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## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 1999

(Lima, Peru, November 4, 1999) - Credicorp Ltd. ("Credicorp") (NYSE:BAP;LSE:BAPC1) today announced its financial results for the quarter ended September 30, 1999.

Credicorp announced for the nine month period ended September 30, 1999 a consolidated net income of US $\$ 4.4$ million, compared to US $\$ 40.8$ million in the same period in 1998, or US $\$ 0.054$ and US $\$ 0.504$ per share, respectively. Consolidated net income for the quarter ended September 30, 1999 was US $\$ 0.2$ million, compared to a net loss of US $\$ 7.3$ million in the third quarter of 1998, resulting in net income per share of US $\$ 0.003$ and a loss of US $\$ 0.090$, respectively. Net income, comparing the third quarter of 1999 with that of 1998, increased principally due to earnings in securities transactions, compared to losses sustained in the prior year quarter, and lower loan loss provisions, partially offset by a lower net interest margin.

## 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 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.98 | 30.09.99 |
| Net interest income | 97.1 | 94.7 | 89.7 | 298.1 | 275.5 |
| Provisions for possible loan losses, net | 48.5 | 37.3 | 38.9 | 115.7 | 127.3 |
| Other income | 73.9 | 88.6 | 76.5 | 255.9 | 246.2 |
| Claims on insurance activities | 22.4 | 22.0 | 21.6 | 67.4 | 64.2 |
| Operating expense | 105.5 | 111.6 | 105.4 | 317.4 | 321.0 |
| Translation result | 4.9 | (8.7) | 3.2 | 19.5 | 5.7 |
| Income before income tax and $\qquad$ minority interest | (0.4) | 3.7 | 3.6 | 73.0 | 14.8 |
| Income Tax | (5.8) | 1.8 | (1.4) | (24.6) | (3.8) |
| Minority Interest | (1.0) | (2.9) | (2.0) | (7.5) | (6.7) |
| Net Income | (7.3) | 2.6 | 0.2 | 40.8 | 4.4 |
| Net Income per share (1) | (0.090) | 0.033 | 0.003 | 0.504 | 0.054 |

(1) Based on 81.00 million net outstanding shares in all periods. The total number of shares is 94.38 million, however, as 13.38 million are held by affiliates as treasury shares, the net consolidated outstanding shares are 81.00 million.

## I.1 ECONOMIC SITUATION

GDP in Peru grew $0.1 \%$ in July 1999, compared to the same month of 1998, but declined $1.7 \%$ in August. GDP is expected to decrease $0.6 \%$ in the third quarter of 1999, after growth of $1.1 \%$ and $4.9 \%$ in the first and second quarters of 1999, respectively. Growth for the nine months through September 1999 is expected at $2 \%$, higher than $0.6 \%$ in the 1998 period, principally due to the adverse effects of the El Niño phenomenon in 1998.

Growth through September 1999 is expected to be driven by the primary and export sectors of Fishing ( $72 \%$ ), Agriculture (13\%) and Mining (12\%). Some sectors related to domestic demand decrease, specially Construction ( $-16 \%$ ) and Commerce ( $-4 \%$ ). Manufacturing is expected to grow $2.5 \%$, helped by a $150 \%$ increase in fishmeal processing, with consumer goods growing $4 \%$, while capital goods decrease approximately $20 \%$. The demand for financial services has not been favored by this uneven growth, nor have sectors with loan repayment difficulties. In the quarter, the banking industry continued facing a deteriorating client base and declining loan volumes.

The consumer price index in Perú rose $0.9 \%$ in the third quarter of 1999, versus $0.4 \%$ in the same period of 1998 and $3.4 \%$ in the last twelve months. The exchange rate in Perú, after a period of relative stability since last March, had devaluations of $1.6 \%$ and $2.3 \%$ in August and September, respectively, reaching S/.3.46 at September 30, 1999. Devaluation in the year through September 1999 was $14.2 \%$.

Total liquidity as of September 30, 1999, amounted to US\$15.1 billion, $12.4 \%$ higher than the December 1998 balance, with Nuevo Sol liquidity growing $13.8 \%$ and foreign currency liquidity by $1.5 \%$ (in US\$ terms). SBS statistics as of September 15, 1999, show deposits in the financial system at US $\$ 12.9$ billion, higher by $6.6 \%$ compared to December 31, 1998, with local currency deposits increasing $9.2 \%$, but foreign currency deposits lower by $1.6 \%$ (in US\$ terms). In the third quarter of 1999, local currency deposits grew $5.8 \%$ but decreased $1.1 \%$ in foreign currency. Total loans decreased $5.6 \%$ to US $\$ 13.6$ billion since last December, decreasing $9.7 \%$ and $11.2 \%$ in local and foreign currency, respectively. Loans declined $3.9 \%$ in the current quarter, although local currency loans grew $0.3 \%$, while foreign currency loans decreased $5.3 \%$, principally due to the transfer of approximately US\$950 million to non-financial entities by the Wiese and Latino banks. In the quarter, past due loans increased $7.9 \%$, and $56.7 \%$ since last December.

## I. 2 INTEREST INCOME AND OTHER INCOME

In the third quarter of 1999 net interest income reached US $\$ 89.7$ million, below US $\$ 97.1$ million in the previous year quarter, due to the effect of a lower volume of interest earning assets compounded by lower interest margins. Net interest margin (net interest income over average interest earning assets), on an annualized basis, was $5.69 \%$ during the third quarter of 1999, decreasing from $6.09 \%$ in the same quarter of the previous year, and from $5.91 \%$ in the second quarter of 1999 , due to excess liquidity and increased lending to lower margin corporate sector clients. Interest earning assets, as averages of beginning and ending balances, were US\$6.3 billion in the third quarter of 1999, decreasing $1.7 \%$ since the preceding quarter and $1.1 \%$ since the year-ago quarter.

Deposits and other obligations reached US\$5.6 billion at the end of September 1999, remaining similar to the June1999 balance, and increasing 2.8\% over the year-ago balance. Due to banks and correspondents decreased from US\$879.3 million at June 30, 1999 to US\$724.3 million at the end of the third quarter of 1999.

Non-interest income was US\$76.5 million in the third quarter of 1999, increasing $3.5 \%$ from noninterest income of US $\$ 73.9$ million in the same period of 1998. The non-interest income
components had the following growth rates with respect to the prior year quarter and to the preceding second quarter of 1999:

| (\% change and US\$Mn) | 3Q98 | 2Q99 | 3Q99 | 3Q99 vs <br> 2Q99 | 3Q99 vs <br> 3Q98 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commissions for banking services | 36.2 | 34.1 | 33.9 | $-0.8 \%$ | $-6.3 \%$ |
| Net premiums | 28.8 | 29.1 | 26.2 | $-10.2 \%$ | $-9.3 \%$ |
| Gains from sale of securities | -6.9 | 4.5 | 2.7 | $-39.7 \%$ | N/A |
| Gains from foreign exchange | 5.6 | 6.2 | 5.7 | $-7.4 \%$ | $2.9 \%$ |
| Other income | 10.3 | 14.7 | 8.1 | $-45.1 \%$ | $-21.3 \%$ |
| Total Non-Interest Income | $\mathbf{7 3 . 9}$ | $\mathbf{8 8 . 6}$ | $\mathbf{7 6 . 5}$ | $\mathbf{- 1 3 . 6 \%}$ | $\mathbf{3 . 5 \%}$ |

## I. 3 OPERATING EXPENSES

Operating expenses for the third quarter of 1999 were US $\$ 105.4$ million, slightly below expenses in the same period of the previous year. Credicorp's operating expense components had the following variations:

| 3Q change and US\$ Mn) | 3Q98 | 2Q99 | 3Q99 | 3Q99 vs |  |
| :--- | ---: | ---: | ---: | ---: | ---: | 3Q99 vs

The efficiency ratio (operating expense, net of provisions for assets received in lieu of loan repayment and employee profit sharing expense, as a percentage of total income) improved to $57.1 \%$ in the third quarter of 1999, from $60.9 \%$ in the third quarter of last year. Operating expenses as a percentage of average total assets declined to $4.8 \%$ in the current quarter compared to $5.3 \%$ in the same quarter of the previous year.

## I. 4 LOAN QUALITY

Credicorp's total assets were US\$7.9 billion at September 30, 1999, decreasing 2.0\% compared to both, the balance at the end of the preceding quarter and the balance at September 1998. The loan portfolio as of September 30, 1999 totaled US $\$ 4.7$ billion, $5.4 \%$ below the balance at the end of June 1999, and $5.1 \%$ below the year-ago balance. Loan quality indicators are shown in the following table:

| In US\$Mn) | 3Q98 | 2Q99 | 3Q99 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,912.7$ | $4,930.0$ | $4,662.0$ |
| Past due loans | 286.3 | 379.8 | 396.3 |
| Loan loss reserves | 244.1 | 288.7 | 303.0 |
|  |  |  |  |
| Past due / Total loans | $5.8 \%$ | $7.7 \%$ | $8.5 \%$ |
| Reserves / Past due | $85.3 \%$ | $76.0 \%$ | $76.5 \%$ |

The increase in past due loans to US\$396.3 million at the end of September 1999, from US\$379.8 million at June 30, 1999, is related mainly to increases in BCP's small business and middle market segments.

## I. 5 SUBSIDIARIES

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

| (US\$Mn) | 3Q98 | 2Q99 | 3Q99 | 9m98 | 9m99 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Banco de Credito | US\$ -3.3 | US\$ 2.7 | US\$ 1.8 | US\$ 29.6 | US\$ 4.7 |
| Atlantic | -1.8 | 2.7 | 2.6 | 11.0 | 9.7 |
| PPS | 2.6 | 1.0 | 1.2 | 7.7 | 4.7 |
| Banco Tequendama | -2.8 | -2.0 | 0.1 | -5.0 | -4.9 |
| Credicorp and others* | -2.0 | -1.8 | -5.5 | -2.5 | -9.8 |
|  |  |  |  |  |  |
| Consolidated Net Income | US\$ -7.3 | US\$ 2.6 | US\$ 0.2 | US\$ 40.8 | US\$ 4.4 |

* Includes Inversiones Crédito and Grupo Capital, and Banco de La Paz in 3Q98.

In the third quarter of 1999 BCP contributed to Credicorp's net income of US $\$ 1.8$ million, while its results according to Peruvian accounting principles reported in Section II, amounted to a net profit of US\$6.5 million, with the difference mainly due to translation results (US\$4.6 million) being lower than inflation adjustment gains (US\$8.9 million) recorded in Peruvian books. Banco Tequendama increased its contribution in the current quarter principally due to the sale of substandard loans and foreclosed assets to Credicorp, which allowed for the reversal of provisions. Credicorp charged against income a corresponding amount of US\$4.3 million, composed of US\$3.8 million for loan loss provisions and overdue interests, and US\$0.5 million for other assets provisions, explaining its increased net loss contribution.

Subsidiaries not commented in the next sections of this report can be briefly highlighted as follows:

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

Credicorp holds a $99.7 \%$ interest in BCB, directly and through various subsidiaries, and is consolidated within the BCP financial statements. BCB had net income of US $\$ 4.1$ million in the nine months through September 1999, compared to US\$3.3 million in the prior year period. In the third quarter of 1999 BCB had net income of US\$1.3 million, similar to net income in the same quarter of 1998. At September 30, 1999 BCB had total loans of US $\$ 486.0$ million, increasing from US\$444.9 million at September 1998, but lower than US\$541.6 million at June 1999 mostly due to the exchange into bonds of part of the portfolio acquired from Banco Boliviano Americano in May 1999.

## Banco Tequendama, Colombia

At September 30 1999, Banco Tequendama had total loans of US\$185.7 million, compared to US\$221.1 million in September 1998 and US\$219.4 million at June 1999. Total deposits amounted to US $\$ 108.7$ million at the end of the third quarter of 1999 , decreasing from US $\$ 188.9$ million as of September 1998. The bank has contributed net losses as seen in the preceding income contribution chart, partly due to higher loan loss provisions of US\$2.7 million in the nine months through September 1999, compared to US\$0.7 million in the prior year period, and translation losses of US $\$ 3.9$ million and US $\$ 1.0$ million in the same periods, respectively, due to devaluation of the Colombian Peso. As mentioned above, in the third quarter of 1999 Credicorp purchased nonperforming loans and foreclosed assets which led to expense reversals in Banco Tequendama and corresponding charges at Credicorp.

## Banco Capital, El Salvador

Banco Capital had total loans amounting to US $\$ 117.5$ million compared to US\$87.4 million at the end of the third quarters of 1999 and 1998, respectively, while total deposits reached US\$64.7 million and US $\$ 33.1$ million in the same periods. Net income for the nine months through September 1999 was US\$0.3 million decreasing from US\$0.6 million in the same period of 1998.

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

## II. 1 NET INCOME

Consolidated net income for the nine month period ended September 30, 1999 was $\mathrm{S} / .76 .7$ million (US $\$ 22.5$ million), compared to S/.160.9 million (US $\$ 47.2$ million) in the 1998 period. Net income for the third quarter of 1999 was S/.22.1 million (US $\$ 6.5$ million) decreasing from S/.26.8 million (US $\$ 7.9$ million) in the prior year period. Net income during 1999 has been affected by write-down provisions related to assets received in lieu of loan repayment, which are included within the operating expense concept. In case of cumulative nine month figures, net income decreases also due to higher provisions for loan losses.

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

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.99 | 30.09.98 | 30.09.99 | 30.09.99 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 279.2 | 275.4 | 277.0 | \$81.2 | 817.9 | 832.2 | \$244.1 |
| Provisions for loan losses, net | 155.2 | 116.0 | 130.6 | \$38.3 | 355.0 | 411.0 | \$120.5 |
| Other income | 130.8 | 154.2 | 142.8 | \$41.9 | 430.0 | 446.1 | \$130.8 |
| Operating expense | 256.2 | 287.8 | 296.8 | \$87.0 | 763.1 | 869.0 | \$254.8 |
| Result from exposure to inflation | 28.9 | (19.5) | 30.8 | \$9.0 | 76.1 | 88.0 | \$25.8 |
| Income before income tax | 27.5 | 6.2 | 23.3 | \$6.8 | 206.0 | 86.4 | \$25.3 |
| Income Tax | 0.7 | 0.4 | 1.2 | \$0.3 | 45.2 | 9.6 | \$2.8 |
| Net Income | 26.8 | 5.8 | 22.1 | \$6.5 | 160.9 | 76.7 | \$22.5 |
| Net Income per share (2) | 0.029 | 0.006 | 0.024 | \$0.007 | 0.172 | 0.082 | \$0.024 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information is in constant soles as of September 30, 1999. Figures in US\$ have been translated at the exchange rate of $S / .3 .41$ to the dollar.
(2) Based on 937.2 million outstanding shares in all periods.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, reached S/.277.0 million (US\$81.2 million) during the third quarter of 1999 remaining similar to the preceding second quarter, but is $0.8 \%$ below the prior year quarter. Compared to the third quarter of 1998, net interest income decreased due to a lower net interest margin which was not completely offset by higher average interest earning assets, which grew 6.6\%.

In the third quarter of 1999, the net interest margin was $5.94 \%$ decreasing from $6.38 \%$ in the prior year quarter, and slightly above $5.81 \%$ in the second quarter of 1998. Compared to the second quarter of 1999, the increase in net interest margin is principally a result of higher volume of Nuevos Soles loans and lower funding costs.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, increased 9.2\% to S/.142.8 million (US\$41.9 million) in the third quarter of 1999 with respect to the same period in the prior year quarter. In the third quarter of 1999, fees from banking services amounted to S/.102.3 million (US $\$ 30.0$ million), $4.9 \%$ over such income in the same period in 1998. Fees on the most important banking services had the following growth rates:

| (In constant S/. Mn.) | 3Q98 | 3Q99 | Growth |
| :--- | ---: | ---: | ---: |
| Contingent credits | 7.6 | 7.5 | $-1.4 \%$ |
| Foreign Trade | 8.0 | 7.0 | $-12.8 \%$ |
| Account Maintenance | 30.6 | 27.8 | $-9.3 \%$ |
| Insurance | 8.7 | 8.4 | $-2.9 \%$ |
| Collections fees | 16.4 | 16.7 | $2.1 \%$ |
| Fund transfer services | 12.1 | 14.2 | $18.5 \%$ |
| Credit card fees | 7.7 | 11.8 | $53.0 \%$ |
| Brokerage | 6.0 | 6.8 | $12.5 \%$ |
| Other | 0.4 | 2.1 | $404 . \%$ |
| $\quad$ Total | $\mathbf{9 7 . 5}$ | $\mathbf{1 0 2 . 3}$ | $\mathbf{4 . 9 \%}$ |

In the above chart, Credit card fees increase mostly due to increased fees and recoveries for overdue charges.

Gains on securities transactions improve from a net loss of $\mathrm{S} / .15 .1$ million (US $\$ 4.4$ million) in the third quarter of 1998 brought by the international financial crisis, to a gain of S/.7.4 million (US $\$ 2.2$ million) in the third quarter of 1999, principally due to the sale of certain equity securitites in the Lima Stock Exchange.

Gains from foreign exchange transactions were $\mathrm{S} / .17 .3$ million (US\$5.1 million) in the third quarter of 1999, decreasing 31.4\% versus the prior year quarter because of lower transaction volumes and decreased margins found in the Peruvian market due to lower volatility.

Comparing the third quarter of 1998 to the same period in 1999, the Other Income caption decreased from S/.23.1 million (US\$6.8 million) to $\mathrm{S} / .15 .8$ million (US\$4.6 million), due to lower extraordinay income.

## II. 4 OPERATING EXPENSES

Without considering provisions for assets received in lieu of loan repayment, during the third quarter of 1999 BCP's operating expenses reached S/.269.8 million (US\$79.1 million), increasing 7.4\% compared to S/.251.2 million (US\$73.8 million) in the same period in 1998, due mainly to higher personnel expense. Provisions for assets received in lieu of loan repayment amounted to S/.27.0 million and S/.5.0 million, respectively. Approximately $41 \%$ of total operating expenses were attributable to employee salaries and other expenses related to personnel. These expenses increased $12.2 \%$ to $\mathrm{S} / .120 .3$ million (US\$35.3 million) from the same period of the previous year. In the current quarter the number of employees were 7,572 increasing from 6,983 at September 1998, mostly in sales and tellers in BCP, and in Solución Financiera and Banco de Crédito de Bolivia, due to their higher operating volume. Personnel decreases by 39 since last June mainly in BCP and Solución Financiera de Crédito, partly offset by increments in Bolivia.

General and administrative expenses, which represented $30 \%$ of overall operating expenses, were S/.88.2 million (US $\$ 25.9$ million) in the third quarter of 1999 , decreasing $2.6 \%$ compared to expenses in the same quarter of last year. The most significant expenditures were:

| (In constant S/. Mn.) | 3Q98 | 3Q99 | Growth |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 15.6 | 14.9 | $-4.7 \%$ |
| Communications | 9.3 | 8.6 | $-7.3 \%$ |
| Third party fees | 15.7 | 14.2 | $-9.8 \%$ |
| Insurance and security | 10.1 | 11.6 | $14.8 \%$ |
| Transport of currency and securities | 12.4 | 11.4 | $-8.1 \%$ |
| Systems and maintenance | 13.1 | 13.6 | $3.6 \%$ |
| Advertising and marketing | 12.7 | 13.7 | $7.8 \%$ |
| Other | 1.6 | 0.2 | $-88.0 \%$ |
| $\quad$ Total | $\mathbf{9 0 . 5}$ | $\mathbf{8 8 . 2}$ | $\mathbf{- 2 . 6 \%}$ |

Other operating expenses, increased from $\mathrm{S} / .21 .6$ million in the third quarter of 1998 to $\mathrm{S} / .46 .7$ million in the third quarter of 1999, mostly because of increased provisions for assets received in lieu of loan payments which grew from $\mathrm{S} / .5 .0$ million to $\mathrm{S} / .27 .0$ million, respectively. These provisions amounted to S/.57.4 million and S/.14.7 million in the first nine months of 1999 and 1998, respectively.

The ratio of operating expenses (without provisions for assets received in lieu of loan repayment and employee profit sharing expense) as a percentage of average total assets decreased from $4.97 \%$ in the third quarter of 1998 to $4.90 \%$ in this period.

Operating expenses, as a percentage of total income, increased from $61.4 \%$ to $64.4 \%$ for the third quarters of 1998 and 1999, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP were S/.22.0 billion (US\$6.5 billion) at the end of September 1999, 8.5\% over the balance of the year-ago quarter, but slightly decreasing 0.2\% since June 1999.

Total loans were S/.14.4 billion (US\$4.2 billion) at September 1999, 6.5\% above the prior year balance, but decreasing $4.4 \%$ in the current quarter. At September 30, 1999, the loan portfolio, net of provisions, represented $60.7 \%$ of total assets, compared to $62.9 \%$ in the prior year quarter. At September 30, 1999 the Nuevos Soles portion of the loan portfolio was $12.9 \%$, increasing from $12.6 \%$ at the end of the preceding quarter, but remains below $13.0 \%$ at September 30, 1998.

As of September 30, 1999, total deposits were S/.17.9 billion (US\$5.2 billion), increasing $15.4 \%$ since last year's quarter, and $2.3 \%$ over the preceding quarter balance. During the current quarter savings deposits increased $4.2 \%$ and time deposits by $2.3 \%$, while demand deposits declined by $1.2 \%$. At the end of the third quarter of 1999, Nuevos Soles deposits comprised 17.9\% of total deposits, compared to $18.4 \%$ the year before, and $17.1 \%$ as of June 30, 1999.

Growth in assets and liabilities in local currency records is mostly due to the Nuevo Sol devaluation that took place in 1998 and in the first and third quarters of 1999, exceeding the inflation adjustment index. For the year preceding September 30, 1999, devaluation of the official SBS exchange rate was $12.2 \%$, compared to a $4.2 \%$ inflation adjustment in the period.

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

|  | Loans, net |  |  | Total Deposits |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In \% and constant S/.Mn.) | 3Q98 | 2Q99 | 3Q99 | 3Q98 | 2Q99 | 3Q99 |
| Banco de Crédito del Perú | 78.7\% | 69.8\% | 71.2\% | 79.3\% | 79.2\% | 77.7\% |
| Banco de Crédito de Bolivia | 7.5\% | 12.7\% | 11.4\% | 6.3\% | 7.7\% | 9.0\% |
| Banco de Crédito Overseas | 8.6\% | 11.9\% | 11.9\% | 12.1\% | 10.3\% | 10.9\% |
| Crédito Leasing | 4.2\% | 4.5\% | 4.4\% | 1.8\% | 2.4\% | 2.0\% |
| Solución Financiera de Crédito | 1.0\% | 1.1\% | 1.1\% | 0.5\% | 0.4\% | 0.4\% |
| TOTAL\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| BCP consolidated Total | S/.12,776 | S/14,082 | S/.13,372 | S/.15,472 | S/.17,458 | S/.17,853 |

BCP had a market share in the Peruvian market, considering operations of Banco de Crédito, Credileasing and Solución, of 23.3\% of total loans (23.9\% at June 30, 1999) and 30.5\% of total deposits (30.4\% at June 30, 1999). (According to SBS statistics at September 15, 1999, except August 31, 1999 for Credileasing.)

Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 3Q98 | 2Q99 | 3Q99 |
| :---: | :---: | :---: | :---: |
| Corporate | 36.8\% | 41.4\% | 43.9\% |
| Middle market | 34.1\% | 33.4\% | 30.7\% |
| Retail: | 29.1\% | 25.2\% | 25.4\% |
| - small business | 15.2\% | 11.4\% | 12.2\% |
| - home mortgage | 7.2\% | 7.7\% | 7.0\% |
| - consumer | 4.4\% | 3.6\% | 3.8\% |
| - credit cards | 2.3\% | 2.5\% | 2.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.13,498 | S/.15,027 | S/.14,372 |

Loan balances decreased 4.4\% during the third quarter of 1999 mainly due to lower loans to small and middle market businesses, which jointly fell $12.1 \%$. In the quarter, corporate loans grew $1.4 \%$ to S/.6.3 billion (US $\$ 1.9$ billion), middle market loans decreased 12.0\% to S/.4.4 billion (US\$1.3 billion), while retail market loans decreased $3.7 \%$ to $\mathrm{S} / .3 .7$ billion (US\$1.1 billion). During this quarter, approximately $\mathrm{S} / .140$ million of middle market and small business loans acquired from Banco Boliviano Americano were reclassified to retail products explaining most of the following changes:

|  | 3Q98 | 2Q99 | 3Q99 | 3Q99 vs | 3Q99 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (\% change and constant S/. Mn) |  |  |  | 2Q99 | 3Q98 |
| Small business loans | 2,048 | 1,716 | 1,503 | $-12.4 \%$ | $-26.6 \%$ |
| Mortgage loans | 971 | 1,158 | 1,194 | $3.1 \%$ | $23.0 \%$ |
| Consumer loans | 591 | 548 | 559 | $2.4 \%$ | $-5.4 \%$ |
| Credit card loans | 317 | 371 | 398 | $7.2 \%$ | $25.5 \%$ |
| Total Retail | $\mathbf{3 , 9 2 7}$ | $\mathbf{3 , 7 9 3}$ | $\mathbf{3 , 6 5 3}$ | $\mathbf{- 3 . 7 \%}$ | $\mathbf{- 7 . 0 \%}$ |

At the close of September 30, 1999, contingent credits were S/.3.0 billion (US\$0.9 billion), $7.1 \%$ above the balance at June 1999, but $12.4 \%$ lower than the year-ago balance. Guarantees and stand-by letters of credit, which comprised $55.1 \%$ of such contingent credits, increased $1.0 \%$ to $\mathrm{S} / .1 .6$ billion (US $\$ 480.0$ million) since the second quarter of 1999 . Letters of credit which totaled $\mathrm{S} / .321 .8$ million
(US $\$ 94.4$ million) at September 30, 1999, decreased $4.9 \%$ from the balance of $\mathrm{S} / .338 .4$ million (US $\$ 99.2$ million) at June 30, 1999. Foreign exchange futures operations increased from S/.366.4 million (US $\$ 107.4$ million) as of June 30, 1999, to S/.466.0 million (US $\$ 136.7$ million) at the end of the current quarter.

## II. 6 LOAN QUALITY

Loan quality indicators deteriorated in the third quarter of 1999. Past due loans as a percentage of total loans were 9.17\% at September 1999, compared to 8.2\% at June 1999.

At the end of the third quarter of 1999, past due loans were S/.1.3 billion (US $\$ 386.7$ million), increasing 7.0\% over S/.1.2 billion (US\$361.3 million) as of June 1999. Past due loans increased principally in the small business and middle market segments.

Refinanced loans amounted to S/. 243.0 million (US\$71.3 million) as of September 1999, similar to the balance at the preceding quarter and $13.8 \%$ over S/.213.5 million (US $\$ 62.6$ million) at September 1998.

Loans believed to be unrecoverable, which were fully provisioned in prior periods, were written off during the third quarter of 1999 for a total of S/.75.6 million (US\$22.2 million), approximately $77 \%$ related to middle market and small businesses and $23 \%$ to consumer loans. This compared to charge-offs of S/.85.3 million (US\$25.0 million) in the second quarter of 1999, and S/.134.6 million (US\$39.5 million) in the third quarter of 1998.

Loans classified as Substandard, (i.e., Deficient, Doubtful and Loss) represented $18.1 \%$ of the total loan portfolio at the end of the third quarter of 1999, increasing from $16.4 \%$ at June 30, 1999, and from $13.4 \%$ at the end of the year-ago quarter. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 3Q98 | 2Q99 | 3Q99 |
| :---: | :---: | :---: | :---: |
| A: Normal | 74.0\% | 70.1\% | 67.3\% |
| B: Potential Problem | 12.6\% | 13.5\% | 14.6\% |
| C: Deficient | 6.1\% | 7.6\% | 8.6\% |
| D: Doubtful | 4.9\% | 5.9\% | 6.2\% |
| E: Loss | 2.4\% | 2.9\% | 3.3\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.13,498 | S/.15,027 | S/.14,372 |

As of September 30, 1999, loan loss provisions outstanding totaled S/.999.4 million (US\$293.1 million) increasing $5.8 \%$ compared to the preceding quarter balance. The ratio of loan provisions to past due loans reached $75.8 \%$ at the end of the third quarter of 1999 , which was $76.7 \%$ at the end of the preceding quarter.

Of total provisions outstanding at the end of the third quarter of 1999, S/.66.8 million (US\$19.6 million) corresponded to generic provisions. At June 30, 1999, generic provisions were S/.73.0 million (US\$21.4 million)

In the third quarter of 1999, S/.130.6 million (US\$38.3 million) of loan loss provisions, net of recoveries, were charged against income, decreasing from $\mathrm{S} / .155 .2$ million (US $\$ 45.5$ million) made during the third quarter of last year. During the second quarter of 1999, such provision expense reached S/.116.0 million (US $\$ 34.0$ million).

Provision expense charged by business segment was:

| (\% of Provision expense and S/.Mn const.) | 3Q98 | 2Q99 | 3Q99 |
| :--- | ---: | ---: | ---: |
| Corporate Banking | $1.0 \%$ | $7.2 \%$ | $11.3 \%$ |
| Middle Market | $42.9 \%$ | $46.7 \%$ | $45.6 \%$ |
| Retail | $56.1 \%$ | $46.1 \%$ | $43.1 \%$ |
| Total Provision Expense, net |  | $\underline{100.0 \%}$ | $\underline{100.0 \%}$ |
| Total |  | $\underline{100.0 \%}$ |  |

## II. 7 CAPITAL ADEQUACY

At the end of the third quarter of 1999, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 8.8 to 1.0 ( $11.4 \%$ ), while the corresponding consolidated ratio was 9.1 to 1.0 ( $11.0 \%$ ). Risk-weighted assets include S $/ .855 .8$ million (US $\$ 251.0$ million) of market risk exposure whose coverage require S/.74.4 million (US $\$ 21.8$ million) of regulatory capital. 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, 1999, BCP's consolidated "regulatory capital" was S/.1,897.1 million (US\$556.3 million), $2.4 \%$ above the balance at the second quarter of 1999 after sale of additional suborditnated debt. Regulatory capital included S/.235.4 million (US $\$ 69.0$ million) of subordinated debt at September 1999 (S/.186.1 million as of June 1999).

|  | BCP |  | BCP consolidated |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated |  |  |  |
| (In constant S/. Mn.) | 3Q98 | 3Q99 | 3Q98 | 3Q99 |
| Regulatory capital | 1,428 | 1,492 | 1,644 | 1,897 |
| Risk weighted assets | 13,044 | 13,118 | 16,163 | 17,189 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.1 | 8.8 | 9.8 | 9.1 |
| Capital / Weighted Assets | $11.0 \%$ | $11.4 \%$ | $10.2 \%$ | $11.0 \%$ |

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

Consolidated net income for the nine month period ended September 30, 1999 was US\$11.7 million, lower than US $\$ 17.9$ million of the same period of 1998. Net income for the third quarter of 1999 was US\$2.6 million, compared to a net loss of US\$0.7 million for the prior year quarter. Third quarter net income improved over the prior year's quarter loss, where losses from securities transactions incurred during the international financial crisis were registered. Net income in the preceding second quarter was higher, US $\$ 4.7$ million, mainly due to dividends (US\$2.1 million) received from Credicorp.

Net interest income before risk provisions, which includes dividend income, was US $\$ 4.8$ million in the third quarter of $1999,17.5 \%$ above US\$4.1 million in the year-ago quarter. Without including dividends, net interest income was US\$4.4 million in the third quarter of 1999, compared to US\$4.0 million in the prior year quarter. Net interest margin, without considering dividends and investments in equity shares, was $2.2 \%$ during this quarter, similar to the margin in the third quarter of 1998.

The loan portfolio, net of provisions, was US\$255.2 million as of September 30, 1999, remaining similar to the balance at the end the third quarter of 1998, but decreased 4.2\% since June 1999.

Deposits decreased to US\$592.9 million at September 30, 1999 from US\$606.9 million at the end of the preceding quarter, but remained similar to US\$592.6 million at the end of September 1998.

The investment portfolio was US\$189.1 million at September 1999, decreasing from the balance of US $\$ 206.0$ million at June 1999. Funds under management decreased from US $\$ 238.9$ million at June 30, 1999, to US $\$ 221.2$ million at September 30, 1999, also remaining below the balance of US\$260.0 million at September 1998.

Net equity reached US $\$ 126.4$ million at the end of September 1999, remaining similar to the balance at the preceding quarter, and increasing from US\$117.1 million in the year-ago quarter.

The balance of total risk provisions, which includes reserves for possible loan losses, increased to US\$2.2 million at the end of the third quarter from US\$1.2 million at June 1999, having been US\$4.8 million at September 1998. The loan portfolio had no past dues.

The ratio of operating expenses over average assets was $1.3 \%$, annualized, in the third quarter of 1999 above $0.9 \%$ at the same period in 1998. The ratio of operating expenses to average assets including funds under management was $1.0 \%$ in the third quarter of 1999 , increasing over $0.7 \%$ in the prior year quarter.

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

Consolidated net income for the nine month period ended September 30, 1999, was S/. 30.8 million (US $\$ 9.0$ million), lower than S/.45.7 million (US $\$ 13.4$ million) in the same period of 1998. Net income in the nine months through September 1999 decreased compared to the prior year period principally due to decreased financial income. Net income in the third quarter of 1999 was S/.4.3 million (US $\$ 1.3$ million), compared to $\mathrm{S} / .8 .2$ million (US\$2.4 million) in the prior year period. In the third quarter of 1999, return on average shareholders' equity ("ROE") was $5.6 \%$, decreasing from $12.3 \%$ during the same period of last year.

In the third quarter of 1999 , total premiums were $\mathrm{S} / .143 .6$ million (US $\$ 42.1$ million) increasing $4.0 \%$ over S/.138.0 million (US $\$ 40.5$ million) in the prior year quarter, and also higher than the preceding quarter's $\mathrm{S} / .132 .1$ million (US $\$ 38.7$ million). Net premiums earned, net of reinsured premiums, were S/.93.4 million (US $\$ 27.4$ million) in the third quarter of 1999, similar to the same quarter of 1998. Technical reserves increased S/.14.7 million (US\$4.3 million) in the third quarter of 1999 from S/.3.9 million in the preceding quarter, mostly related to pension benefits that began to be offered since the first quarter of 1999, and that negatively affect results in its initial years.

Comparing results for the first nine months of 1999 and 1998, growth of the health and medical assistance insurance ( $22.1 \%$ of total premiums) was $8.4 \%$; the automobile insurance line ( $15.6 \%$ of total premiums) increased $3.1 \%$; while property lines, fire and technical lines ( $23.6 \%$ of total premiums), decreased 12.5\%. Premiums issued during the period by the subsidiary El Pacífico Vida ( $27.0 \%$ of total premiums) increased $39.4 \%$ compared to the year-ago period. In these same periods, pension fund benefits insurance decreased $1.6 \%$, while group life insurance and individual life insurance policies increased $27.6 \%$.

Net underwriting results were S/.9.4 million (US\$2.8 million) in the third quarter of 1999, decreasing from S/. 18.1 million (US\$5.3 million) in the prior year quarter, due to higher net claims in the marine hull, automobile and health lines, and to $\mathrm{S} / .4 .0$ million higher technical expense previously registered as operating expense. The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) was $6.6 \%$ in the third quarter of 1999, decreasing from $13.1 \%$ in the prior year period. Net claims incurred in the third quarter of 1999 were S/.72.7 million (US\$21.3 million), increasing from S/.69.0 million (US\$20.2 million) in the third quarter of 1998. The net loss ratio (net claims to net premiums) decreased to $67.3 \%$ in the current quarter, from $74.1 \%$ in the third quarter of 1998. The combined ratio (the sum of net claims, general expenses and commissions, as a percentage of net premiums) was $94.0 \%$ in the third quarter of 1999 , below $106.4 \%$ of the prior year period, mainly because of lower net claims and decreased operating expenses. Operating expenses decreased $7.8 \%$ to $S / .20 .2$ million, principally due to $S / .4 .0$ million of third party fee expenses reclassified as technical expense, as mentioned above. Operating expenses over net premiums decreased from $23.5 \%$ to $18.7 \%$ comparing the third quarters of 1998 and 1999, respectively.

Net financial income was S/.13.9 million (US\$4.1 million) in the third quarter of 1999, 9.1\% higher than in the prior year period. Investments in real estate and financial assets were S/.516.4 million (US\$151.4 million) at the end of the third quarter of 1999, increasing $19.4 \%$ from the balance of the prior year quarter. As of September 30,1999, total assets were $\mathrm{S} / .830 .9$ million (US\$243.7 million) increasing $12.1 \%$ compared to the year-ago balance.

At the end of August 1999, PPS's market share in total premiums was $31.0 \%$, with the share in general risks lines being $32.9 \%$, $29.8 \%$ in life insurance, and $21.5 \%$ in the pension fund benefits line.

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\text { *** } 8 \text { Tables To Follow *** }
$$

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

| ASSETS | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30, 1998 | Dec. 31, 1998 | Jun. 30, 1999 | Sep. 30, 1999 |
| CASH AND DUEFROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 457,192 | 243,125 | 230,419 | 324,852 |
| Interest bearing deposits in banks | 1,354,257 | 1,369,316 | 1,440,188 | 1,375,929 |
|  | 1,811,449 | 1,612,441 | 1,670,607 | 1,700,781 |
| MARKETABLE SECURITIES, net | 355,565 | 342,293 | 456,463 | 518,758 |
| LOANS | 4,912,655 | 5,104,450 | 4,930,023 | 4,662,006 |
| Current | 4,626,350 | 4,798,270 | 4,550,213 | 4,265,729 |
| Past Due | 286,305 | 306,180 | 379,810 | 396,277 |
| Less - Reserve for possible loan losses | $(244,096)$ | $(270,082)$ | $(288,740)$ | $(302,969)$ |
| Loans net | 4,668,559 | 4,834,368 | 4,641,283 | 4,359,037 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 269,226 | 271,996 | 300,905 | 341,919 |
| REINSURANCE ASSETS | 73,718 | 55,840 | 55,632 | 46,525 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 42,948 | 43,632 | 43,218 | 44,832 |
| PROPERTY, PLANT and EQUIPMENT, net | 290,467 | 290,785 | 283,672 | 278,545 |
| dUE FROM CUSTOMERS ON ACCEPTANCES | 49,837 | 54,198 | 72,175 | 86,282 |
| OTHER ASSETS | 419,136 | 446,922 | 460,082 | 444,823 |
|  | 7,980,905 | 7,952,475 | 7,984,037 | 7,821,502 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: |  |  |  |  |
| Non-interest bearing | 535,306 | 565,443 | 504,229 | 486,595 |
| Interest bearing | 4,971,406 | 4,918,599 | 5,117,982 | 5,152,568 |
|  | 5,506,712 | 5,484,042 | 5,622,211 | 5,639,163 |
| due to banks and correspondents | 995,633 | 1,047,503 | 879,256 | 724,281 |
| ACCEPTANCES OUTSTANDING | 49,837 | 54,198 | 72,175 | 86,282 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 120,214 | 104,155 | 118,247 | 110,265 |
| RESERVE FOR UNEARNED PREMIUMS | 63,770 | 62,084 | 56,816 | 54,731 |
| REINSURANCE PAYABLE | 14,316 | 9,067 | 5,120 | 12,001 |
| OTHER LIABILITIES | 381,307 | 340,090 | 393,309 | 356,796 |
| MINORITY INTEREST | 97,989 | 98,949 | 96,544 | 97,417 |
| total liabilities | 7,229,778 | 7,200,088 | 7,243,678 | 7,080,936 |
| NET SHAREHOLDERS' EQUTY | 751,127 | 752,387 | 740,359 | 740,566 |
| TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY | 7,980,905 | 7,952,475 | 7,984,037 | 7,821,502 |
| CONTINGENT CREDITS | 1,144,828 | 1,072,913 | 786,768 | 842,872 |

CREDICORP LTD. AND SUBSIDIARIES
Table 2
CONSOLIDATED INCOME STATEMENTS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.98 | 30.09.99 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 182,224 | 173,441 | 166,342 | 526,928 | 524,827 |
| Interest and dividends on investments: | 723 | 3,701 | 1,420 | 9,370 | 6,523 |
| Interest on deposits with banks | 21,555 | 15,941 | 13,670 | 57,370 | 47,699 |
| Interest on trading securities | 12,428 | 19,918 | 18,235 | 46,111 | 49,691 |
| Total Interest Income | 216,930 | 213,001 | 199,667 | 639,779 | 628,740 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 92,065 | 91,658 | 87,849 | 262,371 | 272,990 |
| Interest on borrowed funds | 23,737 | 18,224 | 14,391 | 67,528 | 59,793 |
| Other interest expense | 4,077 | 8,370 | 7,722 | 11,746 | 20,480 |
| Total Interest Expense | 119,879 | 118,252 | 109,962 | 341,645 | 353,263 |
| Net Interest Income | 97,051 | 94,749 | 89,705 | 298,134 | 275,477 |
| Provision for possible loan losses, net | 48,463 | 37,298 | 38,939 | 115,745 | 127,298 |
| Net interest income after provision for possible loan losses | 48,588 | 57,451 | 50,766 | 182,389 | 148,179 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 36,155 | 34,146 | 33,884 | 107,957 | 101,341 |
| Net gains from sales of securities | $(6,880)$ | 4,455 | 2,687 | 2,408 | 7,419 |
| Net gains on foreign exchange transactions | 5,553 | 6,170 | 5,715 | 19,368 | 20,449 |
| Net premiums earned | 28,823 | 29,116 | 26,156 | 89,648 | 84,279 |
| Other income | 10,281 | 14,739 | 8,092 | 36,568 | 32,704 |
|  | 73,932 | 88,626 | 76,534 | 255,949 | 246,192 |
| CLAIMS ON INSURANCE ACTIVITIES |  |  |  |  |  |
| Net claims incurred | 8,656 | 9,688 | 9,034 | 29,848 | 24,926 |
| Increase in future policy benefits for life and health | 13,700 | 12,299 | 12,557 | 37,578 | 39,287 |
|  | 22,356 | 21,987 | 21,591 | 67,426 | 64,213 |
| OPERATING EXPENSE |  |  |  |  |  |
| Salaries and employee benefits | 44,297 | 45,888 | 44,699 | 139,129 | 134,722 |
| General, administrative, and other taxes | 39,437 | 39,549 | 36,014 | 115,610 | 111,183 |
| Depreciation and amortization | 10,607 | 12,285 | 12,738 | 30,214 | 38,398 |
| Other | 11,118 | 13,918 | 11,903 | 32,450 | 36,723 |
|  | 105,459 | 111,640 | 105,354 | 317,403 | 321,026 |
| Translation result | 4,857 | $(8,724)$ | 3,219 | 19,505 | 5,663 |
| Income before income tax, and minority interest | (438) | 3,726 | 3,574 | 73,014 | 14,795 |
| Income Tax | $(5,822)$ | 1,824 | $(1,393)$ | $(24,639)$ | $(3,754)$ |
| Minority Interest | $(1,044)$ | $(2,916)$ | $(1,974)$ | $(7,538)$ | $(6,674)$ |
| NET INCOME | $(7,304)$ | 2,634 | 207 | 40,837 | 4,367 |

## CREDICORP LTD. AND SUBSIDIARIES

Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  | Nine months ended |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 30.09 .98 |  | 30.06 .99 | 30.09 .99 | 30.09 .98 |

(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 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 US\$251.0Mn of market risk assets at 3Q99.

BANCO DE CREDITO DEL PERU AND SUBSIDIARIES
Table 4
CONSOLIDATED BALANCE SHEETS
(Constant Nuevos Soles, as of September 30, 1999, and U.S. Dollars in thousands)

| ASSETS | 30.09.98 | 31.12.98 | 30.06.99 | 30.09.99 | 30.09.99 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000(1) |
| GASH AND DUE FROM BANKS | 5,275.449 | 4,915.341 | 5,161.081 | 5,359.620 | \$1,571.736 |
| Cash and Checks | 695.039 | 747.063 | 725.542 | 1,060.606 | \$311.028 |
| Deposits in Central Bank of Peru | 3,975.079 | 3,129.883 | 3,529.170 | 3,369.850 | \$988.226 |
| Deposits with local and foreign banks | 605.331 | 1,038.395 | 906.369 | 929.164 | \$272.482 |
| MARKETABLE SECURITIES, net | 469.288 | 455.409 | 685.999 | 1,043.568 | \$306.032 |
| LOANS | 13,498.445 | 14,692.633 | 15,026.719 | 14,371.598 | \$4,214.545 |
| Current | 12,682.694 | 13,737.085 | 13,794.771 | 13,053.023 | \$3,827.866 |
| Past Due | 815.752 | 955.548 | 1,231.948 | 1,318.575 | \$386.679 |
| Less - Reserve for possible loan losses | (722.336) | (845.182) | (944.880) | (999.390) | (\$293.076) |
| LOANS NET | 12,776.109 | 13,847.451 | 14,081.839 | 13,372.208 | \$3,921.469 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 221.270 | 231.718 | 301.691 | 396.558 | \$116.293 |
| PROPERTY, PLANT and EQUIPMENT, net | 641.047 | 675.776 | 658.754 | 647.919 | \$190.006 |
| OTHER ASSETS | 934.799 | 1,130.622 | 1,191.478 | 1,217.507 | \$357.040 |
| TOTAL ASSETS | 20,317.962 | 21,256.317 | 22,080.842 | 22,037.380 | \$6,462.575 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 15,472.179 | 16,147.472 | 17,457.861 | 17,853.229 | \$5,235.551 |
| Demand deposits | 2,592.492 | 2,774.337 | 3,028.852 | 2,992.673 | \$877.617 |
| Saving accounts | 5,145.873 | 5,297.246 | 5,094.370 | 5,310.098 | \$1,557.213 |
| Time deposits | 7,733.814 | 8,075.889 | 9,334.639 | 9,550.458 | \$2,800.721 |
| DUE TO BANKS AND CORRESPONDENTS | 2,091.344 | 2,322.134 | 1,707.802 | 1,331.009 | \$390.325 |
| OTHER LIABILITIES | 1,069.978 | 1,074.101 | 1,231.100 | 1,141.365 | \$334.711 |
| PROVISION FOR SEVERANCE INDEMNITIES | 12.987 | 7.874 | 9.272 | 15.302 | \$4.487 |
| SHAREHOLDERS EQUITY: | 1,671.472 | 1,704.738 | 1,674.810 | 1,696.475 | \$497.500 |
| Capital stock | 974.728 | 974.688 | 975.003 | 974.688 | \$285.832 |
| Legal reserve | 454.868 | 454.847 | 643.076 | 642.869 | \$188.525 |
| Retained earnings | 241.876 | 275.203 | 56.731 | 78.918 | \$23.143 |
| TOTAL LIABILITIES AND EQUITY | 20,317.960 | 21,256.319 | 22,080.845 | 22,037.380 | \$6,462.575 |
| Contingent Credits | 3,392.300 | 3,436.360 | 2,773.479 | 2,970.740 | \$871.185 |

(1)Translated at S/.3.41 per US\$1.00.

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

(Constant Nuevos Soles, as of September 30, 1999, and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.99 | 30.09.98 | 30.09.99 | 30.09.99 |
| Interest income and expense |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Interest income | 574.501 | 600.018 | 595.420 | \$174.610 | 1,655.593 | 1,814.396 | \$532.081 |
| Less - Interest expense | 295.275 | 324.642 | 318.443 | \$93.385 | 837.651 | 982.164 | \$288.025 |
| Net interest income | 279.226 | 275.376 | 276.977 | \$81.225 | 817.942 | 832.232 | \$244.056 |
| Provisions for possible loan losses, net | 155.229 | 116.046 | 130.568 | \$38.290 | 354.956 | 411.011 | \$120.531 |
| Net interest income after provisions | 123.997 | 159.330 | 146.409 | \$42.935 | 462.986 | 421.221 | \$123.525 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 97.549 | 97.467 | 102.290 | \$29.997 | 297.233 | 303.569 | \$89.023 |
| Net gains from sales of securities | (15.106) | 13.833 | 7.424 | \$2.177 | (7.118) | 21.865 | \$6.412 |
| Net gains on foreing exchg. transacts. | 25.235 | 19.223 | 17.316 | \$5.078 | 69.438 | 62.348 | \$18.284 |
| Other income | 23.084 | 23.721 | 15.777 | \$4.627 | 70.477 | 58.330 | \$17.106 |
|  | 130.762 | 154.244 | 142.807 | \$41.879 | 430.030 | 446.112 | \$130.825 |
| Operating Expense |  |  |  |  |  |  |  |
| Salaries and employee benefits | 107.263 | 120.196 | 120.301 | \$35.279 | 338.521 | 361.724 | \$106.077 |
| General and administrative | 90.541 | 92.879 | 88.227 | \$25.873 | 259.509 | 270.876 | \$79.436 |
| Depreciation and amortization | 25.869 | 33.617 | 28.784 | \$8.441 | 74.746 | 95.296 | \$27.946 |
| Taxes other than income tax | 10.881 | 11.375 | 12.761 | \$3.742 | 28.411 | 34.706 | \$10.178 |
| Other | 21.644 | 29.718 | 46.682 | \$13.690 | 61.931 | 106.397 | \$31.201 |
|  | 256.198 | 287.785 | 296.755 | \$87.025 | 763.118 | 868.999 | \$254.838 |
| Result from exposure to inflation | 28.906 | (19.549) | 30.829 | \$9.041 | 76.140 | 88.025 | \$25.814 |
| Income before income tax | 27.467 | 6.240 | 23.290 | \$6.830 | 206.038 | 86.359 | \$25.325 |
| Income Tax | 0.694 | 0.403 | 1.170 | \$0.343 | 45.184 | 9.649 | \$2.830 |
| NET INCOME | 26.773 | 5.837 | 22.120 | \$6.487 | 160.854 | 76.710 | \$22.496 |

(1)Translated at S/.3.41 per US\$1.00.

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

|  | Three months ended: |  |  | Nine months ended: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.98 | 30.09.99 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.029 | 0.006 | 0.024 | 0.172 | 0.082 |
| Net interest margin on interest earning assets (2) | 6.38\% | 5.81\% | 5.94\% | 6.31\% | 6.04\% |
| Return on average total assets (2)(3) | 0.53\% | 0.11\% | 0.40\% | 1.08\% | 0.47\% |
| Return on average shareholders' equity (2)(3) | 6.46\% | 1.40\% | 5.25\% | 13.13\% | 6.01\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 6.04\% | 8.20\% | 9.17\% | 6.04\% | 9.17\% |
| Reserves for loan losses as a percentage of total past due loans | 88.55\% | 76.70\% | 75.79\% | 88.55\% | 75.79\% |
| Reserves for loan losses as a percentage of total loans | 5.35\% | 6.29\% | 6.95\% | 5.35\% | 6.95\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 40.22\% | 38.43\% | 38.41\% | 40.22\% | 38.41\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | 5.59\% | 17.14\% | 18.81\% | 5.59\% | 18.81\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 61.37\% | 63.59\% | 64.35\% | 59.46\% | 63.40\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 4.97\% | 4.93\% | 4.90\% | 4.99\% | 4.99\% |
| Capital adequacy |  |  |  |  |  |
| Net equity as a percentage of period end total assets | 8.23\% | 7.58\% | 7.70\% | 8.23\% | 7.70\% |
| Regulatory capital / risk-weighted assets | 10.17\% | 10.34\% | 11.04\% | 10.17\% | 11.04\% |
| Average balances (constant millions-S/.) (3) |  |  |  |  |  |
| Interest earning assets | 17,504.4 | 18,963.8 | 18,656.0 | 17,287.8 | 18,378.2 |
| Total Assets | 20,242.0 | 22,185.5 | 22,059.1 | 19,838.9 | 21,646.8 |
| Net equity | 1,658.2 | 1,671.2 | 1,685.6 | 1,633.5 | 1,700.6 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 880.0 | 880.0 | 937.2 | 880.0 | 937.2 |
| No. of employees | 6,983 | 7,611 | 7,572 | 6,983 | 7,572 |
| Inflation rate ( Wholesale price index) | 1.83\% | 0.87\% | 1.15\% | 6.30\% | 4.00\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 3.04 | 3.34 | 3.41 | 3.04 | 3.41 |

(1)Shares outstanding of 937.2 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 (S/.5.0 million in 3Q98, $\mathrm{S} / .14 .6 \mathrm{Mn}$ in 2Q99, and $\mathrm{S} / .27 .0 \mathrm{Mn}$ in 3Q99).

## ATLANTIC SECURITY HOLDING CORPORATION <br> Table 7 <br> SELECTED FINANCIAL DATA(1)

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

(1) Certain reclassifications have been made in prior periods for comparison purposes.
(2) Includes realized and unrealized gains in securities.
(3) Averages are determined as the average of period-beginning and period-ending balances.
(4) Averages determined from monthly balances.
(5) Annualized.
(6) 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, 1999, 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 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.98 | 30.06.99 | 30.09.99 | 30.09.99 | 30.09.98 | 30.09.99 | 30.09.99 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 138,033 | 132,085 | 143,573 | \$42,104 | 383,719 | 415,682 | \$80,540 |
| Change in Reserves | (5) | 3,924 | 14,679 | \$4,305 | 2,877 | 24,505 | \$2,908 |
| Net Underwriting Results | 18,132 | 17,744 | 9,429 | \$2,765 | 56,206 | 55,448 | \$13,621 |
| Net Financial Income | 12,746 | 17,042 | 13,906 | \$4,078 | 54,724 | 40,616 | \$7,906 |
| General Expenses | 21,882 | 23,498 | 20,178 | \$5,917 | 60,307 | 66,844 | \$13,812 |
| Net Income | 8,225 | 11,767 | 4,288 | \$1,257 | 45,679 | 30,821 | \$9,038 |
| Net Income per share (S/.)(2) | 0.392 | 0.561 | 0.204 | \$0.060 | 2.178 | 1.470 | \$0.431 |
| Balance-Sheets_(end of period) |  |  |  |  |  |  |  |
| Total Assets | 741,300 | 785,194 | 830,944 | \$243,678 | 741,300 | 830,944 | \$232,406 |
| Investments in Secur. and Real estate | 432,615 | 478,566 | 516,359 | \$151,425 | 432,615 | 516,359 | \$141,649 |
| Technical Reserves | 320,880 | 377,411 | 391,811 | \$114,900 | 320,880 | 391,811 | \$111,708 |
| Net Equity | 283,052 | 312,690 | 316,279 | \$92,751 | 283,052 | 316,279 | \$92,552 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 13.1\% | 13.4\% | 6.6\% | 6.6\% | 14.6\% | 13.3\% | 13.3\% |
| Loss ratio | 82.0\% | 94.5\% | 49.2\% | 49.2\% | 103.9\% | 70.4\% | 70.4\% |
| Return on avge. equity (3)(4) | 12.3\% | 16.3\% | 5.6\% | 5.6\% | 23.5\% | 13.7\% | 13.7\% |
| Return on total premiums | 6.0\% | 8.9\% | 3.0\% | 3.0\% | 11.9\% | 7.4\% | 7.4\% |
| Shareholders' Equity / Total Assets | 38.2\% | 39.8\% | 38.1\% | 38.1\% | 38.2\% | 38.1\% | 38.1\% |
| Increase in Risk Reserves | 0.0\% | 3.8\% | 13.6\% | 13.6\% | 1.0\% | 7.6\% | 7.6\% |
| Combined Ratio | 106.4\% | 103.1\% | 94.0\% | 94.0\% | 102.7\% | 95.9\% | 95.9\% |
| - Net Claims / Net Premiums | 74.1\% | 71.4\% | 67.3\% | 67.3\% | 72.3\% | 67.2\% | 67.2\% |
| - Op. Exp.+Comiss./Net Premiums | 32.3\% | 31.7\% | 26.7\% | 26.7\% | 30.4\% | 28.7\% | 28.7\% |
| Operating expense/Net Premiums | 23.5\% | 22.6\% | 18.7\% | 18.7\% | 21.0\% | 20.6\% | 20.6\% |
| Oper. expense / Avge. assets (3)(4) | 12.9\% | 12.6\% | 10.4\% | 10.4\% | 12.0\% | 11.5\% | 11.5\% |

(1)Translated at S/.3.41 per US\$1.00.
(2)Based on 20.9 million shares in all periods. Actual outstanding shares were 18.3 million in 3Q98 and in 2Q99 and 20.9 million in 3Q99.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.

