



**FINANCIERA DE DESARROLLO TERRITORIAL S.A.
FINDETER**

**UNAUDITED
QUARTERLY FINANCIAL STATEMENTS
IFRS**

Q3- 2016



General information about the Quarterly Financial Statements (Q3-2016)

Name of the Company	Financiera de Desarrollo Territorial S.A. -FINDETER
Taxpayer Identification Number	800096329
Main Economic Activity	Financial
Entity Type	22
Entity Code	2
Fund Type	0
Fund Subtype	0
Collective Investment Fund Code, Escrows, Funds and Universalities	0
Financial Statements Nature Description	Separate
Reporting Period Date	30/09/2016
Period Covered by the Financial Statements	30/09/2016
External Auditor / Statutory Auditor	Price WaterHouse Coopers Ltda
Signatory Auditor	Matilde del Pilar Rodriguez
Financial Statements Opinion	Clean
Date of the Opinion	02/16/2016
Date in which the Shareholders Meeting approved the Financial Statements	03/30/2016
Currency	Colombian Peso (COP)
Rounding Value Used in Financial Statements	COP Thousand
IFRS Implementation Date	01/01/2016

Corporate Purpose Information

La Financiera de Desarrollo Territorial S.A. -FINDETER, created by Public Deed No. 1570 of May 14, 1990, according to Act 57 of 1989, with operating license issued by the Financial Superintendence of Colombia through Resolution No. 3354 of 1990 and No. 3140 of 1993, is a national mixed economy stock corporation, organized as a credit institution, linked to the Ministry of Finance and Public Credit, and supervised by the Financial Superintendence of Colombia (the Colombian regulator).

Its main shareholder is the Colombian Government through the Ministry of Finance and Public Credit with a 92.55% stake.

Findeter has its main domicile in the city of Bogotá D.C., and currently has 5 regional branch offices and 2 area offices, for a total of 7 offices in the country. The time-duration of Findeter is unlimited.

Findeter's corporate purpose is the promotion of urban and regional sustainable development, funding and advising the design, execution, and management of infrastructure projects in the municipalities and departments of Colombia. Findeter supports infrastructure projects in sectors such as water, roads, education, sports facilities, hospitals, and health. Findeter is also committed in the execution of those tasks assigned by legal provisions, or those assigned by the National Government.

Findeter acts as a second-tier development bank, conceding rediscount loans to authorized financial intermediaries, composed of commercial banks and other financial institutions. In turn, financial intermediaries disburse loans to final beneficiaries. Findeter assumes the credit risk of the financial intermediaries, and the financial institutions assume the credit risk of the final beneficiaries.

Findeter obtains its funding by issuing securities (mainly through certificate deposits), bond issuances, portfolio securitizations, loans conceded by multilateral agencies and international banks, and by its own financial resources.

Financial Statements

[220000] Statement of financial position, liquidity order		
Statement of financial position [synopsis]	30/09/2016	31/12/2015
Assets [synopsis]	Annual Accumulated	Previous year end
Cash and cash equivalents	547.642.578	684.978.353
Investments	305.427.968	189.369.872
Others financial assets	15.476.647	21.408.092
Credit portfolio and financial leasing operations	7.529.359.975	6.812.404.903
Commercial accounts receivable and other accounts receivable	161.855.569	143.684.835
Accounts receivable -related and affiliated parties	0	0
Technical reserves of reinsurers	0	0
Current tax assets	36.143.077	29.330.399
Deferred taxes assets	5.605.056	5.605.056
Other non-financial assets	220.100	1.430.646
Non-current assets or assets groups for disposal, classified as held for sale or as held for distribution to owners	0	0
Investment property	0	0
Properties, plant and equipment	30.214.026	30.397.500
Inventories	0	0
Biological assets	0	0
Capital gains	0	0
Intangible assets other than capital gains	3.807.240	841.193
Investments accounted for using the equity method	0	0
Investments in subsidiaries, joint businesses, and associates	0	0
Total assets	8.635.752.236	7.919.450.849
Equities and liabilities [synopsis]		
Liabilities [synopsis]		
Deposits and current liabilities	4.669.944.000	4.506.868.000
Other financial liabilities	1.896.925.391	1.410.666.149
Technical reserves	19.731.426	12.177.855
Provision for employee benefits	2.292.002	2.242.413
Other provisions	15.636.396	15.744.525
Commercial accounts payable and other accounts payable	31.998.395	33.019.999
Accounts payable to related parties	0	0
Current taxes liabilities	40.416.312	15.301.546
Securities issued	928.185.377	928.740.690
Other non-financial liabilities	4.429.920	296.528
Liabilities included in assets groups classified as held for sale	0	0
Deferred taxes liabilities	7.681.260	7.681.260
Total liabilities	7.617.240.479	6.932.738.965
Equity [synopsis]		
Issued capital	887.480.160	858.636.800
Assigned capital	0	0
Treasury shares in portfolio	0	0
Supplementary investment to the assigned capital	0	0
Share premium	0	0
Outturn for the financial year	33.500.509	31.520.099
Retained earnings	0	0
Other equity interests	36.605.411	34.639.017
Reserves	60.925.677	61.915.968
Equity attributable to owners of the parent or controlling company	1.018.511.757	986.711.884
Non-controlling interests	0	0
Total equity	1.018.511.757	986.711.884
Total equity and liabilities	8.635.752.236	7.919.450.849

[320000] Integral income statement, period income statement, by expense nature				
Income Statement	Accumulated		Quarter	
Period income statement [summary]	01/01/2016	01/01/2015	01/07/2016	01/07/2015
Profits (losses) [synopsis]	30/09/2016	30/09/2015	30/09/2016	30/09/2015
Profits (losses) for operation activities	615.872.723	400.846.723	218.690.814	143.254.170
Other profits(losses)	0	0	0	0
Financial income	811.269.815	487.828.109	236.204.702	288.900.632
Financial costs	-1.255.349.559	-771.262.064	-394.868.532	-388.631.205
Increase (decrease) of inventories of finished and unfinished products	0	0	0	0
Other work completed by the entity and capitalised	0	0	0	0
Raw materials and other supplies used	0	0	0	0
Expenses for employee benefits	-550.480	0	-137.944	0
Expenses for credit portfolio provisions and financial leasing operations	-10.037.303	-5.361.523	-4.419.114	-2.353.436
Depreciation and amortisation expenses	-1.102.687	-1.093.733	-368.983	-323.751
Reversal of Impairment Losses (impairment losses) recognised in the period income statement	0	0	0	0
Other expenses	-87.108.795	-68.599.984	-30.934.470	-23.904.031
Other profits(losses)	22.593.667	7.138.449	1.851.286	696.443
Profits (losses) for operation activities	539.667.125	332.929.932	184.681.589	117.369.395
Difference between the amount in books of payable dividends and carrying amount of distributed assets other than cash	0	0	0	0
Profits (losses) based on the net monetary position	0	0	0	0
Profits (losses) due to the derecognition of Financial Assets measured at amortized cost	0	0	0	0
Participation in profits (losses) of associates and joint businesses accounted by using the equity method	0	0	0	0
Other incomes (expenses) from subsidiaries, associates and jointly controlled entities	0	0	0	0
Profits (losses) arising from differences between amounts in previous books and the fair value of financial assets reclassified as measured at fair value	0	0	0	0
Profits (losses) before taxes	95.587.381	49.495.977	26.017.759	17.638.822
Incomes (expenses) from tax payment	-62.086.872	-33.056.365	-16.460.741	-9.924.461
Profits (losses) from continuing operations	33.500.509	16.439.612	9.557.018	7.714.361
Profits (losses) from discontinued operations	0	0	0	0
Profits (losses)	33.500.509	16.439.612	9.557.018	7.714.361

[510000] Cash Flow Statement, direct method		
Cash Flow Statement [synopsis]		
Cash flows from (used in) operating activities [synopsis]	01/01/2016	01/01/2015
Collection types from operating activities [synopsis]	30/09/2016	30/09/2015*
Collections from credit portfolio and financial leasing operations	1.075.050.978	0
Collections from deposits and current liabilities	7.134.587.653	0
Collections from receivables of insurance business	0	0
Collections from the sale of goods and the rendering of services	928	0
Collections from royalties, fees, commissions, and others incomes from ordinary activities	55.236.296	0
Collections from contracts held for dealing or trading purposes	0	0
Collections from premiums and benefits, annuities and other underwritten policies benefits	66.401	0
Collections from subsequent revenues and sales of assets held for rental to others and subsequently held for sale	131.071	0
Other collections related to operating activities	0	0
Types of cash payments from operating activities [summary]		
Payments from credit portfolio and financial leasing operations	-1.883.305.362	0
Payments from deposits and current liabilities	-7.053.366.389	0
Payments from receivables of insurance business	0	0
Payments to suppliers for the sale of goods and the rendering of services	-50.537.627	0
Payments for contracts held for dealing or trading purposes	0	0
Payments to and on behalf of employees	-21.422.271	0
Payments for premiums, claims, annuities, and other obligations for underwritten policies	-636.774	0
Payments for acquiring or producing assets held for rental to others and subsequently held for sale	0	0
Other payments related to operating activities	-2.469.322	0
Net cash flows from (used in) operations	-746.664.418	0
Dividends paid	0	0
Dividends received	418.720	0
Interest paid	-372.940.969	0
Interest received	524.469.520	0
Reimbursed earnings taxes (paid)	-51.944.293	0
Others cash inflows (outflows)	0	0
Net cash flows from (used in) operation activities	-646.661.440	0
Cash flows from (used in) investment activities [synopsis]		
Cash flows from losing control of subsidiaries or other businesses	0	0
Cash flows used for the control of subsidiaries or other business	0	0
Other collections for the sale of equity or debt instruments of other entities	0	0
Other payments for acquire equity or debt instruments of other entities	0	0
Other collections for the sale of holdings in joint businesses	0	0
Other payments for acquisition of holdings in joint businesses	0	0
The amounts raised by the sale of properties, plant and equipment	0	0
Purchases of properties, plant and equipment	-314.734	0
The amounts raised for the sale of intangible assets	0	0
Intangible assets purchasing	-734.135	0

Resources for sales of other long-term assets	0	0
Others long-term assets purchases	0	0
Amounts coming from Government subsidies	0	0
Cash advances and loans granted to third parties	0	0
Collections from the repayment of advances and loans granted to third parties	0	0
Payments from future, temporary, and option contracts and swaps	-129.863.953	0
Collections from future, temporary, and option contracts and swaps	50.885.499	0
Dividends received	0	0
Dividends paid	0	0
Interest received	0	0
Reimbursed (paid) income taxes	0	0
Other cash inflows	27.650.758	0
Net cash flows from (used in) investing activities	-52.376.565	0
Cash flows from (used in) financing activities [synopsis]		
Resources by changes in shareholdings in property in subsidiaries that do not give rise to a loss of control	0	0
Payments by changes in shareholdings in property in subsidiaries that do not give rise to a loss of control	0	0
Amounts coming from issue of shares	0	0
Amounts coming from other equity instruments	0	0
Payments for acquire or redeem the entity's shares	0	0
Payments for other equity interests	0	0
Amounts coming from loans	626.163.800	0
Loan repayments	0	0
Liabilities payments for finance leases	0	0
Amounts coming from Government subsidies	0	0
Dividends paid	0	0
Interest paid	-41.137.882	0
Reimbursed (paid) income taxes	0	0
Others cash inflows (outflows)	0	0
Net cash flows from (used in) financing activities	585.025.918	0
Increase (decrease) net of cash and cash equivalents, before the effect of changes in the exchange rate	-114.012.087	0
Exchange rate variation effects in the cash and cash equivalents [synopsis]	-16.349.805	0
Exchange rate variation effects in the cash and cash equivalents	-16.349.805	0
Net increase/(decrease) in cash and cash equivalents	-130.361.892	0
Cash and cash equivalents at the beginning of the period	678.004.470	0
Cash and cash equivalents at the end of the period	547.642.578	0

*Findeter does not disclose the comparative Statement of Cash Flows. The figures for the 2015 based in COLGAAP standards, are significantly different from IFRS standards.