

BBVA COLOMBIA

4Q16 Results

adelante.
con tu futuro

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Macroeconomic Backgropund

- ✓ Better growth in the United States and a China's soft landing will allow global growth to accelerate to 3.2% in 2017.
- ✓ Colombia will grow 2.4%. Investment will be the main driver. Consumption and exports will grow at rates similar to total GDP.
- ✓ We expect inflation to reach 4.1% by the end of 2017. A better economic environment and a stable exchange rate will be key in the result.
- ✓ Although the labor market was resilient, there is an evidence of a deterioration in the rate of job creation and, recently in the formalization.
- ✓ We expect the Central Bank to cut its reference rate by 150 basis points in 2017 to stand at 6.0% by year end. This level is in the upper range of the neutral real interest rate.

Highlights

1 

...Sound performance in a highly competitive environment....

2 

...limited cost increase..

3 

Keeping Credit Quality vs Industry

1

4Q16 Results



Leader in Retail Banking

Million COP

Assets \$51.661

TAM: 2.9%

Share: 9.4%

Ranking: 4



Loan Portfolio \$39.665

TAM: 7.3%

Share : 10.0%

Ranking: 4



Consumer \$13.878

TAM: 16.3%

Share : 13.1%

Ranking: 3

Deposits \$40.844

TAM: 13.6%

Share : 11.6%

Ranking: 4



Equity \$4.011

TAM: 5.0%

Share : 5.5%

Ranking: 5



Mortgages \$9.719

TAM: 12.2%

Share : 18.8%

Ranking: 3

Balance Sheet

Million COP

	4Q15	3Q16	4Q16	TAM	
				abs	%
Cash	5,432,070	3,227,752	4,448,180	(983,890)	(18.1)
Active Positions in monetary market	909,177	846,593	448,960	(460,217)	(50.6)
Investment Securities & Derivatives	6,276,126	7,501,803	6,405,251	129,125	2.1
Loan Portfolio and Leasing Operations	36,910,627	38,690,474	39,618,528	2,707,901	7.3
Impairment	(1,247,237)	(1,481,006)	(1,562,298)	(315,060)	25.3
Other Assets	1,903,088	2,408,866	2,302,070	398,982	21.0
Total Assets	50,183,849	51,194,482	51,660,690	1,476,841	2.9
Deposits and Financial Claims	38,431,793	42,811,537	43,260,193	4,828,400	12.6
Passive Positions in monetary market	3,877,977	753,843	533,645	(3,344,332)	(86.2)
Financial Instruments at Fair Value	1,186,938	954,604	950,926	(236,012)	(19.9)
Banks And Other Financial Obligations	1,598,178	1,201,244	1,552,578	(45,601)	(2.9)
Other Liabilities	1,269,883	1,648,148	1,352,645	82,763	6.5
Total Liabilities	46,364,769	47,369,376	47,649,988	1,285,218	2.8
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	1,148,209	1,097,139	1,128,758	(19,452)	(1.7)
Gains or Losses	603,967	358,950	512,928	(91,039)	(15.1)
Stockholder's Equity	3,819,080	3,825,106	4,010,702	191,623	5.0
Total Liabilities and Stockholder's Equity	50,183,849	51,194,482	51,660,690	1,476,841	2.9

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

	4Q15	3Q16	4Q16	4Q16/4Q15		4Q16/3Q16	
NET INTEREST INCOME	575,086	505,321	528,187	-46,899	-8.2	22,866	4.5
NET COMISSION INCOME	35,355	31,305	38,586	3,232	9.1	7,281	23.3
OTHER OPERATING INCOME	90,277	112,508	227,341	137,063	151.8	114,833	102.1
GROSS MARGIN	700,718	649,134	794,115	93,397	13.3	144,980	22.3
Net Asset allocation	(140,919)	(151,430)	(176,379)	35,460	25.2	24,949	16.5
Administration general Expenses	(313,242)	(351,993)	(392,084)	78,842	25.2	40,091	11.4
Personal Expenses	(109,954)	(129,662)	(131,206)	21,252	19.3	1,544	1.2
General Expenses	(75,162)	(76,444)	(78,529)	3,367	4.5	2,084	2.7
Taxes	(41,881)	(37,250)	(41,644)	-237	-0.6	4,394	11.8
Other	(83,889)	(105,469)	(136,835)	52,946	63.1	31,366	29.7
Operational Risk	(2,357)	(3,168)	(3,871)	1,514	64.2	703	22.2
NON-INTEREST EXPENSES	(454,161)	(503,423)	(568,463)	114,302	25.2	65,040	12.9
INCOME BEFORE TAX	246,557	145,711	225,652	-20,905	-8.5	79,940	54.9
Income Tax	(92,949)	(66,729)	(71,674)	-21,275	-22.9	4,945	7.4
Net Profit	153,608	78,982	153,978	370	0.2	74,996	95.0

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.

2

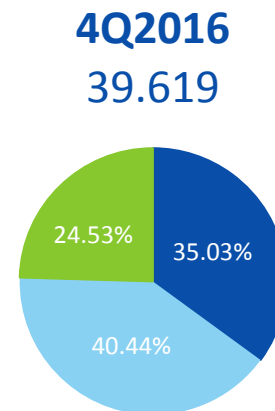
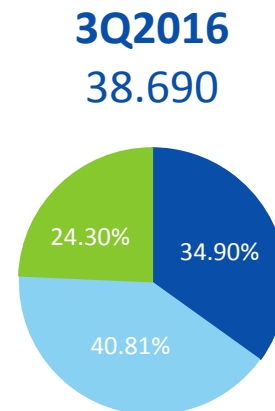
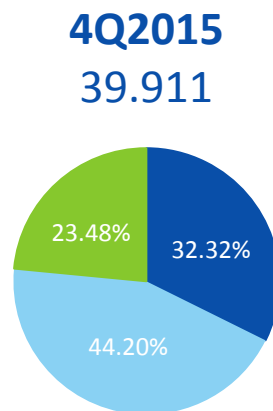
Activity



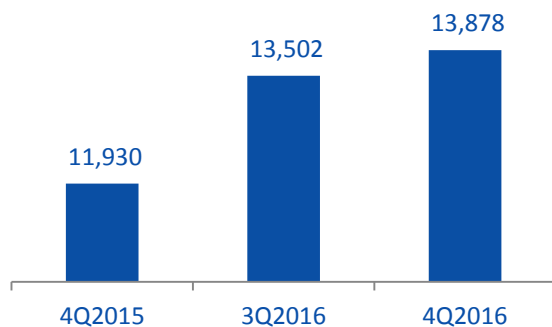
Diversified and Growing Bussiness

We keep our
Portfolio **Mix** ...

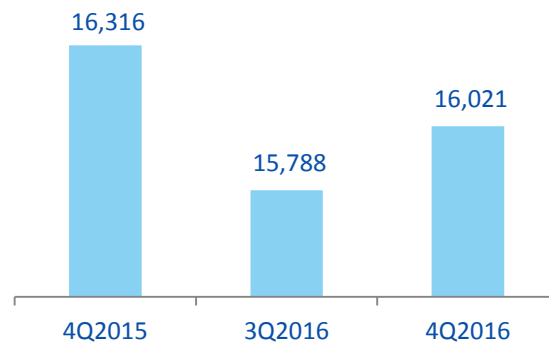
■ Consumer ■ Commercial ■ Mortgages



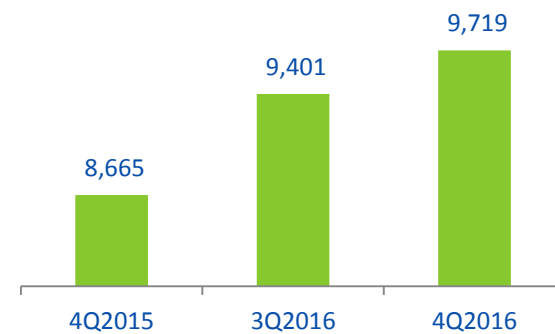
Consumer
TAM +16.3%
Share +34 pbs



Commercial
TAM -1.8%
Share -44 pbs



Mortgage
TAM +12.2%
Share -22 pbs

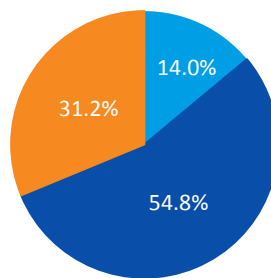


Diversified And Growing Bussiness

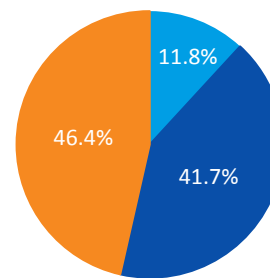
Deposits
Growth
13.7%

■ Checking Accounts ■ Saving Accounts ■ Term Deposits

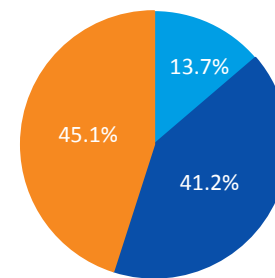
4Q2015
35.396



3Q2016
39.922

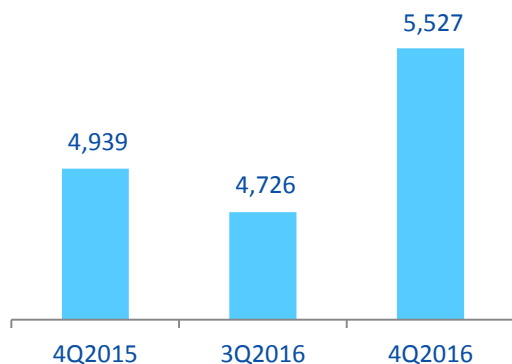


4Q2016
40.232



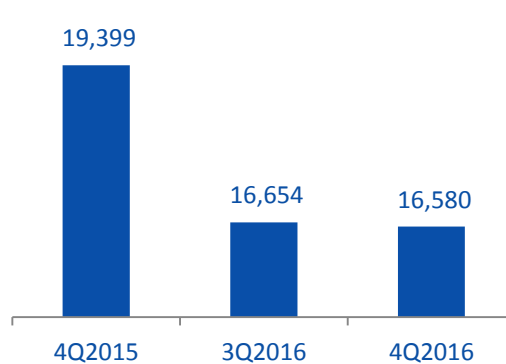
Checking Accounts
+11.9%

Share +114 pbs



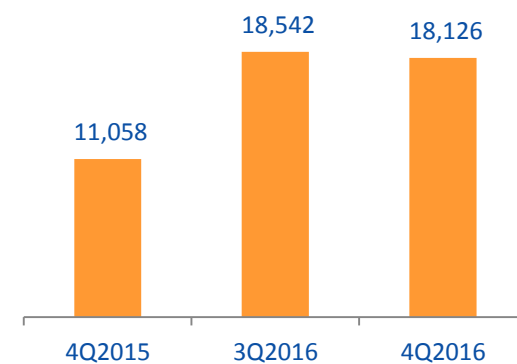
Saving Accounts
-14.5%

Share -166 pbs



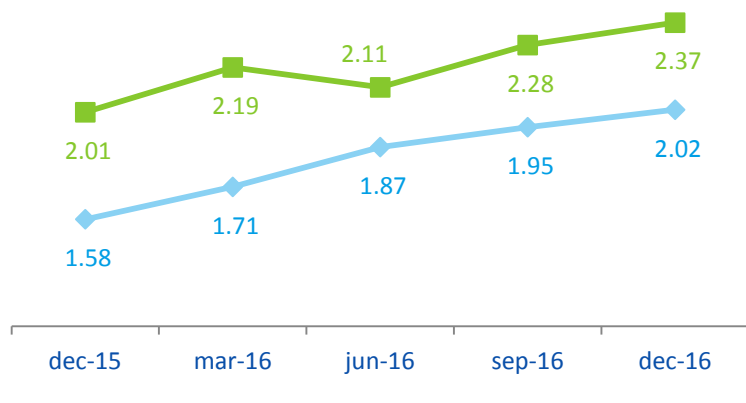
Term Deposits
+63.9%

Share +307 pbs

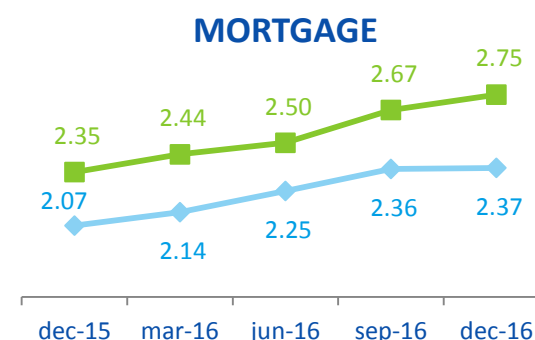
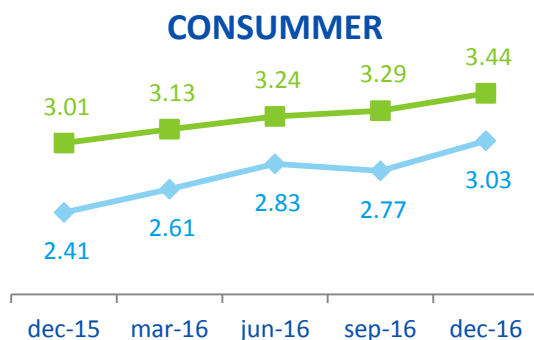
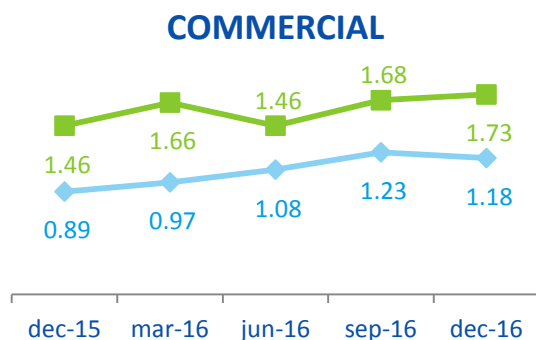


Outstanding Risk Management

NPL



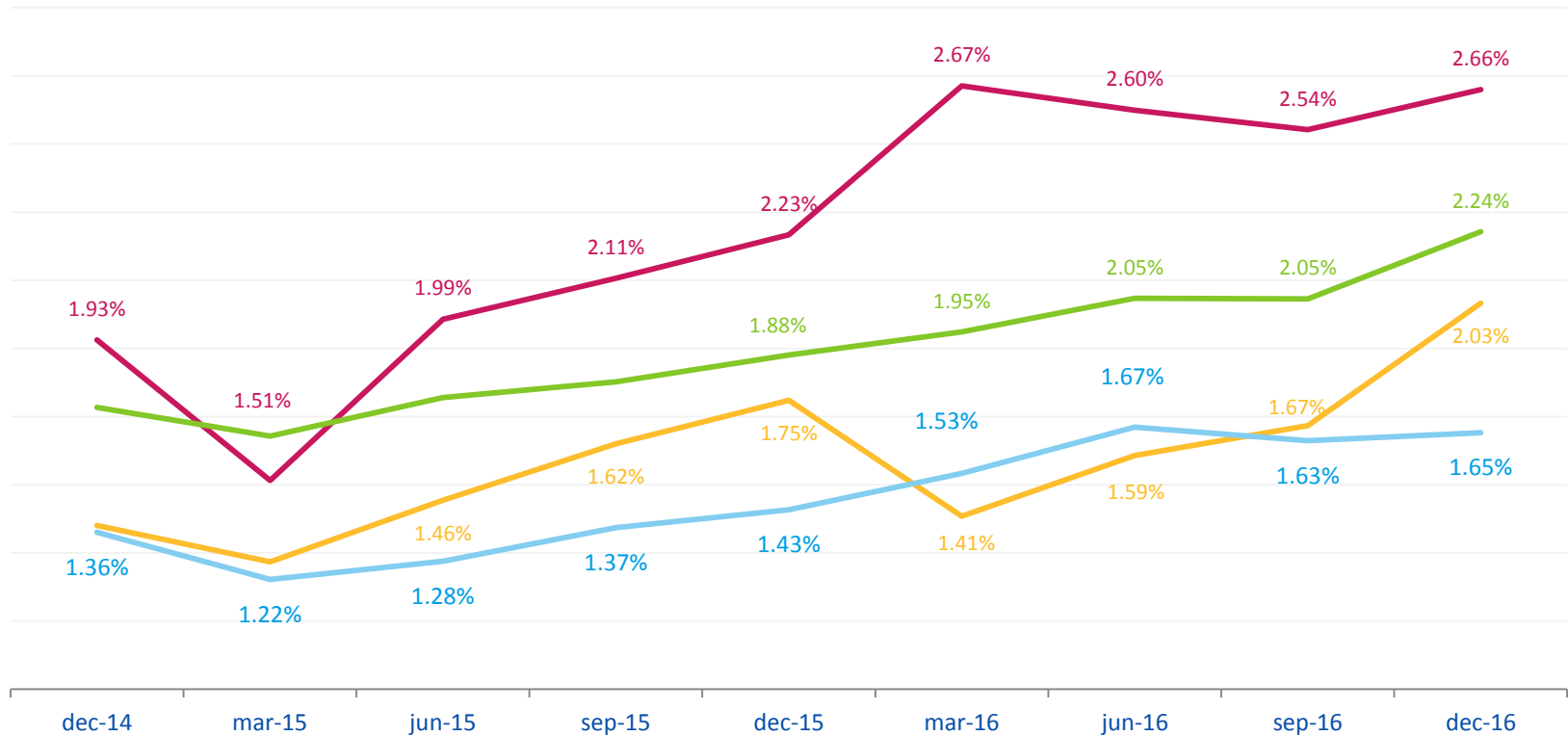
We have a better risk profile compared with the industry
diff 35 bps



Outstanding Risk Manangement

Risk Premium

Peer 1 BBVA Peer 2 Sector



3

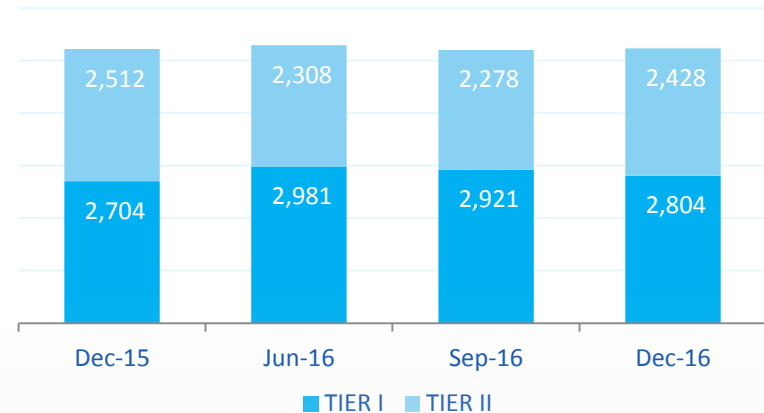
Equity



Sound Capital Position

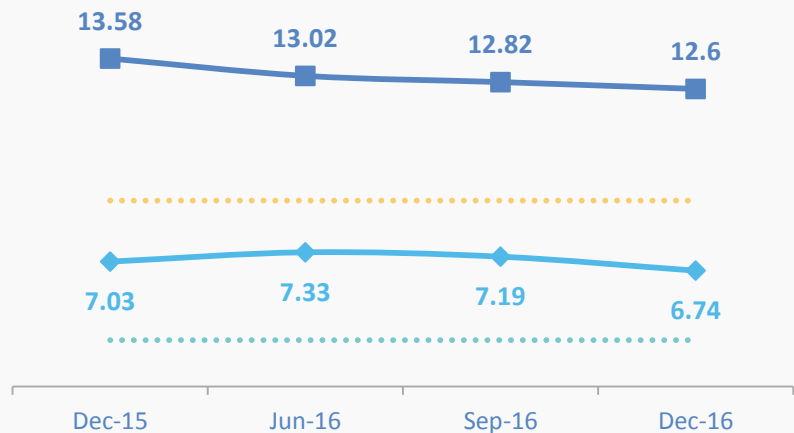
Appropriate Capital Levels

■ TIER I ■ TIER II

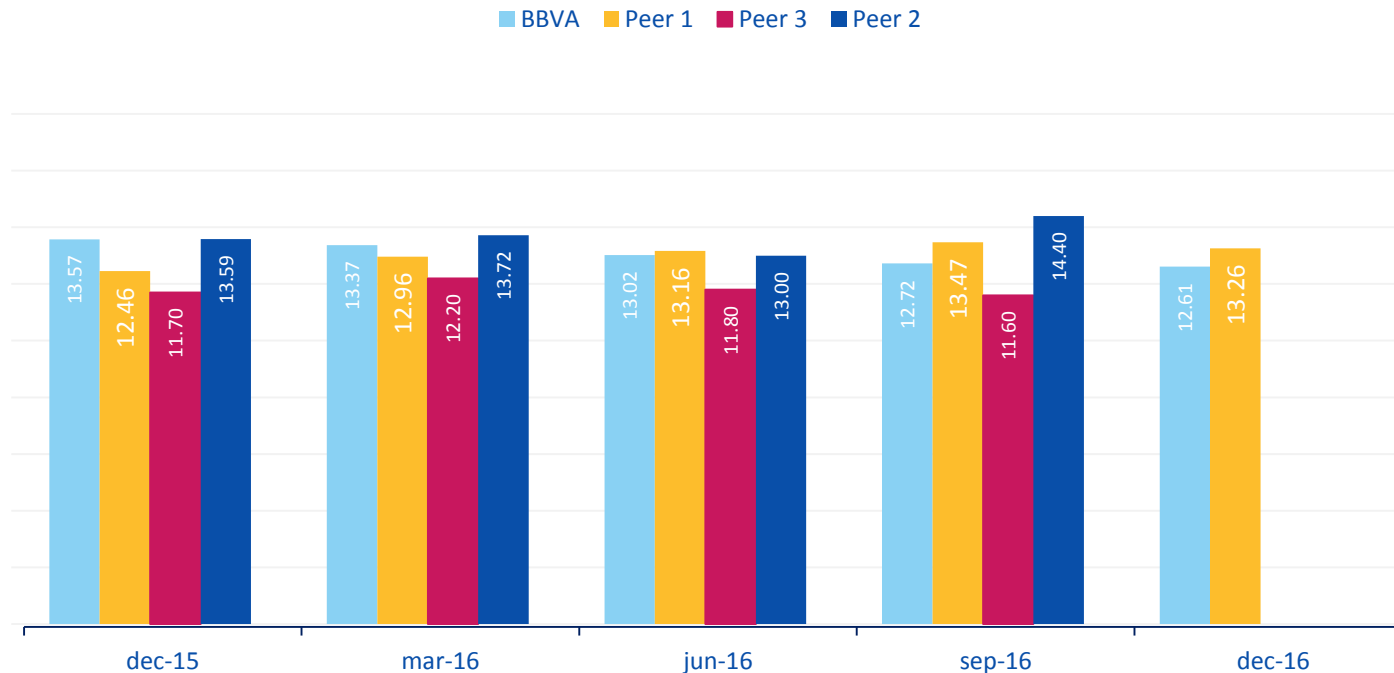


360 bps
Above the
minimum required

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

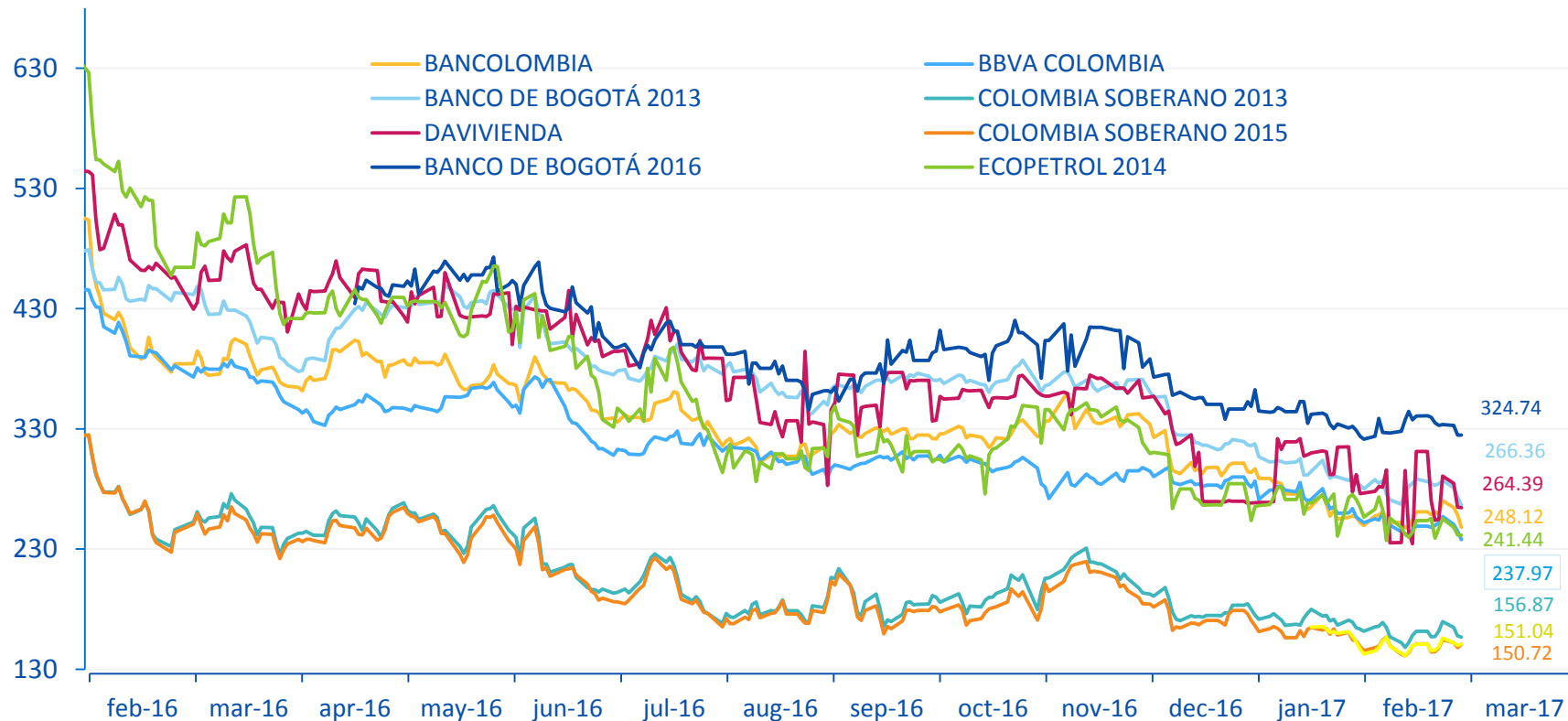


Consolidated Capital Levels



BBVA Colombia has a solvency ratio as good as its peers

BBVA has the Best credit Rating



Issuer	Coupon	Moody's	Fitch
Bancolombia	5.125	Ba2	BBB-
Banco de Bogotá	5.375	Ba2	BBB-
Banco de Bogotá	6.25	Ba2	BBB-

Issuer	Coupon	Moody's	Fitch
Davivienda	5.875	Ba2	BBB-
Ecopetrol	4.125	Baa3	BBB
BBVA	4.875	Baa3	BBB



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BBVA Colombia S.A.



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Our Bank...

Dic 2016

ATM's



1.339

Branch Offices



528

Employees



6.132

Banking Agents



5.826

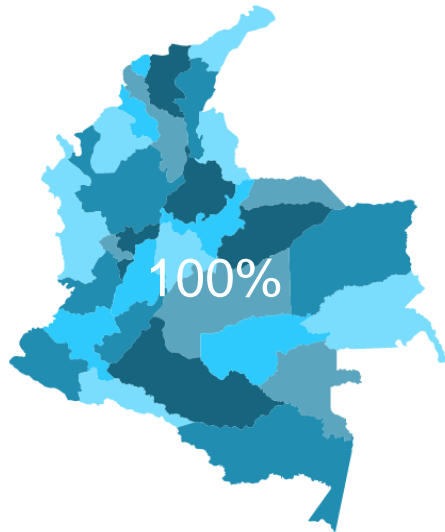
60
Años



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

Participation in Colombia

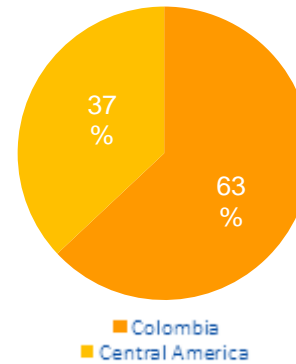
BBVA



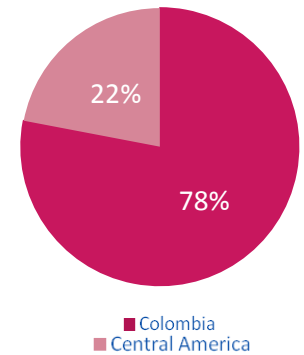
Focus only in
local market

Sector

PEER 1



PEER 3



PEER 2

