



BBVA Continental

June 2014

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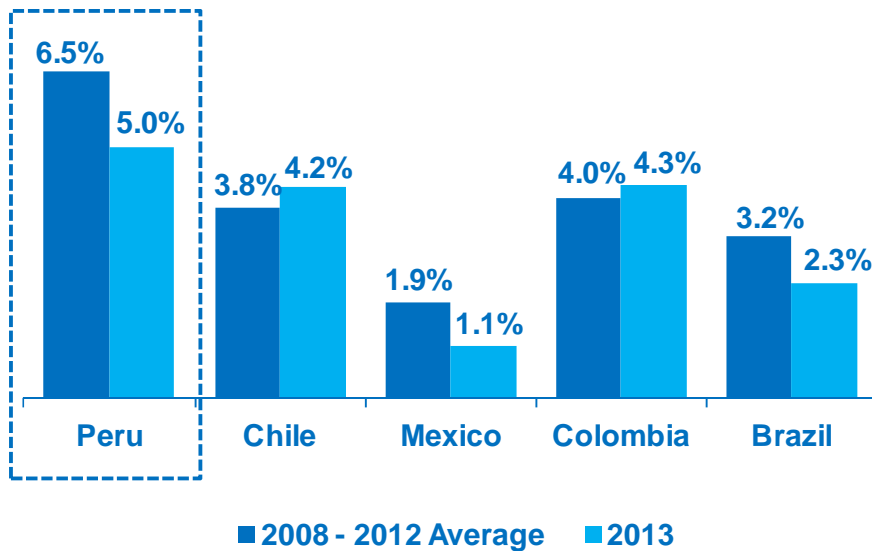


1 Peru: Attractive economy and financial system

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...

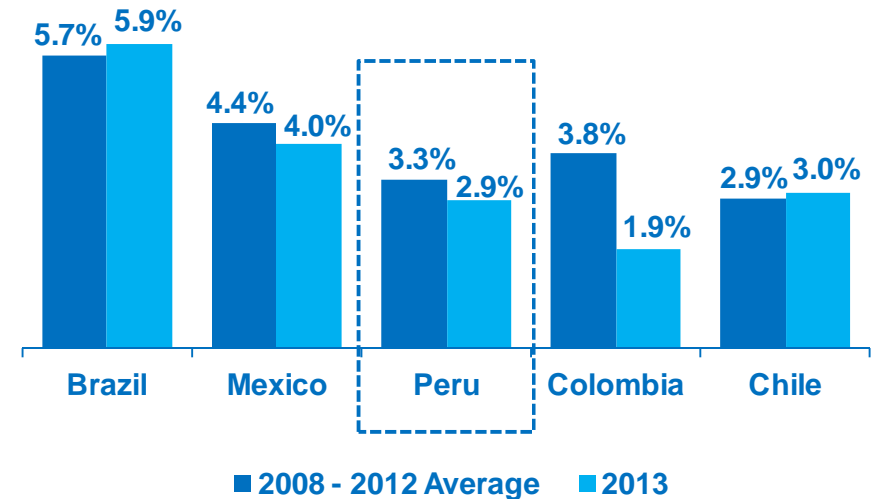
GDP growth



Peru: 4.1% for 2014
(BBVA August 2014)

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

Inflation

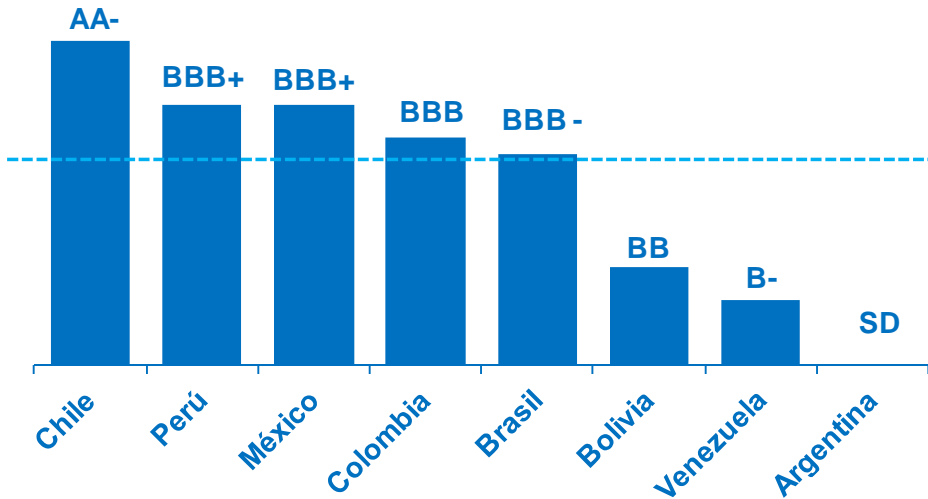


Peru: 3.3% for 2014
(BBVA August 2014)

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

It has achieved the sovereign investment grade...

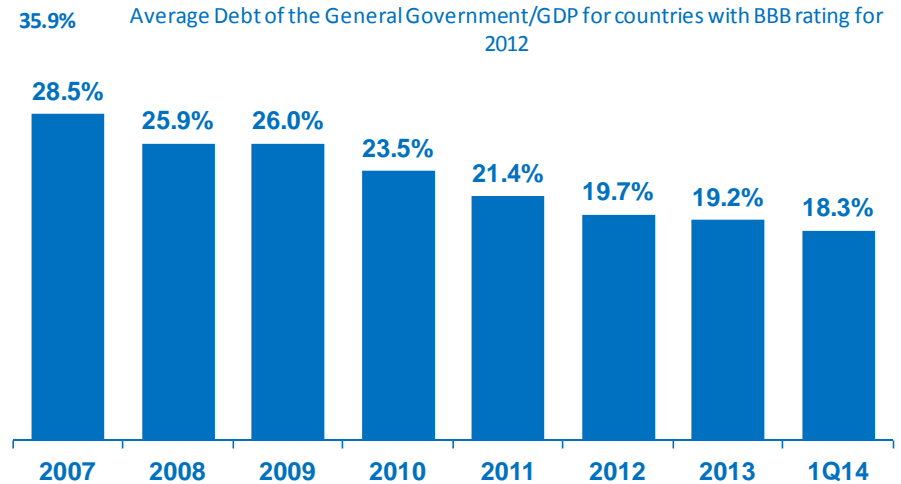
Ratings



Source: Standard & Poor's

...and maintains low levels of debt

Public Debt as a percentage of GDP



Source: Central Bank of Peru, BBVA Research



BBVA Continental

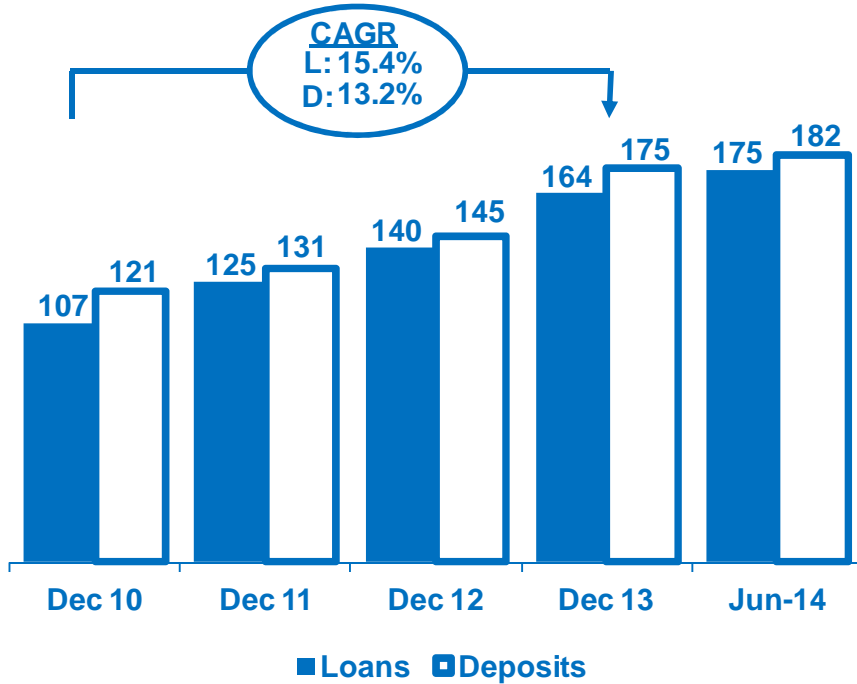
...with a solid Financial System and great opportunities

The Peruvian Banking System has shown strong growth...

...with great potential for future expansion

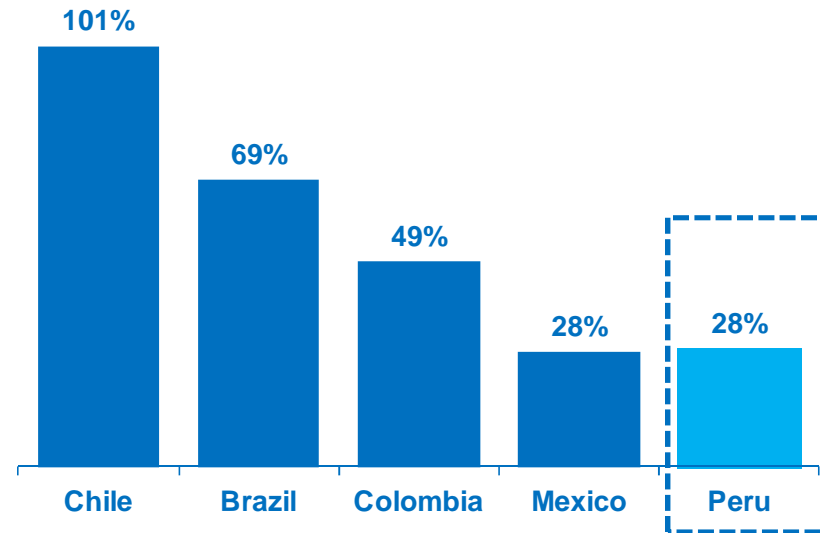
Performing loans and Deposits

PEN thousands of millions



Loans to private sector as a percentage of GDP

2012



Source: Superintendencia de Banca, Seguros y AFP

Source: World Bank. Last available information.

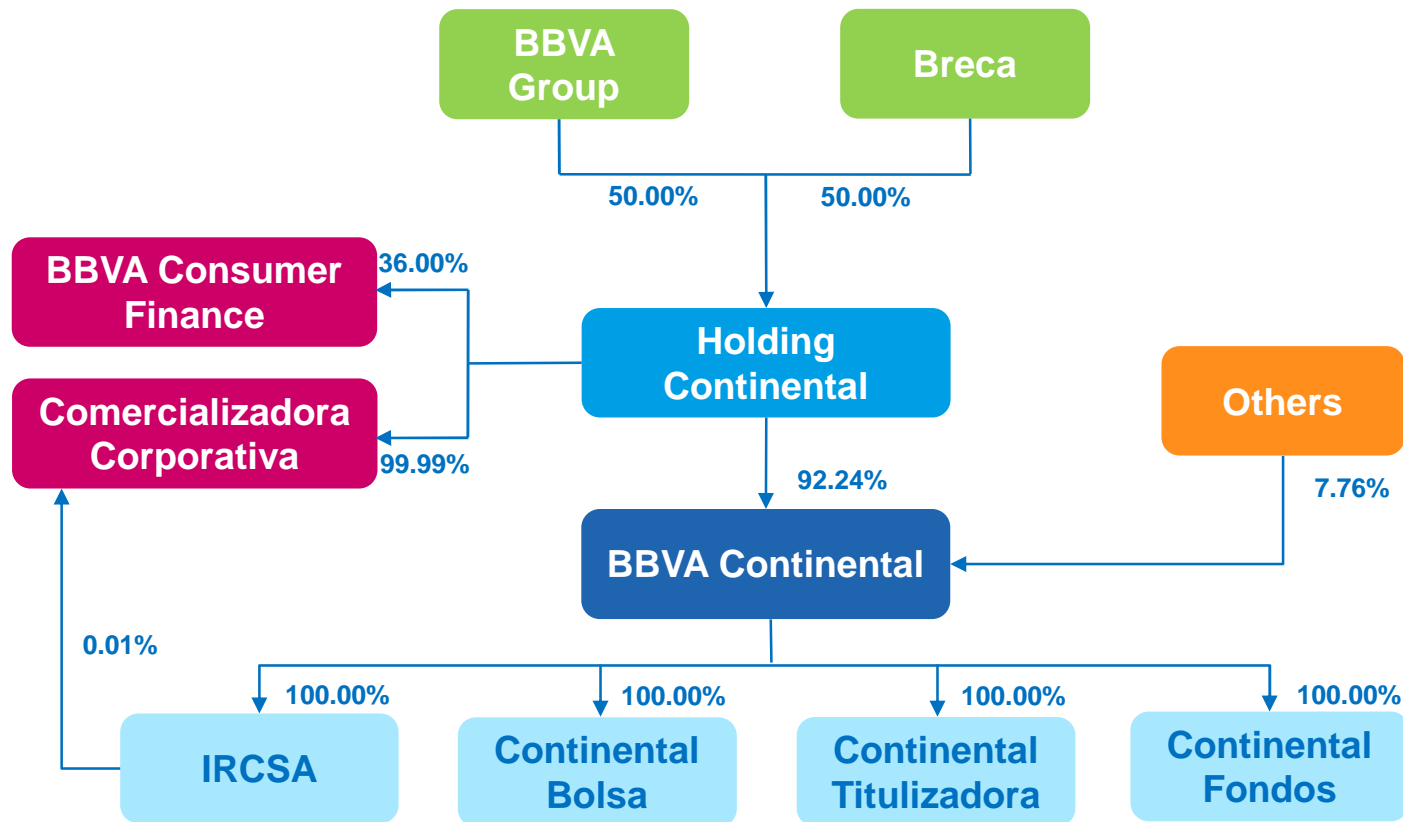


2 Organization

BBVA Continental

Shareholders

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



BBVA Continental BBVA Group

617 Assets (€ billion) **50 M** Customers **7,359** Branches **109,450** 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
- Belgium
- France
- Germany
- Italy
- Portugal
- Russia
- Spain
- Switzerland
- Turkey
- U.K.

Gross Income YTD 1H14 ⁽¹⁾



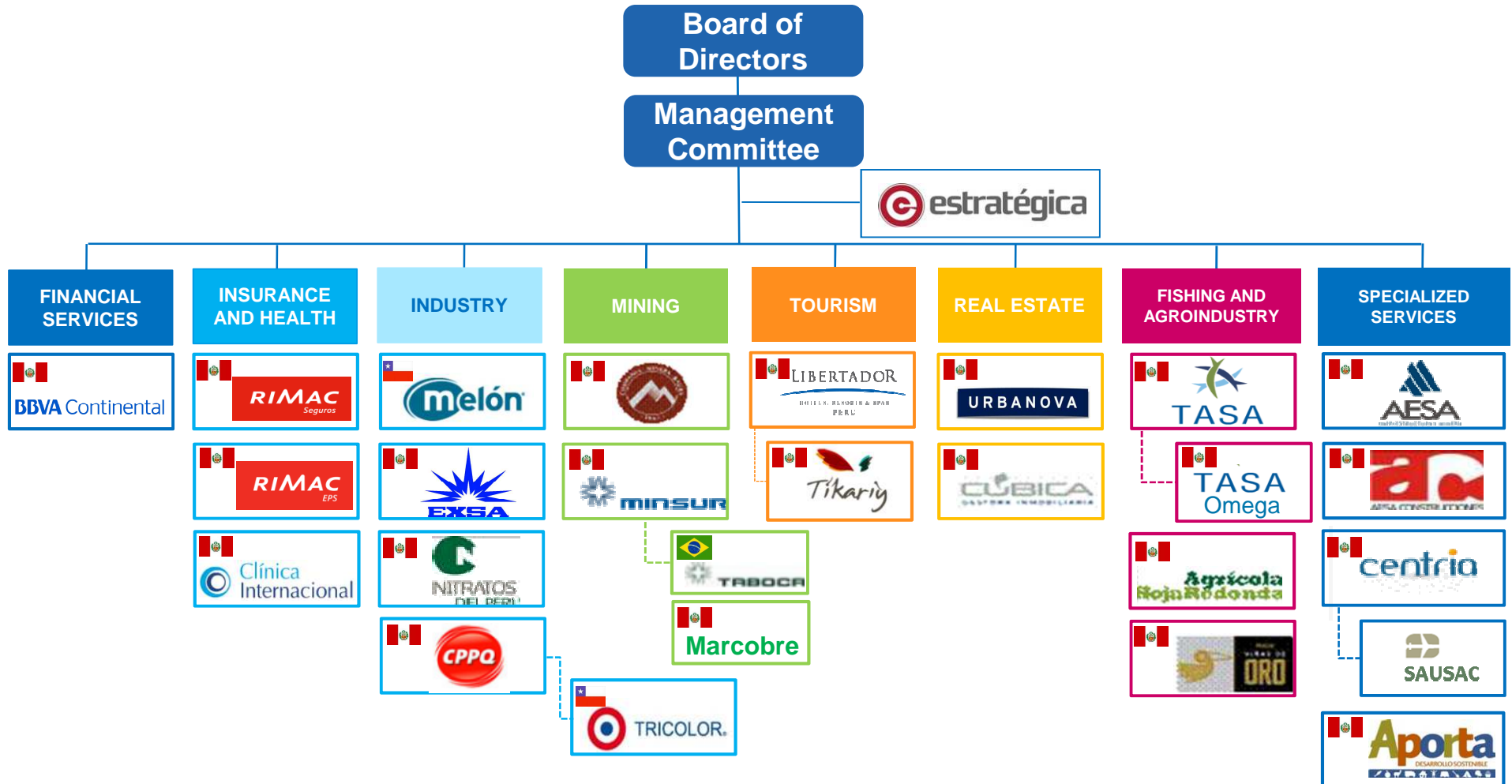
South America:
22% of BBVA
Group's YTD
Gross Income

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

BBVA Continental

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

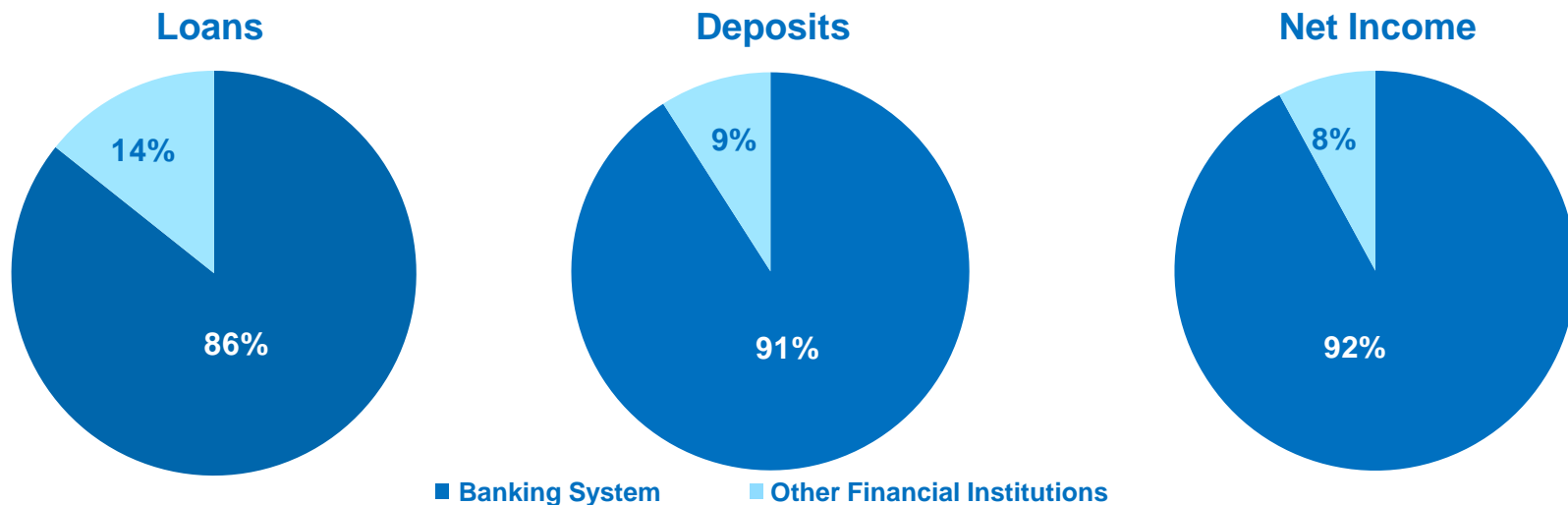


Peruvian Financial System

Financial system	Institution PEN Million	Net loans Jun-14	Deposits Jun-14	Net Income Jun-14
Banking system	Banks (17)	172,985	181,531	2,413
	Banco de la Nación	7,166	21,218	371
Other financial institutions	Cajas Municipales (12)	11,614	13,049	110
	Financieras (12)	9,475	5,958	91
	Cajas Rurales (9)	1,486	1,765	-9
	Edpymes (10)	978	1	5
	Leasing (2)	448	-	3
	COFIDE	4,440	264	33
	Agrobanco	1,103	-	9

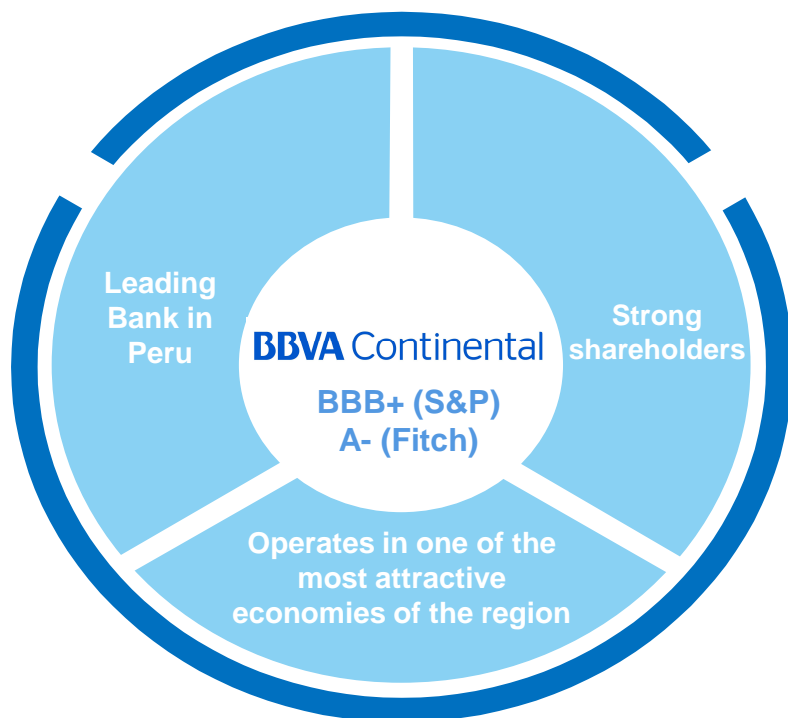
Source: Superintendencia de Banca, Seguros y AFP

The four largest banks concentrate around 84% of the Banking System loans and deposits



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 Breca, one of the largest business conglomerates in Peru

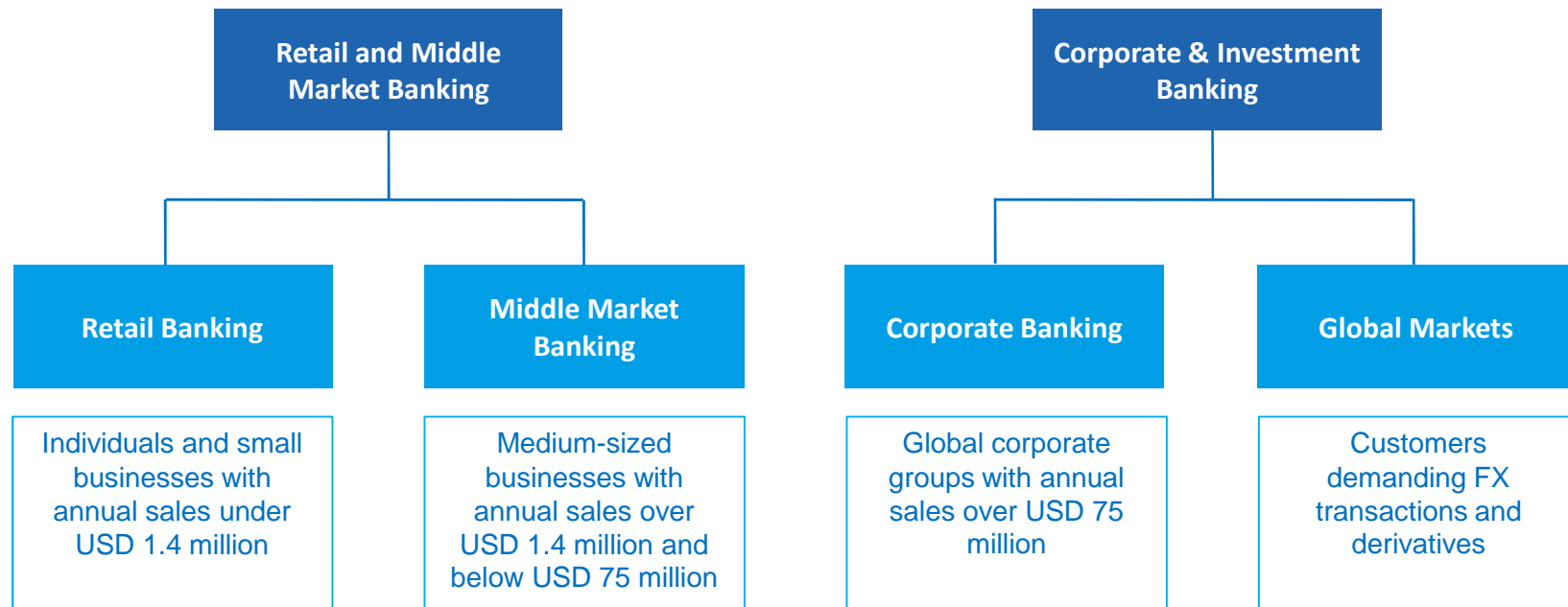
#2 in performing loans	S/.40,669 million
#2 in deposits	S/.38,681 million
#2 in assets	S/.56,954 million
#1 in efficiency Administrative expenses / Financial Margin	37.92%
#1 in coverage ratio #2 in NPL ratio	232.27% 1.96%
#1 in profitability ROE: Annualized net income / Average equity	28.15%
#2 in number of branches	315

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

Information as of June 2014

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



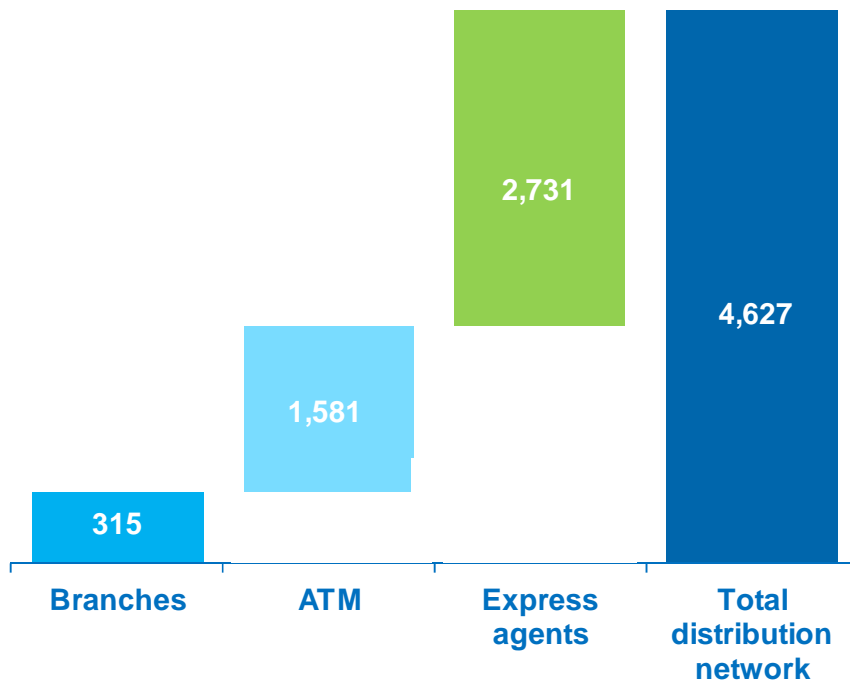
BBVA Continental

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 4,627 points of service
- ✓ 315 branches nationwide
- ✓ More than 3.7 million customers

June 2014



Great capacity for cross-selling

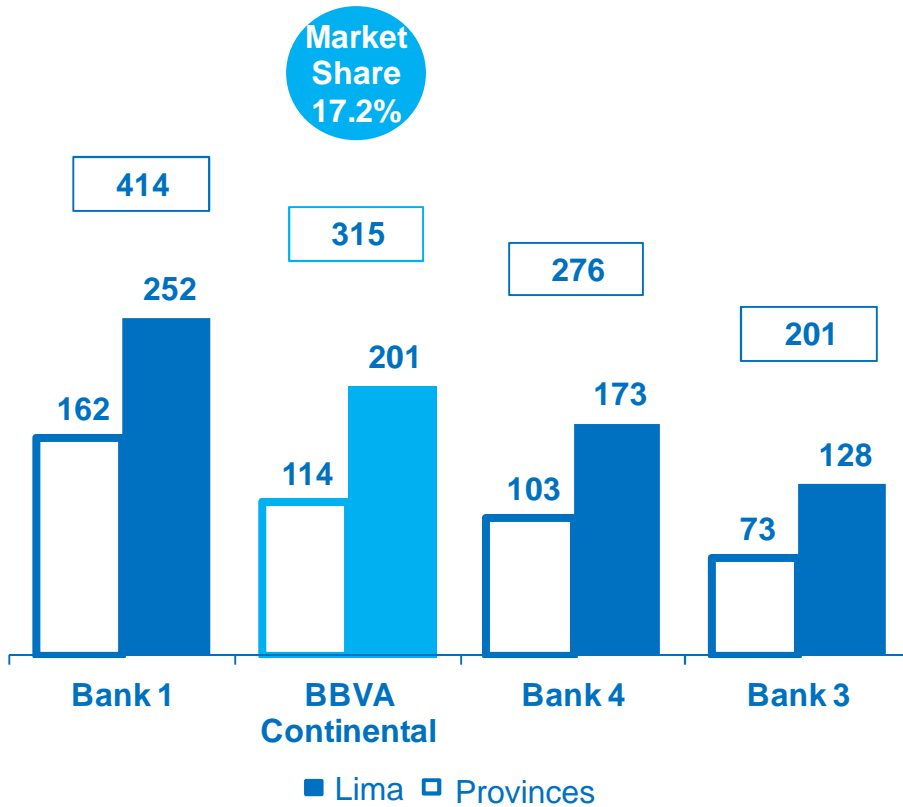
Sinergies with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

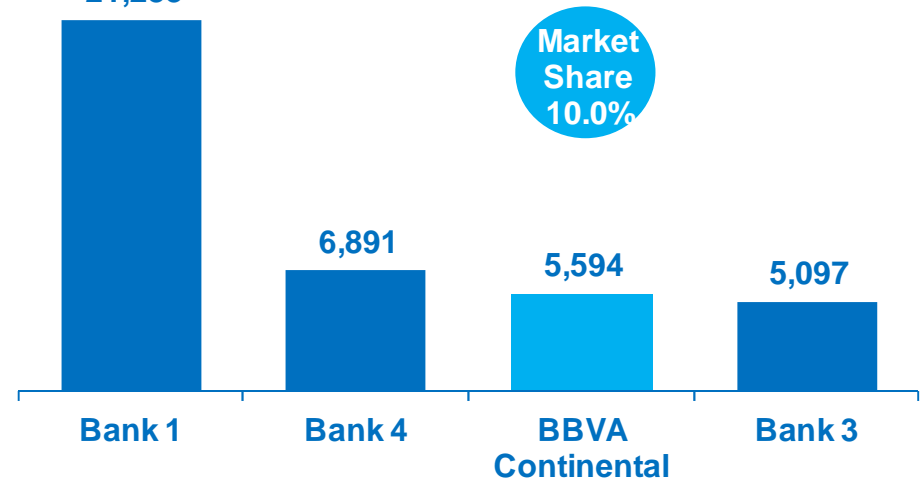
Number of branches and employees

June 2014

Number of branches



Number of employees



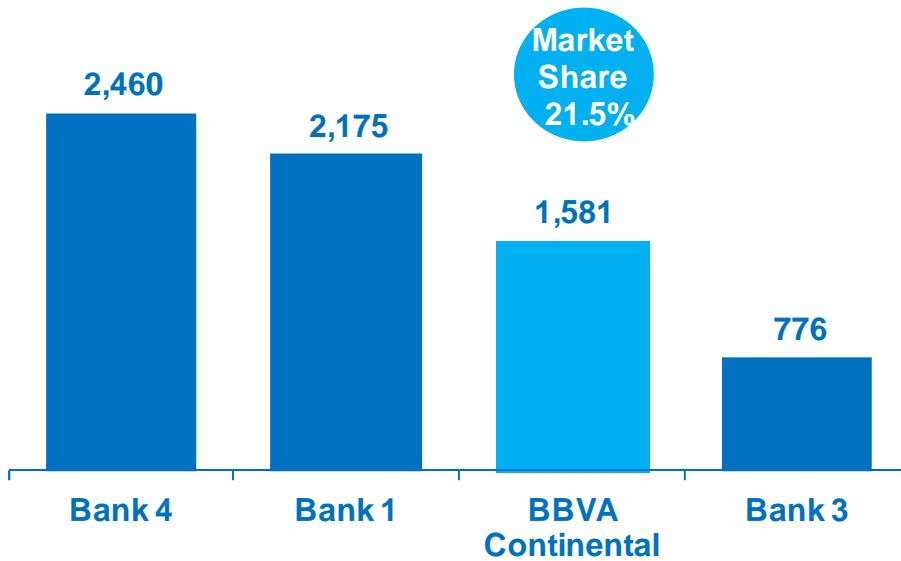


BBVA Continental

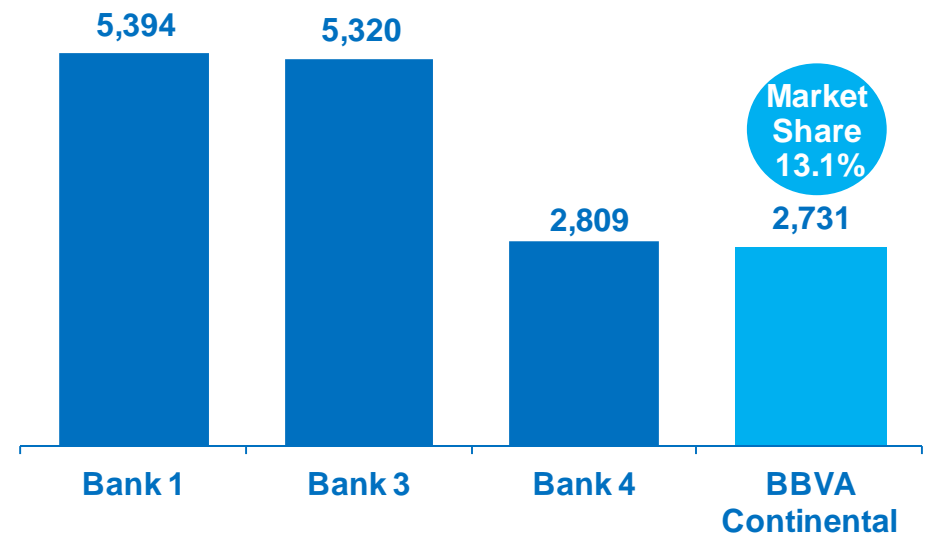
Number of ATMs and Express agents

June 2014

Number of ATMs



Number of Express agents



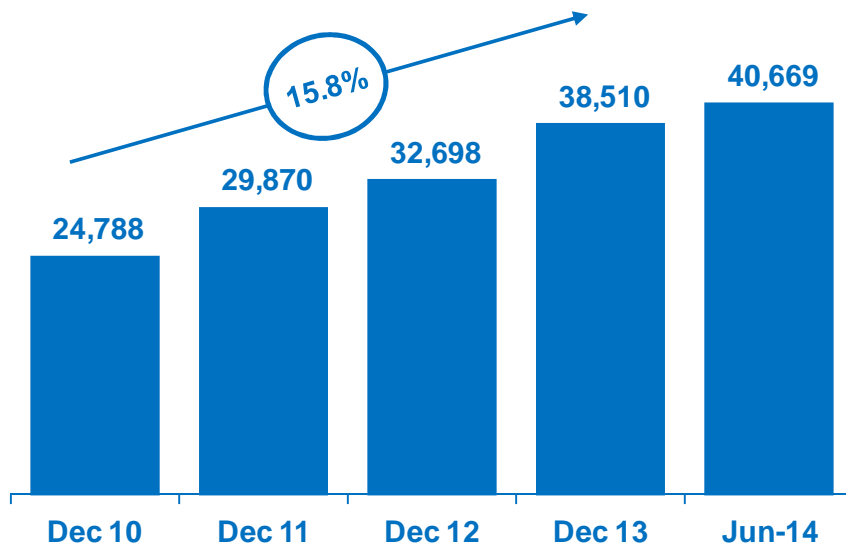


BBVA Continental

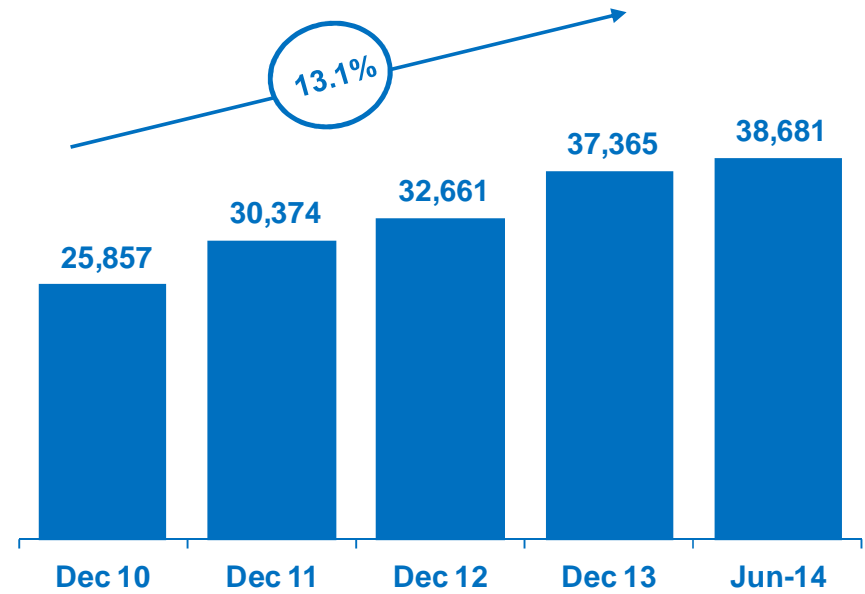
Outstanding growth

PEN Million

Performing loans



Deposits



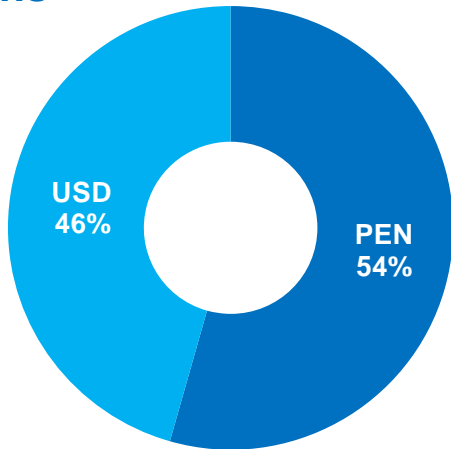


BBVA Continental

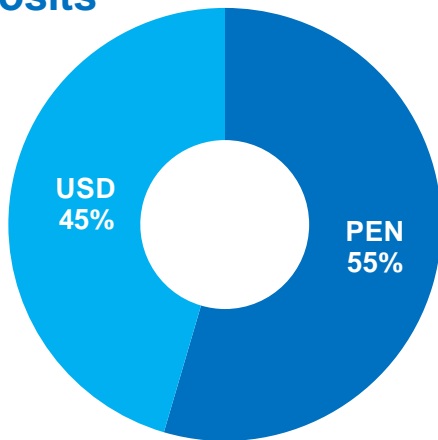
High level of self-financing and natural match of currencies

June 2014

Loans

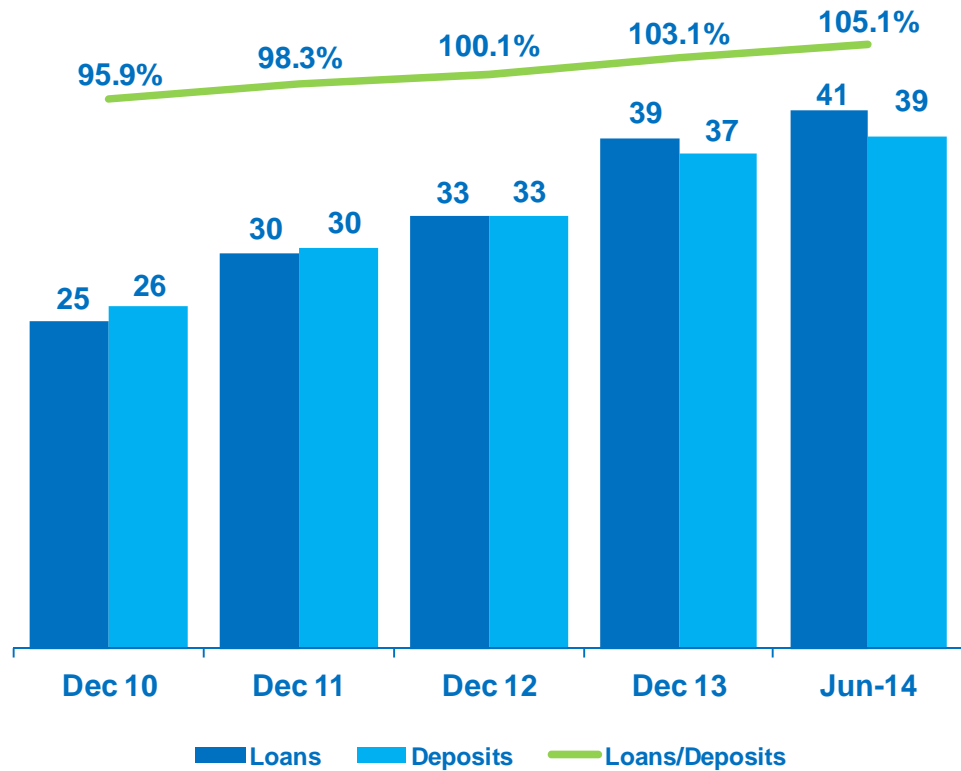


Deposits



Loans and Deposits

PEN Thousands of millions



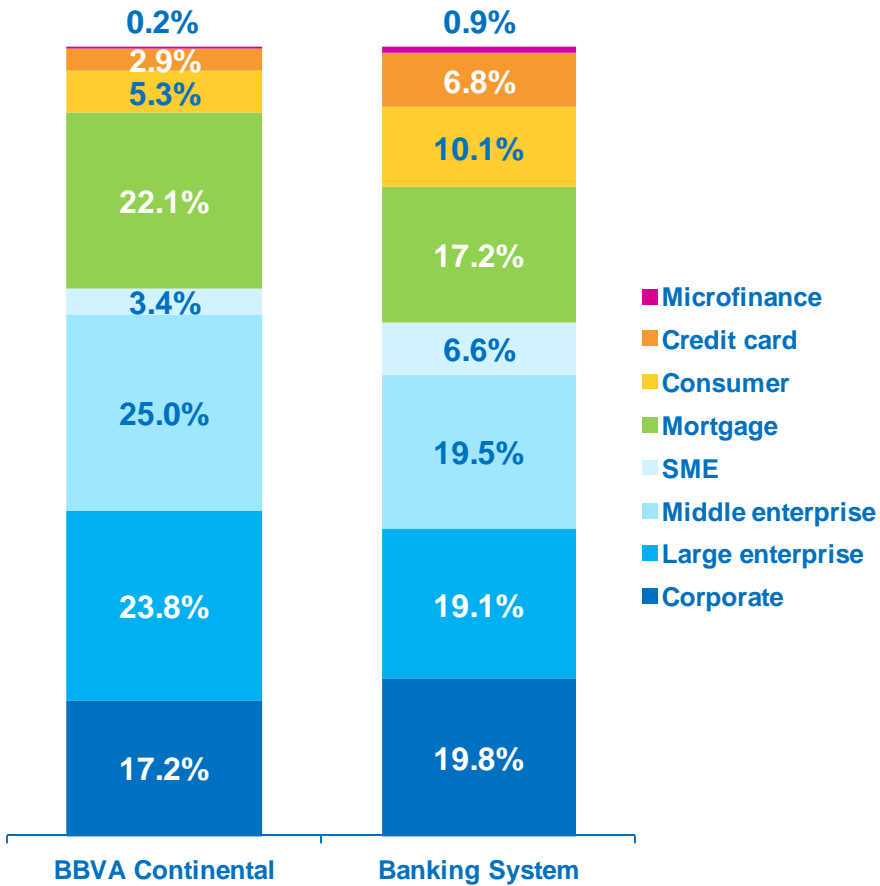


BBVA Continental

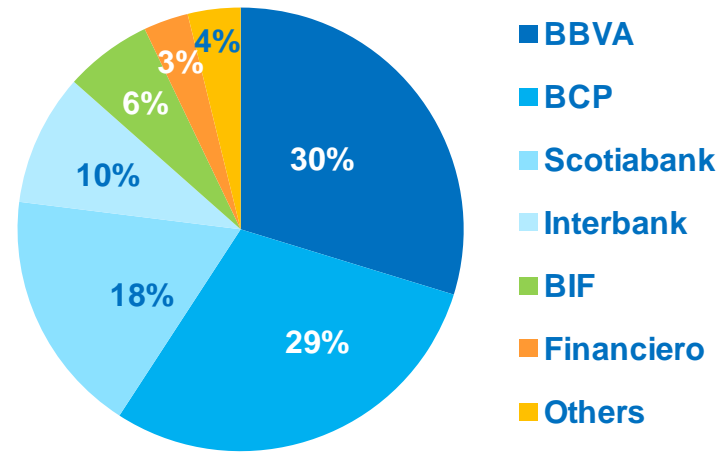
High quality of loan portfolio

June 2014

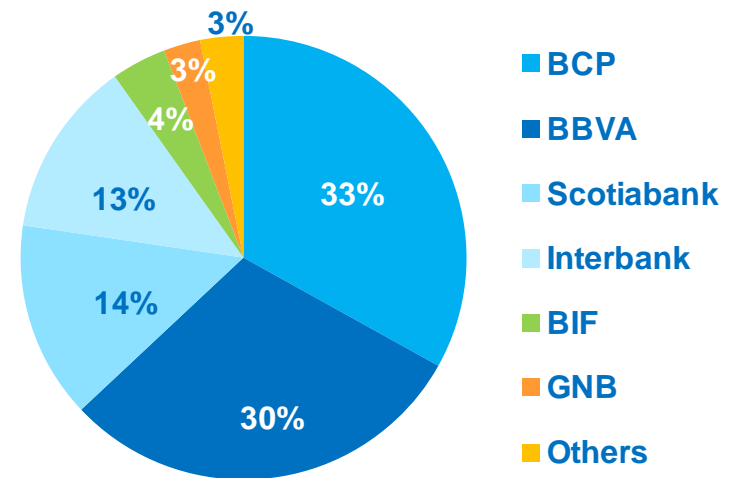
Loans breakdown



Middle enterprise market share



Mortgage loans market share



Source: Asociación de Bancos del Perú



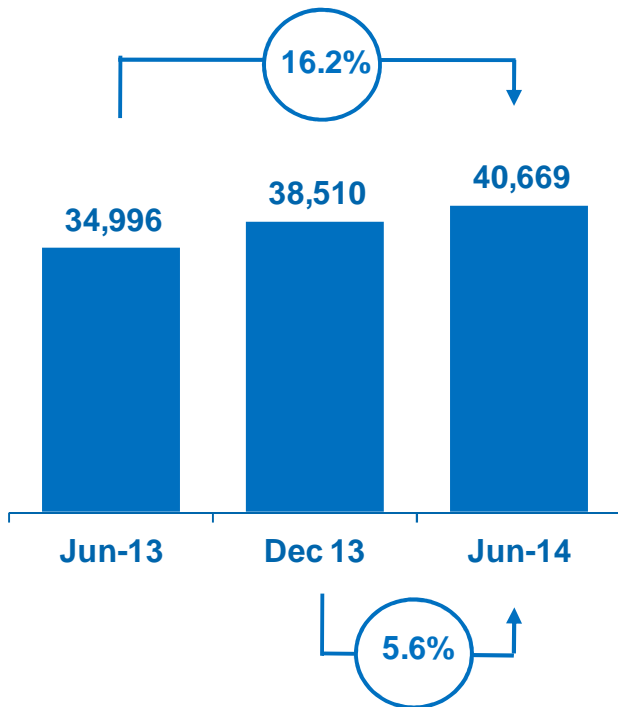
BBVA Continental

Performing loans

BBVA Continental continues growing in loans...

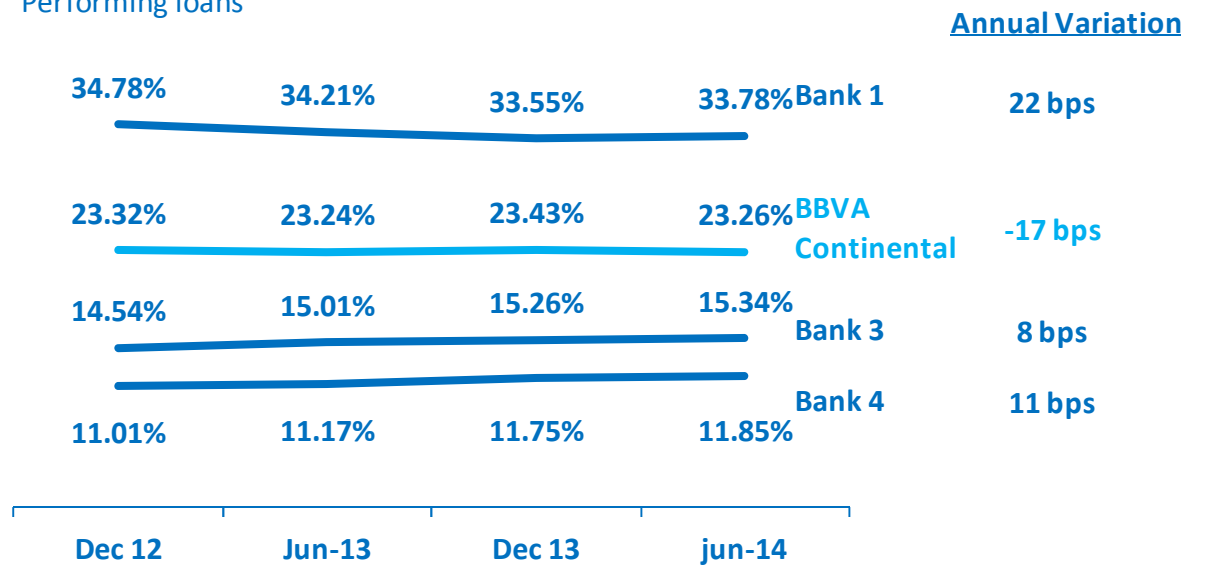
Performing loans

PEN Million



Market share

Performing loans



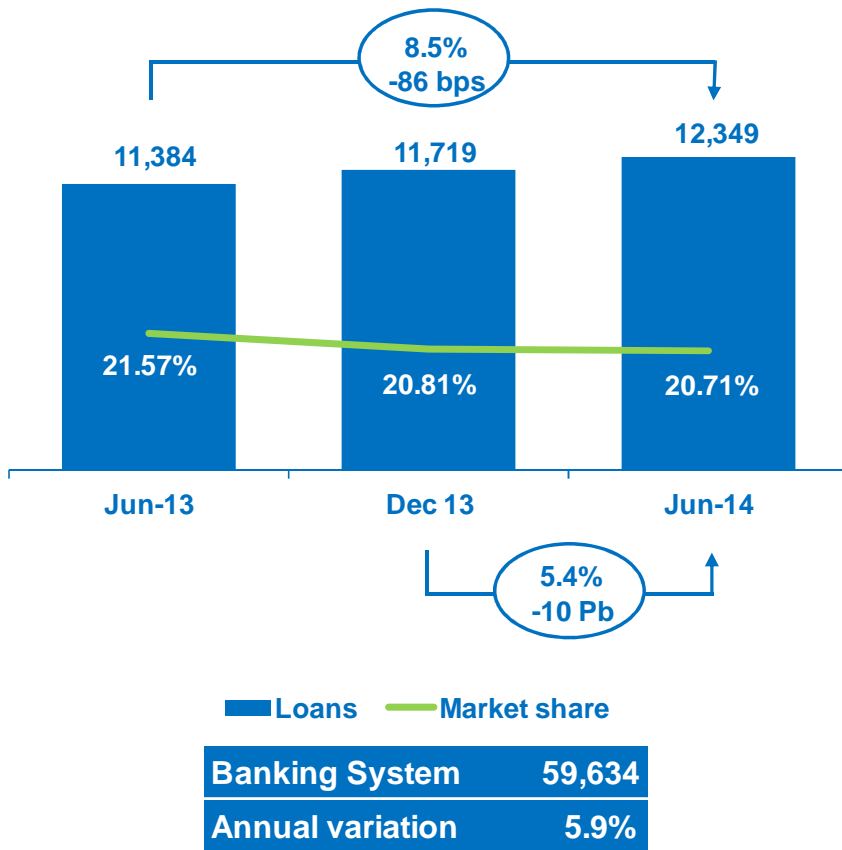
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

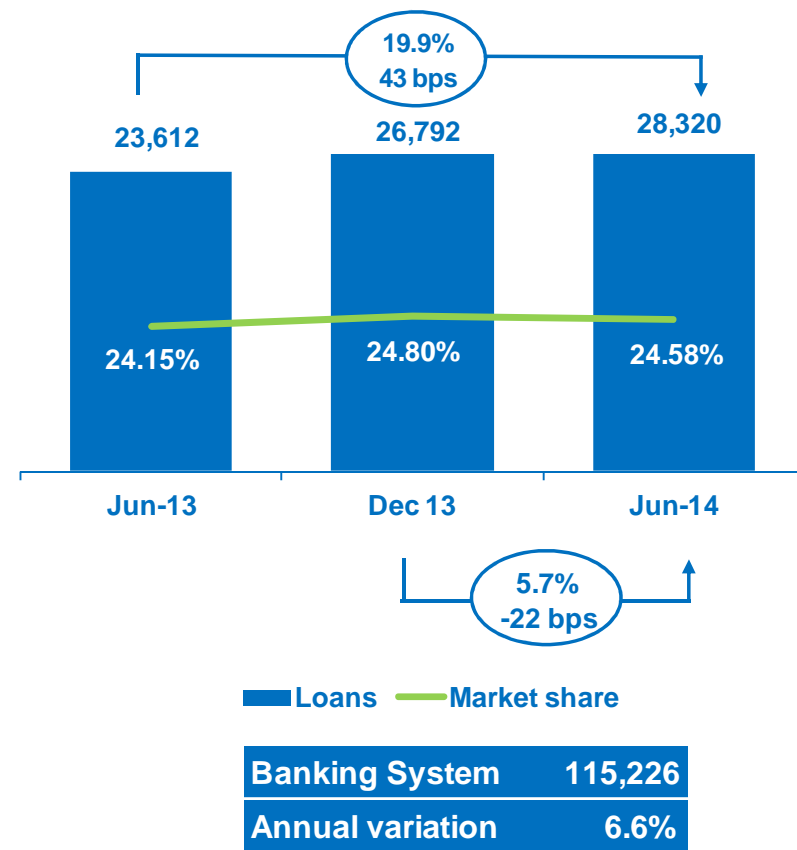
...with gains in both retail and business customers

PEN Million and percentage (%)

Retail customers



Business customers

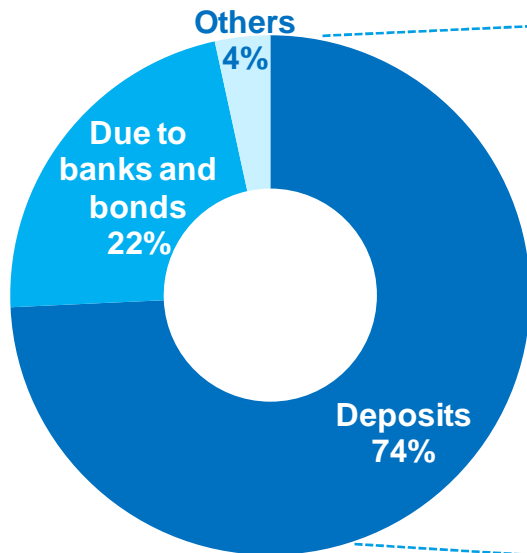


Deposits structure

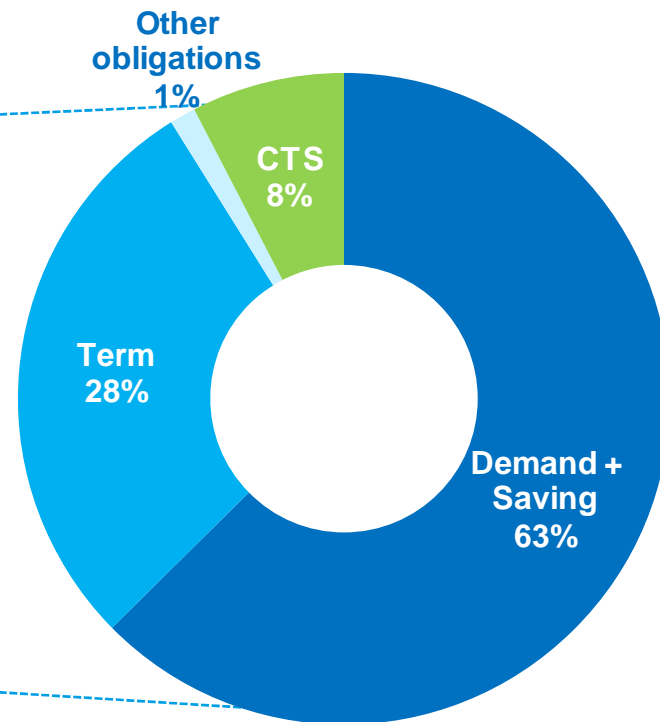
June 2014

... and a low-cost deposit base

Cost effective source of funding



Diversified deposit base



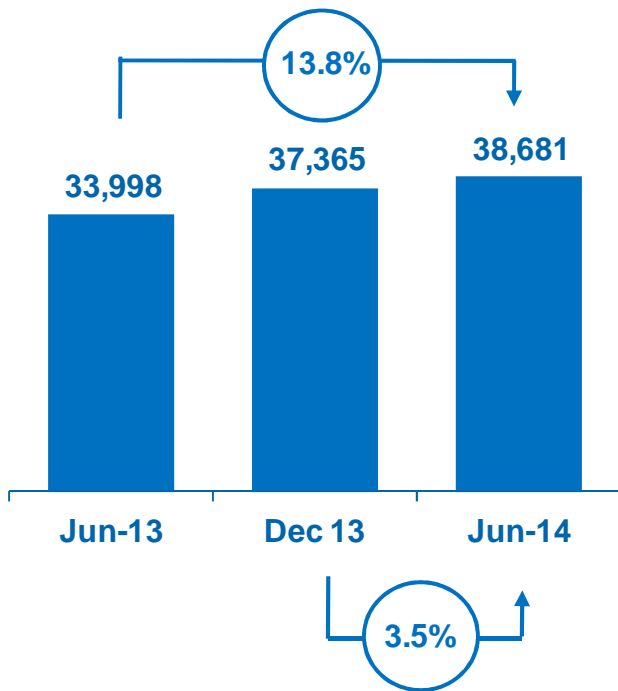
Source: Superintendencia de Banca, Seguros y AFP / Asociación de Bancos del Perú

BBVA Continental Deposits

Growth continues also in deposits...

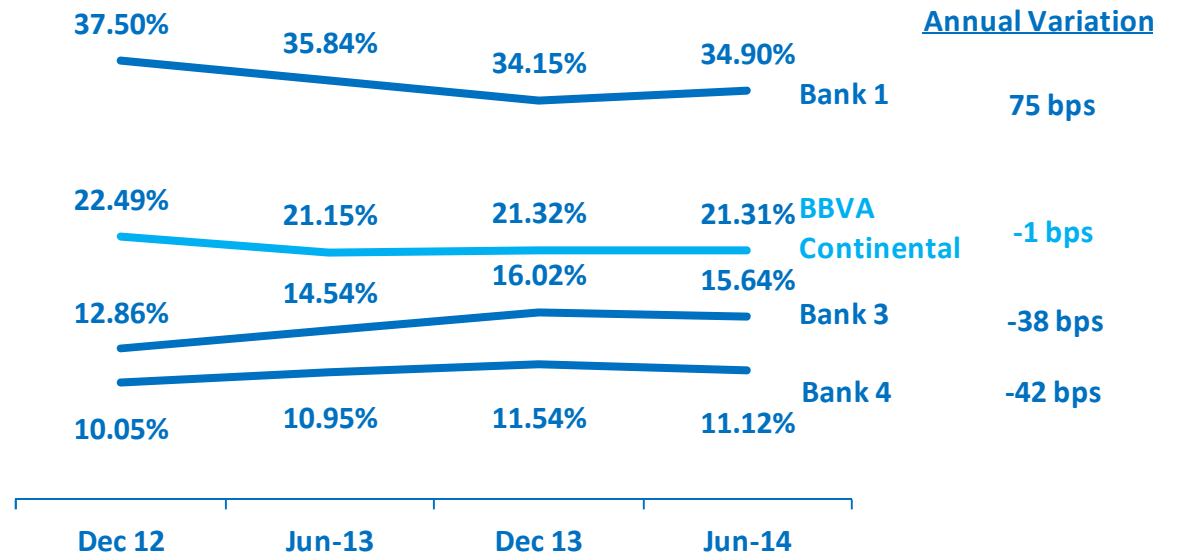
Deposits

PEN Million



Market share

Total deposits



Source: Superintendencia de Banca, Seguros y AFP



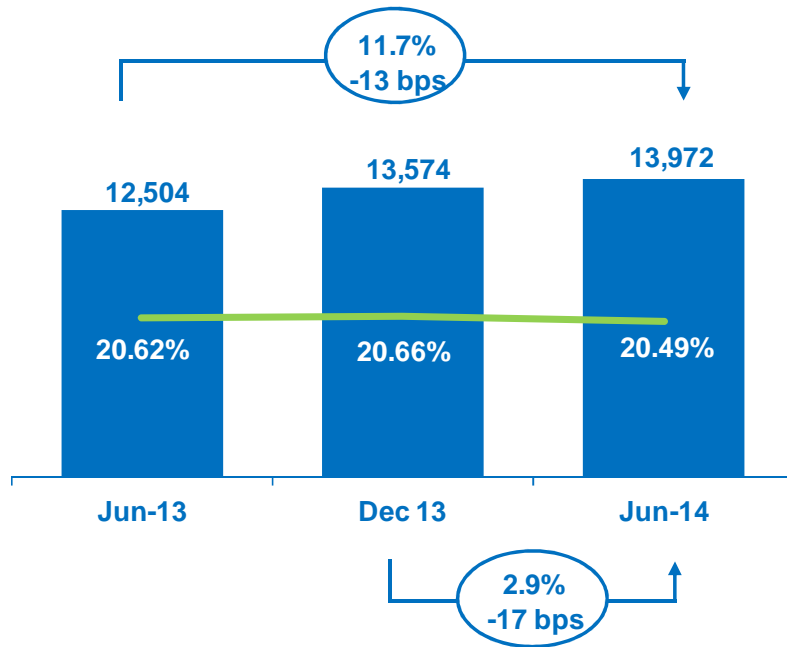
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Deposits

... mainly focused on individuals

PEN Million and percentage (%)

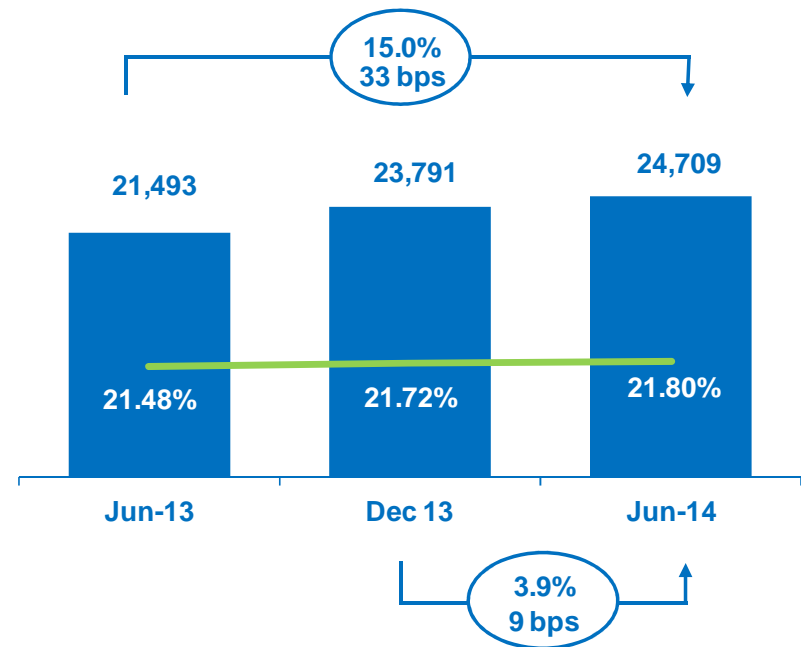
Retail customers



■ Deposits — Market share

Banking System	68,204
Annual variation	3.8%

Business customers



■ Deposits — Market share

Banking System	113,327
Annual variation	3.4%

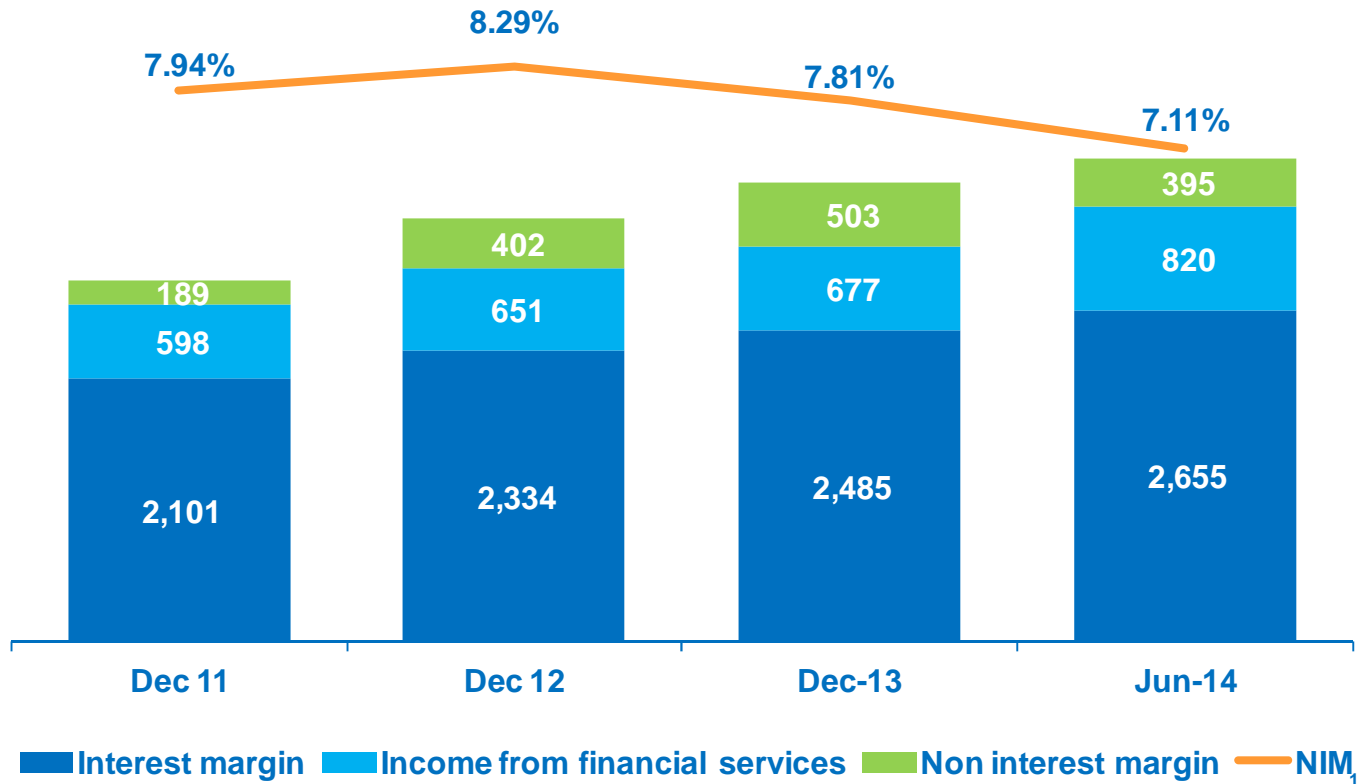
Source: Superintendencia de Banca, Seguros y AFP / Asociación de Bancos del Perú



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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)



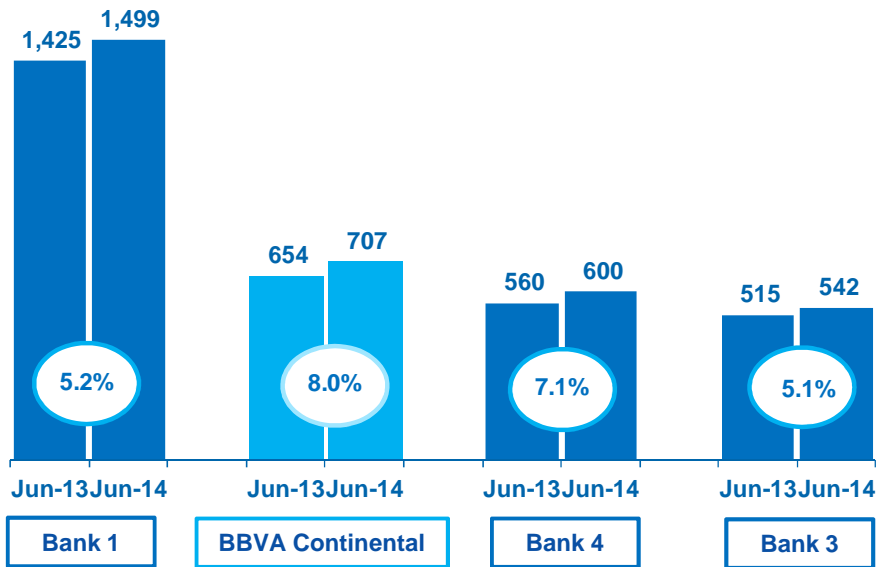
BBVA Continental

Expenses management

We remain the most efficient bank in Peru

Administrative expenses *

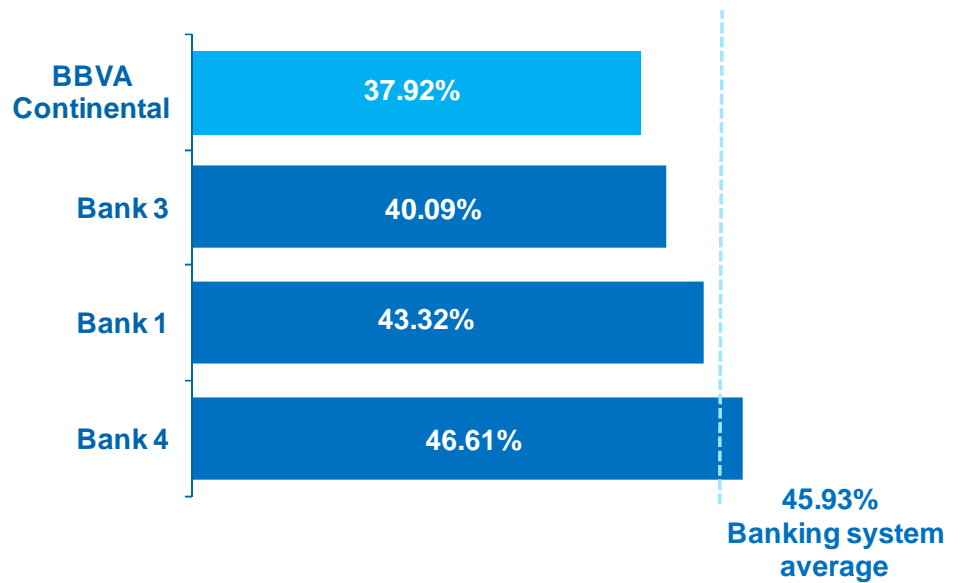
PEN Million



* Includes Amortization and Depreciation

Efficiency

June 2014



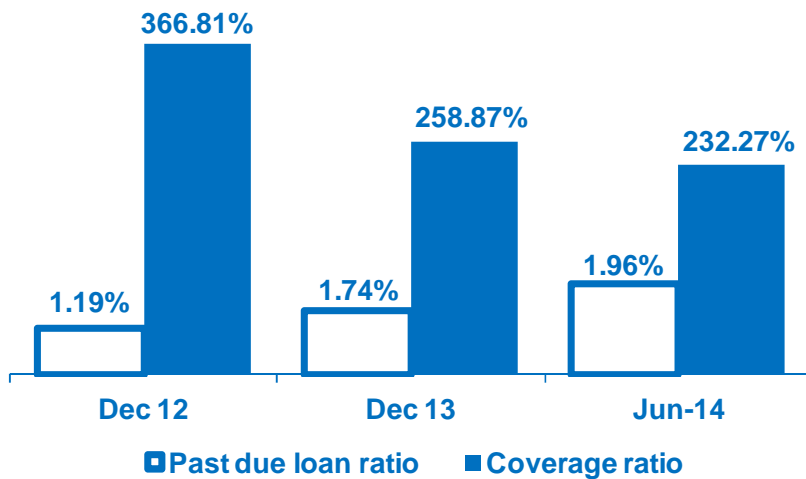
Source: Superintendencia de Banca, Seguros y AFP

BBVA Continental

Risk management

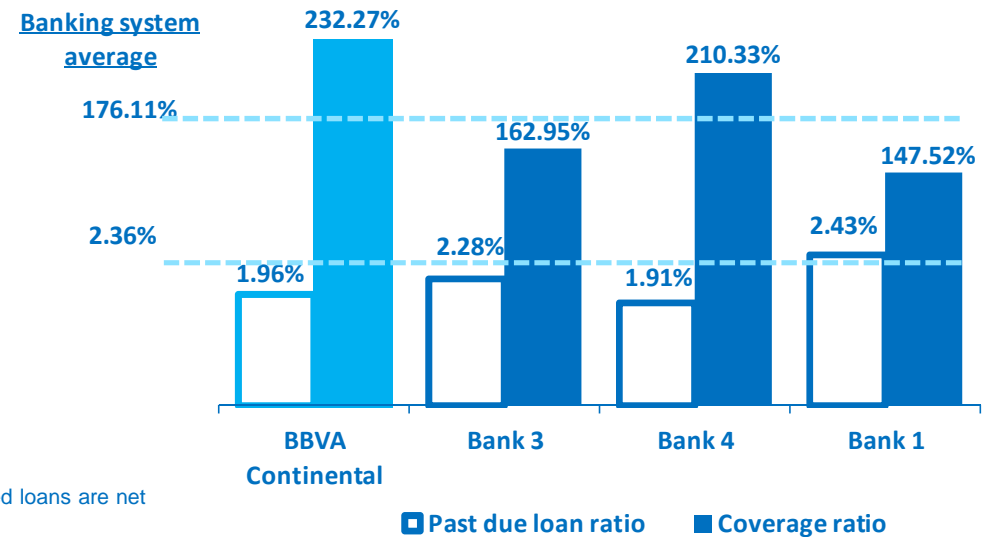
Outstanding asset quality

BBVA Continental



Remarkable Past Due Loan Ratio and Coverage Ratio

June 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.



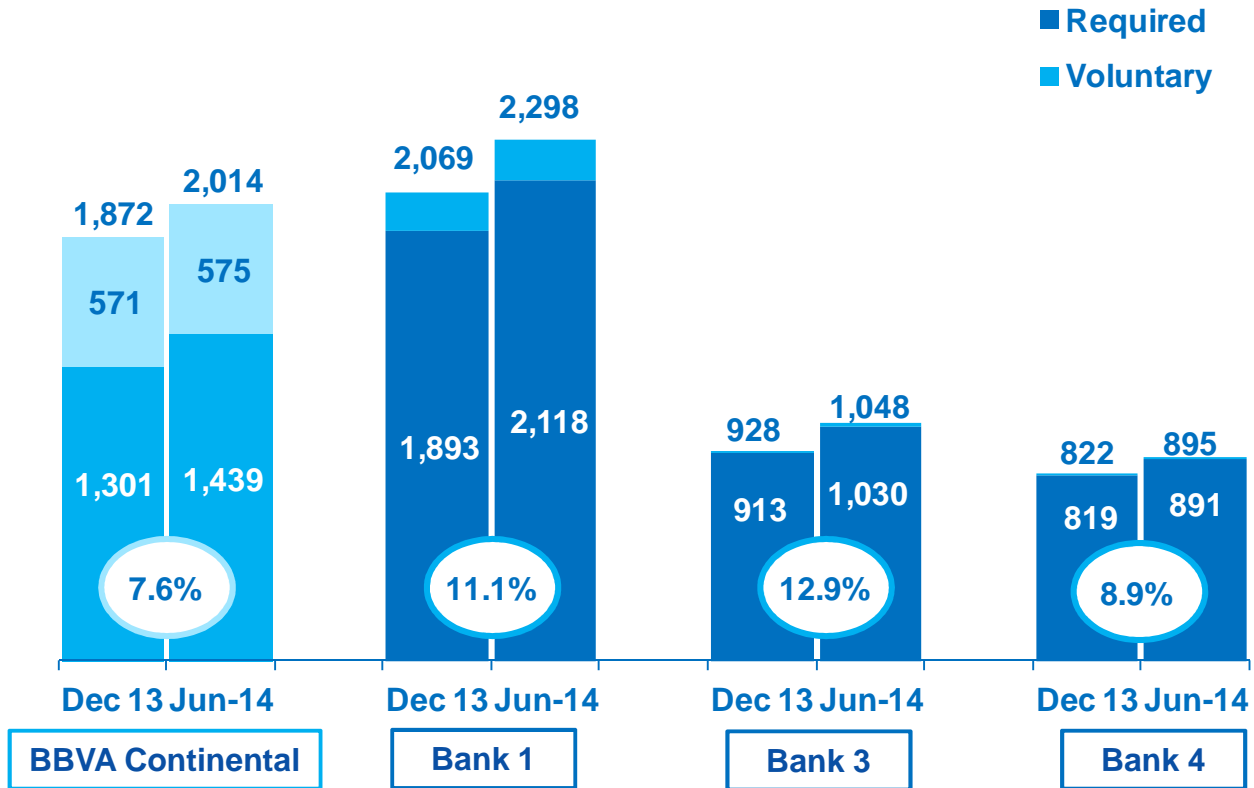
BBVA Continental

Risk management

BBVA Continental maintains high levels of voluntary provisions

Provisions

PEN Million



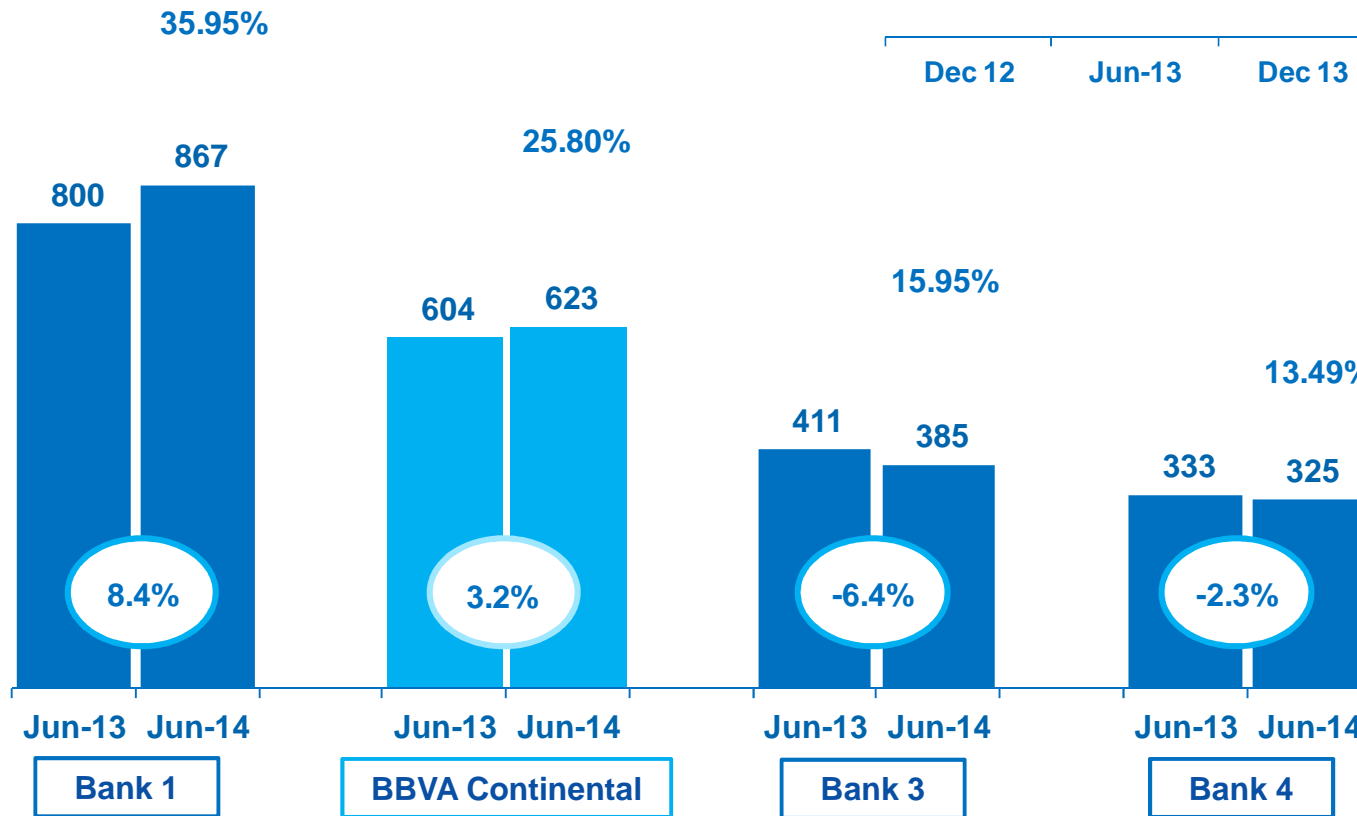


BBVA Continental

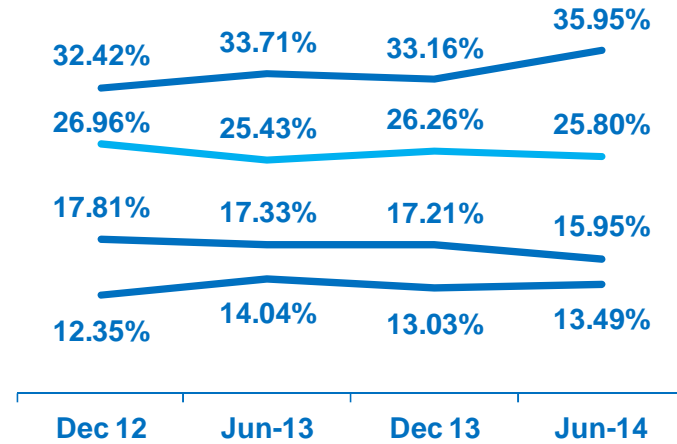
Profitability management

Net income

PEN million



Market share



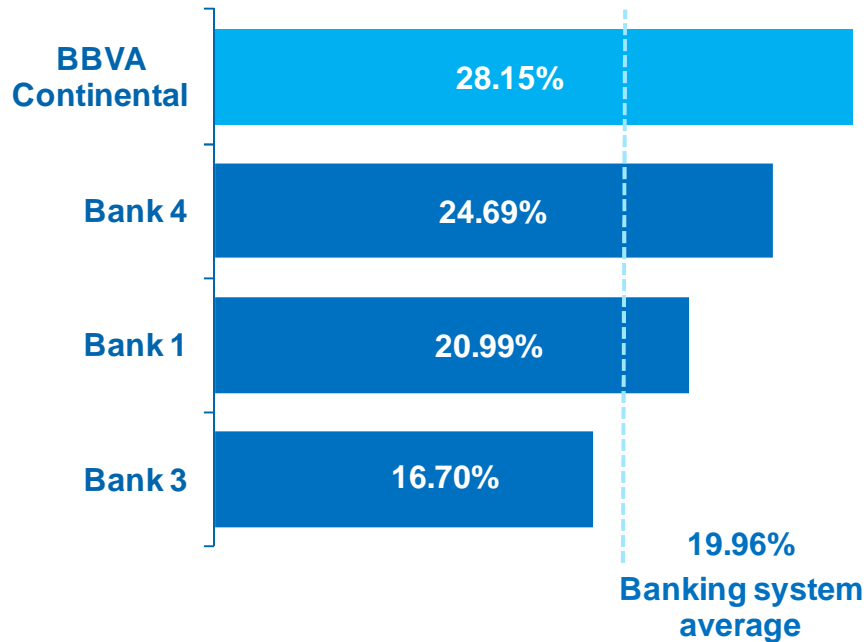


Profitability management

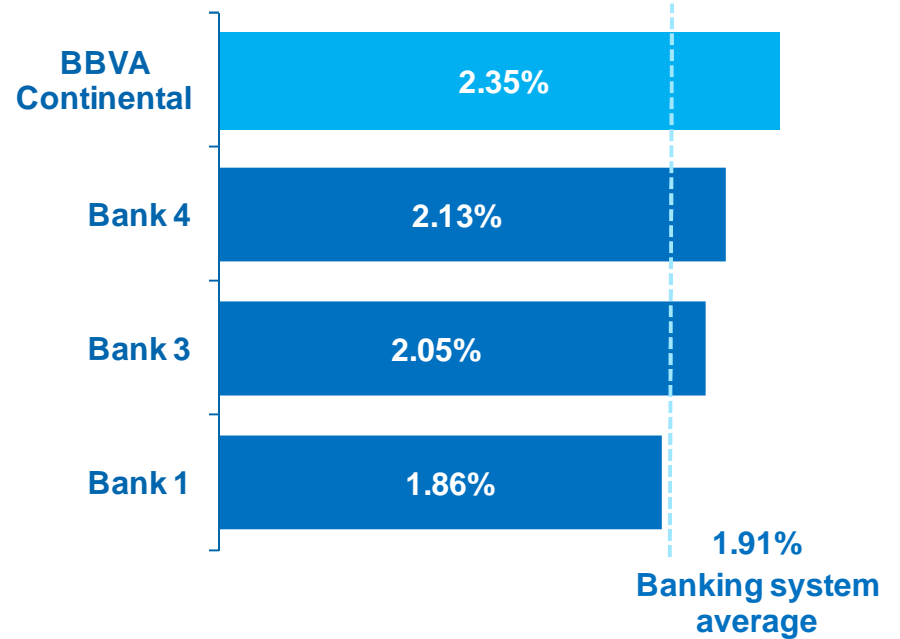
BBVA Continental has the best profitability ratios as compared to its peers...

June 2014

Return on Equity - ROE



Return on Assets - ROA

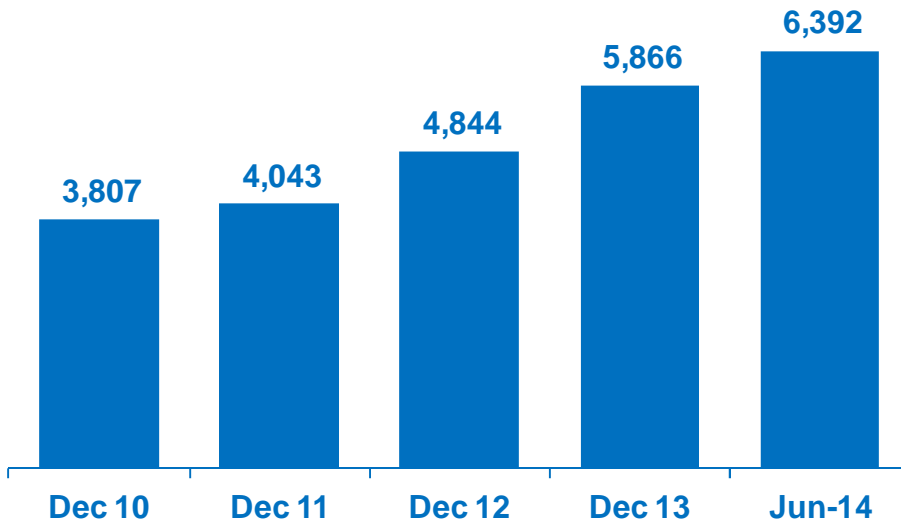




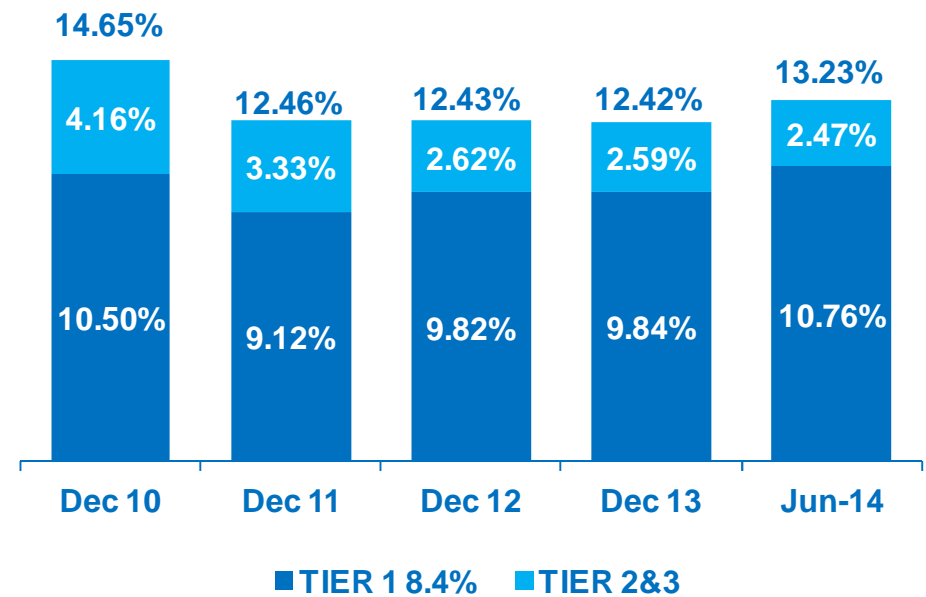
Solvency management

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

AWARDS

BBVA Continental
Informe Anual 2013
Responsabilidad Corporativa



Corporate Social Responsibility Report



IFC International Finance Corporation
World Bank Group

First environmental facility made in South America



Program:
"Leer es estar adelante"



GREAT PLACE TO WORK
Las Mejores Empresas para Trabajar 2013
Perú



América economía
INTELLIGENCE



BEST BANK AWARD • 2013



EUROMONEY
2013
Awards for excellence



GLOBAL FINANCE



BOLSA DE VALORES DE LIMA BVL

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



BBVA Continental

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	Stable

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

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