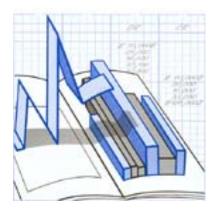


# Quarterly Financial Statistics for Enterprises

Third quarter 2002

Statistique Canada





Canada

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# **Quarterly Financial Statistics for Enterprises**

Third quarter 2002

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- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- <sup>p</sup> preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the Statistics Act
- E use with caution
- F too unreliable to be published

#### Note on CANSIM

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#### Acknowledgments

This publication was prepared under the direction of:

- Cynthia Baumgarten, Director, Industrial Organization and Finance Division
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### **Highlights**

#### Third Quarter 2002 (preliminary)

#### Note to readers

These quarterly financial statistics cover the activities of all corporations in Canada, excluding government controlled and not-for-profit corporations

All references to total-all industries exclude management of companies and enterprises as well as other funds and financial vehicles. References to total non-financial industries exclude management of companies and enterprises, while references to total finance and insurance industries exclude other funds and financial vehicles.

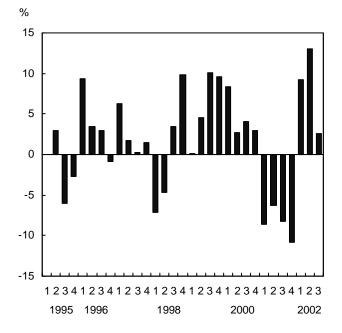
Corporate profits continued to expand in the third quarter, but the rate of growth slowed considerably. Profits rose 2.6% compared with increases of 9.2% and 13.0% in the first two quarters of 2002. Despite the recent slowdown, third quarter profits of \$40.3 billion were the strongest since the first quarter of 2001. Operating profits peaked at \$45.3 billion in the fourth quarter of 2000.

## Operating profit growth slowed \$ billions Seasonally adjusted 50 40 40 40 30 20 10 1234123412341234123412341234123 1995 1996 1998 2000 2002

The third quarter gains were concentrated in the nonfinancial group of industries, where profits rose 3.7% to \$32.2 billion. Spurred by rising shipments, manufacturers led the way with a 10.0% surge in operating profits. Retailers continued to reap the benefits of low interest rates and the strong job market, as sales and profits were up in the quarter. The transportation carriers also enhanced profits, the fourth consecutive quarterly gain since the September 11th dominated results of the third quarter of 2001.

The financial group of industries did not fare as well in the third quarter. Operating profits edged down 1.4% to \$8.1 billion, following gains of 7.1% and 5.3% in the first two quarters of 2002. In the most recent quarter, the depository credit intermediaries lost considerable ground following double digit growth in the preceding two quarters.

#### Percentage change in operating profits



#### Manufacturing profits up significantly for fourth straight quarter

Manufacturers continued to benefit from vigorous consumer demand, fueled by low interest rates and a strong employment market. Manufacturing shipments have been on the upswing for most of 2002, although the Monthly Survey of Manufacturing recently reported that manufacturers were somewhat guarded about fourth quarter production prospects.

In the third quarter, manufacturers posted a 10.0% surge in operating profits. At \$11.0 billion, manufacturing profits were the highest since the first quarter of 2001. However, more than half of the third quarter gains were in the automotive industry, where new motor vehicle incentive programs sustained demand.

Canadian manufacturers have fared much better than their counterparts in the United States, where shipments have declined 2.2% over the first nine months of 2002. Canadian shipments over the comparable period rose 0.6%.

# Motor vehicles and parts manufacturers in high gear

Manufacturers of motor vehicles and parts reported \$2.3 billion in third quarter operating profits, up 37.3% from the second quarter. Operating revenue increased for the fourth consecutive quarter, rising 6.0% to \$37.8 billion.

Domestic new motor vehicle sales were up marginally in the quarter, but the 2002 year is on pace for record high levels. Automotive exports to the United States slowed in September, but remained strong for the third quarter overall.

Low interest financing, attractive purchase incentive programs and 2002 model year clearouts continued to drive vehicle sales. Parts manufacturers have benefited from the impressive motor vehicle production numbers, sparking higher revenue and earnings for the quarter.

## Petroleum and chemical producers benefit from price gains

Petroleum and coal manufacturing profits climbed to a five quarter high of \$1.3 billion, 12.4% above second quarter levels. While petroleum prices were down from the third quarter of 2001, heightened uncertainty from the Middle East boosted prices over second quarter levels. Shipments of petroleum and coal products hit a 15 month high in August, due to the price increases and increased capacity at several plants.

Meanwhile, chemical producers also reaped the benefit of firming prices to boost operating profits by 24.4% to \$1.7 billion, recovering from last quarter's 13.5% profit slide.

#### Wood and paper profits lowest in several years

Wood and paper manufacturers suffered a 29.7% plunge in operating profits, partly due to the inclusion of refunds of temporary US duties on softwood lumber exports in second quarter profits. Nonetheless, third quarter operating profits of \$0.7 billion were the lowest reported in eight years. Operating revenue fell 0.2% to \$18.2 billion.

While exports of the forestry sector regained some lost ground throughout the quarter, the industry has a long way to go to recover from the effects of the May, 2002 re-imposition of duties on softwood lumber exports to the United States. Demand for lumber from the domestic and US housing markets remained strong, but oversupply has driven lumber prices substantially below year earlier levels.

#### Other manufacturing industries

Manufacturers of machinery and equipment prospered from increased demand to post a 20.0% jump in operating profits. On the other hand, manufacturers of computers and electronic products, including telecommunications apparatus, remained mired in a prolonged slump as operating losses rose to \$0.2 billion from \$0.1 billion in the second quarter.

#### Retail profits up but sales slowing

Retail sales increased for the third straight quarter, but the pace of growth slowed to 1.3% from 5.3% and 3.7% growth in the first two quarters of 2002. Operating profits climbed 8.5% to \$2.5 billion.

Retail motor vehicle dealers posted their sixth operating profit increase in a row, as profits rose 11.2% to \$0.5 billion. Operating revenue edged up to a record high of \$20.7 billion. The aggressive incentives introduced in the fall of 2001 have stimulated sales volumes over the past year.

Retail trade statistics indicate that both the year-to-date new units sold and the dollar value of new motor vehicles sold were up about 10.3% over the first nine months of 2002, but much of that growth was achieved in the first quarter of 2002.

Retail furniture stores maintained historically high sales levels, contributing to a 31.1% jump in operating profits. Although sales growth has eased in recent months, furniture retailers continued to benefit from the strong new housing market.

#### Transportation carriers continue to recover

The operating profits of transportation carriers rose 9.1% to \$2.1 billion in the third quarter. Four consecutive increases have doubled profits since the third quarter of 2001. Tight cost controls and a slowly recovering market improved results in the airline sector. There are some indications that the Canadian airline sector is proving to be more resilient than its US counterpart, which continues to struggle in the aftermath of the September 2001 terrorist attacks.

Rail carriers benefited from increased shipments in the manufacturing sector, but the western Canadian drought curtailed grain and other agricultural shipments.

#### Other non-financial industries

Oil and gas producing profits were little changed from the second quarter, but were up 3.1% over the third quarter of 2001. Operating revenue increased 3.7% from the second quarter to \$23.9 billion, boosted by higher exports to the United States.

Wholesalers reported a marginal 2.8% profit rise, while companies providing business services suffered an 18.6% profit slide.

# Lower bank profits dampened financial sector results

Operating profits in the financial group of industries slipped 1.4% to \$8.1 billion, following two quarters of growth. The depository credit intermediaries (primarily chartered banks) led the decline, as profits dropped 11.0% to \$3.0 billion. Lower commission and fee revenue and higher provisions for loan losses contributed to the profit slide.

#### Fund profits in retreat

For the third consecutive quarter, operating profits of funds and other financial vehicles (not included in industry totals) were down substantially. Third quarter operating losses totaled \$3.7 billion, compared with losses of \$1.0 billion in the second quarter and a profit of \$1.5 billion in the first quarter of 2002. As with the earlier quarters, the profit slide

#### Financial statistics for enterprises

was mainly due to losses on the sale of securities, which totaled \$6.0 billion in the third quarter. The uncertain financial market conditions have prompted investors to redeem mutual funds at an accelerating pace, resulting in the sale of fund investments to finance redemptions.

#### Profitability ratios improved

The all-industry return on shareholders' equity increased in each quarter of 2002, rising from 8.0% and 8.4% in the first two quarters to 8.6% in the third quarter. After-tax profits, the measure used in this profitability indicator, rose 4.5% to \$21.8 billion, while total shareholders' equity edged up 1.5% in the third quarter. The return on shareholders' equity peaked at 12.3% in the first quarter of 2000 and had been on a downward trend over the 2000 and 2001 years.

The operating profit margin edged up to 7.1% from 7.0% in the second quarter. Three consecutive quarterly increases have boosted the profit margin by more than a full percentage point since the final quarter of 2001.

|                   | Seasonally adjusted                |                                     |                                    |  |  |  |
|-------------------|------------------------------------|-------------------------------------|------------------------------------|--|--|--|
|                   | Third quarter<br>2001 <sup>r</sup> | Second quarter<br>2002 <sup>r</sup> | Third quarter<br>2002 <sup>p</sup> | Second quarter<br>to third quarter<br>2002 |  |  |
|                   |                                    | \$ billions                         |                                    | % change                                   |  |  |
| All industries    |                                    |                                     |                                    | -  |  |  |
| Operating revenue | 542.4                              | 563.4                               | 571.3                              | 1.4  |  |  |
| Operating profit  | 35.7                               | 39.3                                | 40.3                               | 2.6  |  |  |
| After-tax profit  | 17.1                               | 20.8                                | 21.8                               | 4.5  |  |  |
| Non-financial     |                                    |                                     |                                    |  |  |  |
| Operating revenue | 490.0                              | 513.6                               | 521.1                              | 1.5  |  |  |
| Operating profit  | 26.2                               | 31.0                                | 32.2                               | 3.7  |  |  |
| After-tax profit  | 12.6                               | 16.3                                | 17.4                               | 6.1  |  |  |
| Financial         |                                    |                                     |                                    |  |  |  |
| Operating revenue | 52.4                               | 49.8                                | 50.2                               | 0.8  |  |  |
| Operating profit  | 9.5                                | 8.3                                 | 8.1                                | -1.4                                       |  |  |
| After-tax profit  | 4.5                                | 4.5                                 | 4.4                                | -1.5                                       |  |  |

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#### Note to users

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#### Summary table of seasonally adjusted data - Operating revenue and operating profit

| 2001   | 2001  | 2002   | 2002  | 2002   |
|--|---|--|---|--|
| 3  | 4   | 1  | 2   | 3  |
|  | Operating r   | revenue (millions o  | f dollars)  |  |
| 542,401  | 530,872   | 545,538  | 563,376   | 571,252  |
| 490,004  | 480,612   | 495,486  | 513,584   | 521,074  |
| 52,397   | 50,260  | 50,052   | 49,792  | 50,178   |
| 7 383  | 7 091   | 6 975  | 6 846   | 6,913  |
|  |   |  |   | 23,860   |
| 6,579  | 6,687   | 6,493  | 6,341   | 6,499  |
| 12,543   | 10,556  | 12,257   | 12,071  | 11,745   |
| 33,947   | 34,503  | 36,160   | 37,236  | 36,844   |
| 154,866  | 152,933   | 157,040  |   | 166,171  |
| 83,100   | 82,462  |  |   | 87,375   |
|  |   |  |   | 78,719   |
|  |   |  |   | 20,472   |
|  |   |  | 17,015  | 17,157   |
|  |   |  | 3,365   | 3,388  |
|  |   |  |   | 17,658   |
|  |   |  |   | 9,575  |
|  |   |  |   | 19,558   |
|  |   |  |   | 12,796   |
|  |   |  |   | 16,929   |
|  |   |  |   | 12,158   |
|  |   |  |   | 763<br>4,481   |
|  |   |  |   | 2,119  |
|  |   |  |   | 11,013   |
| 5,077  | 4,872   | 4,858  | 5,004   | 5,059  |
| 6,647<br>2,681   | 5,913<br>5,225  | 6,553<br>4,845   | 6,227<br>2,387  | 6,245<br>-535  |
| Operating profit (millions of dollars)   |   |  |   |  |
|  |   |  |   |  |
| 35,672   | 31,812  | 34,751   | 39,265  | 40,284   |
| 26,176   | 24,492  | 26,914   | 31,014  | 32,151   |
| 9,496  | 7,319   | 7,837  | 8,251   | 8,132  |
| 524  | 404   | 363  | 360   | 363  |
|  |   |  |   | 4,318  |
|  |   |  |   | 378  |
|  |   |  |   | 615  |
|  |   |  |   | 841  |
|  |   |  |   | 11,009   |
|  |   |  |   | 2,747  |
| 1,023  | 1,927   | 2,096  | 2,292   | 2,487<br>2,056   |
|  |   |  | 1,899   | 1,928  |
| 1 757  | 1 202   | 1 0 1 /  |   |  |
| 1,757  | 1,293   | 1,814  |   | 1 200  |
| 1,396  | 1,423   | 1,307  | 1,311   |  |
| 1,396<br>1,210   | 1,423<br>1,182  | 1,307<br>1,216   | 1,311<br>794  | 1,242  |
| 1,396<br>1,210<br>2,746  | 1,423<br>1,182<br>2,355   | 1,307<br>1,216<br>2,633  | 1,311<br>794<br>2,827   | 1,288<br>1,242<br>2,650<br>2 953   |
| 1,396<br>1,210<br>2,746<br>4,143   | 1,423<br>1,182<br>2,355<br>2,359  | 1,307<br>1,216<br>2,633<br>2,680   | 1,311<br>794<br>2,827<br>3,319  | 1,242<br>2,650<br>2,953  |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586  | 1,423<br>1,182<br>2,355<br>2,359<br>2,382   | 1,307<br>1,216<br>2,633<br>2,680<br>2,544  | 1,311<br>794<br>2,827<br>3,319<br>2,783   | 1,242<br>2,650<br>2,953<br>2,735   |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479                                   | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474  | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591   | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684  | 1,242<br>2,650<br>2,953<br>2,735<br>636  |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586  | 1,423<br>1,182<br>2,355<br>2,359<br>2,382   | 1,307<br>1,216<br>2,633<br>2,680<br>2,544  | 1,311<br>794<br>2,827<br>3,319<br>2,783   | 1,242<br>2,650<br>2,953<br>2,735   |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479<br>472<br>-62                     | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474<br>520<br>-66  | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591<br>496<br>-57   | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684<br>659<br>-48  | 1,242<br>2,650<br>2,953<br>2,735<br>636<br>537<br>-45  |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479<br>472                            | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474<br>520   | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591<br>496  | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684<br>659   | 1,242<br>2,650<br>2,953<br>2,735<br>636<br>537   |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479<br>472<br>-62<br>375              | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474<br>520<br>-66<br>336   | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591<br>496<br>-57<br>376  | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684<br>659<br>-48<br>381   | 1,242<br>2,650<br>2,953<br>2,735<br>636<br>537<br>-45<br>386   |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479<br>472<br>-62<br>375<br>82        | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474<br>520<br>-66<br>336<br>150  | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591<br>496<br>-57<br>376<br>129   | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684<br>659<br>-48<br>381<br>94   | 1,242<br>2,650<br>2,953<br>2,735<br>636<br>537<br>-45<br>386<br>129  |
| 1,396<br>1,210<br>2,746<br>4,143<br>2,586<br>479<br>472<br>-62<br>375<br>82<br>577 | 1,423<br>1,182<br>2,355<br>2,359<br>2,382<br>474<br>520<br>-66<br>336<br>150<br>576   | 1,307<br>1,216<br>2,633<br>2,680<br>2,544<br>591<br>496<br>-57<br>376<br>129<br>652  | 1,311<br>794<br>2,827<br>3,319<br>2,783<br>684<br>659<br>-48<br>381<br>94<br>625  | 1,242<br>2,650<br>2,953<br>2,735<br>636<br>537<br>-45<br>386<br>129<br>701   |
|  | 3<br>542,401<br>490,004<br>52,397<br>7,383<br>20,686<br>6,579<br>12,543<br>33,947<br>154,866<br>83,100<br>72,451<br>19,743<br>16,910<br>3,276<br>16,750<br>9,705<br>22,667<br>11,861<br>16,490<br>10,936<br>761<br>4,130<br>1,882<br>10,660<br>5,077<br>6,647<br>2,681<br>35,672<br>26,176<br>9,496<br>524<br>4,188<br>591<br>1,138<br>902<br>7,521<br>2,344<br>1,411 | 3         4           Operating n           542,401         530,872           490,004         480,612           52,397         50,260           7,383         7,091           20,686         19,137           6,579         6,687           12,543         10,556           33,947         34,503           154,866         152,933           83,100         82,462           72,451         71,190           19,743         19,056           16,910         16,901           3,276         3,366           16,750         17,059           9,705         8,863           22,667         20,972           11,861         11,548           16,490         15,839           10,936         10,621           761         762           4,130         4,040           1,882         1,969           10,660         10,445           5,077         4,872           6,647         5,913           2,681         5,225           Operating           35,672         31,812           26 | 3         4         1           Operating revenue (millions of the second sec | 3         4         1         2           Operating revenue (millions of dollars)           542,401         530,872         545,538         563,376           490,004         480,612         495,486         513,584           52,397         50,260         50,052         49,792           7,383         7,091         6,975         6,846           20,686         19,137         18,353         23,016           6,579         6,687         6,493         6,341           12,543         10,556         12,257         12,071           33,947         34,503         36,160         37,236           154,866         152,933         157,040         162,160           83,100         82,462         85,493         85,750           72,451         7,1190         74,949         7,745           19,743         19,056         19,339         20,389           16,910         16,901         16,718         17,015           3,276         3,366         3,272         3,365           3,663         9,335         9,764         22,667         20,972         19,905           11,581         11,548         11,907 <td< td=""></td<> |

#### Summary table of seasonally adjusted data - Profit before extraordinary gains and net profit

|   | 2001                             | 2001                           | 2002                           | 2002                           | 2002                    |
|---|----------------------------------|--------------------------------|--------------------------------|--------------------------------|-------------------------|
|   | 3                                | 4                              | 1                              | 2                              | 3                       |
|   |                                  | Profit before extra            | ordinary gains (mil            | llions of dollars)             |                         |
| Total, all industries (excluding the industries, management of companies<br>and enterprises and other funds and financial vehicles)<br>Total, non-financial industries (excluding management of companies   | 17,102                           | 15,563                         | 19,517                         | 20,849                         | 21,784                  |
| and enterprises)  | 12,650                           | 12,502                         | 14,984                         | 16,379                         | 17,381                  |
| Total, finance and insurance industries (excluding other funds and<br>financial vehicles)   | 4,451                            | 3,061                          | 4,533                          | 4,470                          | 4,404                   |
| Agriculture, forestry, fishing and hunting  | 417                              | 403                            | 333                            | 295                            | 309                     |
| Oil and gas extraction and coal mining  | 1,485                            | 1,603                          | 1,535                          | 1,764                          | 1,939                   |
| Aining (except oil, gas and coal)<br>Jtilities  | 107<br>591                       | -158<br>571                    | 696<br>665                     | 371<br>704                     | 215<br>338              |
| Construction  | 755                              | 364                            | 648                            | 314                            | 579                     |
| Manufacturing   | 3.852                            | 4,251                          | 4,443                          | 5.842                          | 5,480                   |
| Wholesale trade   | 1,314                            | 1,367                          | 1,268                          | 1,629                          | 1,658                   |
| Retail trade  | 851                              | 1,132                          | 1,027                          | 1,472                          | 1,553                   |
| Transportation and warehousing  | 186                              | 196                            | 566                            | 987                            | 1,161                   |
| Information and cultural industries   | 85                               | 168                            | 578                            | -697                           | 682                     |
| Non-depository credit intermediation  | 351                              | 401                            | 409                            | 405                            | 389                     |
| Insurance carriers  | 764                              | 821                            | 964                            | 621                            | 902                     |
| Other financial intermediaries  | 1,759                            | 1,391                          | 1,864                          | 1,921                          | 1,902                   |
| Depository credit intermediation<br>Real estate and rental and leasing  | 1,577<br>1,223                   | 448<br>978                     | 1,296<br>1,316                 | 1,523<br>1,464                 | 1,210<br>1,288          |
| Professional, scientific and technical services   | 712                              | 710                            | 798                            | 800                            | 831                     |
| Administrative and support, waste management and remediation services   | 419                              | 281                            | 402                            | 576                            | 474                     |
| Educational services  | -76                              | -70                            | -68                            | -59                            | -58                     |
| Health care and social assistance   | 225                              | 208                            | 228                            | 236                            | 260                     |
| Arts, entertainment and recreation  | 12                               | 75                             | 58                             | 26                             | 50                      |
| Accommodation and food services   | 323                              | 271                            | 315                            | 464                            | 451                     |
| Other services (except public administration)   | 171                              | 153                            | 177                            | 190                            | 169                     |
| Management of companies and enterprises<br>Other funds and financial vehicles   | 4,400<br>-4,497                  | 3,868<br>3,740                 | 3,856<br>1,408                 | 3,622<br>-5,162                | 3,187<br>-8,994         |
|   | Net profit (millions of dollars) |                                |                                |                                |                         |
| Total, all industries (excluding the industries, management of companies  |                                  |                                |                                |                                |                         |
| and enterprises and other funds and financial vehicles)<br>Total, non-financial industries (excluding management of companies   | 17,180                           | 15,603                         | 19,546                         | 20,826                         | 21,841                  |
| and enterprises)<br>Total, finance and insurance industries (excluding other funds and  | 12,662                           | 12,494                         | 14,977                         | 16,306                         | 17,380                  |
| financial vehicles)   | 4,518                            | 3,108                          | 4,570                          | 4,520                          | 4,461                   |
| Agriculture, forestry, fishing and hunting  | 419                              | 404                            | 335                            | 297                            | 311                     |
| Oil and gas extraction and coal mining  | 1,490                            | 1,611                          | 1,539                          | 1,768                          | 1,943                   |
| Mining (except oil, gas and coal)<br>Utilities  | 113<br>591                       | -151<br>571                    | 700<br>665                     | 375<br>704                     | 219<br>338              |
| Construction  | 762                              | 368                            | 652                            | 319                            | 584                     |
| Manufacturing   | 3,850                            | 4,225                          | 4,443                          | 5,843                          | 5,484                   |
| Wholesale trade   | 1,316                            | 1,369                          | 1,271                          | 1,570                          | 1,661                   |
| Retail trade  | 852                              | 1,133                          | 1,029                          | 1,474                          | 1,555                   |
| Transportation and warehousing  | 188                              | 197                            | 567                            | 989                            | 1,163                   |
| Information and cultural industries   | 86                               | 168                            | 580                            | -696                           | 683                     |
| Non-depository credit intermediation  | 351                              | 412                            | 420                            | 417                            | 401                     |
| Insurance carriers  | 764                              | 821                            | 964                            | 621                            | 902                     |
| Other financial intermediaries<br>Depository credit intermediation  | 1,826<br>1,578                   | 1,428<br>448                   | 1,890<br>1,296                 | 1,959<br>1,523                 | 1,948<br>1,210          |
| Real estate and rental and leasing  | 1,182                            | 937                            | 1,290                          | 1,423                          | 1,246                   |
| Professional, scientific and technical services   | 727                              | 718                            | 807                            | 806                            | 842                     |
| Administrative and support, waste management and remediation services   | 420                              | 283                            | 403                            | 577                            | 476                     |
| i i i i i i i i i i i i i i i i i i i   | -76                              | -70                            | -68                            | -59                            | -58                     |
| Health care and social assistance   | 225                              | 208                            | 228                            | 236                            | 260                     |
|   | 12                               | 88                             | 58                             | 26                             | 50                      |
|   |                                  |                                | 315                            | 464                            | 451                     |
| utiler services (except public administration)  | 1/1                              | 156                            | 1/9                            | 193                            | 173                     |
|   | 4,402                            | 3,874                          | 3,856                          | 3,622                          | 3,187                   |
| Utner funds and financial vehicles  | -4,497                           | 3,742                          | 1,408                          | -5,162                         | -8,994                  |
| Administrative and support, waste management and remediation services<br>Educational services<br>Health care and social assistance<br>Arts, entertainment and recreation<br>Accommodation and food services<br>Other services (except public administration)<br>Management of companies and enterprises<br>Other funds and financial vehicles | -76<br>225<br>12<br>333<br>171   | -70<br>208<br>88<br>280<br>156 | -68<br>228<br>58<br>315<br>179 | -59<br>236<br>26<br>464<br>193 | -<br>2<br>4<br>1<br>3,1 |

#### Summary table of selected ratio – Debt to equity (ratio) and profit margin (%)

|   | 2001  | 2001  | 2002  | 2002  | 2002   |
|---|---|---|---|---|--|
|   | 3   | 4   | 1   | 2   | 3  |
|   |   | Deb   | t to equity (ratio)   |   |  |
| Total, all industries (excluding the industries, management of companies<br>and enterprises and other funds and financial vehicles)   | 0.934   | 0.935   | 0.952   | 0.936   | 0.928  |
| Total, non-financial industries (excluding management of companies and enterprises)   | 1.004   | 1.005   | 1.024   | 1.008   | 1.002  |
| Total, finance and insurance industries (excluding other funds and financial vehicles)  | 0.704   | 0.708   | 0.717   | 0.702   | 0.691  |
| Agriculture, forestry, fishing and hunting  | 1.997   | 2.030   | 1.981   | 1.954   | 1.933  |
| Dil and gas extraction and coal mining  | 0.872   | 0.885   | 1.008   | 0.989   | 1.015  |
| (ining (except oil, gas and coal)   | 0.463   | 0.506   | 0.496   | 0.477   | 0.481  |
| tilities  | 1.035   | 1.130   | 1.052   | 0.980   | 0.917  |
| onstruction   | 1.968   | 2.251   | 2.246   | 2.260   | 2.157  |
| <b>Nanufacturing</b>  | 0.609   | 0.609   | 0.615   | 0.607   | 0.593  |
| Vholesale trade   | 1.160   | 1.090   | 1.088   | 1.063   | 1.058  |
| Retail trade  | 1.108   | 1.157   | 1.142   | 1.134   | 1.090  |
| ransportation and warehousing   | 1.986   | 1.590   | 1.696   | 1.561   | 1.485  |
| nformation and cultural industries  | 1.066   | 1.136   | 1.276   | 1.309   | 1.289  |
| Ion-depository credit intermediation  | 6.683   | 7.061   | 6.746   | 6.611   | 6.324  |
| isurance carriers   | 0.167   | 0.193   | 0.189   | 0.193   | 0.192  |
| Ither financial intermediaries  | 0.567   | 0.556   | 0.573   | 0.579   | 0.152  |
|   | 0.413   |   |   | 0.424   | 0.331  |
| epository credit intermediation   |   | 0.420   | 0.431   |   |  |
| Real estate and rental and leasing  | 2.503   | 2.443   | 2.018   | 2.007   | 2.282  |
| Professional, scientific and technical services   | 0.673   | 0.684   | 0.813   | 0.757   | 0.746  |
| dministrative and support, waste management and remediation services  | 1.531   | 1.698   | 2.067   | 1.870   | 1.795  |
| ducational services   | 0.680   | 0.755   | 0.970   | 1.068   | 1.079  |
| lealth care and social assistance   | 1.810   | 1.498   | 1.387   | 1.531   | 1.553  |
| rts, entertainment and recreation   | 2.582   | 2.436   | 2.786   | 2.772   | 3.004  |
| ccommodation and food services  | 1.607   | 1.527   | 1.564   | 1.573   | 1.522  |
| ther services (except public administration)  | 1.640   | 1.762   | 1.557   | 1.520   | 1.313  |
| Management of companies and enterprises<br>Other funds and financial vehicles   | 0.253<br>0.253  | 0.269<br>0.251  | 0.293<br>0.246  | 0.306<br>0.263  | 0.309<br>0.273   |
|   |   | Pr  | ofit margin (%)   |   |  |
| Total, all industries (excluding the industries, management of companies  |   |   |   |   |  |
| and enterprises and other funds and financial vehicles)<br>Total, non-financial industries (excluding management of companies   | 6.6   | 6.0   | 6.4   | 7.0   | 7.0  |
| and enterprises)<br>Total, finance and insurance industries (excluding other funds and  | 5.3   | 5.1   | 5.4   | 6.0   | 6.2  |
| financial vehicles)   | 18.1  | 14.6  | 15.7  | 16.6  | 16.2   |
|   |   |   |   |   |  |
|   | 7.1   | 5.7   | 5.2   | 5.3   | 5.3  |
| il and gas extraction and coal mining   | 20.3  | 14.7  | 14.5  | 18.9  | 18.1   |
| Dil and gas extraction and coal mining  |   |   |   |   |  |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)   | 20.3<br>9.0<br>9.1  | 14.7<br>6.5<br>5.9  | 14.5<br>7.2<br>7.8  | 18.9<br>5.1<br>6.7  | 18.1<br>5.8<br>5.2   |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Jtilities  | 20.3<br>9.0<br>9.1<br>2.7   | 14.7<br>6.5<br>5.9<br>1.9   | 14.5<br>7.2<br>7.8<br>1.9   | 18.9<br>5.1<br>6.7<br>2.4   | 18.1<br>5.8<br>5.2<br>2.3  |
| Dil and gas extraction and coal mining<br>Aining (except oil, gas and coal)<br>Jtilities<br>Construction  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6   |
| Dil and gas extraction and coal mining<br>Aining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing   | 20.3<br>9.0<br>9.1<br>2.7   | 14.7<br>6.5<br>5.9<br>1.9   | 14.5<br>7.2<br>7.8<br>1.9   | 18.9<br>5.1<br>6.7<br>2.4   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1  |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Jtilities<br>Construction<br>Manufacturing<br>Wholesale trade  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1  |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8   | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7   | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6   |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Jtilities<br>Construction<br>Manufacturing<br>Nholesale trade<br>Retail trade<br>Fransportation and warehousing  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2   |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Vholesale trade<br>Retail trade<br>Transportation and warehousing<br>nformation and cultural industries  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4   | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8   | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2   |
| Vil and gas extraction and coal mining<br>Aining (except oil, gas and coal)<br>Utilities<br>Construction<br>Aanufacturing<br>Vholesale trade<br>Retail trade<br>Fransportation and warehousing<br>Information and cultural industries<br>Ion-depository credit intermediation   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6   | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0   | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0   |
| Dil and gas extraction and coal mining         Jining (except oil, gas and coal)         Jtilities         Construction         Anufacturing         Vholesale trade         Vetail trade         Transportation and warehousing         nformation and cultural industries         Jon-depository credit intermediation         nsurance carriers  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3<br>6.9   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0  |
| Dil and gas extraction and coal mining<br>dining (except oil, gas and coal)<br>Jtilities<br>Construction<br>Manufacturing<br>Vholesale trade<br>Retail trade<br>ransportation and warehousing<br>nformation and cultural industries<br>Jon-depository credit intermediation<br>nsurance carriers<br>Dther financial intermediaries  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3<br>6.9<br>26.6   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7<br>28.9  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7  |
| Dil and gas extraction and coal mining<br>dining (except oil, gas and coal)<br>titilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>nformation and cultural industries<br>Jon-depository credit intermediation<br>nsurance carriers<br>Dther financial intermediaries<br>Depository credit intermediation  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3  | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3<br>6.9<br>26.6<br>11.3   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2<br>13.5  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7<br>28.9<br>16.8  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1  |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>Information and cultural industries<br>Non-depository credit intermediation<br>Insurance carriers<br>Dither financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8  | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\$  | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2<br>13.5<br>21.4  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7<br>28.9<br>16.8<br>22.1  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4  |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>Information and cultural industries<br>Jon-depository credit intermediation<br>Insurance carriers<br>Dither financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing<br>Professional, scientific and technical services   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9                                     | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\ 3.0 \\ 100$   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2<br>13.5<br>21.4<br>3.7   | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7<br>28.9<br>16.8<br>22.1<br>4.0   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4<br>3.8   |
| Dil and gas extraction and coal mining<br>Aining (except oil, gas and coal)<br>Utilities<br>Construction<br>Aanufacturing<br>Vholesale trade<br>Vetail trade<br>Transportation and warehousing<br>Information and cultural industries<br>Jon-depository credit intermediation<br>Insurance carriers<br>Other financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing<br>Professional, scientific and technical services<br>Koministrative and support, waste management and remediation services   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3                              | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3<br>6.9<br>26.6<br>11.3<br>20.6<br>3.0<br>4.9   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2<br>13.5<br>21.4<br>3.7<br>4.3  | 18.9<br>5.1<br>6.7<br>2.4<br>6.2<br>3.1<br>3.0<br>9.3<br>11.2<br>39.0<br>4.7<br>28.9<br>16.8<br>22.1<br>4.0<br>5.2  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4<br>3.8<br>4.4  |
| All and gas extraction and coal mining<br>Aining (except oil, gas and coal)<br>Itilities<br>construction<br>Anufacturing<br>Vholesale trade<br>tetail trade<br>ransportation and warehousing<br>nformation and cultural industries<br>lon-depository credit intermediation<br>nsurance carriers<br>Other financial intermediaries<br>Depository credit intermediation<br>teal estate and rental and leasing<br>Professional, scientific and technical services<br>iduninistrative and support, waste management and remediation services<br>iducational services  | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3<br>-8.2                      | 14.7<br>6.5<br>5.9<br>1.9<br>5.5<br>2.6<br>2.7<br>6.0<br>7.7<br>42.3<br>6.9<br>26.6<br>11.3<br>20.6<br>3.0<br>4.9<br>-8.7   | 14.5<br>7.2<br>7.8<br>1.9<br>5.8<br>2.7<br>2.8<br>7.5<br>10.8<br>40.0<br>6.9<br>28.2<br>13.5<br>21.4<br>3.7<br>4.3<br>-7.6  | $18.9 \\ 5.1 \\ 6.7 \\ 2.4 \\ 6.2 \\ 3.1 \\ 3.0 \\ 9.3 \\ 11.2 \\ 39.0 \\ 4.7 \\ 28.9 \\ 16.8 \\ 22.1 \\ 4.0 \\ 5.2 \\ -6.2 \\ -6.2 \\ \end{array}$   | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4<br>3.8<br>4.4<br>4.4<br>-5.9                               |
| Dil and gas extraction and coal mining         Jining (except oil, gas and coal)         Jitilities         Construction         Anufacturing         Vholesale trade         Retail trade         ransportation and warehousing         nformation and cultural industries         Jon-depository credit intermediation         nsurance carriers         Other financial intermediaries         Depository credit intermediation         Real estate and rental and leasing         Professional, scientific and technical services         idministrative and support, waste management and remediation services         iducational services         iducational services   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3<br>-8.2<br>9.1               | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\ 3.0 \\ 4.9 \\ -8.7 \\ 8.3 \\ $  | $14.5 \\ 7.2 \\ 7.8 \\ 1.9 \\ 5.8 \\ 2.7 \\ 2.8 \\ 7.5 \\ 10.8 \\ 40.0 \\ 6.9 \\ 28.2 \\ 13.5 \\ 21.4 \\ 3.7 \\ 4.3 \\ -7.6 \\ 9.0 \\ 100$ | $18.9 \\ 5.1 \\ 6.7 \\ 2.4 \\ 6.2 \\ 3.1 \\ 3.0 \\ 9.3 \\ 11.2 \\ 39.0 \\ 4.7 \\ 28.9 \\ 16.8 \\ 22.1 \\ 4.0 \\ 5.2 \\ -6.2 \\ 8.7 \\ \end{bmatrix}$  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4<br>3.8<br>4.4<br>4.4<br>-5.9<br>8.6                        |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>Information and cultural industries<br>Non-depository credit intermediation<br>nsurance carriers<br>Dther financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing<br>Professional, scientific and technical services<br>Administrative and support, waste management and remediation services<br>Educational services<br>Health care and social assistance<br>Arts, entertainment and recreation   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3<br>-8.2<br>9.1<br>4.4        | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\ 3.0 \\ 4.9 \\ -8.7 \\ 8.3 \\ 7.6 \\ \end{bmatrix}$  | 14.57.27.81.95.82.72.87.510.840.06.928.213.521.43.74.3-7.69.07.1  | $18.9 \\ 5.1 \\ 6.7 \\ 2.4 \\ 6.2 \\ 3.1 \\ 3.0 \\ 9.3 \\ 11.2 \\ 39.0 \\ 4.7 \\ 28.9 \\ 16.8 \\ 22.1 \\ 4.0 \\ 5.2 \\ -6.2 \\ 8.7 \\ 4.8 \\ $  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>7.0<br>7.0<br>7.0<br>7.1<br>5.1<br>21.4<br>3.8<br>4.4<br>4.5<br>9<br>8.6<br>6.1 |
| Dil and gas extraction and coal mining<br>Mining (except oil, gas and coal)<br>Utilities<br>Construction<br>Manufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>nformation and cultural industries<br>Non-depository credit intermediation<br>nsurance carriers<br>Dther financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing<br>Professional, scientific and technical services<br>Administrative and support, waste management and remediation services<br>Educational services<br>Health care and social assistance<br>Accommodation and food services   | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3<br>-8.2<br>9.1               | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\ 3.0 \\ 4.9 \\ -8.7 \\ 8.3 \\ $  | $14.5 \\ 7.2 \\ 7.8 \\ 1.9 \\ 5.8 \\ 2.7 \\ 2.8 \\ 7.5 \\ 10.8 \\ 40.0 \\ 6.9 \\ 28.2 \\ 13.5 \\ 21.4 \\ 3.7 \\ 4.3 \\ -7.6 \\ 9.0 \\ 100$ | $18.9 \\ 5.1 \\ 6.7 \\ 2.4 \\ 6.2 \\ 3.1 \\ 3.0 \\ 9.3 \\ 11.2 \\ 39.0 \\ 4.7 \\ 28.9 \\ 16.8 \\ 22.1 \\ 4.0 \\ 5.2 \\ -6.2 \\ 8.7 \\ \end{bmatrix}$  | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>27.7<br>15.1<br>21.4<br>3.8<br>4.4<br>4.4<br>-5.9<br>8.6                        |
| Agriculture, forestry, fishing and hunting<br>Dil and gas extraction and coal mining<br>Wining (except oil, gas and coal)<br>Jtilities<br>Construction<br>Wanufacturing<br>Wholesale trade<br>Retail trade<br>Transportation and warehousing<br>nformation and cultural industries<br>Von-depository credit intermediation<br>nsurance carriers<br>Dther financial intermediaries<br>Depository credit intermediation<br>Real estate and rental and leasing<br>Professional, scientific and technical services<br>Administrative and support, waste management and remediation services<br>Educational services<br>Health care and social assistance<br>Arts, entertainment and recreation<br>Accommodation and food services<br>Dther services (except public administration)<br>Wanagement of companies and enterprises | 20.3<br>9.0<br>9.1<br>2.7<br>4.9<br>2.8<br>1.9<br>5.2<br>10.4<br>42.6<br>7.2<br>28.3<br>18.3<br>21.8<br>2.9<br>4.3<br>-8.2<br>9.1<br>4.4<br>5.4 | $14.7 \\ 6.5 \\ 5.9 \\ 1.9 \\ 5.5 \\ 2.6 \\ 2.7 \\ 6.0 \\ 7.7 \\ 42.3 \\ 6.9 \\ 26.6 \\ 11.3 \\ 20.6 \\ 3.0 \\ 4.9 \\ -8.7 \\ 8.3 \\ 7.6 \\ 5.5 \\ 1.5 $ | $14.5 \\ 7.2 \\ 7.8 \\ 1.9 \\ 5.8 \\ 2.7 \\ 2.8 \\ 7.5 \\ 10.8 \\ 40.0 \\ 6.9 \\ 28.2 \\ 13.5 \\ 21.4 \\ 3.7 \\ 4.3 \\ -7.6 \\ 9.0 \\ 7.1 \\ 6.1 \\ $   | $18.9 \\ 5.1 \\ 6.7 \\ 2.4 \\ 6.2 \\ 3.1 \\ 3.0 \\ 9.3 \\ 11.2 \\ 39.0 \\ 4.7 \\ 28.9 \\ 16.8 \\ 22.1 \\ 4.0 \\ 5.2 \\ -6.2 \\ 8.7 \\ 4.8 \\ 6.0 \\ 100$ | 18.1<br>5.8<br>5.2<br>2.3<br>6.6<br>3.1<br>3.2<br>10.0<br>11.2<br>38.0<br>7.0<br>7.7<br>15.1<br>21.4<br>3.8<br>4.4<br>-5.9<br>8.6<br>6.1<br>6.4                  |

#### Summary table of selected ratio - Return on equity (%) and return on capital employed (%)

|  | 2001  | 2001   | 2002   | 2002  | 2002   |
|--|---|--|--|---|--|
|  | 3   | 4  | 1  | 2   | 3  |
|  |   | Retu   | urn on equity (%)  |   |  |
| Total, all industries (excluding the industries, management of companies<br>and enterprises and other funds and financial vehicles)  | 7.1   | 6.5  | 8.0  | 8.4   | 8.6  |
| Total, non-financial industries (excluding management of companies<br>and enterprises)   | 6.9   | 6.9  | 8.1  | 8.6   | 9.0  |
| Fotal, finance and insurance industries (excluding other funds and financial vehicles)   | 7.9   | 5.4  | 7.9  | 7.5   | 7.3  |
| griculture, forestry, fishing and hunting  | 15.1  | 15.0   | 11.8   | 10.1  | 10.4   |
| bil and gas extraction and coal mining   | 8.2   | 8.8  | 8.6  | 9.5   | 10.2   |
| lining (except oil, gas and coal)  | 0.8   | -1.3   | 5.3  | 2.8   | 1.6  |
| tilities   | 13.7  | 14.3   | 15.7   | 16.3  | 7.4  |
| onstruction  | 12.0  | 7.1  | 12.8   | 6.0   | 10.  |
| anufacturing   | 5.4   | 6.0  | 6.2  | 8.0   | 7.   |
| /holesale trade  | 12.1  | 12.2   | 10.8   | 13.7  | 13.  |
| etail trade  | 8.9   | 12.1   | 10.4   | 14.0  | 14.  |
| ansportation and warehousing   | 2.8   | 2.5  | 7.2  | 12.4  | 13.8   |
| formation and cultural industries  | 0.5   | 1.1  | 3.8  | -4.8  | 4.   |
| on-depository credit intermediation  | 12.6  | 15.4   | 14.7   | 14.2  | 13.  |
| surance carriers   | 5.3   | 5.6  | 6.6  | 3.8   | 5.   |
|  |   |  |  |   |  |
| ther financial intermediaries  | 10.4  | 8.3  | 10.9   | 11.4  | 11.  |
| epository credit intermediation  | 7.1   | 2.0  | 5.7  | 6.6   | 5.   |
| eal estate and rental and leasing  | 12.1  | 9.7  | 10.9   | 11.8  | 11.  |
| rofessional, scientific and technical services   | 11.0  | 11.4   | 13.4   | 12.7  | 13.  |
| dministrative and support, waste management and remediation services   | 20.6  | 14.7   | 22.0   | 29.6  | 23.  |
| ducational services  | -29.7   | -30.5  | -34.7  | -32.4   | -33.   |
| ealth care and social assistance   | 19.7  | 16.3   | 16.5   | 17.2  | 19.  |
| rts, entertainment and recreation  | 2.1   | 12.4   | 10.2   | 4.2   | 8.   |
| ccommodation and food services   | 10.4  | 8.3  | 9.5  | 13.8  | 12.  |
| ther services (except public administration)   | 13.8  | 13.2   | 13.8   | 14.3  | 13.1   |
| lanagement of companies and enterprises<br>ther funds and financial vehicles   | 7.0<br>-3.7   | 6.3<br>2.9   | 6.3<br>1.1   | 6.1<br>-3.9   | 5.3<br>-7.0  |
|  |   | -  | n capital employed   |   |  |
|  |   | neturn or  |  | (70)  |  |
| otal, all industries (excluding the industries, management of companies<br>and enterprises and other funds and financial vehicles)<br>otal, non-financial industries (excluding management of companies  | 5.9   | 5.6  | 6.2  | 6.4   | 6.5  |
| and enterprises)<br>Total, finance and insurance industries (excluding other funds and   | 5.5   | 5.6  | 6.0  | 6.3   | 6.5  |
| financial vehicles)  | 7.6   | 5.7  | 6.8  | 6.8   | 6.4  |
| griculture, forestry, fishing and hunting  | 7.6   | 7.3  | 6.1  | 5.5   | 5.5  |
| il and gas extraction and coal mining  | 5.9   | 6.4  | 6.2  | 7.0   | 6.3  |
| ining (except oil, gas and coal)   | 1.7   | 0.3  | 4.4  | 2.7   | 1.   |
| tilities   | 9.6   | 9.6  | 8.6  | 10.7  | 7.   |
| onstruction  | 5.6   | 4.3  | 5.8  | 4.0   | 5.   |
|  | 5.0   | 5.5  | 5.4  | 6.4   | 6.   |
| anutacturing   |   | 7.9  | 7.0  | 8.4   | 8.4  |
|  |   |  |  | 8.7   | 9.5  |
| /holesale trade  | 7.7   |  | 71   |   |  |
| /holesale trade<br>etail trade   | 7.7<br>6.5  | 7.7  | 7.1  |   | Q .  |
| /holesale trade<br>etail trade<br>ansportation and warehousing   | 7.7<br>6.5<br>4.0   | 7.7<br>4.5   | 5.8  | 8.0   |  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries  | 7.7<br>6.5<br>4.0<br>3.0  | 7.7<br>4.5<br>3.1  | 5.8<br>4.4   | 8.0<br>0.4  | 4.   |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4   | 7.7<br>4.5<br>3.1<br>5.3   | 5.8<br>4.4<br>5.3  | 8.0<br>0.4<br>5.4   | 4.<br>5.   |
| /holesale trade<br>etail trade<br>ransportation and warehousing<br>iformation and cultural industries<br>on-depository credit intermediation<br>isurance carriers  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8  | 7.7<br>4.5<br>3.1<br>5.3<br>5.0  | 5.8<br>4.4<br>5.3<br>5.8   | 8.0<br>0.4<br>5.4<br>3.5  | 4.1<br>5.3<br>4.9  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7   | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2   | 5.8<br>4.4<br>5.3<br>5.8<br>8.7  | 8.0<br>0.4<br>5.4<br>3.5<br>9.0   | 4.<br>5.<br>4.   |
| Tholesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8  | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0  | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8   | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8  | 4.<br>5.<br>4.<br>8.<br>6.   |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>isurance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5   | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9   | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0  | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1   | 4.<br>5.<br>4.<br>8.<br>6.   |
| Inolesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8  | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0  | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8   | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6  | 4.<br>5.<br>4.9<br>8.9<br>6.2  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>isurance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5   | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9   | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0  | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1                                      | 4.<br>5.<br>4.<br>8.<br>6.<br>8.   |
| Tholesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9  | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3  | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8   | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6  | 4.<br>5.<br>4.<br>8.<br>6.<br>6.<br>8.<br>8.<br>11.  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>duninistrative and support, waste management and remediation services<br>ducational services  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5                             | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3<br>7.8<br>-16.1  | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2                             | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2                             | 4.<br>5.<br>4.<br>8.<br>6.<br>6.<br>8.<br>11.<br>-14.  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services<br>fucational services<br>ealth care and social assistance   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5<br>9.8                      | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3<br>7.8<br>-16.1<br>9.1   | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2<br>9.3                      | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2<br>9.0                      | 4.<br>5<br>4.<br>8.<br>6.<br>6.<br>8.<br>11.<br>-14.<br>10.  |
| /holesale trade<br>etail trade<br>ansportation and warehousing<br>formation and cultural industries<br>on-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services<br>ducational services<br>ealth care and social assistance<br>rts, entertainment and recreation  | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5<br>9.8<br>3.1               | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3<br>7.8<br>-16.1<br>9.1<br>5.9  | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2<br>9.3<br>5.2               | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2<br>9.0<br>3.7               | 4.<br>5.<br>4.9<br>8.9<br>6.2<br>6.3<br>8.0<br>11.<br>-14.1<br>10.<br>4.9                          |
| /holesale trade<br>etail trade<br>ransportation and warehousing<br>iformation and cultural industries<br>on-depository credit intermediation<br>isurance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services<br>ducational services<br>ealth care and social assistance<br>rts, entertainment and recreation<br>ccommodation and food services   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5<br>9.8<br>3.1<br>6.7        | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3<br>7.8<br>-16.1<br>9.1<br>5.9<br>5.7                                       | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2<br>9.3<br>5.2<br>6.5        | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2<br>9.0<br>3.7<br>7.9        | 4.7<br>5.3<br>4.9<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2            |
| /holesale trade<br>etail trade<br>ransportation and warehousing<br>iformation and cultural industries<br>on-depository credit intermediation<br>isurance carriers<br>ther financial intermediaries<br>epository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services<br>ducational services<br>ealth care and social assistance<br>rts, entertainment and recreation<br>ccommodation and food services<br>ther services (except public administration)   | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5<br>9.8<br>3.1<br>6.7<br>7.4 | $\begin{array}{c} 7.7 \\ 4.5 \\ 3.1 \\ 5.3 \\ 5.0 \\ 7.2 \\ 5.0 \\ 5.9 \\ 8.3 \\ 7.8 \\ -16.1 \\ 9.1 \\ 5.9 \\ 5.7 \\ 6.7 \end{array}$ | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2<br>9.3<br>5.2<br>6.5<br>7.3 | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2<br>9.0<br>3.7<br>7.9<br>7.5 | 8.7<br>4.7<br>5.5<br>8.9<br>6.2<br>6.2<br>6.2<br>8.8<br>11.7<br>-14.7<br>10.7<br>4.9<br>7.5<br>7.5 |
| lanufacturing<br>/holesale trade<br>letail trade<br>ransportation and warehousing<br>nformation and cultural industries<br>lon-depository credit intermediation<br>surance carriers<br>ther financial intermediaries<br>lepository credit intermediation<br>eal estate and rental and leasing<br>rofessional, scientific and technical services<br>dministrative and support, waste management and remediation services<br>ducational services<br>lealth care and social assistance<br>rts, entertainment and recreation<br>ccommodation and food services<br>ther services (except public administration)<br>lanagement of companies and enterprises<br>ther funds and financial vehicles | 7.7<br>6.5<br>4.0<br>3.0<br>5.4<br>4.8<br>8.7<br>9.8<br>6.5<br>7.9<br>10.4<br>-16.5<br>9.8<br>3.1<br>6.7        | 7.7<br>4.5<br>3.1<br>5.3<br>5.0<br>7.2<br>5.0<br>5.9<br>8.3<br>7.8<br>-16.1<br>9.1<br>5.9<br>5.7                                       | 5.8<br>4.4<br>5.3<br>5.8<br>8.7<br>6.8<br>7.0<br>8.8<br>9.7<br>-16.2<br>9.3<br>5.2<br>6.5        | 8.0<br>0.4<br>5.4<br>3.5<br>9.0<br>7.8<br>7.1<br>8.6<br>13.1<br>-14.2<br>9.0<br>3.7<br>7.9        | 4.7<br>5.3<br>4.9<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2<br>6.2            |

#### Total all industries (excluding the industries, management of companies and enterprises and other funds and financial vehicles)

|   | 2001  | 2001  | 2002  | 2002  | 2002  |
|---|---|---|---|---|---|
|   | 3   | 4   | 1   | 2   | 3   |
|   |   |   | millions of dollars   |   |   |
|   |   |   | Balance sheet   |   |   |
| <b>Total assets</b>   | <b>3,723,993</b>  | <b>3,722,582</b>  | <b>3,776,084</b>  | <b>3,819,022</b>  | <b>3,852,600</b>  |
| Cash and deposits   | 114,138   | 116,167   | 116,783   | 124,677   | 121,501   |
| Accounts receivable and accrued revenue   | 280,447   | 271,799   | 286,225   | 294,855   | 298,410   |
| Inventories   | 200,355   | 194,334   | 203,953   | 207,240   | 207,809   |
| Investments and accounts with affiliates  | 573,507   | 583,911   | 590,729   | 592.855   | 603,319   |
| Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans | 469,564<br>937,021<br>433,871<br>503,151<br>-17,323<br>48,712 | 484,315<br>938,310<br>442,645<br>495,664<br>-14,369<br>45,853 | 493,702<br>950,195<br>446,195<br>504,001<br>-19,153<br>45,581 | 505,565<br>960,267<br>454,920<br>505,347<br>-21,144<br>42,272 | 498,405<br>965,757<br>459,596<br>506,161<br>-21,369<br>42,212 |
| Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                        | 46,712<br>783,360<br>334,218                                  | 45,853<br>779,049<br>323,216                                  | 45,581<br>787,172<br>320,899                                  | 42,272<br>791,852<br>320,587                                  | 798,977<br>337,581  |
| <b>Total liabilities</b>  | <b>2,761,670</b>  | <b>2,768,012</b>  | <b>2,802,368</b>  | <b>2,821,447</b>  | <b>2,839,873</b>  |
| Deposits  | 873,162   | 898,417   | 902,486   | 901,577   | 910,252   |
| Actuarial liabilities of insurers   | 127,046   | 128,359   | 129,228   | 130,011   | 132,043   |
| Accounts payable and accrued liabilities  | 356,702   | 354,241   | 361,217   | 367,110   | 370,632   |
| Loans and accounts with affiliates  | 299,061   | 301,389   | 326,447   | 334,095   | 335,176   |
| Borrowings  | 599,460   | 590,731   | 600,230   | 599,209   | 604,780   |
| Loans and overdrafts  | 209,426   | 215,901   | 225,352   | 230,145   | 232,439   |
| From banks  | 124,921   | 129,511   | 138,297   | 139,114   | 141,673   |
| From others   | 84,506  | 86,390  | 87,055  | 91,030  | 90,767  |
| Bankers' acceptances and paper  | 68,545  | 63,796  | 63,878  | 62,520  | 62,855  |
| Bonds and debentures  | 246,520   | 237,438   | 237,053   | 233,131   | 233,264   |
| Mortgages   | 74,968  | 73,596  | 73,947  | 73,412  | 76,222  |
| Deferred income tax   | 67,962  | 66,090  | 65,146  | 65,887  | 66,183  |
| Bank customers' liabilities under acceptances   | 48,712  | 45,853  | 45,581  | 42,272  | 42,212  |
| Other liabilities   | 389,566   | 382,934   | 372,034   | 381,286   | 378,595   |
| <b>Total, equity</b>  | <b>962,324</b>  | <b>954,571</b>  | <b>973,716</b>  | <b>997,575</b>  | <b>1,012,727</b>  |
| Share capital   | 506,087   | 505,642   | 525,369   | 536,595   | 541,510   |
| Contributed surplus and other   | 97,998  | 98,462  | 101,556   | 101,921   | 102,504   |
| Retained earnings   | 358,238   | 350,466   | 346,790   | 359,059   | 368,713   |
| Unitholders' equity   | 0   | 0   | 0   | 0   | 0   |
| Liability to policyholders  | 0   | 0   | 0   | 0   | 0   |
|   |   |   | Income statement  |   |   |
| <b>Operating revenue</b>  | <b>543,518</b>  | <b>533,163</b>  | <b>533,892</b>  | <b>569,857</b>  | <b>574,231</b>  |
| Sales of goods and services   | 482,152   | 473,632   | 473,572   | 509,489   | 512,130   |
| Premiums  | 11,344  | 11,386  | 11,537  | 11,770  | 12,098  |
| Annuity considerations  | 1,062   | 1,055   | 2,252   | 1,214   | 1,199   |
| Interest revenue, operating   | 22,470  | 21,727  | 19,969  | 19,316  | 19,824  |
| Dividend revenue, operating   | 2,327   | 2,367   | 2,176   | 2,216   | 2,258   |
| Gains on sale of securities and other assets  | 1,079   | 1,114   | 898   | 960   | 1,122   |
| Other operating revenue   | 23,085  | 21,882  | 23,488  | 24,892  | 25,601  |
| <b>Operating expenses</b>   | <b>506,896</b>  | <b>502,121</b>  | <b>500,123</b>  | <b>529,979</b>  | <b>532,572</b>  |
| Insurance claims incurred   | 7,868   | 8,104   | 7,835   | 7,759   | 8,127   |
| Annuity claims incurred   | 2,085   | 2,439   | 2,596   | 2,260   | 2,018   |
| Normal increase in actuarial liabilities  | 862   | 1,102   | 1,749   | 756   | 1,241   |
| Depreciation, depletion and amortization  | 22,721  | 24,149  | 23,190  | 24,520  | 24,859  |
| Interest expense, operating   | 8,320   | 7,506   | 6,016   | 5,474   | 5,743   |
| Other operating expenses  | 465,042   | 458,822   | 458,737   | 489,210   | 490,585   |
| <b>Operating profit</b>   | <b>36,621</b>   | <b>31,043</b>   | <b>33,769</b>   | <b>39,878</b>   | <b>41,659</b>   |
| Interest and dividend revenue   | 3,979   | 4,123   | 3,455   | 3,684   | 3,428   |
| Interest expense on borrowing   | 14,440  | 14,220  | 13,649  | 13,913  | 14,047  |
| Gains/losses  | -3,550  | -993  | 758   | -832  | -1,495  |
| <b>Profit before income tax</b>   | <b>22,611</b>   | <b>19,953</b>   | <b>24,333</b>   | <b>28,816</b>   | <b>29,546</b>   |
| Income tax  | 7,176   | 6,840   | 7,835   | 9,344   | 9,304   |
| Equity in affiliates' earnings  | 2,005   | 1,969   | 2,127   | 2,215   | 2,220   |
| <b>Profit before extraordinary gains</b>  | <b>17,439</b>   | <b>15,082</b>   | <b>18,625</b>   | <b>21,687</b>   | <b>22,461</b>   |
| Extraordinary gains   | -78   | -40   | -29   | 24  | -57   |
| Net profit  | 17,361  | 15,042  | 18,595  | 21,711  | 22,405  |

#### Total all industries (excluding the industries, management of companies and enterprises and other funds and financial vehicles)

|  | 2001             | 2001                                | 2002                | 2002             | 2002            |  |  |
|--|------------------|-------------------------------------|---------------------|------------------|-----------------|--|--|
|  | 3                | 4                                   | 1                   | 2                | 3               |  |  |
|  |                  | r                                   | nillions of dollars |                  |                 |  |  |
|  |                  | Statement of                        | changes in financi  | al position      |                 |  |  |
| Cash from operating activities                             | 39,289           | 34,201                              | 42,530              | 53,528           | 25,552          |  |  |
| let profit   | 17,838           | 12,885                              | 18,969              | 23,916           | 23,542          |  |  |
| lon-cash items<br>Depreciation, depletion and amortization | 21,521<br>22,574 | 19,775<br>23,987                    | 24,379<br>22,432    | 30,955<br>24,366 | 4,383<br>24,305 |  |  |
| Deferred income tax  | -236             | -106                                | -173                | 24,300           | 24,300          |  |  |
| Working capital  | -2.825           | 4,402                               | -3,890              | -8,410           | -25             |  |  |
| Other non-cash items                                       | 2,007            | -8,508                              | 6,010               | 14,711           | -20,183         |  |  |
| rior period cash transactions                              | -70              | 1,540                               | -818                | -1,344           | -2,373          |  |  |
| ash from financing activities                              | 35,306           | 36,094                              | 33,514              | 11,670           | 17,897          |  |  |
| crease in deposits   | 19,419           | 25,535                              | 7,285               | -587             | 7,743           |  |  |
| prrowings from banks                                       | 145              | 5,341                               | -1,884              | -90<br>5 124     | 438             |  |  |
| prrowings from affiliates<br>ther borrowings               | 10,370<br>-2,523 | 3,915<br>-7,617                     | 8,886<br>8,883      | 5,134<br>-3,115  | 2,594<br>1,972  |  |  |
| Bankers' acceptances and paper                             | -1,387           | -4,671                              | -940                | -1,996           | 1,972           |  |  |
| Bonds and debentures                                       | 3,729            | -9,259                              | 6,770               | -3,376           | 376             |  |  |
| Mortgages  | 504              | 727                                 | 120                 | -471             | 1,178           |  |  |
| Other borrowings, not elsewhere classified                 | -5,369           | 5,585                               | 2,933               | 2,728            | -691            |  |  |
| quity  | 7,895            | 8,920                               | 10,344              | 10,327           | 5,150           |  |  |
| Total cash available                                       | 74,595           | 70,295                              | 76,045              | 65,198           | 43,449          |  |  |
| pplications  |                  |                                     |                     |                  |                 |  |  |
| cash applied to investment activities                      | 34,218           | 33,136                              | 35,276              | 27,734           | 7,990           |  |  |
| ivestments in affiliates                                   | 8,260            | 15,048                              | 9,988               | 6,264            | 10,230          |  |  |
| ortfolio investments                                       | -3,694           | 15,219                              | 9,759               | 10,762           | -7,881          |  |  |
| Dans   | 29,652           | 2,869                               | 15,529              | 10,708           | 5,640           |  |  |
| Mortgage loans<br>Non-mortgage loans                       | 10,420<br>19,232 | 9,482<br>-6,612                     | 4,777<br>10,753     | 8,820<br>1,888   | 4,605<br>1,035  |  |  |
| ash applied to fixed assets                                | 2,298            | 6,110                               | 5,219               | -3,287           | 4,317           |  |  |
| cash applied to dividends                                  | 12,912           | 13,652                              | 11,027              | 11,481           | 11,129          |  |  |
| Total applications of cash                                 | 49,428           | 52,899                              | 51,523              | 35,927           | 23,436          |  |  |
| ncrease/decrease in cash                                   | 25,167           | 17,396                              | 24,522              | 29,271           | 20,014          |  |  |
|  |                  | Selected items, seasonally adjusted |                     |                  |                 |  |  |
| Dperating revenue  | 542,401          | 530,872                             | 545,538             | 563,376          | 571,252         |  |  |
| Operating profit   | 35,672           | 31,812                              | 34,751              | 39,265           | 40,284          |  |  |
| rofit before extraordinary gains                           | 17,102           | 15,563                              | 19,517              | 20,849           | 21,784          |  |  |
| let profit   | 17,180           | 15,603                              | 19,546              | 20,826           | 21,841          |  |  |
|  |                  |                                     | Selected ratios     |                  |                 |  |  |
| Debt to equity (ratio)                                     | 0.934            | 0.935                               | 0.952               | 0.936            | 0.928           |  |  |
| rofit margin (%)   | 6.6              | 6.0                                 | 6.4                 | 7.0              | 7.0             |  |  |
| leturn on equity (%)<br>leturn on capital employed (%)     | 7.1<br>5.9       | 6.5<br>5.6                          | 8.0<br>6.2          | 8.4<br>6.4       | 8.6<br>6.5      |  |  |
|  |                  | Percentag                           | e change of selecte | ed items         |                 |  |  |
| Operating revenue (S.A.)                                   | -1.7             | -2.1                                | 2.8                 | 3.3              | 1.4             |  |  |
| Operating expenses (S.A.)                                  | -1.2             | -1.5                                | 2.4                 | 2.6              | 1.3             |  |  |
| Operating profit (S.A.)                                    | -8.2             | -10.8                               | 9.2                 | 13.0             | 2.6             |  |  |

#### Total non-financial industries (excluding management of companies and enterprises)

|   | 2001  | 2001  | 2002  | 2002  | 2002   |
|---|---|---|---|---|--|
|   | 3   | 4   | 1   | 2   | 3  |
|   |   |   | millions of dollars   |   |  |
|   |   |   | Balance sheet   |   |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net  | <b>1,927,613</b><br>84,401<br>235,910<br>200,352<br>399,751<br>38,039<br>33,720<br>9,666<br>24,053<br>0<br>0<br>746,271   | <b>1,905,616</b><br>80,466<br>233,196<br>194,332<br>400,669<br>36,981<br>33,202<br>9,327<br>23,876<br>0<br>0<br>742,345   | <b>1,959,882</b><br>86,670<br>246,186<br>203,951<br>402,684<br>39,820<br>31,385<br>8,623<br>22,761<br>0<br>0<br>751,438   | <b>1,982,237</b><br>91,582<br>254,506<br>207,237<br>403,119<br>41,514<br>31,079<br>8,846<br>22,232<br>0<br>0<br>755,027                         | <b>1,998,633</b><br>91,214<br>257,443<br>207,807<br>408,622<br>42,298<br>29,163<br>8,724<br>20,439<br>0<br>0<br>761,121                        |
| Other assets  | 189,171   | 184,425   | 197,751   | 198,173   | 200,965  |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} \textbf{1,190,988}\\ 0\\ 0\\ 279,361\\ 241,361\\ 498,301\\ 193,631\\ 118,367\\ 75,264\\ 49,133\\ 184,364\\ 71,173\\ 63,244\\ 0\\ 108,721\\ \end{array}$ | $\begin{array}{c} \textbf{1,177,578}\\ 0\\ 0\\ 279,473\\ 242,045\\ 489,761\\ 199,956\\ 122,970\\ 76,986\\ 45,954\\ 173,960\\ 69,891\\ 61,406\\ 0\\ 104,893\\ \end{array}$ | $\begin{array}{c} \textbf{1,215,649} \\ 0 \\ 0 \\ 286,250 \\ 264,769 \\ 497,361 \\ 208,326 \\ 132,390 \\ 75,936 \\ 44,823 \\ 173,459 \\ 70,752 \\ 60,576 \\ 0 \\ 106,692 \end{array}$ | <b>1,221,626</b><br>0<br>289,405<br>272,107<br>494,777<br>211,333<br>132,521<br>78,811<br>42,904<br>170,240<br>70,300<br>61,506<br>0<br>103,831 | <b>1,226,232</b><br>0<br>290,708<br>272,731<br>501,232<br>213,325<br>134,761<br>78,564<br>43,237<br>170,606<br>74,064<br>62,397<br>0<br>99,164 |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>736,626</b><br>410,271<br>79,860<br>246,495<br>0<br>0  | <b>728,038</b><br>408,982<br>80,605<br>238,450<br>0<br>0  | <b>744,234</b><br>426,170<br>83,787<br>234,277<br>0<br>0  | <b>760,611</b><br>432,365<br>84,383<br>243,863<br>0<br>0  | <b>772,401</b><br>436,878<br>85,337<br>250,186<br>0<br>0   |
|   |   |   | Income statement  |   |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue  | <b>491,565</b><br>472,577<br>0<br>0<br>0<br>0<br>0<br>18,990  | <b>482,671</b><br>464,202<br>0<br>0<br>0<br>0<br>0<br>0<br>18,470   | <b>483,304</b><br>464,168<br>0<br>0<br>0<br>0<br>0<br>19,136  | <b>520,257</b><br>499,348<br>0<br>0<br>0<br>0<br>0<br>20,909  | <b>524,525</b><br>502,476<br>0<br>0<br>0<br>0<br>22,049  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | <b>464,337</b><br>0<br>0<br>20,960<br>0<br>443,378  | <b>458,709</b><br>0<br>0<br>22,459<br>0<br>436,249  | <b>457,527</b><br>0<br>0<br>21,653<br>0<br>435,874  | <b>488,931</b><br>0<br>0<br>22,917<br>0<br>466,013  | <b>490,852</b><br>0<br>0<br>23,204<br>0<br>467,648   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>27,228</b><br>3,979<br>10,877<br>-3,385  | <b>23,963</b><br>4,123<br>10,830<br>-964  | <b>25,777</b><br>3,455<br>10,755<br>785   | <b>31,326</b><br>3,684<br>10,976<br>-555  | <b>33,673</b><br>3,428<br>11,245<br>-1,425   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | <b>16,944</b><br>5,582<br>1,600   | <b>16,292</b><br>5,617<br>1,400   | <b>19,262</b><br>6,712<br>1,577   | <b>23,479</b><br>8,008<br>1,679   | <b>24,431</b><br>8,052<br>1,647  |
| Profit before extraordinary gains<br>Extraordinary gains  | <b>12,962</b><br>-11  | <b>12,074</b><br>8  | <b>14,127</b><br>7  | <b>17,151</b><br>73   | <b>18,025</b><br>1   |
| Net profit  | 12,951  | 12,082  | 14,134  | 17,224  | 18,026   |

#### Total non-financial industries (excluding management of companies and enterprises)

|  | 2001  | 2001  | 2002   | 2002   | 2002  |  |  |  |
|--|---|---|--|--|---|--|--|--|
|  | 3   | 4   | 1  | 2  | 3   |  |  |  |
|  | millions of dollars   |   |  |  |   |  |  |  |
|  |   | Statement of  | changes in financi   | al position  |   |  |  |  |
| Cash from operating activities<br>let profit<br>lon-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>30,900</b><br>13,651<br>17,108<br>20,818<br>-482<br>-2,384<br>-844<br>141            | <b>27,787</b><br>10,266<br>16,046<br>22,308<br>-338<br>2,434<br>-8,358<br>1,476           | <b>23,272</b><br>14,860<br>9,074<br>20,936<br>-418<br>-1,946<br>-9,499<br>-661           | <b>29,550</b><br>19,465<br>11,502<br>22,771<br>287<br>-8,577<br>-2,980<br>-1,418           | <b>29,065</b><br>19,864<br>11,727<br>22,651<br>284<br>-2,376<br>-8,833<br>-2,526    |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>18,424</b><br>0<br>283<br>11,470<br>-158<br>1,299<br>2,367<br>542<br>-4,366<br>6,829 | <b>6,268</b><br>0<br>5,403<br>936<br>-8,272<br>-3,338<br>-10,846<br>746<br>5,165<br>8,200 | <b>22,217</b><br>0<br>-1,411<br>7,900<br>6,962<br>-941<br>6,242<br>141<br>1,520<br>8,767 | <b>1,909</b><br>0<br>-449<br>3,377<br>-4,257<br>-2,616<br>-2,726<br>-481<br>1,566<br>3,237 | <b>13,206</b><br>0<br>956<br>2,179<br>1,928<br>850<br>661<br>1,190<br>-773<br>8,144 |  |  |  |
| Total cash available   | 49,324  | 34,055  | 45,490   | 31,459   | 42,271  |  |  |  |
| Applications   |   |   |  |  |   |  |  |  |
| Cash applied to investment activities<br>nvestments in affiliates<br>Portfolio investments<br>.oans<br>Mortgage loans<br>Non-mortgage loans  | <b>17,806</b><br>16,790<br>416<br>601<br>-189<br>790                                    | <b>4,319</b><br>3,600<br>397<br>322<br>46<br>277  | <b>9,774</b><br>9,263<br>1,286<br>-774<br>91<br>-865                                     | <b>1,287</b><br>2,642<br>-1,039<br>-316<br>134<br>-449                                     | <b>7,968</b><br>7,118<br>605<br>246<br>-82<br>327                                   |  |  |  |
| Cash applied to fixed assets   | 1,126   | 5,844   | 5,118  | -3,735   | 4,052   |  |  |  |
| ash applied to dividends   | 10,434  | 10,699  | 8,595  | 9,107  | 8,920   |  |  |  |
| Total applications of cash   | 29,367  | 20,863  | 23,487   | 6,660  | 20,940  |  |  |  |
| ncrease/decrease in cash   | 19,957  | 13,192  | 22,003   | 24,799   | 21,332  |  |  |  |
|  |   | Selected i  | tems, seasonally a   | djusted  |   |  |  |  |
| )perating revenue<br>)perating profit<br>rofit before extraordinary gains<br>let profit  | 490,004<br>26,176<br>12,650<br>12,662   | 480,612<br>24,492<br>12,502<br>12,494   | 495,486<br>26,914<br>14,984<br>14,977  | 513,584<br>31,014<br>16,379<br>16,306  | 521,074<br>32,151<br>17,381<br>17,380   |  |  |  |
|  |   |   | Selected ratios  |  |   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.004<br>5.3<br>6.9<br>5.5  | 1.005<br>5.1<br>6.9<br>5.6  | 1.024<br>5.4<br>8.1<br>6.0   | 1.008<br>6.0<br>8.6<br>6.3   | 1.002<br>6.2<br>9.0<br>6.5  |  |  |  |
|  |   | Percentage  | e change of selecte  | d items  |   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -1.8<br>-1.2<br>-12.0   | -1.9<br>-1.7<br>-6.4  | 3.1<br>2.7<br>9.9  | 3.6<br>3.0<br>15.2   | 1.5<br>1.3<br>3.7   |  |  |  |

#### Total finance and insurance industries (excluding other funds and financial vehicles)

|   | 2001                     | 2001                     | 2002                      | 2002                      | 2002                      |
|---|--------------------------|--------------------------|---------------------------|---------------------------|---------------------------|
|   | 3                        | 4                        | 1                         | 2                         | 3                         |
|   |                          |                          | millions of dollars       |                           |                           |
|   |                          |                          | Balance sheet             |                           |                           |
| Total assets                                  | <b>1,796,380</b>         | <b>1,816,966</b>         | <b>1,816,201</b>          | <b>1,836,785</b>          | <b>1,853,967</b>          |
| Cash and deposits                             | 29,737                   | 35,701                   | 30,114                    | 33,094                    | 30,287                    |
| Accounts receivable and accrued revenue       | 44,536                   | 38,604                   | 40,040                    | 40,349                    | 40,967                    |
| Inventories                                   | 2                        | 2                        | 2                         | 2                         | 2                         |
| Investments and accounts with affiliates      | 173,756                  | 183,242                  | 188,045                   | 189,735                   | 194,697                   |
| Portfolio investments                         | 431,524                  | 447,334                  | 453,882                   | 464,050                   | 456,107                   |
| Loans   | 903,302                  | 905,107                  | 918,811                   | 929,188                   | 936,593                   |
| Mortgage                                      | 424,204                  | 433,319                  | 437,572                   | 446,073                   | 450,872                   |
| Non-mortgage                                  | 479,098                  | 471,789                  | 481,239                   | 483,115                   | 485,721                   |
| Allowance for losses on investments and loans | -17,323                  | -14,369                  | -19,153                   | -21,144                   | -21,369                   |
| Bank customers' liabilities under acceptances | 48,712                   | 45,853                   | 45,581                    | 42,272                    | 42,212                    |
| Capital assets, net                           | 37,089                   | 36,703                   | 35,734                    | 36,826                    | 37,857                    |
| Other assets                                  | 145,047                  | 138,791                  | 123,149                   | 122,414                   | 136,616                   |
| <b>Total liabilities</b>                      | <b>1,570,682</b>         | <b>1,590,434</b>         | <b>1,586,719</b>          | <b>1,599,821</b>          | <b>1,613,641</b>          |
| Deposits                                      | 873,162                  | 898,417                  | 902,486                   | 901,577                   | 910,252                   |
| Actuarial liabilities of insurers             | 127,046                  | 128,359                  | 129,228                   | 130,011                   | 132,043                   |
| Accounts payable and accrued liabilities      | 77,341                   | 74,767                   | 74,967                    | 77,705                    | 79,924                    |
| Loans and accounts with affiliates            | 57,700                   | 59,344                   | 61,677                    | 61,988                    | 62,446                    |
| Borrowings                                    | 101,159                  | 100,970                  | 102,869                   | 104,432                   | 103,548                   |
| Loans and overdrafts                          | 15,796                   | 15,945                   | 17,026                    | 18,812                    | 19,115                    |
| From others<br>Bankers' acceptances and paper | 6,554<br>9,242<br>19,413 | 6,541<br>9,404<br>17,841 | 5,907<br>11,119<br>19,055 | 6,593<br>12,219<br>19,616 | 6,912<br>12,203<br>19,618 |
| Bonds and debentures                          | 62,156                   | 63,478                   | 63,594                    | 62,892                    | 62,658                    |
| Mortgages                                     | 3,795                    | 3,705                    | 3,194                     | 3,112                     | 2,158                     |
| Deferred income tax                           | 4,719                    | 4,684                    | 4,570                     | 4,381                     | 3,786                     |
| Bank customers' liabilities under acceptances | 48,712                   | 45,853                   | 45,581                    | 42,272                    | 42,212                    |
| Other liabilities                             | 280,845                  | 278,040                  | 265,342                   | 277,455                   | 279,432                   |
| <b>Total, equity</b>                          | <b>225,698</b>           | <b>226,532</b>           | <b>229,482</b>            | <b>236,964</b>            | <b>240,326</b>            |
| Share capital                                 | 95,816                   | 96,660                   | 99,199                    | 104,230                   | 104,632                   |
| Contributed surplus and other                 | 18,138                   | 17,857                   | 17,770                    | 17,538                    | 17,167                    |
| Retained earnings                             | 111,744                  | 112,016                  | 112,513                   | 115,196                   | 118,528                   |
| Unitholders' equity                           | 0                        | 0                        | 0                         | 0                         | 0                         |
| Liability to policyholders                    | 0                        | 0                        | 0                         | 0                         | 0                         |
|   |                          |                          | Income statement          |                           |                           |
| <b>Operating revenue</b>                      | <b>51,952</b>            | <b>50,492</b>            | <b>50,588</b>             | <b>49,599</b>             | <b>49,706</b>             |
| Sales of goods and services                   | 9,575                    | 9,431                    | 9,404                     | 10,141                    | 9,653                     |
| Premiums                                      | 11,344                   | 11,386                   | 11,537                    | 11,770                    | 12,098                    |
| Annuity considerations                        | 1,062                    | 1,055                    | 2,252                     | 1,214                     | 1,199                     |
| Interest revenue, operating                   | 22,470                   | 21,727                   | 19,969                    | 19,316                    | 19,824                    |
| Dividend revenue, operating                   | 2,327                    | 2,367                    | 2,176                     | 2,216                     | 2,258                     |
| Gains on sale of securities and other assets  | 1,079                    | 1,114                    | 898                       | 960                       | 1,122                     |
| Other operating revenue                       | 4,095                    | 3,413                    | 4,352                     | 3,982                     | 3,552                     |
| <b>Operating expenses</b>                     | <b>42,559</b>            | <b>43,412</b>            | <b>42,596</b>             | <b>41,048</b>             | <b>41,719</b>             |
| Insurance claims incurred                     | 7,868                    | 8,104                    | 7,835                     | 7,759                     | 8,127                     |
| Annuity claims incurred                       | 2,085                    | 2,439                    | 2,596                     | 2,260                     | 2,018                     |
| Normal increase in actuarial liabilities      | 862                      | 1,102                    | 1,749                     | 756                       | 1,241                     |
| Depreciation, depletion and amortization      | 1,761                    | 1,690                    | 1,537                     | 1,602                     | 1,655                     |
| Interest expense, operating                   | 8,320                    | 7,506                    | 6,016                     | 5,474                     | 5,743                     |
| Other operating expenses                      | 21,664                   | 22,573                   | 22,863                    | 23,197                    | 22,936                    |
| <b>Operating profit</b>                       | <b>9,393</b>             | <b>7,080</b>             | <b>7,992</b>              | <b>8,551</b>              | <b>7,987</b>              |
| Interest and dividend revenue                 | 0                        | 0                        | 0                         | 0                         | 0                         |
| Interest expense on borrowing                 | 3,563                    | 3,390                    | 2,894                     | 2,938                     | 2,801                     |
| Gains/losses                                  | -165                     | -29                      | -27                       | -277                      | -70                       |
| <b>Profit before income tax</b>               | <b>5,666</b>             | <b>3,661</b>             | <b>5,071</b>              | <b>5,337</b>              | <b>5,115</b>              |
| Income tax                                    | 1,594                    | 1,223                    | 1,123                     | 1,336                     | 1,251                     |
| Equity in affiliates' earnings                | 405                      | 569                      | 550                       | 536                       | 573                       |
| <b>Profit before extraordinary gains</b>      | <b>4,477</b>             | <b>3,007</b>             | <b>4,498</b>              | <b>4,537</b>              | <b>4,436</b>              |
| Extraordinary gains                           | -67                      | -48                      | -37                       | -50                       | -57                       |
| Net profit                                    | 4,410                    | 2,960                    | 4,462                     | 4,487                     | 4,379                     |

#### Total finance and insurance industries (excluding other funds and financial vehicles)

|  | 2001   | 2001   | 2002  | 2002   | 2002   |  |  |
|--|--|--|---|--|--|--|--|
|  | 3  | 4  | 1   | 2  | 3  |  |  |
|  | millions of dollars  |  |   |  |  |  |  |
|  |  | Statement of   | changes in financi  | al position  |  |  |  |
| <b>Cash from operating activities</b><br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax   | <b>8,389</b><br>4,187<br>4,412<br>1,756<br>246   | <b>6,414</b><br>2,619<br>3,729<br>1,679<br>232   | <b>19,258</b><br>4,110<br>15,305<br>1,496<br>245                                    | <b>23,978</b><br>4,451<br>19,453<br>1,595<br>1                                       | <b>-3,513</b><br>3,677<br>-7,343<br>1,654<br>2                                   |  |  |
| Working capital<br>Other non-cash items<br>Prior period cash transactions  | -441<br>2,851<br>-211  | 1,969<br>-150<br>65  | -1,945<br>15,509<br>-157  | 166<br>17,691<br>74  | 2,351<br>-11,350<br>153  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>16,882</b><br>19,419<br>-138<br>-1,100<br>-2,365<br>-2,686<br>1,362<br>-38<br>-1,003<br>1,066 | <b>29,827</b><br>25,535<br>-62<br>2,979<br>655<br>-1,333<br>1,587<br>-19<br>420<br>720 | <b>11,297</b><br>7,285<br>-473<br>986<br>1,921<br>1<br>528<br>-20<br>1,413<br>1,577 | <b>9,761</b><br>-587<br>359<br>1,757<br>1,142<br>620<br>-650<br>10<br>1,162<br>7,090 | <b>4,691</b><br>7,743<br>-517<br>416<br>44<br>258<br>-285<br>-11<br>82<br>-2,994 |  |  |
| Total cash available   | 25,271   | 36,240   | 30,555  | 33,739   | 1,178  |  |  |
| Applications   |  |  |   |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>16,411</b><br>-8,530<br>-4,110<br>29,051<br>10,609<br>18,443                                  | <b>28,816</b><br>11,448<br>14,821<br>2,547<br>9,436<br>-6,889                          | <b>25,502</b><br>725<br>8,474<br>16,304<br>4,685<br>11,618                          | <b>26,447</b><br>3,622<br>11,801<br>11,024<br>8,686<br>2,337                         | <b>22</b><br>3,113<br>-8,485<br>5,395<br>4,687<br>708                            |  |  |
| Cash applied to fixed assets   | 1,172  | 266  | 101   | 447  | 265  |  |  |
| Cash applied to dividends  | 2,478  | 2,953  | 2,433   | 2,373  | 2,209  |  |  |
| Total applications of cash   | 20,061   | 32,035   | 28,036  | 29,268   | 2,496  |  |  |
| ncrease/decrease in cash   | 5,210  | 4,205  | 2,519   | 4,472  | -1,318   |  |  |
|  |  | Selected in  | tems, seasonally a  | djusted  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 52,397<br>9,496<br>4,451<br>4,518  | 50,260<br>7,319<br>3,061<br>3,108  | 50,052<br>7,837<br>4,533<br>4,570   | 49,792<br>8,251<br>4,470<br>4,520  | 50,178<br>8,132<br>4,404<br>4,461  |  |  |
|  |  |  | Selected ratios   |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.704<br>18.1<br>7.9<br>7.6  | 0.708<br>14.6<br>5.4<br>5.7  | 0.717<br>15.7<br>7.9<br>6.8   | 0.702<br>16.6<br>7.5<br>6.8  | 0.691<br>16.2<br>7.3<br>6.4  |  |  |
|  |  | Percentage   | e change of selecte   | d items  |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -0.2<br>-1.2<br>4.4  | -4.1<br>0.1<br>-22.9   | -0.4<br>-1.7<br>7.1   | -0.5<br>-1.6<br>5.3  | 0.8<br>1.2<br>-1.4   |  |  |

#### Agriculture, forestry, fishing and hunting

|  | 2001  | 2001   | 2002   | 2002   | 2002   |
|--|---|--|--|--|--|
|  | 3   | 4  | 1  | 2  | 3  |
|  |   | n  | nillions of dollars  |  |  |
|  |   |  | Balance sheet  |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>45,278</b><br>2,316<br>1,104<br>6,654<br>2,637<br>2,168<br>1,967<br>1,028<br>938<br>0<br>0<br>23,303<br>5,129  | <b>44,225</b><br>2,310<br>1,297<br>6,127<br>2,348<br>2,132<br>1,964<br>1,033<br>931<br>0<br>0<br>23,027<br>5,021 | <b>45,540</b><br>2,387<br>1,435<br>6,310<br>2,497<br>2,141<br>1,990<br>1,044<br>947<br>0<br>0<br>23,681<br>5,100 | <b>46,657</b><br>2,424<br>1,477<br>6,216<br>2,550<br>2,229<br>2,051<br>1,076<br>975<br>0<br>0<br>24,482<br>5,229 | <b>46,681</b><br>2,380<br>1,509<br>6,208<br>2,561<br>2,251<br>2,046<br>1,074<br>973<br>0<br>0<br>24,532<br>5,194 |
| Total liabilities  | <b>34,194</b><br>0  | <b>33,462</b><br>0   | <b>34,236</b>  | <b>34,899</b>  | 34,786   |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} & & & \\$ | 0<br>2,444<br>9,217<br>12,638<br>6,996<br>3,292<br>3,704<br>318<br>3,408<br>1,915<br>1,515<br>0<br>7,648         | 0<br>2,767<br>9,611<br>12,782<br>7,070<br>3,408<br>3,663<br>313<br>3,432<br>1,967<br>1,500<br>0<br>7,576         | 0<br>2,631<br>9,872<br>13,106<br>7,215<br>3,400<br>3,814<br>290<br>3,538<br>2,063<br>1,527<br>0<br>7,763         | 0<br>2,644<br>9,910<br>13,088<br>7,187<br>3,370<br>3,817<br>290<br>3,535<br>2,076<br>1,527<br>0<br>7,618         |
| Total, equity<br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>11,084</b><br>4,162<br>1,516<br>5,406<br>0<br>0  | <b>10,763</b><br>4,002<br>1,423<br>5,338<br>0<br>0   | <b>11,304</b><br>4,166<br>1,546<br>5,592<br>0<br>0   | <b>11,758</b><br>4,348<br>1,638<br>5,772<br>0<br>0   | <b>11,895</b><br>4,349<br>1,605<br>5,941<br>0<br>0   |
|  |   | li   | ncome statement  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>7,350</b><br>7,018<br>0<br>0<br>0<br>0<br>0<br>332   | <b>7,165</b><br>6,835<br>0<br>0<br>0<br>0<br>0<br>330  | <b>6,901</b><br>6,599<br>0<br>0<br>0<br>0<br>0<br>302  | <b>6,850</b><br>6,569<br>0<br>0<br>0<br>0<br>282   | <b>6,917</b><br>6,625<br>0<br>0<br>0<br>0<br>292   |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>6,855</b><br>0<br>0<br>884<br>0<br>5,971   | <b>6,760</b><br>0<br>0<br>900<br>0<br>5,860  | 6,503<br>0<br>0<br>830<br>0<br>5,673   | 6,503<br>0<br>0<br>784<br>0<br>5,720   | <b>6,568</b><br>0<br>0<br>787<br>0<br>5,781  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>495</b><br>65<br>276<br>198  | <b>405</b><br>67<br>267<br>264   | <b>398</b><br>60<br>255<br>221   | <b>347</b><br>58<br>242<br>197   | <b>350</b><br>58<br>244<br>206   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>482</b><br>83<br>17  | <b>469</b><br>109<br>43  | <b>425</b><br>129<br>38  | <b>360</b><br>100<br>36  | <b>370</b><br>95<br>35   |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>417</b><br>-2  | <b>403</b><br>-1   | <b>333</b><br>-1   | <b>295</b><br>-1   | <b>309</b><br>-1   |
| Net profit   | 415   | 401  | 332  | 294  | 308  |

#### Agriculture, forestry, fishing and hunting

|  | 2001   | 2001   | 2002   | 2002   | 2002   |
|--|--|--|--|--|--|
|  | 3  | 4  | 1  | 2  | 3  |
|  |  | m  | illions of dollars   |  |  |
|  |  | Statement of o   | changes in financia  | Il position  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>1,100</b><br>415<br>684<br>884<br>-5<br>-70<br>-125<br>1      | <b>856</b><br>401<br>445<br>900<br>9<br>-14<br>-451<br>9       | <b>819</b><br>308<br>522<br>815<br>4<br>55<br>-352<br>-11              | <b>810</b><br>292<br>515<br>782<br>10<br>-73<br>-204<br>3    | <b>803</b><br>308<br>462<br>787<br>0<br>37<br>-362<br>33             |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>563</b><br>0<br>28<br>89<br>156<br>37<br>92<br>7<br>20<br>291 | -345<br>0<br>-70<br>-61<br>4<br>63<br>-71<br>26<br>-14<br>-218 | <b>322</b><br>0<br>-111<br>157<br>74<br>-10<br>101<br>-14<br>-3<br>202 | 634<br>0<br>40<br>239<br>198<br>-32<br>93<br>42<br>96<br>157 | - <b>111</b><br>0<br>-50<br>-5<br>-10<br>-1<br>-10<br>5<br>-4<br>-45 |
| Total cash available   | 1,663  | 511  | 1,141  | 1,444  | 692  |
| Applications   |  |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>214</b><br>201<br>6<br>7<br>-2<br>9                           | <b>-306</b><br>-285<br>-19<br>-2<br>5<br>-7                    | <b>75</b><br>34<br>14<br>27<br>11<br>16                                | <b>138</b><br>7<br>70<br>60<br>33<br>28                      | <b>-25</b><br>-31<br>10<br>-5<br>-3<br>-2                            |
| Cash applied to fixed assets   | 299  | -160   | 253  | 618  | -23  |
| Cash applied to dividends  | 136  | 141  | 147  | 146  | 154  |
| Total applications of cash   | 650  | -326   | 474  | 901  | 105  |
| Increase/decrease in cash  | 1,013  | 836  | 667  | 543  | 587  |
|  |  | Selected it  | ems, seasonally ad   | ljusted  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 7,383<br>524<br>417<br>419                                       | 7,091<br>404<br>403<br>404                                     | 6,975<br>363<br>333<br>335   | 6,846<br>360<br>295<br>297                                   | 6,913<br>363<br>309<br>311   |
|  |  |  | Selected ratios  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.997<br>7.1<br>15.1<br>7.6                                      | 2.030<br>5.7<br>15.0<br>7.3                                    | 1.981<br>5.2<br>11.8<br>6.1  | 1.954<br>5.3<br>10.1<br>5.5                                  | 1.933<br>5.3<br>10.4<br>5.5  |
|  |  | Percentage   | change of selected   | d items  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 0.9<br>0.8<br>2.2  | -4.0<br>-2.5<br>-22.8  | -1.6<br>-1.1<br>-10.2  | -1.9<br>-1.9<br>-0.9   | 1.0<br>1.0<br>1.0  |

#### Oil and gas extraction and coal mining

|  | 2001  | 2001  | 2002  | 2002  | 2002  |  |  |
|--|---|---|---|---|---|--|--|
|  | 3   | 4   | 1   | 2   | 3   |  |  |
|  |   | I   | nillions of dollars   |   |   |  |  |
|  |   |   | Balance sheet   |   |   |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>178,897</b><br>2,596<br>11,242<br>2,408<br>36,010<br>1,208<br>153<br>81<br>72<br>0<br>0<br>121,924<br>3,356                      | <b>179,009</b><br>1,867<br>11,662<br>2,298<br>35,753<br>916<br>152<br>81<br>71<br>0<br>0<br>123,413<br>2,948                        | <b>184,841</b><br>1,385<br>11,294<br>2,375<br>36,449<br>1,719<br>149<br>77<br>72<br>0<br>0<br>0<br>124,918<br>6,552                                 | <b>189,142</b><br>1,925<br>11,311<br>2,530<br>38,468<br>1,890<br>148<br>76<br>72<br>0<br>0<br>126,596<br>6,273                      | <b>196,934</b><br>1,978<br>12,125<br>2,809<br>42,553<br>1,980<br>146<br>75<br>71<br>0<br>0<br>0<br>128,399<br>6,945 |  |  |
| Total liabilities  | 106,632   | 106,570   | 113,637   | 114,834   | 120,719   |  |  |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} 0\\ 0\\ 16,980\\ 26,531\\ 36,516\\ 12,144\\ 9,077\\ 3,067\\ 9,602\\ 14,472\\ 298\\ 25,049\\ 0\\ 1,555\end{array}$ | $\begin{array}{c} 0\\ 0\\ 16,193\\ 27,474\\ 36,620\\ 12,649\\ 9,575\\ 3,074\\ 9,212\\ 14,461\\ 298\\ 25,004\\ 0\\ 1,278\end{array}$ | $\begin{array}{c} & 0 \\ 0 \\ 16,015 \\ 28,493 \\ 43,265 \\ 19,901 \\ 16,081 \\ 3,820 \\ 8,433 \\ 14,898 \\ 33 \\ 24,596 \\ 0 \\ 1,268 \end{array}$ | $\begin{array}{c} 0\\ 0\\ 14,701\\ 31,153\\ 42,316\\ 18,401\\ 14,261\\ 4,140\\ 7,620\\ 16,262\\ 33\\ 25,105\\ 0\\ 1,559\end{array}$ | 0<br>0<br>15,364<br>34,185<br>43,183<br>20,396<br>16,207<br>4,189<br>7,377<br>15,377<br>33<br>26,003<br>0<br>1,985  |  |  |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>72,265</b><br>43,588<br>7,709<br>20,968<br>0<br>0  | <b>72,439</b><br>44,435<br>6,978<br>21,026<br>0<br>0  | <b>71,204</b><br>43,385<br>6,901<br>20,919<br>0<br>0  | <b>74,309</b><br>44,917<br>6,954<br>22,437<br>0<br>0  | <b>76,215</b><br>46,372<br>6,931<br>22,913<br>0<br>0  |  |  |
|  | Income statement  |   |   |   |   |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>19,713</b><br>19,611<br>0<br>0<br>0<br>0<br>0<br>0<br>102  | <b>19,696</b><br>19,585<br>0<br>0<br>0<br>0<br>0<br>0<br>111  | <b>18,588</b><br>18,497<br>0<br>0<br>0<br>0<br>0<br>91  | <b>22,647</b><br>22,555<br>0<br>0<br>0<br>0<br>0<br>0<br>92   | <b>23,200</b><br>23,112<br>0<br>0<br>0<br>0<br>0<br>88  |  |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>15,700</b><br>0<br>2,995<br>0<br>12,703  | <b>16,836</b><br>0<br>0<br>3,522<br>0<br>13,314   | <b>15,423</b><br>0<br>0<br>3,275<br>0<br>12,148   | <b>18,726</b><br>0<br>0<br>3,760<br>0<br>14,966   | <b>19,073</b><br>0<br>0<br>3,943<br>0<br>15,130   |  |  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>4,013</b><br>124<br>804<br>-1,640  | <b>2,859</b><br>579<br>859<br>-297  | <b>3,165</b><br>126<br>1,007<br>-3  | <b>3,921</b><br>281<br>1,169<br>-812  | <b>4,127</b><br>93<br>1,216<br>-165   |  |  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>1,691</b><br>630<br>424  | <b>2,283</b><br>817<br>138  | <b>2,282</b><br>921<br>174  | <b>2,221</b><br>640<br>183  | <b>2,840</b><br>1,016<br>216  |  |  |
|  |   |   |   |   |   |  |  |
| Profit before extraordinary gains<br>Extraordinary gains   | <b>1,485</b><br>-5  | <b>1,603</b><br>-8  | <b>1,535</b><br>-4  | <b>1,764</b><br>-4  | <b>2,039</b><br>-4  |  |  |

#### Oil and gas extraction and coal mining

| 2001   | 2001  | 2002  | 2002   | 2002  |
|--|---|---|--|---|
| 3  | 4   | 1   | 2  | 3   |
|  | m   | illions of dollars  |  |   |
|  | Statement of  | changes in financia   | al position  |   |
| <b>6,233</b><br>1,466<br>4,790<br>2,948<br>-264<br>1,289<br>817<br>-23             | <b>3,462</b><br>1,587<br>1,959<br>3,466<br>140<br>-1,167<br>-481<br>-84   | <b>4,092</b><br>1,616<br>2,550<br>3,228<br>143<br>68<br>-889<br>-75   | <b>5,463</b><br>1,878<br>3,603<br>3,704<br>-173<br>-1,593<br>1,664<br>-17  | <b>4,380</b><br>1,516<br>2,853<br>3,459<br>319<br>-535<br>-390<br>11          |
| <b>11,173</b><br>0<br>475<br>9,006<br>92<br>1,260<br>-1,343<br>273<br>-98<br>1,601 | <b>2,140</b><br>0<br>618<br>944<br>56<br>-142<br>208<br>0<br>-10<br>523   | <b>1,083</b><br>0<br>-376<br>-265<br>1,346<br>-83<br>1,220<br>-274<br>482<br>378  | <b>1,820</b><br>0<br>-2,313<br>2,659<br>557<br>-1,274<br>1,273<br>0<br>319<br>917  | <b>6,342</b><br>0<br>1,893<br>3,003<br>-232<br>250<br>-486<br>0<br>4<br>1,677 |
| 17,406   | 5,603   | 5,174   | 7,283  | 10,722  |
|  |   |   |  |   |
| <b>10,296</b><br>10,386<br>-93<br>4<br>6<br>-2                                     | <b>-646</b><br>-355<br>-291<br>-1<br>0<br>0   | <b>913</b><br>114<br>799<br>0<br>-1<br>1  | <b>1,923</b><br>3,760<br>-1,836<br>-1<br>-1<br>0   | <b>5,980</b><br>6,165<br>-183<br>-2<br>-1<br>-1                               |
| 364  | 1,897   | 1,778   | 33   | 535   |
| 1,927  | 1,488   | 335   | 645  | 503   |
| 12,587   | 2,739   | 3,026   | 2,600  | 7,018   |
| 4,819  | 2,864   | 2,148   | 4,683  | 3,704   |
|  | Selected it   | ems, seasonally ac  | ljusted  |   |
| 20,686<br>4,188<br>1,485<br>1,490  | 19,137<br>2,813<br>1,603<br>1,611   | 18,353<br>2,665<br>1,535<br>1,539   | 23,016<br>4,358<br>1,764<br>1,768  | 23,860<br>4,318<br>1,939<br>1,943   |
|  |   | Selected ratios   |  |   |
| 0.872<br>20.3<br>8.2<br>5.9  | 0.885<br>14.7<br>8.8<br>6.4   | 1.008<br>14.5<br>8.6<br>6.2   | 0.989<br>18.9<br>9.5<br>7.0  | 1.015<br>18.1<br>10.2<br>6.3  |
|  | Percentage  | change of selecte   | d items  |   |
| -10.5<br>-6.1<br>-24.5   | -7.5<br>-1.1<br>-32.8   | -4.1<br>-3.9<br>-5.3  | 25.4<br>18.9<br>63.5   | 3.7<br>4.7<br>-0.9  |
|  | 3<br>6,233<br>1,466<br>4,790<br>2,948<br>-264<br>1,289<br>817<br>-23<br>11,173<br>0<br>475<br>9,006<br>922<br>1,260<br>-1,343<br>273<br>-98<br>1,601<br>17,406<br>10,296<br>10,386<br>-93<br>4<br>6<br>-2<br>364<br>1,927<br>12,587<br>4,819<br>20,686<br>4,188<br>1,485<br>1,490<br>0.872<br>20.3<br>8,2<br>5,9<br>-10.5<br>-6.1 | 3         4           Statement of sta | 3         4         1           millions of dollars           Statement of changes in financia           6,233         3,462         4,092           1,466         1,587         1,616           4,790         1,959         2,550           2,948         3,466         3,228           -264         140         143           1,299         -1,167         68           817         -481         -889           -23         -84         -75           11,173         2,140         1,083           0         0         0           475         618         -376           9,006         944         -265           92         56         1,346           1,260         -142         -83           -1,343         208         1,220           273         0         -274           -98         -10         482           1,601         523         378           17,406         5,603         5,174           9         -3         -291           10,386         -355         114           -93 | $\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$                      |

#### Mining (except oil, gas and coal)

| Image: control of control contecontrol control control control control control control control |   | 2001  | 2001  | 2002   | 2002  | 2002  |
|--|---|---|---|--|---|---|
| Total assets<br>Cash and deposits         Balance sheet           Accounts revealed and concert revenue<br>inventories         5,380         5,356         5,216         3,483         4,463           Accounts with affiliates<br>inventories         3,338         5,365         5,227         4,983         4,911           Inventories         3,338         5,365         5,276         4,983         4,911           Montpage         4,7         4,7         4,4         4,8         4,8           Montpage         4,7         4,7         4,4         4,8         4,8           Montpage         4,7         4,7         4,4         4,8         4,8           Montpage         6 <th></th> <th>3</th> <th>4</th> <th>1</th> <th>2</th> <th>3</th>  |   | 3   | 4   | 1  | 2   | 3   |
| Total assets         96,074         91,376         95,386         94,818         94,681           Cash and deposits<br>Anovembrids         2,557         1,555         2,117         3,153         2,731           Investments         2,557         4,619         37,739         37,733         37,733           Uncestments         3,537         3,4619         37,739         36,753         37,738           Uncestments         1,53         1,31         1,14         1,15         1,18           Lears         1,33         1,14         1,15         1,18         1,28         2,28         1,09         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0   |   |   |   | millions of dollars  | 3   |   |
| Cash and deposits         2,568         1,006         2,116         3,182         7,231           Accounts receivable and accound revenue         5,350         5,565         5,277         4,983         4,278           Inventions         1,253         5,565         5,275         4,983         4,278           Portioli investments with affiliates         1,33         1,113         1,113         1,113         1,113         1,113         1,113         1,113         1,113         1,114         1,115         1,114         1,115         1,116         1,115         1,116         1,115         1,116         1,1165         1,116         1,1165         <   |   |   |   | Balance sheet  |   |   |
| Deposits         0<  | Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net                        | 2,568<br>5,330<br>4,203<br>35,367<br>1,559<br>113<br>47<br>66<br>0<br>0<br>39,398               | 1,906<br>5,365<br>4,005<br>34,619<br>1,818<br>131<br>47<br>84<br>0<br>0<br>38,430               | 2,116<br>5,257<br>4,250<br>37,178<br>1,625<br>114<br>48<br>66<br>0<br>0<br>39,416                                  | 3,182<br>4,953<br>4,090<br>36,753<br>1,576<br>115<br>48<br>67<br>0<br>0<br>38,991               | 2,731<br>4,911<br>4,216<br>37,738<br>1,660<br>114<br>48<br>66<br>0<br>0<br>38,213 |
| Actuarial tabilities of insures         0 <t< td=""><td></td><td></td><td></td><td></td><td>,</td><td>41,953</td></t<>   |   |   |   |  | ,   | 41,953  |
| Sharé cápitá         41,368         33,671         41,190         42,006         42,462           Contributed surplus and other         3,537         3,883         3,932         3,904         3,913           Hetained earnings         7,415         7,156         7,164         6,965         6,540           Unitholders' equity         0         0         0         0         0         0         0           Lability to policyholders         6,246         6,690         6,792         6,379         6,158           Sales of goods and services         6,038         6,542         6,651         6,253         6,030           Premiums         0         0         0         0         0         0         0           Interest revenue, operating         0         0         0         0         0         0         0         0           Gains on sale of securities and other assets         0  | Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances | 0<br>5,584<br>8,369<br>15,856<br>7,851<br>6,010<br>1,840<br>1,392<br>6,407<br>207<br>6,889<br>0 | 0<br>5,366<br>9,048<br>16,098<br>7,911<br>6,356<br>1,555<br>1,644<br>6,344<br>200<br>6,916<br>0 | $\begin{array}{c} 0\\ 6,200\\ 9,526\\ 16,423\\ 8,037\\ 6,509\\ 1,528\\ 1,826\\ 6,323\\ 238\\ 6,850\\ 0\end{array}$ | 0<br>6,119<br>9,391<br>15,888<br>7,468<br>5,859<br>1,609<br>1,343<br>6,910<br>166<br>6,773<br>0 | 6,053<br>8,984<br>16,480<br>6,010<br>1,610<br>1,650<br>7,032<br>177<br>6,765<br>0 |
| Operating revenue         6,246         6,690         6,792         6,379         6,158           Sales of goods and services         6,098         6,542         6,651         6,253         6,030           Premiums         0         0         0         0         0         0         0           Annuity considerations         0         0         0         0         0         0         0         0           Interest revenue, operating         0  | Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity  | 41,358<br>3,537<br>7,415<br>0   | 38,671<br>3,883<br>7,156<br>0   | 41,190<br>3,932<br>7,164<br>0  | 42,096<br>3,904<br>6,965<br>0   | 42,462<br>3,913<br>6,540<br>0   |
| Sales of goods and services         6,098         6,542         6,651         6,253         6,030           Premiums         0   |   |   |   | Income statemen  | t   |   |
| Insurance claims incurred       0       0       0       0       0       0         Anuity claims incurred       0       0       0       0       0       0       0         Normal increase in actuarial liabilities       0       0       0       0       0       0       0         Depreciation, depletion and amortization       672       712       652       647       664         Interest expense, operating       0       0       0       0       0       0         Other operating expenses       5,072       5,650       5,553       5,356       5,214         Operating profit       10       396       403       337       349       346         Interest expense on borrowing       340       299       255       246       250         Gains/losses       -285       -409       302       45       -6         Profit before income tax       275       24       971       524       369         Income tax       204       159       335       224       202       202       Equity in affiliates' earnings       35       -23       59       71       48         Profit before extraordinary gains       -7       -7 </td <td>Sales of goods and services<br/>Premiums<br/>Annuity considerations<br/>Interest revenue, operating<br/>Dividend revenue, operating<br/>Gains on sale of securities and other assets</td> <td>6,098<br/>0<br/>0<br/>0<br/>0<br/>0<br/>0</td> <td>6,542<br/>0<br/>0<br/>0<br/>0<br/>0</td> <td>6,651<br/>0<br/>0<br/>0<br/>0<br/>0<br/>0</td> <td>6,253<br/>0<br/>0<br/>0<br/>0<br/>0<br/>0</td> <td>6,030<br/>0<br/>0<br/>0<br/>0<br/>0</td>   | Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets   | 6,098<br>0<br>0<br>0<br>0<br>0<br>0   | 6,542<br>0<br>0<br>0<br>0<br>0  | 6,651<br>0<br>0<br>0<br>0<br>0<br>0  | 6,253<br>0<br>0<br>0<br>0<br>0<br>0   | 6,030<br>0<br>0<br>0<br>0<br>0  |
| Interest and dividend revenue       396       403       337       349       346         Interest expense on borrowing       340       299       255       246       250         Gains/losses       -285       -409       302       45       -6         Profit before income tax       275       24       971       524       369         Income tax       204       159       335       224       202         Equity in affiliates' earnings       35       -23       59       71       48         Profit before extraordinary gains       107       -158       696       371       215         Extraordinary gains       -7       -7       -4       -4       -4   | Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating   | 0<br>0<br>0<br>672<br>0   | 0<br>0<br>712<br>0  | 0<br>0<br>652<br>0   | 0<br>0<br>647<br>0  | 0<br>0<br>664<br>0  |
| Income tax         204         159         335         224         202           Equity in affiliates' earnings         35         -23         59         71         48           Profit before extraordinary gains         107         -158         696         371         215           Extraordinary gains         -7         -7         -4         -4         -4  | Interest and dividend revenue<br>Interest expense on borrowing  | 396<br>340  | 403<br>299  | 337<br>255   | 349<br>246  | 346<br>250  |
| Extraordinary gains -7 -7 -4 -4 -4   | Income tax  | 204   | 159   | 335  | 224   | 202   |
|  |   |   |   |  |   |   |
|  |   |   |   |  |   | 212   |

#### Mining (except oil, gas and coal)

|  | 2001  | 2001  | 2002  | 2002   | 2002  |  |  |  |
|--|---|---|---|--|---|--|--|--|
|  | 3   | 4   | 1   | 2  | 3   |  |  |  |
|  |   | millions of dollars   |   |  |   |  |  |  |
|  |   | Statement of  | changes in financia   | al position  |   |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>1,019</b><br>40<br>940<br>672<br>27<br>72<br>169<br>39                                   | <b>1,451</b><br>-159<br>1,646<br>703<br>-84<br>-76<br>1,102<br>-36        | <b>1,108</b><br>594<br>589<br>618<br>-23<br>449<br>-454<br>-76                        | <b>1,594</b><br>367<br>1,247<br>646<br>-26<br>288<br>338<br>-20              | <b>564</b><br>218<br>366<br>664<br>-13<br>-19<br>-266<br>-20          |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity<br>Total cash available | <b>1,300</b><br>0<br>-203<br>260<br>191<br>-22<br>16<br>-40<br>237<br>1,052<br><b>2,319</b> | -522<br>0<br>258<br>520<br>77<br>279<br>-63<br>2<br>-141<br>-1,378<br>929 | <b>1,284</b><br>0<br>82<br>455<br>335<br>176<br>65<br>58<br>35<br>413<br><b>2,392</b> | -307<br>0<br>-590<br>-128<br>167<br>-483<br>646<br>-72<br>75<br>244<br>1,287 | 349<br>0<br>140<br>-57<br>200<br>306<br>-112<br>10<br>-5<br>66<br>913 |  |  |  |
| Applications   |   |   |   |  |   |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>1,892</b><br>1,873<br>17<br>2<br>1<br>1  | <b>-598</b><br>-871<br>256<br>18<br>-1<br>18                              | <b>1,927</b><br>2,123<br>-179<br>-17<br>1<br>-18                                      | <b>-240</b><br>-198<br>-43<br>1<br>0<br>1                                    | <b>202</b><br>160<br>44<br>-1<br>0<br>-1                              |  |  |  |
| Cash applied to fixed assets   | 356   | 905   | 450   | -41  | 231   |  |  |  |
| Cash applied to dividends  | 181   | 196   | 189   | 188  | 197   |  |  |  |
| Total applications of cash   | 2,430   | 504   | 2,566   | -92  | 631   |  |  |  |
| Increase/decrease in cash  | -111  | 425   | -174  | 1,379  | 282   |  |  |  |
|  |   | Selected it   | ems, seasonally ad  | ljusted  |   |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 6,579<br>591<br>107<br>113  | 6,687<br>436<br>-158<br>-151  | 6,493<br>465<br>696<br>700  | 6,341<br>323<br>371<br>375   | 6,499<br>378<br>215<br>219  |  |  |  |
|  |   |   | Selected ratios   |  |   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.463<br>9.0<br>0.8<br>1.7  | 0.506<br>6.5<br>-1.3<br>0.3   | 0.496<br>7.2<br>5.3<br>4.4  | 0.477<br>5.1<br>2.8<br>2.7   | 0.481<br>5.8<br>1.6<br>1.9  |  |  |  |
|  |   | Percentage  | change of selected  | d items  |   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -2.6<br>-2.6<br>-2.8  | 1.6<br>4.4<br>-26.3   | -2.9<br>-3.6<br>6.8   | -2.3<br>-0.1<br>-30.6  | 2.5<br>1.7<br>17.2  |  |  |  |

Utilities

|  | 2001               | 2001               | 2002                | 2002               | 2002          |  |  |
|--|--------------------|--------------------|---------------------|--------------------|---------------|--|--|
|  | 3                  | 4                  | 1                   | 2                  | 3             |  |  |
|  |                    | n                  | nillions of dollars |                    |               |  |  |
|  |                    |                    | Balance sheet       |                    |               |  |  |
| Total assets                                 | 43,846             | 43,695             | 44,809              | 43,029             | 41,810        |  |  |
| Cash and deposits                            | 553                | 741                | 1,066               | 728                | 747           |  |  |
| Accounts receivable and accrued revenue      | 5,771              | 6,227              | 6,491               | 6,001              | 5,454         |  |  |
| nventories                                   | 1,515              | 1,429              | 819                 | 873                | 885           |  |  |
| nvestments and accounts with affiliates      | 6,605              | 6,408              | 6,342               | 5,900              | 6,097         |  |  |
| Portfolio investments                        | 76                 | 75                 | 103                 | 89                 | 122           |  |  |
| Loans  | 9                  | 9                  | 18                  | 13                 | 13            |  |  |
| Mortgage                                     | 5                  | 5                  | 2                   | 2                  | 1             |  |  |
| Non-mortgage                                 | 4                  | 4                  | 16                  | 11                 | 1             |  |  |
| llowance for losses on investments and loans | 0                  | 0                  | 0                   | 0                  |               |  |  |
| ank customers' liabilities under acceptances | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| apital assets, net                           | 25,933             | 26.010             | 26,635              | 26,693             | 26,637        |  |  |
| ther assets                                  | 3,384              | 2,796              | 3,335               | 2,733              | 1,856         |  |  |
| otal liabilities                             | <b>26,645</b><br>0 | <b>27,782</b><br>0 | <b>27,909</b><br>0  | <b>25,796</b><br>0 | 23,457        |  |  |
| leposits<br>ctuarial liabilities of insurers | 0                  | 0                  | 0                   | Ō                  | (             |  |  |
| ccounts payable and accrued liabilities      | 6,348              | 5,635              | 6,283               | 5,768              | 4,971         |  |  |
| oans and accounts with affiliates            | 1,611              | 1,777              | 1,274               | 1,454              | 1,301         |  |  |
| orrowings                                    | 16,198             | 16,202             | 16,504              | 15,434             | 15,523        |  |  |
| Loans and overdrafts                         | 1,437              | 1,181              | 1,206               | 1,160              | 1,078         |  |  |
| From banks                                   | 783                | 739                | 745                 | 762                | 68            |  |  |
| From others                                  | 653                | 442                | 461                 | 398                | 397           |  |  |
| Bankers' acceptances and paper               | 1,937              | 1,807              | 1,617               | 772                | 999           |  |  |
| Bonds and debentures                         | 12,540             | 12,889             | 13,297              | 13,137             | 13,090        |  |  |
|  | 283                | 325                | 384                 | 364                | 350           |  |  |
| Mortgages<br>eferred income tax              | 779                | 844                | 516                 | 491                | 547           |  |  |
| ank customers' liabilities under acceptances | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| ther liabilities                             | 1,710              | 3,325              | 3,332               | 2,648              | 1,114         |  |  |
| otal, equity                                 | <b>17,200</b>      | <b>15,913</b>      | <b>16,900</b>       | <b>17,233</b>      | <b>18,353</b> |  |  |
| hare capital                                 | 9,161              | 9,631              | 10,221              | 9,928              | 9,731         |  |  |
| ontributed surplus and other                 | 2,178              | 1,745              | 1,964               | 1,987              | 2,054         |  |  |
| etained earnings                             | 5,861              | 4,537              | 4,715               | 5,319              | 6,56          |  |  |
| nitholders' equity                           | 0                  | 0                  | 0                   | 0                  |               |  |  |
| ability to policyholders                     | 0                  | 0                  | 0                   | 0                  | (             |  |  |
|  | Income statement   |                    |                     |                    |               |  |  |
| Iperating revenue                            | <b>12,543</b>      | <b>10,556</b>      | <b>12,257</b>       | <b>12,071</b>      | <b>11,744</b> |  |  |
| bales of goods and services                  | 12,379             | 10,447             | 12,157              | 11,955             | 11,643        |  |  |
| remiums                                      | 0                  | 0                  | 0                   | 0                  | 0             |  |  |
| nnuity considerations                        | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| nterest revenue, operating                   | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| Dividend revenue, operating                  | 0                  | 0                  | 0                   | 0                  | C             |  |  |
| Bains on sale of securities and other assets | 0                  | 0                  | 0                   | 0                  |               |  |  |
| ther operating revenue                       | 165                | 109                | 100                 | 116                | 101           |  |  |
| perating expenses                            | <b>11,406</b>      | <b>9,936</b>       | <b>11,307</b>       | <b>11,257</b>      | <b>11,130</b> |  |  |
| isurance claims incurred                     | 0                  | 0                  | 0                   | 0                  |               |  |  |
| nnuity claims incurred                       | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| lormal increase in actuarial liabilities     | 0                  | 0                  | 0                   | 0                  | 0             |  |  |
| Depreciation, depletion and amortization     | 376                | 388                | 404                 | 370                | 360           |  |  |
| nterest expense, operating                   | 0                  | 0                  | 0                   | 0                  | (             |  |  |
| Other operating expenses                     | 11,030             | 9,549              | 10,903              | 10,887             | 10,770        |  |  |
| perating profit                              | 1,138              | 620                | 950                 | 813                | 615           |  |  |
| nterest and dividend revenue                 | 120                | 92                 | 77                  | 71                 | 67            |  |  |
| nterest expense on borrowing                 | 309                | 301                | 323                 | 304                | 293           |  |  |
| iains/losses                                 | -40                | 70                 | 133                 | 141                | 4             |  |  |
| Profit before income tax                     | <b>908</b>         | <b>481</b>         | <b>837</b>          | <b>721</b>         | <b>393</b>    |  |  |
| ncome tax                                    | 398                | 79                 | 306                 | 251                | 154           |  |  |
| Equity in affiliates' earnings               | 81                 | 169                | 134                 | 234                | 99            |  |  |
| Profit before extraordinary gains            | <b>591</b>         | <b>571</b>         | <b>665</b>          | <b>704</b>         | <b>338</b>    |  |  |
| Extraordinary gains                          | 0                  | 0                  | 0                   | 0                  | 0             |  |  |
|  |                    |                    |                     |                    |               |  |  |

Utilities

|  | 2001   | 2001  | 2002  | 2002   | 2002  |  |  |
|--|--|---|---|--|---|--|--|
|  | 3  | 4   | 1   | 2  | 3   |  |  |
|  |  | m   | illions of dollars  |  |   |  |  |
|  |  | Statement of changes in financial position                              |   |  |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>644</b><br>587<br>84<br>373<br>261<br>-831<br>281<br>-27            | <b>499</b><br>571<br>-56<br>387<br>-66<br>-1,019<br>642<br>-16          | <b>1,193</b><br>668<br>549<br>399<br>-18<br>826<br>-659<br>-23        | <b>724</b><br>697<br>26<br>369<br>24<br>22<br>-388<br>1                  | <b>625</b><br>334<br>296<br>359<br>-36<br>-458<br>431<br>-5           |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>297</b><br>0<br>29<br>513<br>-123<br>-120<br>-21<br>0<br>19<br>-123 | <b>575</b><br>0<br>-34<br>175<br>301<br>-130<br>401<br>53<br>-23<br>134 | <b>428</b><br>0<br>-65<br>-484<br>677<br>-130<br>799<br>0<br>8<br>301 | -1,191<br>0<br>-3<br>175<br>-1,080<br>-845<br>-153<br>-17<br>-66<br>-282 | - <b>73</b><br>0<br>-63<br>50<br>122<br>227<br>-99<br>-7<br>1<br>-183 |  |  |
| Total cash available   | 941  | 1,074   | 1,622   | -467   | 552   |  |  |
| Applications   |  |   |   |  |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>287</b><br>416<br>-132<br>3<br>3<br>0                               | -285<br>-287<br>2<br>0<br>0<br>0  | <b>-179</b><br>-201<br>13<br>9<br>-3<br>12                            | <b>-590</b><br>-572<br>-13<br>-5<br>0<br>-5                              | <b>13</b><br>-20<br>33<br>0<br>0<br>0                                 |  |  |
| Cash applied to fixed assets   | 512  | 535   | 847   | 89   | 171   |  |  |
| Cash applied to dividends  | 209  | 383   | 239   | 231  | 217   |  |  |
| Total applications of cash   | 1,009  | 633   | 906   | -270   | 400   |  |  |
| ncrease/decrease in cash   | -68  | 441   | 715   | -197   | 152   |  |  |
|  |  | Selected items, seasonally adjusted                                     |   |  |   |  |  |
| Operating revenue<br>Operating profit<br>Yrofit before extraordinary gains<br>let profit   | 12,543<br>1,138<br>591<br>591  | 10,556<br>620<br>571<br>571   | 12,257<br>950<br>665<br>665   | 12,071<br>814<br>704<br>704  | 11,745<br>615<br>338<br>338   |  |  |
|  | Selected ratios  |   |   |  |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.035<br>9.1<br>13.7<br>9.6  | 1.130<br>5.9<br>14.3<br>9.6   | 1.052<br>7.8<br>15.7<br>8.6   | 0.980<br>6.7<br>16.3<br>10.7   | 0.917<br>5.2<br>7.4<br>7.2  |  |  |
|  | Percentage change of selected items                                    |   |   |  |   |  |  |
| Dperating revenue (S.A.)<br>Dperating expenses (S.A.)<br>Dperating profit (S.A.)   | -14.1<br>-18.4<br>82.4   | -15.8<br>-12.9<br>-45.5   | 16.1<br>13.8<br>53.2  | -1.5<br>-0.4<br>-14.3  | -2.7<br>-1.1<br>-24.4   |  |  |

Construction

|   | 2001  | 2001   | 2002  | 2002  | 2002  |  |
|---|---|--|---|---|---|--|
|   | 3   | 4  | 1   | 2   | 3   |  |
|   |   | n  | nillions of dollars                                       |   |   |  |
|   |   |  | Balance sheet   |   |   |  |
| <b>Total assets</b>   | <b>110,060</b>  | <b>101,035</b>   | <b>97,962</b>   | <b>100,368</b>  | <b>101,090</b>  |  |
| Cash and deposits   | 7,419   | 6,675  | 7,813   | 7,661   | 7,586   |  |
| Accounts receivable and accrued revenue   | 14,843  | 13,438   | 18,068  | 18,812  | 20,043  |  |
| nventories  | 16,409  | 14,025   | 15,944  | 16,353  | 16,859  |  |
| nvestments and accounts with affiliates   | 24,238  | 22,276   | 17,008  | 17,668  | 16,684  |  |
| Portfolio investments   | 3,224   | 2,988  | 3,120   | 3,181   | 3,322   |  |
| Loans   | 5,562   | 5,304  | 3,571   | 3,621   | 3,324   |  |
| Mortgage  | 3,455   | 3,349  | 2,122   | 2,177   | 2,176   |  |
| Non-mortgage  | 2,107   | 1,955  | 1,449   | 1,444   | 1,148   |  |
| Allowance for losses on investments and loans   | 0   | 0  | 0   | 0   | 0   |  |
| Bank customers' liabilities under acceptances   | 0   | 0  | 0   | 0   | 0   |  |
| Capital assets, net   | 28,784  | 28,147   | 24,044  | 24,515  | 25,048  |  |
| Yther assets  | 9,582   | 8,182  | 8,395   | 8,558   | 8,224   |  |
| <b>Total liabilities</b>  | <b>84,915</b>   | <b>80,535</b>  | <b>77,788</b>   | <b>79,463</b>   | <b>79,553</b>   |  |
| Deposits  | 0   | 0  | 0   | 0   | 0   |  |
| Actuarial liabilities of insurers   | 0   | 0  | 0   | 0   | 0   |  |
| Accounts payable and accrued liabilities  | 23,965  | 22,467   | 21,462  | 21,771  | 22,764  |  |
| ocans and accounts with affiliates  | 17,536  | 16,632   | 18,056  | 19,338  | 19,487  |  |
| Borrowings  | 31,939  | 29,504   | 27,255  | 27,902  | 26,961  |  |
| Loans and overdrafts  | 16,893  | 15,348   | 14,275  | 14,913  | 14,288  |  |
| From banks  | 8,819   | 8,100  | 8,098   | 8,366   | 8.842   |  |
| From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages  | 8,074<br>713<br>5,721<br>8,612<br>1,171                   | 7,247<br>641<br>5,369<br>8,146<br>1,104                        | 6,177<br>745<br>4,716<br>7,519<br>1,580                   | 6,547<br>756<br>4,774<br>7,459<br>1,494                   | 5,446<br>812<br>4,483<br>7,378                            |  |
| Deferred income tax   | 1,171   | 1,104  | 1,500   | 1,494   | 1,669   |  |
| Sank customers' liabilities under acceptances   | 0   | 0  | 0   | 0   | 0   |  |
| Dther liabilities   | 10,303  | 10,828   | 9,434   | 8,958   | 8,672   |  |
| <b>Total, equity</b>  | <b>25,146</b>   | <b>20,499</b>  | <b>20,174</b>   | <b>20,906</b>   | <b>21,538</b>   |  |
| Share capital   | 8,283   | 7,446  | 7,038   | 7,288   | 7,160   |  |
| Contributed surplus and other   | 1,403   | 1,281  | 1,377   | 1,379   | 1,016   |  |
| Retained earnings   | 15,460  | 11,772   | 11,759  | 12,238  | 13,361  |  |
| Jnitholders' equity   | 0   | 0  | 0   | 0   | 0   |  |
| .iability to policyholders  | 0   | 0  | 0   | 0   | 0   |  |
|   | Income statement  |  |   |   |   |  |
| Derating revenue<br>sales of goods and services<br>Premiums<br>Annuity considerations<br>nterest revenue, operating<br>Dividend revenue, operating<br>Bains on sale of securities and other assets<br>Other operating revenue | <b>36,853</b><br>34,607<br>0<br>0<br>0<br>0<br>0<br>2,246 | <b>33,934</b><br>31,739<br>0<br>0<br>0<br>0<br>0<br>0<br>2,195 | <b>34,028</b><br>31,862<br>0<br>0<br>0<br>0<br>0<br>2,166 | <b>36,657</b><br>34,104<br>0<br>0<br>0<br>0<br>0<br>2,553 | <b>40,003</b><br>36,580<br>0<br>0<br>0<br>0<br>0<br>3,422 |  |
| Dperating expenses  | <b>35,434</b>   | <b>33,409</b>  | <b>33,362</b>   | <b>36,257</b>   | <b>38,541</b>   |  |
| nsurance claims incurred  | 0   | 0  | 0   | 0   | 0   |  |
| nnuity claims incurred  | 0   | 0  | 0   | 0   | 0   |  |
| lormal increase in actuarial liabilities  | 0   | 0  | 0   | 0   | 0   |  |
| )epreciation, depletion and amortization  | 1,188   | 1,188  | 1,172   | 1,421   | 1,499   |  |
| nterest expense, operating  | 0   | 0  | 0   | 0   | 0   |  |
| )ther operating expenses  | 34,246  | 32,221   | 32,189  | 34,836  | 37,043  |  |
| Derating profit   | <b>1,419</b>  | <b>524</b>   | <b>667</b>  | <b>401</b>  | <b>1,461</b>  |  |
| nterest and dividend revenue  | 183   | 168  | 176   | 190   | 234   |  |
| nterest expense on borrowing  | 413   | 393  | 391   | 444   | 460   |  |
| tains/losses  | 245   | 74   | 88  | 107   | 113   |  |
| <b>Profit before income tax</b>   | <b>1,433</b>  | <b>374</b>   | <b>540</b>  | <b>254</b>  | <b>1,348</b>  |  |
| ncome tax   | 505   | 130  | 189   | 88  | 445   |  |
| quity in affiliates' earnings   | 56  | 55   | 59  | 84  | 84  |  |
| Profit before extraordinary gains   | <b>984</b>  | <b>298</b>   | <b>409</b>  | <b>249</b>  | <b>988</b>  |  |
| Extraordinary gains   | -7  | -4   | -4  | -5  | -5  |  |
| Net profit  | 977   | 294  | 405   | 244   | 982   |  |

#### Construction

|  | 2001  | 2001   | 2002   | 2002   | 2002  |  |  |
|--|---|--|--|--|---|--|--|
|  | 3   | 4  | 1  | 2  | 3   |  |  |
|  |   | n  | illions of dollars   |  |   |  |  |
|  |   | Statement of   | changes in financia  | al position  |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>51</b><br>978<br>-894<br>1,188<br>26<br>-1,718<br>-390<br>-33        | <b>4,227</b><br>303<br>3,916<br>1,186<br>36<br>320<br>2,374<br>8         | <b>1,206</b><br>1,247<br>25<br>1,125<br>11<br>-112<br>-998<br>-65  | <b>1,175</b><br>1,271<br>-61<br>1,406<br>30<br>-871<br>-627<br>-35   | <b>1,297</b><br>1,664<br>-282<br>1,498<br>26<br>-799<br>-1,006<br>-86 |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>1,468</b><br>0<br>275<br>133<br>710<br>7<br>122<br>252<br>329<br>350 | <b>-513</b><br>0<br>-54<br>-379<br>-19<br>-36<br>-13<br>42<br>-12<br>-61 | <b>367</b><br>0<br>38<br>109<br>144<br>71<br>52<br>33<br>-12<br>76 | <b>919</b><br>0<br>338<br>157<br>339<br>13<br>11<br>-15<br>329<br>86 | <b>703</b><br>0<br>425<br>209<br>8<br>44<br>20<br>165<br>-221<br>61   |  |  |
| Total cash available   | 1,519   | 3,713  | 1,573  | 2,094  | 2,000   |  |  |
| Applications   |   |  |  |  |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>48</b><br>337<br>-57<br>-233<br>-98<br>-135                          | <b>-403</b><br>-410<br>-20<br>27<br>53<br>-26                            | -4<br>51<br>-5<br>-50<br>-60<br>10                                 | <b>17</b><br>-108<br>73<br>52<br>46<br>6                             | - <b>443</b><br>-615<br>133<br>38<br>24<br>14                         |  |  |
| Cash applied to fixed assets   | 756   | 621  | 41   | 309  | 434   |  |  |
| Cash applied to dividends  | 496   | 506  | 510  | 575  | 526   |  |  |
| Total applications of cash   | 1,299   | 724  | 547  | 901  | 517   |  |  |
| Increase/decrease in cash  | 220   | 2,989  | 1,027  | 1,192  | 1,483   |  |  |
|  |   | Selected items, seasonally adjusted                                      |  |  |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 33,947<br>902<br>755<br>762   | 34,503<br>646<br>364<br>368  | 36,160<br>700<br>648<br>652  | 37,236<br>893<br>314<br>319  | 36,844<br>841<br>579<br>584   |  |  |
|  | Selected ratios   |  |  |  |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.968<br>2.7<br>12.0<br>5.6   | 2.251<br>1.9<br>7.1<br>4.3   | 2.246<br>1.9<br>12.8<br>5.8  | 2.260<br>2.4<br>6.0<br>4.0   | 2.157<br>2.3<br>10.8<br>5.5   |  |  |
|  | Percentage change of selected items                                     |  |  |  |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 4.5<br>4.5<br>4.9   | 1.6<br>2.5<br>-28.4  | 4.8<br>4.7<br>8.5  | 3.0<br>2.5<br>27.6   | -1.1<br>-0.9<br>-5.8  |  |  |

Manufacturing

| Image: set in the set |   |   |   |   |   |   |  |  |  |
|---|---|---|---|---|---|---|--|--|--|
| Total assets         Balance sheet           Gata and deposits         53,357         587,691         602,552         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         25,147         202,218         202,417         10,168         11,169         11,168         11,169         11,168         11,169         11,168         11,169 <t< td=""><td></td><td>2001</td><td>2001</td><td>2002</td><td>2002</td><td>2002</td></t<>   |   | 2001  | 2001  | 2002  | 2002  | 2002  |  |  |  |
| Tiple assets         But accounts with affiliates         Fig. 32,357         627,357         627,358         611,357         611<br>612,358         621,357         627,681         612,555         611,357         611<br>612,358         611,357         611,357         611<br>612,358         611,357   |   | 3   | 4   | 1   | 2   | 3   |  |  |  |
| Stati and posits<br>and and accrued revenue         593,357         587,491         602,555         611,537         614,<br>504,93           Ash and posits<br>and accrued revenue         25,942         22,713         23,215         24,153         24,253         24,143         24,153         24,253         24,143         24,153         24,253         24,144         24,153         24,253         24,144         24,153         24,253         24,144         24,153         24,253         24,144         24,153         24,253         24,144         24,153  |   |   |   | millions of dollars   |   |   |  |  |  |
| Cash and deposits         25,044         22,711         22,283         25,472         28           Cash and deposits         71,170         68,285         71,807         74,066         74           Investionets and accounts with affiliates         71,170         68,285         73,807         74,066         74           Loans         72,023         1,202         1,204         1,683         917         10           Loans         72,023         1,204         1,683         917         10           More accounts with affiliates         76,873         86         392         917         10           More accounts exclusions:         905         957,354         186,934         314,774         317,648         314           Deposition:         96,634         304,451         314,774         317,648         314           Deposition:         0 <t< td=""><td></td><td></td><td></td><td>Balance sheet</td><td></td><td></td></t<>   |   |   |   | Balance sheet   |   |   |  |  |  |
| Other assets         99,509         57,354         58,222         59,540         59           Total italitities         306,834         304,451         314,704         317,648         314           Opposits         0 <td>Cash and deposits<br/>Accounts receivable and accrued revenue<br/>Inventories<br/>Portfolio investments<br/>Loans<br/>Mortgage<br/>Non-mortgage<br/>Allowance for losses on investments and loans<br/>Bank customers' liabilities under acceptances</td> <td>25,044<br/>87,882<br/>71,170<br/>156,298<br/>7,263<br/>1,202<br/>396<br/>805<br/>0<br/>0</td> <td>22,711<br/>85,988<br/>69,285<br/>158,402<br/>7,789<br/>1,204<br/>399<br/>805<br/>0<br/>0</td> <td>23,298<br/>88,719<br/>73,800<br/>161,337<br/>8,332<br/>1,169<br/>386<br/>784<br/>0<br/>0</td> <td>25,472<br/>90,439<br/>74,006<br/>164,001<br/>9,917<br/>1,168<br/>392<br/>776<br/>0<br/>0</td> <td>614,468<br/>26,208<br/>90,182<br/>74,012<br/>165,267<br/>10,280<br/>1,180<br/>394<br/>786<br/>0<br/>0<br/>0<br/>187,399</td>  | Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances | 25,044<br>87,882<br>71,170<br>156,298<br>7,263<br>1,202<br>396<br>805<br>0<br>0 | 22,711<br>85,988<br>69,285<br>158,402<br>7,789<br>1,204<br>399<br>805<br>0<br>0 | 23,298<br>88,719<br>73,800<br>161,337<br>8,332<br>1,169<br>386<br>784<br>0<br>0 | 25,472<br>90,439<br>74,006<br>164,001<br>9,917<br>1,168<br>392<br>776<br>0<br>0 | 614,468<br>26,208<br>90,182<br>74,012<br>165,267<br>10,280<br>1,180<br>394<br>786<br>0<br>0<br>0<br>187,399 |  |  |  |
| Deposits         0<   |   |   |   |   |   | 59,939  |  |  |  |
| From others         14,171         14,705         14,618         14,973         14           Banker's acceptances and paper         37,114         37,741         36,646         36,824         38           Bonds and debentures         37,114         37,741         36,646         36,824         38           Banker acceptances         16,082         15,313         14,923         14,929         14           Banker acceptances         0         0         0         0         0         0           Other liabilities         24,027         22,667         25,836         24,894         22           Stare capital         216,6520         283,240         287,865         293,889         300           Stare capital         116,761         115,693         122,856         123,869         128,848         130           Ontribuled's anguity         20         <   | Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts   | 0<br>0<br>92,170<br>71,870<br>102,685<br>49,559                                 | 0<br>0<br>94,101<br>69,783<br>102,586<br>49,293                                 | 0<br>0<br>96,815<br>78,380<br>98,750<br>47,510                                  | 0<br>0<br>99,331<br>77,919<br>100,576<br>49,278                                 | <b>314,197</b><br>0<br>99,411<br>77,066<br>101,037<br>48,872<br>34,420                                      |  |  |  |
| Sharé capital       116,761       115,693       120,475       121,559       123         Contributed surplus and other       41,443       42,151       43,507       43,846       46         Retained earnings       128,316       125,396       123,869       128,484       130         Unitholders' equity       0       0       0       0       0       0         Lability to policyholders       0       0       0       0       0       0         Sales of goods and services       152,218       154,339       152,745       167,711       163         Annuity considerations       0       0       0       0       0       0         Premiums       0       0       0       0       0       0         Dividend revenue, operating       0       0       0       0       0         Dividend revenue, operating       0       0       0       0       0       0         Operating expanse       144,628       146,550       144,421       156,575       152         Interest expense, operating       0       0       0       0       0       0         Normal increase in actuarial liabilitites       0       0 <td< td=""><td>From others<br/>Bankers' acceptances and paper<br/>Bonds and debentures<br/>Mortgages<br/>Deferred income tax<br/>Bank customers' liabilities under acceptances</td><td>14,171<br/>10,318<br/>37,114<br/>5,694<br/>16,082<br/>0</td><td>14,705<br/>9,865<br/>37,741<br/>5,687<br/>15,313<br/>0</td><td>14,618<br/>9,444<br/>36,646<br/>5,150<br/>14,923<br/>0</td><td>14,973<br/>9,305<br/>36,824<br/>5,169<br/>14,929<br/>0</td><td>14,453<br/>8,897<br/>38,048<br/>5,220<br/>14,458<br/>0<br/>22,225</td></td<>   | From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances  | 14,171<br>10,318<br>37,114<br>5,694<br>16,082<br>0                              | 14,705<br>9,865<br>37,741<br>5,687<br>15,313<br>0                               | 14,618<br>9,444<br>36,646<br>5,150<br>14,923<br>0                               | 14,973<br>9,305<br>36,824<br>5,169<br>14,929<br>0                               | 14,453<br>8,897<br>38,048<br>5,220<br>14,458<br>0<br>22,225   |  |  |  |
| Operating revenue         152,218         154,339         152,745         167,711         163           Sales of goods and services         150,902         152,751         151,295         166,109         161           Premiums         0         0         0         0         0         0         0           Annuity considerations         0         0         0         0         0         0         0         0           Dividend revenue, operating         0   | Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity  | 116,761<br>41,443<br>128,316<br>0   | 115,693<br>42,151<br>125,396<br>0   | 120,475<br>43,507<br>123,869<br>0   | 121,559<br>43,846<br>128,484<br>0   | <b>300,271</b><br>123,248<br>46,052<br>130,971<br>0<br>0  |  |  |  |
| Sales of goods and services       150,902       152,751       151,295       166,109       161         Premiums       0       0       0       0       0       0         Annuity considerations       0       0       0       0       0       0         Interest revenue, operating       0       0       0       0       0       0         Dividend revenue, operating       0       0       0       0       0       0         Gains on sale of securities and other assets       0       0       0       0       0       0         Operating expenses       144,628       146,550       144,421       156,575       152         Insurance claims incurred       0       0       0       0       0         Normal increase in actuarial liabilities       0       0       0       0       0         Depreciation, depletion and amortization       5,495       5,996       5,644       5,850       5         Interest expenses, operating       0       0       0       0       0       0         Operating profit       7,589       7,788       8,324       11,136       11       1         Interest expense on borrowing       2,8   |   |   | Income statement  |   |   |   |  |  |  |
| Insurance claims incurred       0       0       0       0       0         Annuity claims incurred       0       0       0       0       0         Normal increase in actuarial liabilities       0       0       0       0       0         Depreciation, depletion and amortization       5,495       5,996       5,644       5,850       5         Interest expense, operating       0       0       0       0       0       0         Other operating profit       7,589       7,788       8,324       11,136       11         Interest expense, operating       0       0       0       0       0       0         Operating profit       7,589       7,788       8,324       11,136       11         Interest and dividend revenue       1,197       920       816       906         Interest expense on borrowing       2,832       2,874       2,528       2,588       2         Gains/losses       -1,259       -452       -466       230       -1         Profit before income tax       1,332       2,123       2,324       3,154       2         Income tax       392       307       354       343       343  | Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets   | 150,902<br>0<br>0<br>0<br>0<br>0<br>0   | 152,751<br>0<br>0<br>0<br>0<br>0<br>0   | 151,295<br>0<br>0<br>0<br>0<br>0<br>0   | 166,109<br>0<br>0<br>0<br>0<br>0<br>0   | <b>163,432</b><br>161,829<br>0<br>0<br>0<br>0<br>0<br>1,603   |  |  |  |
| Interest and dividend revenue       1,197       920       816       906         Interest expense on borrowing       2,832       2,874       2,528       2,588       2         Gains/losses       -1,259       -452       -466       230       -1         Profit before income tax       4,694       5,382       6,146       9,684       7         Income tax       1,332       2,123       2,324       3,154       2         Equity in affiliates' earnings       392       307       354       343   | Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating   | 0<br>0<br>5,495<br>0  | 0<br>0<br>5,996<br>0  | 0<br>0<br>5,644<br>0  | 0<br>0<br>5,850<br>0  | <b>152,110</b><br>0<br>0<br>5,893<br>0<br>146,217   |  |  |  |
| Income tax         1,332         2,123         2,324         3,154         2           Equity in affiliates' earnings         392         307         354         343         2           Profit before extraordinary gains         3,754         3,566         4,176         6,872         5           Extraordinary gains         2         26         0         0         0  | Interest and dividend revenue<br>Interest expense on borrowing  | 1,197<br>2,832  | 920<br>2,874  | 816<br>2,528  | 906<br>2,588  | <b>11,322</b><br>811<br>2,748<br>-1,509   |  |  |  |
| Extraordinary gains 2 26 0 0  | Income tax  | 1,332   | 2,123   | 2,324   | 3,154   | <b>7,876</b><br>2,855<br>440  |  |  |  |
|   |   |   |   |   | ,   | <b>5,461</b><br>-3  |  |  |  |
|   | Net profit  | 3,757   | 3,593   | 4,176   | 6,871   | 5,458   |  |  |  |

#### Manufacturing

|  | 2001   | 2001  | 2002  | 2002  | 2002  |  |  |
|--|--|---|---|---|---|--|--|
|  | 3  | 4   | 1   | 2   | 3   |  |  |
|  |  | n   | nillions of dollars   |   |   |  |  |
|  |  | Statement of  | changes in financi  | al position   |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>7,553</b><br>3,820<br>3,389<br>5,465<br>-939<br>-598<br>-538<br>344             | <b>15,646</b><br>3,517<br>10,084<br>5,981<br>-20<br>3,419<br>704<br>2,045           | <b>10,175</b><br>4,180<br>5,991<br>5,498<br>-181<br>-910<br>1,584<br>4                  | <b>11,357</b><br>6,904<br>4,416<br>5,834<br>-124<br>1,063<br>-2,357<br>37       | <b>8,823</b><br>5,474<br>3,419<br>5,853<br>-268<br>581<br>-2,746<br>-70         |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>3,596</b><br>0<br>-1,323<br>1,827<br>597<br>-137<br>803<br>242<br>-312<br>2,494 | -6,428<br>0<br>-1,484<br>-2,581<br>-2,627<br>-1,528<br>-1,611<br>-156<br>668<br>264 | <b>3,483</b><br>0<br>-1,617<br>4,144<br>-1,640<br>-497<br>-336<br>-503<br>-303<br>2,596 | <b>3,420</b><br>0<br>1,708<br>-405<br>-98<br>-115<br>169<br>16<br>-168<br>2,215 | <b>2,195</b><br>0<br>56<br>-1,208<br>770<br>-413<br>1,206<br>34<br>-58<br>2,577 |  |  |
| Total cash available   | 11,149   | 9,218   | 13,658  | 14,777  | 11,018  |  |  |
| Applications   |  |   |   |   |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>2,632</b><br>2,443<br>201<br>-13<br>-4<br>-9                                    | <b>2,004</b><br>1,508<br>473<br>22<br>5<br>17                                       | <b>5,180</b><br>4,880<br>333<br>-33<br>-14<br>-19                                       | <b>5,310</b><br>3,771<br>1,543<br>-4<br>5<br>-9                                 | <b>1,325</b><br>954<br>359<br>12<br>3<br>8                                      |  |  |
| Cash applied to fixed assets   | -727   | -675  | -1,203  | -27   | 466   |  |  |
| Cash applied to dividends  | 3,137  | 2,864   | 2,624   | 2,482   | 2,703   |  |  |
| Total applications of cash   | 5,042  | 4,192   | 6,600   | 7,766   | 4,494   |  |  |
| Increase/decrease in cash  | 6,107  | 5,026   | 7,058   | 7,011   | 6,524   |  |  |
|  |  | Selected items, seasonally adjusted   |   |   |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 154,866<br>7,521<br>3,852<br>3,850   | 152,933<br>8,402<br>4,251<br>4,225  | 157,040<br>9,060<br>4,443<br>4,443  | 162,160<br>10,007<br>5,842<br>5,843   | 166,171<br>11,009<br>5,480<br>5,484   |  |  |
|  | Selected ratios  |   |   |   |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.609<br>4.9<br>5.4<br>5.0   | 0.609<br>5.5<br>6.0<br>5.5  | 0.615<br>5.8<br>6.2<br>5.4  | 0.607<br>6.2<br>8.0<br>6.4  | 0.593<br>6.6<br>7.3<br>6.2  |  |  |
|  | Percentage change of selected items  |   |   |   |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -3.0<br>-1.7<br>-22.8  | -1.3<br>-1.9<br>11.7  | 2.7<br>2.4<br>7.8   | 3.3<br>2.8<br>10.5  | 2.5<br>2.0<br>10.0  |  |  |

#### Wholesale trade

|   | 2001   | 2001  | 2002  | 2002   | 2002  |  |  |
|---|--|---|---|--|---|--|--|
|   | 3  | 4   | 1   | 2  | 3   |  |  |
|   |  |   | millions of dollars   |  |   |  |  |
|   |  |   | Balance sheet   |  |   |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage   | <b>143,324</b><br>7,834<br>40,341<br>37,936<br>15,703<br>1,929<br>2,802<br>345<br>2,458                                    | <b>142,943</b><br>8,246<br>39,666<br>37,144<br>16,952<br>2,083<br>2,645<br>358<br>2,287<br>0                                | <b>150,611</b><br>9,063<br>41,997<br>39,239<br>17,061<br>2,551<br>2,697<br>359<br>2,338<br>0            | <b>151,233</b><br>8,963<br>43,117<br>38,898<br>17,836<br>2,681<br>2,632<br>372<br>2,261<br>0                               | <b>154,053</b><br>8,810<br>44,053<br>39,818<br>18,340<br>2,724<br>2,717<br>376<br>2,341                 |  |  |
| Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Dther assets   | 0<br>0<br>23,237<br>13,543   | 0<br>0<br>23,425<br>12,781  | 0<br>24,722<br>13,280   | 0<br>24,085<br>13,020  | (<br>24,274<br>13,318   |  |  |
| <b>Total liabilities</b><br>Deposits<br>Actuarial liabilities of insurers   | <b>99,750</b><br>0<br>0  | <b>98,185</b><br>0<br>0   | <b>103,549</b><br>0<br>0  | <b>103,730</b><br>0<br>0   | <b>105,249</b><br>0<br>0  |  |  |
| Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} 39,873\\ 19,882\\ 30,649\\ 19,950\\ 13,373\\ 6,578\\ 4,107\\ 4,981\\ 1,610\\ 514\\ 0\\ 8,833\end{array}$ | $\begin{array}{c} 40,469\\ 19,309\\ 29,470\\ 19,396\\ 13,135\\ 6,261\\ 3,902\\ 4,501\\ 1,671\\ 416\\ 0\\ 8,521 \end{array}$ | 42,602<br>20,991<br>30,213<br>20,588<br>14,127<br>6,461<br>3,610<br>4,356<br>1,660<br>587<br>0<br>9,156 | $\begin{array}{c} 43,012\\ 21,171\\ 29,334\\ 19,942\\ 13,331\\ 6,612\\ 3,157\\ 4,633\\ 1,603\\ 648\\ 0\\ 9,565\end{array}$ | 43,377<br>21,281<br>30,335<br>20,578<br>13,621<br>6,957<br>3,470<br>4,667<br>1,619<br>705<br>0<br>9,552 |  |  |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>43,574</b><br>19,026<br>2,170<br>22,379<br>0<br>0   | <b>44,757</b><br>19,115<br>2,739<br>22,904<br>0<br>0  | <b>47,062</b><br>21,712<br>2,952<br>22,398<br>0<br>0  | <b>47,503</b><br>22,575<br>3,206<br>21,722<br>0<br>0   | <b>48,804</b><br>22,832<br>2,990<br>22,983<br>0<br>0  |  |  |
|   | Income statement   |   |   |  |   |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue  | <b>84,052</b><br>82,772<br>0<br>0<br>0<br>0<br>0<br>0<br>1,280   | <b>83,546</b><br>82,300<br>0<br>0<br>0<br>0<br>0<br>1,246   | <b>82,516</b><br>81,263<br>0<br>0<br>0<br>0<br>0<br>1,253   | <b>86,593</b><br>85,233<br>0<br>0<br>0<br>0<br>0<br>1,360  | <b>88,361</b><br>86,971<br>0<br>0<br>0<br>0<br>0<br>1,390   |  |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | 81,603<br>0<br>0<br>1,028<br>0<br>80,575   | <b>81,232</b><br>0<br>0<br>1,086<br>0<br>80,146   | <b>80,459</b><br>0<br>0<br>1,038<br>0<br>79,421   | 83,892<br>0<br>0<br>1,091<br>0<br>82,802   | <b>85,499</b><br>0<br>0<br>1,084<br>0<br>84,415   |  |  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>2,449</b><br>316<br>713<br>0  | <b>2,315</b><br>330<br>687<br>-23   | <b>2,057</b><br>334<br>615<br>50  | <b>2,701</b><br>345<br>614<br>22   | <b>2,862</b><br>350<br>618<br>-141  |  |  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | <b>2,051</b><br>692<br>35  | <b>1,935</b><br>610<br>45   | <b>1,827</b><br>647<br>16   | <b>2,453</b><br>849<br>18  | <b>2,453</b><br>809<br>99   |  |  |
| Profit before extraordinary gains   | <b>1,394</b><br>-2   | <b>1,370</b><br>-3  | <b>1,195</b><br>-3  | <b>1,623</b>   | 1,743   |  |  |
| Extraordinary gains   | -2   | -0  | -3  | 60   | -3  |  |  |

#### Wholesale trade

|  | 2001   | 2001  | 2002   | 2002   | 2002  |  |  |
|--|--|---|--|--|---|--|--|
|  | 3  | 4   | 1  | 2  | 3   |  |  |
|  |  | n   | nillions of dollars  |  |   |  |  |
|  |  | Statement of  | changes in financia  | al position  |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>670</b><br>1,394<br>-756<br>1,027<br>46<br>-1,012<br>-816<br>31 | <b>3,255</b><br>1,348<br>1,976<br>1,078<br>1<br>808<br>89<br>-70          | <b>1,220</b><br>1,403<br>-144<br>1,003<br>37<br>-151<br>-1,033<br>-38        | <b>1,494</b><br>1,700<br>-86<br>1,088<br>24<br>-432<br>-765<br>-121      | <b>350</b><br>1,760<br>-1,389<br>1,081<br>-1,428<br>-1,428<br>-1,085<br>-21 |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity   | -23<br>0<br>70<br>-312<br>49<br>-2<br>71<br>-50<br>30<br>170       | <b>318</b><br>0<br>-113<br>93<br>-769<br>-339<br>-463<br>27<br>7<br>1,106 | <b>2,024</b><br>0<br>237<br>1,123<br>-21<br>-250<br>-161<br>10<br>380<br>685 | <b>596</b><br>0<br>-315<br>299<br>36<br>-361<br>308<br>-16<br>106<br>576 | <b>1,293</b><br>0<br>313<br>144<br>709<br>324<br>70<br>22<br>294<br>128     |  |  |
| Total cash available   | 647  | 3,572   | 3,244  | 2,090  | 1,644   |  |  |
| Applications   |  |   |  |  |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | - <b>374</b><br>-304<br>-126<br>56<br>-39<br>95                    | <b>1,249</b><br>1,349<br>143<br>-243<br>8<br>-251                         | <b>1,200</b><br>1,222<br>-14<br>-8<br>-14<br>6                               | <b>805</b><br>694<br>33<br>79<br>25<br>54                                | <b>701</b><br>503<br>110<br>89<br>6<br>83                                   |  |  |
| Cash applied to fixed assets   | -693   | 204   | 199  | 260  | 29  |  |  |
| Cash applied to dividends  | 651  | 726   | 695  | 853  | 825   |  |  |
| Total applications of cash   | -415   | 2,179   | 2,094  | 1,919  | 1,555   |  |  |
| Increase/decrease in cash  | 1,062  | 1,393   | 1,150  | 171  | 89  |  |  |
|  |  | Selected items, seasonally adjusted                                       |  |  |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 83,100<br>2,344<br>1,314<br>1,316                                  | 82,462<br>2,157<br>1,367<br>1,369   | 85,493<br>2,342<br>1,268<br>1,271  | 85,750<br>2,673<br>1,629<br>1,570  | 87,375<br>2,747<br>1,658<br>1,661   |  |  |
|  | Selected ratios  |   |  |  |   |  |  |
| rease in deposits<br>rrowings from banks<br>rrowings from affiliates<br>her borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>atty<br><b>Total cash available</b><br>plications<br>sh applied to investment activities<br>estments in affiliates<br>rtfolio investments<br>ans<br>Mortgage loans<br>Non-mortgage loans<br>Sh applied to fixed assets<br>sh applied to dividends<br>Total applications of cash<br>rease/decrease in cash<br>erating revenue<br>erating profit<br>off before extraordinary gains<br>t profit<br>bot to equity (ratio)<br>off margin (%)<br>turn on capital employed (%) | 1.160<br>2.8<br>12.1<br>7.7  | 1.090<br>2.6<br>12.2<br>7.9   | 1.088<br>2.7<br>10.8<br>7.0  | 1.063<br>3.1<br>13.7<br>8.4  | 1.058<br>3.1<br>13.6<br>8.4   |  |  |
|  | Percentage change of selected items                                |   |  |  |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -1.3<br>-1.2<br>-2.5   | -0.8<br>-0.6<br>-8.0  | 3.7<br>3.5<br>8.6  | 0.3<br>-0.1<br>14.1  | 1.9<br>1.9<br>2.8   |  |  |

**Retail trade** 

|  | 2001                              | 2001                              | 2002                              | 2002                         | 2002                              |  |  |
|--|-----------------------------------|-----------------------------------|-----------------------------------|------------------------------|-----------------------------------|--|--|
|  | 3                                 | 4                                 | 1                                 | 2                            | 3                                 |  |  |
|  |                                   | I                                 | millions of dollars               |                              |                                   |  |  |
|  |                                   |                                   | Balance sheet                     |                              |                                   |  |  |
| <b>Total assets</b>  | <b>111,153</b>                    | <b>112,988</b>                    | <b>116,279</b>                    | <b>123,738</b>               | <b>123,038</b>                    |  |  |
| Cash and deposits  | 6,017                             | 6,095                             | 6,767                             | 7,060                        | 6,876                             |  |  |
| Accounts receivable and accrued revenue  | 11,164                            | 12,009                            | 12,161                            | 12,743                       | 13,059                            |  |  |
| nventories   | 37,704                            | 37,998                            | 38,179                            | 41,057                       | 40,276                            |  |  |
| nvestments and accounts with affiliates  | 7,947                             | 8,147                             | 8,722                             | 8,837                        | 8,490                             |  |  |
| Portfolio investments  | 2,168                             | 2,067                             | 2,156                             | 2,280                        | 2,246                             |  |  |
| .oans  | 871                               | 899                               | 937                               | 1,134                        | 1,123                             |  |  |
| Mortgage   | 418                               | 428                               | 447                               | 492                          | 482                               |  |  |
| Non-mortgage   | 452                               | 472                               | 490                               | 641                          | 641                               |  |  |
| Ilowance for losses on investments and loans   | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| ank customers' liabilities under acceptances   | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Capital assets, net  | 32,264                            | 33,686                            | 34,516                            | 36,686                       | 36,767                            |  |  |
| Other assets   | 13,021                            | 12,087                            | 12,841                            | 13,942                       | 14,202                            |  |  |
| <b>Total liabilities</b>   | <b>73,081</b>                     | <b>75,518</b>                     | <b>76,971</b>                     | <b>81,655</b>                | <b>80,290</b>                     |  |  |
| Deposits   | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Actuarial liabilities of insurers  | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Accounts payable and accrued liabilities   | 25,665                            | 27,173                            | 26,932                            | 28,657                       | 28,725                            |  |  |
| Loans and accounts with affiliates   | 12,113                            | 12,895                            | 13,327                            | 14,365                       | 13,977                            |  |  |
| Borrowings   | 30,062                            | 30,457                            | 31,571                            | 33,340                       | 32,633                            |  |  |
| Loans and overdrafts   | 17,041                            | 17,834                            | 18,194                            | 19,837                       | 19,234                            |  |  |
| From banks   | 8,537                             | 8,935                             | 8,914                             | 10,187                       | 9,998                             |  |  |
| From others  | 8,504                             | 8,899                             | 9,280                             | 9,650                        | 9,237                             |  |  |
| Bankers' acceptances and paper   | 2,028                             | 1,448                             | 2,048                             | 2,024                        | 2,070                             |  |  |
| Bonds and debentures   | 8,152                             | 8,391                             | 8,266                             | 8,389                        | 8,310                             |  |  |
| Mortgages  | 2,841                             | 2,785                             | 3,063                             | 3,090                        | 3,019                             |  |  |
| Deferred income tax  | 572                               | 629                               | 607                               | 509                          | 513                               |  |  |
| Bank customers' liabilities under acceptances  | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Dther liabilities  | 4,668                             | 4,362                             | 4,534                             | 4,784                        | 4,442                             |  |  |
| <b>Total, equity</b>   | <b>38,073</b>                     | <b>37,470</b>                     | <b>39,309</b>                     | <b>42,083</b>                | <b>42,748</b>                     |  |  |
| Share capital  | 14,494                            | 14,139                            | 15,390                            | 16,438                       | 16,991                            |  |  |
| Contributed surplus and other  | 2,101                             | 2,096                             | 2,420                             | 2,474                        | 2,480                             |  |  |
| Retained earnings  | 21,478                            | 21,235                            | 21,498                            | 23,172                       | 23,277                            |  |  |
| Jnitholders' equity  | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Liability to policyholders   | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
|  | Income statement                  |                                   |                                   |                              |                                   |  |  |
| <b>Operating revenue</b><br>Gales of goods and services<br>Premiums<br>Annuity considerations  | <b>73,474</b><br>72,234<br>0<br>0 | <b>71,258</b><br>70,015<br>0<br>0 | <b>72,431</b><br>71,169<br>0<br>0 | <b>78,589</b><br>77,202<br>0 | <b>80,535</b><br>79,117<br>0<br>0 |  |  |
| nterest revenue, operating<br>Dividend revenue, operating<br>Sains on sale of securities and other assets<br>Other operating revenue | 0<br>0<br>1,242                   | 0<br>0<br>1,243                   | 0<br>0<br>1,263                   | 0<br>0<br>1,387              | 0<br>0<br>0<br>1,418              |  |  |
| <b>Operating expenses</b><br>nsurance claims incurred<br>Annuity claims incurred<br>Vormal increase in actuarial liabilities         | <b>72,066</b><br>0<br>0           | <b>69,168</b><br>0<br>0<br>0      | <b>70,460</b><br>0<br>0           | <b>76,370</b><br>0<br>0<br>0 | <b>78,022</b><br>0<br>0<br>0      |  |  |
| Depreciation, depletion and amortization   | 1,285                             | 1,265                             | 1,270                             | 1,378                        | 1,351                             |  |  |
| nterest expense, operating   | 0                                 | 0                                 | 0                                 | 0                            | 0                                 |  |  |
| Dther operating expenses   | 70,782                            | 67,903                            | 69,189                            | 74,992                       | 76,672                            |  |  |
| Dperating profit   | <b>1,408</b>                      | <b>2,090</b>                      | <b>1,972</b>                      | <b>2,219</b>                 | <b>2,512</b>                      |  |  |
| nterest and dividend revenue   | 268                               | 277                               | 246                               | 233                          | 227                               |  |  |
| nterest expense on borrowing   | 585                               | 554                               | 609                               | 644                          | 630                               |  |  |
| Gains/losses   | 95                                | 43                                | -131                              | 141                          | 43                                |  |  |
| <b>Profit before income tax</b>  | <b>1,183</b>                      | <b>1,857</b>                      | <b>1,478</b>                      | <b>1,950</b>                 | <b>2,152</b>                      |  |  |
| ncome tax  | 337                               | 658                               | 476                               | 611                          | 605                               |  |  |
| Equity in affiliates' earnings   | 26                                | 24                                | 23                                | 30                           | 21                                |  |  |
| Profit before extraordinary gains  | <b>872</b>                        | <b>1,223</b>                      | <b>1,025</b>                      | <b>1,368</b>                 | <b>1,568</b>                      |  |  |
| Extraordinary gains  | -2                                | -1                                | -3                                | -2                           | -3                                |  |  |
| Net profit   | 870                               | 1,222                             | 1,022                             | 1,366                        | 1,566                             |  |  |

**Retail trade** 

|  | 2001  | 2001   | 2002  | 2002   | 2002  |  |  |
|--|---|--|---|--|---|--|--|
|  | 3   | 4  | 1   | 2  | 3   |  |  |
|  |   | m  | illions of dollars  |  |   |  |  |
|  |   | Statement of   | changes in financia   | Il position  |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>2,391</b><br>1,630<br>949<br>1,279<br>50<br>78<br>-458<br>-187 | <b>1,647</b><br>1,186<br>562<br>1,265<br>69<br>366<br>-1,138<br>-100       | <b>1,459</b><br>1,375<br>230<br>1,252<br>-18<br>-567<br>-437<br>-147    | 677<br>1,622<br>-626<br>1,359<br>175<br>-1,405<br>-755<br>-319         | <b>2,914</b><br>1,906<br>777<br>1,346<br>-4<br>685<br>-1,250<br>231 |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | -571<br>0<br>-91<br>0<br>-83<br>139<br>-343<br>29<br>92<br>-397   | <b>2,256</b><br>0<br>66<br>1,142<br>494<br>-424<br>494<br>-1<br>425<br>554 | <b>2,219</b><br>0<br>36<br>658<br>831<br>531<br>-27<br>84<br>243<br>694 | <b>2,011</b><br>0<br>633<br>947<br>383<br>-2<br>-20<br>42<br>362<br>48 | -968<br>0<br>-286<br>-315<br>-398<br>24<br>-87<br>-23<br>-311<br>30 |  |  |
| Total cash available   | 1,820   | 3,903  | 3,677   | 2,688  | 1,946   |  |  |
| Applications   |   |  |   |  |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>94</b><br>132<br>-30<br>-8<br>-5<br>-3                         | <b>804</b><br>842<br>-66<br>29<br>9<br>20                                  | <b>197</b><br>172<br>7<br>18<br>1<br>17                                 | <b>198</b><br>60<br>81<br>57<br>30<br>27                               | <b>-141</b><br>-85<br>-43<br>-13<br>-11<br>-3                       |  |  |
| Cash applied to fixed assets   | 270   | 1,559  | 688   | 886  | 116   |  |  |
| Cash applied to dividends  | 562   | 1,070  | 640   | 488  | 504   |  |  |
| Total applications of cash   | 926   | 3,433  | 1,524   | 1,573  | 479   |  |  |
| Increase/decrease in cash  | 894   | 470  | 2,153   | 1,115  | 1,467   |  |  |
|  |   | Selected items, seasonally adjusted  |   |  |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 72,451<br>1,411<br>851<br>852                                     | 71,190<br>1,927<br>1,132<br>1,133  | 74,949<br>2,096<br>1,027<br>1,029                                       | 77,745<br>2,292<br>1,472<br>1,474                                      | 78,719<br>2,487<br>1,553<br>1,555                                   |  |  |
|  | Selected ratios   |  |   |  |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.108<br>1.9<br>8.9<br>6.5  | 1.157<br>2.7<br>12.1<br>7.7  | 1.142<br>2.8<br>10.4<br>7.1   | 1.134<br>3.0<br>14.0<br>8.7  | 1.090<br>3.2<br>14.5<br>9.2   |  |  |
|  | Percentage change of selected items                               |  |   |  |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 0.4<br>0.7<br>-13.5   | -1.7<br>-2.5<br>36.6   | 5.3<br>5.2<br>8.8   | 3.7<br>3.6<br>9.3  | 1.3<br>1.0<br>8.5   |  |  |

#### Transportation and warehousing

|  | 2001  | 2001   | 2002  | 2002   | 2002   |
|--|---|--|---|--|--|
|  | 3   | 4  | 1   | 2  | 3  |
|  |   |  | millions of dollars   |  |  |
|  |   |  | Balance sheet   |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>108,363</b><br>4,427<br>11,335<br>2,415<br>16,935<br>1,589<br>1,457<br>162<br>1,295<br>0<br>0<br>0<br>55,879<br>14,327 | <b>103,406</b><br>4,284<br>10,776<br>2,459<br>15,638<br>1,643<br>1,881<br>163<br>1,718<br>0<br>0<br>54,051<br>12,674               | <b>107,090</b><br>3,889<br>10,195<br>2,403<br>15,885<br>1,938<br>1,855<br>163<br>1,692<br>0<br>0<br>56,806<br>14,118                  | <b>102,435</b><br>3,836<br>10,107<br>2,415<br>15,281<br>1,642<br>1,853<br>159<br>1,694<br>0<br>0<br>54,051<br>13,249                   | <b>104,292</b><br>3,696<br>10,586<br>2,459<br>15,506<br>1,674<br>1,896<br>1,756<br>0<br>0<br>54,714<br>13,761        |
| Total liabilities  | 81,362  | 72,100   | 75,430  | 70,715   | 70,660   |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | 0<br>0<br>14,239<br>9,705<br>43,930<br>10,112<br>5,502<br>4,610<br>3,970<br>28,539<br>1,310<br>2,447<br>0<br>11,041       | $\begin{array}{c} 0\\ 0\\ 13,342\\ 9,514\\ 40,277\\ 19,672\\ 10,383\\ 9,290\\ 2,371\\ 17,260\\ 973\\ 2,097\\ 0\\ 6,870\end{array}$ | $\begin{array}{c} 0\\ 0\\ 13,194\\ 8,973\\ 44,719\\ 20,501\\ 10,682\\ 9,820\\ 2,611\\ 20,380\\ 1,227\\ 2,122\\ 0\\ 6,421 \end{array}$ | $\begin{array}{c} 0\\ 0\\ 12,844\\ 9,111\\ 40,393\\ 20,978\\ 10,746\\ 10,231\\ 2,541\\ 15,732\\ 1,143\\ 2,274\\ 0\\ 6,092 \end{array}$ | 0<br>0<br>13,397<br>9,583<br>40,376<br>20,775<br>10,669<br>10,105<br>2,797<br>15,628<br>1,176<br>2,389<br>0<br>4,916 |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>27,001</b><br>17,861<br>2,635<br>6,505<br>0<br>0   | <b>31,306</b><br>20,250<br>2,619<br>8,438<br>0<br>0  | <b>31,660</b><br>21,342<br>2,391<br>7,927<br>0<br>0   | <b>31,720</b><br>20,743<br>2,100<br>8,877<br>0<br>0  | <b>33,632</b><br>21,138<br>2,302<br>10,192<br>0<br>0   |
|  |   |  | Income statement  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>20,475</b><br>19,789<br>0<br>0<br>0<br>0<br>0<br>0<br>686  | <b>18,897</b><br>18,251<br>0<br>0<br>0<br>0<br>0<br>0<br>647   | <b>18,889</b><br>18,249<br>0<br>0<br>0<br>0<br>0<br>640   | <b>20,272</b><br>19,317<br>0<br>0<br>0<br>0<br>0<br>954  | <b>21,334</b><br>20,354<br>0<br>0<br>0<br>0<br>980   |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>19,090</b><br>0<br>0<br>1,115<br>0<br>17,974   | <b>17,825</b><br>0<br>0<br>1,276<br>0<br>16,548  | <b>17,674</b><br>0<br>0<br>1,308<br>0<br>16,366   | <b>18,352</b><br>0<br>0<br>1,289<br>0<br>17,063  | <b>18,862</b><br>0<br>0<br>1,312<br>0<br>17,550  |
| Operating profit<br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>1,385</b><br>125<br>914<br>-108  | <b>1,073</b><br>187<br>866<br>-255   | <b>1,215</b><br>116<br>889<br>54  | <b>1,920</b><br>124<br>851<br>272  | <b>2,472</b><br>134<br>848<br>53   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>488</b><br>160<br>43   | <b>139</b><br>46<br>45   | <b>496</b><br>173<br>43   | <b>1,464</b><br>486<br>62  | <b>1,811</b><br>474<br>50  |
| Profit before extraordinary gains<br>Extraordinary gains   | <b>370</b><br>-1  | <b>138</b><br>-1   | <b>367</b><br>-1  | <b>1,041</b><br>-1   | <b>1,387</b><br>-1   |
| Net profit   | 369   | 137  | 366   | 1,039  | 1,386  |
|  |   |  |   |  |  |

#### Transportation and warehousing

|  | 2001   | 2001   | 2002  | 2002  | 2002   |  |  |  |
|--|--|--|---|---|--|--|--|--|
|  | 3  | 4  | 1   | 2   | 3  |  |  |  |
|  |  | n  | nillions of dollars   |   |  |  |  |  |
|  |  | Statement of   | changes in financi  | al position   |  |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>1,692</b><br>854<br>862<br>1,105<br>15<br>74<br>-333<br>-23                 | -1,124<br>33<br>-1,125<br>1,269<br>-54<br>-482<br>-1,859<br>-32                          | <b>330</b><br>888<br>-385<br>1,210<br>36<br>830<br>-2,461<br>-173             | <b>3,206</b><br>1,840<br>1,407<br>1,287<br>186<br>-400<br>334<br>-41              | <b>1,509</b><br>2,009<br>-501<br>1,305<br>89<br>54<br>-1,949<br>0        |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>1,675</b><br>0<br>127<br>204<br>1,811<br>196<br>1,225<br>226<br>164<br>-467 | <b>354</b><br>0<br>5,320<br>272<br>-8,312<br>-1,486<br>-11,210<br>-328<br>4,712<br>3,073 | <b>4,520</b><br>0<br>28<br>112<br>3,322<br>-129<br>3,123<br>4<br>324<br>1,058 | - <b>4,966</b><br>0<br>147<br>74<br>-4,389<br>-69<br>-4,692<br>-61<br>433<br>-799 | <b>239</b><br>0<br>-160<br>237<br>-105<br>16<br>-71<br>53<br>-103<br>267 |  |  |  |
| Total cash available   | 3,368  | -770   | 4,850   | -1,760  | 1,748  |  |  |  |
| Applications   |  |  |   |   |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>297</b><br>228<br>113<br>-44<br>7<br>-52                                    | <b>550</b><br>142<br>-19<br>427<br>4<br>423  | <b>1,559</b><br>1,170<br>416<br>-26<br>0<br>-26                               | -885<br>-594<br>-291<br>-1<br>-2<br>2   | <b>98</b><br>6<br>27<br>64<br>2<br>63                                    |  |  |  |
| Cash applied to fixed assets   | 820  | -648   | 2,361   | -2,432  | 166  |  |  |  |
| Cash applied to dividends  | 474  | 456  | 495   | 463   | 506  |  |  |  |
| Total applications of cash   | 1,591  | 358  | 4,416   | -2,854  | 770  |  |  |  |
| Increase/decrease in cash  | 1,777  | -1,128   | 433   | 1,094   | 977  |  |  |  |
|  |  | Selected items, seasonally adjusted  |   |   |  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 19,743<br>1,023<br>186<br>188  | 19,056<br>1,150<br>196<br>197  | 19,339<br>1,449<br>566<br>567   | 20,369<br>1,884<br>987<br>989   | 20,472<br>2,056<br>1,161<br>1,163  |  |  |  |
|  |  |  | Selected ratios   |   |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.986<br>5.2<br>2.8<br>4.0   | 1.590<br>6.0<br>2.5<br>4.5   | 1.696<br>7.5<br>7.2<br>5.8  | 1.561<br>9.3<br>12.4<br>8.0   | 1.485<br>10.0<br>13.8<br>8.7   |  |  |  |
|  |  | Percentage   | e change of selecte   | d items   |  |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -3.3<br>-2.5<br>-16.3  | -3.5<br>-4.3<br>12.4   | 1.5<br>-0.1<br>26.0   | 5.3<br>3.3<br>30.0  | 0.5<br>-0.4<br>9.1   |  |  |  |

#### Information and cultural industries

|  | 2001  | 2001   | 2002  | 2002  | 2002  |
|--|---|--|---|---|---|
|  | 3   | 4  | 1   | 2   | 3   |
|  |   |  | millions of dollars   |   |   |
|  |   |  | Balance sheet   |   |   |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>157,241</b><br>5,273<br>13,717<br>2,283<br>48,215<br>2,239<br>215<br>91<br>124<br>0<br>0<br>54,260<br>31,039                   | <b>161,306</b><br>5,483<br>13,542<br>2,278<br>49,273<br>2,083<br>207<br>92<br>114<br>0<br>0<br>56,224<br>32,217                    | <b>162,342</b><br>5,990<br>14,645<br>2,201<br>47,596<br>1,890<br>208<br>93<br>115<br>0<br>55,158<br>34,655                          | <b>159,135</b><br>6,152<br>17,918<br>2,154<br>43,429<br>1,792<br>226<br>94<br>132<br>0<br>0<br>54,276<br>33,189                     | <b>160,815</b><br>6,184<br>18,263<br>2,226<br>44,562<br>1,660<br>227<br>95<br>132<br>0<br>0<br>54,548<br>33,144                                   |
| Total liabilities  | 93,423  | 98,186   | 102,039   | 101,208   | 102,037   |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} 0\\ 0\\ 14,694\\ 13,054\\ 54,964\\ 9,509\\ 7,676\\ 1,833\\ 4,390\\ 40,812\\ 252\\ 2,758\\ 0\\ 7,953\end{array}$ | $\begin{array}{c} 0\\ 0\\ 15,356\\ 16,191\\ 55,519\\ 10,142\\ 8,208\\ 1,934\\ 4,221\\ 40,876\\ 280\\ 2,461\\ 0\\ 8,658\end{array}$ | $\begin{array}{c} 0\\ 0\\ 14,780\\ 17,797\\ 59,179\\ 13,881\\ 11,689\\ 2,193\\ 3,547\\ 41,421\\ 331\\ 2,236\\ 0\\ 8,047\end{array}$ | $\begin{array}{c} 0\\ 0\\ 14,436\\ 19,004\\ 56,840\\ 13,475\\ 11,322\\ 2,153\\ 4,204\\ 38,838\\ 323\\ 2,323\\ 0\\ 8,605\end{array}$ | $\begin{array}{c} 0 \\ 0 \\ 15,130 \\ 19,410 \\ 56,347 \\ 12,575 \\ 10,374 \\ 2,202 \\ 4,155 \\ 39,294 \\ 324 \\ 2,394 \\ 0 \\ 8,756 \end{array}$ |
| Total, equity<br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>63,818</b><br>63,977<br>5,360<br>-5,519<br>0<br>0  | <b>63,120</b><br>65,931<br>5,450<br>-8,261<br>0<br>0   | <b>60,303</b><br>67,136<br>5,337<br>-12,170<br>0<br>0   | <b>57,928</b><br>65,686<br>5,351<br>-13,109<br>0<br>0   | <b>58,778</b><br>67,521<br>5,390<br>-14,133<br>0<br>0   |
|  |   |  | Income statement  |   |   |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>16,742</b><br>16,110<br>0<br>0<br>0<br>0<br>0<br>633   | <b>17,127</b><br>16,494<br>0<br>0<br>0<br>0<br>0<br>0<br>633   | <b>16,680</b><br>16,094<br>0<br>0<br>0<br>0<br>0<br>586   | <b>16,934</b><br>16,305<br>0<br>0<br>0<br>0<br>0<br>0<br>629  | <b>17,029</b><br>16,364<br>0<br>0<br>0<br>0<br>0<br>666   |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>15,039</b><br>0<br>0<br>2,325<br>0<br>12,715   | <b>15,720</b><br>0<br>2,554<br>0<br>13,166   | <b>14,949</b><br>0<br>0<br>2,419<br>0<br>12,531   | <b>15,017</b><br>0<br>0<br>2,470<br>0<br>12,546   | <b>15,172</b><br>0<br>0<br>2,444<br>0<br>12,728   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>1,703</b><br>269<br>1,191<br>-1,087  | <b>1,407</b><br>267<br>1,266<br>-161   | <b>1,731</b><br>160<br>1,261<br>51  | <b>1,917</b><br>155<br>1,218<br>-1,382  | <b>1,857</b><br>200<br>1,251<br>-494  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>-306</b><br>12<br>104  | <b>247</b><br>-25<br>122   | <b>681</b><br>183<br>149  | <b>-527</b><br>335<br>151   | <b>313</b><br>130<br>127  |
| Profit before extraordinary gains<br>Extraordinary gains   | <b>-214</b><br>-1   | <b>394</b><br>0  | <b>647</b><br>-2  | - <b>712</b><br>0   | <b>310</b><br>-1  |
| Net profit   | -215  | 393  | 645   | -713  | 309   |
|  |   |  |   |   |   |

#### Information and cultural industries

|  | 2001  | 2001  | 2002  | 2002   | 2002   |  |  |  |
|--|---|---|---|--|--|--|--|--|
|  | 3   | 4   | 1   | 2  | 3  |  |  |  |
|  |   | r   | illions of dollars  |  |  |  |  |  |
|  |   | Statement of  | changes in financia   | al position  |  |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>547</b><br>-670<br>1,232<br>2,318<br>208<br>605<br>-1,899<br>-15             | <b>2,012</b><br>209<br>2,030<br>2,529<br>-273<br>878<br>-1,103<br>-228    | <b>134</b><br>441<br>286<br>2,382<br>-449<br>-549<br>-1,097<br>-593           | -643<br>-1,018<br>384<br>2,467<br>87<br>-3,618<br>1,448<br>-8        | <b>2,554</b><br>452<br>2,105<br>2,441<br>62<br>294<br>-691<br>-3           |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>3,933</b><br>0<br>328<br>110<br>1,932<br>-585<br>2,087<br>-2<br>431<br>1,563 | <b>2,653</b><br>0<br>554<br>106<br>28<br>-156<br>110<br>21<br>52<br>1,966 | <b>2,304</b><br>0<br>-19<br>321<br>1,678<br>-457<br>1,971<br>18<br>145<br>325 | -761<br>0<br>-402<br>595<br>-8<br>689<br>-556<br>-13<br>-128<br>-946 | <b>1,015</b><br>0<br>-950<br>470<br>455<br>-40<br>452<br>0<br>422<br>1,041 |  |  |  |
| Total cash available   | 4,480   | 4,665   | 2,438   | -1,403   | 3,570  |  |  |  |
| Applications   |   |   |   |  |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>1,184</b><br>1,039<br>143<br>3<br>2<br>0                                     | <b>369</b><br>272<br>106<br>-9<br>1<br>-10                                | <b>-140</b><br>-2<br>-139<br>1<br>0<br>1                                      | <b>-4,284</b><br>-3,897<br>-405<br>18<br>2<br>17                     | <b>978</b><br>1,027<br>-50<br>1<br>1<br>0                                  |  |  |  |
| Cash applied to fixed assets   | -712  | 1,745   | -958  | -1,124   | 107  |  |  |  |
| Cash applied to dividends  | 711   | 844   | 850   | 886  | 668  |  |  |  |
| Total applications of cash   | 1,183   | 2,958   | -248  | -4,522   | 1,753  |  |  |  |
| Increase/decrease in cash  | 3,297   | 1,707   | 2,686   | 3,118  | 1,817  |  |  |  |
|  |   | Selected items, seasonally adjusted                                       |   |  |  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 16,910<br>1,757<br>85<br>86   | 16,901<br>1,293<br>168<br>168   | 16,718<br>1,814<br>578<br>580   | 17,015<br>1,899<br>-697<br>-696                                      | 17,157<br>1,928<br>682<br>683  |  |  |  |
|  |   |   | Selected ratios   |  |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.066<br>10.4<br>0.5<br>3.0   | 1.136<br>7.7<br>1.1<br>3.1  | 1.276<br>10.8<br>3.8<br>4.4   | 1.309<br>11.2<br>-4.8<br>0.4   | 1.289<br>11.2<br>4.6<br>4.7  |  |  |  |
|  |   | Percentage  | change of selecte   | d items  |  |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 3.8<br>4.0<br>2.0   | -0.1<br>3.0<br>-26.4  | -1.1<br>-4.5<br>40.3  | 1.8<br>1.4<br>4.7  | 0.8<br>0.8<br>1.5  |  |  |  |

#### Non-depository credit intermediation

|  | 2001   | 2001   | 2002   | 2002   | 2002  |
|--|--|--|--|--|---|
|  | 3  | 4  | 1  | 2  | 3   |
|  |  |  | millions of dollars                                  |  |   |
|  |  |  | Balance sheet  |  |   |
| Total assets   | <b>91,564</b>  | <b>90,775</b>  | <b>92,866</b>  | <b>93,335</b>  | <b>94,305</b>   |
| Cash and deposits  | 2,834  | 3,831  | 3,011  | 3,011  | 3,671   |
| Accounts receivable and accrued revenue  | 2,665  | 2,098  | 2,562  | 2,371  | 2,378   |
| Inventories  | 2  | 2  | 2  | 2  | 2   |
| Investments and accounts with affiliates   | 24,653   | 23,578   | 24,808   | 24,022   | 24,033  |
| Portfolio investments  | 730  | 812  | 845  | 934  | 840   |
| Loans  | 49,135   | 48,681   | 49,311   | 50,239   | 50,111  |
| Mortgage   | 3,908  | 3,860  | 3,884  | 4,228  | 4,078   |
| Non-mortgage   | 45,228   | 44,821   | 45,427   | 46,011   | 46,033  |
| Allowance for losses on investments and loans  | -1,059   | -1,137   | -1,004   | -981   | -1,002  |
| Bank customers' liabilities under acceptances  | 0  | 0  | 0  | 0  | 0   |
| Capital assets, net  | 9,853  | 10,107   | 10,663   | 11,153   | 12,287  |
| Other assets   | 2,754  | 2,805  | 2,670  | 2,586  | 1,987   |
| Total liabilities  | <b>80,461</b>  | <b>80,342</b>  | <b>81,761</b>  | <b>81,918</b>  | 82,296  |
| Deposits   | 1,452  | 1,457  | 1,558  | 1,575  | 1,595   |
| Actuarial liabilities of insurers  | 0  | 0  | 0  | 0  | 0   |
| Accounts payable and accrued liabilities   | 1,967  | 1,862  | 1,987  | 1,894  | 1,989   |
| Loans and accounts with affiliates   | 16,892   | 17,427   | 17,062   | 16,738   | 17,448  |
| Borrowings   | 57,315   | 56,237   | 57,847   | 58,744   | 58,495  |
| Loans and overdrafts   | 4,384  | 3,999  | 4,857  | 5,325  | 4,877   |
| From banks   | 1,209  | 707  | 718  | 554  | 516   |
| From others  | 3,175  | 3,292  | 4,139  | 4,770  | 4,361   |
| Bankers' acceptances and paper   | 17,449   | 16,199   | 16,812   | 17,530   | 17,563  |
| Bonds and debentures   | 34,690   | 35,266   | 35,283   | 34,975   | 35,208  |
| Mortgages  | 792  | 774  | 895  | 914  | 848   |
| Deferred income tax  | 1,039  | 1,087  | 1,132  | 1,040  | 1,071   |
| Bank customers' liabilities under acceptances  | 0  | 0  | 0  | 0  | 0   |
| Other liabilities  | 1,796  | 2,271  | 2,175  | 1,927  | 1,697   |
| <b>Total, equity</b>   | <b>11,103</b>  | <b>10,433</b>  | <b>11,105</b>  | <b>11,417</b>  | <b>12,009</b>   |
| Share capital  | 4,534  | 4,534  | 4,811  | 4,741  | 5,000   |
| Contributed surplus and other  | 2,565  | 2,334  | 2,651  | 2,460  | 2,529   |
| Retained earnings  | 4,004  | 3,564  | 3,643  | 4,216  | 4,481   |
| Unitholders' equity  | 0  | 0  | 0  | 0  | 0   |
| Liability to policyholders   | 0  | 0  | 0  | 0  | 0   |
|  |  |  | Income statement                                     |  |   |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue | <b>3,276</b><br>193<br>0<br>2,368<br>21<br>45<br>650 | <b>3,366</b><br>222<br>0<br>2,328<br>21<br>19<br>776 | <b>3,272</b><br>234<br>0<br>2,276<br>20<br>21<br>721 | <b>3,365</b><br>245<br>0<br>2,286<br>31<br>24<br>779 | <b>3,388</b><br>247<br>0<br>0<br>2,347<br>20<br>25<br>749 |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>1,879</b><br>0<br>0<br>536<br>262<br>1,081        | <b>1,943</b><br>0<br>0<br>559<br>242<br>1,142        | <b>1,965</b><br>0<br>0<br>585<br>209<br>1,171        | <b>2,053</b><br>0<br>0<br>622<br>227<br>1,204        | <b>2,100</b><br>0<br>0<br>656<br>238<br>1,206             |
| <b>Operating profit</b>  | <b>1,396</b>   | <b>1,423</b>   | <b>1,307</b>   | <b>1,311</b>   | <b>1,288</b>  |
| Interest and dividend revenue  | 0  | 0  | 0  | 0  | 0   |
| Interest expense on borrowing  | 871  | 854  | 808  | 817  | 835   |
| Gains/losses   | -22  | -32  | -2   | -1   | 2   |
| <b>Profit before income tax</b>  | <b>503</b>   | <b>537</b>   | <b>498</b>   | <b>493</b>   | <b>455</b>  |
| Income tax   | 152  | 143  | 98   | 97   | 91  |
| Equity in affiliates' earnings   | -1   | 7  | 9  | 9  | 25  |
| <b>Profit before extraordinary gains</b>   | <b>351</b>   | <b>401</b>   | <b>409</b>   | <b>405</b>   | <b>389</b>  |
| Extraordinary gains  | 0  | -11  | -11  | -12  | -12   |
| Net profit   | 350  | 390  | 398  | 394  | 378   |

#### Non-depository credit intermediation

|  | 2001  | 2001  | 2002  | 2002   | 2002  |  |  |  |  |
|--|---|---|---|--|---|--|--|--|--|
|  | 3   | 4   | 1   | 2  | 3   |  |  |  |  |
|  |   | millions of dollars   |   |  |   |  |  |  |  |
|  |   | Statement of o  | changes in financia   | I position   |   |  |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>1,182</b><br>360<br>818<br>536<br>12<br>436<br>-165<br>3                     | <b>1,984</b><br>390<br>1,602<br>559<br>22<br>389<br>632<br>-8       | <b>778</b><br>359<br>433<br>579<br>80<br>-84<br>-142<br>-13             | <b>987</b><br>384<br>584<br>622<br>28<br>-1<br>-64<br>19                     | <b>1,372</b><br>377<br>989<br>655<br>-1<br>-94<br>430<br>7              |  |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>34</b><br>403<br>577<br>262<br>-1,461<br>-2,191<br>1,237<br>6<br>-514<br>252 | -358<br>5<br>-653<br>276<br>97<br>-1,130<br>858<br>-5<br>374<br>-82 | <b>532</b><br>101<br>-6<br>-282<br>712<br>-51<br>806<br>-30<br>-13<br>8 | <b>1,057</b><br>17<br>-346<br>144<br>1,103<br>797<br>-302<br>6<br>601<br>140 | -3,013<br>20<br>-636<br>492<br>-56<br>24<br>191<br>10<br>-281<br>-2,832 |  |  |  |  |
| Total cash available   | 1,216   | 1,627   | 1,311   | 2,045  | -1,641  |  |  |  |  |
| Applications   |   |   |   |  |   |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | - <b>54</b><br>-24<br>-14<br>-17<br>-33<br>17                                   | <b>-1,060</b><br>-538<br>90<br>-612<br>-133<br>-479                 | <b>1,043</b><br>-356<br>-59<br>1,459<br>333<br>1,125                    | <b>717</b><br>-572<br>124<br>1,165<br>321<br>844                             | <b>-3,309</b><br>-1,467<br>-127<br>-1,715<br>105<br>-1,820              |  |  |  |  |
| Cash applied to fixed assets   | -11   | 25  | 4   | -196   | -326  |  |  |  |  |
| Cash applied to dividends  | 50  | 185   | 38  | 50   | 63  |  |  |  |  |
| Total applications of cash   | -15   | -851  | 1,086   | 571  | -3,572  |  |  |  |  |
| Increase/decrease in cash  | 1,231   | 2,477   | 225   | 1,474  | 1,931   |  |  |  |  |
|  |   | Selected items, seasonally adjusted                                 |   |  |   |  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 3,276<br>1,396<br>351<br>351  | 3,366<br>1,423<br>401<br>412  | 3,272<br>1,307<br>409<br>420  | 3,365<br>1,311<br>405<br>417   | 3,388<br>1,288<br>389<br>401  |  |  |  |  |
|  |   | :   | Selected ratios   |  |   |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 6.683<br>42.6<br>12.6<br>5.4  | 7.061<br>42.3<br>15.4<br>5.3  | 6.746<br>40.0<br>14.7<br>5.3  | 6.611<br>39.0<br>14.2<br>5.4   | 6.324<br>38.0<br>13.0<br>5.3  |  |  |  |  |
|  |   | Percentage  | change of selected  | d items  |   |  |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 3.4<br>0.8<br>7.0   | 2.8<br>3.4<br>1.9   | -2.8<br>1.1<br>-8.2   | 2.9<br>4.5<br>0.3  | 0.7<br>2.3<br>-1.8  |  |  |  |  |

#### **Insurance carriers**

| millions of dallars:           Balance sheet           Balance sheet           Colspan="2">Balance sheet           Colspan="2">Colspan="2"Co  |   | 2001  | 2001  | 2002  | 2002  | 2002  |
|--|---|---|---|---|---|---|
| Tetal assets         Zeah and opposits         Zeah and and and and pare         Zeah and and and pare         Zeah and and pare         Zeah and and pare         Zeah and and pare         Zeah and and pare <thzeah and="" pare<="" th=""> <thzeah and="" pare<="" th=""></thzeah></thzeah>   |   | 3   | 4   | 1   | 2   | 3   |
| Total assets         268,407         268,467         268,473         267,468         268,473         267,468         27,775         27,777         27,777         27,777         27,777         27,775         27,775         27,775         27,775         27,775         27,775         27,777         27,775         27,777         27,775         27,775         27,775         27,775         27,775         27,775         27,775         27,775         27,775         27,775         27,777         27,775         27,777         27,775         27,775         27,775 <t< th=""><th></th><th></th><th></th><th>millions of dollars</th><th>8</th><th></th></t<>   |   |   |   | millions of dollars   | 8   |   |
| Cash and deposits         4,205         4,127         3,273         4,358           Accounts receivable and accrued revenue         15,966         15,000         15,730         15,930         17,930           Derificio investments         19,966         15,000         15,730         15,930         17,930         12,936           Lans         22,427         22,807         12,268         14,333         45,852         44,840         45,353           Lans         45,333         45,852         44,920         44,840         6,357           Mortigae         32,841         6,339         6,483         98,301         38,443         38,300         38,643           Mortigae         6,291         6,291         6,291         6,291         6,291         6,291         6,291         6,291         6,291         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,778         7,777         7,778         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,777         7,778         7,777         7,833 <td< th=""><th></th><th></th><th></th><th>Balance sheet</th><th></th><th></th></td<>  |   |   |   | Balance sheet   |   |   |
| Investments and accounts with affiliates         20.732         22.271         22.660         29.816         62.44           Lears         45.835         45.627         44.840         45.335           Mortgape         35.343         38.343         38.333         38.433         38.330           Mortgape         35.443         38.331         38.433         38.343         38.343           Mortgape         35.443         38.331         38.433         38.343         38.343           Mortgape         35.443         38.351         38.433         38.343         38.343           Mortgape         35.766         7.665         7.716         7.709         7.776           Capital assets, net         7.666         7.665         7.716         7.779         7.776           Capital assets, net         15.102         15.777         16.660         17.355         17.22           Accounts public and accound labilities         38.662         39.974         40.181         41.519         43.30           Constra asset         5.260         5.263         5.020         5.344         5.428           Constra adverse         1.277.446         128.343         128.343         5.377           Constra add  | Cash and deposits<br>Accounts receivable and accrued revenue  | 4,205<br>15,966   | 4,127<br>15,000   | 3,271<br>15,730   | 3,723<br>16,958   | <b>287,180</b><br>4,355<br>17,198<br>0  |
| Offer assets         15,102         15,777         16,600         17,335         17,766           Tela isabilities         205,470         209,784         209,784         209,784         201,785         220,197           Accurati palphile and accured liabilities         36,800         5,102         15,203         15,202         15,203         15,202         15,203         15,202         15,203         15,202         15,203         17,264         2,600         30,003         33,335         27,962         12,204         36,00         90,907         72,205         12,204         2,600         3,306         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907         90,907   | Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans   | 20,732<br>154,331<br>45,835<br>39,543<br>6,291<br>-126  | 23,271<br>157,109<br>45,627<br>39,331<br>6,296<br>-109  | 22,660<br>157,961<br>44,922<br>38,483<br>6,439<br>-123  | 29,816<br>160,027<br>44,840<br>38,390<br>6,450<br>-117  | 32,441<br>162,637<br>45,137<br>38,562<br>6,575<br>-125<br>0   |
| Deposits         5.086         5.199         5.062         5.072         5.122           Accural liabilities of insures         177,046         12.8359         129.228         130.011         132.444           Accounts payable and accured liabilities         38.662         39.974         40.181         41.1519         43.388           Lears and accounts with affiliates         2.881         3.221         2.772         3.313         3.362           Bornowings         4.430         6.091         5.012         2.431         3.302         5.072         5.014         5.002         5.002         5.002         5.004         5.002         5.002         5.002         5.002         5.002         5.002         5.002         5.003         5.002         5.003   |   |   |   |   |   | 7,770<br>17,766   |
| Share capital<br>contributed surplus and other<br>retained earnings         9.661<br>(1,795         1.815<br>(1,8375         1.60375<br>(1,815         1.60375<br>(1,975         1.712<br>(1,975         1.712<br>(1,975         1.712<br>(1,975         1.712<br>(1,975         1.712<br>(1,975         1.717         1.7208<br>(1,977         1.7293         16,811         17.308<br>(1,977         1.770<br>(1,985         1.712<br>(1,975         1.717         1.2086<br>(1,975         1.217         1.318         1.127         1.328         1.337         11.770         1.2086<br>(1,975         1.312         1.433         1.337         11.770         1.2086<br>(1,975         1.217         1.318         1.227         1.338         1.227         1.338         1.227         1.312         1.433 <th< td=""><td>Deposits<br/>Actuarial liabilities of insurers<br/>Accounts payable and accrued liabilities<br/>Loans and accounts with affiliates<br/>Borrowings<br/>Loans and overdrafts<br/>From banks<br/>From others<br/>Bankers' acceptances and paper<br/>Bonds and debentures<br/>Mortgages<br/>Deferred income tax<br/>Bank customers' liabilities under acceptances</td><td>5,086<br/>127,046<br/>38,662<br/>5,280<br/>4,430<br/>2,683<br/>2,281<br/>402<br/>0<br/>1,577<br/>169<br/>-556<br/>0</td><td>5,199<br/>128,359<br/>39,974<br/>5,263<br/>6,091<br/>3,322<br/>2,811<br/>510<br/>0<br/>2,554<br/>215<br/>-315<br/>0</td><td>5,062<br/>129,228<br/>40,181<br/>5,302<br/>5,813<br/>2,772<br/>2,323<br/>449<br/>0<br/>2,860<br/>182<br/>-236<br/>0</td><td>5,072<br/>130,011<br/>41,519<br/>5,364<br/>7,282<br/>3,813<br/>2,863<br/>950<br/>0<br/>3,306<br/>164<br/>-257<br/>0</td><td><b>220,197</b><br/>5,120<br/>132,043<br/>43,385<br/>5,463<br/>7,423<br/>3,950<br/>2,976<br/>973<br/>0<br/>3,313<br/>161<br/>-193<br/>0<br/>26,956</td></th<> | Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances | 5,086<br>127,046<br>38,662<br>5,280<br>4,430<br>2,683<br>2,281<br>402<br>0<br>1,577<br>169<br>-556<br>0 | 5,199<br>128,359<br>39,974<br>5,263<br>6,091<br>3,322<br>2,811<br>510<br>0<br>2,554<br>215<br>-315<br>0 | 5,062<br>129,228<br>40,181<br>5,302<br>5,813<br>2,772<br>2,323<br>449<br>0<br>2,860<br>182<br>-236<br>0 | 5,072<br>130,011<br>41,519<br>5,364<br>7,282<br>3,813<br>2,863<br>950<br>0<br>3,306<br>164<br>-257<br>0 | <b>220,197</b><br>5,120<br>132,043<br>43,385<br>5,463<br>7,423<br>3,950<br>2,976<br>973<br>0<br>3,313<br>161<br>-193<br>0<br>26,956 |
| Operating revenue<br>Sales of goods and services         16,451         17,207         17,923         16,811         17,308           Sales of goods and services         0  | Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity  | 9,667<br>1,795<br>46,778<br>0   | 10,132<br>1,815<br>46,737<br>0  | 9,961<br>1,693<br>47,155<br>0   | 16,375<br>1,712<br>47,418<br>0  | <b>66,984</b><br>16,057<br>1,722<br>49,205<br>0<br>0  |
| Sales of goods and services         0<   |   |   |   | Income statemen   | t   |   |
| Insurance claims incurred       7,845       8,104       7,835       7,759       8,127         Annuity claims incurred       2,085       2,439       2,596       2,260       2,018         Normal increase in actuarial liabilities       862       1,102       1,749       756       1,241         Depreciation, depletion and amortization       -168       -246       -178       -168       -124         Interest expense, operating       63       64       56       48       50         Other operating profit       1,141       981       1,243       1,138       1,121         Interest expense, operating       0       0       0       0       0         Interest expense, operating profit       1,141       981       1,243       1,138       1,121         Interest and dividend revenue       0       0       0       0       0       0       0         Interest expense on borrowing       86       97       81       86       92       -247       -655         Profit before income tax       995       922       1,136       805       964         Income tax       312       409       376       226       192         Equity in affiliates' earnings </th <th>Sales of goods and services<br/>Premiums<br/>Annuity considerations<br/>Interest revenue, operating<br/>Dividend revenue, operating<br/>Gains on sale of securities and other assets</th> <th>0<br/>11,321<br/>1,062<br/>3,125<br/>143<br/>34</th> <th>0<br/>11,386<br/>1,055<br/>3,161<br/>155<br/>352</th> <th>0<br/>11,537<br/>2,252<br/>2,962<br/>123<br/>122</th> <th>0<br/>11,770<br/>1,214<br/>2,967<br/>149<br/>-50</th> <th><b>17,308</b><br/>0<br/>12,098<br/>1,199<br/>3,005<br/>143<br/>96<br/>767</th>   | Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets   | 0<br>11,321<br>1,062<br>3,125<br>143<br>34  | 0<br>11,386<br>1,055<br>3,161<br>155<br>352   | 0<br>11,537<br>2,252<br>2,962<br>123<br>122   | 0<br>11,770<br>1,214<br>2,967<br>149<br>-50   | <b>17,308</b><br>0<br>12,098<br>1,199<br>3,005<br>143<br>96<br>767  |
| Interest and dividend revenue       0 <t< td=""><td>Insurance claims incurred<br/>Annuity claims incurred<br/>Normal increase in actuarial liabilities<br/>Depreciation, depletion and amortization<br/>Interest expense, operating</td><td>7,845<br/>2,085<br/>862<br/>-168<br/>63</td><td>8,104<br/>2,439<br/>1,102<br/>-246<br/>64</td><td>7,835<br/>2,596<br/>1,749<br/>-178<br/>56</td><td>7,759<br/>2,260<br/>756<br/>-168<br/>48</td><td><b>16,187</b><br/>8,127<br/>2,018<br/>1,241<br/>-122<br/>50<br/>4,874</td></t<>  | Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating   | 7,845<br>2,085<br>862<br>-168<br>63   | 8,104<br>2,439<br>1,102<br>-246<br>64   | 7,835<br>2,596<br>1,749<br>-178<br>56   | 7,759<br>2,260<br>756<br>-168<br>48   | <b>16,187</b><br>8,127<br>2,018<br>1,241<br>-122<br>50<br>4,874   |
| Income tax         312         409         376         226         192           Equity in affiliates' earnings         99         278         173         100         142           Profit before extraordinary gains         772         791         933         679         914           Extraordinary gains         0         0         0         0         0         0         0   | Interest and dividend revenue<br>Interest expense on borrowing  | 0<br>86   | 0<br>97   | 0<br>81   | 0<br>86   | <b>1,121</b><br>0<br>92<br>-65  |
| Extraordinary gains 0 0 0 0 0 0  | Income tax  | 312   | 409   | 376   | 226   | <b>964</b><br>192<br>142  |
|  |   |   |   |   |   | <b>914</b><br>0   |
|  |   |   |   |   |   | 914   |

#### **Insurance carriers**

|  | 2001  | 2001  | 2002  | 2002  | 2002  |  |  |  |
|--|---|---|---|---|---|--|--|--|
|  | 3   | 4   | 1   | 2   | 3   |  |  |  |
|  |   | n   | nillions of dollars   |   |   |  |  |  |
|  |   | Statement of  | changes in financi  | al position   |   |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>1,961</b><br>765<br>1,153<br>-172<br>175<br>1,109<br>42<br>43  | <b>3,528</b><br>776<br>2,678<br>-248<br>167<br>2,548<br>211<br>73         | 658<br>901<br>-218<br>-178<br>93<br>-1,012<br>879<br>-26            | <b>2,552</b><br>679<br>1,798<br>-168<br>-15<br>181<br>1,801<br>75         | <b>4,761</b><br>916<br>3,737<br>-122<br>25<br>1,416<br>2,418<br>108 |  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>28</b><br>21<br>-194<br>-27<br>11<br>0<br>14<br>6<br>-9<br>217 | <b>2,263</b><br>113<br>528<br>33<br>1,121<br>0<br>977<br>36<br>108<br>468 | -486<br>-142<br>-490<br>48<br>210<br>0<br>306<br>-33<br>-62<br>-112 | <b>8,230</b><br>18<br>540<br>62<br>929<br>0<br>447<br>-18<br>501<br>6,681 | <b>273</b><br>49<br>123<br>162<br>-3<br>0<br>6<br>-3<br>-6<br>-59   |  |  |  |
| Total cash available   | 1,989   | 5,791   | 172   | 10,782  | 5,033   |  |  |  |
| Applications   |   |   |   |   |   |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>1,329</b><br>-619<br>2,656<br>-708<br>-717<br>9                | <b>5,202</b><br>2,994<br>2,348<br>-141<br>-159<br>19                      | <b>500</b><br>-1,029<br>2,108<br>-580<br>-670<br>91                 | <b>10,084</b><br>6,637<br>3,396<br>52<br>7<br>45                          | <b>4,253</b><br>1,510<br>2,460<br>283<br>157<br>126                 |  |  |  |
| Cash applied to fixed assets   | 159   | 28  | -64   | 107   | 51  |  |  |  |
| Cash applied to dividends  | 205   | 372   | 284   | 255   | 278   |  |  |  |
| Total applications of cash   | 1,693   | 5,602   | 720   | 10,445  | 4,582   |  |  |  |
| ncrease/decrease in cash   | 297   | 189   | -548  | 337   | 451   |  |  |  |
|  |   | Selected items, seasonally adjusted                                       |   |   |   |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 16,750<br>1,210<br>764<br>764                                     | 17,059<br>1,182<br>821<br>821   | 17,540<br>1,216<br>964<br>964                                       | 16,936<br>794<br>621<br>621   | 17,658<br>1,242<br>902<br>902                                       |  |  |  |
|  |   |   | Selected ratios   |   |   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.167<br>7.2<br>5.3<br>4.8  | 0.193<br>6.9<br>5.6<br>5.0  | 0.189<br>6.9<br>6.6<br>5.8  | 0.193<br>4.7<br>3.8<br>3.5  | 0.192<br>7.0<br>5.4<br>4.9  |  |  |  |
|  |   | Percentage  | change of selecte   | d items   |   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 2.4<br>1.3<br>18.6  | 1.9<br>2.2<br>-2.3  | 2.8<br>2.8<br>2.9   | -3.5<br>-1.1<br>-34.7   | 4.3<br>1.7<br>56.3  |  |  |  |

#### Other funds and financial vehicles

|  | 2001  | 2001  | 2002  | 2002  | 2002  |
|--|---|---|---|---|---|
|  | 3   | 4   | 1   | 2   | 3   |
|  |   |   | millions of dollars                                     |   |   |
|  |   |   | Balance sheet   |   |   |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories  | <b>624,576</b><br>15,722<br>8,697<br>0<br>0               | <b>644,864</b><br>16,038<br>6,219<br>0<br>0             | <b>665,057</b><br>17,632<br>8,069<br>0<br>198           | <b>671,031</b><br>16,611<br>7,557<br>0<br>490             | <b>659,794</b><br>16,000<br>7,636<br>0<br>741             |
| Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage   | 477,858<br>119,597<br>61,823<br>57,774<br>-2              | 496,342<br>123,365<br>60,974<br>62,392<br>-2            | 513,837<br>122,488<br>61,025<br>61,463<br>-6            | 516,186<br>127,413<br>63,460<br>63,953<br>0               | 503,532<br>128,986<br>64,321<br>64,665                    |
| Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets  | 0<br>1,789<br>915   | 0<br>2,001<br>901                                       | 0<br>2,102<br>738                                       | 0<br>2,055<br>720   | 0<br>0<br>2,158<br>741                                    |
| Total liabilities<br>Deposits  | <b>133,245</b><br>0                                       | <b>135,196</b><br>0                                     | <b>139,925</b><br>0                                     | <b>146,967</b><br>0                                       | <b>148,905</b>  |
| Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates  | 0<br>6,109<br>8   | 0<br>4,519<br>32  | 0<br>8,052<br>169                                       | 0<br>5,936<br>37  | 0<br>6,296<br>97  |
| Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper  | 124,471<br>2,017<br>461<br>1,557<br>61,651                | 128,065<br>1,779<br>336<br>1,443<br>63,198              | 129,162<br>1,525<br>348<br>1,177<br>57,936              | 138,023<br>1,844<br>363<br>1,481<br>60,522                | 139,448<br>1,907<br>434<br>1,473<br>60,059                |
| Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances  | 60,802<br>0<br>0  | 63,088<br>0<br>0<br>0                                   | 69,701<br>0<br>0<br>0                                   | 75,656<br>0<br>0  | 77,482<br>0<br>0  |
| Other liabilities  | 2,657   | 2,580   | 2,542   | 2,971   | 3,065   |
| Total, equity<br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>491,330</b><br>138<br>0<br>4<br>407,947<br>83,241      | <b>509,668</b><br>209<br>-13<br>60<br>420,870<br>88,542 | <b>525,132</b><br>245<br>-6<br>165<br>432,133<br>92,596 | <b>524,064</b><br>1,479<br>12<br>163<br>432,187<br>90,224 | <b>510,889</b><br>1,568<br>38<br>419<br>424,235<br>84,630 |
|  |   |   | Income statement  |   |   |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue | <b>2,681</b><br>0<br>0<br>4,108<br>1,498<br>-3,094<br>170 | <b>5,225</b><br>0<br>0<br>3,971<br>1,458<br>-430<br>226 | <b>4,845</b><br>0<br>0<br>3,475<br>1,419<br>-301<br>253 | <b>2,387</b><br>0<br>0<br>3,583<br>1,771<br>-3,166<br>199 | -535<br>0<br>0<br>3,732<br>1,563<br>-6,012<br>181         |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>3,330</b><br>0<br>0<br>0<br>702<br>2,628               | <b>3,311</b><br>0<br>0<br>0<br>601<br>2,710             | <b>3,250</b><br>0<br>0<br>0<br>451<br>2,799             | <b>3,381</b><br>0<br>0<br>0<br>467<br>2,914               | <b>3,191</b><br>0<br>0<br>0<br>452<br>2,739               |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | - <b>649</b><br>0<br>839<br>-2,975                        | <b>1,914</b><br>0<br>869<br>2,712                       | <b>1,595</b><br>0<br>923<br>745                         | - <b>995</b><br>0<br>988<br>-3,122                        | - <b>3,727</b><br>0<br>1,010<br>-4,222                    |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | - <b>4,462</b><br>35<br>0                                 | <b>3,757</b><br>17<br>0                                 | <b>1,416</b><br>9<br>0                                  | <b>-5,104</b><br>58<br>0                                  | <b>-8,959</b><br>35<br>0                                  |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>-4,497</b><br>0  | <b>3,740</b><br>-1                                      | <b>1,408</b><br>-1                                      | <b>-5,162</b><br>0  | <b>-8,994</b><br>0  |
|  |   |   |   |   |   |

#### Other funds and financial vehicles

|  | 2001  | 2001   | 2002   | 2002  | 2002  |  |  |
|--|---|--|--|---|---|--|--|
|  | 3   | 4  | 1  | 2   | 3   |  |  |
|  |   | n  | nillions of dollars  |   |   |  |  |
|  |   | Statement of   | changes in financi   | al position   |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>968</b><br>-4,497<br>5,491<br>0<br>0<br>-758<br>6,248<br>-26   | <b>2,248</b><br>3,704<br>-1,481<br>0<br>0<br>954<br>-2,436<br>25               | <b>2,854</b><br>1,420<br>1,428<br>0<br>0<br>1,584<br>-156<br>6             | - <b>301</b><br>-5,142<br>4,837<br>0<br>0<br>-1,746<br>6,583<br>4       | <b>1,945</b><br>-9,000<br>10,610<br>0<br>291<br>10,318<br>336               |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | -7,760<br>0<br>50<br>-1<br>-120<br>0<br>-148<br>0<br>28<br>-7,689 | <b>21,452</b><br>0<br>-139<br>25<br>2,325<br>0<br>2,450<br>0<br>-125<br>19,241 | <b>14,735</b><br>0<br>7<br>0<br>3,622<br>0<br>3,891<br>0<br>-270<br>11,106 | -6,212<br>0<br>23<br>-133<br>4,028<br>0<br>3,724<br>0<br>304<br>-10,131 | - <b>18,967</b><br>0<br>58<br>6<br>-35<br>0<br>-27<br>-100<br>92<br>-18,997 |  |  |
| Total cash available   | -6,791  | 23,700   | 17,588   | -6,514  | -17,021   |  |  |
| Applications   |   |  |  |   |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>-2,228</b><br>0<br>185<br>-2,413<br>-1,518<br>-896             | <b>15,434</b><br>0<br>11,736<br>3,698<br>-920<br>4,618                         | <b>11,633</b><br>0<br>12,485<br>-853<br>76<br>-929                         | <b>7,669</b><br>-176<br>2,866<br>4,978<br>2,488<br>2,490                | <b>-1,916</b><br>-1<br>-3,453<br>1,538<br>828<br>710                        |  |  |
| Cash applied to fixed assets   | 76  | 211  | 101  | -47   | 102   |  |  |
| Cash applied to dividends  | 2,104   | 3,610  | 1,455  | 1,604   | 1,564   |  |  |
| Total applications of cash   | -48   | 19,255   | 13,188   | 9,226   | -250  |  |  |
| Increase/decrease in cash  | -6,744  | 4,445  | 4,400  | -15,739   | -16,771   |  |  |
|  | Selected items, seasonally adjusted                               |  |  |   |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 2,681<br>-649<br>-4,497<br>-4,497                                 | 5,225<br>1,914<br>3,740<br>3,742   | 4,845<br>1,595<br>1,408<br>1,408   | 2,387<br>-995<br>-5,162<br>-5,162                                       | -535<br>-3,727<br>-8,994<br>-8,994  |  |  |
|  |   |  | Selected ratios  |   |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.253<br>-24.2<br>-3.7<br>-2.0                                    | 0.251<br>36.6<br>2.9<br>3.2  | 0.246<br>32.9<br>1.1<br>1.6  | 0.263<br>-41.7<br>-3.9<br>-2.3  | 0.273<br>696.1<br>-7.0<br>-4.7  |  |  |
|  |   | Percentage   | e change of selecte  | d items   |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -64.3<br>-4.6<br>-116.1   | 94.9<br>-0.6<br>395.1  | -7.3<br>-1.8<br>-16.7  | -50.7<br>4.0<br>-162.4  | -122.4<br>-5.6<br>-274.7  |  |  |

#### Other financial intermediaries

|  | 2001   | 2001   | 2002   | 2002   | 2002   |
|--|--|--|--|--|--|
|  | 3  | 4  | 1  | 2  | 3  |
|  |  | r  | nillions of dollars  |  |  |
|  |  |  | Balance sheet  |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories  | <b>154,522</b><br>7,430<br>19,171<br>0                                     | <b>149,227</b><br>6,896<br>15,833<br>0                                     | <b>154,375</b><br>8,537<br>15,379<br>0                                     | <b>152,606</b><br>8,480<br>15,604<br>0                                     | <b>153,080</b><br>8,669<br>15,776<br>0                                   |
| Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances                               | 61,107<br>42,301<br>5,408<br>2,943<br>2,465<br>-212<br>0<br>0              | 59,232<br>43,537<br>5,283<br>2,905<br>2,378<br>-211<br>0                   | 63,682<br>43,050<br>5,152<br>2,932<br>2,220<br>-249<br>0                   | 61,585<br>42,949<br>5,113<br>2,965<br>2,148<br>-251<br>0                   | 60,602<br>43,047<br>5,591<br>2,992<br>2,599<br>-256<br>0                 |
| Capital assets, net<br>Other assets  | 10,248<br>9,069  | 9,598<br>9,061   | 8,318<br>10,506  | 8,828<br>10,298  | 8,658<br>10,993  |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings   | <b>87,141</b><br>0<br>22,779<br>24,662<br>13,523                           | 82,200<br>0<br>20,691<br>23,557<br>13,742                                  | <b>85,797</b><br>0<br>21,441<br>25,644<br>13,660                           | <b>85,419</b><br>0<br>23,234<br>25,259<br>13,659                           | <b>84,864</b><br>0<br>23,334<br>25,031<br>12,528                         |
| Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities                  | 6,365<br>2,925<br>3,441<br>1,964<br>2,540<br>2,653<br>3,305<br>0<br>22,873 | 6,619<br>2,973<br>3,646<br>1,643<br>2,907<br>2,573<br>3,074<br>0<br>21,136 | 6,172<br>2,508<br>3,664<br>2,243<br>3,314<br>1,930<br>2,933<br>0<br>22,120 | 6,487<br>2,768<br>3,719<br>2,087<br>3,244<br>1,842<br>3,038<br>0<br>20,229 | 6,412<br>3,004<br>3,408<br>2,055<br>3,111<br>949<br>2,517<br>0<br>21,453 |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>67,381</b><br>42,434<br>9,075<br>15,872<br>0<br>0                       | <b>67,027</b><br>42,040<br>9,440<br>15,547<br>0<br>0                       | <b>68,577</b><br>44,728<br>9,116<br>14,733<br>0<br>0                       | <b>67,187</b><br>42,912<br>9,032<br>15,243<br>0<br>0                       | <b>68,216</b><br>43,202<br>8,585<br>16,430<br>0<br>0                     |
|  |  | I  | ncome statement  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue | <b>9,558</b><br>4,897<br>0<br>1,139<br>1,785<br>999<br>738                 | <b>8,947</b><br>4,722<br>0<br>1,068<br>1,730<br>737<br>690                 | <b>9,488</b><br>4,931<br>0<br>1,086<br>1,640<br>758<br>1,074               | <b>9,696</b><br>5,249<br>0<br>1,082<br>1,656<br>985<br>724                 | <b>9,452</b><br>4,967<br>0<br>0<br>1,120<br>1,660<br>1,047<br>658        |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>6,844</b><br>0<br>0<br>507<br>135<br>6,203                              | <b>6,631</b><br>0<br>0<br>494<br>131<br>6,005                              | <b>6,725</b><br>0<br>0<br>421<br>124<br>6,180                              | <b>6,913</b><br>0<br>0<br>439<br>134<br>6,340                              | <b>6,827</b><br>0<br>0<br>430<br>137<br>6,260                            |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>2,714</b><br>0<br>683<br>-72  | <b>2,316</b><br>0<br>649<br>-31  | <b>2,763</b><br>0<br>628<br>-16  | <b>2,783</b><br>0<br>618<br>-15  | <b>2,625</b><br>0<br>617<br>-6   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>1,959</b><br>494<br>306   | <b>1,636</b><br>538<br>290   | <b>2,119</b><br>592<br>325   | <b>2,151</b><br>587<br>364   | <b>2,002</b><br>428<br>336   |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>1,771</b><br>-67  | <b>1,388</b><br>-37  | <b>1,851</b><br>-26  | <b>1,928</b><br>-38  | <b>1,909</b><br>-46  |
|  |  |  |  |  |  |

#### Other financial intermediaries

| let profit       1.478       1.026       1.545       1.6464       1.161         Depresidation, depletion and amortization       165       -1.221       -596       -2.446       654         Depresidation, depletion and amortization       506       485       386       432       430         Other ron cash long       -21       18       -133       -00       -21       18       -134       -665       1.030         Other ron cash long       -233       3       -2       -244       37       -27       -737       -27       -737       -27       -737       -27       -737       -27       -737       -27       -737       -27       -737       -27       -737       -737       -27       -737       -244       -147       -146       -284       -117       -27       -737       -238       -147       -465       -138       -147       -147       -244       -1476       -275       -338       -244       10       -146       -284       -147       147       -248       -1477       -248       -148       -1478       -147       -248       -244       10       -483       -244       10       -247       -244       10       -247       -463   |  |             |                                     |                     |             |              |  |  |  |
|--|--|-------------|-------------------------------------|---------------------|-------------|--------------|--|--|--|
| millions of dollars           Statement of changes in financial position           Statement of changes in financial position           Integration of period in and amoritation           Depreciation, depition and amoritation         1423         -222         947         -607         1832           Depreciation, depition and amoritation         165         -1,251         -566         -2,448         1634           Deferred in channe fax         -174         -277         114         -138         1039           Other more salt limans         -434         -138         -1745         -2201         -775           Proper of cash transaction disposition         -434         -138         -1745         -2201         -747           Depreciation, depition         -444         100         664         103         -131         -241         -132         -131         -  |  | 2001        | 2001                                | 2002                | 2002        | 2002         |  |  |  |
| Stathmen operating activities<br>(# print)         Statement of changes in financial position           14.29<br>(# print)         14.29<br>(# print)         222<br>(# print)         9.47<br>(# print)         155<br>(# print)         154<br>(# print)         156<br>(# print)           100         -251<br>(# print)         156<br>(# print)         165<br>(# print)         175<br>(# prin)         175<br>(# print)         175<br>(# print) |  | 3           | 4                                   | 1                   | 2           | 3            |  |  |  |
| Jack from operating activities         1,429         -222         947         -607         1,852           Mit profit         1,478         1,205         1,443         1,854         1,616         1,852           Observations         10         -21         13         443         -606         536         -248         586           Observation         -00         -21         13         443         -606         530         -248         580         -607         1,476         -278         746         -607         1,433         -606         1,030         -776         -278         746         -278         746         -278         746         -278         745         -224         37         -24         437         -747         -276         1,433         -1,476         -2,44         37         -757         -338         -1,476         -2,44         37         -1,476         -2,44         37         -1,476         -2,44         37         -1,476         -2,44         37         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476         -1,476<   |  |             | m                                   | nillions of dollars |             |              |  |  |  |
| let profit       1,478       1,026       1,545       1,646       11,61         Depreziation, depletion and amortization       506       485       -596       -2,448       654         Depreziation, depletion and amortization       506       485       -2,273       7,43       -605       1,020         Other non-cash terms       -2,233       -3       -2       -2,44       536       1,030         Sash from financing patitities       -436       -1,440       -2,767       -2,767       -2,763       -1,478       -1,478       -2,244       37       -767       -2,244       37       -2       -2,443       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -2,233       -2       -2,443       -2,443       -2,443       -2,443       -1,478       -2,443       -2,443       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -1,478       -2,443       -1,478       -1,478       -1,478       -1,478       -1,478       -2,443       -1,478       -2,443       -1,433       -2,443       -1,433       -2,443       -1,433  |  |             | Statement of                        | changes in financia | al position |              |  |  |  |
| $\begin{tabular}{ c                                   $  | Cash from operating activities                       |             |                                     |                     |             |              |  |  |  |
| Deprediation, depletion and amortization         506         445         386         432         430           Deferred income tax         -10         -21         18         -13         -605         1.030           Other non-cash items         -433         -1,456         -1,745         -2,221         -767           Thor financing activities         -233         3         -2         -24         37           Saft from financing activities         -49         100         96         913         -975           Saft from financing activities         -49         106         -294         115         -111           Saft row financing activities         -49         103         957         -38         -24         114         -76         339         575         -38         -244         115         -111         37         -600         -116         -211         18         -133         -114         -113         -1133         -113         -113   |  |             |                                     |                     |             |              |  |  |  |
| Working capital<br>Other non-cash items<br>trade and transactions         754<br>- 278<br>- 273 $-754$<br>- 278<br>- 273 $-754$<br>- 278<br>- 273 $-754$<br>- 278 $-774$<br>- 278 $-726$<br>- 278 $-726$<br>- 278 $-726$<br>- 278 $-774$<br>- 278 $-765$<br>- 278 $-765$<br>- 278 $-774$<br>- 278 $-777$<br>- 277 $-788$<br>- 2707 $-492$<br>- 146 $-788$<br>- 2707 $-492$<br>- 146 $-788$<br>- 2707 $-492$<br>- 146 $-788$<br>- 2707 $-492$<br>- 146 $-788$<br>- 2707 $-492$<br>- 280 $-777$<br>- 288 $-783$<br>- 298 $-777$<br>- 135 $-733$<br>- 299 $-777$<br>- 135 $-733$<br>- 299 $-777$<br>- 135 $-731$ -<br>- 298 $-777$<br>- 135 $-771$ -<br>- 280 $-777$<br>- 135 $-771$ -<br>- 280 $-777$<br>- 135 $-771$ -<br>- 77 $-772$ -<br>- 280 $-777$ -<br>- 77 $-772$ -<br>- 280 $-777$ -<br>- 77  |  |             | 485                                 |                     | 432         |              |  |  |  |
| Other prior cash items       443       -1,436       -1,745       -2,201       -767         sh from financing activities       -233       3       -2       -24       37         sh from financing activities       -364       740       2,766       1,438       -1,478         trease in deposits       -440       100       96       913       -975         arrowings from affiliates       168       445       535       534       -114         brinds and deposits       -440       146       -2244       115       -114         Bankary acceptances and paper       -486       -203       52       -177       224         Bonks and depositions       -277       247       146       -399       -297       146       -399         Other borrowings, not elsewhere classified       -265       518       3,713       831       354         politer borrowings, not elsewhere classified       -1,706       -511       2,422       1,46       -399         gath applied to investment activities       -1,706       -511       2,422       1,934       -483         stab applied to investment activities       -1,63       -1,593       2,340       202       -192         portrolis i   |  |             |                                     |                     |             |              |  |  |  |
| rior period cash transactions         -233         3         -2         -24         37           ash from financing activities         -49         100         96         913         -975           orrowings from banks         -410         144         -284         115         -114           barness acceptances and paper         -430         -233         5.75         -38         -24           Barness acceptances and paper         -430         -233         5.75         -38         -246           Barness acceptances and paper         -430         -237         -247         -246         -396           Barness acceptances and paper         -430         -237         -237         -242         -46         -396           Other borrowings, not elsewhere classified         -423         -247         -146         -333           otta cash available         1,065         518         3,713         831         354           pelications         -1,055         -1,583         2,422         1,024         -483           availed to investment activities         -1,055         518         3,713         831         354           polications         -1,055         518         2,422         1,034         -2  |  |             |                                     |                     |             |              |  |  |  |
| increase in deposits       -49       100       96       913       -975         increase in deposits       169       435       638       594       -11         orrowings from affiliates       169       435       638       594       -11         orrowings from affiliates       169       435       638       594       -11         brinds and debentures       383       375       -38       -244         Bankers' acceptances and paper       -496       -203       52       -177       234         Mortgages       -42       -14       0       17       -26       -260         Other borrowings, not elsewhere classified       -237       207       492       146       -309         quity       662       -280       1,742       -146       -133         protal cash avaitable       1,065       518       3,713       831       354         protal cash avaitab  | rior period cash transactions                        |             |                                     |                     |             |              |  |  |  |
|  | ash from financing activities                        |             |                                     | 2,766               | 1,438       | -1,478       |  |  |  |
| $\begin{array}{c c c c c c c c c c c c c c c c c c c $   |  |             |                                     |                     |             |              |  |  |  |
| Transmission $-736$ 339 $575$ $-38$ $-244$ Banker's acceptances and paper $-396$ $-203$ $52$ $-177$ $224$ Banker's acceptances and paper $38$ $349$ $31$ $-24$ $-144$ $0$ $177$ $-266$ Other borrowings, not elsewhere classified $-237$ $207$ $492$ $146$ $-309$ quity $622$ $220$ $1,742$ $-146$ $-333$ Total cash available $1,065$ $518$ $3,713$ $831$ $354$ splications $-1,706$ $511$ $2,422$ $1,034$ $-483$ splications $-1,706$ $-511$ $2,422$ $1,034$ $-483$ splications $-961$ $1,191$ $153$ $604$ $-328$ $2340$ $202$ $-192$ vorticing elons $-963$ $1,191$ $153$ $604$ $-328$ $3771$ $735$ $319$ adar $199$ $194$ $771$ $135$ $319$ $357$ $771$ $742$ $746$  |  |             |                                     |                     |             |              |  |  |  |
| Bankers' accéptances and paper         -496         -203         52         -177         234           Mortgages         -42         -14         0         17         -26           Other borrowings, not elsewhere classified         -237         207         492         146         -309           quity         -237         207         492         146         -309           quity         -265         518         3,713         831         354           puications         -         -         -         -         1.742         -146         -133           ash applied to investment activities         -         -         -         -         -         -         -         -         -         463         -         -         -         -         1.055         518         3,713         831         354           puications         -         -         -         -         -         1.053         -         -         0.02         -         1.02         -         9.02         -         1.92         0.02         -         1.92         0.02         -         1.92         0.03         -         2.02         -         7.03         3.03   |  |             |                                     |                     |             |              |  |  |  |
| Bonds and debentures<br>Mortgages         38<br>-42         349<br>-14         31<br>-74         -24<br>-14         -143<br>-72           Other borrowings, not elsewhere classified<br>quity         -237         207         492         146         -309<br>-309           Total cash available         1,065         518         3,713         831         354           pplications   |  |             |                                     |                     |             |              |  |  |  |
| Other biorowings, not elsewhere classified $-237$ $207$ $492$ $146$ $-309$ quity $662$ $-280$ $1,742$ $-146$ $-133$ Total cash available $1,065$ $518$ $3,713$ $831$ $354$ upplications $237$ $2,965$ $518$ $3,713$ $831$ $354$ upplications $2385$ $-5511$ $2,422$ $1,034$ $-433$ transmitted $-1595$ $2,340$ $202$ $-193$ aars $-583$ $-1598$ $2,340$ $202$ $-193$ ortiolo investment activities $-633$ $-103$ $-72$ $228$ $373$ Non-mortgage loans $-302$ $-74$ $6$ $933$ $356$ ash applied to fixed assets         141 $-181$ $-6$ $171$ $162$ ash applied to dividends $1,147$ $1,288$ $1,023$ $771$ $742$ total applications of cash $1,485$ $-78$ $274$   |  |             |                                     |                     |             |              |  |  |  |
| iguity $662$ $-280$ $1.742$ $-146$ $-133$ Total cash available $1.065$ $518$ $3.713$ $831$ $354$ ipplications         cash applied to investment activities $-1.706$ $-511$ $2.422$ $1.034$ $-483$ ipplications         cash applied to investment activities $-563$ $-1.598$ $2.340$ $202$ $-192$ Vortisolito investments $-961$ $1.191$ $153$ $604$ $-228$ $37$ Mortgage loans $-302$ $-74$ $6$ $93$ $356$ ash applied to fixed assets $141$ $-181$ $-6$ $171$ $162$ tash applied to dividends $1.147$ $1.288$ $1.023$ $771$ $742$ tash applied to dividends $1.147$ $1.288$ $1.023$ $771$ $742$ total applications of cash $-419$ $596$ $3.439$ $1.976$ $421$ tracese/decrease in cash $1.485$ $-78$ $274$ $-1.145$ <   |  |             |                                     |                     |             |              |  |  |  |
| Applications           iash applied to investment activities         -1,706         -511         2,422         1,034         -483           investments in affiliates         -563         -1,598         2,340         202         -192           oans         -661         1,191         153         604         -328           oans         -163         -103         -72         228         37           Mortgage loans         -302         -74         6         93         356           iash applied to fixed assets         141         -181         -6         171         162           iash applied to dividends         1,147         1,288         1,023         777         742           Total applications of cash         -419         596         3,439         1,976         421           nerease/decrease in cash         -1,759         1,381         1,083         9,257         2,74         -1,145         -67           parating revenue         9,705         8,863         9,335         9,764         9,575         2,74         -1,145         -67           protit         1,326         1,428         1,890         1,999         1,948         1,929         1,948         1,92   |  |             |                                     |                     |             |              |  |  |  |
| Jack applied to investment activities       -1,706       -511       2,422       1,034       -483         nvestments in affiliates       -961       1,191       153       604       -228         ortfolio investments       -163       -103       -72       228       37         Mortgage loans       -302       -74       6       93       356         Scas applied to fixed assets       141       -181       -6       171       162         Scas applied to dividends       1,147       1,288       1,023       771       742         Total applications of cash       -419       596       3,439       1,976       421         ncrease/decrease in cash       -4185       -78       274       -1,145       -67         Sperating profit       2,746       2,355       2,633       2,827       2,650         profit before extraordinary gains       1,759       1,391       1,864       1,921       <  | Total cash available                                 | 1,065       | 518                                 | 3,713               | 831         | 354          |  |  |  |
| nvestments $-583$ $-1.598$ $2.340$ $202$ $-192$ Portfolio investments $-961$ $1.191$ $153$ $604$ $-328$ Cans $-163$ $-103$ $-72$ $228$ $37$ Mortgage loans $139$ $-29$ $-77$ $135$ $-319$ Non-mortgage loans $3202$ $-74$ $6$ $93$ $356$ Cash applied to fixed assets $141$ $-181$ $-6$ $171$ $162$ Cash applied to dividends $1,147$ $1,288$ $1,023$ $771$ $742$ Total applications of cash $-419$ $596$ $3,439$ $1,976$ $421$ ncrease/decrease in cash $1,485$ $-78$ $274$ $-1,145$ $-67$ Operating revenue $9,705$ $8,863$ $9,335$ $9,764$ $9,575$ Operating revenue $9,765$ $2,663$ $2,827$ $2,650$ $1,759$ $1,391$ $1,864$ $1,921$ $1,902$ Vertofit $1,759$ $1,391$ $1,864$ $1,921$ $1,902$   | Applications   |             |                                     |                     |             |              |  |  |  |
| $\begin{array}{c c c c c c c c c c c c c c c c c c c $   | Cash applied to investment activities                | -1,706      | -511                                |                     | 1,034       | -483         |  |  |  |
| $\begin{array}{cccccccccccccccccccccccccccccccccccc$   |  |             |                                     |                     |             |              |  |  |  |
| Mortgage loans         139 $-29$ $-77$ 135 $-319$ Non-mortgage loans $-302$ $-74$ $6$ $93$ $356$ iash applied to fixed assets         141 $-181$ $-6$ $171$ $162$ iash applied to dividends $1,147$ $1,288$ $1,023$ $771$ $742$ Total applications of cash $-419$ $596$ $3,439$ $1,976$ $421$ ncrease/decrease in cash $-419$ $596$ $3,439$ $1,976$ $421$ perating revenue $9,705$ $8,863$ $9,335$ $9,764$ $9,575$ perating profit $2,746$ $2,355$ $2,633$ $2,827$ $2,663$ $1,826$ $1,428$ $1,890$ $1,921$ $1,902$ $1,826$ $1,428$ $1,890$ $1,921$ $1,902$ $1,826$ $1,428$ $1,890$ $1,921$ $1,902$ $1,826$ $1,428$ $1,890$ $1,921$ $1,902$ $1,826$ $1,428$ <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |  |             |                                     |                     |             |              |  |  |  |
| Non-mortgage loans         -302         -74         6         93         356           cash applied to fixed assets         141         -181         -6         171         162           cash applied to dividends         1,147         1,288         1,023         771         742           Total applications of cash         -419         596         3,439         1,976         421           ncrease/decrease in cash         1,485         -78         274         -1,145         -67           Uperating revenue         9,705         8,863         9,335         9,764         9,575           Uperating revenue         9,705         8,863         9,335         9,764         1,921         1,902           1,826         1,428         1,890         1,959         1,939         1,826         1,4  |  |             |                                     |                     |             |              |  |  |  |
| Cash applied to dividends         1,147         1,288         1,023         771         742           Total applications of cash         -419         596         3,439         1,976         421           Increase/decrease in cash         1,485         -78         274         -1,145         -67           Selected items, seasonally adjusted         9,705         8,863         9,335         9,764         9,575           Operating revenue         9,705         8,863         9,335         2,827         2,650           Operating profit         2,746         2,355         2,633         2,827         2,650           Yrofit before extraordinary gains         1,59         1,391         1,864         1,921         1,902           Ise26         1,428         1,890         1,959         1,948           Debt to equity (ratio)         0.567         0.556         0.573         0.579         0.551           Yrofit margin (%)         28.3         20.6         28.2         28.9         27.7           Yeatur on equity (ratio)         0.2         0.567         0.556         0.573         0.579         0.551           Yeatur on equity (%)         8.7         7.2         8.7         9.0         8.9 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |  |             |                                     |                     |             |              |  |  |  |
| Total applications of cash         -419         596         3,439         1,976         421           ncrease/decrease in cash         1,485         -78         274         -1,145         -67           Selected items, seasonally adjusted         9,705         8,863         9,335         9,764         9,575           Operating profit         2,746         2,355         2,633         2,827         2,650           Profit before extraordinary gains         1,759         1,391         1,864         1,921         1,902           Vert profit         1,826         1,428         1,890         1,959         1,948           Debt to equity (ratio)         0.567         0.556         0.573         0.579         0.551           Yroft margin (%)         28.3         26.6         28.2         28.9         27.7           Return on equity (%)         8.7         7.2         8.7         9.0         8.9           Operating revenue (S.A.)         8.7         7.2         8.7         9.0         8.9           Operating expenses (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2  | cash applied to fixed assets                         | 141         | -181                                | -6                  | 171         | 162          |  |  |  |
| Increase/decrease in cash         1,485         -78         274         -1,145         -67           Selected items, seasonally adjusted         9,705         8,863         9,335         9,764         9,575           Operating revenue         9,705         8,863         9,335         2,827         2,650           Profit before extraordinary gains         1,759         1,391         1,864         1,921         1,902           Net profit         1,826         1,428         1,890         1,959         1,948           Debt to equity (ratio)         26.6         28.2         28.9         27.7           Profit margin (%)         28.3         26.6         28.2         28.9         27.7           Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Operating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2  | Cash applied to dividends                            | 1,147       | 1,288                               | 1,023               | 771         | 742          |  |  |  |
| Selected items, seasonally adjusted           Operating revenue<br>Deperating profit         9,705         8,863         9,335         9,764         9,575           2,746         2,355         2,633         2,827         2,650           Profit before extraordinary gains<br>Vet profit         1,759         1,391         1,864         1,921         1,902           Vet profit         1,826         1,428         1,890         1,959         1,948           Debt to equity (ratio)         0.567         0.556         0.573         0.579         0.551           28.3         26.6         28.2         28.9         27.7           Return on equity (%)         8.7         7.2         8.7         9.0         8.9           Percentage change of selected items         8.7         7.2         8.7         9.0         8.9           Deparating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2   | Total applications of cash                           | -419        | 596                                 | 3,439               | 1,976       | 421          |  |  |  |
| Operating revenue         9,705         8,863         9,335         9,764         9,575           Operating profit         2,746         2,355         2,633         2,827         2,650           Profit before extraordinary gains         1,759         1,391         1,864         1,921         1,902           Net profit         1,826         1,428         1,890         1,959         1,948           Debt to equity (ratio)         Selected ratios         Selected ratios         Selected ratios           Debt to equity (ratio)         2.667         0.556         0.573         0.579         0.551           Profit margin (%)         28.3         26.6         28.2         28.9         27.7           Return on equity (%)         8.7         7.2         8.7         9.0         8.9           Deperating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -0.2         -8.7         5.3         4.6         -1.9  | ncrease/decrease in cash                             | 1,485       | -78                                 | 274                 | -1,145      | -67          |  |  |  |
| Operating profit<br>Profit before extraordinary gains<br>Vet profit         2,746         2,355         2,633         2,827         2,650           2,759         1,391         1,864         1,921         1,902           1,826         1,428         1,890         1,959         1,948           Selected ratios           Debt to equity (ratio)           Profit margin (%)         28.3         26.6         28.2         28.9         27.7           Return on equity (%)         28.3         20.6         28.2         28.9         27.7           Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Percentage change of selected items           Operating revenue (S.A.)           Operating expenses (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2  |  |             | Selected items, seasonally adjusted |                     |             |              |  |  |  |
| Profit before extraordinary gains       1,759       1,391       1,864       1,921       1,902         Net profit       1,826       1,428       1,890       1,959       1,948         Selected ratios         Debt to equity (ratio)         Profit margin (%)       0.567       0.556       0.573       0.579       0.551         Return on equity (%)       28.3       26.6       28.2       28.9       27.7         Return on capital employed (%)       8.7       7.2       8.7       9.0       8.9         Percentage change of selected items         Operating revenue (S.A.)         Operating expenses (S.A.)       -0.2       -8.7       5.3       4.6       -1.9         -2.6       -6.5       3.0       3.5       -0.2  | Operating revenue                                    | 9,705       | 8,863                               | 9,335               | 9,764       | 9,575        |  |  |  |
| Net profit       1,826       1,428       1,890       1,959       1,948         Selected ratios         Debt to equity (ratio)         Profit margin (%)       0.567       0.556       0.573       0.579       0.551         Return on equity (%)       28.3       26.6       28.2       28.9       27.7         Return on capital employed (%)       10.4       8.3       10.9       11.4       11.2         Return on capital employed (%)       8.7       7.2       8.7       9.0       8.9         Deperating revenue (S.A.)       -0.2       -8.7       5.3       4.6       -1.9         Operating expenses (S.A.)       -2.6       -6.5       3.0       3.5       -0.2  | Dperating profit                                     | 2,746       | 2,355                               | 2,633               |             | 2,650        |  |  |  |
| Selected ratios           Debt to equity (ratio)         0.567         0.556         0.573         0.579         0.551           Profit margin (%)         28.3         26.6         28.2         28.9         27.7           Return on equity (%)         10.4         8.3         10.9         11.4         11.2           Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Operating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2   |  | 1,759       | 1,391                               | 1,864               |             | 1,902        |  |  |  |
| Debt to equity (ratio)         0.567         0.556         0.573         0.579         0.551           Drofit margin (%)         28.3         26.6         28.2         28.9         27.7           Return on equity (%)         10.4         8.3         10.9         11.4         11.2           Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Percentage change of selected items           Upperating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           pperating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2  |  | 1,020       |                                     |                     |             |              |  |  |  |
| Profit margin (%)       28.3       26.6       28.2       28.9       27.7         Return on equity (%)       10.4       8.3       10.9       11.4       11.2         Return on capital employed (%)       8.7       7.2       8.7       9.0       8.9         Operating revenue (S.A.)       -0.2       -8.7       5.3       4.6       -1.9         Operating expenses (S.A.)       -2.6       -6.5       3.0       3.5       -0.2  |  |             |                                     | Selected ratios     |             |              |  |  |  |
| Return on equity (%)         10.4         8.3         10.9         11.4         11.2           Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Percentage change of selected items           Operating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2   | Debt to equity (ratio)                               |             |                                     |                     |             |              |  |  |  |
| Return on capital employed (%)         8.7         7.2         8.7         9.0         8.9           Percentage change of selected items           Operating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2  |  |             |                                     |                     |             |              |  |  |  |
| Operating revenue (S.A.)         -0.2         -8.7         5.3         4.6         -1.9           Operating expenses (S.A.)         -2.6         -6.5         3.0         3.5         -0.2   |  | 8.7         | 7.2                                 | 8.7                 |             |              |  |  |  |
| Derating expenses (S.A.) -2.6 -6.5 3.0 3.5 -0.2  |  |             | Percentage                          | change of selecte   | d items     |              |  |  |  |
|  |  |             |                                     |                     |             |              |  |  |  |
|  | Operating expenses (S.A.)<br>Operating profit (S.A.) | -2.6<br>6.3 | -0.5<br>-14.3                       | 3.0<br>11.8         | 3.5<br>7.3  | -0.2<br>-6.3 |  |  |  |

# Depository credit intermediation

|   | 2001  | 2001  | 2002  | 2002   | 2002  |
|---|---|---|---|--|---|
|   | 3   | 4   | 1   | 2  | 3   |
|   |   |   | millions of dollars   |  |   |
|   |   |   | Balance sheet   |  |   |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories   | <b>1,286,583</b><br>15,268<br>6,733<br>0  | <b>1,308,497</b><br>20,847<br>5,673<br>0  | <b>1,300,264</b><br>15,295<br>6,369<br>0  | <b>1,310,554</b><br>17,880<br>5,416<br>0   | <b>1,319,402</b><br>13,592<br>5,616<br>0  |
| Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets   | 67,265<br>234,162<br>802,924<br>377,811<br>425,113<br>-15,925<br>48,712<br>9,322<br>118,122   | 77,161<br>245,876<br>805,517<br>387,223<br>418,294<br>-12,911<br>45,853<br>9,333<br>111,148   | 76,893<br>252,027<br>819,426<br>392,272<br>427,154<br>-17,778<br>45,581<br>9,137<br>93,314  | 74,313<br>260,141<br>828,996<br>400,490<br>428,506<br>-19,795<br>42,272<br>9,136<br>92,196   | 77,621<br>249,583<br>835,755<br>405,241<br>430,514<br>-19,986<br>42,212<br>9,140<br>105,869   |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} \textbf{1,197,610}\\866,624\\0\\13,933\\10,866\\25,891\\2,362\\138\\2,224\\0\\23,349\\180\\930\\48,712\\230,654\end{array}$ | $\begin{array}{c} \textbf{1,218,107}\\ 891,760\\ 0\\ 12,240\\ 13,097\\ 24,899\\ 2,006\\ 50\\ 1,955\\ 0\\ 22,751\\ 143\\ 838\\ 45,853\\ 229,421 \end{array}$ | $\begin{array}{c} \textbf{1,209,273}\\ &895,865\\ &0\\ 11,358\\ &13,670\\ &25,548\\ &3,225\\ &358\\ &2,867\\ &0\\ &22,136\\ &187\\ &742\\ &45,581\\ &216,510\\ \end{array}$ | $\begin{array}{c} \textbf{1,217,699}\\ & 894,929\\ & 0\\ & 11,059\\ & 14,626\\ & 24,747\\ & 3,188\\ & 408\\ & 2,780\\ & 0\\ & 21,366\\ & 192\\ & 560\\ & 42,272\\ & 229,506 \end{array}$ | $\begin{array}{c} \textbf{1,226,285}\\ 903,537\\ 0\\ 11,215\\ 14,503\\ 25,102\\ 3,876\\ 415\\ 3,461\\ 0\\ 21,027\\ 199\\ 390\\ 42,212\\ 229,326\end{array}$ |
| Total, equity<br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>88,973</b><br>39,181<br>4,702<br>45,090<br>0<br>0  | <b>90,390</b><br>39,953<br>4,268<br>46,169<br>0<br>0  | <b>90,991</b><br>39,699<br>4,310<br>46,982<br>0<br>0  | <b>92,854</b><br>40,202<br>4,334<br>48,319<br>0<br>0   | <b>93,117</b><br>40,372<br>4,332<br>48,413<br>0<br>0  |
|   |   |   | Income statement  |  |   |
| Operating revenue<br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>22,667</b><br>4,485<br>24<br>0<br>15,838<br>379<br>1<br>1,940  | <b>20,972</b><br>4,487<br>0<br>15,170<br>462<br>4<br>849  | <b>19,905</b><br>4,239<br>0<br>13,646<br>393<br>-2<br>1,629   | <b>19,728</b><br>4,648<br>0<br>12,980<br>379<br>2<br>1,719   | <b>19,558</b><br>4,439<br>0<br>13,352<br>435<br>-46<br>1,378  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | <b>18,524</b><br>23<br>0<br>0<br>886<br>7,860<br>9,755  | <b>18,613</b><br>0<br>0<br>883<br>7,069<br>10,661   | <b>17,225</b><br>0<br>0<br>709<br>5,627<br>10,889   | <b>16,409</b><br>0<br>0<br>710<br>5,064<br>10,635  | <b>16,605</b><br>0<br>0<br>691<br>5,318<br>10,596   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>4,143</b><br>0<br>1,923<br>0   | <b>2,359</b><br>0<br>1,790<br>-3  | <b>2,680</b><br>0<br>1,377<br>16  | <b>3,319</b><br>0<br>1,417<br>-14  | <b>2,953</b><br>0<br>1,257<br>-2  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | <b>2,220</b><br>636<br>1  | <b>566</b><br>133<br>-5   | <b>1,319</b><br>57<br>44  | <b>1,888</b><br>427<br>63  | <b>1,694</b><br>540<br>68   |
| Profit before extraordinary gains<br>Extraordinary gains  | <b>1,584</b><br>0   | <b>428</b><br>0   | <b>1,305</b><br>0   | <b>1,525</b><br>0  | <b>1,223</b><br>0   |
|   |   |   |   |  |   |

# Depository credit intermediation

|  | 2001  | 2001   | 2002  | 2002  | 2002   |  |  |
|--|---|--|---|---|--|--|--|
|  | 3   | 4  | 1   | 2   | 3  |  |  |
|  |   | n  | nillions of dollars   |   |  |  |  |
|  |   | Statement of   | changes in financi  | al position   |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>3,817</b><br>1,584<br>2,256<br>886<br>69<br>-1,231<br>2,532<br>-23             | <b>1,123</b><br>428<br>699<br>883<br>65<br>-690<br>443<br>-4                       | <b>16,875</b><br>1,305<br>15,686<br>709<br>54<br>-1,593<br>16,516<br>-116   | <b>21,046</b><br>1,524<br>19,518<br>709<br>2<br>652<br>18,155<br>4          | - <b>11,478</b><br>1,223<br>-12,703<br>691<br>38<br>0<br>-13,432<br>2    |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>17,184</b><br>19,044<br>-111<br>-1,505<br>-179<br>0<br>73<br>-8<br>-243<br>-65 | <b>27,181</b><br>25,317<br>-83<br>2,235<br>-902<br>0<br>-597<br>-36<br>-268<br>614 | <b>8,484</b><br>7,231<br>308<br>582<br>424<br>0<br>-614<br>44<br>995<br>-60 | - <b>965</b><br>-1,535<br>50<br>957<br>-851<br>0<br>-770<br>5<br>-86<br>415 | <b>8,910</b><br>8,649<br>7<br>-124<br>346<br>0<br>-340<br>7<br>678<br>31 |  |  |
| Total cash available   | 21,001  | 28,305   | 25,359  | 20,082  | -2,568   |  |  |
| Applications   |   |  |   |   |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>16,843</b><br>-7,304<br>-5,792<br>29,939<br>11,220<br>18,719                   | <b>25,185</b><br>10,590<br>11,192<br>3,403<br>9,758<br>-6,355                      | <b>21,537</b><br>-229<br>6,271<br>15,496<br>5,100<br>10,396                 | <b>14,612</b><br>-2,644<br>7,677<br>9,579<br>8,223<br>1,355                 | <b>-439</b><br>3,261<br>-10,491<br>6,790<br>4,745<br>2,045               |  |  |
| Cash applied to fixed assets   | 883   | 395  | 166   | 366   | 378  |  |  |
| Cash applied to dividends  | 1,077   | 1,108  | 1,087   | 1,298   | 1,126  |  |  |
| Total applications of cash   | 18,803  | 26,688   | 22,791  | 16,275  | 1,064  |  |  |
| Increase/decrease in cash  | 2,198   | 1,617  | 2,568   | 3,807   | -3,633   |  |  |
|  |   | Selected items, seasonally adjusted  |   |   |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 22,667<br>4,143<br>1,577<br>1,578   | 20,972<br>2,359<br>448<br>448  | 19,905<br>2,680<br>1,296<br>1,296   | 19,728<br>3,319<br>1,523<br>1,523   | 19,558<br>2,953<br>1,210<br>1,210  |  |  |
|  |   | Selected ratios  |   |   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.413<br>18.3<br>7.1<br>9.8   | 0.420<br>11.3<br>2.0<br>5.0  | 0.431<br>13.5<br>5.7<br>6.8   | 0.424<br>16.8<br>6.6<br>7.8   | 0.425<br>15.1<br>5.2<br>6.2  |  |  |
|  |   | Percentage   | e change of selecte   | d items   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -2.5<br>-2.9<br>-1.1  | -7.5<br>0.5<br>-43.0   | -5.1<br>-7.5<br>13.6  | -0.9<br>-4.7<br>23.8  | -0.9<br>1.2<br>-11.0   |  |  |

#### Real estate and rental and leasing companies

|   | 2001  | 2001   | 2002   | 2002   | 2002   |  |
|---|---|--|--|--|--|--|
|   | 3   | 4  | 1  | 2002   | 3  |  |
|   |   |  | millions of dollars  |  |  |  |
|   |   |  | Balance sheet  |  |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets  | <b>161,788</b><br>5,734<br>8,217<br>6,662<br>21,589<br>3,661<br>14,359<br>1,924<br>12,435<br>0<br>0<br>94,720<br>6,847  | <b>158,527</b><br>5,766<br>8,294<br>6,673<br>21,858<br>3,385<br>13,780<br>1,656<br>12,123<br>0<br>0<br>91,151<br>7,622           | <b>163,328</b><br>6,951<br>8,487<br>8,113<br>20,766<br>3,493<br>14,588<br>2,160<br>12,428<br>0<br>0<br>92,319<br>8,612           | <b>166,910</b><br>7,207<br>9,096<br>7,993<br>21,037<br>3,496<br>13,866<br>2,178<br>11,688<br>0<br>0<br>95,503<br>8,711           | 168,833<br>6,902<br>8,899<br>8,315<br>19,947<br>3,617<br>12,213<br>2,128<br>10,085<br>0<br>0<br>0<br>98,592<br>10,349            |  |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} \textbf{121,363} \\ 0 \\ 0 \\ 9,092 \\ 19,100 \\ 82,084 \\ 19,648 \\ 7,402 \\ 12,246 \\ 8,635 \\ 14,946 \\ 38,855 \\ 3,721 \\ 0 \\ 7,365 \end{array}$ | <b>118,265</b><br>0<br>9,093<br>18,889<br>79,461<br>17,148<br>7,207<br>9,941<br>8,382<br>15,294<br>38,637<br>3,615<br>0<br>7,207 | <b>115,182</b><br>0<br>9,611<br>22,586<br>74,594<br>15,422<br>7,464<br>7,958<br>8,527<br>11,728<br>38,917<br>3,501<br>0<br>4,892 | <b>117,066</b><br>0<br>9,601<br>24,172<br>75,880<br>16,035<br>7,834<br>8,201<br>8,624<br>13,105<br>38,116<br>3,849<br>0<br>3,563 | <b>122,858</b><br>0<br>9,155<br>22,881<br>82,018<br>18,440<br>8,565<br>9,875<br>8,627<br>13,062<br>41,889<br>3,961<br>0<br>4,843 |  |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>40,425</b><br>28,953<br>5,496<br>5,975<br>0<br>0   | <b>40,262</b><br>29,271<br>5,373<br>5,618<br>0<br>0  | <b>48,146</b><br>31,497<br>6,585<br>10,064<br>0<br>0   | <b>49,844</b><br>31,967<br>6,430<br>11,446<br>0<br>0   | <b>45,975</b><br>29,225<br>5,593<br>11,157<br>0<br>0   |  |
|   | Income statement  |  |  |  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue  | <b>11,932</b><br>4,685<br>0<br>0<br>0<br>0<br>7,247   | <b>11,445</b><br>4,545<br>0<br>0<br>0<br>0<br>0<br>6,899   | <b>11,760</b><br>4,235<br>0<br>0<br>0<br>0<br>0<br>7,525   | <b>12,820</b><br>4,952<br>0<br>0<br>0<br>0<br>0<br>7,868   | <b>12,934</b><br>4,924<br>0<br>0<br>0<br>0<br>8,009  |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | <b>9,276</b><br>0<br>0<br>1,452<br>0<br>7,824   | <b>9,209</b><br>0<br>0<br>1,407<br>0<br>7,802  | <b>9,244</b><br>0<br>0<br>1,468<br>0<br>7,775  | <b>9,893</b><br>0<br>0<br>1,549<br>0<br>8,343  | <b>10,111</b><br>0<br>0<br>1,549<br>0<br>8,561   |  |
| Operating profit<br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>2,655</b><br>327<br>1,625<br>301   | <b>2,236</b><br>320<br>1,569<br>149  | <b>2,516</b><br>483<br>1,695<br>266  | <b>2,927</b><br>472<br>1,677<br>204  | <b>2,823</b><br>388<br>1,695<br>290  |  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | <b>1,658</b><br>557<br>160  | <b>1,136</b><br>377<br>177   | <b>1,569</b><br>491<br>235   | <b>1,926</b><br>630<br>180   | <b>1,806</b><br>614<br>141   |  |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains   | <b>1,261</b><br>40  | <b>936</b><br>41   | <b>1,313</b><br>40   | <b>1,475</b><br>41   | <b>1,334</b><br>42   |  |
|   | 1,301   |  | -  |  |  |  |

#### Real estate and rental and leasing companies

| 2001  | 2001  | 2002  | 2002  | 2002   |  |
|---|---|---|---|--|--|
| 3   | 4   | 1   | 2   | 3  |  |
|   | r   | illions of dollars  |   |  |  |
|   | Statement of  | changes in financia   | al position   |  |  |
| <b>2,796</b><br>1,255<br>1,412<br>1,432<br>30<br>119<br>-169<br>129 | - <b>40</b><br>909<br>-846<br>1,400<br>26<br>-114<br>-2,159<br>-103   | <b>331</b><br>1,723<br>-2,041<br>1,381<br>59<br>-668<br>-2,813<br>648   | <b>375</b><br>1,677<br>-639<br>1,533<br>52<br>-1,177<br>-1,047<br>-663  | <b>879</b><br>1,781<br>-896<br>1,549<br>58<br>-69<br>-2,435<br>-6      |  |
| -696<br>0<br>-165<br>-212<br>594<br>-515<br>-176<br>-115<br>-313    | <b>3,004</b><br>0<br>-41<br>305<br>1,576<br>-17<br>1,157<br>1,104<br>-667<br>1,164  | <b>1,635</b><br>0<br>467<br>653<br>-812<br>-303<br>-1,005<br>248<br>247<br>1,328  | -1,917<br>0<br>-144<br>-720<br>-712<br>14<br>-33<br>-608<br>-84<br>-342   | <b>1,014</b><br>0<br>-48<br>1,161<br>128<br>46<br>1,011<br>-23<br>-287 |  |
| 2,100   | 2,964   | 1,966   | -1,542  | 1,893  |  |
|   |   |   |   |  |  |
| <b>1,268</b><br>90<br>392<br>786<br>-73<br>859                      | <b>723</b><br>760<br>-9<br>-27<br>-45<br>18   | <b>-424</b><br>-727<br>10<br>294<br>151<br>143  | - <b>1,059</b><br>-235<br>-103<br>-720<br>-57<br>-664   | <b>241</b><br>-68<br>152<br>157<br>-56<br>213                          |  |
| -994  | 339   | -87   | -2,962  | -291   |  |
| 603   | 762   | 629   | 766   | 780  |  |
| 876   | 1,823   | 118   | -3,255  | 731  |  |
| 1,224   | 1,141   | 1,849   | 1,712   | 1,162  |  |
| Selected items, seasonally adjusted                                 |   |   |   |  |  |
| 11,861<br>2,586<br>1,223<br>1,182                                   | 11,548<br>2,382<br>978<br>937   | 11,907<br>2,544<br>1,316<br>1,275   | 12,619<br>2,783<br>1,464<br>1,423   | 12,796<br>2,735<br>1,288<br>1,246                                      |  |
| Selected ratios   |   |   |   |  |  |
| 2.503<br>21.8<br>12.1<br>6.5  | 2.443<br>20.6<br>9.7<br>5.9   | 2.018<br>21.4<br>10.9<br>7.0  | 2.007<br>22.1<br>11.8<br>7.1  | 2.282<br>21.4<br>11.2<br>6.5   |  |
|   | Percentage  | change of selecte   | d items   |  |  |
| -1.4  | -2.6  | 3.1<br>2.1  | 6.0<br>5.0  | 1.4<br>2.3   |  |
|   | 3<br>2,796<br>1,255<br>1,412<br>1,432<br>30<br>119<br>-169<br>129<br>-696<br>0<br>-6<br>-165<br>-212<br>594<br>-515<br>-176<br>-115<br>-313<br>2,100<br>1,268<br>90<br>392<br>786<br>-73<br>859<br>-994<br>603<br>876<br>1,224<br>11,861<br>2,586<br>1,223<br>1,182<br>-1.4 | 3         4           Statement of feedback           Statement of feedback           2,796         -40           1,255         909           1,412         -846           1,432         1,400           30         26           119         -114           -169         -2,159           129         -103           -696         3,004           0         0           -6         -41           -165         305           -212         1,576           594         -17           -515         1,157           -176         1,104           -115         -667           -313         1,164           2,100         2,964           1,268         723           90         760           392         -9           786         -27           -73         -45           859         18           -994         339           603         762           876         1,823           1,224         1,141           Selected it | 3         4         1           millions of dollars           Statement of changes in financia           2,796         -40         331           1,255         909         1,723           1,412         -846         -2,041           1,432         1,400         1,381           30         26         59           119         -114         -668           -169         -2,159         -2,813           129         -103         648           -696         3,004         1,635           0         0         0           -6         -41         467           -165         305         653           -212         1,576         -812           594         -17         -303           -515         1,157         -1,005           -176         1,04         248           -115         -667         247           -313         1,164         1,328           2,100         2,964         1,966           128         723         -424           90         762         629           876         1,82 | $\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$               |  |

#### Professional, scientific and technical services

|  | 2001   | 2001   | 2002  | 2002   | 2002   |  |
|--|--|--|---|--|--|--|
|  | 3  | 4  | 1   | 2  | 3  |  |
|  |  | n  | nillions of dollars   |  |  |  |
|  |  |  | Balance sheet   |  |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>58,886</b><br>5,902<br>11,992<br>3,541<br>11,649<br>4,631<br>1,395<br>478<br>917<br>0<br>0<br>11,433<br>8,345             | <b>57,937</b><br>5,759<br>12,055<br>3,377<br>11,354<br>4,187<br>1,331<br>472<br>859<br>0<br>0<br>11,115<br>8,759             | <b>62,874</b><br>5,797<br>12,861<br>2,978<br>13,255<br>4,598<br>1,389<br>480<br>909<br>0<br>0<br>0<br>12,492<br>9,503       | <b>63,934</b><br>6,563<br>13,485<br>3,170<br>13,421<br>4,433<br>1,470<br>498<br>972<br>0<br>0<br>0<br>11,572<br>9,821        | <b>64,358</b><br>6,736<br>13,593<br>3,155<br>13,371<br>4,365<br>1,487<br>504<br>983<br>0<br>0<br>0<br>11,954<br>9,697                                  |  |
| Total liabilities  | 33,103   | 33,119   | 39,067  | 38,708   | 38,747   |  |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} 0\\ 0\\ 11,585\\ 8,563\\ 8,797\\ 5,422\\ 2,748\\ 2,674\\ 505\\ 1,850\\ 1,020\\ 595\\ 0\\ 3,563\end{array}$ | $\begin{array}{c} 0\\ 0\\ 11,607\\ 8,071\\ 8,909\\ 5,355\\ 2,707\\ 2,647\\ 505\\ 2,047\\ 1,002\\ 529\\ 0\\ 4,003\end{array}$ | $\begin{array}{c} 0\\ 0\\ 13,177\\ 10,272\\ 9,091\\ 5,254\\ 2,716\\ 2,538\\ 497\\ 2,343\\ 997\\ 561\\ 0\\ 5,965\end{array}$ | $\begin{array}{c} 0\\ 0\\ 13,356\\ 9,621\\ 9,476\\ 5,487\\ 2,849\\ 2,638\\ 532\\ 2,422\\ 1,035\\ 575\\ 0\\ 5,679\end{array}$ | $egin{array}{c} 0 \\ 0 \\ 0 \\ 13,206 \\ 9,544 \\ 9,575 \\ 5,583 \\ 2,963 \\ 2,433 \\ 2,620 \\ 546 \\ 2,433 \\ 1,014 \\ 548 \\ 0 \\ 5,874 \end{array}$ |  |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>25,786</b><br>24,241<br>1,377<br>168<br>0<br>0  | <b>24,819</b><br>22,786<br>1,497<br>536<br>0<br>0  | <b>23,807</b><br>23,824<br>1,385<br>-1,402<br>0<br>0  | <b>25,226</b><br>24,645<br>1,399<br>-817<br>0<br>0   | <b>25,612</b><br>25,686<br>1,381<br>-1,455<br>0<br>0   |  |
|  | Income statement   |  |   |  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>16,440</b><br>15,474<br>0<br>0<br>0<br>0<br>0<br>965  | <b>15,923</b><br>15,036<br>0<br>0<br>0<br>0<br>0<br>888  | <b>16,078</b><br>15,080<br>0<br>0<br>0<br>0<br>0<br>998   | <b>16,990</b><br>15,977<br>0<br>0<br>0<br>0<br>0<br>1,013  | <b>16,920</b><br>15,930<br>0<br>0<br>0<br>0<br>990   |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>15,958</b><br>0<br>0<br>841<br>0<br>15,118  | <b>15,419</b><br>0<br>0<br>837<br>0<br>14,583  | <b>15,489</b><br>0<br>0<br>793<br>0<br>14,696   | <b>16,351</b><br>0<br>0<br>856<br>0<br>15,495  | <b>16,277</b><br>0<br>0<br>860<br>0<br>15,417  |  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>481</b><br>330<br>168<br>84   | <b>504</b><br>271<br>191<br>63   | <b>589</b><br>240<br>187<br>78  | <b>639</b><br>237<br>190<br>70   | <b>642</b><br>264<br>193<br>49   |  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>727</b><br>149<br>134   | <b>647</b><br>118<br>181   | <b>721</b><br>119<br>197  | <b>755</b><br>154<br>199   | <b>763</b><br>127<br>194   |  |
|  |  |  |   |  |  |  |
| Profit before extraordinary gains<br>Extraordinary gains   | <b>712</b><br>-15  | <b>710</b><br>-8   | <b>798</b><br>-8  | <b>800</b><br>-6   | <b>831</b><br>-11  |  |

#### Professional, scientific and technical services

|  | 2001  | 2001  | 2002   | 2002  | 2002   |  |  |
|--|---|---|--|---|--|--|--|
|  | 3   | 4   | 1  | 2   | 3  |  |  |
|  |   | n   | nillions of dollars  |   |  |  |  |
|  |   | Statement of  | changes in financia  | al position   |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>274</b><br>682<br>-321<br>833<br>30<br>-9<br>-1,175<br>-87 | -4,408<br>-596<br>-3,919<br>821<br>-13<br>0<br>-4,727<br>108    | <b>122</b><br>-561<br>700<br>742<br>10<br>-367<br>315<br>-16     | <b>1,445</b><br>790<br>840<br>853<br>21<br>-375<br>341<br>-185      | <b>1,902</b><br>817<br>1,060<br>859<br>3<br>-254<br>451<br>25  |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | 896<br>0<br>155<br>46<br>74<br>-60<br>72<br>21<br>41<br>621   | <b>480</b><br>0<br>12<br>11<br>63<br>1<br>-18<br>7<br>73<br>394 | <b>658</b><br>0<br>44<br>259<br>32<br>-9<br>21<br>16<br>4<br>323 | <b>1,158</b><br>0<br>87<br>191<br>164<br>1<br>65<br>24<br>74<br>716 | <b>753</b><br>0<br>26<br>71<br>35<br>13<br>5<br>10<br>7<br>621 |  |  |
| Total cash available   | 1,170   | -3,927  | 780  | 2,603   | 2,655  |  |  |
| Applications   |   |   |  |   |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>159</b><br>78<br>-8<br>89<br>35<br>55                      | <b>-301</b><br>-307<br>2<br>5<br>2<br>3                         | <b>36</b><br>153<br>-119<br>2<br>7<br>-6                         | - <b>5</b><br>259<br>-331<br>66<br>18<br>49                         | <b>-354</b><br>-303<br>-65<br>14<br>7<br>7                     |  |  |
| Cash applied to fixed assets   | 94  | -88   | 111  | 94  | 320  |  |  |
| Cash applied to dividends  | 316   | 465   | 401  | 535   | 519  |  |  |
| Total applications of cash   | 569   | 76  | 548  | 624   | 485  |  |  |
| Increase/decrease in cash  | 601   | -4,004  | 232  | 1,979   | 2,170  |  |  |
|  |   | Selected items, seasonally adjusted                             |  |   |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 16,490<br>479<br>712<br>727                                   | 15,839<br>474<br>710<br>718                                     | 16,009<br>591<br>798<br>807                                      | 17,190<br>684<br>800<br>806   | 16,929<br>636<br>831<br>842                                    |  |  |
|  |   | Selected ratios   |  |   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.673<br>2.9<br>11.0<br>7.9                                   | 0.684<br>3.0<br>11.4<br>8.3                                     | 0.813<br>3.7<br>13.4<br>8.8                                      | 0.757<br>4.0<br>12.7<br>8.6   | 0.746<br>3.8<br>13.0<br>8.8                                    |  |  |
|  |   | Percentage  | e change of selecte  | d items   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -3.3<br>-3.3<br>-3.8  | -4.0<br>-4.0<br>-1.0  | 1.1<br>0.3<br>24.6   | 7.4<br>7.0<br>15.8  | -1.5<br>-1.3<br>-7.1   |  |  |

#### Management of companies and enterprises

|  | 2001   | 2001  | 2002   | 2002   | 2002   |  |
|--|--|---|--|--|--|--|
|  | 3  | 4   | 1  | 2  | 3  |  |
|  |  | I   | millions of dollars                                      |  |  |  |
|  |  |   | Balance sheet  |  |  |  |
| Total assets   | <b>333,539</b>   | <b>327,500</b>  | <b>335,453</b>   | <b>330,432</b>   | <b>334,422</b>   |  |
| Cash and deposits  | 6,104  | 5,182   | 5,357  | 6,053  | 6,398  |  |
| Accounts receivable and accrued revenue  | 2,803  | 2,812   | 3,290  | 3,041  | 4,080  |  |
| Inventories  | 0  | 0   | 0  | 0  | 0  |  |
| Investments and accounts with affiliates   | 291,016  | 286,804   | 292,070  | 287,871  | 289,634  |  |
| Portfolio investments  | 17,881   | 16,531  | 18,498   | 18,649   | 19,409   |  |
| Loans  | 3,388  | 3,384   | 3,434  | 3,348  | 3,352  |  |
| Mortgage   | 1,513  | 1,499   | 1,535  | 1,501  | 1,490  |  |
| Non-mortgage   | 1,875  | 1,885   | 1,898  | 1,846  | 1,862  |  |
| Allowance for losses on investments and loans  | -592   | -602  | -609   | -597   | -597   |  |
| Bank customers' liabilities under acceptances  | 0  | 0   | 0  | 0  | 0  |  |
| Capital assets, net  | 9.765  | 10,620  | 11,302   | 10,926   | 11,024   |  |
| Other assets   | 3,173  | 2,771   | 2,111  | 1,143  | 1,121  |  |
| <b>Total liabilities</b>   | <b>83,813</b>  | <b>83,252</b>   | <b>91,846</b>  | <b>93,167</b>  | <b>94,907</b>  |  |
| Deposits   | 0  | 0   | 0  | 0  | 0  |  |
| Actuarial liabilities of insurers  | 0  | 0   | 0  | 0  | 0  |  |
| Accounts payable and accrued liabilities   | 4,498  | 5,051   | 6,597  | 6,336  | 6,283  |  |
| Loans and accounts with affiliates   | 30,935   | 28,648  | 32,510   | 34,646   | 35,636   |  |
| Borrowings   | 32,176   | 37,123  | 38,838   | 38,069   | 38,398   |  |
| Loans and overdrafts   | 8,817  | 7,836   | 10,168   | 9,943  | 9,884  |  |
| From banks   | 5,353  | 5,375   | 6,769  | 6,426  | 6,203  |  |
| From others  | 3,464  | 2,462   | 3,399  | 3,516  | 3,681  |  |
| Bankers' acceptances and paper   | 4,847  | 5,940   | 5,184  | 5,165  | 5,885  |  |
| Bonds and debentures   | 14,932   | 19,898  | 20,780   | 20,241   | 20,031   |  |
| Mortgages  | 3,580  | 3,449   | 2,705  | 2,721  | 2,597  |  |
| Deferred income tax  | 2,126  | 1,800   | 1,995  | 1,792  | 1,839  |  |
| Bank customers' liabilities under acceptances  | 0  | 0   | 0  | 0  | 0  |  |
| Other liabilities  | 14,079   | 10,630  | 11,906   | 12,324   | 12,750   |  |
| Total, equity  | <b>249,726</b>   | <b>244,248</b>  | <b>243,607</b>   | <b>237,266</b>   | <b>239,515</b>   |  |
| Share capital  | 166,814  | 164,694   | 165,255  | 167,389  | 168,350  |  |
| Contributed surplus and other  | 37,118   | 36,247  | 34,688   | 35,203   | 35,522   |  |
| Retained earnings  | 45,794   | 43,307  | 43,665   | 34,674   | 35,643   |  |
| Unitholders' equity  | 0  | 0   | 0  | 0  | 0  |  |
| Liability to policyholders   | 0  | 0   | 0  | 0  | 0  |  |
|  | Income statement   |   |  |  |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue | <b>6,640</b><br>1,201<br>0<br>976<br>4,310<br>-41<br>193 | <b>6,292</b><br>1,136<br>0<br>925<br>4,026<br>10<br>195 | <b>6,478</b><br>1,920<br>0<br>933<br>3,110<br>188<br>325 | <b>5,932</b><br>1,426<br>0<br>941<br>2,867<br>374<br>324 | <b>6,264</b><br>1,333<br>0<br>975<br>3,446<br>193<br>317 |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>2,690</b><br>0<br>0<br>212<br>0<br>2,478              | <b>2,658</b><br>0<br>0<br>167<br>0<br>2,490             | <b>3,499</b><br>0<br>0<br>248<br>0<br>3,251              | <b>3,094</b><br>0<br>0<br>234<br>0<br>2,860              | <b>3,264</b><br>0<br>0<br>248<br>0<br>3,016              |  |
| Operating profit   | <b>3,951</b>   | <b>3,634</b>  | <b>2,979</b>   | <b>2,838</b>   | <b>2,999</b>   |  |
| Interest and dividend revenue  | 0  | 0   | 0  | 0  | 0  |  |
| Interest expense on borrowing  | 907  | 946   | 1,046  | 1,040  | 1,050  |  |
| Gains/losses   | -2   | -663  | -25  | 149  | -176   |  |
| <b>Profit before income tax</b>  | <b>3,042</b>   | <b>2,024</b>  | <b>1,907</b>   | <b>1,948</b>   | <b>1,773</b>   |  |
| Income tax   | -115   | -195  | 160  | 173  | 259  |  |
| Equity in affiliates' earnings   | 1,243  | 1,649   | 2,109  | 1,848  | 1,674  |  |
| <b>Profit before extraordinary gains</b>   | <b>4,400</b>   | <b>3,868</b>  | <b>3,856</b>   | <b>3,622</b>   | <b>3,187</b>   |  |
| Extraordinary gains  | -2   | -6  | 0  | 0  | 0  |  |
| Net profit   | 4,398  | 3,862   | 3,856  | 3,622  | 3,187  |  |

#### Management of companies and enterprises

|  | 2001  | 2001  | 2002   | 2002  | 2002  |  |  |
|--|---|---|--|---|---|--|--|
|  | 3   | 4   | 1  | 2   | 3   |  |  |
|  |   | m   | illions of dollars   |   |   |  |  |
|  |   | Statement of  | changes in financia  | al position   |   |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>3,823</b><br>4,398<br>-744<br>212<br>-235<br>-435<br>-287<br>169               | <b>1,114</b><br>3,858<br>-2,812<br>167<br>-318<br>314<br>-2,976<br>69                   | <b>4,274</b><br>3,499<br>671<br>194<br>4<br>511<br>-37<br>105                | <b>2,745</b><br>3,672<br>-966<br>234<br>-48<br>90<br>-1,242<br>39             | <b>1,758</b><br>3,146<br>-1,552<br>248<br>26<br>-1,151<br>-675<br>164       |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>7,153</b><br>0<br>1,491<br>290<br>5,146<br>800<br>2,793<br>-16<br>1,569<br>226 | <b>10,109</b><br>0<br>176<br>2,581<br>5,257<br>1,062<br>4,970<br>236<br>-1,011<br>2,095 | <b>3,932</b><br>0<br>448<br>884<br>175<br>-316<br>811<br>32<br>-353<br>2,425 | <b>5,676</b><br>0<br>-217<br>1,017<br>-276<br>56<br>-434<br>36<br>65<br>5,153 | <b>2,227</b><br>0<br>331<br>-197<br>456<br>452<br>25<br>-10<br>-11<br>1,638 |  |  |
| Total cash available   | 10,976  | 11,223  | 8,206  | 8,421   | 3,985   |  |  |
| Applications   |   |   |  |   |   |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>5,433</b><br>5,858<br>-390<br>-35<br>-12<br>-23                                | <b>14,759</b><br>14,588<br>163<br>8<br>-9<br>17   | <b>4,986</b><br>4,082<br>880<br>23<br>11<br>13                               | <b>5,332</b><br>4,807<br>880<br>-355<br>-153<br>-202                          | <b>-108</b><br>-370<br>289<br>-27<br>-5<br>-22                              |  |  |
| Cash applied to fixed assets   | 179   | 300   | 154  | -369  | 289   |  |  |
| Cash applied to dividends  | 3,514   | 4,208   | 2,825  | 2,899   | 3,787   |  |  |
| Total applications of cash   | 9,126   | 19,266  | 7,965  | 7,863   | 3,968   |  |  |
| Increase/decrease in cash  | 1,850   | -8,043  | 241  | 558   | 17  |  |  |
|  |   | Selected items, seasonally adjusted   |  |   |   |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 6,647<br>3,957<br>4,400<br>4,402  | 5,913<br>3,255<br>3,868<br>3,874  | 6,553<br>3,055<br>3,856<br>3,856   | 6,227<br>3,133<br>3,622<br>3,622  | 6,245<br>2,980<br>3,187<br>3,187  |  |  |
|  |   | Selected ratios   |  |   |   |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 0.253<br>59.5<br>7.0<br>6.6   | 0.269<br>55.0<br>6.3<br>6.7   | 0.293<br>46.6<br>6.3<br>5.9  | 0.306<br>50.3<br>6.1<br>5.7   | 0.309<br>47.7<br>5.3<br>5.0   |  |  |
|  |   | Percentage  | change of selecte  | d items   |   |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 10.3<br>9.6<br>10.9   | -11.0<br>-1.2<br>-17.7  | 10.8<br>31.7<br>-6.2   | -5.0<br>-11.6<br>2.6  | 0.3<br>5.5<br>-4.9  |  |  |

#### Administrative and support, waste management and remediation services

|  | 2001  | 2001   | 2002   | 2002  | 2002  |
|--|---|--|--|---|---|
|  | 3   | 4  | 1  | 2   | 3   |
|  |   |  | millions of dollars  |   |   |
|  |   |  | Balance sheet  |   |   |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets             | <b>30,102</b><br>2,993<br>4,796<br>869<br>5,268<br>2,747<br>1,874<br>346<br>1,529<br>0<br>0<br>7,164<br>4,391 | <b>29,668</b><br>3,018<br>4,634<br>831<br>5,446<br>2,273<br>1,972<br>361<br>1,611<br>0<br>0<br>7,589<br>3,905                      | <b>32,073</b><br>4,234<br>6,121<br>940<br>6,170<br>2,269<br>981<br>373<br>608<br>0<br>0<br>7,156<br>4,202                            | <b>31,914</b><br>4,390<br>6,083<br>972<br>5,143<br>2,405<br>1,030<br>391<br>639<br>0<br>0<br>7,371<br>4,520 | <b>31,789</b><br>4,470<br>6,127<br>920<br>5,012<br>2,503<br>995<br>377<br>617<br>0<br>0<br>7,139<br>4,624 |
| Total liabilities<br>Deposits  | <b>21,992</b><br>0  | <b>22,009</b><br>0   | <b>24,760</b><br>0   | <b>24,139</b><br>0  | <b>23,746</b>   |
| Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | 0<br>5,386<br>8,282<br>4,135<br>2,958<br>1,614<br>1,344<br>73<br>389<br>715<br>257<br>0<br>3,932              | $\begin{array}{c} & 0 \\ 5,391 \\ 8,579 \\ 4,430 \\ 3,129 \\ 1,699 \\ 1,430 \\ 121 \\ 398 \\ 782 \\ 251 \\ 0 \\ 3,357 \end{array}$ | $\begin{array}{c} & 0 \\ 5,158 \\ 9,562 \\ 5,553 \\ 3,341 \\ 1,896 \\ 1,446 \\ 201 \\ 1,043 \\ 968 \\ 345 \\ 0 \\ 4,142 \end{array}$ | 0<br>5,353<br>8,754<br>5,785<br>3,763<br>2,032<br>1,732<br>62<br>851<br>1,108<br>346<br>0<br>3,901          | 0<br>5,184<br>8,651<br>5,785<br>2,051<br>1,764<br>60<br>825<br>1,085<br>273<br>0<br>3,852                 |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>8,110</b><br>3,618<br>892<br>3,601<br>0<br>0   | <b>7,659</b><br>3,285<br>953<br>3,422<br>0<br>0  | <b>7,313</b><br>3,557<br>987<br>2,769<br>0<br>0  | <b>7,775</b><br>3,574<br>1,151<br>3,049<br>0<br>0   | <b>8,043</b><br>3,722<br>1,113<br>3,207<br>0<br>0   |
|  |   |  | Income statement   |   |   |
| Operating revenue<br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue  | <b>11,029</b><br>10,241<br>0<br>0<br>0<br>0<br>0<br>787   | <b>10,138</b><br>9,398<br>0<br>0<br>0<br>0<br>0<br>739   | <b>11,712</b><br>10,943<br>0<br>0<br>0<br>0<br>0<br>769  | <b>12,876</b><br>12,017<br>0<br>0<br>0<br>0<br>0<br>858   | <b>12,338</b><br>11,499<br>0<br>0<br>0<br>0<br>0<br>839   |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>10,528</b><br>0<br>0<br>416<br>0<br>10,112   | <b>9,699</b><br>0<br>0<br>442<br>0<br>9,256  | <b>11,251</b><br>0<br>0<br>466<br>0<br>10,785  | <b>12,157</b><br>0<br>0<br>499<br>0<br>11,658   | <b>11,711</b><br>0<br>0<br>483<br>0<br>11,228   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>501</b><br>119<br>145<br>11  | <b>439</b><br>112<br>144<br>-91  | <b>461</b><br>151<br>176<br>39   | <b>719</b><br>131<br>191<br>47  | <b>627</b><br>114<br>190<br>23  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>486</b><br>125<br>57   | <b>316</b><br>89<br>55   | <b>475</b><br>108<br>35  | <b>706</b><br>155<br>25   | <b>575</b><br>128<br>27   |
| Profit before extraordinary gains<br>Extraordinary gains   | <b>419</b><br>-1  | <b>281</b><br>-2   | <b>402</b><br>-1   | <b>576</b><br>-1  | <b>474</b><br>-2  |
| Net profit   | 418   | 280  | 401  | 574   | 473   |

# Administrative and support, waste management and remediation services

| · · · · · · · · · · · · · · · · · · ·  |   |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
|  | 2001  | 2001   | 2002   | 2002   | 2002   |  |  |
|  | 3   | 4  | 1  | 2  | 3  |  |  |
|  |   | m  | nillions of dollars  |  |  |  |  |
|  |   | Statement of   | changes in financia  | Il position  |  |  |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>696</b><br>420<br>268<br>406<br>-4<br>-20<br>-113<br>8         | <b>472</b><br>277<br>197<br>441<br>-22<br>50<br>-271<br>-2           | - <b>148</b><br>356<br>-476<br>425<br>-4<br>-1,060<br>163<br>-28 | <b>701</b><br>574<br>130<br>493<br>-10<br>108<br>-462<br>-4          | <b>533</b><br>473<br>64<br>482<br>-3<br>-65<br>-349<br>-3          |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | -323<br>0<br>-100<br>-159<br>-81<br>-5<br>-15<br>-20<br>-41<br>17 | <b>969</b><br>0<br>43<br>240<br>468<br>164<br>193<br>4<br>107<br>217 | 872<br>0<br>31<br>322<br>619<br>80<br>523<br>21<br>-5<br>-100    | -277<br>0<br>147<br>-810<br>126<br>-139<br>-191<br>165<br>291<br>260 | -533<br>0<br>-77<br>-83<br>-418<br>-24<br>-259<br>-72<br>-63<br>45 |  |  |
| Total cash available   | 373   | 1,441  | 725  | 424  | 0  |  |  |
| Applications   |   |  |  |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>-296</b><br>-187<br>-79<br>-30<br>-18<br>-12                   | <b>533</b><br>589<br>-155<br>98<br>16<br>82                          | <b>-598</b><br>294<br>100<br>-992<br>11<br>-1,003                | <b>-468</b><br>-611<br>92<br>50<br>19<br>31                          | - <b>393</b><br>-414<br>63<br>-42<br>-17<br>-25                    |  |  |
| Cash applied to fixed assets   | -188  | 229  | -50  | 175  | -243   |  |  |
| Cash applied to dividends  | 498   | 228  | 224  | 244  | 227  |  |  |
| Total applications of cash   | 14  | 990  | -424   | -49  | -409   |  |  |
| Increase/decrease in cash  | 359   | 451  | 1,149  | 472  | 409  |  |  |
|  |   | Selected items, seasonally adjusted                                  |  |  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 10,936<br>472<br>419<br>420                                       | 10,621<br>520<br>281<br>283  | 11,530<br>496<br>402<br>403                                      | 12,599<br>659<br>576<br>577  | 12,158<br>537<br>474<br>476  |  |  |
|  |   |  | Selected ratios  |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.531<br>4.3<br>20.6<br>10.4                                      | 1.698<br>4.9<br>14.7<br>7.8  | 2.067<br>4.3<br>22.0<br>9.7                                      | 1.870<br>5.2<br>29.6<br>13.1   | 1.795<br>4.4<br>23.6<br>11.1                                       |  |  |
|  |   | Percentage   | change of selected   | d items  |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 0.1<br>3.7<br>-43.3   | -2.9<br>-3.5<br>10.2   | 8.6<br>9.2<br>-4.5   | 9.3<br>8.2<br>32.9   | -3.5<br>-2.7<br>-18.6  |  |  |

#### **Educational services**

|   | 2001   | 2001  | 2002   | 2002  | 2002  |  |  |
|---|--|---|--|---|---|--|--|
|   | 3  | 4   | 1  | 2   | 3   |  |  |
|   |  |   | millions of dollars  | S   |   |  |  |
|   |  |   | Balance sheet  |   |   |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net  | <b>2,209</b><br>162<br>380<br>99<br>262<br>85<br>45<br>12<br>33<br>0<br>0<br>880                     | <b>2,179</b><br>162<br>366<br>96<br>255<br>83<br>44<br>12<br>32<br>0<br>0<br>871                | <b>2,163</b><br>165<br>361<br>97<br>291<br>83<br>44<br>12<br>32<br>0<br>0<br>855                     | <b>2,184</b><br>161<br>351<br>98<br>304<br>83<br>43<br>12<br>31<br>0<br>0<br>880              | <b>2,210</b><br>166<br>351<br>98<br>307<br>83<br>43<br>12<br>31<br>0<br>0<br>895                |  |  |
| Other assets  | 296  | 303   | 267  | 266   | 268   |  |  |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | <b>1,185</b><br>0<br>0<br>372<br>235<br>462<br>233<br>140<br>93<br>20<br>62<br>147<br>10<br>0<br>107 | <b>1,257</b><br>0<br>373<br>237<br>460<br>233<br>143<br>90<br>20<br>61<br>146<br>11<br>0<br>176 | <b>1,380</b><br>0<br>0<br>375<br>274<br>485<br>249<br>161<br>88<br>20<br>61<br>155<br>12<br>0<br>233 | <b>1,461</b><br>0<br>0<br>373<br>500<br>256<br>166<br>89<br>20<br>61<br>162<br>12<br>0<br>303 | <b>1,516</b><br>0<br>373<br>247<br>503<br>256<br>167<br>90<br>20<br>61<br>165<br>12<br>0<br>382 |  |  |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders  | <b>1,024</b><br>406<br>89<br>528<br>0<br>0   | <b>923</b><br>381<br>89<br>452<br>0<br>0  | <b>783</b><br>365<br>89<br>329<br>0<br>0   | <b>723</b><br>380<br>86<br>257<br>0<br>0  | <b>695</b><br>397<br>64<br>234<br>0<br>0  |  |  |
|   |  | Income statement  |  |   |   |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue  | <b>743</b><br>677<br>0<br>0<br>0<br>0<br>0<br>0<br>66  | <b>771</b><br>704<br>0<br>0<br>0<br>0<br>0<br>67  | <b>769</b><br>704<br>0<br>0<br>0<br>0<br>0<br>65   | <b>759</b><br>695<br>0<br>0<br>0<br>0<br>0<br>0<br>64   | <b>747</b><br>684<br>0<br>0<br>0<br>0<br>0<br>63  |  |  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | 809<br>0<br>0<br>30<br>0<br>778  | <b>830</b><br>0<br>0<br>33<br>0<br>797  | 827<br>0<br>0<br>31<br>0<br>796  | <b>810</b><br>0<br>0<br>30<br>0<br>779  | <b>795</b><br>0<br>0<br>30<br>30<br>766   |  |  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>-66</b><br>3<br>6<br>0  | - <b>60</b><br>3<br>6<br>-1   | <b>-58</b><br>3<br>6<br>1  | - <b>51</b><br>3<br>6<br>3  | <b>-48</b><br>3<br>6<br>1   |  |  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | - <b>69</b><br>7<br>0  | <b>-64</b><br>7<br>0  | - <b>61</b><br>8<br>0  | <b>-52</b><br>7<br>0  | <b>-51</b><br>7<br>0  |  |  |
| Profit before extraordinary gains<br>Extraordinary gains  | - <b>76</b><br>0   | <b>-70</b><br>0   | -68<br>0   | - <b>59</b><br>0  | <b>-58</b><br>0   |  |  |
| Net profit  | -76  | -70   | -68  | -59   | -58   |  |  |
|   |  |   |  |   |   |  |  |

#### **Educational services**

|  | 2001  | 2001  | 2002   | 2002   | 2002   |  |  |
|--|---|---|--|--|--|--|--|
|  | 3   | 4   | 1  | 2  | 3  |  |  |
|  |   | m   | illions of dollars                                       |  |  |  |  |
|  |   | Statement of o  | changes in financia                                      | l position   |  |  |  |
| <b>Cash from operating activities</b><br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions  | - <b>81</b><br>-76<br>-5<br>30<br>0<br>-2<br>-33<br>0 | <b>55</b><br>-70<br>125<br>33<br>0<br>31<br>61<br>0           | <b>39</b><br>-69<br>108<br>30<br>0<br>-1<br>79<br>0      | <b>41</b><br>-59<br>100<br>30<br>0<br>4<br>65<br>0         | <b>38</b><br>-58<br>96<br>30<br>0<br>-1<br>68<br>0 |  |  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | 0<br>-1<br>1<br>-3<br>0<br>-1<br>-1<br>3              | <b>-56</b><br>0<br>6<br>3<br>-8<br>0<br>-1<br>-2<br>-5<br>-57 | 8<br>0<br>8<br>1<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>1 | <b>3</b><br>0<br>2<br>0<br>1<br>0<br>0<br>0<br>0<br>0<br>1 | <b>16</b><br>0<br>4<br>1<br>0<br>0<br>0<br>11      |  |  |
| Total cash available   | -81   | -1  | 47   | 44   | 54   |  |  |
| Applications   |   |   |  |  |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | -4<br>-3<br>-1<br>-1<br>0<br>0                        | - <b>17</b><br>-13<br>-3<br>-1<br>0<br>-1                     | <b>6</b><br>-1<br>0<br>0<br>0                            | <b>3</b><br>3<br>0<br>0<br>0<br>0<br>0                     | <b>1</b><br>1<br>0<br>0<br>0<br>0                  |  |  |
| Cash applied to fixed assets   | -8  | -16   | 1  | 2  | 10   |  |  |
| cash applied to dividends  | 15  | 15  | 15   | 15   | 15   |  |  |
| Total applications of cash   | 3   | -17   | 21   | 20   | 26   |  |  |
| ncrease/decrease in cash   | -84   | 17  | 26   | 23   | 29   |  |  |
|  |   |   |  |  |  |  |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Jet profit   | 761<br>-62<br>-76<br>-76                              | 762<br>-66<br>-70<br>-70                                      | 756<br>-57<br>-68<br>-68                                 | 763<br>-48<br>-59<br>-59                                   | 763<br>-45<br>-58<br>-58                           |  |  |
|  |   | :   | Selected ratios  |  |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Aeturn on equity (%)<br>Return on capital employed (%)  | 0.680<br>-8.2<br>-29.7<br>-16.5                       | 0.755<br>-8.7<br>-30.5<br>-16.1                               | 0.970<br>-7.6<br>-34.7<br>-16.2                          | 1.068<br>-6.2<br>-32.4<br>-14.2                            | 1.079<br>-5.9<br>-33.4<br>-14.7                    |  |  |
|  |   | Percentage  | change of selected                                       | litems   |  |  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 1.2<br>1.5<br>-5.1                                    | 0.2<br>0.6<br>-5.6  | -0.9<br>-1.9<br>13.1                                     | 1.0<br>-0.3<br>17.0  | 0.0<br>-0.3<br>5.0                                 |  |  |

#### Health care and social assistance

|   | 2001  | 2001   | 2002   | 2002  | 2002  |
|---|---|--|--|---|---|
|   | 3   | 4  | 1  | 2   | 3   |
|   |   | r  | nillions of dollars  |   |   |
|   |   |  | Balance sheet  |   |   |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets  | <b>18,197</b><br>1,651<br>1,241<br>285<br>2,380<br>1,797<br>561<br>270<br>290<br>0<br>0<br>7,141<br>3,142           | <b>17,658</b><br>1,591<br>1,173<br>262<br>2,584<br>1,808<br>551<br>266<br>285<br>0<br>0<br>0<br>6,856<br>2,833     | <b>18,294</b><br>1,583<br>1,286<br>262<br>2,840<br>1,868<br>557<br>269<br>288<br>0<br>0<br>0<br>6,791<br>3,106 | <b>19,086</b><br>1,625<br>1,349<br>283<br>3,019<br>1,840<br>566<br>274<br>292<br>0<br>0<br>0<br>7,124<br>3,281    | <b>18,985</b><br>1,645<br>1,357<br>288<br>2,811<br>1,865<br>575<br>278<br>297<br>0<br>0<br>7,180<br>3,264         |
| Total liabilities<br>Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | <b>13,617</b><br>0<br>2,071<br>1,954<br>6,338<br>2,434<br>1,316<br>1,118<br>113<br>676<br>3,116<br>42<br>0<br>3,213 | <b>12,572</b><br>0<br>1,977<br>1,595<br>6,026<br>1,953<br>1,001<br>952<br>424<br>704<br>2,945<br>-41<br>0<br>3,015 | 12,771<br>0<br>2,089<br>1,578<br>6,080<br>1,828<br>871<br>957<br>482<br>709<br>3,061<br>-8<br>0<br>3,032       | <b>13,591</b><br>0<br>2,189<br>1,942<br>6,470<br>2,003<br>938<br>1,065<br>480<br>715<br>3,272<br>-4<br>0<br>2,994 | <b>13,650</b><br>0<br>2,196<br>1,815<br>6,470<br>2,031<br>950<br>1,081<br>481<br>722<br>3,235<br>-5<br>0<br>3,174 |
| Total, equity<br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>4,580</b><br>2,032<br>417<br>2,131<br>0<br>0   | <b>5,086</b><br>2,056<br>546<br>2,484<br>0<br>0  | <b>5,522</b><br>2,196<br>590<br>2,736<br>0<br>0  | <b>5,494</b><br>2,221<br>628<br>2,645<br>0<br>0   | <b>5,335</b><br>2,205<br>622<br>2,509<br>0<br>0   |
|   |   | Ir   | ncome statement  |   |   |
| Operating revenue<br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>4,077</b><br>3,649<br>0<br>0<br>0<br>0<br>0<br>427   | <b>4,040</b><br>3,604<br>0<br>0<br>0<br>0<br>0<br>436  | <b>4,230</b><br>3,632<br>0<br>0<br>0<br>0<br>0<br>0<br>598   | <b>4,381</b><br>3,722<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>659   | <b>4,460</b><br>3,811<br>0<br>0<br>0<br>0<br>0<br>650   |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses  | <b>3,702</b><br>0<br>0<br>173<br>0<br>3,528   | <b>3,720</b><br>0<br>0<br>179<br>0<br>3,541  | <b>3,848</b><br>0<br>0<br>161<br>0<br>3,687  | <b>3,995</b><br>0<br>0<br>170<br>0<br>3,826   | <b>4,066</b><br>0<br>0<br>171<br>0<br>3,894   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses   | <b>375</b><br>56<br>120<br>18   | <b>321</b><br>50<br>125<br>26  | <b>382</b><br>51<br>115<br>18  | <b>386</b><br>49<br>125<br>20   | <b>395</b><br>50<br>123<br>20   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings   | <b>329</b><br>116<br>4  | <b>272</b><br>104<br>24  | <b>335</b><br>113<br>23  | <b>330</b><br>112<br>24   | <b>342</b><br>114<br>26   |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains   | <b>216</b><br>0   | <b>193</b><br>0  | <b>245</b><br>0  | <b>242</b><br>0   | <b>253</b><br>0   |
| Net profit  | 216   | 193  | 245  | 242   | 253   |

#### Health care and social assistance

|  | 2001  | 2001  | 2002   | 2002   | 2002   |
|--|---|---|--|--|--|
|  | 3   | 4   | 1  | 2  | 3  |
|  |   | millions of dollars   |  |  |  |
|  |   | Statement of  | changes in financia  | l position   |  |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>225</b><br>216<br>8<br>173<br>-2<br>17<br>-181<br>0                | <b>298</b><br>193<br>111<br>178<br>-2<br>-117<br>52<br>-6             | <b>245</b><br>225<br>20<br>158<br>3<br>-22<br>-118<br>-1       | <b>393</b><br>242<br>164<br>170<br>4<br>16<br>-26<br>-12       | <b>374</b><br>253<br>122<br>171<br>3<br>9<br>-61<br>-1       |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | - <b>72</b><br>0<br>59<br>-23<br>-102<br>-20<br>-12<br>9<br>-81<br>-6 | <b>267</b><br>0<br>-229<br>22<br>308<br>341<br>-5<br>-20<br>-9<br>166 | <b>189</b><br>0<br>12<br>32<br>133<br>53<br>4<br>73<br>3<br>12 | <b>186</b><br>0<br>9<br>174<br>-3<br>-2<br>5<br>-17<br>11<br>5 | <b>112</b><br>0<br>14<br>26<br>66<br>1<br>8<br>41<br>16<br>7 |
| Total cash available   | 152   | 565   | 433  | 579  | 486  |
| Applications   |   |   |  |  |  |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | - <b>73</b><br>-41<br>-20<br>-12<br>-6<br>-6                          | <b>271</b><br>265<br>17<br>-11<br>-5<br>-6                            | <b>91</b><br>40<br>46<br>5<br>3<br>3<br>3                      | <b>158</b><br>137<br>13<br>8<br>4<br>4                         | <b>50</b><br>12<br>28<br>10<br>5<br>5                        |
| Cash applied to fixed assets   | -37   | -33   | 83   | 63   | 94   |
| Cash applied to dividends  | 184   | 185   | 184  | 193  | 198  |
| Total applications of cash   | 74  | 423   | 359  | 414  | 342  |
| Increase/decrease in cash  | 78  | 142   | 75   | 166  | 145  |
|  |   | Selected it   | ems, seasonally ad   | justed   |  |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 4,130<br>375<br>225<br>225  | 4,040<br>336<br>208<br>208  | 4,185<br>376<br>228<br>228                                     | 4,398<br>381<br>236<br>236                                     | 4,481<br>386<br>260<br>260                                   |
|  |   | Selected ratios   |  |  |  |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.810<br>9.1<br>19.7<br>9.8   | 1.498<br>8.3<br>16.3<br>9.1   | 1.387<br>9.0<br>16.5<br>9.3                                    | 1.531<br>8.7<br>17.2<br>9.0                                    | 1.553<br>8.6<br>19.5<br>10.1                                 |
|  |   | Percentage  | change of selected   | l items  |  |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 1.5<br>0.4<br>14.9  | -2.2<br>-1.4<br>-10.3   | 3.6<br>2.9<br>11.8   | 5.1<br>5.4<br>1.3  | 1.9<br>1.9<br>1.4  |

#### Arts, entertainment and recreation

|  | 2001  | 2001  | 2002  | 2002  | 2002   |
|--|---|---|---|---|--|
|  | 3   | 4   | 1   | 2   | 3  |
|  |   | r   | illions of dollars  |   |  |
|  |   |   | Balance sheet   |   |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets             | <b>11,080</b><br>720<br>998<br>458<br>2,657<br>325<br>231<br>117<br>114<br>0<br>0<br>4,626<br>1,065 | <b>10,921</b><br>690<br>1,017<br>446<br>2,794<br>315<br>228<br>117<br>111<br>0<br>0<br>4,438<br>993 | <b>11,561</b><br>773<br>1,035<br>469<br>2,560<br>461<br>219<br>106<br>113<br>0<br>0<br>4,680<br>1,365 | <b>12,738</b><br>879<br>1,278<br>512<br>2,632<br>513<br>236<br>116<br>120<br>0<br>0<br>5,011<br>1,677 | <b>12,989</b><br>933<br>1,338<br>503<br>2,683<br>532<br>232<br>112<br>119<br>0<br>0<br>0<br>5,137<br>1,631 |
| Total liabilities<br>Deposits  | <b>8,755</b>  | <b>8,504</b><br>0   | <b>9,294</b>  | <b>10,279</b><br>0  | <b>10,594</b>  |
| Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | 0<br>1,437<br>2,154<br>3,849<br>2,785<br>1,803<br>983<br>97<br>517<br>450<br>198<br>0<br>1,116      | 0<br>1,433<br>1,956<br>3,931<br>2,875<br>1,870<br>1,005<br>100<br>503<br>453<br>205<br>0<br>979     | 0<br>1,658<br>2,777<br>3,538<br>2,593<br>1,668<br>925<br>133<br>516<br>296<br>182<br>0<br>1,139       | 0<br>1,917<br>2,885<br>3,931<br>2,665<br>1,718<br>947<br>394<br>547<br>325<br>192<br>0<br>1,353       | 0<br>1,943<br>3,153<br>4,040<br>2,627<br>1,720<br>907<br>337<br>544<br>532<br>183<br>0<br>1,275            |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>2,325</b><br>2,505<br>346<br>-526<br>0<br>0  | <b>2,417</b><br>2,425<br>337<br>-346<br>0<br>0  | <b>2,267</b><br>2,897<br>366<br>-997<br>0<br>0  | <b>2,459</b><br>3,969<br>390<br>-1,901<br>0<br>0  | <b>2,395</b><br>3,796<br>393<br>-1,794<br>0<br>0   |
|  |   | Ir  | icome statement   |   |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>1,826</b><br>1,655<br>0<br>0<br>0<br>0<br>0<br>171   | <b>1,923</b><br>1,748<br>0<br>0<br>0<br>0<br>0<br>0<br>175  | <b>1,834</b><br>1,636<br>0<br>0<br>0<br>0<br>0<br>197   | <b>2,019</b><br>1,730<br>0<br>0<br>0<br>0<br>0<br>288   | <b>2,098</b><br>1,832<br>0<br>0<br>0<br>0<br>0<br>266  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>1,730</b><br>0<br>0<br>78<br>0<br>1,652  | <b>1,755</b><br>0<br>0<br>78<br>0<br>1,677  | <b>1,756</b><br>0<br>0<br>92<br>0<br>1,664  | <b>1,909</b><br>0<br>0<br>110<br>0<br>1,799   | <b>1,955</b><br>0<br>0<br>104<br>0<br>1,851  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>96</b><br>16<br>62<br>8  | <b>167</b><br>18<br>65<br>10  | <b>77</b><br>18<br>67<br>7  | <b>110</b><br>20<br>82<br>11  | <b>143</b><br>21<br>88<br>6  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>58</b><br>33<br>3  | <b>131</b><br>48<br>2   | <b>36</b><br>18<br>2  | <b>58</b><br>26<br>3  | <b>83</b><br>21<br>2   |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>28</b><br>0  | <b>85</b><br>-13  | <b>20</b><br>0  | <b>35</b><br>0  | <b>64</b><br>0   |
| Net profit   | 28  | 72  | 20  | 35  | 64   |

#### Arts, entertainment and recreation

|  | 2001  | 2001   | 2002   | 2002  | 2002  |
|--|---|--|--|---|---|
|  | 3   | 4  | 1  | 2   | 3   |
|  |   | millions of dollars  |  |   |   |
|  |   | Statement of o   | changes in financia  | l position  |   |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>-19</b><br>28<br>-50<br>78<br>-2<br>-75<br>-51<br>3                | - <b>9</b><br>2<br>-3<br>77<br>-2<br>-11<br>-67<br>-8          | - <b>71</b><br>34<br>-84<br>77<br>0<br>47<br>-208<br>-21         | <b>174</b><br>35<br>165<br>110<br>-1<br>-4<br>61<br>-26           | <b>49</b><br>111<br>-32<br>104<br>0<br>1<br>-137<br>-31       |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | <b>203</b><br>0<br>370<br>96<br>-231<br>-34<br>15<br>-221<br>9<br>-31 | -90<br>0<br>128<br>-70<br>-50<br>3<br>-19<br>-13<br>-21<br>-97 | <b>332</b><br>0<br>-60<br>95<br>40<br>11<br>6<br>11<br>13<br>256 | <b>186</b><br>0<br>21<br>-109<br>26<br>-7<br>31<br>-3<br>5<br>248 | <b>111</b><br>0<br>15<br>48<br>-2<br>3<br>-3<br>2<br>-3<br>50 |
| Total cash available   | 184   | -99  | 261  | 360   | 160   |
| Applications   |   |  |  |   |   |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>106</b><br>83<br>10<br>13<br>7<br>6                                | <b>38</b><br>55<br>-11<br>-7<br>-3<br>-3                       | <b>-34</b><br>-72<br>35<br>3<br>1<br>2                           | <b>71</b><br>5<br>50<br>15<br>8<br>7                              | <b>36</b><br>17<br>21<br>-2<br>-1<br>-1                       |
| Cash applied to fixed assets   | 67  | -30  | 40   | 132   | -14   |
| Cash applied to dividends  | 57  | 48   | 56   | 73  | 77  |
| Total applications of cash   | 230   | 56   | 63   | 276   | 99  |
| Increase/decrease in cash  | -46   | -155   | 198  | 83  | 61  |
|  |   | Selected it  | ems, seasonally ad   | justed  |   |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 1,882<br>82<br>12<br>12   | 1,969<br>150<br>75<br>88                                       | 1,820<br>129<br>58<br>58   | 1,969<br>94<br>26<br>26   | 2,119<br>129<br>50<br>50                                      |
|  |   | Selected ratios  |  |   |   |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 2.582<br>4.4<br>2.1<br>3.1  | 2.436<br>7.6<br>12.4<br>5.9                                    | 2.786<br>7.1<br>10.2<br>5.2                                      | 2.772<br>4.8<br>4.2<br>3.7  | 3.004<br>6.1<br>8.3<br>4.9                                    |
|  |   | Percentage   | change of selected   | litems  |   |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 6.8<br>7.4<br>-3.7  | 4.6<br>1.1<br>82.3   | -7.6<br>-7.1<br>-13.9  | 8.2<br>10.9<br>-26.9  | 7.7<br>6.2<br>37.0  |

#### Accommodation and food services

|  | 2001   | 2001   | 2002   | 2002   | 2002   |
|--|--|--|--|--|--|
|  | 3  | 4  | 1  | 2  | 3  |
|  |  | millions of dollars  |  |  |  |
|  |  |  | Balance sheet  |  |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets                         | <b>37,838</b><br>1,809<br>2,084<br>1,468<br>5,052<br>695<br>586<br>323<br>263<br>0<br>0<br>22,656<br>3,488 | <b>38,234</b><br>1,759<br>2,248<br>1,427<br>5,509<br>668<br>586<br>322<br>264<br>0<br>0<br>22,216<br>3,821 | <b>39,358</b><br>2,036<br>2,373<br>1,437<br>5,590<br>655<br>587<br>322<br>265<br>0<br>0<br>22,793<br>3,888 | <b>40,279</b><br>1,999<br>2,532<br>1,466<br>5,671<br>671<br>594<br>326<br>269<br>0<br>0<br>23,342<br>4,004                   | <b>41,046</b><br>2,024<br>2,467<br>1,462<br>5,686<br>676<br>591<br>324<br>267<br>0<br>0<br>23,660<br>4,480 |
| Total liabilities  | 25,405   | 25,219   | 26,118   | 26,802   | 27,027   |
| Deposits<br>Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | 0<br>0<br>4,199<br>7,646<br>12,336<br>5,083<br>2,792<br>2,291<br>858<br>3,207<br>3,189<br>246<br>0<br>978  | 0<br>4,031<br>7,581<br>12,298<br>5,307<br>2,996<br>2,311<br>876<br>3,187<br>2,927<br>231<br>0<br>1,078     | 0<br>4,133<br>8,016<br>12,688<br>5,083<br>2,524<br>2,559<br>673<br>2,840<br>4,092<br>170<br>0<br>1,111     | $\begin{array}{c} 0\\ 0\\ 4,322\\ 8,371\\ 12,829\\ 4,996\\ 2,457\\ 2,539\\ 692\\ 2,979\\ 4,162\\ 160\\ 0\\ 1,119\end{array}$ | 0<br>4,309<br>8,353<br>12,982<br>5,134<br>2,463<br>2,671<br>570<br>3,082<br>4,196<br>157<br>0<br>1,227     |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>12,433</b><br>6,889<br>946<br>4,598<br>0<br>0   | <b>13,015</b><br>6,323<br>1,140<br>5,552<br>0<br>0   | <b>13,240</b><br>6,632<br>1,112<br>5,496<br>0<br>0   | <b>13,477</b><br>6,857<br>1,128<br>5,492<br>0<br>0   | <b>14,019</b><br>6,947<br>1,137<br>5,936<br>0<br>0   |
|  |  |  | Income statement   |  |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>10,860</b><br>9,881<br>0<br>0<br>0<br>0<br>0<br>979   | <b>10,417</b><br>9,593<br>0<br>0<br>0<br>0<br>0<br>824   | <b>10,388</b><br>9,597<br>0<br>0<br>0<br>0<br>0<br>0<br>791  | <b>10,424</b><br>9,597<br>0<br>0<br>0<br>0<br>0<br>827   | <b>11,329</b><br>10,384<br>0<br>0<br>0<br>0<br>0<br>945  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>10,068</b><br>0<br>0<br>490<br>0<br>9,577   | <b>9,763</b><br>0<br>0<br>466<br>0<br>9,296  | <b>9,936</b><br>0<br>0<br>497<br>0<br>9,439  | <b>9,874</b><br>0<br>0<br>498<br>0<br>9,376  | <b>10,447</b><br>0<br>0<br>535<br>0<br>9,913   |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>792</b><br>49<br>292<br>55  | <b>655</b><br>43<br>281<br>2   | <b>452</b><br>44<br>297<br>52  | <b>549</b><br>43<br>296<br>104   | <b>881</b><br>49<br>312<br>55  |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>604</b><br>156<br>24  | <b>418</b><br>86<br>29   | <b>250</b><br>83<br>29   | <b>400</b><br>90<br>29   | <b>674</b><br>115<br>28  |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>472</b><br>-10  | <b>361</b><br>-9   | <b>196</b><br>0  | <b>340</b><br>0  | <b>587</b><br>0  |
| Net profit   | 462  | 352  | 196  | 340  | 587  |
|  |  |  |  |  |  |

#### Accommodation and food services

|  | 2001   | 2001  | 2002  | 2002   | 2002  |
|--|--|---|---|--|---|
|  | 3  | 4   | 1   | 2  | 3   |
|  |  | millions of dollars   |   |  |   |
|  |  | Statement of changes in financial position                      |   |  |   |
| <b>Cash from operating activities</b><br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions  | <b>792</b><br>462<br>349<br>490<br>29<br>-192<br>22<br>-20 | <b>-280</b><br>352<br>-622<br>466<br>-30<br>-545<br>-512<br>-11 | <b>688</b><br>168<br>563<br>464<br>-23<br>103<br>19<br>-42            | <b>437</b><br>339<br>110<br>494<br>3<br>-62<br>-325<br>-12           | <b>589</b><br>585<br>528<br>2<br>41<br>-565<br>-1               |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | 85<br>0<br>153<br>-193<br>101<br>56<br>17<br>21<br>7<br>23 | 800<br>0<br>366<br>218<br>36<br>19<br>11<br>-12<br>17<br>181    | <b>808</b><br>0<br>-98<br>275<br>341<br>-11<br>-15<br>367<br>0<br>290 | <b>248</b><br>0<br>158<br>11<br>-37<br>-6<br>41<br>47<br>-118<br>115 | <b>13</b><br>0<br>9<br>-6<br>32<br>1<br>-22<br>71<br>-19<br>-21 |
| Total cash available   | 877  | 520   | 1,496   | 685  | 603   |
| Applications   |  |   |   |  |   |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | <b>178</b><br>86<br>97<br>-6<br>2<br>-8                    | <b>35</b><br>35<br>-2<br>2<br>0<br>1                            | <b>2</b><br>18<br>-16<br>-1<br>0<br>0                                 | <b>169</b><br>138<br>25<br>7<br>4<br>3                               | <b>-14</b><br>-14<br>-3<br>-2<br>-1                             |
| Cash applied to fixed assets   | 175  | 303   | 636   | 134  | 64  |
| Cash applied to dividends  | 156  | 205   | 235   | 201  | 213   |
| Total applications of cash   | 509  | 542   | 873   | 504  | 263   |
| Increase/decrease in cash  | 368  | -22   | 624   | 180  | 339   |
|  |  | Selected it   | ems, seasonally ad  | ljusted  |   |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 10,660<br>577<br>323<br>333                                | 10,445<br>576<br>271<br>280                                     | 10,643<br>652<br>315<br>315   | 10,495<br>625<br>464<br>464  | 11,013<br>701<br>451<br>451                                     |
|  |  | Selected ratios   |   |  |   |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.607<br>5.4<br>10.4<br>6.7                                | 1.527<br>5.5<br>8.3<br>5.7                                      | 1.564<br>6.1<br>9.5<br>6.5  | 1.573<br>6.0<br>13.8<br>7.9  | 1.522<br>6.4<br>12.9<br>7.9                                     |
|  |  | Percentage  | e change of selected  | d items  |   |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | 4.2<br>3.3<br>24.0   | -2.0<br>-2.1<br>-0.1  | 1.9<br>1.3<br>13.1  | -1.4<br>-1.2<br>-4.1   | 4.9<br>4.5<br>12.2  |

#### Other services (except public administration)

|  | 2001   | 2001  | 2002  | 2002  | 2002   |
|--|--|---|---|---|--|
|  | 3  | 4   | 1   | 2   | 3  |
|  |  | n   | nillions of dollars   |   |  |
|  |  |   | Balance sheet   |   |  |
| Total assets<br>Cash and deposits<br>Accounts receivable and accrued revenue<br>Inventories<br>Investments and accounts with affiliates<br>Portfolio investments<br>Loans<br>Mortgage<br>Non-mortgage<br>Allowance for losses on investments and loans<br>Bank customers' liabilities under acceptances<br>Capital assets, net<br>Other assets             | <b>22,920</b><br>1,384<br>3,476<br>4,275<br>937<br>675<br>318<br>167<br>150<br>0<br>0<br>7,683<br>4,172              | <b>22,818</b><br>1,402<br>3,440<br>4,173<br>1,053<br>669<br>314<br>165<br>148<br>0<br>0<br>6,740<br>5,028 | <b>22,805</b><br>1,358<br>3,400<br>4,133<br>1,139<br>820<br>310<br>162<br>148<br>0<br>0<br>6,778<br>4,868             | <b>23,100</b><br>1,358<br>3,456<br>4,154<br>1,170<br>796<br>313<br>164<br>149<br>0<br>0<br>6,853<br>5,002                         | <b>20,371</b><br>1,142<br>3,298<br>1,008<br>739<br>242<br>126<br>116<br>0<br>0<br>6,035<br>4,782 |
| Total liabilities<br>Deposits  | <b>17,968</b><br>0   | <b>18,180</b><br>0  | <b>17,702</b><br>0  | <b>17,780</b><br>0  | <b>15,193</b><br>0   |
| Actuarial liabilities of insurers<br>Accounts payable and accrued liabilities<br>Loans and accounts with affiliates<br>Borrowings<br>Loans and overdrafts<br>From banks<br>From others<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Deferred income tax<br>Bank customers' liabilities under acceptances<br>Other liabilities | $\begin{array}{c} 0\\ 3,065\\ 3,373\\ 4,745\\ 3,490\\ 1,990\\ 1,500\\ 102\\ 472\\ 681\\ 360\\ 0\\ 6,424 \end{array}$ | 0<br>3,022<br>3,296<br>4,876<br>3,534<br>2,035<br>1,498<br>97<br>526<br>719<br>303<br>0<br>6,683          | $\begin{array}{c} 0\\ 3,000\\ 3,276\\ 4,670\\ 3,393\\ 1,947\\ 1,446\\ 96\\ 485\\ 696\\ 297\\ 0\\ 6,460\\ \end{array}$ | $\begin{array}{c} & 0 \\ 3,023 \\ 3,309 \\ 4,778 \\ 3,462 \\ 1,989 \\ 1,473 \\ 87 \\ 523 \\ 706 \\ 303 \\ 0 \\ 6,367 \end{array}$ | 0<br>2,506<br>2,904<br>3,895<br>2,834<br>1,690<br>1,145<br>77<br>407<br>576<br>299<br>0<br>5,590 |
| <b>Total, equity</b><br>Share capital<br>Contributed surplus and other<br>Retained earnings<br>Unitholders' equity<br>Liability to policyholders   | <b>4,952</b><br>2,958<br>244<br>1,750<br>0<br>0  | <b>4,639</b><br>3,143<br>305<br>1,190<br>0<br>0   | <b>5,103</b><br>3,147<br>345<br>1,612<br>0<br>0   | <b>5,320</b><br>3,173<br>332<br>1,816<br>0<br>0   | <b>5,178</b><br>3,096<br>301<br>1,781<br>0<br>0  |
|  |  | Ir  | ncome statement   |   |  |
| <b>Operating revenue</b><br>Sales of goods and services<br>Premiums<br>Annuity considerations<br>Interest revenue, operating<br>Dividend revenue, operating<br>Gains on sale of securities and other assets<br>Other operating revenue   | <b>4,994</b><br>4,795<br>0<br>0<br>0<br>0<br>0<br>199  | <b>4,807</b><br>4,615<br>0<br>0<br>0<br>0<br>0<br>192   | <b>4,705</b><br>4,504<br>0<br>0<br>0<br>0<br>0<br>200   | <b>5,287</b><br>5,057<br>0<br>0<br>0<br>0<br>0<br>230   | <b>4,987</b><br>4,787<br>0<br>0<br>0<br>0<br>0<br>200  |
| <b>Operating expenses</b><br>Insurance claims incurred<br>Annuity claims incurred<br>Normal increase in actuarial liabilities<br>Depreciation, depletion and amortization<br>Interest expense, operating<br>Other operating expenses   | <b>4,704</b><br>0<br>0<br>116<br>0<br>4,587  | <b>4,514</b><br>0<br>0<br>128<br>0<br>4,386   | <b>4,413</b><br>0<br>0<br>133<br>0<br>4,280   | <b>4,990</b><br>0<br>0<br>146<br>0<br>4,845   | <b>4,636</b><br>0<br>0<br>137<br>0<br>4,499  |
| <b>Operating profit</b><br>Interest and dividend revenue<br>Interest expense on borrowing<br>Gains/losses  | <b>290</b><br>17<br>83<br>26   | <b>293</b><br>16<br>83<br>22  | <b>292</b><br>17<br>79<br>24  | <b>297</b><br>19<br>88<br>26  | <b>352</b><br>19<br>81<br>25   |
| <b>Profit before income tax</b><br>Income tax<br>Equity in affiliates' earnings  | <b>251</b><br>85<br>5  | <b>248</b><br>84<br>8   | <b>254</b><br>90<br>7   | <b>254</b><br>95<br>8   | <b>315</b><br>142<br>8   |
| <b>Profit before extraordinary gains</b><br>Extraordinary gains  | <b>171</b><br>0  | <b>171</b><br>-3  | <b>171</b><br>-3  | <b>167</b><br>-3  | <b>181</b><br>-4   |
| Net profit   | 171  | 168   | 169   | 164   | 177  |

#### Other services (except public administration)

|  | 2001   | 2001  | 2002  | 2002  | 2002  |
|--|--|---|---|---|---|
|  | 3  | 4   | 1   | 2   | 3   |
|  | millions of dollars  |   |   |   |   |
|  | Statement of changes in financial position                                     |   |   |   |   |
| Cash from operating activities<br>Net profit<br>Non-cash items<br>Depreciation, depletion and amortization<br>Deferred income tax<br>Working capital<br>Other non-cash items<br>Prior period cash transactions   | <b>4,318</b><br>151<br>4,167<br>116<br>13<br>-110<br>4,148<br>0                | - <b>230</b><br>203<br>-433<br>128<br>-55<br>106<br>-612<br>0     | <b>331</b><br>265<br>70<br>129<br>-2<br>83<br>-140<br>-3          | <b>126</b><br>313<br>-193<br>145<br>3<br>-67<br>-274<br>5 | 880<br>262<br>3,200<br>137<br>4<br>-451<br>3,509<br>-2,581                  |
| Cash from financing activities<br>Increase in deposits<br>Borrowings from banks<br>Borrowings from affiliates<br>Other borrowings<br>Bankers' acceptances and paper<br>Bonds and debentures<br>Mortgages<br>Other borrowings, not elsewhere classified<br>Equity | - <b>5,081</b><br>0<br>-63<br>36<br>-5,034<br>-5<br>96<br>-28<br>-5,096<br>-21 | <b>405</b><br>0<br>57<br>-23<br>102<br>51<br>54<br>-8<br>5<br>269 | -319<br>0<br>-48<br>-67<br>-137<br>15<br>-99<br>-12<br>-42<br>-67 | 149<br>0<br>28<br>27<br>74<br>1<br>36<br>6<br>31<br>20    | <b>735</b><br>0<br>-302<br>-596<br>-465<br>-9<br>3<br>-133<br>-326<br>2,099 |
| Total cash available   | -764   | 174   | 12  | 275   | 1,615   |
| Applications   |  |   |   |   |   |
| Cash applied to investment activities<br>Investments in affiliates<br>Portfolio investments<br>Loans<br>Mortgage loans<br>Non-mortgage loans   | - <b>101</b><br>-69<br>-17<br>-15<br>-8<br>-7                                  | <b>299</b><br>310<br>-7<br>-4<br>-2<br>-2                         | <b>-32</b><br>-11<br>-15<br>-6<br>-3<br>-3                        | <b>26</b><br>22<br>3<br>2<br>1                            | <b>-287</b><br>-179<br>-38<br>-71<br>-38<br>-33                             |
| Cash applied to fixed assets   | 771  | -842  | -72   | 54  | 1,879   |
| Cash applied to dividends  | 120  | 118   | 128   | 122   | 89  |
| Total applications of cash   | 790  | -424  | 23  | 203   | 1,680   |
| Increase/decrease in cash  | -1,554   | 599   | -11   | 72  | -65   |
|  |  | Selected it   | ems, seasonally ad  | justed  |   |
| Operating revenue<br>Operating profit<br>Profit before extraordinary gains<br>Net profit   | 5,077<br>268<br>171<br>171   | 4,872<br>272<br>153<br>156  | 4,858<br>279<br>177<br>179  | 5,004<br>333<br>190<br>193                                | 5,059<br>330<br>169<br>173  |
|  |  | Selected ratios   |   |   |   |
| Debt to equity (ratio)<br>Profit margin (%)<br>Return on equity (%)<br>Return on capital employed (%)  | 1.640<br>5.3<br>13.8<br>7.4  | 1.762<br>5.6<br>13.2<br>6.7                                       | 1.557<br>5.8<br>13.8<br>7.3                                       | 1.520<br>6.7<br>14.3<br>7.5                               | 1.313<br>6.5<br>13.1<br>7.5   |
|  |  | Percentage  | change of selected  | litems  |   |
| Operating revenue (S.A.)<br>Operating expenses (S.A.)<br>Operating profit (S.A.)   | -4.8<br>-8.2<br>179.4  | -4.0<br>-4.3<br>1.2   | -0.3<br>-0.5<br>2.9   | 3.0<br>2.0<br>19.1  | 1.1<br>1.3<br>-0.9  |

# Description of the data

# Revisions to the quarterly financial statistics for enterprises

Beginning with the first quarter of 1999, significant changes have been made to the Quarterly Survey of Financial Statistics for Enterprises which affect the comparability and the historical continuity of these financial statistics. Data analysts are advised that the statistics are now collected and compiled on the basis of the North American Industry Classification System (NAICS Canada 1997) that differs markedly from the 1980 Standard Industrial Classification for Companies and Enterprises (SIC-C) previously in use. In addition, changes have been made to certain methodological aspects of the survey.

These changes have improved the quality and reliability of the statistics. They nonetheless affect the user's ability to relate and compare the data to those previously produced on the SIC-C basis under the old methodology.

Historical data on a NAICS Canada 1997 basis for 1988 to 1998 is available on CANSIM. The previous SIC-C based series has been terminated as of the fourth quarter of 1998.

#### Revision to the treatment of investment and holding companies (NAICS 55 and a portion of NAICS 5239)

Effective with the first quarter of 1999 release, the old SICCbased industry of "Investment and Holding Companies" (SICC 6216 and 6239) has been split into various industries on a NAICS Canada 1997 (NAICS) basis. The holding companies have been classified to NAICS 55, "Management of Companies and Enterprises." The investment companies have been included in NAICS 5239 "Other Financial Investment Activities" (industry 523B at the Level III 164 category level, that also includes other financial activities such as security and commodity exchanges and other financial investment activities).

The investment and holding companies (NAICS 55) are excluded from industry totals. NAICS 55 does not, however, include all holding company data in the Canadian economy. Many holding companies are consolidated with other components of an enterprise and classified to the dominant NAICS function as determined by the Business Register classification regulations. (This is similar to the previous SIC-C classification system in that not all holding companies, SIC-C 6216 and SIC-C 6239.)

Corporate families deemed to be a single statistical enterprise should normally report to the Quarterly Financial Statistics for Enterprises Survey as one consolidated unit. The enterprise, including a parent holding company, would be classified together into the dominant NAICS classification, and not necessarily into NAICS 55. When more than one statistical enterprise is determined to exist within a corporate family, the Business Register may classify the holding company component of this entity into NAICS 55, while the remaining operations would be classified to the NAICS of its dominant function.

Holding companies that hold interests in other holding companies, or hold interests in foreign subsidiaries would always be classified to NAICS 55 (consolidation of foreign operations is not permitted for purposes of reporting to the Quarterly Financial Statistics for Enterprises survey).

# Description and use of the data

The data collected by the Quarterly Survey of Financial Statistics for Enterprises (QFS) comprise financial statements typically prepared by incorporated businesses to record their financial position and performance. The data include asset, liability and equity items encompassed in a quarterly balance sheet. As well, revenue and expense items as reported on a quarterly income statement, along with additional supplementary items, are collected on the quarterly survey.

Information collected as part of the Quarterly Survey of Financial Statistics for Enterprises provides data to serve two broad objectives. The first is to measure the financial position and performance of incorporated businesses by industry aggregations. This is the main focus of this publication. It is analogous to the use made of the financial statements for individual businesses by managers, investors and lenders. The statistics are used by a wide variety of economists and industry analysts, including federal and provincial regulatory bodies that monitor financial and other institutions in Canada. This information is also a critical input into the measure of corporate profits and capital consumption allowances in the Canadian System of National Accounts (CSNA).

The second broad objective is to provide information on financial holdings and transactions in the CSNA sector accounts. The accounts consist of the National Balance Sheet Accounts and the Financial Flow Accounts. Within the CSNA, the domestic economy is composed of several sectors, including the non-financial business sector, the financial business sector, the government sector, and the persons and unincorporated business sector, which includes non-profit institutions serving households. The quarterly survey data (used to prepare this publication) are combined with additional information for the business and other sectors in order to produce complete economy-wide accounts which show the creation and distribution of wealth as well as the financing of economic activity. This is made possible by presenting considerable detail on financial institutions within the sector accounts framework.

In addition, the flow of funds and outstanding positions between Canadian residents and non-residents is measured in "Canada's Balance of International Payments" and in "Canada's International Investment Position," respectively. Both of these releases make use of the quarterly survey data in measuring corporate financial activity with non-residents.

#### Frequency and reference period

The data series are collected quarterly. The objective of the survey is to cover a calendar reference period (i.e., quarters ending in March, June, September or December). However, the data collected for each enterprise usually covers fiscal quarters (which may not coincide with calendar quarters). Estimates for a calendar quarter are prepared by combining individual data for enterprises with different fiscal quarters. The calendar period is estimated by including all of the fiscal quarters ending in the calendar quarter. For example, the estimates for the second quarter include all fiscal quarters ending in April, May or June (see Text Table 1).

#### Text Table 1

| Calendar quarter for publication | Includes fiscal quarters ending in |          |           |  |
|----------------------------------|------------------------------------|----------|-----------|--|
| First                            | January                            | February | March     |  |
| Second                           | April                              | May      | June      |  |
| Third                            | July                               | August   | September |  |
| Fourth                           | October                            | November | December  |  |

#### Coverage

The domestic economy consists of the non-financial and financial business sectors, the government sector, and the persons and unincorporated business sector, which includes non-profit institutions serving households. This publication covers incorporated enterprises of the financial and non-financial business sectors. Business enterprises controlled by governments are excluded from the Quarterly Survey of Financial Statistics for Enterprises and are surveyed by the Public Institutions Division of Statistics Canada. Non-profit enterprises are also excluded from this survey.

#### The Statistical unit

For purposes of compiling statistics, Statistics Canada defines a hierarchical structure of units for each business. The four standard statistical units that are used are listed from largest to smallest below:

- Enterprise
- Company
- Establishment
- Location

The statistical unit used in the Quarterly Survey of Financial Statistics is the enterprise. An enterprise is a family of businesses under common ownership and control for which a set of consolidated financial statements is produced on an annual basis.

In the case of simple enterprises, the enterprise and the establishment coincide and both are classified to the same industry. However, there exist many multi-establishment enterprises whose establishments may belong to one or more industries. Such enterprises are classified to the predominant industry of their establishments.

It should be noted that NAICS Canada data compiled on an enterprise basis cannot be directly compared with NAICS Canada data on an establishment basis.

#### Accounting concepts, definitions and practices

The concepts and definitions for most industries are based on the guidelines of the Canadian Institute of Chartered Accountants. Regulated industries may follow practices and definitions determined by the regulators. However, these practices are usually similar to the Generally Accepted Accounting Principles (GAAP) of the Canadian Institute of Chartered Accountants.

#### Scope

The financial items presented in this publication are those included in the following accounts or statements:

- Balance Sheet
- Income Statement
- The Statement of Changes in Financial Position

Although they are not included in this publication, additional financial items are available for some industries upon request.

#### Financial classification and presentation

There is no widely accepted standard classification of financial items. Accordingly, it was necessary to devise one in order to present information in a homogeneous way for all enterprises. The financial item presentation in this publication has been condensed somewhat to allow for a homogeneous presentation across industries. Additional financial detail is available upon request.

#### Industrial classification

Commencing with the first quarter of 1999, the Quarterly Survey of Financial Statistics for Enterprises is based on the North American Industry Classification System (NAICS Canada 1997). Prior to the first quarter of 1999, the Standard Industrial Classification for Companies and Enterprises (SIC-C 1980) was used.

NAICS was developed by the statistical agencies of Canada, Mexico and the United States to provide a consistent framework for the collection, analysis and dissemination of industrial statistics used by government policy analysts, by academics and researchers, by the business community, and by the public. NAICS is a product-oriented industry classification that standardizes the way businesses are classified across Canada, Mexico and the United States. NAICS was primarily designed to classify economic production performed at the establishment level; the activity which contributes the most valueadded determines the NAICS code for the establishment.

To determine which NAICS Canada 1997 code should be assigned to a statistical enterprise, the NAICS Canada 1997 code is determined for each establishment belonging to the statistical enterprise. The NAICS Canada 1997 code representing the largest value-added is then assigned to the statistical enterprise. The NAICS Canada 1997 classification system (unlike the 1980 SIC-C) does not provide classifications for integrated activities. For example, a petroleum enterprise may be involved in exploration, mining, refining, shipping and retailing of petroleum products. Whereas the 1980 SIC-C provided a classification code for integrated petroleum activities, under NAICS Canada 1997 such an enterprise is classified to the individual NAICS Canada 1997 code that relates to the activity that provides the most valueadded.

NAICS Canada 1997 is a detailed, hierarchical classification with over 900 individual 6-digit industries. These are aggregated into 20 sectors of activity, such as mining, manufacturing, wholesale trade, retail trade and construction. The quarterly financial statistics are available at three levels of industrial aggregation of NAICS Canada 1997. The most aggregate level, which is used in this publication, covers 24 categories (see Text Table 2), 17 of which represent NAICS Canada 1997 2-digit sectors while seven are at a more disaggregated level. The second level of aggregation covers 58 categories and is available upon request. The most detailed level of aggregation covers 157 categories in 1999 and 164 categories in 2000 and beyond and is also available upon request. The industrial classification system is hierarchical in nature so that the more detailed levels of data easily aggregate to the higher levels.

#### Example of industry classification:

An automobile dealership that sells new cars would be assigned to the NAICS Canada 1997 Industry Code 44111, "new car dealers." For purposes of the Quarterly Survey of Financial Statistics for Enterprises, this enterprise would appear in the following aggregations:

| Level III (164 categories): | Group 4411 "Automobile<br>Dealers"                        |
|-----------------------------|---|
| Level II (58 categories):   | Sub-Sector 441 "Retail Motor<br>Vehicles and Accessories" |
| Level I (24 categories):    | Sector 44-45 "Retail Trade"                               |

#### Text Table 2

| Enterprise<br>category code | Title   | NAICS Canada 1997<br>Codes includes |
|-----------------------------|---|-------------------------------------|
|                             |   |                                     |
| 11                          | Agriculture, forestry, fishing and hunting                            | 11                                  |
| 21A                         | Oil and gas extraction and coal mining                                | 211, 2121                           |
| 21B                         | Mining  | 2122, 2123, 213                     |
| 22                          | Utilities   | 22                                  |
| 23                          | Construction  | 23                                  |
| 31-33                       | Manufacturing   | 31, 32, 33                          |
| 41                          | Wholesale trade   | 41                                  |
| 44-45                       | Retail trade  | 44, 45                              |
| 48-49                       | Transportation and warehousing  | 48, 49                              |
| 51                          | Information and cultural industries                                   | 51                                  |
| 5222                        | Non-depository credit intermediation                                  | 5222                                |
| 5241                        | Insurance carriers  | 52411, 52412, 52413                 |
| 5269                        | Other funds and financial vehicles                                    | 5269                                |
| 52C                         | Other financial intermediaries  | 52231, 52239, 523, 5242             |
| 52D                         | Depository credit intermediation                                      | 5221, 52232                         |
| 53                          | Real estate and rental and leasing companies                          | 53                                  |
| 54                          | Professional, scientific and technical services                       | 54                                  |
| 55                          | Management of companies and enterprises                               | 55                                  |
| 56                          | Administrative and support, waste management and remediation services | 56                                  |
| 61                          | Educational services  | 61                                  |
| 62                          | Health care and social assistance                                     | 62                                  |
| 71                          | Arts, entertainment and recreation                                    | 71                                  |
| 72                          | Accommodation and food services                                       | 72                                  |
| 81                          | Other services (except public administration)                         | 81                                  |

# Deriving the estimates

#### The Statistical methodology

The overall estimates are derived from two different components. A sample survey is conducted for larger businesses above a prescribed size threshold using the mailed questionnaire. Sample results are multiplied by a weighting factor to represent the universe from which the sample was drawn. For businesses below the size threshold, the (take-none) estimate is derived by applying a regression technique to annual data compiled from Revenue Canada financial statements. The model projects the value of the take-none portion of the population by the 164 categories of the Level III aggregation (separately by country of control) using estimates from the surveyed population and other parameters. The proportion of each of the two components of the final estimate (survey and take-none model) varies significantly between industry aggregations. The proportion represented by the surveyed component ranges from 5% to 100% of the population for both revenue and assets at the Level III aggregation.

(See Tables 4 and 5 showing the percentage of assets and operating revenue represented by the take-none component for each of the Level 1 (24 industry) groups.)

#### Sample design for the survey component

The frame used for sampling purposes is the Statistics Canada Business Register (BR). A stratified random sample is used. There are two size strata for each of the Level III (164 categories) aggregations (take-all and take-some). As well, each aggregation is stratified according to country-ofcontrol (Canada, United States or Other Foreign). All units in the first stratum (take-all) are selected. For the lower stratum (take-some), sampling rates vary by aggregation, but average to about one unit selected in seven. The total sample size is approximately 5,500 enterprises.

#### **Stratum boundaries**

The stratum boundaries for the take-all, take-some and takenone strata vary by industry aggregation. The boundaries are available upon request.

# Sample weights and imputation for incomplete responses or non-response

Although significant effort and resources are used to maximize response rates, there is always an element of nonresponse in a statistical survey. Units which do not respond in the current period are imputed (their characteristics are estimated). Units are imputed by applying a growth factor to previously reported data when available. The growth factor is estimated using the survey responses for the units that are most similar to the unit being imputed.

When partial survey data covering three key variables (total assets, operating revenue, operating profit) are received, the

imputation factors are calculated at the unit level using these partial data. For records without historical information, a donor imputation system is used. Information on the size of the non-respondent is obtained and a similar sized respondent is found. The size information consists of the three key variables. If this information is not available, the Business Register revenue and asset values are used. In the former situation, the donor record is used to calculate the distribution of the detailed values around the three key variables. In the latter case the donor's values are directly copied over to the non-respondent. In the case where donor imputation is required for two or more consecutive quarters, a new donor is not reselected. Rather, the imputation factor is applied to the previously imputed data.

The response values for sampled units are multiplied by a sampling weight in order to estimate for the entire surveyed population. The sampling weight is calculated using a number of factors, including the probability of the unit being selected in the sample.

#### Seasonal adjustment

The seasonal component of a time series reflects subannual movements caused by characteristic weather changes, holidays or other factors which tend to recur every year at approximately the same time. The seasonal adjustment process attempts to quantify the seasonal component in a time series and to remove its effect from observed data.

The seasonal adjustment method used is a computerized ratio-to-moving-average method in widespread use at Statistics Canada. It is based on the U.S. Bureau of the Census Method II, but has some additional features. Beginning with the first quarter of 1999, the Quarterly Financial Statistics series uses "end-point" seasonal adjustment, which recalculates seasonal factors each quarter as more recent data becomes available. For a more complete description of these features, refer to "X11ARIMA v. 2000 – Seasonal Adjustment Method Foundations and User's Manual."

Series containing no significant seasonality have not been seasonally adjusted. In these cases, the unadjusted series are used in the place of seasonally adjusted data.

Beginning with the first quarter of 1999 publication, the quarterly financial series switched to a NAICS Canada 1997 basis of industrial classification from the previously used SIC-C basis. Historical data on a NAICS Canada 1997 basis were created using a concordance that converted the old SIC-C codes to the new NAICS Canada 1997 codes. No reliable NAICS Canada 1997 coding of businesses was available prior to 1998. Users are warned that the quality of the backcasted series, and the resulting seasonal adjustment, may not be as reliable as that of statistics derived from actual survey results conducted on a NAICS Canada 1997 basis commencing with the first quarter of 1999.

## Data quality

There are two categories of errors in statistical information – sampling errors and non-sampling errors. Sampling errors are errors that arise because estimates are being prepared based on a sample of the universe rather than collecting information from all units in the universe. These errors can be measured.

Non-sampling errors can arise from a variety of sources and are much more difficult to measure. Non-sampling errors include errors in the information provided by respondents, data capture errors and other processing errors.

#### **Sampling errors**

Sample surveys are designed to provide the highest sampling efficiency (the smallest sample that will produce a sampling error of a given size). This optimization is usually performed for only a few variables, limited by the data items that are available at the time of sample design and selection, the resources available, and the complexity introduced by trying to optimize for many variables at one time. The sample used for these statistics was designed to produce a reasonable level of accuracy for assets and revenue by country of control. Consequently, other items may be less accurately estimated.

A measure of the sampling error is the standard error. This measurement is based upon the idea of selecting several samples, although in reality only one sample is drawn. Sampling variability can also be expressed relative to the estimate itself. The standard error as a percentage of the estimate is called the coefficient of variation (CV), or the relative standard error. Small CVs are desirable, since the smaller the CV, the smaller the sampling variability relative to the estimate.

The sample for the Quarterly Survey of Financial Statistics for Enterprises was drawn such that the CV at the Level III (164 categories) aggregation, by country of control, should be no more than 10% for operating revenue or total assets.

#### Estimation errors in the non-sampled strata

The estimate for small businesses (take-none portion) is prepared by applying a statistical regression model to predict the value of the take-none portion of the population by Level III (164 categories) aggregation using the estimates from the surveyed population and other parameters. The error introduced by this method depends on several factors, including the contribution of these strata to the overall estimate and the error in estimating the movement of the strata using sampled units and other external factors. It is difficult to calculate a coefficient of variation for the non-sampled strata, as the estimates are calculated at the Level III aggregation level only. Therefore, the CV displayed in the publication reflects only the survey portion of the estimate. When the estimate reflects only the take-none portion, the CV will be blank.

#### Other non-sampling errors

There are no objective measures of other non-sampling errors applied to these statistics. However, most reporting and data entry errors are corrected as a result of the intricate computer capture and edit procedures applied to the data. This is particularly effective for financial data where accounting relationships are established and balancing is required. However, most financial data collected are derived from audited financial statements resulting in minimal errors and inconsistencies. As well, the Quarterly Survey of Financial Statistics for Enterprises utilizes trained accounting staff to capture and analyze reported data to minimize the frequency of non-sampling errors.

One source of non-sampling error is the non-response error. There are several measures that can help the user evaluate this type of error, including the response rate and the data response rate.

The response rate (see text table 3) is a measure of the proportion of those sample units which have responded in time for inclusion in the estimate. To calculate the response rate, one should simply divide the number of actual responses by the total number of sampled units. For example, a sample with 20 active units for which 10 respond for a particular quarter would have a response rate of 50%.

Response rate is:

Complete + partial response

Complete + partial response + non-response

The data response rate is the proportion of the estimate which is based upon actual reported data. The data response rate can be calculated by dividing the design assets or revenue (or whatever variable is being analyzed) represented by the responding units by the corresponding value for the entire sample. In the previous example, if the 10 responding units have a design asset value totalling \$15 billion out of a total sample asset value of \$20 billion, the data response rate for assets would be 75%.

(Where the design value is a frame value for the record which is derived from administrative sources and is available for the entire population.)

Data response rate for assets is:

Total assets from completed responses + total assets from partial responses

Total assets from completed responses + total assets from partial responses

+ total assets from others

(Where asset values are the design values.)

Weighted data response rates consider that units in sample represent more than themselves through weighting factors.

Some units contribute more to the estimates than other units when weights are applied. The weighted data response rate can be calculated by dividing the respondents' weighted frame value by the weighted sample for assets or revenue (or whatever variable is being analyzed). In the previous example, if the weighted asset value of the responding 10 units is \$40 billion out of a total sample weighted asset value of \$50 billion, the weighted asset response rate would be 80%.

Weighted data response rate for assets is:

Total weighted assets from completed responses + total weighted assets from partial responses

Total weighted assets from completed responses + total weighted assets from partial responses + total weighted assets from others

(Where the weighted assets for a respondent is defined as the design weight multiplied by the design assets value.)

#### Limitations of the data

To be valid for either time-series or cross-sectional analysis, the definitions of data must be consistent within time periods or across time periods. In other words, the differences and similarities in data must reflect only real differences and not differences in the concepts or definitions used in preparing the data. The ability to use the data for analysis depends on the conceptual framework in which the data are being used.

These data are consistent with the Generally Accepted Accounting Principles (GAAP) of the Canadian Institute of Chartered Accountants. As such, they do not necessarily agree with the concepts used within the Canadian System of National Accounts. While the GAAP concepts are appropriate for the application of the data, there may still be some problems of consistency (between units or over time) for items where GAAP does not prescribe a particular treatment or allows some latitude. One of the general problems with GAAP for some uses is that it prescribes a historical cost treatment of assets (i.e., their cost at the time of acquisition). As a result, caution should be used when comparing balance sheet data and ratios over time and across industries.

Beginning with the first quarter of 1999, the Quarterly Survey of Financial Statistics for Enterprises implemented the Statistics Canada Business Register as the survey frame. There was also a significant sample rotation that resulted in the introduction of a large number of new enterprises to the quarterly survey and the exclusion of many previously sampled enterprises from the sampled portion of the survey. Furthermore, the quarterly survey switched to the North American Industry Classification System (NAICS Canada 1997) effective the first quarter of 1999. These changes have improved the quality and reliability of the statistics. They nonetheless affect the user's ability to relate and compare the data to those previously produced on the SIC-C basis under the old methodology.

# Confidentiality

The confidentiality of the reported statistics to the quarterly survey is protected under the provisions of the Statistics Act. Accordingly, statistics are released in aggregate only, with no potential identification of individually reported information. The confidentiality provisions of the Statistics Act override the provisions of the Access to Information Act to guarantee the confidentiality of reported data of individual respondents.

#### Text Table 3

#### All entreprise measure of sample response

|                                | Quarter |        |        |        |        |        |        |        |        |
|--------------------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                | 3-2000  | 4-2000 | 1-2001 | 2-2001 | 3-2001 | 4-2001 | 1-2002 | 2-2002 | 3-2002 |
|                                | %       | %      | %      | %      | %      | %      | %      | %      | %      |
| Response rate                  | 68.2    | 65.1   | 62.3   | 62.3   | 60.7   | 61.7   | 70.5   | 54.1   | 36.6   |
| Asset response rate            | 92.0    | 89.4   | 71.4   | 84.2   | 85.7   | 85.1   | 88.4   | 82.3   | 60.9   |
| Revenue response rate          | 88.3    | 94.2   | 88.4   | 85.4   | 62.2   | 57.2   | 84.8   | 72.4   | 54.2   |
| Weighted asset response rate   | 89.5    | 87.7   | 70.6   | 82.0   | 83.0   | 82.6   | 84.6   | 77.6   | 52.5   |
| Weighted revenue response rate | 86.2    | 93.0   | 87.2   | 83.2   | 61.8   | 57.4   | 80.3   | 68.6   | 50.7   |

Text Table 4 shows the percentage of assets represented by the take-none component for each of the Level 1 (24 industry) groups.

# Text Table 4

# Take-none percentage table – Total assets

|   | NAICS                | Second Quarter 2002 |           |      | Third Quarter 2002  |           |      |
|---|----------------------|---------------------|-----------|------|---------------------|-----------|------|
|   |                      | Take-<br>none       | Total     | %    | Take-<br>none       | Total     | %    |
|   |                      | millions of dollars |           |      | millions of dollars |           |      |
| Total, finance and insurance industries (excluding other funds<br>and financial vehicles)<br>Total, non-financial industries (excluding management of |                      | 49,797              | 1,836,785 | 2.7  | 50,039              | 1,853,967 | 2.7  |
| companies and enterprises)<br>Total, all industries (excluding the industries, manageme   |                      | 425,262             | 1,982,237 | 21.5 | 422,553             | 1,998,633 | 21.1 |
| of companies and enterprises and other funds and finan vehicles)  | cial                 | 475,059             | 3,819,022 | 12.4 | 472,592             | 3,852,600 | 12.3 |
| Agriculture, forestry, fishing and hunting  | 11                   | 38.176              | 46,657    | 81.8 | 38,086              | 46,681    | 81.6 |
| Oil and gas extraction and coal mining  | 211,2121             | 2,070               | 189,142   | 1.1  | 2,033               | 196,934   | 1.0  |
| Mining (except oil, gas and coal)   | 2122,2123,213        | 5,255               | 94,818    | 5.5  | 5,244               | 94,868    | 5.5  |
| Utilities   | 22                   | 459                 | 43,029    | 1.1  | 439                 | 41,810    | 1.1  |
| Construction  | 23                   | 55,570              | 100,368   | 55.4 | 55,573              | 101,090   | 55.0 |
| Manufacturing   | 31-33                | 52,072              | 611,537   | 8.5  | 52,350              | 614,468   | 8.5  |
| Wholesale trade   | 41                   | 46,866              | 151,233   | 31.0 | 47,625              | 154,053   | 30.9 |
| Retail trade  | 44-45                | 51,057              | 123,738   | 41.3 | 50,605              | 123,038   | 41.1 |
| Transportation and warehousing  | 48-49                | 17,052              | 102,435   | 16.6 | 17,361              | 104,292   | 16.6 |
| Information and cultural industries   | 51                   | 7,220               | 159,135   | 4.5  | 7,252               | 160,815   | 4.5  |
| Real estate and rental and leasing  | 53                   | 52,571              | 166,910   | 31.5 | 51,540              | 168,833   | 30.5 |
| Professional, scientific and technical services   | 54                   | 29,702              | 63,934    | 46.5 | 30,134              | 64,358    | 46.8 |
| Administrative and support, waste management and  |                      |                     |           |      |                     |           |      |
| remediation services  | 56                   | 15,053              | 31,914    | 47.2 | 14,557              | 31,789    | 45.8 |
| Educational services  | 61                   | 1,699               | 2,184     | 77.8 | 1,715               | 2,210     | 77.6 |
| Health care and social assistance   | 62                   | 10,510              | 19,086    | 55.1 | 10,723              | 18,985    | 56.5 |
| Arts, entertainment and recreation  | 71                   | 5,919               | 12,738    | 46.5 | 5,842               | 12,989    | 45.0 |
| Accommodation and food services   | 72                   | 21,992              | 40,279    | 54.6 | 22,268              | 41,046    | 54.3 |
| Other services (except public administration)   | 81                   | 12,020              | 23,100    | 52.0 | 9,209               | 20,371    | 45.2 |
| Depository credit intermediation  | 5221,52232           | 0                   | 1,310,554 | 0.0  | 0                   | 1,319,402 | 0.0  |
| Non-depository credit intermediation  | 5222                 | 4,748               | 93,335    | 5.1  | 4,792               | 94,305    | 5.1  |
| Insurance carriers  | 5241                 | 0                   | 280,291   | 0.0  | 0                   | 287,180   | 0.0  |
| Other financial intermediaries  | 52231,52239,523,5242 | 45,049              | 152,606   | 29.5 | 45,247              | 153,080   | 29.6 |
| Management of companies and enterprises   | 55                   | 20,763              | 330,432   | 6.3  | 20,303              | 334,422   | 6.1  |
| Other funds and financial vehicles  | 5269                 | 0                   | 671,031   | 0.0  | 0                   | 659,794   | 0.0  |

Text Table 5 shows the percentage of operating revenue represented by the take-none component for each of the Level 1 (24 industry) groups.

#### Text Table 5

#### Take-none percentage table - Total revenues

|   | NAICS                | Second Quarter 2002 |         |                     | Third Quarter 2002 |         |      |
|---|----------------------|---------------------|---------|---------------------|--------------------|---------|------|
|   |                      | Take-<br>none       | Total   | %                   | Take-<br>none      | Total   | %    |
|   |                      | millions of dollars |         | millions of dollars |                    |         |      |
| Total, finance and insurance industries (excluding other funds<br>and financial vehicles)<br>Total, non-financial industries (excluding management of |                      | 4,563               | 49,599  | 9.2                 | 4,382              | 49,706  | 8.8  |
| companies and enterprises)<br>Total, all industries (excluding the industries, managem  | ent                  | 163,913             | 520,257 | 31.5                | 167,032            | 524,525 | 31.8 |
| of companies and enterprises and other funds and fina vehicles)   | ncial                | 168,476             | 569,857 | 29.6                | 171,414            | 574,231 | 29.9 |
| Agriculture, forestry, fishing and hunting  | 11                   | 5.073               | 6,850   | 74.1                | 5,092              | 6,917   | 73.6 |
| Oil and gas extraction and coal mining  | 211,2121             | 288                 | 22,647  | 1.3                 | 227                | 23,200  | 1.0  |
| Mining (except oil, gas and coal)   | 2122,2123,213        | 738                 | 6,379   | 11.6                | 754                | 6,158   | 12.3 |
| Utilities   | 22                   | 372                 | 12,071  | 3.1                 | 375                | 11,744  | 3.2  |
| Construction  | 23                   | 28,332              | 36,657  | 77.3                | 30,544             | 40,003  | 76.4 |
| Manufacturing   | 31-33                | 23,783              | 167,711 | 14.2                | 24,418             | 163,432 | 14.9 |
| Wholesale trade   | 41                   | 25,262              | 86,593  | 29.2                | 26,127             | 88,361  | 29.6 |
| Retail trade  | 44-45                | 33,557              | 78,589  | 42.7                | 32,766             | 80,535  | 40.7 |
| Transportation and warehousing  | 48-49                | 7,111               | 20,272  | 35.1                | 7,121              | 21,334  | 33.4 |
| Information and cultural industries   | 51                   | 2,345               | 16,934  | 13.8                | 2,352              | 17,029  | 13.8 |
| Real estate and rental and leasing  | 53                   | 5,209               | 12,820  | 40.6                | 5,164              | 12,934  | 39.9 |
| Professional, scientific and technical services   | 54                   | 9,657               | 16,990  | 56.8                | 9,584              | 16,920  | 56.6 |
| Administrative and support, waste management and  |                      |                     |         |                     |                    |         |      |
| remediation services  | 56                   | 6,621               | 12,876  | 51.4                | 6,506              | 12,338  | 52.7 |
| Educational services  | 61                   | 642                 | 759     | 84.6                | 630                | 747     | 84.3 |
| Health care and social assistance   | 62                   | 3,011               | 4,381   | 68.7                | 3,105              | 4,460   | 69.6 |
| Arts, entertainment and recreation  | 71                   | 1,054               | 2,019   | 52.2                | 1,051              | 2,098   | 50.1 |
| Accommodation and food services   | 72                   | 7,049               | 10,424  | 67.6                | 7,809              | 11,329  | 68.9 |
| Other services (except public administration)   | 81                   | 3,808               | 5,287   | 72.0                | 3,409              | 4,987   | 68.4 |
| Depository credit intermediation  | 5221,52232           | 0                   | 19,728  | 0.0                 | 0                  | 19,558  | 0.0  |
| Non-depository credit intermediation  | 5222                 | 556                 | 3,365   | 16.5                | 560                | 3,388   | 16.5 |
| Insurance carriers  | 5241                 | 0                   | 16,811  | 0.0                 | 0                  | 17,308  | 0.0  |
| Other financial intermediaries  | 52231,52239,523,5242 | 4,007               | 9,696   | 41.3                | 3,822              | 9,452   | 40.4 |
| Management of companies and enterprises   | 55                   | 2,047               | 5,932   | 34.5                | 1,826              | 6,264   | 29.1 |
| Other funds and financial vehicles  | 5269                 | 0                   | 2,387   | 0.0                 | 0                  | -535    | 0.0  |

# **Definitions of financial ratios**

# Debt to equity

This ratio examines the relationship of debt (loans, bonds, debentures) to shareholders' equity. It compares the relative size of debt to resources invested by the owners. It indicates the extent to which a firm relies on borrowed funds to finance its operations. Firms that rely heavily on borrowed funds are said to be highly leveraged.

# Formula

Debt to equity:

Borrowings + loans and accounts with affiliates

Total equity

# Profit margin

Operating profit is the net result of the principal business activities of a firm. It is calculated before taking into account interest expense, investment income, non-recurring losses from the write-down of assets, gains or losses realized on the disposal of assets, and income tax expense. This ratio indicates management's ability to generate earnings from the principal business activities of a firm. The ratio is expressed as a percentage of operating revenue.

#### Formula

Profit margin:

Operating profit (S.A.) × 100 Total operating revenue (S.A.)

# Return on equity

This ratio measures the level of return to the owners (investors) and it represents their measure of profitability. The earnings figure is the after-tax profits, including a deduction for interest expense (payments to lenders). It is the net profit available to the owners (investors). The ratio indicates how many cents are returned to every dollar invested by the owners.

#### Formula

Return on equity:

Profit before extraordinary gains (S.A.)  $\times 4 \times 100$ 

Total equity

# Return on capital employed

This ratio measures profitability and how well management has employed the assets, by calculating the percentage return on total capital provided by the owners and lenders (creditors). The earnings figure is calculated before taking into account interest expense (payments to lenders) and dividends (payments to owners). The ratio indicates how many cents are returned to every dollar of capital invested.

#### Formula

Return on Capital Employed:

Profit before extraordinary gains and interest on borrowings net of tax (S.A.) × 4 × 100

Borrowings + Loans and accounts with affiliates + Total equity