

# Findeter

Banca de Desarrollo Territorial





# Earnings Results 3Q-2022

DEC 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 higher price of Natural Gas has led to the increase in the cost of some products such as potatoes, wheat, corn, among others, which has led to an increase in inflation.

→ Various countries have continued with the increases in the monetary policy rate in order to control inflation, a situation that has raised the probability of a general economic recession



# 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
- On the other hand, the increase in fed rates implicitly leads to higher risk of sovereign credit as observed in the increase in the levels of Credit Default Swaps than for Colombia, which this year has increased 321 bp, which has a direct impact on the cost of debt



# Juan Camilo Galván

Findeter - Treasurer

---





## CONTENT

**1** Financial Results

**2** Commercial Results

**3** Technical Results



# Disclaimer



**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. We do not intend, and do not assume any obligation, to update these figures or the forward-looking statements.

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*)**



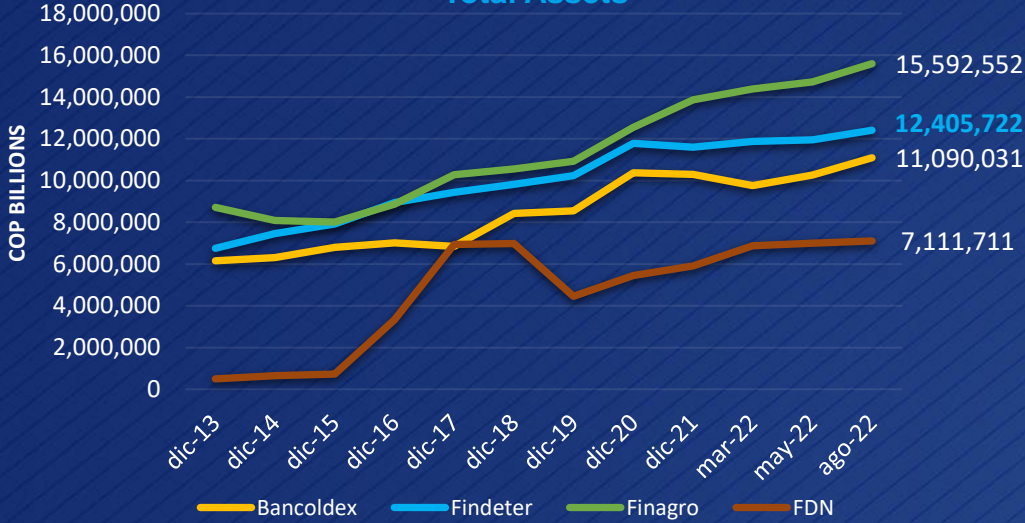


# 1. Financial Results

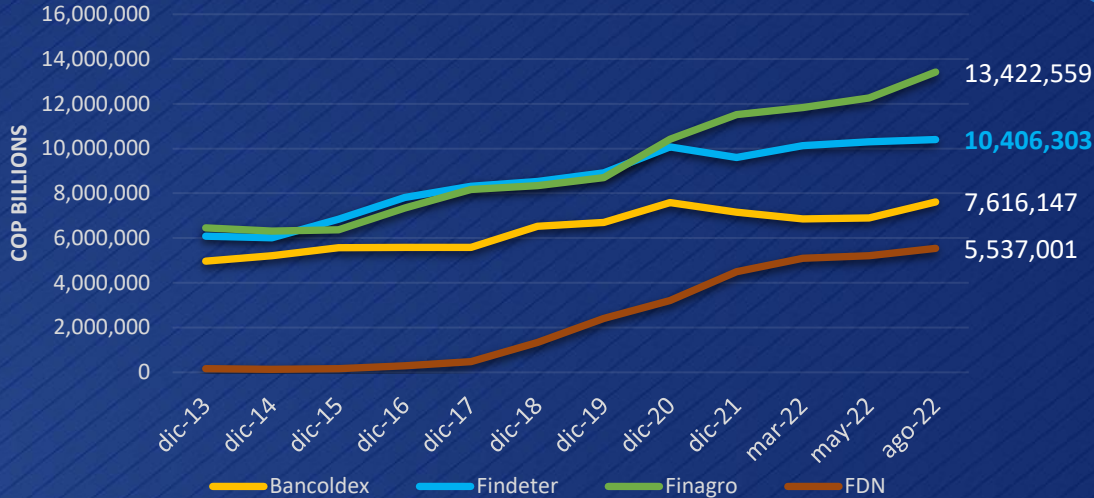


# Structure of Colombian Development Banks

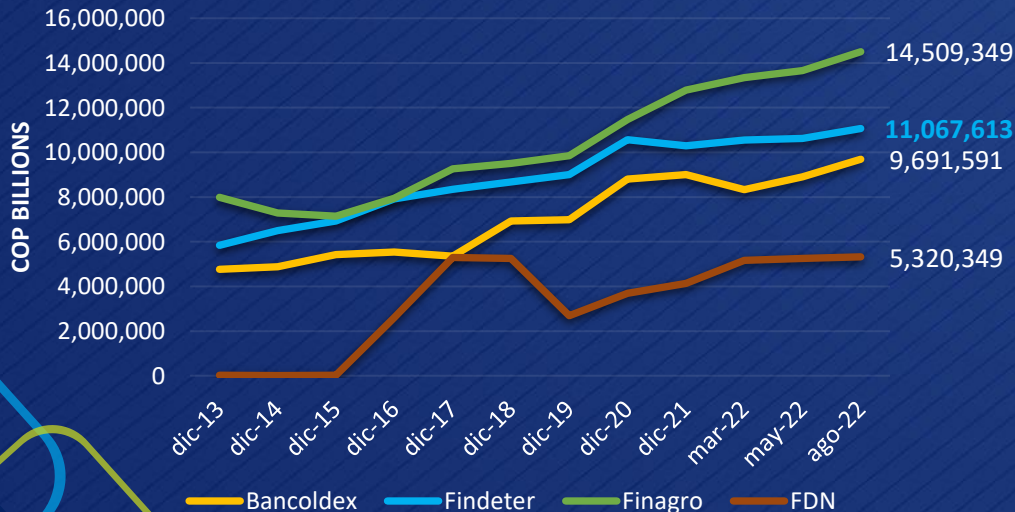
**Total Assets**



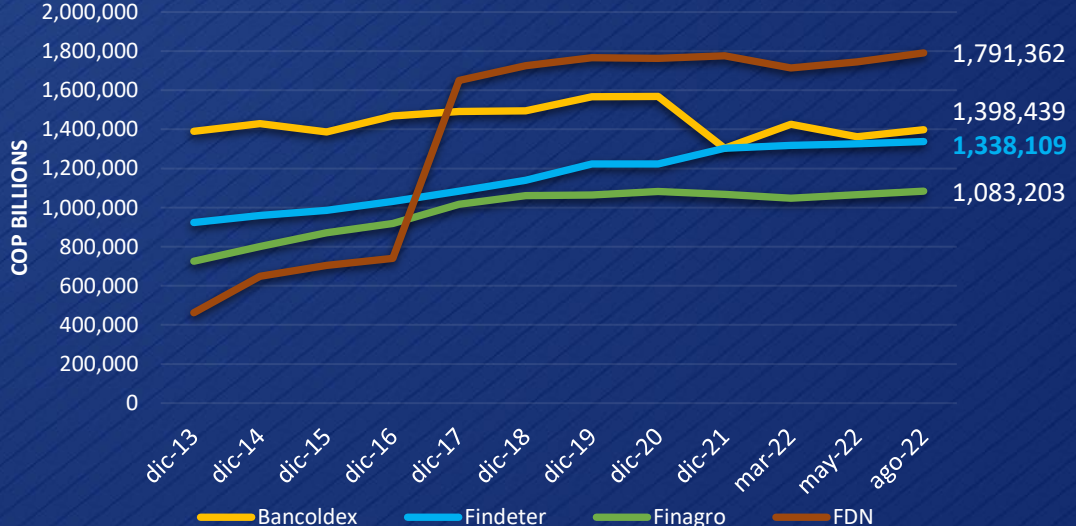
**Gross Loan Portfolio**



**Total Liabilities**



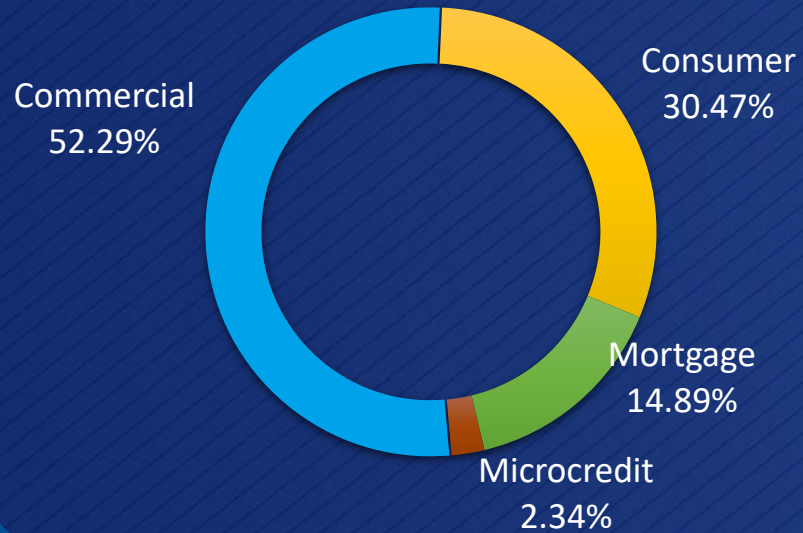
**Equity**



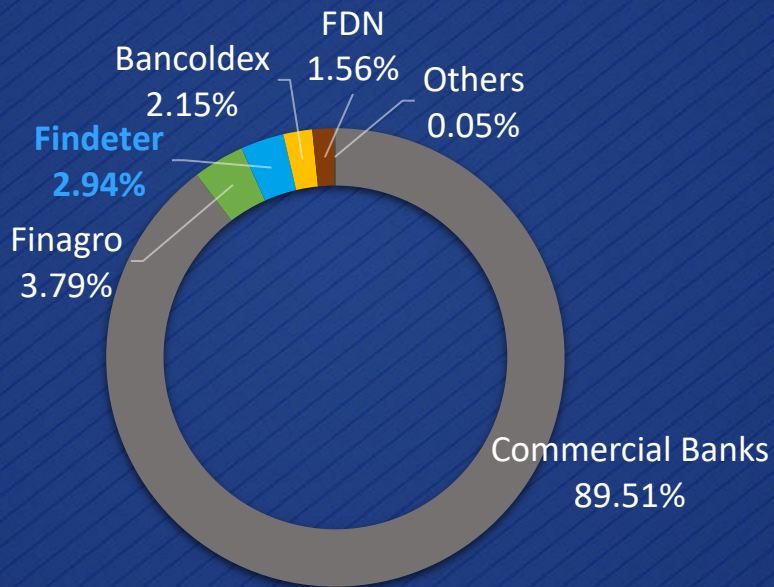


# Portfolio Structure of Colombian Development Banks

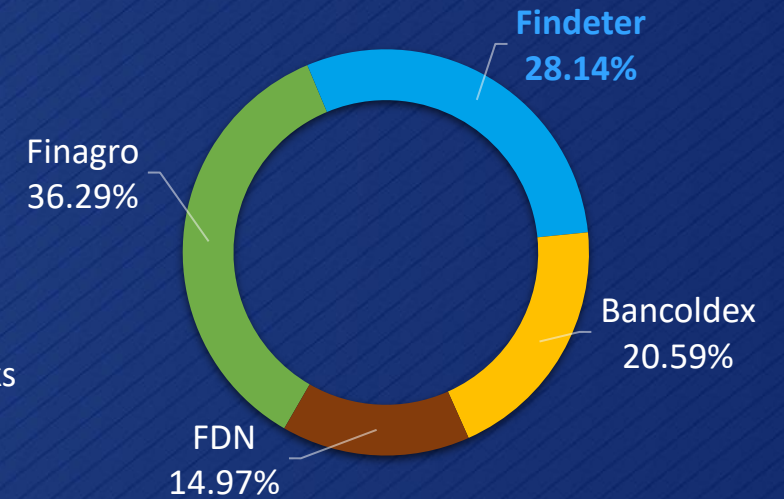
**System's Loan Portfolio**  
COP \$678 Tn



**Commercial Loan Portfolio**  
COP \$354 Tn



**Commercial Banks On-Loan Portfolio**  
COP \$37 Tn



**Findeter accounts 28,14% of the total on-loan portfolio**

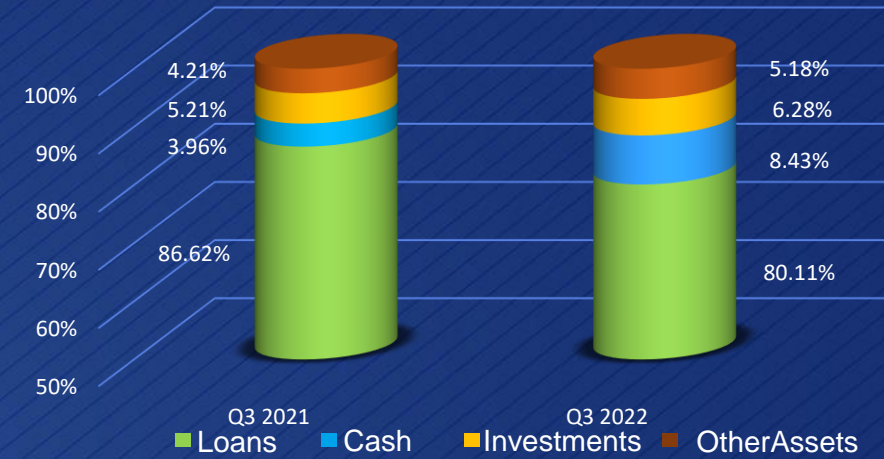


# Findeter's Financial Results

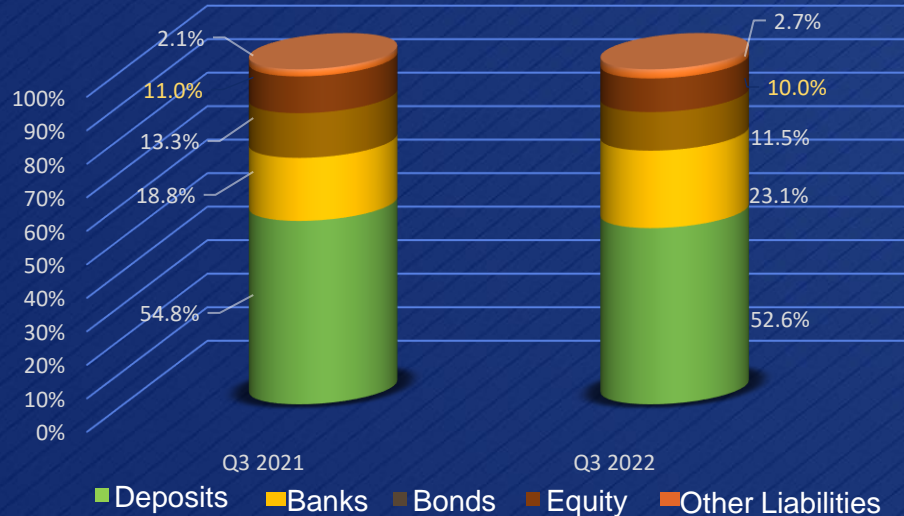
## BALANCE SHEET



## ASSET STRUCTURE



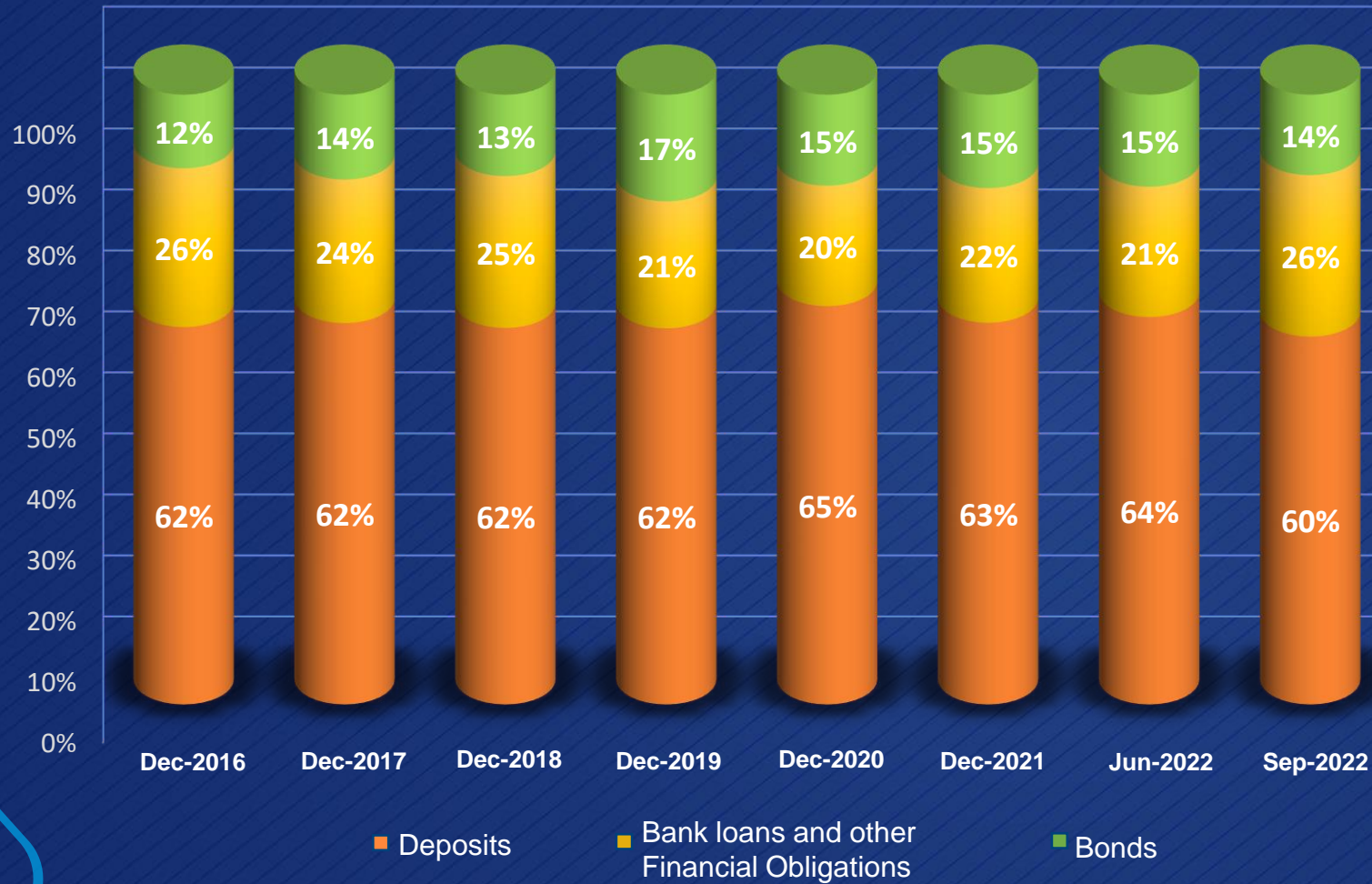
## CAPITAL STRUCTURE



## INCOME STATEMENTS



# Funding



## Financial Results

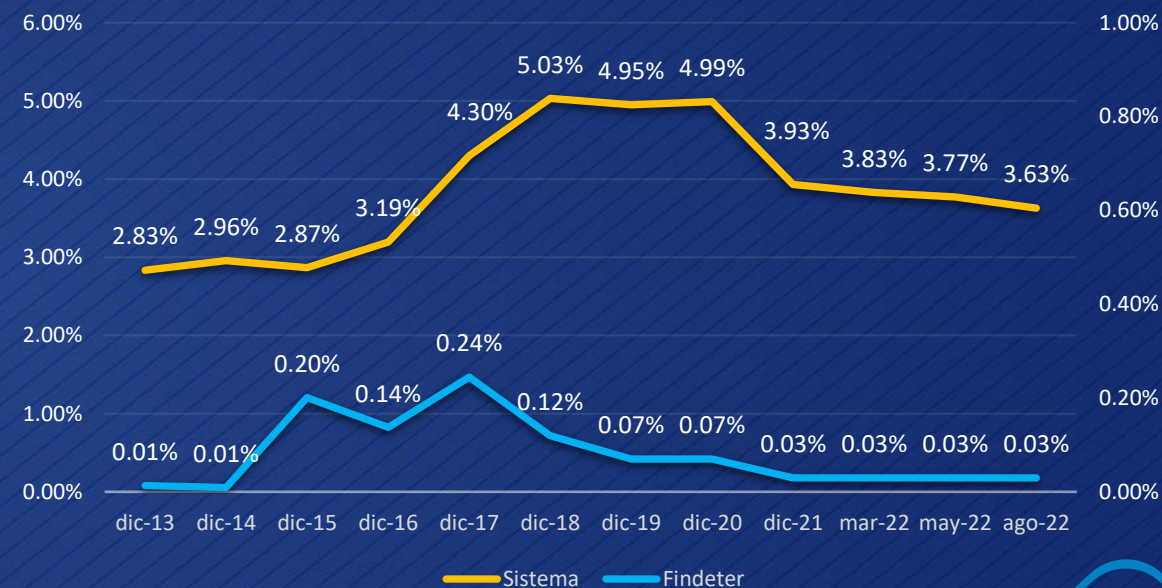
CDT 2022 3Q\*  
COP\$ 4.26 Tn



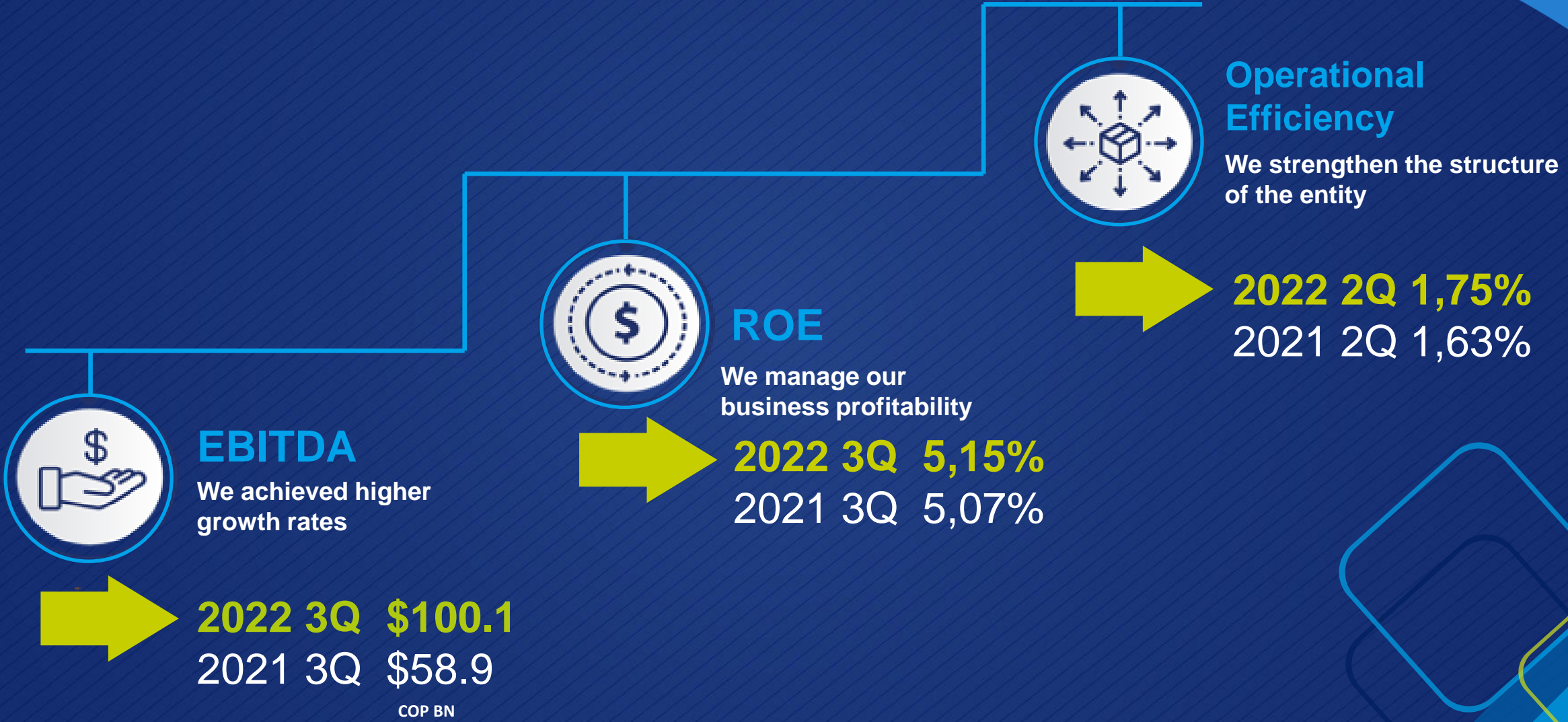
## Financial Ratios

Ratio	Sep-21	Sep-22
<b>PROFITABILITY</b>		
Net profit/equity	5.15%	5.07%
Net profit/assets	0.56%	0.51%
<b>EFFICIENCY</b>		
Administrative Expenses / Productive Assets	1.63%	1.75%
<b>CAPITAL ADEQUACY</b>		
Basic solvency ratio	31.26%	23.32%
Total solvency ratio	34.78%	25.51%
<b>OTHER RATIOS</b>		
Loan portfolio quality (npls / average gross (portfolio))	0.02%	0.03%
Portfolio coverage	3302.24%	1738.15%

## Portfolio On-Loan Quality

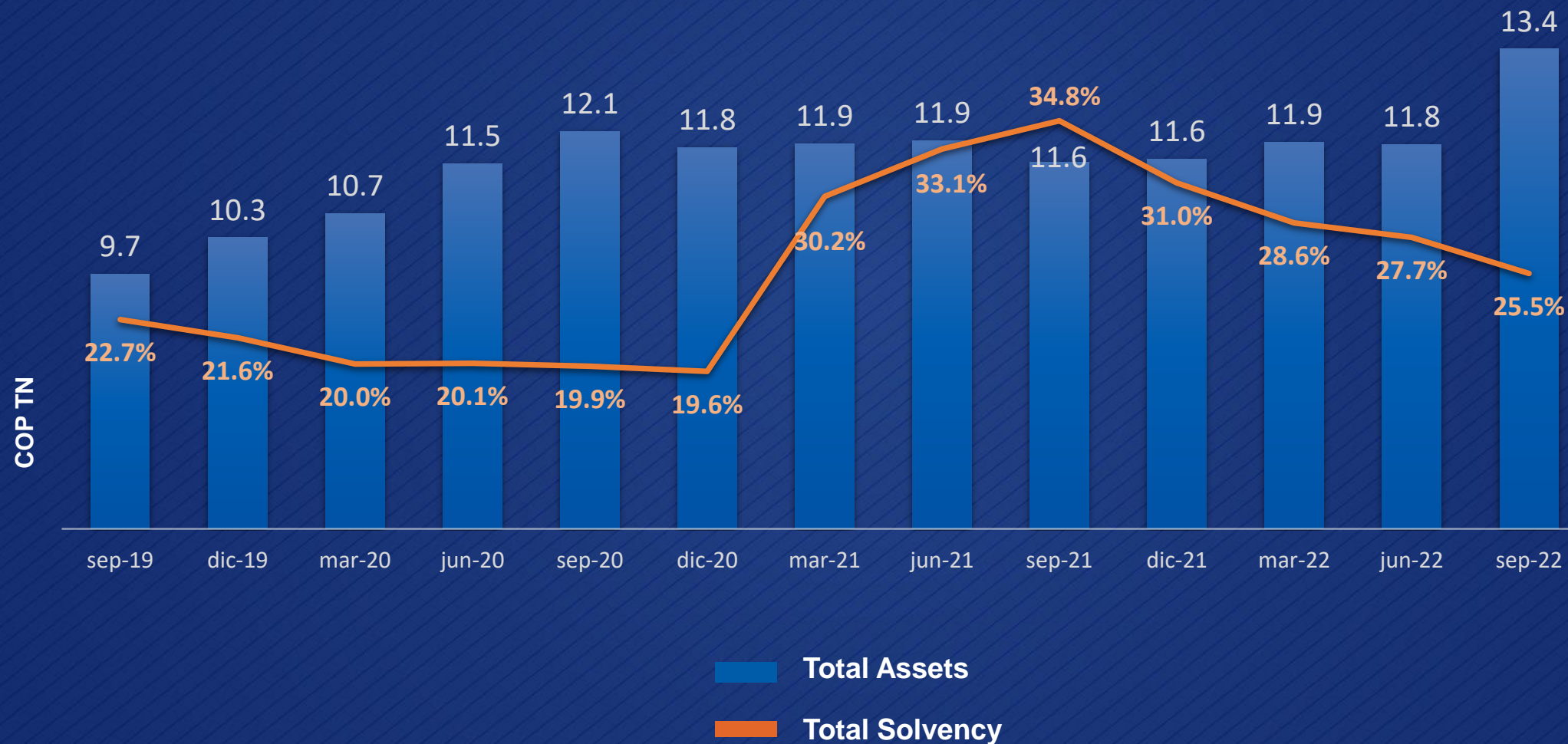


# Findeter in figures



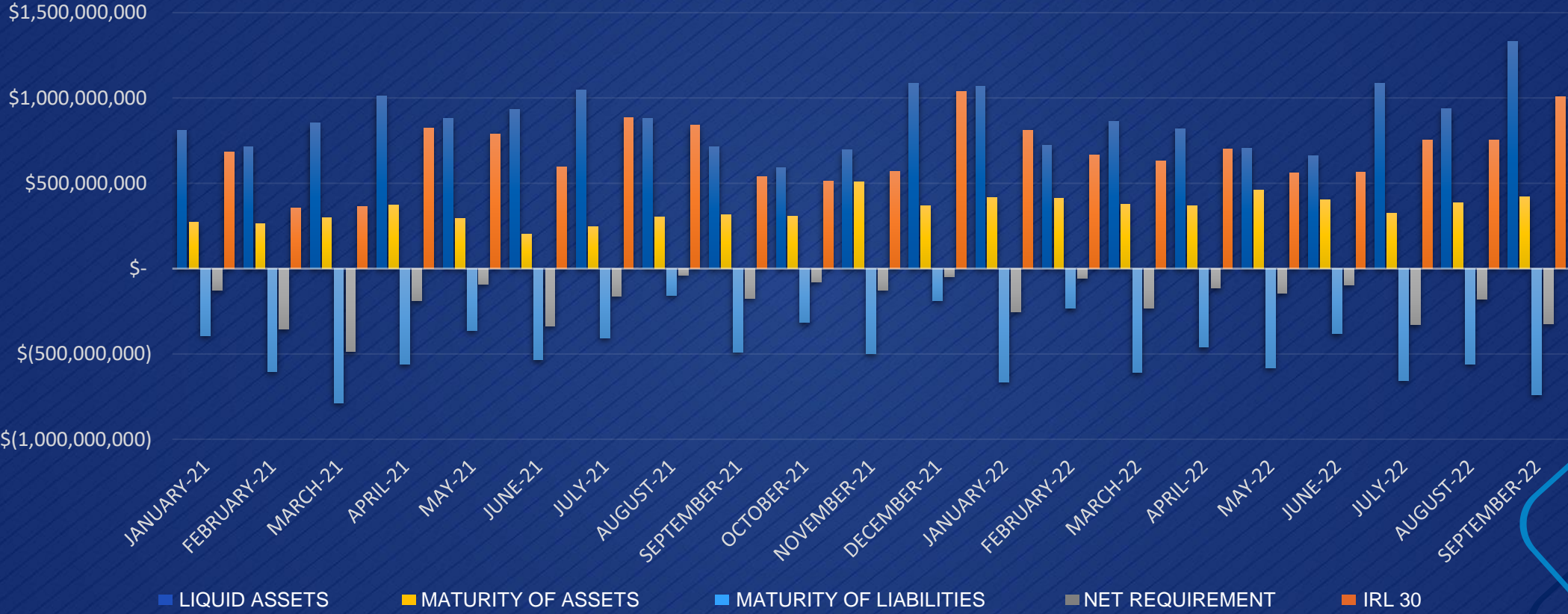


# Solvency Ratio



# Liquidity Risk Ratio-LRR

IRL COMPOSITION







## 2. Commercial Results





**Andrés F. Sánchez**

Findeter - Investor Relations Officer

---





Disbursements by sector Jan – Jun 2022



**Health And Education**  
COP \$1.19 trillions



**Housing, Water  
and Sewerage**  
COP \$104.7 billions



**Infrastructure and  
Transportation**  
COP \$1.01 trillions



**Energy**  
COP \$415 billions



**Others**  
COP \$198.2 billions

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

**134%**

Total Jan - Sep 2022: **COP \$2.93 Tn**

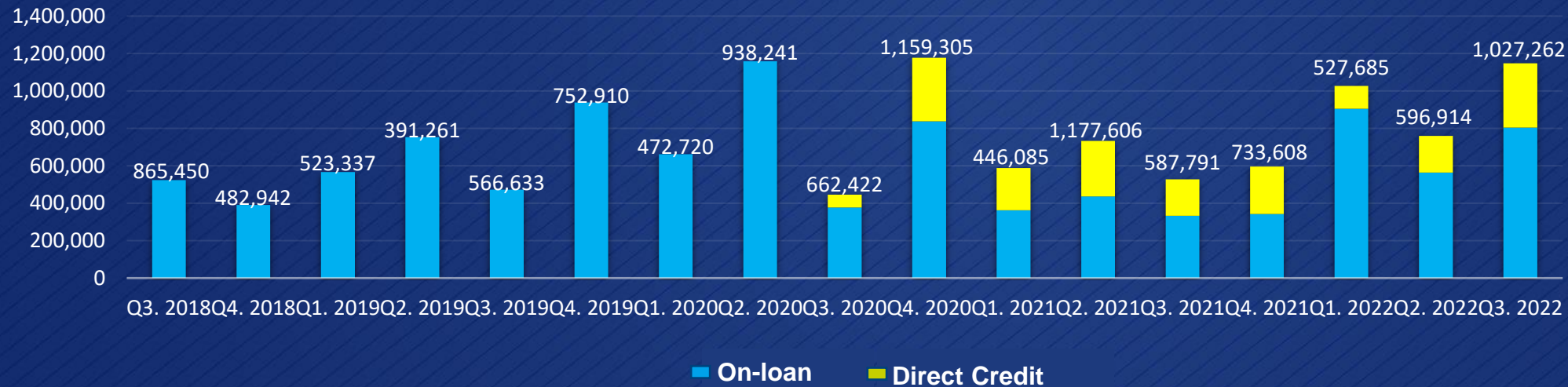
# Loan disbursements

**COP \$2.93 tn** disbursed from January to september of 2022

Quarterly Disbursements  
Figures in COP billion

**133**  
Municipalities

**654**  
Projects

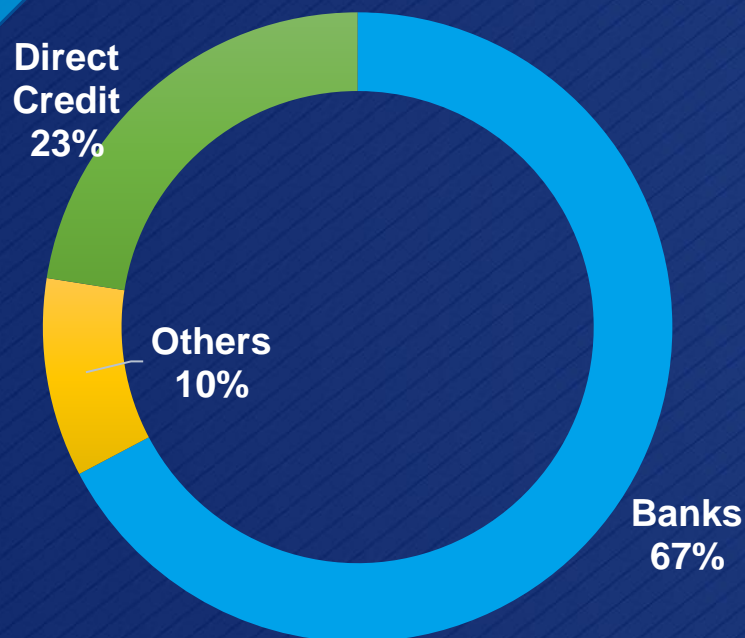




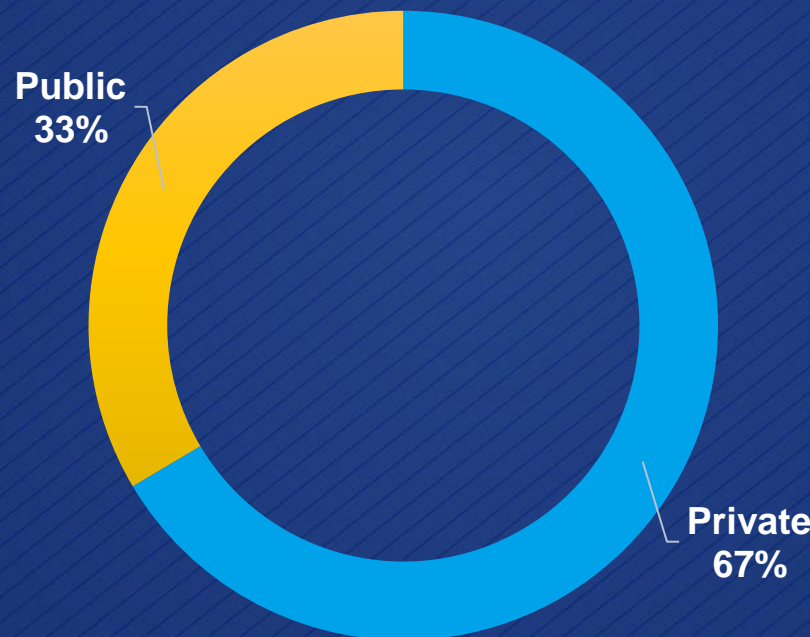
# On-Loan Disbursements

Intermediaries, Beneficiaries and Maturities

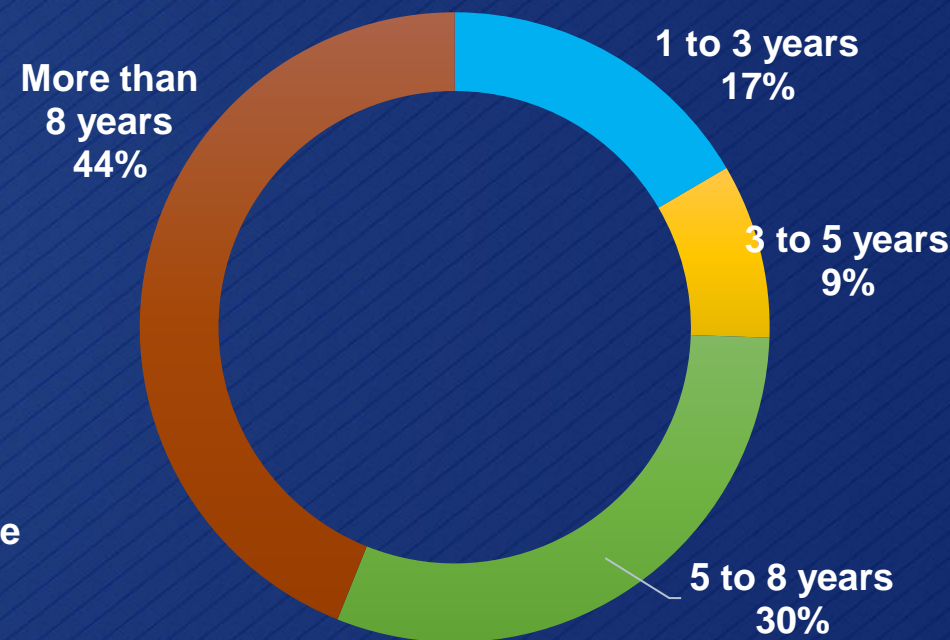
67% of our disbursements were for **private sector**



67% of our debtors are **banks**



44% are **long term maturities**



Programa

Tasa Compensada

# Reactiva Agua y residuos sólidos

## \$631 billions

### Line Conditions



**Tasa de  
redescuento:**

IBR + 0,30% M.V.  
IBR + 0,49% T.V.  
IPC + 1,02% E.A.



**Margen de  
intermediación:**

Hasta 400 PBS.



**Beneficiarios:**

- Entidades Territoriales
- Entidades públicas y entidades descentralizadas del orden nacional y territorial.
- Entidades de derecho privado.



**Vigencia:**

Hasta el 31 de  
marzo de 2026 o  
agotar recursos.



**Uso:**

Inversión.



**Plazo:**

Hasta 10 años con hasta 2  
años de periodo de gracia a  
capital.



**Findeter**

Banca de Desarrollo Territorial

Línea de Crédito Redescuento

Tasa Compensada

**Compromiso Salud**  
**\$472.7 billions**

## Line Conditions



**Tasa de redescuento:**

IBR + 0% M.V.



**Margen de intermediación:**

Hasta 400 PBS



**Beneficiarios:**



**Uso:**

- Sustitución de deuda
- Capital de trabajo
- Inversión



**Vigencia:**

Hasta agotar recursos o 31 de diciembre de 2022



**Plazo:**

Hasta 5 años con hasta 1 año de período de gracia a capital





## 3. Technical Results



# Technical Assistance



**269 projects**



**COP\$ 1.67 tn**



**6.4 million people** benefitted from the projects

## Water



**57 projects**  
**\$737 billions**

## Infrastructure



**169 projects**  
**\$446 billions**

## Housing



**39 projects**  
**\$387 billions**

## Special Projects



**5 projects**  
**\$106 billions**

## Types of Projects

Education Centers	45
Projects in Indigenous Communities	6
Water Systems	11
Housing	12
Consultancies	11
Sport and Recreations Infrastructure	95
Improvement of housing	30
Sewery	5
Others	19
Dredging	4
Telecommunication Projects	5
Cultural Centers	
Free Housing	4
Neighborhood Improvements	1
Cultural Equipment	2
Railway Infrastructure	6
Landfill	
Airport expansion	1
Health Center	





## Optimization of the Aqueduct System Stages I, II and III for the city of Mocoa



**COP\$32** billions



### Features

- 2 Networks (57.687 m)
- 2 Tanks (927 m3 and 1.533 m3)
- Home Connections (2341)
- Chlorination Building (2700)



### Impact

**33.426** Benefited people

Guarantee the supply of drinking water to overcome the state of emergency after the avalanche in 2017 that caused damage to the aqueduct system



# Flagship Projects (Social Infrastructure)



## Child Development Centers (CDC) construction program

Manage resources donated by the Abu Dhabi Development Fund and provide technical assistance for the construction of child development centers aimed at providing early childhood care

### Features



**10 new** sites built in (Acandí, Condoto, Palmira, Neiva, Mocoa, Ábrego, Yopal, Curillo, Mitú, Tibú)



Value of the investment program **COP \$28 billions**



Average investment per construction:  
**COP 2 – 2.8 billions**

### Impact



**8** departments benefited:

Casanare | Chocó | Vaupés | Norte de Santander |  
Caquetá | Putumayo | Valle del Cauca | Huila



## 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



**129 billions** contracted to date

**1.140 billions** contracted in third 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.

**9.403** improvements executed to September 30 2022.

**26**  
cities

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





## Thank you!

Investor Relations-IR  
Financial Vicepresidency

[ir@findeter.gov.co](mailto:ir@findeter.gov.co)

(+571) 6230311. Ext. 1641

Calle 103 #19-20

Bogotá D.C., Colombia



“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.

[www.findeter.gov.co](http://www.findeter.gov.co)

f @findetercol    i @findetercol

t @findeter    in linkedin.com/company/findeter