



BBVA Colombia

Corporate Information



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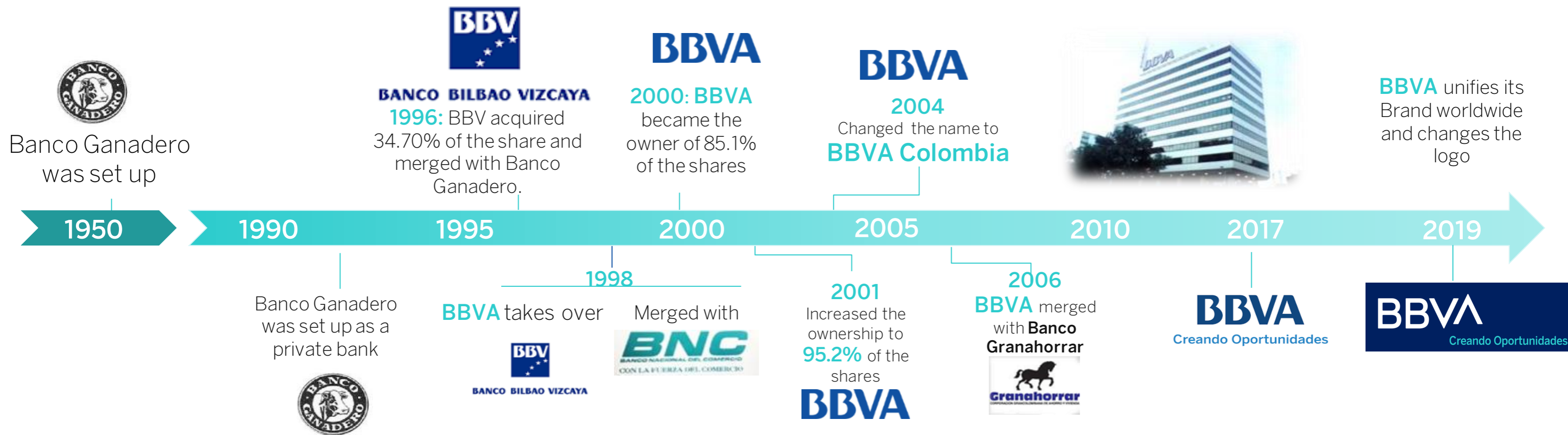
- 1 History
 - 2 Organizational Structure
 - 3 BBVA in Colombia
 - 4 Consolidated Results 2Q21
 - 5 Balance Sheet and Business Activity
 - 6 BBVA Colombia's evolution
 - 7 Social Responsibility
- Annex



Creando Oportunidades

1 History

BBVA has more than 60 years of history in Colombia



BBVA

Creando Oportunidades

2

Organizational Structure

Organizational Structure

Country Manager BBVA Colombia

- Client Solutions
- Networks Management
- Finance
- Legal
- Engineering & HOD
- Talent & Culture
- Risks
- Corporate and Investment Banking

- BBVA Research
- Communication
- Internal Audit

Shareholder's composition BBVA and subsidiaries



- 76.20% BBVA S.A.
- 19.23% BBVA América S.L.
- 4.57% Others

The parent company

Subsidiaries



- 94.51% BBVA Colombia
- 2.74% BBVA Seguros Colombia S.A.
- 2.74% BBVA Seguros de Vida S.A.
- 0.01% Others



- 94.44% BBVA Colombia
- 2.77% BBVA Seguros Colombia S.A.
- 2.77% BBVA Seguros de Vida S.A.
- 0.02% Others

No changes registered in 2020



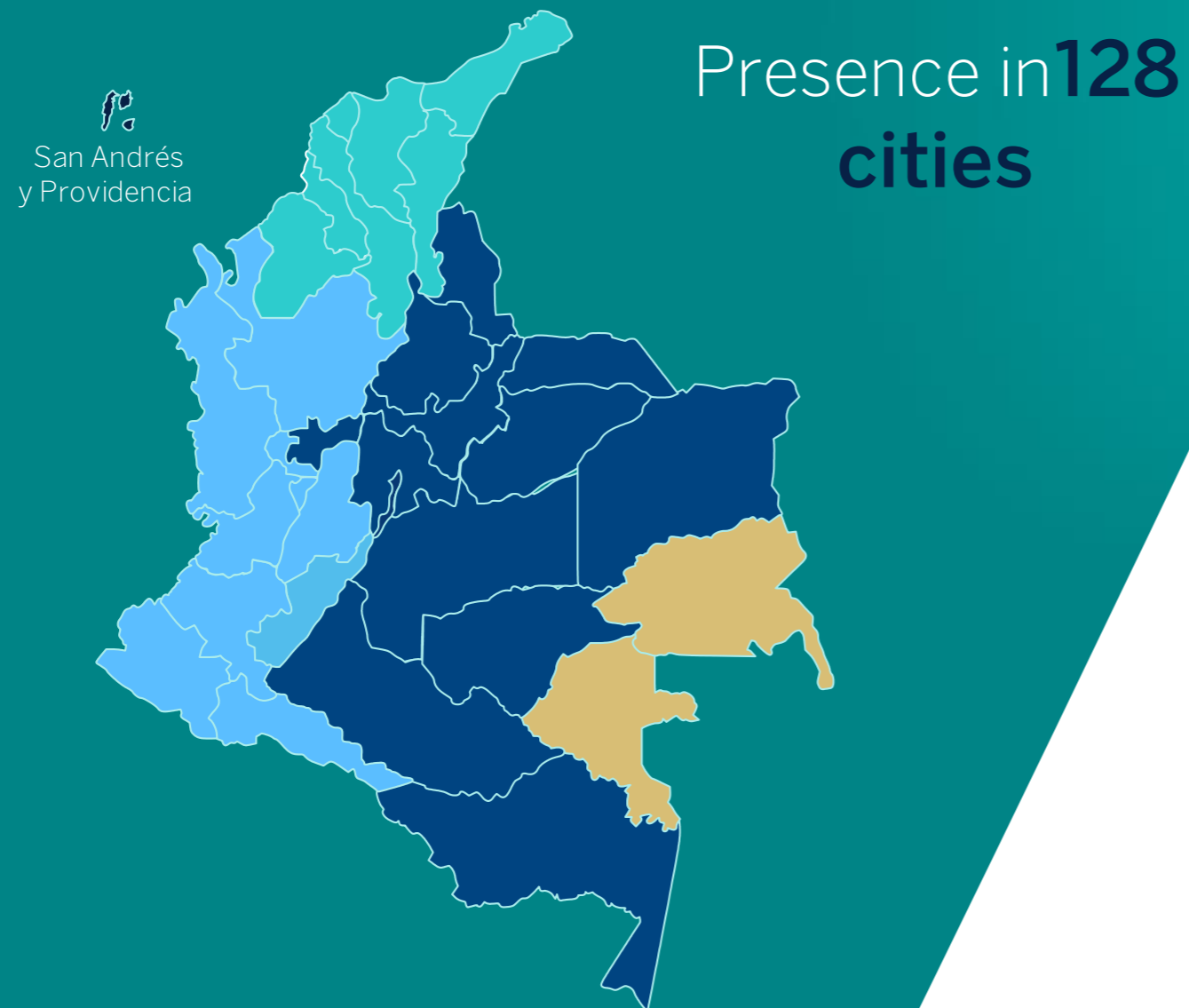
Creando Oportunidades

3

BBVA in Colombia

Our purpose

«Bring the age of opportunity to everyone»



Main Figures 2Q21

• Balance Sheet

+1.5%

Gross Loan Portfolio vs 2Q20

-6.1%

Customer Deposits* vs 2Q20

• Risk Ratios

3.98%

NPL Ratio 2Q21

2.23%

Cost of Risk 2Q21

248.69%

Coverage Ratio 2Q21

• Results

+6.9%

NIM vs. 2Q20

+2.5%

Gross Margin vs. 2T20

+30.2%

Net profit vs. 2T20

* Individual figures

2Q21 Infraestructure



416

Branches



1,329

ATM's



2,7 M

Customers

Social Impact



5,308

Employees

Innovation



1,5 M

Digital Customers



87%

Digital Sales/ Total Sales



Creando Oportunidades

OUR VALUES



Customer come first



We think **big**



We are **one team**



We are empathetic



We are ambitious



I am committed



We have integrity



We break the mold



I trust others



We meet their needs



We amaze our customers



I am BBVA

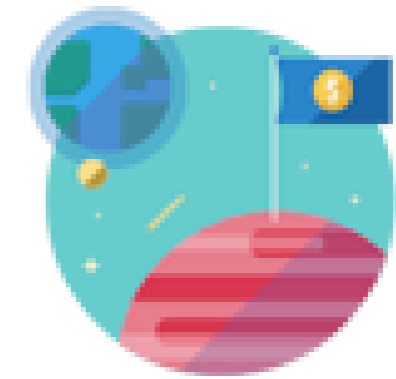
OUR STRATEGIC PRIORITIES



**New standard in
customer experience**



Drive digital sales



New business model



**Optimize capital
allocation**



Unrivalled efficiency



A first class workforce

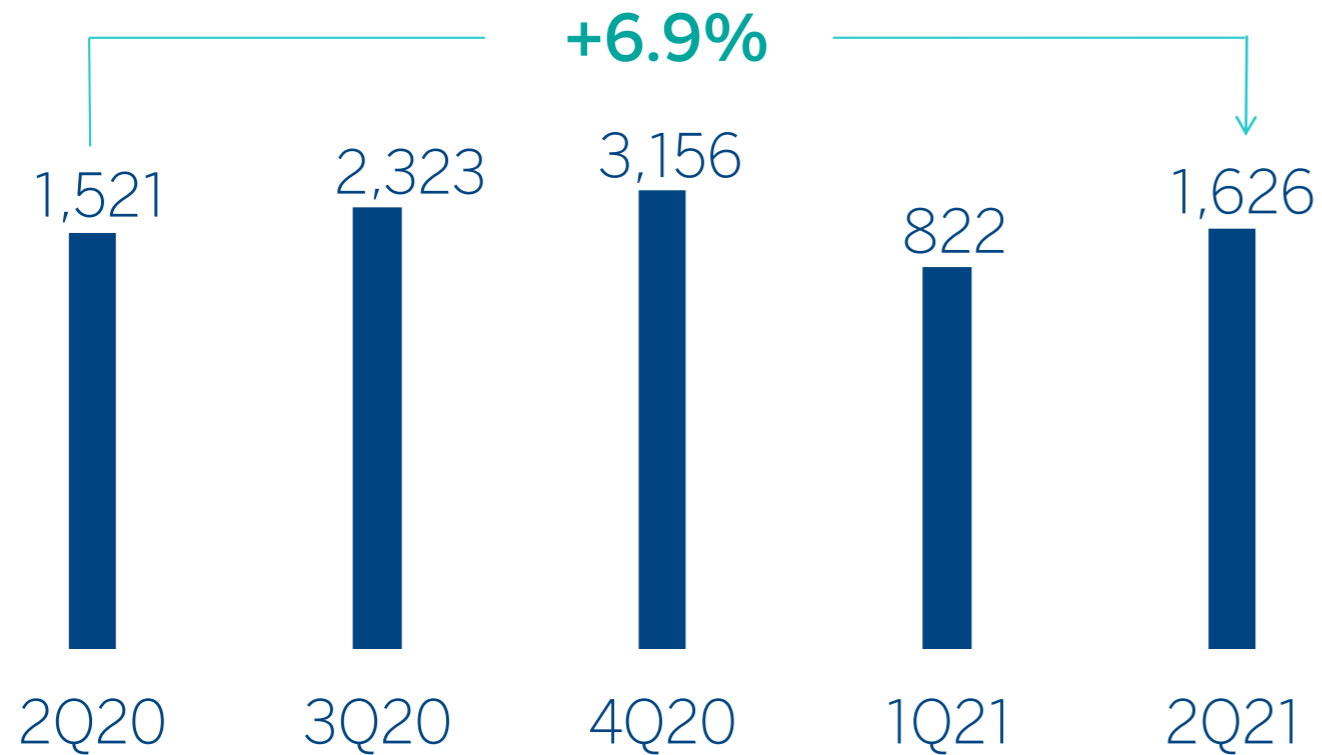
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Consolidated Results 2Q21

Interest margin growth driven by an increase in the activity

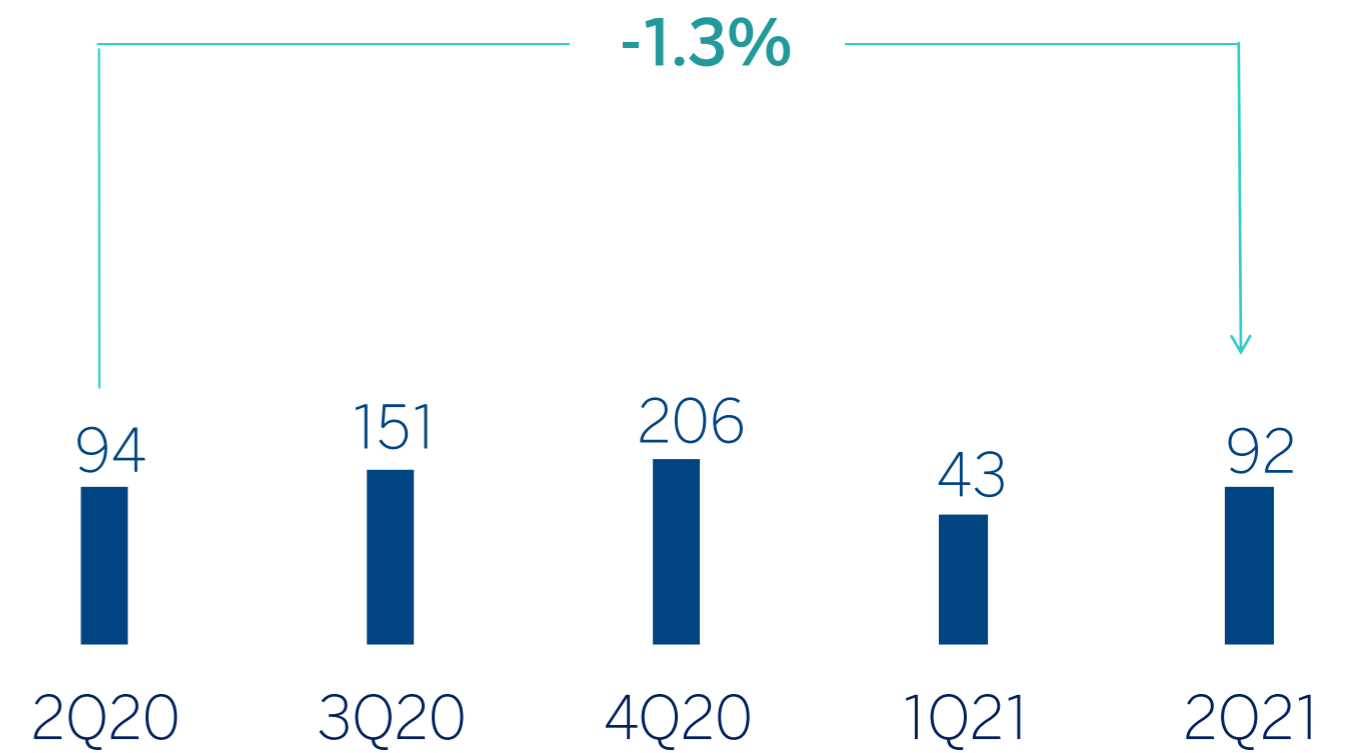
/ NET INTEREST INCOME

BILLION COP



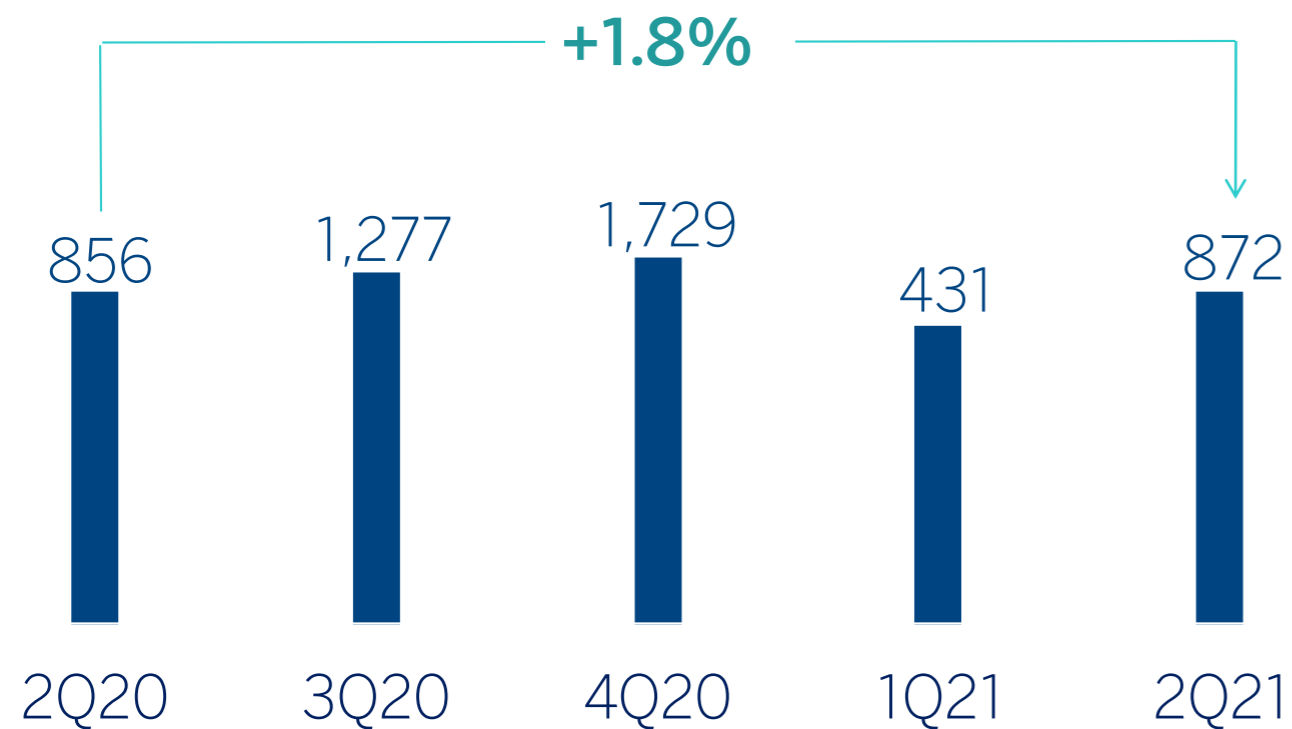
/ NET FEE INCOME

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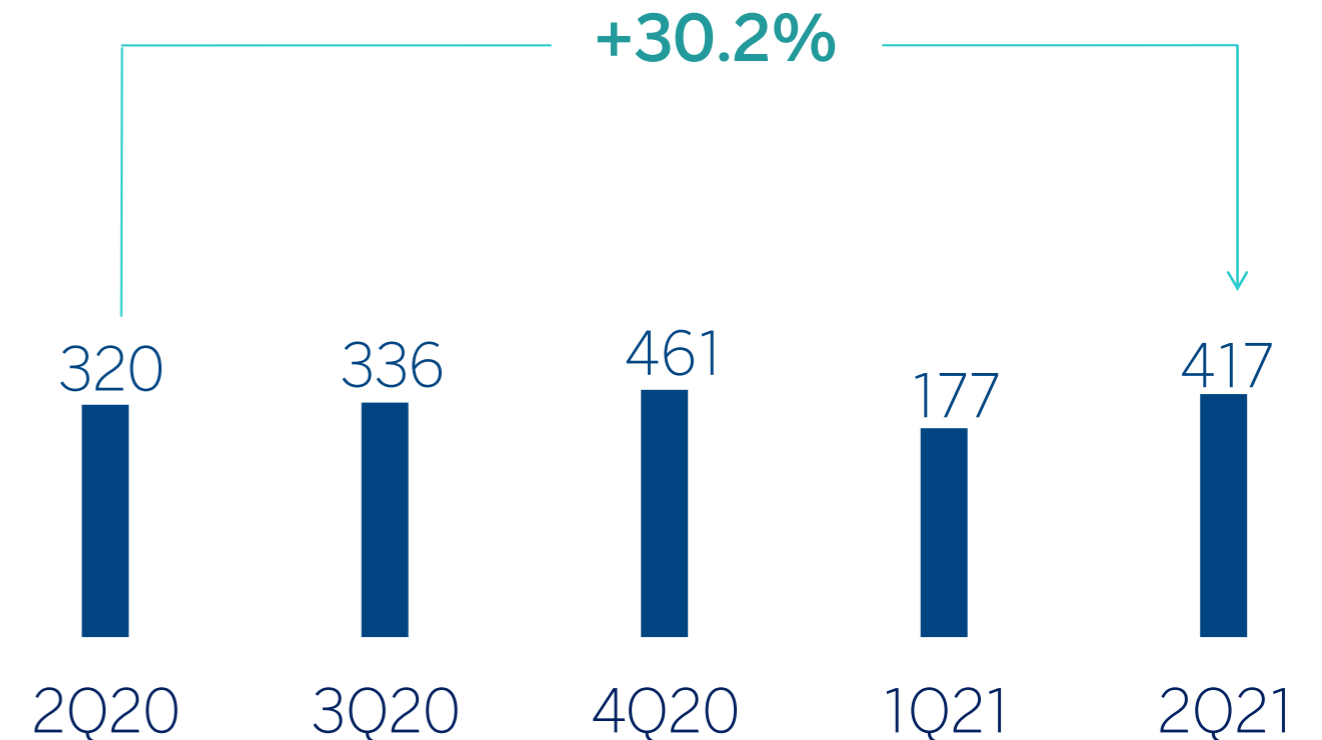
/ OPERATIONAL COSTS

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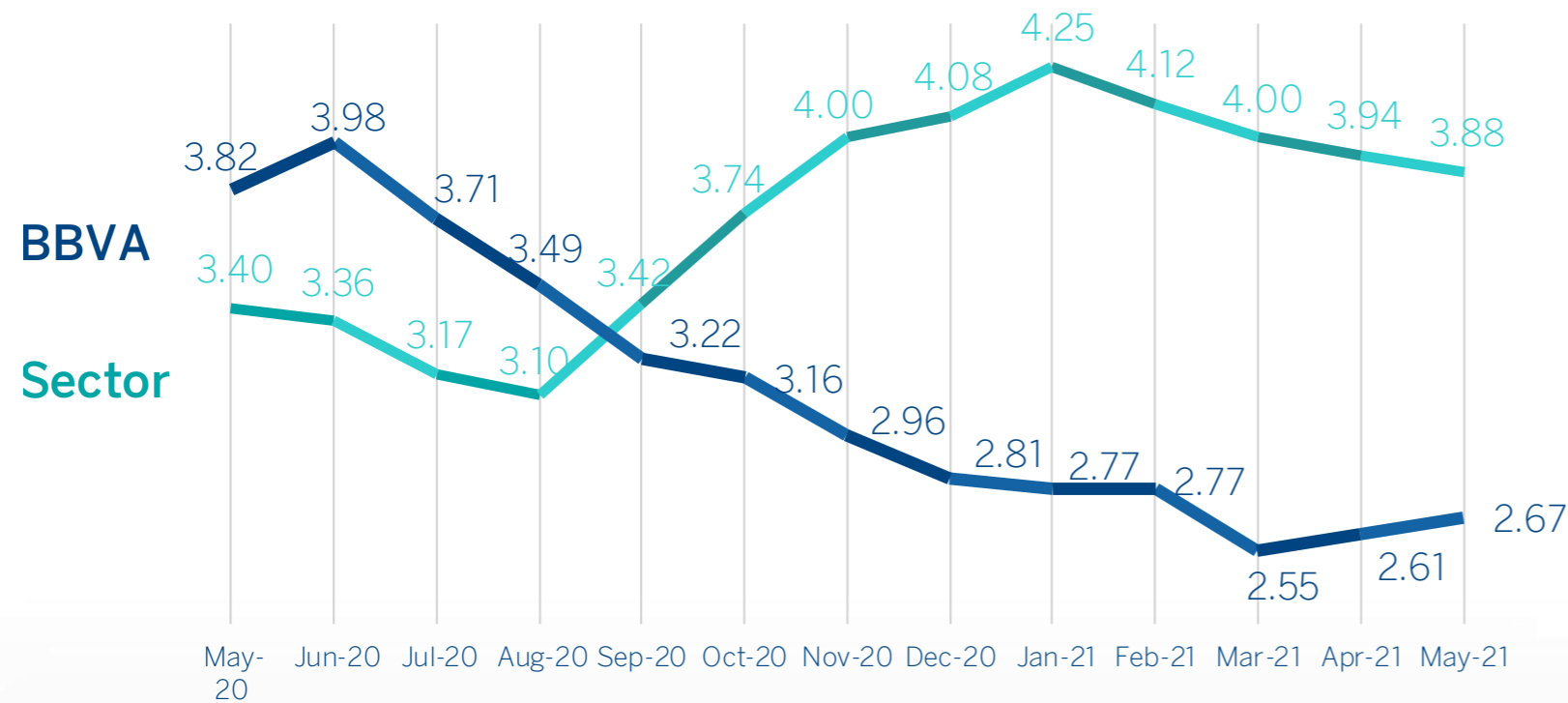
/ NET INCOME

BILLION COP

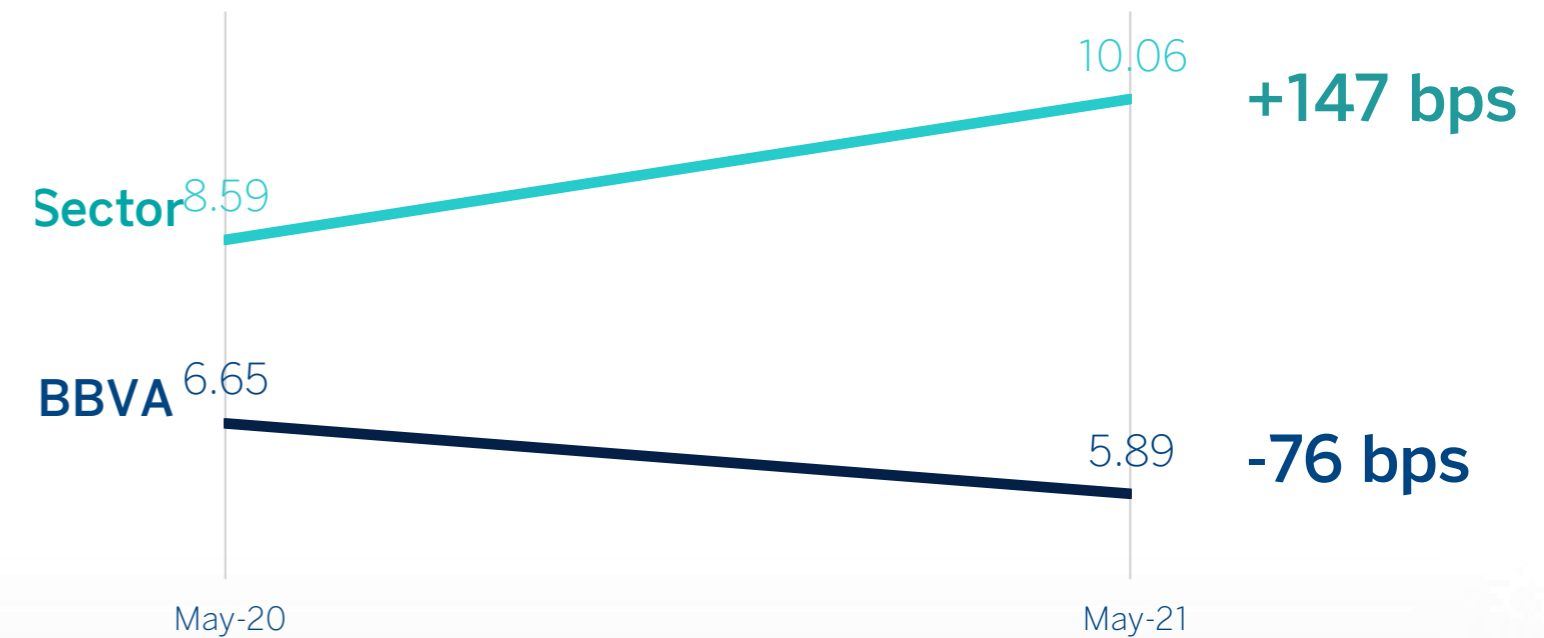


BBVA Colombia's write-offs policies are stricter than the sector

NPL RATIO (%)*



NPL + WRITE-OFF (%)

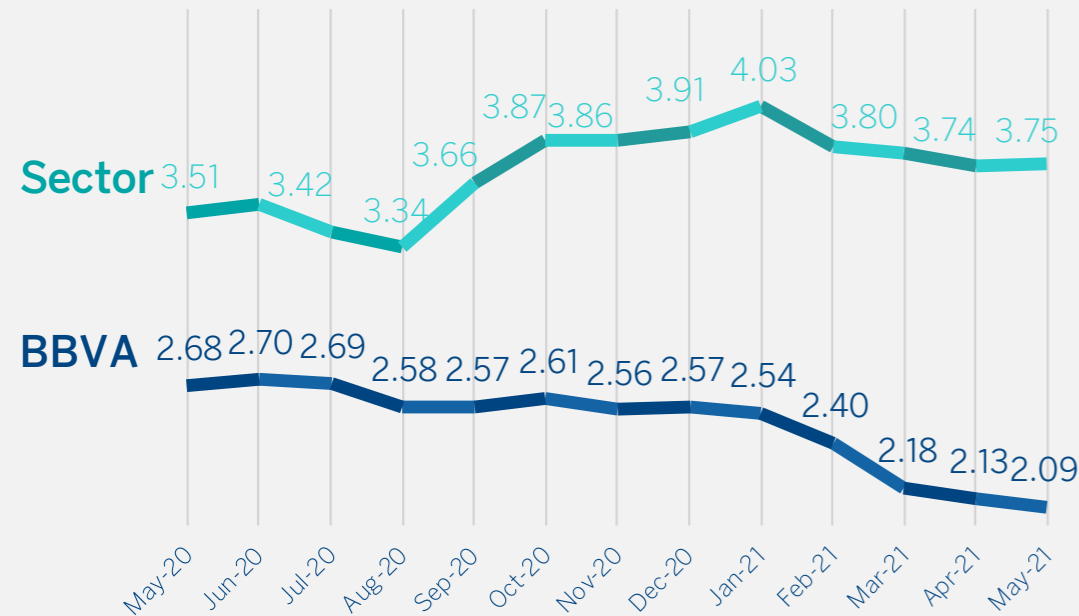


YoY

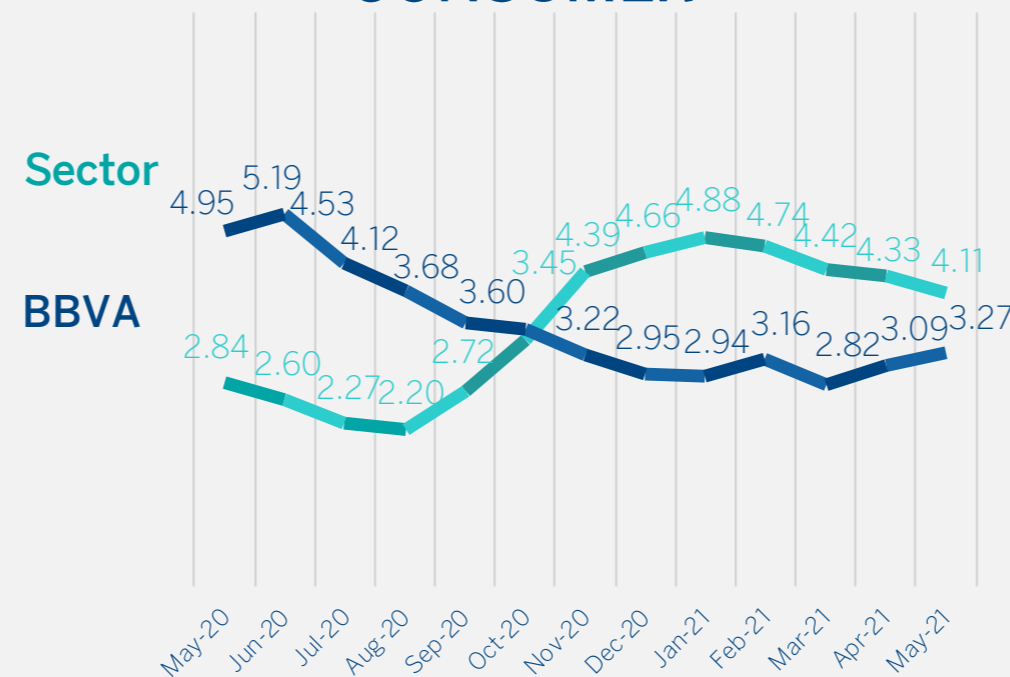
+147 bps

-76 bps

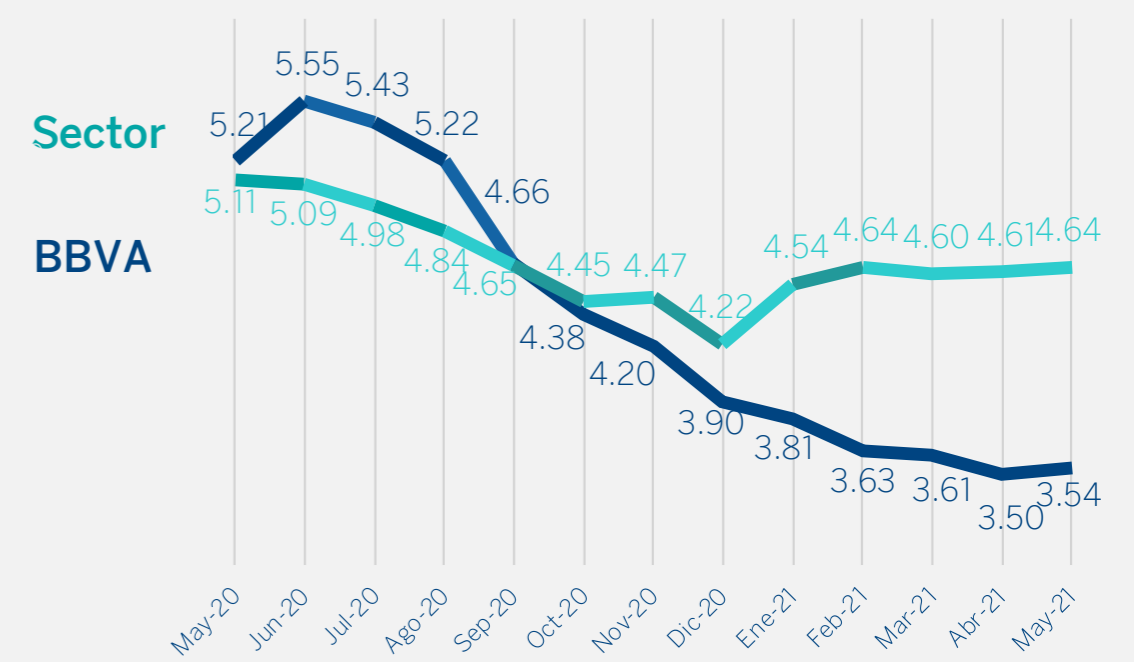
COMMERCIAL



CONSUMER



MORTGAGE



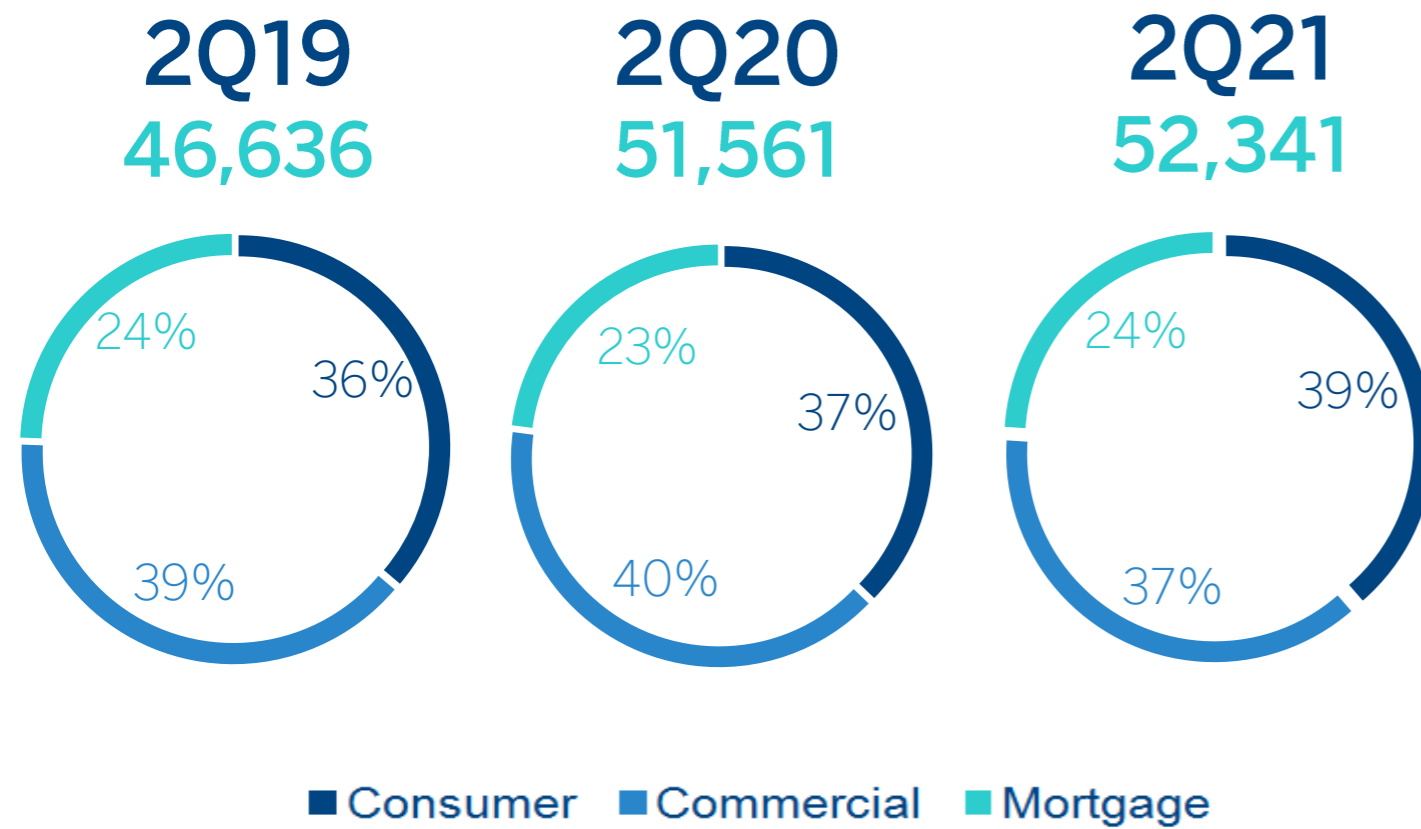
*NPL: commercial portfolio greater than 90 days, consumer greater than 60 days and mortgage greater than 120 days
Source: SFC

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Balance Sheet and Business Activity

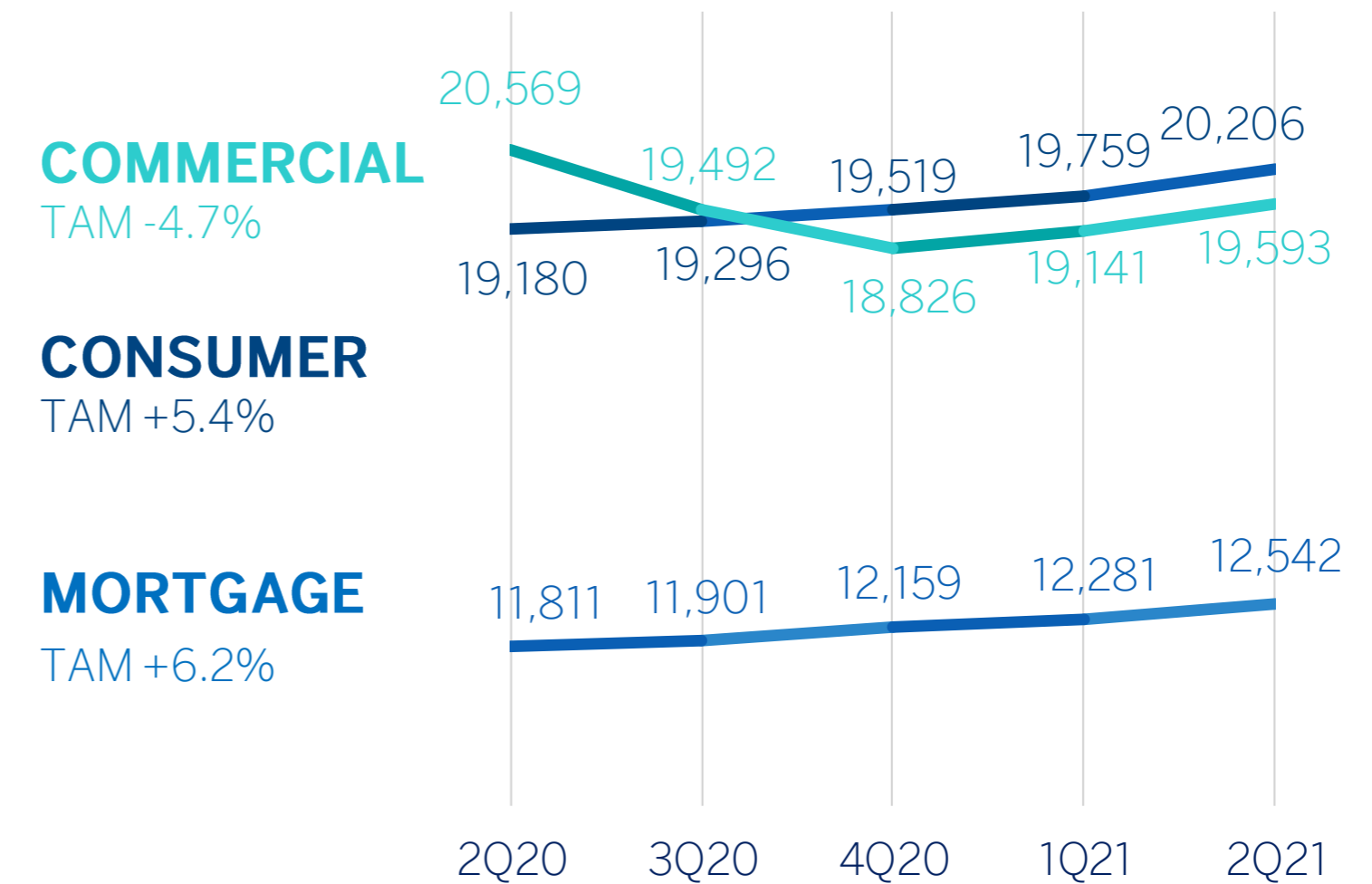
Portfolio growth driven by our retail portfolio

PORTFOLIO COMPOSITION



GROSS LOAN PORTFOLIO +1.5% YoY

BILLION

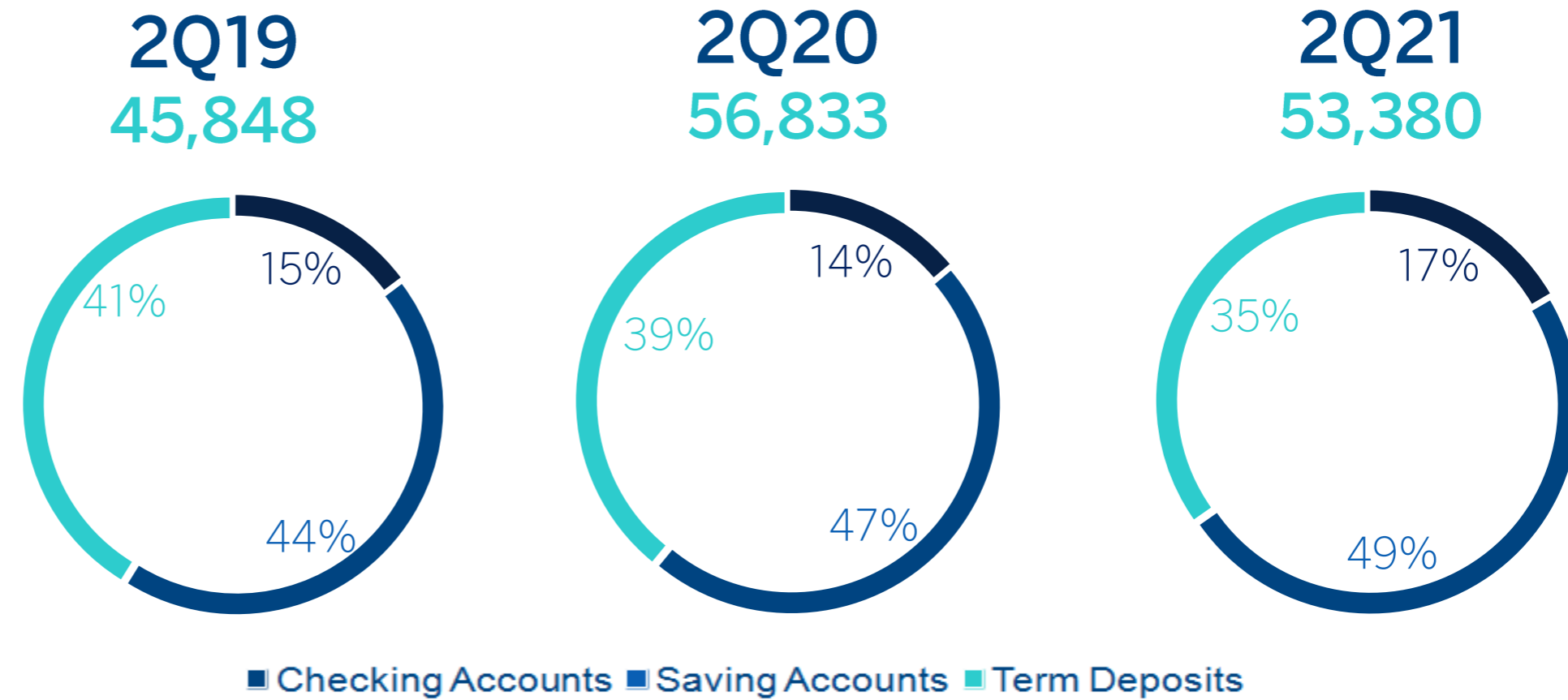


Activity focused on the retail segment, which **represents 62%** of the gross loan portfolio at the end of June 2021

Significant growth in consumer and mortgages portfolio

Strategic management of our funding sources

DEPOSITS COMPOSITION



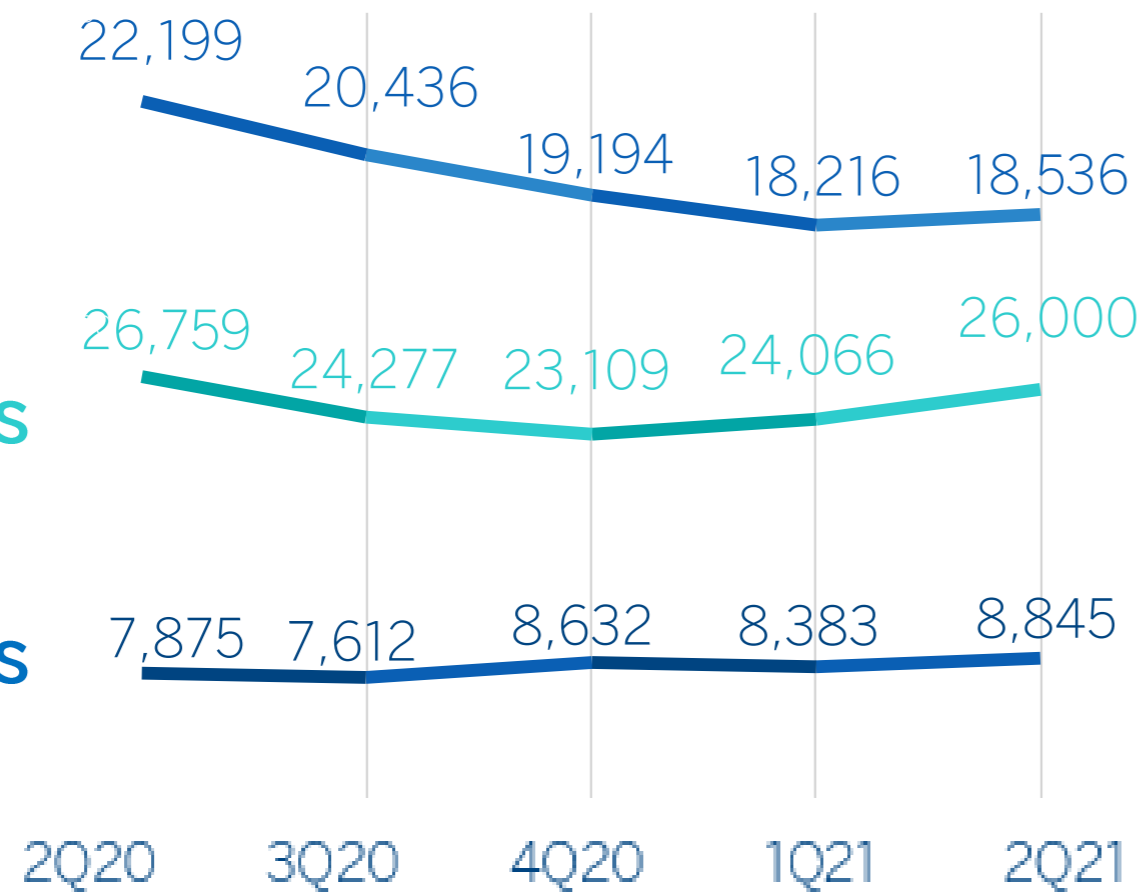
DEPOSITS GROWTH -6.1% YoY

BILLION

TIME DEPOSITS
TAM -16.5%

SAVING ACCOUNTS
TAM -2.8%

CURRENT ACCOUNTS
TAM +12.3%



Deposits growth driven by an increase in current accounts

Focus on strong returns on capital

Market Shares

Loan Portfolio
\$52,6
 Trillion
 Market Share **10.21%**
 -3 bps YoY

Deposits
\$54,1
 Trillion
 Market Share **10.91%**
 -107 bps YoY

Individuals*

Market Share
14.34%
 +2 bps YoY

Commercial

Market Share
6.85%
 -31 pbs YoY

Saving Accounts

Market Share
10.05%
 -152 bps YoY

Current Accounts

Market share
10.89%
 -13 bps YoY

Consumer**

Market Share
13.30%
 +19 bps YoY

Credit Cards

Market Share
7.79%
 +93 bps YoY

Mortgages***

Market Share
15.59%
 -42 bps YoY

Term Deposits

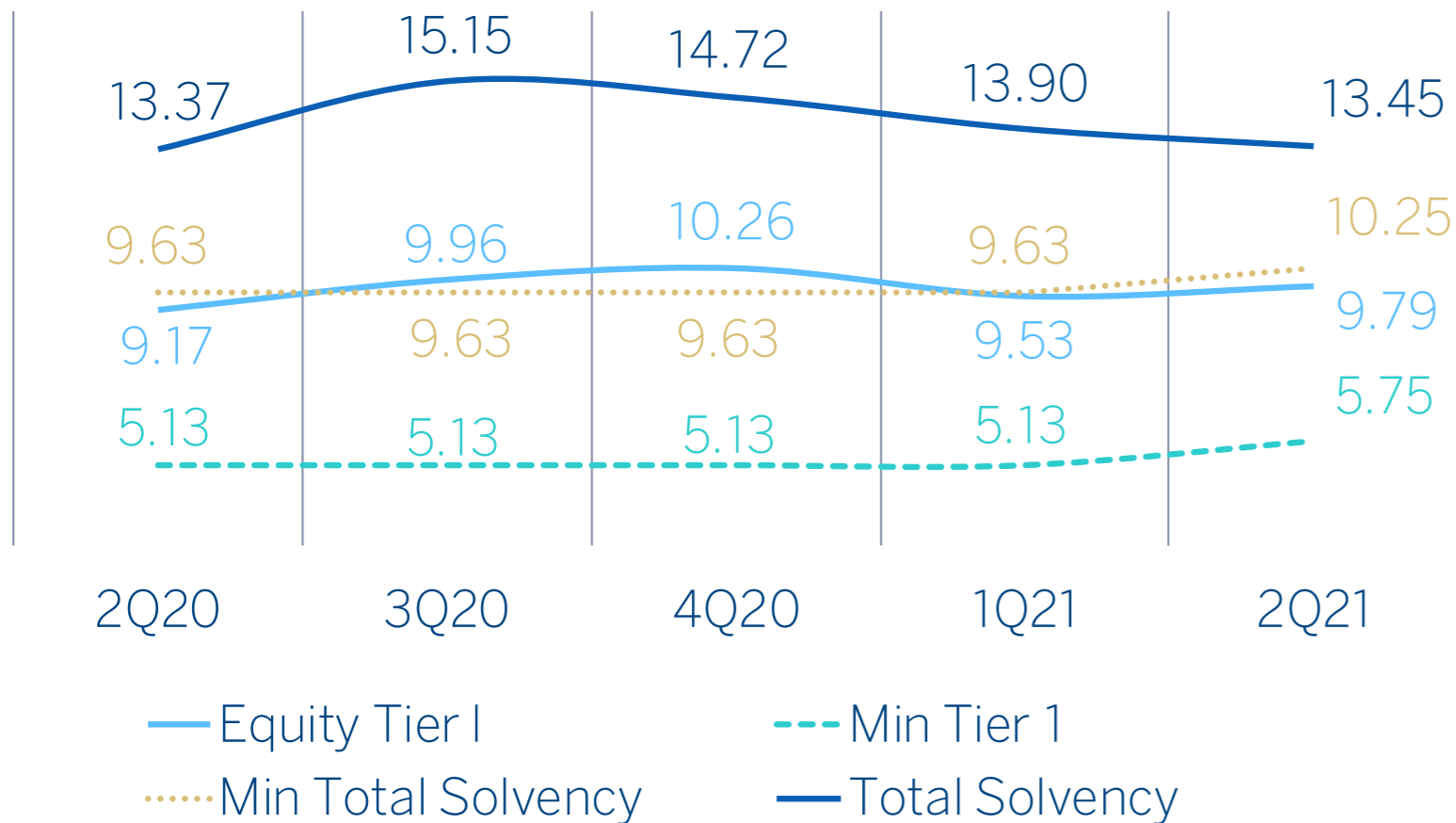
Market share
13.01%
 -56 bps YoY

Source: SFC. Market share as of May 2021.

*Market Share Individuals + Securitizations. **Market Share Consumer + Individual's overdraft + Credit Cards. ***Market Share Mortgages + LH + Securitizations

Outstanding delivery on shareholder value creation

RATIO EVOLUTION



EVOLUTION OF THE CAPITAL RATIO %

320 pbs
Above the Minimum
Regulatory Level

Shareholder Remuneration

COP Billion

8.16%

8.16%



Cash
\$16.32 per share

Remuneration Policy

- We remain committed to our dividend policy:
 - 2 payments per year (June and October)
- Tier I capital represents more than **70% of average technical equity**. This was possible thanks to a policy that increases the legal reserves from each year retained utilities.
- **Pay-out of 50%**, policy that comes since 2007


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BBVA Colombia's Evolution

Focus on strong capital returns

Infrastructure

Branches
 **416**


ATM's
 **1,329**

Employees
 **5,308**


Social Impact

Customers
 **2.7 M**

Loans
 **10.19**

Deposits
 **10.83**


Profitability


ROE
 **11.17**

Efficiency
 **41.88**

Innovation

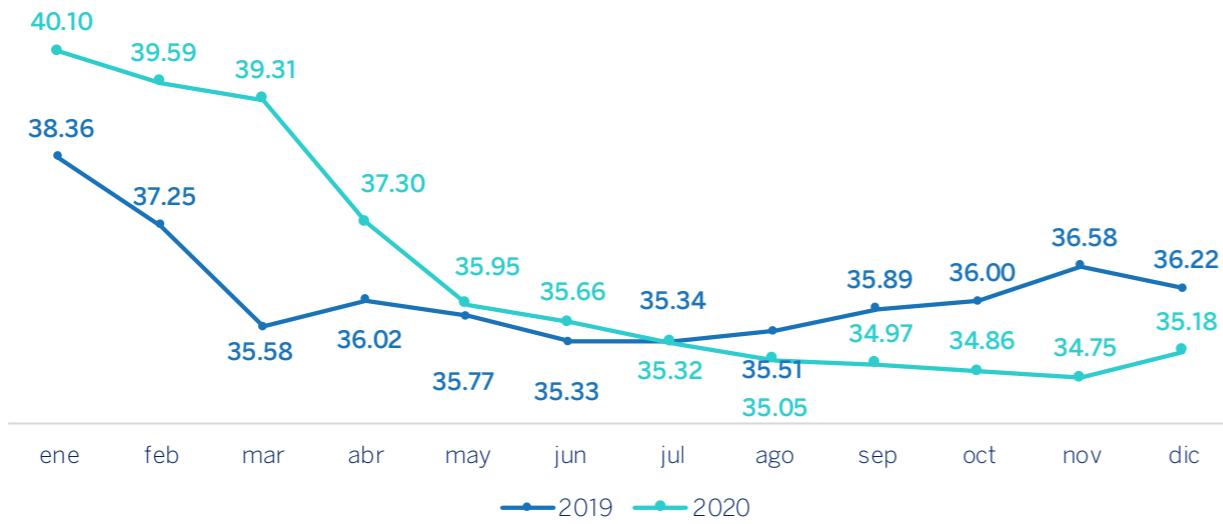
Digital Customers
 **1.5 M**

Mobile Customers
 **1.4 M**

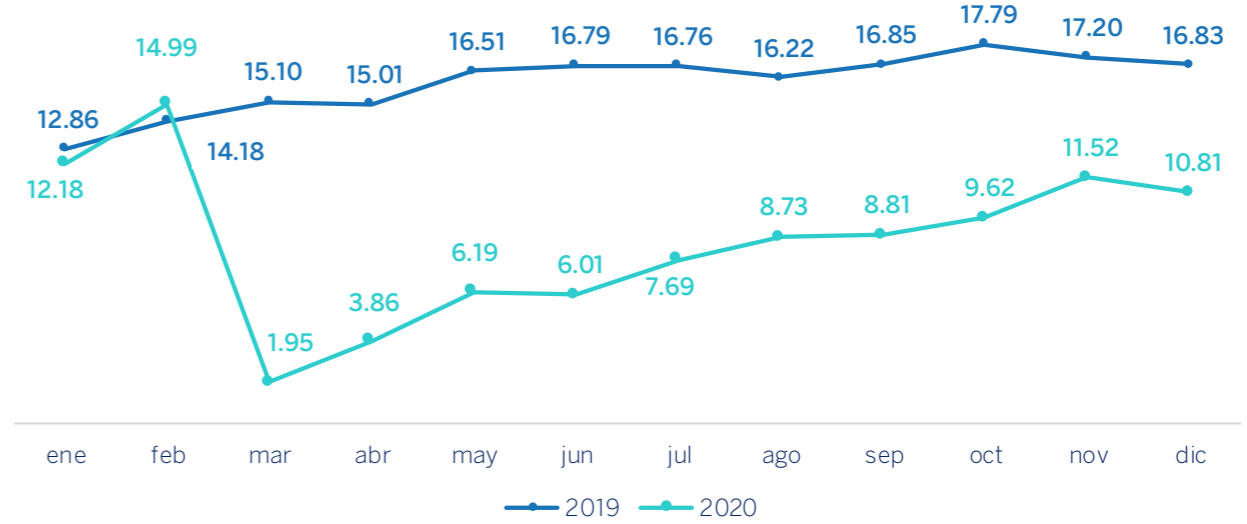
Digital Sales
 **87%**

Positive evolution of Financial and Non-Financial KPIs

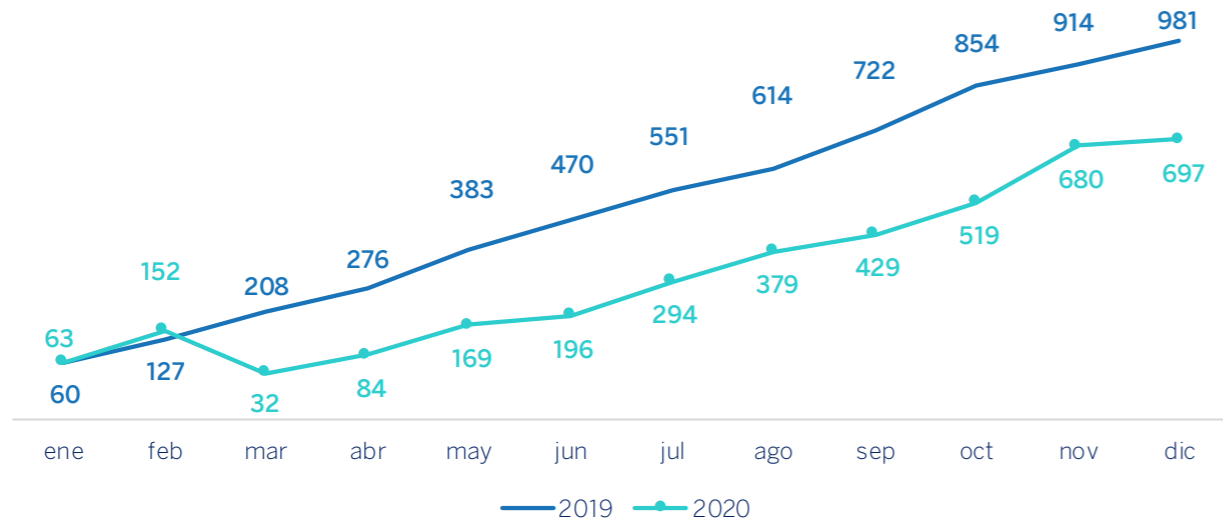
Efficiency Ratio %



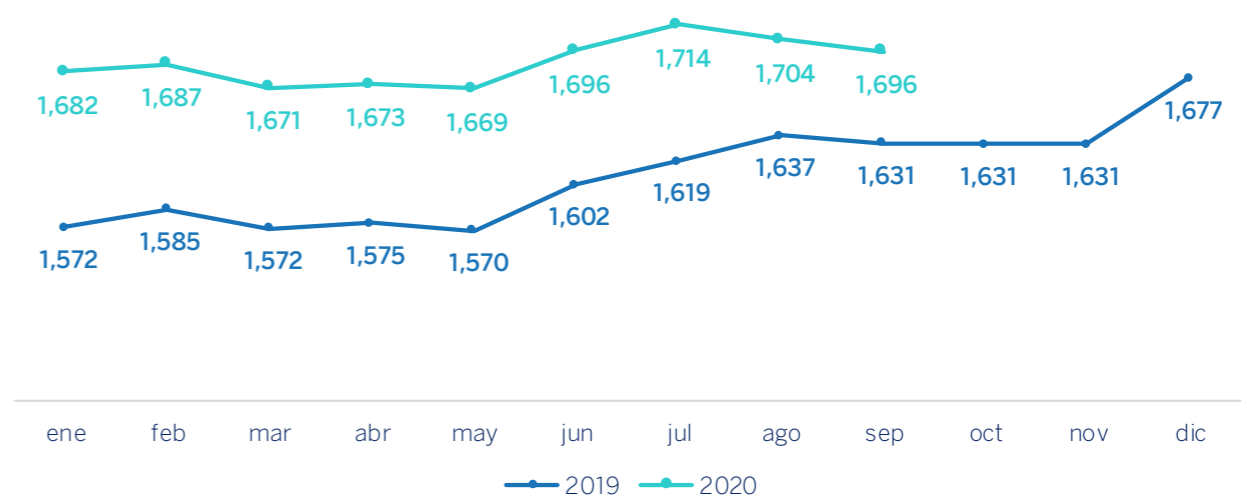
RORC



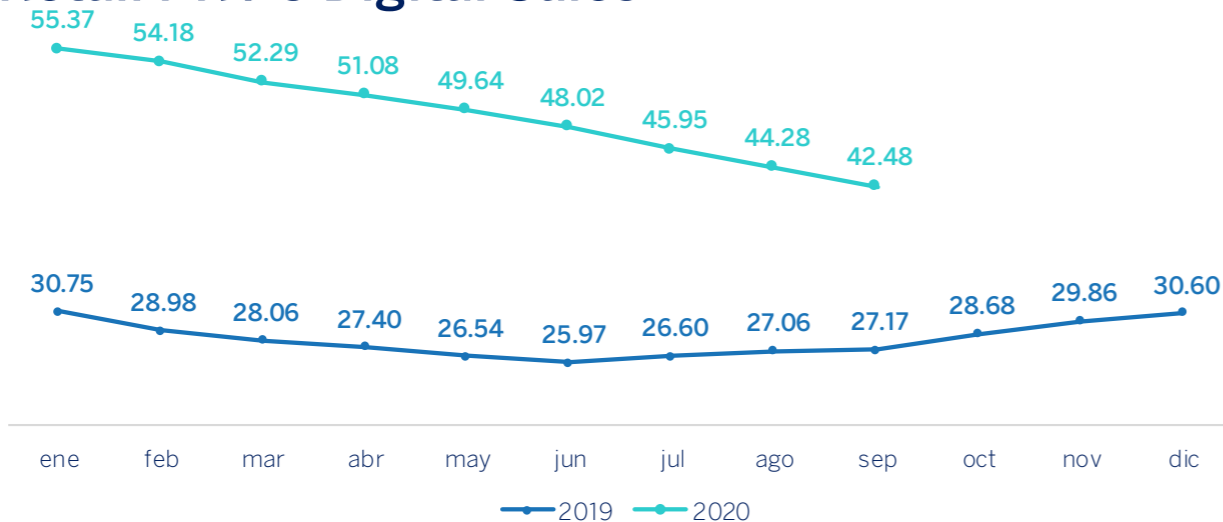
Net Profit



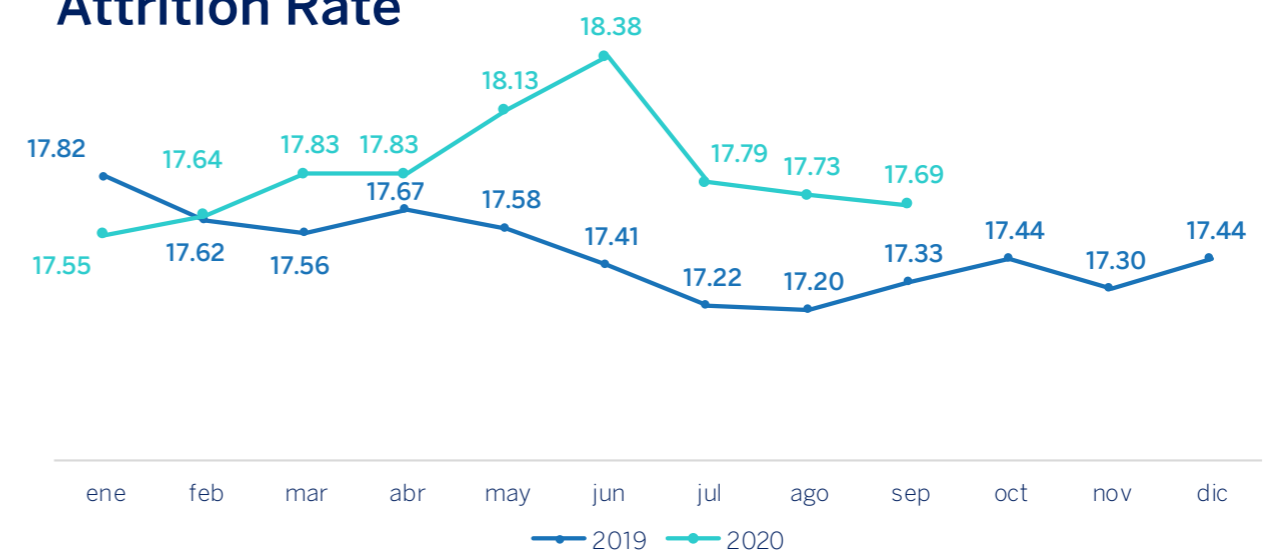
Target Customers



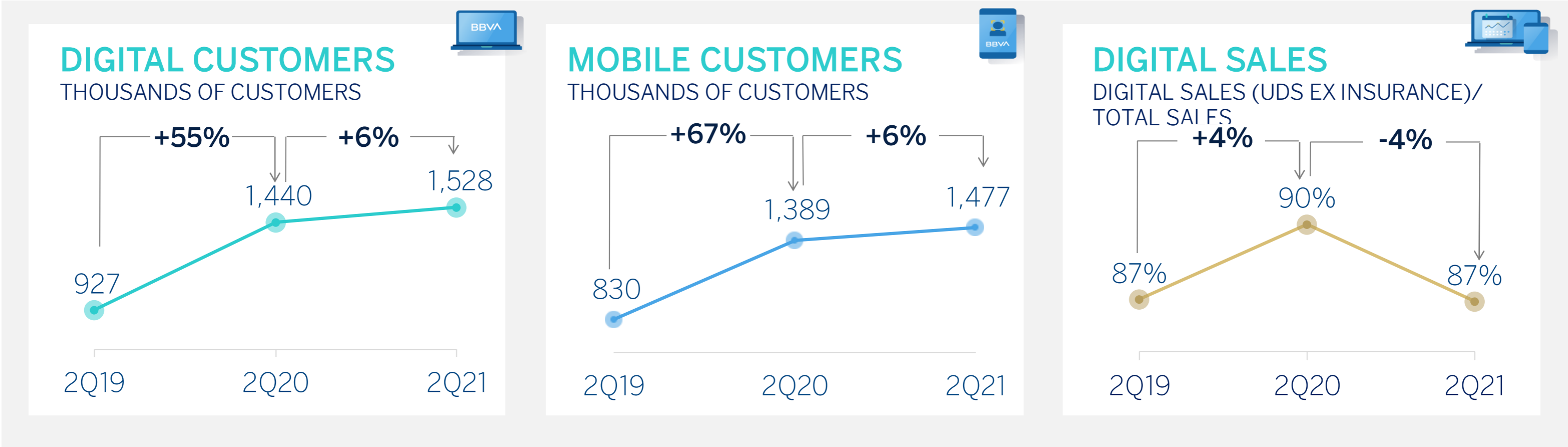
Retail PRV's Digital Sales



Attrition Rate



Our digital capabilities allow us to provide better customer service in the current context

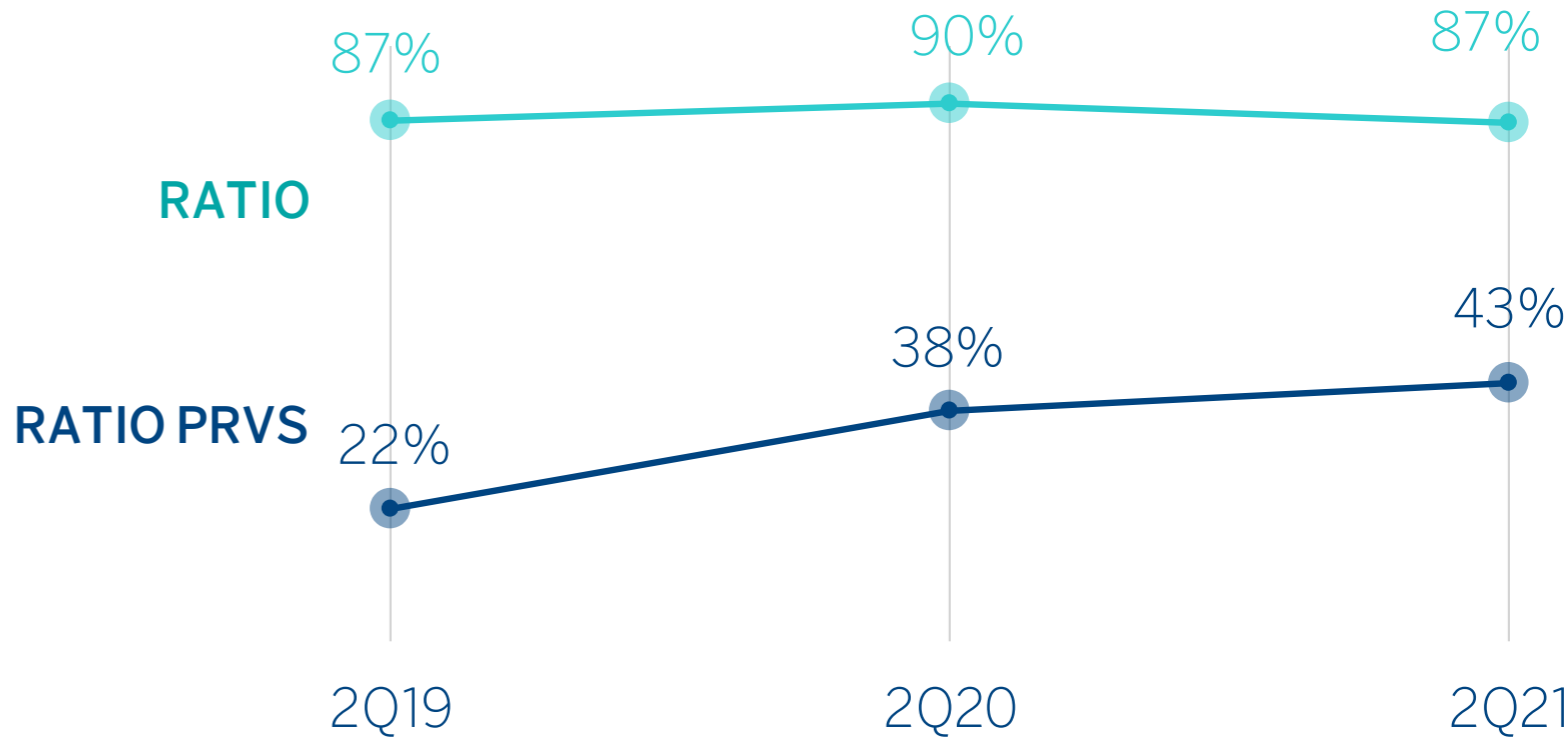


BBVA Colombia in 2Q21

BBVA Colombia Sales



BBVA launched the new dynamic **card verification value (CVV)** feature



1,5 million new digital clients in 2Q21

7

Social Responsibility

Social Balance



\$7.8 billion in social actions 2021

Entrepreneurship school BBVA

280.000 High school students
16 municipalities
350 technologic scholarships

BBVA creating connections

100 schools
90 municipalities
45.000 digital skills training

Education

30 Colombian Pacific young talent
100 Ethnic minority young talent
40.000 school supplies kits

Contact

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Bogotá, Colombia.

BBVA Colombia S.A.



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BBVA

Creando Oportunidades



Creando Oportunidades

Annex

Consolidated Income Statement 6M21

Accumulated – Billion COP

| | 6M20 | 9M21 | Var TAM | |
|-------------------------------|----------------|----------------|-------------|---------------|
| | | | abs | % |
| Interest Income | 2,598 | 2,296 | (302) | (11.6) |
| Interest Expense | (1,077) | (670) | 407 | (37.8) |
| NET INTEREST INCOME | 1,521 | 1,626 | 105 | 6.9 |
| | - | - | - | - |
| NET FEE INCOME | 94 | 92 | (1) | (1.3) |
| Investment Portfolio | 293 | 186 | (107) | (36.5) |
| Dividends | 15 | 18 | 3 | 21.5 |
| Other Incomes | 48 | 97 | 49 | 101.6 |
| OTHER OPERATING INCOME | 356 | 301 | (55) | (15.3) |
| | - | - | - | - |
| GROSS MARGIN | 1,970 | 2,020 | 50 | 2.5 |
| | - | - | - | - |
| Net Provisions | (622) | (539) | 83 | (13.3) |
| Operational Costs | (856) | (872) | (16) | 1.8 |
| Personal Expenses | (309) | (320) | (12) | 3.8 |
| General Expenses | (211) | (238) | (27) | 12.8 |
| Taxes | (67) | (63) | 4 | (5.7) |
| Other | (256) | (242) | 14 | (5.6) |
| Operational Risk | (13) | (8) | 5 | (37.6) |
| OPERATING EXPENSES | (1,478) | (1,411) | 67 | (4.5) |
| | - | - | - | - |
| Minority Interest | (1) | (1) | (0) | 22.2 |
| PROFIT BEFORE TAX | 491 | 608 | 116 | 23.7 |
| Income Tax | (171) | (191) | (20) | 11.5 |
| NET PROFIT | 320 | 417 | 97 | 30.2 |

Consolidated General Balance sheet

Accumulated – Billion COP

| | 2Q20 | 2Q21 | Var TAM | |
|--|---------------|---------------|----------------|-------------|
| | | | abs | % |
| Cash and cash equivalents | 11,277 | 8,377 | -2,900 | -25.7 |
| Investments | 8,085 | 6,388 | -1,697 | -21.0 |
| Derivative Financial Instruments and Cash Operations | 5,068 | 2,422 | -2,647 | -52.2 |
| Gross Loan Portafolio and Leasing | 52,036 | 52,826 | 791 | 1.5 |
| Provision for credit losses | -3,046 | -3,127 | -81 | 2.7 |
| Other | 2,970 | 4,024 | 1,054 | 35.5 |
| Assets | 76,390 | 70,910 | -5,479 | -7.2 |
| Deposits | 57,531 | 54,396 | -3,135 | -5.4 |
| Money Market Operations | 1,960 | 676 | -1,283 | -65.5 |
| Financial instruments at fair value | 5,048 | 2,967 | -2,080 | -41.2 |
| Banks and other financial obligations | 2,592 | 2,905 | 313 | 12.1 |
| Investment in debt securities | 2,446 | 2,421 | -25 | -1.0 |
| Liabilities by deferred tax | 188 | 223 | 35 | 18.4 |
| Estimated liabilities and provisions | 316 | 329 | 13 | 4.1 |
| Payable accounts | 685 | 697 | 13 | 1.9 |
| Labor Obligations | 215 | 229 | 14 | 6.5 |
| Other Liabilities | 399 | 384 | -15 | -3.8 |
| Liabilities | 71,379 | 65,228 | -6,151 | -8.6 |
| Paid-in Capital | 90 | 90 | - | - |
| Additional-paid in capital | 652 | 652 | - | - |
| Noncontrolling interests | 7 | 8 | 0.4 | 4.8 |
| Reserves | 3,409 | 3,644 | 235 | 6.9 |
| Surplus | 532 | 872 | 340 | 63.9 |
| Net Profit for the period | 320 | 417 | 97 | 30.2 |
| Stockholder's Equity | 5,010 | 5,682 | 672 | 13.4 |
| Total Liabilities and Stockholder's Equity | 76,390 | 70,910 | (5,479) | -7.2 |

Individual Balance Sheet

Billion COP

| | 2020 | 2021 | Var TAM | |
|-------------------------------|--------------------|--------------------|-----------------|---------------|
| | | | abs | % |
| Interest Income | 2,597,856 | 2,296,280 | (301,576) | (11.6) |
| Interest Expense | (1,078,241) | (670,563) | 407,678 | (37.8) |
| NET INTEREST INCOME | 1,519,615 | 1,625,717 | 106,102 | 7.0 |
| NET FEE INCOME | 62,617 | 67,075 | 4,459 | 7.1 |
| Investment Portfolio | 303,416 | 202,631 | (100,785) | (33.2) |
| Dividends | 14,512 | 17,121 | 2,609 | 18.0 |
| Other incomes | 46,731 | 95,754 | 49,022 | 104.9 |
| OTHER OPERATING INCOME | 364,659 | 315,505 | (49,154) | (13.5) |
| GROSS MARGIN | 1,946,891 | 2,008,298 | 61,407 | 3.2 |
| Net Provisions | (621,121) | (538,626) | 82,495 | (13.3) |
| Operational Costs | (841,092) | (854,924) | (13,832) | 1.6 |
| Personal Expenses | (300,045) | (311,160) | (11,115) | 3.7 |
| General Expenses | (211,516) | (237,654) | (26,138) | 12.4 |
| Taxes | (65,767) | (61,172) | 4,595 | (7.0) |
| Other | (253,642) | (239,246) | 14,397 | (5.7) |
| Operational Risk | (10,122) | (5,693) | 4,429 | (43.8) |
| OPERATING EXPENSES | (1,462,213) | (1,393,551) | 68,663 | (4.7) |
| PROFIT BEFORE TAX | 484,678 | 614,747 | 130,069 | 26.8 |
| Income Tax | (162,726) | (187,442) | (24,716) | 15.2 |
| NET INCOME | 321,952 | 427,305 | 105,353 | 32.7 |

Individual Income Statement

Billion COP

| | 2Q20 | 2Q21 | Var TAM | |
|-------------------------------|--------------------|--------------------|-----------------|---------------|
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