## CREDICORP

## FOR IMMEDIATE RELEASE:

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## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2002

(Lima, Peru, February 11, 2003) - Credicorp Ltd. ("Credicorp") (NYSE:BAP; LSE:BAPC1) today announced its financial results for the quarter ended December 31, 2002.

For the twelve month period ended December 31, 2002, Credicorp reported a consolidated net income of US\$42.4 million, improving over year 2001 net income of US\$54.5 considering that this included extraordinary gains of US\$19.0 million from sales of shares in Backus \& Johnston and of a subsidiary in El Salvador, that were effected in November 2001. Earnings per share were US\$0.53 in 2002 and US\$0.68 in 2001.

In the fourth quarter of 2002 Credicorp had net income of US $\$ 13.5$ million, while net income in the year-ago quarter increased to US $\$ 26.5$ million because of the above mentioned extraordinary gains. Quarterly net income per share was US\$0.17 and US\$0.33 in fourth quarter 2002 and 2001, respectively.

Full year 2002 operating results, as well as results in its fourth quarter, improve over results in the same year-ago periods, mainly due to higher non-financial income and lower loan loss provisions, which offset lower net interest income and higher operating expenses.
I. CREDICORP LTD. AND SUBSIDIARIES

CREDICORP LTD. AND SUBSIDIARIES
SUMMARY OF RESULTS

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12 .01 | 30.09.02 | 31.12 .02 | 31.12 .01 | 31.12 .02 |
| Net interest income | 94.5 | 77.5 | 79.2 | 376.2 | 335.3 |
| Provisions for possible loan losses, net | 40.4 | 32.2 | 23.7 | 134.4 | 111.6 |
| Other income | 116.4 | 89.6 | 104.8 | 357.5 | 371.5 |
| Claims on insurance activities | 22.0 | 25.5 | 24.5 | 97.0 | 97.9 |
| Other expenses | 102.9 | 94.9 | 113.5 | 407.9 | 409.4 |
| Translation result | 0.8 | (0.9) | 0.4 | (2.6) | (2.5) |
| Income before income tax and -minority interest | 46.4 | 13.7 | 22.6 | 91.9 | 85.3 |
| Income Tax | (10.5) | (8.8) | (6.0) | (21.6) | (32.6) |
| Minority Interest | (9.4) | (1.8) | (3.1) | (15.8) | (10.3) |
| Net Income | 26.5 (2) | 3.1 | 13.5 | 54.5 (2) | 42.4 |
| Net Income per share (1) | 0.33 (2) | 0.04 | 0.17 | 0.68 (2) | 0.53 |

(1) Based on 79.5 million in $4 Q 01$ and 79.8 million net outstandina shares at 3Q02 and 4Q02.

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.
(2) Includes US\$19.0 million (US\$0.23 per share ) extraordinary gains on sales of securities and a subsidiary.

## I. 1 PERUVIAN ECONOMIC SITUATION

Actual GDP growth rates continued to exceed market expectations. With growth of $2.8 \%$ achieved in the first quarter 2002, $6.1 \%$ in the second and $5.2 \%$ in the third, cumulative growth through November 2002 reached $4.8 \%$. The recovery of economic activity, is based, since the second quarter, on growth of non-primary sectors, while in prior periods it depended on growth of the mining sector brought by Antamina. Nevertheless, the recovery of the construction sector, of non-primary manufacturing (which include textiles and cement production) and of consumption, is noteworthy. In the first quarter of 2003 GDP growth is expected to continue over 4\%, slowingdown in the rest of the year where growth should exceed 3\% for total fiscal 2003.

Continuing a positive trend that began in the last quarter of 2001, aggregate demand data show that Internal Demand increased $5.3 \%$ in the third quarter of 2002, after increasing $1.0 \%$ and $4.8 \%$ in the first and second quarters, repectively. Growth in the third quarter 2002, is mostly due to increased private and public consumption, $5.8 \%$ and $3.8 \%$, respectively, while total investment grew $5.8 \%$ after dropping for seven consecutive quarters, since the third quarter of 2000.

In the fourth quarter of 2002, the consumer price index in Peru increased 0.3\%, lower than $0.6 \%$ inflation in each of the preceding two quarters. Cumulative inflation in year 2002 was $1.5 \%$, and remained below the $2.0 \%$ target established for total 2002 by the Central Bank. The wholesale price index declined $0.2 \%$ in the current quarter, after growing $1.7 \%$ in both the third quarter and cumulative for the whole year 2002.

The average bank market Nuevos Soles exchange rate in Peru was S/.3.514 at December 31, 2002, recovering from $\mathrm{S} / .3 .644$ at the end of the third quarter, a $3.6 \%$ revaluation. Cumulative devaluation for total year 2002 was $2.0 \%$.

International reserves of the Central Bank decreased from US\$9,857 million at September 30, 2002 to US\$9,598 million at December 31,2002, mostly due to seasonal withdrawals by banks.

During the fourth quarter 2002 both deposit and loan volumes had a slight positive trend. Deposits in the fifteen commercial banks in the system reached S/.49.2 billion (US $\$ 14.0$ billion), according to the Asociación de Bancos del Peru (ASBANC) as of December 31, 2002, remaining similar in nominal terms to the preceding quarter balance due to the $3.6 \%$ lower exchange rate, but grows $5.9 \%$ compared to year-ago deposits.

During the quarter ended December 31, 2002, local currency loans in the banking system grew $6.2 \%$, in nominal terms, to $\mathrm{S} / .7 .6$ billion (US\$2.2 billion), while foreign currency loans remained unchanged at US\$8.4 billion.

As of December 31, 2002, the Peruvian bank's average past due ratio was $7.7 \%$, better than $8.2 \%$ in September 2002, and $9.1 \%$ at December 2001. It should be noted that these ratios are below actual ones due to the benefits of government sponsored programs that exchanged Treasury Bonds for past due loans. BCP decided not to take advantage of these programs.

Commercial banks' past due loans decreased $7.9 \%$ during the current quarter to $\mathrm{S} / .2 .9$ billion (US\$813 million), and are $13.5 \%$ below bad loans at December 2001 (in nominal terms). At December 31, 2002, loan loss provisions were S/.3.8 billion (US\$1.1 billion), decreasing slightly during this quarter mostly due to the aforementioned exchange rate revaluation. The system-wide past due loan coverage ratio was $133.8 \%$ at year-end 2002, better than $114.2 \%$ at the close of the prior year.

During the fourth quarter 2002 commercial banks' local currency interest rates increased, changing their negative trend due to the exchange rate volatility and the Central Bank's policy change in favor of monetary contraction. Local currency average loan rates (TAMN) were $21.1 \%$ in fourth quarter 2002,
increasing from $20.0 \%$ in the preceding third quarter of 2002, while deposits rates (TIPMN) grew to $3.7 \%$ from $3.2 \%$, respectively. The average local currency interbank rates increased from $3.7 \%$ in third quarter of 2002 to $4.1 \%$ in the current quarter. Foreign currency loan rates (TAMEX) were $10.1 \%$ in fourth quarter 2002, remaining similar to the preceding period, while deposit rates (TIPMEX) decreased slightly to $1.4 \%$ from $1.5 \%$ in the third quarter of 2002.

## I. 2 INTEREST INCOME AND OTHER INCOME

Net interest income in the fourth quarter of 2002 was US\$79.2 million, $16.2 \%$ less than that earned in the same period of 2001, mostly due to lower loan volumes and decreased interest margins. The net interest margin (net interest income over average interest earning assets), on an annualized basis, was $4.97 \%$ during the fourth quarter of 2002, lower than $6.16 \%$ in the year-ago quarter, and also compared to $5.37 \%$ in the third quarter 2002. Net interest margin decreased with respect to the preceding quarter principally due to lower lending rates in foreign currency and higher funding costs in Nuevos Soles, noting the continuing overall excess of liquid funds. The volume in interest earning assets, as an average between quarterly ending balances, reached US\$6,370 million in the period, increasing 3.8\% compared to US\$6,136 million in the last quarter of 2001.

Non-interest income was US $\$ 104.8$ million in the fourth quarter of 2002, lower by $10.0 \%$ compared to US $\$ 116.4$ million in the same period of 2001, principally due to US $\$ 29.6$ millions in gains from the sale of shares and a subsidiary in November 2001, as mentioned before, and registered in the securities transactions caption. Income from banking fees in the fourth quarter of 2002 increased $5.5 \%$ compared to revenue in the year-ago period, reaching US\$44.2 million. Non-interest income components were as follows:

| (In US\$Mn) | 4Q01 | 3Q02 | 4Q02 | 4Q02 vs. | 4Q02 vs. |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commissions for banking services(1) | 41.9 | 43.8 | 44.2 | $0.9 \%$ | 5 3Q02 |
| Net premiums | 27.2 | 31.3 | 30.9 | $-1.5 \%$ | $13.3 \%$ |
| Gains from sale of securities | 32.9 | -5.7 | 5.4 | $\mathrm{~N} / \mathrm{A}$ | $-83.5 \%$ |
| Gains from foreign exchange | 4.0 | 5.5 | 7.0 | $25.7 \%$ | $73.2 \%$ |
| Other non-interest income | 10.3 | 14.6 | 17.3 | $18.5 \%$ | $68.5 \%$ |
| Total Non-Interest Income | $\mathbf{1 1 6 . 4}$ | $\mathbf{8 9 . 6}$ | $\mathbf{1 0 4 . 8}$ | $\mathbf{1 6 . 9 \%}$ | $\mathbf{- 1 0 . 0 \%}$ |

(1) Credicorp's results show reclassifications by BCP, made on prior periods for comparison purposes, in the income from banking fees and general expenses concepts, of expenses incurred to provide certain services and recovered from clients through fees. Starting in 2Q02, financial statements show fee income net of these expenses, which were previously reported as part of general expenses.

## I. 3 OTHER NON-INTEREST EXPENSES

Other non-interest expenses, which include provisions for assets received in lieu of loan repayment and employee profit sharing expense, amounted to US\$113.5 million in fourth quarter 2002, 10.3\% higher than in the same period of the previous year. Higher expenses are principally explained by BCP's US\$4.0 million non-recurrent expenses (see Section II.4), expense from Banco Santander Central Hispano Peru ("BSCH Peru") acquired by BCP (see Sections II. 1 and II.5) of US\$3.5 million, and US $\$ 3.0$ million due to severance payments for personnel reduction and the closing of BCP's New York office. Credicorp's other expense components had the following variations:

| (\% change and US\$Mn) | 4Q01 | 3Q02 | 4Q02 | 4Q02 vs. | 4Q02 vs. <br> 3Q02 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries and employee benefits | 43.9 | 43.6 | 49.5 | $13.6 \%$ | $12.9 \%$ |
| General, administrative, and | 31.2 | 33.0 | 39.8 | $20.8 \%$ | $27.7 \%$ |
| taxes(1) |  |  |  |  |  |
| Depreciation and amortization | 12.4 | 10.7 | 11.5 | $7.7 \%$ | $-6.9 \%$ |
| Other | 15.4 | 7.6 | 12.6 | $66.8 \%$ | $-18.1 \%$ |
| Total Other Expenses | $\mathbf{1 0 2 . 9}$ | $\mathbf{9 4 . 9}$ | $\mathbf{1 1 3 . 5}$ | $\mathbf{2 0 . 0} \%$ | $\mathbf{1 0 . 3} \%$ |

(1) See note in the preceding table.

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, increased to $55.6 \%$ in the fourth quarter of 2002 having been $49.4 \%$ in the same period last year. Nevertheless, the efficiency ratio improved for full year 2002 to $52.0 \%$ from $52.9 \%$ in 2001. As explained in Section II.4, BCP registered US\$4.0 million of non-recurrent expenses in this quarter, and US\$12.5 million for total 2002. Adjusted operating expenses as a percentage of average total assets was $5.1 \%$ the current period, higher than $4.9 \%$ in the year-ago quarter.

## I. 4 ASSETS AND LIABILITIES

Credicorp's totals assets were US\$8.6 billion at December 31, 2002, 16.5\% over the balance at the start of the quarter, and grows $13.6 \%$ compared to the ending balance of 2001. The loan portfolio as of December 31, 2002 totaled US $\$ 4.8$ billion, increasing $24.5 \%$ during the present quarter, and are $18.5 \%$ higher than the year-ago balance. Deposits and other obligations reached US $\$ 6.8$ billion at December 31, 2002, a 19.9\% increase in the current quarter, and 18.0\% in year 2001. Loans and deposits grew in the current quarter mostly due to volume from BSCH Peru. Due to banks and correspondents, which closed at US $\$ 309.7$ million, remained almost unchanged during the present quarter, but declined $9.3 \%$ from US\$341.5 million in December 2001.

Loan quality indicators are shown in the following table:

| (In US\$Mn) | 4Q01 | 3Q02 | 4Q02 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,064.5$ | $3,869.6$ | $4,817.7$ |
| Past due loans | 350.8 | 310.4 | 405.3 |
| Loan loss reserves | 344.4 | 310.8 | 420.8 |
|  |  |  |  |
| Past due / Total loans | $8.6 \%$ | $8.0 \%$ | $8.4 \%$ |
| Reserves / Past due | $98.2 \%$ | $100.1 \%$ | $103.8 \%$ |

The balance of past due loans increased from US\$310.4 million in the preceding quarter to US\$405.3 million at the end of 2002, which included US\$116.3 milion from BSCH Peru (see Section II.5), and after charge-offs amounting to US $\$ 34.5$ million.

## I. 5 SUBSIDIARIES

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

| (US\$Mn) | 4Q01 | 3Q02 | 4Q02 | 12m01 | 12m02 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Banco de Credito BCP | US\$11.9 | US\$10.0 | US\$22.5 | US\$45.7 | US\$59.8 |
| Atlantic | 0.5 | 0.1 | 0.2 | 4.6 | 1.6 |
| PPS | 19.4 | 2.7 | 0.7 | 18.7 | 7.0 |
| Banco Tequendama | -0.1 | -3.1 | -0.9 | -1.8 | -4.4 |
| Credicorp and others* | -5.2 | -6.6 | -9.0 | -12.7 | -21.6 |
|  |  |  |  |  |  |
| Consolidated Net Income | US\$26.5 | US\$ 3.1 | US\$ 13.5 | US\$54.5 | US\$42.4 |

* Includes Inversiones Crédito and Grupo Capital (for contributions through Nov. 2001).

In the preceding table, the Credicorp and others concept contribute a loss of US\$9.0 million in the current quarter, which is mostly due to a US $\$ 3.0$ million provision for impaired value of investments, and US $\$ 2.7$ million of provisions on substandard loans transferred from Banco Tequendama. For total 2002, the US $\$ 21.6$ millones negative contribution is due to Credicorp's US $\$ 12.8$ million of losses assumed on behalf of Banco Tequendama, of which US\$6.5 million corresponded to provisions for transferred loans, and US\$6.3 million to exchange losses caused by the devaluation of the Colombian Peso and the Venezuelan Bolivar. Comparing with the previous year, in full year 2001 Credicorp had US\$2.4 million cumulative provisions for loans transferred from Banco Tequendama, while there were no provisions for this concept in the fourth quarter of 2001.

In the present quarter, Banco de Crédito BCP contributed US\$22.5 million to Credicorp's net income, while its results according to Peruvian accounting principles reported in Section II, amounted to US\$12.1 million, with the difference mainly due to higher translation gains registered on Credicorp's records (US\$1.2 million) compared to inflation adjustment losses (US\$9.9 million), which includes exchange losses on foreign currency asset positions in BCP's accounting based on domestic currency.

PPS's contributions to Credicorp in full year 2001 (US\$18.7 million) and in the fourth quarter of that year (US\$19.4 million) are lower than results according to Peruvian accounting principles (US\$60.9 million and US $\$ 60.1$ million, respectively, see section IV), principally due to lower gains from the sale of Backus \& Johnston shares. From this operation, approximately a US\$20 million gain was obtained by Credicorp, net of provisions, while a US\$54 million net profit was recorded in PPS's local books. The lower profit is due to the higher cost of these shares as registered in Credicorp's books, according to market valuation at Credicorp's inception, compared to historic cost at PPS.

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

Credicorp holds a $99.7 \%$ interest in BCB, directly and through various subsidiaries, and it is consolidated within BCP's financial statements. The Bolivian economy, after an stagnant year 2001, is expected to grow $2 \%$ in 2002 and may not reach $3 \%$ growth in 2003, lower than previously expected due to the government's fiscal difficulties and lower foreign investments. President Sánchez de Lozada, that took office in August, has relaxed monetary policy, facing social unrest with measures in favor of social security and public pension plans, increasing difficulties in financing a budget deficit that amounts to $7 \%$ of GDP. The general price level grew only $2.5 \%$ in 2002 ( $0.02 \%$ as of June 2002),
reflecting the weakness in demand, and continues to be below devaluation which was $9.8 \%$ in the year, with an ending exchange rate of 7.50 Bolivianos per U.S. Dollar.

Loan volume in the banking system continued to decline, which has led the Superintendency to relax regulations on past due loans and loan restructuring requirements. After falling by $10.8 \%$ in 2000 and $16.4 \%$ in 2001, loans decreased $11.7 \%$ in 2002, to finish at US $\$ 2,691$ million. Loan quality continued to deteriorate, from a past due ratio of $16.1 \%$ in December 2001, to $17.6 \%$ in December 2002, but improves from $21.6 \%$ at September 2002 mostly due to the regulation change that allows overdue loans with less than 30 days past due not to be registered as past due. Total deposits in the system amounted to US\$2,729 million at December 2002, lower by 13.6\% compared to December 2001.

BCB's market share in deposits at the end of 2002 was $12.7 \%$, similar to $12.5 \%$ at the end of September 2002, remaining as the fifth bank of twelve banks in the system. In terms of loans, BCB ranked as the fourth in the system with $11.7 \%$ market share, also similar to $11.9 \%$ it had last September.

As of December 31, 2002, BCB had total loans of US\$313.3 million which compares to the US\$322.4 million at September 2002, and US\$391.5 million at year-end 2001. At the end of the fourth quarter 2002, BCB's past due loans reached US $\$ 67.6$ million, or $21.6 \%$ of total loans, lower than $25.3 \%$ at September 2002, but remains over 14.2\% at December 2001. Coverage of past due loans with loan Ioss provisions increases from 57.6\% as of December 2001 to 62.5\% in December 2002.

In 2002, loan provisions charged against results in BCB's records amounted to US\$14.2 million, compared to US $\$ 18.2$ million charged during 2001. During 2002, an additional US $\$ 16.0$ million in loan loss provisions were incurred at the BCP level to cover BCB's impaired assets, while in full 2001 an additional US\$13.6 million were provisioned by Credicorp (US\$7.0 million) and at the BCP level (US\$6.6 million).

Total year 2002 net income was only US\$22 thousand, compared to US\$1.3 million in 2001, decreasing principally due to lower net interest income, partially offset by higher gains on sale of securities.

## Banco Tequendama, Colombia

Colombian GDP grew $1.6 \%$ through September 2002, with relatively high growth of $2.2 \%$ in the second quarter and $1.9 \%$ in the third. Economic activity continues giving slight signs of improvement, led by expansion of the construction and manufacturing sectors, that grew $6.3 \%$ and $2.4 \%$ in the third quarter, respectively.

Following the $18.8 \%$ devaluation in the third quarter 2002, the exchange rate remained almost unchanged in the last quarter, ending 2002 at Co\$2,865 per US\$1, resulting in a cumulative devaluation of $25 \%$ in the year. Inflation increased from $0.5 \%$ in the third quarter 2002 to $1.6 \%$ in the current period, reaching $7.0 \%$ in the year, which exceeded the official $6 \%$ target.

During the quarter, interest rates continued a slow decline, with the DTF rate decreasing from 8.91\% last September to $7.70 \%$ at the end of December 2002. After several years of successive lower Central Bank intervention rates with the objective of helping the recovery of economic activity, in January 2003 rates were increased 100 basis points to control inflation.

Banking system statistics show that loans decrease from US\$15.7 billion at December 2001, to US $\$ 14.4$ billion at the close of October 2002, with the past-due ratio increasing to $13.4 \%$, from $10.3 \%$ at year-end 2001. Total deposits in the banking entities were US\$18.7 billion at the end of October 2002, decreasing 16.2\% since December 2001.

Banco Tequendama's loan market share, as of October 2002, was $1.43 \%$, lower than $1.49 \%$ obtained in December 2001. At the same dates, deposit market share decreased to $0.74 \%$ from $0.78 \%$.

As of December 31, 2002, Banco Tequendama's loans were US\$211.7 million, remaining similar to the preceding quarter balance, but decreases from US\$245.1 millon as of December 2001. At the end of 2002, deposits totaled US $\$ 154.1$ million, decreasing slightly compared to US\$159.2 million in September 2002, decreasing also from US $\$ 227.4$ million at the year-ago period.

The past due loan ratio was $4.3 \%$ in December 2002, improving from $4.7 \%$ at the end of last September, while coverage with provisions was $67.0 \%$, compared to $72.7 \%$, respectively.

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

## II. 1 NET INCOME

Consolidated net income for the year ended December 31, 2002 was S/.228.1 million (US\$64.9 million), increasing $24.7 \%$ compared to net income of S/. 182.9 million (US $\$ 52.1$ million) in 2001. Net income for the quarter ended December 31, 2002 was $\mathrm{S} / .42 .5$ million (US $\$ 12.1$ million), lower than S/.47.0 million (US $\$ 13.4$ million) in the fourth quarter of 2001. Results in year 2002 increased compared to the previous year principally due to higher non-interest income and lower loan loss provisions, that offset decreased net interest income and higher operating expenses. These same changes are noted comparing fourth quarter 2002 net income with the year-ago period, except for the negative inflation adjustment result, due to the strenghtening of the Nuevo Sol exchange rate in the last quarter, explaining the lower current period profits.

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

|  | Three months ended |  |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.01 | 30,09.02 | 31.12 .02 | 31.12 .02 | 31.12.01 | 31.12.02 | 31.12.02 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 289.4 | 261.9 | 281.8 | \$80.2 | 1,164.3 | 1,098.2 | \$312.5 |
| Provisions for loan losses, net | 113.7 | 110.1 | 69.0 | \$19.6 | 428.5 | 369.7 | \$105.2 |
| Other income | 189.8 | 195.1 | 212.4 | \$60.4 | 675.8 | 778.3 | \$221.5 |
| Other expenses | 295.9 | 291.2 | 326.7 | \$93.0 | 1,145.8 | 1,201.5 | \$341.9 |
| Result from exposure to inflation | 12.9 | 27.3 | (34.6) | (\$9.9) | (1.5) | 16.8 | \$4.8 |
| Income before income tax | 82.4 | 83.1 | 63.8 | \$18.2 | 264.4 | 322.0 | \$91.6 |
| Income Tax | 35.4 | 21.9 | 21.3 | \$6.1 | 81.5 | 93.9 | \$26.7 |
| Net Income | 47.0 | 61.2 | 42.5 | \$12.1 | 182.9 | 228.1 | \$64.9 |
| Net Income per share (2) | 0.044 | 0.057 | 0.039 | \$0.011 | 0.170 | 0.212 | \$0.060 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information is in constant soles as of December 31, 2002. Figures in US\$ have been translated at the exchange rate of $S / 3.514$ to the dollar.
(2) Based on 1,076 million outstanding shares in all periods.

During the fourth quarter of 2002 BCP acquired Banco Santander Central Hispano Peru ("BSCH Peru"), which is included in BCP's consolidated financial statements since the beginning of December 2002. The following summary of results, according to Peruvian GAAP, corresponding to the month of December 2002, should be considered only for reference since they include numerous non recurring adjustments due to the acquisition and pending merger.

| BSCH Peru Results month of December 2002 | S/.Mn | US\$Mn(1) |
| :--- | ---: | ---: |
| Net interest income | 18.2 | 5.2 |
| Provisions for loan losses, net | 0.0 | 0.0 |
| Other income | 7.5 | 2.1 |
| Other expenses | 12.7 | 3.6 |
| Result from exposure to inflation | 0.8 | 0.2 |
| Income before income tax | 13.9 | 3.9 |
| $\quad$ Income Tax | 4.2 | 1.2 |
| $\quad$ Net Income | $\mathbf{9 . 7}$ | $\mathbf{2 . 8}$ |

(1) Translated at the exchange rate of S/.3.514 per US\$1.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, in the fourth quarter of 2002 reached S/.281.8 million (US $\$ 80.2$ million), decreasing $2.6 \%$ compared to the same period of last year, but grew $7.6 \%$ compared to the preceding third quarter of 2002. The decline versus the prior year quarter is mainly due to lower interest margins, within a persistent excess liquidity environment in both local and foreign currencies.

During the fourth quarter of 2002, the net interest margin was $5.38 \%$, decreasing from $5.57 \%$ in the third quarter of 2002, and also compared to $6.15 \%$ during the last quarter of 2001. During the current quarter the margin decreased mostly due to continued declining loan rates in foreign currency and higher local currency deposit interest rates.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, in the fourth quarter of 2002 amounted to $\mathrm{S} / .212 .4$ million (US $\$ 60.4$ million), $11.9 \%$ higher than income earned during the same period of 2001, while total year 2002 revenue grew $15.2 \%$, reaching $\mathrm{S} / .778 .3$ million (US $\$ 221.5$ million), mostly due to higher banking services fees and increased recoveries of charged-off accounts and provisions of prior years.

In the fourth quarter of 2002, fees from banking services amounted to S/.148.5 million (US\$42.2 million), $14.1 \%$ higher than in the same period of 2001, mostly due to increased revenue from account maintenance and credit card fees. (See note in table of Section I.2.) In the quarter, fees on the most important banking services had the following growth rates:

| (In constant S/. Mn.) | 4Q01 | 4Q02 | Growth |
| :--- | ---: | ---: | ---: |
| Contingent credits | 6.7 | 8.1 | $20.9 \%$ |
| Foreign Trade | 5.9 | 7.9 | $33.9 \%$ |
| Account Maintenance | 29.9 | 37.9 | $26.8 \%$ |
| Insurance | 6.0 | 6.2 | $3.3 \%$ |
| Collections fees | 14.0 | 16.3 | $16.4 \%$ |
| Fund transfer services | 24.2 | 26.1 | $7.9 \%$ |
| Credit card fees | 14.7 | 18.4 | $25.2 \%$ |
| Brokerage | 6.6 | 8.6 | $30.3 \%$ |
| Corporate Finance | 3.9 | 4.3 | $10.3 \%$ |
| Loan administration | 1.7 | 0.8 | $-52.9 \%$ |
| Shipping and handling | 6.5 | 6.9 | $6.2 \%$ |
| Other | 10.1 | 7.0 | $-30.7 \%$ |
| $\quad$ Total | $\mathbf{1 3 0 . 2}$ | $\mathbf{1 4 8 . 5}$ | $\mathbf{1 4 . 1 \%}$ |

In the fourth quarter of 2002, securities transactions resulted in gains of $\mathrm{S} / .4 .7$ million (US $\$ 1.4$ million), compared to the last quarter of 2001 which had gains of S $/ .21 .2$ million (US $\$ 6.0$ million) due to recoveries of excess provisions. The general index of the Lima Stock Exchange increased 21.0\% in the fourth quarter of 2002, growing a cumulative 18.3\% in the year 2002.

Gains from foreign exchange operations were $\mathrm{S} / .23 .5$ million (US $\$ 6.7$ million) in the fourth quarter of 2002, $50.4 \%$ over revenue in the same period in 2001, mainly due to increased traded volumes, while margins remained almost unchanged.

The Other Income caption, where reversals of prior year expenses and provisions and recoveries of certain operating costs from clients are booked, increased from S/.22.7 million (US\$6.5 million) in the fourth quarter of 2001 to $\mathrm{S} / .35 .6$ million (US $\$ 10.1$ million) in the current period, principally due to increased recoveries of accounts charged-off in previous periods and prior years provisions.

## II. 4 OTHER NON-INTEREST EXPENSES

Non-interest expenses during the fourth quarter of 2002 were S/.326.7 million (US\$93.0 million), 10.4\% above those of the same period in 2001, mainly due to increased personnel and general expenses. Adjusted operating expenses, determined by excluding provisions for assets received in lieu of loan repayment, non recurring expenses and employee profit sharing expenses, reached S/.287.1 million (US\$81.7 million) in the fourth quarter of 2002, increasing $7.3 \%$ compared to the year-ago period.

Approximately $45 \%$ of non-interest expenses were attributable to employee salaries and other expenses related to personnel. This concept increased $23.4 \%$ to $\mathrm{S} / .147 .5$ million (US $\$ 42.0$ million) when compared to the fourth quarter of 2001, due principally to increased expenses in subsidiaries BSCH Perú and Solución, and at the Miami office, higher bonuses and severance payments, including payments for the closing of the New York office. At the end of the fourth quarter 2002 the number of employees stood at 8,356, increasing from 7,977 employees as of September 2002, mainly due to 685 employees included from BSCH Peru, partly offset by lower fixed positions at Banco de Crédito del Perú, Solución Financiera and Banco de Crédito de Bolivia.

General and Administrative expenses, which represented $34 \%$ of non-interest expenses, reached S/.111.1 million (US $\$ 31.6$ million) in the fourth quarter of 2002, increasing $24.9 \%$ when compared to expenses in the same period a year ago mainly from non-recurring increases in expenses related to systems, third party fees and marketing, while BSCH Peru's expenses amounted to $\mathrm{S} / .4 .0$ million (US\$1.2 million). Non-recurring expenses are related to BCP's new identity campaign and system's
restructuring projects, and in the twelve months through December 2002 amounted to $\mathrm{S} / .44 .1$ million (US $\$ 12.5$ million), while S/.14.2 million (US $\$ 4.0$ million) were incurred in fourth quarter 2002. (See note in table of Section I.2.) In the quarter, the most significant general and administrative expenses were:

| (In constant S/. Mn.) | 4Q01 | 4Q02 | Chnge. |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 11.9 | 14.1 | $18.5 \%$ |
| Communications | 8.8 | 10.0 | $13.6 \%$ |
| Third party fees | 11.3 | 23.5 | $108.0 \%$ |
| Insurance and security | 9.0 | 7.6 | $-15.6 \%$ |
| Transport of currency and securities | 12.7 | 12.0 | $-5.5 \%$ |
| Systems and maintenance | 15.1 | 19.2 | $27.2 \%$ |
| Advertising and marketing | 17.5 | 18.2 | $4.0 \%$ |
| Other G\&A | 2.6 | 7.0 | $150.0 \%$ |
| $\quad$ Total G\&A | $\mathbf{8 8 . 9}$ | $\mathbf{1 1 1 . 1}$ | $\mathbf{2 4 . 9 \%}$ |

The Other caption within Other Non-Interest Expenses, decreased from S/.48.9 million (US\$13.9 million) in the fourth quarter of 2001 to $\mathrm{S} / .29 .8$ million (US $\$ 8.5$ million) in the current quarter, mainly due to lower provisions for contingencies registered within this caption.

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, slightly decreased from $5.0 \%$ in the fourth quarter of 2001 to 4.9 in the current period.

Adjusted operating expenses, as a percentage of total income, increased from $55.8 \%$ to $58.1 \%$ when comparing the fourth quarters of 2001 and 2002, respectively, but improves for total year figures to $55.9 \%$ in 2002 from $56.6 \%$ in 2001.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP reached S/.25,517 million (US\$7,261 million) at the end of December 2002, increasing $22.0 \%$ with respect to the balance at the end of the preceding quarter, and by $21.4 \%$ compared to assets at December 2001. Balance sheet changes during the fourth quarter 2002 are mostly due to the inclusion of BSCH Peru, which is consolidated by BCP in its financial statements since the beginning of December 2002. A summary balance sheet of BSCH Peru at December 31, 2002, is shown in the following table:

BALANCE SHEETS as of 31.12 .02

| ASSETS | BSCH Perú |  | BCP Consolidated |  |
| :---: | :---: | :---: | :---: | :---: |
|  | S/.Mn | US\$Mn(1) | S/.Mn | US\$Mn(1) |
| CASH AND DUE FROM BANKS | 908 | \$258 | 7,296 | \$2,076 |
| MARKETABLE SECURITIES, net | 78 | \$22 | 1,938 | \$552 |
| LOANS | 2,528 | \$719 | 15,653 | \$4,454 |
| Current | 2,165 | \$616 | 14,313 | \$4,073 |
| Past Due | 363 | \$103 | 1,340 | \$381 |
| Less - Reserve for possible loan losses | (409) | (\$116) | $(1,457)$ | (\$415) |
| LOANS NET | 2,120 | \$603 | 14,196 | \$4,040 |
|  |  |  | 0 | 1 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 7 | \$2 | 416 | \$118 |
| PROPERTY, PLANT and EQUIPMENT, net | 146 | \$42 | 779 | \$222 |
| OTHER ASSETS | 169 | \$48 | 891 | \$253 |
| TOTAL ASSETS | 3,427 | \$975 | 25,517 | \$7,261 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 2,920 | \$831 | 21,802 | \$6,204 |
| DUE TO BANKS AND CORRESPONDENTS | 82 | \$23 | 555 | \$158 |
| OTHER LIABILITIES | 241 | \$69 | 1,165 | \$331 |
| SHAREHOLDERS EQUITY: | 183 | \$52 | 1,995 | \$568 |
| TOTAL LIABILITIES AND EQUITY | 3,427 | \$975 | 25,517 | \$7,261 |
| Contingent Credits | 1,231 | \$350 | 5,465 | \$1,555 |

(1)Translated at S/.3.514 per US\$1.00.

Consolidated total loans were S/.15,653 million (US\$4,454 million) at the end of December 2002, increasing $22.7 \%$ compared to September 2002, and by $21.5 \%$ with respect to year-end 2001. At December 31, 2002, the loan portfolio, net of provisions, represented $55.6 \%$ of total assets, higher than $55.2 \%$ a year-ago. At the end of the fourth quarter of 2002, the Nuevos Soles portion of the loan portfolio was $15.2 \%$, slightly over $14.9 \%$ in September 2002, but below $15.8 \%$ as of December 2001.

As of December 31, 2002 total deposits were S/.21,802 million (US\$6,204 million), increasing 18.7\% during the current quarter, and by $22.1 \%$ since the beginning of the year. During the present quarter, demand deposits grew $26.3 \%$, time deposits increased $18.9 \%$ and savings deposits by $12.6 \%$. Deposits denominated in Nuevos Soles were $21.8 \%$ of total deposits, remaining similar to $21.9 \%$ at September 2002, but increasing over 19.8\% at the end of December 2001.

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

|  | Loans, net |  |  | Total Deposits |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In \% and constant S/.Mn.) | 4Q01 | 3Q02 | 4Q02 | 4Q01 | 3 O 02 | 4Q02 |
| Banco de Crédito del Peru | 71.1\% | 81.4\% | 71.3\% | 79.8\% | 88.6\% | 76.9\% |
| Banco Santander Perú | -.- | -.- | 14.9\% | -.- | -.- | 13.4\% |
| Banco de Crédito de Bolivia | 13.1\% | 9.2\% | 6.6\% | 9.8\% | 7.0\% | 6.0\% |
| Banco de Crédito Overseas | 9.5\% | 1.3\% | 0.5\% | 7.3\% | 0.5\% | 0.3\% |
| Crédito Leasing | 4.9\% | 6.1\% | 4.8\% | 2.7\% | 3.0\% | 2.4\% |
| Solución Financiera de Crédito | 1.4\% | 2.0\% | 1.9\% | 0.4\% | 0.9\% | 1.0\% |
| TOTAL\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| BCP consolidated Total | S/.11,693 | S/.11,632 | S/.14,196 | S/.17,863 | S/.18,371 | S/.21,801 |

According to statistics from the Peruvian Banking Association (ASBANC) for Peruvian commercial banks as of December 31, 2002, Banco de Crédito del Perú had a total loan market share of $29.7 \%$ ( $27.8 \%$ at September 30, 2002 and $27.2 \%$ at December 31, 2001), and $34.0 \%$ of deposits ( $32.9 \%$ at September 30, 2002 and $30.9 \%$ at December 31, 2001). At December 31, 2002, BSCH Peru's loan market share was $6.6 \%$ and $4.7 \%$ of deposits.

Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 31.12.01 | 30.09 .02 | 31.12.02 |
| :---: | :---: | :---: | :---: |
| Corporate | 44.9\% | 46.7\% | 42.6\% |
| Middle market | 27.0\% | 26.3\% | 28.3\% |
| Retail: | 28.1\% | 27.0\% | 29.1\% |
| - small business | 9.7\% | 10.2\% | 9.8\% |
| - home mortgage | 9.9\% | 8.8\% | 11.7\% |
| - consumer | 5.1\% | 4.7\% | 4.2\% |
| - credit cards | 3.3\% | 3.3\% | 3.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/12,883 | S/.12,752 | S/.15,653 |

In the current quarter, loan balances grew 22.7\%, middle market loans higher by $32.2 \%$ to $\mathrm{S} / .4,436$ million (US $\$ 1,262$ million), retail loans by $31.9 \%$ to $\mathrm{S} / .4,546$ million (US $\$ 1,294$ million), and corporate loans higher by $12.1 \%$ to $\mathrm{S} / 6,671$ million (US $\$ 1,898$ million). Retail loans by product performed as follows:

| (\% change and constant S/. Mn) | 4Q01 | 3Q02 | 4Q02 | $\begin{gathered} \hline \text { 4Q02 vs } \\ \text { 3Q02 } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 4Q02 vs } \\ \text { 4Q01 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Small business loans | 1,247 | 1,298 | 1,535 | 18.3\% | 23.0\% |
| Mortgage loans | 1,270 | 1,126 | 1,825 | 62.0\% | 43.7\% |
| Consumer loans | 657 | 601 | 657 | 9.3\% | 0.0\% |
| Credit card loans | 437 | 421 | 529 | 25.5\% | 21.1\% |
| Total Retail | 3,611 | 3,447 | 4,546 | 31.9\% | 25.9\% |

At December 31, 2002 contingent credits were $\mathrm{S} / .5,465$ million (US $\$ 1,555.3$ million), increasing $21.4 \%$ during the current quarter, and by $52.4 \%$ over the December 2001 figure, as can be seen in the following chart:

| (\% change and constant S/. Mn) | 4Q01 | 3Q02 | 4Q02 | 4Q02 vs <br> 3Q02 | 4Q02 vs <br> 3Q01 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| - Guarantees and Stand-by LCs | 1,776 | 1,874 | 2,383 | $27.1 \%$ | $34.2 \%$ |
| - Letters of Credit | 344 | 391 | 380 | $-2.8 \%$ | $10.4 \%$ |
| - Acceptances | 128 | 107 | 145 | $36.1 \%$ | $13.8 \%$ |
| - Foreign currency forwards | 682 | 1,489 | 1,572 | $5.6 \%$ | $130.7 \%$ |
| - Other contingent accounts | 657 | 641 | 985 | $53.7 \%$ | $49.8 \%$ |
| Total Contingent Credits | $\mathbf{3 , 5 8 6}$ | $\mathbf{4 , 5 0 2}$ | $\mathbf{5 , 4 6 5}$ | $\mathbf{2 1 . 4 \%}$ | $\mathbf{5 2 . 4 \%}$ |

## II. 6 LOAN QUALITY

Balances at December 31, 2002 include S/. 363 million (US\$103.4 million) of overdue loans from BSCH Peru. Nevertheless, loan quality improvement in other units of BCP partly offset this effect.

Consolidated past due loans amounted to S/.1,340 million (US\$381.2 million) at December 31, 2002, increasing $28.8 \%$ over the balance of S/.1,040 million (US\$296.1 million) as of the end of the third quarter of 2002, and $18.4 \%$ over S/.1,132 million (US $\$ 322.1$ million) at year-end 2001. The ratio of past due loans as a percentage of total loans improved from $8.79 \%$ in December 2001 to $8.56 \%$ at December 31, 2002, but slightly increased compared to $8.16 \%$ at September 30, 2002.

At the end of the fourth quarter 2002, outstanding balances of loan loss provisions totaled S/.1,457 million (US\$414.6 million), increasing $30.1 \%$ compared to the preceding quarter, mainly due to the inclusion of S/. 409 million (US $\$ 116.3$ million) from BSCH Peru. The ratio of loan provisions to past due loans was $108.8 \%$ at the end of 2002, slightly higher than the $107.7 \%$ at September 2002 and better than $105.1 \%$ past due coverage at December 2001.

Of total provisions outstanding at the end of the current quarter, S/.180.4 million (US\$51.3 million) correspond to generic provisions assigned to loans in the Normal (A) risk category, increasing from generic provisions of S $/ 156.4$ million (US $\$ 44.5$ million) at September 30, 2002, mostly due to $\mathrm{S} / .23 .5$ million (US\$6.7 million) included from BSCH Peru. Additionally, at year-end BSCH Peru had a US\$22.9 million voluntary reserve pending of final allocation.

Loans believed to be unrecoverable, fully provisioned in prior periods, and written-off during the fourth quarter 2002 amounted to $\mathrm{S} / .121 .3$ million (US $\$ 34.5$ million), of which approximately $8 \%$ were related to consumer loans and $11 \%$ to agricultural loans under the Agricultural Financial Relief ("RFA") program. This compares to charge-offs in the third quarter of 2002 of $\mathrm{S} / .98 .7$ million (US $\$ 28.1$ million), and S/.153.3 million (US\$43.6 million) in the year-ago fourth quarter.

At the end of the quarter, refinanced loans amounted to $\mathrm{S} / .896 .8$ million (US\$255.2 million), growing over the balance at September 2002 that was S/816.5 million (US $\$ 232.4$ million) mainly due to refinanced loans from BSCH Peru amounting to $\mathrm{S} / .200 .5$ million (US $\$ 57.1$ million).

Loans classified as Substandard (i.e., Deficient, Doubtful and Loss) were 17.7\% of the loan portfolio in December 2002, decreasing from the ratios of $19.5 \%$ and $19.0 \%$ that resulted in December 2001 and September 2002, respectively. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 31.12.01 | 30.09.02 | 31.12.02 |
| :---: | :---: | :---: | :---: |
| A: Normal | 69.6\% | 70.8\% | 72.2\% |
| B: Potential Problem | 11.0\% | 10.2\% | 10.1\% |
| C: Deficient | 8.3\% | 9.2\% | 7.3\% |
| D: Doubtful | 4.9\% | 5.0\% | 5.3\% |
| E : Loss | 6.3\% | 4.8\% | 5.1\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.12,883 | S/.12,752 | S/.15,653 |

Loan loss provisions, net of recoveries, charged in total year 2002 amounted to $\mathrm{S} / .369 .7$ million (US $\$ 105.2$ million), $13.7 \%$ lower than S/.428.5 million (US $\$ 121.9$ million) in 2001. Provision expense in 2002 include US\$30 million for the past due portfolio of the Bolivian subsidiary, of which US\$16.0 million were registered at the BCP level in addition to US\$6.6 million provisioned in 2001 (see Section $1.5-\mathrm{BCB}$ ). In the fourth quarter of 2002, loan loss provisions, net of recoveries, for the amount of S/.69.0 million (US\$19.6 million) were charged against income, decreasing from S/.110.1 (US\$31.3 million) provisioned in the third quarter 2002, and also compared to provision expense in the last quarter of 2001 which was $\mathrm{S} / .113 .7$ million (US $\$ 32.4$ million). Quarterly provision expense charged by each business segment is as follows:

| (\% of Provision expense and S/.Mn const.) | 4Q01 | 3Q02 | 4Q02 |
| :---: | :---: | :---: | :---: |
| Corporate Banking | 15.6\% | 25.7\% | 43.9\% |
| Middle Market | 29.5\% | 37.8\% | 40.0\% |
| Retail | 54.9\% | 36.5\% | 16.1\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Provision Expense, net | S/.113.7 | S/.110.1 | S/. 69.0 |

## II. 7 CAPITAL ADEQUACY

At the end of the fourth quarter of 2002, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 9.6 to 1.0 ( $10.4 \%$ ), while the corresponding consolidated ratio was 8.0 to 1.0 ( $12.5 \%$ ). Risk-weighted assets include $\mathrm{S} / .714 .7$ million (US $\$ 203.4$ million) of market-risk exposure whose coverage required S/.65.0 million (US $\$ 18.5$ million) of regulatory capital at December 31, 2002. Peruvian regulations limit risk-weighted assets to a ratio of 11.0 to 1.0 ( $9.1 \%$ ).

As of December 31, 2002, BCP's consolidated "regulatory capital" was S/.2,255 million (US\$641.8 million), increasing compared to S/.2,002 million (US $\$ 569.8$ million) in the preceding quarter mostly due to higher retained earnings, S/. 100 million to be capitalized in March 2003, and higher subordinated debt. Regulatory capital included $\mathrm{S} / .140 .2$ million ( $\$ 39.9$ million) in subordinated debt in the current period, increasing from S/.89.8 million (US\$25.6 million) at September 2002.

|  | BCP |  | BCP consolidated |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated |  |  |  |
| (In constant S/. Mn.) | $\mathbf{3 1 . 1 2 . 0 1}$ | $\mathbf{3 1 . 1 2 . 0 2}$ | $\mathbf{3 1 . 1 2 . 0 1}$ | $\mathbf{3 1 . 1 2 . 0 2}$ |
| Regulatory capital | 1,404 | 1,409 | 2,005 | 2,255 |
| Risk weighted assets | 13,183 | 13,570 | 16,499 | 17,981 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.4 | 9.6 | 8.2 | 8.0 |
| Capital / Weighted Assets | $10.7 \%$ | $10.4 \%$ | $12.2 \%$ | $12.5 \%$ |

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

Consolidated net income for the year ended December 31, 2002 was US\$5.8 million, 2.2\% over US\$5.6 million in 2001. Fourth quarter 2002 net income was US $\$ 0.2$ million, compared to US\$0.5 million in the year-ago quarter. Net income in the current quarter decreases compared to the prior year period due to lower net interest income, partly offset by reduced personnel expenses.

Net interest income before risk provisions, which includes dividend income, was US\$3.9 million in the fourth quarter of 2002, lower than US\$4.8 million in the last quarter of 2001. Dividends received in both periods were not significant.

Net interest margin, without considering dividends and investments in equity shares, was $2.7 \%$ during fourth quarter 2002, under the 3.0\% margin in the preceding quarter and also in 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 fourth quarter of 2002 charges against income for market risk provisions amounted to US\$2.1 million, increasing from US $\$ 1.0$ million charged in the preceding quarter, but lower than US $\$ 3.0$ million provisioned in the year-ago period. In the current quarter US\$0.8 million were also provisioned for credit risks, increasing over US $\$ 0.3$ million in the preceding period.

Other Income, which includes fee income and realized gains on securities transactions before risk provisions, improved from a loss of US $\$ 0.4$ million in the third quarter of 2002 to a gain of US $\$ 1.2$ million in the current quarter, mainly due to lower realized losses on securities transactions, which drop from a US $\$ 1.7$ million loss in the third quarter to a US\$0.6 million loss in the fourth quarter of 2002, and to exchange gains and recoveries of excess generic provisions amounting to US $\$ 0.6$ million from the closing of ASB's U.S. agency.

The loan portfolio, net of provisions, was US\$160.5 million as of December 31, 2002, decreasing compared to US\$176.1 million at December 2001, mainly due to decreased lending to Peruvian companies and lower risk-participated loans.

The investment portfolio was US $\$ 313.8$ million at December 2002, over US $\$ 298.9$ million last September 2002, but below US $\$ 330.6$ million at the end of 2001. The increase in the current quarter is principally because of higher valuations in the capital markets and to purchases of investment grade securities.

Deposits amounted to US\$544.3 million at December 31, 2002, increasing from US $\$ 537.3$ million at the end of the third quarter of 2001, but declines from US\$555.7 million at year-end 2001 mostly due to transfers into other investments resulting from lower bank deposit interest rates.

Funds under management increased 28.9 \% during 2002, reaching to US $\$ 549.1$ million at December 31, 2002, from US $\$ 426.0$ million at the end of 2001, and $7.6 \%$ 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. Additionally, during the last quarter of 2002 market values of these porfolios increased significantly.

Net equity reached US $\$ 110.3$ million at the end of December 2002, higher than US $\$ 102.4$ million at September 2002 mainly due to lower special equity reserves for unrealized losses on investments which decreased from US $\$ 15.1$ million at the end of September 2002, to US $\$ 7.4$ 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 $1.2 \%$, annualized, in the fourth quarter of 2002 compared to the $1.4 \%$ ratio during the same period in 2001. This ratio declines to $0.7 \%$ in the fourth quarter of 2002 , when funds under management are included within total assets, improving over $0.9 \%$ in the prior year quarter. The improvements a maily due to the closing of ASB's U.S. agency.

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

PPS obtained in the year ended December 31, 2002 a consolidated net income of $\mathrm{S} / .35 .5$ million (US $\$ 10.1$ million), which compares with net income in 2001 of $\mathrm{S} / 214.1$ million (US $\$ 60.9$ million) which included a net gain of S/.190.7 million (US\$54.3 million) from the sale of Backus and Johnston equity shares. Recurring net income in 2002 improved principally due to higher premiums.

Net income in the fourth quarter 2002 was $\mathrm{S} / .1 .0$ million (US $\$ 0.3$ million), compared to $\mathrm{S} / .211 .3$ million (US\$60.1 million) in the year-ago quarter where the above mentioned gain was registered. Net income in the current quarter was affected by high claims and by inflation adjustment losses.

Total premiums in the fourth quarter of 2002, increased $2.8 \%$ to $\mathrm{S} / .197 .3$ million (US $\$ 56.1$ million), compared to $\mathrm{S} / .191 .9$ million (US $\$ 54.6$ million) in the year-ago quarter, but decrease $14.9 \%$ compared to $\mathrm{S} / .231 .9$ million (US $\$ 66.0$ million) in the preceding third quarter. Net premiums earned, net of reinsured premiums and reserves, were S/.120.7 million (US\$34.3 million) in fourth quarter 2002, $10.8 \%$ above the prior year quarter, mainly due to higher retained premiums. Also, premiums grew because of increased prices due to higher international reinsurance costs.

Additions to technical reserves for premiums grew by $\mathrm{S} / .28 .6$ million (US $\$ 8.1$ million) in the fourth quarter of 2002, most of which, S/.24.5 million (US\$7.0 million) were established by Pacífico Vida for its life annuities and life insurance lines.

Comparing total year results of 2002 and 2001, consolidated premiums consisted of: general insurance lines that amounted to $62.3 \%$ of total premiums and increased $22.7 \%$, while Pacífico Salud's premiums were $10.2 \%$, increasing $9.1 \%$, and premiums by Pacífico Vida amounted to $27.5 \%$ and grew 7.5\%.

Through December 31, 2002, growth of PacíficoSAlud and the health and medical assistance insurance line ( $21.8 \%$ of total premiums) was $6.8 \%$; fire insurance lines ( $22.7 \%$ of total premiums) increased $69.2 \%$; while the automobile insurance line ( $7.1 \%$ of total premiums) decreased $9.8 \%$. Through December 2002, pension fund benefits insurance ( $8.1 \%$ of total premiums) grew $7.3 \%$, while group life insurance and individual life insurance policies ( $10.8 \%$ of total premiums) grew $14.1 \%$, and life annuities ( $7.5 \%$ of total premiums) decreased $1.1 \%$ compared to year 2001.

Net underwriting results was $\mathrm{S} / .13 .8$ million (US $\$ 3.9$ million) in the fourth quarter of 2002, compared to S/. 18.8 million (US $\$ 5.3$ million) in the prior year quarter. The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) decreased to $7.0 \%$ in the fourth quarter of 2002, compared to $9.8 \%$ in the prior year period, and to $9.3 \%$ in the third quarter 2002 mainly because of higher claims.

Net claims incurred in the fourth quarter of 2002 were $\mathrm{S} / .88 .4$ million (US $\$ 25.2$ million), $14.9 \%$ over claims in the last quarter of 2001, but decrease $3.5 \%$ compared to the preceding quarter. The net loss ratio (net claims to net premiums) increases to $73.2 \%$ in the current quarter from $70.6 \%$ in fourth quarter 2001, and from $71.3 \%$ in the preceding third quarter. The net loss ratio for total 2002 was $73.0 \%$, lower than $81.6 \%$ in 2001, but continues high in pension fund insurance (116\%), health (88\%) and in Pacífico Salud (83\%).

The combined ratio (the sum of net claims, general expenses and commissions, as a percentage of net premiums) increased from $107.1 \%$ in the fourth quarter of 2001 to $108.1 \%$ in the current quarter, due to higher claims, principally in health insurance, Pacífico Salud and pension fund insurance.

Operating expenses over net premiums declined from $28.1 \%$ to $25.4 \%$ comparing the fourth quarters of 2001 and 2002, respectively.

Investments in real estate and financial assets were S/.1,024 million (US $\$ 291.5$ million) at the end of December 2002, increasing 23.9\% from the year-ago balance.

As of December 31, 2002, total assets were S/.1,416 million (US\$403.1 million) increasing 3.6\% compared to the year-ago balance. At the end of the current period net equity amounted to $\mathrm{S} / .334 .5$ million (US $\$ 95.2$ million) decreasing $30.1 \%$ from net equity at December 2001 mostly due to payment of cash dividends.

The Peruvian insurance market through November 30, 2002, increased total premiums $18.9 \%$ with respect to the same prior year period, reaching US\$616.1 million, mainly due to higher reinsurance costs. For the first eleven months of 2002, PPS's market share in total premiums was $32.1 \%$ ( $32.5 \%$ in the year-ago period), with the share in general risks lines being 34.0\% (35.0\% through November 2001), and in life insurance and pension fund benefits lines of $29.9 \%$ and $26.0 \%$ ( $29.9 \%$ and $25.9 \%$ as of November 2001), respectively.
*** 8 Tables To Follow ***

# CREDICORP LTD. AND SUBSIDIARIES 

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

\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{ASSETS} \& \multicolumn{4}{|c|}{As of} <br>
\hline \& Sep. 30, 2001 \& Dec. 31, 2001 \& Sep. 30, 2002 \& Dec. 31, 2002 <br>
\hline \multicolumn{5}{|l|}{CASH AND DUE FROM BANKS} <br>
\hline Cash and non interest bearing deposits in banks \& 244,009 \& 277,841 \& 251,670 \& 314,404 <br>
\hline Interest bearing deposits in banks \& 1,924,882 \& 1,675,562 \& 1,768,854 \& 1,867,987 <br>
\hline \& 2,168,891 \& 1,953,403 \& 2,020,524 \& 2,182,391 <br>
\hline MARKETABLE SECURITIES, net \& 511,821 \& 516,376 \& 518,108 \& 613,174 <br>
\hline LOANS \& 4,313,517 \& 4,064,479 \& 3,869,572 \& 4,817,662 <br>
\hline Current \& 3,929,175 \& 3,713,644 \& 3,559,161 \& 4,412,345 <br>
\hline Past Due \& 384,342 \& 350,835 \& 310,411 \& 405,317 <br>
\hline Less - Reserve for possible loan losses \& $(355,793)$ \& $(344,433)$ \& $(310,787)$ \& $(420,809)$ <br>
\hline LOANS NET \& 3,957,724 \& 3,720,046 \& 3,558,785 \& 4,396,853 <br>
\hline INVESTMENT SECURITIES AVAILABLE FOR SALE \& 615,003 \& 584,293 \& 618,286 \& 634,151 <br>
\hline REINSURANCE ASSETS \& 44,617 \& 45,663 \& 39,279 \& 29,677 <br>
\hline PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES \& 47,156 \& 54,587 \& 63,020 \& 61,856 <br>
\hline PROPERTY, PLANT and EQUIPMENT, net \& 251,864 \& 258,870 \& 244,050 \& 288,889 <br>
\hline DUE FROM CUSTOMERS ON ACCEPTANCES \& 40,605 \& 38,606 \& 30,453 \& 36,068 <br>
\hline \multirow[t]{2}{*}{OTHER ASSETS

TOTAL ASSETS} \& 393,936 \& 417,072 \& 306,543 \& 376,660 <br>
\hline \& 8,031,617 \& 7,588,916 \& 7,399,048 \& 8,619,719 <br>
\hline LIABILITIES AND SHAREHOLDERS' EQUITY \& \& \& \& <br>
\hline \multicolumn{5}{|l|}{DEROSITSANDOBLGATIONS:} <br>
\hline Non-interest bearing \& 632,154 \& 766,607 \& 685,739 \& 822,883 <br>
\hline Interest bearing \& 5,398,318 \& 4,960,884 \& 4,948,560 \& 5,933,819 <br>
\hline \& $6,030,472$ \& 5,727,491 \& 5,634,299 \& 6,756,702 <br>
\hline DUE TO BANKS AND CORRESPONDENTS \& 479,749 \& 341,452 \& 305,384 \& 309,698 <br>
\hline ACCEPTANCES OUTSTANDING \& 40,605 \& 38,606 \& 30,453 \& 36,068 <br>
\hline RESERVE FOR PROPERTY AND CASUALTY CLAIMS \& 185,649 \& 193,452 \& 212,514 \& 224,754 <br>
\hline RESERVE FOR UNEARNED PREMIUMS \& 39,185 \& 44,707 \& 51,189 \& 48,703 <br>
\hline REINSURANCE PAYABLE \& 22,793 \& 23,801 \& 30,564 \& 23,253 <br>
\hline OTHER LIABILITIES \& 327,376 \& 310,383 \& 271,845 \& 332,000 <br>
\hline MINORITY INTEREST \& 103,073 \& 112,255 \& 64,311 \& 64,742 <br>
\hline TOTAL LIABILITIES \& 7,228,902 \& 6,792,147 \& 6,600,559 \& 7,795,920 <br>
\hline NET SHAREHOLDERS' EQUITY \& 802,715 \& 796,769 \& 798,489 \& 823,799 <br>
\hline TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY \& 8,031,617 \& 7,588,916 \& 7,399,048 \& 8,619,719 <br>
\hline CONTINGENT CREDITS \& 917,791 \& 1,079,749 \& 1,310,519 \& 1,637,050 <br>
\hline
\end{tabular}

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

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.01 | 30.09.02 | 31.12.02 | 31.12.01 | 31.12.02 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 123,786 | 98,991 | 101,314 | 544,255 | 420,341 |
| Interest and dividends on investments: | 380 | 304 | 490 | 2,387 | 2,293 |
| Interest on deposits with banks | 10,534 | 10,420 | 10,230 | 65,523 | 36,516 |
| Interest on trading securities | 20,361 | 9,915 | 10,753 | 82,607 | 54,197 |
| Total Interest Income | 155,061 | 119,630 | 122,787 | 694,772 | 513,347 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 41,163 | 28,090 | 27,866 | 220,024 | 117,258 |
| Interest on borrowed funds | 10,387 | 5,464 | 5,136 | 59,177 | 25,285 |
| Other interest expense | 9,011 | 8,585 | 10,585 | 39,341 | 35,527 |
| Total Interest Expense | 60,561 | 42,139 | 43,587 | 318,542 | 178,070 |
| Net Interest Income | 94,500 | 77,491 | 79,200 | 376,230 | 335,277 |
| Provision for possible loan losses, net | 40,394 | 32,236 | 23,735 | 134,357 | 111,646 |
| Net interest income after provision for possible loan losses | 54,106 | 45,255 | 55,465 | 241,873 | 223,631 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 41,926 | 43,834 | 44,239 | 155,030 | 169,097 |
| Net gains from sales of securities | 32,928 | $(5,658)$ | 5,447 | 31,737 | $(1,097)$ |
| Net gains on foreign exchange transactions | 4,021 | 5,539 | 6,965 | 17,549 | 22,582 |
| Net premiums earned | 27,245 | 31,326 | 30,854 | 112,204 | 125,218 |
| Other income | 10,278 | 14,608 | 17,313 | 40,989 | 55,674 |
|  | 116,398 | 89,649 | 104,818 | 357,509 | 371,474 |
| CLAIMS ON INSURANCE ACTIVITIES |  |  |  |  |  |
| Net claims incurred | 4,594 | 4,834 | 5,030 | 26,349 | 23,701 |
| Increase in future policy benefits for life and health | 17,407 | 20,629 | 19,476 | 70,668 | 74,200 |
|  | 22,001 | 25,463 | 24,506 | 97,017 | 97,901 |
| OTHER EXPENSES |  |  |  |  |  |
| Salaries and employee benefits | 43,899 | 43,608 | 49,541 | 173,974 | 183,468 |
| General, administrative, and other taxes | 31,175 | 32,970 | 39,817 | 129,581 | 138,442 |
| Depreciation and amortization | 12,397 | 10,722 | 11,544 | 46,732 | 44,372 |
| Other | 15,434 | 7,581 | 12,645 | 57,594 | 43,142 |
|  | 102,905 | 94,881 | 113,547 | 407,881 | 409,424 |
| Translation result | 835 | (900) | 384 | $(2,575)$ | $(2,482)$ |
| Income before income tax, and minority interest | 46,433 | 13,660 | 22,614 | 91,909 | 85,298 |
| Income Tax | $(10,496)$ | $(8,809)$ | $(5,987)$ | $(21,557)$ | $(32,628)$ |
| Minority Interest | $(9,427)$ | $(1,771)$ | $(3,110)$ | $(15,839)$ | $(10,287)$ |
| NET INCOME | 26,510 | 3,080 | 13,517 | 54,513 | 42,383 |

CREDICORP LTD. AND SUBSIDIARIES
Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Twelve months ended |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 31.12 .01 |  | 30.09 .02 | 31.12 .02 | 31.12 .01 |

(1)Number of shares outstanding of 79.8 million in 3Q02 and 4Q02, and 79.5 million in 4Q01.
(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.
(6)Risk-weighted assets include market risk assets.

Table 4
CONSOLIDATED BALANCE SHEETS
(Constant Nuevos Soles, as of December 31, 2002, and U.S. Dollars in thousands)

| ASSETS | 30.09.01 | 31.12 .01 | 30.09.02 | 31.12 .02 | 31.12 .02 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000(1) |
| CASH AND DUE FROM BANKS | 6,789.138 | 6,056.192 | 6,737.961 | 7,296.161 | \$2,076.312 |
| Cash and Checks | 781.880 | 861.973 | 871.653 | 1,081.814 | \$307.858 |
| Deposits in Central Bank of Peru | 4,339.335 | 3,838.365 | 4,851.451 | 4,767.030 | \$1,356.582 |
| Deposits with local and foreign banks | 1,667.923 | 1,355.854 | 1,014.857 | 1,447.317 | \$411.872 |
| MARKETABLE SECURITIES, net | 1,523.613 | 1,531.495 | 1,652.907 | 1,938.413 | \$551.626 |
| LOANS | 12,924.050 | 12,883.273 | 12,752.044 | 15,652.850 | \$4,454.425 |
| Current | 11,654.072 | 11,751.433 | 11,711.698 | 14,313.276 | \$4,073.215 |
| Past Due | 1,269.978 | 1,131.840 | 1,040.346 | 1,339.574 | \$381.211 |
| Less - Reserve for possible loan losses | (1,224.435) | $(1,190.052)$ | $(1,120.026)$ | $(1,456.805)$ | (\$414.572) |
| LOANS NEI | 11,699.615 | 11,693.221 | 11,632.018 | 14,196.045 | \$4,039.853 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 328.472 | 306.854 | 417.496 | 416.271 | \$118.461 |
| PROPERTY, PLANT and EQUIPMENT, net | 639.567 | 655.530 | 614.310 | 779.203 | \$221.742 |
| OTHER ASSETS | 963.236 | 940.195 | 696.907 | 890.614 | \$253.447 |
| TOTAL ASSETS | 21,943.641 | 21,183.487 | 21,751.599 | 25,516.707 | \$7,261.442 |
| LIABILITIES AND SHAREHOLDERS' EQUITY DEROSITS AND OBLIGATIONS: | 18,385.034 | 17,863.064 | 18,370.835 | 21,801.940 | \$6,204.308 |
| Demand deposits | 3,447.326 | 3,764.337 | 3,877.574 | 4,898.649 | \$1,394.038 |
| Saving accounts | 5,032.635 | 5,332.662 | 5,200.073 | 5,855.263 | \$1,666.267 |
| Time deposits | 9,905.073 | 8,766.065 | 9,293.188 | 11,048.028 | \$3,144.003 |
| DUE TO BANKS AND CORRESPONDENTS | 601.491 | 480.847 | 462.919 | 555.226 | \$158.004 |
| OTHER LIABILITIES | 1,127.325 | 978.421 | 965.561 | 1,164.888 | \$331.499 |
| SHAREHOLDERS EQUITY: | 1,829.791 | 1,861.155 | 1,952.284 | 1,994.653 | \$567.630 |
| Capital stock | 1,030.424 | 1,020.803 | 1,094.762 | 1,094.677 | \$311.519 |
| Legal reserve | 662.882 | 656.862 | 647.588 | 647.538 | \$184.274 |
| Retained earnings | 136.485 | 183.490 | 209.934 | 252.438 | \$71.838 |
| TOTAL LIABILITIES AND EQUITY | 21,943.641 | 21,183.487 | 21,751.599 | 25,516.707 | \$7,261.442 |
| Contingent Credits | 3,090.155 | 3,586.218 | 4,501.584 | 5,465.242 | \$1,555.277 |

(1)Translated at $S / .3 .514$ per US $\$ 1.00$.

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

(Constant Nuevos Soles, as of December 31, 2002 and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.01 | 30.09.02 | 31.12.02 | 31.12.02 | 31.12.01 | 31.12.02 | 31.12.02 |
| Interest income and expense |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Interest income | 452.494 | 383.104 | 408.542 | \$116.261 | 2,038.782 | 1,599.738 | \$455.247 |
| Less - Interest expense | 163.131 | 121.155 | 126.765 | \$36.074 | 874.446 | 501.581 | \$142.738 |
| Net interestincome | 289.363 | 261.949 | 281.777 | \$80.187 | 1,164.336 | 1,098.157 | \$312.509 |
| Provisions for possible loan losses, net | 113.747 | 110.083 | 69.020 | \$19.641 | 428.452 | 369.720 | \$105.213 |
| Net interest income after provisions | 175.616 | 151.866 | 212.757 | \$60.546 | 735.884 | 728.437 | \$207.296 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 130.244 | 151.740 | 148.494 | \$42.258 | 500.880 | 569.510 | \$162.069 |
| Net gains from sales of securities | 21.171 | 1.074 | 4.748 | \$1.351 | 35.766 | 30.463 | \$8.669 |
| Net gains on foreing exchg. transacts. | 15.630 | 19.071 | 23.508 | \$6.690 | 61.499 | 76.526 | \$21.777 |
| Other income | 22.731 | 23.211 | 35.626 | \$10.138 | 77.693 | 101.848 | \$28.983 |
|  | 189.776 | 195.096 | 212.376 | \$60.437 | 675.838 | 778.347 | \$221.499 |
| Other Expenses |  |  |  |  |  |  |  |
| Salaries and employee benefits | 119.531 | 128.577 | 147.526 | \$41.982 | 480.365 | 534.229 | \$152.029 |
| General and administrative | 88.905 | 103.087 | 111.076 | \$31.610 | 343.618 | 389.607 | \$110.873 |
| Depreciation and amortization | 29.268 | 29.137 | 28.999 | \$8.252 | 118.651 | 117.163 | \$33.342 |
| Taxes other than income tax | 9.282 | 8.646 | 9.305 | \$2.648 | 40.249 | 34.610 | \$9.849 |
| Other | 48.919 | 21.743 | 29.790 | \$8.478 | 162.907 | 125.901 | \$35.828 |
|  | 295.905 | 291.190 | 326.696 | \$92.970 | 1,145.790 | 1,201.510 | \$341.921 |
| Result from exposure to inflation | 12.936 | 27.281 | (34.645) | (\$9.859) | (1.530) | 16.765 | \$4.771 |
| Income before income tax | 82.423 | 83.053 | 63.792 | \$18.154 | 264.402 | 322.039 | \$91.645 |
| Income Tax | 35.416 | 21.850 | 21.283 | \$6.057 | 81.473 | 93.947 | \$26.735 |
| NET INCOME | 47.007 | 61.203 | 42.509 | \$12.097 | 182.929 | 228.092 | \$64.910 |

(1)Translated at S/.3.514 per US\$1.00.

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

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.01 | 30.09.02 | 31.12.02 | 31.12.01 | 31.12.02 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.044 | 0.057 | 0.039 | 0.170 | 0.212 |
| Net interest margin on interest earning assets (2) | 6.15\% | 5.57\% | 5.41\% | 6.20\% | 5.67\% |
| Return on average total assets (2)(3) | 0.87\% | 1.15\% | 0.72\% | 0.86\% | 0.98\% |
| Return on average shareholders' equity (2)(3) | 10.19\% | 12.74\% | 8.62\% | 10.19\% | 11.83\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 8.79\% | 8.16\% | 8.56\% | 8.79\% | 8.56\% |
| Reserves for loan losses as a percentage of total past due loans | 105.14\% | 107.66\% | 108.75\% | 105.14\% | 108.75\% |
| Reserves for loan losses as a percentage of total loans | 9.24\% | 8.78\% | 9.31\% | 9.24\% | 9.31\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 47.46\% | 46.19\% | 52.86\% | 47.46\% | 52.86\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -3.13\% | -4.08\% | -5.88\% | -3.13\% | -5.88\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 55.82\% | 52.91\% | 58.10\% | 56.55\% | 55.92\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 4.96\% | 4.53\% | 4.86\% | 4.92\% | 4.49\% |
| Capital adequacy |  |  |  |  |  |
| Total Regulatory capital (constant millions S/.) | 2,004.6 | 2,002.1 | 2,255.4 | 2,004.6 | 2,255.4 |
| Tier I Capital (constant millions S/.) | 1,677.7 | 1,742.4 | 1,742.2 | 1,677.7 | 1,742.2 |
| Net equity as a percentage of period end total assets | 8.79\% | 8.98\% | 7.82\% | 8.79\% | 7.82\% |
| Regulatory capital / risk-weighted assets | 12.15\% | 12.73\% | 12.54\% | 12.15\% | 12.54\% |
| Average balances (constant millions S/.) (3) |  |  |  |  |  |
| Interest earning assets | 18,831.0 | 18,805.2 | 20,848.5 | 18,240.3 | 20,471.6 |
| Total Assets | 21,563.6 | 21,365.8 | 23,634.2 | 21,152.7 | 23,350.1 |
| Net equity | 1,845.5 | 1,921.6 | 1,973.5 | 1,794.5 | 1,927.9 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 1,026 | 1,076 | 1,076 | 1,026 | 1,076 |
| No. of employees | 7,747 | 7,977 | 8,356 | 7,747 | 8,356 |
| Inflation rate ( Wholesale price index) | -1.63\% | 1.70\% | -0.18\% | -2.41\% | 1.52\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 3.44 | 3.64 | 3.51 | 3.44 | 3.51 |

(1)Shares outstanding of 1,076 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.
(5)Operating expense does not include mandatory employee profit sharing expense nor provisions for other assets received in lieu of loan repayment.

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

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

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  |  | Twelve months ended |  |
|  | 31.12.01 | 30.09.02 | 31.12.02 | 31.12.01 | 31.12.02 |
| Results |  |  |  |  |  |
| Net Interest Income | 4,800 | 4,254 | 3,936 | 19,135 | 21,749 |
| Provisions for market risks | 3,000 | 1,332 | 2,987 | 11,441 | 9,439 |
| Other Income(1) | 1,120 | (357) | 1,167 | 8,787 | 2,745 |
| Operating Expense | 2,370 | 2,489 | 1,965 | 10,835 | 9,287 |
| Net Income | 549 | 75 | 151 | 5,646 | 5,768 |
| Net Income per share (US\$) | 0.01 | 0.00 | 0.00 | 0.14 | 0.14 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 705,920 | 656,796 | 666,522 | 705,920 | 666,522 |
| Loan portfolio, net | 176,071 | 153,820 | 160,483 | 176,071 | 160,483 |
| Marketable securities and investments | 330,564 | 298,905 | 313,828 | 330,564 | 313,828 |
| Total Deposits | 555,669 | 537,333 | 544,346 | 555,669 | 544,346 |
| Shareholders' equity | 128,742 | 102,381 | 110,260 | 128,742 | 110,260 |
| Funds under administration | 425,980 | 510,357 | 549,051 | 425,980 | 549,051 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 3.0\% | 3.0\% | 2.7\% | 2.7\% | 3.0\% |
| Return on average stockholders' equity(4) | 1.8\% | 0.3\% | 0.6\% | 4.3\% | 4.8\% |
| Return on average total assets(4) | 0.3\% | 0.0\% | 0.1\% | 0.8\% | 0.8\% |
| 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\% | 0.4\% | 0.8\% | 0.4\% | 0.8\% |
| Operating expense / total income(6) | 40.0\% | 63.9\% | 38.5\% | 38.8\% | 37.9\% |
| Operating expense / average total assets(4) | 1.4\% | 1.5\% | 1.2\% | 1.5\% | 1.4\% |
| Operating expense / average total assets + funds under management(4) | 0.9\% | 0.9\% | 0.7\% | 1.0\% | 0.8\% |

(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 <br> Table 8 <br> SELECTED FINANCIAL DATA 

(Constant Nuevos Soles as of December 31, 2002, and

|  | As of and for the three month period ended |  |  |  | As of and for the twelve month$\qquad$ period ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.01 | 30.09.02 | 31.12.02 | 31.12.02 | 31.12.01 | 31.12.02 | 31.12.02 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 191,852 | 231,889 | 197,293 | \$56,145 | 736,367 | 859,061 | \$244,468 |
| Net Premiums Earned | 109,002 | 128,579 | 120,728 | \$34,356 | 428,903 | 483,023 | \$137,457 |
| Change in Reserves | 29,704 | 26,473 | 28,573 | \$8,131 | 119,091 | 118,069 | \$33,600 |
| Net Underwriting Results | 18,790 | 21,615 | 13,761 | \$3,916 | 36,540 | 72,256 | \$20,562 |
| Net Financial Income | 256,909 | 19,767 | 22,139 | \$6,300 | 308,374 | 87,089 | \$24,783 |
| General Expenses | 30,618 | 24,977 | 30,668 | \$8,727 | 100,678 | 109,426 | \$31,140 |
| Net Income | 211,254 | 12,289 | 1,011 | \$288 | 214,139 | 35,547 | \$10,116 |
| Net Income per share (S/.)(2) | 9.062 | 0.527 | 0.043 | \$0.012 | 9.185 | 1.525 | \$0.434 |
| Balance Sheets (end of period) |  |  |  |  |  |  |  |
| Total Assets | 1,365,361 | 1,460,133 | 1,416,778 | \$403,181 | 1,365,361 | 1,416,778 | \$403,181 |
| Investments in Secur. and Real estate | 826,968 | 985,476 | 1,024,318 | \$291,496 | 826,968 | 1,024,318 | \$291,496 |
| Technical Reserves | 705,351 | 861,186 | 894,068 | \$254,430 | 705,351 | 894,068 | \$254,430 |
| Net Equity | 478,425 | 352,644 | 334,510 | \$95,194 | 478,425 | 334,510 | \$95,194 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 9.8\% | 9.3\% | 7.0\% | 7.0\% | 5.0\% | 8.4\% | 8.4\% |
| Loss ratio | 48.4\% | 44.5\% | 47.3\% | 47.3\% | 60.5\% | 44.6\% | 44.6\% |
| Return on avge. equity (3)(4) | 471.4\% | 15.0\% | 1.2\% | 1.2\% | 55.7\% | 8.7\% | 8.7\% |
| Return on total premiums | 110.1\% | 5.3\% | 0.5\% | 0.5\% | 29.1\% | 4.1\% | 4.1\% |
| Shareholders' Equity / Total Assets | 35.0\% | 24.2\% | 23.4\% | 23.4\% | 35.0\% | 23.4\% | 23.4\% |
| Increase in Risk Reserves | 21.4\% | 17.1\% | 19.1\% | 19.1\% | 21.7\% | 19.6\% | 19.6\% |
| Combined Ratio | 107.1\% | 97.8\% | 108.1\% | 108.1\% | 113.0\% | 102.8\% | 102.8\% |
| - Net Claims / Net Premiums | 70.6\% | 71.3\% | 73.2\% | 73.2\% | 81.6\% | 73.0\% | 73.0\% |
| - Op. Exp.+Comiss./Net Premiums | 36.5\% | 26.5\% | 34.9\% | 34.9\% | 31.4\% | 29.8\% | 29.8\% |
| Operating expense/Net Premiums | 28.1\% | 19.4\% | 25.4\% | 25.4\% | 23.5\% | 22.7\% | 22.7\% |
| Oper. expense / Avge. assets (3)(4) | 10.1\% | 7.3\% | 8.8\% | 8.8\% | 8.5\% | 7.8\% | 7.8\% |

(1)Translated at S/.3.514 per US\$1.00.
(2)Based on 23.3 million shares in all periods.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.

