

## FOR IMMEDIATE RELEASE:

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## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 1998

(Lima, Peru, October 29, 1998) - Credicorp Ltd. ("Credicorp") (NYSE:BAP;LSE:BAPC1) today announced its financial results for the third quarter ended September 30, 1998.

Credicorp announced consolidated net income for the nine month period ended September 30, 1998, of US $\$ 40.8$ million, $52.8 \%$ below US $\$ 86.5$ million in the same period of 1997, resulting in net income per share of US $\$ 0.504$ and US\$1.068, respectively. In the quarter ended September 30, 1998 a net loss of US\$7.3 million was obtained, resulting in a per share loss of US\$0.090, compared to net income of US $\$ 26.5$ million in the third quarter of last year or US $\$ 0.327$ per share.

## 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 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06 .98 | 30.09.98 | 30.09.97 | 30.09.98 |
| Net interest income | 95.6 | 106.9 | 97.1 | 291.9 | 298.1 |
| Provisions for possible loan losses, net | 21.9 | 41.0 | 48.5 | 65.8 | 115.7 |
| Other income | 96.0 | 92.7 | 73.9 | 265.3 | 255.9 |
| Claims on insurance activities | 23.1 | 21.3 | 22.4 | 56.1 | 67.4 |
| Operating expense | 105.3 | 108.7 | 105.5 | 301.6 | 317.4 |
| Translation result | (2.2) | 11.6 | 4.9 | (4.0) | 19.5 |
| Income before income tax and minority interest | 39.1 | 40.2 | (0.4) | 129.6 | 73.0 |
| Income Tax | (9.8) | (11.3) | (5.8) | (32.6) | (24.6) |
| Minority Interest | (2.8) | (3.6) | (1.0) | (10.4) | (7.5) |
| Net Income | 26.5 | 25.4 | (7.3) | 86.5 | 40.8 |
| Net Income per share (1) | 0.327 | 0.313 | (0.090) | 1.068 | 0.504 |

(1) Based on 81.00 million outstanding shares in all periods. Following a share dividend in March 1998, the total number of shares outstanding increased to 94.38 million. However, as 13.38 million are held by affiliates as treasury shares, the net consolidated outstanding shares are 81.00 million, increasing from 73.59 million net shares before the dividend.

Net income, comparing the third quarter of 1998 with that of 1997, declined principally due to higher provisions for possible loan losses and decreased non-interest income due to losses in the sale of securities, which were partly offset by higher translation gains.

## I. 1 INTEREST INCOME AND OTHER INCOME

Net interest income for the third quarter of 1998 was US\$97.1 million, compared to US\$95.6 million in the same quarter of the previous year. Net interest income increased due to higher volume of interest earning assets, partly offset by a lower interest margin. Net interest margin (net interest income over average interest earning assets), on an annualized basis, was $6.09 \%$ during the third quarter of 1998, decreasing from $6.54 \%$ in the second quarter of 1998 and $6.47 \%$ in the year-ago quarter. Compared to the second quarter of 1998, the margin decreased principally due to lower dividend income and higher funding costs.

Interest earning assets, as averages of beginning and ending balances, grew $7.8 \%$ to US $\$ 6.4$ billion compared to the third quarter of last year, but decreased $2.6 \%$ from the second quarter of 1998.

Deposits and other obligations reached US\$5.5 billion at the end of September 1998, increasing 4.3\% compared to the prior year quarter, but remained similar to the June 30, 1998 balance. Due to banks and correspondents decreased from US $\$ 1,019.5$ million at June 30, 1998 to US $\$ 995.6$ million at the end of the third quarter of 1998.

Non-interest income was US\$73.9 million in the third quarter of 1998, lower by $23.0 \%$ over income of US\$96.0 million in the same period of 1997. The non-interest income components had the following growth rates with respect to the prior year quarter and to the second quarter of 1998:

| (\% change and US\$Mn) | 3Q97 | 2Q98 | 3Q98 | 3Q98 vs <br> 2Q98 | 3Q98 vs <br> 3Q97 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commissions for banking services | 37.9 | 38.2 | 36.2 | $-5.4 \%$ | $-4.6 \%$ |
| Net premiums | 26.8 | 30.6 | 28.8 | $-5.9 \%$ | $7.4 \%$ |
| Gains from sale of securities | 9.7 | 7.9 | -6.9 | $-186.7 \%$ | $-171.3 \%$ |
| Gains from foreign exchange | 7.2 | 6.7 | 5.6 | $-17.0 \%$ | $-23.3 \%$ |
| Other income | 14.3 | 9.2 | 10.3 | $11.5 \%$ | $-\mathbf{- 2 8 . 3 \%}$ |
| Total Non-Interest Income | $\mathbf{9 6 . 0}$ | $\mathbf{9 2 . 7}$ | $\mathbf{7 3 . 9}$ | $\mathbf{- 2 0 . 2 \%}$ | $\mathbf{- 2 3 . 0} \%$ |

## I. 2 OPERATING EXPENSES

Operating expenses for the third quarter of 1998 were US\$105.5 million, similar to the same period of the previous year. Credicorp's operating expense components had the following variations:

| (\% change and US\$ Mn) | 3Q97 | 2Q98 | 3Q98 | 3Q98 vs | 3Q98 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2Q98 |  |  |  |  |  |$⿻$| 3Q97 |
| :--- |

The efficiency ratio (operating expense, net of employee profit sharing expense, as a percentage of total income) increased to $61.8 \%$ in the third quarter of 1998, from $54.2 \%$ in the third quarter of last year, principally because of reduced revenues from securities transactions. Operating expenses as a percentage of average total assets was $5.3 \%$ in the current quarter, improving from $5.8 \%$ in the same quarter of the previous year.

## I. 3 LOAN QUALITY

Credicorp's total assets were US\$8.0 billion at September 30, 1998, increasing 9.3\% compared to September 30, 1997, and $2.3 \%$ above total assets at the end of the previous quarter. The loan portfolio as of September 30, 1998 totaled US\$4.9 billion, an increase of $2.2 \%$ during the third quarter of 1998 and $14.8 \%$ since the prior year quarter-end. Loan quality indicators are shown in the following table:

| In US\$Mn) | 3Q97 | 2Q98 | 3Q98 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,278.8$ | $4,808.8$ | $4,912.7$ |
| Past due loans | 185.2 | 251.8 | 286.3 |
| Loan loss reserves | 193.5 | 241.9 | 244.1 |
|  |  |  |  |
|  | $4.3 \%$ | $5.2 \%$ | $5.8 \%$ |
| Past due / Total loans | $104.5 \%$ | $96.1 \%$ | $85.3 \%$ |
| Reserves / Past due | 104 |  |  |

The increase in past due loans to US\$286.3 million at the end of September 1998, from US\$251.8 million at June 30, 1998, is mostly due to a US $\$ 17.7$ million increase in BCP and to US $\$ 18.7$ million past due loans in Banco de La Paz, which was acquired and started to be consolidated within Credicorp's financial statements in the current quarter. At the end of the third quarter of 1998, Banco de La Paz had total loans of US\$148.2 million and US\$5.9 million of loan loss reserves.

## I. 4 NET INCOME CONTRIBUTION

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

| (\% contribution and US\$Mn) | 3Q97 | 2Q98 | 3Q98 | 9m97 | 9m98 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Banco de Credito | $74.4 \%$ | $59.8 \%$ | $-44.8 \%$ | $73.2 \%$ | $72.5 \%$ |
| Atlantic | $31.2 \%$ | $25.6 \%$ | $-24.5 \%$ | $25.0 \%$ | $26.9 \%$ |
| PPS | $4.2 \%$ | $15.1 \%$ | $34.9 \%$ | $8.4 \%$ | $18.9 \%$ |
| Banco Tequendama | $-6.8 \%$ | $-4.6 \%$ | $-38.0 \%$ | $-0.2 \%$ | $-12.2 \%$ |
| Credicorp and others* | $-3.0 \%$ | $-4.0 \%$ | $-27.6 \%$ | $-6.4 \%$ | $-6.1 \%$ |
| $\quad$ Total | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{- 1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |
| $\quad$ Net Income | US\$26.5 | US\$25.4 | US\$-7.3 | US\$86.5 | US\$40.8 |

* Includes Inversiones Crédito, Capital, and Banco de La Paz beginning third quarter 1998.

In the third quarter of 1998 BCP contributed a US $\$ 3.3$ million net loss, while its results according to Peruvian accounting principles reported in Section II, amounted to a net profit of US $\$ 8.5$ million, the difference being mainly due to lower translation results (US\$4.6 million), versus inflation adjustment gains (US\$11.8 million), and to a US\$4.3 million deferred income tax charge under Credicorp's International Accounting Standards. In the quarter, Atlantic's contribution, $-24.5 \%$, amounted to a net loss of US\$1.8 million, which differs from a net loss of US\$9.7 million according to its local accounting principles (U.S. GAAP), principally due to unrealized losses in its securities portfolio as seen in Section III.

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

## II. 1 NET INCOME

For the first nine months of 1998, BCP reported a consolidated net income of S/.154.4 million (US $\$ 50.8$ million), decreasing $29.3 \%$ from $\mathrm{S} / .218 .4$ million (US $\$ 71.8$ million) for the same period of 1997. Consolidated net income for the quarter ended September 30, 1998 was $\mathrm{S} / .25 .7$ million (US\$8.5 million), decreasing $58.1 \%$ from S $/ .61 .4$ million (US $\$ 20.2$ million) in the prior year period. Net income decreased principally due to higher provisions for loan losses and losses in the sale of securities.

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> SUMMARY OF RESULTS (1) <br> (In constant S/. and U.S.\$ millions, except net income per share)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.98 | 30.09.97 | 30.09.98 | 30.09.98 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 246.7 | 267.1 | 259.9 | \$85.5 | 745.1 | 765.2 | \$251.7 |
| Provisions for loan losses, net | 50.8 | 115.4 | 149.0 | \$49.0 | 170.1 | 340.6 | \$112.1 |
| Other income | 153.9 | 142.3 | 125.6 | \$41.3 | 447.2 | 412.7 | \$135.8 |
| Operating expense | 258.4 | 245.4 | 246.0 | \$80.9 | 731.3 | 732.4 | \$240.9 |
| Result from exposure to inflation | (4.5) | 47.7 | 36.0 | \$11.8 | 2.3 | 92.9 | \$30.6 |
| Income before income tax | 87.0 | 96.3 | 26.4 | \$8.7 | 293.2 | 197.7 | \$65.0 |
| Income Tax | 25.5 | 26.5 | 0.7 | \$0.2 | 74.8 | 43.4 | \$14.3 |
| Net Income | 61.4 | 69.8 | 25.7 | \$8.5 | 218.4 | 154.4 | \$50.8 |
| Net Income per share (2) | 0.070 | 0.079 | 0.029 | \$0.010 | 0.248 | 0.175 | \$0.058 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information
is in constant soles as of September 30, 1998. Figures in US\$ have been translated at the exchange rate of S/.3.04 to the dollar.
(2) Based on 880.0 million outstanding shares in all periods.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, reached S/.259.9 million (US\$85.5 million) during the third quarter of 1998, increasing $5.3 \%$ compared to the third quarter of 1997, but $2.7 \%$ below the second quarter of 1998. Compared to the third quarter of 1997, net interest income increased due to growth in average interest earning assets of $13.2 \%$ partially offset by a lower net interest margin.

In the third quarter of 1998, the net interest margin decreased to $6.19 \%$ compared to $6.65 \%$ in the prior year quarter, and from $6.42 \%$ in the second quarter of 1998. Compared to the second quarter of 1998, the decrease in net interest margin is principally a result of decreased local currency loans, increased lower margin business segments in the loan portfolio, and higher funding costs.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, decreased $18.4 \%$ to S/.125.6 million (US $\$ 41.3$ million) in the third quarter of 1998 with respect to the same period in the prior year. In the third quarter of 1998 , fees from banking services amounted to $\mathrm{S} / .93 .7$ million
(US\$30.8 million), $8.4 \%$ below such income in the same period in 1997. Fees on the most important banking services had the following growth rates:

| (In constant S/. Mn.) | 3Q97 | 3Q98 |  |  |
| :--- | ---: | ---: | ---: | :---: |
|  |  | Growth |  |  |
| Contingent credits | 11.2 | 7.3 | $-34.5 \%$ |  |
| Foreign Trade | 9.2 | 7.7 | $-16.1 \%$ |  |
| Account Maintenance | 24.7 | 29.4 | $19.0 \%$ |  |
| Insurance | 7.4 | 8.3 | $12.6 \%$ |  |
| Collections fees | 17.9 | 15.7 | $-12.2 \%$ |  |
| Fund transfer services | 12.8 | 11.5 | $-10.2 \%$ |  |
| Credit card fees | 9.9 | 7.4 | $-25.2 \%$ |  |
| Brokerage | 8.4 | 5.8 | $-30.8 \%$ |  |
| Other | 0.7 | 0.4 | $-42.5 \%$ |  |
| $\quad$ Total | $\mathbf{1 0 2 . 2}$ | $\mathbf{9 3 . 7}$ | $\mathbf{- 8 . 4 \%}$ |  |

Net gains from the sale of securities decreased from S/.10.3 million (US\$3.4 million) in the third quarter of 1997 to a loss of S/.14.5 million (US\$4.8 million) in the current quarter, principally due to unrealized losses or provisions for reduced market value of the Peruvian equity securities portfolio.

Gains from foreign exchange transactions increased $55.4 \%$, from $\mathrm{S} / .15 .6$ million in the third quarter of 1997 to S/.24.2 million in the third quarter of 1998. The increase in this business line is attributable to growth in volume partly offset by decreased margins.

Comparing the third quarter of 1997 to the same period in 1998, the Other income caption decreased from $\mathrm{S} / .25 .9$ million to $\mathrm{S} / .22 .2$ million principally due to lower prior year earnings concepts.

## II. 4 OPERATING EXPENSES

During the third quarter of 1998, BCP's operating expenses reached S/. 246.0 million (US $\$ 80.9$ million), decreasing $4.8 \%$ over the same period in 1997. Approximately $42 \%$ of the operating expenses were attributable to employee salaries and other expenses related to personnel. These expenses decreased $20.7 \%$ to $\mathrm{S} / .103 .0$ million (US $\$ 33.9$ million) from the same period of the previous year, mainly because of S/.22.7 million in extraordinary expenses for retirement of personnel incurred in the 1997 quarter. At the end of the current quarter the number of employees increased by 374 to 6,983 , mainly in teller and sales positions.

General and administrative expenses, which represented $35 \%$ of overall operating expenses, were S/.86.9 million (US $\$ 28.6$ million) in the third quarter of 1998, remaining similar to expenses in the same quarter of last year. The most significant expenditures were:

| (In constant S/. Mn.) | 3Q97 | 3Q98 | Growth |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 17.9 | 15.0 | $-16.4 \%$ |
| Communications | 8.6 | 8.9 | $2.9 \%$ |
| Third party fees | 14.3 | 15.1 | $5.8 \%$ |
| Insurance and security | 12.6 | 9.7 | $-23.3 \%$ |
| Transport of currency and securities | 11.0 | 11.9 | $7.7 \%$ |
| Systems and maintenance | 9.3 | 12.6 | $35.5 \%$ |
| Advertising and marketing | 12.1 | 12.2 | $0.9 \%$ |
| Other | 1.2 | 1.6 | $40.2 \%$ |
| $\quad$ Total | $\mathbf{8 7 . 0}$ | $\mathbf{8 6 . 9}$ | $\mathbf{- 0 . 1 \%}$ |

Other operating expenses, increased from $\mathrm{S} / .10 .8$ million in the third quarter of 1997 to $\mathrm{S} / .20 .8$ million in the third quarter of 1998, mostly because of increased provisions for assets received in lieu of loan payments and for other contingencies.

The ratio of operating expenses (without employee profit sharing expense) as a percentage of average total assets improved from $5.97 \%$ in the third quarter of 1997 to $5.07 \%$ in this period.

Operating expenses, as a percentage of total income, increased from $63.5 \%$ to $63.9 \%$ for the third quarters of 1997 and 1998, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP were S/.19.5 billion (US\$6.4 billion) at the end of September 1998, a $0.8 \%$ increase over the end of the prior quarter and a $12.2 \%$ increase since the end of the same quarter of last year. At September 30, 1998, the loan portfolio, net of provisions, represented 62.9\% of total assets, compared to $59.7 \%$ in the prior year quarter. At September 30, 1998 the Soles portion of the loan portfolio was 13.0\%, decreasing from $15.1 \%$ at the end of June 1998, and from $18.2 \%$ at September 30, 1997.

As of September 30, 1998, total deposits were S/.14.8 billion (US $\$ 4.9$ billion), almost unchanged since June 30, 1998, but $8.4 \%$ above the September 30, 1997 balance. During the third quarter of 1998, time and savings deposits increased by $10.1 \%$ and $2.0 \%$, respectively, while demand deposits decreased by $23.6 \%$. At the end of the third quarter of 1998 , Nuevos Soles deposits comprised $18.4 \%$ of total deposits, compared to $20.2 \%$ the year before, and $20.5 \%$ as of June 30, 1998.

Total loans increased $2.2 \%$ in the third quarter of 1998 , to $\mathrm{S} / .12 .9$ billion (US\$4.3 billion), and $19.0 \%$ since September 30, 1997. The loan portfolio grew through all business segments except in the consumer and credit cards categories. Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 3Q97 | 2Q98 | 3Q98 |
| :---: | :---: | :---: | :---: |
| Corporate | 37.6\% | 36.7\% | 36.8\% |
| Middle market | 34.7\% | 33.9\% | 34.1\% |
| Retail: | 27.7\% | 29.4\% | 29.1\% |
| - small business | 16.2\% | 15.3\% | 15.2\% |
| - home mortgage | 6.7\% | 6.7\% | 7.2\% |
| - consumer | 2.2\% | 5.0\% | 4.4\% |
| - credit cards | 2.6\% | 2.4\% | 2.3\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.10,885 | .12,681 | 12,954 |

During the third quarter of 1998, middle market loans increased $2.7 \%$ to $\mathrm{S} / .4 .4$ billion (US $\$ 1.5$ billion), corporate loans by $2.6 \%$ to $\mathrm{S} / .4 .8$ billion (US $\$ 1.6$ billion), and retail loans grew $1.0 \%$ to $\mathrm{S} / .3 .8$ billion (US\$1.2 billion).

Retail loans, on a product-by-product basis, show the following changes:

| (\% change and constant S/. Mn) | 3Q97 | 2Q98 | 3Q98 | 3Q98 vs <br> 2Q98 | 3Q98 vs <br> 3Q97 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Small business loans | 1,786 | 1,943 | 1,966 | $1.2 \%$ | $10.1 \%$ |
| Mortgage loans | 713 | 840 | 932 | $11.0 \%$ | $30.7 \%$ |
| Consumer loans | 235 | 638 | 567 | $-11.2 \%$ | $141.0 \%$ |
| Credit card loans | 284 | 310 | 304 | $-1.9 \%$ | $7.2 \%$ |
| Total Retail | $\mathbf{3 , 0 1 7}$ | $\mathbf{3 , 7 3 1}$ | $\mathbf{3 , 7 6 8}$ | $\mathbf{1 . 0} \%$ | $\mathbf{2 4 . 9 \%}$ |

At the close of September 30, 1998, contingent credits were S/.3.3 billion (US\$1.1 billion), increasing $5.9 \%$ above the balance at June 30, 1998 and $1.5 \%$ since September 1997. Guarantees and stand-by letters of credit, which comprised $55 \%$ of such contingent credits, increased $4.9 \%$ to $\mathrm{S} / .1 .8$ billion (US $\$ 591.0$ million) since the second quarter of 1998 . Letters of credit which totaled $\mathrm{S} / .357 .7$ million (US $\$ 117.7$ million) at September 30, 1998, decreased $12.4 \%$ from the balance of $\mathrm{S} / .408 .6$ million (US\$134.4 million) at June 30, 1998. Foreign exchange futures operations increased 20.4\%, from S/.710.6 million (US $\$ 233.7$ million) as of June 30, 1998, to S/.855.5 million (US $\$ 281.4$ million) at the end of the third quarter of 1998.

## II. 6 LOAN QUALITY

Loan quality indicators deteriorated in the third quarter of 1998. Past due loans as a percentage of total loans were $6.04 \%$ at September 1998, compared to $5.58 \%$ at June 1998.

At the end of the third quarter of 1998, past due loans were $\mathrm{S} / .782 .9$ million (US $\$ 257.5$ million), increasing $10.6 \%$ over S/. 707.9 million (US $\$ 232.9$ million) as of June 1998. Past due loans increased mostly related to the middle market and small business segments customers.

Refinanced loans increased to S/.204.9 million (US\$67.4 million) as of September 1998, from S/.195.2 million (US\$64.2 million) at June 1998, mostly related to loans to fishing and agro-industrial companies.

Loans believed to be unrecoverable, which were fully provisioned in prior periods, were written off during the third quarter of 1998 for a total of S/.129.1 million (US $\$ 42.5$ million), approximately $84 \%$ related to middle market and small businesses and $16 \%$ to consumer loans. This compared to charge-offs of S/.58.8 million (US $\$ 19.3$ million) in the third quarter of 1997 , and $\mathrm{S} / .51 .5$ million (US\$16.9 million) in the second quarter of 1998.

Loans classified as Substandard, (i.e., Deficient, Doubtful and Loss) represented $13.3 \%$ of the total loan portfolio at the end of the third quarter of 1998, increasing from $11.3 \%$ at September 30, 1997, and from $12.5 \%$ at the end of the prior quarter. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 3Q97 | 2Q98 | 3Q98 |
| :---: | :---: | :---: | :---: |
| A: Normal | 73.5\% | 75.7\% | 74.0\% |
| B: Potential Problem | 15.2\% | 11.8\% | 12.6\% |
| C: Deficient | 5.4\% | 5.6\% | 6.1\% |
| D: Doubtful | 4.7\% | 4.4\% | 4.9\% |
| E : Loss | 1.2\% | 2.5\% | 2.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.10,885 | S/.12,681 | S/.12,954 |

As of September 30, 1998, loan loss provisions outstanding totaled S/.693.2 million (US\$228.0 million) increasing $5.8 \%$ since June 30, 1998. The ratio of loan provisions to past due loans reached $88.6 \%$ at the end of the third quarter of 1998 , decreasing from $92.6 \%$ at the end of the prior quarter.

Of total provisions outstanding at the end of the third quarter, $\mathrm{S} / .40 .4$ million (US $\$ 13.3$ million) corresponded to generic provisions, of which S/.31.4 million (US $\$ 10.3$ million) corresponded to loans classified in the Normal (A) risk category. At June 30, 1998, generic provisions were S/.39.2 million (US\$12.9 million), of which S/.33.2 million (US\$10.9 million) were for Normal (A) credits.

In the third quarter of 1998, S/. 149.0 million (US $\$ 49.0$ million) of loan loss provisions, net of recoveries, were charged against income, increasing $193.3 \%$ from $\mathrm{S} / .50 .8$ million (US $\$ 16.7$ million) of provisions made during the third quarter of last year. During the second quarter of 1998, such provision expense reached S/.115.4 million (US\$38.0 million). Provision expense charged by business segment was:

| (\% of Provision expense and S/.Mn const.) | 1Q98 | 2Q98 | 3Q98 |
| :---: | :---: | :---: | :---: |
| Corporate Banking | -1.2\% | 2.5\% | 1.0\% |
| Middle Market | 42.2\% | 32.7\% | 42.9\% |
| Retail | 59.0\% | 64.8\% | 56.1\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Provision Expense | S/.76.2 | S/.115.4 | S/.149.0 |

## II. 7 CAPITAL ADEQUACY

At the end of the third quarter of 1998, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 9.1 to 1.0 (11.0\%), while the corresponding consolidated ratio was 9.8 to 1.0 (10.2\%). Peruvian regulations limits risk-weighted assets to a ratio of 11.5 to 1.0 ( $8.7 \%$ ) until December 31, 1999, in which the ratio is reduced to 11.0 to 1.0 ( $9.1 \%$ ). As of September 30, 1998, BCP's consolidated "regulatory capital" was S/.1,577.4 million (US $\$ 518.9$ million), $2.7 \%$ above the balance at the second quarter of 1998. Regulatory capital included S/.181.0 million of subordinated debt at September 1998 (S/.140.0 million as of June 1998).

|  | BCP |  | BCP consolidated |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated |  |  |  |
| (In constant S/. Mn.) | 3Q97 | 3Q98 | 3Q97 | 3Q98 |
| Regulatory capital | 1,255 | 1,371 | 1,396 | 1,577 |
| Risk weighted assets | 11,707 | 12,518 | 13,425 | 15,511 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.3 | 9.1 | 10.4 | 9.8 |
| Capital / Weighted Assets | $10.7 \%$ | $11.0 \%$ | $9.6 \%$ | $10.2 \%$ |

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

Net income for the first nine months of 1998 was US\$5.4 million, below net income of US\$26.8 million for the same 1997 period. A net loss of US $\$ 9.7$ million was reported for the quarter ended September 30, 1998, compared to a net profit of US $\$ 8.8$ million in the prior year quarter. The negative results in the third quarter of 1998 were mainly due to unrealized losses in securities transactions which reflect reduced capital market prices.

Net earnings, before considering gains and losses on securities transactions, decreased from US\$3.5 million in the third quarter of 1997 to US\$0.7 million in the current quarter due mostly to lower net interest income and increased losses from foreign currency exposure, partly offset by lower operating expenses. Net interest income, which includes dividend income, was US\$4.1 million in the third quarter of $1998,32.0 \%$ below US $\$ 6.0$ million in the year-ago quarter. Without including dividends, net interest income was US\$4.0 million in the third quarter of 1998, compared to US\$6.1 million in the prior year quarter. Net interest margin, without considering dividends and investments in equity shares, decreased from $2.9 \%$ during the third quarter of 1997 to $2.1 \%$ in the 1998 quarter.

Net earnings on securities transactions, realized and unrealized, was US $\$ 5.3$ million in the third quarter of 1997, compared to a loss of US $\$ 10.4$ million in the third quarter of 1998. Realized and unrealized earnings on securities for the first nine months of 1997 was US $\$ 11.1$ million compared to a cumulative loss of US $\$ 9.4$ million in this year's period, of which US $\$ 8.2$ million correspond to unrealized losses. Losses in the third quarter of 1998 were incurred in investments in Latin American Brady Bonds, in the Russian financial markets and other U.S. and Latin American fixed income instruments.

The loan portfolio, net of provisions, was US\$252.7 million as of September 30, 1998, decreasing from a balance of US $\$ 261.7$ million at the end the second quarter of 1998 , and from US $\$ 305.8$ million at September 30, 1997, mainly because of lower loans collateralized by securities. The investment portfolio declined from US\$355.6 million at June 1998 to US\$228.0 million, principally due to lower value of Credicorp's shares, which decreased US $\$ 62.9$ million in the quarter, and to the cancellation of investments affected by lower prices, mainly investments in Brasil and Russia. Funds under management decreased from US\$331.9 million at June 30, 1998, to US\$259.9 million at September 30, 1998, but remains above the balance of US $\$ 207.1$ million in the third quarter of 1997. Deposits increased to US $\$ 592.6$ million at September 30, 1998 from US $\$ 534.7$ million at the end of the prior quarter, although declining from US\$629.9 million at the end of September 1997. Deposit increase is related to the decrease in third party funds under Atlantic's management, noting that the total of deposits and third party funds increase US\$15 million compared to the year-ago amount.

Net equity reached US\$177.8 million at the end of September 1998, decreasing from US\$253.4 million in the prior quarter, due to the lower valuation of Credicorp shares. Without considering unrealized gains on Credicorp shares, net equity amounted to US $\$ 115.8$ million as of September 1998 (US\$125.6 million in June 1998).

Reserves for possible loan losses and investments decreased from US\$9.1 million as of June 30 1998, to US\$2.1 million in the current quarter given that the loan portfolio had no past dues. Excess reserves were applied to write down the securities portfolio.

The ratio of operating expenses over average assets was $0.8 \%$ in the third quarter of 1998 compared to $0.9 \%$, annualized, during the same period in 1997. The ratio of operating expenses to average assets including funds under management was $0.4 \%$ in the third quarter of 1998 decreasing from $0.5 \%$ in the prior year quarter.

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

Consolidated net income for the first nine months of 1998 was $\mathrm{S} / .43 .8$ million (US $\$ 14.4$ million), $1.5 \%$ above $\mathrm{S} / .43 .2$ million (US $\$ 14.2$ million) in the same period in 1997. Net income for the third quarter of 1998 was S/.7.9 million (US\$2.6 million), $58.3 \%$ above net income of S/.5.0 million (US $\$ 1.6$ million) in the prior year period. Net income of the third quarter of 1998 increased compared to the prior year period principally due to higher net underwriting results and financial revenue, partly offset by higher operating expense. Return on average shareholders' equity ("ROE") was $12.3 \%$ in the third quarter of 1998, increasing from $9.0 \%$ during the same period of last year.

In the third quarter of 1998, total premiums were S/.132.5 million (US\$43.6 million) increasing 14.0\% over S/.115.6 million (US $\$ 38.0$ million) in the prior year quarter. Net premiums earned, net of reinsured premiums, were S/.89.4 million (US\$29.4 million) in the third quarter of 1998, increasing 4.4\% over S/.85.6 million (US\$28.2 million) in the same quarter of 1997.

Comparing results for the first nine months of 1998 and 1997, growth of the health and medical assistance insurance ( $22.1 \%$ of total premiums) was $23.8 \%$; property lines, fire and technical lines ( $17.7 \%$ of total premiums), grew $5.7 \%$; while the automobile insurance line ( $16.4 \%$ of total premiums) decreased $5.0 \%$. Premiums issued by the subsidiary El Pacífico Vida (20.9\% of total premiums) increased $39.9 \%$ in the third quarter of 1998 compared to the prior year quarter. Growth in pension fund benefits insurance was $12.7 \%$, while group life insurance and individual life insurance policies increased 48.9\%.

Net underwriting results were S/.17.4 million (US\$5.7 million) in the third quarter of 1998, above S/.12.1 million (US $\$ 4.0$ million) in the prior year quarter, mainly because of lower technical reserves for the marine hull line. The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) was $13.1 \%$ in the third quarter of 1998 , increasing from $10.5 \%$ in the prior year period.

Net claims incurred in the third quarter of 1998 were $\mathrm{S} / .66 .2$ million increasing $5.5 \%$ from $\mathrm{S} / .62 .8$ million in the third quarter of 1997. The net loss ratio (net claims to net premiums) increased from $73.4 \%$ to $74.1 \%$ comparing the third quarters of 1997 and 1998, respectively.

The combined ratio (the sum of net claims, general expenses and commissions, as a percentage of net premiums) was $106.4 \%$ in the third quarter of 1998 , above the $99.9 \%$ of the prior year period, increasing mainly because higher operating expenses which increased $30.6 \%$ to $\mathrm{S} / .21 .0$ million mainly due to increased personnel and third party fee expenses. Operating expenses over net premiums increased from $18.8 \%$ to $23.5 \%$ comparing the third quarters of 1997 and 1998, respectively.

As of September 30,1998, total assets were S/.711.4 million (US\$234.0 million) increasing 22.0\% compared to the balance at the end of the prior year quarter. Investments in real estate and financial assets were S/.415.2 million (US\$136.6 million) in the third quarter of 1998, increasing 22.6\% from the balance of the prior year quarter.

## *** 8 Tables To Follow ***

CREDICORP LTD. AND SUBSIDIARIES
Table 1
CONSOLIDATED BALANCE SHEETS
(In thousands of U.S. Dollars)

| ASSETS | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30, 1997 | Dec. 31, 1997 | Jun. 30, 1998 | Sep. 30, 1998 |
| CASH AND DUE FROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 295,508 | 306,482 | 408,235 | 457,192 |
| Interest bearing deposits in banks | 1,411,272 | 1,501,686 | 1,387,799 | 1,354,257 |
|  | 1,706,780 | 1,808,168 | 1,796,034 | 1,811,449 |
| MARKETABLE SECURITIES, net | 506,630 | 559,871 | 460,605 | 355,565 |
| LOANS | 4,278,788 | 4,573,781 | 4,808,827 | 4,912,655 |
| Current | 4,093,585 | 4,392,543 | 4,556,999 | 4,626,350 |
| Past Due | 185,203 | 181,238 | 251,828 | 286,305 |
| Less - Reserve for possible loan losses | $(193,478)$ | $(209,810)$ | $(241,948)$ | $(244,096)$ |
| LOANS NEI | 4,085,310 | 4,363,971 | 4,566,879 | 4,668,559 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 230,908 | 250,620 | 258,863 | 269,226 |
| REINSURANCE ASSETS | 34,125 | 35,576 | 68,403 | 73,718 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 30,430 | 32,273 | 34,500 | 42,948 |
| PROPERTY, PLANT and EQUIPMENT, net | 265,784 | 273,201 | 283,293 | 290,467 |
| DUE FROM CUSTOMERS ON ACCEPTANCES | 63,105 | 69,363 | 52,479 | 49,837 |
| OTHER ASSETS | 378,080 | 410,414 | 384,215 | 419,136 |
|  | 7,301,152 | 7,803,457 | 7,905,271 | 7,980,905 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: |  |  |  |  |
| Non-interest bearing | 626,470 | 551,391 | 638,189 | 535,306 |
| Interest bearing | 4,654,985 | 4,880,862 | 4,880,189 | 4,971,406 |
|  | 5,281,455 | 5,432,253 | 5,518,378 | 5,506,712 |
| dUE TO BANKS AND CORRESPONDENTS | 644,825 | 963,361 | 1,019,549 | 995,633 |
| ACCEPTANCES OUTSTANDING | 63,105 | 69,363 | 52,479 | 49,837 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 65,411 | 71,989 | 116,648 | 120,214 |
| RESERVE FOR UNEARNED PREMIUMS | 61,889 | 63,994 | 60,850 | 63,770 |
| REINSURANCE PAYABLE | 15,707 | 11,420 | 7,694 | 14,316 |
| OTHER LIABILITIES | 355,236 | 351,763 | 274,156 | 381,307 |
| MINORITY INTEREST | 93,668 | 95,910 | 97,086 | 97,989 |
| total liabilities | 6,581,296 | 7,060,053 | 7,146,840 | 7,229,778 |
| NET SHAREHOLDERS' EQUITY | 719,856 | 743,404 | 758,431 | 751,127 |
| TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY | 7,301,152 | 7,803,457 | 7,905,271 | 7,980,905 |
| CONTINGENT CREDITS | 1,066,134 | 1,091,345 | 1,078,942 | 1,144,828 |

CREDICORP LTD. AND SUBSIDIARIES
Table 2
CONSOLIDATED INCOME STATEMENTS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.97 | 30.09.98 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 167,069 | 179,057 | 182,224 | 502,748 | 526,928 |
| Interest and dividends on investments: | 1,217 | 5,908 | 723 | 4,911 | 9,370 |
| Interest on deposits with banks | 15,994 | 18,951 | 21,555 | 47,163 | 57,370 |
| Interest on trading securities | 15,681 | 16,280 | 12,428 | 34,888 | 46,111 |
| Total Interest Income | 199,961 | 220,196 | 216,930 | 589,710 | 639,779 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 80,209 | 88,104 | 92,065 | 228,704 | 262,371 |
| Interest on borrowed funds | 19,270 | 21,335 | 23,737 | 55,065 | 67,528 |
| Other interest expense | 4,910 | 3,862 | 4,077 | 14,074 | 11,746 |
| Total Interest Expense | 104,389 | 113,301 | 119,879 | 297,843 | 341,645 |
| Net Interest Income | 95,572 | 106,895 | 97,051 | 291,867 | 298,134 |
| Provision for possible loan losses, net | 21,941 | 40,964 | 48,463 | 65,817 | 115,745 |
| Net interest income after provision for possible loan losses | 73,631 | 65,931 | 48,588 | 226,050 | 182,389 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 37,910 | 38,214 | 36,155 | 110,174 | 107,957 |
| Net gains from sales of securities | 9,655 | 7,933 | $(6,880)$ | 23,947 | 2,408 |
| Net gains on foreign exchange transactions | 7,236 | 6,687 | 5,553 | 19,318 | 19,368 |
| Net premiums earned | 26,829 | 30,626 | 28,823 | 76,644 | 89,648 |
| Other income | 14,346 | 9,224 | 10,281 | 35,170 | 36,568 |
|  | 95,976 | 92,684 | 73,932 | 265,253 | 255,949 |
| CLAIMS ON INSURANCE ACTIVITIES |  |  |  |  |  |
| Net claims incurred | 9,576 | 9,935 | 8,656 | 24,261 | 29,848 |
| Increase in future policy benefits for life and health | 13,497 | 11,324 | 13,700 | 31,852 | 37,578 |
|  | 23,073 | 21,259 | 22,356 | 56,113 | 67,426 |
| OPERATING EXPENSE |  |  |  |  |  |
| Salaries and employee benefits | 53,027 | 47,796 | 44,297 | 143,655 | 139,129 |
| General, administrative, and other taxes | 36,203 | 38,300 | 39,637 | 112,671 | 115,810 |
| Depreciation and amortization | 8,625 | 9,320 | 9,699 | 24,742 | 28,008 |
| Other | 7,439 | 13,255 | 11,826 | 20,502 | 34,456 |
|  | 105,294 | 108,671 | 105,459 | 301,570 | 317,403 |
| Translation result | $(2,185)$ | 11,563 | 4,857 | $(4,015)$ | 19,505 |
| Income before income tax, and minority interest | 39,055 | 40,248 | (438) | 129,605 | 73,014 |
| Income Tax | $(9,778)$ | $(11,315)$ | $(5,822)$ | $(32,647)$ | $(24,639)$ |
| Minority Interest | $(2,778)$ | $(3,569)$ | $(1,044)$ | $(10,446)$ | $(7,538)$ |
| NET INCOME | 26,499 | 25,364 | $(7,304)$ | 86,512 | 40,837 |

## CREDICORP LTD. AND SUBSIDIARIES

Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.97 | 30.09.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.327 | 0.313 | (0.090) | 1.068 | 0.504 |
| Net interest margin on interest earning assets (2) | 6.47\% | 6.54\% | 6.09\% | 6.96\% | 6.22\% |
| Return on average total assets (2)(3) | 1.48\% | 1.27\% | -0.37\% | 1.70\% | 0.69\% |
| Return on average shareholders' equity (2)(3) | 15.00\% | 13.60\% | -3.87\% | 16.67\% | 7.29\% |
| No. of outstanding shares (millions)(4) | 73.59 | 81.00 | 81.00 | 73.59 | 81.00 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 4.33\% | 5.24\% | 5.83\% | 4.33\% | 5.83\% |
| Reserves for loan losses as a percentage of total past due loans | 104.47\% | 96.08\% | 85.26\% | 104.47\% | 85.26\% |
| Reserves for loan losses as a percentage of total loans | 4.52\% | 5.03\% | 4.97\% | 4.52\% | 4.97\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 44.30\% | 43.92\% | 40.54\% | 44.30\% | 40.54\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -1.15\% | 1.30\% | 5.62\% | -1.15\% | 5.62\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expense as a percent. of total income (5) | 54.23\% | 53.75\% | 61.77\% | 53.37\% | 56.92\% |
| Oper. expense as a percent. of av. tot. assets(2)(3)(5) | 5.81\% | 5.37\% | 5.32\% | 5.85\% | 5.33\% |
| Average balances (millions of US\$) (3) |  |  |  |  |  |
| Interest earning assets | 5,909.5 | 6,537.7 | 6,370.8 | 5,591.9 | 6,395.1 |
| Total Assets | 7,148.5 | 7,989.4 | 7,943.1 | 6,774.3 | 7,892.2 |
| Net equity | 706.7 | 745.7 | 754.8 | 691.9 | 747.3 |

(1)The number of shares outstanding of 81.00 million is used for all periods since shares have been issued only for capitalization of profits.
(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 numer of shares was of 85.80 million in 2Q97 and 94.38 million in 1Q98 and in 2Q98.
(5)Total income includes net interest income and other income. Operating expense is net of mandatory employee profit sharing expense.

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

(Constant Nuevos Soles, as of September 30, 1998, and U.S. Dollars in thousands)

| ASSETS | 30.09.97 | 31.12 .97 | 30.06.98 | 30.09.98 | 30.09.98 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000 |
| CASH AND DUE FROM BANKS | 4,608.618 | 4,790.323 | 5,010.764 | 5,062.811 | \$1,665.398 |
| Cash and Checks | 804.893 | 813.495 | 1,127.461 | 667.024 | \$219.416 |
| Deposits in Central Bank of Peru | 2,799.978 | 3,287.455 | 3,238.823 | 3,814.855 | \$1,254.887 |
| Deposits with local and foreign banks | 1,003.747 | 689.373 | 644.480 | 580.932 | \$191.096 |
| MARKETABLE SECURITIES, net | 878.196 | 988.999 | 719.733 | 450.372 | \$148.149 |
| LOANS | 10,884.876 | 11,710.107 | 12,681.062 | 12,954.362 | \$4,261.303 |
| Current | 10,379.163 | 11,202.688 | 11,973.145 | 12,171.491 | \$4,003.780 |
| Past Due | 505.713 | 507.419 | 707.917 | 782.871 | \$257.523 |
| Less - Reserve for possible loan losses | (509.795) | (550.494) | (655.233) | (693.221) | (\$228.033) |
| LOANS NET | 10,375.081 | 11,159.613 | 12,025.829 | 12,261.141 | \$4,033.270 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 178.591 | 177.242 | 179.450 | 212.351 | \$69.852 |
| PROPERTY, PLANT and EQUIPMENT, net | 572.446 | 593.243 | 615.873 | 615.208 | \$202.371 |
| OTHER ASSETS | 758.226 | 880.850 | 797.074 | 897.120 | \$295.105 |
| TOTAL ASSETS | 17,371.158 | 18,590.270 | 19,348.723 | 19,499.003 | \$6,414.146 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 13,692.981 | 14,123.595 | 14,840.292 | 14,848.540 | \$4,884.388 |
| Demand deposits | 2,864.496 | 2,980.064 | 3,257.494 | 2,487.996 | \$818.420 |
| Saving accounts | 4,888.422 | 4,986.450 | 4,843.532 | 4,938.458 | \$1,624.493 |
| Time deposits | 5,940.063 | 6,157.081 | 6,739.266 | 7,422.086 | \$2,441.476 |
| DUE TO BANKS AND CORRESPONDENTS | 1,282.091 | 1,968.607 | 2,198.519 | 2,007.048 | \$660.213 |
| OTHER LIABILITIES | 932.062 | 960.103 | 725.133 | 1,026.850 | \$337.780 |
| PROVISION FOR SEVERANCE INDEMNITIES | 11.680 | 5.883 | 6.609 | 12.464 | \$4.100 |
| SHAREHOLDERS EQUITY: | 1,452.344 | 1,532.083 | 1,578.171 | 1,604.101 | \$527.665 |
| Capital stock | 893.376 | 892.920 | 935.257 | 935.440 | \$307.711 |
| Legal reserve | 299.557 | 299.405 | 436.448 | 436.534 | \$143.597 |
| Retained earnings | 259.411 | 339.758 | 206.466 | 232.127 | \$76.358 |
| TOTAL LIABILITIES AND EQUITY | 17,371.158 | 18,590.271 | 19,348.724 | 19,499.003 | \$6,414.146 |
| Contingent Credits | 3,207.600 | 3,102.869 | 3,073.376 | 3,255.566 | \$1,070.910 |

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES

Table 5
CONSOLIDATED INCOME STATEMENTS
(Constant Nuevos Soles, as of September 30, 1998, and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.98 | 30.09.97 | 30.09.98 | 30.09.98 |
| Interest income and expense |  |  |  | US\$000 |  |  | US\$000 |
| Interest income | 493.273 | 534.670 | 543.357 | \$178.736 | 1,450.135 | 1,569.055 | \$516.137 |
| Less - Interest expense | 246.543 | 267.547 | 283.494 | \$93.255 | 705.069 | 803.888 | \$264.437 |
| Net interest income | 246.730 | 267.123 | 259.863 | \$85.481 | 745.066 | 765.167 | \$251.700 |
| Provisions for possible loan losses, net | 50.803 | 115.443 | 149.017 | \$49.019 | 170.070 | 340.649 | \$112.056 |
| Net interest income after provisions | 195.927 | 151.680 | 110.846 | \$36.463 | 574.996 | 424.518 | \$139.644 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 102.223 | 101.939 | 93.660 | \$30.809 | 300.766 | 285.252 | \$93.833 |
| Net gains from sales of securities | 10.260 | 7.546 | (14.496) | (\$4.768) | 37.097 | (6.831) | (\$2.247) |
| Net gains on foreing exchg. transacts. | 15.588 | 21.644 | 24.227 | \$7.969 | 49.155 | 66.639 | \$21.921 |
| Other income | 25.852 | 11.216 | 22.164 | \$7.291 | 60.209 | 67.636 | \$22.249 |
|  | 153.923 | 142.345 | 125.555 | \$41.301 | 447.227 | 412.696 | \$135.755 |
| Operating Expense |  |  |  |  |  |  |  |
| Salaries and employee benefits | 129.907 | 111.813 | 102.991 | \$33.879 | 351.129 | 324.876 | \$106.867 |
| General and administrative | 86.991 | 78.240 | 86.928 | \$28.595 | 259.802 | 249.049 | \$81.924 |
| Depreciation and amortization | 21.256 | 23.061 | 24.837 | \$8.170 | 61.965 | 71.733 | \$23.596 |
| Taxes other than income tax | 9.498 | 10.090 | 10.447 | \$3.437 | 28.732 | 27.266 | \$8.969 |
| Other | 10.777 | 22.199 | 20.781 | \$6.836 | 29.686 | 59.435 | \$19.551 |
|  | 258.429 | 245.403 | 245.984 | \$80.916 | 731.314 | 732.359 | \$240.908 |
| Result from exposure to inflation | (4.463) | 47.654 | 35.978 | \$11.835 | 2.298 | 92.877 | \$30.552 |
| Income before income tax | 86.958 | 96.276 | 26.395 | \$8.683 | 293.207 | 197.732 | \$65.043 |
| Income Tax | 25.544 | 26.510 | 0.676 | \$0.222 | 74.796 | 43.363 | \$14.264 |
| Net income | 61.414 | 69.766 | 25.719 | \$8.460 | 218.411 | 154.369 | \$50.779 |

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

|  | Three months ended: |  |  | Nine months ended: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.97 | 30.09.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.070 | 0.079 | 0.029 | 0.248 | 0.175 |
| Net interest margin on interest earning assets (2) | 6.65\% | 6.42\% | 6.19\% | 6.92\% | 6.15\% |
| Return on average total assets (2)(3) | 1.44\% | 1.45\% | 0.53\% | 1.76\% | 1.08\% |
| Return on average shareholders' equity (2)(3) | 17.28\% | 18.08\% | 6.47\% | 21.15\% | 13.13\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 4.65\% | 5.58\% | 6.04\% | 4.65\% | 6.04\% |
| Reserves for loan losses as a percentage of total past due loans | 100.81\% | 92.56\% | 88.55\% | 100.81\% | 88.55\% |
| Reserves for loan losses as a percentage of total loans | 4.68\% | 5.17\% | 5.35\% | 4.68\% | 5.35\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 41.56\% | 41.13\% | 40.22\% | 41.56\% | 40.22\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -0.28\% | 3.34\% | 5.59\% | -0.28\% | 5.59\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 63.50\% | 58.91\% | 63.92\% | 60.32\% | 61.66\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 5.97\% | 5.02\% | 5.07\% | 5.81\% | 5.08\% |
| Capital adequacy |  |  |  |  |  |
| Net equity as a percentage of period end total assets | 8.36\% | 8.16\% | 8.23\% | 8.36\% | 8.23\% |
| Regulatory capital / risk-weighted assets | 10.40\% | 9.79\% | 10.40\% | 10.40\% | 10.40\% |
| Average balances (constant millions S/.) (3) |  |  |  |  |  |
| Interest earning assets | 14,842.1 | 16,644.7 | 16,796.9 | 14,358.5 | 16,593.1 |
| Total Assets | 17,047.0 | 19,236.9 | 19,423.9 | 16,513.0 | 19,044.6 |
| Net equity | 1,421.3 | 1,543.4 | 1,591.1 | 1,376.8 | 1,568.1 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 800.0 | 880.0 | 880.0 | 800.0 | 880.0 |
| No. of employees | 6,383 | 6,609 | 6,983 | 6,383 | 6,983 |
| Inflation rate ( Wholesale price index) | 0.83\% | 0.95\% | 1.83\% | 3.40\% | 6.30\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 2.66 | 2.90 | 3.04 | 2.66 | 3.04 |

(1)Shares outstanding of 880.0 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 (S/.4.0 in 3Q97, S/.4.2 in 2Q98, and S/.-0.4 in 3Q98).

## 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 |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.97 | 30.09.98 |
| Results |  |  |  |  |  |
| Net Interest Income, net of reserve expense | 5,967 | 9,346 | 4,063 | 20,571 | 20,446 |
| Other Income(1) | 5,906 | 2,048 | $(11,926)$ | 13,669 | $(8,006)$ |
| Operating Expense | 2,519 | 2,608 | 1,871 | 7,465 | 7,063 |
| Net income before realized and unrealized gains (losses) on securities transactions | 3,533 | 8,531 | 675 | 15,650 | 14,803 |
| Net income before unrealized gains (losses) on securities transactions | 8,740 | 9,298 | $(2,559)$ | 26,426 | 13,549 |
| Net Income | 8,797 | 8,786 | $(9,733)$ | 26,775 | 5,377 |
| Net Income per share (US\$) | 0.22 | 0.22 | (0.24) | 0.67 | 0.13 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 1,103,605 | 952,713 | 878,025 | 1,103,605 | 878,025 |
| Loan portfolio, net | 305,815 | 261,708 | 252,717 | 305,815 | 252,717 |
| Marketable securities and investments | 398,507 | 355,555 | 228,021 | 398,507 | 228,021 |
| Total Deposits | 629,929 | 534,664 | 592,562 | 629,929 | 592,562 |
| Shareholders' equity | 302,957 | 253,449 | 177,790 | 302,957 | 177,790 |
| Funds under administration | 207,050 | 331,879 | 259,850 | 207,050 | 259,850 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 2.9\% | 2.3\% | 2.1\% | 2.8\% | 2.3\% |
| Return on average stockholders' equity(4) | 11.3\% | 13.0\% | -18.1\% | 12.5\% | 3.0\% |
| Return on average stockholders' equity without including gains on Credicorp(4) | 24.9\% | 26.4\% | -30.4\% | 26.1\% | 5.6\% |
| Return on average total assets(4) | 3.2\% | 3.4\% | -4.3\% | 3.6\% | 0.7\% |
| 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 | 2.9\% | 3.4\% | 0.8\% | 2.9\% | 0.8\% |
| Operating expense / total income | 28.6\% | 22.9\% | -23.5\% | 27.9\% | 131.0\% |
| Operating expense / average total assets(4) | 0.9\% | 1.0\% | 0.8\% | 1.0\% | 0.9\% |
| Operating expense / average total assets + funds under management(4) | 0.5\% | 0.8\% | 0.4\% | 0.8\% | 0.7\% |

(1) Includes realized and unrealized 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.

## EL PACIFICO-PERUANO SUIZA AND SUBSIDIARY <br> Table 8 <br> SELECTED FINANCIAL DATA

(Constant Nuevos Soles as of September 30, 1998, 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 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.97 | 30.06.98 | 30.09.98 | 30.09.98 | 30.09.97 | 30.09.98 | 30.09.98 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 115,609 | 115,659 | 132,474 | \$43,577 | 332,712 | 368,253 | \$121,136 |
| Change in Reserves | 6,591 | 414 | (5) | \$-2 | 12,827 | 2,761 | \$908 |
| Net Underwriting Results | 12,107 | 21,673 | 17,402 | \$5,724 | 55,662 | 53,940 | \$17,743 |
| Net Financial Income | 9,056 | 31,074 | 12,234 | \$406 | 40,841 | 52,518 | \$17,276 |
| General Expenses | 16,106 | 19,014 | 21,000 | \$6,908 | 47,274 | 57,876 | \$19,038 |
| Net Income | 4,987 | 30,351 | 7,894 | \$2,597 | 43,192 | 43,838 | \$14,420 |
| Net Income per share (S/.)(2) | 0.273 | 1.664 | 0.433 | \$0.142 | 2.368 | 2.404 | \$0.791 |
| Balance Sheets (end of period) |  |  |  |  |  |  |  |
| Total Assets | 583,306 | 651,179 | 711,421 | \$234,020 | 583,306 | 711,421 | \$234,020 |
| Investments in Secur. and Real estate | 338,746 | 407,327 | 415,177 | \$136,571 | 338,746 | 415,177 | \$136,571 |
| Technical Reserves | 233,368 | 293,430 | 307,946 | \$101,298 | 233,368 | 307,946 | \$101,298 |
| Net Equity | 233,187 | 262,938 | 271,643 | \$89,356 | 233,187 | 271,643 | \$89,356 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 10.5\% | 18.7\% | 13.1\% | 13.1\% | 16.7\% | 14.6\% | 14.6\% |
| Net Loss ratio | 73.4\% | 68.1\% | 74.1\% | 74.1\% | 66.5\% | 72.3\% | 72.3\% |
| Return on avge. equity (3)(4) | 9.0\% | 58.9\% | 12.3\% | 12.3\% | 28.2\% | 23.5\% | 23.5\% |
| Return on total premiums | 4.3\% | 26.2\% | 6.0\% | 6.0\% | 13.0\% | 11.9\% | 11.9\% |
| Shareholders' Equity / Total Assets | 40.0\% | 40.4\% | 38.2\% | 38.2\% | 40.0\% | 38.2\% | 38.2\% |
| Increase in Risk Reserves | 7.7\% | 0.4\% | 0.0\% | 0.0\% | 5.1\% | 1.0\% | 1.0\% |
| Combined Ratio | 99.9\% | 98.5\% | 106.4\% | 106.4\% | 94.2\% | 102.7\% | 102.7\% |
| - Net Claims / Net Premiums | 73.4\% | 68.1\% | 74.1\% | 74.1\% | 66.5\% | 72.3\% | 72.3\% |
| - Op. Exp.+Comiss./Net Premiums | 26.5\% | 30.5\% | 32.3\% | 32.3\% | 27.7\% | 30.4\% | 30.4\% |
| Operating expense/Net Premiums | 18.8\% | 20.6\% | 23.5\% | 23.5\% | 18.8\% | 21.0\% | 21.0\% |
| Oper. expense / Avge. assets (3)(4) | 12.0\% | 12.6\% | 12.9\% | 12.9\% | 11.9\% | 12.0\% | 12.0\% |

(1)Translated at S/.3.04 per 1US\$.
(2)Based on 18.2 million shares in all periods. Actual outstanding shares were 15.2 million
in 3Q97 and 18.2 million in 2Q98 and in 3Q98.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.

