



Findeter
Financiera del Desarrollo

JUNTOS LO HACEMOS POSIBLE

FINANCIAL RESULTS

3Q17

 MINHACIENDA

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

NEW PRESIDENT OF FINDETER



RODOLFO ZEA NAVARRO

Appointed on October 3, 2017

EDUCATION

Economist at *Universidad de los Andes*, with an MBA from INALDE, and post-graduate studies in stock markets, budget and portfolio management

PROFESSIONAL EXPERIENCE

More than 20 years of experience in top management positions in financial areas of FINDETER. He has led the teams of Treasury, Financial Strategy, Accounting and Budget and International Banking.

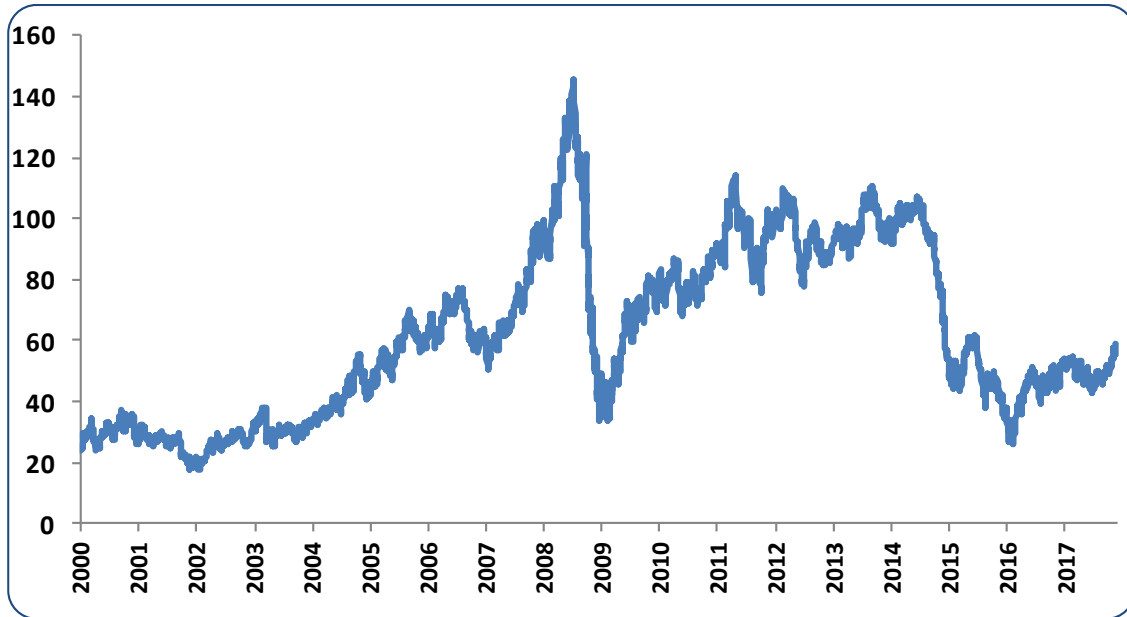
ECONOMIC REVIEW



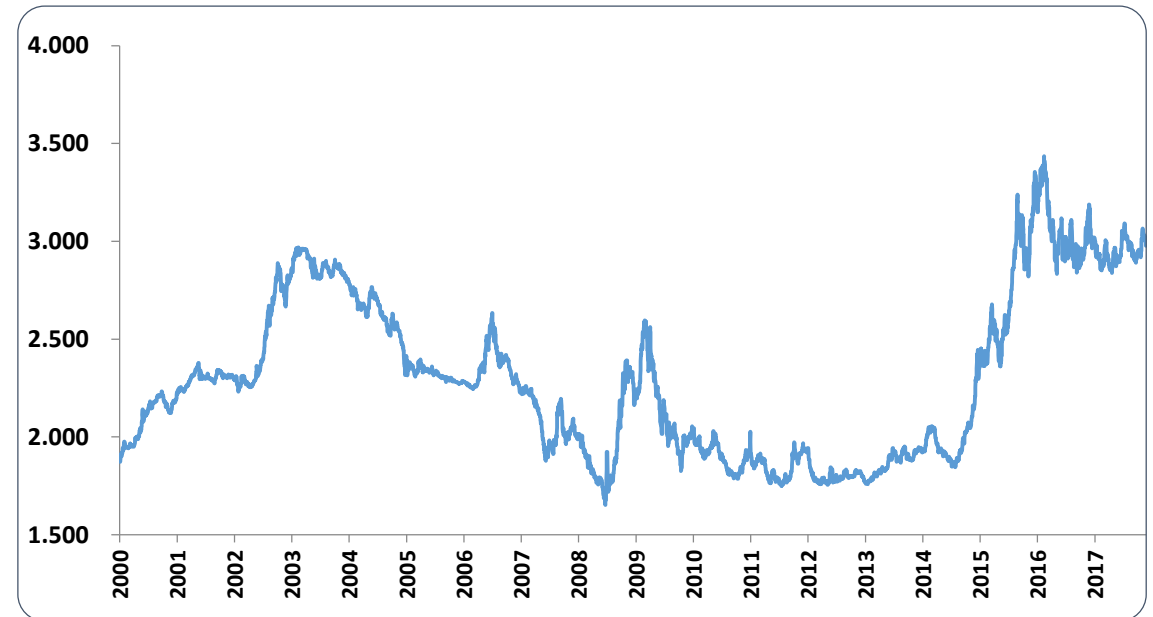
Convention center Getsemaní, Cartagena

INTERNATIONAL ECONOMIC REVIEW

WTI (USD\$)



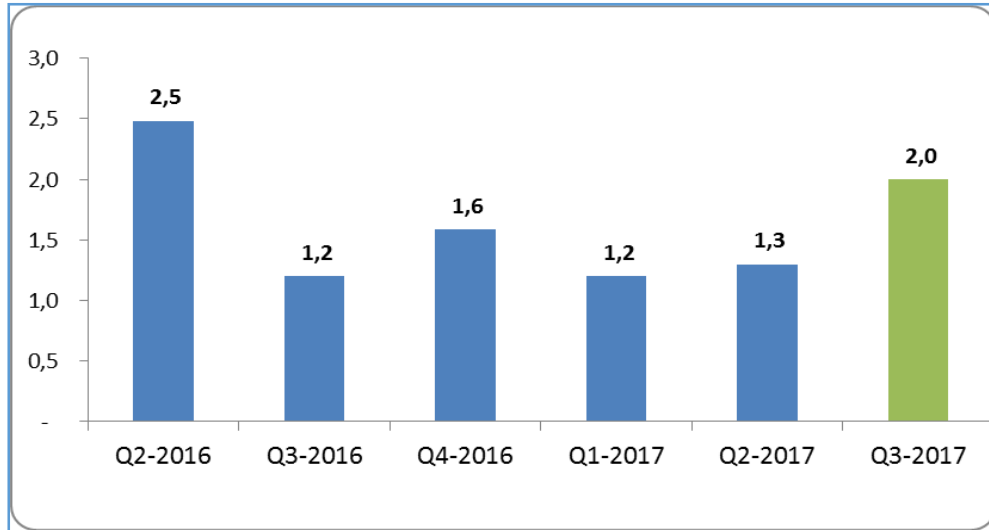
Exchange Rate
(COP\$/US\$)



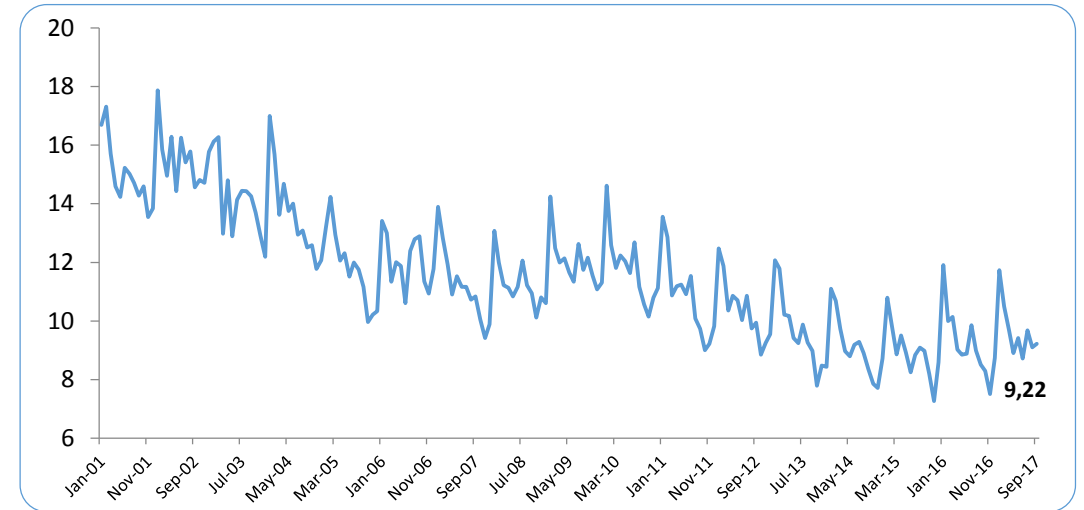
Source: Bloomberg

COLOMBIAN ECONOMIC REVIEW

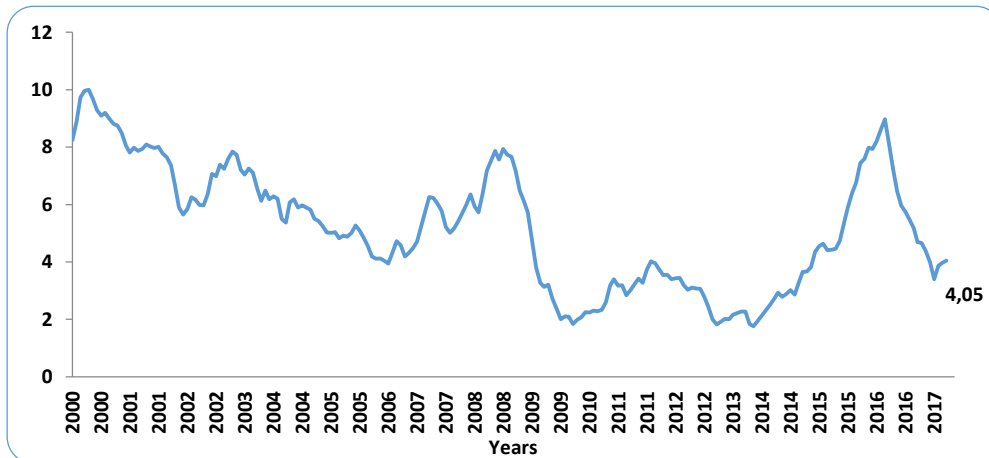
Quarterly GDP Growth (%)



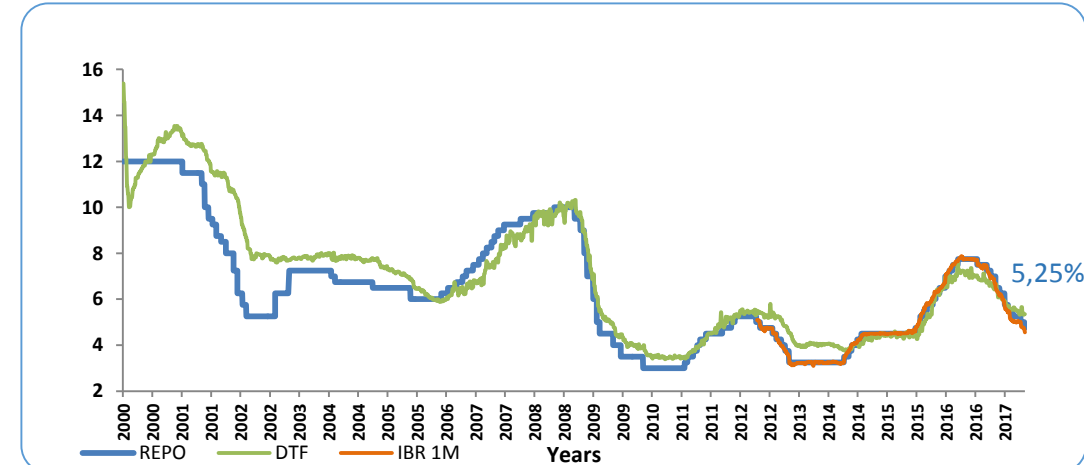
Unemployment Rate



Inflation
(Annual Variation %)



Monetary Policy
(Interests Rates %)

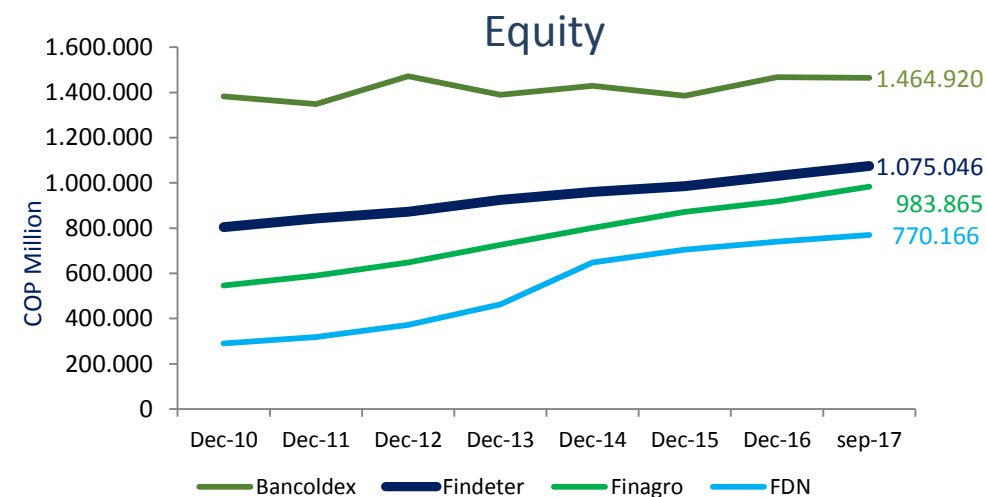
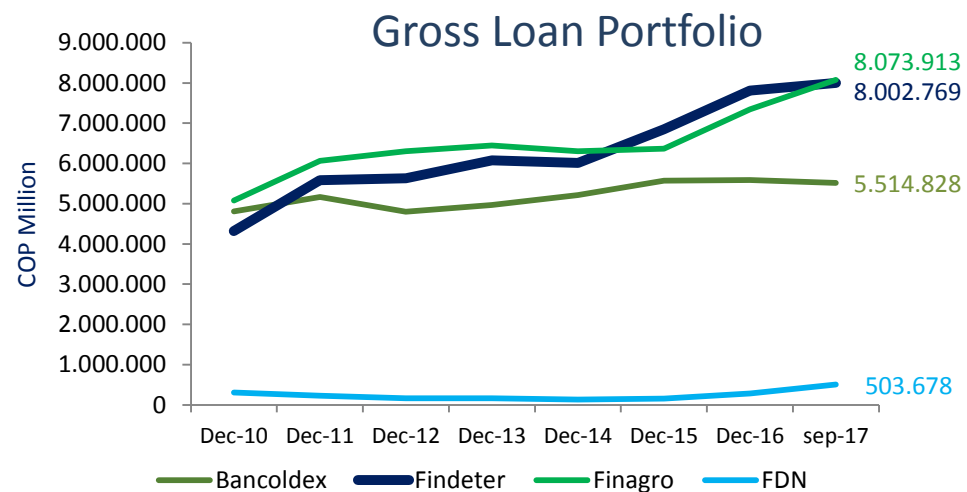
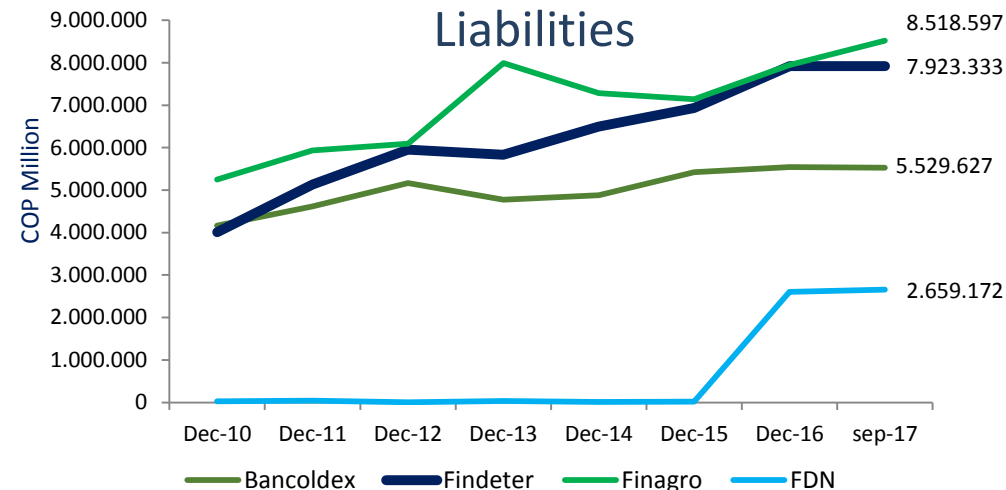
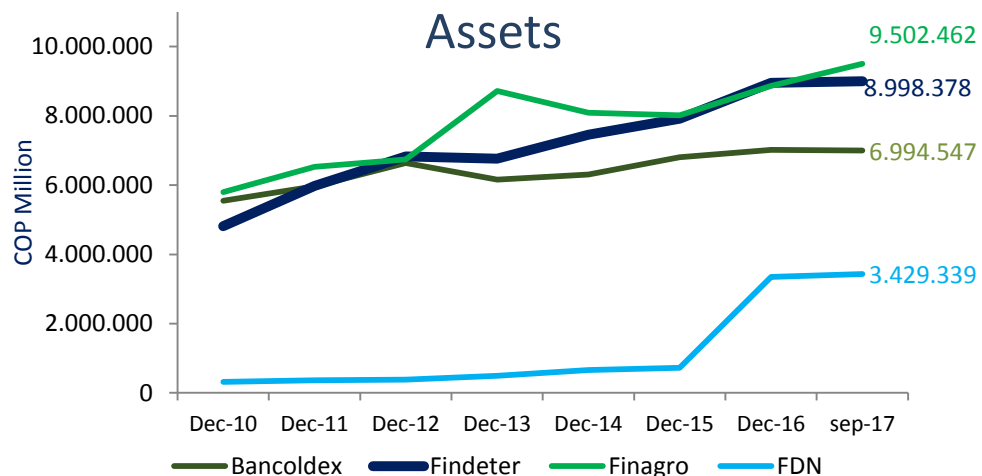


FINANCIAL MANAGEMENT



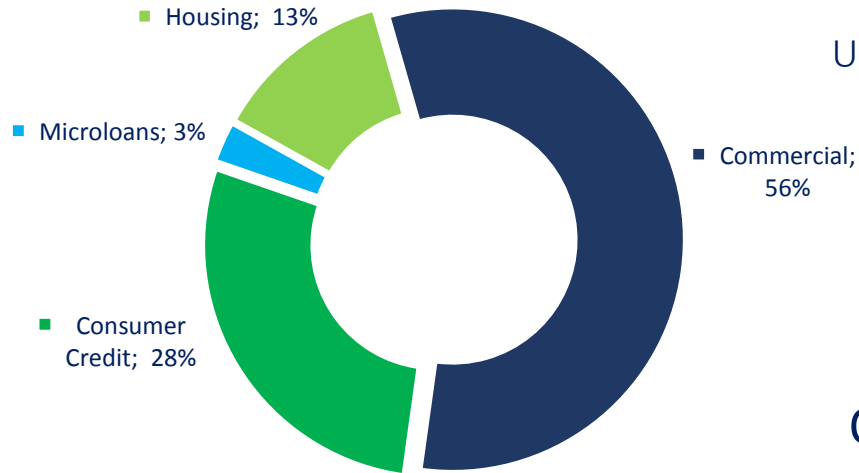
International Hospital, Bucaramanga

STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS



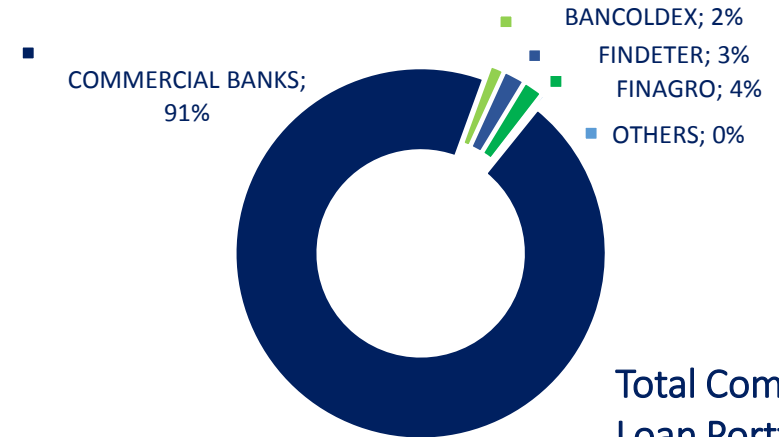
STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS

System's LOAN Portfolio



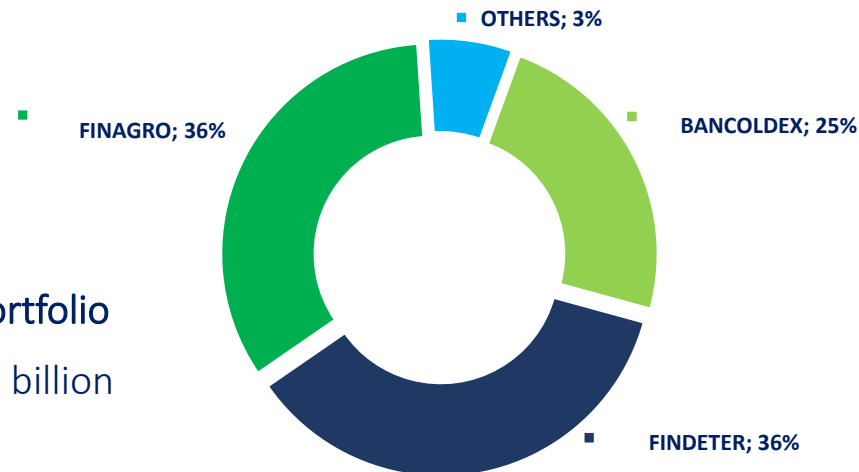
Loan Portfolio TOTAL
USD\$145 billion

COMMERCIAL LOAN PORTFOLIO



Total Commercial Loan Portfolio
USD\$81 billion

ON-LOAN PORTFOLIO

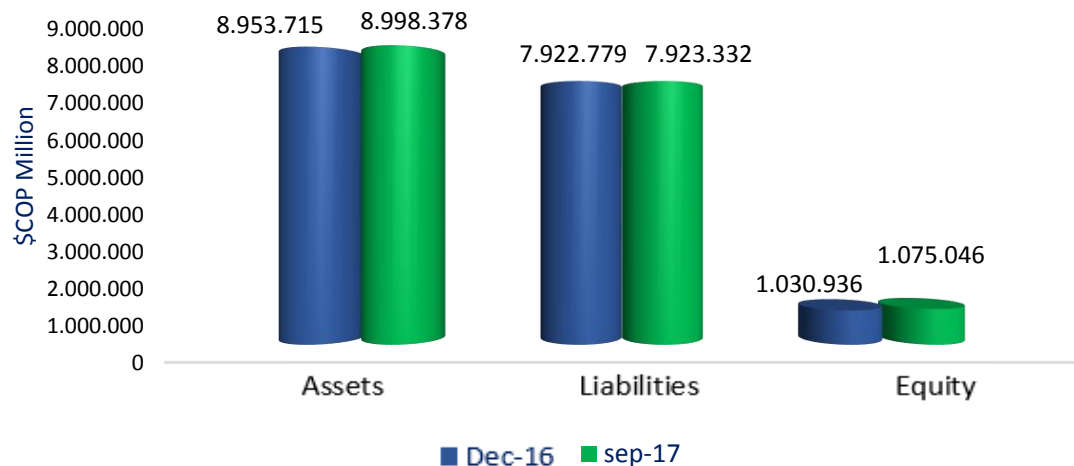


On-Loan Portfolio
USD\$7.5 billion

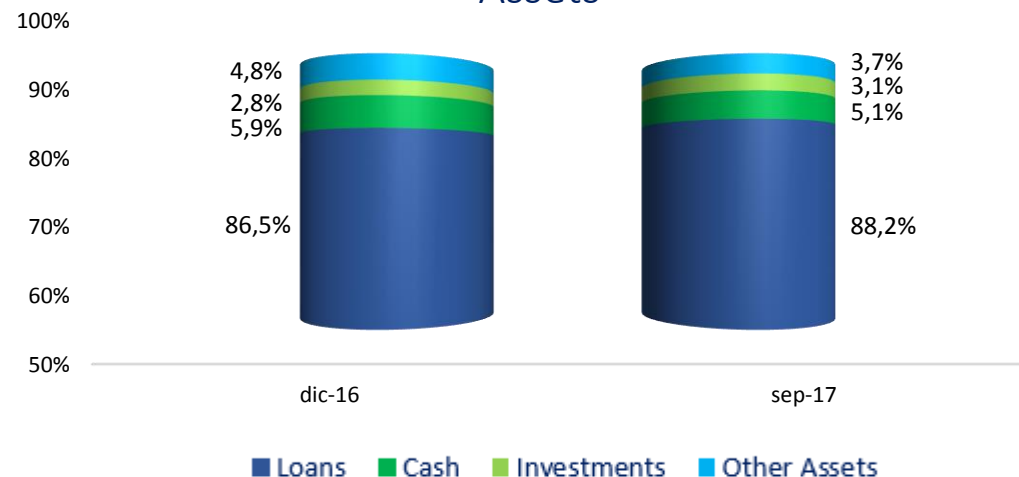
FINDETER, accounts 36% of the on-loan portfolio

FINDER'S FINANCIAL RESULTS

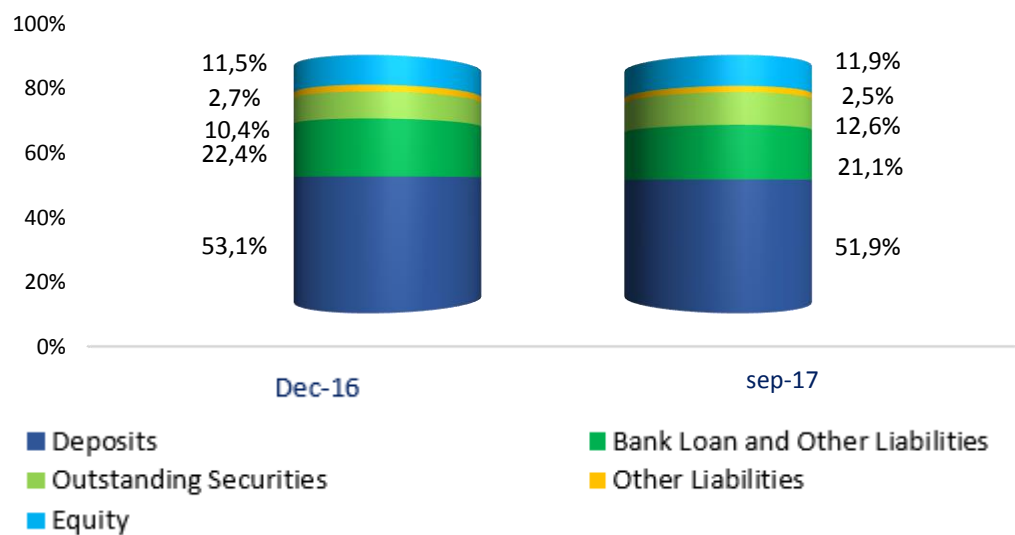
Balance Sheet



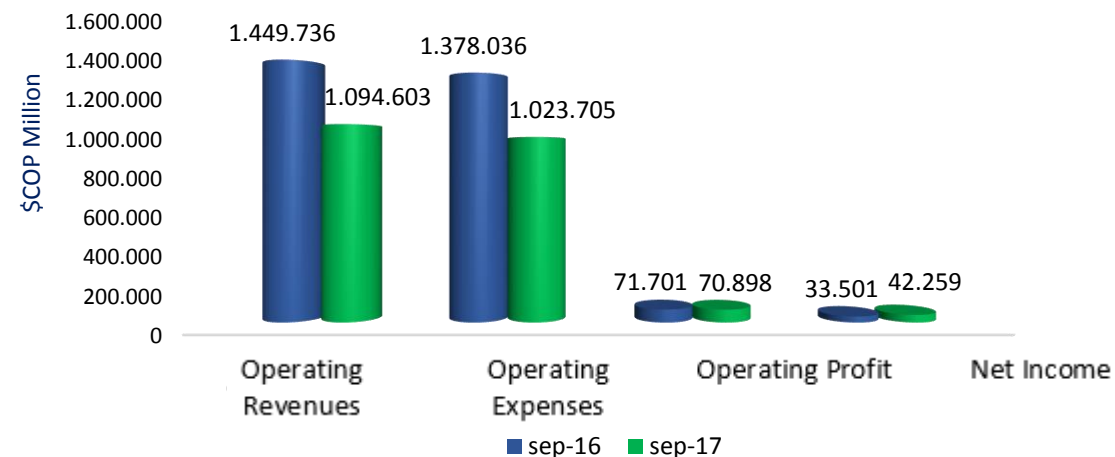
Assets



Equity



Income Statements



FINANCIAL RATIOS

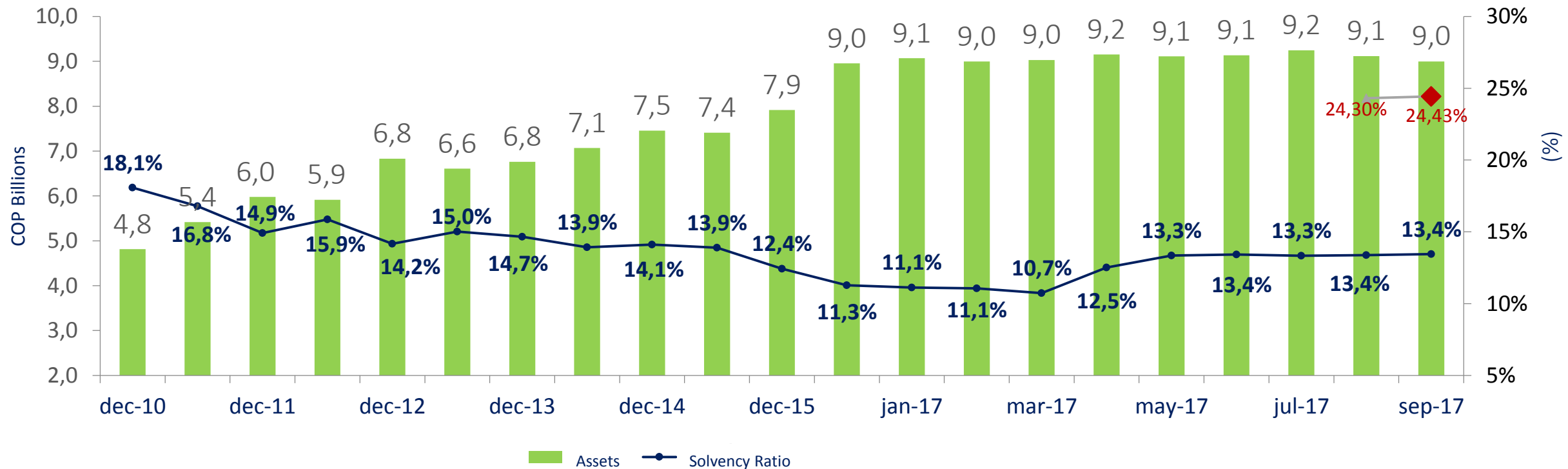
Financial Ratios

RATIO	Sep-16	Sep-17
RETURN		
NET PROFIT/EQUITY	4.4%	5.3%
NET PROFIT/ASSETS	0.5%	0.6%
EFFICIENCY		
OPERATING EXPENSES / TOTAL ASSETS	21.8%	15.4%
OPERATING EXPENSES / OPERATING REVENUE	95.1%	93.5%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	11.40%	10.6%
TOTAL SOLVENCY RATIO	11.77%	13.4%
OTHER RATIOS		
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.15%	0.20%
PORTFOLIO COVERAGE	529.92%	435.87%

Source: Colombian Financial Superintendence

SOLVENCY RATIO

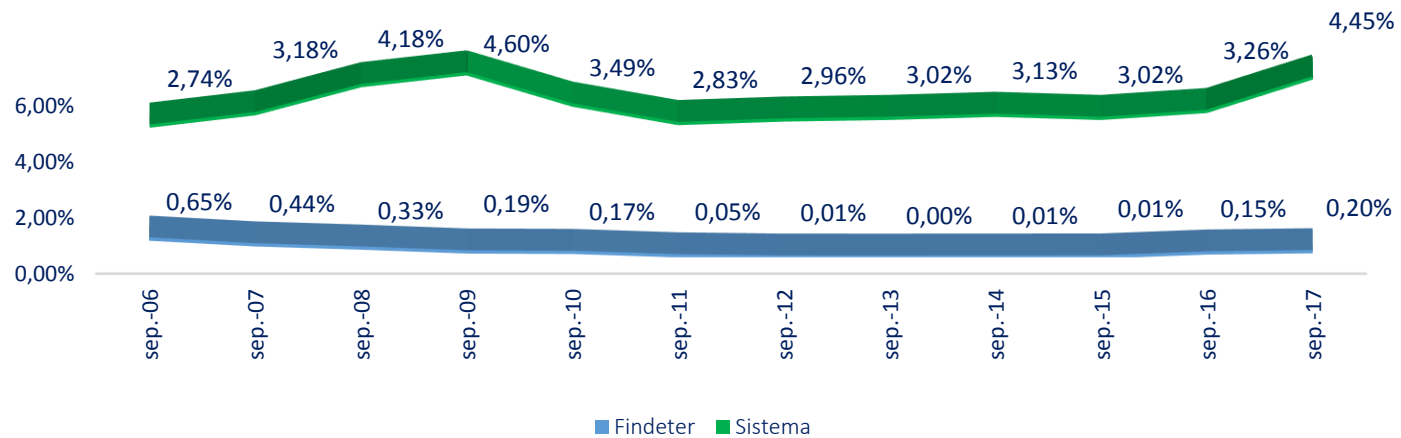
Solvency Ratio-vs- Assets



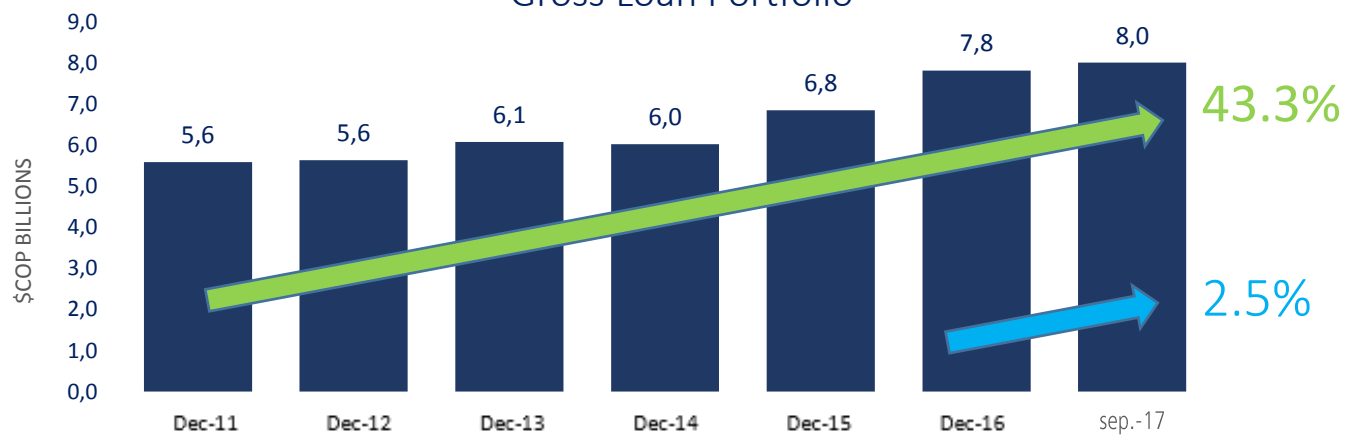
* Solvency Decree 1333 of 2017

PORTFOLIO

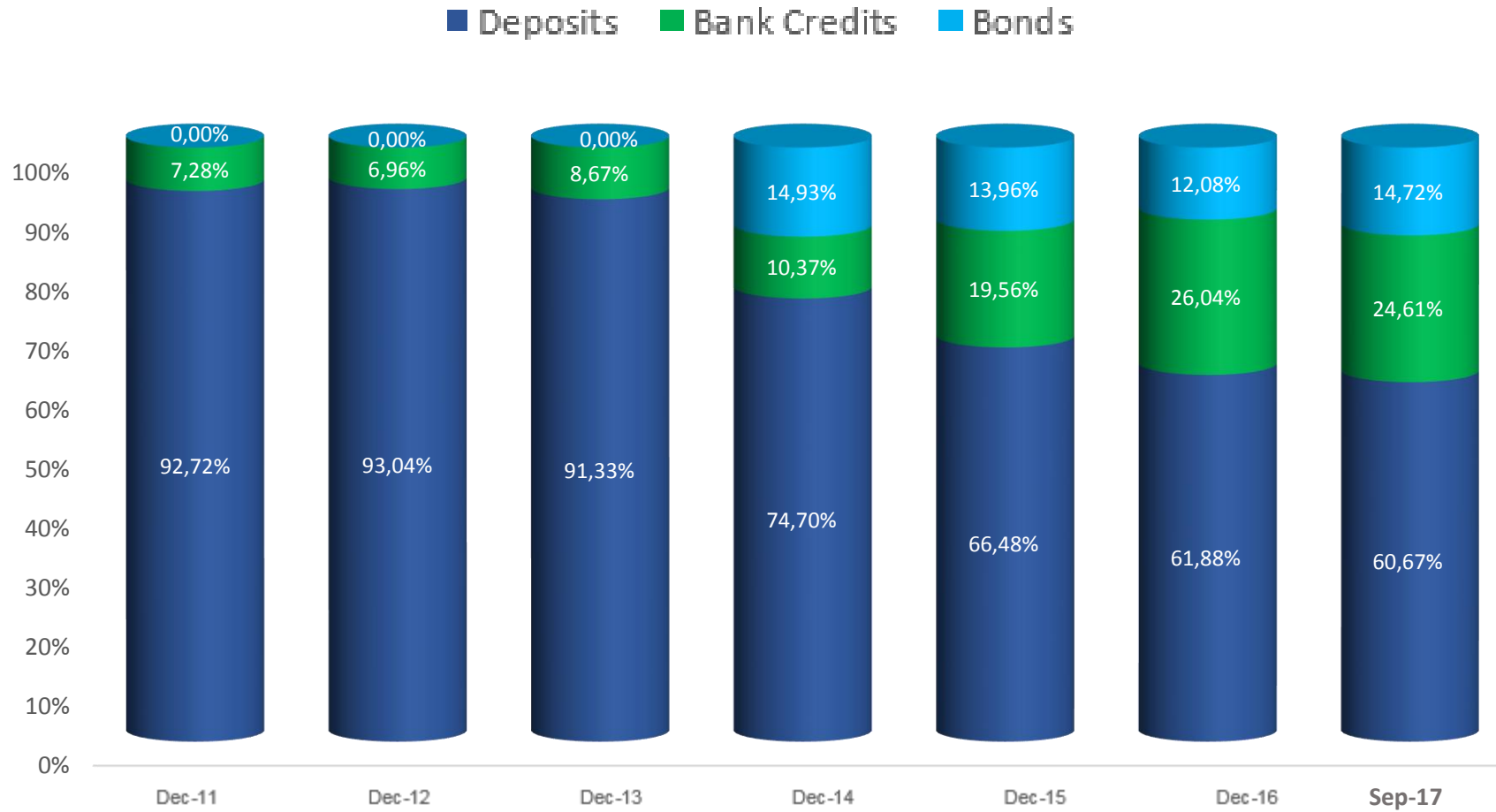
Portfolio Quality (NPLs / Gross Portfolio)



Gross Loan Portfolio



FUNDING



FUNDING

Certificate Deposits (CDs)

USD Millions

CD	2016	3Q16	3Q17
CDs Issuance	590.9	499.9	510.7
CD Renewal	402.8	261.1	216.2
CD Auction	108.0	0.0	0.0
Subordinated Bonds	0.0	0.0	69.4
TOTAL	1101.7	761.1	796.2

Figures in dollars- Exchange Rate as of September 30th, 2017 COP\$2,936.67 = USD\$1

3Q-17 External Loans Disbursements

USD Millions

Multilateral Bank	Approved	Disbursed to 3Q 2017
IADB	\$250	\$36,1

Credit Ratings

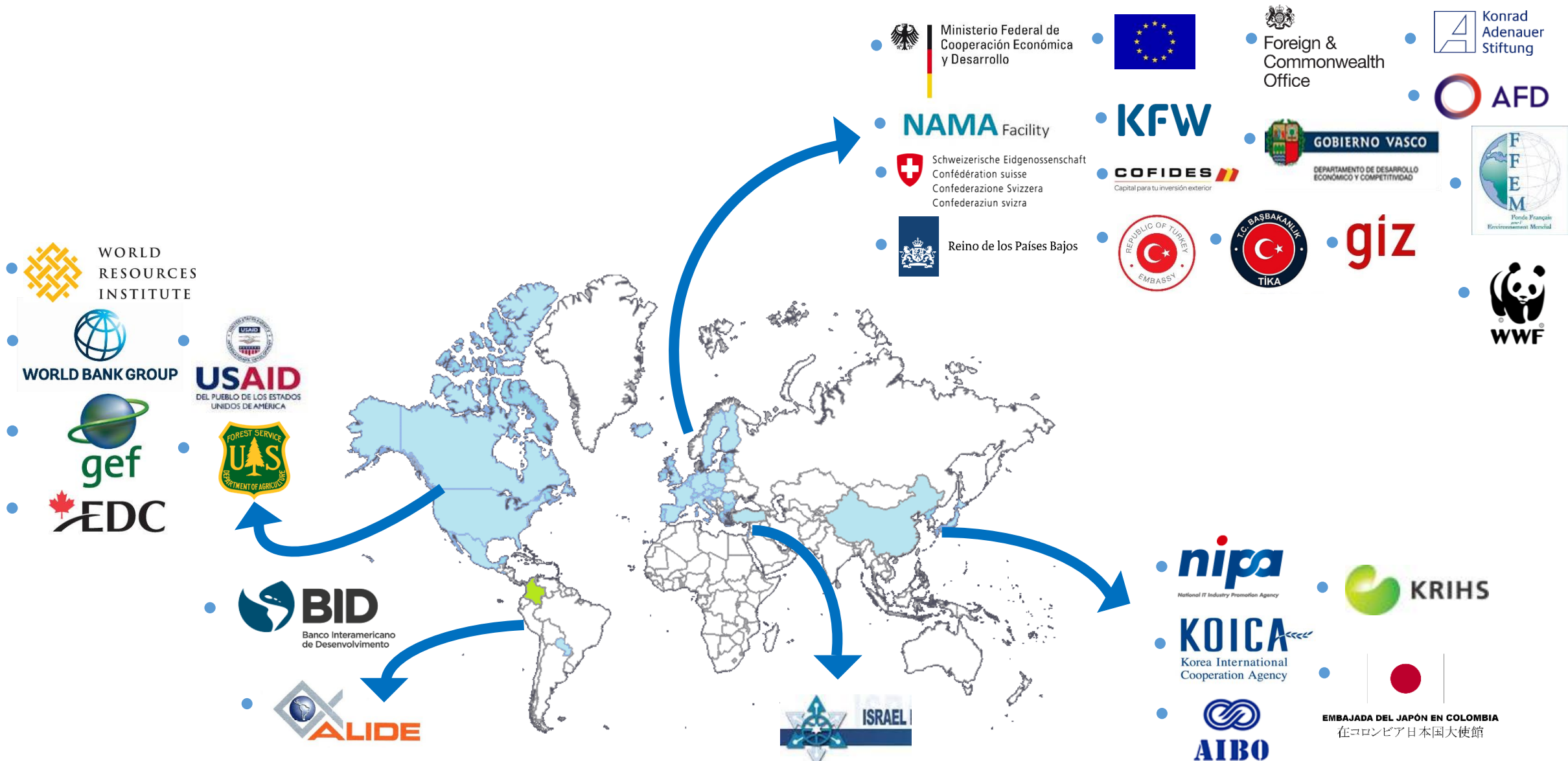
International	BBB	Fitch y S&P
Local	AAA	Fitch

STANDARD & POOR'S **Fitch Ratings**



INTERNATIONAL BANKING

OUR GLOBAL ALLIES



- WORLD RESOURCES INSTITUTE
- WORLD BANK GROUP
- gef
- EDC

- USAID
DEL PUEBLO DE LOS ESTADOS UNIDOS DE AMÉRICA
- FOREST SERVICE
DEPARTMENT OF AGRICULTURE

- BID
Banco Interamericano de Desarrollo

- ALIDE

- Ministerio Federal de Cooperación Económica y Desarrollo
- NAMA Facility
- Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra
- Reino de los Países Bajos

-

- KFW

- COFIDES
Capital para tu inversión exterior

- REPUBLIC OF TURKEY
EMBASSY

- T.C. BAŞBAKANLIK
TİKA

- giz

- Foreign & Commonwealth Office

- GOBIERNO VASCO
DEPARTAMENTO DE DESARROLLO ECONÓMICO Y COMPETITIVIDAD

- Konrad Adenauer Stiftung

- AFD

- FEM
Fonds Français pour l'Environnement Mondial

- WWF

- nipa
National IT Industry Promotion Agency

- KOICA
Korea International Cooperation Agency

- AIBO

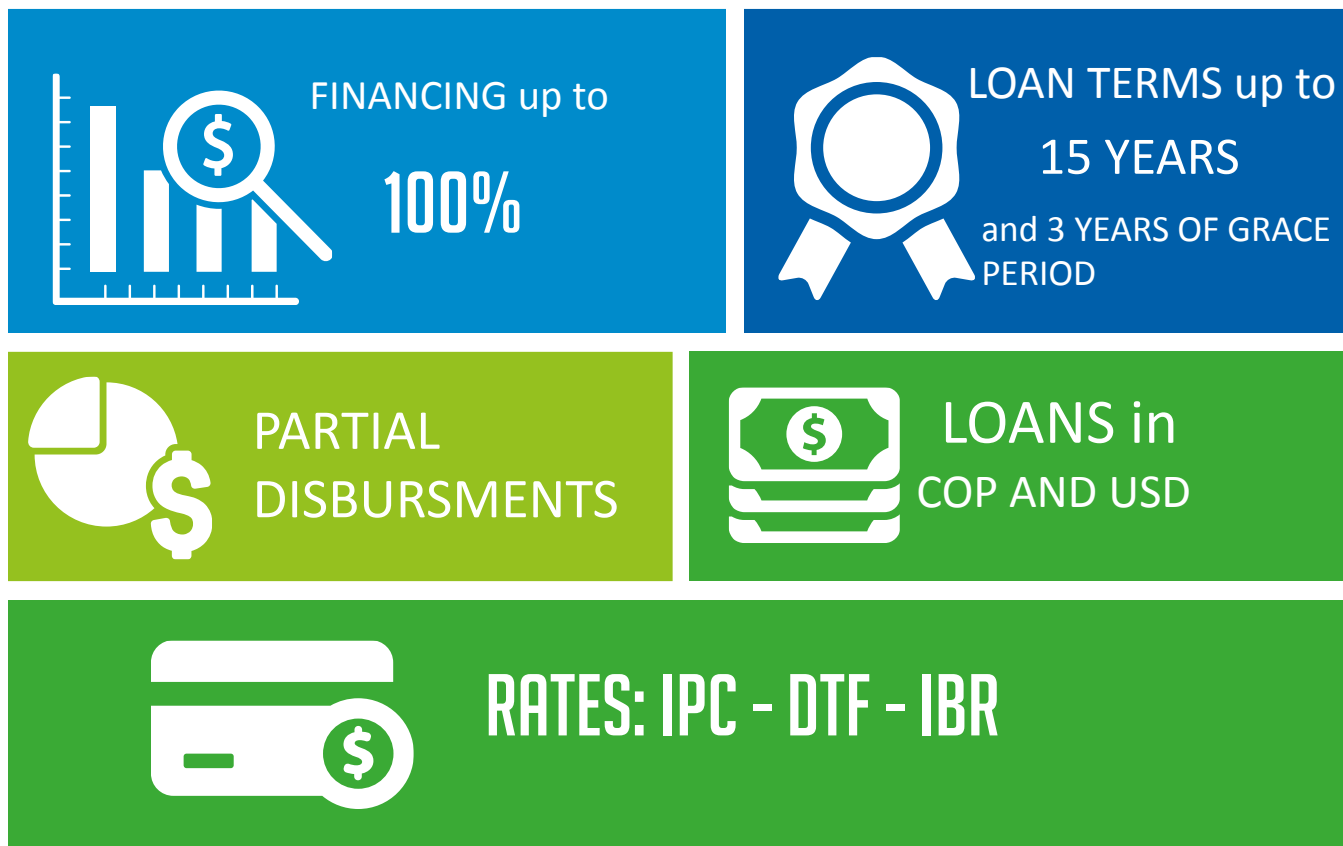
- KRIHS

- EMBAJADA DEL JAPÓN EN COLOMBIA
在コロンビア日本国大使館

COMMERCIAL MANAGEMENT



HOW WE FINANCE



DISBURSMENTS 2017

JANUARY-SEPTEMBER 2017



USD\$67
Million
Infrastructure and
Transportation



USD\$78
Million
Energy



USD\$174
Million
Health and Education



USD\$444
Thousand
Innovation and IT



USD\$107
Million
Housing, Water and Sewerage



USD\$9
Million
Others

138
PROJECTS

54
MUNICIPALITIES

USD\$442 MILLION

January 2017 – September 2017

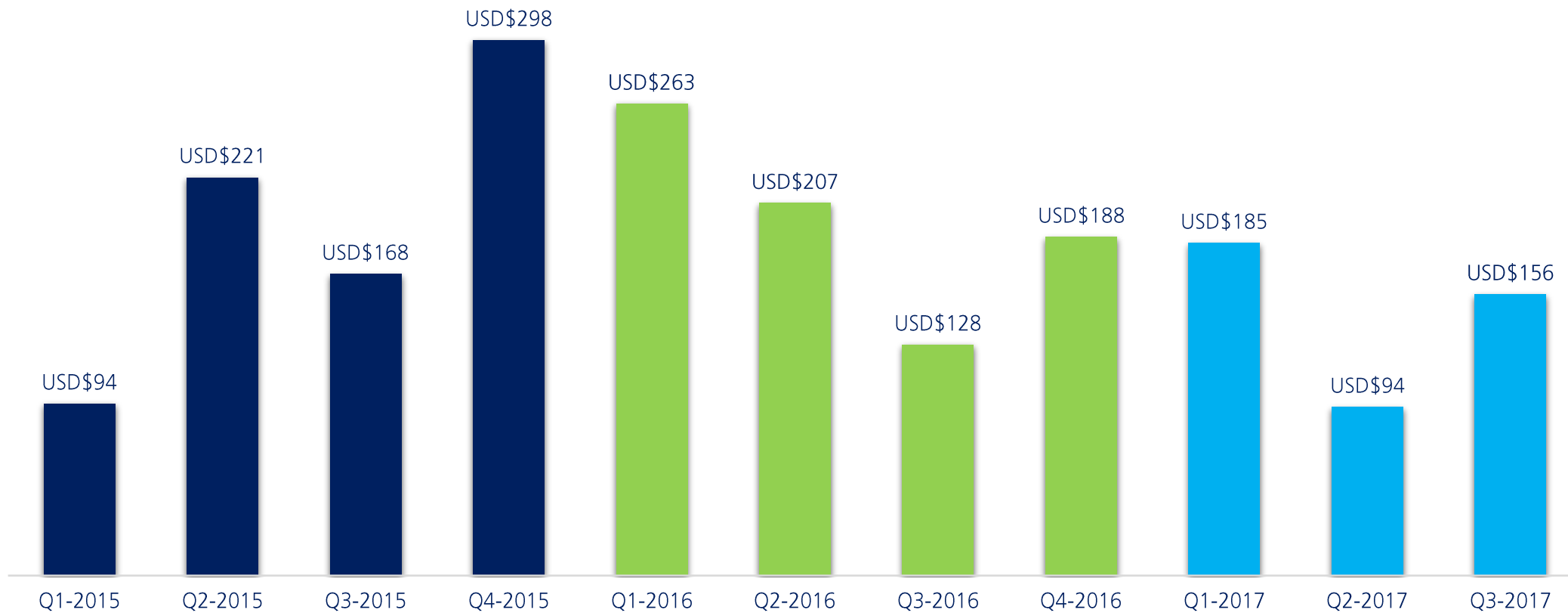
USD\$5.7 BILLION

August 2010 – September 2017

ON-LOANS DISBURSMENTS

USD\$442 million disbursed to the third quarter of 2017

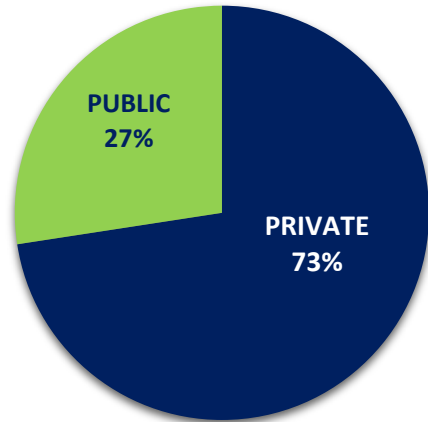
Quarterly Disbursements
USD Millions



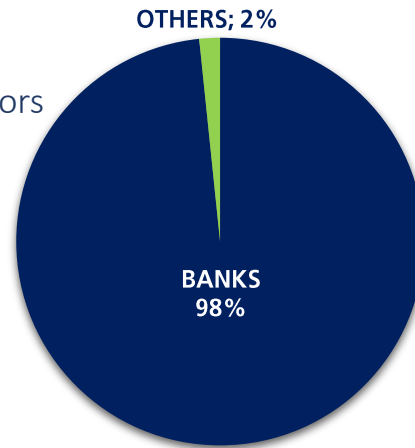
ON-LOANS DISBURSMENTS

INTERMEDIARIES, BENEFICIARIES AND LOAN TERMS

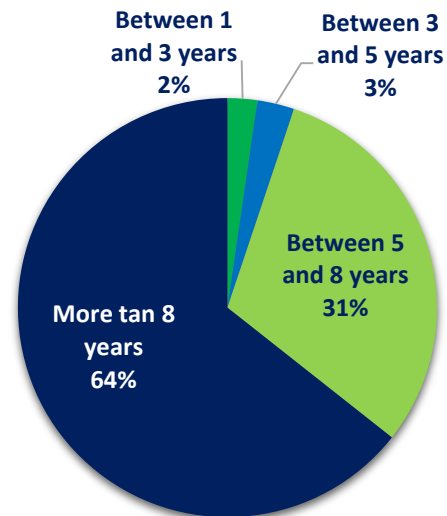
JANUARY-SEPTEMBER 2017



98% of our debtors are banks



73% of our beneficiaries are private companies



93% are long term loans



El Laguito- Cartagena

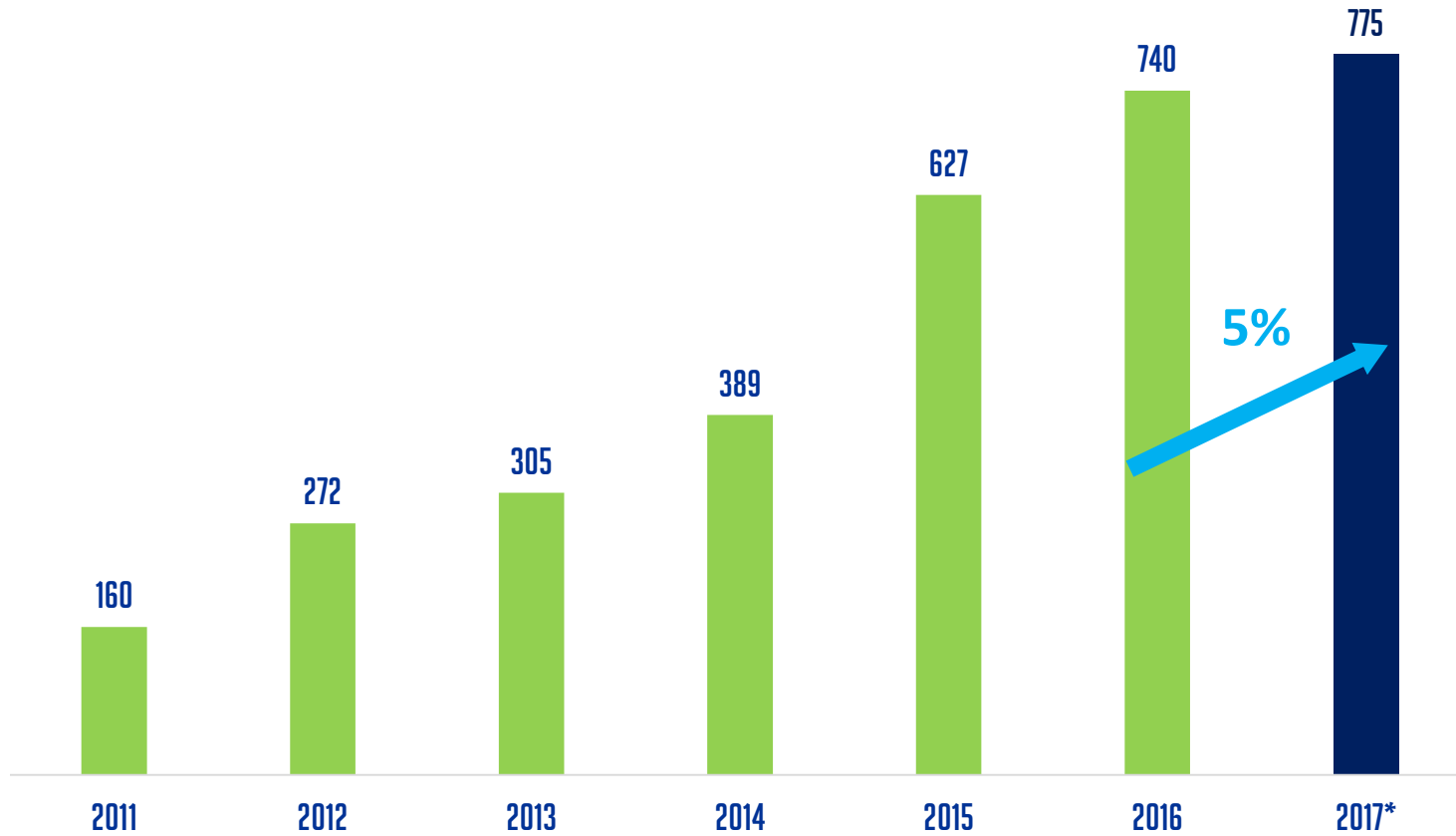
TECHNICAL MANAGEMENT



Buenaventura Pier

EVOLUTION OF THE TECHNICAL ASSISTANCE PRODUCT

NUMBER OF PROJECTS AS OF SEPTEMBER 30, 2017



Fusunba Hospital, Bucaramanga

TECHNICAL ASSISTANCE

USD\$2.8 BILLION
775 PROJECTS
291 MUNICIPALITIES
54.000 CREATED JOBS



Girón Plant



Eco Plaza-
Cundinamarca



Bosques de Bengala-
Manizales

WATER AND SEWERAGE



USD **\$705**
MILLION
260 PROJECTS

INFRASTRUCTURE



USD **\$284**
MILLION
273 PROJECTS

HOUSING



USD **\$1.85**
BILLION
120.491 LIVING UNITS
242 PROJECTS

RELEVANT INFORMATION

NEW MANAGEMENT TEAM MEMBERS



LAURA ROMÁN PAVAJEAU COMMERCIAL VICE-PRESIDENT*

*Appointment process pending

Education: Laura has a degree in Industrial Engineering from University of Los Andes in Colombia, and a post-graduate degree in Finance from EAFIT University. She is currently coursing an Executive Development program at the Inalde Business School.

Professional Experience: More than 23 years of experience in the financial sector, among which she has been the Commercial Director of Institutional and Corporate Banking, Manager of Product Structuring, Quality and Customer Service in BBVA.

Since her arrival to Findeter, approximately 5 years ago, she has carried out the following roles: Chief of Intermediation, Institutional Director, and Private Banking Manager.



FABIAN PATERNINA MARTÍNEZ SECRETARY GENERAL*

*Appointment process pending

Education: Fabian is an attorney from *Universidad Externado de Colombia* and post-graduate studies in public law and political sociology.

Professional Experience: Wide experience in legal and administrative areas, performing highly managed positions in entities as the Colombian Institute of Family Welfare (*ICBF*), Colombian Aeronautic Authority (*Aeronautica Civil*) and the Superintendence of Domiciliary Public Services.

TOGETHER WE MAKE IT POSSIBLE



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 September 30, 2017 published by the Financial Superintendence of Colombia.

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