



BBVA Colombia

Corporate Information 2Q20



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Creando Oportunidades

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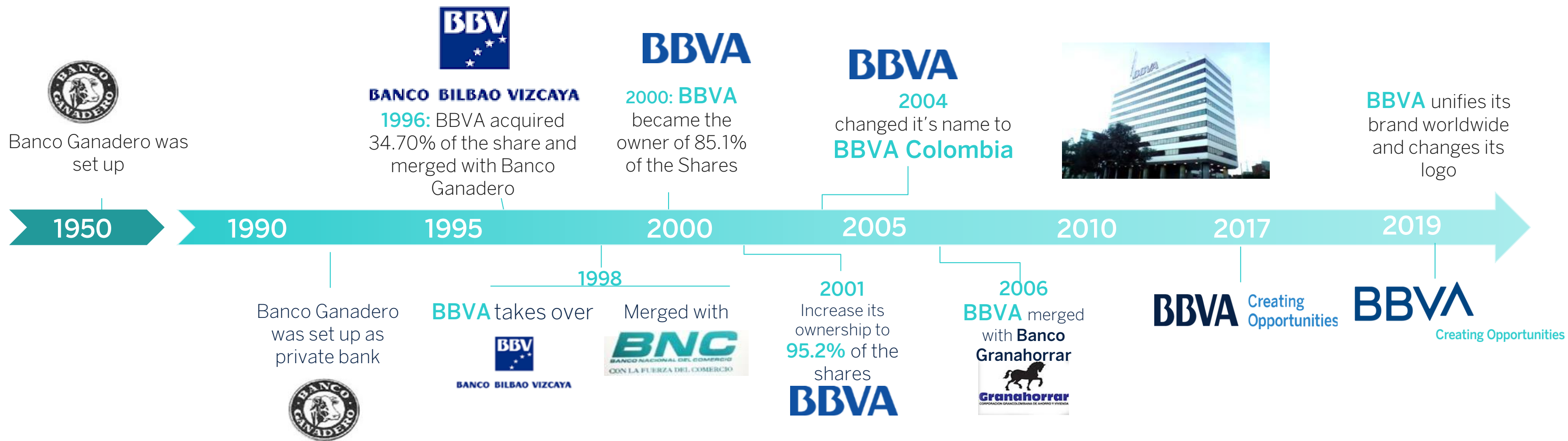
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 - 2 Organizational Structure
 - 3 BBVA in Colombia
 - 4 Consolidated Results 2Q20
 - 5 Balance Sheet and Business Activity
 - 6 BBVA Colombia's Evolution
 - 7 Social Responsibility
- Annex



Creando Oportunidades

1 History

BBVA has more than 60 years of history in Colombia





Creando Oportunidades

2

Organizational Structure

Organizational Structure

Country Manager BBVA Colombia

Client Solutions

Networks Management

Finance

Legal

Engineering & Data

Talent & Culture

Risk

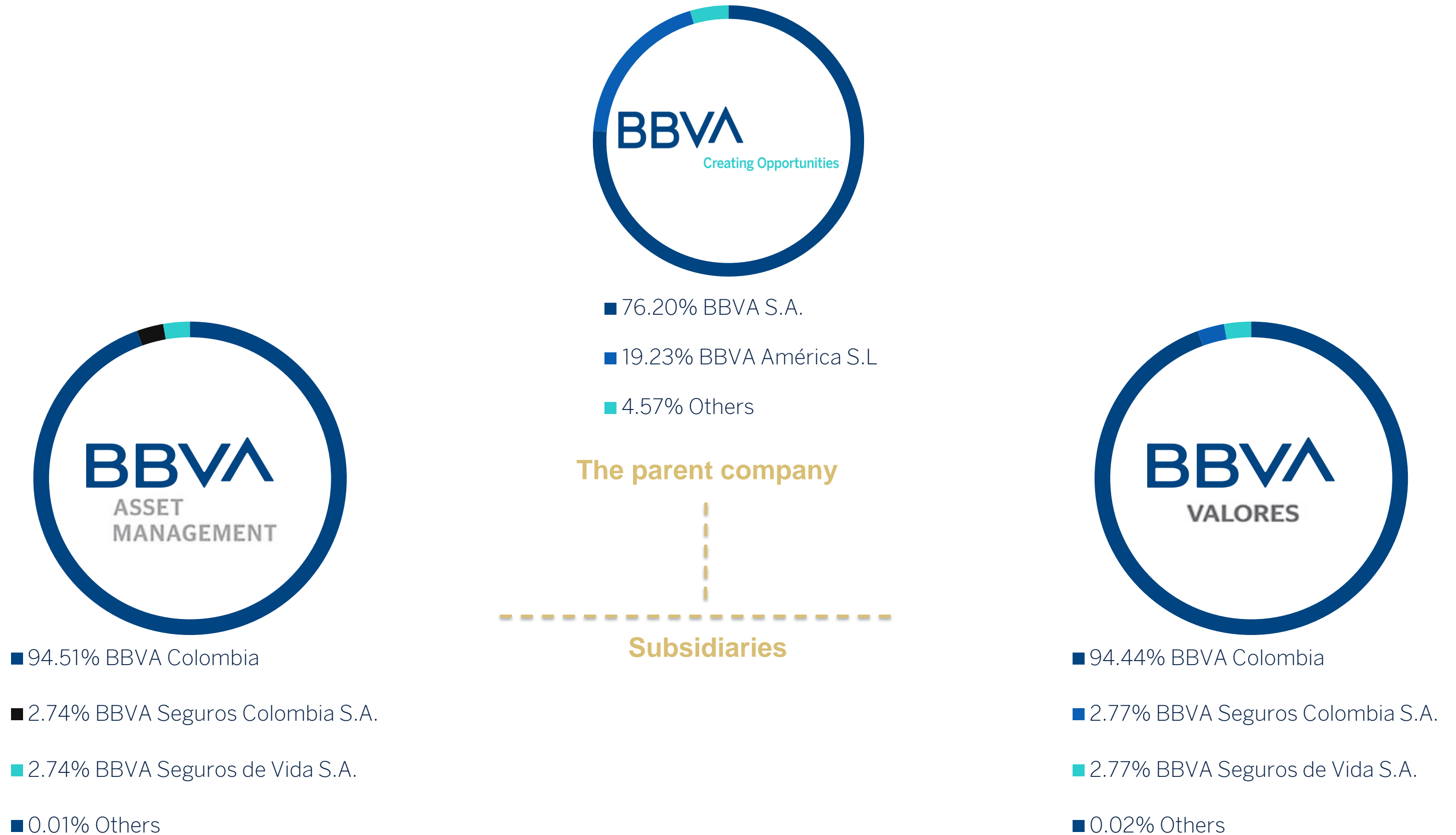
Corporate & Investment Banking

BBVA Research

Communications

Internal Audit

Shareholder's composition BBVA and subsidiaries



No changes registered in 2018



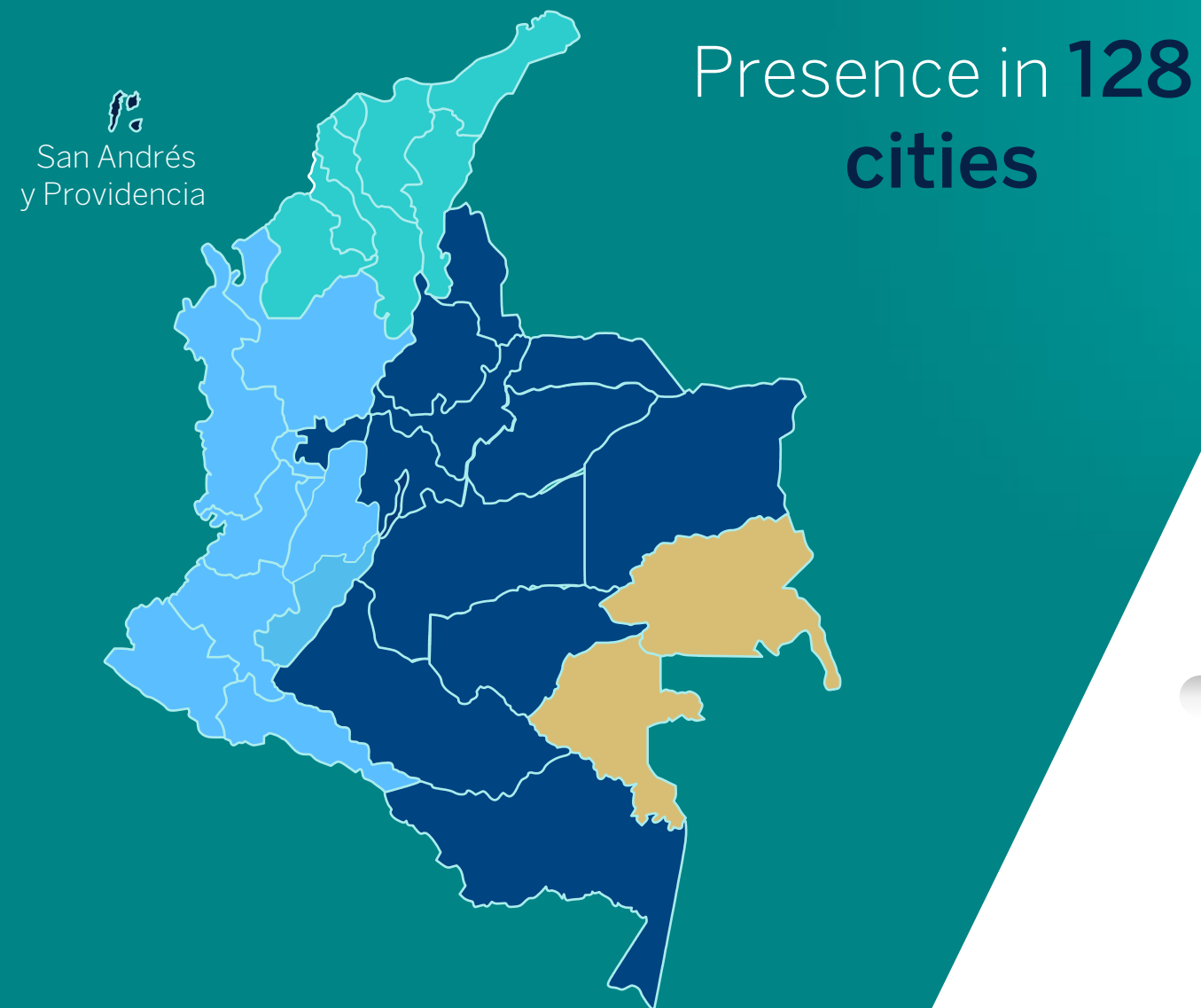
Creando Oportunidades

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BBVA in Colombia

Our purpose

«To bring the age of opportunity to everyone»



Main Figures 2Q20

Balance Sheet

+11.3%

Gross Loan Portfolio
vs 2Q19

+24.0%*

Customer Deposits*
vs 2Q19

Risk Ratios

3.82%

NPL Ratio
May20

2.23%

Cost of Risk
May20

154.11%

Coverage Ratio
May20

Results

+18.4%

NIM
vs. 2Q19

+6.9%

Gross Margin
vs. 2Q19

-6.0%

Net Profit
vs. 2T19

* Individual Figures

Jun-20

Infrastructure

Social Impact

Innovation



459

Branches



1,360

ATM's



2,5 M

Customers



5,617

Employees



1,854 thousands

Digital Customers



90%

Digital Sales/ Total sales



Creando Oportunidades

BBVA Purpose



Creando Oportunidades

OUR PURPOSE

“ To bring **the age of opportunity to everyone** ”

SIX STRATEGIC PRIORITIES

-  New standard in customer experience
-  Digital sales
-  New business models
-  Optimize capital allocation
-  Unrivaled efficiency
-  The best and most engaged team

OUR VALUES



Customer come first



We think **big**



We are **one team**

BBVA

Creando Oportunidades

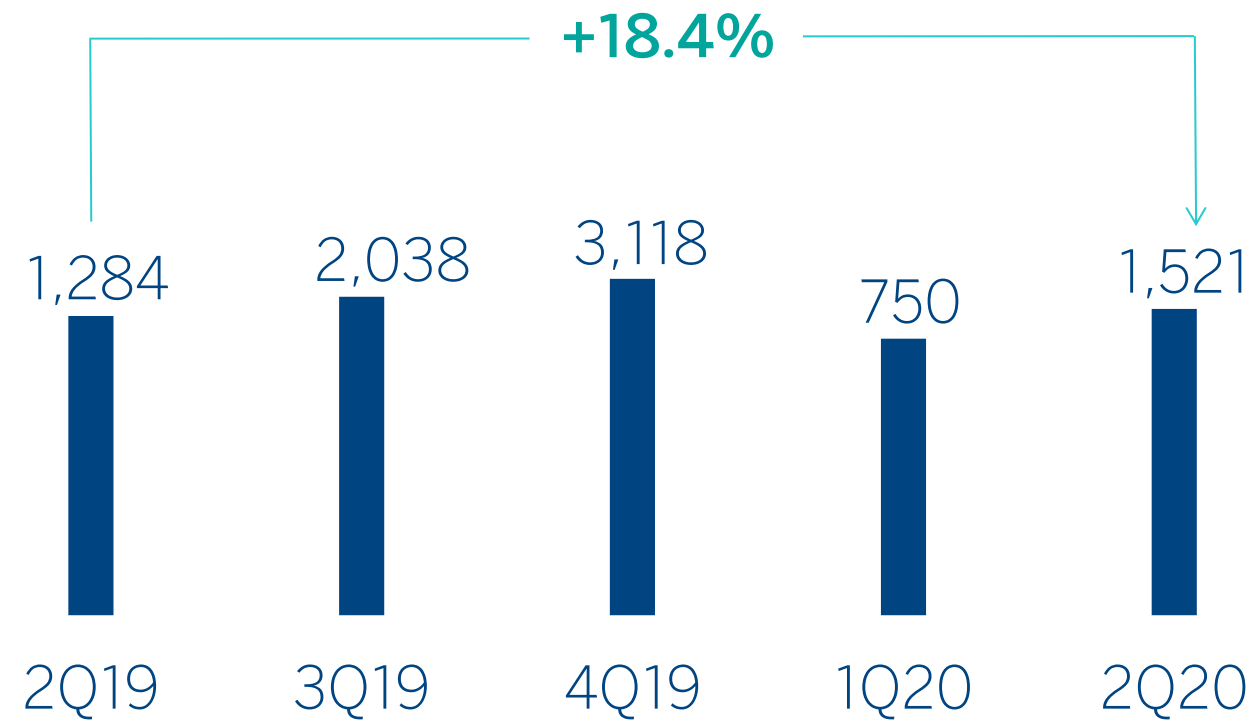
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Consolidated Results 2Q20

Interest margin growth driven by an increase in the activity and lower impairment charges

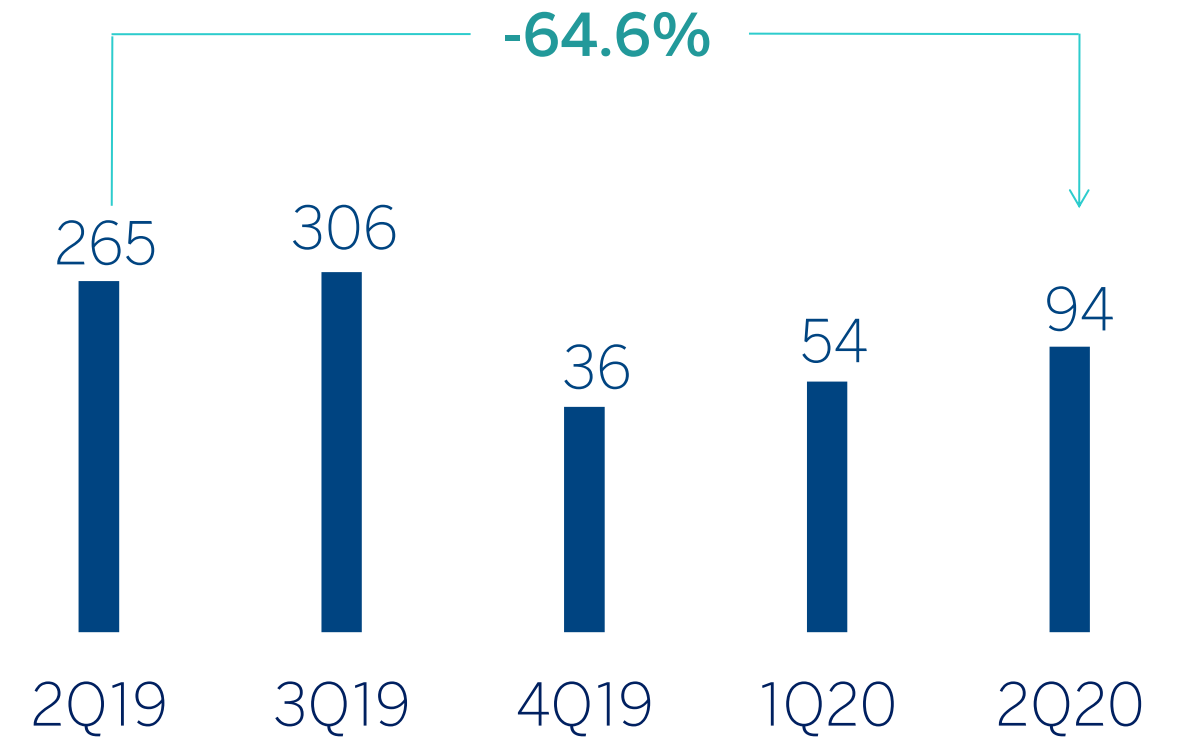
/ Net Interest Income

Billion COP



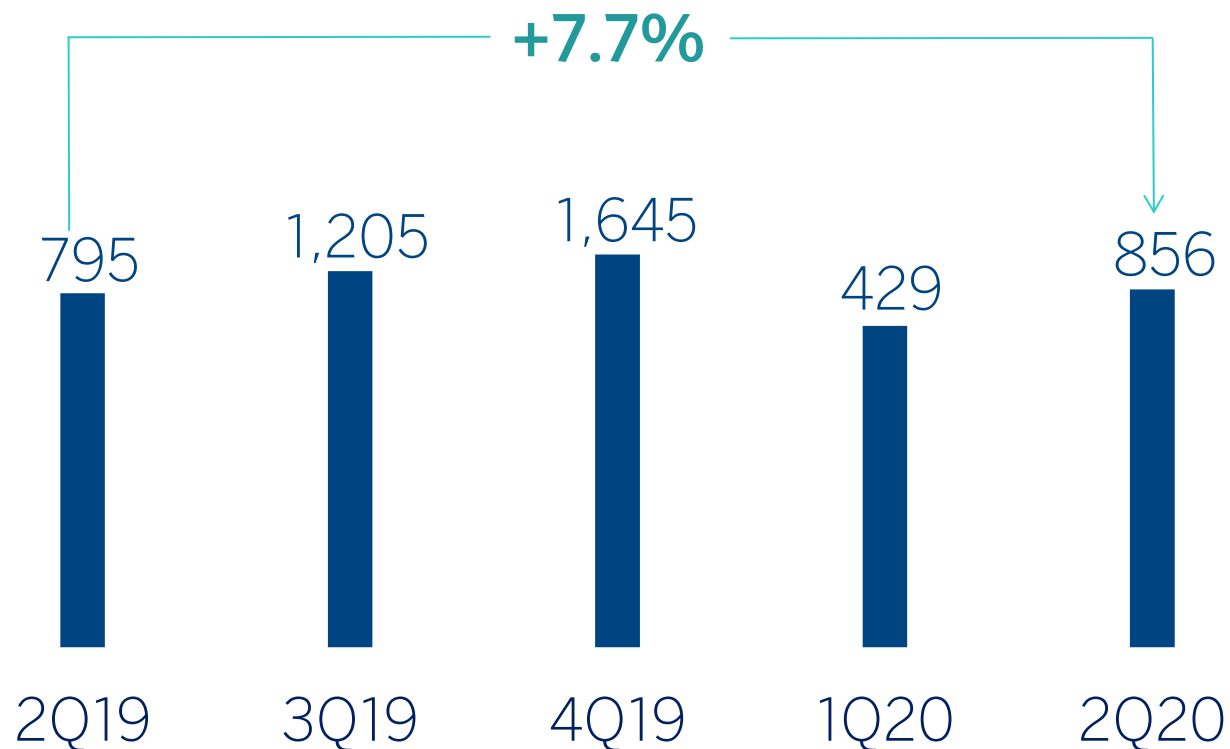
/ Net Fee Income

Billion COP



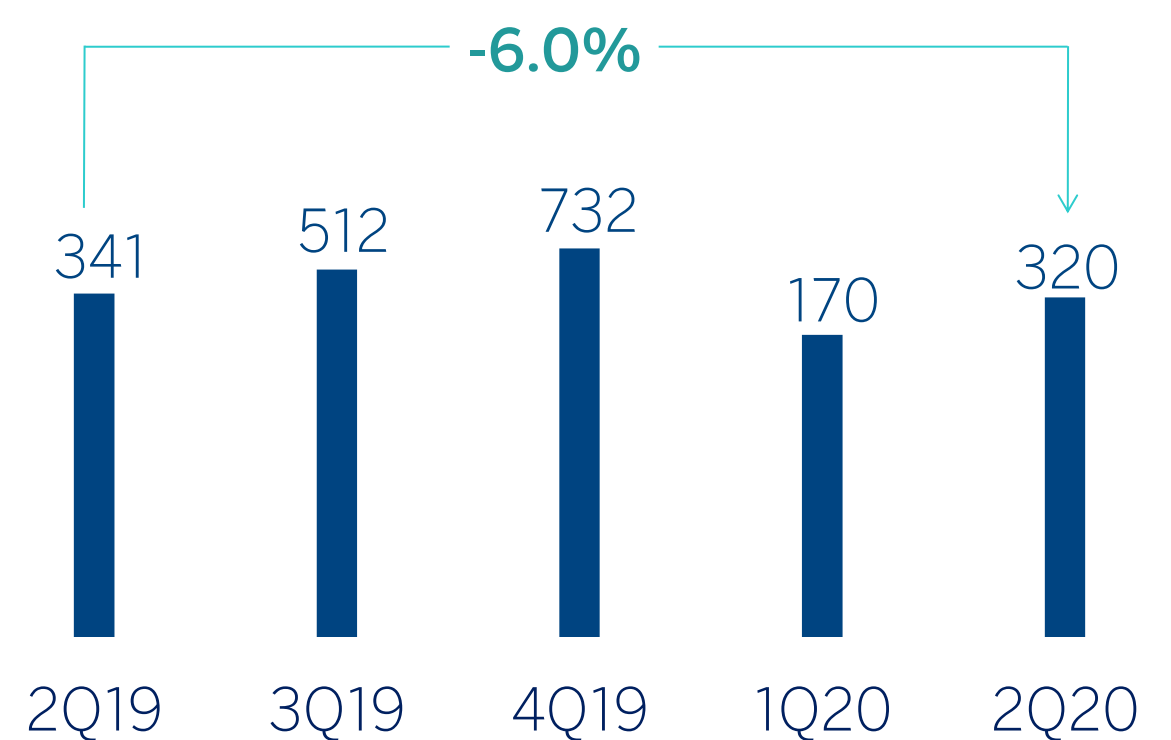
/ Operational Costs

Billion COP



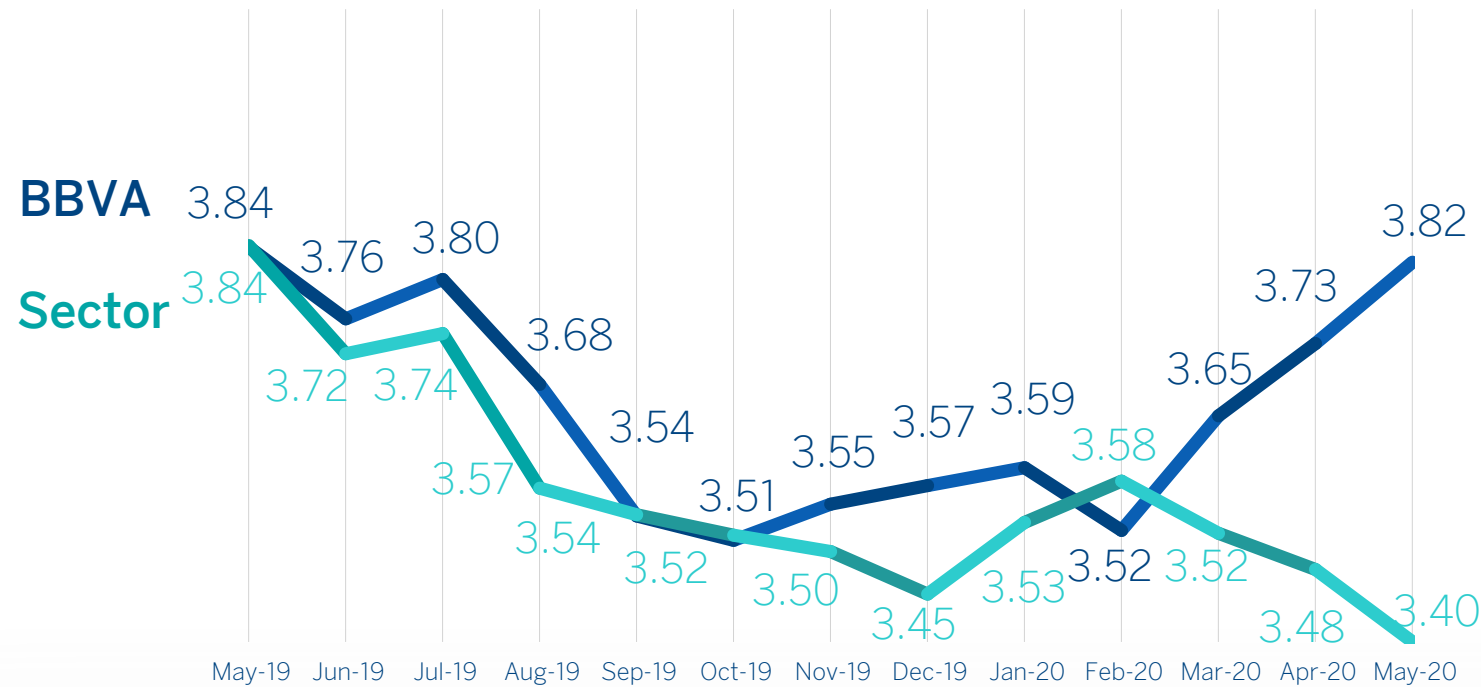
/ Net Income

Billion COP

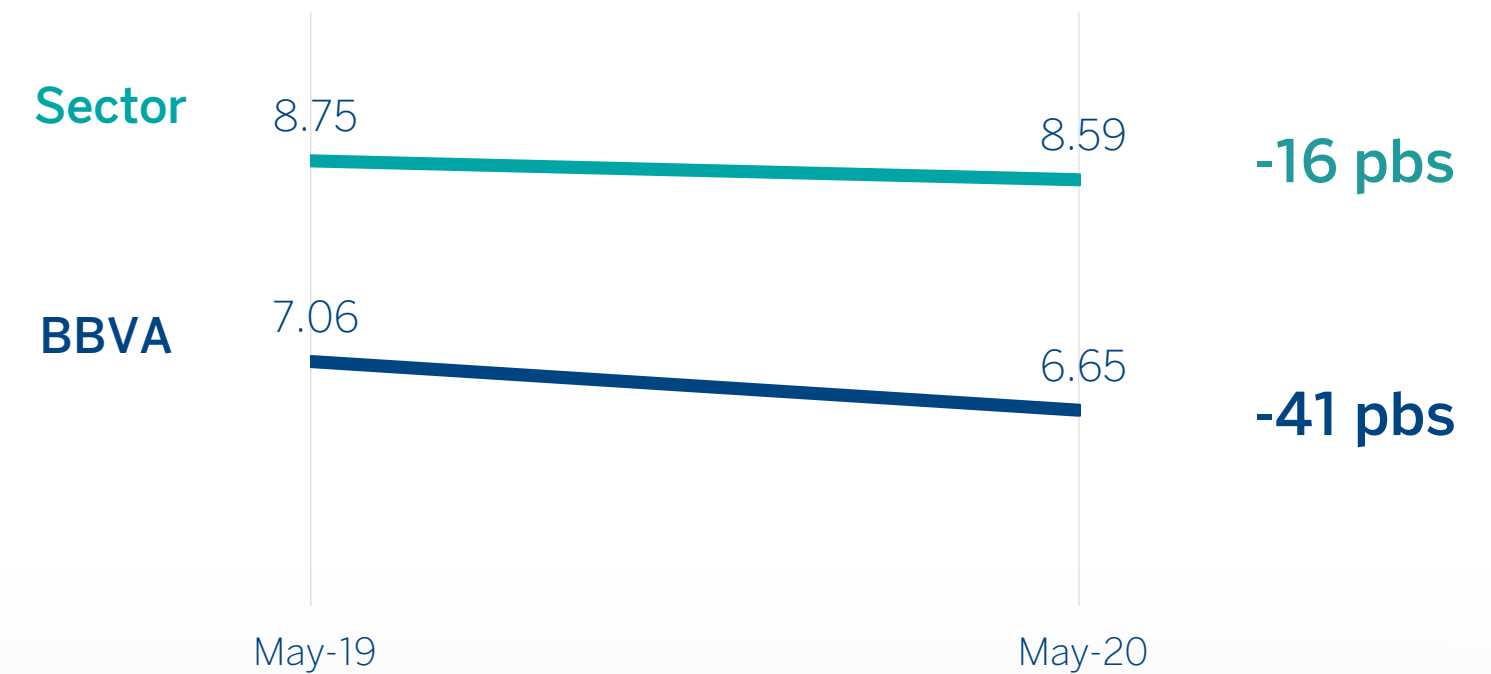


BBVA Colombia's write-offs policies are tighter than the sector

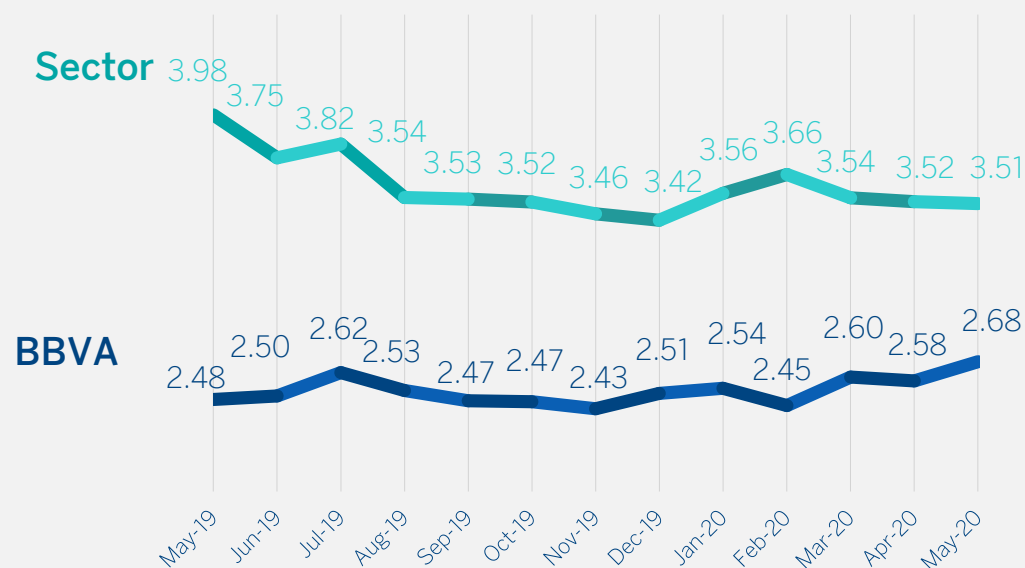
NPL Ratio (%)*



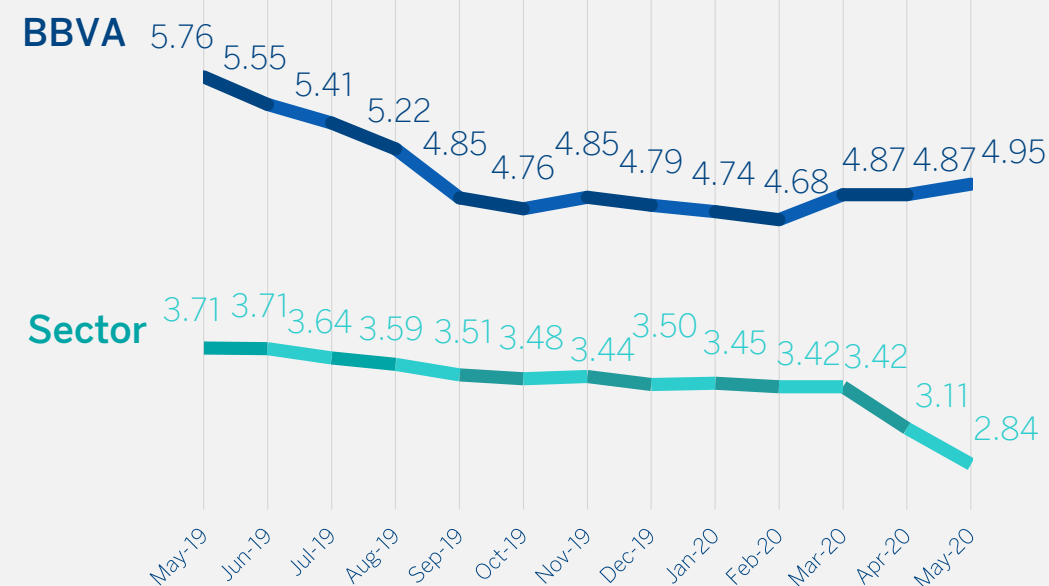
NPL + Write-offs (%)



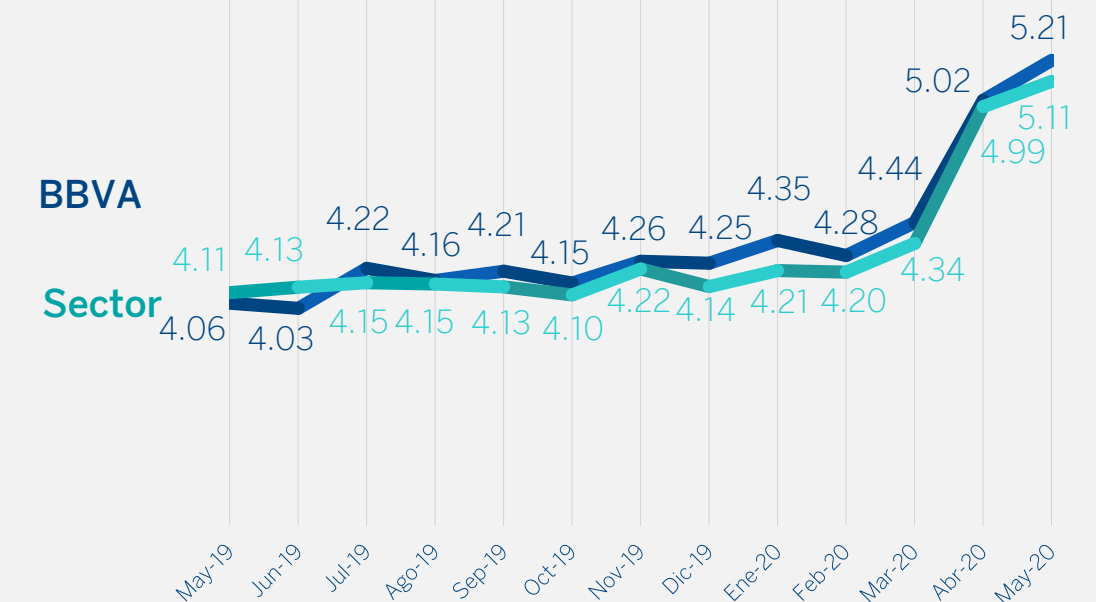
Commercial



Consumer



Mortgages



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

BBVA

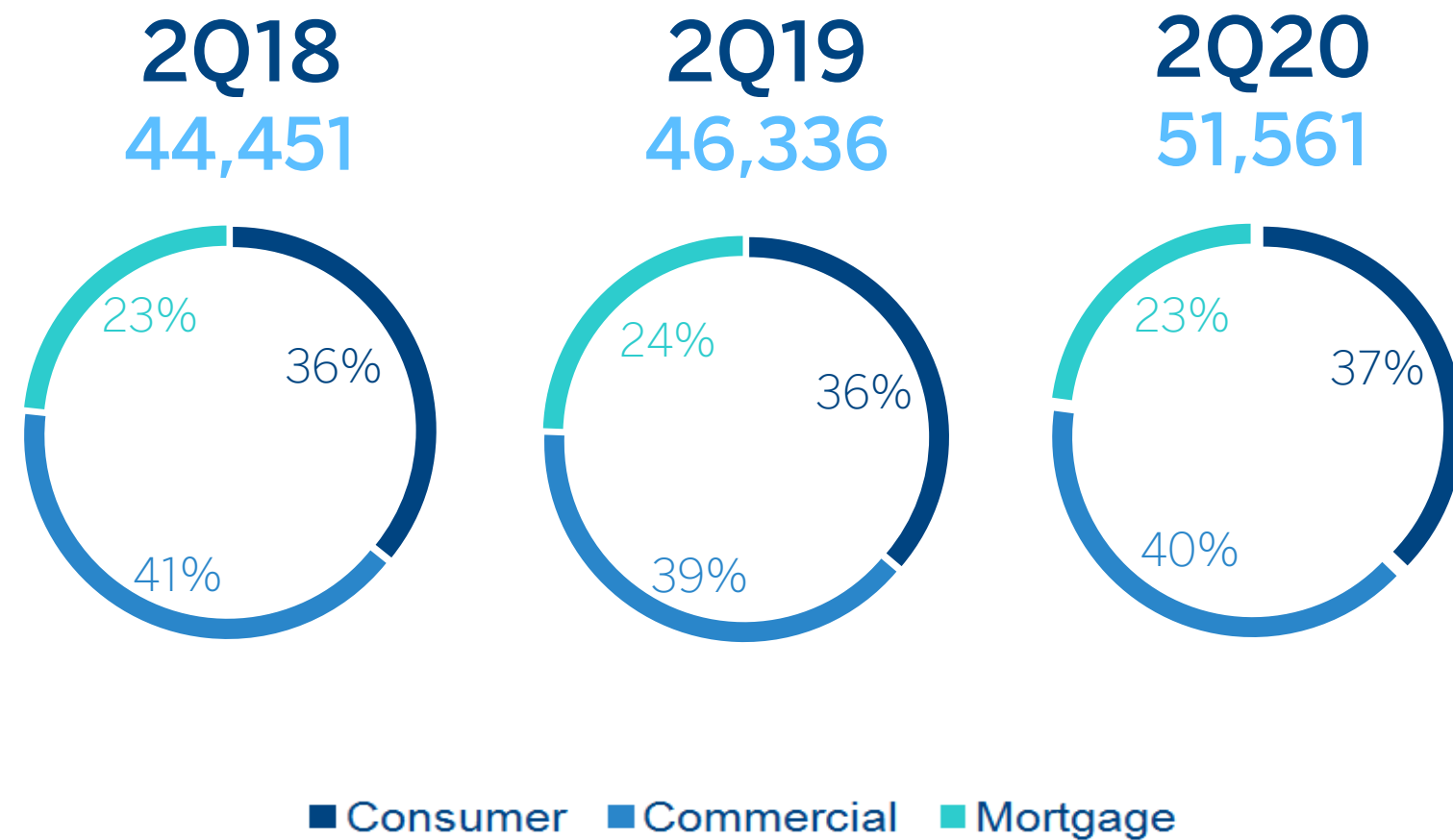
Creando Oportunidades

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Balance Sheet and Business Activity

Portfolio growth driven by our retail portfolio

Portfolio Composition



Gross Loan Portfolio +11.3% yoy

Billion

Commercial

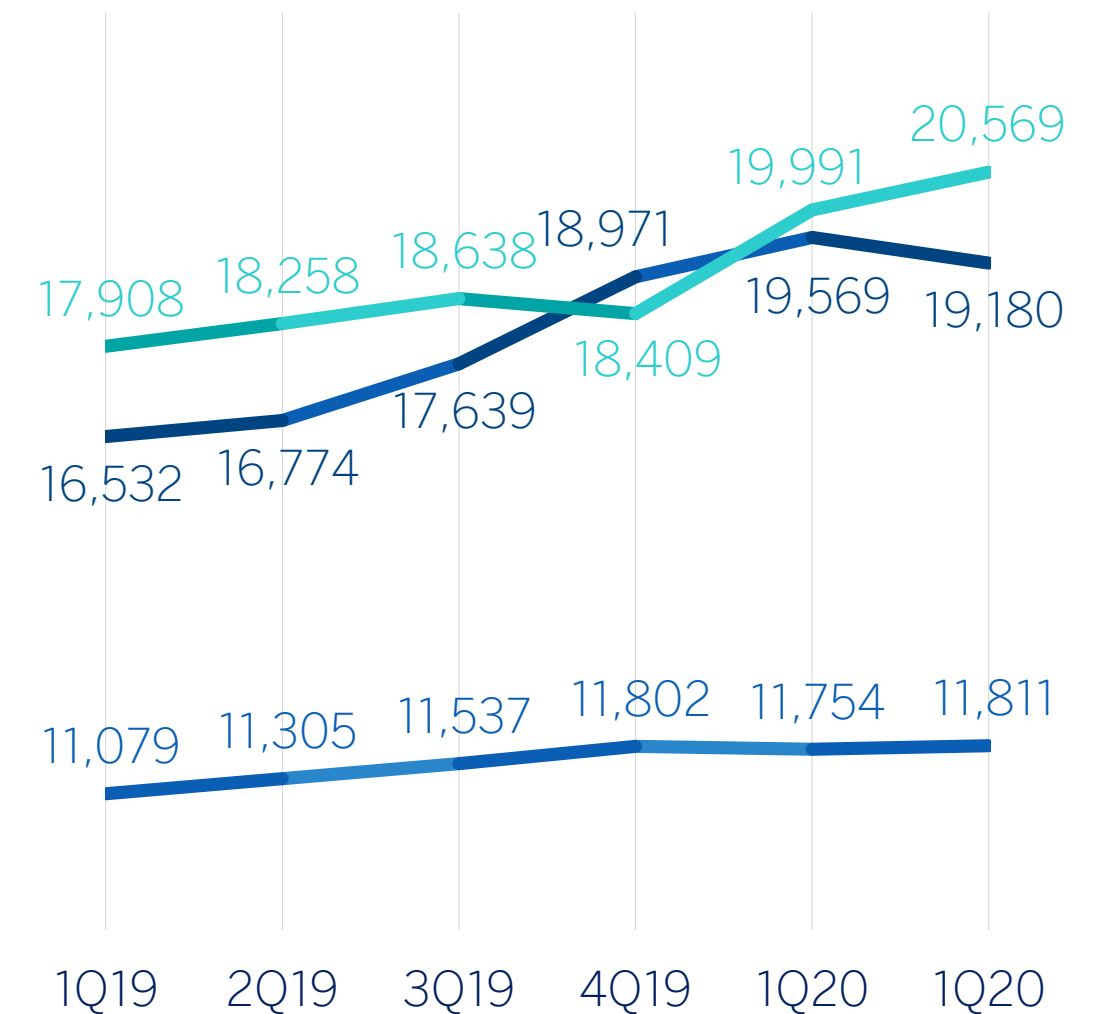
TAM +12.7%

Consumer

TAM +14.3%

Mortgages

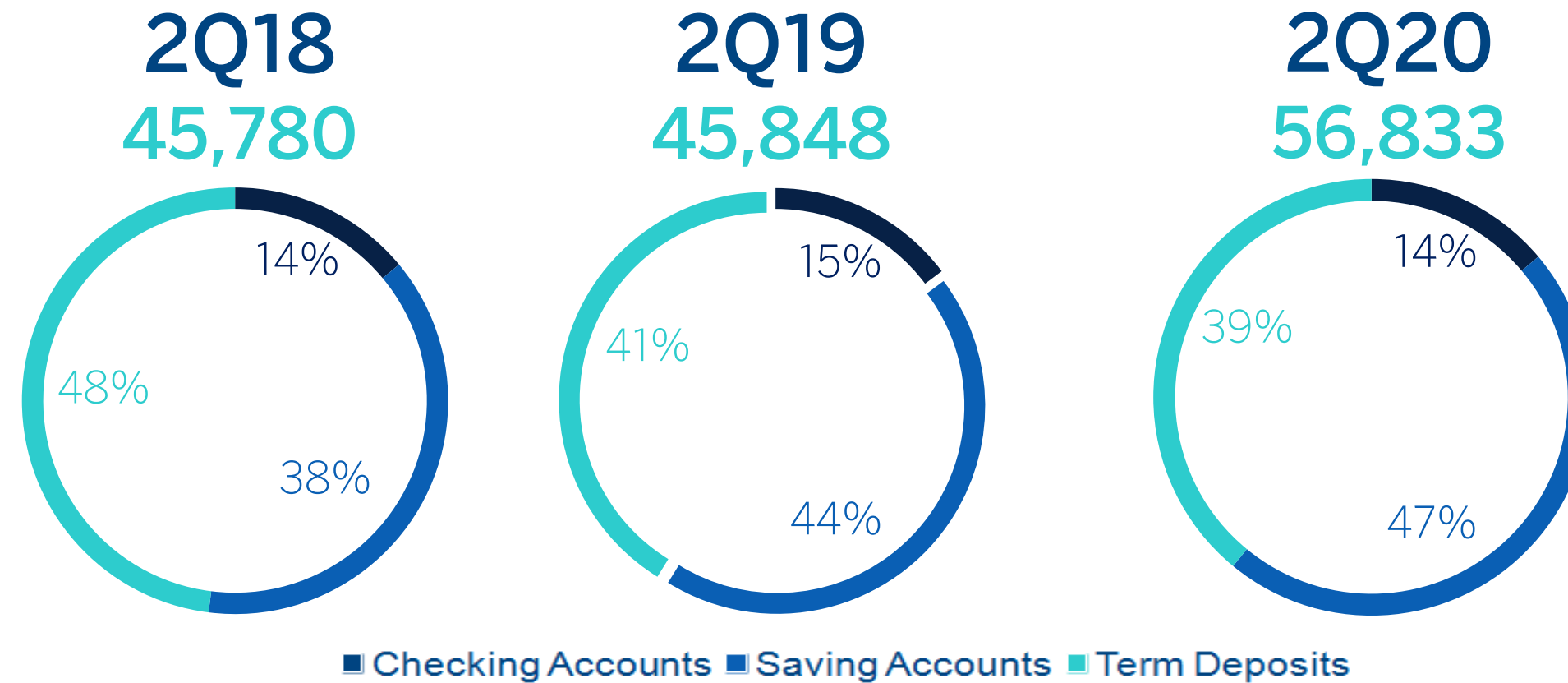
TAM +4.5%



- Activity focused on the retail segment, which **represents 59.6%** of the gross loan portfolio at the end of June 2020
- Significant growth in all portfolios

Strategic management of our funding sources

Deposits Composition



Deposits Growth +24.0% yoy

Billion

Time deposits

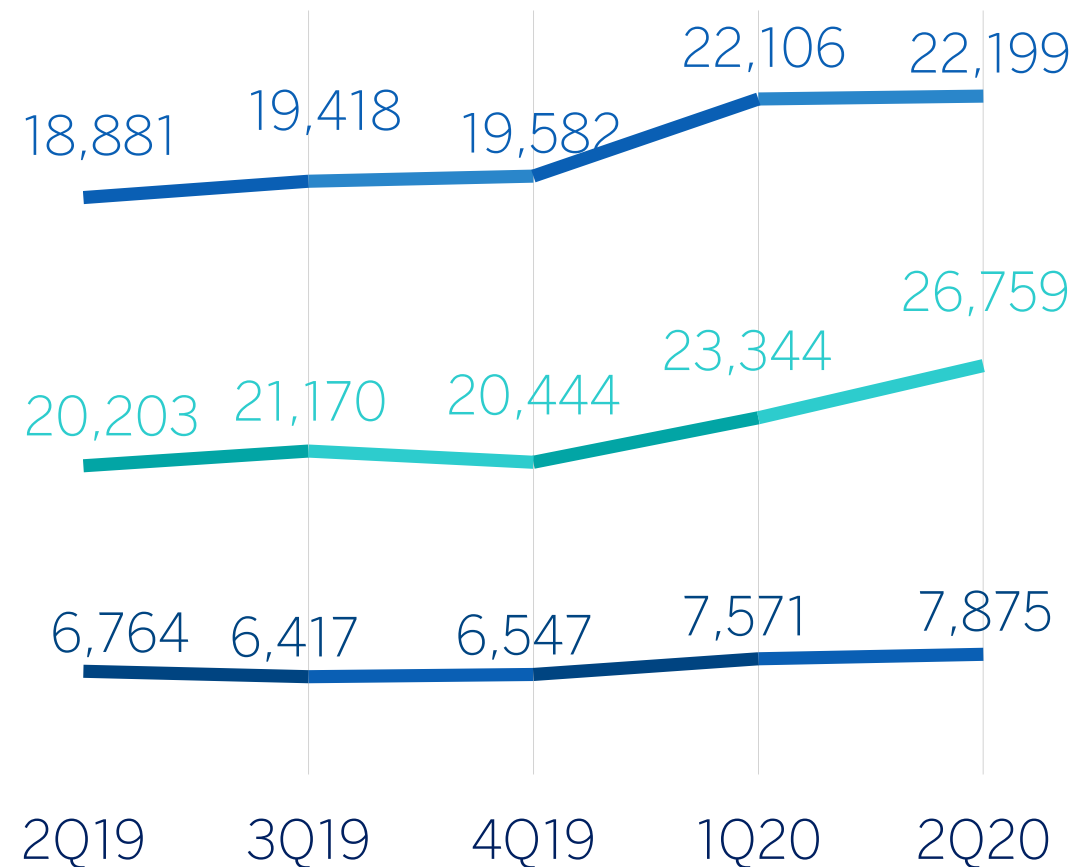
TAM +17.6%

Saving Accounts

TAM +32.5%

Current Accounts

TAM 16.4%



Deposits growth driven by an increase in saving accounts, current accounts and time deposits

Market Shares

Loan Portfolio

\$52,3 Market Share **10.30%**
Trillion +23 bps YoY

Individuals*

Market Share
14.32%
+16 bps YoY

Commercial

Market Share
6.16%
+34 bps YoY

Consumer**

Market Share
13.11%
+50 bps YoY

Credit Cards

Market Share
6.86%
-16 bps YoY

Mortgages***

Market Share
16.01%
-48 bps YoY

Deposits

\$57,9 Market Share **11.98%**
Trillion +85 bps YoY

Saving Accounts

Market share
11.57%
YoY Growth +75 bps

Current Accounts

Market share
11.02%
YoY Growth -151 bps

Term Deposits

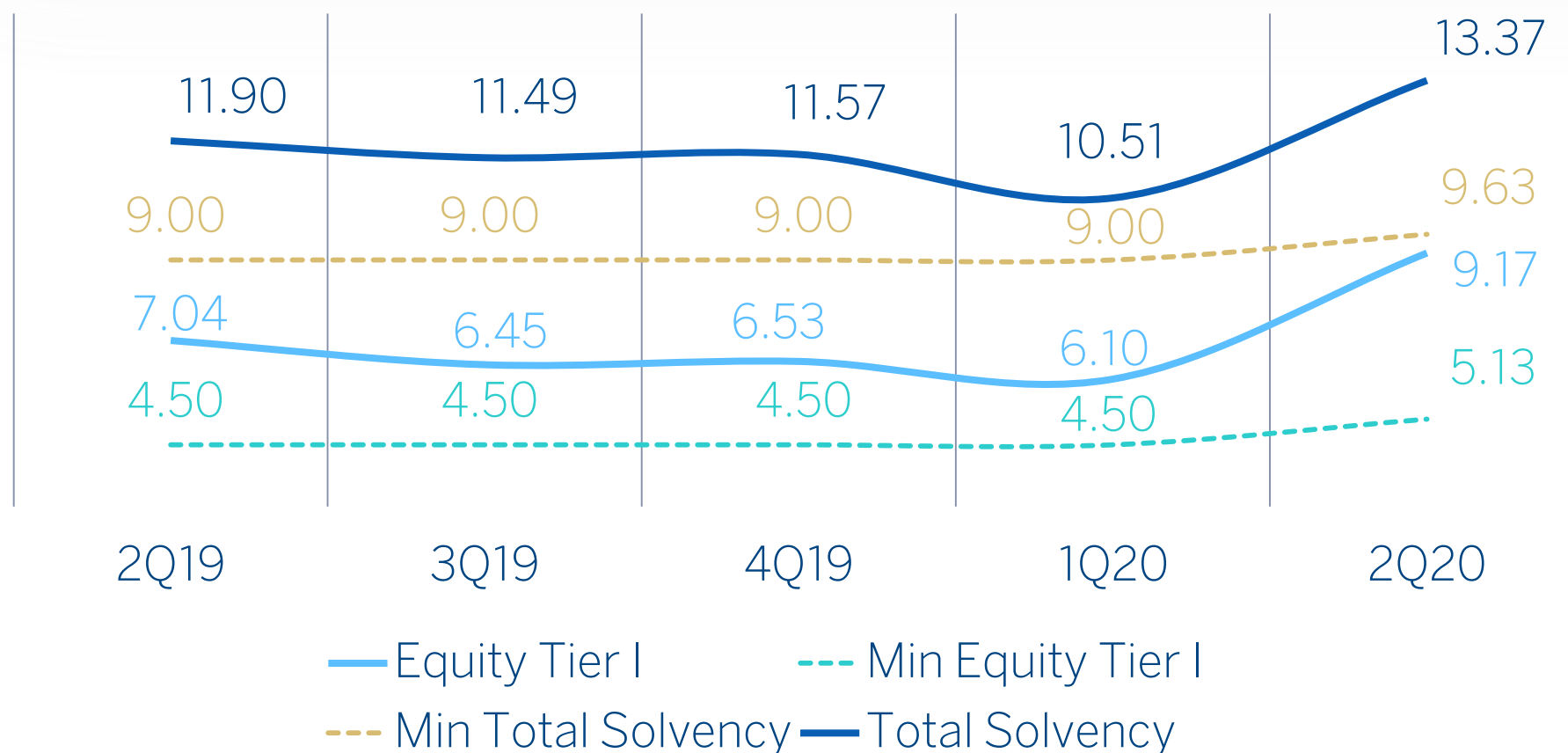
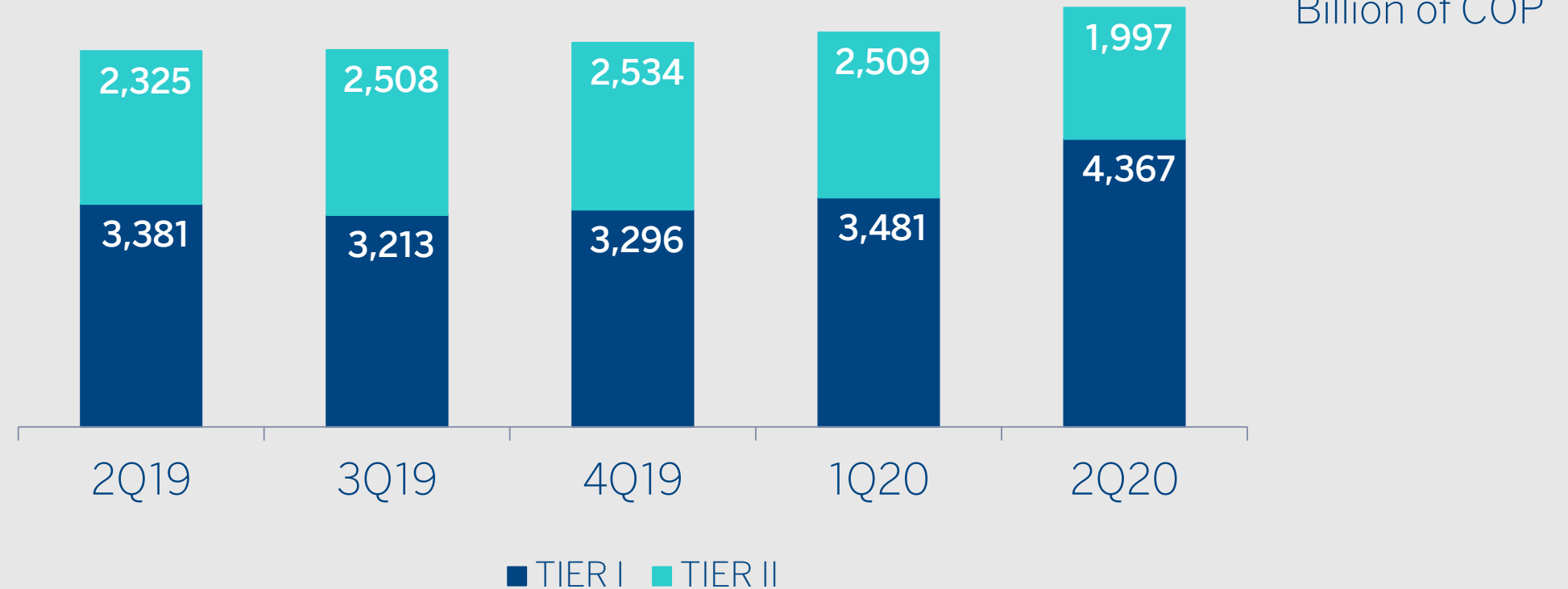
Market share
13.57%
YoY Growth +202 bps

Source: SFC. Market share as of May 20.

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

BBVA Colombia anticipated the entry into force of Decree 1477 of 2018

Strong
Capital Position



Evolution of the capital ratio %

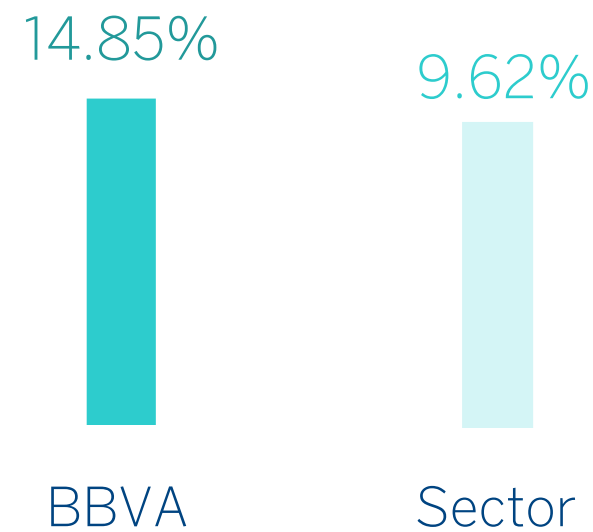
375 bps
Above the Minimum
Regulatory Level

Outstanding delivery on shareholder value creation

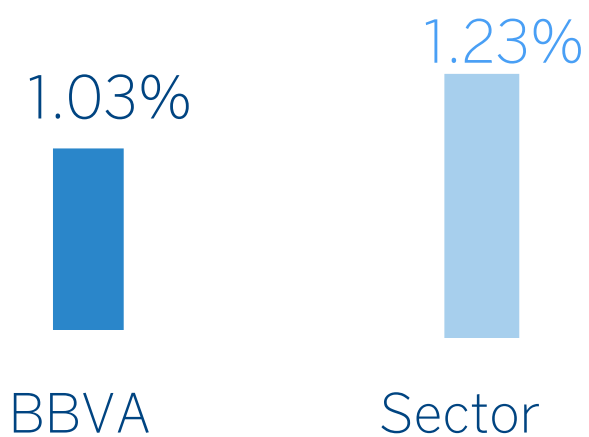
Profitability

%

ROE



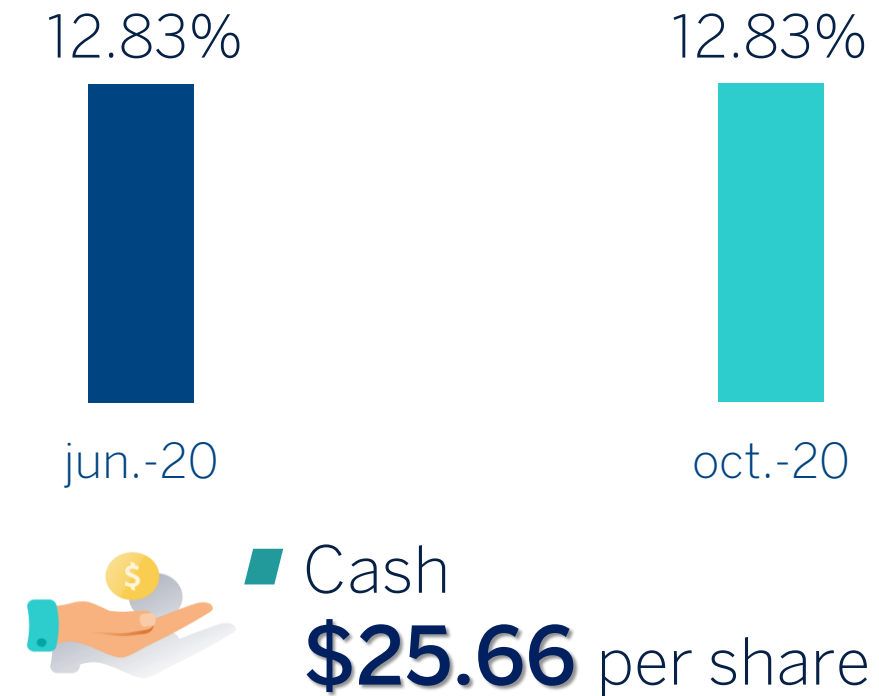
ROA



June 2020

Shareholder Remuneration

miles de Millones COP



Remuneration Policy



- Distribute dividends at the rate of COP 25.66 per share:
- We remain committed to our dividend policy:
 - 2 payments per year (June and October)
 - 2019 Pay-out of 50%, policy that comes since 2007

6

BBVA Colombia's Evolution

Focus on strong returns on capital

infrastructure

Branches

 **459**

vs 678 next peer

ATM's

 **1,360**

Employees

 **5,617**

vs 21,165 next peer

Social Impact

Customers

 **2.5 M**

vs 14 M next peer

Loans

 **10.26**

vs 26.05 next peer

Deposits

 **11.77**

vs 24.49 next peer

Profitability

ROE

 **14.85**

vs 11.05 next peer



A dark blue award badge with a gold star and ribbon at the top, containing the text "JUN", the BBVA logo in the center, and "2020" at the bottom.

Efficiency

 **42.66**

vs 43.39 next peer

Innovation

Digital Customers

 **1,454**

vs 1,379 2Q19

Mobile Customers

 **1,725**

vs 1,238 2Q19

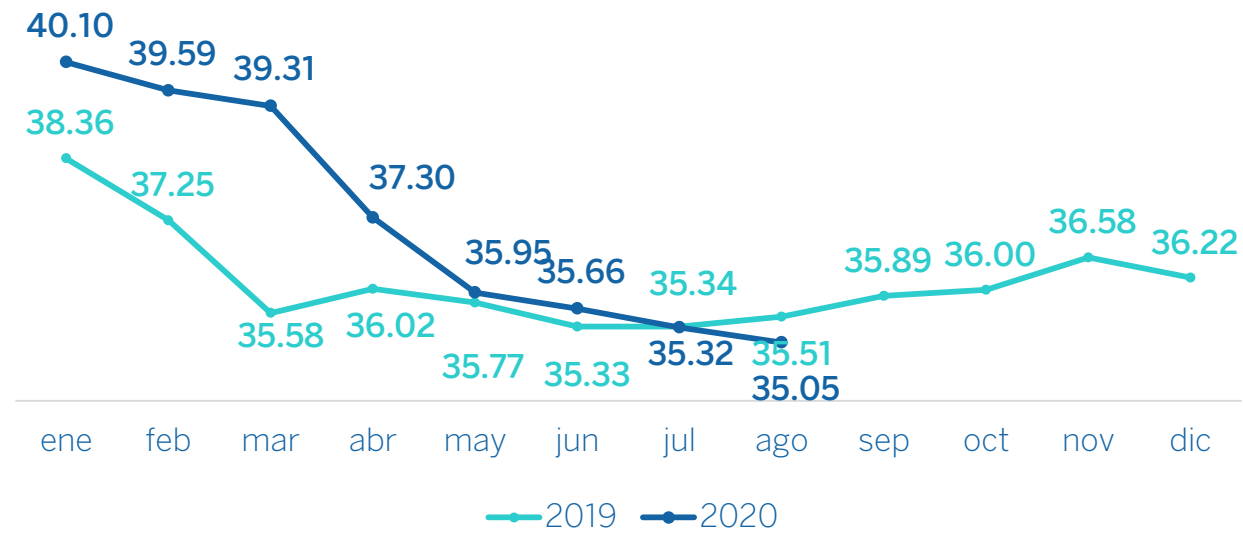
Digital Sales

 **90%**

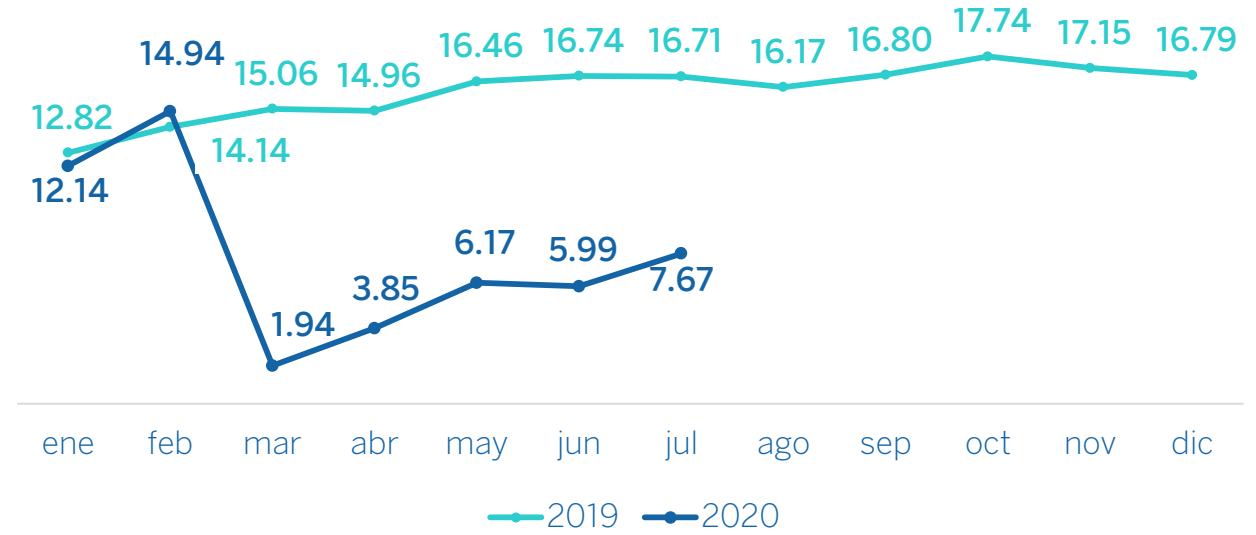
vs 87% 2Q19

Positive evolution of Financial and Non-Financial KPIs

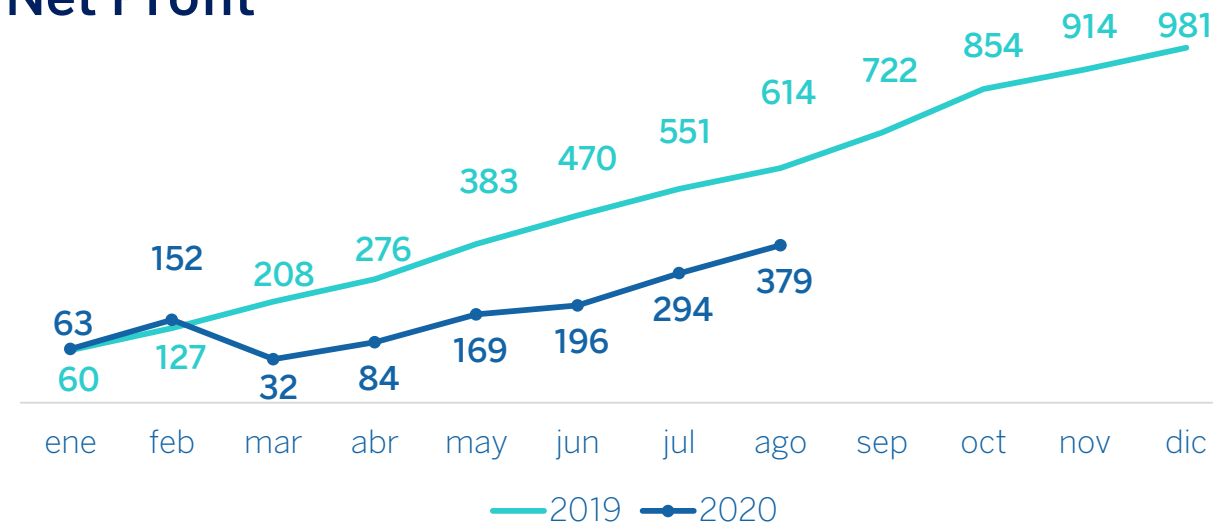
Efficiency Ratio %



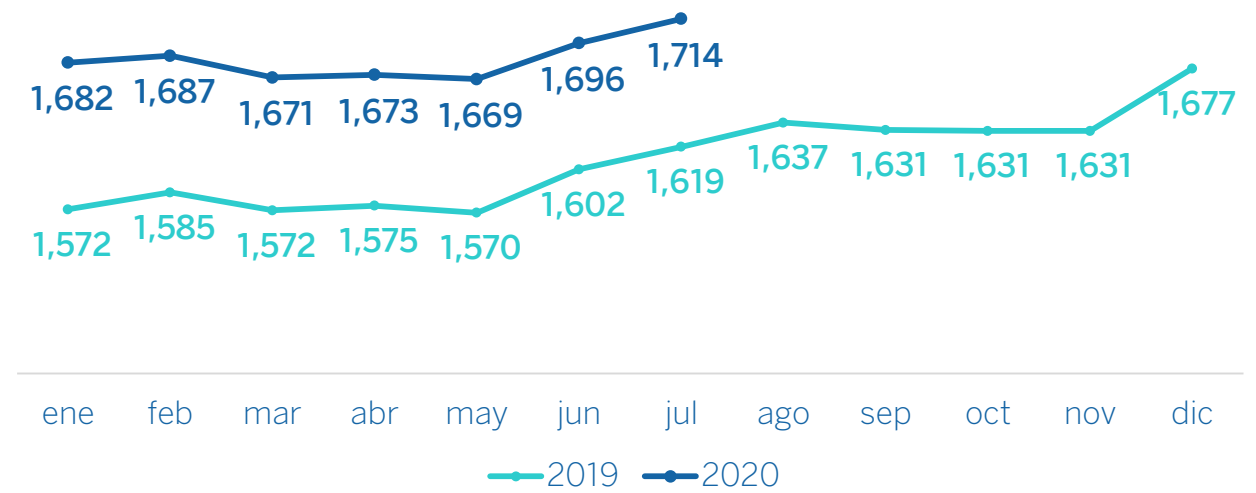
RORC



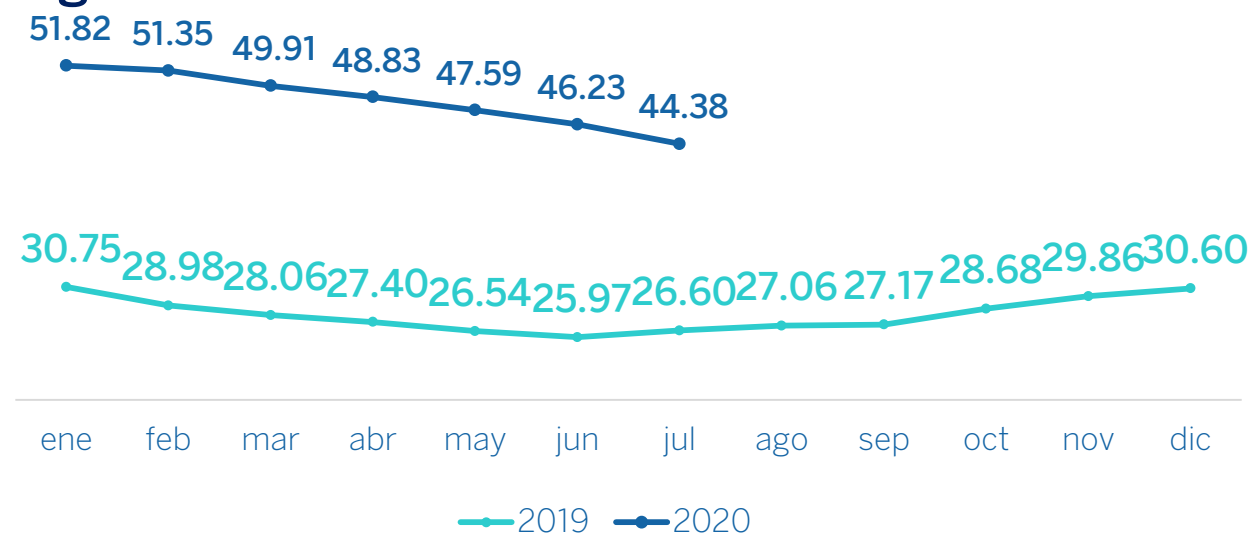
Net Profit



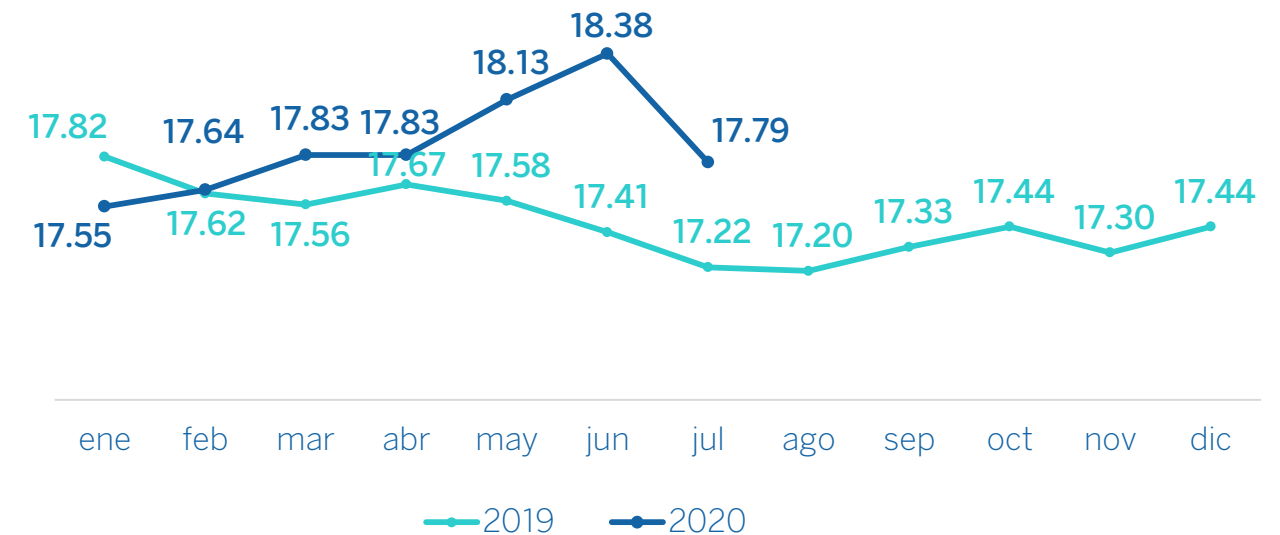
Target Customers



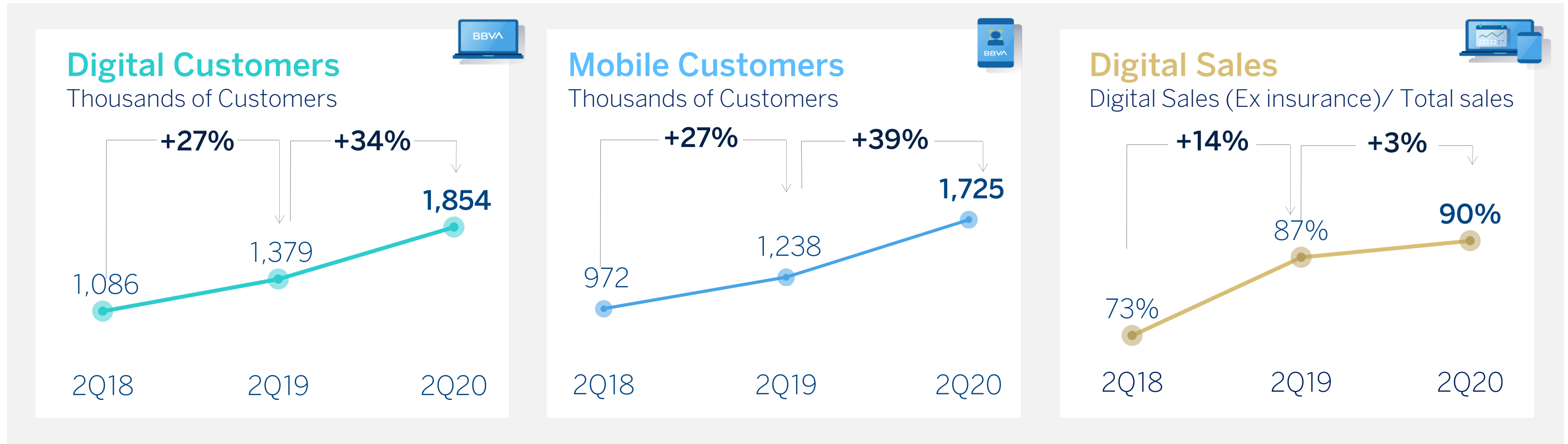
Digital Sales Retail PRV's



Attrition Rate



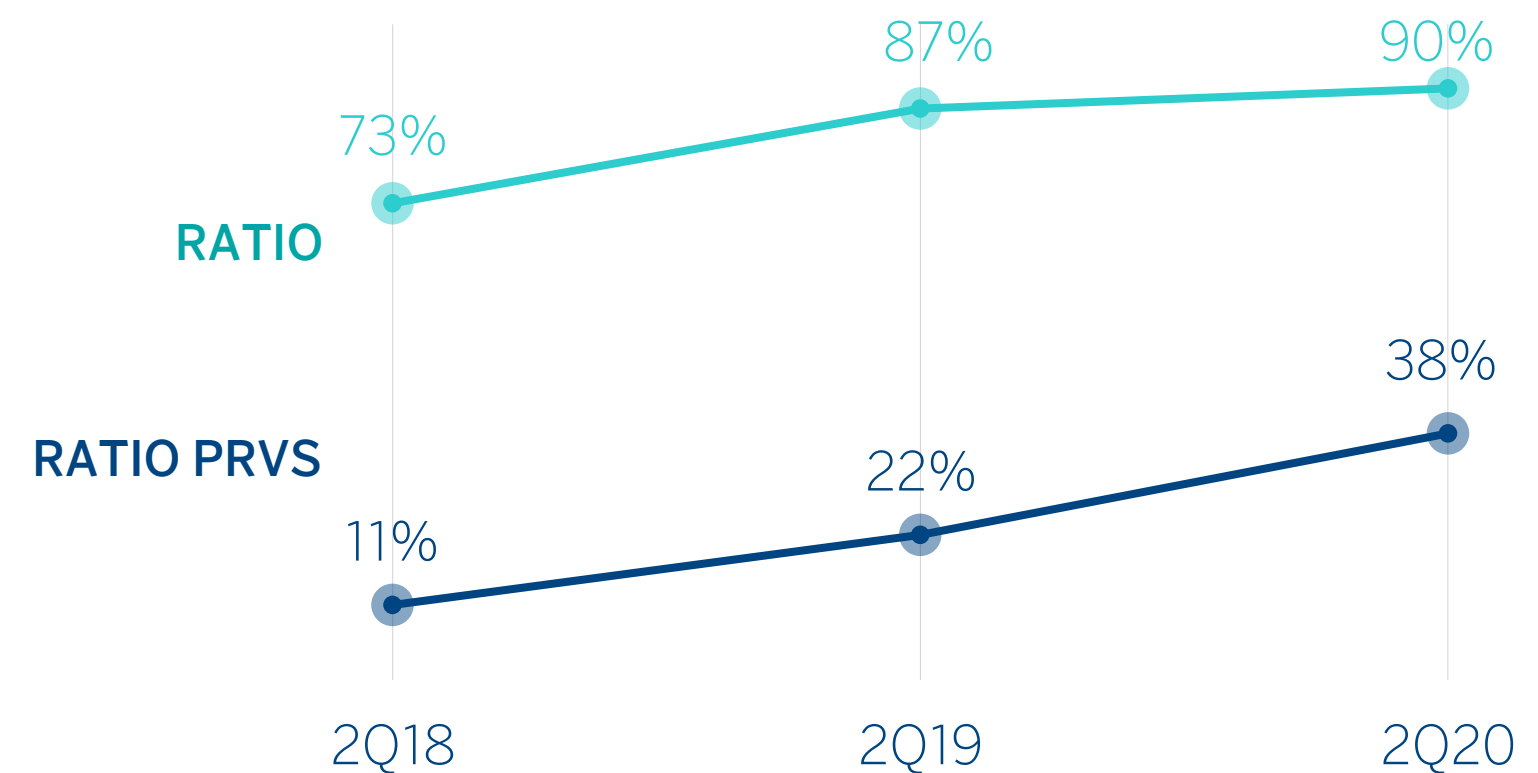
BBVA Colombia ended the first half of the year with 1.8 million digital customers



BBVA Colombia in 2Q20

BBVA Colombia Sales

Use of BBVA Colombia's digital channels **grew 80% in the first half of the year**



1,8 million new digital clients in 2Q20



7

Social Responsibility

Social Balance

We benefit more than 150.000 families

**Entrepreneurship
school BBVA**

80.000 students
978 teachers

201 municipalities
394 institutions

Financial education
33.000 trained people
47 municipalities

BBVA Momentum
30 entrepreneurs

BBVA Colombia invested 5,493 million pesos in the development of its **Corporate Responsibility Plan**

WE ARE THE BANK OF FINANCIAL EDUCATION IN COLOMBIA

**BBVA and their clients transform
education in Colombia**



\$ 1.350 m.M

Donated by 100.000
BBVA clients



1.100

Libraries for rural
institutions

**Female entrepreneurship
Business skills training**



+60

Participants in forums in
Bogotá and Medellín



1.000

Trained women
entrepreneurs

**Other corporate
responsibility actions**



1.200

BBVA volunteers donated
time and money



20

High performance
athletes supported

Contact

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IR Professional

Bogotá, Colombia.

BBVA Colombia S.A.



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BBVA

Creando Oportunidades



Creando Oportunidades

Annex



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

BBVA Strategic Priorities

1 New standard in customer experience

Starting points/ Challenge

- Launch of the new BBVA page under the AEM platform optimizing load times and making navigation routes more precise and timely
- Work on hybrid initiatives (Digital and Non-digital) to supplement the efforts of both communication platforms
- Opportunity for improvement in the client's experience and knowledge.

2 Drive digital sales

Starting point/ Challenge

- Investment in digital means of payment to support the launch of new products in the bank's digital channels
- Advance in the labeling of the digital products of the bank to obtain more data in the hiring processes
- Need to implement digital marketing tools, channels and processes.

3 Optimize capital allocation

Starting points/ Challenge

- Portfolio of good quality, with presence in segments of greater value
- Need to improve profitability in customers and increase presence in higher value products and segments
- To be pioneers in the market with innovative products so customers have a better experience both in hiring and in transaction banking

4 Unrivaled efficiency

Starting point/ Challenge

- Build a new organizational model that is as agile, simple and automated as possible
- Need to improve transactional processes and services
- Integration of the Bank's data with digital data to know the behavior of the active products in BBVA net and BBVA mobile

BBVA Strategic Priorities



A first class workforce

Starting point/ Challenge

- Need to improve talent attraction plans, employee experience and professional development plans.
- We seek to provide the best experience and continue to evolve our corporate culture to achieve our goals
- Continue working with an agile methodology in a culture of collaboration and entrepreneurship, with flatter structures, but that don't stop thinking big

Consolidated Income Statement 1H20

Accumulated – Billion COP

	2Q19	2Q20	Var TAM	
			abs	%
Interest Income	2,261	2,598	337,089	14.9
Interest Expense	(977)	(1,077)	(100,261)	10.3
NET INTEREST INCOME	1,284	1,521	236,828	18.4
NET FEE INCOME	265	94	(170,985)	(64.6)
Investment Portfolio	206	293	86,646	42.1
Dividends	19	15	(3,780)	(20.3)
Other Incomes	70	48	(22,027)	(31.3)
OTHER OPERATING INCOME	295	356	60,839	20.6
GROSS MARGIN	1,843	1,970	126,682	6.9
Net Provisions	(535)	(622)	(87,174)	16.3
Operational Costs	(795)	(856)	(61,334)	7.7
Personal Expenses	(305)	(309)	(3,935)	1.3
General Expenses	(194)	(211)	(17,368)	9.0
Taxes	(64)	(67)	(3,027)	4.7
Other	(228)	(256)	(27,905)	12.2
Operational Risk	(4)	(13)	(9,099)	247.9
OPERATING EXPENSES	(1,329)	(1,478)	(148,508)	11.2
Minority Interest	(1)	(1)	120	(13.1)
PROFIT BEFORE TAX	513	491	(21,706)	(4.2)
Income Tax	(172)	(171)	1,403	(0.8)
NET PROFIT	341	320	(20,302)	(6.0)

Consolidated Balance Sheet

Million COP

	2Q19	2Q20	Var TAM	
			abs	%
Cash and cash equivalents	5,870	11,277	5,407	92.1
Investments	9,374	8,085	-1,289	-13.7
Derivative Financial Instruments and Cash Operations	1,990	5,068	3,078	154.7
Gross Loan Portfolio and Leasing	46,772	52,036	5,264	11.3
Provision for credit losses	-2,544	-3,046	-502	19.7
Other	2,498	2,970	472	18.9
Assets	63,959	76,390	12,431	19.4
Deposits	46,615	57,531	10,916	23.4
Money Market Operations	4,524	1,960	-2,564	-56.7
Financial instruments at fair value	1,963	5,048	3,084	157.1
Banks and other financial obligations	1,665	2,592	927	55.7
Investment in debt securities	2,303	2,446	142	6.2
Liabilities by deferred tax	475	188	-286	-60.3
Estimated liabilities and provisions	319	316	-3	-0.8
Payable accounts	670	685	14	2.1
Labor Obligations	207	215	8	3.9
Other Liabilities	445	399	-45	-10.2
Liabilities	59,186	71,379	12,194	20.6
Paid-in Capital	90	90	-	-
Additional-paid in capital	652	652	-	-
Noncontrolling interests	6	7	1.2	18.8
Reserves	3,040	3,409	369	12.1
Surplus	645	532	-113	-17.5
Net Profit for the period	341	320	-20	-6.0
Stockholder's Equity	4,773	5,010	237	5.0
Total Liabilities and Stockholder's Equity	63,959	76,390	12,431	19.4

Individual Balance Sheet

Billion COP

	2Q19	2Q20	Var TAM	
			abs	%
Cash	5,601	9,339	3,738	66.7
Assets positions in money market operations	264	1,901	1,637	619.3
Investment and derivatives transactions	11,477	13,379	1,903	16.6
Loan portfolio and leasing operations	46,772	52,035	5,264	11.3
Impairment	-2,826	-3,139	-313	11.1
Other Assets	1,977	2,604	628	31.7
Total Assets	63,265	76,120	12,855	20.3
Deposits and financial claims	48,987	60,032	11,044	22.5
Liabilities positions in money market operations	4,525	1,960	-2,566	-56.7
Financial instruments at fair value	1,963	5,048	3,084	157.1
Banks and other financial obligations	1,665	2,592	927	55.7
Accounts payable	802	817	15	1.8
Labor obligations	204	213	9	4.2
Other Liabilities	686	649	-37	-5.4
Total Liabilities	58,834	71,310	12,476	21.2
Suscribed and paid-in-capital	90	90	0	-
Specific destination reserves and funds	3,039	3,408	369	12.1
Surplus	960	1,006	46	4.8
Gains or losses	342	306	-36	-10.5
Stockholder's Equity	4,431	4,811	379	8.6
Total Liabilities and Stockholder's Equity	63,265	76,120	12,855	20.3

Individual Income Statement

Billion COP

	2Q19	2Q20	Var TAM	
			abs	%
Interest Income	2,437	2,598	161	6.6
Interest Expense	(978)	(1,078)	(100)	10.2
NET INTEREST INCOME	1,459	1,520	61	4.2
NET FEE INCOME	80	63	(17)	(21.6)
Investment Portfolio	219	303	84	38.5
Dividends	18	15	(4)	(20.2)
Other incomes	69	47	(22)	(32.1)
OTHER OPERATING INCOME	306	365	59	19.2
GROSS MARGIN	1,844	1,947	102	5.6
Net Provisions	(534)	(621)	(87)	16.3
Operational Costs	(781)	(841)	(60)	7.7
Personal Expenses	(297)	(300)	(3)	1.0
General Expenses	(192)	(212)	(19)	9.9
Taxes	(63)	(66)	(3)	4.6
Other	(225)	(254)	(29)	12.7
Operational Risk	(4)	(10)	(6)	175.7
OPERATING EXPENSES	(1,315)	(1,462)	(147)	11.2
PROFIT BEFORE TAX	529	485	(45)	(8.4)
Income Tax	(171)	(163)	9	(5.1)
NET INCOME	358	322	(36)	(10.0)



BBVA Colombia

June 2020



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