## CREDICORP

## FOR IMMEDIATE RELEASE:

For additional information please contact:
Jose Hung
Alfredo Montero
Investor Relations
Banco de Credito
General Manager
Banco de Credito, Miami Agency
Phone: (511) 313-2123
E-mail: jhung@bcp.com.pe
Web site: http://www.credicorpnet.com
Phone: (305) 448-0971
Fax: (305) 448-0981
E-mail: amontero@bcpmiami.com

## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2003

(Lima, Peru, November 13, 2003) - Credicorp Ltd. ("Credicorp") (NYSE:BAP; LSE:BAPC1) today announced its financial results for the quarter ended September 30, 2003.

Credicorp reported a consolidated net income of US $\$ 56.8$ million for the nine month period ended September 30, 2003, almost doubling net income of US\$28.9 million in the same period of 2002, resulting in US $\$ 0.71$ and US $\$ 0.36$ per share, respectively. Net income in the third quarter of 2003 was US\$26.0 million, or US\$0.33 per share, compared with US\$3.1 million in the same year-ago period, or US\$0.04 per share.

Results in the first nine months and in the third quarter of 2003 improve with respect to net income in the same periods in 2002, mainly due to: higher non-financial revenue; increased net interest income; and, lower loan loss provisions. Increases in income could offset expense growth, which include costs due to the merger of Banco Santander Central Hispano-Peru ("BSCH-Peru"), which were incurred through April 2003.

## I. CREDICORP LTD. AND SUBSIDIARIES

CREDICORP LTD. AND SUBSIDIARIES
SUMMARY OF RESULTS
(In U.S. \$ millions. except net income per share)

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.02 | 30.09.03 |
| Net interest income | 77.2 | 89.0 | 90.0 | 247.5 | 267.9 |
| Provisions for possible loan losses, net | 32.2 | 19.7 | 23.8 | 87.9 | 77.8 |
| Other income | 90.0 | 109.6 | 105.4 | 275.2 | 327.4 |
| Claims on insurance activities | 25.5 | 26.4 | 24.7 | 73.4 | 76.3 |
| Other expenses | 94.9 | 112.4 | 102.7 | 295.9 | 324.2 |
| Merger costs | 0.0 | 2.0 | 0.0 | 0.0 | 17.5 |
| Translation result | (0.9) | 2.6 | 0.4 | (2.9) | (3.8) |
| Income before income tax and |  |  |  |  |  |
| minority interest | 13.7 | 40.7 | 44.5 | 62.7 | 95.8 |
| Income Tax | (8.8) | (9.8) | (13.3) | (26.6) | (29.9) |
| Minority Interest | (1.8) | (2.6) | (5.2) | (7.2) | (9.2) |
| Net Income | 3.1 | 28.3 | 26.0 | 28.9 | 56.8 |
| Net Income per share (1) | 0.04 | 0.35 | 0.33 | 0.36 | 0.71 |

(1) Based on 79.8 million net outstanding shares in all periods.

The total number of shares is 94.4 million, however, as 14.6 million are held by affiliates as treasury shares, the net consolidated outstanding shares are 79.8 million

## Net Income from Subsidiaries

Credicorp's principal subsidiaries contributed to consolidated net income as follows:

| (US\$Mn) | 3Q02 | 2Q03 | 3Q03 | 9m02 | 9m03 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Banco de Credito BCP(1) | US\$10.0 | US\$27.2 | US\$28.7 | US\$37.3 | US\$63.8 |
| Atlantic | 0.1 | 1.6 | 2.5 | 1.5 | 4.7 |
| PPS | 2.7 | 5.6 | 0.1 | 6.3 | 6.9 |
| Banco Tequendama | -3.1 | 0.9 | -0.2 | -3.5 | -0.4 |
| Credicorp and others(2) | -6.6 | -7.0 | -5.1 | -12.7 | -18.2 |
|  |  |  |  |  |  |
| Consolidated Net Income | US\$ 3.1 | US\$28.3 | US\$26.0 | US\$28.9 | US\$56.8 |

(1) Includes Banco de Crédito de Bolivia.
(2) Includes Inversiones Crédito, Credicorp Securities and others.

In the third quarter of 2003, the Credicorp and others concept contributed a loss of US $\$ 5.1$ million, which includes a US $\$ 2.0$ million charge for contingencies reserves and also a US $\$ 2.0$ million provision for substandard loans transferred from Banco Tequendama. The US\$6.6 million loss contributed in the year-ago quarter includes a US $\$ 2.8$ million translation loss due to the devaluation of the Colombian Peso and the Venezuelan Bolivar, and US $\$ 3.8$ million of loan loss provisions for loans transferred from Banco Tequendama.

In the present quarter, Banco de Crédito BCP contributed US\$28.7 million to Credicorp's net income, while its results according to Peruvian accounting principles reported in Section II, amounted to US\$30.5 million, with the difference mainly due to the elimination of minority interests (US\$1.1 million).

The contribution of Atlantic Security Holding Corporation of US\$2.5 million in the current quarter is similar to net income shown in its books (see Section III), but net income contribution in the first nine months of 2003, of US\$4.7 million, is lower than the US\$7.8 million profit in its books due to the elimination for consolidation purposes of US\$3.1 million of dividends received from Credicorp and registered as income in March of 2003.

In third quarter 2003, Credicorp had a contribution from PPS of only US\$0.1 million, lower than US\$4.6 million in its local Peruvian GAAP books, mainly due to the elimination of minority interests (US\$4.2 million), part of which (US\$3.1 million) correspond to prior periods.

Banco Tequendama's loss contribution of US\$-0.4 million, in the first nine months of 2003, and of US\$-0.2 million in the current quarter, does not include provision expense incurred by Credicorp of US $\$ 7.5$ million and US $\$ 2.0$ million, respectively, for transferred loans as mentioned above. Comparing with the nine month period of 2002, Banco Tequendama contributed US\$-3.5 million, while Credicorp assumed additional charges of US $\$ 10.0$ million, for exchange losses and loan loss provisions.

## I. 1 PERUVIAN ECONOMIC SITUATION

## Economic Activity

Peruvian GDP grew 3.3\% in July and 3.1\% in August 2003, completing 26 consecutive growth months. Nevertheless, the slowdown trend continues. Growth was $5.8 \%$ and $3.4 \%$ in the first and second quarters of this year, respectively, and was $4.9 \%$ in the 12 months preceding August (i.e., September 2002 through August 2003). In the coming months, growth rates are expected to be lower in addition to the statistical effect of comparing with high rates that were obtained in the second half of 2002.

Oficial estimates forecast a 4\% GDP growth for total 2003, lower than $5.3 \%$ in 2002, and again $4 \%$ in 2004, which was reduced from $4.5 \%$ in previous estimates.

The slowdown noted in recent months is due to weak domestic demand, which has left exports, that have continued increasing, as the main drivers of GDP growth. Internal demand grew $2.4 \%$ in the second quarter of 2003, declining from $5.8 \%$ in the first quarter, while exports grew $7.6 \%$, over $7.2 \%$, respectively. Lower internal demand is mainly due to decreased public consumption and to lower private and public investment.

Cumulative through August 2003, it should be noted that metals mining continued a positive trend, growing $8.5 \%$, non-primary manufacturing grew $4.2 \%$, and agriculture grew $3.2 \%$. On the other hand, fishing had a cumulative decline of $17.5 \%$ due to the lengthy ban on anchovies, while construction showed high volatility in recent months, resulting in a $3.4 \%$ growth through August.

## Public Finance

Public sector deficit was $1.1 \%$ in the second quarter of 2003, below $1.8 \%$ in the same period of 2002. This positive result is due to increased Central Government current income that reached $14.1 \%$ of GDP, higher than $13.1 \%$ in the same prior year period. Total year 2003 deficit is still expected at $1.9 \%$.

Through August 2003, tax collection increased 13\%, in real terms, compared to the same prior year period, noting a $38 \%$ increase of Income Tax revenue from corporations and the $11 \%$ in case of the value-added tax (IGV). The increases are due in part to higher advance payments on the Income Tax and to a statistical effect, that will lessen in the second half of 2003 mainly because new tax measures were put into effect in the second part of 2002. Non-financial expenses increased $8.4 \%$ (nominal), and additional increases are expected in order to carry out agreements with various unions, while capital expenses declined $4.9 \%$. The Government expects to meet the $1.9 \%$ deficit target for fiscal 2003 with the help of a tax reform, for which Congress has granted legislative powers to the executive.

## Prices and Devaluation

In the third quarter of 2003, the consumer price index in Peru increased 0.4\%, after the $0.6 \%$ decline in the second quarter and of the high $1.8 \%$ increase in the first quarter. Inflation in the first quarter was mostly caused by higher oil prices, which were subsequently reduced causing the deflation in the second quarter. Inflation for the last 12 months reached $2.0 \%$, and $1.7 \%$ in the first nine months of 2003, both of which are within the range ( $1.5 \%$ to $3.5 \%$ ) targetted by the Central Bank for total 2003. The wholesale price index increased $0.5 \%$ in the current quarter, compared to a $0.7 \%$ decrease in the preceding second quarter, and grew $1.0 \%$ through September.

The average bank market Nuevos Soles exchange rate in Peru was S/.3.482 at September 30, 2003, increasing $0.3 \%$ from $\mathrm{S} / .3 .471$ at the beginning of the current quarter, but declines $0.9 \%$ from $\mathrm{S} / .3 .514$ as of December 31, 2002, and is also lower by $4.5 \%$ from $\mathrm{S} /, 3.644$ as of September 2002. During the quarter the foreign exchange market remained stable.

## International Reserves

International reserves of the Central Bank decreased during the third quarter of 2003, from US\$9,997 million at June 30, 2003 to US\$9,755 million at September 30, 2003, but remain over US $\$ 9,598$ million
of December 31, 2002. The decrease was mainly due to foreign debt payments made by the public sector.

The Trade Balance had a US $\$ 240$ million cumulative surplus through July 2003, increasing compared to a US $\$ 75$ million surplus in the same seven month period of 2002. The improvement is due to the $17 \%$ increase in exports versus a $14 \%$ increase in imports. Exports, which reached US $\$ 4,987$ million in the first seven months of 2003, grow on increased volume and prices of gold and oil derivatives. Traditional exports grew $20 \%$, while non-traditional exports grew $12 \%$ where textiles and agricultural products are noteworthy. Imports through July 2003 amounted to US $\$ 4,748$ million, increasing mainly due to higher imports of raw materials and intermediate goods.

## Financial System

During the third quarter 2003 loan and deposit volumes had a slightly negative trend, within a continuing excess liquidity position. Deposits at September 30, 2003 in the fourteen commercial banks in the system reached S/.47.6 billion (US\$13.7 billion), according to the Asociación de Bancos del Peru (ASBANC), a $1.0 \%$ decrease in nominal terms compared to June 30, 2003. Deposits grew $1.0 \%$ over the balance at September 30, 2002, in dollar terms to avoid the effect of the apreciation of the Nuevo Sol since the exchange rate was S/.3.64 at that date.

In the third quarter 2003, total loans in the banking system decreased $1.3 \%$, in nominal terms, to S/.35.9 billion (US $\$ 10.3$ billion). Nevertheless, they remain almost unchanged with respect to September 2002, in Dollar terms. In the current period, local currency loans ( $21.8 \%$ of total loans) declined $1.7 \%$ to S/.7.8 billion (US\$2.3 billion), while foreign currency loans decreased $1.5 \%$ to US\$8.2 billion.

The poor growth in bank's deposit and loan volumes contrast with increases in the private pension fund's managed assets and in mutual funds. The private pension fund assets reached US\$5.7 billion as of September 2003, increasing $8.2 \%$ in the third quarter, and $42.5 \%$ since September 2002, with a return of $19 \%$ in real terms in the past year. Total mutual funds amounted to US $\$ 2.0$ billion, after growing $7.8 \%$ in the current quarter and $29.6 \%$ since September 2002, with a $3.5 \%$ return (in Dollar terms) in the year.

As of September 30, 2003, the Peruvian bank's past due ratio was $7.7 \%$, remaining almost unchanged since the beginning of 2003, but improve over the 8.2\% rate in September 30, 2002.

Commercial banks' past due loans decreased $3.2 \%$ during the current quarter to $\mathrm{S} / .2 .8$ billion (US $\$ 795$ million), and are lower by $6.6 \%$ compared to bad loans at September 2002. At September 30, 2003, loan loss provisions were S/.3.4 billion (US\$990 million), decreasing $5.8 \%$ during this quarter. The system-wide past due loan coverage ratio was $124.6 \%$ at September 30, 2003, lower than the $128.0 \%$ coverage at June 2003, but remains similar to the ratio in the third quarter of 2002.

During the third quarter 2003 commercial banks' interest rates had varied trends. Local currency average loan rates (TAMN) were $21.5 \%$ in third quarter 2003, increasing from $20.2 \%$ in the second quarter of 2003, while deposits rates (TIPMN) decreased to $3.0 \%$ from $3.3 \%$, respectively. In the fourth quarter 2002, TAMN was $21.1 \%$ and TIPMN was $3.7 \%$. During the third quarter 2003 foreign currency loan rates (TAMEX) declined from $10.1 \%$ to $9.1 \%$, while deposit rates (TIPMEX) remained almost unchanged at $1.1 \%$.

## I. 2 INTEREST INCOME AND OTHER INCOME

Net interest income in the third quarter of 2003 was US $\$ 90.0$ million, $16.6 \%$ over income earned in the same period of 2002, mostly due to higher loan volumes compounded by increased interest margins. The net interest margin (net interest income over average interest earning assets), on an annualized basis, was $5.83 \%$ during the third quarter of 2003, higher than $5.35 \%$ in the year-ago quarter, and also compared to $5.32 \%$ in the preceding second quarter of 2003. Increased net interest margin with respect to the preceding quarter is principally due to higher returns in investments and lower cost of funds in Nuevos Soles, in spite of the continuing decline of lending rates and of the overall excess of liquid funds.

The volume of interest earning assets, as an average between quarterly ending balances, reached US\$6,175 million in the period, increasing $7.0 \%$ compared to US\$5,772 million in the third quarter of 2002 mostly due to volume from the merger of BSCH-Peru.

Non-interest income was US\$105.4 million in the third quarter of 2003, 17.2\% higher than US\$90.0 million in the same period of 2002, principally due to higher income from banking fees and from recoveries of charged-off accounts. The Other income caption, US $\$ 18.7$ million in the current quarter, increases from US $\$ 14.6$ million in the third quarter of 2002, due to higher recoveries of charged-off accounts. Non-interest income components were as follows:

| (In US\$Mn) | 3Q02 | 2Q03 | 3Q03 | 3Q03 vs. <br> 2Q03 | 3Q03 vs. <br> 3Q02 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commissions for banking services | 43.8 | 47.5 | 48.9 | $2.9 \%$ | $11.6 \%$ |
| Net premiums | 31.3 | 32.1 | 33.8 | $5.5 \%$ | $8.0 \%$ |
| Gains from sale of securities | -5.4 | 7.6 | -1.5 | $\mathrm{~N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |
| Gains from foreign exchange | 5.5 | 5.8 | 5.4 | $-7.4 \%$ | $-2.7 \%$ |
| Other non-interest income | 14.6 | 16.5 | 18.7 | $13.4 \%$ | $28.3 \%$ |
| Total Non-Interest Income | 90.0 | 109.6 | $\mathbf{1 0 5 . 4}$ | $\mathbf{- 3 . 8 \%}$ | $\mathbf{1 7 . 2 \%}$ |

## I. 3 OTHER NON-INTEREST EXPENSES

Other non-interest expenses amounted to US\$102.7 million in third quarter 2003, 8.3\% higher than in the same period of the previous year. The increase is explained principally by provisions for contingencies made by Credicorp and BCP. Credicorp's other expense components had the following variations:

| (\% change and US\$Mn) | 3Q02 | 2Q03 | 3Q03 | 3Q03 vs. | 3Q03 vs. <br> 2Q03 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries and employee benefits |  |  |  | 3Q02 |  |
| General, administrative, and taxes | 33.0 | 45.1 | 44.8 | $-0.7 \%$ | $2.8 \%$ |
| Depreciation and amortization | 10.7 | 36.0 | 34.5 | $-4.1 \%$ | $4.8 \%$ |
| Other | 7.6 | 18.4 | 12.0 | $-2.9 \%$ | $12.3 \%$ |
| Merger costs | .-- | 2.0 | 11.3 | $-39.8 \%$ | $49.5 \%$ |
| Total Other Expenses | $\mathbf{- 4 . 9}$ | $\mathbf{1 1 4 . 4}$ | $\mathbf{1 0 2 . 7}$ | $\mathbf{- 1 0 . 2} \%$ | $\mathbf{N} / \mathrm{A}$ |

The efficiency ratio (adjusted operating expenses, determined by netting provisions for assets received in lieu of loan repayment, employee profit sharing expenses and non-recurrent expenses) as a percentage of total income, without extraordinary concepts, was $46.4 \%$ in the third quarter of 2003 having been $48.8 \%$ in the same period last year. Adjusted operating expenses as a percentage of average total assets was $4.4 \%$ in both quarters.

## I. 4 ASSETS AND LIABILITIES

Credicorp's totals assets were US\$8.2 billion at September 30, 2003, 11.2\% over the balance at the end of the same quarter of 2002, but decreases $4.6 \%$ compared to the ending balance of June 2003. The loan portfolio as of September 30, 2003 reached US $\$ 4.5$ billion, increasing $15.6 \%$ compared to the year-ago balance, but decreased $2.4 \%$ during the current quarter. Deposits and other obligations reached US $\$ 6.3$ billion at September 30, 2003, an $11.1 \%$ increase since September of last year, but are $1.5 \%$ lower than the June 2003 balance. Due to banks and correspondents, which closed at US\$279.7 million, continued its declining trend, decreasing 8.4\% from US\$305.4 million in September 2002.

Loan quality indicators are shown in the following table:

| (In US\$Mn) | 3Q02 | 2Q03 | 3Q03 |
| :--- | ---: | ---: | ---: |
| Total loans | $3,869.6$ | $4,581.4$ | $4,472.0$ |
| Past due loans | 310.4 | 360.1 | 341.0 |
| Loan loss reserves | 310.8 | 407.1 | 387.8 |
|  |  |  |  |
| Past due / Total loans | $8.0 \%$ | $7.9 \%$ | $7.6 \%$ |
| Reserves / Past due | $100.1 \%$ | $113.1 \%$ | $113.7 \%$ |

The balance of past due loans decreased during the current quarter partly due to charge-offs amounting to US\$45.4 million.

## I. 5 SUBSIDIARIES

Below are brief comments on some of the subsidiaries not discussed in the following sections of this report:

## Banco de Crédito de Bolivia ("BCB"), Bolivia

Expectations on the Bolivian economy continue cautious, with additional questions raised with Mr. Carlos Mesa assuming the Presidency last October 17, 2003. Prior to this change, GDP growth was expected below 3\% in 2003, mainly due to the government's fiscal difficulties, after the budget deficit reached $8.5 \%$ of GDP in 2002. Economic activity should continue at low growth levels while the final treatment of the natural gas of Tarija is defined. A positive decision is sought by the government to carry forward other fiscal measures.

Inflation increased in the third quarter of 2003 to $1.4 \%$, from $0.5 \%$ in the preceding quarter, reaching $2.3 \%$ in the nine months through September. Devaluation continued at a slower pace with a $1.2 \%$ exchange rate increase in the current quarter and of $3.2 \%$ in the first nine months of 2003, reaching 7.74 Bolivianos per Dollar at September 30, 2003.

Loan volume in the banking system, remained almost unchanged in the current quarter ending at US\$2,603 million at September 2003. Loan quality continued improving, from a past due ratio of $19.3 \%$ in June 2003, to $18.2 \%$ at September 2003, while coverage of past-due loans with provisions increased from $63.7 \%$ to $67.4 \%$, respectively. Total deposits in the system amounted to US\$2,826 million at September 2003, higher by 4.1\% compared to the balance at June 2003.

BCB's market share in deposits at September 2003 was $12.8 \%$, increasing from $12.5 \%$ at the end of June 2003, passing from the fifth to the fourth position of twelve banks in the system. In terms of loans, BCB continued as the fourth bank in the system with $12.3 \%$ market share, also higher than $12.1 \%$ it had last June.

As of September 30, 2003, BCB had total loans of US\$319.9 million which compares to the US\$315.1 million at June 2003, and US\$322.4 million at the end of September 2002. At the end of the third quarter 2003, BCB's past due loans reached US $\$ 69.5$ million, or $21.7 \%$ of total loans, lower than $23.4 \%$ at June 2003. Coverage of past due loans with loan loss provisions increased from $69.9 \%$ as of June 2003 to $77.0 \%$ in September 2003. Net equity at the Bolivian subsidiary amounted to US\$55.3 million as of September 2003.

Cumulative through September 2003, US $\$ 18.4$ million of loan loss provisions were charged against results, compared to US $\$ 27.8$ million charged during the same period of last year, jointly incurred by BCB and at the BCP level to cover BCB's impaired assets. In BCB's own records, net income was US\$591 thousand in the first nine months of 2003, compared to US\$143 thousand in the year-ago period.

## Banco Tequendama, Colombia

In the second quarter 2003 Colombian GDP grew $2.2 \%$, compared to the same period in 2002, a rate lower than the $4.1 \%$ of the first quarter. Nevertheless, a mild recovery is in progress and growth approaching $3 \%$ is expected for total 2003. In 2002 growth was $1.7 \%$.

Control of the government's fiscal deficit become more difficult as the referendum of October 25 was not approved. Proposed measures would have freezed public wages and pensions, among other issues. The deficit was under control in the first half of 2003, although the deficit target for full year 2003 had to be raised from $2.5 \%$ to $2.8 \%$, but remains under the $3.6 \%$ of 2002.

Compared to prior periods, the foreign exchange market reduced its volatility in the third quarter, where a $2.7 \%$ devaluation led to an exchange rate of Col\$2,889 per US\$1 at the end of September 2003. This followed a $5 \%$ revaluation during the preceding quarter, with which only a $1 \%$ increase resulted in the first nine months of 2003. Inflation maintained its slow down trend. Prices increased $0.4 \%$ in the third quarter of 2003, but the official inflation target of between 5 to $6 \%$ for full year 2003 seems difficult to attain as inflation for the past twelve months to September 2003 remains at $7.1 \%$.

To control inflation, the Central Bank increased its intervention rates in January 2003 by 100 basis points, with an additional 100 points in April. Nevertheless, the effect on other interest rates has been low, with rates in real terms remaining close to zero, while excess liquidity continued. The DTF rate increased slightly from 7.70\% last December 2002, to $7.77 \%$ at the end of September 2003.

Banking system statistics show that loans increased from US $\$ 14.4$ billion at December 2002, to US $\$ 15.0$ billion at the close of August 2003, with the past-due ratio improving from $12.7 \%$ to $11.4 \%$, respectively. The coverage ratio of loan provisions over bad loans also improved, from $61.9 \%$ at December 2002 to $64.6 \%$ in August 2003. Total deposits in the banking entities were US $\$ 19.1$ billion at the end of August 2003, decreasing from US\$19.2 billion at December 2002, although a recovery is noted in recent months.

Banco Tequendama's loan market share, as of August 2003, was $1.47 \%$, slightly over $1.43 \%$ obtained in December 2002. At the same dates, deposit market share increased to $0.82 \%$ from $0.74 \%$.

As of September 30, 2003, Banco Tequendama's loans were US\$229.9 million, increasing 4.0\% from US\$221.0 million in June 2003, and 9.2\% compared to US\$210.4 millon as of September 2002. At the
end of September 2003, deposits totaled US\$160.5 million, lower than US\$172.2 million in June 2003, but is similar to US $\$ 159.2$ million at the year-ago period. At September 30, 2003, the bank's net equity amounted to US $\$ 35.9$ million according to Credicorp's accounting records.

The past due loan ratio was $1.2 \%$ in September 2003, improving from $2.0 \%$ at the end of June 2003 and from $4.3 \%$ at December 2002, while coverage with provisions was $191.0 \%$, compared to $122.4 \%$ and $69.5 \%$, respectively.

## II. BANCO DE CREDITO DEL PERU AND SUBSIDIARIES ("BCP")

## II. 1 NET INCOME

Consolidated net income for the nine month period ended September 30, 2003 was $\mathrm{S} / .218 .9$ million (US\$62.9 million), $16.8 \%$ over net income of S/.187.4 million (US $\$ 53.8$ million) in the same period of 2002, resulting in $S / .0 .18$ and $S / .0 .16$ per share, respectively. Net income increased compared to the year-ago period principally due to higher non-financial income and lower loan loss provisions, which offset non-recurring expenses required by the merger of BSCH-Peru, that reached S/.60.7 million (US $\$ 17.4$ million), and the loss from inflation exposure.

Consolidated net income for the third quarter of 2003 was $\mathrm{S} / .106 .2$ million (US $\$ 30.5$ million), increasing over S/61.8 million (US\$17.8 million) in the same period of 2002. In the current quarter there were no additional expenses for the merger of BSCH-Peru. Net income in the current quarter increased compared to the year-ago period principally due to higher non-interest income and lower loan loss provisions, that offset decreased inflation adjustment gains and higher income taxes.

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES SUMMARY OF RESULTS (1)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.03 | 30.09.02 | 30.09.03 | 30.09.03 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 264.7 | 285.5 | 292.8 | \$84.1 | 824.6 | 861.8 | \$247.5 |
| Provisions for loan losses, net | 111.2 | 66.5 | 78.8 | \$22.6 | 303.7 | 261.3 | \$75.0 |
| Other income | 197.1 | 211.4 | 224.6 | \$64.5 | 571.6 | 685.3 | \$196.8 |
| Other expenses | 294.2 | 296.8 | 292.7 | \$84.1 | 883.6 | 902.6 | \$259.2 |
| Merger costs | 0.0 | 7.0 | 0.0 | \$0.0 | 0.0 | 60.7 | \$17.4 |
| Result from exposure to inflation | 27.6 | 3.8 | 0.7 | \$0.2 | 51.9 | (20.6) | (\$5.9) |
| Income before income tax | 83.9 | 130.3 | 146.6 | \$42.1 | 260.8 | 302.0 | \$86.7 |
| Income Tax | 22.1 | 29.8 | 40.5 | \$11.6 | 73.4 | 83.1 | \$23.9 |
| Net Income | 61.8 | 100.5 | 106.2 | \$30.5 | 187.4 | 218.9 | \$62.9 |
| Net Income per share (2) | 0.05 | 0.08 | 0.09 | \$0.03 | 0.16 | 0.18 | \$0.05 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information
is in constant soles as of September 30, 2003. Figures in US\$ have been translated
at the exchange rate of S/.3.482 to the dollar.
(2) Based on 1,202 million outstanding shares in all periods.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, in the third quarter of 2003 reached $\mathrm{S} / .292 .8$ million (US\$84.1 million), increasing 10.6\% compared to the same period of last year, and also $2.6 \%$ over income of the preceding second quarter of 2003. The increase versus net interest income in the third quarter 2002 is mainly due to higher interest earning assets, whose average grew $9.6 \%$ to $\mathrm{S} / .20,815$ million (US $\$ 5,978$ million), and to slightly higher interest margins. In the quarter BCP continued its persistent excess liquidity environment in both local and foreign currencies.

During the third quarter of 2003, the net interest margin was $5.63 \%$, increasing slightly from $5.57 \%$ in the third quarter of 2002, and was also higher than $5.33 \%$ during the preceding second quarter of 2003. During the current quarter the margin improved mostly due to higher returns on investments and to lower local currency funding costs, while loan interest rates, in both local and foreign currencies, continued declining.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, in the third quarter of 2003 amounted to S/.224.6 million (US\$64.5 million), 14.0\% higher than income earned during the same period of 2002, mostly due to higher recoveries of charged-off accounts and increased fees and comissions.

In the third quarter of 2003, fees from banking services amounted to $\mathrm{S} / .164 .9$ million (US $\$ 47.4$ million), $7.6 \%$ higher than in the same period of 2002, mostly due to increases in account maintenance, credit card and brokerage fees. In the quarter, fees on the most important banking services had the following growth rates:

| (In constant S/. Mn.) | 3Q02 | 3Q03 | Growth |
| :--- | ---: | ---: | ---: |
| Contingent credits | 7.0 | 7.9 | $12.9 \%$ |
| Foreign Trade | 11.0 | 8.3 | $-24.5 \%$ |
| Account Maintenance | 39.8 | 44.1 | $10.8 \%$ |
| Insurance | 6.6 | 8.8 | $34.3 \%$ |
| Collections fees | 15.1 | 15.8 | $4.5 \%$ |
| Fund transfer services | 26.0 | 28.0 | $7.7 \%$ |
| Credit card fees | 16.9 | 19.8 | $16.9 \%$ |
| Brokerage | 8.0 | 11.1 | $39.4 \%$ |
| Corporate Finance | 6.1 | 4.3 | $-30.1 \%$ |
| Loan administration | 1.3 | 1.1 | $-16.1 \%$ |
| Shipping and handling | 7.5 | 7.1 | $-4.8 \%$ |
| Other | 8.0 | 8.6 | $8.0 \%$ |
| $\quad$ Total | $\mathbf{1 5 3 . 3}$ | $\mathbf{1 6 4 . 9}$ | $\mathbf{7 . 6 \%}$ |

In the third quarter of 2003, securities transactions resulted in a loss of $\mathrm{S} / .5$. 3 million (US $\$ 1.5$ million), compared to gains in the year-ago quarter of S/.1.1 million (US\$0.3 million). The loss in this quarter is mostly due to lower valuation of certain funds invested in long term positions of equity shares. The general index of the Lima Stock Exchange increased $8.5 \%$ in the third quarter of 2003, compared to $1.3 \%$ in the same period of 2002.

Gains from foreign exchange operations, which are the result of the foreign exchange buy-sell margin, were S/. 18.2 million (US $\$ 5.2$ million) in the third quarter of 2003, $5.4 \%$ lower than revenue in the same period in 2002, mainly due to decreased traded volumes and margins due to the low volatility in the foreign exchange market.

The Other Income caption, that mainly registers reversals of prior year expenses and provisions and recoveries of certain operating costs, increased from S $/ 23.5$ million (US $\$ 6.7$ million) in the third quarter of 2002 to $\mathrm{S} / .46 .9$ million (US $\$ 13.5$ million) in the current period, and also with respect to S/.24.9 million (US\$7.2 million) in the second quarter of 2003, mainly due to recoveries of charged-off accounts registered in Peru and Bolivia.

## II. 4 OTHER NON-INTEREST EXPENSES

Non-interest expenses during the third quarter of 2003 were S/.292.7 million (US\$84.1 million), 0.5\% under those of the same period in 2002, noting lower general and personnel expenses which were partly offset by increased depreciation and amortization expenses related to assets brought with the BSCH-Peru merger. Adjusted operating expenses reached $\mathrm{S} / .251 .4$ million (US\$72.2 million) in the third quarter of 2003, increasing $2.9 \%$ compared to the year-ago period, mainly due to higher depreciation and amortization charges, as previosly mentioned. Third quarter 2003 adjusted operating expenses are determined by excluding: (i) provisions for assets received in lieu of loan repayment ( $\mathrm{S} / .28 .0$ million); (ii) non-recurring expenses related to the systems' restructuring costs ( $\mathrm{S} / .6 .0$ million); and (iii) employee profit sharing expenses (S/.7.4 million).

In this quarter, approximately $44 \%$ of non-interest expenses were attributable to employee salaries and other expenses related to personnel. This concept decreased $1.4 \%$ to $\mathrm{S} / .128 .1$ million (US\$36.8 million) when compared to the third quarter of 2002. At the end of the third quarter 2003 the number of employees stood at 7,644 , increasing from 7,570 employees as of June 2003, mainly due to additional personnel for sales and tellers at Banco de Crédito BCP and in Bolivia.

General and Administrative expenses, which represented $33 \%$ of non-interest expenses excluding merger costs, reached S/.97.1 million (US\$27.9 million) in the third quarter of 2003, decreasing $6.8 \%$ when compared to expenses in the year-ago period. Lower expenses are partly due to decreased non-recurring expenses, that decline to $\mathrm{S} / .5 .8$ million (US $\$ 1.7$ million) in this period from $\mathrm{S} / .21 .1$ million (US\$6.1 million) in the third quarter of 2002, in which non-recurring expenses for the new image and systems restructuring projects were incurred, while only the systems project is still being developed in this quarter. In this quarter, the most significant general and administrative expenses were:

| (In constant S/. Mn.) | 3Q02 | 3Q03 | Chnge. |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 12.5 | 12.7 | $1.6 \%$ |
| Communications | 9.1 | 8.6 | $-5.2 \%$ |
| Third party fees | 20.1 | 17.4 | $-13.3 \%$ |
| Insurance and security | 8.1 | 7.9 | $-2.0 \%$ |
| Transport of currency and securities | 11.7 | 12.5 | $6.9 \%$ |
| Systems and maintenance | 21.8 | 19.4 | $-10.9 \%$ |
| Advertising and marketing | 17.4 | 13.6 | $-22.0 \%$ |
| Other G\&A | 3.5 | 5.0 | $41.7 \%$ |
| $\quad$ Total G\&A | $\mathbf{1 0 4 . 2}$ | $\mathbf{9 7 . 1}$ | $\mathbf{- 6 . 8 \%}$ |

The Other caption within Other Non-Interest Expenses, increased from S/.22.0 million (US\$6.3 million) in the third quarter of 2002 to $\mathrm{S} / .23 .6$ million (US $\$ 6.8$ million) in the current quarter, mainly due to higher provisions for forclosed assets, that are only partly offset by their sales.

The ratio of adjusted operating expenses (determined by excluding provisions for assets received in lieu of loan repayment, employee profit sharing expense and non-recurring expenses) as a percentage of average total assets, decreased from $4.5 \%$ in the third quarter of 2002 to $4.3 \%$ in the current period.

Adjusted operating expenses, as a percentage of total income (excluding non-recurring income), also improved from $52.9 \%$ to $48.6 \%$ when comparing the third quarters of 2002 and 2003, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP reached S/.23,389 million (US\$6,717 million) at the end of September 2003, increasing $6.5 \%$ with respect to the year-ago balance, but decrease slightly by $0.5 \%$ compared to assets at June 2003.

Consolidated total loans were S/.14,282 million (US\$4,102 million) at the end of September 2003, increasing $10.9 \%$ compared to September 2002, but are lower by $2.8 \%$ with respect to preceding quarter loans. At September 30, 2003, the loan portfolio, net of provisions, represented $55.2 \%$ of total assets, lower than $56.3 \%$ at June 2003. At the end of the third quarter of 2003, the Nuevos Soles portion of the loan portfolio was $17.5 \%$, over $17.2 \%$ in June 2003, and also over $14.9 \%$ as of September 2002.

As of September 30, 2003 total deposits were S/.19,826 million (US\$5,694 million), increasing 6.8\% compared to third quarter 2002 deposits, but declined $1.4 \%$ during the current quarter. During the third quarter 2003, time deposits decreased by $3.5 \%$, savings deposits $3.3 \%$, while demand deposits grew by $5.6 \%$. Deposits denominated in Nuevos Soles were $23.9 \%$ of total deposits, higher than $23.5 \%$ at June 2003, and also increasing over 21.9\% at the end of September 2002.

BCP's subsidiaries had the following loan, net of provisions, and deposit contributions:

|  | Loans, net |  |  | Total Deposits |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In \% and constant S/.Mn.) | 30.09 .02 | 30.06.03 | 30.09.03 | 30.09 .02 | 30.06.03 | 30.09.03 |
| Banco de Crédito del Peru | 81.4\% | 86.0\% | 85.9\% | 88.6\% | 90.6\% | 89.8\% |
| Banco de Crédito de Bolivia | 9.2\% | 7.0\% | 7.2\% | 7.0\% | 5.6\% | 6.6\% |
| Banco de Crédito Overseas | 1.3\% | ----- | ----- | 0.5\% |  |  |
| Crédito Leasing | 6.1\% | 4.8\% | 4.6\% | 3.0\% | 2.6\% | 2.5\% |
| Solución Financiera de Crédit | 2.0\% | 2.2\% | 2.3\% | 0.9\% | 1.1\% | 1.1\% |
| TOTAL\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| BCP consolidated Total | S/.11,749 | S/13,243 | S/.12,914 | S/.18,555 | S/.20,114 | S/.19,826 |

According to statistics from the Peruvian Banking Association (ASBANC) for Peruvian commercial banks as of September 30, 2003, Banco de Crédito del Perú had a total loan market share of $33.8 \%$ ( $34.3 \%$ at June 30, 2003 and $27.8 \%$ at September 30, 2002), and $36.4 \%$ of deposits ( $36.3 \%$ at June 30, 2003 and $32.9 \%$ at September 30, 2002).

Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 30.09.02 | 30.06.03 | 30.09.03 |
| :---: | :---: | :---: | :---: |
| Corporate | 46.7\% | 43.1\% | 44.0\% |
| Middle market | 26.3\% | 26.4\% | 25.1\% |
| Retail: | 27.0\% | 30.5\% | 30.9\% |
| - small business | 10.2\% | 10.1\% | 9.2\% |
| - home mortgage | 8.8\% | 12.6\% | 13.6\% |
| - consumer | 4.7\% | 4.4\% | 4.6\% |
| - credit cards | 3.3\% | 3.4\% | 3.5\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.12,880 | S/.14,691 | S/.14,282 |

In the current quarter, loan balances decreased $2.8 \%$, with corporate loans lower by $0.7 \%$ to $\mathrm{S} / .6,285$ million (US $\$ 1,805$ million), retail loans by $1.4 \%$ to $\mathrm{S} / 4,420$ million (US $\$ 1,269$ million), while middle
market loans decreased by $7.8 \%$ to $\mathrm{S} / 3,578$ million (US $\$ 1,027$ million). Retail loans by product performed as follows:

|  | $\mathbf{3 0 . 0 9 . 0 2}$ | $\mathbf{3 0 . 0 6 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 3} \mathbf{~ v s}$ <br> $\mathbf{3 0 . 0 6 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 3} \mathbf{~ v s}$ <br> $\mathbf{3 0 . 0 9 . 0 2}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| \% change and constant S/. Mn) |  |  |  | 1,308 | $11.6 \%$ |
| Small business loans | 1,311 | 1,481 | $1,0.2 \%$ |  |  |
| Mortgage loans | 1,138 | 1,851 | 1,946 | $5.2 \%$ | $71.1 \%$ |
| Consumer loans | 607 | 644 | 661 | $2.6 \%$ | $8.8 \%$ |
| Credit card loans | 426 | 505 | 504 | $-0.1 \%$ | $18.5 \%$ |
| Total Retail | $\mathbf{3 , 4 8 1}$ | $\mathbf{4 , 4 8 1}$ | $\mathbf{4 , 4 2 0}$ | $\mathbf{- 1 . 4 \%}$ | $\mathbf{2 7 . 0 \%}$ |

At September 30, 2003 contingent credits were S/.4,563 million (US $\$ 1,310$ million), $0.4 \%$ over the September 2002 figure, as can be seen in the following chart:

| (\% change and constant S/. Mn) | $\mathbf{3 0 . 0 9 . 0 2}$ | $\mathbf{3 0 . 0 6 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 3}$ vs <br> 30.06.03 | $\mathbf{3 0 . 0 9 . 0 3}$ vs <br> $\mathbf{3 0 . 0 9 . 0 2}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| - Guarantees and Stand-by LCs | 1,893 | 2,205 | 2,233 | $1.2 \%$ | $17.9 \%$ |
| - Letters of Credit | 395 | 442 | 394 | $-10.9 \%$ | $-0.2 \%$ |
| - Acceptances | 108 | 160 | 175 | $9.7 \%$ | $62.4 \%$ |
| - Foreign currency forwards | 1,504 | 1,480 | 1,080 | $-27.0 \%$ | $-28.2 \%$ |
| - Other contingent accounts | 647 | 669 | 681 | $1.9 \%$ | $5.3 \%$ |
| Total Contingent Credits | $\mathbf{4 , 5 4 7}$ | $\mathbf{4 , 9 5 5}$ | $\mathbf{4 , 5 6 3}$ | $\mathbf{- 7 . 9 \%}$ | $\mathbf{0 . 4 \%}$ |

## II. 6 LOAN QUALITY

During the third quarter of 2003 loan quality continued to improve. Consolidated past due loans amounted to S/.1,161 million (US\$333.5 million) at September 30, 2003, decreasing $5.6 \%$ from the balance of S/.1,230 million (US\$353.3 million) as of the end of June 2003, and are also 14.2\% below past due loans at year-end 2002 which already included BSCH-Peru loans.

At the end of the current quarter, refinanced loans amounted to S/.787.0 million (US\$226.0 million), lower than the balance at June 2003 that was S/.917.2 million (US\$263.4 million) mainly due to lower refinanced corporate loans to the manufacturing sector.

The ratio of past due loans as a percentage of total loans was $8.13 \%$ at September 30, 2003, improving during this quarter compared to $8.37 \%$ at June 2003. The ratio of past due, refinanced and restructured loans as a percentage of total loans also decrease from $14.56 \%$ to $13.64 \%$, from the second to the third quarter 2003, respectively.

At the end of the third quarter 2003, outstanding balances of loan loss provisions totaled $\mathrm{S} / .1,367$ million (US\$392.7 million), decreasing $5.6 \%$ compared to the preceding quarter mainly due to chargeoffs. The ratio of loan provisions to past due loans was $117.8 \%$ at the end of this quarter, remaining unchanged since June 2003, but is better than 107.7\% past due coverage at September 2002.

Of total provisions outstanding at the end of the current quarter, S/.218.9 million (US\$62.9 million) correspond to generic provisions assigned to loans in the $\operatorname{Normal}(A)$ risk category, increasing from the balance at June 30, 2003 of S/.209.0 million (US\$60.0 million).

Loans believed to be unrecoverable, fully provisioned in prior periods, were written-off during the third quarter 2003 amounting to $\mathrm{S} / .158 .0$ million (US $\$ 45.4$ million), of which approximately $9 \%$ were related to consumer loans and $8 \%$ to agricultural loans under the RFA program. This compares to charge-
offs in the second quarter of 2003 of S/.129.1 million (US\$37.1 million), and S/.99.7 million (US\$28.6 million) in the year-ago third quarter.

Loans classified as Substandard (i.e., Deficient, Doubtful and Loss) were 17.7\% of the loan portfolio in September 2003, decreasing from 18.1\% in June 2003, and also lower than $19.0 \%$ that resulted in September 2002. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 30.09.02 | 30.06.03 | 30.09.03 |
| :---: | :---: | :---: | :---: |
| A: Normal | 70.8\% | 70.3\% | 72.8\% |
| B: Potential Problem | 10.2\% | 11.5\% | 9.5\% |
| C: Deficient | 9.2\% | 5.9\% | 6.0\% |
| D: Doubtful | 5.0\% | 6.6\% | 6.5\% |
| E: Loss | 4.8\% | 5.6\% | 5.2\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.12,880 | S/.14,691 | S/.14,282 |

Loan loss provisions, net of recoveries, charged against results in third quarter 2003 amounted to S/.78.8 million (US $\$ 22.6$ million), lower than S/.111.2 million (US $\$ 31.9$ million) in the year-ago period, mainly due to improved loan quality. Provision expense in the second quarter of 2003 was $\mathrm{S} / .66 .5$ million (US\$19.1 million).

## II. 7 CAPITAL ADEQUACY

At the end of the third quarter of 2003, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 9.7 to 1.0 (10.3\%), while the corresponding consolidated ratio was 8.1 to 1.0 (12.3\%). Risk-weighted assets include $\mathrm{S} / .930 .1$ million (US $\$ 267.1$ million) of market-risk exposure whose coverage required S/.84.6 million (US\$24.3 million) of regulatory capital at September 30, 2003. Peruvian regulations limit risk-weighted assets to a ratio of 11.0 to 1.0 ( $9.1 \%$ ).

As of September 30, 2003, BCP's consolidated "regulatory capital" was S/.2,155 million (US\$619.0 million), decreasing compared to $S / .2,176$ million (US $\$ 624.8$ million) in the preceding quarter mostly due to lower subordinated debt and higher investments. Regulatory capital included S/.153.0 million ( $\$ 43.9$ million) in subordinated debt in the current period, which decreased from S/.164.2 million (US\$47.2 million) in June 2003.

|  | BCP <br> unconsolidated |  | BCP consolidated |  |
| :--- | ---: | ---: | ---: | ---: |
| (In constant S/. Mn.) | $\mathbf{3 0 . 0 9 . 0 2}$ | $\mathbf{3 0 . 0 9 . 0 3}$ | $\mathbf{3 0 . 0 9 . 0 2}$ | $\mathbf{3 0 . 0 9 . 0 3}$ |
| Regulatory capital | 1,388 | 1,592 | 2,022 | 2,155 |
| Risk weighted assets | 13,267 | 15,515 | 15,885 | 17,560 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.6 | 9.7 | 7.9 | 8.1 |
| Capital / Weighted Assets | $10.4 \%$ | $10.3 \%$ | $12.7 \%$ | $12.3 \%$ |

## III. ATLANTIC SECURITY HOLDING CORPORATION AND SUBSIDIARIES ("ASHC")

Consolidated net income for the nine month period ended September 30, 2003 was US $\$ 7.8$ million, higher than US $\$ 5.6$ million in the same period of 2002. Net income in the third quarter 2003 was US\$2.5 million, compared to US\$0.1 million in the same year-ago period. Net income in the first nine months and the third quarter of 2003 increase compared to the same periods of 2002, mainly due to higher returns on the investment portfolio, which offset higher market risk provisions and lower interest margins.

Net interest income, before risk provisions and not including dividend income, was US $\$ 3.6$ million in the third quarter of 2003, lower than US\$4.3 million in the same quarter of last year. Dividends received in these periods were not significant.

Net interest margin as a percentage of interest earning assets, without considering dividends, was $2.3 \%$ during third quarter 2003, similar to the margin in the preceding second quarter, but decreases compared to $3.0 \%$ in the third quarter 2002. With respect to the year-ago period, the margin decreases mainly due to the portfolio shift from higher return fixed income securities in favor of investment grade papers, that offer lower interest rates but that will reduce balance sheet volatility.

In the third quarter of 2003 charges against income for market risk provisions amounted to US\$1.9 million, lower than US $\$ 3.5$ million charged in the preceding second quarter, but increase from US $\$ 1.0$ million provisioned in the year-ago period. In the current quarter there were no provisions for credit risks, while US $\$ 0.9$ million loan provisions were charged in the preceding period, and also US\$0.3 million in the prior year third quarter.

Non-interest income, which includes fee income, realized gains on securities transactions before risk provisions and others, improved to US\$2.5 million in the third quarter of 2003 from a loss of US\$0.4 million in the year-ago quarter. Compared to the prior year third quarter, income increases mainly due to higher realized gains on securities transactions, which improve from a loss of US\$1.7 million in third quarter 2002, to a US $\$ 1.6$ million net gain in the third quarter of 2003. Fee income decreased from US\$1.3 million in the year-ago quarter to US\$0.8 million in the current period, mainly because of administrative services and shared commissions paid to affiliates in the U.S., which are required after the restructuring of Credicorp's operations in that country.

The loan portfolio, net of provisions, was US\$151.1 million as of September 30, 2003, remaining almost unchanged during the quarter, and also compared to loans at September 2002.

The marketable securities portfolio was US $\$ 423.3$ million at September 2003, over US $\$ 359.8$ million last June 2003, and increases also from US\$298.9 million at the end of third quarter 2002.

Deposits amounted to US $\$ 584.5$ million at September 30, 2003, remaining similar to the balance at the end of the preceding second quarter, but increases compared to US\$537.3 million at the end of the third quarter of 2002.

Funds under management were US\$598.0 million at September 30, 2003, 6.7\% higher than US\$560.5 million at the end of June 2003, and grows 17.2\% compared to US\$510.4 million at the end of the third quarter 2002. The increase is principally due to the introduction of new structured products and funds under management with higher yields than interest paid on bank deposits.

Net equity reached US $\$ 129.5$ million at the end of September 2003, higher than US $\$ 128.7$ million at June 2003, and also compared to US $\$ 102.4$ million at September 2002. The increase with respect to the year-ago period is mainly due to the increase in the equity account of reserves for market value of
investments, which grew from a balance of unrealized losses of US $\$ 15.1$ million at the end of September 2002, to unrealized gains of US\$8.9 million at the end of the current quarter, due to improved values in capital markets of the available for sale proprietary portfolio. The loan portfolio had no past dues.

The ratio of operating expenses over average assets decrease to $0.9 \%$, annualized, in the third quarter of 2003 compared to the $1.5 \%$ ratio during the same period in 2002 . This ratio declines to $0.5 \%$ in the third quarter of 2003, when funds under management are included within total assets, improving from $0.9 \%$ in the prior year quarter. The improvements are mainly due to the closing of ASB's U.S. agency.

## IV. EL PACIFICO-PERUANO SUIZA AND SUBSIDIARIES ("PPS")

PPS obtained in the nine month period ended September 30, 2003 a consolidated net income of S/.44.7 million (US $\$ 12.8$ million), $23.6 \%$ over net income of $\mathrm{S} / .36 .2$ million (US $\$ 10.4$ million) in the year-ago period. Net income in the third quarter of 2003 was $\mathrm{S} / .16 .1$ million (US $\$ 4.6$ million), compared to S/.12.4 million (US\$3.6 million) in the same quarter of 2002.

Results in the first nine months of 2003 increase over profits in the same period of the prior year mainly because of gains on the sale of long-term investments (realized during the second quarter) and to higher premiums, which offset increased reserves and comissions, and inflation exposure losses. Net income in the third quarter 2003 increase compared to the prior year quarter mainly due to higher premiums and lower claims, which offset growth in reserves.

Total premiums and Pacifico Salud EPS health fees in the third quarter of 2003 were $\mathrm{S} / .275 .7$ million (US $\$ 79.2$ million), $16.4 \%$ over premiums of $\mathrm{S} / .234 .3$ million (US $\$ 67.3$ million) in the year-ago quarter. Net premiums, after deducting reinsurances, were $\mathrm{S} / .185 .6$ million (US $\$ 53.3$ million) in this quarter, increasing $18.5 \%$ over the prior year quarter. Net premiums and health fees earned, net of reinsured premiums and reserves, were $\mathrm{S} / .133 .0$ million (US $\$ 38.2$ million) in third quarter 2003, $1.3 \%$ over premiums in the prior year quarter. The increase in total premiums is mostly due to life annuities, which require high reserves, and fire insurance operations with government entities, which are mostly reinsured, resulting in a lower growth rate for net premiums earned.

Additions to technical reserves for premiums grew by $\mathrm{S} / .54 .8$ million (US $\$ 15.7$ million) in the third quarter of 2003, two times larger than additions of S/.26.7 million (US\$7.7 million) in the same quarter of last year, most of which were established by Pacífico Vida for its life annuities and life insurance lines.

Comparing cumulative results for the first nine months of 2003 and 2002, consolidated premiums grew $17.0 \%$ reaching S/.782.2 million (US\$224.6 million). Total premiums consisted of: i) general insurance lines, that amounted to $57.2 \%$ of total premiums and increased $5.9 \%$; ii) fees at Pacífico Salud, that were $8.4 \%$ of total premiums, increasing $2.0 \%$; and, iii) premiums by Pacífico Vida, which amounted to $34.4 \%$ of the total and grew 48.0\%.

Cumulative through September 30, 2003, growth of Pacífico Salud and the health and medical assistance insurance line ( $18.3 \%$ of total premiums) was $0.6 \%$; fire insurance lines ( $23.3 \%$ of total premiums) increased $14.2 \%$; while the automobile insurance line ( $5.5 \%$ of total premiums) decreased $3.8 \%$. Through September 2003, pension fund benefits insurance ( $6.6 \%$ of total premiums) decreased $6.6 \%$, while group life insurance and individual life insurance policies ( $10.4 \%$ of total premiums) grew $17.3 \%$, and life annuities ( $16.5 \%$ of total premiums) increased $159.6 \%$, compared to the prior year period. Life annuities increased due to the regularization of bonds issued by the public pension fund for past contributions and easier early retirement regulations.

Net consolidated underwriting results was S/.31.2 million (US $\$ 9.0$ million) in the third quarter of 2003, compared to $\mathrm{S} / .21 .8$ million (US $\$ 6.3$ million) in the prior year quarter, mainly due to lower claims. The ratio of net underwriting results (net premiums and health fees less reserves and claims as a percentage of total premiums) was $11.3 \%$ in the third quarter of 2003, compared to $9.3 \%$ ratio in the prior year quarter. Nevertheless, in first nine months of 2003 this ratio decreased to $7.6 \%$ compared to $8.8 \%$ in the prior year period, mainly because of higher reserves.

Net claims and health services costs incurred in the third quarter of 2003 were S/.84.6 million (US\$24.3 million), 8.6\% lower than claims in the same quarter of 2002. The net loss ratio (net claims to net premiums) decreases to $45.6 \%$ in the current quarter from $59.1 \%$ in third quarter 2002, mainly due to higher premiums, and continued improvements in the fire, auto and health insurance lines. In
the first nine months of 2003, the net loss ratio was $47.4 \%$, under $58.4 \%$ in the same period of 2002, but continues high in pension fund insurance (125.3\%), health (75.9\%) and in Pacífico Salud (86.4\%).

The combined ratio (the sum of net claims and health services, general expenses and commissions, as a percentage of net earned premiums and health fees, without including Pacifico Vida) improved from $88.5 \%$ in the third quarter of 2002 to $87.1 \%$ in the current quarter, mainly because of lower net claims.

Operating expenses over net premiums declined from $16.1 \%$ to $15.2 \%$ comparing the third quarters of 2002 and 2003, respectively.

Investments in real estate and financial assets were S/.1,263 million (US $\$ 362.7$ million) at the end of the current quarter, increasing $26.9 \%$ from the year-ago balance.

As of September 30, 2003, total assets were S $/ .1,779$ million (US $\$ 511.0$ million) increasing $20.7 \%$ compared to the year-ago balance. At the end of the current period net equity amounted to $\mathrm{S} / 381.0$ million (US\$109.4 million) 7.0\% over net equity at September 2002.

The Peruvian insurance market through September 30, 2003, had total premiums of US $\$ 673.6$ million, $36.3 \%$ over premiums in the same period in 2002, mainly due to sales of SOAT and life annuities. For the nine eight months of 2003, PPS's market share in total premiums was $30.2 \%$ ( $32.7 \%$ in the yearago period), with the share in general risks and health lines being $32.5 \%$ and 34.5 , respectively. Market share in life insurance and pension fund benefits lines was $26.7 \%$ as of September 2003, and of 29.2\% in the same period of 2002.

# CREDICORP LTD. AND SUBSIDIARIES 

Table 1
CONSOLIDATED BALANCE SHEETS
(In thousands of U.S. Dollars)

| ASSETS | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30, 2002 | Dec. 31, 2002 | Jun. 30, 2003 | Sep. 30, 2003 |
| CASH AND DUE FROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 251,670 | 314,404 | 251,643 | 251,491 |
| Interest bearing deposits in banks | 1,768,854 | 1,867,987 | 1,616,400 | 1,488,942 |
|  | 2,020,524 | 2,182,391 | 1,868,043 | 1,740,433 |
| MARKETABLE SECURITIES, net | 94,753 | 79,925 | 68,081 | 115,721 |
| LOANS | 3,869,572 | 4,817,662 | 4,581,397 | 4,471,996 |
| Current | 3,559,161 | 4,412,345 | 4,221,341 | 4,130,984 |
| Past Due | 310,411 | 405,317 | 360,056 | 341,012 |
| Less - Reserve for possible loan losses | $(310,787)$ | $(420,809)$ | $(407,117)$ | $(387,820)$ |
| LOANS NET | 3,558,785 | 4,396,853 | 4,174,280 | 4,084,176 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 1,041,641 | 1,167,400 | 1,328,701 | 1,493,526 |
| REINSURANCE ASSETS | 39,279 | 29,677 | 33,846 | 47,142 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 63,020 | 61,856 | 56,890 | 61,212 |
| PROPERTY, PLANT and EQUIPMENT, net | 244,050 | 288,889 | 278,002 | 268,498 |
| DUE FROM CUSTOMERS ON ACCEPTANCES | 30,453 | 36,068 | 43,078 | 51,821 |
| $\begin{array}{ll}\text { OTHER ASSETS } & \\ & \text { TOTAL ASSETS }\end{array}$ | 306,543 | 376,660 | 383,210 | 361,416 |
|  | 7,399,048 | 8,619,719 | 8,234,131 | 8,223,945 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLGATIONS: |  |  |  |  |
| Non-interest bearing | 685,739 | 822,883 | 812,058 | 813,726 |
| Interest bearing | 4,948,560 | 5,933,819 | 5,540,923 | 5,444,272 |
|  | 5,634,299 | 6,756,702 | 6,352,981 | 6,257,998 |
| DUE TO BANKS AND CORRESPONDENTS | 305,384 | 309,698 | 286,857 | 279,660 |
| ACCEPTANCES OUTSTANDING | 30,453 | 36,068 | 43,078 | 51,821 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 212,514 | 224,754 | 274,596 | 289,245 |
| RESERVE FOR UNEARNED PREMIUMS | 51,189 | 48,703 | 49,255 | 63,905 |
| REINSURANCE PAYABLE | 30,564 | 23,253 | 23,815 | 43,737 |
| OTHER LIABILITIES | 271,845 | 332,000 | 281,172 | 273,633 |
| MINORITY INTEREST | 64,311 | 64,742 | 66,866 | 71,723 |
| TOTAL LIABILITIES | 6,600,559 | 7,795,920 | 7,378,620 | 7,331,722 |
| NET SHAREHOLDERS' EQUITY | 798,489 | 823,799 | 855,511 | 892,223 |
| TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY | 7,399,048 | 8,619,719 | 8,234,131 | 8,223,945 |
| CONTINGENT CREDITS | 1,310,519 | 1,637,050 | 1,497,043 | 1,373,995 |

## CREDICORP LTD. AND SUBSIDIARIES <br> Table 2 <br> CONSOLIDATED INCOME STATEMENTS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.02 | 30.09.03 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 98,991 | 109,839 | 111,241 | 319,027 | 334,429 |
| Interest and dividends on investments: | 304 | 845 | 303 | 1,803 | 1,155 |
| Interest on deposits with banks | 10,420 | 4,508 | 3,647 | 26,286 | 14,301 |
| Interest on trading securities | 9,612 | 14,785 | 14,261 | 34,852 | 41,850 |
| Total Interest Income | 119,327 | 129,977 | 129,452 | 381,968 | 391,735 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 32,716 | 31,380 | 29,518 | 103,988 | 97,464 |
| Interest on borrowed funds | 5,464 | 3,934 | 3,549 | 20,149 | 11,141 |
| Other interest expense | 3,959 | 5,628 | 6,372 | 10,346 | 15,203 |
| Total Interest Expense | 42,139 | 40,942 | 39,439 | 134,483 | 123,808 |
| Net Interest Income | 77,188 | 89,035 | 90,013 | 247,485 | 267,927 |
| Provision for possible loan losses, net | 32,236 | 19,702 | 23,844 | 87,911 | 77,774 |
| Net interest income after provision for possible loan losses | 44,952 | 69,333 | 66,169 | 159,574 | 190,153 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 43,834 | 47,548 | 48,909 | 124,858 | 142,656 |
| Net gains from sales of securities | $(5,355)$ | 7,593 | $(1,503)$ | 2,048 | 5,876 |
| Net gains on foreign exchange transactions | 5,539 | 5,821 | 5,392 | 15,617 | 17,574 |
| Net premiums earned | 31,326 | 32,090 | 33,843 | 94,364 | 97,834 |
| Other income | 14,608 | 16,523 | 18,742 | 38,361 | 63,493 |
|  | 89,952 | 109,575 | 105,382 | 275,248 | 327,432 |
| CLAIMS ON InSURANCE ACtivities |  |  |  |  |  |
| Net claims incurred | 4,834 | 7,282 | 5,064 | 18,671 | 17,101 |
| Increase in future policy benefits for life and health | 20,629 | 19,120 | 19,647 | 54,724 | 59,215 |
|  | 25,463 | 26,402 | 24,711 | 73,395 | 76,316 |
| OTHER EXPENSES |  |  |  |  |  |
| Salaries and employee benefits | 43,608 | 45,144 | 44,816 | 133,927 | 136,024 |
| General, administrative, and other taxes | 32,970 | 35,997 | 34,540 | 98,625 | 109,370 |
| Depreciation and amortization | 10,722 | 12,396 | 12,038 | 32,828 | 36,183 |
| Other | 7,581 | 18,820 | 11,331 | 30,497 | 42,602 |
| Merger costs | 0 | 2,022 | 0 | 0 | 17,487 |
|  | 94,881 | 114,379 | 102,725 | 295,877 | 341,666 |
| Translation result | (900) | 2,605 | 350 | $(2,866)$ | $(3,768)$ |
| Income before income tax, and minority interest | 13,660 | 40,732 | 44,465 | 62,684 | 95,835 |
| Income Tax | $(8,809)$ | $(9,821)$ | $(13,250)$ | $(26,641)$ | $(29,860)$ |
| Minority Interest | $(1,771)$ | $(2,602)$ | $(5,246)$ | $(7,177)$ | $(9,205)$ |
| net income | 3,080 | 28,309 | 25,969 | 28,866 | 56,770 |

CREDICORP LTD. AND SUBSIDIARIES
Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.02 | 30.09.03 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.039 | 0.355 | 0.326 | 0.362 | 0.712 |
| Net interest margin on interest earning assets (2) | 5.35\% | 5.32\% | 5.83\% | 5.68\% | 5.47\% |
| Return on average total assets (2)(3) | 0.17\% | 1.35\% | 1.26\% | 0.52\% | 0.90\% |
| Return on average shareholders' equity (2)(3) | 1.54\% | 13.61\% | 11.89\% | 4.81\% | 8.96\% |
| No. of outstanding shares (millions)(4) | 79.75 | 79.75 | 79.75 | 79.75 | 79.75 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 8.02\% | 7.86\% | 7.63\% | 8.02\% | 7.63\% |
| Reserves for loan losses as a percentage of total past due loans | 100.12\% | 113.07\% | 113.73\% | 100.12\% | 113.73\% |
| Reserves for loan losses as a percentage of total loans | 8.03\% | 8.89\% | 8.67\% | 8.03\% | 8.67\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 45.38\% | 52.53\% | 52.81\% | 45.38\% | 52.81\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -0.05\% | -5.50\% | -5.25\% | -0.05\% | -5.25\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expense as a percent. of total income (5) | 48.82\% | 53.36\% | 46.43\% | 50.67\% | 49.20\% |
| Oper. expense as a percent. of av. tot. assets(2)(3)(5) | 4.44\% | 4.89\% | 4.41\% | 4.71\% | 4.64\% |
| Capital adequacy |  |  |  |  |  |
| Total Regulatory Capital (US\$Mn) | 716.9 | 723.4 | 719.6 | 716.9 | 719.6 |
| Tier I Capital (US\$Mn) | 608.8 | 608.8 | 608.8 | 608.8 | 608.8 |
| Regulatory capital / risk-weighted assets (6) | 12.22\% | 11.43\% | 11.07\% | 12.22\% | 11.07\% |
| Average balances (US\$Mn) (3) |  |  |  |  |  |
| Interest earning assets | 5,771.7 | 6,697.1 | 6,174.5 | 5,808.6 | 6,528.4 |
| Total Assets | 7,345.2 | 8,405.6 | 8,229.0 | 7,428.2 | 8,413.7 |
| Net equity | 799.9 | 832.0 | 873.9 | 799.5 | 845.0 |

(1)Number of shares outstanding of 79.8 million in all periods.
(2)Ratios are annualized.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Net of treasury shares. The total number of shares was of 94.38 million.
(5)Total income includes net interest income and other income.

Operating expense is net of provisions for other assets received in lieu of loan repayment and mandatory employee profit sharing expense. Non-recurring items are not included.
(6)Risk-weighted assets include market risk assets.

# BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 4 <br> CONSOLIDATED BALANCE SHEETS 

(Constant Nuevos Soles, as of September 30, 2003, and U.S. Dollars in thousands)

| ASSETS | 30.09.02 | 31.12.02 | 30.06.03 | 30.09.03 | 30.09.03 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000(1) |
| CASH AND DUE FROM BANKS | 6,805.475 | 7,369.122 | 6,079.771 | 5,728.993 | \$1,645.317 |
| Cash and Checks | 880.387 | 1,092.632 | 872.659 | 872.024 | \$250.438 |
| Deposits in Central Bank of Peru | 4,900.062 | 4,814.700 | 4,391.605 | 3,984.141 | \$1,144.211 |
| Deposits with local and foreign banks | 1,025.026 | 1,461.790 | 815.507 | 872.828 | \$250.669 |
| TRADING and AVAIL. for SALE SECURITIES, net | 1,669.469 | 1,957.797 | 2,214.577 | 2,770.098 | \$795.548 |
| LOANS | 12,879.820 | 15,809.379 | 14,691.319 | 14,281,638 | \$4,101.562 |
| Current | 11,829.049 | 14,456.409 | 13,461.246 | 13,120.436 | \$3,768.075 |
| Past Due | 1,050.770 | 1,352.970 | 1,230.073 | 1,161.202 | \$333.487 |
| Less - Reserve for possible loan losses | (1,131.249) | $(1,471.373)$ | $(1,448.748)$ | $(1,367.384)$ | (\$392.701) |
| LOANS NET | 11,748.571 | 14,338.006 | 13,242.571 | 12,914.254 | \$3,708.861 |
| INVESTMENT SECURITIES, PERMANENT | 421.680 | 420.434 | 314.696 | 152.163 | \$43.700 |
| PROPERTY, PLANT and EQUIPMENT, net | 620.465 | 786.995 | 740.784 | 713.382 | \$204.877 |
| OTHER ASSETS | 703.890 | 899.520 | 910.126 | 1,110.535 | \$318.936 |
| TOTAL ASSETS | 21,969.550 | 25,771.874 | 23,502.525 | 23,389.425 | \$6,717.239 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 18,554.912 | 22,019.959 | 20,113.615 | 19,825.876 | \$5,693.818 |
| Demand deposits | 3,916.428 | 4,947.635 | 4,470.447 | 4,720.902 | \$1,355.802 |
| Saving accounts | 5,252.178 | 5,913.815 | 5,471.745 | 5,289.852 | \$1,519.199 |
| Time deposits | 9,386.306 | 11,158.509 | 10,171.423 | 9,815.122 | \$2,818.817 |
| DUE TO BANKS AND CORRESPONDENTS | 467.558 | 560.778 | 501.334 | 354.326 | \$101.759 |
| OTHER LIABILITIES | 975.233 | 1,176.538 | 869.662 | 1,083.272 | \$311.106 |
| SHAREHOLDERS EQUTY: | 1,971.847 | 2,014.599 | 2,017.914 | 2,125.951 | \$610.555 |
| Capital stock | 1,105.732 | 1,105.624 | 1,213.231 | 1,214.422 | \$348.771 |
| Legal reserve | 654.077 | 654.013 | 690.845 | 691.524 | \$198.600 |
| Retained earnings | 212.038 | 254.962 | 113.838 | 220.005 | \$63.184 |
| TOTAL LIABILITIES AND EQUITY | 21,969.550 | 25,771.874 | 23,502.525 | 23,389.425 | \$6,717.239 |
| Contingent Credits | 4,546.690 | 5,519.894 | 4,955.438 | 4,562.989 | \$1,310.451 |

(1)Translated at S/.3.482 per US\$1.00.

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 5 <br> CONSOLIDATED INCOME STATEMENTS

(Constant Nuevos Soles, as of September 30, 2003 and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.03 | 30.09.02 | 30.09.03 | 30.09.03 |
| Interest income and expense |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Interest income | 387.078 | 404.521 | 399.236 | \$114.657 | 1,203.132 | 1,218.741 | \$350.012 |
| Less - Interest expense | 122.412 | 118.997 | 106.399 | \$30.557 | 378.572 | 356.950 | \$102.513 |
| Net interest income | 264.666 | 285.524 | 292.837 | \$84.100 | 824.560 | 861.791 | \$247.499 |
| Provisions for possible loan losses, net | 111.218 | 66.513 | 78.788 | \$22.627 | 303.713 | 261.291 | \$75.040 |
| Net interest income after provisions | 153.448 | 219.011 | 214.049 | \$61.473 | 520.847 | 000.50.5 | \$172.458 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 153.306 | 159.285 | 164.909 | \$47.360 | 425.235 | 479.987 | \$137.848 |
| Net gains from sales of securities | 1.089 | 8.219 | (5.345) | (\$1.535) | 25.973 | 7.376 | \$2.118 |
| Net gains on foreing exchg. transacts. | 19.268 | 18.960 | 18.218 | \$5.232 | 53.549 | 58.544 | \$16.813 |
| Other income | 23.452 | 24.944 | 46.866 | \$13.460 | 66.886 | 139.434 | \$40.044 |
|  | 197.115 | 211.408 | 224.648 | \$64.517 | 571.643 | 685.341 | \$196.824 |
| Other Expenses |  |  |  |  |  |  |  |
| Salaries and employee benefits | 129.909 | 125.151 | 128.094 | \$36.787 | 390.578 | 386.740 | \$111.068 |
| General and administrative | 104.150 | 99.339 | 97.069 | \$27.877 | 281.322 | 301.886 | \$86.699 |
| Depreciation and amortization | 29.439 | 34.636 | 34.338 | \$9.862 | 89.048 | 102.506 | \$29.439 |
| Taxes other than income tax | 8.736 | 10.324 | 9.660 | \$2.774 | 25.559 | 31.225 | \$8.968 |
| Other | 21.973 | 27.400 | 23.570 | \$6.769 | 97.074 | 80.208 | \$23.035 |
| Merger costs | 0.000 | 6.995 | 0.000 | \$0.000 | 0.000 | 60.671 | \$17.424 |
|  | 294.207 | 303.844 | 292.731 | \$84.070 | 883.581 | 963.236 | \$276.633 |
| Result from exposure to inflation | 27.559 | 3.768 | 0.664 | \$0.191 | 51.925 | (20.604) | (\$5.917) |
| Income before income tax | 83.915 | 130.342 | 146.630 | \$42.111 | 260.834 | 302.001 | \$86.732 |
| Income Tax | 22.077 | 29.809 | 40.464 | \$11.621 | 73.392 | 83.077 | \$23.859 |
| NET INCOME | 61.838 | 100.533 | 106.166 | \$30.490 | 187.442 | 218.924 | \$62.873 |

(1)Translated at S/.3.482 per US\$1.00.

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 6 <br> SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.02 | 30.09.03 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.051 | 0.084 | 0.088 | 0.156 | 0.182 |
| Net interest margin on interest earning assets (2) | 5.57\% | 5.33\% | 5.63\% | 5.85\% | 5.33\% |
| Return on average total assets (2)(3) | 1.15\% | 1.66\% | 1.81\% | 1.15\% | 1.19\% |
| Return on average shareholders' equity (2)(3) | 12.75\% | 20.44\% | 20.50\% | 13.13\% | 14.46\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 8.16\% | 8.37\% | 8.13\% | 8.16\% | 8.13\% |
| Past due loans + refinanced loans as a percentage of total loans | 14.56\% | 14.61\% | 13.64\% | 14.56\% | 13.64\% |
| Reserves for loan losses as a percentage of total loans | 107.66\% | 117.78\% | 117.76\% | 107.66\% | 117.76\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 46.19\% | 54.41\% | 54.35\% | 46.19\% | 54.35\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -4.08\% | -10.84\% | -9.70\% | -4.08\% | -9.70\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 52.91\% | 52.86\% | 48.58\% | 55.15\% | 51.91\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 4.53\% | 4.35\% | 4.29\% | 4.74\% | 4.30\% |
| Capital adequacy |  |  |  |  |  |
| Total Regulatory capital (constant millions S/.) | 2,022.2 | 2,175.7 | 2,155.2 | 2,022.2 | 2,155.2 |
| Tier I Capital (constant millions S/.) | 1,759.8 | 1,904.1 | 1,905.9 | 1,759.8 | 1,905.9 |
| Net equity as a percentage of period end total assets | 8.98\% | 8.59\% | 9.09\% | 8.98\% | 9.09\% |
| Regulatory capital / risk-weighted assets | 12.73\% | 12.64\% | 12.27\% | 12.73\% | 12.27\% |
| Average balances (constant millions S/.) (3) |  |  |  |  |  |
| Interest earning assets | 18,992.1 | 21,430.9 | 20,815.2 | 19,041.2 | 21,719.1 |
| Total Assets | 21,578.1 | 24,153.1 | 23,446.0 | 21,680.7 | 24,580.6 |
| Net equity | 1,940.7 | 1,967.6 | 2,071.9 | 1,903.4 | 2,018.9 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 1,076 | 1,202 | 1,202 | 1,076 | 1,202 |
| No. of employees | 7,977 | 7,570 | 7,644 | 7,977 | 7,644 |
| Inflation rate (Wholesale price index) | 1.70\% | -0.66\% | 0.54\% | 2.37\% | -0.12\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 3.64 | 3.47 | 3.48 | 3.64 | 3.48 |

(1)Shares outstanding of 1,202 million is used for all periods since shares have been issued only for capitalization of profits and inflation adjustment.
(2)Ratios are annualized.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Total income includes net interest income and other income, excluding non-recurring items.
(5)Operating expense does not include mandatory employee profit sharing expense nor provisions for other assets received in lieu of loan repayment and non-recurring items.

# ATLANTIC SECURITY HOLDING CORPORATION <br> <br> Table 7 <br> <br> Table 7 <br> SELECTED FINANCIAL DATA 

(Thousands of U.S. Dollars, except net income per share, and percentages)

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.02 | 30.06.03 | 30.09.03 | 30.09.02 | 30.09.03 |
| Results |  |  |  |  |  |
| Net Interest Income (w/o dividends) | 4,253 | 3,669 | 3,601 | 13,460 | 11,244 |
| Dividend income | 1 | 97 | 4 | 4,353 | 3,221 |
| Provisions for credit and market risks | 1,332 | 4,459 | 1,894 | 6,452 | 10,600 |
| Commissions and fee income | 1,311 | 845 | 829 | 4,364 | 2,631 |
| Other Income(1) | $(1,667)$ | 3,066 | 1,643 | $(2,787)$ | 6,160 |
| Operating Expense | 2,489 | 1,606 | 1,716 | 7,322 | 4,816 |
| Net Income | 76 | 1,613 | 2,466 | 5,616 | 7,840 |
| Net Income per share (US\$) | 0.00 | 0.04 | 0.06 | 0.14 | 0.20 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 656,796 | 725,774 | 746,885 | 656,796 | 746,885 |
| Loan portfolio, net | 153,820 | 156,683 | 151,123 | 153,820 | 151,123 |
| Marketable securities and investments | 298,905 | 359,762 | 423,214 | 298,905 | 423,214 |
| Total Deposits | 537,333 | 583,679 | 584,526 | 537,333 | 584,526 |
| Shareholders' equity | 102,381 | 128,687 | 129,467 | 102,381 | 129,467 |
| Funds under administration | 510,357 | 560,491 | 597,951 | 510,357 | 597,951 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 3.0\% | 2.3\% | 2.3\% | 3.4\% | 2.4\% |
| Return on average stockholders' equity(4) | 0.3\% | 5.2\% | 7.6\% | 6.5\% | 8.7\% |
| Return on average total assets(4) | 0.0\% | 0.9\% | 1.3\% | 1.1\% | 1.5\% |
| Past due loans as a percentage of total loans | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Reserves for loan losses as a percentage of total loans | 0.4\% | 2.1\% | 2.2\% | 0.4\% | 2.2\% |
| Operating expense / total income(6) | 63.9\% | 20.9\% | 28.2\% | 37.8\% | 20.7\% |
| Operating expense / average total assets(4) | 1.5\% | 0.9\% | 0.9\% | 1.4\% | 0.9\% |
| Operating expense / average total assets + funds under management(4) | 0.9\% | 0.5\% | 0.5\% | 0.9\% | 0.5\% |

(1) Includes realized gains in securities.
(2) Averages are determined as the average of period-beginning and period-ending balances.
(3) Averages determined from monthly balances.
(4) Annualized
(5) Without considering dividend income and dividend earning assets.
(6) Without considering provisions for investments.

EL PACIFICO-PERUANO SUIZA AND SUBSIDIARIES
Table 8
SELECTED FINANCIAL DATA
(Constant Nuevos Soles as of September 30, 2003, and
U.S. Dollars in thousands, except net income per share)

|  | As of and for the three month period ended |  |  |  | As of and for the nine month period ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30,09.02 | 30,06.03 | 30,09.03 | 30,09.03 | 30,09.02 | 30,09.03 | 30,09.03 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 234,284 | 268,045 | 275,694 | \$79,177 | 668,399 | 782,155 | \$224,628 |
| Net Premiums Earned | 129,907 | 121,689 | 132,995 | \$38,195 | 365,925 | 373,068 | \$107,142 |
| Change in Reserves | 26,749 | 76,373 | 54,834 | \$15,748 | 90,393 | 180,355 | \$51,796 |
| Net Underwriting Results | 21,837 | 13,944 | 31,185 | \$8,956 | 59,081 | 59,644 | \$17,129 |
| Net Financial Income | 19,973 | 45,676 | 19,258 | \$5,531 | 66,900 | 86,162 | \$24,745 |
| General Expenses | 25,236 | 29,989 | 28,614 | \$8,218 | 79,548 | 83,940 | \$24,107 |
| Net Income | 12,416 | 23,598 | 16,099 | \$4,624 | 36,182 | 44,710 | \$12,840 |
| Net Income per share (S/.)(2) | 0.52 | 1.00 | 0.68 | \$0.19 | 1.53 | 1.89 | \$0.54 |
| Balance Sheets (end of period) |  |  |  |  |  |  |  |
| Total Assets | 1,474,764 | 1,608,149 | 1,779,427 | \$511,036 | 1,474,764 | 1,779,427 | \$511,036 |
| Investments in Secur. and Real estate | 995,351 | 1,181,237 | 1,262,925 | \$362,701 | 995,351 | 1,262,925 | \$362,701 |
| Technical Reserves | 869,815 | 1,059,720 | 1,123,997 | \$322,802 | 869,815 | 1,123,997 | \$322,802 |
| Net Equity | 356,177 | 364,150 | 381,023 | \$109,426 | 356,177 | 381,023 | \$109,426 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 9.3\% | 5.2\% | 11.3\% | 11.3\% | 8.8\% | 7.6\% | 7.6\% |
| Net loss ratio | 59.1\% | 45.9\% | 45.6\% | 45.6\% | 58.4\% | 47.4\% | 47.4\% |
| Return on avge. equity (3)(4) | 15.0\% | 29.6\% | 18.5\% | 18.5\% | 11.2\% | 16.9\% | 16.9\% |
| Return on total premiums | 5.3\% | 8.8\% | 5.8\% | 5.8\% | 5.2\% | 5.7\% | 5.7\% |
| Shareholders' Equity / Total Assets | 24.2\% | 22.6\% | 21.4\% | 21.4\% | 24.2\% | 21.4\% | 21.4\% |
| Increase in Risk Reserves | 17.1\% | 38.6\% | 29.2\% | 29.2\% | 19.8\% | 32.6\% | 32.6\% |
| Combined Ratio (5) | 88.5\% | 99.5\% | 87.1\% | 87.1\% | 93.7\% | 93.0\% | 93.0\% |
| -Net Claims / Net Premiums Earned | 64.1\% | 68.7\% | 57.9\% | 57.9\% | 67.9\% | 63.3\% | 63.3\% |
| -Op. Exp.+Comiss./Net Prems. Earned | 24.4\% | 30.8\% | 29.2\% | 29.2\% | 25.8\% | 29.7\% | 29.7\% |
| Operating expense/Net Premiums | 16.1\% | 15.1\% | 15.2\% | 15.2\% | 17.4\% | 15.2\% | 15.2\% |
| Oper. expense / Avge. assets (3)(4) | 7.3\% | 8.0\% | 7.0\% | 7.0\% | 7.5\% | 7.0\% | 7.0\% |

(1)Translated at S/.3.482 per US\$1.00.
(2)Based on 23.7 million shares in all periods.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.
(5)Does not include the life insurance subsidiary Pacifico Vida.

