

Earnings Presentation 3Q17 Consolidated Results

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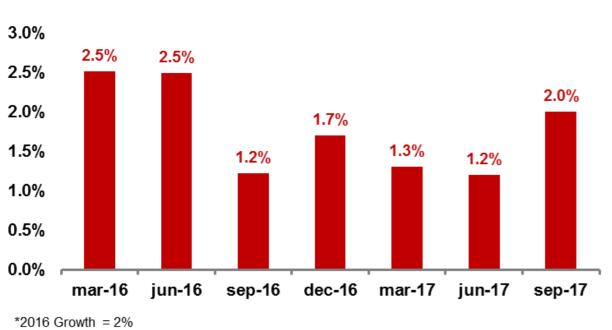
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The financial information has been prepared under International Financial Reporting Standards (IFRS) applicable in Colombia and instructions of the Financial Superintendence of Colombia, and are presented in nominal terms. The financial statements in the quarter ended on September 30 2017 will not be necessarily indicative of expected results for any other period.

Colombia Macroeconomic Aspects

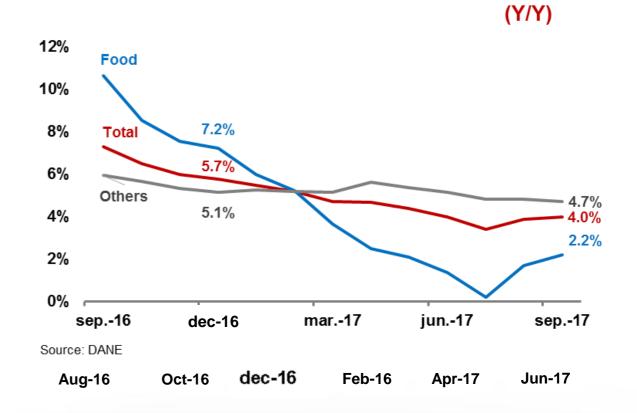
GDP* (Y/Y)



Source: DANE

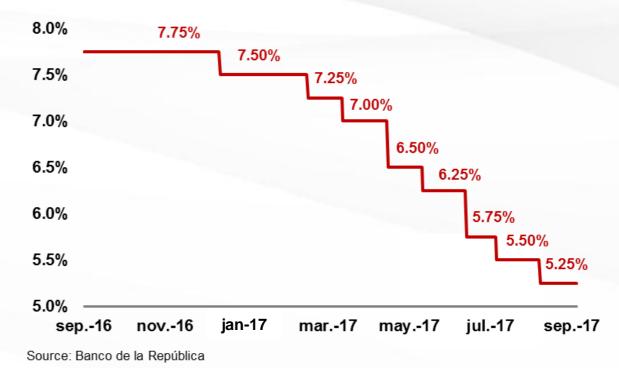
COP/USD (Y/Y)





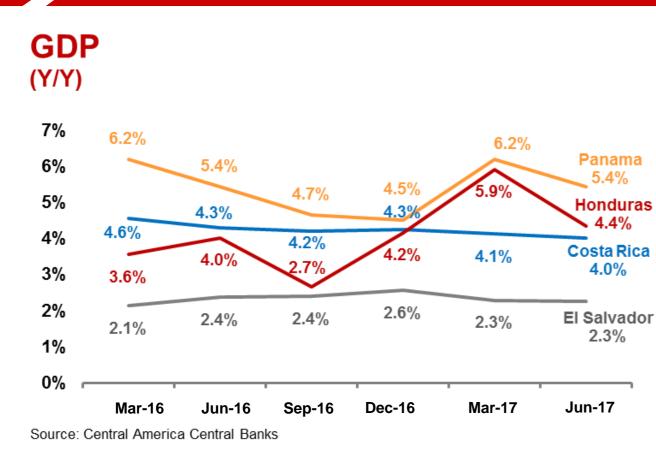
Monetary Policy Rate

Inflation



Source: Superintendencia Financira de Colombia

Central America Countries Macroeconomic Aspects



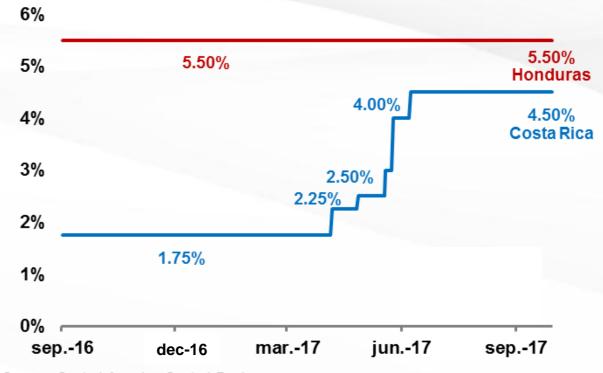
5% 4% Honduras 3.3% 3.7% 3% Costa Rica 1.6% 2% 1.5% **EL**Salvador 1.6% 1% Panama 0.8% 0.8% 0% -1% -0.9% -2% sep.-16 nov.-16 jan.-17 mar.-17 may.-17 jul.-17 sep.-17

Source: Central America Central Banks

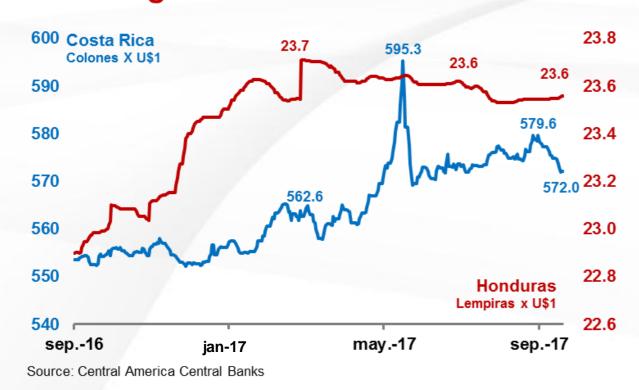
Monetary Policy Rate

Inflation

(Y/Y)



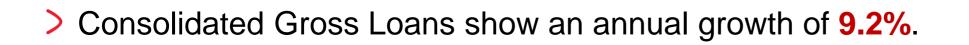
Exchange Rate





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- > Accumulated Loan Income grew 11.4% when compared to 3Q16. Quarter Loan Income increased by 7.5% compared to the same period.
- > Financial expenses reached \$929 billion, 6.9% less than 3Q16 and 5.6% less than 2Q17.
- > NIM reached a 6.4% level, 7 bps higher than last quarter.
- Solvency ratio showed a 94 bps growth compared to 3Q16, mainly due to the capitalization made on March this year.

Other Relevant Facts

The Bank issued Global Bonds denominated in COP by an equivalent of \$500 USD million.

The Bank securitized mortgage loans by COP \$184 billion.

Third Quarter Highlights **DaviPlata**

DAVIPLATA

Daviplata reached **3.8** million customers. **600** thousand were acquired during the last 6 months. The App has been downloaded more than **595** thousand times since the launch of "Tecla de la Casita Roja"



DAVIPLATA Global



Launch date: September 19th

Soon: + 25 Countries Digital Cash in (Accounts and Credit Cards)



> Third Quarter Highlights

> Third Quarter 2017 Financial Results





			90.7	99.6	98.6
	3Q17 / 2Q17	3Q17/3Q16		10.5	9.2
Cash	(12.7%)	16.7%	7.9 9.2	9.9	9.7
Investments, net	(2.0%)	6.3%			
Loans, net	0.7%	9.3%	68.7	74.5	75.0
Others	(0.9%)	(8.6%)			
Assets ⁽¹⁾	(1.0%)	8.6%	5.0	4.6	4.6
			Sep.16	Jun. 17	Sep. 17

Assets		Sep.16	Jun. 17	Sep. 17	3Q17 / 2Q17	3Q17/3Q16
Colombia		70.0	76.2	75.9	(0.3%)	8.5%
	COP\$	21.9	24.3	23.6	(2.9%)	7.8%
International	USD\$	7.6	8.0	8.0	0.8%	5.7%

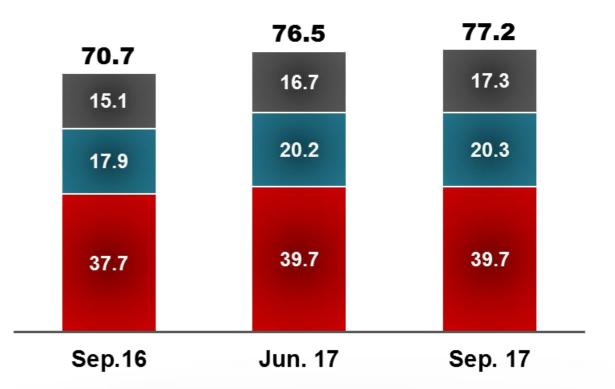
1: Includes deletions of Colombia under international subsidiaries by \$935 Billion. COP revaluated 3,7% during 3Q17 and devaluated 2% on a yearly basis.



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	3Q17 / 2Q17	3Q17/3Q16
Mortgage	3.7%	14.4%
Consumer	0.5%	13.4%
Commercial	0.0%	5.2%
Gross Loans	0.9%	9.2%



Gross Loans		Sep.16	Jun. 17	Sep. 17	3Q17 / 2Q17	3Q17/3Q16
Colombia		56.2	60.5	61.7	2.0%	9.9%
International	COP\$	14.5	16.0	15.5	(3.3%)	6.6%
International	USD\$	5.0	5.3	5.3	0.5%	4.6%

COP\$ revaluated 3,7% during 3Q17 and devaluated 2% on a yearly basis.



	NPL ¹ > 90 days					
	3Q16	2Q17	3Q17			
Commercial	1.84%	2.60%	2.81%			
Consumer	2.58%	2.68%	2.68%			
Mortgage	2.34%	2.94%	3.23%			
Total (90)	2.13%	2.70%	2.87%			
Mortgage ² (120)	1.71%	2.19%	2.35%			
Total ³ (120)	2.00%	2.53%	2.67%			

	Coverage ⁴				Total Reserve Coverage ⁵		
	3Q16	2Q17	3Q17		3Q16	2Q17	3Q17
Commercial	145.1%	98.1%	102.4%	Commercial	201.7%	142.5%	140.
Consumer	183.7%	178.8%	177.6%	Consumer	253.8%	254.8%	257.2
Mortgage	54.4%	16.6%	16.8%	Mortgage	101.4%	77.8%	71.9
Total	135.6%	99.8%	99.3%	Total	194.1%	156.6%	151.9

1. Loans > 90 days / Gross Loans Portfolio

- 2. Mortgage >120 days / Gross Loans Portfolio
- 3. Total includes: Mortgage > 120 days, Commercial > 90 days, Consumer >90 days
- 4. Coverage: P&L Allowances / Loans >90 days
- 5. Reserves: (P&L Allowances + Equity Allowances) / Loans > 90 days



Consolidated Funding Sources (COP Trillion)

				83.0	82.1
			76.0		
	3Q17 / 2Q17	3Q17/3Q16	31.9	34.0	32.6
Demand Deposits	(3.9%)	2.2%			
Term Deposits	0.4%	12.8%			
Bonds	(1.5%)	11.6%	26.2	29.5	29.6
Credits	5.3%	11.1%	9.7	11.0	10.8
Funding Sources	(1.1%)	8.0%	8.1	8.6	9.0
			Sep.16	Jun. 17	Sep. 17
Net Loans / Funding	90.4%	89.8%	91.5%		

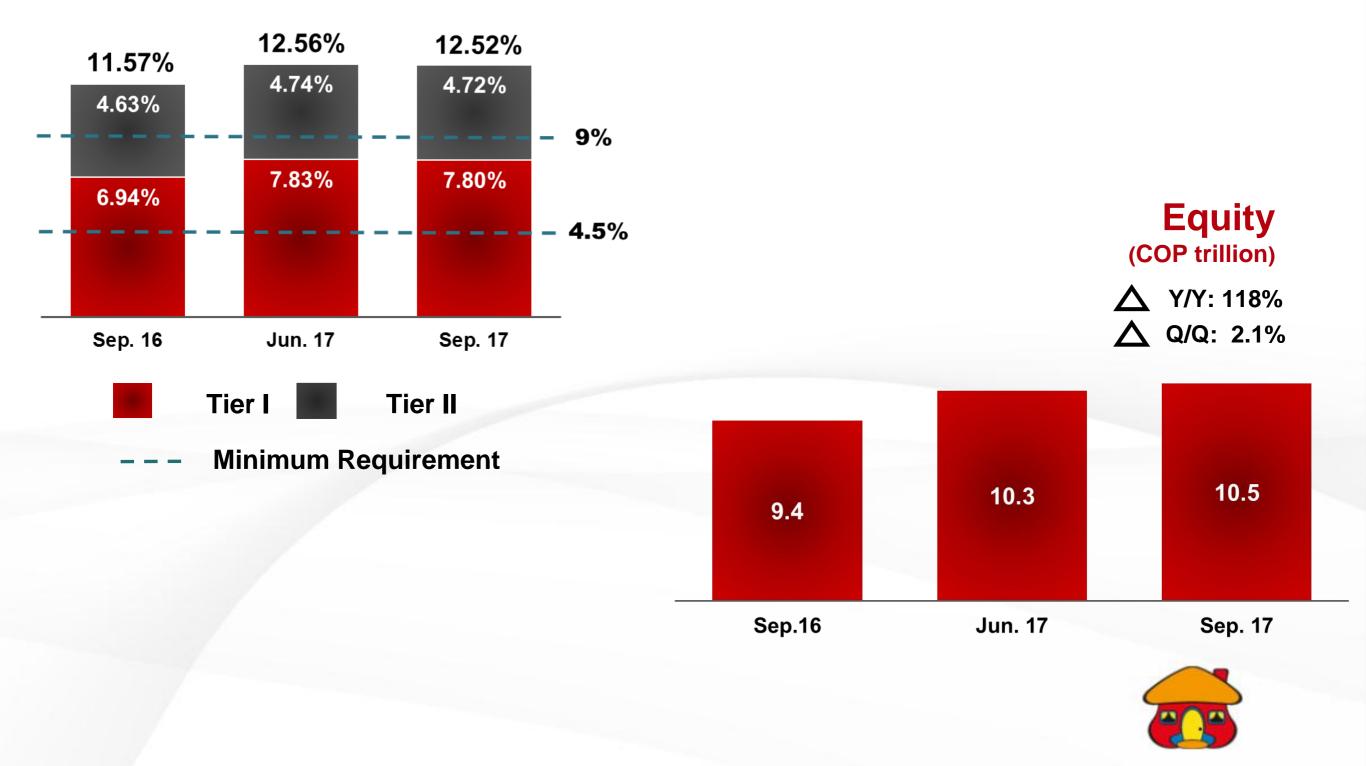
Funding Sources		Sep.16	Jun. 17	Sep. 17	<u>3Q17 / 2Q17</u>	<u>3Q17/3Q16</u>
Colombia		57.3	62.4	61.8	(1.0%)	7.8%
	COP\$	18.7	20.6	20.3	(1.6%)	8.5%
International	USD\$	6.5	6.7	6.9	2.3%	6.4%

COP\$ revaluated 3,7% during 3Q17 and devaluated 2% on a yearly basis.



Consolidated Capital Structure

Solvency

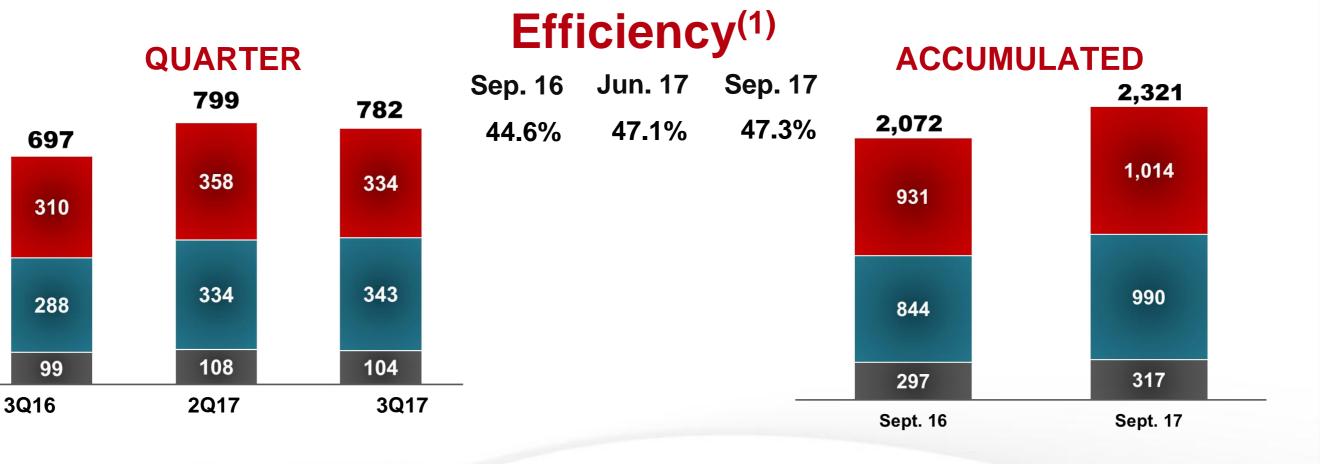


Consolidated Financial Margin, Net (COP Billion)

887 185	QUARTI 913 180	845	NIM(1) Sep. 16 Jun. 17 Sep. 17 6.7% 6.3% 6.4%	ACCUM 2,785 656	ULATED 2,625 502		
2,007	2,174	2,157		5,847	6,511		
-998 -306 3Q16	-984 -457 2Q17	-929 -521 3Q17		-2,669 -1,050	-2,925 -1,464		
	<mark>/ 2Q17</mark> %)	3Q17 / 3Q16 (%)			Sept. 17 7 / Sept. 16 (%)		
(0	(0.8) (23.0)		(0.8) 7.5 23.0) (25.3)		Loan Income Investment Income + Overnight Financial Income	11.4 (23.4)	
(5	(5.6) 14.1		Financial Expenses Allowances		7.8 9.6 39.4		
(7	.4)	(4.8)	Financial Margin, net	(5.7)		



1.NIM: Gross Financial Margin (12 Months) / Average Productive Assets Revaluation on average exchange rate was 0.6% Q/Q and devaluation was 4.0% Y/Y Consolidated Expenses (COP Billion)



3Q17 / 2Q17	3Q17 / 3Q16		Sep 17 / Sep 16
(%)	(%)		(%)
(6.6)	7.6	Personnel Expenses	8.9
2.9	19.3	Operating Expenses	17.2
(3.1)	5.5	Other Expenses ⁽²⁾	6.9
(2.1)	12.1	Total Expenses	12.0

1. Efficiency (12 Months) = Operative Expenses / (Gross Financial Margin + Operational Income + Other income & Expenses).

2. Other Expenses includes Amortization and Depreciation, Intangibles Amortization, Taxes and Security Deposit. Revaluation on average exchange rate was 0.6% Q/Q and devaluation was 4.0% Y/Y



QUARTER

Net Income

Consolidated

(COP Billion)

ACCUMULATED

363	3	324	273	ROAE ⁽¹⁾ ROAA ⁽²⁾	Sep. 16 16.8% 1.73%	Sep. 17 14.4% 1.51%	1,190	923	
3Q16		2Q17	3Q17				Sep 16	Sep 17	
	3Q17 /	2Q17	3Q17 / 3Q16				Sep 17 / Sep 16		
	%)	%					%	
	(7.4	4)	(4.8)		Financi	ial Margin, net		(5.7)	
	0.9	9	6.0		Opera	ating Income	e 0.9		
	(2.1	1)	12.1	Operating Expenses 1		12.0			
	(78.	7)	(80.3)	FX	FX changes, Derivatives and Others		Others	(31.0)	
	(18.	(18.2) (28.4) Incom		Income before tax		Income before tax			(25.5)
	(24.	1)	(36.5)	Taxes				(32.4)	
	(15.	.7)	(24.8)	Net Income ³				(22.4)	
					Recurre	nt Net Income ⁴		(18.5)	

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

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

3.Net Income after deletions, homologations and homogenizations

4. Accumulated Recurrent Net Income Sep 16: 1.133

Revaluation on average exchange rate was 0.6% Q/Q and devaluation was 4.0% Y/Y

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Thank You!

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