



Earnings Results 2020 & 1Q-2021

Comprometidos
con Colombia

Mision

We are the **strategic partner** of the National Government and Territorial Entities for the **planning, structuring, financing and execution of sustainable projects** that transform territories.

Vision

By 2022 we will be **the leading Development Bank** with comprehensive services, increasing our coverage at the national level, supported by an efficient and profitable structure that promotes the country's sustainable development.

Promise of value

To be recognized for our relevant **planning, timely structuring, competitive financing and effective execution.**

CONTENT

1 2020 Corporate Results

2 Financial Results 1Q21

3 Commercial Results 1Q21



Disclaimer

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The content of this document and the figures included herein are intended to provide a summary of the subjects discussed rather than a comprehensive description.

When applicable, for translation purposes, in this document we refer to billions as thousand of million pesos, and trillion as billion pesos, as follows:

1.000.000.000: One Billion equals (One thousand million pesos/*Mil millones de pesos*)

1.000.000.000.000: One trillion equals (One billion pesos/*Un billon de pesos*)

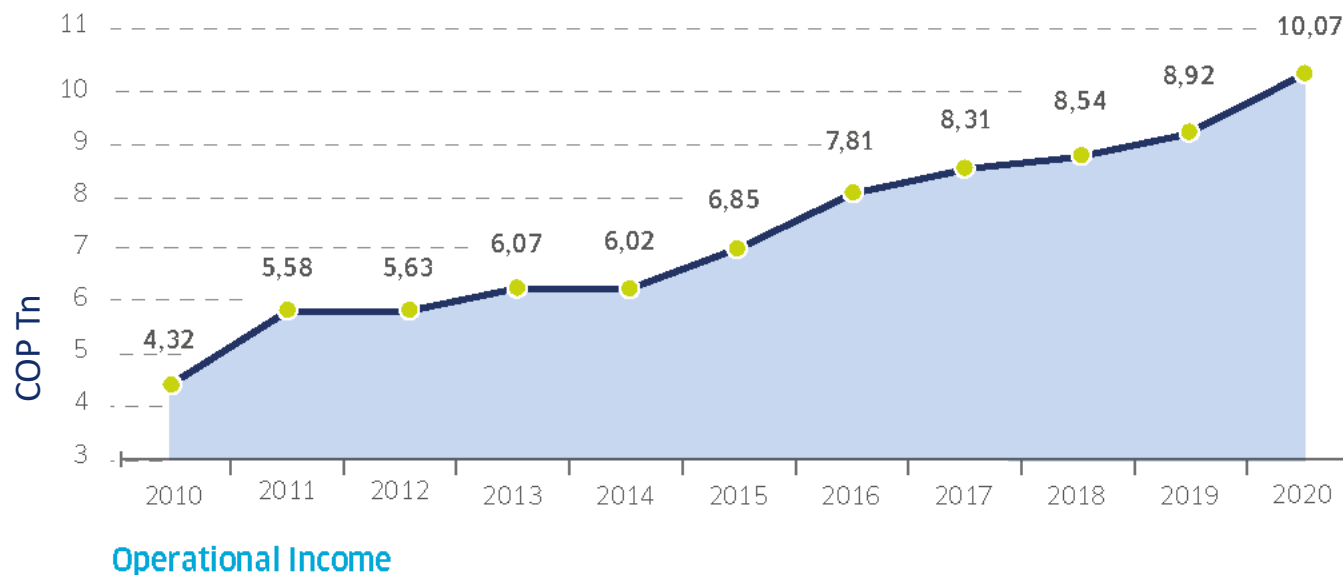
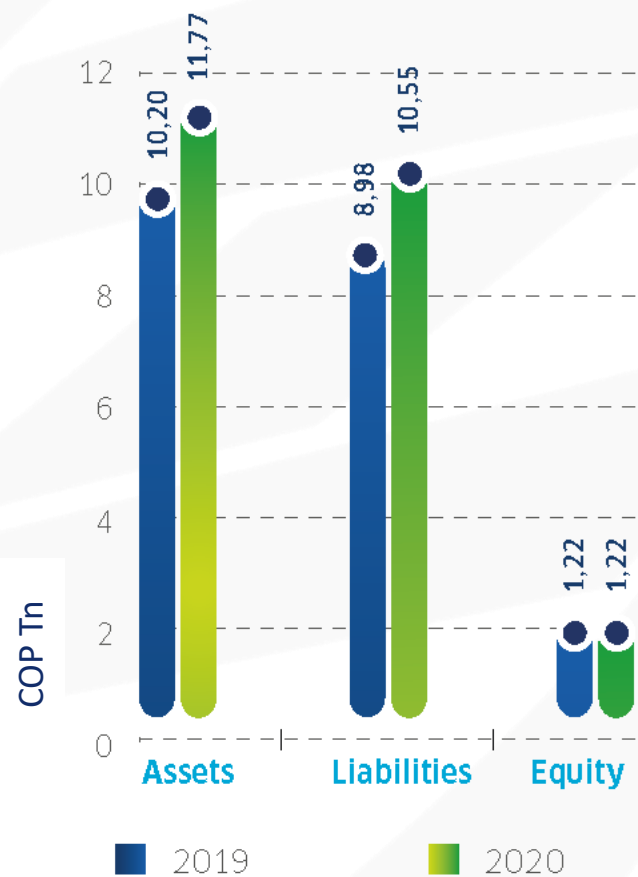




1. 2020 Results

Findeter in figures

Our main balance sheet accounts grew compared to 2019.



Findeter in figures



Net income

2020 | COP \$7.6 billion
2019 | COP \$73,9 billion



ROE

2020 | 0,62%
2019 | 6.04%



Operational efficiency

1,42%
102% goal achieved



Ebitda

2020 | COP \$55.8 billion
2019 | COP \$119.4 billion



Credit Ratings

AAA
Long Term

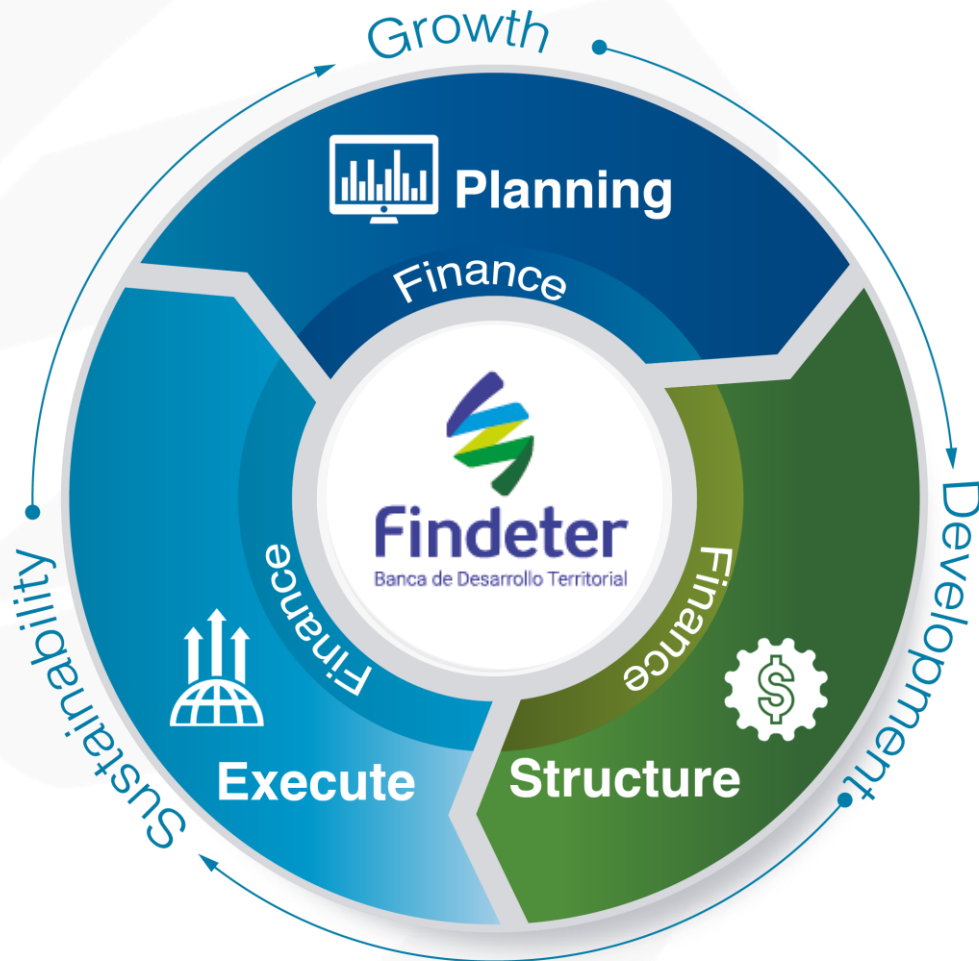
BB+
International Bonds



Solvency Ratio

Ratio	Dec-19	Dec-20
Total Solvency Ratio	21,60%	19,56%

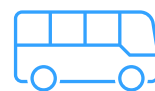
Management Model



A model that impacts the United Nations Sustainable Development Goals



Planning Alliances with territorial entities



1

Master Plan
Public Space of Popayán



16

Cultural and creative mapping



1

Action Plan for Oportunities of
the territory of Urrá



3

Projects por COP\$1.9 billion

Financing

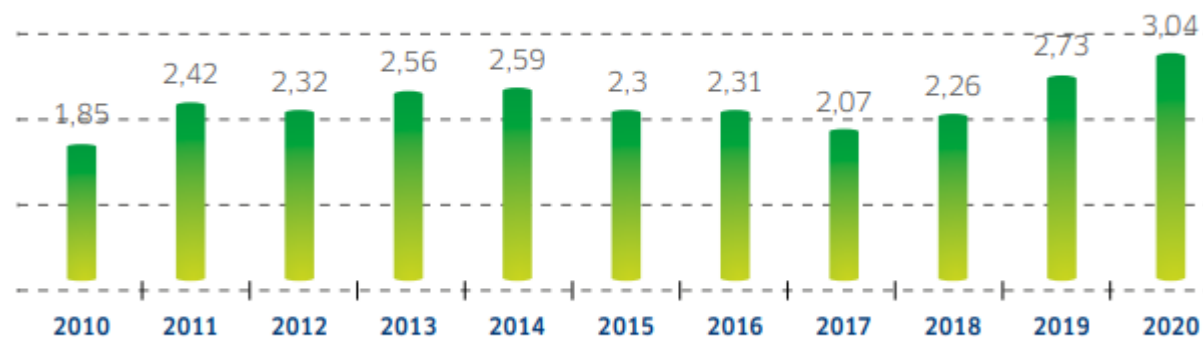
Disbursements of **COP\$ 3.04 trillion pesos** through on loan credits and **COP\$409 billion pesos** through direct credit, financing **626 projects** in **104 municipalities** of 26 departments.

Mobilization of resources for **COP\$6.88 trillion pesos**, of which **COP\$5.18 trillion pesos** was used to mitigate the economic effects of the COVID-19 pandemic.

11 Credit Lines created within the Sanitary Emergency

COP\$1,74 tn pesos disbursed for the credit lines aimed to address the sanitary emergency.

Disbursements 2010-2020



Structuring

11 projects in structuring process for **COP \$52 billion**.

1 Project for public lighting in Cartagena for **COP\$1.9 billion pesos**.

Execution of partnership with *Agencia de Renovación del Territorio – ART*: **50 projects**

Design of methodology for the technical, legal and financial structuring of energy **efficiency projects in public lighting**.

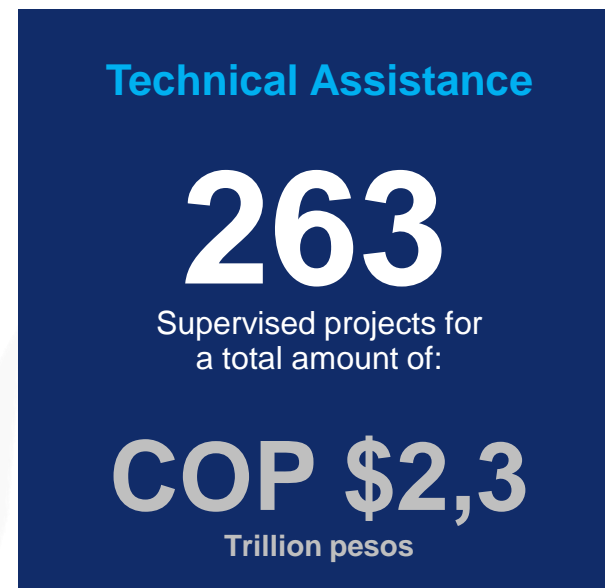
5 municipalities with diagnosis and characterization for the modernization of their public lighting.





Renovation of San Andres Water System

Execute



Income of
COP **\$52.6 billion pesos.**



69

Water and Basic
Sanitation
cop\$822 billion pesos

58 thousand benefited people



58

Housing and Urban
Development
cop\$888 billion pesos

2,5 MM benefited people



136

Social Infrastructure
COP \$594,9 billion pesos

135 benefited people

Certifications and Acknowledgments



AAA

Long Term National
Debt
Fitch Ratings



97,6 (Excelent)

Work Environment
Index
Great Place to Work



BB+

International Debt
BRC-Standard and Poor's



ISO 9001:2015

ISO 14001:2015

**30 certified internal
processes**



Investor Relations IR- BVC

For the **sixth consecutive year**, the Colombian Stock Exchange awarded us the **“Issuer Investor Relations IR”** certificate for implementing the **best practices** in disclosure of information to the market and relations with our investors



Top 5 Ranking of Investor Relations-IR Issuers with the best content standards in information disclosure 2020

IR Issuers with the best content standards



IR Issuers with the Best Standards in Corporate Governance.



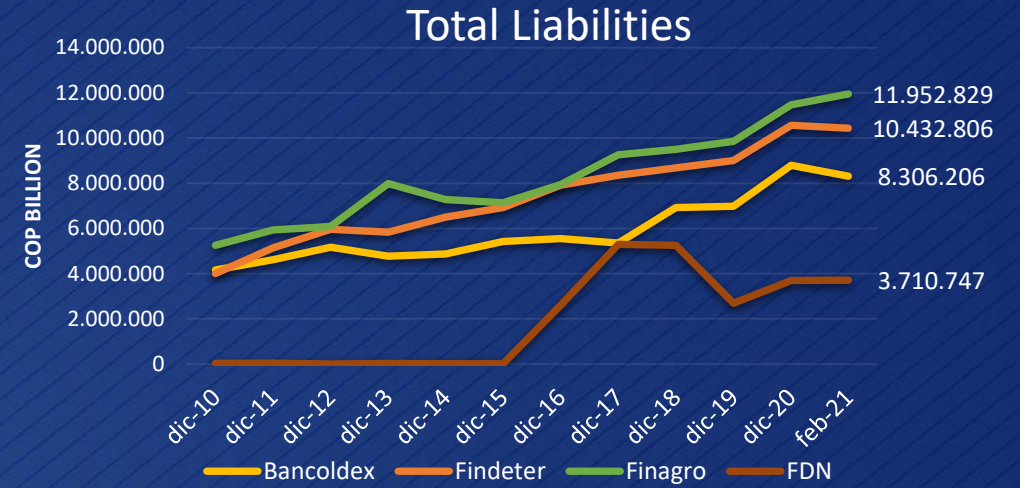
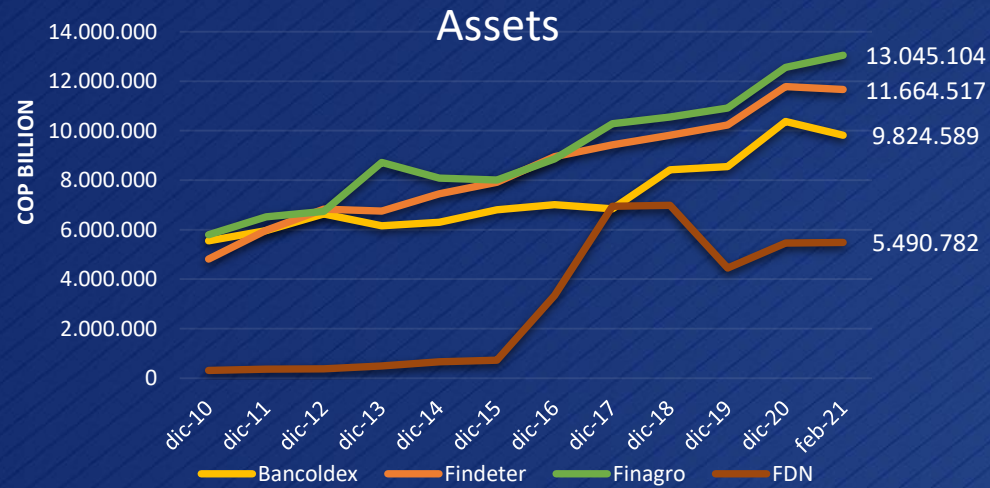
IR Issuers with best progress 2016-2020





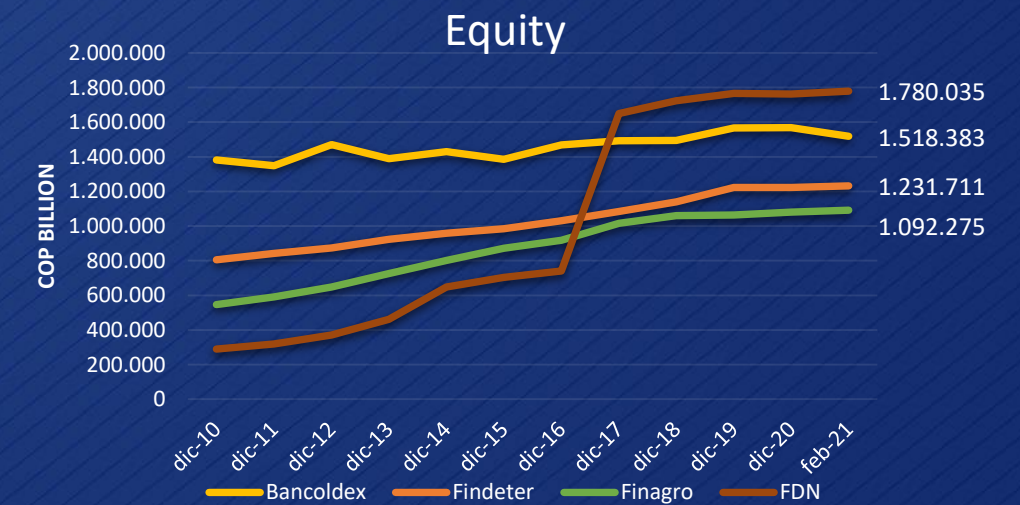
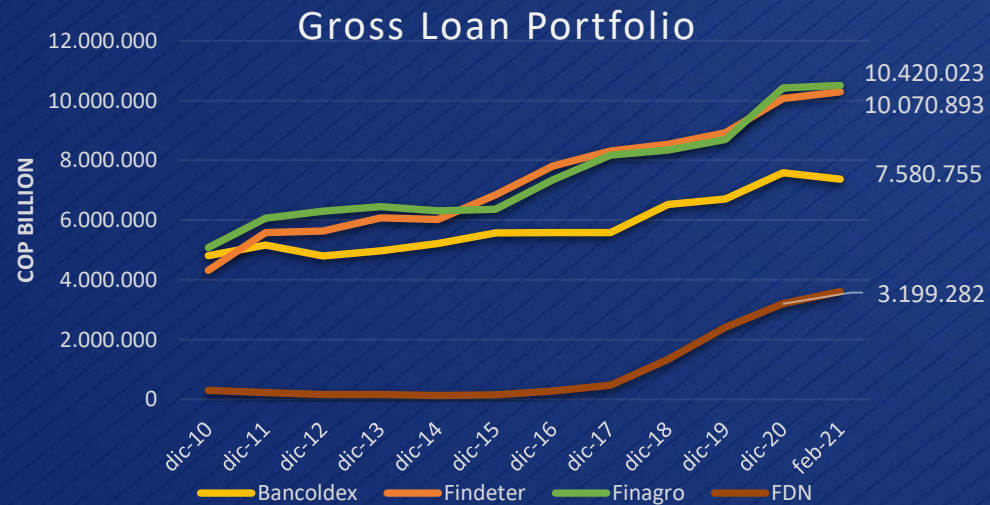
2. Financial Results 1Q-2021

Structure of Colombian Development Banks



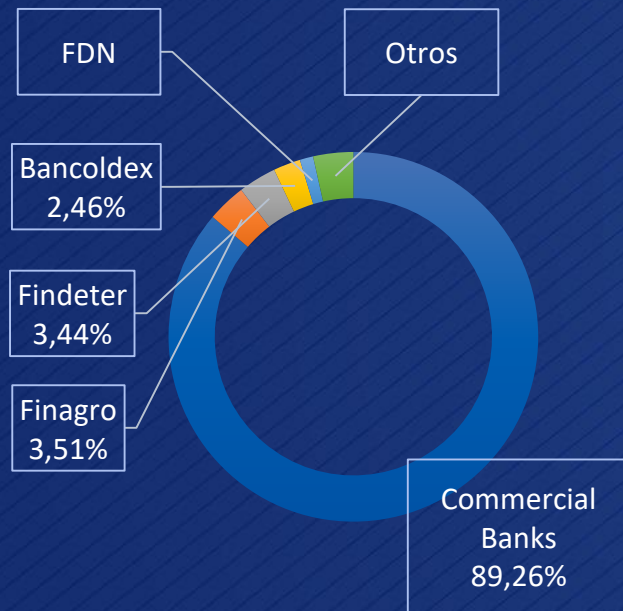
Fuente: Superintendencia financiera de Colombia. Millones COP

Datos a febrero de 2021

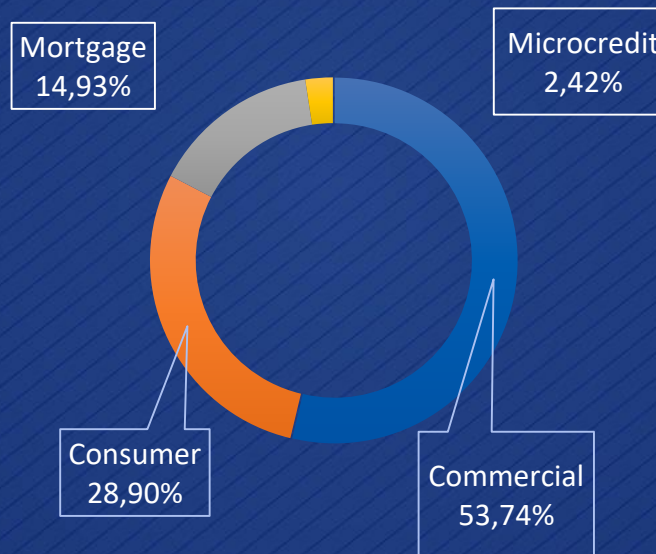


Portfolio Structure of Colombian Development Banks

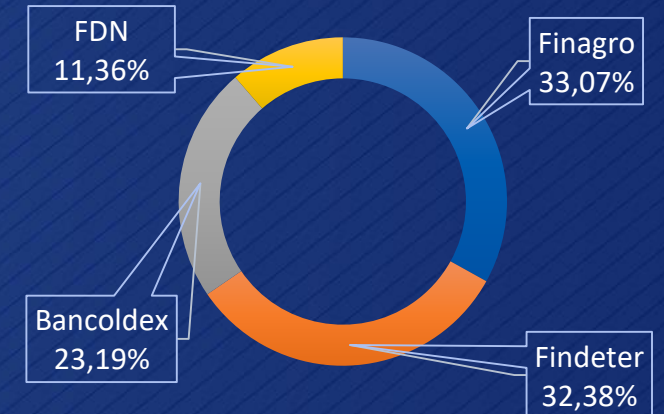
System's Loan Portfolio COP \$556 Tn



Commercial Loan Portfolio COP \$299 Tn



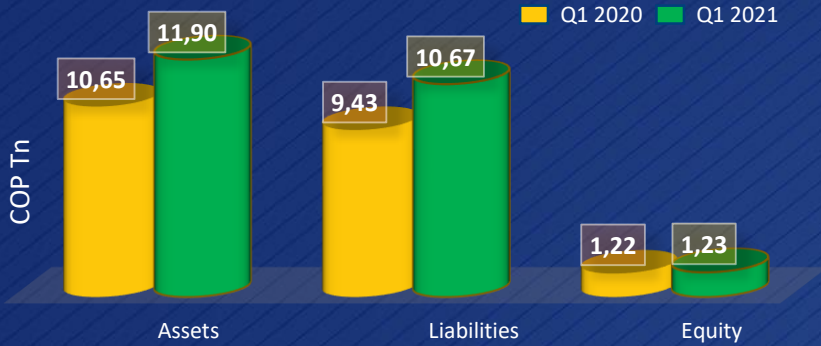
Development Banks On-Loan Portfolio COP \$32 Tn



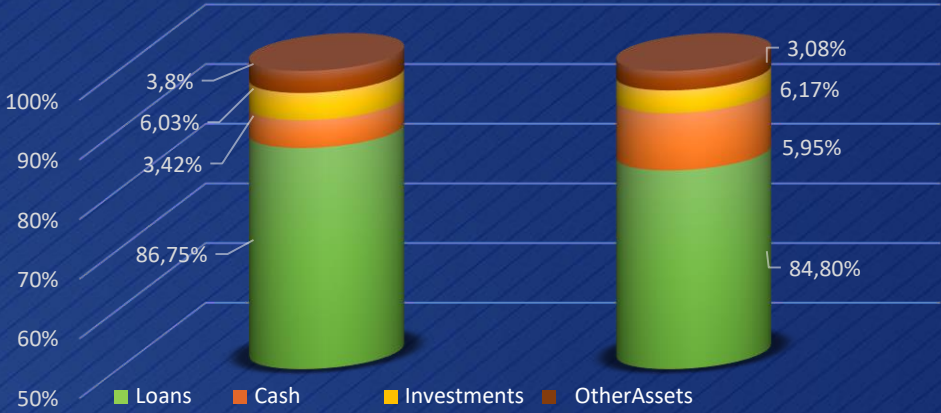
FINDETER accounts **32,38%** of the total on-loan portfolio

Findeter's Financial Results

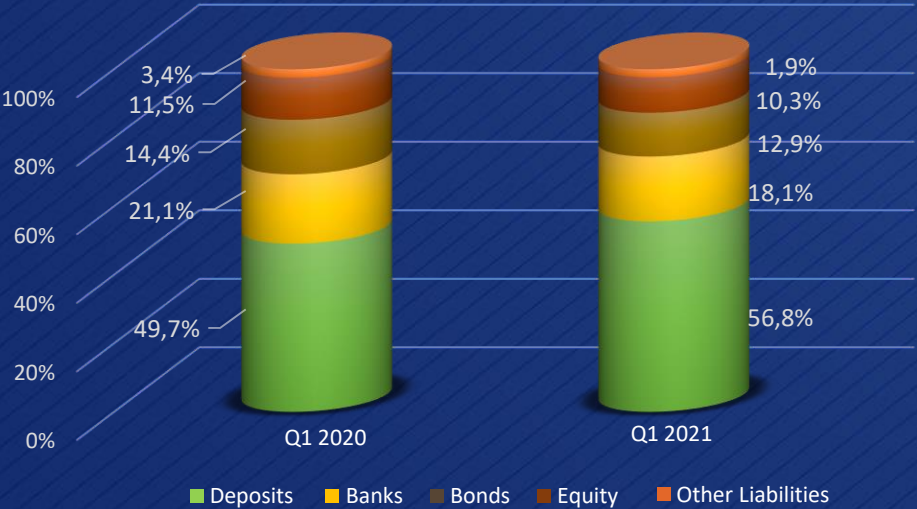
BALANCE SHEET



ASSET STRUCTURE



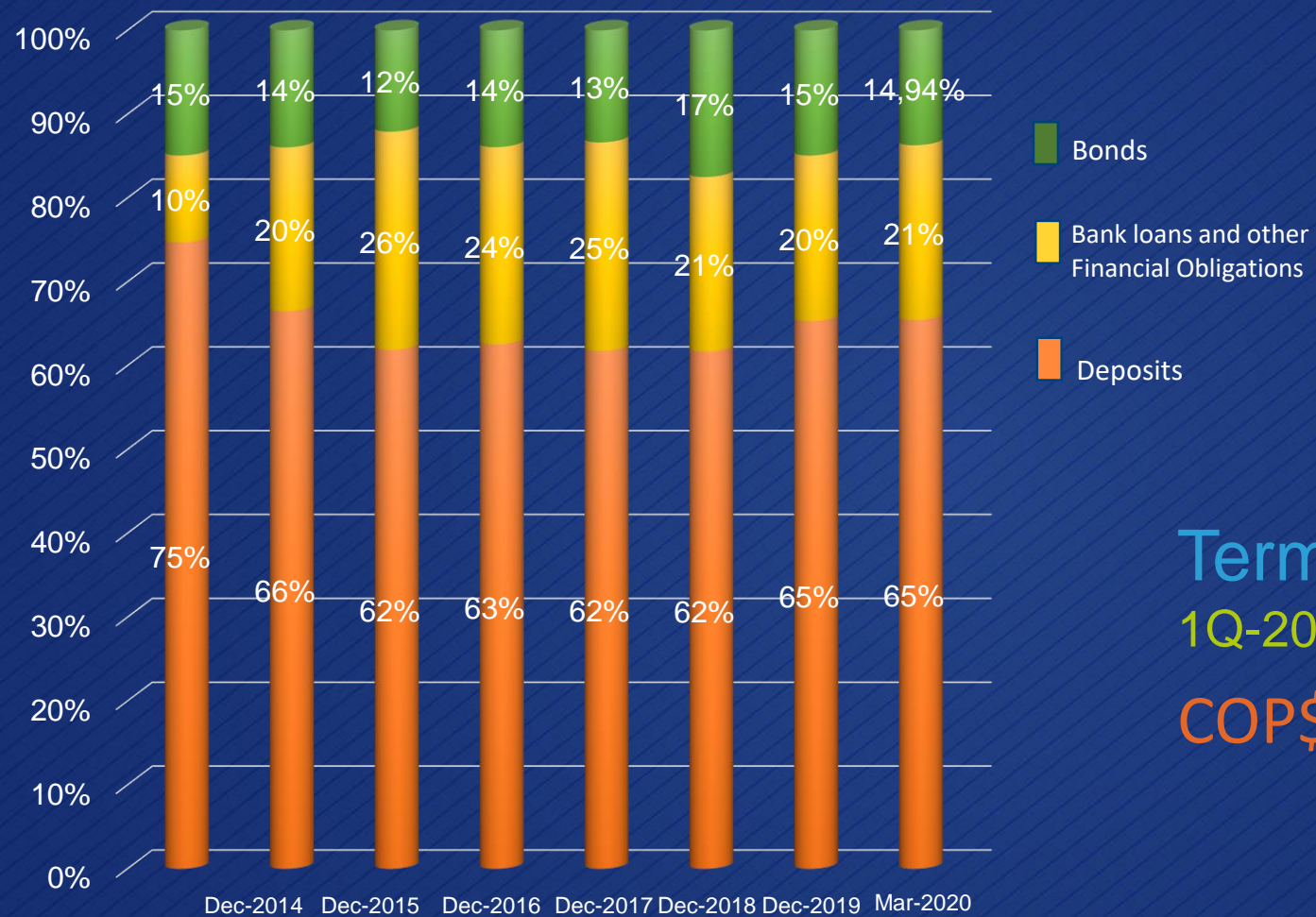
CAPITAL STRUCTURE



INCOME STATEMENTS



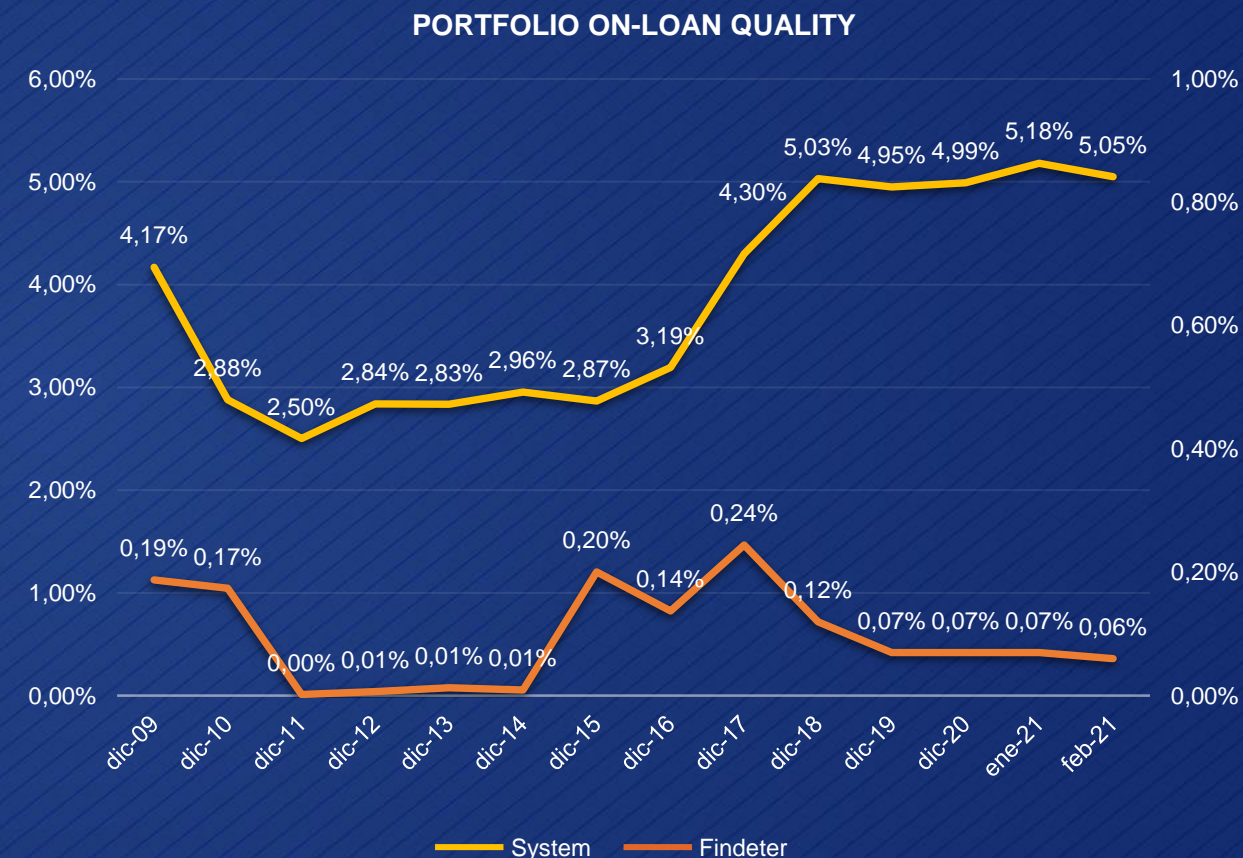
Funding



Terms Deposits
1Q-2021
COP\$ 1.15 Tn

Financial Ratios

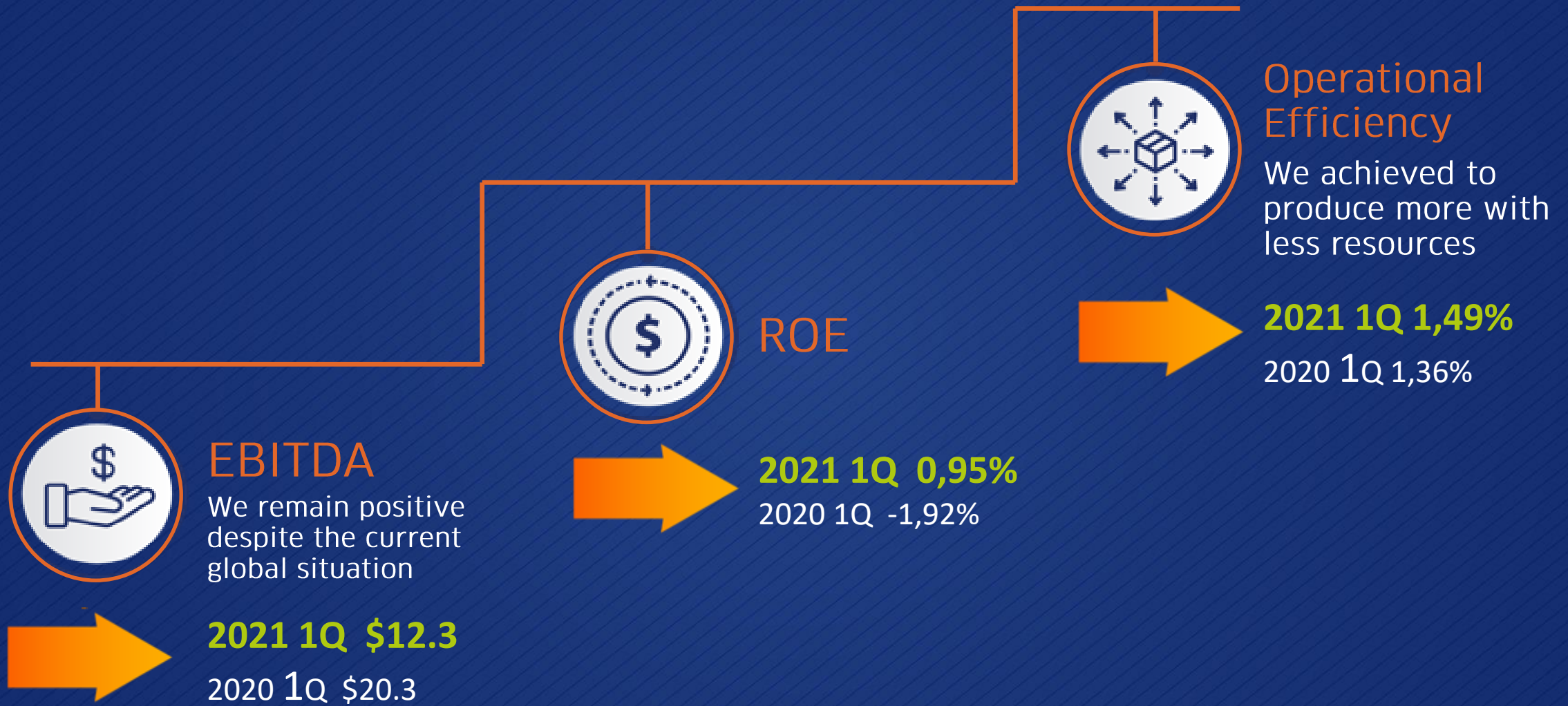
FINANCIAL RATIOS		
RATIO	Mar-20	Mar-21
RETURN		
NET PROFIT/EQUITY	-1.92%	0.95%
NET PROFIT/ASSETS	-0.22%	0.10%
EFFICIENCY		
ADMINISTRATIVE EXPENSES / PRODUCTIVE ASSETS	1.36%	1.49%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	17.52%	27.10%
TOTAL SOLVENCY RATIO	20.00%	30.19%
OTHER RATIOS		
LOAN PORTFOLIO QUALITY (NPLs / AVERAGE GROSS (PORTFOLIO))	0.06%	0.06%
PORTFOLIO COVERAGE	1013.16%	1095.50%



Source: Financial Superintendence of Colombia

*Portfolio data to March 2021

Findeter in figures



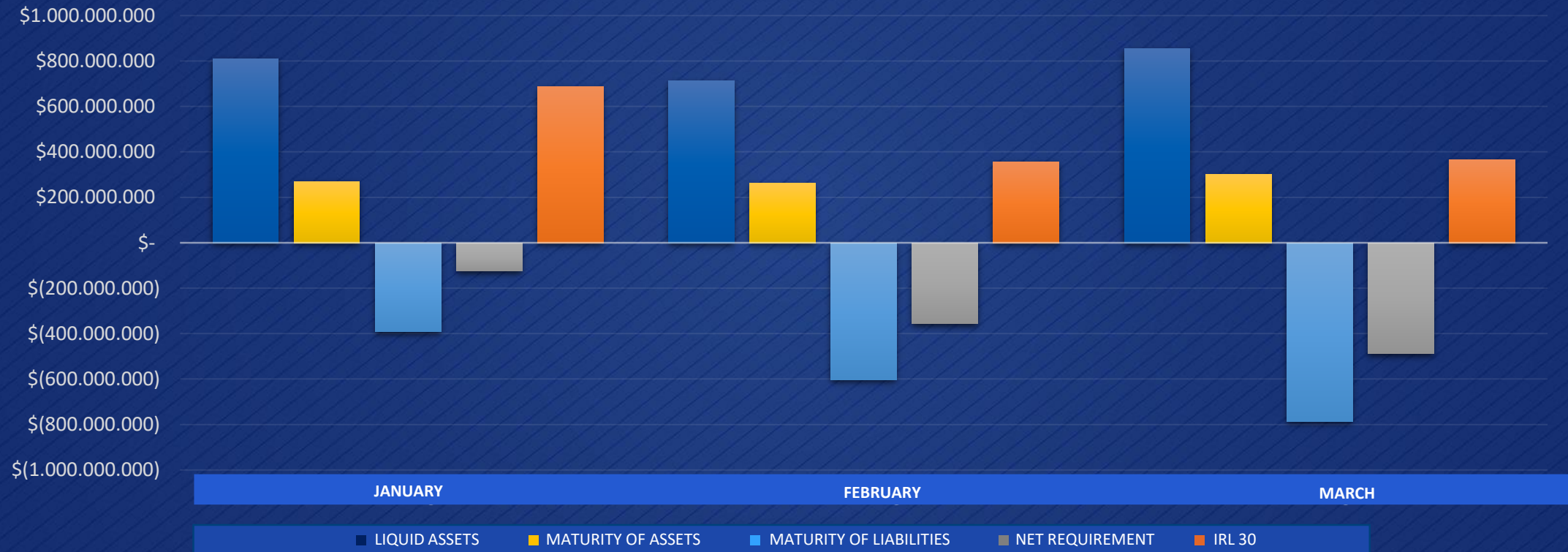
*Millones de pesos

Solvency Ratio



Liquidity Risk Ratio-IRL

IRL COMPOSITION





3. Commercial Results

Financing

Disbursements by sector Jan – Mar 2021

Health And Education



COP \$60.6 billion

Housing, Water and Sewerage



COP \$16 billion

Infrastructure and Transportation



COP \$259.3 billion

Energy



COP \$123.8 billion

Others



COP \$127 billion

**Annual Goal execution to
March, 2021:**

73%

All Figures in COP

Total Jan - Mar 2021: **COP \$587,7 billion**

Loan disbursements

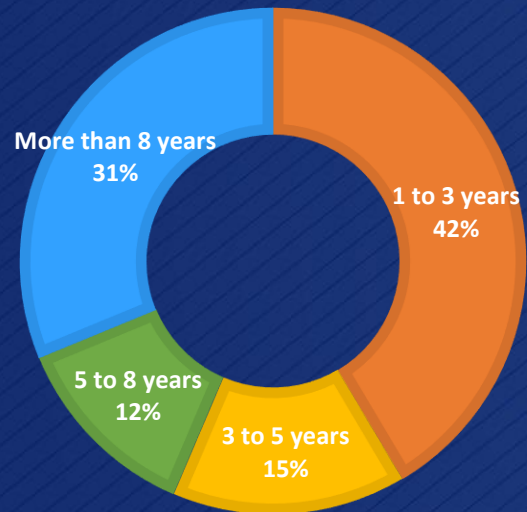
COP \$587 bn disbursed in the first three months of 2021



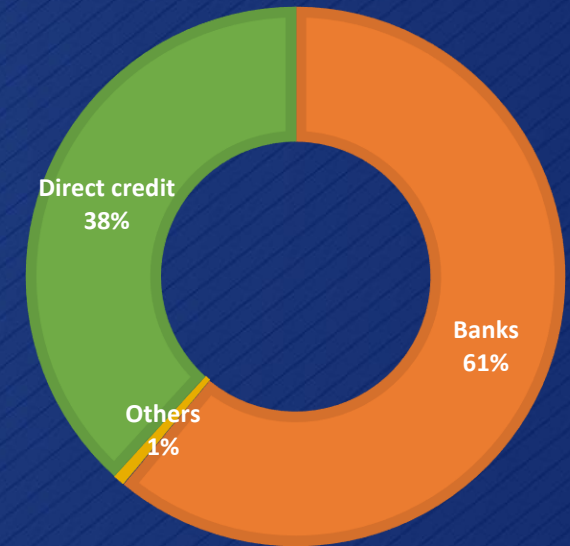
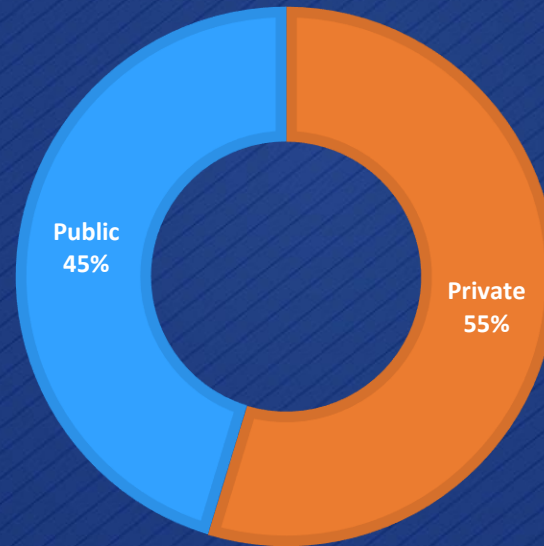
On-Loan Disbursements

Intermediaries, Beneficiaries and Maturities

EI **55%** of our disbursements were for **private sector**



31% are long term maturities



61% of our debtors are **banks**

2021 -CREDIT LINES COVID-19



COMPROMISO REACTIVACIÓN TRANCH IV: COP\$200 Billion

On-loan credit line that seeks to support companies in the public and private sectors in order to meet the current demand for resources to protect employment, maintain the operation of companies and reactivate the national business enterprises.

COMPROMISO REACTIVACIÓN MULTISECTORIAL: COP\$573 Billion

Looking ahead to the stage of economic recovery and job creation, we have structured a special on -loan credit line to support Territorial Entities and businesses from Public and Private Sectors.



Thank you!

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“The Issuers Recognition – IR is granted by the Colombian Stock Exchange is not a certification about the quality of the securities listed at the BVC nor the solvency of the issuer.

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