



DAVIVIENDA



Earnings Presentation 4Q15 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 December 31 2015 will not necessarily be indicative of expected results for any other period. For comparison purposes it was built the pro forma financial statements under IFRS for the fourth quarter 2014.



Content

- > **Fourth Quarter Highlights**
- > **Fourth Quarter 2015 Financial Results**



FOURTH QUARTER HIGHLIGHTS



Main Results

- > Net Income for 2015¹ totaled **COP 1.2** trillion, **28.4%** higher compared to 2014.
- > ROAE² at December 2015 reaches **15.3%** from **13.9%** in 4Q14.
- > Efficiency³ ratio was **46.8%**, **330 bps** lower than 4Q14.
- > Gross loan portfolio increased **24.1%** compared to December 2014. In Colombia we grew **18.2%** during the year being **2nd** on market share.
- > NPL⁴ up to 90 days was **1.57%**, **18 bps** lower than prior year.



1. Accumulated Net Income as of December 2015 v.s. Accumulated Net Income as of December 2014 under IFRS (COP\$963,5 Billion)
2. ROAE = Net Income (12 months) / Average Equity.
3. Efficiency: ((Operating expenses - Goodwill) / (Gross financial margin + Operating income + Others)).
4. NPL = Non-performing loans > 90 days.



Retail Loans

- > Consolidated retail¹ loans reached **COP\$30.0** trillion increasing **20.1%**
- > Consolidated mortgage loans portfolio grew **22.5%** compared to the same period last year.
- > Consolidated consumer portfolio reached **COP\$16.3** trillion, an increase of **18.1%** compared to 4Q14.
- > Payroll loans portfolio in Colombia grew significantly reached **COP\$ 5.1** trillion, an increase of **15.2%** compared to 4Q14.
- > Retail loans portfolio of international subsidiaries grew in USD by **14.1%** compared to 4Q14, highlighting the growth in Costa Rica (**25.6%**) and Honduras (**14.9%**).



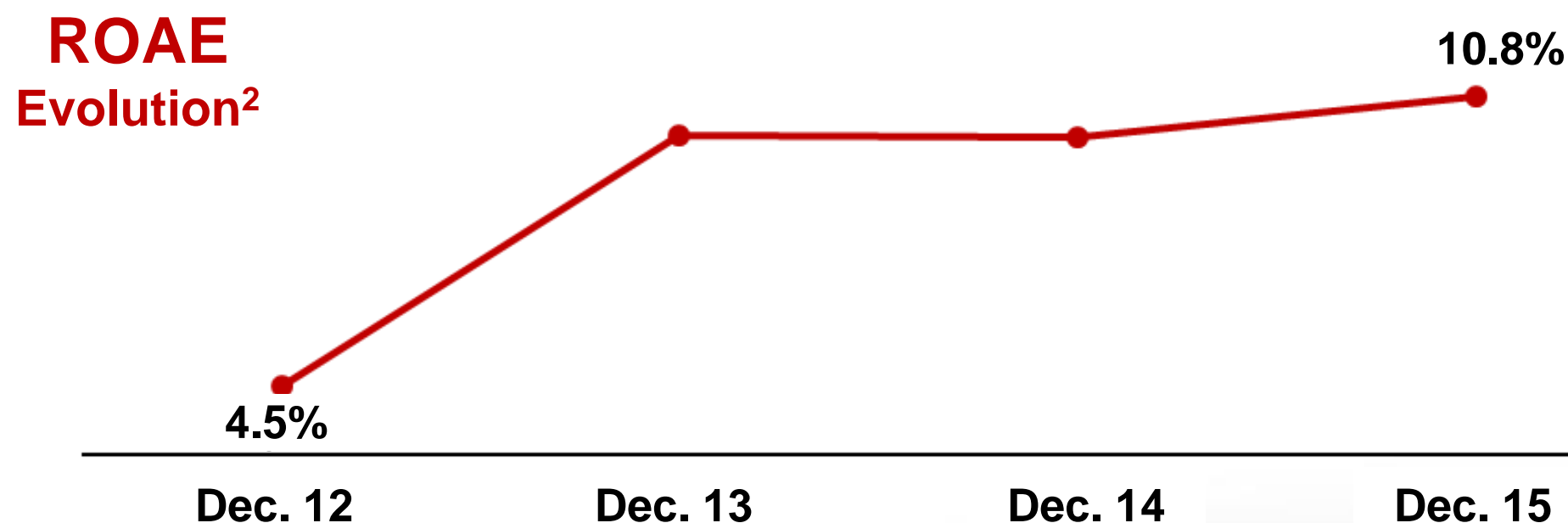
Commercial Loans

- > Commercial loans⁽¹⁾ reached **COP\$34.1** trillion, increasing **27.9%** compared with 4Q14. While Colombia grew by **22.2%** compared with the same period.
- > Corporate loans grew significantly in Colombia by **20.1%**.
- > The Constructor loans portfolio in Colombia closed in **COP\$2.9** trillion, a growth of **37.2%** compared to 4Q14.
- > SME loans in Colombia closed in **COP\$4.0** trillion, a growth of **26.2%** compared to similar period last year.
- > In International subsidiaries, commercial loans grew in USD **12.1%** compared to 4Q14, highlighting the growth in Costa Rica (**36.3%**).



International Subsidiaries Results⁽¹⁾

> Accumulated Net Income in International Subsidiaries reached **US\$77** million, with a growth in dollars of **14.4%** and **63.7%** in COP, compared with 2014.



> Assets of our international subsidiaries represent an **27.5%** of the consolidated assets, reached **US\$7.0** billion.

> NPL³ up to 90 days was **1.54%**, and the coverage ratio closed on **103%**.

> Efficiency⁴ ratio was **60.0%**, whit an improve of **5.3%** during 2015.

1. International Subsidiaries: Banks and Insurance Companies.

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

3. NPL = Non-performing loans > 90 days.

4. Efficiency: ((Operating expenses - Goodwill) / (Gross financial margin + Operating income + Others)).

Data in local accounting accumulated as of 4T15 Include Insurance Companies

Other Highlights.



> On October, we securitized **COP\$124** billion worth of mortgages loans.



> On November were issued ordinary bonds for **COP\$600** billion in Colombia with a maturity of **2, 5 y 10 years.**



> On December 2nd , the Superintendencia Financiera de Colombia approved the merger of Banco Davivienda S.A. and Leasing Bolívar S.A. , operation completed on January 4th, 2016.



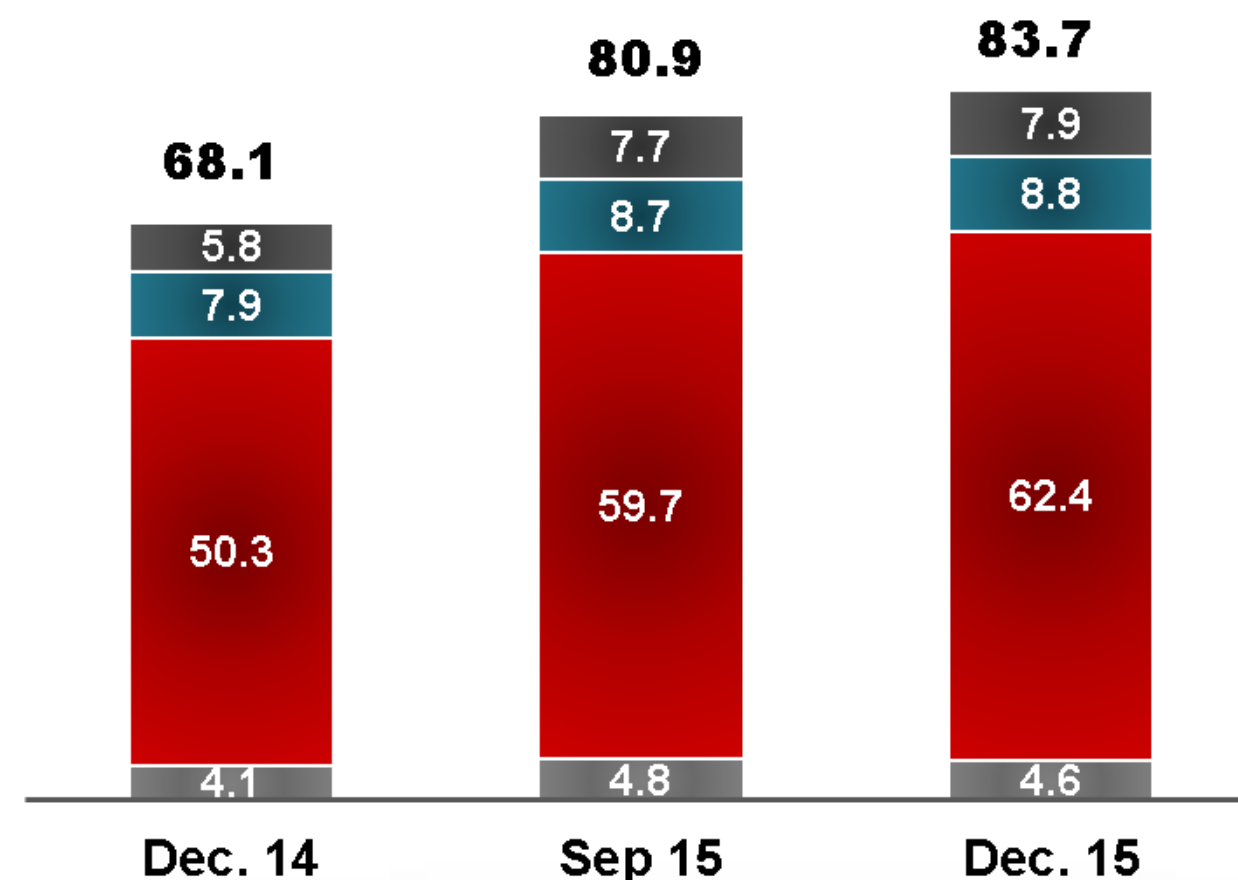
FOURTH QUARTER 2015



Consolidated Assets

(COP Trillion)

	4Q15 / 3Q15	4Q15 / 4Q14
Cash	2.9%	37.4%
Investments, net	0.6%	10.7%
Loans, net	4.5%	24.1%
Other assets	-2.9%	12.0%
Assets (1)	3.5%	22.9%



Assets	Dec. 14	Sep 15	Dec. 15	4Q15 / 3Q15	4Q15 / 4Q14
Colombia	54.2	60.6	62.0	2.3%	14.4%
International	15.0	21.4	22.8	6.8%	52.1%
International USD\$	6.3	6.9	7.2	4.7%	15.6%

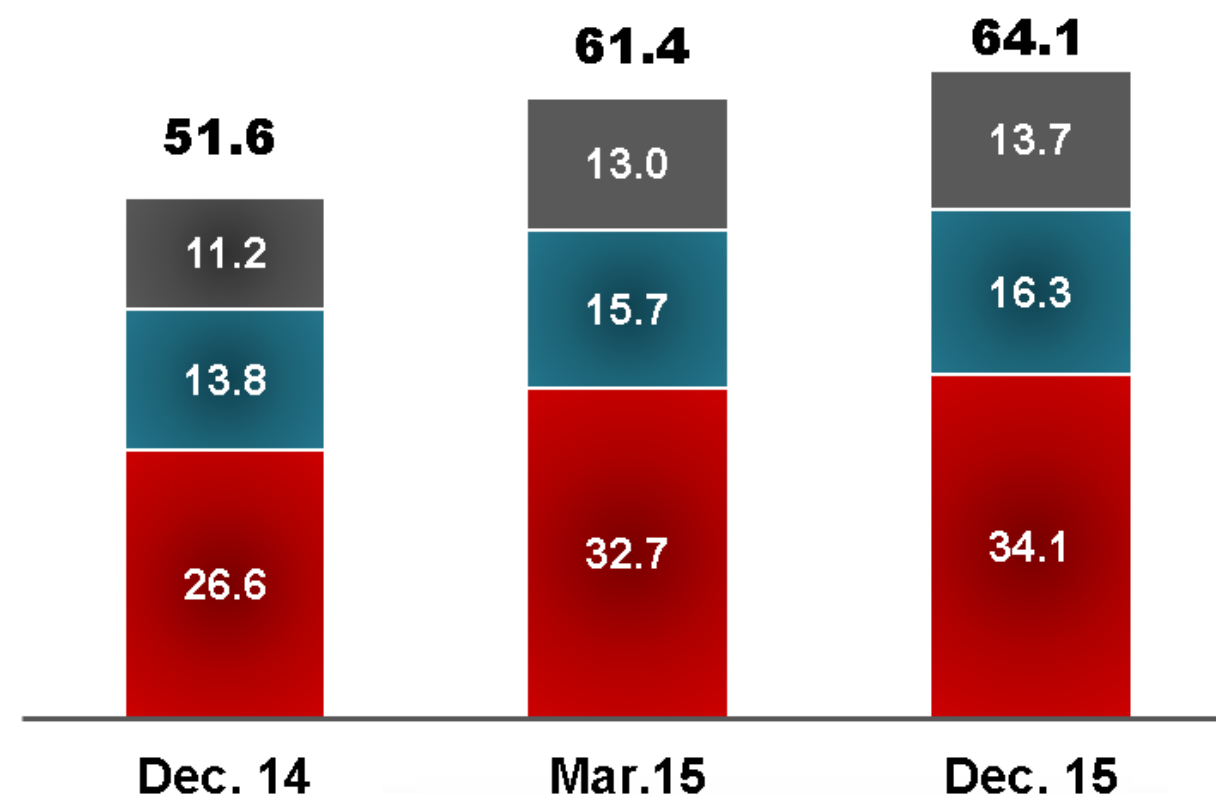
1. Includes deletions of Colombia under the international subsidiaries by COP 1,1 trillion.
Devaluation of COP 3Q15 was 31.6% Y/Y and 2.0% Q/Q.



Gross Loans

(COP Trillion)

	4Q15 / 3Q15	4Q15 / 4Q14
Mortgage	5.6%	22.5%
Consumer	3.9%	18.1%
Commercial (1)	4.2%	27.9%
Gross Loans	4.4%	24.1%



Gross Loans	Dec. 14	Sep 15	Dec. 15	4Q15 / 3Q15	4Q15 / 4Q14
Colombia	41.4	47.0	49.0	4.3%	18.2%
International	10.2	14.4	15.1	4.7%	47.9%
International USD\$	4.3	4.7	4.8	2.6%	12.4%

1. Includes Microcredit.

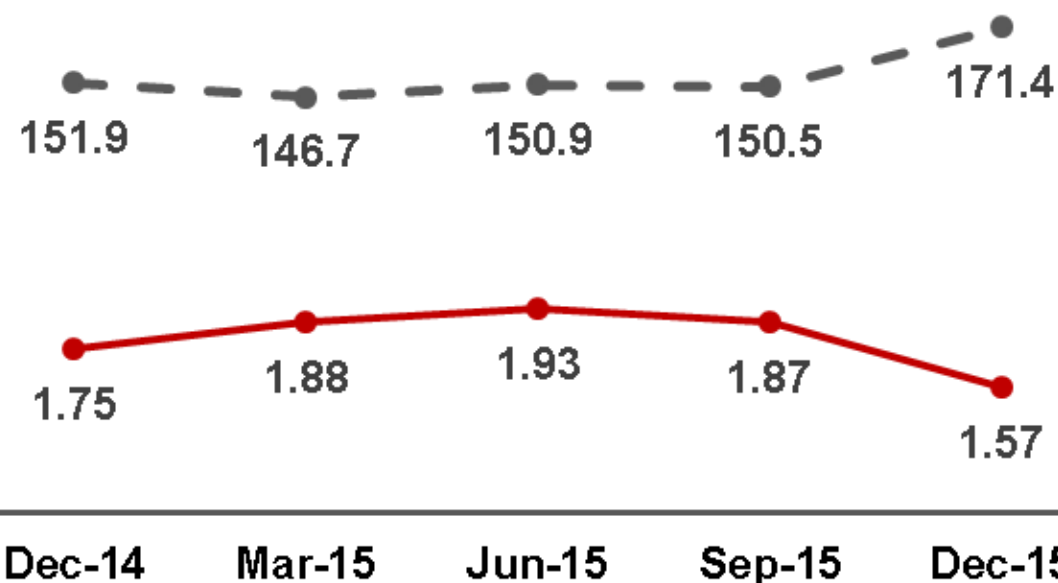
2. Figures in local homologated accounting.

Devaluation of COP 4Q15 was 31.6% Y/Y and 2.0% Q/Q.

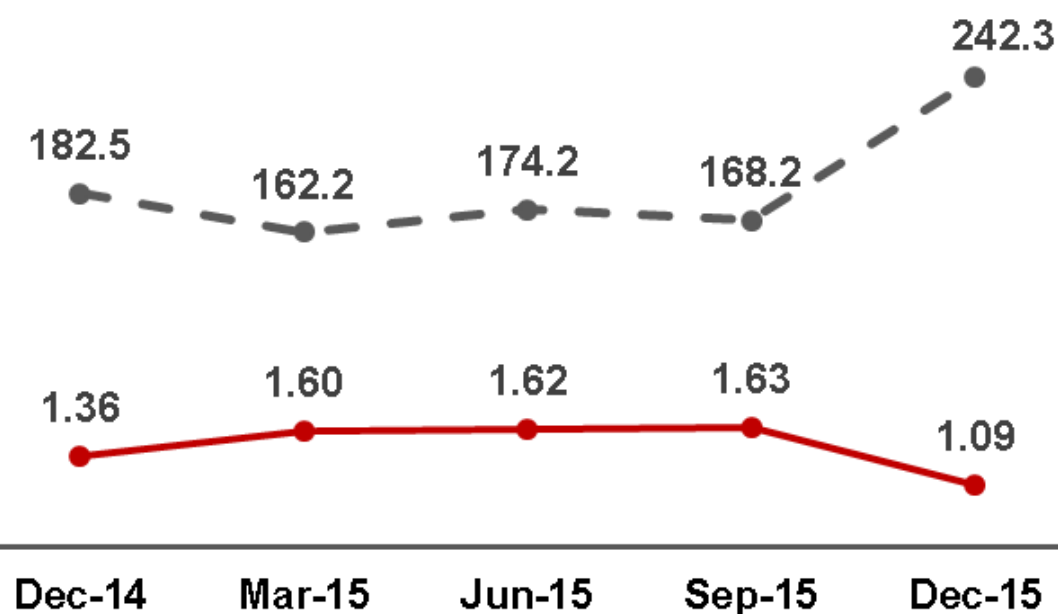


Quality and Coverage (%)

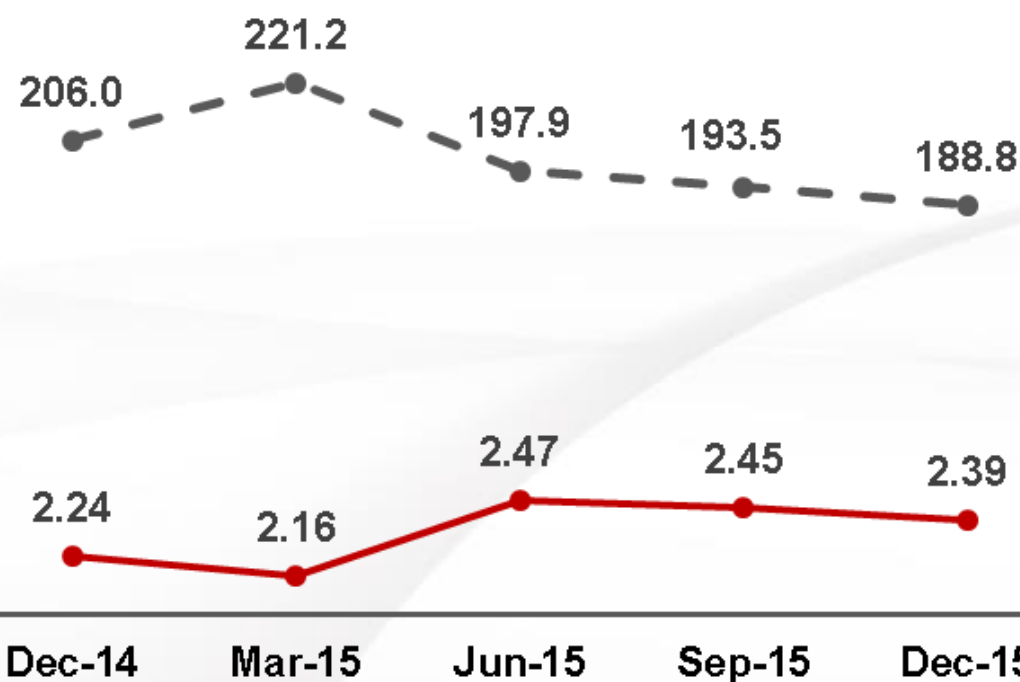
Total



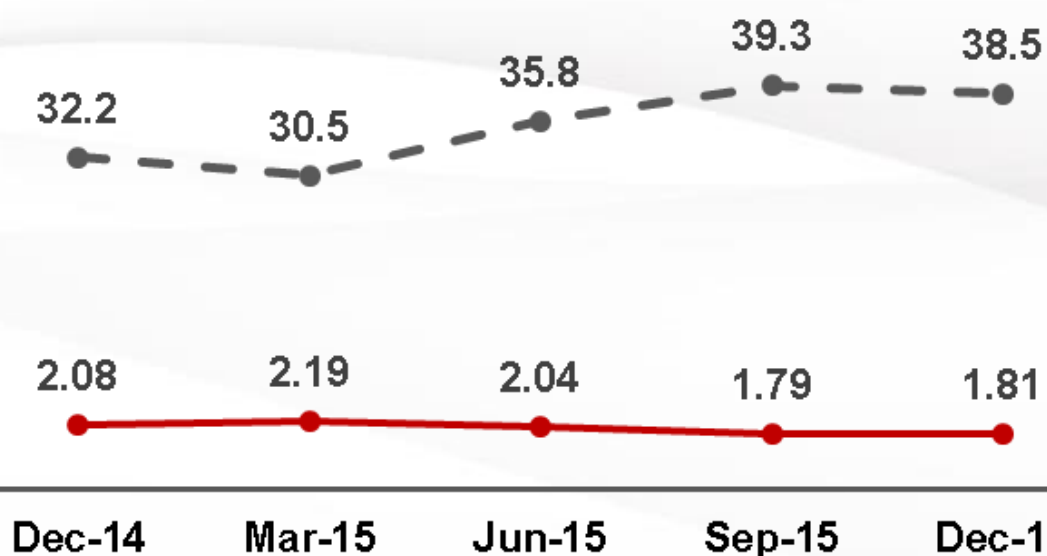
Commercial⁽¹⁾



Consumer



Mortgage



—●— Coverage Consolidated

—●— Quality Consolidated

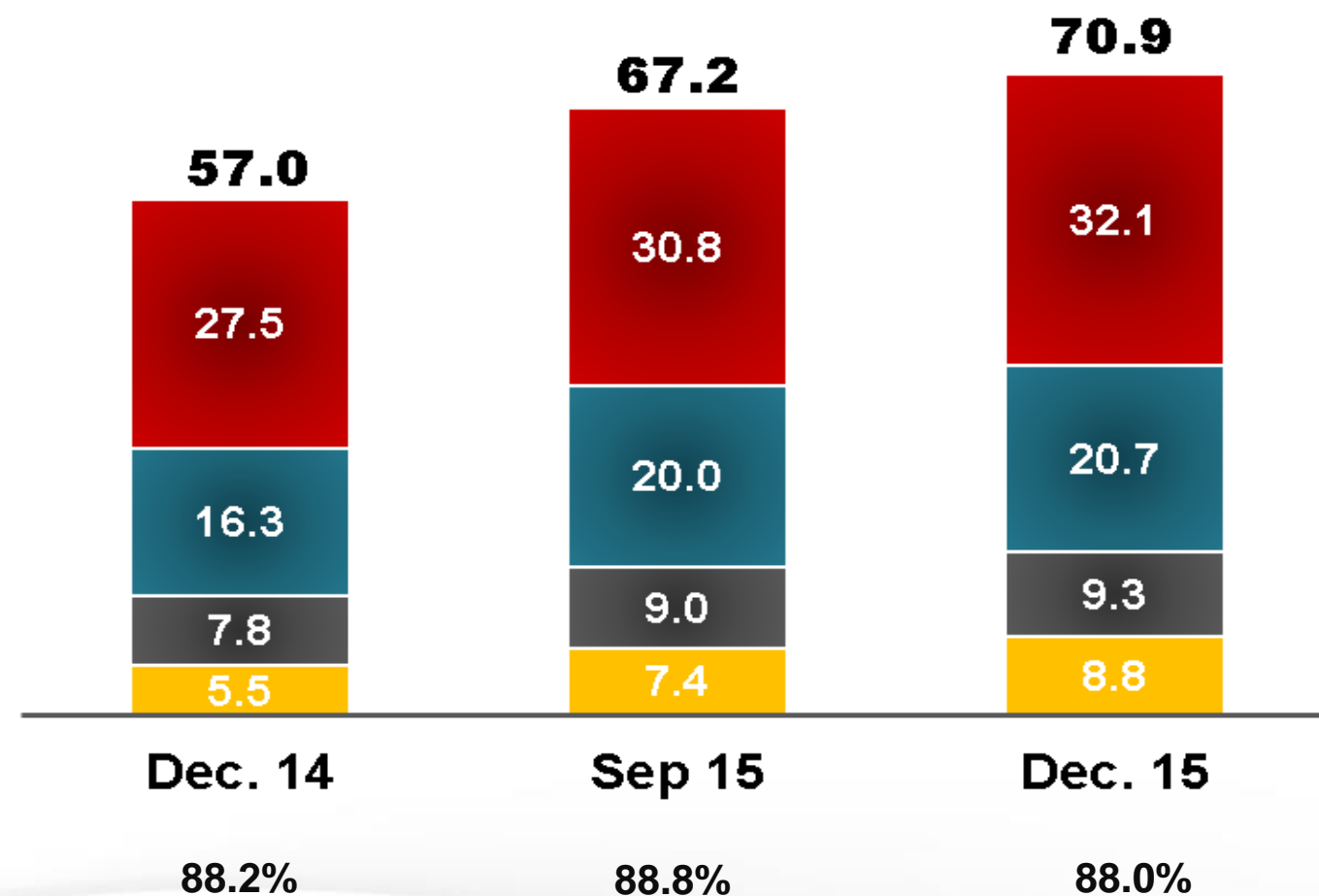


Quality: Loans >90 days.
Coverage: Allowances / Loans >90 days.

Funding Sources

(COP Trillion)

	4Q15 / 3Q15	4Q15 / 4Q14
Demand Deposits	4.4%	16.9%
Term Deposits	3.6%	27.3%
Bonds	3.2%	19.2%
Credits	18.4%	60.2%
Funding Sources	5.5%	24.4%



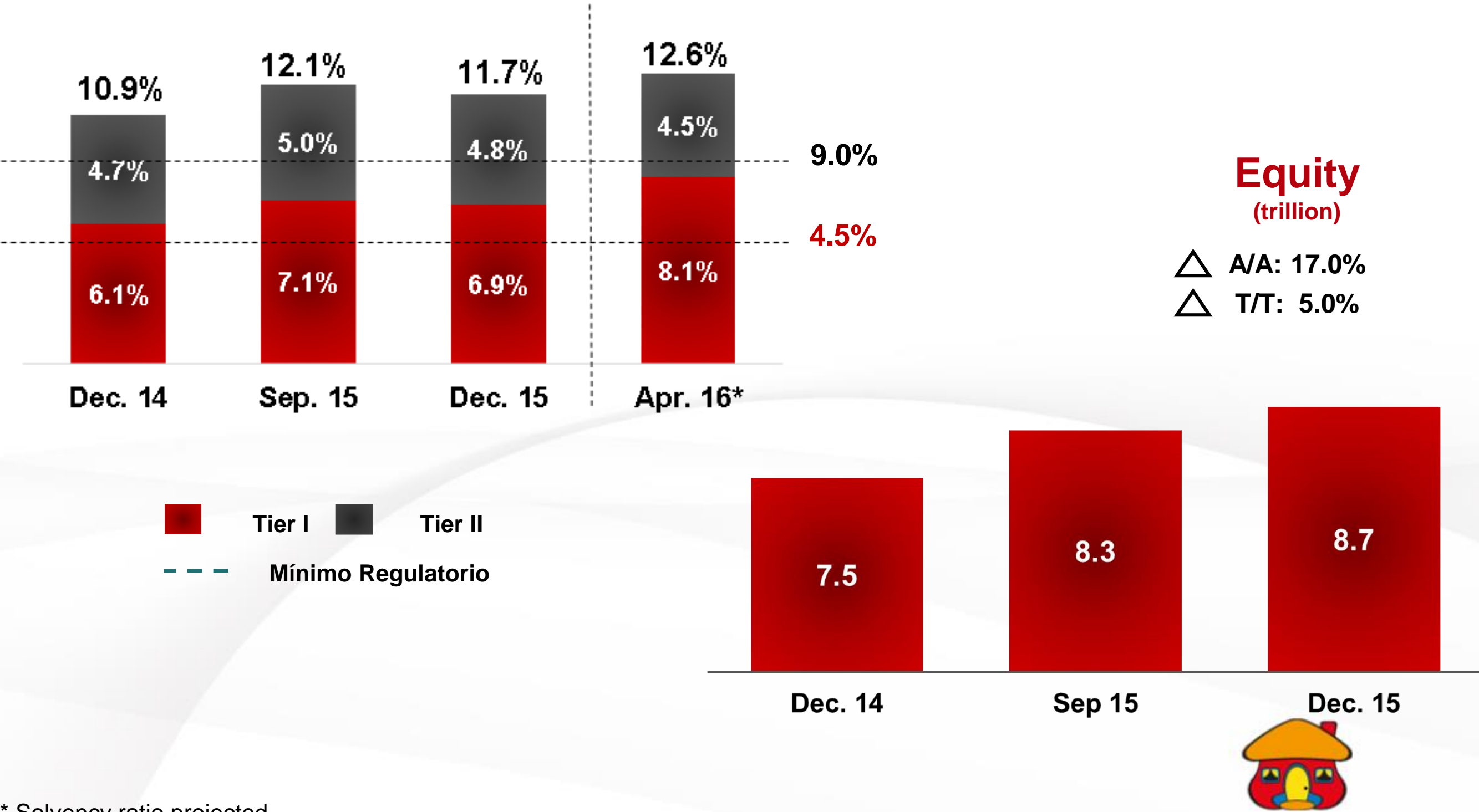
Net Loan / Funding Sources

Funding Sources	Dec. 14	Sep 15	Dec. 15	4Q15 / 3Q15	4Q15 / 4Q14
Colombia	44.4	48.9	51.3	4.9%	15.7%
International	12.6	18.2	19.6	7.3%	54.8%
International USD\$	5.3	5.9	6.2	5.1%	17.6%



Capital Structure

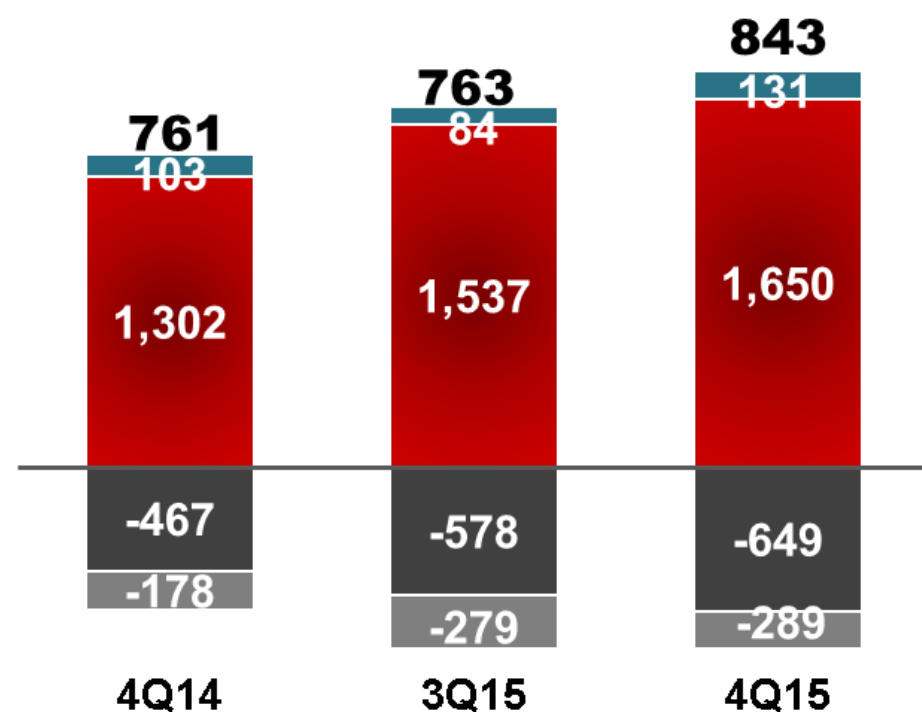
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Financial Margin, Net

(COP Billion)

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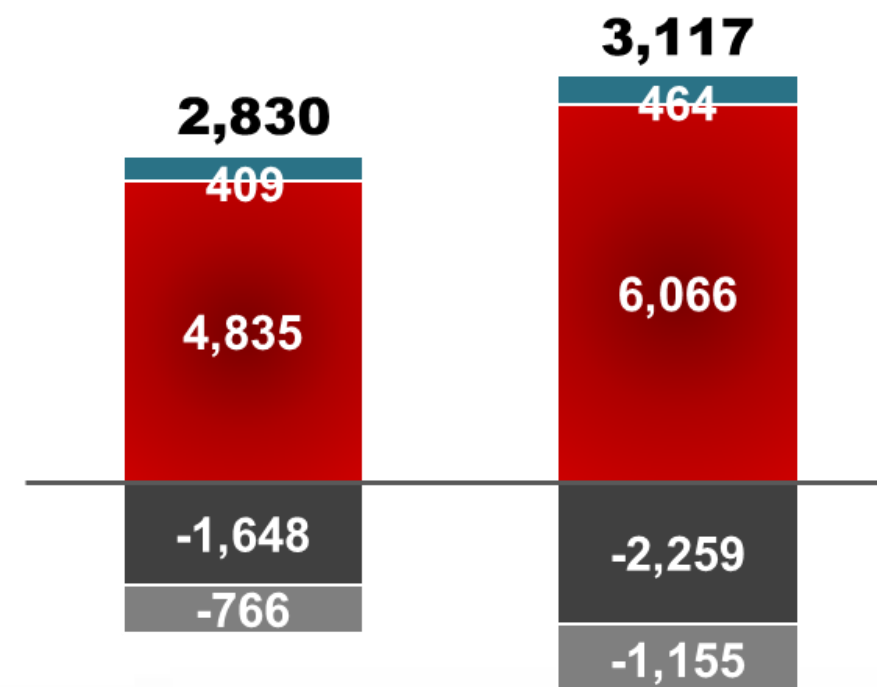


NIM⁽¹⁾

Sep. 15
6.5%

Dec. 15
6.5%

ACCUMULATED



4Q15	4Q15 / 3Q15	4Q15 / 4Q14
\$	(%)	(%)

Dec. 14

Dec. 15

Dec. 15	Dec 15 / Dec 14
\$	(%)

1,650	7.4	26.7	Loan Income	6,066	25.5
131	56.0	26.8	Investment Income, Overnight	464	13.6
1,781	9.9	26.7	Financial Income	6,531	24.5
-649	12.3	39.1	Financial Expenses	-2,259	37.0
-289	3.4	62.4	Allowances	-1,155	50.8
843	10.5	10.8	Financial Margin, net	3,117	10.2

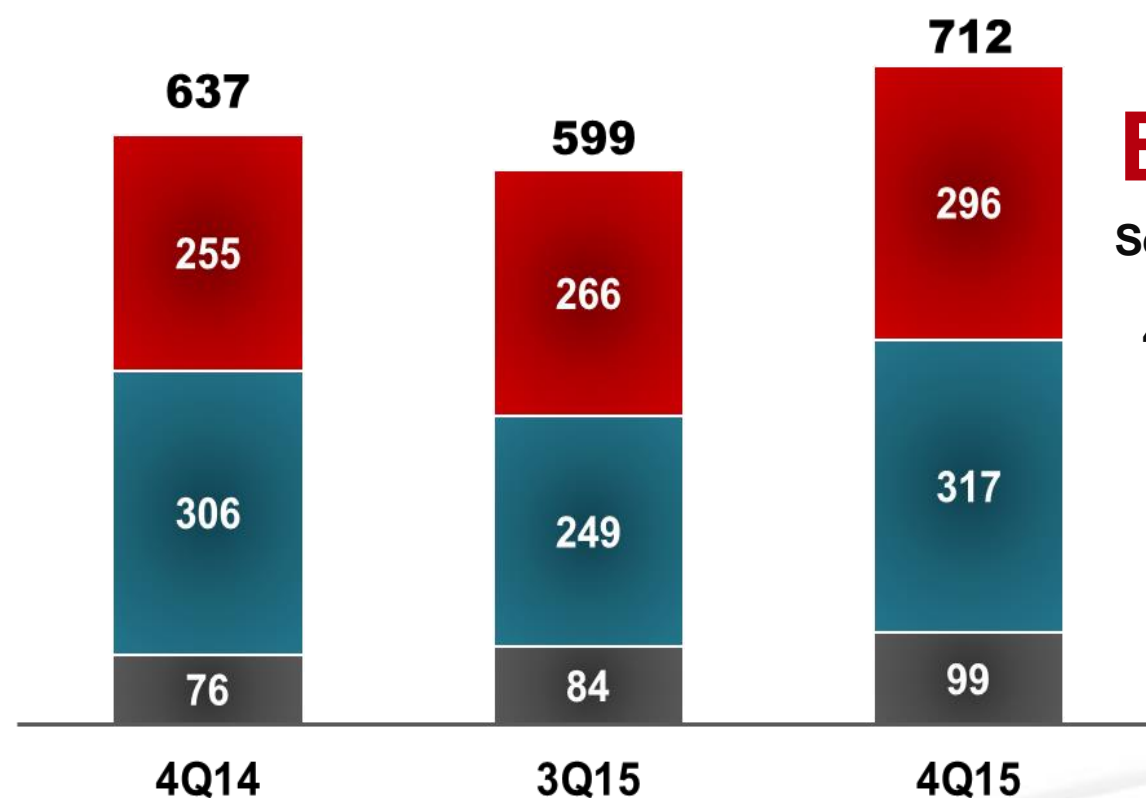


1. NIM: Gross Financial Margin (12 months) / Average Productive Assets.

Consolidated Expenses

(COP Billion)

QUARTER



Efficiency⁽¹⁾

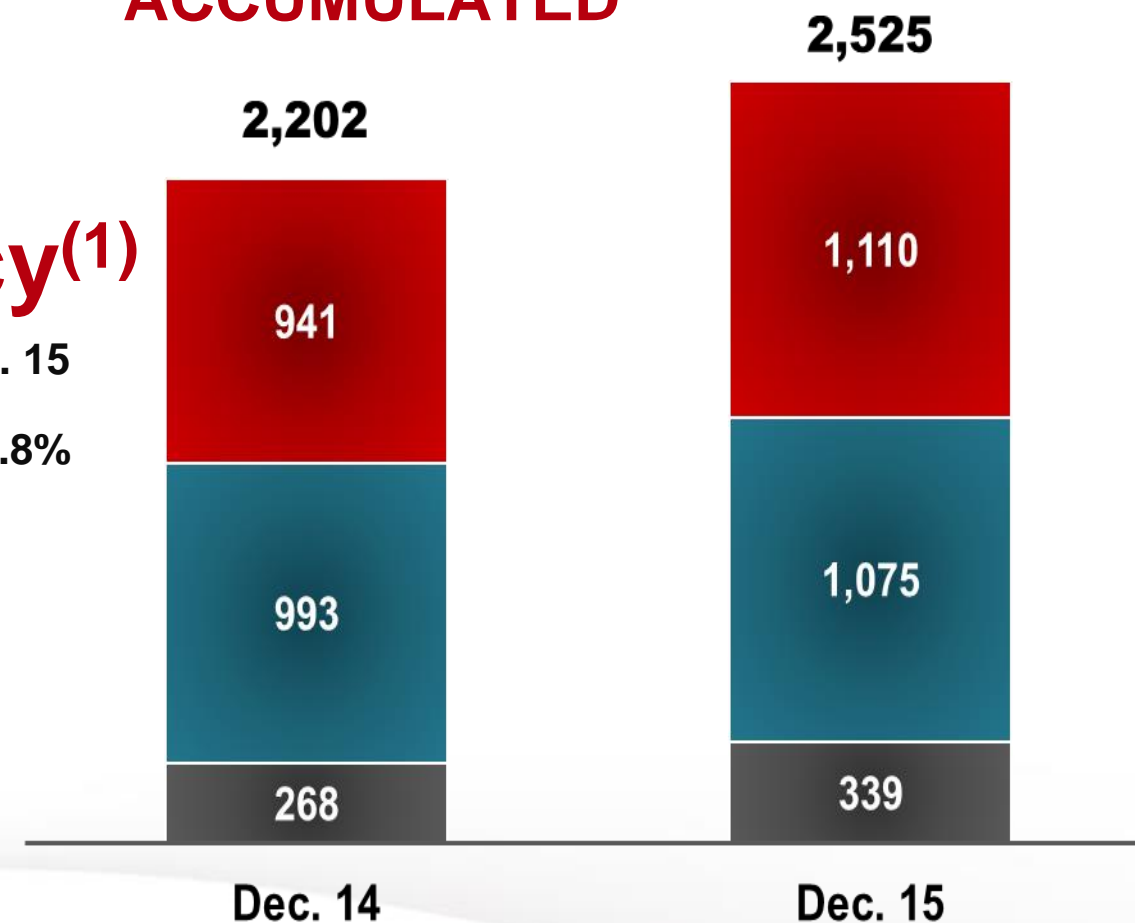
Sep. 15

48.3%

Dec. 15

46.8%

ACCUMULATED



4Q15	4T15 / 3T15	4T15 / 4T14		Dec. 15	Dec 15 / Dec 14
\$	(%)	(%)		\$	(%)
296	11.3	15.9	Personnel Expenses	1,110	18.0
317	27.2	3.6	Operational Expenses	1,075	8.3
99	18.0	30.4	Other Expenses ⁽²⁾	339	26.3
712	18.9	11.7	Total Expenses	2,525	14.6

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

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



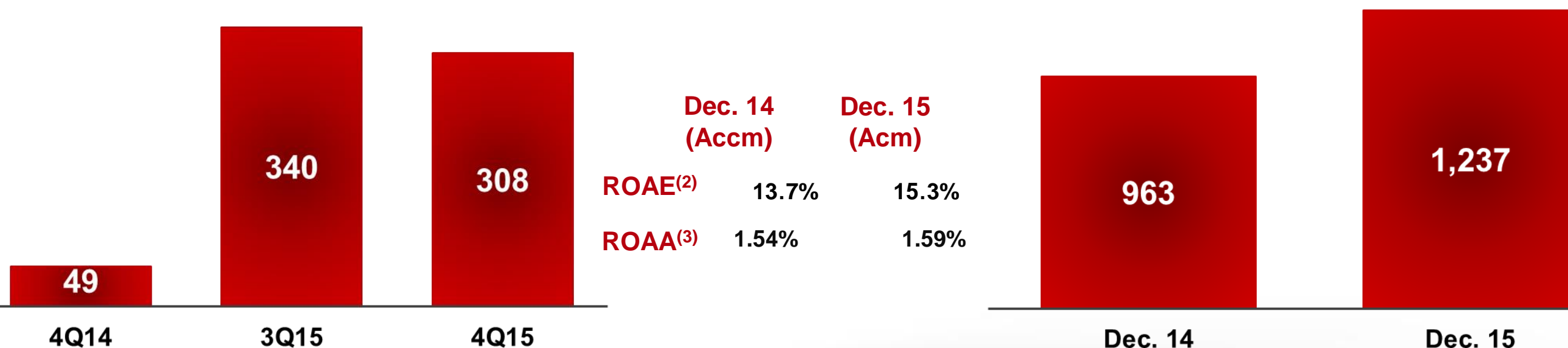
Consolidated

Net Income

(COP Billion)

QUARTER

ACCUMULATED



	Dec. 14 (Accm)	Dec. 15 (Acm)
ROAE ⁽²⁾	13.7%	15.3%
ROAA ⁽³⁾	1.54%	1.59%

4T15	4Q15 / 3Q15	4Q15 / 4Q14
\$	%	%
843	10.5	10.8
269	9.7	22.5
-712	18.9	11.7
-1	-101.1	99.4
399	-14.7	61.2
-91	-28.9	-54.3
308	-9.3	525.6

	Dec. 15	Dec 15 / Dec 14
	\$	%
Financial Margin, Net	3,117	10.2
Operative Income	988	9.7
Operative Expenses	-2,525	14.6
FX Changes, Derivates and Others	135	247.5
Income before Tax	1,717	19.5
Taxes	-480	1.4
Net Income⁽¹⁾	1,237	28.4

1. Net income after eliminations, homologations and homogenizations.

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

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





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Thank You!

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