



# Davivienda

## FIRST SEMESTER 2012

1. Evolution of major figures
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Evolution  
Report

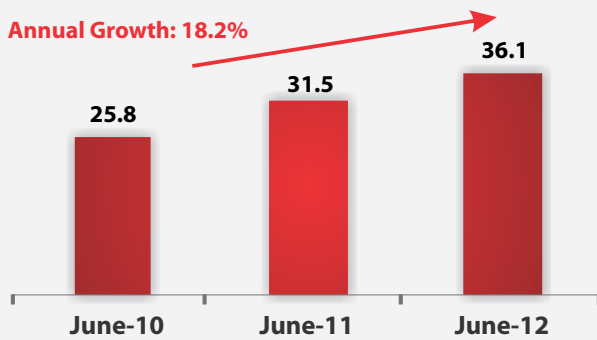


DAVIVIENDA

# Evolution of major figures

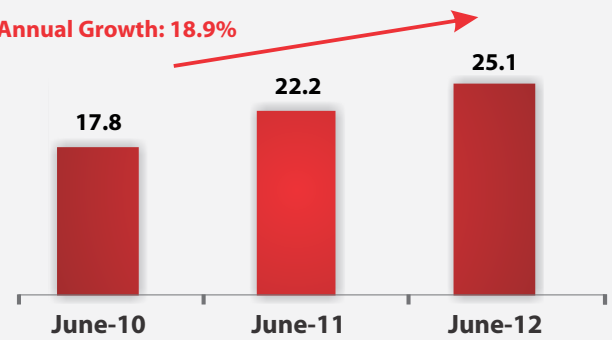
## Assets (COP trillion)

Annual Growth: 18.2%



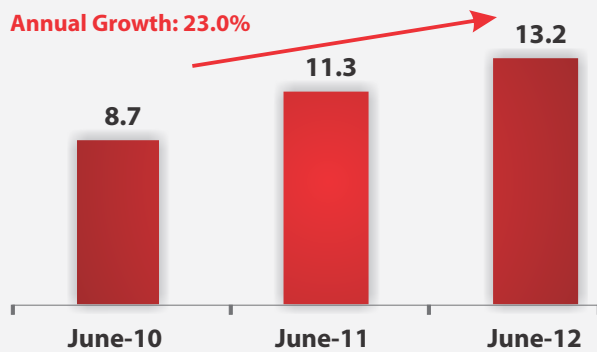
## Loan Portfolio (COP trillion)

Annual Growth: 18.9%



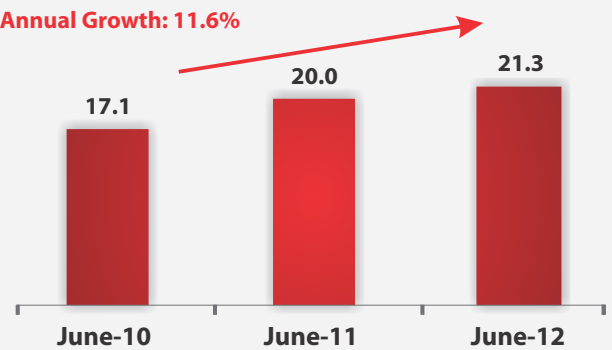
## Corporate Loan Portfolio (COP trillion)

Annual Growth: 23.0%



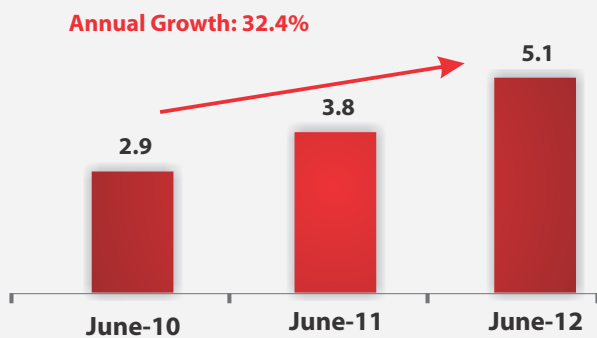
## Deposits (COP trillion)

Annual Growth: 11.6%



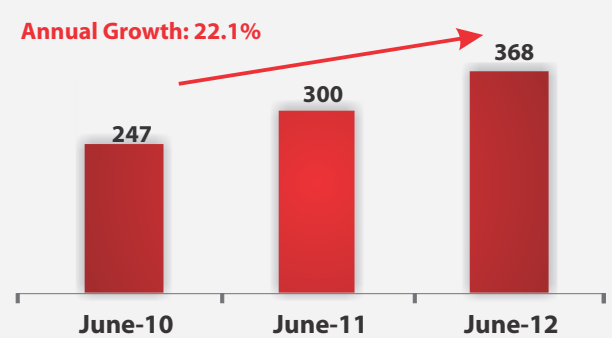
## Equity (COP trillion)

Annual Growth: 32.4%



## Net income (COP billion)

Annual Growth: 22.1%



### Acquisition process of HSBC companies in Central America

In January 2012, we reached an agreement with HSBC Holdings for the acquisition of the banks, insurance companies and financial institutions that HSBC Holdings had in El Salvador, Costa Rica and Honduras. Currently, we are in the process of obtaining the approval from the institutions in charge of granting it in each one of the countries.

This acquisition would represent a new potential market close to 30 % for Davivienda and in this way, we will be present in 6 countries with almost 700 offices (a growth of 24 %), 1.800 ATMs (a growth of 28 %), 15.000 associates (a growth of 35 %) and about 5 million customers (a growth of 20%).

### Collective Agreement

This year, we subscribed our eighth Collective Agreement with the premise of giving our associates a more participatory role; we incorporated new benefits and improved the current ones.

### DaviPlata

DaviPlata, the transactional platform via cell phone that we launched in 2011, excelled nationally and internationally as one of the most innovative products in the market for which it earned several awards and publications this semester; among them: Harvard Business Review, CIT GOLDEN and CECODES.

Up to August 2012, DaviPlata had achieved more than 540 agreements with the government and with Colombian companies to make payments via cell phone to customers. Furthermore, to date, it has reached 600.000 customers (of which more than half did not belong to the financial system) and achieved about 4 million transactions.

### Confinanciera merger

During this semester, the Financial Superintendence of Colombia approved the merger with Confinanciera, a subsidiary that we acquired in 2006 and dedicated to finance vehicles, specially the commercial ones.

The merger process was official on July 31st.

## Bond issuance

In April 2012, we issued COP 400 billion in subordinated bonds which entered the program with a quota of up to COP 3 trillion approved by the Financial Superintendence of Colombia in 2010. The BVC recognized our fundamental role with the award to **"The bond issuer more oversubscribed in 2011"**.

## Green Protocol

On June 7th 2012, at the Banking Convention, we adhered to the Green Protocol. In this way, we committed ourselves to implementing practical policies that can be recognized as exemplary in terms of environmental responsibility, and that meet current needs without compromising the possibilities of future generations.

## Equity Construction

During this semester, we made possible for 15.000 Colombian families to acquire their own house; 9.400 of these houses belong to the Social Housing (Vivienda de Interés Social- VIS-)

Furthermore, we backed-up the SME and business sectors by linking 43.000 customers and disbursing COP 1 trillion. In particular, we contributed to the agricultural sector by disbursing COP 100 billion.

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## Profit distribution Project

For a total of COP 115.495.700.840 a dividend of COP 260 per share will be distributed to be paid in cash on 444.214.234 shares subscribed and paid at the time of the payment. This payment will be on September 27, 2012.

