

BBVA COLOMBIA

2Q16 Results



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Macroeconomic Background

- ✓ Global economic growth keeps being highly reliant on China, The FED and Europe
- ✓ Colombia Economic growth forecast of 2% in 2016 and 3% in 2017 will have a positive balance in agriculture and manufacturing industry
- ✓ Inflation will decrease to 6,2% in 2016 and to 4,1% in 2017. And it will return target rate of the central Bank in 2018
- ✓ Labor market, though its gradual deterioration, has shown structural strenght in employment and formality.
- ✓ The hike cycle on the policy rate will finish in the first semester of 2016. The neutral rate, estimated in 5% will be reached in 2018.



To Highlight 2Q16

1 Moderate growth

2 ... strong risk profile...

3 ... Growth in a
challenging
economic
environment..

1

2Q16 Results



Leader in Retail Banking

Amounts in million COP

Assets \$50.862

TAM: 14.9%

Share: 9.74%

Ranking: 4



Loan Portfolio \$38.425

TAM: 16.3%

Share: 10.35%

Ranking: 4



Consumer \$13.018

TAM: 20.0%

Share: 13.22%

Ranking: 3

Deposits \$40.129

TAM: 20.7%

Share: 12.10%

Ranking: 4



Equity \$3.799

TAM: 7.8%

Share: 5.42%

Ranking: 6



Mortgages \$7.680

TAM: 9.5%

Share: 20.87%

Ranking: 2

Balance

Million COP

BALANCE Total in COP million	2Q15	1Q16	2Q16
Cash	3,410,036	4,081,875	3,838,701
Active Positions in monetary market	1,243,999	2,984,544	830,650
Investment Securities & Derivatives	5,902,902	6,238,145	7,021,289
Loan Portfolio and Leasing Operations	32,966,376	37,445,918	38,369,789
Impairment	(1,119,906)	(1,315,732)	(1,409,510)
Other Assets	1,879,230	2,246,092	2,210,613
Total Assets	44,282,638	51,680,841	50,861,532
Deposits and Financial Claims	37,789,192	43,590,932	43,211,171
Financial Instruments at fair value	732,881	1,178,463	964,373
Banks and other financial obligations	746,826	1,620,713	1,340,022
Accounts Payable	958,262	1,179,164	1,062,998
Labor Obligations	177,586	159,000	166,566
Other Liabilities	353,815	300,747	317,289
Total Liabilities	40,758,562	48,029,019	47,062,418
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
Surplus	1,137,665	1,134,429	1,150,130
Gains Or Losses	319,508	148,377	279,968
Stockholder's Equity	3,524,076	3,651,822	3,799,114
Total Liabilities and Stockholder's Equity	44,282,638	51,680,841	50,861,532

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

	2Q15	1Q16	2Q16	2Q16/2Q15		2Q16/1Q16	
				Dif	%	Dif	%
NET INTEREST INCOME	529,313	534,560	514,249	(15,064)	(2.8)	(20,311)	(3.8)
NET COMISSION INCOME	33,216	25,537	29,663	(3,552)	(10.7)	4,126	16.2
OTHER OPERATING INCOME	74,040	158,261	168,709	94,670	127.9	10,448	6.6
GROSS MARGIN	636,568	718,358	712,621	76,053	11.9	(5,737)	(0.8)
Administration general Expenses	(314,851)	(347,441)	(347,318)	(32,467)	10.3	123	(0.0)
NET MARGIN	321,717	370,917	365,303	43,586	13.5	(5,614)	(1.5)
Net Asset Allocation	(97,342)	(144,569)	(175,199)	(77,857)	80.0	(30,630)	21.2
INCOME BEFORE TAX	224,375	226,348	190,104	(34,271)	(15.3)	(36,244)	(16.0)
Income Tax	(85,248)	(77,971)	(58,516)	26,732	(31.4)	19,455	(25.0)
Net Profit	139,127	148,377	131,588	(7,539)	(5.4)	(16,789)	(11.3)

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.

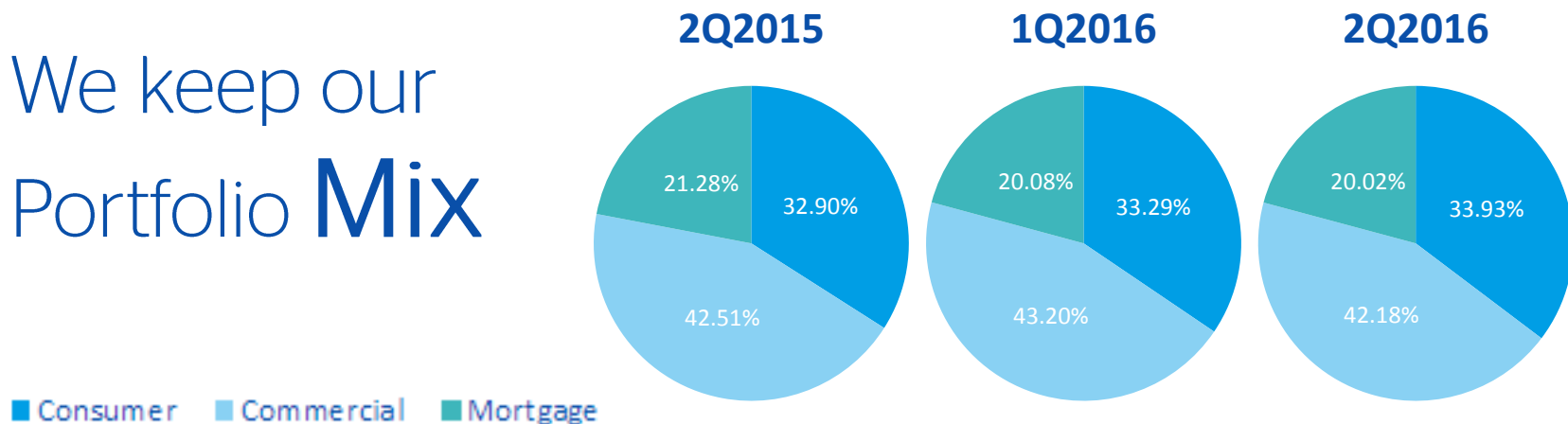
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Activity



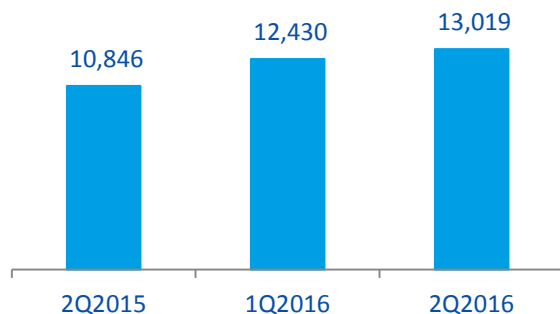
Diversified And Growing Bussiness

We keep our
Portfolio **Mix**



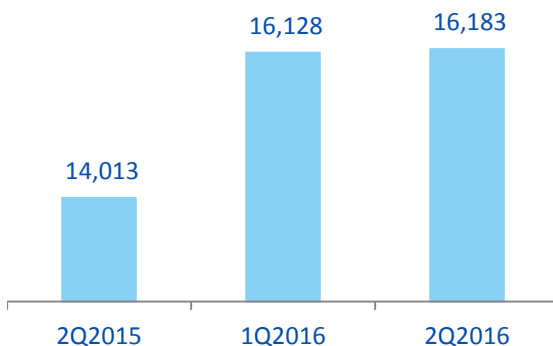
Consumer

+20.0%



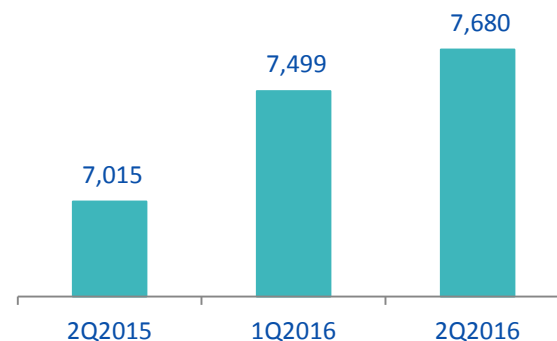
Commercial

+15.9%



Mortgage

+12.6%

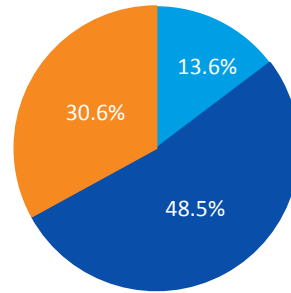


Diversified And Growing Bussiness

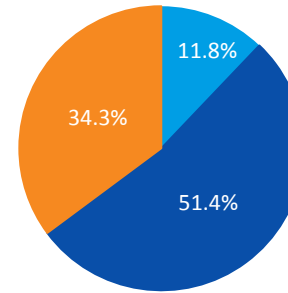
Deposits
Growth
16.3%

■ Cheking Accounts ■ Saving Accounts ■ Term Deposits

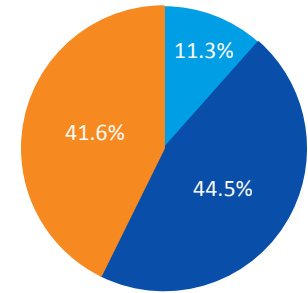
2Q2015



1Q2016

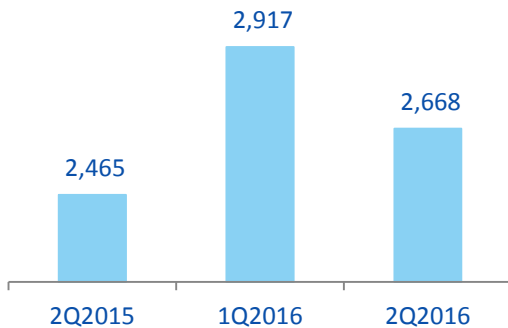


2Q2016



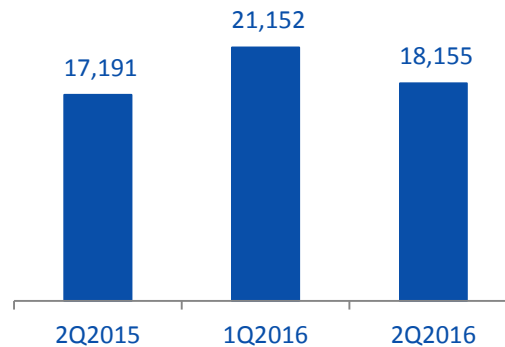
Checking Accounts

+8.2%



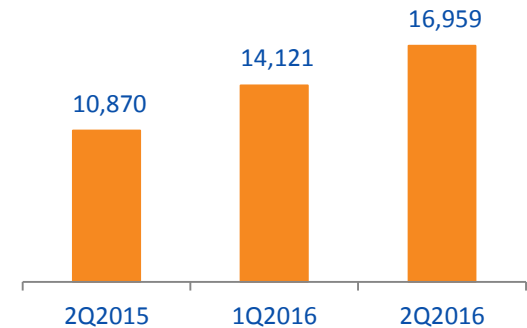
Saving Accounts

+5.6%

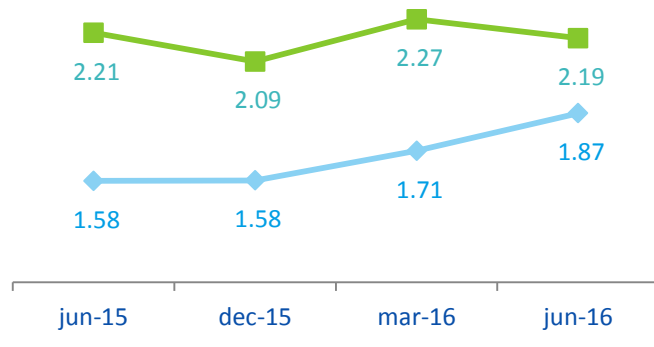


Term Deposits

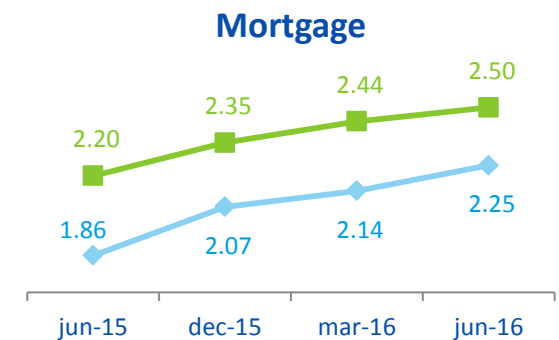
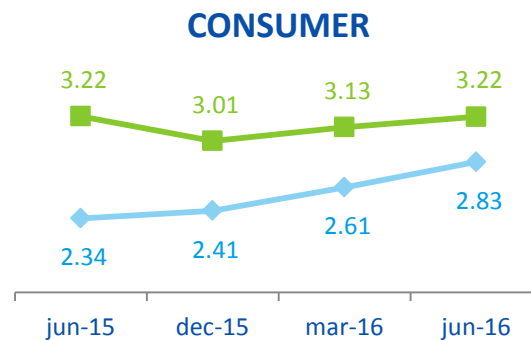
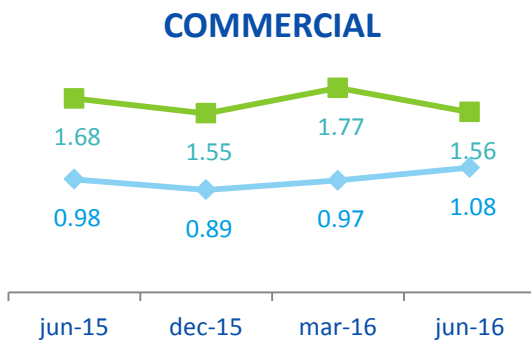
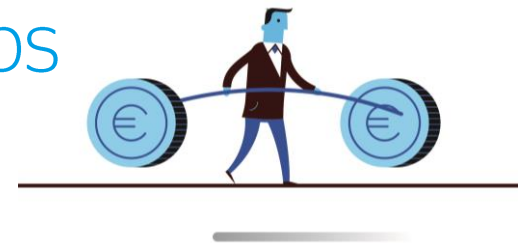
+56.0%



Differential Risk Management



We continue with a risk profile
above the sector
diff 32 bps



3

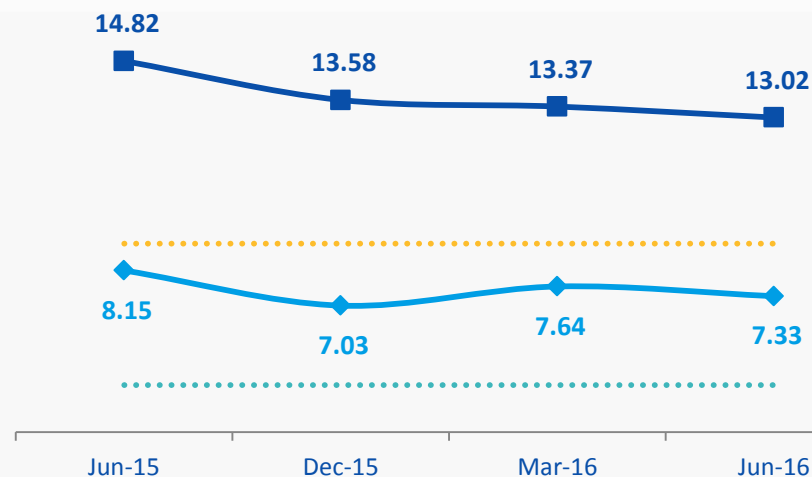
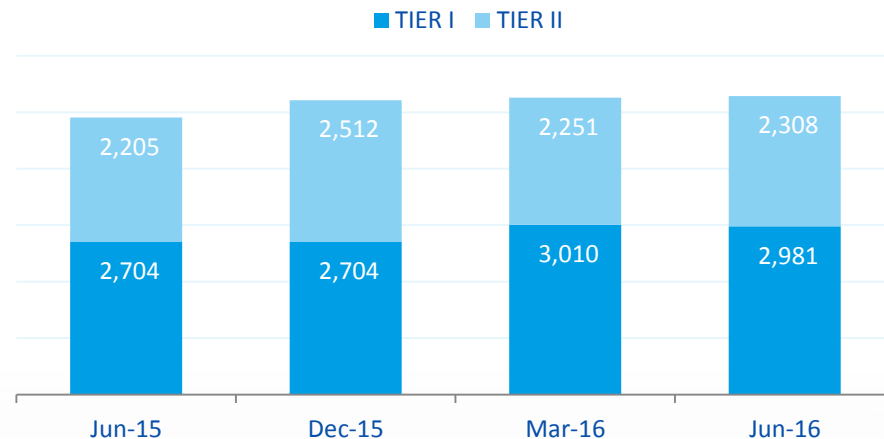
Equity



Solid Capital Position

Appropriate
Capital Levels

402 bps
Above the required
level of capital
Adequacy.



Equity Tier I T Solvencia Min Equity Tier I Min Total Solvency

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Our Bank...

Jun 2016

ATM's



1.311

Branch Offices



528

Employees



6.064

Banking Agents



8.176

60
Años



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