

The logo of Banco Comercial Português is a stylized, geometric emblem. It consists of several thick, grey lines that interlock to form a complex, diamond-like shape. The lines are arranged in a way that creates a sense of depth and movement, with some lines appearing to overlap others. The overall effect is a modern and abstract representation of the bank's identity.

BANCO COMERCIAL PORTUGUÊS

April 1998

BANCO COMERCIAL PORTUGUÊS

as at March 31, 1998

- **Net Income to March 1998 of PTE 9.125 billion, an increase of 34.6% over March 1997**
- **Loans to customers increased 26%, reaching PTE 2,861 billion**
- **Total customers funds increased 23%, reaching PTE 5,870 billion**
- **Total Assets under Management of PTE 2,444 billion, a 51% increase over the same period of 1997**
- **Insurance premiums of PTE 43.8 billion, up PTE 13.3 billion over the same period of 1997 (44% increase)**

AGENDA

- ✓ **ACTIVITY OF THE BCP/ATLÂNTICO GROUP**
- **FINANCIAL PERFORMANCE**
- **CONTRIBUTION BY BUSINESS ACTIVITY**
 - **BANKING**
 - **INSURANCE**
 - **ASSET MANAGEMENT**

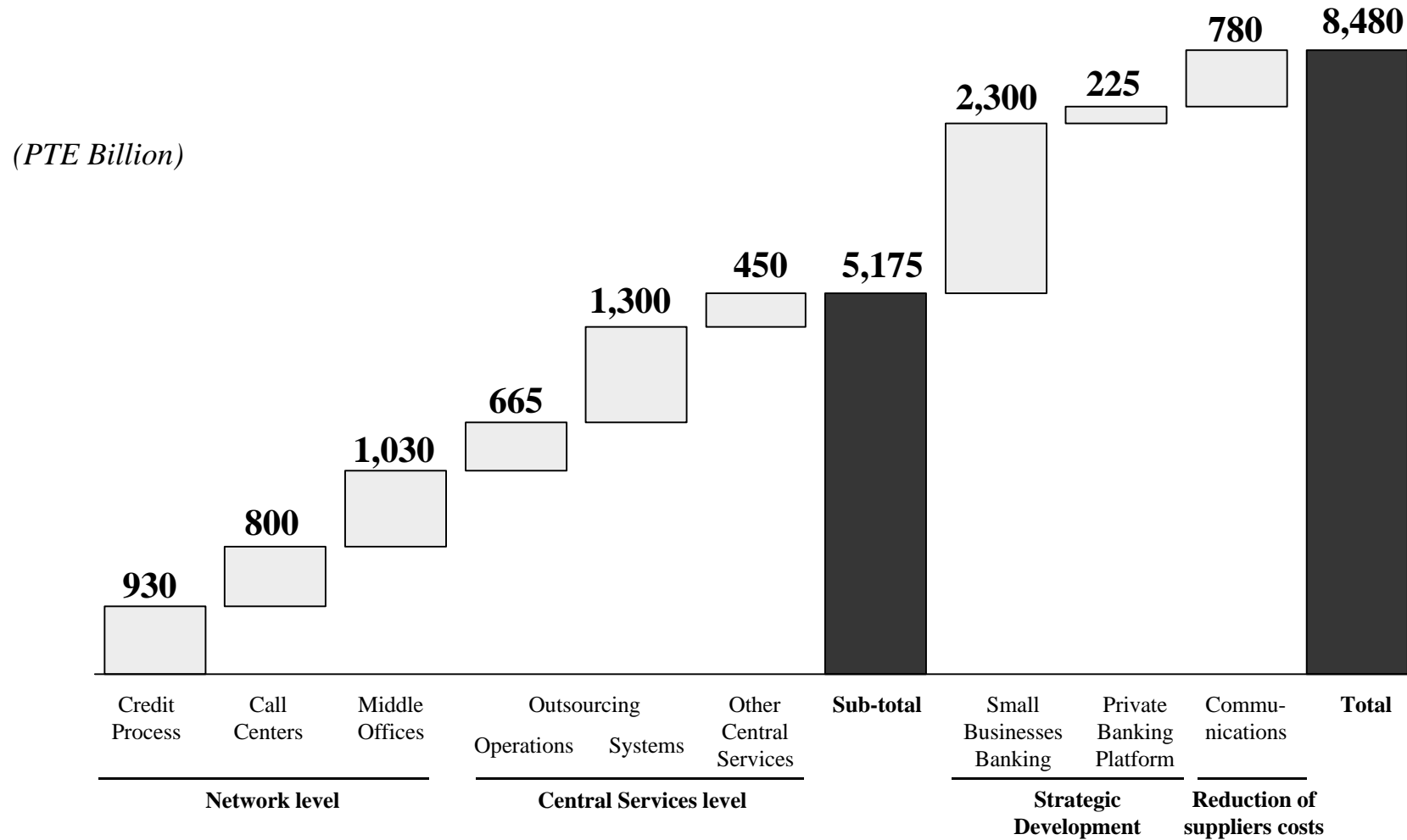
GROUP ACTIVITY SUMMARY

1st Quarter 1998

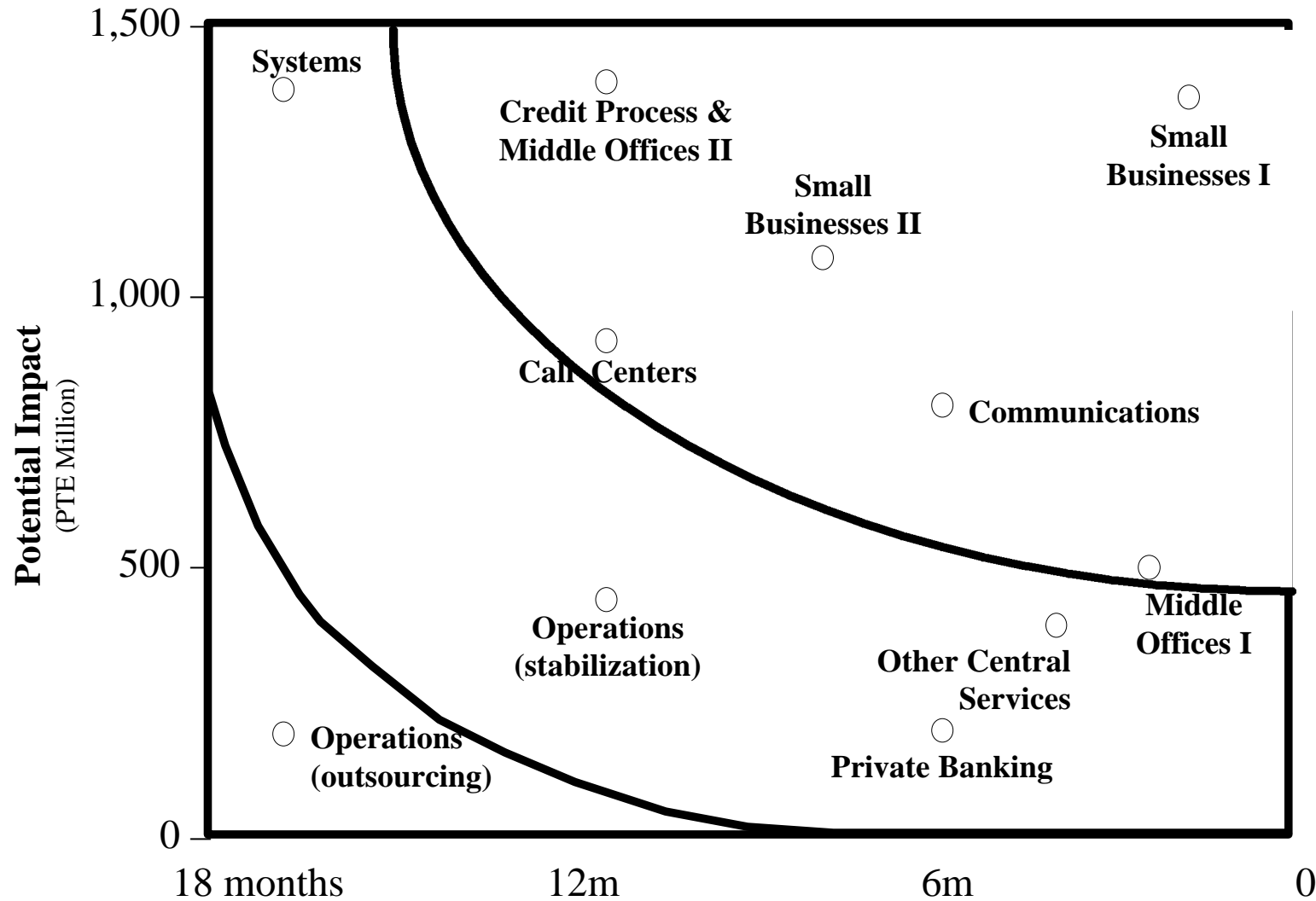
- **Launch of the “Optimizing the Cost Structure” project**
- **Partnership announced with BIG Bank Gdanski**
- **The General Meeting of Shareholders of BCP, held on March 12, 1998 approved a dividend of PTE 95 per share and the proposal to increase the share capital to PTE 190.6 billion**
- **Joint venture with GE Capital Fleet Services announced**

PROJECT “OPTIMIZING THE COST STRUCTURE”

SUMMARY OF THE POTENTIAL IMPACT

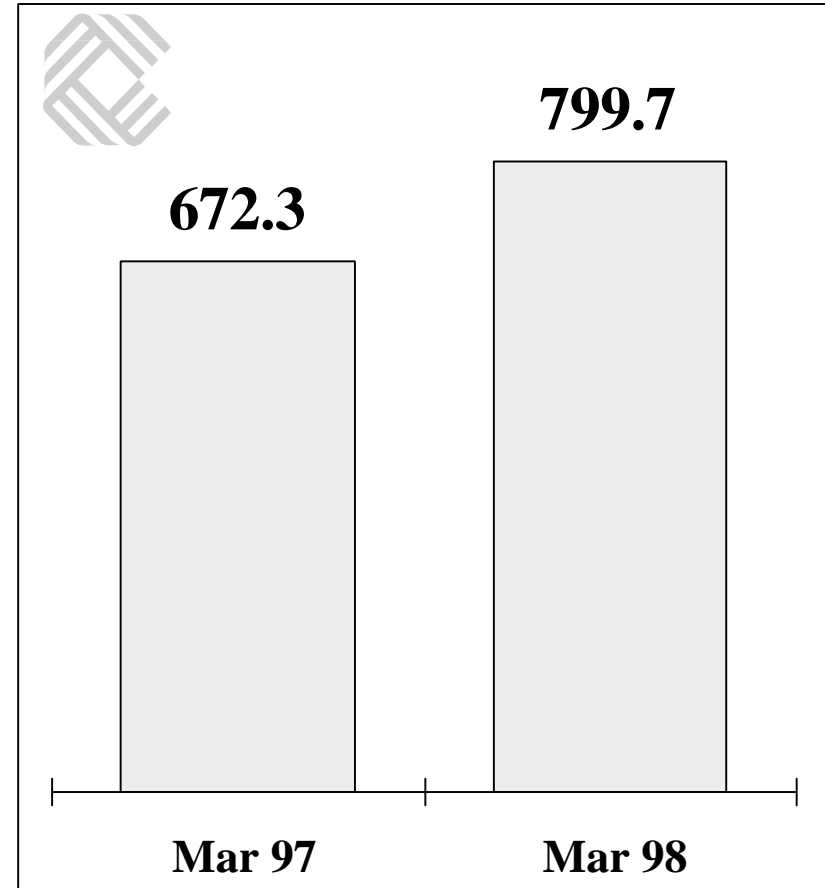
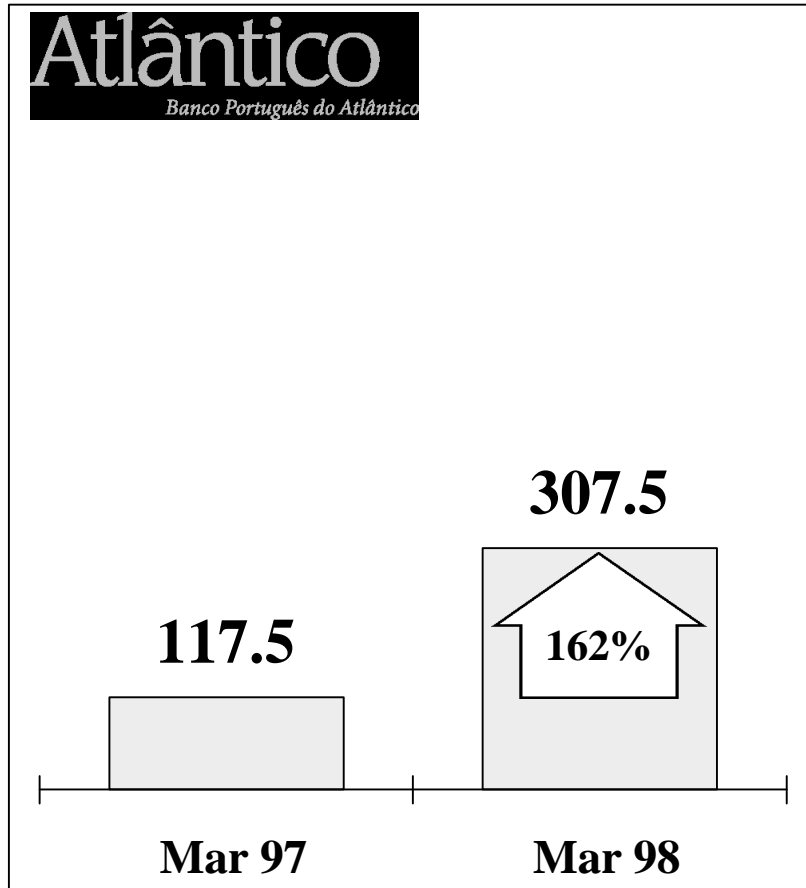


PROJECT “OPTIMIZING THE COST STRUCTURE” PRIORITIES



CROSS-SELLING - CARDS

Thousands



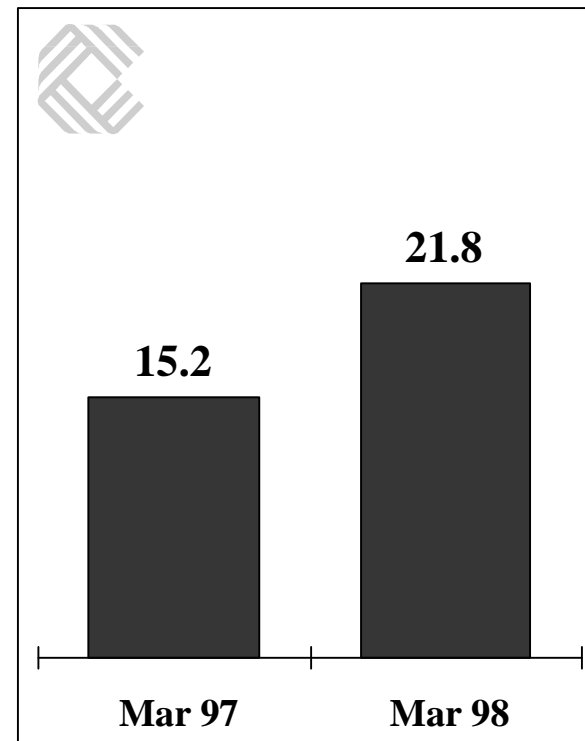
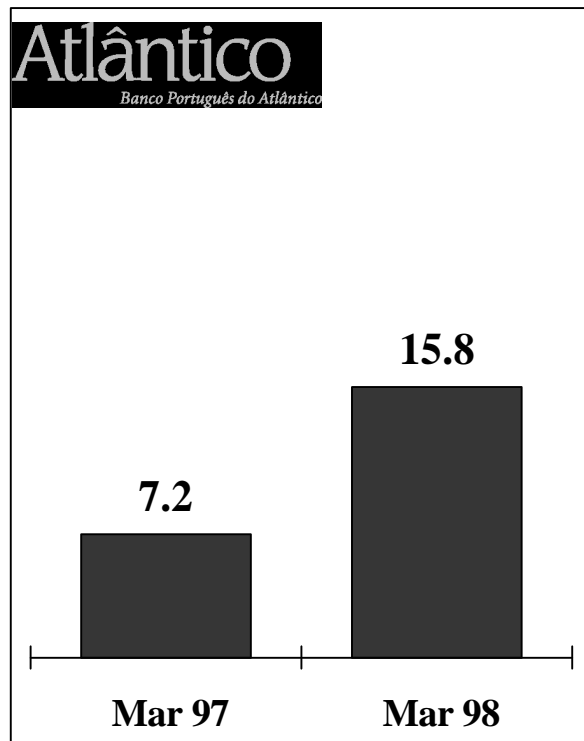
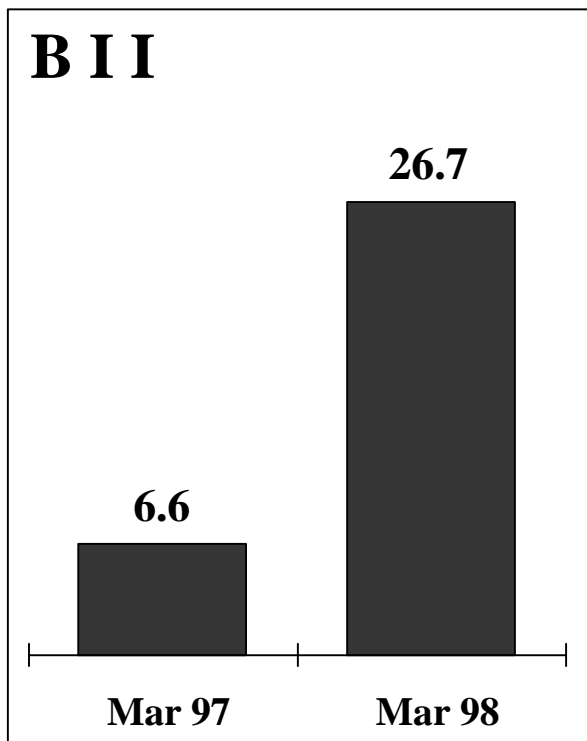
Billing (PTE billion)

8.3	14.1
-----	------

36.6	51.1
------	------

CROSS-SELLING - MORTGAGES

Loans (PTE billion)



Loan Applications ('000)

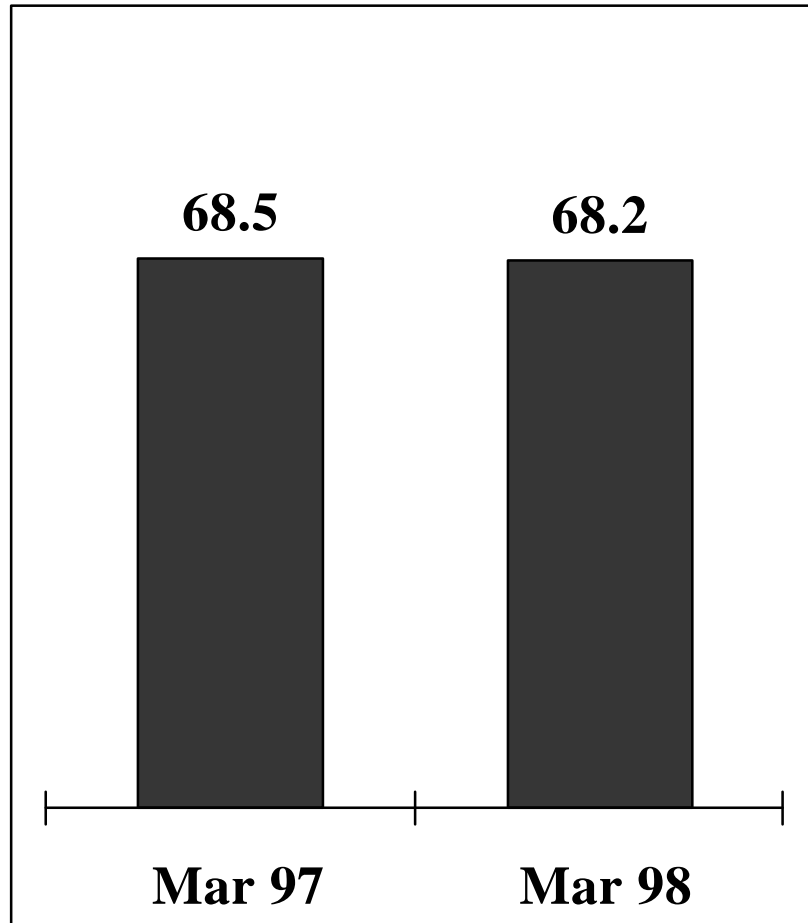
0.8	2.7
-----	-----

1.0	2.0
-----	-----

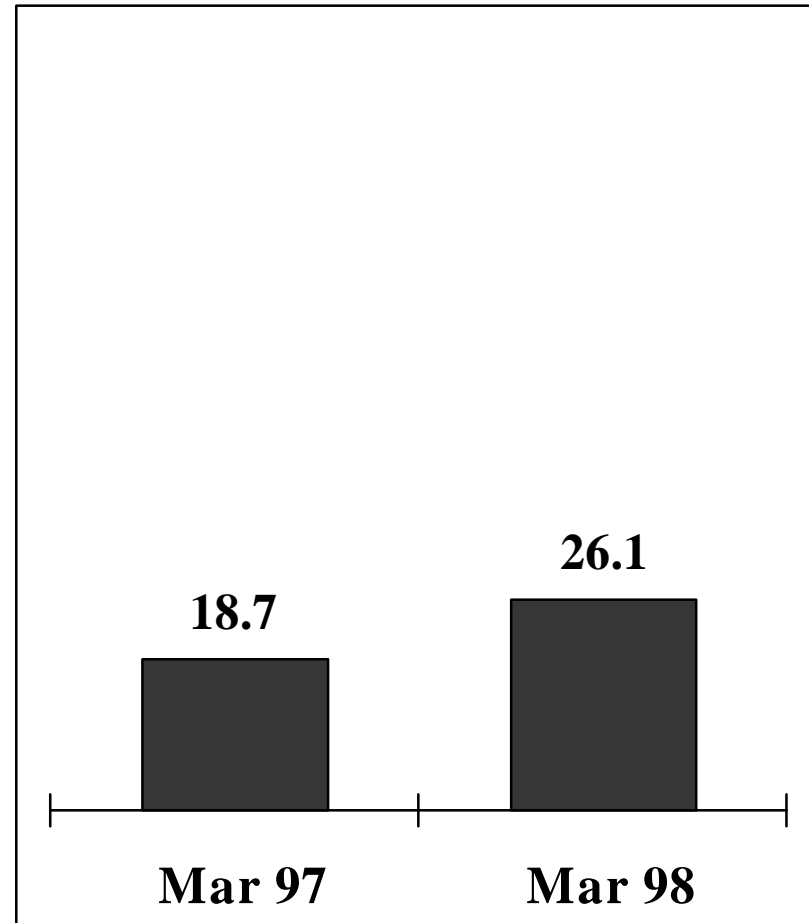
1.8	2.7
-----	-----

CROSS-SELLING - Leasing & Factoring

PTE billion



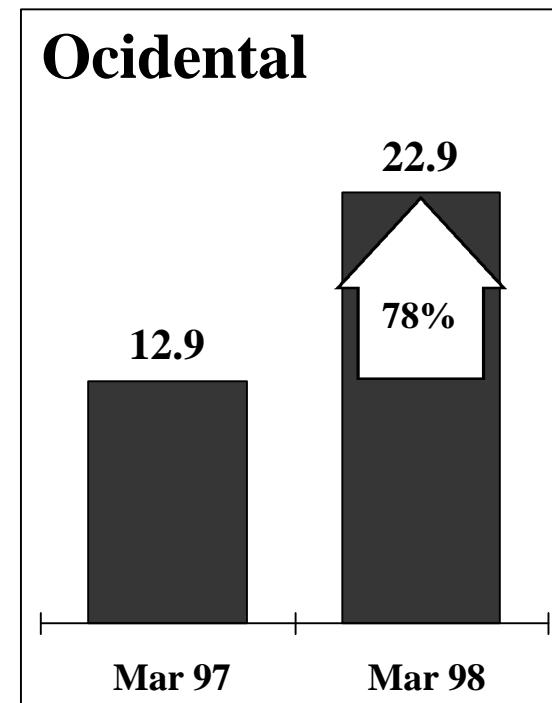
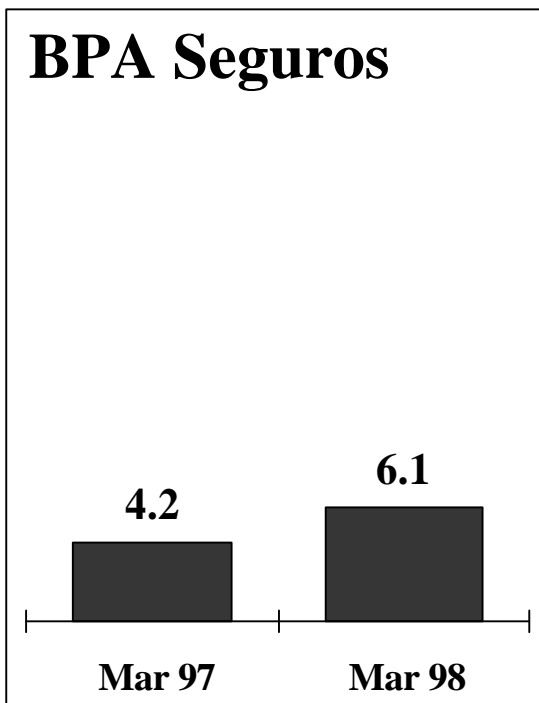
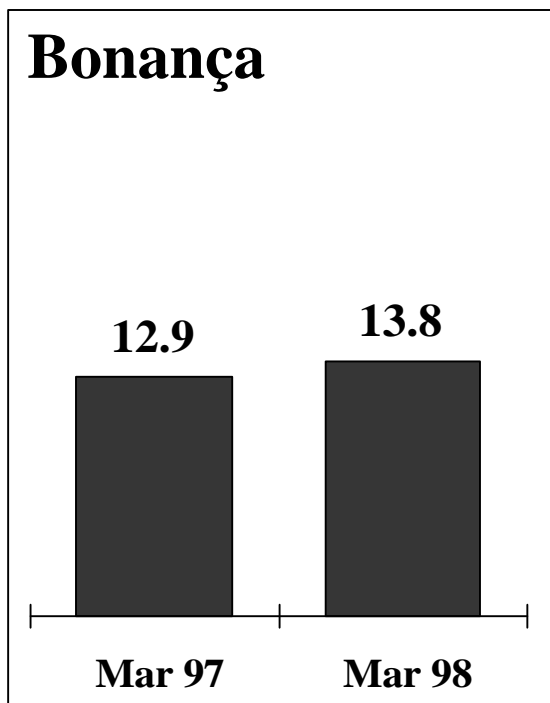
FACTORING (Invoices for collection)



LEASING (New Production)

CROSS-SELLING - INSURANCE

Production (PTE billion)



Policies sold ('000)

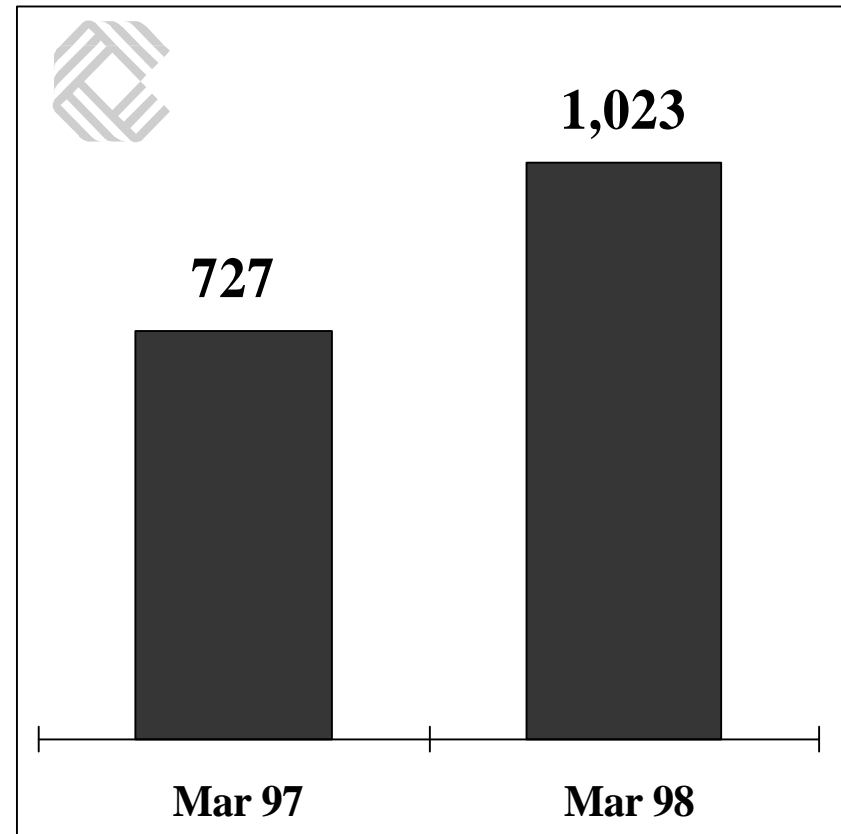
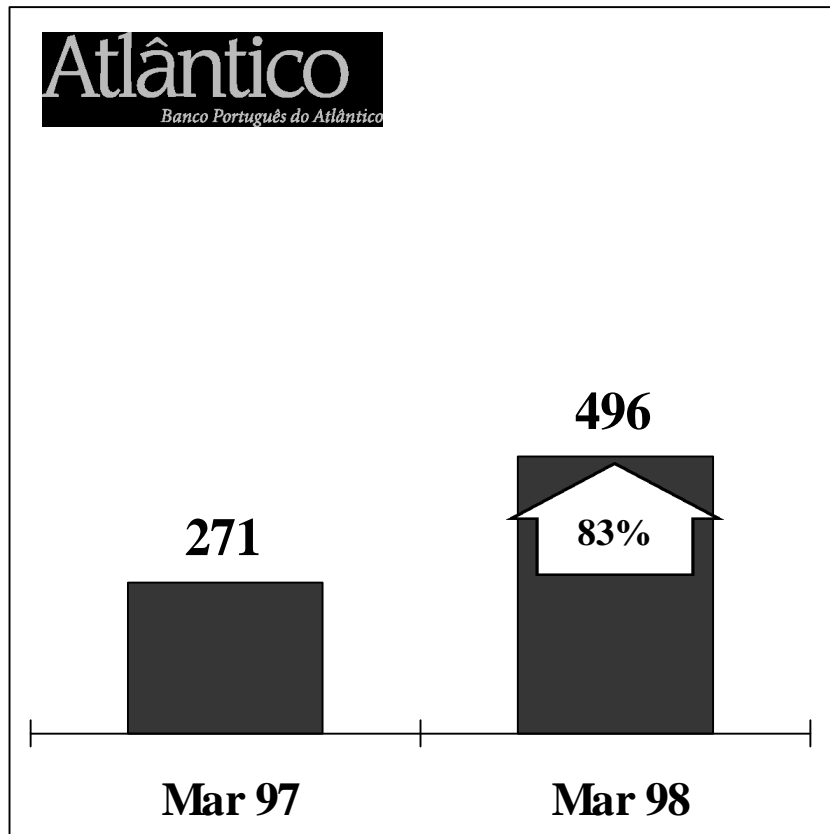
38.0	45.0
------	------

17.0	21.5
------	------

51.3	68.1
------	------

CROSS-SELLING - ASSET MANAGEMENT

Investment Funds (PTE billion)



AGENDA

- **ACTIVITY OF THE BCP/ATLÂNTICO GROUP**
- ✓ **FINANCIAL PERFORMANCE**
- **CONTRIBUTION BY BUSINESS ACTIVITY**
 - **BANKING**
 - **INSURANCE**
 - **ASSET MANAGEMENT**

OVERALL GROWTH

Sustained growth ...

PTE billion

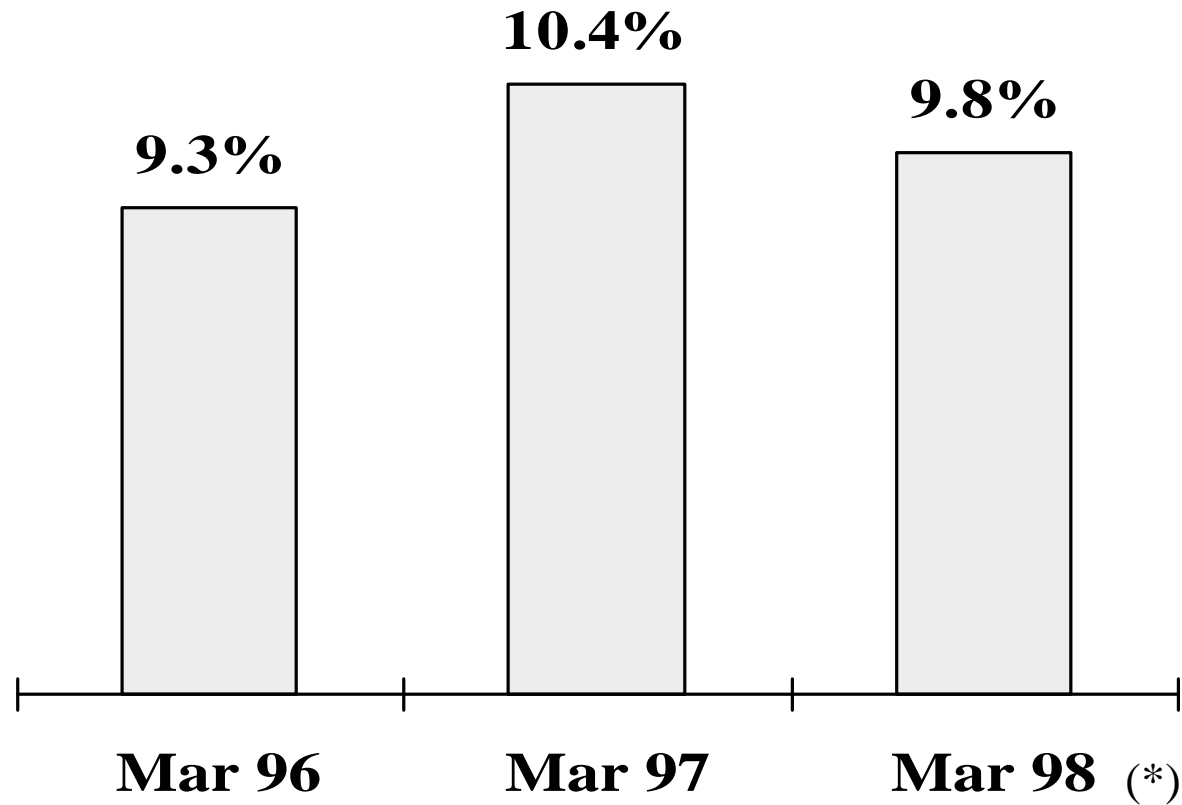
	31 Mar 1998	31 Mar 1997	Annual growth
Total Assets	5,915	5,407	9%
Loans to customers (net)	2,813	2,217	27%
Total customers funds	5,870	4,764	23%

GROUP PROFITABILITY

... strengthens profitability levels

	31 Mar 1998	31 Mar 1997	Annual growth
ROA (before minority interests)	1.1%	1.0%	10%
ROE	23.1%	14.1%	64%
EPS (PTE)	58.3	49.6	18%

GROUP SOLVENCY RATIO (BIS)

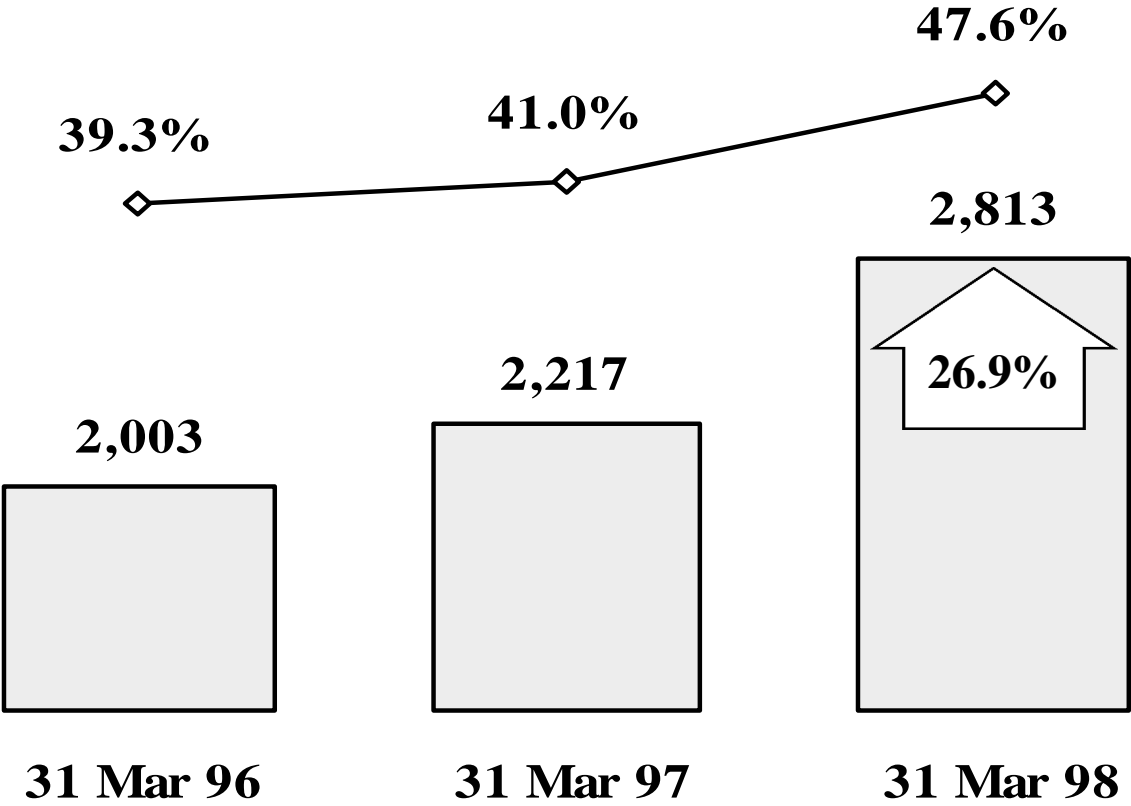


BP	8.6%	9.7%	8.7%
-----------	-------------	-------------	-------------

(*) Estimate

GROUP LOAN PORTFOLIO

PTE billion



◆ Loans / T. Assets

▭ Total Loans (net)

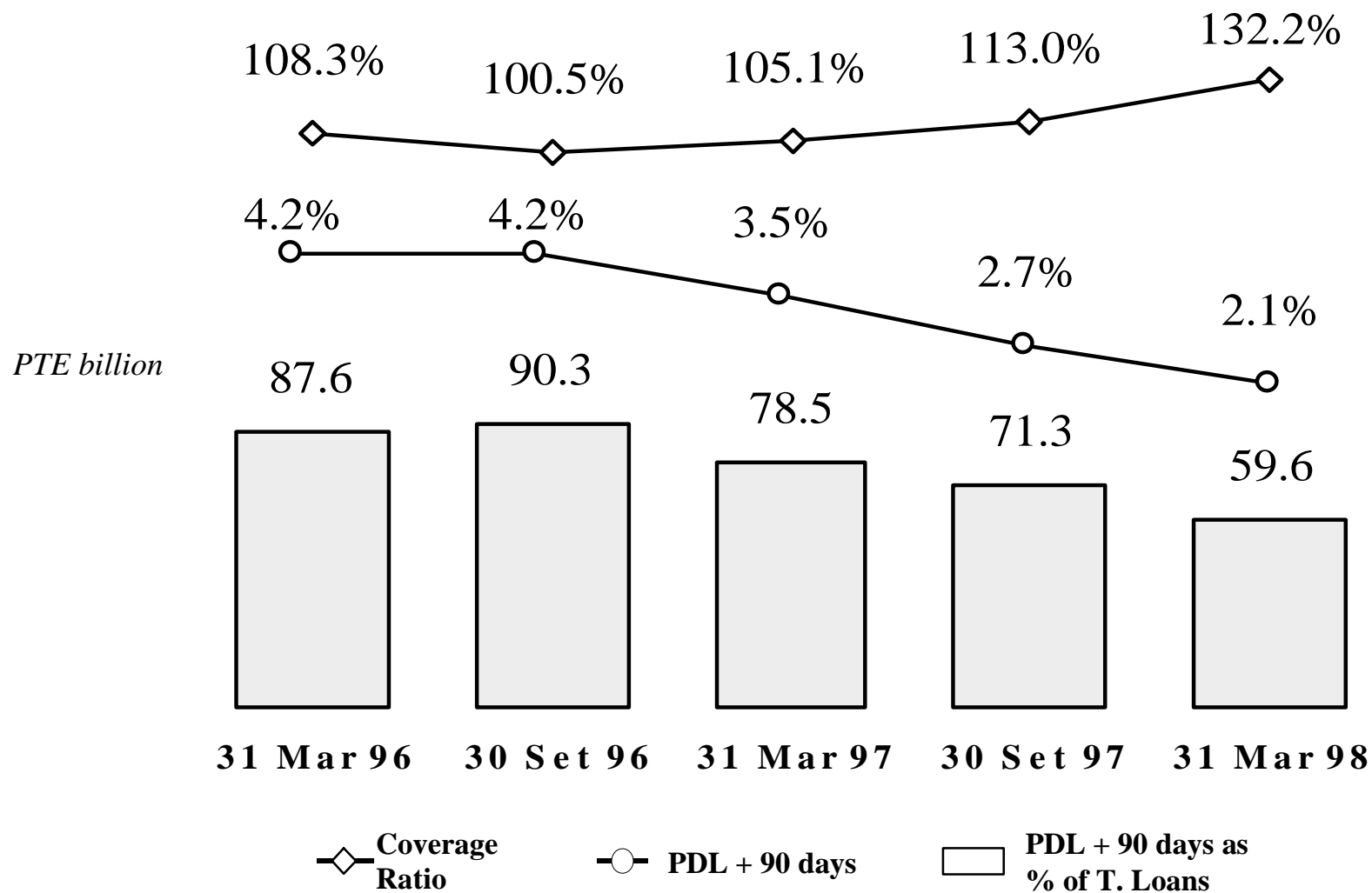
LOAN GROWTH

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Loans to customers (gross)	2,861	2,274	26%
• Services and Commerce	958	800	20%
<i>as a % of Loans</i>	33%	35%	
• Mortgage credit	710	509	39%
<i>as a % of Loans</i>	25%	22%	
• Consumer Credit	274	201	36%
<i>as a % of Loans</i>	10%	9%	

GROUP PAST DUE LOANS

Confirmation of trends



GROUP COMPANIES NET INCOME

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Atlântico	4.596	4.476	3%
Seguros e Pensões	2.440	1.664	47%
BII	1.662	1.295	28%
AF Investimentos	1.212	0.426	185%
Leasefactor	0.870	0.676	29%
Banco CISF	0.579	0.349	66%
CrédiBanco	0.143	0.128	12%
Consolidated Net Income	9.125	6.780	35%

CONSOLIDATED STATEMENT OF INCOME

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Net interest income	36.8	35.1	5%
Provision for loan losses	6.1	4.5	35%
Net interest income after provisions	30.7	30.6	0%
Other operating income	31.4	28.0	12%
Operating costs	43.3	42.0	3%
Income before taxes	18.9	16.7	13%
Provision for income taxes	3.5	2.6	31%
Minority interests	6.3	7.2	-13%
Net income	9.1	6.8	35%

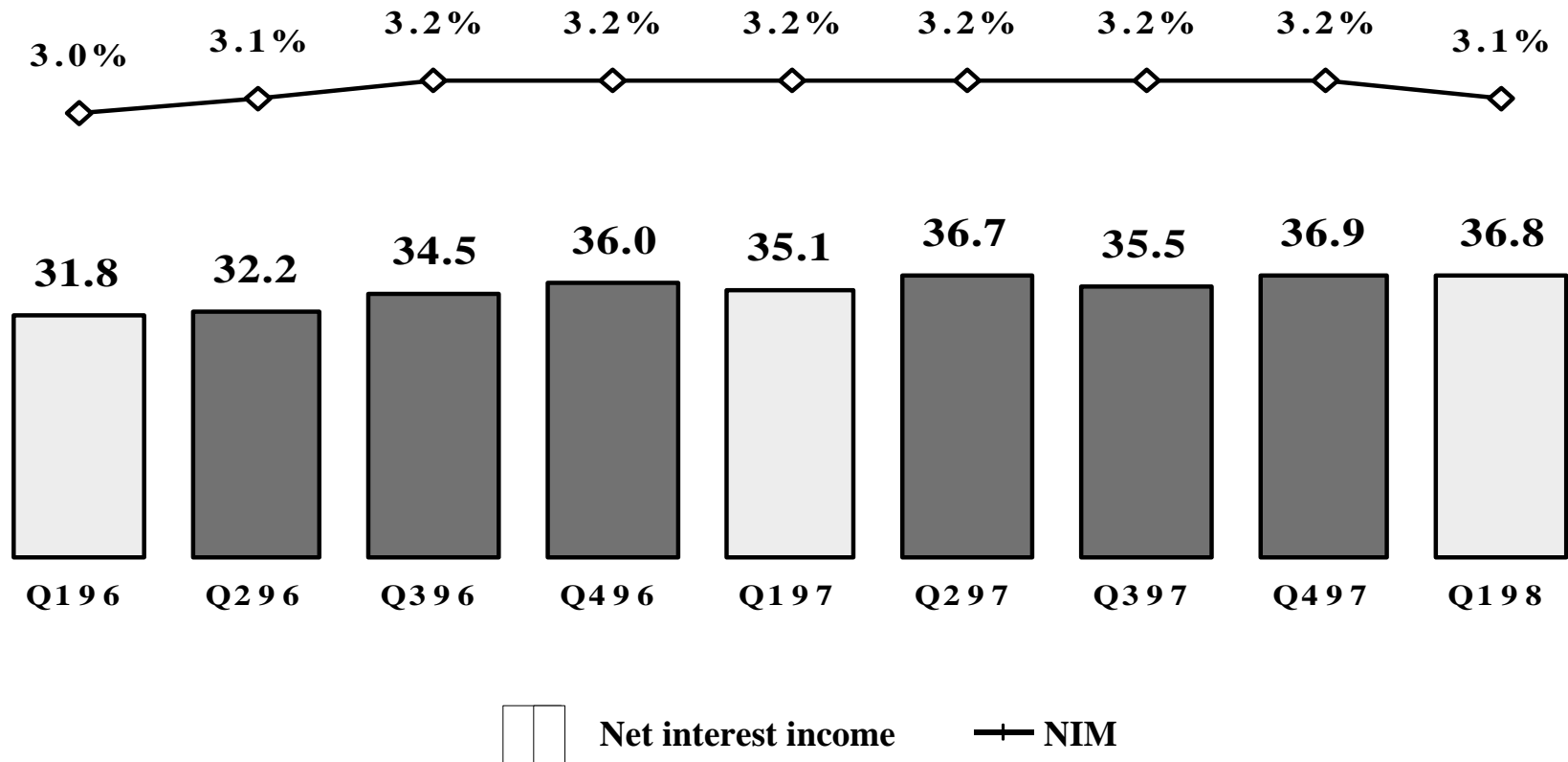
GROUP STATEMENT OF INCOME

Main indicators

	31 Mar 1998	31 Mar 1997
Net interest margin		
<i>as % of total interest earning assets</i>	3.1%	3.2%
Other income		
<i>as % of total income</i>	59.8%	52.8%
Operating costs		
<i>as % of total income</i>	47.3%	56.4%

GROUP NET INTEREST INCOME

PTE billion



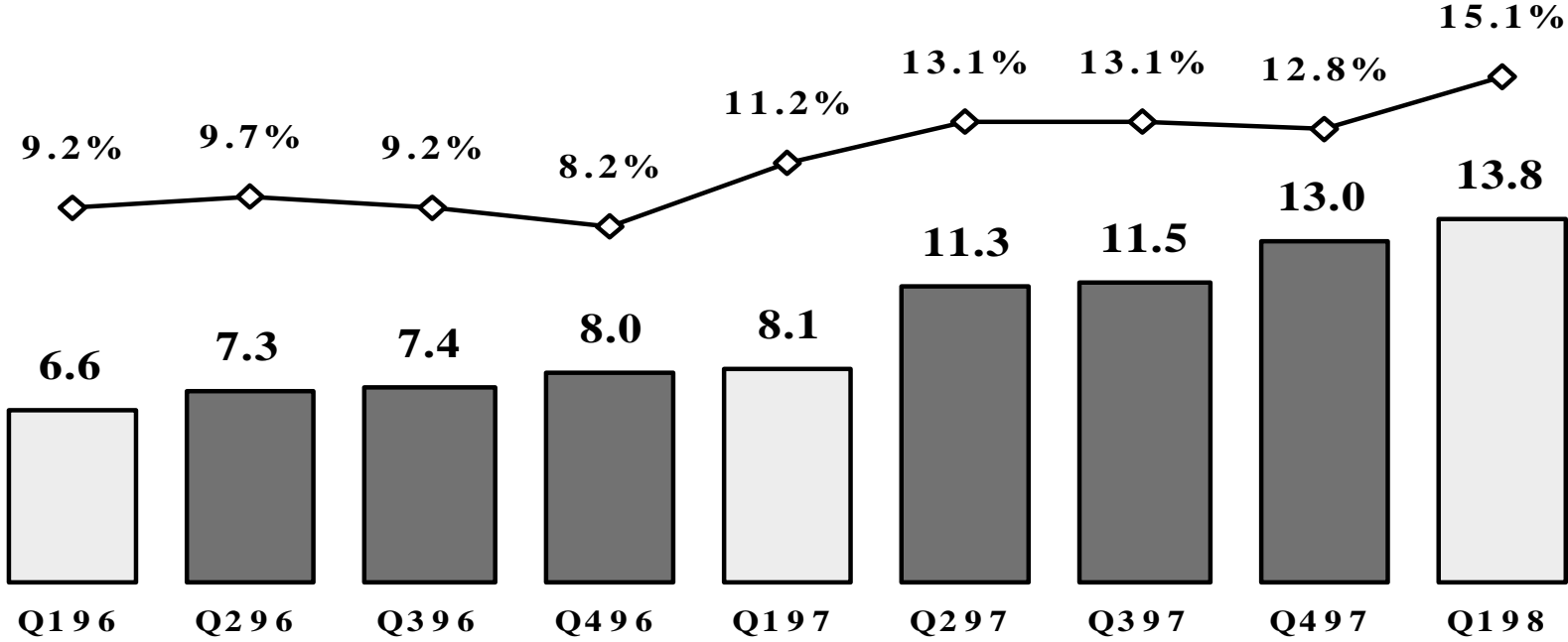
OTHER OPERATING INCOME EVOLUTION

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Income from securities	3.0	2.0	53%
Commissions (Net)	13.8	8.1	70%
Profits arising from trading activities (Net)	10.2	10.5	-3%
Other operating income	4.4	7.4	-40%
Total	31.4	28.0	12%

GROUP NET COMMISSION INCOME

PTE billion



 Net commission income
  NCI as % of Total income

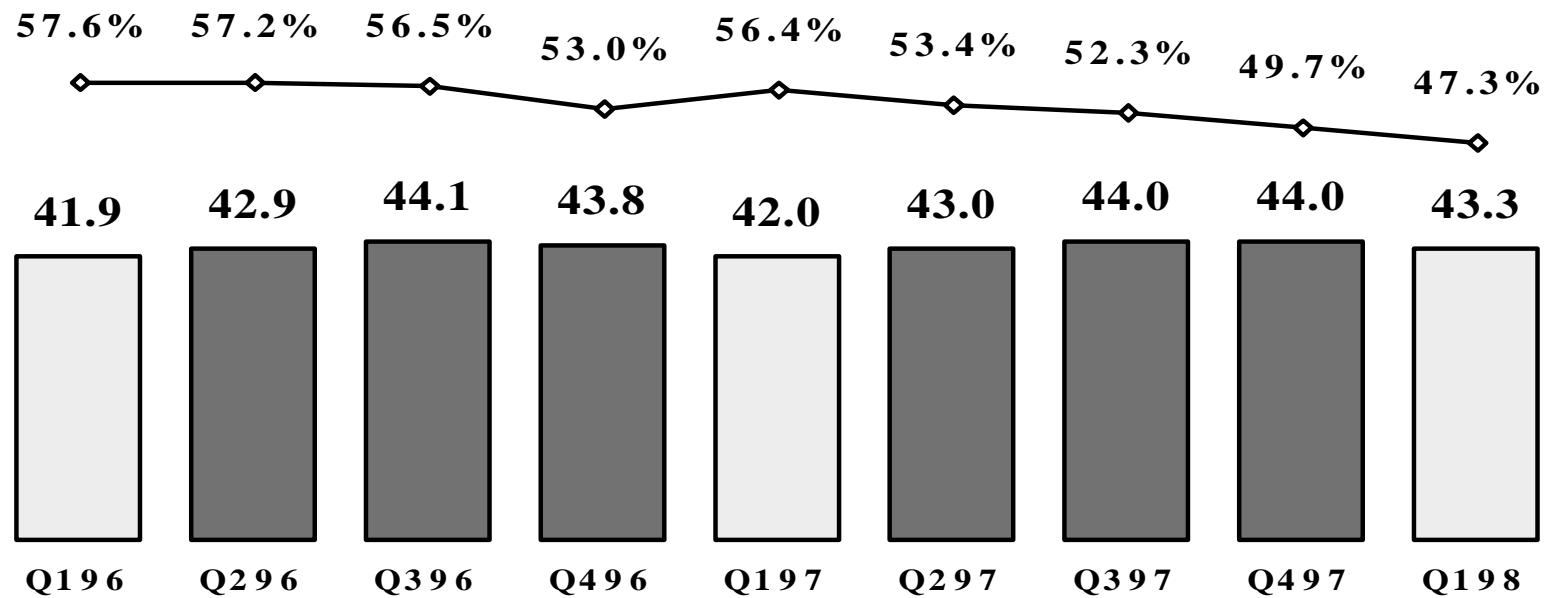
NET COMMISION INCOME

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Banking	9.598	5.921	62%
(of which Cards)	2.092	1.679	25%
Asset Management	3.578	2.316	54%
Sub-Total	<u>13.176</u>	<u>8.237</u>	60%
Insurance	0.648	(0.107)	...
(of which Pensions)	0.287	0.237	21%
Total	<u><u>13.824</u></u>	<u><u>8.130</u></u>	70%

OPERATING COSTS

PTE billion



Operating Costs

—◆— Cost Income Ratio

AGENDA

- **ACTIVITY OF THE BCP/ATLÂNTICO GROUP**
- **FINANCIAL PERFORMANCE**
- ✓ **CONTRIBUTION BY BUSINESS ACTIVITY**
 - **BANKING**
 - **INSURANCE**
 - **ASSET MANAGEMENT**

ATLÂNTICO

MAIN INDICATORS

PTE billion

	31 Mar 1998	31 Mar 1997 (*)	31 Mar 1997	Annual growth
Net interest income	10.3	10.2	11.5	1%
Provisions for loan losses	1.9	1.3	1.4	47%
Other operating income	11.9	8.8	10.1	36%
Operating costs	15.2	14.6	15.2	4%
Income before taxes	5.1	3.1	5.0	68%
Net income	4.6	2.7	4.5	70%
Total Assets	3,935.3	3,520.9	3,748.5	12%
Loans to customers (net)	745.5	619.3	774.7	20%

(*) Proforma: Adjusted for consolidation perimeter changes

MORTGAGE LOANS

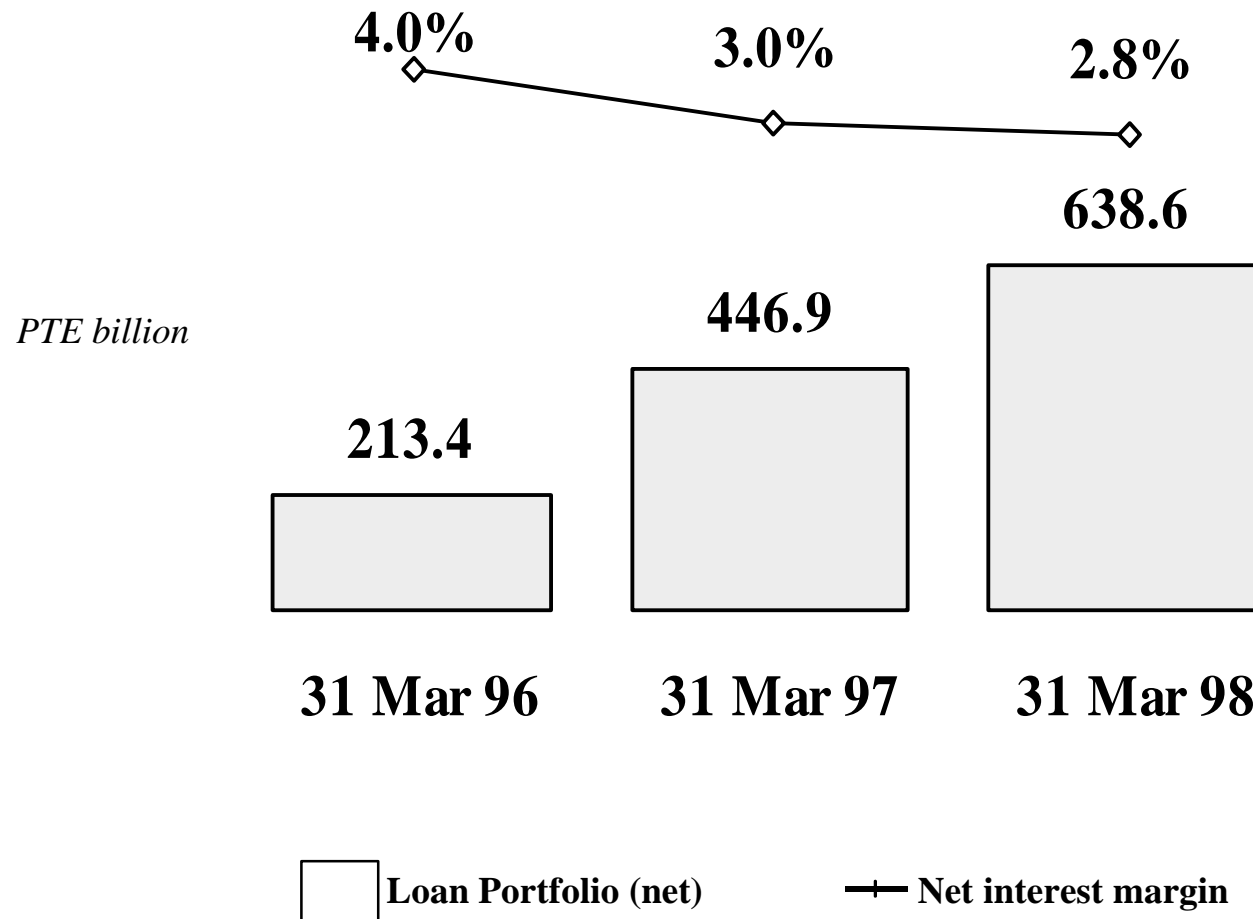
Banco de Investimento Imobiliário

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Net interest income	5.2	3.8	37%
Operating costs	1.1	1.3	-15%
Net income	1.7	1.3	28%
Cash-flow	3.4	2.7	26%
Total Assets	736.4	534.5	38%
Loans to customers (net)	638.6	446.9	43%

MORTGAGE LOANS

Volume / Margin evolution



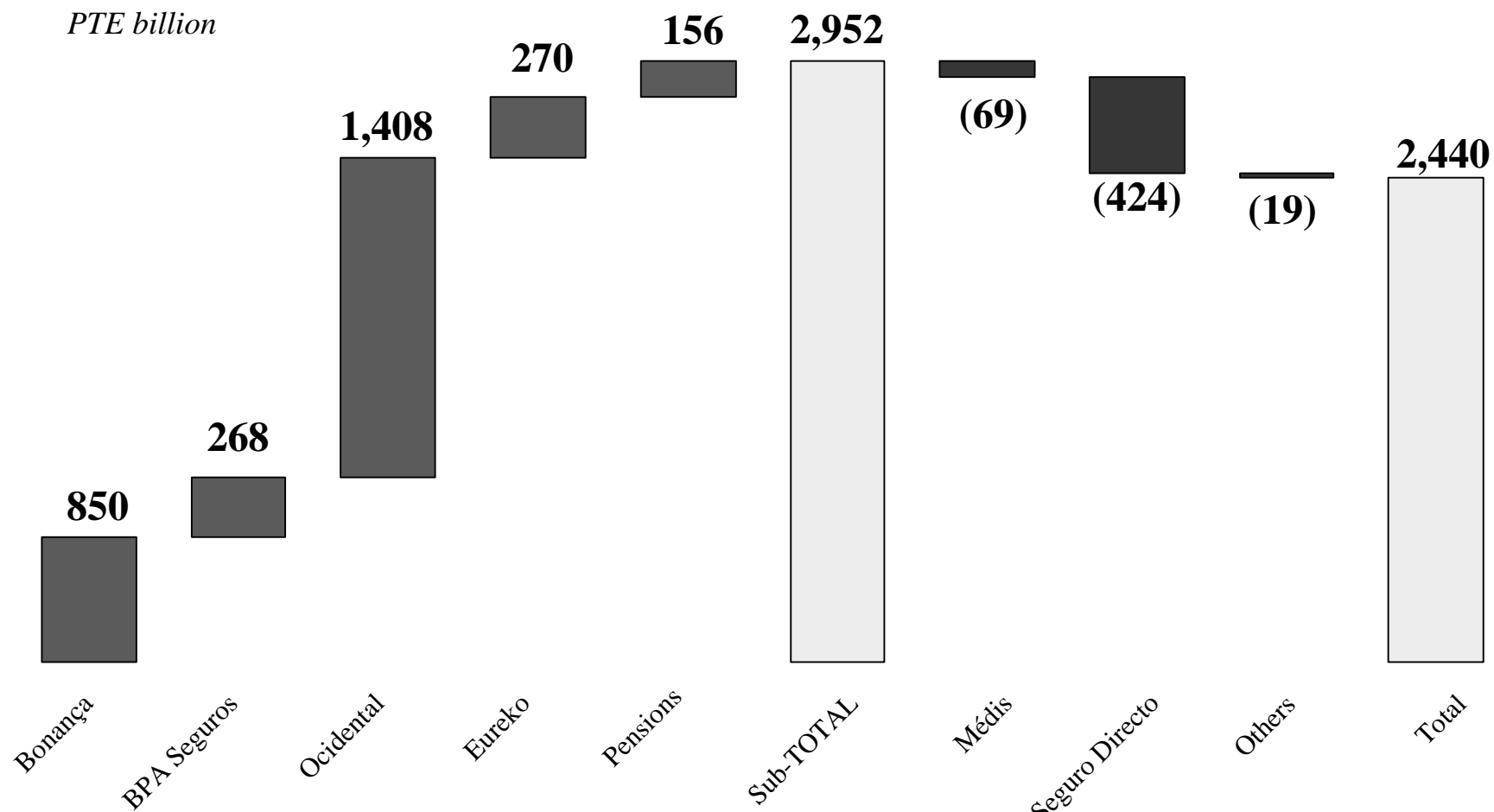
LEASING & FACTORING

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Leasing (New contracts)	26.1	18.7	40%
Leasing (Loans to customers)	194.3	134.0	45%
Invoices for collection	68.2	68.5	0%
Loans against collections	41.7	43.9	-5%
Net interest income	2.05	1.63	26%
Net income	0.87	0.68	29%

INSURANCE ACTIVITY

Net income contribution per company



INSURANCE ACTIVITY

Consolidated Statement of Income

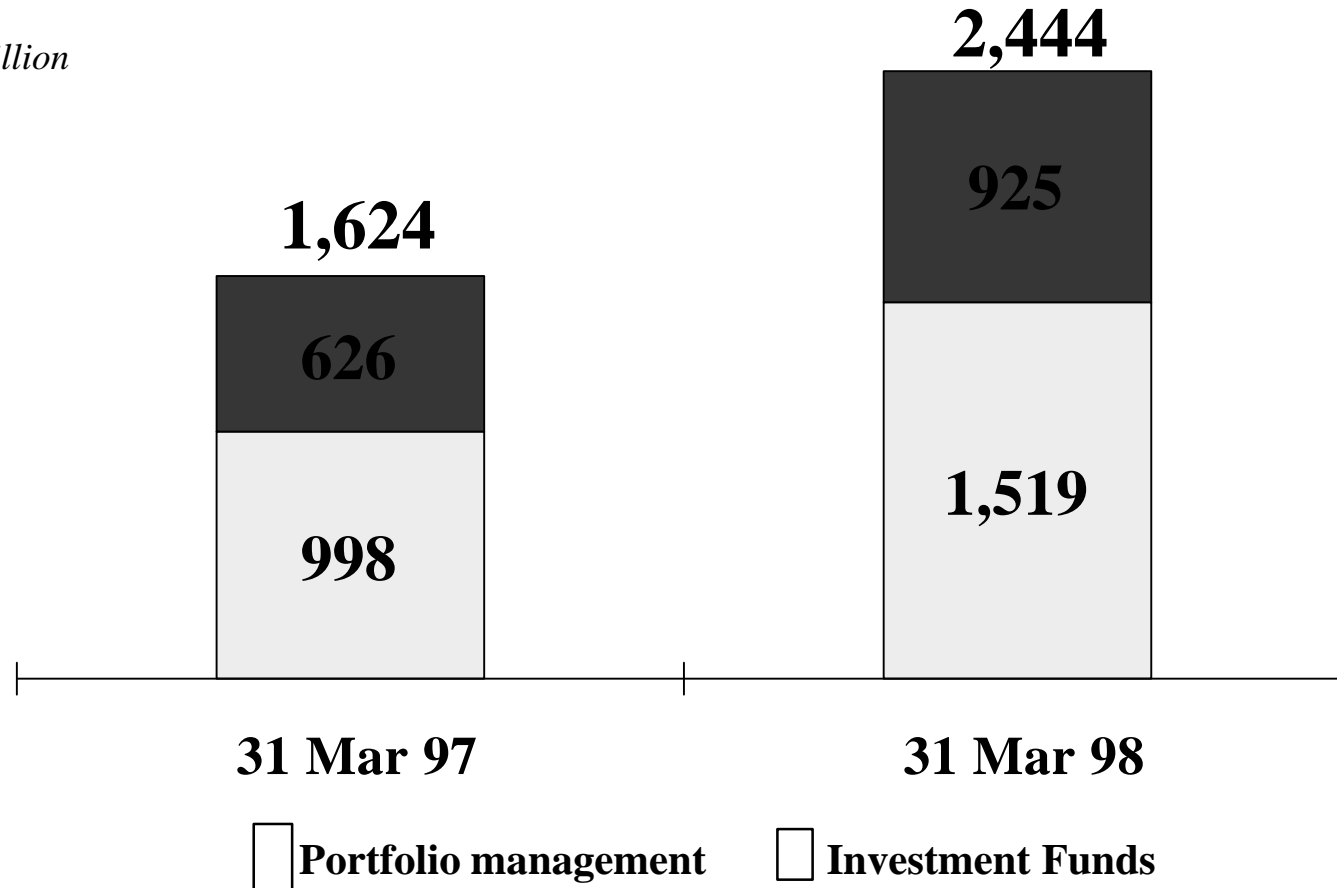
PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Total Premiums	43.800	30.515	44%
Life	26.128	14.434	81%
Non-life	17.672	16.081	10%
Loss reserve	(16.017)	(12.691)	26%
Technical provisions	(21.351)	(10.666)	100%
Technical Margin	9.003	7.487	20%
Net income	2.440	1.664	47%

ASSETS UNDER MANAGEMENT

Strong business growth

PTE billion



ASSET MANAGEMENT

AF Investimentos

PTE billion

	31 Mar 1998	31 Mar 1997	Annual growth
Commissions	2.577	1.599	61%
Operating costs	0.433	0.670	-35%
Net income	1.212	0.426	185%
Cash-flow	1.701	1.007	69%
Assets under management	2,444	1,624	50%

OUTLOOK FOR 1998 REVISITED

- **To explore new markets and business opportunities**
 - **Partnership announced with BIG Bank Gdanski**
 - **Joint venture announced with GE Capital Fleet Services**
- **To carry on investments to respond to external challenges**
 - **Banco Português do Atlântico**



BANCO COMERCIAL PORTUGUÊS