



Findeter

Financial Institution for Development

TOGETHER WE MAKE IT POSSIBLE

FINANCIAL RESULTS

1Q-2016

 MINHACIENDA

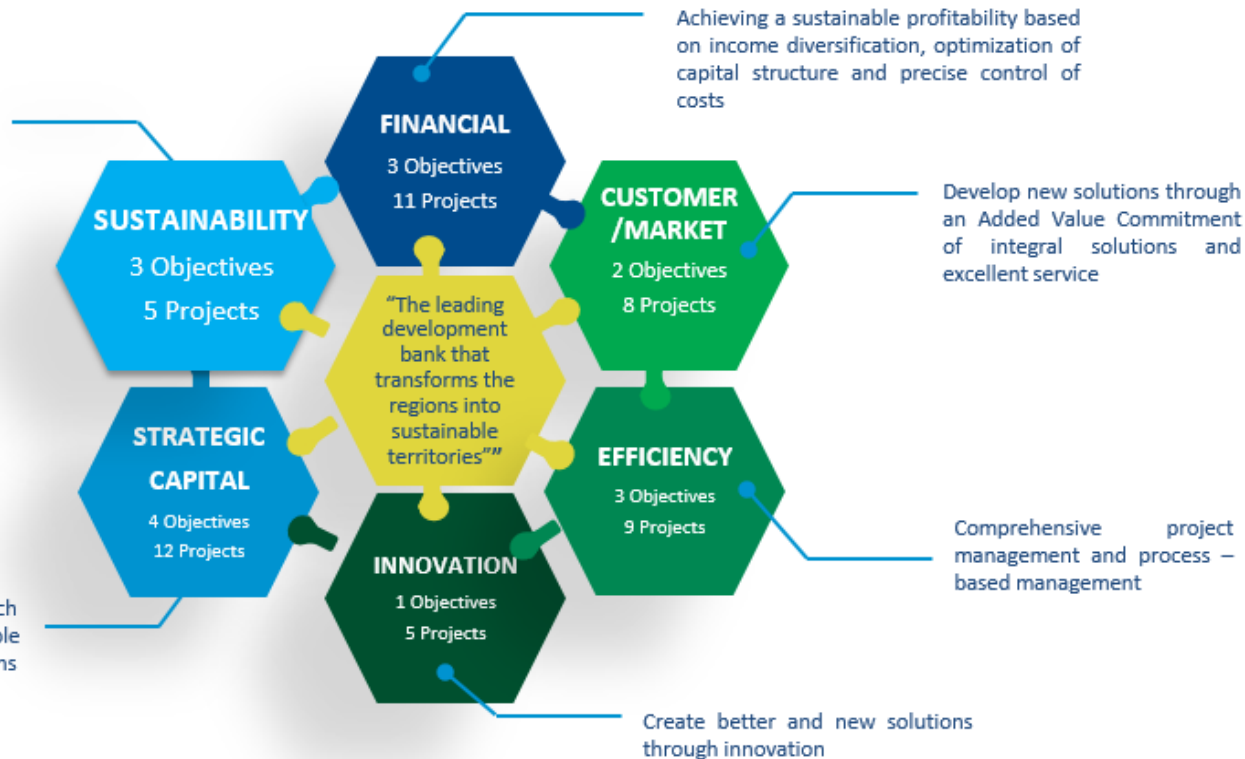


Strategic Plan 2015-2025

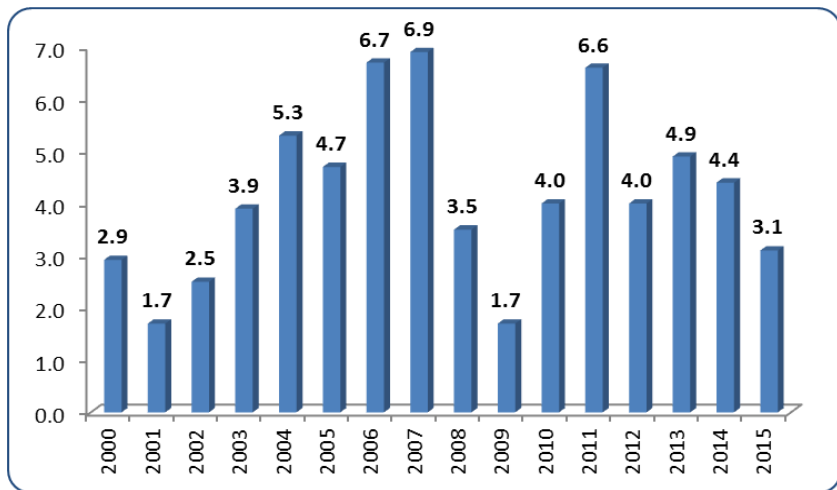
Shared Value Projects in order to build win-win relationships with our stakeholders

16 OBJECTIVES
50 PROJECTS

Create a culture within our employees which is aligned with our sustainable and profitable growth strategy, through development plans and training

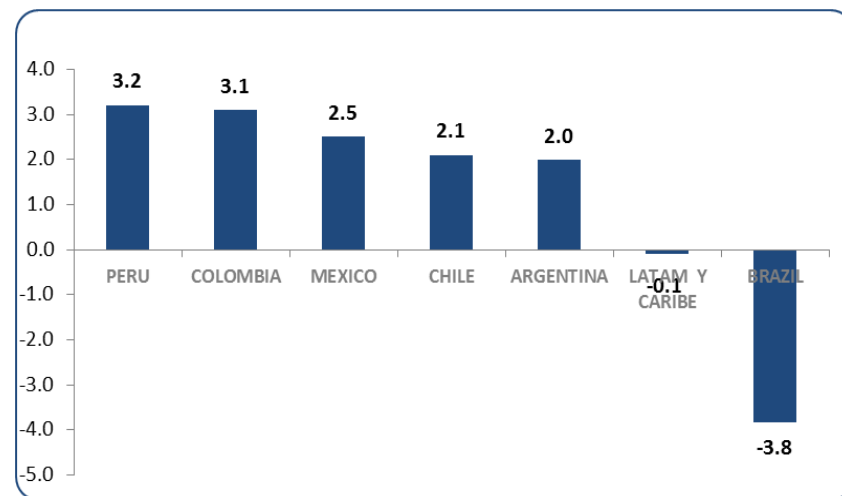


Annual GDP Growth (%)



Source: Bloomberg

Regional GDP Growth 2015 (%)



Source: Bloomberg and IMF

WTI (US\$)



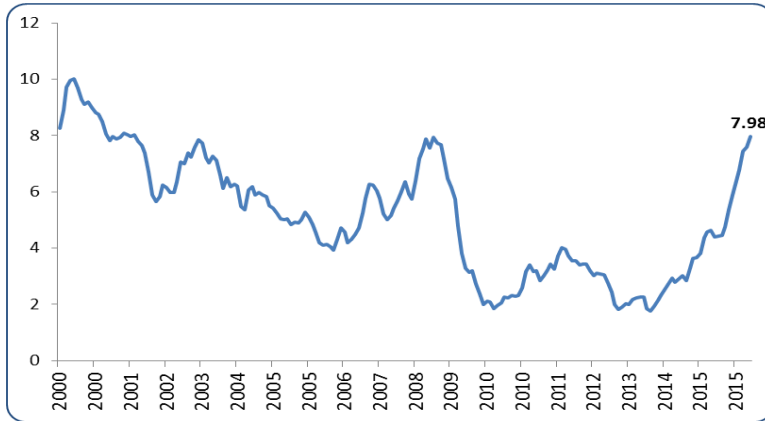
Source: Bloomberg

Exchange Rate (Cop\$/US\$)



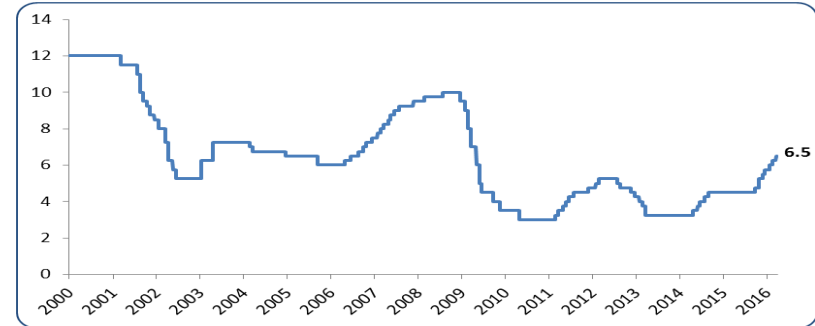
Source: Bloomberg

Inflation (Annual Variation %)



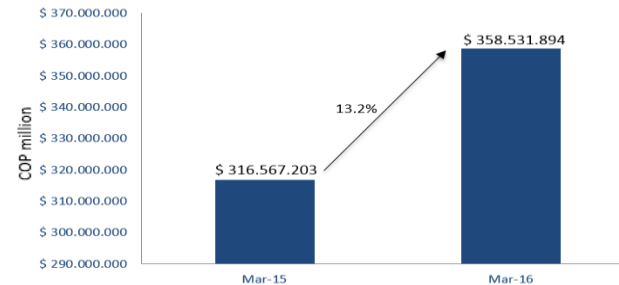
Source: Bloomberg

Monetary Policy (Interests Rates %)



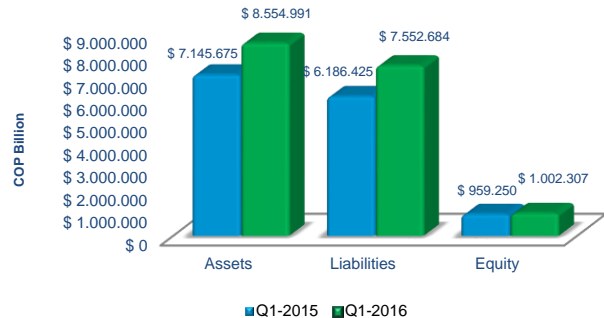
Source: Bloomberg

Gross Loans (Portfolio and Leasing)

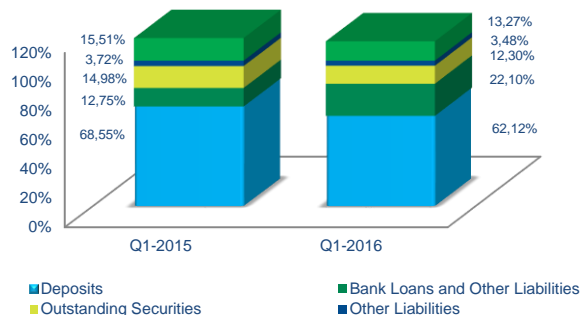


Source: Financial Superintendence of Colombia

Balance Sheet



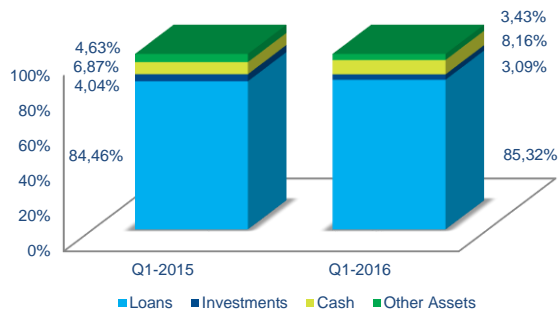
Liabilities and Equity



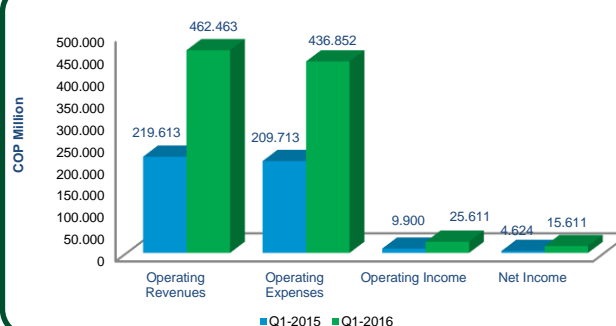
Credit Ratings

International	BBB	Fitch and S&P
Local	AAA	Fitch

Assets



Income Statement



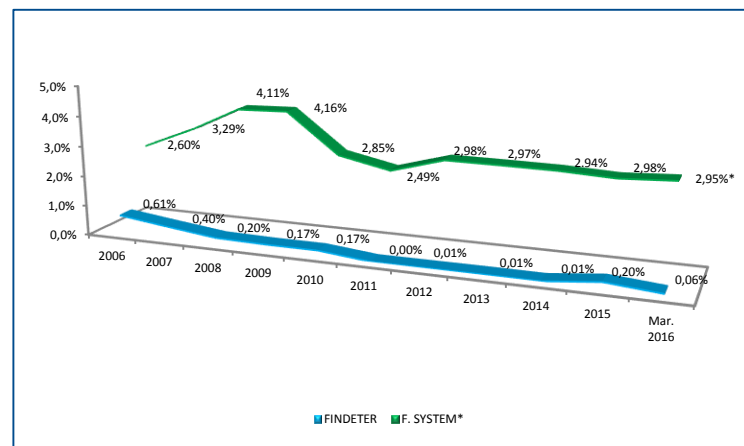
Fitch Ratings

STANDARD & POOR'S



INDICATOR	Q1-2015	Q1-2016
RETURN		
OPERATING INCOME / AVERAGE TOTAL ASSETS	12,58%	24,26%
GROSS FINANCIAL MARGIN / AVERAGE TOTAL ASSETS	2,06%	2,63%
GROSS FINANCIAL MARGIN / INITIAL EQUITY	16,24%	23,86%
FINANCIAL SERVICES / OPERATING REVENUE	5,16%	4,78%
PRE-TAX PROFIT / INITIAL EQUITY	3,99%	10,81%
NET PROFIT / INITIAL EQUITY (ROE)	1,74%	6,49%
EFFICIENCY		
OPERATING EXPENSES / AVERAGE TOTAL ASSETS	12,10%	22,82%
OPERATING EXPENSES / OPERATING REVENUE	96,34%	94,48%
ADMINISTRATIVE EXPENSES / AVERAGE TOTAL ASSETS	1,56%	1,55%
ADMINISTRATIVE EXPENSES / OPERATING REVENUE	12,86%	6,89%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	12,81%	11,59%
TOTAL SOLVENCY RATIO	13,74%	12,14%
OTHER INDICATORS		
EARNING ASSETS / TOTAL ASSETS	99,67%	98,10%
PORTFOLIO HEDGING (Provisions / NPLs)	12243,60%	1316,11%
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0,01%	0,06%
AVERAGE PORTFOLIO RETURN	7,35%	8,12%
GROSS FINANCIAL MARGIN		
GROSS FINANCIAL MARGIN (% of financial revenues)	13,19%	14,31%

Portfolio Quality (NPLs / Average Gross Portfolio)



Q1-2015 COLGAP
Q1-2016 IFRS

Certificate Deposits (CDs)

Type	2015	%	1Q-2016	%
CD Issuances	1.526.786	64,94%	286.300	32,58%
CD Renewals	824.258	35,06%	275.278	31,33%
CD Auction		0,00%	317.083	36,09%
Bonds		0,00%		0,00%
Total	2.351.044	100%	878.661	100%

COP Million

External Loans with Development Banks and International Banks



USD 50 million



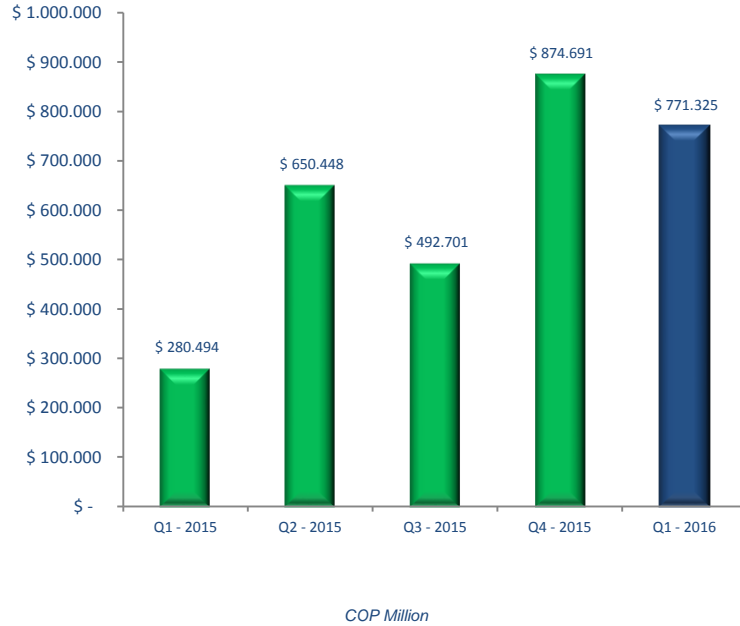
USD 75 million



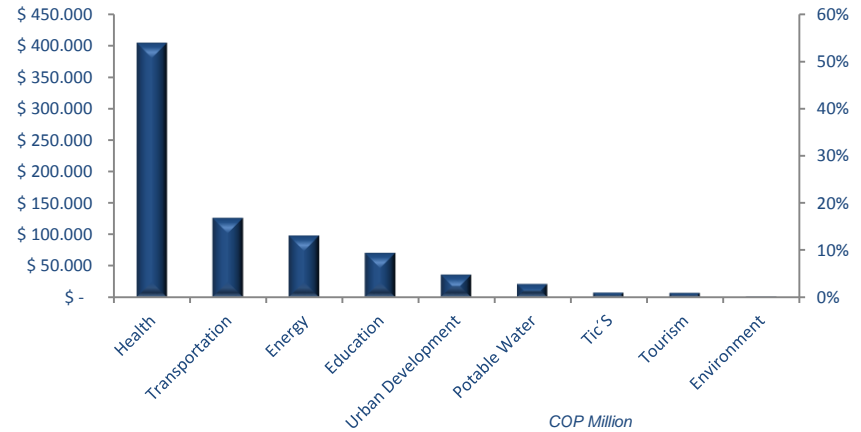
USD 50 million



Quarterly Disbursements



Disbursements by Sectors

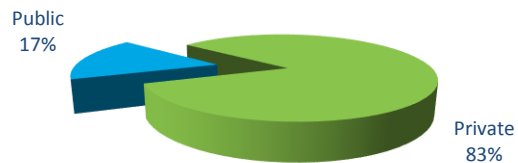


REDISCOUNT LOANS - DISBURSEMENTS

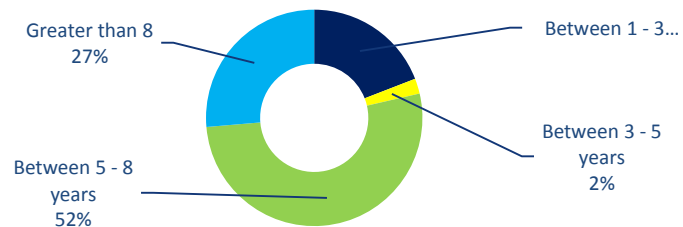
By Type of Intermediary

Intermediary	Amount COP Million	% Market
Banks	\$ 763,889	99%
Other	\$ 7,436	1%
Total	\$ 771,325	100%

By Type of Beneficiary



By Maturity



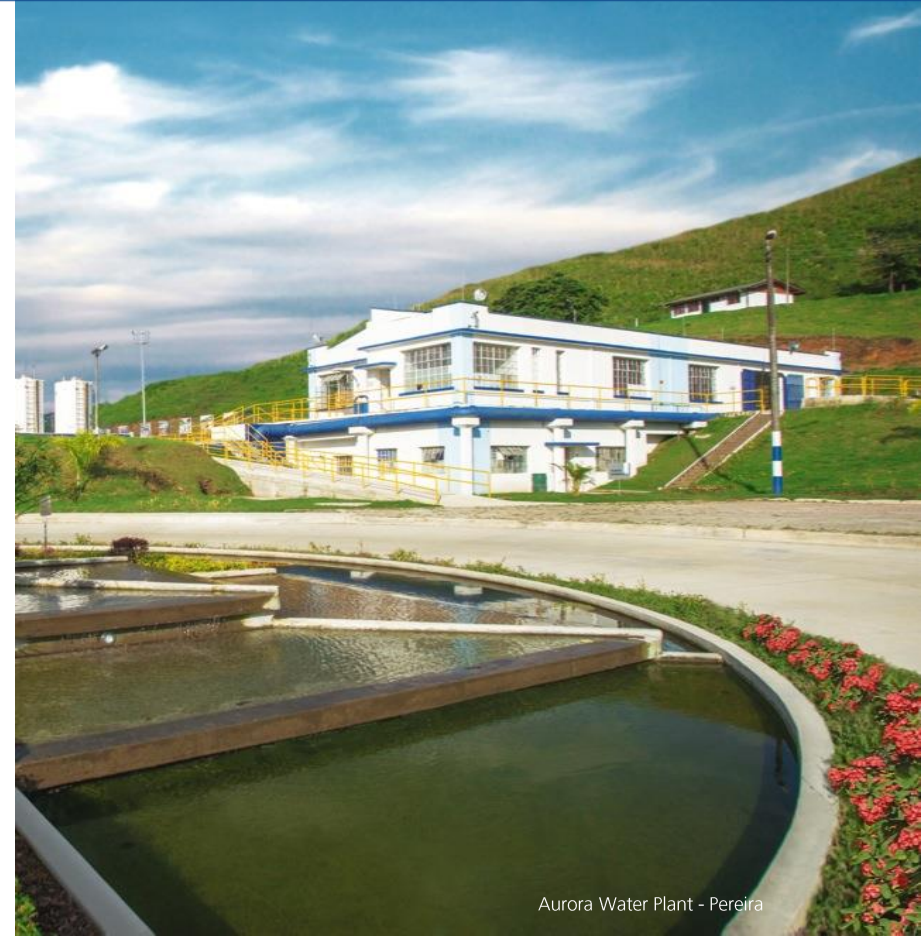
La Novena Viaduct – Bucaramanga

RELEVANT EVENTS AFTER 1Q-2016

- Funding. Titularizadora Colombiana issued COP \$233.990 million in securities backed by Findeter Rediscount Loan Portfolio (May 19, 2016)
- Technical Assistance. ALIDE granted Findeter the *Technical Assistance and Social Responsibility Award* due to the execution of the Water for Prosperity Program (May 20, 2016)
- Commercial. COP \$1 trillion disbursed (June 2016)



Latin American Association of
Development Financing Institutions (ALIDE)



Aurora Water Plant - Pereira

2016 EXPECTATIONS

- 2016 Disbursements : COP 1.8 trillion
- 2016 Funding: COP 3.3 trillion
- Strengthening of project structuring, technical assistance and financial advisory to local authorities.



The Medellín Metro

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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. As of January 1, 2016, the financial statements of Findeter are being prepared based on International Financial Reporting Standards (IFRS). The first audited financial statements under IFRS will cover the fiscal year 2016. The interim financial statements of this year, may be subject to adjustments in the annual audited financial statements. Certain monetary amounts, percentages and other figures included in this report have been subject to rounding adjustments. FINDETER maintains accounting records in Colombian pesos, referred to herein as “COP”. We do not intend, and do not assume any obligation, to update the forward-looking statements.

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