



BBVA COLOMBIA

3Q2014



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Good economic environment for the banking

The Colombian economy will grow 4.8% and 4.9% in 2014 and 2015 through a sustained domestic demand and the US recovery

Consumption and investment will be the main support for growth in the second half of 2014.

Employment creation remains positive. The employment data encourage the consumption behavior

Inflation maintains a growth tendency in 2014 and 2015 but within the long term objective range

The monetary policy will be less expansionary in 2014 and neutral at the end of 2015

We are
fulfilling our
expansion
plan

- 1 Delivering Initiatives
- 2 Gaining Market Share
- 3 Maintaining the leadership with the risk profile

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Robust margin growth surpassing our benefit objective

INCOME STATEMENT (Millions of pesos)

	Sep-14	Var (YOY)
Net interest income	1.437.445	11
Net fees and commissions	214.278	8
Trading Income	98.968	9
Other operating income and expenses	-54.058	56
Gross Income	1.696.634	10
Operating costs	-730.939	11
Employees expenses	-345.205	12
General expenses	-279.646	13
Contributions and taxes	-51.020	-3
Amortization	-55.068	15
Net Margin	639.470	9
Impairment on financial assets (net)	-204.409	28
Provisions credit losses of other assets	-53.703	26
Provisions (Specific)	-150.706	29
Income before taxes	558.509	3
Net Profit	353.695	-4

2014: A year with elevated activity growth regarding Credit Investment...

Lending

Thousand million COP\$	Sep.14	Sep.13	Var. 14/13
Consumption	8.086	7.088	14%
Credit Cards	1,176	950	24%
Mortgages	6,935	5,528	25%
Commercial	12.206	10.154	20%
Total lending	28.403	23.719	20%

Market share - Lending (%)

Market Share	Aug-14	Var. TAM (pb)
Consumption	13.40	+24
Credit Cards	7.25	+45
Mortgages	18.47	+50
Commercial	7.32	+73
Total lending	10.25	+66
Individuals	14.69	+36
Consumption + CC	12.07	+32

Keeping up with the good pace regarding individual products...

No. 1 in Consumption

Additional Personal Lending

- + 139% Var.YoY
- + 169 % YoY in Billing
- + 183 pb in market share

Writ

- + 18% Var.YoY
- + 9 % TAM in billing
- + 22 pb market share

Vehicle

- + 34% Var.YoY
- + 27 % Yoy in billing
- + 184 pb market share

Mortgage

- + 26% Var.YoY
- + 28 % YoY in billing
- + 50 pb market share

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...and in companies

**Commercial
Banking**

+21%

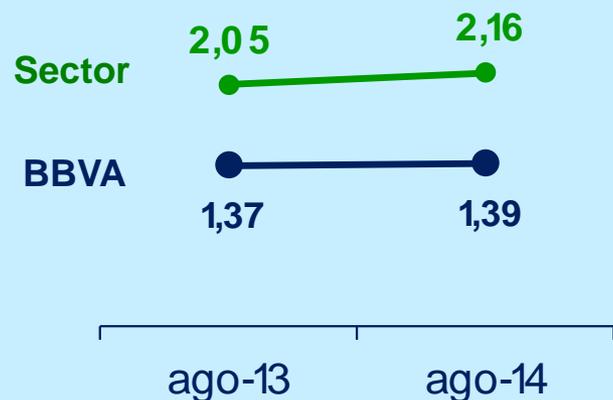
CIB

+19%

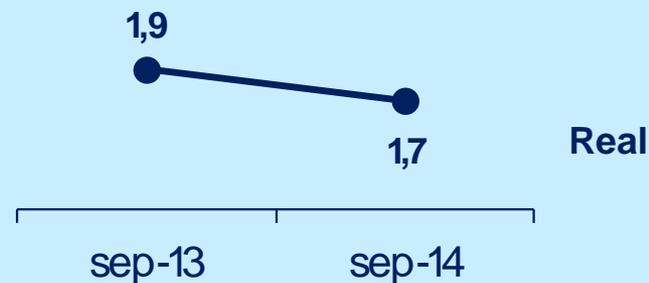
**Bussines
and
Institutional
Banking**

+25%

NPL Ratio (%) SFC

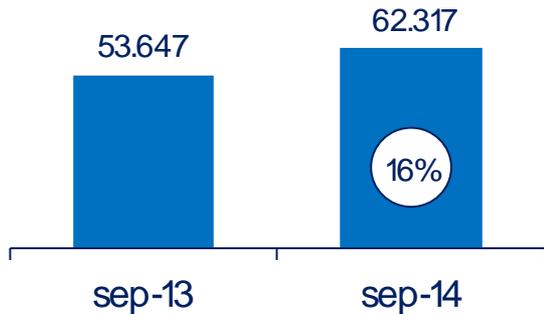


Net Entries/ Profitable investment YoY (%)

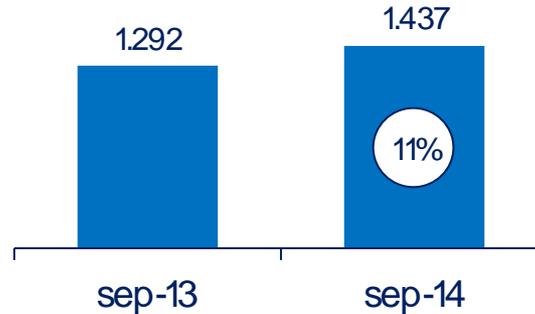


A well managed differentials grants a bigger market share gain in a competitive environment.

Business Volume
SME \$m.M.



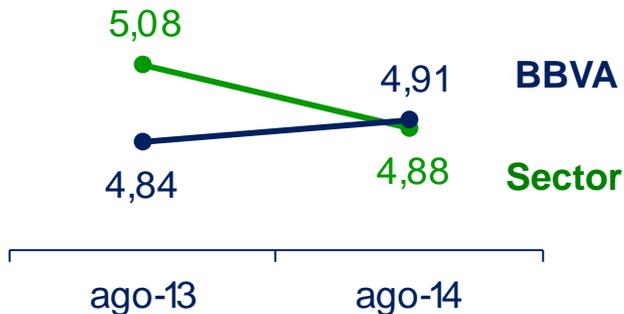
Interes Margin
Acum. \$m.M.



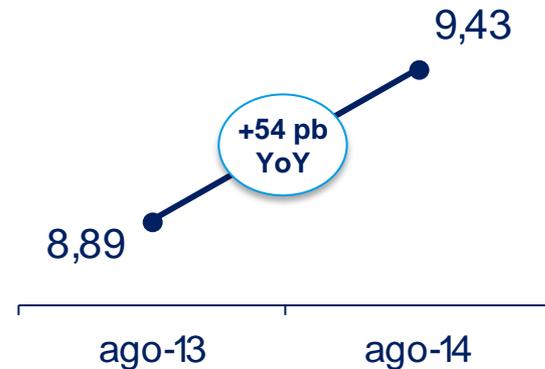
Differential de Balance
Acum. %



MI/ATM's Competence (%)



Interes Margin market share(%)



And with a well structured strategy regarding mobile banking



+100 K clients since the beginning

Positive comments on the social networks



JP Morales B
@Juanpy1521

Retiro sin tarjeta, excelente servicio de @BBVA_Colombia

7:04am · 30 May 2014 · Twitter for iPhone



wilmer rangel
@w15277

@BBVA_Colombia de las mejores aplicaciones es de banca electrónica en Colombia. Excelente

12:43am · 11 May 2014 · Twitter for Android



Paulaleja Acero Es muy buena aplicación me ha salvado de varias en las no tengo mi tarjeta a la mano bbva siempre adelante

Me gusta · Responder · 1 - 7 de junio a la(s) 0:49



Luis Alberto L Yo lo descargé y funciona super bien

Me gusta · Responder · 6 de junio a la(s) 15:36



Jorge Armando Payares Franco Esta aplicación es super buena y es más rápido y genial... Y aprovecho para felicitar a los asesores la atención es muy buena.

Me gusta · Responder · 1 - 7 de junio a la(s) 9:10

And clients deposits

Clients Deposits

Thousand million COP\$	Sep. 14	Sep. 13	Var. 14/13
Checking accounts	4,731	3,977	19%
Savings	15,755	15,863	-1%
Term Deposits	9,934	7,678	29%
Others	297	246	21%
Total Deposits	30,717	27,764	11%

Market share - Deposits (%)

Market Share	Aug-14	Var. TAM (pb)
Checking accounts	10.27	+31
Savings	12.53	+29
Term Deposits	12.14	+222
Total Deposits	11.79	+83

Concentrated growth in specific clients deposits

Clients Deposits

In Volume

+12% YoY

Market Share

+83 bp

Transactional Deposits

Pensioners

+32%

Payrolls

+18%

Business

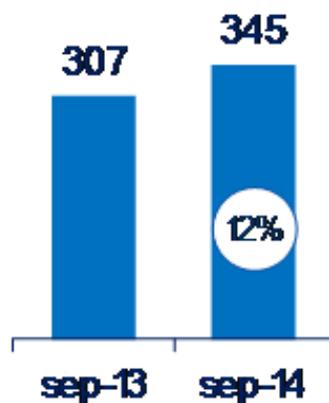
+22%

Controlling our expenses growth while attending our expansion plan

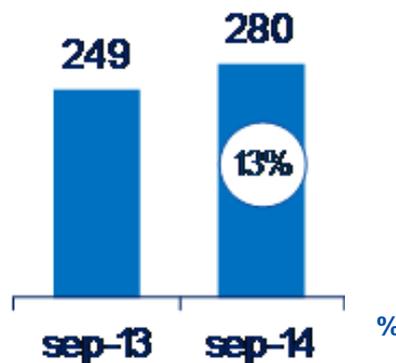
Acum.
m.M.\$

Var.
YoY%

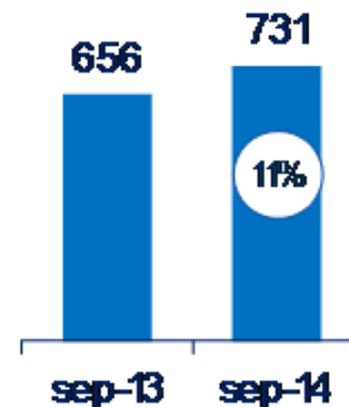
Staff Expenses



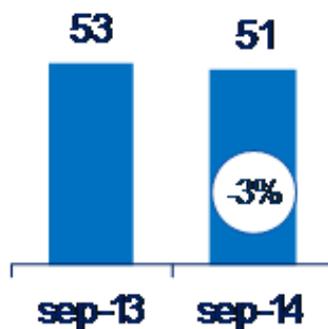
General Expenses



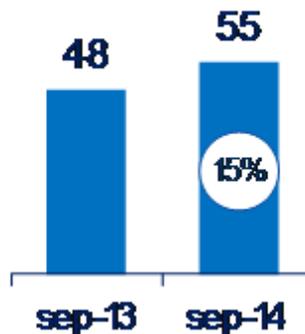
Operating Expenses



Tributes



Amortization



Efficiency Acum. %

43,08%
+64 pb YoY

We keep Advancing in our strategic plan

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Branches

71



ATMs

144



BCs

672



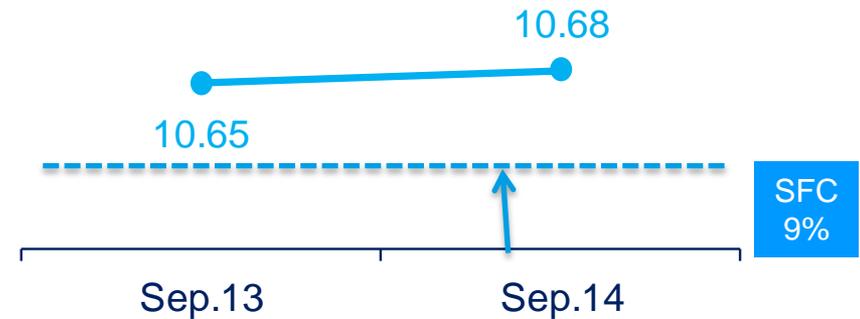
Jobs

625

Comfortable levels in solvency while focused on profitability

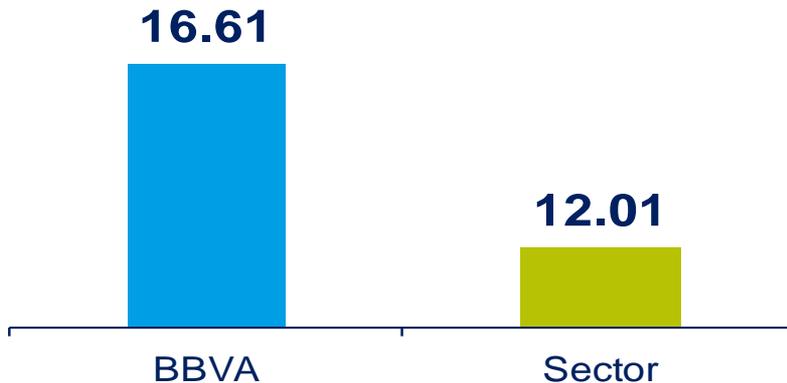
Solvency ratio
September 2014 (%)

Solvency

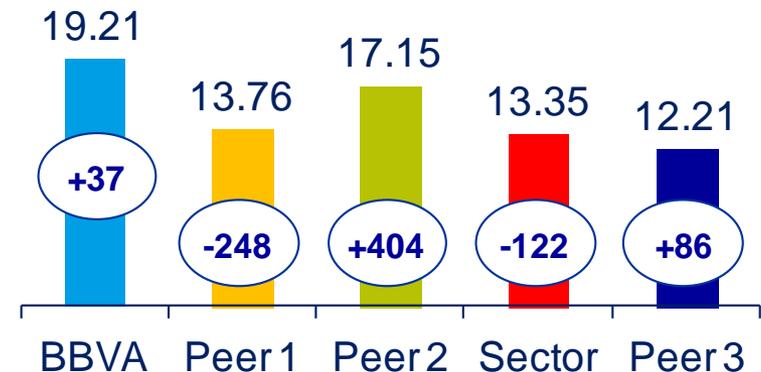


Source: BBVA Colombia

ROE BBVA vs. System Aug.14 (%)



ROE Ex - Goodwill Peer Group Aug.14 (%)



Source: Superintendencia Financiera de Colombia

Ratings – BBVA Colombia

Internationals	Fitch	Moody's
Long term FX	BBB+	Baa2
Short term FX	F2	P3
Long term ML	BBB+	Baa2
Short term ML	F2	P3

In 2014, Moody's raised the international rating for BBVA Colombia from Baa3 to Baa2 and Fitch elevated the rating from BBB to BBB+

BBVA Colombia has the highest qualification on grade investment

Domestic

Fitch Ratings Colombia S.A.	Rating
Long term ML	AAA
Short term ML	F1+ col



Indicators

Indicator	aug-13	dec-13	aug-14	Var BP 14/13
ROE	15.82	17.82	16.61	0.79
ROA	1.41	1.55	1.41	0.0017
NPL Ratio	1.37	1.26	1.39	0.02
Coverage NPL Ratio	258.14	264.25	239.79	-18.35
Efficiency Ratio	42.64	42.85	43.21	0.58

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1

Delivering
Initiatives

2

Gaining Market
Share

3

Maintaining the
leadership with
the risk profile

BBVA

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BBVA Colombia

“Working for a better future for people”
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