

Financial Results 2019 & 1Q-2020

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Disclaimer

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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, in this document we refer to billions as thousands of millions pesos, and trillions as billion pesos.



2. 2019 Results

Findeter in figures



EBITDA

We improved our productive capacity

2019 | \$119.4
2018 | \$95.4

*COP Billion



ROE

We are more profitable

2019 | 6,04%
2018 | 4,96%

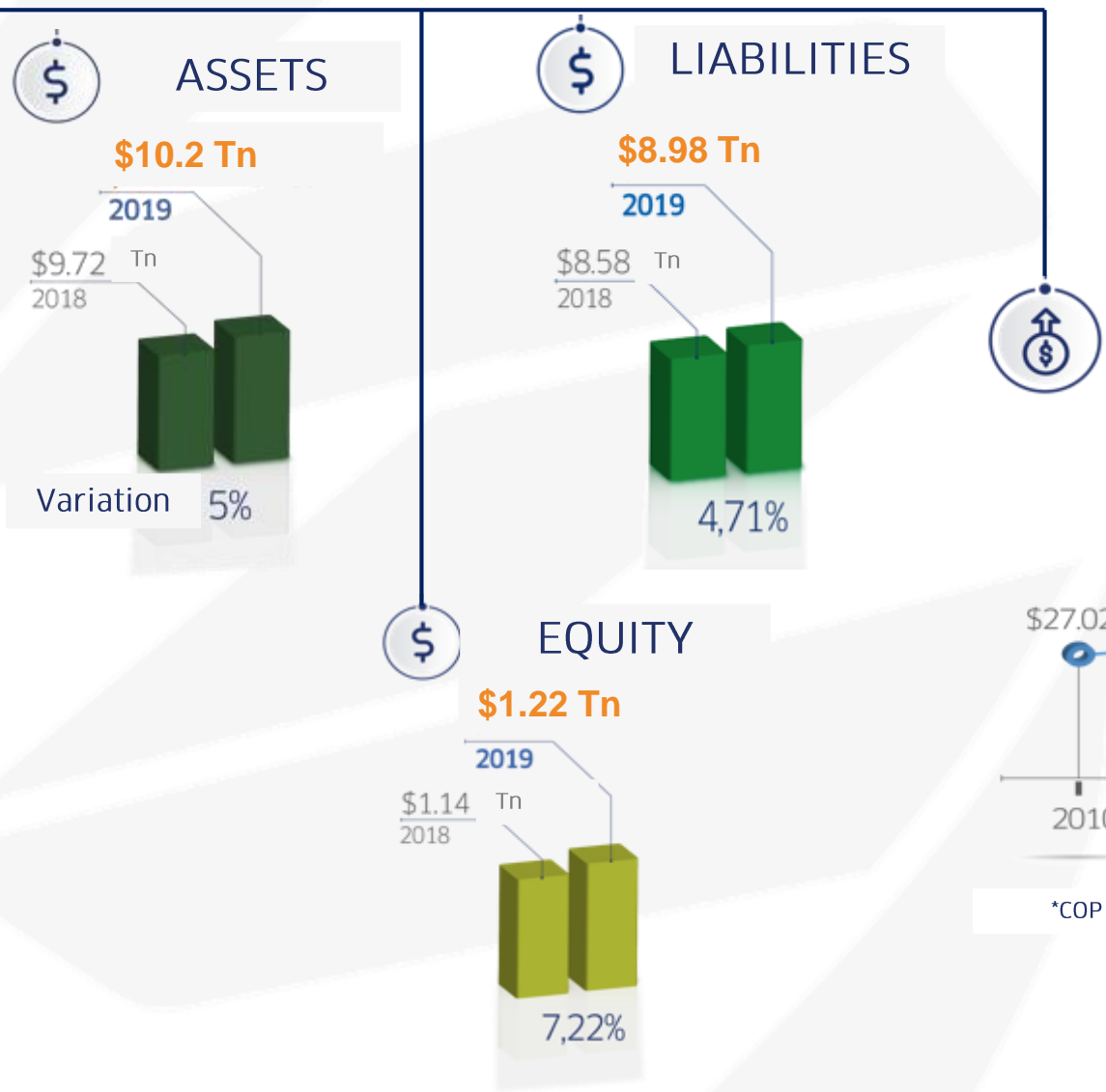


Operational Efficiency

We achieved to produce more with less resources

2019 | 1,40%
2018 | 1,51%

Findeter in figures



Findeter in figures



Loan Portfolio Growth:

Historic results in disbursements

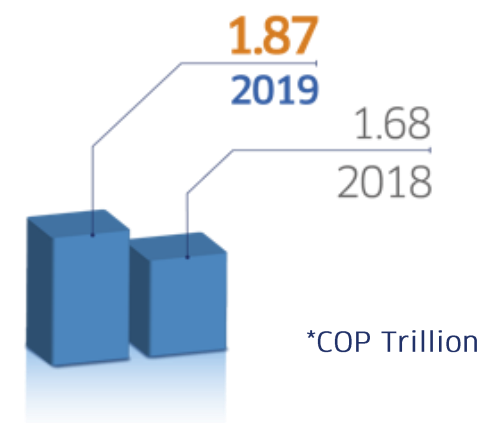


*COP Trillion



Operational Income

An increase of 11,06% against 2018



*COP Trillion



AAA
Long Term



BBB-
International
Bonds



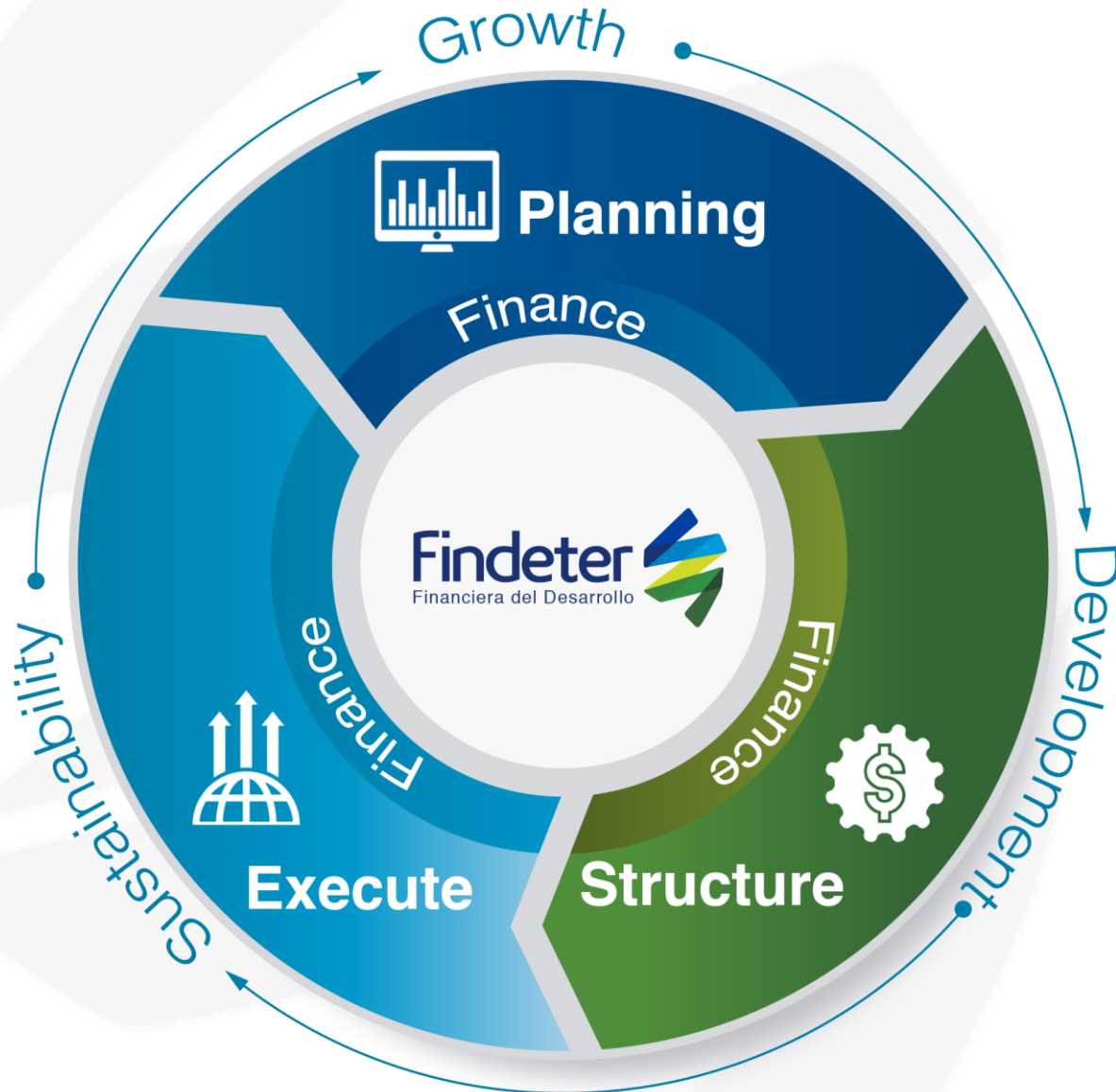
COP \$ 400 Bn
Sustainable Bonds

Solvency Ratio

Ratio	Dec-18	Dec-19
Total Solvency	21,7%	27,60%



Management Model



A model that impacts the United Nations Sustainable Development Goals



Planning



- ▶ Master Plans of the Departments of Atlántico and Santander.



- ▶ Public Space Plan of Popayán.



- ▶ Technical, legal and financial structuring for the implementation of the strategic system of public passenger transport in Manizales.



- ▶ Master Plan of Mobility: Ibagué.

Financing

*All Figures in COP

\$1.2 Tn in private sector and **\$1.5 Tn** in public sector, represented in **318 projects**.

Featured Projects:

- ▶ Projects for the Development Plan 2016-2019 *Barranquilla Capital de Vida* (\$337.7 billion).
- ▶ Toyo Tunnel, Antioquia (\$ 151.1 billion).
- ▶ Channeling of streams, Barranquilla (\$100 billion).
- ▶ Mobility Projects Metropolitan Area of *Valle de Aburrá* (\$93 billion)
- ▶ Aerial Cable *Ciudad Bolívar* in Bogotá (\$50 billion).
- ▶ Construction and remodeling of public parks in the region of Cesar (\$ 43.4 billion).

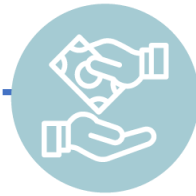


Financing

*All Figures in COP



- ▶ Financing by economical sectors:
Transportation (20%)
Water and Basic Sanitation (20%)
Urban Infrastructure (19%).



- ▶ Disbursements with compensated rates for **\$1,09 trillion.**



- ▶ 10% of the resources were disbursed for the municipalities with the highest rates of poverty and affected by conflict (PDET) (**\$278.3 billion**).

Structuring



- ▶ Project for the Generation of solar energy-
Miraflores (Guaviare).
- ▶ Partnership with the *Agencia de Renovación del Territorio (ART)*.
- ▶ Project for the public street lighting LED
Aracataca and Fundación (Magdalena).
- ▶ Project for the modernization of the public street
lighting in Cartagena de Indias.

Execute

Technical Assistance for 354 projects for **\$2.43 Billion.**



- ▶ Income for **\$59.3 billion.**
- ▶ **24.378 benefited families** with **193 projects** of infrastructure
- ▶ **14.831 admission quotas** in schools and centers for child development.
- ▶ **102.484 m2** of constructed area in social infrastructure projects.
- ▶ **1,5 million people benefited with** water projects
- ▶ **8.479 people** benefited with housing projects.

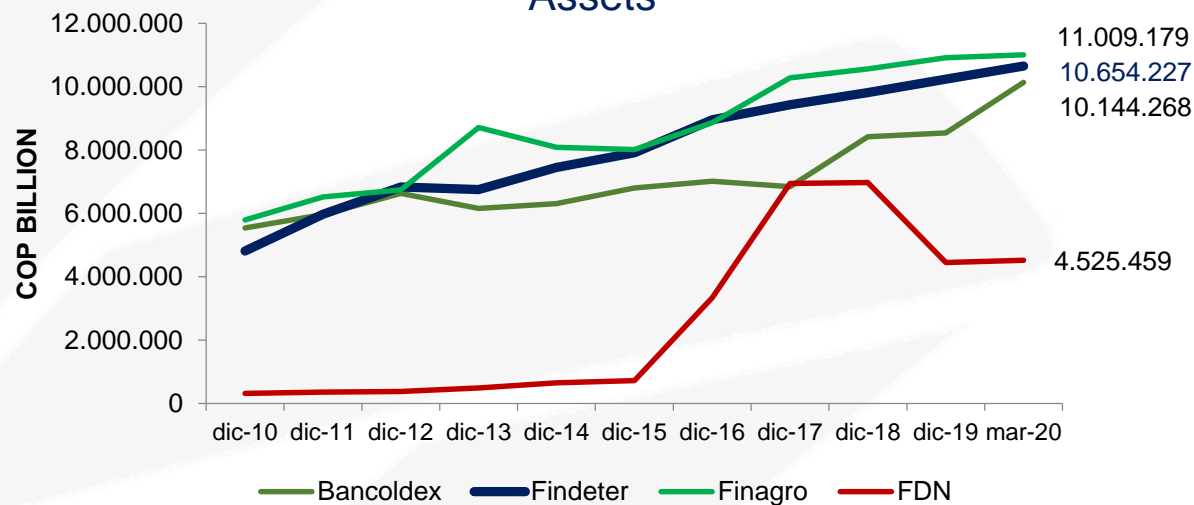
*All Figures in COP

3. Financial Results 1Q- 2020

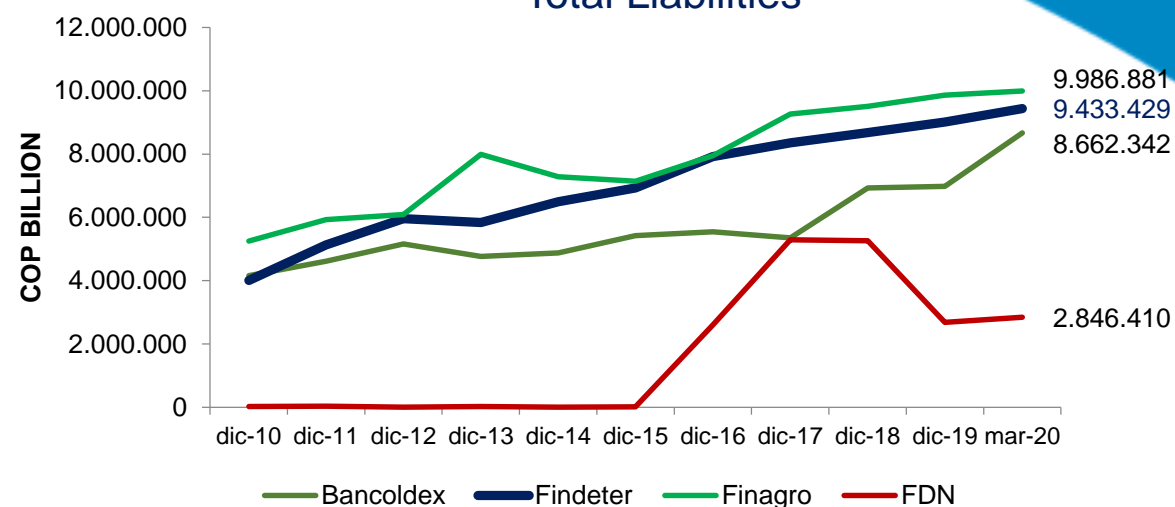


Structure of Colombian Development Banks

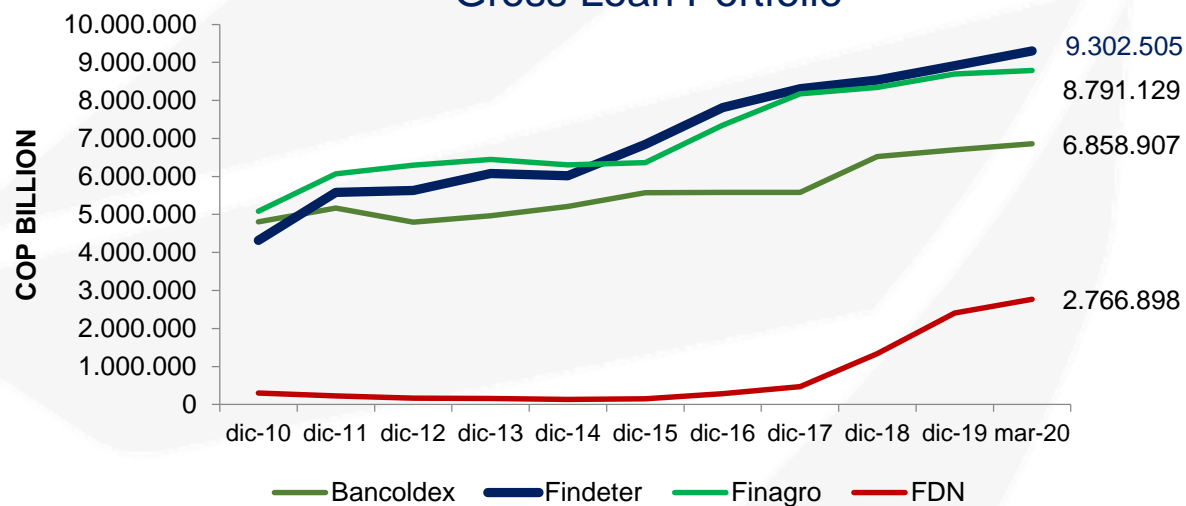
Assets



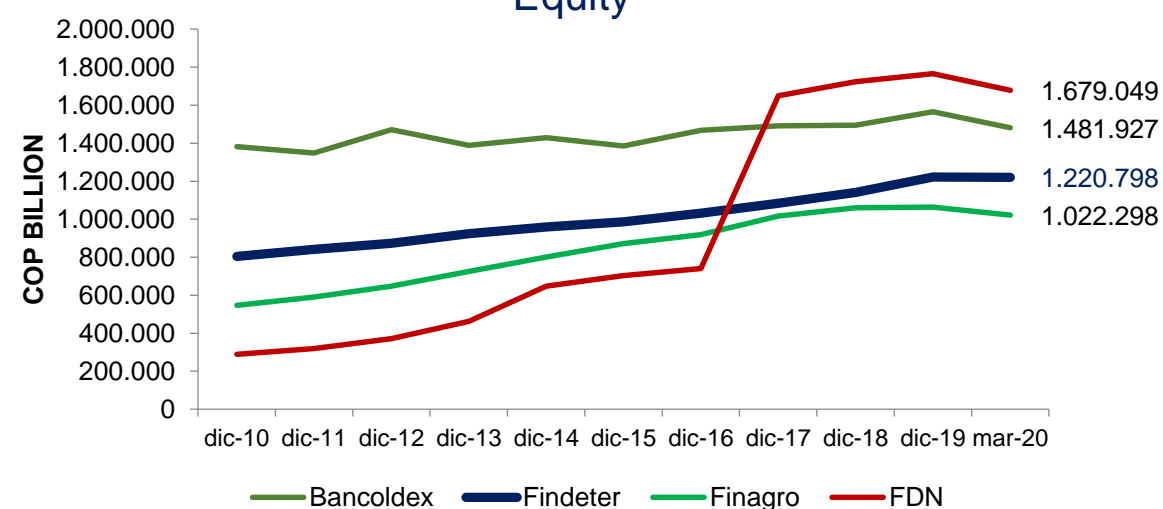
Total Liabilities



Gross Loan Portfolio

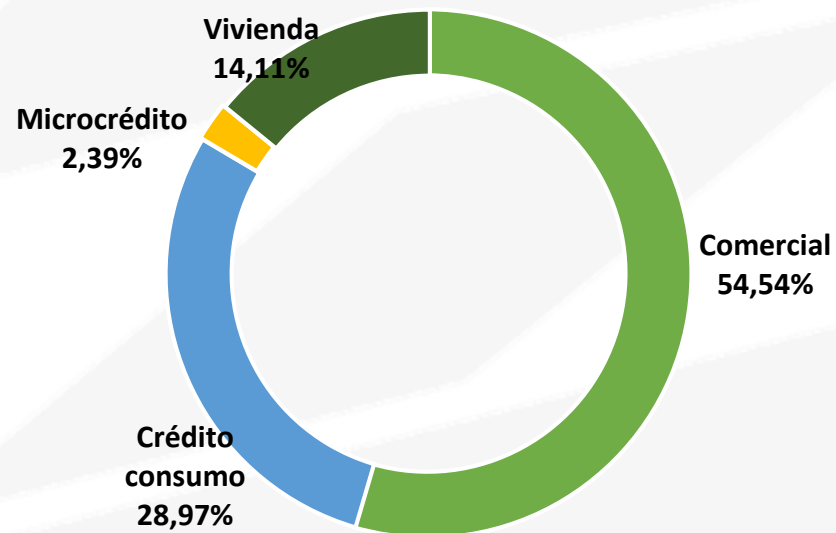


Equity

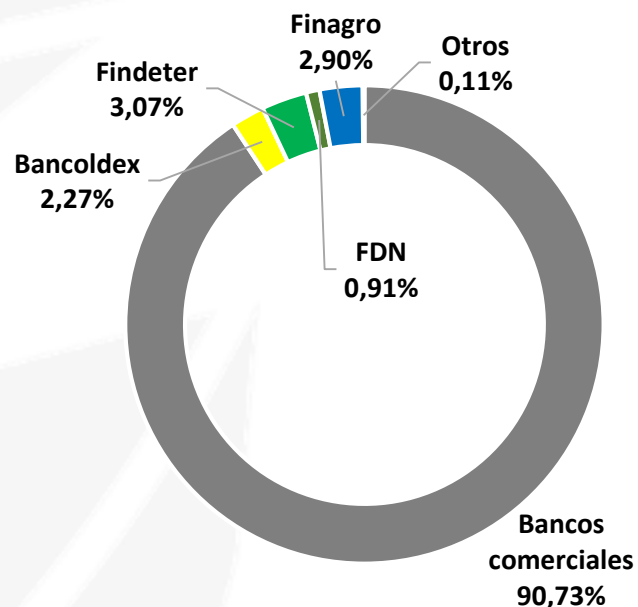


Structure of Colombian Development Banks

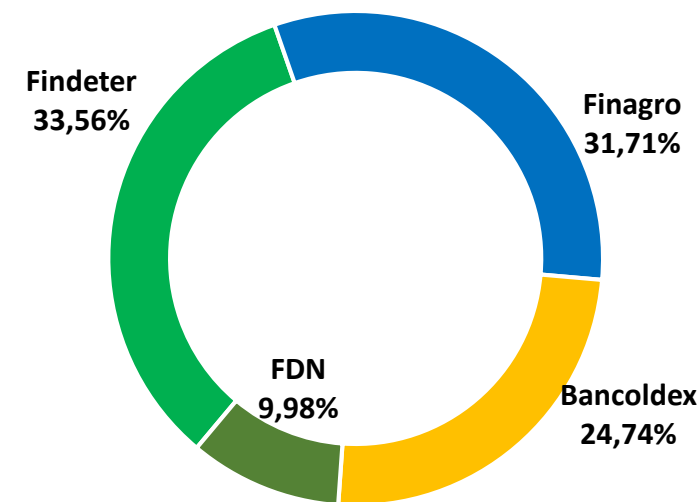
SYSTEM'S LOAN PORTFOLIO
COP \$555 tn



Commercial Loan Portfolio
COP \$303 tn



On-Loan Portfolio
COP \$28 tn



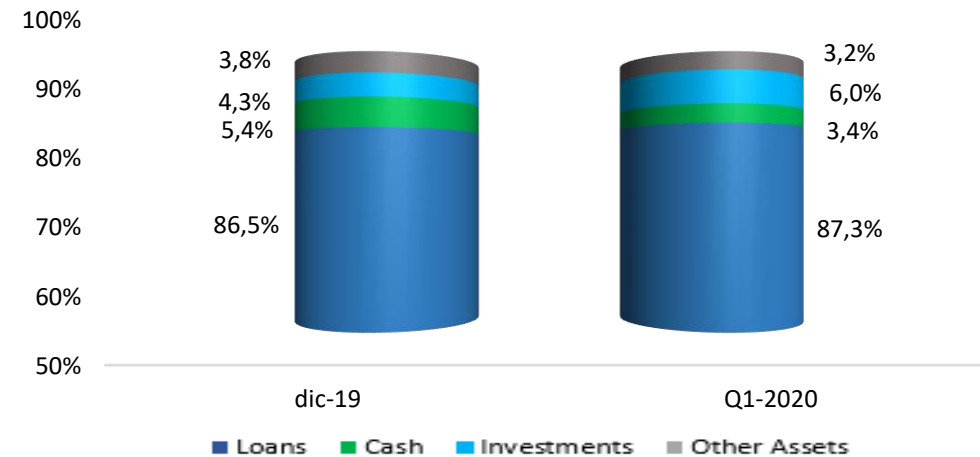
FINDETER, accounts 33,5% of the on-loan portfolio

Findeter's Financial Results

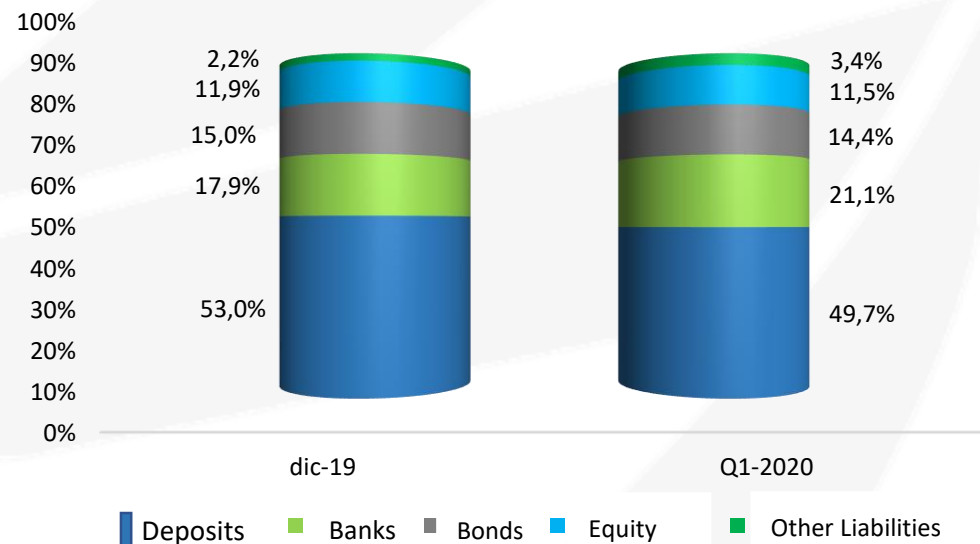
Balance



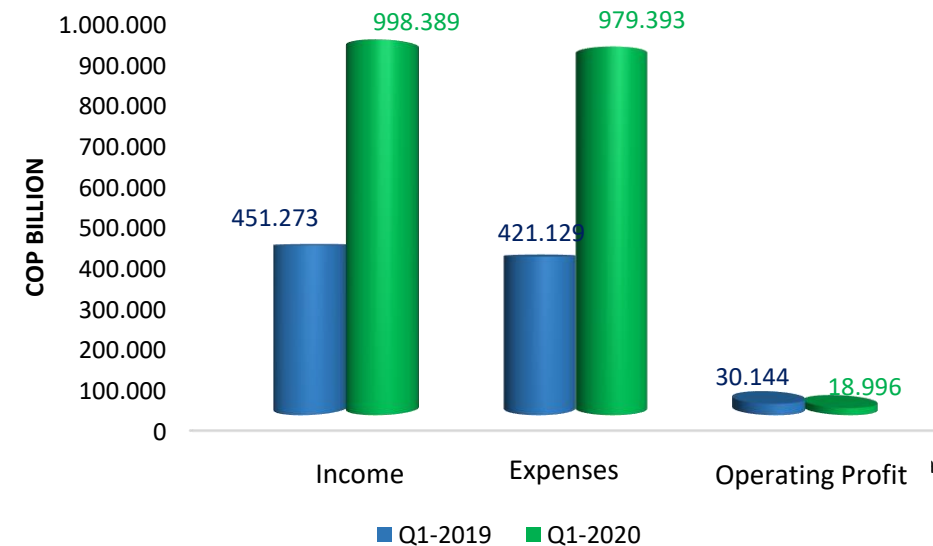
Asset Structure



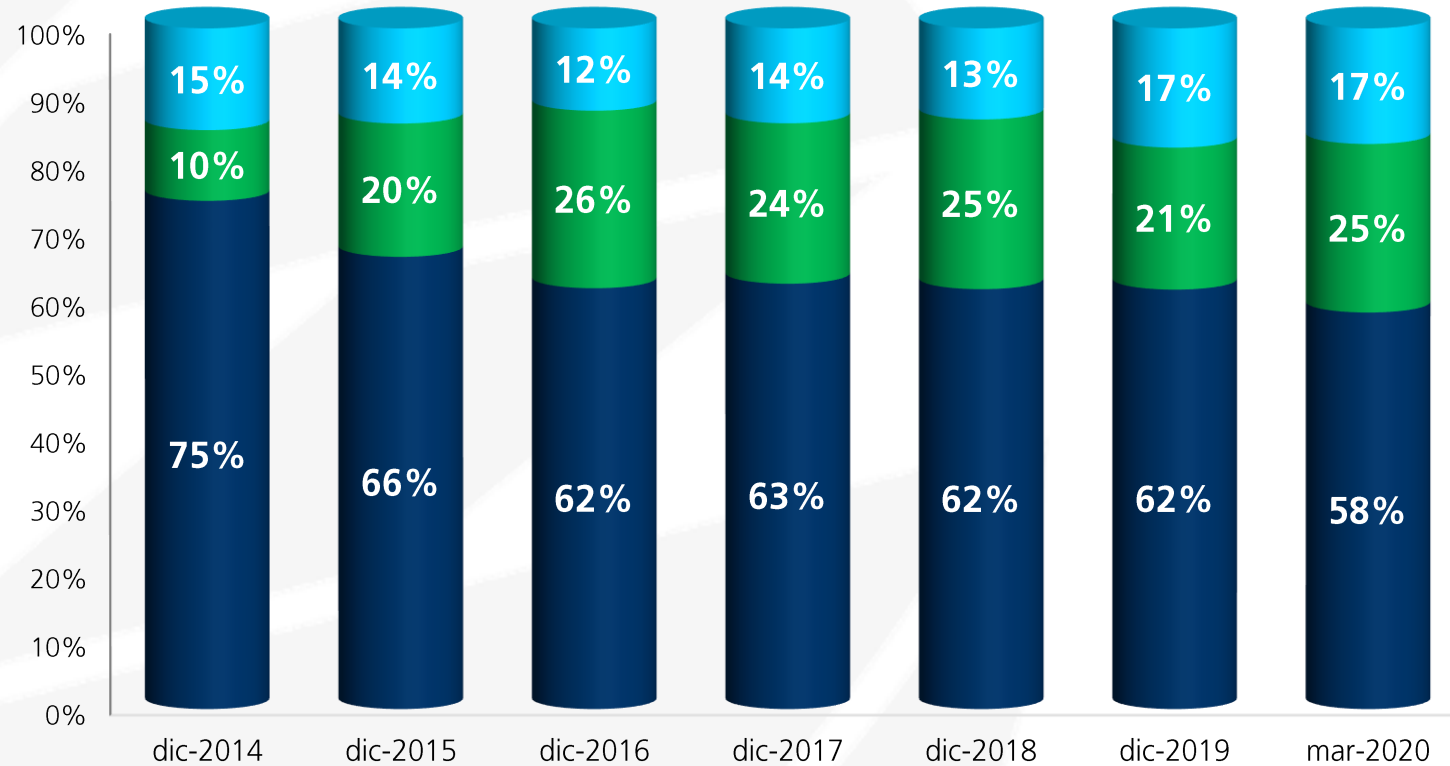
Capital Structure



Income Statements



Funding



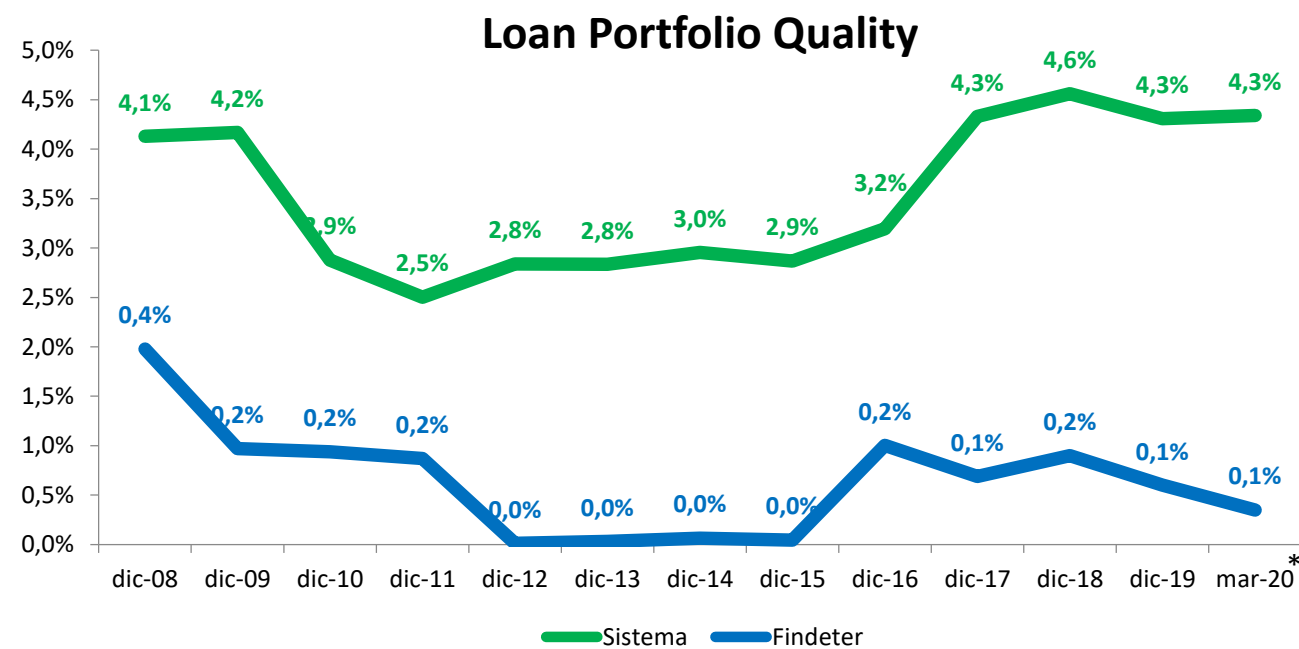
Term Deposits
1Q-2020
COP\$ **633.4** BILLION

- Bonds
- Bank Loans and other Financial Obligations
- Deposits

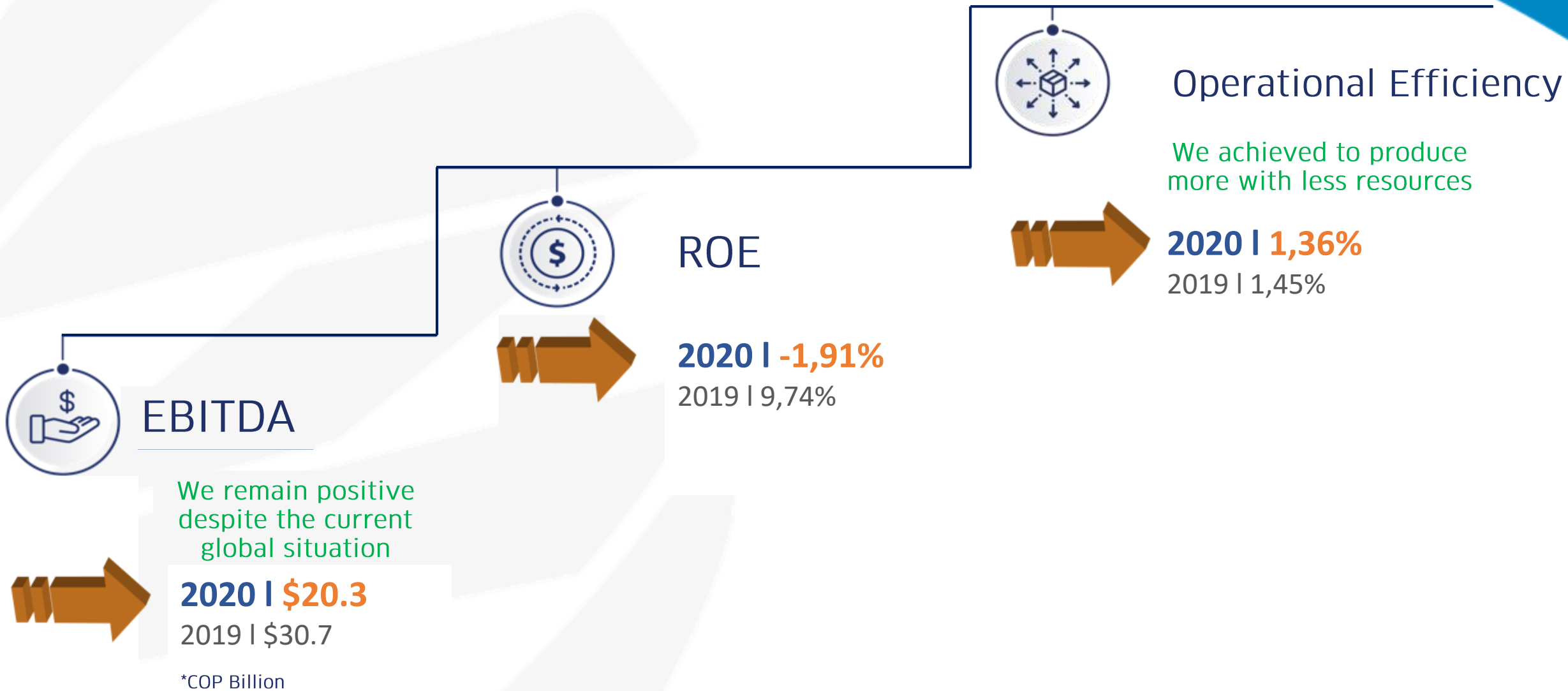
Financial Ratios

FINANCIAL RATIOS

RATIO	Mar-19	Mar-20
RETURN		
NET PROFIT/EQUITY	9.74%	-1.91%
NET PROFIT/ASSETS	1.16%	-0.22%
EFFICIENCY		
ADMINISTRATIVE EXPENSES / PRODUCTIVE ASSETS	1.45%	1.36%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	19.19%	17.52%
TOTAL SOLVENCY RATIO	22.32%	20.00%
OTHER RATIOS		
LOAN PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.11%	0.06%
PORTFOLIO COVERAGE	747.54%	1013.16%

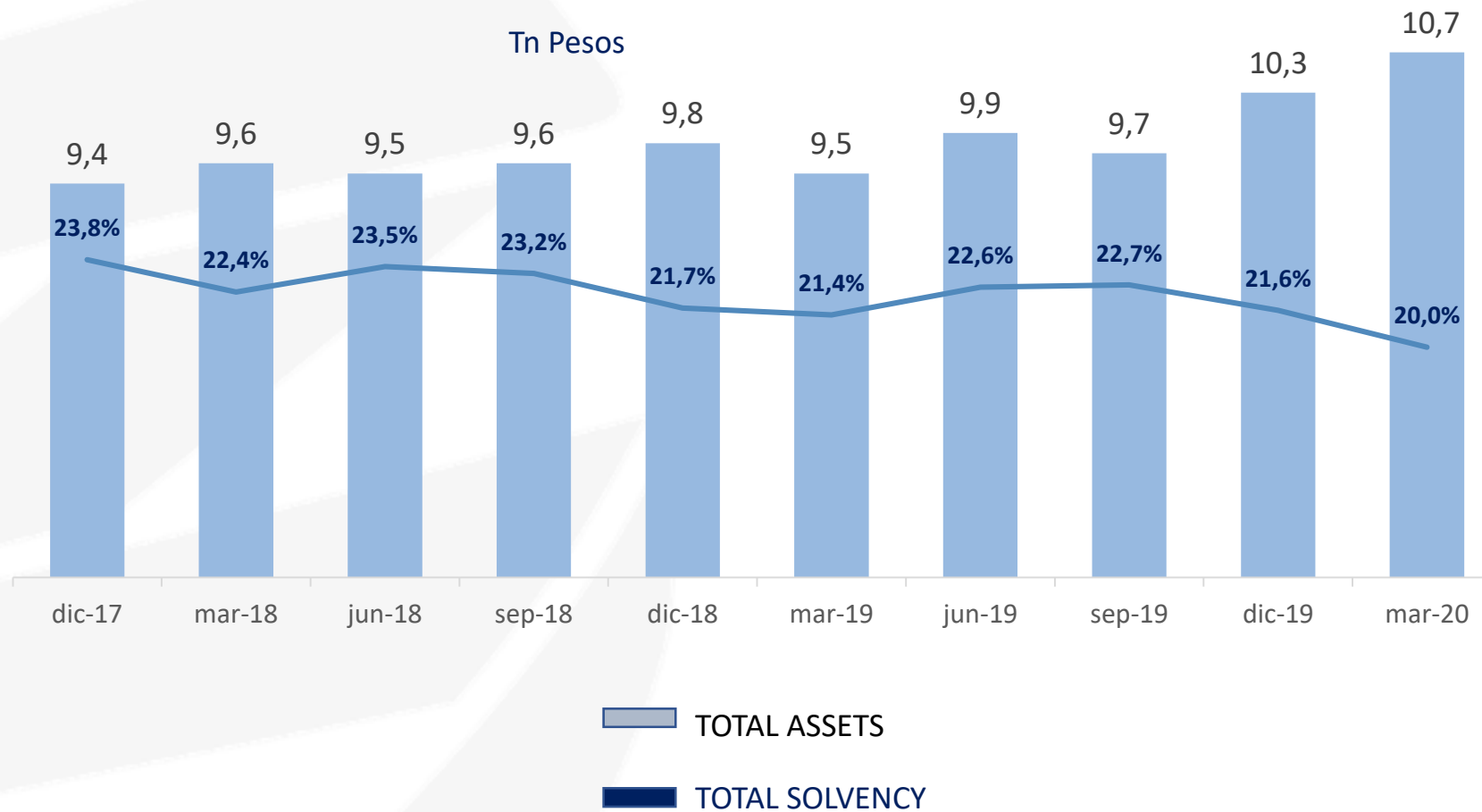


Findeter in figures



*COP Billion

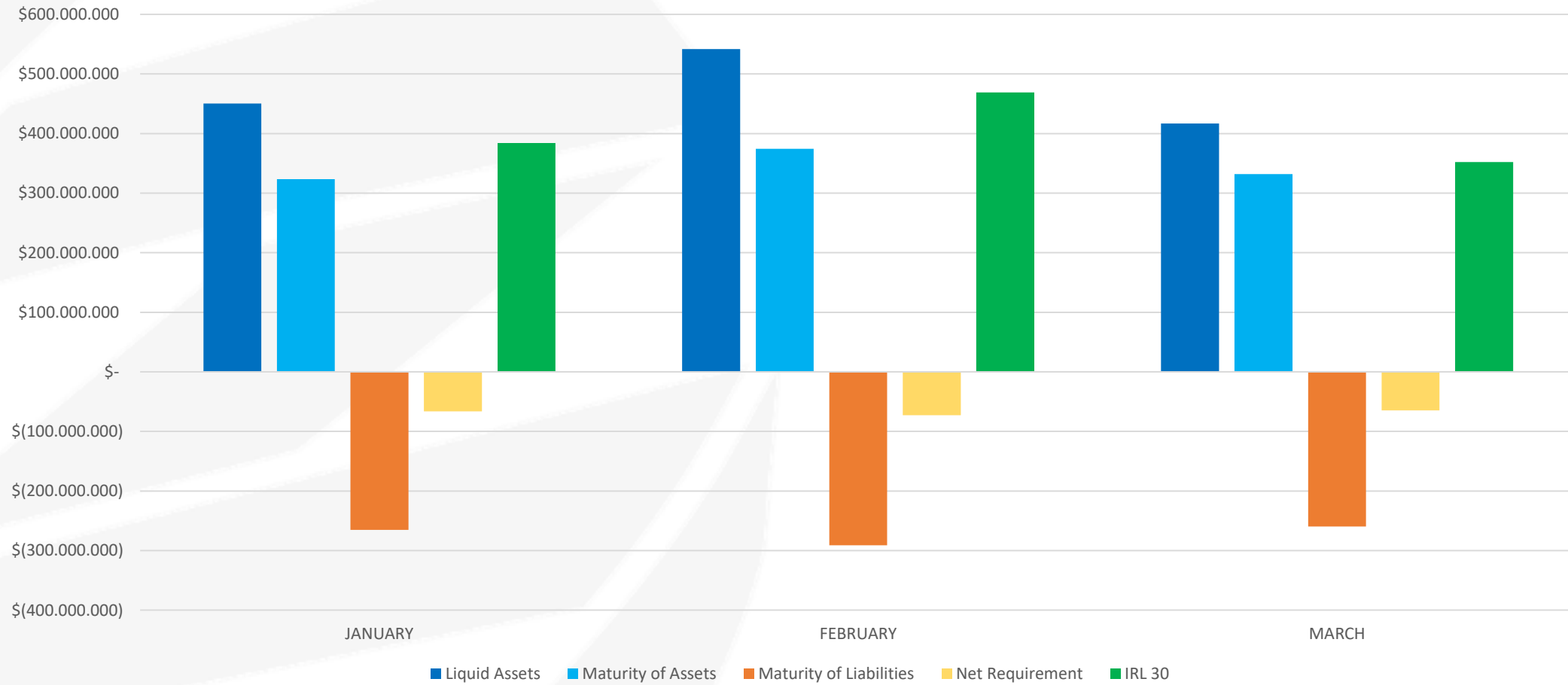
Solvency Ratio



*

Liquidity Risk Ratio-IRL

IRL Composition

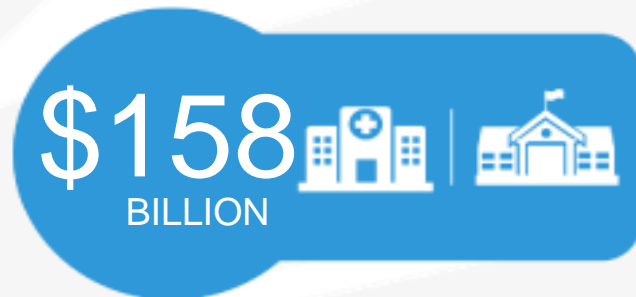


3. Commercial Results 1Q-2020

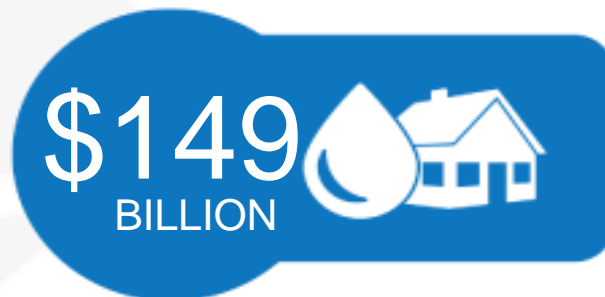


Financing: Disbursements by sector

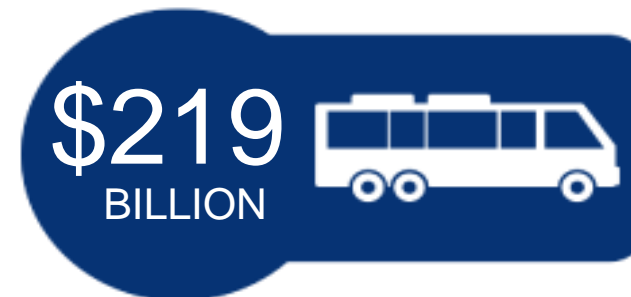
Jan – Mar 2020



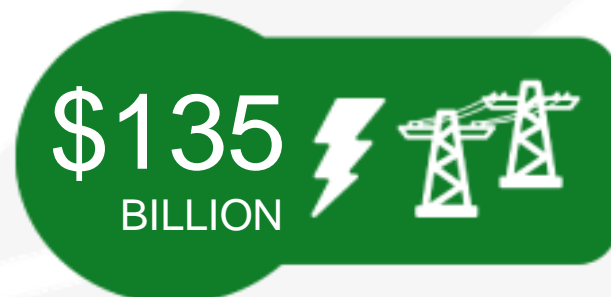
HEALTH AND EDUCATION



HOUSING, WATER AND
SEWERAGE



INFRASTRUCTURE AND
TRANSPORTATION



ENERGY



OTHERS

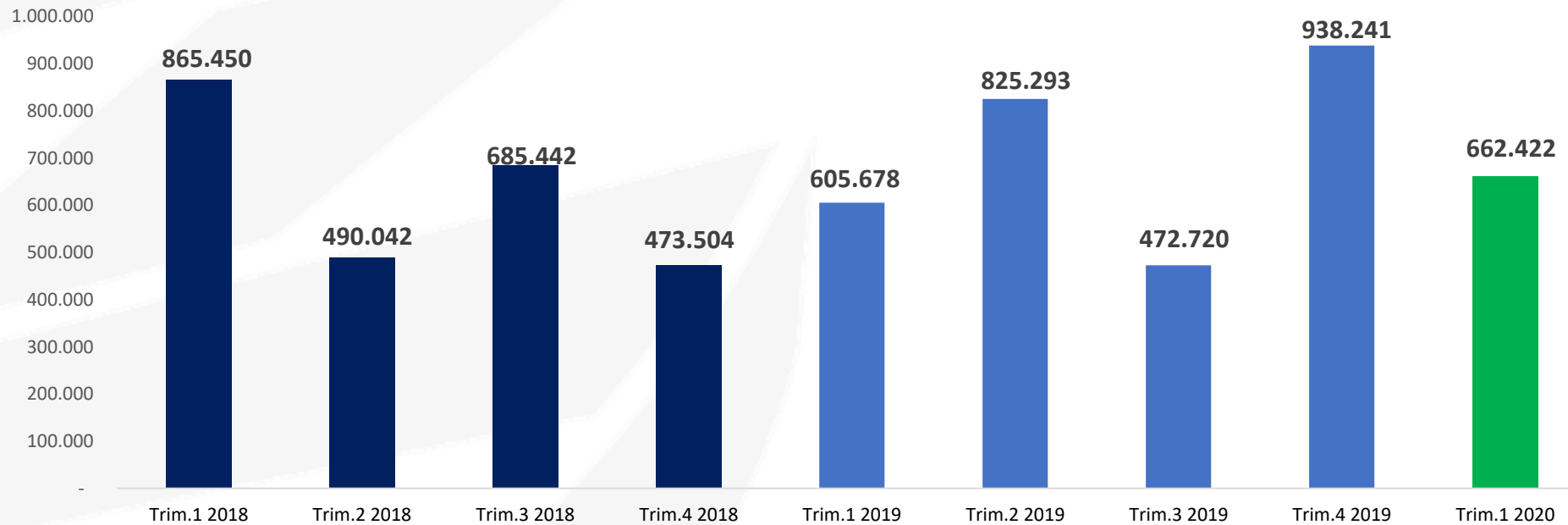
Quarter Goal
Execution to
March 30th, 2019:

86%

On-Loan disbursements

\$663 billion disbursed in the first quarter of 2020

Quarterly Disbursements
COP billion



30
Municipalities

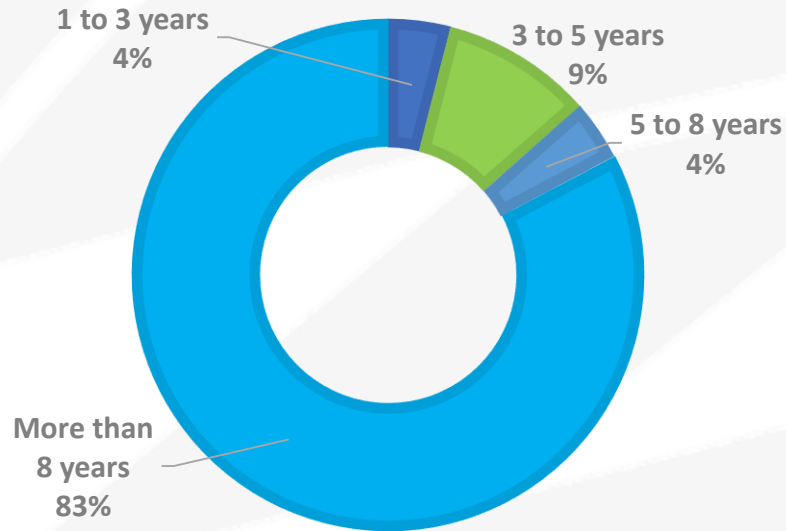
61
Projects

On-Loan Disbursements

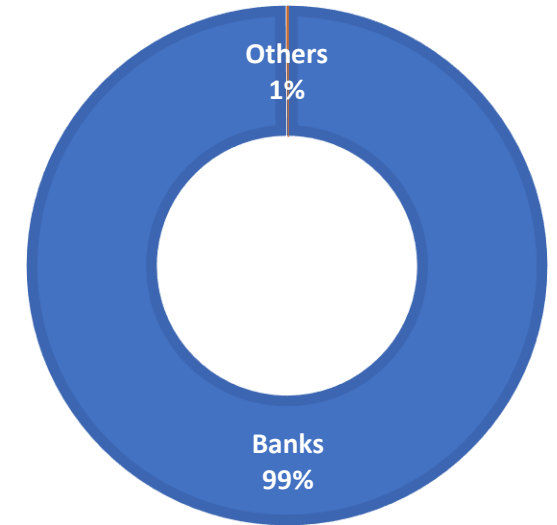
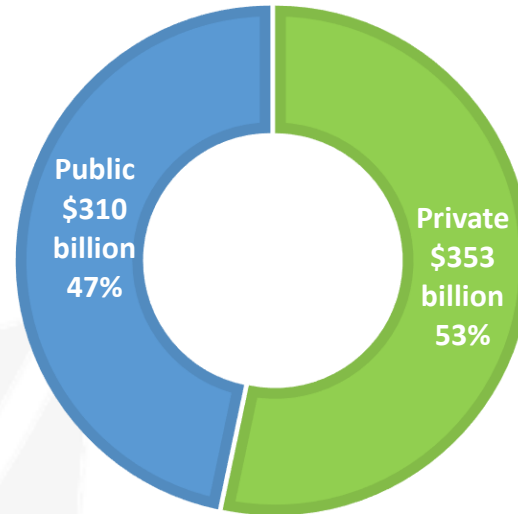
Intermediaries, Beneficiaries and Maturities



53% of our beneficiaries are private companies



83% are long term maturities



99% of our debtors are banks



Relevant Information

Esta foto la puede cambiar por una acorde al tema que está trabajando, para más recursos entre a este

link
Clínica Imbanaco - Cali
<https://www.flickr.com/photos/findeter/albums>

Regulation COVID-19

Measures taken by the National Government in relation to FINDETER

- ▶ **Decree 417 of March 17, 2020:** the National Government declared a Economic, Social and Ecological State of Emergency
- ▶ **Decree 468 of March 23, 2020:** Findeter is enabled to grant direct loans with compensated rates aimed at financing projects to address the Coronavirus crisis.
- ▶ **Decree 581 of April 15, 2020:** Findeter is enabled to grant direct loans to residential homes utility companies, in order to provide them with liquidity or working capital



Credit Lines COVID-19

COMPROMISO TERRITORIES: COP\$500 Billion

Addressed to territorial entities and their decentralized entities, in order to maintain their operational solvency and manage to face the adverse effects of the health crisis created by COVID-19

COMPROMISO COLOMBIA: COP\$713 Billion

Aimed for the public and private sectors, within the sectors and sub-sectors that can be financed by Findeter to face the adverse effects of the health crisis created by COVID-19

DIRECT CREDIT FOR UTILITY COMPANIES:

Directed for utility companies of water, sewage and/or sanitary, electrical energy and fuel gas, to relieve their cash flow and guarantee the provision of services for low income users

COMPROMISO HEALTH SECTOR : COP\$256 Billion

Focused to support entities in the health sector to improve their working capital capacities and face the challenges derived from Covid-19

Thank you!

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 @findeter  [linkedin.com/company/findeter](https://www.linkedin.com/company/findeter)



El emprendimiento
es de todos

Minhacienda

*Committed
with Colombia*