



BBVA Continental

Investors Report

First Quarter 2016

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Sections

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

1

Peru:

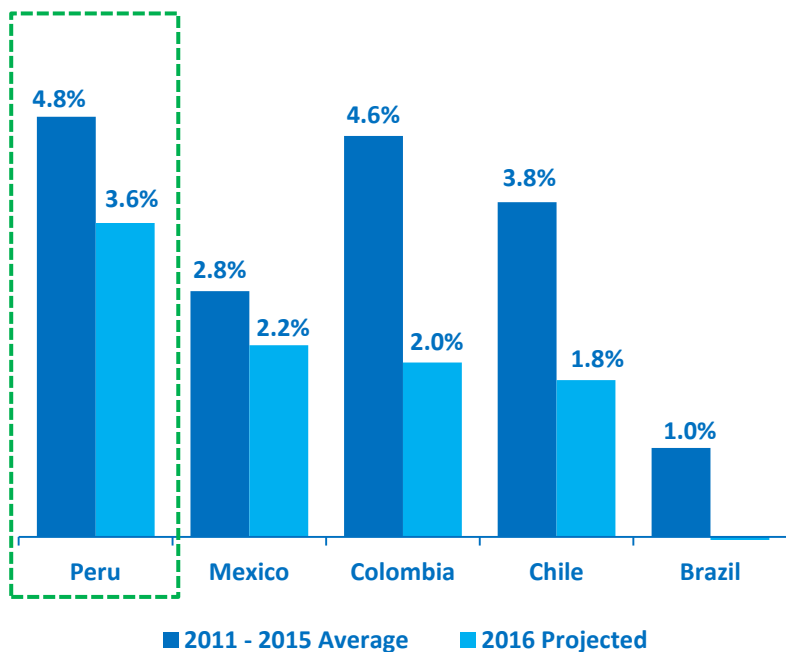
**Attractive economy &
financial system**

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

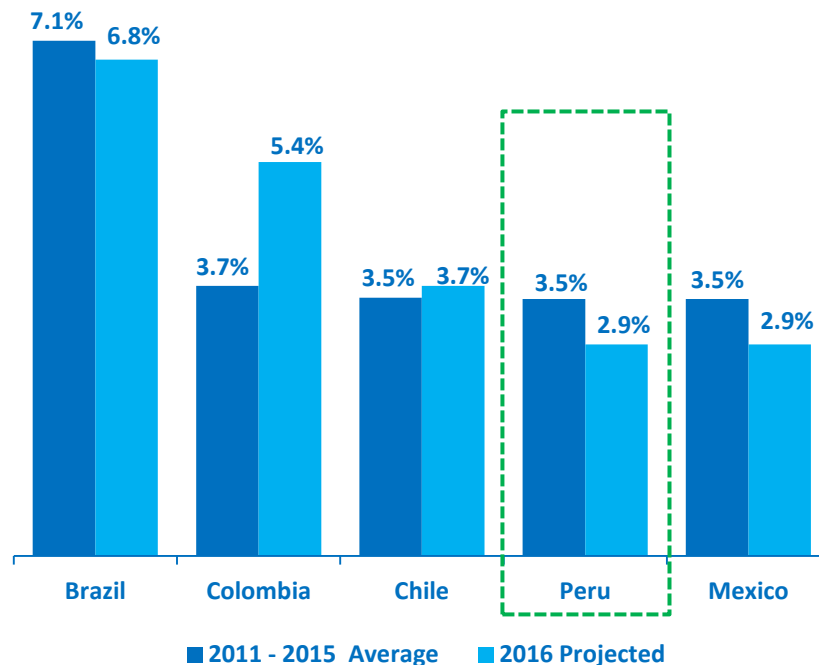
Peru is one of the economies with fastest growth in Latin America...

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

GDP growth

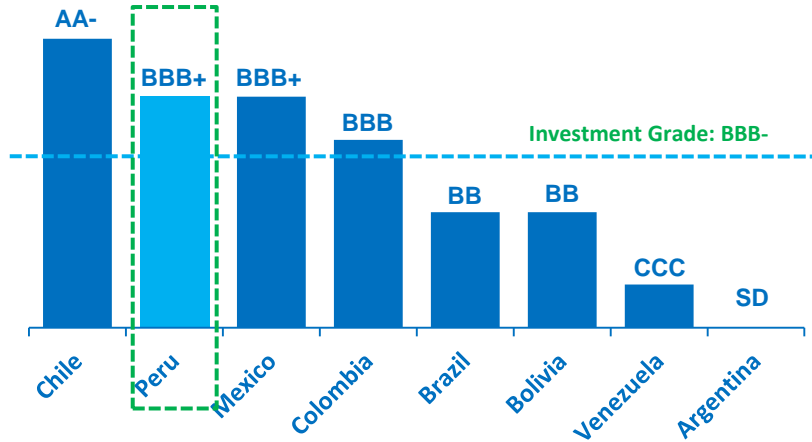


Inflation



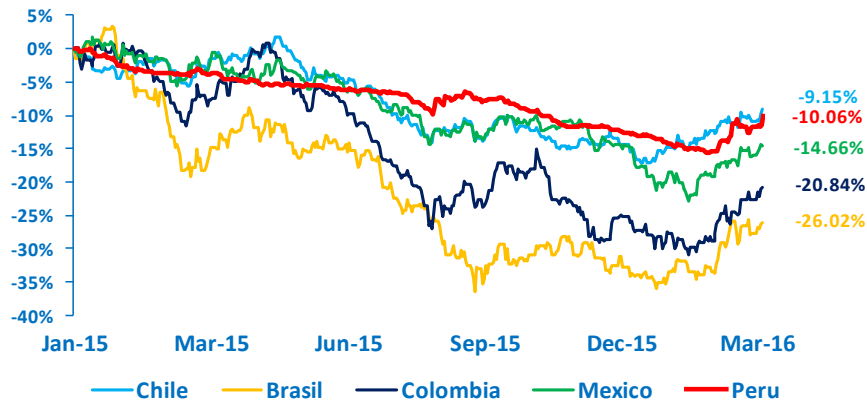
...sovereign investment grade, relatively stable currency and low levels of debt

Ratings



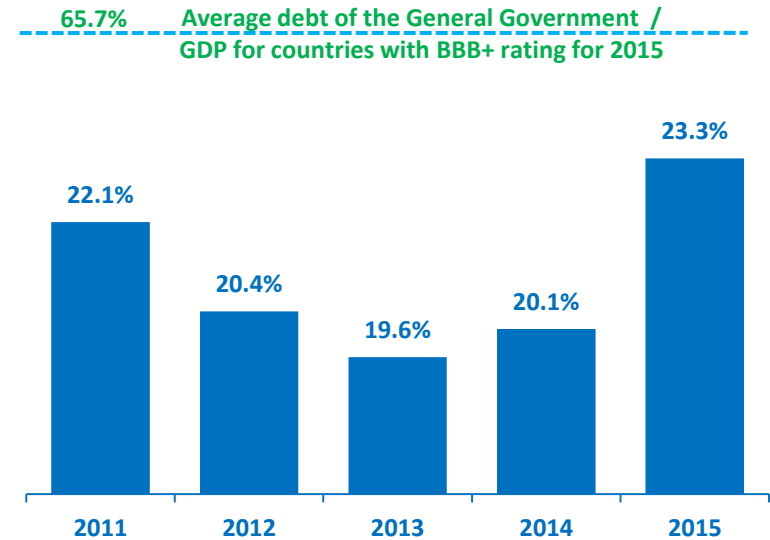
Source: Standard & Poor's

Currency depreciation against USD



Source: Bloomberg

Public Debt as a percentage of GDP



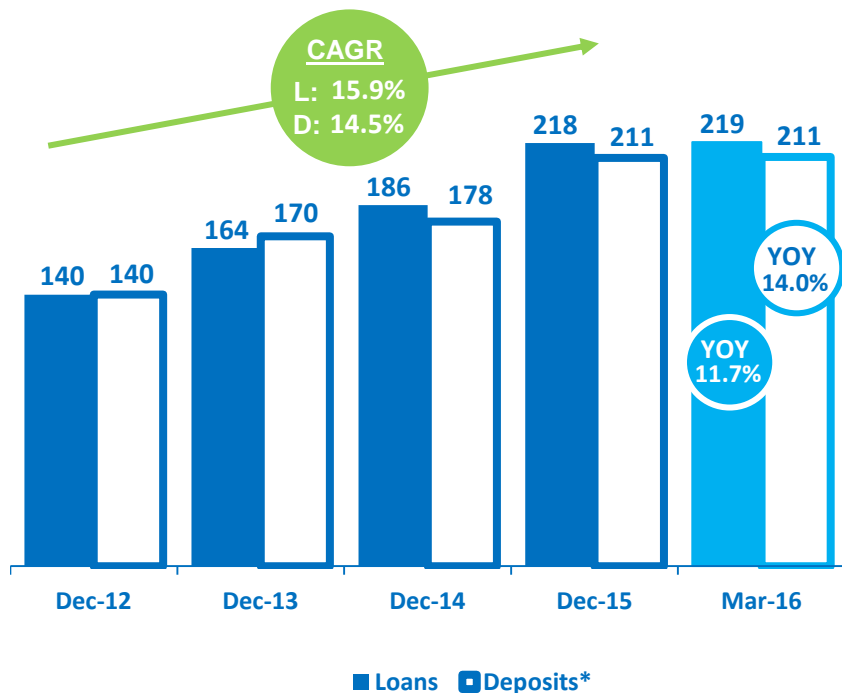
Source: Central Bank of Peru

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

The Peruvian Banking System has shown strong growth...

Performing loans and Deposits

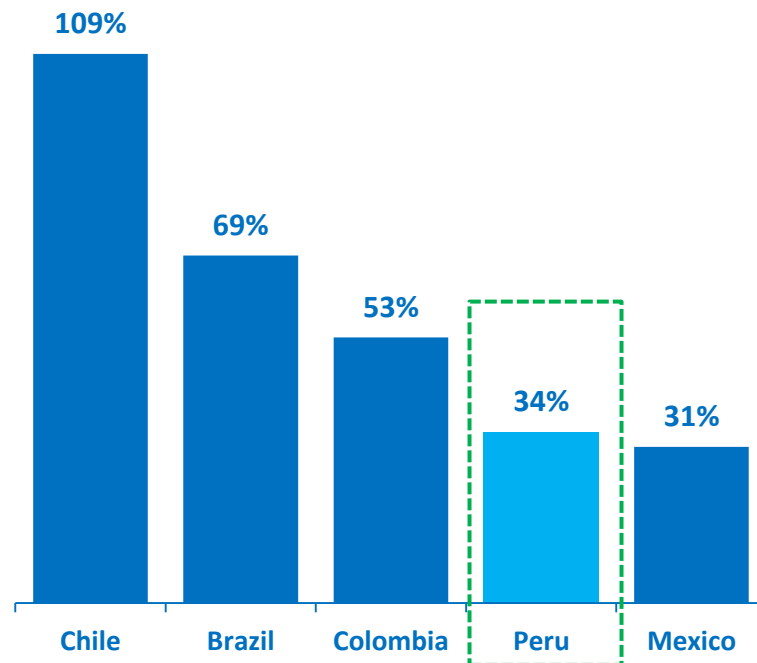
PEN thousands of millions



...with great potential for future expansion

Loans to private sector as a percentage of GDP

2014

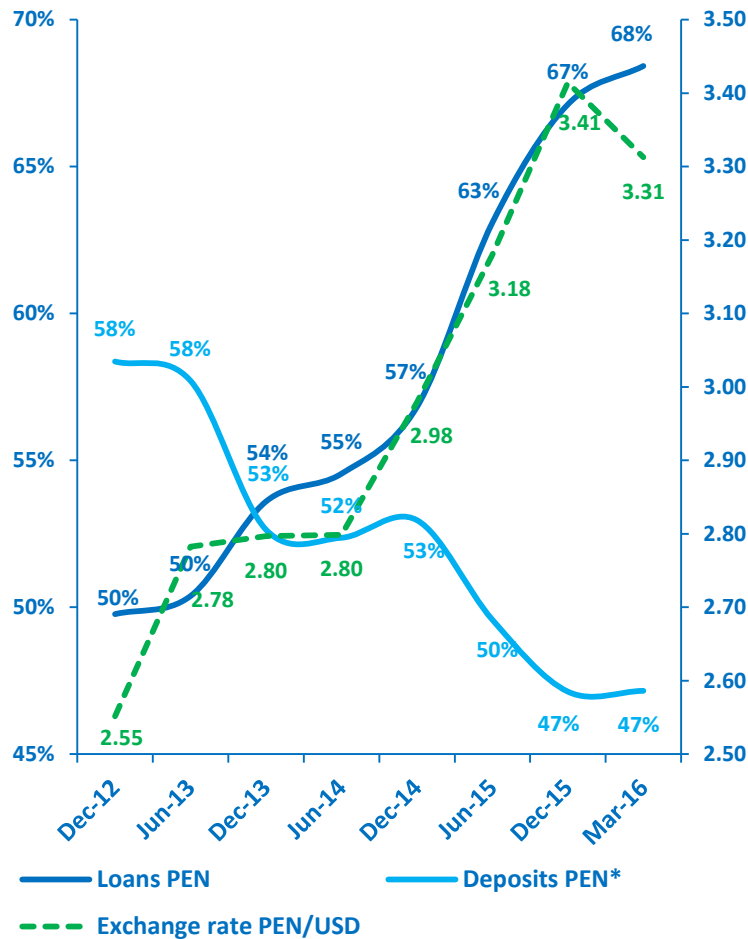


*Other obligations are excluded from deposits
Source: Superintendencia de Banca, Seguros y AFP

Source: World Bank. Last available information.

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

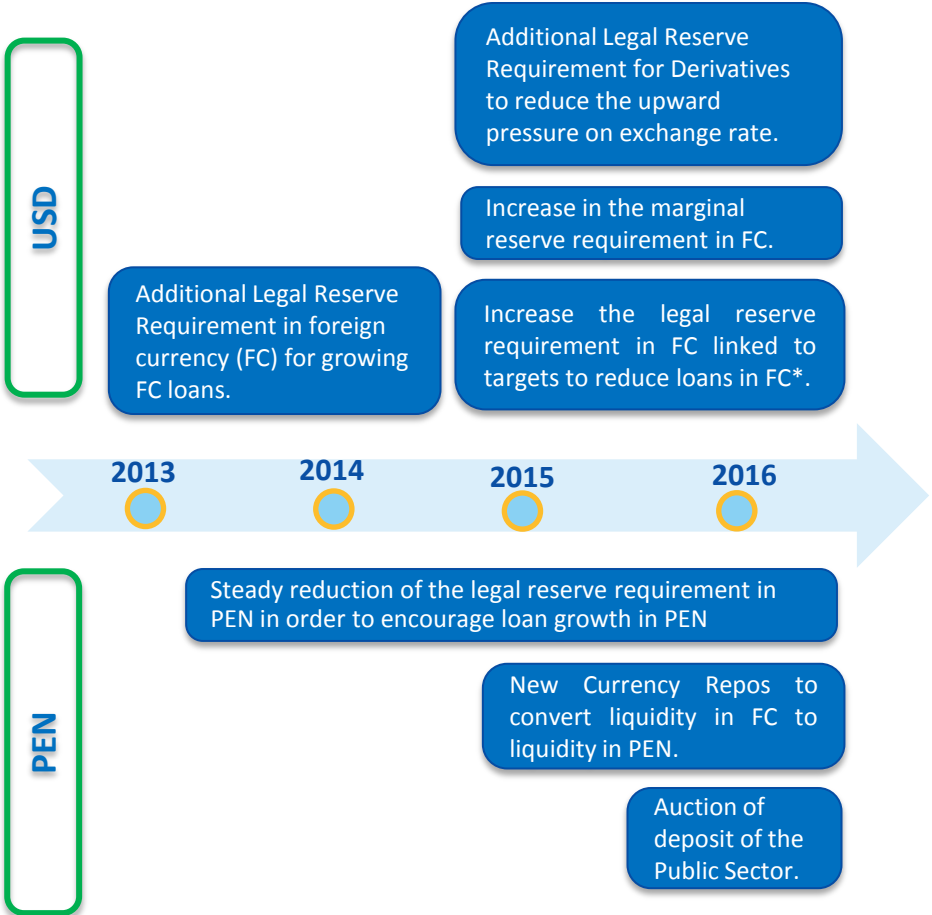
PEN - denominated Loans and Deposits at the Banking System



*Other obligations are excluded from deposits
Source: Superintendencia de Banca, Seguros y AFP

Objective: Reducing credit exchange rate risk

Central Bank Measures:



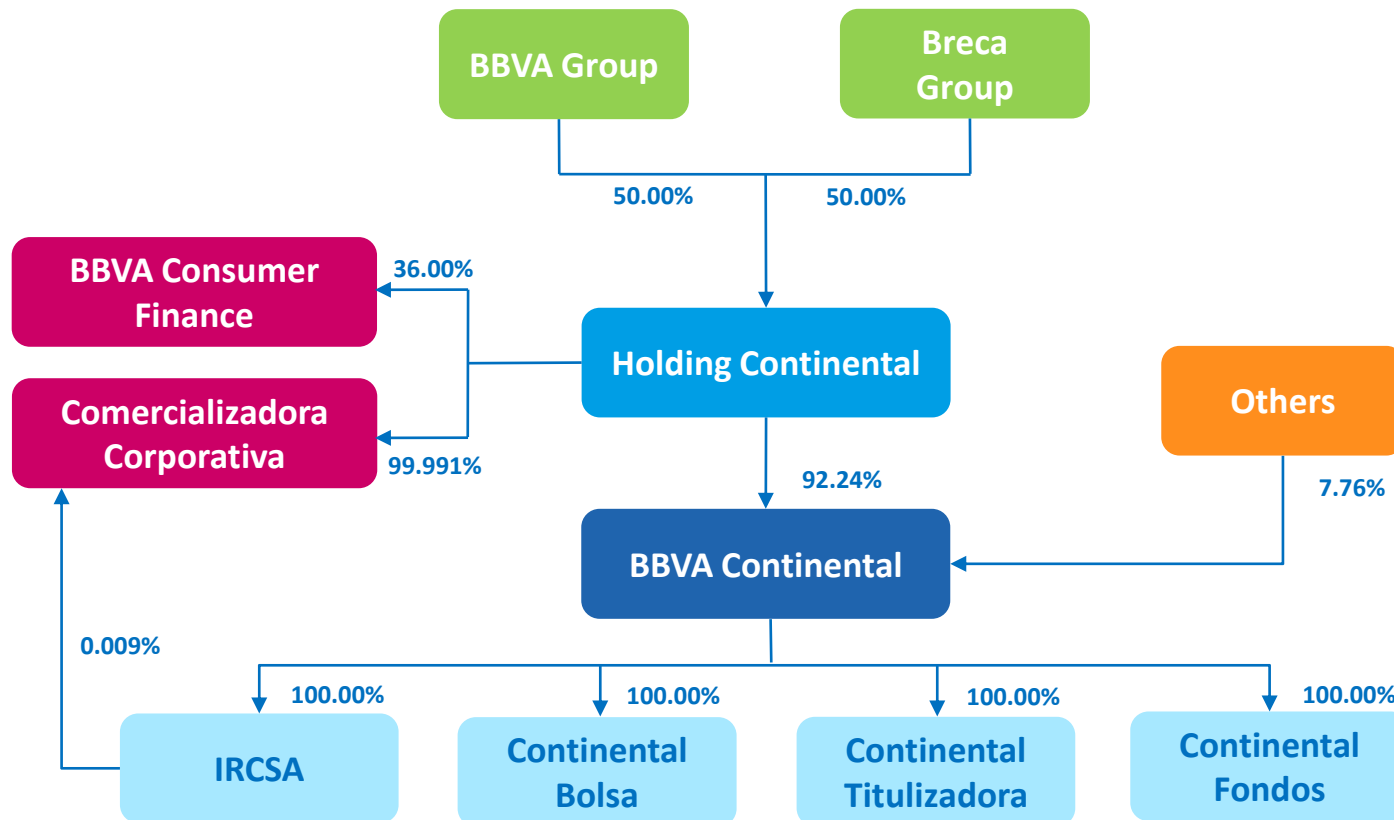
*Excluded operations higher than USD10MM and 3 years (before 4 years) from June 2015.
Source: Banco Central de Reserva del Perú, BCRP

2 Organization

BBVA Continental Shareholders

March 2016

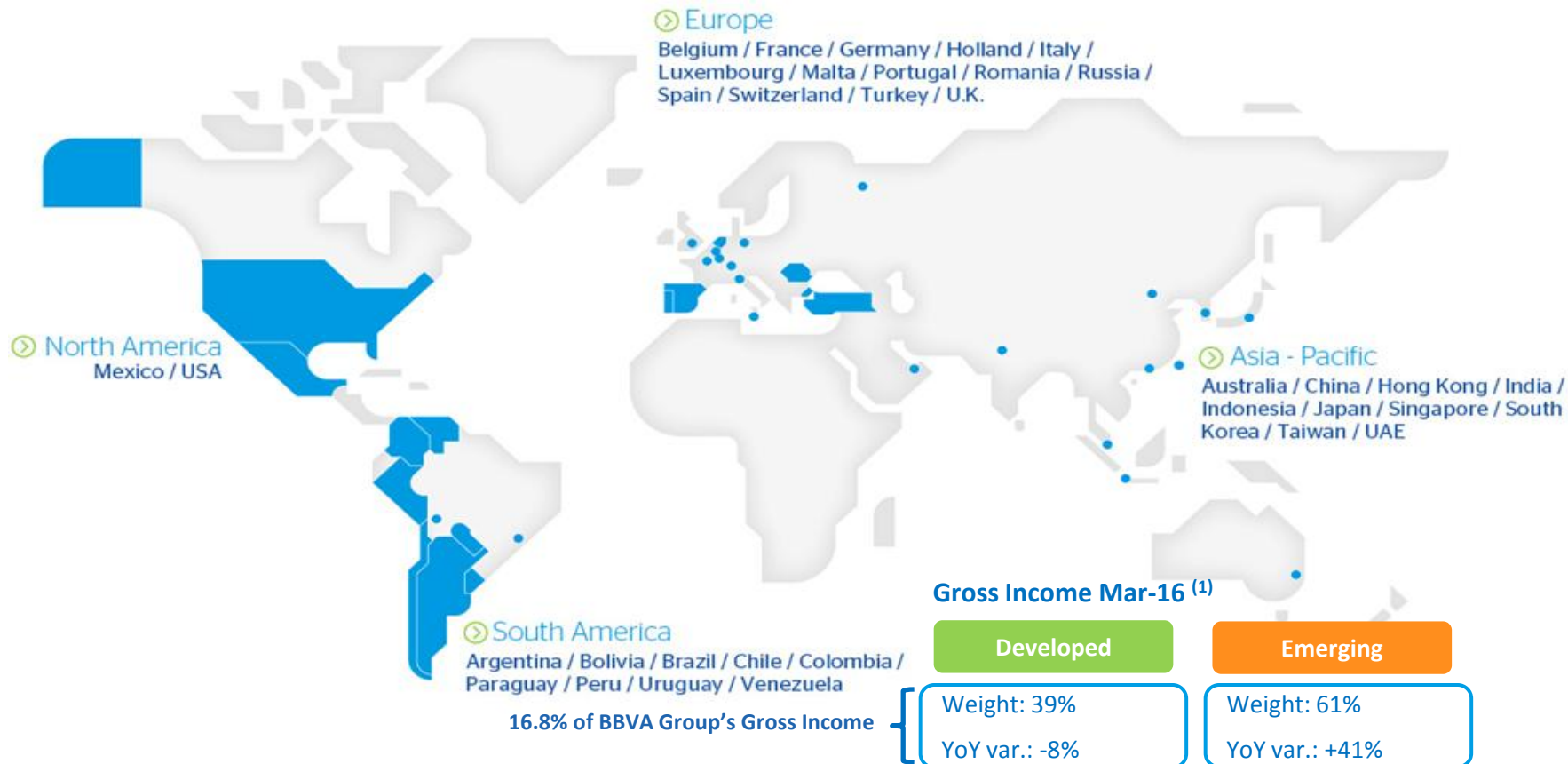
BBVA Continental and Subsidiaries are part of the Economic Group formed by Holding Continental, whose shareholders are BBVA Group and Breca



BBVA Group

March 2016

Appropriate balance between developed and emerging markets that allows the BBVA Group to diversify its sources of income by providing a high degree of recurrence in their results



€ 741

billion in total assets

66

million customers

35

countries

9,173

branches

30,794

ATMs

137,445

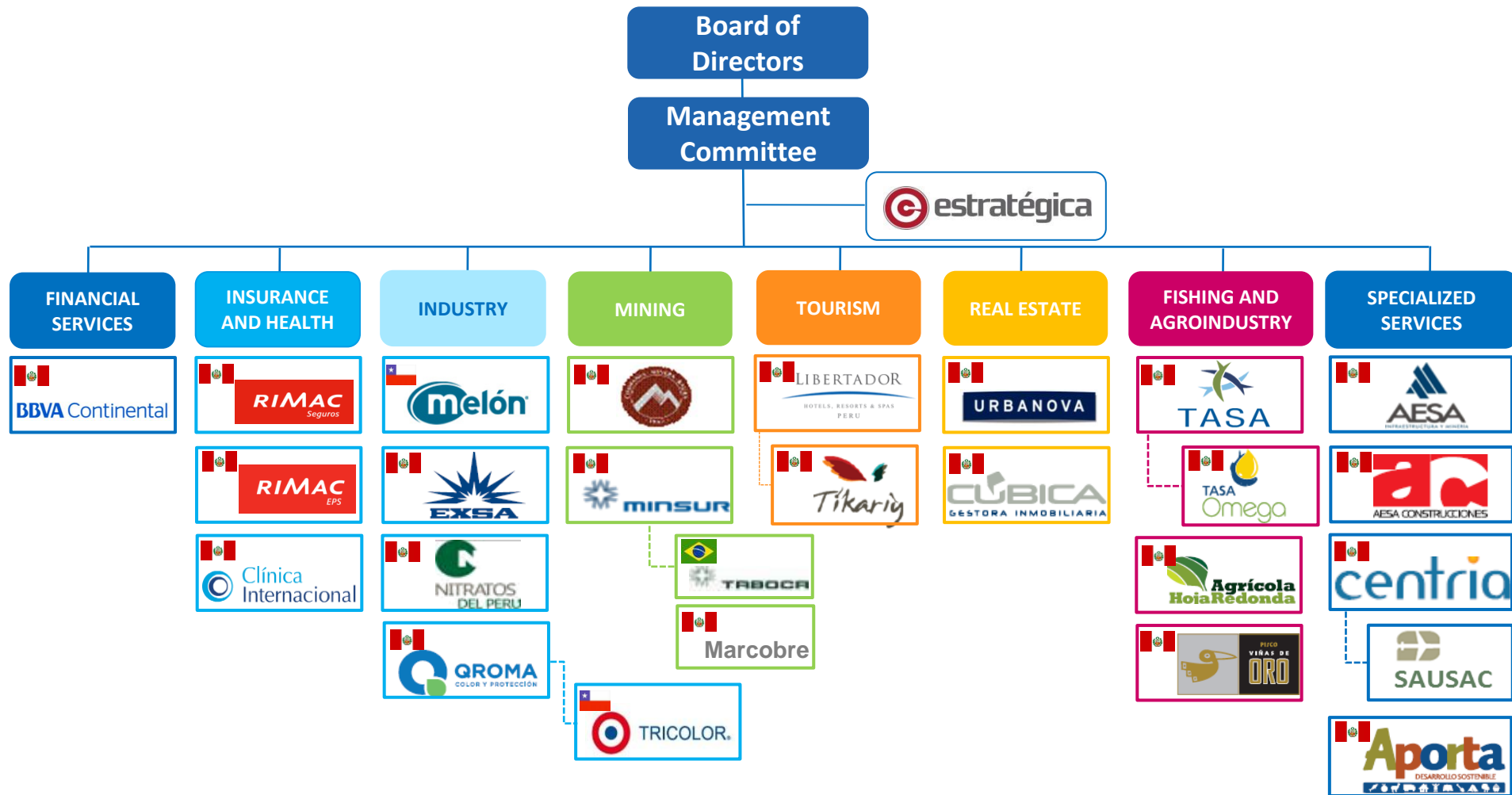
employees

1/ Excludes Corporate activities; YoY change in constant Euros

Source: BBVA Group

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

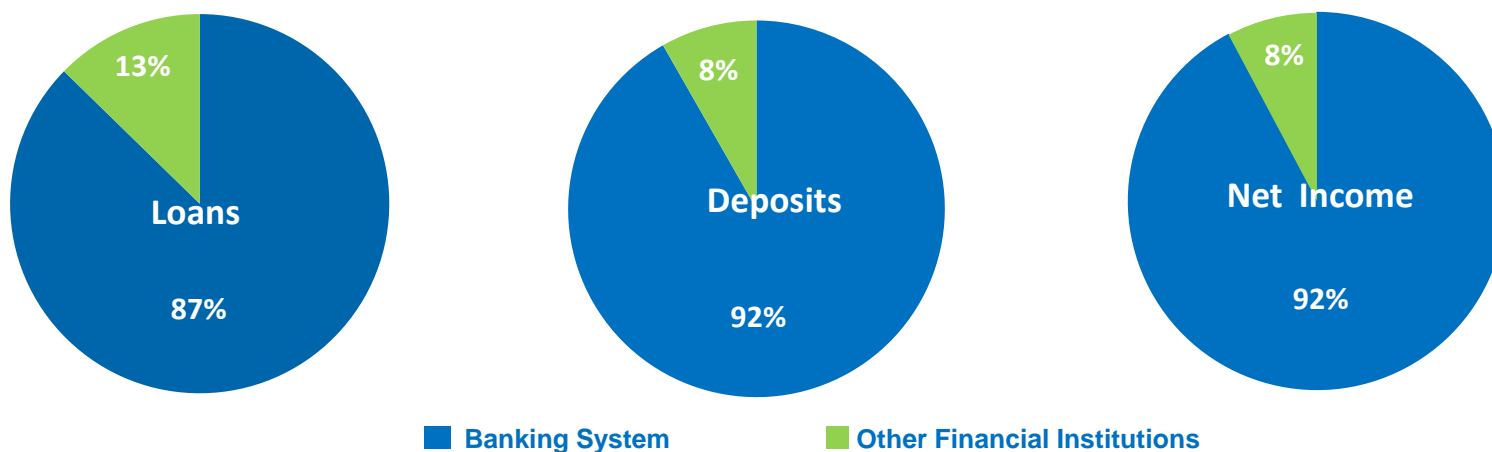


Peruvian Financial System

December 2015

Financial system	Institution PEN Million	Net loans Dec-15	Deposits Dec-15	Net Income Dec-15
Banking system	Banks (17)	216,684	210,767	7,040
	Banco de la Nación	10,198	24,892	741
Other financial institutions	Cajas Municipales (12)	13,472	14,603	355
	Financieras (12)	8,404	4,995	277
	Cajas Rurales (7)	415	489	-18
	Edpymes (12)	1,705	-	-3
	Leasing (2)	442	-	8
	COFIDE	7,000	235	82
	Agrobanco	1,550	-	17

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



*Other obligations are excluded from deposits
Source: Superintendencia de Banca, Seguros y AFP

Key performance indicators of BBVA Continental:

March 2016



#1 in Cost of risk*	1.36%
#1 in NPL ratio	2.33%
#1 in Coverage ratio	190.92%
#3 in profitability ROE: Annualized net income / Average equity	22.85%
#4 in efficiency	43.41%
#2 in assets	S/.80,701 million
#2 in performing loans	S/.47,697 million
#2 in deposits***	S/.46,624 million
#2 in number of branches	330

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

**Other obligations are excluded from deposits.

- ✓ **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 Brecia, one of the largest business conglomerates in Peru

3 **BBVA Continental** **vs.** **Peers**

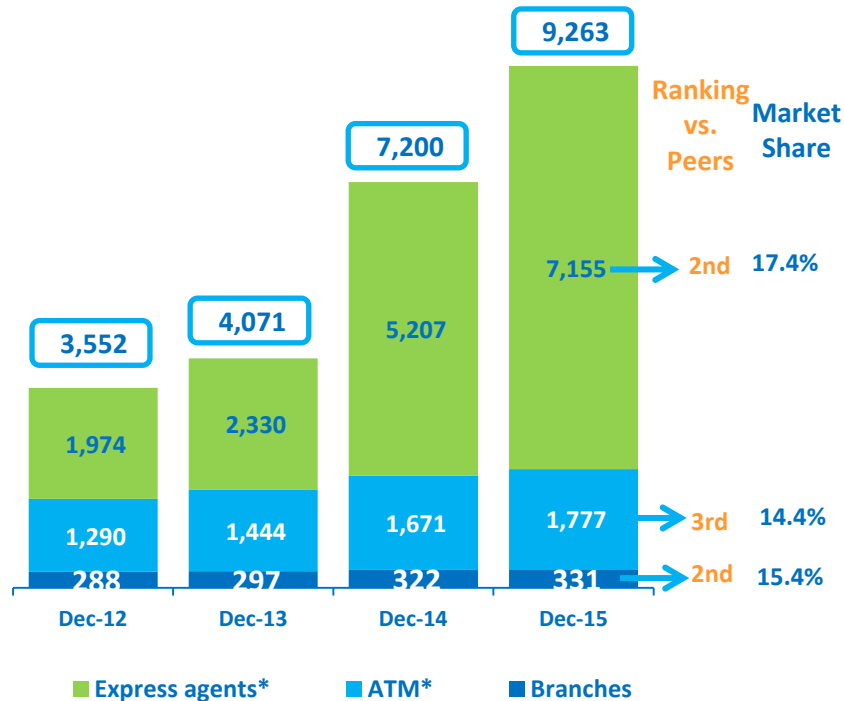
Strong banking platform

December 2015

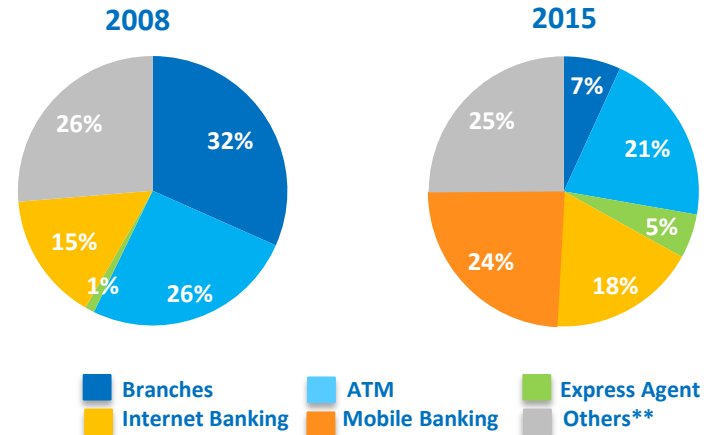
Distribution network:

One of the largest in the country

- ✓ 9,263 points of service
- ✓ More than 4.5 million customers



Evolution in transactions per channel



Digital Banking:

Our objective: To be the leading Digital Bank in the region

- ✓ Online forms to apply for LifeMiles credit cards
- ✓ More digital campaigns: Online registration
- ✓ Lending platform
- ✓ Improvements in the user experience on the web



* ATM & EA as of September 2015, last available public information.

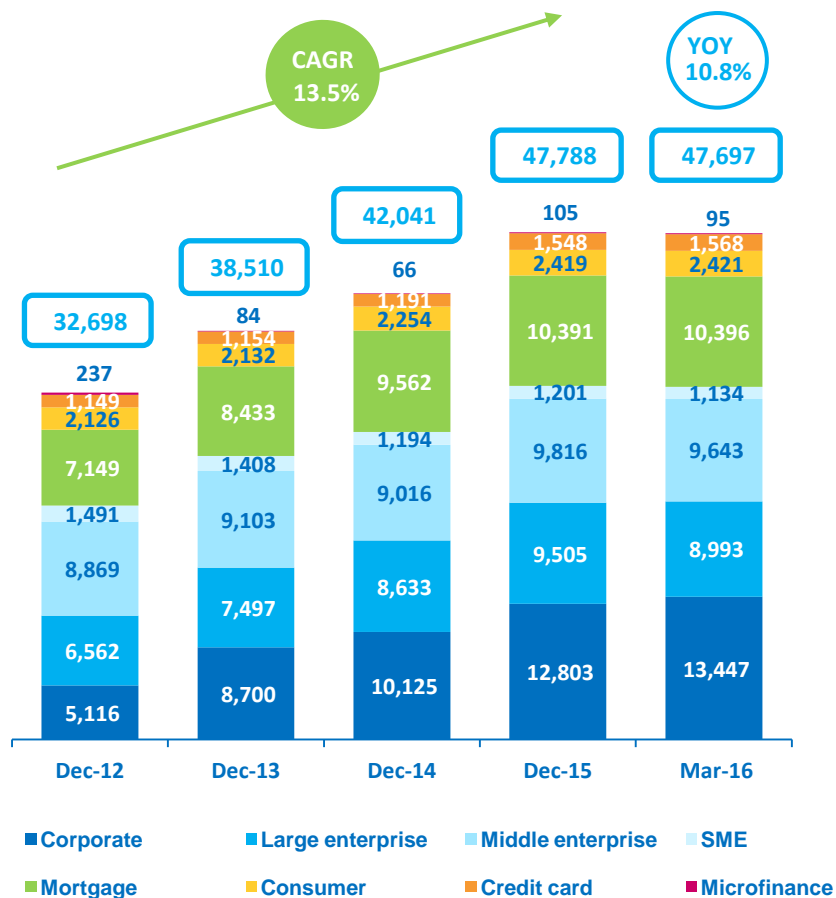
** Other channels include Telephone Banking, POS, Net Cash and Automatic debit.

Source: Superintendencia de Banca, Seguros y AFP & BBVA Continental

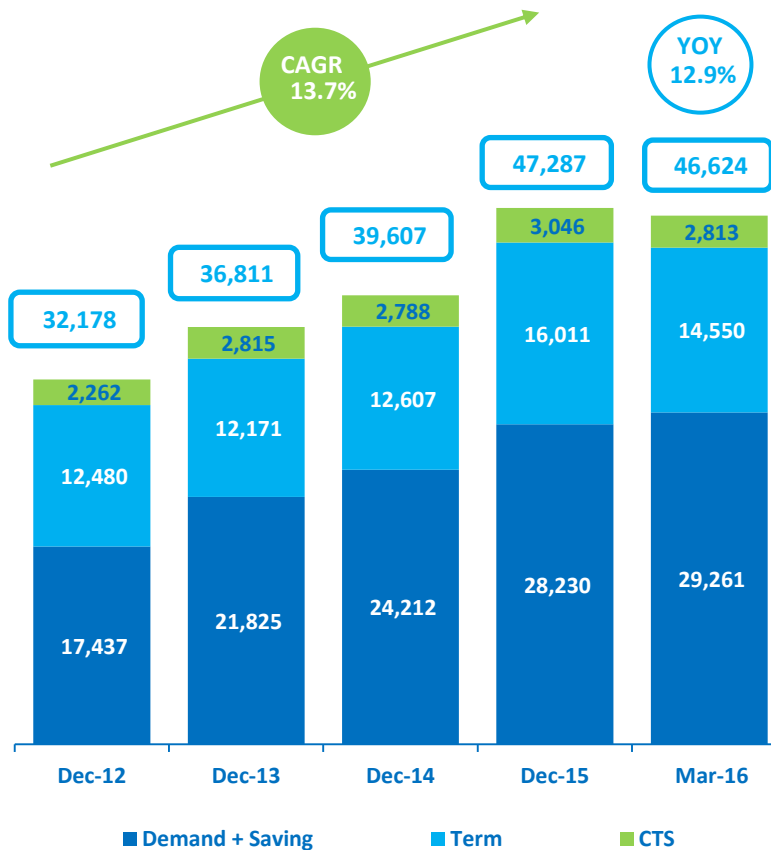
Outstanding growth

PEN Million

Performing loans



Deposits*



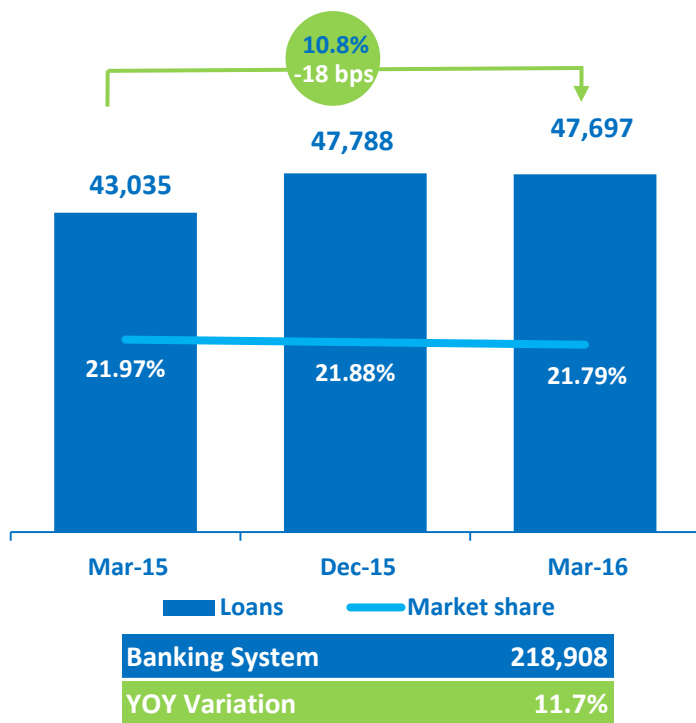
*Other obligations are excluded from deposits
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

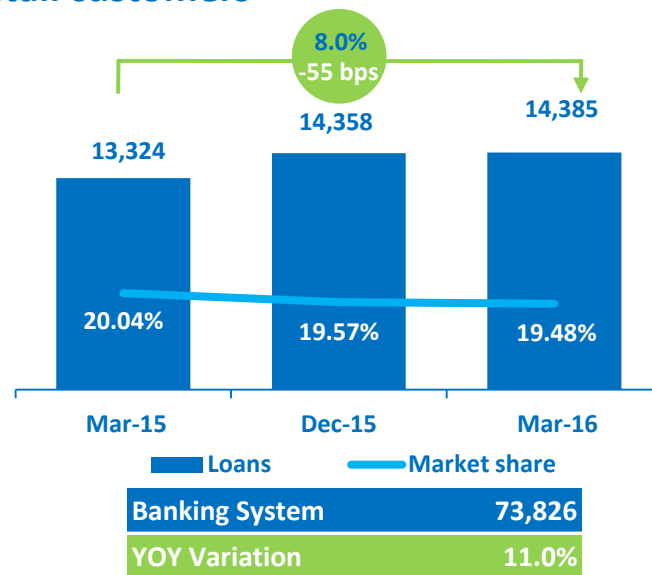
PEN Million and percentage (%)

BBVA Continental shows steady loan growth...

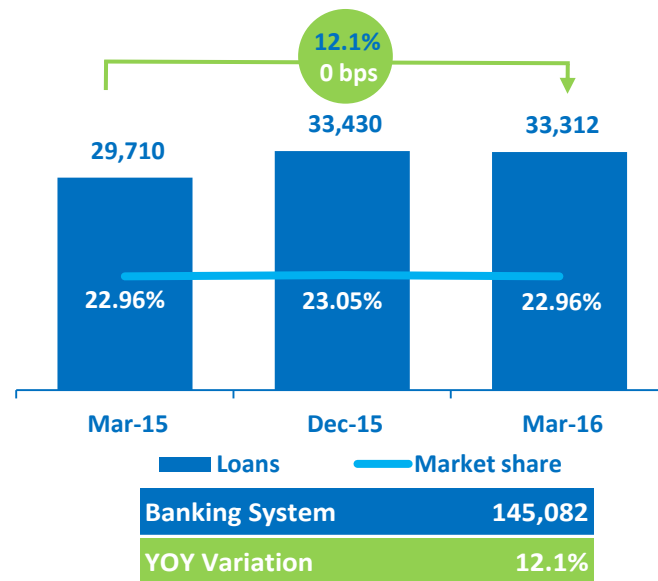
Performing loans



Retail customers



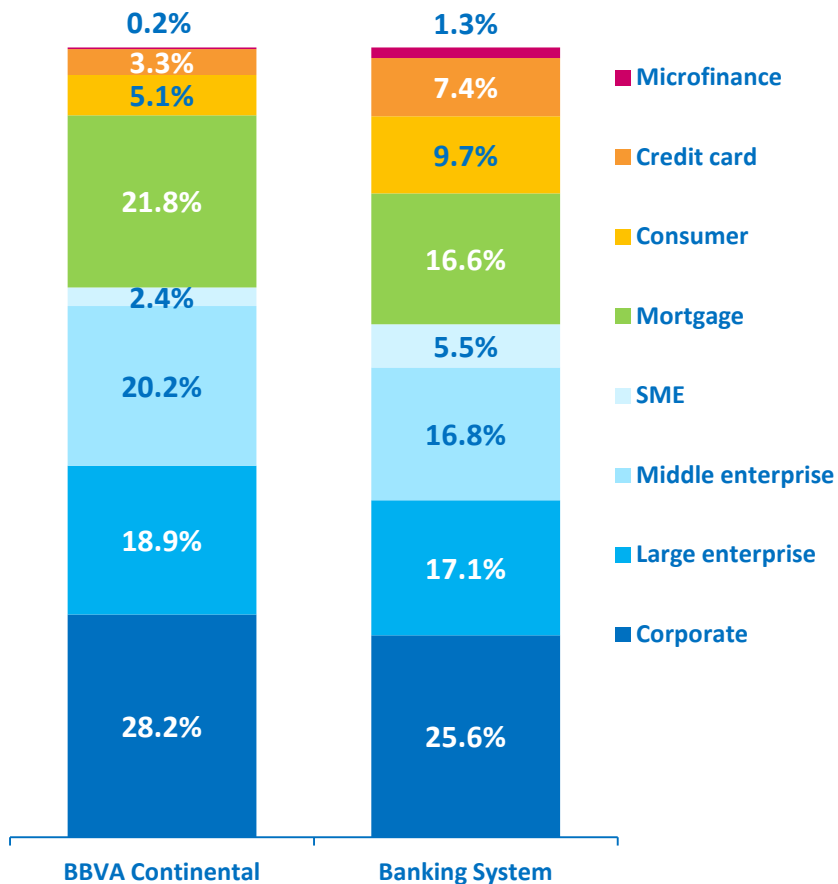
Business customers



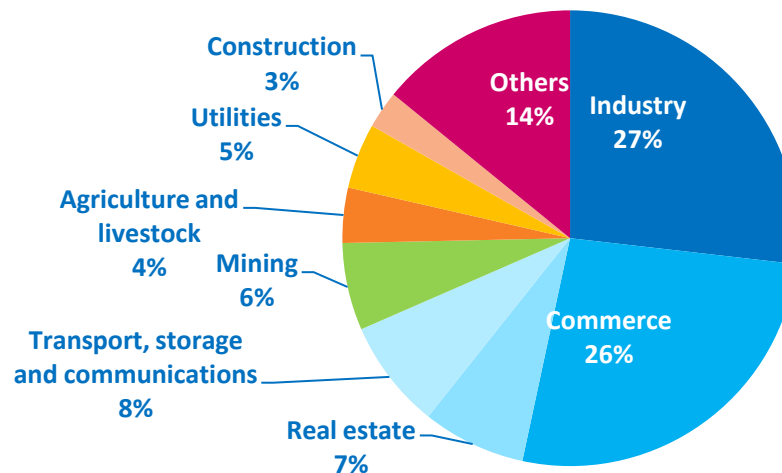
High quality of loan portfolio

March 2016

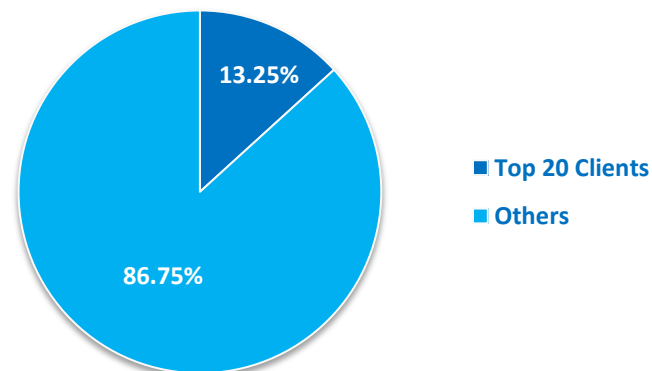
Loans breakdown



Loans by economic sector



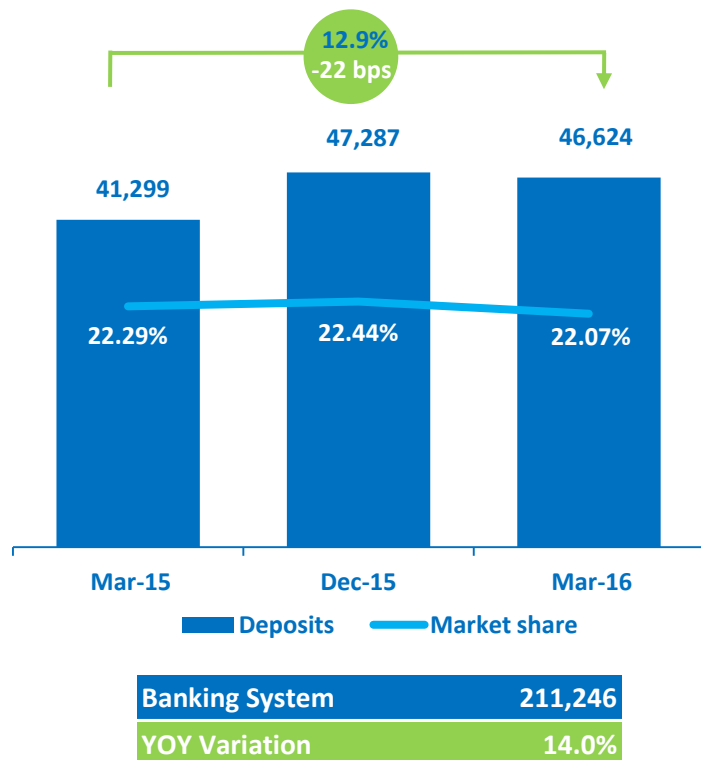
Top 20 clients and others



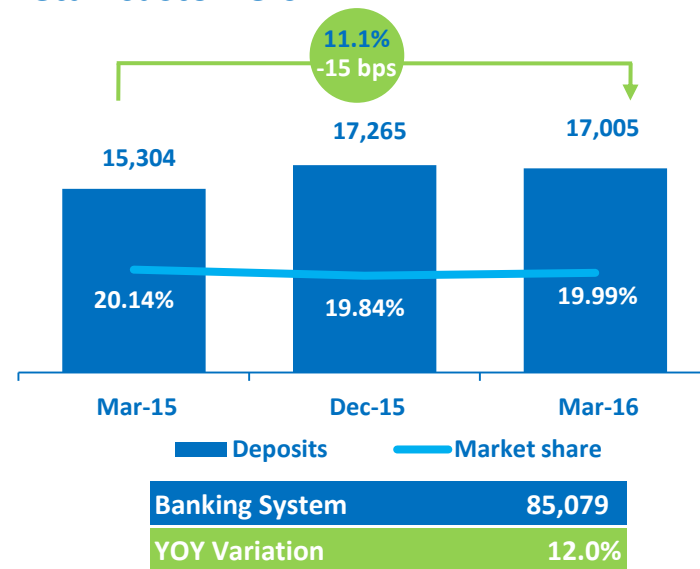
Deposits

PEN Million and percentage (%)

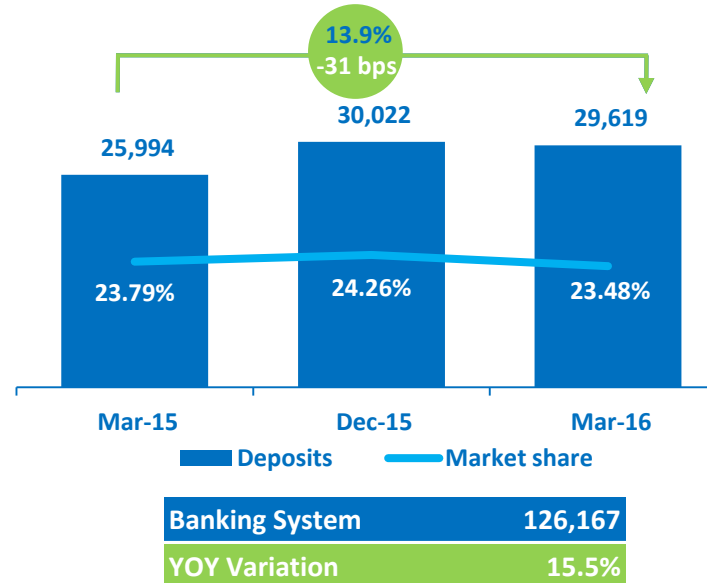
Growth continues also in deposits...



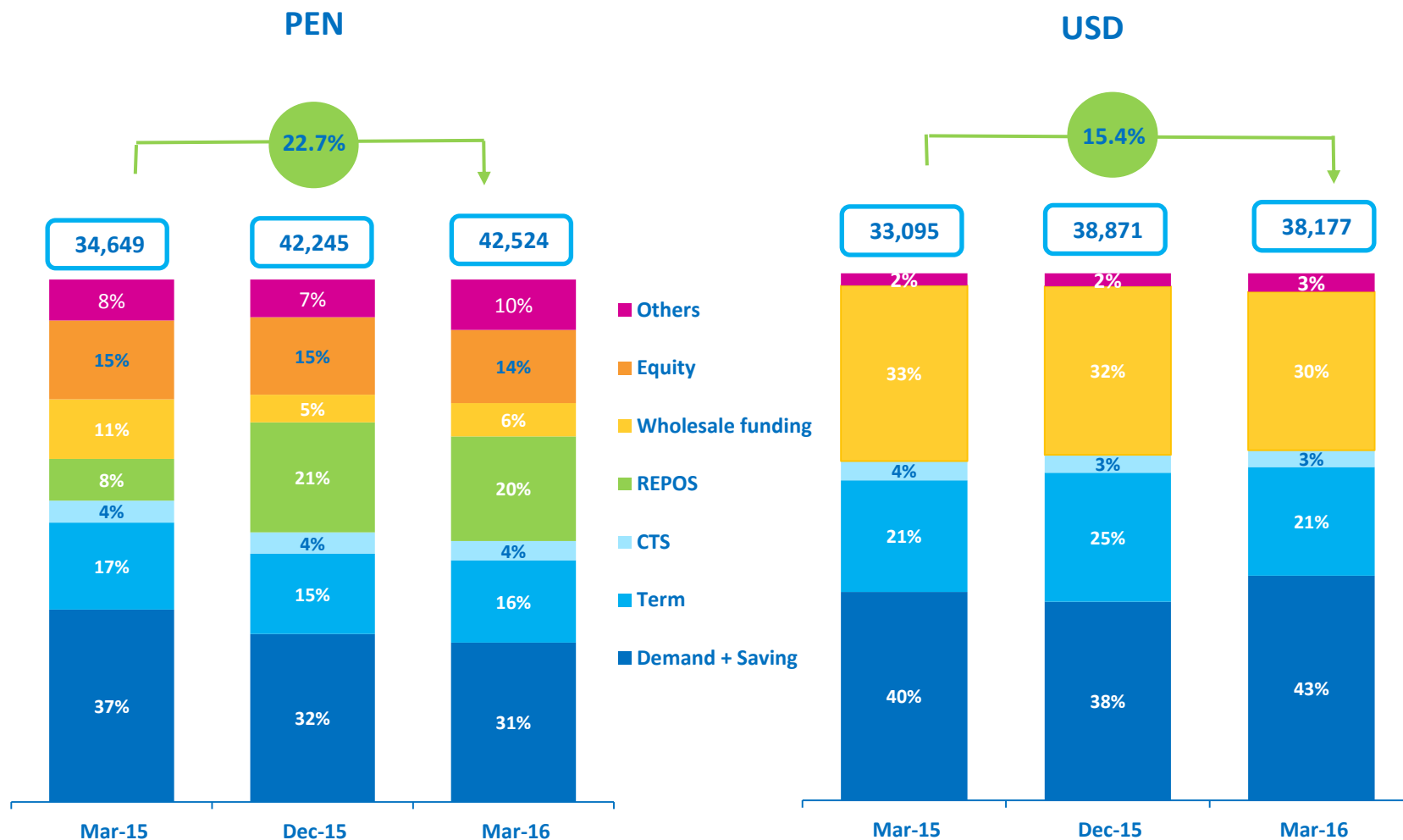
Retail customers



Business customers



Liabilities and Capital Breakdown

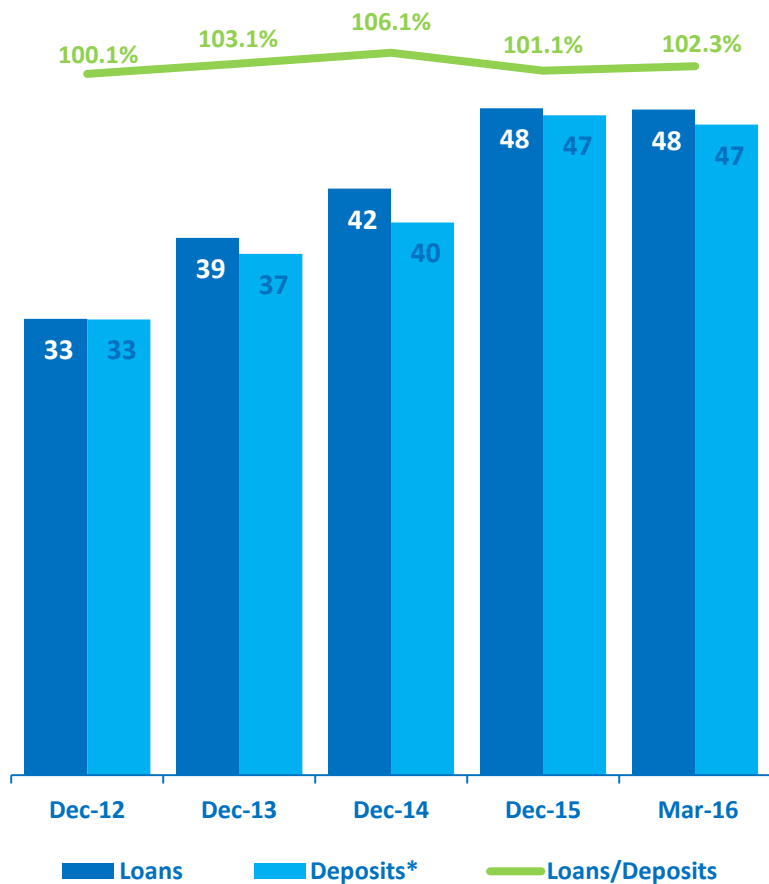


High level of self-financing and balance sheet denomination in PEN

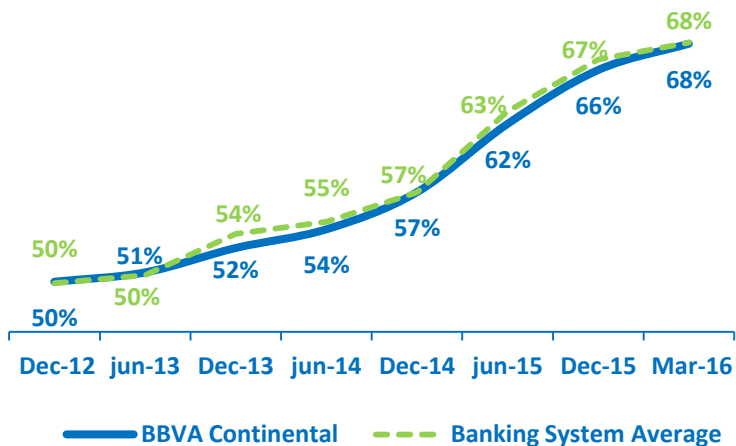
March 2016

Loans and Deposits

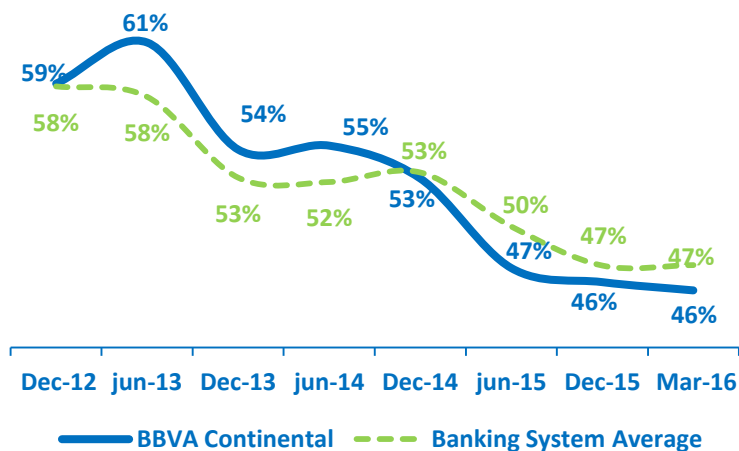
PEN Thousands of millions



PEN-denominated Performing Loans



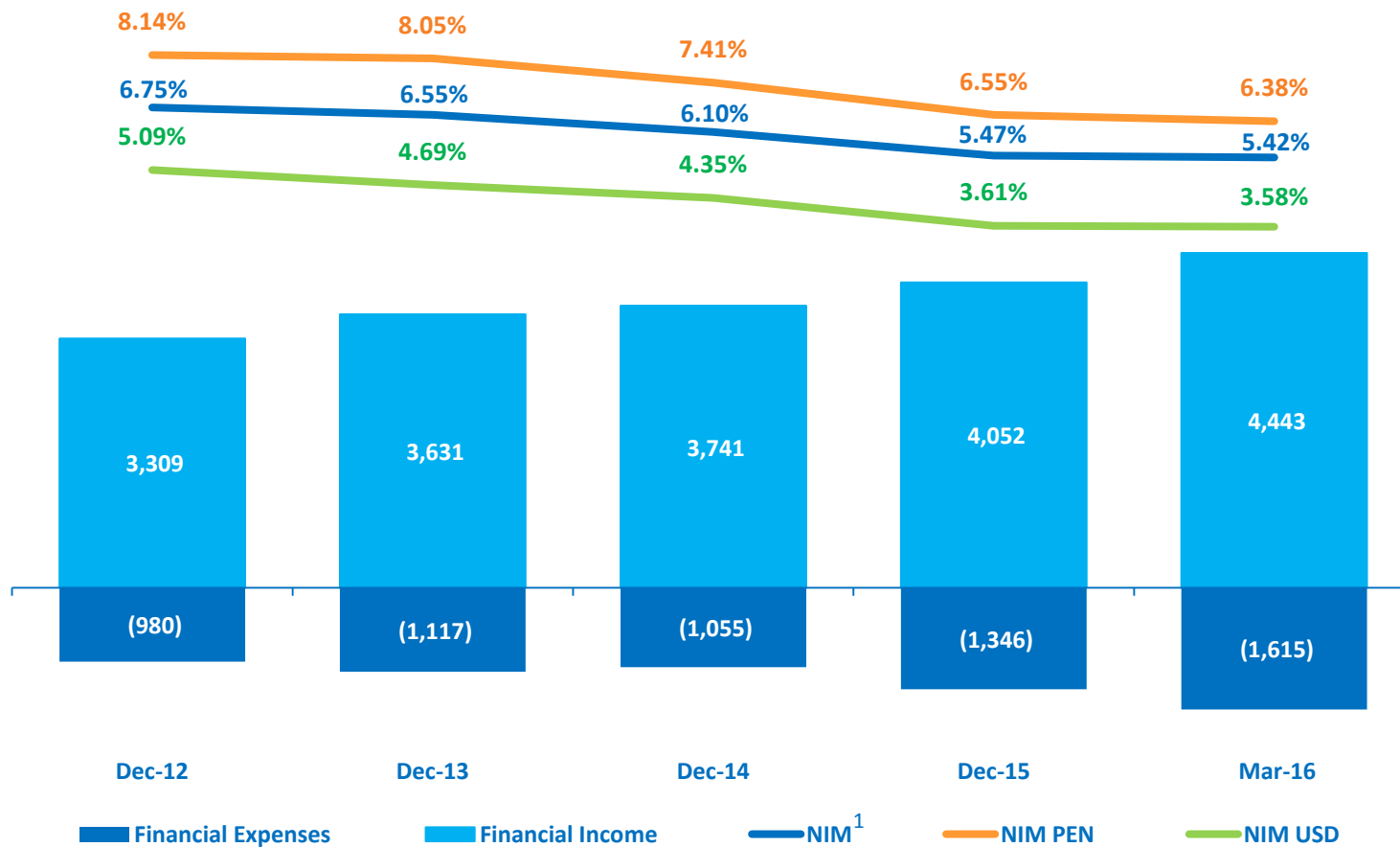
PEN-denominated Deposits



*Other obligations are excluded from deposits
Source: Superintendencia de Banca, Seguros y AFP

Financial margin

PEN Million and percentage (%)



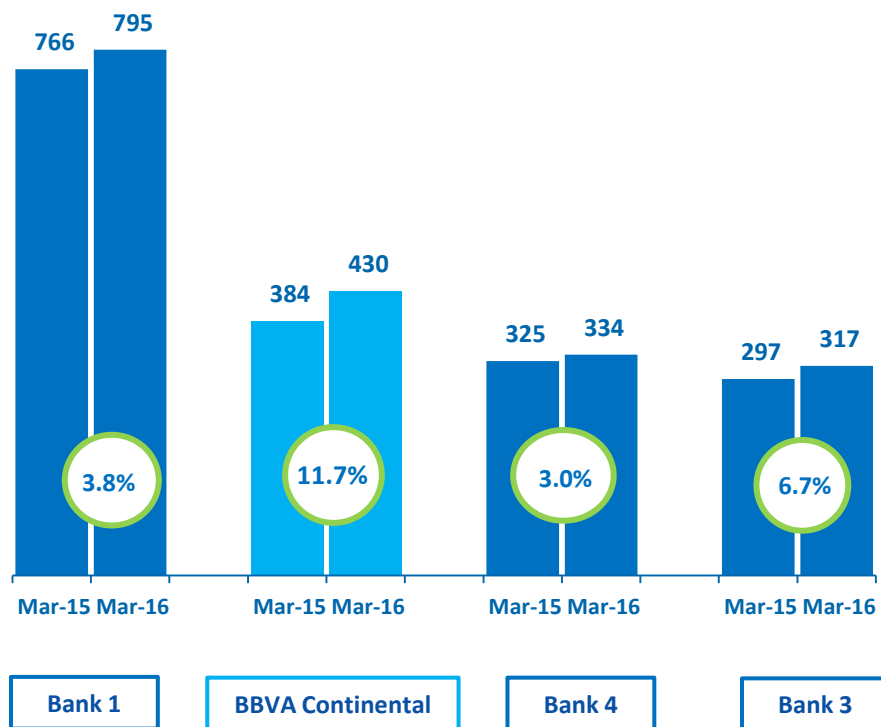
¹ **NIM ratio:** Interest margin for the last 12 months divided by average interest earning assets (interbank funds, investments, net loans).

Expenses management

We manage an attractive efficiency ratio

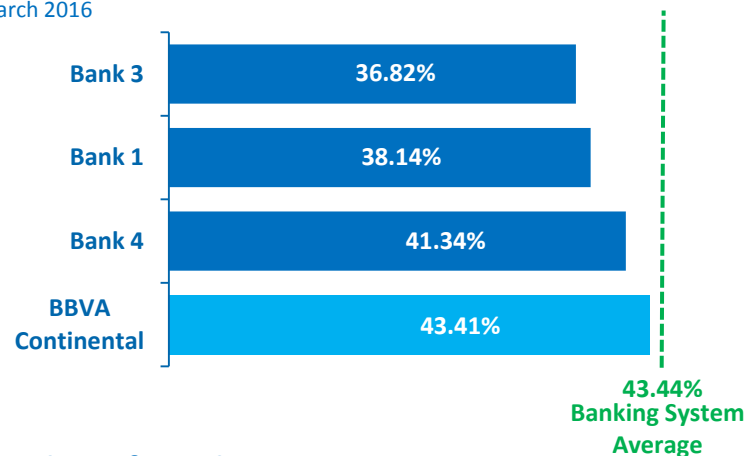
Administrative expenses*

PEN Million



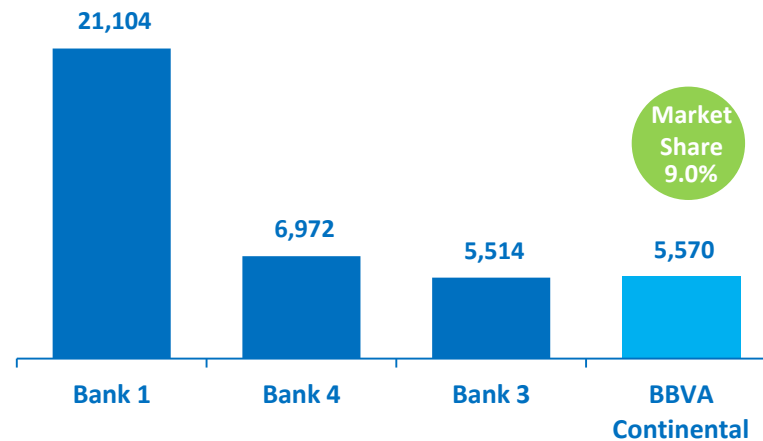
Efficiency Ratio

March 2016



Number of employees

March 2016

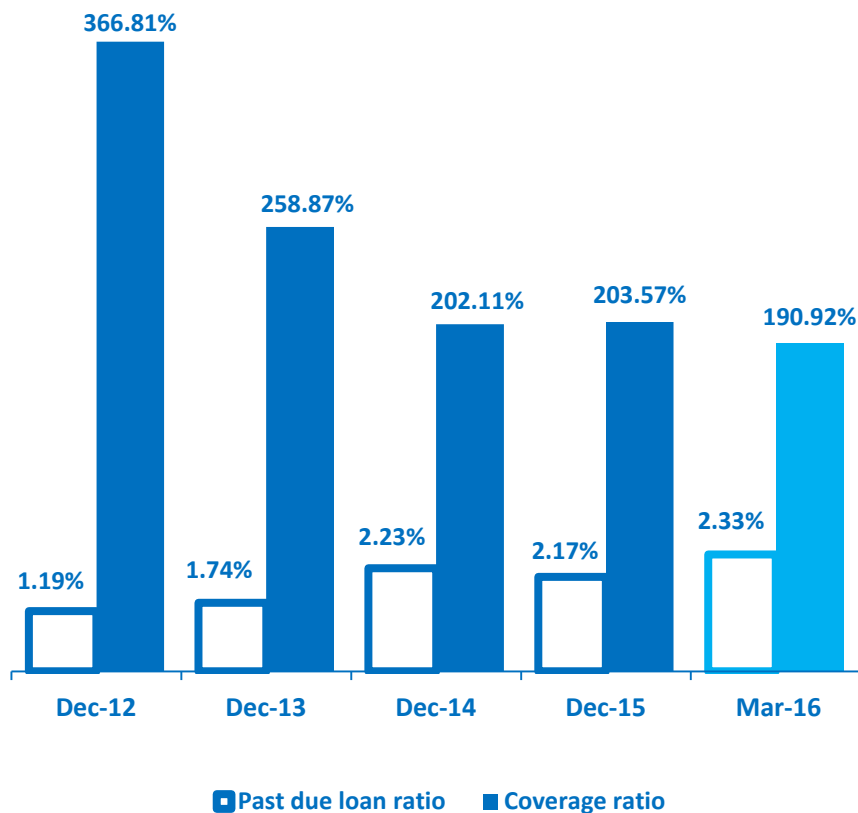


* Includes Amortization and Depreciation

Risk management

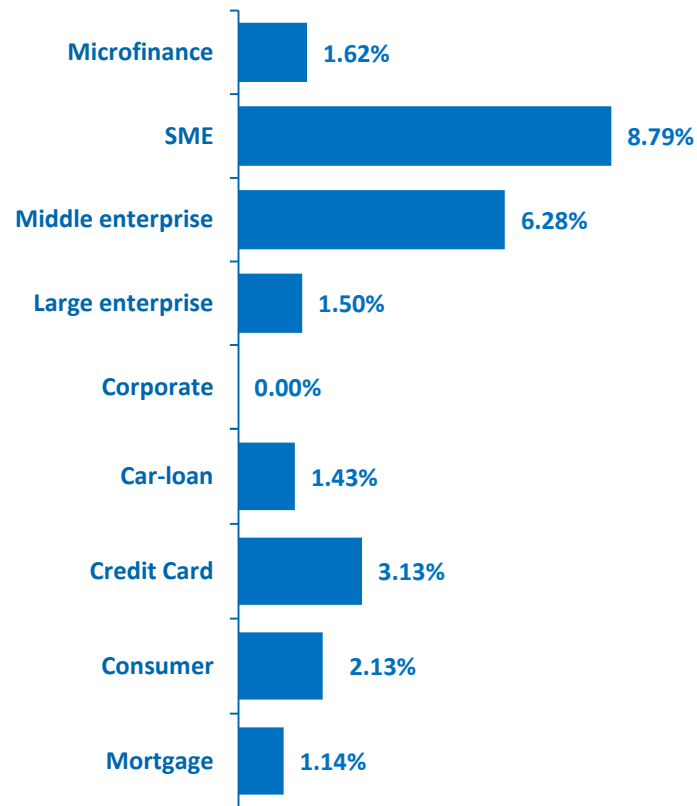
Outstanding asset quality

BBVA Continental



Past due loan ratio by product and segment

March 2016

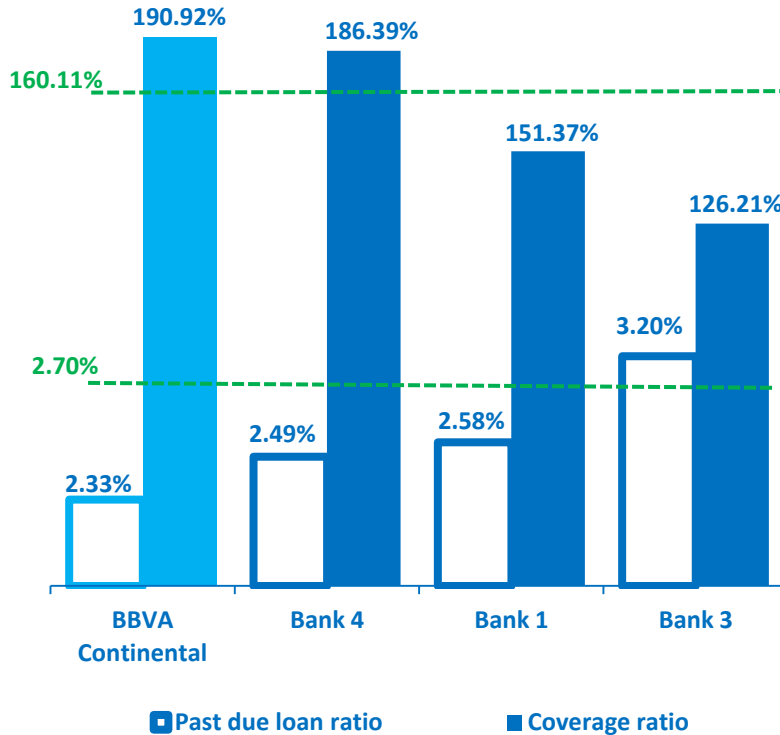


Risk management

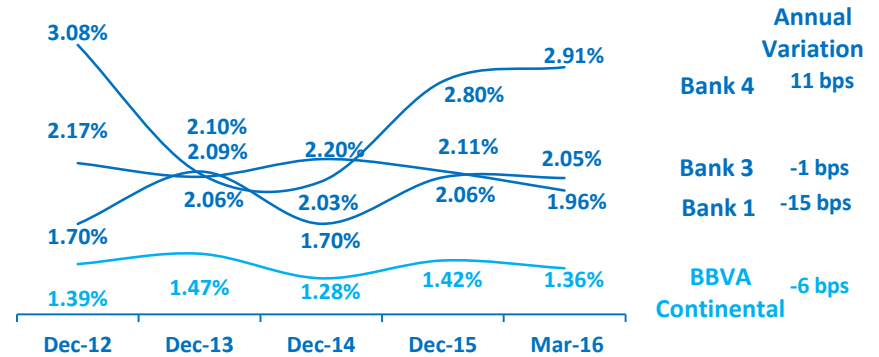
Best Past Due Loan Ratio and Coverage Ratio

March 2016

Banking System Average

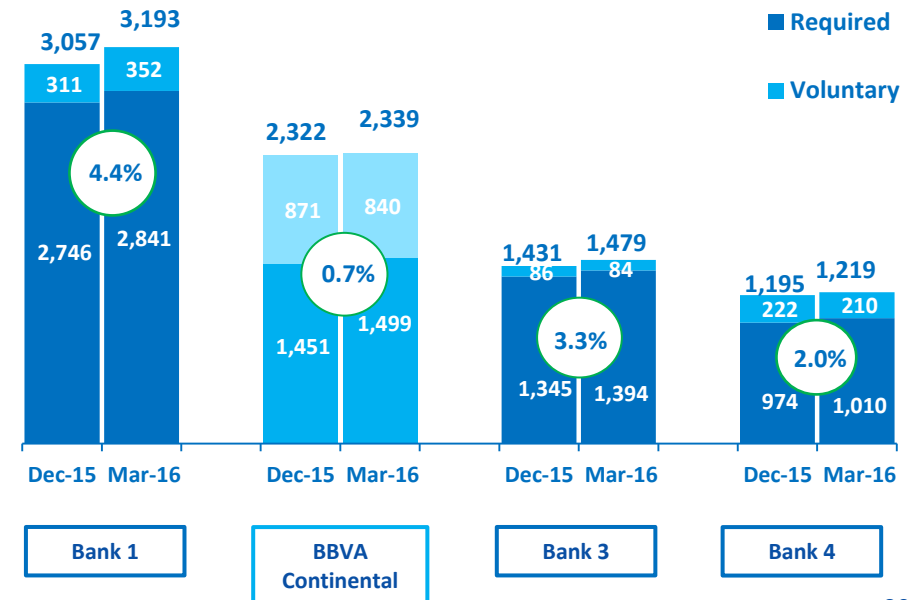


Best Risk Cost ratio vs. Peer Group



Maintaining high levels of voluntary provisions

PEN Million



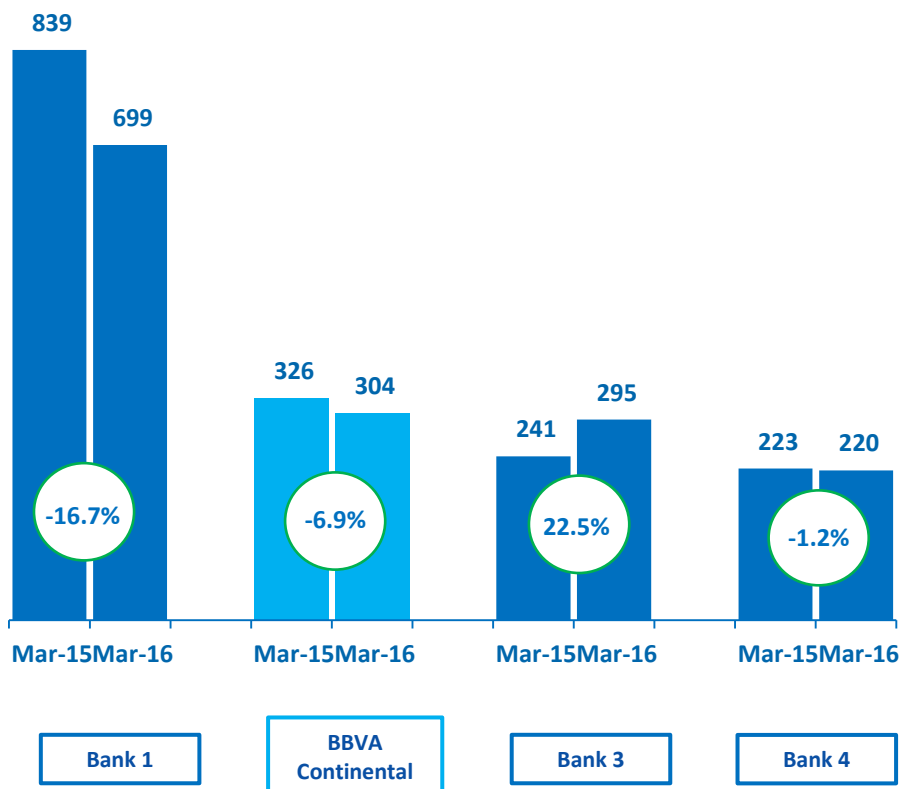
*Risk Cost: Provisions for the last 12 months between total loans (average of the last 12 months)

Source: Superintendencia de Banca, Seguros y AFP

Profitability management

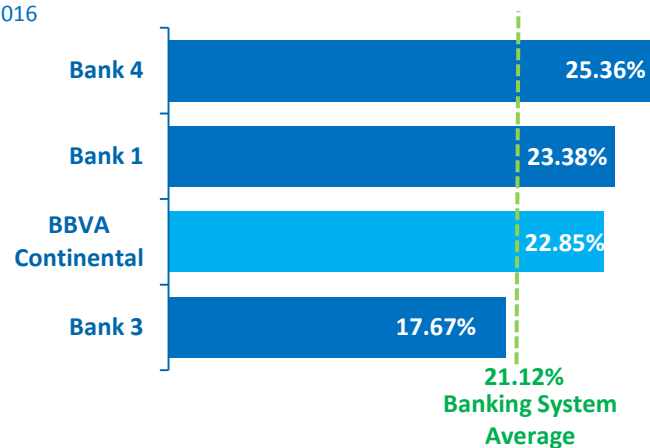
Net income

PEN million



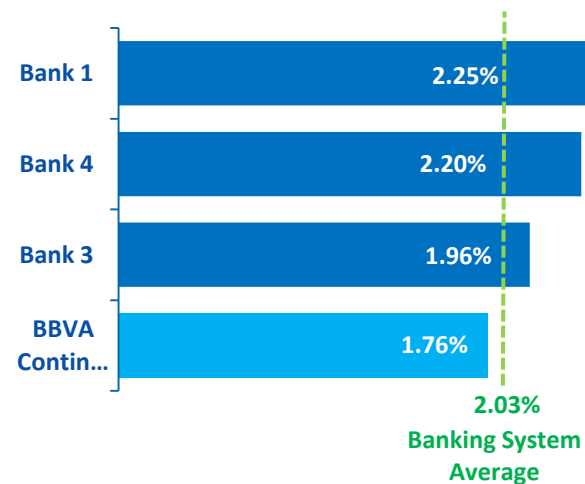
Return on Equity - ROE

March 2016



Return on Assets - ROA

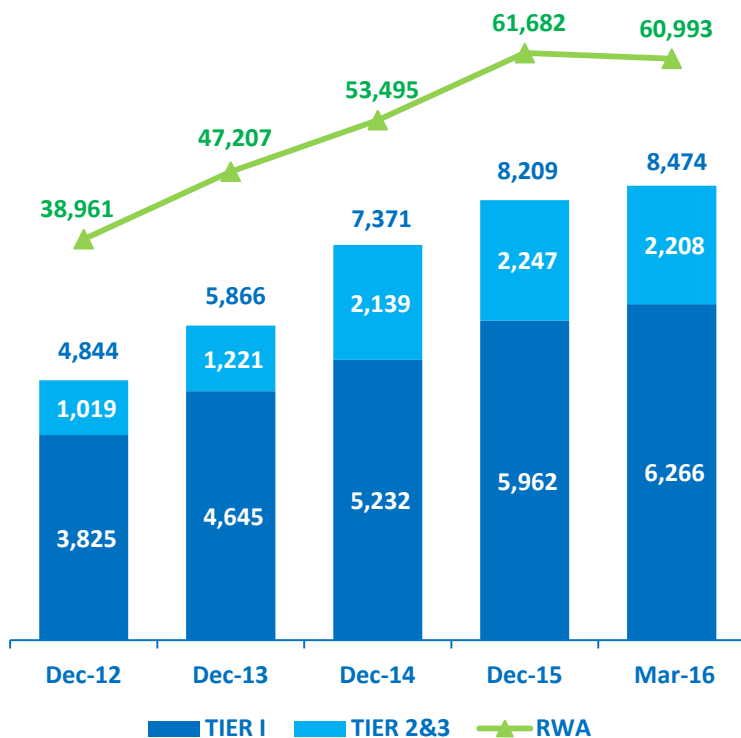
March 2016



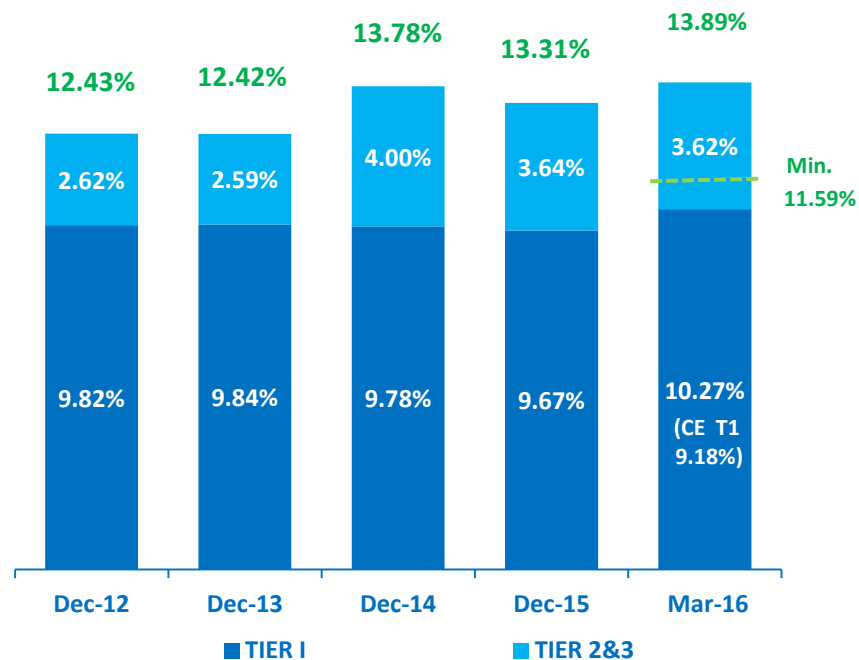
Solvency management

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 Ratings

International & Local Rating

Rating agencies have granted BBVA Continental the best international and local 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	Stable

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	1a (pe)	1a Clase.pe	PC N1	Categoría 1
Issuer rating	A+	A+	A+	A
Outlook	Stable	-	Stable	Stable

5 Social Responsibility and Awards

The Bank maintains its commitment to society and is highly regarded in the market

SOCIAL RESPONSIBILITY

BBVA Continental
Informe de Banca Responsable 2014



Social, Economical and Environmental Responsibility Report

IFC International Finance Corporation
World Bank Group

First environmental facility made in South America



IDB

Green loan to promote green lending projects



Program: "Leer es estar adelante"

AWARDS



Forbes



GLOBAL FINANCE

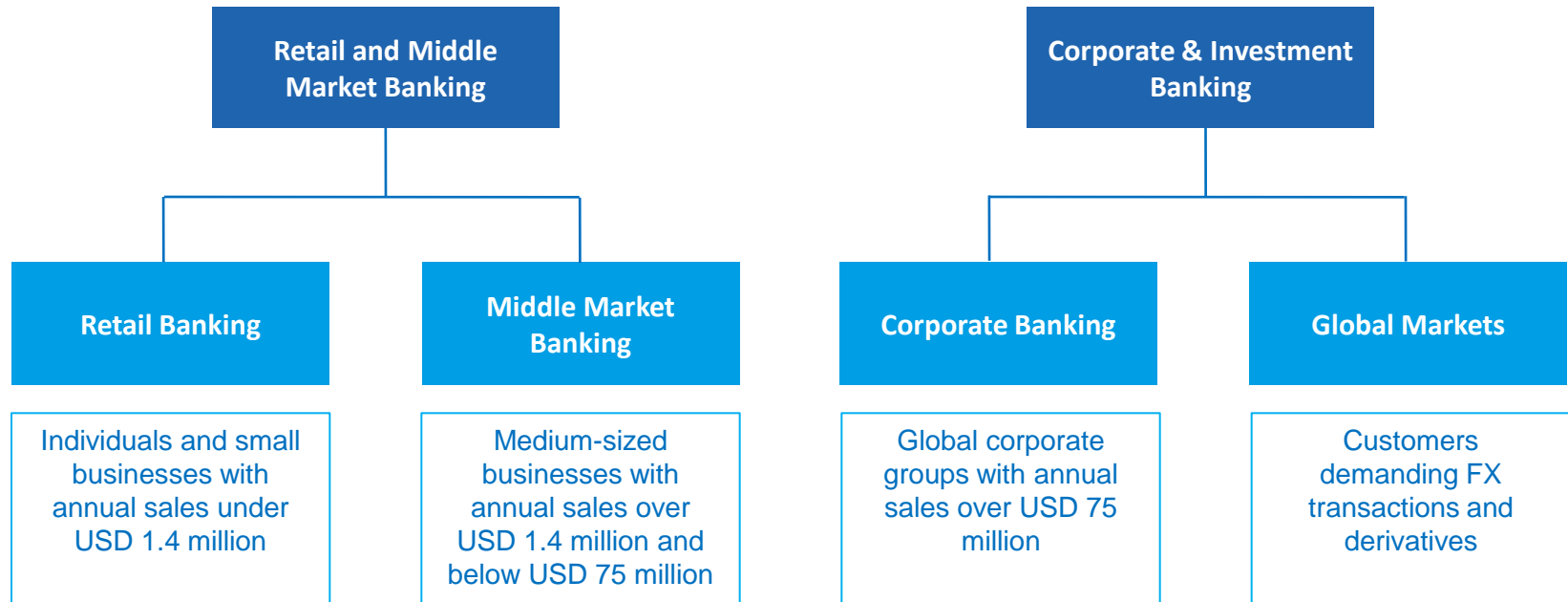


BOLSA DE VALORES DE LIMA

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

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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