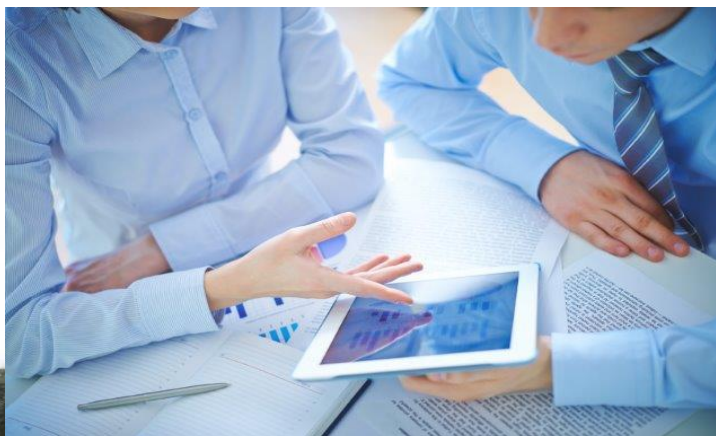


# Institutional Presentation

DECEMBER 2016



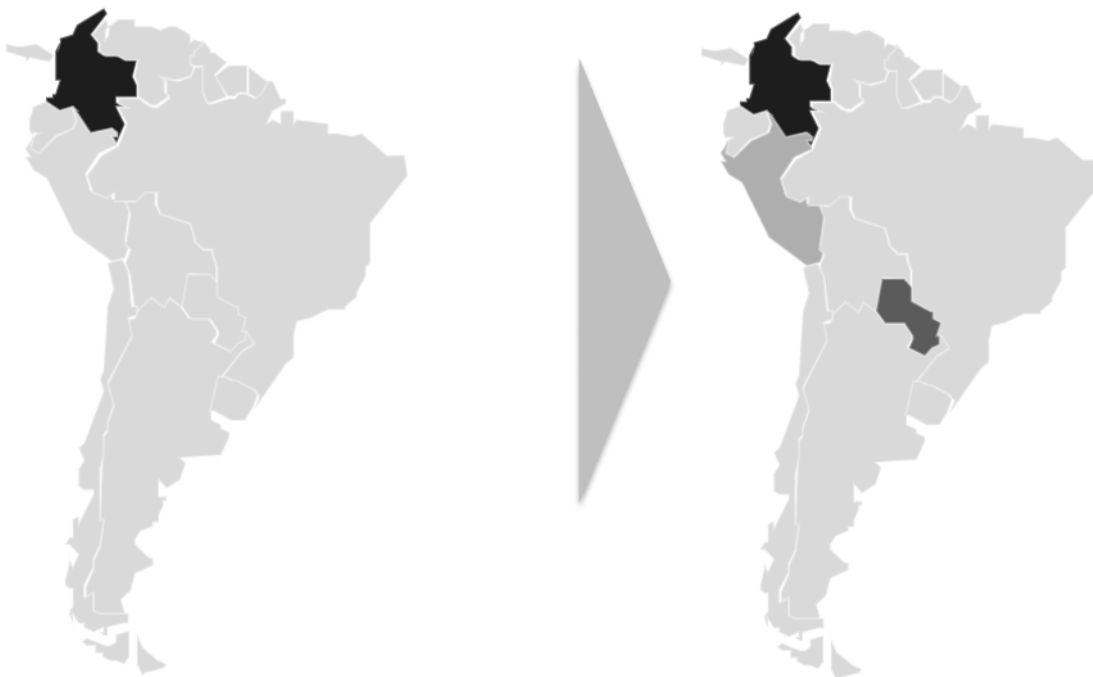


- 1 Overview of the Bank
- 2 National and Regional Economies
- 3 History and Structure
- 4 Results of Banco GNB Sudameris
- 5 Affiliates in Colombia
- 6 Affiliates Outside Colombia
- 7 Consolidated Information

## Banco GNB Sudameris Consolidado – Visión General

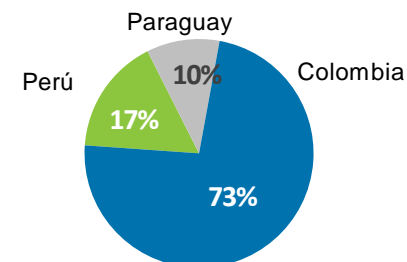
### Description

- GNB Sudameris is a leading, pan-regional banking franchise with a solid platform in Colombia, Peru and Paraguay.
- GNB Sudameris focuses on the Colombian market, where is one of the five leaders in payroll installment lending agreements, and the quality indicators are therefore among the most solid in the market..
- Paraguay and Peru have recently been integrated into GNB Sudameris, thus achieving very attractive geographical diversification.

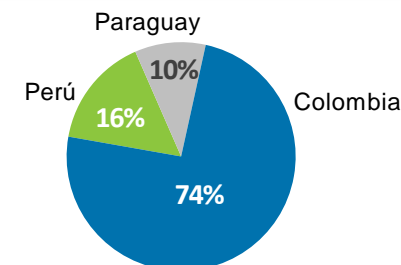


### Phase of Regionalization

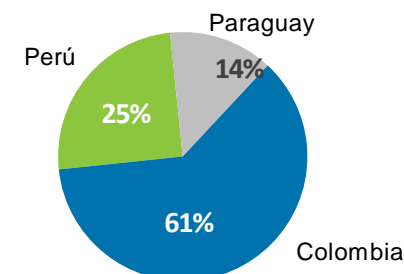
#### Assets



#### Liabilities



#### Equity



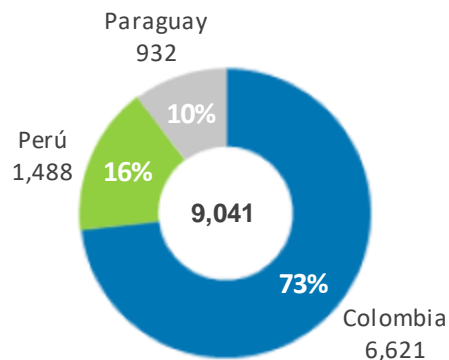
\*Figures at 12/2016

\*Exchange rates used to convert results at 12/2016 were as follows: \$3,000.71 COP/USD, \$3.36 PEN/USD and \$5,766.93 PYG/USD

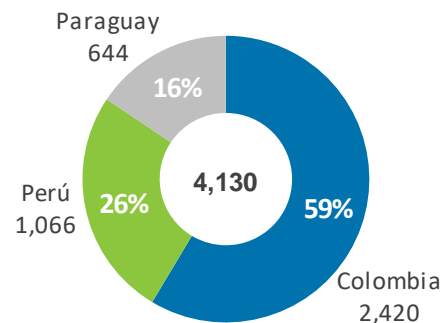
## Highlights of the Banks acquired

- In 2013, GNB Sudameris completed the acquisition of HSBC Paraguay and HSBC Peru.
- In 2014 GNB Sudameris completed the acquisition of HSBC Colombia, creating Banco GNB Colombia.
- In October 2014, Banco GNB Colombia was merged into GNB Sudameris.

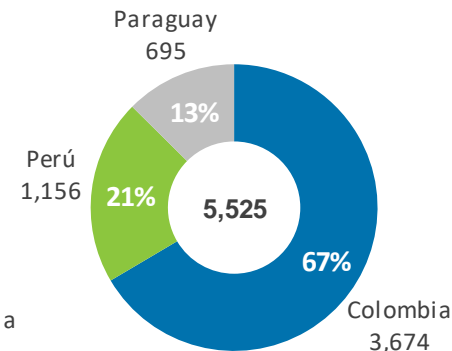
Total Assets (US \$million)



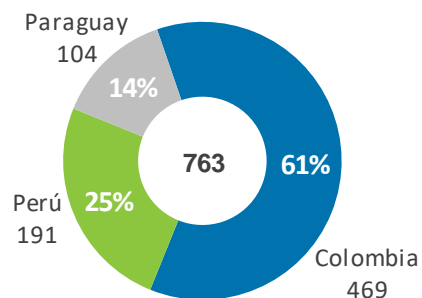
Loans (US \$million)



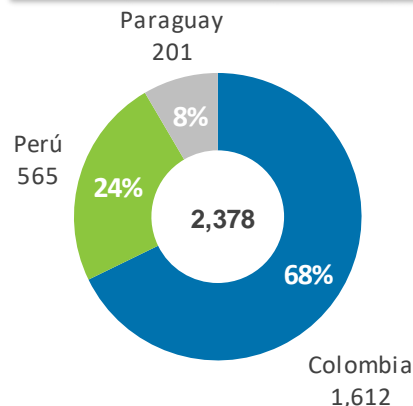
Deposits (US \$million)



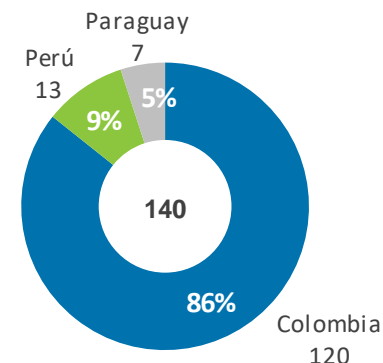
Equity (US \$million)



Employees



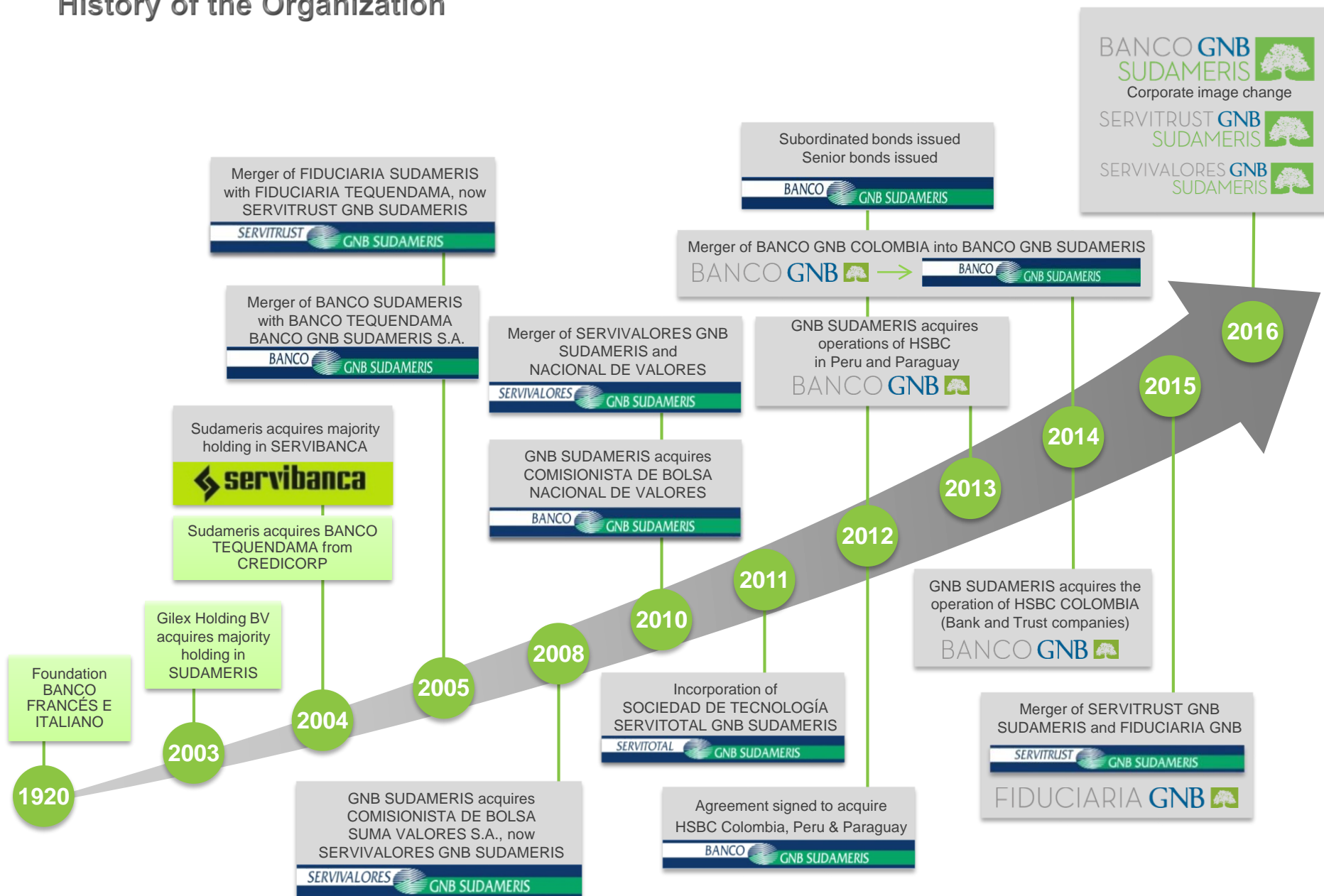
Branches



\*Figures at 12/2016

\*Exchange rates used to convert results at 12/2016 were as follows: \$3,000.71 COP/USD, \$3.36 PEN/USD and \$5,766.93 PYG/USD

## History of the Organization



## Shareholding Structure of the Bank and its Affiliates



Banco GNB Sudameris	
Gilex Holding B.V.	94.72%
Banco de Sabadell	4.99%
Others	0.29%

### AFFILIATES IN COLOMBIA

Servibanca	
Banco GNB Sudameris	88.49%
Others	11.51%

Servivalores	
Banco GNB Sudameris	94.99%
Others	5.01%

Servitrust	
Banco GNB Sudameris	97.34%
Others	2.66%

Servitotal	
Banco GNB Sudameris	94.80%
Others	5.20%

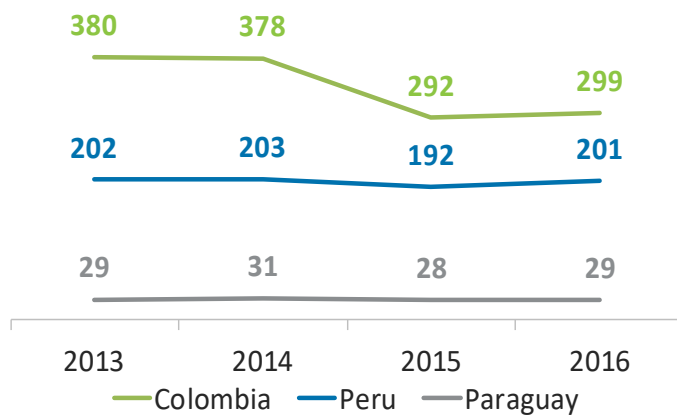
### AFFILIATES OUTSIDE COLOMBIA

Banco GNB Paraguay	
Banco GNB Sudameris S.A.	99.96%
Others	0.04%

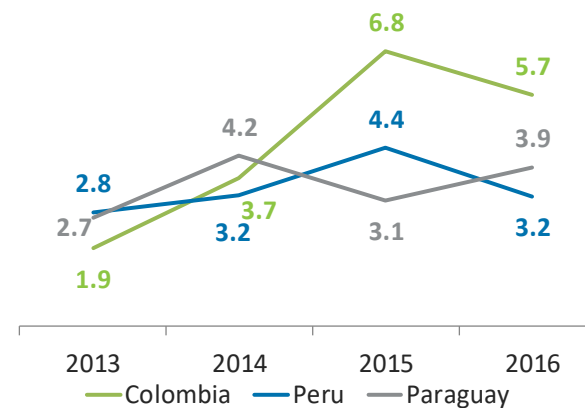
Banco GNB Perú	
Banco GNB Sudameris S.A.	99.99%
Others	0.01%

### Economic Indicators

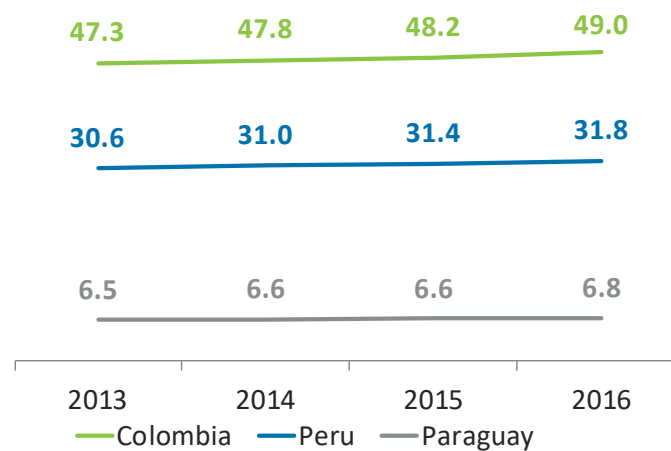
GDP total (USD BN)



Inflation (%)



Population (million)



## Highlights – Last 3 Years

### Banco GNB Sudameris - Individual

COP million	dic-14	dic-15	dic-16	VAR %
Total Assets	17,501,377	19,620,629	19,866,911	1.3%
Investments	6,221,134	6,053,078	5,720,760	-5.5%
Loans	6,808,995	7,330,880	7,260,679	-1.0%
Deposits	11,264,333	11,235,268	11,025,942	-1.9%
Bank Debt.	1,187,612	1,179,782	1,124,359	-4.7%
Equity	1,140,285	1,252,492	1,406,229	12.3%
Profit	117,318	150,061	171,474	14.3%

USD million	dic-14	dic-15	dic-16	VAR %
Total Assets	7,315	6,230	6,621	6.3%
Investments	2,600	1,922	1,906	-0.8%
Loans	2,846	2,328	2,420	4.0%
Deposits	4,708	3,567	3,674	3.0%
Bank Debt.	496	375	375	0.0%
Equity	477	398	469	17.8%
Profit	49	48	57	19.9%



## Leading Indicators

### Branches



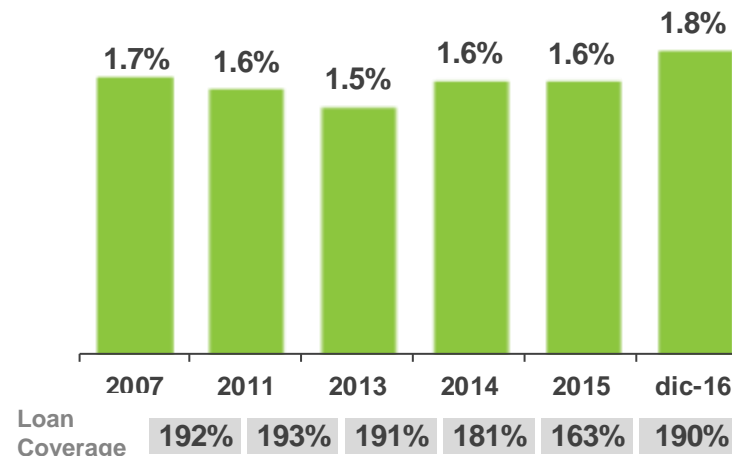
Cities

Year	2007	2011	2013	2014	2015	dic-16
Cities	11	18	19	19	20	20

Employees

Year	2007	2011	2013	2014	2015	dic-16
Employees	930	1,011	1,114	1,517	1,607	1,612

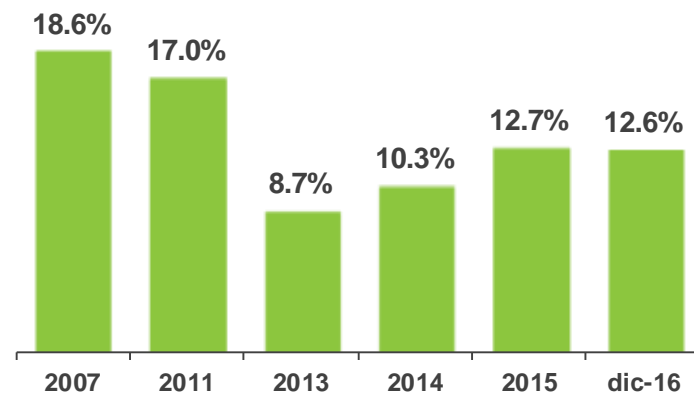
### Past Due Accounts



Loan Coverage

Year	2007	2011	2013	2014	2015	dic-16
Loan Coverage	192%	193%	191%	181%	163%	190%

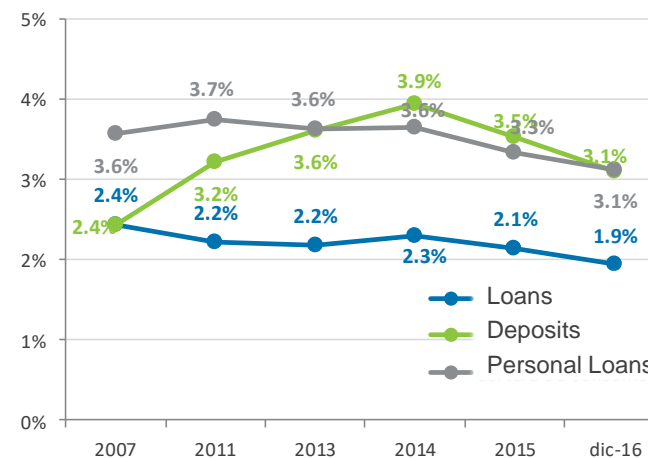
### ROE



Capital Ratio

Year	2007	2011	2013	2014	2015	dic-16
Capital Ratio	10%	11%	18%	18%	18%	18%

### Market share



### Performance Indicators

#### Performance indicators

	dic-15	dic-16
% Interest-bearing assets / Total assets	91.8%	89.3%
% Expenses / Productive assets	1.6%	1.6%
% Share, loans in the banking system (*)	2.2%	1.9%
% Share, consumer loans in the banking system (*)	3.4%	3.1%
% Share, deposits in the banking system (*)	3.8%	3.1%
% Past due accounts	1.6%	1.8%
% Loans at risk (B+C+D+E)	4.0%	5.9%
% Loan coverage	163.1%	190.4%
Roe - Annual equivalent	12.7%	12.6%
Capital ratio	17.5%	17.7%
% Liquidity	44.4%	43.5%
Number of Affiliates	6	6
Service points for the public	132	120
Number of cities	20	20

#### Loan indicators

Capital ratios	sep-15	dic-15	dic-16
Tier I / RWA	9.2%	9.0%	9.7%
Tier II / RWA	8.9%	8.5%	8.2%
Total solvency	18.1%	17.5%	17.9%

RWA - Risk weighted assets

Loans - aging	sep-15	dic-15	dic-16
<b>Past-due accounts</b>	<b>1.93%</b>	<b>1.63%</b>	<b>1.81%</b>

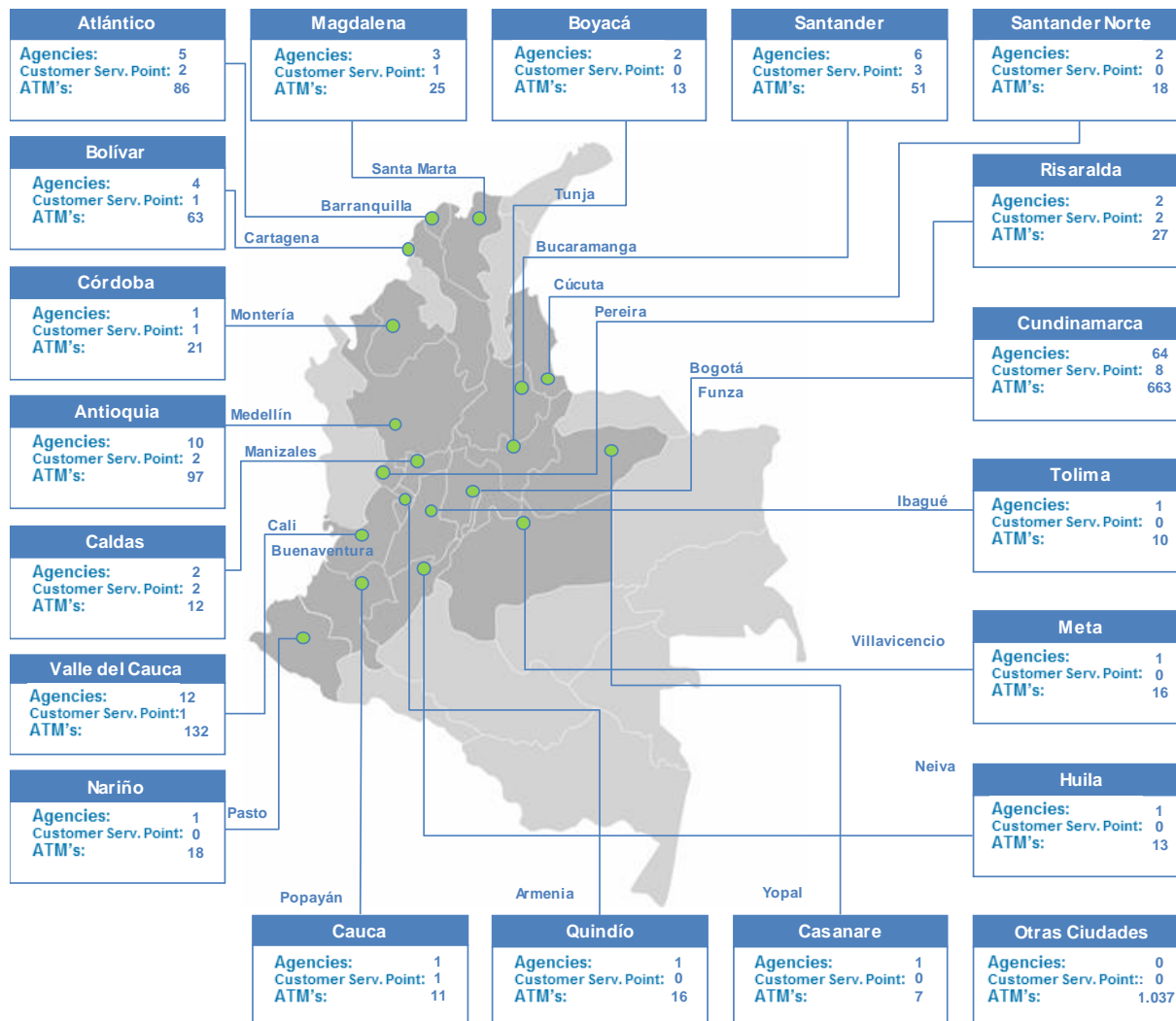
Past due indicator: Past-due loans/Gross loans

Past-due: >30 days

Loans - tranches	sep-15	dic-15	dic-16
Commercial	56.9%	58.0%	55.6%
Consumer	42.6%	41.5%	43.9%
Other	0.53%	0.52%	0.52%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## Banking Network

### Network Map



### Banking Network

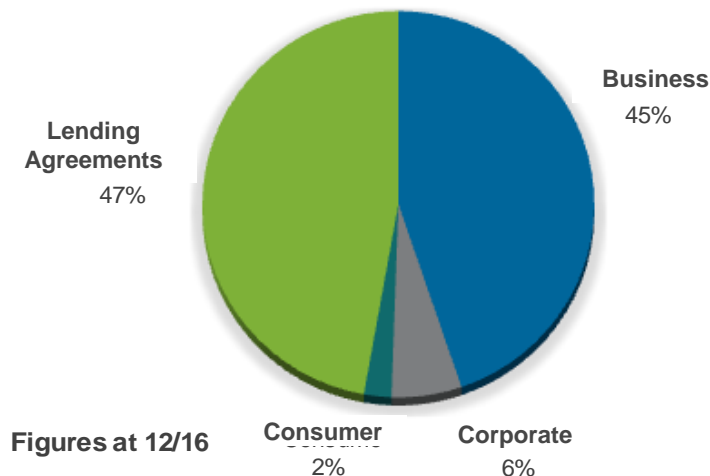
City	Agencies*	Customer Serv. Point	ATM's	Total
Bogota	64	8	663	735
Cali	11	1	125	137
Medellin	10	2	97	109
Barranquilla	5	2	86	93
Cartagena	4	1	63	68
Bucaramanga	6	3	51	60
Santa Marta	3	1	25	29
Pereira	2	2	27	31
Monteria	1	1	21	23
Cucuta	2	0	18	20
Pasto	1	0	18	19
Villavicencio	1	0	16	17
Manizales	2	2	12	16
Armenia	1	0	16	17
Tunja	2	0	13	15
Neiva	1	0	13	14
Popayan	1	1	11	13
Ibague	1	0	10	11
Buenaventura	1	0	7	8
Yopal	1	0	7	8
Other cities	0	0	1,037	1,037
<b>Total</b>	<b>120</b>	<b>24</b>	<b>2,336</b>	<b>2,480</b>

December 2016

\* Includes Branches and Collection points

### Evolution of Loans

Lending focused on high quality and profitability



#### Characteristics

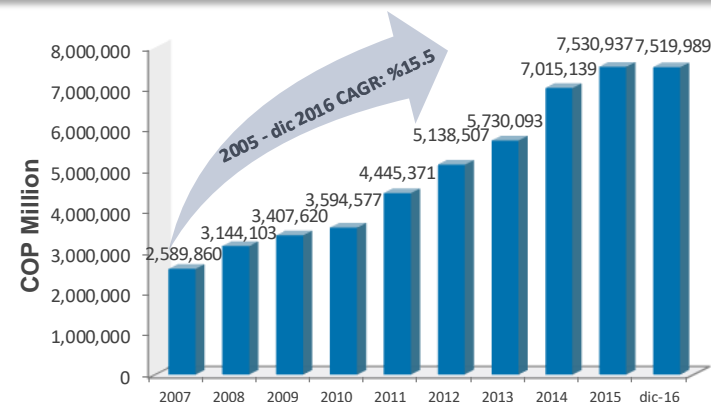
- Highly-diversified portfolio with low concentration of debtors and economic sectors
- 476 agreements with a focus on high-quality, stable sectors (armed forces, social security, pensioners)

Low level of past-dues; high level of cover

(%)	GNB Sudameris		System	
	dic-15	dic-16	nov-15	nov-16
<b>COMERCIAL LOANS</b>				
Classification of past-due	1.1	0.5	2.3	2.5
Coverage of past-dues	155.7	399.8	164.3	163.8
Risk Quality	4.5	7.1	6.4	8.4
Risk Coverage	37.7	30.3	59.1	49.5
<b>PERSONAL LOANS</b>				
Classification of past-due	2.4	3.4	4.6	5.2
Coverage of past-dues	170.3	150.5	131.7	127.1
Risk Quality	3.2	4.4	7.1	7.9
Risk Coverage	125.2	115.0	85.5	83.1
<b>TOTAL LOANS</b>				
Classification of past-due	1.6	1.8	3.0	3.3
Coverage of past-dues	163.1	190.4	145.8	142.3
Risk Quality	4.0	5.9	6.4	7.8
Risk Coverage	67.2	58.2	68.8	60.6

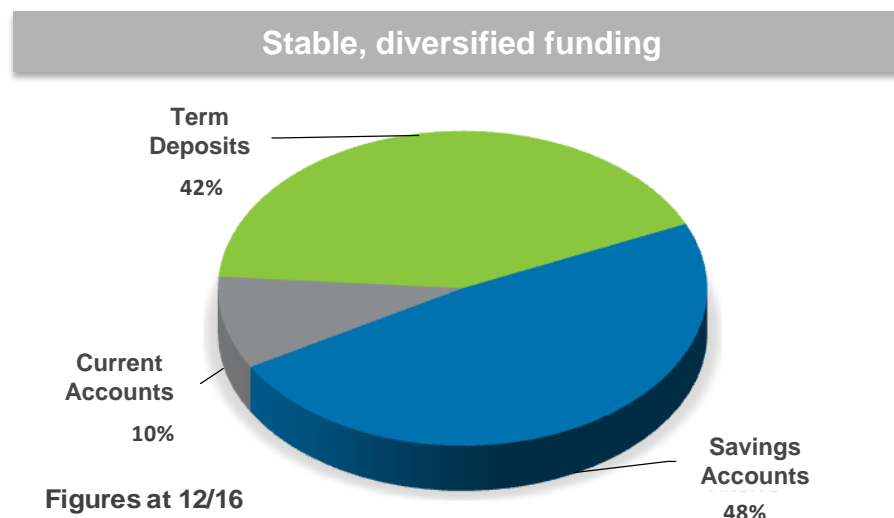
Source: Asobancaria

#### Evolution of loan portfolio



VARIAC. %	2007	2008	2009	2010	2011	2012	2013	2014	2015	dic-16
<b>SYSTEM</b>	24,1%	18,6%	2,5%	23,1%	25,6%	15,6%	12,8%	16,7%	15,6%	12,6%
<b>BANK</b>	18,9%	21,4%	8,4%	5,5%	23,7%	15,6%	10,5%	6,2%	7,8%	0,6%
<b>SHARE</b>	2,4%	2,5%	2,6%	2,3%	2,2%	2,2%	2,2%	2,3%	2,1%	1,9%

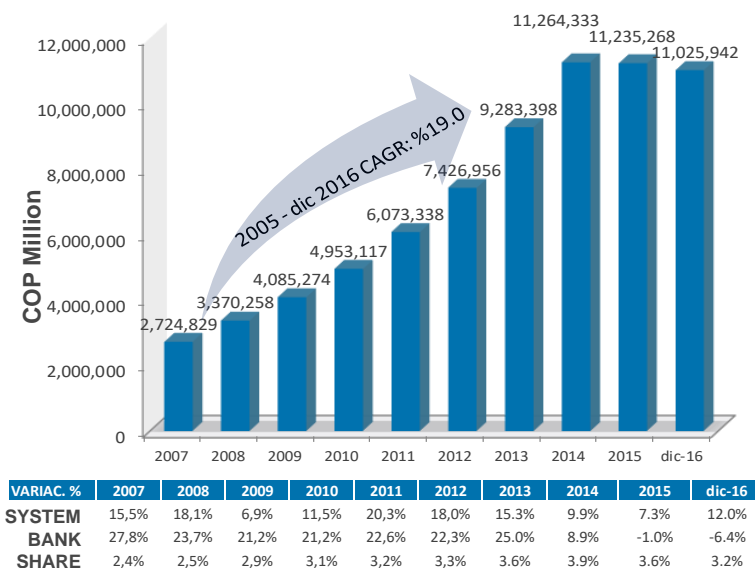
### Evolution of Deposits



#### Characteristics

- High level of TD renewals (85.14% at 12/16)
- Funding through agreements with costumers (average 12+ years of business)
- 473 collection agreements
- Stability and diversification of funding

#### Evolution of Deposits



### Servitrust GNB Sudameris

Came into being with the merger of Fiduciaria Tequendama and Fiduciaria Sudameris in 2005.

In November 2015, Servitrust GNB Sudameris S.A. Absorbed Fiduciaria GNB in a merger.

With wide experience of managing unit investment portfolios, managed trusts and escrows.

As a major strength, it offers a network of service points expanded through several banks:

BBVA, Popular, Agrario, Colpatria, Davivienda, Occidente, Citibank, Bancolombia and Bogotá



COP million	dic-14	dic-15	dic-16
<b>Assets</b>	<b>35,483</b>	<b>58,518</b>	<b>59,499</b>
<b>Liabilities</b>	<b>13,414</b>	<b>11,791</b>	<b>5,980</b>
<b>Equity</b>	<b>22,069</b>	<b>46,727</b>	<b>53,518</b>
<b>Profit</b>	<b>2,356</b>	<b>5,602</b>	<b>6,780</b>

USD million	dic-14	dic-15	dic-16
<b>Assets</b>	<b>14.8</b>	<b>18.6</b>	<b>19.8</b>
<b>Liabilities</b>	<b>5.6</b>	<b>3.7</b>	<b>2.0</b>
<b>Equity</b>	<b>9.2</b>	<b>14.8</b>	<b>17.8</b>
<b>Profit</b>	<b>1.0</b>	<b>1.8</b>	<b>2.3</b>

### Servibanca



Servibanca is a strategic ally of the Bank for the implementation of novel , technology-based products.

Servibanca is a member of the VISA and MASTERCARD franchises; this allows it to provide cash dispensing services for all Colombian and foreign cards.

The company is currently present in more than 620 municipalities. There are over **2,336**ATMs installed across the country

COP million	dic-14	dic-15	dic-16
Assets	107,913	124,494	140,089
Liabilities	38,619	40,038	30,636
Equity	69,294	84,456	109,453
Profit	14,217	17,814	24,990

USD million	dic-14	dic-15	dic-16
Assets	45.1	39.5	46.7
Liabilities	16.1	12.7	10.2
Equity	29.0	26.8	36.5
Profit	5.9	5.7	8.3

### Servivalores GNB Sudameris

On April 4, 2008 Banco GNB Sudameris acquired the securities broker Suma Valores S.A., now Servivalores GNB Sudameris, a specialist with over 20 years' experience engaged solely in operations on Colombian securities exchanges.

On June 28, 2010 Banco GNB Sudameris acquired a majority holding in Nacional de Valores, Comisionista de Bolsa. That same October this company was merged into Servivalores GNB Sudameris.

This affiliate has made it possible to broaden our customers' portfolios through products such as: securities trading and management of surplus liquidity through unit funds.

SERVIVALORES GNB  
SUDAMERIS 

COP million	dic-14	dic-15	dic-16
<b>Assets</b>	37,989	43,581	40,904
<b>Liabilities</b>	6,437	12,545	7,019
<b>Equity</b>	31,552	31,036	33,884
<b>Profit</b>	2,645	1,785	2,137

USD million	dic-14	dic-15	dic-16
<b>Assets</b>	15.9	13.8	13.6
<b>Liabilities</b>	2.7	4.0	2.3
<b>Equity</b>	13.2	9.9	11.3
<b>Profit</b>	1.1	0.6	0.7



### Banco GNB Perú

Started as Banco GNB in October 2013, following the acquisition of Banco HSBC's operations there.



PEN million	dic-14	dic-15	dic-16
<b>Assets</b>	4,369	4,921	4,995
<b>Liabilities</b>	3,869	4,381	4,353
<b>Equity</b>	501	540	641
<b>Profit</b>	31	41	50

Has been operating since 2006. It has 13 Agencies (8 in Lima and 5 in Provinces).

USD million	dic-14	dic-15	dic-16
<b>Assets</b>	1,467	1,443	1,488
<b>Liabilities</b>	1,299	1,284	1,297
<b>Equity</b>	168	158	191
<b>Profit</b>	10	12	15

### Banco GNB Paraguay

Started as Banco GNB in December 2013 following the acquisition of the operations of Banco HSBC in Paraguay.



PYG million	dic-14	dic-15	dic-16
<b>Assets</b>	3,697,294	4,776,216	5,374,094
<b>Liabilities</b>	3,319,415	4,286,489	4,776,088
<b>Equity</b>	377,879	489,727	598,006
<b>Profit</b>	57,757	87,558	107,390

Has operated since 1920: it has 7 Agencies in the country.

USD million	dic-14	dic-15	dic-16
<b>Assets</b>	797.6	822.5	931.9
<b>Liabilities</b>	716.1	738.2	828.2
<b>Equity</b>	81.5	84.3	103.7
<b>Profit</b>	12.5	15.1	18.6

## Consolidated Balance Sheet

COP million	dic-14	dic-15	dic-16
CASH AND BANKS	2,292,378	2,724,391	2,717,890
INTERBANK FUNDS	2,933,070	4,431,757	4,632,467
INVESTMENTS	5,744,579	5,519,870	5,284,971
LOANS	10,662,833	12,635,321	12,556,690
OTHER ASSETS	732,909	786,214	1,037,418
<b>Total Assets</b>	<b>22,365,769</b>	<b>26,097,552</b>	<b>26,229,437</b>
<b>DEPOSITS AND DEMAND ACCOUNTS</b>	<b>15,437,599</b>	<b>16,754,738</b>	<b>16,504,680</b>
Current accounts	1,407,337	1,908,892	1,785,811
Term deposits	7,571,145	8,216,539	8,225,563
Savings deposits	6,349,911	6,433,510	6,272,184
Other deposits and demand accounts	109,206	195,797	221,122
INTERBANK FUNDS AND REPOS	2,372,664	4,016,669	4,523,439
BANK DEBT, LOCAL CURRENCY	521,776	785,666	904,350
BANK DEBT, FOREIGN CURRENCY	796,672	781,203	464,963
BONDS	1,367,921	1,739,315	1,707,614
OTHER LIABILITIES	595,099	529,328	520,654
<b>TOTAL LIABILITIES</b>	<b>21,091,730</b>	<b>24,606,919</b>	<b>24,625,699</b>
<b>TOTAL EQUITY</b>	<b>1,274,039</b>	<b>1,490,633</b>	<b>1,603,738</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>22,365,769</b>	<b>26,097,552</b>	<b>26,229,437</b>

Note: figures full NIIF

## Consolidated Statement of Results (P&amp;L)

COP million	Acum. dic-14	Acum. dic-15	Acum. dic-16
INTEREST RECEIVED, LOCAL CURRENCY	997,508	1,196,257	1,317,494
INTEREST PAID, LOCAL CURRENCY	579,640	702,934	876,761
<b>INTEREST MARGIN, LOCAL CURRENCY</b>	<b>417,868</b>	<b>493,323</b>	<b>440,733</b>
INTEREST RECEIVED, FOREIGN CURRENCY	326,766	449,886	598,837
INTEREST PAID, FOREIGN CURRENCY	120,835	162,735	316,094
<b>INTEREST MARGIN, FOREIGN CURRENCY</b>	<b>205,931</b>	<b>287,151</b>	<b>282,743</b>
<b>TOTAL INTEREST MARGIN</b>	<b>623,799</b>	<b>780,474</b>	<b>723,476</b>
Commissions, Exchange, other	223,613	236,776	289,963
<b>FINANCIAL MARGIN</b>	<b>847,412</b>	<b>1,017,250</b>	<b>1,013,439</b>
Payroll and other overhead	503,776	547,885	571,680
<b>OPERATING MARGIN</b>	<b>343,636</b>	<b>469,365</b>	<b>441,760</b>
Provisions and non-operating income	125,262	166,809	206,739
<b>PROFIT BEFORE TAX</b>	<b>218,374</b>	<b>302,556</b>	<b>235,020</b>
Provision for income tax	63,182	106,771	25,800
<b>NET PROFIT</b>	<b>155,192</b>	<b>195,785</b>	<b>209,220</b>

Note: figures full NIIF

## Capital Ratios and Solvency Indicators – Bank, Consolidated

## Bank Solvency, consolidated

ITEM	dic-14	dic-15	dic-16
<b>Risk-weighted asset</b>	<b>12,467,793</b>	<b>15,423,564</b>	<b>15,363,929</b>
Tier I	833,872	906,226	980,089
Tier II	723,479	911,308	910,289
<b>Computable capital</b>	<b>1,557,350</b>	<b>1,817,534</b>	<b>1,890,378</b>
<b>Basic capital ratio</b>	<b>6.69%</b>	<b>5.88%</b>	<b>6.38%</b>
<b>Total capital ratio</b>	<b>12.49%</b>	<b>11.78%</b>	<b>12.30%</b>

## Total loan indicators - Conglomerate

	dic-14	dic-15	dic-16
<b>Quality indicator &gt; 90 days</b>	<b>1.24%</b>	<b>1.40%</b>	<b>1.43%</b>
<b>Coverage of past-dues</b>	<b>191.50%</b>	<b>172.28%</b>	<b>188.28%</b>
<b>Risk indicator</b>	<b>3.35%</b>	<b>3.88%</b>	<b>6.08%</b>
<b>Risk coverage</b>	<b>98.99%</b>	<b>85.32%</b>	<b>65.41%</b>

Figures in COP million

# Institutional Presentation

