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• About Us

Corporate Identity

1. About Us



A multinational private financial conglomerate with 8 companies:



A bank and 5 subsidiaries in Colombia: specialized in ATMs, trust services, brokerage, administrative services and merchant banking,



And 2 regional subsidiaries with banking operations in Perú and Paraguay.

Outstanding payroll-loan expertise

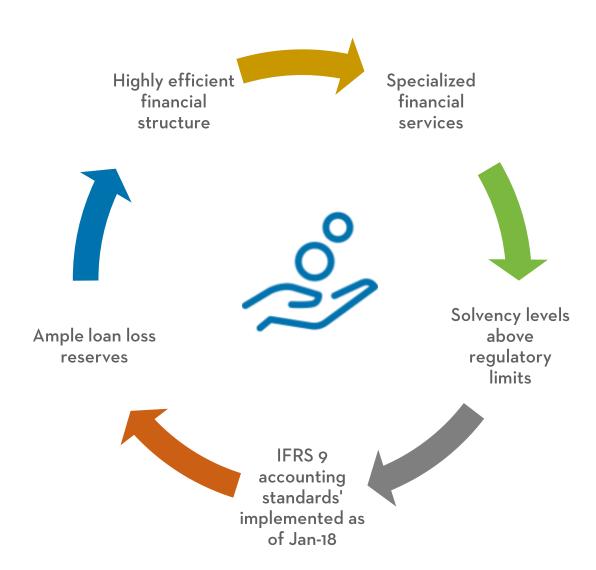
Focused on SMEs and development loans

Stable deposit base through agreements

Conservative risk management profile

Broad banking and ATM's network

Strong and committed shareholders' support



Footprint

1. About Us



We cover 90% of the Colombian territory, through our strong ATMs & banking network

We are the first Colombian bank to enter Perú and Paraguay with a full banking license



Business Model

1. About Us



Consolidated data, as of Dec-20:

Consolidated data as of Dec-20, COP Trillions:

Subsidiaries





Branches





Assets

Deposits

Cities & towns

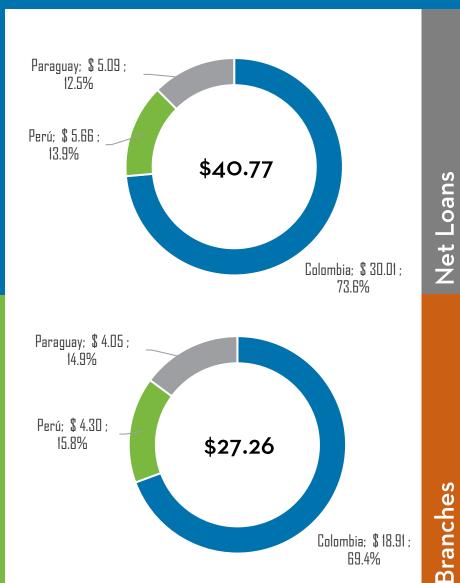


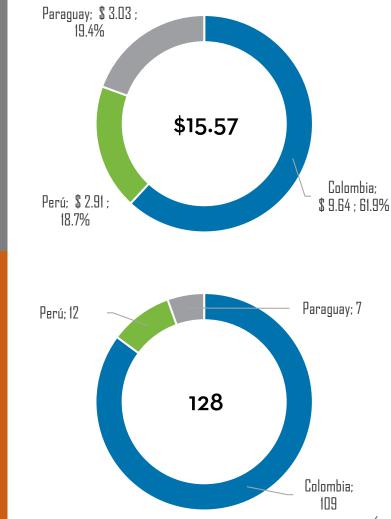


Employees

2520









2.Summary

Paraguay merger advance

2. Summary



Banco GNB Paraguay S.A. formalized the 100% stock package acquisition of Banco BBVA Paraguay S.A. for USD 251 million, thus initiating the merger by absorption process.

- The Bank received from the control and surveillance entities in Colombia and Paraguay, the respective authorizations for the acquisition of Banco BBVA in Paraguay by Banco GNB Paraguay.
- Consequently, the purchase transaction was carried out on January 22, 2021.
- The operation was financed with own cash resources, from Paraguay* and Colombia, including previous years' capital injections and profits retention**, and without new debt issuances.
- The merger by absorption operation will materialize in the course of the following six months after the purchase, thus becoming one: Banco GNB Paraguay S.A.
- While the merger process is taking place, Banco BBVA Paraguay will be temporarily renamed as Banco GNB in Merger Process.
- While this process lasts, both entities, Banco GNB Paraguay and Banco GNB in Merger Process, will continue to operate independently with absolute normality. Its products and services remain current and unaltered.



- The operations of both banks are complementary; the new acquisition will represent for Banco GNB Paraguay the addition of a relevant consumer portfolio and diversification of funding sources, with an added retail deposit base that will provide stability.
- The merger will enrich Banco GNB Paraguay 's financial services supply, and will continue strengthening the Financial Conglomerate position at regional level.
- We estimate that the merged Bank will become the first entity in Paraguay by level of deposits, second by assets and loan-portfolio, and third by equity.

^{*} In August 2019, Banco GNB Paraguay closed an agreement with Grupo Vierci for its incorporation as a minority shareholder in the Bank's capital stock, which corresponds to a 32% stake, for a value of USD 173 mln.

^{**} At the beginning of 2020, majority shareholders made a USD 50 mln capitalization, followed by 2019 profits retention for USD 35.9 M.

2. Summary



Focus on merger, e-banking and quality

- Focus on the merger by absorption process in Paraguay.
- Continue with the digital transformation process.
- Strict control in delinquency levels.
- Continue with the strictly monitoring of our clients' situation, as well as macroeconomic and financial conditions, complying with contingency regulations and biosecurity protocols required by national and local authorities, according to the context in which we operate.
- Strengthening all subsidiaries' operations, as well as technological developments, to provide a better service to our customers and leverage greater efficiencies.
- Managing adequate profitability margins with minimal risk exposure.
- Maintain niches and strengthen current business lines.

- The preservation of trust and closeness with customers, as well as the continuous improvement of service policies, will continue to be a priority.
- Strengthening the funding and increasing the cross sales and bancassurance positioning.
- Keep the channel network updated and competitive.
- Ensuring permanence and sustainable growth in the long term, with appropriate levels of loan-portfolio and capital.

Sustainability and responsible development

- It is planned to start measuring the carbon footprint of the Bank and its subsidiaries within its sustainability practices.
- We remain as an active member of the Green Protocol Committee, an agreement signed between the Colombian Government and the Financial Sector (Asobancaria) to facilitate the union of responsible environmental efforts and practices with sustainable development.

2. Summary





Net Interest Income

As a result of the Bank's financial performance, quarterly Net Interest Income - NII - increased 27.82% y/y in 4Q20, generating COP 215 bln in the quarter and COP 949 bln accumulated in 2020, meaning 5.51% more than in 2019.



Economic context

- Due to the fact that the COVID-19 Pandemic remains latent amid new waves and strains of contagion, and the expectations around the effectiveness of vaccines to contain the spread of the virus.
- Despite some recovery evidence, economic activity remains weak to moderate.
- Inflation and interest rates remain unusually low, while unemployment is high.



Loans Placement

- Due to the economic situation, consolidated net portfolio decreased -3.85% y/y; driven by commercial -5.44% y/y and mortgage -14.40% y/y.
- Even so, payroll managed to grow +2.65% y/y.



Portfolio Quality

- Despite the context, portfolio quality maintains outstanding levels, with consolidated NPL at 1.94%, decreasing 13 bps versus 4Q19. This obeys to consumer (1.76%) and commercial (3.03%) portfolios.
- Some deterioration is concentrated mostly in Peru's mortgage portfolio.

 Nevertheless, it's adequately provisioned, according to Peruvian regulation.



Efficiency & Liquidity

- The Bank has always been characterized by having strict spending control and efficiency at outstanding levels.
- It is also characterized by having broad and sufficient liquidity. As a Board of Director's internal policy, the Bank has a highly liquid structural investment portfolio to provide risk diversification and support treasury management, in addition to cost effectiveness generation.

Electronic Banking

2. Summary



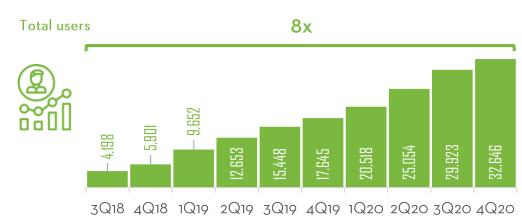


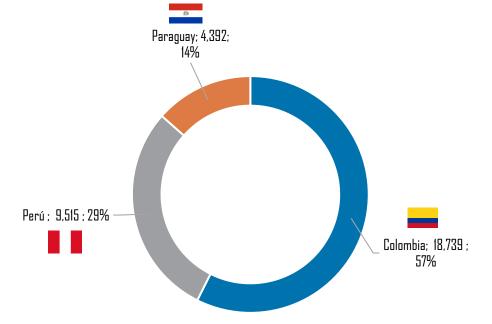
Digital Services



Banking

- The global context has accelerated the usability of the Bank's digital services.
- We continue working on new digital proposals to our clients, such as the evolution of the mobile banking channel, to offer new functionalities to our user clients.
- Mobile banking service reached more than 32.6 thousand users in Colombia, Peru and Paraguay.
- We have optimized several internal processes to strengthen digital service channels, such as Virtual Banking and Mobile Banking. We have also activated new customer service lines with a specialized approach.
- Virtual Banking, Mobile Banking and Online Secure Payment option ('Pagos Seguros en Linea' -PSE-) usage have been promoted, as transactional, consulting and payment channels, available in 24/7 mode. These measures have resulted in greater efficiencies and productivity earnings.
- As a result of all these efforts, the Bank has reduced our clients' travel to branches.





Debtor Support Program - Colombia (PAD)*

2. Summary





Customers with financial reliefs



7,687 Total customers

7,598 Consumer

89 Commercial

Financial reliefs* in COP mln



\$598,881 Total reliefs

\$314,340 Consumer

\$284,541 Commercial

^{*}The Bank continues supporting customers with the redefinition of their debts. In Colombia, the current program is called the Debtor Support Program or 'Program de Acompañamiento a Deudores'" - PAD, regulated by the Financial Superintendence's External Circular 022. It applies from the 1st of August, to June 30, 2021 and it's acceptable on request of the client and for loans that, as of February 29th, 2020, did not register a delay of more than 60 days.



- Tier 1 capital ratio increased +128 bps compared to 4Q19, to 8.26%;
 - This was due mainly to the USD 35.9 mln 2019 earnings retention and the USD 50 mln capitalization in January.



- ➤ Tier 2 annual reduction has been fully anticipated by the Administration: it's a result of subordinated bonds' patrimonial discount, and a 4Q2O +1.66% y/y increase on Risk-Weighted Assets.
- The Bank continues to comply, as it has always done, with minimum solvency ratios required by Regulators; in Colombia, 9.0% in total solvency ratio and 4.5% in Tier 1.
- Basel III new regulation capital standards will gradually rule from 2021 onwards.

Financial Snapshot

Consolidated Overview

2. Summary

4Q20 Results, FULL - IFRS





Results

The 2020 accumulated Bank's consolidated Net Income was impacted by the result of its subsidiary GNB Peru in the 4Q20, where macroeconomic situation has affected specifically our mortgage customers' payment behavior.

In Colombia and Paraguay, profit growth continues solid and unaffected.

			Var.%
	Dec-19	Dec-20	△ yoy
Assets (COP Tln.)	\$ 37.53	\$ 40.77	8.64%
Deposits (COP Tln.)	\$ 23.92	\$ 27.26	13.95%
Total Equity (COP Tln.)	\$ 2.32	\$ 2.47	6.36%
Net Income, accum. (COP Bln.)	\$ 267.46	\$ 181.97	-31.96%
Ratios			\triangle yoy, pp
Net Loan-Portfolio Growth, yoy	7.14%	-3.85%	(10.98)
Loans / Deposits	67.70%	57.12%	(10.57)
Solvency Ratio	13.57%	14.01%	0.44
Tier 1	6.99%	8.26%	1.28
Efficiency*	50.31%	50.71%	0.39
Expenses / Productive Assets	2.12%	1.50%	(0.62)
ROAA	0.75%	0.45%	(0.29)
ROEA	 12.22%	 7.33%	(4.90)

^{*}Efficiency Ratio = Operational Expenses / Financial Margin

Consolidated Financial Highlights

2. Summary

4Q20 Results, FULL - IFRS



Results COP (bln)	Accum. 4Q20	△ y/y
Financial Margin	\$1,318	-0,17%
Net Income	\$182	-31,96%

Quality & Risk							
	4Q20	△ y/y					
NPL	1.94%	-0.13 pp					
Coverage	120.9%	+15.93 pp					
Solvency	4Q20	△ y/y					
Total Solvency	14.01%	+0.44 pp					
Tier 1	8.26%	+1.28 pp					

		Dec. 2020	△ y/y		Dec. 2020	△ y/y
trn)	Assets	\$40.77	+8.64%	Funding	\$38.30	+8.79%
Balancesheet (COP trn)	Net Loans	\$15.57	-3.85%	Deposits & Demand Accounts	\$27.26	+13.95%
sheet	Payroll Loans	\$6.50	+2.65%	Interbank Funds & Repos	\$5.19	-9.70%
alance	Commercial Loans	\$8.60	-5.44%			
B	Net Investments	\$9.64	+35.10%	Total Equity	\$2.47	+6.36%
		4Q20	△ y/y		4Q20	△ y/y
	Deposits / Net Loans	175%	+27.34 pp	Expenses / Total Ass	sets 0.83 %	-0.94 pp
ios	Funding / Net Loans	246%	+28.57 pp	NIM	2.93%	-0.04 pp
Ratios	Intermediation Margi	1 38.53%	+3.85 pp	Efficiency	50.71%	+0.39 pp
	Fee Income	6.11%	-0.04 pp	ROE	7.33%	-4.90 pp

Macro Tendencies

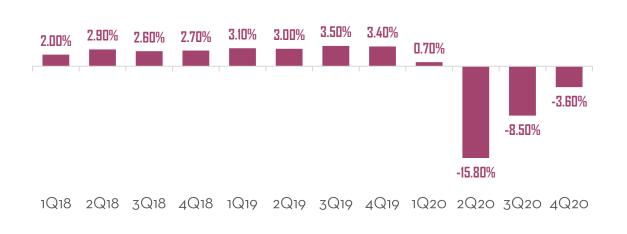
Colombia Macro Fundamentals

3. Macro Update





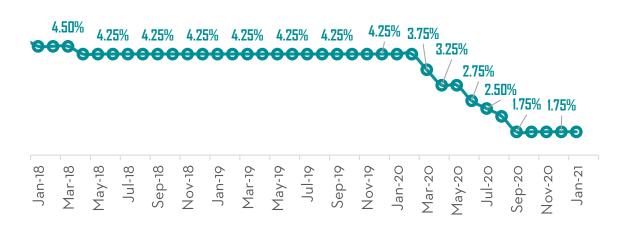
Inflation (yoy %)

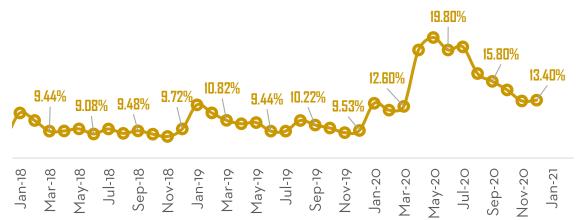




Monetary Policy Rate (%)

Unemployment Rate (%)

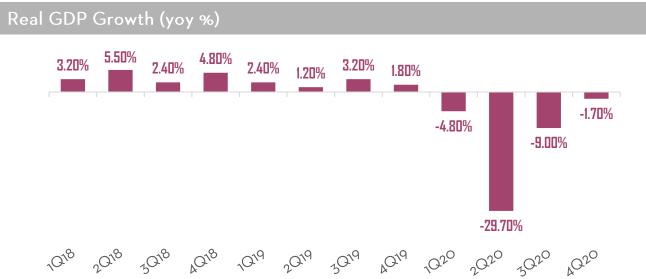




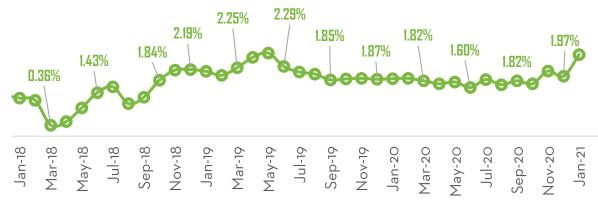
Perú Macro Fundamentals

3. Macro Update



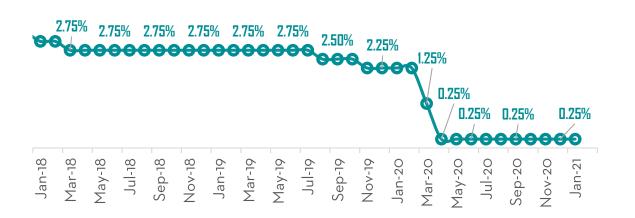


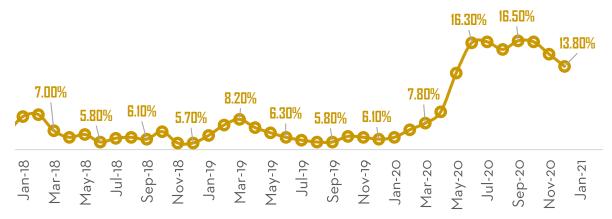
Inflation (yoy %)



Monetary Policy Rate (%)

Unemployment Rate (%)

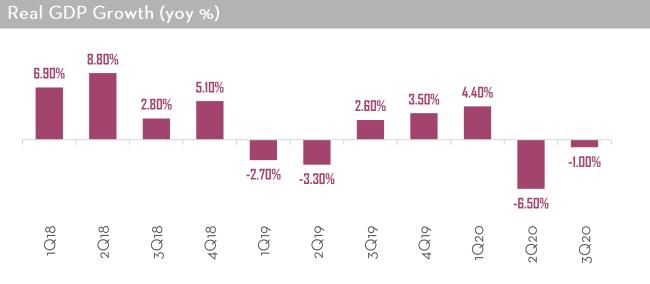




Paraguay Macro Fundamentals

3. Macro Update





Inflation (yoy %)



Monetary Policy Rate (%)

Sep-18 Mar-18 Mar-20 Sep-20 Sep-30 Sep-30

Unemployment Rate (%)





4 • Quarterly Results

Consolidated Assets

4. Quarterly Results

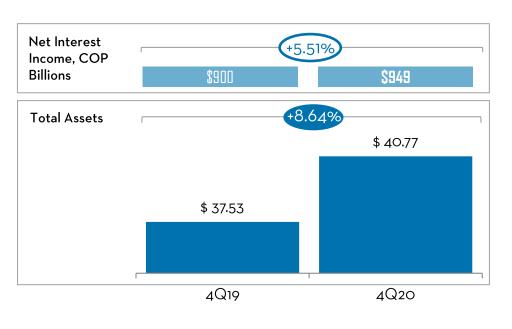
4Q20, FULL - IFRS



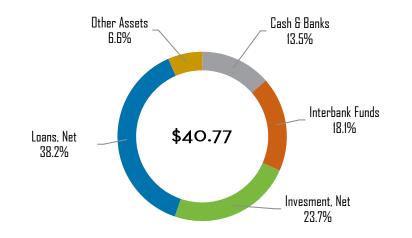
Evolution

Composition

COP Trillions Breakdown







Performance

Assets Breakdown (Var.%, COP Trillions)						
	4Q20 / 4Q19					
Cash & Banks	33.99%					
Interbank Funds	-7.83%					
Invesment, Net	35.10%					
Loans, Net	-3.85%					
Other Assets	28.00%					
Total Assets	8.64%					

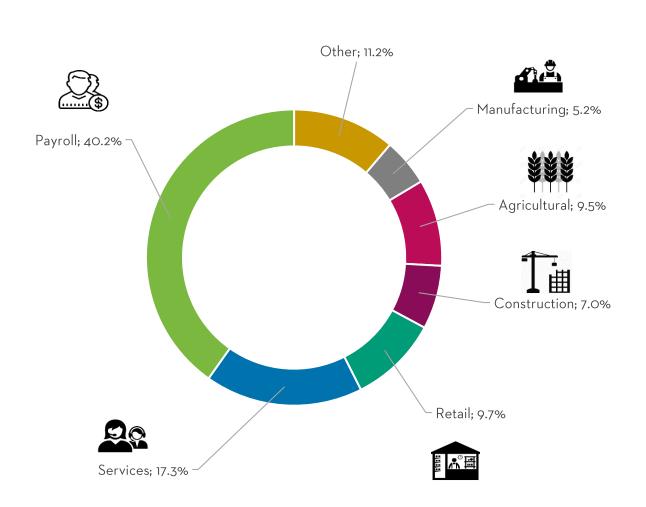
Consolidated Assets Characteristics

4. Quarterly Results

4Q20, FULL - IFRS

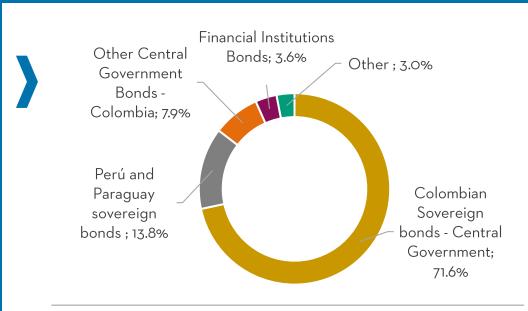


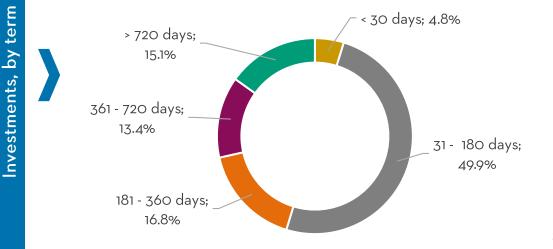
Loan – Portfolio composition by sector (%), as of Dec-20



Investments composition (%), as of Dec-20

Investments, by issuer





Consolidated Gross Loan Portfolio

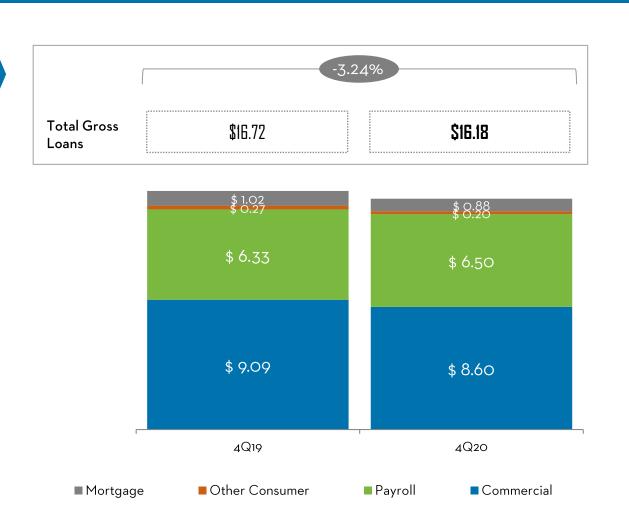
Breakdown, COP Trillions

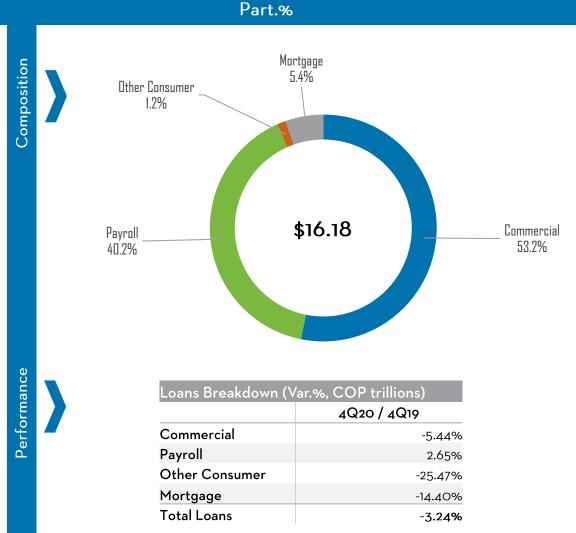
4. Quarterly Results

4Q20, FULL - IFRS







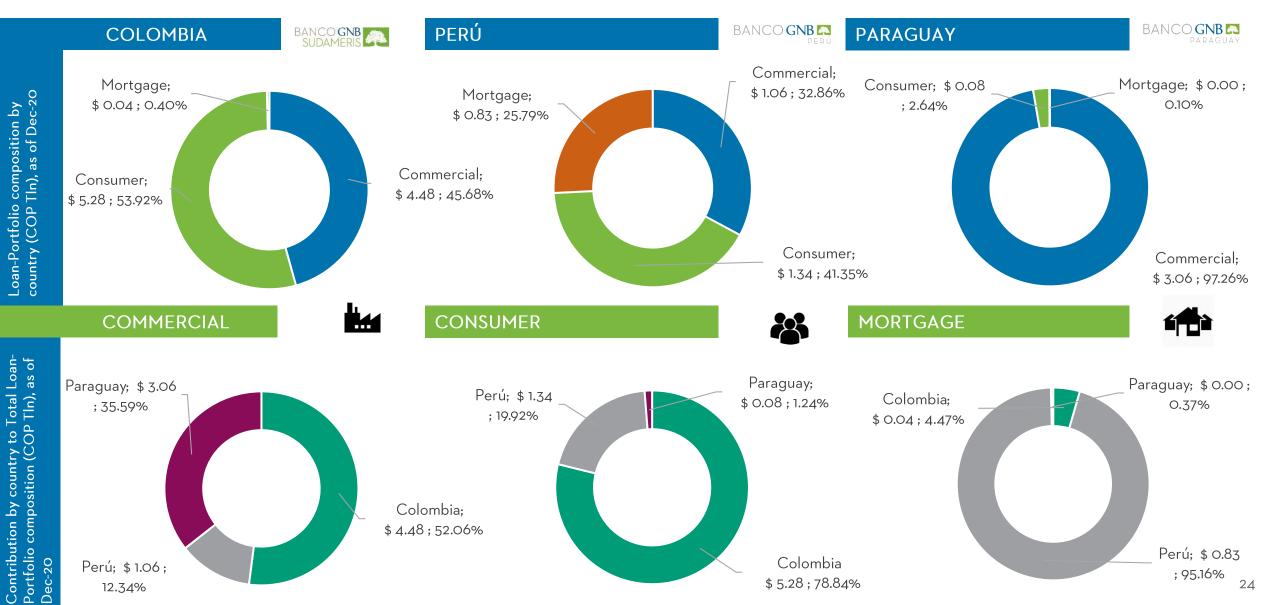


Gross Loan Portfolio Composition

4. Quarterly Results

4Q20, FULL - IFRS





4. Quarterly Results

Consolidated Portfolio Quality & Risk Ratios

4Q20, FULL - IFRS





Due to its strategic approach, the bank has historically been characterized by exhibiting outstanding portfolio quality, risk and coverage ratios.



Despite the global context in 2020, the Bank's portfolio quality maintains outstanding levels. The indicators even improved in commercial and consumer segments. This obeys largely to internal policies of conservative risk management and specialization in low-loss niches.



Mortgage portfolio deterioration is due to the situation of our Peruvian debtors, where this portfolio is concentrated.

COP Trillions			
Consolidated	4Q19	4Q20	△ 4Q20 / 4Q19
Gross Loan Portfolio	\$ 16.72	\$ 16.18	-3.24%
			<u></u>
Deliquency Ratio (>30 d)	2.99%	3.10%	0.11
NPL Ratio (>90 d)	2.07%	1.94%	(0.13)
NPL Coverage Ratio	105.00%	120.92%	15.93
Risk Ratio	7.78%	8.21%	0.43
Risk Coverage Ratio	40.38%	45.62%	5.24
Commercial Loans	\$ 9.09	\$ 8.60	-5.44%
			△ , pp
Deliquency Ratio (>30 d)	3.13%	3.03%	(0.10)
NPL Coverage Ratio	111.42%	118.89%	7.47
Risk Ratio	10.99%	11.56%	0.57
Risk Coverage Ratio	31.76%	31.20%	(0.56)
Consumer Loans	\$ 6.60	\$ 6.70	1.50%
			\triangle , pp
Deliquency Ratio (>30 d)	2.03%	1.76%	(0.27)
NPL Coverage Ratio	122.17%	171.07%	48.91
Risk Ratio	3.46%	3.34%	(0.12)
Risk Coverage Ratio	71.71%	90.39%	18.68
Mortgage Loans	\$ 1.02	\$ 0.88	-14.40%
			<u></u>
Deliquency Ratio (>30 d)	7.91%	13.92%	6.01
NPL Coverage Ratio	53.91%	76.62%	22.71
Risk Ratio	7.04%	12.55%	5.50
Risk Coverage Ratio	 60.57%	 85.01%	24.44

Consolidated Quality & Risk Ratios

4. Quarterly Results

4Q20, FULL - IFRS





Consolidated Funding Sources

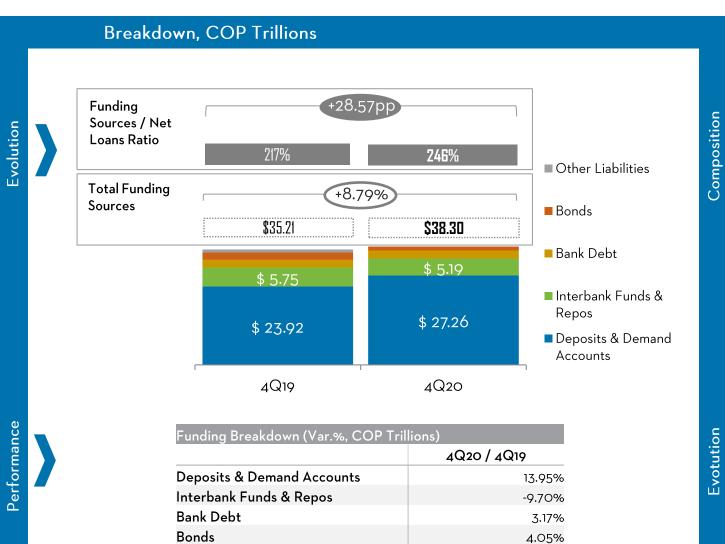
Other Liabilities

Total Funding

4. Quarterly Results

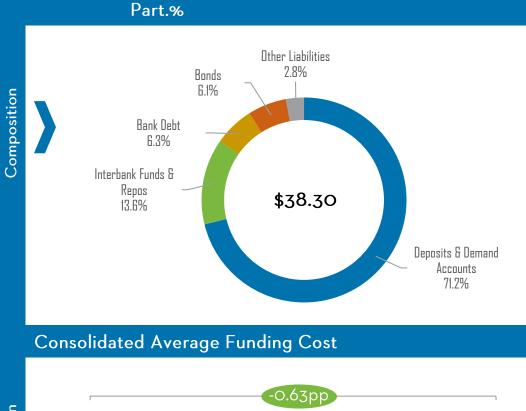
4Q20, FULL - IFRS

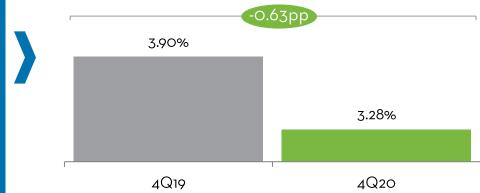




15.88%

8.79%



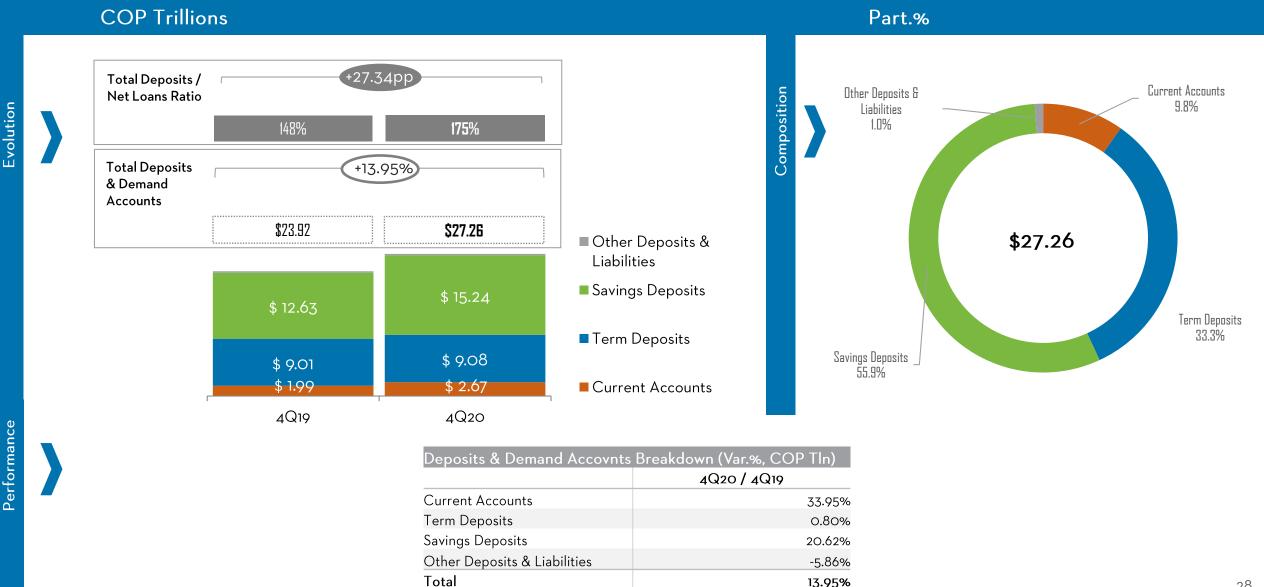


4. Quarterly Results

Consolidated Deposits & Demand Accounts

4Q20, FULL - IFRS





13.95%

4.

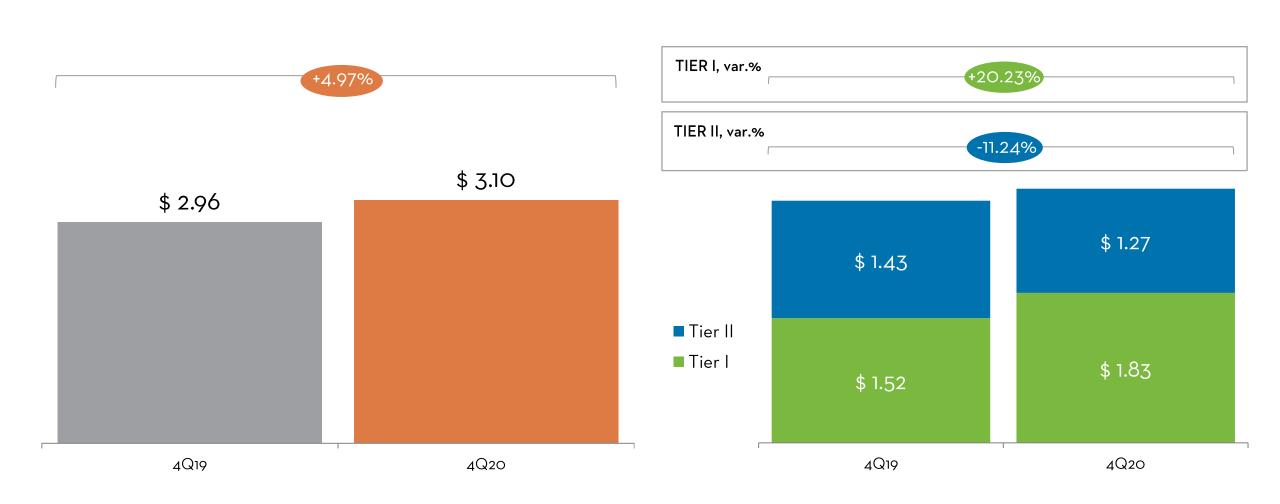
Consolidated Technical Capital

4. Quarterly Results

4Q20, FULL - IFRS

Technical Capital (COP Trillions)

Technical Capital Breakdown (COP Trillions)

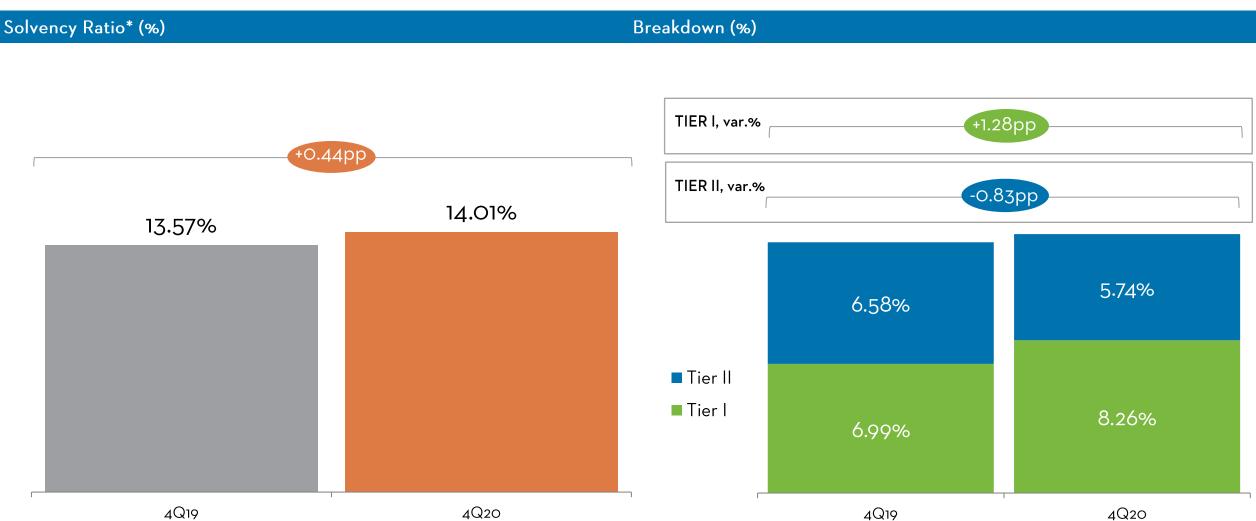


Consolidated Solvency

4. Quarterly Results

4Q20, FULL - IFRS





Consolidated Margins

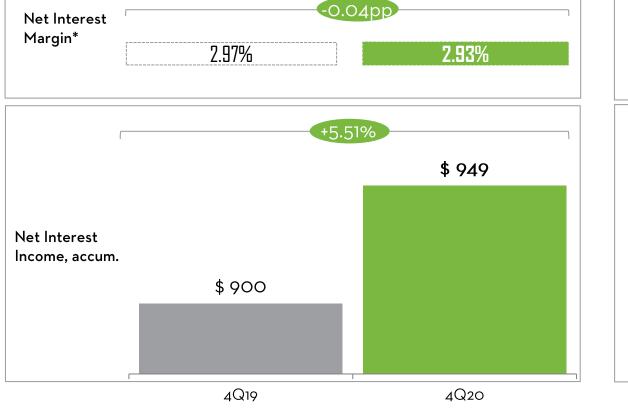
4. Quarterly Results

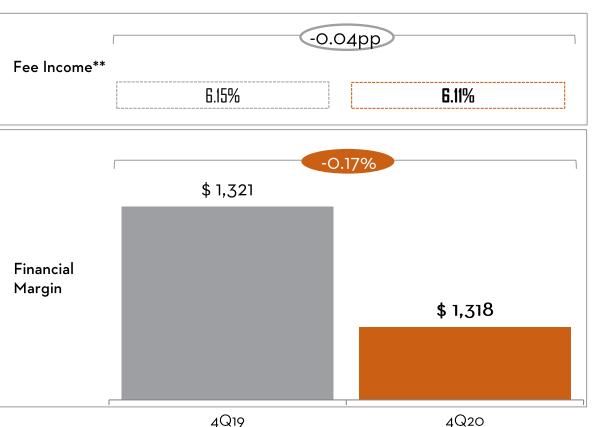
4Q20, FULL - IFRS



Net Interest Income (COP Billions)

Financial Margin (COP Billions)





^{*}Net Interest Margin (%) = Received Interests (\$) + Valuation Income (\$) - Paid Interests (\$) / Productive Assets (\$)

^{**}Fee Income (%) = Received Fees (\$) - Paid Fees (\$) / Total Income (\$)

4. Quarterly Results

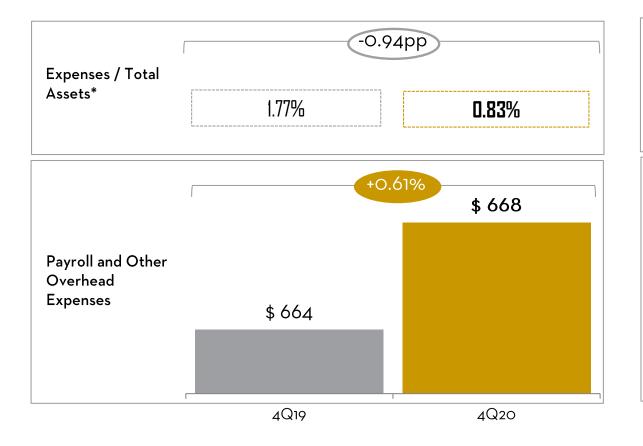
Consolidated Expenses & Net Income

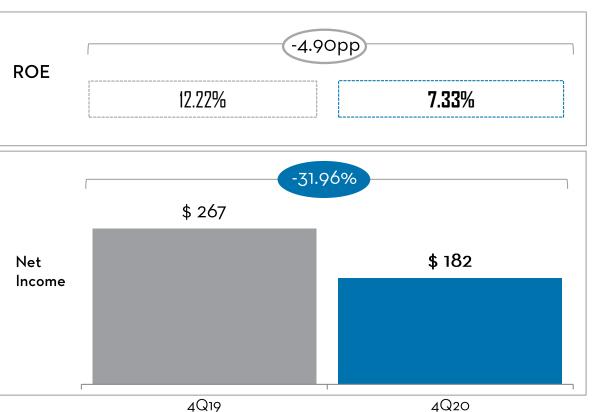
4Q20, FULL - IFRS



Payroll and Other Overhead Expenses (COP Billions)

Net Income (COP Billions)





Consolidated Expenses and Efficiency

4. Quarterly Results

4Q20, FULL - IFRS



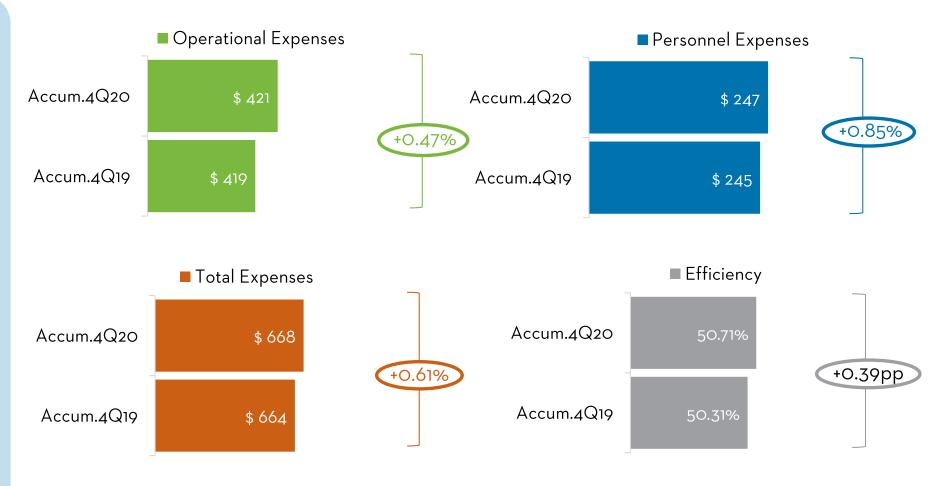
COP Billions



The Bank has always been characterized by a **strict expenditure control**, allowing it to exhibit suitable efficiency levels.



Expenditure growth is consistent with technological needs, and the organic, gradual and sustained expansion of the business' integral operation.





5 · Appendix

Consolidated Income Statement

5. Appendix





COP Billions

	(Quarter 4Q19	Accum. 2019	Quarter 4Q20		Accum. 2020		∆4Q20 / 4Q19	△Accum. 2020 / Accum. 2019
									1
INTEREST RECEIVED	\$	500	\$ 2,172	\$	458	\$	2,094	-8.42%	-3.62%
INTEREST PAID	\$	332	\$ 1,273	\$	243	\$	1,145	-26.84%	-10.06%
NET INTEREST INCOME	\$	169	\$ 900	\$	215	\$	949	27.82%	5.51%
Comissions, Exchange and Others	\$	138	\$ 421	\$	103	\$	369	-25.09%	-12.30%
FINANCIAL MARGIN	\$	307	\$ 1,321	\$	319	\$	1,318	4.00%	-0.17%
Personnel and Administrative Expenses	\$	170	\$ 664	\$	180	\$	668	6.00%	0.61%
OPERATING MARGIN	\$	137	\$ 656	\$	139	\$	650	1.50%	-0.96%
Provisions and Non-Operational Income	\$	86	\$ 330	\$	146	\$	413	70.60%	24.94%
PROFIT BEFORE TAX	\$	51	\$ 326	\$	(7)	\$	237	-114.28%	-27.24%
Provision for Income Tax	\$	(3)	\$ 58	\$	11	\$	55	-414.33%	-5.54%
NET INCOME	\$	55	\$ 267	\$	(18)	\$	182	-133.48%	-31.96%
Exchange Rate (TRM)	\$	3,277		\$	3,433			4.74%	

Consolidated Balance Sheet

5. Appendix





COP Trillions

		Dec-19	Dec-20		△ Dec-20 / Dec-19
CASH AND BANKS	\$	4.12	\$	5.52	33.99%
INTERBANK FUNDS	\$	7.99	\$	7.37	-7.83%
INVESTMENTS	\$	7.14	\$	9.64	35.10%
LOANS	\$	16.20	\$	15.57	-3.85%
OTHER ASSETS	\$	2.09	\$	2.67	28.00%
TOTAL ASSETS	\$	37.53	\$	40.77	8.64%
DEPOSITS AND DEMAND ACCOUNTS	\$	23.92	\$	27.26	13.95%
INTERBANK FUNDS AND REPOS	\$	5.75	\$	5.19	-9.70%
BANK DEBT	\$	2.35	\$	2.42	3.17%
BONDS	\$	2.25	\$	2.34	4.05%
OTHER LIABILITIES	\$	0.93	\$	1.08	15.88%
TOTAL LIABILITIES	\$	35.21	\$	38.30	8.79%
TOTAL EQUITY	\$	2.32	\$	2.47	6.36%
TOTAL LIABILITIES AND EQUITY	\$	37.53	\$	40.77	8.64%
Evolution to Data (TDM)	φ.	7.077	.	7 177	17.10
Exchange Rate (TRM)	\$	3,277	\$	3,433	4.74%

Consolidated Capital Adequacy





COP Trillions

	4Q19		4Q20	△4Q20 / 4Q19
Technical Capital	\$ 2.90	\$	3.10	4.97%
Tier I	\$ 1.52	\$	1.83	20.23%
Tier II	\$ 1.43	\$	1.27	-11.24%
Risk-Weighted Assets	\$ 21.79	\$	22.15	1.66%
Capital Ratios (%)				\triangle , pp
Solvency Ratio	13.57	6	14.01%	0.44
Tier I	6.999	6	8.26%	1.28
Tier II	6.589	6	5.74%	(0.83)
Exchange Rate TRM, eop (end-of-period)	\$ 3,277	\$	3,433	4.74%

GNB Sudameris Senior / Subordinated International & Local Debt Ratings							
	2017 Subordinated Debt (USD)	2012 Subordinated Debt (USD)	2017 Subordinated Debt (COP)				
Fitch Ratings	BB	BB	BB				
Moody's	В1	Ві	Ві				
GNB Sudameris Local Ratings							
Value & Diel Dating	Long Term	AAA	AA+				
Value & Risk Rating	Short Term	VrR1+					
BRC Standard & Poor's	Long Term	AA+					
	Short Term	BRC 1+					

Glossary

- 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 Cost = 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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