

Banco de Bogotá



2Q-2016 Consolidated Results Conference Call

FULL IFRS

September 27, 2016

Banco de Bogotá is an issuer of securities in Colombia. As a financial institution, the Bank, as well as its financial subsidiaries, is subject to inspection and surveillance from the Superintendency of Finance of Colombia.

As an issuer of securities in Colombia, Banco de Bogotá is required to comply with periodic reporting requirements and corporate governance practices.

In 2009 the Colombian Congress enacted Law 1314 establishing the implementation of IFRS in Colombia. As a result, since January 1, 2015, financial entities and Colombian issuers of publicly traded securities, such as Banco de Bogotá, must prepare financial statements under IFRS, with some exceptions established by applicable regulation.

IFRS as applicable under Colombian regulations differs in certain aspects from IFRS as currently issued by the IASB

Our reports for 2015's quarters had been presented in accordance with IFRS applicable in Colombia (Col IFRS). This report and 1Q16 were prepared with unaudited consolidated financial information, which is in accordance with IFRS as currently issued by the IASB.

At June 30th 2016, Banco de Bogota deconsolidated (ceded control of CFC to Grupo Aval) Corficolombiana. The bank now holds its 38.3% stake of Corficolombiana as an equity investment. For comparative analysis with previous periods, this report has a Pre-deconsolidation of 2Q-16 that reflects Banco de Bogotá's consolidated figures including Corficolombiana as a subsidiary. Growths will be shown versus Pre-deconsolidation 2Q-16.

Details of the calculations of Non GAAP measures such as ROAA and ROAE, among others, are explained when required in this report.

Colombian peso/dollar annual devaluation as of June 30, 2016 was 12.3%. Quarterly revaluation was 2.7%. In this report, calculations of growth, excluding the exchange rate movement of the Colombian Peso, use the exchange rate as of June 30, 2016 (COP 2,919.01)

This report may include forward-looking statements and actual results may vary from those stated herein as a consequence of changes in general, economic and business conditions, changes in interest and currency rates and other risks factors. Recipients of this document are responsible for the assessment and use of the information provided herein. Banco de Bogotá will not have any obligation to update the information herein and shall not be responsible for any decision taken by investors in connection with this document. The content of this document is not intended to provide full disclosure on Banco de Bogotá or its subsidiaries.

In this document we refer to trillions as millions of millions and to billions as thousands of millions.

Recurring Attributable Net Income for the period was \$570.9 billion pesos, which represented a 15.8% increase versus the second quarter of 2015

	<u>Key Metrics</u>	<u>Commentary</u>
Profitability	<ul style="list-style-type: none"> • ROAA: 2.1% / ROAE: 17.1% • Net Interest Margin: 5.3% • Fee Income Ratio: 31.8% • Efficiency Ratio: 46.0% 	<ul style="list-style-type: none"> • ROAA steady; ROAE increased 30bps • NIM increased 30 bps due to Central Bank rate hikes • Fee income increased 21.1% primarily due to banking fees • Efficiency slightly deteriorated, up from 43.8%
Balance Sheet	<ul style="list-style-type: none"> • Gross Loans: \$92.5 • Total Deposits: \$90.5 • Deposits / Net Loans: 1.00x • Deposits % Funding: 72.7% 	<ul style="list-style-type: none"> • Gross Loans grew 14.3%, excluding FX growth was 9.0% • Total Deposits grew 10.3%, excluding FX growth was 5.5% • Deposits / Net Loans illustrates robust funding model, but decreased marginally from 1.04x
Credit & Capital	<ul style="list-style-type: none"> • Cost of Risk¹: 1.7% • 90+ Days PDL Ratio: 1.6% • Tier 1 Ratio²: 9.2% • Total Solvency²: 14.0% 	<ul style="list-style-type: none"> • Excluding non-recurring item, cost of risk post recoveries increased slightly by 10bps • 90+ Days PDL Ratio stayed constant at 1.6% • Tier 1 Ratio increased by 140 bps and Total Solvency increased by 290 bps. Both ratios well above regulatory minimums

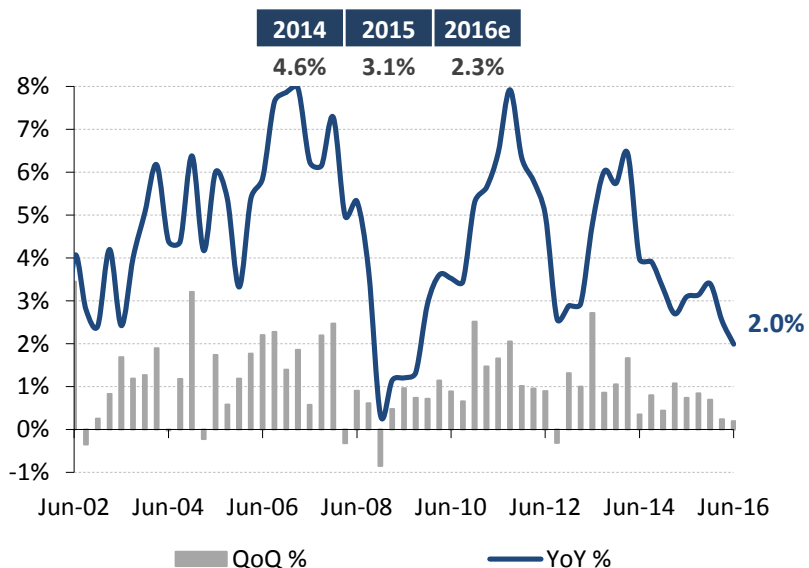
Note: Changes / growths refer to Q2 2016 over Q2 2015, unless otherwise stated. All figures refer to Q2 2016 pre-deconsolidation of Corficolombiana.

(1) Excluding Pacific non-recurring provisions; net of recoveries

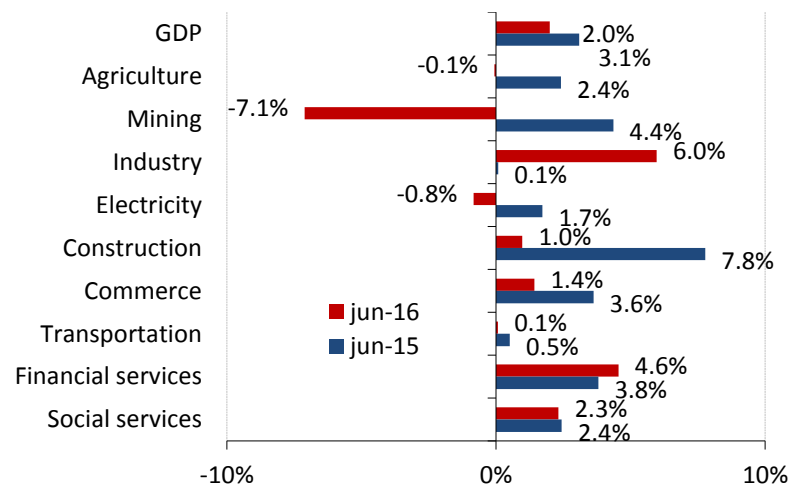
(2) Reflects an estimate of Banco de Bogotá's solvency ratio taking into account the Shareholder's meeting approval to capitalize the one-time \$2.2 trillion gain derived from the deconsolidation of Corficolombiana plus 50% of the recurring net income of the first semester of 2016.

Colombia: Economic activity has decelerated but a gradual pick-up is expected going forward

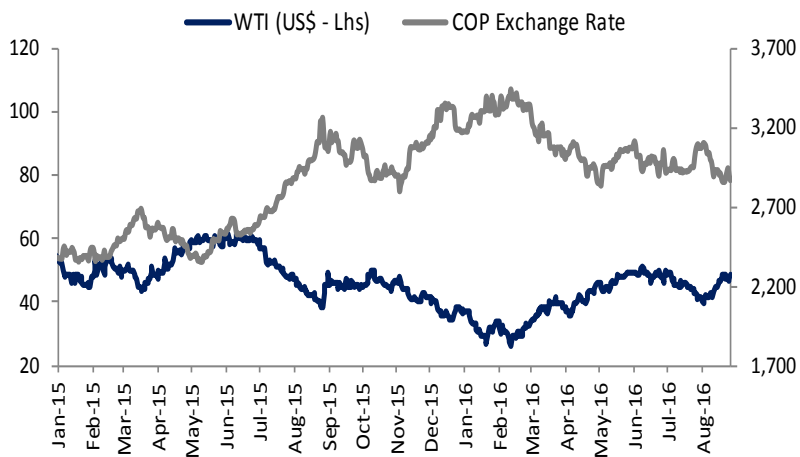
GDP (YoY %)



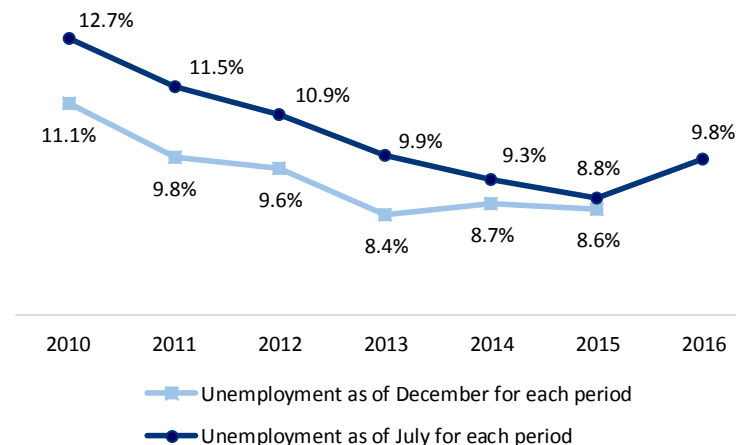
GDP growth by sector (YoY %)



Colombian Peso vs WTI US\$/barrel

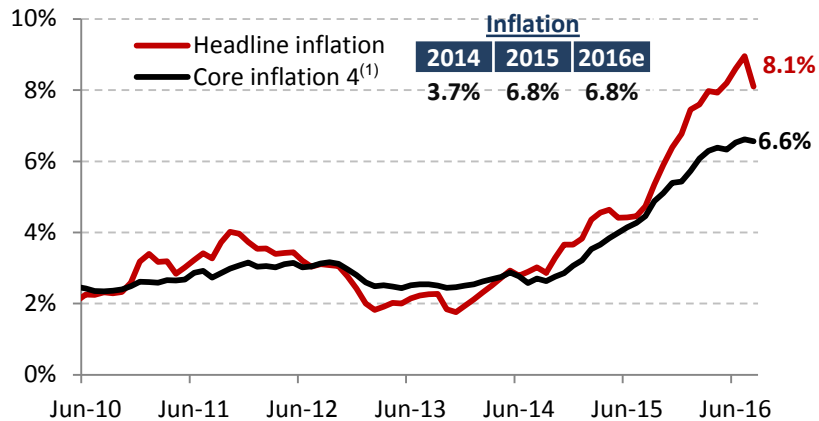


Unemployment (%)



Source: DANE, Fedesarrollo. Estimates Economic Research Banco de Bogotá.

Core and total inflation (YoY %)



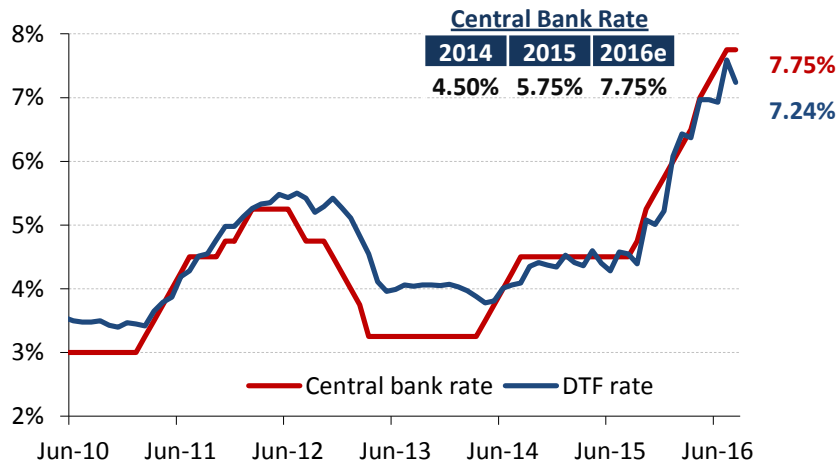
COP/USD Exchange Rate

	2Q15	1Q16	2Q16
Average	2,496.45	3,263.49	2,993.00
End of period	2,598.68	3,000.63	2,919.01

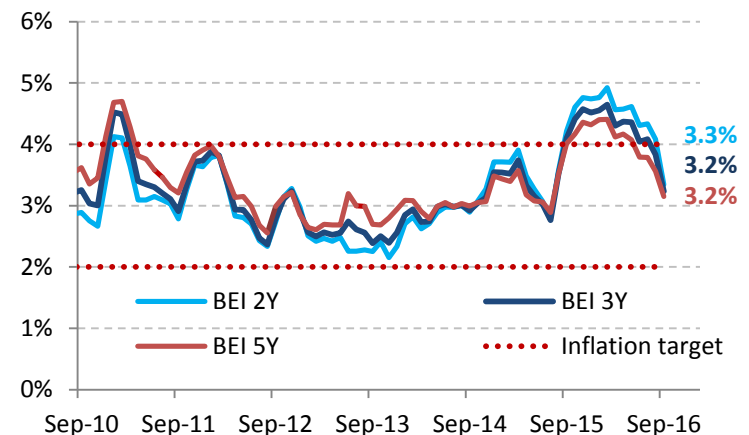
	2Q16 vs. 1Q16	2Q16 vs. 2Q15
Average	8.3%	-19.9%
End of period	2.7%	-12.3%

Positive change = COP appreciation
Negative change = COP devaluation

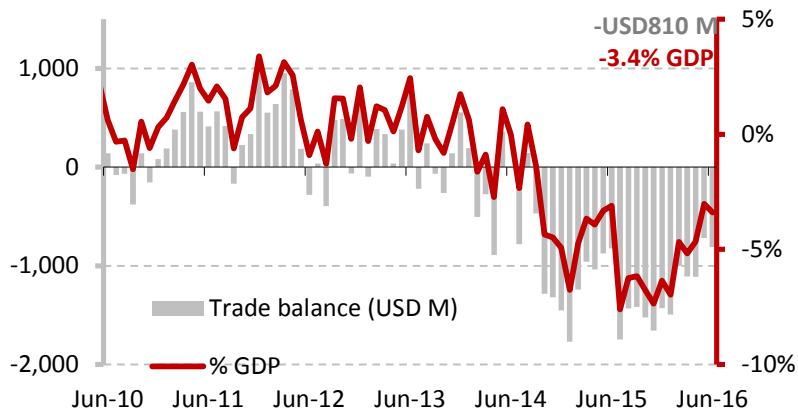
Central bank interest rate vs. DTF rate (%)



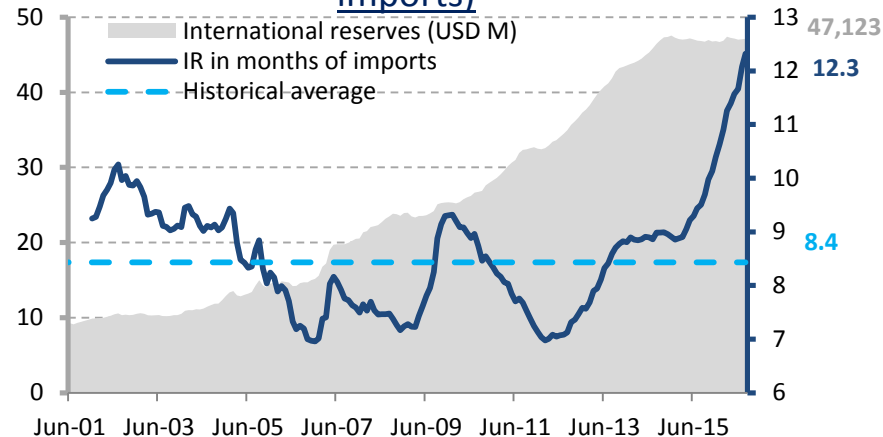
Market-based inflation expectations - BEI (%)



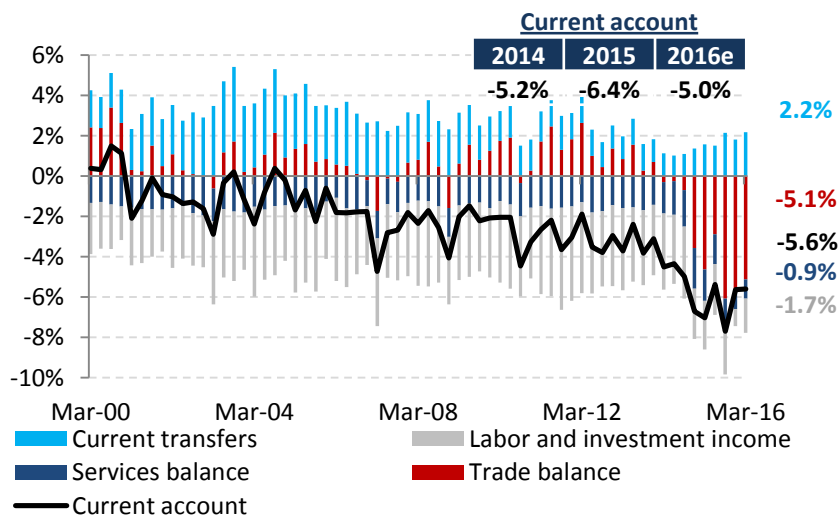
Trade balance (USD M, % GDP, monthly)



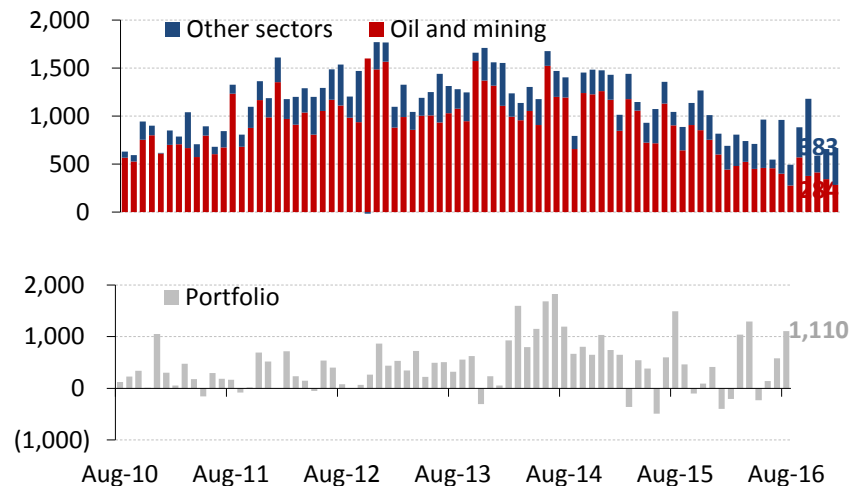
International reserves (USD M, months of imports)



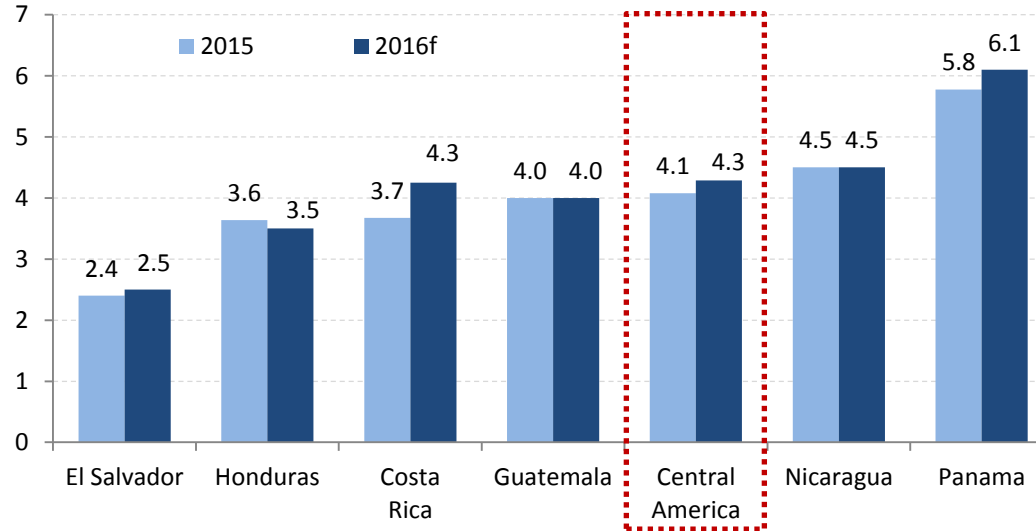
Current Account (% GDP, quarterly)



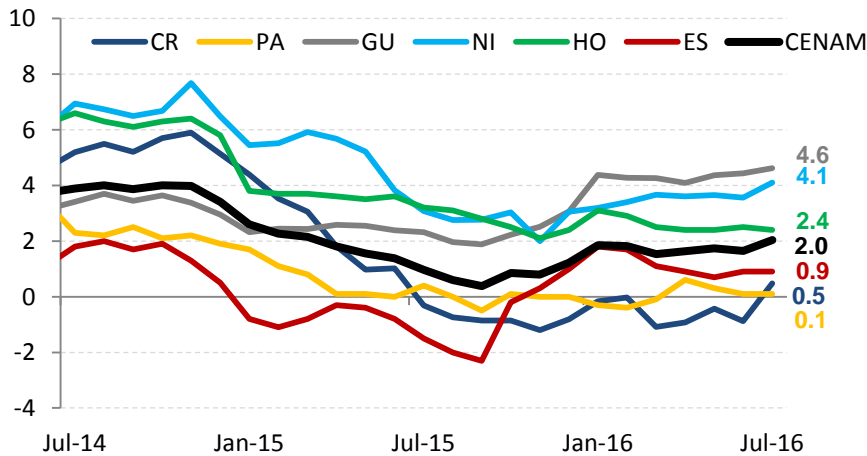
Foreign investment: direct and portfolio* (USD M, monthly)



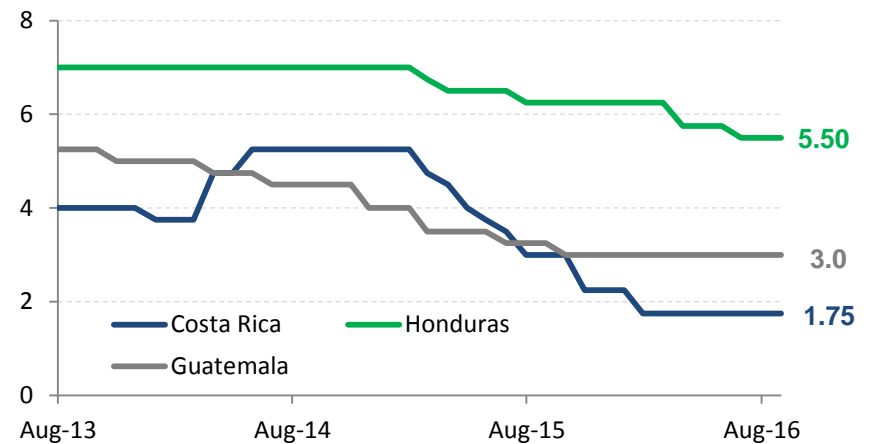
GDP (YoY %)



Inflation (YoY %)



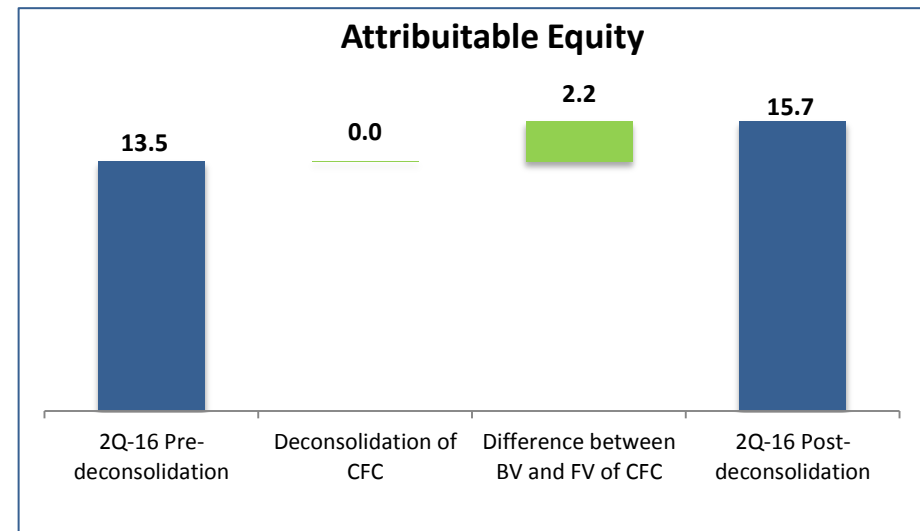
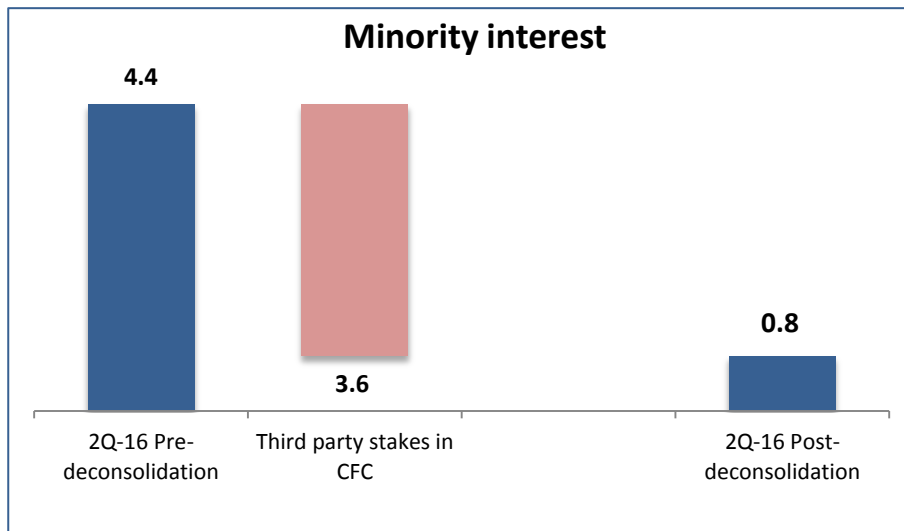
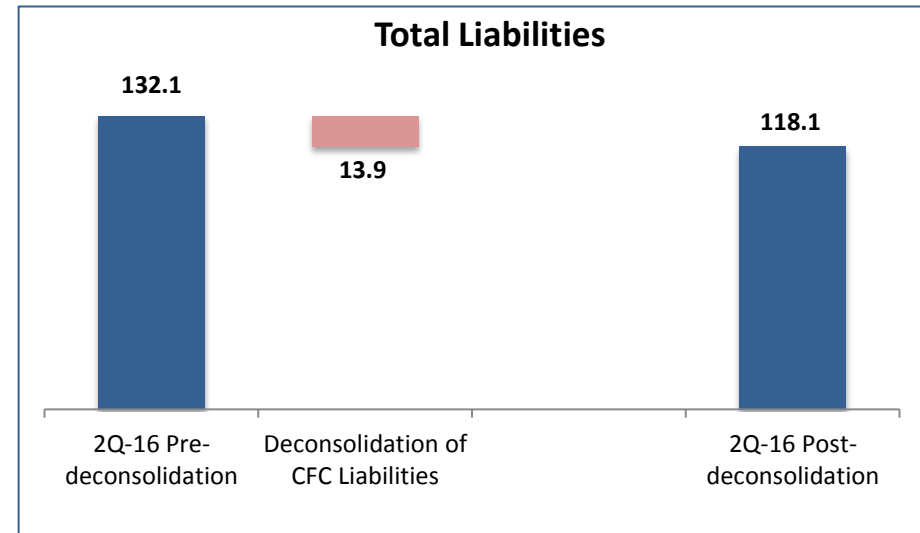
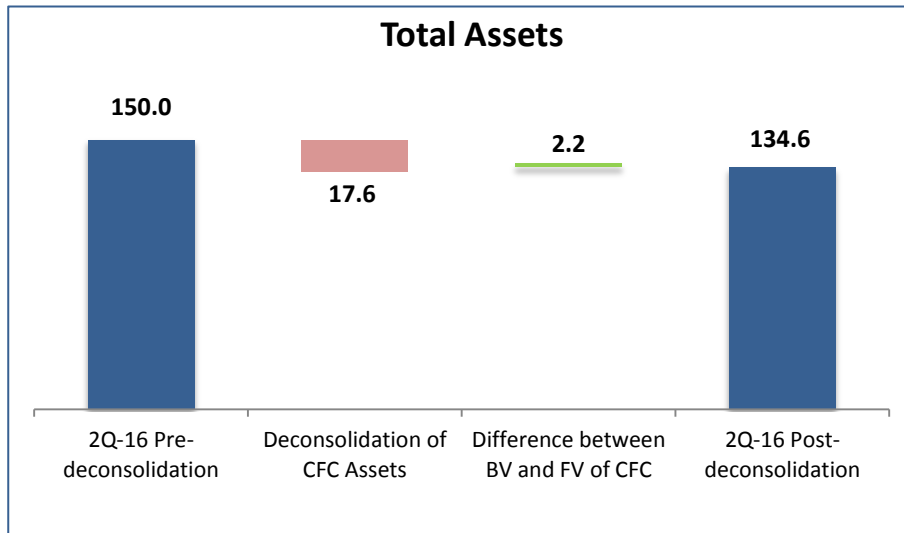
Central bank interest rate (%)



Source: SECMCA, International Monetary Fund (IMF). Estimates Economic Research Banco de Bogotá. ES: El Salvador, HO: Honduras, CR: Costa Rica, GU: Guatemala, NI: Nicaragua, PA: Panama.

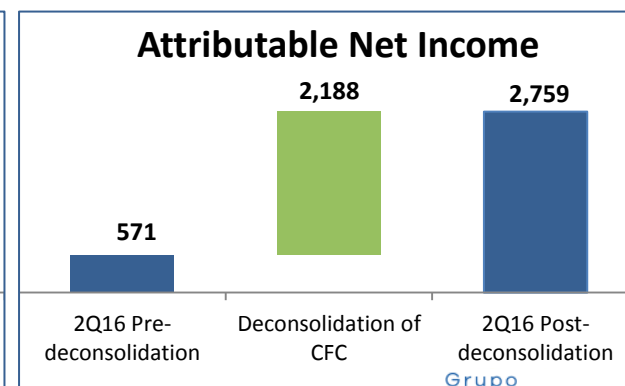
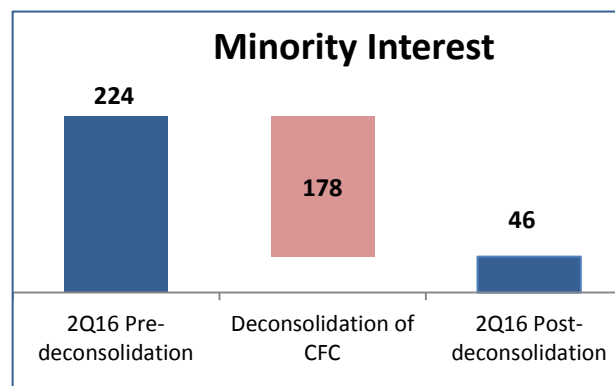
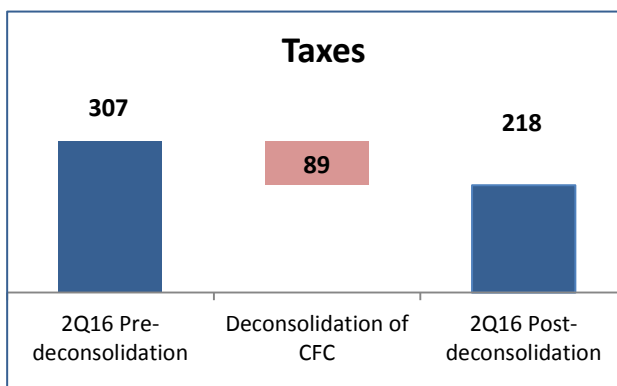
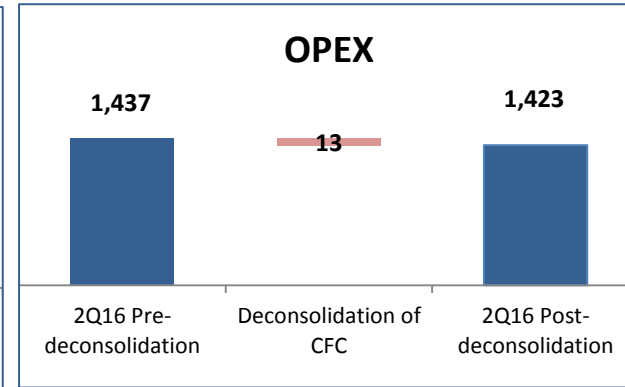
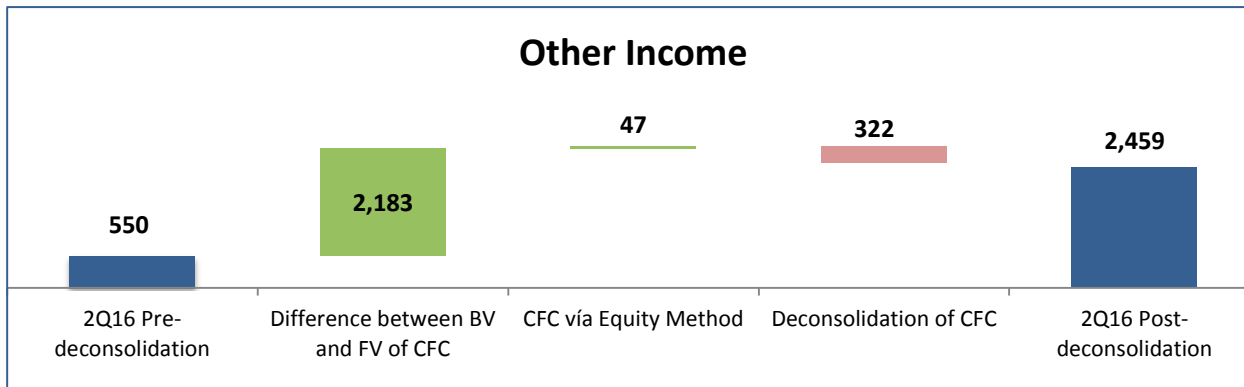
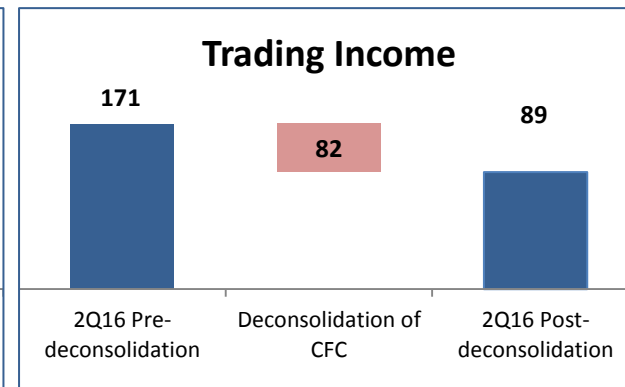
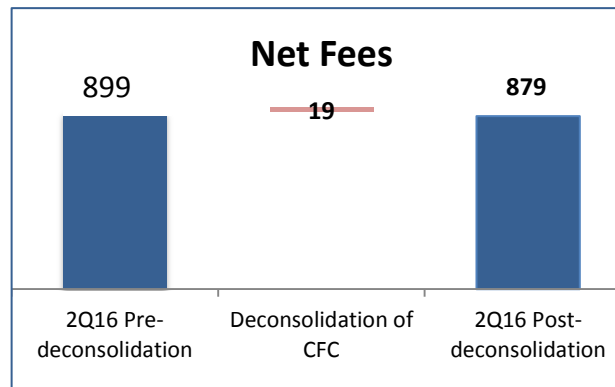
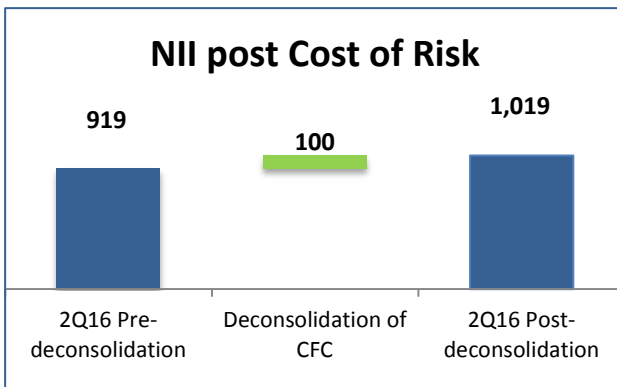
Impact of Deconsolidation of CFC in Banco de Bogotá's Balance Sheet

Figures in PS Trillion

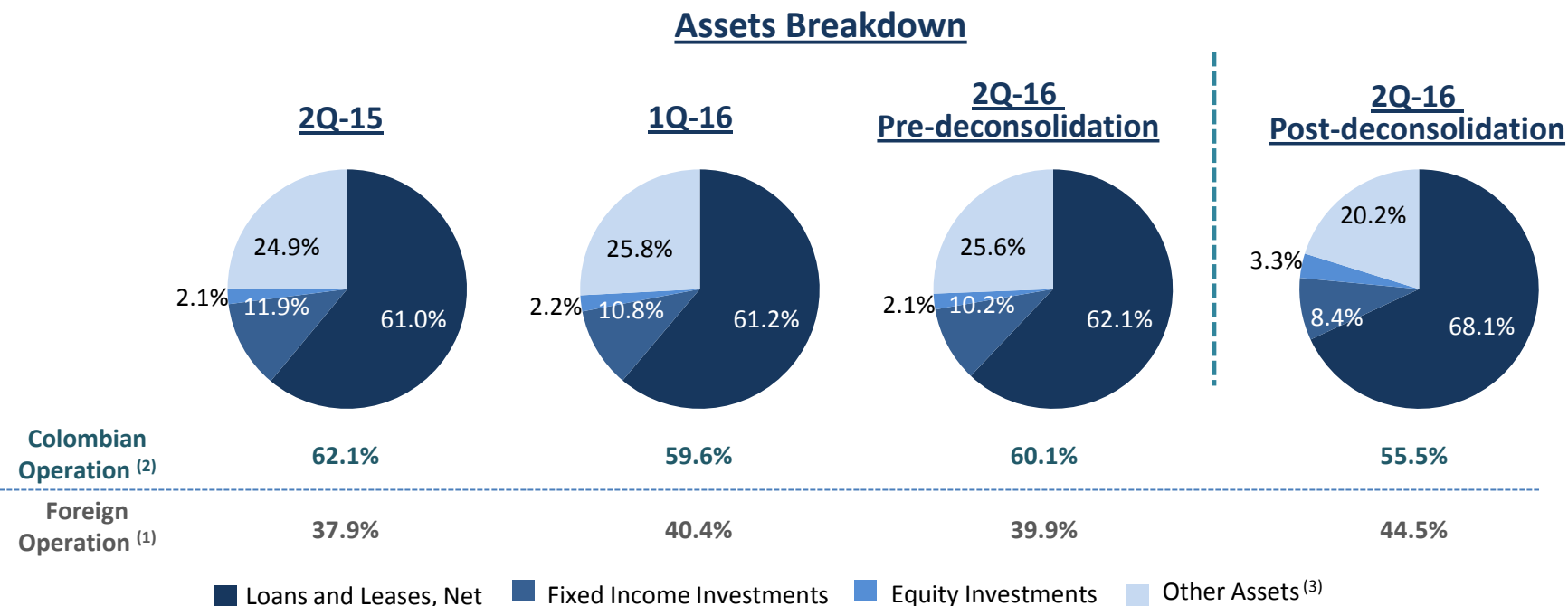
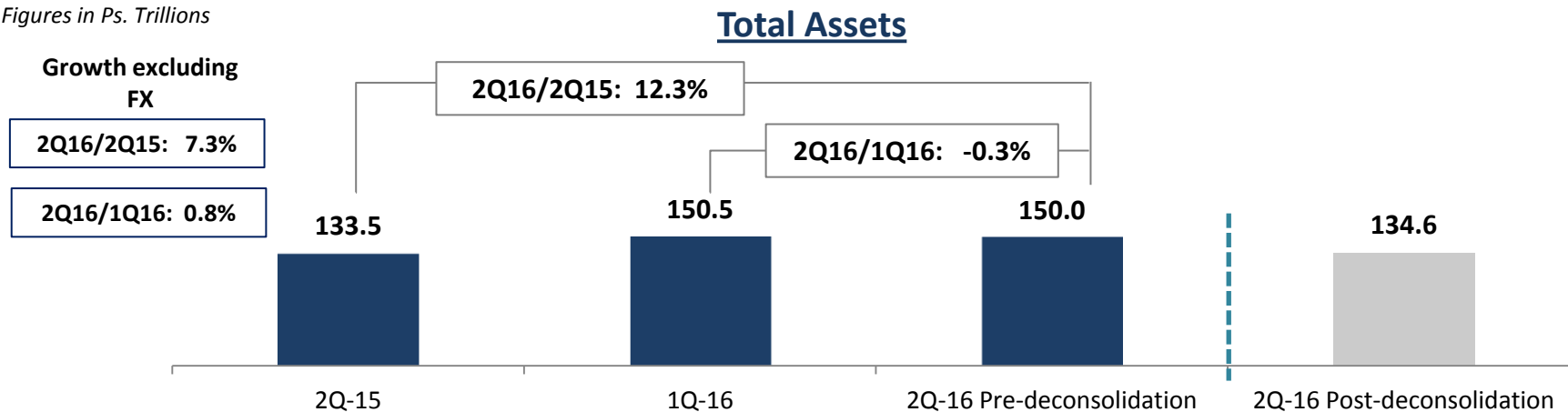


Impact of Deconsolidation of CFC in Banco de Bogotá's Income Statement

Figures in Ps. Billion



Figures in Ps. Trillions



(1) Foreign operations reflect BAC Credomatic operations in Central America.

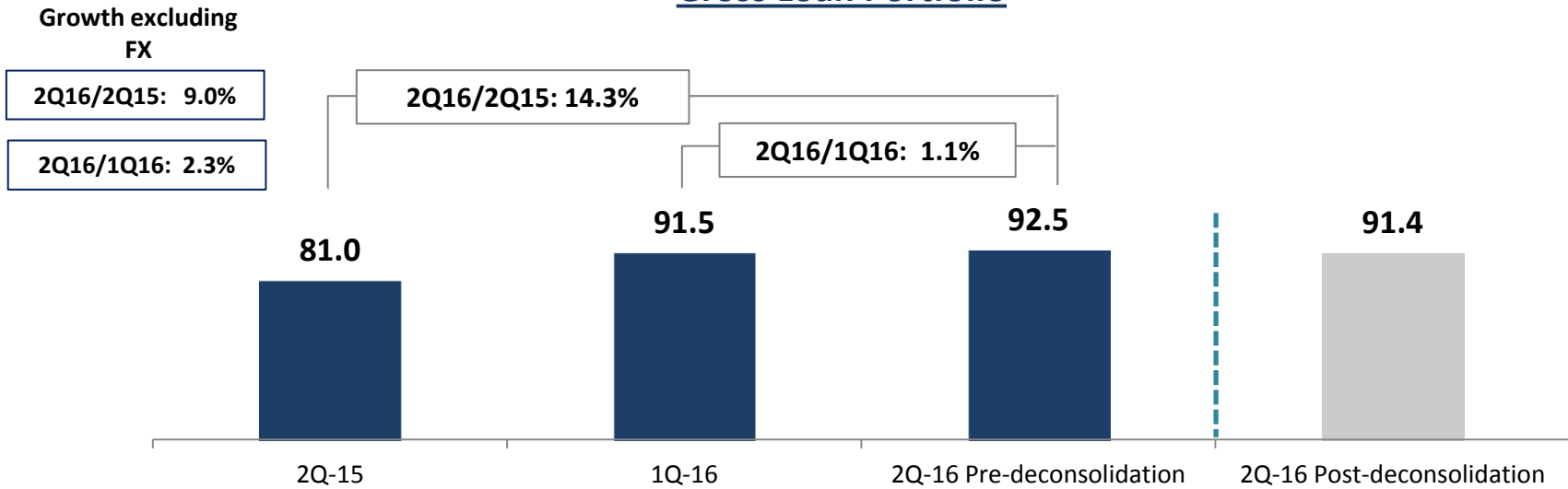
(2) Includes Banco de Bogotá in Colombia, Porvenir, Corficolombia (except for 2Q16), Fidubogotá, Almaviva, Casa de Bolsa, Banco de Bogotá Panamá, Finance, Ficentro and Megalínea.

(3) Other Assets: Cash and balances at Central Bank, Derivatives, Allowance for financial assets held for investment, Other financial assets at fair value through profit or loss, Non-current assets held for sale, Tangible Assets, Intangible Assets, Income Tax Assets, Other Accounts Receivable, Derivatives used for hedging and Other Assets.

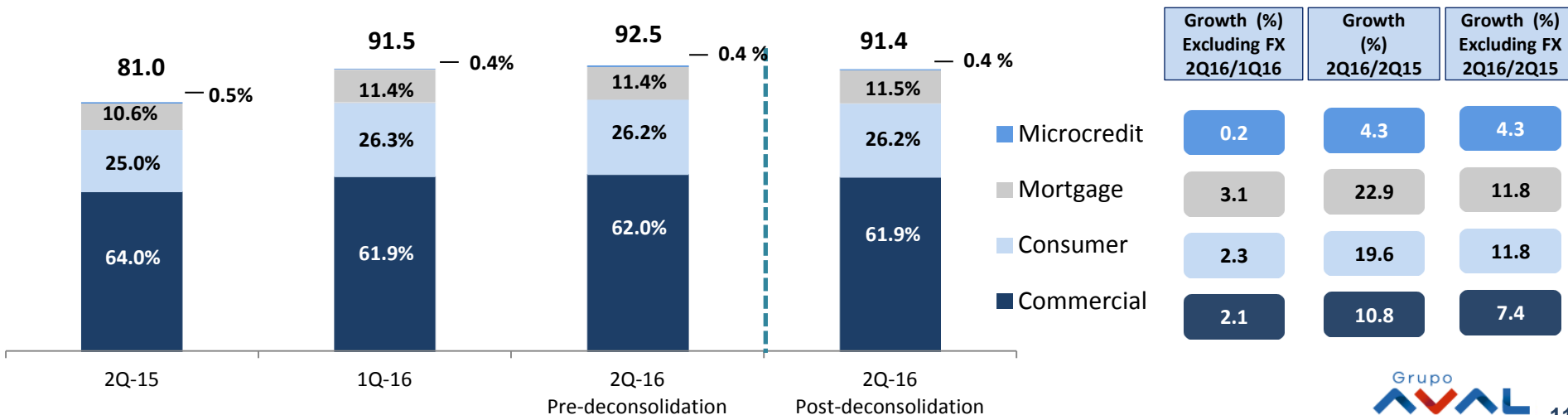
Loan Portfolio Breakdown by Business Segment - Consolidated

Figures in Ps. Trillions

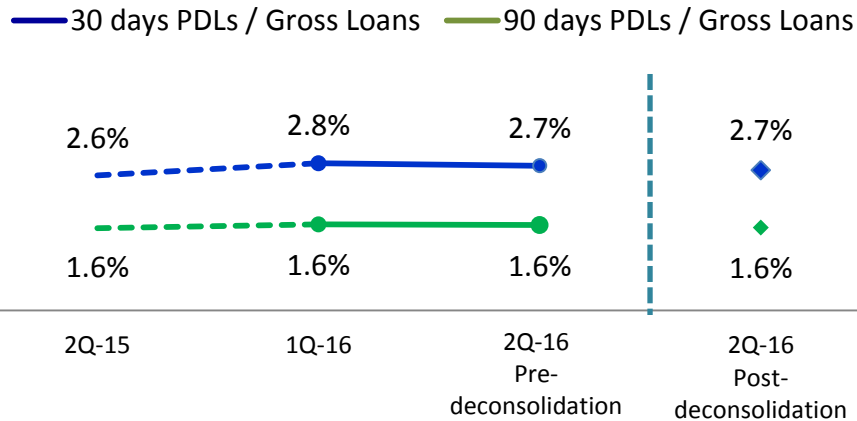
Gross Loan Portfolio



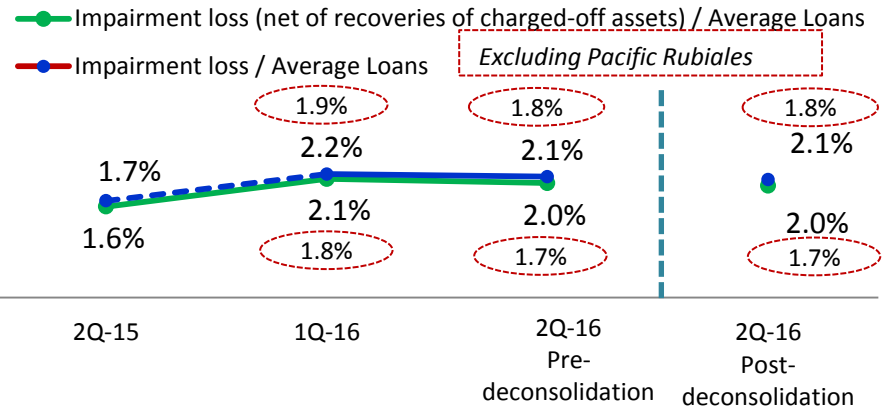
Gross Loan Portfolio Breakdown



30 days PDLs / Gross Loans 90 days PDLs / Gross Loans

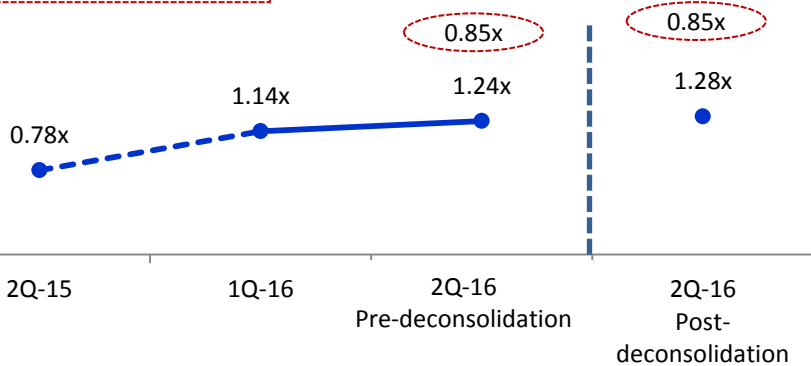


Cost of Risk (1)

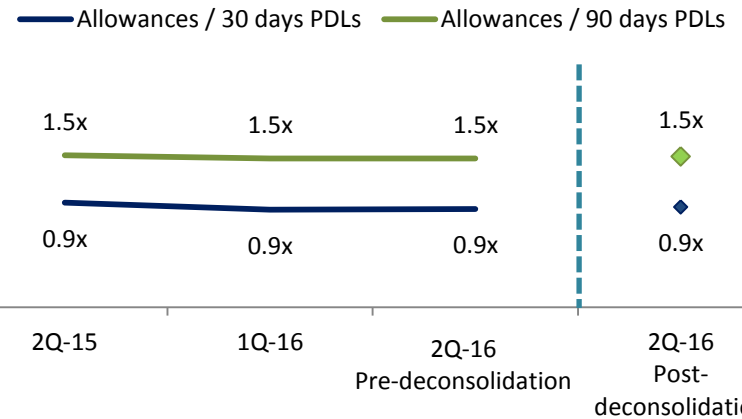


Charge-offs (1) / Average 90 days PDLs

Excluding Pacific Rubiales



Coverage



Charge-offs / Average Loans

2Q-15	1.2%
1Q-16	1.8%
2Q-16 Pre-deconsolidation	2.0%
2Q-16 Post-deconsolidation	2.0%

Allowances / Gross Loans

2Q-15	2.4%
1Q-16	2.4%
2Q-16 Pre-deconsolidation	2.4%
2Q-16 Post-deconsolidation	2.3%

(1) Annualized

Loan Portfolio Quality (2/3) – Colombia ⁽¹⁾ and Central America

	Colombia				Central America		
	2Q15	1Q16	Pre- decon. 2Q16	Post- decon. 2Q16	2Q15	1Q16	2Q16
Delinquency Ratio							
30 day PDLs / Gross Loans	2.7%	3.1%	3.1%	2.9%	2.3%	2.3%	2.3%
90 day PDLs / Gross Loans	1.9%	2.1%	2.0%	2.0%	1.0%	1.0%	1.0%
Cost of Risk ⁽²⁾							
Impairment Loss, net of recoveries of charge-off	1.6%	2.2%	2.2%	2.1%	1.5%	2.0%	1.8%
<i>Excluding Pacific</i>		1.7%	1.7%	1.7%			
Impairment Loss	1.8%	2.3%	2.4%	2.3%	1.5%	2.0%	1.8%
<i>Excluding Pacific</i>		1.9%	1.9%	1.9%			
Charge-Off Ratio ⁽²⁾							
Charge offs / 90 days PDLs	0.54x	0.94x	1.19x	1.25x	1.49x	1.64x	1.36x
<i>Excluding Pacific</i>			0.65x	0.65x			
charge offs / Avg Loans	1.0%	1.9%	2.5%	2.5%	1.5%	1.7%	1.4%
Coverage							
Allowance / 30 days PDLs	1.10x	1.00x	1.00x	1.00x	0.6x	0.6x	0.6x
Allowances / 90 days PDLs	1.60x	1.50x	1.50x	1.60x	1.30x	1.30x	1.30x
Allowances / Gross Loans	3.0%	3.2%	3.1%	3.1%	1.3%	1.3%	1.4%

(1) Includes Banco de Bogotá in Colombia, Corficolombiana (Except for 2Q16), Porvenir, Fidubogotá, Almagora, Casa de Bolsa, Banco de Bogotá Panamá, Finance, Ficentro and Megalínea.

(2) Annualized

	<u>30 days PDLs</u>				<u>90 days PDLs</u>			
	<u>2Q-15</u>	<u>1Q-16</u>	<u>Pre- decon.</u> <u>2Q16</u>	<u>Post- decon.</u> <u>2Q16</u>	<u>2Q-15</u>	<u>1Q-16</u>	<u>Pre- decon.</u> <u>2Q16</u>	<u>Post- decon.</u> <u>2Q16</u>
Commercial	1.7%	2.0%	2.0%	1.9%	1.3%	1.5%	1.5%	1.4%
Consumer	4.7%	4.5%	4.7%	4.6%	2.3%	2.0%	2.1%	2.1%
Mortgage	2.3%	2.5%	2.3%	2.3%	1.1%	1.2%	1.1%	1.1%
Microcredit	12.0%	12.2%	12.6%	12.6%	8.0%	7.8%	8.0%	8.0%
Total Loans	2.6%	2.8%	2.7%	2.7%	1.6%	1.6%	1.6%	1.6%
Coverage Ratio	0.92x	0.86x	0.87x	0.88x	1.51x	1.47x	1.47x	1.50x

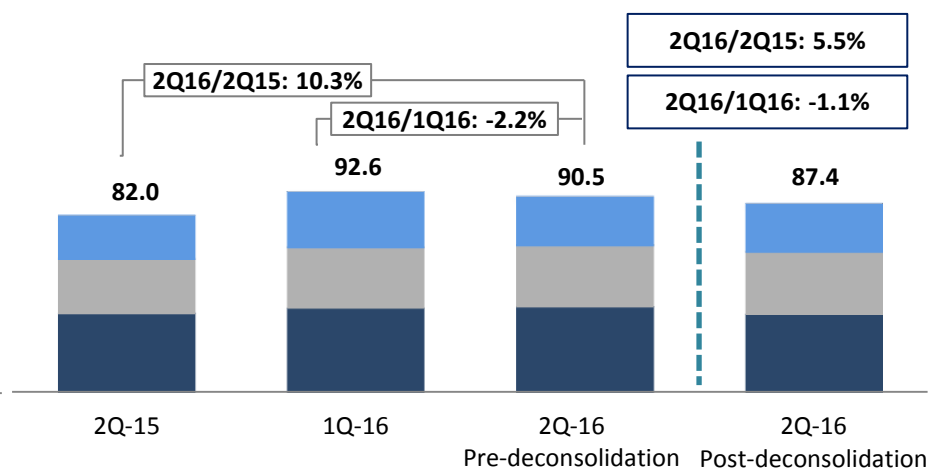
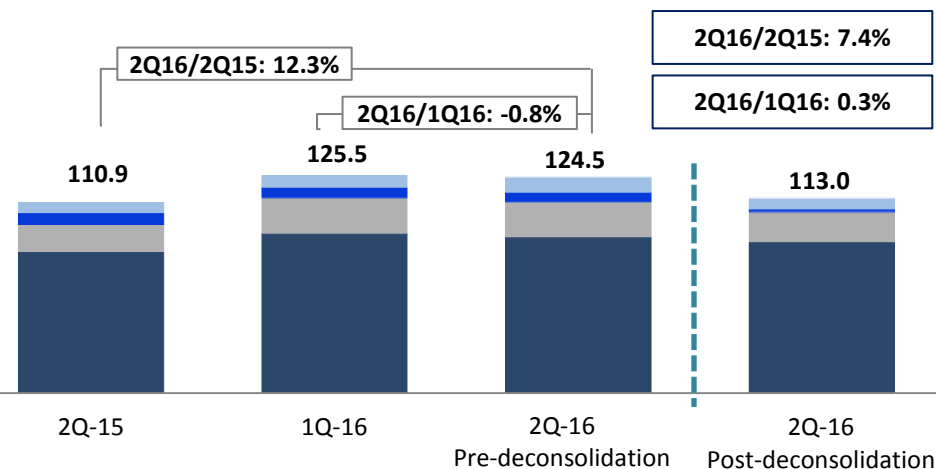
Figures in Ps. Trillions

Total Funding

Growth excluding FX

Total Deposits

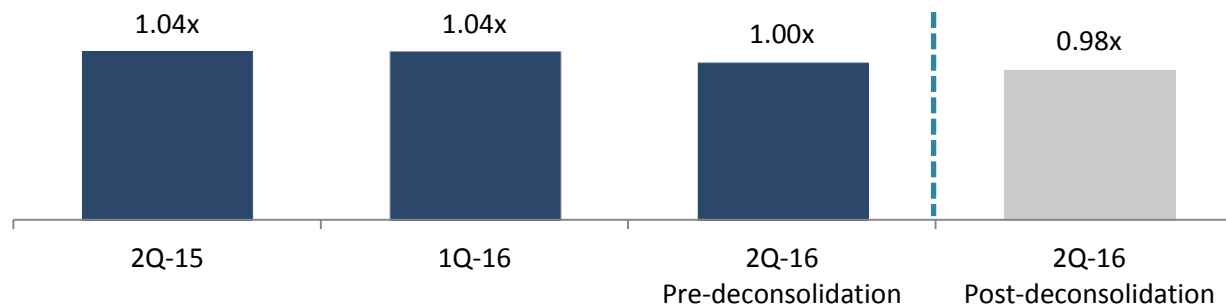
Growth excluding FX



%	2Q-15	1Q-16	2Q-16 Pre-deconsolidation	2Q-16 Post-deconsolidation
Deposits	74.0	73.8	72.7	77.3
Banks and others	14.0	15.9	16.0	15.4
Interbank Borrowings	6.5	4.9	4.6	1.6
Long Term Bonds	5.4	5.4	6.7	5.6

%	2Q-15	1Q-16	2Q-16 Pre-deconsolidation	2Q-16 Post-deconsolidation
Time Deposits	44.4	42.0	43.5	41.1
Saving Accounts	30.8	30.2	31.4	32.9
Checking Accounts	24.6	27.5	24.7	25.7
Others	0.2	0.3	0.3	0.3

Deposits / Net Loans (%)⁽²⁾

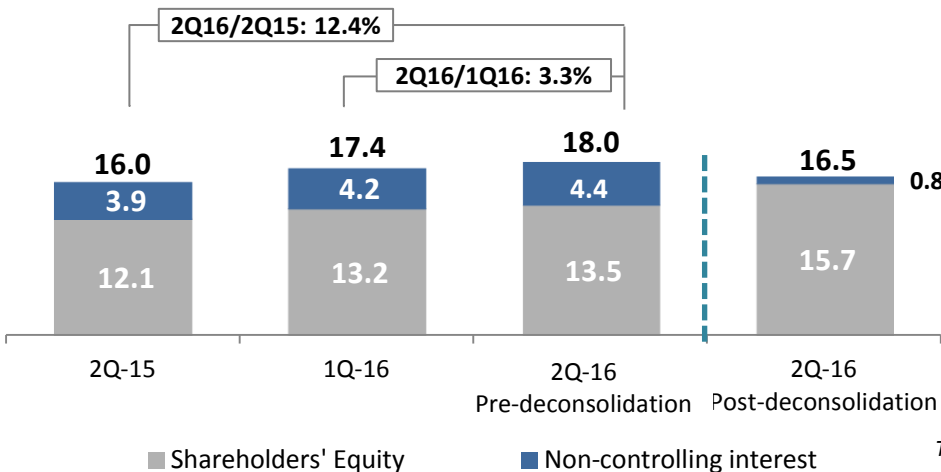


(1) Other Deposits include: Deposits from other Banks and Correspondent Accounts, Banking Services Liabilities, Collection Banking Services and Other Deposit

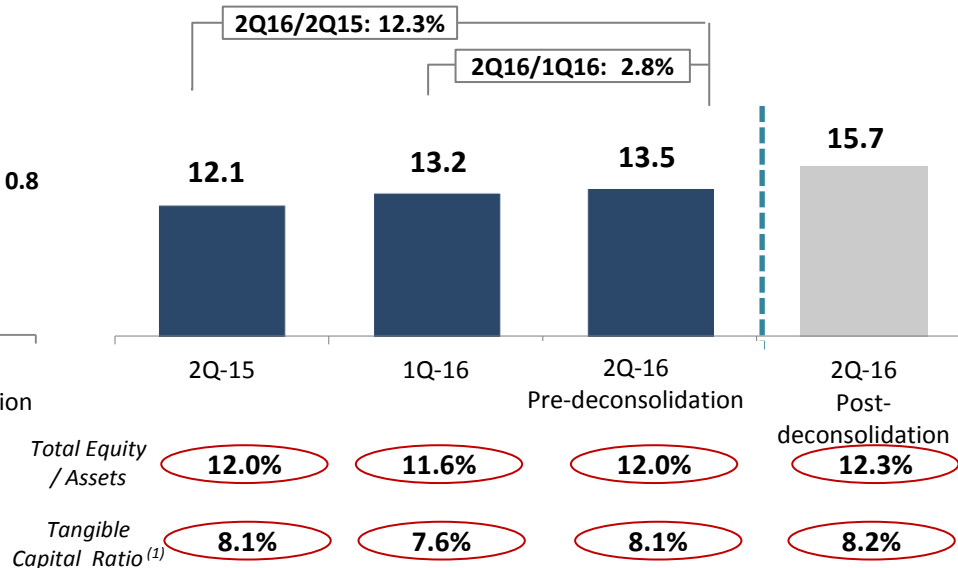
(2) Net Loans includes commercial, consumer, mortgages and microcredit. Deposits include checking, savings, time deposits and other deposits.

Figures in Ps. Trillions

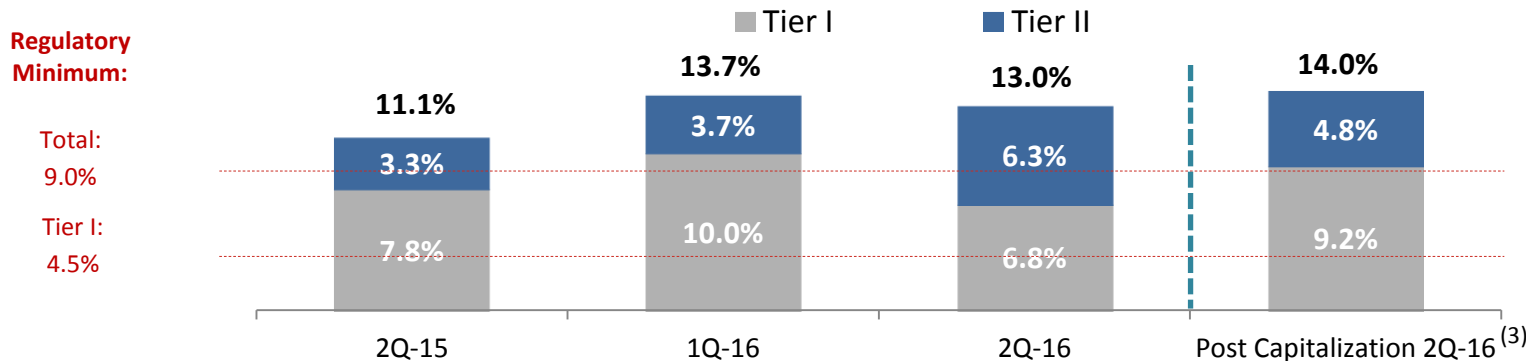
Attributable Equity + Minority Interest



Shareholders' Equity



Consolidated Capital Adequacy (2)



(1) Tangible Capital ratio is calculated as Total Equity minus Goodwill and others Intangible Assets / Total Assets minus Goodwill and other Intangible Assets.

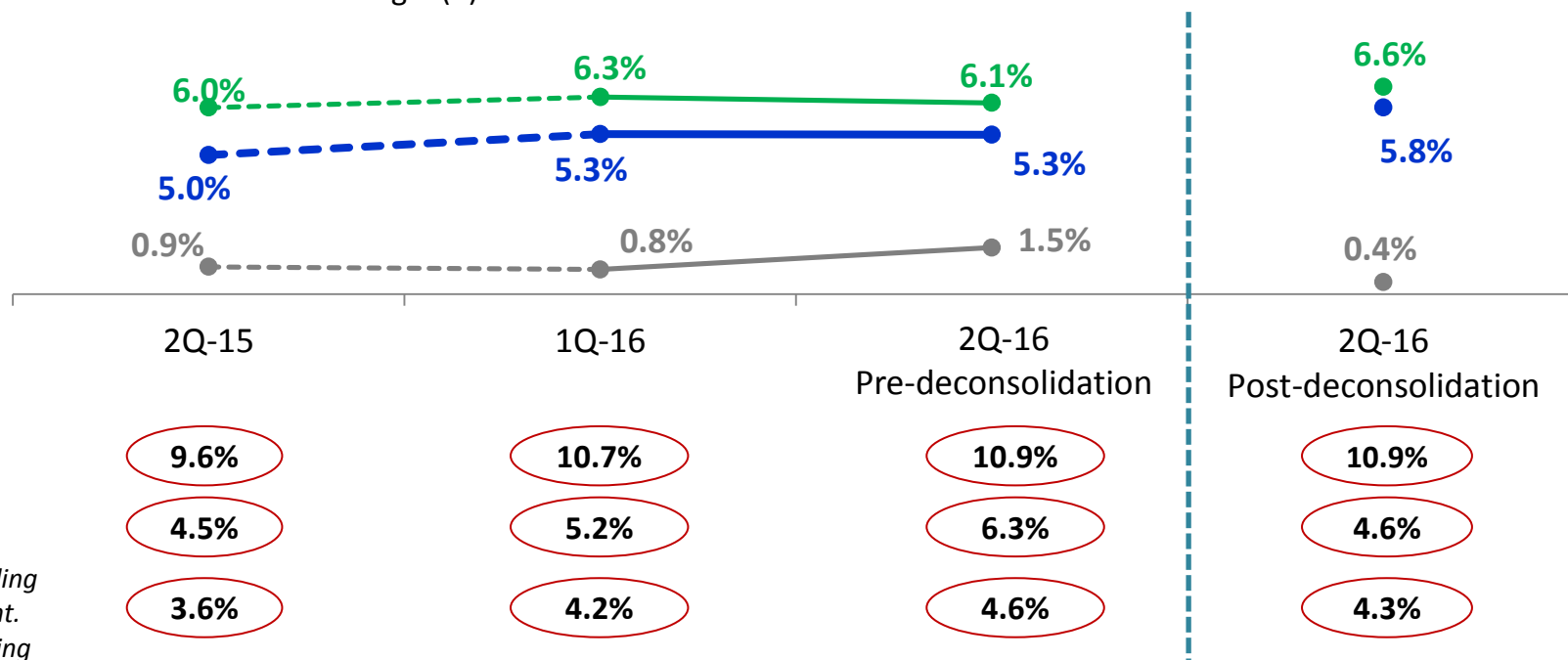
(2) Capital Ratios are calculated under the methodology of Colombian Superintendency of finance.

(3) Reflects an estimation of Banco de Bogotá's Pre-deconsolidation solvency ratio now that the general shareholders has approved the capitalization of the extraordinary \$2.2 trillion gain derived from the deconsolidation of Corficolombiana plus the capitalization of at least 50% of the recurring net income of the first semester of 2016.

Quarterly Net Interest Margin

Net Interest Income ⁽¹⁾ (Billion COP)					
2Q-15	1Q-16	2Q-16 Pre-deconsolidation	2Q-16 Post-deconsolidation	Growth Rate	
				2Q16/2Q15 Pre-deconsolidation	2Q16/1Q16 Pre-deconsolidation
1,227.8	1,494.8	1,484.8	1,523.9	20.9%	-0.7%

● Net Interest Margin on Investments (2) ● Net Interest Margin on Loans (3)
● Net Interest Margin (4)

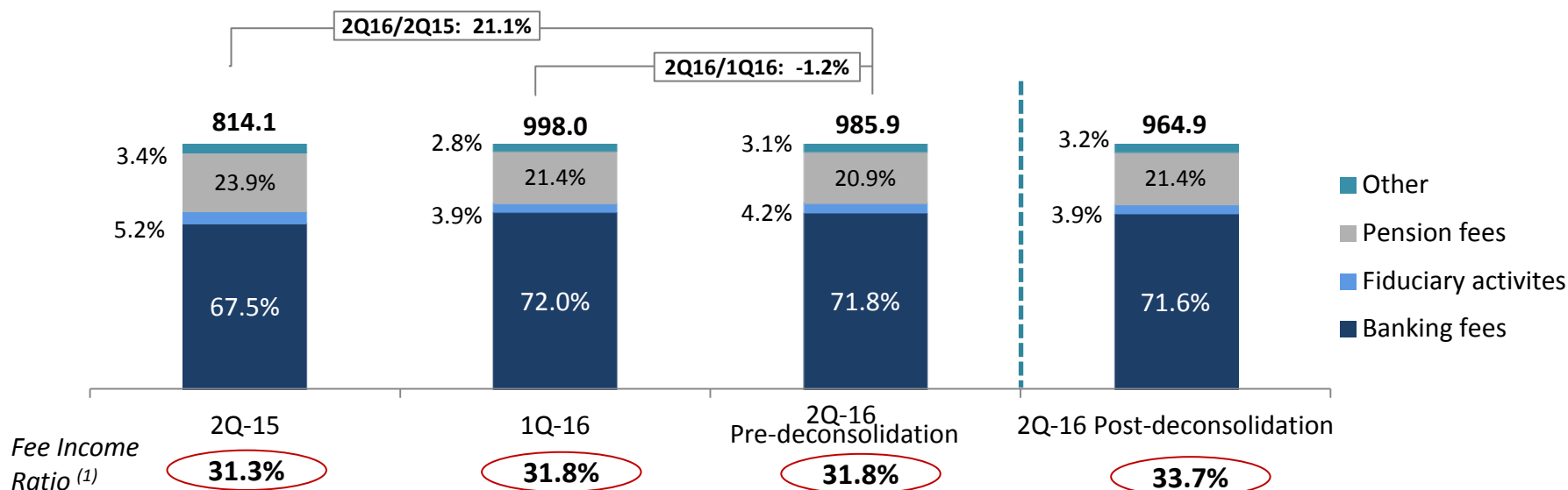


Source: Banco de Bogotá. Consolidated Figures.

- (1) Net interest Margin include net interest income plus net trading income from investment securities held for trading
- (2) Investments' Net Interest Margin : Quarterly Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and on interbank and overnight funds to Average securities and Interbank and overnight fund.
- (3) Loans ' Net Interest Margin: Quarterly Net Interest Income on Loans, annualized/Quarterly average loans and financial leases.
- (4) Net Interest Income for the period, annualized / Average interest earning assets.

Figures in Ps. Billions

Gross Fee income



Other Operating Income⁽¹⁾

	2Q-15	1Q-16	2Q-16 Pre-deconsolidation	2Q-16 Post-deconsolidation
Income from Non Financial Sector, net	221.8	221.4	230.4	0
Net Income from financial instruments designated at fair value	38.3	41.7	45.3	0
Derivatives and foreign exchange gains (losses), net ⁽²⁾	145.2	136.9	89.9	103.7
Other Income ⁽³⁾	81.3	135.1	136.4	121.3
Equity method income, dividend income ⁽⁴⁾	72.9	83.1	80.8	46.2
Non Recurrent income from de Consolidation Corficolombiana	0	0	0	2,183.6
Total Other Operating Income	559.5	618.1	582.8	2,454.8

(1) Fee Income ratio is calculated Gross Fee income divided by net interest income before provision plus gross fee income plus other operating income

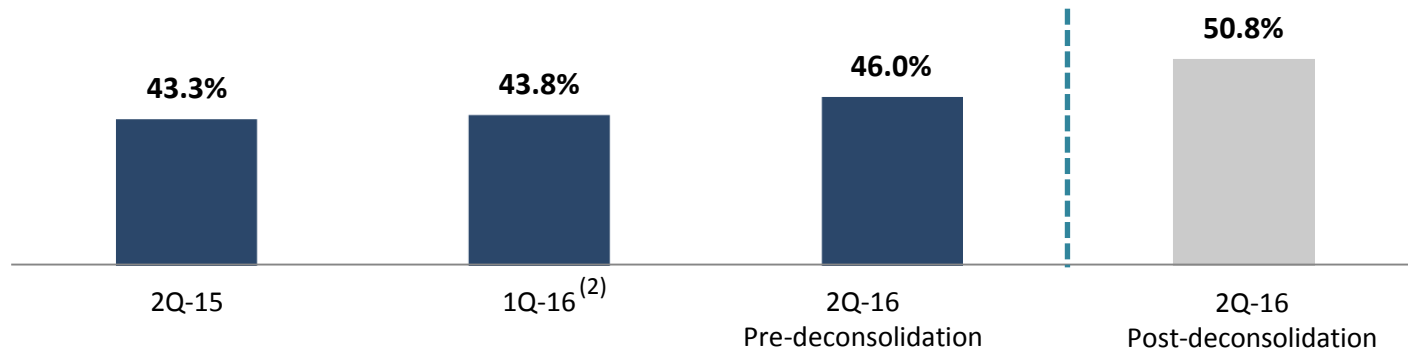
(2) For periods before the deconsolidation of Corficolombiana, Other Operating Income includes 100% of Corficolombiana's other operating income that was offset by the minority interest

(3) Derivatives and foreign exchange gains (losses), net: Includes the portion of "Net Trading Income" related to derivatives

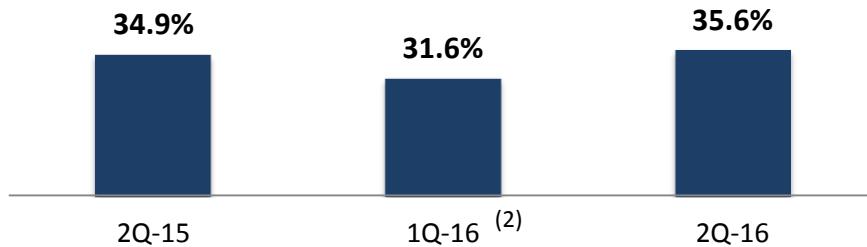
(4) Other income includes: Net gain on sale of investments, earnings on the sale of non-current assets held for sale and other income

(5) For 2Q-16 Post deconsolidation, includes \$46.9 million related with the equity method income of Corficolombiana.

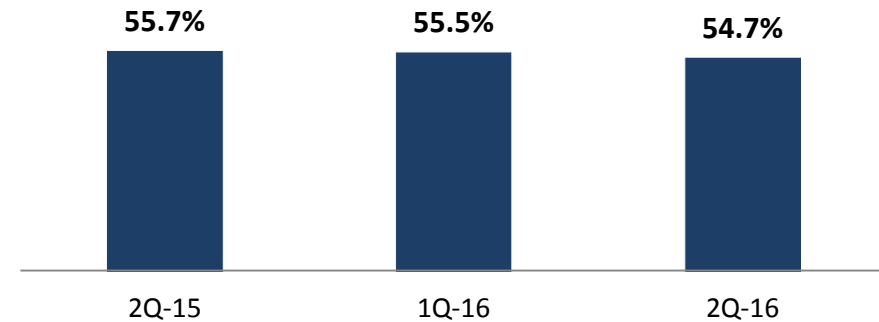
Efficiency Ratio (1)



Banco de Bogotá Stand Alone (1)



Central America (1)



1/ Calculated as Personnel plus administrative expenses divided by net interest income plus net trading income, other income and fees and other services income, net (excluding others)

2/ Efficiency for 1Q16 for Banco de Bogotá Consolidated, was calculated excluding the effect of Ps 191.5 billion of wealth tax paid during 2Q16. When included, efficiency would have been 49.9%, efficiency for 1Q16 for Banco de Bogotá Stand Alone, excluding the effect of Ps 138.2 billion of wealth tax paid during 1Q16. When included, efficiency would have been 41.8%.

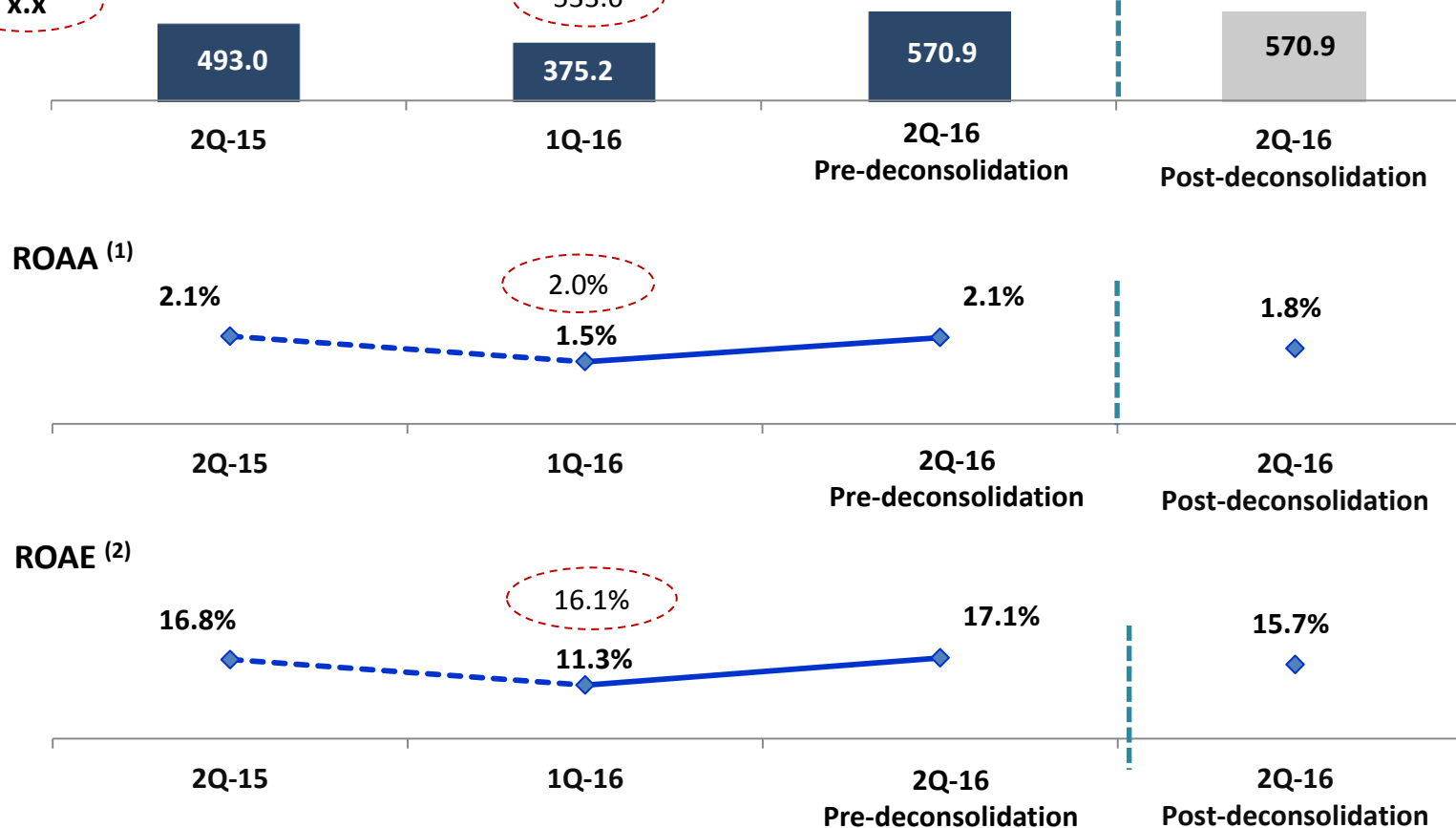
Figures in Ps. Billions

Net Income attributable to controlling interest

Figures excluding wealth tax

x.x

Figures including Non Recurrent income for deconsolidation of CFC⁽³⁾



(1) ROAA for each quarter is calculated as annualized Net Income divided by average of total assets. . ROAA for 1Q16 excludes the effect of Ps 191.5 billion of wealth.

(2) ROAE for each quarter is calculated as annualized Net Income attributable to shareholders divided by average attributable shareholders' equity. ROAE for 1Q16 excludes the effect of Ps 158.3 billion of attributable wealth tax .

(3) Non-recurrent income as a result of deconsolidation of CFC: includes \$2,184 Ps. Billion of the difference between book value and fair value of Corficolombiana plus other income