

June 12 de 2025

**Financiera de Desarrollo Territorial S.A. -FINDETER**  
**Financial results 2024 y Q1 2025**

**Event Transcript**

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***Diapositiva 1 (Moderador)***

Welcome to FINDETER's presentation of its financial results for 2024 and Q1 2025.

My name is Sara and I will be your operator for today's presentation.

We have just a few announcements before we begin. At this time, all participants are in a listen only mode. Please note that this conference is being recorded.

The slides will advance automatically throughout the presentation. Below the slides window in your browser, you will find Q&A icon to submit a question at any time.

***Diapositiva 2***

Disclaimer

***Diapositiva 3 (Moderador)***

The presentation is divided into four sections. First, we'll discuss our financial and operational results for 2024 and our outlook for 2025. Then, we'll discuss how Findeter has closed gaps in the country through technical assistance and project implementation. Then, we'll see the financed projects and the relevant sectors. Finally, we'll look at what we've achieved in terms of social and environmental impact.

***Diapositiva 4-5 (Moderador)***

We will begin by learning about Findeter's responsible funding and financial sustainability in 2024 and what's expected in 2025. We welcome Jose Alberto Laurens, Findeter's Treasurer.

***Diapositiva 6 (Jose)***

Analyzing Findeter's asset performance through December 2024, we highlight notable variations in its main accounts. At year-end, total assets reached COP 16.1 trillion, increasing 9.1% year-over-year. Gross portfolio was the best-performing component, growing 11.3% last year to COP 13.6 trillion. Naturally, this performance is explained by record loan placements and the effective mitigation of the impact generated by prepayments and principal amortizations.

Findeter's capital structure is composed of 89.8% liabilities and 10.1% equity. Within this total structure, the most representative item is deposits, with a 65.3% share, followed by multilateral and commercial bank loans, which represent 22.3%. A minor 1.6%, which is made up of bonds and, finally, 0.47% to other liabilities. Deposits grew by 22.1% year-over-year, due to the higher issuance volume to meet CFEN requirements, the high concentration of maturities of less than one year, and placements that exceeded expectations.

Regarding equity, at the end of 2024, it showed a growth of 4.5% compared to 2023, a change that occurred as a result of the ordinary increase in the profit and loss account for the fiscal year of \$63,837 million pesos. It is important to remember that, by law, the profits generated by Findeter are reinvested in the entity.

Regarding the income statement, it is worth mentioning that operating income decreased by 8.9% compared to 2023; however, the results are higher than expected given the performance of financial income, which experienced a growth of 0.6%. On the other hand, operating expenses in 2024 showed a decrease of 6.5%, a figure mainly explained by the

performance of funding sources other than the issuance of Term Deposit Certificates (CDTs) and the valuation of derivatives.

While satisfactory operating results were achieved, the Entity's financial statements required it to record the impact of several provisions for various items: i) a provision for the direct credit portfolio; ii) a change in the category of financial intermediaries in the rediscount portfolio due to the deterioration of their portfolio quality indicators according to the internal valuation model; iii) a provision for water bonds of \$15 billions; and iv) an increase in the ordinary provision for the credit portfolio in line with the higher volume of funds placed. As evidenced, profit before taxes decreased 49.0% year-over-year, reaching \$130.635 billion. When the current and deferred tax effect, representing an effective tax rate of 51.1%, was included, net income closed at \$63.837 billion, equivalent to a decrease of 61.5%.

#### ***Diapositiva 7 (Jose)***

The solvency ratio showed a result of 19.7%, a decrease of 18.2% compared to the results obtained at the end of 2023. This is attributed to the increase in the market and operational risk value of 35.9% and 18.5% respectively, as a result of the upward variation in the exchange rate, which had a direct impact on hedging and, consequently, on the interest rate and exchange rate modules. Furthermore, risk-weighted assets grew by 24.6% as a result of the increase in approved undisbursed loans, greater credit exposure, and an increase in the investment portfolio. Finally, technical equity increased by 8.3%, due to the increase in book equity and a lower value of deferred taxes.

The portfolio quality indicator shows an upward trend, directly impacting the portfolio quality indicator, with a result of 2.2%. The portfolio of a specific beneficiary shows the most significant impact.

#### ***Diapositiva 8 (Jose)***

Profitability indicators in 2024 show a performance that returns to Findeter's historical average. The ROE indicator showed a result of 3.9%, a decrease of 672 basis points compared to 2023, with the financial margin having the greatest impact on the result due to the loan portfolio provisions recorded during the current year. Because provisions have a temporary effect on the financial statement, it should be noted that the net interest income performed satisfactorily, closing at levels of 2.7% on average, explained by a less pronounced drop in the IBR (Interest Rate), with a direct impact on the lending rate, and by a lower cost of funding sources associated with fixed-rate instruments, such as loans subscribed with the IDB, and a greater share of this index in the volume of traded issues. Regarding EBITDA, it registered positive results, higher than those achieved in the pre-pandemic years.

The efficiency indicator increased by 10 basis points compared to the same period in 2023, closing at 2.0%, an optimal value compared to the 2.4% expectations for 2024. This result is in line with the performance of earning assets, which experienced 9.3% year-over-year growth, mainly explained by the performance of the gross loan portfolio and liquidity. Although the administrative expense component experienced 18.9% growth, efficiency benefited most from earning assets, which is why it presents a satisfactory performance at the end of the fiscal year.

#### ***Diapositiva 9 (Jose)***

As of December 2024, Findeter's funding sources, excluding equity, amounted to \$14.4 trillion pesos. These include deposits, bonds, and loans with multilateral banks.

During the year to December, CDT issuances and renewals totaled \$8.6 trillion pesos, representing a 22.9% increase compared to 2023, a figure that demonstrates investor support for the entity's management.

Financial obligations ranked second in funding, representing 25.0%, with a 32.8% increase compared to 2023. It should be noted that this increase is primarily due to the inflow of funds associated with the loan signed with BBVA.

Another item within the funding corresponds to outstanding investment securities, which represented 1.8%, decreasing their participation compared to the other funding instruments due to the maturity in 2024 of three previous bond issues. One tranche of the sustainable bond, remains outstanding.

### ***Diapositiva 10 (Jose)***

Compared to Q1 2024, the net portfolio showed an increase of 15.7%, closing at \$14.8 billion pesos; this was leveraged by the performance of loans during the current year. Overall, the portfolio performed optimally: disbursements exceeded expectations, portfolio amortization in line with estimates, and under-execution of prepayments.

Findeter's capital structure as of Q1 2025 is composed of 90.6% liabilities and 9.4% equity. Within this total structure, the most representative item is deposits, with a share of 69.6%, followed by multilateral and commercial banking loans, which represent 18.6%; Deposits grew 40.8% year-over-year, due to the higher issuance volume to meet CFEN requirements, the high concentration of maturities of less than one year, and loan placements ahead of schedule. Regarding equity, at the close of Q1 2025, it showed a 5.1% increase compared to 2024, a change that resulted from an ordinary increase in the profit and loss account for the fiscal year of \$24,534 million pesos. It is important to remember that, by law, the profits generated by Findeter are reinvested in the company.

Regarding the income statement, it is worth mentioning that operating revenues grew 35.2%, as did operating expenses, which grew 55.1%, due to the performance of non-portfolio components, the most significant being foreign exchange difference accounts. It is important to note that in March 2025, inflation was 0.52%, lower than analysts' expectations and leading to annual inflation of 5.09%. Inflation is declining slowly and facing challenges in the form of regulated service prices, a challenging fiscal environment, and high international uncertainty. Given this, the Central Bank has maintained a restrictive monetary policy unchanged in the first quarter of 2025 with a reference rate of 9.50%. Indexed rates remain at high levels despite the declines seen in previous months. The behavior of rates combined with the favorable performance of disbursements means that portfolio interest income does not show a significant drop, which generates a positive effect on Findeter's financial statements.

On the other hand, financial expenses showed a fall of 12.7%, where the variation in expenses is greater than income and this is mainly due to the fact that the cost of hedge devaluations shows a significant decrease compared to 2024. In addition to the above, the payment of interest on CDT'S has also shown a decrease of 0.82% derived from a fall in the spreads of collection in IBR, favoring the cost. However, the decrease is not greater given that an increase in the total issuance volume has been seen compared to last year.

Overall, the net interest income has evolved positively, benefiting the Entity's operating performance and absorbing the increased administrative expenses necessary to leverage business operations. Accordingly, profit before taxes closed Q1-2025 at \$40 billions and net income at \$2 billions, exceeding the expectations incorporated in the financial projections. It is worth noting that the Entity is experiencing a default on a direct credit obligation from one of its clients, for which it must assume a provision of up to 50% of the portfolio placed on this obligation. This will have a negative impact on the financial statements forecast for Q2-2025. This will reverse the trend seen through Q1-2025 and will lead to focusing all efforts on minimizing this impact for the remainder of the year.

### ***Diapositiva 11 (Jose)***

The ROE indicator showed a result of 6.0%, a growth of 212 basis points compared to 2024. The cumulative results are positive, with operating profit showing a 143% year-to-date budget compliance, leveraged by the over-execution of the financial margin, combined with commission and administrative expense income in line with expectations. The operating result generated a positive impact on EBITDA, leading to a result of \$44.3 billions, with a growth of 40.3% compared to Q1 2024.

The efficiency indicator showed a result of 2.0%, in line with the performance of earning assets, which experienced a 20.1% year-over-year growth, mainly explained by the performance of the gross loan portfolio. Although the administrative expense component experienced a 17.7% increase, efficiency has been largely driven by productive assets, and for this reason, it is performing satisfactorily at the close of the first quarter of 2025.

### ***Diapositiva 12 (Jose)***

At the end of Q1 2025, Findeter's funding sources, excluding equity, amounted to \$15.8 trillion pesos. CDT issuances and renewals amounted to \$2.98 trillion pesos, higher than the quarterly estimate of \$1.65 trillion pesos, given that the entity had to provision for the resources associated with the high issuance volume and to meet scheduled maturities.

Financial obligations ranked second in funding, equivalent to \$3.28 trillion pesos, with no substantial changes given that no new loans have been signed.

Finally, outstanding investment securities show no changes, primarily reflecting the second tranche of the sustainable bond.

The Finance Vice Presidency expects to increase the funding share of loans to 30% in the coming years and facilitate bond issuance given the entry of the Sustainability Directorate and as market conditions favor the financing of these instruments.

***Diapositiva 13-14 (Moderador)***

Thank you, Jose Alberto, for such valuable information. We welcome Maria Lourdes Lacouture, Investor Relations Officer, to tell us how Findeter closes social gaps in the country through technical assistance and project implementation.

***Diapositiva 15 (Maria Lourdes)***

Regarding technical assistance and project execution, we are making progress in the contractual management, execution, and settlement of 780 projects valued at COP \$5.9 trillion pesos in resources managed by Findeter. Additionally, as a result of new, consolidated partnerships with national and territorial entities, at the end of the 2024 fiscal year, we had 233 projects in the initiation phase, that is, in the process of structuring preliminary studies, issuing a call for proposals, or completing improvements and legalization.

The projects are located in sectors vital to the country's sustainable development, such as drinking water and basic sanitation, sports and recreation, urban development and housing, education, energy, productive strengthening and development, the environment, health, telecommunications, and transportation, generating a social impact throughout the country.

***Diapositiva 16 (Maria Lourdes)***

Findeter, as a key ally of the national government, continues to foster partnerships that promote the country's grassroots economy. On this occasion, we would like to highlight a partnership with the Agriculture Ministry that seeks to strengthen productive projects and programs, with the implementation of public policy. A partnership was also established with the Interior Ministry, which seeks to promote the implementation of projects focused on strengthening, promoting, and protecting Indigenous peoples, and a project bank for social organizations. Finally, a partnership with the Housing Ministry seeks to conduct an assessment and rehabilitation of wells and mills in four municipalities in the Department of La Guajira.

***Diapositiva 17 (moderador)***

We now turn to the results in terms of FINDETER project financing in 2024 and the first quarter of 2025. Maria Lourdes Lacouture continues.

***Diapositiva 18 (Maria Lourdes)***

Financing through rediscount and direct credit is a fundamental component of our service portfolio. Last year, we achieved historic disbursements. In 2024, Findeter disbursed COP 5.3 trillion, of which COP 4.4 trillion corresponded to rediscounts and COP 0.9 trillion to direct credit.

***Diapositiva 19 (Maria Lourdes)***

We are promoting the country's strategic sectors, financing projects that support the comprehensive development of the regions to improve the quality of life of Colombians. Funding in 2024 was allocated to 12 sectors, with energy, urban development, housing, and health having the highest share.

These resources have been allocated to financing projects that contribute to closing socioeconomic gaps and inequalities in the regions, positively impacting the unmet basic needs of Colombians, and also enabling progress toward achieving the Sustainable Development Goals (SDGs).

During this period, we financed 668 projects, 191 of which were in municipalities in categories 3, 4, 5, and 6. These initiatives have an impact on the popular economy and also include social housing projects.

***Diapositiva 20 (Maria Lourdes)***

It is clear that, over the years and through various lines of financing, Findeter has built a portfolio that is strategically distributed across Colombia's different geographic regions. This approach has been fundamental in providing support to the country's diverse regions. Our vision is clear: to continue supporting municipalities in categories 3, 4, 5, and 6, in order to generate a positive and significant impact on the most vulnerable communities.

As seen in this image, the largest portion of Findeter's portfolio, 63%, is located in the Andean region of the country, followed by the Caribbean region with 25%. We continue working to achieve a more equitable distribution and positively impact the neediest territories.

***Diapositiva 21 (Maria Lourdes)***

By 2025, our goal is to disburse \$3.45 trillion. As of March, the annual disbursement target was met by 57%, or \$1.99 trillion. The most notable sectors are energy, urban development, and housing.

Additionally, by 2025, we seek to impact 155 territorial entities in categories 3, 4, 5, and 6. As of March, we surpassed the target with 207 municipalities in those categories.

***Diapositiva 22-23 (Maria Lourdes)***

In its quest to positively impact Colombian territories, Findeter increased its credit lines with special rates to provide greater opportunities for beneficiaries. The lines focus in general on infrastructure projects and on the housing and energy sectors.

***Diapositiva 24 (moderador)***

As we've heard, Findeter is contributing to closing gaps in various regions of the country through its portfolio. However, Findeter has also sought to support this goal on other fronts, such as the creation of comprehensive support spaces for governors and mayors from different regions of Colombia during their term. Last but not least, Findeter would like to share with you the progress made with its sustainability strategy. Maria Lourdes, please continue.

***Diapositiva 25 (Maria Lourdes)***

At Findeter, we recognize the role we have played for several years as a bank for sustainable development and climate change mitigation, allocating financial resources and making decisions that can contribute to reducing greenhouse gas emissions in the country. To continue closing gaps in 2024, the creation of a new area, the Sustainability Office, was consolidated. This new strategic axis allowed us to design and establish an "Open Banking for Sustainable Development" strategy comprised of six fundamental objectives. Among the early victories we achieved in 2024 are: the construction of a sustainability knowledge baseline of Findeter's employees, and the development of an initial training program for new sustainability promoters within the entity. The criteria required to expand the scope of SARAS coverage of operations were also designed, and a baseline inventory of goods and services was identified for sustainable purchasing criteria.

***Diapositiva 26 (Maria Lourdes)***

In 2025, the actual execution of the sustainability strategy began, which has allowed us to lay the methodological and conceptual foundations that will guide the strategy's development over time. Some of the most significant milestones we have developed this year include: Launching and disseminating the sustainability strategy to the entire entity. Defining a methodology for classifying and marking sustainable portfolios. Sustainability training for board members. Designing a

training plan for key partners. Obtaining Scope 1 carbon neutrality certification and Implementing a framework for measuring the environmental and social impacts of the operations and projects we support at the entity.

***Diapositiva 27: Moderadora***

With this we conclude today's presentation by thanking you for your attention and interest in FINDETER's results. For questions and additional information, please contact the Investor Relations office.

Thank you all.