

BBVA COLOMBIA

3Q16 Results

adelante.
con tu futuro

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Macroeconomic Background

✓ Global growth recovery remains slow. Our guidance is a global economic growth of 3,2% for 2017

✓ In Colombia, growth in 2017 will be driven by private investment and infrastructure expenditure. In total, our guidance is an economic growth of 2,4% next year

✓ Inflation will end in 4,1% in Dec-17 (vs. 5,9% in Dec-16). The food price correction and stability in the exchange rate will help the CPI.

✓ Labor Market maintains a gradual deterioration nonetheless formal employment has shown resilience rarely seen in last occasions.

✓ First cut of policy rate will be on February. At the end of 2017 the policy rate of the Central Bank will be 6,25%. Our guidance for the natural rate is 4,75%

Highlights



Sound
performance
in a highly
competitive
environment...



... limited cost
increase...



... keeping
Credit Quality
vs industry

1

3Q16 Results



Leader in Retail Banking

Amounts in million COP

Assets \$51.194

TAM: 10.1%

Share: 9.7%

Ranking: 4



Loan Portfolio \$38.741

TAM: 10.8%

Share: 10.3%

Ranking: 4



Consumer \$13.502

TAM: 18.5%

Share: 13.3%

Ranking: 3

Deposits \$40.374

TAM: 17.8%

Share: 12.1%

Ranking: 4



Equity \$3.825

TAM: 4.7%

Share: 5.4%

Ranking: 6



Mortgages \$9.401

TAM: 12.4%

Share: 18.8%

Ranking: 3

Balance sheet

Million COP

	3Q15	2Q16	3Q16	TAM	
				abs	%
Cash	3,453,444	3,838,701	3,227,752	(225,692)	(6.5)
Active Positions in monetary market	1,280,100	830,650	846,593	(433,507)	(33.9)
Investment Securities & Derivatives	5,955,992	7,021,289	7,501,803	1,545,810	26.0
Loan Portfolio and Leasing Operations	34,882,795	38,369,789	38,690,474	3,807,679	10.9
Impairment	(1,174,926)	(1,409,510)	(1,481,006)	(306,079)	26.1
Other Assets	2,081,071	2,210,613	2,408,866	327,795	15.8
Total Assets	46,478,476	50,861,532	51,194,482	4,716,006	10.1
Deposits and Financial Claims	36,811,150	42,580,082	42,811,537	6,000,387	16.3
Passive Positions in monetary market	1,703,764	631,089	753,843	(949,920)	(55.8)
Financial Instruments at Fair Value	1,435,161	964,373	954,604	(480,557)	(33.5)
Banks And Other financial Obligations	1,377,657	1,340,022	1,201,244	(176,413)	(12.8)
Other Liabilities	1,495,817	1,546,852	1,648,148	152,331	10.2
Total Liabilities	42,823,548	47,062,418	47,369,376	4,545,828	10.6
Suscribed and Paid-in capital	89,779	89,779	89,779	-	-
Specific Destination Reserves and Funds	1,977,124	2,279,237	2,279,237	302,113	15.3
Surplus	1,137,665	1,150,130	1,097,139	(40,526)	(3.6)
Gains or Losses	450,359	279,968	358,950	(91,409)	(20.3)
Stockholder's Equity	3,654,928	3,799,114	3,825,106	170,178	4.7
Total Liabilities and Stockholder's Equity	46,478,476	50,861,532	51,194,482	4,716,006	10.1

Note: The information in the Balance Sheet and Income Statement belongs to the application of IFRS and the SFC methodology, which is not comparable with the information published in 2014.

Income Statement

Million COP

	3Q15	2Q16	3Q16	3Q16/3Q15		3Q16/2Q16	
				abs	%	abs	%
NET INTEREST INCOME	558,831	514,249	505,321	(53,509)	(9.6)	(8,928)	(1.7)
NET COMISSION INCOME	32,464	29,663	31,305	(1,160)	(3.6)	1,642	5.5
OTHER OPERATING INCOME	88,082	168,709	112,508	24,426	27.7	(56,201)	(33.3)
GROSS MARGIN	679,377	712,621	649,134	(30,243)	(4.5)	(63,487)	(8.9)
Net Asset allocation	(129,732)	(175,199)	(151,430)	21,698	16.7	(23,769)	(13.6)
Administration general Expenses	(346,725)	(347,318)	(351,993)	5,268	1.5	4,675	1.3
Personal Expenses	(119,181)	(132,714)	(129,662)	10,482	8.8	(3,051)	(2.3)
General Expenses	(74,863)	(72,077)	(76,444)	1,581	2.1	4,367	6.1
Taxes	(36,406)	(36,044)	(37,250)	843	2.3	1,206	3.3
Other	(114,723)	(105,968)	(105,469)	(9,254)	(8.1)	(499)	(0.5)
Operational Risk	(1,552)	(516)	(3,168)	1,616	104.1	2,652	514.4
NON-INTEREST EXPENSES	(476,457)	(522,517)	(503,423)	26,965	5.7	(19,094)	(3.7)
INCOME BEFORE TAX	202,920	190,104	145,711	(57,208)	(28.2)	(44,393)	(23.4)
Income Tax	(72,069)	(58,516)	(66,729)	(5,340)	(7.4)	8,213	14.0
Net Profit	130,851	131,588	78,982	(51,869)	(39.6)	(52,606)	(40.0)

Note: The information in the Balance Sheet and Income Statement belongs to the application of IFRS and the SFC methodology, which is not comparable with the information published in 2014.

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Activity

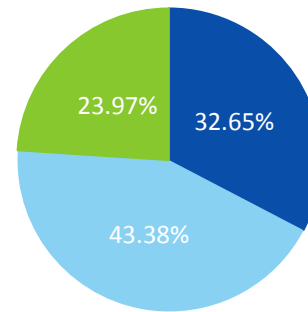


Diversified And Growing Bussiness

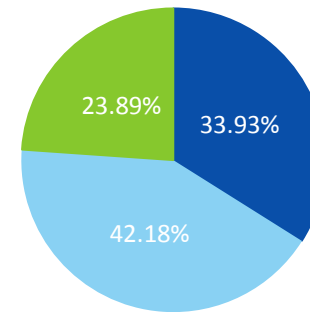
We keep our
Portfolio **Mix**

■ Consumer ■ Commercial ■ Mortgage

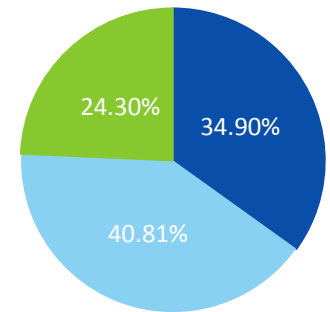
3Q2015
34.883 M



2Q2016
38.370 M

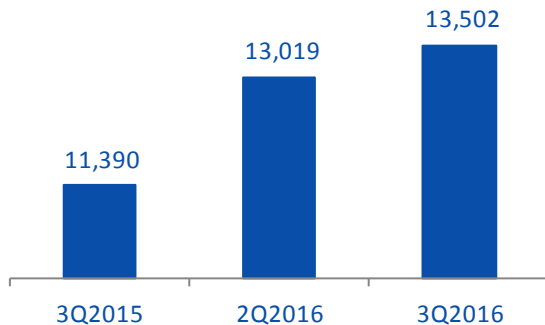


3Q2016
38.690 M



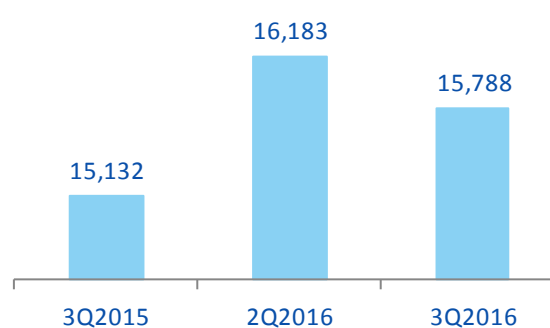
Consumer
TAM +18.5%

Share +68 pbs



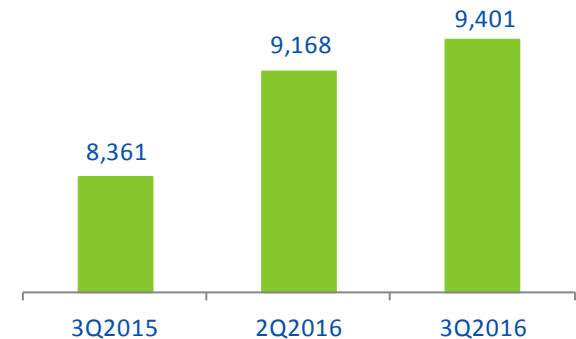
Commercial
TAM +4.3%

Share -14 pbs



Mortgage
TAM +12.4%

Share -53 pbs



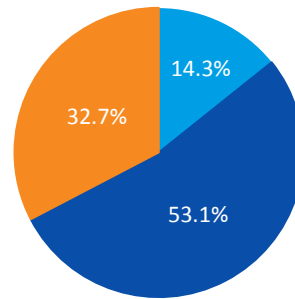
• Nota: Cartera incluye leasing.

Diversified And Growing Bussiness

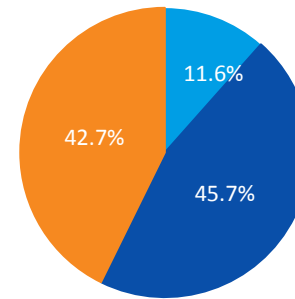
Deposits
Growth
17.9%

■ Checking Accounts ■ Saving Accounts ■ Term Deposits

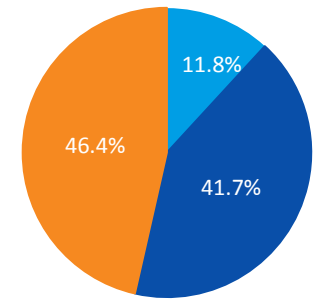
3Q2015
33.848 M



2Q2016
39.702 M

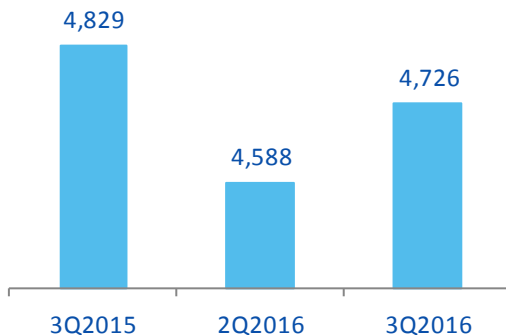


3Q2016
39.922 M



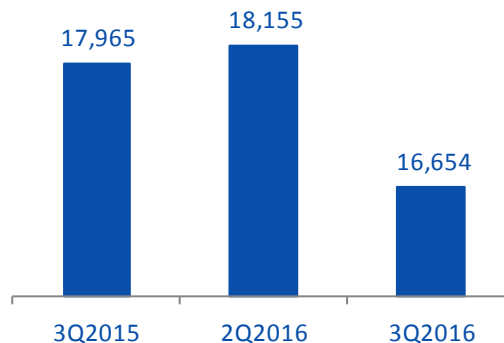
Checking Accounts
-2.1%

Share +28 pbs



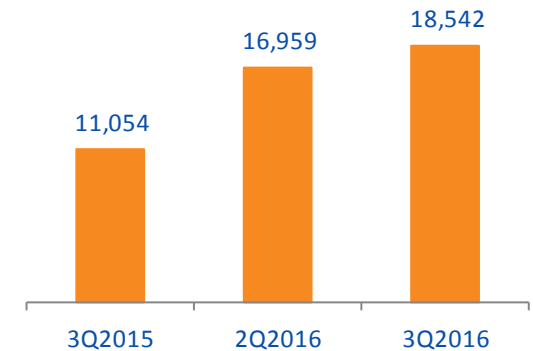
Saving Accounts
-7.3%

Share -78 pbs



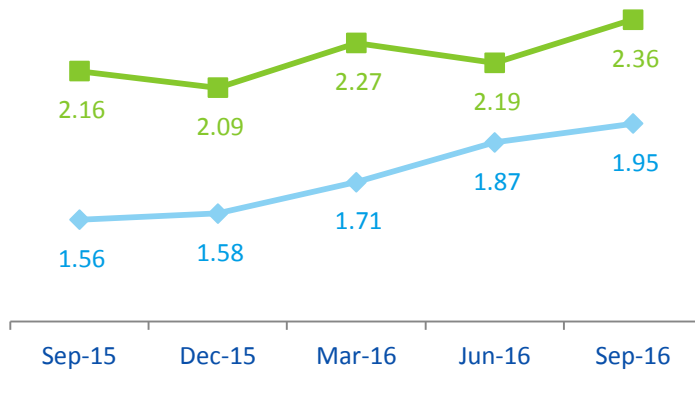
Term Deposits
+67.7%

Share +316 pbs

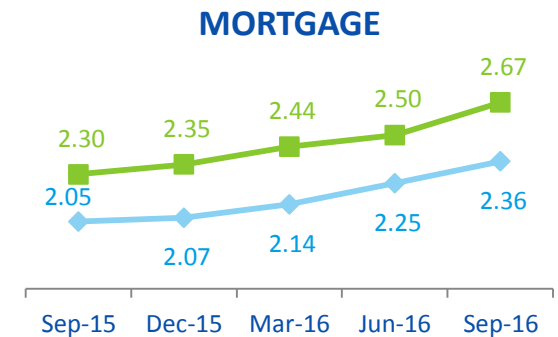
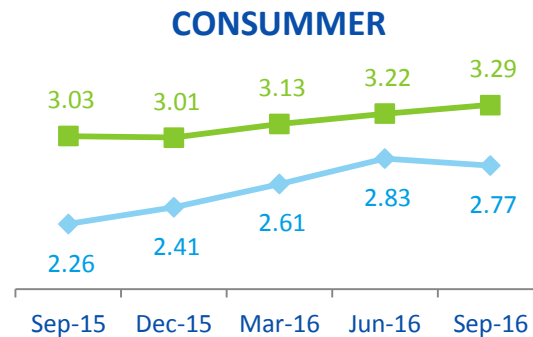
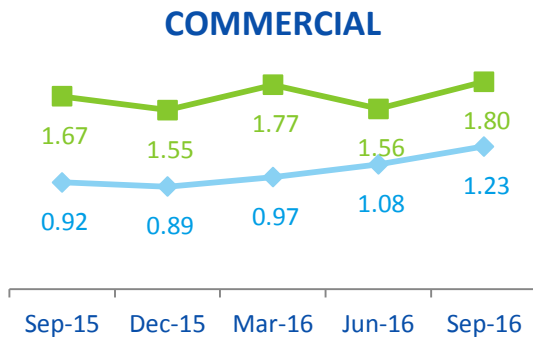


Outstanding Risk Management

NPL

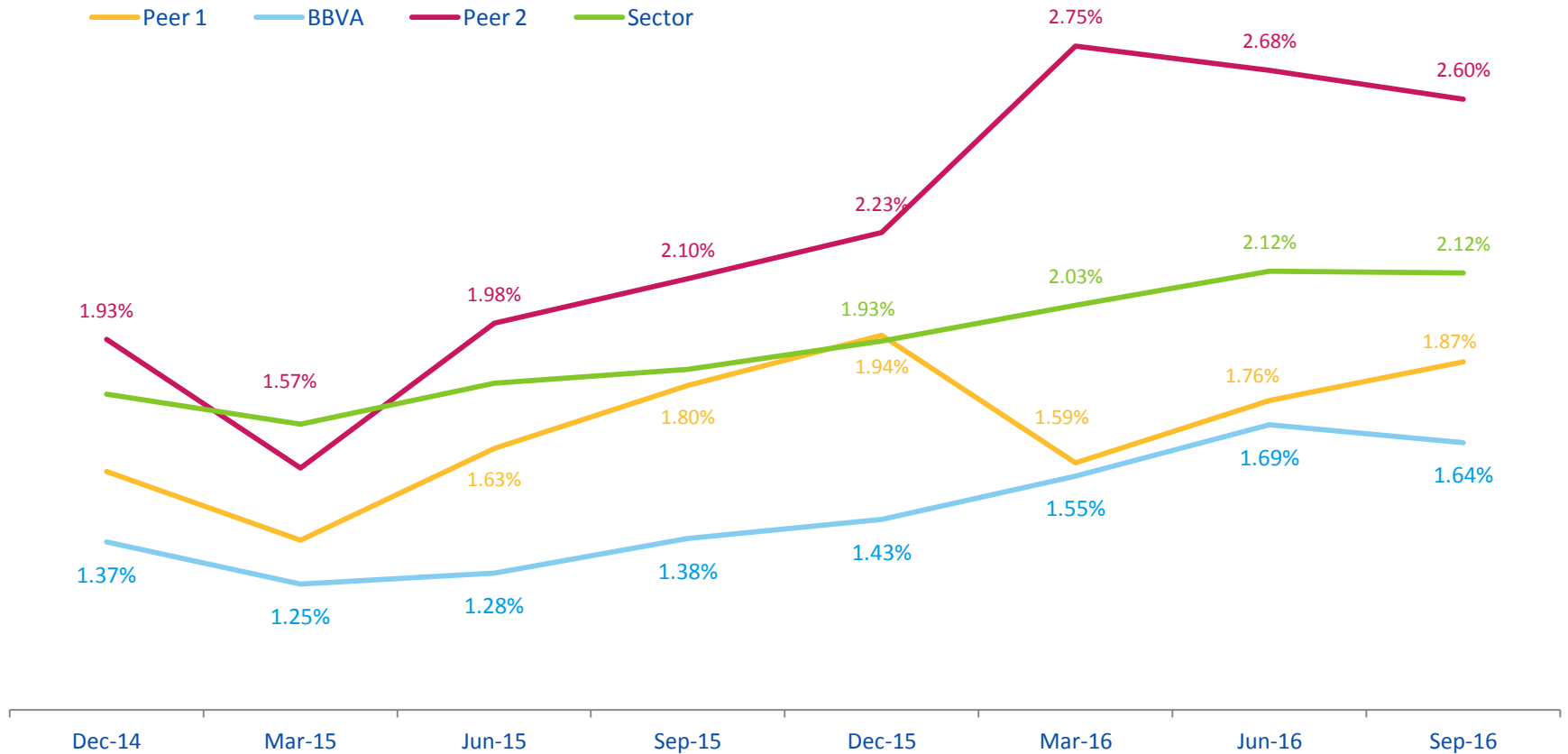


We have a better risk profile compared with the industry
diff 41 bps



Outstanding Risk Management

Risk Premium



3

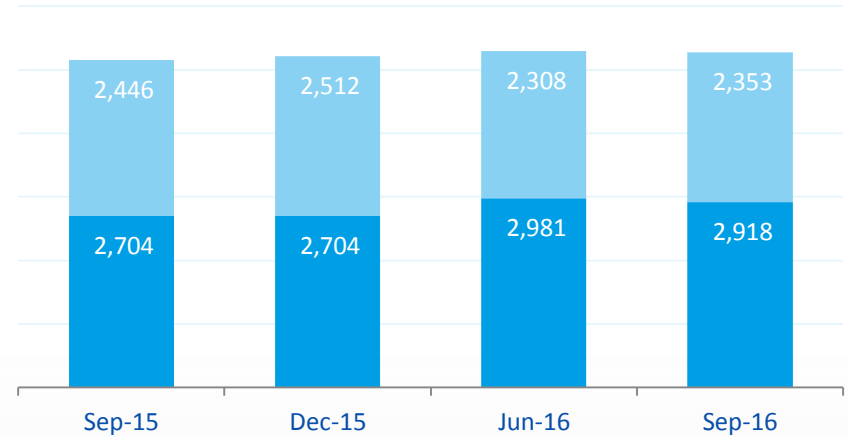
Equity



Sound Capital Position

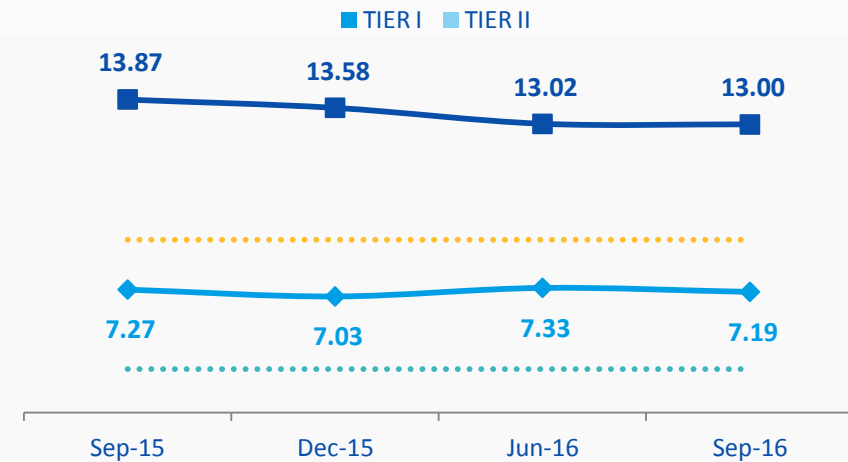
Adequate
Capital Levels

■ TIER I ■ TIER II

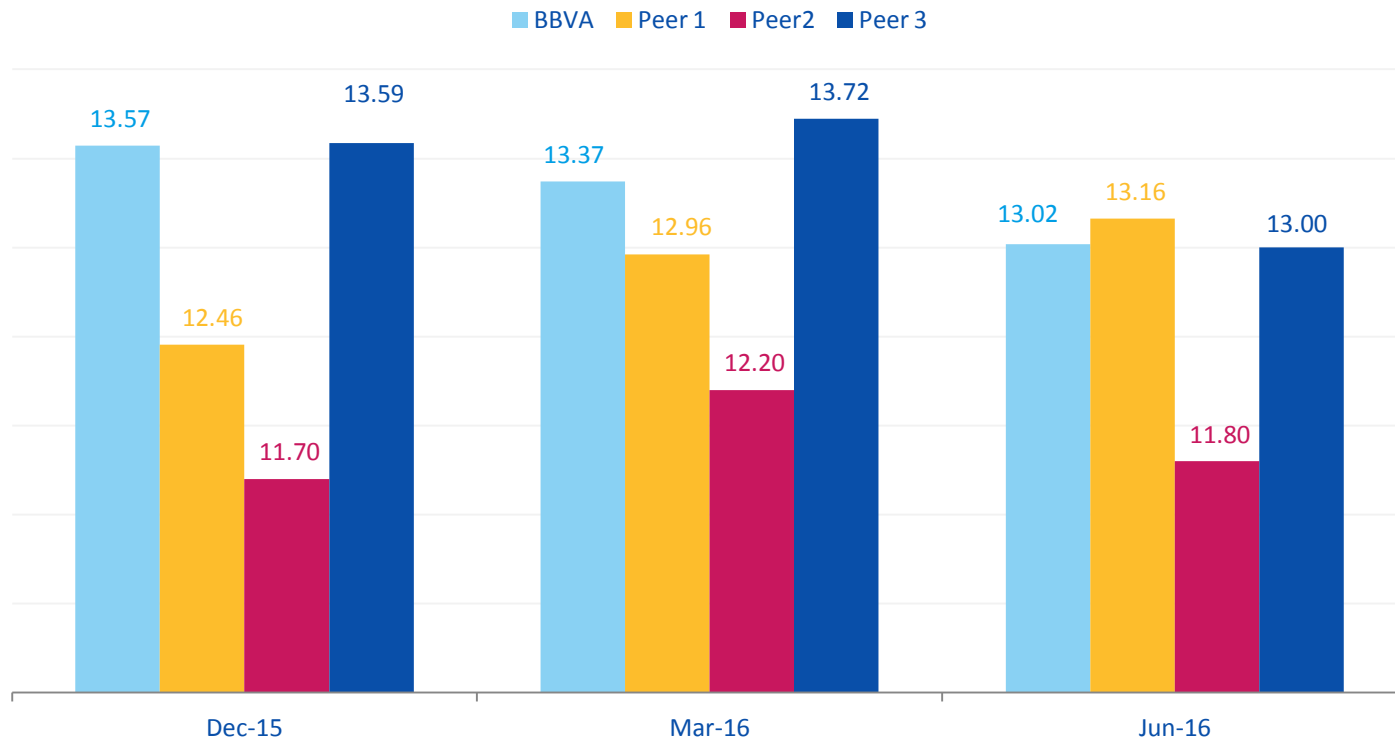


400 bps
Above the
minimum required

— Equity Tier I Min Equity Tier I ■ T Solvency Min Total Solvency



Consolidated Capital Levels



BBVA Colombia has a solvency ratio as good as its peers.

Contact

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BBVA Colombia S.A.



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Our Bank...

Sep 2016

ATM's

1.322



Branch Offices

528



Employees

6.097



Banking Agents

4.755



60
Años



<https://info.bbva.com/es/noticias/economia/bbva-colombia-60-anos-historia/>