

# Safe Harbor for Forward-Looking Statements

This corporate presentation contains "forward looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical facts included in this corporate presentation regarding Interbank's business, financial condition, results of operations and certain of Interbank's plans, objectives, assumptions, projections, expectations or beliefs and statements regarding other future events or prospects are forward-looking statements. These statements include, without limitation, those concerning: Interbank's strategy and Interbank's ability to achieve it; Interbank's recent developments; expectations regarding sales, profitability and growth; Interbank's possible or assumed future results of operations; capital expenditures and investment plans; adequacy of capital; and financing plans. In addition, this corporate presentation includes forward-looking statements relating to Interbank's potential exposure to various types of market risks, such as macroeconomic risk, Peru specific risks, foreign exchange rate risk, interest rate risks and other risks related to Interbank's financial performance. The words "aim," "may," "will," "expect," "is expected to," "anticipate," "believe," "future," "continue," "help," "estimate," "plan," "schedule," "intend," "should," "would be," "seeks," "estimates," "shall," or the negative or other variations thereof, as well as other similar expressions regarding matters that are not historical facts, are or may indicate forward-looking statements.

Interbank has based these forward-looking statements on its management's current views with respect to future events and financial performance. These views reflect the best judgment of Interbank's management but involve a number of risks and uncertainties which could cause actual results to differ materially from those predicted in Interbank's forward-looking statements and from past results, performance or achievements. Although we believe that the estimates reflected in the forward-looking statements are reasonable, such estimates may prove to be incorrect. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These factors include, among other things: (a) economic, business and political developments in Peru and globally; (b) changes in Peruvian and other foreign laws and regulations, including the adoption of new capital requirements for banks; (c) increased competition in the Peruvian financial services market; (d) increased inflation; (e) exchange rate instability and government measures to control foreign exchange rates; (f) developments affecting the purchasing power of middle income consumers or consumer spending generally; (g) increases in interest rates; (h) downturns in the capital markets and changes in a capital markets in general that affect policies or attitudes towards lending to Peru or Peruvian companies or securities issued by Peruvian companies; (i) Interbank's ability to keep up with technological changes; (j) the inability to obtain the capital we need for further expansion of Interbank's businesses; (k) the inability to attract and retain key personnel; (l) changes in tax laws; (m) severe weather, natural disasters and adverse climate changes; (n) changes in regional or global markets; (o) dependence on sovereign de

Additionally, new risks and uncertainties can emerge from time to time, and it is not possible for Interbank to predict all future risks and uncertainties, nor can Interbank assess their potential impact. Accordingly, you should not place undue reliance on forward-looking statements as a prediction of actual results.

All forward-looking statements included in this corporate presentation are based on information available to Interbank on the date of this corporate presentation. Interbank undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All other written and oral forward-looking statements attributable to Interbank or persons acting on Interbank's behalf are expressly qualified in their entirety by the cautionary statements contained throughout this corporate presentation.

Interbank prepares the financial information included in this presentation in accordance with accounting principles prescribed by the Peruvian Superintendency of Banks, Insurance and Private Pension Fund Administrators (Superintendencia de Banca, Seguros y AFPs, or "SBS") and the Peruvian Securities Commission (Superintendencia del Mercado de Valores, or "SMV") (altogether, "Peruvian SBS GAAP" or "Local GAAP"). All financial information in this presentation regarding the relative market position and financial performance relating to us, vis-a-vis the banking sector in Peru is based, out of necessity, on information obtained from SBS statistics. In addition, for certain financial information related to our compound annual growth rate we have included such information pursuant to Peruvian SBS GAAP in order to be able to show our growth over a certain number of years. Peruvian SBS GAAP differs in certain respects from IFRS. Consequently, information presented in this presentation in accordance with Peruvian SBS GAAP or based on information from the SBS or SMV may not be comparable with financial information prepared in accordance with IFRS.

# Interbank in numbers (FY23)

72% ROE 900 Earnings (S/mn)

22% MS consumer loans MS commercial loans

39% c/I ratio

Retail customers (mn)

75% Digital customers





# Leading bank in Peru with strong financial performance

### Financial highlights

Leading position in the Peruvian banking system<sup>(2)</sup>

As of December 31, 2023

S/mn | US\$ mn

Assets (1)

67,990 | **18.331** 

Gross loans (1)

46,788 | 12,615

Deposits (1)

46,096 | 12,428

ROE

12.4%

Efficiency ratio

39.2%

PDL ratio

3.5%

**TCR ratio** 

15.5%

CET 1 ratio

11.8%

#3

**12.4**% ROE

#2

22.2%
Market share in consumer loans

#1

21.7% Market share in payroll loans<sup>(3)</sup>

#3

15.1% Market share in retail deposits 153 Fin. stores

**1,666** ATMs

**7,163**Correspond. agents

**75%** 

Digital customers

Source: Superintendencia de Banca, Seguros y AFP (SBS) and Interbank as of December 31, 2023

Figure converted to US dollars using an end of period exchange rate (Sol / US dollar) of 3.709

<sup>2)</sup> Ranking among four largest Peruvian banks

<sup>3)</sup> Payroll deductible loans to public sector employees

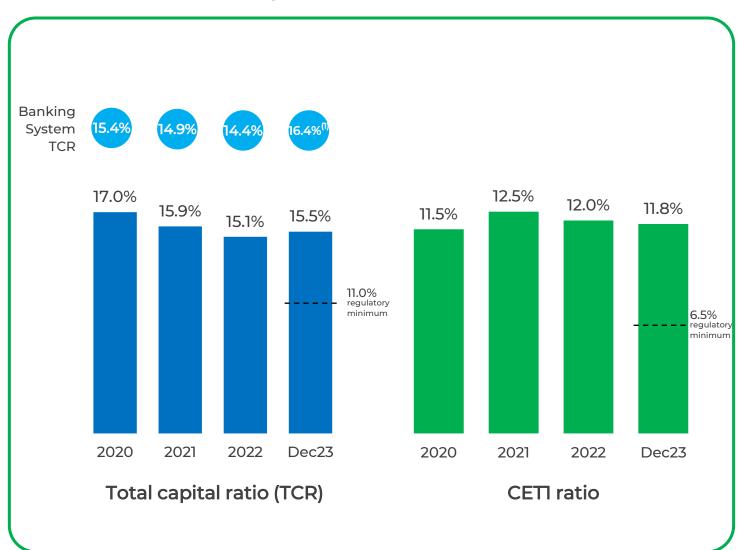
# Solid capital ratios

## **Key initiatives**

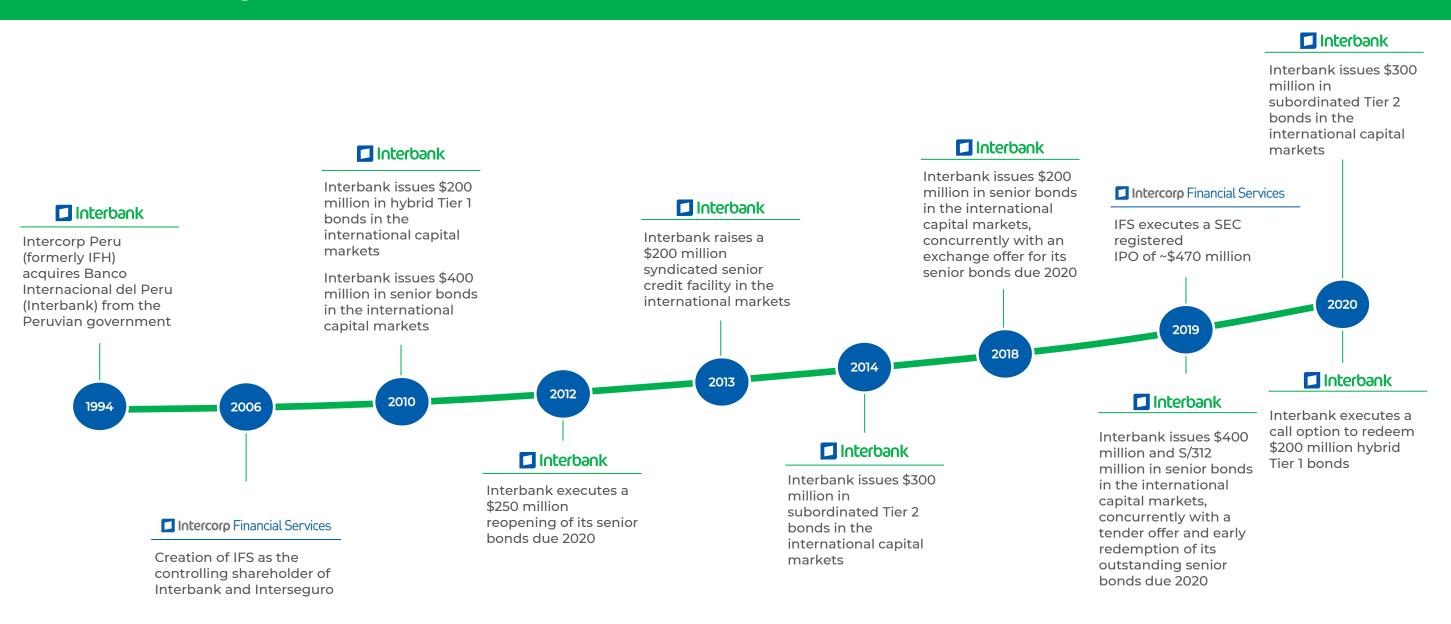
## Solvency

- Fully capitalized 2019 earnings to strengthen CETI and TCR
- Called US\$ 200 million hybrid Tier 1 bond in April 2020 to reduce interest expense on bonds that no longer provided equity credit
- Issued US\$ 300 million subordinated Tier 2 bond in July 2020 to strengthen TCR
- Called local subordinated bonds for almost S/ 400 million between September 2021 and January 2023
- 15.2% TCR as of Jun23, above regulatory riskadjusted minimum capital ratio requirement of 10.7%
- Adequation to full Basel 3 standards starting
   January 2023: TCR 16.0% and CETI: 11.8%

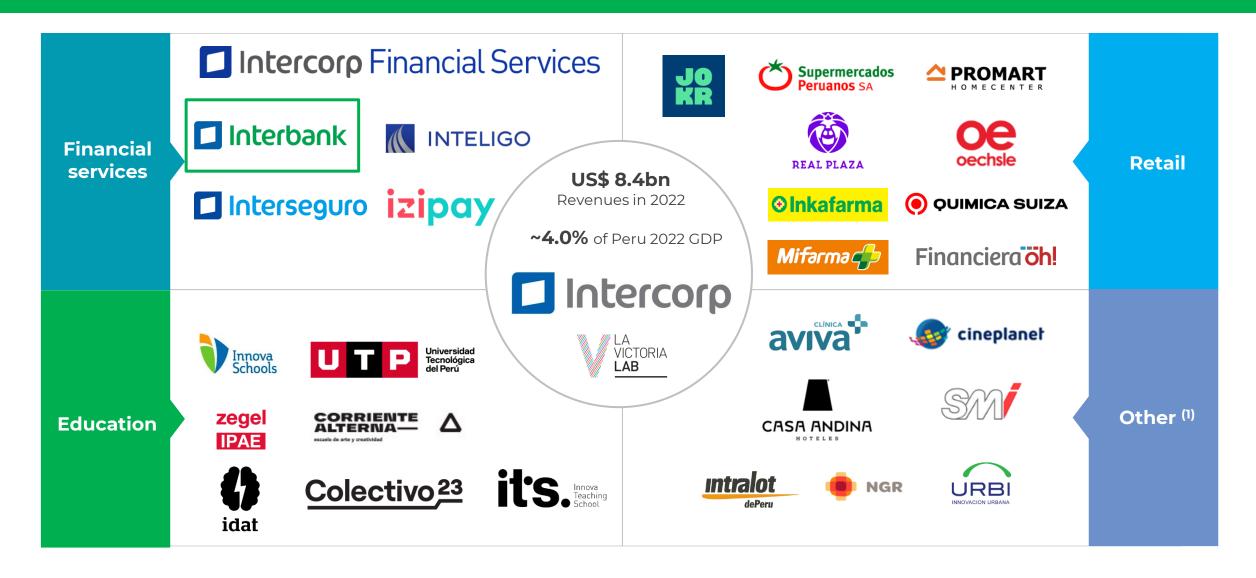
## Capital ratio evolution



# Milestones in Interbank's capital markets history



# Intercorp Group: striving to make Peru the best place to raise a family in Latin America





# Key messages

Challenging macro environment

2 Growing market shares & revenues

Solid risk management capabilities

Positive development in digital indicators

Continuous focus on efficiency

**ESG** updates

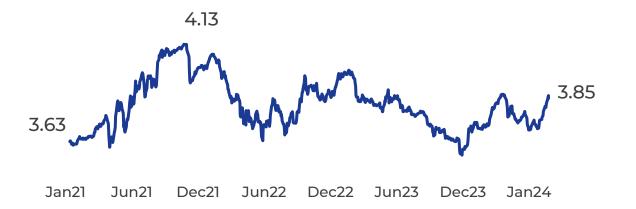
# The Central Bank continues to cut rates in line with decreased inflation



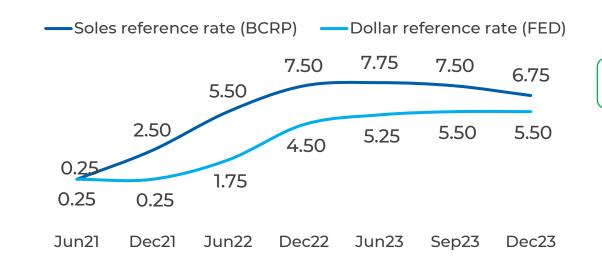
## Quarterly GDP growth YoY (%)



## **USD/PEN**



## Interest rates (%)



## Inflation YoY (%)



Jan24 3.0%

Feb24

6.25%

12m (E) 2.6%

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Solid risk management capabilities

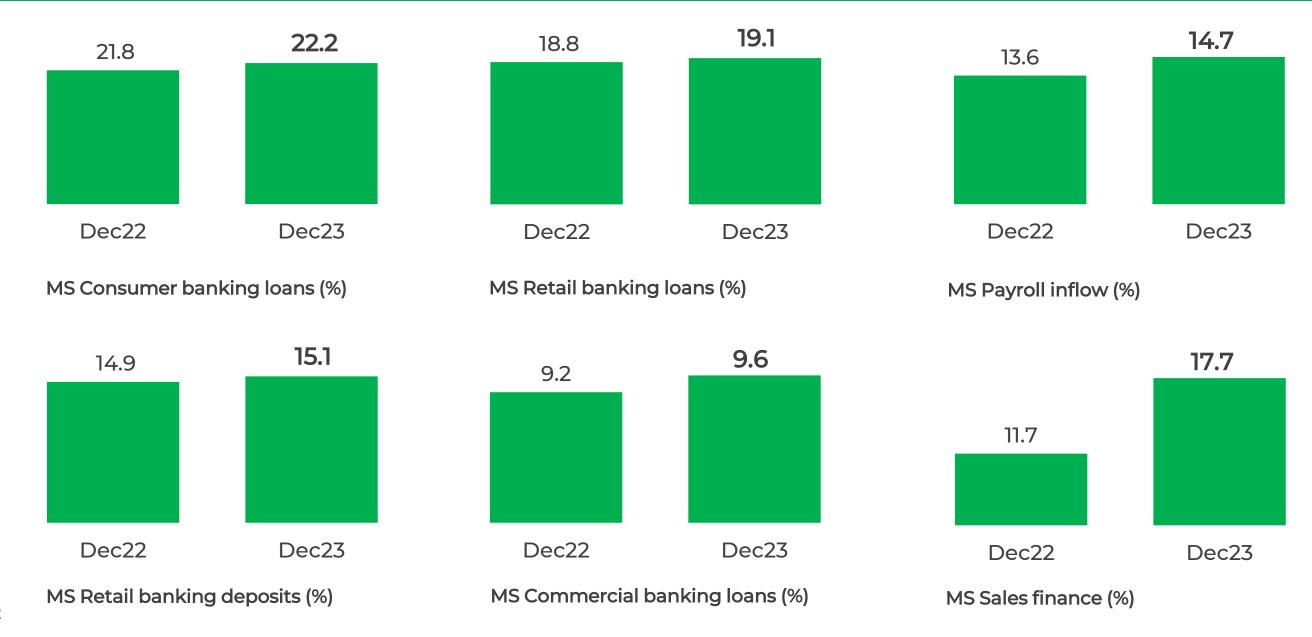
Positive development in digital indicators

Continuous focus on efficiency

**ESG** updates

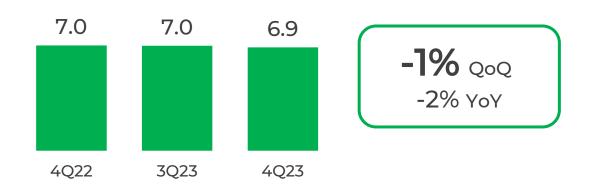
# Increasing market relevance in targeted banking products



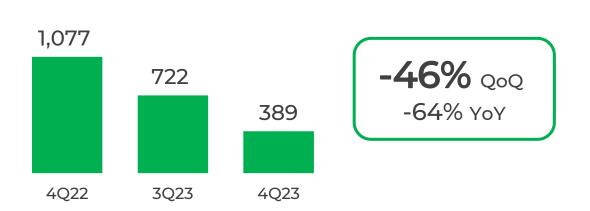


# Soft banking activity after tightening of credit standards & weak economic trends





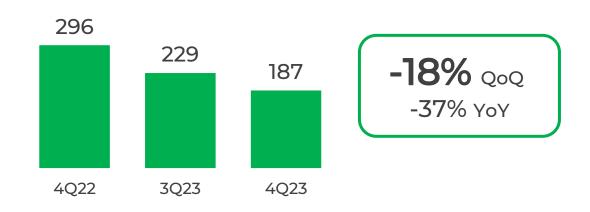
Credit & debit cards purchases (S/bn)



Personal loans disbursements (S/mn)



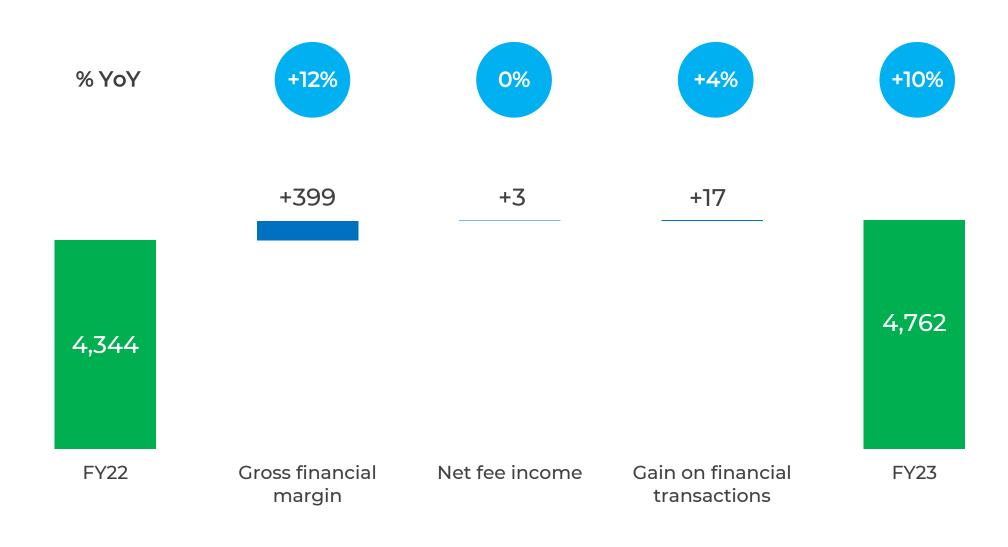
Mortgage disbursements (S/mn)



SME loans disbursements (S/mn)

# Growth driven by increase in gross financial margin

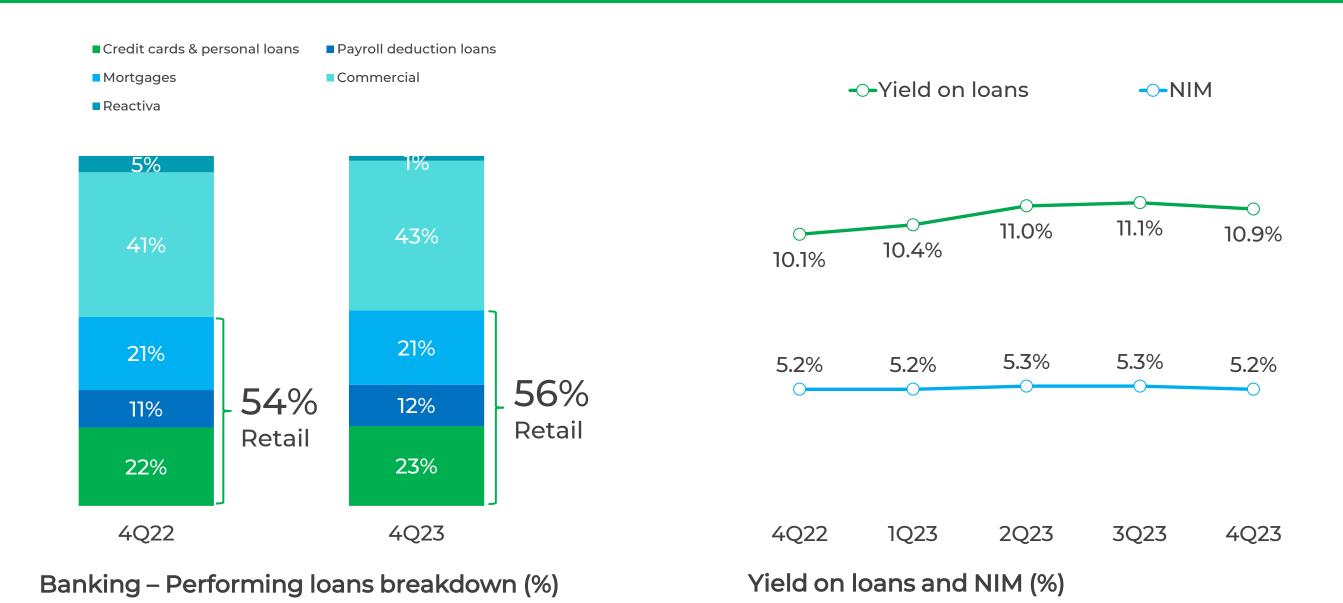




Banking – Revenue bridge from FY22 to FY23 (S/mn)

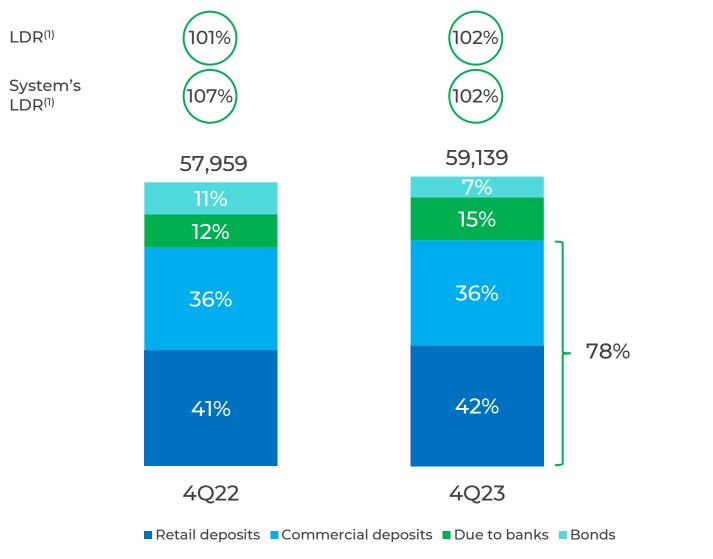
## NIM at 5.2%

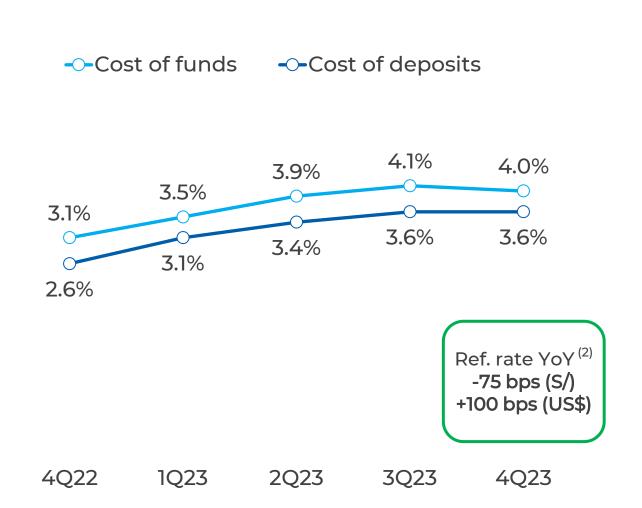




## Cost of funds at 4.0%







## Funding breakdown (S/mn)

Cost of funds and deposits (%)

Source: SB<sup>9</sup>

<sup>2)</sup> Following December 2023, reference rate in S/ declined 50 bps to 6.25%

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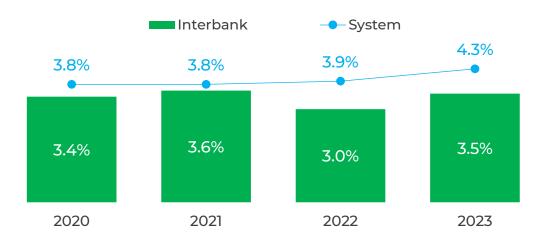
Continuous focus on efficiency

**ESG** updates

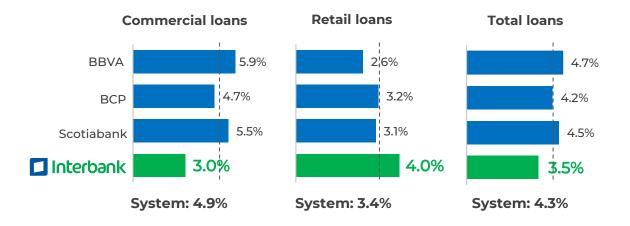
# Solid risk management capabilities



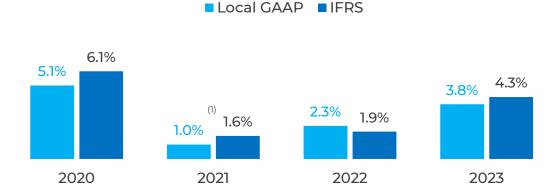
Better asset quality than the system despite focus on retail – PDL ratio evolution (%)



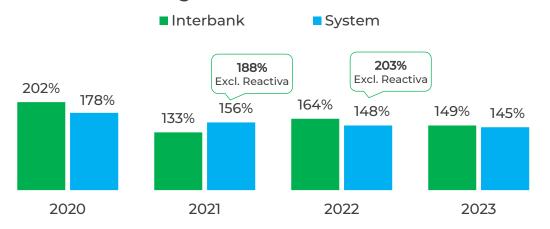
Best total PDL ratio among peers (%)



Rising cost of risk (Provision expense as % of average total loans)



Sound coverage ratio (2)



Source: SBS and Company information as of September 2023

<sup>1)</sup> Cost of risk excluding the effect of a reversion of loan loss provisions due to refined calculations of the expert criteria for S/297.2 million in 2021. Including this item, cost of risk was 0.9% in such period

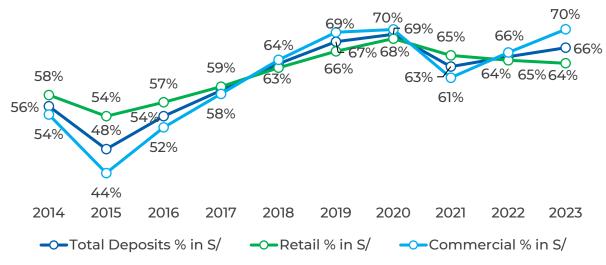
# Manageable dollarization levels



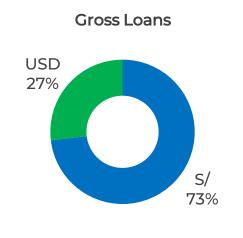
### Gross Loans by segment & percentage in S/



#### Deposits by segment & percentage in S/



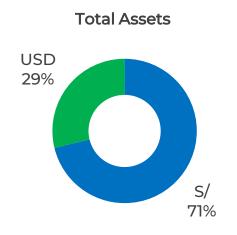
## **Currency mix Dec23**



System's loans % in S/: 72%

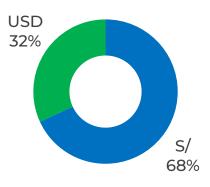


System's deposits % in S/: 61%



System's total assets % in S/: 67%

### Liabilities + Equity



System's liab. + equity % in S/: 65%

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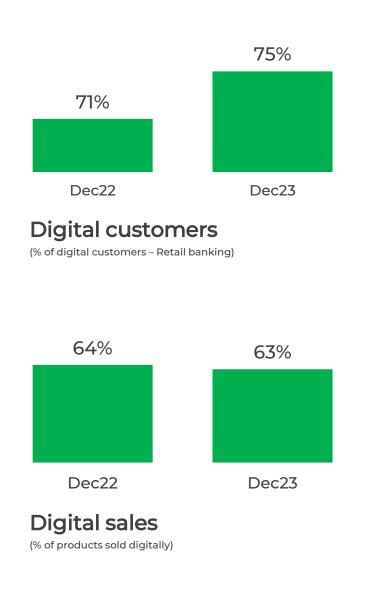
Continuous focus on efficiency

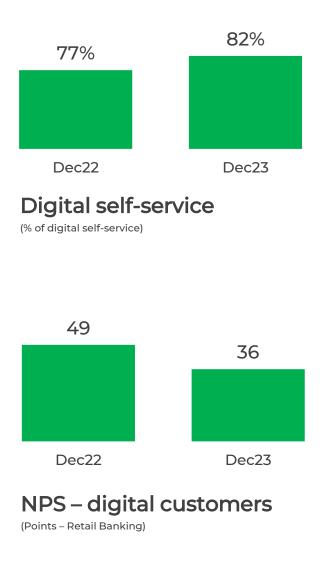
**ESG updates** 

# Consolidating digital achievements







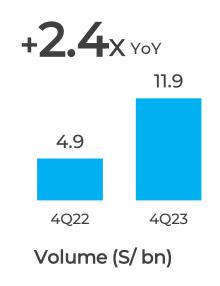


# Over 14 million users in Plin and 740 thousand merchants in IzipayYa



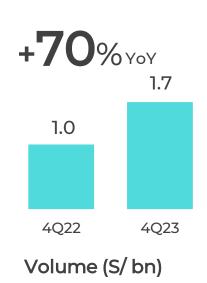








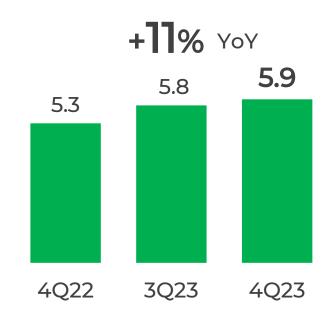




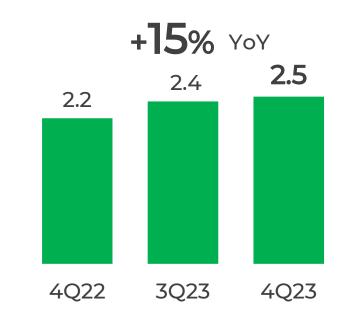


# Retail customers reached 5.9 million

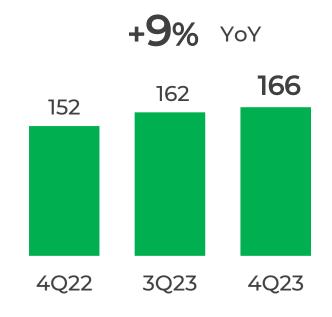




Banking – retail customers (mn)



Banking – digital customers (mn)



Banking - commercial customers (th)

# Key messages

Challenging macro environment

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Solid risk management capabilities

Positive development in digital indicators

5 Continuous focus on efficiency

**ESG updates** 

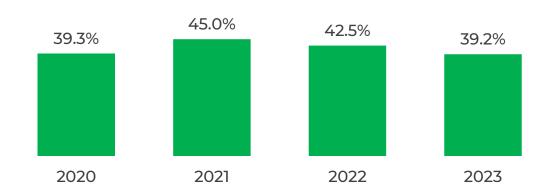
# Continuous focus on efficiency



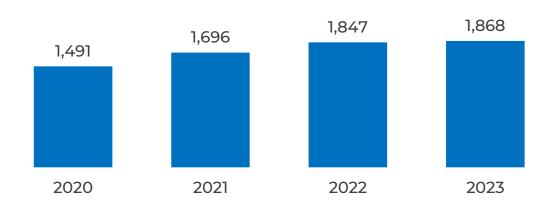
## Optimizing our distribution channels (Units)

		2020	Dec23	% Change
	Financial stores	215	153	-29%
	ATMs	1,640	1,666	+2%
	Correspondent agents <sup>(1)</sup>	5,529	7,163	+30%
1	Sales force	899	1,268	+41%
O	Call center agents	322	533	+66%

### Focus on efficiency ratio



## Tight management of costs – Total expenses<sup>(2)</sup> (S/mn)



### We are increasing IT CAPEX to ensure future growth

- Improve customer experience (UX)
- Further improve analytical capabilities
- Innovation in digital products and services
- Strengthen cybersecurity standards

Source: Company information as of December 2023

<sup>)</sup> Correspondent agents includes external network

<sup>2)</sup> Total expenses are defined as Administrative expenses + Depreciation + Amortization

# Key messages

Challenging macro environment

2 Growing market shares & revenues

Solid risk management capabilities

Positive development in digital indicators

Continuous focus on efficiency

ESG updates

# Focus on building a sustainable business



## **Environmental**



100% renewable energy certification

New ESG financing

**US\$ 18MM** 

Green financing

**US\$ 10MM** 

**ESG-linked financing** 

## Social



- +963.8K users
- +1,2MM sessions
- +2.2MM visits



Best banking customer experience



Best places for LGBTIQ+

### Governance & Economic



Companies with best reputation



Corporate governance recognition

# Our way of working will enable us to achieve our goals









Remote-first

Increased productivity

Global reach

#### **Great Place to Work**

## Top 20 in Peru

for the past 21 years

## #3 in Latin America

in 2022

### #4 in Peru

in 2023

## #5 for women in Peru

in 2023

## #6 for sustainable management

in 2023

#### #2 for millennials in Peru

in 2022

## #2 for work from home in Peru

in 2023

## **#7 for diversity and inclusion in Peru** in 2023

Our strategic values





Integrity

Courage





Innovation

Collaboration





Sense of humor

Passion for service

# Strong corporate governance



**Board of directors** 



Carlos Rodríguez-Pastor
Chairman



**Fernando Zavala**Director



Ramón Barúa Director



Felipe Morris
Director



Marcia Nogueira De Mello Independent Director



**Cayetana Aljovín** Independent Director



**Alfonso Bustamante** Independent Director



**Hugo Santa María** Independent Director

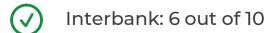


David Fischman
Independent Director



Carlos Heeren
Independent Director

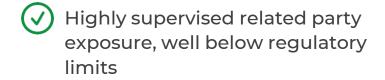
# BOD with majority of independent members



## Strong corporate governance



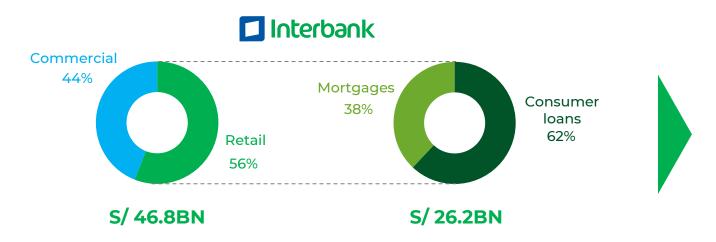
- Audit
- Executive
- Integral Risk Committee
- Corporate governance
- Credit directive



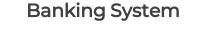


# Strategic focus on consumer loans

Distinctive loan breakdown...

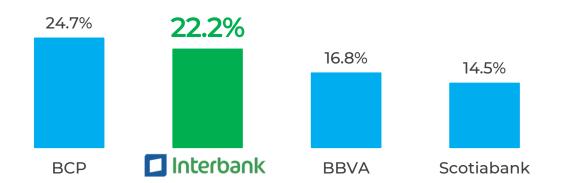


...when compared to the banking system

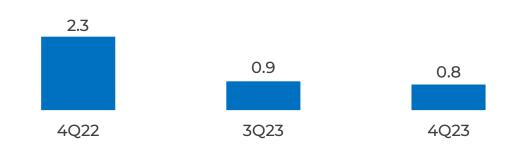




Leading position in consumer loans – Market share (%) (1)

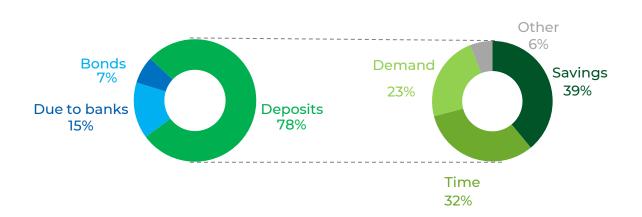


Important reduction in Reactiva Peru loan balances (S/bn)

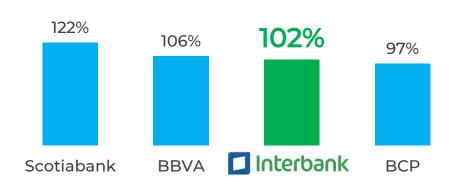


# Diversified funding base with strength in retail deposits

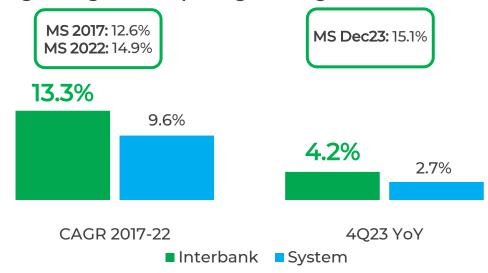
### Significant deposits base



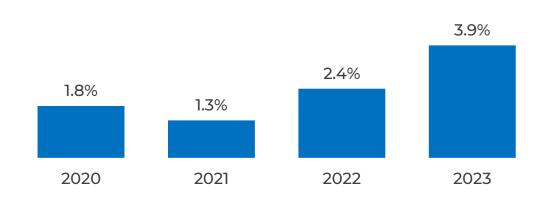
### Solid loan to deposit ratio (%)



### A growing retail deposit-gathering franchise



#### Increasing cost of funds



# **Expanding market share in loans & deposits**

## Breakdown of loans (S/mn)

				%chg	%chg
	4Q22	3Q23	4Q23	QoQ	YoY
Consumer loans					
Credit cards & other loans	9,699.3	10,636.1	9,970.2	-6.3%	2.8%
Payroll deduction loans <sup>(1)</sup>	4,629.1	5,172.5	5,301.7	2.5%	14.5%
Total consumer loans	14,328.4	15,808.6	15,271.9	-3.4%	6.6%
Mortgages	9,034.9	9,427.9	9,547.6	1.3%	5.7%
Total retail loans	23,363.3	25,236.5	24,819.5	-1.7%	6.2%
Total commercial loans	20,212.1	20,000.9	19,850.5	-0.8%	-1.8%
Total loans	43,575.4	45,237.4	44,669.9	-1.3%	2.5%<

## Funding structure (S/mn)

					%chg	%chg
		4Q22	3Q23	4Q23	QoQ	YoY
	Deposits	44,630.8	45,687.1	46,096.5	0.9%	3.3%
	Retail	23,670.0	24,079.9	24,683.7	2.5%	4.3%
	Commercial <sup>(2)</sup>	20,960.8	21,607.2	21,412.8	-0.9%	2.2%
	Due to banks	6,756.6	9,522.5	8,789.0	-7.7%	30.1%
Excl.	Bonds	6,571.7	4,508.6	4,253.2	-5.7%	-35.3%
Reactiva: +6.0% YoY	Total	57,959.1	59,718.2	59,138.7	-1.0%	2.0%
	Average cost of funding	3.1%	4.1%	4.0%	-10 bps	90 bps

## Market share in loans(3)

				bps	bps
	4Q22	3Q23	4Q23	QoQ	YoY
Total consumer loans	21.8%	22.7%	22.2%	-50	40
Mortgages	15.4%	15.5%	15.5%	0	10
Total retail loans	18.8%	19.4%	19.1%	-30	30
Total commercial loans	9.2%	9.6%	9.6%	0	40
Total loans	12.7%	13.4%	13.3%	-10	60

## Market share in deposits<sup>(3)</sup>

				bps	bps
	4Q22	<b>3Q23</b>	4Q23	QoQ	YoY
Retail deposits	14.9%	15.1%	15.1%	0	20
Commercial deposits <sup>(2)</sup>	12.2%	12.7%	12.0%	-70	-20
Total deposits	13.5%	13.8%	13.5%	-30	0

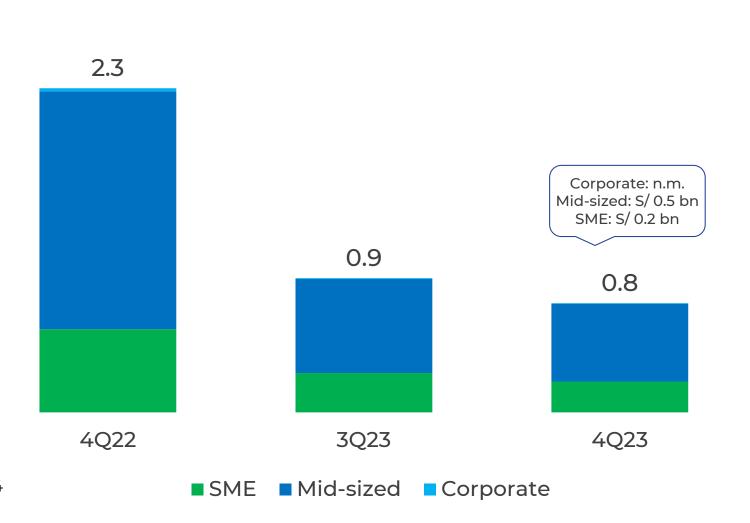
Payroll deductible loans to public sector employees

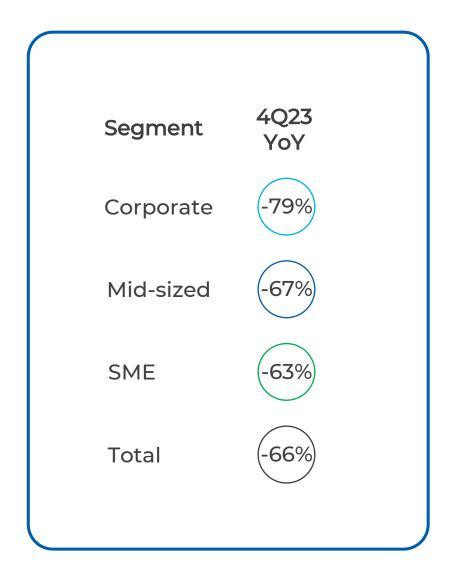
Includes institutional and others

Based on SBS figures

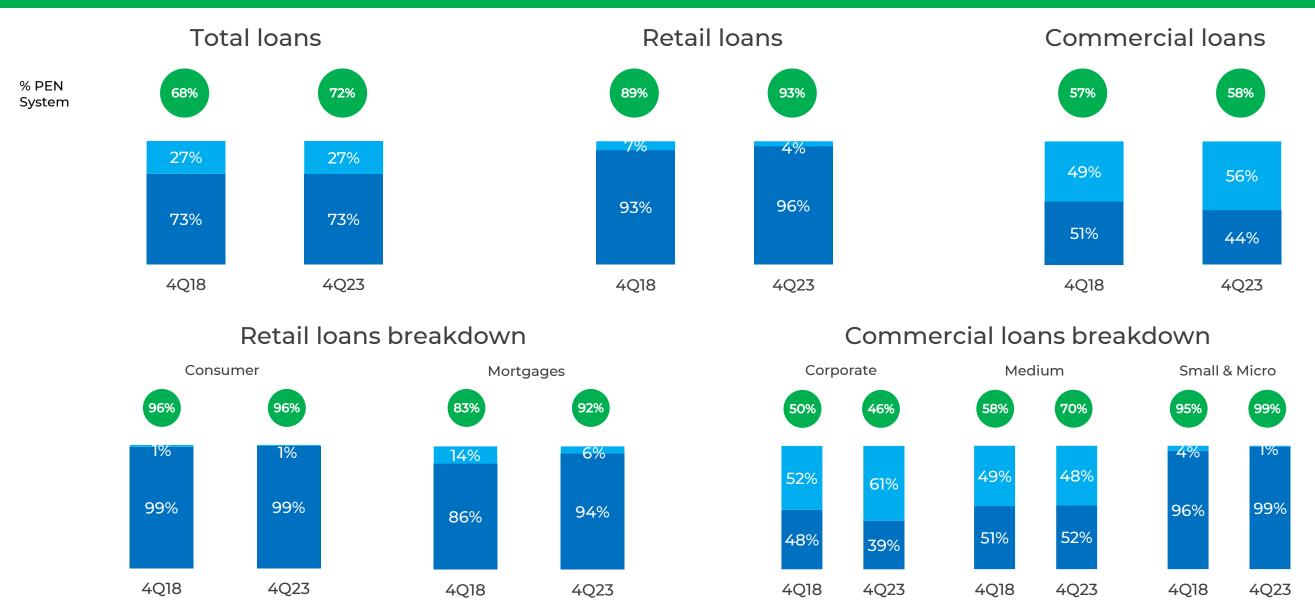
# Reactiva loan balances down 66% YoY, representing 1% of Interbank's portfolio

Reactiva Peru Ioan balances by segment (S/bn)





# Manageable dollarization levels

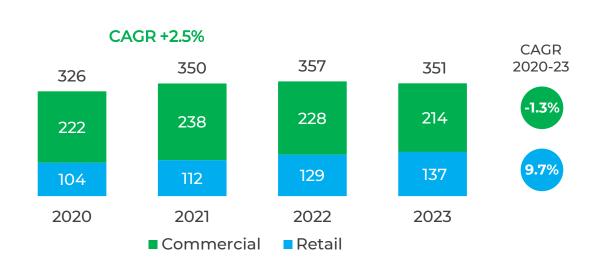


USD

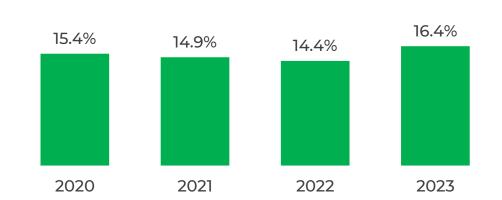
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# Overview of Peruvian banking system

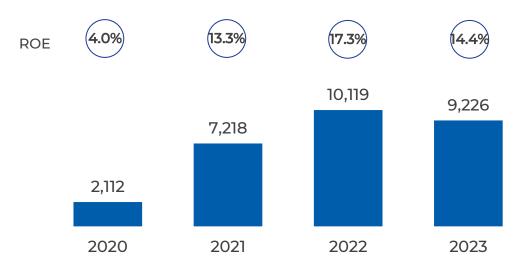
### Decreasing loan growth – Banking system gross loans (S/bn)



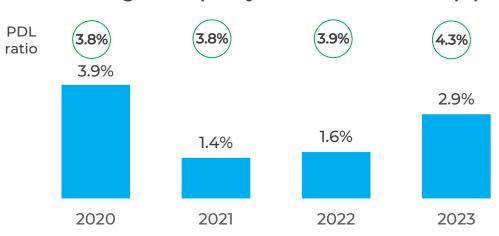
#### Solid total capital – Banking system TCR (%)



### Profitability stabilizing – Banking system net profit (S/mn)



### Worsening asset quality – CoR and PDL ratio (%)



# Interbank's income statement

Income Statement (S/ mn)	2020	2021	2022	2023	% chg '21/'20	% chg '22/'21	% chg '23/'22
Interest income	3,865.1	3,510.8	4,670.3	5,957.5	(9.2%)	33.0%	27.6%
Interest expenses	(983.9)	(811.0)	(1,389.8)	(2,278.4)	(17.6%)	71.4%	63.9%
Gross financial margin	2,881.2	2,699.8	3,280.5	3,679.2	(6.3%)	21.5%	12.2%
Provisions for loan losses, net	(1,995.7)	(432.1)	(999.8)	(1,777.1)	(78.3%)	n.m.	77.7%
Net financial margin	885.5	2,267.7	2,280.7	1,902.1	n.m.	0.6%	(16.6%)
Income from financial services	838.2	987.7	1,141.1	1,163.4	17.8%	15.5%	2.0%
Expenses for financial services	(335.7)	(432.8)	(490.0)	(509.7)	28.9%	13.2%	4.0%
Operating margin	1,388.0	2,822.6	2,931.8	2,555.8	n.m.	3.9%	(12.8%)
Gain on financial transactions	407.5	511.4	412.3	429.0	25.5%	(19.4%)	4.1%
Administrative expenses	(1,310.5)	(1,496.8)	(1,627.0)	(1,632.1)	14.2%	8.7%	0.3%
Depreciation and Amortization	(181.0)	(199.4)	(220.0)	(235.6)	10.2%	10.3%	7.1%
Net operating margin	304.0	1,637.9	1,497.2	1,117.2	n.m.	(8.6%)	(25.4%)
Provision for contingencies and other provisions	(7.3)	(18.1)	(18.3)	(8.2)	n.m.	0.8%	(55.3%)
Other income, net	(0.5)	(35.2)	11.7	17.5	n.m.	n.m.	50.1%
Income before income tax	296.2	1,584.5	1,490.6	1,126.5	n.m.	(5.9%)	(24.4%)
Income tax	(31.4)	(384.1)	(318.9)	(226.0)	n.m.	(17.0%)	(29.1%)
Net income	264.8	1,200.5	1,171.7	900.5	n.m.	(2.4%)	(23.1%)

# Interbank's balance sheet

Balance Sheet (S/ mn)	2020	2021	2022	2023	% chg '21/'20	% chg '22/'21	% chg '23/'22
Assets							
Cash and due from banks	17,716.8	14,413.6	11,340.2	9,121.0	(18.6%)	(21.3%)	(19.6%)
Investments, net	8,951.2	10,047.1	9,568.4	11,960.0	12.2%	(4.8%)	25.0%
Loan portfolio, net	39,003.3	41,248.9	43,381.5	44,734.5	5.8%	5.2%	3.1%
Property, furniture and equipment, net	381.1	120.0	153.5	166.4	(68.5%)	27.9%	8.4%
Other assets	1,771.7	2,282.3	2,002.1	2,008.2	28.8%	(12.3%)	0.3%
Total assets	67,824.1	68,112.0	66,445.7	67,990.1	0.4%	(2.4%)	2.3%
Liabilities and equity							
Deposits and obligations	43,290.6	43,942.5	42,954.0	44,067.3	1.5%	(2.2%)	2.6%
Deposits from financial entities	1,305.6	1,047.1	1,676.8	2,029.2	(19.8%)	60.1%	21.0%
Interbank funds and due to banks and correspondents	9,388.1	8,112.7	6,756.6	8,789.0	(13.6%)	(16.7%)	30.1%
Bonds, notes and other obligations	6,498.8	6,942.6	6,571.7	4,253.2	6.8%	(5.3%)	(35.3%)
Provisions and other liabilities	1,157.5	1,264.3	1,406.7	1,138.6	9.2%	11.3%	(19.1%)
Total liabilities	61,640.6	61,309.2	59,365.9	60,277.3	(0.5%)	(3.2%)	1.5%
Shareholders' equity	6,183.4	6,802.8	7,079.8	7,712.8	10.0%	4.1%	8.9%
Total liabilities and equity net	67,824.1	68,112.0	66,445.7	67,990.1	0.4%	(2.4%)	2.3%

# Definitions

Concept	<b>Definition</b>
Total revenues	Gross financial margin + fee income from financial services, net + gain on financial transactions
Efficiency ratio	(Administrative expenses + Depreciation + amortization) / (total revenues)
NIM	(Annualized gross financial margin) / (Average interest-earning assets)
NIM after provisions	(Annualized net financial margin) / (Average interest-earning assets)
Interest earning assets	Loans + investments + cash and due from banks
Loan to deposit ratio	(Total gross loans) / (Deposits)
Coverage ratio	(Allowances for loan losses) / (Past-due loans)
PDL ratio	(Past-due loans) / (Total gross loans)
CETI ratio	(Core equity tier 1) / (Risk weighted assets)
TCR ratio	(Regulatory capital) / (Risk weighted assets)
Cost of risk	(Annualized provisions for loan losses, net) / (Average total gross loans)
ROA	(Annualized net income) / (Average total assets)
ROE	(Annualized net income) / (Average shareholder's equity)

