$$
\begin{gathered}
\text { Benco Populer } \\
\text { 200- FlRSな rALF FGUFES } \\
\text { July 200リ }
\end{gathered}
$$

## LOANS OF PRNATE-SECTOR RESIDENIS

(May 31, 2001 year-on-year \% change)


## GROWIH OF DEPOSIS OF PRVATE-SECTOR RESIDENIS

(May 31, 2001 year-on-year \% change)


## LOANS TRENDING

Market share<br>March 31, 2001<br>As of<br>March 31, 2000

Bill discounting
Mortgage loans
Personal loans \& overdrafts
Leasing*
Factoring
11.6
3.7
4.2
3.9
13.3
6.3
12.3
7.0

* Non-real state


## LOANSTRENDING

## (As of June 30, 2001)

Growth rate

As \% of Loan Portfolio

Bill discounting
Mortgage loans
28.5
15.9
29.9
38.8

Personal loans \& overdrafts
Leasing*
Factoring
17.9
35.5
15.9
24.4
6.3
1.8

* Non-real state


## OTHER KGY PRODUCTS

## (As of March 31, 2001)

|  | Market <br> share | Growth <br> rate |
| :--- | :---: | ---: |
| Pension funds* | 7.7 | 19.8 |
| Mutual funds | 3.3 | $(18.4)$ |
|  |  |  |
| Debit cards | 14.1 (**) $^{*}$ | 15.4 |
| Credit cards | $15.3\left({ }^{* *}\right)$ | 14.3 |
| Private \& Fuel cards | n.a. | 119.4 |
| ATMs | 6.3 | 17.3 |

$\left(^{*}\right)$ Assets in private/individual accounts
$\left.{ }^{* *}\right)$ As \% of 4B system

## LOANS AND DISCOUNIS

| (Euro million) | June 30, 2001 | June 30, 2000 | $\%$ |
| :--- | ---: | ---: | ---: |
| Trade loans and discounts | 4,475 | 3,628 | 23.3 |
| Secured loans | 9,944 | 7,659 | 29.8 |
| Other term loans | 8,136 | 6,817 | 19.4 |
| Overdrafts and other | 1,021 | 950 | 7.5 |
| Leasing | 1,759 | 1,466 | 20.0 |
| Other* $^{*}$ | 768 | 374 | $>$ |
| Nonperforming loans | 215 | 193 | 11.0 |
| TOTAL | 26,318 | $\mathbf{2 1 , 0 8 7}$ | $\mathbf{2 4 . 8}$ |

* Includes lending to public bodies and non-residents


## CUSTOMER FUNDS

| (Euro million) | June 30, 2001 | June 30, 2000 | \% |
| :---: | :---: | :---: | :---: |
| Demand and time | 17,318 | 14,891 | 16.3 |
| Assets sold under repurchase agreements | 1,050 | 1,325 | (20.8) |
| Other* | 3,389 | 2,792 | 21.4 |
| Bonds, other marketable debt sec and subordinated financing | 2,672 | 1,816 | 47.2 |
| Mutual funds | 5,844 | 6,694 | (12.7) |
| Asset portfolio management | 434 | 265 | 63.8 |
| Pension funds | 1,823 | 1,684 | 8.2 |

* Includes lending to public bodies and non-residents


## ON-BALANCE SHEETASSEIS

(Year-on-year \% change)


## NEIWORK EXPANSON

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | June 01 | June 00 | $\%$ |  |
| Branches | 2,120 | 2,041 | 3.9 |  |
| ATMs | 3,076 | 2,705 | 13.7 |  |
| Cards | $3,755,472$ | $2,415,777$ | 55.5 |  |
| Customers | $4,108,049$ | $3,766,680$ | 9.1 |  |
| Staff | 12,199 | 11,893 | 2.6 |  |
|  |  |  |  |  |

## MARKEING EFFORIS

## NET NEW CLIENTS

TARGET:
400,000


## INCREASE IN B/S YIEIDS \& COSTS

| $\begin{array}{\|l\|} \hline \text { From Base } \\ \text { To } \end{array}$ | $\begin{aligned} & \text { Dec 99/ } \\ & \text { Dun } 00 \end{aligned}$ | $\begin{array}{\|l\|} \hline \text { Dec } 99 / \\ \text { Sep 00 } \end{array}$ | $\begin{array}{\|l\|l} \text { Dec } 99 / \\ \text { Dec } 00 \end{array}$ | $\begin{array}{\|l} \hline \text { Dec 99/ } \\ \text { Mar } 01 \\ \hline \end{array}$ | $\begin{aligned} & \text { Dec 99/ } \\ & \text { Jun } 01 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bill discounting | 0.34 | 0.89 | 1.27 | 1.20 | 1.00 |
| Mortgages | 0.22 | 0.49 | 0.82 | 1.12 | 1.25 |
| Consumer | 0.43 | 0.69 | 1.02 | 1.16 | 1.17 |
| Overdrafts | 0.39 | 0.80 | 1.14 | 1.28 | 1.26 |
| Leasing | 0.13 | 0.40 | 0.80 | 0.96 | 1.02 |
| TOTAL | 0.30 | 0.65 | 0.99 | 1.14 | 1.16 |
| Demand Deposits | 0.07 | 0.15 | 0.32 | 0.34 | 0.26 |
| Time Deposits | 0.45 | 1.01 | 1.45 | 1.59 | 1.59 |
| Commercial Paper | 0.77 | 1.14 | 1.46 | 1.23 | 0.99 |
| TOTAL | 0.29 | 0.62 | 0.97 | 1.13 | 1.08 |
| Difference | 0.01 | 0.03 | 0.02 | 0.01 | 0.08 |

## QUARIIERIY CUSTOMER SPREAD



## RISK MANAGEMENT



## BALANCE SHEETSTRUCTURE VS INDUSTRY

## (As of March 31, 2001)

| (\% of Total Assets) | Popular | Total Banks* |
| :--- | :---: | :---: |
|  | $96 \%$ | $92 \%$ |
| Interest Earning Assets | $18 \%$ | $24 \%$ |
| Loans to Credit Institutions | $74 \%$ | $46 \%$ |
| Loans to Clients | $4 \%$ | $22 \%$ |
| Bonds |  |  |
|  | $87 \%$ | $85 \%$ |
| Interest Bearing Liabilities | $16 \%$ | $28 \%$ |
| Debt with Credit Institutions | $64 \%$ | $50 \%$ |
| Deposits | $6 \%$ | $3 \%$ |
| Debt Evidenced by Securities | $1 \%$ | $4 \%$ |
| Subordinated Debt |  |  |
| *Excluding Savings Banks |  |  |

## SUMMARY PROFI \& LOSS ACCOUNT

| (June 30, 2001) | Euro <br> million | Year-on-year <br> \% change | Homogeneous <br> \% annual <br> change |
| :--- | :---: | :---: | :---: |
| Net interest revenue | 676 | 22.9 | 22.9 |
| Fees for services | 286 | 10.8 | 10.8 |
| Ordinary revenue | 987 | 19.1 | 19.1 |
| Operating costs: | 369 | 13.4 | 8.4 |
| $\quad$ Personnel expenses | 266 | 13.4 | 6.6 |
| $\quad$ Other | 103 | 13.4 | 13.4 |
| Operating income | 564 | 25.0 | 29.3 |
| Income before taxes | 420 | 7.0 | 7.0 |
| Net income attributable | 273 | 15.6 | 15.6 |
|  |  |  |  |

## QUARIERIY PROFIABIITY

| (As annualized \% of average total assets) | 2000 | 2001 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2nd | 3rd | 4 th | 1 st | 2nd |
|  | 5.97 | 6.24 | 6.56 | 6.85 | 6.83 |
| Yield on assets | 2.05 | 2.43 | 2.73 | 2.79 | 2.77 |
| -Cost of funds | 3.92 | 3.81 | 3.83 | 4.06 | 4.06 |
| =Net interest margin | 1.87 | 1.91 | 1.80 | 1.78 | 1.67 |
| +Yield on services,net |  |  |  |  |  |
| +Yield on financial assets trading | 0.14 | 0.20 | 1.09 | 0.16 | 0.14 |
| $\quad$ and exchange profits | 5.93 | 5.92 | 6.72 | 6.00 | 5.87 |
| =Ordinary margin | 2.32 | 2.26 | 2.28 | 2.26 | 2.18 |
| -Operating costs: | 1.68 | 1.62 | 1.59 | 1.64 | 1.57 |
| $\quad$ Personnel costs | 0.64 | 0.64 | 0.69 | 0.62 | 0.61 |
| $\quad$ Other expenses | 0.24 | 0.23 | 0.22 | 0.21 | 0.20 |
| -Depreciation | $(0.13)$ | $(0.13)$ | $(0.12)$ | $(0.12)$ | $(0.11)$ |
| +Other op. income/expenses,net | 3.24 | 3.30 | 4.10 | 3.41 | 3.38 |
| =Operating profitability | 0.10 | 0.09 | 0.03 | 0.01 | 0.07 |
| Other items,net | 0.58 | 0.53 | 1.45 | 0.83 | 0.98 |
| -Provisions and writedowns | 2.76 | 2.86 | 2.68 | 2.59 | 2.47 |
| =Pre-tax income return | 0.97 | 1.00 | 0.92 | 0.75 | 0.73 |
| -Corporate income tax | 1.79 | 1.86 | 1.76 | 1.84 | 1.74 |
| =Net income return (ROA) |  |  |  |  |  |
| Net return on average equity (ROE) | 25.90 | 28.60 | 27.79 | 26.76 | 26.55 |

## NETINIERESTREVENUE (Quarterly)

(Euro million)


## NETINIERESTREVENUE

(Year-on-year quarter standalone \% change)


## FEES FOR SERVIC ES (Quarterly)

(Euro million)


## FEES FOR SERVICES

(Year-on-year quarter standalone \% change)


## FEESFOR SERVICES

(June 30, 2001)
Total Service Revenues
Loan-related fees
Fees from guarantees
Collection \& payment handling
Customer financial asset mgt.
Mutual funds
Other
Account mgt. fees and other

| Euro | Year-on-year | As \% of |
| :---: | :---: | :---: |
| million | \% change | Total Fees |


| 286 | 10.8 | 100.0 |
| ---: | ---: | ---: |
| 38 | 23.7 | 13.2 |
| 23 | 14.4 | 8.2 |
| 109 | 18.9 | 38.1 |
| 85 | $(4.1)$ | 29.8 |
| 49 | $(17.8)$ | 17.0 |
| 36 | 23.0 | 12.8 |
| 31 | 15.1 | 10.7 |

## PRODUCTIVIY TRENDS

GOAL IS TO DOUBLE EMPLOYEE PRODUCTIVITY OVER THREE YEARS (products sold per employee/year)


* Without variation of the number of employees


## COST/INCOMERATIO (w/DEPRECIATION)



## EFHCIENCY TRENDS

## COST/INCOME RATIO

(Euro million)


## ROE (\%)



## EPS

(Year-on-year \% change)


Velázquez 34. 28001 Madrid
Telephone: 34915207000 . Fax: 34915779208
Internet: http://www.bancopopular.es

