



FOR IMMEDIATE RELEASE

## Bladex Reports Third Quarter 2004 Net Income of US\$33.7 million

### 3Q04 Financial Highlights

- Net Income in the 3Q04 was US\$33.7 million, compared to US\$24.3 million in the 2Q04 and US\$17.8 million in the 3Q03.
- The credit portfolio in Argentina at September 30, 2004, was US\$327 million, down US\$34 million, or 9%, from 2Q04, and US\$126 million, or 28% from 3Q03.
- On October 8, 2004, the Bank announced the receipt of a US\$56 million Argentine loan prepayment, which resulted in a loan loss provision reversal of US\$43 million. Along with other principal reductions, the credit portfolio in Argentina as of October 31, 2004 had decreased to US\$253 million.

**Panama City, Republic of Panama, November 17, 2004** – Banco Latinoamericano de Exportaciones, S.A. (NYSE: BLX) (“Bladex” or “the Bank”), announced today its results for the third quarter ended September 30, 2004. (The Bank’s financial statements are prepared in accordance with U.S. GAAP; all figures are stated in U.S. dollars.)

The table below depicts selected key figures and ratios for the periods indicated:

	Key Figures				
	9M03	9M04	3Q03	2Q04	3Q04
Net Income (In US\$ million)	\$95.3	\$87.8	\$17.8	\$24.3	\$33.7
EPS <sup>(1)</sup>	\$3.78	\$2.23	\$0.45	\$0.62	\$0.86
Return on Average Equity	29.7%	19.1%	12.6%	15.8%	21.2%
Tier 1 Capital Ratio	37.8%	43.8%	37.8%	41.1%	43.8%
Net Interest Margin	1.81%	1.71%	1.96%	1.72%	1.74%

<sup>(1)</sup> Earnings per share calculations are based on the average number of shares outstanding during each period. During the first nine months of 2004, the average number of common shares outstanding was 39.3 million, compared to 25.1 million for the same period in 2003.

In a subsequent event, on October 8, 2004, the Bank announced the receipt of a US\$56 million prepayment on an Argentine restructured loan. The Bank accounted for this prepayment by reversing allocated loan loss provisions back to earnings, generating a profit for accounting purposes of US\$43 million.

### Comments from the Chief Executive Officer:

Jaime Rivera, Chief Executive Officer of Bladex, stated, “The third quarter results were driven by continued progress in our strategy of deploying an expanded trade finance business model, as well as a successful approach in addressing the remaining issues pertaining to our portfolio in Argentina.

Notably, collections in Argentina remain strong. The January 1<sup>st</sup>, 2004 repayment schedules for our restructured portfolio indicated a potential credit portfolio level of US\$357 million at October 31<sup>st</sup>. However, prepayments brought the figure down to US\$253 million.

Although positive in that they strengthen the balance sheet and improve net income, the rapid principal collections in Argentina result in diminished contributions to our net interest revenue stream. We have thus shifted additional resources to our new commercial team to support the re-leveraging of our balance sheet and the generation of additional fee income. The resulting trends, as evident in our financial statements, are tangible. First, fee income increased by 7% during this quarter. Second, our net interest margin increased by 2 basis points.

The successful collection of our Argentine exposure, along with the change in our portfolio mix and our profit generation, have continued to significantly strengthen the capital position of the Bank. Accordingly, we are reviewing our capital plan in light of our growth and investment perspectives.

Bladex remains focused on the disciplined execution of its strategy. We are working from the unique competitive position that the combination of ample resources, a first rate team, an unequaled client franchise, and our special shareholder support, affords us," Mr. Rivera concluded.

## **ABOUT Bladex**

Bladex is a supranational bank originally established by the Central Banks of Latin American and Caribbean countries to promote trade finance in the Region. Based in Panama, its shareholders include central banks and state-owned entities in 23 countries in the Region, as well as Latin American and international commercial banks, and institutional and retail investors. Through September 30, 2004, over its 25 years of operations, Bladex had disbursed accumulated credits of over US\$127 billion.

*This press release contains forward-looking statements of expected future developments. The Bank wishes to ensure that such statements are accompanied by meaningful cautionary statements pursuant to the safe harbor established by the Private Securities Litigation Reform Act of 1995. The forward-looking statements in this press release refer to collections in Argentina remaining strong, re-leveraging the Bank's balance sheet, the generation of fee income and increases in the net interest margin. These forward-looking statements reflect the expectations of the Bank's management and are based on currently available data; however, actual experience with respect to these factors is subject to future events and uncertainties, which could materially impact the Bank's expectations. Among the factors that can cause actual performance and results to differ materially are as follows: a decline in the willingness of international lenders and depositors to provide funding to the Bank, causing a contraction of the Bank's credit portfolio, adverse economic or political developments in the Region, particularly in Argentina or Brazil, which could increase the level of impaired loans in the Bank's loan portfolio and, if sufficiently severe, result in the Bank's allowance for probable credit losses being insufficient to cover losses in the portfolio, unanticipated developments with respect to international banking transactions (including among other things, interest rate spreads and competitive conditions), a change in the Bank's credit ratings, events in Argentina and Brazil or other countries in the Region unfolding in a manner that is detrimental to the Bank, or which might result in adequate liquidity being unavailable to the Bank, or the Bank's operations being less profitable than anticipated.*

Bladex is listed on the New York Stock Exchange. Further investor information can be found at [www.blx.com](http://www.blx.com).

A LONGER VERSION OF THIS PRESS RELEASE WITH DETAILED INFORMATION HAS BEEN FILED WITH THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION, AND CAN BE OBTAINED FROM BLADEX AT:

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There will be a conference call to discuss the quarterly results on November 18, 2004 at 11:00 a.m. New York City time. For those interested in participating, please call (800) 946-0719 in the United States or, if outside the United States, please dial (719) 457-2645. All participants should give the conference ID#875025 to the telephone operator five minutes before the call is set to begin. There will also be a live audio webcast of the event at [www.blx.com](http://www.blx.com).

Bladex's conference call will become available for review on Conference Replay one hour after the conclusion of the conference, and will remain available through November 19, 2004. Please dial (888) 203-1112 or (719) 457-0820 and follow the instructions. The Conference ID#, for the call that will be replayed is 875025.