



BBVA Continental

December 2014

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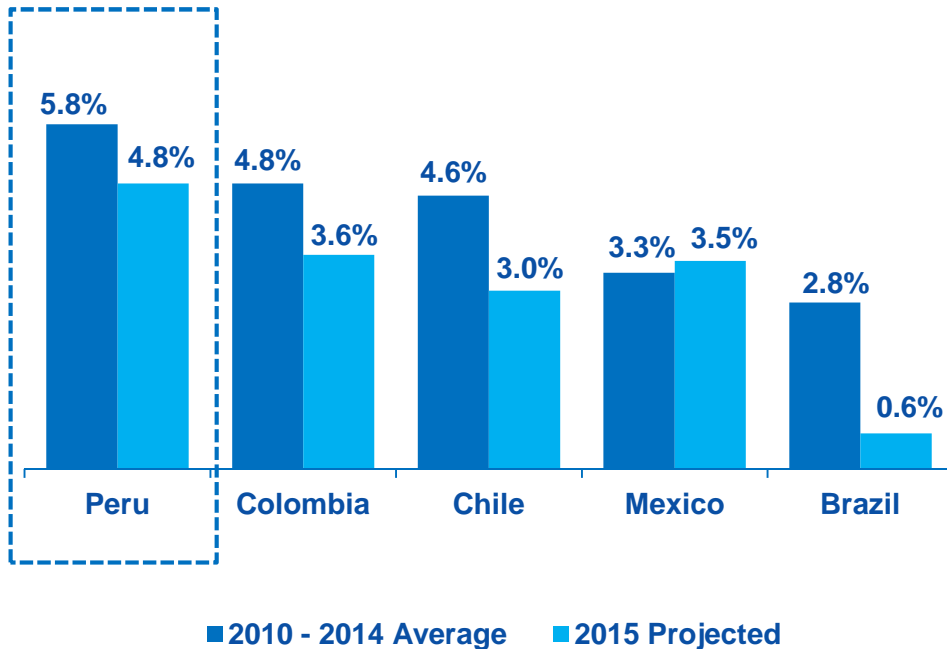
- 1 Peru: Attractive economy and financial system
- 2 Organization
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1 Peru: Attractive economy and financial system

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

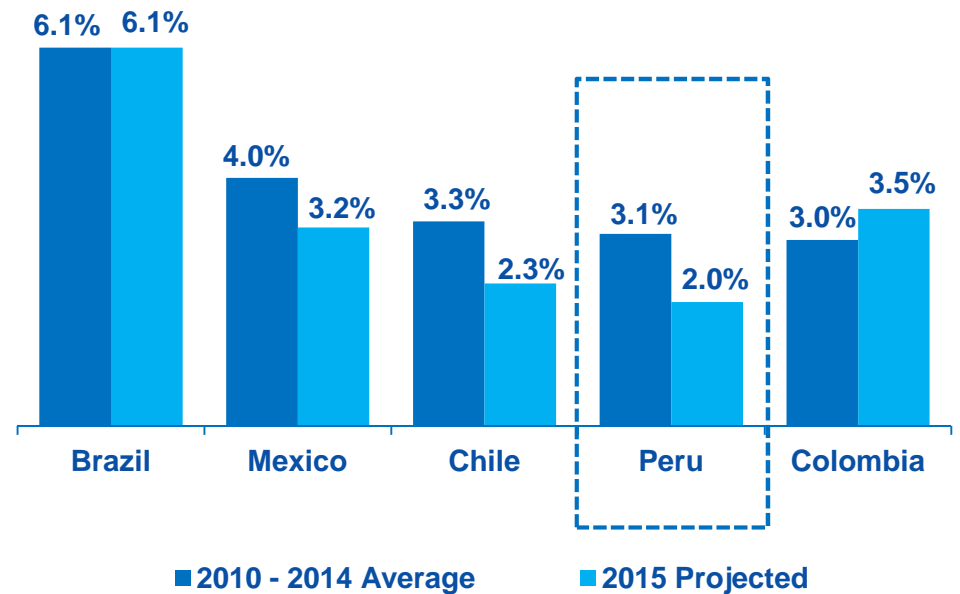
Peru is one of the economies with fastest growth in Latin America...

GDP growth



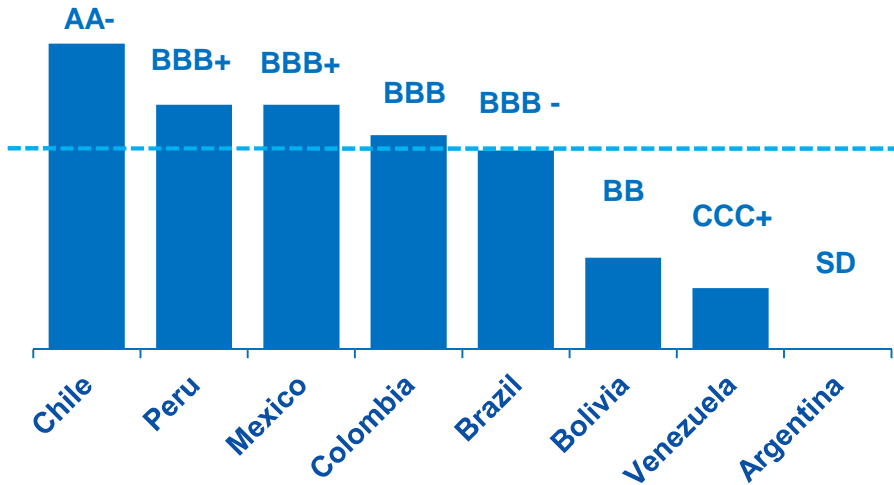
...with one of the lowest inflation rates in the region

Inflation



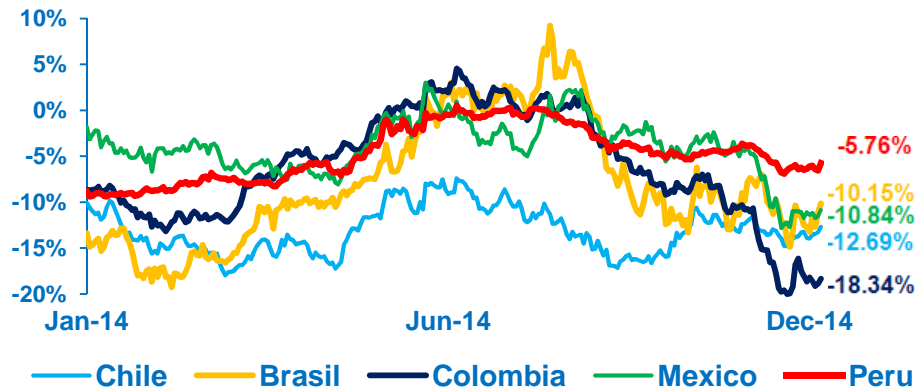
...sovereign investment grade, stable currency and low levels of debt

Ratings



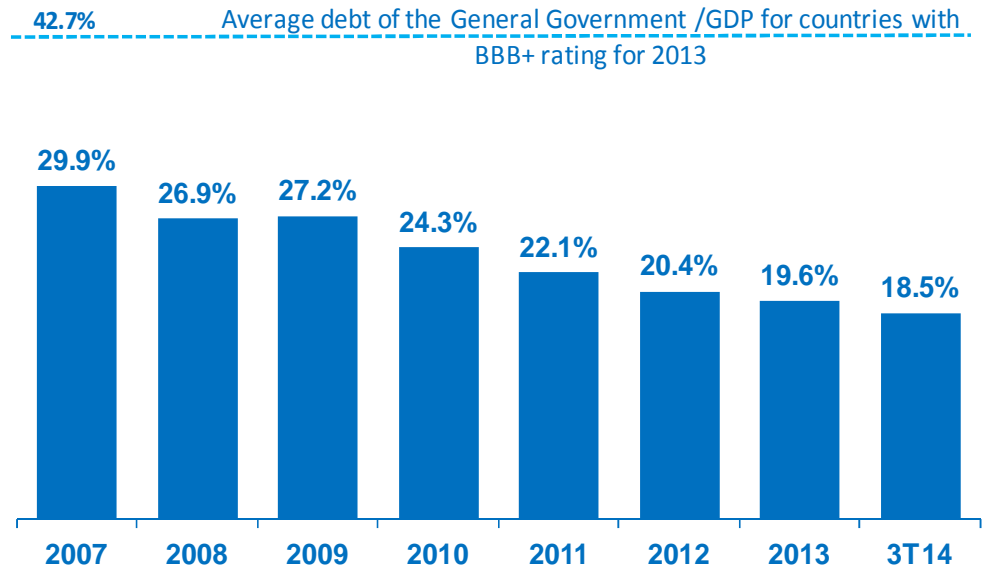
Source: Standard & Poor's

Currency depreciation against USD



Source: Bloomberg

Public Debt as a percentage of GDP



Source: Central Bank of Peru, BBVA Research

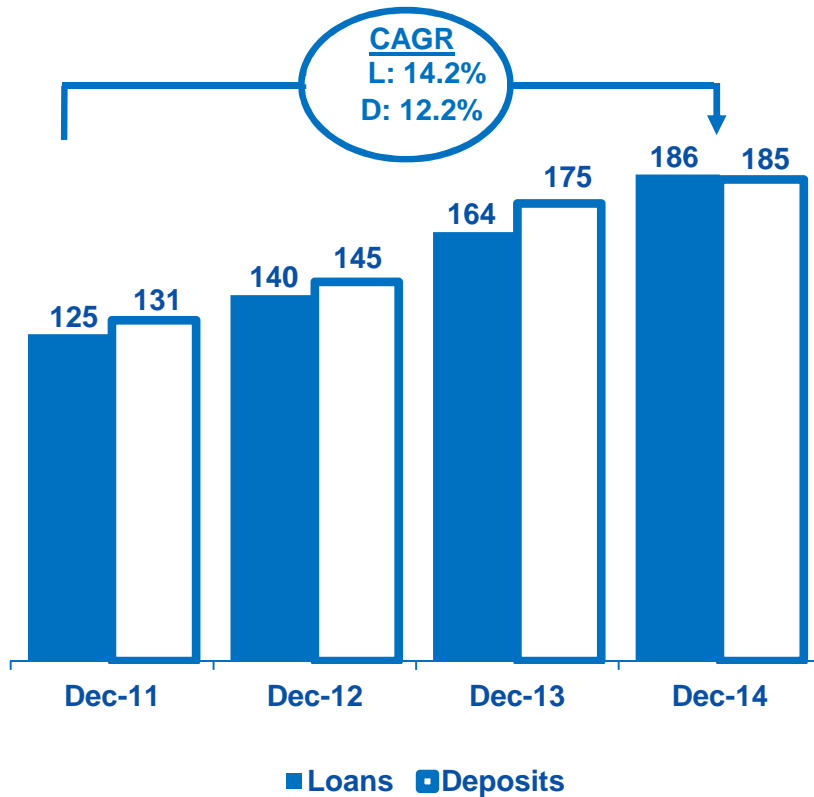
Peru has a solid Financial System with great opportunities of expansion...

The Peruvian Banking System has shown strong growth...

...with great potential for future expansion

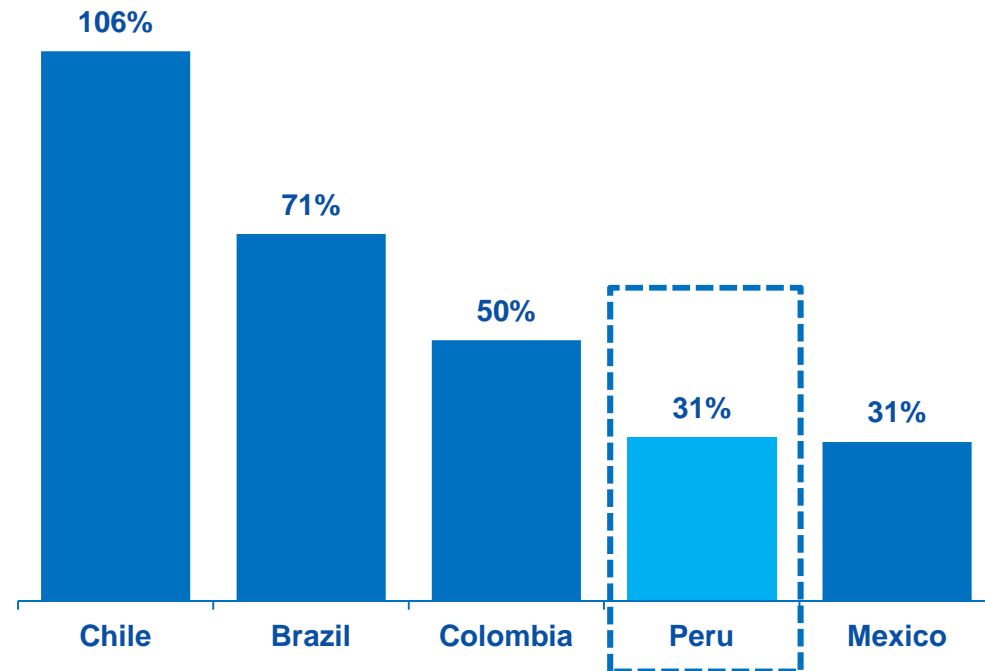
Performing loans and Deposits

PEN thousands of millions



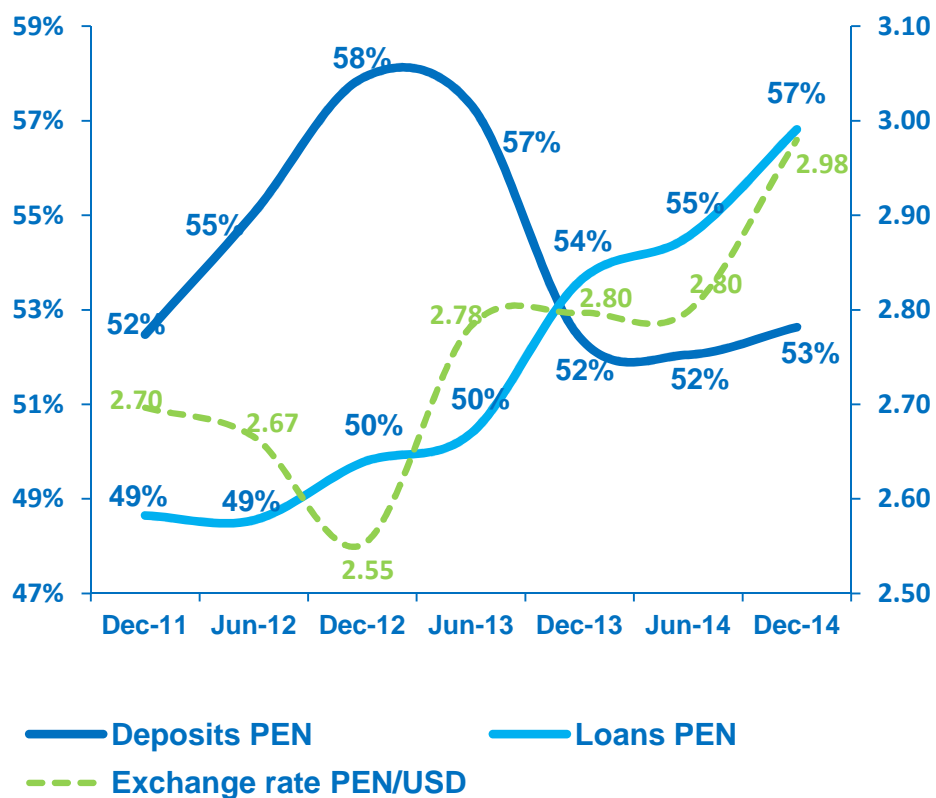
Loans to private sector as a percentage of GDP

2013

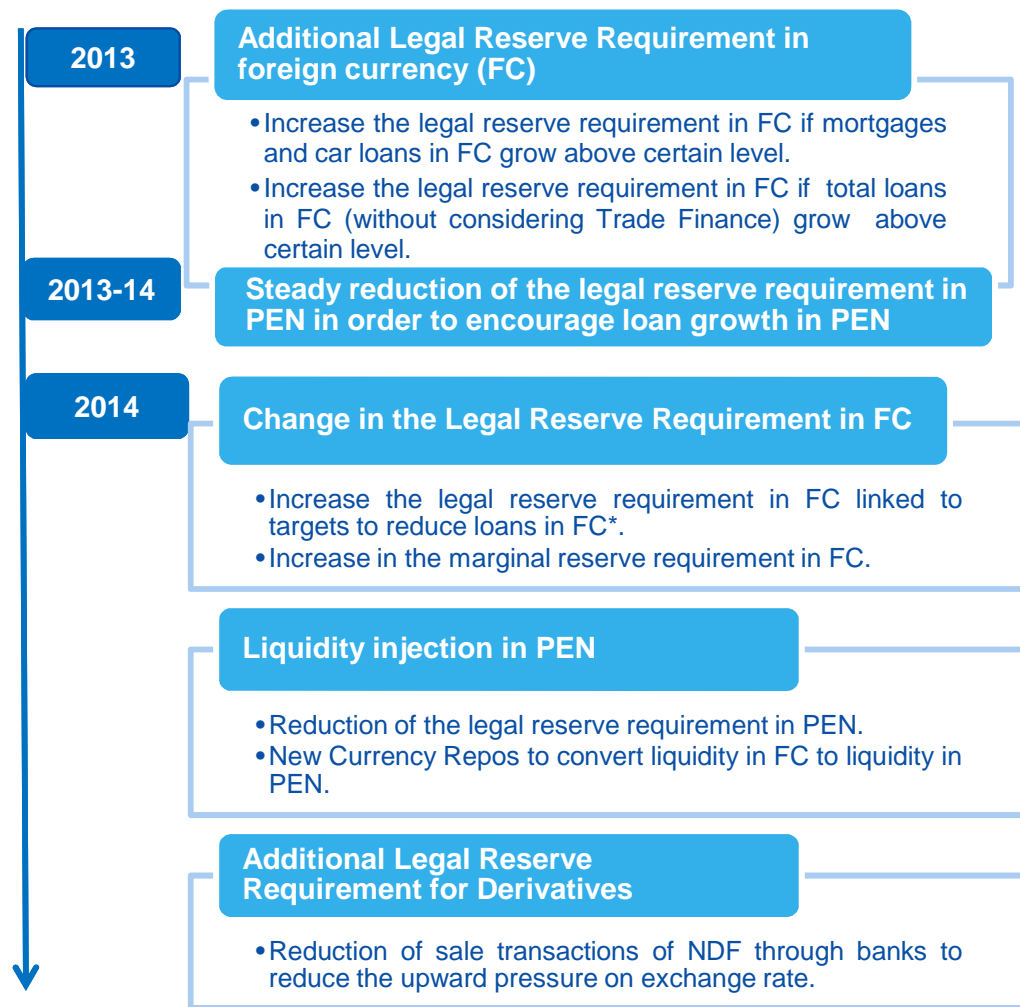


... and an active Central Bank, which promotes PEN denomination of Loans

PEN-denominated Loans and Deposits at the Banking System



**Objective: Reducing credit exchange rate risk
Central Bank Measures:**



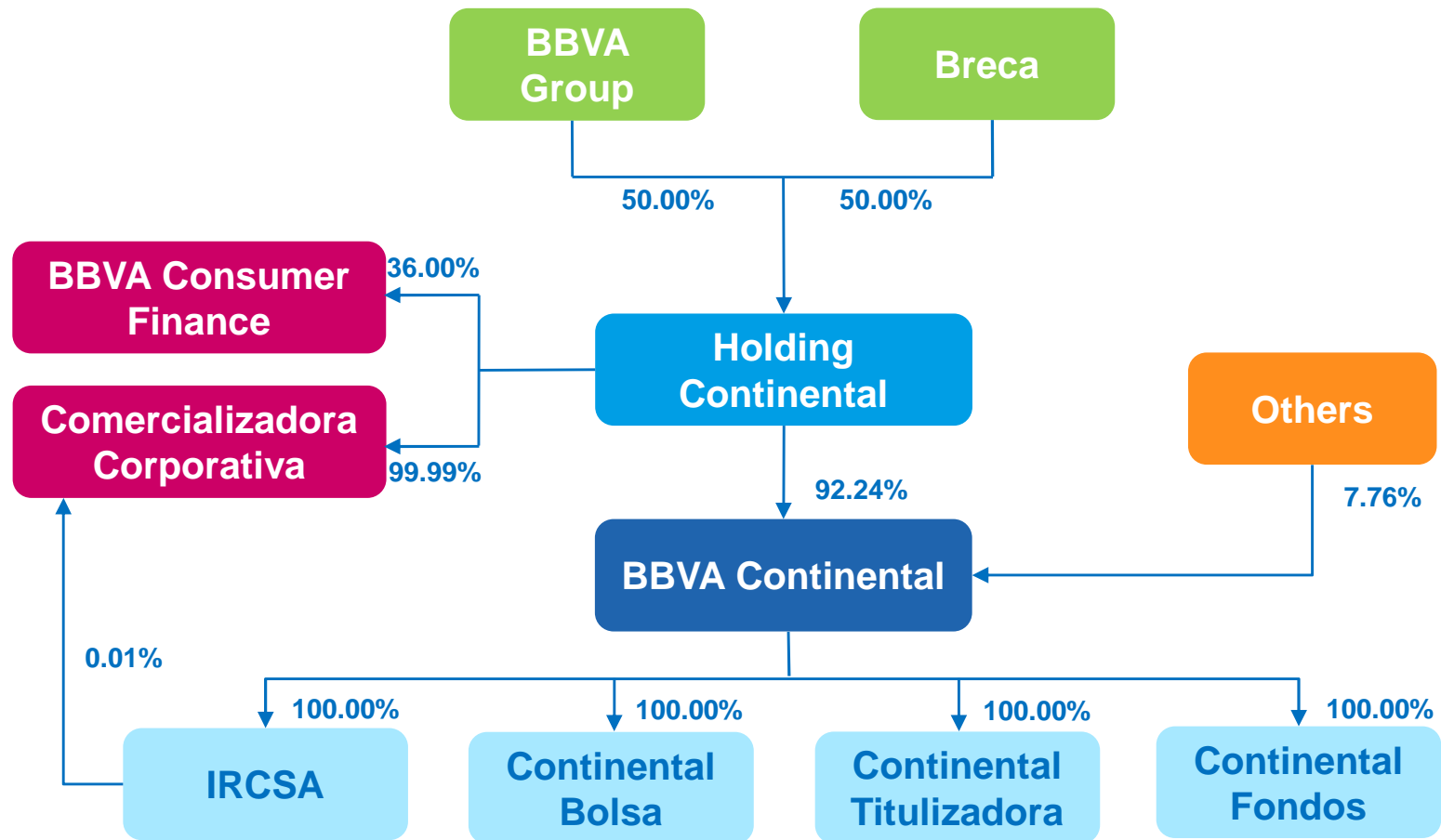
Source: Superintendencia de Banca, Seguros y AFP

* Excluded operations higher than USD10MM and four years from January 2015 .
Source: Banco Central de Reserva del Perú, BCRP

2 Organization

Shareholders

BBVA Continental and Subsidiaries are part of the Economic Group formed by Holding Continental, whose shareholders are BBVA Group and Breca



BBVA Continental

BBVA Group

652 Assets
(€ billion)

51 M Customers

7,371 Branches

108,770 Employees

North America

- USA
- Mexico

United States
1st. Regional Bank in the Sunbelt

Mexico
Market leader

South America

- Argentina
- Bolivia
- Brazil
- Chile
- Colombia
- Paraguay
- Peru
- Uruguay
- Venezuela

South America
1st. / 2nd.

Spain
1st. / 2nd.

Turkey
Strategic participation

Asia / China
Strategic alliance

Asia – Pacífico Europa

- Abu Dhabi, UAE
- Australia
- China
- Hong Kong
- India
- Japan
- Singapore
- South Korea
- Taiwan
- Indonesia

- Belgium
- France
- Germany
- Italy
- Portugal
- Russia
- Spain
- Switzerland
- Turkey
- U.K.

Gross Income YTD Dec-14 ⁽¹⁾

Developed

Weight: 41%
YoY var.: +5%

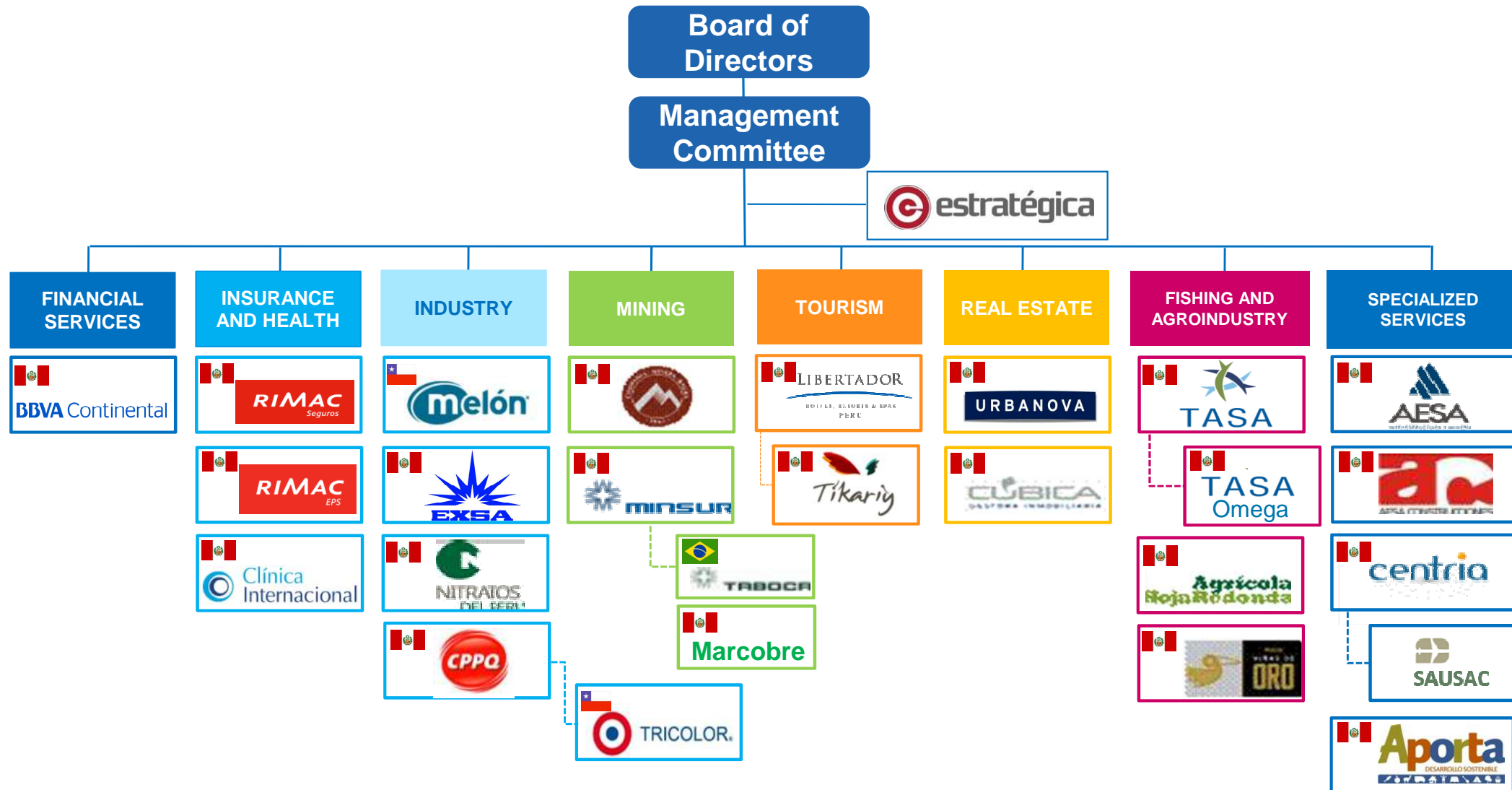
Emerging

Weight: 59%
YoY var.: +15%

South America:
24.6% of BBVA Group's YTD Gross Income

Breca

Business group founded by the Brescia Cafferata family, is one of the largest business conglomerates in Peru, with operations in Peru, Chile and Brazil

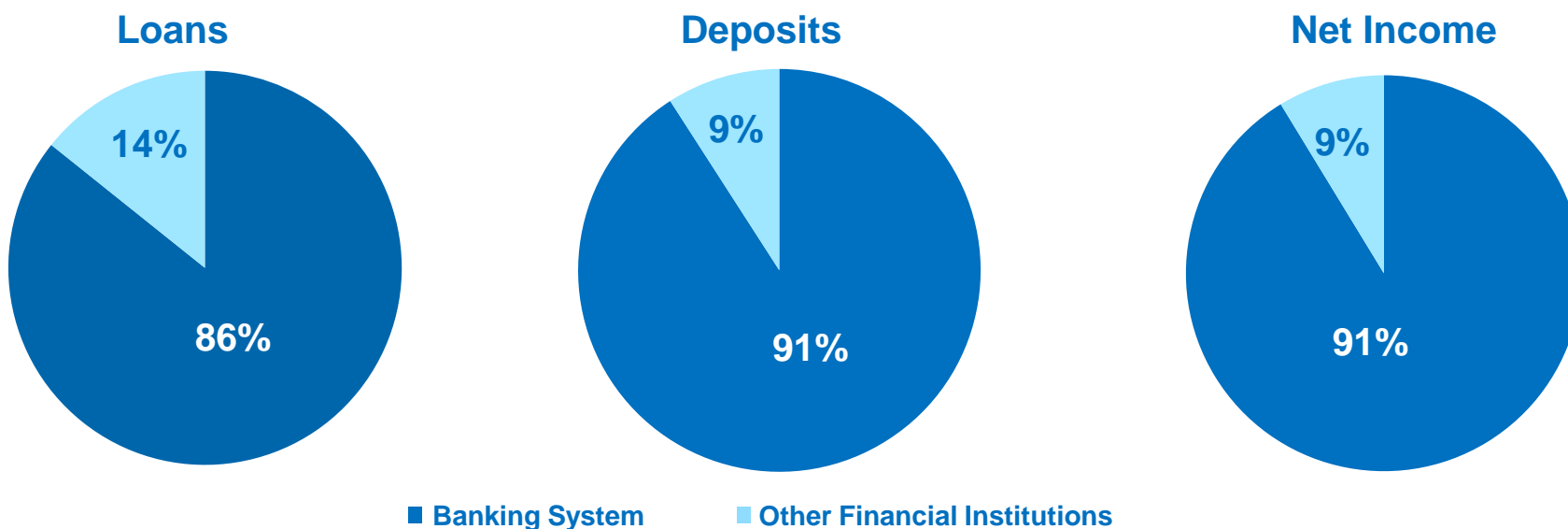


Peruvian Financial System

December 2014

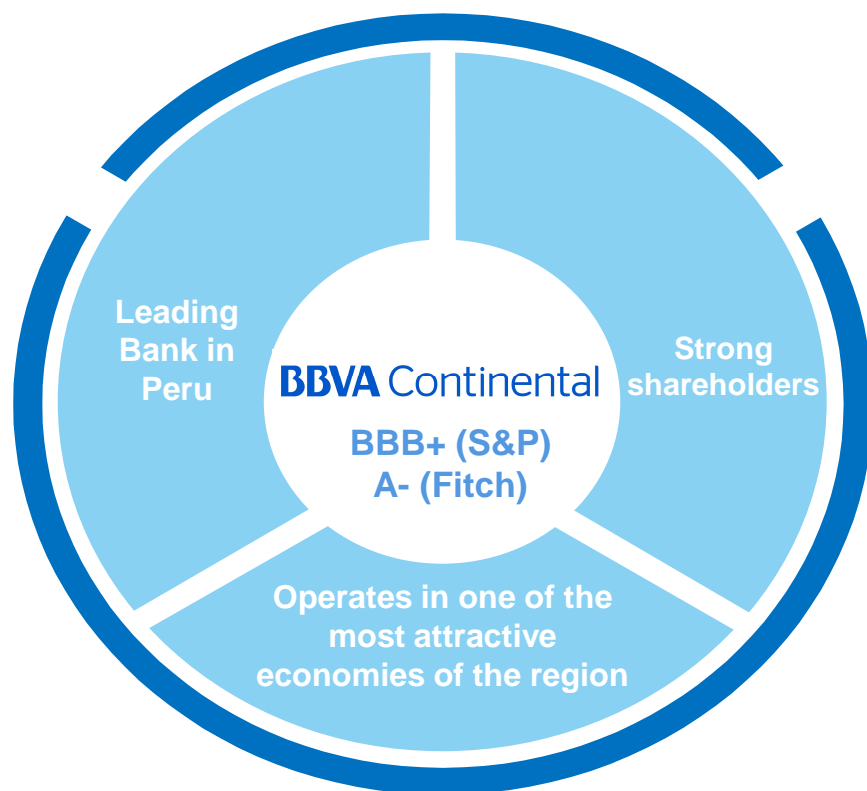
Financial system	Institution PEN Million	Net loans Dec-14	Deposits Dec-14	Net Income Dec-14
Banking system	Banks (17)	185,034	184,533	5,326
	Banco de la Nación	7,641	23,407	705
Other financial institutions	Cajas Municipales (12)	12,238	13,286	282
	Financieras (12)	10,346	5,704	218
	Cajas Rurales (9)	1,439	1,628	-16
	Edpymes (10)	1,240	0.1	14
	Leasing (2)	477	-	7
	COFIDE	5,073	239	77
	Agrobanco	1,284	-	10

The four largest banks concentrate around 83% of the banks loans and deposits



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

December 2014



- ✓ 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 Breca, one of the largest business conglomerates in Peru

Source: Superintendencia de Banca, Seguros y AFP

#1 in efficiency Administrative expenses / Financial Margin	36.42%
#1 in profitability ROE: Annualized net income / Average equity	26.69%
#1 in NPL ratio #1 in Cost of risk* #2 in coverage ratio**	2.23% 1.28% 202.11%
#2 in assets	S/.62,896 million
#2 in performing loans	S/.42,041 million
#2 in deposits	S/.40,120 million
#2 in number of branches***	315

*Cost of risk: Provisions for the last 12 months between total loans (average of the last 12 months)

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

*** Information as of September 2014

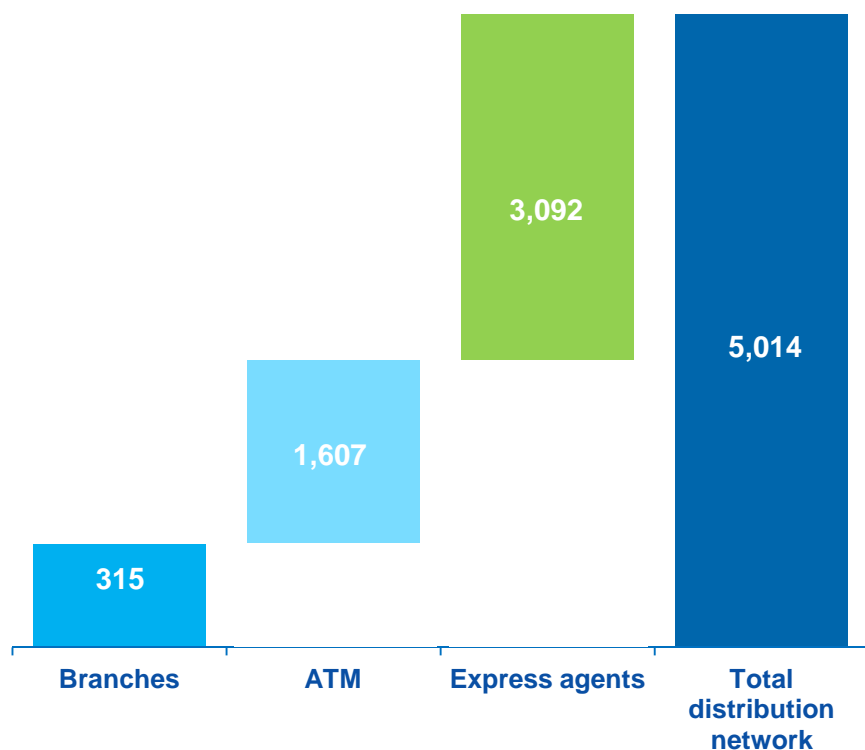
3 BBVA Continental vs. Peers

Strong banking platform

September 2014

Distribution network: One of the largest in the country

- ✓ 5,014 points of service
- ✓ 315 branches nationwide
- ✓ More than 4.0 million customers



Great capacity for cross-selling

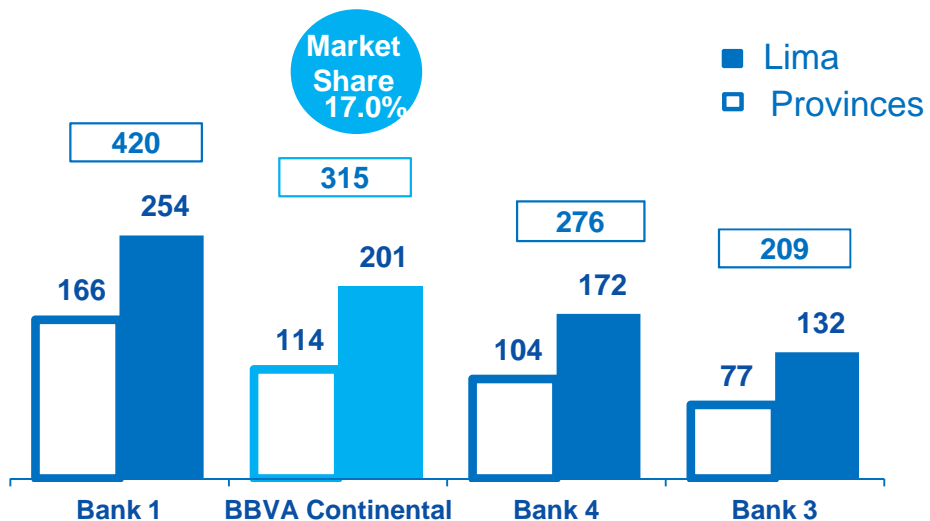
Sinergies with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

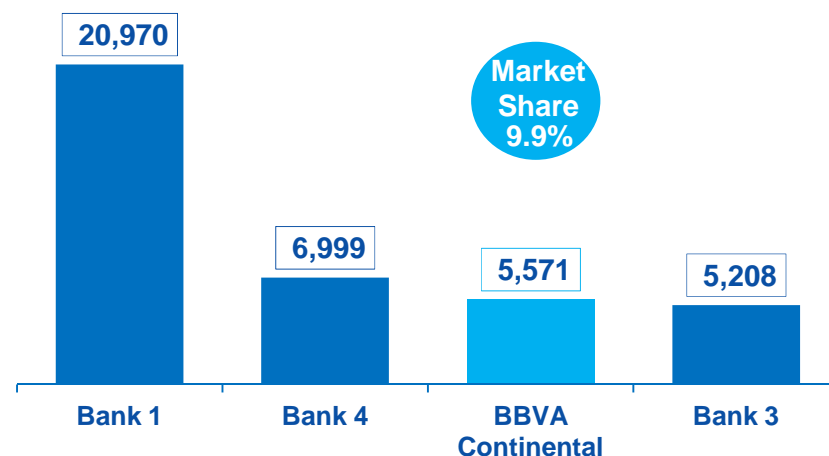
Number of branches, employees, ATMs and Express agents

September 2014

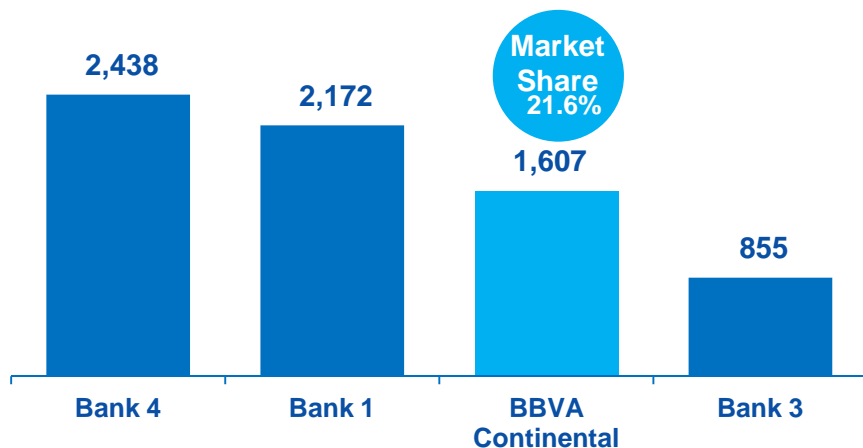
Number of branches



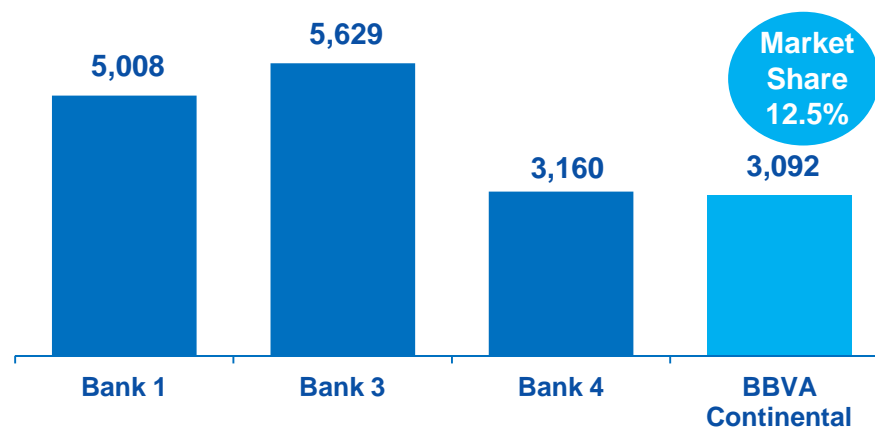
Number of employees



Number of ATMs



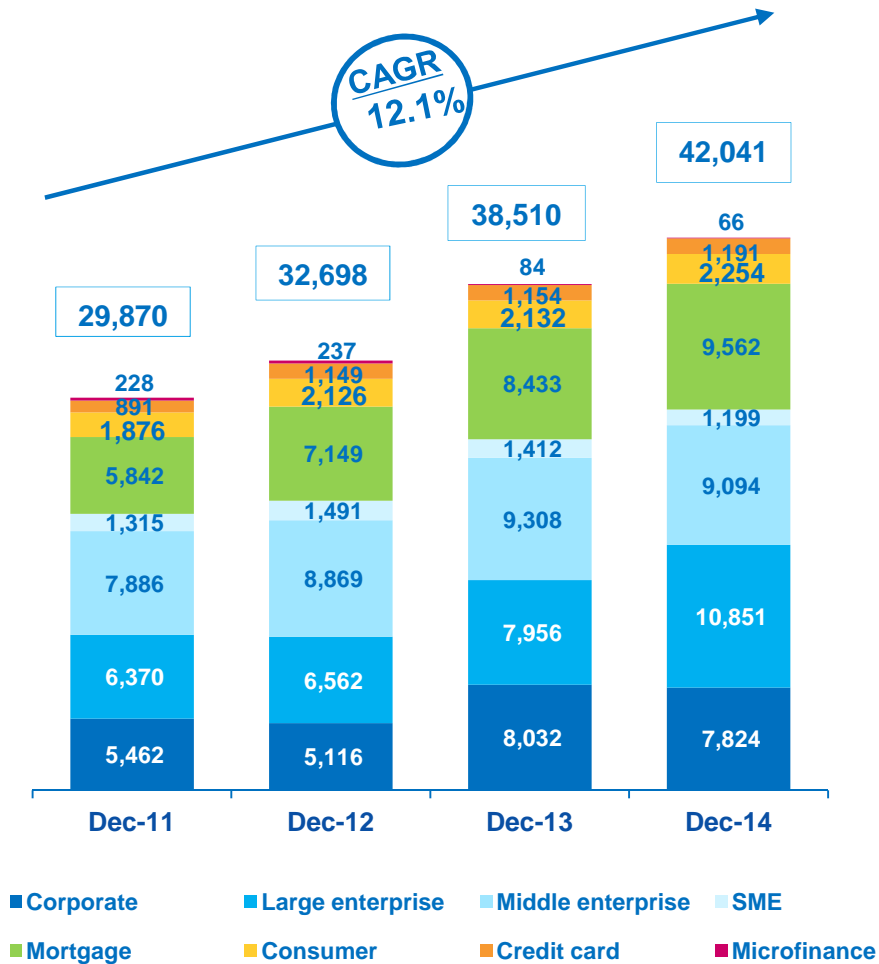
Number of Express agents



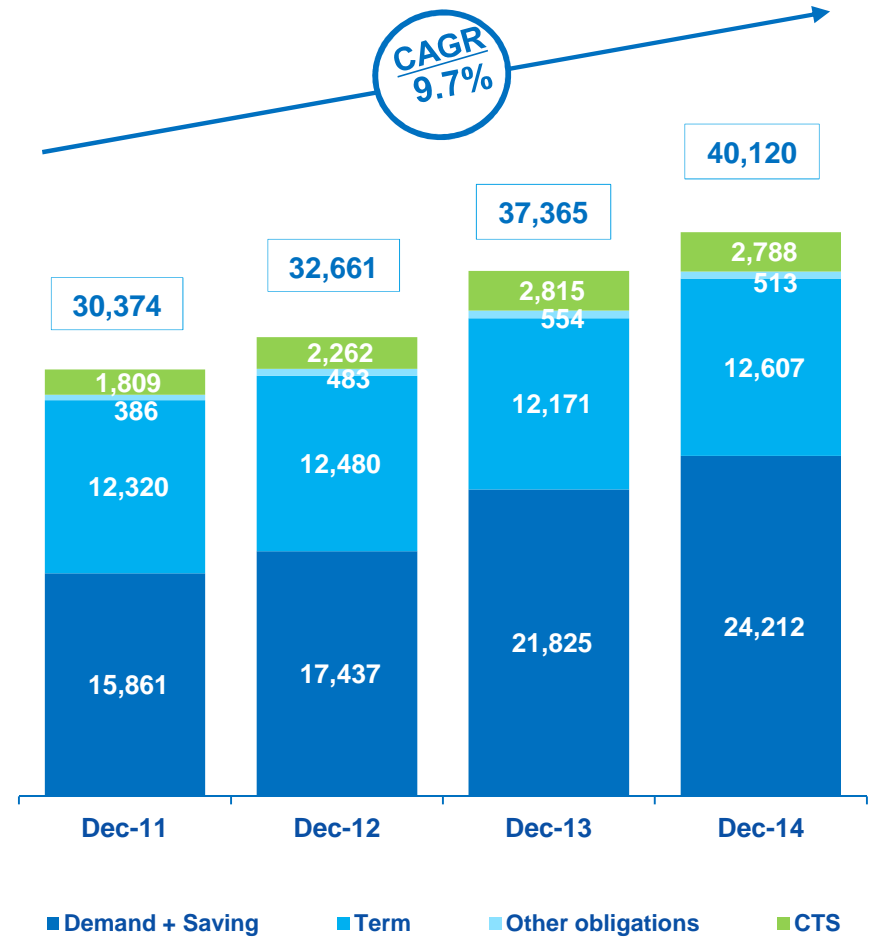
Outstanding growth

PEN Million

Performing loans



Deposits

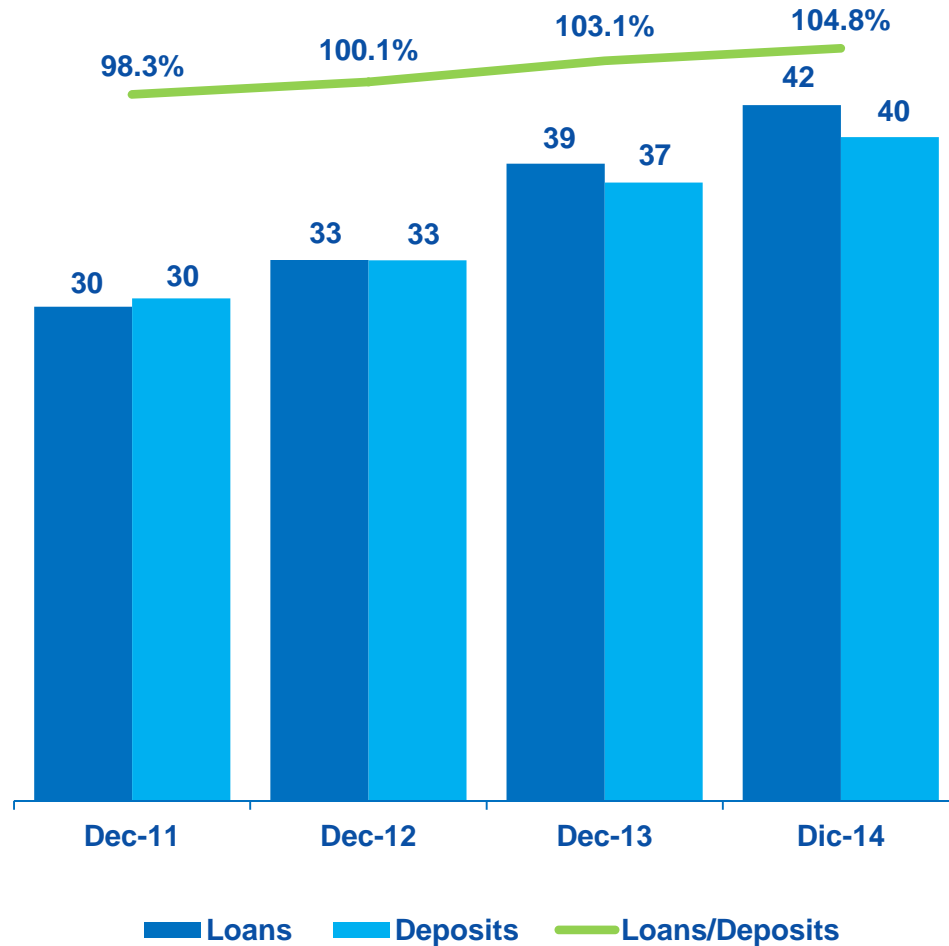


High level of self-financing and balance sheet denomination in PEN

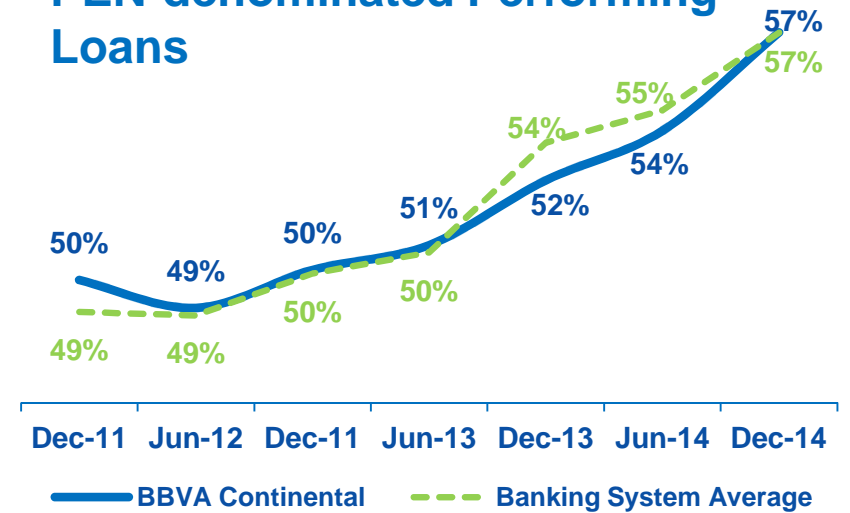
December 2014

Loans and Deposits

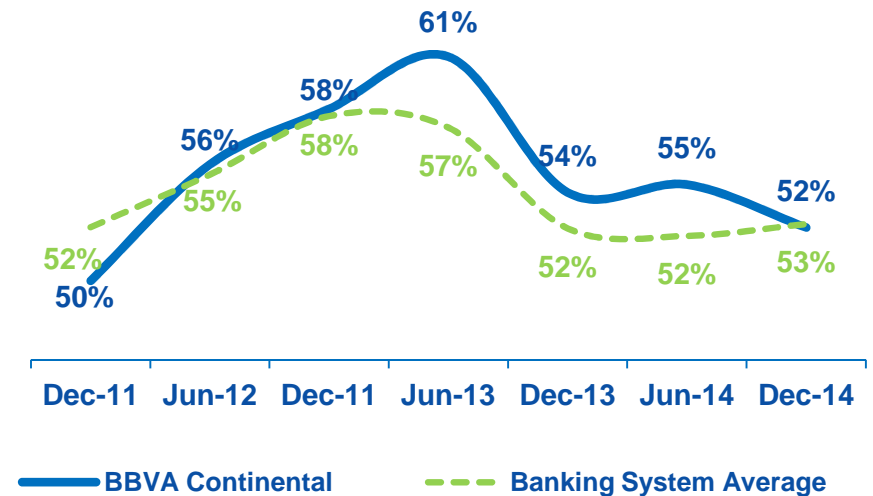
PEN Thousands of millions



PEN-denominated Performing Loans



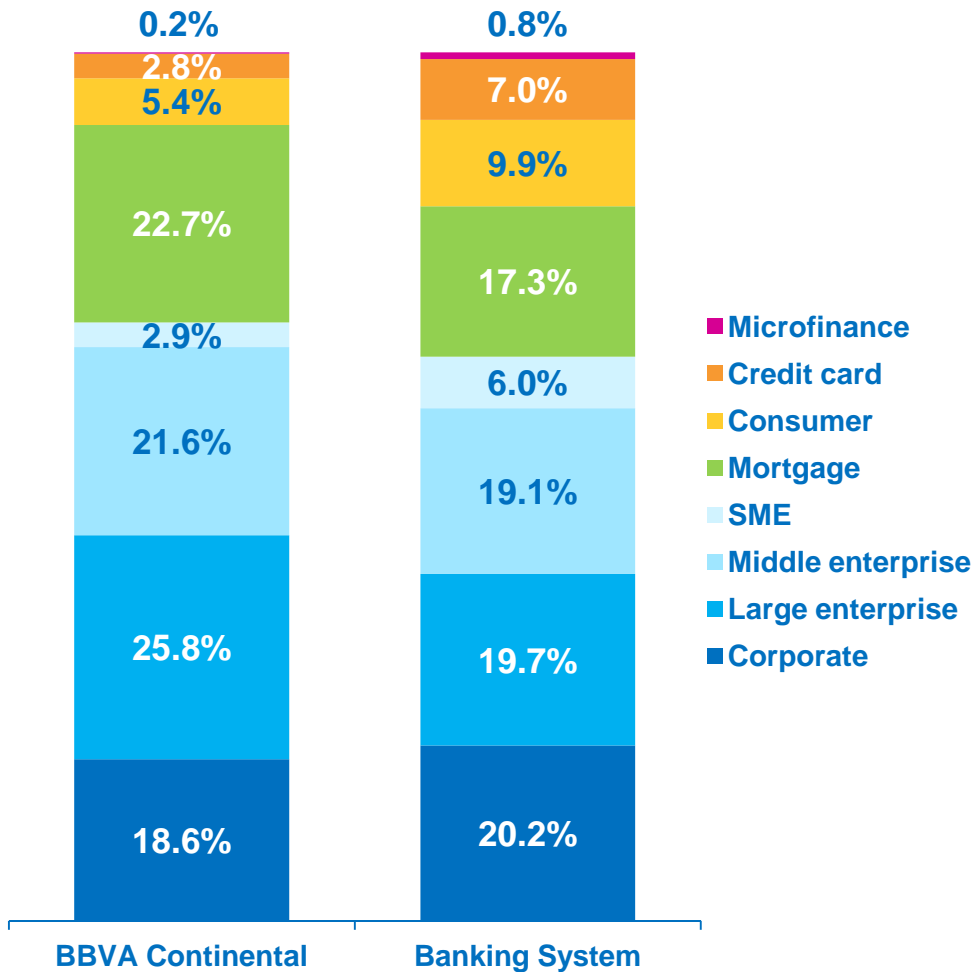
PEN-denominated Deposits



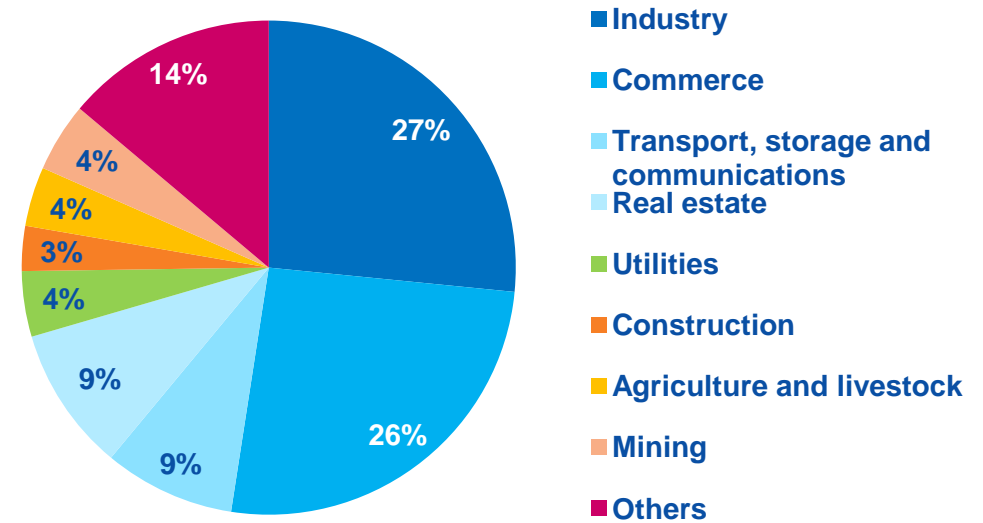
High quality of loan portfolio

December 2014

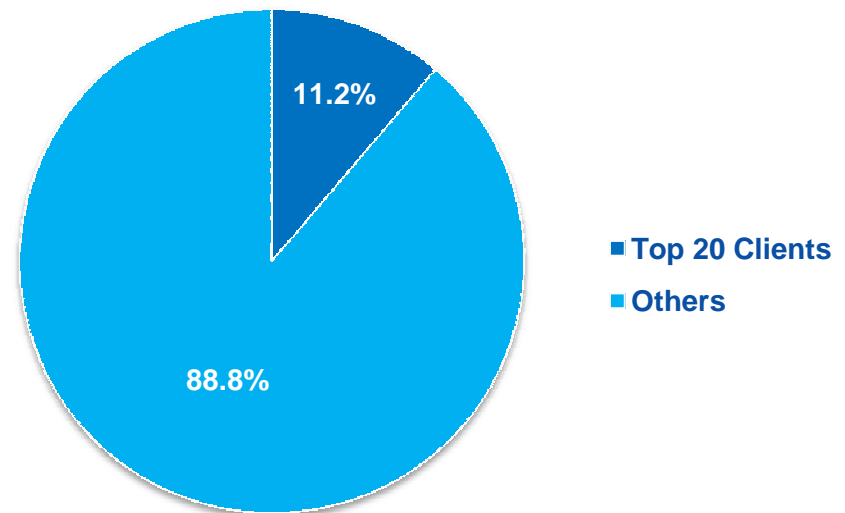
Loans breakdown



Loans by economic sector



Top 20 clients and others

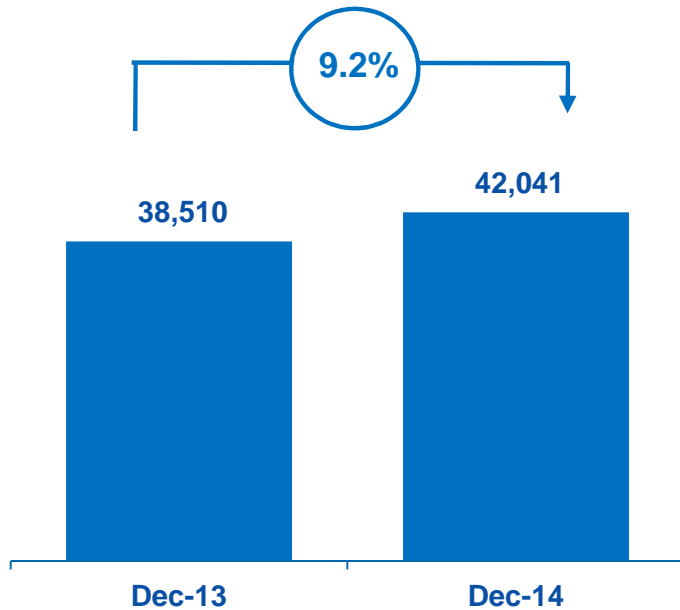


Performing loans

BBVA Continental shows attractive loan growth...

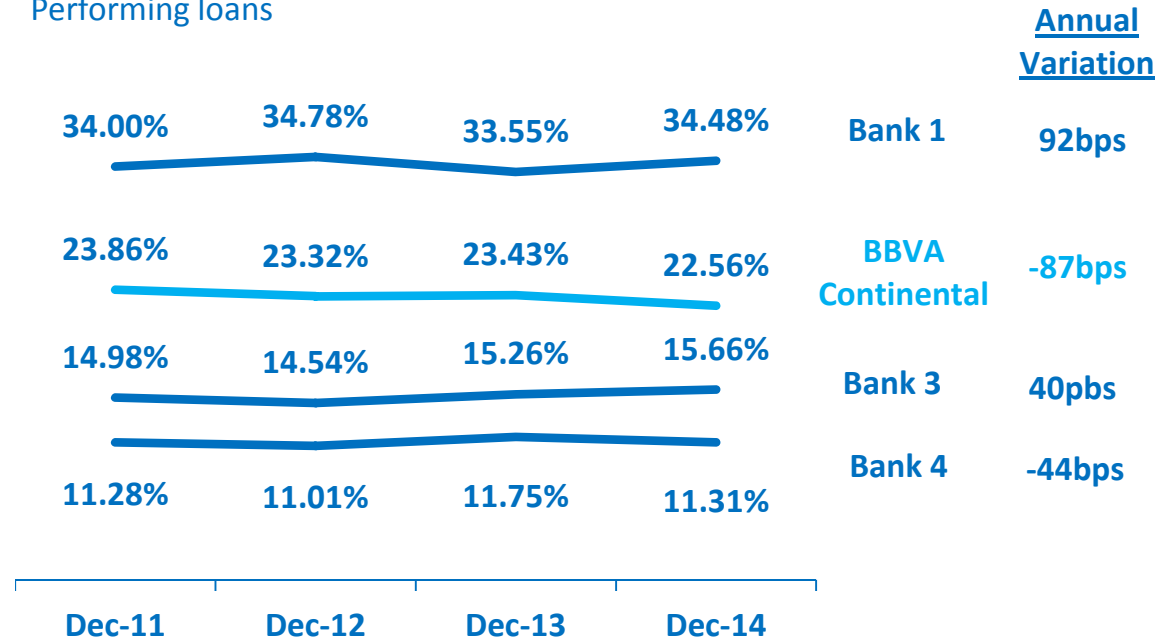
Performing loans

PEN Million



Market share

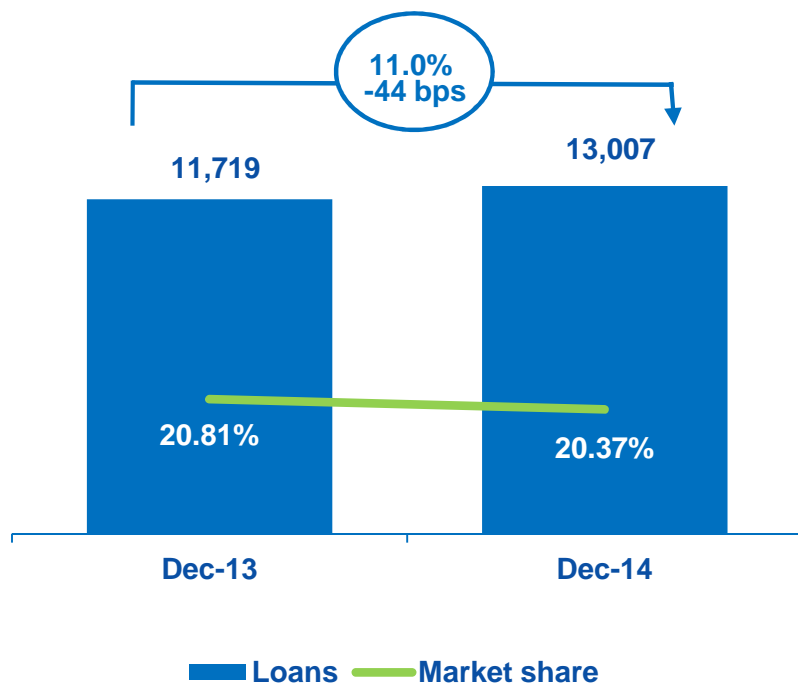
Performing loans



Performing loans

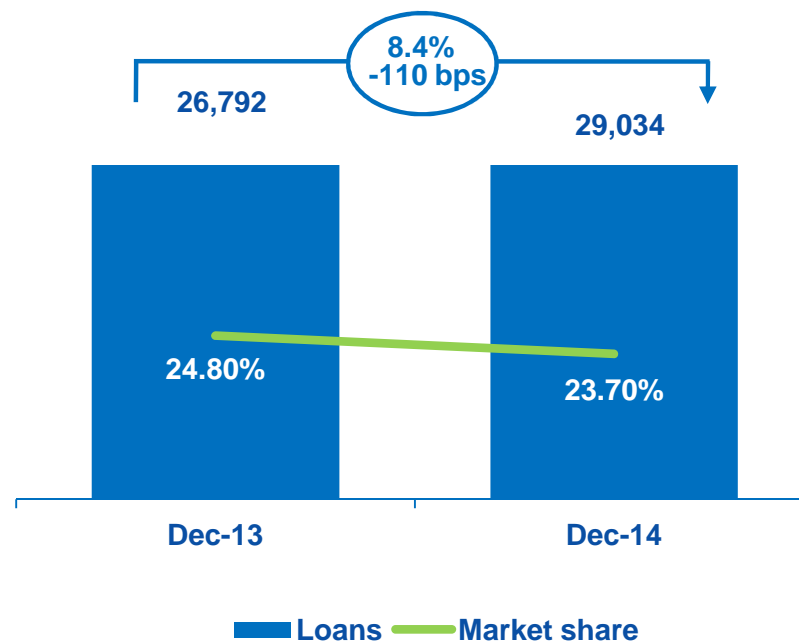
PEN Million and percentage (%)

Retail customers



Banking System	63,869
Annual variation	13.4%

Business customers



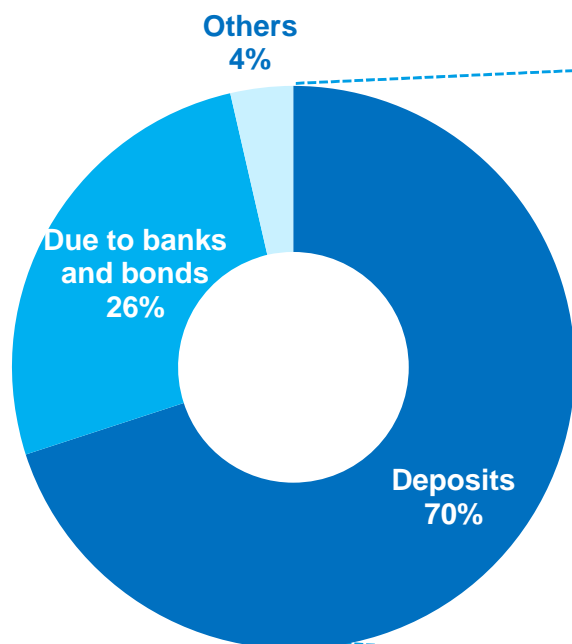
Banking System	122,511
Annual variation	13.4%

Deposits structure

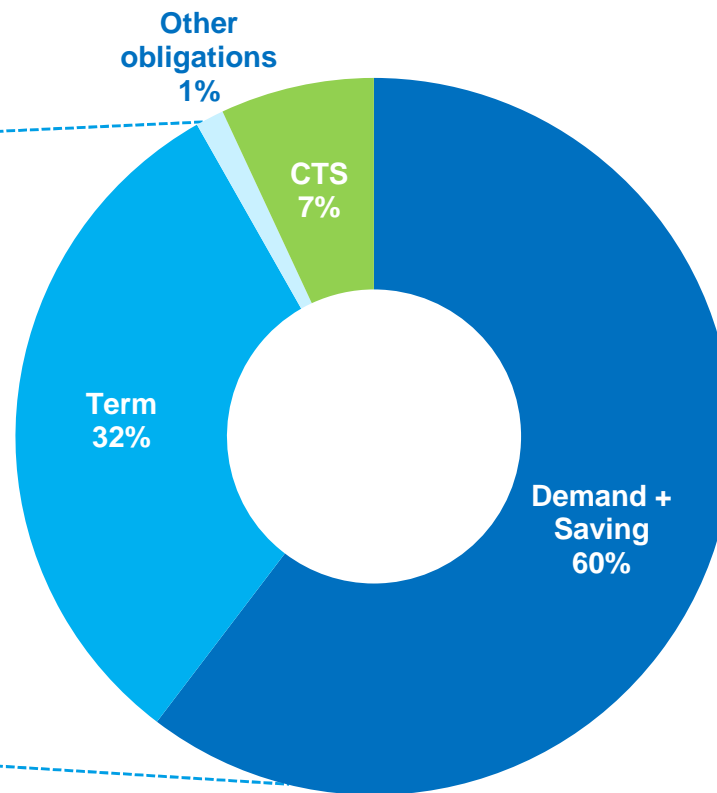
December 2014

... and a low-cost deposit base

Cost effective source of funding



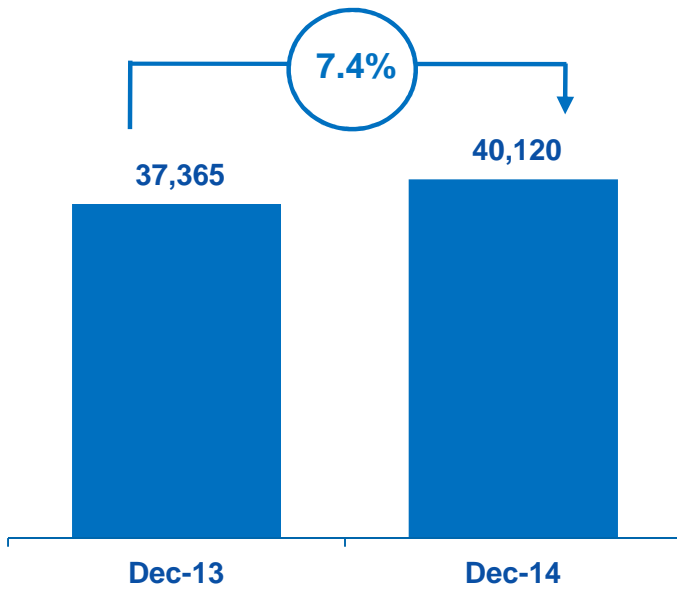
Diversified deposit base



Deposits

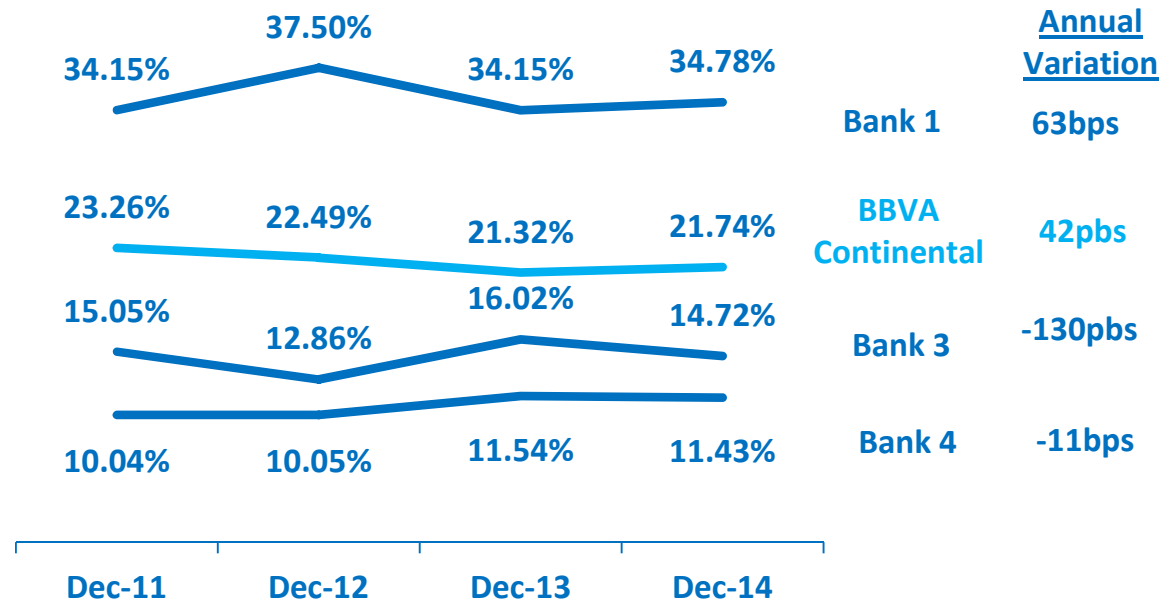
Growth continues also in deposits...

Deposits
PEN Million



Market share

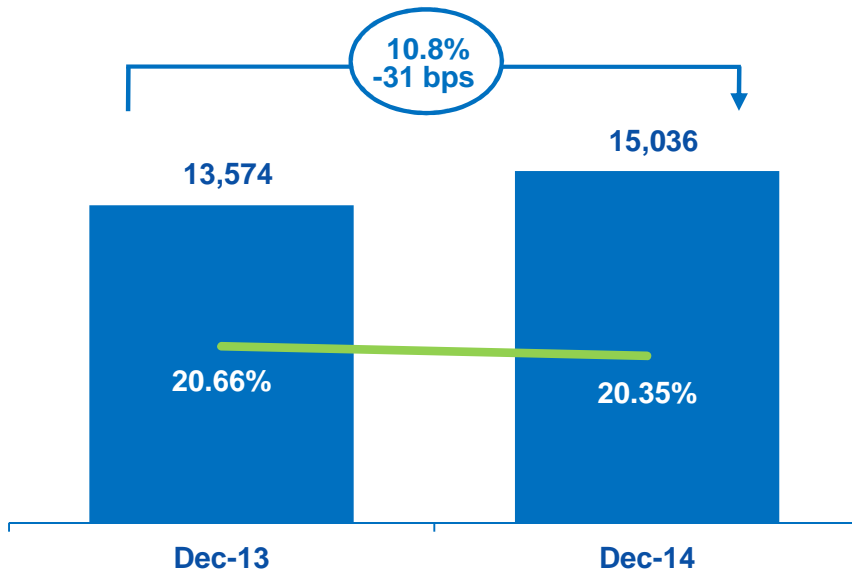
Total deposits



Deposits

PEN Million and percentage (%)

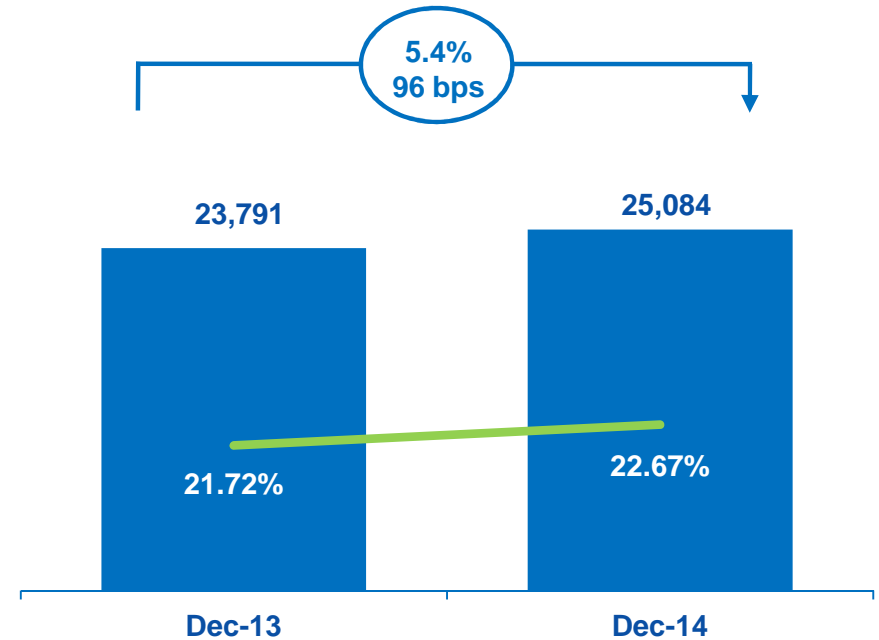
Retail customers



■ Deposits ■ Market share

Banking System	73,903
Annual variation	12.5%

Business customers

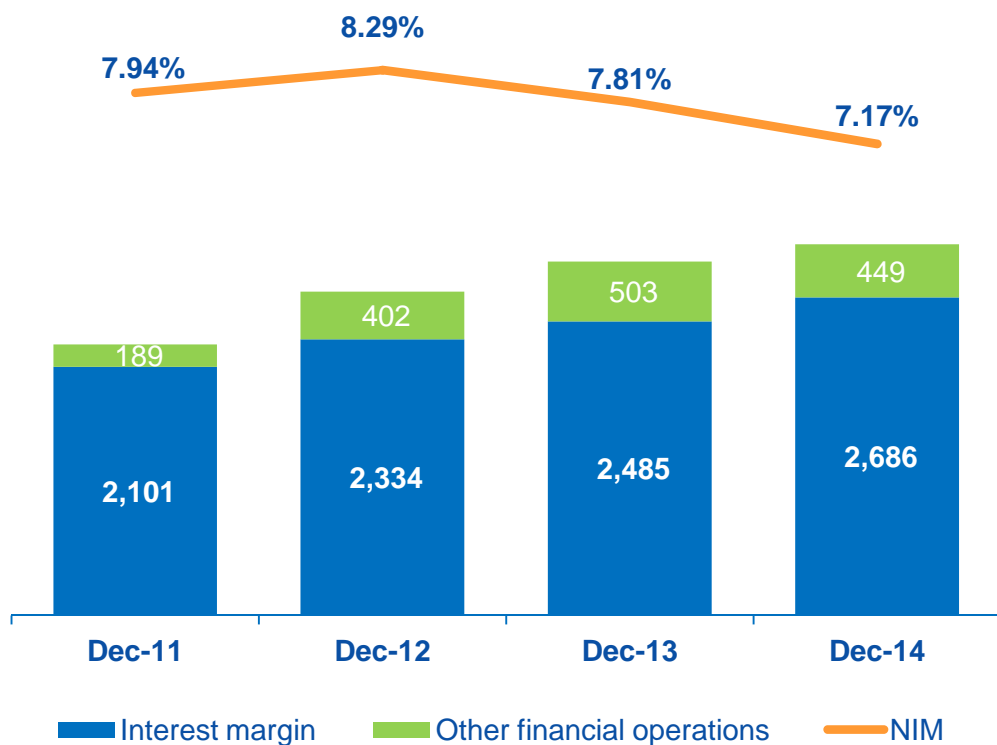


■ Deposits ■ Market share

Banking System	110,630
Annual variation	1.0%

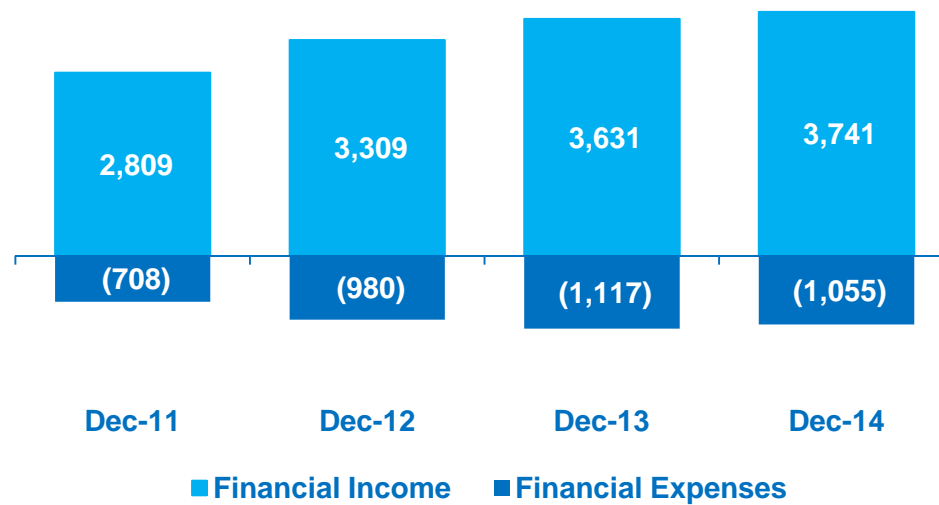
Financial margin

PEN Million and percentage (%)

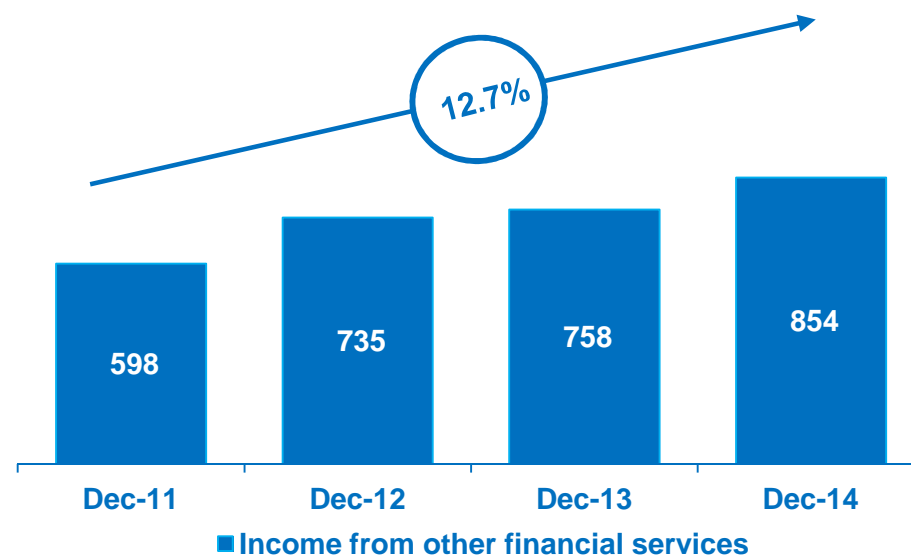


¹ **NIM ratio:** Interest margin + other financial operations divided by average interest earning assets (interbank funds, investments, loans)

Financial Income and Expenses



Income from fees

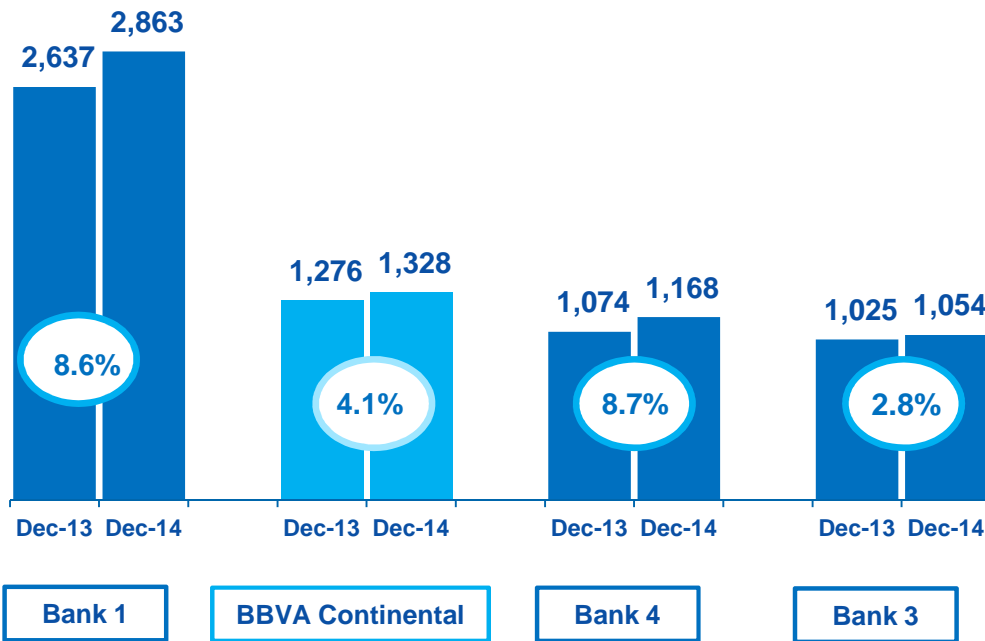


Expenses management

We remain the most efficient bank in Peru

Administrative expenses*

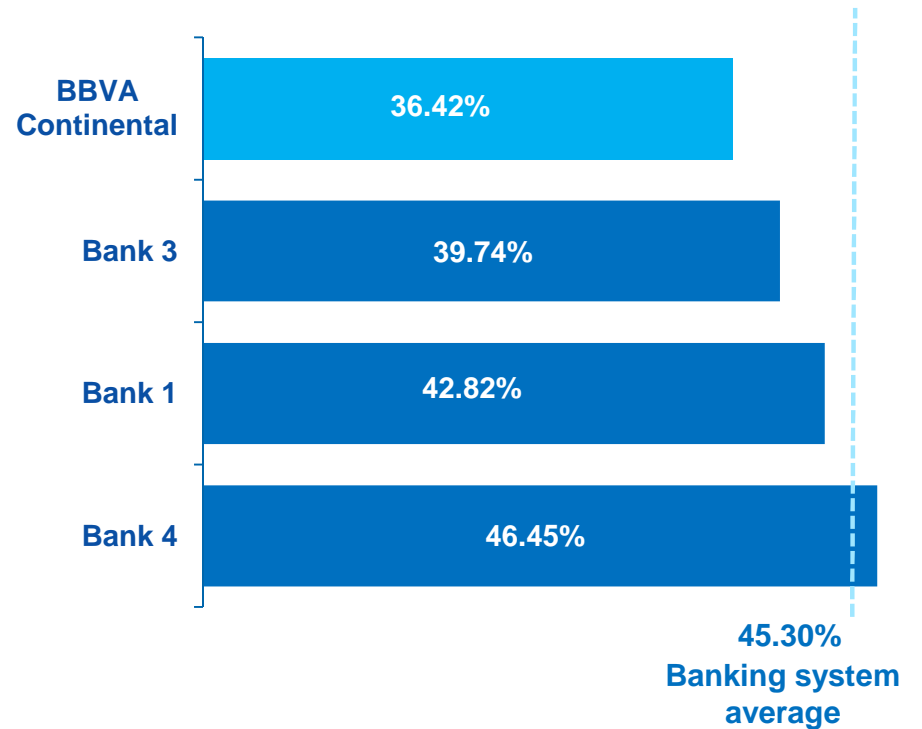
PEN Million



* Includes Amortization and Depreciation

Efficiency

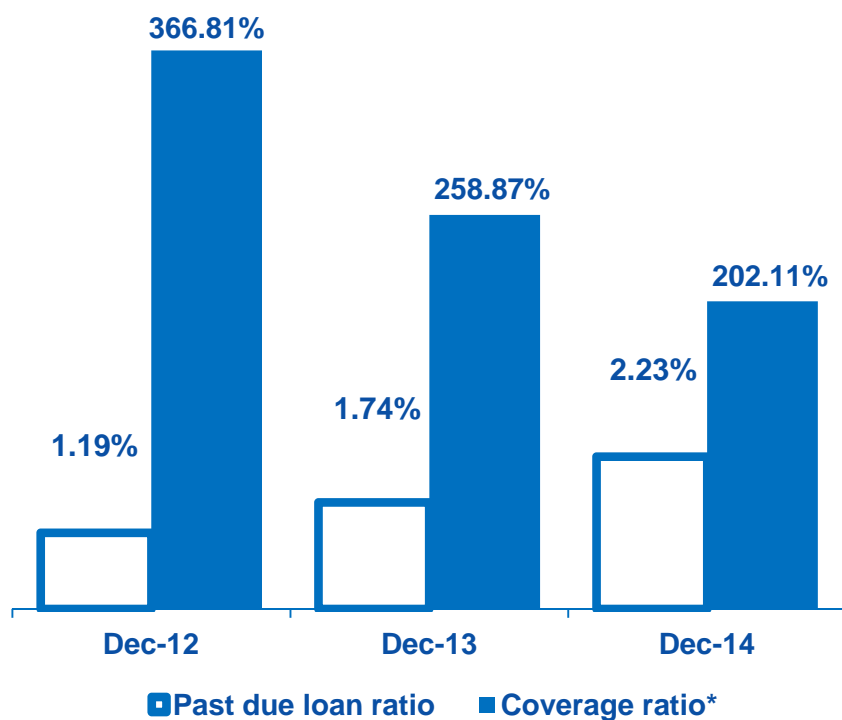
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Risk management

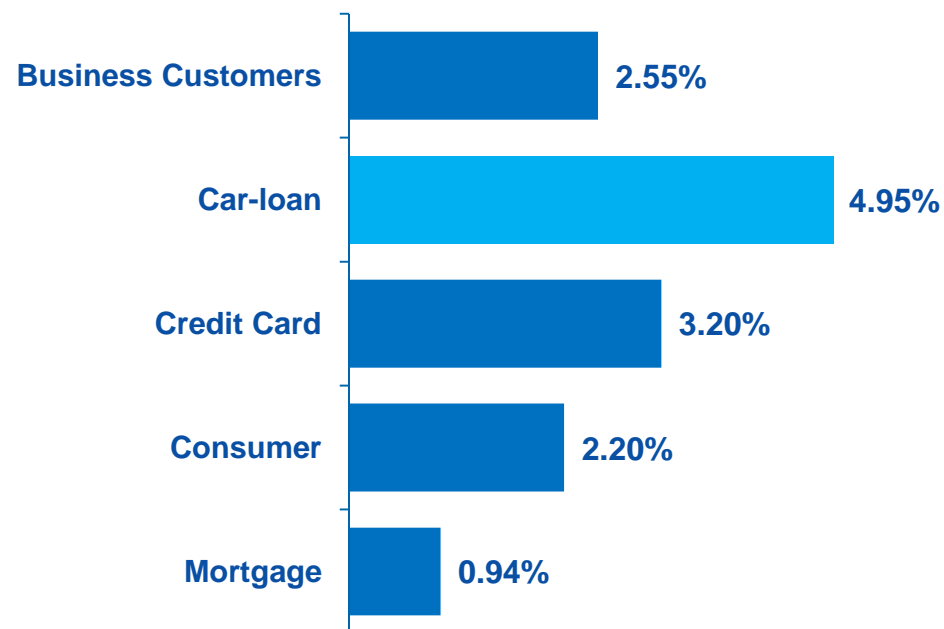
Outstanding asset quality

BBVA Continental



Past due loan ratio by product

December 2014



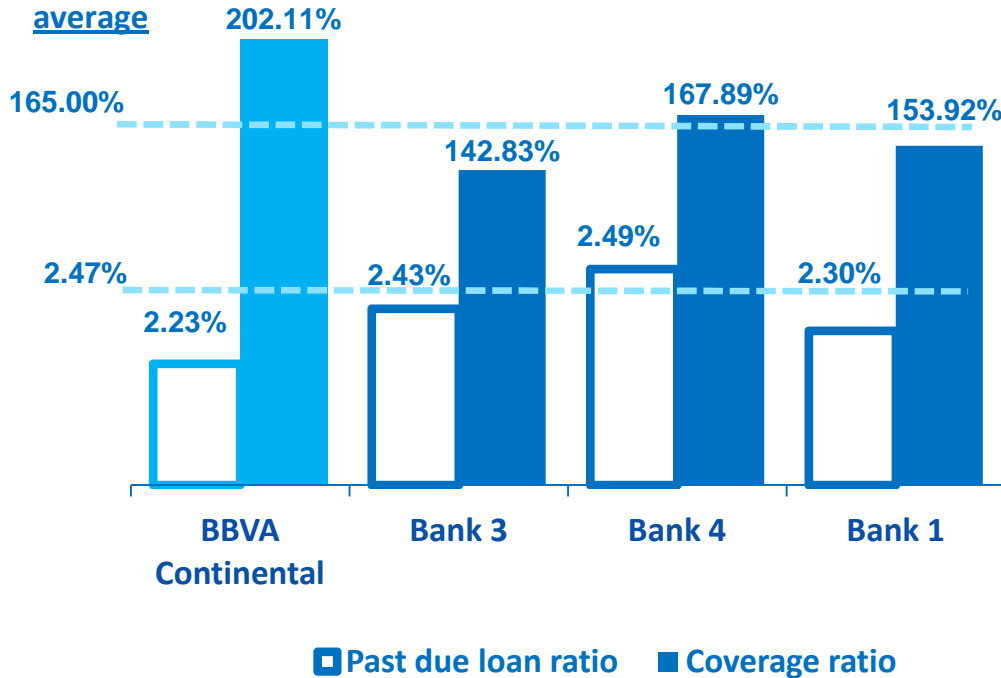
* Since January 2013, performing loans, past due loans, restructured loans and refinanced loans are net of non-accrued lease and lease-back interest revenue.

Risk management

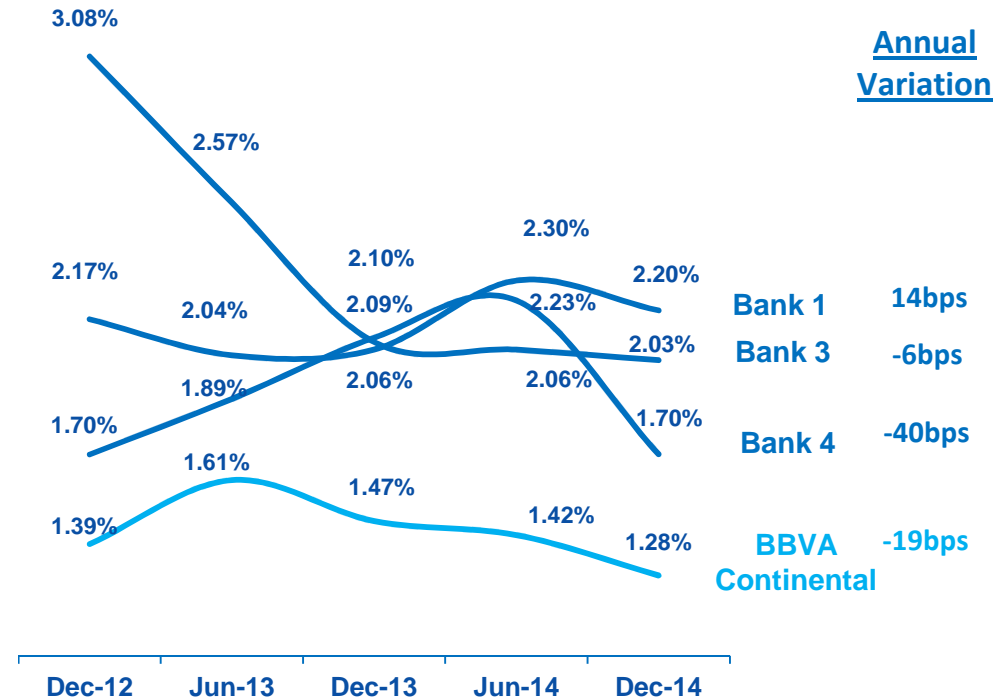
Best Past Due Loan Ratio and Coverage Ratio

December 2014

Banking system average



Best Risk Cost ratio vs. Peer Group



*Risk Cost: Provisions for the last 12 months between total loans (average of the last 12 months)

Risk management

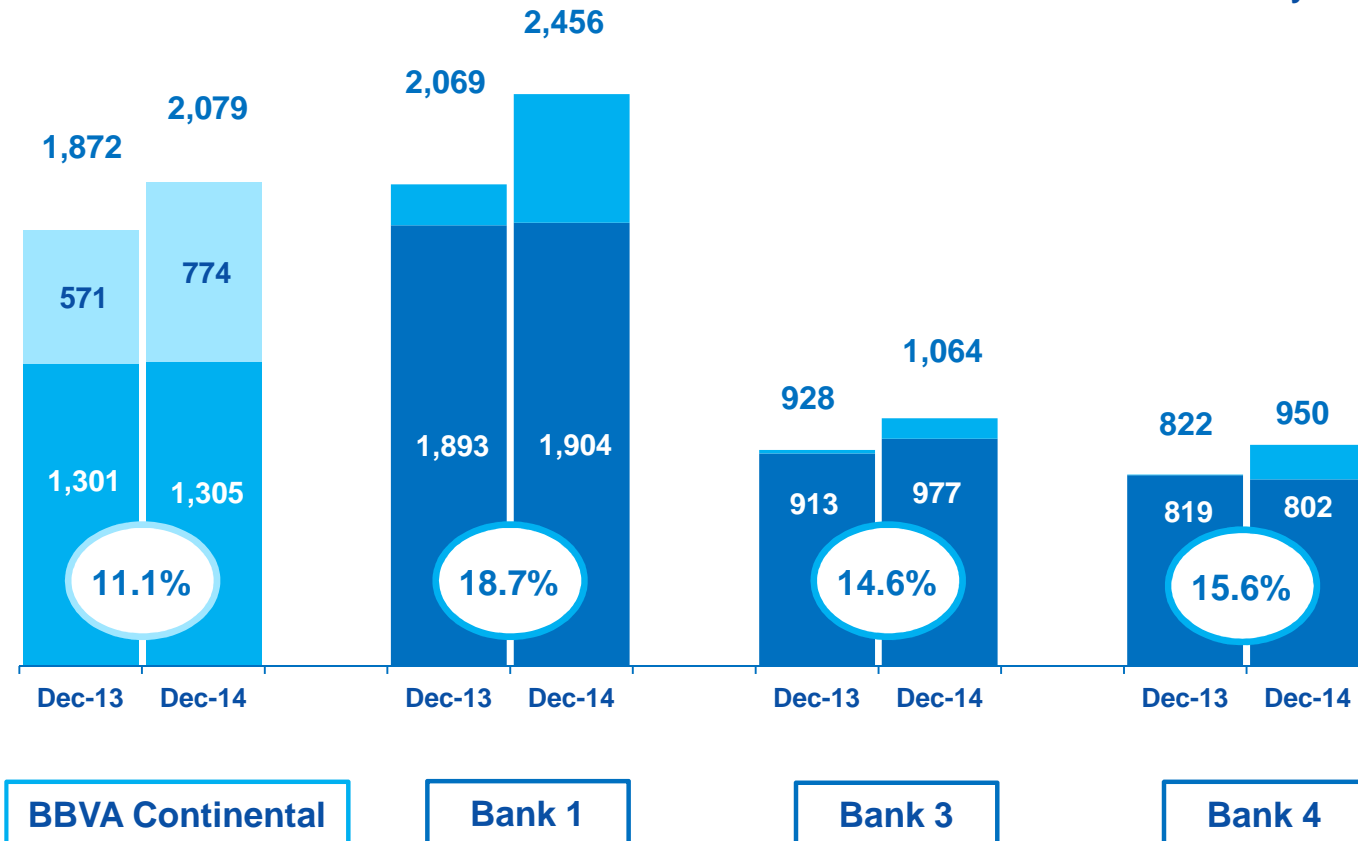
BBVA Continental maintains high levels of voluntary provisions

Provisions

PEN Million

■ Required

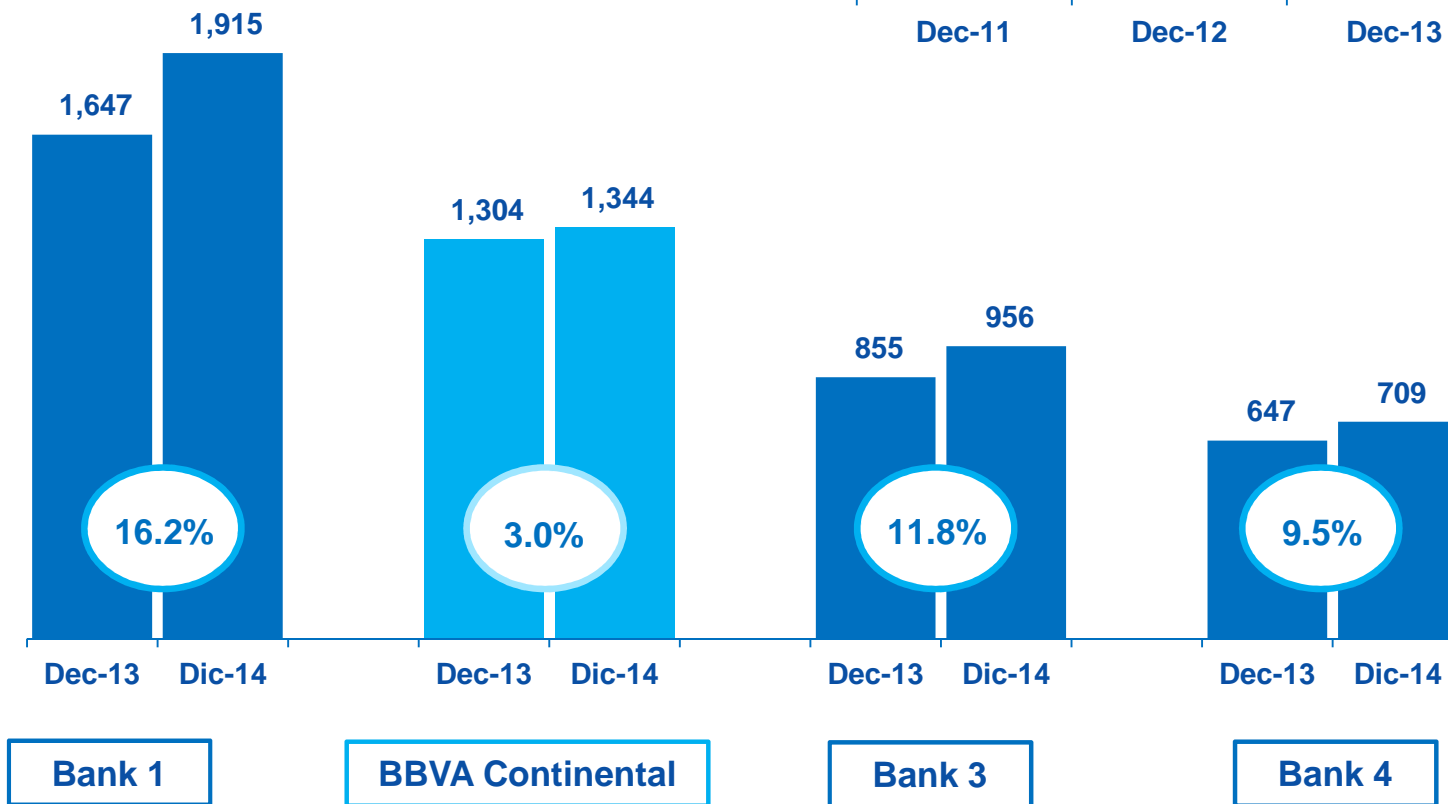
■ Voluntary



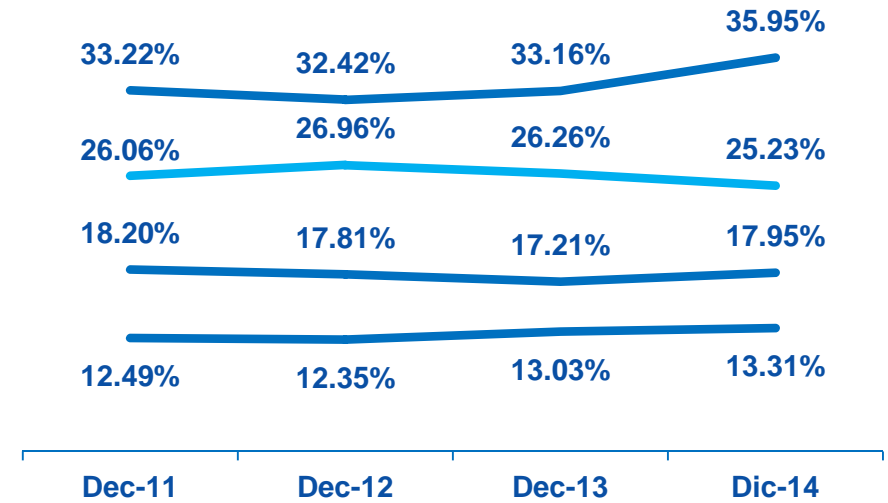
Profitability management

Net income

PEN million



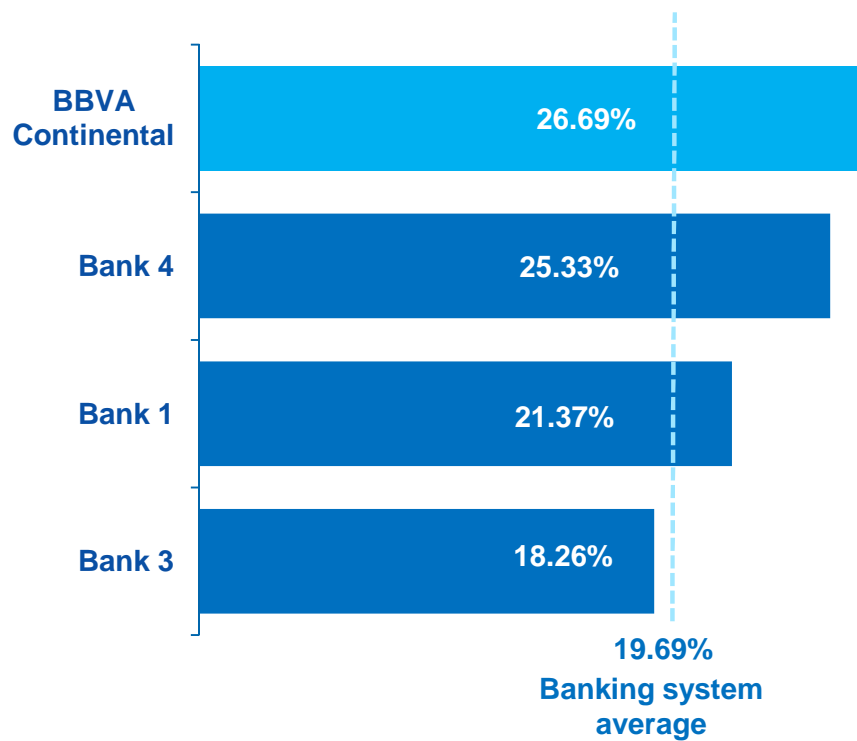
Market share



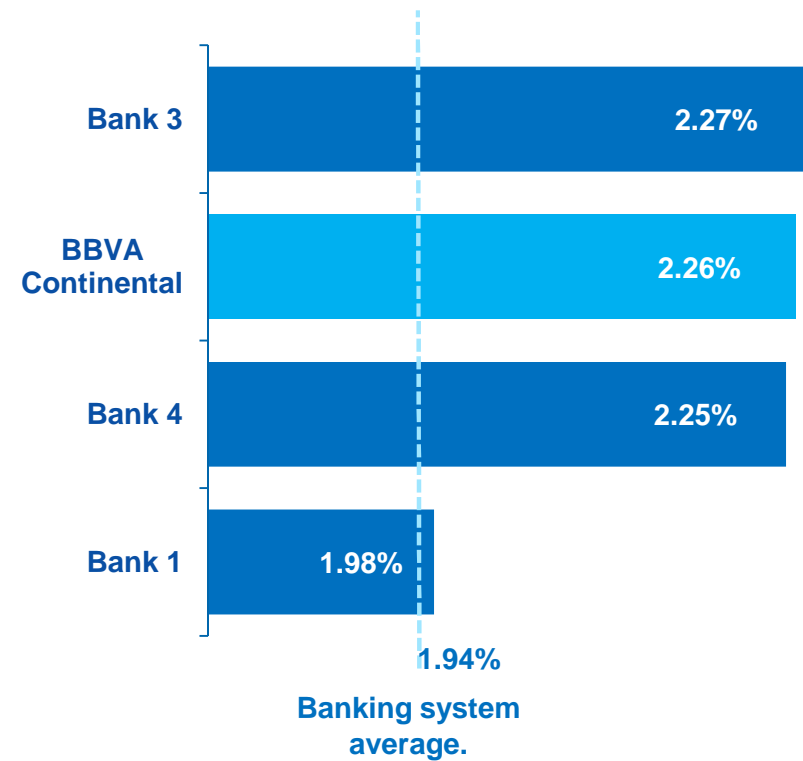
Profitability management

BBVA Continental has outstanding profitability ratios as compared to its peers...
December 2014

Return on Equity - ROE



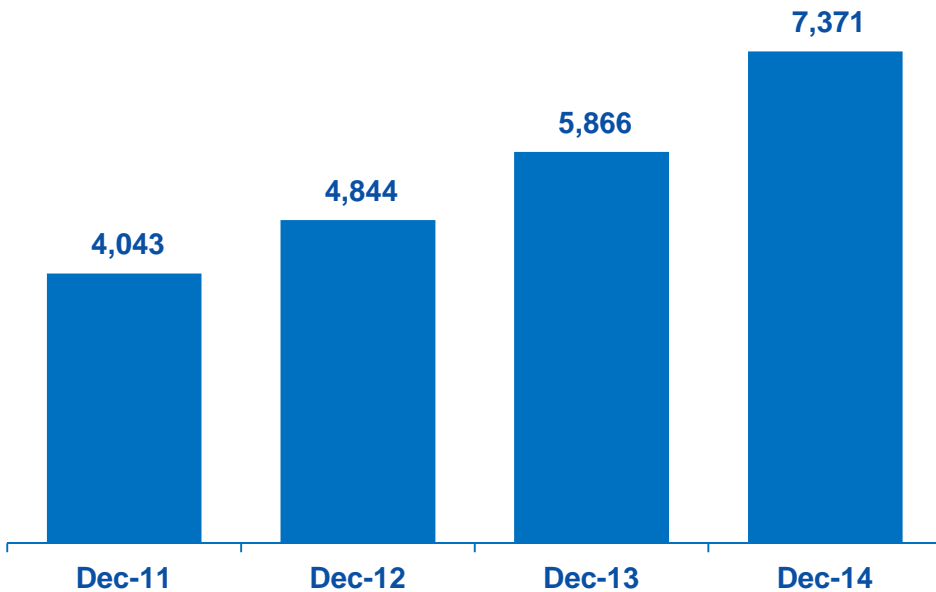
Return on Assets - ROA



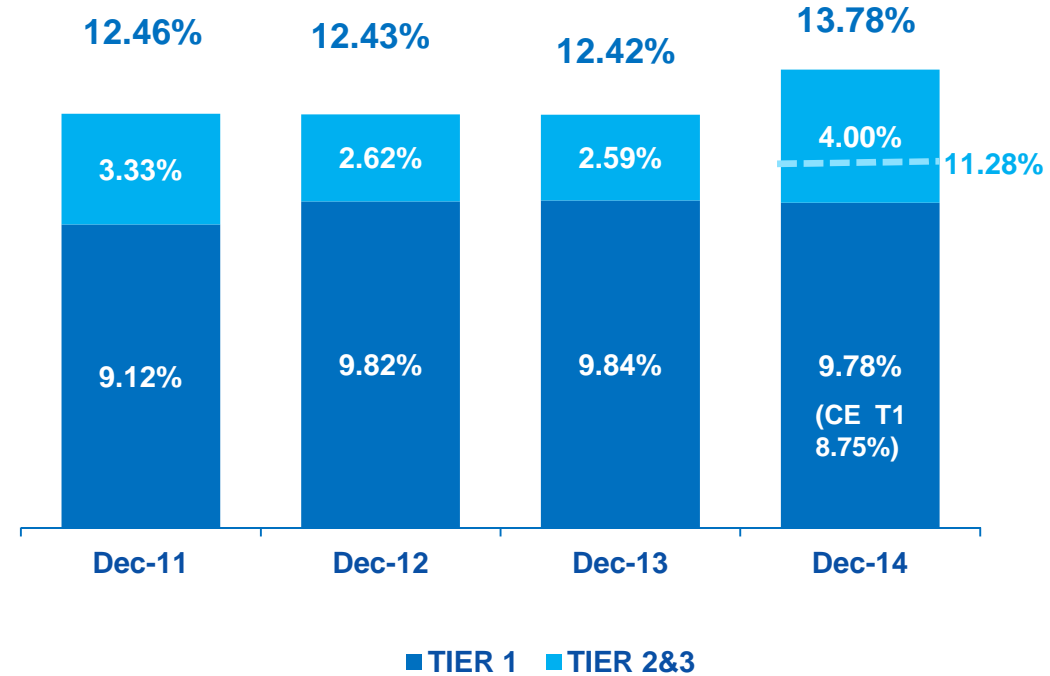
Solvency management

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

BBVA Continental

Informe Anual 2013
Responsabilidad Corporativa



Corporate Social Responsibility Report



First environmental facility made in South America



Program:
“Leer es estar adelante”

AWARDS



BBVA Continental is part of the Best Corporate Governance Principle's Index of companies

5 Ratings

International rating

The Bank has the best international ratings

Instrument	Fitch Ratings	Standard & Poors
Foreign currency long term issuances	A-	BBB+
Foreign currency short term issuances	F1	A-2
Local currency long term issuances	A-	BBB+
Local currency short term issuances	F1	A-2
Individual rating	WD	-
Outlook	Stable	Negative

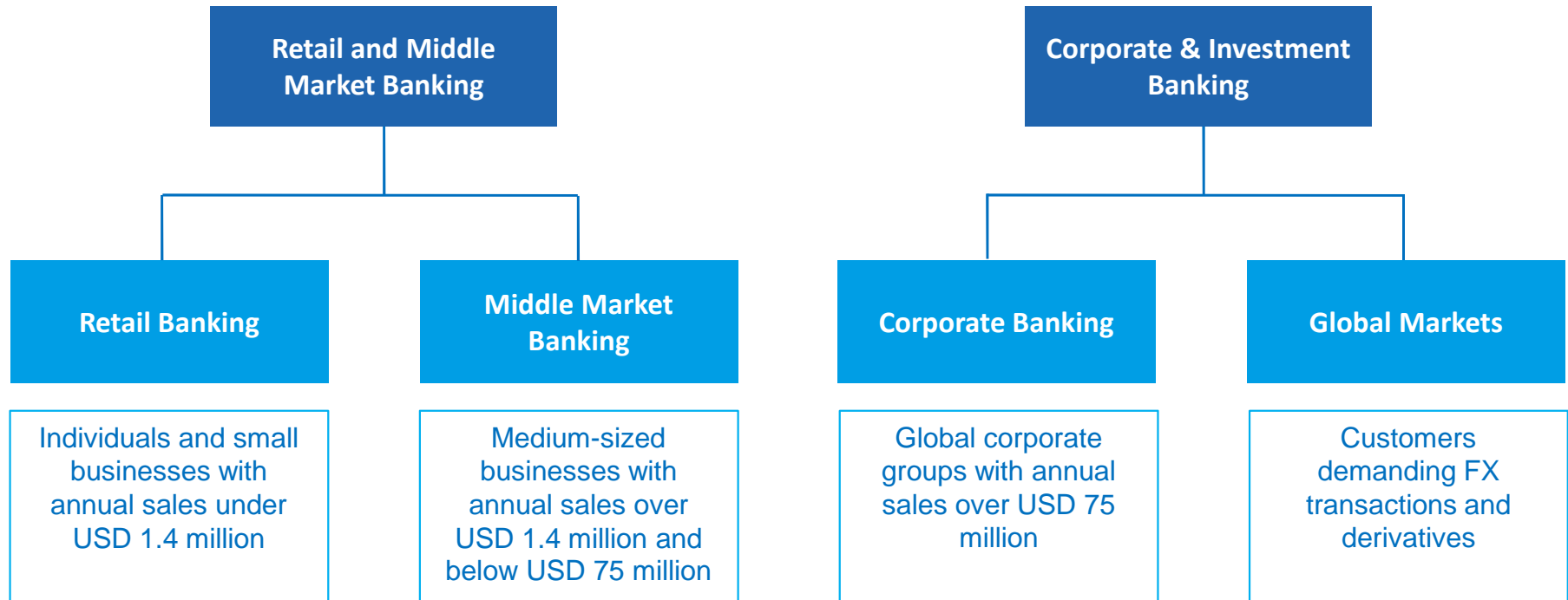
Local rating

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

Instrument	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

6 Annex

Annex 1: 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.



BBVA Continental

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