

Banco de Bogotá



Consolidated 2013 Annual and Fourth Quarter Results Conference Call

March 25, 2014

Banco de Bogotá and its respective Colombian financial subsidiaries, including Porvenir and Corficolombiana, are subject to inspection and surveillance as financial institutions by the Colombian Superintendency of Finance .

The financial information presented in this report is expressed in Colombian pesos, hereby identified as COP, and is derived from the consolidated financial statements of Banco de Bogotá and its subsidiaries in which it holds directly or indirectly 50% or more of the outstanding voting shares, or in which it exercises effective control through an agreement with shareholders. These subsidiaries include: Leasing Bogotá S.A. Panamá, BAC Credomatic, Corporación Financiera Colombiana S.A. and its subsidiaries, Porvenir S.A., Banco de Bogotá S.A. Panamá and its subsidiaries, Fiduciaria Bogotá S.A., Almaviva S.A. and its subsidiaries, Casa de Bolsa S.A., Megalínea S.A., Ficentro, Bogotá Finance Corp. Leasing Bogotá Panamá owns 100% of BAC Credomatic. Such consolidated financial statements were prepared in accordance with the regulations of the Superintendency of Finance and, on issues not addressed by these regulations, generally accepted accounting principles prescribed by the Superintendency of Finance for banks licensed to operate in Colombia, consistently applied, together with such regulations, “Colombian Banking GAAP.” The financial statements of foreign subsidiaries have been adjusted in order to adopt uniform accounting policies as required by Colombian Banking GAAP.

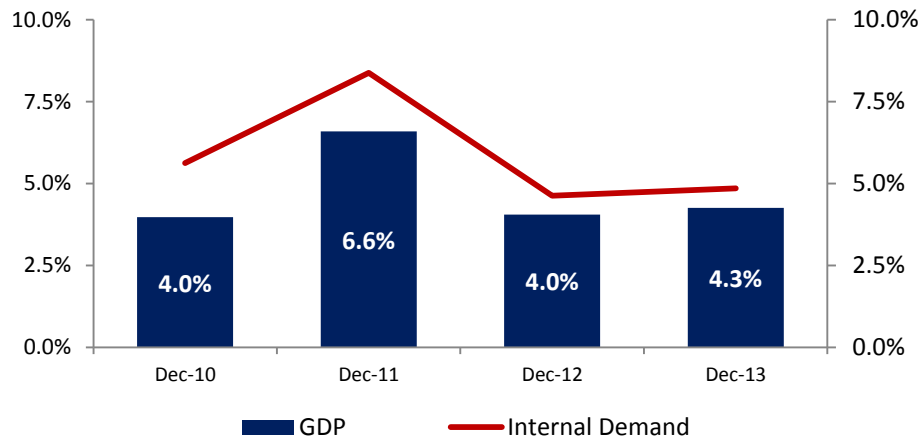
For the purpose of this report, annual variations refer to variations compared to the same quarter of the previous year and quarterly variations refer to variations compared to the immediately previous quarter.

In this report we refer to billions as thousands of millions and to trillions as millions of millions (Colombian Pesos).

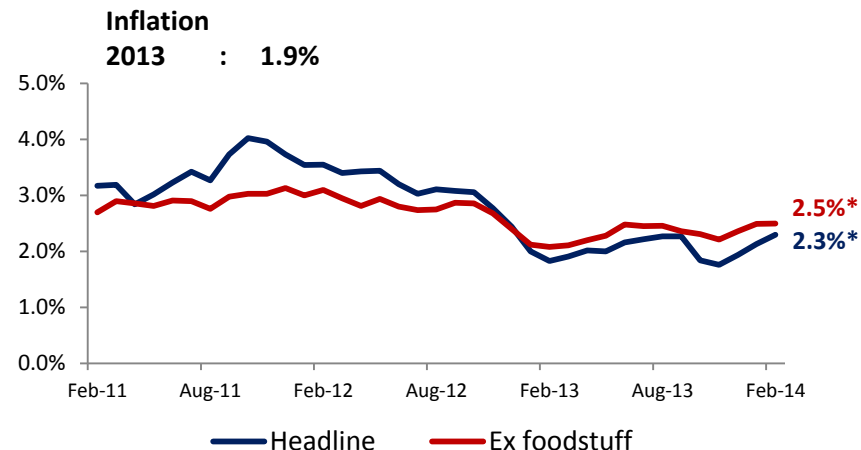
Recipients of this document are responsible for the assessment and use they make of the information provided herein. Banco de Bogotá shall not be responsible for any decision taken by investors in connection with this document. The content of this document is not intended to provide full disclosure on Banco de Bogotá or its affiliates.

- In 2013 Banco de Bogotá consolidated its **international leading regional presence**: 12 countries, COP 100.7 trillion in assets, 16 million customers and 1,467 branches.
- **Two new acquisitions**: Grupo Financiero Reformador in Guatemala (assets: US\$1.6 billion) and BBVA Panamá (assets: US\$1.9 billion), both successfully closed in December 2013. These operations will be merged into BAC Credomatic's current operations in Guatemala and Panama, no later than the beginning of next year.
- In December 2013, Banco de Bogotá was **capitalized by its shareholders**. The equity offering was for COP 1.3 trillion (20,634,919 new shares).
- About Banco de Bogotá's performance in 2013:
 - a) Sound core earnings results;
 - b) Consistent loan and deposit growth. On a consolidated basis, loan portfolio grew 28.1% and deposits 25.6%, annually (17.5% and 15.2% without acquisitions);
 - c) Net Income for the year was COP 1.4 trillion and COP 322 billion for 4Q 2013. Solid returns: 2.1% ROAA and 15.8% ROAE for 2013;
 - d) Funding mainly through core deposits (70.6%) and ample liquidity.

Annual GDP (YoY%)

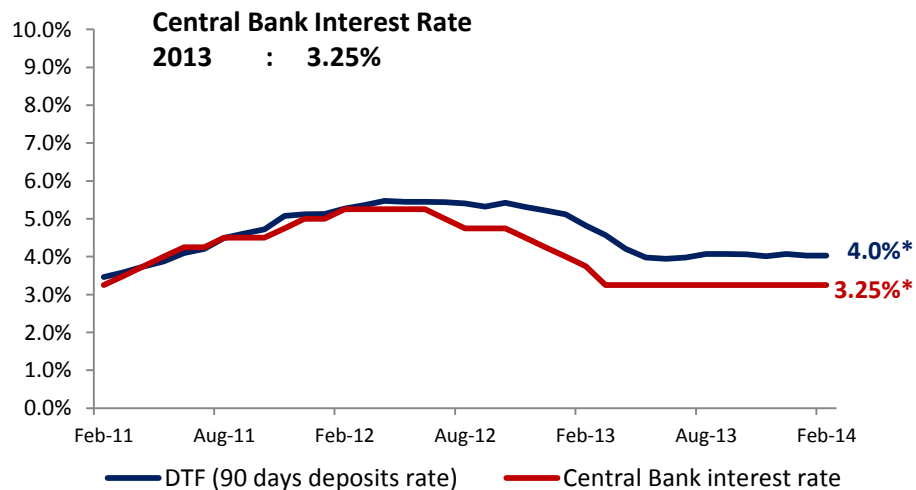


Inflation (YoY Var. %)



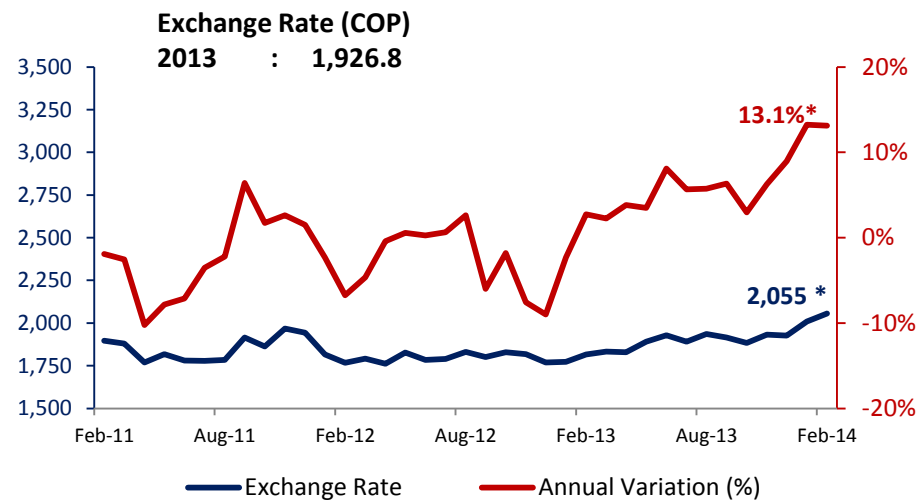
(*) As of February 2014.

Interest Rates (%)



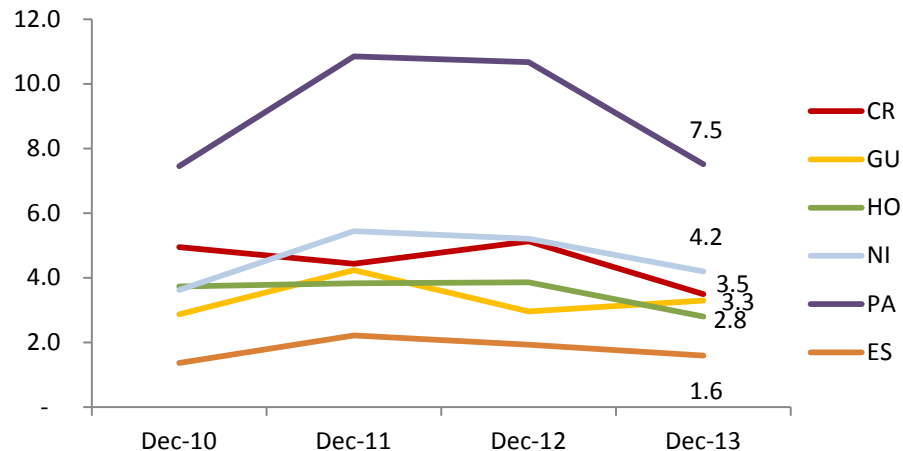
(*) Last data refers to February 2014.

Exchange Rate (COP, %)

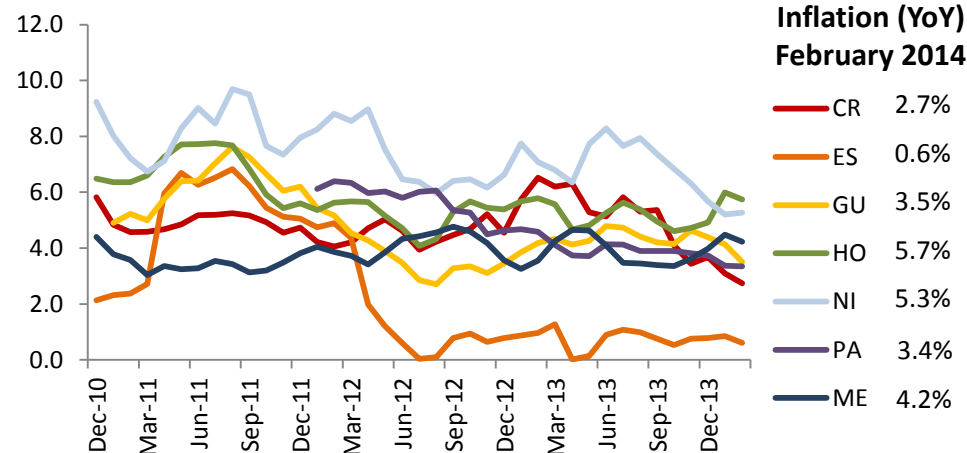


(*) Last data refers to February 2014.

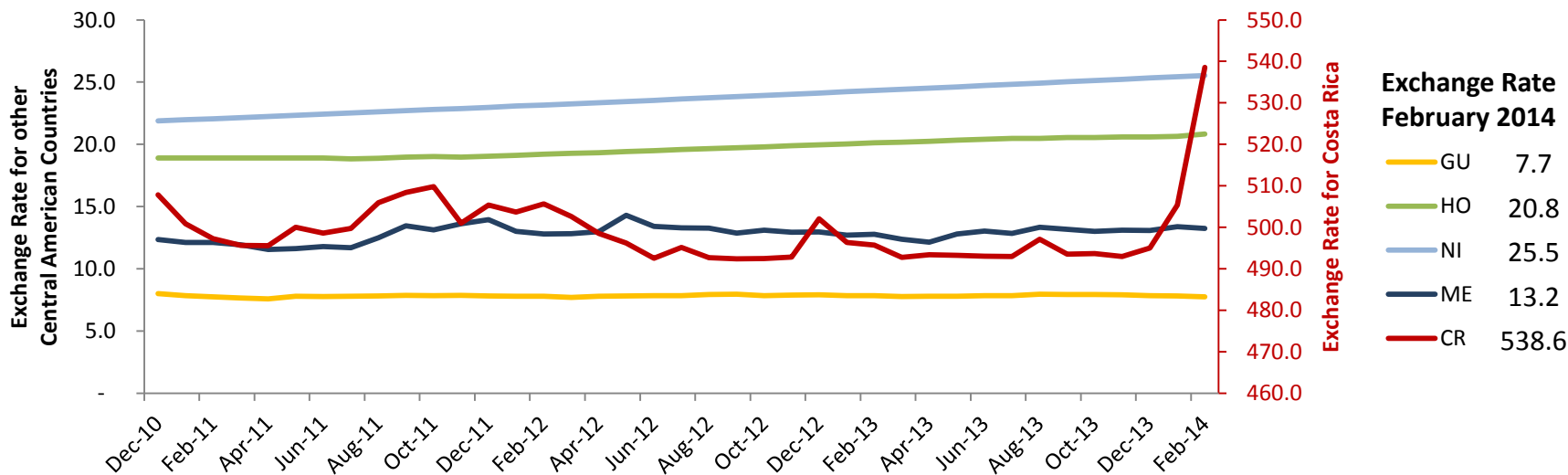
Nominal GDP (YoY Var %)



Inflation (YoY Var. %)



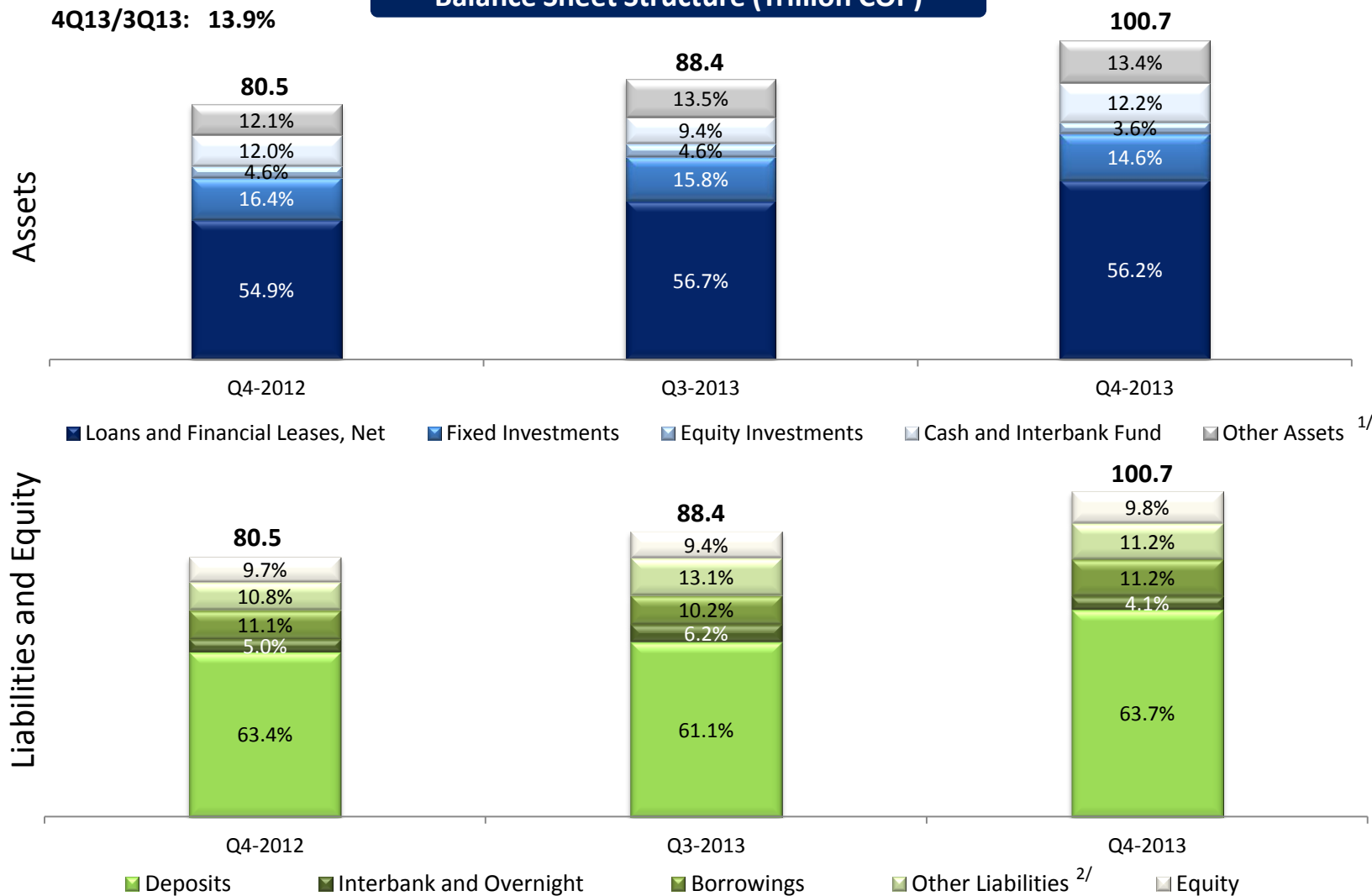
Exchange Rate Trends



4Q13/4Q12: 25.0%

4Q13/3Q13: 13.9%

Balance Sheet Structure (Trillion COP)



Source: Banco de Bogotá. Consolidated Figures.

^{1/} Other Assets include: Net accrued interest receivable, Customers' acceptances and derivatives, Net accounts receivable, Net property, plant and equipment, Net operating leases, Net foreclosed assets, Prepaid expenses and deferred charges, Goodwill, Reappraisal of assets and Net other assets.

^{2/} Other Liabilities include: Acceptances and derivatives, Accounts payable, Accrued interest payable, Other liabilities, Bonds, Estimated Liabilities and Non-controlling interest.

(COP Trillion)	December 2012	December 2013	Annual Growth
Total Assets	80.5	100.7	25.0%
Total Net Investments	16.9	18.3	8.6%
Total Net Loans	44.2	56.6	28.0%
Deposits	51.0	64.1	25.6%
Net Income (COP billion)	1,326	1,400	5.6%
Delinquency Ratio 30d ^{1/}	2.1%	2.3%	0.2%
Delinquency Ratio 90d ^{2/}	1.2%	1.3%	0.1%
Solvency Ratio	13.1%	11.2%	-1.9%
Efficiency Ratio ^{3/}	49.6%	49.0%	-0.6%
ROAA ^{4/}	2.3%	2.1%	-0.2%
ROAE ^{5/}	18.1%	15.8%	-2.3%

Note: Consolidated Figures.

1/ Delinquency Ratio 30d: Past-due Loans over 30 days to Gross Loans.

2/ Delinquency Ratio 90d: Past-due Loans over 90 days to Gross Loans.

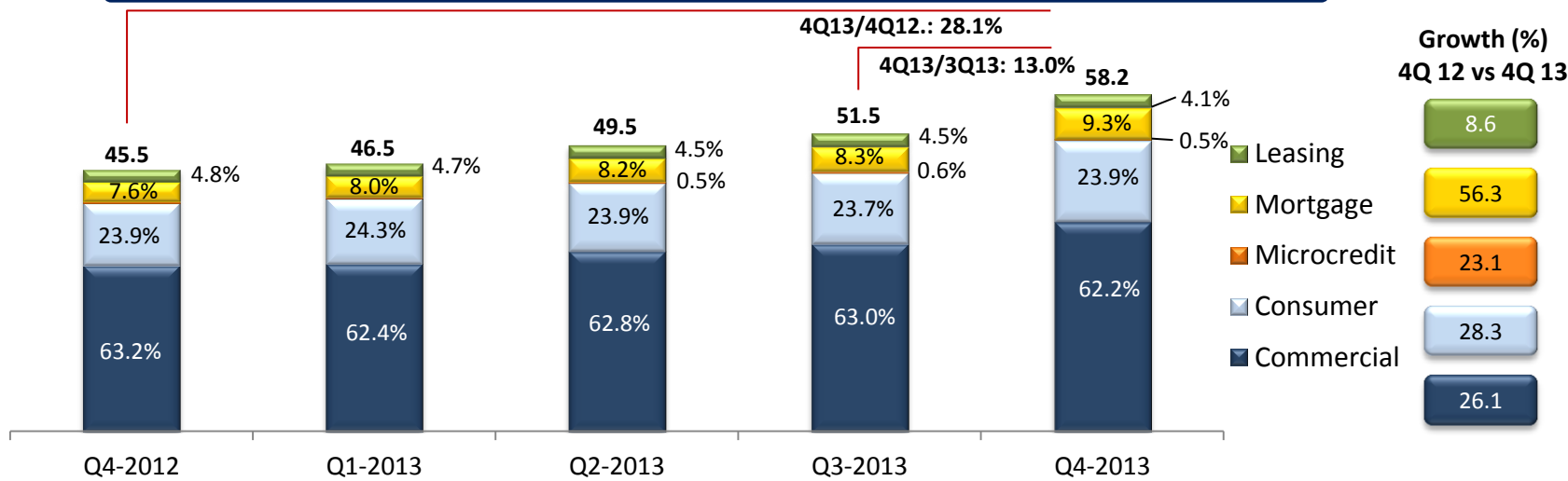
3/ Operating Expenses before Depreciation & Amortization/ Total Operating Income before Provisions

4/ Net Profit for the period, annualized / Average Assets for the present period and the immediately previous period.

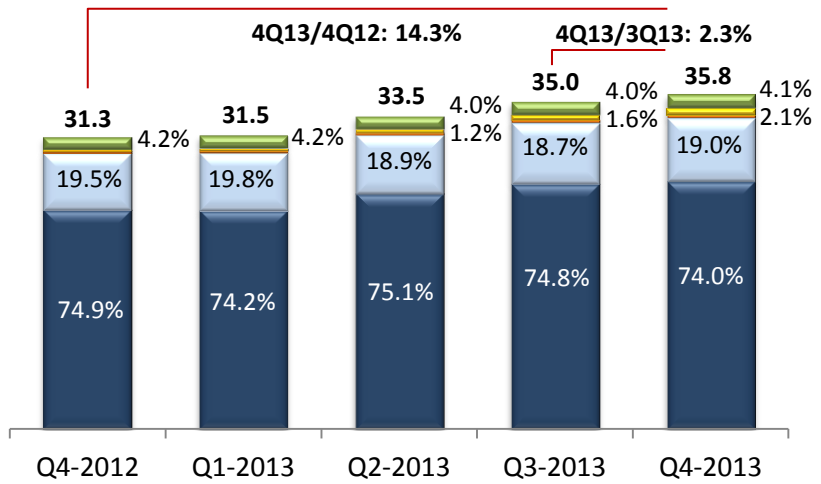
5/ Net Profit Attributable to Shareholders for the period, annualized / Average Equity for the present period and the immediately previous period.

Loan Portfolio Breakdown by Business Segment (COP Trillion)

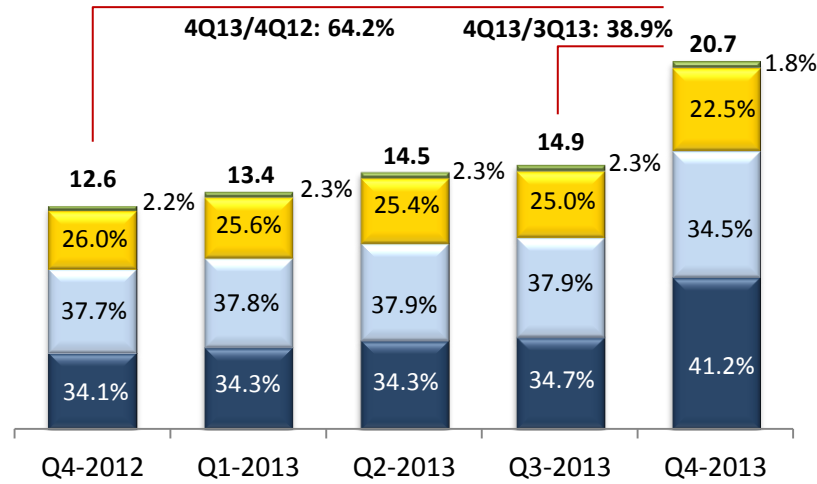
Loan Portfolio Breakdown by Business Segment (COP Trillion)



Colombia



Central America 1/



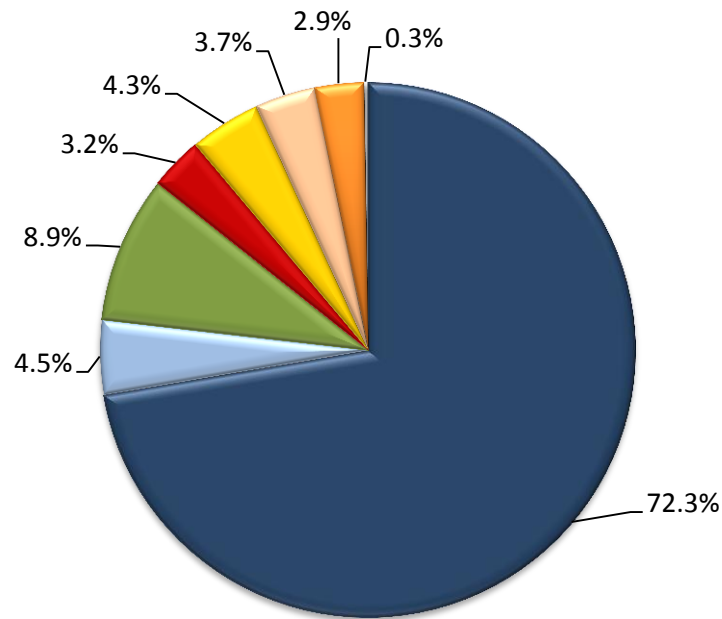
Source: Banco de Bogotá. Consolidated Figures.

1/ Since 4Q 2013 it also includes Grupo Financiero Reformador and BBVA Panamá operations

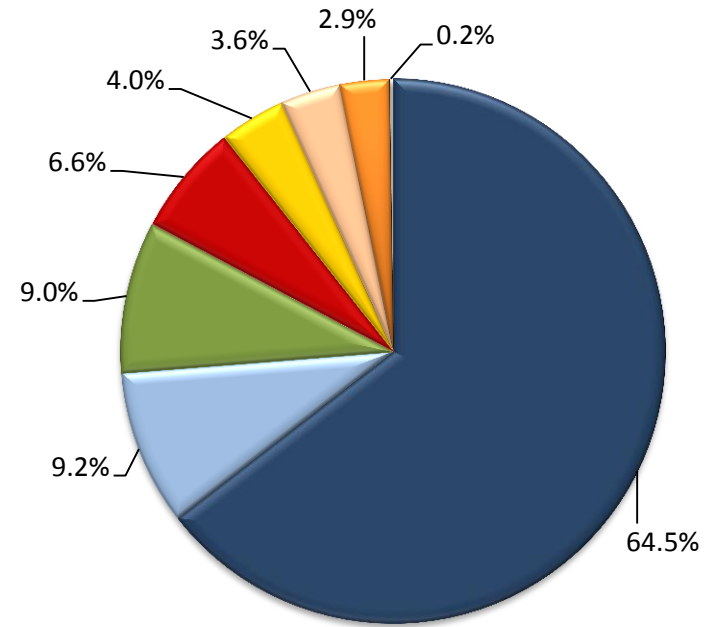
4Q 2012

4Q 2013

■ Colombia
 ■ Panama
 ■ Costa Rica
 ■ Guatemala
 ■ Honduras
 ■ El Salvador
 ■ Nicaragua
 ■ Others

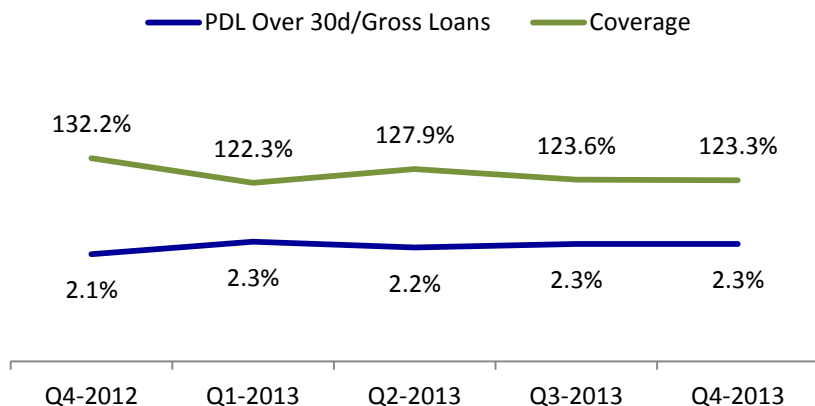


Total Gross Loans: COP 45.5 Trillion

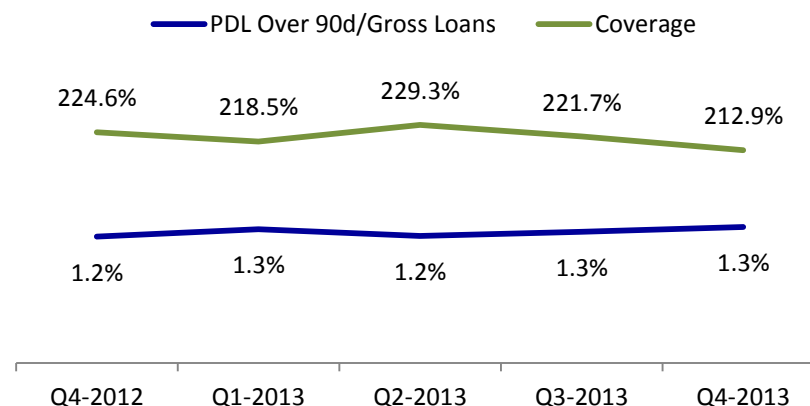


Total Gross Loans: COP 58.2 Trillion

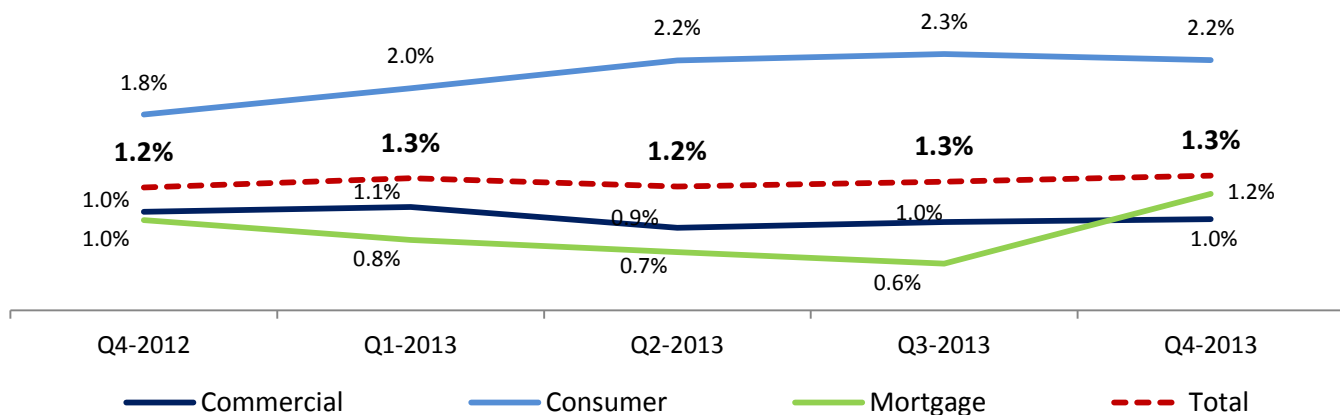
Past Due Loans over 30 days vs. Gross Loans and Coverage Ratio



Past Due Loans over 90 days vs. Gross Loans and Coverage Ratio



Commercial, Consumer and Mortgage Past Due Loans Over 90 days vs. Gross Loans

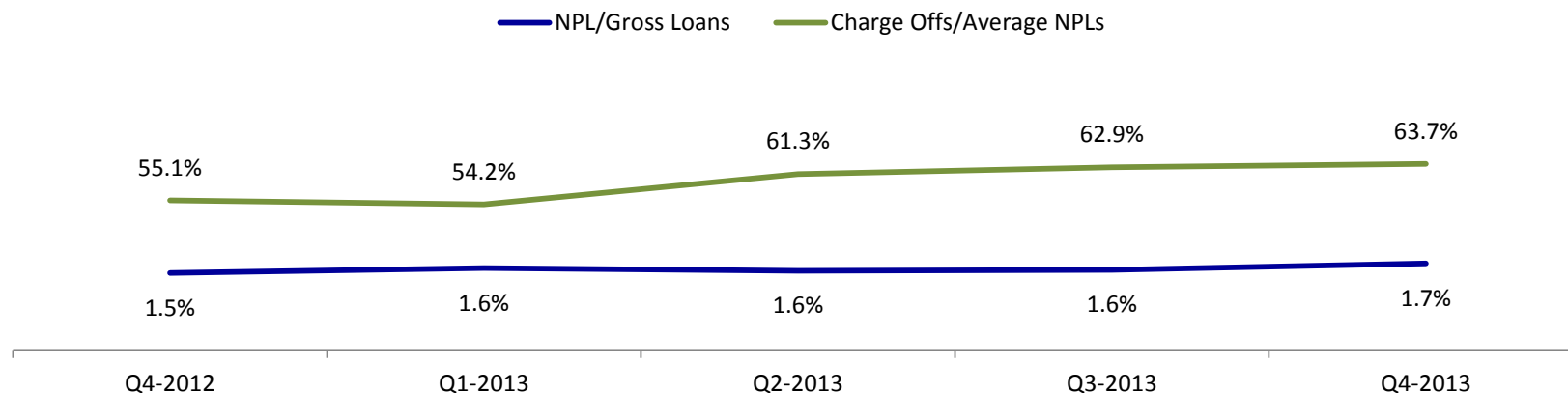


Source: Banco de Bogotá. Figures in Colombian GAAP.

PDL: Past Due Loans

Note: Coverage: Allowance/PDL over 30d and Allowance/PDL over 90d.

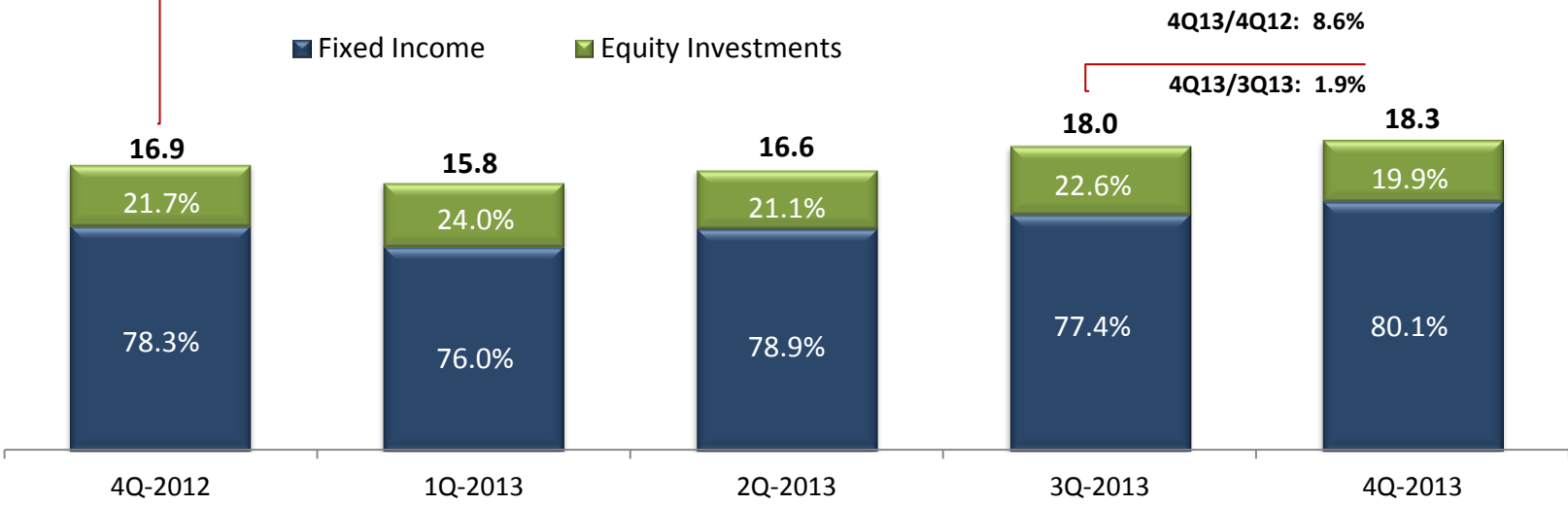
Non Performing Loans vs. Gross Loans and Charge-offs to Average Non Performing Loans



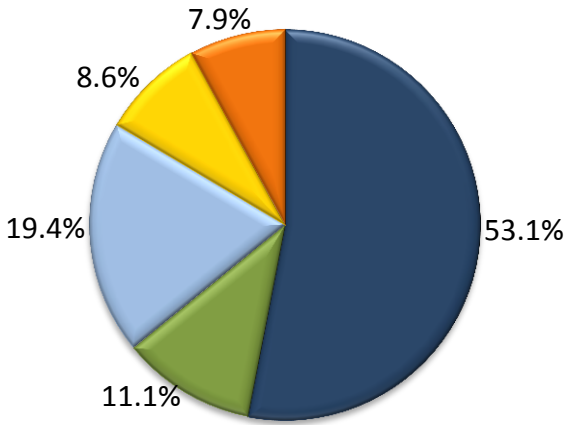
Credit Quality Trends

Figures in Billion COP	Q4-2012	Q1-2013	Q2-2013	Q3-2013	Q4-2013
Initial Past Due Loans	904.2	947.5	1,079.5	1,096.3	1,177.0
New Past Due Loans	142.1	231.3	150.3	216.5	300.7
Charge-offs	-98.8	-99.3	-133.5	-135.8	-148.8
Total Past Due Loans	947.5	1,079.5	1,096.3	1,177.0	1,329.0

Investment Portfolio Mix (COP trillion)



Investment on Fixed Income, December 2013 (COP 14.7 Trillion)



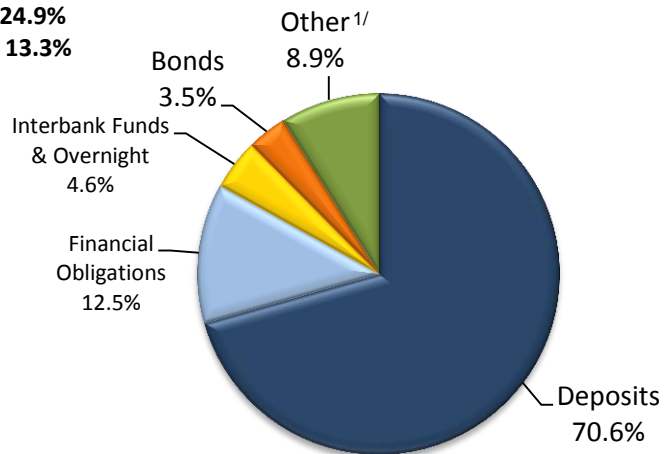
■ Colombian Government ■ Government Entities ■ Financial Entities ■ Foreign Governments ■ Others^{1/}

Note: Consolidated Figures.
1/ Others: Mainly Corporate Securities.

Funding Mix, 4Q2013

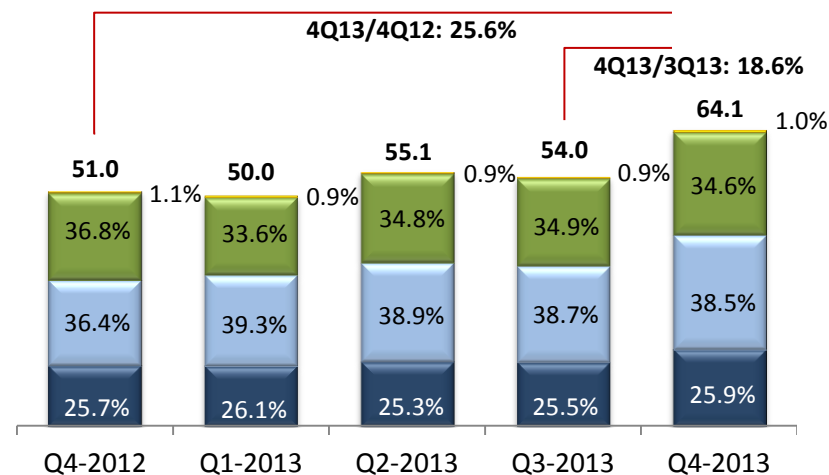
4Q-2013: COP 90.8 Trillion

4Q13/4Q12: 24.9%
4Q13/3Q13: 13.3%

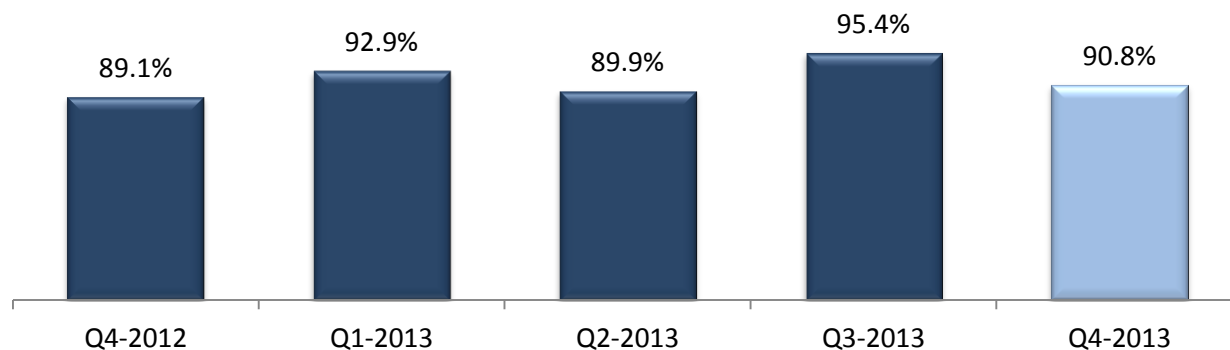


Deposit Base Trends (COP Trillion)

■ Checking Accounts ■ Time Deposits ■ Saving Accounts ■ Others^{2/}



Gross Loans to Deposits (%)

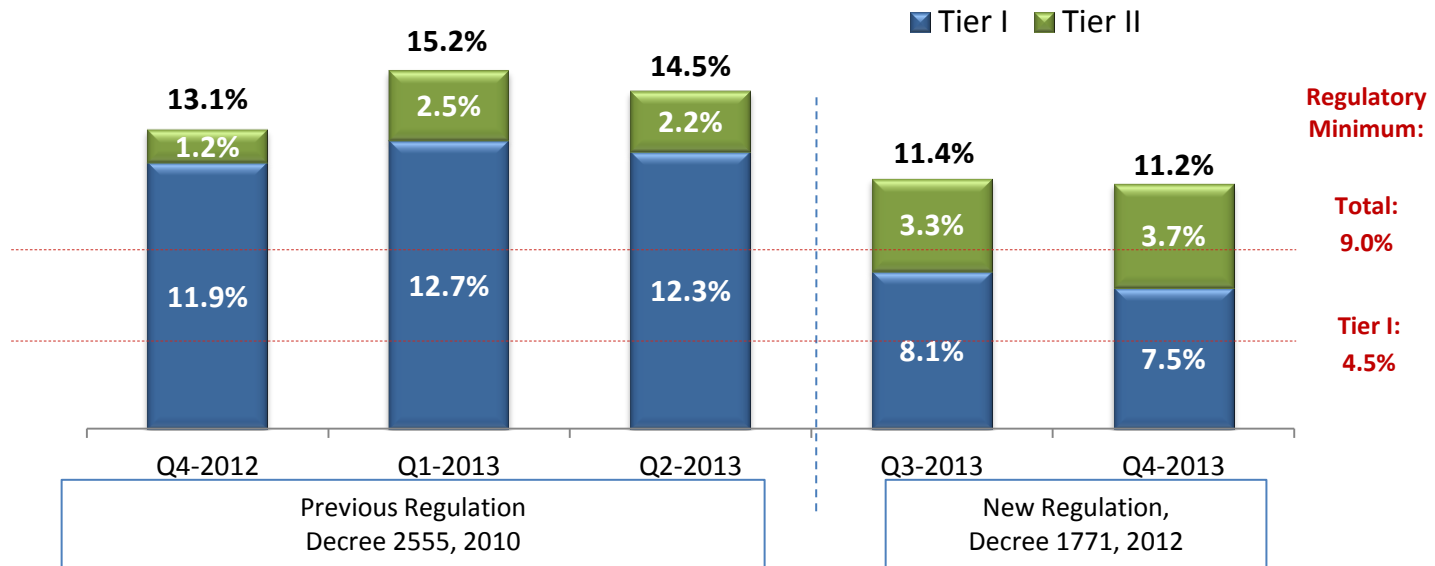


Source: Banco de Bogotá. Consolidated figures.

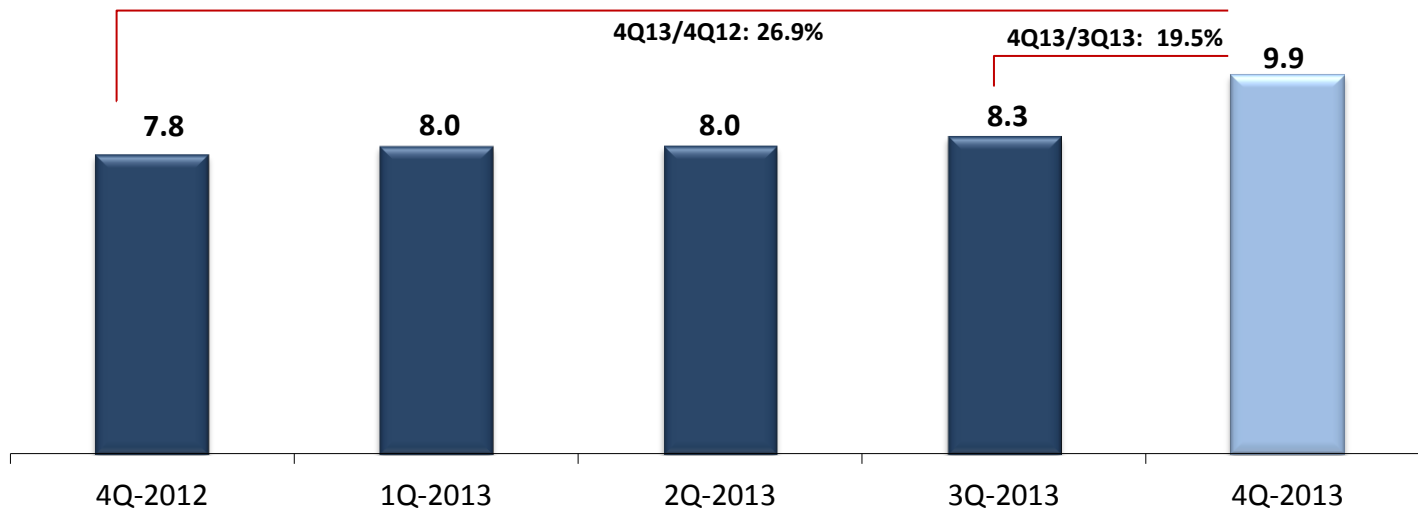
1/ Other Liabilities include: Acceptances and derivatives, Accounts payable, Accrued interest payable, Other liabilities, Estimated Liabilities and Non-controlling interest.

2/ Other Deposits include: Deposits from other Banks and Correspondent Accounts, Banking Services Liabilities and Collection Banking Services and Other Deposits.

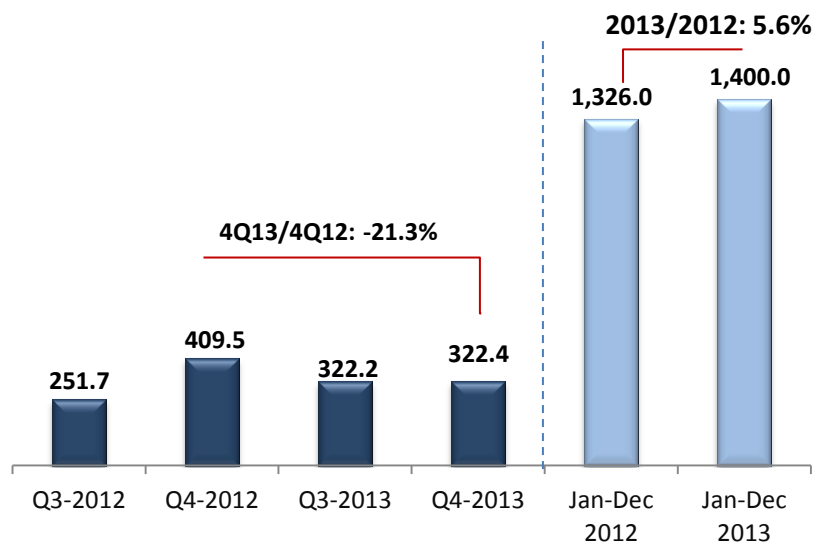
Tier I and II Capital vs. Minimum Solvency Ratio



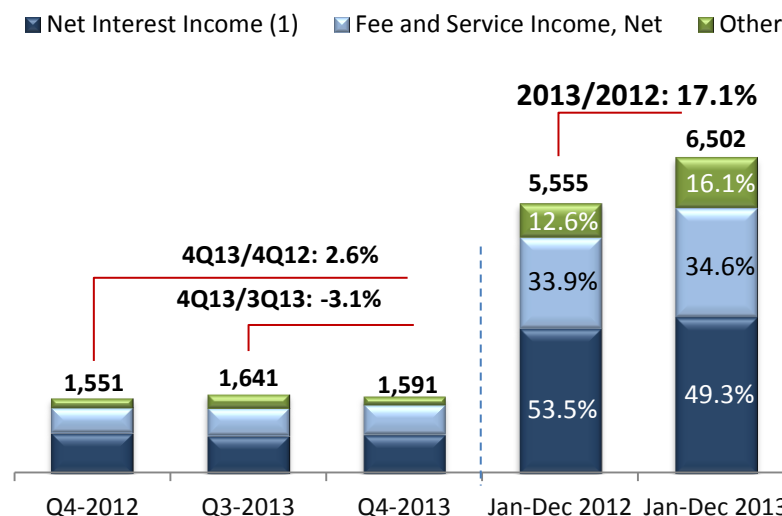
Common Equity (COP Trillion)



Net Income (COP Billion)



Operating Revenues (COP Billion)

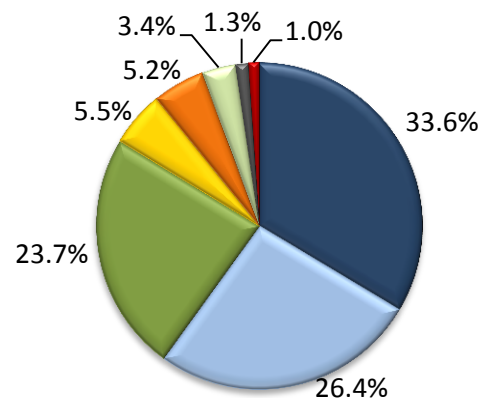


Fee Income Breakdown, 4Q2013

4Q13/4Q12: 17.1%
4Q13/3Q13: 7.3%

Total 4Q2013: COP 693 Billion

- Credit and debit card fees
- Pension plan administration
- Commissions from banking services
- Warehouse services
- Fiduciary activities
- Others
- Checking fees
- Branch network services

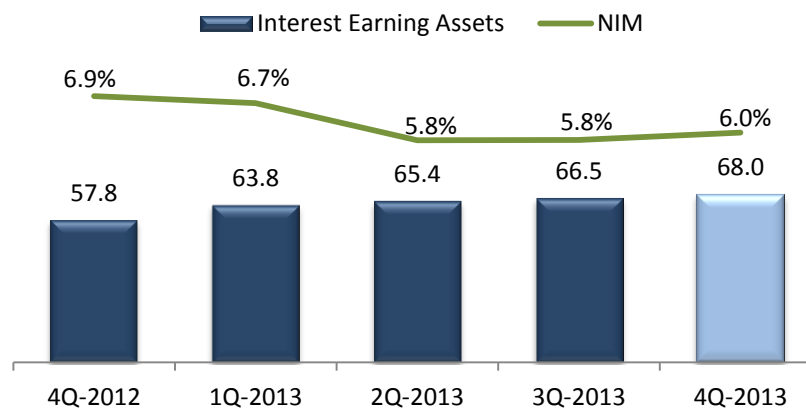


Source: Banco de Bogotá. Consolidated figures.

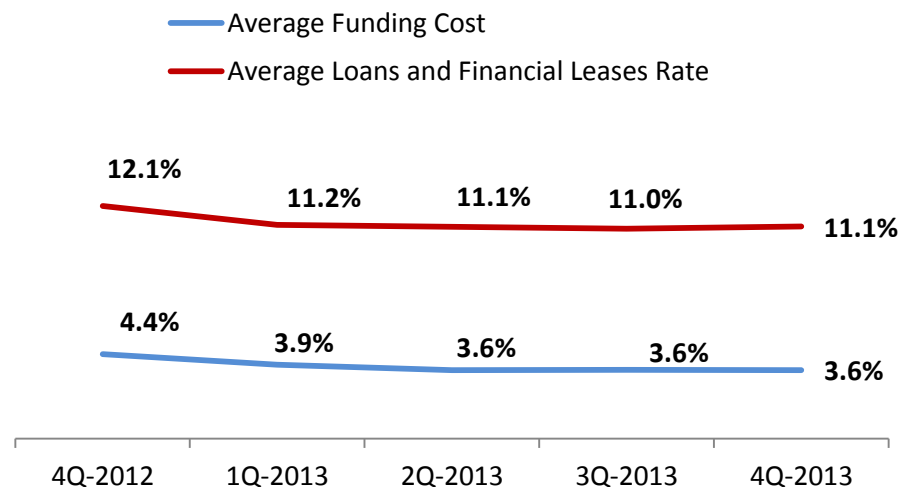
1/ After net provisions.

Other operating income includes: Net foreign exchange gains (expenses), Gain (Losses) on derivative operations, Gains (losses) on sales of investments on equity securities, Dividend income, Income from non-financial sector, net, and others.

NIM ^{1/} (Trillion COP)



Quarterly Average Interest Margin ^{2/}



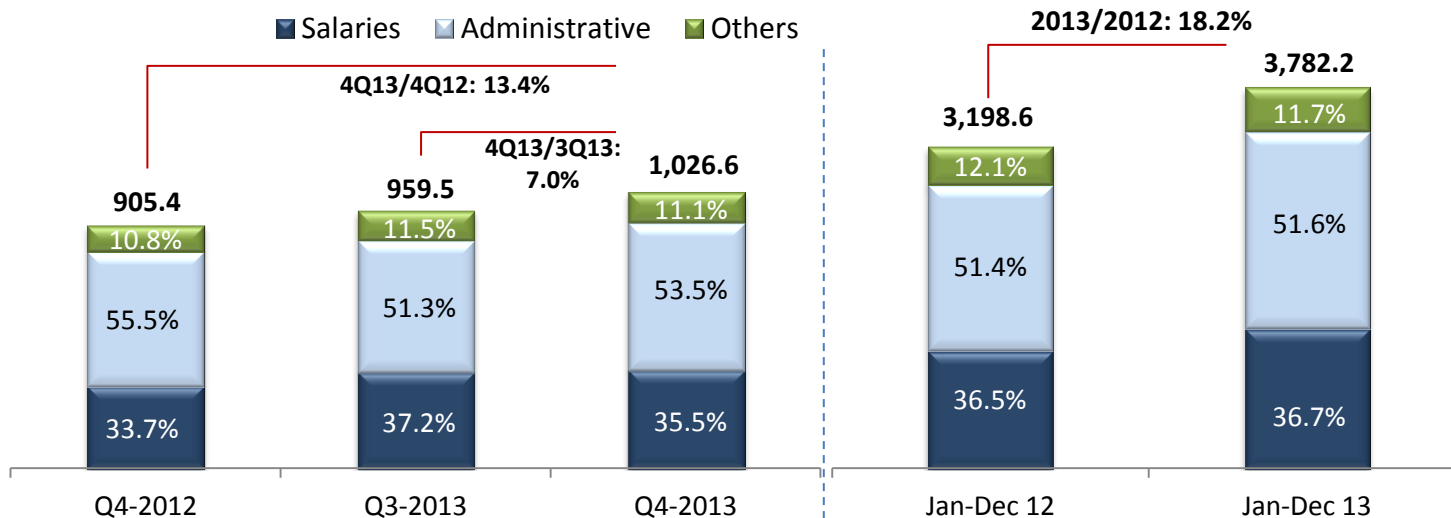
Source: Banco de Bogotá. Consolidated Figures.

1/ Quarterly Net Interest Income, annualized / Monthly Average Performing Assets (interest earning assets).

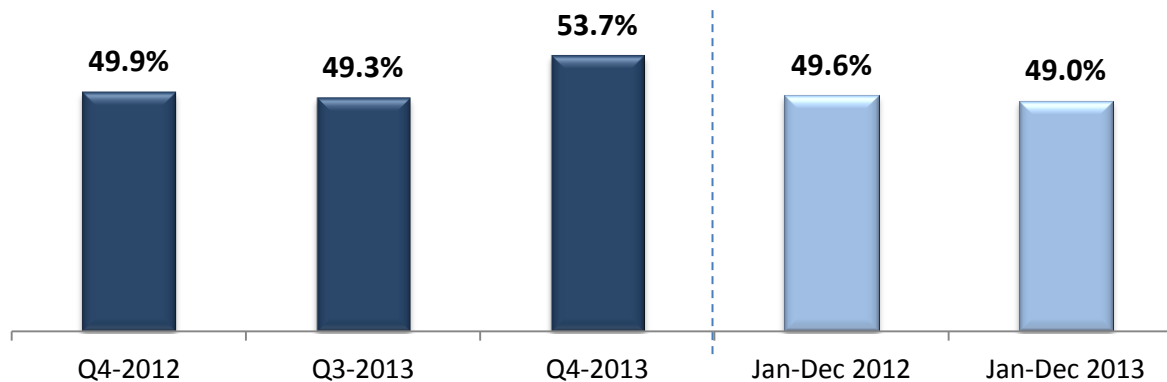
2/ Average Loans and Financial Leases Rate: Quarterly Interest Income on Loans, annualized to Average loans and financial leases.

Average Funding Cost Rate: Quarterly Interest Expense, annualized to Averages Bearing Liabilities Funding.

Operating Expense Structure (COP Billion)



Efficiency Ratio ^{1/}



Source: Banco de Bogotá. Consolidated figures.

1/ Operating Expenses before Depreciation & Amortization/ Total Operating Income before Provisions.

Contact Information

María Luisa Rojas Giraldo
CFO
Tel.: (571) 338 3415
mrojas@bancodebogota.com.co

Martha Inés Caballero Leclercq
Investor Relations Manager
Tel.: (571) 332 0032 Ext. 1467
mcabal1@bancodebogota.com.co

Julián Andrés Rodríguez Casas
Investor Relations Analyst
Tel.: (571) 332 0032 Ext. 1973
jrodr11@bancodebogota.com.co

www.bancodebogota.com