

Findeter

Banca de Desarrollo Territorial





Earnings Results 2Q-2022

OCT 13 - 2022

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.**

Management Model



A model that impacts the United Nations Sustainable Development Goals



Global Economic Review

→ The war between Russia and Ukraine has altered the dynamism of the production and marketing of fossil fuels worldwide

→ The central banks of various countries have been forced to increase the monetary policy rate at a faster rate than expected to control inflation

→ The Federal Reserve (Fed) has raised the interest rate three times so far this year (as of June 2022), going from the 0%-0.25% range to from 1.50%-1.75%. (Now it stands at 3.00% - 3.25%)

Local Economic Review

- The economic sanctions against Russia and the rate increases in developed economies bring with them some benefits and disadvantages for the national economy
- A GDP growth of 6.5% is projected for 2022, higher than analysts' expectations and several organisms.
- the pressure on inflation, have led to significant increases in interest rates by the central bank that as of June 2022 has increased the target rate to 7.5% and now it stands at 10% according to its most recent decision.

- The increase in the Repo rate has been transmitted to the different rates in the economy, including IBR and DTF, on which Findeter's assets and liabilities are indexed
- In terms of income, a benefit has been generated at the end of June 2022, since the rates of the IBR-indexed portfolio, which represents 76% of the total portfolio (\$7.58 trillions), have increased an average of 322 bp compared to 2021 and in IPC which represents 14% of the portfolio (1.37 trillions) in 2022 increased 632 bp.



Juan Camilo Galván

Findeter - Treasurer



CONTENT

1 Financial Results

2 Commercial Results

3 Technical Results

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:

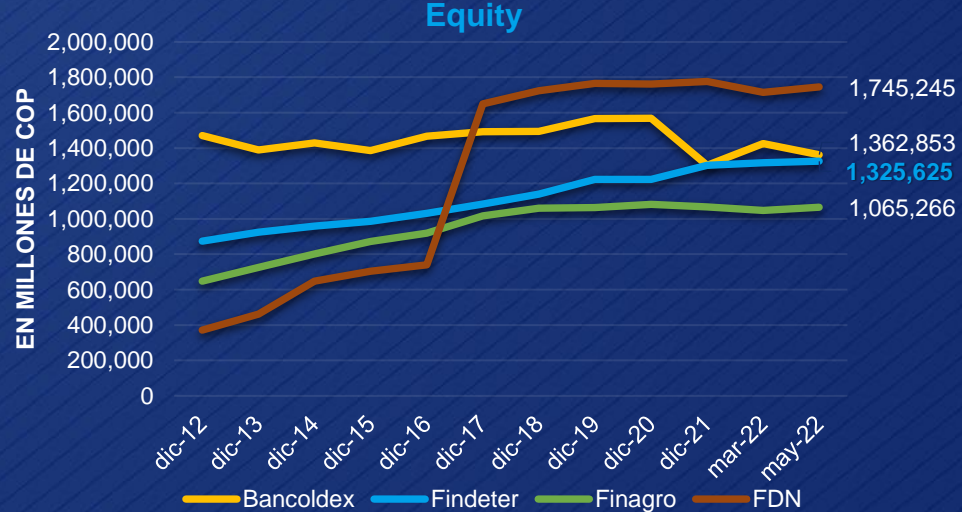
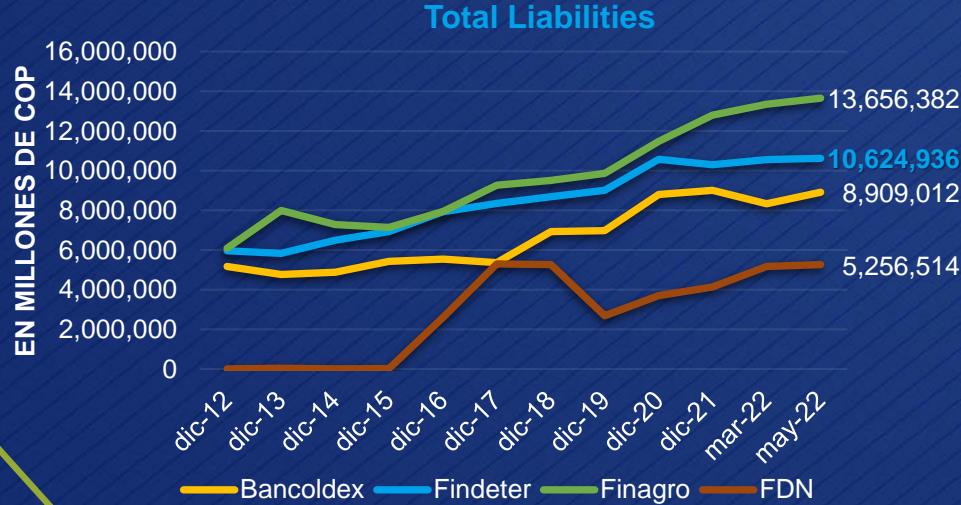
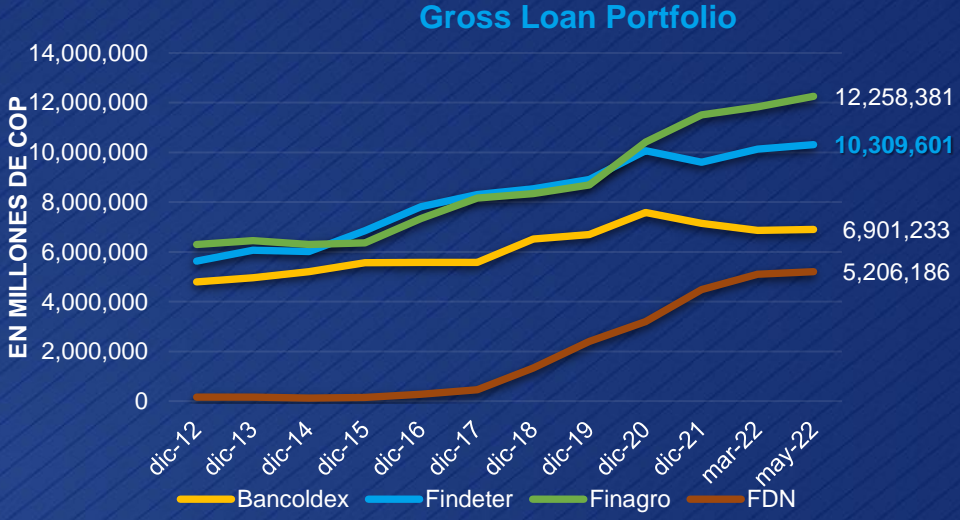
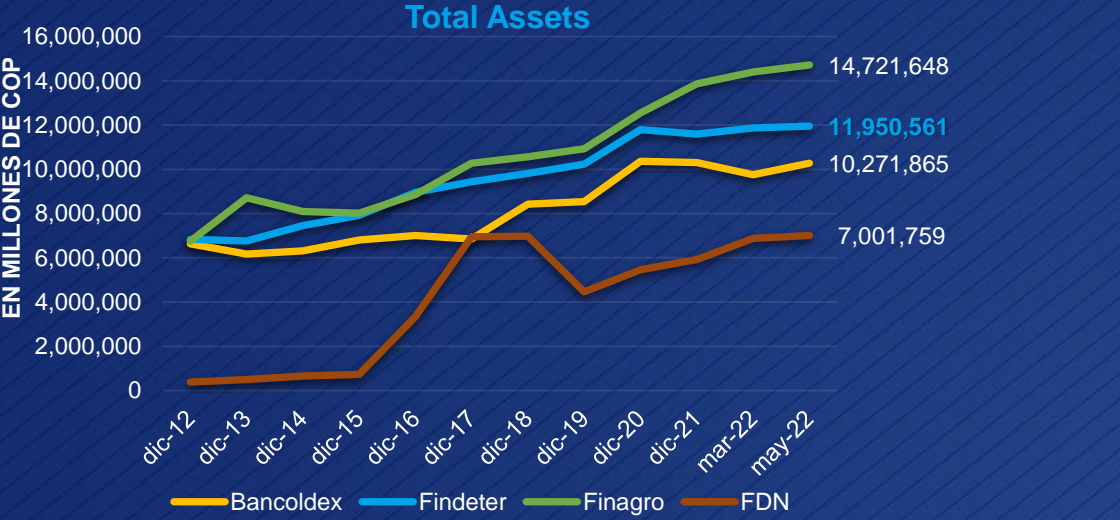
1.000.000.000: One Billion equals (One thousand million pesos/*Mil millones de pesos*)

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



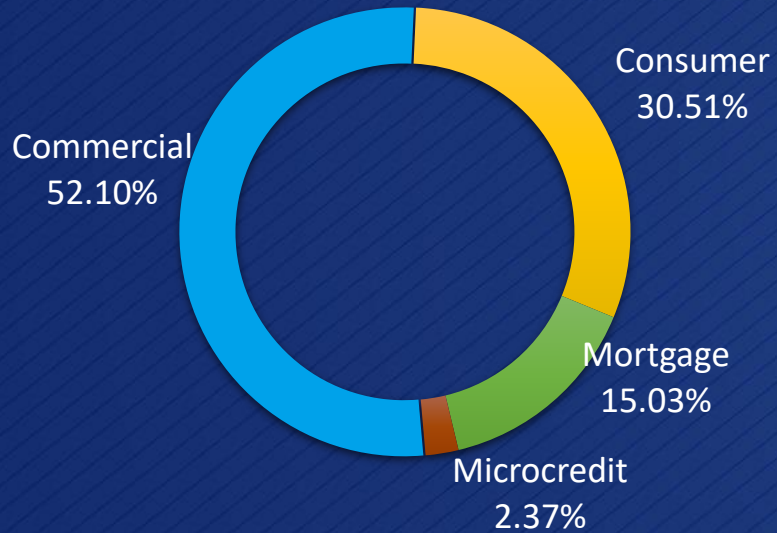
1. Financial Results

Structure of Colombian Development Banks

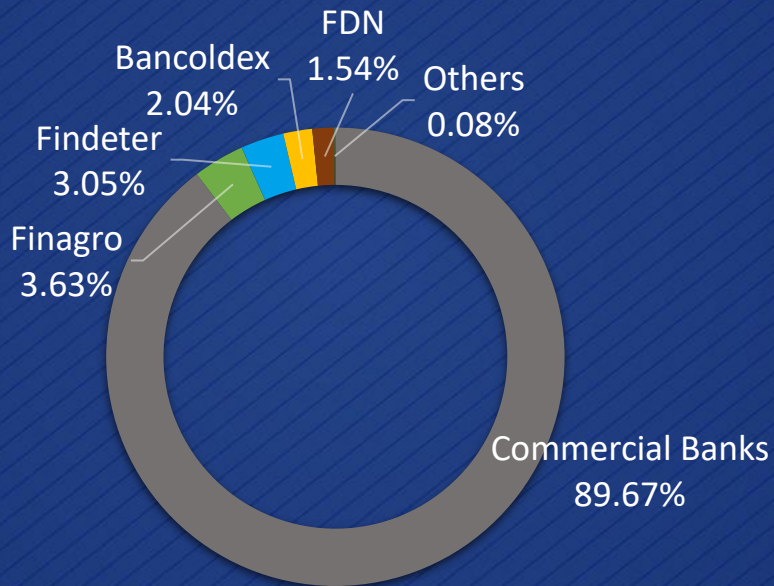


Portfolio Structure of Colombian Development Banks

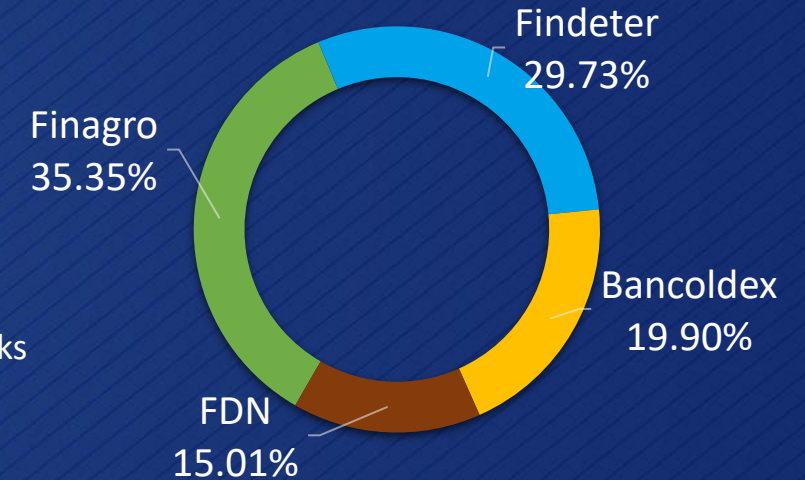
System's Loan Portfolio
COP \$649 Tn



Commercial Loan Portfolio
COP \$338 Tn



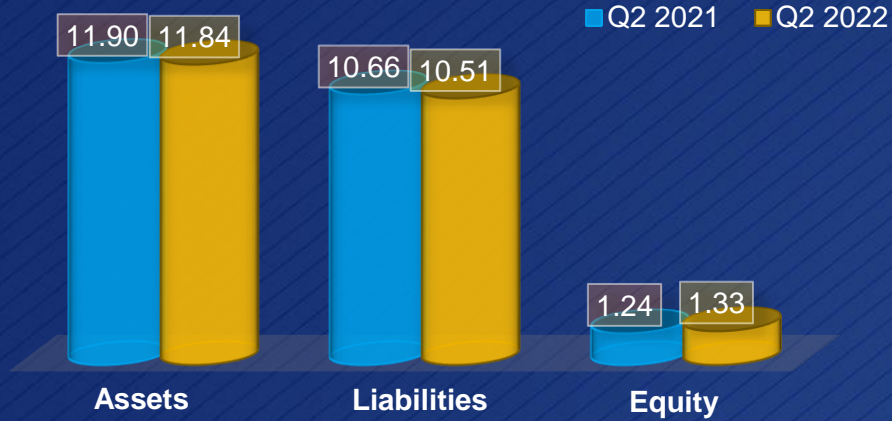
Commercial Banks On-Loan Portfolio
COP \$35 Tn



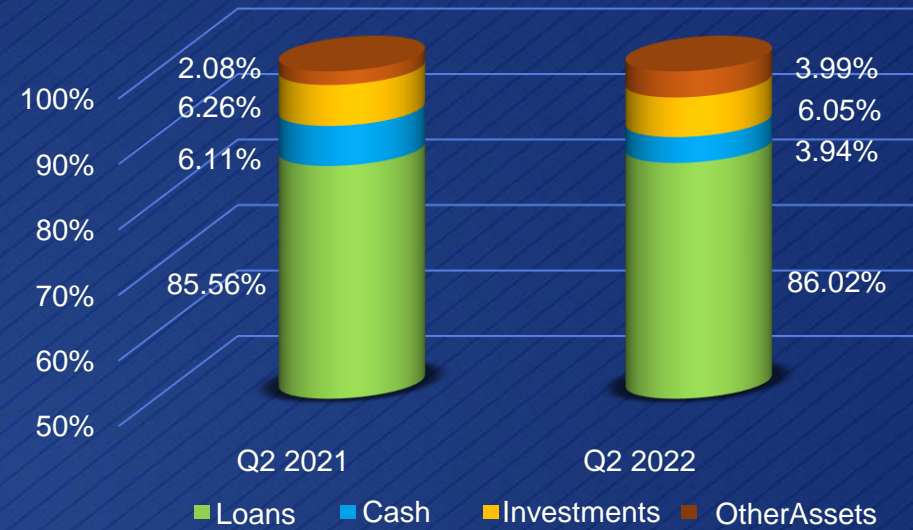
Findeter accounts **29,73%** of the total on-loan portfolio

Findeter's Financial Results

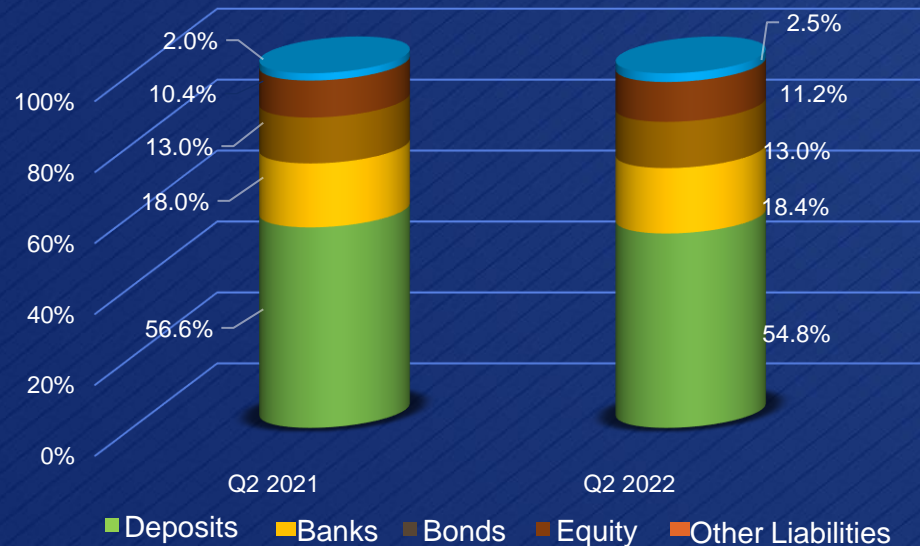
BALANCE SHEET



ASSET STRUCTURE

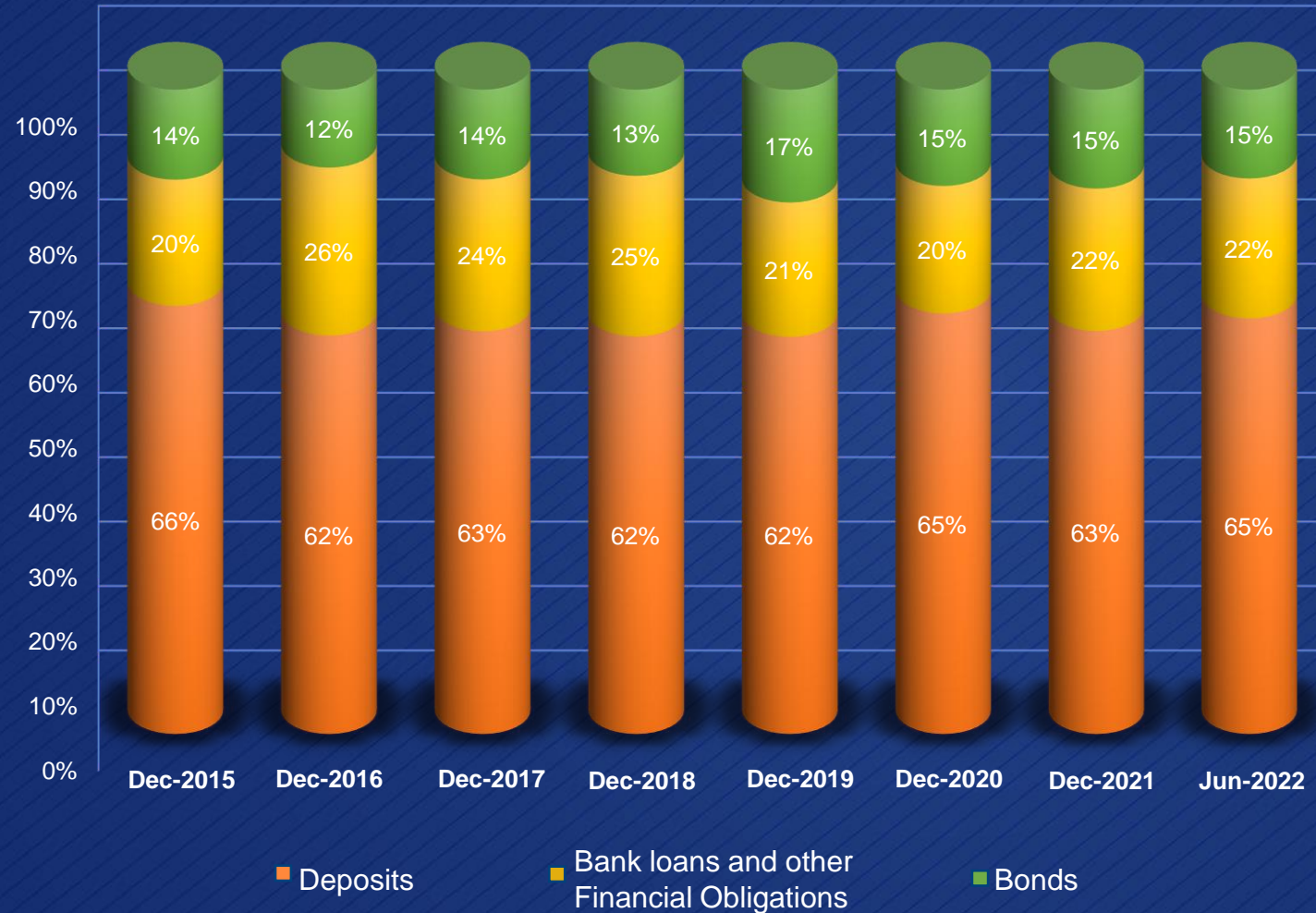


CAPITAL STRUCTURE



INCOME STATEMENT



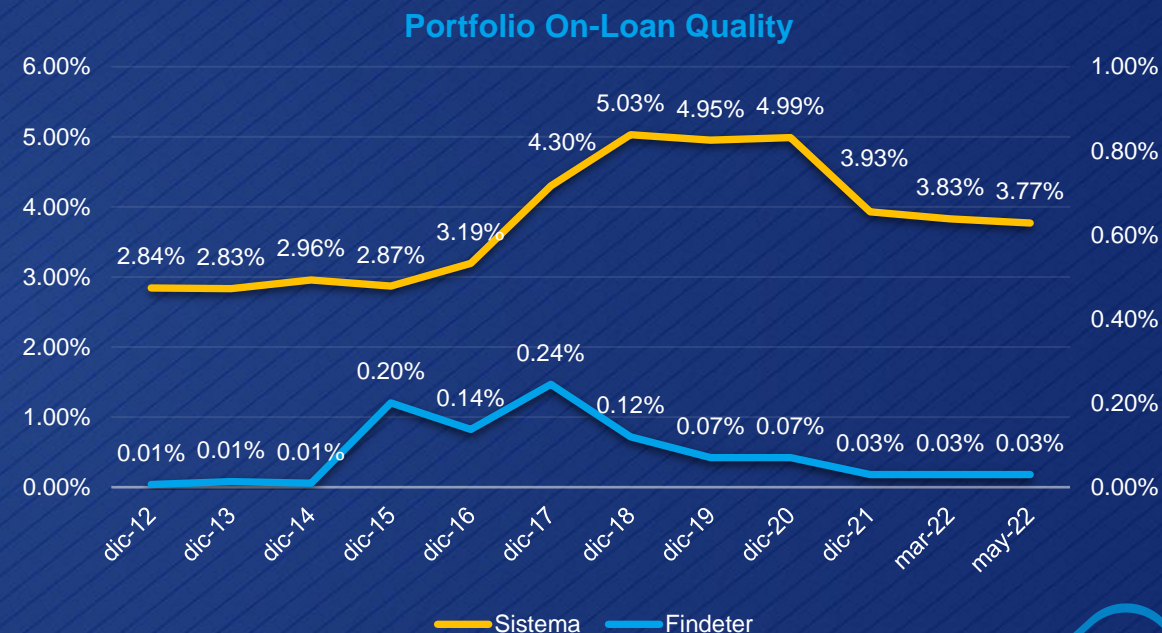


Financial Results

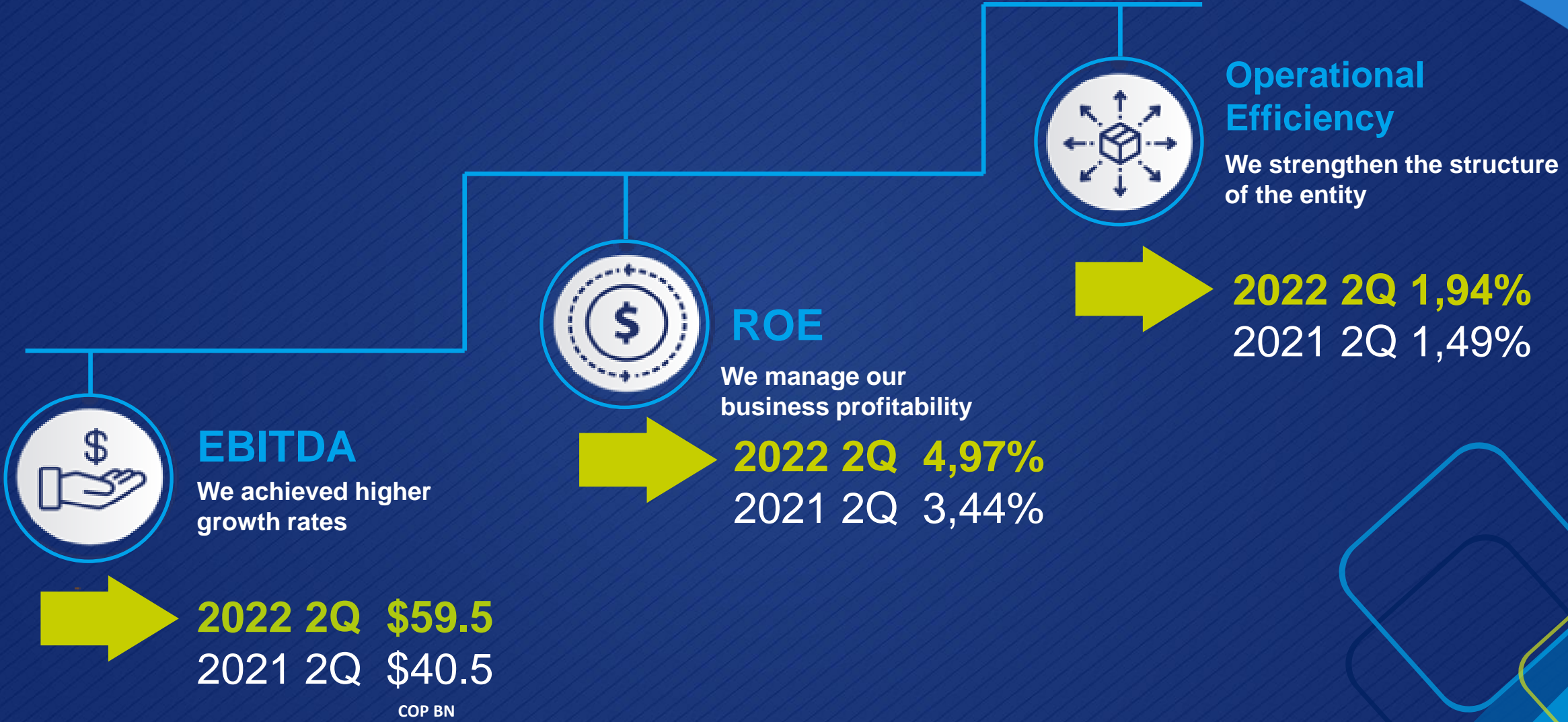
CDT 2022 2Q*
COP\$ 2.41 Tn

Financial Ratios

| Ratio | Jun-21 | Jun-22 |
|--|----------|----------|
| RETURN | | |
| Net profit/equity | 3.44% | 4.97% |
| Net profit/assets | 0.36% | 0.56% |
| EFFICIENCY | | |
| Administrative Expenses / Productive Assets | 1.49% | 1.94% |
| CAPITAL ADEQUACY | | |
| Basic solvency ratio | 29.75% | 25.40% |
| Total solvency ratio | 33.06% | 27.70% |
| OTHER RATIOS | | |
| Loan portfolio quality (npls / average gross (portfolio)) | 0.02% | 0.03% |
| Portfolio coverage | 2908.37% | 1702.24% |



Findeter in figures

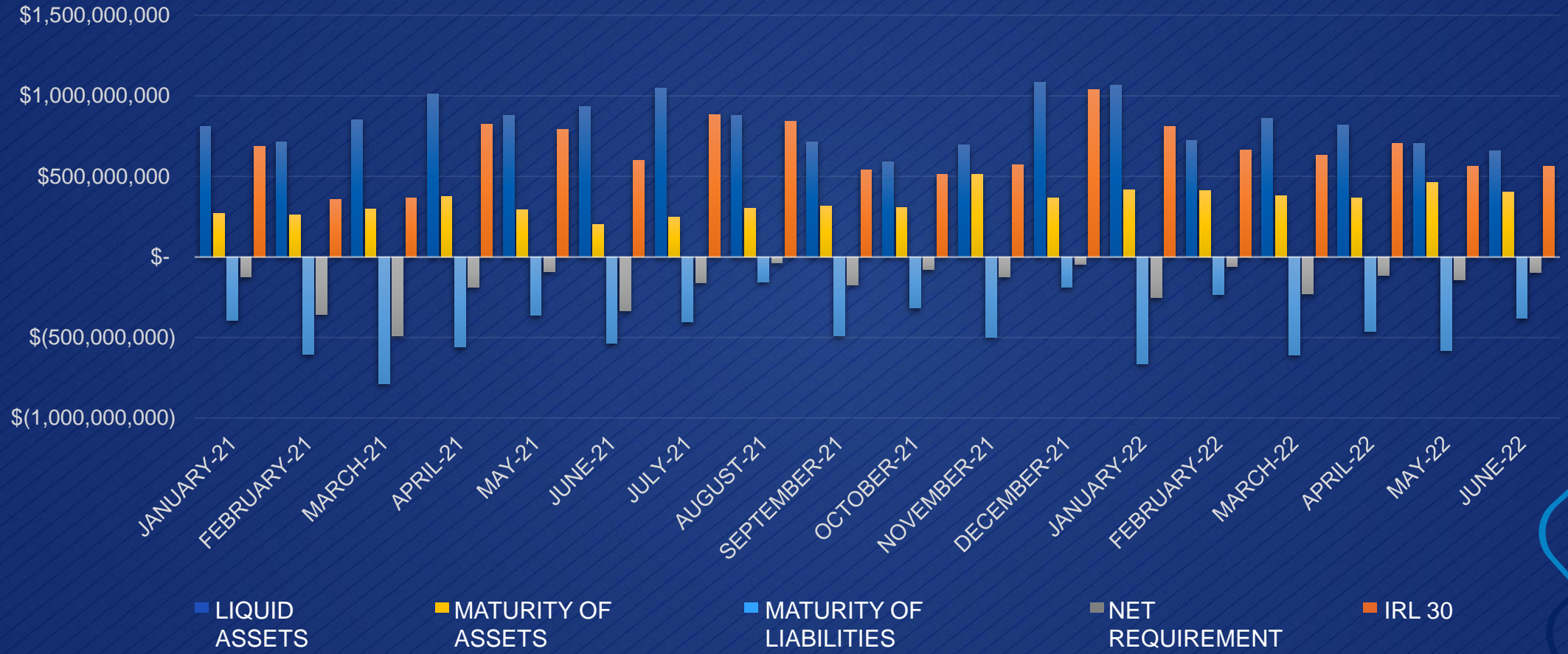


Solvency Ratio



Liquidity Risk Ratio-IRL

IRL COMPOSITION





2. Commercial Results



Andrés F. Sánchez

Findeter - Investor Relations Officer



Disbursements by sector Jan – Jun 2022



Health And Education
COP \$614.3 billions



**Housing, Water
and Sewerage**
COP \$94.7 billions



**Infrastructure and
Transportation**
COP \$762 billions



Energy
COP \$217.4 billions



Others
COP \$98.4 billions

**Annual Goal execution
to June, 2022:**

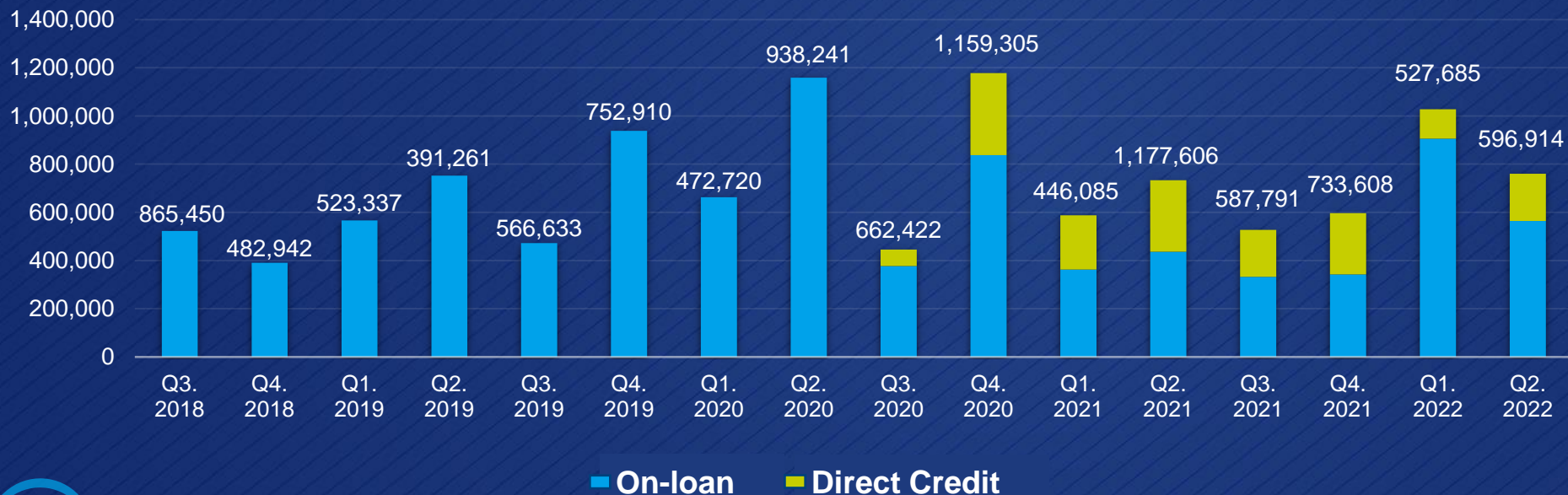
100%

Total Jan - Jun 2022: **COP \$1.78 Tn**

Loan disbursements

COP \$1.78 tn disbursed in the first semester of 2022

Quarterly Disbursements
Figures in COP billion



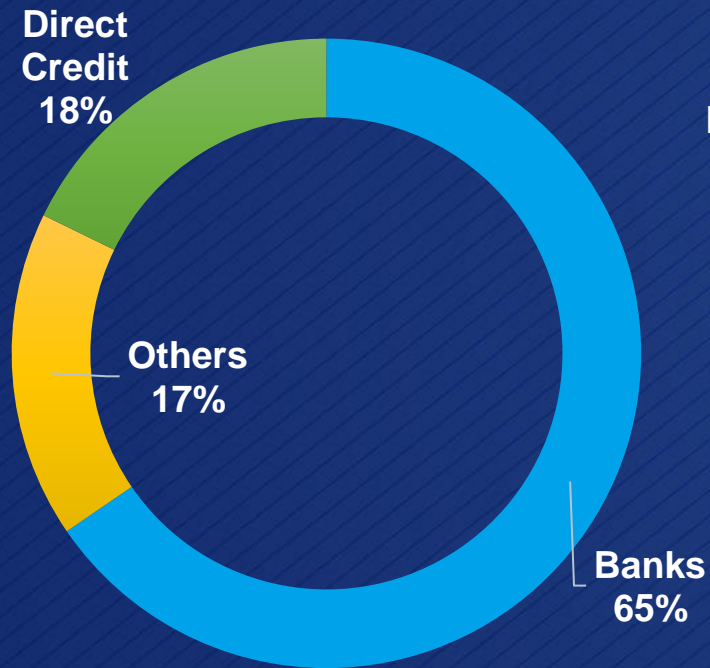
83
Municipalities

458
Projects

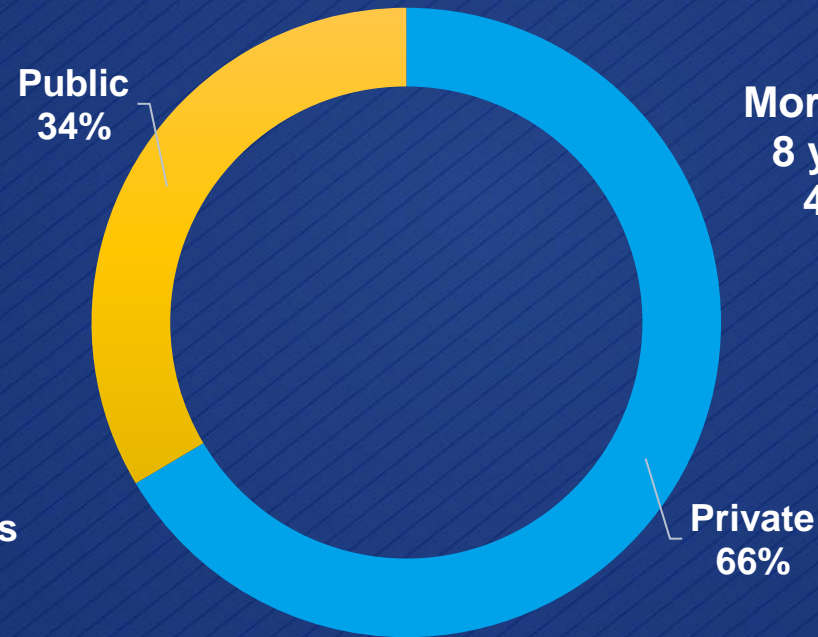
On-Loan Disbursements

Intermediaries, Beneficiaries and Maturities

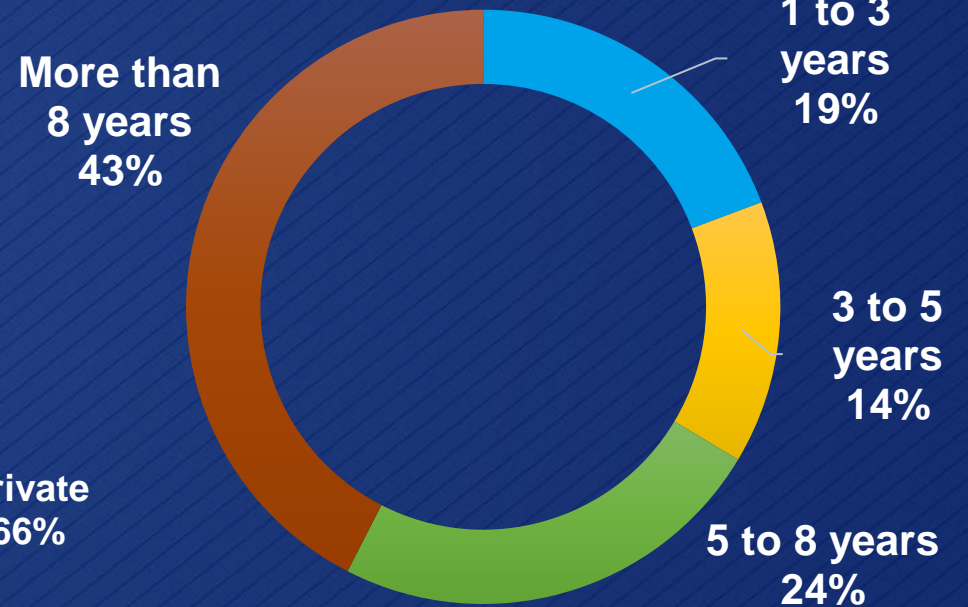
66% of our disbursements were for **private sector**



65% of our debtors are **banks**



43% are **long term maturities**



2022 -CREDIT LINES COVID-19

Compromiso Reactivación Tranch II



Findeter
Banca de Desarrollo Territorial

Línea de Crédito Directo

Compromiso Reactivación
Tramo 2

Continuamos en el 2021 apoyando la reactivación de las regiones con recursos competitivos.

Comprometidos con Colombia

El emprendimiento es de todos
Nivtackanda

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.



3. Technical Results

Technical Assistance



319 projects



COP\$ 2 tn



6.4 million people benefitted
from the projects

Water



55 projects
\$738 billions

Infrastructure



221 projects
\$726 billions

Housing



50 projects
\$467 billions

Special Projects



3 projects
\$109 billions

Types of Projects

| | |
|--------------------------------------|----|
| Education Centers | 76 |
| Projects in Indigenous Communities | 14 |
| Water Systems | 15 |
| Housing | 19 |
| Consultancies | 11 |
| Sport and Recreations Infrastructure | 89 |
| Improvement of housing | 45 |
| Sewery | 17 |
| Others | 2 |
| Dredging | 4 |
| Telecommunication Projects | 7 |
| Cultural Centers | 5 |
| Free Housing | 4 |
| Neighborhood Improvements | 1 |
| Cultural Equipment | 1 |
| Railway Infrastructure | 4 |
| Landfill | 2 |
| Airport expansion | 1 |
| Health Center | 1 |



Optimization of the drinking water treatment plant **La Esmeralda for the city of Villavicencio**

\$ **COP\$59** billions



Features

Optimization water treatment plant – 400 lts/sec

1 Waste water pump station – 3 bombs 124 lts/sec

5 Quick mix units (2.000 l/s)

Sludge handling system with homogenization system (864 m³)

Chemical Building (275 m²)

Chlorination Building (140 m²)



Impact

447.099 Benefited people

Increase in system continuity from 90% to 98%. Increase in the production capacity of drinking water in La Esmeralda PTAP, going from 1.6 m³/s to 2.0 m³/s. Environmental improvements through the management of the sludge generated

Flagship Projects



Improvement Program for rural schools affected by emergencies:

Manage resources and provide technical assistance for the construction of works to improve the infrastructure of educational establishments that require intervention of school environments for the return to attendance

Features



262 sites intervened through 10 groups of projects



Value of the investment program **COP\$ 16.5 billions**



Average investment per venue:
COP 70 – 30 millions

Impact



7 departments benefited:

Amazonas | Bolívar | Magdalena | Norte de Santander | Santander | Sucre | Valle del Cauca

Special Projects

Panorama Highway

COP\$45.564 Billions



Features



- Review, adjustment and/or update of studies and designs for rehabilitation
- Road rehabilitation and maintenance
- Horizontal and vertical signage
- Rutinary maintenance.
- Emergency Attendance.

Impact



405.201 benefited people

- Rehabilitation and maintenance of the road to prevent accidents
- Routine maintenance in the corridors for visibility, road cleaning and pavement rehabilitation

Flagship Projects



Casa Digna Vida Digna Housing Improvement



128 billions contracted to date

5.318 billions contracted in second quarter 2022

Features



- Improvement to the interior of the houses, including the construction of bathrooms, kitchens, floors, structures, among others.
- Adjustments are made to the particular needs of each home

Impact



12.548 home improvements contracted to date.

1.524 improvement contracted o second quarter 2022.

7.946 improvements executed to June 30 2022.

26
cities

- | | | |
|-----------------|-----------------|-------------------|
| 1. Arauca | 10. Rionegro | 19. Sincelejo |
| 2. Ayapel | 11. Santa Marta | 20. Barranquilla |
| 3. Buenaventura | 12. Soledad | 21. Bello |
| 4. Cali | 13. Tunja | 22. Villavicencio |
| 5. Cartagena | 14. Valledupar | 23. Cajicá |
| 6. Ibagué | 15. Itagüí | 24. Chía |
| 7. Neiva | 16. Bucaramanga | 25. Popayán |
| 8. Pasto | 17. Tuluá | 26. Mocoa |
| 9. Riohacha | 18. La Estrella | |



Thank you!

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MINISTERIO DE HACIENDA Y
CRÉDITO PÚBLICO