



# BBVA Colombia

## Earnings presentation 3Q22

November 25, 2022



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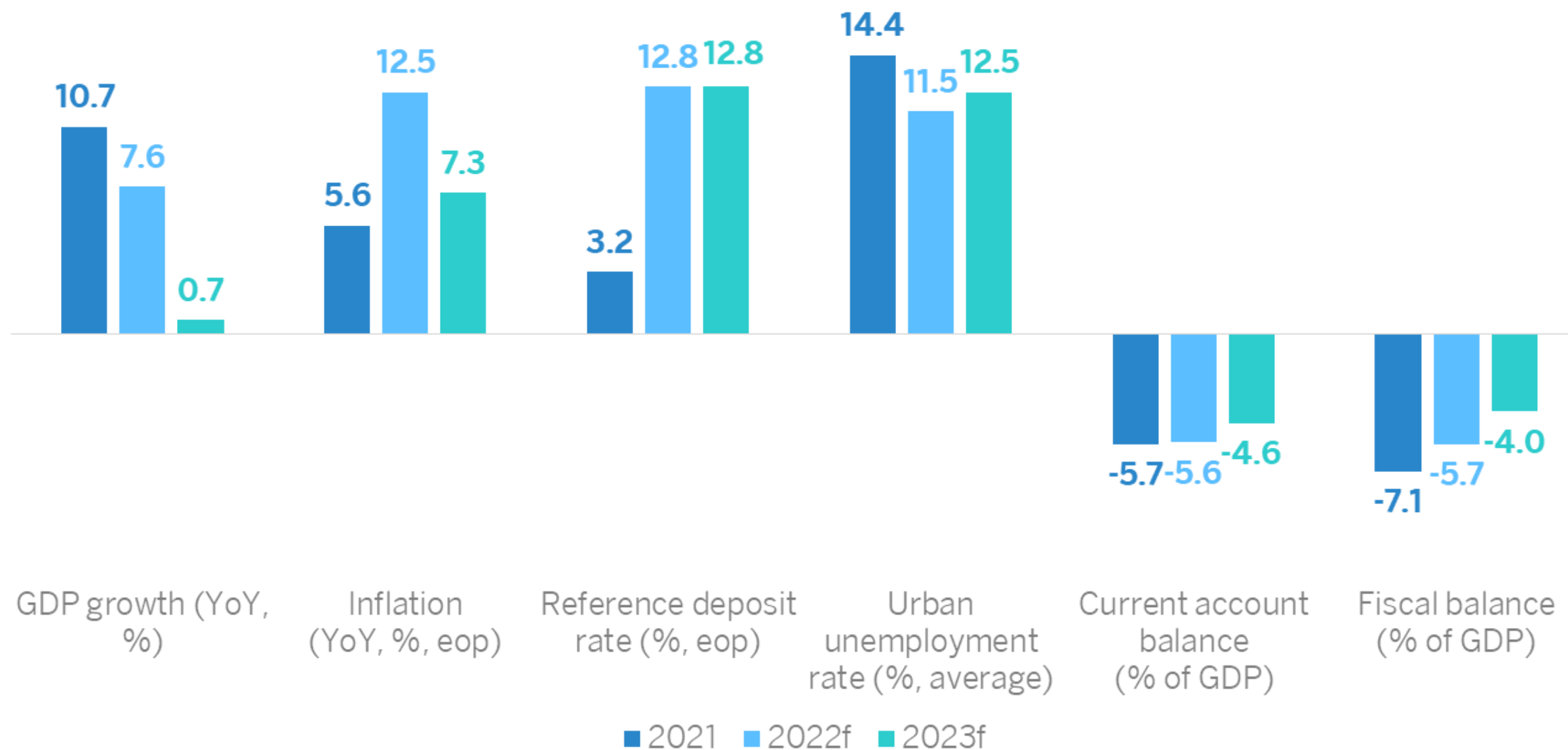
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# Colombia shows great performance so far in 2022



BanRep will take its rate to 12.5%, the maximum level of this rate hike cycle. Then, inflationary space and lower growth will allow it to start reducing rates in Sep-23, and end the year at 11%.



This year, inflation will end at 12.5%. In 2023, it will slowly decline, ending the year at 7.3%. Global bottlenecks and the domestic climate will continue to influence its trajectory.



Growth will consolidate an extraordinary number in 2022 (around 8%) and decelerate to 0.7% in 2023, maintaining high levels of activity and with a downward adjustment in domestic demand.

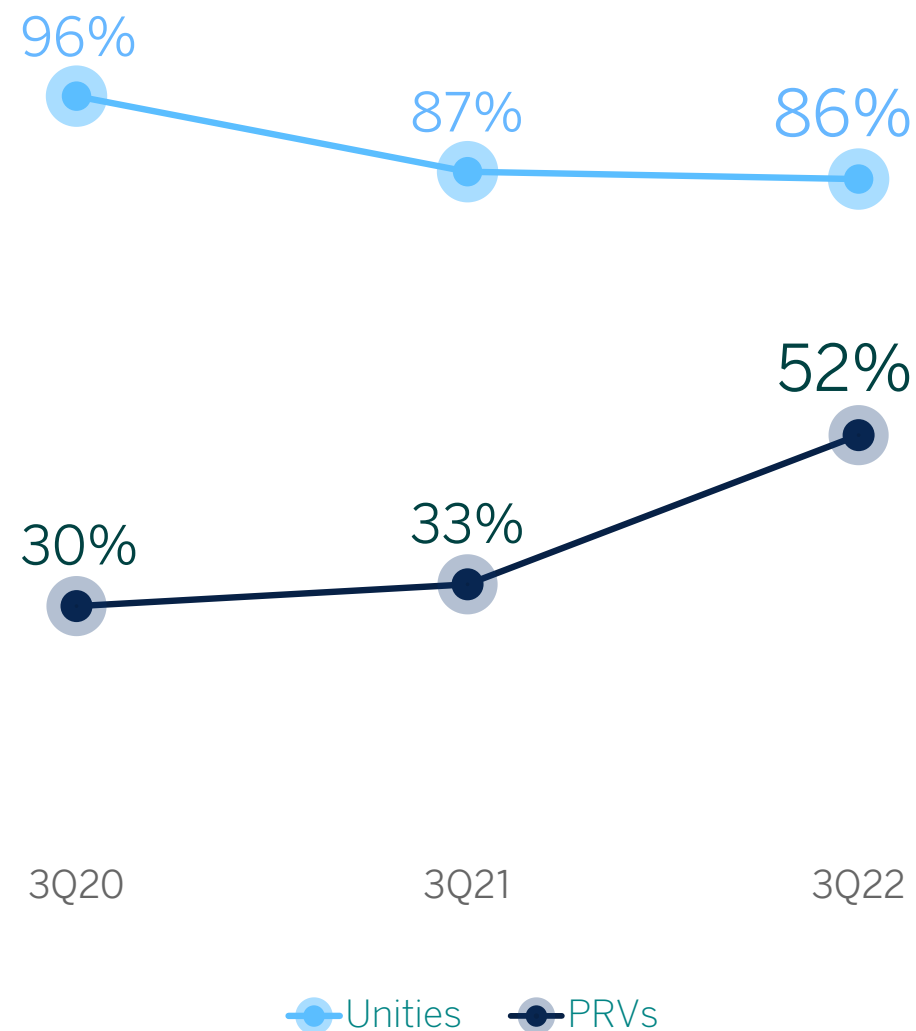


# 3Q22 Key messages

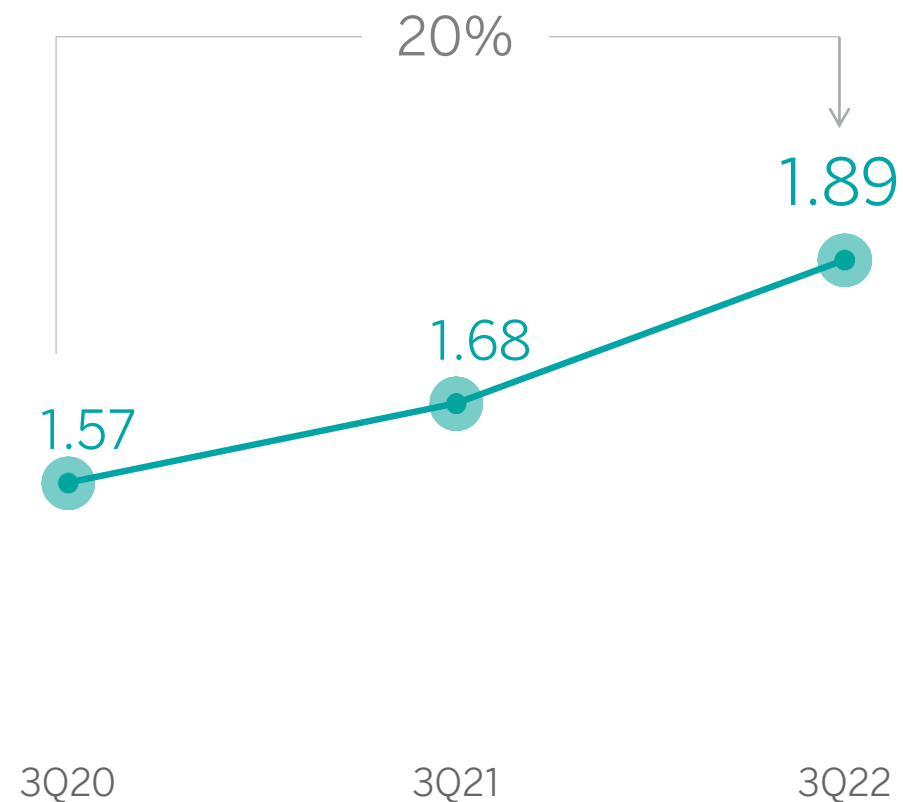
1	<b>OUTSTANDING</b> CORE REVENUES AND ACTIVITY GROWTH	NII +17% VS 3Q21	NET PROFIT +60% VS 3Q21	TOTAL LOAN GROWTH +14,6% VS 3Q21
2	<b>EFFICIENCY</b>	EFFICIENCY RATIO 43,62% 3Q22 +48BPS VS 3Q21		
3	<b>HIGHEST</b> QUARTERLY OPERATING INCOME	OPERATING INCOME +54,3% VS 3Q21		
4	<b>SOLID</b> ASSET QUALITY TRENDS	COST OF RISK 1,00% 3Q22 2,00% 3Q21		
5	CAPITAL POSITION <b>ABOVE MINIMUN REQUIRED</b>	CET1 9,54% 3Q22		

# Digital transformation driving our compromise with our clients

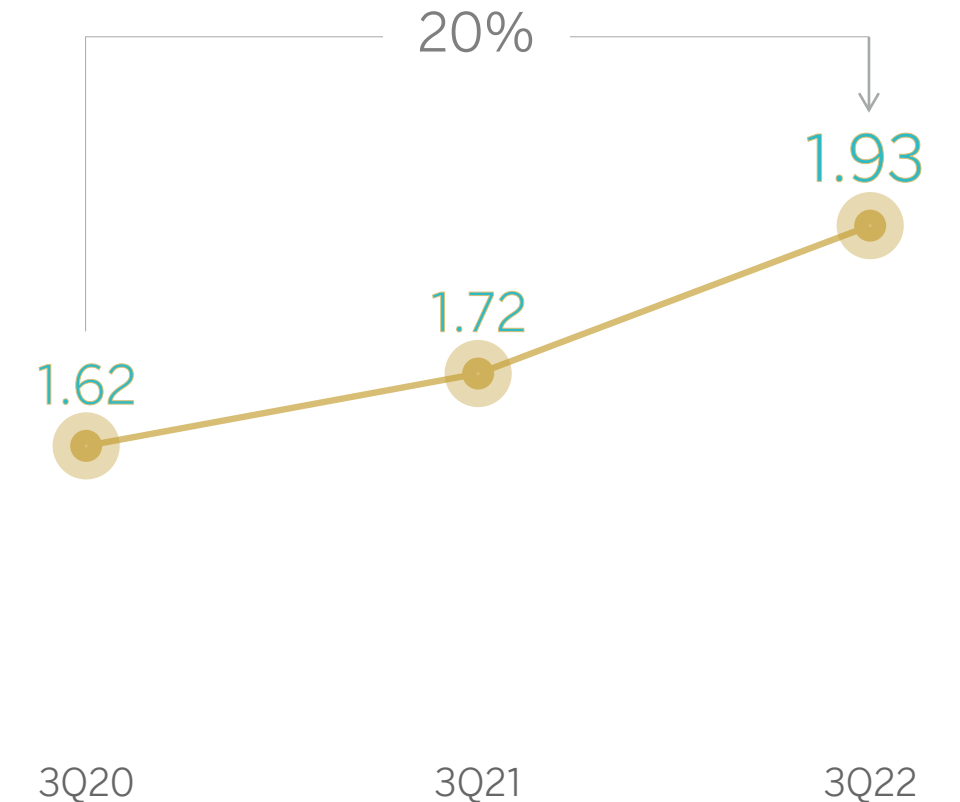
## DIGITAL SALES % OF TOTAL SALES YTD



## MOBILE CUSTOMERS MILLIONS, % GROWTH



## DIGITAL CUSTOMERS MILLIONS, % GROWTH



## MOBILE CUSTOMERS TARGET %



## DIGITAL CUSTOMERS TARGET %



Digital sales: % of sales done through digital channels and ATM over total sales.

PRV: Product Relative value for the Retail Segment, used as a proxy for economic value. Transactions (units) are weighted by a simplified NPV calculated for each product category in order to weight their contribution to the digital sales.

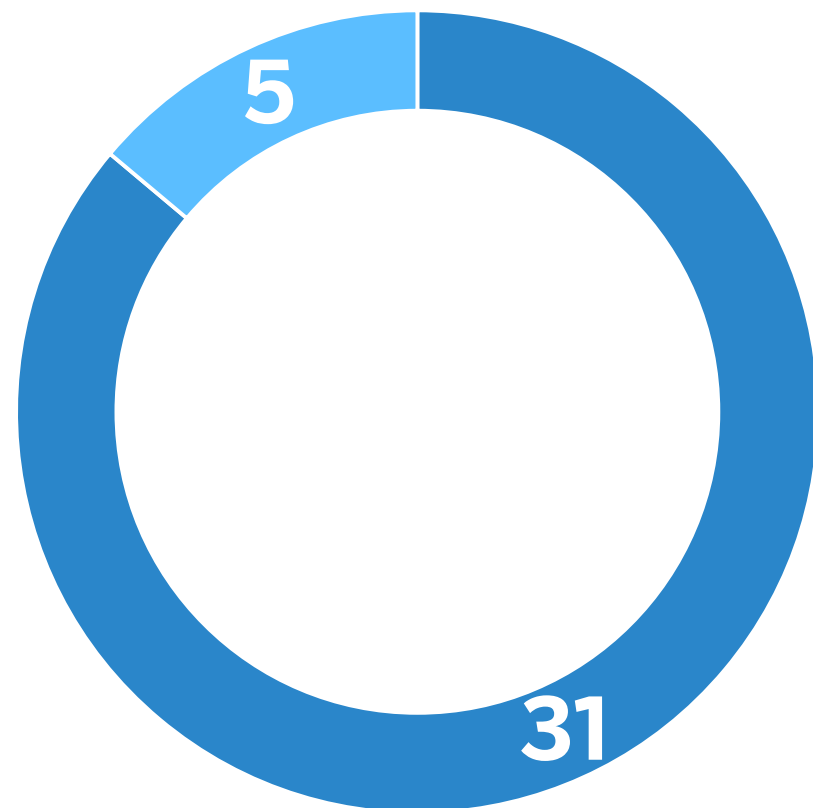
Digital customers: number of retail clients that have logged in any of the bank's digital platforms at least once during each of the last 3 months.

Mobile customers: number of retail clients that have logged in the bank's mobile app at least once during each of the last 3 months. It is a sub-group of digital customers.

# Advancing in our clear commitment to sustainability

## RESULTS

BILLION COP



■ Climate change ■ Financial inclusion



Encourage the funding and development of energy-efficient buildings and lower CO2 emissions.

## COMMITMENT IN PORTFOLIO ALIGNMENT

2040 decarbonization goals set in selected CO2 intensive industries

### REDUCTION IN 2040

 Power	-52% kg CO <sub>2</sub> e/MWh
 Auto	-46% g CO <sub>2</sub> /km
 Steel	-23% kg CO <sub>2</sub> /tn
 Cement	-17% kg CO <sub>2</sub> /tn
 Coal	Phase out
<b>Oil &amp; Gas -30% Mn tCO<sub>2</sub>e</b>	

GOAL: NET ZERO 2050

# Compromised with society

## Focused in



Social housing



SME



Life quality



### Creating connections

- Digital libraries
- 37 educational institutions
- More than 80,000 students



### Transforming Realities

- 10 scholarships

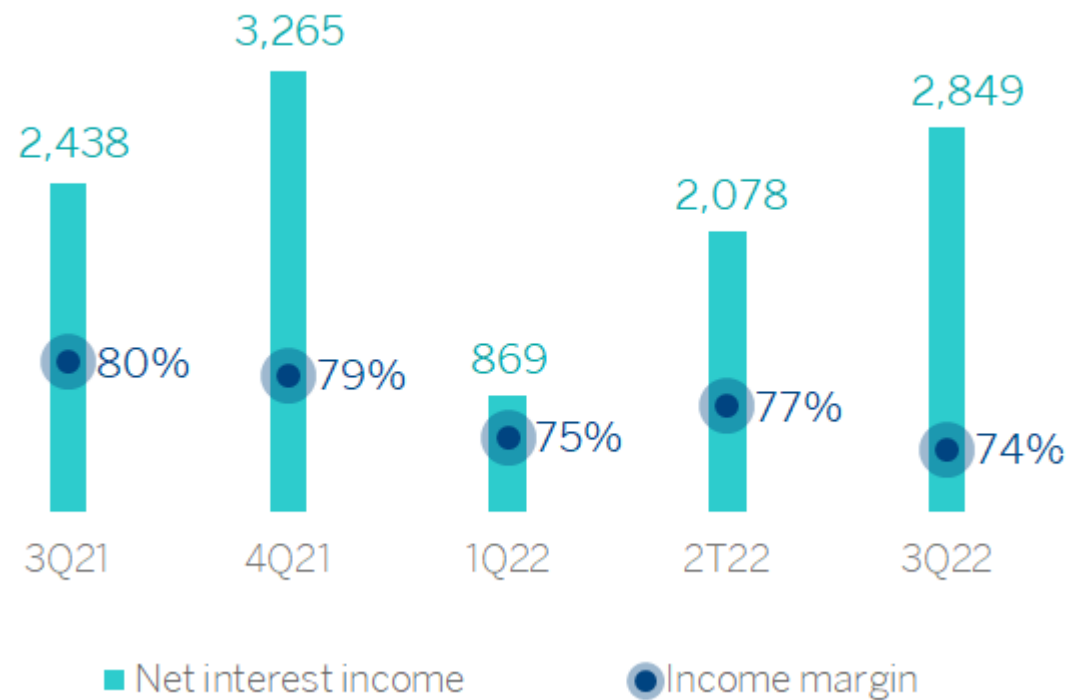


As part of its commitment to improving the social, economic, and environmental conditions in Colombia, the bank runs various programs aimed at encouraging the inclusion of all people in the financial system, promoting access to credit, supporting entrepreneurs, and advocating education as a primary tool for advancement, thereby contributing to a more sustainable society.

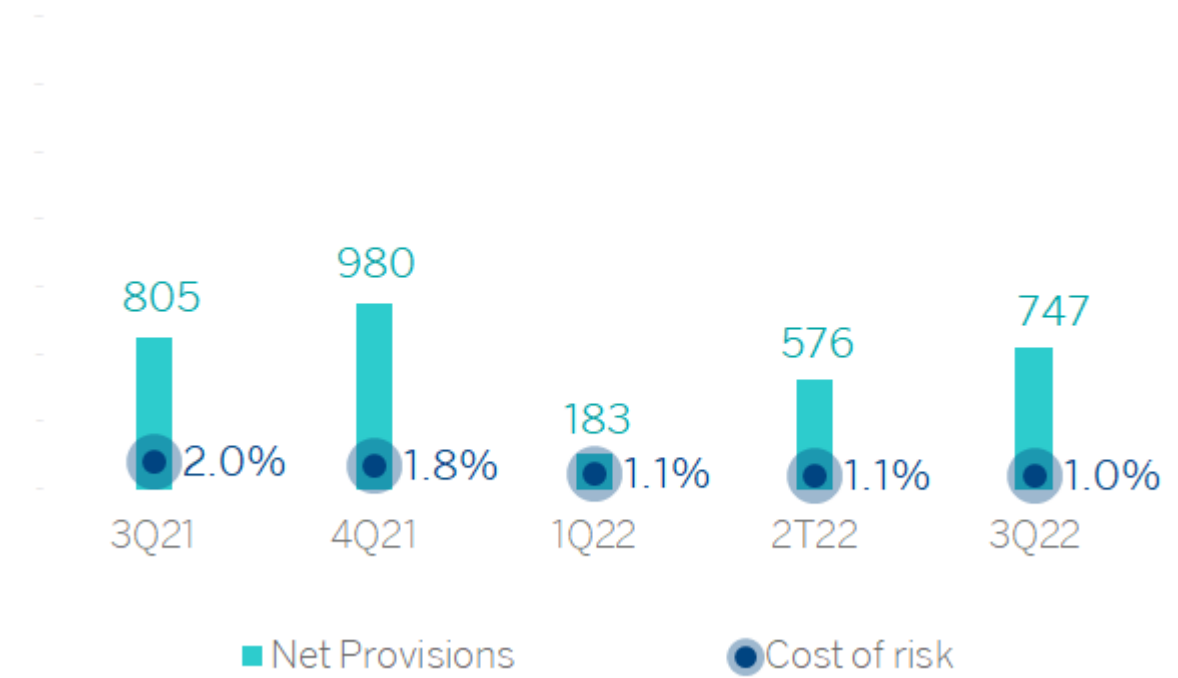


# Strong revenue growth

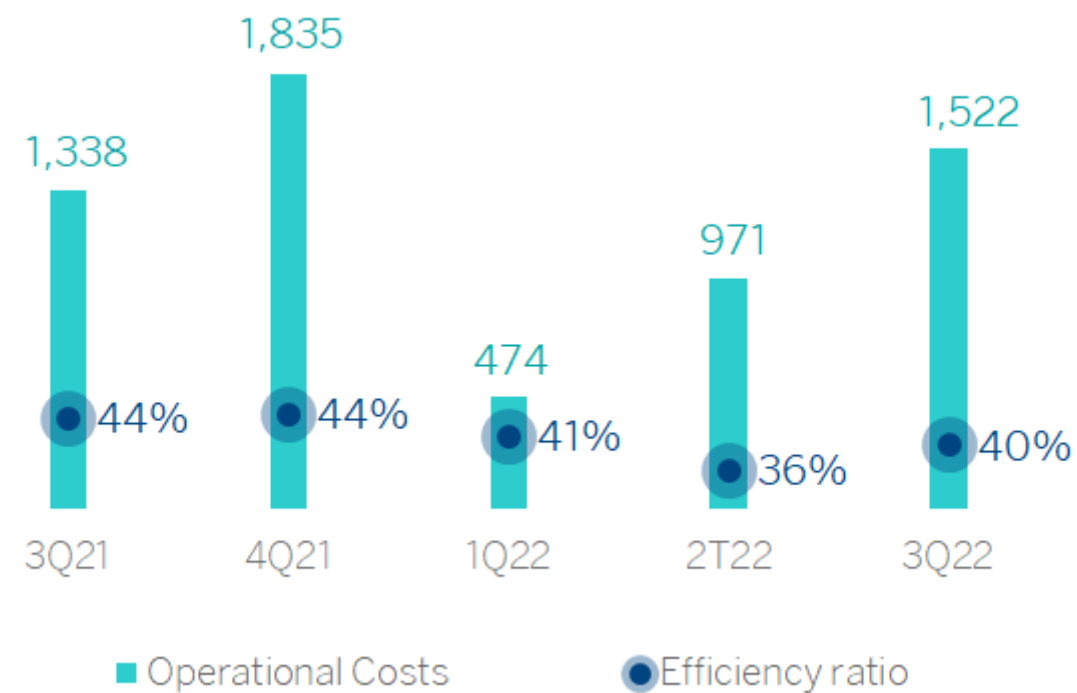
**NET INTEREST INCOME** +17% VS 3Q21  
BILLION COP



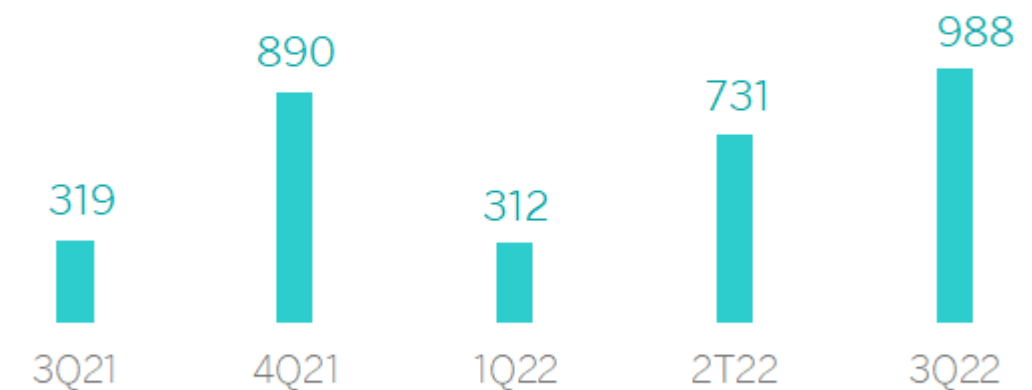
**NET PROVISIONS** -7% VS 3Q21  
BILLION COP



**OPERATIONAL COSTS** +14% VS 3Q21  
BILLION COP



**NET INCOME** +60% VS 3Q21  
BILLION COP

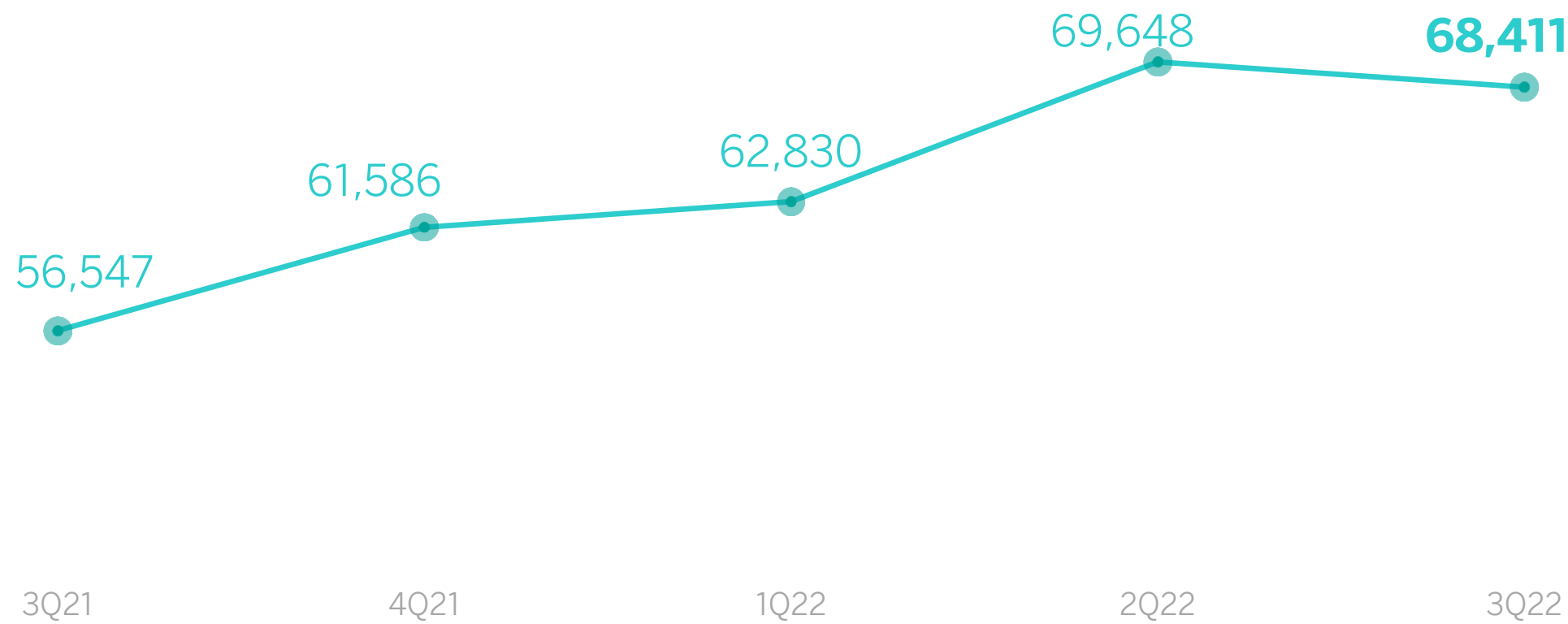




# Business activity

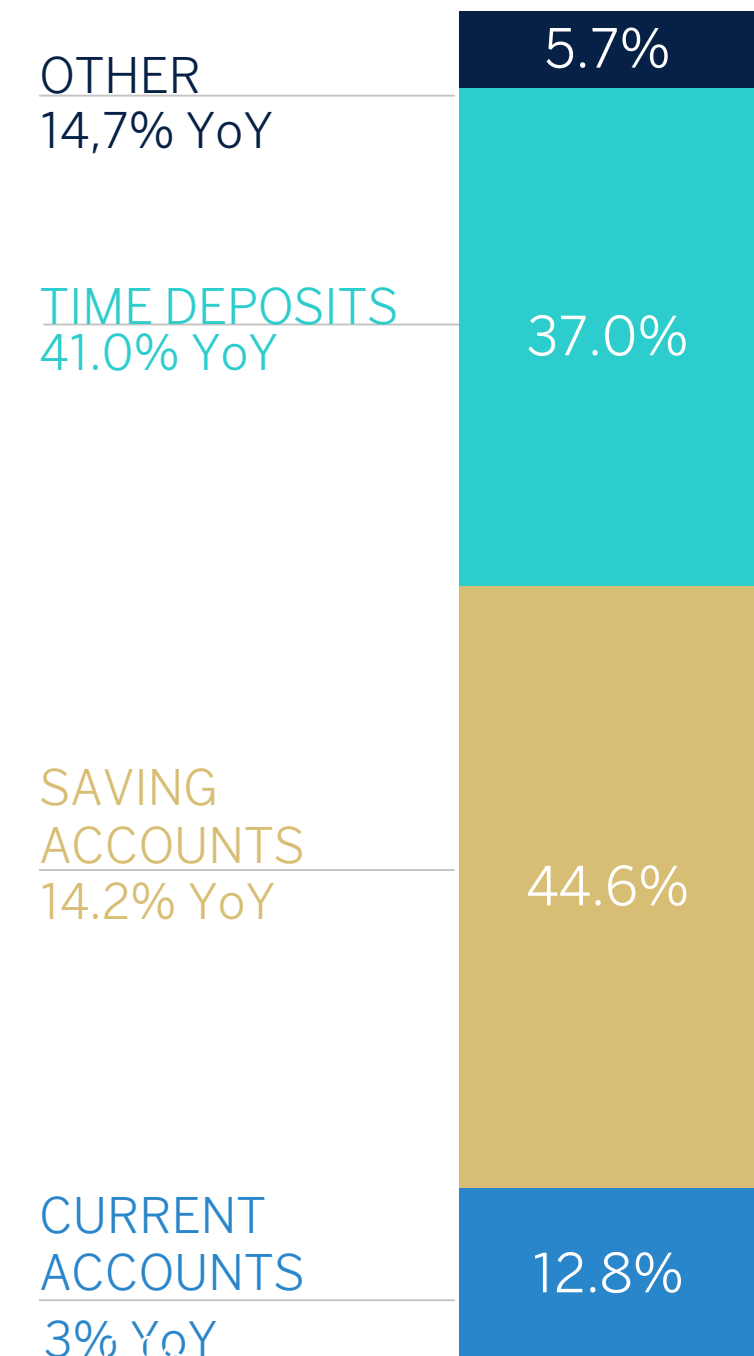
## FUNDING SOURCES

BILLION COP



## FUNDS COMPOSITION

(%)



Deposits

11.74%

Saving Accounts

11.14%

Current Accounts

11.98%

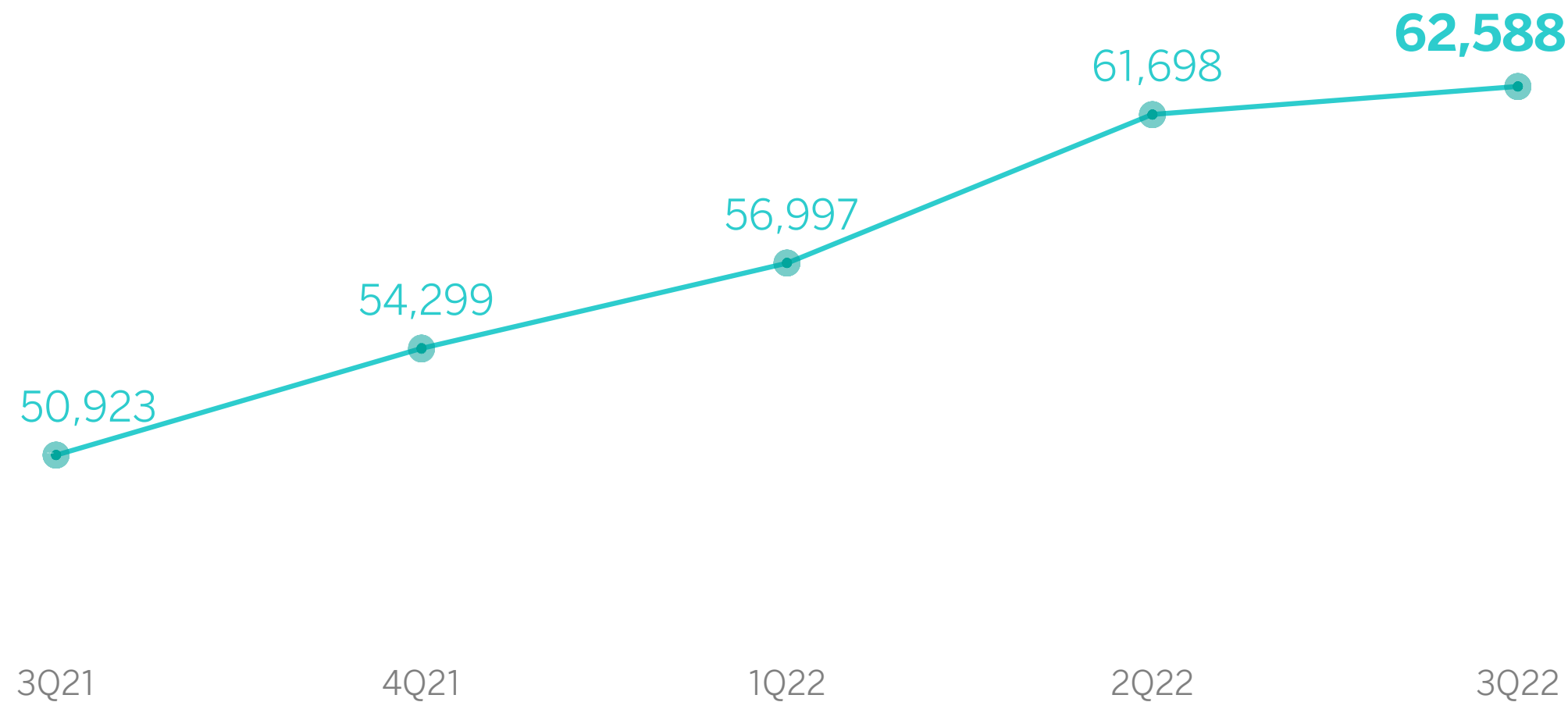
Term Deposits

13.12%

# Business activity

## PORTFOLIO GROWTH

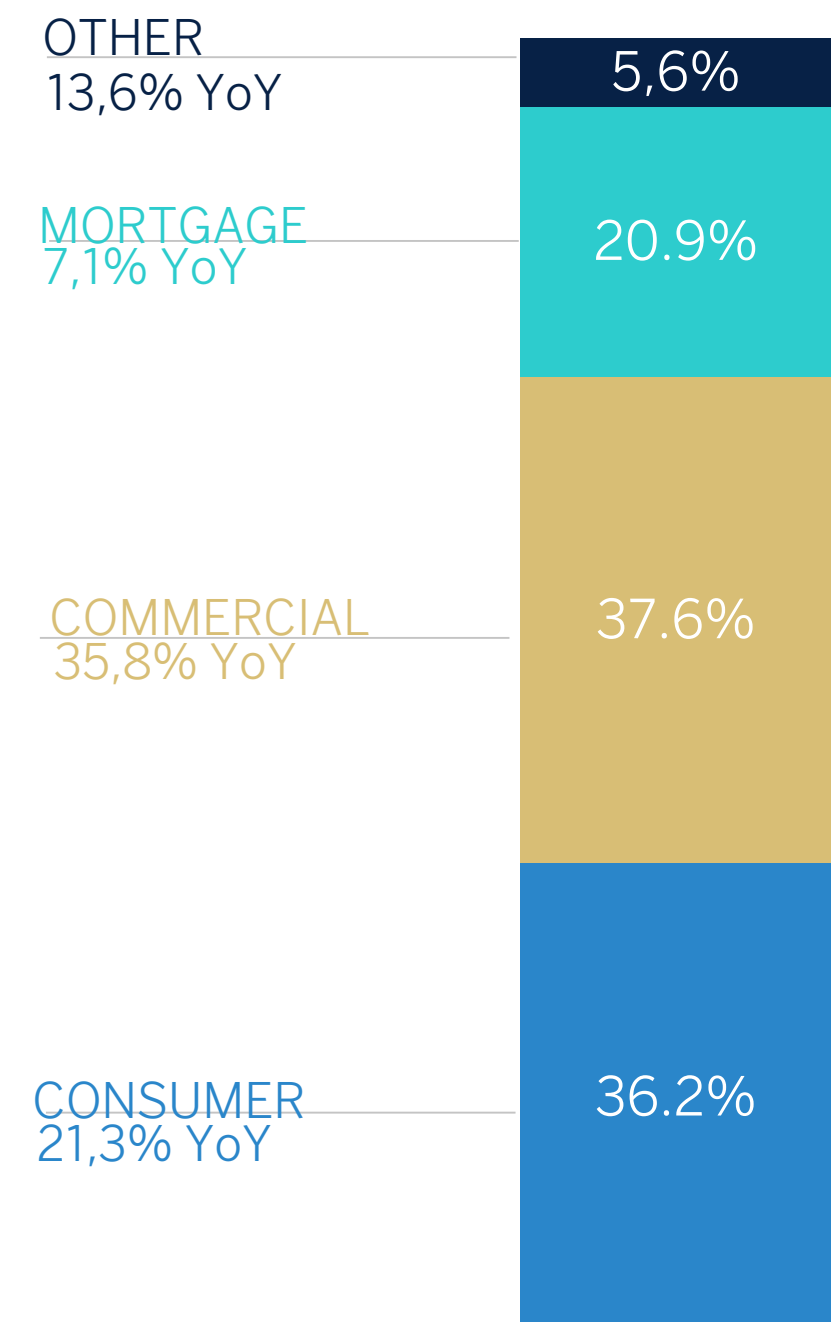
BILLION COP



4	3	4	3	7	3
Loan Portfolio	Individuals	Commercial	Consumer	Credit Cards	Mortgage
10.45%	13.20%	8.01%	12.29%	7.72%	14.44%

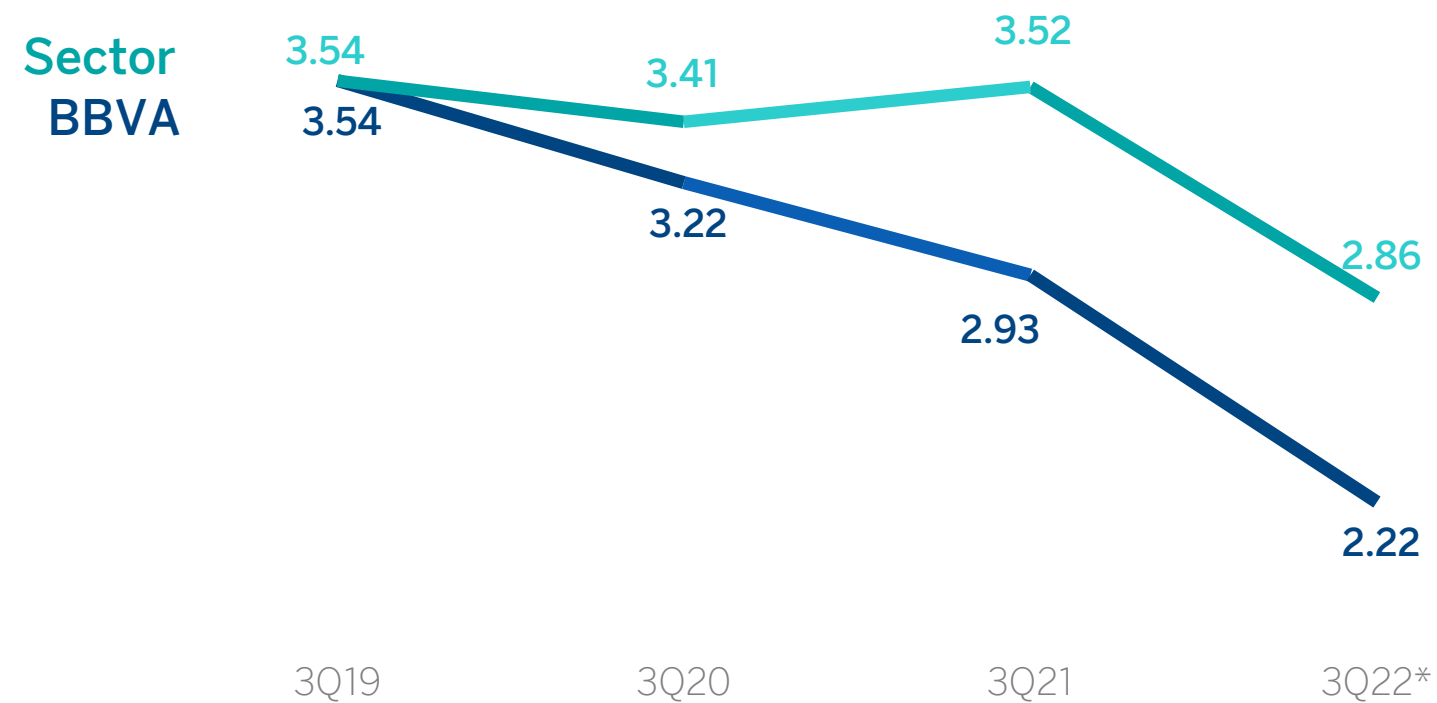
## PORTFOLIO COMPOSITION

(%)

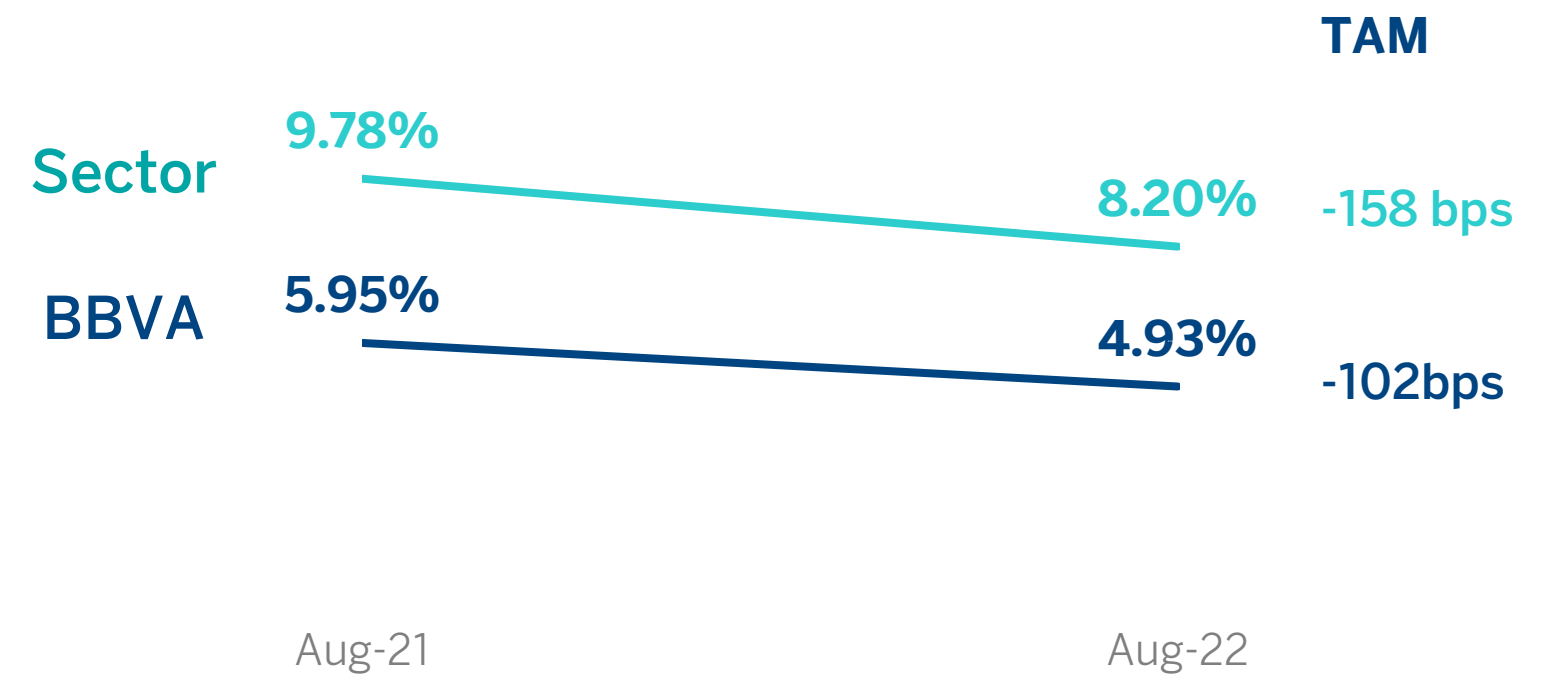


# BBVA Colombia's write-offs policies are stricter than the sector

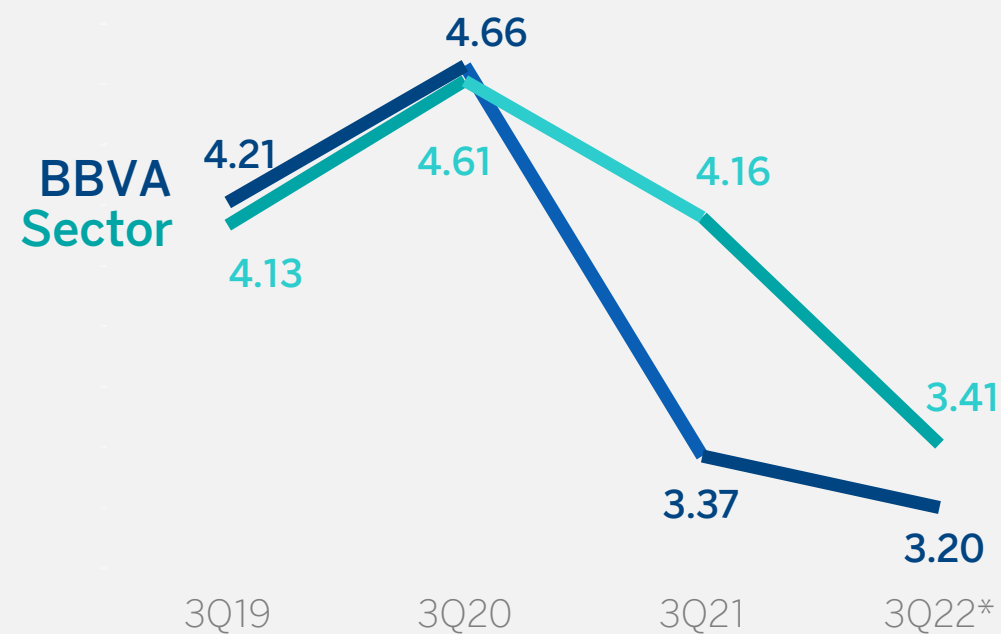
## NPL RATIO (%)\*



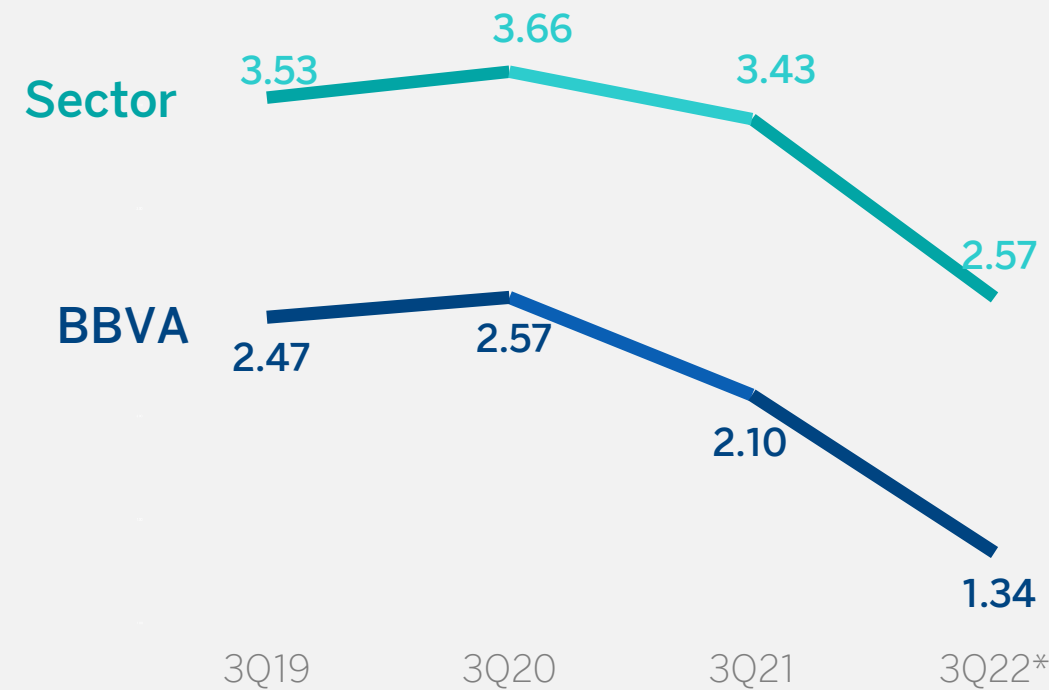
## NPL + WRITE-OFF (%)



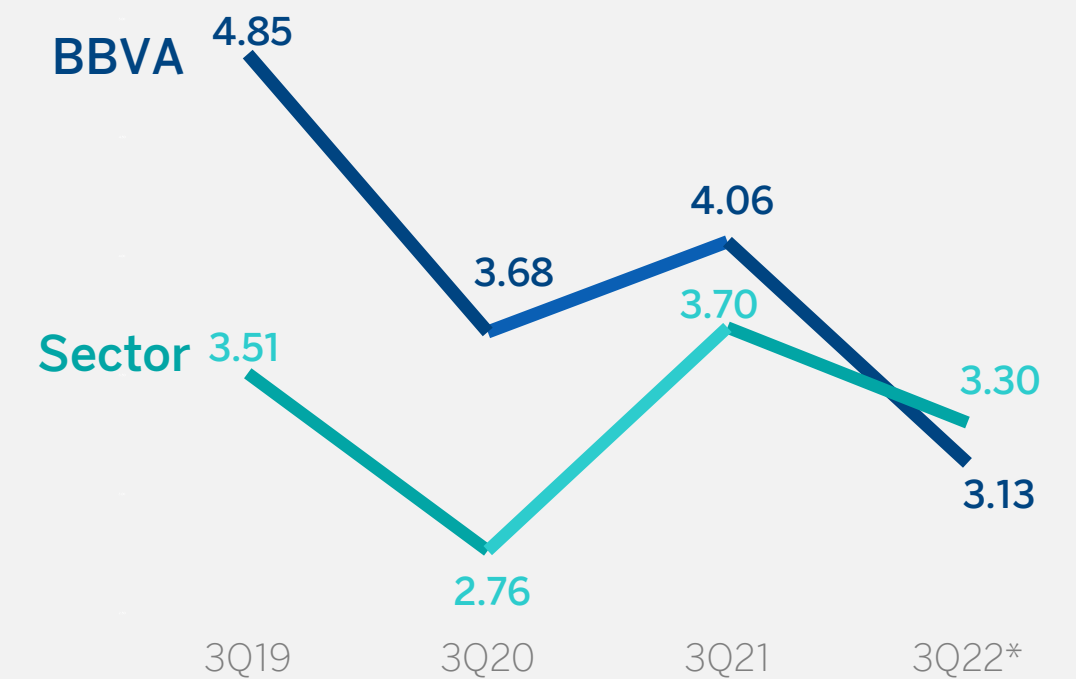
## MORTGAGE



## COMMERCIAL



## CONSUME

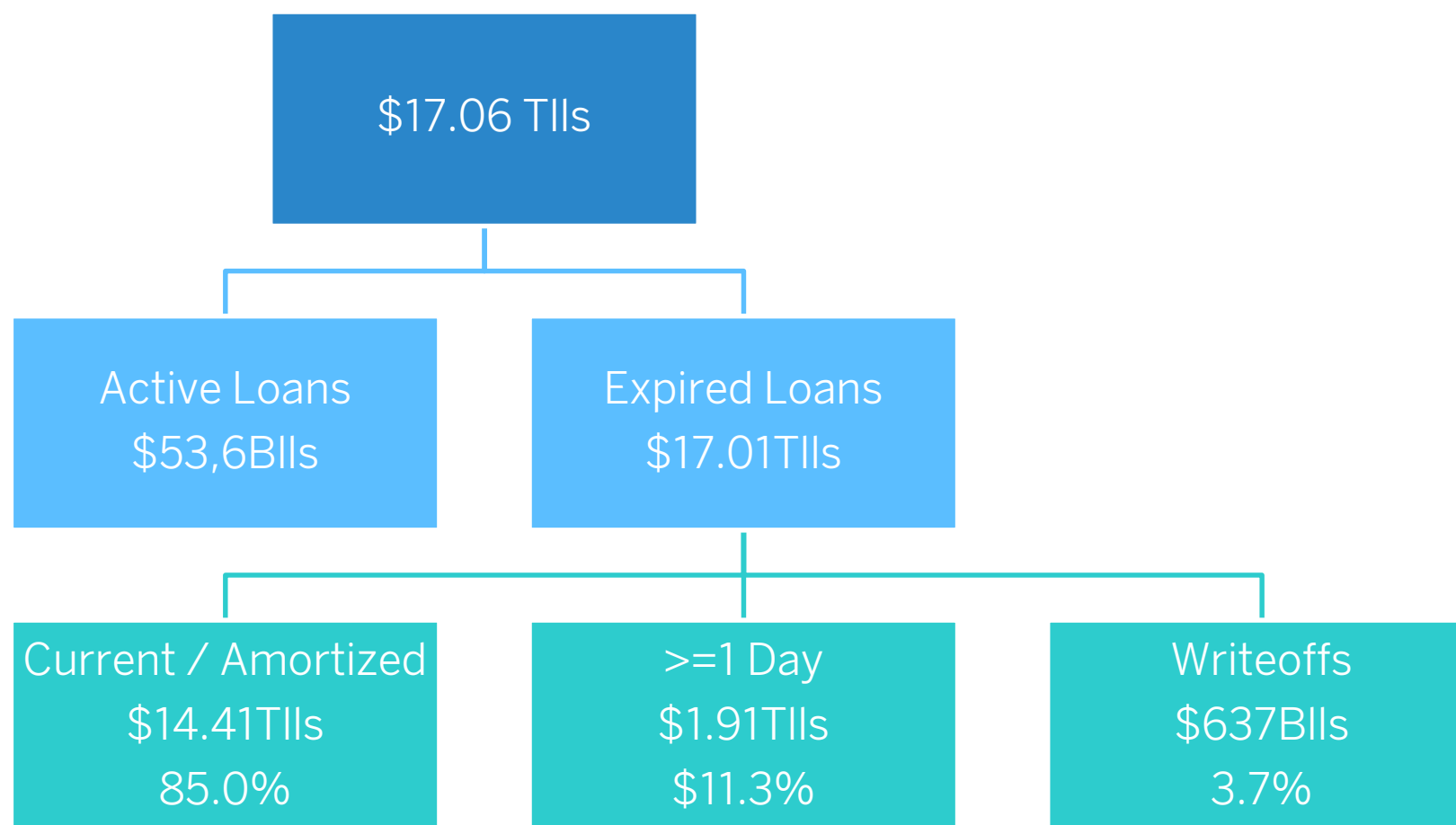


\*NPL: commercial portfolio greater than 90 days, consumer greater than 60 days and mortgage greater than 120 days

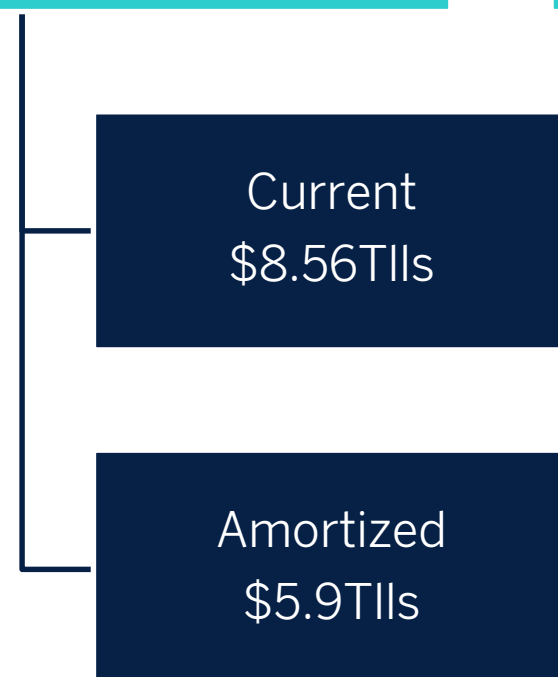
Source: SFC

# Deferred Loan Status

## TOTAL DEFERRED AND REDEFINED



- Acceptable behavior, 85% of deferred loans continued paying or canceled.
- Continue with monitoring and vintage analysis.
- Recovery activity was reestablished after PAD ended, so restructures, foreclosures, litigation are part of the alternatives.
- Loans that need a new alternative, are classified as restructure in stage 3.

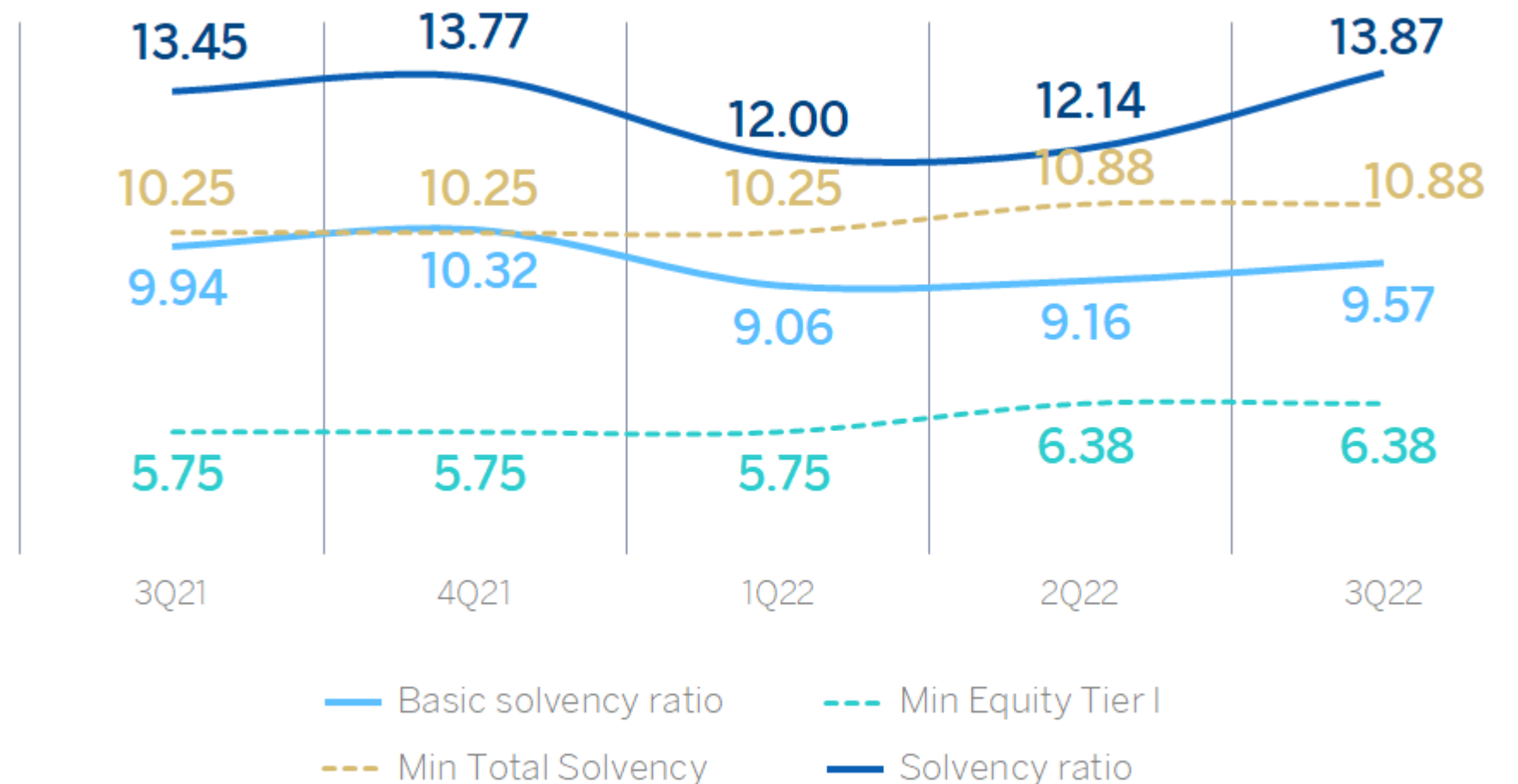
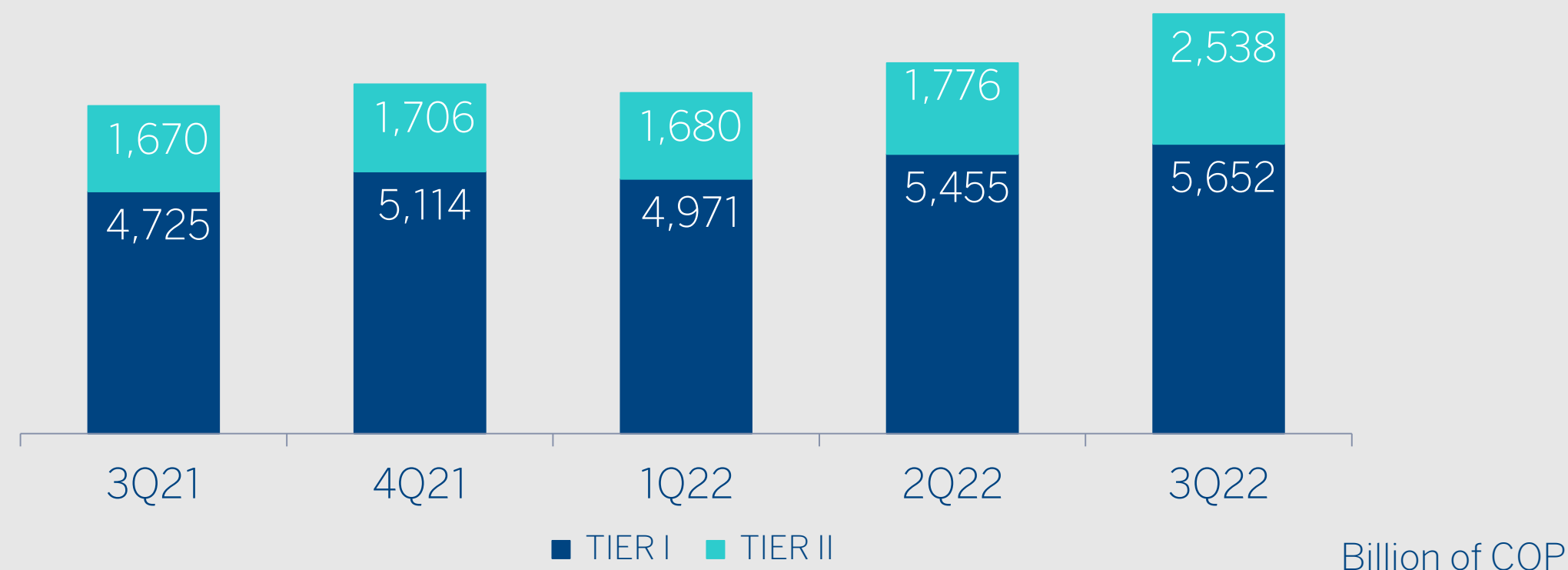


BILION COP

Portfolio	Current/ Amortized		1-30 days		31-90 days		>90 days		Write offs		Total	Part
Mortgage	5,783	86%	599	9%	169	3%	173	3%	-	0%	6,724	40%
Consumer	4,044	75%	320	6%	118	2%	285	5%	608	11%	5,375	32%
Corporate & SMEs	4,632	94%	81	2%	25	1%	144	3%	29	1%	4,911	29%
Total	14,459	256%	1,000	17%	312	5%	602	11%	637	12%	17,010	100%

## Solid capital position

**Strong  
Capital Position**



### EVOLUTION OF THE CAPITAL RATIO %

**319 pbs**  
Above the Minimum  
Regulatory Level

Separate figures

# Contact

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IR Professional

**BBVA Colombia S.A.**



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Creando Oportunidades

# Annex



# Consolidated Balance Sheet

	9M21	9M22	Var TAM	
			abs	%
Cash and cash equivalents	7,908	11,537	3,630	45.9
Investments	7,064	7,309	245	3.5
Derivative Financial Instruments and Cash Operations	2,371	10,198	7,827	330.1
Gross Loan Portafolio and Leasing	54,329	66,074	11,745	21.6
Provision for credit losses	-2,930	-3,036	-107	-3.6
Other	3,786	4,333	547	14.4
<b>Assets</b>	<b>72,528</b>	<b>96,414</b>	<b>23,886</b>	<b>32.9</b>
Deposits	54,156	65,749	11,593	21.4
Money Market Operations	2,219	3,583	1,364	61.4
Financial instruments at fair value	2,821	9,976	7,155	253.6
Banks and other financial obligations	2,971	5,204	2,233	75.1
Investment in debt securities	2,355	2,602	246	10.5
Liabilities by deferred tax	362	446	85	23.4
Estimated liabilities and provisions	334	343	9	2.6
Payable accounts	747	1,299	552	74.0
Labor Obligations	258	275	17	6.5
Other Liabilities	363	431	68	18.7
<b>Liabilities</b>	<b>66,587</b>	<b>89,908</b>	<b>23,321</b>	<b>35.0</b>
Paid-in Capital	90	90	0	0.0
Additional-paid in capital	652	652	0	0.0
Noncontrolling interests	8	8	-1	-6.2
Reserves	3,644	4,093	449	12.3
Surplus	930	676	-254	-27.3
Net Profit for the period	618	988	370	59.9
<b>Stockholder's Equity</b>	<b>5,941</b>	<b>6,506</b>	<b>565</b>	<b>9.5</b>
<b>Total Liabilities and Stockholder's Equity</b>	<b>72,528</b>	<b>96,414</b>	<b>23,886</b>	<b>32.9</b>

# Accumulated Income Statement - Consolidate

	9M21	9M22	Var TAM	
			abs	%
Interest Income	3,449	4,894	1,445	42
Interest Expense	(1,011)	(2,045)	(1,034)	102
<b>NET INTEREST INCOME</b>	<b>2,438</b>	<b>2,849</b>	<b>411</b>	<b>17</b>
	-	-	-	-
<b>NET FEE INCOME</b>	<b>148</b>	<b>264</b>	<b>115</b>	<b>78</b>
Investment Portfolio	307	580	273	89
Dividends	18	18	0	2
Other Incomes	154	140	(14)	(9)
<b>OTHER OPERATING INCOME</b>	<b>479</b>	<b>739</b>	<b>260</b>	<b>54</b>
	-	-	-	-
<b>GROSS MARGIN</b>	<b>3,066</b>	<b>3,852</b>	<b>786</b>	<b>26</b>
	-	-	-	-
<b>Net Provisions</b>	<b>(805)</b>	<b>(747)</b>	<b>59</b>	<b>(7)</b>
<b>Operational Costs</b>	<b>(1,338)</b>	<b>(1,522)</b>	<b>(184)</b>	<b>14</b>
Personal Expenses	(478)	(559)	(80)	17
General Expenses	(360)	(367)	(7)	2
Taxes	(99)	(126)	(27)	27
Other	(385)	(457)	(72)	19
Operational Risk	(15)	(13)	2	(13)
<b>OPERATING EXPENSES</b>	<b>(2,143)</b>	<b>(2,269)</b>	<b>(126)</b>	<b>6</b>
	-	-	-	-
Minority Interest	(1)	(1)	1	(37)
<b>PROFIT BEFORE TAX</b>	<b>921</b>	<b>1,582</b>	<b>661</b>	<b>72</b>
Income Tax	(303)	(594)	(291)	96
<b>NET PROFIT</b>	<b>618</b>	<b>988</b>	<b>370</b>	<b>60</b>

# Separate Balance Sheet

	9M21	9M22	Var TAM	
			abs	%
Cash	7,078	10,869	3,791	53.6
Assets positions in money market operations	793	631	-161	-20.3
Investment and derivatives transactions	9,647	17,832	8,184	84.8
Loan portfolio and leasing operations	54,329	66,074	11,745	21.6
Impairment	-3,476	-3,316	161	4.6
Other Assets	3,485	3,720	235	6.8
<b>Total Assets</b>	<b>71,856</b>	<b>95,811</b>	<b>23,955</b>	<b>33.3</b>
Deposits and financial claims	56,547	68,411	11,864	21.0
Liabilities positions in money market operation:	2,220	3,584	1,364	61.5
Financial instruments at fair value	2,821	9,976	7,155	253.6
Banks and other financial obligations	2,971	5,204	2,233	75.1
Accounts payable	1,025	1,516	491	47.9
Labor obligations	255	271	16	6.4
Other Liabilities	638	703	65	10.2
<b>Total Liabilities</b>	<b>66,476</b>	<b>89,664</b>	<b>23,188</b>	<b>34.9</b>
Suscribed and paid-in-capital	90	90	0	-
Specific destination reserves and funds	3,643	4,093	449	12.3
Surplus	1,034	1,078	44	4.2
Gains or losses	612	886	274	44.8
<b>Stockholder's Equity</b>	<b>5,379</b>	<b>6,147</b>	<b>767</b>	<b>14.3</b>
<b>Total Liabilities and Stockholder's Equity</b>	<b>71,856</b>	<b>95,811</b>	<b>23,955</b>	<b>33.3</b>

# Accumulated Income Statement - Separate

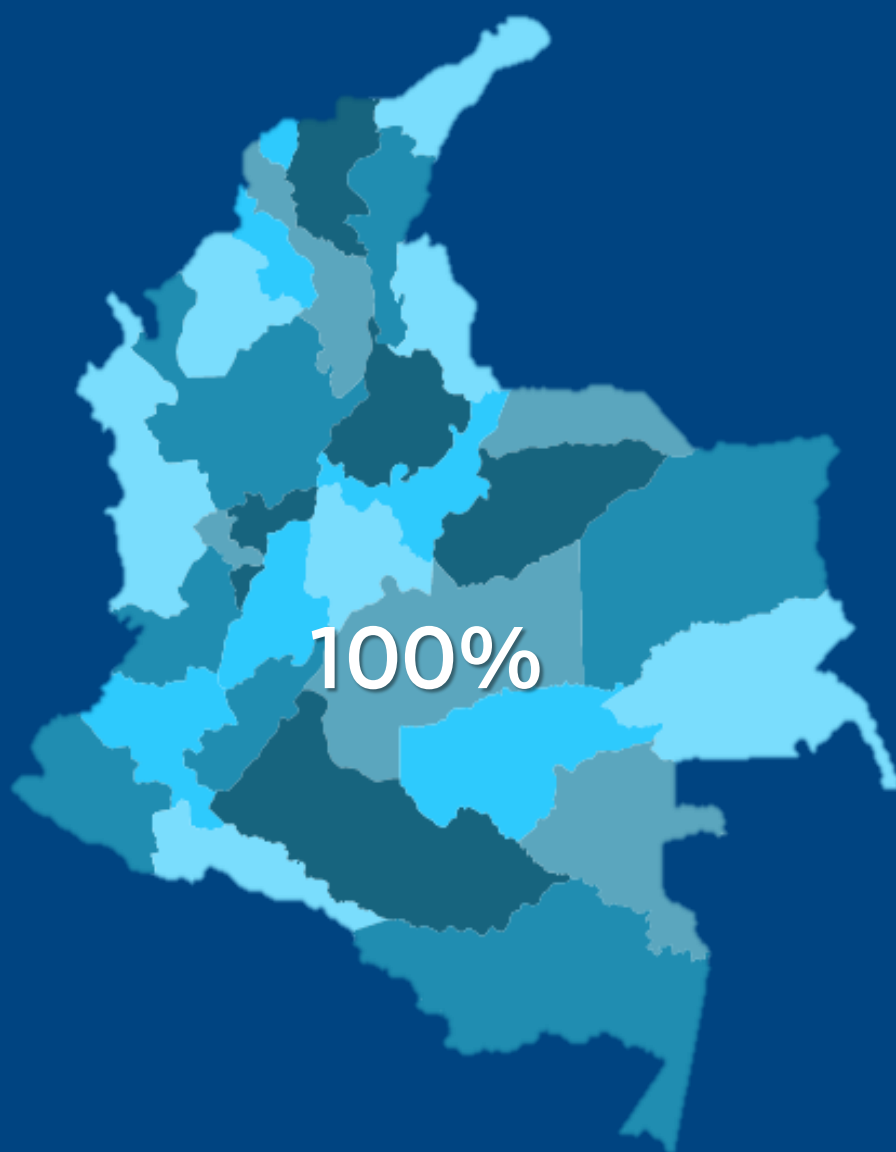
	9M21	9M22	Var TAM	
			abs	%
Interest Income	3,449	4,539	1,090	31.6
Interest Expense	(1,011)	(2,046)	(1,035)	102.3
<b>NET INTEREST INCOME</b>	<b>2,438</b>	<b>2,492</b>	<b>55</b>	<b>2.2</b>
<b>NET FEE INCOME</b>	<b>107</b>	<b>179</b>	<b>72</b>	<b>67.3</b>
Investment Portfolio	329	591	262	79.5
Dividends	17	18	1	4.4
Other incomes	151	135	(16)	(10.4)
<b>OTHER OPERATING INCOME</b>	<b>497</b>	<b>744</b>	<b>247</b>	<b>49.7</b>
<b>GROSS MARGIN</b>	<b>3,042</b>	<b>3,416</b>	<b>374</b>	<b>12.3</b>
Net Provisions	(805)	(505)	300	(37.3)
Operational Costs	(1,313)	(1,490)	(178)	13.5
Personal Expenses	(465)	(542)	(78)	16.7
General Expenses	(358)	(362)	(4)	1.1
Taxes	(97)	(124)	(27)	27.8
Other	(381)	(452)	(71)	18.8
Operational Risk	(12)	(9)	2	(20.9)
<b>OPERATING EXPENSES</b>	<b>(2,117)</b>	<b>(1,995)</b>	<b>123</b>	<b>(5.8)</b>
<b>PROFIT BEFORE TAX</b>	<b>925</b>	<b>1,421</b>	<b>496</b>	<b>53.7</b>
Income Tax	(297)	(519)	(222)	74.7
<b>NET INCOME</b>	<b>628</b>	<b>902</b>	<b>274</b>	<b>43.7</b>

# BBVA Colombia 3Q22



## BBVA COLOMBIA PARTICIPATION

September 2022



**Branch Offices**  
506

**Atm's**  
1.485

**Banking Agents**  
24.367

**Employees**  
5.798

## RATINGS

### LOCAL RATINGS

Fitch Ratings  
Long Term: AAA (col)  
Short Term: F1+ (col)

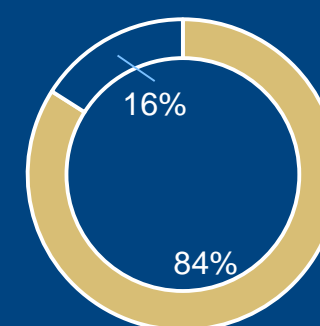
### INTERNATIONAL RATINGS

Fitch Ratings  
Long Term: BBB-  
Short Term: F3

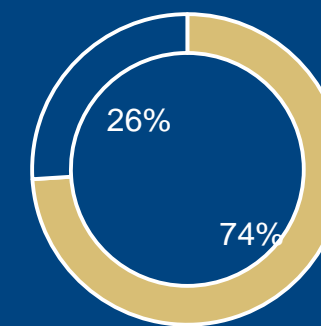
Moody's  
Long Term: Baa2  
Short Term: Prime 2 (P-2)

## SECTOR

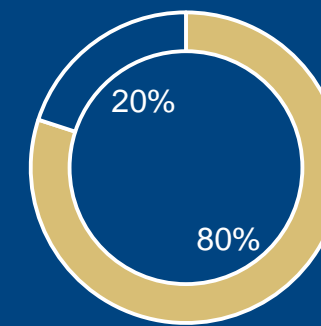
Bancolombia



Davivienda



Grupo Aval



■ Colombia □ Central America ■ Colombia □ Central America ■ Colombia □ Central America

Source: Quarterly Report of each bank 3Q22



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