

# BBVA COLOMBIA

1Q2015



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## Good economic environment

The Colombian economy will grow 3.1% and 3.6% en 2015 and 2016, respectively.

Public investment vital to boost economy.

At the end of 2015, inflation will be 3.6% per annum.

No changes expected in the intervention interest rate of the Bank of the Republic, in the short term.

# First quarter 2015 Highlights

Dynamic  
growth...

... increase  
in Results...

More  
solvent  
Bank



1

Growth

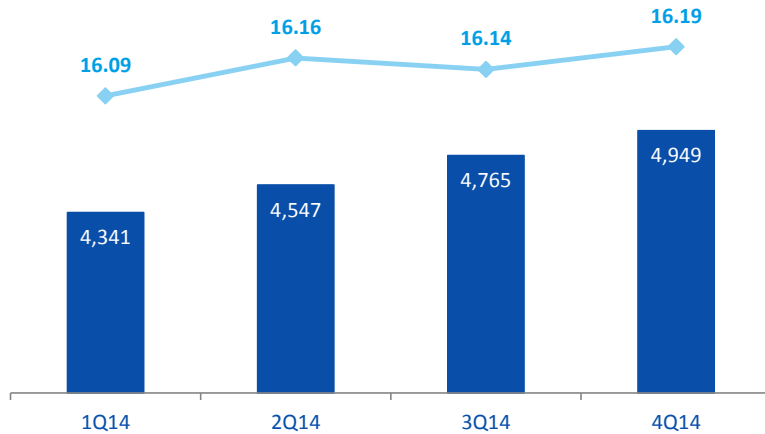
## In Retail Banking we continue beating the market...

December 2014



**+10 bps**

### Writ

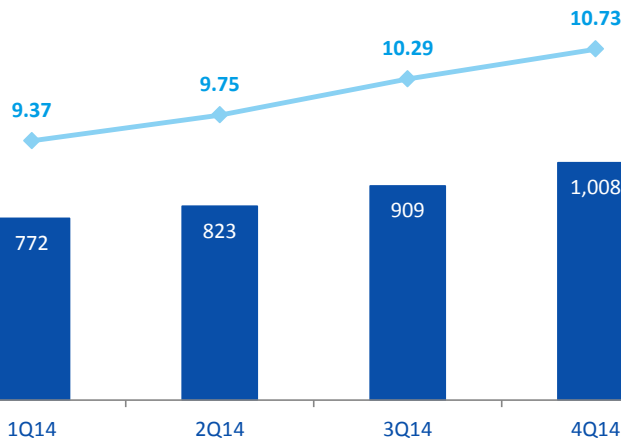
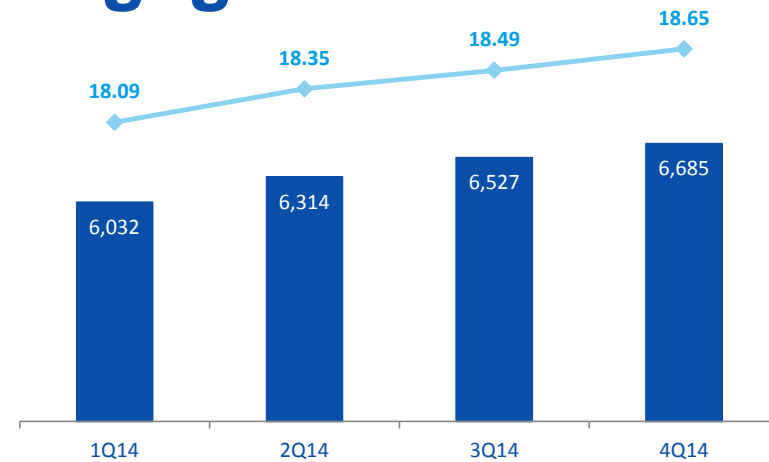


Share Million



**+56 bps**

### Mortgage



### Vehicle



**+136 bps**

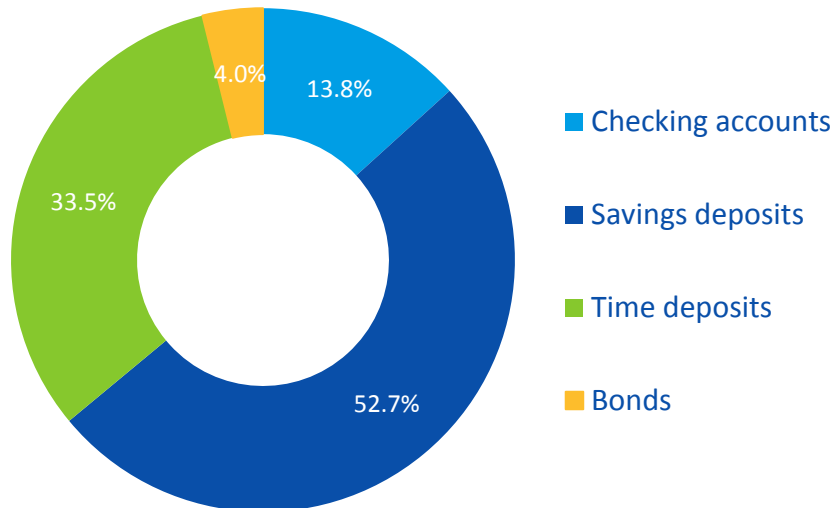
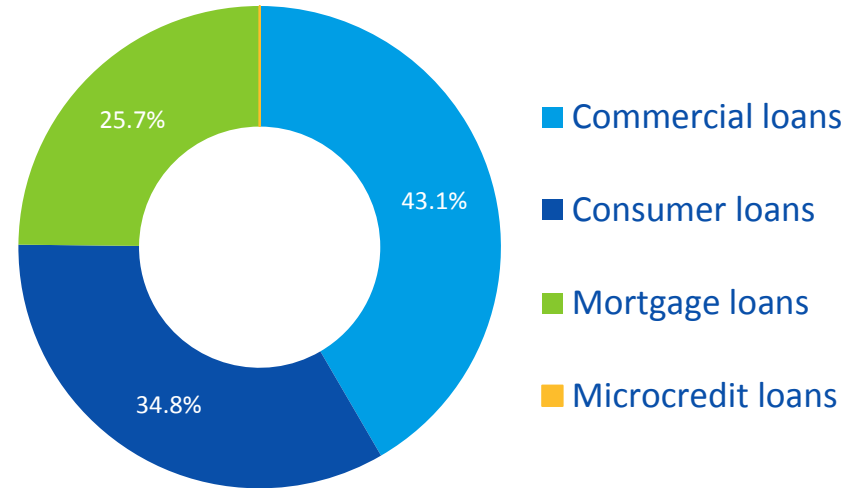
## ...Maintaining a diversified and balanced portfolio

January 2015

# MIX

### Portfolio

## +32 bps in Market Share



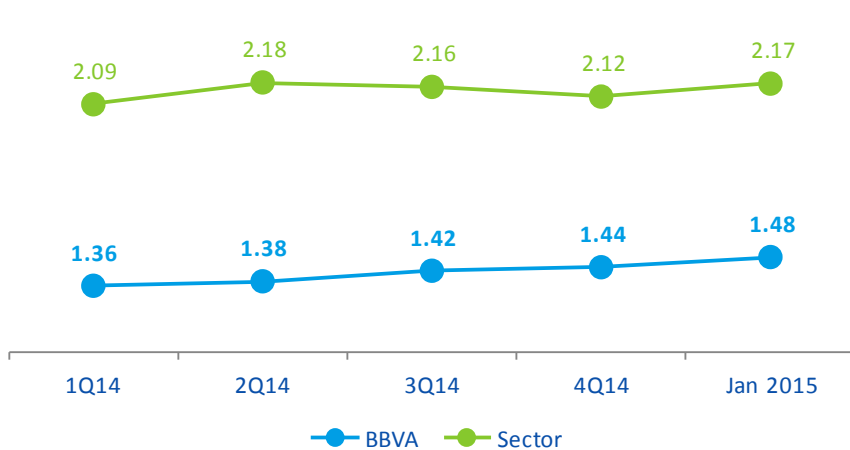
## Breakdown Deposits -31bps

# We maintain a differentiated risk profile

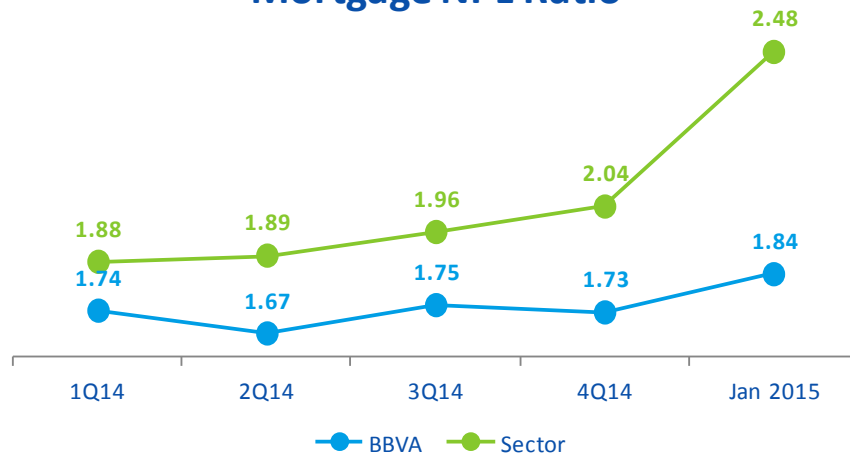
January 2015

A risk profile that beats the sector  
diff 69 bps

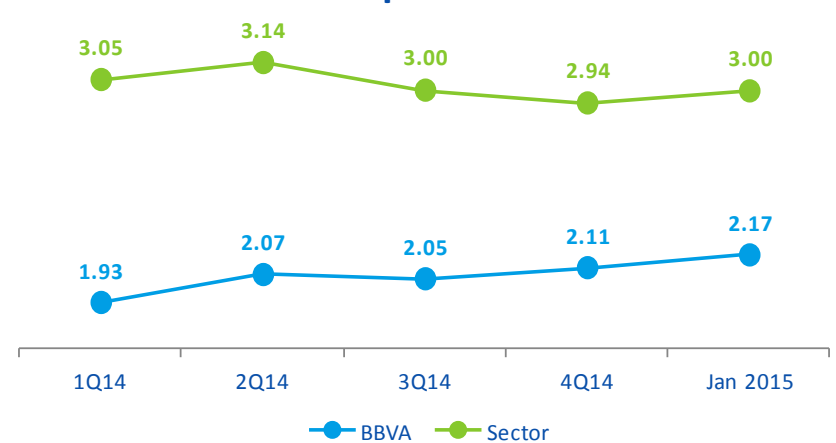
**Bank NPL Ratio**



**Mortgage NPL Ratio**



**Consumption NPL Ratio**

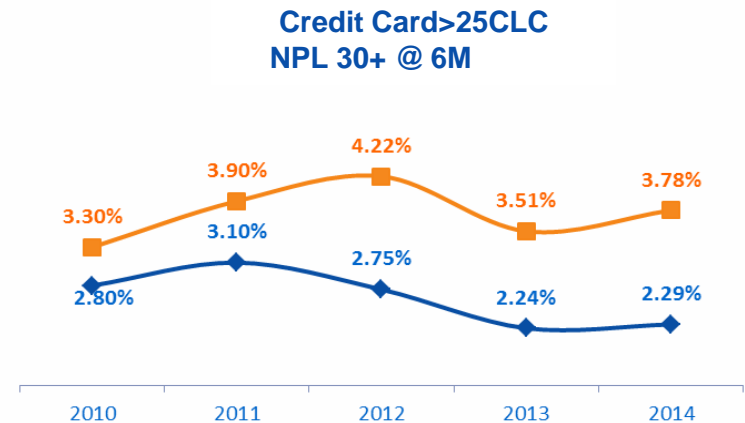
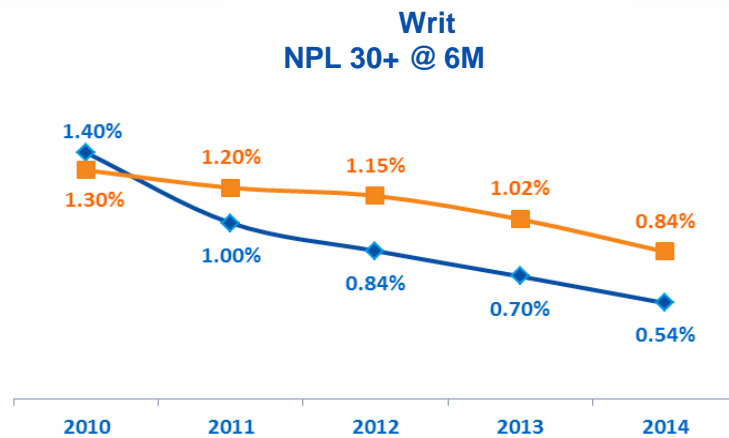
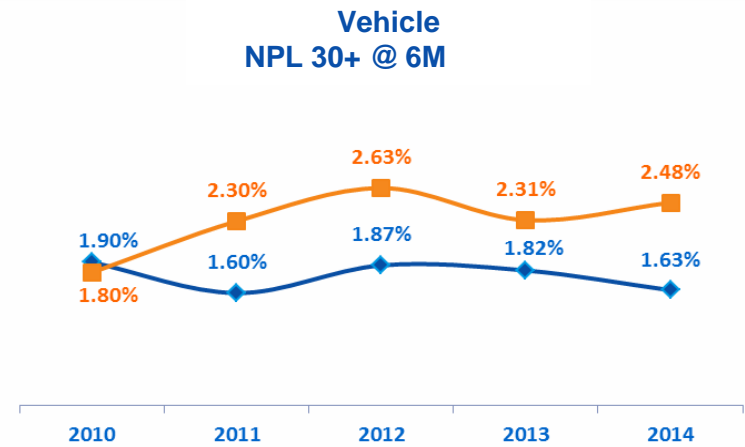
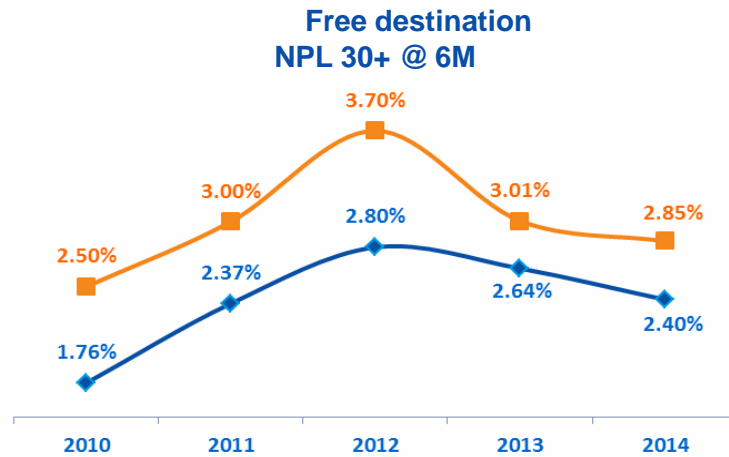




## Vintages anticipate a positive future...

December 2014

— BBVA — Sector



**BBVA**

We continue with our expansion plan

## Expansion Plan

Accum. 2013 -2015



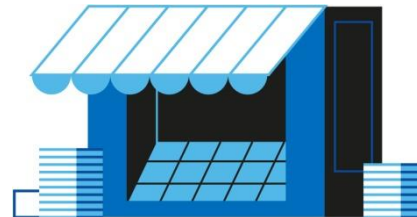
Branches

+89



ATMs

+213



Banking  
Correspondents

+9.061



Team

+1.179

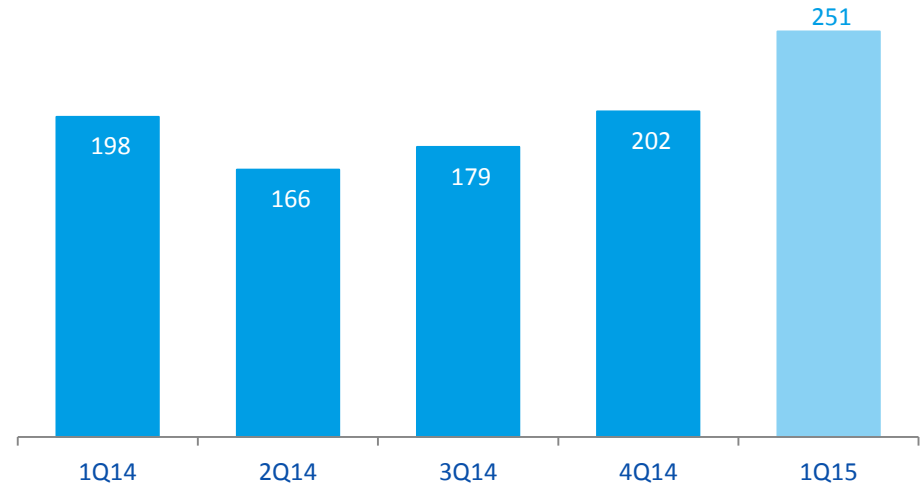
2

Results

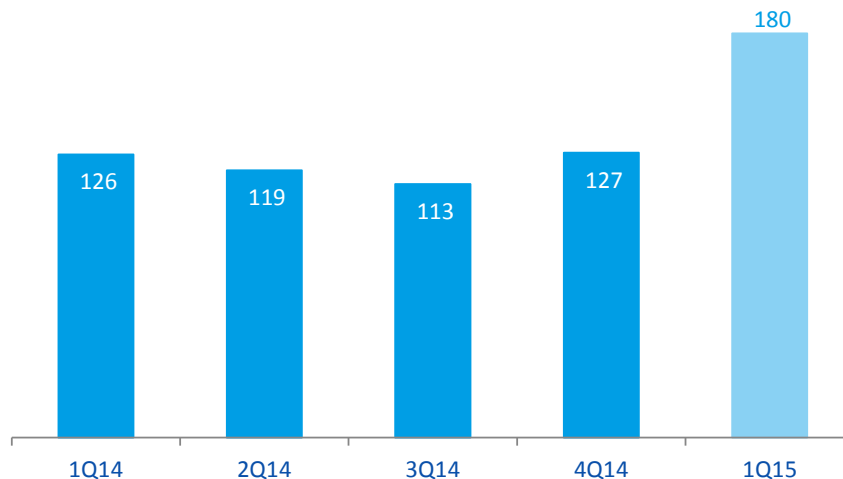
## We keep generating recurrent profits ...

March 2015

**Net Margin**  
**\$52.736 m.M.**  
**+ 26.62% Var.TAM**



\* 2015 NIIF Data



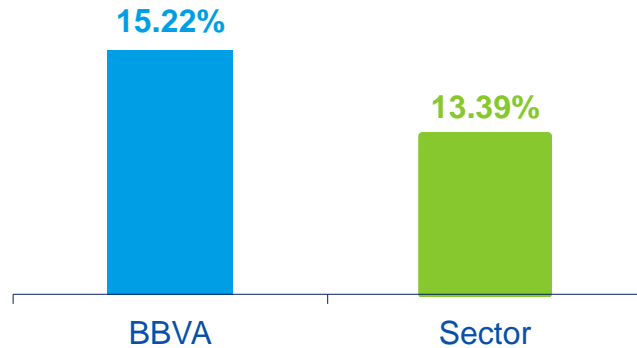
\* 2015 NIIF Data

**IAT**  
**\$54.067 m.M.**  
**42.80% Var.TAM**

IAT: Income After Tax

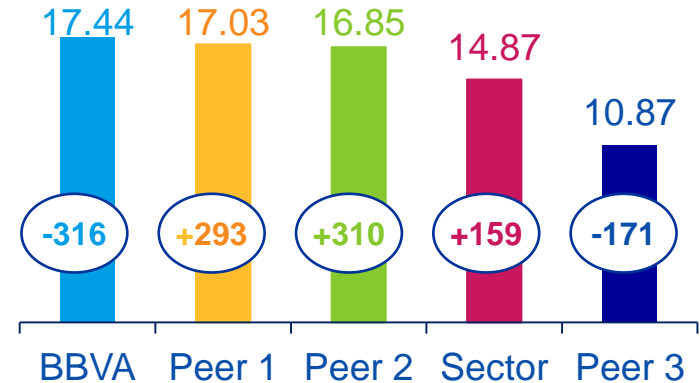
... with a satisfactory level of solvency focused on profitability

ROE Jan.15



Source: Súper Intendencia Financiera de Colombia

ROE Ex - Goodwill  
Jan 15 (%)



Source: Súper Intendencia Financiera de Colombia

# Detailed Balance Sheet

March 2015

Million COP - Accumulated

|                                                 | 1Q2014            | 4Q2014            | 1Q2015            | TAM            |
|-------------------------------------------------|-------------------|-------------------|-------------------|----------------|
| <b>Loans and financial leases, net</b>          | <b>25,747,594</b> | <b>29,911,206</b> | <b>30,250,804</b> | <b>17.49%</b>  |
| Commercial loans                                | 11,671,152        | 14,115,177        | 12,979,459        | 11.21%         |
| Consumer loans                                  | 8,946,294         | 10,153,476        | 10,471,008        | 17.04%         |
| Mortgage loans                                  | 6,032,214         | 6,684,837         | 7,881,000         | 30.65%         |
| Microcredit loans                               | 26                | 18                | 13                | -50.96%        |
| Allowances for loans losses                     | (902,092)         | (1,042,302)       | (1,080,676)       | 19.80%         |
| <b>Investment securities</b>                    | <b>6,367,300</b>  | <b>5,775,454</b>  | <b>6,208,408</b>  | <b>-2.50%</b>  |
| <b>Other assets</b>                             | <b>6,219,471</b>  | <b>5,841,196</b>  | <b>7,881,263</b>  | <b>26.72%</b>  |
| <b>Total assets</b>                             | <b>38,334,364</b> | <b>41,527,856</b> | <b>44,340,474</b> | <b>15.67%</b>  |
| <b>Total deposits</b>                           | <b>31,180,384</b> | <b>31,848,034</b> | <b>32,352,445</b> | <b>3.76%</b>   |
| Checking accounts                               | 4,604,674         | 4,918,351         | 4,470,765         | -2.91%         |
| Savings deposits                                | 17,177,215        | 16,230,757        | 17,053,058        | -0.72%         |
| Time deposits                                   | 9,398,495         | 10,698,926        | 10,828,622        | 15.22%         |
| Bonds                                           | 1,094,760         | 1,301,650         | 1,301,650         | 18.90%         |
| <b>Other liabilities</b>                        | <b>2,954,273</b>  | <b>4,882,526</b>  | <b>7,294,101</b>  | <b>146.90%</b> |
| <b>Shareholders equity</b>                      | <b>3,104,947</b>  | <b>3,495,645</b>  | <b>3,392,278</b>  | <b>9.25%</b>   |
| <b>Total liabilities an shareholders equity</b> | <b>38,334,364</b> | <b>41,527,856</b> | <b>44,340,474</b> | <b>15.67%</b>  |

\* 2015 NIIF Data

# Detailed Income Statement

March 2015

Millon COP - Estanco

|                                         | 1Q2014  | 4Q2014    | 1Q2015    | TAM           |
|-----------------------------------------|---------|-----------|-----------|---------------|
| Total interest income                   | 776,514 | 848,666   | 923,784   | 18.97%        |
| Total interest expenses                 | 258,095 | 311,997   | 296,501   | 14.88%        |
| Net interest margin                     | 518,419 | 536,669   | 627,283   | 21.00%        |
| Total financial income                  | 772,416 | 1,943,123 | 2,031,031 | 162.95%       |
| Other financial expenses                | 680,426 | 1,853,083 | 2,087,242 | 206.75%       |
| Gross financial margin                  | 610,409 | 626,709   | 571,072   | -6.44%        |
| Operating income                        | 194,852 | 105,765   | 365,160   | 87.40%        |
| Operating expenses                      | 607,128 | 530,912   | 685,363   | <b>12.89%</b> |
| Net margin                              | 198,133 | 201,561   | 250,869   | 26.62%        |
| Profit before income tax expense        | 191,050 | 197,298   | 250,869   | 31.31%        |
| Income tax expense                      | 64,734  | 70,177    | 70,487    | 8.89%         |
| Net profit attributable to shareholders | 126,315 | 127,121   | 180,382   | 42.80%        |

\* 2015 NIIF Data

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Solvency



# 4.875%



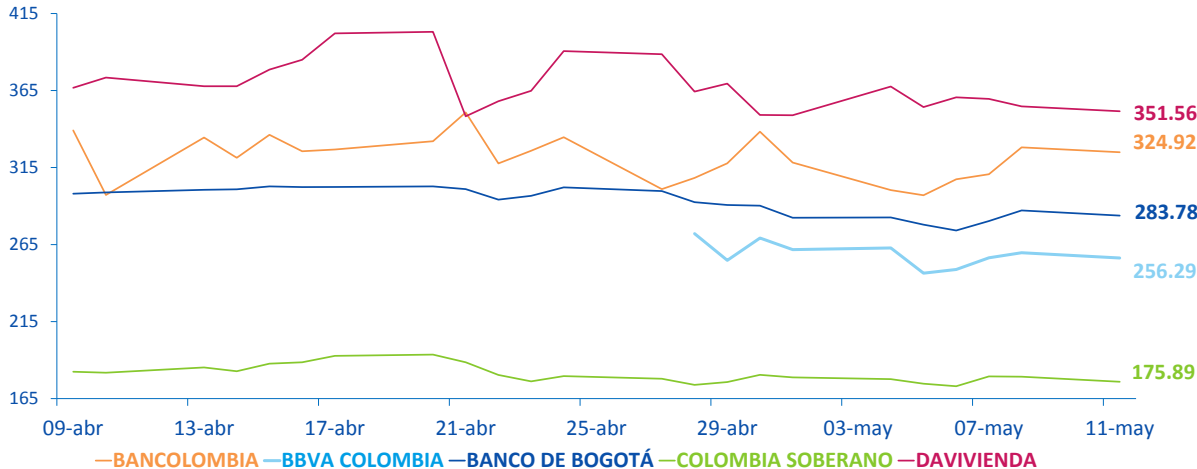
**Nominal: U.S \$400 M**

**Term: 10 years**

**Demands by 238  
Investors of US,  
Europe, Asia, LA,  
and Middle East.**

**Bid to cover 9%  
(2.900M)**

## The market validates BBVA as the bank with better credit quality



With the highest rating investment grade

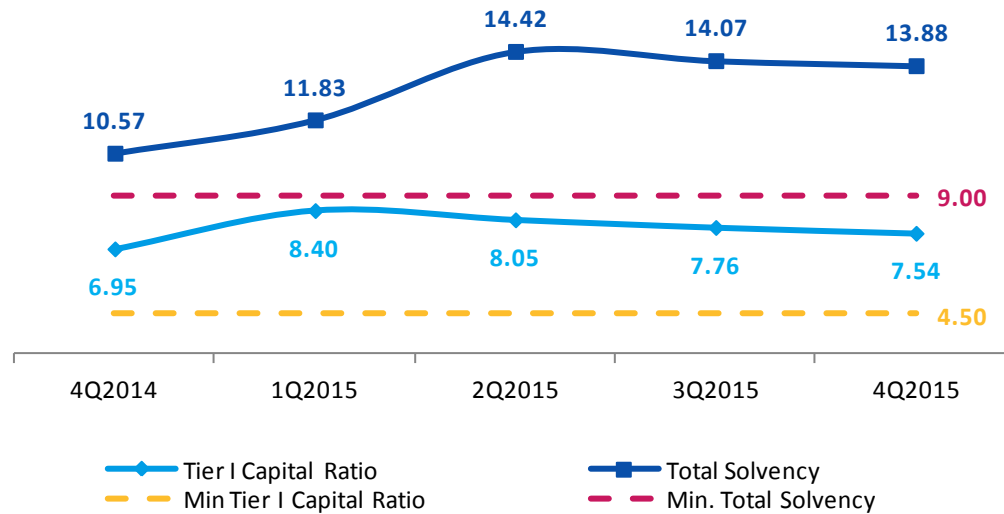
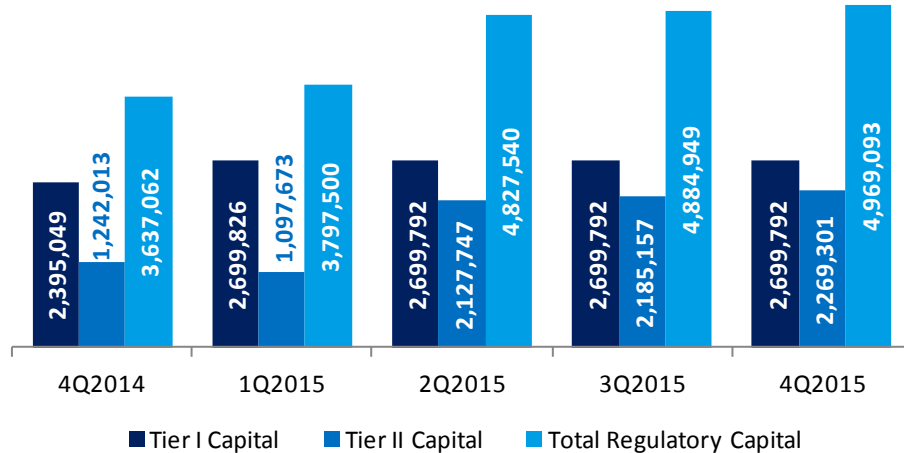
### Internationals

|                                    | Fitch | Moody's |
|------------------------------------|-------|---------|
| Long Term FX                       | BBB+  | Baa2    |
| Short Term FX                      | F2    | P3      |
| Long Term ML                       | BBB+  | Baa2    |
| Short Term ML                      | F2    | P3      |
| International Subordinated Debt ME | BBB   | Baa3    |

### Domestic

|               | Fitch Ratings Colombia |
|---------------|------------------------|
| Long Term ML  | AAA                    |
| Short Term ML | F1+ col                |

# Positive impact on Capital Issue April 2015



# Datos de contacto

## Investors Relation Team

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**BBVA Colombia S.A.**



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# BBVA Colombia

“Working for a better future for people”  
”

1Q2015

