



DAVIVIENDA



Earnings Presentation

1Q16 Consolidated Results

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The financial information has been prepared under International Financial Reporting Standards (IFRS) applicable in Colombia and instructions of the Financial Superintendence of Colombia, and are presented in nominal terms. The financial statements in the quarter ended March 31 2016 will not necessarily be indicative of expected results for any other period.

Content

- > **First Quarter Highlights**
- > **First Quarter 2016 Financial Results**



A man and a woman in business attire are seated at a table, reviewing documents and a tablet. The man, wearing glasses and a dark suit, is pointing at a document. The woman, with long dark hair and a light blue shirt, is looking down at the documents. On the table are several papers, including one with a blue bar chart and a pie chart, and a tablet displaying similar data. A glass of water is also visible. The background is a blurred office setting.

FIRST QUARTER HIGHLIGHTS

Main Results

- > Net Income increased **13.4%** compared to the same period last year.
- > The net interest margin index grew **15** basis points compared to December 2015.
- > ROAE¹ at March 2015 reaches **15.4%**, in line with the end of 2015.
- > Efficiency² ratio was **45,7%**, improving **326 bps** compared to 1Q15.
- > Gross loan portfolio increased **22.1%** compared to March 2015. In Colombia we grew **20.4%** during the year.



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

2.Efficiency: ((Operating expenses) / (Gross financial margin + Operating income + Others)).



Retail Loans

- > Retail loans¹ reached **COP\$30.7** trillion increasing **17.0%** compared to 1Q15.
 - > Mortgage loans portfolio grew **19.3%** compared to the same period last year.
 - > Consolidated consumer portfolio reached **COP\$16.5** trillion, an increase of **15.0%** compared to 1Q15.
 - > Unsecured personal loans in Colombia grew **31.4%** compared to 1Q15, totaled **\$2.4** trillion.
 - > Credit card billing in Colombia was **COP\$1.9** trillion, up **10.2%** compared to the same period in 2015.
 - > Retail loans portfolio of international subsidiaries grew in USD by **11.7%** compared to 1Q15, highlighting the growth in Costa Rica, **25.1%** and Honduras **11.6%**.



1. Includes Consumer and Mortgages.

Commercial Loans

- > Commercial loans reached **COP\$35.6** trillion, increasing **27.0%** compared to 1Q15. While Colombia grew by **26.5%** compared to the same period 2015.
- > The contribution of Leasing Bolívar on the annual growth of the commercial loans was **4.1%**.
- > Corporate loans grew significantly in Colombia by **19.4%**, totaled **COP\$17.3** trillion.
- > SME loans in Colombia closed in **COP\$4.9** trillion, a growth of **45.7%** compared to same period last year.
- > The Construction loans portfolio in Colombia closed in **COP\$3.0** trillion, a growth of **35.9%** compared to 1Q15.
- > In International subsidiaries, commercial loans grew in USD **11.4%** compared to 1Q15, highlighting the growth in Costa Rica **34.8%**.



Other Highlights



> On January 4, 2016, Davivienda merged with Leasing Bolívar. By the end of 2015, the Company had **COP\$1.2** trillion in assets, **COP\$1.1** trillion in loan portfolio and liabilities of **COP\$1.1** trillion.



> On March 10, the General Shareholders' Meeting approved the payment of **COP\$864** per share as dividends, for a total of **COP\$390** billion.



> On April 2016, the Board of Directors of Fiduciaria Davivienda approved the acquisition process of our S.A.I¹, a Grupo Bolívar subsidiary. On December 2015, assets under management reached **COP\$96.9** billion and equity totaled **COP\$9.5** billion.



1. Seguridad Compañía Administradora de Fondos de Inversión S.A.



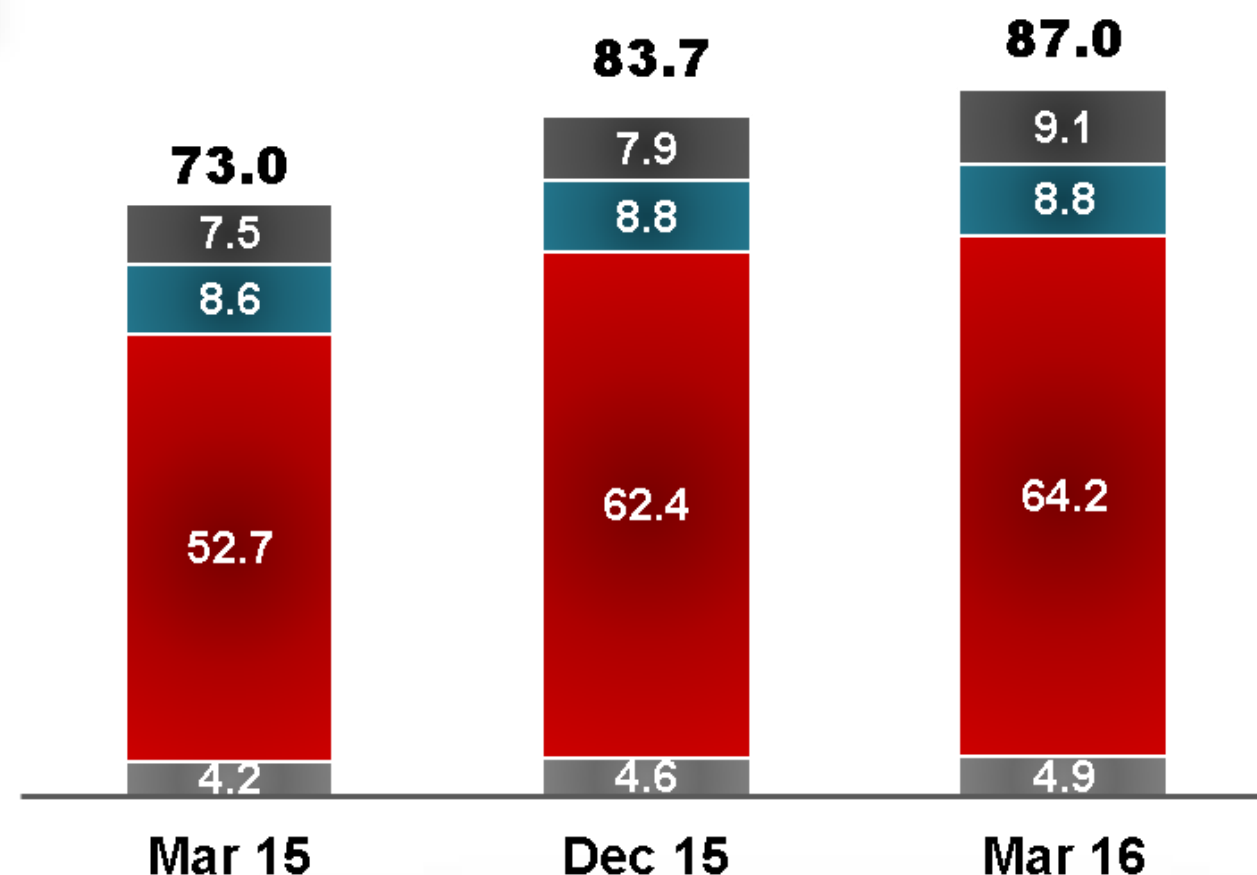
FIRST QUARTER Financial Results 2016

Consolidated

Assets

(COP Trillion)

	1Q16/4Q15	1Q16/1Q15
Cash	14.6%	21.7%
Investments, net	0.1%	1.9%
Loans, net	3.0%	21.8%
Other assets	4.6%	15.8%
Assets ⁽¹⁾	3.9%	19.1%



Assets	Mar 15	Dec 15	Mar 16	1Q16 / 4Q15	1Q16 / 1Q15
Colombia	56.9	62.0	65.5	5.6%	14.9%
International	17.1	22.8	22.6	-1.0%	31.7%
International USD\$	6.6	7.2	7.5	3.9%	14.1%

1. Includes deletions of Colombia under the international subsidiaries by COP 1,1 trillion.
Devaluation of COP 1Q16 was 15.5% Y/Y and revaluation 4.7% Q/Q.

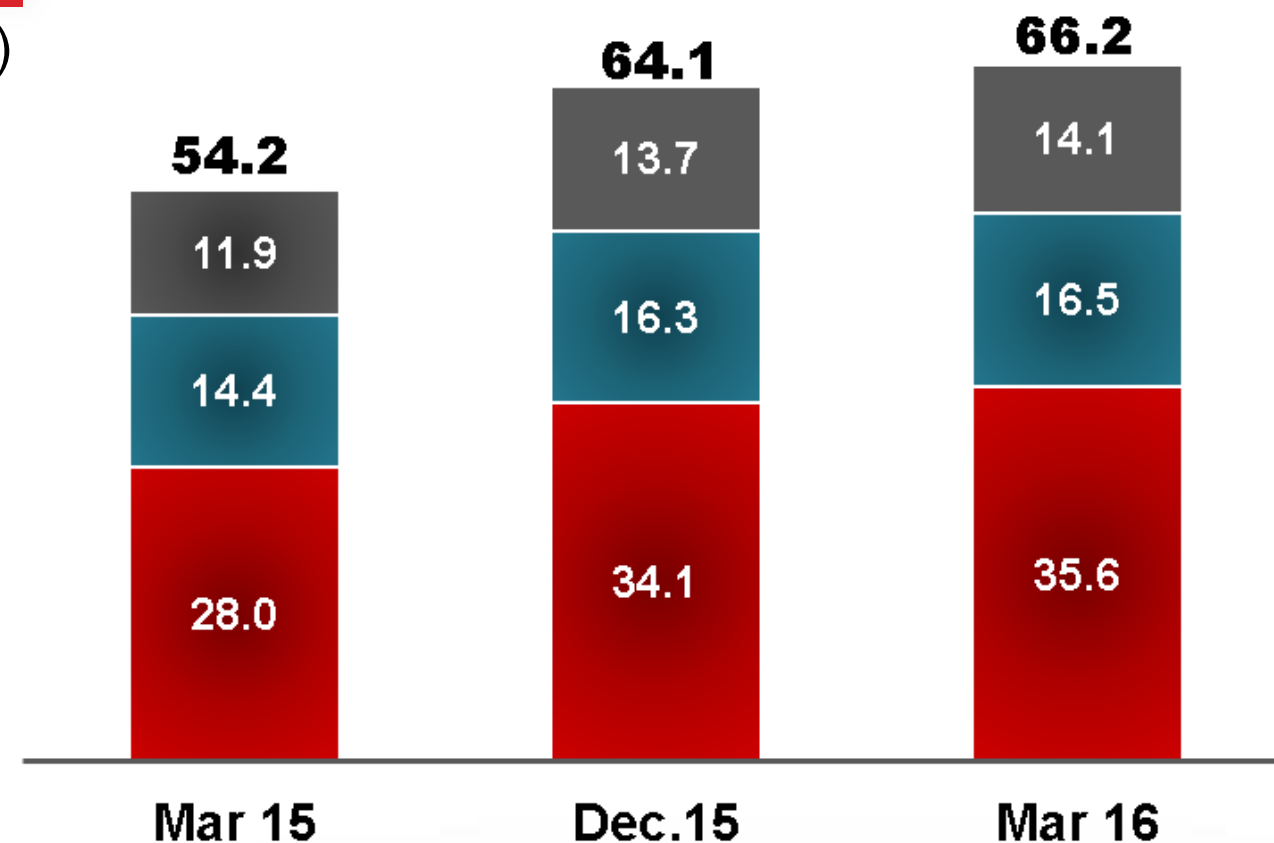


Consolidated

Gross Loans

(COP Trillion)

	1Q16/4Q15	1Q16/1Q15
Mortgage	3.0%	19.3%
Consumer	1.2%	15.0%
Commercial ⁽¹⁾	4.5%	27.0%
Gross Loans	3.3%	22.1%



Gross Loans	Mar 15	Dec 15	Mar 16	1Q16 / 4Q15	1Q16 / 1Q15
Colombia	42.8	49.0	51.5	5.2%	20.4%
International	11.4	15.1	14.7	-2.6%	28.8%
International USD\$	4.4	4.8	4.9	2.3%	11.5%

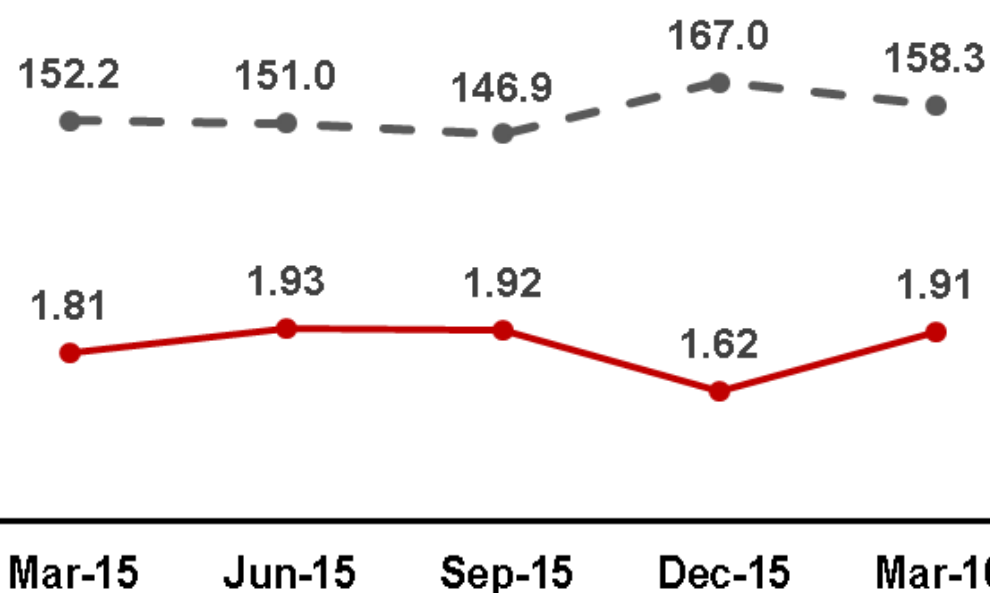
1. Commercial Includes Microcredit.

Devaluation of COP 1Q16 was 15.5% Y/Y and revaluation 4.7% Q/Q.

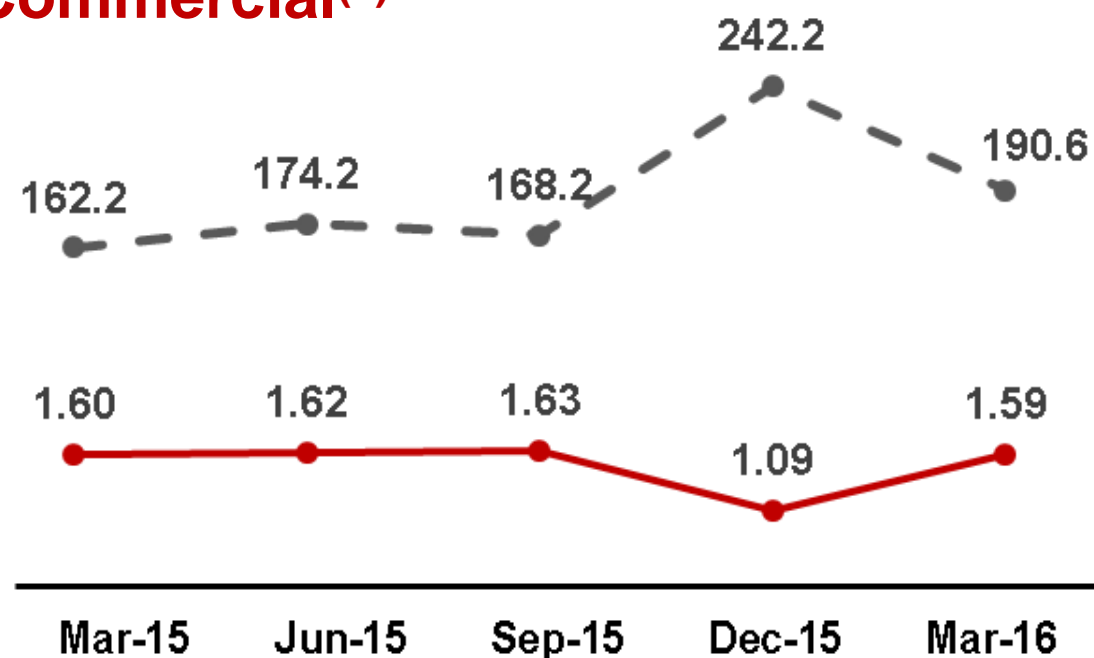


Quality and Coverage (%)

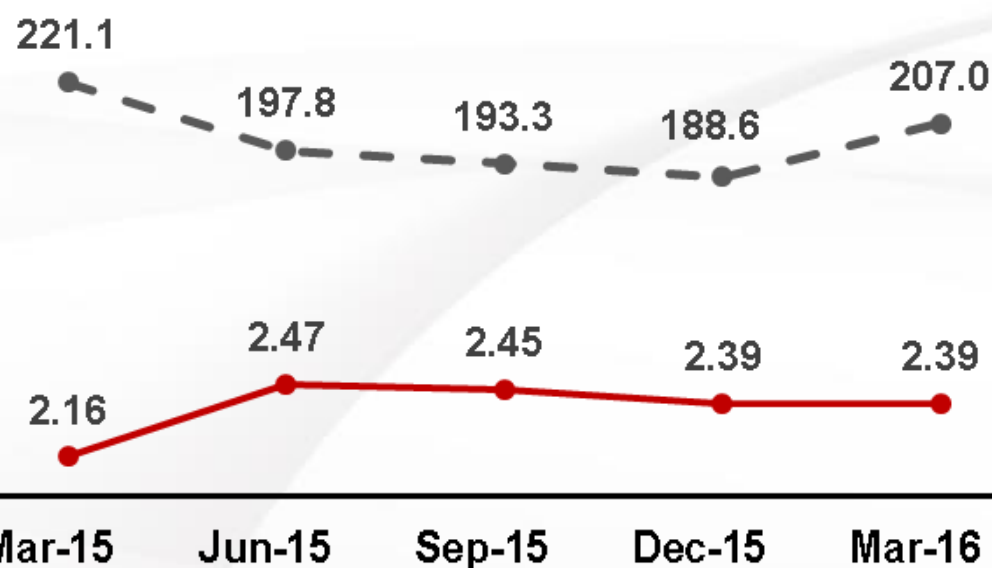
Total



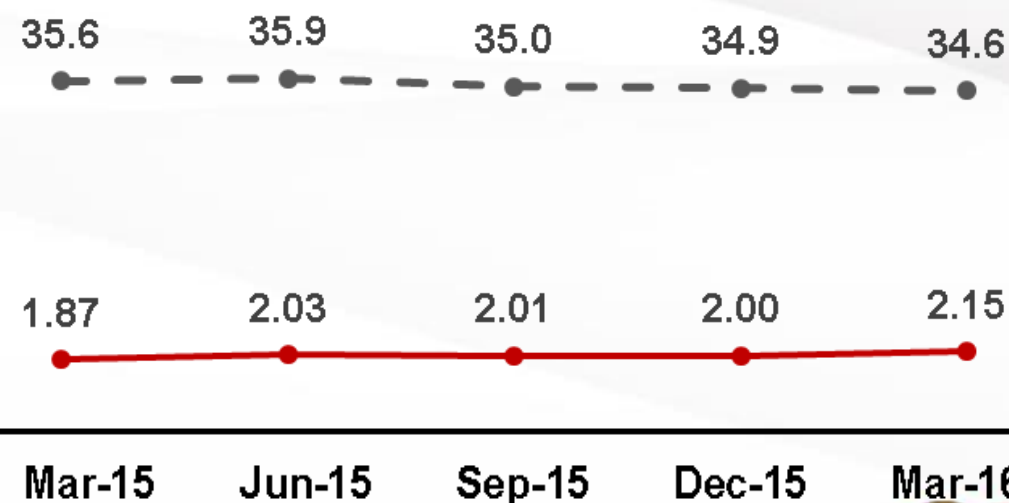
Commercial⁽¹⁾



Consumer



Mortgage



—●— Coverage Consolidated

—●— Quality Consolidated

1. Commercial Includes Microcredit.
 Quality: Loans >90 days / Gross loans portfolio
 Coverage: Allowances / Loans >90 days

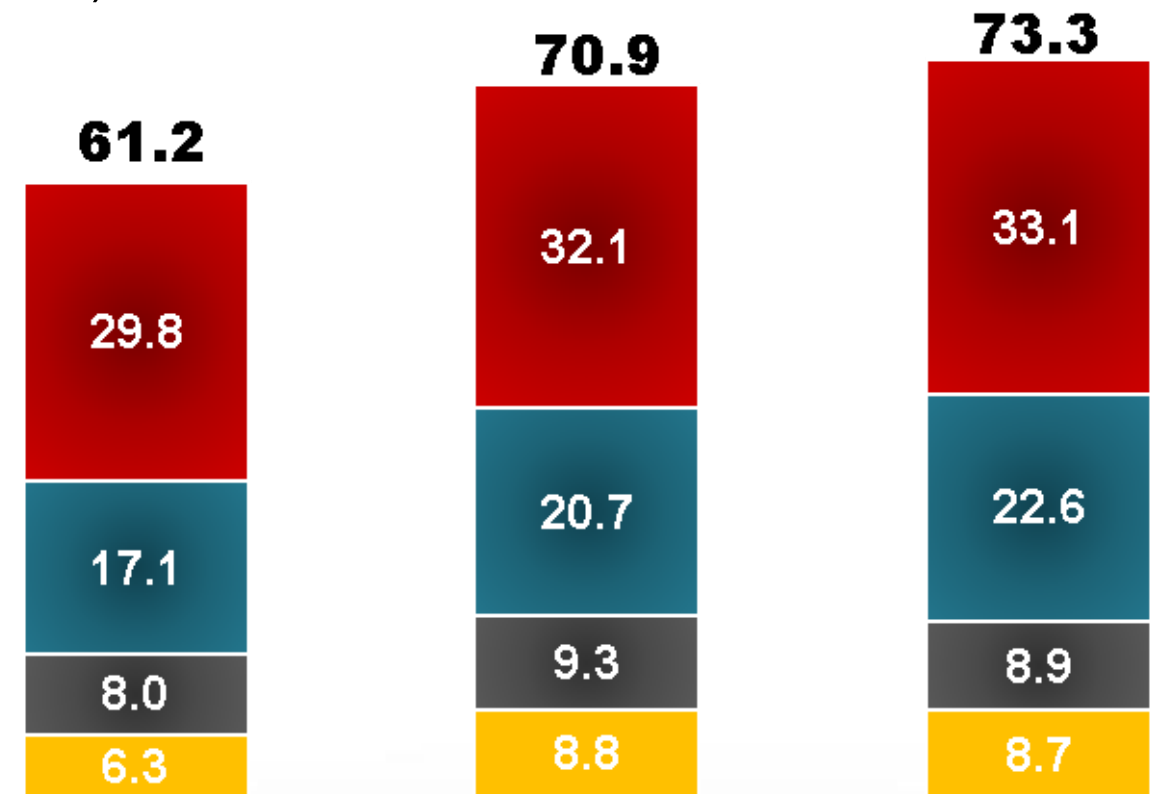


Consolidated

Funding Sources

(COP Trillion)

	1Q16/4Q15	1Q16/1Q15
Demand Deposits	3.2%	11.3%
Term Deposits	9.2%	32.0%
Bonds	-4.0%	10.7%
Credits	-1.3%	38.3%
Funding Sources	3.4%	19.8%



Mar 15

Dec 15

Mar 16

Net Loan / Funding Sources

86.2%

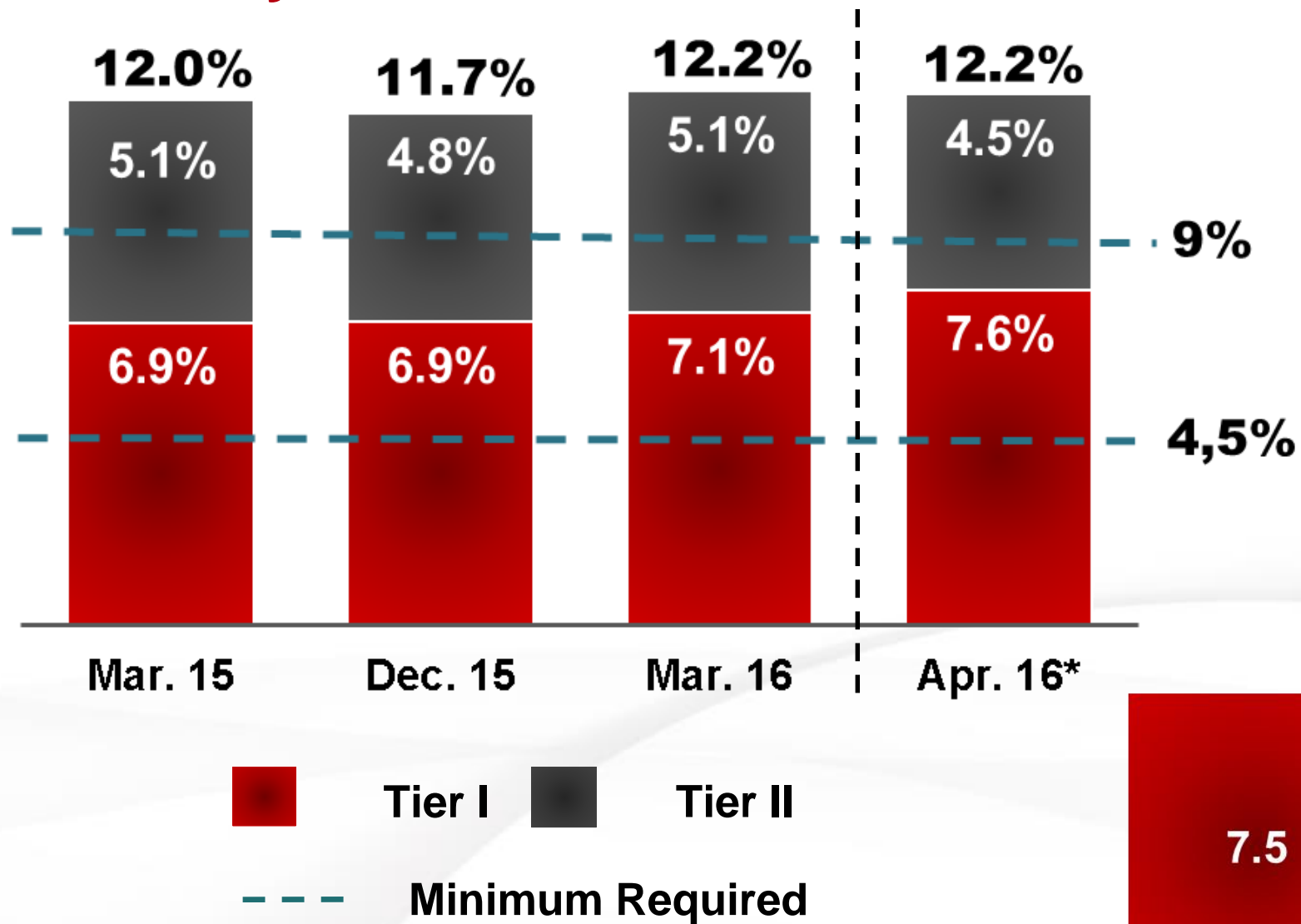
88.0%

87.6%

Funding Sources	Mar 15	Dec 15	Mar 16	1Q16 / 4Q15	1Q16 / 1Q15
Colombia	46.7	51.3	54.0	5.3%	15.6%
International	14.5	19.6	19.3	-1.4%	33.2%
International USD\$	5.6	6.2	6.4	3.5%	15.3%

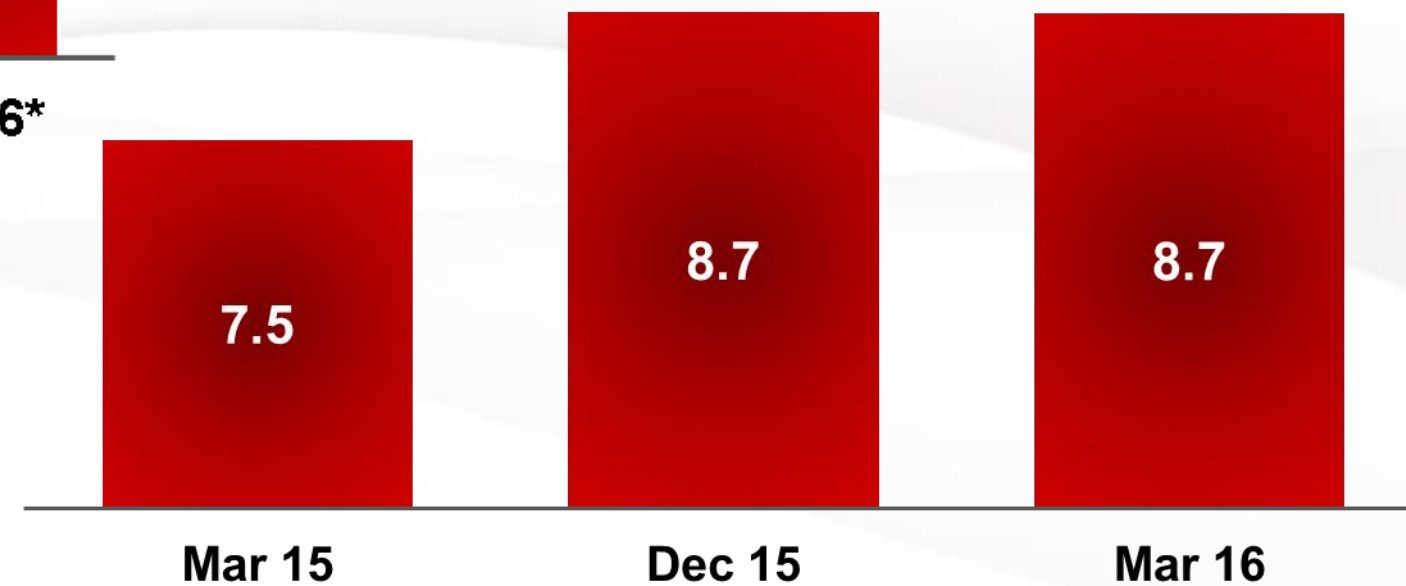
Capital Structure

Solvency



Equity (trillion)

△ Y/Y: 16.1%
△ Q/Q: -0.1%



* Proforma solvency level.



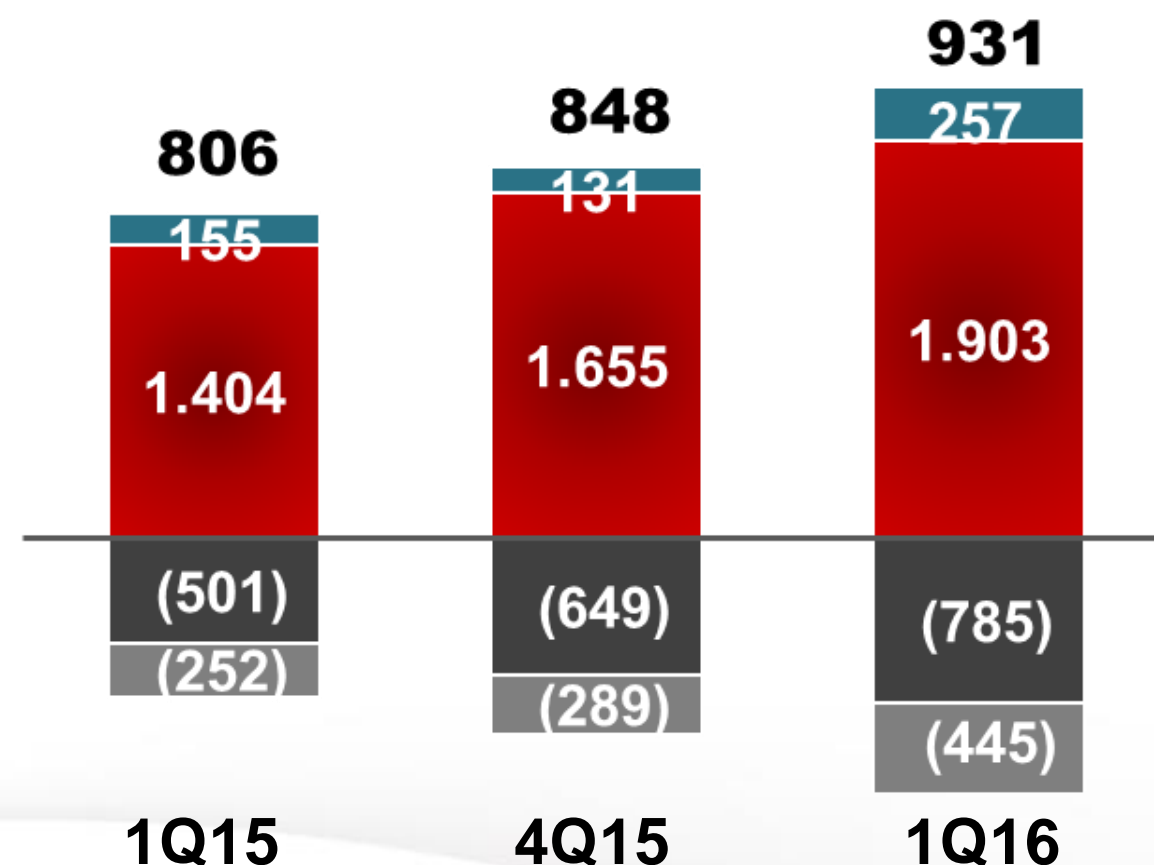
Consolidated

Financial Margin, Net

(COP Billion)

QUARTER

	1Q16	1Q16/4Q15	1Q16/1Q15
	\$	(%)	(%)
Loan Income	1,903	15.0	35.6
Investment Income, Overnight	257	97.0	65.4
Financial Income	2,160	21.0	38.5
Financial Expenses	(785)	21.0	56.7
Allowances	(445)	54.1	76.2
Financial Margin, net	931	9.8	15.5



Financial Margin, net	1Q15	4Q15	1Q16	1Q16/4Q15	1Q16/1Q15
Colombia	653	646	741	14.7%	13.5%
International	153	202	190	-6.1%	24.0%
International USD\$	62	74	58	-20.6%	-5.6%

NIM⁽¹⁾

Dec. 15
6.5%

Mar. 16
6.6%

1. NIM: Gross Financial Margin (12 months) / Average Productive Assets.
Devaluation on quarter average exchange rate was 31.4% Y/Y and 18.3% Q/Q.

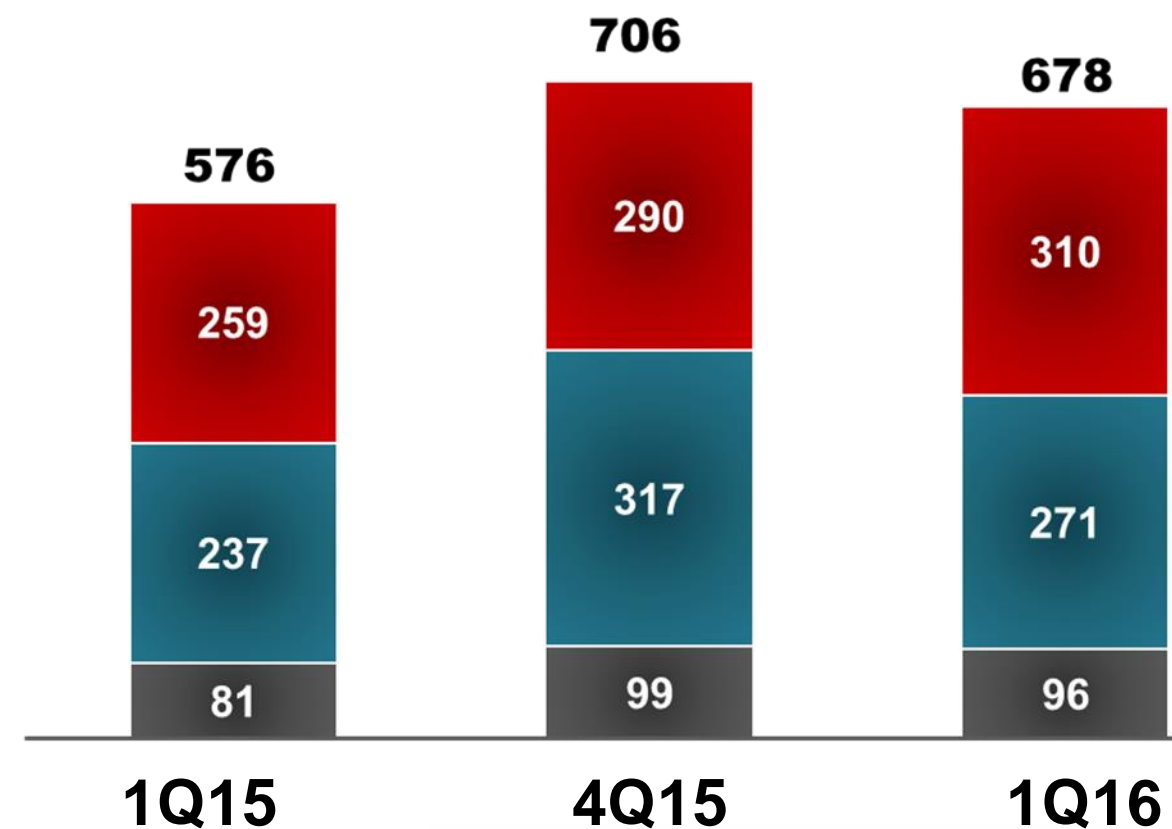


Consolidated Expenses

(COP Billion)

QUARTER

	1Q16	1Q16/4Q15	1Q16/1Q15
	\$	(%)	(%)
Personnel Expenses	310	6,9	19,9
Operational Expenses	271	-14,4	14,6
Other Expenses⁽¹⁾	96	-2,5	19,2
Total Expenses	678	-4,0	17,6



Expenses	1Q15	4Q15	1Q16	1Q16 / 4Q15	1Q16 / 1Q15
Colombia	429	522	487	-6.7%	13.5%
International	147	184	191	3.7%	29.6%
International USD\$	60	67	59	-12.3%	-1.4%

Efficiency⁽²⁾

Dec. 15	Mar. 16
46.8%	45.7%

1. Other expenses includes amortization and depreciation, intangibles amortization, taxes and deposits insurance.

2. Efficiency (12 months) = Operative Expenses / (Gross Financial Margin + Operational Income + Other incomes and Expenses net).

3. Devaluation on quarter average exchange rate was 31.4% Y/Y and 18.3% Q/Q.

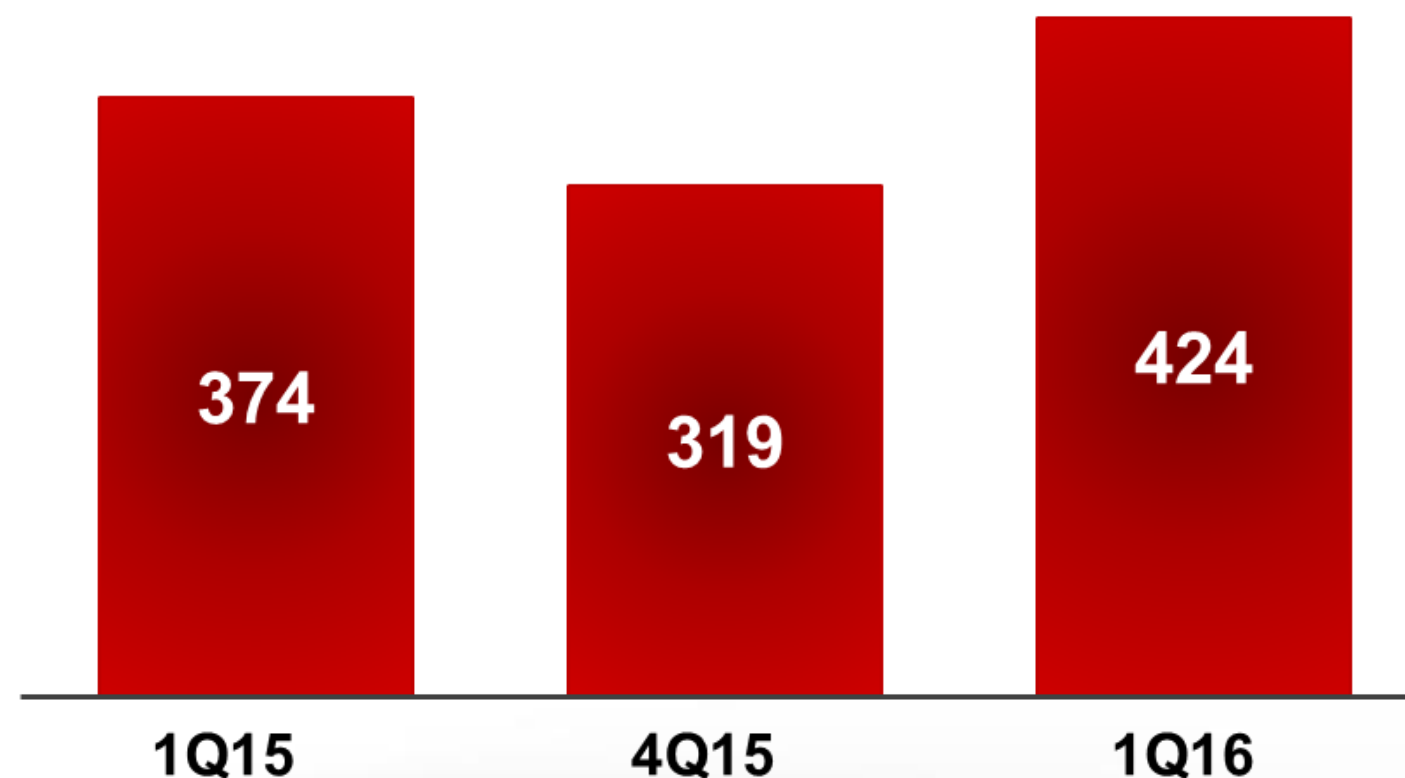


Net Income

(COP Billion)

QUARTER

	Dic. 15	Mar. 16
ROAE⁽¹⁾	15.3%	15.4%
ROAA⁽²⁾	1.53%	1.58%



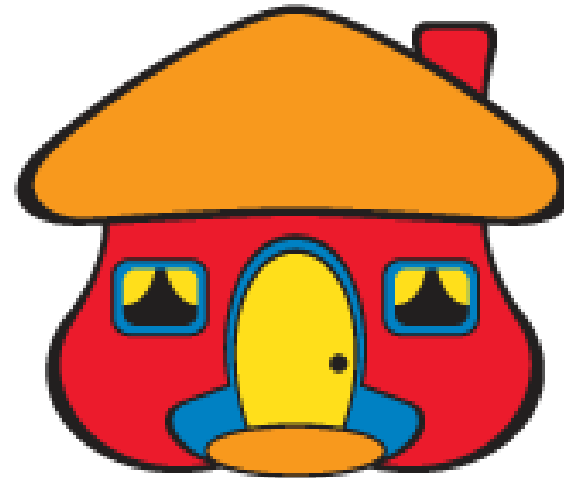
	1Q16 \$	1Q16 / 4Q15 %	1Q16 / 1Q15 %
Financial Margin, Net	931	9.8	15.5
Operative Income	271	0.7	14.2
Operative Expenses	(678)	-4.0	17.6
FX Changes, Derivates and Others	66	1,292.3	3.7
Income before Tax	589	43.7	11.1
Taxes	(165)	81.7	5.8
Net Income⁽³⁾	424	32.9	13.4

1. ROAE = Net income (12 months) / Average Equity.

2. ROAA: Net Income (12 months) / Average assets.

3. Net income after eliminations, homologations and homogenizations.





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Thank You!

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