

Banco de Bogotá



4Q-2016 Consolidated Results Conference Call

FULL IFRS

March 29, 2017

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' quarters were presented in accordance with IFRS applicable in Colombia (Col IFRS). This report was prepared with unaudited consolidated financial information, which is in accordance with IFRS as currently issued by the IASB.

At June 30th 2016, Banco de Bogotá deconsolidated Corficolombiana (ceded control of CFC to Grupo Aval). The Bank now holds its 38.3% stake of Corficolombiana as an equity investment. As a result, 3Q2016 and 4Q2016 do not consolidate Corficolombiana. Additionally, Banco de Bogotá, as approved by its Board of Directors, signed a Shareholders' Agreement between Corficolombiana, Banco de Bogotá, Banco de Occidente and Banco Popular which resulted in Corficolombiana becoming the direct controller of Casa de Bolsa S.A; the Bank now holds its 22.8% stake of Casa de Bolsa as an equity investment. Moreover, unless otherwise noted, for comparative purposes figures for 4Q2015 have been adjusted excluding CFC and Casa de Bolsa.

The Colombian peso/dollar end-of-period annual revaluation as of December 31, 2016 was 4.7%. The COP/USD quarterly devaluation was 4.2%. In this report, calculations of growth, excluding the exchange rate movement of the Colombian Peso, use the exchange rate as of December 29, 2016 (COP 3,000.71).

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.

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

Attributable Net Income for 2016⁽¹⁾ was \$2,063 billion pesos, which represented an 8.4% increase versus 2015

Profitability

Key Metrics

- ROAA: 1.8% / ROAE: 15.4%⁽²⁾
- Net Interest Margin: 5.9%
- Fee Income Ratio: 34.5%
- Efficiency Ratio: 48.8%⁽³⁾

Commentary

- ROAE decreased 180bps; ROAA remained stable.
- NIM increased 27bps, commensurate with Central Bank rate hikes.
- Fee income increased 15.8% primarily due to banking services. fees
- Efficiency shows an improvement from 49.2%.

Balance Sheet

- Gross Loans: \$97.0
- Total Deposits: \$93.7
- Deposits / Net Loans: 0.99x
- Deposits % Funding: 78.4%

- Gross Loans grew 5.9%; excluding FX, growth was 8.2%.
- Total Deposits grew 5.5%; excluding FX, growth was 7.7%.
- Deposits / Net Loans near match illustrates robust funding model, stable on 0.99x.

Credit & Capital

- 90+ Days PDL Ratio: 1.7%
- Net Cost of Risk⁽⁴⁾: 1.7%
- Tier 1 Ratio: 9.0%
- Total Solvency: 13.9%

- 90+ Days PDL Ratio slightly increased from 1.5%.
- Net Cost of Risk, excluding extraordinaries, increased 20bps from 1.5%.
- Total Solvency increased by 30 bps. Tier 1 and Total Solvency ratios are both well above regulatory minimums.

(1) If the non-recurrent income from the deconsolidation of CFC is included (COP \$2.2 trillion), Attributable Net Income for 2016 is COP \$4,246.3 billion

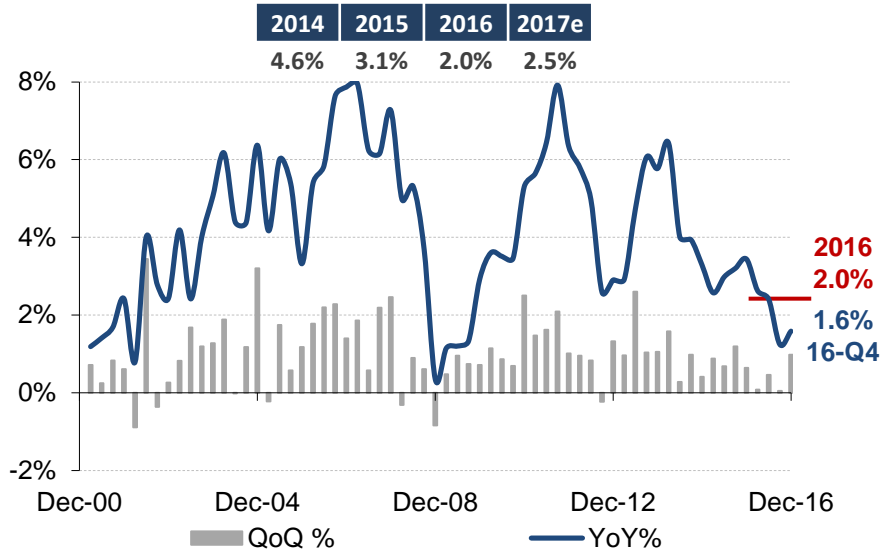
(2) ROAE Proforma including CFC Capitalization of COP\$2.2 Trillion for 2015 FY and 2016 FY was 14.5% and 14.1% respectively. All the profitability ratios are calculated without wealth tax.

(3) Efficiency Ratio are excluding COP\$ 121.4 billion of one time expenses (personnel severance, amortizations and other administrative expenses); including the one time expenses the ratio was 49.9% for 2016 FY

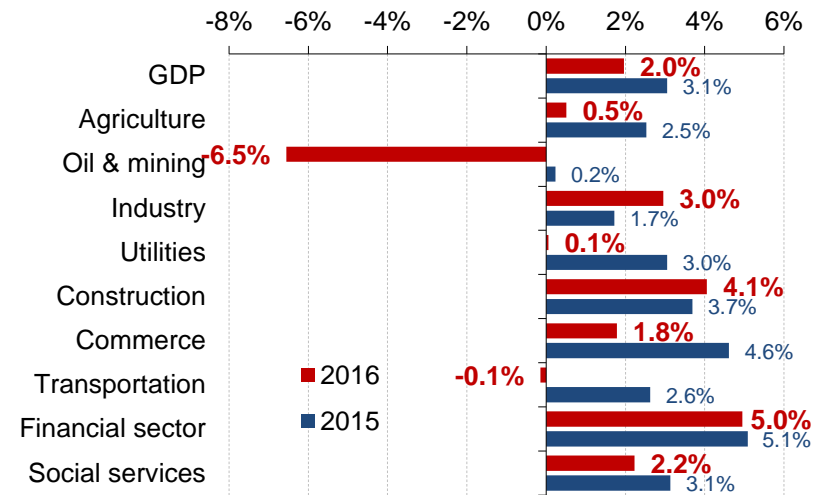
(4) Not excluding extraordinaries, net cost of risk for 2016 was 1.9%.

Note: Changes / growths refer to 2016 over 2015, unless otherwise stated.

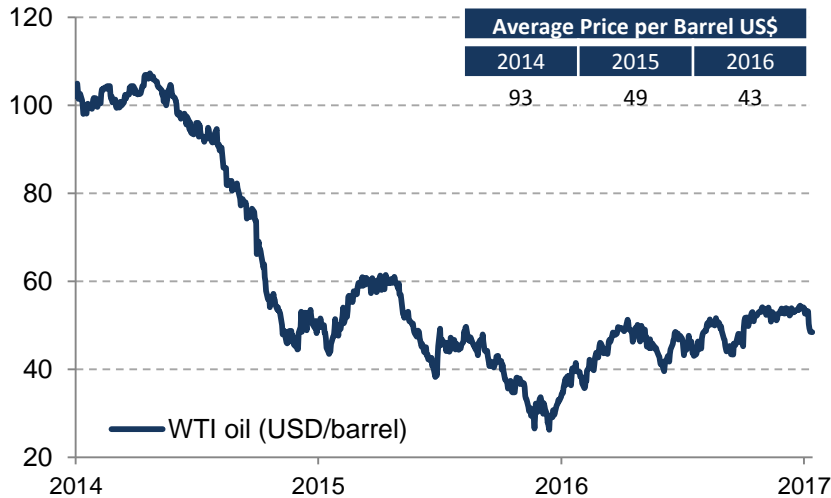
Quarterly GDP (YoY %)



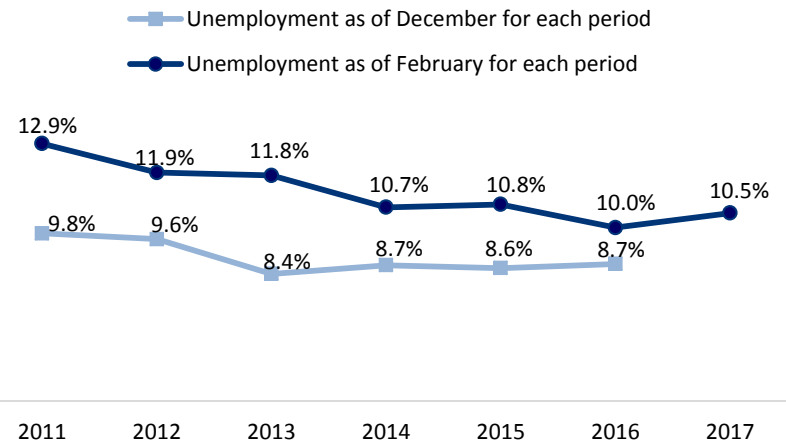
Annual GDP growth by sector (YoY %)



Price Barrel of WTI Oil (US\$/barrel)

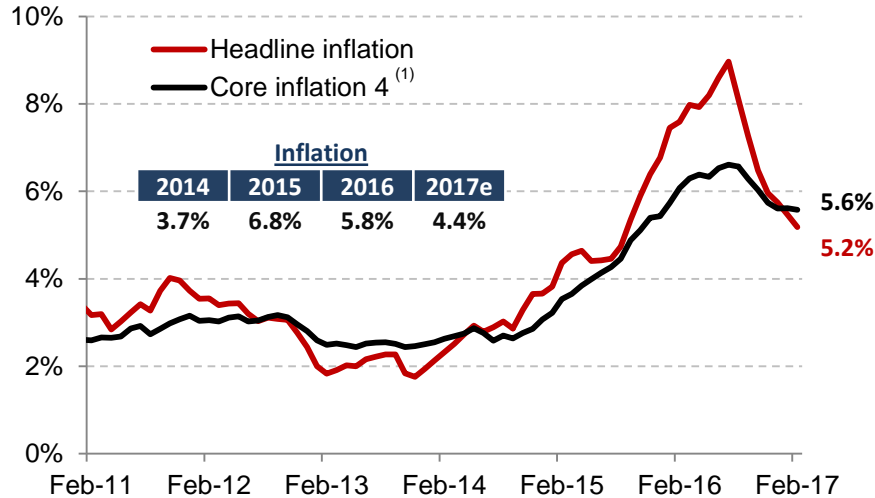


Unemployment (1)

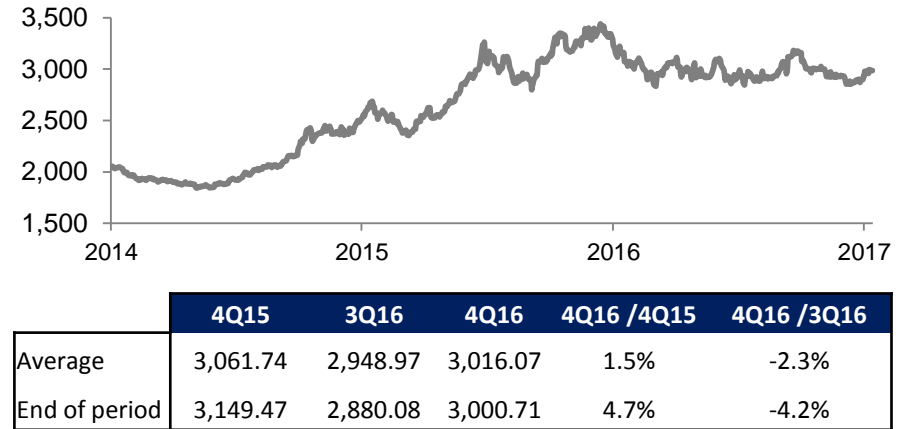


Colombia: Inflation continues to moderate, central bank should reduce the interest rate gradually during 2017

Core and total inflation (YoY %)

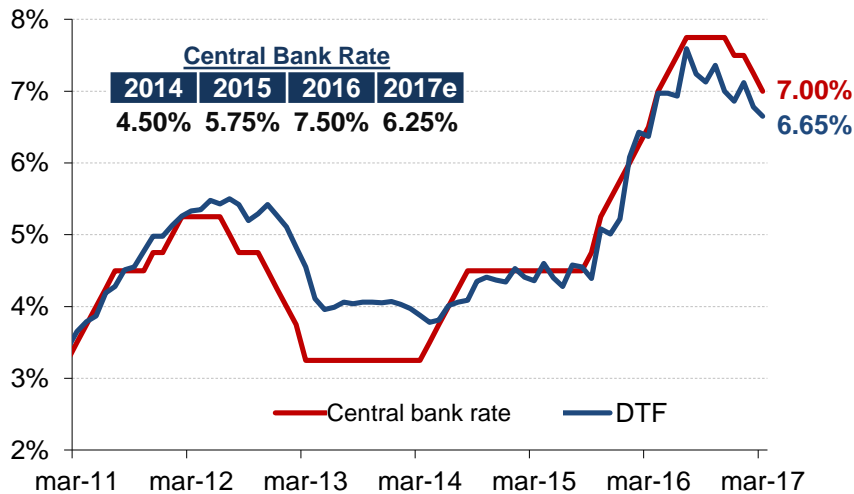


Exchange Rate (USD/COP)

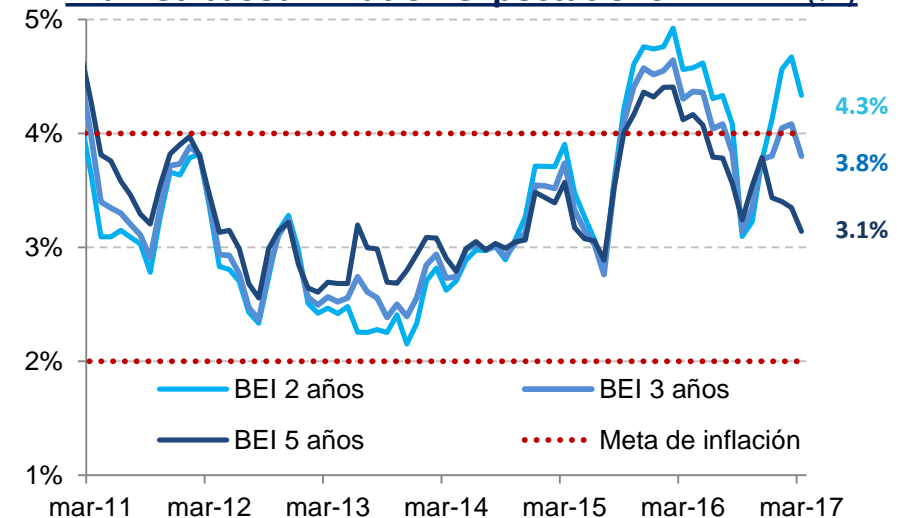


Positive change = COP appreciation
Negative change = COP devaluation

Central bank interest rate vs. DTF rate* (%)



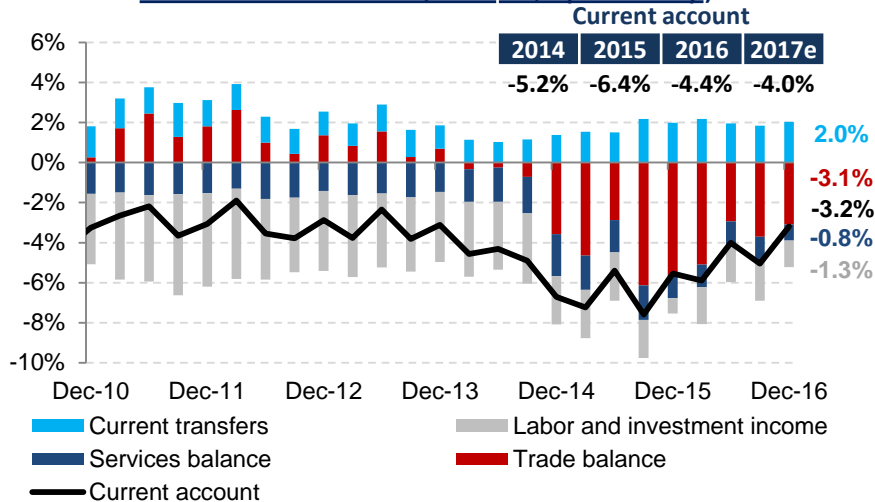
Market-based inflation expectations – BEI** (%)



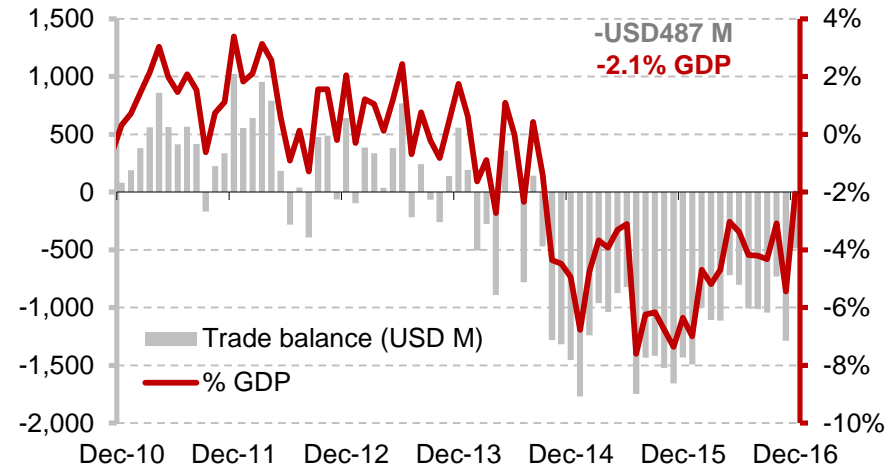
Source: DANE, Banco de la República (BR). Estimates Economic Research Banco de Bogotá.

(1) Average of four measures preferred by BR: 1) without foodstuff; 2) without foodstuff and regulated; 3) without foodstuff, public services and gasoline; and 4) core 20. * Monthly average except last data point which is Feb-16-17. ** Monthly average with information up to Feb-21-17.

Current Account (% GDP, quarterly)

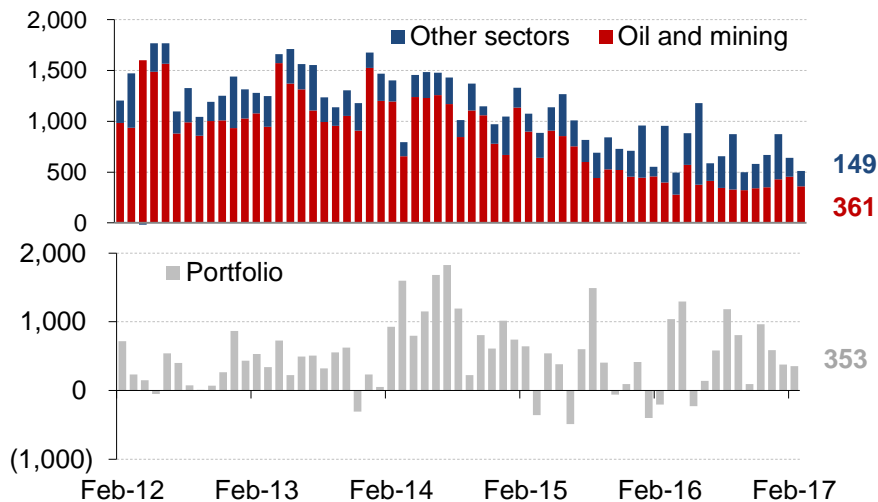


Trade balance (USD M, % GDP, monthly)

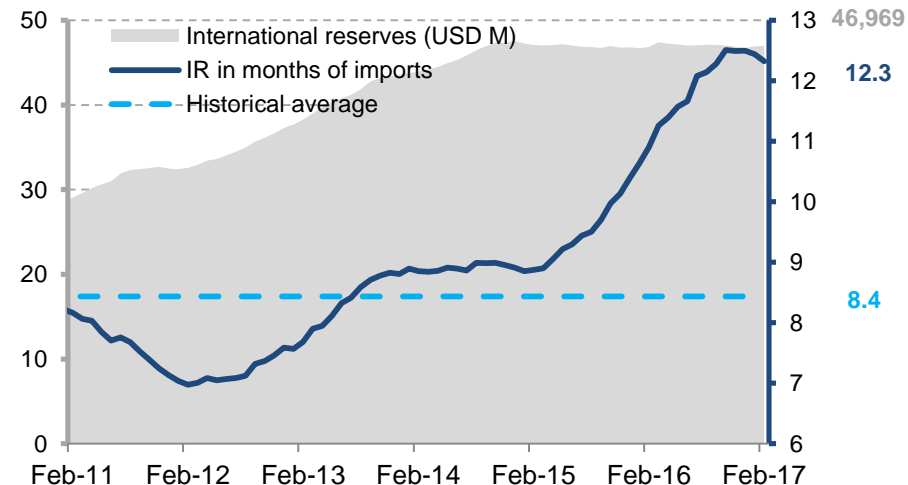


Foreign investment: direct and portfolio*

(USD M, monthly)



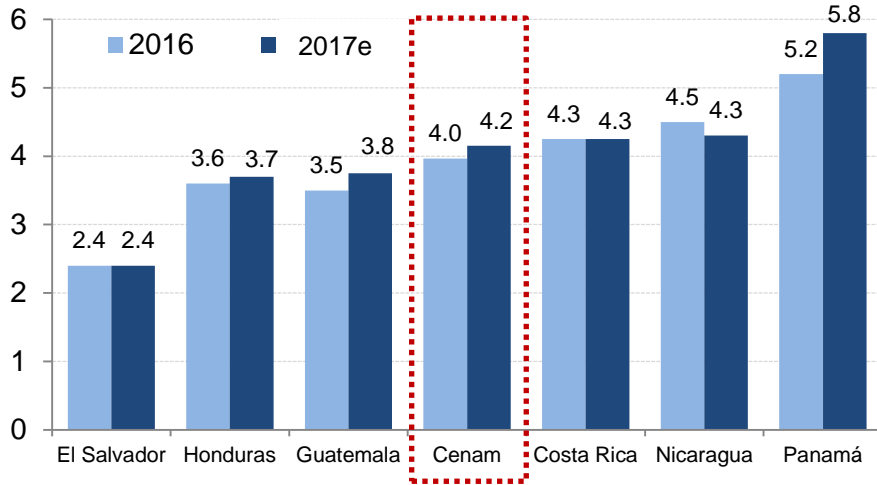
International reserves (USD M, months of imports)



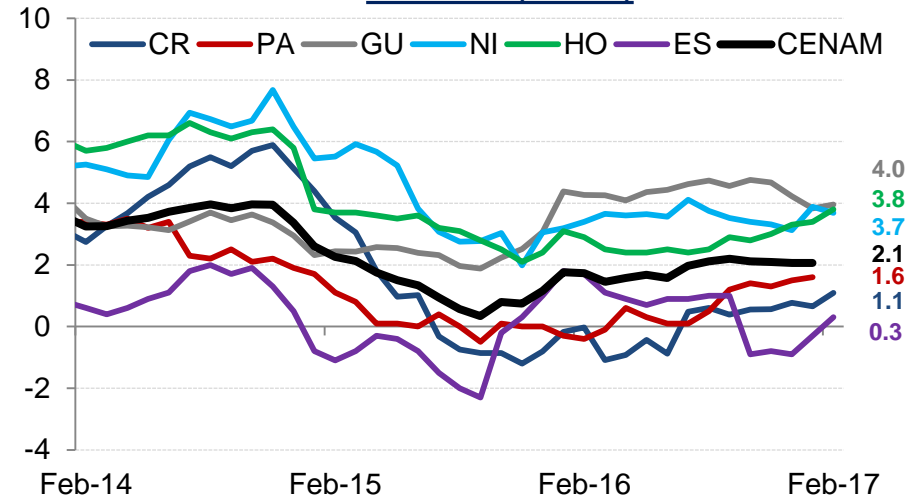
Source: DANE, Banco de la República. Estimates: Economic Research Banco de Bogotá.

* With information from Balanza Cambiaria up to Feb-28-17.

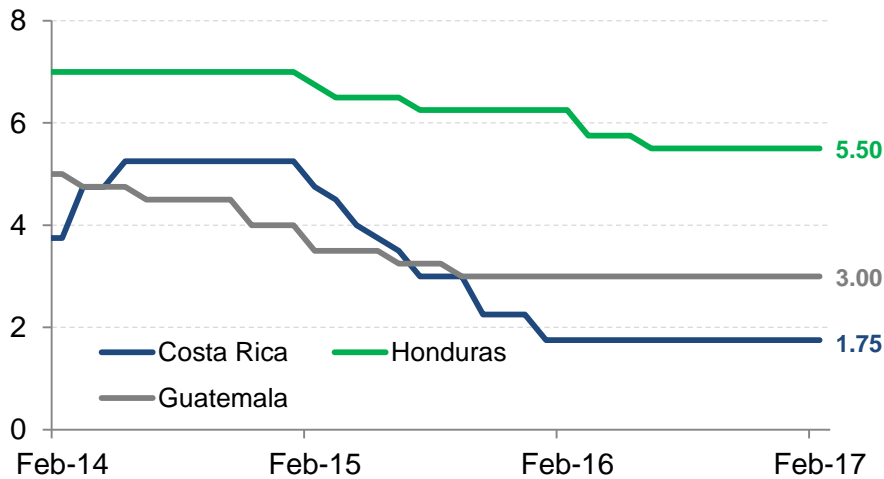
GDP (YoY %)



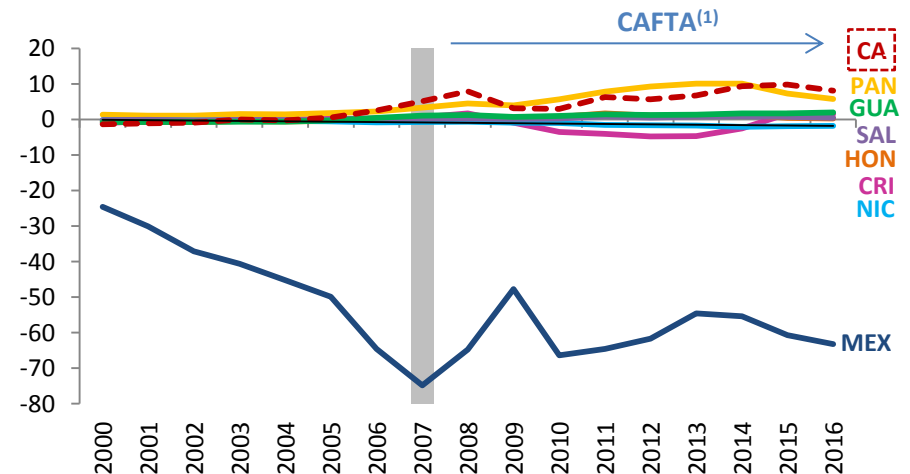
Inflation (YoY %)



Central bank interest rate (%)



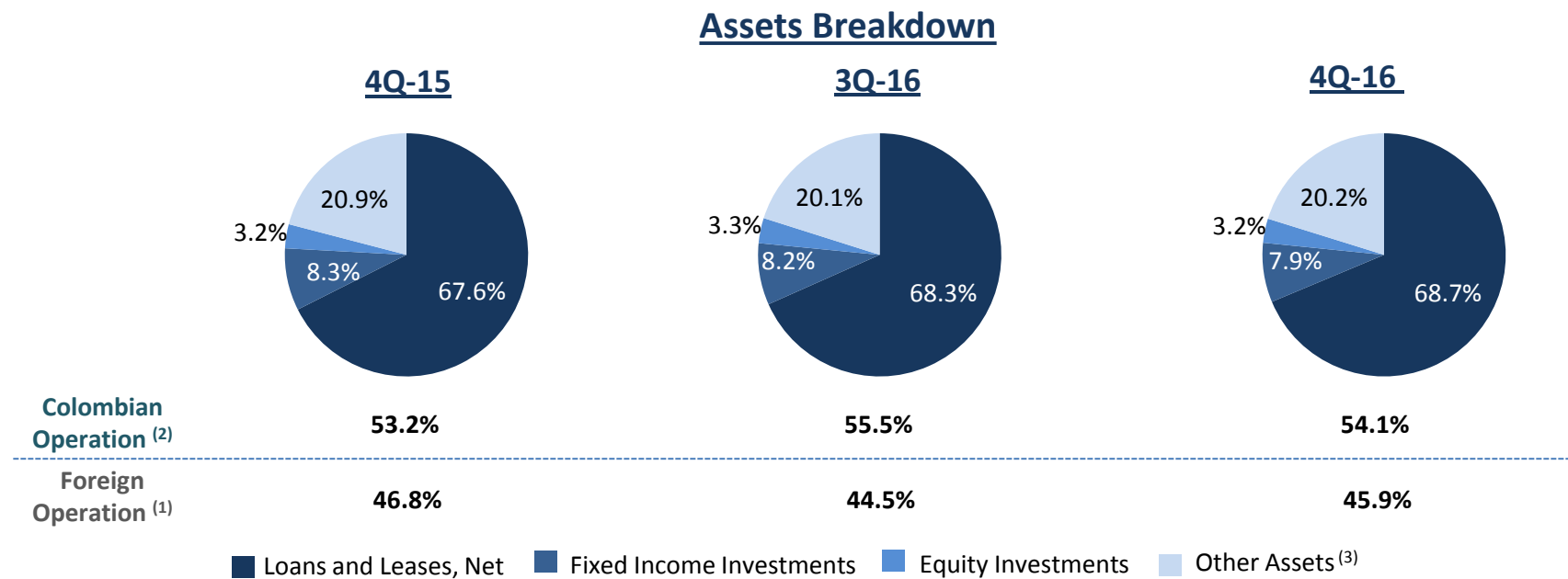
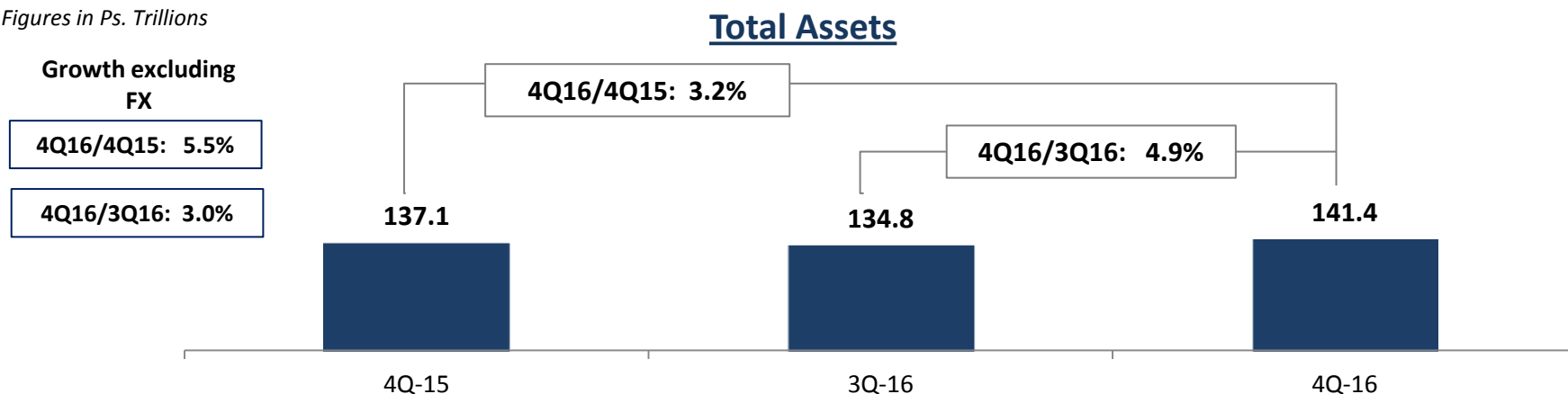
US Trade Balance (\$Bn)



(1) CAFTA: Central America Free Trade Agreement.

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: Panamá.

Figures in Ps. Trillions



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

(2) Includes Banco de Bogotá in Colombia, Porvenir, Fidubogotá, Almaviva, Banco de Bogotá Panamá, Finance, Ficentro and Megalínea.

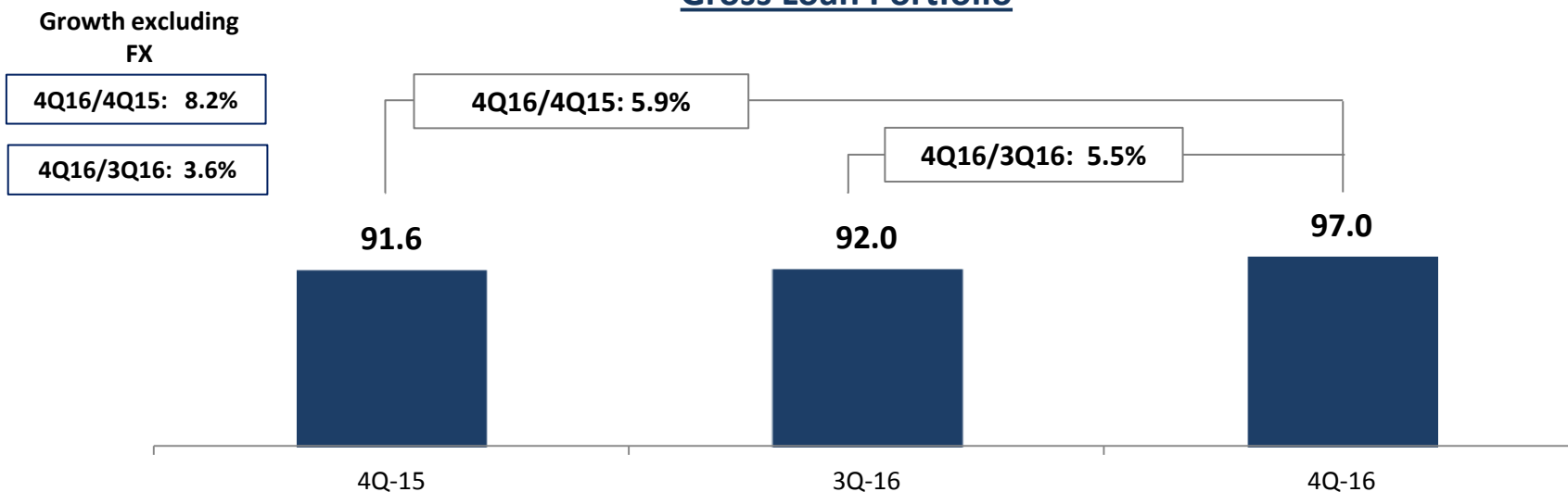
(3) Other Assets: Cash and balances at Central Bank, Derivatives, Allowance for financial assets held for investment, Other financial assets at fair value through profit or loss, Non-current assets held for sale, Tangible Assets, Intangible Assets, Income Tax Assets, Other Accounts Receivable, Derivatives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

NOTE: Deferred Tax Asset and Liability included on a net basis.

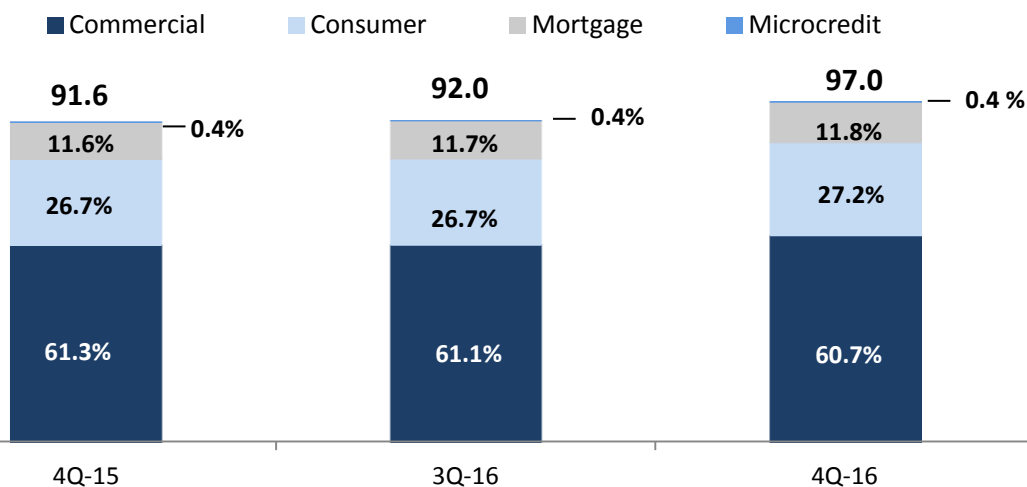
Consolidated Loan Portfolio Breakdown by Business Segment

Figures in Ps. Trillions

Gross Loan Portfolio



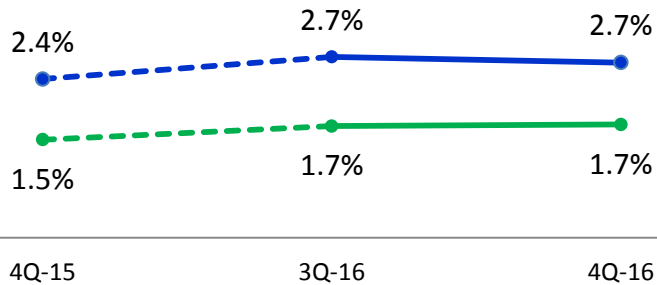
Gross Loan Portfolio Breakdown



Growth (%) 4Q16/4Q15	Growth (%) Excluding FX 4Q16/4Q15	Growth (%) 4Q16/3Q16	Growth (%) Excluding FX 4Q16/3Q16
1.1	1.1	0.9	0.9
7.4	11.7	5.7	2.3
7.7	11.0	7.4	4.7
4.8	6.4	4.6	3.4

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

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

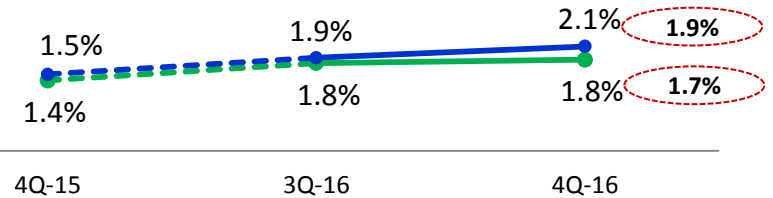


Cost of Risk ⁽¹⁾

Provision loss (net of recoveries of charged-off assets) / Average Loans
Provision loss / Average Loans

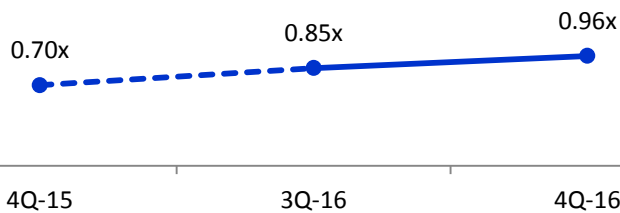
Excluding Extraordinary ⁽²⁾

2015 FY	2016 FY
1.6%	2.1%
1.5%	1.9%



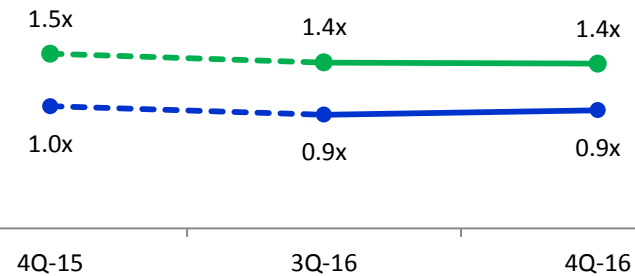
Charge-offs ⁽¹⁾ / Average 90 days PDLs

2015 FY	2016 FY
0.88x	1.05x
1.3%	1.7%



Coverage

Allowances / 30 days PDLs Allowances / 90 days PDLs



(1) Annualized
(2) Extraordinary for annual calculations excludes provision expense and charge-off for Pacific Rubiales and provision expense for Electricaribe. For 4Q-16 only, it excludes Electricaribe's provision expense, as Pacific Rubiales was fully charged-off by 2Q-16.

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

	<u>Colombia</u> <u>COP</u>		<u>Central America</u> <u>USD</u>	
	<u>2015</u>	<u>2016</u>	<u>2015</u>	<u>2016</u>
Delinquency Ratio				
30 day PDLs / Gross Loans	2.6%	2.9%	2.2%	2.3%
90 day PDLs / Gross Loans	1.9%	2.2%	1.0%	1.2%
Cost of Risk				
Provision Loss, net of recoveries of charge-off	1.5%	1.9%	1.5%	1.9%
<i>Excluding Extraordinary ⁽²⁾</i>		1.5%		
Charge-Off Ratio				
Charge offs / 90 days PDLs	0.59x	0.88x	1.15x	1.11x
<i>Excluding Extraordinary ⁽²⁾</i>		0.72x		
Charge offs / Avg Loans	1.1%	1.8%	1.2%	1.2%
<i>Excluding Extraordinary ⁽²⁾</i>		1.5%		
Coverage				
Allowance / 30 days PDLs	1.20x	1.12x	0.59x	0.61x
Allowances / 90 days PDLs	1.69x	1.51x	1.23x	1.22x
Allowances / Gross Loans	3.1%	3.3%	1.3%	1.4%

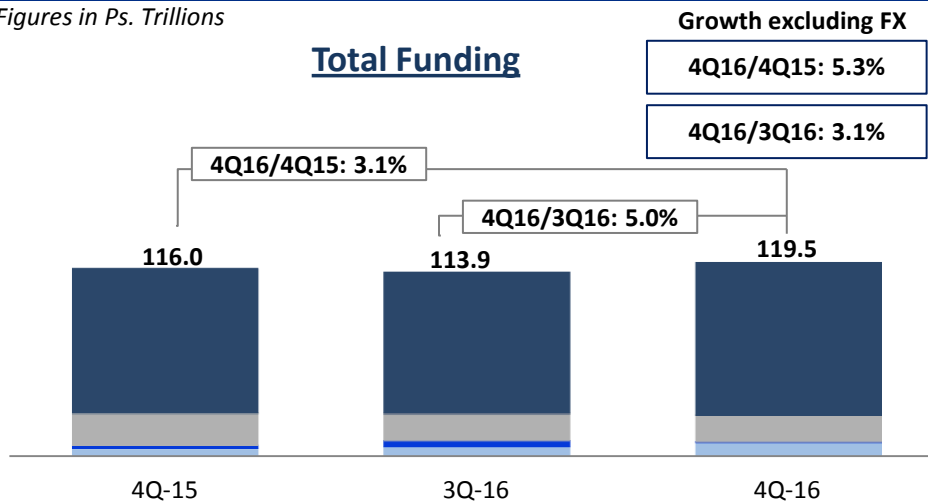
(1) Includes Banco de Bogotá in Colombia, Porvenir, Fidubogotá, Almaviva, Banco de Bogotá Panamá, Finance, Ficentro and Megalínea.

(2) Extraordinary for annual calculations excludes provision expense and charge-off for Pacific Rubiales and provision expense for Electricaribe. For 4Q-16 only, it excludes Electricaribe's provision expense, as Pacific Rubiales was fully charged-off by 2Q-16

	<u>30 days PDLs</u>			<u>90 days PDLs</u>		
	<u>4Q-15</u>	<u>3Q-16</u>	<u>4Q16</u>	<u>4Q-15</u>	<u>3Q-16</u>	<u>4Q16</u>
Commercial	1.6%	1.9%	1.8%	1.3%	1.5%	1.6%
Consumer	4.1%	4.6%	4.4%	2.0%	2.2%	2.1%
Mortgage	2.3%	2.6%	2.5%	1.2%	1.2%	1.2%
Microcredit	11.4%	13.5%	14.2%	7.2%	9.0%	9.4%
Total Loans	2.4%	2.7%	2.7%	1.5%	1.7%	1.7%
Coverage Ratio	1.0x	0.9x	0.9x	1.5x	1.4x	1.4x

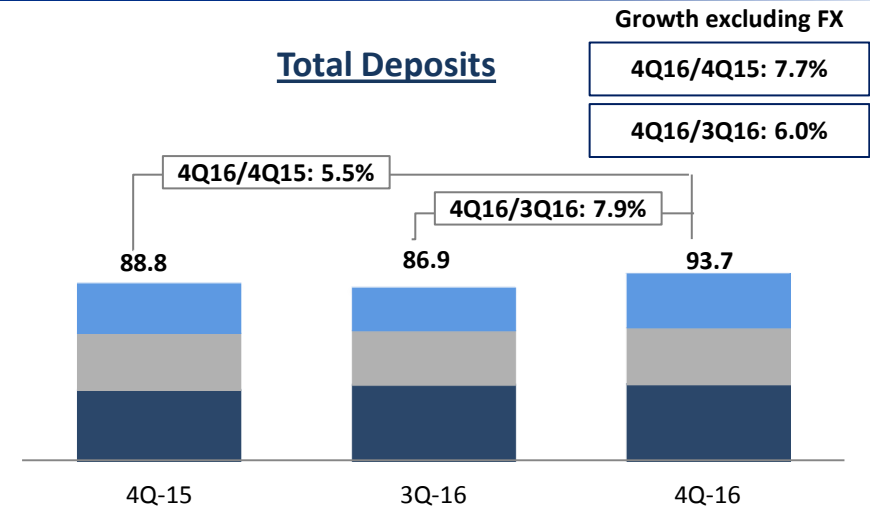
Figures in Ps. Trillions

Total Funding



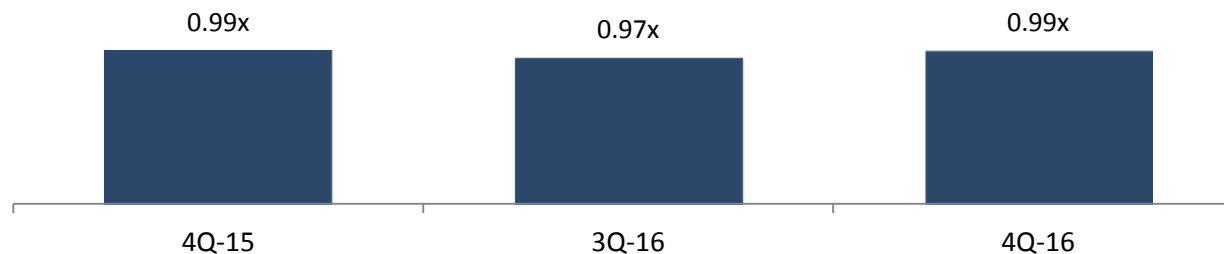
%	4Q-15	3Q-16	4Q-16
■ Deposits	76.6	76.3	78.4
■ Banks and others	17.2	15.0	13.8
■ Interbank Borrowings	1.9	3.3	1.0
■ Long Term Bonds	4.3	5.5	6.9

Total Deposits



%	4Q-15	3Q-16	4Q-16
■ Time Deposits	39.9	43.7	41.0
■ Saving Accounts	31.7	31.1	29.9
■ Checking Accounts	28.1	24.8	28.9
■ Others ⁽¹⁾	0.3	0.4	0.2

Deposits / Net Loans (%)⁽²⁾



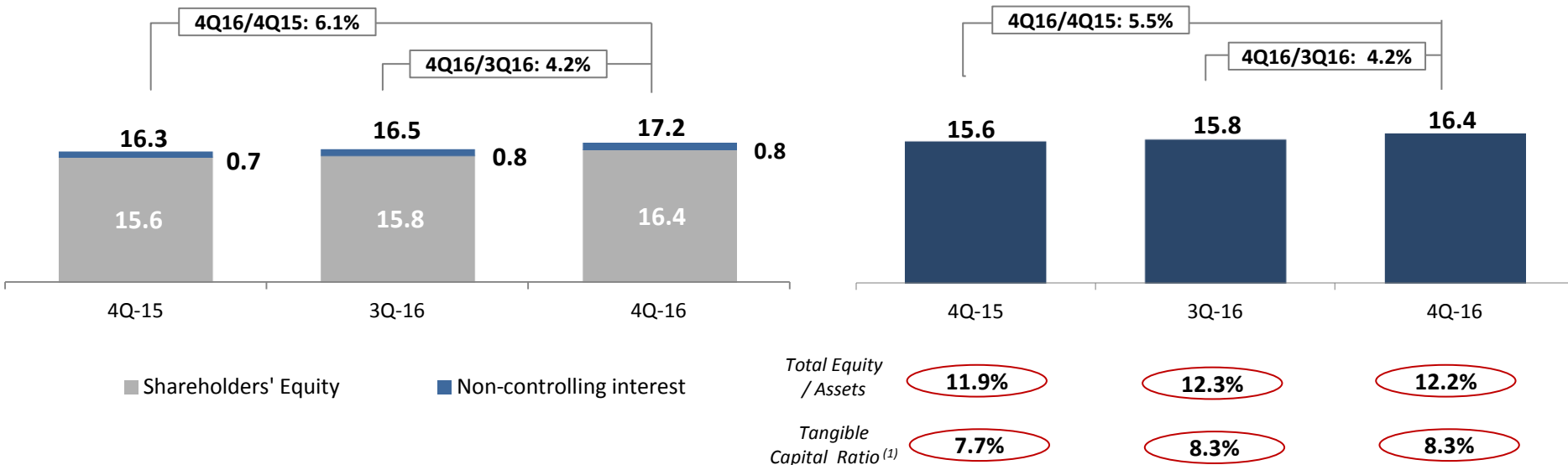
(1) Other Deposits include: Deposits from other Banks and Correspondent Accounts, Banking Services Liabilities, Collection Banking Services and Other Deposit.

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

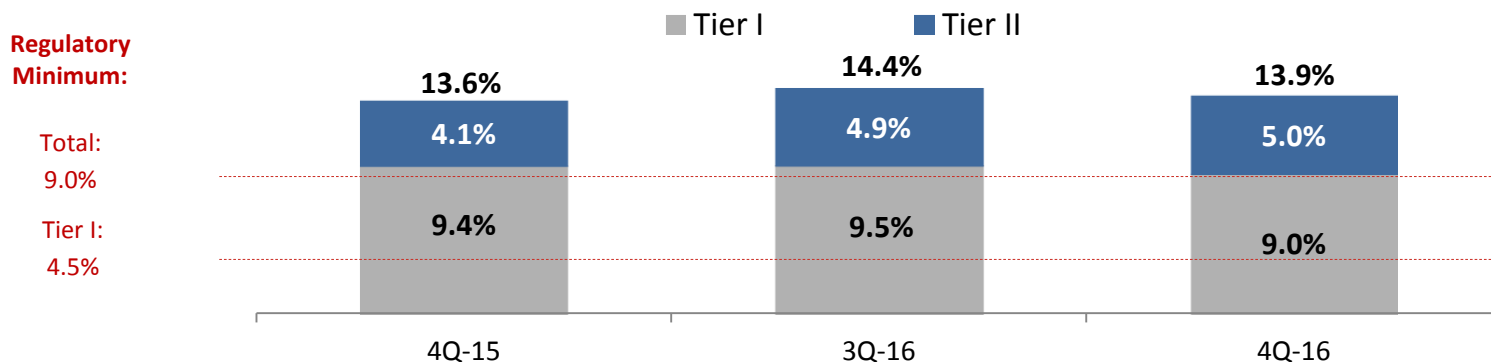
Figures in Ps. Trillions

Attributable Equity + Minority Interest

Shareholders' Equity



Consolidated Capital Adequacy (2)



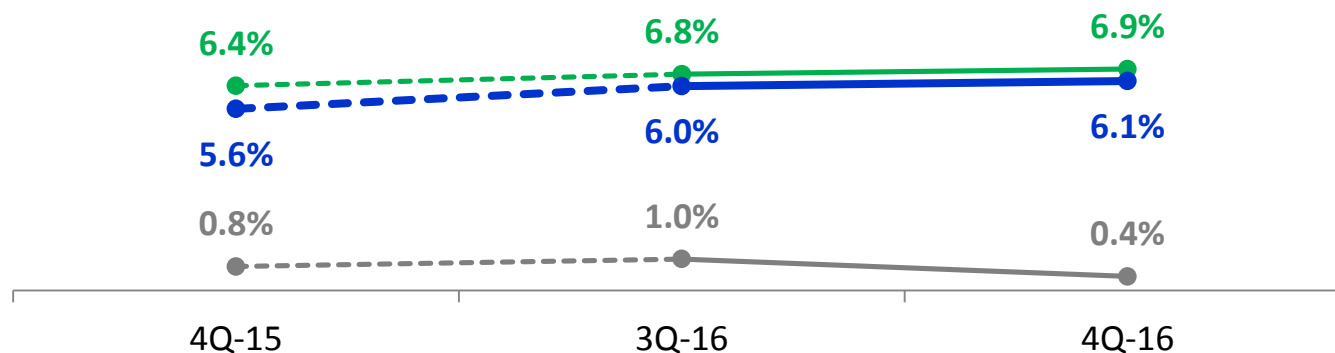
(1) Tangible Capital ratio is calculated as Total Equity minus Goodwill and others Intangible Assets / Total Assets minus Goodwill and other Intangible Assets.
 (2) Capital Ratios are calculated under the methodology of the Colombian Superintendency of Finance. The capitalization generated by the deconsolidation of Corficolombiana was included as Tier II in 3Q-16 and as Tier I in 4Q-16.

Quarterly Net Interest Margin

Net Interest Income ⁽¹⁾ (Billion COP)				
4Q-15	3Q-16	4Q-16	Growth Rate	
			4Q16/4Q15	4Q16/3Q16
1,486.6	1,589.1	1,654.0	11.3%	4.1%

Net Interest Income ⁽¹⁾ (Billion COP)		
2015 FY	2016 FY	Growth Rate
		2016/2015
5,418.0	6,303.5	16.3%

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



2015 FY	2016 FY
5.6%	5.9%
6.4%	6.7%
1.2%	0.4%

Yield on loans

9.8%

11.3%

11.4%

2015 FY 2016 FY

9.7%

11.0%

Yield on fixed income
(includes Interbank Funds)

4.2%

5.5%

4.9%

4.5%

4.7%

Average Funding
Cost / Total Int.
Bearing Funding

3.5%

4.6%

4.5%

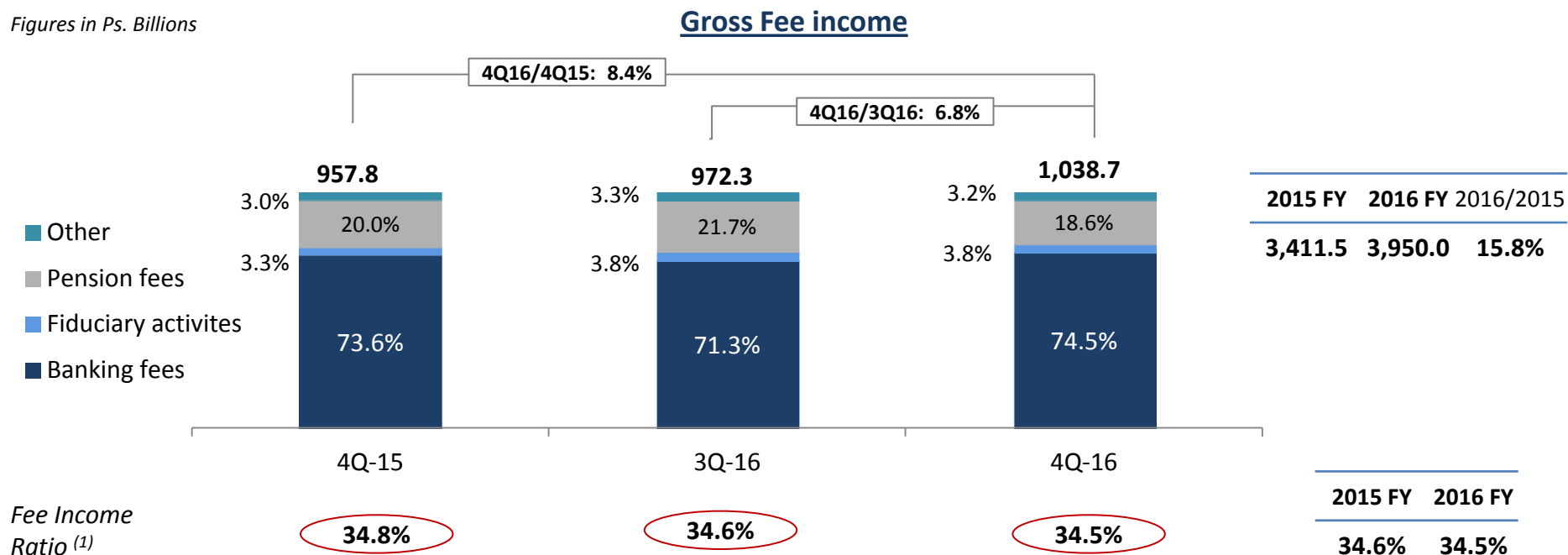
3.4%

4.3%

Source: Banco de Bogotá. Consolidated Figures.

- (1) Net interest Income includes: Net interest income + Net trading income from investment securities held for trading + Net income from Central American hedging activities.
- (2) Investments' Net Interest Margin : Net Interest income on fixed income securities + Net trading income from investment securities held for trading + income from interbank and overnight funds / Average securities + Interbank and overnight funds.
- (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



Other Operating Income

	4Q-15	3Q-16	4Q-16	2015 FY	2016 FY
Derivatives and foreign exchange gains (losses), net ⁽²⁾	159.2	134.5	123.4	420.0	560.4
Other Income ⁽³⁾	132.3	73.4	212.7	428.4	516.7
Equity method income from associates, dividend income ⁽⁴⁾	15.6	39.1	-14.2	180.2	114.0
Non Recurrent Income from deconsolidation Corficolombiana				0	2,183.6
Total Other Operating Income	307.1	247.0	321.9	1,028.7	3,374.7

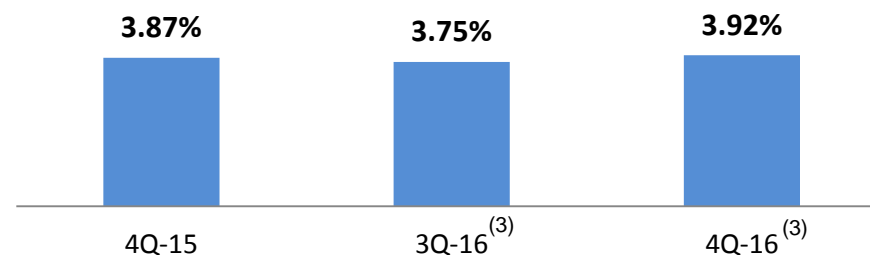
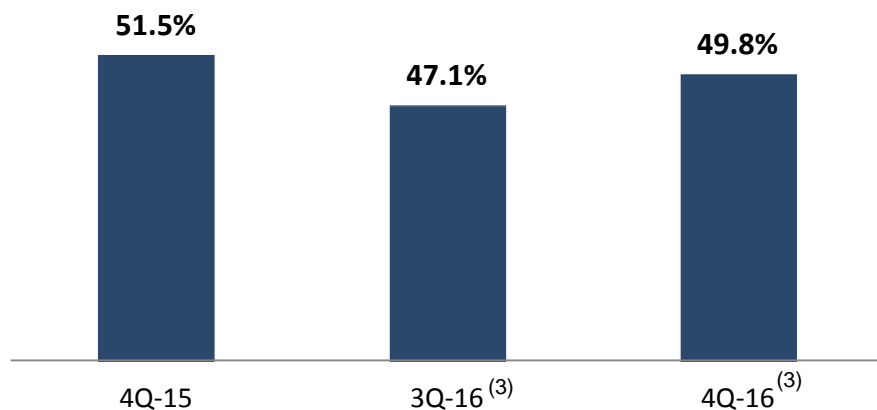
- (1) Fee Income ratio is calculated: Gross Fee income / Net interest income before provision + Gross fee income + Net trading income from investment securities held for trading + Other Income.
- (2) Derivatives and foreign exchange gains (losses), net includes the portion of "Net Trading Income" related to derivatives and Net foreign exchange gains (losses). For presentation purposes we present this line with reclassifications.
- (3) Other income includes: Net gain on sale of investments, earnings on the sale of non-current assets held for sale and other income. 4Q-16 includes \$126 billion COP of non recurrent income associated with the fair value of our 16.4% share in Credibanco.
- (4) Equity method income from associates includes Corficolombiana, Pizano and ATH. 4Q-16 includes an impairment loss in Episol, a wholly owned subsidiary of Corficolombiana, for \$99 billion COP related to its CRDS Investment; as result Banco de Bogotá was affected by COP \$31.7 billions in the income statement and COP \$6.5 billion in Other Comprehensive Income as per its 38.3% participation in Corficolombiana.

Operating Expenses/ Total Income⁽¹⁾

2015 FY	2016 FY ⁽³⁾
49.2%	48.8%

Operating Expenses/Average Assets ⁽²⁾

2015 FY	2016 FY ⁽³⁾
3.67%	3.82%



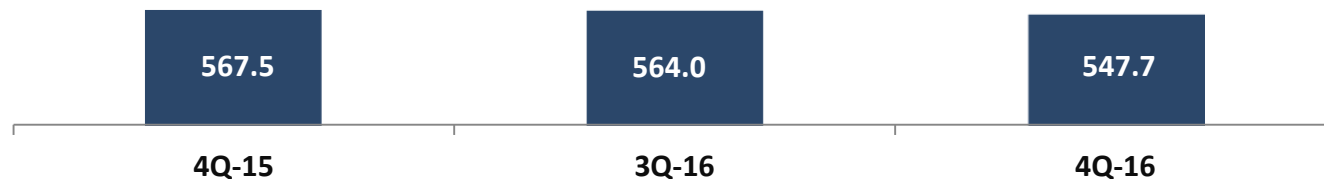
1/ Calculated as Personnel plus administrative expenses divided by net interest income plus net trading income, income on sale of investment and held for sale assets and fees and other services income, net (excluding other income)

2/ Calculated as annualized personnel plus administrative and other expenses divided by average of total assets.

3/ Efficiency Ratios are excluding COP\$ 121.4 billion of one time expenses (personnel severance, amortizations and other administrative expenses); including the one time expenses the ratio was 49.9% for 2016 FY. For 3Q-16 and 4Q-16 one time expenses are COP \$30.8 billion and COP \$90.6 billion respectively; efficiency ratios including one time expenses were 48.3% and 53.2% respectively

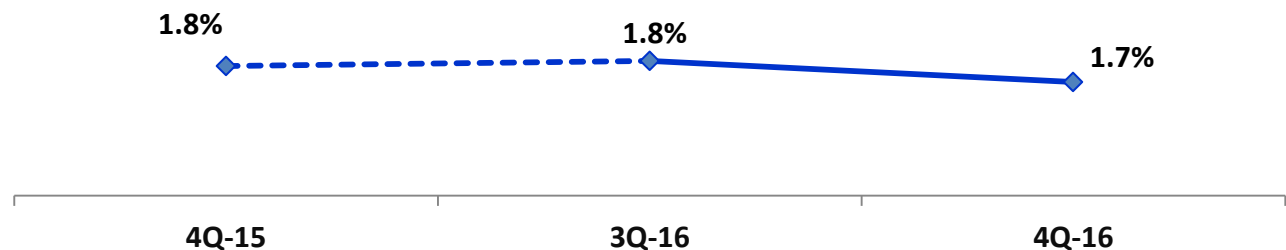
Figures in Ps. Billions

Net Income attributable to controlling interest



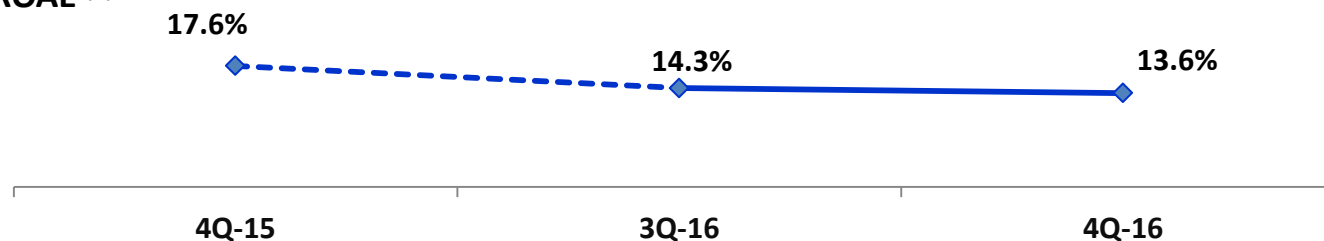
2015 FY	2016 FY ⁽⁴⁾
1,903.0	2,062.7

ROAA ⁽¹⁾



2015 FY	2016 FY
1.8%	1.8%

ROAE ⁽²⁾



2015 FY	2016 FY ⁽³⁾
17.2%	15.4%

(1) ROAA for each quarter is calculated as annualized Net Income divided by average of total assets.

(2) ROAE for each quarter is calculated as annualized Net Income attributable to shareholders divided by average attributable shareholders' equity.

(3) ROAE Proforma including CFC Capitalization of COP\$2.2 Trillion for 2015 FY and 2016 FY was 14.5% and 14.1% respectively. All the profitability ratios are calculated without wealth tax.

(4) If the non-recurring income from the deconsolidation of CFC is included (COP \$2.2 trillion), Attributable Net Income for 2016 is COP \$4,246.3 billion

Note: Equity for 4Q15 includes an estimation of non recurring income from deconsolidation of CFC, for comparative purposes.