



Findeter
Financiera del Desarrollo

JUNTOS LO HACEMOS POSIBLE

FINANCIAL RESULTS

2Q17

 MINHACIENDA

 **TODOS POR UN
NUEVO PAÍS**
PAZ EQUIDAD EDUCACIÓN

We are **the leading development bank** that transforms the regions of Colombia into **sustainable territories**.

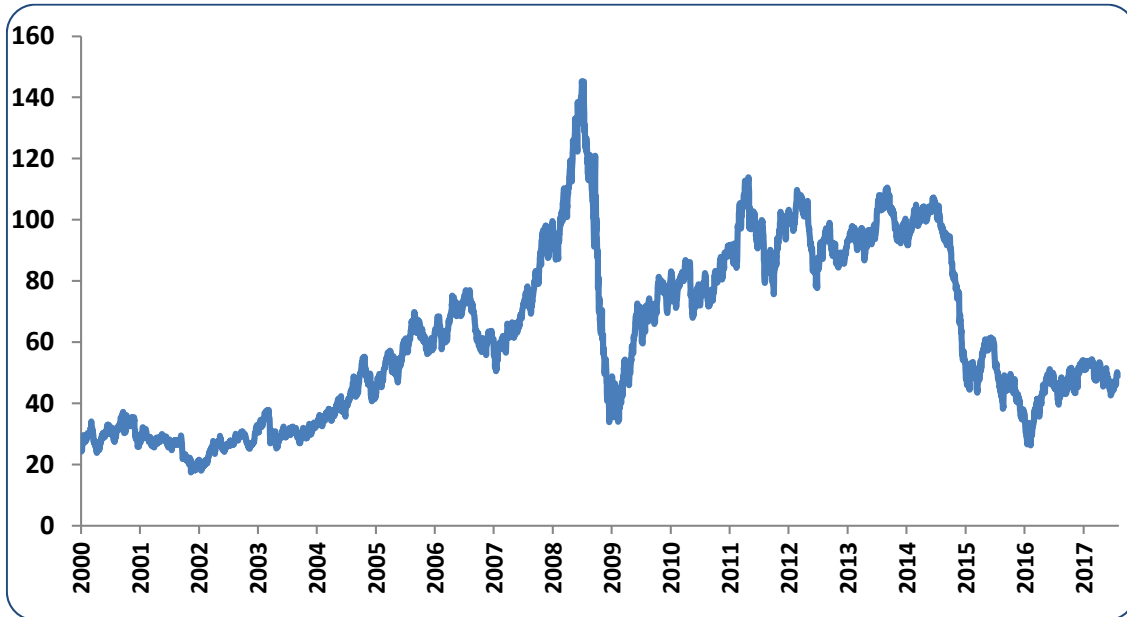
- Our Shareholders: The Republic of Colombia (Ministry of Finance and Public Credit (92.55%) and Departments (7.45%).
- Long term **international credit rating 'BBB'** (Fitch and S&P).
- Long term **local credit rating 'AAA'** (Fitch).
- Our main Products: **On-Loans (Second tier loans)**, *Public Funds Management*, *Guarantees*, **Technical Assistance**, *Project Structuring*

SUSTAINABILITY



INTERNATIONAL ECONOMIC REVIEW

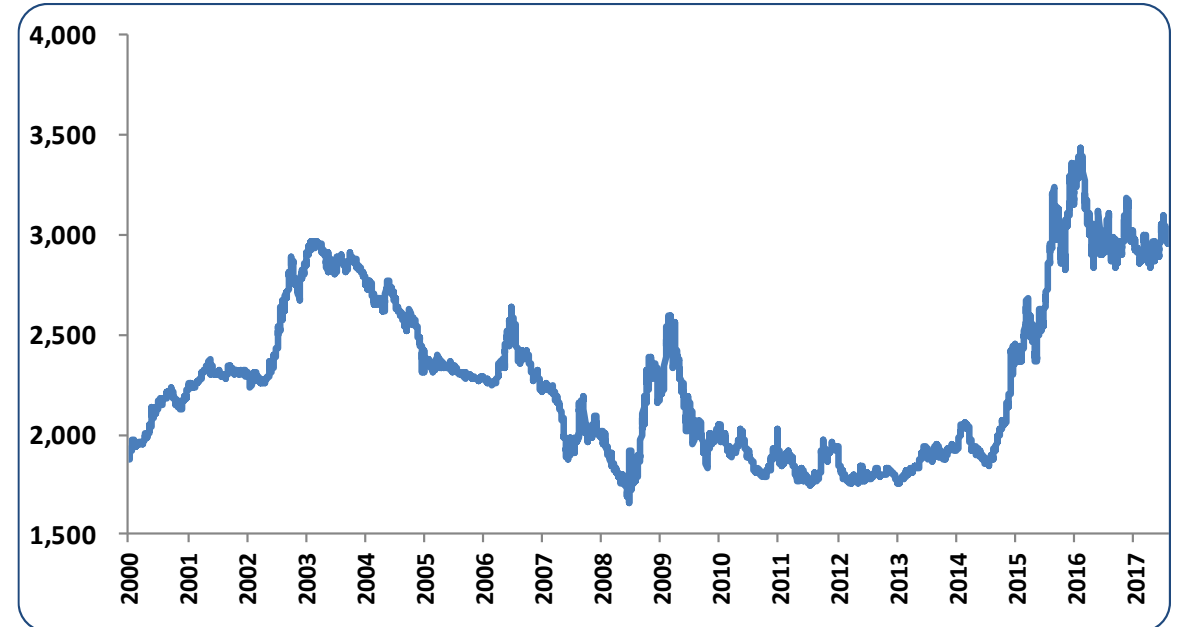
WTI (USD\$)



Source Bloomberg

PRICE AVERAGE 2Q17: USD\$49,5
PRICE JUNE 30 2017: USD\$ 46,04

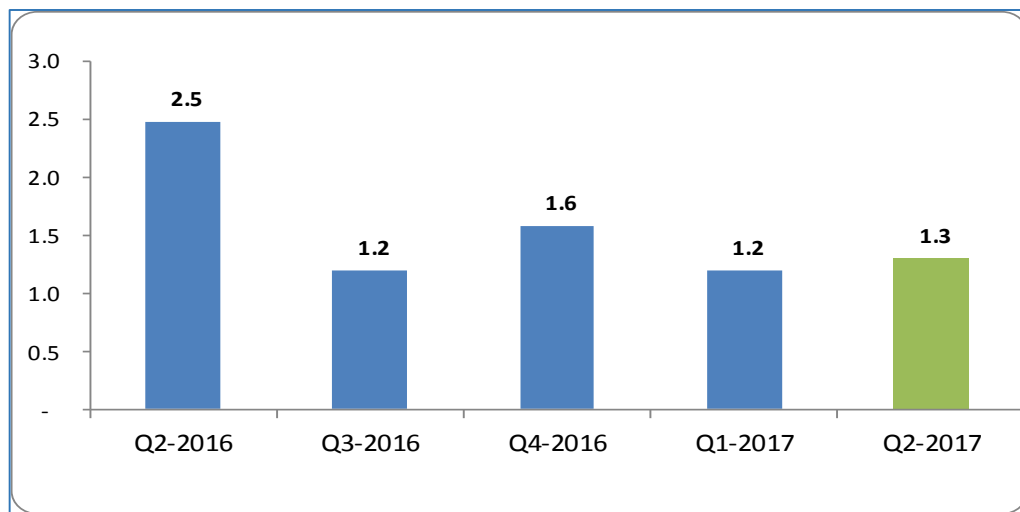
Exchange Rate
(COP\$/USD\$)



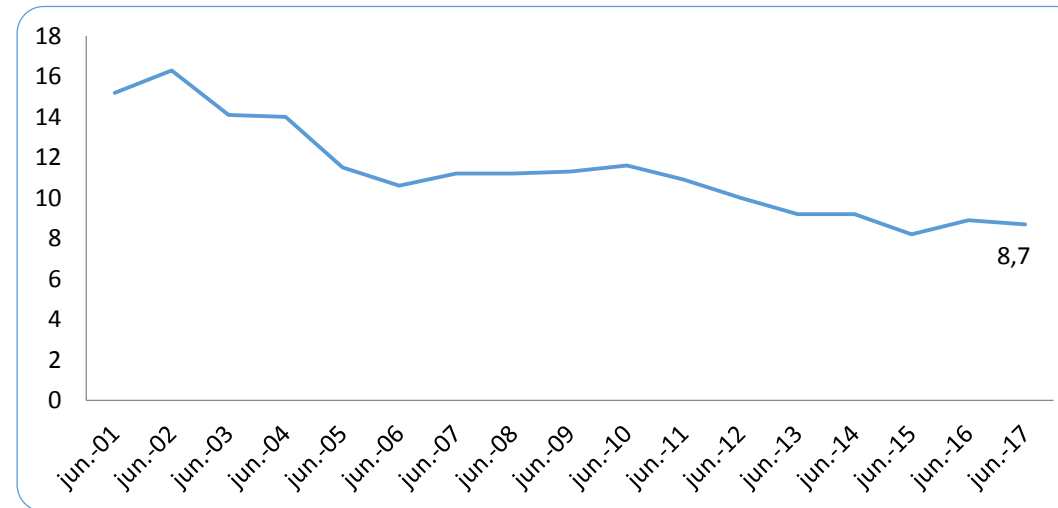
RATE AVERAGE 2Q17: COP\$2.942,43= USD\$1
RATE JUNE 30 2017: COP\$3.038,26= USD\$1

COLOMBIAN ECONOMIC REVIEW

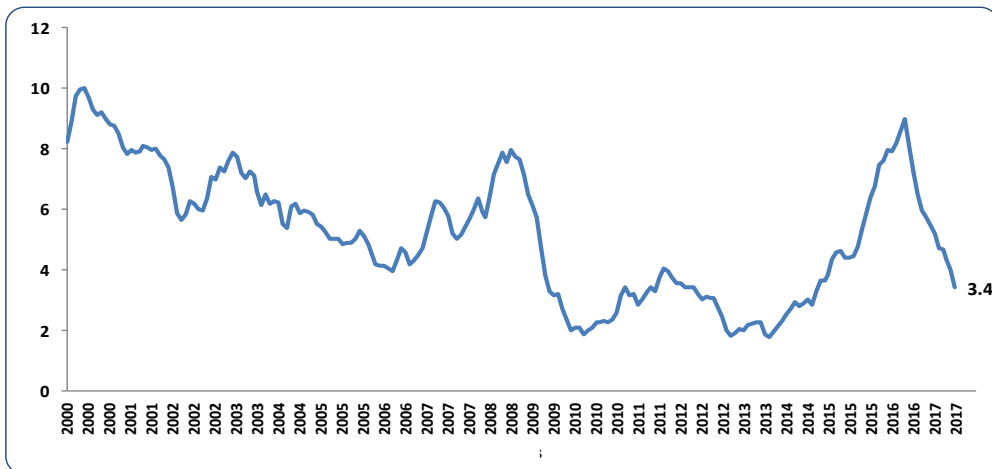
Quarterly GDP Growth (%)



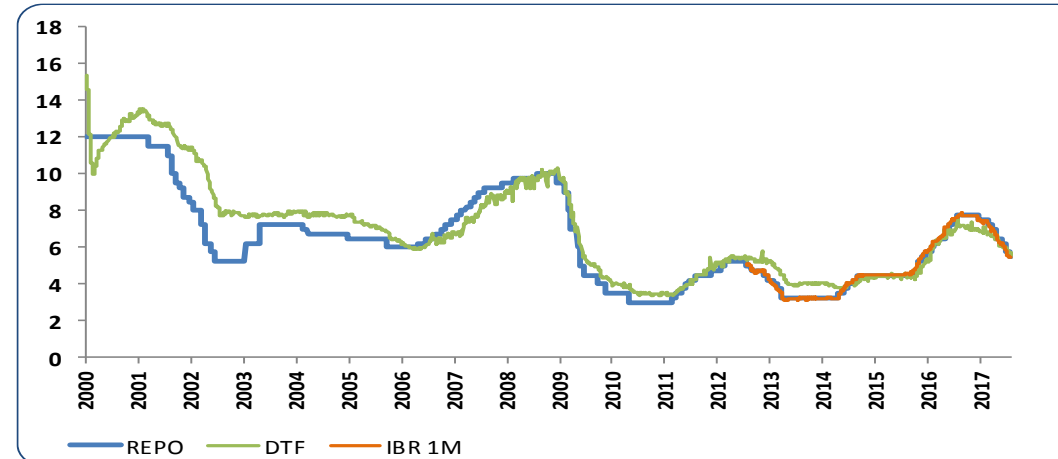
Unemployment Rate



Inflation
(Annual Variation %)



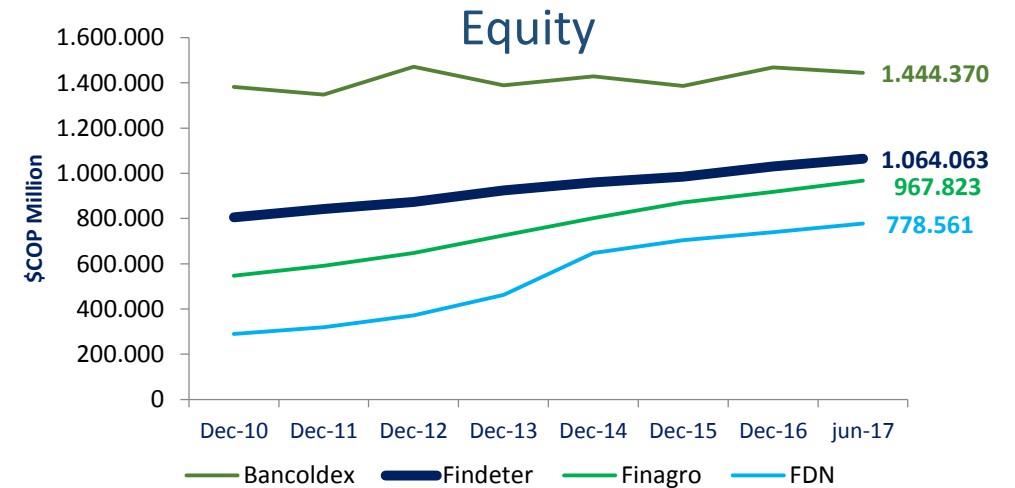
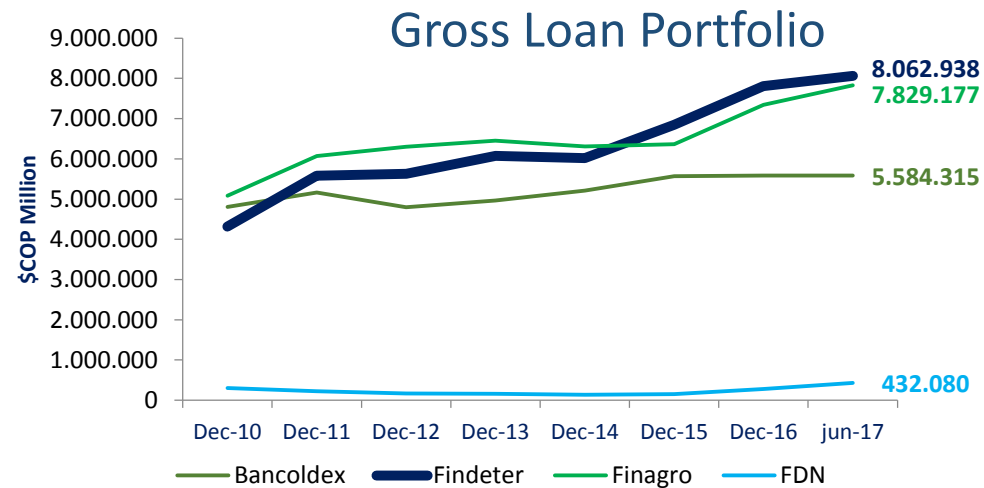
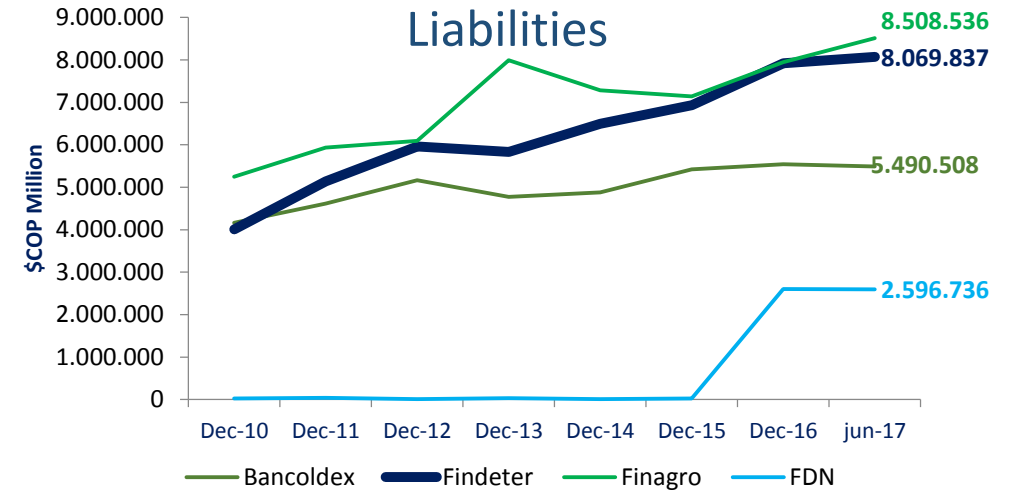
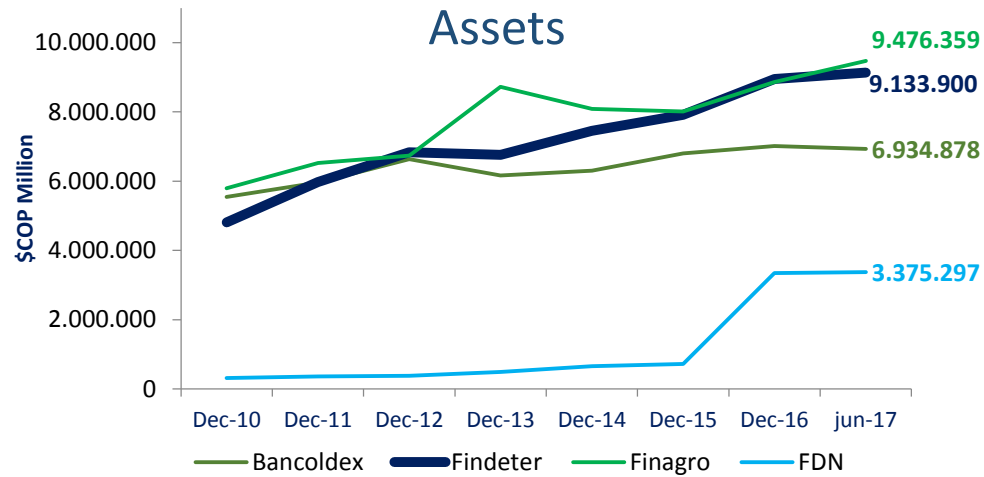
Monetary Policy
(Interests Rates %)



FINANCIAL MANAGEMENT



STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS

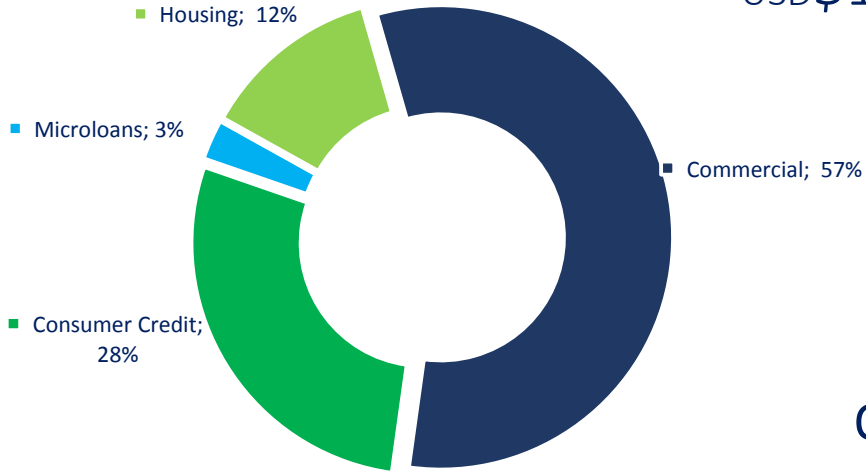


STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS

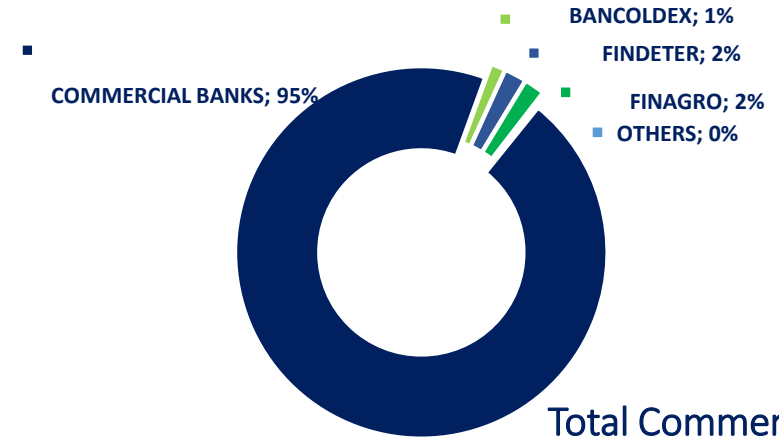


System's LOAN Portfolio

Loan Portfolio TOTAL
USD\$139 billion



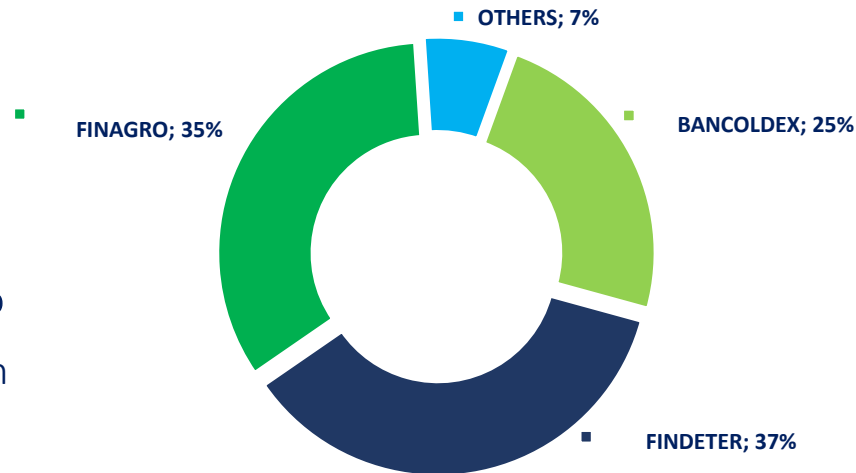
COMMERCIAL LOAN PORTFOLIO



Total Commercial Loan Portfolio
USD\$78.6 billion

ON-LOAN PORTFOLIO

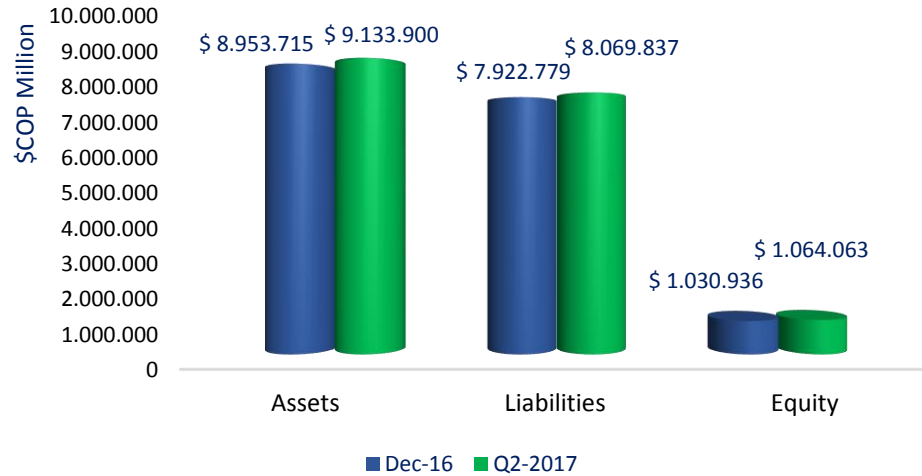
On-Loan Portfolio
USD\$7.3 billion



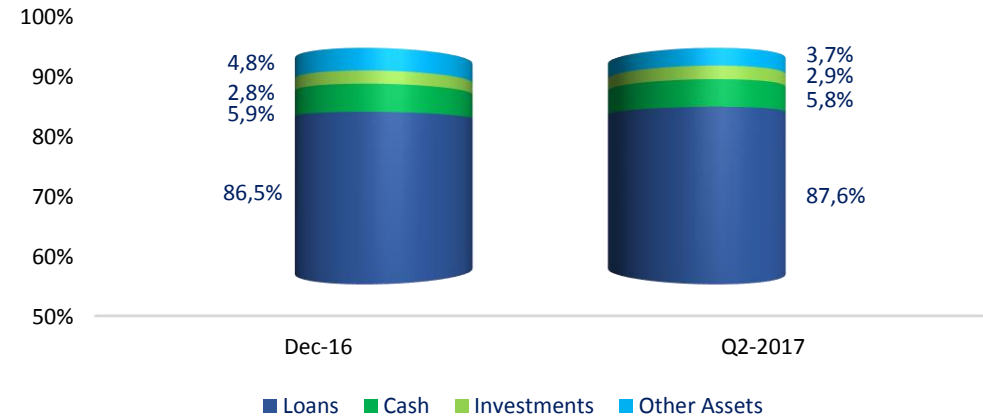
FINDETER, accounts 37% of the on-loan portfolio

FINDETER'S FINANCIAL RESULTS

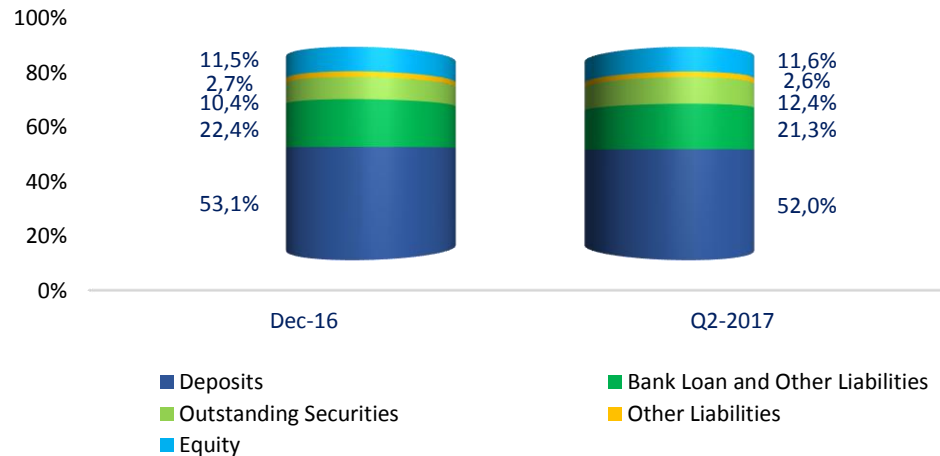
Balance Sheet



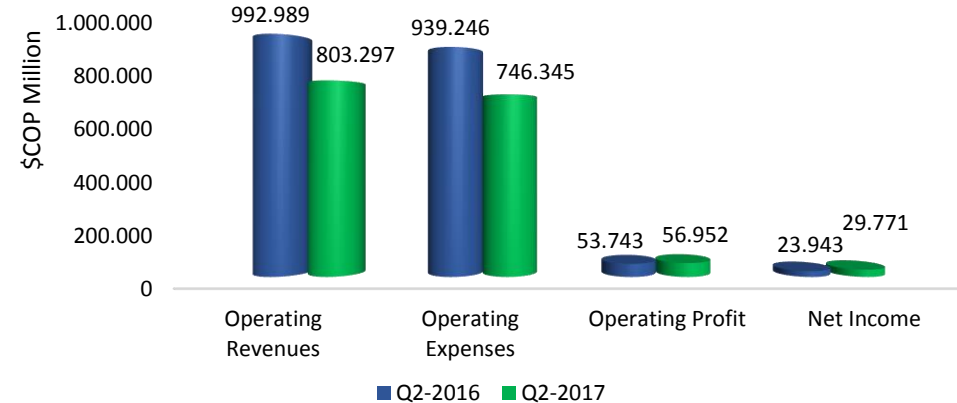
Assets



Liabilities & Equity



Income Statements

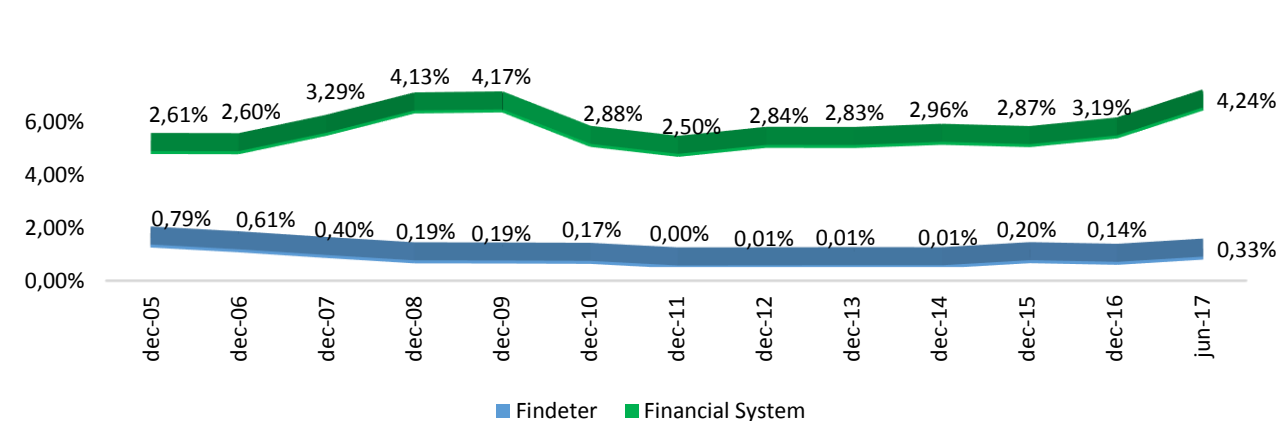


FINANCIAL RATIOS

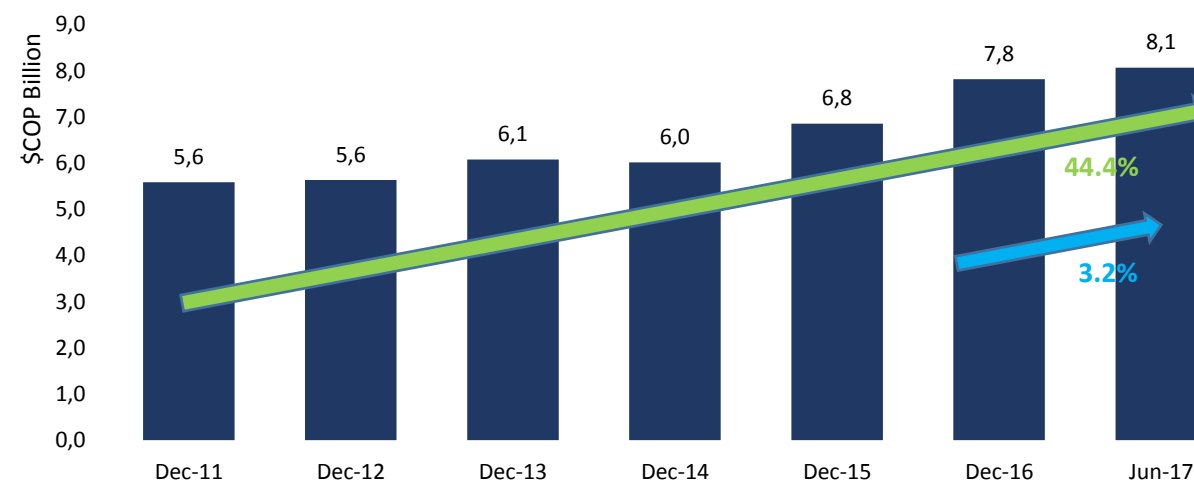
Financial Ratios

	Jun-16	Jun-17
RETURN		
NET PROFIT/EQUITY	4.8%	5.7%
NET PROFIT/ASSETS	0.6%	0.7%
EFFICIENCY		
OPERATING EXPENSES / TOTAL ASSETS	23.1%	17.0%
OPERATING EXPENSES / OPERATING REVENUE	94.6%	92.9%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	11.62%	10.71%
TOTAL SOLVENCY RATIO	11.89%	13.35%
OTHER RATIOS		
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.16%	0.33%
RETURN	483.27%	242.28%

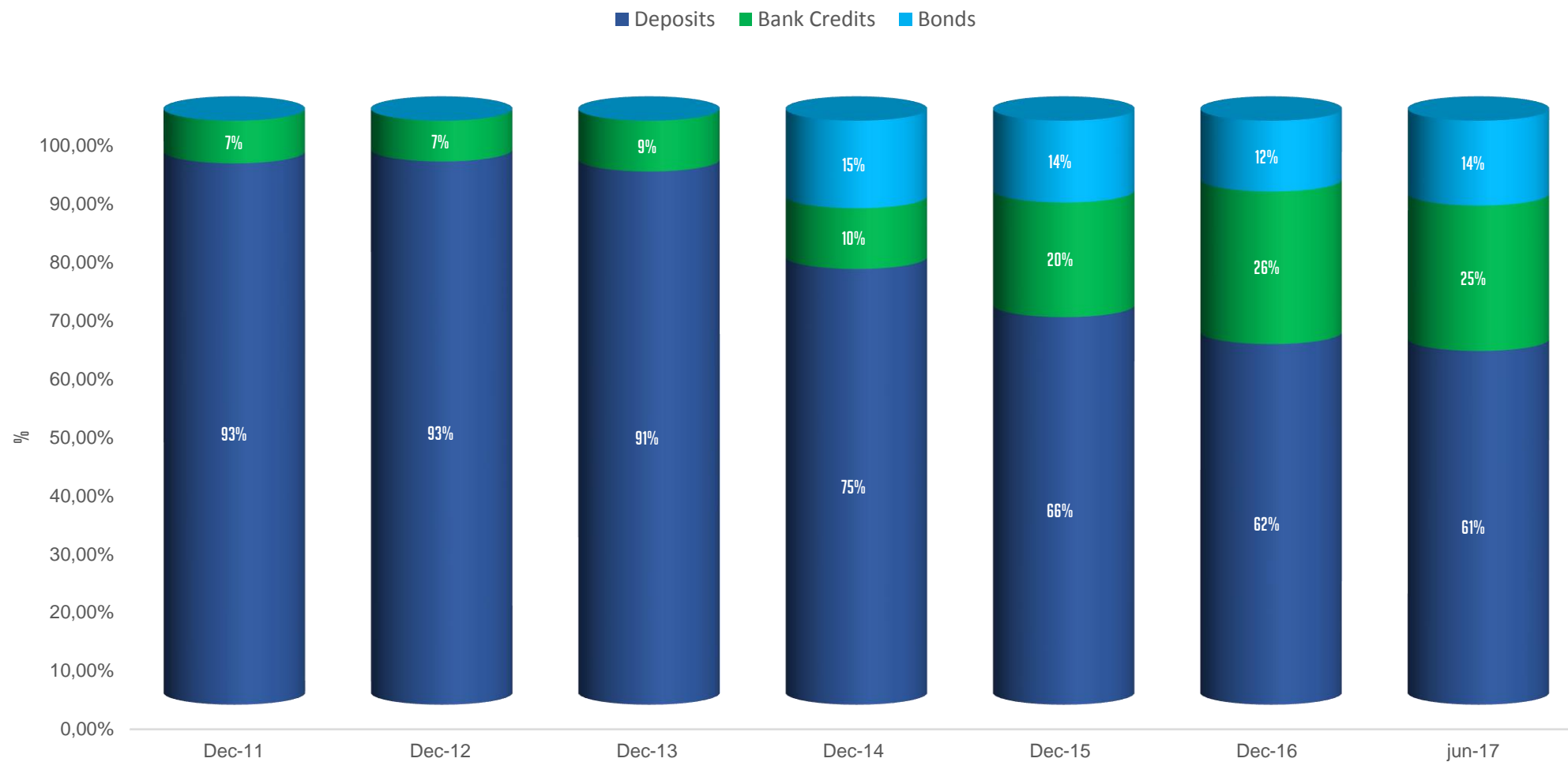
Portfolio Quality (NPLs / Gross Portfolio)



Gross Loan Portfolio



FUNDING



FUNDING

Figures in dollars- Exchange Rate as of June 30th, 2017 COP\$3.038,26= USD\$1

Certificate Deposits (CDs)

USD Millions

CDT	2Q16	2Q17
CDs Issuance	294.5	345.5
CD Renewal	201.8	157.1
CD Auction	0.1	0
Subordinated Bonds	0	67
TOTAL	496.4	569.7

2Q-17 External Loans Disbursements

USD Millions

Multilateral Bank	Approved	Disbursed to 2Q 2017
BID	\$250	\$28.4

Credit Ratings

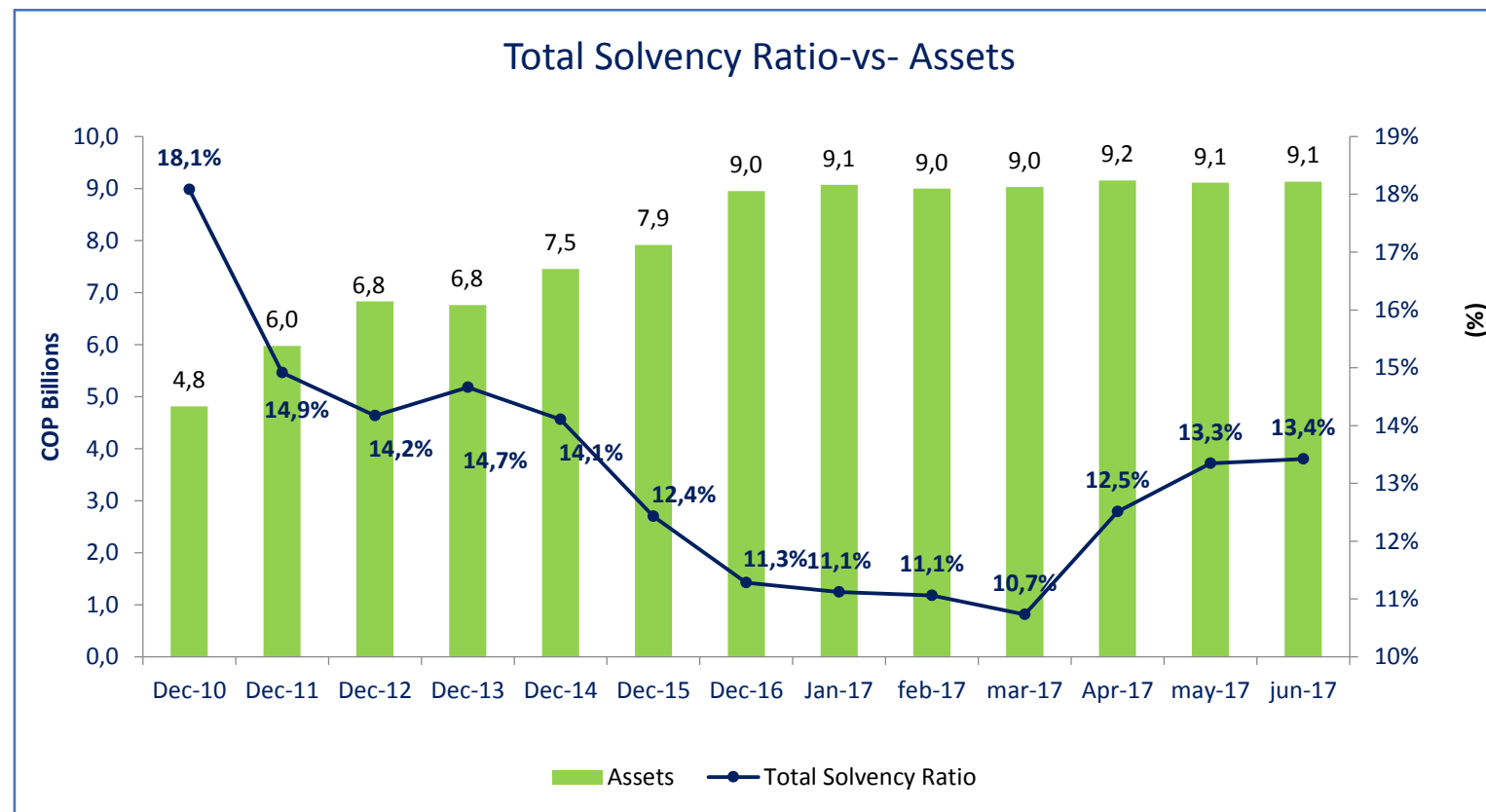
International	BBB	Fitch y S&P
Local	AAA	Fitch

STANDARD & POOR'S **Fitch Ratings**



SUBORDINATED BONDS ISSUANCE

Brief	
Classification	Old Style Subordinated
Types of Auction	Dutch Auction
Credit Rating	AA+
Amount of the Issuance	COP \$203.680 million
Bid to Cover	COP \$491.580 million / 2,4X
Yield	IPC + 3,57%
Maturity	7 years
Auction Date	04/26/2017
Registration	National Registry for Securities and Issuers- <i>Registro Nacional de Valores y Emisores (RNVE)</i>



Rating Agency



Listed



El crecimiento de todo un país

Issuance Manager



Bondholders Legal Representative



Legal Advisors



Issued under IR recognition

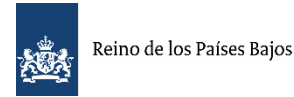
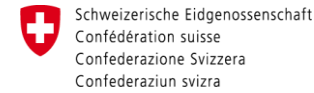


SEARCHING FOR PARTNERSHIPS TO BRING VISION INTO ACTIONS

OUR GLOBAL ALLIES: 26 INSTITUTIONS



NAMA Facility



KFW



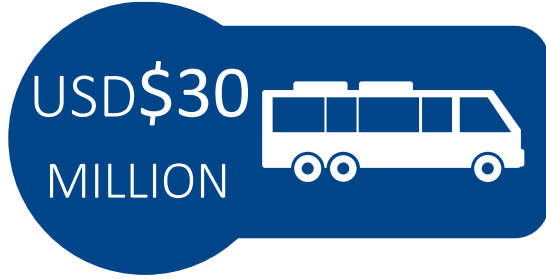
COMMERCIAL MANAGEMENT



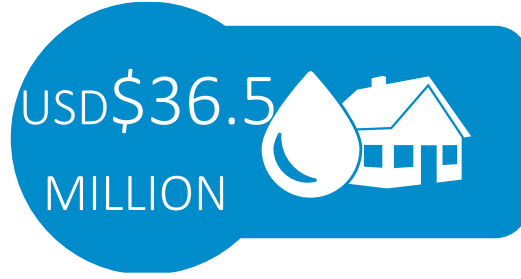
DISBURSMENTS 2017

JANUARY-JUNE 2017

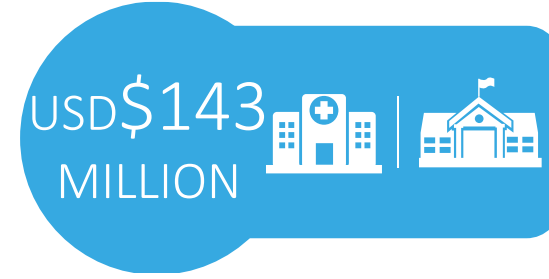
Figures in dollars- Exchange Rate as of June 30th, 2017 COP\$3.038,26= USD\$1



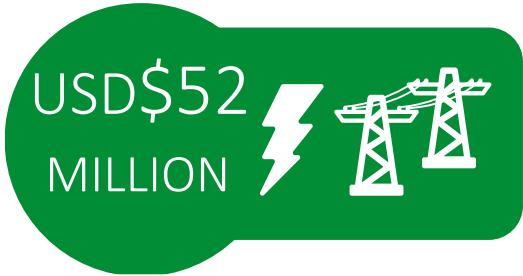
INFRASTRUCTURE AND TRANSPORTATION



HOUSING, WATER AND SEWERAGE



HEALTH AND EDUCATION



ENERGY



INNOVATION AND IT



OTHERS

111

PROJECTS

42

MUNICIPALITIES

USD\$270 MILLION

January 2017 – June 2017

USD\$5.4 BILLION

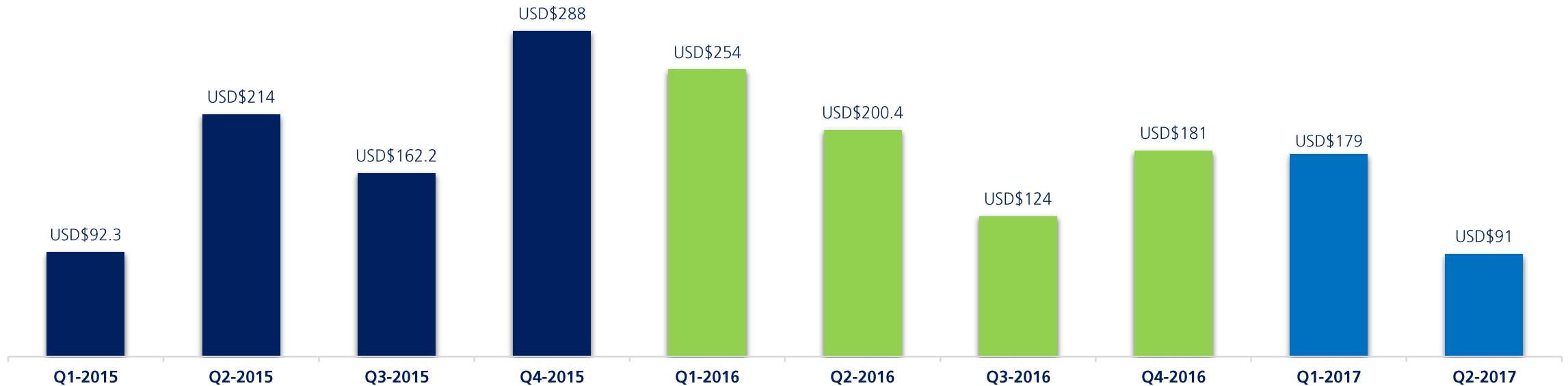
August 2010 – June 2017

ON-LOANS DISBURSMENTS

USD\$270 million disbursed on the second quarter of 2017

Quarterly Disbursements

USD Million



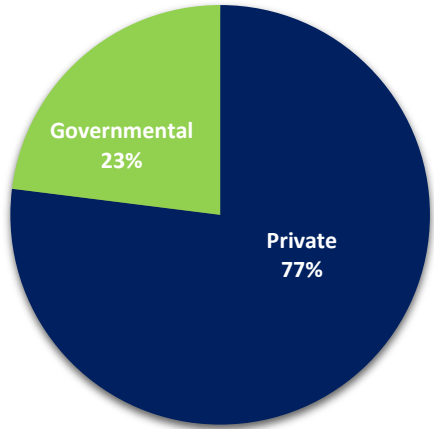
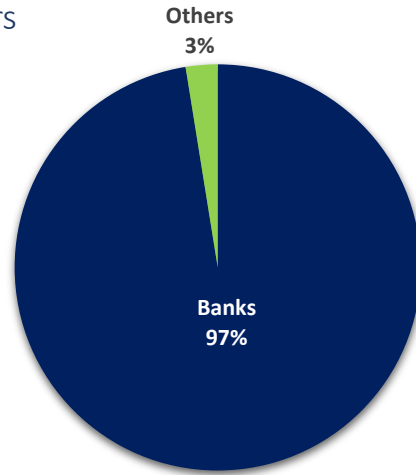
Figures in dollars- Exchange Rate as of June 30th, 2017
COP\$3.038,26= USD\$1

ON-LOANS DISBURSMENTS

INTERMEDIARIES, BENEFICIARIES AND MATURITIES

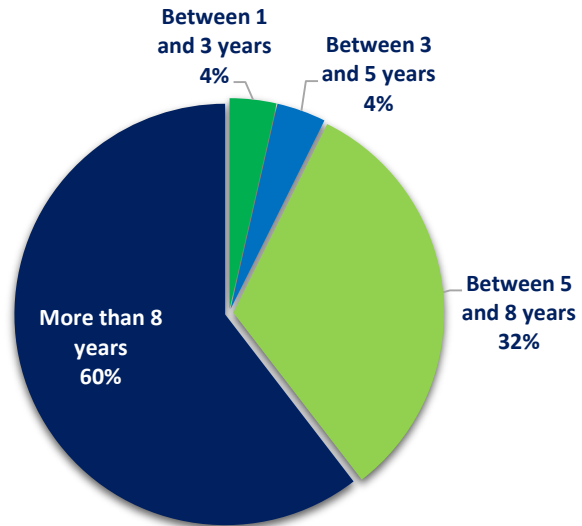
January– June 2017

97% of our debtors
are banks



77% of our beneficiaries are
private companies

93% are long term
maturities



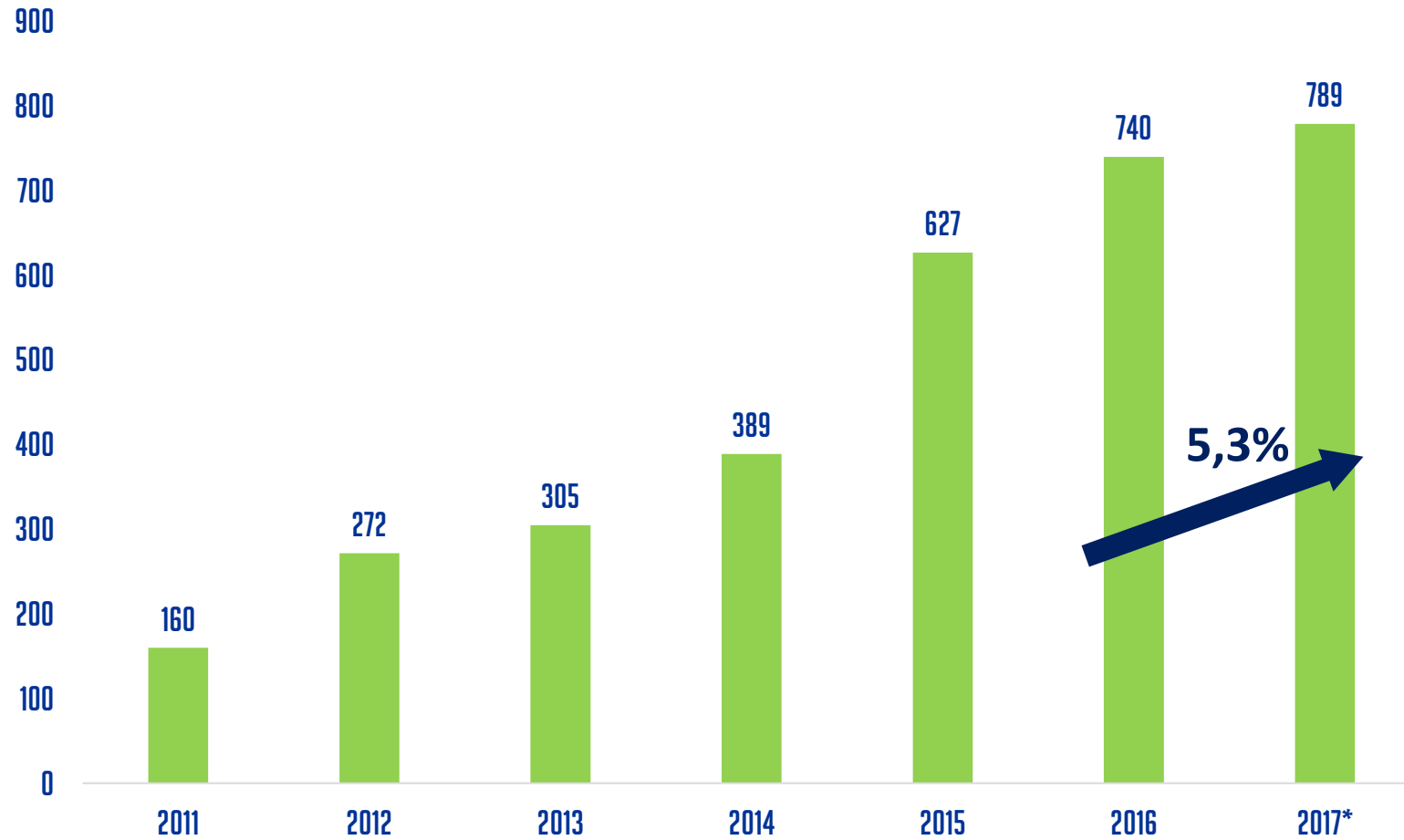
TECHNICAL MANAGEMENT



VIADUCTO DE LA NOVENA

EVOLUTION OF THE TECHNICAL ASSISTANCE PRODUCT

NUMBER OF PROJECTS AS OF JUNE 30, 2017



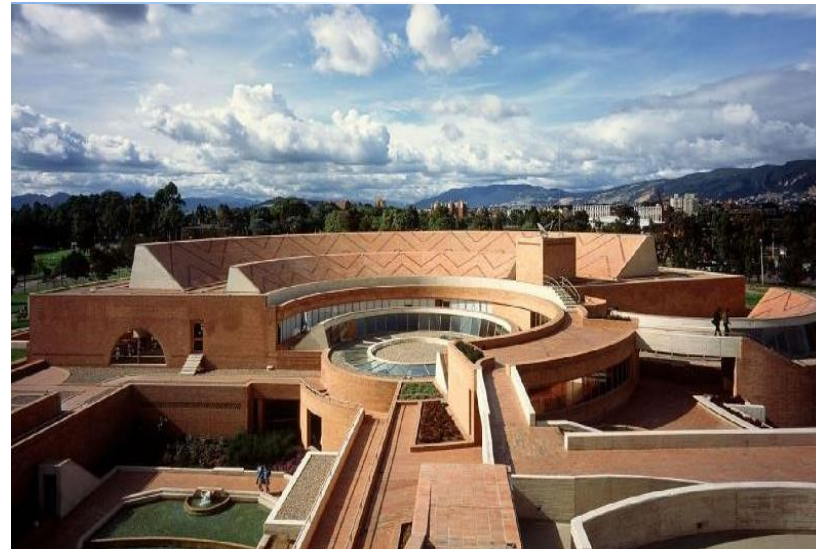
HOTEL CORALES-CARTAGENA

TECHNICAL ASSISTANCE

USD\$2.8 BILLION
779 PROJECTS
290 MUNICIPALITIES
54.000 CREATED JOBS



Figures in dollars- Exchange Rate as of June 30th, 2017
COP\$3.038,26= USD\$1



WATER AND SEWERAGE



USD\$692
MILLION

259 PROJECTS

INFRASTRUCTURE



USD\$275
MILLION

278 PROJECTS

HOUSING



USD\$1.8
BILLION

120.973 LIVING UNITS
242 PROJECTS

RELEVANT INFORMATION

- On August 29th, 2017, the Board of Directors of FINDETER, accepted the irrevocable resignation presented by **Mr. Luis Fernando Arboleda González**, as President of FINDETER, after seven years of service.
- The Board of Directors acknowledged and recognized the management carried out by Mr. Luis Fernando Arboleda González, for exceeding the goals set by the organization, with an irrefutable policy of transparency and efficiency.
- **Mr. Rodolfo Zea Navarro**, who has been working in Findeter for more than 20 years and who was the General Secretary, has been appointed as interim President of the entity.



Disclosure, Forward Looking Statements and IFRS. The information in this report should not be construed as advice, recommendation or suggestion by FINDETER for making investment decisions or making any transactions or business. The use of the information provided is the sole responsibility of the user. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and other various factors that could cause actual results to differ materially from those indicated in such statements. As of January 1, 2016, the financial statements of Findeter are being prepared based on International Financial Reporting Standards (IFRS). The interim financial statements of this year, may be subject to adjustments in the annual audited financial statements. Certain monetary amounts, percentages and other figures included in this report have been subject to rounding adjustments. FINDETER maintains accounting records in Colombian pesos, referred to herein as “COP”. We do not intend, and do not assume any obligation, to update these figures or the forward-looking statements. The figures in dollars included here are approximations, they are the result of converting the original figures in pesos to the exchange rate as of June 30, 2017 published by the Financial Superintendence of Colombia.