



BBVA Continental

June 2013



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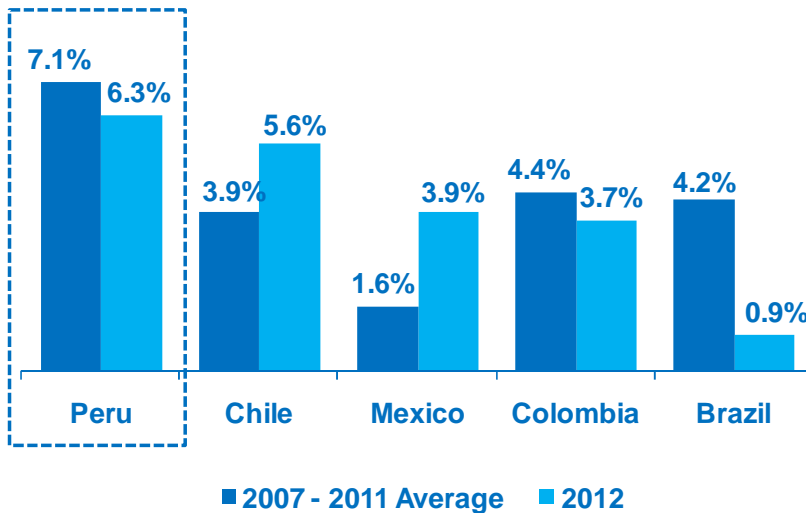


1 Peru: Attractive economy and financial system

Peru: one of the most stable and fastest-growing economies of the region

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

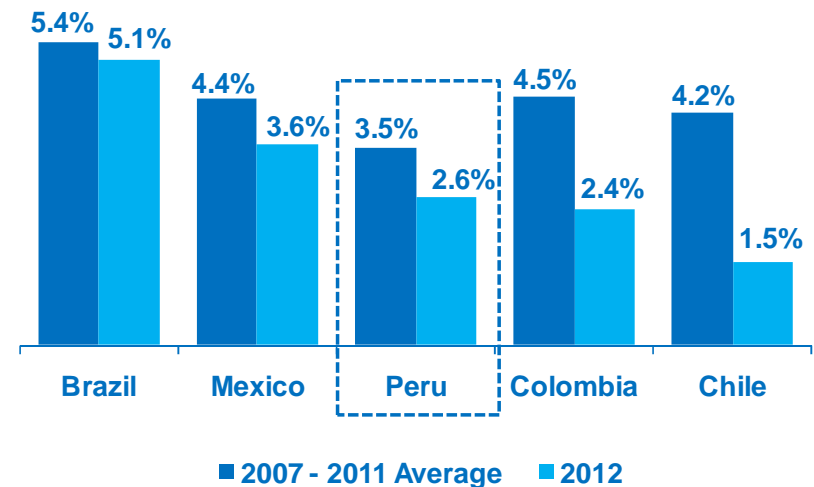
GDP growth



Estimated for 2013: 5.8%
(BBVA as of July 2013)

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

Inflation

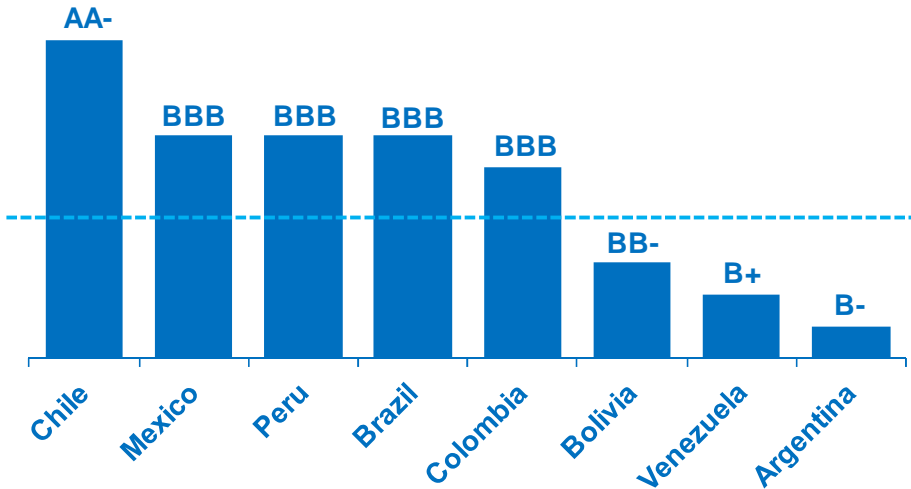


Estimated for 2013: 2.8%
(BBVA as of July 2013)

Peru: one of the most stable and fastest-growing economies of the region

It has achieved the sovereign investment grade...

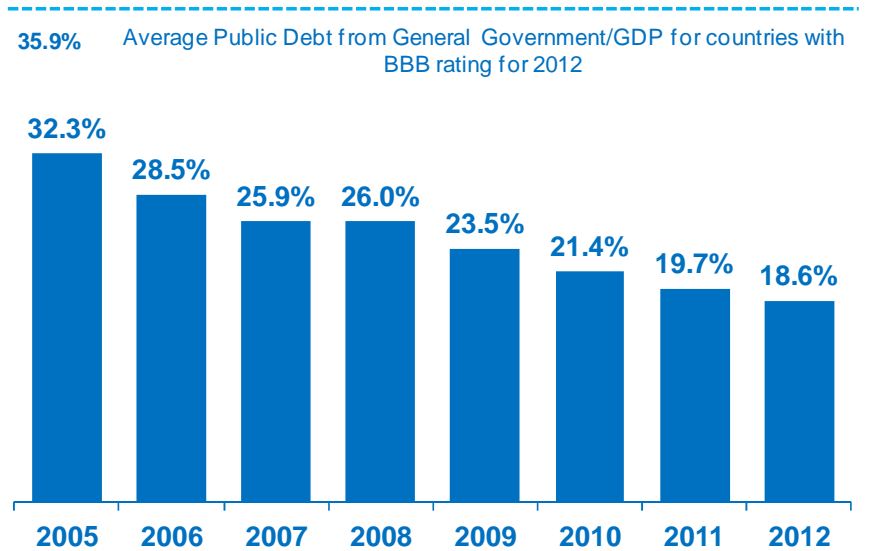
Ratings



Source: Standard & Poors

...and maintains low levels of debt

Public Debt as a percentage of GDP



Source: Banco Central de Reserva del Perú, BBVA Research

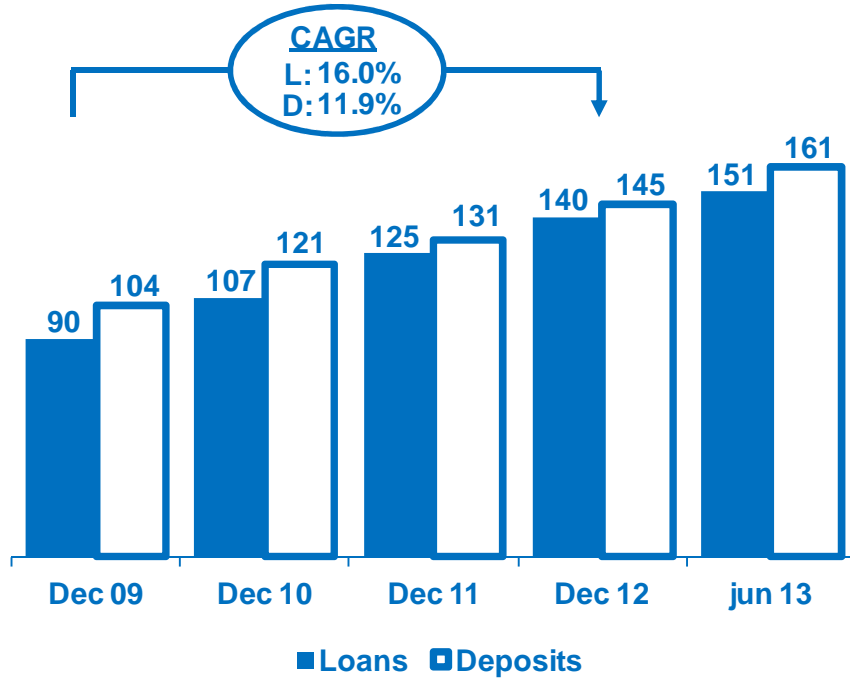
...with a solid Financial System and great opportunities

The Peruvian Banking System has shown strong growth...

...with great potential for future expansion

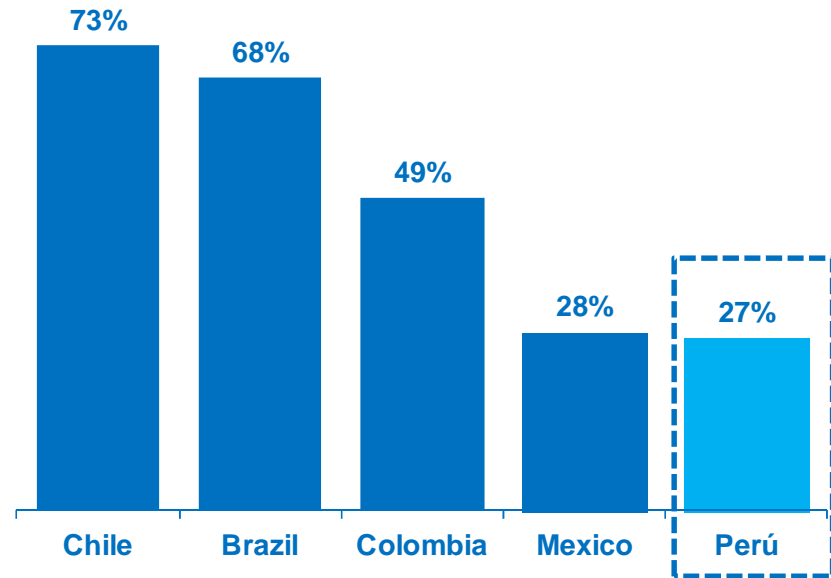
Performing loans and Deposits

PEN MMM



Loans to private sector as a percentage of GDP

2012



Source: Superintendencia de Banca, Seguros y AFP

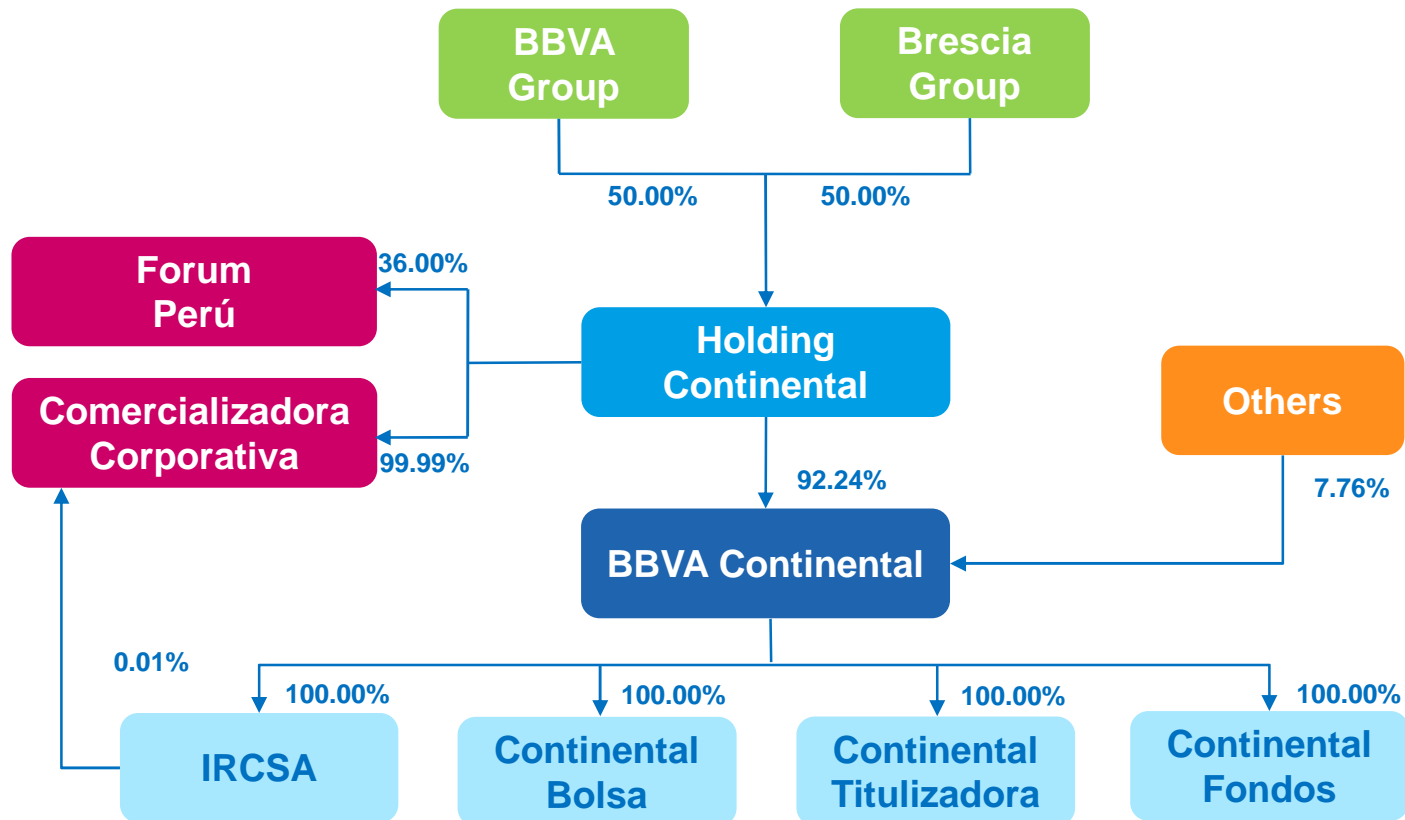
Source: World Bank



2 Organization

BBVA Continental Shareholders

BBVA Continental and Subsidiaries are part of the Economic Group formed by Holding Continental



BBVA Continental BBVA Group

619

Asstes
(€ billion)

49 M

Customers

7,662

Branches

112,786

Employees

North America

- United States
- Mexico

United States
*1st. Regional Bank
in the Sunbelt*

Mexico
Market leader

South America

- Chile
- Colombia
- Peru
- Venezuela
- Argentina

South America
1st. / 2nd.

Spain
1st. / 2nd.

Europe - Asia

- Europe
- Turkey
- China

Turkey
Strategic participation

Asia / China
Strategic alliance

1H13 Gross Income (1) breakdown

Developed

Weight: 42%
YoY var.: -4.7%

Emerging

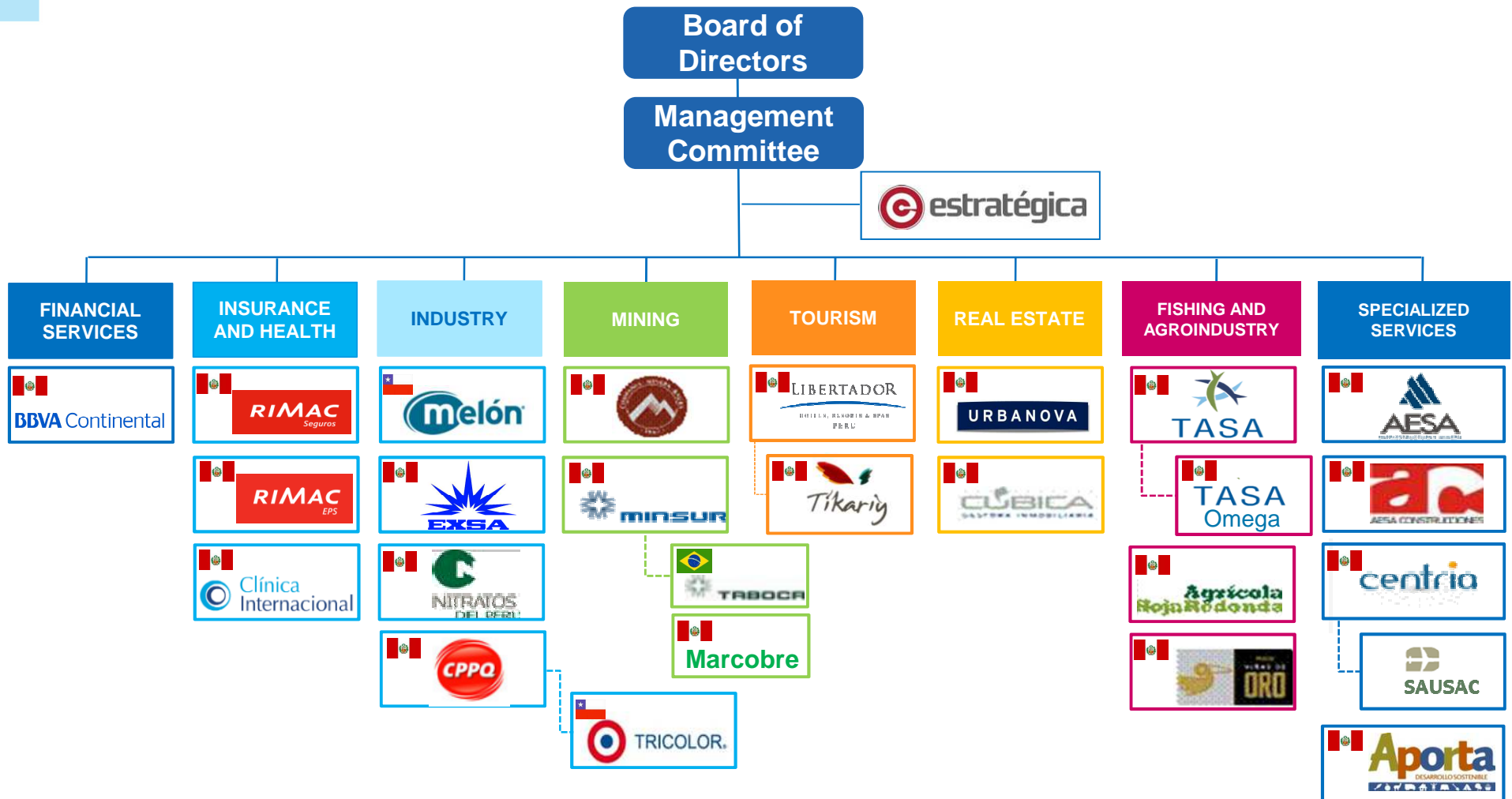
Weight: 58%
YoY var.: +9.8%

South America:
23% of BBVA
Group's 1H13
Gross Income

1/ Excludes Corporate activities; YoY change in constant Euros.

BBVA Continental

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

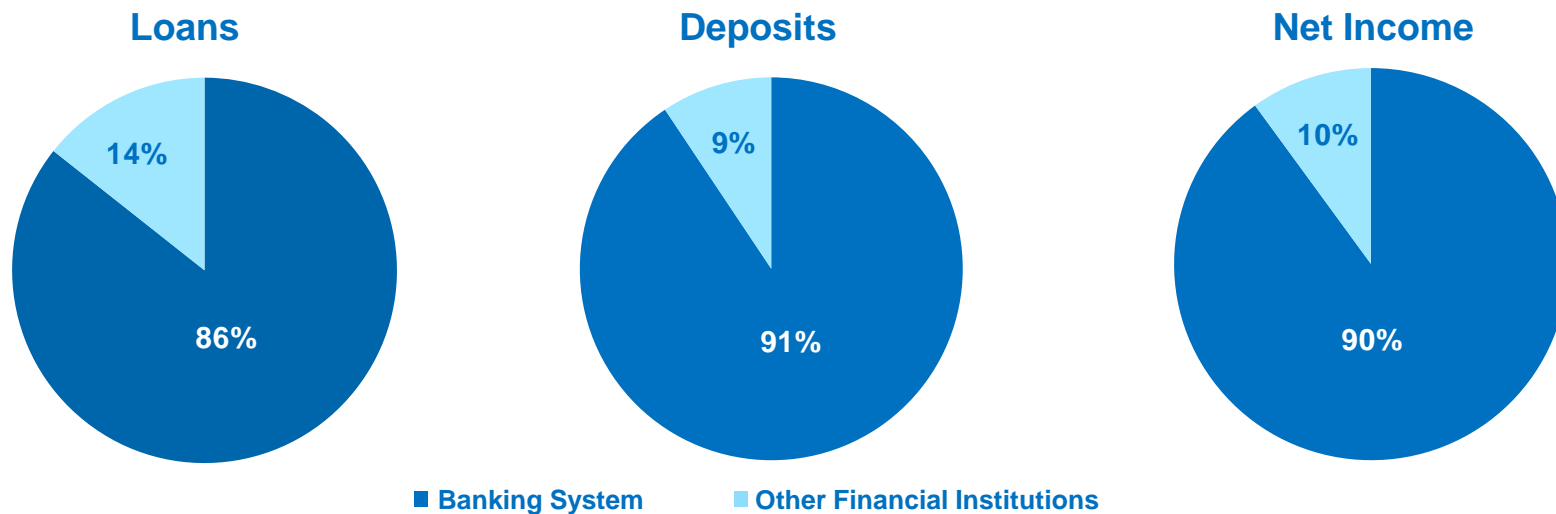


Peruvian Financial System

Financial system	Institution PEN Million	Net loans June-13	Deposits June-13	Net Income June-13
Banking system	Banks (16)	148,634	160,726	2,373
	Banco de la Nación	5,649	19,881	307
Other financial institutions	Cajas Municipales (13)	10,842	12,164	116
	Financieras (11)	8,027	4,626	114
	Cajas Rurales (10)	1,393	1,639	2
	Edpymes (10)	982	0	7
	Leasing (2)	428	-	3
	COFIDE	3,674	46	32
	Agrobanco	545	-	13

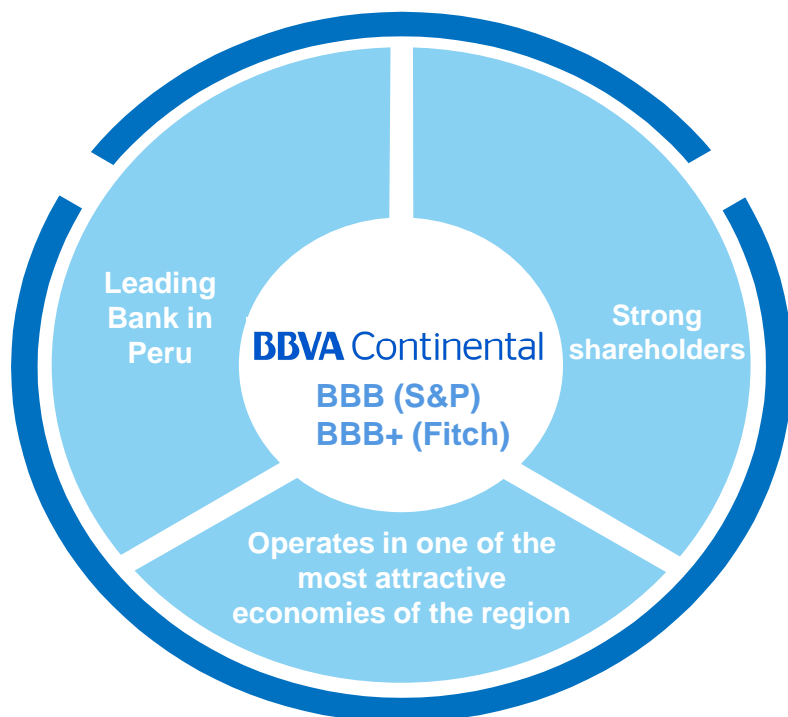
Source: Superintendencia de Banca, Seguros y AFP

Four main banks concentrate around 86% 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 the Brescia Group, one of the largest business conglomerates in Peru

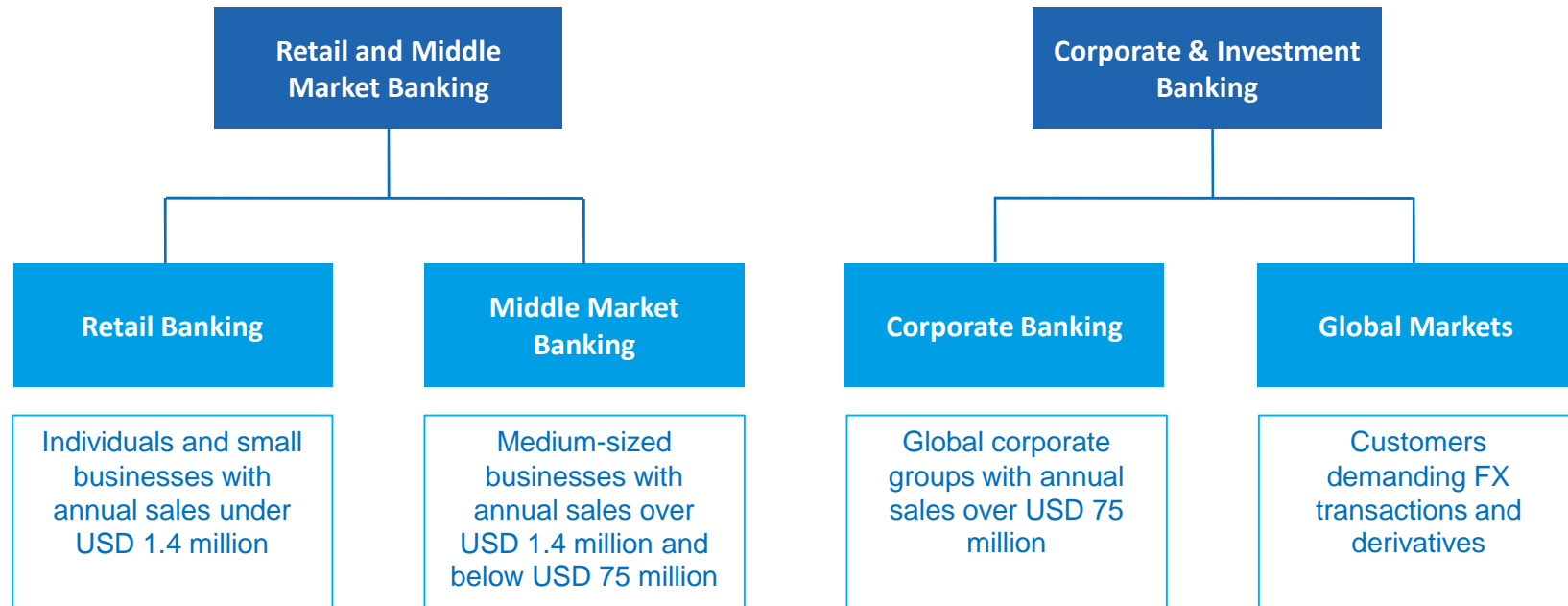
#2 in performing loans	S/.34,996 millions
#2 in deposits	S/.33,998 millions
#2 in assets	S/.52,386 millions
#1 in efficiency Administrative expenses / Financial Margin	37.29%
#1 in asset quality Allowances for loan losses / Past due loans Past due loans / Total loans	282.23% 1.62%
#1 in profitability ROE: Annualized net income / Average equity	30.67%
#2 in branches	293

* Since January 2013, performing loans, past due loans, restructured loans and refinanced loans include accrued interest

Information as of June 2013

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, foreign trade loans, discounts, commercial loans, factoring, advance accounts, credit cards, funds, savings deposits, demand deposits, term deposits. Also syndicated loans and debt issuances.
- Treasury: FX transactions (spot and forward), IRS, Cross Currency Swaps, options.



3 BBVA Continental vs. Peers



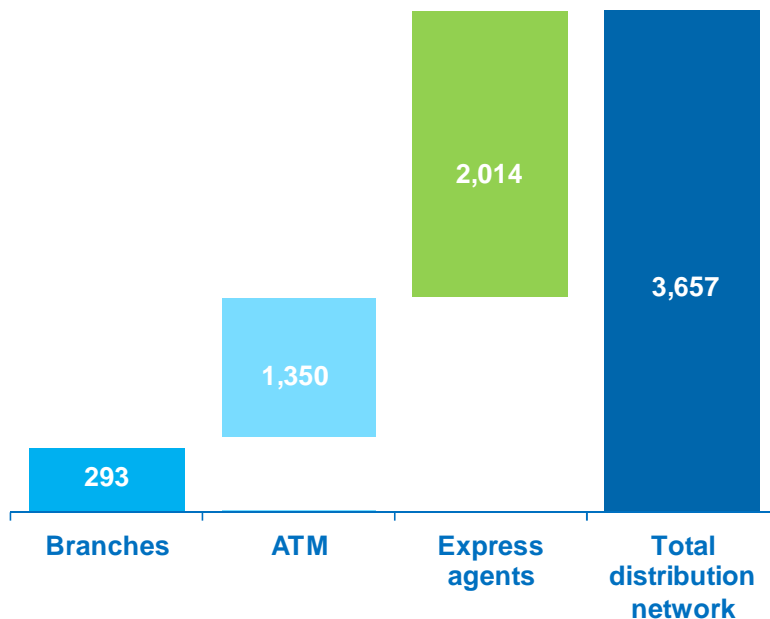
BBVA Continental

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 3,657 points of service
- ✓ 293 branches nationwide
- ✓ More than 3.1 million customers

June 2013



Great capacity for cross-selling

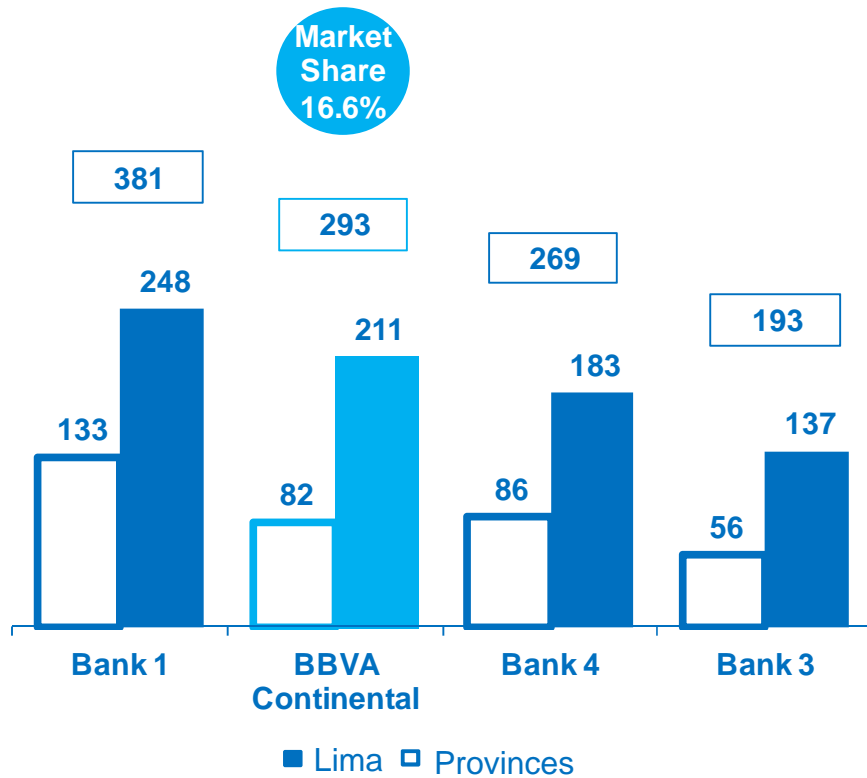
Sinergies with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

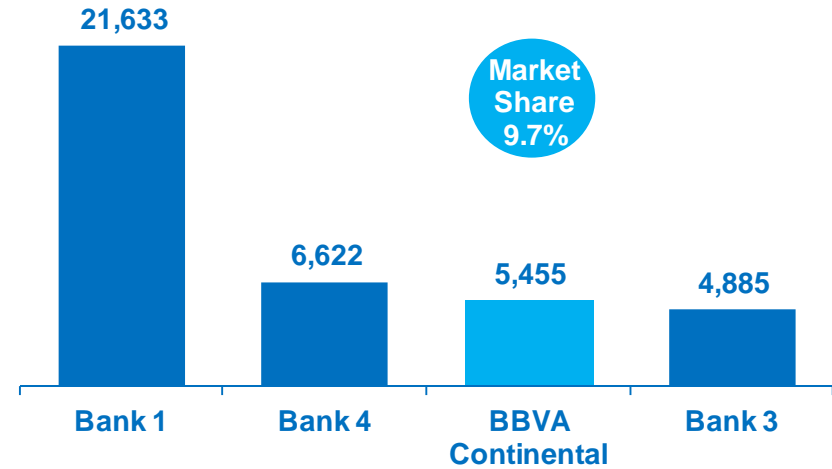
Number of branches and employees

June 2013

Number of branches



Number of employees



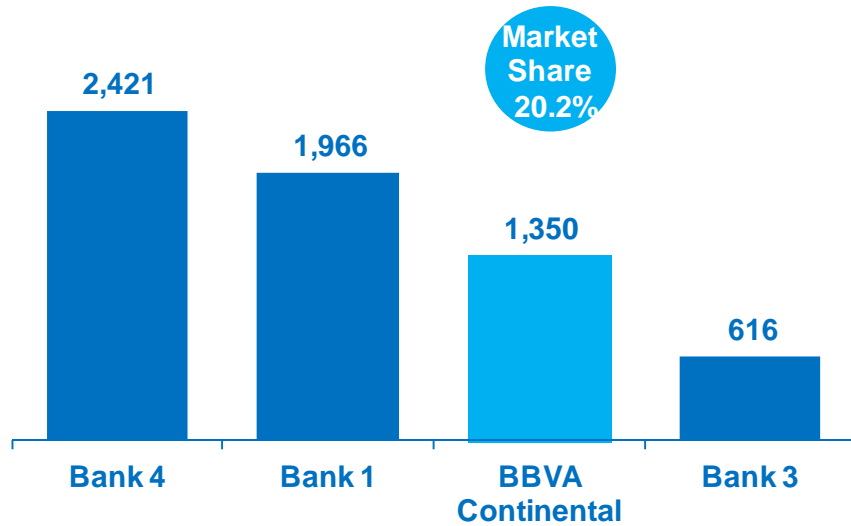


BBVA Continental

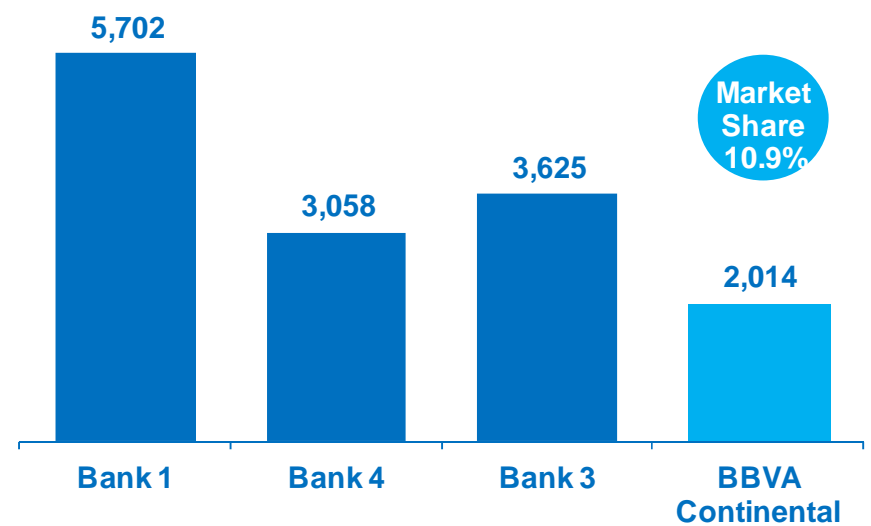
Number of ATMs and Express agents

June 2013

Number of ATMs



Number of Express agents



Source: Superintendencia de Banca, Seguros y AFP

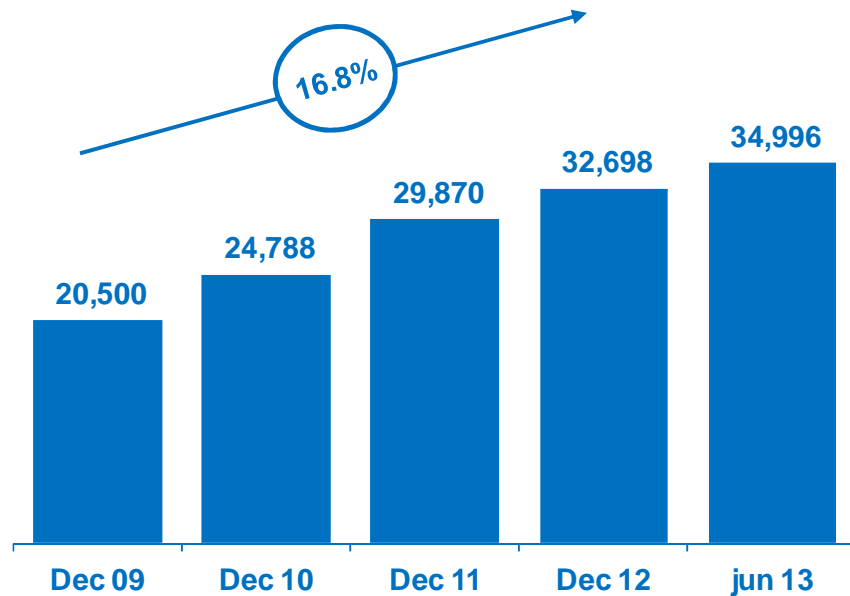


BBVA Continental

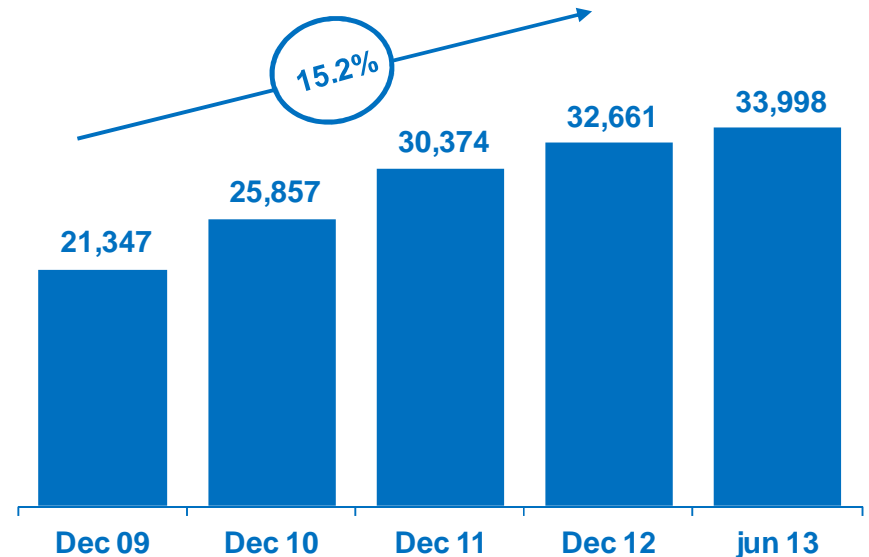
Outstanding growth

PEN Million

Performing loans



Deposits



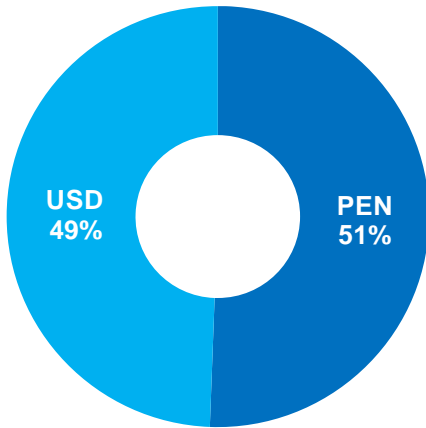


BBVA Continental

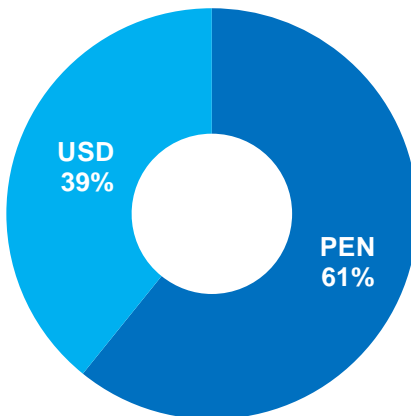
High level of self-financing and natural match of currencies

June 2013

Loans

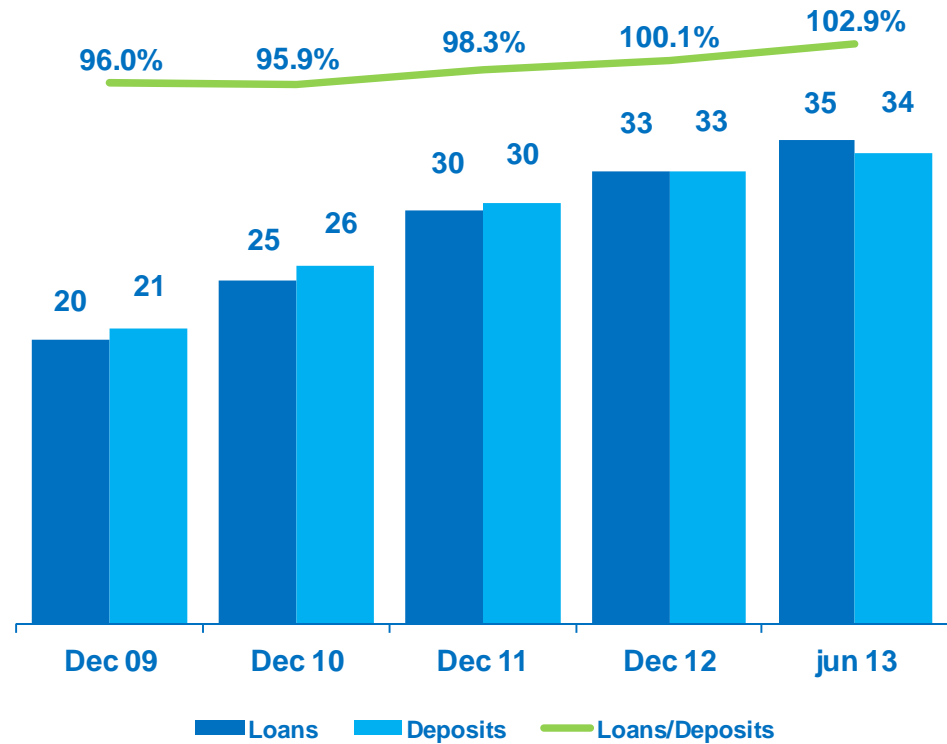


Deposits



Loans and Deposits

PEN MMM



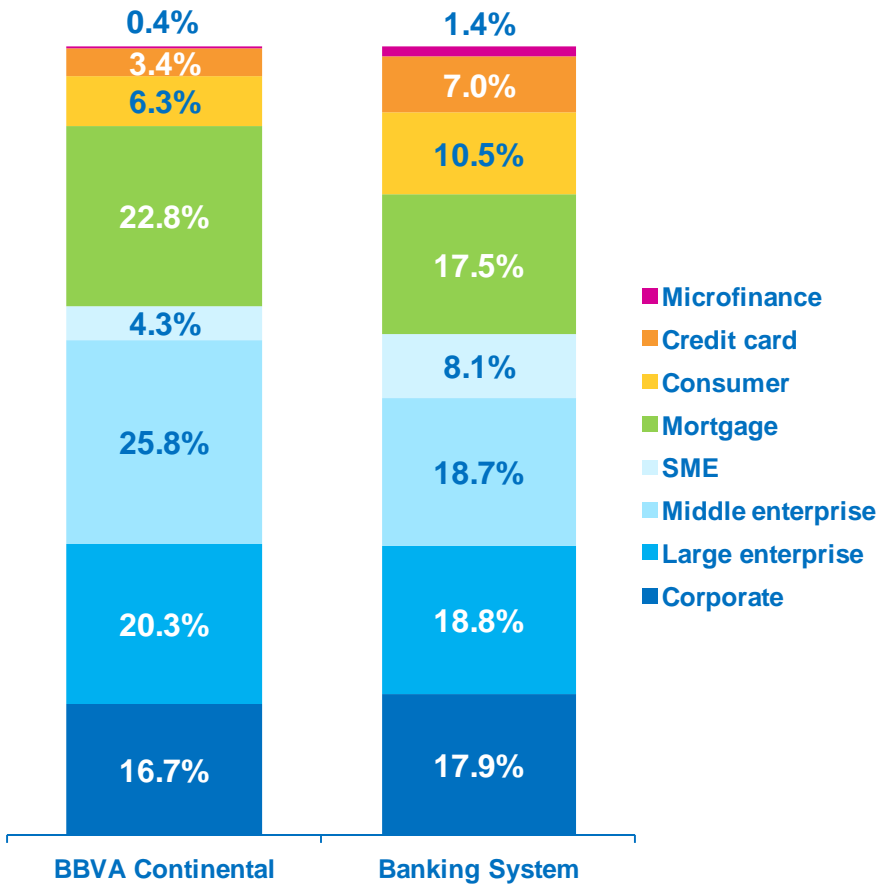


BBVA Continental

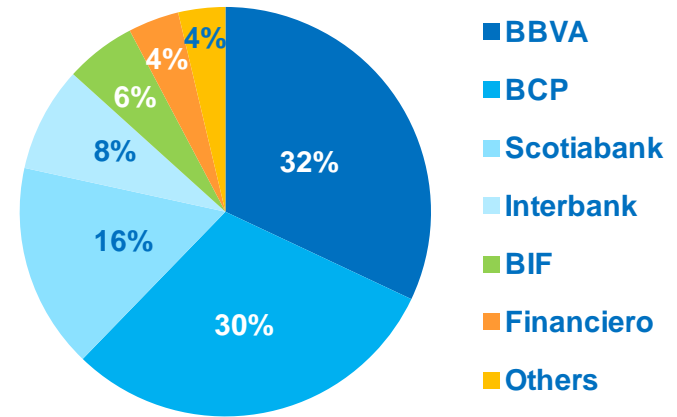
High quality of loan portfolio

June 2013

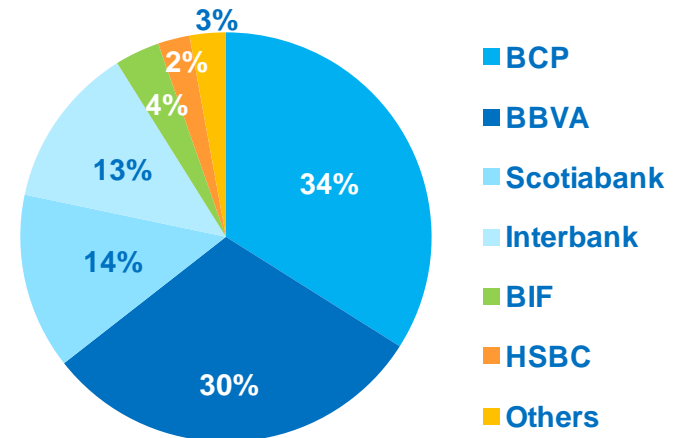
Loans breakdown



Middle enterprise market share



Mortgage market share



Source: Asociación de Bancos del Perú



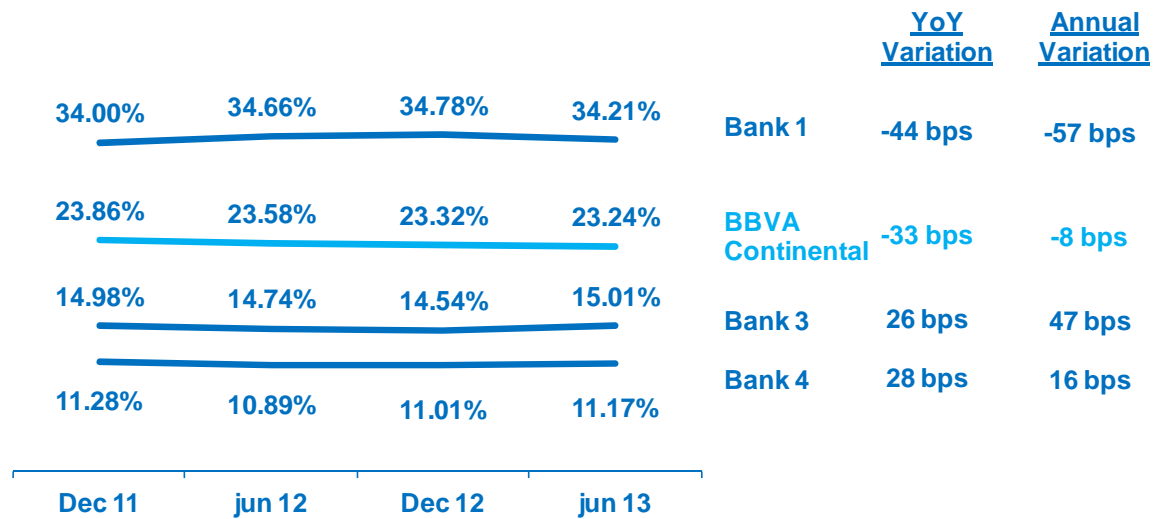
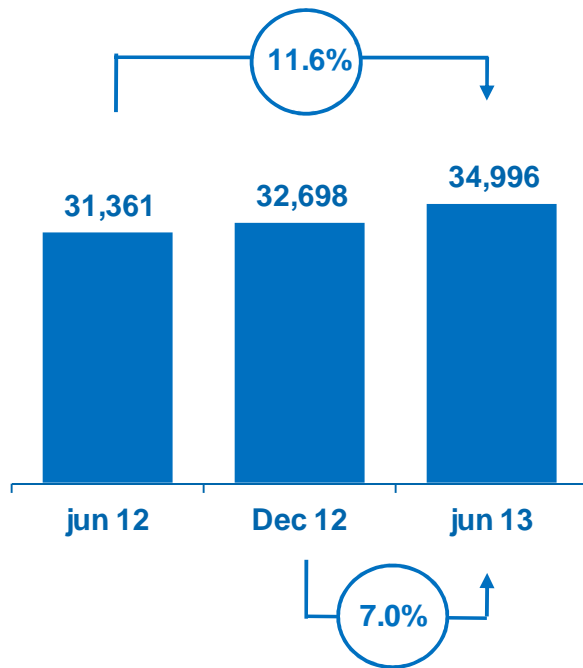
BBVA Continental

Performing loans

BBVA Continental continues growing in loans...

Performing loans

PEN Millions



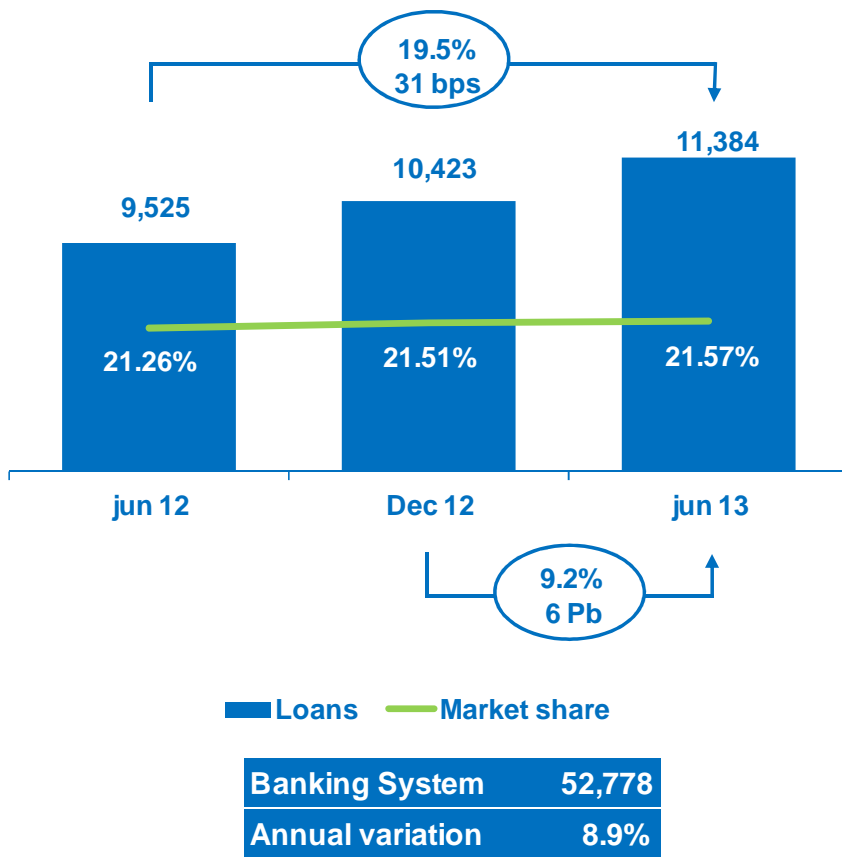
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

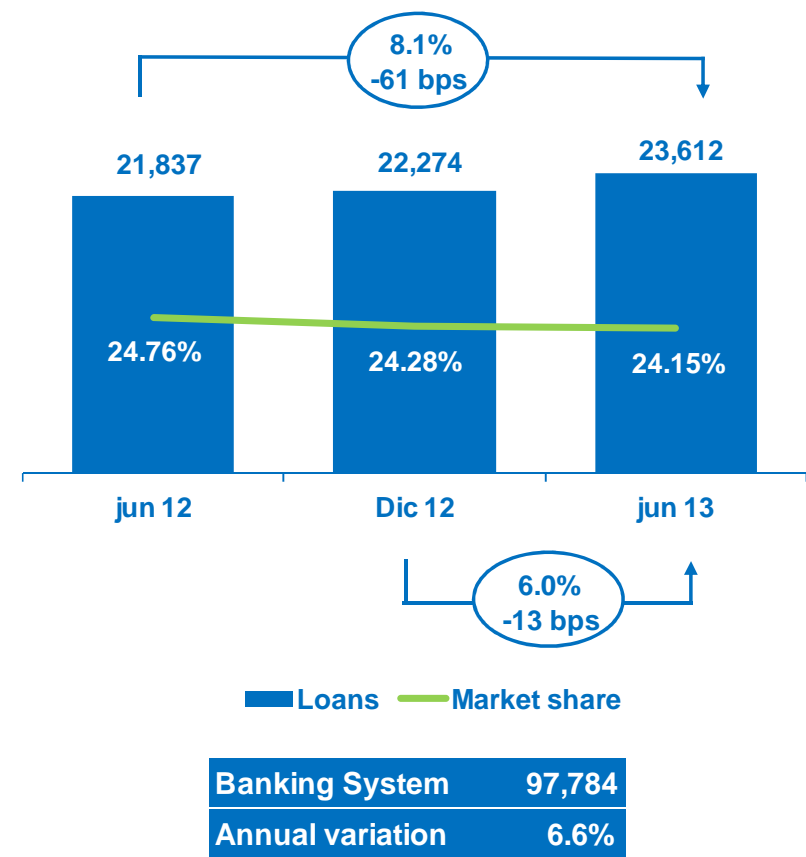
...with a gain in both retail and business customers

PEN Million and percentage (%)

Retail customers



Business customers



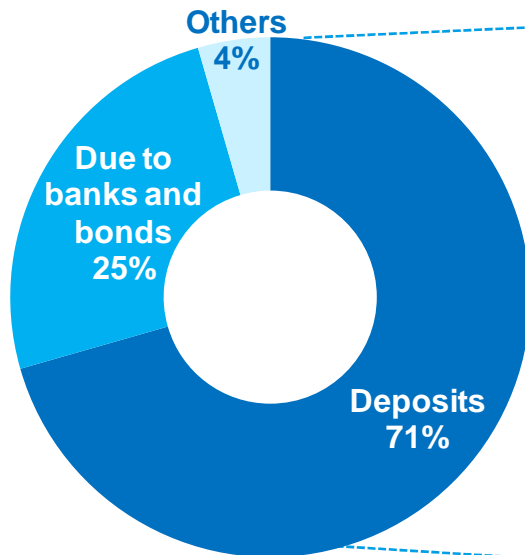


Deposits structure

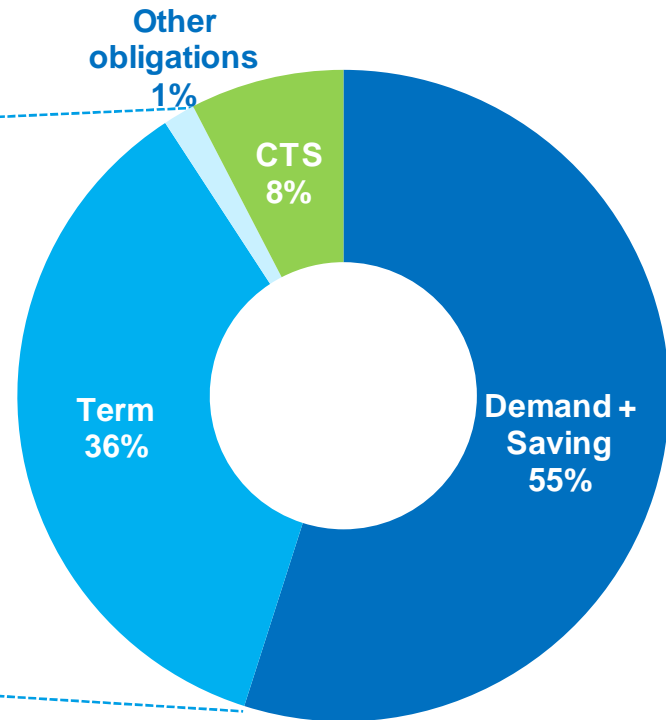
June 2013

... and a low-cost deposit base

Cost effective source of funding



Diversified deposit base



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

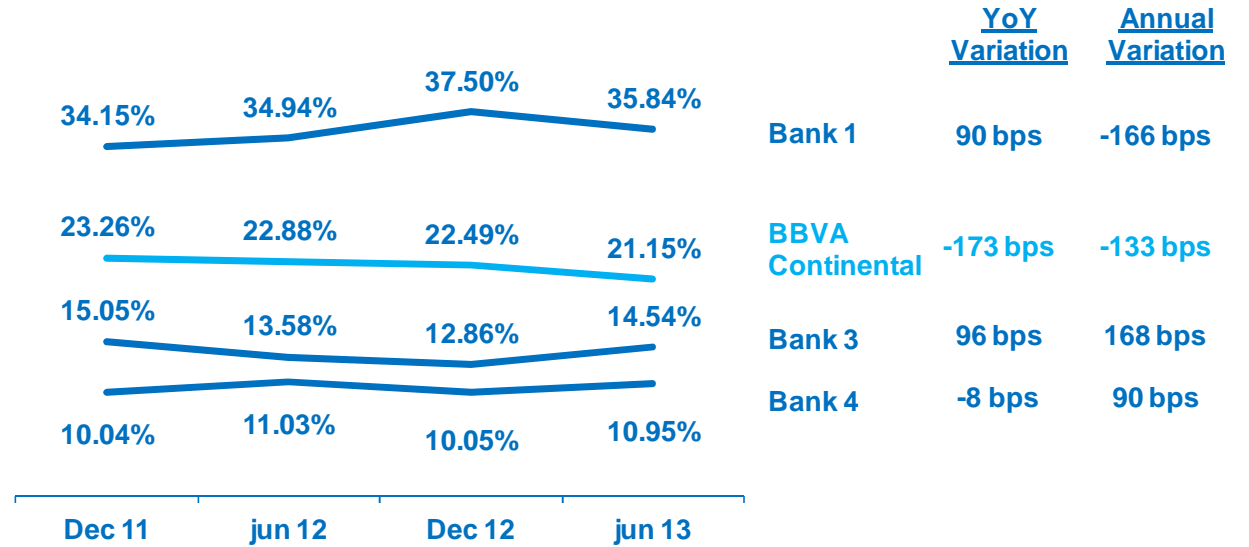
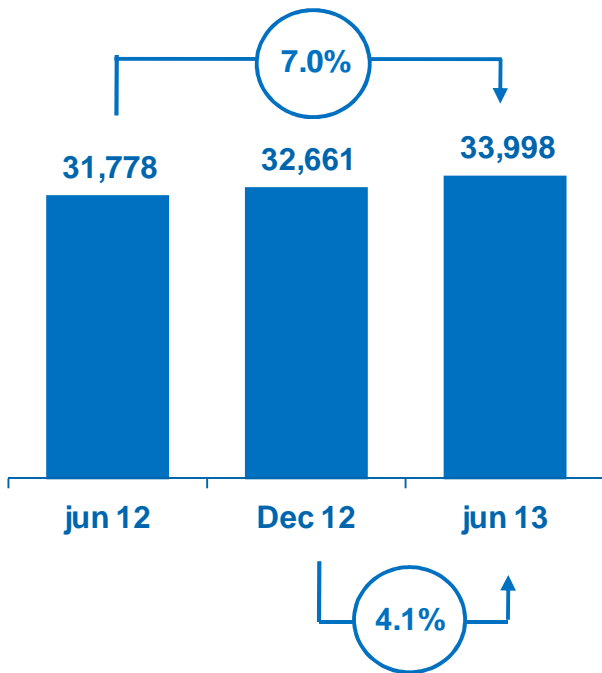
BBVA Continental

Deposits

Growth continues also in deposits...

Deposits

PEN Millions



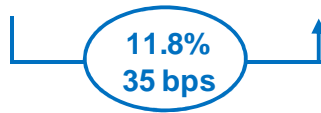
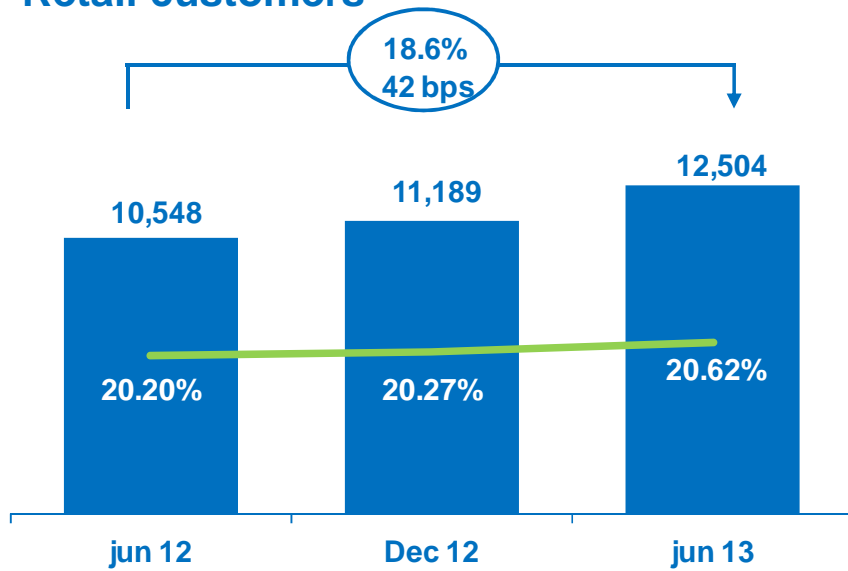
Source: Superintendencia de Banca, Seguros y AFP

Deposits

... mainly focused on individuals

PEN Million and percentage (%)

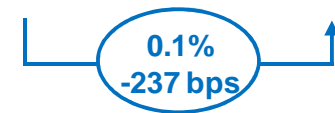
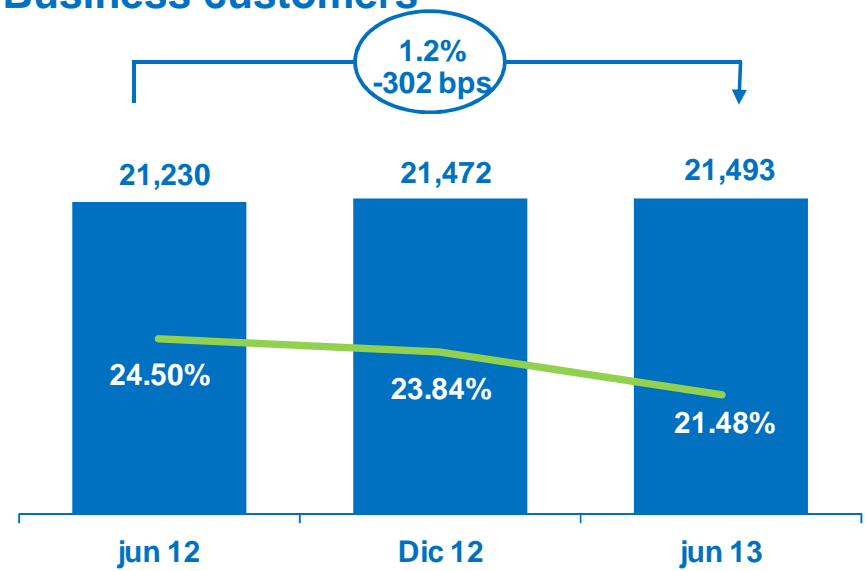
Retail customers



■ Deposits — Market share

Banking System	60,641
Annual variation	9.9%

Business customers



■ Deposits — Market share

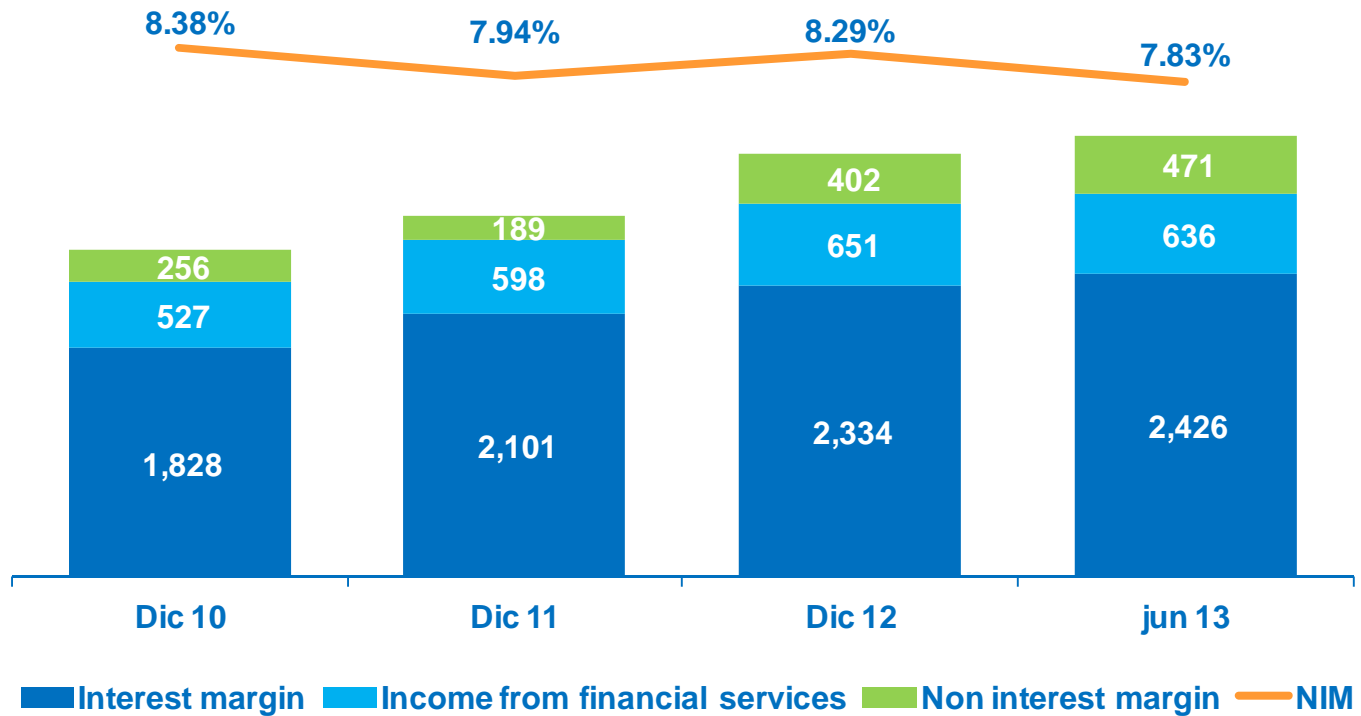
Banking System	100,084
Annual variation	11.1%



BBVA Continental

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)



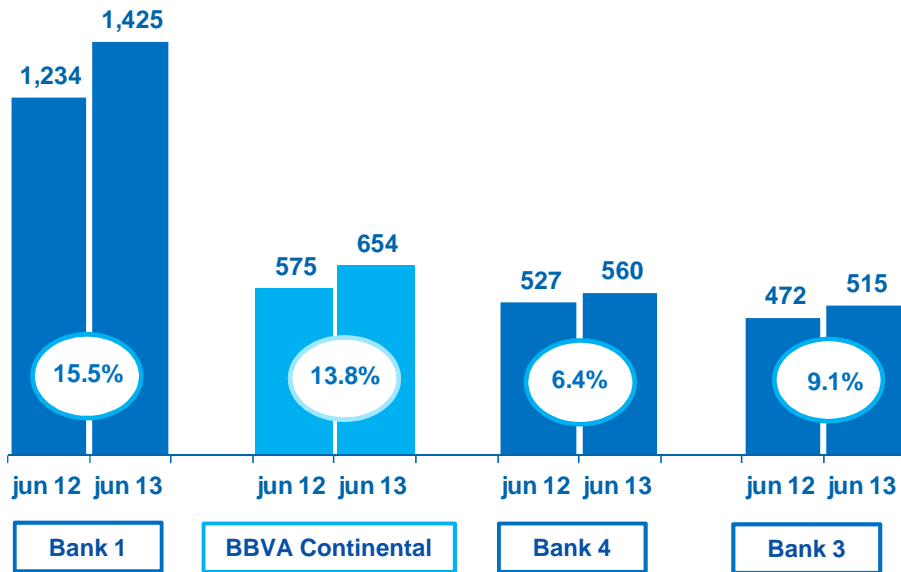
BBVA Continental

Expenses management

We remain the most efficient bank in Peru

Administrative expenses *

PEN Million

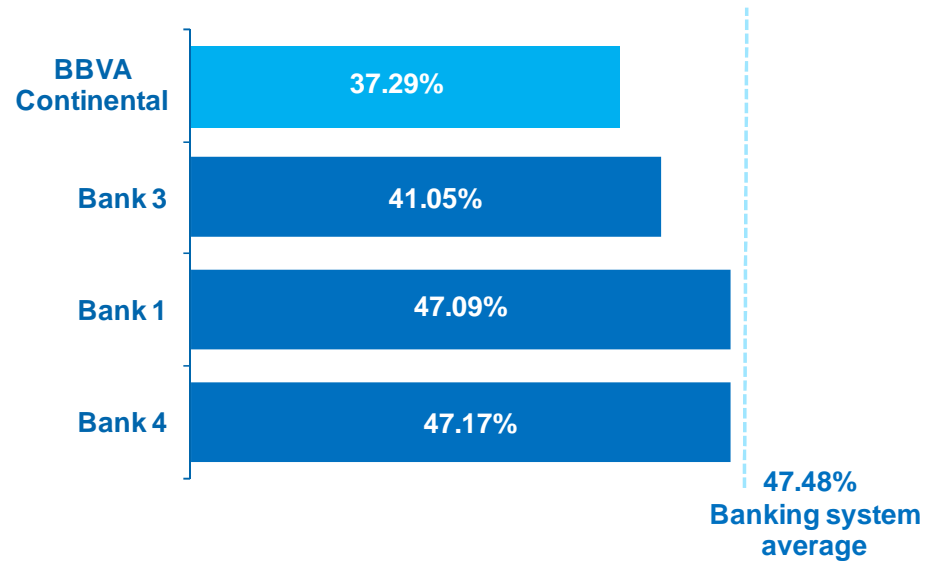


* Includes Amortization and Depreciation

Source: Superintendencia de Banca, Seguros y AFP

Efficiency

June 2013



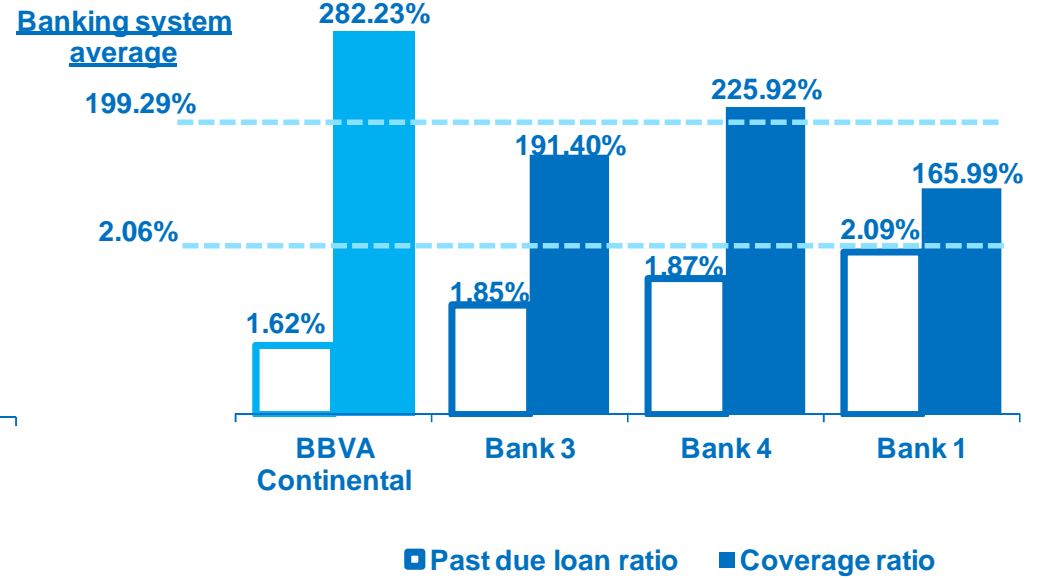
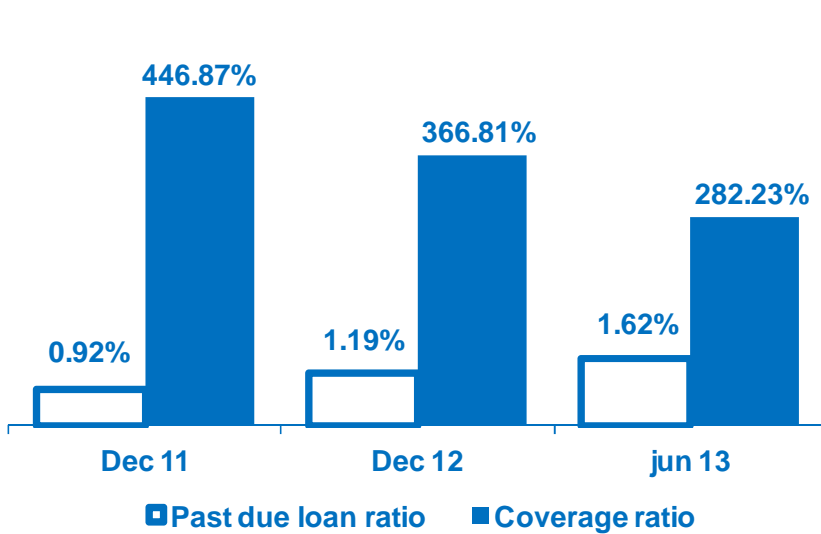


Outstanding asset quality

Best Past Due Loan Ratio and Coverage Ratio

June 2013

BBVA Continental



* Since January 2013, performing loans, past due loans, restructured loans and refinanced loans are net of non-accrued lease and lease-back interest revenue.

Source: Superintendencia de Banca, Seguros y AFP



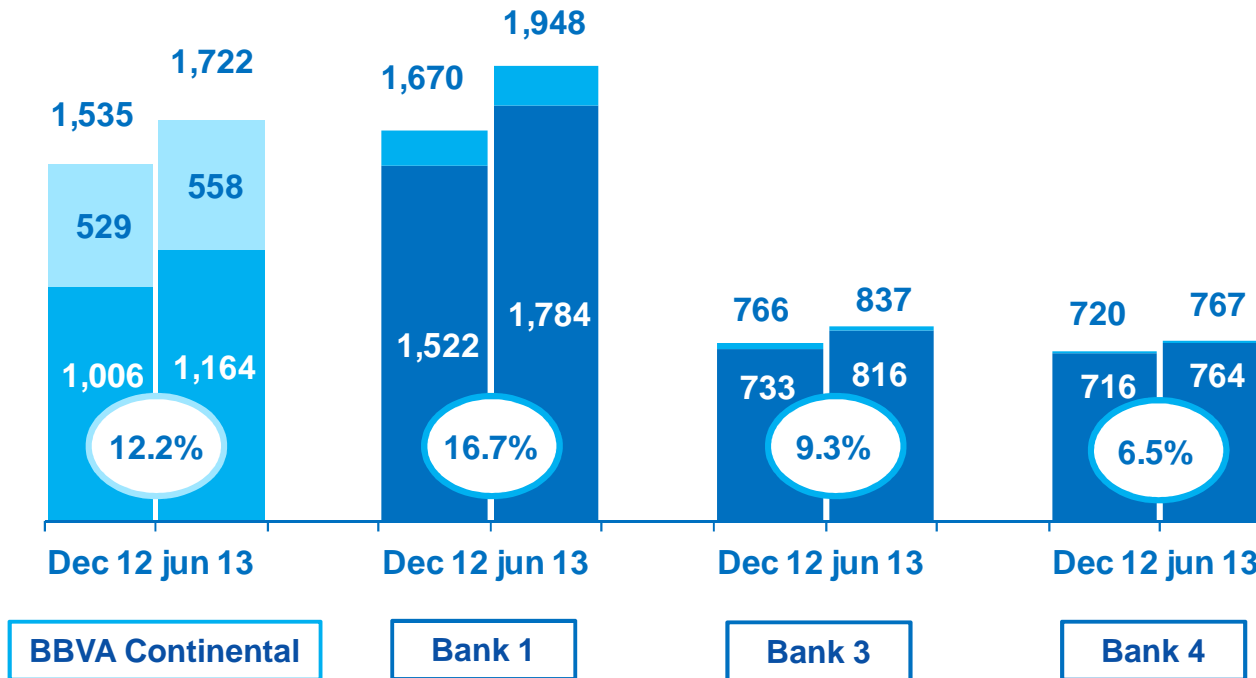
Risk management

The Bank maintains high levels of voluntary provisions

Provisions

PEN Million

■ Required
■ Voluntary



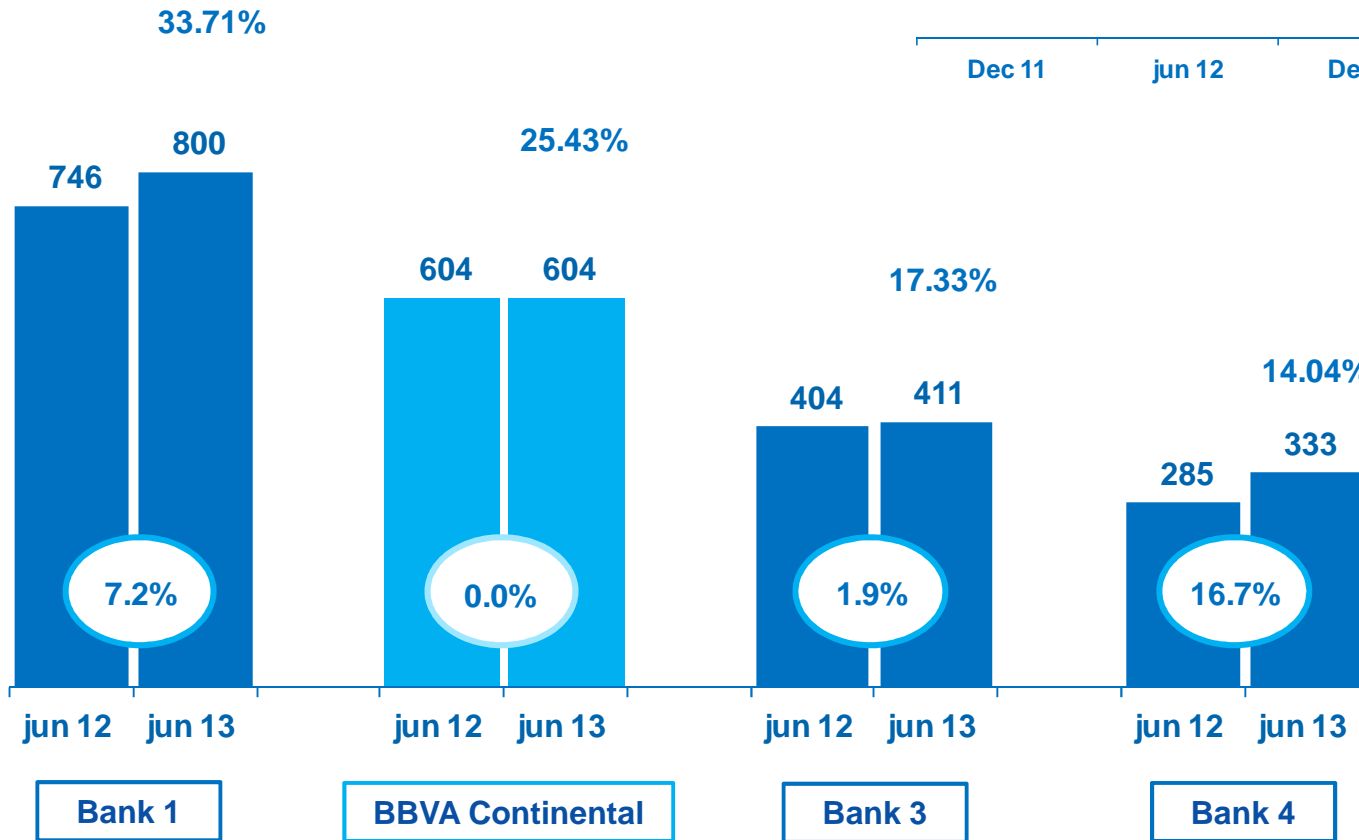


BBVA Continental

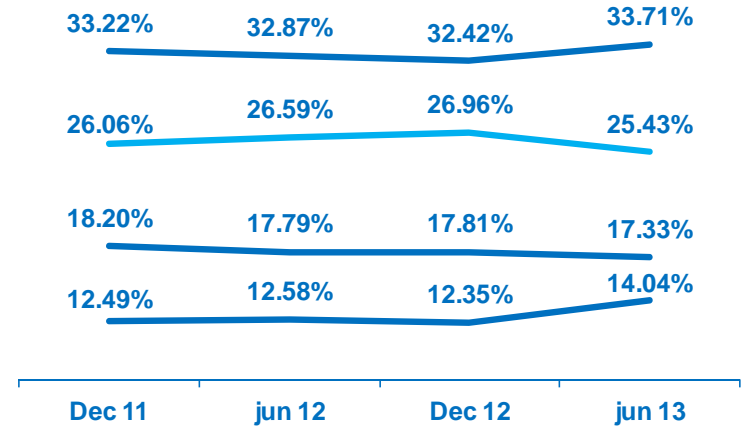
Profitability management

Net income

PEN million



Market share





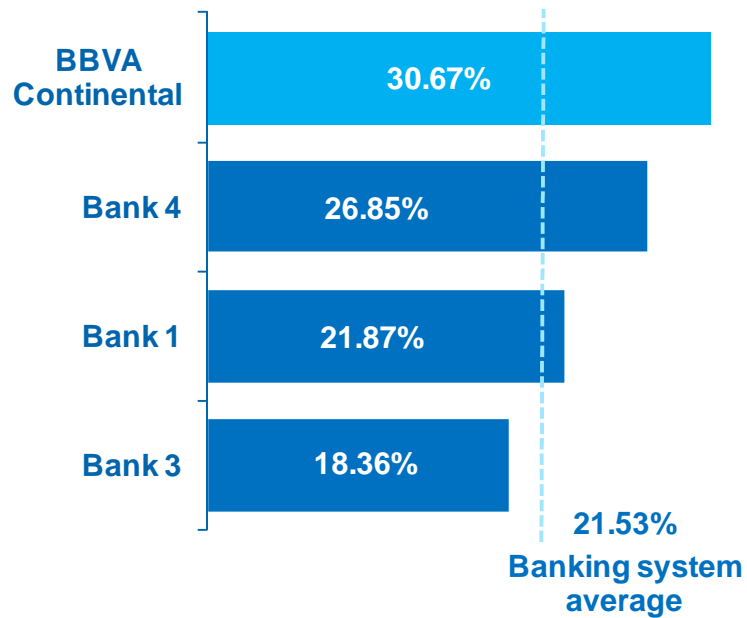
BBVA Continental

Profitability management

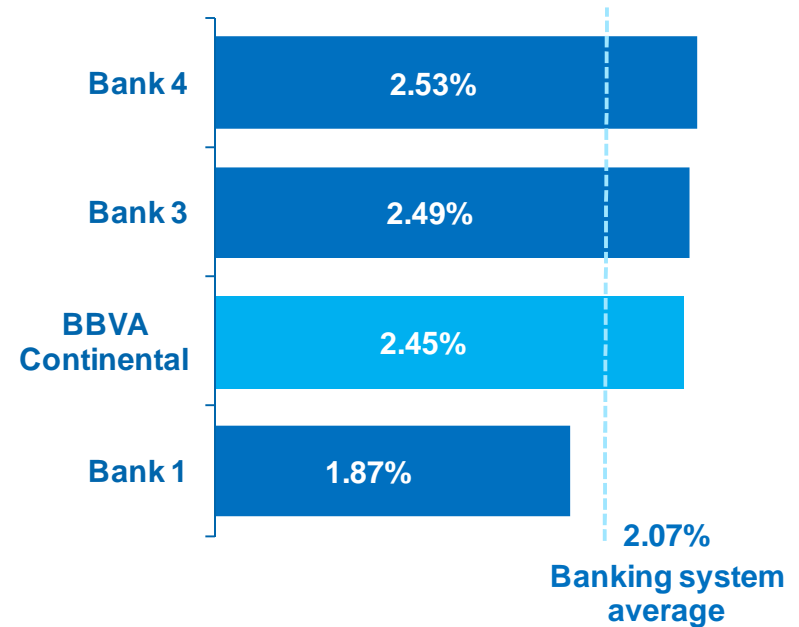
BBVA Continental has high profitability ratios...

June 2013

Return on Equity - ROE



Return on Assets - ROA

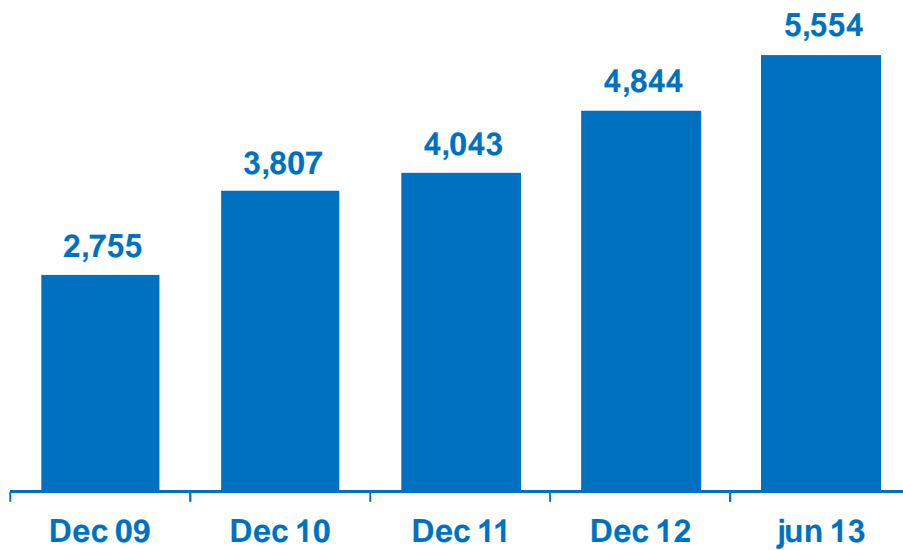




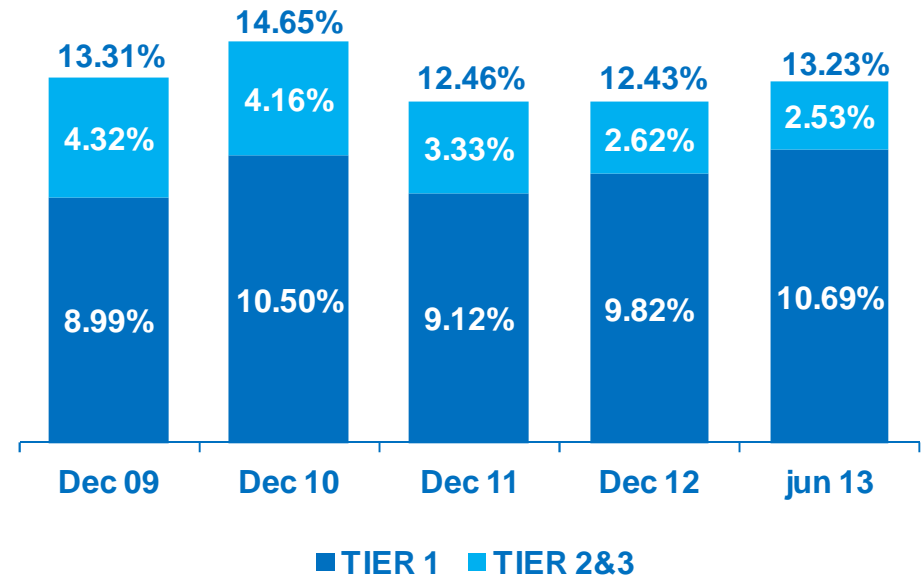
Solvency management

Regulatory capital

PEN million



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



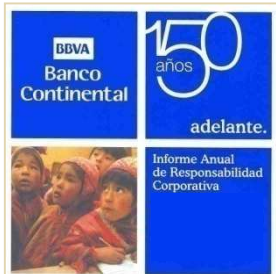
4

Social Responsibility and Awards

BBVA Continental

The Bank maintains its commitment to society and is highly regarded 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	Stable	Positive

Local rating

Three rating agencies in Peru 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

June 2013