



BBVA Continental

September 2014

Disclaimer

This document has been elaborated as a part of the information policies and transparency of BBVA Continental and contains public information, own source and provided by third parties, that can be corroborated with their sources.

This document has been prepared solely for informational purposes and does not constitute an offer, or invitation or solicitation of an offer to subscribe or purchase securities. This document and its contents does not constitute the basis for any contract or commitment.

This document may not be photocopied, reproduced and/or distributed in whole or in part, without prior authorization from BBVA Continental.

Contents

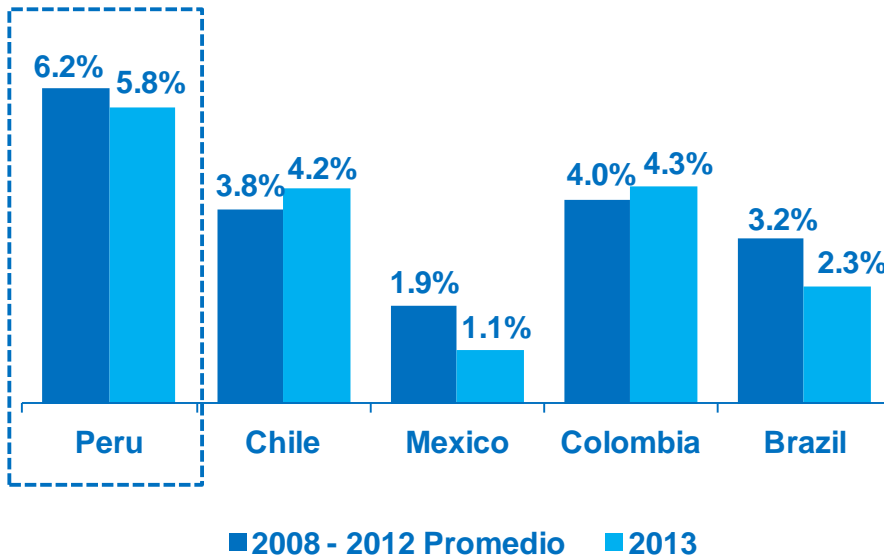
- 1 Peru: Attractive economy and financial system
- 2 Organization
- 3 BBVA Continental vs. Peers
- 4 Social responsibility and Awards
- 5 Ratings

1 Peru: Attractive economy and financial system

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

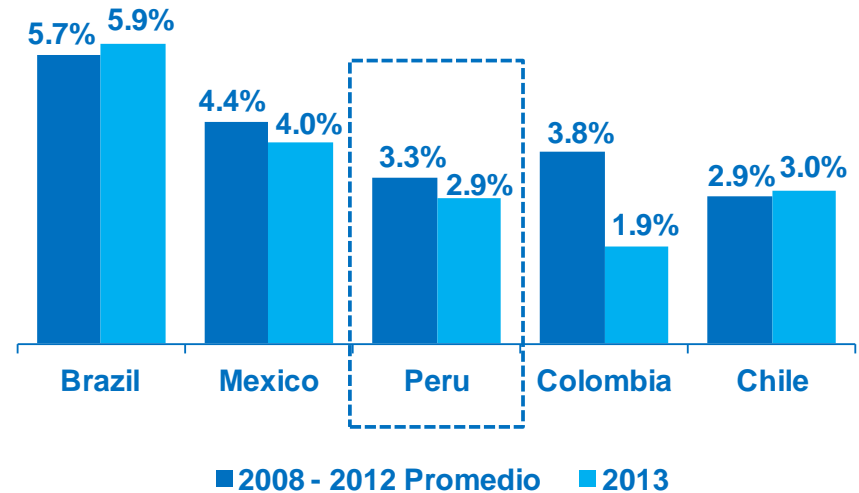
Peru is one of the economies with fastest growth in Latin America...

GDP growth



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

Inflation



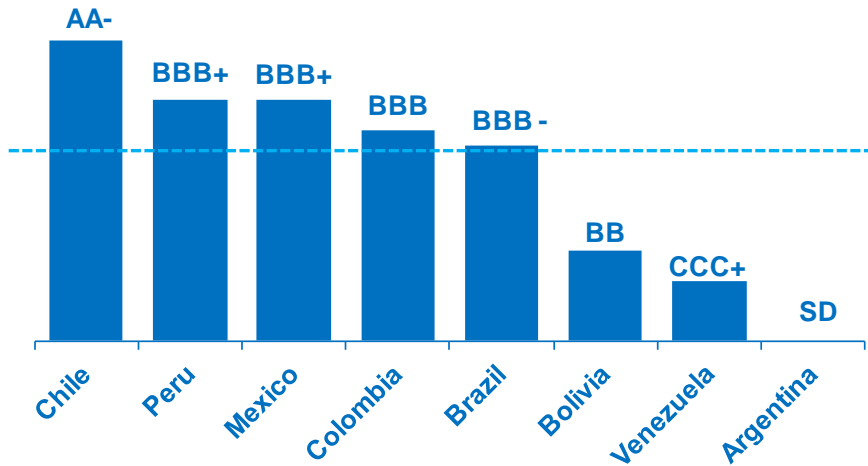
Peru: 2.6% for 2014
(BBVA as of November 2014)

Peru: 3.0% for 2014
(BBVA as of November 2014)

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

It has achieved the sovereign investment grade...

Ratings

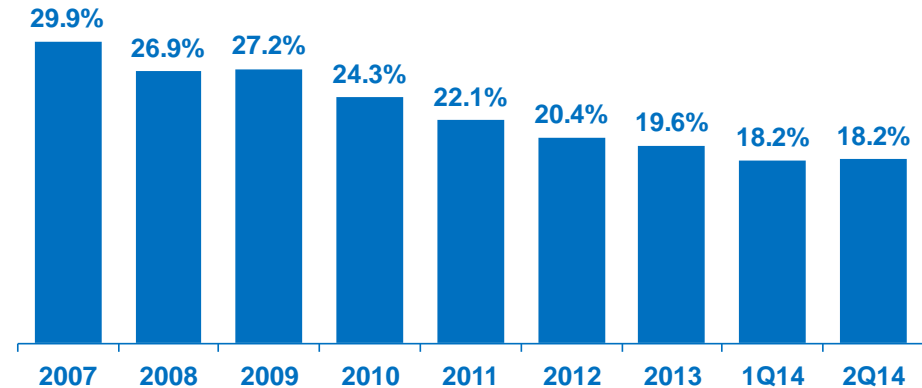


Source: Standard & Poor's

...and maintains low levels of debt

Public Debt as a percentage of GDP

42.7% Average debt of the General Government/GDP for countries with BBB+ rating for 2013



Source: Central Bank of Peru, BBVA Research

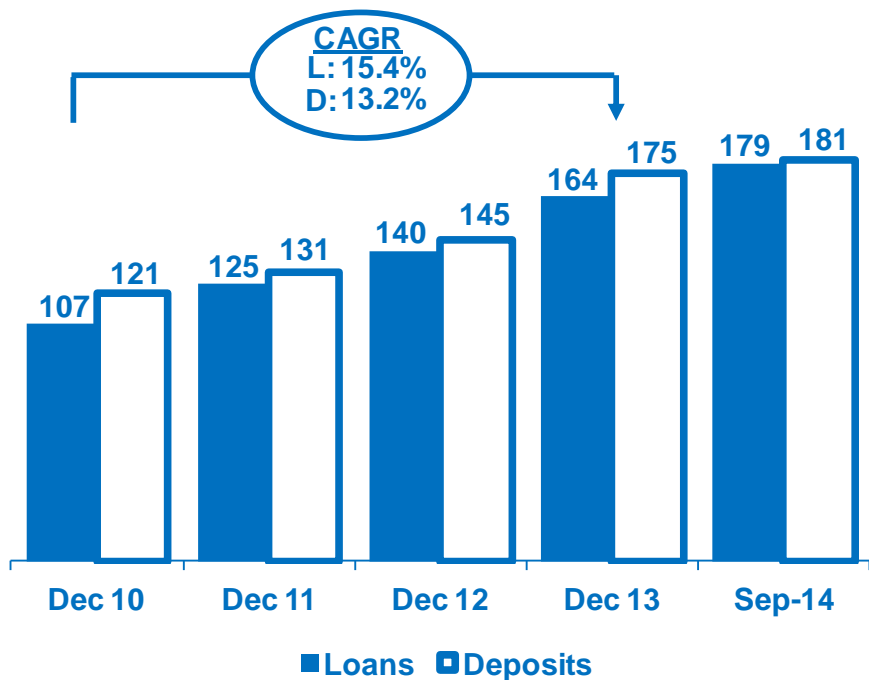
...with a solid Financial System and great opportunities

The Peruvian Banking System has shown strong growth...

...with great potential for future expansion

Performing loans and Deposits

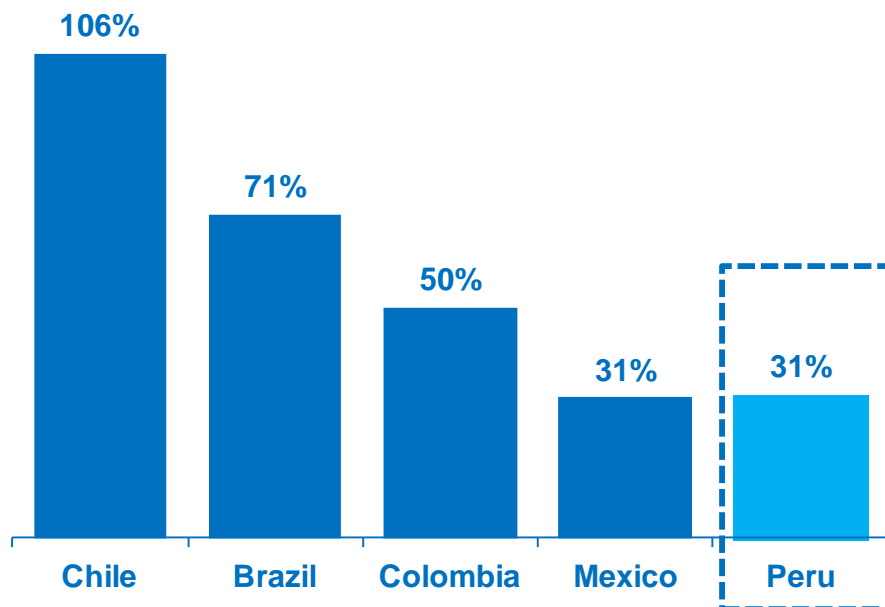
PEN thousands of millions



Source: Superintendencia de Banca, Seguros y AFP

Loans to private sector as a percentage of GDP

2013

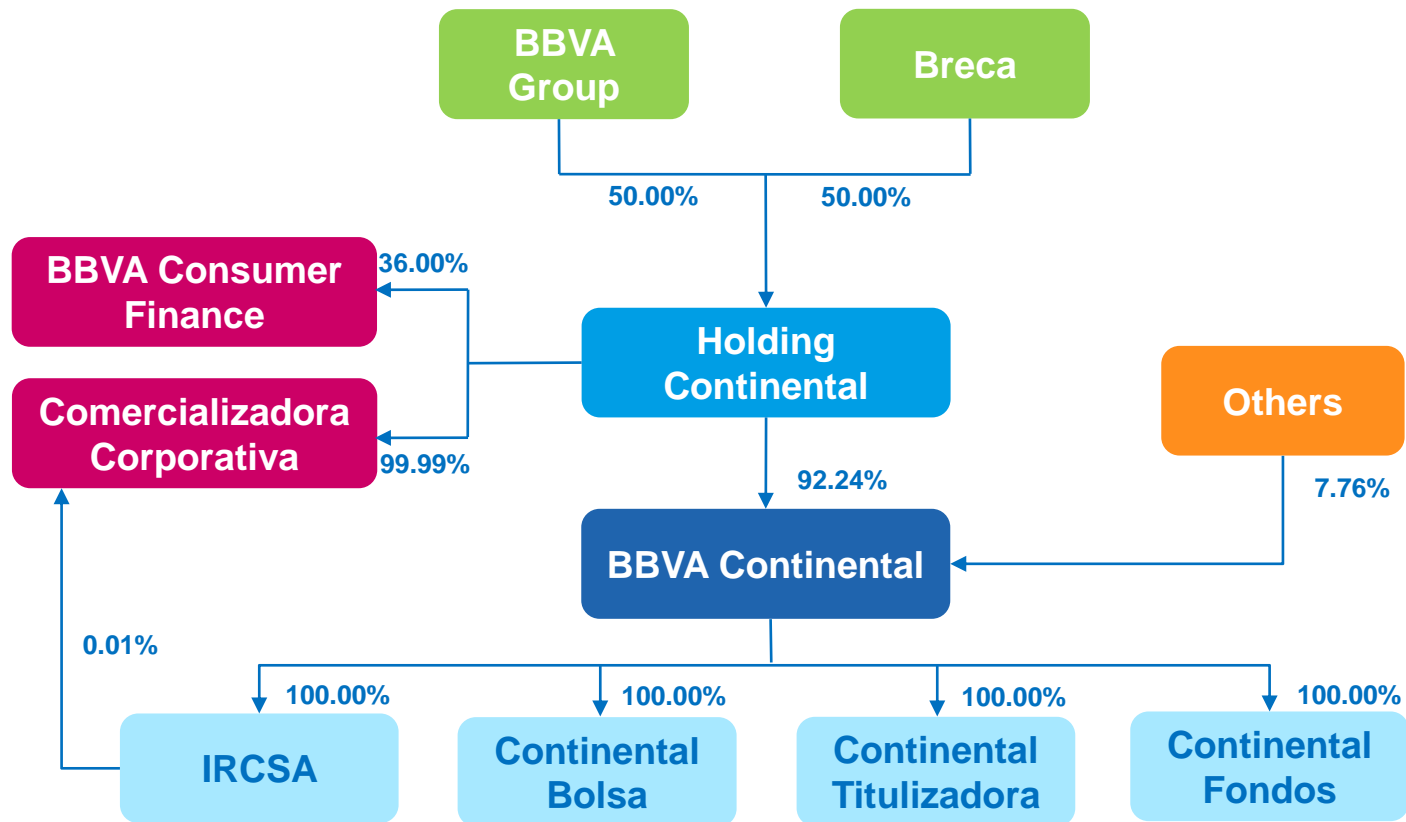


Source: World Bank. Last available information.

2 Organization

Shareholders

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



BBVA Continental

BBVA Group

638 Assets
(€ billion)

51 M Customers

7,362 Branches

108,920 Employees

North America

- USA
- Mexico

United States
1st. Regional Bank in the Sunbelt

Mexico
Market leader

Spain
1st. / 2nd.

Turkey
Strategic participation

Asia / China
Strategic alliance

South America

- Argentina
- Bolivia
- Brazil
- Chile
- Colombia
- Paraguay
- Peru
- Uruguay
- Venezuela

South America
1st. / 2nd.

Asia – Pacífico

- 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⁾

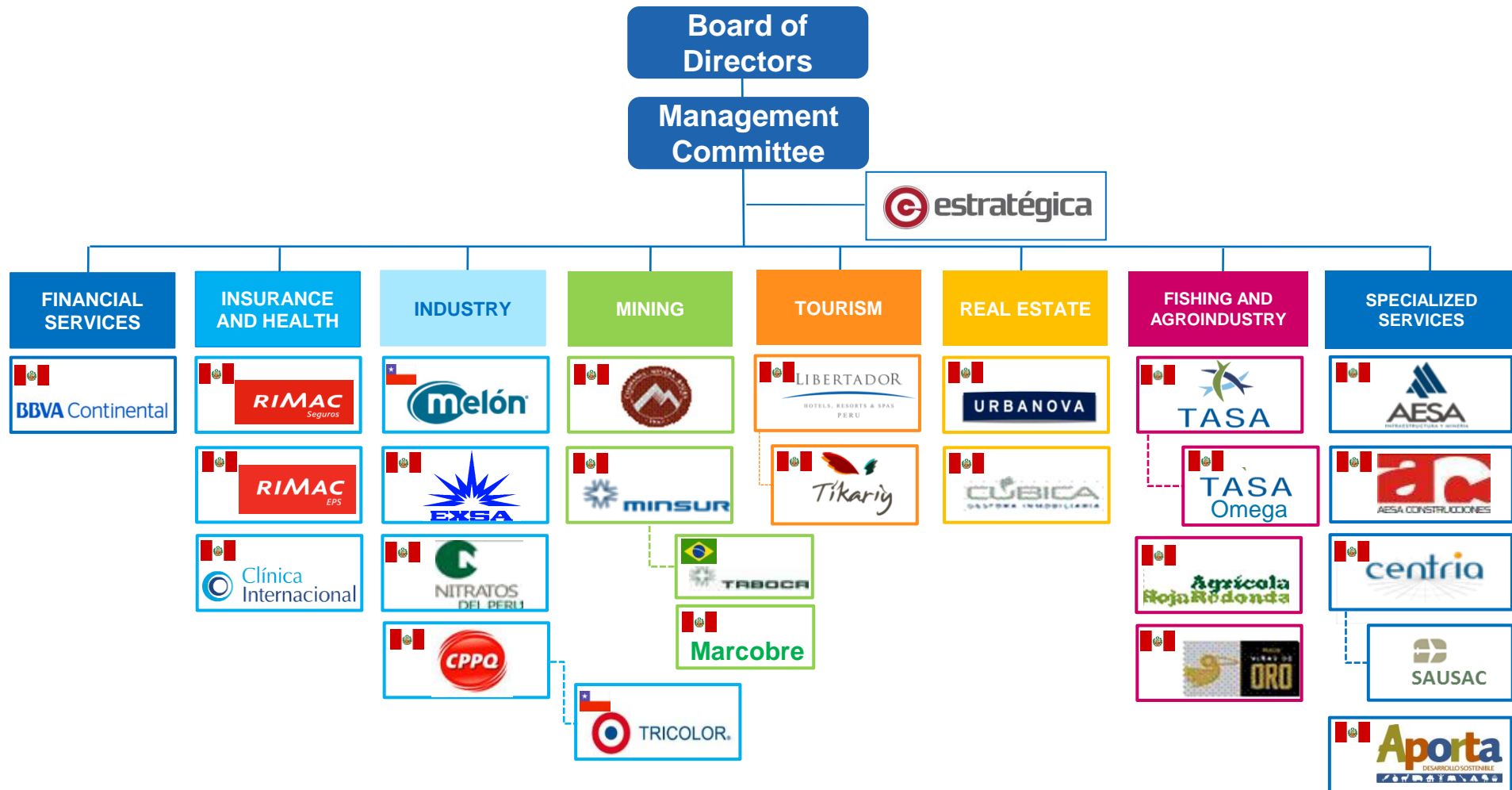


South America:
24% of BBVA Group's YTD Gross Income

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

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

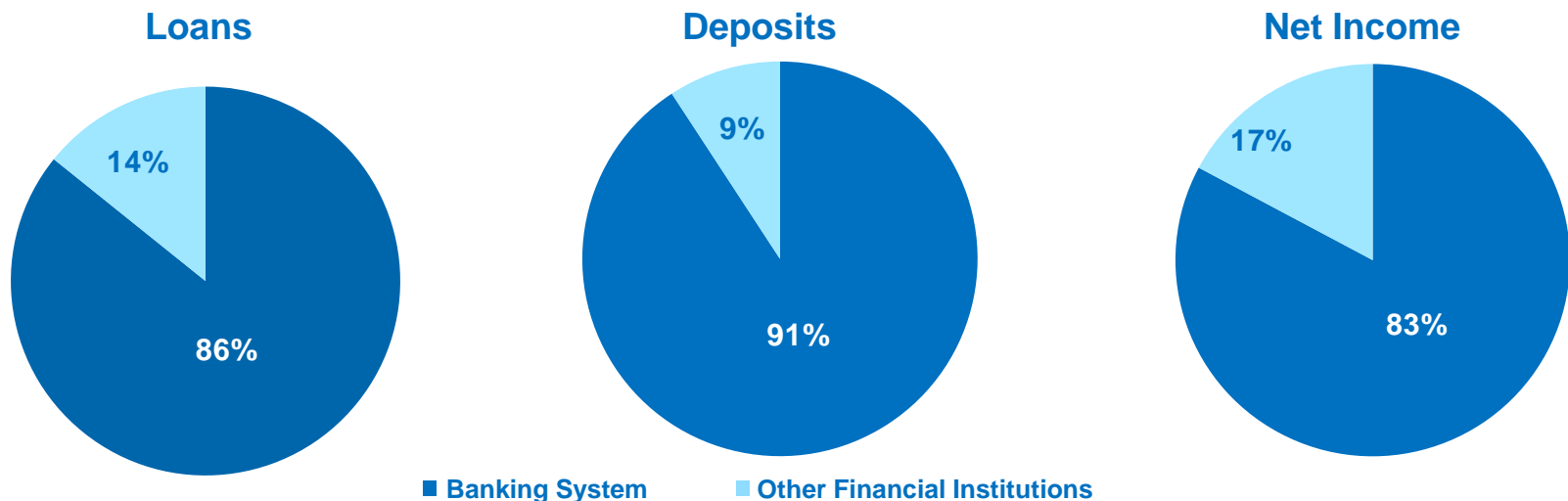


Peruvian Financial System

Financial system	Institution PEN Million	Net loans Sep-14	Deposits Sep-14	Net Income Sep-14
Banking system	Banks (17)	177,699	180,943	1,491
	Banco de la Nación	7,256	22,542	560
Other financial institutions	Cajas Municipales (12)	11,835	13,027	192
	Financieras (12)	9,795	5,620	176
	Cajas Rurales (9)	1,454	1,677	-15
	Edpymes (10)	1,137	0.2	8
	Leasing (2)	467	-	4
	COFIDE	4,741	330	52
	Agrobanco	1,231	-	10

Source: Superintendencia de Banca, Seguros y AFP

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



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

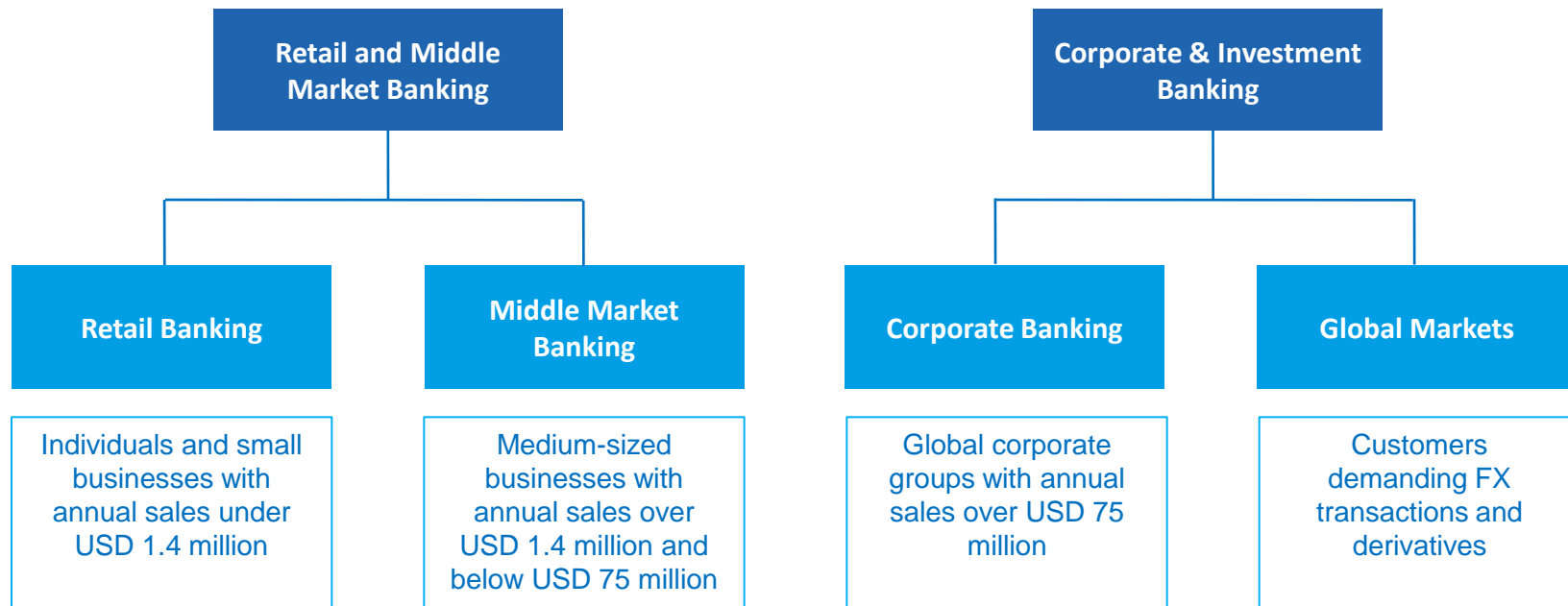
#2 in performing loans	S/.40,900 million
#2 in deposits	S/.39,665 million
#2 in assets	S/.62,429 million
#1 in efficiency Administrative expenses / Financial Margin	38.46%
#2 in coverage ratio #3 in NPL ratio	200.95% 2.27%
#1 in profitability ROE: Annualized net income / Average equity	27.06%
#2 in number of branches	315

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

Information as of September 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

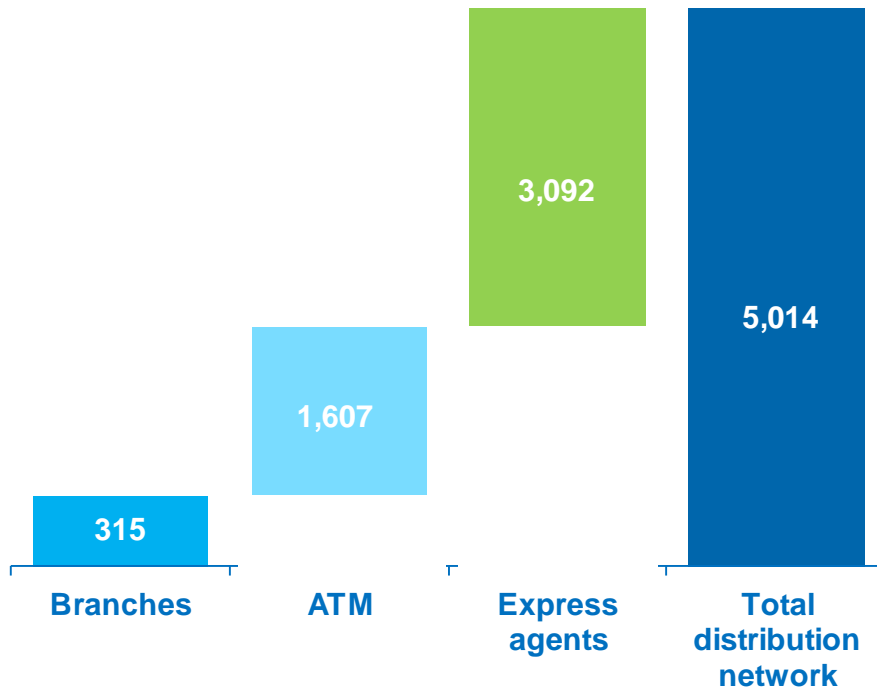
**BBVA
Continental
vs. Peers**

Strong banking platform

Distribution network: One of the largest in the country

- ✓ 5,014 points of service
- ✓ 315 branches nationwide
- ✓ More than 3.7 million customers

September 2014



Great capacity for cross-selling

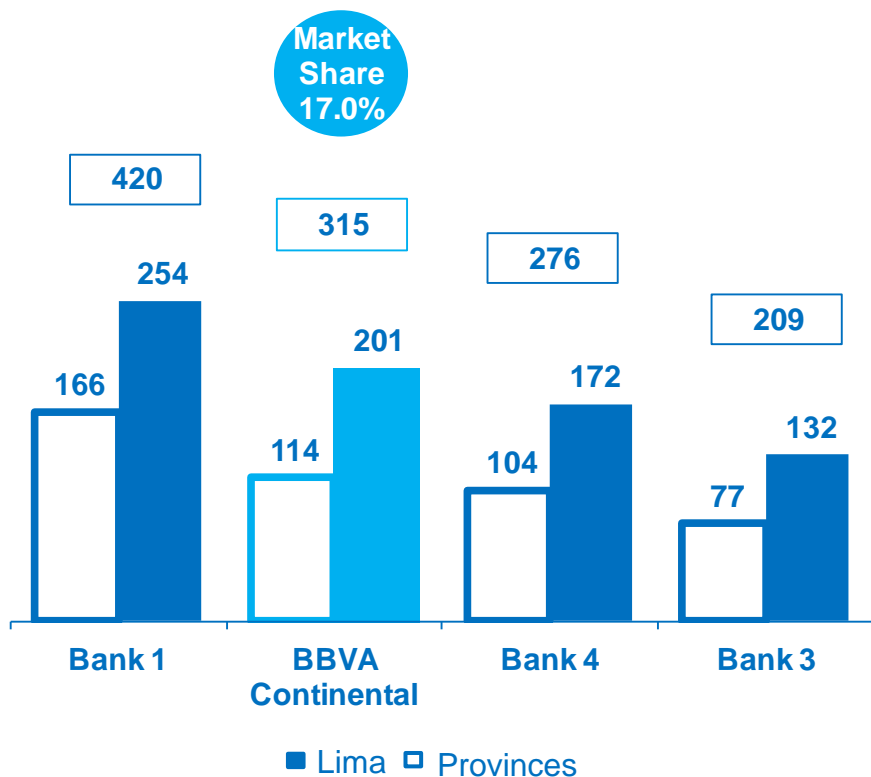
Sinergies with subsidiaries and affiliates: leading companies which offer the broadest available spectrum of financial products and services

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

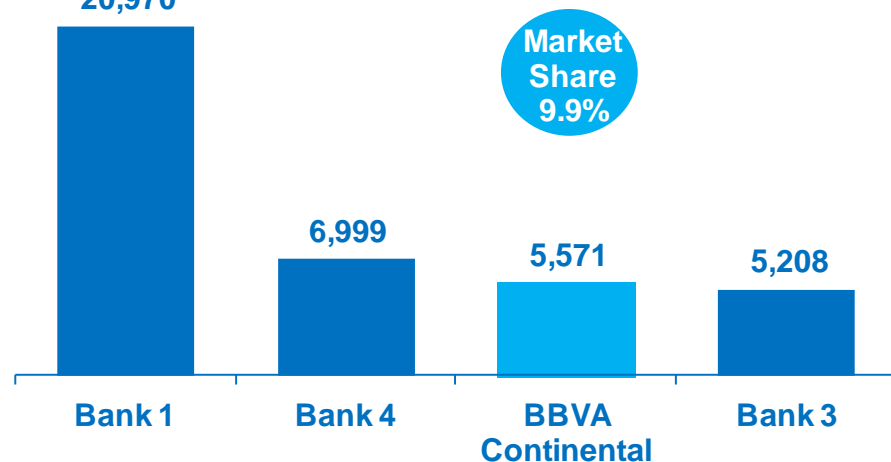
Number of branches and employees

September 2014

Number of branches



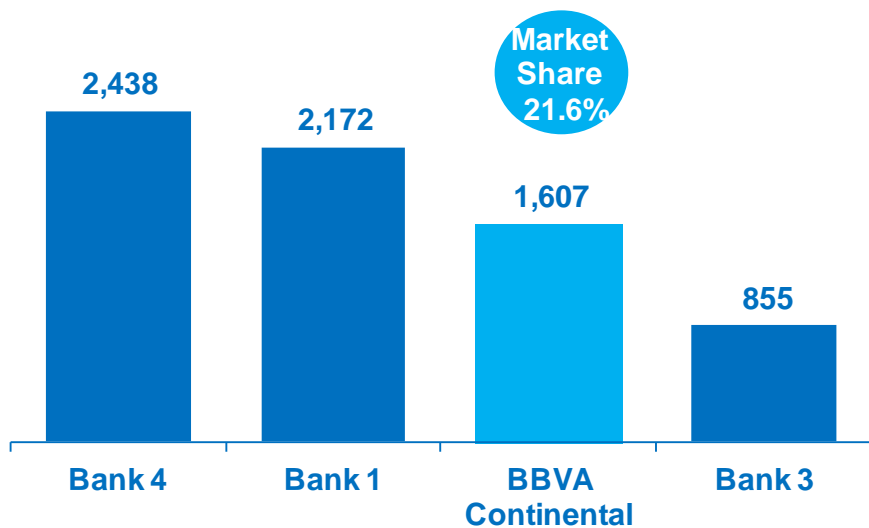
Number of employees



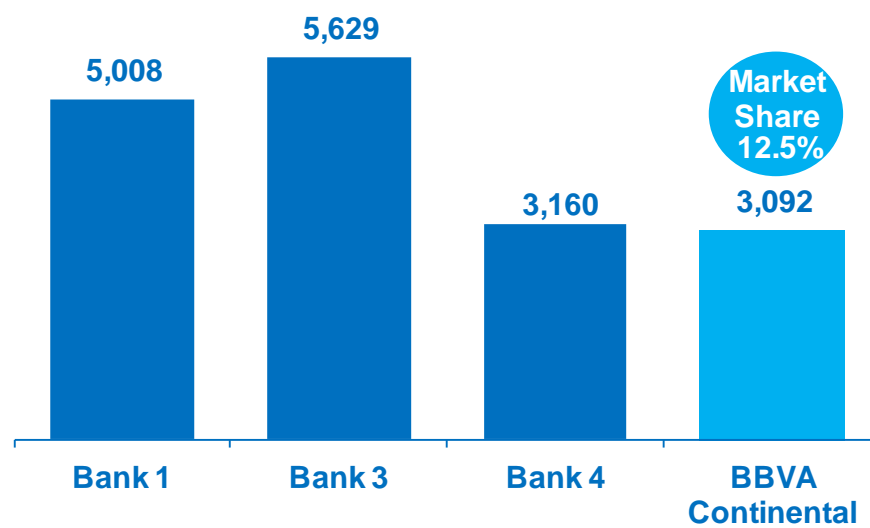
Number of ATMs and Express agents

September 2014

Number of ATMs



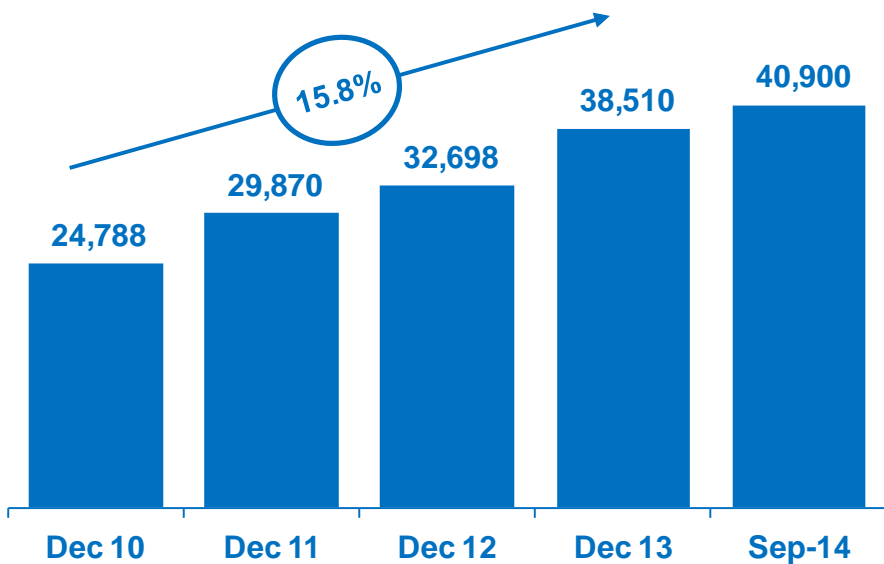
Number of Express agents



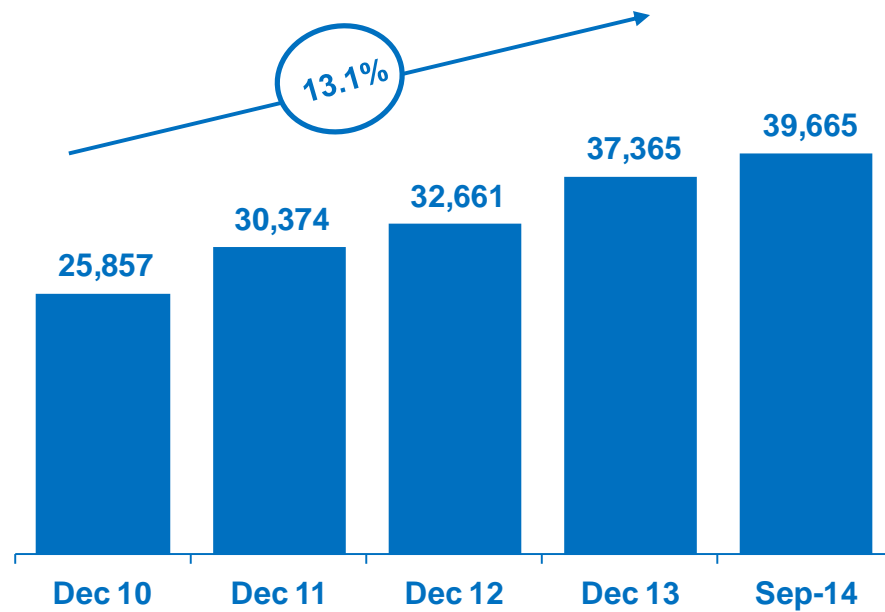
Outstanding growth

PEN Million

Performing loans



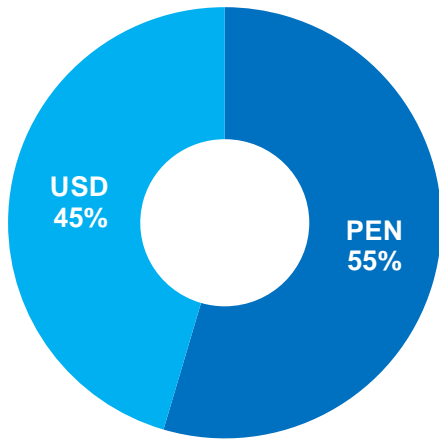
Deposits



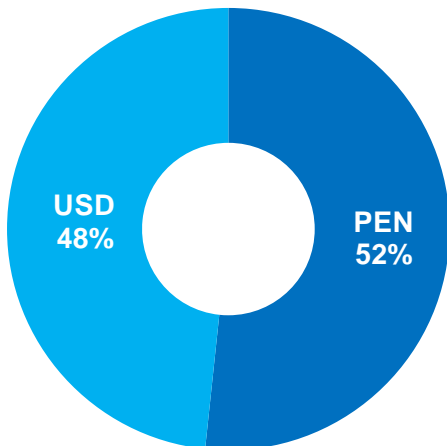
High level of self-financing and natural match of currencies

September 2014

Loans

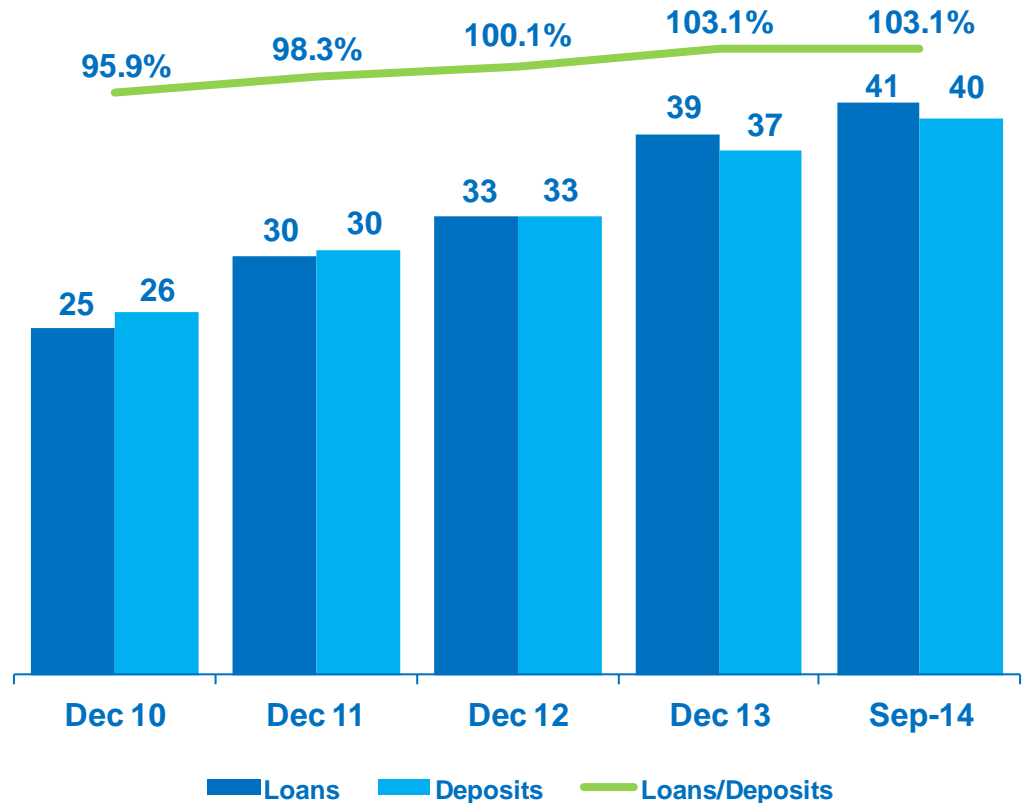


Deposits

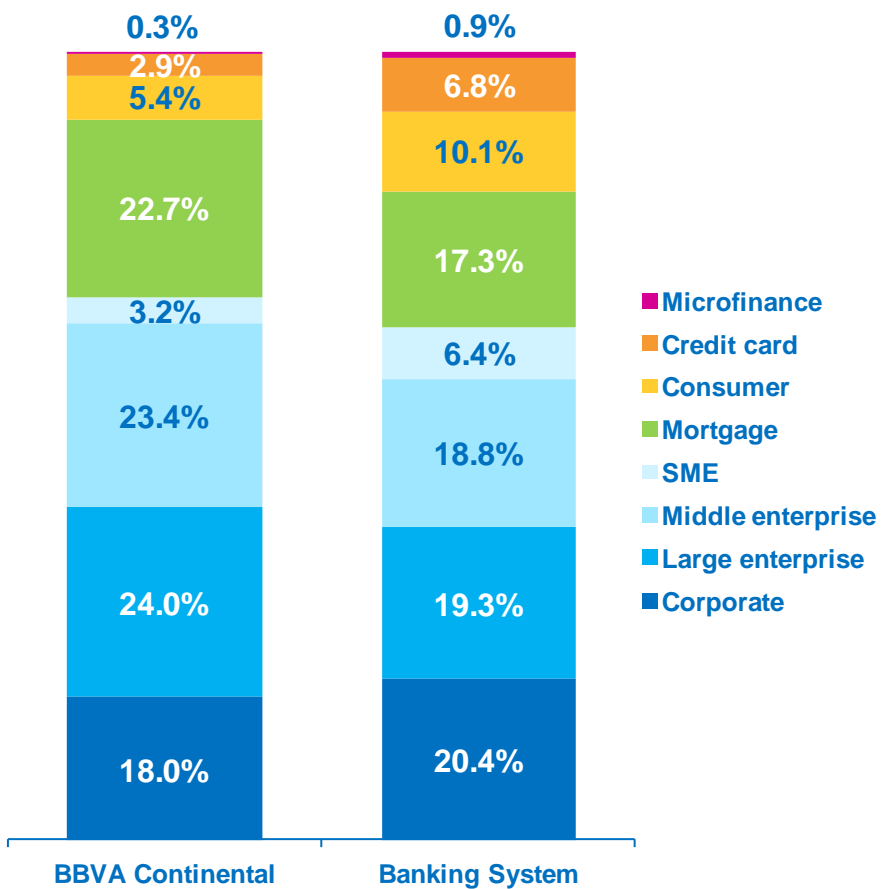


Loans and Deposits

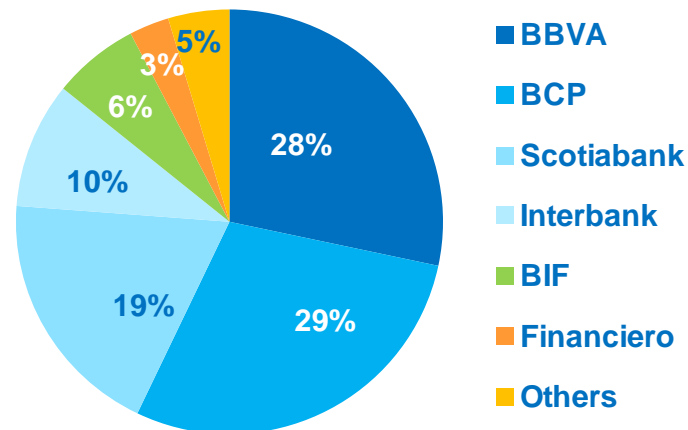
PEN Thousands of millions



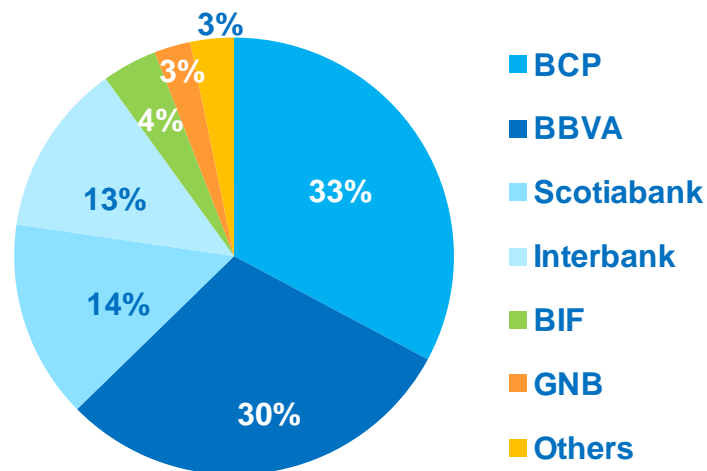
Loans breakdown



Middle enterprise market share



Mortgage loans market share

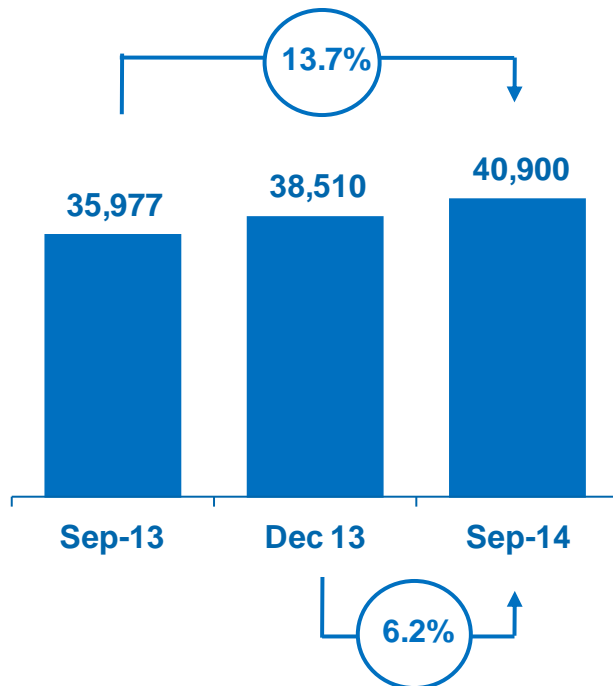


Performing loans

BBVA Continental continues growing in loans...

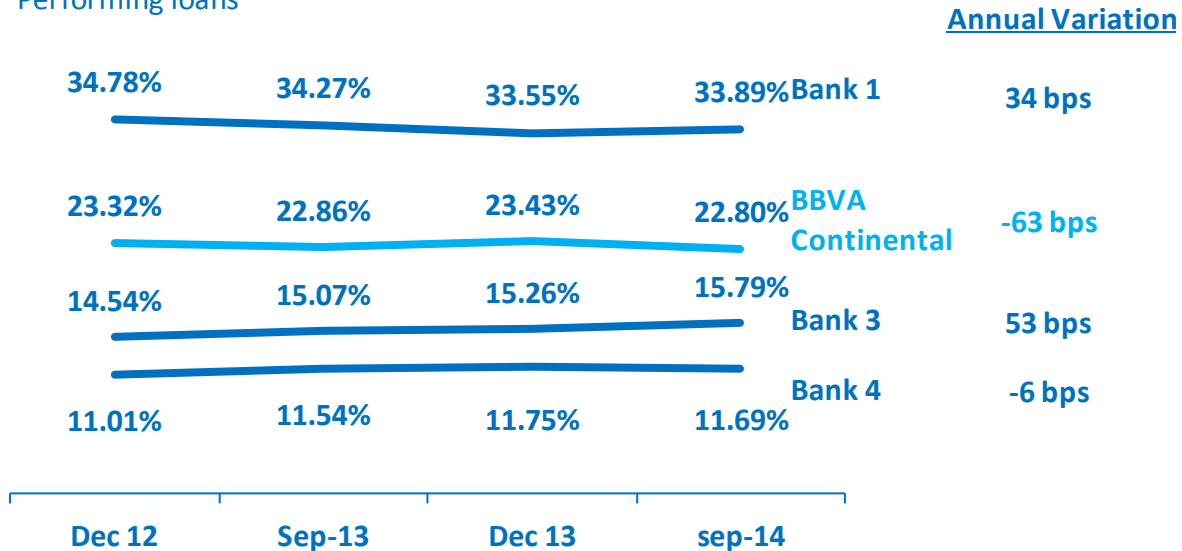
Performing loans

PEN Million



Market share

Performing loans



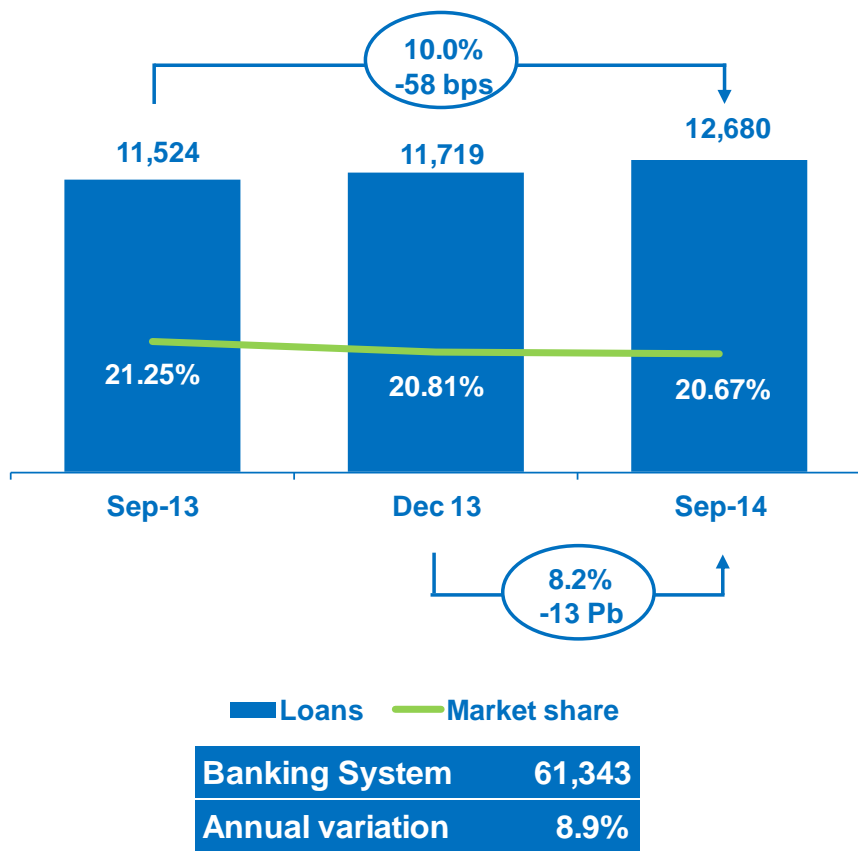
Source: Superintendencia de Banca, Seguros y AFP

Performing loans

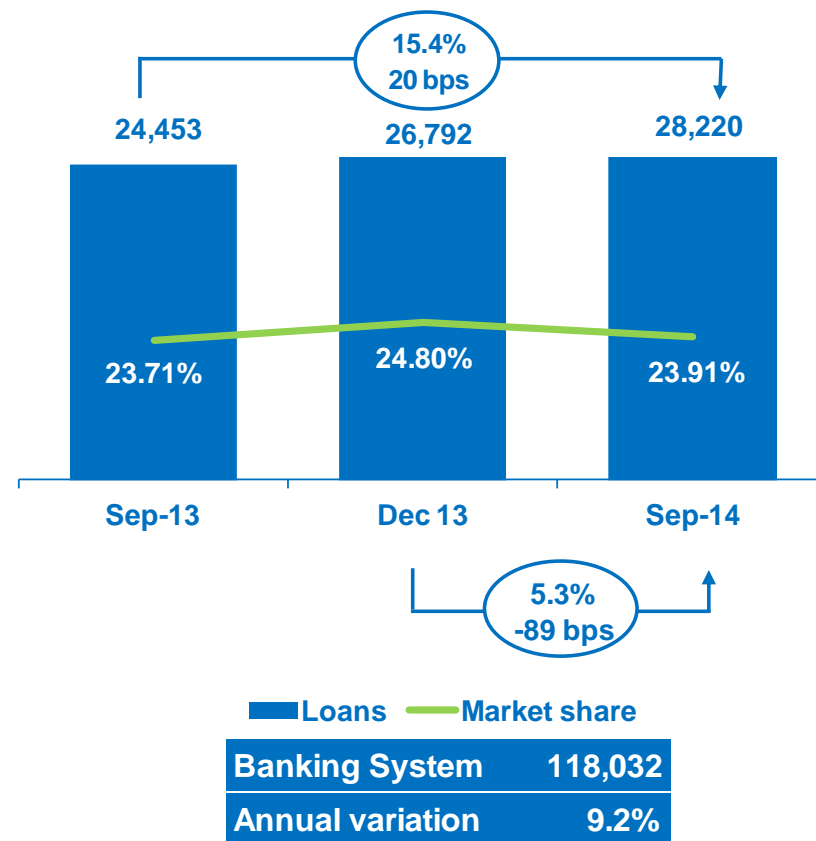
...with gains in both retail and business customers

PEN Million and percentage (%)

Retail customers



Business customers

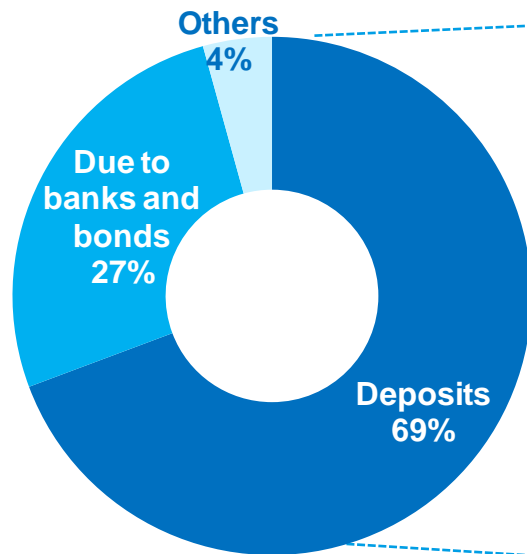


Deposits structure

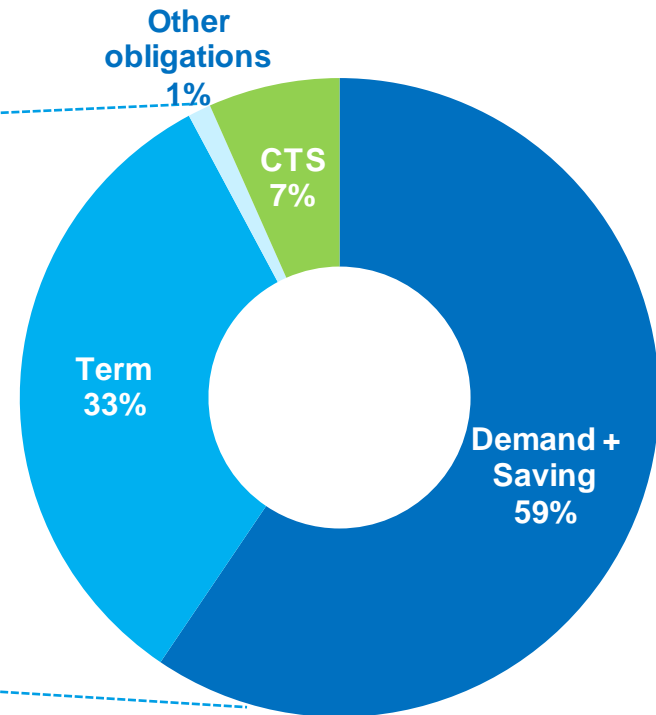
September 2014

... and a low-cost deposit base

Cost effective source of funding



Diversified deposit base

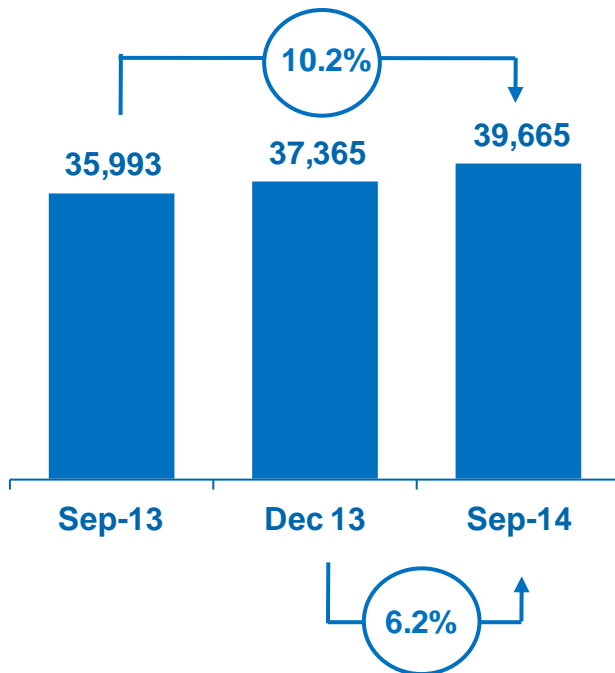


Deposits

Growth continues also in deposits...

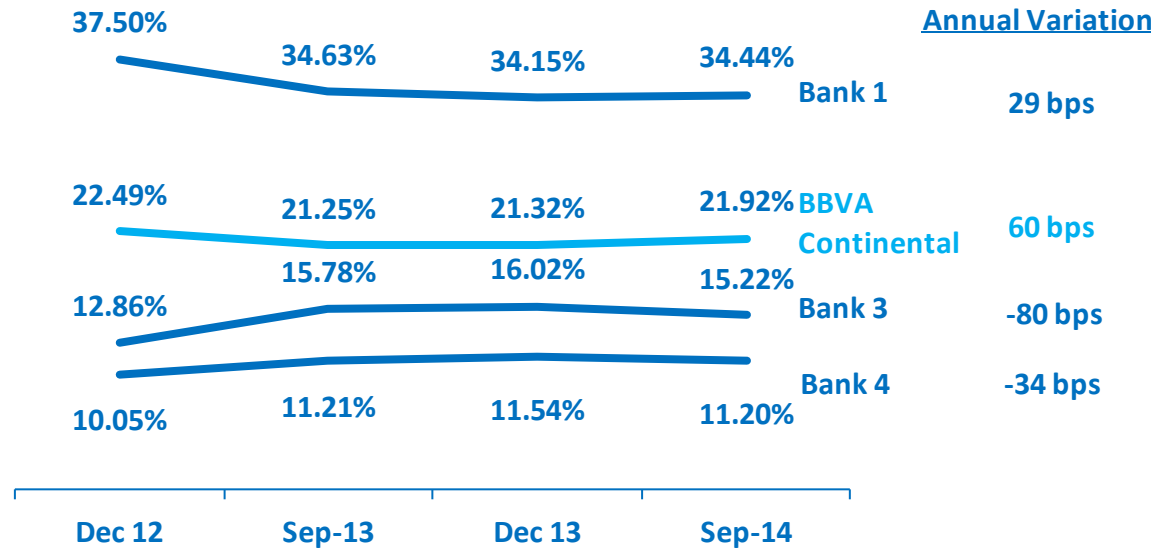
Deposits

PEN Million



Market share

Total deposits

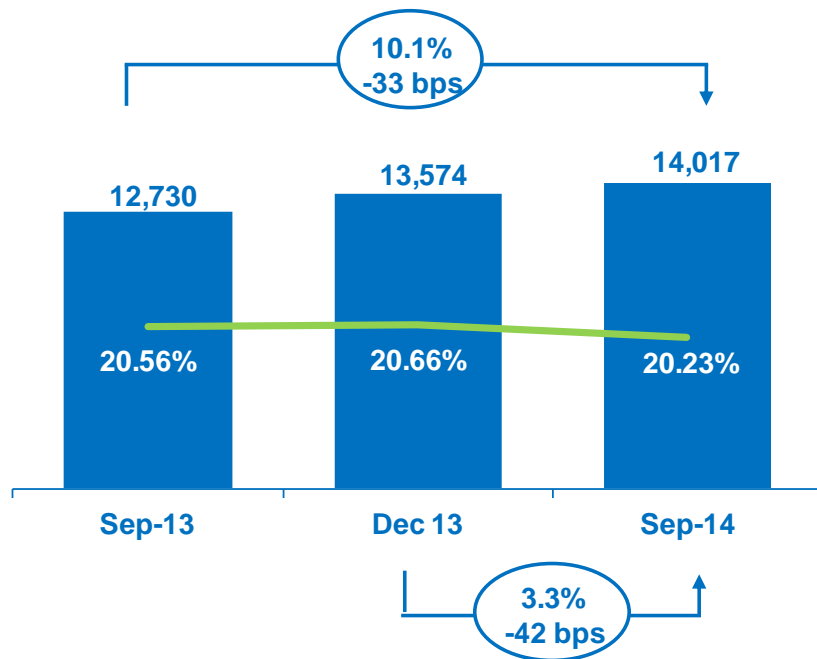


Deposits

... mainly focused on individuals

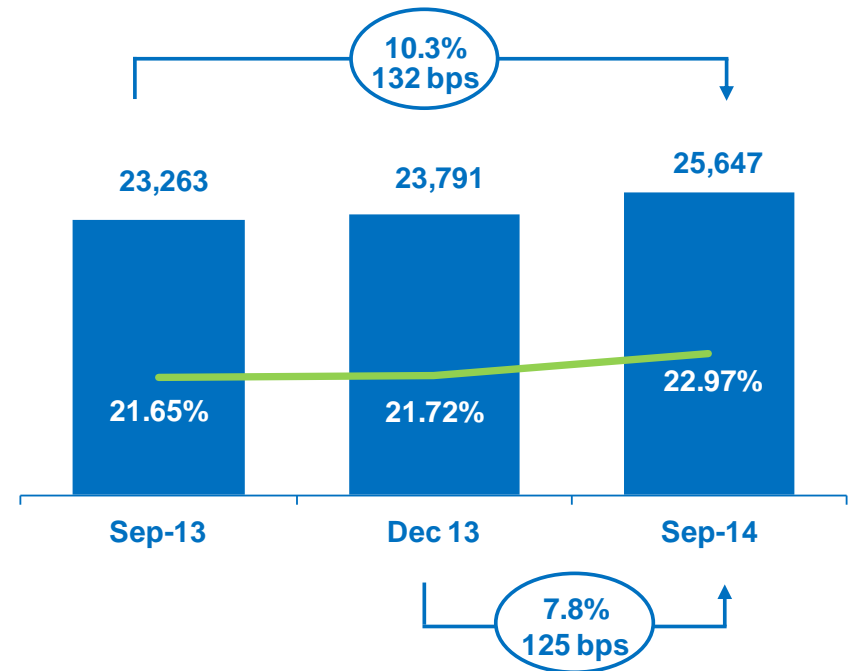
PEN Million and percentage (%)

Retail customers



■ Deposits	— Market share
Banking System	69,279
Annual variation	5.4%

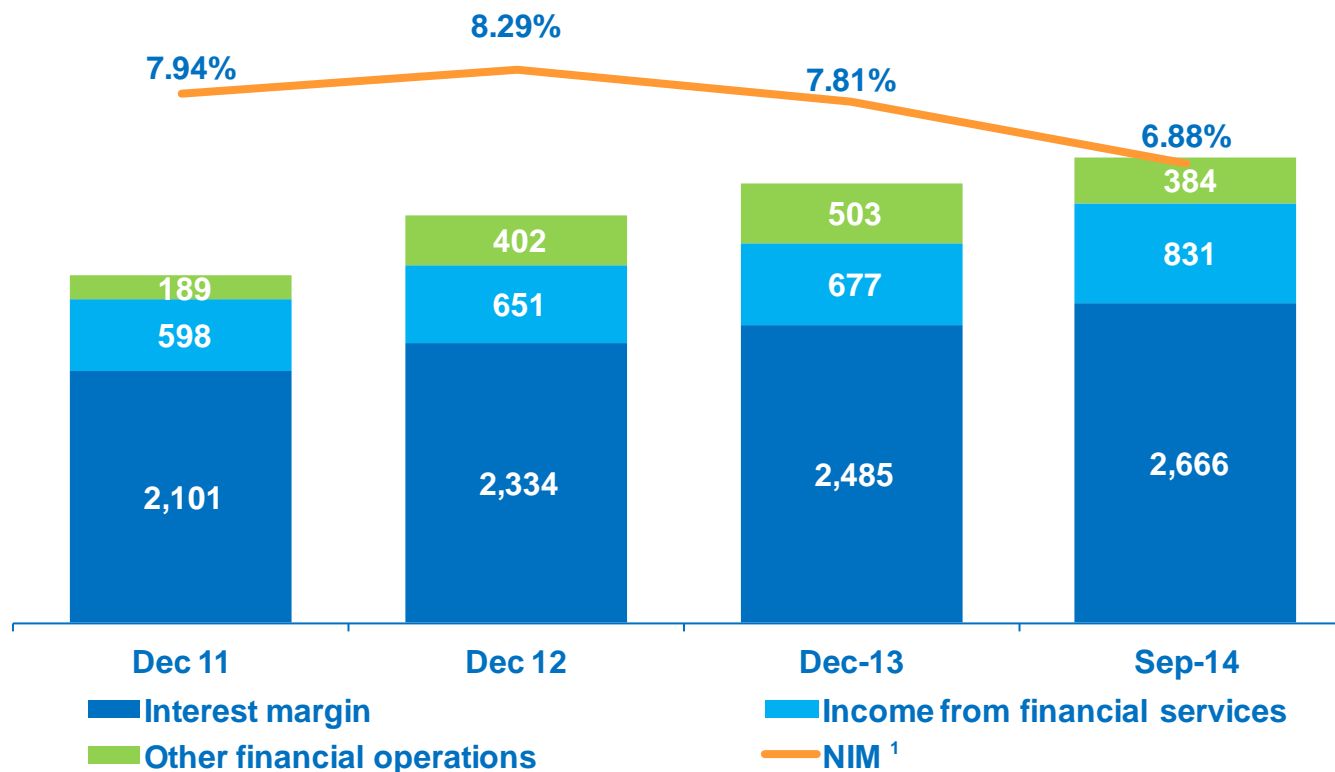
Business customers



■ Deposits	— Market share
Banking System	111,664
Annual variation	1.9%

Financial margin

PEN Million and percentage (%)



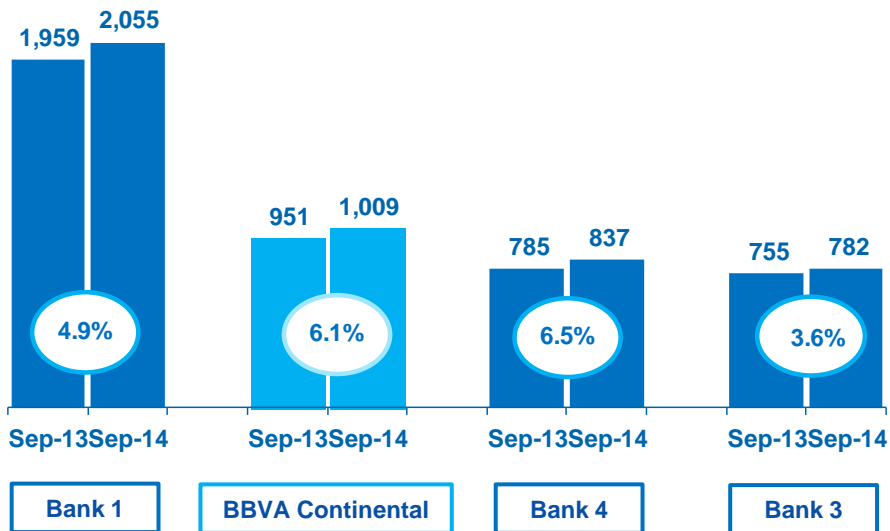
¹ **NIM ratio:** Interest margin + other financial operations divided by average interest earning assets (interbank funds, investments, loans)

Expenses management

We remain the most efficient bank in Peru

Administrative expenses *

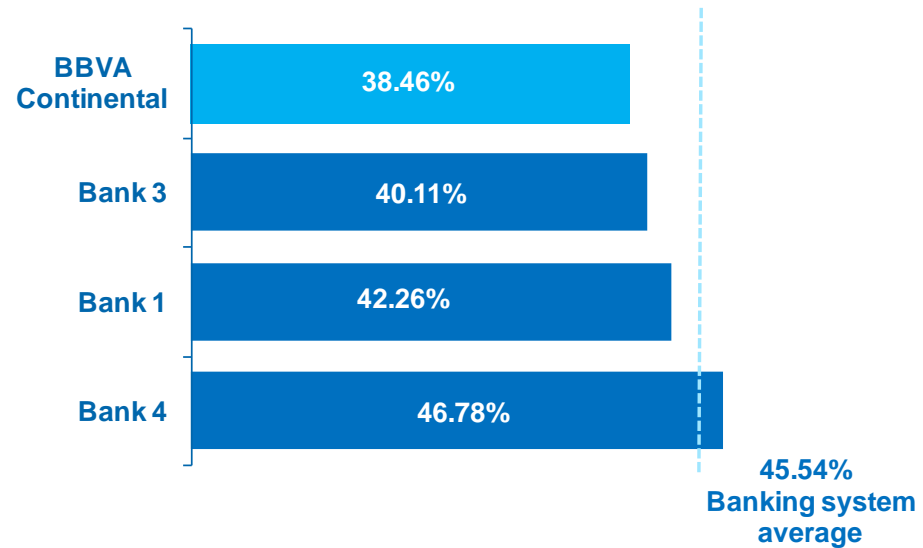
PEN Million



* Includes Amortization and Depreciation

Efficiency

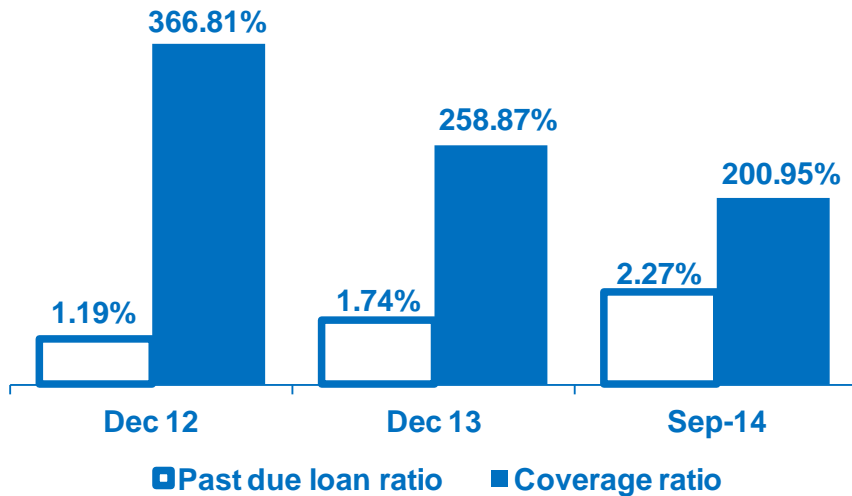
September 2014



Risk management

Outstanding asset quality

BBVA Continental

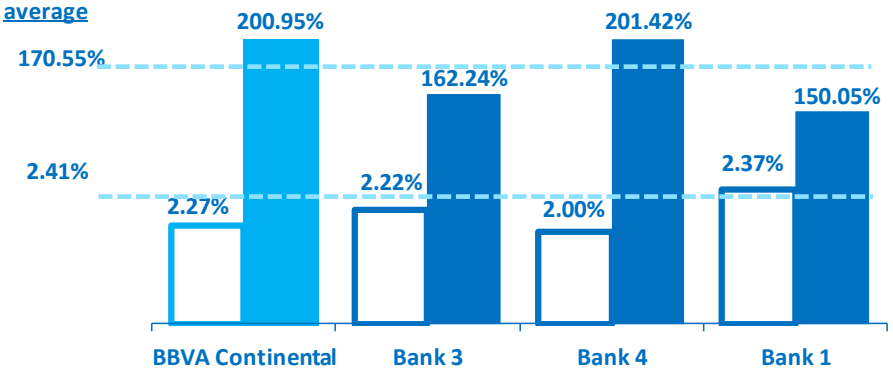


Remarkable Past Due Loan Ratio and Coverage Ratio

September 2014

Banking system

average



■ Past due loan ratio ■ Coverage ratio

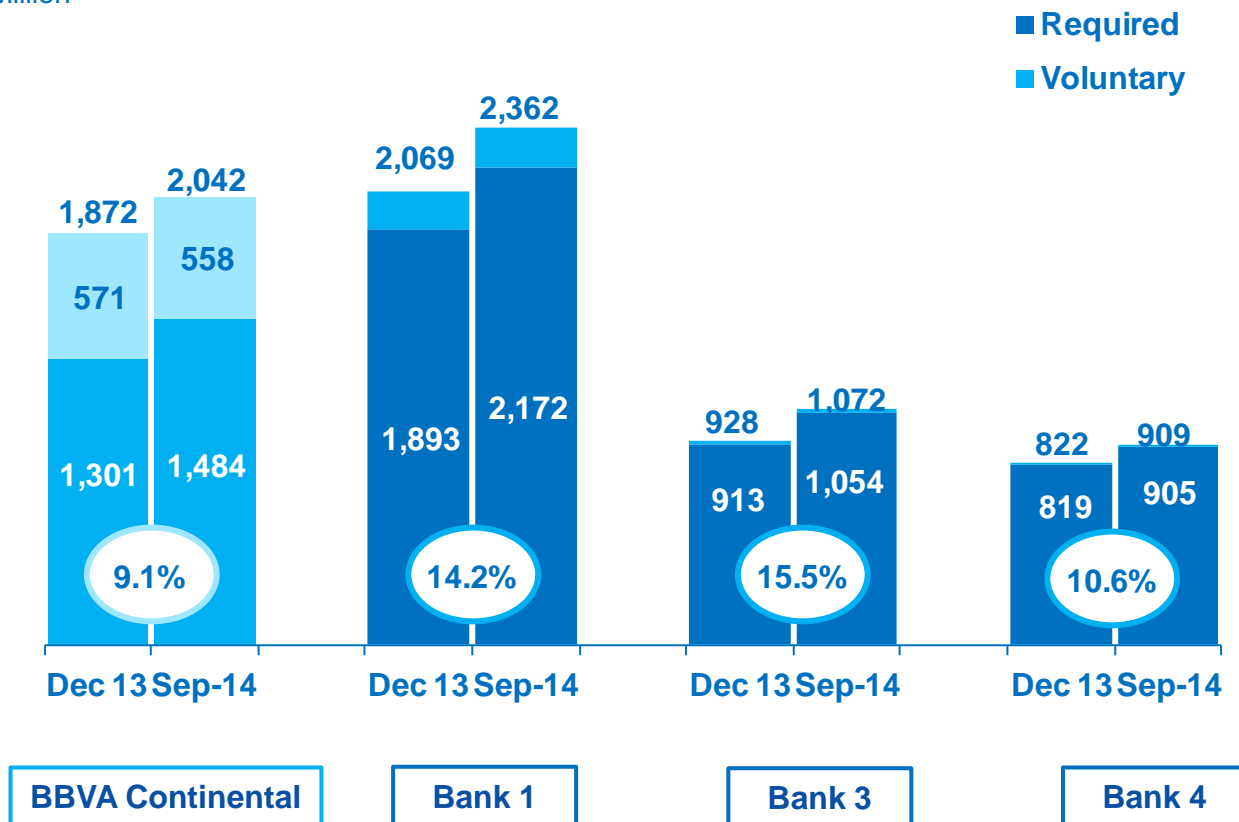
* Since January 2013, performing loans, past due loans, restructured loans and refinanced loans are net of non-accrued lease and lease-back interest revenue.

Risk management

BBVA Continental maintains high levels of voluntary provisions

Provisions

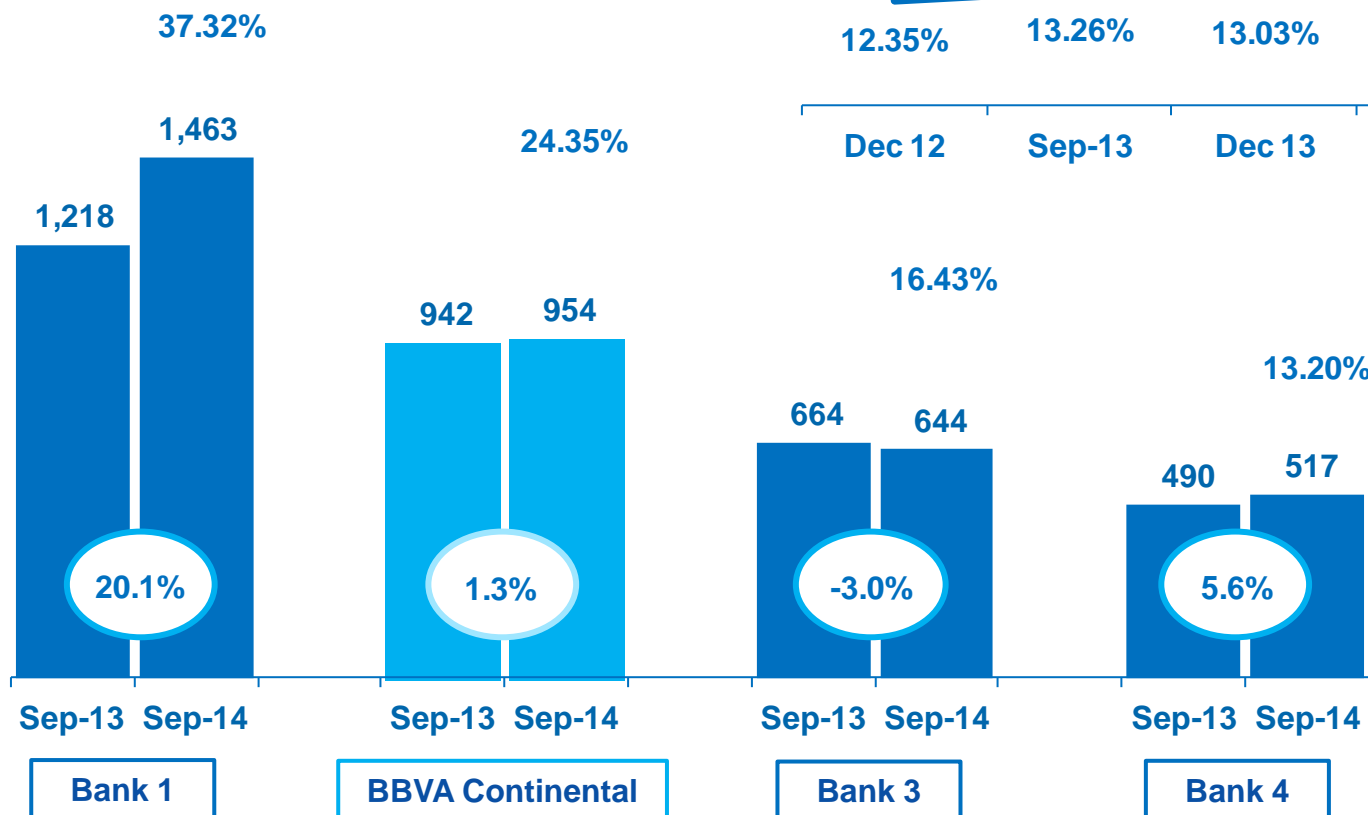
PEN Million



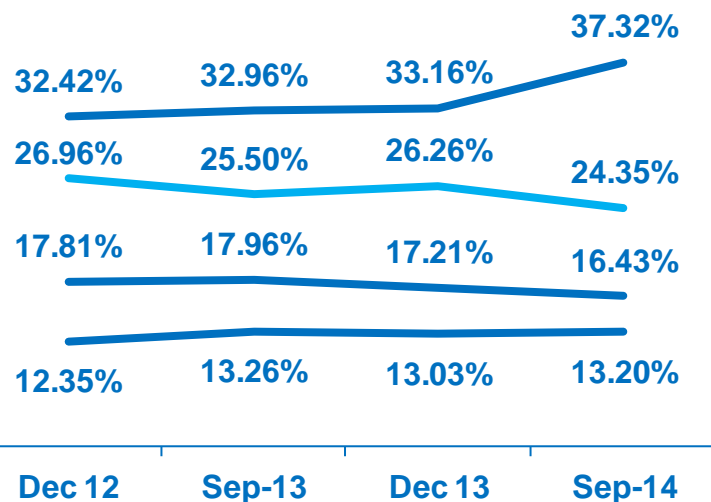
Profitability management

Net income

PEN million



Market share

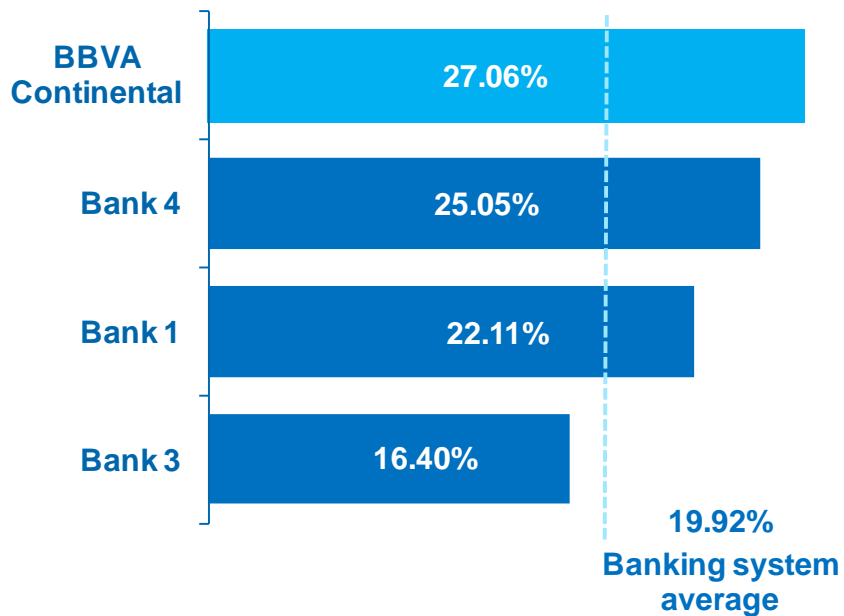


Profitability management

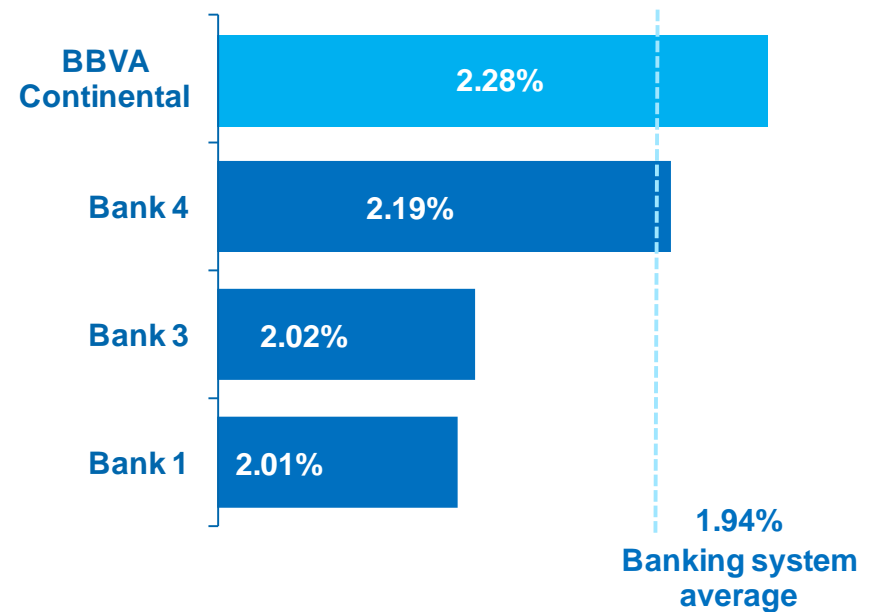
BBVA Continental has the best profitability ratios as compared to its peers...

September 2014

Return on Equity - ROE



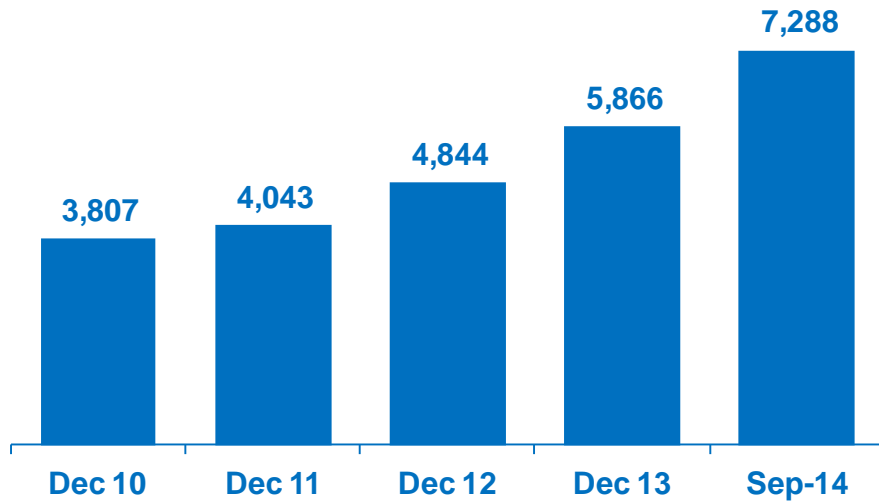
Return on Assets - ROA



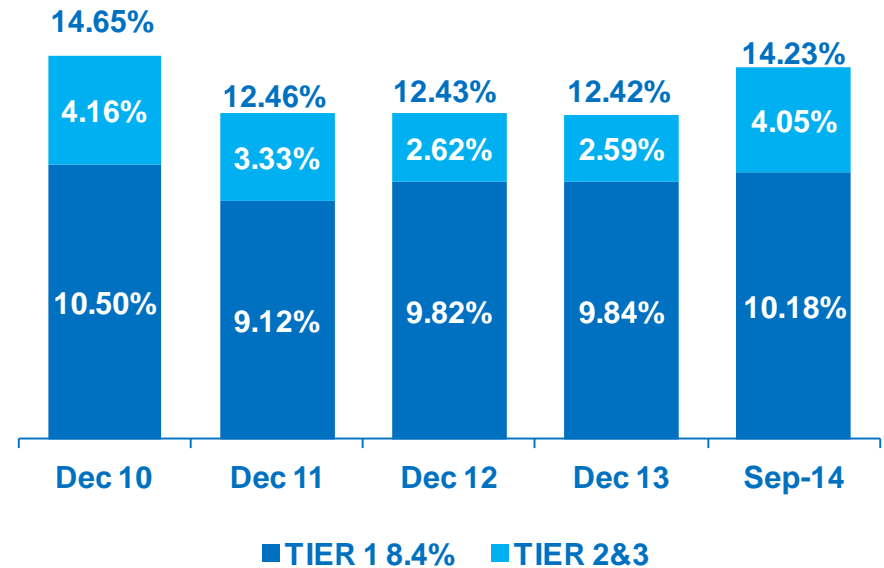
Solvency management

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

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”



BOLSA DE VALORES DE LIMA BVL

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

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	Negative

Local rating

Three rating agencies in Peru have granted BBVA Continental the best local ratings

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	1 ^a (pe)	1 ^a Clase.pe	PC N1	Categoría 1
Issuer rating	A+	A+	A+	A



BBVA Continental

September 2014