



Findeter

Financial Institution for Development

TOGETHER WE MAKE IT POSSIBLE

FINANCIAL RESULTS

Q2-2016

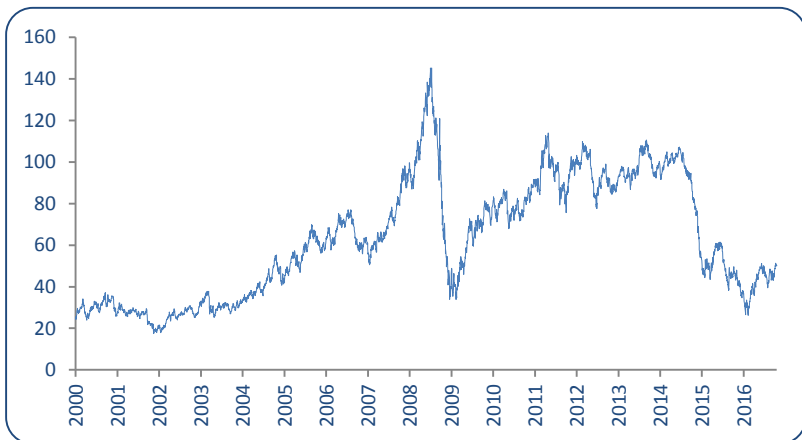
FINDETER

We're **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: **Rediscount Loans**, *Public Funds Management*, *Guarantees*, **Technical Assistance**, *Project Structuring*.



WTI (US\$)



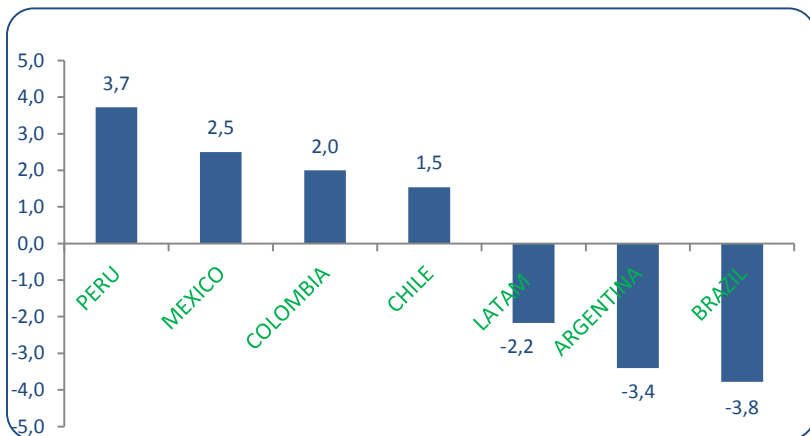
Bloomberg

Exchange Rate (COP\$/US\$)



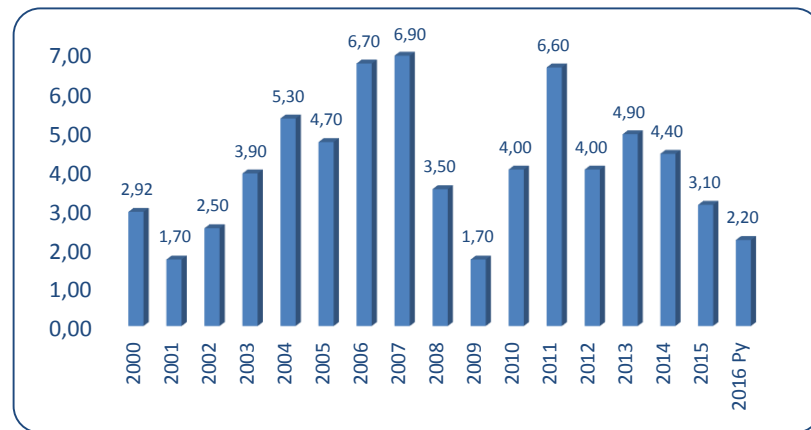
Bloomberg

Regional GDP Growth 2Q-2016 (%)



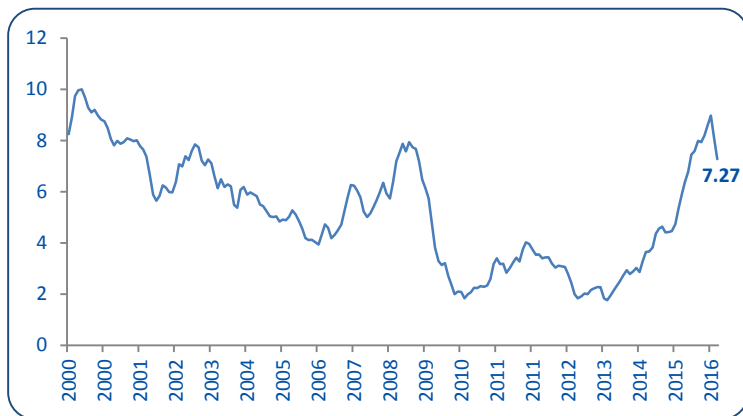
Bloomberg

Annual GDP Growth (%)



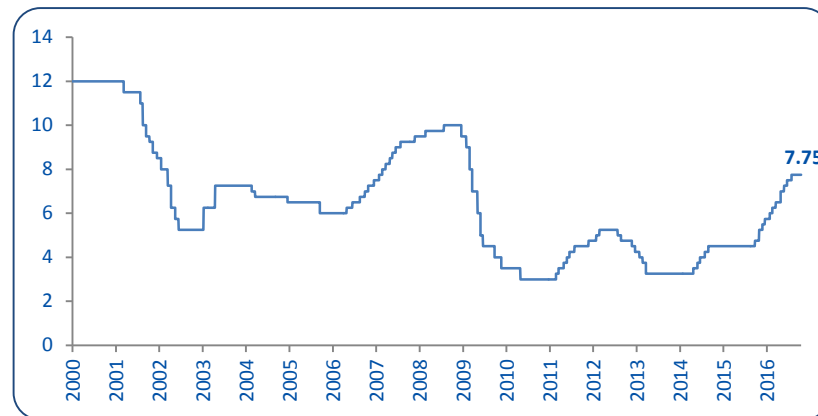
Bloomberg and IMF

Inflation (Annual Variation %)



Bloomberg

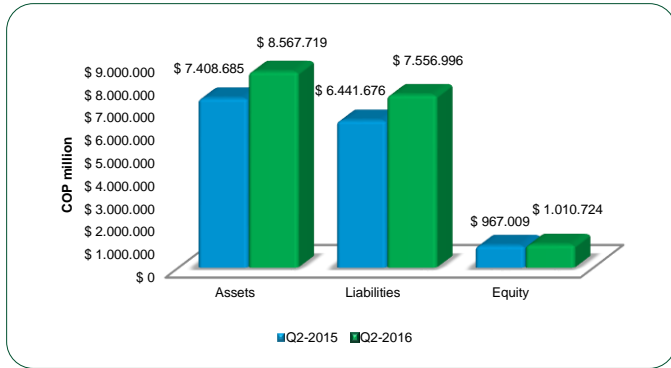
Monetary Policy (Interests Rates %)



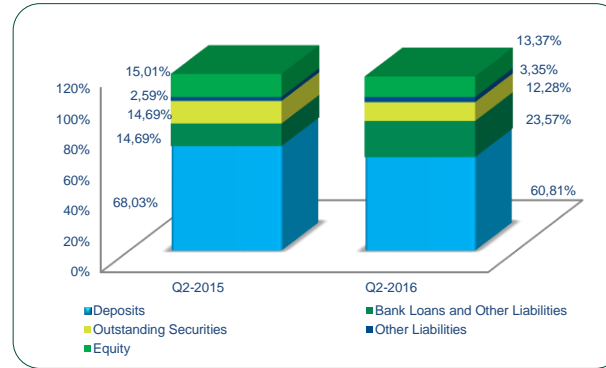
Bloomberg

FINDETER'S FINANCIAL RESULTS

Balance Sheet



Liabilities and Equity



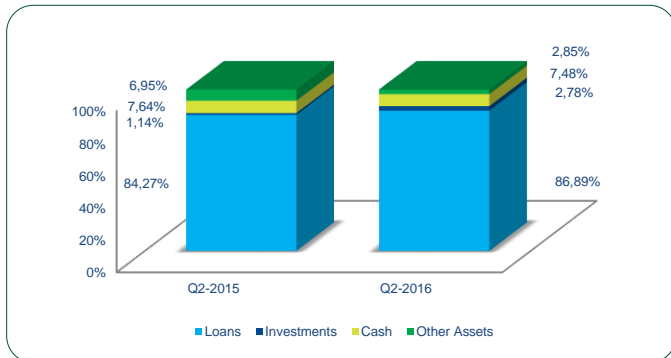
Credit Ratings

International	BBB	Fitch and S&P
Local	AAA	Fitch

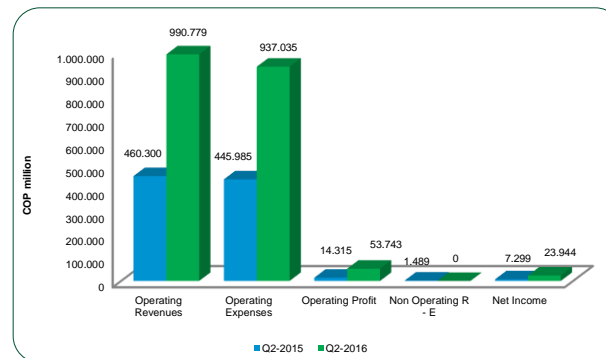
Fitch Ratings

STANDARD & POOR'S

Asset



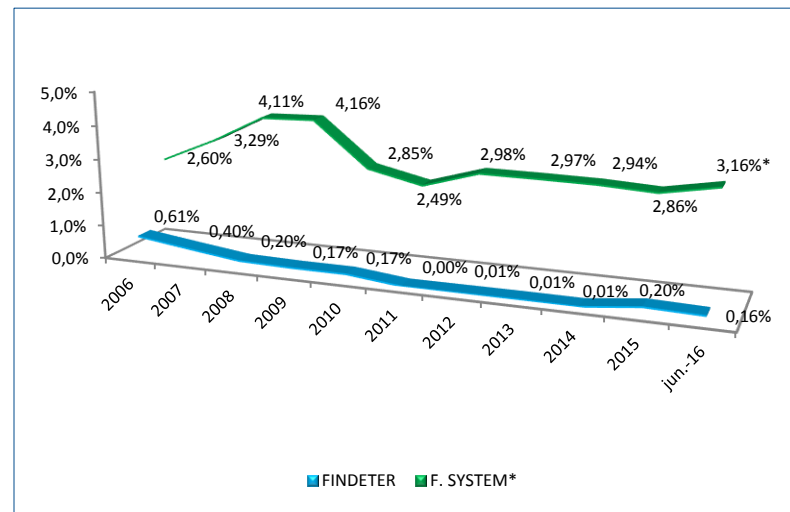
Income Statements



Financial Ratios

	Q2-2015	Q2-2016
RETURN		
OPERATING INCOME / AVERAGE TOTAL ASSETS	13,22%	25,12%
GROSS FINANCIAL MARGIN / AVERAGE TOTAL ASSETS	2,07%	2,94%
GROSS FINANCIAL MARGIN / INITIAL EQUITY	16,01%	26,30%
FINANCIAL SERVICES / OPERATING REVENUE	5,79%	4,57%
PRE-TAX PROFIT / INITIAL EQUITY	3,32%	11,20%
NET PROFIT / INITIAL EQUITY (ROE)	1,53%	4,92%
EFFICIENCY		
OPERATING EXPENSES / AVERAGE TOTAL ASSETS	12,80%	23,69%
OPERATING EXPENSES / OPERATING REVENUE	96,89%	94,59%
ADMINISTRATIVE EXPENSES / AVERAGE TOTAL ASSETS	1,53%	1,56%
ADMINISTRATIVE EXPENSES / OPERATING REVENUE	11,87%	6,53%
OTHER RATIOS		
EARNING ASSETS / TOTAL ASSETS	99,68%	97,71%
PORTFOLIO HEDGING (Provisions / NPLs)	9163,63%	483,27%
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0,01%	0,16%
AVERAGE PORTFOLIO RETURN	7,03%	8,51%
GROSS FINANCIAL MARGIN		
GROSS FINANCIAL MARGIN (% of financial revenues)	16,08%	12,42%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	12,97%	11,62%
TOTAL SOLVENCY RATIO	13,90%	11,89%

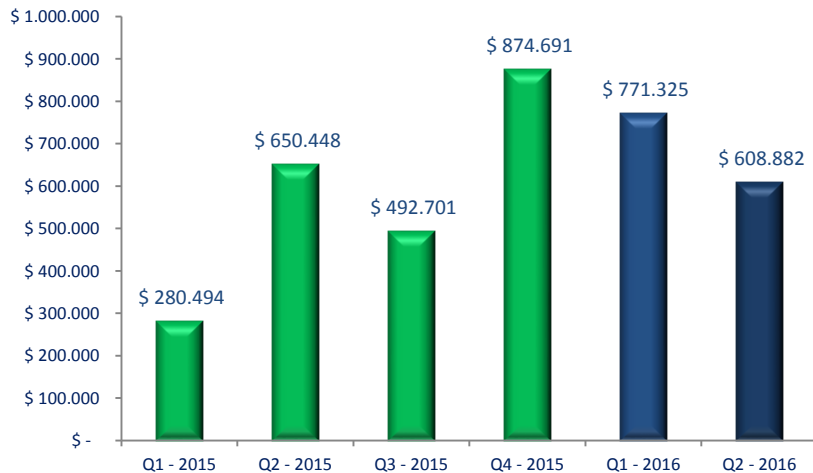
Portfolio Quality (NPLs / Gross Portfolio)



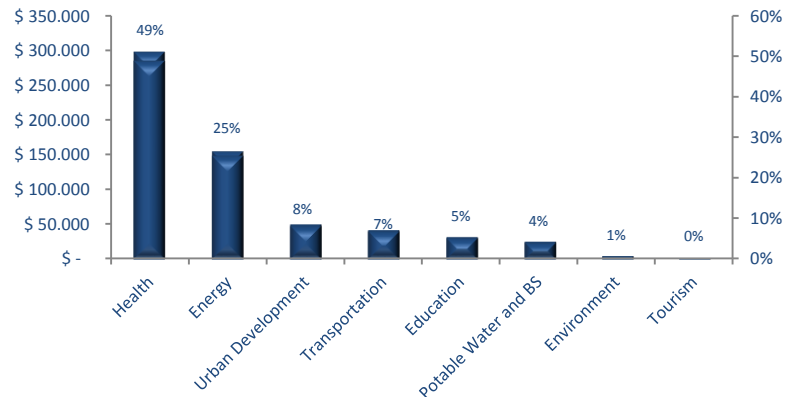
REDISCOUNT LOANS

COP \$1.38 trillion disbursed during the 1S-2016

Quarterley disbursements



Disbursements by sectors



We are executing

**COP \$7,7 TRILLION
630 PROJECTS**

2Q-2016

FINDETER is the ally of public and private companies that generate sustainable infrastructure projects in...



Potable Water and
Basic Sanitation



Housing



Social Infrastructure
and Community
Facilities

TECHNICAL ASSISTANCE



PLANTA AURORA, PEREIRA



MEGACOLEGIO EL RODEO, JAMUNDÍ



VILLAS DE SAN PABLO,
BARRANQUILLA

2016 EXPECTATIONS

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

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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 these figures or the forward-looking statements.



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