

BBVA CONTINENTAL

Investors Report

Third Quarter 2017

BBVA Continental

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Sections

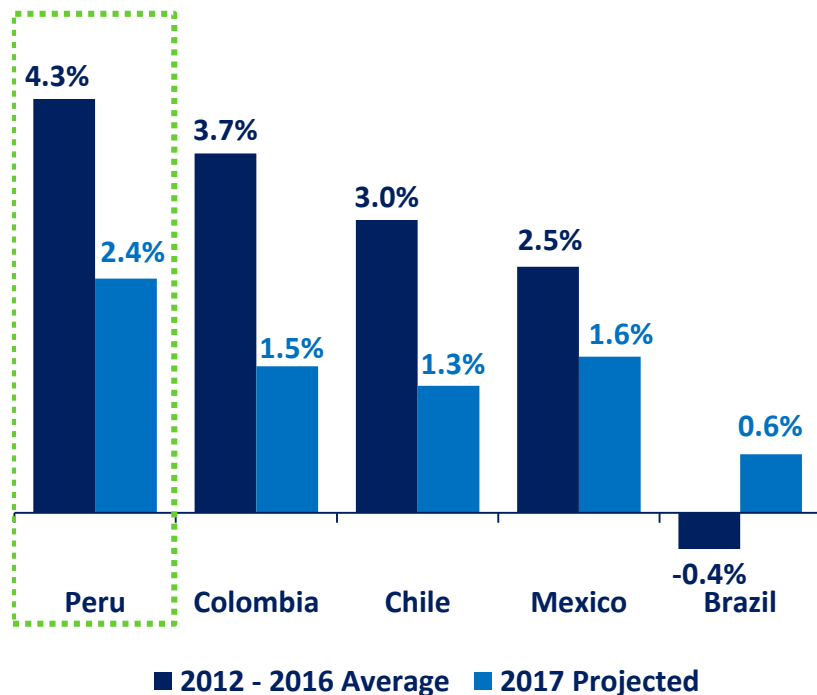
- 1 Peruvian Economy & Financial System
- 2 BBVA Continental
- 3 Ratings
- 4 Social responsibility and Awards

1

Peruvian Economy & Financial System

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

GDP Growth (Real)

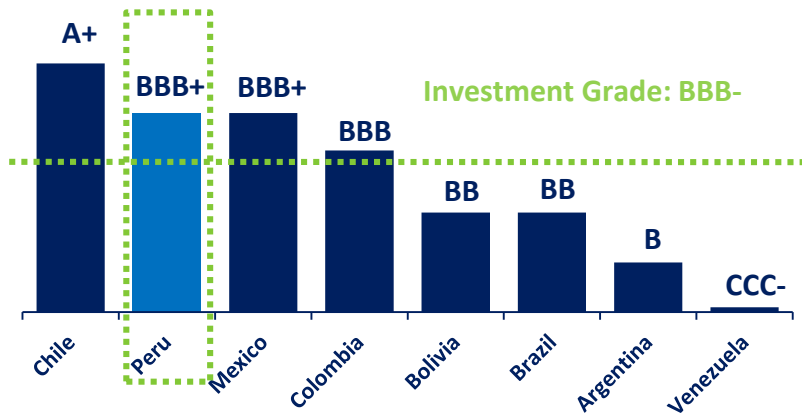


Inflation (End of Period)



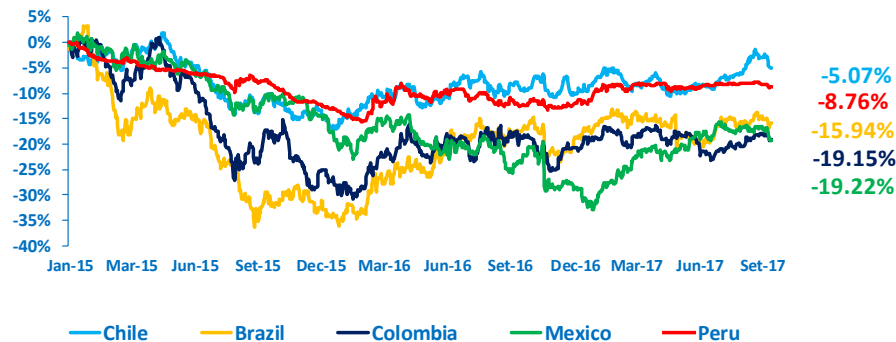
...sovereign investment grade, relatively stable currency and low levels of debt

Credit Risk Profile



Source: Standard & Poor's

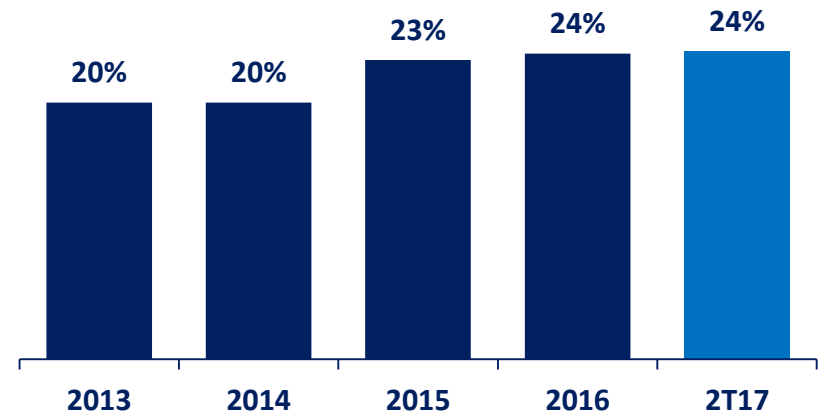
Currency depreciation against USD



Source: Bloomberg

Peruvian Public Debt (% of GDP)

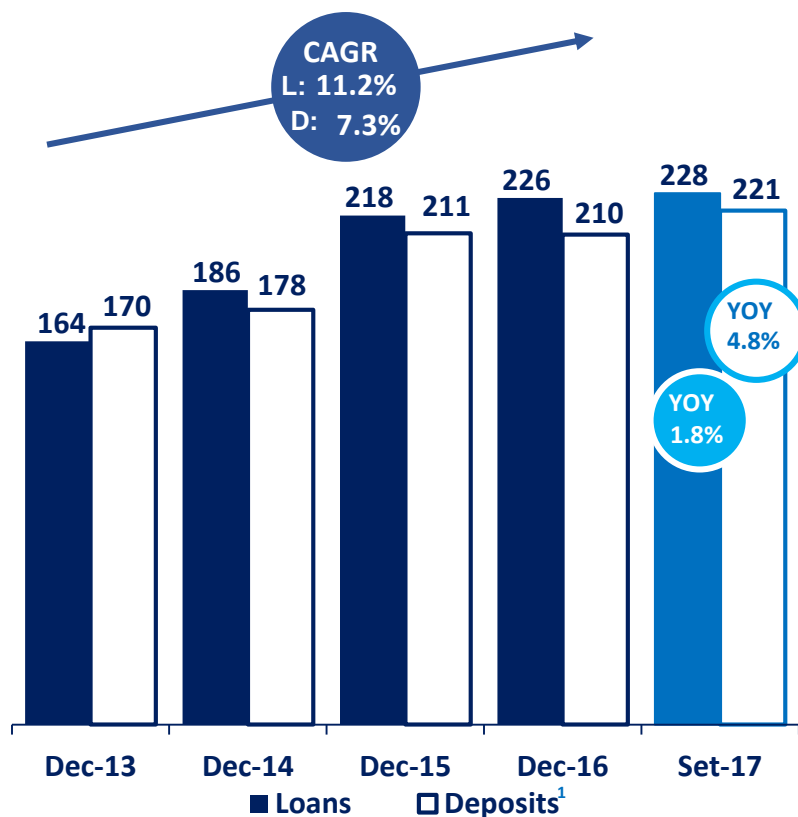
50.3% Average debt of the General Government / GDP for countries with BBB+ rating for 2016



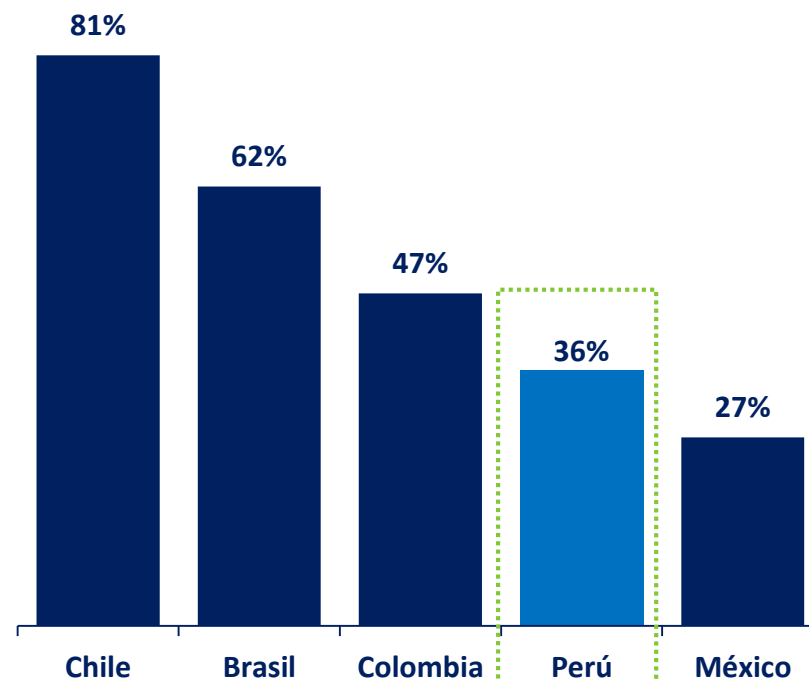
Source: BCRP

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

Performing loans and Deposits (S/Billions)



Loans to private sector (% of GDP, 2016)

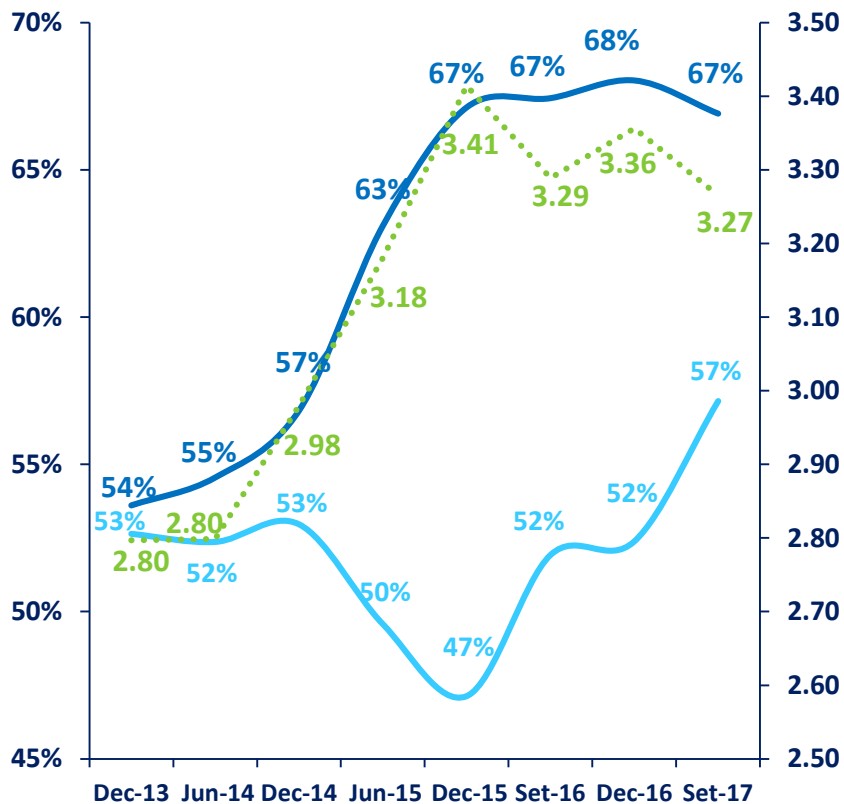


¹ Other obligations are excluded from deposits

Source: Superintendencia de Banca, Seguros y AFP (SBS) / World Bank (WB)

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

Domestic currency Loans & Deposits (% Total Loans & Deposits)



— Loans — Deposits -.- Exchange rate PEN/USD

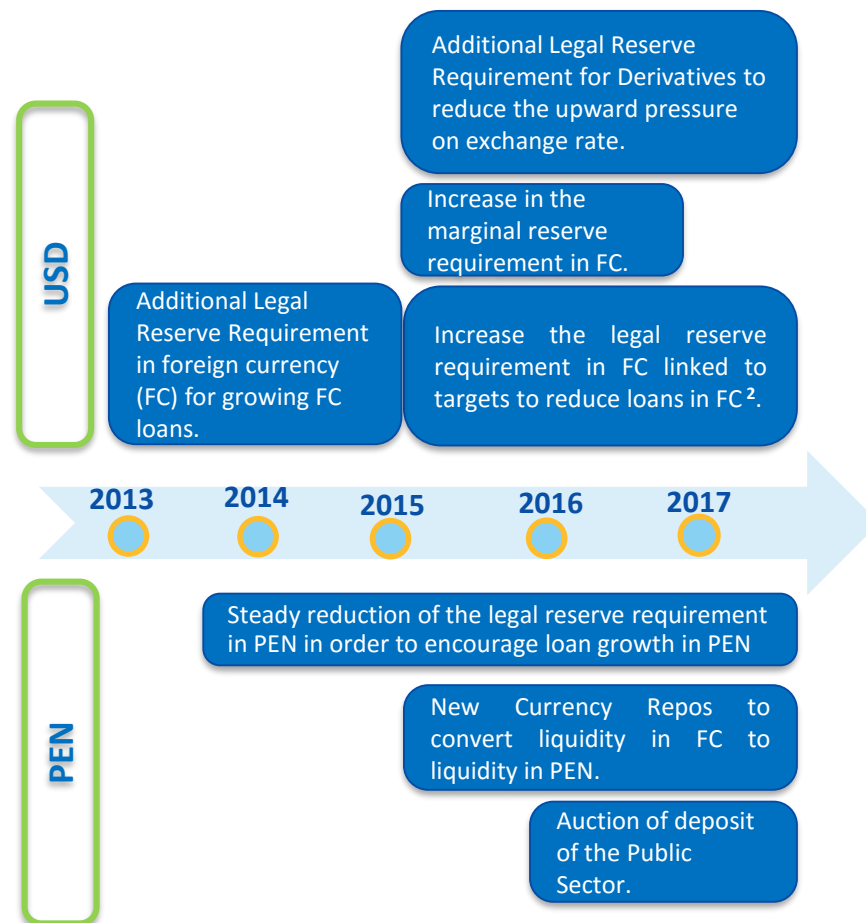
¹ Other obligations are excluded from deposits

² Excluded operations higher than USD10MM and 3 years from June 2015

Source: SBS & BCRP

Central Bank Measures

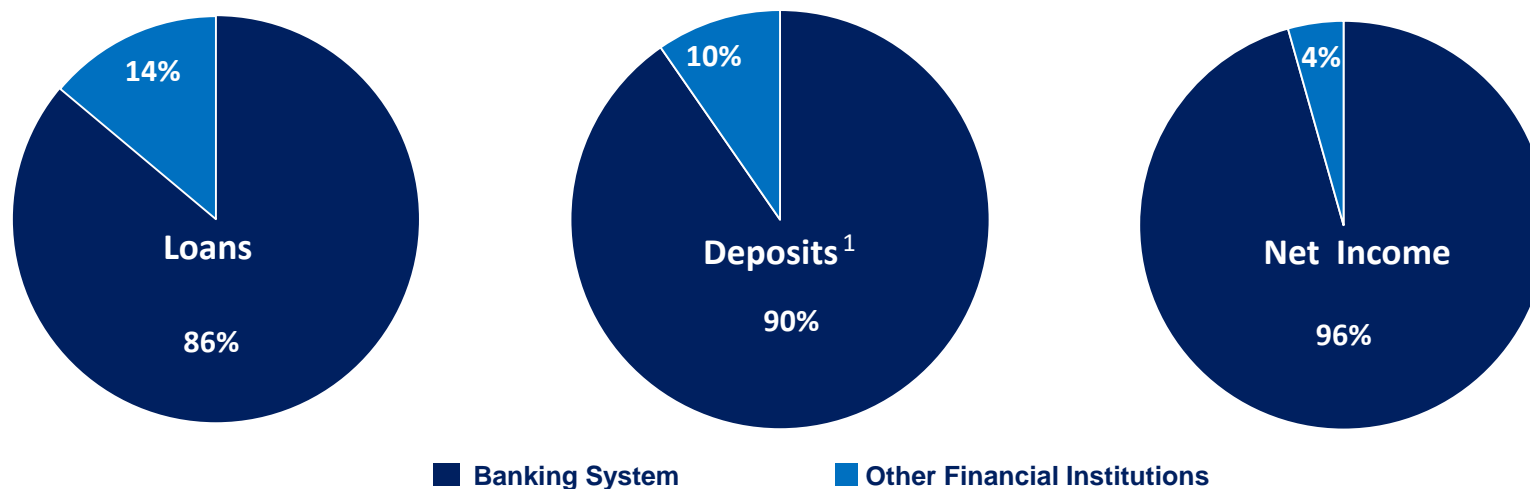
Objective: To reduce credit exchange rate risk



Peruvian Financial System (September 2017)

| Financial system | Institution S/ Million | Net loans Set-17 | Deposits Set-17 | Net Income Set-17 |
|------------------------------|---------------------------|---------------------|--------------------|----------------------|
| Banking system | Banks (16) | 226,977 | 220,587 | 5,453 |
| | Banco de la Nación | 8,472 | 21,755 | 554 |
| Other financial institutions | Cajas Municipales (12) | 17,477 | 18,261 | 295 |
| | Financieras (11) | 9,767 | 6,507 | 226 |
| | Cajas Rurales (6) | 1,249 | 1,025 | -5 |
| | Edpymes (10) | 1,772 | - | 5 |
| | Leasing (2) | 192 | - | -4 |
| | COFIDE | 6,386 | 86 | -68 |
| | Agrobanco | 1,191 | - | -173 |

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



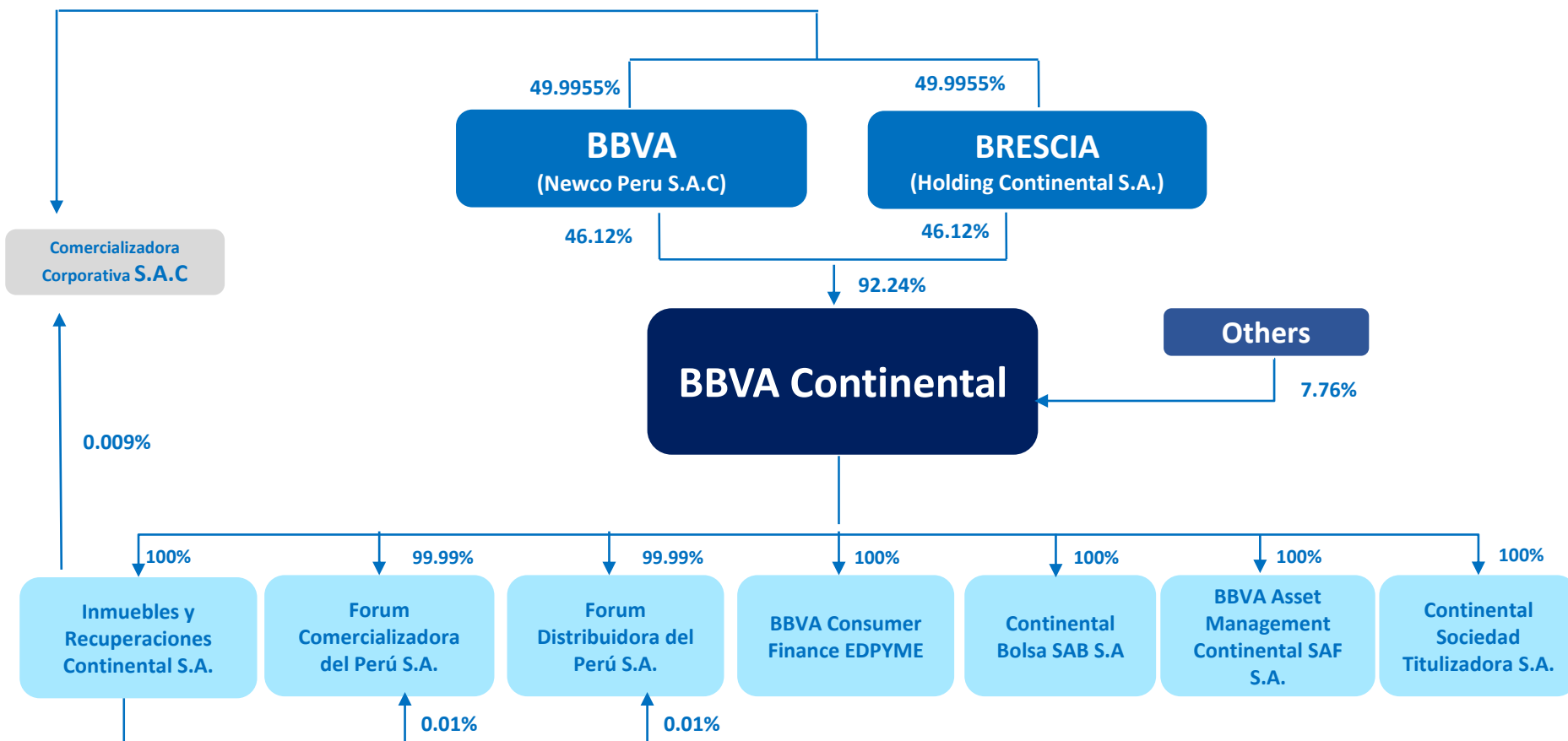
¹ Other obligations are excluded from deposits
Source: SBS

2

BBVA Continental

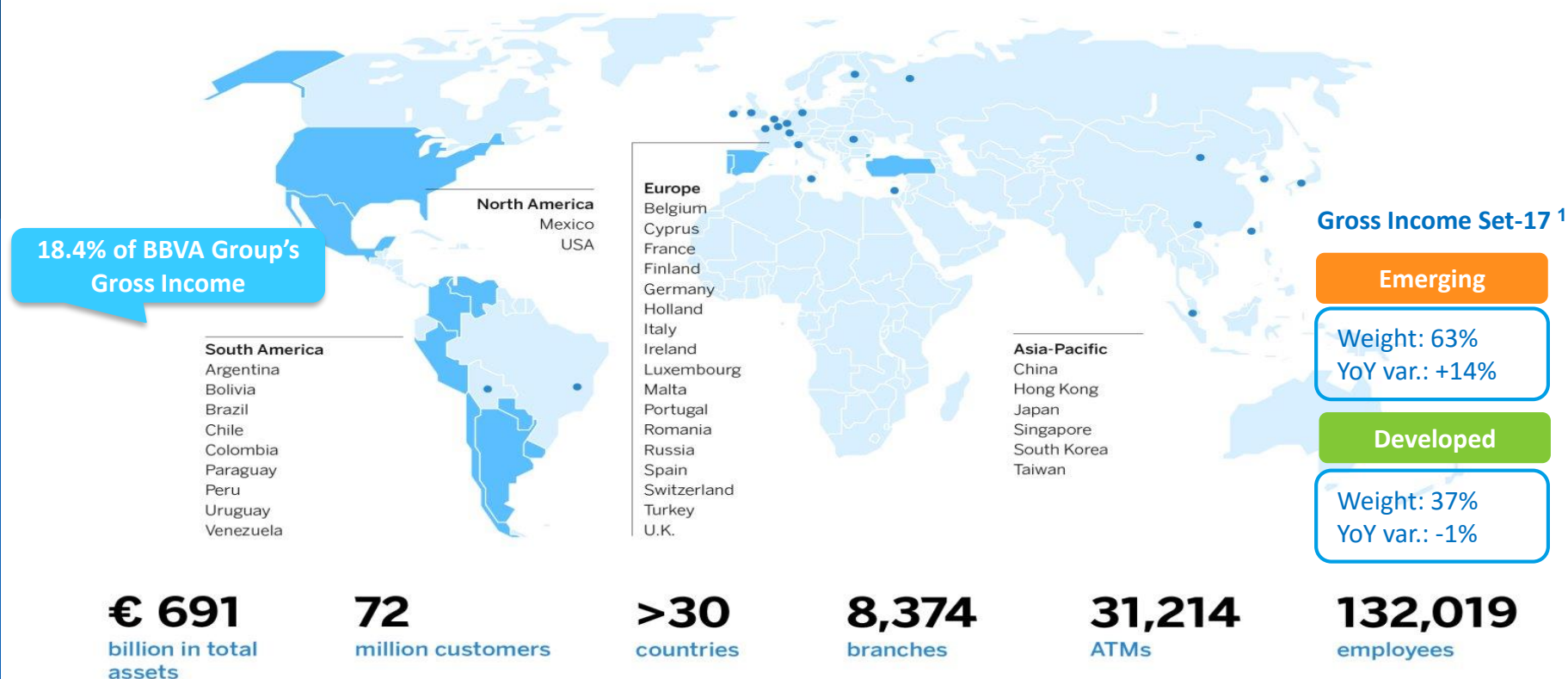
Shareholders

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



BBVA Group (September 2017)

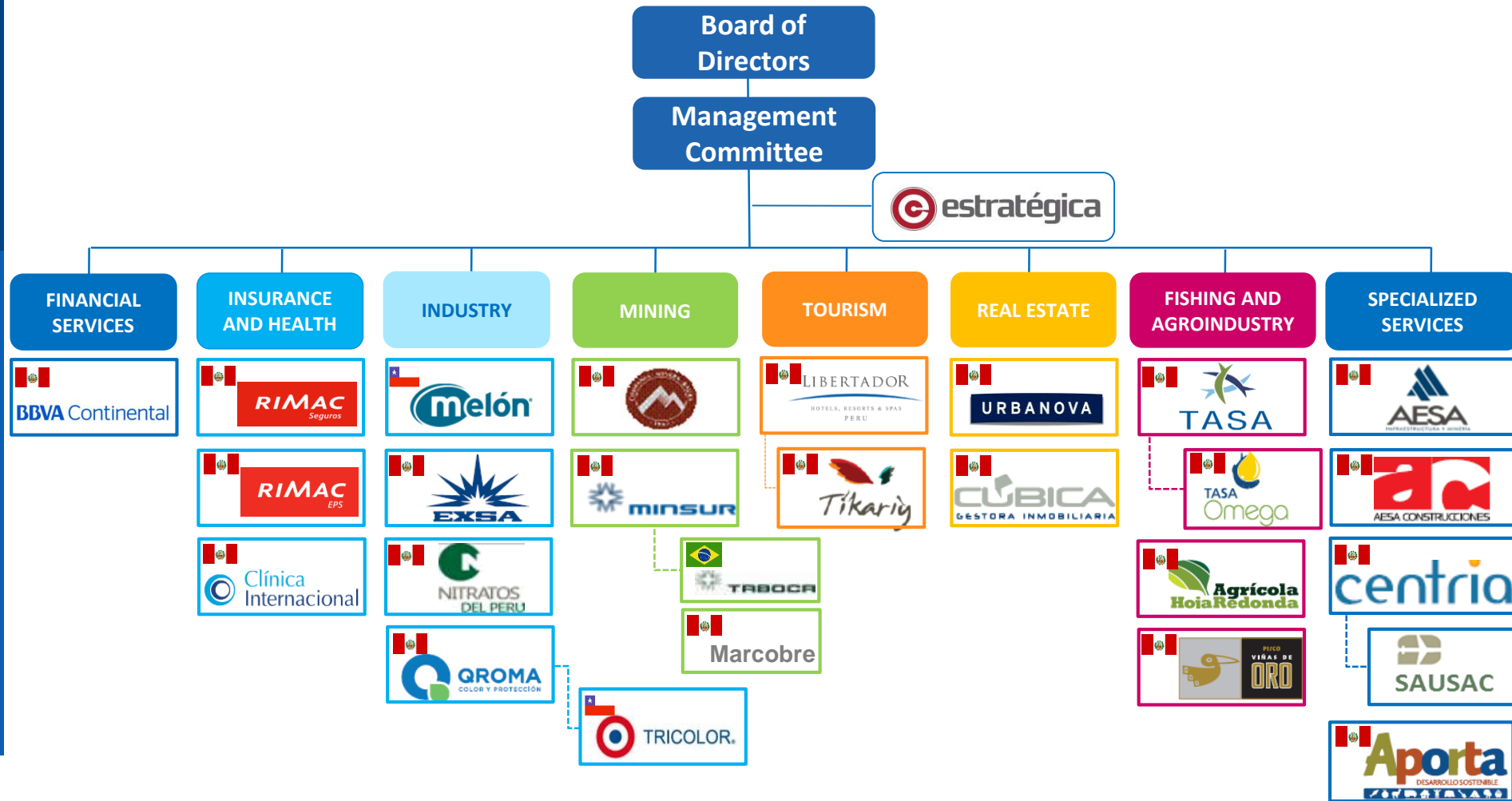
Appropriate balance between developed and emerging markets that allows the BBVA Group to diversify its sources of income by providing a high degree of recurrence in their results



¹ Excludes Corporate activities; YoY change in constant Euros
 Source: BBVA Group

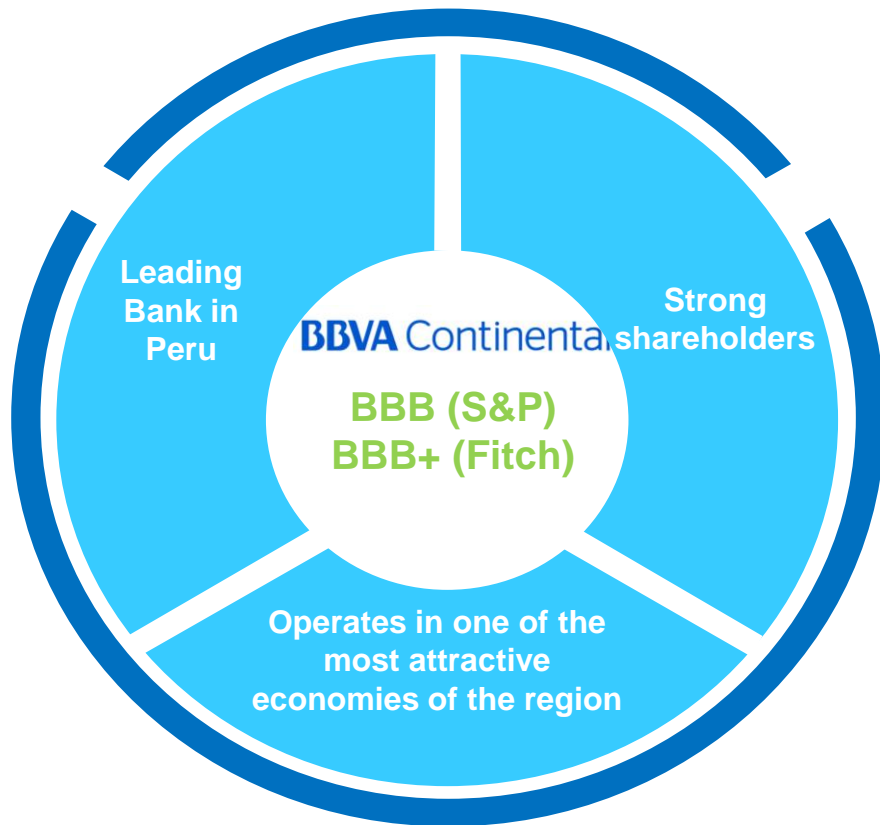
Breca

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



Key performance indicators of BBVA Continental

(September 2017)



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

Ranking among the 4 largest banks:

BBVA Continental

| | |
|--|---------------------------|
| #1 in Cost of risk ¹ #1 in NPL ratio #1 in Coverage ratio | 1.37% 2.83% 171.22% |
| #3 in profitability - ROE | 19.58% |
| #2 in efficiency | 37.75% |
| #2 in assets | S/ 76,643 million |
| #2 in performing loans | S/ 48,961 million |
| #2 in deposits ² | S/ 49,475 million |
| #2 in number of branches | 321 |

¹ Cost of risk: Provisions for the last 12 months between total loans (average of the last 12 months).

² Other obligations are excluded from deposits.

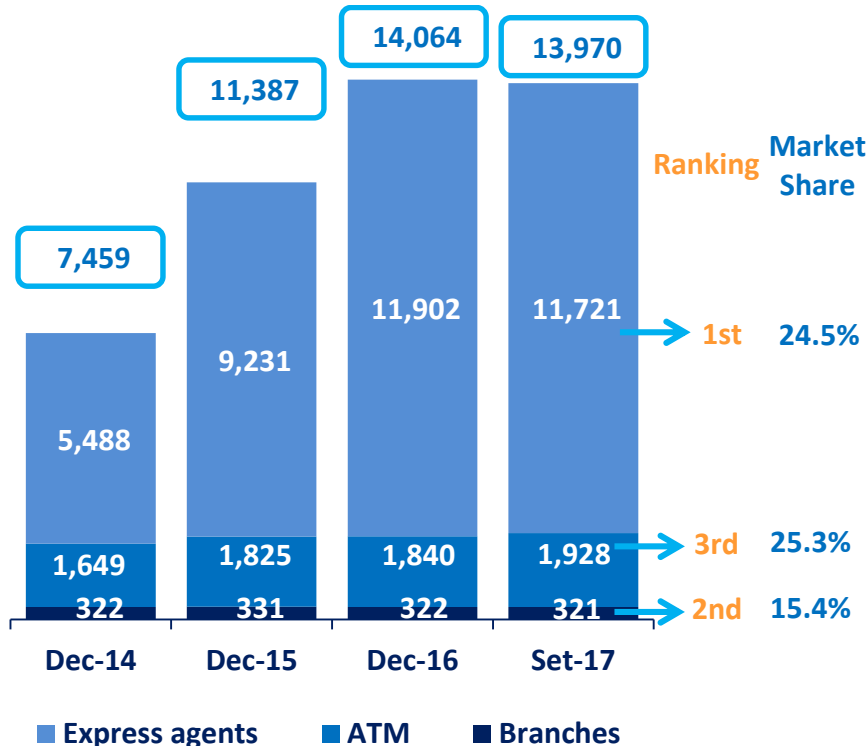
Source: SBS

Strong banking platform

Distribution network¹

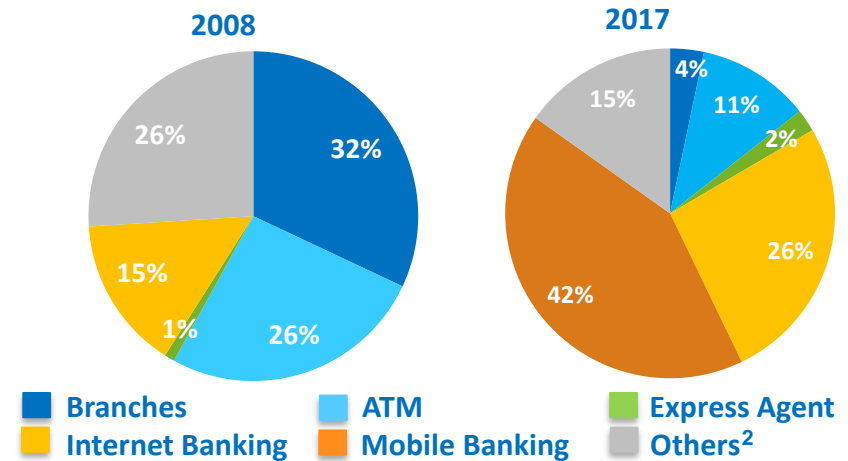
One of the largest in the country

- ✓ 13,970 points of service
- ✓ More than 4.5 million customers



1 Source: ATM & Express agents from ASBANC, Branches from SBS
 2 Other channels include Telephone Banking, POS, Net Cash and Automatic debit.
 Source: SBS & BBVA Continental

Evolution in transactions per channel (September 2017)



Digital Banking

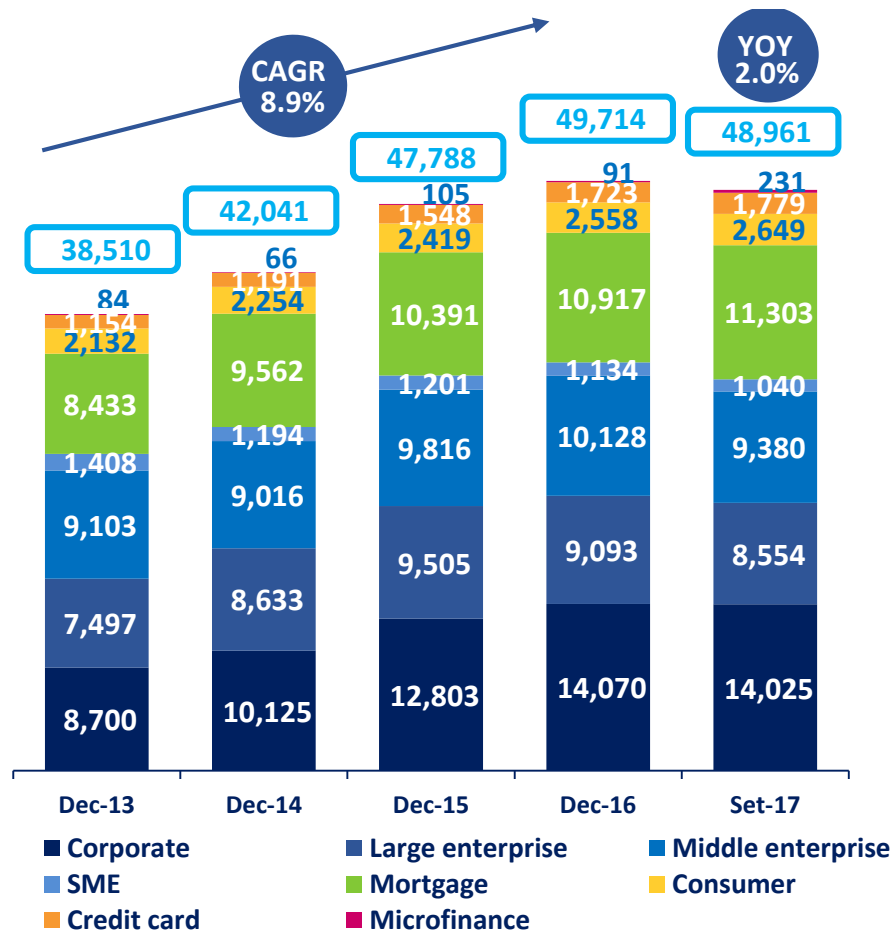
Objective: To be the leading Digital Bank in the region

- ✓ Digital Sales:
 - Credit Cards
 - Consumer Loans
 - Insurances
 - Mutual Funds
 - Online Accounts Opening
- ✓ New Features and UX optimization in Online and Mobile Banking
- ✓ Improvements in the user experience on the web

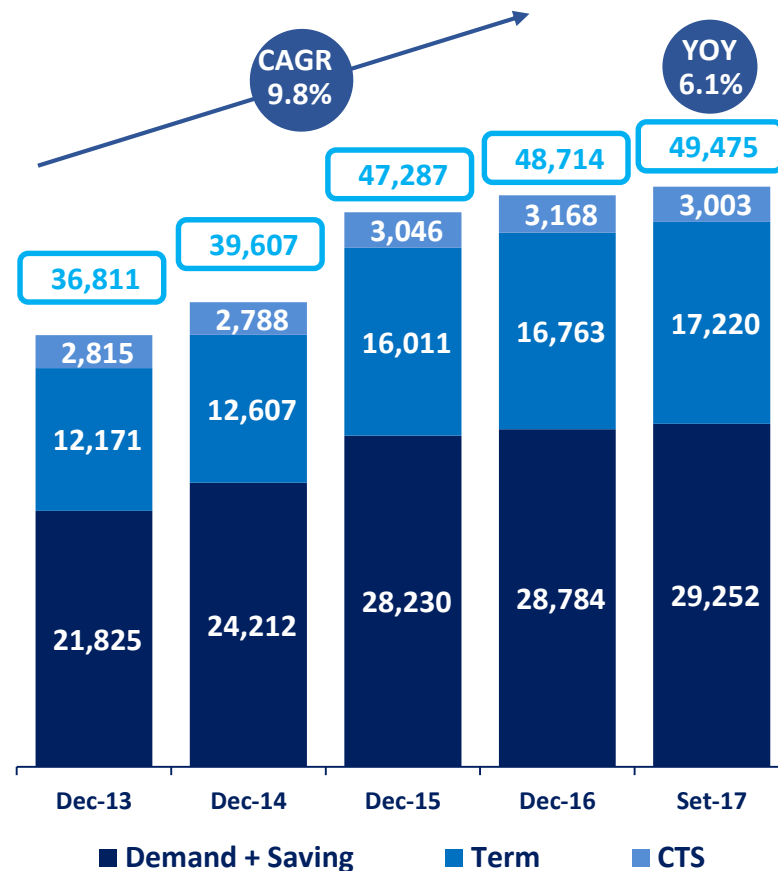


Outstanding growth (\$/ Million, %)

Performing loans



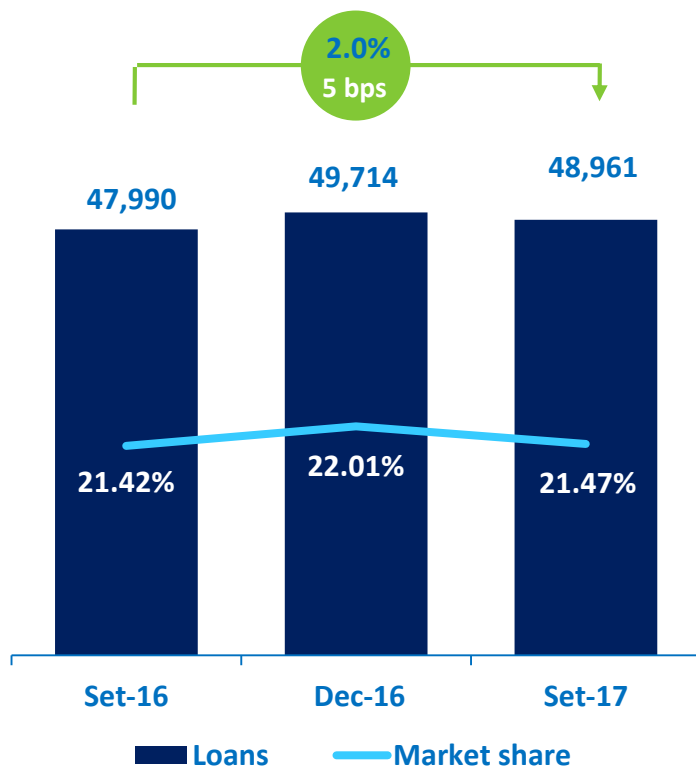
Deposits¹



¹Other obligations are excluded from deposits

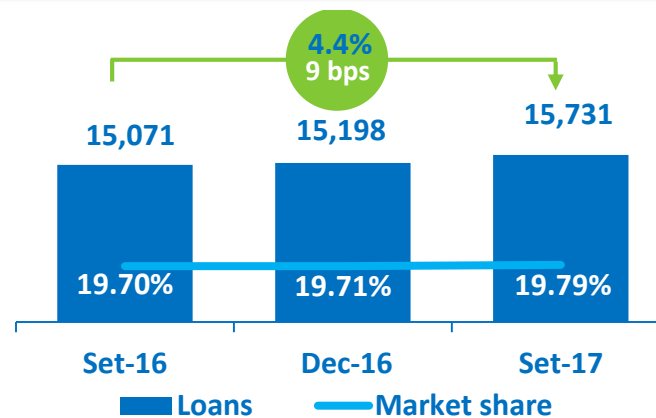
Source: SBS

Performing loans (S/ Million, %)



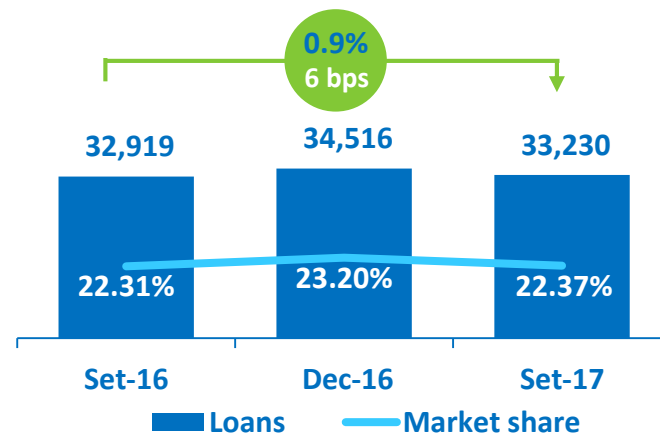
| | |
|-----------------------|----------------|
| Banking System | 228,026 |
| YOY Variation | 1.8% |

Retail Loans



| | |
|-----------------------|---------------|
| Banking System | 79,479 |
| YOY Variation | 3.9% |

Business Loans

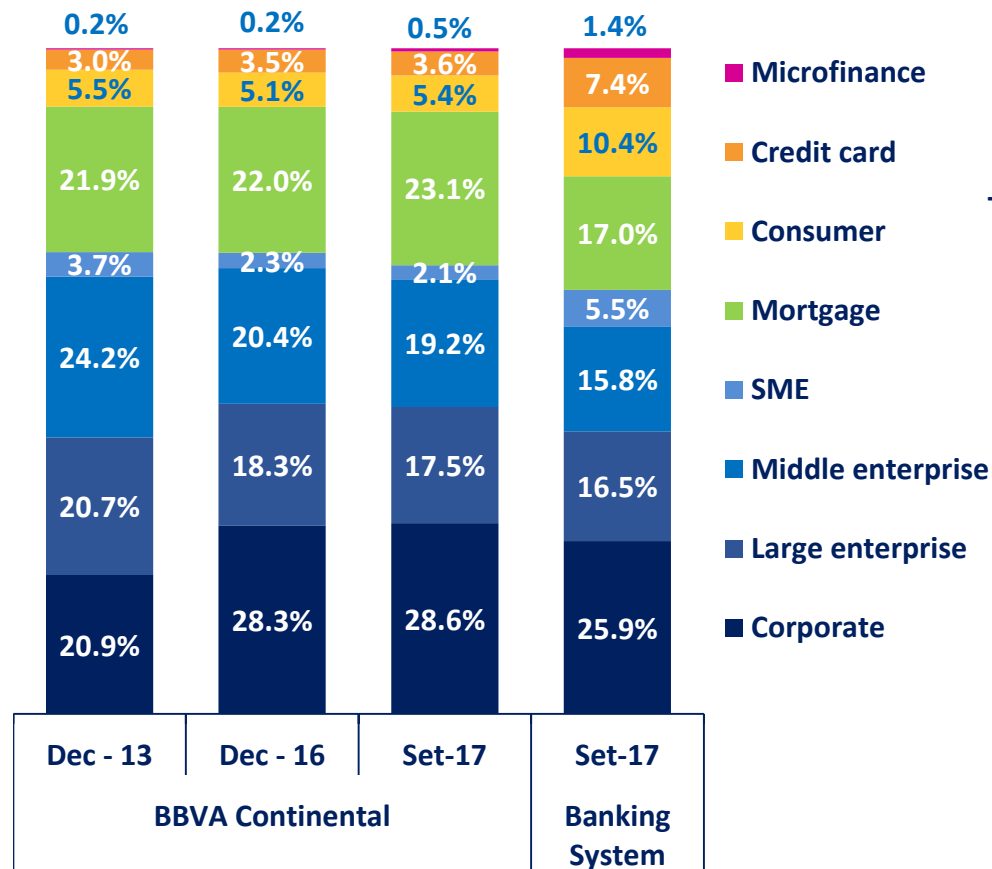


| | |
|-----------------------|----------------|
| Banking System | 148,548 |
| YOY Variation | 0.7% |

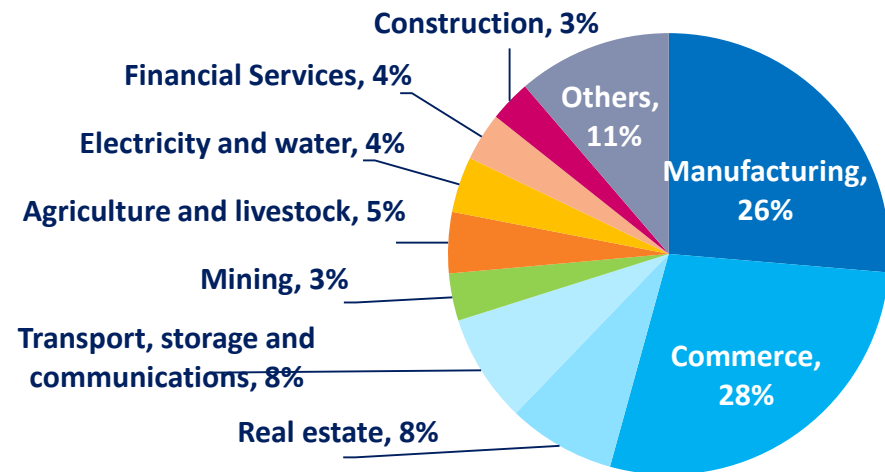
High quality of loan portfolio

(September 2017)

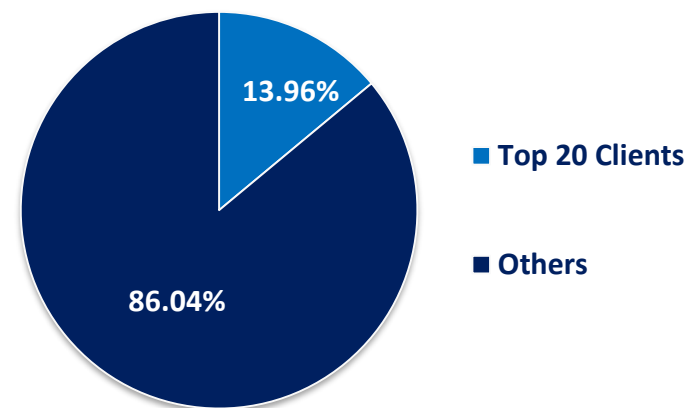
Loans breakdown



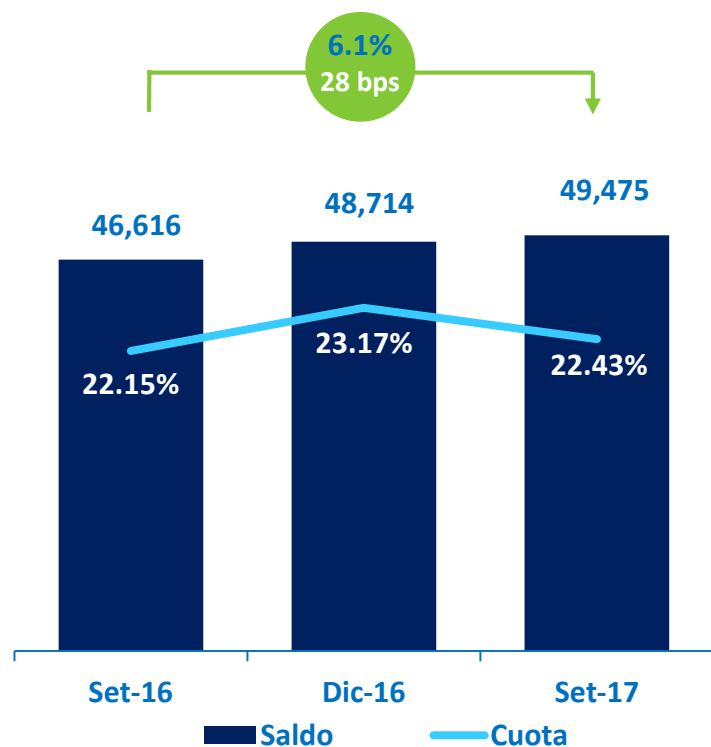
Loans by economic sector



Concentration Risk

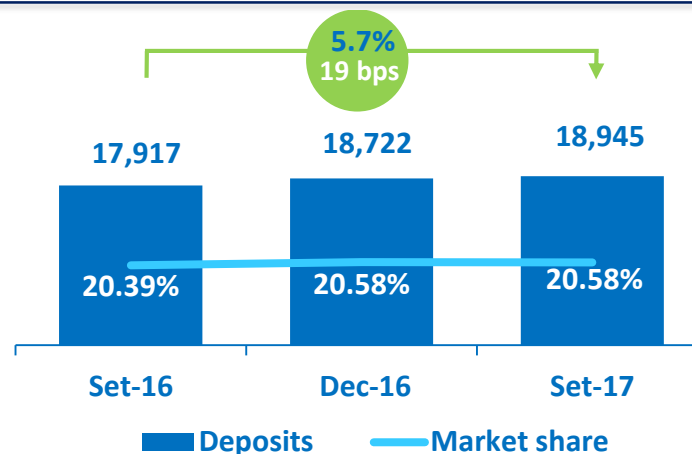


Deposits (S/ Million, %)



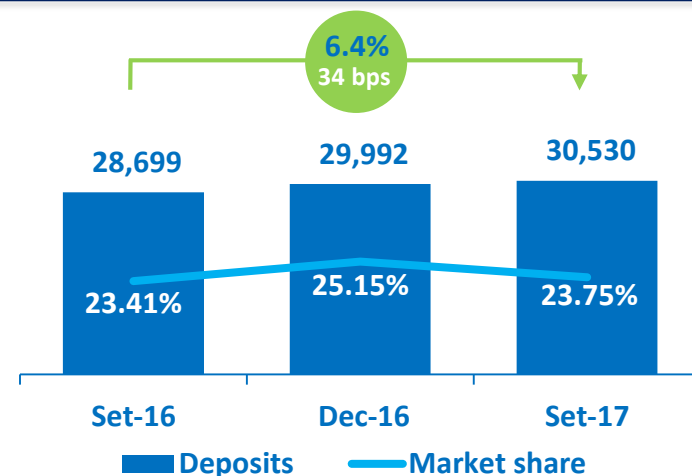
| | |
|-----------------------|----------------|
| Banking System | 220,587 |
| YOY Variation | 4.8% |

Retail Deposits



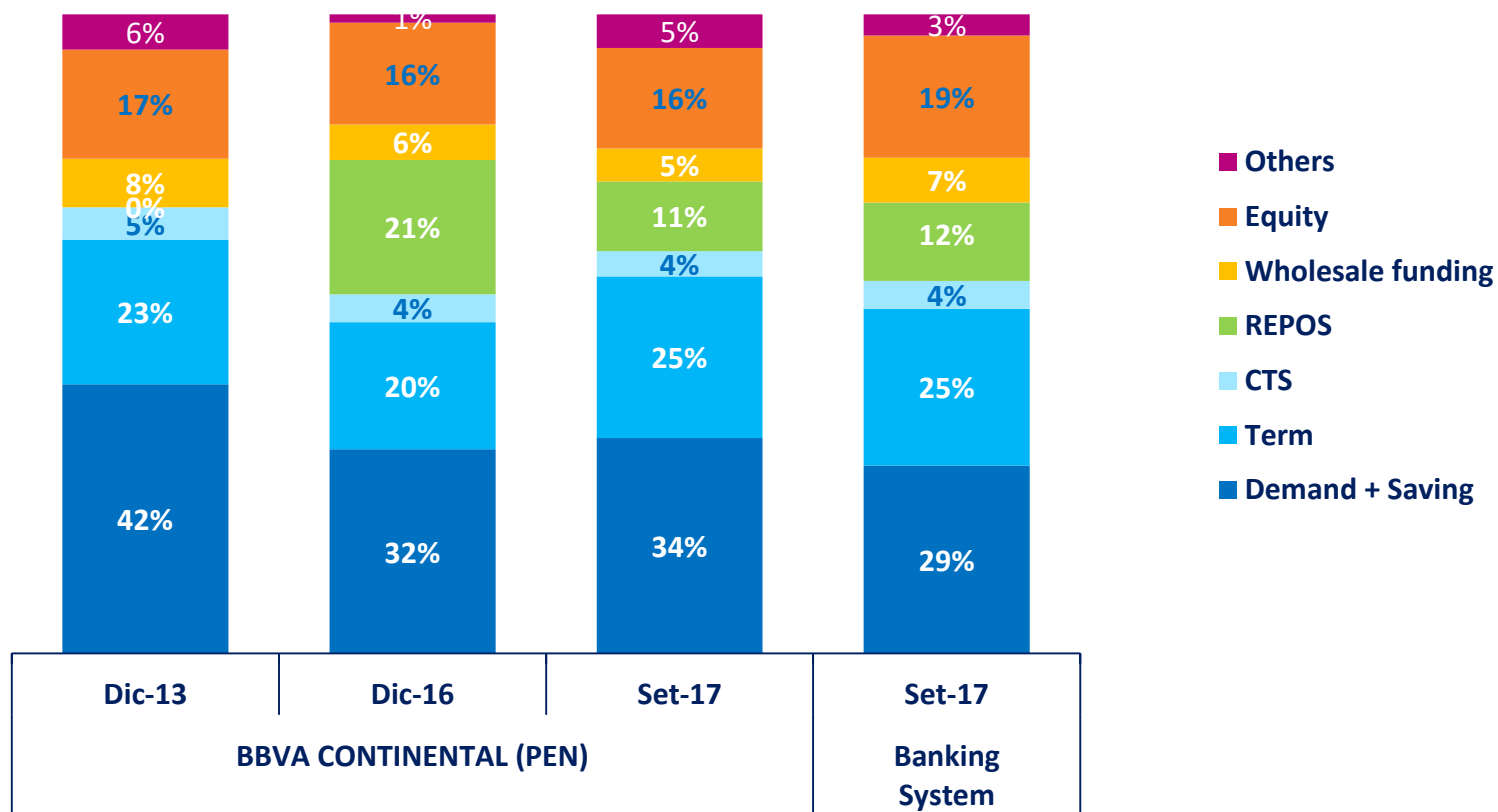
| | |
|-----------------------|---------------|
| Banking System | 92,052 |
| YOY Variation | 4.7% |

Business Deposits

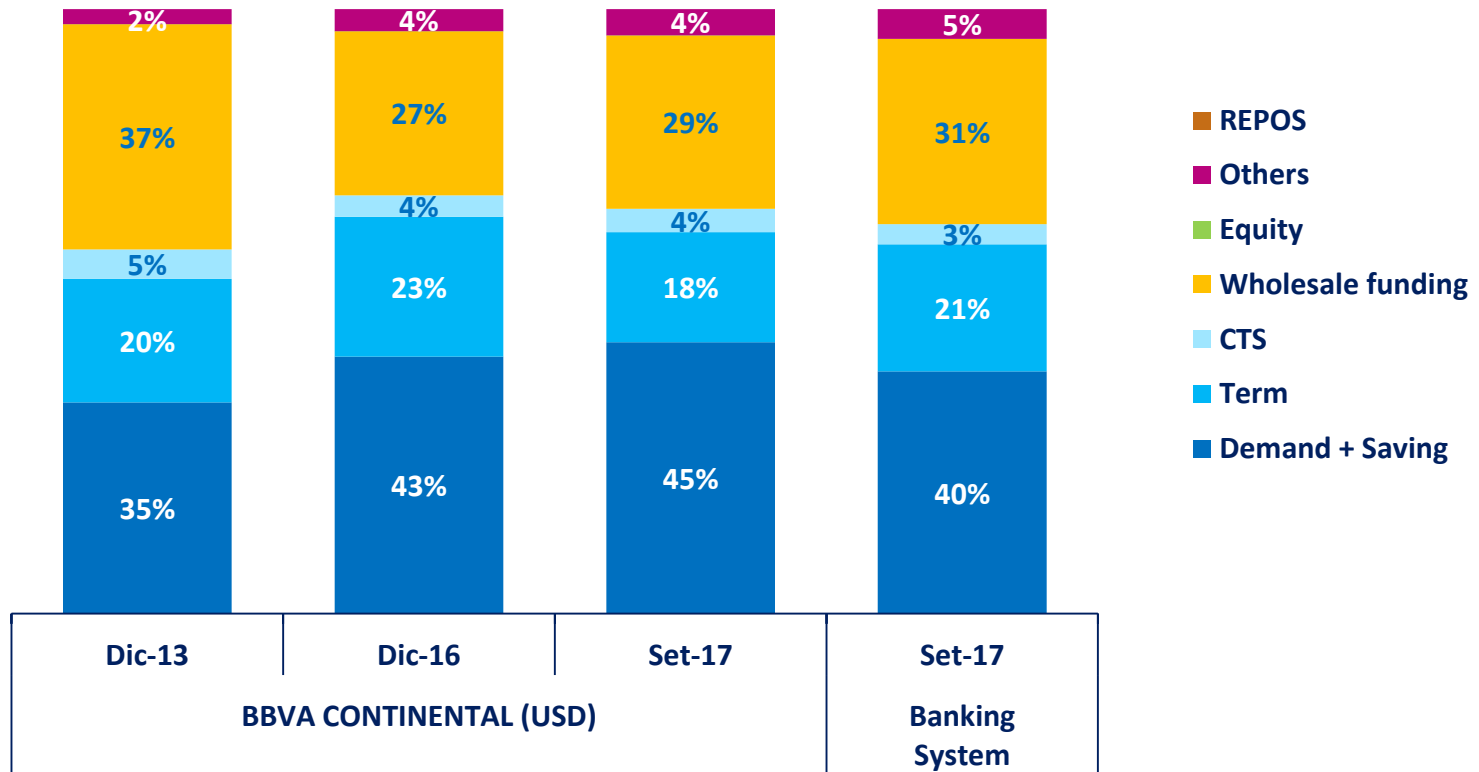


| | |
|-----------------------|----------------|
| Banking System | 128,536 |
| YOY Variation | 4.8% |

Liabilities and Capital Breakdown - PEN

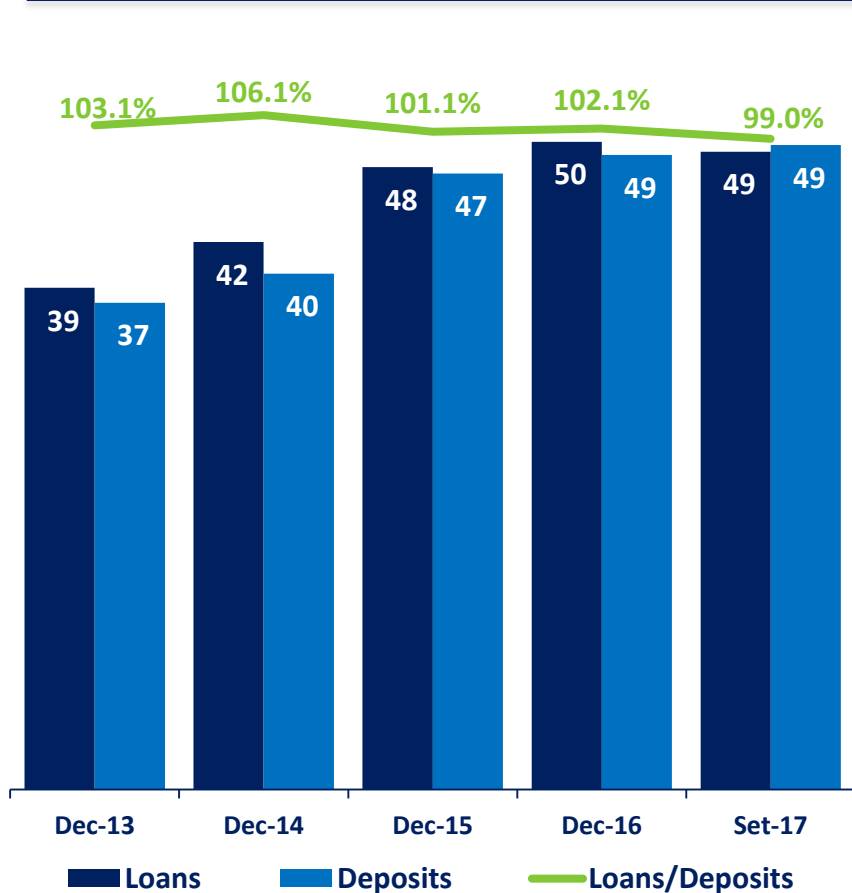


Liabilities and Capital Breakdown - USD

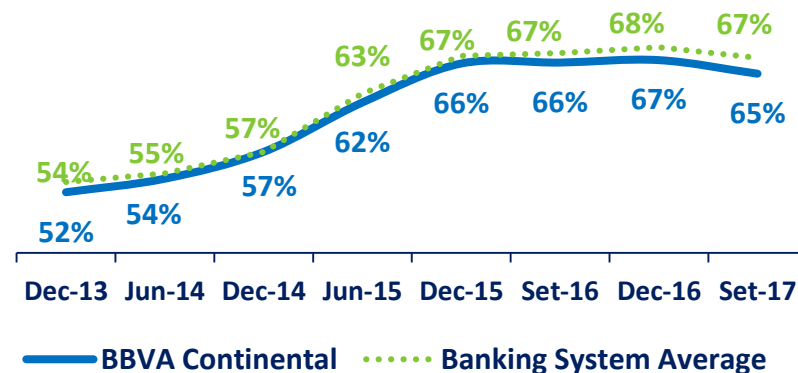


High level of self-financing and balance sheet denomination in PEN

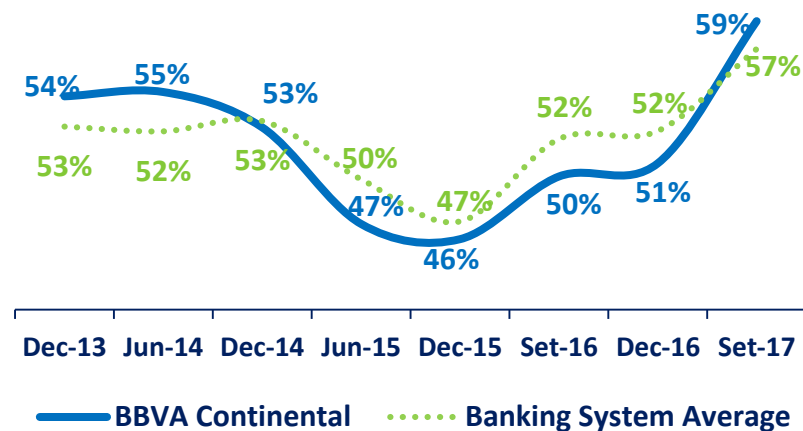
Loans and Deposits (\$/ Billion)



Domestic Currency Performing Loans (% Total Loans)

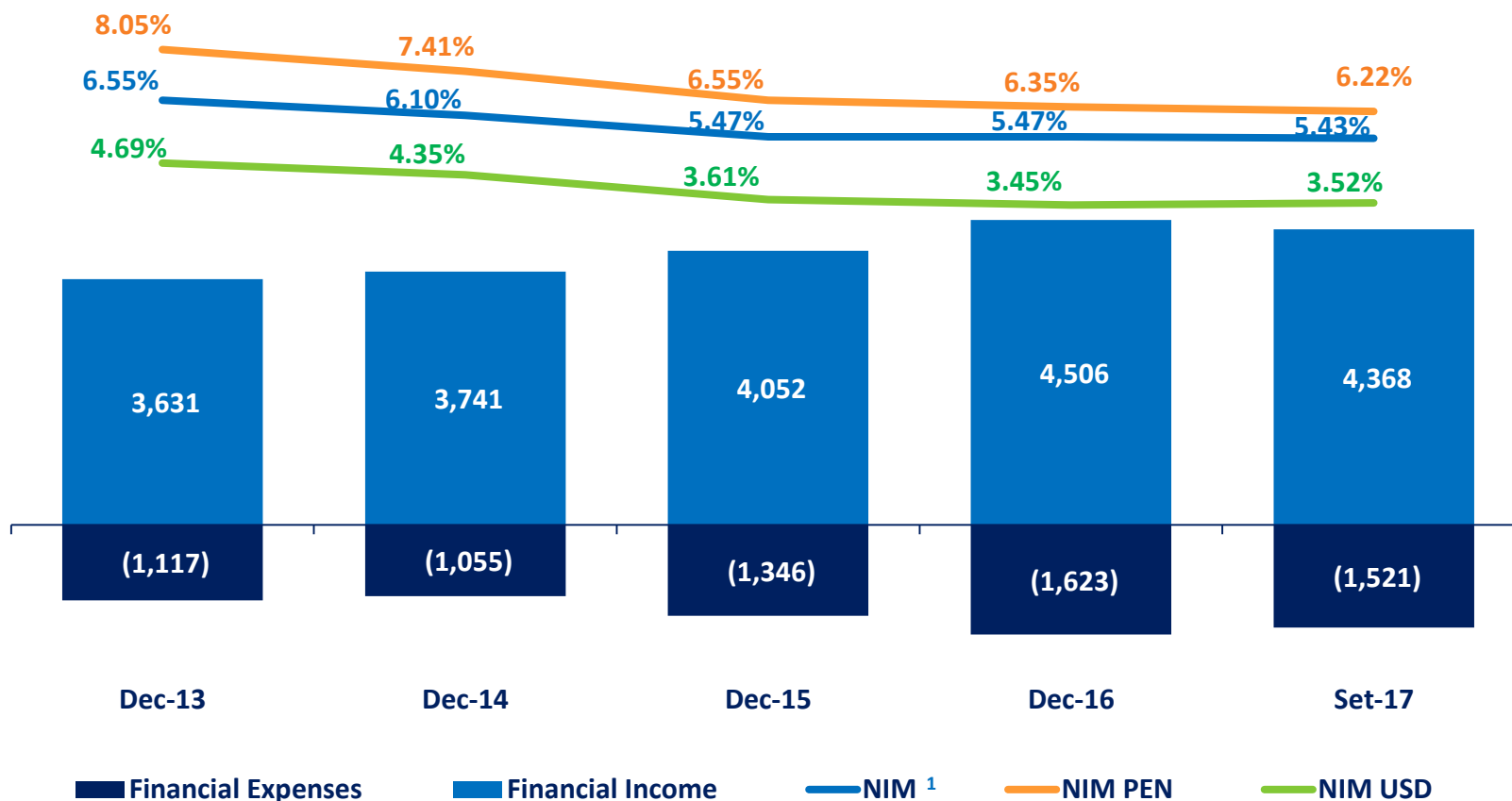


Domestic Currency Deposits¹ (% Total Deposits)



¹ Other obligations are excluded from deposits
Source: SBS

Financial margin (\$/ Million,%)

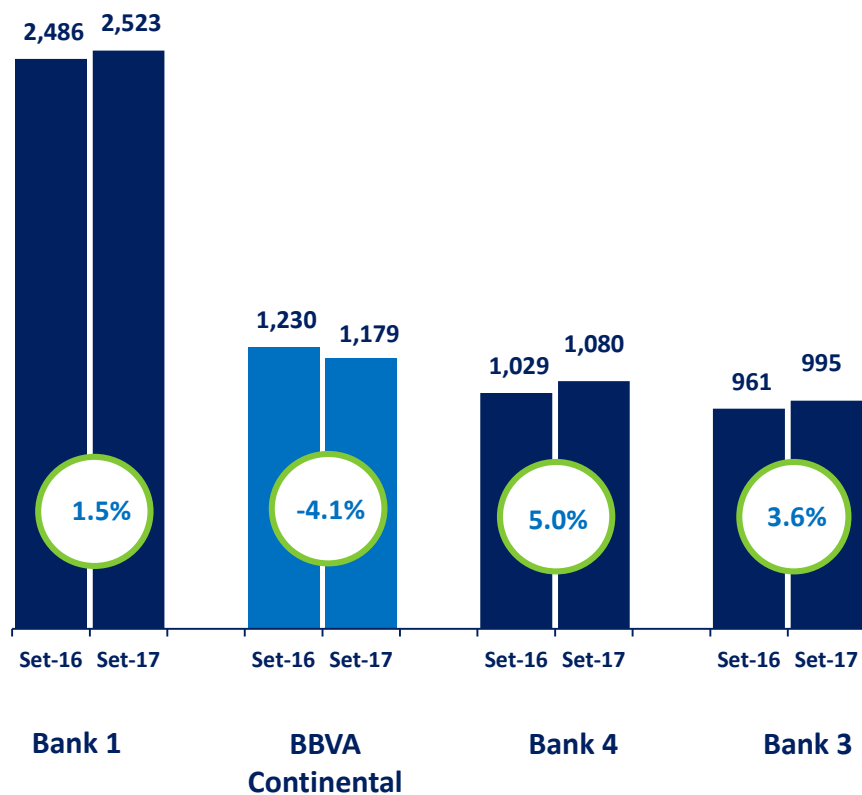


¹ **NIM ratio:** Interest margin for the last 12 months divided by average interest earning assets (interbank funds, investments, net loans). As of August 17
 Source: SBS & ASBANC

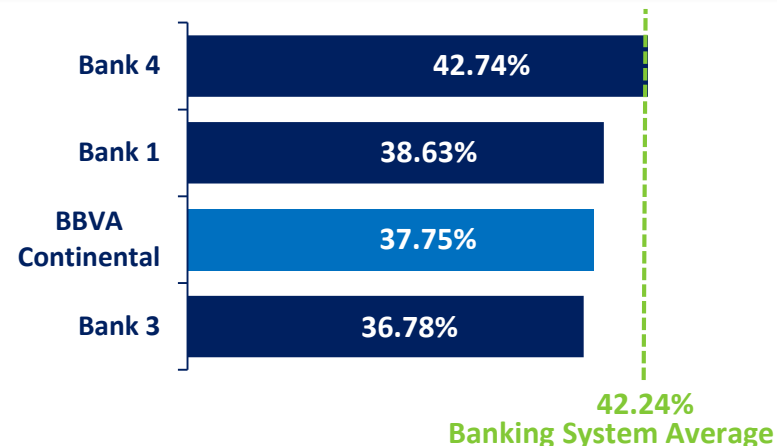
Expenses management

We manage an attractive efficiency ratio

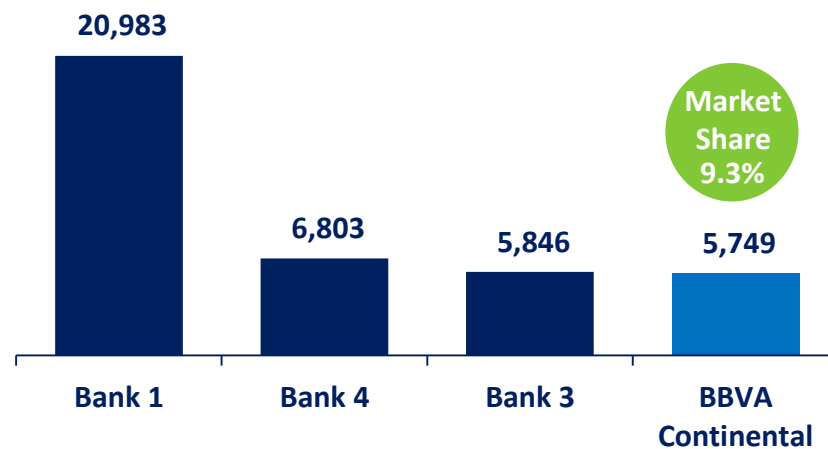
Administrative expenses¹ (\$/ Million, %)



Efficiency Ratio (September 2017)



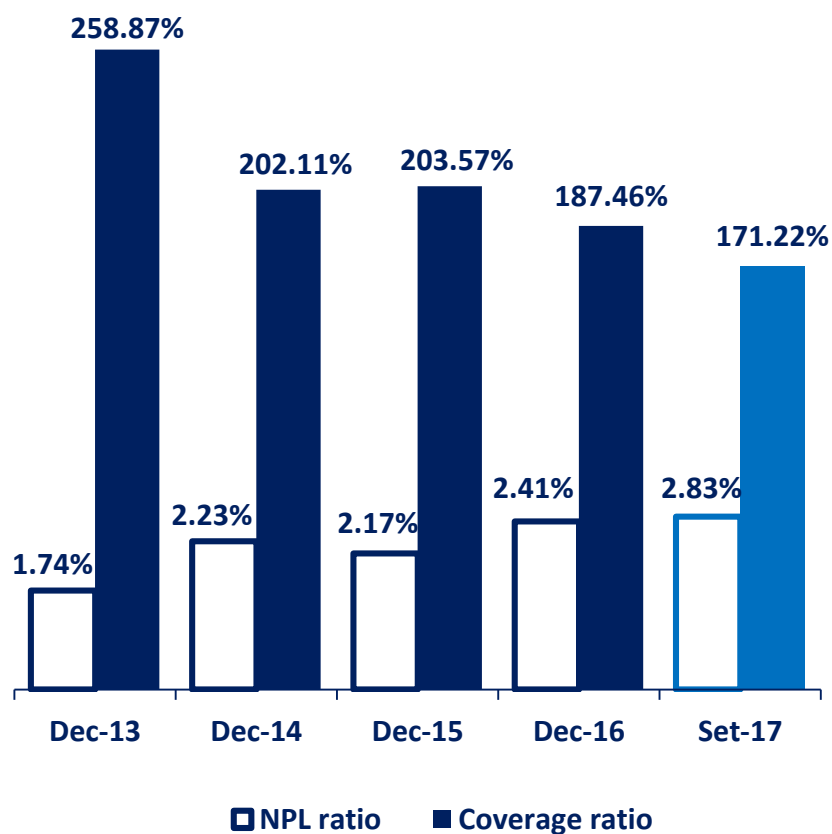
Number of employees (September 2017)



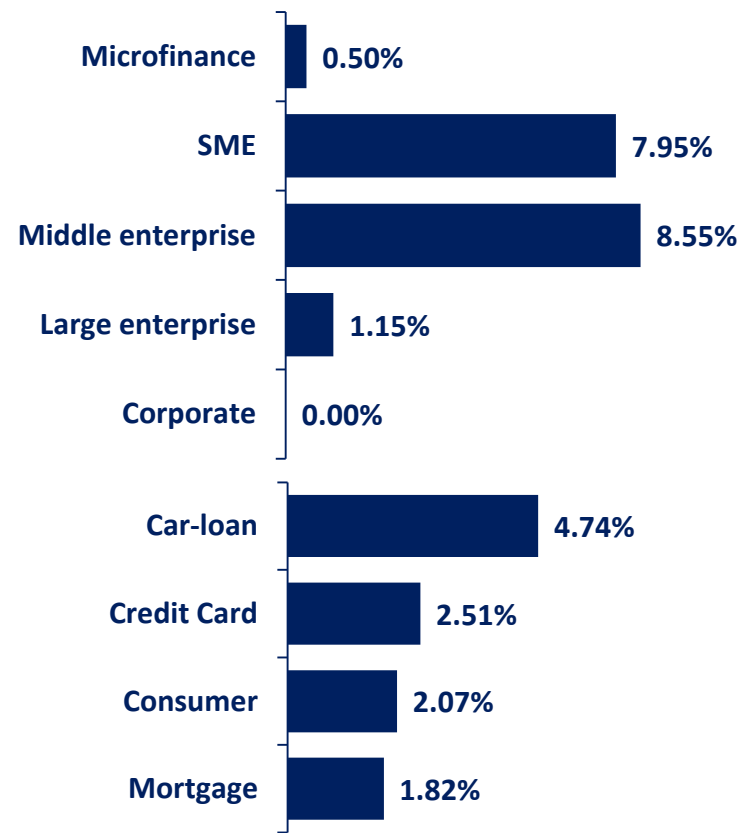
¹ Includes Amortization and Depreciation
Source: SBS

Risk management

Outstanding asset quality (September 2017)



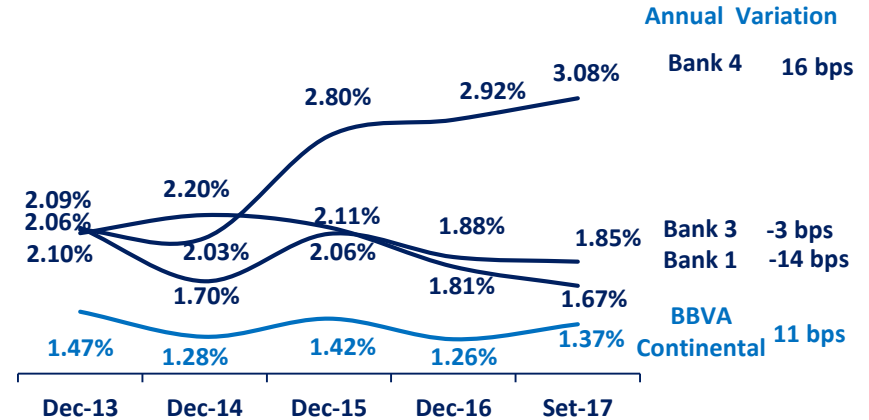
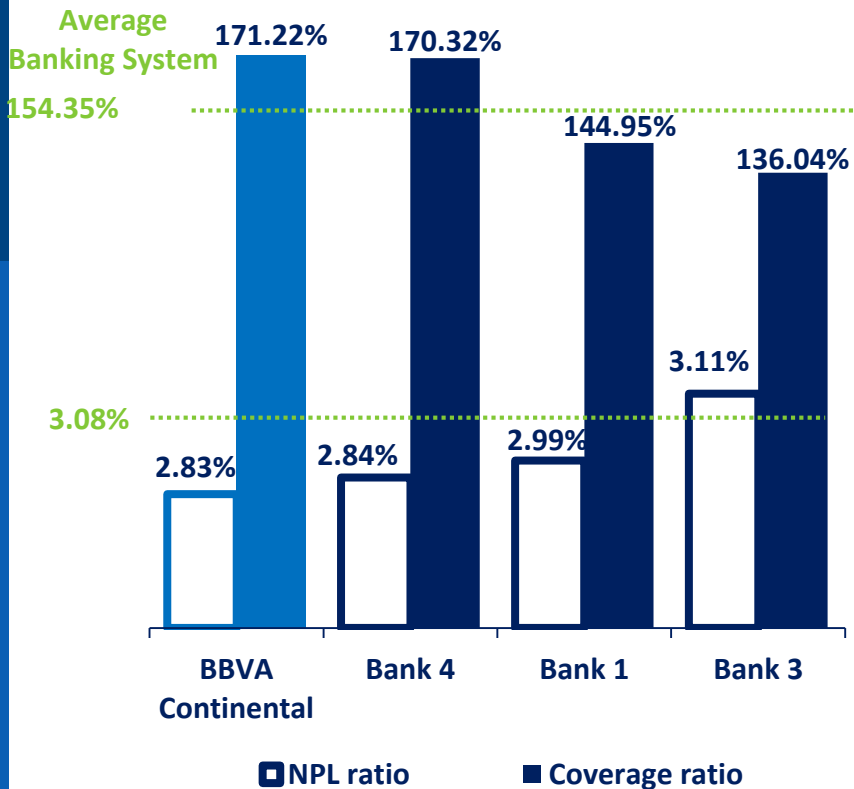
NPL ratio by product and segment (September 2017)



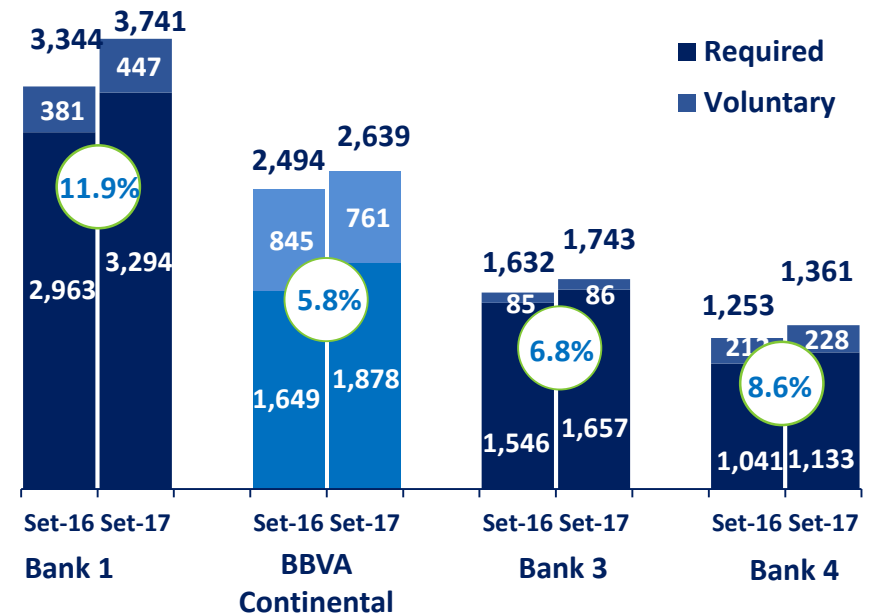
Best Risk Cost¹ ratio vs. Peer Group

Risk management

Best NPL Ratio and Coverage Ratio (September 2017)



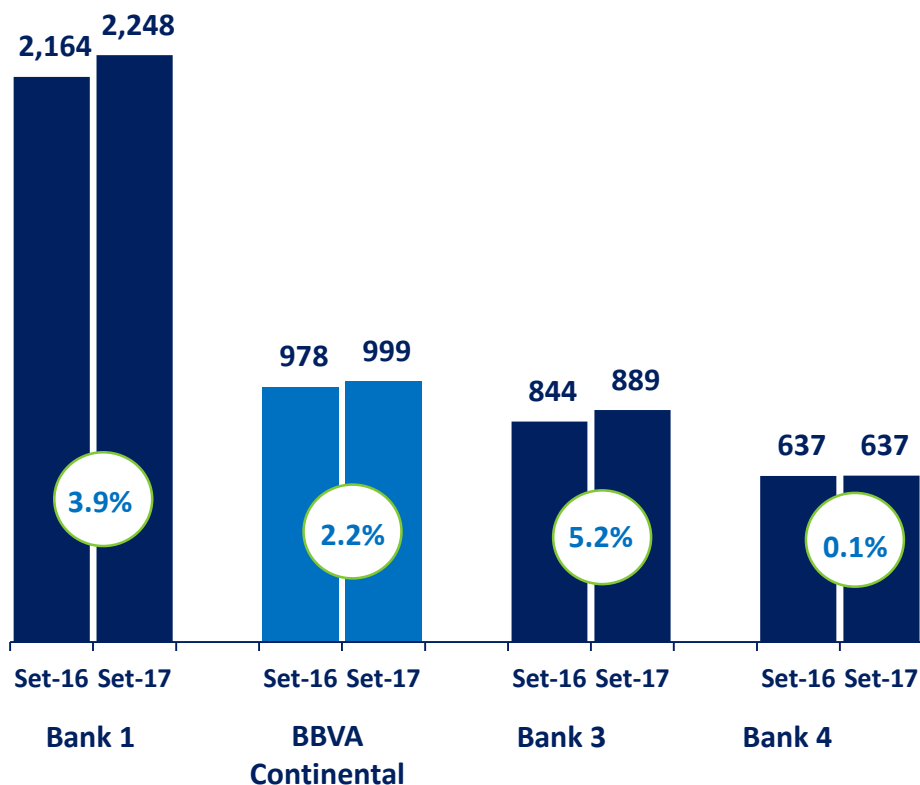
Maintaining high levels of voluntary provisions (S/ Million)



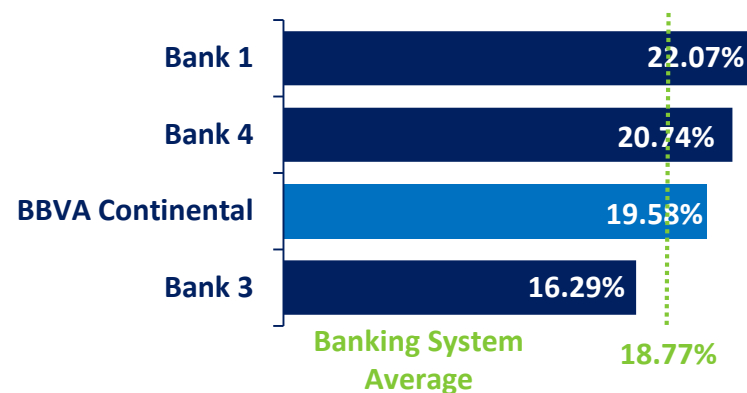
¹ Risk Cost: Provisions for the last 12 months between average loans from the last 12 months. Source: SBS

Profitability management

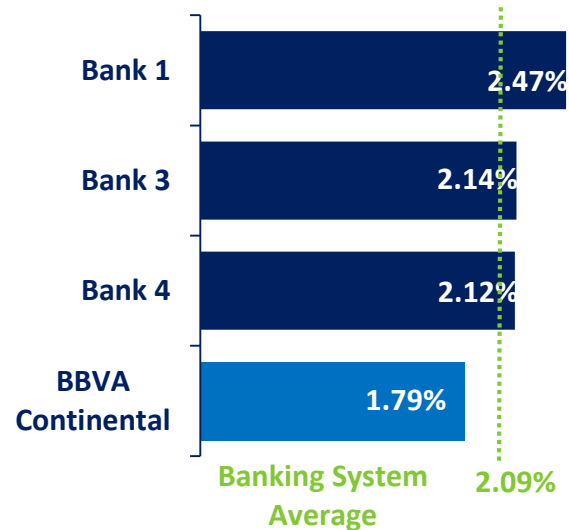
Net income (\$/ Million, %)



Return on Equity – ROE (September 2017)

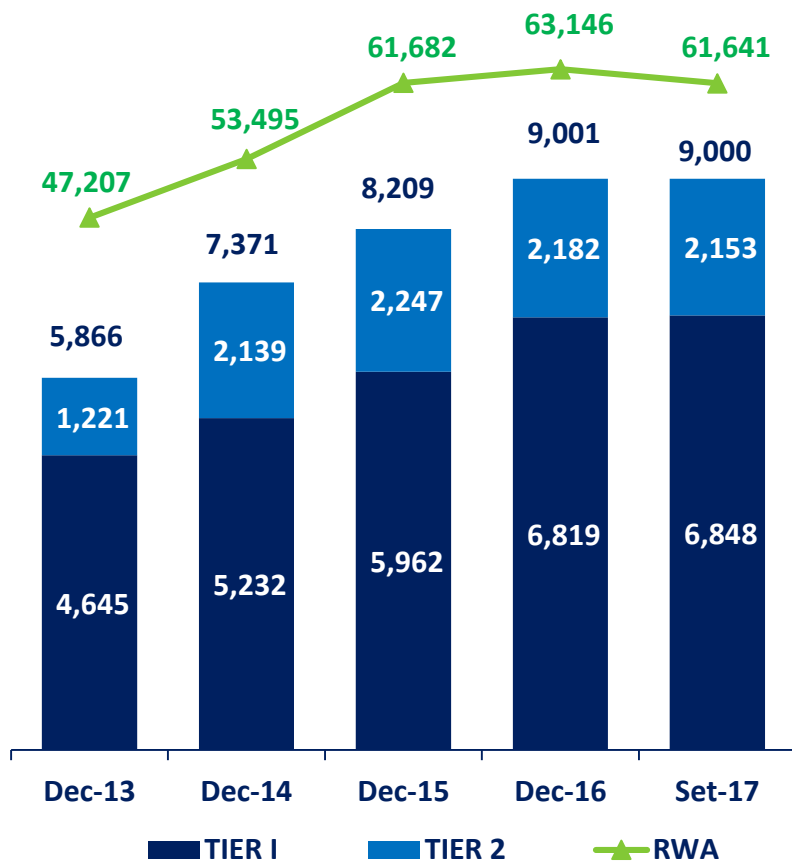


Return on Assets – ROA (September 2017)

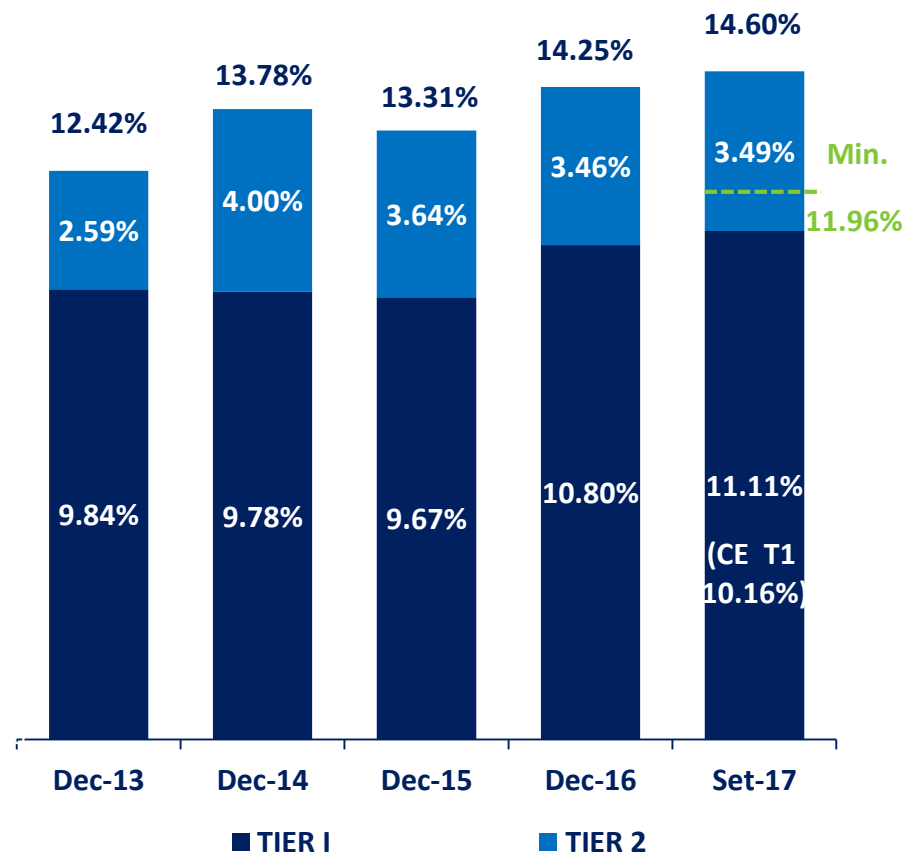


Solvency management

Regulatory capital & RWA (\$/ Million)



Main Capital Ratios



3 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 | 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 |
| Outlook | Stable | Positive |

| Instrument | Apoyo & Asociados | Equilibrium | PCR |
|---|-------------------|-------------|-------------|
| Negotiable Certificate of Deposits (CD) | CP-1+ (pe) | EQL 1+.pe | p1+ |
| Short term deposits | CP-1+ (pe) | EQL 1+.pe | Categoría I |
| Term deposits > 1 year | AAA (pe) | AAA.pe | pAAA |
| Corporate bonds | AAA (pe) | AAA.pe | pAAA |
| Subordinated bonds | AA+ (pe) | AA+.pe | pAA+ |
| Leasing bonds | AAA (pe) | AAA.pe | pAAA |
| Common shares | 1a (pe) | 1a Clase.pe | PC N1 |
| Issuer rating | A+ | A+ | A+ |

4 Social Responsibility and Awards

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

SOCIAL RESPONSIBILITY

Informe de Banca Responsable 2015



Social, Economical and Environmental Responsibility Report



Reading Program: "Leer es estar adelante"



AWARDS



Forbes



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

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