



# Earnings Results 2021 & 1Q-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.**



# CONTENT

**1**

**2021 Corporate Results**

**2**

**Financial Results 1Q2022**

**3**

**Commercial Results 1Q2022**



# 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*)**

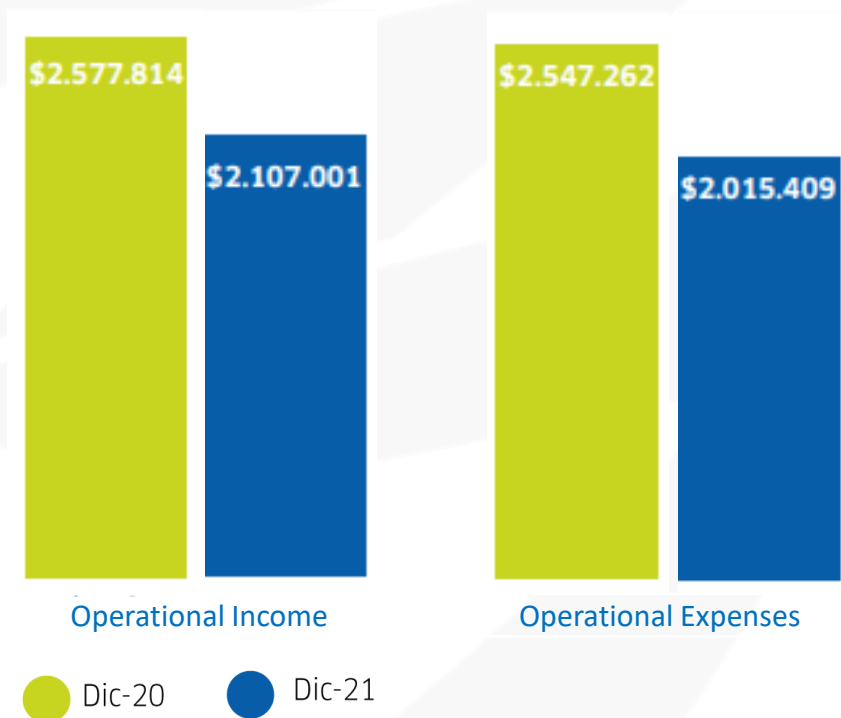






# 1. 2021 Corporate Results

# Findeter in figures



## Operational Profit

\$91.5 billions **↑**  
(Variation \$61 billions)



## ROE

5,92% **↑**  
(Variation 5,3%)



## Net Portfolio **↓**

\$9,57 trillions  
(Variation -\$451 billions)



## Ebitda **↑**

\$101.6 billions  
(Variation \$45.7 bill.)



We disbursed COP **2.44 trillions**, of which **COP 1.47 trillions** were disbursed in the rediscount modality and **COP 972 billions** by direct credit, impacting **859** projects nationwide.

## Credit Lines were created within the Sanitary Emergency

**4** Lines created and implemented in 2021:

- 3 lines worth \$823 billions
- 1 special line with KFW Water worth USD 89.9 millions

**10** Lines structured in 2020 and implemented in 2021 with a value of \$5,6 trillions



We are currently executing 6 planning projects worth \$3,6 billions, in the municipalities of Armenia, Florencia, Arboletes, Ibagué, Villanueva, Tauramena y Mariquita.





# Structuring

➔ A total of **23 projects** were managed for a value of **\$88,2billions**, in 48 municipalities and 20 departments

➔ We begin the Project structurarion with the Departamento Nacional de Planeación – DNP



**3** Basic Sanitation Projects



**1** Health Project



**1** Environmental Project



**1** Infrastructure Project

➔ Progress is made in the structuring of transport infrastructure projects with an environmental focus such as Regiotram Norte, el Tren Regional Caribe y el Tren de Rionegro.

➔ We executed the Agreement with the Agencia de Renovación del Territorio – ART for \$8.3 billions

**56** Projects

**3** Sectors including education, health and energy



# Execute

## Historical Income record of COP \$76.9 billions

### Technical Assistance

**333**

Supervised projects for  
a total amount of

**\$2,10**  
trillions



**69**

Water and Basic Sanitation  
COP \$822 billions

**58 thousand** benefited people



**57**

Housing and Urban  
Development  
COP \$888 billions

**2,5 MM** benefited people



**207**

Social Infrastructure  
COP \$594,9 billions





# Providence Island



**1.090** homes were built and delivered



Reconstruction of 2 schools:  
**Bomboná y Boyacá**



Repair of **8 sport facilities**



**Execution of Works at El Embrujo airport:**  
construction of a new terminal and the  
expansion of the aircraft parking area.



**Dredging and complementary works** of the  
aqueduct system.

- Modernization of 42.39 kilometers –  
aqueduct networks
- Benefiting approximately 18,700 inhabitants



# IR- Investor Relations

For the **seventh consecutive year**, the Colombian Stock Exchange awarded us the “**Issuer Investor Relations IR**” certificate for implementing the **best practices** in disclosure of information to the market and relations with our investors

## Top 5 Ranking of Investor Relations-IR Issuers with the best content standards in information disclosure 2021

IR Issuers with the best content standards



Best level of implementation of the four new ESG factors



IR Issuers with best progress implementing the new standards



Evolution in the revelation of the four new categories of the New Standard



# Certifications and Acknowledgments



**AAA**

Long Term National  
Debt  
Fitch Ratings



**94,6**

Work Environment  
Index  
Great Place to Work



**BB+**

International Debt  
BRC-Standard and Poor's



**ISO 9001:2015**  
**ISO 14001:2015**  
**ISO 27001:2013**  
30 certified internal  
processes



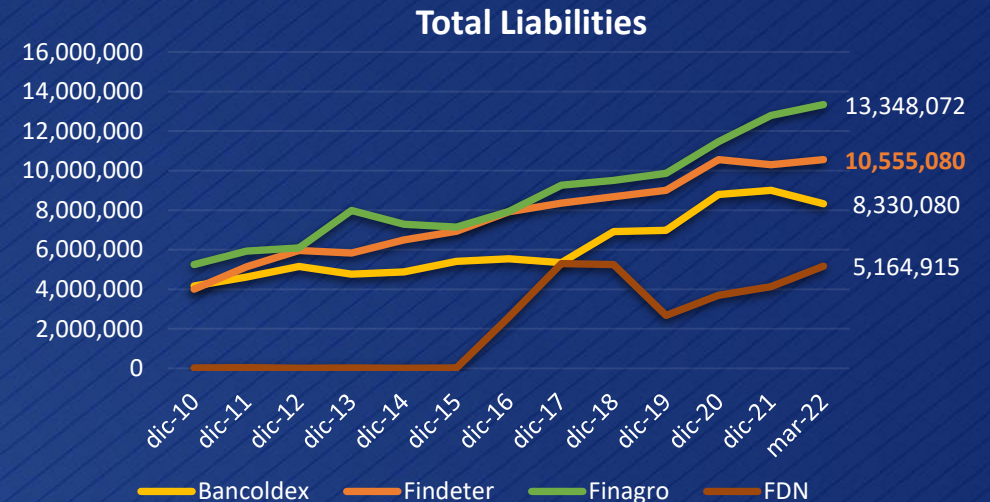
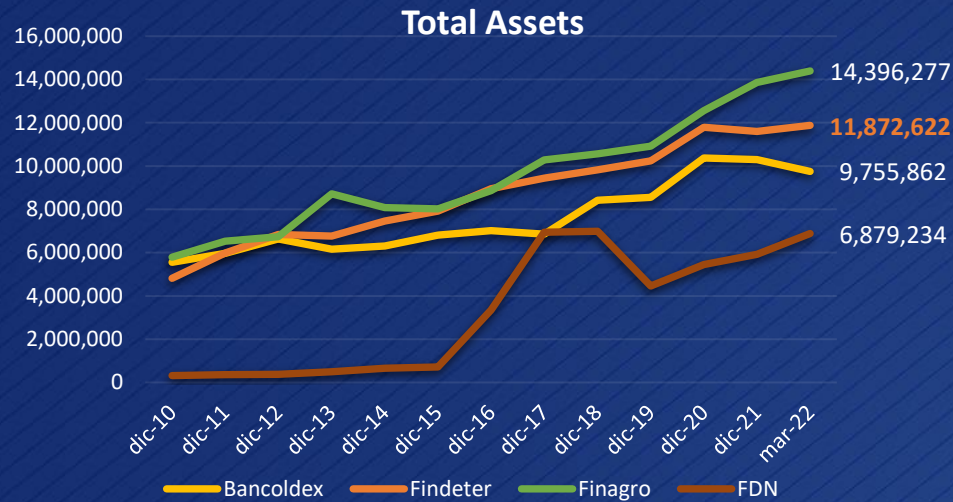




## 2. Financial Results 1Q 2022

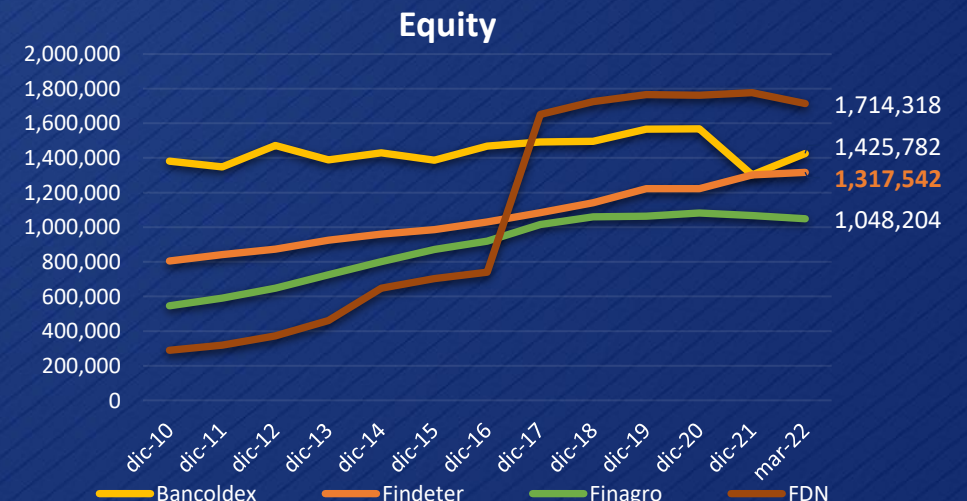
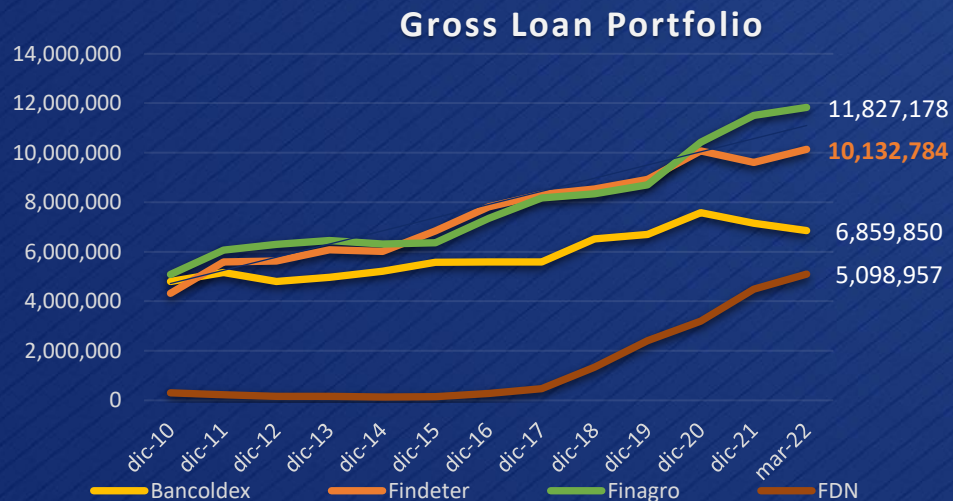


# Structure of Colombian Development Banks



Fuente: Superintendencia financiera de Colombia. Millones COP

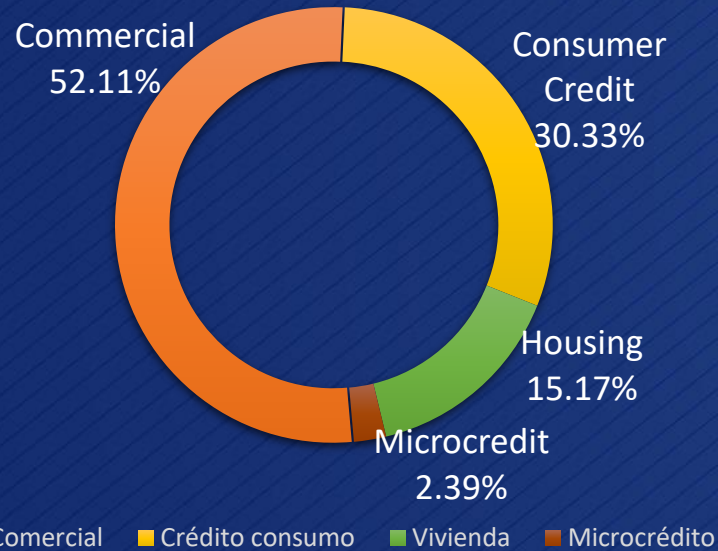
Datos a marzo de 2022



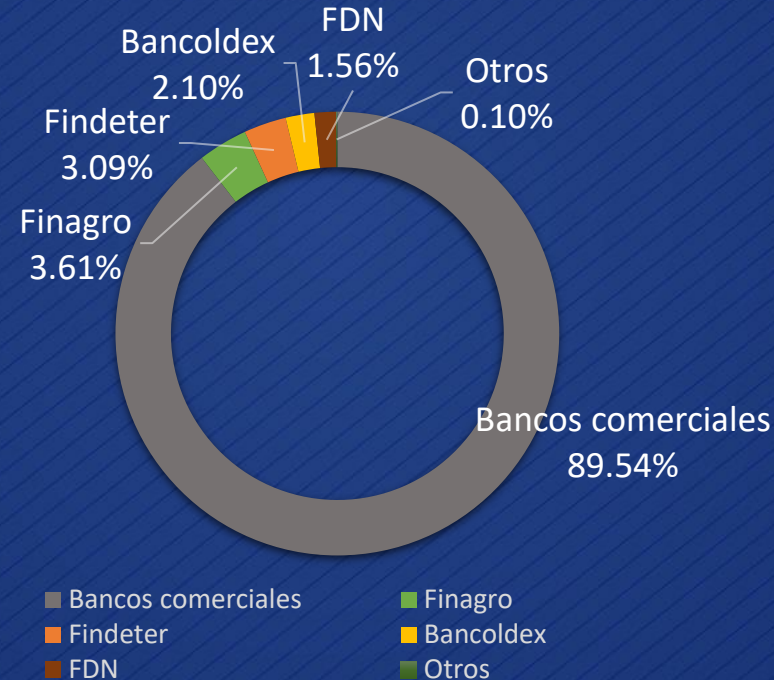


# Portfolio Structure of Colombian Development Banks

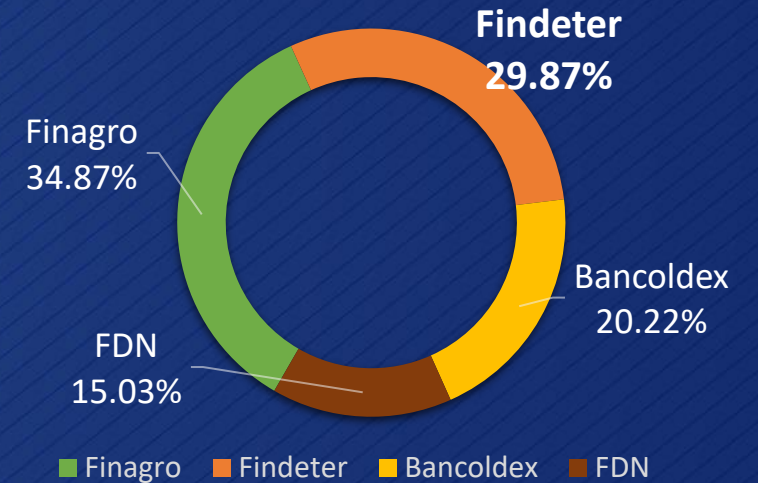
**System's Loan Portfolio**  
COP \$628 trillions



**Commercial Loan Portfolio**  
COP \$327 trillions



**Development Banks On-Loan Portfolio**  
COP \$34 trillions



**FINDETER represents 29,87% of the total on-loan portfolio**

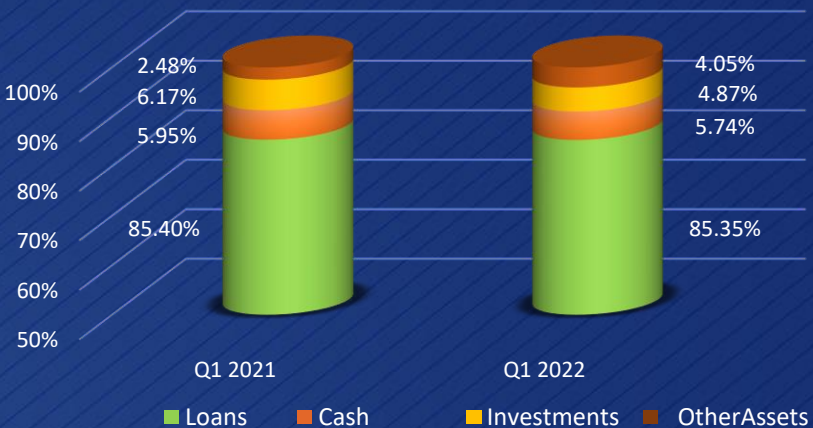
# Findeter's Financial Results

## 1. Financial Results

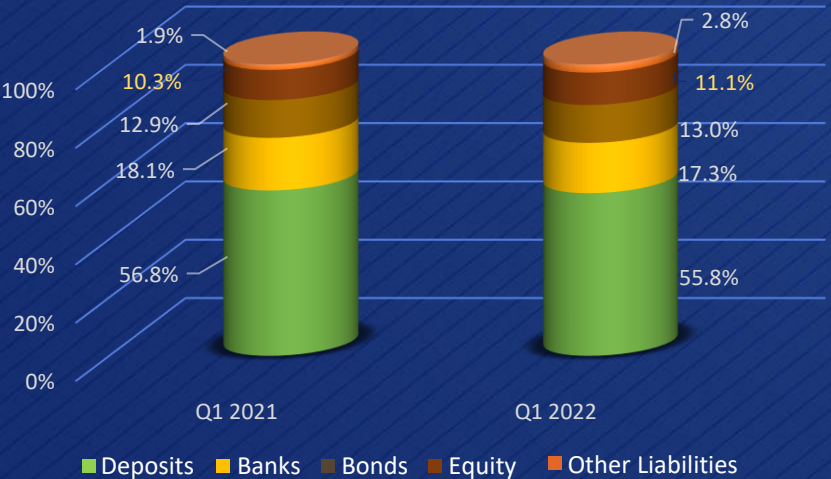
BALANCE SHEET



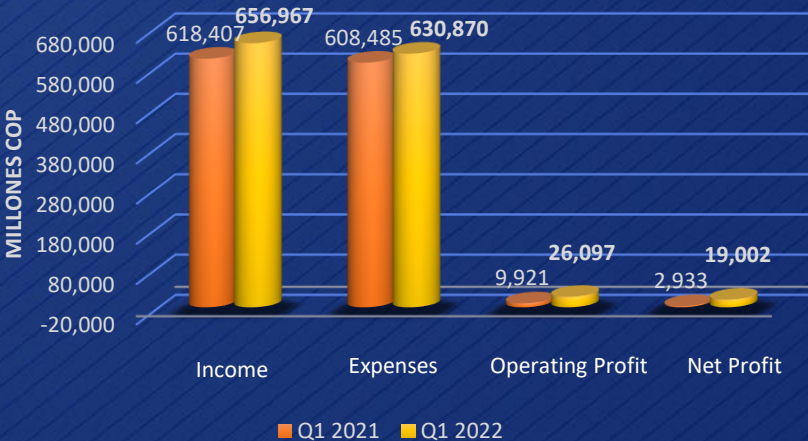
ASSET STRUCTURE



CAPITAL STRUCTURE

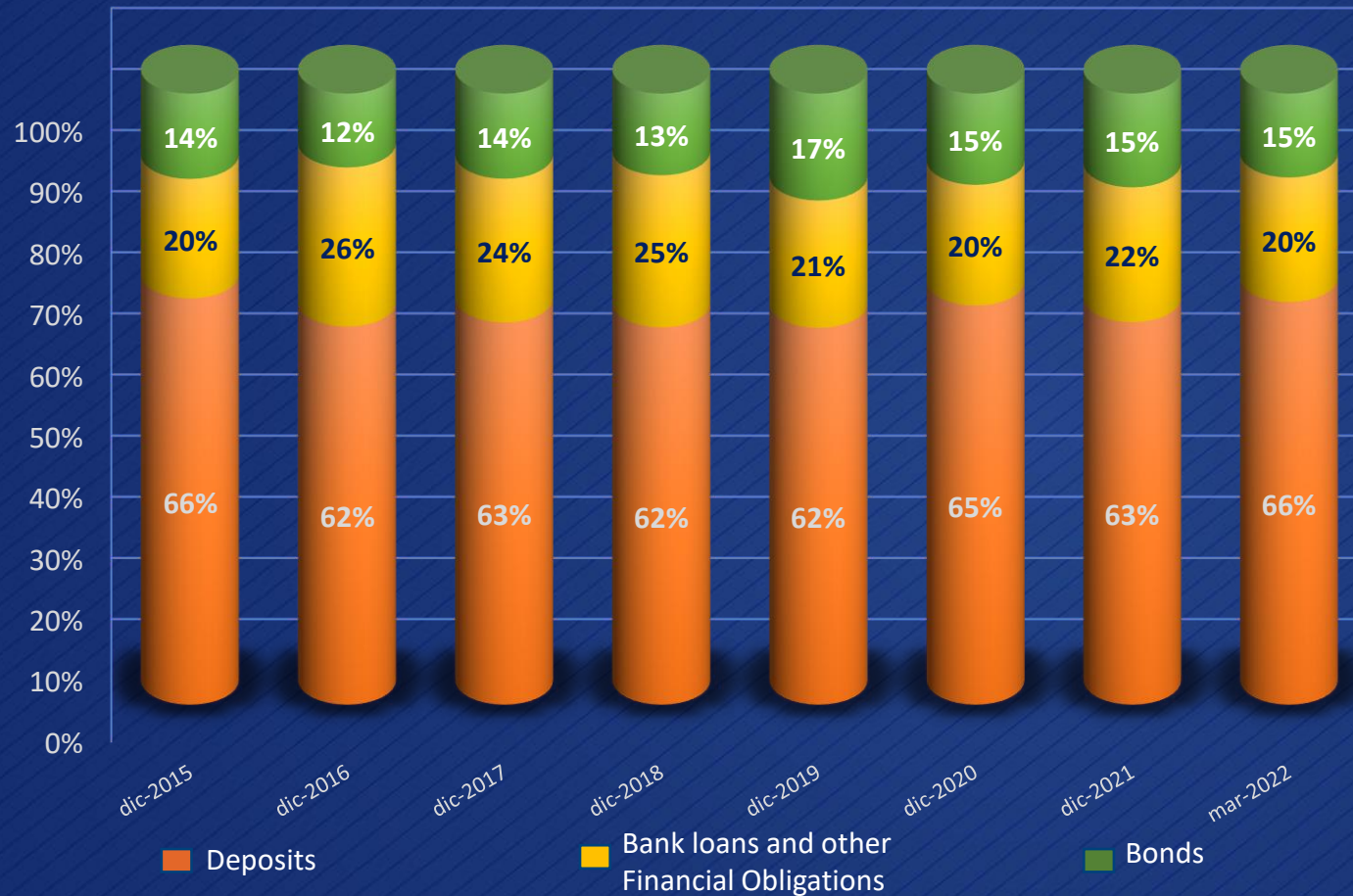


INCOME STATEMENT





# Funding



Term Deposits  
2021\*  
COP\$ 4.53 trillions

Term Deposits  
2022 1Q\*\*  
COP\$ 1.24 trillions

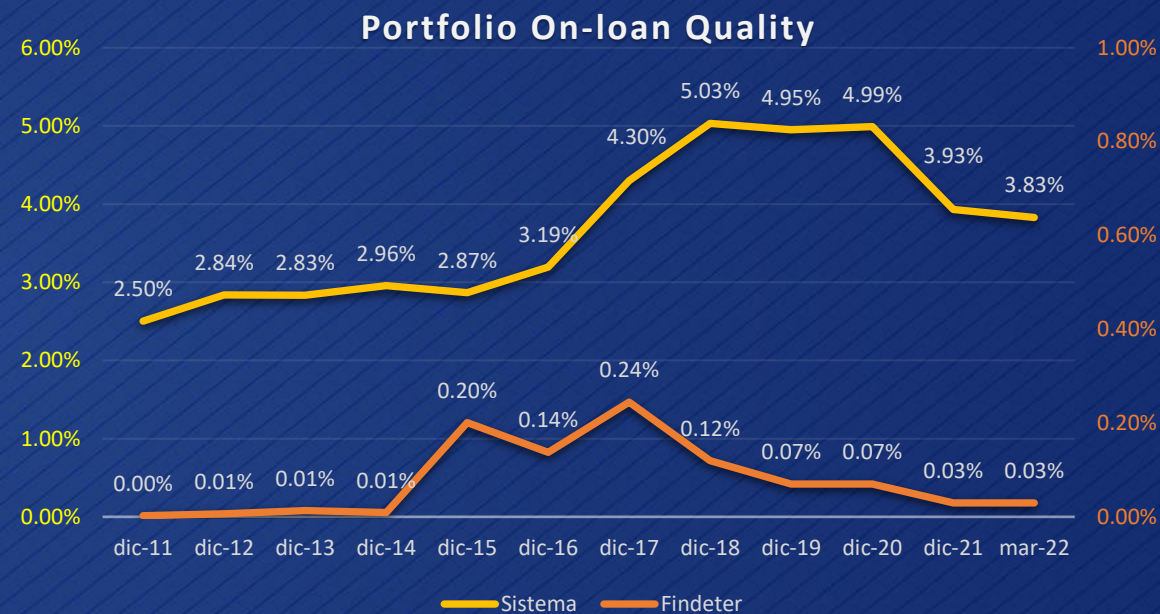
\* Issuances and redemptions for 2021

\*\* Issuances and redemptions from January to March 2022

# Indicadores Financieros

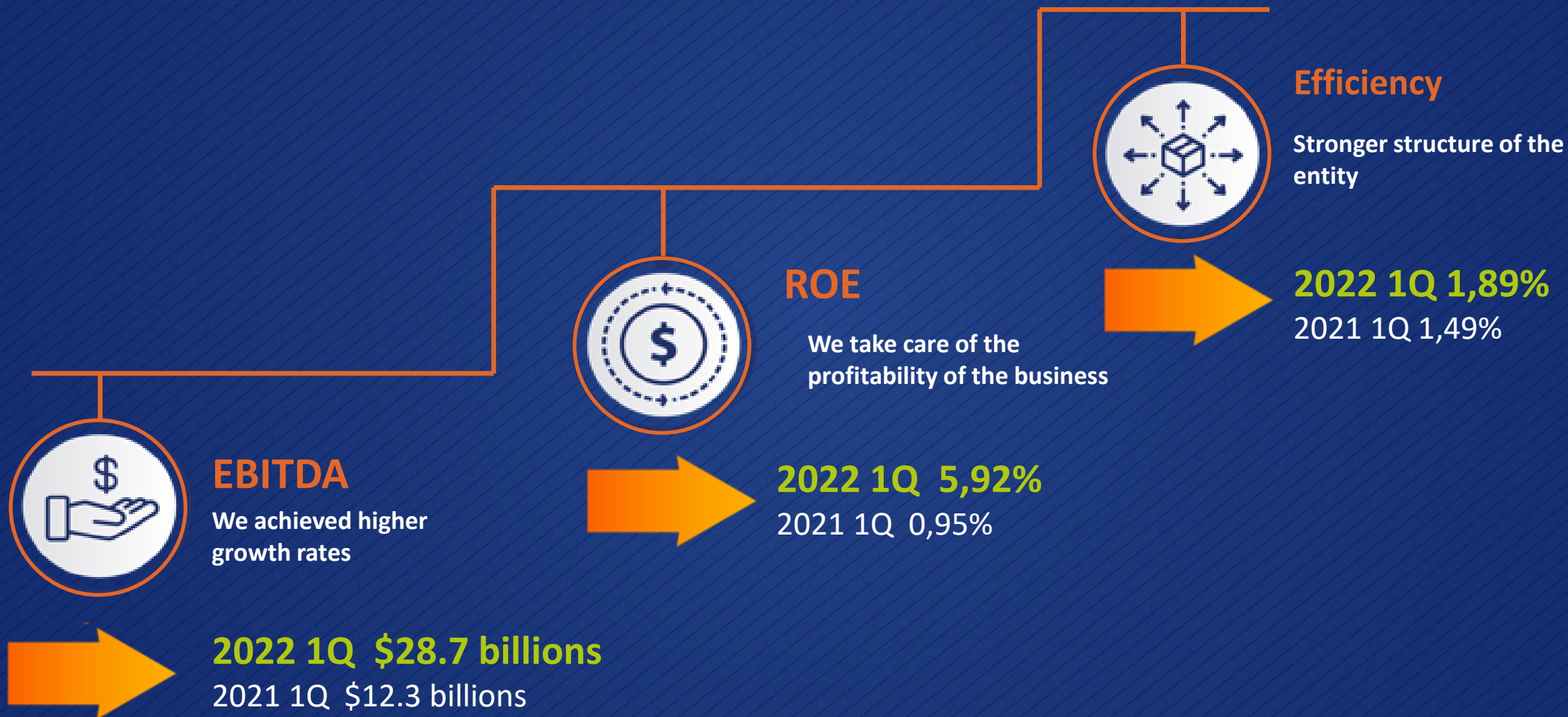
## 1. Financial Results

Financial Ratios		
Ratios	Mar-21	Mar-22
<b>PROFITABILITY</b>		
Net Income/Equity	0.95%	5.77%
Net Income/Asset	0.10%	0.64%
<b>EFFICIENCY</b>		
Administrative Expenses/Productive Assets	1.49%	1.89%
<b>CAPITAL ADEQUACY</b>		
Basic Solvency Ratio	27.10%	26.17%
Total Solvency Ratio	30.19%	28.58%
<b>OTROS INDICADORES</b>		
Loan Portfolio Quality (npls/average gross (portfolio))	0.06%	0.03%
Portfolio Coverage	1095.50%	1664.33%





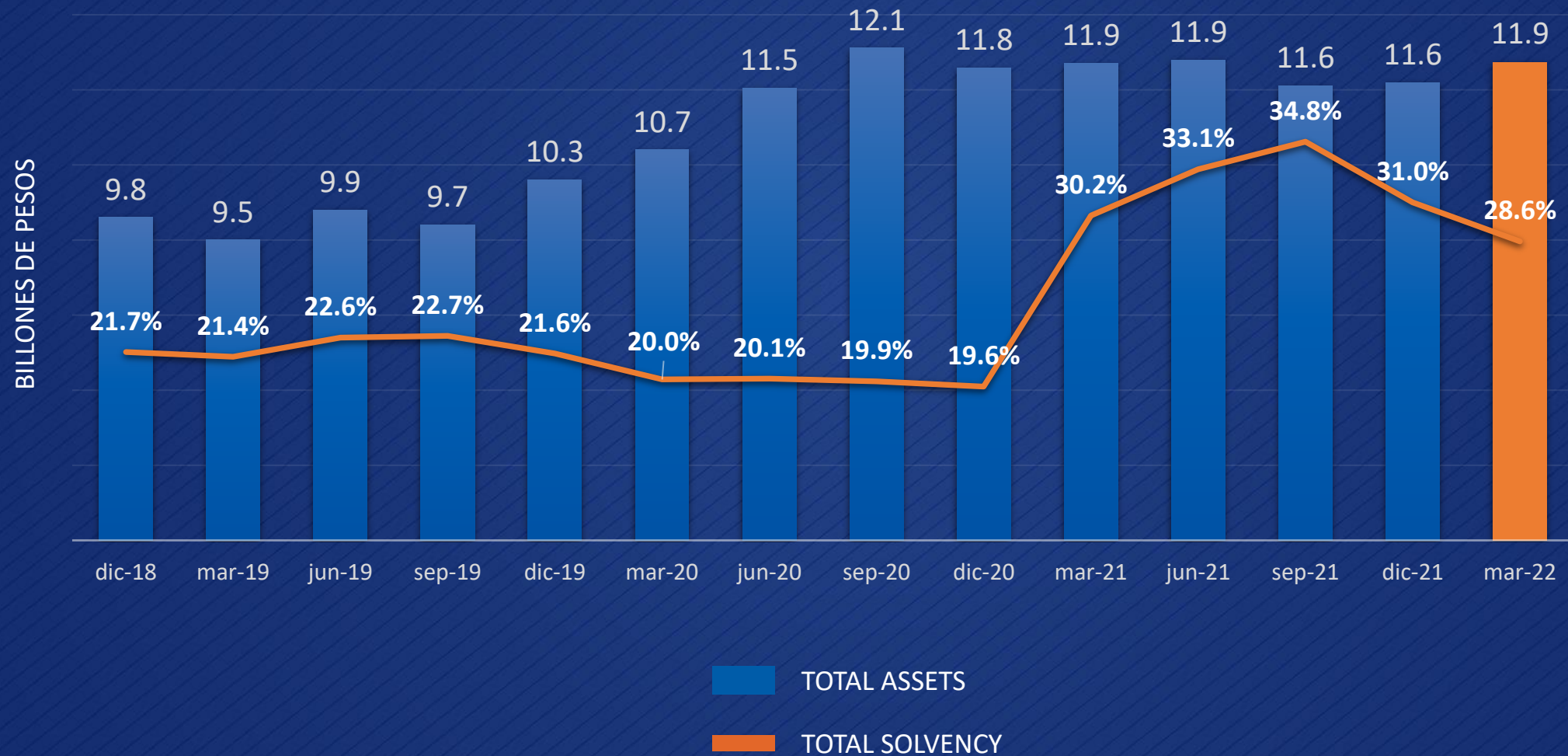
# Findeter in figures (Mar 2022 – 2021)



\*Million pesos

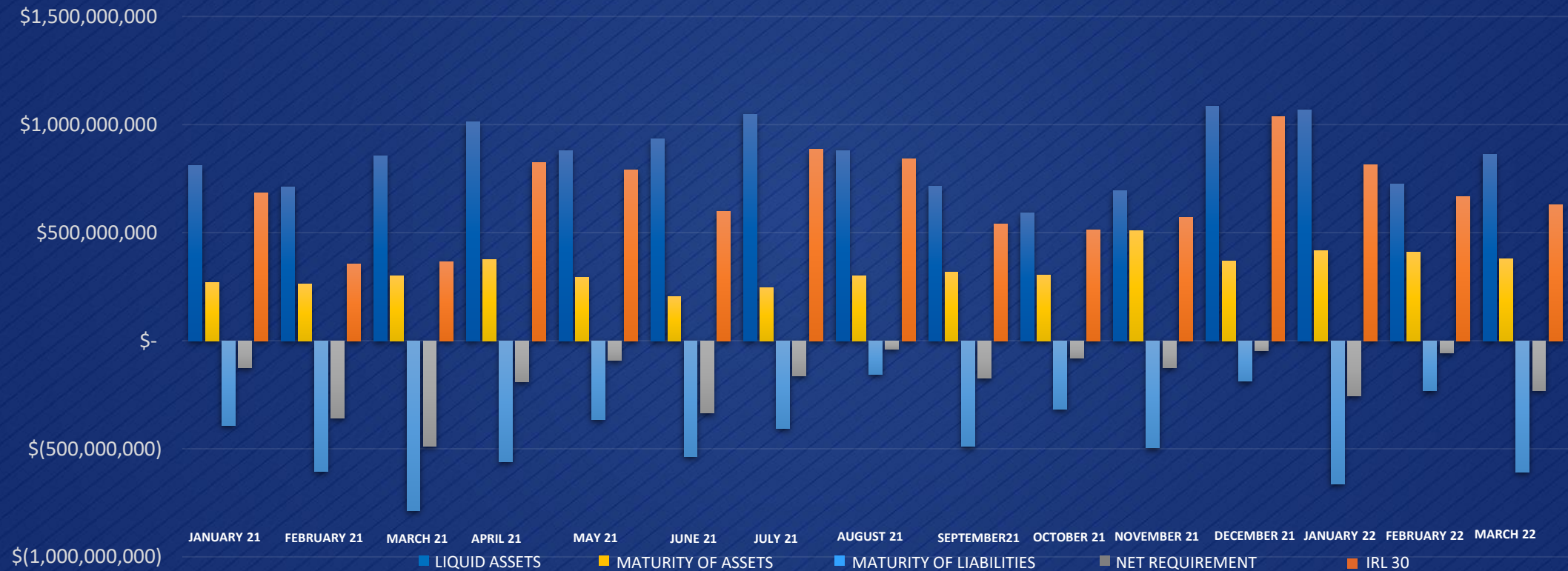


# Solvency Ratio



# Liquidity Risk Ratio-IRL

IRL COMPOSITION







## 3. Commercial Results

# Financing

Disbursements by sector Jan – Mar 2022

## Health and Education



\$ 407 billions

## Housing, Water and Sewerage



\$ 16.2 billions

## Infrastructure and Transportation



\$ 531.4 billions

## Energy



\$ 57.5 billions

## Others



\$ 15 billions

Annual Goal execution to

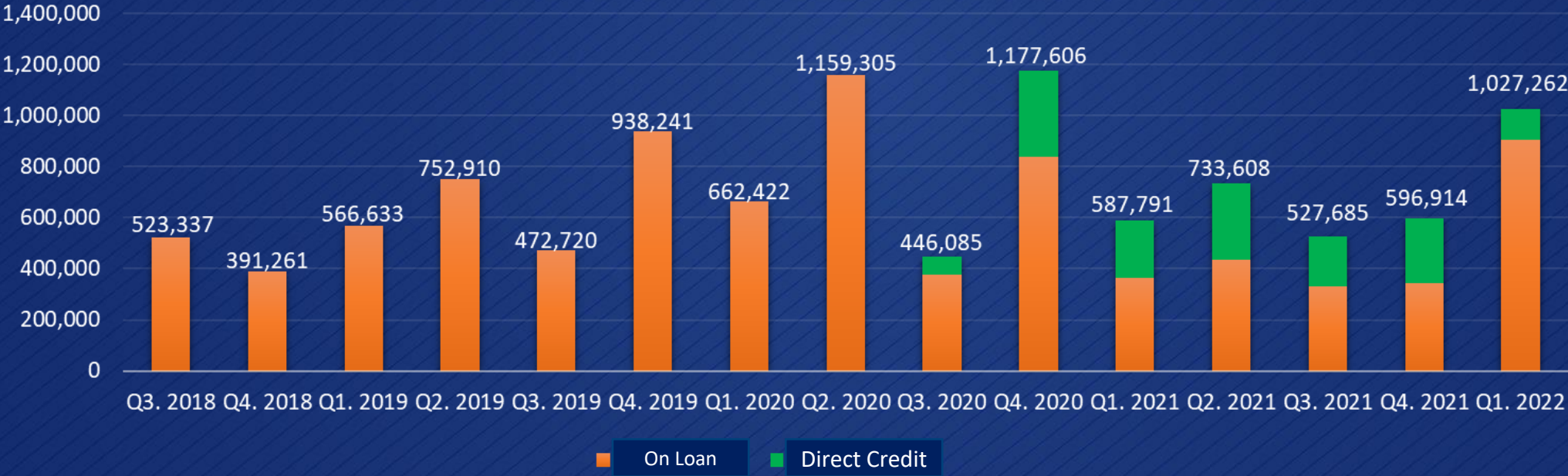
March, 2022:

**142%**



# LOAN DISBURSEMENTS

COP \$1.03 Trillions disbursed in the first three months of 2022

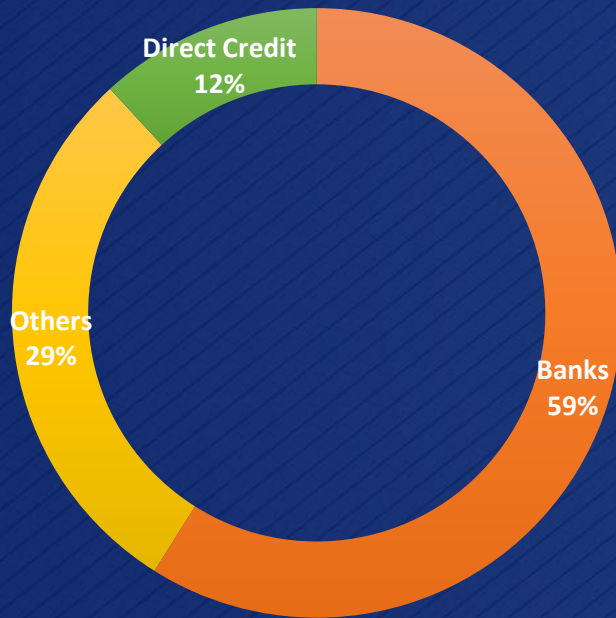


48  
Municipalities  
202  
Projects

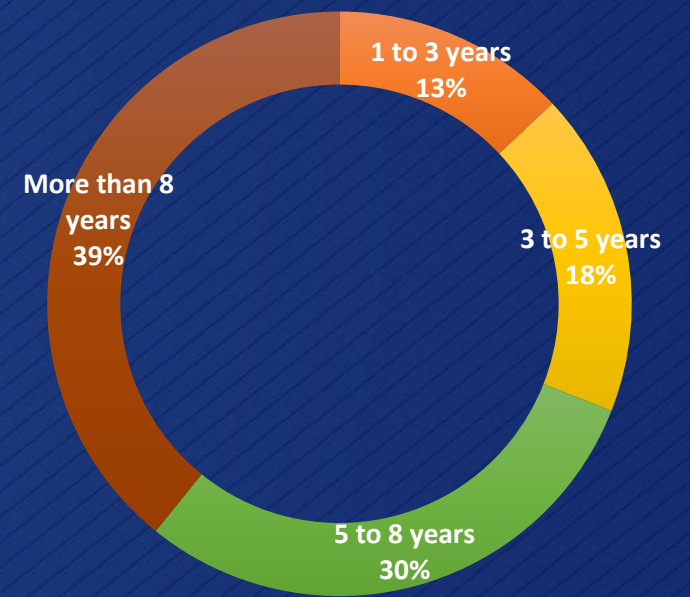
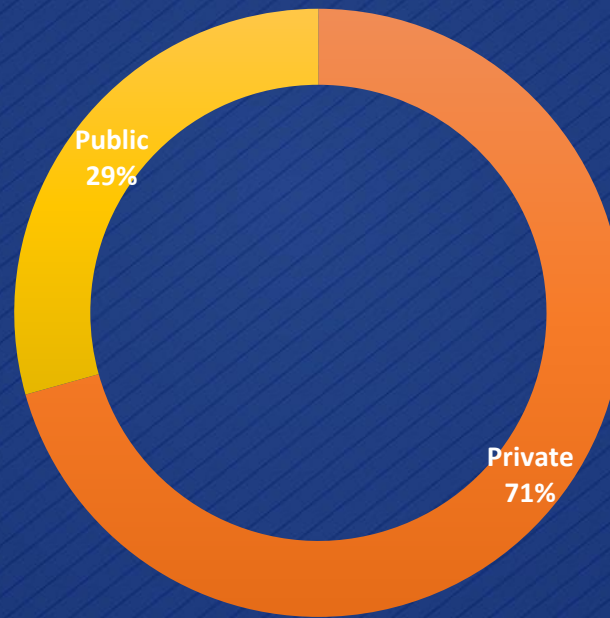
# On-Loan Disbursements

## Intermediaries, Beneficiaries and Maturities

**29%** of our disbursements were for **public sector**



**59%** of our debtors are **banks**



**39%** are **long term maturities**





Findeter  
Banca de Desarrollo Territorial

Línea de Crédito Redescuento  
Tasa Compensada

**Compromiso Salud**



Findeter  
Banca de Desarrollo Territorial

Línea de Crédito Directo  
Tasa Compensada

**Compromiso  
Catastro  
Multipropósito**



**COP \$172.7 billions**

We support the IPS and EPS to continue providing health service and mitigate the effects of the pandemic caused by covid-19

**Launched 03/03/2022**

**COP \$87.4 billions**

We support the updating of the Multipurpose Cadastre to achieve the goals and objectives of the territorial development plans

**Launched 03/03/2022**



Findeter  
Banca de Desarrollo Territorial

**ESTRATEGIA DE  
DESEMBOLSOS**

**COP \$706  
Billions**



We support all financeable sectors with appropriate financial conditions

**Launched 16/03/2022**



# Thank you!

Investor Relations-IR  
Financial Vicepresidency  
[ir@findeter.gov.co](mailto:ir@findeter.gov.co)  
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     @findetercol  
t @findeter         [linkedin.com/company/findeter](https://www.linkedin.com/company/findeter)