



DA VIVIENDA

# Consolidated Financial Results 2Q19



MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM



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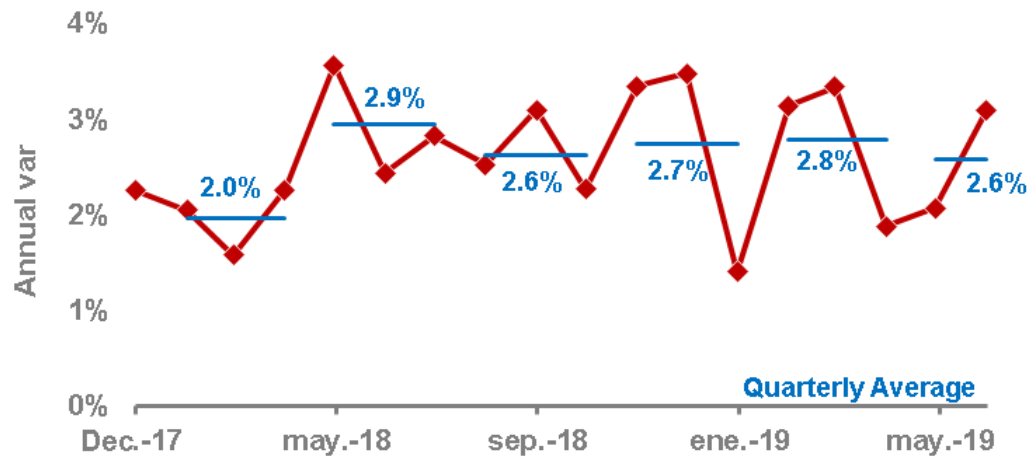
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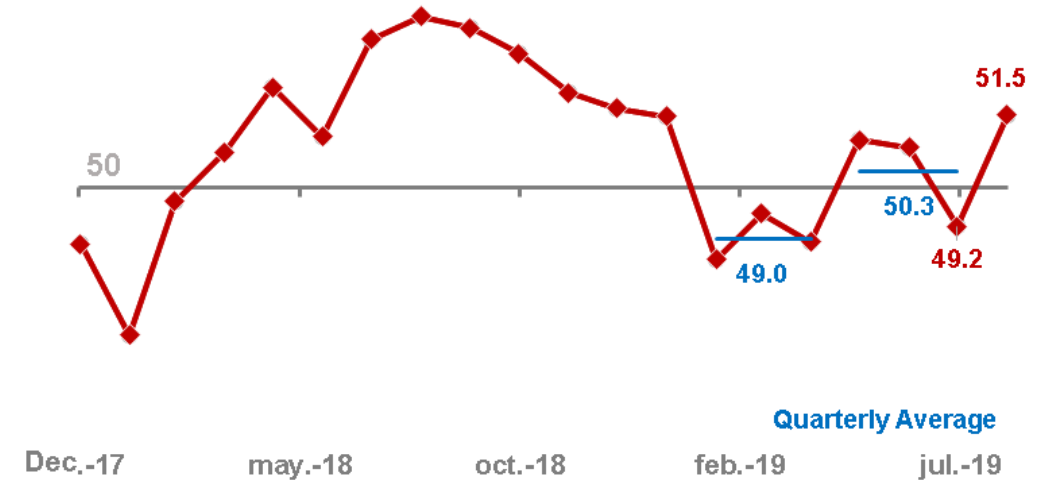
# Macroeconomic Aspects Colombia

## Economic Activity Indicator\*



Source: National Department of Statistics (DANE) - ISE. \*Original series.

## Davivienda PMI



Source: Banco Davivienda

## Exchange Rate and Oil Prices



Source: Superintendencia Financiera de Colombia and Bloomberg

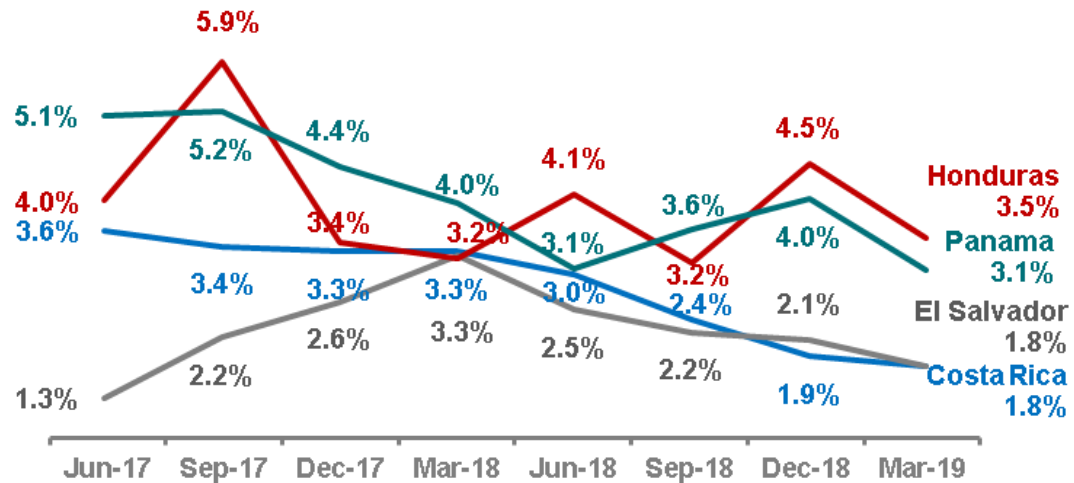
## Sovereign Ratings

Agency	mar-19	jun-19
S&P	BBB- Out. Stable	BBB- Out. Stable
Fitch	BBB Out. Stable	BBB Out. Negative
Moody's*	BBB Out. Negative	BBB Out. Stable

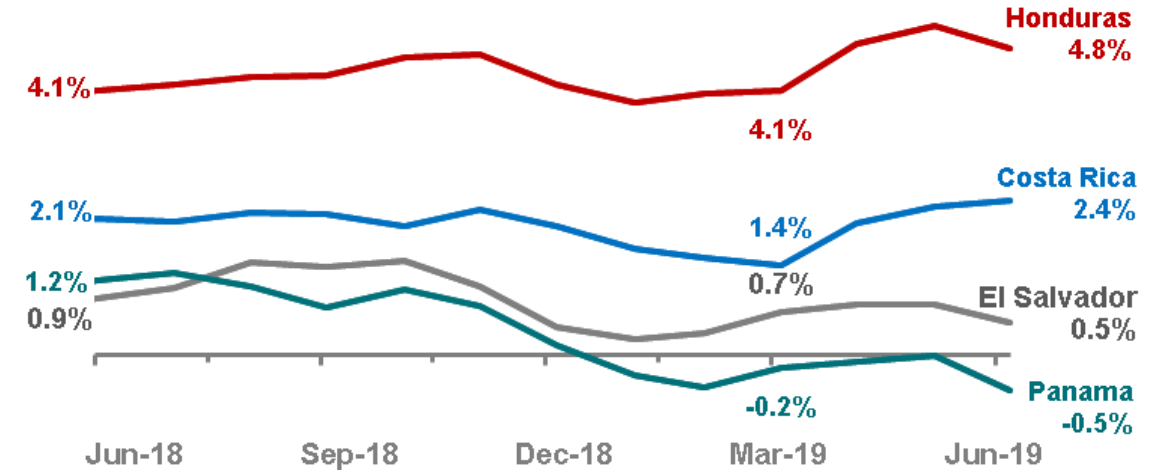
Source: Risk Rating Agency's / \* Equivalent Rating

# Macroeconomic Aspects Central America

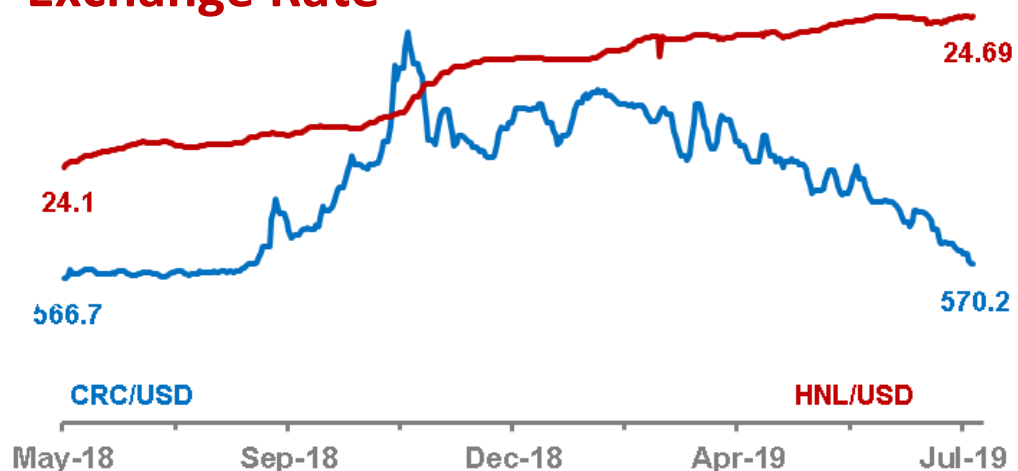
## Gross Domestic Product (Annual var)



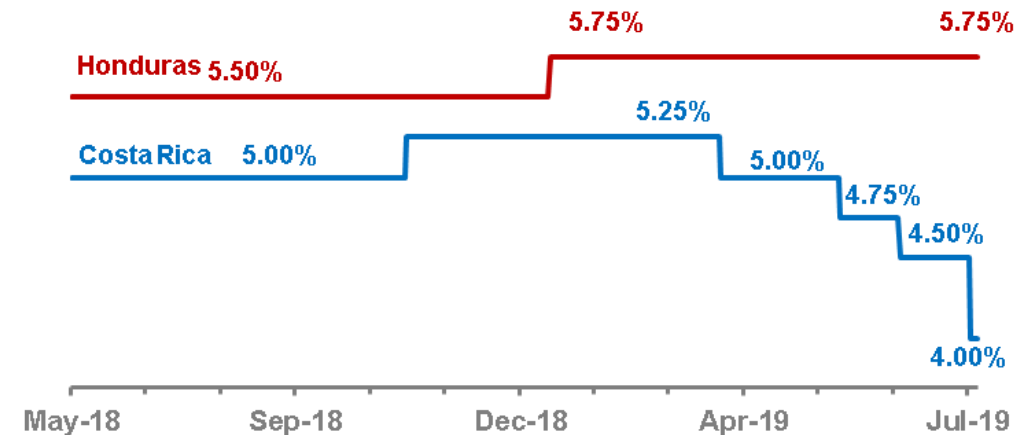
## Inflation (Annual var)



## Exchange Rate



## Monetary Policy Rate



# Main Results 2Q19

## Net Profit

**\$362 Billion Quarterly**  
⬆️ Q/Q: -8.0% Y/Y : 28.8%  
**\$755 Billion Accumulated**  
⬆️ Y/Y: 2.7%

## Gross Loans

**\$ 91.3 Trillion**  
⬆️ Q/Q: 2.8% Y/Y: 11.8%

## PDL<sup>1</sup>

**Total PDL: 3.68%**  
⬆️ Q/Q: -19bps Y/Y: -17bps

## NIM

**6.52%**  
⬆️ Q/Q: -3bps Y/Y: -4bps

## Efficiency

**46.0%**  
⬆️ Y/Y: -57 bps

## Solvency and Tier I

**Total: 11.91%**  
⬆️ Y/Y: -77 bps  
**Tier I: 8.51%**  
⬆️ Y/Y: -1bps

## Relevant Facts

### Colombia:

Mortgage portfolio Securitization: Jun. 19: **\$280 Billion**

Local senior bond issuance: Jul. 19: **\$600 Billion**

Ruta del Sol II Update



# Digital Transformation - Products

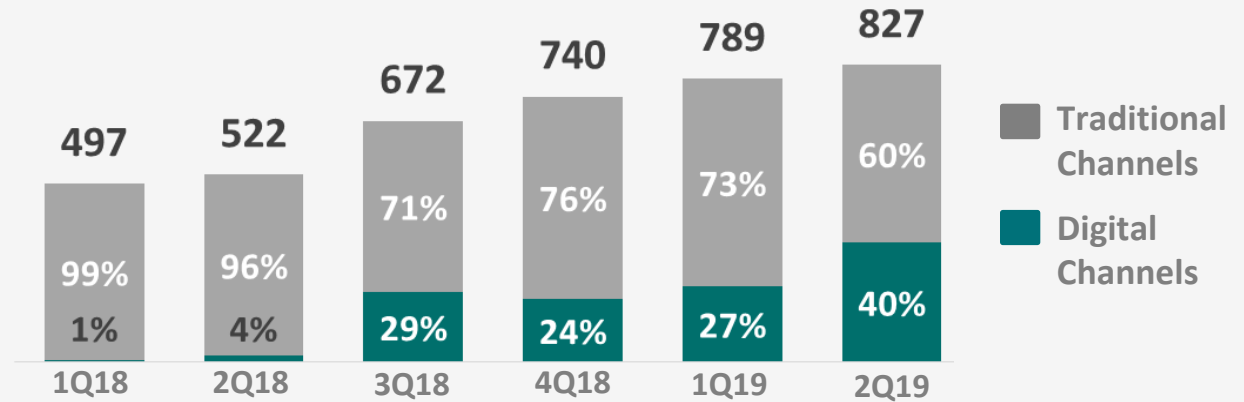
## New Digital Offer

 Investment Funds 

 Voluntary Pension funds 

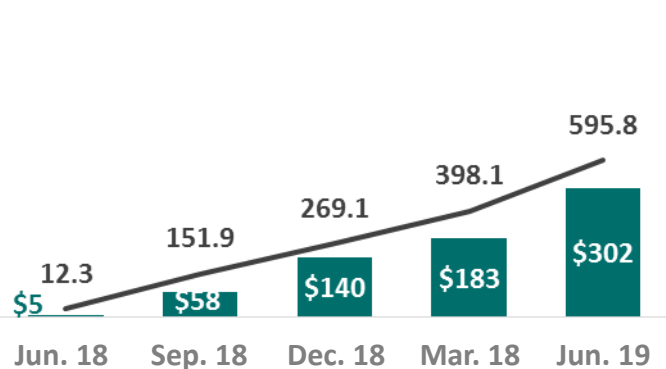
## Product Sales

(Figures in thousands of products)

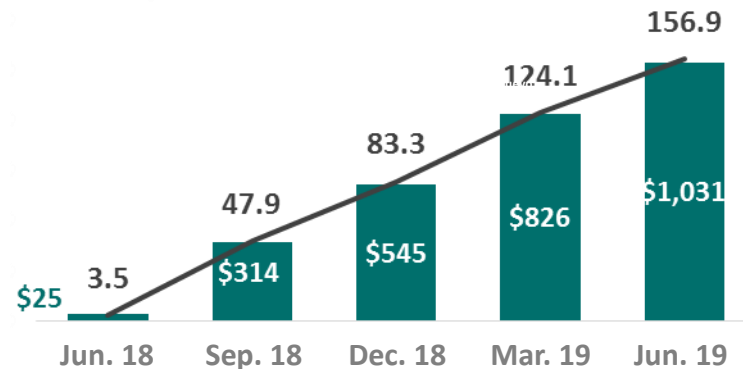


## Digital Products

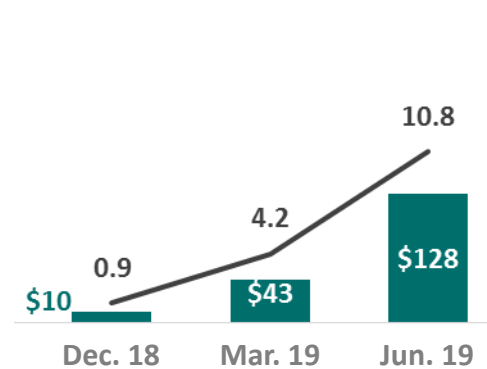
 Savings accounts



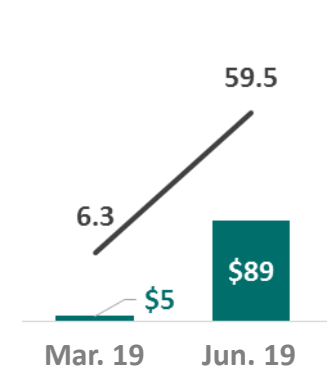
 Uns. Personal Loans



 Payroll Loans



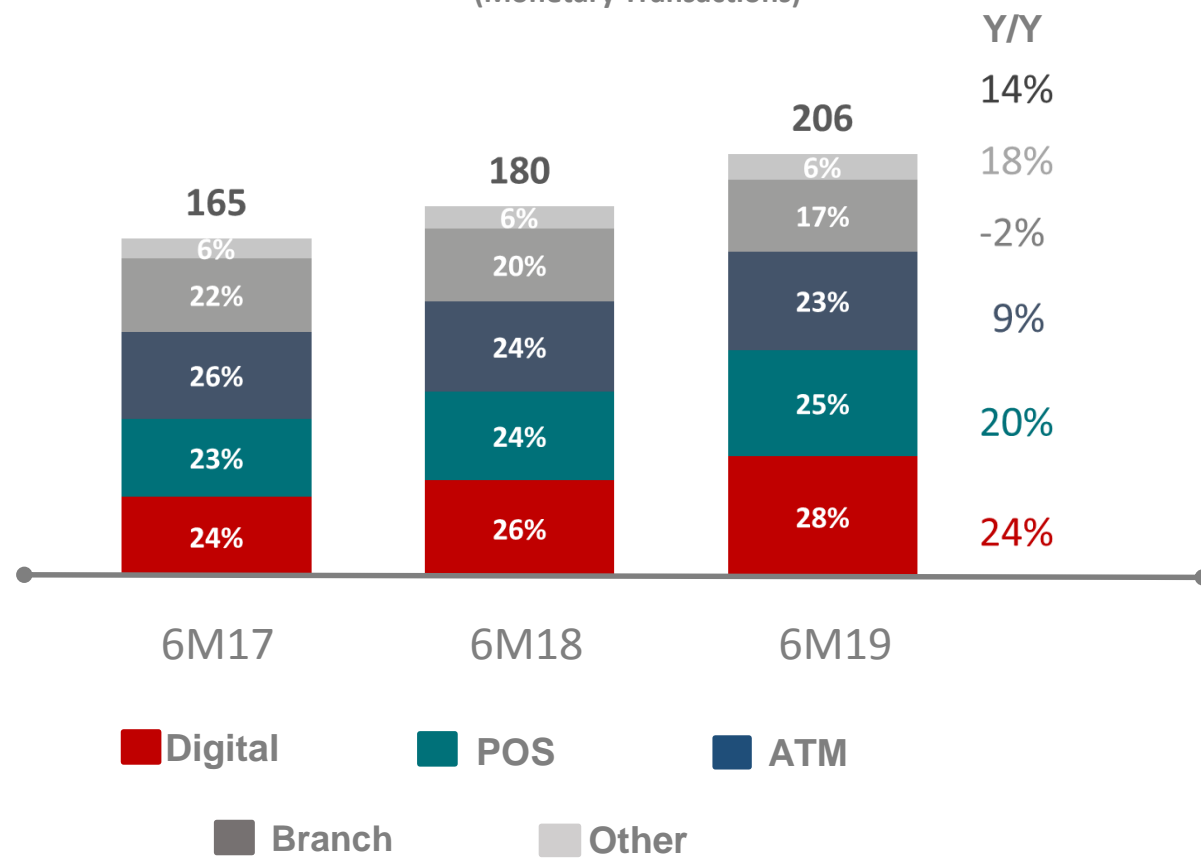
 Credit Cards



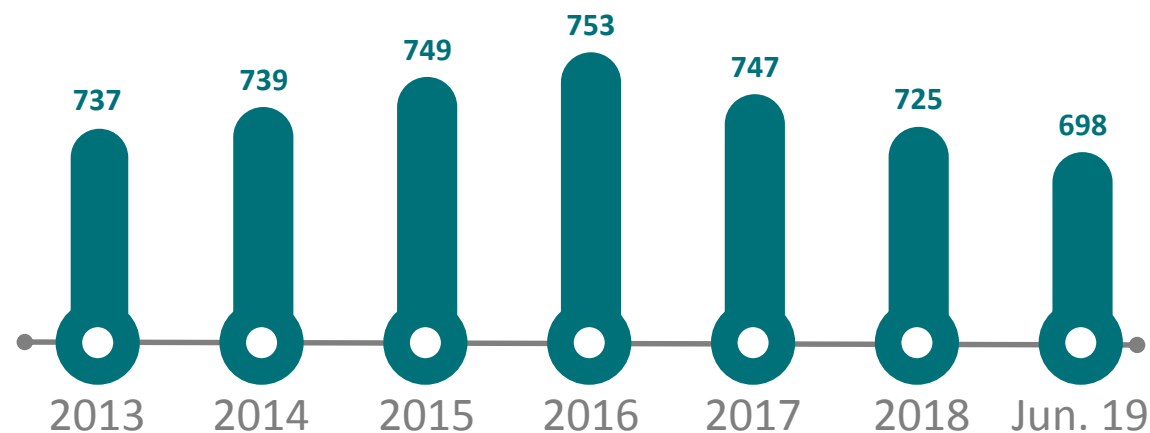
# Digital Transformation - Channels

## Transactional mix<sup>1</sup>

(Monetary Transactions)



## Branches Evolution<sup>2</sup>



1. Transactional composition of Colombia operation

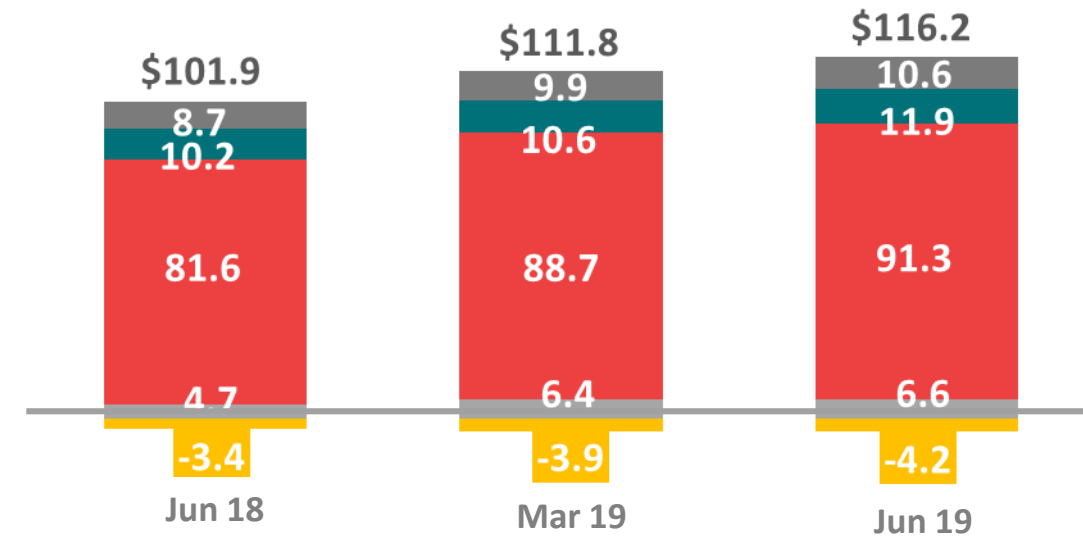
2. Consolidated Branches (Colombia and CAM)

Bar figures in million transactions.



# Assets

	2T19/1T19	2T19/2T18
Cash	7.5%	22.3%
Investments net	11.7%	16.1%
Gross loans	2.8%	11.8%
Loan Loss reserves	6.9%	25.3%
Others	3.3%	41.9%
<b>Assets</b>	<b>4.0%</b>	<b>14.1%</b>



Assets		Jun. 18	Mar. 18	Jun. 19	2Q19/1Q19	2Q19/2Q18
Colombia		79.0	85.4	89.6	4.9%	13.4%
	COP	23.8	27.2	27.5	0.9%	15.7%
International	USD <sup>1</sup>	8.1	8.6	8.6	0.0%	5.8%

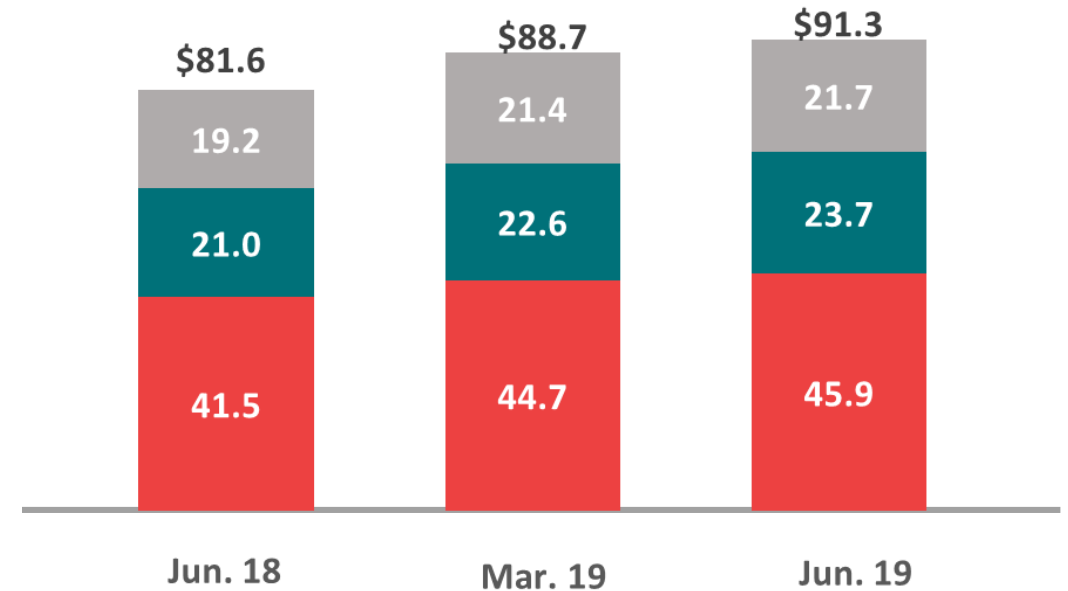
1. Figures in billions USD  
At the end of June the COP devalued 1.0 Q/Q and 9.4% Y/Y





# Gross Loans

	2Q19/1Q19	2Q19/2Q18
<b>Mortgage</b>	1.1%	12.8%
<b>Consumer</b>	4.8%	12.9%
<b>Commercial</b>	2.7%	10.8%
<b>Gross Loans</b>	<b>2.8%</b>	<b>11.8%</b>



Gross Loans		Jun. 18	Mar 19	Jun. 19	2Q19/1Q19	2Q19/2Q18
Colombia		65.7	70.6	73.0	3.3%	11.0%
International	COP	15.9	18.1	18.3	1.0%	14.9%
	USD <sup>1</sup>	5.4	5.7	5.7	0.0%	5.0%

Figures in billions of pesos

1. Figures in billions USD.

At the end of June, the COP devalued 1.0% Q/Q and 9.4% Y/Y.



# PDL and Coverage (%)

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

Portfolio	2Q18	1Q19	2Q19
Commercial	4.51%	4.76%	4.22%
Consumer	2.60%	2.31%	2.35%
Mortgage	3.81%	3.68%	4.02%
<b>Subtotal (90)</b>	<b>3.85%</b>	<b>3.87%</b>	<b>3.68%</b>
Mortgage <sup>2</sup> (120)	2.92%	2.99%	3.17%
<b>Total<sup>3</sup> (120)</b>	<b>3.64%</b>	<b>3.71%</b>	<b>3.48%</b>

## Cost of Risk

Ratio	2Q18	1Q19	2Q19
<b>Total</b>	<b>2.53%</b>	<b>2.47%</b>	<b>2.46%</b>

## Coverage<sup>4</sup>

Portfolio	2Q18	1Q19	2Q19
Commercial	92.2%	101.4%	122.0%
Consumer	253.2%	281.8%	271.4%
Mortgage	34.3%	38.5%	38.3%
<b>Total</b>	<b>106.7%</b>	<b>114.4%</b>	<b>125.1%</b>

## Total Reserves Coverage<sup>5</sup>

Portfolio	2Q18	1Q19	2Q19
Commercial	107.1%	113.1%	136.6%
Consumer	280.2%	297.2%	291.8%
Mortgage	65.9%	72.8%	68.3%
<b>Total</b>	<b>127.6%</b>	<b>131.9%</b>	<b>144.6%</b>

1. PDL: Loans > 90 days / Gross Loans Portfolio

2. Mortgage >120 days / Gross Loans Portfolio

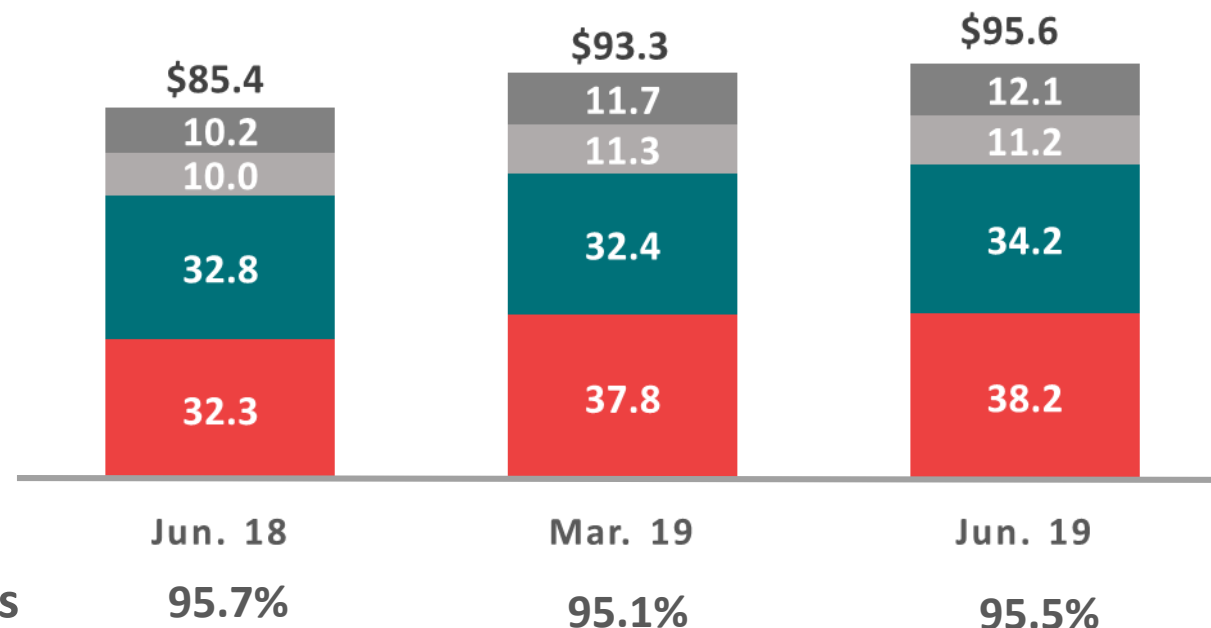
3. Total (120) includes: (Mortgage > 120 days + Commercial > 90 days + Consumer >90 days) / Gross Loans Portfolio

4. Coverage: Asset Allowances / Loans >90 days

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

# Funding Sources

	2Q19/1Q19	2Q19/2Q18
<b>Demand Deposits</b>	1.0%	18.0%
<b>Term Deposits</b>	5.4%	4.4%
<b>Bonds</b>	(1.5%)	11.6%
<b>Credits</b>	3.0%	17.9%
<b>Funding Sources</b>	<b>2.4%</b>	<b>12.0%</b>



Funding Sources		Jun. 18	Mar. 19	Jun. 19	2Q19/1Q19	2Q19/2Q18
Colombia		65.3	70.2	72.6	3.4%	11.1%
International	COP	20.0	23.1	23.0	(0.4%)	15.0%
	USD <sup>1</sup>	6.8	7.3	7.2	(1.4%)	5.1%

Figures in billions of pesos

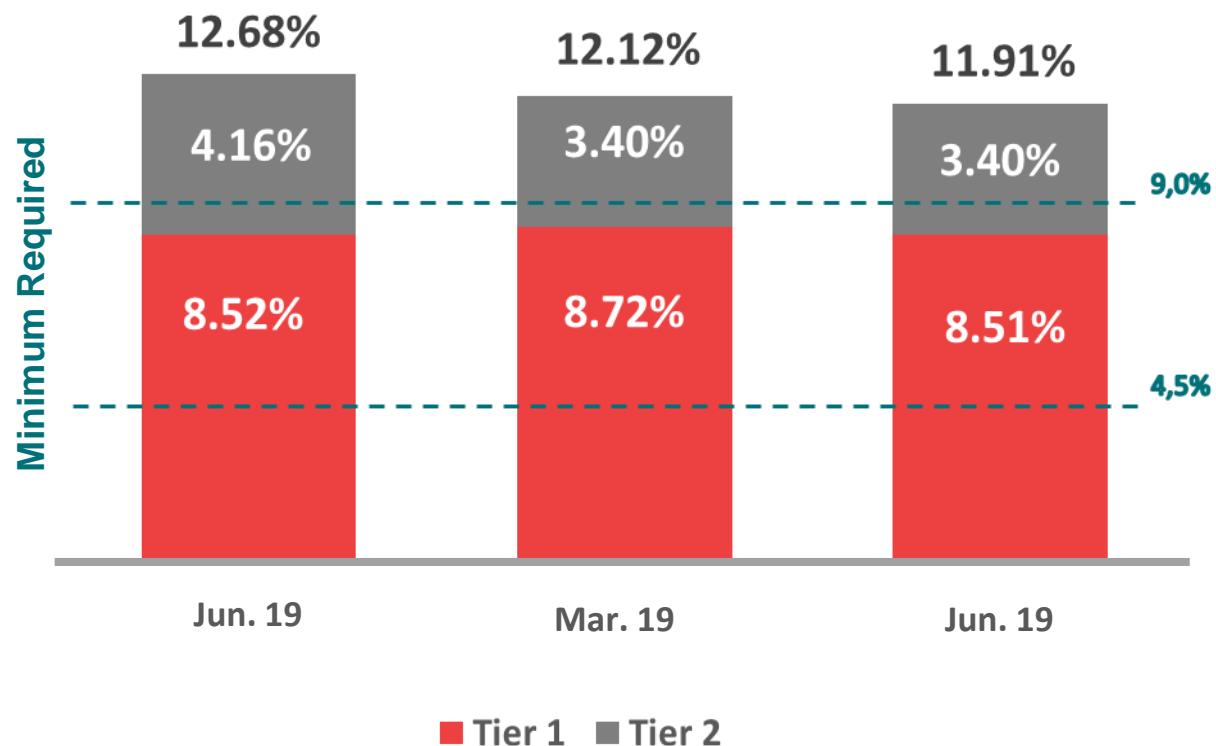
1. Figures in billions USD.

At the end of June the COP devalued 1.0% Q/Q and 9.4% Y/Y.

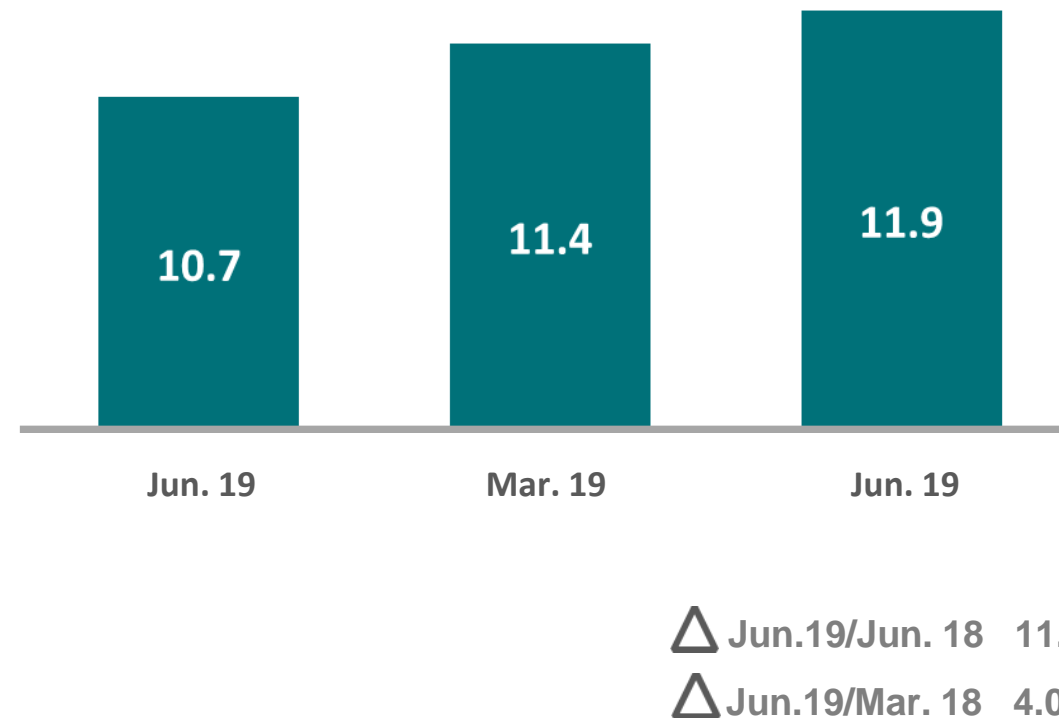


# Capital Structure

## Capital Adequacy Ratios

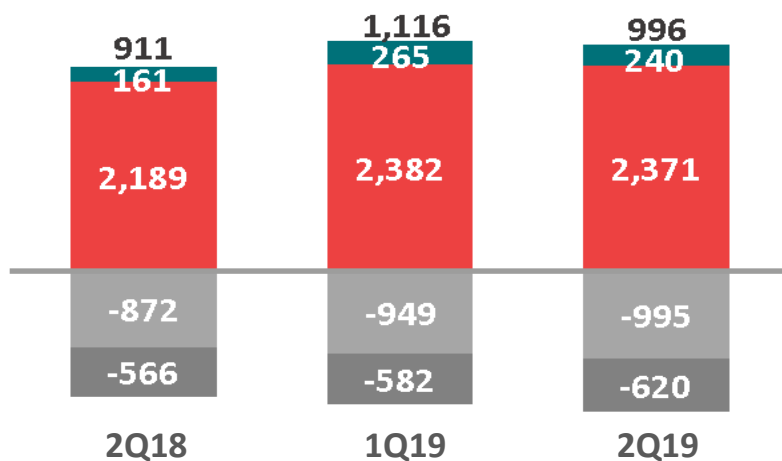


## Equity (COP Trillion)



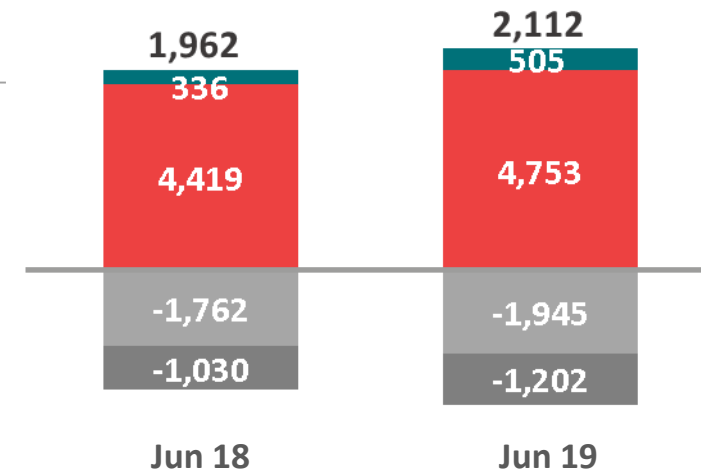
# Financial Margin, Net

## QUARTER



Ratio	Jun.18	Mar.19	Jun.19
NIM <sup>1</sup>	6.56%	6.56%	6.52%
Cost of Risk <sup>2</sup>	2.53%	2.47%	2.46%

## ACCUMULATED



2Q19	2Q19/1Q19	2Q19/2Q18		Jun.19	Jun.19/Jun.18
\$	%	%		\$	%
2,371	(0.5)	8.3	Loan Income	4,753	7.6
240	(9.7)	49.0	Investment Income, Interbank	505	50.4
<b>2,611</b>	<b>(1.4)</b>	<b>11.1</b>	Financial Income	<b>5,258</b>	<b>10.6</b>
(995)	4.8	14.1	Financial Expenses	(1,945)	10.4
<b>1,616</b>	<b>(4.8)</b>	<b>9.4</b>	Financial Margin, Gross	<b>3,313</b>	<b>10.7</b>
(620)	6.6	9.5	Provision Expenses	(1,202)	16.7
<b>996</b>	<b>(10.8)</b>	<b>9.3</b>	Financial Margin, Net	<b>2,112</b>	<b>7.6</b>

Figures in billions. The devaluation of the average exchange rate in 2Q19 was 11.9% Y/Y and 1.7% Q/Q

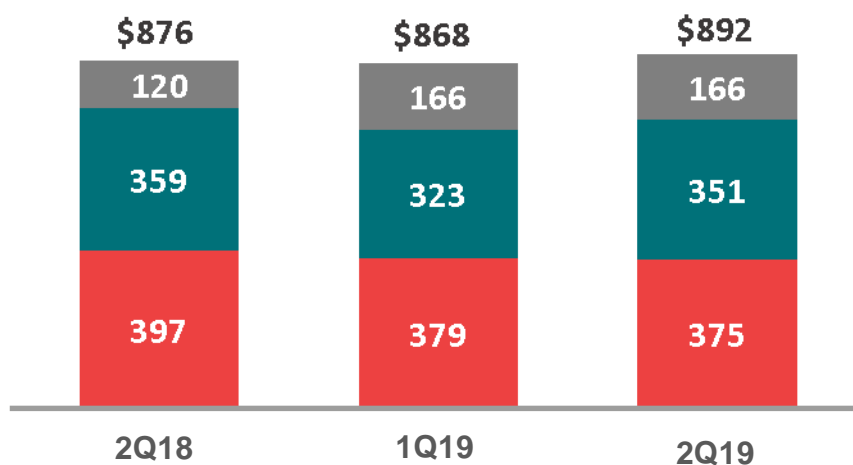
1. NIM (12 Months): Gross financial margin (12 months) / Average productive assets (5 Periods)

2. Cost of risk (12 months) = Provision Expense (12 months) / Gross Portfolio

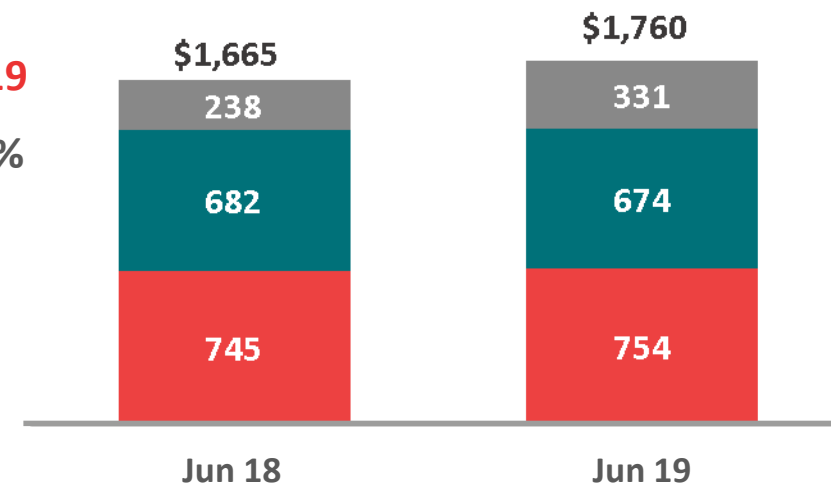


# Expenses

## QUARTER



## ACCUMULATED



Cost-to-income <sup>2</sup> Jun. 18 46.6% Mar.19 46.5% Jun.19 46.0%

2Q19 \$	2Q19/1Q19 %	2Q19/2Q18 %		Jun. 19 \$	Jun. 19/Jun.18 %
375	(0.9)	(5.6)	Personnel Expenses	754	1.2
351	8.6	(2.1)	Operating Expenses	674	(1.1)
166	(0.3)	38.0	Other Expenses <sup>1</sup>	331	39.1
<b>892</b>	<b>2.8</b>	<b>1.8</b>	<b>Total Expenses</b>	<b>1,760</b>	<b>5.7</b>

Figures in COP billion. Average exchange rate revaluated 0.2% Y/Y and 2.5% Q/Q

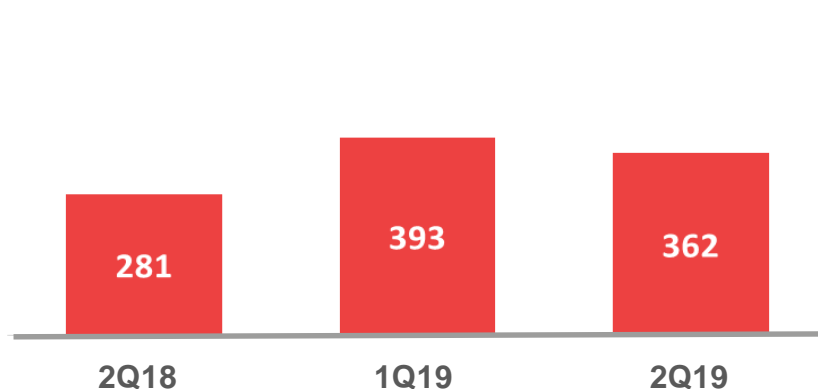
1. Other Expenses includes Amortization and Depreciation. Intangibles Amortization. Taxes and Deposits Insurance

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

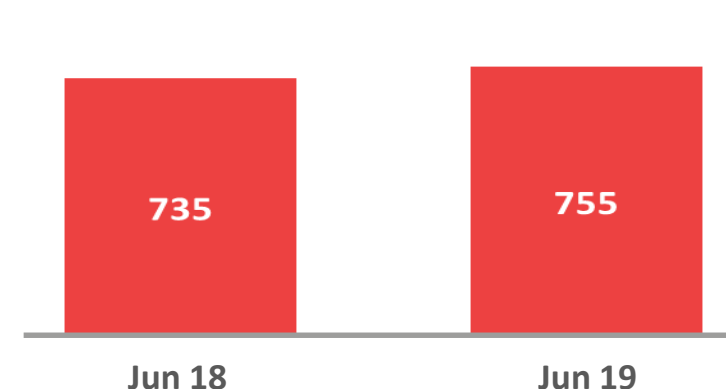


# Net Income

## QUARTER



## ACCUMULATED



	Jun. 18	Mar.19	Jun.19
ROAE <sup>1</sup>	13.0%	12.2%	12.6%
ROAA <sup>2</sup>	1.4%	1.3%	1.3%

2Q19	2Q19/1Q19	2Q19/2Q18		Jun.19	Jun.19/Jun.18
\$	%	%		\$	%
996	(10.8)	9.3	Financial Margin, Net	2,112	7.6
356	11.3	6.0	Operating Income	676	3.5
892	2.8	1.8	Operating Expenses	1,760	5.7
(8)	(63.6)	(131.9)	FX Changes, Derivatives and Others	(31)	(219.7)
<b>451</b>	<b>(17.3)</b>	<b>13,7</b>	<b>Income before tax</b>	<b>996</b>	<b>2.1</b>
89	(41.2)	(22.9)	Taxes	241	0.3
<b>362</b>	<b>(8.0)</b>	<b>28.8</b>	<b>Net Income<sup>(3)</sup></b>	<b>755</b>	<b>2.7</b>

Figures in COP billion. Average exchange rate revaluated 0.2% Y/Y and 2.5% Q/Q

1. ROAE = Net Income (12 months) / Average Equity (5Periods)
2. ROAA = Net Income (12 months) / Average Assets (5Periods)
3. Net Income after deletions, homologations and homogenization





# Investor Relations and Capital Management

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