



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

**UNAUDITED
QUARTERLY FINANCIAL STATEMENTS
IFRS**

Q4- 2016



General information about the Quarterly Financial Statements (Q4-2016)

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	31/12/2016
Period Covered by the Financial Statements	31/12/2016
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 Colombian Financial Superintendence (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 throughout Colombia. Findeter supports infrastructure projects in sectors such as potable water, transportation, education, health, among others. 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	31/12/2016	31/12/2015
Assets	Annual Accumulated	Previous year end
Cash and cash equivalents	696.743.156	684.978.353
Investments	232.369.067	189.369.872
Others financial assets	18.961.075	21.408.092
Credit portfolio and financial leasing operations	7.746.319.653	6.812.404.903
Commercial accounts receivable and other accounts receivable	156.223.536	143.684.835
Accounts receivable -related and affiliated parties	-	-
Technical reserves of reinsurers	-	-
Current tax assets	42.446.212	29.330.399
Deferred taxes assets	27.614.994	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	-	-
Investment property	-	-
Properties, plant and equipment	29.946.579	30.397.500
Inventories	-	-
Biological assets	-	-
Capital gains	-	-
Intangible assets other than capital gains	2.871.027	841.193
Investments accounted for using the equity method	-	-
Investments in subsidiaries, joint businesses, and associates	-	-
Total assets	8.953.715.399	7.919.450.849
Equities and liabilities	-	-
Liabilities	-	-
Deposits and current liabilities	4.755.332.000	4.506.868.000
Other financial liabilities	2.109.853.827	1.410.666.149
Technical reserves	23.825.530	12.177.855
Provision for employee benefits	5.627.405	2.242.413
Other provisions	24.402.986	15.744.525
Commercial accounts payable and other accounts payable	14.677.156	33.019.999
Accounts payable to related parties	-	-
Current taxes liabilities	48.934.239	15.301.546
Securities issued	928.587.505	928.740.690
Other non-financial liabilities	26.794	296.528
Liabilities included in assets groups classified as held for sale	-	-
Deferred taxes liabilities	11.511.683	7.681.260
Total liabilities	7.922.779.125	6.932.738.965
Equity	-	-
Issued capital	887.480.160	858.636.800
Assigned capital	-	-
Treasury shares in portfolio	-	-
Supplementary investment to the assigned capital	-	-
Share premium	-	-
Outturn for the financial year	41.494.171	31.520.099
Retained earnings	-	-
Other equity interests	41.036.266	34.639.017
Reserves	60.925.677	61.915.968
Equity attributable to owners of the parent or controlling company	1.030.936.274	986.711.884
Non-controlling interests	-	-
Total equity	1.030.936.274	986.711.884
Total equity and liabilities	8.953.715.399	7.919.450.849

[320000] Integral income statement, period income statement, by expense nature				
Income Statement	Accumulated		Quarter	
Period income statement	1/01/2016	1/01/2015	1/10/2016	1/10/2015
Profits (losses)	31/12/2016	31/12/2015	31/12/2016	31/12/2015
Profits (losses) for operation activities	855.727.158	571.768.507	226.423.009	106.185.603
Other profits(losses)	-	-	-	-
Financial income	918.553.712	743.347.256	120.715.322	212.644.638
Financial costs	-1.543.264.560	-1.155.038.612	-287.915.001	-290.610.333
Increase (decrease) of inventories of finished and unfinished products	-	-	-	-
Other work completed by the entity and capitalised	-	-	-	-
Raw materials and other supplies used	-	-	-	-
Expenses for employee benefits	-37.263.269	-31.534.279	-9.581.716	-5.642.092
Expenses for credit portfolio provisions and financial leasing operations	-24.581.751	-60.347.653	-14.544.448	-53.336.922
Depreciation and amortisation expenses	-1.841.496	-1.431.520	-738.809	-119.293
Reversal of Impairment Losses (impairment losses) recognised in the period income statement	-	-	-	-
Other expenses	-88.544.499	-64.423.551	-28.566.777	-10.793.872
Other profits(losses)	33.569.853	70.598.941	10.976.187	63.212.562
Profits (losses) for operation activities	112.355.148	72.939.089	16.767.767	21.540.291
Difference between the amount in books of payable dividends and carrying amount of distributed assets other than cash	-	-	-	-
Profits (losses) based on the net monetary position	-	-	-	-
Profits (losses) due to the derecognition of Financial Assets measured at amortized cost	-	-	-	-
Participation in profits (losses) of associates and joint businesses accounted by using the equity method	-	-	-	-
Other incomes (expenses) from subsidiaries, associates and jointly controlled entities	-	-	-	-
Profits (losses) arising from differences between amounts in previous books and the fair value of financial assets reclassified as measured at fair value	-	-	-	-
Profits (losses) before taxes	112.355.148	72.939.089	16.767.767	21.540.291
Incomes (expenses) from tax payment	-70.860.977	-41.418.990	-8.774.105	-5.605.378
Profits (losses) from continuing operations	41.494.171	31.520.099	7.993.662	15.934.913
Profits (losses) from discontinued operations	-	-	-	-
Profits (losses)	41.494.171	31.520.099	7.993.662	15.934.913

[510000] Cash Flow Statement, direct method		
Cash Flow Statement		
Cash flows from (used in) operating activities	1/01/2016	1/01/2015
Collection types from operating activities	31/12/2016	31/12/2015
Collections from credit portfolio and financial leasing operations	1.453.046.195	1.593.677.252
Collections from deposits and current liabilities	9.270.637.653	9.267.625.880
Collections from receivables of insurance business	-	-
Collections from the sale of goods and the rendering of services	1.148	-
Collections from royalties, fees, commissions, and others incomes from ordinary activities	82.993.582	72.553.117
Collections from contracts held for dealing or trading purposes	-	-
Collections from premiums and benefits, annuities and other underwritten policies benefits	68.115	-
Collections from subsequent revenues and sales of assets held for rental to others and subsequently held for sale	190.871	-
Other collections related to operating activities	-	-
Types of cash payments from operating activities	-	-
Payments from credit portfolio and financial leasing operations	-2.487.027.446	-2.351.856.576
Payments from deposits and current liabilities	-9.091.526.136	-9.638.451.411
Payments from receivables of insurance business	-	-
Payments to suppliers for the sale of goods and the rendering of services	-68.237.603	-123.111.105
Payments for contracts held for dealing or trading purposes	-	-
Payments to and on behalf of employees	-31.850.470	-23.620.937
Payments for premiums, claims, annuities, and other obligations for underwritten policies	-2.381.075	-
Payments for acquiring or producing assets held for rental to others and subsequently held for sale	-	-
Other payments related to operating activities	-2.598.066	-2.684.661
Net cash flows from (used in) operations	-876.683.232	-1.205.868.441
Dividends paid	-	-
Dividends received	418.721	53
Interest paid	-486.995.301	-
Interest received	700.896.492	350.540.557
Reimbursed earnings taxes (paid)	-63.233.847	-54.743.243
Others cash inflows (outflows)	-	-
Net cash flows from (used in) operation activities	-725.597.167	-910.071.074
Cash flows from (used in) investment activities	-	-
Cash flows from losing control of subsidiaries or other businesses	-	-
Cash flows used for the control of subsidiaries or other business	-	-
Other collections for the sale of equity or debt instruments of other entities	-	-
Other payments for acquire equity or debt instruments of other entities	-	-
Other collections for the sale of holdings in joint businesses	-	-
Other payments for acquisition of holdings in joint businesses	-	-
The amounts raised by the sale of properties, plant and equipment	-633.093	-2.328.912
Purchases of properties, plant and equipment	-	-
The amounts raised for the sale of intangible assets	-1.589.128	-
Intangible assets purchasing	-	-

Resources for sales of other long-term assets	-	-
Others long-term assets purchases	-	-
Amounts coming from Government subsidies	-	-
Cash advances and loans granted to third parties	-	-
Collections from the repayment of advances and loans granted to third parties	-	-
Payments from future, temporary, and option contracts and swaps	-140.502.218	-31.970.051
Collections from future, temporary, and option contracts and swaps	53.850.854	138.322.560
Dividends received	-	-
Dividends paid	-	-
Interest received	-	-
Reimbursed (paid) income taxes	-	-
Other cash inflows	27.675.709	-
Net cash flows from (used in) investing activities	-61.197.876	104.023.597
Cash flows from (used in) financing activities	-	-
Resources by changes in shareholdings in property in subsidiaries that do not give rise to a loss of control	-	-
Payments by changes in shareholdings in property in subsidiaries that do not give rise to a loss of control	-	-
Amounts coming from issue of shares	-	-
Amounts coming from other equity instruments	-	-
Payments for acquire or redeem the entity's shares	-	-
Payments for other equity interests	-	-
Amounts coming from loans	827.072.872	415.860.078
Loan repayments	-	-
Liabilities payments for finance leases	-	-
Amounts coming from Government subsidies	-	-
Dividends paid	-	-
Interest paid	-59.265.485	-
Reimbursed (paid) income taxes	-	-
Others cash inflows (outflows)	46.914.782	29.273.674
Net cash flows from (used in) financing activities	814.722.169	445.133.752
Increase (decrease) net of cash and cash equivalents, before the effect of changes in the exchange rate	27.927.126	-360.913.725
Exchange rate variation effects in the cash and cash equivalents [synopsis]	-16.162.323	132.857.793
Exchange rate variation effects in the cash and cash equivalents	-16.162.323	132.857.793
Net increase/(decrease) in cash and cash equivalents	11.764.803	-228.055.932
Cash and cash equivalents at the beginning of the period	684.978.353	913.034.285
Cash and cash equivalents at the end of the period	696.743.156	684.978.353

Statement of Changes in Equity									
	Subscribed and Paid Capital	Declared Dividends	Legal Reserves	Ocasional Reserves	Conversion Results	Unrealized gains or losses	Accumulated gains	Profits	Total Equity
Balance as of January 1, 2015	822.285.400	365	43.062.120	21.200.410	34.071.300		34.005.370		954.624.965
Changes in Equity									
Earnings Distribution	36.351.400	532	3.400.537	-5.747.099			-34.005.370		
Yearly earnings								43.780.447	43.780.447
Other integral results						566.820	2.076.204		2.643.024
Total changes in Equity	36.351.400	532	3.400.537	-5.747.099		566.820	-31.929.166	43.780.447	46.423.471
Final balance as of December 31, 2015	858.636.800	897	46.462.657	15.453.311	34.071.300	566.820	2.076.204	43.780.447	1.001.048.436
Changes in Equity									
Earnings Distribution	28.841.300	1.162	2.785.217	-3.775.506			15.928.274	-43.780.447	
Yearly earnings								41.494.171	41.494.171
Other integral results						-11.606.332			-11.606.332
Total changes in Equity	28.841.300	1.162	2.785.217	-3.775.506		-11.606.332	15.928.274	-2.286.276	29.887.839
Final balance as of December 31, 2016	887.478.100	2.059	49.247.874	11.677.805	34.071.300	-11.039.512	18.004.478	41.494.171	1.030.936.275

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