



Banco de Bogotá

Corporate Presentation



The Issuers Recognition-IR granted by the Colombian Securities Exchange is not a certification about the quality of the securities listed at BVC nor the solvency of the issuer.



Business Overview – Full year 2021

- ✓ Founded in 1870, Banco de Bogotá is Colombia's oldest financial institution and the principal subsidiary of Grupo Aval, the leading financial group in Colombia.
- ✓ Universal bank with a strong presence in the commercial and consumer lending segments.
- ✓ Listed on the Colombian Stock Exchange (BVC), Banco de Bogotá's market capitalization as of December 31, 2021, was USD \$5.8Bn.

Regional Franchise



Central America⁽²⁾

#1 Assets, Loans, Deposits and Net Income

Ownership

Grupo Aval	68.7%
Other Companies owned by Mr. Sarmiento Angulo	8.3%
Others	23.0%
Total	100.0%

Total Distribution Network

ATMs

3,863⁽³⁾

Branches

1,256⁽⁴⁾

Banco de Bogotá's Structure

Main Subsidiaries



Central American Banking Group



Panamenan Bank

Associated



Pension Fund



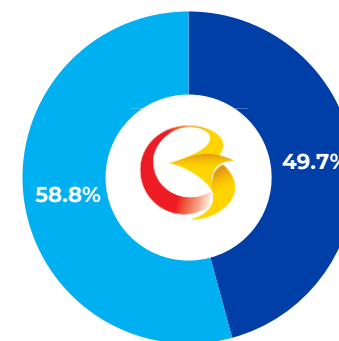
Merchant Bank

Grupo Aval			20.0%	8.4%
Banco de Bogotá	100.0%	99.6%	46.9% ⁽⁷⁾	34.1%
Banco de Occidente			33.1% ⁽⁸⁾	4.1%
Banco Popular				5.1%
Otros		0.4%		48.3%
Total	100.0%	100.0%	100.0%	100.0%

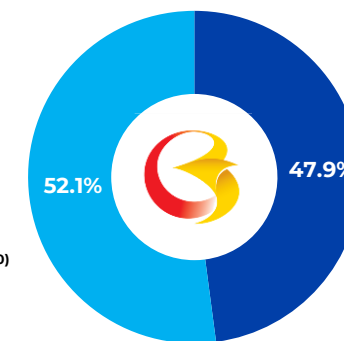
*Note: on March 30th, 2022 BdB completed the 75% of BAC Credomatic's spin-off to its shareholders, retaining a 25% ownership.

Breakdown by Geography⁽⁹⁾

Assets
USD\$58.4 billion



Net Income (12 months)
USD\$815.6 million



Consolidated Ratios⁽¹⁰⁾

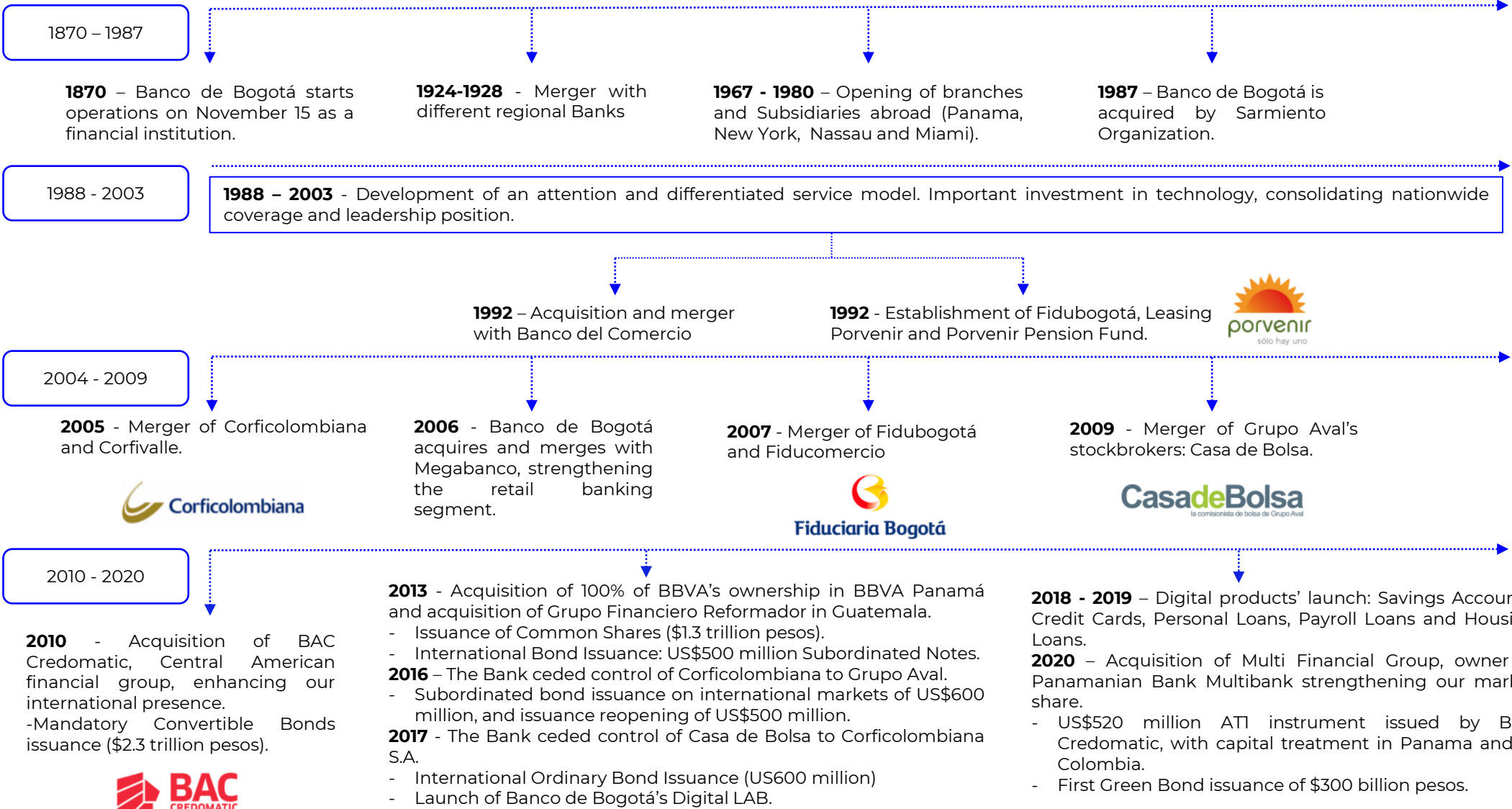
ROAA: 1.5%
ROAE: 13.4%

■ Colombian operation ■ Central American operation

Sources: Company information. (1) Rankings as of December 31, 2021. Net income figures are non-consolidated. (2) Latest ranking available dated December 31, 2021, based on aggregated data from the local bank superintendencies of Costa Rica, El Salvador, Guatemala, Honduras, Panama and Nicaragua. (3) Reflects aggregate number of ATMs of Banco de Bogotá, BAC Credomatic and Multi Financial Group as of December 31, 2021. (4) Reflects aggregate number of branches of Banco de Bogotá, Banco de Bogotá Panamá, Almaviva, Fiduciaria Bogotá, BAC and Multi Financial Group (MFG) as of December 31, 2021. Banco de Bogotá, BAC Credomatic and MFG jointly account for 1,200 branches. (5) Banco de Bogotá owns BAC Credomatic through BHI and MFG through Multi Financial Holding Inc. (6) Banco de Bogotá controlled Porvenir through a shareholders agreement with Grupo Aval and Banco de Occidente until July 28th, 2021, on that date a new shareholders agreement was subscribed making Grupo Aval the controlling entity. (7) Banco de Bogotá's ownership in Porvenir includes: 36.5% direct ownership and 10.4% indirect interest through Fiduciaria Bogotá. (8) Banco de Occidente's ownership in Porvenir includes: 24.2% direct ownership and 8.9% controlled through Fiduciaria de Occidente. (9) As of December 31, 2021. Net Income excludes one-off gain from Porvenir's deconsolidation (~USD 342 million). Exchange Rate: \$3,981.16. (10) Annualized ratios. Excludes ~USD 342 million one-off gain from Porvenir's deconsolidation.



Milestones in Banco de Bogotá's Evolution





3 Transformation & Digitalization

1. Well Diversified Operation

- Resilient net income
- Synergies across business lines

2. Economies of Scale & Ecosystems

- BdB and subsidiaries serve more than 12.0 MM customers on 11 countries
- Top 2 leader in net income market share in Colombia over the last 10+ years

3. Transformation & Digitalization

- Focus on customer experience and efficiency
- Omnichannel approach

Well Diversified
Operation

Economies of Scale
& Ecosystems



1. A Bank with Diversified Operations and International Recognition



Banco de Bogotá

**CEO
Alejandro Figueroa**


Universal Bank with a wide portfolio of products and services. Presence across Colombia. Agencies in Miami, New York and Panama. ⁽¹⁾

**President
Rodolfo Tabash**



100.0%* Central American Financial Group leader in the regional banking operation.

**President
Rodolfo Tabash**



99.57% Panamanian bank with over 30 years of operations, main subsidiary of Multi Financial Group.

**President
Buenaventura Osorio**



94.99% Execution and management of Mercantile Trust and Trust Funds Agreements.

**President
Ivan Rodríguez**



94.93% General Warehouse, Customs Agent and Integral Logistics Operator.

**General Manager
Adriana Cuervo**



94.90% Technical and administrative services company.

**General Manager
José Manuel Ayerbe**



38.90% Electronic deposits and payments society (SEDPE), offers 100% digital payment solutions.

100.0%



International licenses to carry out Banking Businesses. Miami and New York agencies, authorized to perform Investment Portfolio Management, focused on Banco de Bogotá's corporate and institutional clients with a full range of services.



"Best Bank in Colombia 2021"



"Best Bank in Colombia 2021"



"Best Financial Innovation Lab 2021 in Bogotá"



"Best Consumer Digital Bank in Colombia 2021"



"Sustainable Finance – Outstanding Leadership Green Bonds 2021"



"Top 1000 Best performing Bank in Colombia 2021"



"Bank of the Year in Colombia 2021"



"Bank of the Year in Colombia 2021"



(1) For further information on Banco de Bogotá's products and services, visit www.bancodebogota.com.
* Note: on March 30th, 2022, BdB completed the 75% of BAC Credomatic's spin-off to its shareholders, retaining a 25% ownership.

2. Economies of Scale & Ecosystems

Value creation for our customers is the outcome of successfully achieving our strategic goals supported on a long-term sustainable approach provided by our Senior Management team and executed by our human talent.

 **12.3 million**
Customers ⁽¹⁾

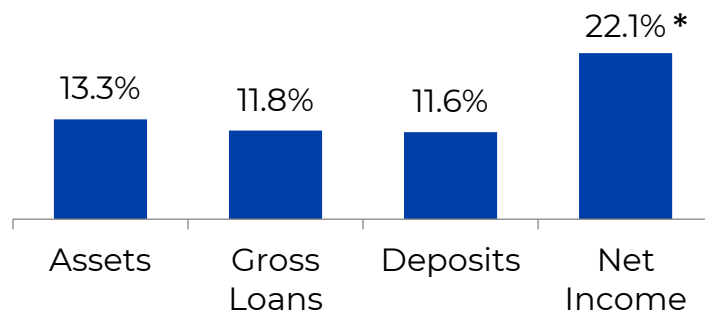
 **40,164**
Employees ⁽¹⁾

 **1,256**
Branches ⁽¹⁾

 **3,863**
ATMs ⁽²⁾

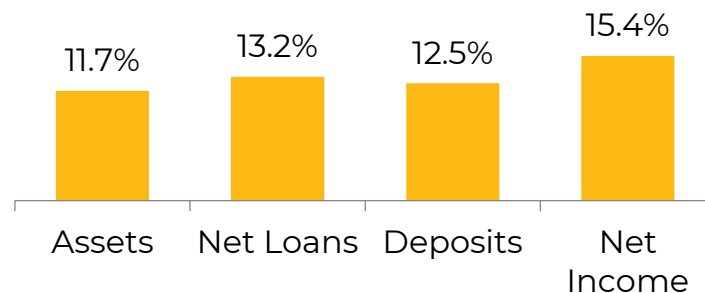
 **21,514**
Banking
Correspondents ⁽²⁾

Market Share in Colombia ⁽³⁾



* Excludes ~USD 342 million one-off gain from Porvenir's deconsolidation.

Market Share in Central America ⁽⁴⁾



Benefits

- Ensure different points of contact with our customers in order to strengthen our service model and support cross-selling.
- Nurture unique attention channels to identify potential customers and segments.
- Create synergies across businesses which lead to more efficient operations and favors greater IT investments.
- Our scale allows us to feed our data sources, enabling us to enrich our added value proposal for our customers.

Consolidated statistics reflect current corporate structure as of December 31, 2021.

(1) Reflects aggregate number of Customers, Employees and Branches of Banco de Bogotá, Banco de Bogotá Panamá, Almagora, Fiduciaria Bogotá, BAC and MultiFinanciera Group (MFG) as of December 31, 2021. Banco de Bogotá, BAC Credomatic and MFG jointly account for 1,200 branches.

(2) Includes ATMs and Banking Correspondents from Banco de Bogotá, BAC Credomatic and MFG.

(3) Source: Colombian Financial Superintendence. Net Income (Jan - Dec 2021). Gross Loans include capital portion only and excludes Repos and Interbank Loans. Deposits include other deposits.

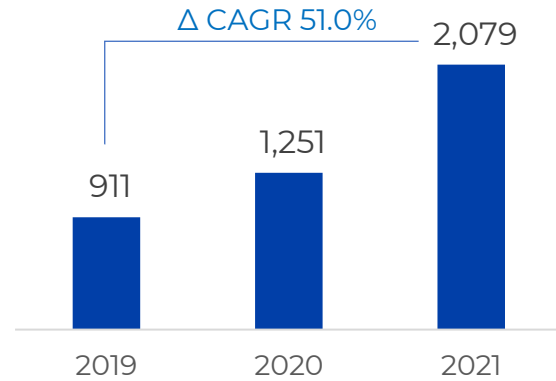
(4) Source: Latest figures available from Central American Superintendencies dated December 2021; estimations made by Banco de Bogotá based on consolidated financial statements at the same cut-off date.



3. Digital Transformation: A Success Story

Sales Channel Transformation

Total Consolidated Digital Sales (k) ⁽¹⁾

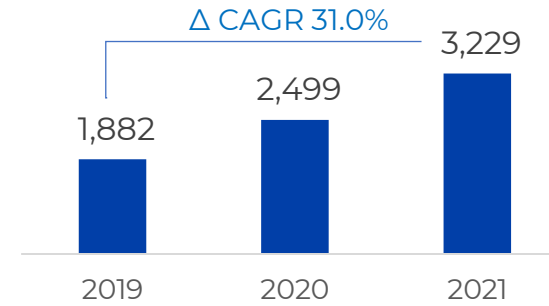


7 out of **10**
Products sold in
Colombia
and **3** out of **10**
sold in **CenAm**
are **digital**

Service Channel Transformation

Active Digital Clients (k)

BdB + BAC



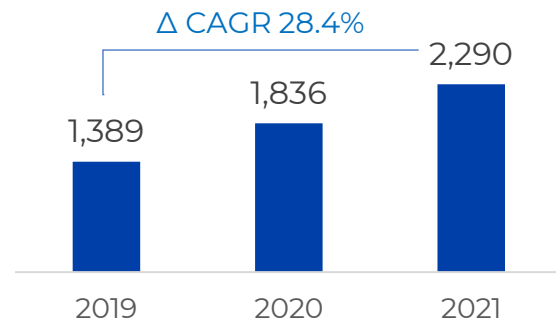
Outstanding
Consumer Ratings in
our Banking App



Service Channel Transformation

Total Digital Transactions (MM)

BdB + BAC



Share of digital Tx

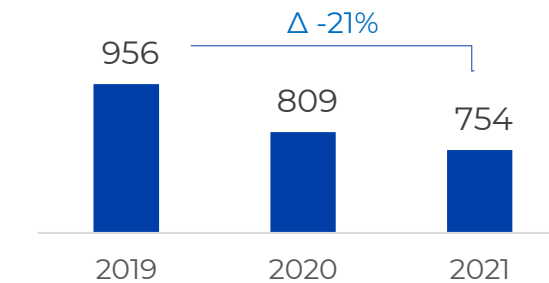
86%

of all transactions
were performed
through digital
channels

Omni-channel Strategy

Optimization of our footprint

BdB + BAC # Full Service Branches



59

digital branches
as of 4Q-2021.

(1) Digital sales are those performed through all our digital channels, including tablets. Sales figures include the following products: Savings Accounts (excluding retired workers savings accounts), Credit Cards, Personal Loans, Insurance, disbursed Mortgage Loans, Loan Purchases, Payroll Advance (ADN), Term Deposit Certificate (CDT), Payroll loans, Affiliations, Automatic Charges, Minicuentas, Flash Cash, ADS and Travel.



Consolidated Results Confirm Banco de Bogotá's Financial Strength

Financial Highlights

(US\$ Billions)	4Q-2020	4Q-2021	Variation
Total Assets	52.3	58.4	11.6%
Total Net Loans	33.2	37.7	13.8%
Total Net Investments	7.1	7.5	5.3%
Deposits	37.0	41.1	11.2%
Total Equity	5.7	6.4	12.6%
(US\$ Millions)	4Q-2020	4Q-2021	Variation
Net Income (12 months)	629.1	815.6*	29.6%

* Excludes one-off gain from Porvenir's deconsolidation (USD 342 million)

Main Ratios

	2020	2021
Delinquency Ratio ⁽¹⁾	4.7%	3.9%
Loan Coverage ⁽²⁾	1.15x	1.24x
Administrative Efficiency⁽³⁾	49.8%	52.4%
ROAA ⁽⁴⁾	1.2%	1.5%
ROAE ⁽⁵⁾	10.5%	13.4%
Capital Adequacy ⁽⁶⁾	12.7%	13.5%

Figures under IFRS

(1) Delinquency Ratio: Past-due Loans over 30 days / Gross Loans.

(2) Loan Coverage: Allowance / Past-due Loans over 30 days.

(3) Calculated as: Total other expenses / Net interest income from commissions and fees, net trading income, net income from other financial instruments mandatory at FVTPL and total other income. Income for 2021 excludes ~USD 342 million from Porvenir's deconsolidation one-time gain and incorporates ~USD 35 million from Corficolombiana deferred tax adjustment.

(4) ROAA is calculated as: Annualized net income figures / Average of total assets (excludes ~USD 342 million one-off gain from Porvenir's deconsolidation).

(5) ROAE is calculated as: Annualized net income attributable to shareholders / Average attributable shareholders' equity (excludes ~USD 342 million one-off gain from Porvenir's deconsolidation).

(6) Capital Adequacy is calculated under the Financial Superintendency of Colombia methodology and applicable regulations.

Note: Consolidated Figures as of December 31, 2021. Exchange Rate: \$ 3,981.16





www.bancodebogota.com

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