

## FOR IMMEDIATE RELEASE:

For additional information please contact:

Jose Hung
Investor Relations
Banco de Credito
Phone: (511) 349-0590
E-mail: jhung@bcp.com.pe
Web site: http://www.credicorpnet.com

Alfredo Montero
General Manager
Banco de Credito New York Branch
Phone: (212) 644-6644
Fax: (212) 826-9852
E-mail: amonterony@aol.com

## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED DECEMBER 31, 1998

(Lima, Peru, February 2, 1999) - Credicorp Ltd. ("Credicorp") (NYSE:BAP;LSE:BAPC1) today announced its financial results for the fourth quarter and year ended December 31, 1998.

Credicorp announced consolidated net income for the twelve month period ended December 31, 1998, of US $\$ 42.1$ million, $61.8 \%$ below US $\$ 110.1$ million in 1997, resulting in net income per share of US $\$ 0.520$ and US $\$ 1.359$, respectively. In the quarter ended December 31, 1998 net income was US $\$ 1.3$ million compared to net income of US\$23.5 million in the prior year quarter, resulting in net income per share of US $\$ 0.016$ and US\$0.291, respectively.

## I. CREDICORP LTD. AND SUBSIDIARIES

## CREDICORP LTD. AND SUBSIDIARIES SUMMARY OF RESULTS

(In U.S. $\$$ millions, except net income per share)

| Three months ended | Twelve months ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 31.12 .97 |  | 30.09 .98 | 31.12 .98 | 31.12 .97 |

(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 fourth quarter of 1998 with that of 1997, declined principally due to higher provisions for possible loan losses.

## I. 1 ECONOMIC SITUATION

The final quarter of 1998 continued to be unfavorable to the development of the banking industry. The Peruvian market was particularly affected by a liquidity crisis compounded by a slowdown of economic activity, which deteriorated expectations on the financial health of banking clients and, consequently, the quality of the loan portfolio.

According to the Banco Central de Reserva del Perú, as of December 15, 1998, the financial system's liquidity had grown $0.1 \%$, in real terms, since the end of the previous quarter, compared to a $5.6 \%$ increase in the fourth quarter of 1997. In the third quarter of 1998 , total liquidity declined $0.4 \%$. The consumer price index in Perú deflated in October 1998, resulting in a $0.3 \%$ inflation for the fourth quarter of 1998 , versus $0.9 \%$ in the same period of 1997 , while devaluation was higher at $3.0 \%$ and $2.3 \%$, respectively.

## I. 2 INTEREST INCOME AND OTHER INCOME

Net interest income for the fourth quarter of 1998 was US\$98.4 million, remaining similar to the previous year figure since the effect of a higher volume of interest earning assets was offset by a lower interest margin. Net interest margin (net interest income over average interest earning assets), on an annualized basis, was $6.12 \%$ during the fourth quarter of 1998, below $6.33 \%$ in the same quarter of the previous year, but remaining similar to $6.09 \%$ in the third quarter of 1998. Interest earning assets, as averages of beginning and ending balances, grew $3.2 \%$ to US\$6.4 billion compared to the year-ago quarter, and $1.0 \%$ from the third quarter of 1998.

Deposits and other obligations reached US\$5.5 billion at the end of December 1998, increasing 1.0\% compared to the prior year quarter, but decreased $0.4 \%$ since the September 30, 1998 balance. Due to banks and correspondents increased from US\$995.6 million at September 30, 1998 to US\$1,047.5 million at year-end 1998.

Non-interest income was US\$88.1 million in the fourth quarter of 1998, increasing 7.5\% over income of US $\$ 81.9$ 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 third quarter of 1998:

| (\% change and US\$Mn) | 4Q97 | 3Q98 | 4Q98 | 4Q98 vs <br> 3Q98 | 4Q98 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commissions for banking services | 35.7 | 36.2 | 35.9 | $-0.6 \%$ | $0.7 \%$ |
| Net premiums | 28.0 | 28.8 | 29.5 | $2.5 \%$ | $5.4 \%$ |
| Gains from sale of securities | 1.5 | -6.9 | -1.7 | $\mathrm{~N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |
| Gains from foreign exchange | 8.5 | 5.6 | 9.5 | $71.5 \%$ | $11.7 \%$ |
| Other income | 8.2 | 10.3 | 14.8 | $43.9 \%$ | $81.2 \%$ |
| Total Non-Interest Income | $\mathbf{8 1 . 9}$ | $\mathbf{7 3 . 9}$ | $\mathbf{8 8 . 1}$ | $\mathbf{1 9 . 1 \%}$ | $\mathbf{7 . 5 \%}$ |

## I. 3 OPERATING EXPENSES

Operating expenses for the fourth quarter of 1998 were US $\$ 113.5$ million, $13.0 \%$ higher than expenses in the same period of the previous year mostly due to increased provisions and expenses related to assets received in lieu of loan payments. Credicorp's operating expense components had the following variations:

| (\% change and US\$ Mn) | 4Q97 | 3Q98 | 4Q98 | 4Q988 vs | 4Q98 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 3Q98 |  |  |  |  |  |

The efficiency ratio (operating expense, net of employee profit sharing expense, as a percentage of total income) increased to $60.9 \%$ in the fourth quarter of 1998, from $55.1 \%$ in the fourth quarter of last year. Operating expenses as a percentage of average total assets was $5.7 \%$ in the current quarter, increasing from $5.3 \%$ in the same quarter of the previous year.

## I. 4 LOAN QUALITY

Credicorp's total assets were US $\$ 7.9$ billion at December 31, 1998, increasing $2.0 \%$ compared to the prior year balance, but remained similar to total assets at the end of the previous quarter. The loan portfolio as of December 31, 1998 totaled US\$5.1 billion, an increase of $3.9 \%$ during the fourth quarter of 1998 and $11.6 \%$ since year-end 1997. Loan quality indicators are shown in the following table:

| In US\$Mn) | 4Q97 | 3Q98 | 4Q98 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,573.8$ | $4,912.7$ | $5,104.5$ |
| Past due loans | 181.2 | 286.3 | 303.8 |
| Loan loss reserves | 209.8 | 244.1 | 270.1 |
|  |  |  |  |
| Past due / Total loans | $4.0 \%$ | $5.8 \%$ | $6.0 \%$ |
| Reserves / Past due | $115.8 \%$ | $85.3 \%$ | $88.9 \%$ |

The increase in past due loans to US $\$ 303.8$ million at the end of December 1998, from US\$286.3 million at September 30, 1998, is due to BCP which grew its past due loans partly from the acquisition of consumer loans by its subsidiary Solución Financiera de Crédito. During the fourth quarter of 1998, the loan portfolio, including past due loans, of Banco de La Paz was transferred to Banco de Crédito de Bolivia, which is included within BCP's consolidated financial statements.

## I. 5 NET INCOME CONTRIBUTION

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

| (US\$Mn) | 4Q97 | 3Q98 |  | 4Q98 | 12m97 |
| :--- | ---: | :--- | ---: | ---: | ---: |
| 12m98 |  |  |  |  |  |
| Banco de Credito | US\$ 19.7 | US\$ -3.3 | US\$ 1.5 | US\$ 83.1 | US\$ 31.1 |
| Atlantic | 4.9 | -1.8 | 3.9 | 26.6 | 14.9 |
| PPS | 0.6 | 2.6 | 0.7 | 7.9 | 8.4 |
| Banco Tequendama | 1.3 | -2.8 | -2.1 | 1.2 | -7.1 |
| Credicorp and others* | -3.0 | -2.0 | -2.7 | -8.7 | -5.2 |

Consolidated Net Income US\$23.5 US\$-7.3 US\$1.3 US\$110.1 US\$42.1

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

In the fourth quarter of 1998 BCP contributed to Credicorp net income of US $\$ 1.5$ million, while its results according to Peruvian accounting principles reported in Section II, amounted to a net profit of US $\$ 10.2$ million, the difference being mainly due to lower translation results (US $\$ 6.2$ million), versus inflation adjustment gains (US\$14.6 million).

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

## II. 1 NET INCOME

For the year ended December 31, 1998, BCP reported a consolidated net income of $\mathrm{S} / .186 .6$ million (US $\$ 59.6$ million), decreasing $37.4 \%$ from S/.297.9 million (US $\$ 95.2$ million) in 1997. Consolidated net income for the quarter ended December 31, 1998 was $\mathrm{S} / .31 .9$ million (US $\$ 10.2$ million), decreasing $59.7 \%$ from S/.79.3 million (US $\$ 25.3$ million) in the prior year period. Net income decreased principally due to higher provisions for loan losses.

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

|  | Three months ended |  |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12 .98 | 31.12.97 | 31.12.98 | 31.12 .98 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 252.6 | 260.4 | 267.3 | \$85.4 | 998.4 | 1,034.0 | \$330.3 |
| Provisions for loan losses, net | 62.6 | 149.3 | 167.2 | \$53.4 | 232.8 | 508.5 | \$162.5 |
| Other income | 139.9 | 125.8 | 149.0 | \$47.6 | 587.6 | 562.5 | \$179.7 |
| Operating expense | 248.4 | 246.5 | 254.9 | \$81.4 | 980.4 | 988.7 | \$315.9 |
| Result from exposure to inflation | 12.5 | 36.1 | 45.7 | \$14.6 | 14.8 | 138.8 | \$44.3 |
| Income before income tax | 94.1 | 26.5 | 39.9 | \$12.8 | 387.5 | 238.1 | \$76.1 |
| Income Tax | 14.8 | 0.7 | 8.0 | \$2.6 | 89.6 | 51.4 | \$16.4 |
| Net Income | 79.3 | 25.8 | 31.9 | \$10.2 | 297.9 | 186.6 | \$59.6 |
| Net Income per share (2) | 0.090 | 0.029 | 0.036 | \$0.012 | 0.339 | 0.212 | \$0.068 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information is in constant soles as of December 31, 1998. Figures in US\$ have been translated at the exchange rate of S/.3.13 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/.267.3 million (US $\$ 85.4$ million) during the fourth quarter of 1998, increasing $5.8 \%$ compared to the prior year quarter, and $2.6 \%$ over the third quarter of 1998. Compared to the fourth quarter of 1997, net interest income increased due to growth in average interest earning assets of $11.1 \%$ partially offset by a lower net interest margin.

In the fourth quarter of 1998, the net interest margin decreased to $6.15 \%$ from $6.46 \%$ in the prior year quarter, and from $6.19 \%$ in the third quarter of 1998. Compared to the third quarter of 1998, the decrease in net interest margin is principally a result of higher funding costs and to increased lending to lower margin business segments.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, increased 6.5\% to S/.149.0 million (US $\$ 47.6$ million) in the fourth quarter of 1998 with respect to the same period in the prior year. In the fourth quarter of 1998, fees from banking services amounted to $\mathrm{S} / .95 .8$ million (US\$30.6 million), 1.9\% 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.) | 4Q97 | 4Q98 |  |
| :--- | ---: | ---: | ---: |
|  | Growth |  |  |
| Contingent credits | 10.6 | 8.7 | $-17.8 \%$ |
| Foreign Trade | 8.9 | 9.1 | $1.6 \%$ |
| Account Maintenance | 24.6 | 28.8 | $17.1 \%$ |
| Insurance | 8.2 | 8.3 | $1.1 \%$ |
| Collections fees | 17.3 | 15.7 | $-9.6 \%$ |
| Fund transfer services | 12.0 | 11.0 | $-8.0 \%$ |
| Credit card fees | 8.1 | 7.8 | $-2.9 \%$ |
| Brokerage | 7.5 | 6.0 | $-19.1 \%$ |
| Other | 0.5 | 0.4 | $-24.6 \%$ |
| $\quad$ Total | $\mathbf{9 7 . 7}$ | $\mathbf{9 5 . 8}$ | $\mathbf{- 1 . 9 \%}$ |

Net results from the sale of securities were negative S/.2.2 million (US\$0.7 million) in the fourth quarter of 1997, and also negative S/.2.5 million (US $\$ 0.8$ million) in the current quarter, principally due to reduced market value of the Peruvian equity securities portfolio.

Gains from foreign exchange transactions were S/.25.8 million (US\$8.2 million) in the fourth quarter of 1998, remaining similar to the prior year quarter since gains due to growth in traded volume were offset by decreased margins.

Comparing the fourth quarter of 1997 to the same period in 1998, the Other income caption increased from S/.18.9 million (US $\$ 6.0$ million) to $\mathrm{S} / .29 .9$ million (US $\$ 9.6$ million) principally due to the reversal of prior year taxes provisions.

## II. 4 OPERATING EXPENSES

During the fourth quarter of 1998, BCP's operating expenses reached S/.254.9 million (US\$81.4 million), increasing $2.6 \%$ compared to the same period in 1997. Approximately $41 \%$ of the operating expenses were attributable to employee salaries and other expenses related to personnel. These expenses decreased $1.0 \%$ to $\mathrm{S} / .103 .8$ million (US $\$ 33.2$ million) from the same period of the previous year. At the end of the current quarter the number of employees increased by 527 to 7,510 , mainly in additional teller positions and from the transfer of personnel from Banco de La Paz to Banco de Crédito de Bolivia.

General and administrative expenses, which represented $38 \%$ of overall operating expenses, were S/.97.2 million (US $\$ 31.1$ million) in the fourth quarter of 1998, decreasing $3.6 \%$ compared to expenses in the same quarter of last year. The most significant expenditures were:

| (In constant S/. Mn.) | 4Q97 | 4Q98 | Growth |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 21.0 | 19.2 | $-8.3 \%$ |
| Communications | 11.5 | 10.4 | $-9.3 \%$ |
| Third party fees | 13.2 | 20.3 | $54.4 \%$ |
| Insurance and security | 12.6 | 11.9 | $-5.5 \%$ |
| Transport of currency and securities | 11.3 | 11.4 | $1.6 \%$ |
| Systems and maintenance | 13.8 | 11.2 | $-19.1 \%$ |
| Advertising and marketing | 16.9 | 12.4 | $-26.7 \%$ |
| Other | 0.7 | 0.3 | $-51.9 \%$ |
| $\quad$ Total | $\mathbf{1 0 0 . 9}$ | $\mathbf{9 7 . 2}$ | $\mathbf{- 3 . 6 \%}$ |

Other operating expenses, increased from S/.12.3 million in the fourth quarter of 1997 to $\mathrm{S} / .24 .4$ million in the fourth quarter of 1998, mostly because of increased provisions for assets received in lieu of loan payments.

The ratio of operating expenses (without employee profit sharing expense) as a percentage of average total assets improved from $5.46 \%$ in the fourth quarter of 1997 to $5.08 \%$ in this period.

Operating expenses, as a percentage of total income, improved from $62.6 \%$ to $61.2 \%$ for the fourth quarters of 1997 and 1998, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP were S/.20.4 billion (US\$6.5 billion) at the end of December 1998, a 9.7\% increase since the close of year 1997 and $4.6 \%$ above the end of the prior quarter. At December 31, 1998, the loan portfolio, net of provisions, represented $64.8 \%$ of total assets, compared to $60.0 \%$ in the prior year quarter. At December 31, 1998 the Soles portion of the loan portfolio was $12.3 \%$, decreasing from 13.0\% at the end of September 1998, and from 15.5\% at December 31, 1997.

As of December 31, 1998, total deposits were S/.15.5 billion (US\$5.0 billion), increasing $9.7 \%$ since December 31, 1997, and 4.4\% over the September 30, 1998 balance. During the fourth quarter of 1998 , demand deposits increased by $7.0 \%$, time deposits by $4.4 \%$ and savings by $2.9 \%$. At the end of the fourth quarter of 1998 , Nuevos Soles deposits comprised $18.1 \%$ of total deposits, compared to $19.9 \%$ the year before, and $18.4 \%$ as of September 30, 1998.

Total loans increased $8.8 \%$ in the fourth quarter of 1998 , to $\mathrm{S} / .14 .1$ billion (US $\$ 4.5$ billion), and $20.4 \%$ since December 31, 1997. The consolidated loan portfolio at year-end 1998 included loans for approximately US $\$ 145$ million which were transferred from Banco de La Paz into Banco de Crédito de Bolivia's portfolio, and approximately US\$45 million of consumer loans acquired by Solución Financiera de Crédito during the fourth quarter of 1998.

BCP had a market share in the Peruvian market, considering operations of Banco de Crédito, Credileasing and Solución, of $23.0 \%$ of total loans and $29.4 \%$ of total deposits. (According to SBS statistics at December 15, 1998, and November 30, 1998 for Credileasing.)

The loan portfolio grew through all business segments except in the small business category. Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 4Q97 | 3Q98 | 4Q98 |
| :---: | :---: | :---: | :---: |
| Corporate | 38.9\% | 36.8\% | 40.4\% |
| Middle market | 31.9\% | 34.1\% | 31.8\% |
| Retail: | 29.2\% | 29.1\% | 27.8\% |
| - small business | 16.8\% | 15.2\% | 13.9\% |
| - home mortgage | 6.4\% | 7.2\% | 7.0\% |
| - consumer | 3.4\% | 4.4\% | 4.4\% |
| - credit cards | 2.6\% | 2.3\% | 2.6\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.11,732 | S/.12,980 | S/.14,128 |

During the fourth quarter of 1998, corporate loans grew $19.6 \%$ to $\mathrm{S} / .5 .7$ billion (US $\$ 1.8$ billion), retail loans by $4.1 \%$ to $\mathrm{S} / .3 .9$ billion (US $\$ 1.3$ billion), and middle market loans increased $1.3 \%$ to $\mathrm{S} / .4 .5$ billion (US\$1.4 billion).

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

| (\% change and constant S/. Mn) | 4Q97 | 3Q98 | 4Q98 | 4Q98 vs <br> 3Q98 | 4Q98 vs <br> 4Q97 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Small business loans | 1,974 | 1,970 | 1,962 | $-0.4 \%$ | $-0.6 \%$ |
| Mortgage loans | 739 | 933 | 987 | $5.7 \%$ | $33.6 \%$ |
| Consumer loans | 403 | 568 | 616 | $8.5 \%$ | $52.8 \%$ |
| Credit card loans | 311 | 305 | 364 | $19.6 \%$ | $17.3 \%$ |
| Total Retail | $\mathbf{3 , 4 2 6}$ | $\mathbf{3 , 7 7 6}$ | $\mathbf{3 , 9 2 9}$ | $\mathbf{4 . 1 \%}$ | $\mathbf{1 4 . 7 \%}$ |

At the close of December 31, 1998, contingent credits were S/.3.3 billion (US\$1.1 billion), increasing $1.3 \%$ above the balance at September 30, 1998 and $6.3 \%$ since December 1997. Guarantees and stand-by letters of credit, which comprised $56.5 \%$ of such contingent credits, increased $3.6 \%$ to $\mathrm{S} / .1 .9$ billion (US\$596.1 million) since the third quarter of 1998. Letters of credit which totaled $\mathrm{S} / .315 .8$ million (US $\$ 100.9$ million) at December 31, 1998, decreased $11.9 \%$ from the balance of $\mathrm{S} / .358 .4$ million (US $\$ 114.5$ million) at September 30, 1998. Foreign exchange futures operations decreased $5.0 \%$, from S/.857.2 million (US\$273.9 million) as of September 30, 1998, to S/.814.7 million (US\$260.3 million) at the end of the current quarter.

## II. 6 LOAN QUALITY

Loan quality indicators deteriorated in the fourth quarter of 1998. Past due loans as a percentage of total loans were 6.5\% at December 1998, compared to 6.04\% at September 1998.

At the end of the fourth quarter of 1998, past due loans were $\mathrm{S} / .918 .8$ million (US $\$ 293.5$ million), increasing $17.1 \%$ over S/.784.4 million (US\$250.6 million) as of September 1998. At December 31, 1998, approximately US $\$ 20$ million past due loans originated from loans transferred from Banco de La Paz and from the portfolio purchased by Solución, as mentioned in the previous section. Additionally, past due loans continued to increase principally in the middle market and small business segments customers.

Refinanced loans increased to S/.231.0 million (US\$73.8 million) as of December 1998, from S/.205.3 million (US\$65.6 million) at September 1998, mostly related to loans to fishing, agro-industrial and manufacturing companies.

Loans believed to be unrecoverable, which were fully provisioned in prior periods, were written off during the fourth quarter of 1998 for a total of S/.117.5 million (US\$37.5 million), approximately $83 \%$ related to middle market and small businesses and $17 \%$ to consumer loans. This compared to charge-offs of S/.24.0 million (US\$7.7 million) in the fourth quarter of 1997, and S/.129.4 million (US\$41.3 million) in the third quarter of 1998.

Loans classified as Substandard, (i.e., Deficient, Doubtful and Loss) represented $14.2 \%$ of the total loan portfolio at the end of the fourth quarter of 1998, increasing from $11.6 \%$ at December 31, 1997, and from $13.3 \%$ at the end of the prior quarter.

The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 4Q97 | 3Q98 | 4Q98 |
| :---: | :---: | :---: | :---: |
| A: Normal | 75.7\% | 74.0\% | 73.2\% |
| B: Potential Problem | 12.7\% | 12.6\% | 12.6\% |
| C: Deficient | 5.7\% | 6.1\% | 6.7\% |
| D: Doubtful | 4.2\% | 4.9\% | 5.2\% |
| E: Loss | 1.7\% | 2.4\% | 2.3\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.11,732 | S/.12,980 | S/.14,128 |

As of December 31, 1998, loan loss provisions outstanding totaled S/.812.7 million (US\$259.6 million) increasing $17.0 \%$ since September 30, 1998. The ratio of loan provisions to past due loans reached $88.5 \%$ at the end of the fourth quarter of 1998 , similar to $88.6 \%$ at the end of the prior quarter.

Of total provisions outstanding at the end of the fourth quarter, S/.71.9 million (US $\$ 23.0$ million) corresponded to generic provisions, of which S/.66.2 million (US $\$ 21.2$ million) corresponded to loans classified in the Normal (A) risk category. At September 30, 1998, generic provisions were S/.40.5 million (US $\$ 12.9$ million), of which S/.31.5 million (US $\$ 10.1$ million) were for Normal (A) credits.

In the fourth quarter of $1998, \mathrm{~S} / .167 .2$ million (US\$53.4 million) of loan loss provisions, net of recoveries, were charged against income, increasing from S/.62.6 million (US\$20.0 million) of provisions made during the fourth quarter of last year. During the third quarter of 1998, such provision expense reached S/.149.3 million (US $\$ 47.7$ million). Provision expense charged by business segment was:

| (\% of Provision expense and S/.Mn const.) | 2Q98 | 3Q98 | 4Q98 |
| :--- | ---: | ---: | ---: |
| Corporate Banking | $2.5 \%$ | $1.0 \%$ | $9.7 \%$ |
| Middle Market | $32.7 \%$ | $42.9 \%$ | $41.7 \%$ |
| Retail | $64.8 \%$ | $56.1 \%$ | $48.6 \%$ |
|  |  |  |  |
| Total Provision Expense |  | $\underline{100.0 \%}$ | $\underline{100.0 \%}$ |
|  |  | $\underline{100.0 \%}$ |  |

## II. 7 CAPITAL ADEQUACY

At the end of the fourth quarter of 1998, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 9.2 to 1.0 ( $10.9 \%$ ), while the corresponding consolidated ratio was 10.4 to 1.0 ( $9.6 \%$ ). 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 December 31, 1998, BCP's consolidated "regulatory capital" was S/.1,607.8 million (US\$513.7 million), $1.7 \%$ above the balance at the third quarter of 1998. Regulatory capital included $\mathrm{S} / .183 .1$ million of subordinated debt at December 1998 (S/.181.4 million as of September 1998).

|  | BCP |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated | BCP consolidated |  |  |
| (In constant S/. Mn.) | 4Q97 | 4Q98 | 4Q97 | 4Q98 |
| Regulatory capital | 1,203 | 1,390 | 1,351 | 1,608 |
| Risk weighted assets | 11,605 | 12,742 | 13,838 | 16,669 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.6 | 9.2 | 10.2 | 10.4 |
| Capital / Weighted Assets | $10.4 \%$ | $10.9 \%$ | $9.8 \%$ | $9.6 \%$ |

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

Net income for the twelve months ended December 31, 1998 was US $\$ 9.2$ million, below net income of US $\$ 31.2$ million for 1997. Net income for the fourth quarter of 1998 was US $\$ 3.9$ million, decreasing $12.2 \%$ compared to US\$4.4 million in the fourth quarter of the prior year.

Net earnings, before considering gains and losses on securities transactions, decreased from US\$3.5 million in the fourth quarter of 1997 to US $\$ 2.8$ million in the current quarter, due mostly to lower net interest income and other non-interest concepts, partly offset by lower operating expenses.

Net interest income, which includes dividend income, was US\$4.6 million in the fourth quarter of 1998, 10.0\% below US $\$ 5.1$ million in the year-ago quarter. Without including dividends, net interest income was US\$4.4 million in the fourth quarter of 1998, compared to US\$4.7 million in the prior year quarter. Net interest margin, without considering dividends and investments in equity shares, was $2.2 \%$ during the fourth quarter of 1997 and $2.3 \%$ in the 1998 quarter.

Net earnings on securities transactions, realized and unrealized, was US\$0.9 million in the fourth quarter of 1997, which increased to US\$1.1 million in the fourth quarter of 1998. Realized and unrealized earnings on securities for total year 1997 was US $\$ 12.0$ million compared to a cumulative loss of US\$8.3 million in this year, which is net of US\$15.2 million of unrealized losses.

The Ioan portfolio, net of provisions, was US\$304.9 million as of December 31, 1998, increasing from a balance of US $\$ 252.7$ million at the end the third quarter of 1998, and from US $\$ 301.7$ million at December 31, 1997. The current quarter increase is mainly due to additional lending to communications and financial sector companies.

The investment portfolio was US\$230.7 million at year-end 1998, remaining similar to the balance of US $\$ 228.0$ million at September 1998. Funds under management decreased from US $\$ 259.9$ million at September 30, 1998, to US\$233.9 million at December 31, 1998, which is also below the balance of US\$250.7 million at year-end 1997. Deposits increased to US $\$ 614.7$ million at December 31, 1998 from US $\$ 592.6$ million at the end of the prior quarter, although declining from US $\$ 620.9$ million at the end of December 1997.

Net equity reached US\$186.3 million at the end of December 1998, increasing from US\$177.8 million in the prior quarter. Without considering unrealized gains on Credicorp shares, net equity amounted to US\$119.7 million as of December 1998 (US\$115.8 million in September 1998).

Reserves for possible loan losses and investments decreased from US\$2.1 million as of September 30, 1998, to US $\$ 0.8$ 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 $1.2 \%$ in the fourth quarter of 1998 compared to $1.1 \%$, annualized, during the same period in 1997. The ratio of operating expenses to average assets including funds under management was $0.6 \%$ in the fourth quarter of 1998 decreasing from $0.9 \%$ in the prior year quarter.

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

Consolidated net income for the twelve months of 1998 was S/.54.6 million (US\$17.4 million), 6.0\% above S/.51.5 million (US $\$ 16.5$ million) in 1997. Net income for the fourth quarter of 1998 was S/.10.6 million (US $\$ 3.4$ million), $29.4 \%$ above net income of S/.8.2 million (US $\$ 2.6$ million) in the prior year period. Net income in the fourth quarter of 1998 increased compared to the prior year period principally due to higher net underwriting results, partly offset by lower financial income and higher operating expense. Return on average shareholders' equity ("ROE") was $16.3 \%$ in the fourth quarter of 1998 , increasing from $14.6 \%$ during the same period of last year.

In the fourth quarter of 1998, total premiums were S/.134.2 million (US\$42.9 million) increasing $12.6 \%$ over S/.119.6 million (US\$38.2 million) in the prior year quarter. Net premiums earned, net of reinsured premiums, were S/.100.2 million (US $\$ 32.0$ million) in the fourth quarter of 1998, increasing $15.6 \%$ over S/.86.7 million (US\$27.7 million) in the same quarter of 1997, partly due to lower technical reserves, S/.2.9 million (US $\$ 0.9$ million) in the current quarter compared to $\mathrm{S} / .5 .1$ million (US\$1.6 million) in the year-ago quarter.

Comparing full year results for 1998 and 1997, growth of the health and medical assistance insurance ( $21.7 \%$ of total premiums) was $18.1 \%$; property lines, fire and technical lines ( $17.1 \%$ of total premiums), grew $2.2 \%$; while the automobile insurance line ( $16.9 \%$ of total premiums) decreased $1.7 \%$. Premiums issued during 1998 by the subsidiary El Pacífico Vida ( $21.4 \%$ of total premiums) increased $40.4 \%$ compared to 1997 . Growth in pension fund benefits insurance was $8.9 \%$, while group life insurance and individual life insurance policies increased $48.8 \%$.

Net underwriting results were S/.29.4 million (US\$9.4 million) in the fourth quarter of 1998, above S/.18.2 million (US $\$ 5.8$ million) in the prior year quarter, mainly because of the increase in net premiums earned. The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) was $21.9 \%$ in the fourth quarter of 1998 , increasing from $15.2 \%$ in the prior year period.

Net claims incurred in the fourth quarter of 1998 were S/.63.5 million, remaining similar to S/.63.1 million in the fourth quarter of 1997. The net loss ratio (net claims to net premiums) decreased from $68.8 \%$ to $61.5 \%$ comparing the fourth 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 $93.0 \%$ in the fourth quarter of 1998, below $95.8 \%$ of the prior year period, decreasing mainly because lower net claims which were partly offset by higher operating expenses. Operating expenses increased $44.6 \%$ to $\mathrm{S} / .24 .2$ million mainly due to increased personnel and third party fee expenses. Operating expenses over net premiums increased from 18.0\% to $23.4 \%$ comparing the fourth quarters of 1997 and 1998, respectively.

As of December 31,1998, total assets were S/.712.0 million (US\$227.5 million) increasing 21.5\% compared to the balance at the end of 1997. Investments in real estate and financial assets were S/.425.7 million (US $\$ 136.0$ million) in the fourth quarter of 1998, increasing $19.1 \%$ 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 | Sep. 30, 1998 | Dec. 31, 1998 |
| CASH AND DUE FROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 295,508 | 306,482 | 457,192 | 243,125 |
| Interest bearing deposits in banks | 1,411,272 | 1,501,686 | 1,354,257 | 1,369,316 |
|  | 1,706,780 | 1,808,168 | 1,811,449 | 1,612,441 |
| MARKETABLE SECURITIES, net | 506,630 | 559,871 | 355,565 | 356,435 |
| LOANS | 4,278,788 | 4,573,781 | 4,912,655 | 5,104,450 |
| Current | 4,093,585 | 4,392,543 | 4,626,350 | 4,800,697 |
| Past Due | 185,203 | 181,238 | 286,305 | 303,753 |
| Less - Reserve for possible loan losses | $(193,478)$ | $(209,810)$ | $(244,096)$ | $(270,082)$ |
| LOANS NEI | 4,085,310 | 4,363,971 | 4,668,559 | 4,834,368 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 230,908 | 250,620 | 269,226 | 257,854 |
| REINSURANCE ASSETS | 34,125 | 35,576 | 73,718 | 55,840 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 30,430 | 32,273 | 42,948 | 43,632 |
| PROPERTY, PLANT and EQUIPMENT, net | 265,784 | 273,201 | 290,467 | 290,785 |
| DUE FROM CUSTOMERS ON ACCEPTANCES | 63,105 | 69,363 | 49,837 | 54,198 |
| OTHER ASSETS | 378,080 | 410,414 | 419,136 | 451,899 |
| TOTAL ASSETS | 7,301,152 | 7,803,457 | 7,980,905 | 7,957,452 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: |  |  |  |  |
| Non-interest bearing | 626,470 | 551,391 | 535,306 | 565,443 |
| Interest bearing | 4,654,985 | 4,880,862 | 4,971,406 | 4,918,599 |
|  | 5,281,455 | 5,432,253 | 5,506,712 | 5,484,042 |
| DUE TO BANKS AND CORRESPONDENTS | 644,825 | 963,361 | 995,633 | 1,047,503 |
| ACCEPTANCES OUTSTANDING | 63,105 | 69,363 | 49,837 | 54,198 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 65,411 | 71,989 | 120,214 | 104,155 |
| RESERVE FOR UNEARNED PREMIUMS | 61,889 | 63,994 | 63,770 | 62,084 |
| REINSURANCE PAYABLE | 15,707 | 11,420 | 14,316 | 9,067 |
| OTHER LIABILITIES | 355,236 | 351,763 | 381,307 | 345,067 |
| MINORITY INTEREST | 93,668 | 95,910 | 97,989 | 98,949 |
| TOTAL LIABILITIES | 6,581,296 | 7,060,053 | 7,229,778 | 7,205,065 |
| NET SHAREHOLDERS' EQUITY | 719,856 | 743,404 | 751,127 | 752,387 |
| TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY | 7,301,152 | 7,803,457 | 7,980,905 | 7,957,452 |
| CONTINGENT CREDITS | 1,066,134 | 1,091,345 | 1,144,828 | 1,095,875 |

CREDICORP LTD. AND SUBSIDIARIES
Table 2
CONSOLIDATED INCOME STATEMENTS

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12 .97 | 31.12 .98 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 166,205 | 182,224 | 192,387 | 668,953 | 719,315 |
| Interest and dividends on investments: | 3,743 | 723 | 3,988 | 8,654 | 13,358 |
| Interest on deposits with banks | 17,392 | 21,555 | 20,823 | 64,555 | 78,193 |
| Interest on trading securities | 16,007 | 12,428 | 8,788 | 50,895 | 54,899 |
| Total Interest Income | 203,347 | 216,930 | 225,986 | 793,057 | 865,765 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 80,278 | 92,065 | 95,416 | 308,982 | 357,787 |
| Interest on borrowed funds | 20,024 | 23,737 | 24,669 | 75,089 | 92,197 |
| Other interest expense | 4,411 | 4,077 | 7,514 | 18,485 | 19,260 |
| Total Interest Expense | 104,713 | 119,879 | 127,599 | 402,556 | 469,244 |
| Net Interest Income | 98,634 | 97,051 | 98,387 | 390,501 | 396,521 |
| Provision for possible loan losses, net | 23,848 | 48,463 | 54,815 | 89,665 | 170,560 |
| Net interest income after provision for possible loan losses | 74,786 | 48,588 | 43,572 | 300,836 | 225,961 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 35,693 | 36,155 | 35,938 | 145,867 | 143,895 |
| Net gains from sales of securities | 1,500 | $(6,880)$ | $(1,725)$ | 25,447 | 683 |
| Net gains on foreign exchange transactions | 8,525 | 5,553 | 9,521 | 27,843 | 28,889 |
| Net premiums earned | 28,024 | 28,823 | 29,547 | 104,668 | 119,195 |
| Other income | 8,163 | 10,281 | 14,790 | 43,333 | 51,358 |
|  | 81,905 | 73,932 | 88,071 | 347,158 | 344,020 |
| CLAIMS ON INSURANCE ACTIVITIES |  |  |  |  |  |
| Net claims incurred | 9,183 | 8,656 | 7,369 | 33,444 | 37,217 |
| Increase in future policy benefits for life and health | 11,766 | 13,700 | 13,321 | 43,618 | 50,899 |
|  | 20,949 | 22,356 | 20,690 | 77,062 | 88,116 |
| OPERATING EXPENSE |  |  |  |  |  |
| Salaries and employee benefits | 44,862 | 44,297 | 42,395 | 188,517 | 181,524 |
| General, administrative, and other taxes | 39,692 | 39,637 | 44,402 | 152,363 | 160,212 |
| Depreciation and amortization | 7,924 | 9,699 | 7,869 | 32,666 | 35,877 |
| Other | 7,969 | 11,826 | 18,820 | 28,471 | 53,276 |
|  | 100,447 | 105,459 | 113,486 | 402,017 | 430,889 |
| Translation result | 1,038 | 4,857 | 5,727 | $(2,977)$ | 25,232 |
| Income before income tax, and minority interest | 36,333 | (438) | 3,194 | 165,938 | 76,208 |
| Income Tax | $(10,566)$ | $(5,822)$ | (950) | $(43,213)$ | $(25,589)$ |
| Minority Interest | $(2,219)$ | $(1,044)$ | (985) | $(12,665)$ | $(8,523)$ |
| NET INCOME | 23,548 | $(7,304)$ | 1,259 | 110,060 | 42,096 |

## CREDICORP LTD. AND SUBSIDIARIES

Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12.97 | 31.12.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.291 | (0.090) | 0.016 | 1.359 | 0.520 |
| Net interest margin on interest earning assets (2) | 6.33\% | 6.09\% | 6.12\% | 6.72\% | 6.11\% |
| Return on average total assets (2)(3) | 1.25\% | -0.37\% | 0.06\% | 1.57\% | 0.53\% |
| Return on average shareholders' equity (2)(3) | 12.87\% | -3.87\% | 0.67\% | 15.64\% | 5.63\% |
| 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 | 3.96\% | 5.83\% | 5.95\% | 3.96\% | 5.95\% |
| Reserves for loan losses as a percentage of total past due loans | 115.76\% | 85.26\% | 88.91\% | 115.76\% | 88.91\% |
| Reserves for loan losses as a percentage of total loans | 4.59\% | 4.97\% | 5.29\% | 4.59\% | 5.29\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 43.96\% | 40.54\% | 41.06\% | 43.96\% | 41.06\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -3.84\% | 5.62\% | 4.48\% | -3.84\% | 4.48\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expense as a percent. of total income (5) | 55.14\% | 61.79\% | 60.86\% | 53.81\% | 57.91\% |
| Oper. expense as a percent. of av. tot. assets(2)(3)(5) | 5.27\% | 5.32\% | 5.70\% | 5.65\% | 5.44\% |
| Average balances (millions of US\$) (3) |  |  |  |  |  |
| Interest earning assets | 6,232.8 | 6,370.8 | 6,431.3 | 5,813.2 | 6,490.3 |
| Total Assets | 7,552.3 | 7,943.1 | 7,969.2 | 7,025.5 | 7,880.5 |
| Net equity | 731.6 | 754.8 | 751.8 | 703.7 | 747.9 |

(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 4Q97 and 94.38 million in 3 Q98 and in 4Q98.
(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 December 31, 1998, and U.S. Dollars in thousands)

| ASSETS | 30.09 .97 | 31.12.97 | 30.09.98 | 31.12.98 | 31.12 .98 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000(1) |
| CASH AND DUE FROM BANKS | 4,612.884 | 4,799.335 | 5,072.937 | 4,726.290 | \$1,509.997 |
| Cash and Checks | 805.638 | 815.025 | 668.358 | 718.330 | \$229.498 |
| Deposits in Central Bank of Peru | 2,802.570 | 3,293.640 | 3,822.485 | 3,009.503 | \$961.503 |
| Deposits with local and foreign banks | 1,004.676 | 690.670 | 582.094 | 998.457 | \$318.996 |
| MARKETABLE SECURITIES, net | 879.009 | 990.860 | 451.273 | 482.157 | \$154.044 |
| LOANS | 10,894.955 | 11,732.139 | 12,980.271 | 14,127.532 | \$4,513.588 |
| Current | 10,388.773 | 11,223.766 | 12,195.834 | 13,208.736 | \$4,220.043 |
| Past Due | 506.181 | 508.373 | 784.437 | 918.796 | \$293.545 |
| Less - Reserve for possible loan losses | (510.267) | (551.529) | (694.607) | (812.675) | (\$259.641) |
| LOANS NEI | 10,384.688 | 11,180.610 | 12,285.664 | 13,314.857 | \$4,253.948 |
| InVESTMENT SECURITIES AVAILABLE FOR SALE | 178.756 | 177.576 | 212.776 | 178.542 | \$57.042 |
| PROPERTY, PLANT and EQUIPMENT, net | 572.976 | 594.359 | 616.438 | 649.785 | \$207.599 |
| OTHER ASSETS | 758.928 | 882.507 | 898.914 | 1,087.137 | \$347.328 |
| TOTAL ASSETS | 17,387.241 | 18,625.247 | 19,538.002 | 20,438.768 | \$6,529.958 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 13,705.660 | 14,150.168 | 14,878.237 | 15,526.416 | \$4,960.516 |
| Demand deposits | 2,867.148 | 2,985.671 | 2,492.972 | 2,667.632 | \$852.279 |
| Saving accounts | 4,892.949 | 4,995.832 | 4,948.335 | 5,093.506 | \$1,627.318 |
| Time deposits | 5,945.563 | 6,168.665 | 7,436.930 | 7,765.278 | \$2,480.919 |
| due to banks and correspondents | 1,283.278 | 1,972.311 | 2,011.062 | 2,232.821 | \$713.361 |
| Other liabilities | 932.923 | 961.909 | 1,028.905 | 1,032.789 | \$329.965 |
| PROVISION FOR SEVERANCE INDEMNITIES | 11.691 | 5.894 | 12.489 | 7.571 | \$2.419 |
| SHAREHOLDERS EQUTY: | 1,453.689 | 1,534.965 | 1,607.309 | 1,639.171 | \$523.697 |
| Capital stock | 894.203 | 894.600 | 937.311 | 937.200 | \$299.425 |
| Legal reserve | 299.835 | 299.968 | 437.407 | 437.353 | \$139.729 |
| Retained earnings | 259.651 | 340.397 | 232.591 | 264.618 | \$84.542 |
| total liabilities and equity | 17,387.241 | 18,625.247 | 19,538.002 | 20,438.768 | \$6,529.958 |
| Contingent Credits | 3,210.570 | 3,108.707 | 3,262.077 | 3,304.192 | \$1,055.652 |

(1)Translated at S/.3.13 per US\$1.00.

# BANCO DE CREDITO DEL PERU AND SUBSIDIARIES 

Table 5
CONSOLIDATED INCOME STATEMENTS
(Constant Nuevos Soles, as of December 31, 1998, and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12.98 | 31.12 .97 | 31.12.98 | 31.12 .98 |
| Interest income and expense |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Interest income | 505.195 | 544.480 | 585.995 | \$187.219 | 1,956.673 | 2,158.188 | \$689.517 |
| Less - Interest expense | 252.561 | 284.079 | 318.719 | \$101.827 | 958.283 | 1,124.215 | \$359.174 |
| Net interest income | 252.634 | 260.401 | 267.276 | \$85.392 | 998.390 | 1,033.973 | \$330.343 |
| Provisions for possible loan losses, net | 62.587 | 149.321 | 167.186 | \$53.414 | 232.814 | 508.516 | \$162.465 |
| Net interest income after provisions | 190.047 | 111.080 | 100-090 | \$31.978 | 765.576 | 525.457 | \$167.878 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 97.660 | 93.855 | 95.794 | \$30.605 | 398.704 | 381.617 | \$121.922 |
| Net gains from sales of securities | (2.201) | (14.525) | (2.479) | (\$0.792) | 34.930 | (9.324) | (\$2.979) |
| Net gains on foreing exchg. transacts. | 25.606 | 24.277 | 25.773 | \$8.234 | 74.807 | 92.545 | \$29.567 |
| Other income | 18.870 | 22.210 | 29.895 | \$9.551 | 79.135 | 97.666 | \$31.203 |
|  | 139.935 | 125.817 | 148.983 | \$47.598 | 587.576 | 562.504 | \$179.714 |
| Operating Expense |  |  |  |  |  |  |  |
| Salaries and employee benefits | 104.862 | 103.205 | 103.827 | \$33.172 | 456.316 | 429.353 | \$137.173 |
| General and administrative | 100.882 | 87.108 | 97.216 | \$31.059 | 360.924 | 346.763 | \$110.787 |
| Depreciation and amortization | 22.246 | 24.888 | 19.091 | \$6.099 | 84.268 | 90.967 | \$29.063 |
| Taxes other than income tax | 8.077 | 10.469 | 10.354 | \$3.308 | 36.836 | 37.675 | \$12.037 |
| Other | 12.349 | 20.824 | 24.376 | \$7.788 | 42.062 | 83.930 | \$26.815 |
|  | 248.416 | 246.494 | 254.864 | \$81.426 | 980.406 | 988.688 | \$315.875 |
| Result from exposure to inflation | 12.493 | 36.052 | 45.722 | \$14.608 | 14.793 | 138.785 | \$44.340 |
| Income before income tax | 94.059 | 26.455 | 39.931 | \$12.758 | 387.539 | 238.058 | \$76.057 |
| Income Tax | 14.758 | 0.679 | 7.998 | \$2.555 | 89.624 | 51.448 | \$16.437 |
| NET INCOME | 79.301 | 25.776 | 31.933 | \$10.202 | 297.915 | 186.610 | \$59.620 |

(1)Translated at S/3.13 per US\$1.00.

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

|  | Three months ended: |  |  | Twelve months ended: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12 .97 | 30.09.98 | 31.12.98 | 31.12.97 | 31.12.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.090 | 0.029 | 0.036 | 0.339 | 0.212 |
| Net interest margin on interest earning assets (2) | 6.46\% | 6.19\% | 6.15\% | 6.69\% | 6.10\% |
| Return on average total assets (2)(3) | 1.76\% | 0.53\% | 0.64\% | 1.74\% | 0.96\% |
| Return on average shareholders' equity (2)(3) | 21.23\% | 6.47\% | 7.87\% | 21.00\% | 11.76\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 4.33\% | 6.04\% | 6.50\% | 4.33\% | 6.50\% |
| Reserves for loan losses as a percentage of total past due loans | 108.49\% | 88.55\% | 88.45\% | 108.49\% | 88.45\% |
| Reserves for loan losses as a percentage of total loans | 4.70\% | 5.35\% | 5.75\% | 4.70\% | 5.75\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 40.65\% | 40.22\% | 40.59\% | 40.65\% | 40.59\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -2.81\% | 5.59\% | 6.47\% | -2.81\% | 6.47\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 62.60\% | 63.92\% | 61.18\% | 60.88\% | 61.53\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 5.46\% | 5.07\% | 5.10\% | 5.63\% | 5.03\% |
| Capital adequacy |  |  |  |  |  |
| Net equity as a percentage of period end total assets | 8.24\% | 8.23\% | 8.02\% | 8.24\% | 8.02\% |
| Regulatory capital / risk-weighted assets | 9.76\% | 10.40\% | 9.65\% | 9.76\% | 9.65\% |
| Average balances (constant millions S/.) (3) |  |  |  |  |  |
| Interest earning assets | 15,637.0 | 16,830.2 | 17,375.3 | 14,933.5 | 16,948.9 |
| Total Assets | 18,006.2 | 19,462.4 | 19,988.4 | 17,147.0 | 19,532.0 |
| Net equity | 1,494.3 | 1,594.3 | 1,623.2 | 1,418.7 | 1,587.1 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 800.0 | 880.0 | 880.0 | 800.0 | 880.0 |
| No. of employees | 6,210 | 6,983 | 7,510 | 6,210 | 7,510 |
| Inflation rate ( Wholesale price index) | 1.58\% | 1.83\% | 0.16\% | 5.03\% | 6.47\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 2.72 | 3.04 | 3.13 | 2.72 | 3.13 |

(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/.2.7 million in 4Q97, S/.-0.4 in 3Q98, and S/.0.2 in 4Q98).

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

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

|  | Three months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12.97 | 31.12.98 |
| Results |  |  |  |  |  |
| Net Interest Income, net of reserve expense | 5,098 | 4,063 | 4,589 | 27,420 | 25,294 |
| Other Income(1) | 2,271 | $(11,926)$ | 1,969 | 15,940 | $(6,037)$ |
| Operating Expense | 2,969 | 1,871 | 2,691 | 10,434 | 9,754 |
| Net income before realized and unrealized gains (losses) on securities transactions | 3,512 | 675 | 2,768 | 19,162 | 17,571 |
| Net income before unrealized gains (losses) on securities transactions | 4,860 | $(2,559)$ | 3,944 | 31,286 | 24,494 |
| Net Income | 4,401 | $(9,733)$ | 3,866 | 31,176 | 9,244 |
| Net Income per share (US\$) | 0.11 | (0.24) | 0.10 | 0.78 | 0.23 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 1,151,372 | 878,025 | 930,880 | 1,151,372 | 930,880 |
| Loan portfolio, net | 301,708 | 252,717 | 304,942 | 301,708 | 304,942 |
| Marketable securities and investments | 407,301 | 228,021 | 230,679 | 407,301 | 230,679 |
| Total Deposits | 620,869 | 592,562 | 614,684 | 620,869 | 614,684 |
| Shareholders' equity | 299,260 | 177,790 | 186,323 | 299,260 | 186,323 |
| Funds under administration | 250,675 | 259,850 | 233,903 | 250,675 | 233,903 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 2.2\% | 2.1\% | 2.3\% | 3.6\% | 2.3\% |
| Return on average stockholders' equity(4) | 5.7\% | -18.1\% | 8.5\% | 14.7\% | 3.8\% |
| Return on average stockholders' equity without including gains on Credicorp(4) | 12.6\% | -30.4\% | 11.7\% | 30.8\% | 7.9\% |
| Return on average total assets(4) | 1.6\% | -4.3\% | 1.7\% | 4.1\% | 0.9\% |
| 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 | 3.0\% | 0.8\% | 0.8\% | 2.9\% | 0.3\% |
| Operating expense / total income | 40.3\% | -23.5\% | 41.0\% | 33.5\% | 105.5\% |
| Operating expense / average total assets(4) | 1.1\% | 0.8\% | 1.2\% | 1.4\% | 0.9\% |
| Operating expense / average total assets + funds under management(4) | 0.9\% | 0.6\% | 0.6\% | 1.1\% | 0.8\% |

(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 December 31, 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 twelve month period ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.97 | 30.09.98 | 31.12.98 | 31.12 .98 | 31.12.97 | 31.12.98 | 31.12 .98 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 119,648 | 132,748 | 134,150 | \$42,859 | 453,026 | 503,139 | \$160,747 |
| Change in Reserves | 5,060 | (4) | 2,912 | \$930 | 17,913 | 5,679 | \$1,814 |
| Net Underwriting Results | 18,172 | 17,437 | 29,441 | \$9,406 | 73,946 | 83,490 | \$26,674 |
| Net Financial Income | 9,379 | 12,258 | 8,237 | \$2,632 | 50,301 | 60,860 | \$19,444 |
| General Expenses | 16,430 | 21,044 | 24,153 | \$7,717 | 63,798 | 82,144 | \$26,244 |
| Net Income | 8,225 | 7,911 | 10,646 | \$3,401 | 51,503 | 54,571 | \$17,435 |
| Net Income per share (S/.)(2) | 0.451 | 0.434 | 0.584 | \$0.187 | 2.824 | 2.992 | \$0.956 |
| Balance Sheets (end of period) |  |  |  |  |  |  |  |
| Total Assets | 585,819 | 712,844 | 712,021 | \$227,483 | 585,819 | 712,021 | \$227,483 |
| Investments in Secur. and Real estate | 357,495 | 416,007 | 425,686 | \$136,002 | 357,495 | 425,686 | \$136,002 |
| Technical Reserves | 256,647 | 308,562 | 321,436 | \$102,695 | 256,647 | 321,436 | \$102,695 |
| Net Equity | 240,060 | 272,186 | 280,696 | \$89,679 | 240,060 | 280,696 | \$89,679 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 15.2\% | 13.1\% | 21.9\% | 21.9\% | 16.3\% | 16.6\% | 16.6\% |
| Loss ratio | 66.6\% | 74.1\% | 42.5\% | 42.5\% | 66.4\% | 87.6\% | 87.6\% |
| Return on avge. equity (3)(4) | 14.6\% | 12.3\% | 16.3\% | 16.3\% | 24.0\% | 21.0\% | 21.0\% |
| Return on total premiums | 6.9\% | 6.0\% | 7.9\% | 7.9\% | 11.4\% | 10.8\% | 10.8\% |
| Shareholders' Equity / Total Assets | 41.0\% | 38.2\% | 39.4\% | 39.4\% | 41.0\% | 39.4\% | 39.4\% |
| Increase in Risk Reserves | 5.5\% | 0.0\% | 2.8\% | 2.8\% | 5.2\% | 1.5\% | 1.5\% |
| Combined Ratio | 95.8\% | 106.4\% | 93.0\% | 93.0\% | 94.7\% | 100.1\% | 100.1\% |
| - Net Claims / Net Premiums | 68.8\% | 74.1\% | 61.5\% | 61.5\% | 67.1\% | 69.4\% | 69.4\% |
| - Op. Exp.+Comiss./Net Premiums | 27.0\% | 32.3\% | 31.5\% | 31.5\% | 27.6\% | 30.7\% | 30.7\% |
| Operating expense/Net Premiums | 18.0\% | 23.5\% | 23.4\% | 23.4\% | 18.6\% | 21.7\% | 21.7\% |
| Oper. expense / Avge. assets (3)(4) | 11.7\% | 12.9\% | 14.3\% | 14.3\% | 11.8\% | 12.7\% | 12.7\% |

(1)Translated at S/.3.13 per US\$1.00.
(2)Based on 18.2 million shares in all periods. Actual outstanding shares were 15.2 million in 4Q97 and 18.2 million in 3Q98 and in 4Q98.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.

