

Conference Call  
FULL IFRS Aug 17<sup>th</sup>, 2021

# 2Q-2021 Consolidated Results



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.



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 quarterly devaluation as of June 30, 2021 was 1.9%. In this report, calculations of growth, excluding the exchange rate movement of the Colombian Peso, use the exchange rate as of June 30, 2021 (COP 3,748.50).




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. "Excluding FX" refers to the impact of the exchange rate on our Central American operation.



## 2021 Second Quarter Performance Overview

Attributable Net Income for **2Q-2021** was **\$863.4 billion pesos**, resulting in a **16.0%** ROAE.

	Key Metrics		Comments
 <b>Profitability</b>	<b>1.8%</b> ROAA	<b>16.0%</b> ROAE	<ul style="list-style-type: none"> <li>Profitability ratios were resilient to the social unrest observed during the quarter.</li> <li>Quarterly improvement of 36 bps on NIM was led by NIM on investments.</li> <li>Fee income continues to surpass \$1.2 trillion pesos quarterly.</li> <li>Efficiency ratio below 50% annual target; Cost to Assets has remained stable.</li> </ul>
	Net Interest Margin	<b>4.9%</b>	
	Fee Income Ratio	<b>31.8%</b>	
	<b>49.8%</b> Efficiency Ratio	<b>3.4%</b> Cost to Assets Ratio	
 <b>Balance Sheet</b>	Gross Loans	<b>\$ 145.9</b> <small>Ps. Trillion</small>	<ul style="list-style-type: none"> <li>Gross Loans increased 2.9% YoY and 2.2% QoQ . Exc. FX growth was 3.0% YoY and 1.2% QoQ.</li> <li>Total Deposits grew 7.0% YoY, 7.1% excluding FX; led by demand deposits, in line with market liquidity preferences.</li> <li>Deposits / Net Loans continues at 1.15x, reflecting a prudent liquidity position.</li> </ul>
	Total Deposits	<b>\$ 158.9</b> <small>Ps. Trillion</small>	
	Deposits / Net Loans	<b>1.15x</b>	
	Deposits % Funding	<b>83.1%</b>	
 <b>Credit &amp; Capital</b>	90+ Days PDL Ratio	<b>3.3%</b>	<ul style="list-style-type: none"> <li>90+ Days PDL Ratio increased 8 bps QoQ.</li> <li>Net Cost of Risk decreased 24 bps quarterly, illustrating gradual reversion to historical levels.</li> <li>Capital Adequacy remains solid and well above regulatory minimums.</li> </ul>
	Net Cost of Risk:	<b>2.2%</b>	
	Total Tier 1:	<b>10.2%</b>	
	Total Solvency:	<b>12.5%</b>	







# Porvenir Shareholders' Agreement

On July 28<sup>th</sup> 2021, a shareholders' agreement was subscribed, whereby Grupo Aval, ultimate parent of Porvenir, became its direct controlling entity. Consequently, Banco de Bogotá will cease to consolidate Porvenir and will begin to account it as an Equity Investment.

## Transaction Rationale

- Optimize Grupo Aval's structure, reinforcing its conglomerate nature.
- Allow Banco de Bogotá to increase focus on its core banking operation.
- No changes in Porvenir's shareholder structure.
- Banco de Bogotá continues benefiting from business diversification.
- More efficient use of Banco de Bogotá's capital.

## Banco de Bogotá's Updated Structure

	Main Subsidiaries		Main Associated	
	 BAC Central American Banking Group	 multibank Panamenian Bank	 porvenir Pension Fund	 Caricolombiana Merchant Bank
Grupo Aval			20.0%	8.4%
Banco de Bogotá	100.0%	99.6%	46.9% <sup>(1)</sup>	34.1%
Banco de Occidente			33,1% <sup>(2)</sup>	4.1%
Banco Popular				5.1%
Others			0,0%	48.3%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## Expected Main Impacts for 3Q-21 Consolidated Results

- Asset reduction mainly on Investment and Trading Assets. Porvenir's liabilities will be deconsolidated.
- Consolidated P&L will present lower: fee income, net gains on investments, derivatives & foreign exchange positions and operational expense as Porvenir's results will be recognized through the Equity Method.
- Porvenir's deconsolidation will generate a COP 1.3 trillion profit as the investment will be restated at its fair value at the moment of the transaction, following IFRS standards.
- Improved solvency ratios as profit will add CET1 capital, lower goodwill deductions and lower RWAs.

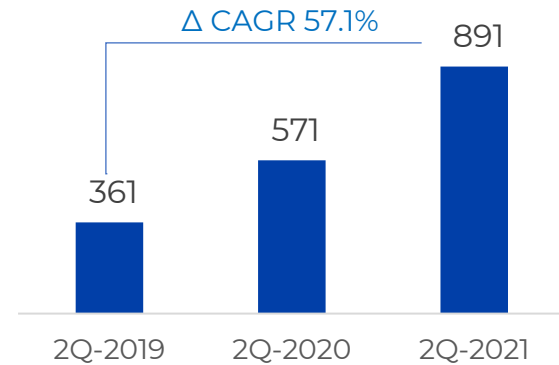
(1) Banco de Bogotá's ownership in Porvenir includes: 36.5% of direct ownership and 10.4% controlled through Fiduciaria Bogotá. (2) Banco de Occidente's ownership in Porvenir includes: 24.2% of direct ownership and 8.9% controlled through Fiduciaria de Occidente.



# Digital Transformation: A Success Story

## Sales Channel Transformation

### Total Consolidated Cumulative Digital Sales (k) <sup>1</sup>

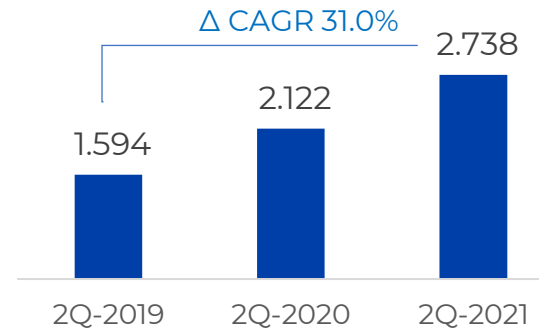


**7** out of **10**  
Products sold in  
**Colombia**  
and **3** out of **10**  
sold in **CenAm**  
are **digital**

## Service Channel Transformation

### Active Digital Clients (k)

#### BdB + BAC



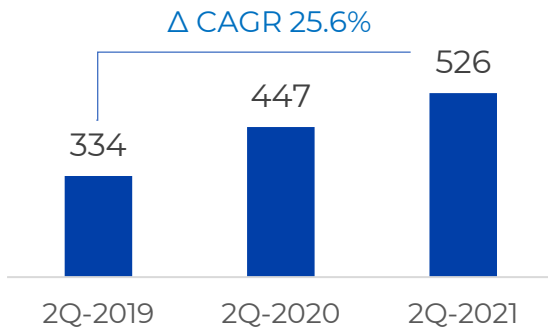
Outstanding  
Consumer Ratings in  
our Banking App



## Service Channel Transformation

### Total Digital Transactions (MM)

#### BdB + BAC



### Share of digital Tx

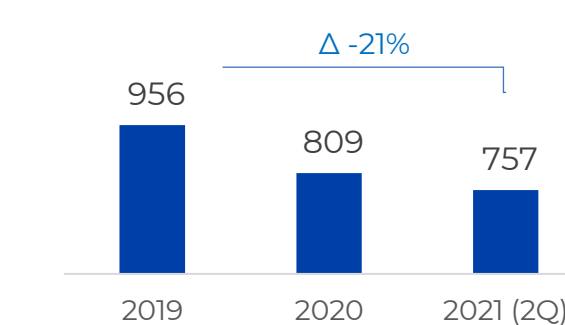
**86%**

of all transactions  
were performed  
through digital  
channels

## Omni-channel Strategy

### Optimization of our footprint

#### BdB + BAC # Full Service Branches



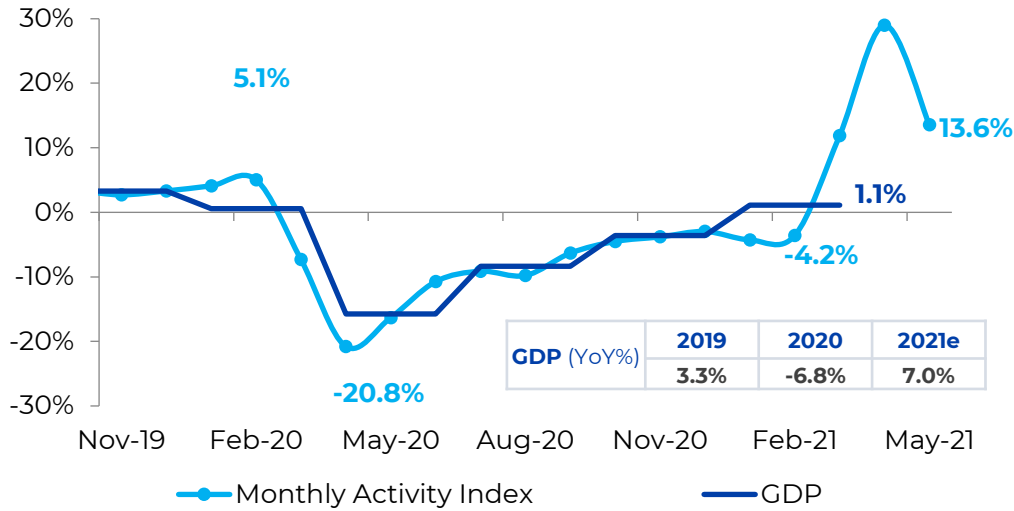
**45**

digital branches  
as of 2Q-2021.

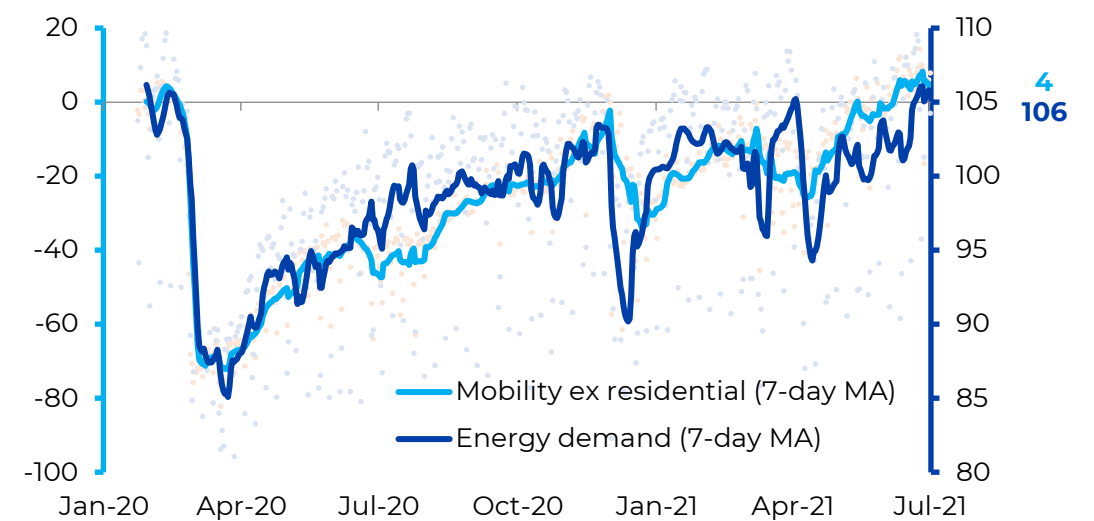
<sup>1</sup> Digital sales are those performed through all our digital channels, including tablets. Sales figures include the following products: Savings Accounts (excluding retired workers savings accounts), Credit Cards, Personal Loans (Libre destino), Insurances, Mortgage Loans, Loan Purchases, Payroll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

# Context – Macro Performance Colombia

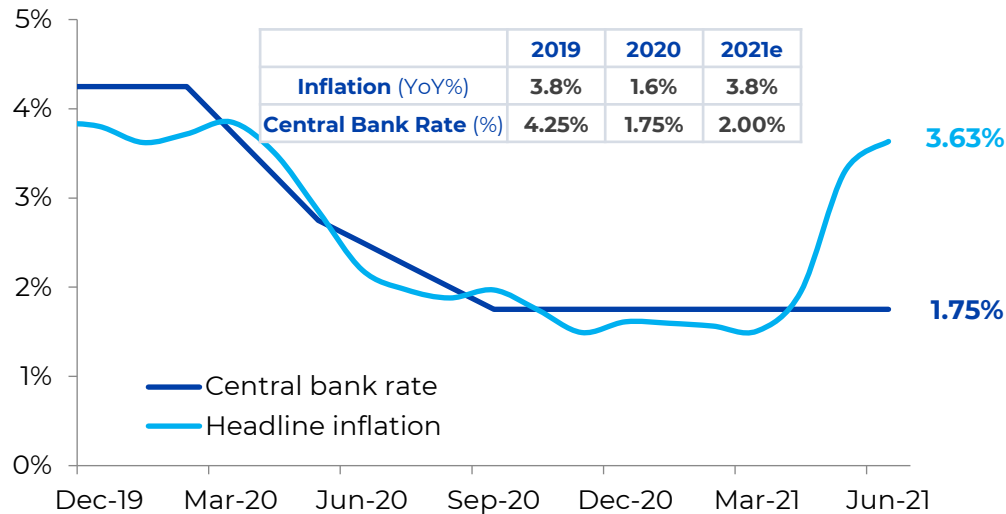
### Monthly Activity Indicator vs. GDP<sup>1</sup> (YoY %)



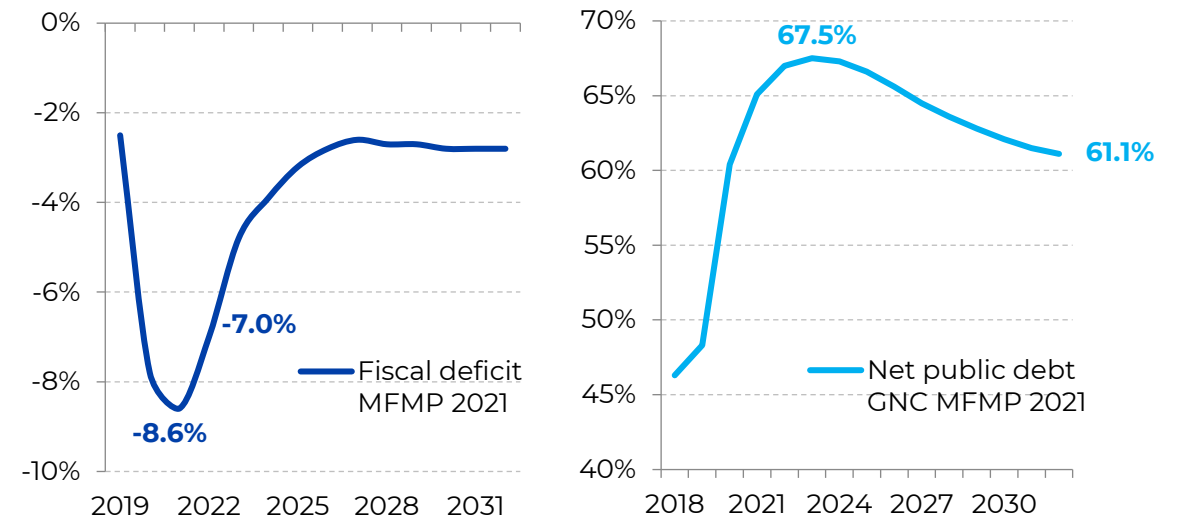
### Daily Activity Indicators (% change<sup>2</sup>, Index 2019=100, 7-day moving avg)



### Inflation vs. Central Bank Rate (YoY%, %)



### Fiscal Deficit and Net Public Debt GNC<sup>3</sup> (% of GDP)

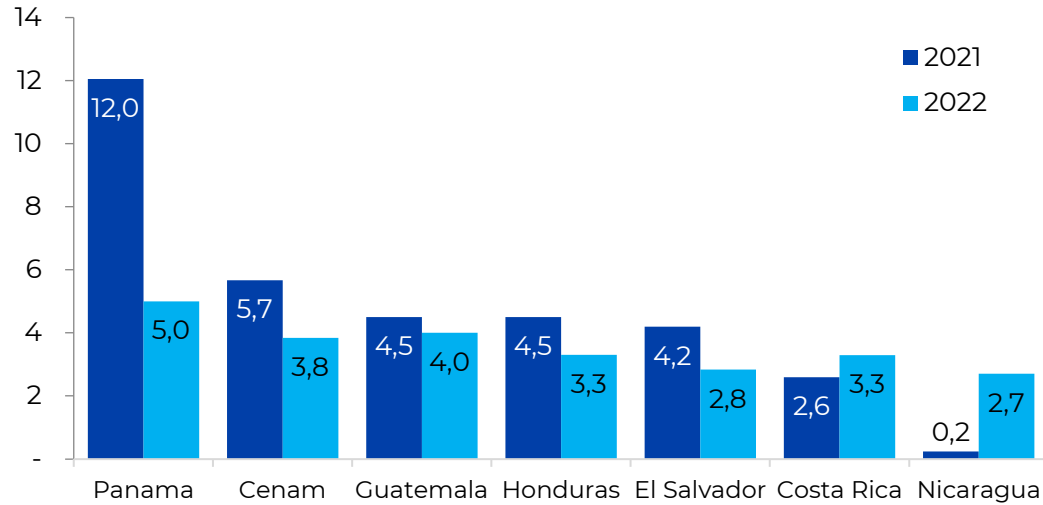


Source: DANE, XM, Google, Banco de la República, MinHacienda, Economic Research Banco de Bogotá. 1. Original series. 2. Against reference period of January 3<sup>rd</sup> to February 6<sup>th</sup>. 3. Latest figures from 2021 Medium-Term Fiscal Framework (MFMP). GNC: National Central Government,

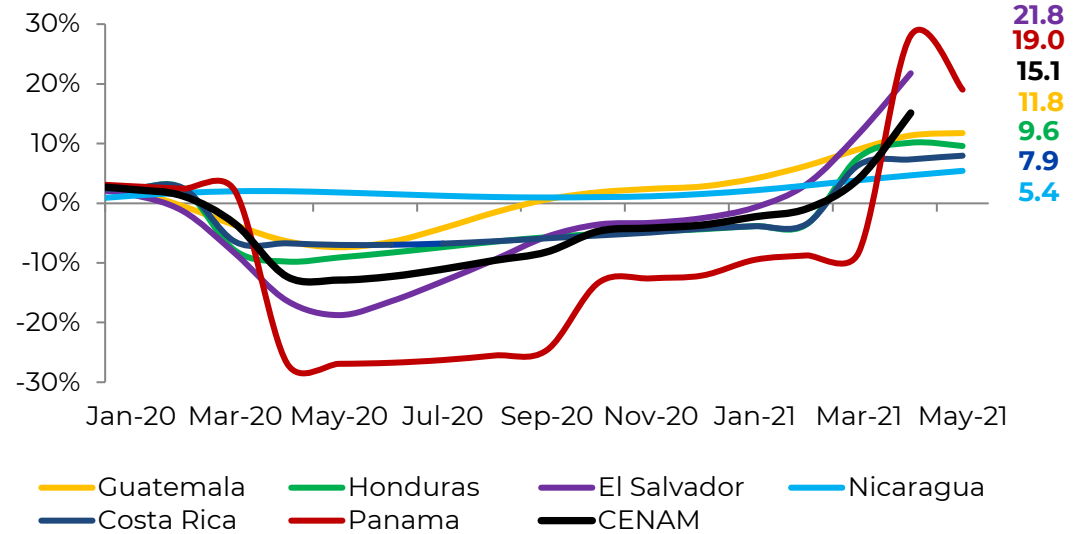


# Context – Macro Performance Central America

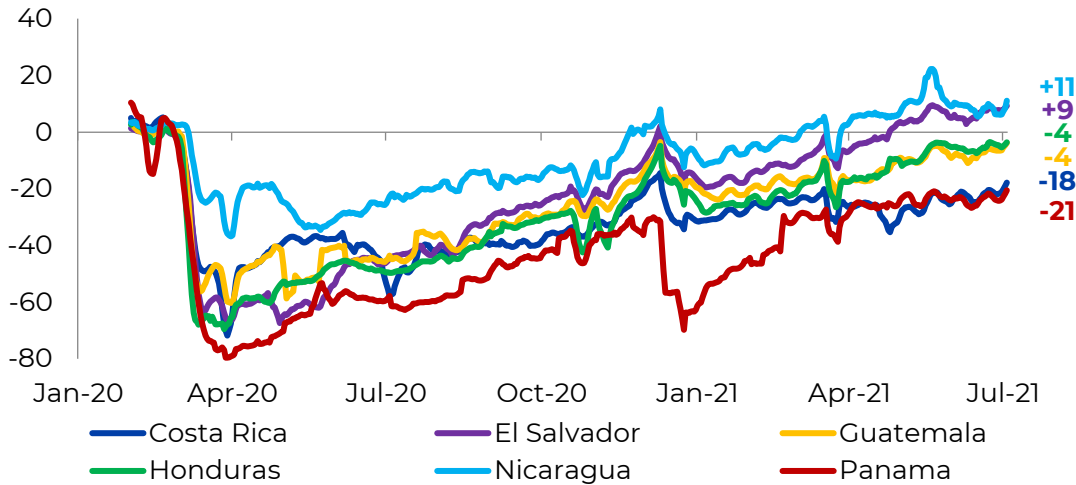
**GDP Forecasts<sup>1</sup> (YoY %)**



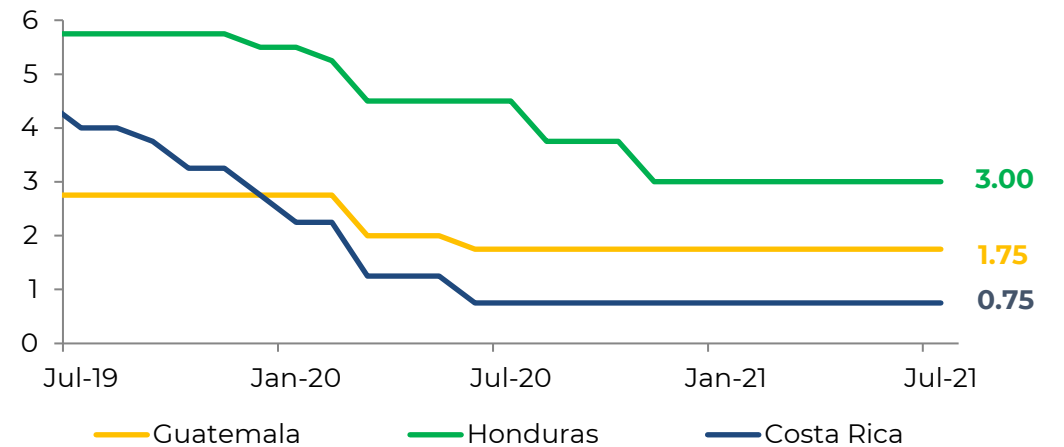
**Activity Index<sup>2</sup> (YoY %)**



**Google Mobility (% change to reference date\*, 7-day moving average)**



**Central Bank Interest Rates (%)**



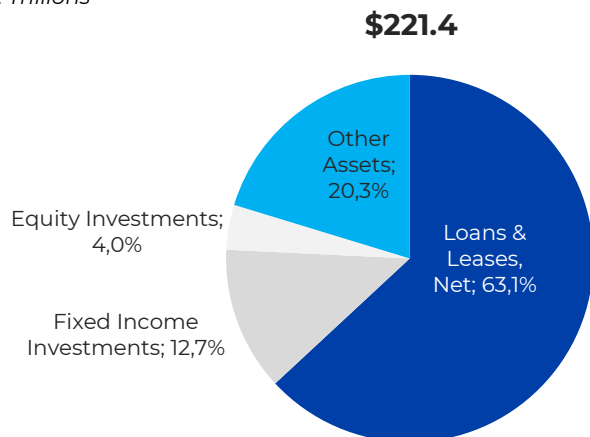
Source: IMF, Reuters, SECMCA, Google, Economic Research Banco de Bogotá. CENAM: Central America, GU: Guatemala, HO: Honduras, SV: El Salvador, CR: Costa Rica, NI: Nicaragua, PA: Panama. 1. IMF forecasts. 2. Monthly activity trend indicator (IMAE-TC).



# Assets & Loan Portfolio Detail – Consolidated

## Total Assets Breakdown (June 30, 2021)

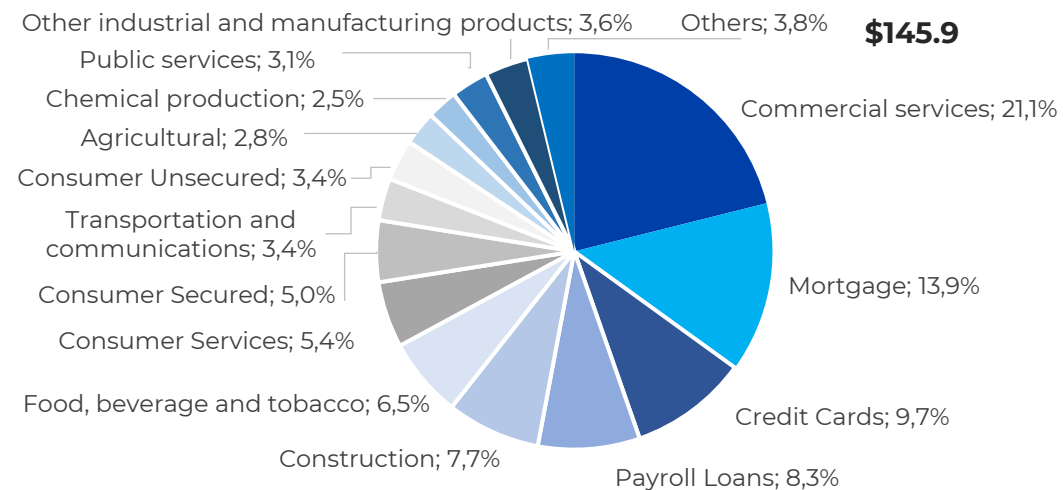
Figures in Ps. Trillions



ΔYoY: 1.6% / Exc. FX: 1.7%

ΔQoQ: 1.7% / Exc. FX: 0.6%

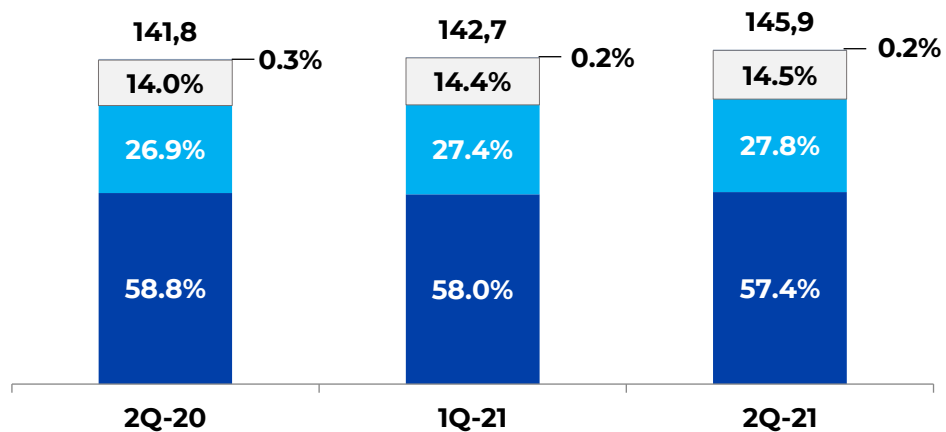
## Total Gross Loan Portfolio Structure



ΔYoY: 2.9% / Exc. FX: 3.0%

ΔQoQ: 2.2% / Exc. FX: 1.2%

## Gross Loan Portfolio Breakdown <sup>(2)</sup>



	ΔYoY	Δ Exc. FX	ΔQoQ	Δ Exc. FX
<b>Commercial</b>	0.6%	0.6%	1.3%	0.5%
<b>Consumer</b>	6.3%	6.4%	3.6%	2.4%
<b>Mortgage</b>	6.5%	6.7%	3.5%	2.0%
<b>Microcredit</b>	-12.2%	-12.2%	-6.0%	-6.0%

1. 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).

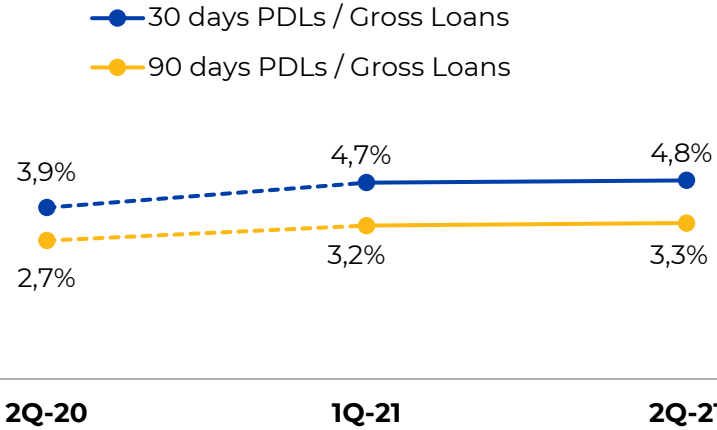
2. Gross Loans exclude Repos & interbank funds.



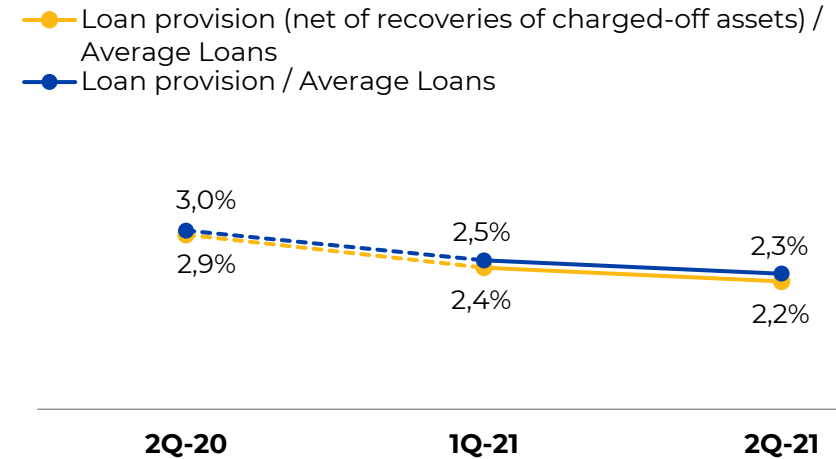


# Loan Portfolio Quality – Consolidated

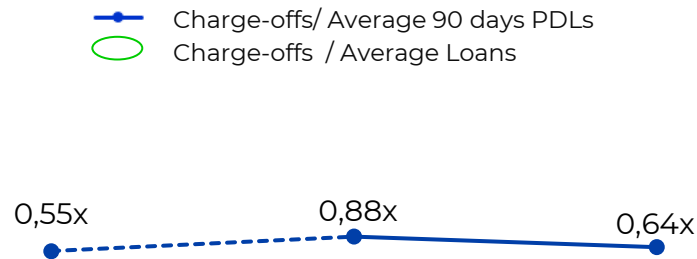
## 30 days PDLs / Gross Loans 90 days PDLs / Gross Loans



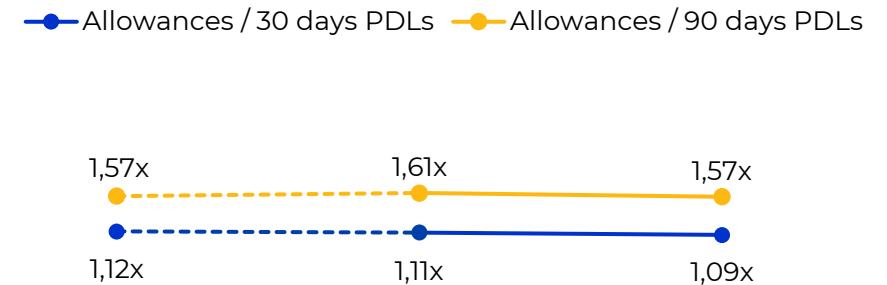
## Cost of Risk <sup>(1)</sup>



## Charge-offs <sup>(1)</sup> / Average 90 days PDLs



## Coverage



Charge-offs / Average Loans

2Q-20

1,5%

1Q-21

2,9%

2Q-21

2,1%

2Q-20

4,3%

1Q-21

5,2%

2Q-21

5,2%

Allowances / Gross Loans

1. Annualized.



## Loan Portfolio Quality – Colombia and Central America

	Colombia (COP)			Central America (USD)		
	2Q-20	1Q-21	2Q-21	2Q-20	1Q-21	2Q-21
<b>Delinquency Ratio</b>						
30-day PDLS / Gross Loans	5.6%	6.6%	6.9%	2.3%	3.1%	3.0%
90-day PDLS / Gross Loans	4.5%	5.0%	5.4%	1.2%	1.7%	1.6%
<b>Cost of Risk</b>						
Net Provision Loss / Avg Loans	3.6%	3.0%	2.5%	2.4%	1.9%	1.9%
<b>Charge-Off Ratio</b>						
Charge offs / 90 days PDLs	0.34x	0.79x	0.47x	1.19x	1.09x	1.10x
Charge offs / Avg Loans	1.5%	3.9%	2.4%	1.6%	1.9%	1.8%
<b>Coverage</b>						
Allowances / 30 days PDLs	1.12x	1.11x	1.08x	1.11x	1.10x	1.10x
Allowances / 90 days PDLs	1.40x	1.48x	1.39x	2.12x	1.94x	2.06x
Allowances / Gross Loans	6.3%	7.3%	7.5%	2.6%	3.4%	3.3%

Note. Colombia includes Banco de Bogotá in Colombia, Porvenir, Fidubogotá, Almaviva, Banco de Bogotá Panamá, Finance, Ficentro and Megalínea.



## Loan Portfolio Quality – Breakdown

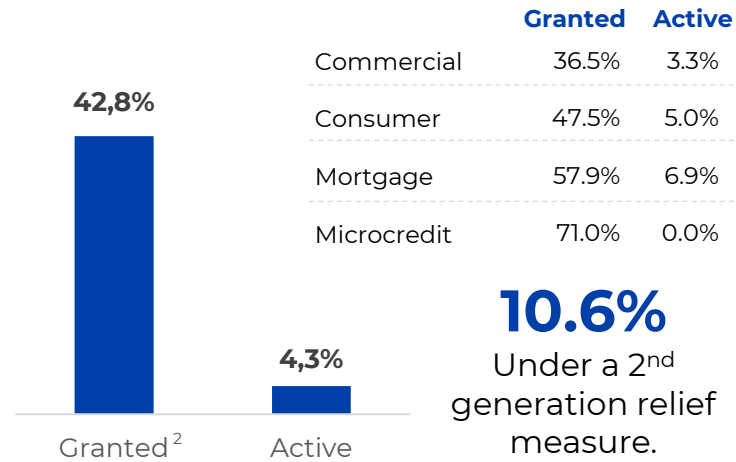
	30 days PDLs			90 days PDLs		
	2Q-20	1Q-21	2Q-21	2Q-20	1Q-21	2Q-21
Commercial	3.7%	4.0%	4.0%	3.3%	3.4%	3.5%
Consumer	4.0%	6.1%	6.2%	1.7%	3.0%	3.3%
Mortgage	4.1%	4.5%	4.6%	2.4%	2.7%	2.6%
Microcredit	13.3%	27.5%	32.2%	12.2%	19.2%	24.2%
<b>Total Loans</b>	<b>3.9%</b>	<b>4.7%</b>	<b>4.8%</b>	<b>2.7%</b>	<b>3.2%</b>	<b>3.3%</b>
<b>Coverage Ratio</b>	<b>1.12x</b>	<b>1.11x</b>	<b>1.09x</b>	<b>1.57x</b>	<b>1.61x</b>	<b>1.57x</b>



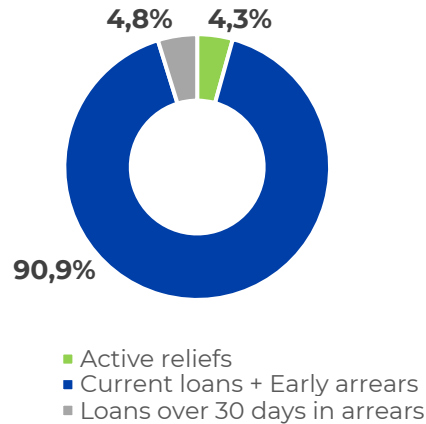
# Loan Relief Program Update - June 30, 2021

## Consolidated

% Over Consolidated Total Loan Balance

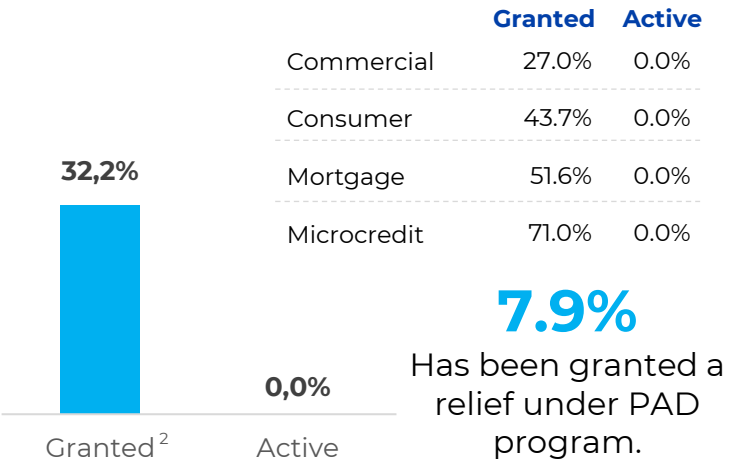


## Loan Book Performance

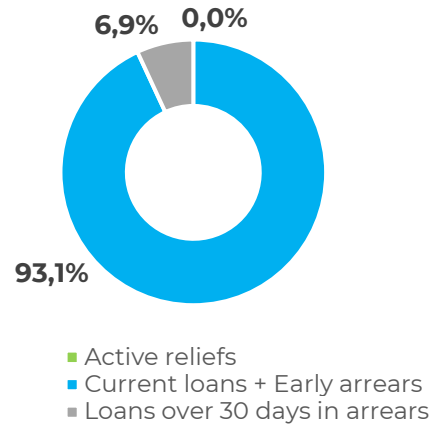


## Colombia

% Over Colombian Total Loan Balance

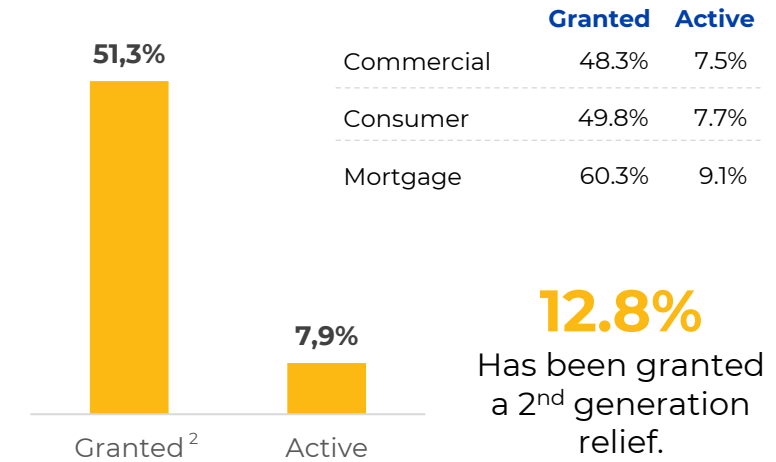


## Loan Book Performance

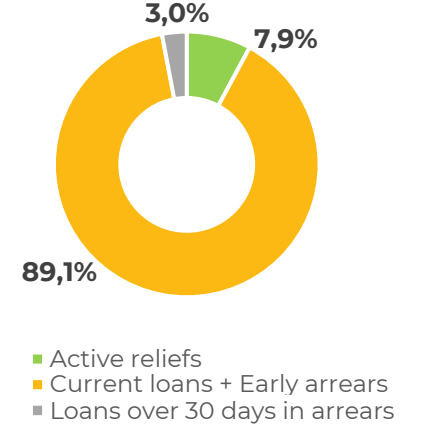


## Central America<sup>1</sup>

% Over Central American Total Loan Balance



## Loan Book Performance



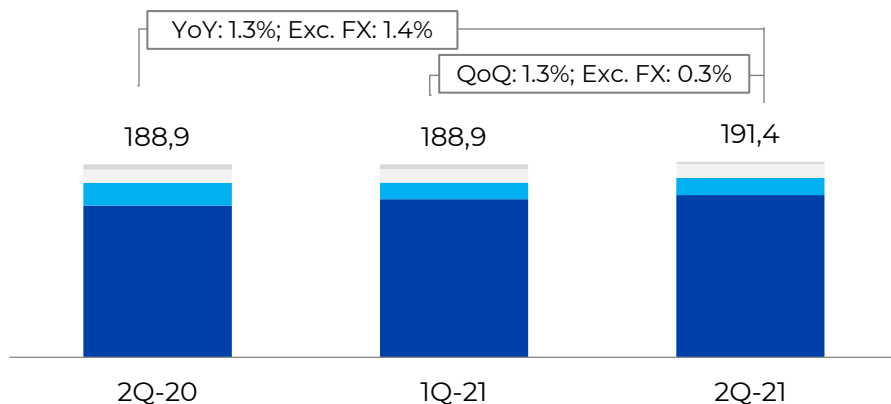
1. Central America includes reliefs granted on BAC Credomatic and MFG loan portfolios.  
 2. Granted reliefs refer to loans which at some point were subject to a forbearance period. Active reliefs refer to loans with an active grace period and are not required to resume payments yet.



# Consolidated Funding

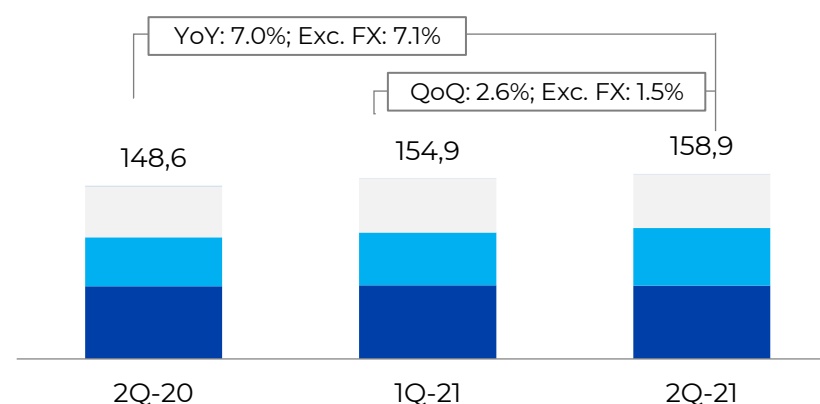
Figures in Ps. Trillions

## Total Funding



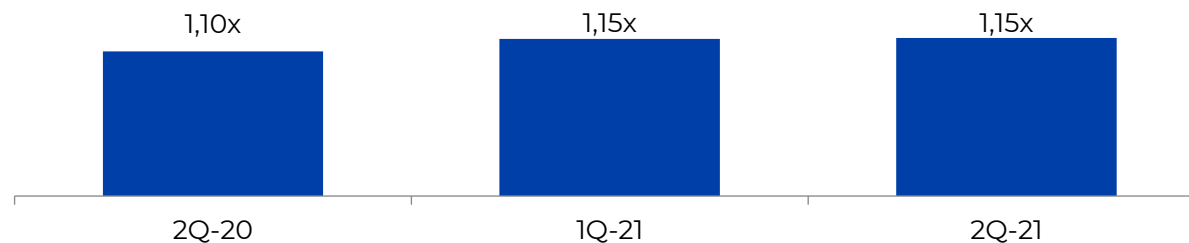
%	2Q-20	1Q-21	2Q-21
Deposits	78.6	82.0	83.1
Banks and others	11.8	8.5	8.8
Long Term Bonds	7.0	7.0	7.0
Interbank Borrowings	2.6	2.5	1.1

## Total Deposits



%	2Q-20	1Q-21	2Q-21
Time Deposits	41.9	40.8	39.6
Saving Accounts	28.4	29.2	31.1
Checking Accounts	29.4	29.8	29.1
Others <sup>(1)</sup>	0.2	0.2	0.3

## Deposits / Net Loans (%)<sup>(2)</sup>



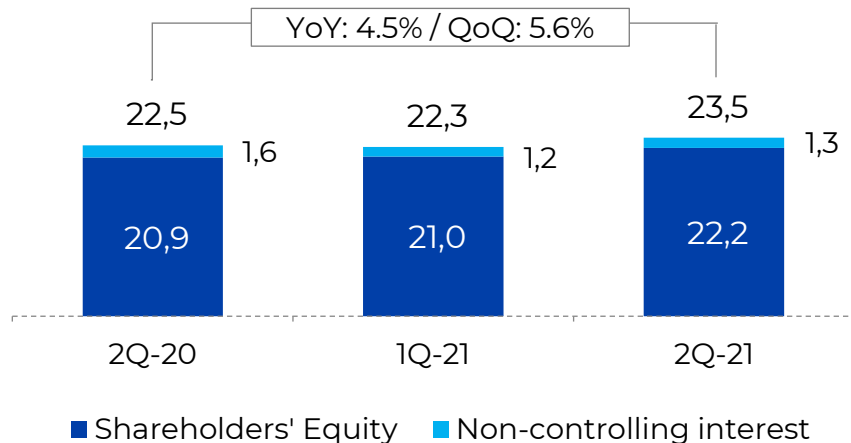
1. Other Deposits include: Deposits from other Banks and Correspondent Accounts, Banking Services Liabilities, Collection Banking Services and Other Deposits.  
 2. Net Loans include commercial, consumer, mortgages, microcredit and allowances. Deposits include checking, and savings accounts, time deposits and other deposits.



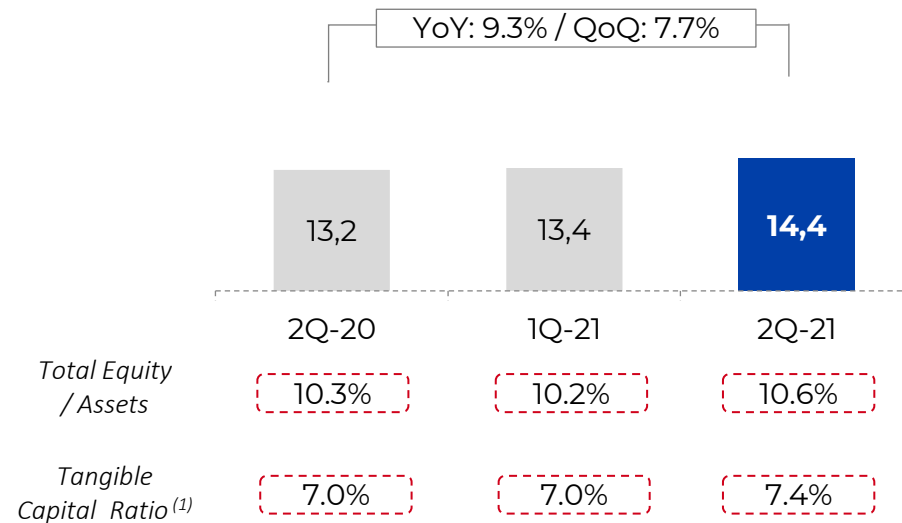
# Equity and Capital Adequacy

Figures in Ps. Trillions

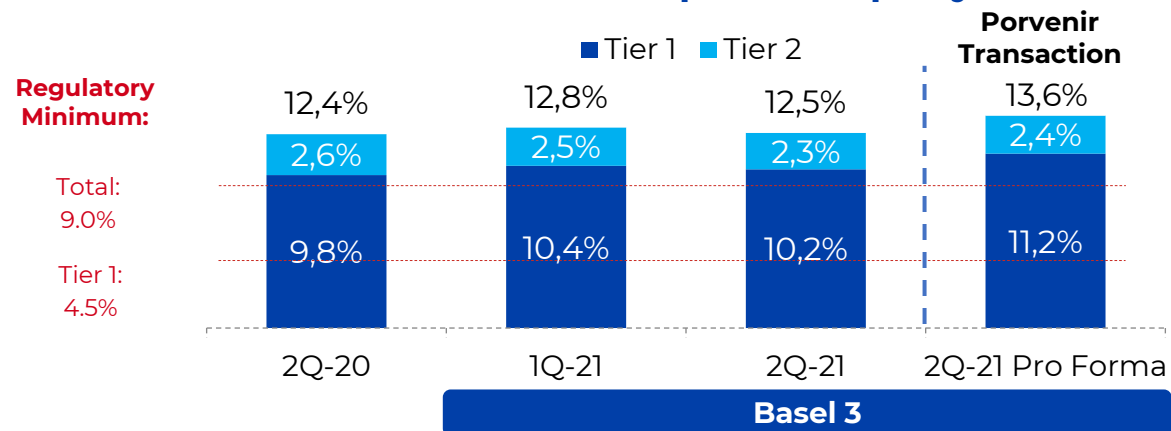
## Attributable Equity + Minority Interest



## Tangible Common Equity



## Consolidated Capital Adequacy (2)



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.

Note: 2Q-21 Total Tier 1: CETI: 8.9% and ATI: 1.2% and 2Q-21 Pro Forma Total Tier 1: CETI: 9.9% and ATI: 1.3%

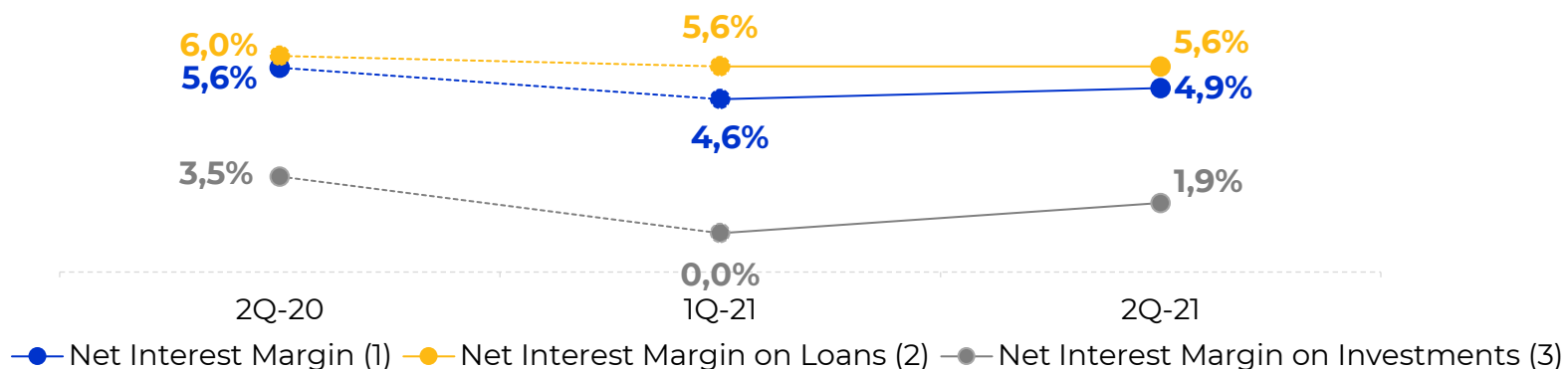


# Consolidated NIM

Figures in Ps. Billions

## Net Interest Income (Billions of COP)

	2Q-20	1Q-21	2Q-21	Growth Rate		Excluding FX	
				YoY	QoQ	YoY	QoQ
Net Interest Income	2,098.8	2,026.6	2,105.6	0.3%	3.9%	2.8%	1.7%



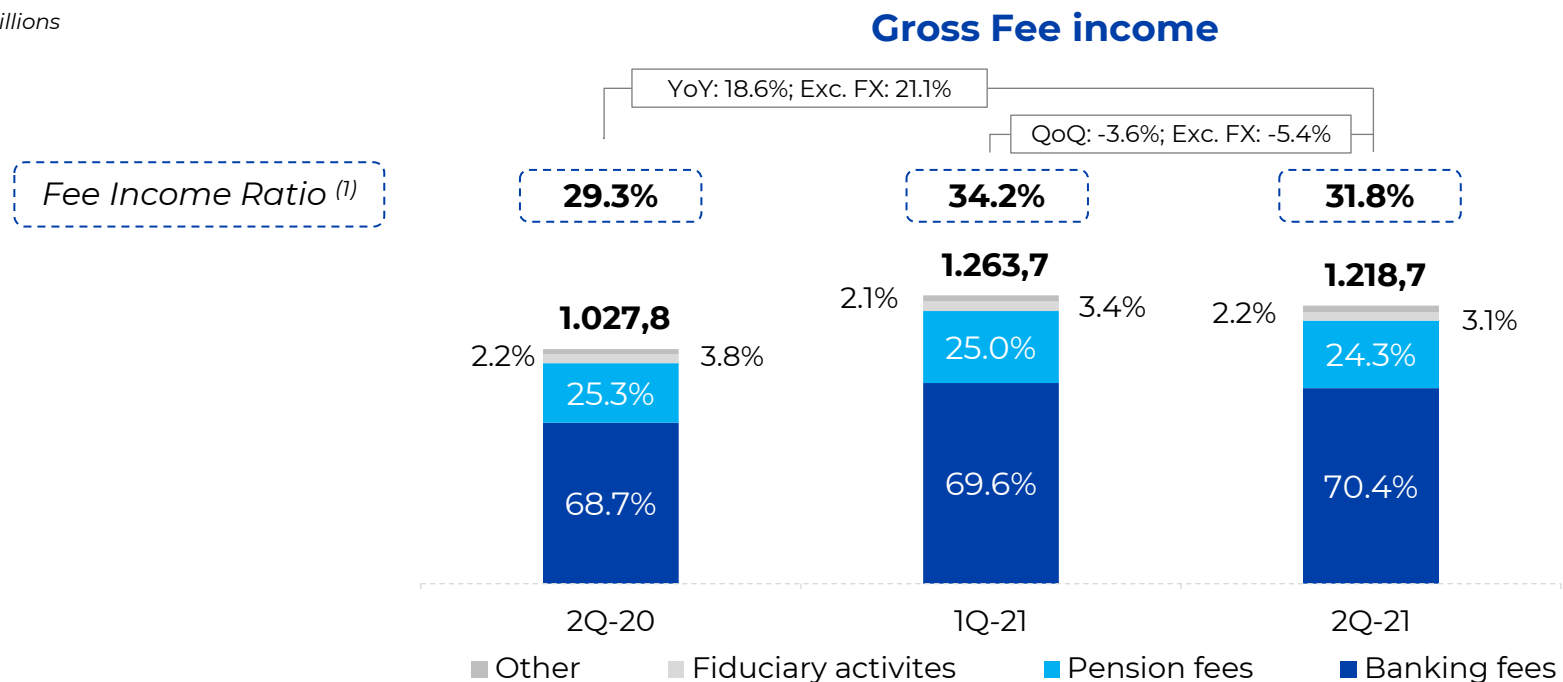
	2Q-20	1Q-21	2Q-21
Yield on loans	9.3%	8.2%	8.1%
Yield on fixed income (includes Interbank Funds)	6.8%	2.5%	4.3%
Average Funding Cost / Total Int. Bearing Funding	3.2%	2.5%	2.5%

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.



# Fees and Other Income

Figures in Ps. Billions



## Other Operating Income

	2Q-20	1Q-21	2Q-21
Derivatives and foreign exchange gains (losses), net	75.9	177.7	161.1
Gain (loss) on investments, net <sup>(2)</sup>	183.4	-69.3	77.1
Other Income <sup>(3)</sup>	180.8	191.1	131.7
Equity method income from associates, dividend income <sup>(4)</sup>	56.5	190.6	187.3
<b>Total Other Operating Income</b>	<b>496.6</b>	<b>490.2</b>	<b>557.2</b>

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. Includes: Net gain on sale of investments, earnings on the sale of non-current assets held for sale, net gain on asset valuation and other income.

4. Equity method income from associates includes Corficolombiana, Casa de Bolsa, Servicios de Identidad Digital and ATH.





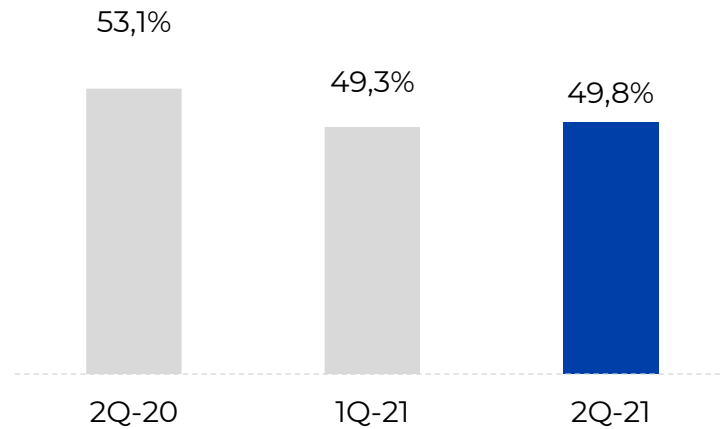
# Efficiency

Figures in Ps. Billions

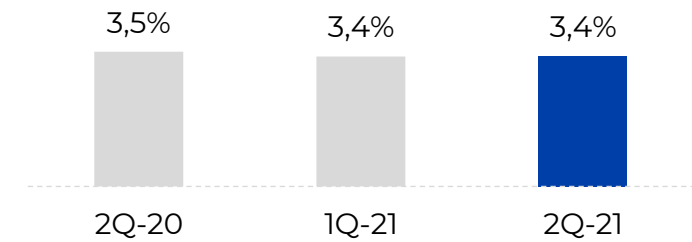
## Efficiency (Billions of COP)

				Growth Rate		Exc. FX	
	2Q-20	1Q-21	2Q-21	YoY	QoQ	YoY	QoQ
Total Operating Expenses	1,864.7	1,801.5	1,867.3	0.1%	3.7%	2.6%	1.2%
Total Income	3,510.3	3,650.7	3,751.2	6.9%	2.8%	9.3%	0.6%

### Cost to income <sup>(1)</sup>



### Cost to Assets <sup>(2)</sup>



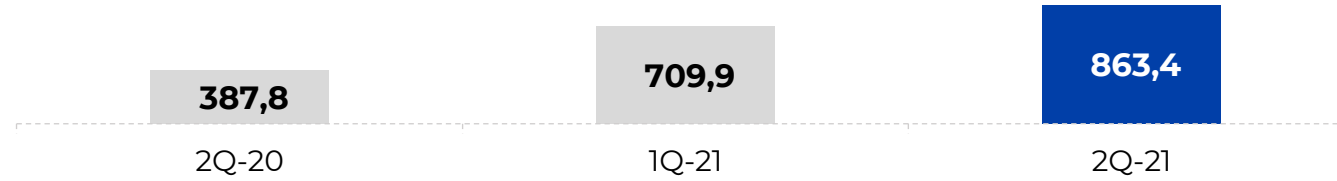
1. Calculated as Total other expenses, divided by net interest income, net income from commissions and fees, net trading income, net income from other financial instruments mandatory at FVTPL and total other income.
2. Calculated as annualized total operating expenses divided by average total assets.



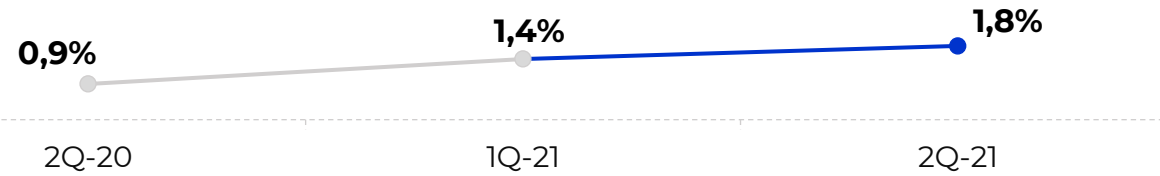
# Profitability

## Net Income attributable to controlling interest

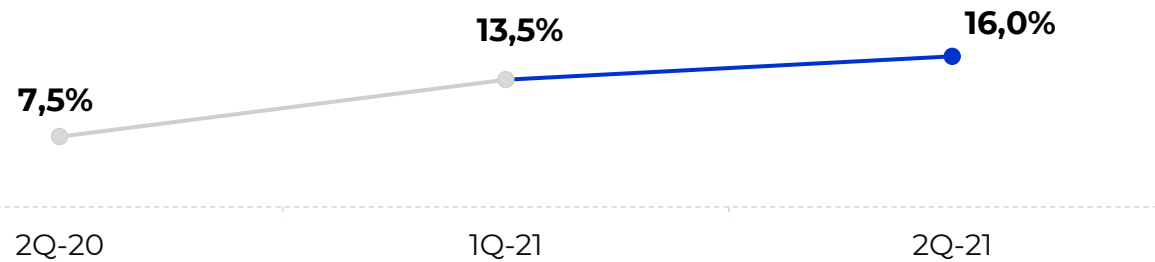
Figures in Ps. Billions



## ROAA <sup>1</sup>



## ROAE <sup>2</sup>



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.



**Banco de Bogotá**

