

# Corporate Presentation







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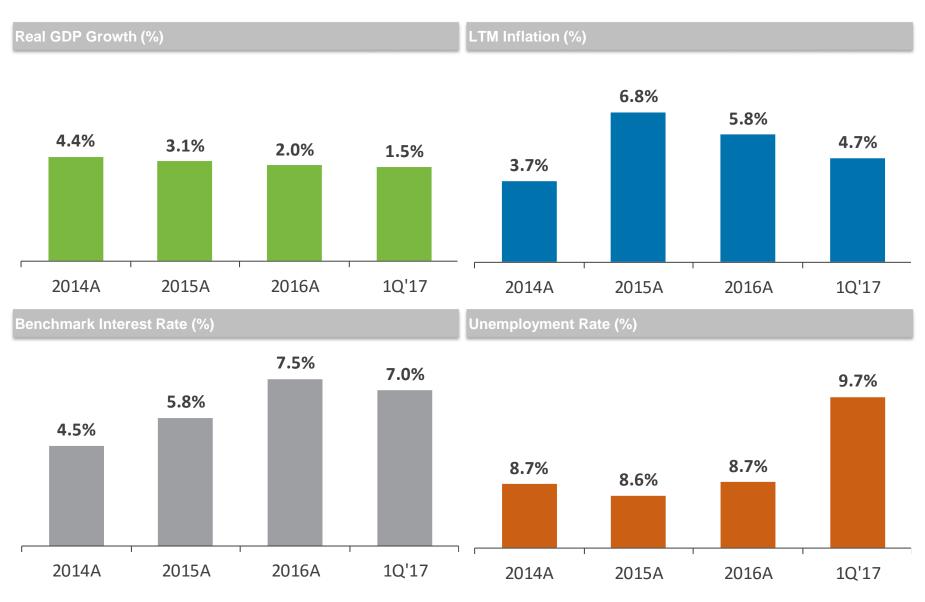


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### 1 1Q'17 Macroeconomic Update



# **Colombia Highlights**

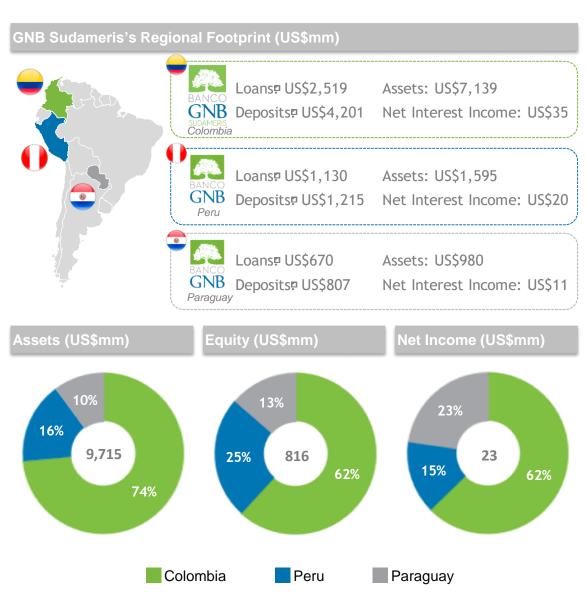


Source: Central Bank of Colombia and DANE.



## **Key Business Developments in the Quarter**

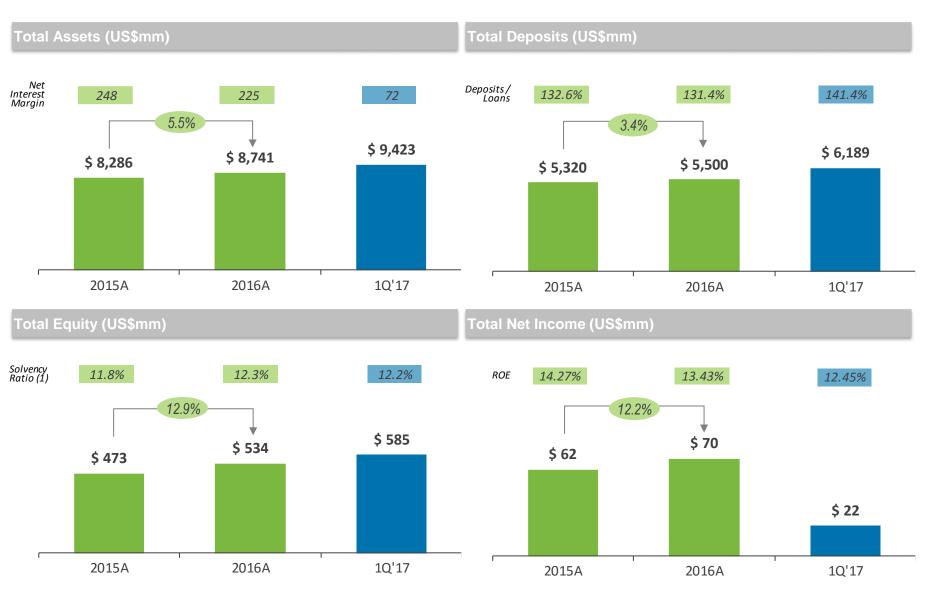
- On March 30, 2017 GNB Sudameris successfully placed US\$300 Million in 6.500% 10NC5 144a/RegS Subordinated Notes due 2027
  - On 28<sup>th</sup> April, 2017 the
     Colombian Superintendency of
     Finance approved the full
     recognition of this amount as
     Tier 2 capital
  - This issuance is estimated to have added 780 bp to our Tier 2 and Solvency Ratios
- At the current the starting date of operations of the Merchant Banking subsidiary is pending for approval by Colombian Superintendency of Finance



<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD



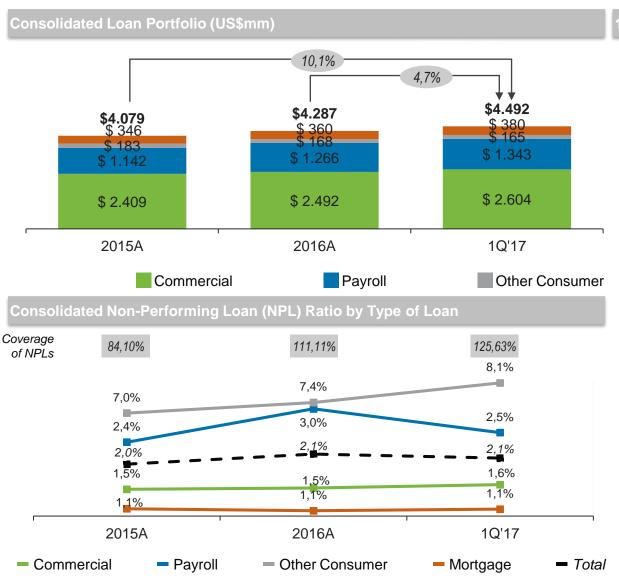
## Sustained Profitability and Growth



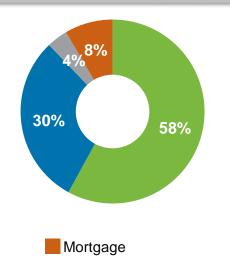
<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD (1) Tier 1 Ratio + Tier 2 Ratio.



#### Consolidated Loan Portfolio Update



#### 1Q'17 Consolidated Loans by Segment

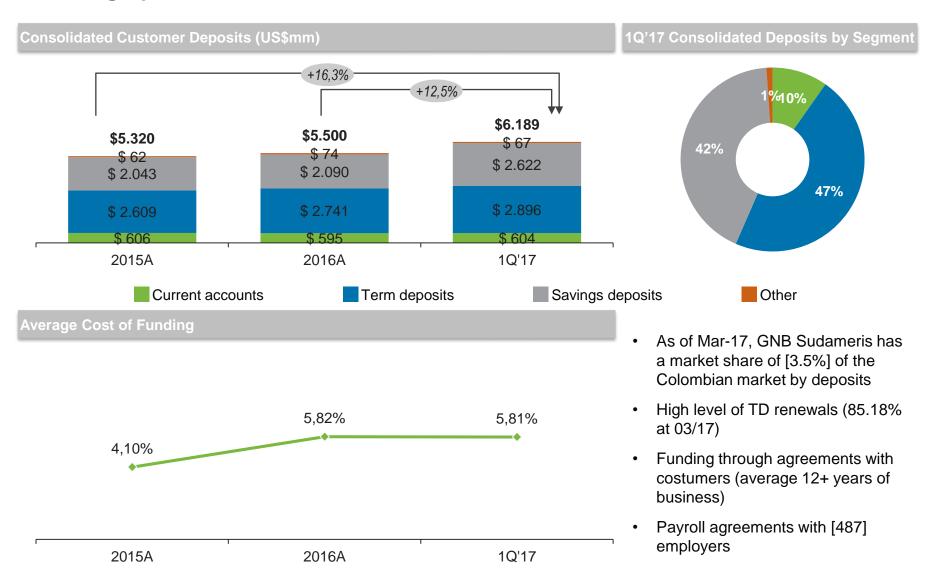


- As of Mar-17, GNB Sudameris has a market share of [1.9%] of the Colombian market by loans
- Highly-diversified portfolio with low concentration of debtors and economic sectors
- 566 agreements with a focus on high-quality, stable sectors (armed forces, social security, pensioners)

<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD



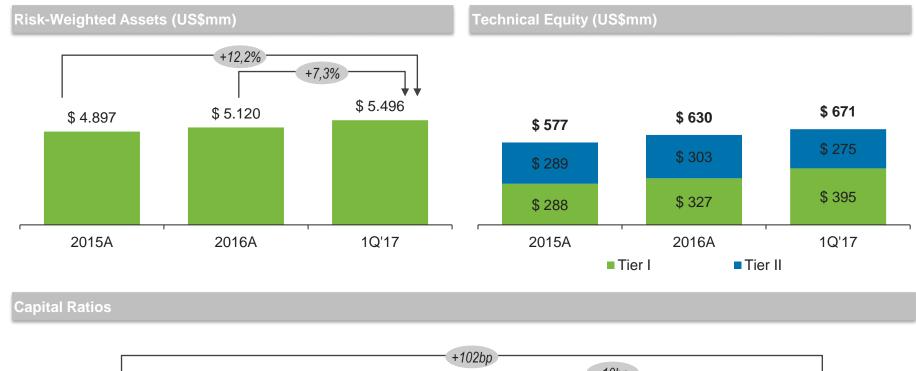
## **Funding Update**



<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD



## **Capital Adequacy Update**

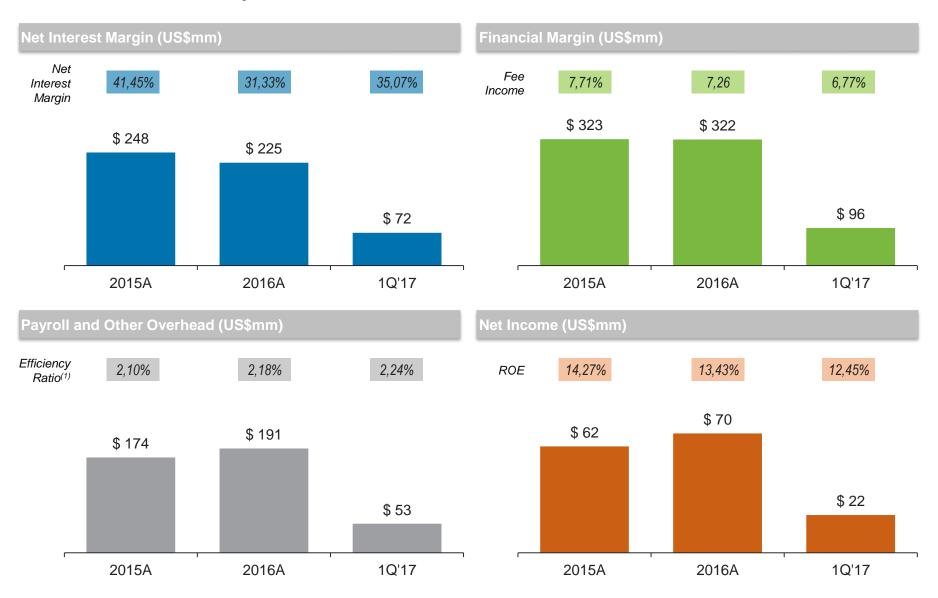




<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD



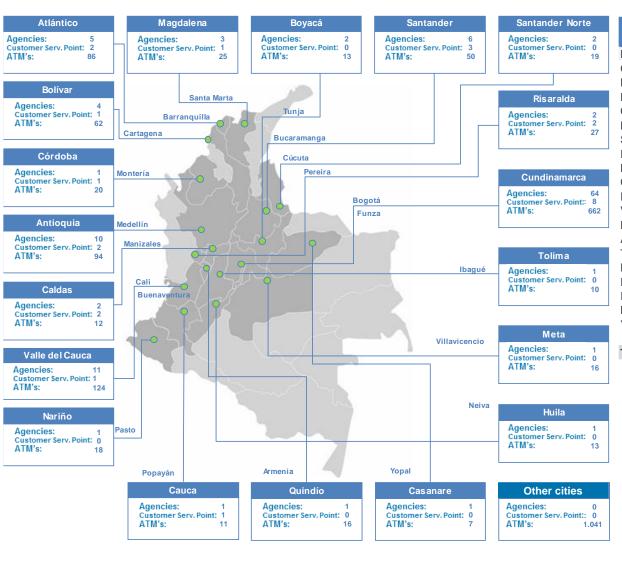
### **Income Statement Update**



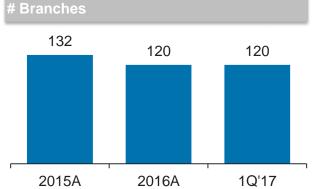
<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD (1) Defined as [payroll and other overhead divided by total assets].



#### **Colombian Branch Network**



Agencies*	Customer Serv. Point	ATM's	Total
64	8	662	734
11	1	124	136
10	2	94	106
5	2	86	93
4	1	62	67
6	3	50	59
3	1	25	29
2	2	27	31
1	1	20	22
2	0	19	21
1	0	18	19
1	0	16	17
2	2	12	16
1	0	16	17
2	0	13	15
1	0	13	14
1	1	11	13
1	0	10	11
1	0	7	8
1	0	7	8
0	0	1,041	1,041
120	24	2,333	2,477
d collection p	oints		
	64 11 10 5 4 6 3 2 1 2 1 1 2 1 1 2 1 1 1 1 1 1 0	Agencies* Serv. Point  64 8  11 1  10 2  5 2  4 1  6 3  3 1  2 2  1 1  2 0  1 0  1 0  2 2  1 0  1 0	Agencies*         Serv. Point         ATM's           64         8         662           11         1         124           10         2         94           5         2         86           4         1         62           6         3         50           3         1         25           2         2         27           1         1         20           2         0         19           1         0         18           1         0         16           2         2         12           1         0         16           2         0         13           1         0         13           1         1         1           1         0         7           0         0         1,041           120         24         2,333





#### **Consolidated Financial Statements**

#### Balance Sheet (US\$mm)

USD Million	dec-15	dec-16	mar-17
CASH AND BANKS	865	906	973
INTERBANK FUNDS	1,407	1,544	1,620
INVESTMENTS	1,753	1,761	2,064
LOANS	4,012	4,185	4,375
OTHER ASSETS	250	346	391
TOTAL ASSETS	8,286	8,741	9,423
DEPOSITS AND DEMAND ACCOUNTS	5,320	5,500	6,189
INTERBANK FUNDS AND REPOS	1,275	1,507	1,443
BANK DEBT	498	456	462
BONDS	552	569	568
OTHER LIABILITIES	168	174	177
TOTAL LIABILITIES	7,813	8,207	8,839
TOTA EQUITY	473	534	585
TOTAL LIABILITIES AND EQUITY	8,286	8,741	9,423

#### Income Statement (US\$mm)

USD Million	Accum. dec-15	Accum. dec-16	Accum. mar-17
INTEREST RECEIVED	523	623	182
INTEREST PAID	275	398	110
INTEREST MARGIN	248	225	72
Commissions, Exchange, other	75	97	24
FINANCIAL MARGIN	323	322	96
Payroll and other overhead	174	191	53
OPERATING MARGIN	149	132	44
Provisions and non-operating income	53	53	17
PROFIT BEFORE TAX	96	78	27
Provision for income tax	34	9	5
NET PROFIT	62	70	22

#### **Selected Key Metrics**

	2015A	2016A	1Q'17
Interest-Earnin Asset/Total Asse	86.55%	85.68%	85.53%
Mkt Share			
Loans	2.14%	1.91%	1.90%
Consumer Loans	3.33%	3.11%	3.11%
Deposits	3.53%	3.11%	3.31%
Coverage NPLs	84.10%	111.11%	125.63%
ROE	14.27%	13.43%	12.45%
Liquidy Ratio	33.16%	31.30%	36.07%

#### Loan Portfolio Metrics

	2015A	2016A	1Q'17
Loan Portafolio Metrics			
Solvency Metrics	11.78%	12.30%	12.20%
NPL Metrics	1.96%	2.14%	2.07%
Loan Breakdown into			
Comercial	59.06%	58.14%	57.97%
Payroll	27.98%	29.53%	29.90%
Other consumer	4.48%	3.93%	3.68%
Mortgage	8.48%	8.40%	8.45%

<sup>\*</sup>Exchange rates used to convert results at 03/2017 were as follows: \$2,885.57 COP/USD, \$3.25 PEN/USD and \$5,638.14 PYG/USD



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