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<br>General Manager<br>Banco de Credito New York Branch<br>Phone: (212) 644-6644<br>Fax: (212) 826-9852<br>E-mail: amontero@bcpny.com

## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2000

(Lima, Perú, November 7, 2000) - Credicorp Ltd. ("Credicorp") (NYSE:BAP;LSE:BAPC1) today announced its financial results for the quarter ended September 30, 2000.

Credicorp announced consolidated net income, for the nine month period ended September 30, 2000, of US $\$ 10.8$ million, increasing over US $\$ 4.4$ million in the prior year period, or US $\$ 0.133$ and US $\$ 0.054$ per share, respectively. Net income for the third quarter 2000 was US $\$ 5.0$ million, higher than US $\$ 0.2$ million in the 1999 quarter, or US $\$ 0.062$ and US $\$ 0.003$ per share, respectively. Third quarter 2000 results compared to the prior year quarter, show higher non-interest income and lower operating expense, partly offset by increased loan loss provisions and negative translation results.

## 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 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.99 | 30.09 .00 |
| Net interest income | 89.7 | 95.5 | 90.3 | 275.5 | 275.3 |
| Provisions for possible loan losses, net | 38.9 | 50.4 | 45.9 | 127.3 | 135.6 |
| Other income | 76.5 | 81.9 | 89.4 | 246.2 | 255.8 |
| Claims on insurance activities | 21.6 | 23.8 | 25.1 | 64.2 | 69.2 |
| Other expenses | 105.4 | 97.3 | 101.9 | 321.0 | 299.0 |
| Translation result | 3.2 | (2.0) | (1.8) | 5.7 | (8.6) |
| Income before income tax and minority interest | 3.6 | 3.9 | 5.0 | 14.8 | 18.7 |
| Income Tax | (1.4) | (1.4) | 0.2 | (3.8) | (5.5) |
| Minority Interest | (2.0) | (1.1) | (0.2) | (6.7) | (2.5) |
| Net Income | 0.2 | 1.4 | 5.0 | 4.4 | 10.8 |
| Net Income per share (1) | 0.003 | 0.017 | 0.062 | 0.054 | 0.133 |

(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 PERUVIAN ECONOMIC SITUATION

Economic activity in the third quarter of 2000 showed signs of slowing down after improving since the fourth quarter of 1999. The Central Government had difficulties financing an increasing budget deficit leading to reduced public spending, which, together with a difficult political situation, resulted in lower GDP growth in recent months. Based on relative weights by economic sector having 1994 as the base year (the previous base year was 1979), GDP grew $5.7 \%$ in the eight months through August 2000. Nevertheless, growth in the third quarter of 2000 is expected at 4\%, decreasing from $5.3 \%$ in the second quarter and $6.6 \%$ in the first. Furthermore, current quarter's growth benefits from the statistical effect of comparing itself with the third quarter of 1999 which decreased $-0.1 \%$.

All sectors show cumulative positive growth through August 2000, with the best performance noted in Fishing (20.1\%), Manufacturing (11.5\%), Commerce (7.4\%), and Agriculture (6.2\%). Growth in the same period of 1999 was uneven: the Fishing sector grew 27.2\%, Agriculture $15.4 \%$ and Mining $13.7 \%$, while Construction and Commerce declined $-14.0 \%$ and $-3.3 \%$, respectively.

Domestic demand grew $4.8 \%$ in the second quarter 2000, lower than growth of $6.2 \%$ in the first quarter 2000 when it benefitted from increased private and public investment of $7.1 \%$ and $3.1 \%$, respectively. In the second quarter private investment was stagnant, while public investment declined $-4.5 \%$. It is expected that public spending will continue to decline in response to lower tax revenues, which, through September 2000, amounted to $12.4 \%$ of GDP (S/ .17,601 million) lower than expected $12.9 \%$.

In the first nine months of 2000, the consumer price index in Perú rose $3.3 \%, 1.6 \%$ in the third quarter 2000, higher than $0.6 \%$ in the second quarter 2000, and $0.9 \%$ in the year-ago period. Current quarter's inflation increase is mostly due to higher oil and food prices, the later because of shortages caused by transport strikes. The wholesale price index grew 2.9\% through September 2000, $1.3 \%$ in this quarter, higher than $0.8 \%$ in the preceding second quarter, and $1.2 \%$ in the third quarter of 1999. For the preceding twelve months, the consumer and wholesale price indexes grew $3.9 \%$ and $4.4 \%$, respectively.

The average free market Nuevos Soles exchange rate in Perú was S/ .3.51 at September 30, 2000, increasing $0.6 \%$ from S/.3.49 at the prior quarter-end, but is the same as the year-end 1999 exchange rate. In the third quarter of 1999 the exchange rate devalued $3.8 \%$ ending at $\mathrm{S} / .3 .46$.

International reserves of the Central Bank reached US\$8.7 billion at September 30, 2000, increasing US $\$ 34$ million since June 30, 2000, and remains over the balance of US $\$ 8.4$ billion at year-end 1999. In third quarter 2000, the Current Account Balance is expected to have a deficit of $-3.3 \%$ of GDP, amounting to US\$-420 million, increasing from $-2.7 \%$ (US\$-352 million) in the prior year period. The Trade Balance in third quarter 2000 is expected to be a small surplus of US\$26 million, compared to a deficit of US\$-109 million in the same quarter in 1999 and US\$-172 million in second quarter 2000. For the first nine months of 2000 exports are expected to grow $16 \%$, compared to the prior year period, to US $\$ 5.1$ billion. Imports for the first nine months of 2000 are also expected to grow $11 \%$ to US $\$ 5.4$ billion versus the same period of 1999.

Total liquidity in the financial system as of September 30, 2000, amounted to S/ . 54.7 billion (US $\$ 15.7$ billion), $5.5 \%$ higher, in nominal terms, than the September 1999 balance, but remained almost unchanged since the preceding quarter-end. In the quarter, Nuevo Sol liquidity (39.7\% of total liquidity) reached S/.21.7 billion (US $\$ 6.2$ billion) or $2.5 \%$ above the June 2000 level, while foreign currency liquidity decreased $-1.7 \%$ to US $\$ 9.5$ billion.

Banking and Insurance Superintendency ("SBS") statistics as of September 30, 2000, show deposits in the banking system at $\mathrm{S} / .44 .3$ billion (US $\$ 12.7$ billion), $-2.1 \%$ lower in nominal terms since June

2000, after growing $3.1 \%$ in the second quarter 2000. Local currency deposits (26.7\% of total deposits) grew $1.6 \%$ in this quarter, but foreign currency deposits decreased $-3.3 \%$ (in U.S. Dollar terms). Total deposits increased slightly $0.5 \%$ compared with the September 1999 balance.

Major banks continued to show excess liquidity during this quarter, but total loans in the banking system decreased $-2.3 \%$ to S/.40.0 billion (US\$11.5 billion), after growth of $1.2 \%$ in the second quarter 2000. Local currency loans ( $17.1 \%$ of total loans) decreased $-0.2 \%$ since last June, while foreign currency loans also decreased $-2.7 \%$, in nominal terms. In the year since September 1999, total loans decreased $-4.2 \%$ partly due to transferred or exchanged problem loans under government programs in the third and fourth quarters of 1999. BCP decided not to take advantage of these transfer or exchange programs.

As of September 30 of 2000, Peruvian bank's past due ratio was $10.3 \%$, increasing from $10.0 \%$ at June 2000 and from $8.4 \%$ as of last December, even after the effect of the exchange programs. Past due loans increased $0.6 \%$ during the current quarter to $S / .4 .1$ billion (US $\$ 1.2$ billion), and $18.7 \%$ since December 1999 (in nominal terms). At September 30, 2000, loan loss provisions were S/.3,655 million (US $\$ 1,047$ million), resulting in a past due loan coverage ratio of $88.3 \%$, lower than $90.1 \%$ as of last June and also lower compared to $97.3 \%$ at December 1999.

In the third quarter 2000, commercial banking rates and net interest spreads continued a slightly declining trend, even though short term interbank rates were volatile due to the uncertain political situation. Local currency average loan rates (TAMN) were $29.5 \%$ and deposits rates (TIPMN) $9.5 \%$ in the current quarter, compared to $31.2 \%$ and $9.9 \%$ in second quarter 2000 , respectively. Foreign currency loan rates (TAMEX) were $13.5 \%$ in the current quarter, lower than $14.1 \%$ in the preceding one, while deposit rates (TIPMEX) remained stable at $4.7 \%$.

## I. 2 INTEREST INCOME AND OTHER INCOME

In the third quarter of 2000 net interest income reached US $\$ 90.3$ million, slightly above US $\$ 89.7$ million in the previous year quarter, due to higher interest margins which more than offset lower volumes of interest earning assets. Net interest margin (net interest income over average interest earning assets), on an annualized basis, was $5.89 \%$ during the third quarter of 2000, above $5.69 \%$ in the same quarter of the previous year, but below $6.24 \%$ in the second quarter of 2000. Margins decreased compared to the preceding second quarter of 2000 mainly due to lower loan interest rates and lower revenue from recovery of suspense accounts interest receivables. Interest earning assets, as averages of beginning and ending balances, were US\$6.1 billion in the third quarter of 2000, decreasing $-2.6 \%$ compared to US $\$ 6.3$ billion in the year-ago period, but remained similar to the preceding period.

Non-interest income was US\$89.4 million in the third quarter of 2000, increasing $16.9 \%$ from noninterest income of US $\$ 76.5$ million in the same period of 1999 , and $9.2 \%$ from US $\$ 81.9$ million in the preceding second quarter of 2000.

The non-interest income components had the following growth rates with respect to the prior year quarter and to the preceding second quarter of 2000:

| (\% change and US\$Mn) | 3Q99 | 2Q00 | 3Q00 | 3Q00 vs | 3Q00 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2Q00 | 3Q99 |  |  |  |  |
| Commissions for banking services | 33.9 | 35.1 | 37.4 | $6.5 \%$ | $10.3 \%$ |
| Net premiums | 26.2 | 28.9 | 28.2 | $-2.6 \%$ | $7.8 \%$ |
| Gains from sale of securities | 2.7 | 0.4 | 3.5 | $871.2 \%$ | 30.5 |
| Gains from foreign exchange | 5.7 | 5.9 | 4.9 | $-16.0 \%$ | $-13.1 \%$ |
| Other non-interest income | 8.1 | 11.6 | 15.4 | $32.7 \%$ | $90.6 \%$ |
| Total Non-Interest Income | $\mathbf{7 6 . 5}$ | $\mathbf{8 1 . 9}$ | $\mathbf{8 9 . 4}$ | $\mathbf{9 . 2 \%}$ | $\mathbf{1 6 . 9 \%}$ |

The Other non-interest income concept grew in the current quarter mainly due to extraordinary items and recoveries of charged-off accounts in BCP.

## I. 3 OTHER NON-INTEREST EXPENSES

Other non-interest expenses, which include provisions for assets received in lieu of loan repayment and employee profit sharing expense, amounted to US\$101.9 million in the third quarter of 2000, $-3.3 \%$ below expenses in the same period of the previous year. Credicorp's other expense components had the following variations:

| (\% change and US\$ Mn) | 3Q99 | 2Q00 | 3Q00 | 3Q00 vs <br> 2Q00 | 3Q00 vs <br> 3Q99 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries and employee benefits | 44.7 | 44.0 | 44.7 | $1.4 \%$ | $-0.1 \%$ |
| General, administrative, and taxes | 36.0 | 36.0 | 37.9 | $5.2 \%$ | $5.1 \%$ |
| Depreciation and amortization | 12.3 | 12.1 | 11.5 | $-5.6 \%$ | $-10.0 \%$ |
| Other | 11.9 | 5.1 | 7.9 | $55.1 \%$ | $-33.3 \%$ |
| Total Other Expenses | $\mathbf{1 0 5 . 4}$ | $\mathbf{9 7 . 3}$ | $\mathbf{1 0 1 . 9}$ | $\mathbf{4 . 7 \%}$ | $\mathbf{- 3 . 3 \%}$ |

The efficiency ratio (adjusted operating expense, determined by netting provisions for assets received in lieu of loan repayment and employee profit sharing expense, as a per centage of total income) improved to $53.8 \%$ in the third quarter of 2000 , from $57.1 \%$ in the third quarter of last year. Adjusted operating expenses as a percentage of average total assets was $5.2 \%$ in the current quarter, higher than $4.8 \%$ in the same quarter of the previous year.

## I. 4 ASSETS AND LIABILITIES

Credicorp's total assets were US\$7.5 billion at September 30, 2000, decreasing -4.2\% compared to the balance at the year-ago quarter, and $-0.6 \%$ since the end of the second quarter 2000. The loan portfolio as of September 30, 2000 totaled US $\$ 4.4$ billion, $-2.2 \%$ below the balance at the end of June 2000, and $-5.0 \%$ below the year-ago balance.

Deposits and other obligations reached US\$5.5 billion at the end of September 2000, -1.7\% below the year-ago balance, but remained stable since the preceding quarter-end. Due to banks and correspondents decreased slightly in the quarter from US\$557.3 million at June 2000 to US\$504.6 million at the end of September 2000, remaining below US\$724.3 million at September 1999.

Loan quality indicators are shown in the following table:

| (In US\$Mn) | 3Q99 | 2Q00 | 3Q00 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,662.0$ | $4,528.7$ | $4,431.0$ |
| Past due loans | 396.3 | 418.5 | 413.1 |
| Loan loss reserves | 303.0 | 380.5 | 368.6 |
|  |  |  |  |
| Past due / Total loans | $8.5 \%$ | $9.2 \%$ | $9.3 \%$ |
| Reserves / Past due | $76.5 \%$ | $90.9 \%$ | $89.2 \%$ |

The balance of past due loans decreased from US\$418.5 million last quarter, to US\$413.1 million at the end of the third quarter 2000, mainly related to small business segment clients, and after chargeoffs amounting to US $\$ 41.5$ million

## I. 5 SUBSIDIARIES

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

| (US\$Mn) | 3Q99 | 2Q00 | 3Q00 | 9m99 | 9m00 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Banco de Credito | US\$ 1.8 | US\$ 5.7 | US\$ 6.3 | US\$ 4.7 | US\$ 16.1 |
| Atlantic | 2.6 | 3.0 | 2.1 | 9.7 | 9.7 |
| PPS | 1.0 | -1.0 | -0.3 | 4.7 | -1.1 |
| Banco Tequendama | 0.1 | -2.2 | -1.1 | -4.9 | -4.0 |
| Credicorp and others* | -5.5 | -4.1 | -2.0 | -9.8 | -9.9 |

## Consolidated Net Income US\$ 0.2 US\$ 1.4 US\$ 5.0 US\$ 4.4 US\$ 10.8

* Includes Inversiones Crédito and Grupo Capital.

In the third quarter of 2000 BCP contributed US $\$ 6.3$ million to Credicorp's net income, while its results according to Peruvian accounting principles reported in Section II, amounted to a net profit of US\$5.3 million, with the difference mainly due to translation losses (US\$-1.0 million) being lower than inflation adjustment losses (US\$-2.4 million) recorded in Peruvian books.

PPS's negative contribution in the current quarter (US\$-0.3 million) also differs from its results according to Peruvian accounting principles (US\$-3.9 million, see Section IV), maily due to provisions for un-earned premiums of approximately US $\$ 2.7$ million as required by new local regulations, which have no effect in Credicorp's records prepared in accordance with International Accounting Standards (IAS).

In the current quarter, Banco Tequendama contributed a net loss of US\$-1.1 million to consolidated net income, and, additionally, Credicorp had to increase provisions charged against income by US $\$ 1.8$ million (US $\$ 4.2$ million in the second quarter of 2000 and US $\$ 4.3$ million in the third quarter of 1999), to cover for losses related to substandard loans and foreclosed assets transferred from Banco Tequendama. The Bank's net income contribution to Credicorp is negative, compared to net profits in local books, due to translation losses and losses in the sale of assets that show in Credicorp's accounting records based in U.S. Dollars.

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 it is consolidated within BCP's financial statements. The economic slowdown that affected 1999 Bolivia's GDP growth, continued through the third quarter of 2000, with total loans in the banking system decreasing to US\$3.8 billion at September 2000, or -2.6\% since June 2000 and $-7.0 \%$ since December 1999. Total bank's deposits amounted to US\$3.5 billion at September 2000, decreasing $-0.6 \%$ since last December. In the quarter, inflation increased to $3.0 \%$, from $-0.1 \%$ in the preceding period, due to supply difficulties caused by social unrest and protests by peasants, while devaluation was $1.6 \%$ and $1.5 \%$, respectively.

BCB's deposit market share increased from 12.91\% at June 2000 to $13.17 \%$ as of September 2000, ranking as the number two bank among Bolivian banks. In terms of loans, BCB is ranked number three, with a $12.74 \%$ market share, increasing from $12.70 \%$ at June 2000. At September 30, 2000 BCB had total loans of US $\$ 485.7$ million, compared to US $\$ 491.9$ million at June 2000, and US $\$ 485.9$ million at September 1999. BCB's net income for the first nine months of 2000 was US $\$ 4.1$ million and US $\$ 1.4$ million in third quarter 2000, similar to US $\$ 4.1$ million and US $\$ 1.3$ million in the prior year periods, respectively.

## Banco Tequendama, Colombia

After the recession that Colombia suffered in 1999, which led to a GDP decline of $-4.5 \%$ in the year, a return to moderate $2 \%$ GDP growth is expected for 2000 . In the first six months of 2000, GDP grew $2.86 \%$ but unevenly between sectors, with industrial production growing $10.23 \%$ led by exports, and construction declining $-4.29 \%$, which signals continued internal demand weakness. Inflation was $0.7 \%$ in the third quarter of 2000, and $1.5 \%$ in the second, amounting to $7.74 \%$ since December 1999. The exchange rate continued its volatility since the preceding second quarter ending September 2000 at Co\$2,212, devaluing $3.4 \%$ in the third quarter, after a $9.5 \%$ devaluation in the second quarter and $18.1 \%$ since December 1999. As of September 2000 interest rates continued their increasing trend, with the DTF rate ending at 12.95\%, higher than $11.97 \%$ of June 2000, but still remaining below $15.75 \%$ at year-end 1999. Although the monetary base has been expanding, as of August 2000 loan demand remains weak with total banking system loans at approximately US\$14.5 billion, decreasing $-2.2 \%$ since December 1999, while total deposits grew $1.3 \%$ to approximately US\$16.1 billion

At September 30, 2000, Banco Tequendama had total loans of US\$213.3 million, increasing over US $\$ 208.6$ million at June 2000 and from US $\$ 185.3$ million in September 1999. Total deposits amounted to US $\$ 152.1$ million at the end of the third quarter, increasing from US\$129.2 million as of June 2000 and from US $\$ 108.7$ million at September 1999. As of August 2000, Banco Tequendama ranked $16^{\text {th }}$ out of 27 banks in terms of total loans, with a $1.39 \%$ market share, increasing from $1.16 \%$ as of December 1999. At the same dates, its deposit market share was $0.77 \%$ and $0.72 \%$, respectively. According to the Bank's local records, net income for the first nine months of 2000 was Co $\$ 1.2$ billion, compared to Co $\$ 1.9$ billion in the prior year period.

## Banco Capital, EI Salvador

Inflation in El Salvador slowed during the third quarter of 2000 to $0.5 \%$, reaching $3.6 \%$ through September, compared to a $-1.0 \%$ deflation in total 1999. The exchange rate remained unchanged at $\mathrm{C} / 8.75$. Total banking system loans were US\$5.1 billion at September 2000, remaining stable since last December, reflecting a decline in loan demand brought by the slowdown in economic activity. Total deposits grew $4.2 \%$ since December 1999 to US $\$ 6.0$ billion.

At September 30, 2000, Banco Capital had total loans amounting to US\$142.7 million, increasing from US $\$ 138.9$ million at June 2000, and from US $\$ 117.5$ million at September 1999. In the current quarter total deposits reached US\$92.1 million, increasing from US\$88.0 million at the end of June 2000 and from US $\$ 64.7$ million at September 1999. Loan market share increased to $2.80 \%$ at September 2000, from 2.53\% last December, and also increased for deposits to $1.51 \%$ from 1.15\% at the same dates. Net income for the first nine months of 2000 was US\$723 thousand, above US\$330 thousand in the prior year period.

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

## II. 1 NET INCOME

Consolidated net income for the nine month period ended September 30, 2000 was S/.37.8 million (US $\$ 10.8$ million), decreasing from S/.80.1 million (US\$22.9 million) in the same period of 1999. Net income for the third quarter 2000 was S/.18.5 million (US $\$ 5.3$ million), decreasing from S/.23.1 million (US\$6.6 million) in the 1999 quarter. Net income decreases compared to both, the year-ago nine month period and third quarter of 1999, principally due to loses in the result from exposure to inflation caption in the current periods compared to gains in the 1999 periods, which was partly offset by higher fee revenue and lower provisions for forclosed assets.

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

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.00 | 30.09.99 | 30.09 .00 | 30.09 .00 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 289.5 | 299.7 | 285.3 | \$81.8 | 868.9 | 869.0 | \$249.0 |
| Provisions for loan losses, net | 136.5 | 156.5 | 149.9 | \$43.0 | 429.1 | 439.0 | \$125.8 |
| Other income | 149.2 | 156.6 | 181.7 | \$52.1 | 465.7 | 502.5 | \$144.0 |
| Other expenses | 310.1 | 274.1 | 287.6 | \$82.4 | 907.2 | 852.3 | \$244.2 |
| Result from exposure to inflation | 32.2 | (8.4) | (8.3) | (\$2.4) | 91.9 | (34.2) | (\$9.8) |
| Income before income tax | 24.3 | 17.4 | 21.2 | \$6.1 | 90.2 | 45.9 | \$13.2 |
| Income Tax | 1.2 | 2.8 | 2.7 | \$0.8 | 10.1 | 8.1 | \$2.3 |
| Net Income | 23.1 | 14.6 | 18.5 | \$5.3 | 80.1 | 37.8 | \$10.8 |
| Net Income per share (2) | 0.023 | 0.015 | 0.019 | \$0.005 | 0.081 | 0.038 | \$0.011 |

(1) Financial statements prepared according to Peruvian GAAP. The financial information is in constant soles as of September 30, 2000. Figures in US\$ have been translated at the exchange rate of $\mathrm{S} / .3 .49$ to the dollar.
(2) Based on 988.7 million outstanding shares in all periods.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, reached S/.285.3 million (US\$81.8 million) during the third quarter of 2000 , decreasing $-1.4 \%$ compared to the prior year quarter. Current quarter's net interest income is $-4.2 \%$ lower than revenue in the preceding second quarter of 2000, due to lower net interest margins compounded by a slight $-1.0 \%$ decline in average interest earning assets.

In the third quarter of 2000, the net interest margin was $6.30 \%$, above $5.95 \%$ in the same quarter of the prior year, but decreasing compared to $6.55 \%$ in the second quarter of 2000. Compared to the second quarter of 2000, the decrease in net inter est margin resulted from lower loan interest rates and lower recoveries of suspense accounts interest receivables.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest items, increased $21.8 \%$ to S/.181.7 million (US $\$ 52.1$ million) in the third quarter of 2000 with respect to the same period in the prior year due to increased revenues for banking fees and other income concepts.

In the third quarter of 2000, fees from banking services amounted to S/.122.4 million (US\$35.1 million), $14.5 \%$ over such income in the same period in 1999, principally from increased fees for fund transfer services and account maintenance. Fees on the most important banking services had the following growth rates:

| (In constant S/. Mn.) | 3Q99 | 3Q00 | Growth |
| :--- | ---: | ---: | ---: |
| Contingent credits | 7.8 | 6.9 | $-11.5 \%$ |
| Foreign Trade | 7.3 | 7.6 | $4.1 \%$ |
| Account Maintenance | 29.0 | 33.2 | $14.5 \%$ |
| Insurance | 8.8 | 10.7 | $21.6 \%$ |
| Collections fees | 17.4 | 16.0 | $-8.0 \%$ |
| Fund transfer services | 14.8 | 24.6 | $66.2 \%$ |
| Credit card fees | 12.3 | 16.4 | $33.3 \%$ |
| Brokerage | 7.1 | 4.7 | $-33.8 \%$ |
| Other | 2.2 | 2.4 | $9.1 \%$ |
| $\quad$ Total | $\mathbf{1 0 6 . 7}$ | $\mathbf{1 2 2 . 4}$ | $\mathbf{1 4 . 5 \%}$ |

In the third quarter of 2000, gains on securities transactions were $\mathrm{S} / .12 .7$ million (US $\$ 3.6$ million), increasing from gains of S/.7.8 million (US\$2.2 million) in the year-ago quarter mainly due to gains in arbitrage operations ( $\mathrm{S} / .6 .0$ million) and from the tendering of a long term equity position (S/.3.0 million).

Gains from foreign exchange transactions were S/. 15.0 million (US $\$ 4.3$ million) in the third quarter of 2000, decreasing $-17.0 \%$ versus the prior year quarter because of lower transaction volumes and also lower margins.

Comparing the third quarter of 2000 to the same period in 1999, the Other Income caption, which includes reversal of prior year expenses and provisions, and recoveries of certain operating costs from clients, increased to $\mathrm{S} / .31 .5$ million (US $\$ 9.0$ million) from $\mathrm{S} / .16 .5$ million (US $\$ 4.7$ million) mainly due to $\mathrm{S} / .4 .0$ million of extraordinary items and $\mathrm{S} / .8 .4$ million of recoveries of charged-off accounts, which grew from $\mathrm{S} / .1 .0$ million and $\mathrm{S} / .3 .1$ million, respectively.

## II. 4 OTHER NON-INTEREST EXPENSES

Non-interest expenses were S/.287.6 million (US\$82.4 million) in the third quarter of 2000, -7.2\% below the prior year period, while adjusted operating expenses, determined by netting provisions for assets received in lieu of loan repayment and employee profit sharing expense, reached S/.273.2 million (US\$78.3 million) during the third quarter of 2000, decreasing -3.2\% compared to S/.282.3 million (US $\$ 80.9$ million) in the same period in 1999. Expenses declined mainly due to lower provisions for forclosed assets and higher net gains in sales of such assets.

Approximately $43 \%$ of total other non-interest expenses were attributable to employee salaries and other expenses related to personnel. Personnel expenses decreased $-0.8 \%$ to $\mathrm{S} / .124 .7$ million (US $\$ 35.7$ million) compared to the same period of the previous year. In the current quarter the
number of employees were 7,574 increasing from 7,384 at June 2000, mostly due to increased sales, teller, and electronic distribution channels positions.

General and administrative expenses, which represented $33 \%$ of overall other expenses, were S/.95.3 million (US\$27.3 million) in the third quarter of 2000, increasing $3.4 \%$ compared to expenses in the same quarter of last year. The most significant general and administrative expenditures were:

| (In constant S/. Mn.) | 3Q99 | 3Q00 | Growth |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 15.6 | 13.3 | $-14.7 \%$ |
| Communications | 9.0 | 9.0 | $0.0 \%$ |
| Third party fees | 14.8 | 13.9 | $-6.1 \%$ |
| Insurance and security | 12.1 | 11.0 | $-9.1 \%$ |
| Transport of currency and securities | 11.9 | 12.0 | $0.8 \%$ |
| Systems and maintenance | 14.2 | 16.3 | $14.8 \%$ |
| Advertising and marketing | 14.3 | 17.7 | $23.8 \%$ |
| Other G\&A | 0.2 | 2.1 | $950.0 \%$ |
| $\quad$ Total G\&A | $\mathbf{9 2 . 1}$ | $\mathbf{9 5 . 3}$ | $\mathbf{3 . 4 \%}$ |

The Other caption within Other Non-Interest Expenses, decreased from S/.48.8 million (US\$14.0 million) in the third quarter of 1999 to $\mathrm{S} / .26 .1$ million (US\$7.5 million) in the third quarter of 2000, mostly because of lower provisions for assets received in lieu of loan payments which decreased from S/.27.8 million (US\$8.0 million) to S/.18.4 million (US\$5.3 million), respectively. These provisions amounted to $\mathrm{S} / .60 .0$ million (US $\$ 17.2$ million) and $\mathrm{S} / .49 .8$ million (US $\$ 14.3$ million) in the first nine months of 1999 and 2000, respectively. Provisions for seized assets decreased partly due to regulatory changes applied since June 2000, that require lower provisions in the case of real estate.

The ratio of adjusted operating expenses (determined by excluding provisions for assets received in lieu of loan repayment and employee profit sharing expense) as a percentage of average total assets was $4.90 \%$ during the third quarter of 1999 compared to $5.11 \%$ in this period.

Adjusted operating expenses, as a percentage of total income, improved from $64.4 \%$ to $57.7 \%$ for the third quarters of 1999 and 2000, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP were S/.20.8 billion (US\$6.0 billion) at the end of September 2000, -9.5\% below the year-ago balance, and also -2.4\% below the June 2000 balance.

Total loans were S/.13.5 billion (US\$3.9 billion) at September 2000, -10.0\% below the prior year balance and $-3.9 \%$ under the preceding quarter balance. At September 30, 2000, the loan portfolio, net of provisions, represented $58.9 \%$ of total assets, compared to $65.2 \%$ in the prior year quarterend. At September 30, 2000 the Nuevos Soles portion of the loan portfolio was $13.0 \%$, increasing from $12.2 \%$ at the end of the preceding quarter but remaining similar to $12.9 \%$ at September 30, 1999.

As of September 30, 2000, total deposits were S/.17.1 billion (US\$4.9 billion), decreasing -8.1\% since the prior year quarter, and $-2.0 \%$ from the balance at the end of June 2000. During the third quarter of 2000, savings deposits declined $-2.3 \%$, time deposits decreased $-2.2 \%$, and demand deposits by $-0.9 \%$. At the end of the third quarter of 2000, Nuevos Soles deposits comprised $16.8 \%$
of total deposits, lower than $17.9 \%$ at the year-ago period, but increasing from $16.1 \%$ as of June 30, 2000.

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

|  | Loans, net |  |  | Total Deposits |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In \% and constant S/.Mn.) | 3Q99 | 2Q00 | 3Q00 | 3Q99 | 2Q00 | 3Q00 |
| Banco de Crédito del Perú | 71.2\% | 69.9\% | 69.7\% | 77.7\% | 79.7\% | 79.3\% |
| Banco de Crédito de Bolivia | 11.4\% | 13.0\% | 13.2\% | 9.0\% | 9.2\% | 9.5\% |
| Banco de Crédito Overseas | 11.9\% | 11.2\% | 11.0\% | 10.9\% | 8.5\% | 8.2\% |
| Crédito Leasing | 4.4\% | 4.7\% | 4.8\% | 2.0\% | 2.3\% | 2.7\% |
| Solución Financiera de Crédito | 1.1\% | 1.2\% | 1.3\% | 0.4\% | 0.3\% | 0.3\% |
| TOTAL\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| BCP consolidated Total | S/.13,961 | S/12,806 | S/12,269 | S/.18,639 | S/17,476 | S/17,125 |

BCP had a market share in the Peruvian market, considering operations of Banco de Crédito, Credileasing and Solución, of 23.7\% of total loans (23.9\% at September 30, 1999) and 30.0\% of total deposits (30.6\% at September 30, 1999). (According to SBS statistics at September 30, 2000.)

Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 30.09.99 | 30.06.00 | 30.09.00 |
| :---: | :---: | :---: | :---: |
| Corporate | 43.9\% | 43.0\% | 44.2\% |
| Middle market | 30.7\% | 30.0\% | 28.5\% |
| Retail: | 25.4\% | 27.0\% | 27.3\% |
| - small business | 12.2\% | 11.2\% | 11.2\% |
| - home mortgage | 7.0\% | 8.6\% | 8.9\% |
| - consumer | 3.8\% | 4.1\% | 4.1\% |
| - credit cards | 2.4\% | 3.0\% | 3.1\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.15,004 | S/.14,057 | S/.13,508 |

During the third quarter of 2000, loan balances decreased $-3.9 \%$, with middle market loans lower by $-8.9 \%$, to $\mathrm{S} / .3 .8$ billion (US $\$ 1.1$ billion), retail market loans by $-2.9 \%$ to $\mathrm{S} / .3 .7$ billion (US $\$ 1.1$ billion), and corporate market loans decreasing $-1.1 \%$ to $\mathrm{S} / .6 .0$ billion (US $\$ 1.7$ billion). Retail loans by product were as follows:

| (\% change and constant S/. Mn) | 3Q99 | 2Q00 | 3Q00 | 3Q00 vs <br> 2Q00 | 3Q00 vs |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 3Q99 |  |  |  |  |  |

At the close of September 30, 2000, contingent credits were S/.2.9 billion (US\$818.8 million), -2.3\% below the balance at June 2000, and $-7.9 \%$ compared to the year-ago balance. Guaran tees and stand-by letters of credit, which comprised $54.4 \%$ of such contingent credits, decreased $-1.1 \%$ since

June 2000, to S/.1.6 billion (US\$445.5 million). Letters of credit which totaled S/.417.5 million (US $\$ 119.6$ million) at September 30, 2000, increased $3.0 \%$ from the balance of S/.405.4 million (US $\$ 116.2$ million) at June 30, 2000. Foreign exchange futures operations decreased from $\mathrm{S} / .447 .7$ million (US $\$ 128.3$ million) as of June 30, 2000, to S/.409.7 million (US $\$ 117.4$ million) at the end of the third quarter of 2000.

## II. 6 LOAN QUALITY

At the end of the third quarter of 2000, past due loans were S/.1.4 billion (US\$392.6 million), decreasing $-3.1 \%$ from S/.1,413.4 million (US $\$ 405.0$ million) at June 2000. Past due loans decreased principally in the small business market segment, and partly due to charge-offs amounting to US $\$ 41.5$ million made in the current quarter as explained below. Even though past due loans decreased, their ratio as a percentage of total loans increased slightly to $10.14 \%$ at September 2000, from 10.05\% at June 2000.

Refinanced loans amounted to S/.557.2 million (US\$159.7 million) as of September 2000, decreasing from S/.567.3 million (US $\$ 162.6$ million) at the preceding quarter, mainly due to operations being transferred to the past due loan category not being offset by new restructurings.

Loans believed to be unrecoverable, which were fully provisioned in prior periods, were written off during the third quarter of 2000 for a total of S/.144.9 million (US $\$ 41.5$ million), of which approximately $9 \%$ were related to consumer loans. This compared to charge-offs of $\mathrm{S} / .98 .6$ million (US $\$ 28.3$ million) in the second quarter of 2000, and S $/ .79 .0$ million (US $\$ 22.6$ million) in the third quarter of 1999.

Loans classified as Substandard, (i.e., Deficient, Doubtful and Loss) decreased from 23.0\% at the end of June 2000, to $21.7 \%$ of the total loan portfolio at the end of the third quarter of 2000, having been $18.1 \%$ at September 30, 1999. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 30.09.99 | 30.06 .00 | 30.09 .00 |
| :---: | :---: | :---: | :---: |
| A: Normal | 67.3\% | 63.3\% | 67.2\% |
| B: Potential Problem | 14.6\% | 13.7\% | 11.1\% |
| C: Deficient | 8.6\% | 12.1\% | 11.0\% |
| D: Doubtful | 6.2\% | 7.1\% | 5.5\% |
| E: Loss | 3.3\% | 3.8\% | 5.2\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.15,004 | S/.14,057 | S/.13,508 |

As of September 30, 2000, loan loss provisions outstanding totaled S/.1,239.1 million (US\$355.0 million) decreasing $-1.0 \%$ compared to the preceding quarter balance. The ratio of loan provisions to past due loans reached $90.4 \%$ at the end of the third quarter of 2000 , increasing from $88.5 \%$ at the end of the preceding quarter, and from 75.8\% at September 30, 1999.

Of total provisions outstanding at the end of the third quarter of 2000, S/.101.5 million (US\$29.1 million) corresponded to generic provisions assigned to loans in the Normal(A) risk category, decreasing from generic provisions of S/.122.9 million (US\$35.2 million) at June 30, 2000.

During the third quarter of 2000, S/.149.9 million (US\$43.0 million) of loan loss provisions, net of recoveries, were charged against income, increasing from S/.136.5 million (US $\$ 39.1$ million) made during the third quarter of last year. During the second quarter of 2000, such provision expense reached S/.156.5 million (US\$44.8 million).

Provision expense charged by business segment was:

| (\% of Provision expense and S/.Mn const.) | 3Q99 | 2Q00 | 3Q00 |
| :---: | :---: | :---: | :---: |
| Corporate Banking | 11.3\% | 21.1\% | -21.9\% |
| Middle Market | 45.6\% | 50.9\% | 70.7\% |
| Retail | 43.1\% | 28.0\% | 51.2\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Provision Expense, net | S/.136.5 | S/.156.5 | S/.149.9 |

Last August 2000, the SBS enacted regulations to distinguish provisions for possible loan losses during different stages of the business cycle, allowing for a reduction of required provisions whenever banks face difficult business conditions. In the new regulation, provision requirements for loans classified in the Normal (A) and Potential Problem (B) risk categories are divided into a fixed and a variable component. Loans classified in the Normal (A) category have a $0.75 \%$ fixed provision requirement, and a $0.25 \%$ maximum variable component. Loans in the Potential Problem (B) category have a $3.75 \%$ fixed and a $1.25 \%$ variable maximum requirement (for B loans, applicable percentages change depending on the availability and quality of collaterals). The variable part can be reduced following declining moving averages of financial margins, determined after deduction of loan provision expense. In the positive part of the cycle, the variable component increases up to its maximum requirement. During the third quarter of 2000, cyclical provisions allowed for a reduction in Banco de Credito of approximately US\$5 million of loan loss reserves in the B risk category which was re-assigned to higher risk loans. Provisions for risk category A were not reduced remained at $1 \%$. In other subsidiaries the reduction amounted to approximately US\$1 million.

## II. 7 CAPITAL ADEQUACY

At the end of the third quarter of 2000, BCP's unconsolidated ratio of risk-weighted assets to regulatory capital was 7.9 to 1.0 ( $12.7 \%$ ), while the corresponding consolidated ratio was 8.2 to 1.0 (12.2\%). Risk-weighted assets include S/.767.8 million (US $\$ 220.0$ million) of market risk exposure whose coverage require S/.69.8 million (US $\$ 20.0$ million) of regulatory capital. Peruvian regulations limits risk-weighted assets to a ratio of 11.0 to 1.0 (9.1\%).

As of September 30, 2000, BCP's consolidated "regulatory capital" was S/.1,964.0 million (US\$562.7 million), remaining similar to the balance at the second quarter of 2000. Regulatory capital included S/.240.4 million (US $\$ 68.9$ million) of subordinated debt at September 2000, similar to the preceding quarter balance.

|  | BCP |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated | BCP consolidated |  |  |
| In constant S/. Mn.) | $\mathbf{3 0 . 0 9 . 9 9}$ | $\mathbf{3 0 . 0 9 . 0 0}$ | $\mathbf{3 0 . 0 9 . 9 9}$ | $\mathbf{3 0 . 0 9 . 0 0}$ |
| Regulatory capital | 1,556 | 1,506 | 1,981 | 1,964 |
| Risk weighted assets | 13,696 | 11,884 | 17,945 | 16,147 |
|  |  |  |  |  |
|  | 8.8 | 7.9 | 9.1 | 8.2 |
| Weighted assets / Capital | $11.4 \%$ | $12.7 \%$ | $11.0 \%$ | $12.2 \%$ |
| Capital / Weighted Assets |  |  |  |  |

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

Consolidated net income for the nine month period ended September 30, 2000 was US $\$ 10.7$ million, compared to US $\$ 11.7$ million in the same period of 1999 . Third quarter 2000 net income was US\$2.1 million, lower than US\$2.6 million in the year-ago quarter due in part to lower net interest income and higher provisions for lower market value of investments, partly offset by higher gains in the sale of securities.

Net interest income before risk provisions, which includes dividend income, was US\$4.3 million in the third quarter of 2000, lower than US\$4.8 million in the same quarter of 1999. Without including dividends, net interest income was US $\$ 4.0$ million in the third quarter of 2000, compared to US\$4.4 million in the prior year quarter. Net interest margin, without considering dividends and investments in equity shares, was $2.3 \%$ during this quarter, higher than the $2.0 \%$ margin in the year-ago period, but remains similar to $2.4 \%$ in the preceding second quarter 2000.

Other Income, which includes realized gains on securities transactions, increased from US\$1.9 million in the third quarter of 1999 to US $\$ 2.6$ million in the current quarter, before provisions for market risks which amounted to US\$1.2 million and US $\$ 2.0$ million, respectively.

The loan portfolio, net of provisions, was US\$254.4 million as of September 30, 2000, compared to US $\$ 255.3$ million at June 2000, which was similar to the balance at the end the third quarter of 1999.

Deposits grew to US $\$ 550.1$ million at September 30, 2000 from US $\$ 543.1$ million at the end of the preceding quarter, mostly due to higher deposits with maturities between one and two years. Compared to the third quarter of 1999, deposits decreased US $\$ 42.8$ million, principally due to the sale of mutual fund shares and other investments under management.

The investment portfolio was US\$261.3 million at September 2000, increasing from the balance of US $\$ 245.6$ million at the end of the second quarter 2000, mainly in fixed income securities.

Funds under management increased from US\$263.4 million at June 30, 2000, to US\$277.1 million at September 30, 2000, and also compared to the balance of US\$221.2 million at September 1999. The increase is attributable to: (i) increases in existing mutual funds, (ii) the introduction of new products, and (iii) direct sales of trading securities to customers.

Net equity reached US\$136.3 million at the end of September 2000, increasing from US\$126.4 million in the year-ago quarter, and from US\$134.2 million at the preceding quarter.

The balance of total risk provisions, which includes reserves for possible loan losses, increased to US $\$ 2.5$ million at the end of the third quarter of 2000 , having been US $\$ 2.3$ million in the preceding quarter-end. The loan portfolio had no past dues.

The ratio of operating expenses over average assets was $1.4 \%$, annualized, in the third quarter of 2000 slightly higher than $1.2 \%$ during the year-ago period. The ratio of operating expenses to average assets including funds under management was $1.0 \%$ in the third quarter of 2000 , also slightly higher than $0.9 \%$ in the prior year quarter.

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

Consolidated net income for the nine month period ended September 30, 2000, was S/.1.4 million (US\$0.4 million), lower than S/.32.2 million (US\$9.2 million) in the same period of 1999. In the third quarter 2000 a net loss of S/.13.4 million (US\$3.9 million) was obtained, compared to net income of S/.4.5 million (US\$1.3 million) in the prior year quarter, principally due to reversal of extraordinary income booked in the preceding quarter following revised accounting guidelines, and because of higher reserves related to life annuities and to increased claims.

In the third quarter of 2000, total premiums were S/.171.4 million (US $\$ 49.1$ million), while net premiums earned, net of reinsured premiums and reserves, were S/.101.2 million (US\$29.0 million), increasing from $\mathrm{S} / .149 .9$ million (US $\$ 43.0$ million) and $\mathrm{S} / .97 .6$ million (US $\$ 28.0$ million) in the prior year quarter, respectively. Additions to technical reserves grew to $\mathrm{S} / .25 .3$ million (US $\$ 7.3$ million) in the third quarter of 2000 from $\mathrm{S} / .15 .3$ million (US $\$ 4.4$ million) in the preceding year quarter, mostly related to life annuities and pension benefits whose premiums have had a high growth rate, requiring additional reserves that negatively affect results in their initial years.

Comparing results during the first nine months of 2000 and 1999, in U.S. Dollars terms, consolidated premiums grew approximately $5 \%$ to US $\$ 130.3$ million. General insurance lines at PPS, including Pacífico Salud, amounted to US\$90.6 million, increasing 1\% compared to the same period in 1999, while premiums by Pacífico Vida grew $19 \%$ to US $\$ 39.7$ million.

During the first nine months of 2000, growth of the health and medical assistance insurance line ( $25 \%$ of total premiums) was $16 \%$; the automobile insurance line ( $11 \%$ of total premiums) decreased $-16 \%$; while property lines ( $34 \%$ of total premiums) increased $2 \%$. In the current nine month period, pension fund benefits insurance ( $8 \%$ of total premiums) grew $3 \%$, while group life insurance and individual life insurance policies ( $14 \%$ of total premiums) grew $5 \%$. Sales of Life Annuities in the first nine months of 2000 amounted to US\$10.7 million, increasing 103\% compared to the 1999 period.

Net underwriting results were S/.1.1 million (US\$0.3 million) in the third quarter of 2000, decreasing from S/.9.8 million (US $\$ 2.8$ million) in the prior year quarter, mainly due to $\mathrm{S} / .4$ million reclassified as technical expense that was reported in prior periods as a general expense, and to higher reserves required by higher volume of life annuities and increased claims.

The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) was $0.7 \%$ in the third quarter of 2000 , decreasing from $6.6 \%$ in the prior year period. Net claims incurred in the third quarter of 2000 were S/.87.2 million (US $\$ 25.0$ million), $15 \%$ higher than S/.76.0 million (US $\$ 21.8$ million) in the 1999 period. The net loss ratio (net claims to net premiums) rose to $69.0 \%$ in the current quarter from $67.3 \%$ in the 1999 quarter, but decreases from $76.2 \%$ in the preceding second quarter. Lower claims were noted compared to second quarter 2000 in the fire insurance line, from $87 \%$ to $56 \%$, in automobile, from $82 \%$ to $79 \%$, and pension fund, from $131 \%$ to $126 \%$.

The combined ratio (the sum of net claims, general expenses and commissions, as a percentage of net premiums) declined to $89.9 \%$ in the third quarter of 2000 , from $94.0 \%$ in the prior year period. Operating expenses over net premiums improved from $18.7 \%$ to $15.0 \%$ comparing the third quarters of 1999 and 2000, respectively. Both of these ratios benefitted from the above mentioned expense reclassification.

Net financial income was S/.14.2 million (US\$4.1 million) in the third quarter of 2000, remaining similar to the prior year period.

According to revised accrual methods, established by the SBS to determine reserves for outstanding contracts, in the current quarter an extraordinary loss of S/.9.4 million (US\$2.7 million) was charged to increase reserves, restoring in part the reversal of these reserves made in the preceding second quarter, for which an extraordinary income of S/.15.3 million (US\$4.4 million) was registered.

Investments in real estate and financial assets were S/.593.1 million (US\$170.0 million) at the end of September 2000, increasing 10.0\% from the balance at the prior year quarter-end. As of September 30, 2000, total assets were S/.972.8 million (US\$278.7 million) increasing $12.1 \%$ compared to the prior year quarter.

The Peruvian insurance market continued with a total premium declining trend through September 30, 2000, decreasing $-1.2 \%$ with respect to the prior year period. Premiums for general risks lines decreased $-10.5 \%$, while life and pension fund lines grew $17.1 \%$. For the fir st nine months of 2000, PPS's market share in total premiums was $30.3 \%$, with the share in general risks lines being $32.8 \%$, $30.2 \%$ in life insurance, and $18.8 \%$ in the pension fund benefits lines.

[^0]
## CREDICORP LTD. AND SUBSIDIARIES

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

| ASSETS | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30, 1999 | Dec. 31, 1999 | Jun. 30, 2000 | Sep. 30, 2000 |
| CASH AND DUEFROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 324,852 | 341,584 | 186,936 | 219,190 |
| Interest bearing deposits in banks | 1,375,929 | 1,249,441 | 1,450,936 | 1,417,961 |
|  | 1,700,781 | 1,591,025 | 1,637,872 | 1,637,151 |
| MARKETABLE SECURITIES, net | 518,758 | 450,500 | 587,454 | 687,220 |
| LOANS | 4,662,006 | 4,737,689 | 4,528,663 | 4,431,039 |
| Current | 4,265,729 | 4,377,524 | 4,110,141 | 4,017,913 |
| Past Due | 396,277 | 360,165 | 418,522 | 413,126 |
| Less - Reserve for possible loan losses | $(302,969)$ | $(316,826)$ | $(380,502)$ | $(368,586)$ |
| LOANS NEI | 4,359,037 | 4,420,863 | 4,148,161 | 4,062,453 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 341,919 | 307,465 | 346,533 | 348,026 |
| REINSURANCE ASSETS | 46,525 | 50,768 | 44,747 | 48,254 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 44,832 | 42,927 | 38,625 | 46,276 |
| PROPERTY, PLANT and EQUIPMENT, net | 278,545 | 279,790 | 266,745 | 261,895 |
| dUe from Customers on acceptances | 86,282 | 81,073 | 53,709 | 49,149 |
| OTHER ASSETS | 444,823 | 365,176 | 412,069 | 351,139 |
|  | 7,821,502 | 7,589,587 | 7,535,915 | 7,491,563 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: |  |  |  |  |
| Non-interest bearing | 486,595 | 517,384 | 647,667 | 595,090 |
| Interest bearing | 5,152,568 | 5,030,239 | 4,889,305 | 4,945,919 |
|  | 5,639,163 | 5,547,623 | 5,536,972 | 5,541,009 |
| dUE TO banks and correspondents | 724,281 | 600,593 | 557,275 | 504,602 |
| ACCEPTANCES OUTSTANDING | 86,282 | 81,073 | 53,709 | 49,149 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 110,265 | 119,321 | 136,991 | 146,607 |
| RESERVE FOR UNEARNED PREMIUMS | 54,731 | 53,968 | 47,182 | 48,709 |
| REINSURANCE PAYABLE | 12,001 | 13,725 | 8,840 | 21,002 |
| OTHER LIABILITIES | 356,796 | 321,859 | 352,718 | 333,046 |
| MINORITY INTEREST | 97,417 | 95,684 | 93,519 | 93,737 |
| total liabilities | 7,080,936 | 6,833,846 | 6,787,206 | 6,737,861 |
| NET SHAREHOLDERS' EQUTY | 740,566 | 755,741 | 748,709 | 753,702 |
| total liabilities and net shareholders' EQuity | 7,821,502 | 7,589,587 | 7,535,915 | 7,491,563 |
| CONTINGENT CREDITS | 842,872 | 849,123 | 824,158 | 819,407 |

CREDICORP LTD. AND SUBSIDIARIES
Table 2
CONSOLIDATED INCOME STATEMENTS


## CREDICORP LTD. AND SUBSIDIARIES <br> Table 3 <br> SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.99 | 30.09.00 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.003 | 0.017 | 0.062 | 0.054 | 0.133 |
| Net interest margin on interest earning assets (2) | 5.69\% | 6.24\% | 5.89\% | 5.80\% | 6.02\% |
| Return on average total assets (2)(3) | 0.01\% | 0.07\% | 0.27\% | 0.07\% | 0.19\% |
| Return on average shareholders' equity (2)(3) | 0.11\% | 0.75\% | 2.66\% | 0.78\% | 1.90\% |
| No. of outstanding shares (millions)(4) | 81.00 | 81.00 | 81.00 | 81.00 | 81.00 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 8.50\% | 9.24\% | 9.32\% | 8.50\% | 9.32\% |
| Reserves for loan losses as a percentage of total past due loans | 76.45\% | 90.92\% | 89.22\% | 76.45\% | 89.22\% |
| Reserves for loan losses as a percentage of total loans | 6.50\% | 8.40\% | 8.32\% | 6.50\% | 8.32\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 38.39\% | 39.86\% | 41.94\% | 38.39\% | 41.94\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | 12.60\% | 5.08\% | 5.91\% | 12.60\% | 5.91\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expense as a percent. of total income (5) | 57.08\% | 53.07\% | 53.77\% | 57.76\% | 54.50\% |
| Oper. expense as a percent. of av. tot. assets(2)(3)(5) | 4.80\% | 4.98\% | 5.15\% | 5.09\% | 5.12\% |
| Capital adequacy |  |  |  |  |  |
| Total Regulatory Capital (US\$Mn) | 712.2 | 727.8 | 721.8 | 712.2 | 721.8 |
| Tier I Capital (US\$Mn) | 621.8 | 621.8 | 621.8 | 621.8 | 621.8 |
| Regulatory capital / risk-weighted assets (6) | 11.57\% | 12.19\% | 12.33\% | 11.57\% | 12.33\% |
| Average balances (US\$Mn) (3) |  |  |  |  |  |
| Interest earning assets | 6,303.6 | 6,122.3 | 6,135.8 | 6,335.1 | 6,100.3 |
| Total Assets | 7,902.8 | 7,568.0 | 7,513.7 | 7,887.0 | 7,540.6 |
| Net equity | 740.5 | 748.0 | 751.2 | 746.5 | 754.7 |

(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\$220.0Mn of market risk assets at 3Q00.

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

(Constant Nuevos Soles, as of September 30, 2000, and U.S. Dollars in thousands)

| ASSETS | 30.09.99 | 31.12.99 | 30.06.00 | 30.09.00 | 30.09 .00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000(1) |
| CASH AND DUE FROM BANKS | 5,595.443 | 5,132.686 | 5,206.984 | 5,125.883 | \$1,468.734 |
| Cash and Checks | 1,107.273 | 1,172.795 | 617.134 | 715.896 | \$205.128 |
| Deposits in Central Bank of Peru | 3,518.123 | 3,051.739 | 3,791.883 | 3,856.916 | \$1,105.134 |
| Deposits with local and foreign banks | 970.047 | 908.152 | 797.967 | 553.071 | \$158.473 |
| MARKETABLE SECURITIES, net | 1,089.485 | 803.978 | 1,098.889 | 1,346.983 | \$385.955 |
| LOANS | 15,003.948 | 15,020.532 | 14,057.417 | 13,507.853 | \$3,870.445 |
| Current | 13,627.356 | 13,779.177 | 12,644.008 | 12,137.770 | \$3,477.871 |
| Past Due | 1,376.592 | 1,241.355 | 1,413.410 | 1,370.083 | \$392.574 |
| Less - Reserve for possible loan losses | $(1,043.363)$ | (1,067.378) | (1,251.318) | $(1,239.060)$ | (\$355.032) |
| LOANS NEI | 13,960.585 | 13,953.154 | 12,806.099 | 12,268.793 | \$3,515.413 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 414.007 | 394.152 | 504.663 | 520.331 | \$149.092 |
| PROPERTY, PLANT and EQUIPMENT, net | 676.427 | 681.814 | 650.106 | 637.294 | \$182.606 |
| OTHER ASSETS | 1,271.077 | 959.859 | 1,063.677 | 925.662 | \$265.233 |
| TOTAL ASSETS | 23,007.024 | 21,925.643 | 21,330.418 | 20,824.946 | \$5,967.033 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 18,638.771 | 18,088.905 | 17,475.564 | 17,125.305 | \$4,906.964 |
| Demand deposits | 3,124.351 | 3,133.753 | 3,108.601 | 3,079.295 | \$882.319 |
| Saving accounts | 5,543.742 | 5,303.481 | 5,230.375 | 5,112.662 | \$1,464.946 |
| Time deposits | 9,970.678 | 9,651.671 | 9,136.588 | 8,933.348 | \$2,559.699 |
| DUE TO BANKS AND CORRESPONDENTS | 1,389.573 | 1,047.506 | 1,037.702 | 880.147 | \$252.191 |
| OTHER LIABILITIES | 1,191.586 | 1,090.076 | 1,135.619 | 1,113.531 | \$319.063 |
| PROVISION FOR SEVERANCE INDEMNITIES | 15.975 | 8.615 | 8.054 | 13.889 | \$3.980 |
| SHAREHOLDERS EQUITY: | 1,771.119 | 1,690.541 | 1,673.479 | 1,692.074 | \$484.835 |
| Capital stock | 1,017.574 | 1,017.420 | 1,017.625 | 1,017.667 | \$291.595 |
| Legal reserve | 671.155 | 561.443 | 635.537 | 635.563 | \$182.110 |
| Retained earnings | 82.390 | 111.678 | 20.317 | 38.844 | \$11.130 |
| TOTAL LIABILITIES AND EQUITY | 23,007.024 | 21,925.643 | 21,330.418 | 20,824.946 | \$5,967.033 |
| Contingent Credits | 3,101.453 | 3,181.186 | 2,925.064 | 2,857.467 | \$818.758 |

(1)Translated at S/.3.49 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, 2000, and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Nine months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.00 | 30.09.99 | 30.09.00 | 30.09.00 |
| Interest income and expense |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Interest income | 622.254 | 579.987 | 557.122 | \$159.634 | 1,894.229 | 1,714.902 | \$491.376 |
| Less - Interest expense | 332.800 | 280.276 | 271.811 | \$77.883 | 1,025.379 | 845.952 | \$242.393 |
| Net interest income | 289.454 | 299.711 | 285.311 | \$81.751 | 868.850 | 868.950 | \$248.983 |
| Provisions for possible loan losses, net | 136.458 | 156.466 | 149.900 | \$42.951 | 429.095 | 439.045 | \$125.801 |
| Net interest income after provisions | 152.996 | 143.245 | 135.411 | \$38.800 | 439.755 | 429.905 | \$123.182 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 106.896 | 112.544 | 122.423 | \$35.078 | 316.926 | 354.510 | \$101.579 |
| Net gains from sales of securities | 7.758 | 0.861 | 12.736 | \$3.649 | 22.827 | 15.560 | \$4.458 |
| Net gains on foreing exchg. transacts. | 18.101 | 18.874 | 15.017 | \$4.303 | 65.091 | 54.109 | \$15.504 |
| Other income | 16.494 | 24.305 | 31.544 | \$9.038 | 60.897 | 78.297 | \$22.435 |
|  | 149.249 | 156.584 | 181.720 | \$52.069 | 465.741 | 502.476 | \$143.976 |
| Other Expenses |  |  |  |  |  |  |  |
| Salaries and employee benefits | 125.721 | 123.535 | 124.684 | \$35.726 | 377.640 | 371.365 | \$106.408 |
| General and administrative | 92.205 | 88.603 | 95.322 | \$27.313 | 282.795 | 272.588 | \$78.105 |
| Depreciation and amortization | 30.086 | 30.679 | 29.574 | \$8.474 | 99.489 | 91.524 | \$26.225 |
| Taxes other than income tax | 13.334 | 11.105 | 11.927 | \$3.417 | 36.233 | 34.381 | \$9.851 |
| Other | 48.767 | 20.167 | 26.135 | \$7.489 | 111.078 | 82.426 | \$23.618 |
|  | 310.113 | 274.089 | 287.642 | \$82.419 | 907.235 | 852.284 | \$244.207 |
| Result from exposure to inflation | 32.215 | (8.360) | (8.274) | (\$2.371) | 91.898 | (34.171) | (\$9.791) |
| Income before income tax | 24.347 | 17.380 | 21.215 | \$6.079 | 90.159 | 45.926 | \$13.159 |
| Income Tax | 1.227 | 2.797 | 2.687 | \$0.770 | 10.074 | 8.116 | \$2.326 |
| NET INCOME | 23.120 | 14.583 | 18.528 | \$5.309 | 80.085 | 37.810 | \$10.834 |

(1)Translated at S/3.49 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 .99 |  | 30.06 .00 | 30.09 .00 | 30.09 .99 |

(1)Shares outstanding of 988.7 million is used for all periods since shares have been issued only for capitalization of profits and inflation adjustment.
(2)Ratios are annualized.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Total income includes net interest income and other income.
(5)Operating expense does not include mandatory employee profit sharing expense nor
provisions for other assets received in lieu of loan repayment

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

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

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.99 | 30.09.00 |
| Results |  |  |  |  |  |
| Net Interest Income | 4,776 | 5,327 | 4,252 | 17,149 | 15,319 |
| Provisions for market risks | 1,200 | 1,901 | 2,042 | 2,830 | 4,876 |
| Other Income(1) | 1,882 | 3,181 | 2,583 | 5,691 | 8,130 |
| Operating Expense | 2,820 | 2,614 | 2,655 | 8,284 | 7,892 |
| Net Income | 2,638 | 3,993 | 2,138 | 11,726 | 10,681 |
| Net Income per share (US\$) | 0.07 | 0.10 | 0.05 | 0.29 | 0.27 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 867,532 | 772,062 | 766,699 | 867,532 | 766,699 |
| Loan portfolio, net | 255,173 | 255,315 | 254,367 | 255,173 | 254,367 |
| Marketable securities and investments | 189,120 | 245,553 | 261,277 | 189,120 | 261,277 |
| Total Deposits | 592,895 | 543,111 | 550,089 | 592,895 | 550,089 |
| Shareholders' equity | 126,411 | 134,159 | 136,296 | 126,411 | 136,296 |
| Funds under administration | 221,159 | 263,363 | 277,137 | 221,159 | 277,137 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 2.0\% | 2.0\% | 2.3\% | 2.1\% | 2.6\% |
| Return on average stockholders' equity(4) | 8.4\% | 11.9\% | 6.3\% | 12.7\% | 10.7\% |
| Return on average total assets(4) | 2.0\% | 2.1\% | 1.1\% | 1.8\% | 1.8\% |
| Past due loans as a percentage of total loans | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Reserves for loan losses as a percentage of total loans | 0.2\% | 0.4\% | 0.4\% | 0.2\% | 0.4\% |
| Operating expense / total income | 51.7\% | 39.6\% | 55.4\% | 41.4\% | 42.5\% |
| Operating expense / average total assets(4) | 1.2\% | 1.4\% | 1.4\% | 1.3\% | 1.3\% |
| Operating expense / average total assets + funds under management(4) | 0.9\% | 1.0\% | 1.0\% | 1.0\% | 1.0\% |

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

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

(Constant Nuevos Soles as of September 30, 2000, 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 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.09.99 | 30.06.00 | 30.09.00 | 30.09.00 | 30.09.99 | 30.09 .00 | 30.09.00 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 149,906 | 139,129 | 171,371 | \$49,104 | 434,016 | 459,702 | \$131,720 |
| Change in Reserves | 15,327 | 11,115 | 25,304 | \$7,250 | 25,586 | 51,859 | \$14,859 |
| Net Underwriting Results | 9,845 | 6,230 | 1,133 | \$325 | 57,894 | 27,838 | \$7,977 |
| Net Financial Income | 14,520 | 15,389 | 14,249 | \$4,083 | 42,407 | 49,001 | \$14,040 |
| General Expenses | 21,068 | 29,247 | 18,962 | \$5,433 | 69,792 | 72,209 | \$20,690 |
| Net Income | 4,477 | 3,743 | $(13,446)$ | \$-3,853 | 32,180 | 1,425 | \$408 |
| Net Income per share (S/.)(2) | 0.199 | 0.166 | -0.598 | \$-0.171 | 1.431 | 0.063 | \$0.018 |
| Balance Sheets (end_ of period) |  |  |  |  |  |  |  |
| Total Assets | 867,593 | 904,646 | 972,808 | \$278,742 | 867,593 | 972,808 | \$278,742 |
| Investments in Secur. and Real estate | 539,133 | 581,162 | 593,098 | \$169,942 | 539,133 | 593,098 | \$169,942 |
| Technical Reserves | 409,092 | 461,579 | 490,411 | \$140,519 | 409,092 | 490,411 | \$140,519 |
| Net Equity | 330,229 | 332,899 | 319,372 | \$91,511 | 330,229 | 319,372 | \$91,511 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 6.6\% | 4.5\% | 0.7\% | 0.7\% | 13.3\% | 6.1\% | 6.1\% |
| Loss ratio | 49.2\% | 80.6\% | 51.4\% | 51.4\% | 70.4\% | 62.9\% | 62.9\% |
| Return on avge. equity (3)(4) | 5.6\% | 4.6\% | -15.5\% | -15.5\% | 13.7\% | 0.6\% | 0.6\% |
| Return on total premiums | 3.0\% | 2.7\% | -7.8\% | -7.8\% | 7.4\% | 0.3\% | 0.3\% |
| Shareholders' Equity / Total Assets | 38.1\% | 36.8\% | 32.8\% | 32.8\% | 38.1\% | 32.8\% | 32.8\% |
| Increase in Risk Reserves | 13.6\% | 9.7\% | 20.0\% | 20.0\% | 7.6\% | 14.3\% | 14.3\% |
| Combined Ratio | 94.0\% | 109.4\% | 89.9\% | 89.9\% | 95.9\% | 95.6\% | 95.6\% |
| - Net Claims / Net Premiums | 67.3\% | 76.2\% | 69.0\% | 69.0\% | 67.2\% | 68.2\% | 68.2\% |
| - Op. Exp.+Comiss./Net Premiums | 26.7\% | 33.2\% | 20.9\% | 20.9\% | 28.7\% | 27.4\% | 27.4\% |
| Operating expense/Net Premiums | 18.7\% | 25.4\% | 15.0\% | 15.0\% | 20.6\% | 19.9\% | 19.9\% |
| Oper. expense / Avge. assets (3)(4) | 10.4\% | 13.6\% | 8.3\% | 8.3\% | 11.5\% | 10.5\% | 10.5\% |

(1)Translated at S/3.49 per US\$1.00.
(2)Based on 22.5 million shares in all periods. Actual outstanding shares were 20.9 million in 3Q99, 22.4 million in 2Q00 and 22.5 million in $3 Q 00$.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.


[^0]:    *** 8 Tables To Follow ***

