



# DAVIVIENDA

## Consolidated Financial Results 3Q20



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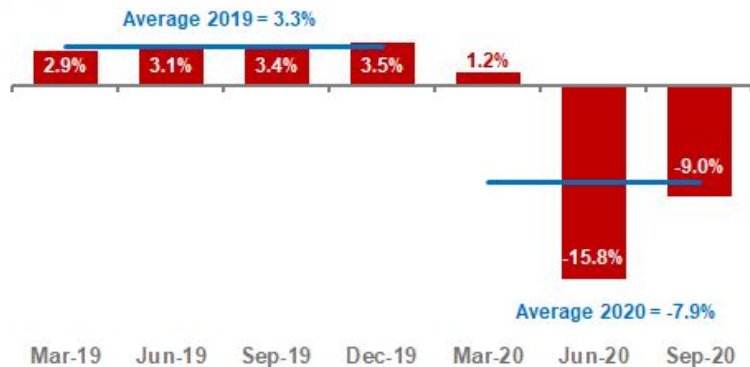
These financial statements have been prepared in accordance with International Financial Reporting Standards and are presented in nominal terms. The resulting statement for the closed quarter on **September 30th, 2020** shall not be necessarily indicative of results expected for any other period.



# Macroeconomic Fundamentals Colombia

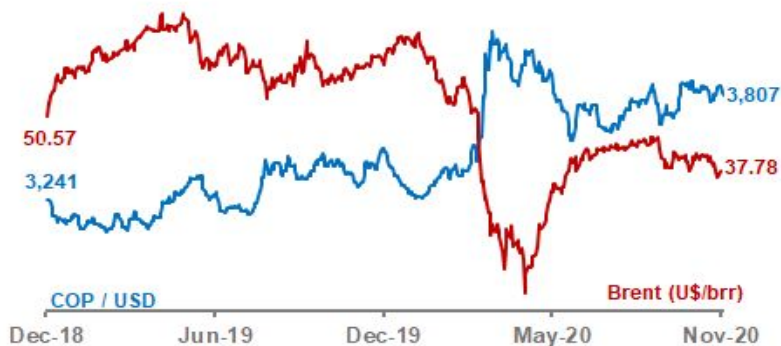


## Gross Domestic Product (Y/Y)



Source: National Administrative Department of Statistics (DANE)

## Exchange Rate and Oil Prices

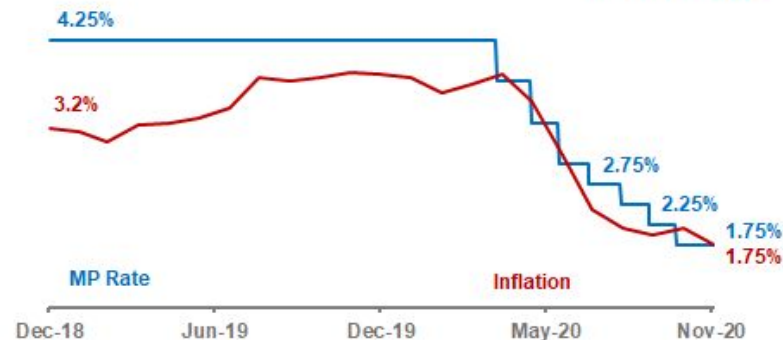


Source: National Administrative Department of Statistics (DANE) and Colombia Central Bank. Monetary Policy Rate as of August 2020

## Davivienda Confidence Index



## Monetary Policy Rate and Inflation

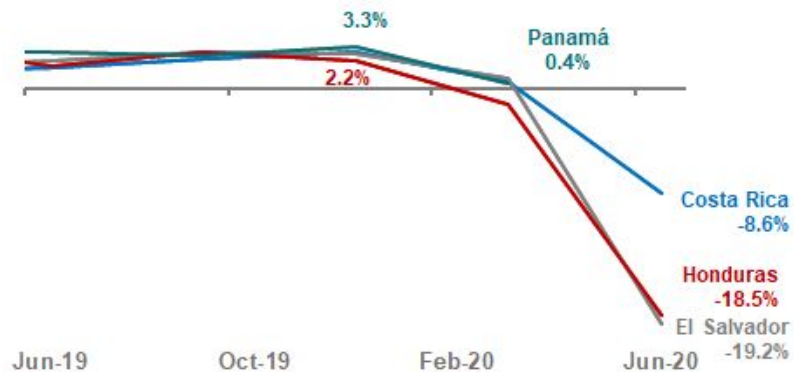




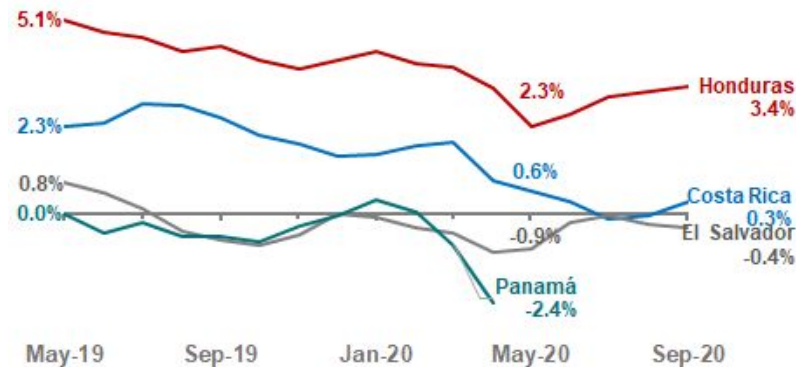
# Macroeconomic Fundamentals Central America



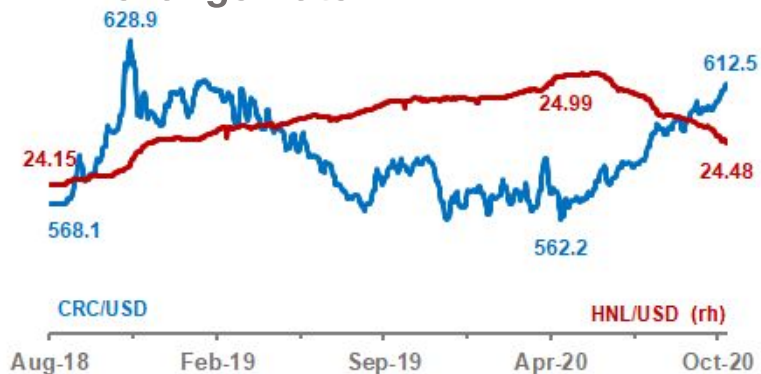
## GDP (Y/Y)



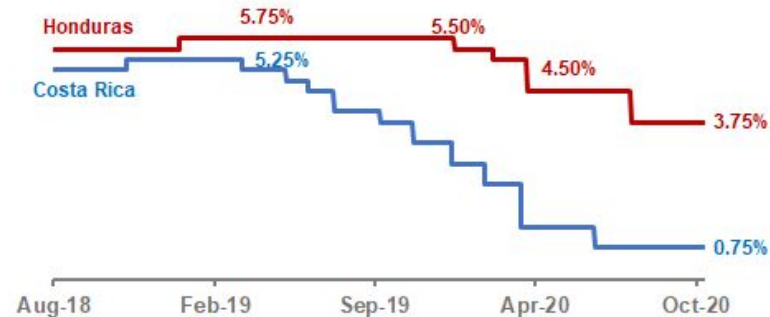
## Inflation (Y/Y)



## Exchange Rate



## Monetary Policy Rate





# Main Results 3Q20

**\$394.2\***

## Accum. Net Profit

Y/Y: -64.1%

**\$111.5\*\***

## Gross Loans

Q/Q: 1.8% Y/Y: 15.0%

**11.25%**

## Total Capital Adequacy Ratio

Q/Q: 25 bps Y/Y: 10 bps

**3.2%**

## Cost of Risk

Q/Q: 39 bps Y/Y: 77 bps

**47.3%**

## Cost-to-Income

Q/Q: 3 bps Y/Y: 155 bps

## Covid-19 Background

- > 7% of total gross loans have some type of financial relief.
- > Permanent monitoring and adjustment to credit policies to promote economic recovery.
- > Additional loan-loss reserves to cover future loan book risks.
- > Digital transformation: Catalyst for economic reactivation in this new reality.
- > Adoption of digital (agile and simplified) products is on the rise.

## Sustainability Strategy

**USD 100M**

First Gender-focused Social Bond in Colombia

SMEs and Social Housing



**USD 120M**

Subordinated Tier 2 Credit BID and C2F

SMEs and Climate change mitigation and adaptation projects

**110%**

Eco Vehicle Funding



\*COP Billion

\*\* COP Trillion

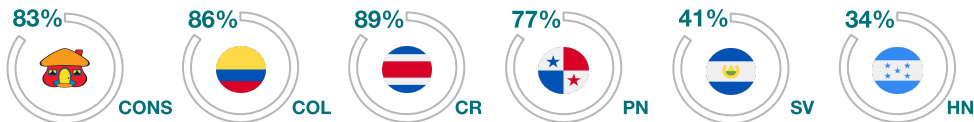


DAVIVIENDA



# Digital Transformation of our Traditional Business

## Digital Customers\*



## Retail Digital Offer

### Loans



- Mortgage **NEW**
- Vehicle **NEW**
- Balance Transfer **NEW**

### Insurances



### Payment Methods



### Customers



### Deposits



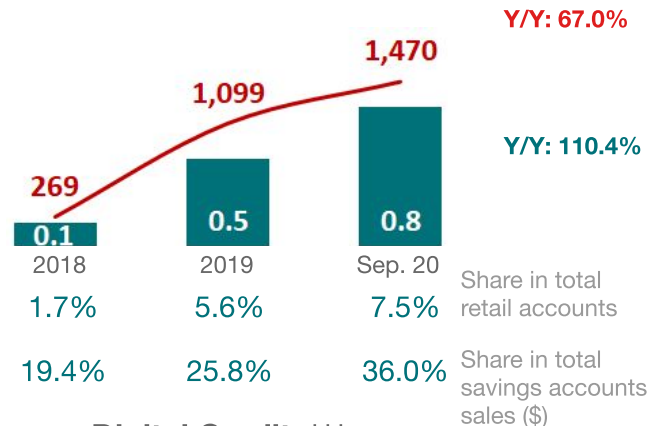
Payroll Account



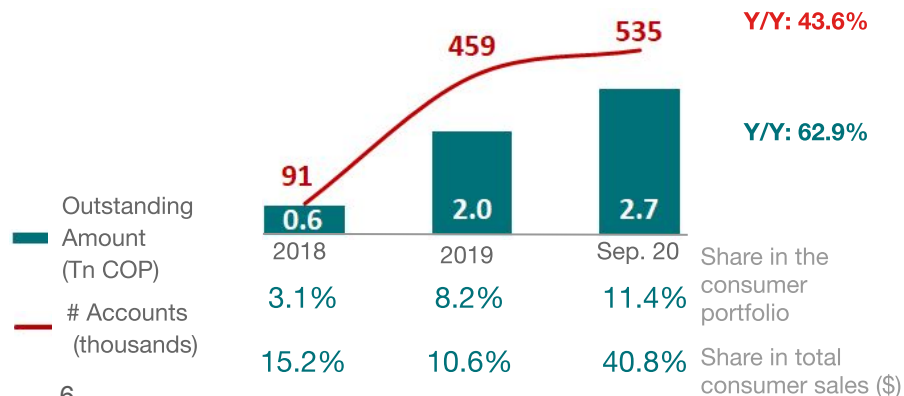
### Investments



## Digital Deposits\*\*



## Digital Credits\*\*\*



\*Digital Customers: Active in the last 3 months.

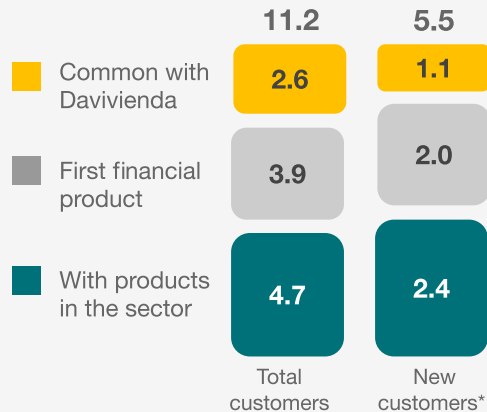
\*\*Digital Deposits: Includes only Mobile Account.

\*\*\*Digital Credits includes: Mobile Credit, Mobile Balance Transfer, Mobile Credit Card, Mobile Payroll Loans, Advanced Payroll, Mobile Payroll Balance Transfer, Nanocredit.



# DaviPlata, our Native Digital Bank

## Customers' Composition\* (Millions of customers)



## Acknowledgements

### Future Digital Awards

Best Mobile Offering

### Global Banking & Finance Awards

Best Digital Wallet

Figures as of September 30th, 2020.

\*Customer figures as of October 15th, 2020. New customers in the last 12 months.

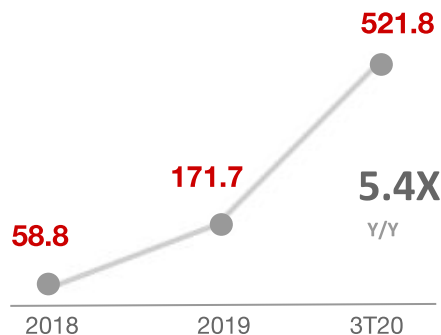
\*\*Accumulated subsidies year to date.



## Results



### Accumulated Transactions Monetary + Non-Monetary (Million)

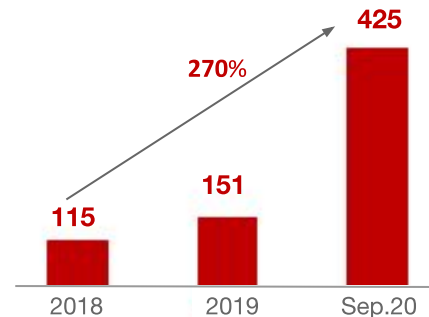


**+12.6 million**  
Dispersed subsidies\*\*  
**87%** Share

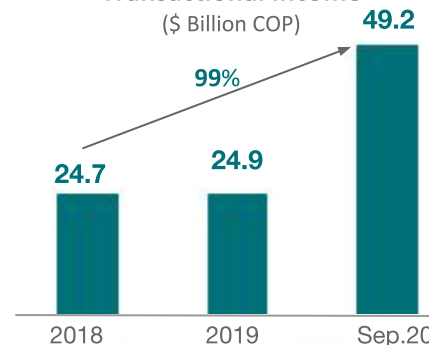
**E-Card**  
**+1.0 million**  
Current cards  
**2.5X**  
Y/Y



### Outstanding Electronic Deposits (\$ Billion COP)



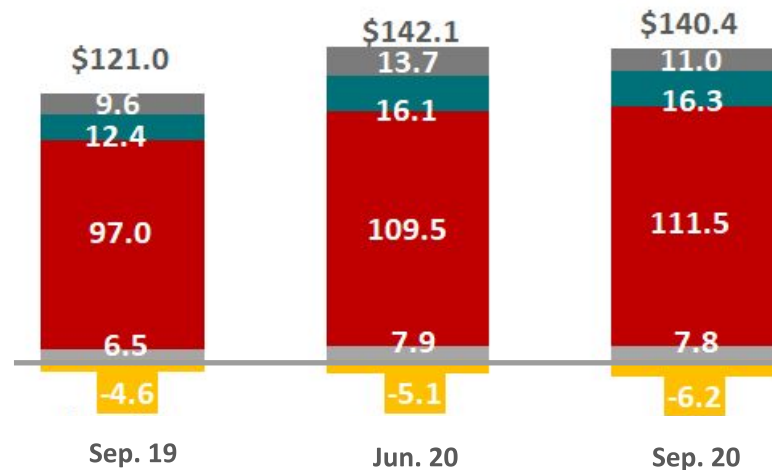
### Transactional Income (\$ Billion COP)





# Balance Sheet - Assets

	3Q20/2Q20	3Q20/3Q19
Cash	-19.5%	14.1%
Net Investments	0.9%	30.8%
Gross Loans	1.8%	15.0%
Loan Loss Reserves	21.8%	34.8%
Others	-1.0%	19.4%
Assets <sup>1</sup>	-1.2%	16.0%
FX Effect	0.7%	4.0%



Assets		Sep. 19	Jun. 20	Sep. 20	3Q20/2Q20	3Q20/3Q19
Colombia		92.0	106.9	105.9	-0.9%	15.1%
International	COP	29.8	36.1	35.2	-2.5%	17.9%
	USD <sup>2</sup>	8.6	9.6	9.1	-5.3%	6.0%

Figures in COP trillion

1. Consolidation accounts for 804.5 billion COP

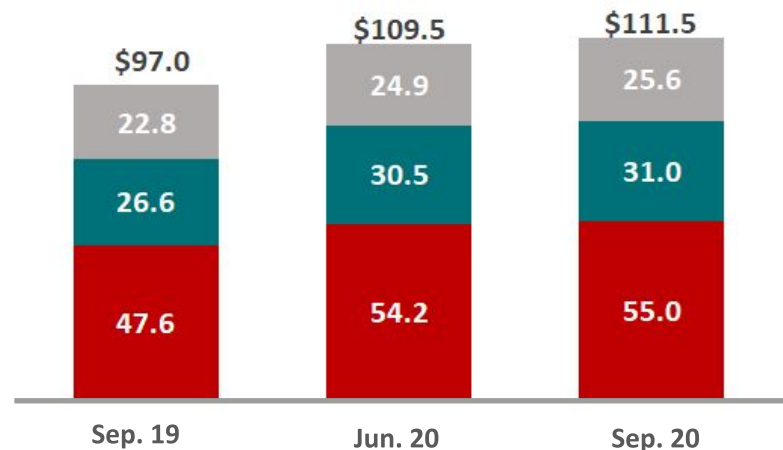
2. Figures in billion USD

At the end of September the COP devalued 2.9% Q/Q and 11.2% Y/Y



# Balance Sheet - Gross Loans

	3Q20/2Q20	3Q20/3Q19
Mortgage	2.9%	12.6%
Consumer	1.6%	16.2%
Commercial	1.4%	15.5%
Gross Loans	1.8%	15.0%
FX Effect	0.6%	3.7%



Gross Loans		Sep. 19	Jun. 20	Sep. 20	3Q20/2Q20	3Q20/3Q19
Colombia		76.8	87.2	88.6	1.6%	15.3%
International	COP	20.2	22.4	23.0	2.6%	13.9%
	USD <sup>1</sup>	5.8	6.0	5.9	-0.3%	2.4%

Figures in COP trillion

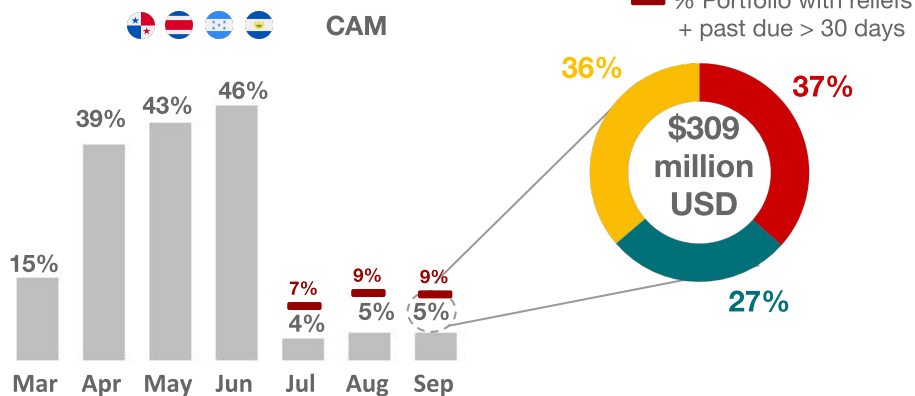
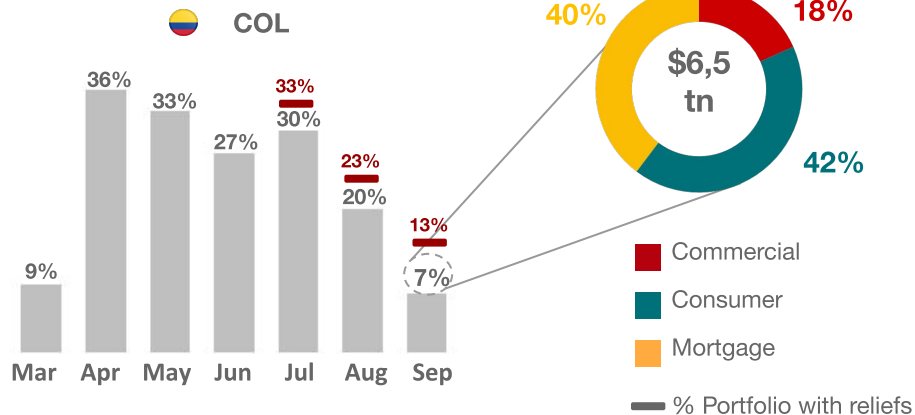
1. Figures in billion USD

At the end of Sepe the COP devalued 2.9% Q/Q and 11.2% Y/Y



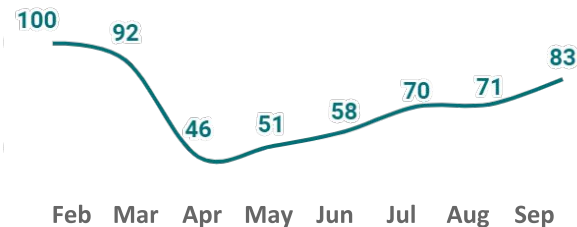
# Our portfolio status

## Reliefs Evolution



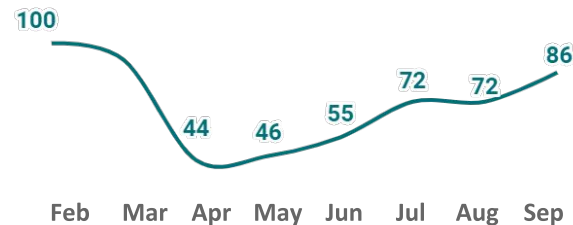
## Retail<sup>1</sup> Collections Colombia

(Base Index = February)



## Retail<sup>1</sup> Collections CAM

(Base Index = February)



1. Consumer and mortgage collections.



# Balance sheet - Credit Risk Management (%)

## PDL<sup>1</sup> > 30 days

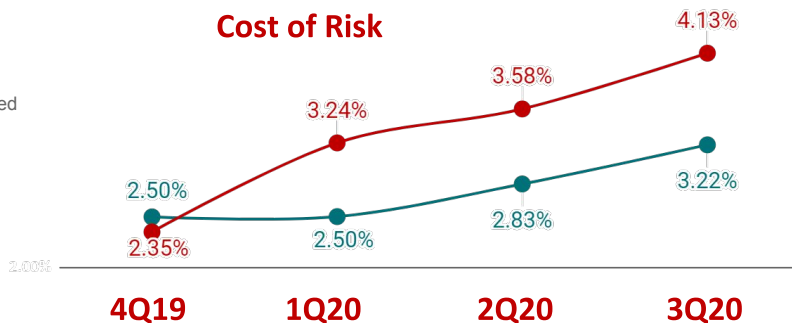
Portfolio	4Q19	1Q20	2Q20	3Q20
Commercial	5.02%	4.88%	4.19%	4.88%
Consumer	5.14%	2.87%	1.22%	5.43%
Mortgage	9.04%	5.71%	4.73%	4.70%
<b>Total</b>	<b>6.02%</b>	<b>4.50%</b>	<b>3.48%</b>	<b>4.91%</b>

## PDL<sup>1</sup> > 90 days

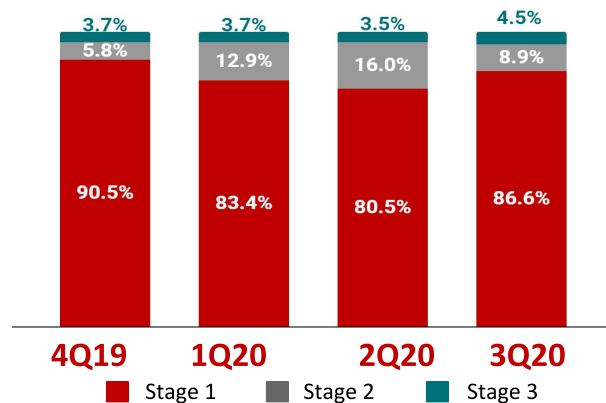
Cartera	4Q19	1Q20	2Q20	3Q20
Commercial	4.04%	3.81%	3.77%	3.65%
Consumer	2.04%	2.07%	0.75%	0.75%
Mortgage	4.07%	4.41%	4.07%	3.47%
<b>Total</b>	<b>3.46%</b>	<b>3.45%</b>	<b>3.00%</b>	<b>2.80%</b>

## Cost of Risk

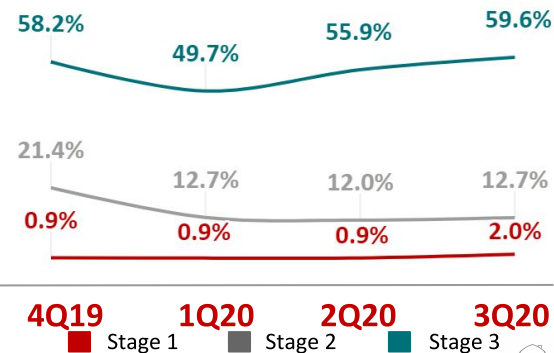
● 3M Annualized  
● 12 Months



## Loans by Stages



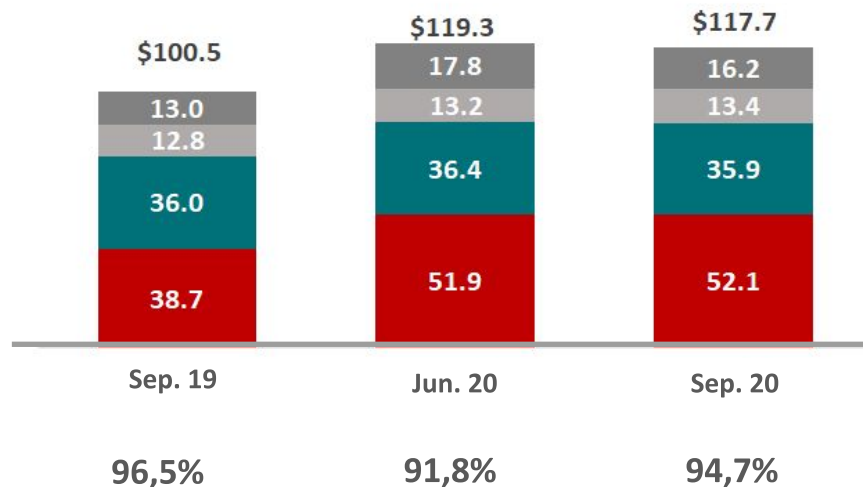
## Coverage by Stages





# Balance Sheet - Funding Sources

	3Q20/2Q20	3Q20/3Q19
<b>Demand Deposits</b>	0.4%	34.6%
<b>Term Deposits</b>	-1.2%	-0.1%
<b>Bonds</b>	1.8%	5.4%
<b>Credits</b>	-8.6%	24.9%
<b>Funding Sources</b>	<b>-1.3%</b>	<b>17.2%</b>
<b>FX Effect</b>	<b>0.7%</b>	<b>4.2%</b>



Gross Loans / Funding Sources

96,5%

91,8%

94,7%

Funding Sources		Sep. 19	Jun. 20	Sep. 20	3Q20/2Q20	3Q20/3Q19
Colombia		75.6	88.4	88.2	-0.2%	16.8%
International	COP	24.9	30.8	29.5	-4.4%	18.4%
	USD <sup>1</sup>	7.2	8.2	7.6	-7.1%	6.5%

Figures in COP trillion

1. Figures in billion USD

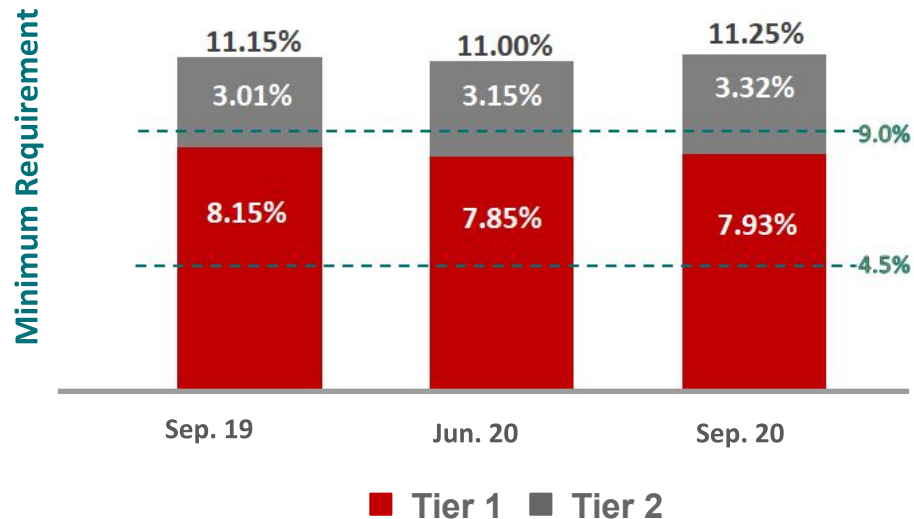
At the end of Sepe the COP devalued 2.9% Q/Q and 11.2% Y/Y



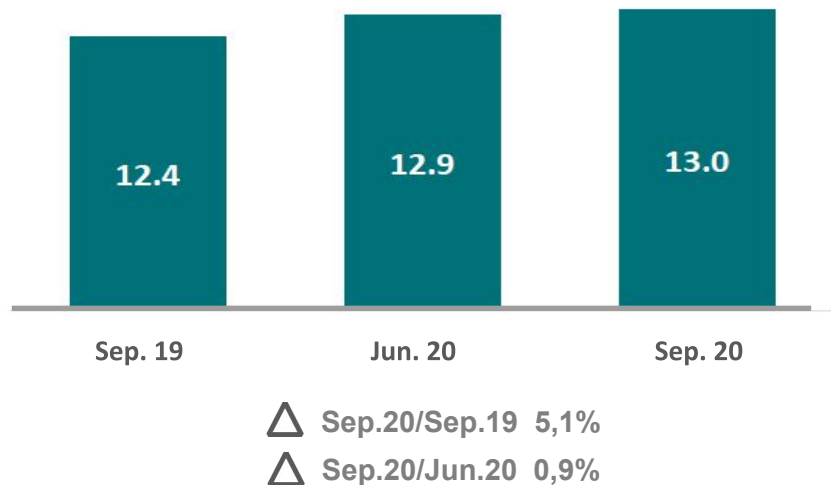


# Balance Sheet - Capital Structure

## Capital Adequacy Ratios



## Equity (COP Trillion)



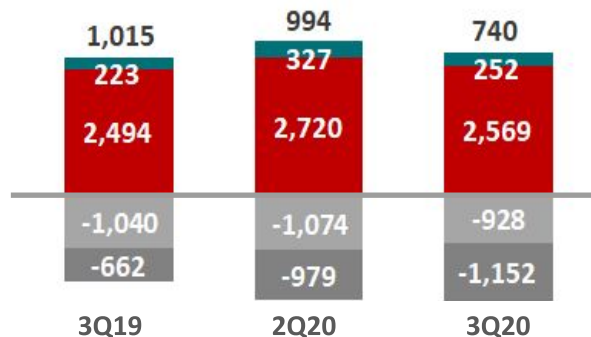
Figures in COP trillion

At the end of Sepe the COP devaluated 2.9% Q/Q and 11.2% Y/Y



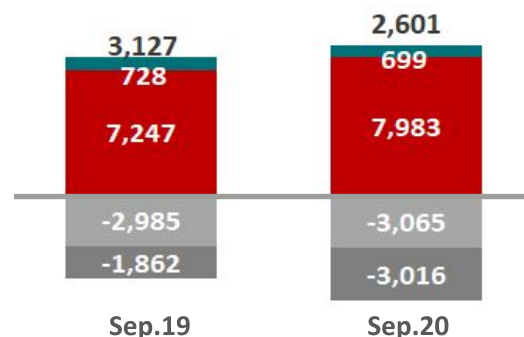
# P&L - Financial Margin

## QUARTER



	Sep.19	Jun.20	Sep.20
NIM <sup>1</sup> 12 Months	6.55%	6.29%	6.26%
Annualized Quarter	6.41%	6.39%	6.07%

## ACCUMULATED



3Q20 \$	3Q20/2Q20 %	3Q20/3Q19 %		Sep.20 \$	Sep.20/Sep.19 %
2,569	-5.6	3.0	Loan Income	7,983	10.2
252	-23.2	12.8	Investment Income + Interbank	699	-3.9
<b>2,820</b>	<b>-7.4</b>	<b>3.8</b>	<b>Financial Income</b>	<b>8,682</b>	<b>8.9</b>
-928	-13.6	-10.8	Financial Expenses	-3,065	2.7
<b>1,892</b>	<b>-4.1</b>	<b>12.8</b>	<b>Gross Financial Margin</b>	<b>5,617</b>	<b>12.6</b>
-1,152	17.6	74.0	Provision Expenses	-3,016	62.0
<b>740</b>	<b>-25.5</b>	<b>-27.1</b>	<b>Net Financial Margin</b>	<b>2,601</b>	<b>-16.8</b>

Figures in COP billion. The devaluation of the average exchange rate in 2Q20 was 0.3% Q/Q and 14.4% Y/Y

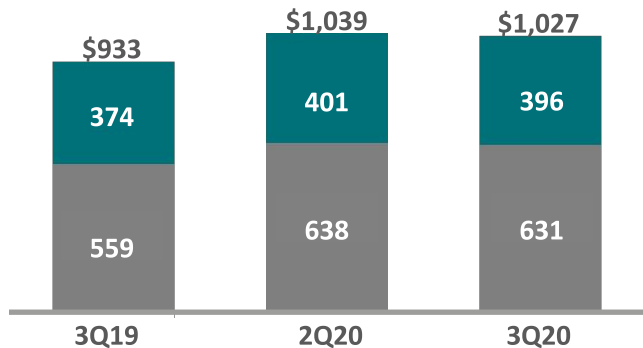
1.NIM (12 Months): Gross financial margin (12 months) / Average performing assets (5 Periods)

NIM (Annualized Quarter): Gross financial margin (Quarter) x 4 / Average performing assets (2 Periods)



# P&L - Expenses

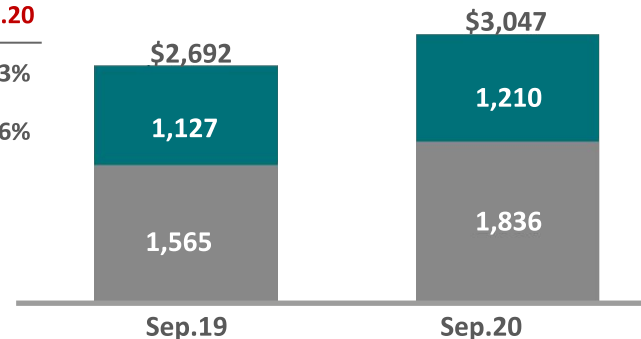
## QUARTER



Cost to  
Income<sup>1</sup>

	Sep.19	Jun.20	Sep.20
12 Months	45.8%	47.3%	47.3%
Annualized Quarter	45.3%	48.7%	45.6%

## ACCUMULATED



3Q20 \$	3Q20/2Q20 %	3Q20/3Q19 %		Sep.20 \$	Sep.20/Sep.19 %
396	-1.4	5.9	Personnel Expenses	1,210	7.3
631	-1.0	12.9	Operating Expenses and Others <sup>2</sup>	1,836	17.3
<b>1,027</b>	<b>-1.2</b>	<b>10.1</b>	<b>Total Expenses</b>	<b>3,047</b>	<b>13.2</b>

Figures in COP billion. Devaluation of the average exchange rate in 3Q20 was 0,3% Q/Q and 14.4% Y/Y

1. Other Expenses include Amortization and Depreciation, Intangibles, Amortization, Taxes and Deposits Insurance

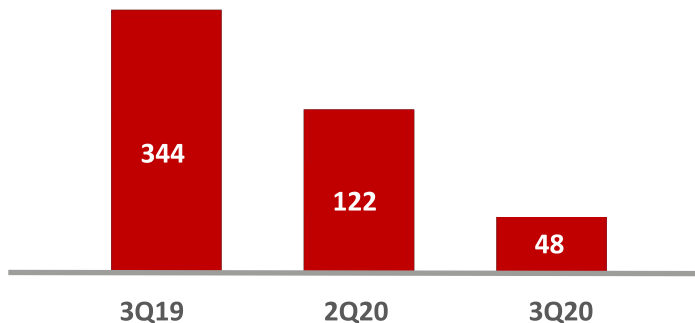
2. Cost-to-income(12 months) = Operational Expenses (12 months) / (Gross Financial Margin + Operating Income + Other income and expenses. net)

Cost-to-income(Annualized Quarter) = Total Expenses (Quarter) / Total Income (Quarter)



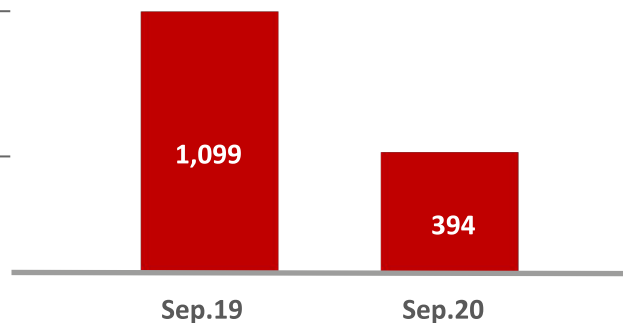
# P&L - Net Income

## QUARTER



	Sep.19	Jun.20	Sep.20
ROAE <sup>1</sup>	12 Months	12.71%	8.57%
	Annualized		
	Quarter	11.36%	3.77%
ROAA <sup>2</sup>	12 Months	1.31%	0.84%
	Annualized		
	Quarter	1.16%	0.35%

## ACCUMULATED



3Q20 \$	3Q20/2Q20 %	3Q20/3Q19 %		Sep.20 \$	Sep.20/Sep.19 %
740	-25.5	-27.1	Net Financial Margin	2,601	-16.8
313	12.3	-5.8	Operating Income	906	-8.3
1,027	-1.2	10.1	Operating Expenses	3,047	13.2
46	142.3	-7.2	FX Changes, Derivatives and Others	52	39.0
<b>73</b>	<b>-41.3</b>	<b>-84.3</b>	<b>Income Before Tax</b>	<b>512</b>	<b>-64.9</b>
25	955.6	-79.4	Taxes	118	-67.3
<b>48</b>	<b>-60.5</b>	<b>-86.0</b>	<b>Net Income<sup>(3)</sup></b>	<b>394</b>	<b>-64.1</b>

Figures in COP billion. The devaluation of the average exchange rate in 3Q20 was 0,3% Q/Q and 14.4% Y/Y

1. ROAE (12 Months) = Net Income (12 months) / Average Equity (5 Periods)

ROAE (Annualized Quarter) = 4x (Net Income (Quarter) / Average Equity (2 Periods))

3. Net Income after deletions, homologations and homogenization

2. ROAA (12 Months) = Net Income (12 months) / Average Assets (5 Periods)ROAA

ROAA (Annualized Quarter) = 4x (Net Income (Quarter) / Average Assets (2 Periods))



# DAVIVIENDA

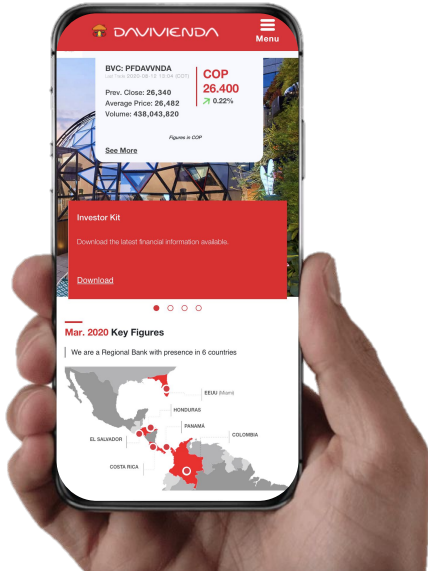
## Investor Relations and Capital Management

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Bogotá - Colombia



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# Appendix



DAVIVIENDA



# Balance - Coverage Ratios (%)

## Coverage<sup>1</sup>

Portfolio	4Q19	1Q20	2Q20	3Q20
Commercial	117.0%	118.5%	128.2%	156.5%
Consumer	280.6%	274.4%	821.3%	1,050.7%
Mortgage	37.3%	39.5%	55.6%	64.3%
<b>Total</b>	<b>123.1%</b>	<b>122.3%</b>	<b>154.1%</b>	<b>197.0%</b>

## Total Reserves Coverage<sup>2</sup>

Portfolio	4Q20	1Q20	2Q20	3Q20
Commercial	140.6%	142.3%	150.0%	164.4%
Consumer	319.7%	305.8%	966.5%	1,252.5%
Mortgage	67.8%	62.4%	74.8%	91.0%
<b>Total</b>	<b>151.4%</b>	<b>147.0%</b>	<b>183.7%</b>	<b>224.7%</b>

## Loan Loss Reserves / Gross Loans<sup>3</sup>

Portfolio	4Q19	1Q20	2Q20	3Q20
Commercial	4.7%	4.5%	4.8%	5.7%
Consumer	5.7%	5.7%	6.2%	7.9%
Mortgage	1.5%	1.7%	2.3%	2.2%
<b>Total</b>	<b>4.3%</b>	<b>4.2%</b>	<b>4.6%</b>	<b>5.5%</b>

## Total Reserves / Gross Loans<sup>4</sup>

Portfolio	4Q19	1Q20	2Q20	3Q20
Commercial	5.7%	5.4%	5.7%	6.0%
Consumer	6.7%	6.3%	7.3%	9.4%
Mortgage	2.8%	2.8%	3.0%	3.2%
<b>Total</b>	<b>5.2%</b>	<b>5.1%</b>	<b>5.5%</b>	<b>6.3%</b>

1. Coverage: Asset Allowances / Loans > 90 days

2. Total Reserves Coverage: (Asset Allowances + Equity Allowances) / Loans > 90 days

3. Asset Allowances / Gross Loans

4. (Asset Allowances + Equity Allowances) / Gross Loans