

Banco de Bogotá



1Q-2019 Consolidated Results Conference Call

FULL IFRS

May 28th, 2019

Banco de Bogotá is an issuer of securities in Colombia and, as such, it is required to comply with periodic reporting requirements and corporate governance practices. As a financial institution, the Bank is subject to inspection and surveillance from Colombia's Superintendency of Finance.

The financial information included in this report was prepared with unaudited consolidated financial information, in accordance with IFRS as currently issued by the IASB. Details of the calculations of Non GAAP measures such as ROAA and ROAE, among others, are explained when required in this report.

The Colombian peso/dollar end-of-period annual devaluation as of March 31, 2019 was 14.2%. Quarterly revaluation was 2.3%. In this report, calculations of growth, excluding the exchange rate movement of the Colombian Peso, use the exchange rate as of March 31, 2019 (COP 3,174.79).

Banco de Bogotá has adopted IFRS 16 retrospectively from January 1, 2019 but has not restated comparatives for the 2018 reporting period, as permitted under the specific transitional provisions in the standard. The reclassifications and the adjustments arising from the new leasing rules are therefore recognized in the opening Condensed Consolidated Statement of Financial Position on January 1, 2019. Consequently, quarterly results for 2019 are not fully comparable to previous periods.

IFRS 16 introduced a single, on-balance sheet accounting model for lessees. As a result, Banco de Bogotá, as a lessee, has recognized right-of-use assets representing its rights to use the underlying assets, and lease liabilities representing its obligation to make lease payments. Lessor accounting remains similar to previous accounting policies. Assets and liabilities arising from a lease are initially measured on a present value basis. The lease payments are discounted using the interest rate implicit in the lease, if that rate can be determined, or the group's incremental borrowing rate.

Also, the results for Q1-2018 are not comparable to previous quarters due to the prospective adoption in Colombia of IFRS 9 starting in January 1, 2018. The previously reported figures for 1Q2018 have been adjusted for presentation purposes to reflect the treatment of provision charges to stage 3 loans as described under IFRS 9 and detailed in KPMG's practical guide to IFRS standards, whose content we learnt post the 2Q2018 conference call and which clarifies the methodology that needs to be used to fully adopt this new standard.

This report includes forward-looking statements. In some cases, you can identify these forward-looking statements by words such as "may," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of these and other comparable words. Actual results and events may differ materially from those anticipated herein as a consequence of changes in general, economic and business conditions, changes in interest and currency rates and other risk factors. Recipients of this document are responsible for the assessment and use of the information provided herein. Matters described in this presentation and our knowledge of them may change extensively and materially over time but we expressly disclaim any obligation to review, update or correct the information provided in this report, including any forward looking statements, and do not intend to provide any update for such material developments prior to our next earnings report. The content of this document and the figures included herein are intended to provide a summary of the subjects discussed rather than a comprehensive description.

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

Attributable Net Income for the period was \$697.1 billion pesos, which represented a 14.3% increase versus 1Q18.

Key Metrics

Commentary

Profitability

- ROAA: 1.9% / ROAE: 15.2%
- Net Interest Margin: 5.9%
- Fee Income Ratio: 34.7%
- Efficiency Ratio: 49.9%

- ROAA increased 15 bps. ROAE increased 32 bps.
- NIM increased 42 bps.
- Fee income increased 7.5% primarily due to banking services and credit cards.
- Efficiency improved 97 bps.

Balance Sheet

- Gross Loans: \$108.4 Ps. trillion
- Total Deposits: \$106.4 Ps. trillion
- Deposits / Net Loans: 1.03x
- Deposits % Funding: 78.6%

- Gross Loans increased 8.3%; excluding FX, growth was 2.0%.
- Total Deposits increased 9.4%; excluding FX, growth was 3.0%.
- Deposits / Net Loans has remained stable.

Credit & Capital

- 90+ Days PDL Ratio⁽¹⁾: 2.8%
- Net Cost of Risk⁽²⁾: 2.2%
- Tier 1 Ratio: 9.6%
- Total Solvency: 13.0%

- 90+ Days PDL Ratio, excluding Leasing Corficolombiana increased 23 bps.
- Net Cost of Risk, excluding Leasing Corficolombiana increased 21 bps.
- Tier 1 and Total Solvency ratios are both well above regulatory minimums.

Note: Changes / growths refer to 1Q19 over 1Q18, unless otherwise stated. ROAA & ROAE calculated as annualized net income divided by average total assets and attributable shareholders equity, respectively.

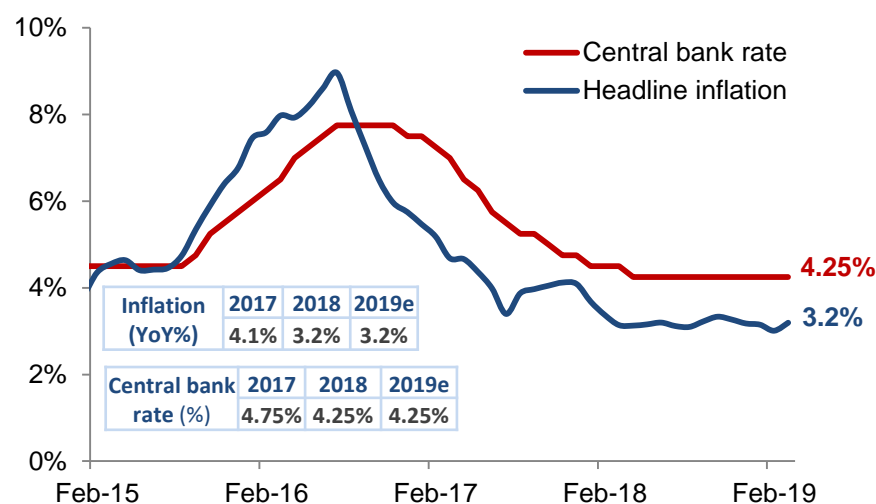
(1) 90+ days PDL Ratio excludes past due from Leasing Corficolombiana. Including this extraordinary the 90+ days PDL ratio was 2.84%

(2) Net Cost of Risk excludes Leasing Corficolombiana portfolio from the average loans. Including this portfolio this ratio was 2.17%

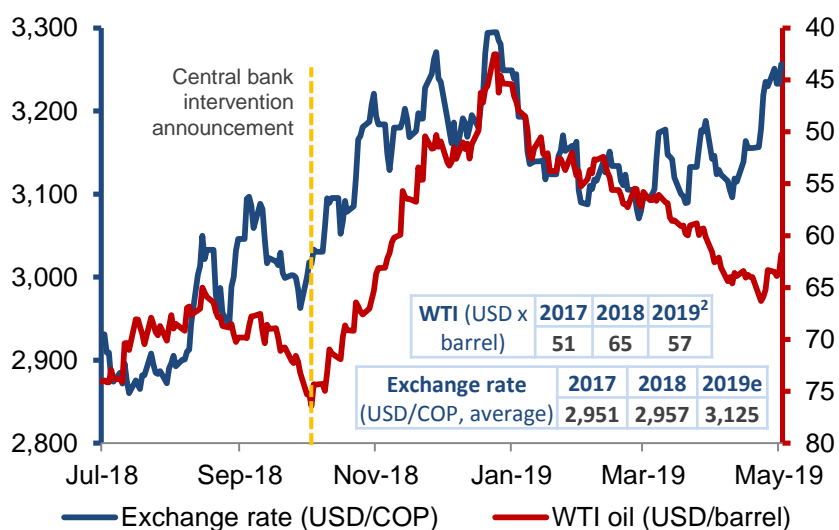
GDP¹ (YoY %, 12-month)



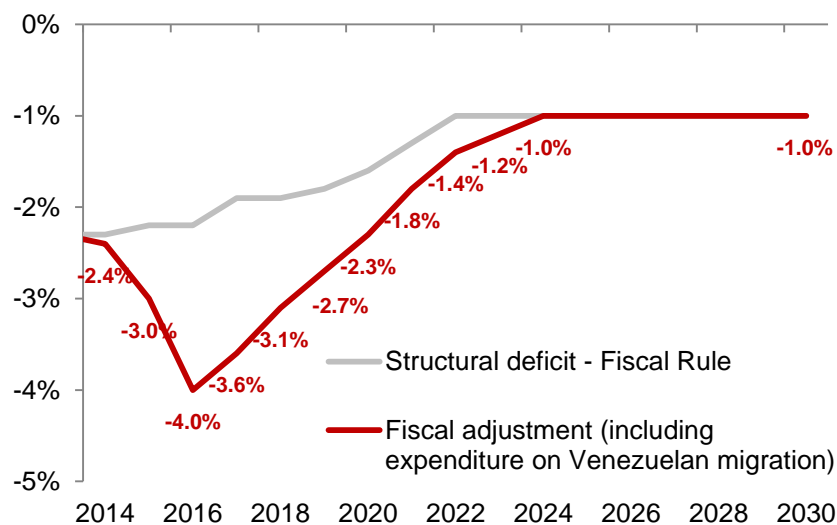
Inflation vs. Central bank rate (YoY%, %)



Exchange rate vs. WTI oil (USD/COP, USD x barrel)

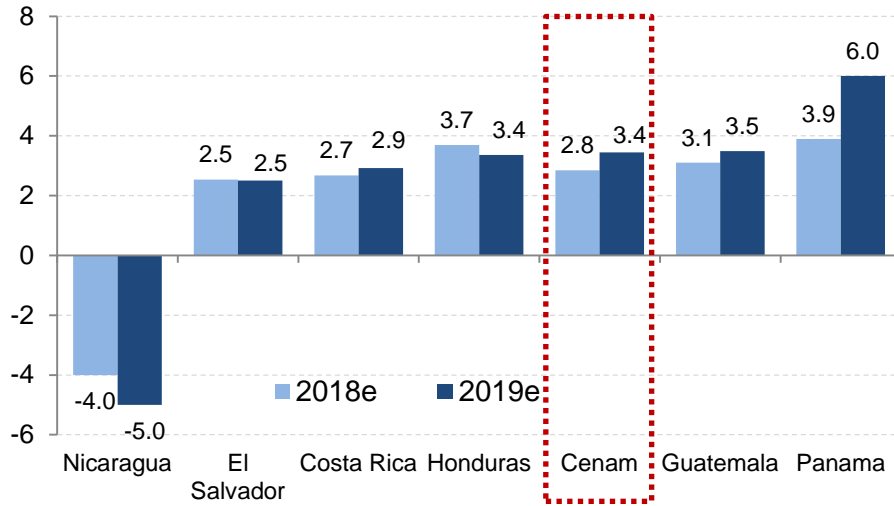


Fiscal balance Central Government (% GDP)

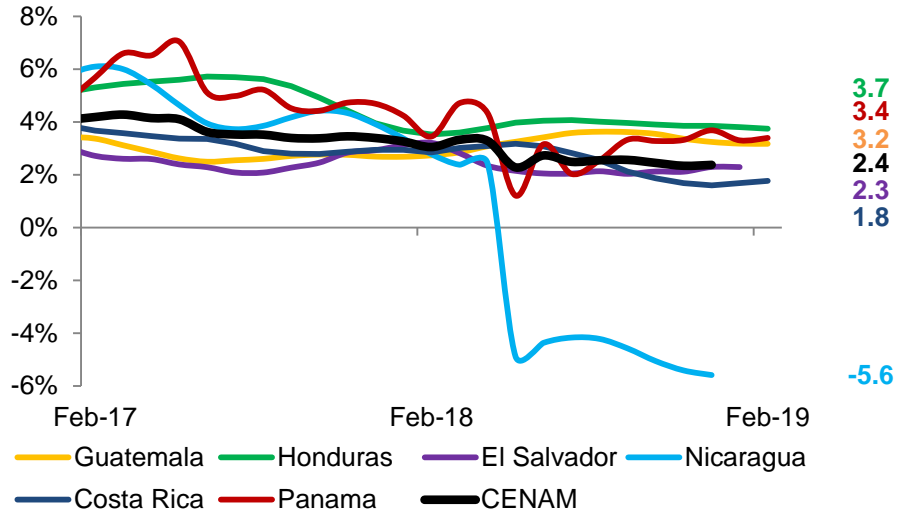


Source: DANE, Banco de la República, Bloomberg, Economic Research Banco de Bogotá. 1. Seasonally and calendar-day adjusted. 2. Average year-to-date.

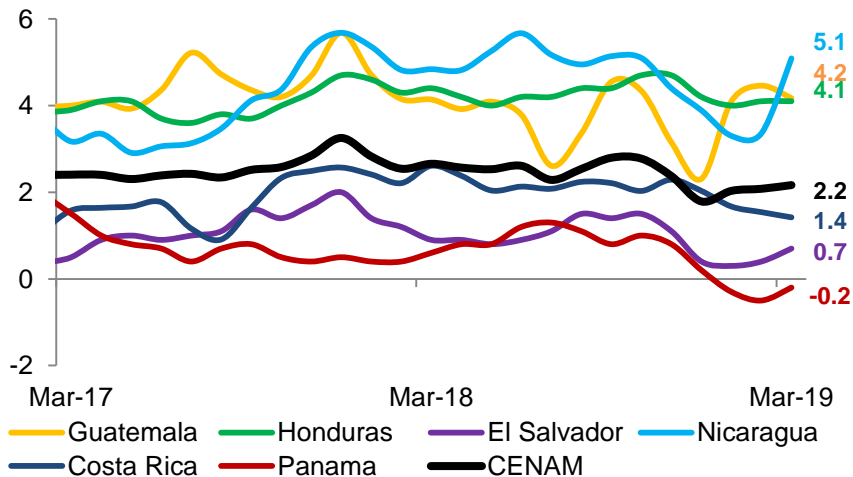
GDP¹ (YoY %)



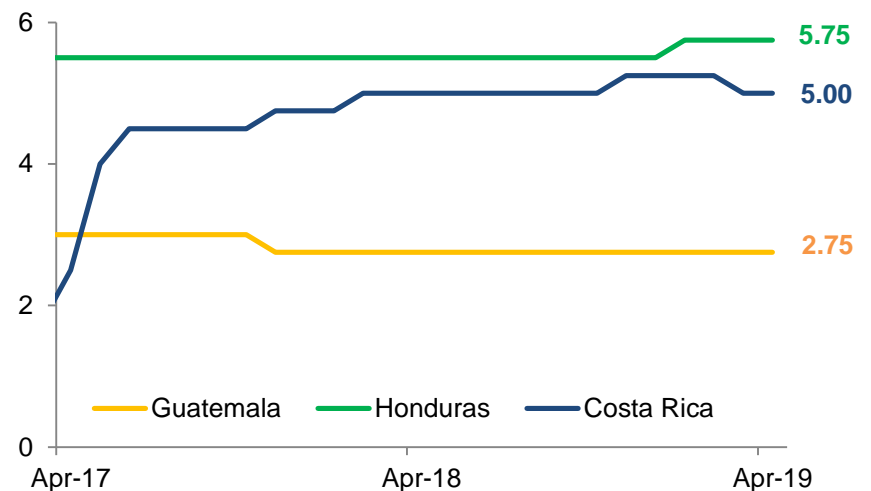
Activity Index² (YoY %)



Inflation (YoY %)



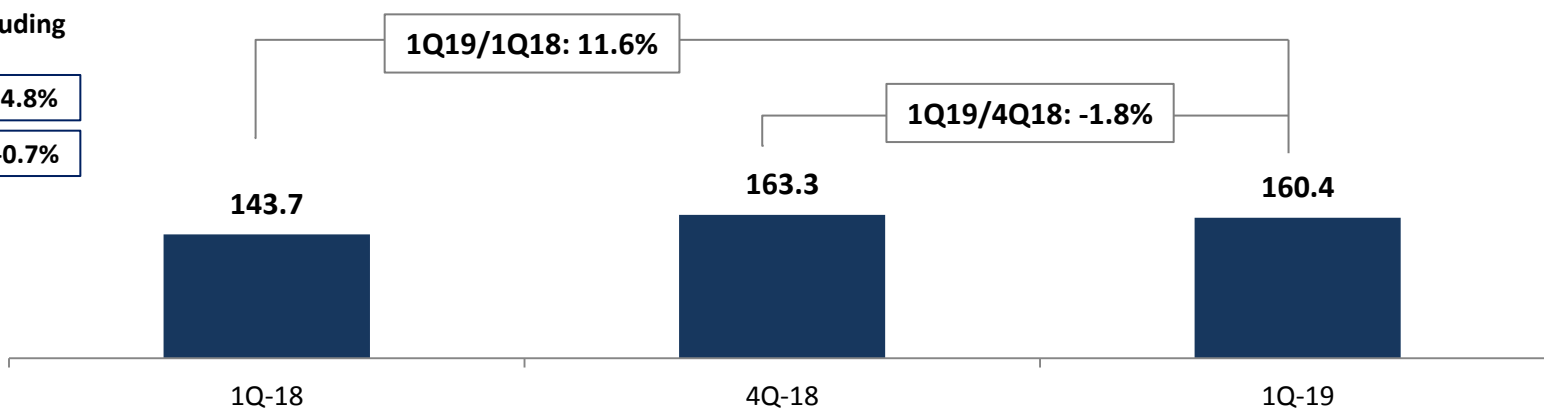
Central bank interest rate (%)



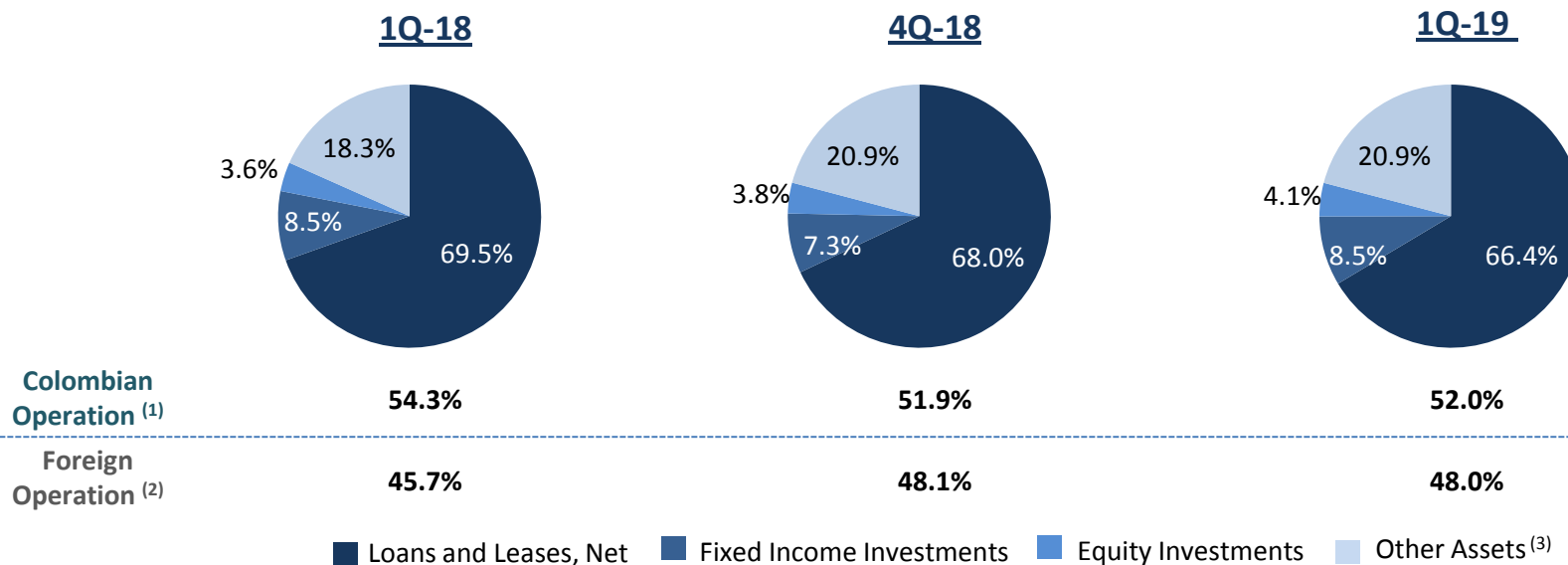
Figures in Ps. Trillions

Growth excluding FX
1Q19/1Q18: 4.8%
1Q19/4Q18: -0.7%

Total Assets



Assets Breakdown



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

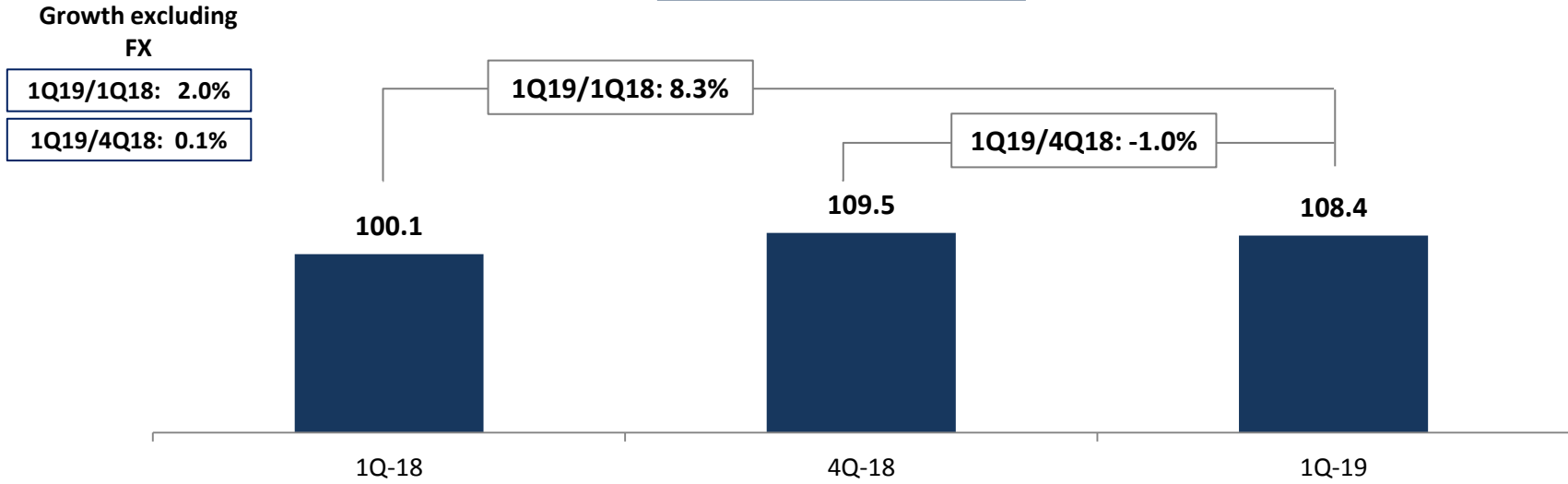
(2) Foreign operations reflect BAC Credomatic operations in Central America.

(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, Other Accounts Receivable, Derivatives used for hedging, Other Assets and Income Tax Assets (Deferred Tax Asset and Liability are included on a net basis)

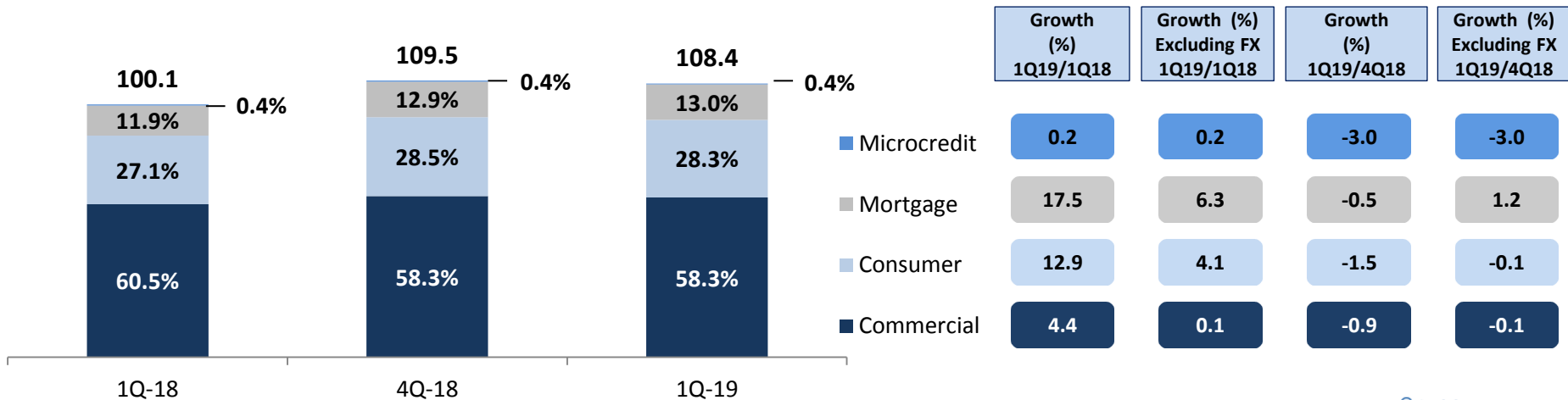
Consolidated Loan Portfolio Breakdown by Business Segment

Figures in Ps. Trillions

Gross Loan Portfolio (1)



Gross Loan Portfolio Breakdown

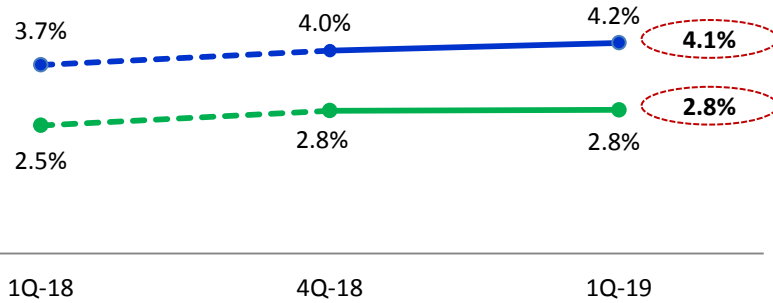


(1) Gross Loans exclude Repos & interbanks

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

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

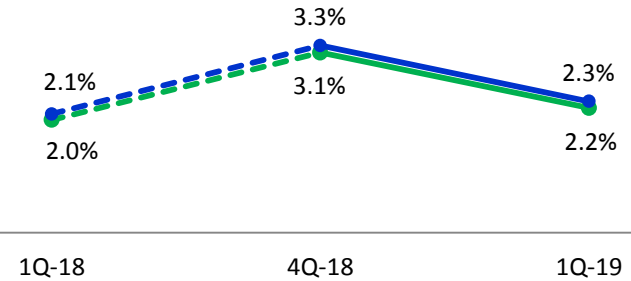
Excluding Leasing CFC⁽²⁾



Cost of Risk ⁽¹⁾

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

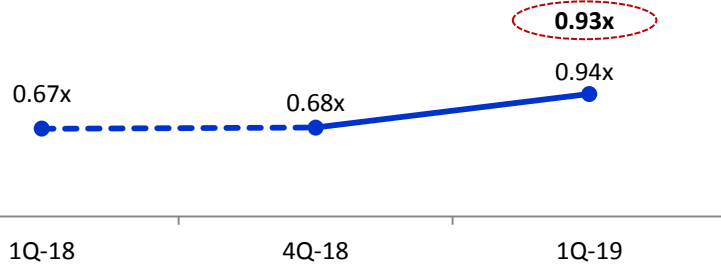
● Provision loss / Average Loans



Charge-offs ⁽¹⁾ / Average 90 days PDLs

Excluding Leasing CFC⁽²⁾

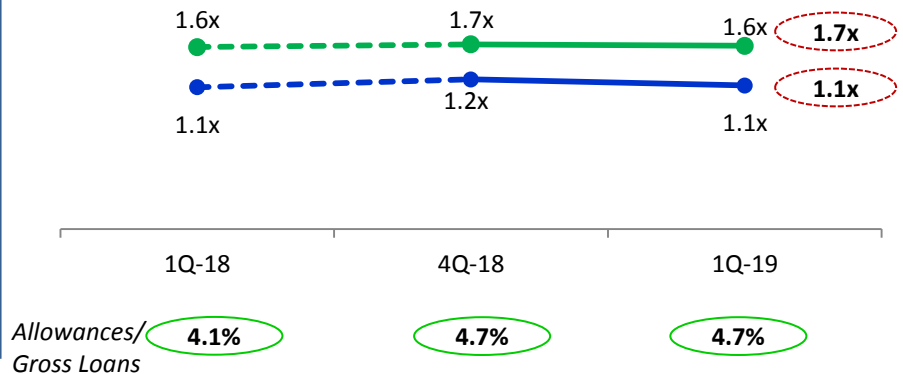
● Charge-offs / Average 90 days PDLs
○ Charge-offs / Average Loans



Coverage

● Allowances / 30 days PDLs ● Allowances / 90 days PDLs

Excluding Leasing CFC⁽²⁾



Charge-offs / Average Loans

Allowances / Gross Loans

(1) Annualized
(2) Exclude the extraordinary 30 days PDLs and 90 days PDLs from Leasing Corficolombiana

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

	<u>Colombia COP</u>			<u>Central America USD</u>		
	<u>1Q-18</u>	<u>4Q-18</u>	<u>1Q-19</u>	<u>1Q-18</u>	<u>4Q-18</u>	<u>1Q-19</u>
Delinquency Ratio						
30 day PDLs / Gross Loans	4.6%	5.1%	5.1%	2.6%	2.8%	3.1%
<i>Excluding Leasing Corficolombiana</i>			<i>4.9%</i>			
90 day PDLs / Gross Loans	3.6%	4.2%	4.1%	1.1%	1.3%	1.5%
<i>Excluding Leasing Corficolombiana</i>			<i>3.9%</i>			
Cost of Risk						
Provision Loss, net of recoveries of charge-off	2.1%	3.4%	2.1%	1.8%	2.8%	2.3%
Charge-Off Ratio						
Charge offs / 90 days PDLs	0.4x	0.4x	0.8x	1.7x	1.5x	1.4x
Charge offs / Avg Loans	1.4%	1.8%	3.4%	2.0%	2.0%	1.9%
Coverage						
Allowance / 30 days PDLs	1.1x	1.2x	1.2x	1.1x	1.1x	1.0x
<i>Excluding Leasing Corficolombiana</i>			<i>1.2x</i>			
Allowances / 90 days PDLs	1.4x	1.5x	1.5x	2.5x	2.2x	2.1x
<i>Excluding Leasing Corficolombiana</i>			<i>1.5x</i>			
Allowances / Gross Loans	5.1%	6.3%	6.0%	2.8%	3.0%	3.1%

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

	<u>30 days PDLs</u>			<u>90 days PDLs</u>		
	<u>1Q-18</u>	<u>4Q-18</u>	<u>1Q-19</u>	<u>1Q-18</u>	<u>4Q-18</u>	<u>1Q-19</u>
Commercial	3.0%	3.4%	3.5%	2.6%	3.0%	3.1%
<i>Excluding Leasing Corficolombiana</i>			<i>3.4%</i>			<i>2.9%</i>
Consumer	5.3%	5.2%	5.3%	2.6%	2.6%	2.5%
Mortgage	3.5%	3.7%	4.2%	1.7%	2.0%	2.2%
Microcredit	15.5%	16.5%	16.1%	11.0%	12.3%	11.8%
Total Loans	3.7%	4.0%	4.2%	2.5%	2.8%	2.8%
<i>Excluding Leasing Corficolombiana</i>			<i>4.1%</i>			<i>2.8%</i>
Coverage Ratio	1.1x	1.2x	1.1x	1.6x	1.7x	1.6x
<i>Excluding Leasing Corficolombiana</i>			<i>1.1x</i>			<i>1.7x</i>

Figures in Ps. Trillions

Total Funding

Growth excluding FX

1Q19/1Q18: 5.1%

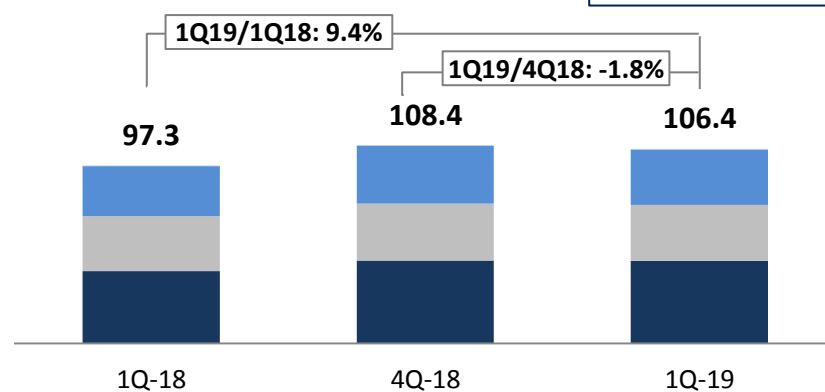
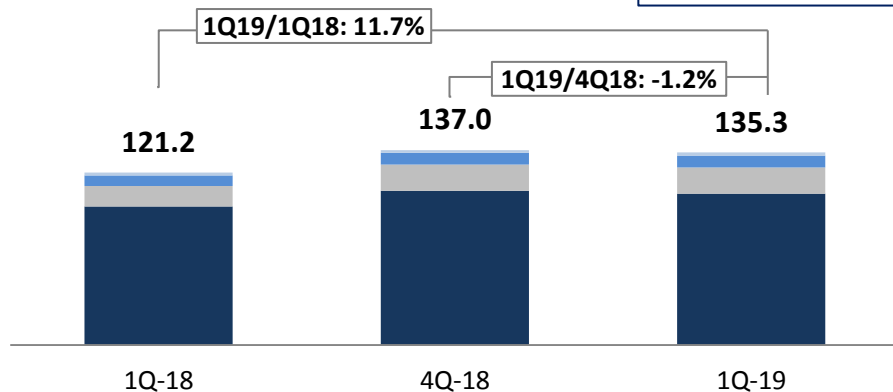
1Q19/4Q18: -0.1%

Total Deposits

Growth excluding FX

1Q19/1Q18: 3.0%

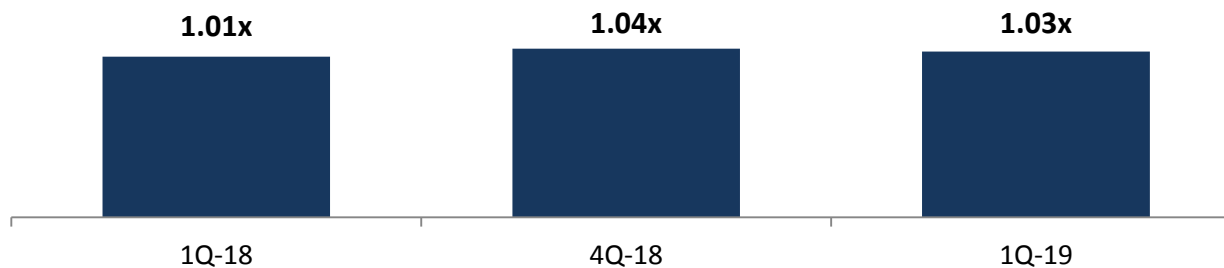
1Q19/4Q18: -0.8%



%	1Q-18	4Q-18	1Q-19
Deposits	80.3	79.1	78.6
Banks and others	12.0	13.4	13.6
Long Term Bonds	6.0	6.0	6.0
Interbank Borrowings	1.7	1.4	1.7

%	1Q-18	4Q-18	1Q-19
Time Deposits	40.7	41.7	42.4
Saving Accounts	30.9	28.7	28.8
Checking Accounts	28.0	29.2	28.5
Others ⁽¹⁾	0.4	0.3	0.4

Deposits / Net Loans (%)⁽²⁾

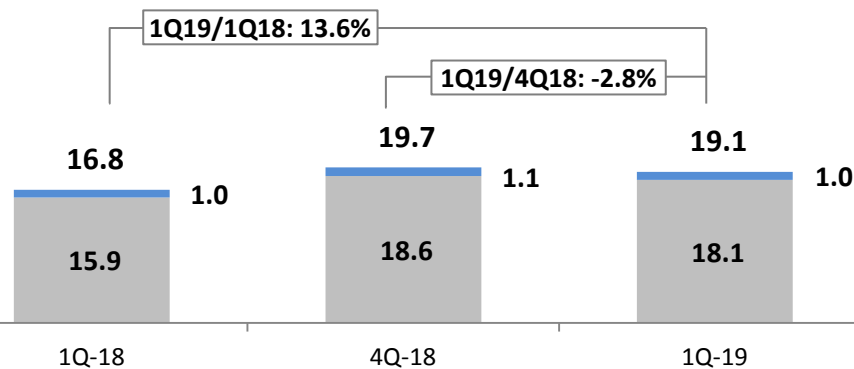


(1) Other Deposits include: Deposits from other Banks and Correspondent Accounts, Banking Services Liabilities, Collection Banking Services and Other Deposit.

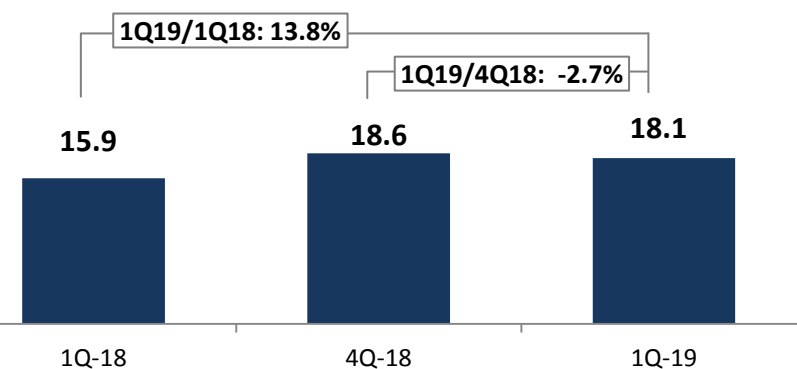
(2) Net Loans include commercial, consumer, mortgages, microcredit and allowances. Deposits include checking, savings, time deposits and other deposits.

Figures in Ps. Trillions

Attributable Equity + Minority Interest



Shareholders' Equity



■ Shareholders' Equity

■ Non-controlling interest

Period	Total Equity / Assets	Tangible Capital Ratio ⁽¹⁾
1Q-18	11.7%	8.0%
4Q-18	12.0%	8.4%
1Q-19	11.9%	8.3%

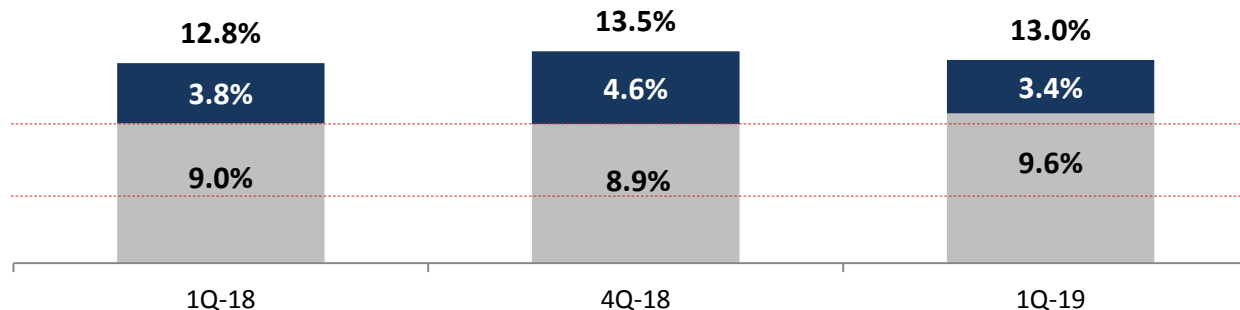
Consolidated Capital Adequacy⁽²⁾

■ Tier I ■ Tier II

Regulatory Minimum:

Total: 9.0%

Tier I: 4.5%



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

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

Quarterly Net Interest Margin

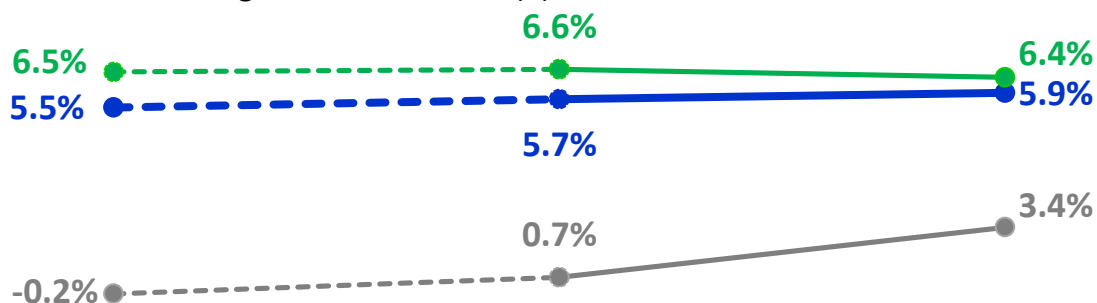
Growth excluding
FX

1Q19/1Q18: 3.2%

1Q19/4Q18: 0.4%

Net Interest Income (Billions of COP)					
			Growth Rate		
1Q-18	4Q-18	1Q-19	1Q19/1Q18	1Q19/4Q18	
1,657.8	1,791.6	1,791.3	8.1%	0.0%	

● Net Interest Margin (1) ● Net Interest Margin on Loans (2)
● Net Interest Margin on Investments (3)



	1Q-18	4Q-18	1Q-19
Yield on loans	10.1%	10.3%	10.0%
Yield on fixed income (includes Interbank Funds)	3.3%	4.4%	7.0%
Average Funding Cost / Total Int. Bearing Funding	3.7%	3.8%	3.7%

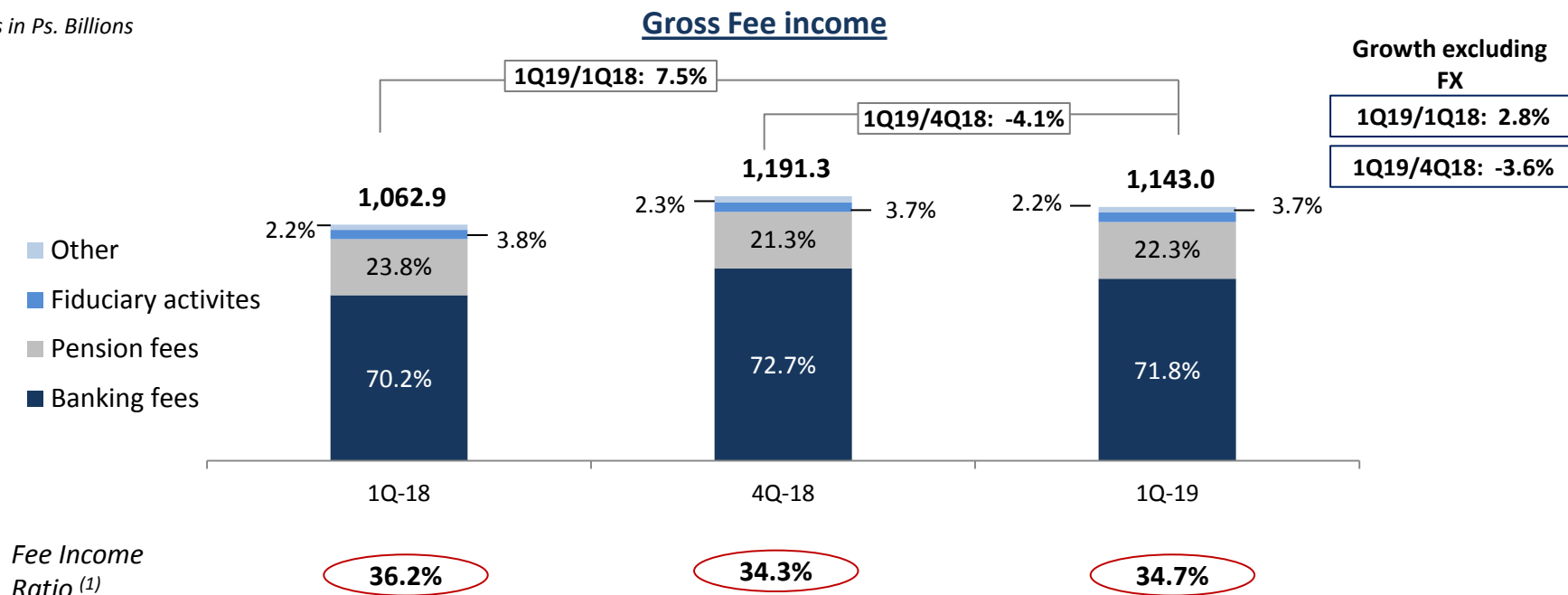
Source: Banco de Bogotá. Consolidated Figures.

(1) Net Interest Income + Net trading income from investment securities held for trading + Net income from Central American hedging activities for the period, annualized / Average interest earning assets.

(2) Loans Net Interest Margin: Net Interest Income on Loans for the period, annualized / Average loans and financial leases.

(3) 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 + Net income from Central American hedging activities for the period, annualized / Average securities + Interbank and overnight funds.

Figures in Ps. Billions



Other Operating Income

	1Q-18	4Q-18	1Q-19
Derivatives and foreign exchange gains (losses), net	139.8	236.1	53.9
Gain (loss) on investments, net ⁽²⁾	-23.4	-18.7	131.7
Other Income ⁽³⁾	53.1	401.8	80.1
Equity method income from associates, dividend income ⁽⁴⁾	89.3	238.3	151.6
Total Other Operating Income	258.8	857.5	417.3

(1) Fee Income ratio is calculated: Gross Fee income / Net interest income before provision + Gross fee income + Total Other Operating Income, net (excluding others).

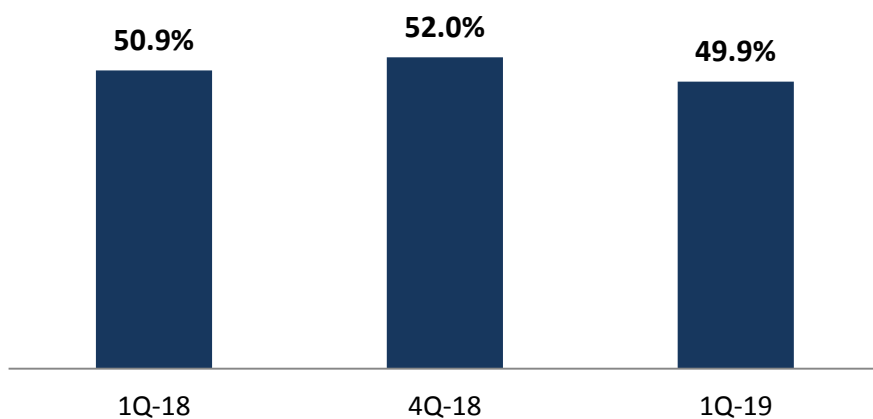
(2) Gain (loss) on investments, net includes: Net trading income from investment securities held for trading.

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

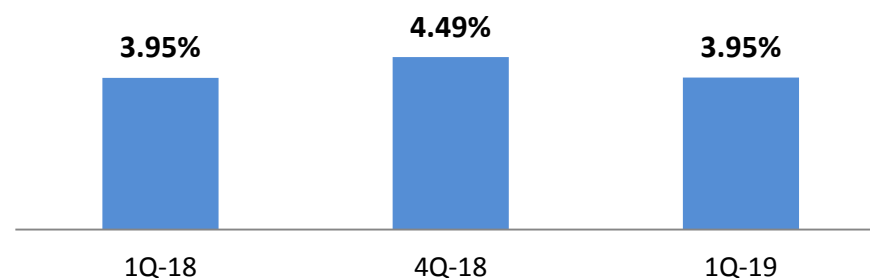
(4) Equity method income from associates includes Corficolombiana, Casa de Bolsa, Pizano and ATH.

Efficiency (Billions of COP)							
	1Q-18	4Q-18	1Q-19	Growth Rate		Excluding FX	
				1Q19/1Q18	1Q19/4Q18	1Q19/1Q18	1Q19/4Q18
Total Other expenses	1,446,5	1,749,6	1,599.8	10.6%	-8.6%	5.1%	-8.1%
Total Income	2,841.7	3,362.0	3,204.0	12.7%	-4.7%	7.7%	-4.3%

Cost to income (1)



Cost to Assets (2)



(1) Calculated as Total other expenses, divided by net interest income from commissions and fees, net trading income, net income from other financial instruments mandatory at FVTPL and total other income

(2) Calculated as annualized total other expenses divided by average total assets

Banco de Bogotá



Pioneer in Colombia -
100% digital products



“Virtual Bank”
new online banking
platform

38%

digital sales,
savings accounts and
credit cards

617%

increase in digital
products, Y-o-Y

92%

of all banking
transaction performed
outside of branches



Customized content and
process automation

45%
Growth

More than 175,000
products sold online



Focus on enhancing
digital platforms



+2.4 M
Digital Clients
27% Growth

BdB

31%
(Growth year-over-year)

1.2 M
Active users in Colombia

BAC

24%
(Increase in Q1 2018)

+250.000
New customers



**WINNING DIGITAL
STRATEGY**



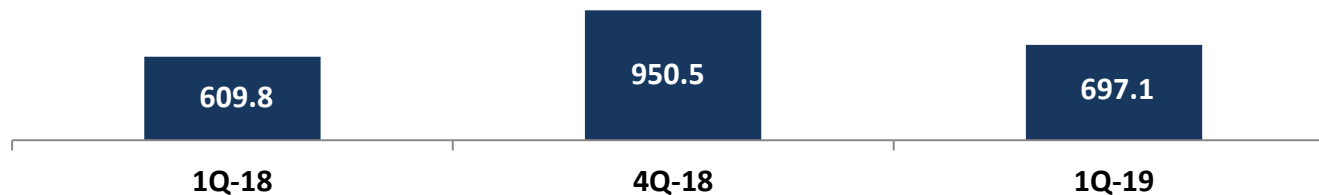
- Omni-channel solution



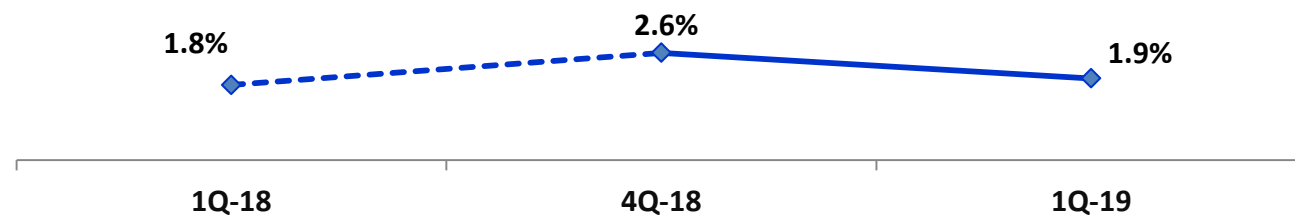
- Fewer locations (5% of our branches in 2019)
- Upgrading and investing in the branches

Figures in Ps. Billions

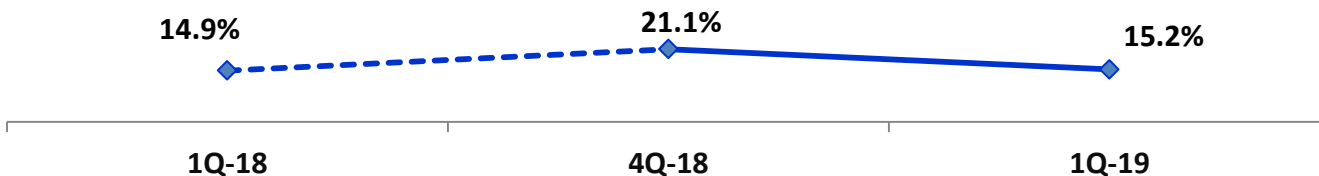
Net Income attributable to controlling interest



ROAA (2)



ROAE (3)



(1) ROAA for each quarter is calculated as annualized Net Income divided by average of total assets. For 1Q-18 average is calculated between January 1st, 2018 (adoption IFRS 9) and March 31st, 2018

(2) ROAE for each quarter is calculated as annualized Net Income attributable to shareholders divided by average attributable shareholders' equity. For 1Q-18 average is calculated between January 1st, 2018 (adoption IFRS 9) and March 31st, 2018.