

2Q22

**Quarterly Results** 



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• About Us

# **Business Model & Consolidated Dynamics**

1. About Us

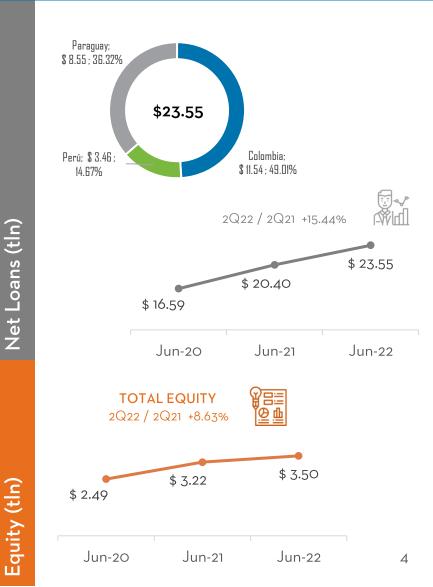


#### Consolidated data, as of Jun-22, COP Trillions

Assets (tln)







# Business Model & Corporate Identity

1. About Us





### **Relevant Facts**

### 1. About Us





#### Bank merger process in Paraguay



On July 1, 2022, Banco GNB Paraguay S.A., the absorbing entity, completed the merger process by absorption of Banco GNB S.A. en Proceso de Fusión as the absorbed entity (formerly Banco BBVA Paraguay), acquired in January 2021.



#### Risk Ratings

Fitch Ratings and Moody's agencies reviewed and reaffirmed the Bank's ratings granted in 2021.



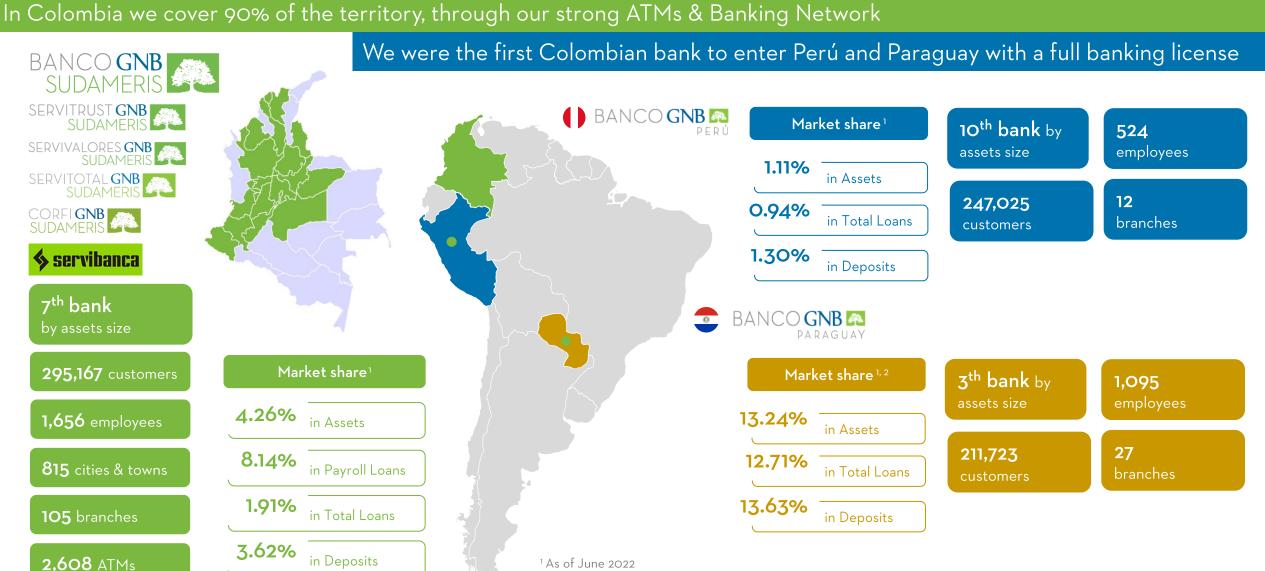


In May, Banco GNB Sudameris and its subsidiaries' entire workforce in Colombia returned to work in the offices, complying with all biosecurity protocols. In addition, the complete offices network is now providing customer service.

The Bank and its Subsidiaries Vaccination Program successfully finished, offering booster doses for employees and their families.

## **Our Footprint**





<sup>1</sup>As of June 2022

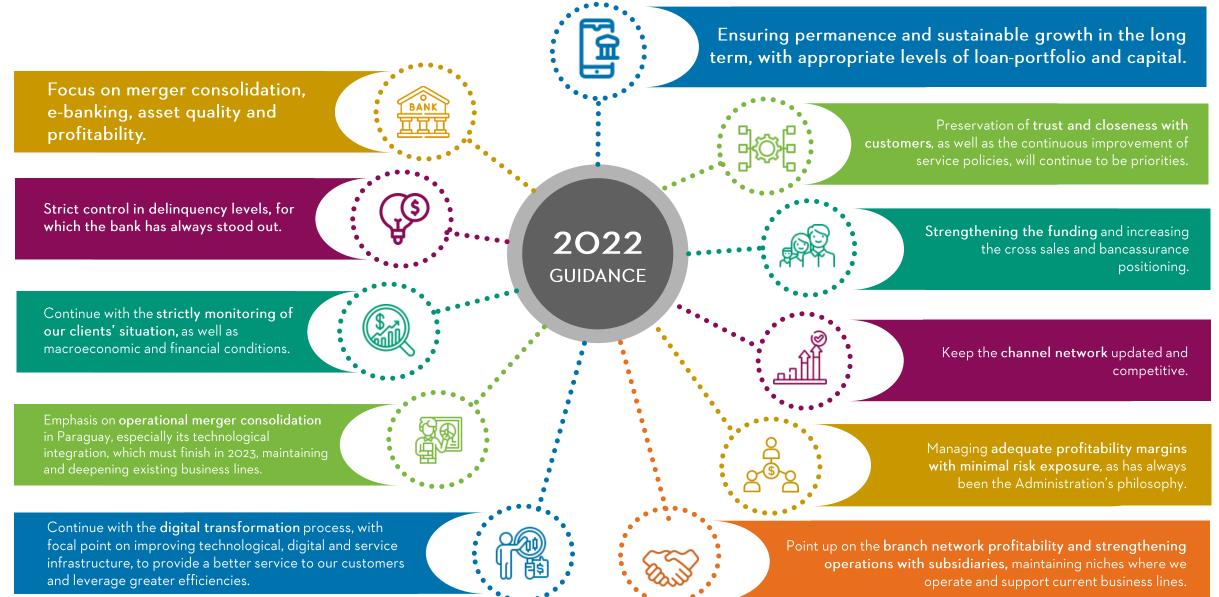
<sup>2</sup> Paraguay's information consolidates GNB Paraguay and GNB en Proceso de Fusión, former BBVA Paraguay.

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### Guidance

### 1. About Us

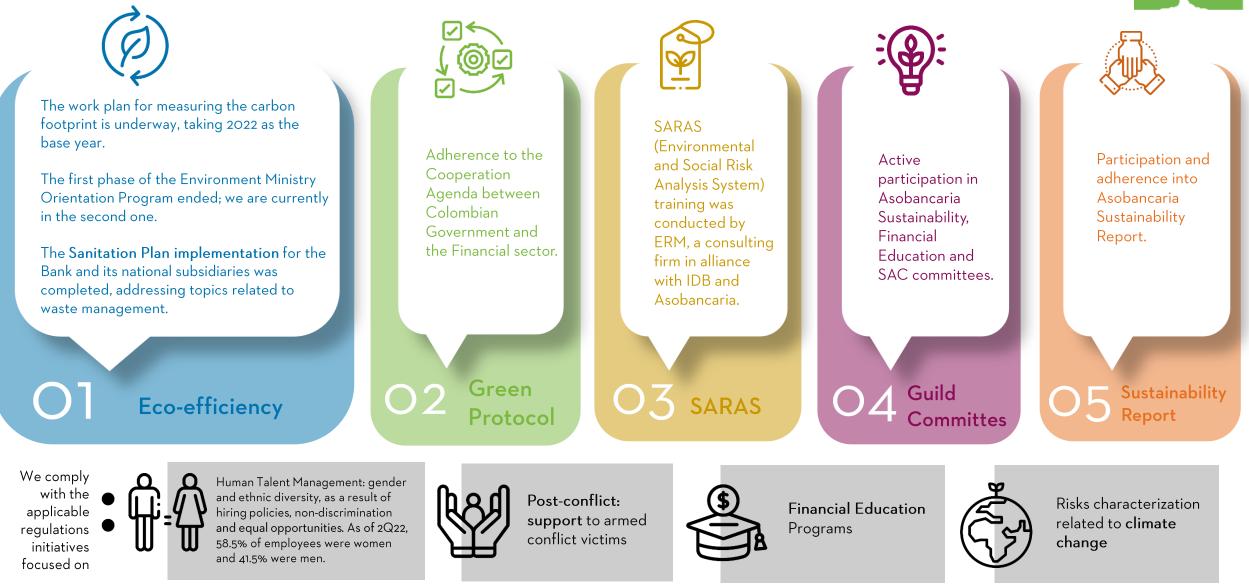




## Sustainability & ESG Management<sup>1</sup>

### 1. About Us





<sup>1</sup>Banco GNB Sudameris' ESG global strategy is under development; we embrace guild programs through Colombian Banking Association -*Asobancaria*- and comply with current regulations in terms of application and disclosure of information on Governance subjects, in accordance with Colombia's Financial Superintendence' guidelines and the Colombian Stock Exchange.



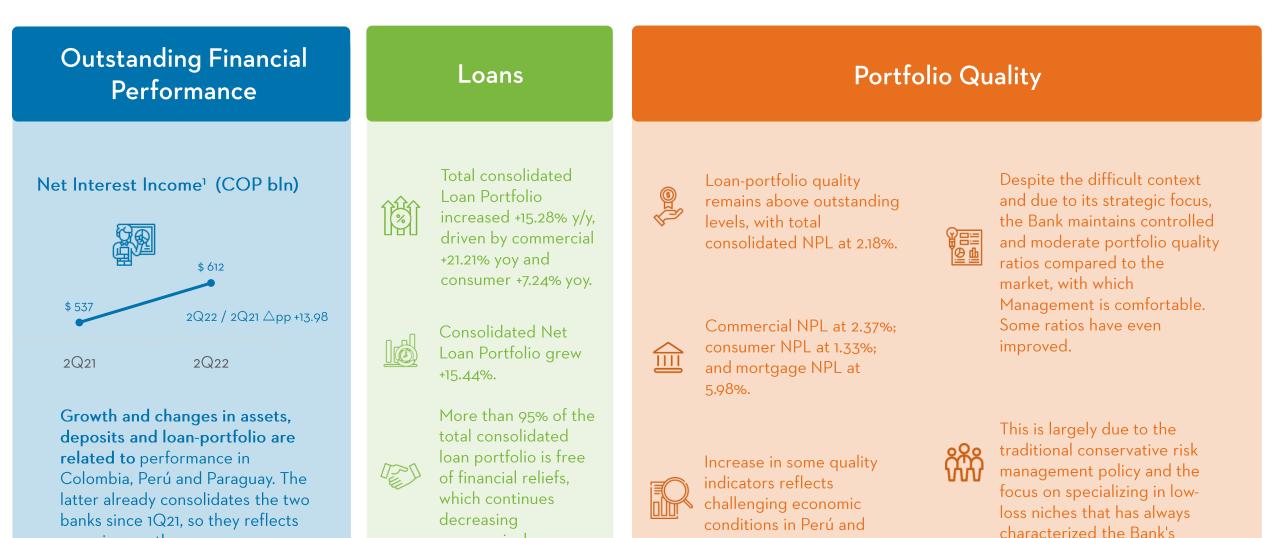


## 2Q22 Highlights

2. Summary

management.





Paraguay.

progressively.

<sup>1</sup>Net Interest Income – NII – (\$) = Received Interest (\$) - Paid Interest (\$)

organic growth.

## **Consolidated Financial Highlights**

**Balance Sheet (COP trn)** 

Ratios

2. Summary

2Q22 Results, FULL – IFRS



Results COP (bln)	2Q22	∆ y/y
Net Interest Income, accum.	\$612	+13.98%
Financial Margin, accum.	\$859	+9.42%
Net Income, accumulated	\$134	-25.61%
Quality & Risk	2Q22	∆ y/y
NPL >90d	2.18%	+0.20 pp
NPL Coverage	163%	-23.70 pp
Cost of Risk	1.68%	-0.33 pp
Solvency	2Q22	<b>△ y/y</b>
Total	19.33%	+0.59 pp
Tier 1	9.34%	+0.46 pp

	Jun. 2022	∆ y/y	
Assets	\$54.40	+10.17%	Net li
Net Loans	\$23.55	+15.44%	Total
Commercial Loans	\$15.56	+21.21%	Depos
Consumer Loans	\$7.89	+7.24%	Dema
Payroll Loans	\$7.20	+7.05%	Interk Repos
Other Consumer L	• \$0 <b>.</b> 69	+9.33%	
Mortgage Loans	\$0.96	-1.92%	Total
	2Q22	$\triangle$ y/y	
Deposits / Net Loans	149%	-13.77 pp	Ехреі
Funding / Net Loans	216%	-10.13 pp	NIM
Intermediation Margir	n <b>35.68%</b>	-5.80 pp	Effici
Fee Income	6.42%	-1.33 pp	ROE

	Jun. 2022	∆ y/y
Net Investments	\$10.82	+4.77%
Total Liabilities	\$50.90	+10.28%
Deposits & Demand Accounts	\$35.06	+5.67%
Interbank Funds & Repos	\$8.52	+42.26%
Total Equity	\$3.50	+8.63%
Total Equity	<b>\$3.50</b> 2Q22	+8.63% Ду/у
Total Equity Expenses / Total Asse	2Q22	
	2Q22	∆ y/y
Expenses / Total Asse	2Q22 ets 1.75%	∆ y/y +0.02 pp

### **Consolidated Financial Ratios**

2. Summary

2Q22 Results, FULL – IFRS



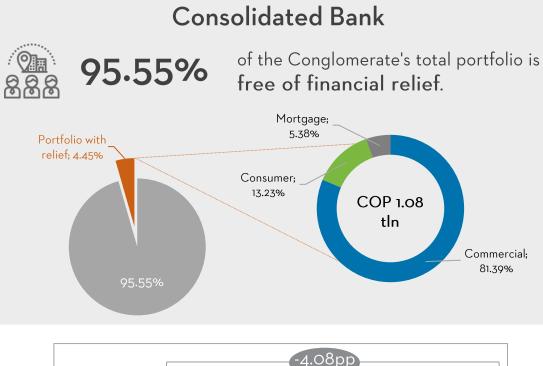


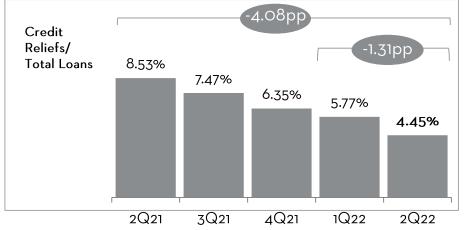
### **Credits Relief Status**<sup>1</sup>

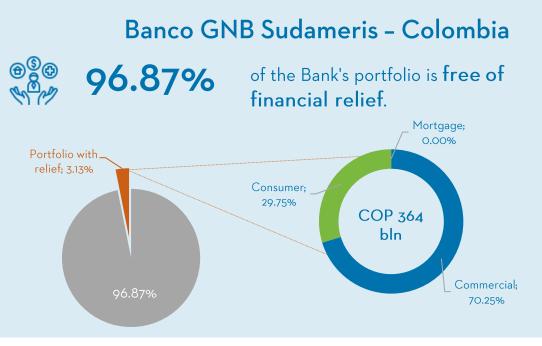
2. Summary

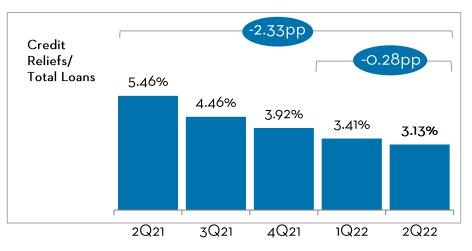
2Q22 Results, FULL – IFRS











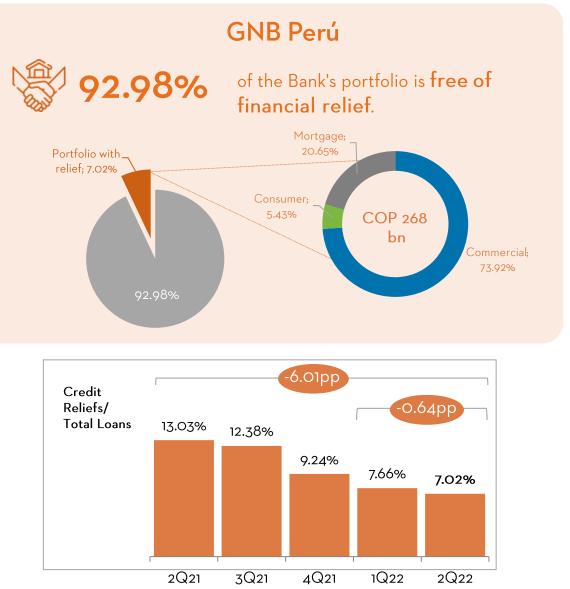
<sup>1</sup> As of June 2022.

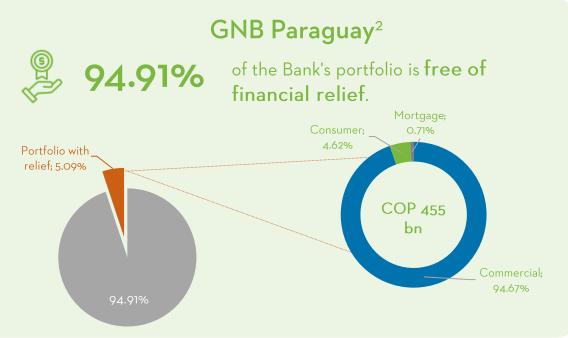
### **Credits Relief Status**<sup>1</sup>

2. Summary

2Q22 Results, FULL – IFRS









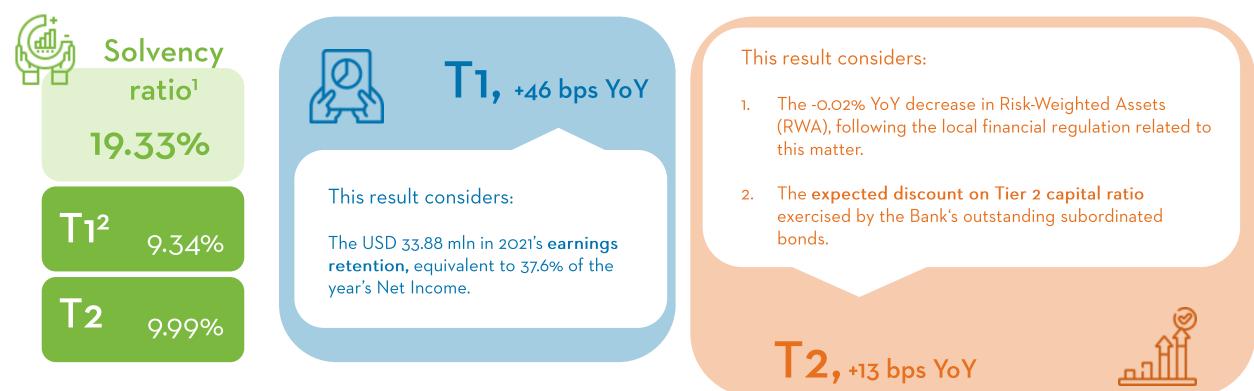
<sup>1</sup> As of June 2022.

<sup>2</sup> Includes the portfolio of Banco GNB en Proceso de Fusión- formerly BBVA Paraguay - acquired by Banco GNB Paraguay in 2021.

# Solvency & Capital; Spending & Liquidity Strategies

2. Summary





Spending & Liquidity Strategies



- The Bank has always been known for having **strict spending control**, and having outstanding levels is a priority for the Administration.
- As a Board of Director's strategic policy, the Bank has a **highly liquid and high-quality structural investment portfolio**, to provide risk diversification and support treasury management, in addition to cost effectiveness generation.

<sup>1</sup> 2022 Total Solvency ratio minimum required in Colombia: 9.750%.

<sup>2</sup> 2022 Tier1 ratio minimum required in Colombia: 5.250%.

## **Electronic Banking Strategies & Progress**

2. Summary

2Q22 Results, FULL – IFRS





Global context has continued to accelerate the Bank's digital services usability.

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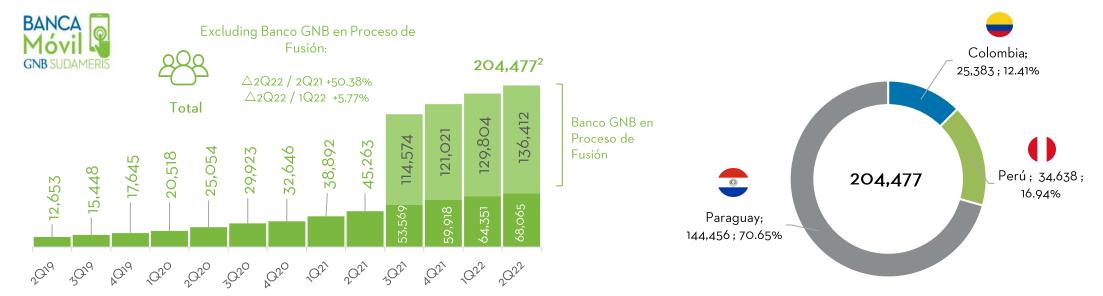
The 144,456 Paraguay's total users considers that Banco GNB en Proceso de Fusión added 136,412<sup>1</sup> new clients to the total Mobile Banking Users. In the meantime, Banco GNB Paraguay summed up 8,044 users as of June (+802 users QoQ). Paraguayrepresents 70.65% of total Banking Digital Users.



Our mobile banking service reached more than 204 thousand users in Colombia, Perú and Paraguay together, including Banco GNB en Proceso de Fusión



We are working on the **continuous improvement of our digital offer,** to provide our clients new products and services on our digital channels.



<sup>1</sup>The use of Mobile Banking does not depend on Virtual Banking, so the local channel most promoted and used by Banco GNB en Proceso de Fusión is Mobile Banking. <sup>2</sup> 68,065 users correspond to Banco GNB Sudameris Colombia, GNB Perú and GNB Paraguay. 136,412 users related to Banco GNB en Proceso de Fusión.



Climate change, geopolitical conflicts and the persistence of bottlenecks in the global supply of goods and services, have had jointly induced on the accelerated trend of international fuel and food prices, driving inflation rates to levels not seen in several years/decades, prompting central banks to rapidly increase interest rates, and initiating new cycles of lower activity and increased risks on international economic dynamics.

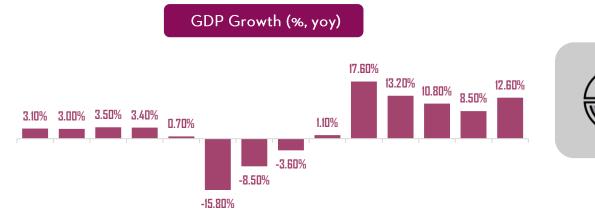
The global economic outlook has deteriorated, and the perspective is challenging.



### Colombia Macro Fundamentals

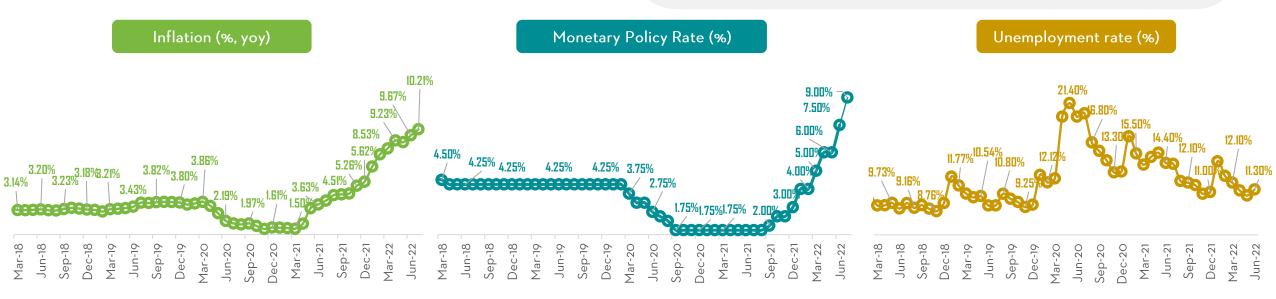
### 3. Macro Update





1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22

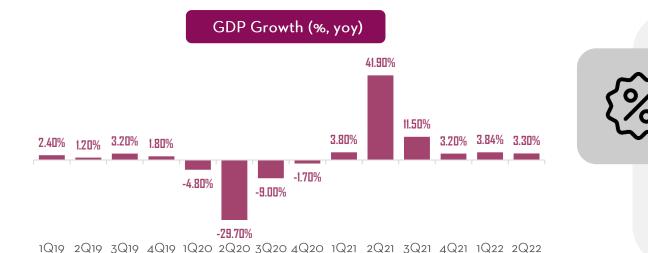
- Banco de la República raised its monetary policy interest rate to 9.0% in July taking it into contractionary territory- in order to control inflation (10.21% in July) and the associated expectations, which remain elevated.
- GDP accelerated 12.60% YoY in 2Q22, up from 8.50% in 1Q22. In parallel, the Central Bank upgraded 2022 GDP growth projections to 6.9% YoY, warning of excess demand; while ECLAC considers that consumption, credit demand and oil exports have benefited this trend, estimating that Colombia will be the second fastest growing country in Latin America this year, after Venezuela. As a result, some analysts estimate that the interest rate could increase a little more.
- In August, newly elected President Gustavo Petro took office; new reforms are expected with the new government -tax reform will be the first one, which was already filed in Congress.



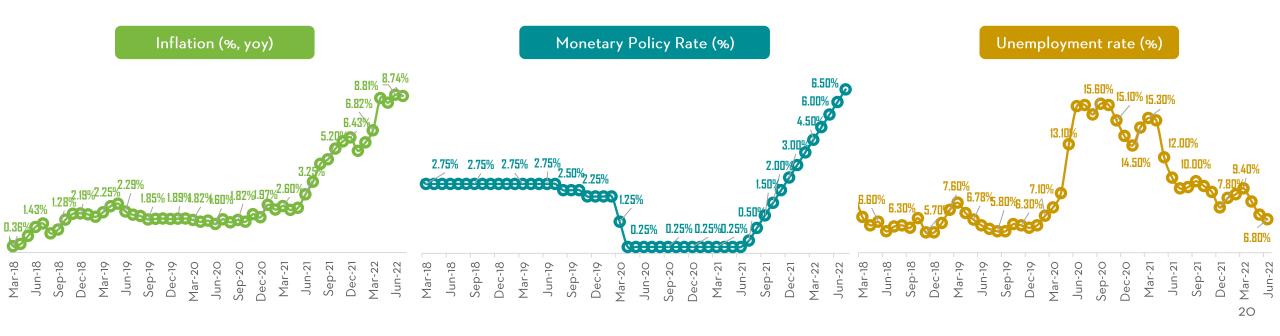
### Perú Macro Fundamentals

### 3. Macro Update





- The Central Bank has prolonged interest rate increases, taking it to 6.50% in August -the highest since January 2009-, to combat high inflation (8.74% in July, a 25-year high) and expectations, while economic activity continues to decelerate.
- Investment has been declining and there are major institutional and public policy challenges, which together have deteriorated confidence and productivity. GDP grew 3.30% YoY in 2Q22, compared to 3.84% YoY in 1Q22.
- The political and social scenarios, as well as the international fertilizer shortage, pose challenges for the Peruvian economy.
- On the other hand, analysts estimate that the interest rate could continue to increase this year.



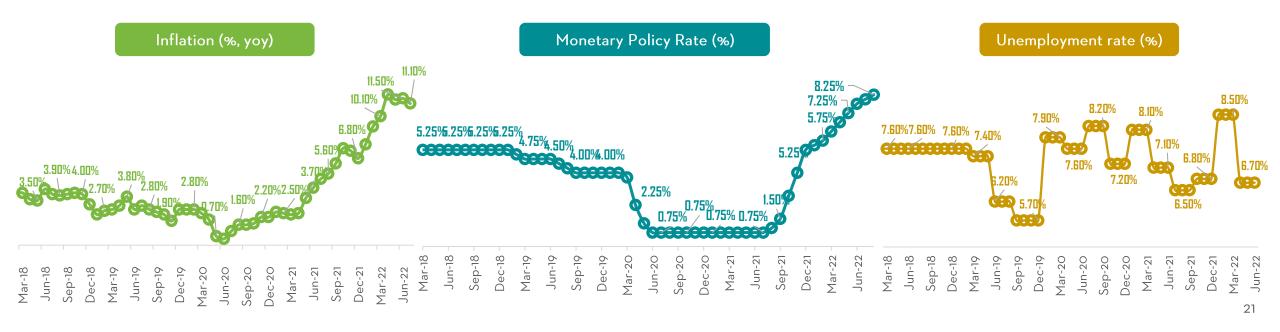
### Paraguay Macro Fundamentals

### 3. Macro Update

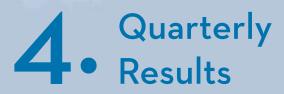




- The Central Bank raised the interest rate in August to 8.25%, while inflation reached 11.1% in July. The increase in international input prices, added to the strong local drought between late 2021 and early 2022, led to a contraction in agriculture, resulting in a -2.00% YoY GDP contraction in 1Q22.
- As of May, other sectors such as construction, manufacturing and services also decelerated. In contrast, the livestock sector and electricity generation registered positive variations.
- Projections for commodity prices including soybeans, wheat, corn and oil have been revised downwards, in line with the slower growth rate expected for the global economy. The prolongation of the conflict between Russia and Ukraine continues to represent an upside risk factor for commodity prices.







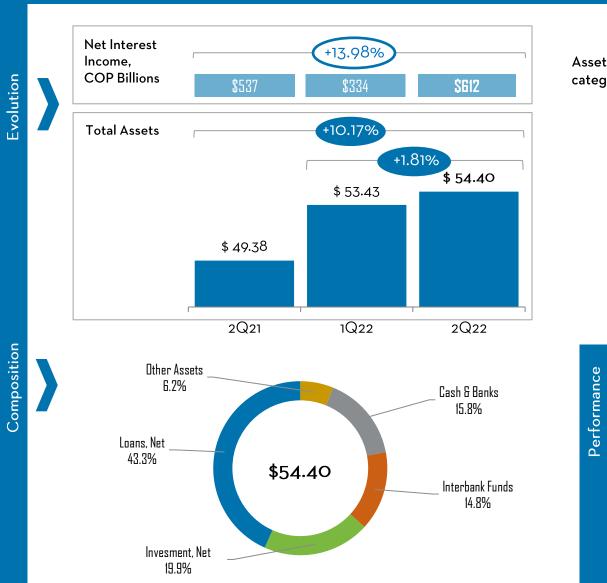
### **Consolidated Assets**

### 4. Quarterly Results

2Q22, FULL – IFRS



#### COP Trillions



#### Breakdown



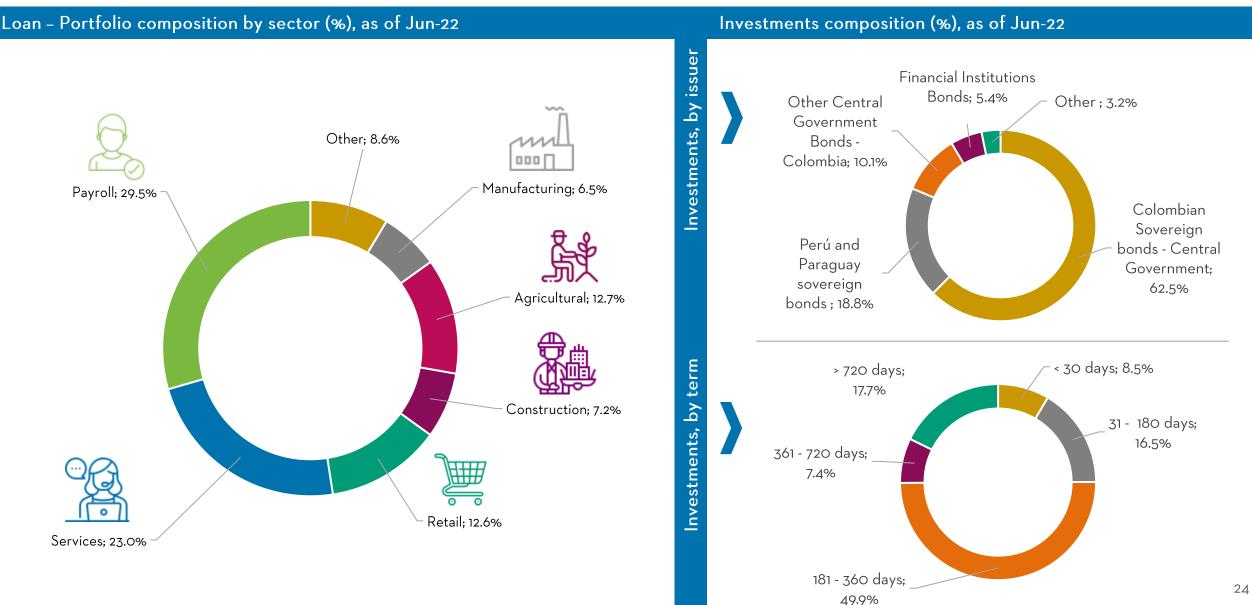
Assets Breakdown (var.%, COP Trillions)						
	2Q22 / 2Q21	2Q22 / 1Q22				
Other Assets	12.62%	4.77%				
Cash & Banks	24.87%	20.44%				
Interbank Funds	-8.16%	-15.29%				
Invesment, Net	4.77%	-6.43%				
Loans, Net	15.44%	7.03%				
Total Assets	10.17%	1.81%				

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### **Consolidated Assets Characteristics**

4. Quarterly Results



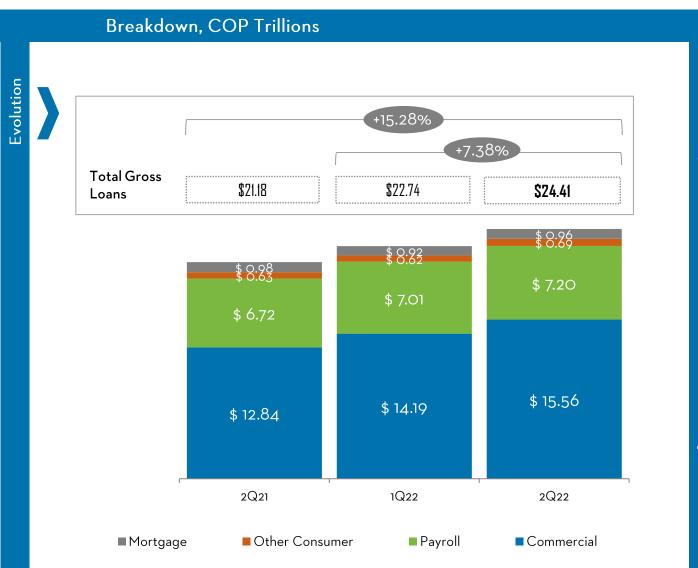


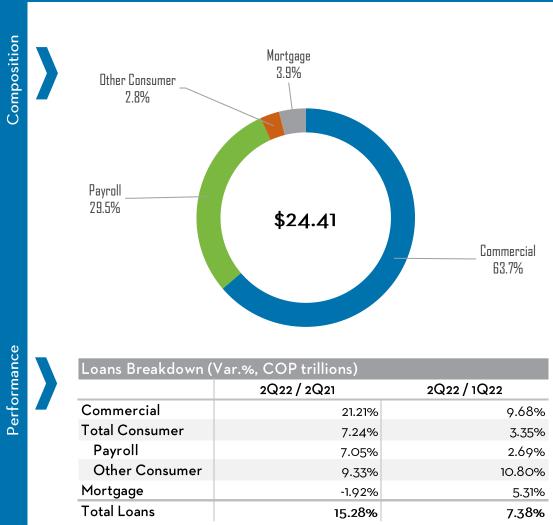
### **Consolidated Gross Loan Portfolio**

4. Quarterly Results

Part.%



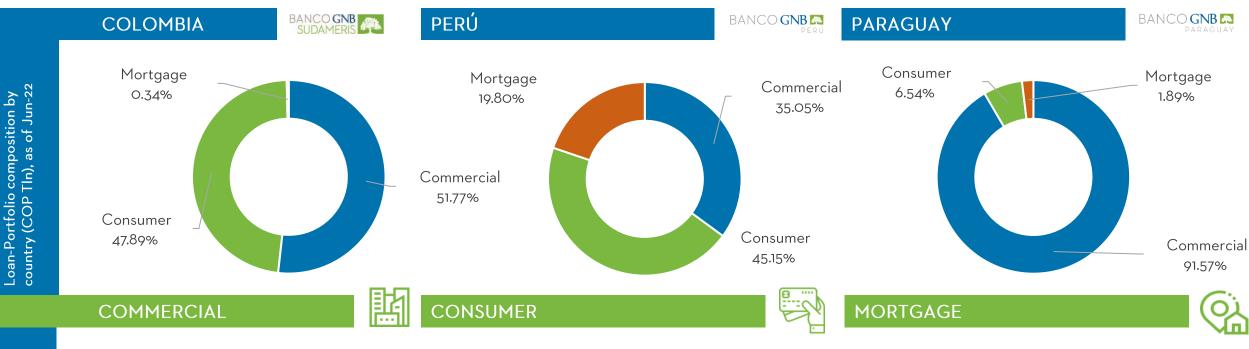


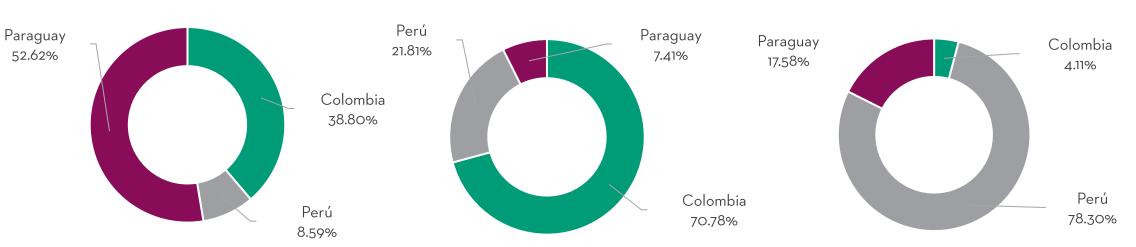


## **Gross Loan Portfolio Composition**

4. Quarterly Results





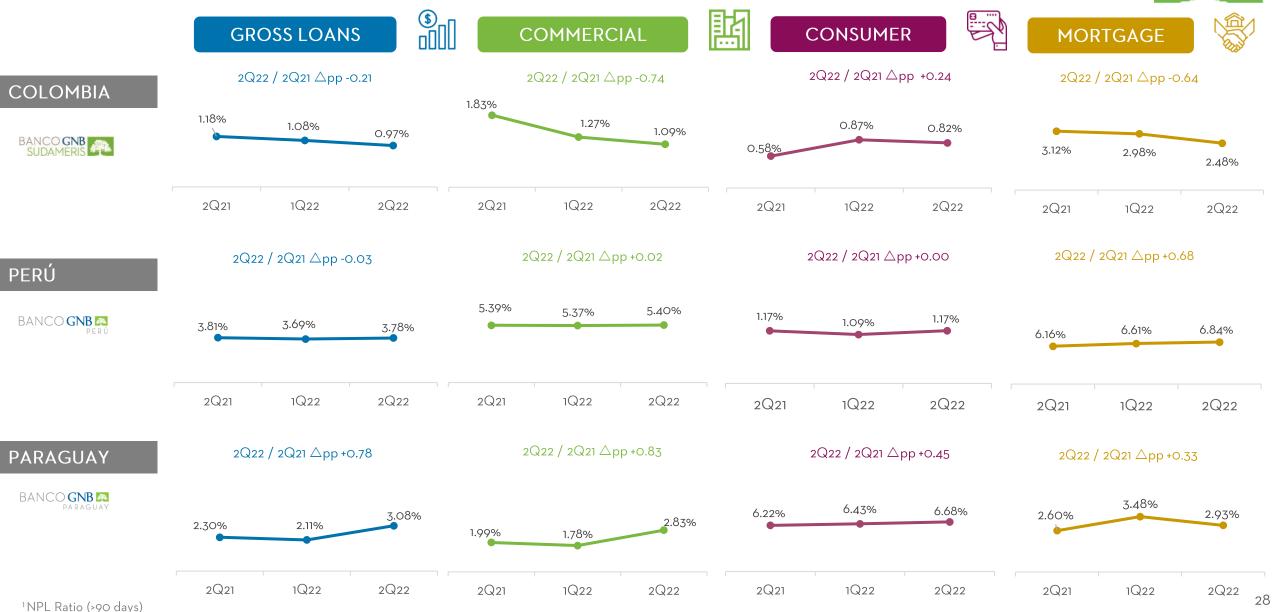




### NPL Ratios<sup>1</sup> Performance

### 4. Quarterly Results





### **Consolidated Provisions & Write-offs**

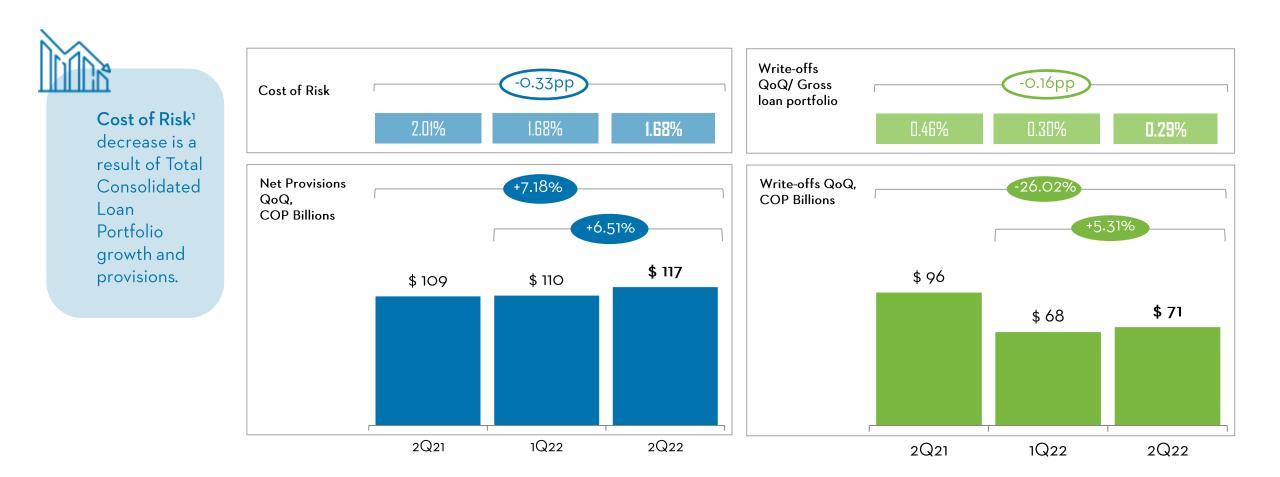
4. Quarterly Results

2Q22, FULL – IFRS



Loan-portfolio Provisions (as of Income Statement)

#### Write-offs

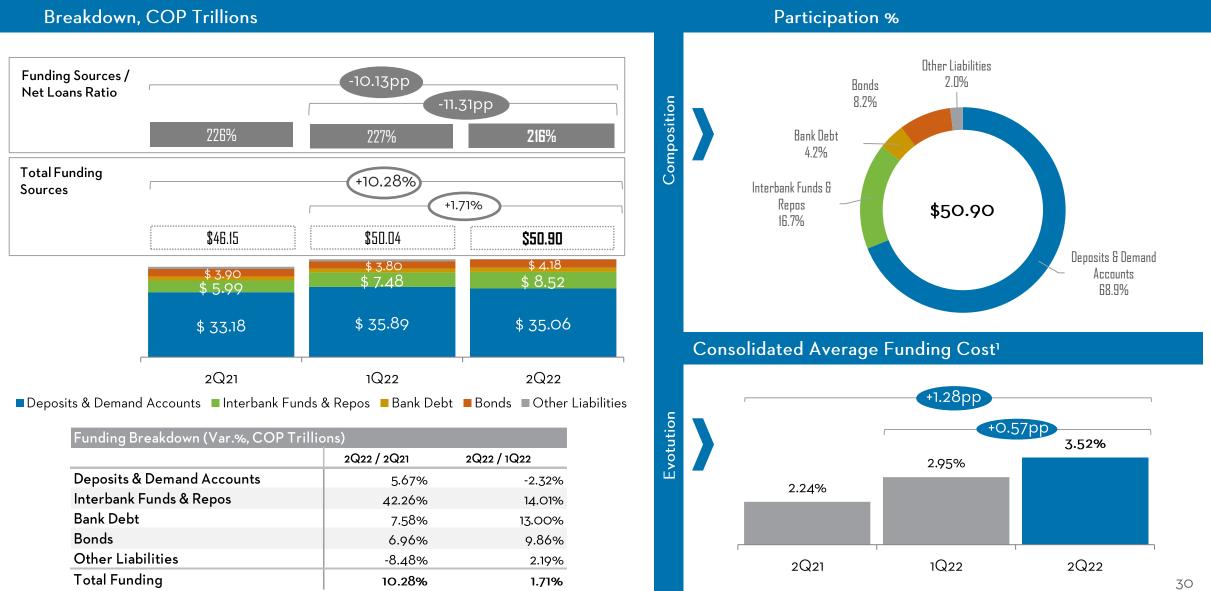


## **Consolidated Funding Sources**

4. Quarterly Results

2Q22, FULL – IFRS





<sup>1</sup> The increase in Funding Cost is a result of Banco de la República interest rate increase.

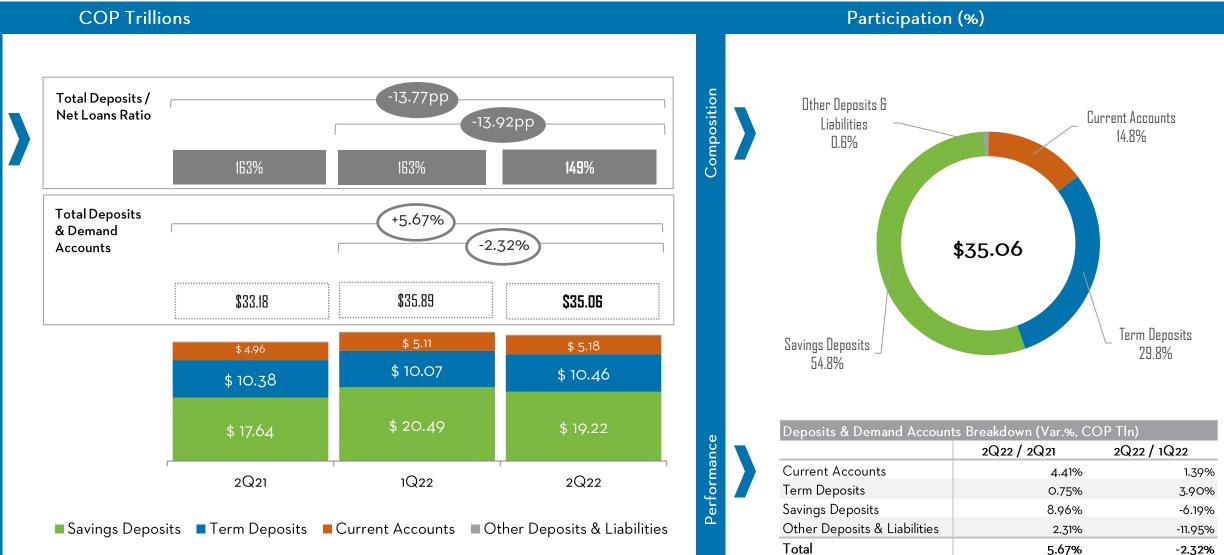
Evolution

## **Consolidated Deposits & Demand Accounts**

Evolution

4. Quarterly Results





### **Consolidated Technical Capital**

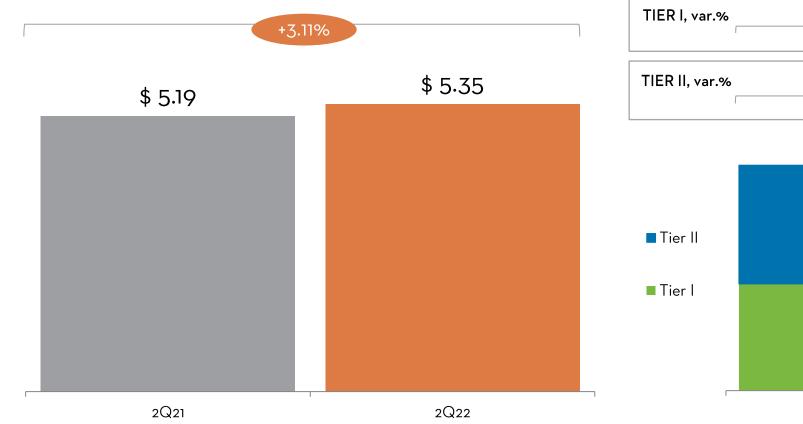
4. Quarterly Results

2Q22, FULL – IFRS



#### Technical Capital (COP Trillions)

#### Technical Capital Breakdown (COP Trillions)





## **Consolidated Solvency**

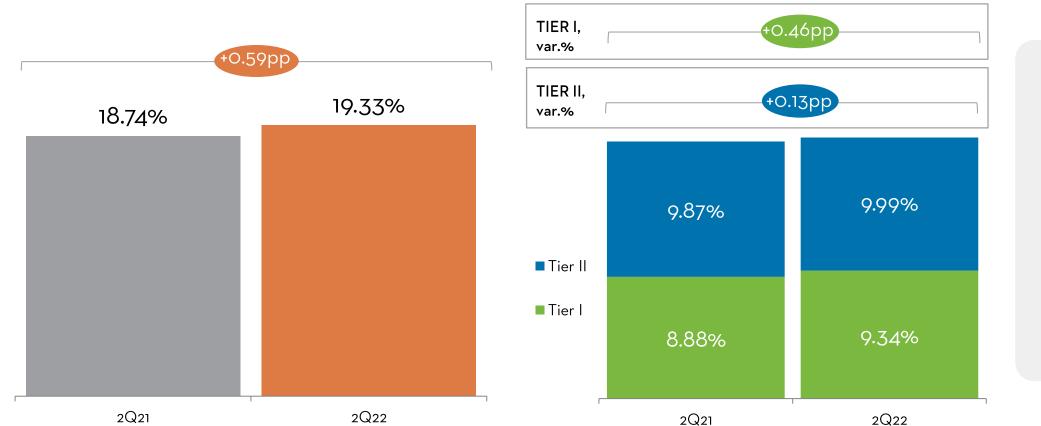
### 4. Quarterly Results

2Q22, FULL – IFRS



Solvency Ratio<sup>1</sup> (%)





#### Basel III<sup>2</sup>

Basel III capital standards began to take effect in Colombia as of January 2021 and gradually increase over the next four years.

The Bank continues to comply, as it has always done, with minimum solvency ratios required by regulators authorities<sup>2</sup>.

<sup>1</sup> Solvency Ratio = Technical Equity / Risk Weighted Assets.

<sup>2</sup> In Colombia, 2022 minimum required levels are 9.750% in Total Solvency and 5.250% in Tier 1.

## **Consolidated Margins**

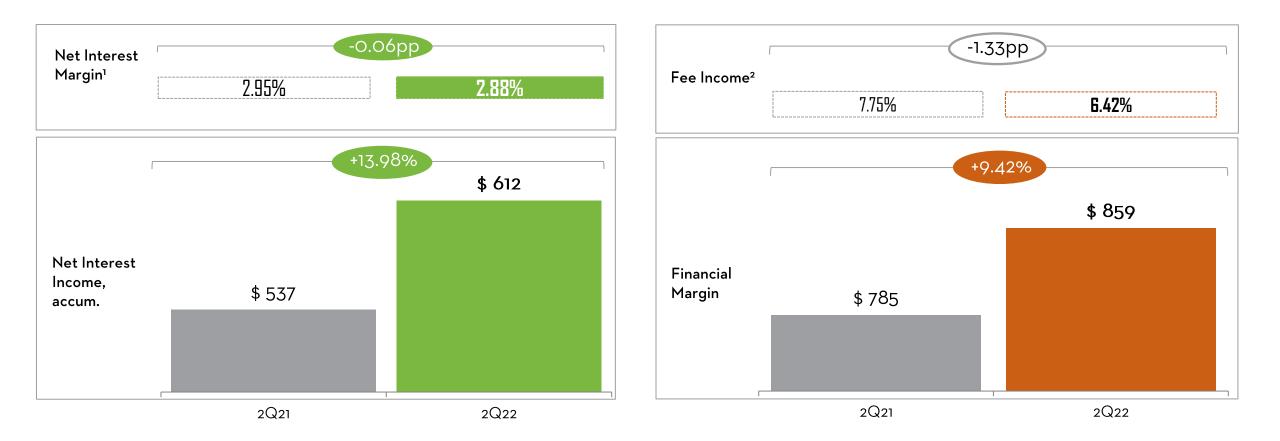
4. Quarterly Results

2Q22, FULL – IFRS



#### Net Interest Income (COP Billions)





<sup>1</sup>Net Interest Margin (%) = Received Interests (\$) + Valuation Income (\$) – Paid Interests (\$) / Productive Assets (\$) <sup>2</sup>Fee Income (%) = Received Fees (\$) – Paid Fees (\$) / Total Income (\$)

## **Consolidated Expenses & Net Income**

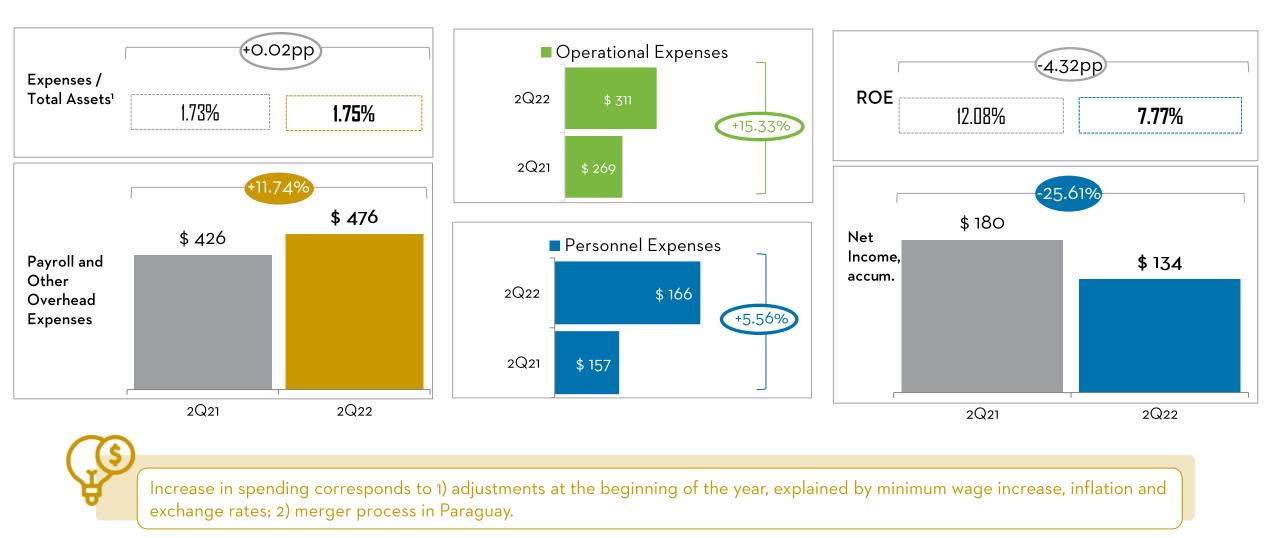
4. Quarterly Results

2Q22, FULL – IFRS



#### Payroll and Other Overhead Expenses (COP Billions)

#### Net Income (COP Billions)







COP Billions

	Accum. 2Q21	Accum. 2Q22	Accum. 2Q22 / Accum. 2Q21
INTEREST RECEIVED	\$ 1,045	\$ 1,467	40.3%
INTEREST PAID	\$ 509	\$ 855	68.1%
NET INTEREST INCOME	\$ 537	\$ 612	14.0%
Comissions, Exchange and Others	\$ 248	\$ 247	-0.4%
FINANCIAL MARGIN	\$ 785	\$ 859	9.4%
Personnel and Administrative Expenses	\$ 426	\$ 476	11.7%
OPERATING MARGIN	\$ 358	\$ 382	6.7%
Provisions and Non-Operational Income	\$ 168	\$ 227	34.8%
PROFIT BEFORE TAX	\$ 190	\$ 155	-18.2%
Provision for Income Tax	\$ 10	\$ 22	112.8%
NET INCOME	\$ 180	\$ 134	-25.61%
Exchange Rate (TRM)	\$ 3,749	\$ 4,151	10.74%



COP Trillions

	2Q21	2Q22	△ Jun-22 / Jun-21
CASH AND BANKS	\$ 6.90	\$ 8.62	24.87%
INTERBANK FUNDS	\$ 8.76	\$ 8.05	-8.16%
INVESTMENTS	\$ 10.33	\$ 10.82	4.77%
LOANS	\$ 20.40	\$ 23.55	15.44%
OTHER ASSETS	\$ 2.98	\$ 3.36	12.62%
TOTAL ASSETS	\$ 49.38	\$ 54.40	10.17%
DEPOSITS AND DEMAND ACCOUNTS	\$ 33.18	\$ 35.06	5.67%
INTERBANK FUNDS AND REPOS	\$ 5.99	\$ 8.52	42.26%
BANK DEBT	\$ 1.98	\$ 2.13	7.58%
BONDS	\$ 3.90	\$ 4.18	6.96%
OTHER LIABILITIES	\$ 1.10	\$ 1.01	-8.48%
TOTAL LIABILITIES	\$ 46.15	\$ 50.90	10.28%
TOTAL EQUITY	\$ 3.22	\$ 3.50	8.63%
TOTAL LIABILITIES AND EQUITY	\$ 49.38	\$ 54.40	10.17%
Exchange Rate (TRM)	\$ 3,749	\$ 4,151	10.74%

## **Consolidated Capital Adequacy**

5. Appendix



COP Trillions

	2Q21	2Q22	△ 2 <b>Q22 / 2Q2</b> 1
Technical Capital	\$ 5.19	\$ 5.35	3.11%
Tier I	\$ 2.46	\$ 2.58	5.18%
Tier II	\$ 2.73	\$ 2.76	1.25%
Risk-Weighted Assets	\$ 27.67	\$ 27.66	-0.02%
Capital Ratios (%)			riangle, pp
Solvency Ratio	18.74%	19.33%	0.59
Tier I	8.88%	9.34%	0.46
Tier II	9.87%	9.99%	0.13
Exchange Rate TRM, eop (end-of-period)	\$ 3,749	\$ 4,151	10.74%

5. Appendix



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NPL Ratio (>90d)	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	∆2Q22/ 2Q21
Colombia								riangle, pp
Gross Loan Portfolio	1.32%	1.42%	1.18%	1.13%	1.11%	1.08%	0.97%	(0.21)
<b>Commercial Loans</b>	2.08%	2.02%	1.83%	1.58%	1.54%	1.27%	1.09%	(0.74)
Consumer Loans	0.66%	0.88%	0.58%	0.67%	0.66%	0.87%	0.82%	0.24
Mortgage Loans	3.73%	3.57%	3.12%	2.74%	2.95%	2.98%	2.48%	(0.64)
Perú								riangle, pp
Gross Loan Portfolio	3.71%	3.66%	3.81%	3.69%	3.87%	3.69%	3.78%	(0.03)
<b>Commercial Loans</b>	4.40%	5.30%	5.39%	5.59%	5.47%	5.37%	5.40%	0.02
Consumer Loans	0.97%	0.86%	1.17%	1.12%	1.34%	1.09%	1.17%	0.00
Mortgage Loans	7.22%	6.23%	6.16%	5.58%	6.36%	6.61%	6.84%	0.68
Paraguay								riangle, pp
Gross Loan Portfolio	2.04%	2.81%	2.30%	2.31%	2.03%	2.11%	3.08%	0.78
Commercial Loans	2.00%	2.38%	1.99%	1.99%	1.73%	1.78%	2.83%	0.83
Consumer Loans	3.85%	7.59%	6.22%	6.21%	5.94%	6.43%	6.68%	0.45

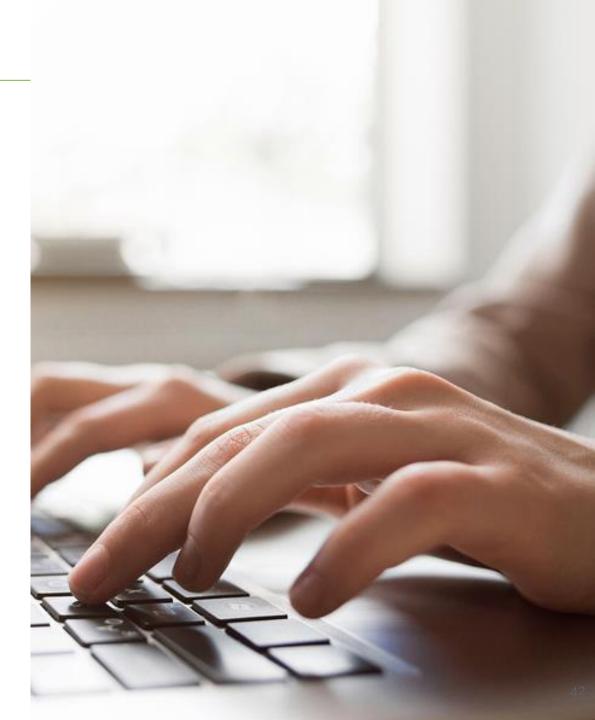


GNB Sudameris Senior / Subordinated International & Local Debt Ratings								
	2017 Tier II -	2017 Tier II -	2021 Tier II -					
	Subordinated Bond	Subordinated Bond	Subordinated -Basel					
	(USD)	(COP)	III Bond (USD)					
Fitch Ratings	BB	BB	BB-					
Moody's	Вı	Вı	B2(hyb)					
GNB Sudameris Local Ra	GNB Sudameris Local Ratings							
Value & Risk Rating	Long Term	AA+						
	Short Term							
BRC Standard & Poor's	Long Term							
	Short Term							

# Glossary

- Cost of risk = Net recovery provisions (expense) / Total loan portfolio
- Deliquency Ratio = Past loans >30 days / Total loans
- Efficiency Ratio = Operative Expenses / Financial Margin
- Expenses / Total Assets = Payroll and other overhead / Total Assets
- Fee Income = Received Fees Paid Fees / Total Income
- Financial Margin = Received Interests + Valuation Income Paid Interests
- Intermediation Margin = Received Interests + Valuation Income Paid Interests / Total Income
- Liquidity Ratio = Deposit Surpluses / Total Deposits
- Net Interest Margin = Received Interests + Valuation Income Paid Interests / Productive Assets
- NIM = Financial Margin (12 months) / Average Productive Assets
- NPL = Non-Performing Loans >90 days
- NPL Ratio = NPL / Total Loans
- Past-Due Loans = All loans at least 31 days past due.
- Past-Due Loans Ratio = Past-Due Loans / Total Loans.
- Past-Due Loan Coverage Ratio = Provisions / Past-Due Loans.
- **Productive Assets** = Investments, Loans, Interbank Repos, etc.
- Risk Ratio = Loans Qualified as BCDE or Portfolio other than "A" / Total Loans Portfolio.
- **Risk Coverage** = Provisions / Loans Qualified as BCDE
- ROAA = Net Income (4 quarters) / Average Assets
- ROAE = Net Income (4 quarters) / Average Equity
- Solvency Ratio = Technical Equity / Risk Weighted Assets







### **Investor Relations**

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