



GROUPS
OF INTEREST
2023-2026



Source: Findeter, identification and valuation workshop

Identifying Groups of Interest

From Findeter we define an interest group as those groups that are seen directly impacted or indirectly by the development of our daily activities, and therefore they also have the ability to impact us.

In this sense, and under the framework of the new **Strategic Plan 2023-2026**, we have developed the identification, validation and prioritization of our groups of interest with representatives of all vicepresidencies in order to indicate how we relate with each one of them.

For this exercise we have used **the methodological guide for identification of interest groups (ARE-DA-010, registered in Isolution for this purpose).**



01 Control entities

How do we relate?

They are the internal and external control entities that perform surveillance functions, monitoring and control over operations, obligations and activities of Findeter.

Which are they?

Financial Superintendence, Attorney General's Office, Comptroller and Accounting.

How do we relate?

- We ensure timely compliance with our legal obligations.
- We work to keep the authorities informed about our conduct and performance.
- We maintain a fluid relationship and cooperation.
- We attend each of the recommendations and instructions in a diligent and timely manner.

02 Government

It is the authority in charge of giving guidelines for the management and performance of Findeter. It also defines the rules and procedures of labor protection and social assistance.

Which are they?

Presidency, Ministries and Social security entities.

How do we relate?

- We support the management of the National Government and the implementation of public policies.
- We attend in an efficient and timely manner to established requirements and guidelines.
- We work on the good performance of the procedures recommended by the sector.
- We contribute to the construction of an environment that promotes transparency.
- We guarantee coverage of social benefits.

03 **Funding partners**

How do we relate?

Creditors, investors, multilateral and bilateral banks, cooperation agencies and any entity that contributes funds to Findeter.

Which are they?

Investors who acquire credits, certificate deposits (CDTs) or other titles with credit content, placed by Findeter. People who have acquired Findeter's shares of from the issuance of Decree 4167 of 2011.

- We efficiently manage resources.
- We ensure that we have an equitable treatment for our investors.
- We implement risk management models.
- We work together to generate value to our territories.



04 **Strategic Partners**

How do we relate?

All those entities that work strategically and jointly with Findeter in favor of the development of new products/services.

Which are they?

Development banks, commercial banks, financial institutions, unions, among others or those entities that promote standards or regulatory certifications that must be adopted by the entity.

- We offer fair mutual beneficial relations that allows us to achieve objectives.
- We work together to grow and make our allies grow.
- We build joint opportunities to establish projects.
- We identify and adapt the best environmental practices.
- We work to generate greater positive impacts on the territory.



05 Allies

Who are they?

All those legal, public entities (national and territorial), intermediaries, financial institutions and private entities with which Findeter is related through the operations across its business lines for the development of the country.

Findeter is related through the operations across its business lines in favor of the country's growth.

How do we relate?

- We offer a portfolio of products /financial and non-financial services that respond to allies' needs.
- We guarantee quality and timeliness in the provision of our products/services.
- We deliver on our value promise.
- We work to build relationships of confidence in the long term.

Which are they?

Public Allies:
local governments, administrative departments, decentralized entities, ministries, DNP, CAR, ESE, ESP, EPS.

Private Allies:
Commercial banks, commercial financing, financial entities and small, medium and large companies in bankable sectors.

DNP: Departamento nacional de planeación
CAR: Corporación autónoma regional
ESE: Empresas Sociales del Estado Prestadoras de Servicios de Salud
ESP: Empresa de Servicios Públicos
EPS: Entidades Promotoras de Salud

06 Community

They are the beneficiaries, social groups and organizations, social leaders and others who are identified in the territories where we develop our operation.

How do we relate?

- We seek to understand the needs of territories through dialogue and collaboration.
- We act with integrity, generating trust.
- We respect and ensure the rights and the socioeconomic context.
- We contribute to sustainable development and the transformation of the territories.

07 Contractors

Natural or legal persons hired by Findeter to execute planning services, structuring and execution of projects in the territory.

Which are they?

Fiduciaries and consultants.

How do we relate?

- We establish relationships of trust and teamwork.
- We offer capabilities development spaces for mutual benefit.
- We promote social, governance and environmental aspects.
- We work as a team to achieve projects.

08 Suppliers

Natural or legal persons with whom Findeter contracts the provision of a service or the purchase of a product.

How do we relate?

- We generate relationships of trust and efficiency.
- We demonstrate compliance with the contractual commitments.
- We promote good hiring practices.
- We achieve the objectives in the relations between the Entity and the supplier.
- We promote social, governance and environmental aspects.

09 Media

Media, columnists and people of influence on public opinion for whom we are a source of information.

How do we relate?

- We share valuable information.
- We activate conversations of general interest with experts.
- We participate in public policy sessions.
- We generate two-way communication.



10 Employees

Who are they?

All those people working with the Entity and that constitute our main resource.

Which are they?

People who participate in the processes and activities to guarantee the operation of Findeter and the Unions present in the Entity

How do we relate?

- We generate equitable and inclusive work environments.
- We have a family responsible - efr business model.
- We promote growth and development.
- We enable free associativity.
- We promote safety and health spaces at work.

11 Management and administration bodies

Are the internal organs that dictate the ethical standards, principles and procedures under which Findeter must be governed and operate.

Who are they?

Board of Directors, shareholders (partners and owners of the company in proportion to their participation in it), administration and managers. The Ministry of Finance is the major shareholder and Findeter is linked to it. Therefore Findeter should follow the guidelines that apply to it as an entity.

In shareholders Grupo Bicentenario is included.

How do we relate?

- We facilitate strategic decision making processes.
- We generate public and transparent information.
- We seek financial and profitability balance in our operations.
- We have a policy of ethics and good governance.



Environmental protection

Transversal focus

From Findeter we establish environmental protection as a transversal dimension to all interest groups, since we understand the impact of our operations and we seek to generate a sustainable balance.

How do we impact?

We work to guarantee a balance between the increase in positive impacts and the reduction of negative impacts of our operation.

- We compensate our carbon footprint.
- We promote sustainable bond management.
- We manage environmental programs.
- We accompany through social management the impacted territories.
- We guarantee the application of the SARAS model.