



BBVA Continental

December 2012



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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

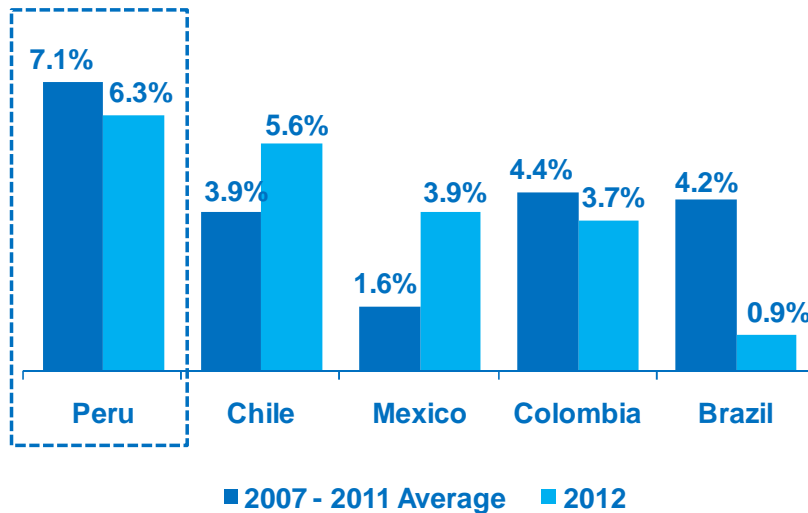


1 Peru: Attractive economy and financial system

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

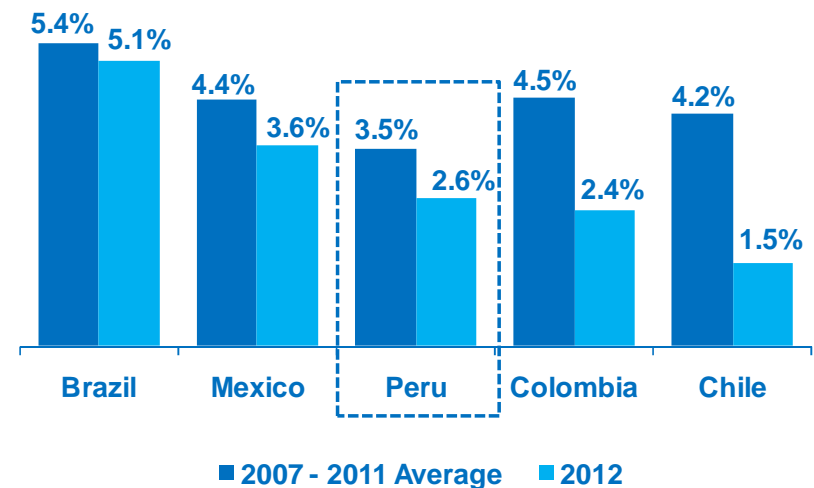
Peru is one of the economies with greater growth in Latin America...

GDP growth



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

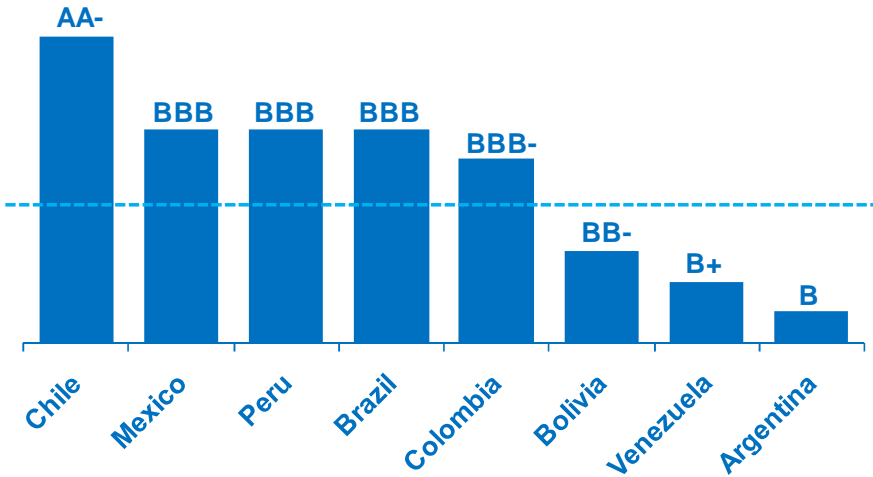
Inflation



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

It has achieved the sovereign investment grade...

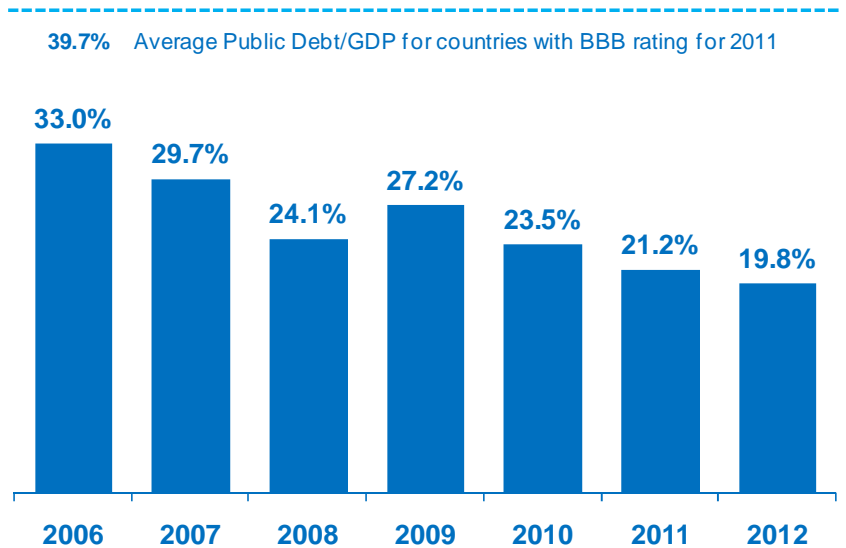
Ratings



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

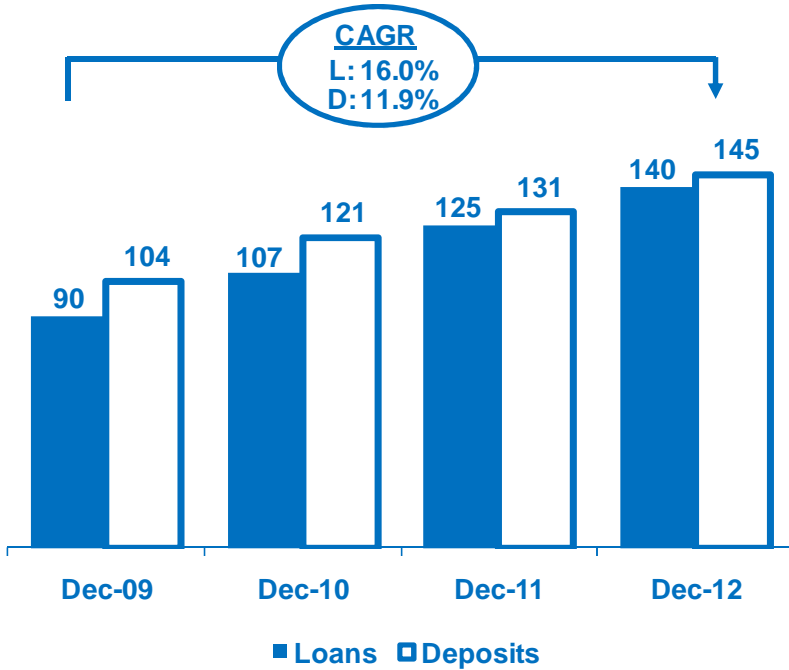
...with a solid Financial System and great opportunities

The Peruvian Banking System has shown strong growth...

...with great potential for future growth

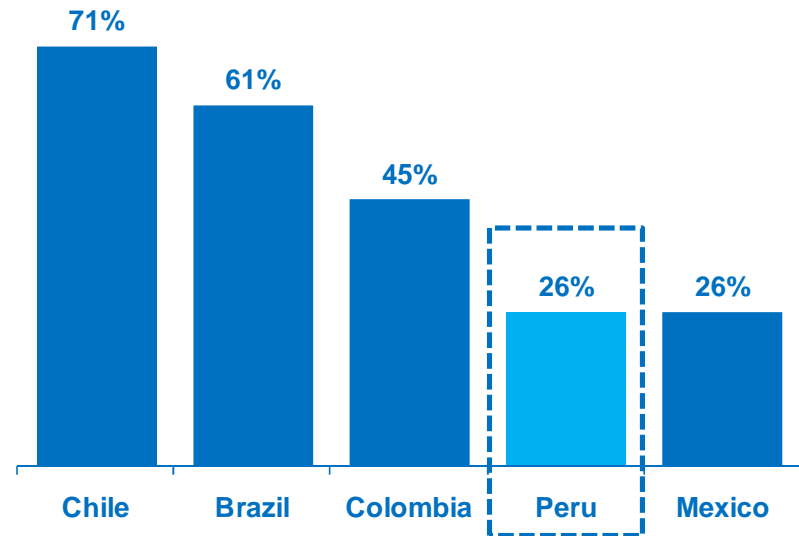
Performing loans and Deposits

PEN MMM



Créditos al sector privado como porcentaje del PBI

2011



Source: Superintendencia de Banca, Seguros y AFP

Fuente: Worldbank



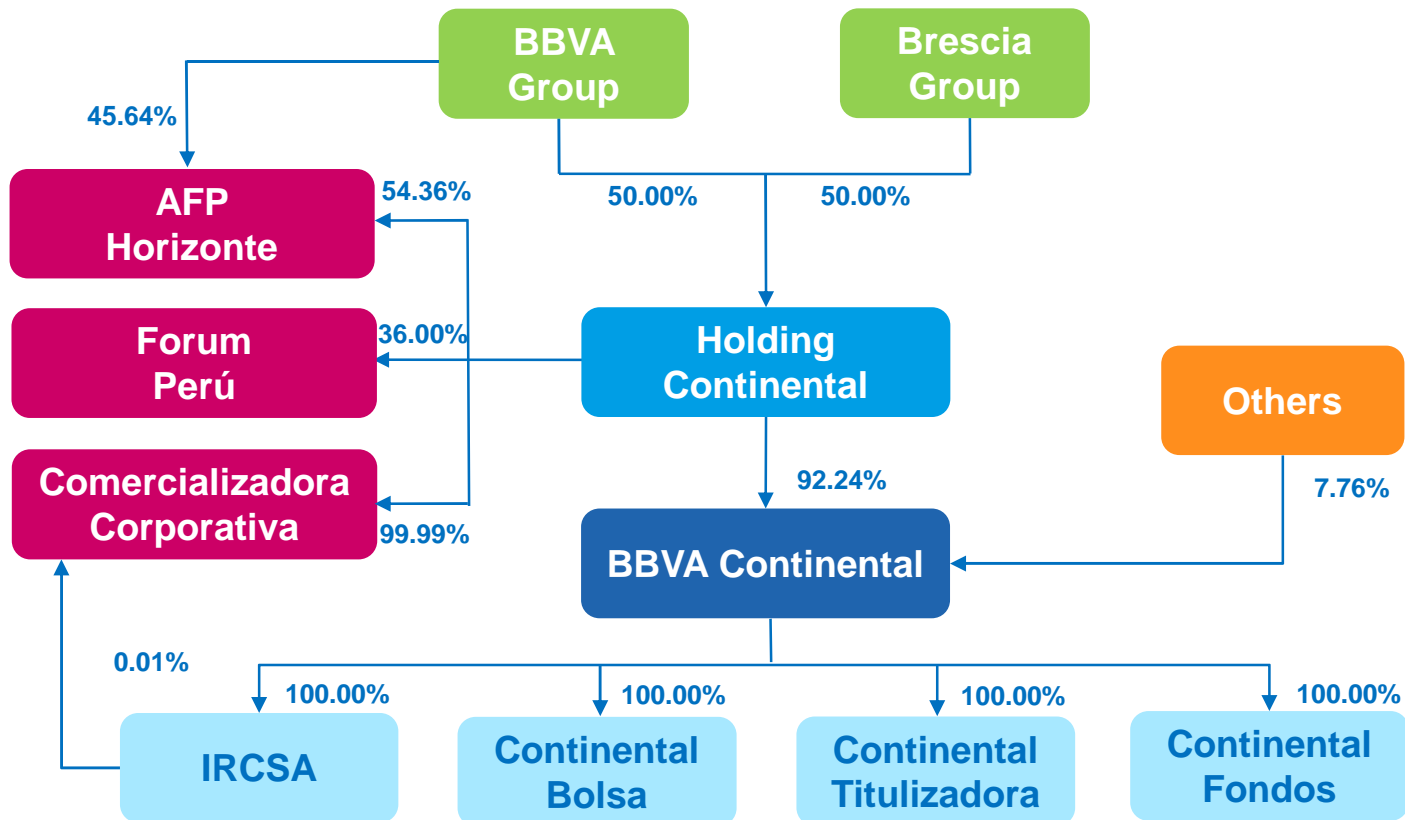
BBVA Continental

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

638

Asstes
(€ billion)

53 M

Customers

7,978

Branches

115,852

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

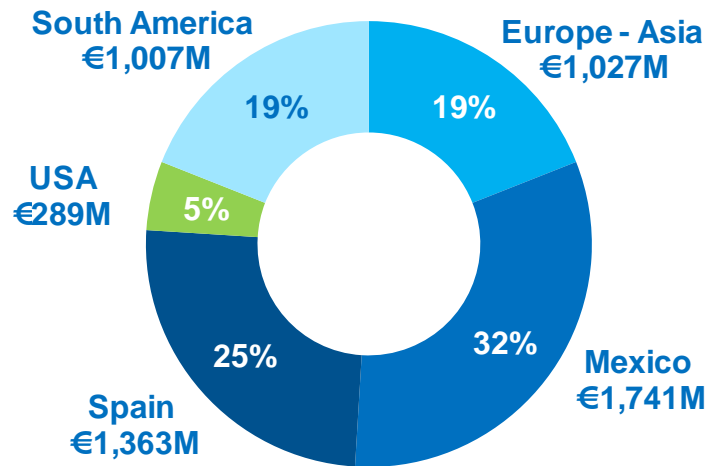
Turkey
Strategic participation

Asia / China
Strategic alliance

	Loans	Deposits	Ranking
Spain	11%	10%	2°
Mexico	24.8%	23.4%	1°
South America	10.5%	10.5%	2°
USA (Sunbelt)	-	6%	4°
Europe - Asia	Market share 15% (7°)		
China (Citic Bank)			
Turkey (Garanti Bank)	Market share 25% (2°)		

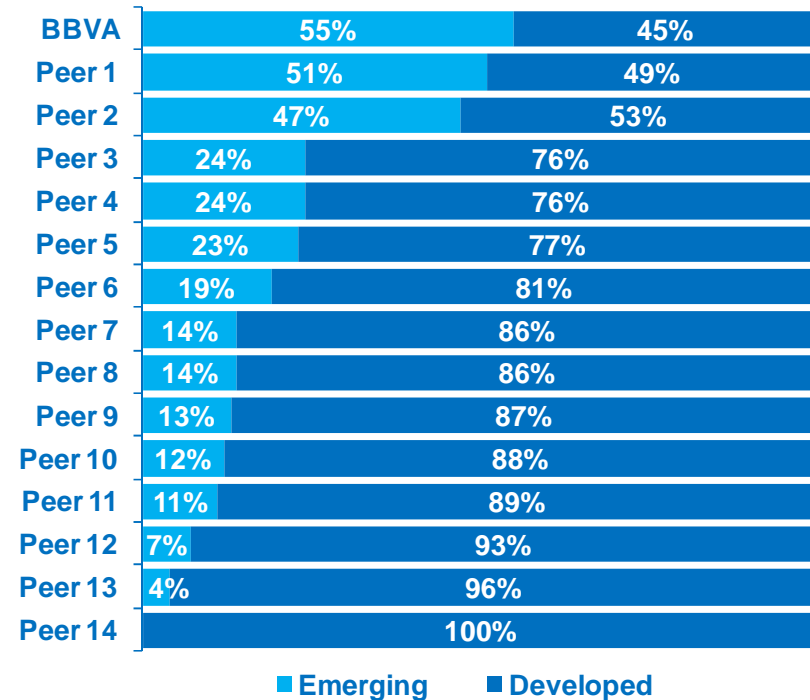
Classification of deposits (except for China, by assets and for Turkey by deposits) ; **Spain**: information as of December 2011; **Mexico**: information as of December 2011; **South America**: information as of March 2012 for the following countries: Argentina, Chile, Colombia, Panamá, Paraguay, Peru, 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

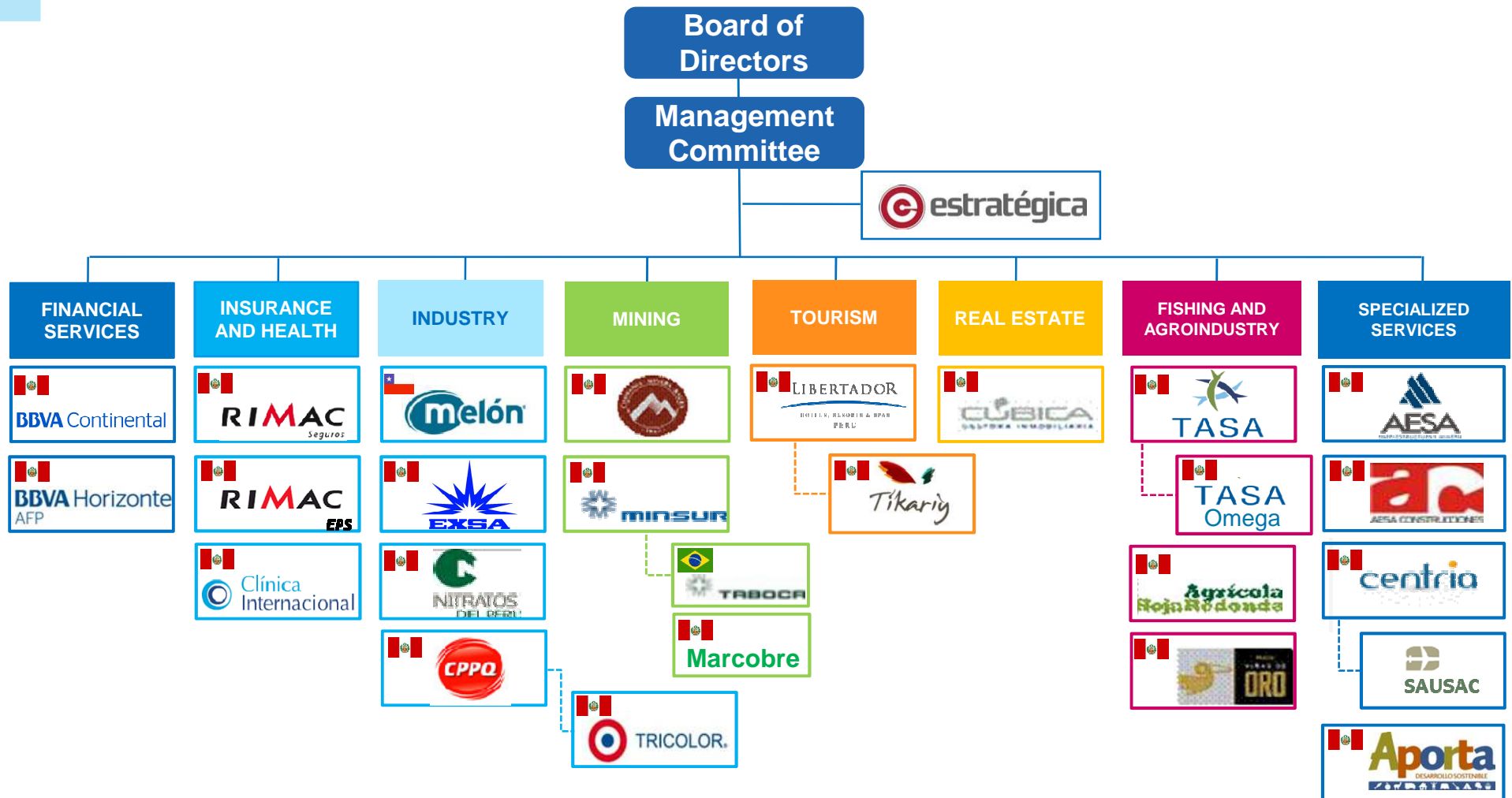


(1) Excluding Corporate Activities and one-offs

(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

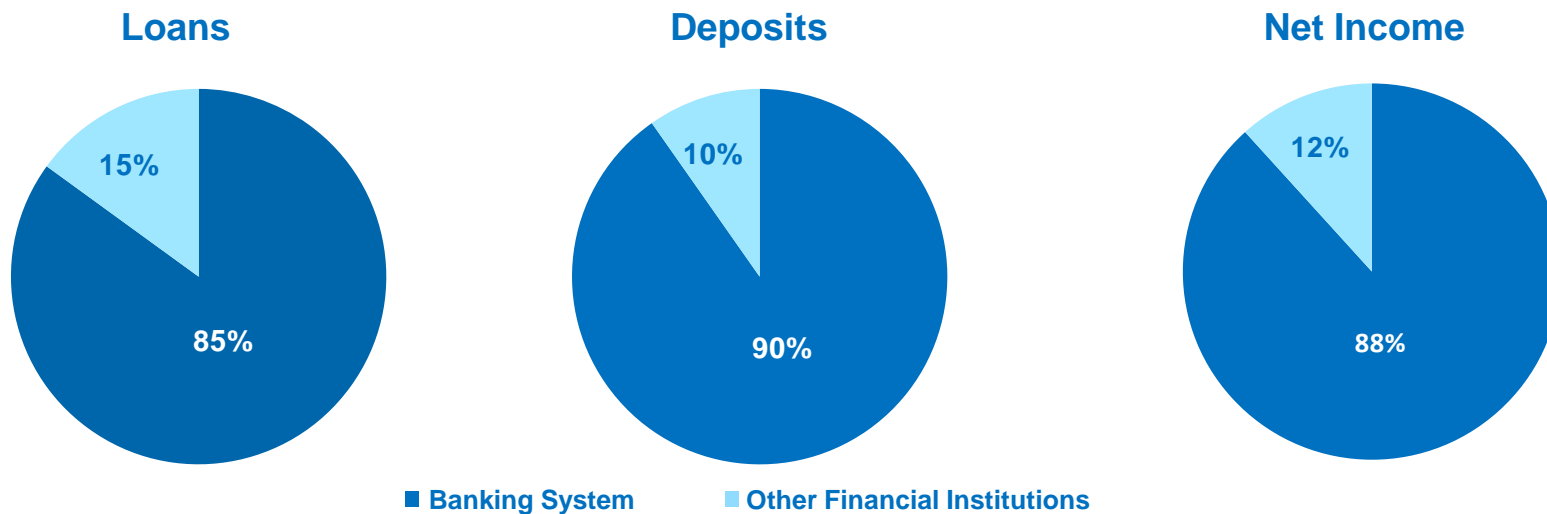


Peruvian Financial System

Financial system	Institution PEN Million	Loans Dec-12	Deposits Dec-12	Net income Dec-12
Banking system	Banks (16)	140,199	145,254	4,620
	Banco de la Nación	5,696	19,288	669
Other financial institutions	Cajas Municipales (13)	10,483	11,098	272
	Financieras (11)	7,781	4,297	288
	Cajas Rurales (10)	1,917	2,098	29
	Edpymes (10)	993	0	16
	Leasing (2)	410	-	3
	COFIDE	3,861	20	74
	Agrobanco	389	-	21

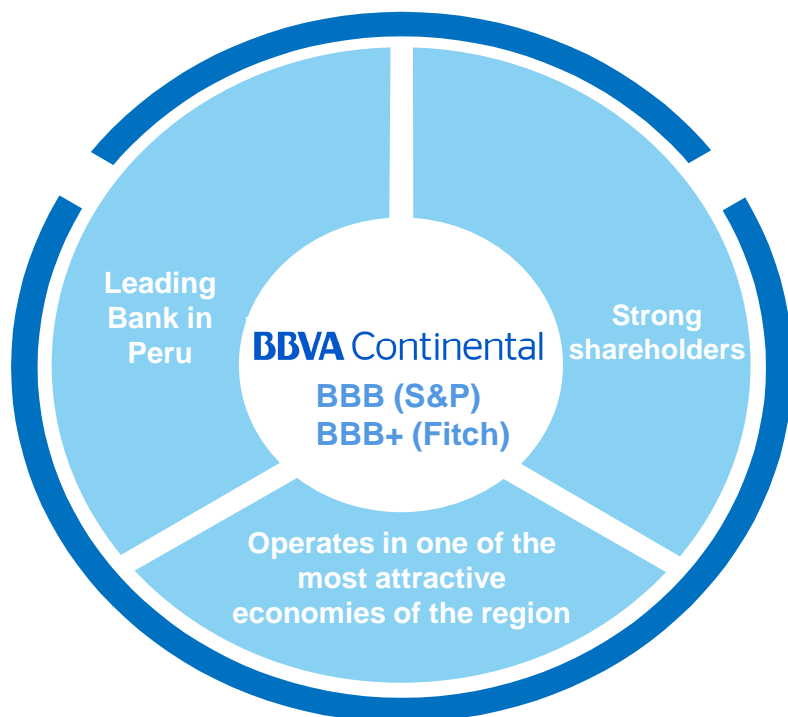
Source: Superintendencia de Banca, Seguros y AFP

Four main banks concentrate around 85% of the Banking System



BBVA Continental

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



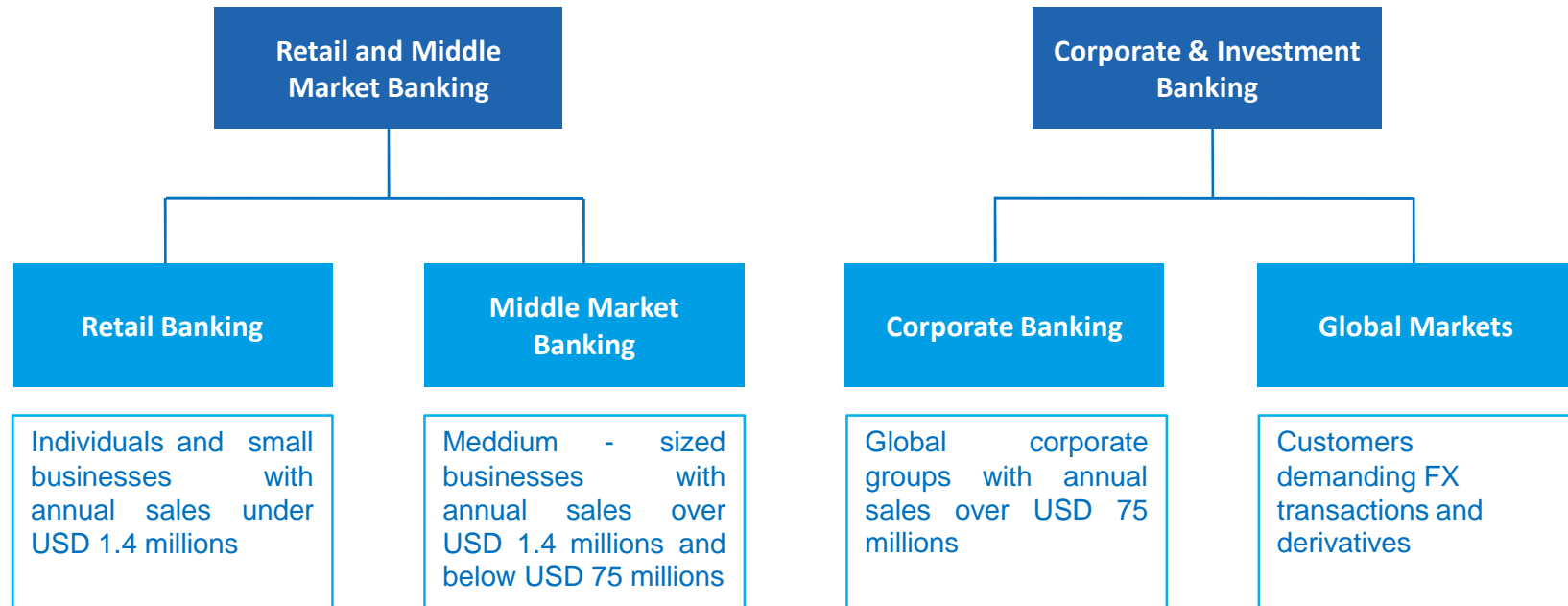
- ✓ Peru, one of the most dynamic and attractive economies in the region
- ✓ BBVA Continental: second largest bank in the country and leading institution for over 60 years
- ✓ Strong shareholders: BBVA Group, leading global financial institution and Grupo Brescia, one of the largest business conglomerates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

#2 in performing loans	S/.32,698 millions
#2 in deposits	S/.32,661 millions
#2 in assets	S/.49,714 millions
#1 in efficiency Administrative expenses / Financial Margin	35.44%
#1 in asset quality Allowances for loan losses / Past due loans Past due loans / Total loans	366.81% 1.19%
#1 in profitability ROE: Annualized net income / Average equity	33.08%
#2 in branches	303

Information as of December 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

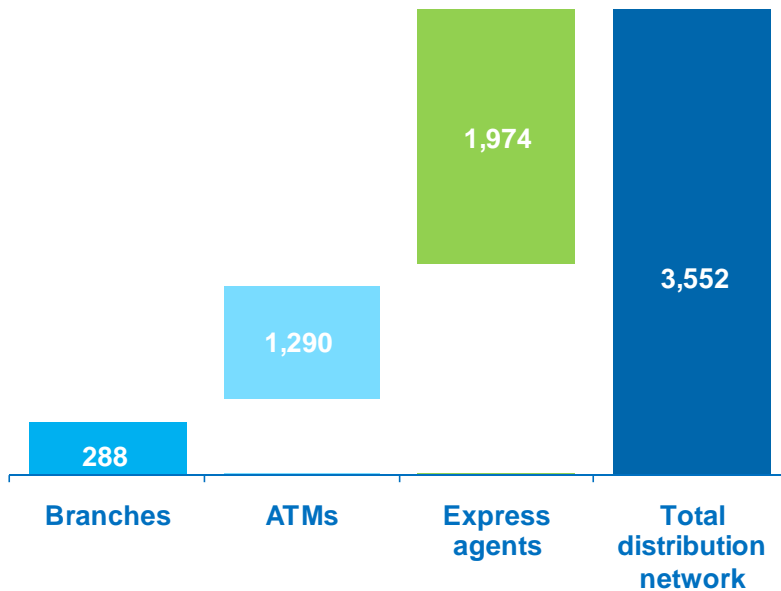
BBVA Continental vs. Peers

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 3,552 points of service
- ✓ 288 branches nationwide
- ✓ More than 3.0 million customers

December 2012



Great capacity for cross-selling

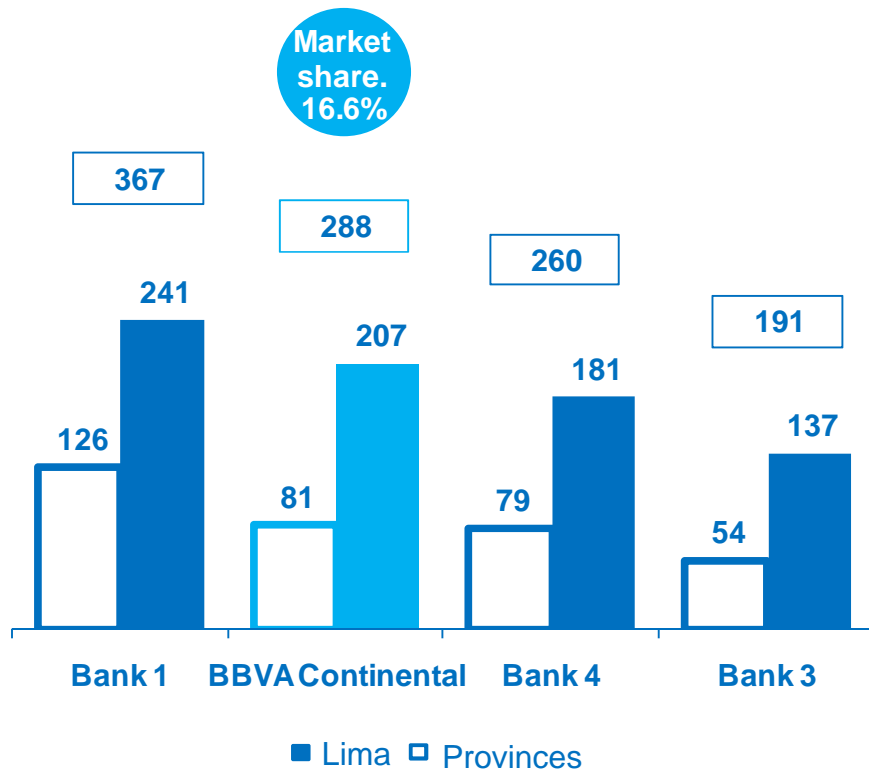
Sinergy with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

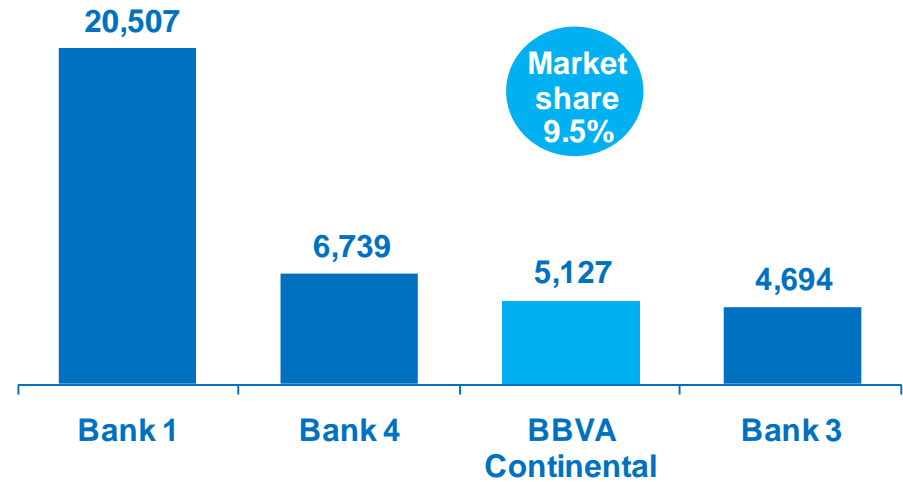
Number of branches and employees

December 2012

Number of branches



Number of employees



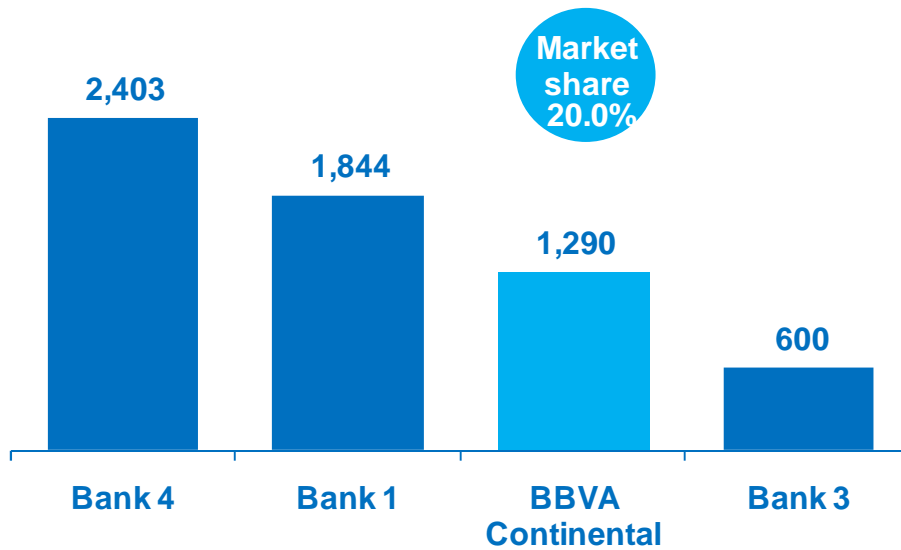


BBVA Continental

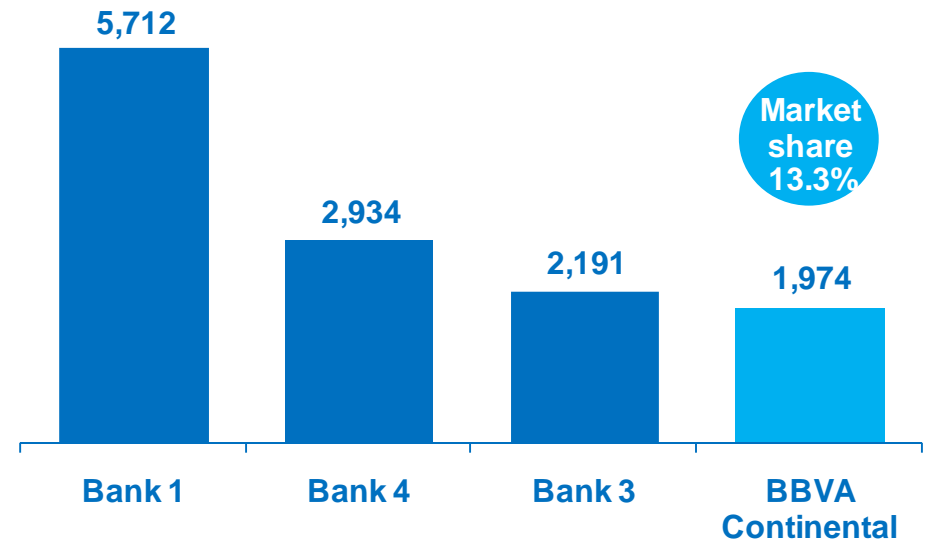
Number of ATM and express agents

December 2012

Number of ATM



Number of express agents



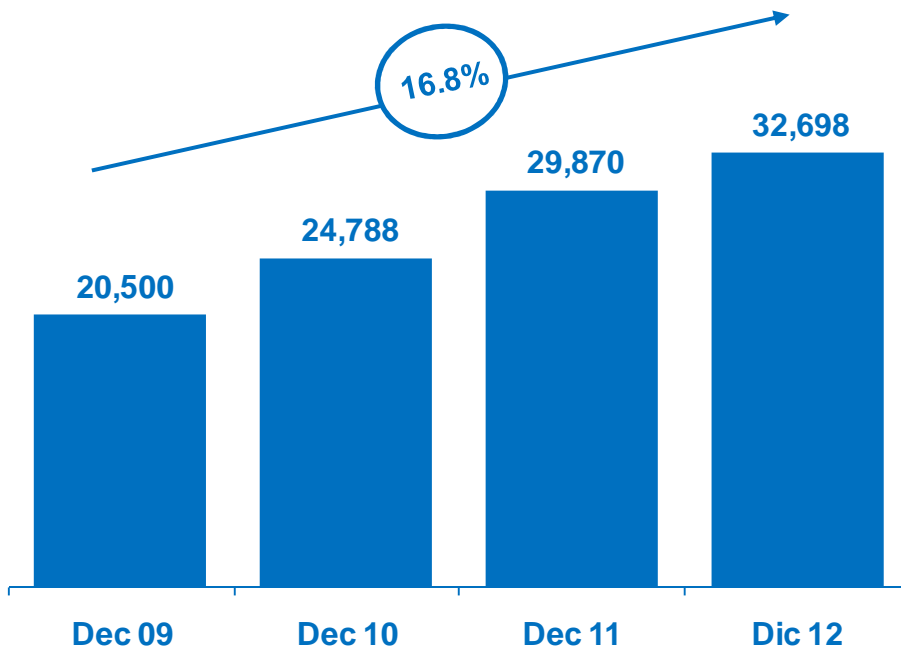


BBVA Continental

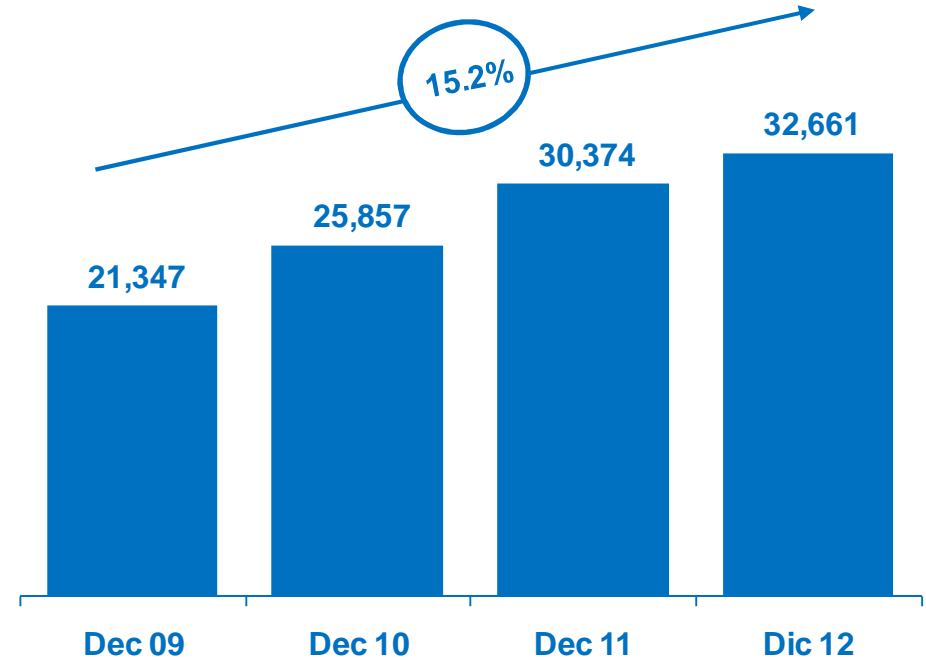
Outstanding growth

PEN Million

Performing loans



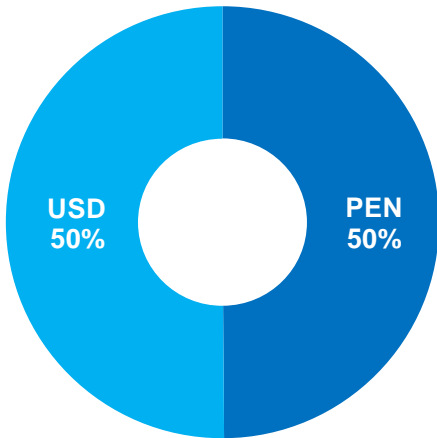
Deposits



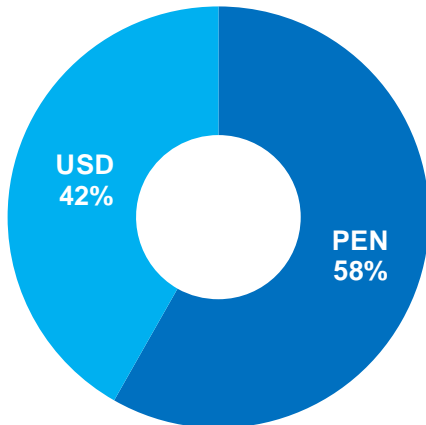
High level of self-financing and natural match of currencies

December 2012

Loans

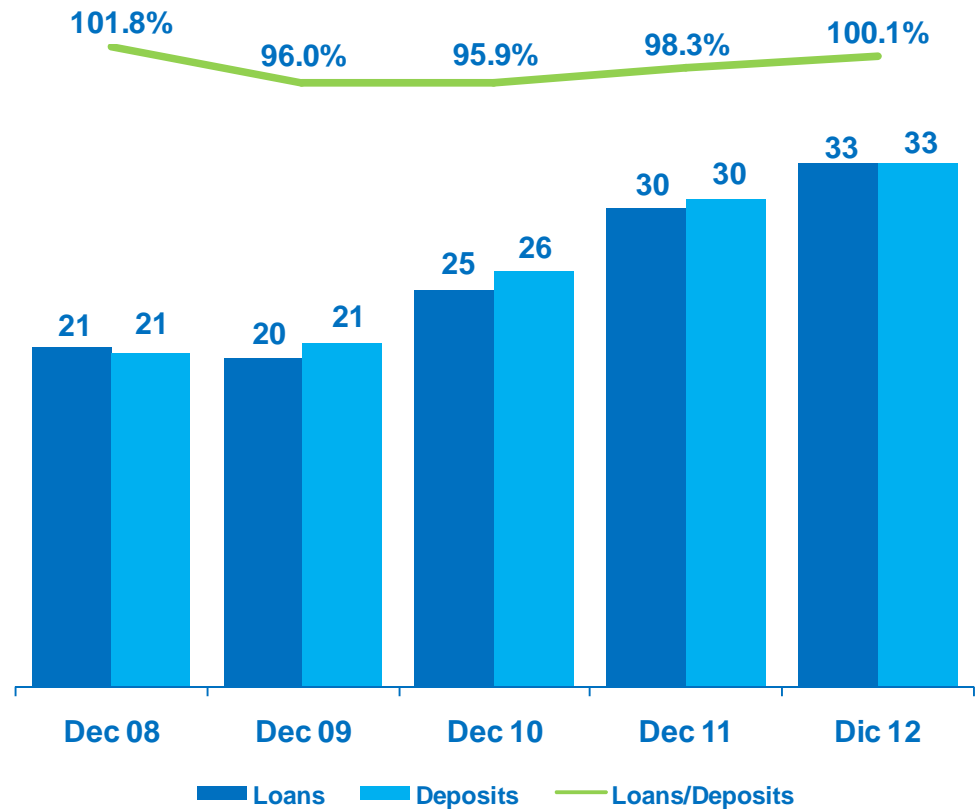


Deposits

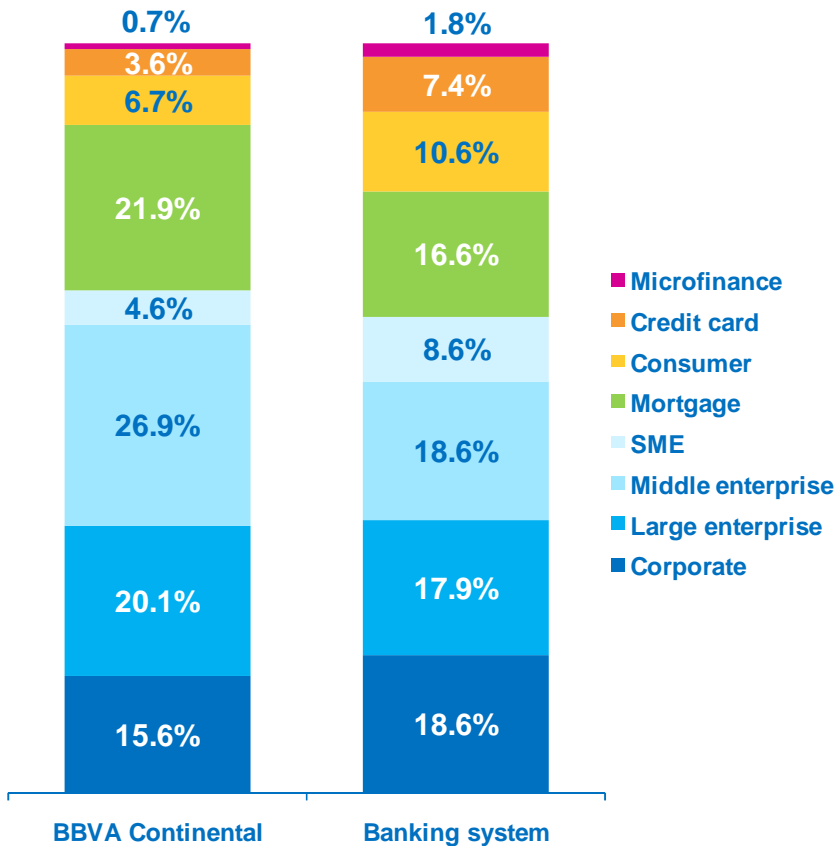


Loans and Deposits

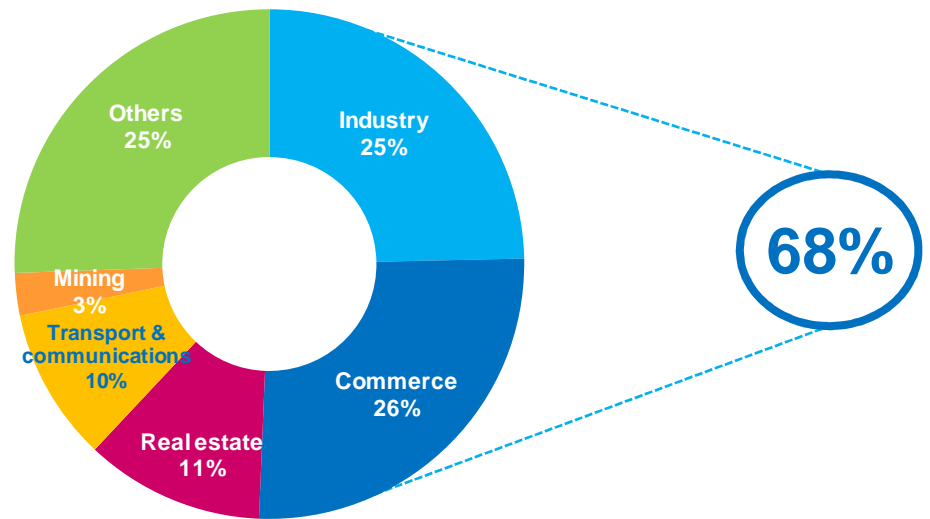
PEN MMM



Loans breakdown



Commercial loans by economic sector



- Focus on commercial, mortgages and consumer loans
- Commercial loans represent 68% 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 0.5% thanks to a rigorous approval process



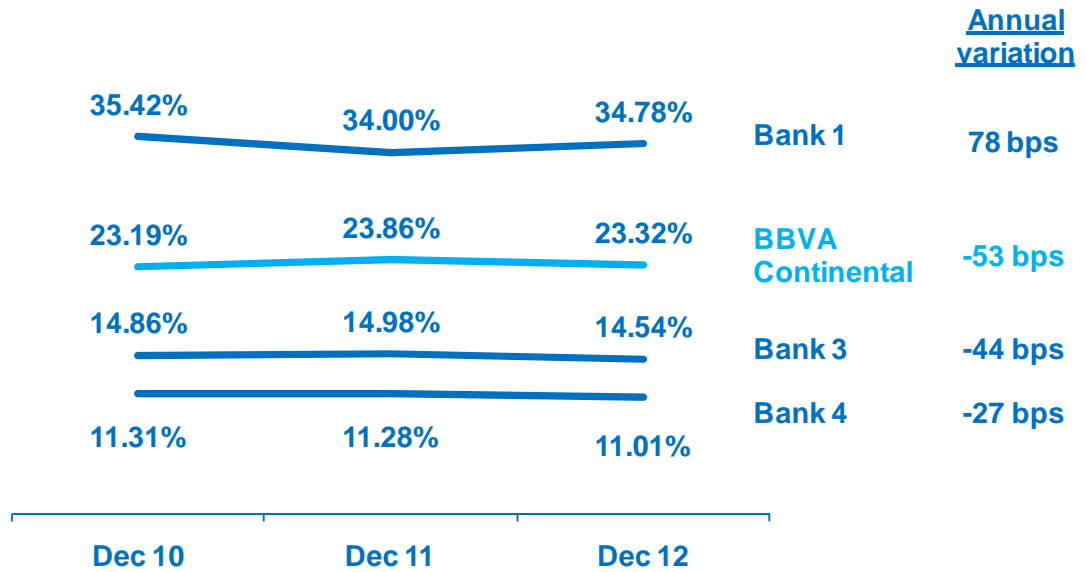
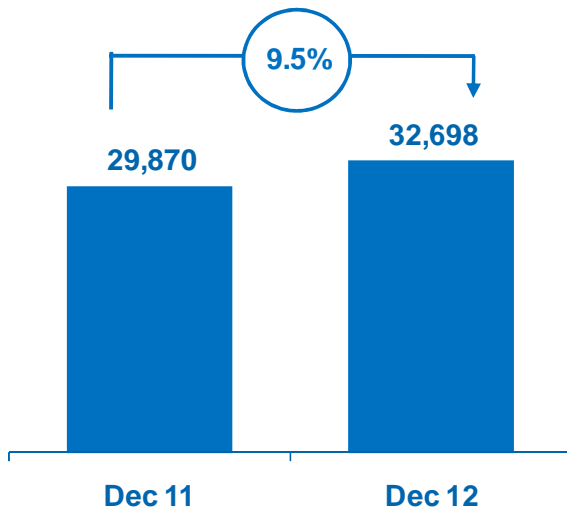
BBVA Continental

Performing loans

BBVA Continental continues growing in loans...

Performing loans

PEN Millions



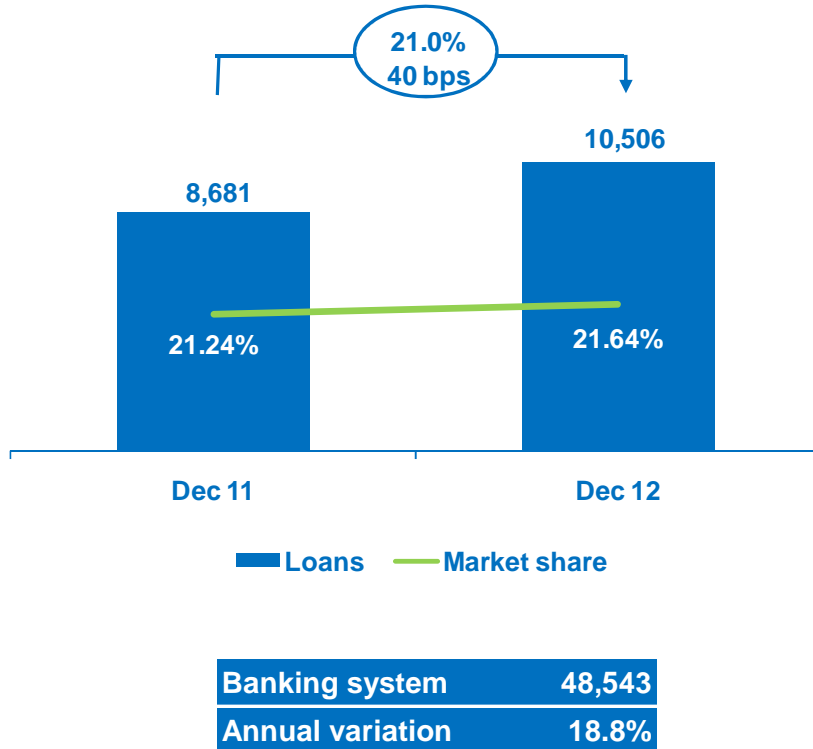
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

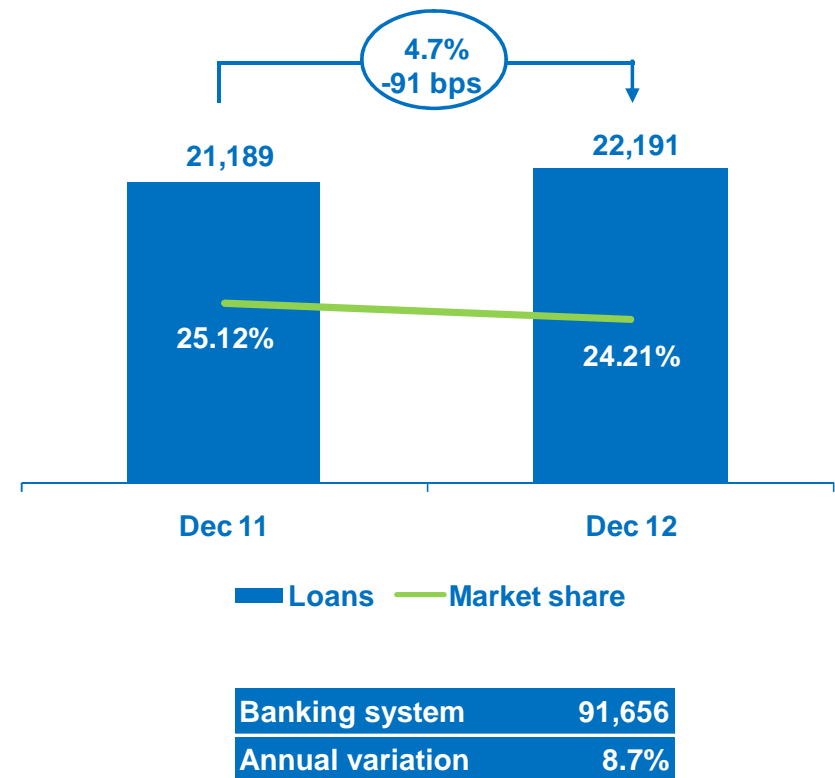
...with a gain in both retail and business customers

PEN Million and percentage (%)

Retail customers



Business customers

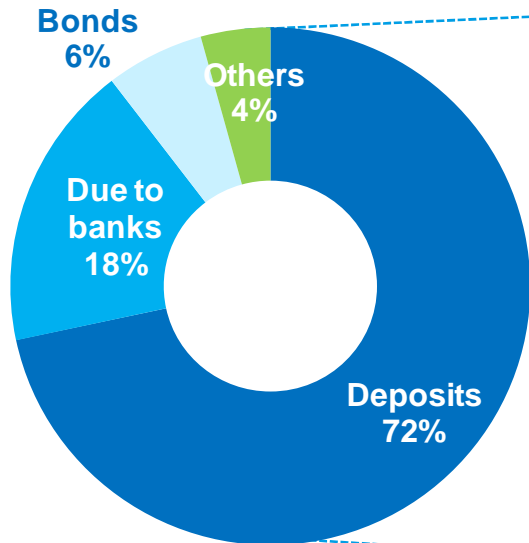


Deposit's structure

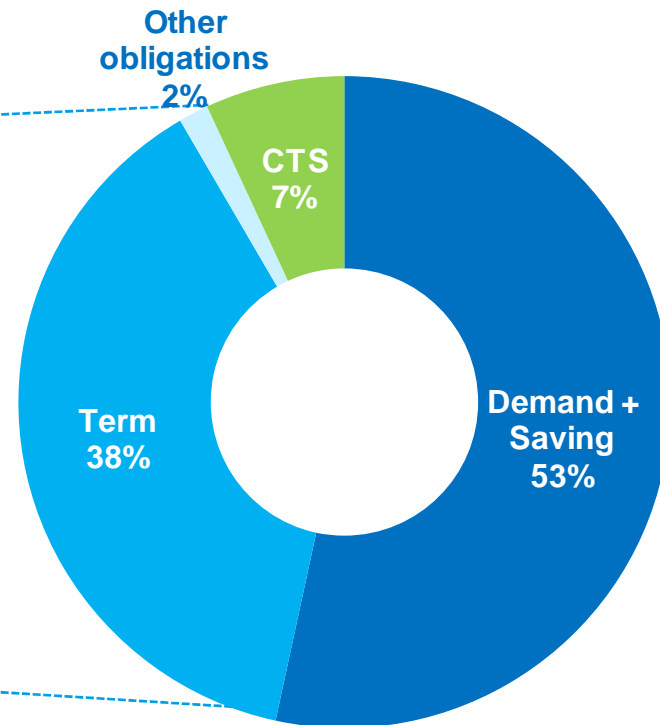
Cost effective deposit base

December 2012

Cost effective source of funding



Diversified deposit base



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

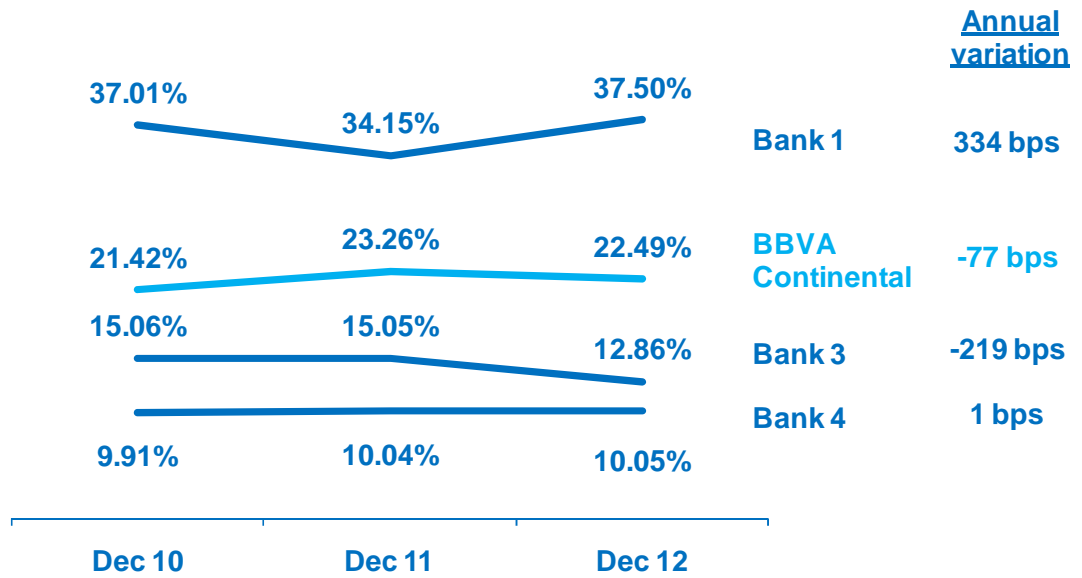
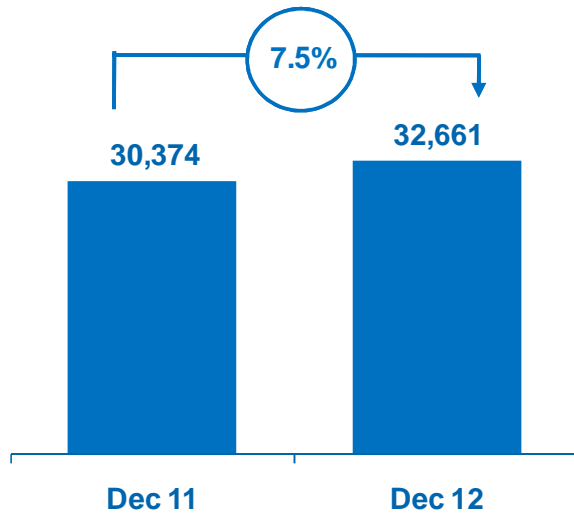
BBVA Continental

Deposits

In terms of deposits, growth continues...

Deposits

PEN Millions



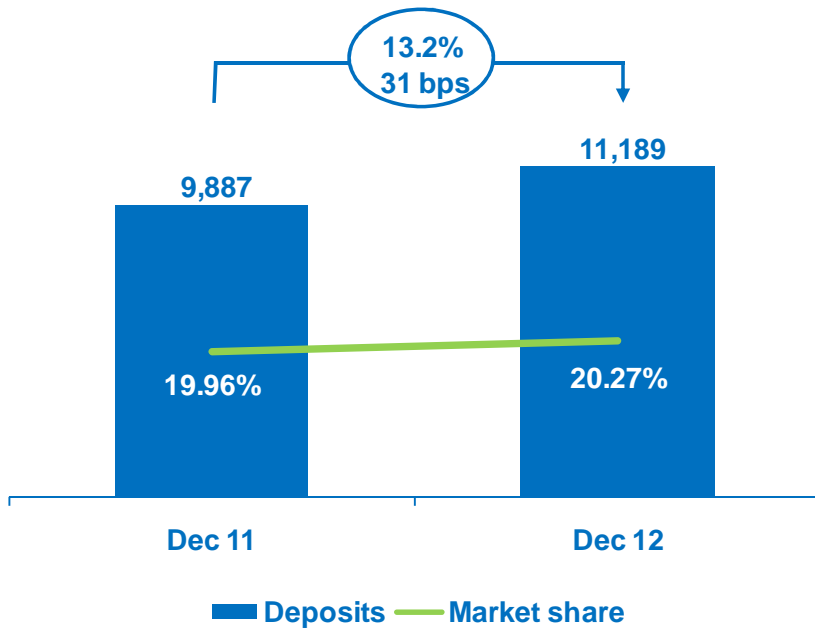
Source: Superintendencia de Banca, Seguros y AFP

Deposits

...focused in both retail and business customers

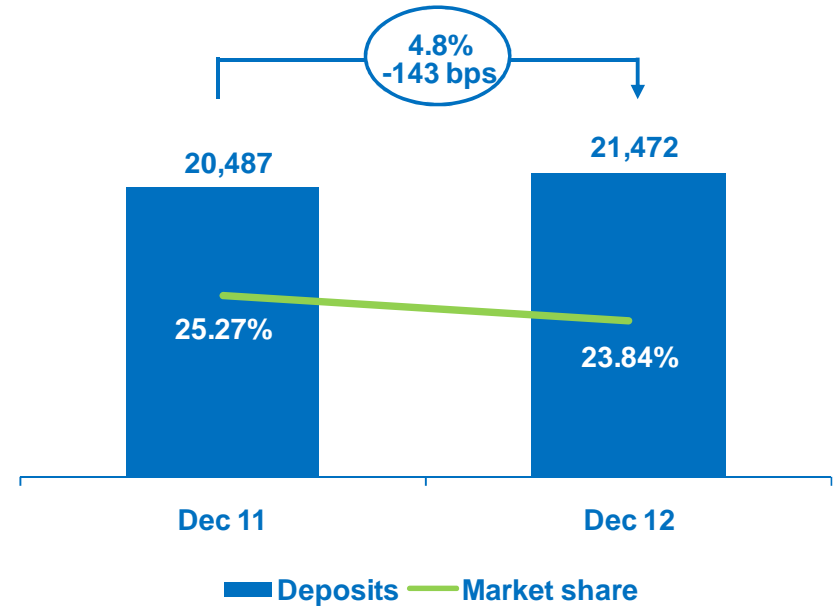
PEN Million and percentage (%)

Retail customers



Banking system	55,191
Annual variation	11.4%

Business customers



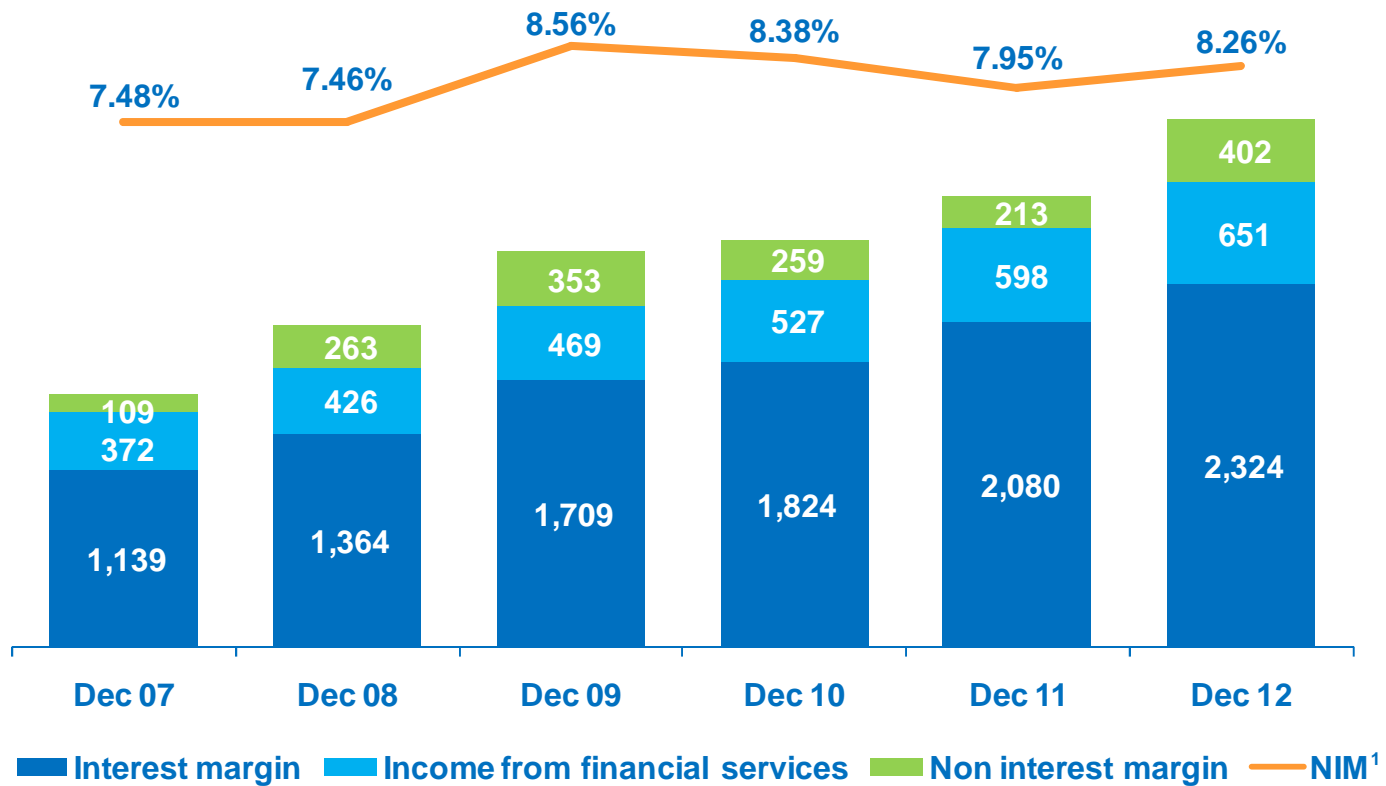
Banking system	90,064
Annual variation	11.1%



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)



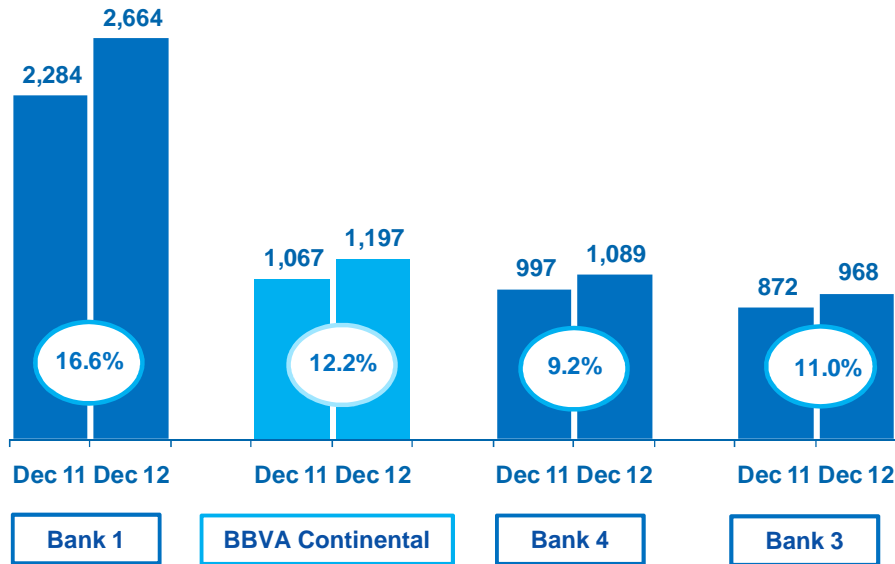
BBVA Continental

Expense management

We remain the most efficient bank in Peru

Administrative expenses *

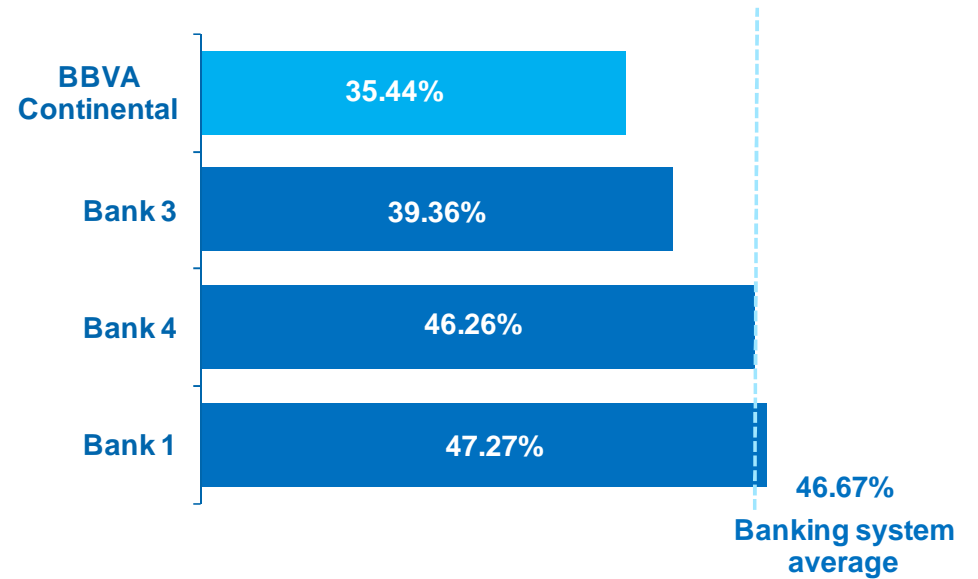
PEN Millions



* Includes Amortization and Depreciation

Efficiency

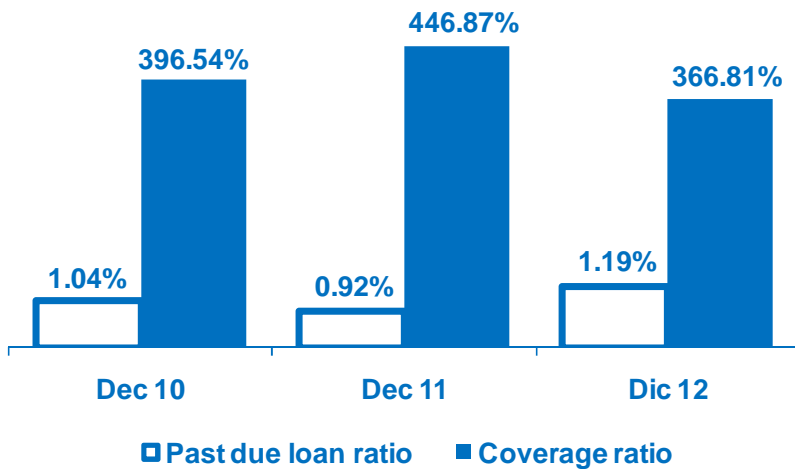
December 2012



Source: Superintendencia de Banca, Seguros y AFP

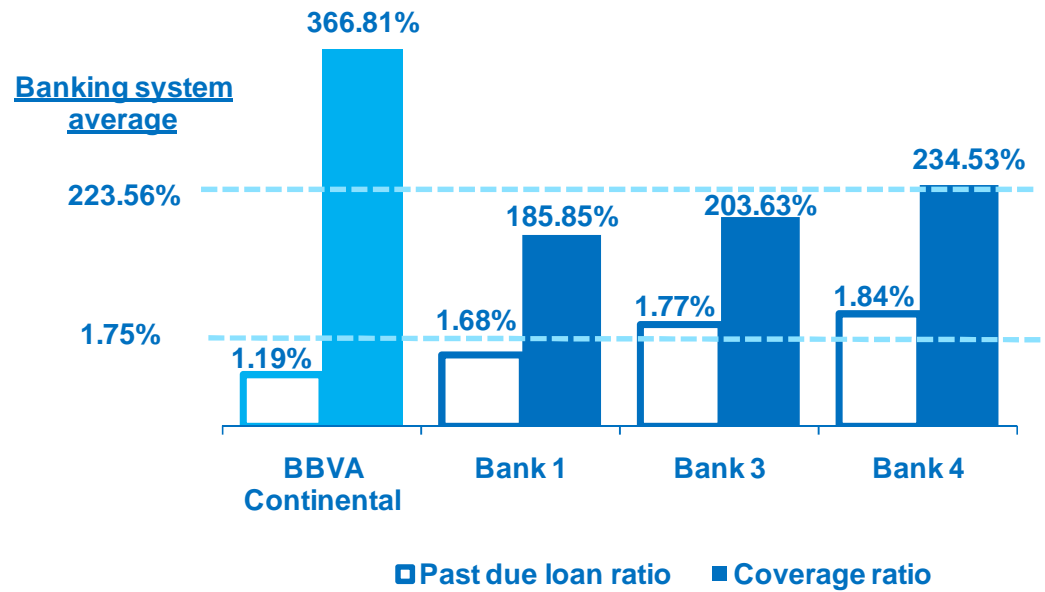
Outstanding asset quality

BBVA Continental



Best Past Due Loan Ratio and Coverage Ratio

December 2012



Source: Superintendencia de Banca, Seguros y AFP

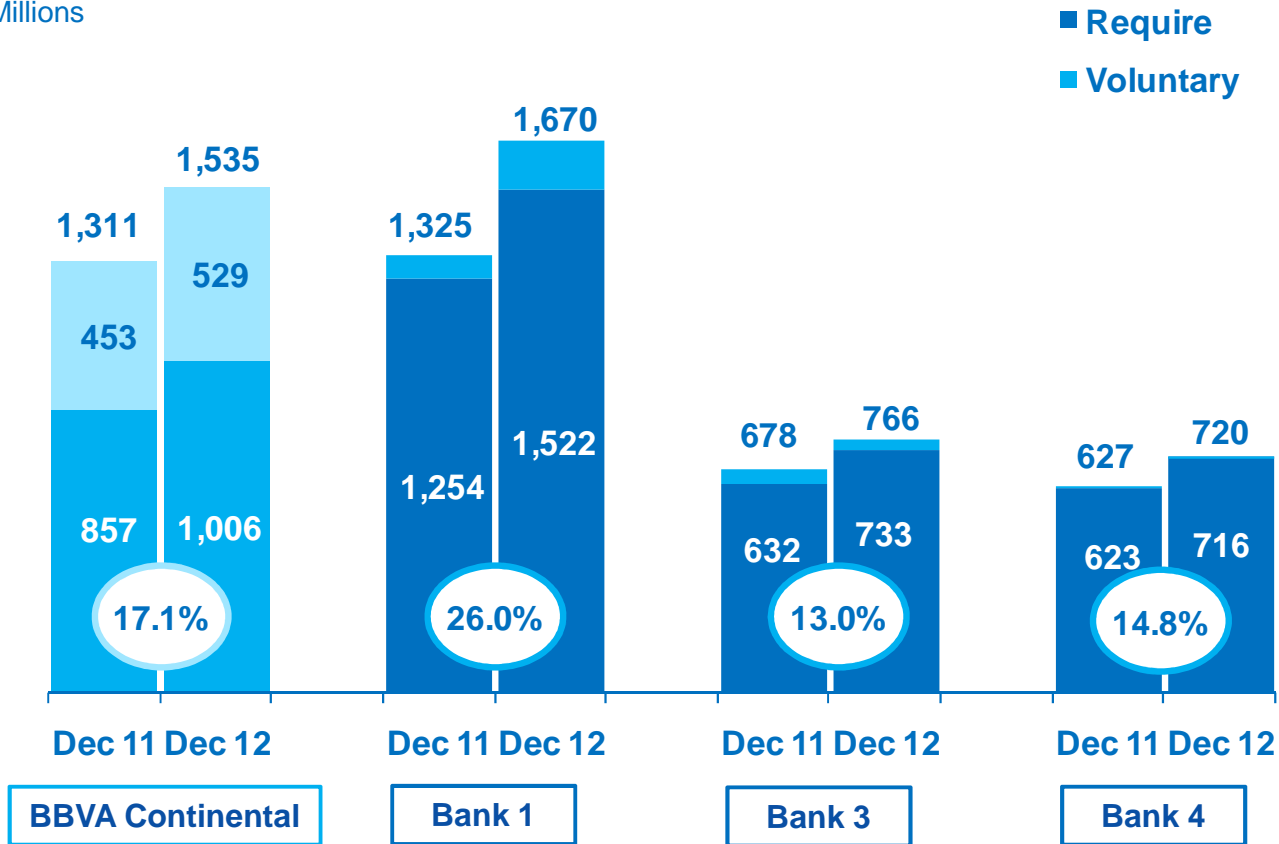


Risk management

The Bank maintains high levels of voluntary provisions

Provisions

PEN Millions



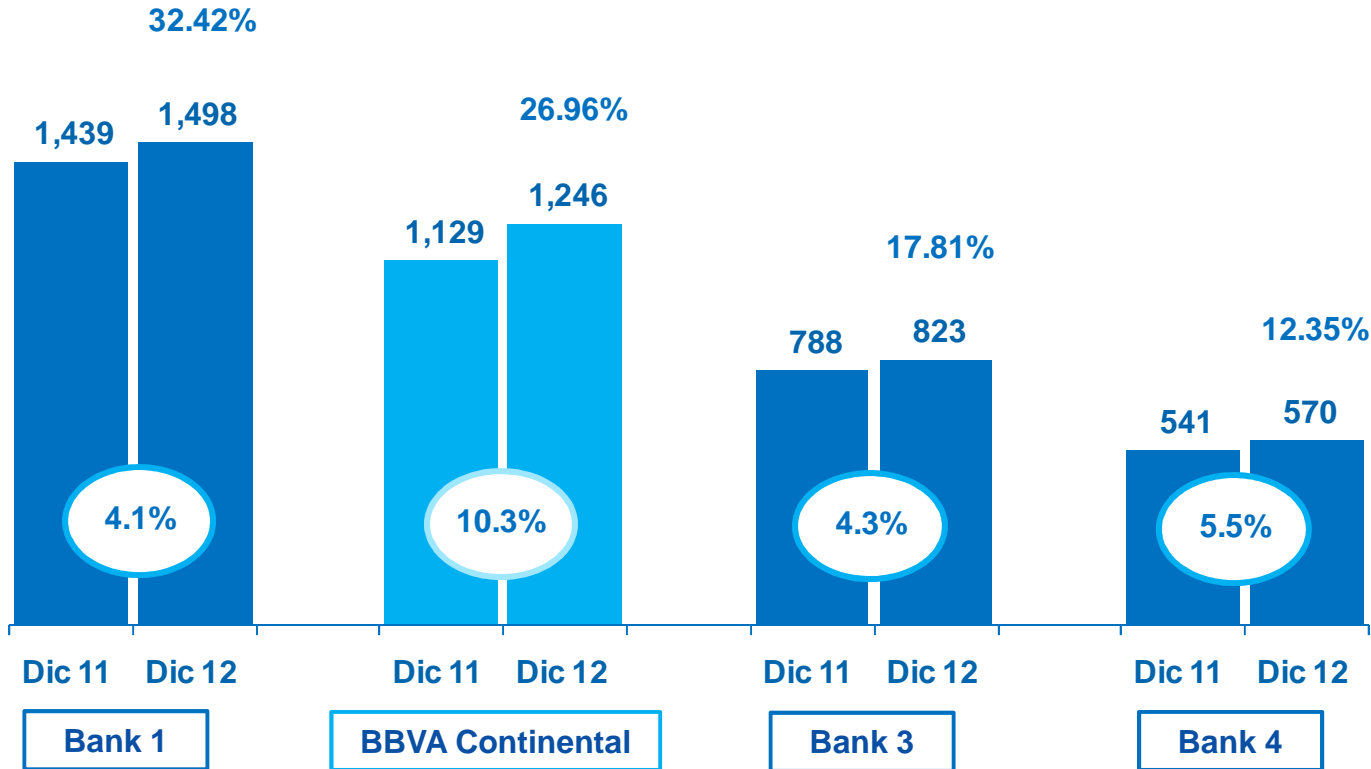


BBVA Continental

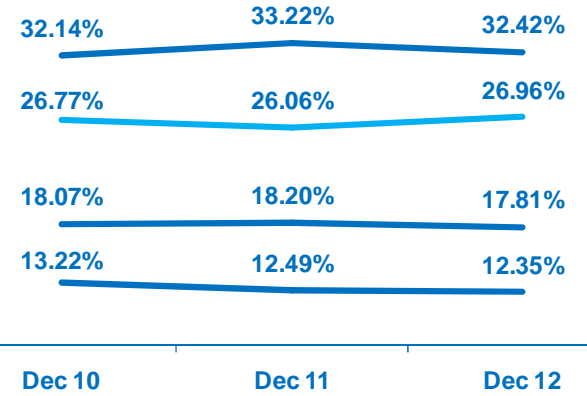
Profitability management

Net income

PEN millions



Market share



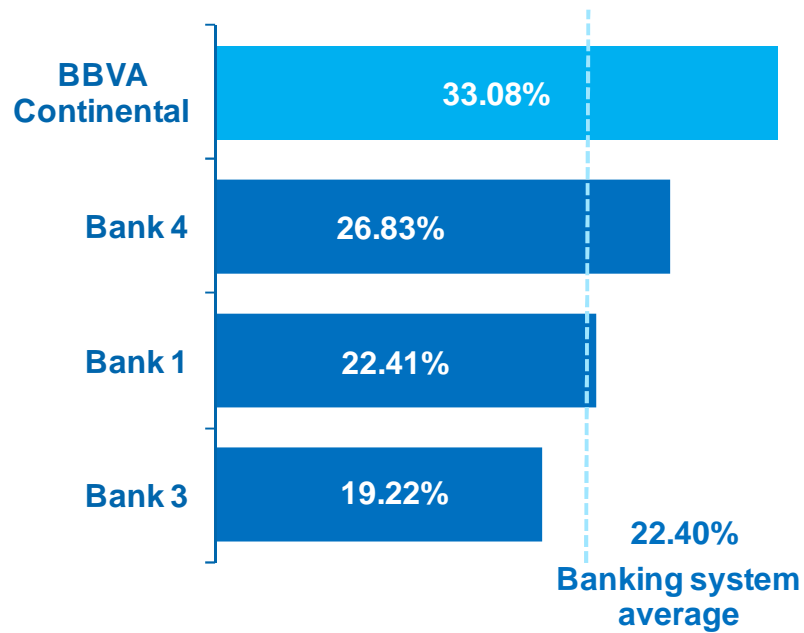


Profitability management

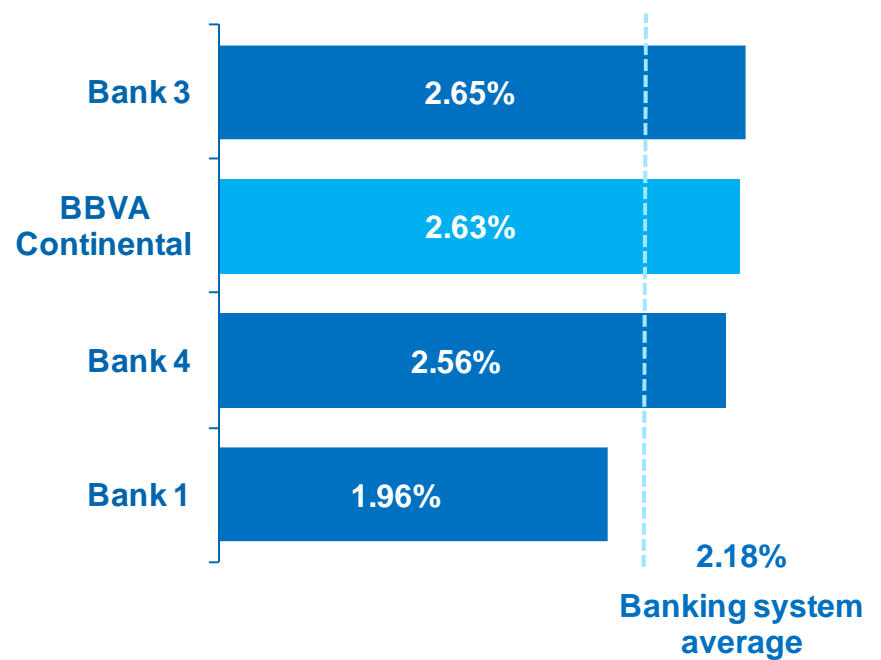
The Bank has high levels of profitability...

December 2012

Return on Equity - ROE



Return on Assets - ROA

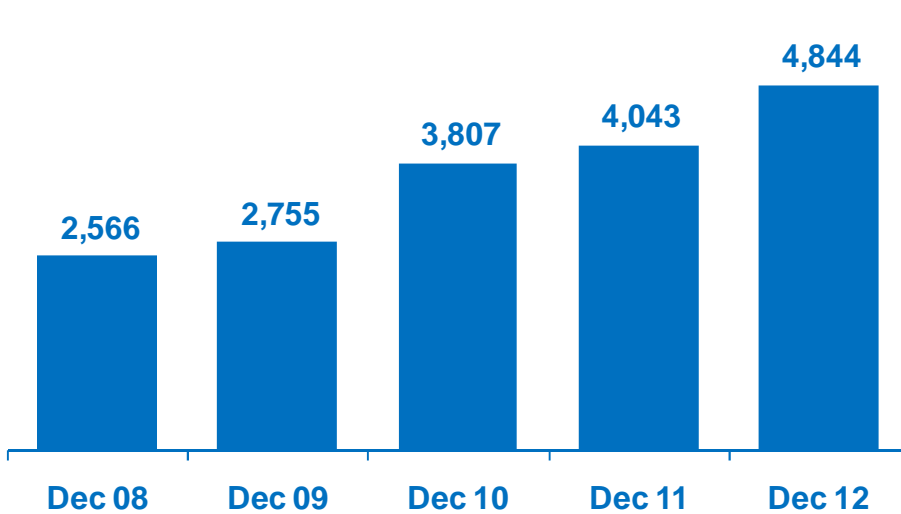




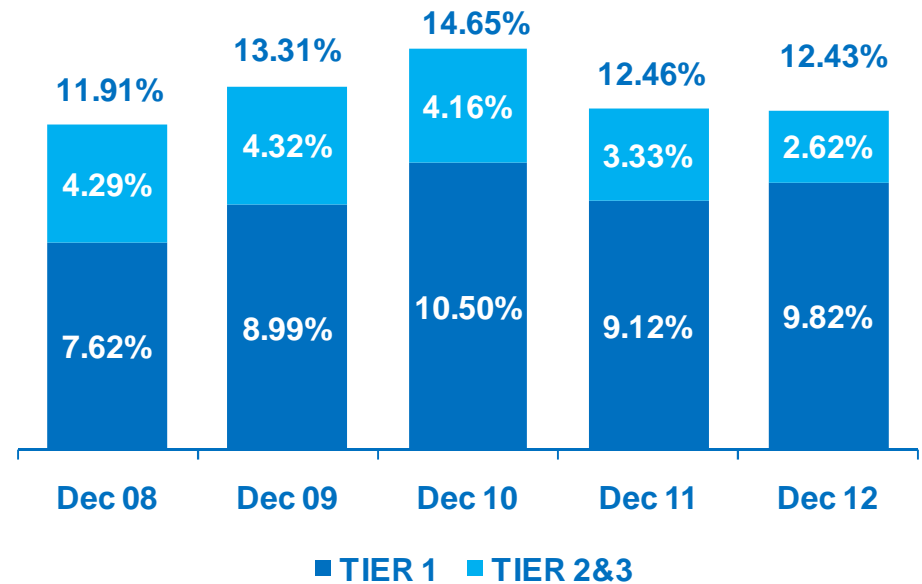
Solvency management

Regulatory capital

PEN millions



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 .



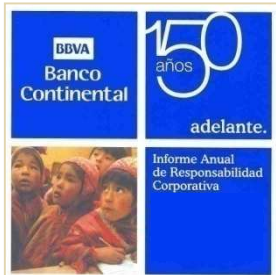
4

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

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