



Megacable, Pereira, Risaralda



Results Presentation

Q3 2023

Investor Relations
December 2023





Findeter 
Banca de Desarrollo Territorial

FINDETER is...

Colombia's development bank that promotes sustainable growth, the competitiveness of the territories and the well-being of citizens, through integral solutions.



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 2026 we will be the **Development Bank** recognized for contributing to the territorial strengthening and financial inclusion, through sustainable and innovative solutions.

Superior Purpose

Improve Colombians **quality of life**.

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)



**Economic
context**



**Financial
Results
Q3 2023**



**Commercial
Results Q3
2023**



**Technical
Results Q3
2023**

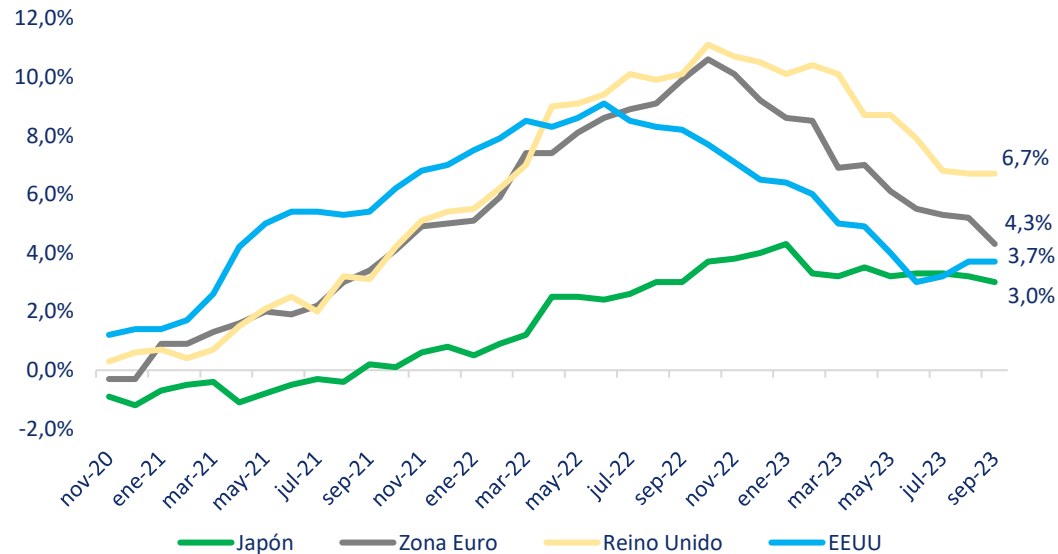
Paola Milena Gutiérrez
Economic Studies Professional



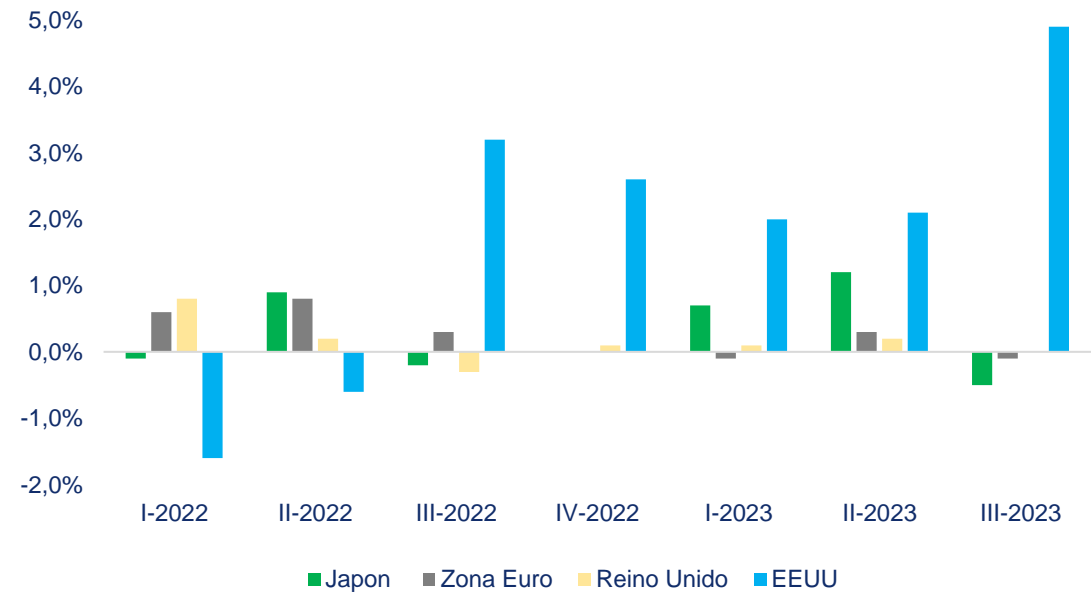
Global Economic Context

In a scenario of high interest rates, inflation continues to moderate, while growth slows down heterogeneously among economies.

**Inflation in developed economies
(annual variation)**



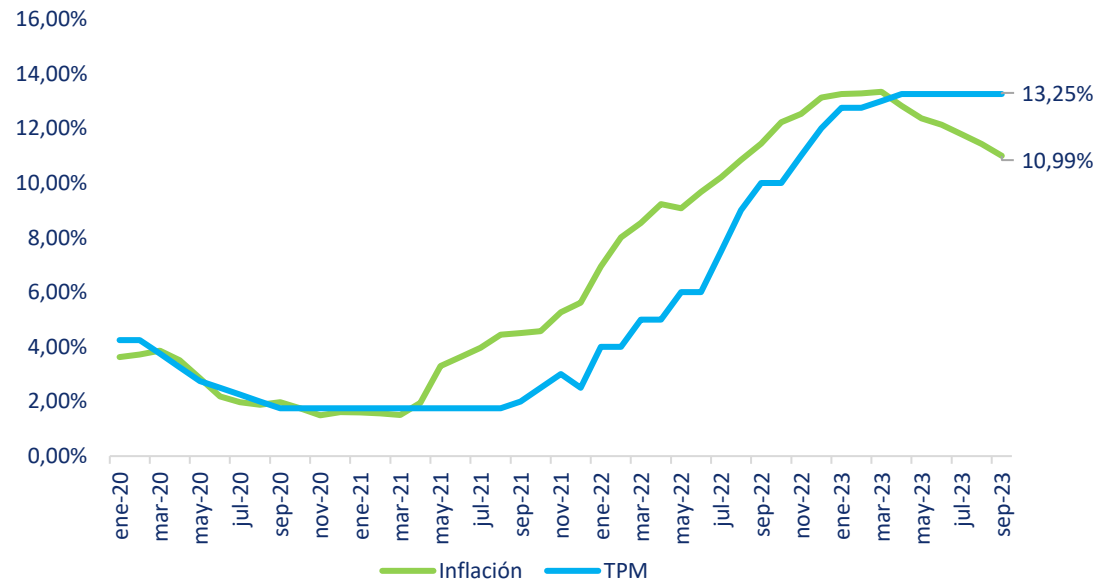
**GDP in developed economies
(quarter variation)**



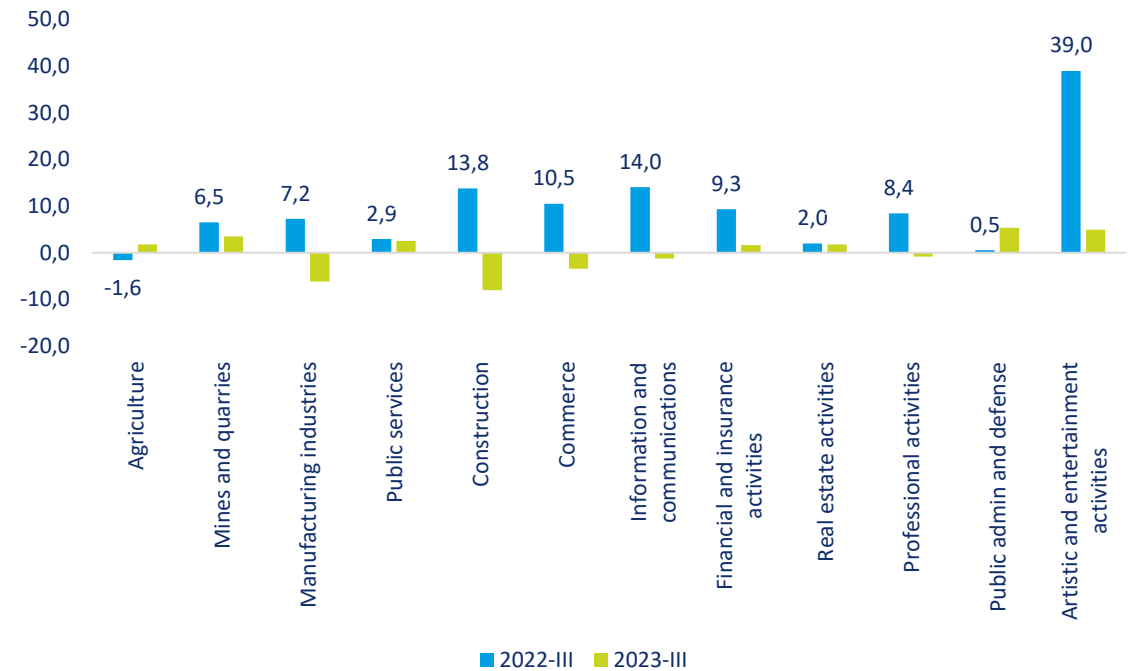
Local Economic Context

In September, the family basket prices completed 6 consecutive months of decline, which is largely explained by the correction of food prices and the central bank's restrictive policies. However, the adjustment of financial conditions has influenced the dynamism of economic activity. In the quarter the economy fell 0.3%.

Inflation and BanRep rate in Colombia



GDP (annual variation)



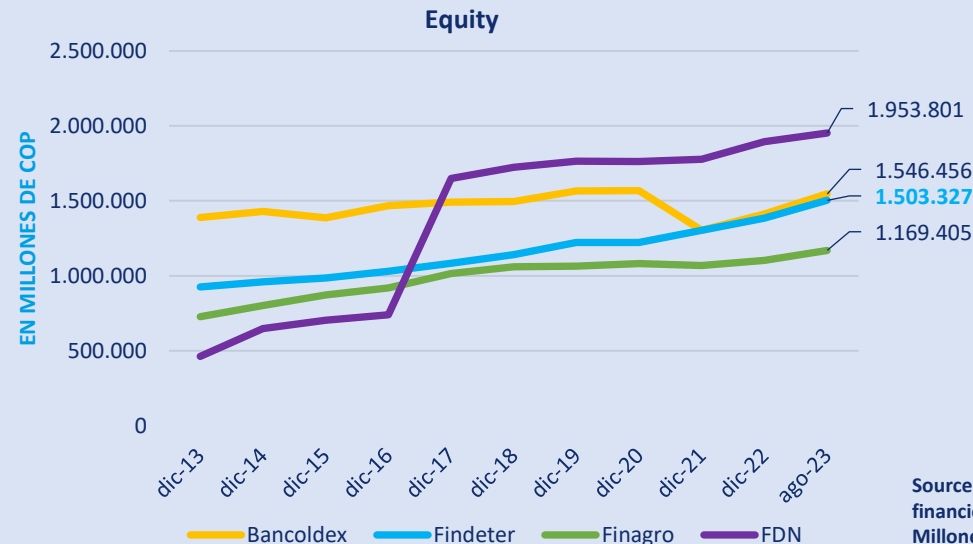
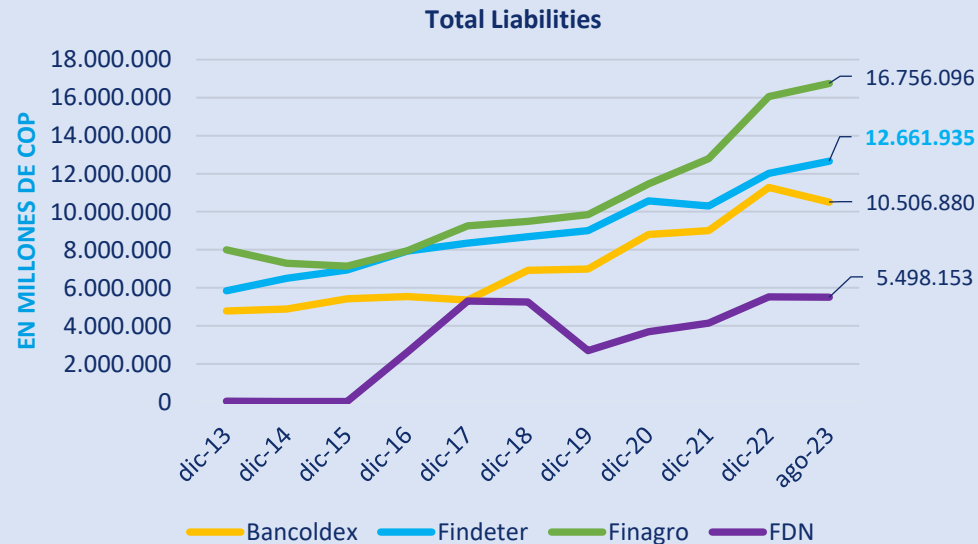
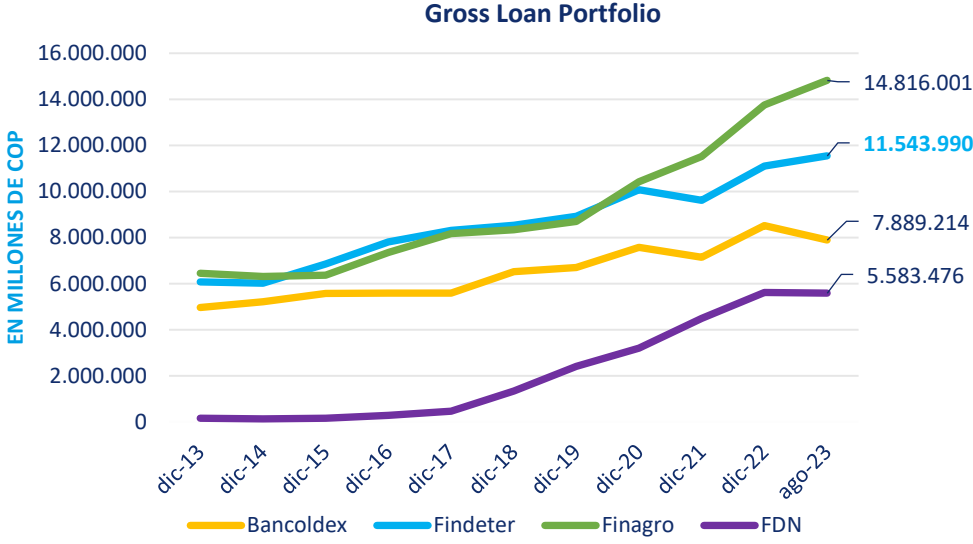
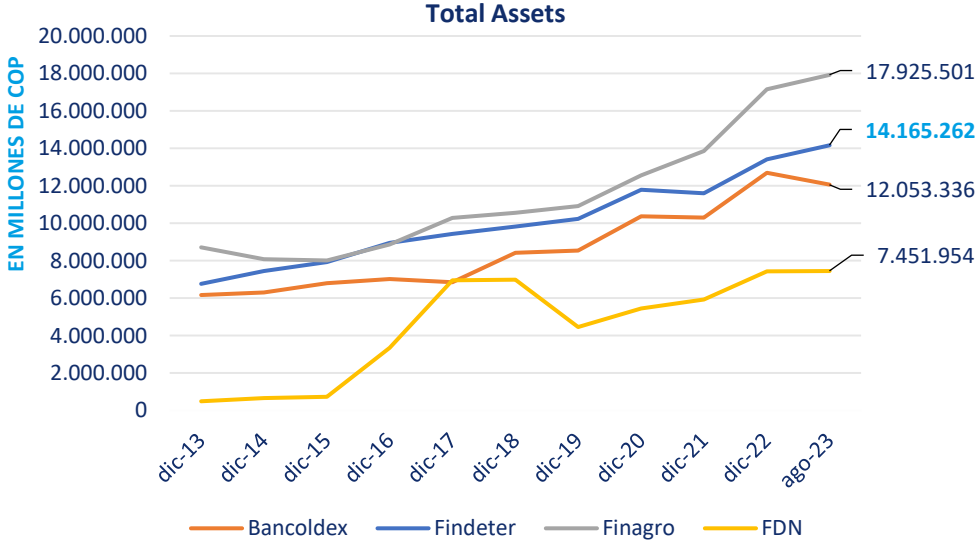
José Alberto Laurens
Treasurer





Financial Results in Q3 2023

Structure of Colombian development banks

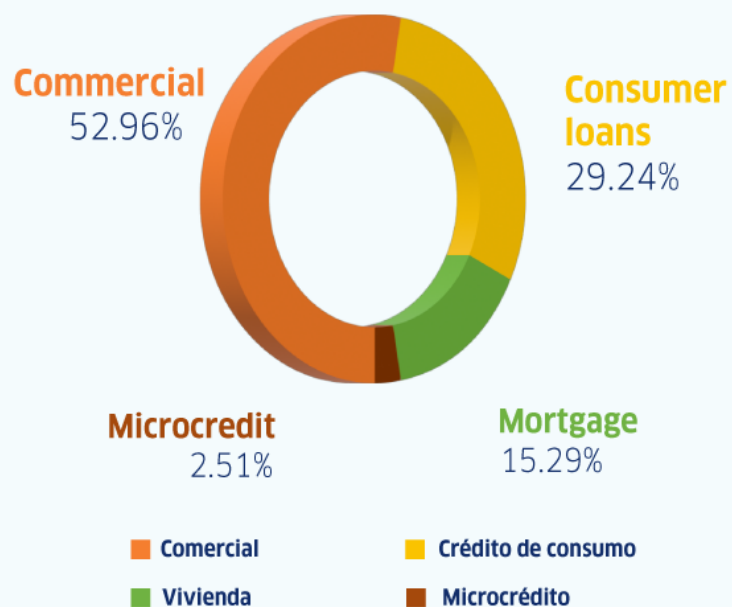


Source: Superintendencia financiera de Colombia. Millones COP

Financial system portfolio

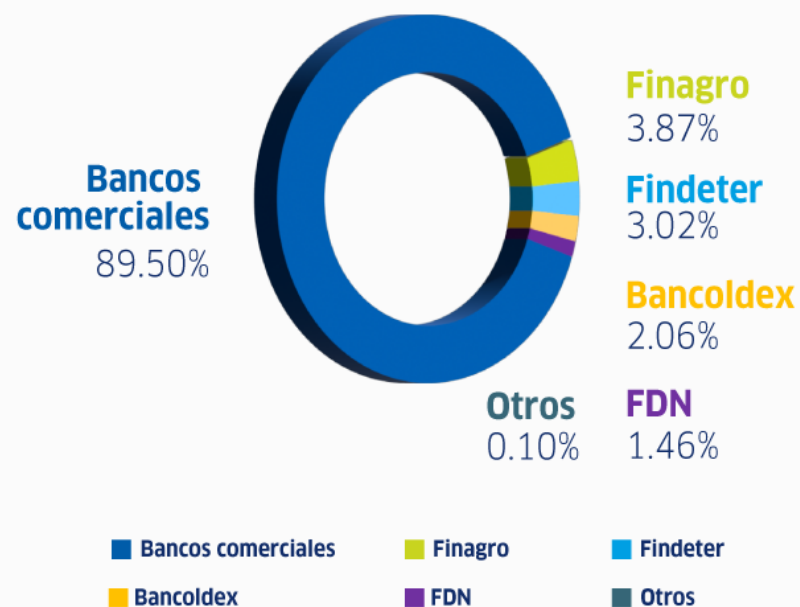
System's Loan Portfolio

COP \$673 billions



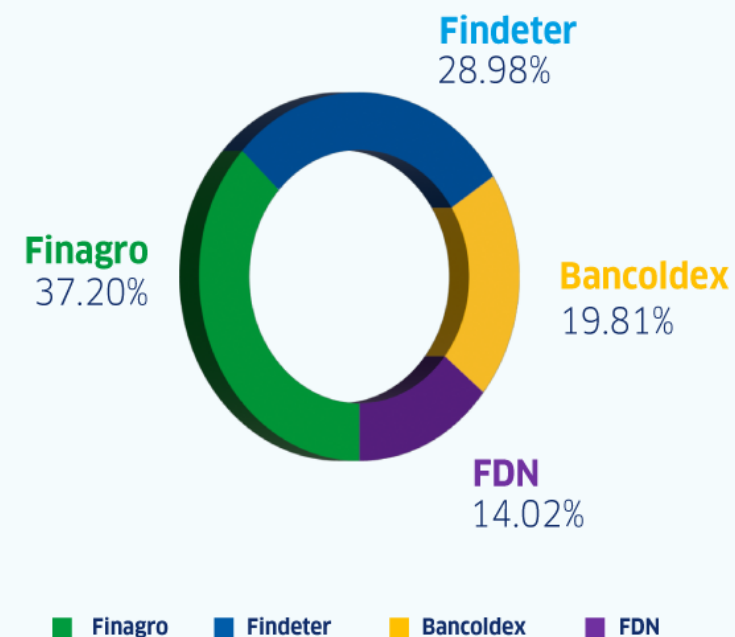
Commercial Loan Portfolio

COP \$343 billions



Development Banks Portfolio

COP \$40 billions

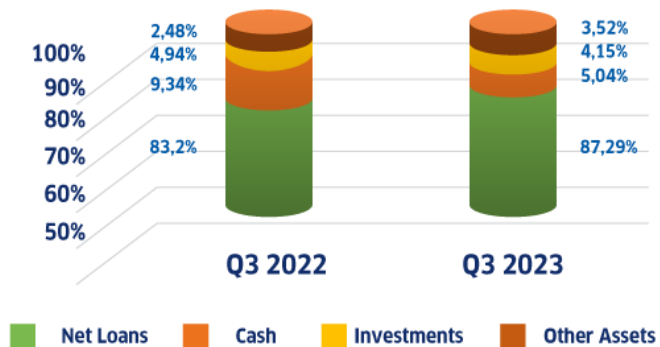


Findeter's Financial Results Sep 2023- Sep 2022

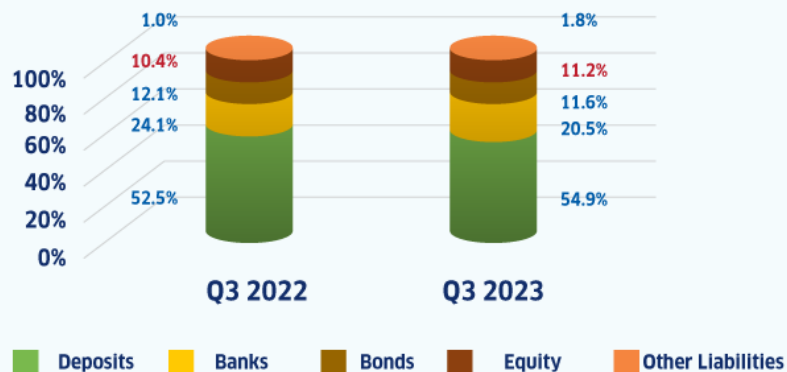
BALANCE SHEET



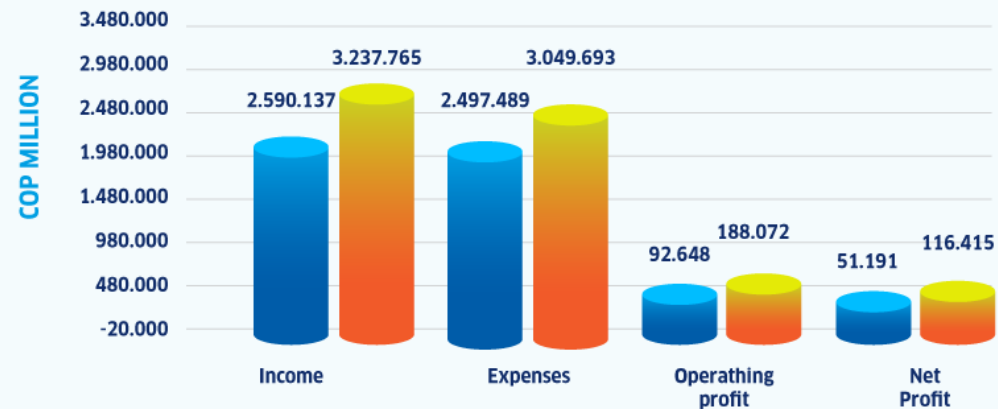
ASSET STRUCTURE



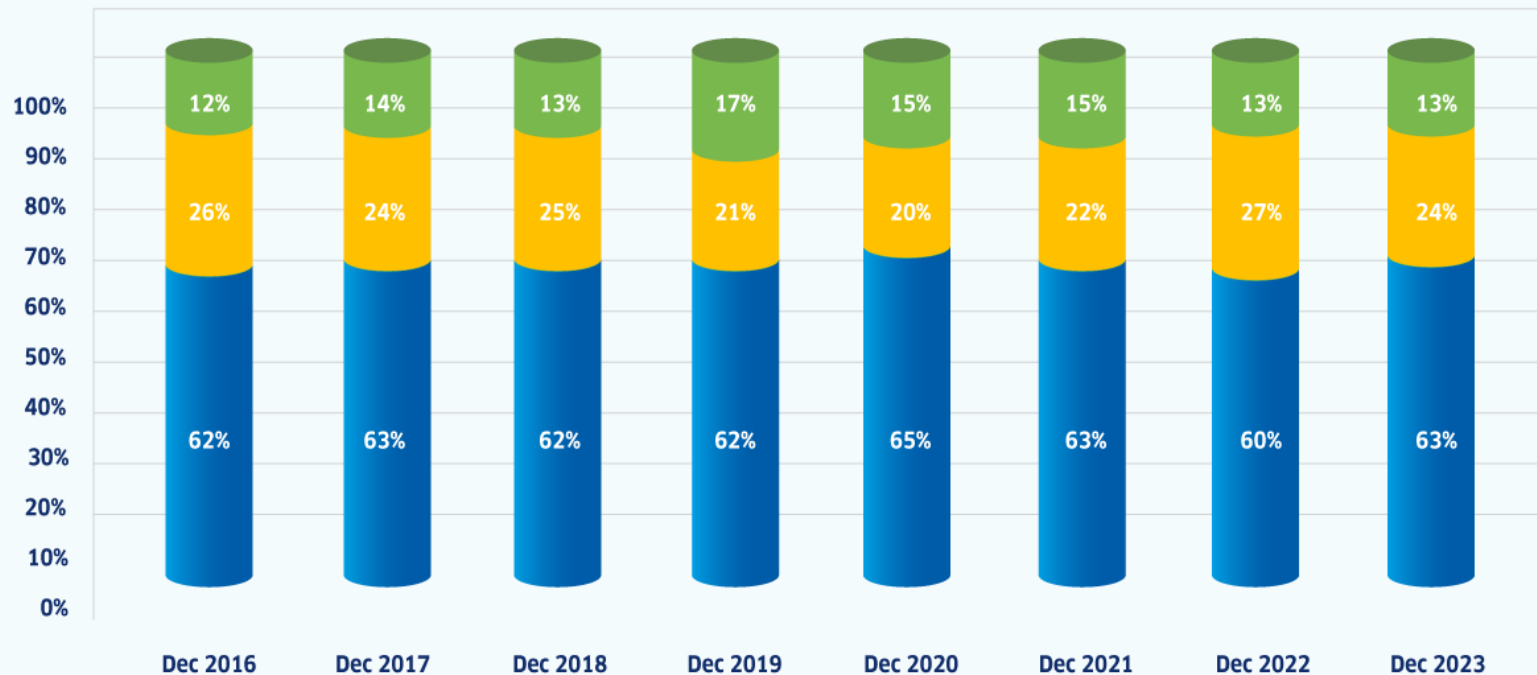
CAPITAL STRUCTURE



INCOME STATEMENT



Funding



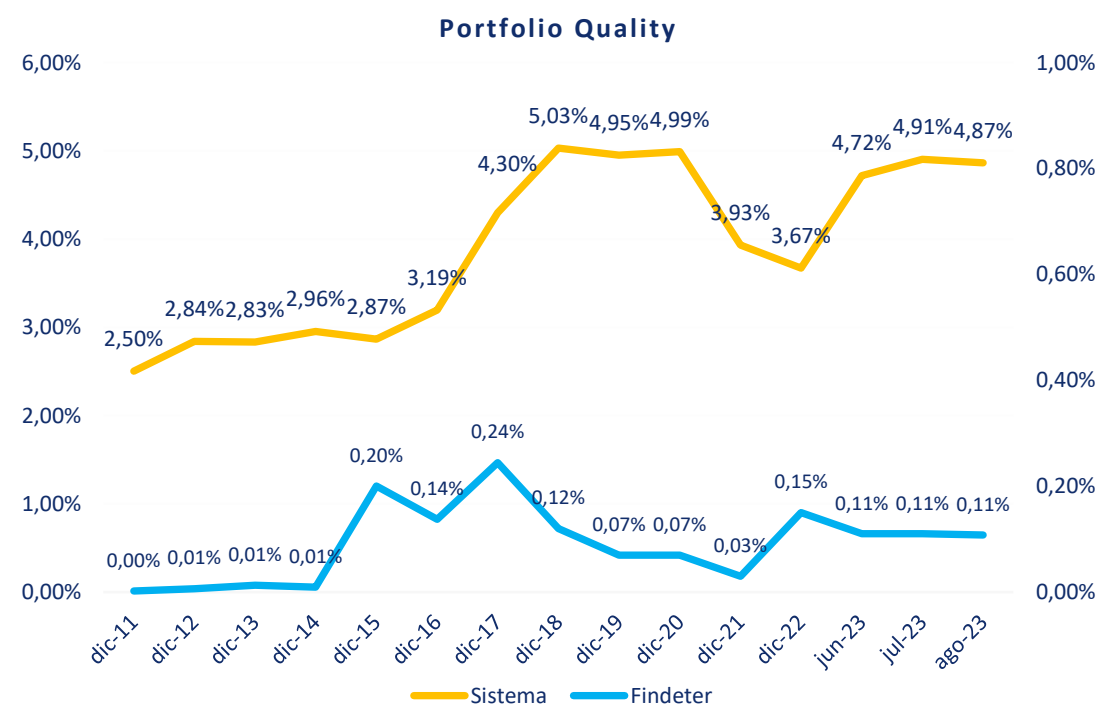
CDT
2023 3Q*

COP\$5.397.136
Million

■ Deposits ■ Bank, loans and other financial obligations ■ Bonds

Financial ratios

Financial Ratios		
Ratios	Sep-22	Sep-23
PROFITABILITY		
Net profit/equity	5,10%	10,43%
Net profit/assets	0,51%	1,13%
EFICIENCY		
Administrative Expenses / Productive Assets	1,75%	2,08%
CAPITAL ADEQUACY		
Basic solvency ratio	23,32%	23,85%
Total solvency ratio	25,51%	25,52%
OTHER RATIOS		
Loan portfolio quality	0,03%	0,11%
Portfolio coverage	1738,15%	640,14%



Findeter in figures

(Sep 2023 – Sep 2022)

 **EBITDA**

We achieved higher growth rates

→ **2023 3Q \$195.586**
2022 3Q \$100.010

 **ROE**

We managed our business profitability

→ **2023 3Q 10,43%**
2022 3Q 5,10%

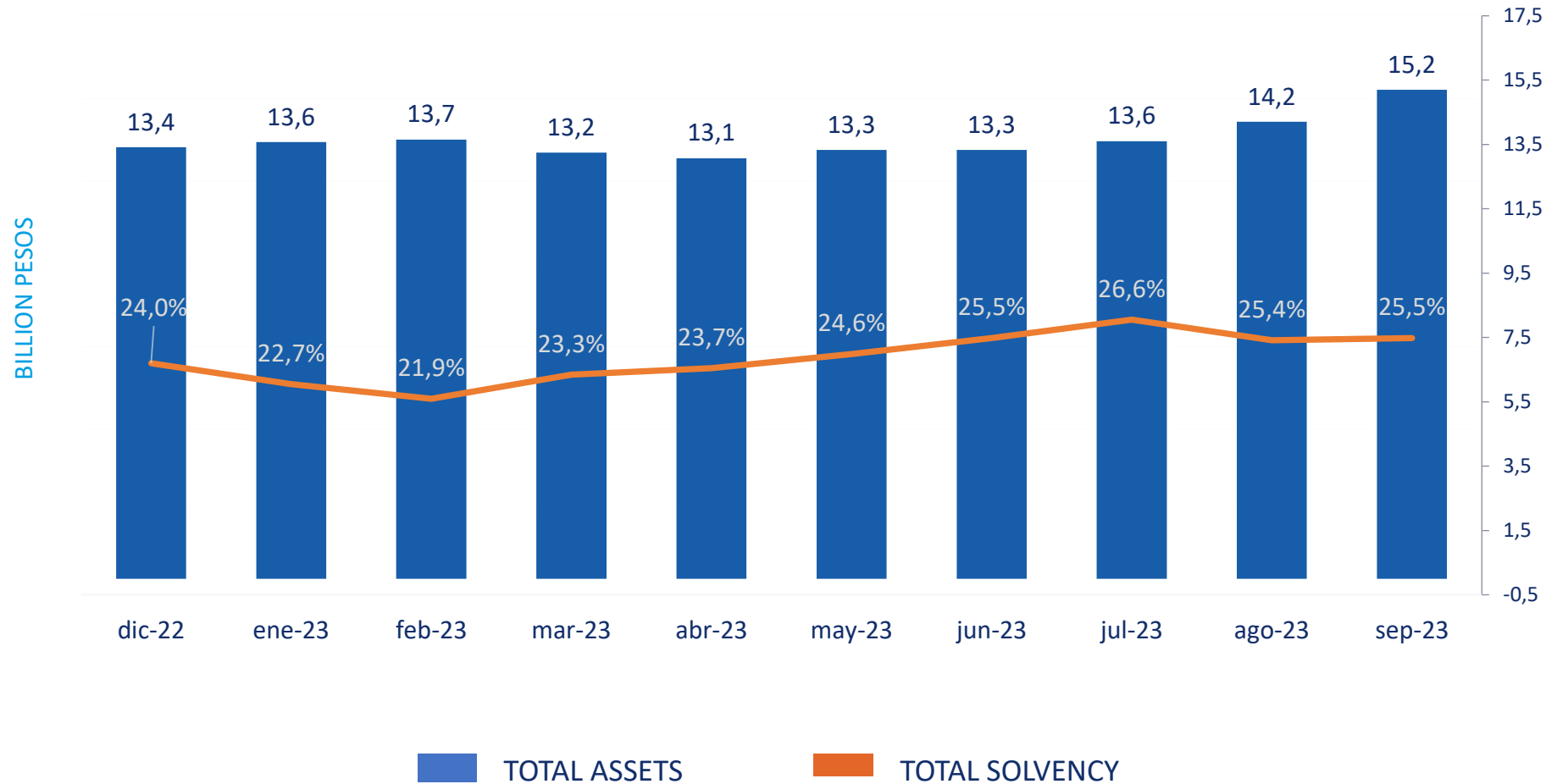
 **Operational efficiency**

We strengthen the entity's structure

→ **2023 3Q 2,08%**
2022 3Q 1,75%

*Millones de pesos

Solvency Ratio



Maria Lourdes Lacouture

Investor Relations





Commercial results Q3 2023

Financing

Disbursement by sectors

Health and Education
\$ 484.667 billions



Water and Basic Sanitation
\$ 434.709 billions



Transport and infrastructure
\$ 709.306 billions



Energy
\$471.879 billions



Others
\$235.134 billions



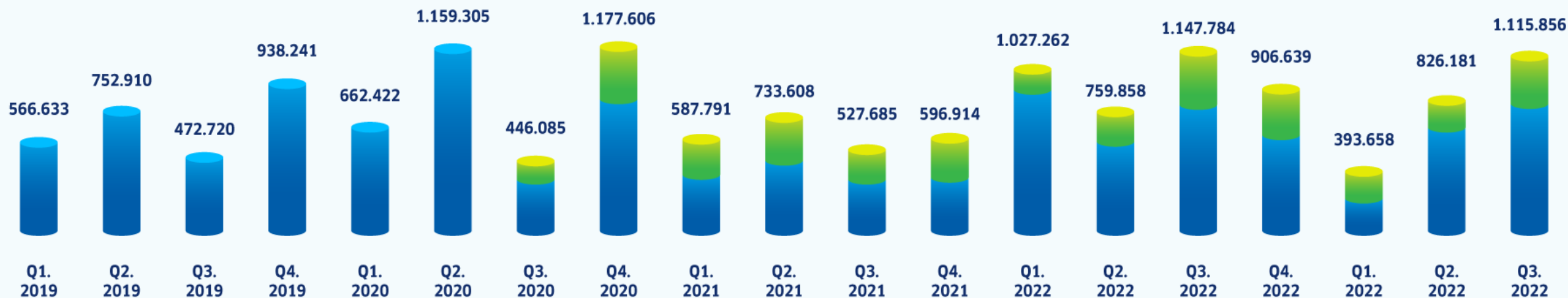
Total Jan - Sep 2023:

COP\$2.3 tn

Loan disbursements

COP \$2.3 tn disbursed in Jan-Sep 2023

Quarterly Disbursements Figures in COP bn



Redescuento

Crédito Directo



270
Municipalities

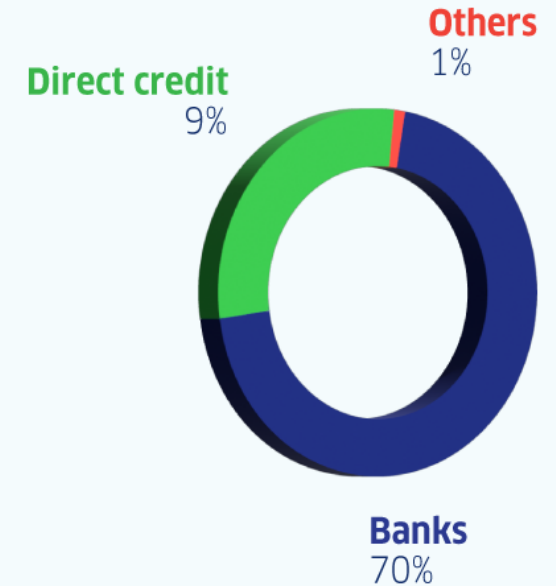
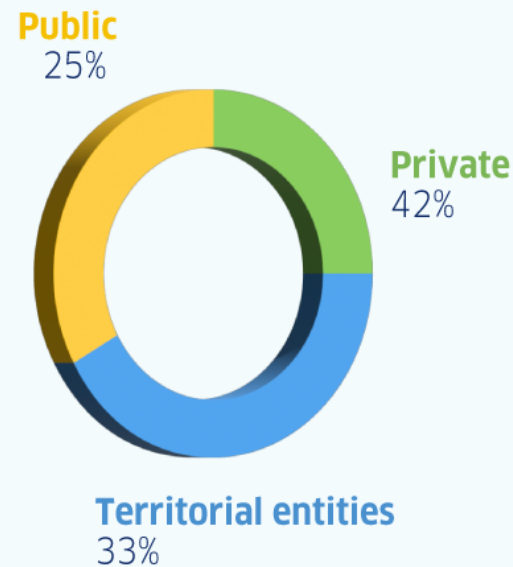


568
Projects

On-loan disbursements

Intermediaries, beneficiaries and maturities

42% are for private sector



71% have a long term maturities

70% of our debtors are banks



Technical Results Q3 2023

Technical assistance

Projects to start and in execution



388
projects

\$ 3.26
COP



Water

50 projects
COP \$630 bn



Infrastructure

264 projects
COP\$612 bn



Transport and mobility

32 projects
COP \$ 1.6 tn



Urban development

42 projects
COP \$ 407 bn*

+250
Municipalities
intervened

Incomes for **\$ 30.223 COP bn** In
Jan-Sep 2023

Sectors

Water and basic sanitation	34
Sports and recreation	88
Urban development and housing	52
Education	64
Energy	1
Environment	7
Health	1
Transport	21
Total	268

* The resources for the execution are managed by a trust fund.

THANK YOU

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