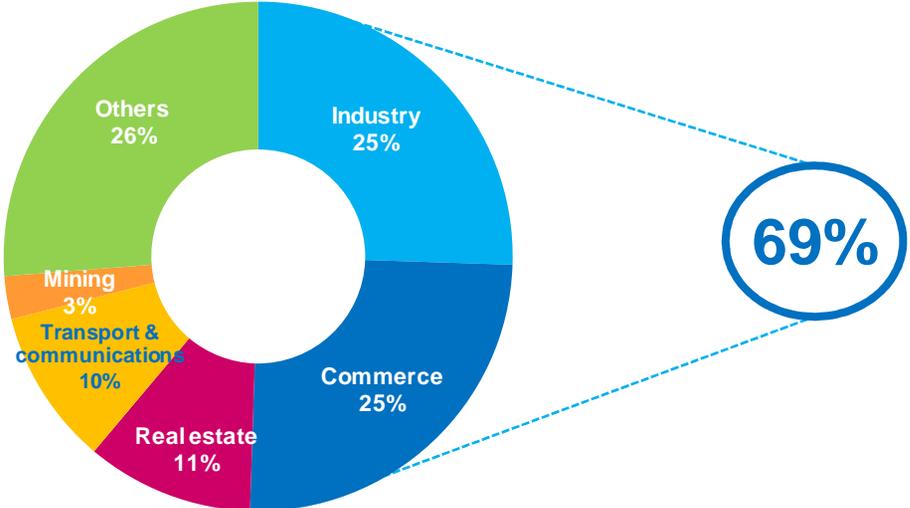
PEN MMM



Loans breakdown

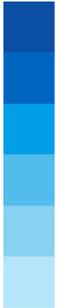


Commercial loans by economic sector



- Focus on commercial, mortgages and consumer loans
- Commercial loans represent 69% 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 0.4% thanks to a rigorous approval process

Source: Asociación de Bancos del Perú



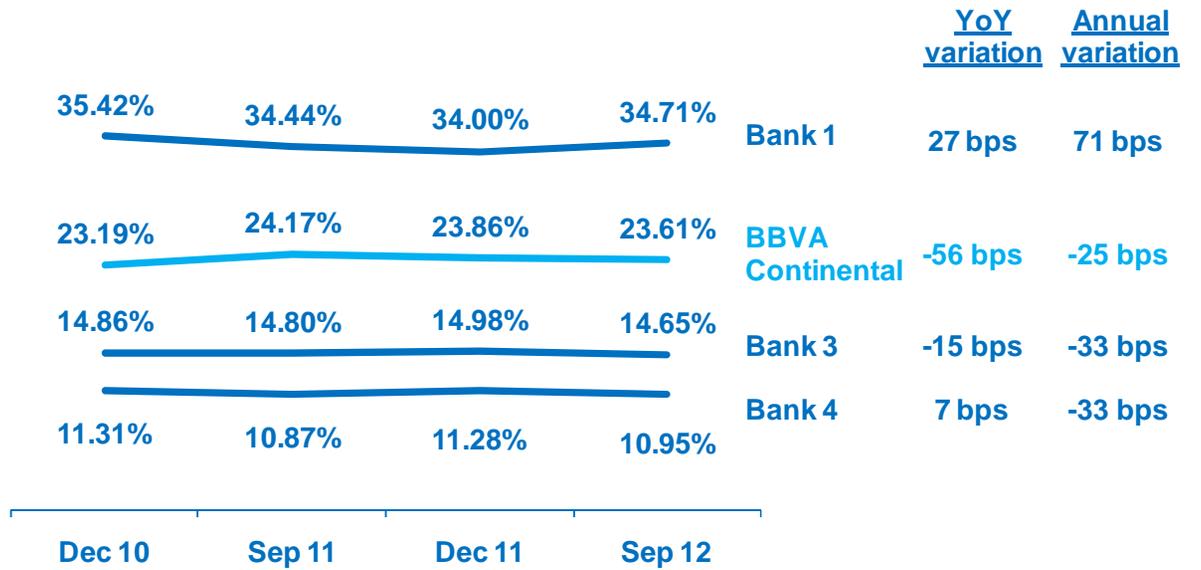
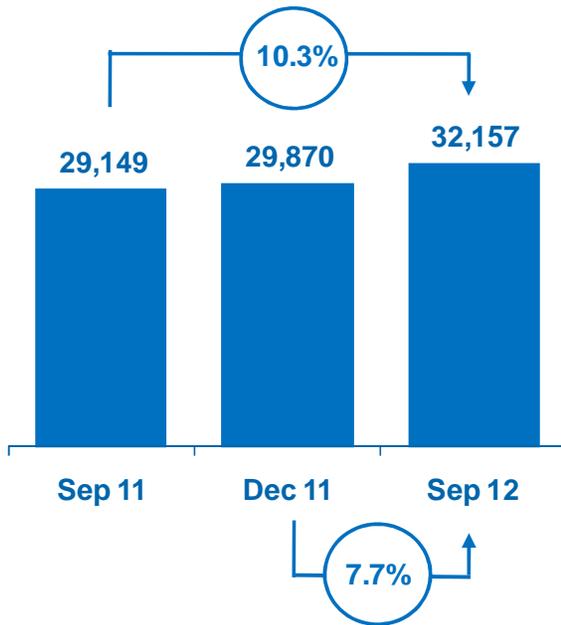
BBVA Continental

Performing loans

BBVA Continental continues growing in loans...

Performing loans

PEN Millions



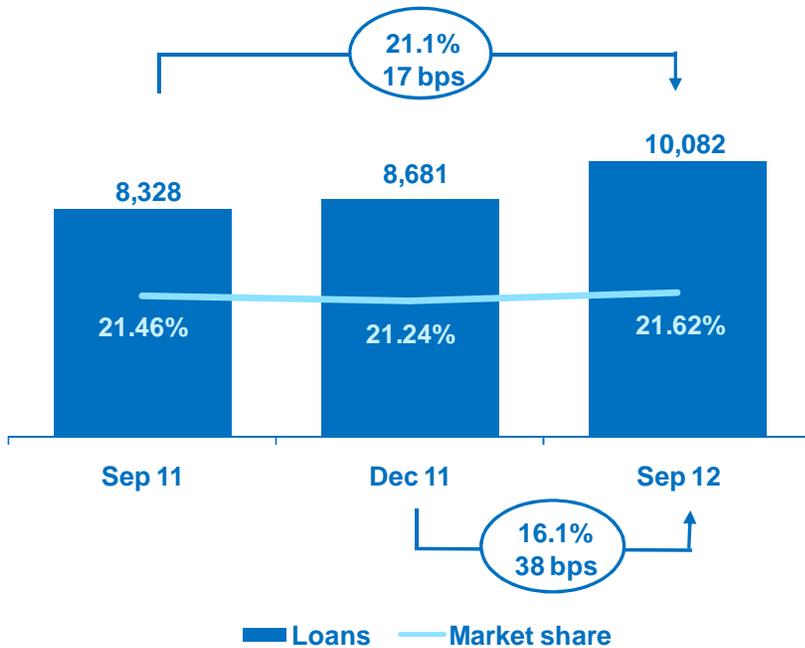
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

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

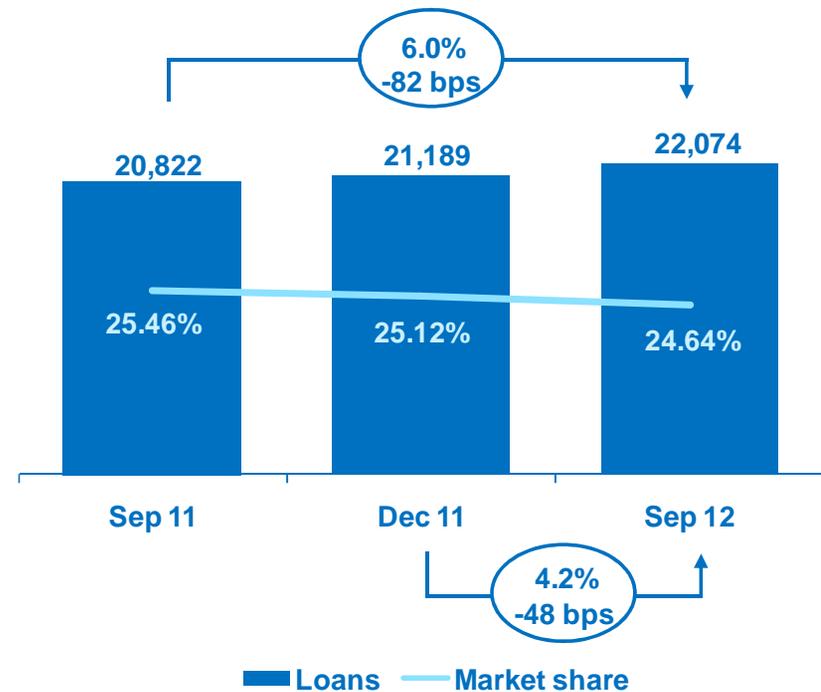
PEN Million and percentage (%)

Retail customers



Banking system	46,629
Annual variation	14.1%

Business customers



Banking system	89,586
Annual variation	6.2%

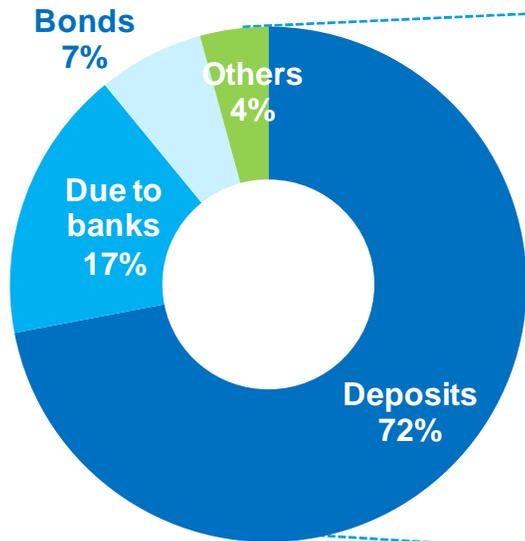


Deposit's structure

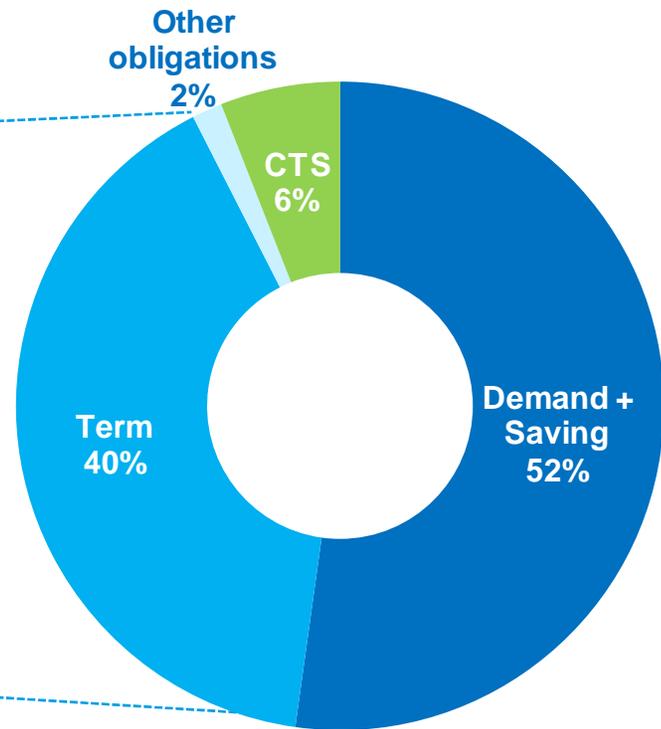
Cost effective deposit base

September 2012

Cost effective source of funding



Diversified deposit base



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

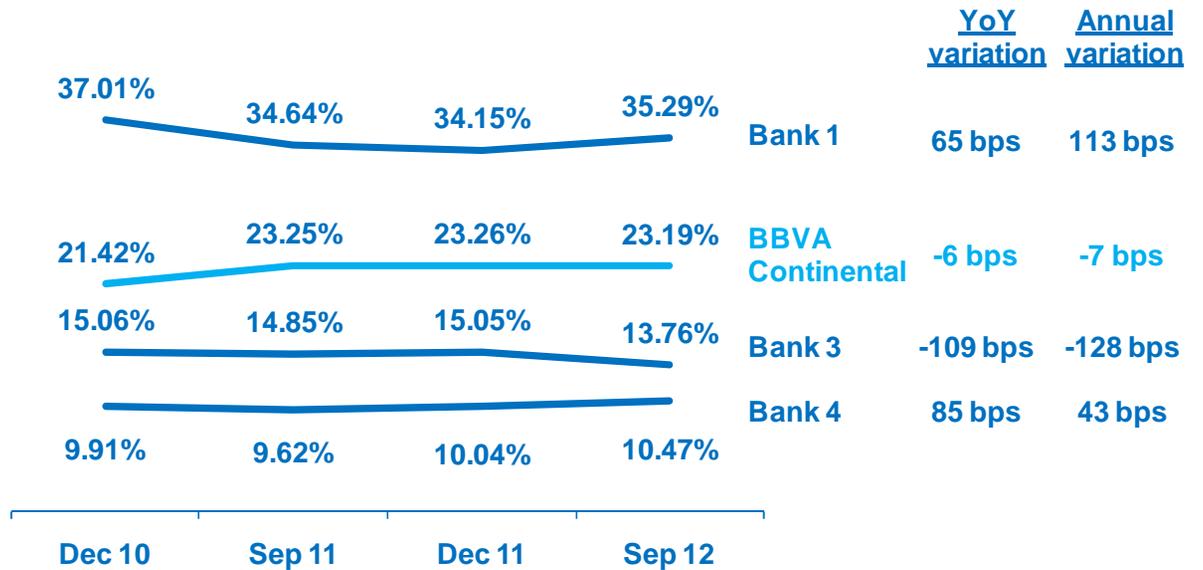
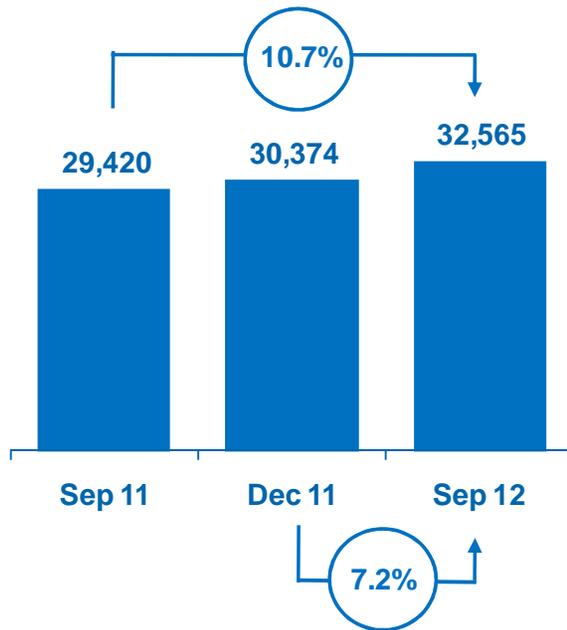
BBVA Continental

Deposits

In terms of deposits, growth continues...

Deposits

PEN Millions



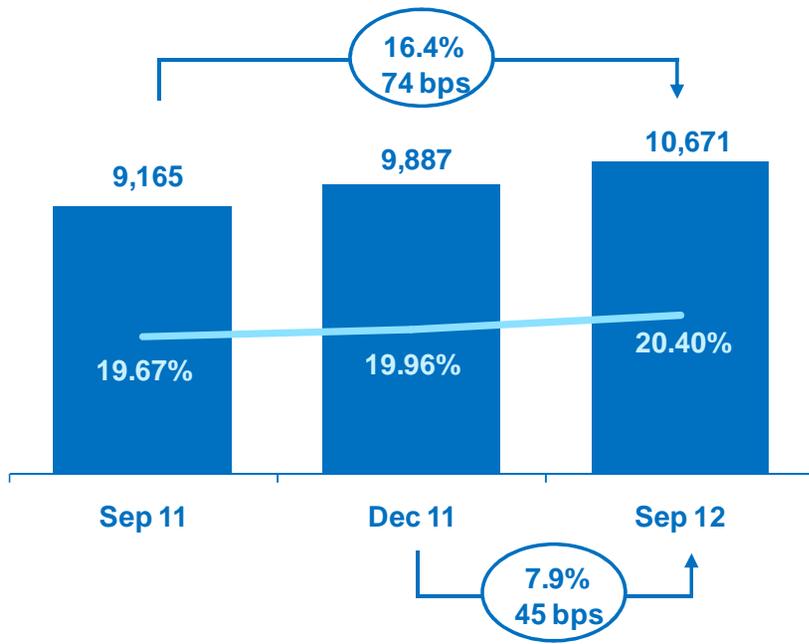
Source: Superintendencia de Banca, Seguros y AFP

Deposits

...focused in both retail and business customers

PEN Million and percentage (%)

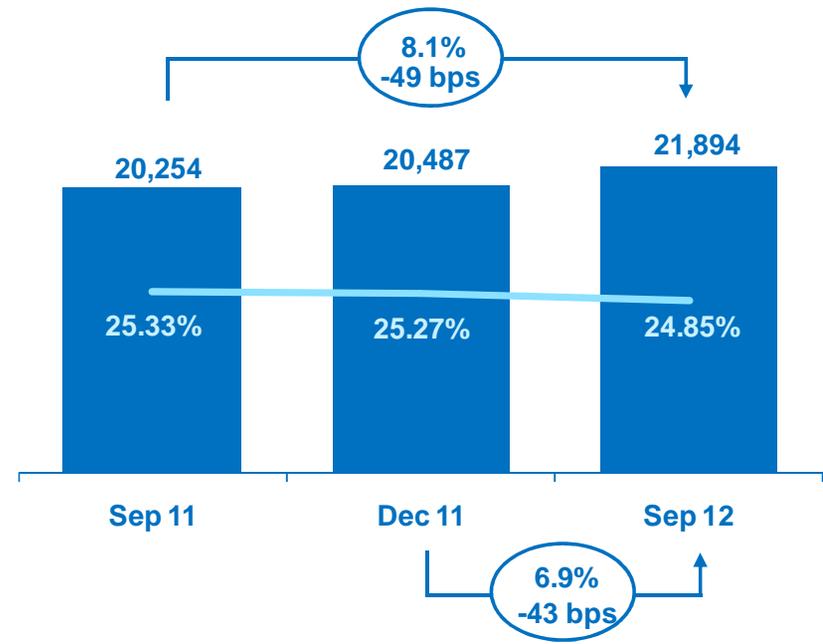
Retail customers



■ Deposits — Market share

Banking system	52,300
Annual variation	5.6%

Business customers

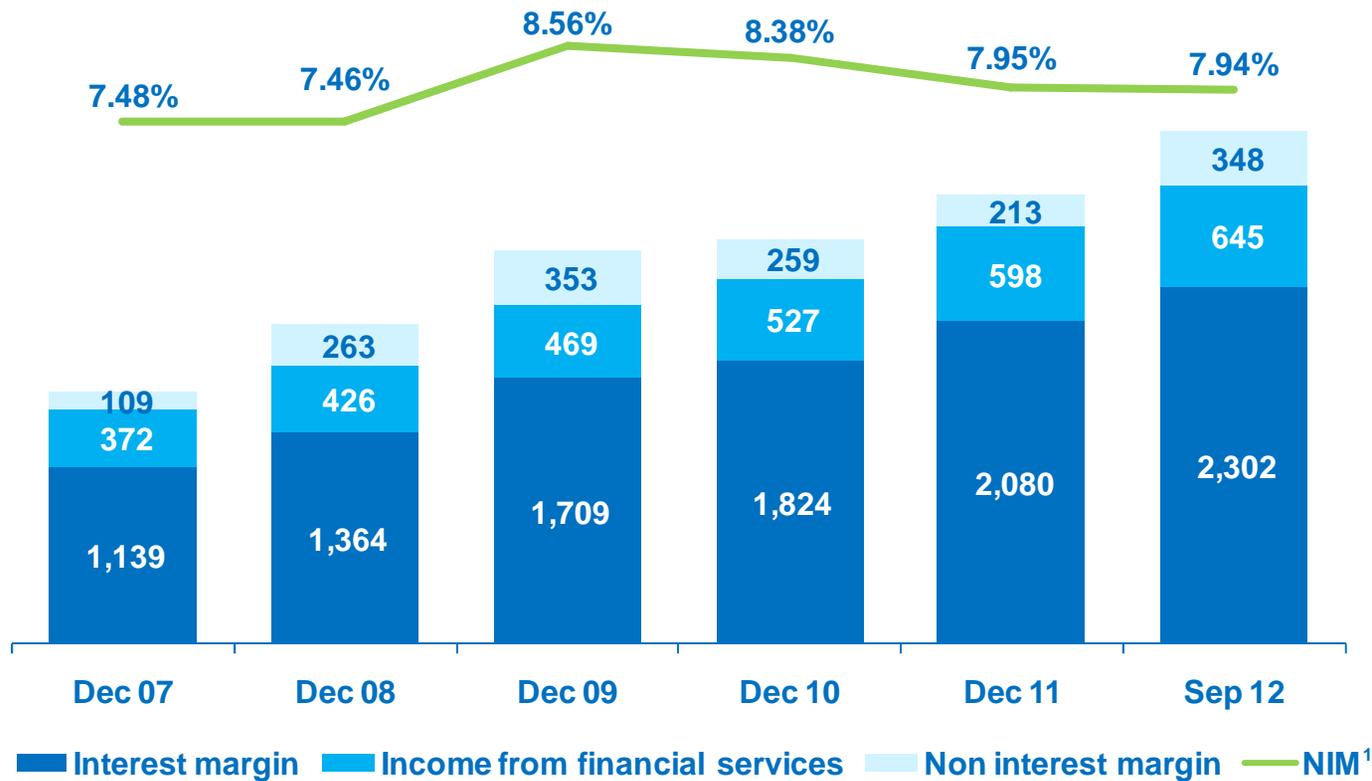


■ Deposits — Market share

Banking system	88,121
Annual variation	8.7%

Net financial margin

PEN Million and percentage (%)



¹ **NIM ratio:** Gross financial margin (interest margin + non interest margin) over average interest earning assets (interbank funds, investments, loans)



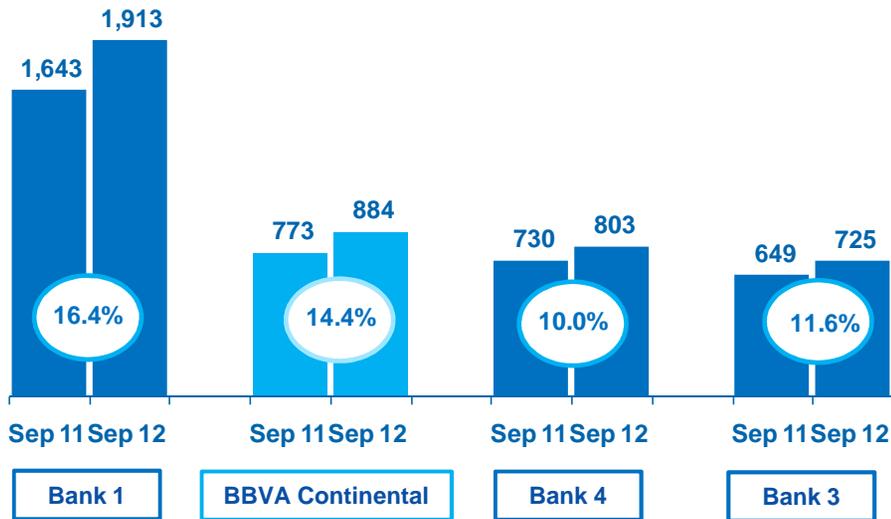
BBVA Continental

Expense management

We remain the most efficient bank in Peru

Administrative expenses *

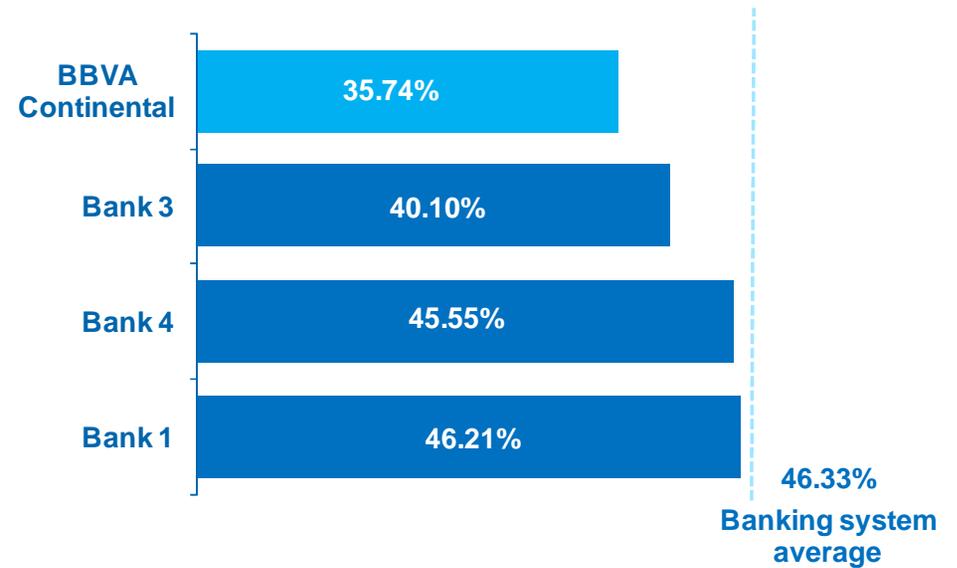
PEN Millions



* Includes Amortization and Depreciation

Efficiency

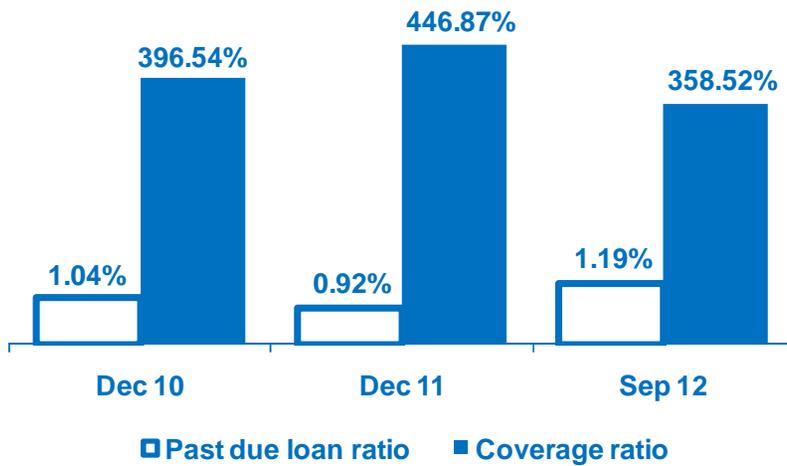
September 2012



Source: Superintendencia de Banca, Seguros y AFP

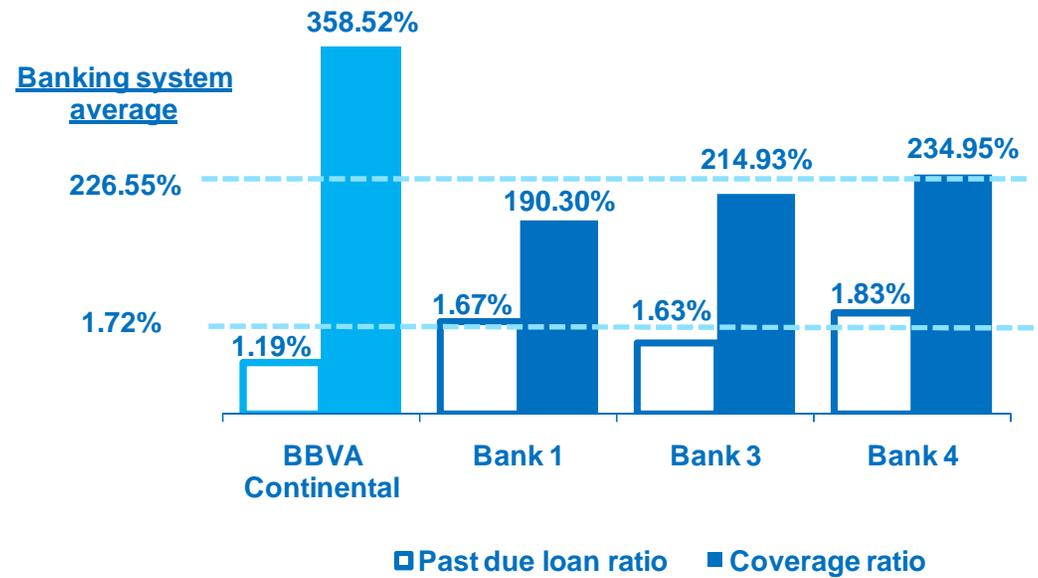
Outstanding asset quality

BBVA Continental

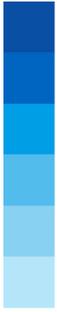


Best Past Due Loan Ratio and Coverage Ratio

September 2012



Source: Superintendencia de Banca, Seguros y AFP



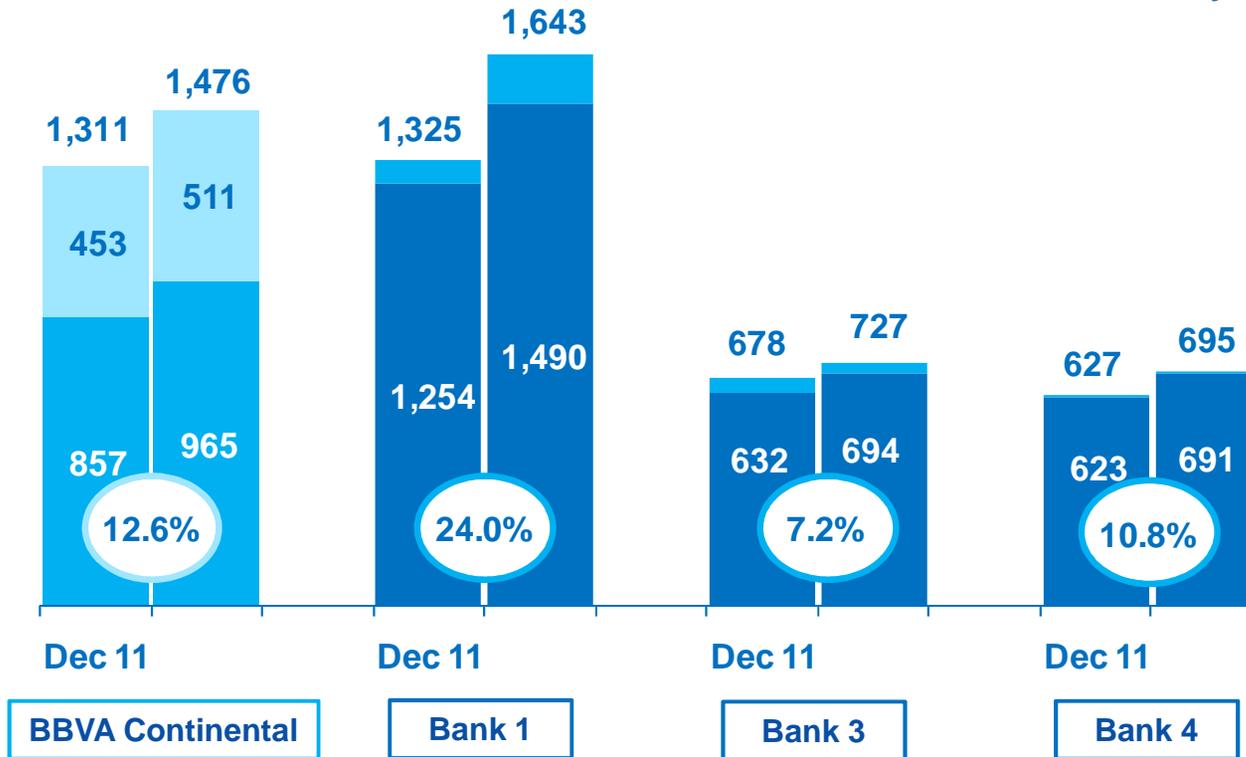
Risk management

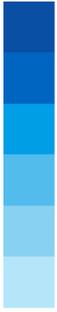
The Bank maintains high levels of voluntary provisions

Provisions

PEN Millions

- Require
- Voluntary



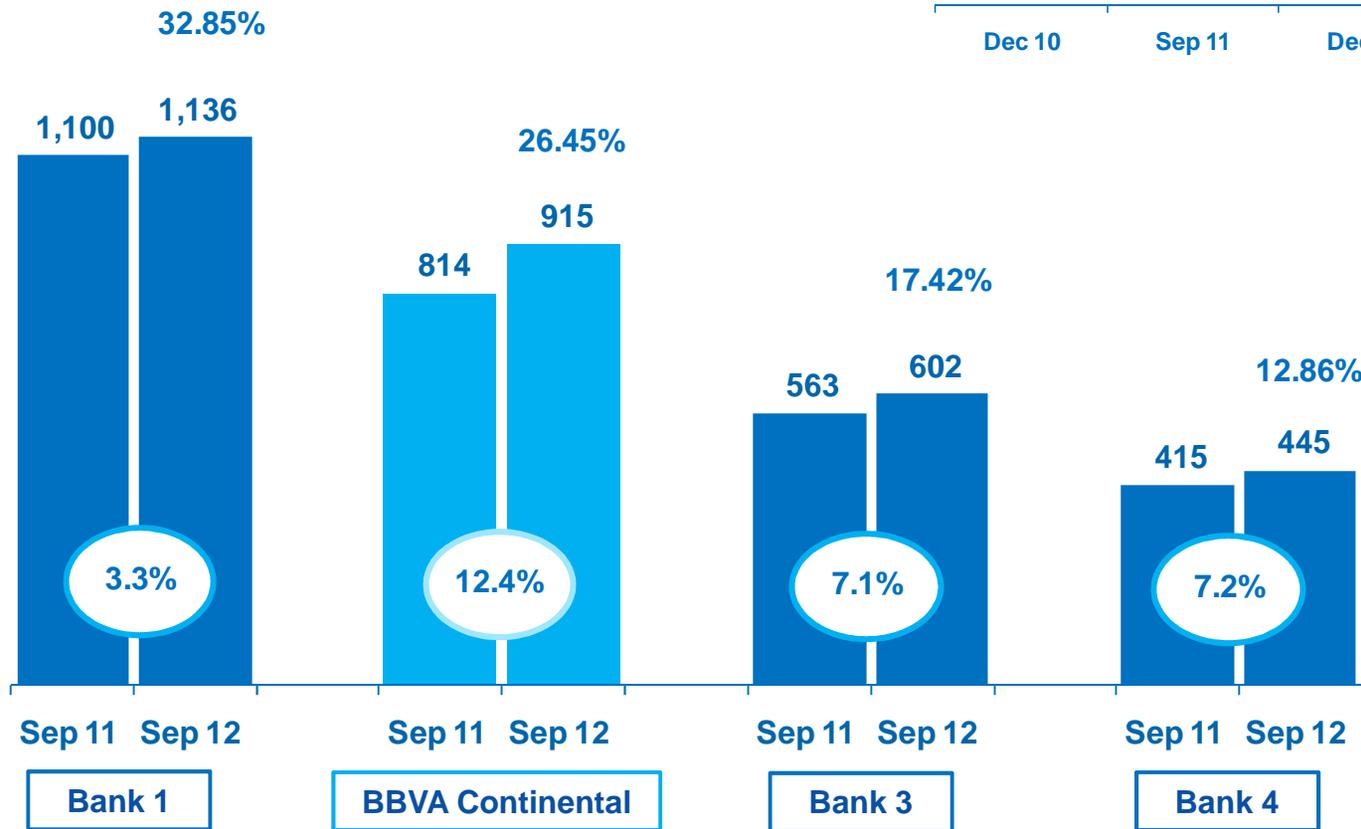


BBVA Continental

Profitability management

Net income

PEN millions



Market share



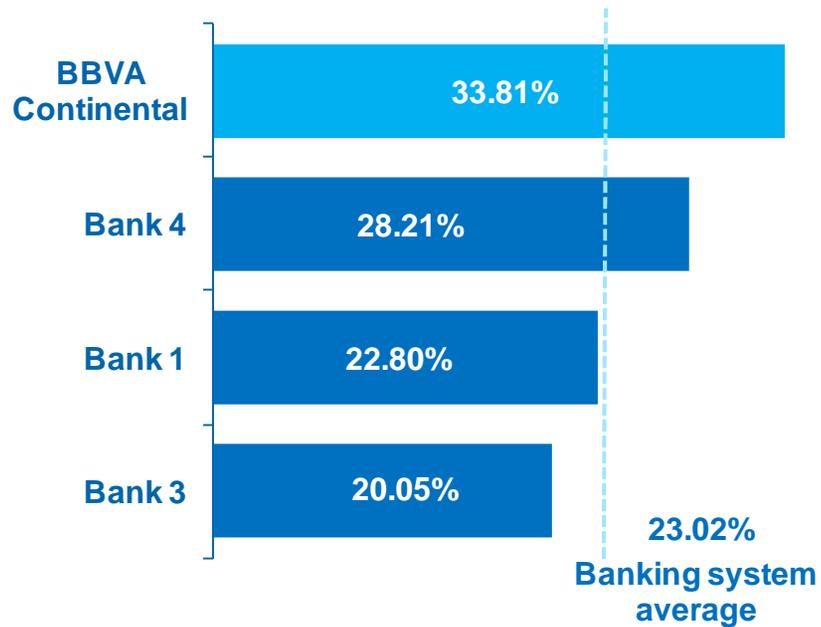


Profitability management

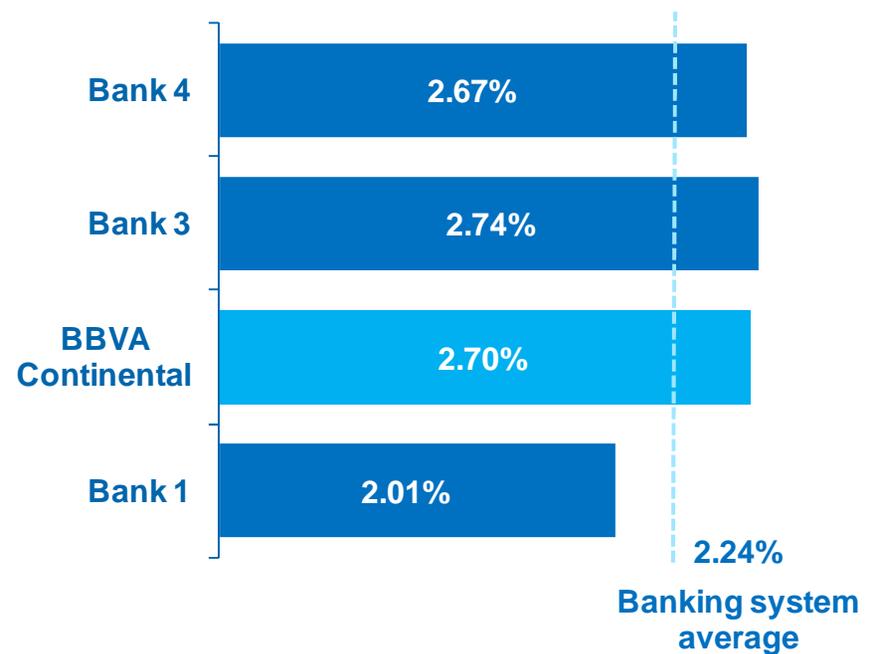
The Bank has high levels of profitability...

September 2012

Return on Equity - ROE



Return on Assets - ROA





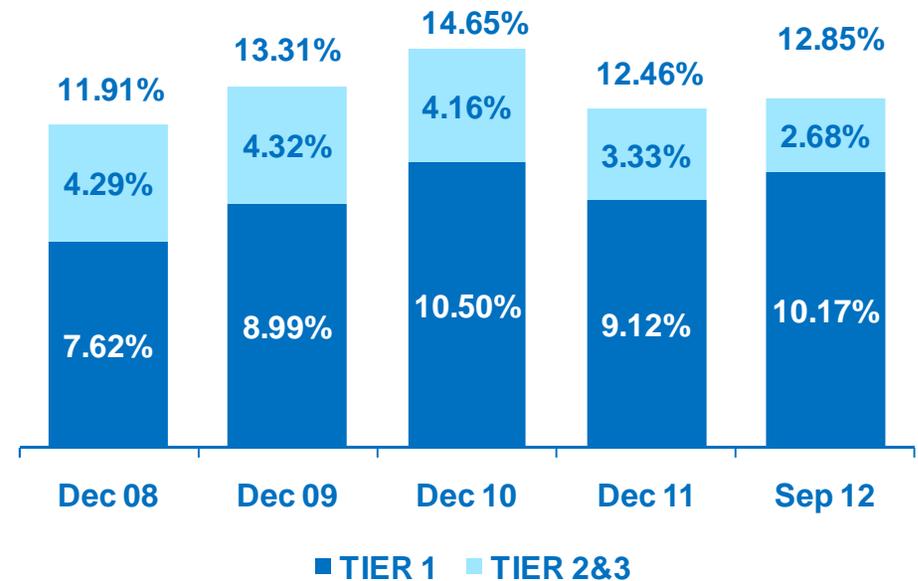
Gestión de solvencia

Regulatory capital

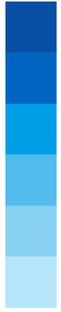
En millones de S/.



Composition of capitalization



From July 2012 to July 2016 capital requirements will increase gradually to comply with new local regulations, based on Basel III standards .



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

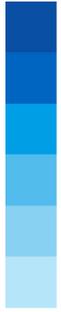


Program:
"Leer es estar adelante"

AWARDS



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



BBVA Continental

5 Ratings

International rating

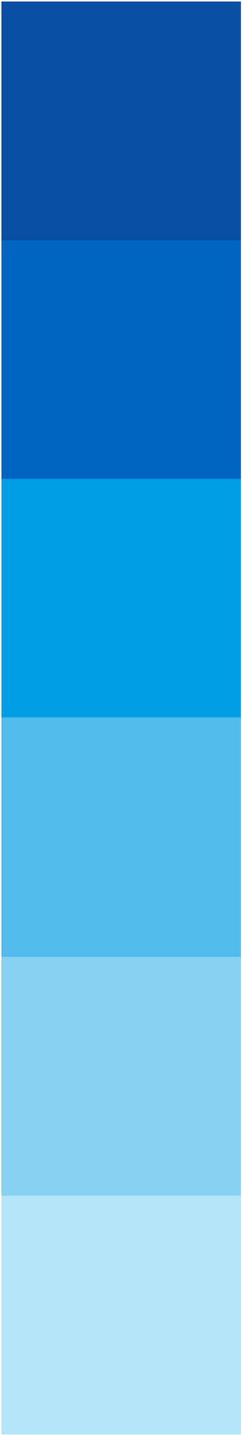
The Bank has the best international ratings

Instruments	Fitch Ratings	Standard & Poors
Foreign currency long term issuances	BBB+	BBB
Foreign currency short term issuances	F2	A-2
Local currency long term issuances	BBB+	BBB
Local currency short term issuances	F2	A-2
Individual rating	WD	-
Outlook	Negative	Positive

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



BBVA Continental

September 2012