



# Financial Results 2018 & 1Q-2019



2018 Results

1Q-2019 Results



Relevant Information



Metro Cable Manizales



# 1. 2018 Results





## Assets

**COP\$9,72 billion**

A growth of **2,98%** compared to the COP\$9,44 billion of 2017



## Liabilities

**COP\$8,58 billion**

A growth of **2,69%** compared to the COP\$8,35 billion of 2017



## Equity

**COP\$1,14 billion**

A growth of **5,2%** compared to the COP\$1,08 billion of 2017



## Net Profit

**COP\$56.560 million**

A growth of **8,46%** compared to the COP\$52.146 million of 2017



## Funding (CDs)

**COP \$3,1 billion**

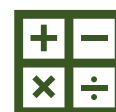
A decrease of 5% compared to 2017, explained by a greater diversification of funding sources.



## ROE

**4,96%**

A growth of 3,12% compared to 4,81% of 2017



## Solvency

**21,7%**

A decrease of 1,9% compared to 23,6% of 2017



## Portfolio

**COP\$8,5 billion**

# On-Loans Disbursements

January-December 2018



Disbursements

**COP\$2,26 billion**

A growth of 9% compared to the \$2,07 billion disbursed in 2017

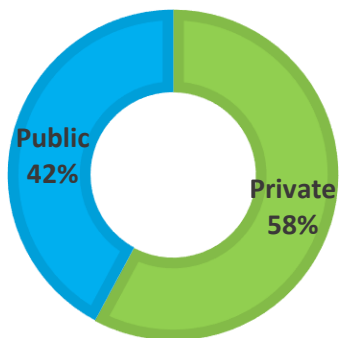


**24 Department**

**72 Municipalities**



**192 funded projects**



**COP\$1,2 billion private sector**

**COP\$1,05 billion public sector**



Library Docordó, Chocó.

# On-Loans Disbursements

By Sector January-Dec 2018

## Transportation



COP\$ 590.593

## Health



COP\$ 205.445

## Housing, water and sewerage



COP\$ 495.525

## Energy



COP\$ 153.939

## Education



COP\$ 748.685

## Others



COP\$ 68.804

Figures in COP Million

# Technical Assistance

To December 2018

We increase the projects managed by **15%**,  
a growth in **124 projects** for **COP\$746 Billion**



**21** Projects  
COP **\$255**  
Thousand million

**Water**



**72** Projects  
COP **\$136**  
Thousand million

**Infrastructure**



**8** Projects  
COP **\$125**  
Thousand million

**Housing**



**14** projects  
COP **\$69**  
Thousand Million

**San Andrés**



**9** projects  
COP **\$161**  
Thousand Million

**IT**



Potable Water Plant  
Gualmatán, Nariño



Child Development Center  
Pereira, Risaralda



Parques de Bolívar - vipa  
Santa marta, Magdalena



Cultural and Sport Center  
Big gough (san Luis), San Andrés



MiPyme Vive Digital  
National Initiative

# Acknowledgments 2018



Accredited by the **Green Climate Fund** as a Development Bank committed to mitigating and adapting the country to climate change



Accredited in the program Active Companies Anti-Corruption "Business with principles" to companies that meet the highest anti-corruption standards



## 5th Place

Best companies to work in Colombia, compared to the 20th place in 2017



## Family-Responsible Company

Certified since 2015.

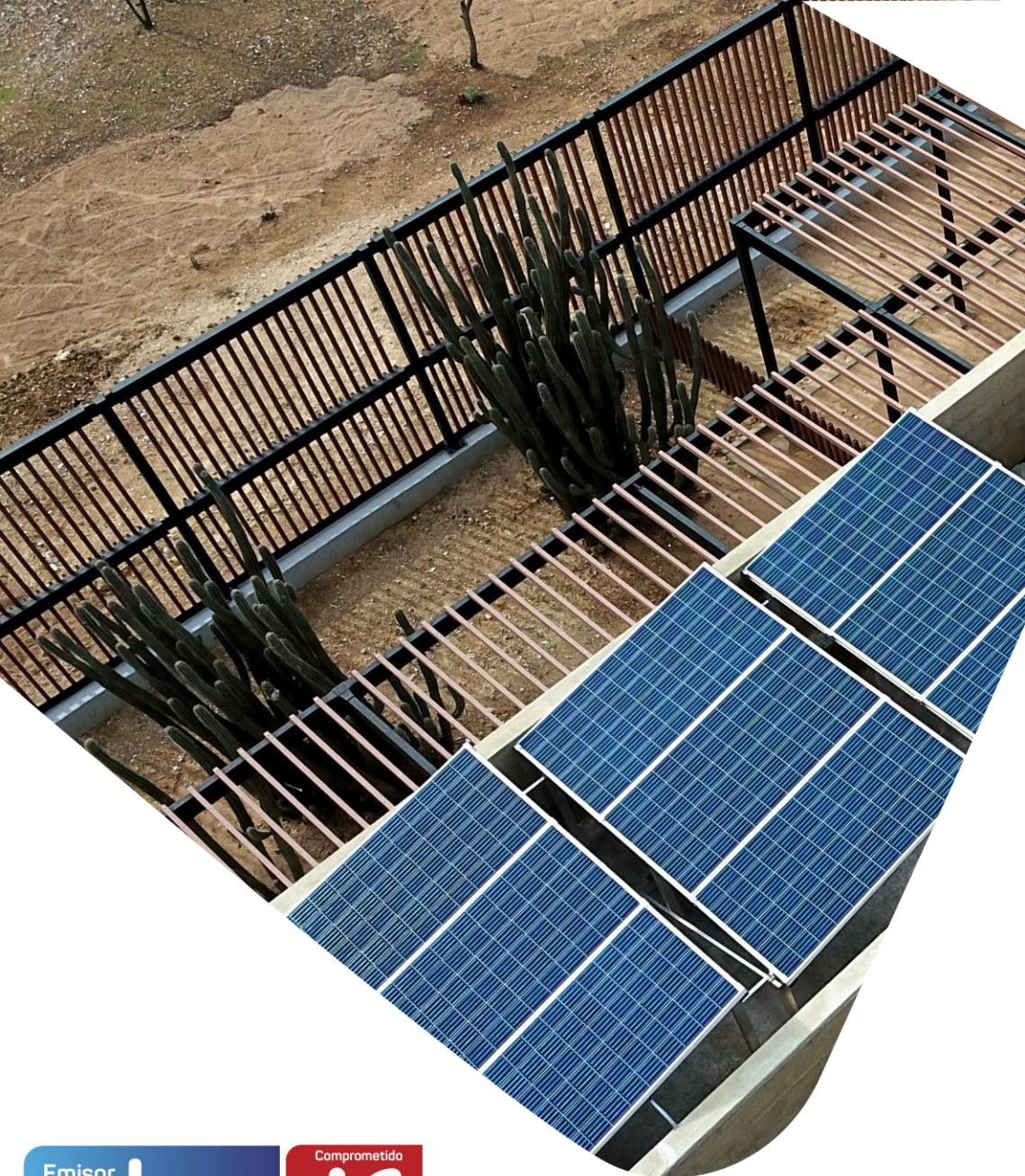


Accredited for fourth consecutive year IR issuer Recognition for its adoption of the best practices in the field of information disclosure and investor relations



Movistar Arena, Bogotá.

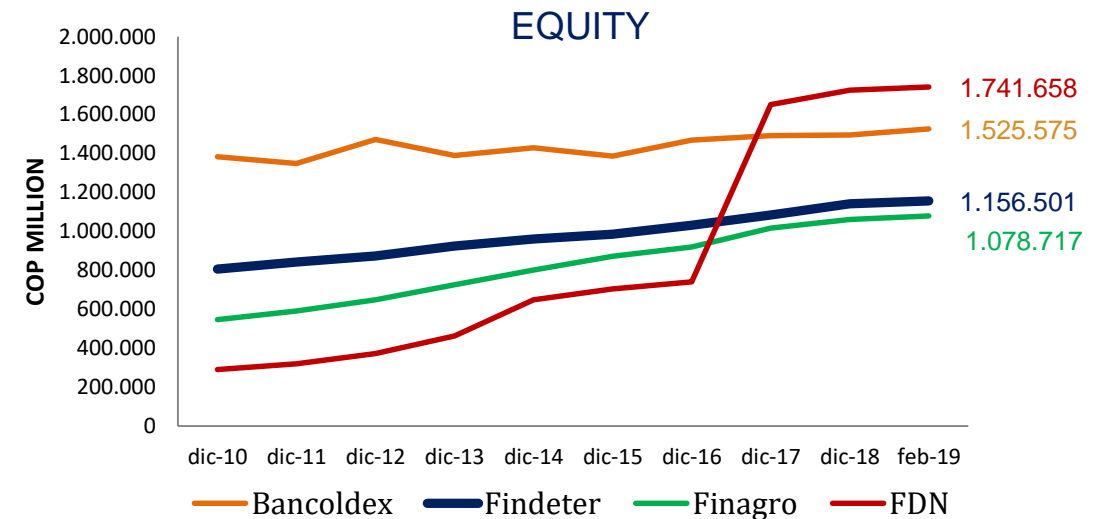
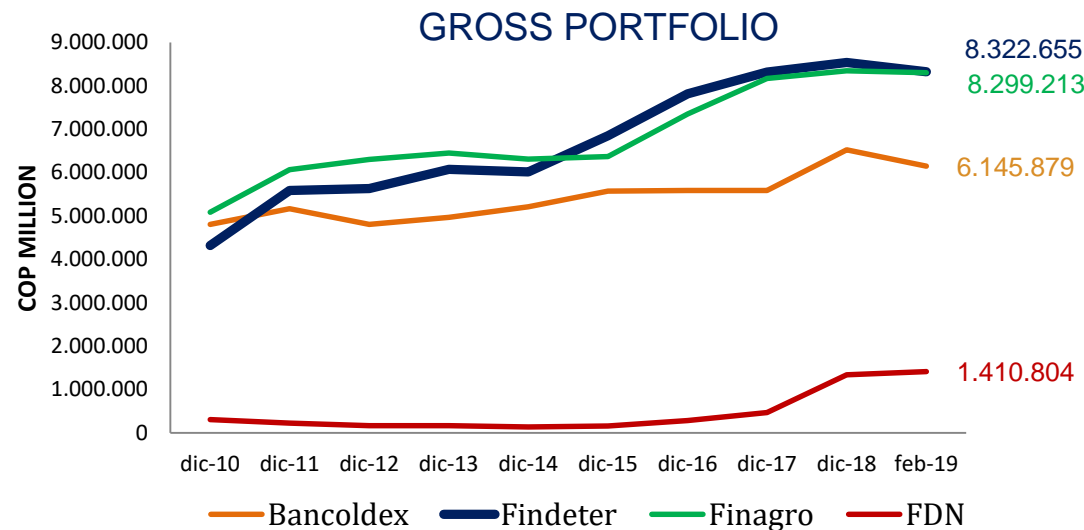
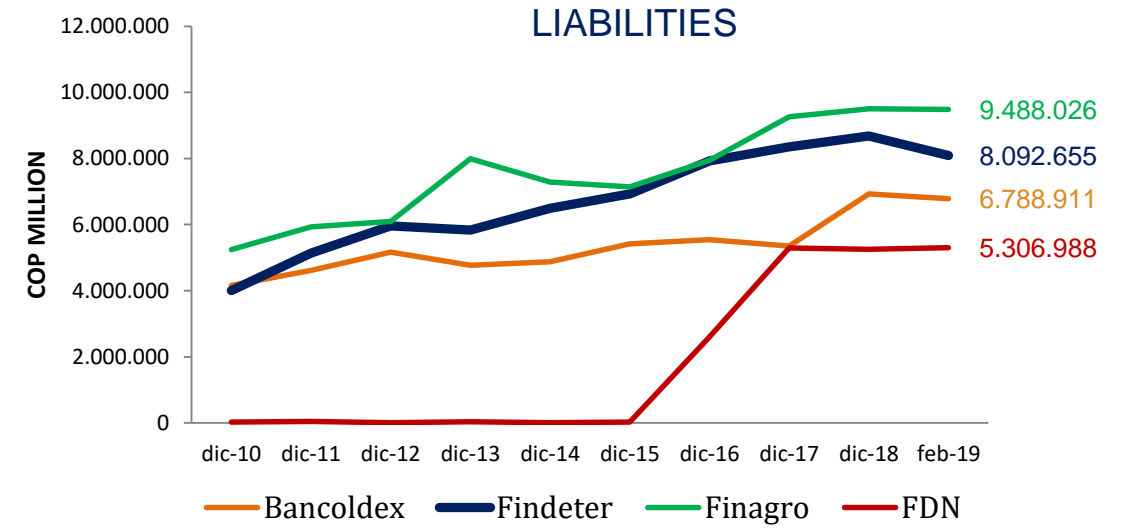
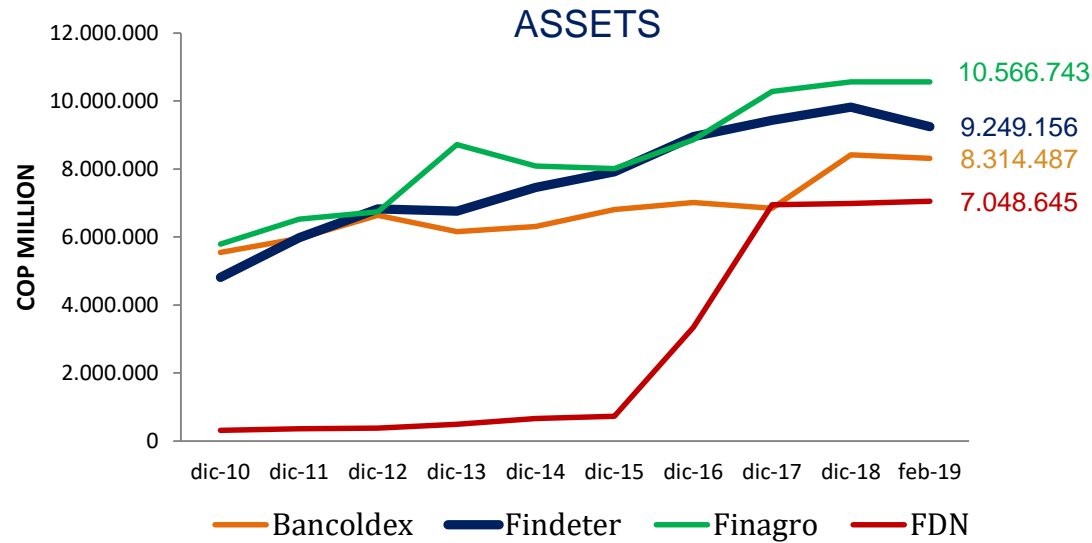




## 2. 1Q-2019 Results



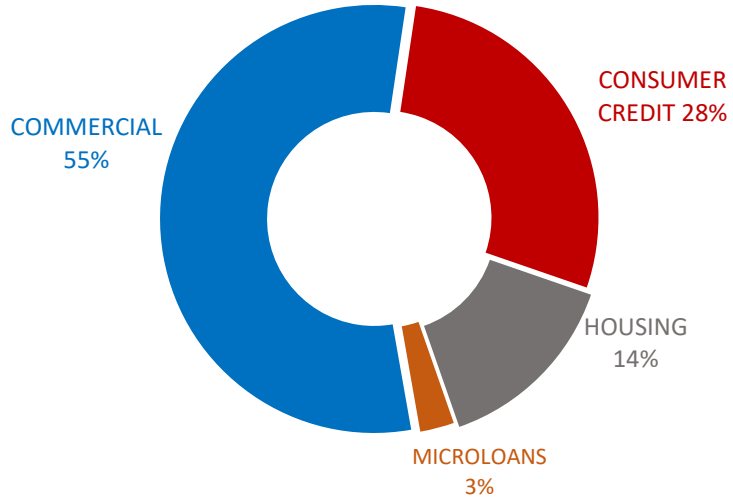
# Structure of Colombian Development Banks





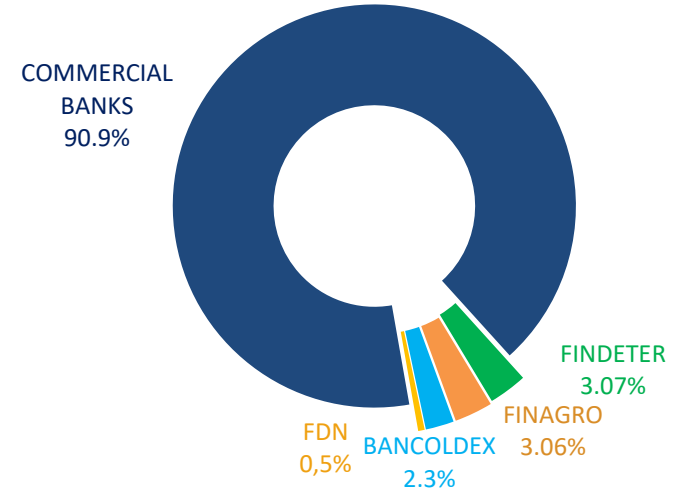
# Structure of Colombian Development Banks

### SYSTEM'S LOAN PORTFOLIO



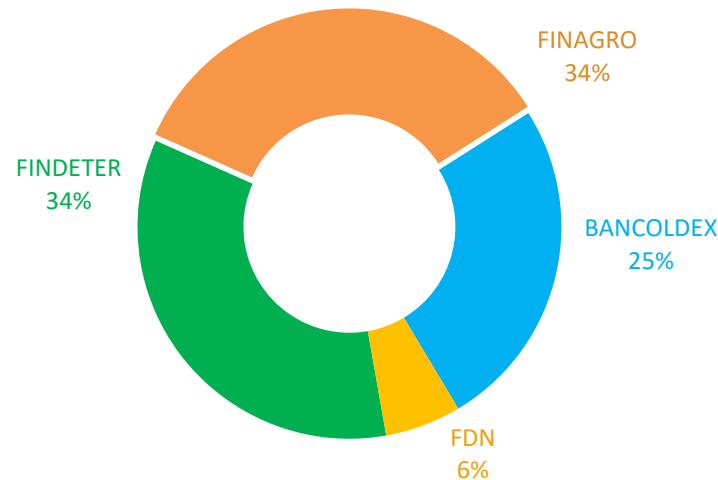
Loan-portfolio TOTAL  
COP **\$491** Billion

### COMMERCIAL PORTFOLIO



Total Commercial Loan Portfolio  
COP **\$271** billions

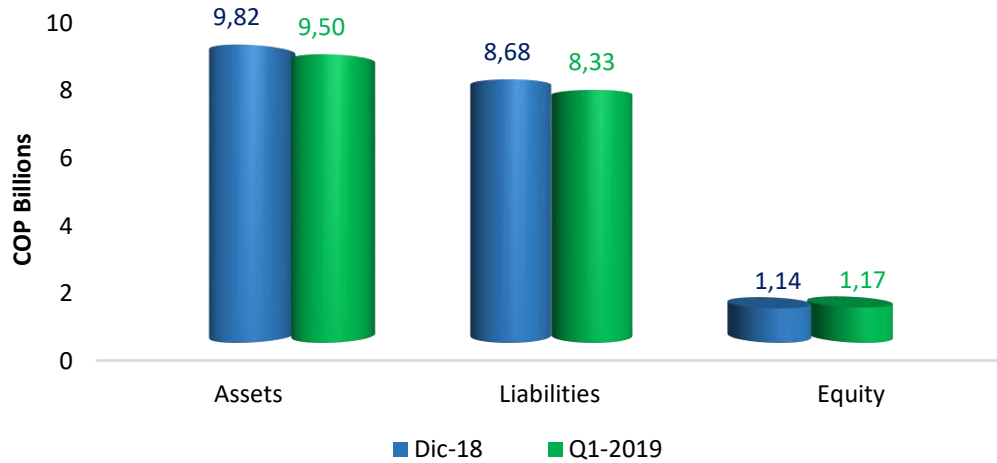
### ON-LOAN PORTFOLIO



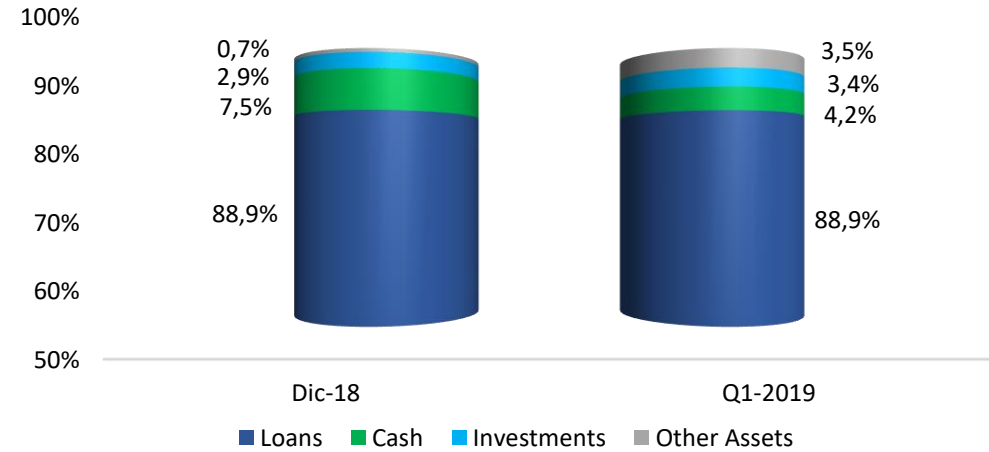
ON-LOAN TOTAL PORFOLIO  
COP **\$24** billion

FINDETER, accounts **34%** of the on-loan portfolio

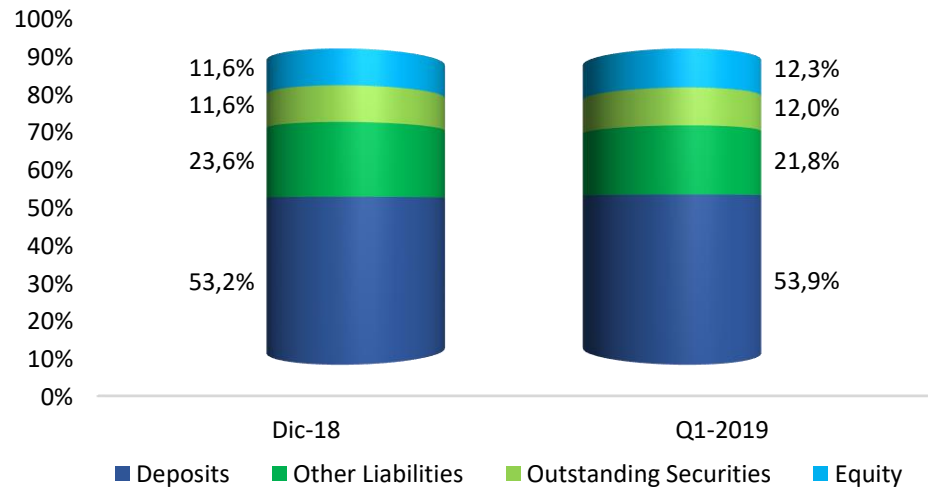
## Balance Sheet



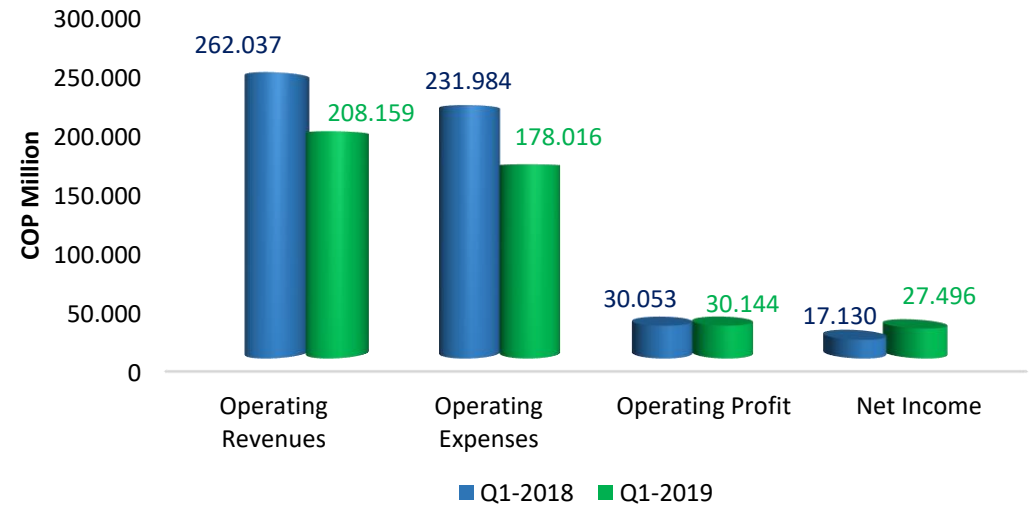
## Asset Structure

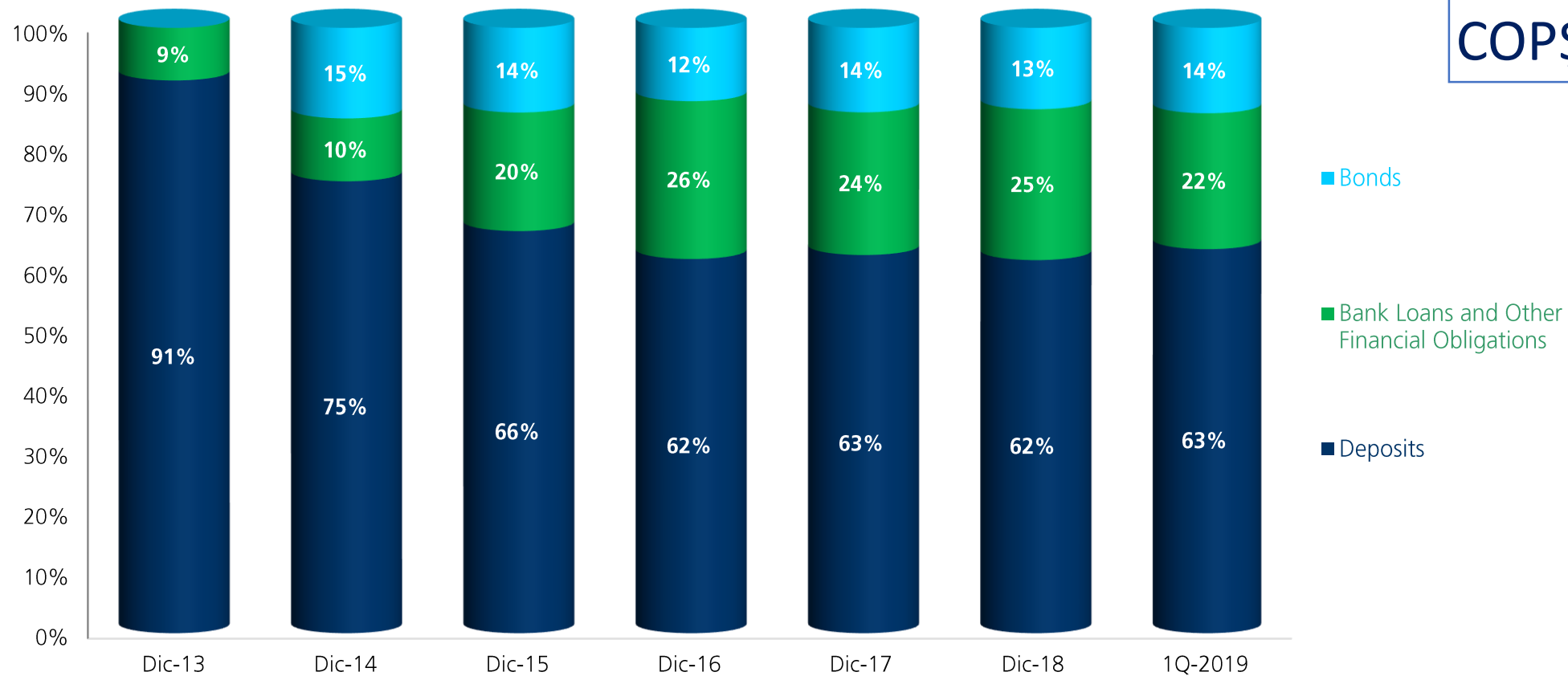


## Capital Structure



## Income Statements





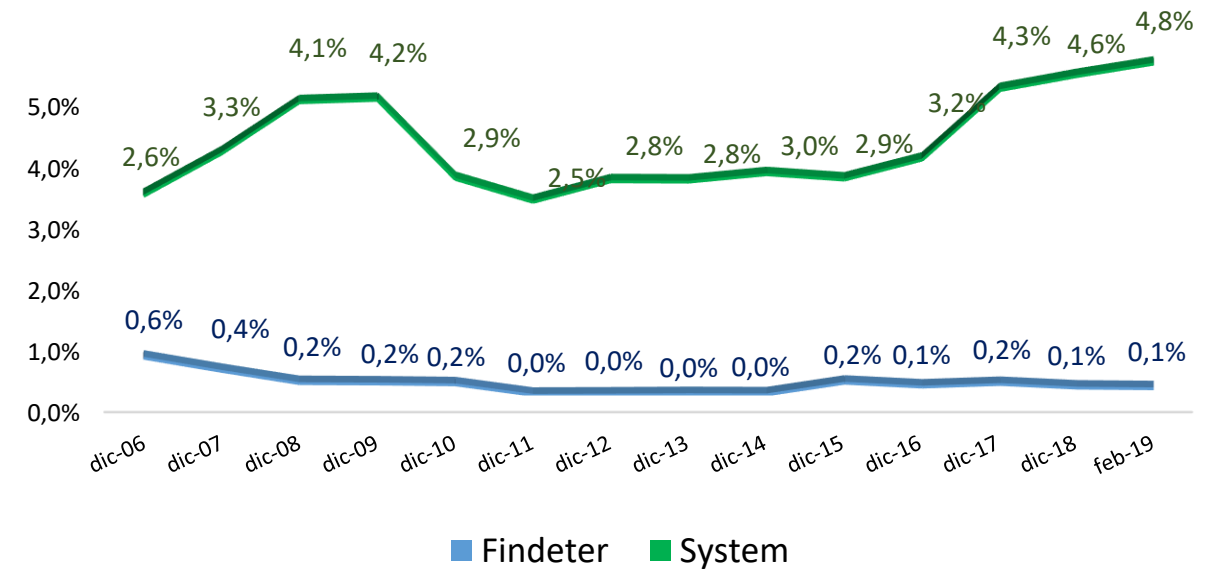
Deposits 1Q-2019  
COP\$ 605.032 Million

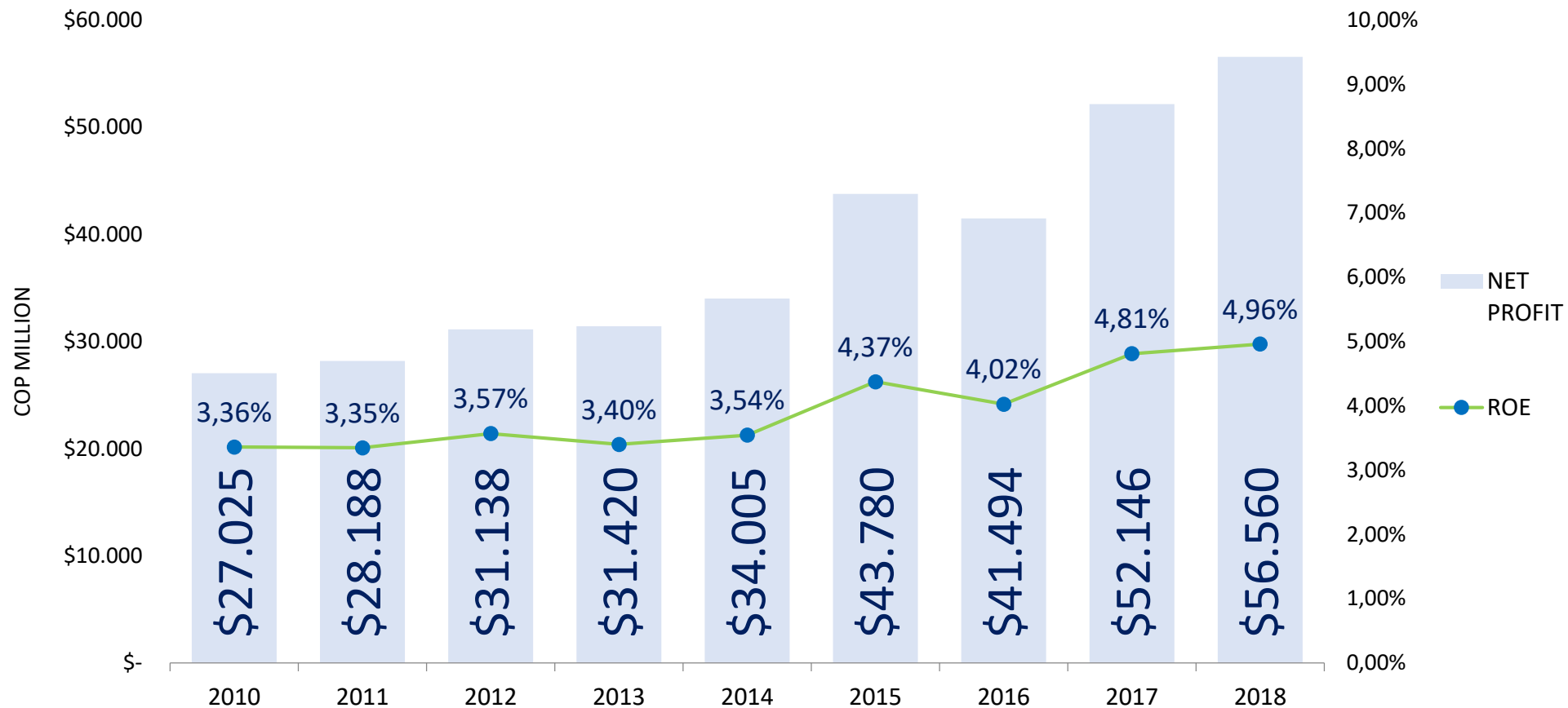
\* Data to December 31st of previous years and 1Q-2019.

## FINANCIAL RATIOS

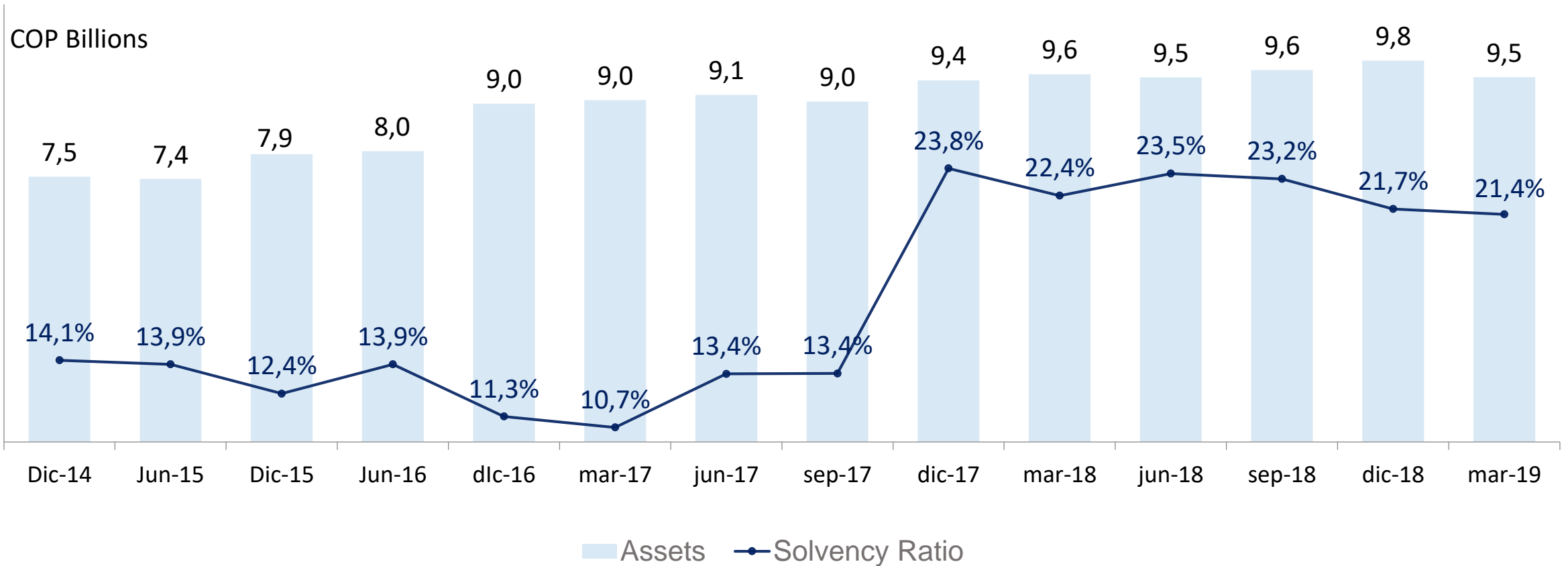
RATIO	Mar-18	Mar-19
<b>RETURN</b>		
NET PROFIT/EQUITY	6.22%	9.41%
NET PROFIT/ASSETS	0.72%	1.17%
<b>EFFICIENCY</b>		
OPERATING EXPENSES / TOTAL ASSETS	9.71%	9.76%
OPERATING EXPENSES / OPERATING REVENUE	88.5%	85.5%
<b>CAPITAL ADEQUACY</b>		
BASIC SOLVENCY RATIO	18.36%	18.32%
TOTAL SOLVENCY RATIO	22.38%	21.44%
<b>OTHER RATIOS</b>		
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.16%	0.11%
PORTFOLIO COVERAGE	580.00%	747.54%

## Portfolio Quality Ratio





### Solvency Ratio vs Assets



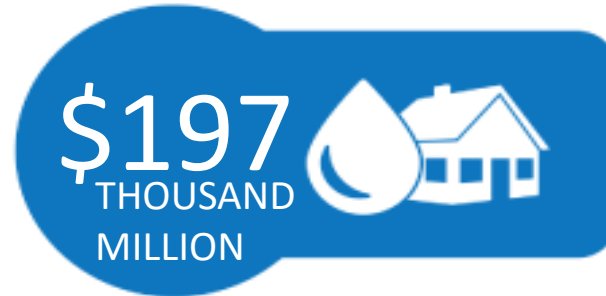


# Disbursements by sector

Ene – Marzo 2019



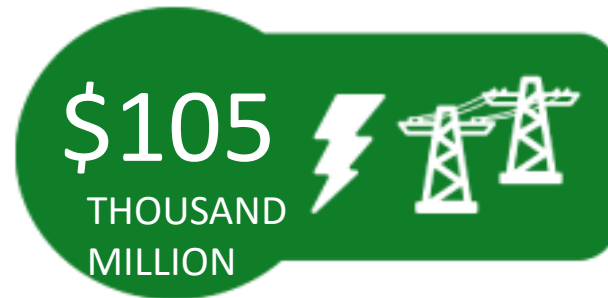
HEALTH AND EDUCATION



HOUSING, WATER AND SEWERAGE



INFRASTRUCTURE AND  
TRANSPORTATION



ENERGY



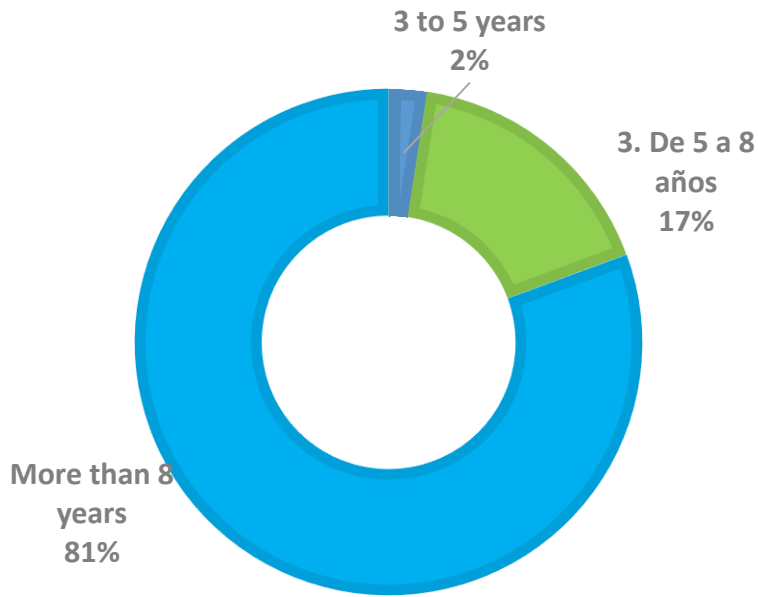
OTHERS

Annual Goal  
Execution to  
March 30th, 2019:  
**24%**

**TOTAL Jan-Mar 2019: \$566.633 Million**

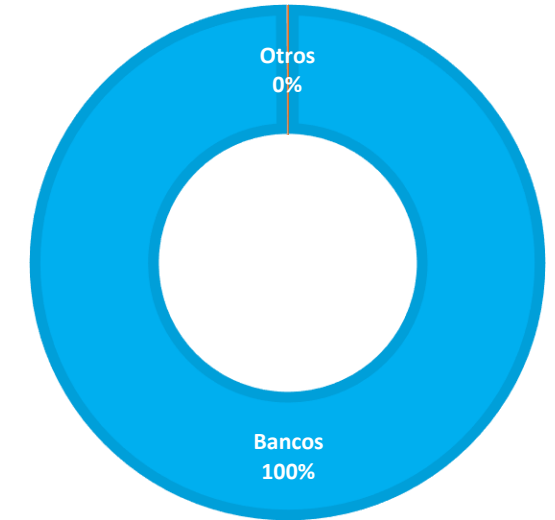
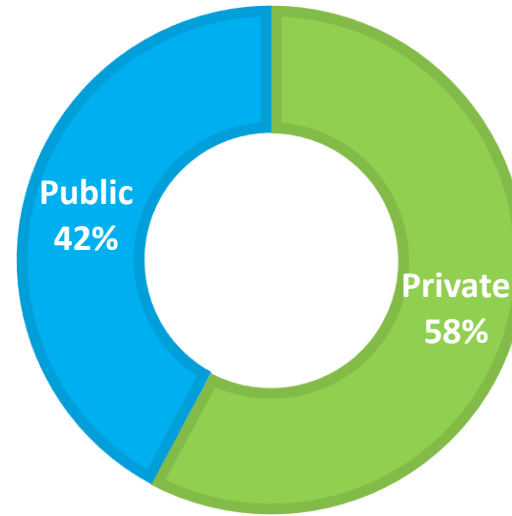
# On-Loan Disbursements

Intermediaries, Beneficiaries and Maturities



**98%** are long term maturities

**58%** of our beneficiaries are private companies



**99%** of our debtors are banks





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### 3. Relevant Information

 El emprendimiento es de todos Minhacienda

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Financiera del Desarrollo

Emisor  Comprometido 

## Mission

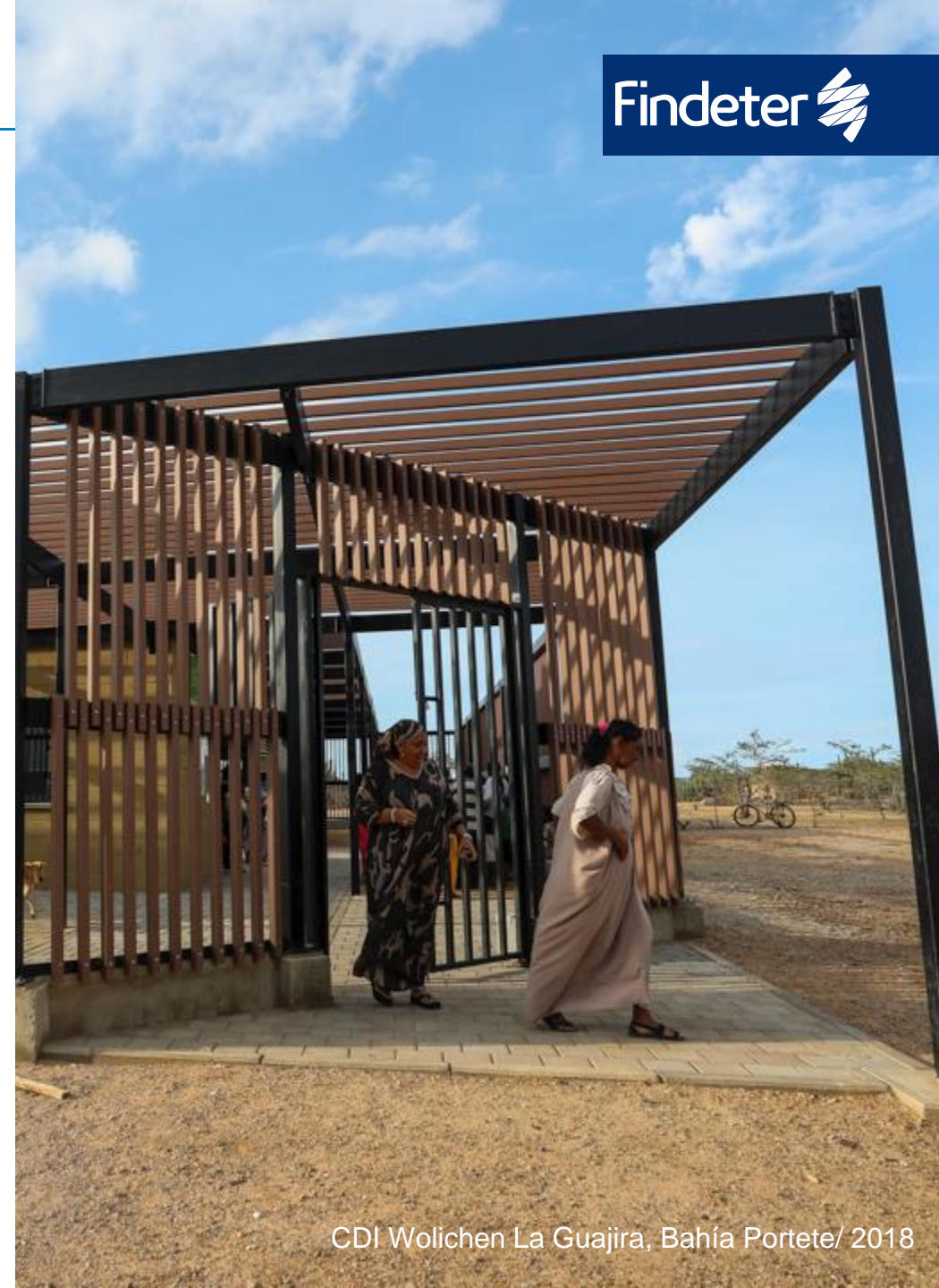
We are the strategic partner of the National Government and Territorial Entities for the planning, structuring, financing and execution of sustainable projects that transform territories.

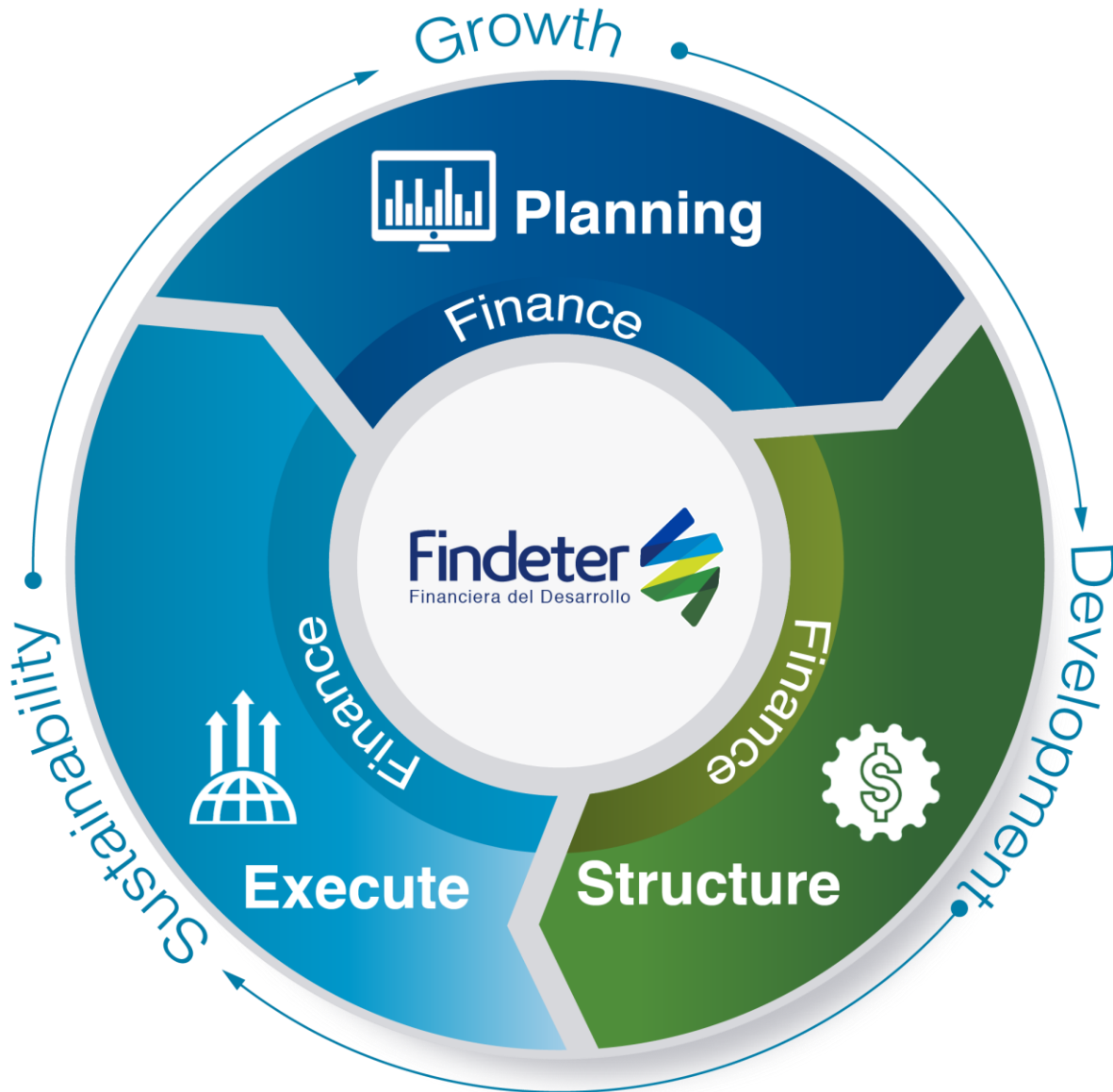
## Vision

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.

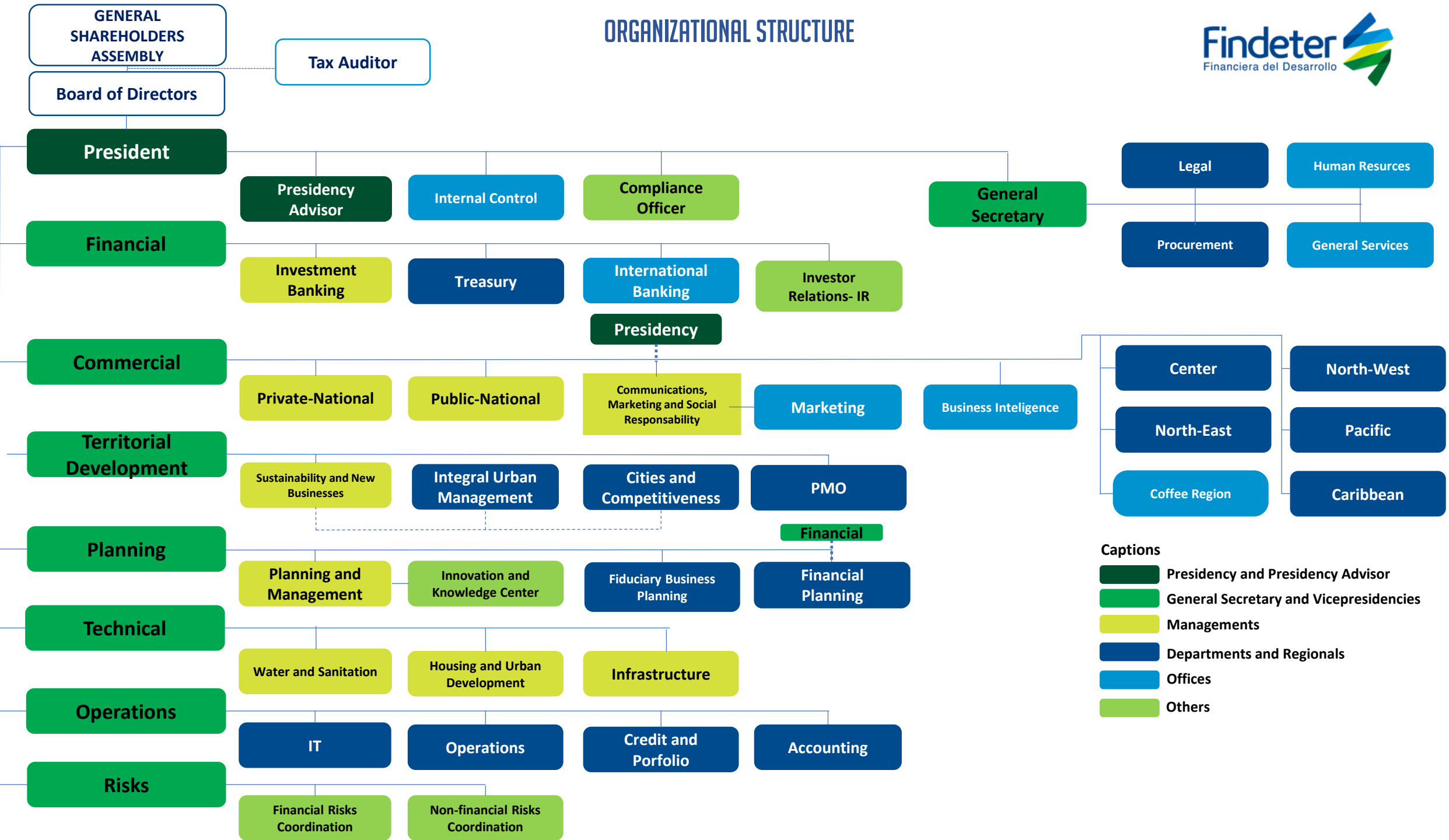




A model that impacts the United Nations Sustainable Development Goals



# ORGANIZATIONAL STRUCTURE



**Captions**

- Presidency and Presidency Advisor
- General Secretary and Vicepresidencies
- Managements
- Departments and Regionals
- Offices
- Others



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JUNTOS LO HACEMOS POSIBLE

