



2Q-2019 Financial Results



Content

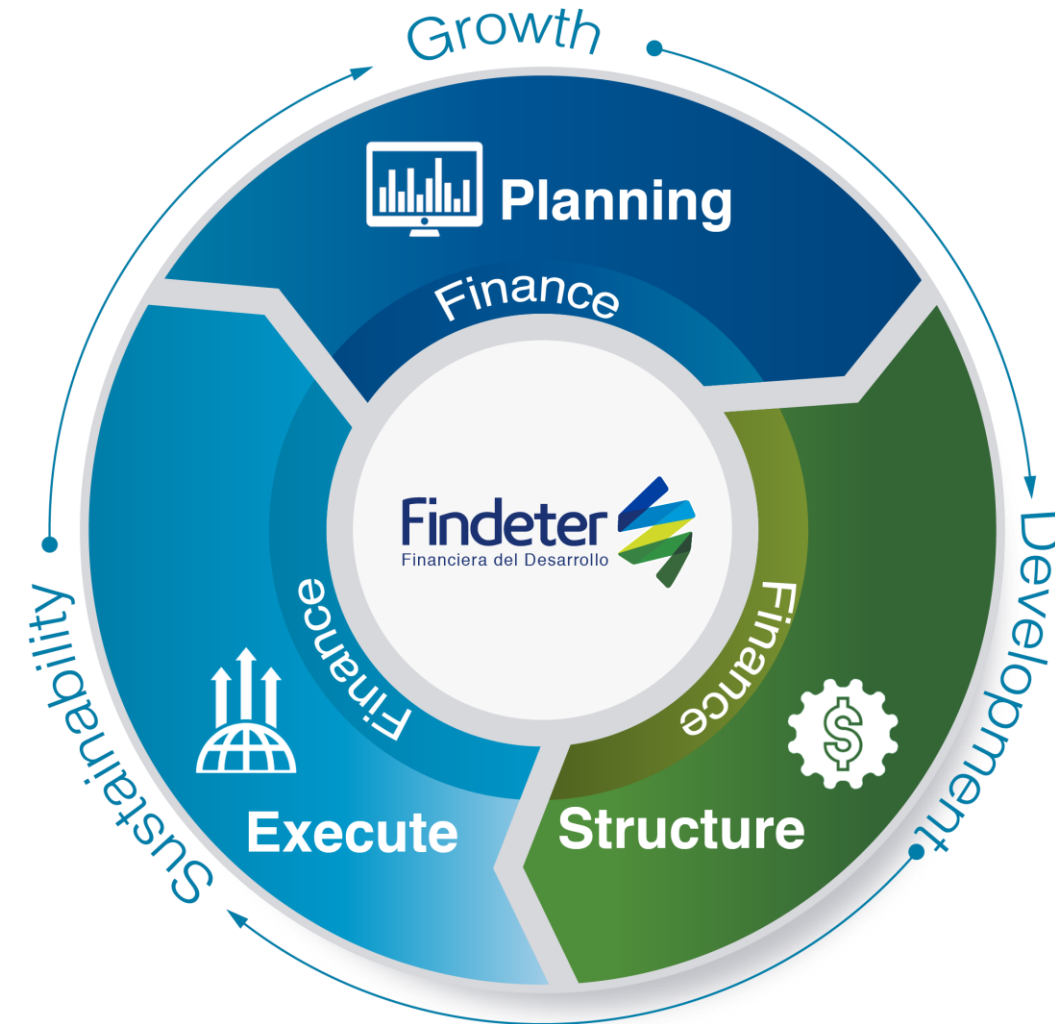
1. About us
2. Financial Results
3. Commercial Results
4. Technical Assistance Results



Metro Cable Manizales

We are the **leading development bank** that transforms the regions of Colombia into **sustainable territories**.

- Our Shareholders: The Republic of Colombia (Ministry of Finance and Public Credit (92.55%) and Departments (7.45%).
- Long term **international credit rating 'BBB-'** (Fitch and S&P).
- Long term **local credit rating 'AAA'** (Fitch).
- Our main Products: On-Loans (Second tier loans), Public Funds Management, Guarantees, Technical Assistance, Project Structuring



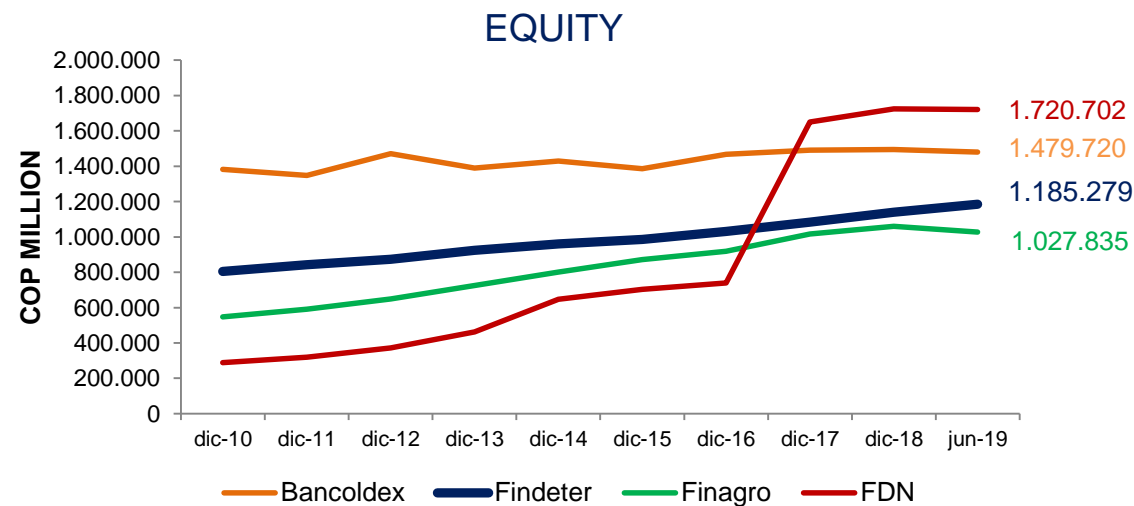
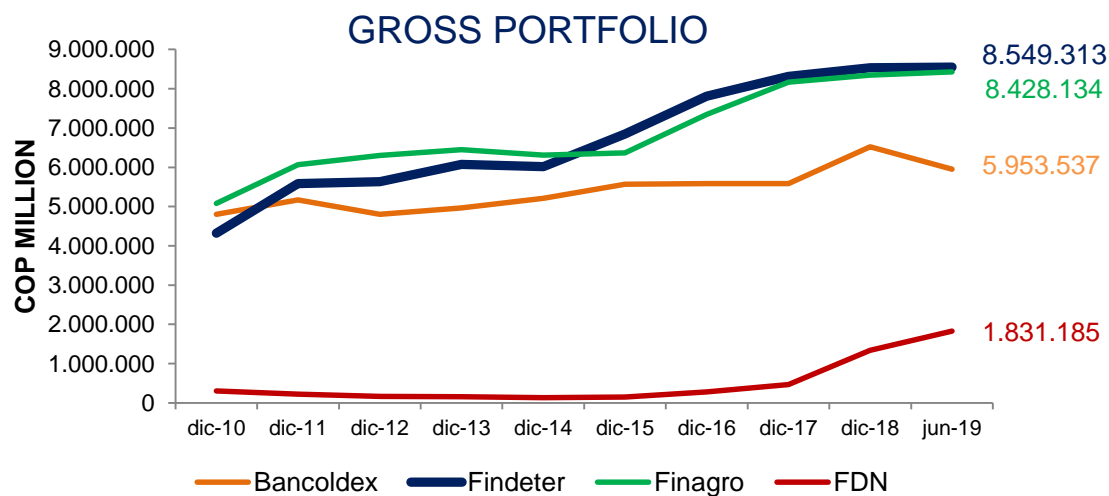
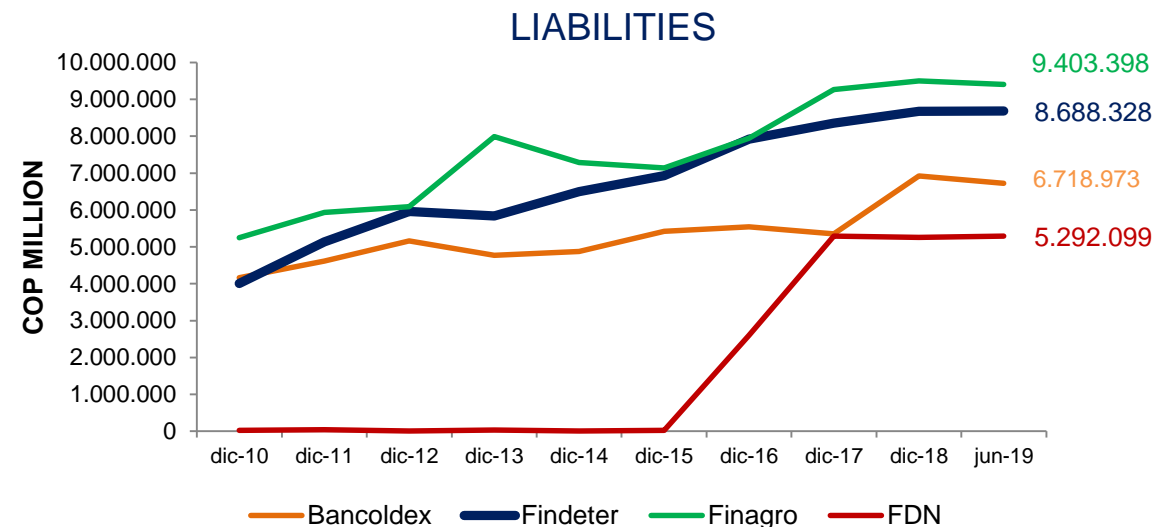
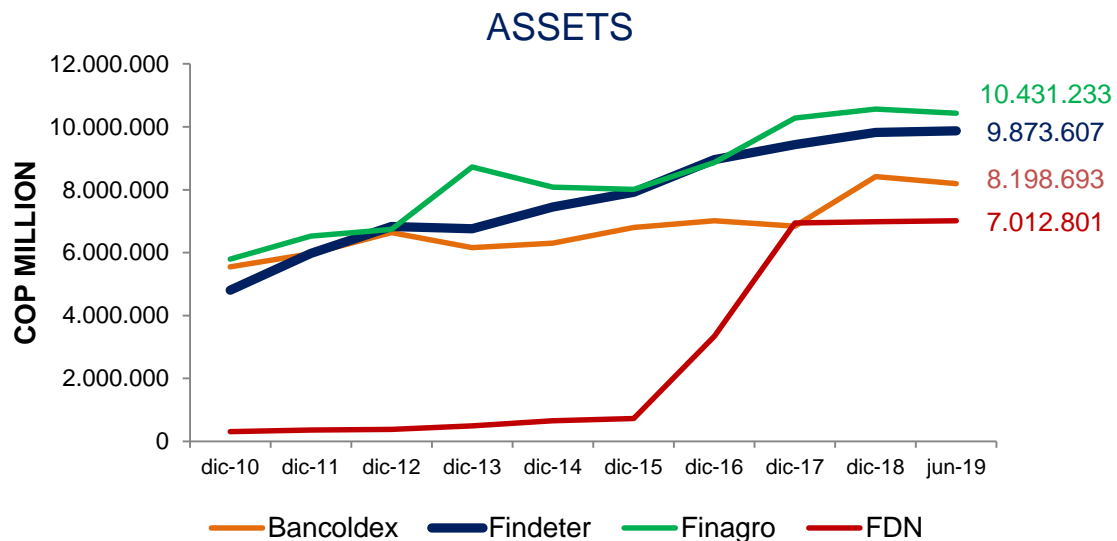
Management Model



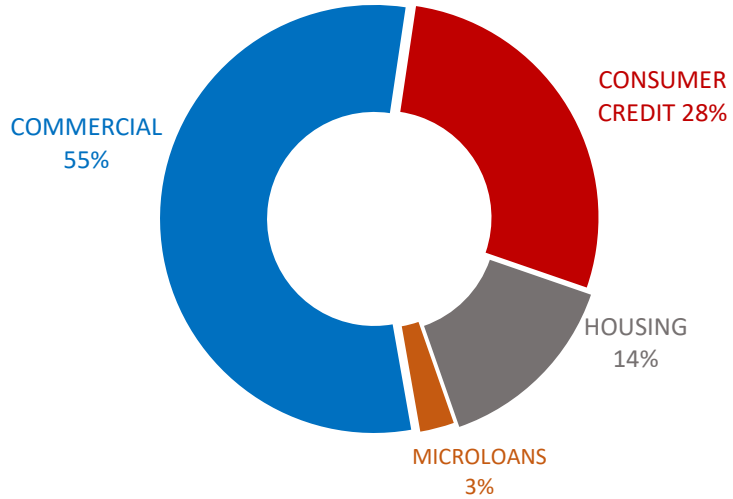


2. Financial Results

Structure of Colombian Development Banks

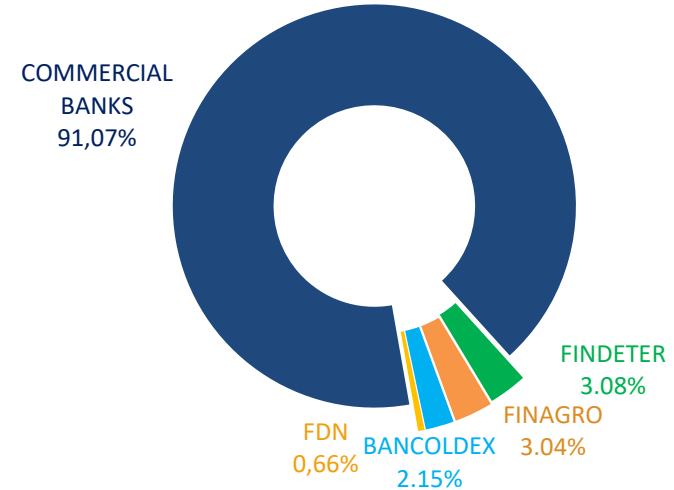


SYSTEM'S LOAN PORTFOLIO



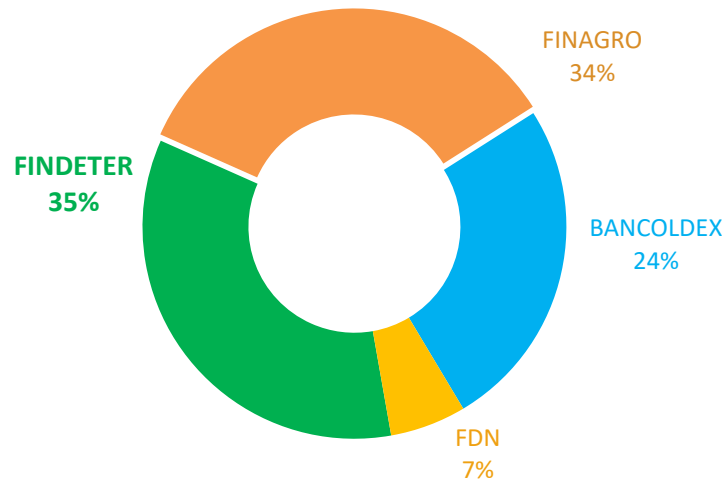
Loan-portfolio TOTAL
COP **\$507** Billion

COMMERCIAL PORTFOLIO



Total Commercial Loan Portfolio
COP **\$278** billions

ON-LOAN PORTFOLIO



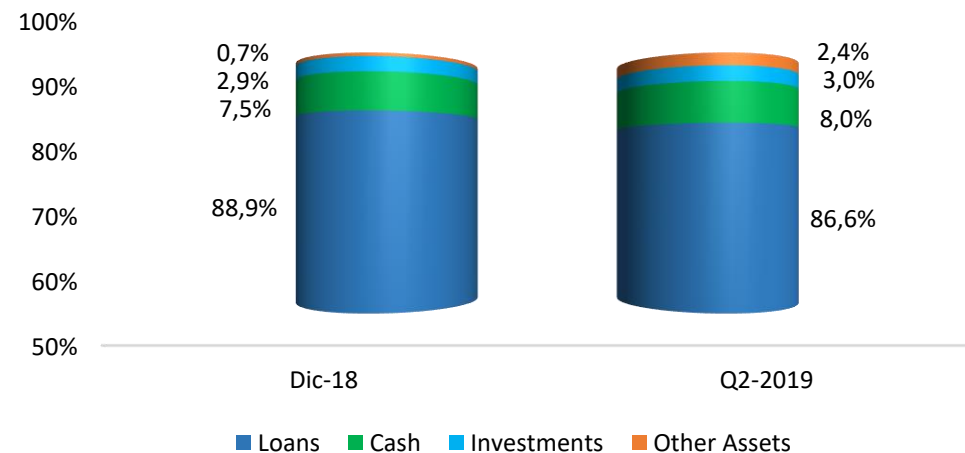
ON-LOAN TOTAL PORFOLIO
COP **\$25** billion

FINDETER, accounts **35%** of the on-loan portfolio

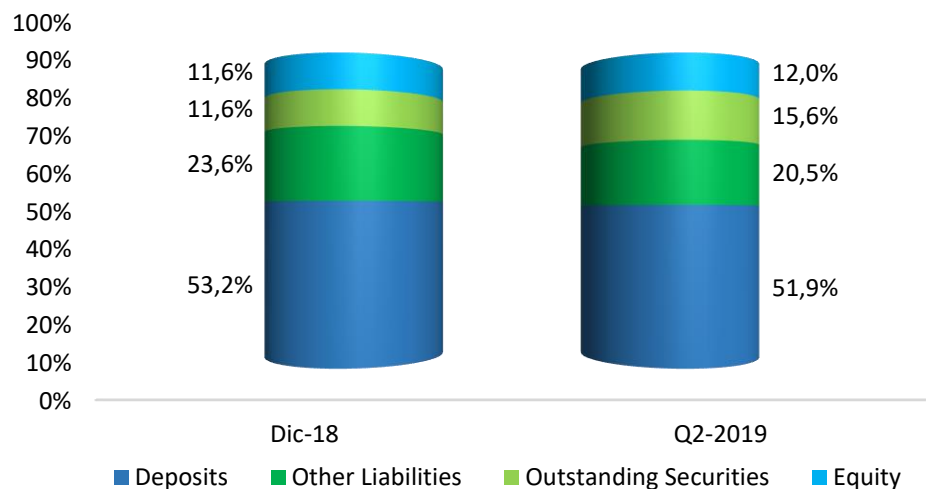
Balance Sheet



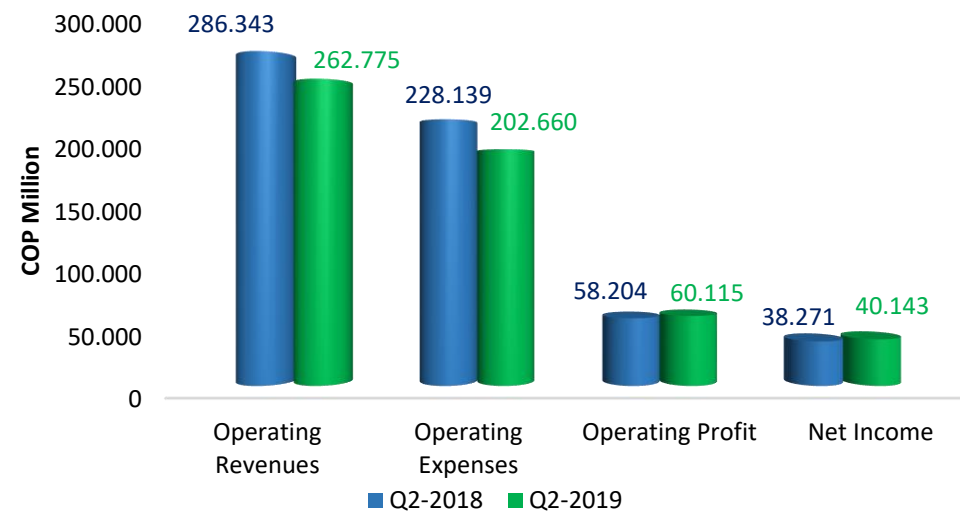
Asset Structure

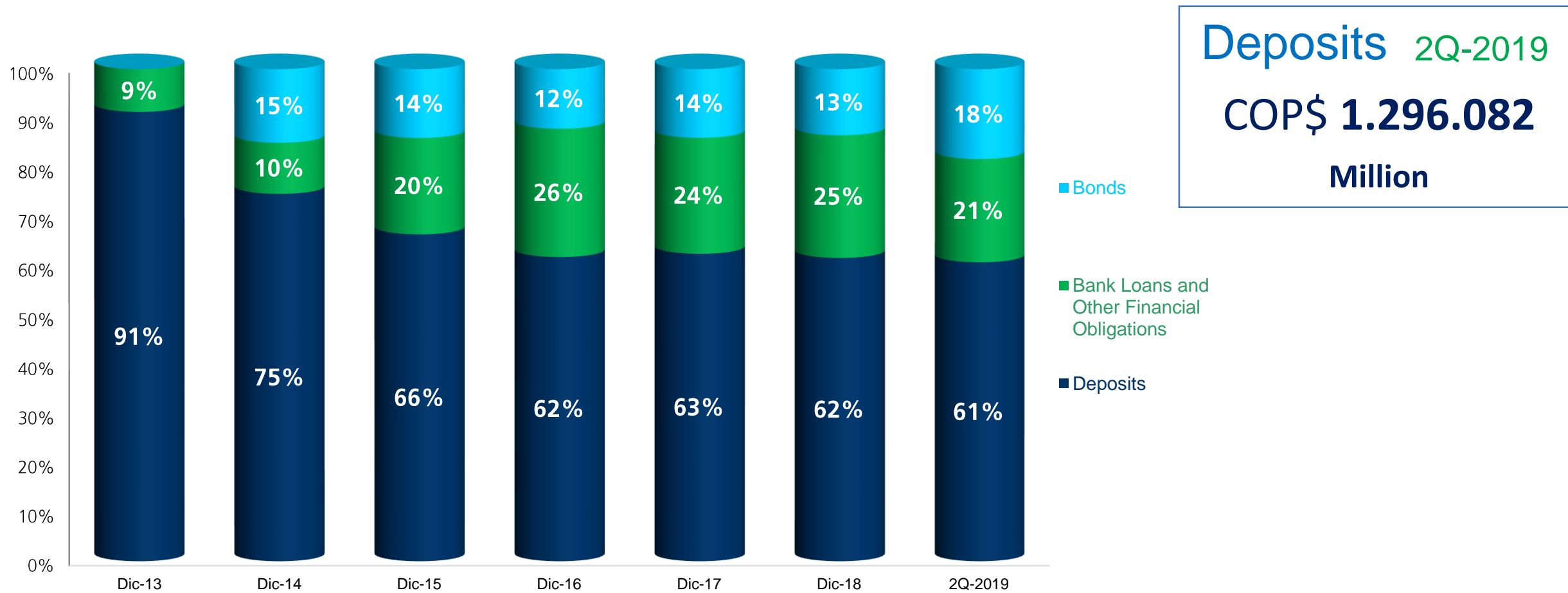


Capital Structure



Income Statements





* Data to December 31st of previous years and 2Q-2019.

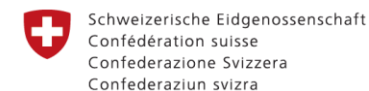
SUSTAINABLE BONDS ISSUANCE

Amount of the Issuance:

COP\$400,000 million



With the support of:



Embajada de Suiza en Colombia
Cooperación Económica y Desarrollo (SECO)



Maturity: 5 y 7 years



Bid to Cover: **COP\$1,03 billion/3.44** times
over the offered amount
COP\$300,000 million



Yield: A5 CPI + 2.54%
A7 CPI + 2.90%



Credit Rating: AAA



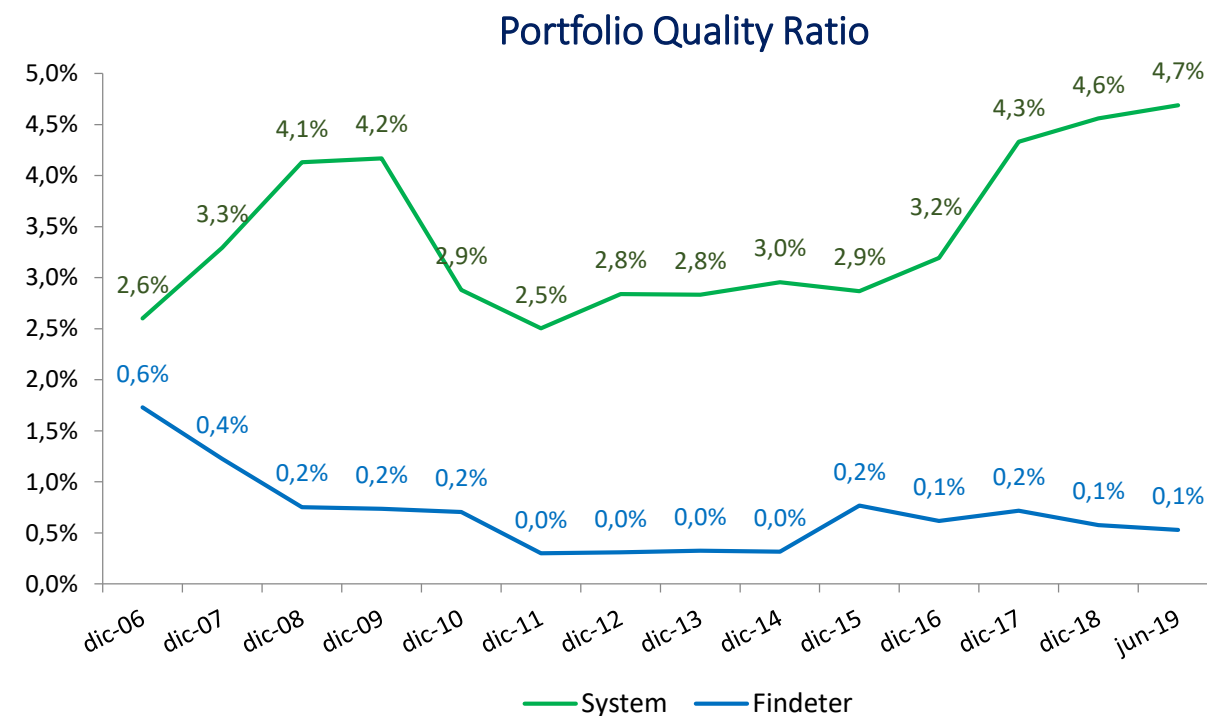
Amount by series: A5 132.827 Million
A7 267.173 Million

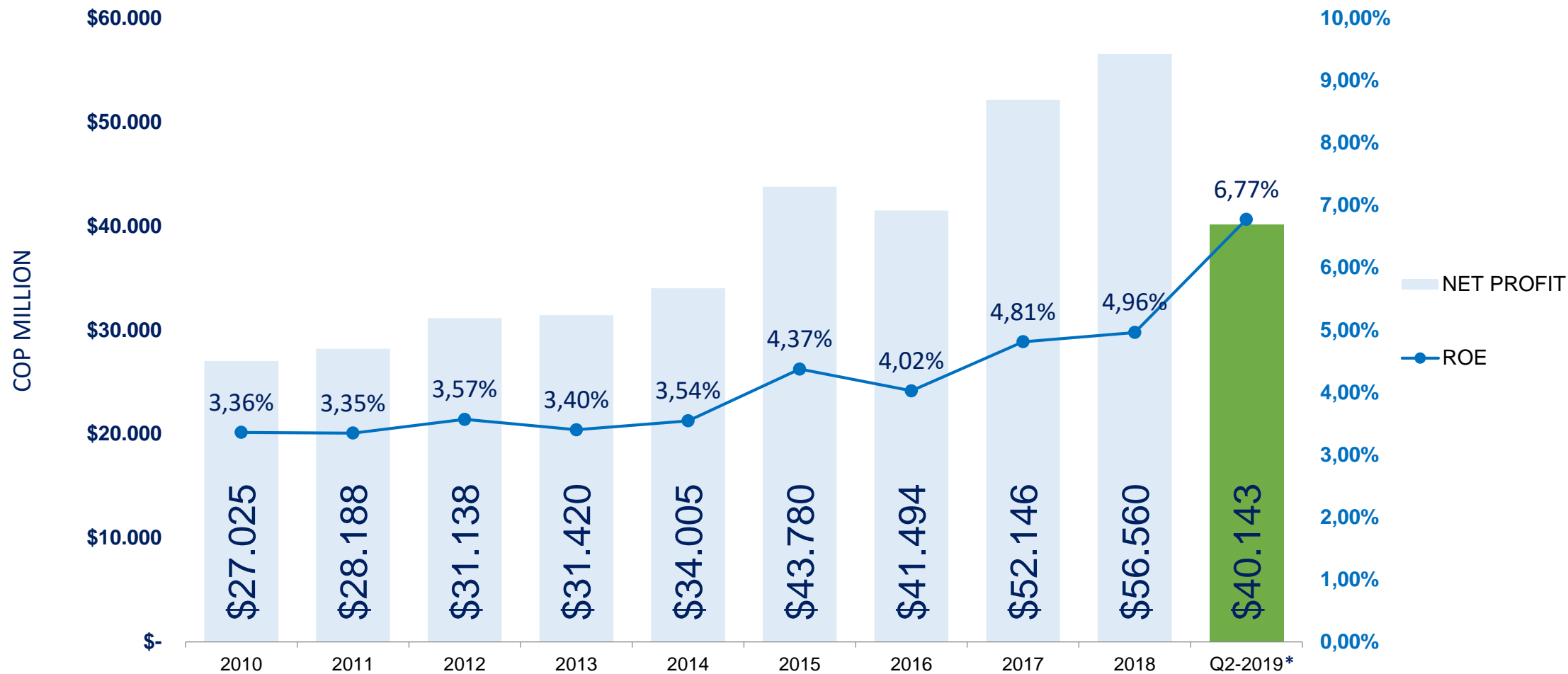


Listed: Colombian Stock
Exchange

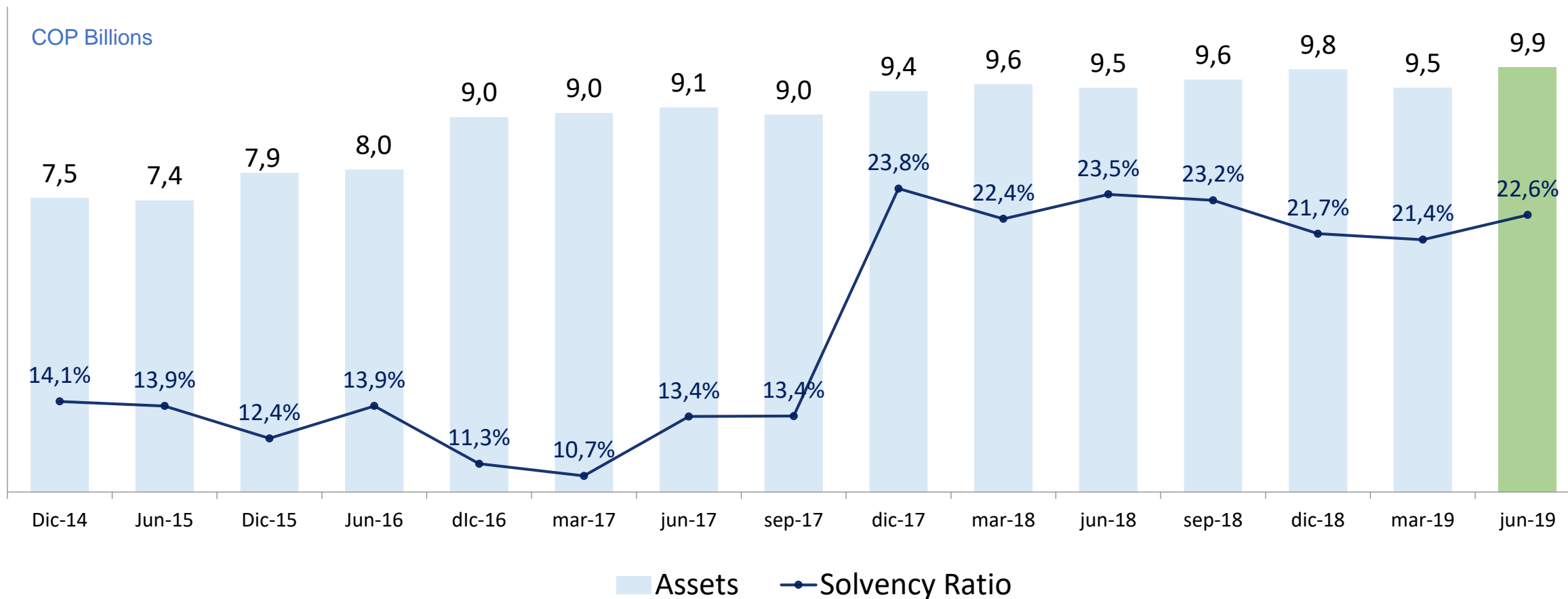
FINANCIAL RATIOS

RATIO	Jun-18	Jun-19
RETURN		
NET PROFIT/EQUITY	6.83%	6.77%
NET PROFIT/ASSETS	0.81%	0.81%
EFFICIENCY		
OPERATING EXPENSES / TOTAL ASSETS	4.80%	4.11%
OPERATING EXPENSES / OPERATING REVENUE	79.67%	77.12%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	19.81%	19.45%
TOTAL SOLVENCY RATIO	23.49%	22.56%
OTHER RATIOS		
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.15%	0.10%
PORTFOLIO COVERAGE	581.25%	835.70%





Solvency Ratio vs Assets

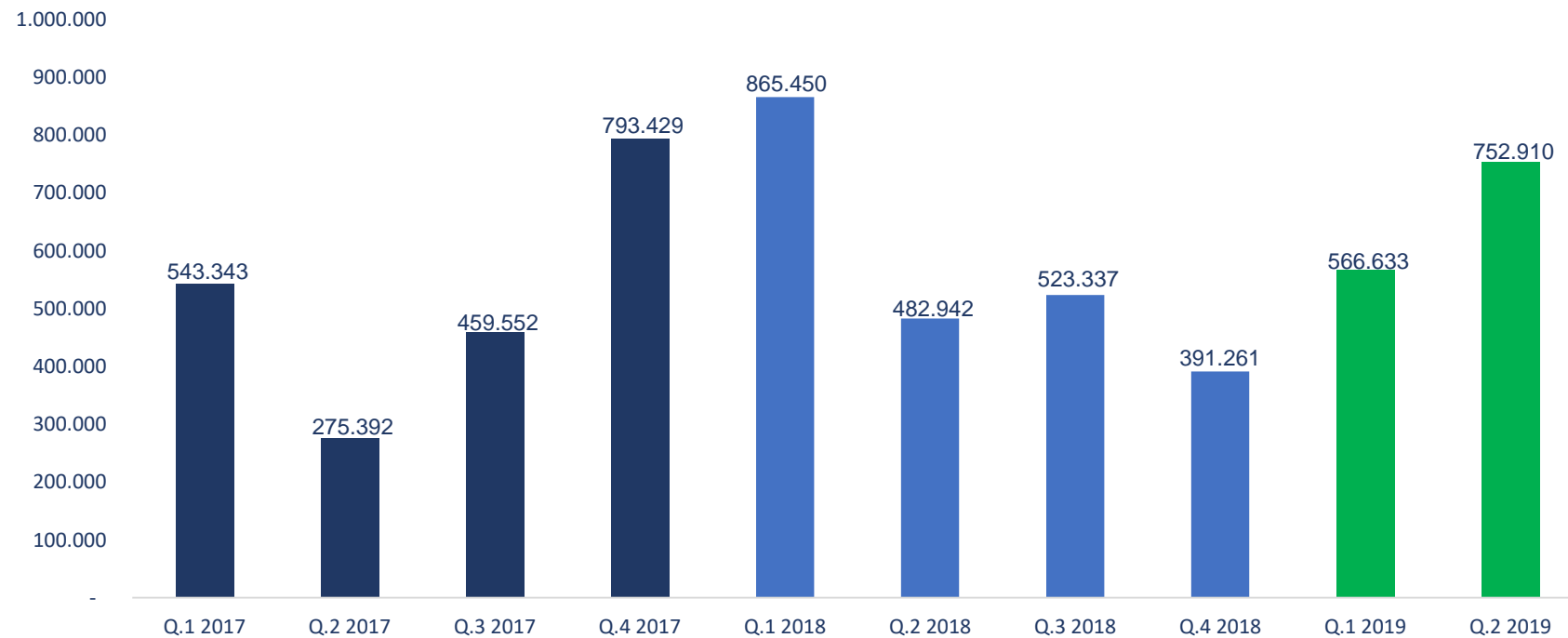




2. Commercial Results

\$1,31 billion disbursed in the first semester of 2019

Quarterly Disbursements
Million pesos



Annual Goal Execution to June 30th, 2019:
55%

53
Municipalities

130
Projects

Disbursements by sector

January to June 30th 2019



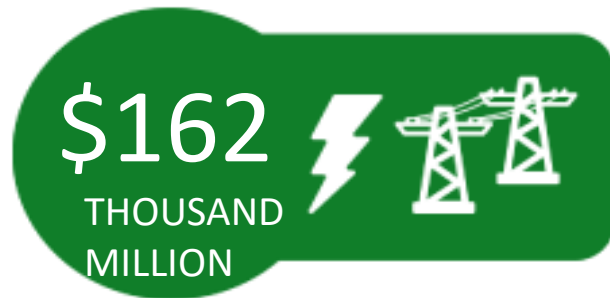
HEALTH AND EDUCATION



HOUSING, WATER AND SEWERAGE



INFRASTRUCTURE AND
TRANSPORTATION



ENERGY



OTHERS

All figures in \$COP

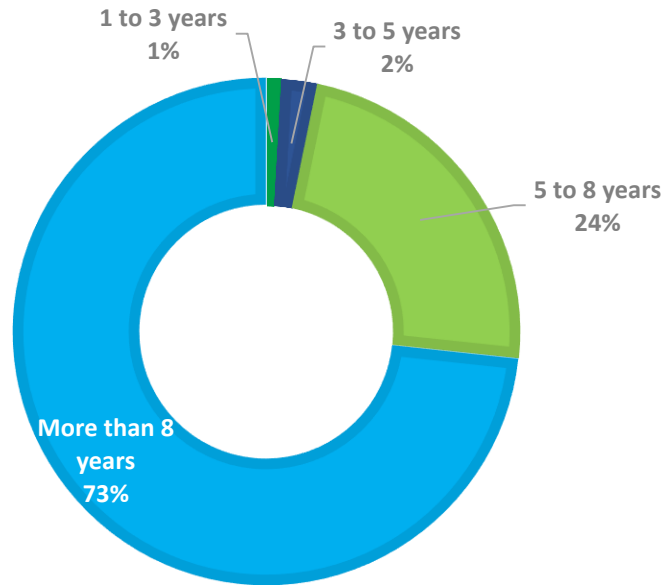
TOTAL Jan-Jun 2019: COP\$1,31 Billion

On-Loan Disbursements

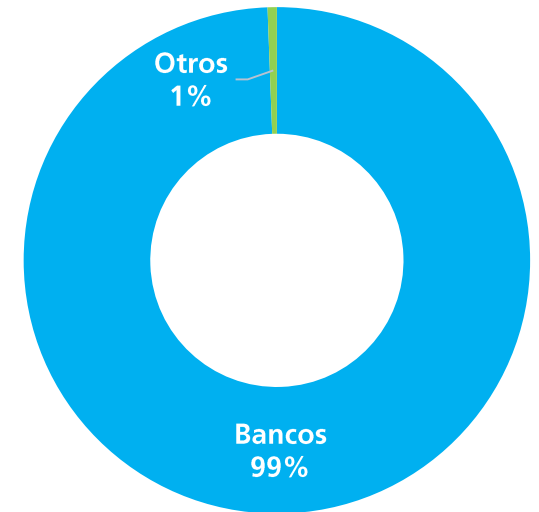
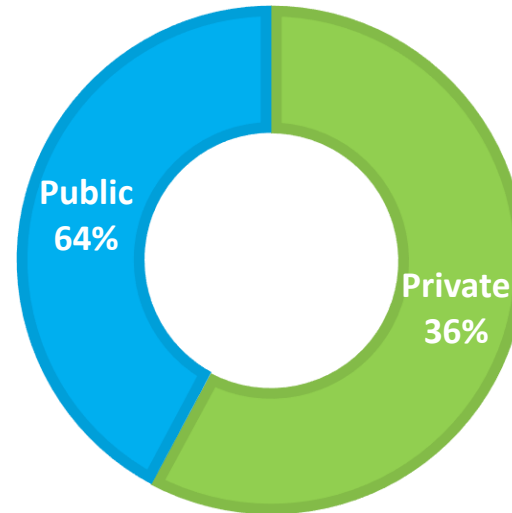
Intermediaries, Beneficiaries and Maturities



We have an **impact** in private and public beneficiaries



97% are long term maturities




99% of our debtors are banks



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3. Technical Assistance Results

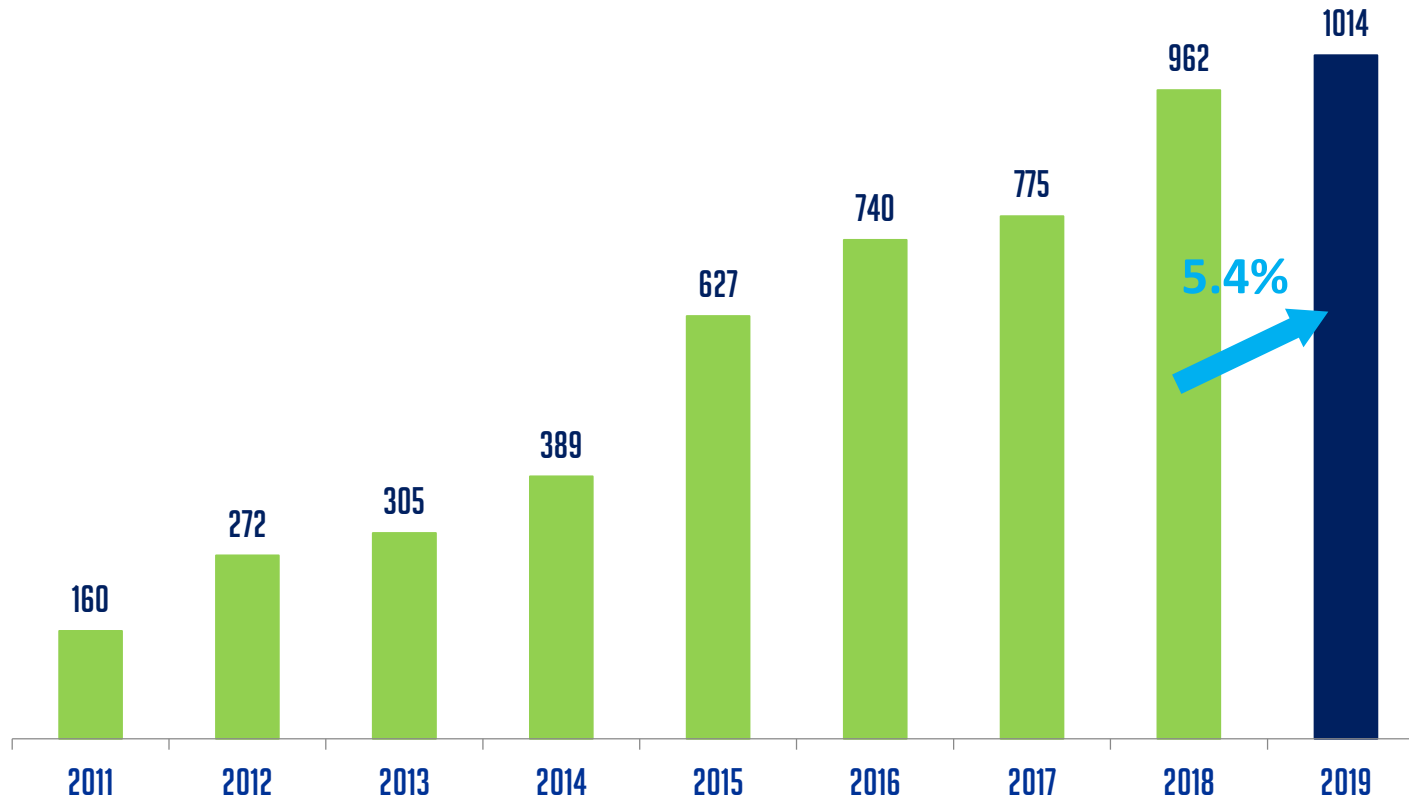
 El emprendimiento es de todos Minhacienda

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Financiera del Desarrollo

Emisor  Comprometido 

Evolution of the Technical assistance product

Number of projects to June 30, 2019



School Francisco Javier

We have increased the number of managed projects in 5,4% compared to December 2018,
Which represents **52 projects** for **COP\$396 thousand million**



1 project
COP\$35.000 million

Water



38 projects
COP\$245.000 million

Infraestructure



13 projects
\$186.000 million

Housing



Potable water plant
Gualmatán, Nariño



Salamanca School
Pereira, Risaralda



Parques de Bolívar housing project
Santa Marta, Magdalena



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JUNTOS LO HACEMOS POSIBLE

