

# **Banco Davivienda S.A.**

*Separate financial statements at December 31, 2017 with  
corresponding figures at December 31, 2016*

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**(FREE TRANSLATION OF THE REPORT PREVIOUSLY ISSUED IN SPANISH)  
STATUTORY AUDITOR'S REPORT**

To the Shareholders  
Banco Davivienda S.A.:

**Report on the separate financial statements**

I have audited the separate financial statements of Banco Davivienda S.A, which comprise the separate statement of financial position at December 31, 2017 and the separate statements of income, other comprehensive income, changes in equity and cash flows for the year then ended and their respective notes that include the summary of significant accounting policies and other explanatory notes.

**Management's responsibility regarding the separate financial statements**

Management is responsible for the fair preparation and presentation of these separate financial statements in accordance with Accounting and Financial Reporting Standards accepted in Colombia. This responsibility includes: designing, implementing and maintaining the internal control relevant to the preparation and presentation of separate financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

**Statutory Auditor's responsibility**

My responsibility is to express an opinion on the separate financial statements based on my audit. I obtained the necessary information and carried out my audit in accordance with International Standards on Auditing accepted in Colombia. Such standards require that I comply with ethical requirements and plan and perform the audit to obtain a reasonable assurance about whether the separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the statutory auditor's judgment, including the assessment of the risk of material misstatement in the separate financial statements. In making this risk assessment, the statutory auditor considers internal control relevant to the preparation and presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements.

I believe that the audit evidence I have obtained provides a reasonable basis for my audit opinion expressed below.

## **Opinion**

In my opinion, the above mentioned separate financial statements, taken accurately from books and attached to this report, present fairly, in all material respects, the separate financial position of Banco Davivienda S.A. at December 31, 2017, the separate results of its operations, and its separate cash flows for the year then ended, in conformity with Accounting and Financial Reporting Standards accepted in Colombia, applied on a consistent basis with previous year.

### **Other matters**

The separate financial statements at and for the year ending December 31, 2016 are submitted only for comparison purposes, were audited by me and in my report, dated February 17, 2017, I expressed an unqualified opinion thereon.

### **Report about other legal and regulatory requirements**

1. Based on the results of my tests, I believe during 2017:
  - a) The Bank's bookkeeping has been performed in conformity with legal rules and accounting pronouncements.
  - b) The operations recorded in the books are in conformity with the bylaws and decisions of the General Shareholders' Meeting.
  - c) The correspondence, the vouchers of accounts and the books of minutes and record of shares have been properly maintained.
  - d) The Bank has fulfilled the rules and instructions of the Financial Superintendence of Colombia regarding the appropriate administration and provision of the goods received in payment and the implementation and impact on the statement of financial position and the statement of income of the Risks Management Systems that apply.
  - e) The management report prepared by management agrees with the accompanying financial statements, which includes evidence about free circulation of sellers' or suppliers' invoices.
  - f) The information contained in the contribution returns submitted to the Social Security System, specifically the information on affiliates and their salary base for determining contributions, has been prepared from the accounting records and supporting documentation. The Bank is up to date in payment of contributions to the Social Security System.

In compliance with the requirements of articles 1.2.1.2. and 1.2.1.5. of Single Regulatory Decree 2420 of 2015, modified by articles 4 and 5 of Decree 2496 of 2015, respectively, in development of the Statutory Auditor's responsibilities contained in numerals 1 and 3 of article 209 of the Commercial Code, related to the evaluation whether the Bank's management performance is in accordance with the bylaws and the orders or instructions of the General Shareholders' Meeting and if there are and are adequate the internal control measures, preservation and custody of the Bank's assets or third parties assets in its possession, I issued a separate report dated February 8, 2018.

2. I carried out monitoring to the answers about the recommendation letters addressed to the Bank's management and there are no outstanding material issues that can affect my opinion.

Rafael Rodríguez Martín  
Statutory Auditor of Banco Davivienda S.A.  
Registration 214605 - T  
Member of KPMG S.A.S.

February 8, 2018

## **CERTIFICATION OF SEPARATE FINANCIAL STATEMENTS**

### **RESPONSIBILITY FOR FINANCIAL INFORMATION**

We, the undersigned Legal Representative and Accountant of Banco Davivienda S.A. in compliance with the terms established in Articles 46 and 47 of Law 964/ 2005 and in accordance with the terms required in the Accounting and Financial Reporting Standards accepted in Colombia, certify the following:

We certify that the Financial Statements for the period January 1 to December 31, 2017, do not contain any defects, inaccuracies or errors that prevent the Company from knowing the true financial situation or the operations of Davivienda, in accordance with the provisions of Article 46 of Law 964 of 2005.

In accordance with the terms of the Accounting and Financial Information Standards accepted in Colombia and taking account of the matters referred to in the Conceptual Framework, the information and statements included in the Financial Statements have been duly verified and obtained from the accounting records, prepared in accordance with the framework of standard mentioned.

Banco Davivienda has adequate systems of disclosure and control of financial information, for which the corresponding procedures have been designed to ensure that it is presented in an appropriate form, whose operational capacity is verified by the Audit and Financial Management.

Likewise, we report that there have been no significant deficiencies presented in the design and operation of internal controls that would have prevented the Bank from recording, processing, summarizing or adequately presenting its financial information. Management controls have been applied to prevent the risk of fraud in processes that affect the quality of financial information or changes in its evaluation methodology.

The Financial Statements record all the assets and liabilities existing at the closing date, and they represent probable future rights and obligations, respectively. All transactions of the period were recorded and all economic facts have been recognized and correctly classified, described and disclosed. All elements have been recognized for the appropriate amounts, taking into account the aspects referred to in the Framework and in accordance with the Accounting and Financial Reporting Standards accepted in Colombia.

The statements contained therein have been previously verified in accordance with the regulations and they have been faithfully taken from the books in accordance with Article 37 of Law 222/1995. The Bank has adequate procedures for the control and disclosure of financial information and its operation has been verified, in accordance with the terms of Article 46 of Law 964/ 2005.

Bogotá, February 05, 2018

**Banco Davivienda S.A.**  
**Separate Statements of Financial Position**  
**As of December 31, 2017 with corresponding figures at December 31, 2016**  
**(Millions of Colombian pesos - (COP))**

|  | <b>Note</b> | <b>December 31, 2017</b> | <b>December 31, 2016</b> |
|--|-------------|--------------------------|--------------------------|
| <b>ASSETS</b>                                |             |                          |                          |
| Cash   | 12.1        | 4,081,986                | 4,933,356                |
| Interbank and overnight funds                | 12.2        | 1,337,235                | 152,866                  |
| Investments in financial instruments, net    | 12.3        | 6,175,692                | 4,743,671                |
| Derivatives                                  | 12.4        | 335,412                  | 238,506                  |
| Loans and financial leasing operations, net  | 12.5        | 58,380,096               | 54,292,599               |
| Accounts receivable, net                     | 12.6        | 1,455,007                | 1,711,033                |
| Assets held for sale, net                    | 12.7        | 86,324                   | 72,804                   |
| Investments measured at amortized cost, net  | 12.3        | 1,392,427                | 1,369,644                |
| Investments in subsidiaries and associates   | 12.3.7      | 3,404,886                | 3,216,541                |
| Property and equipment, net                  | 12.8        | 450,783                  | 538,408                  |
| Investment property, net                     | 12.9        | 33,865                   | 45,885                   |
| Goodwill                                     | 12.11       | 1,080,775                | 1,080,775                |
| Intangibles                                  | 12.12       | 105,250                  | 77,357                   |
| Other non-financial assets, net              | 12.13       | 172,143                  | 233,520                  |
| <b>Total assets</b>                          |             | <b>78,491,881</b>        | <b>72,706,965</b>        |
| <b>LIABILITIES</b>                           |             |                          |                          |
| Deposits and demand accounts                 | 12.14       | 48,638,542               | 45,600,939               |
| Savings accounts                             |             | 20,186,530               | 21,990,834               |
| Checking accounts                            |             | 5,699,239                | 4,680,765                |
| Time deposits                                |             | 21,893,816               | 18,210,104               |
| Other demand accounts                        |             | 858,957                  | 719,236                  |
| Interbank and overnight funds                | 12.15       | 1,036,602                | 1,785,322                |
| Derivatives                                  | 12.4        | 354,549                  | 246,170                  |
| Credits from banks and other obligations     | 12.16       | 5,663,504                | 5,292,891                |
| Debt instruments issued                      | 12.17       | 11,179,368               | 9,063,260                |
| Accounts payable                             | 12.18       | 1,181,227                | 989,103                  |
| Deferred tax, net                            | 13.7        | 497,087                  | 613,603                  |
| Other non-financial liabilities and accruals | 12.19       | 396,286                  | 256,205                  |
| <b>Total liabilities</b>                     |             | <b>68,947,165</b>        | <b>63,847,493</b>        |
| <b>EQUITY</b>                                |             |                          |                          |
| Capital and reserves (1)                     | 12.20       | 7,709,912                | 6,385,568                |
| Unrealized profit and loss (OCI)             |             | 202,418                  | 174,713                  |
| First-time adoption of IFRS                  |             | 435,116                  | 507,026                  |
| Accumulated gains from previous exercises    |             | 88,803                   | 253,479                  |
| Net income                                   |             | 1,108,467                | 1,538,686                |
| <b>Total equity</b>                          |             | <b>9,544,716</b>         | <b>8,859,472</b>         |
| <b>TOTAL LIABILITIES AND EQUITY</b>          |             | <b>78,491,881</b>        | <b>72,706,965</b>        |

(1) Includes share premium

See the notes accompanying the Separate Financial Statements.



**Banco Davivienda S.A.**  
**Separate Statements of Income**  
**For the year ended in December 31, 2017 with figures corresponding to the year ended on December 31, 2016**  
**(Millions of Colombian pesos - (COP))**

|  | Note | 2017             | 2016             |
|--|------|------------------|------------------|
| Interest income  |      | 7,561,906        | 7,070,485        |
| Loans portfolio  |      | 7,076,025        | 6,460,356        |
| Investments and valuation, net                         | 13.1 | 424,469          | 565,640          |
| Interbank and overnight funds                          |      | 61,412           | 44,489           |
| Interest expense                                       |      | 3,225,126        | 3,147,079        |
| Deposits and demand accounts                           |      | 2,202,114        | 2,120,091        |
| Checking accounts                                      |      | 29,290           | 41,276           |
| Savings deposits                                       |      | 747,277          | 818,506          |
| Time deposits  |      | 1,425,547        | 1,260,309        |
| Credits from banks and other obligations               |      | 218,111          | 202,018          |
| Debt instruments issued                                |      | 687,538          | 723,611          |
| Other interest   |      | 117,363          | 101,359          |
| <b>Gross financial margin</b>                          |      | <b>4,336,780</b> | <b>3,923,406</b> |
| Provisions for financial instruments, net              |      | 1,777,147        | 1,471,189        |
| Provisions for financial assets                        |      | 3,015,470        | 2,600,995        |
| Recoveries of financial assets                         |      | 1,238,323        | 1,129,806        |
| <b>Net financial margin</b>                            |      | <b>2,559,633</b> | <b>2,452,217</b> |
| Income from commissions and services, net              | 13.2 | 779,737          | 742,013          |
| Result of equities                                     | 13.3 | 262,305          | 325,245          |
| Dividends  |      | 22,188           | 25,524           |
| Operational expenditures                               |      | 2,377,047        | 2,117,462        |
| Staff expenditures                                     | 13.4 | 988,021          | 924,906          |
| Operative  | 13.5 | 1,330,258        | 1,141,258        |
| Amortizations and depreciation                         | 13.5 | 58,768           | 51,298           |
| Exchange difference, net                               |      | 67,451           | (73,479)         |
| Derivatives, net                                       |      | 385              | 206,061          |
| Other income and other expenses, net                   | 13.6 | 65,640           | 274,095          |
| <b>Operating margin</b>                                |      | <b>1,380,292</b> | <b>1,834,214</b> |
| Current income tax and supplementary                   | 13.7 | 307,463          | 420,788          |
| Deferred income tax and supplementary                  | 13.7 | (35,638)         | (125,260)        |
| <b>Net income</b>                                      |      | <b>1,108,467</b> | <b>1,538,686</b> |
| Profit per share for the period (pesos) <sup>(1)</sup> |      | 2,454            | 3,407            |

(1) Calculated as Profit for the period / Weighted number of shares outstanding

See the notes accompanying the Separate Financial Statements.

**Banco Davivienda S.A.**

**Separate Statements of Other Comprehensive Income**

For the year ended in December 31, 2017 with figures corresponding to the year ended on December 31, 2016  
(Millions of Colombian pesos - (COP))

|  | <b>2017</b>      | <b>2016</b>      |
|--|------------------|------------------|
| <b>Profit for the period</b>   | 1,108,467        | 1,538,686        |
| Components of OCI that will not be reclassified to Result for the period, net of tax |                  |                  |
| Long-term employee benefits  | 27,163           | (31,078)         |
| <b>Total OCI that will not be reclassified to Results for the period, net of tax</b> | <b>27,163</b>    | <b>(31,078)</b>  |
| Components of OCI that will be reclassified to Results for the Period, net of tax    |                  |                  |
| Unrealized profit on fixed-yield securities  | 16,012           | 4,567            |
| Investments in Subsidiaries and other non-controlling investments                    | 14,644           | 25,431           |
| Exchange difference on conversion of subsidiaries outside Colombia                   | (39,540)         | (162,035)        |
| Hedge of a net investment in foreign operations                                      | 9,426            | 68,948           |
| <b>Total OCI to be reclassified to Results for the period, net of tax</b>            | <b>542</b>       | <b>(63,089)</b>  |
| <b>Total Other Comprehensive Income, net of tax</b>                                  | <b>27,705</b>    | <b>(94,167)</b>  |
| <b>Total Comprehensive Income</b>  | <b>1,136,172</b> | <b>1,444,519</b> |

See the notes accompanying the Separate Financial Statements.

**Banco Davivienda S.A.**  
**Separate Statements of Changes in Equity**  
**For the year ended in December 31, 2017 with figures corresponding to the year ended on December 31, 2016**  
**(Millions of Colombian pesos - (COP))**

|   | <b>CAPITAL AND RESERVES</b> |                      |                          |                           | <b>ACUMULATIVE RESULTS</b>         |                              |                               |                              |                     |
|---|-----------------------------|----------------------|--------------------------|---------------------------|------------------------------------|------------------------------|-------------------------------|------------------------------|---------------------|
|   | <u>Capital</u>              | <u>Share premium</u> | <u>Mandatory reserve</u> | <u>Voluntary reserves</u> | <u>First time adoption of IFRS</u> | <u>Unrealized gain (OCI)</u> | <u>Profits previous years</u> | <u>Profit for the period</u> | <u>Total equity</u> |
| <b>Balance at December 31, 2015</b>   | 71,074                      | 4,133,667            | 652,469                  | 563,883                   | 734,409                            | 268,880                      | 79,871                        | 1,214,263                    | 7,718,516           |
| <b>Wealth tax (1)</b>   | ..                          | ..                   | ..                       | (54,704)                  | ..                                 | ..                           | ..                            | ..                           | (54,704)            |
| <b>Dividend distribution</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | -                   |
| Cash dividends declared at \$864 per share on 451.670.413 paid share. Mar.29 and Sep.21, 2016.                            | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | (390,243)                    | (390,243)           |
| Dividends paid in shares at \$940 pesos per share. April 20, 2016 (2)   | 4,517                       | 420,053              | ..                       | (424,570)                 | ..                                 | ..                           | ..                            | ..                           | -                   |
| <b>Movement of reserves</b>   | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | ..                  |
| Mandatory reserve   | ..                          | ..                   | 324,020                  | ..                        | ..                                 | ..                           | ..                            | (324,020)                    | -                   |
| Voluntary reserve for future capitalization or to increase mandatory reserve  | ..                          | ..                   | ..                       | 475,000                   | ..                                 | ..                           | ..                            | (475,000)                    | -                   |
| Voluntary reserve to increase mandatory reserve   | ..                          | ..                   | ..                       | 25,000                    | ..                                 | ..                           | ..                            | (25,000)                     | -                   |
| Release of voluntary reserve for valuation of investment at market prices - Decree 2336/95, to increase mandatory reserve | ..                          | ..                   | 4,476                    | (4,476)                   | ..                                 | ..                           | ..                            | ..                           | -                   |
| Dispose of previous years (2015) profits to increase mandatory reserve  | ..                          | ..                   | 70,215                   | ..                        | ..                                 | ..                           | (70,215)                      | ..                           | -                   |
| <b>Merger of equity of Leasing Bolivar</b>  | 1,193                       | 123,084              | ..                       | 667                       | 14,100                             | ..                           | 974                           | ..                           | 140,018             |
| <b>Other comprehensive Income, net of income tax</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | ..                  |
| First time application of IFRS  | ..                          | ..                   | ..                       | ..                        | (241,483)                          | ..                           | 242,849                       | ..                           | 1,366               |
| Investments in Subsidiaries and other non-controlling investments   | ..                          | ..                   | ..                       | ..                        | ..                                 | 25,431                       | ..                            | ..                           | 25,431              |
| Exchange difference on controlled investments and hedge of a net investment in foreign operations, net of deferred tax    | ..                          | ..                   | ..                       | ..                        | ..                                 | (93,087)                     | ..                            | ..                           | (93,087)            |
| Unrealized profit on fixed-yield securities   | ..                          | ..                   | ..                       | ..                        | ..                                 | 4,567                        | ..                            | ..                           | 4,567               |
| Long term employee benefits   | ..                          | ..                   | ..                       | ..                        | ..                                 | (31,078)                     | ..                            | ..                           | (31,078)            |
| <b>Results for the period</b>   | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | 1,538,686                    | 1,538,686           |
| <b>Balance at December 31, 2016</b>   | 76,784                      | 4,676,804            | 1,051,180                | 580,800                   | 507,026                            | 174,713                      | 253,479                       | 1,538,686                    | 8,859,472           |
| <b>Wealth tax (1)</b>   | ..                          | ..                   | ..                       | (21,841)                  | ..                                 | ..                           | ..                            | ..                           | (21,841)            |
| <b>Dividend distribution</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | -                   |
| Cash dividends declared at \$950 per share on 451.670.413 paid shares. Apr.5 and Sep.21, 2017                             | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | (429,087)                    | (429,087)           |
| <b>Movement of reserves:</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | -                   |
| Mandatory reserves  | ..                          | ..                   | 645,948                  | ..                        | ..                                 | ..                           | ..                            | (645,948)                    | -                   |
| Voluntary reserve for future capitalization or to increase mandatory reserve  | ..                          | ..                   | ..                       | 192,896                   | ..                                 | ..                           | ..                            | (192,896)                    | -                   |
| Voluntary reserve   | ..                          | ..                   | ..                       | 270,755                   | ..                                 | ..                           | ..                            | (270,755)                    | -                   |
| Capitalization of reserve with commitment of 2015 profits   | ..                          | ..                   | 475,000                  | (475,000)                 | ..                                 | ..                           | ..                            | ..                           | -                   |
| Release of reserve for valuation of investments at market prices - Decree 2336/95, to increase mandatory reserve          | ..                          | ..                   | 10,802                   | (10,802)                  | ..                                 | ..                           | ..                            | ..                           | -                   |
| Dispose of previous years (2016) profits to increase mandatory reserve  | ..                          | ..                   | 236,586                  | ..                        | ..                                 | ..                           | (236,586)                     | ..                           | -                   |
| <b>Other comprehensive Income, net of income tax</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | ..                           | ..                  |
| First time application of IFRS (*)  | ..                          | ..                   | ..                       | ..                        | (71,910)                           | ..                           | 71,910                        | ..                           | -                   |
| Investments in subsidiaries and other non-controlling investments   | ..                          | ..                   | ..                       | ..                        | ..                                 | 14,644                       | ..                            | ..                           | 14,644              |
| Exchange difference on controlled investments and hedge of a net investment in foreign operations, net of deferred tax    | ..                          | ..                   | ..                       | ..                        | ..                                 | (30,114)                     | ..                            | ..                           | (30,114)            |
| Unrealized gain on fixed-yield securities   | ..                          | ..                   | ..                       | ..                        | ..                                 | 16,012                       | ..                            | ..                           | 16,012              |
| Long-term employee benefits   | ..                          | ..                   | ..                       | ..                        | ..                                 | 27,163                       | ..                            | ..                           | 27,163              |
| <b>Result for the period</b>  | ..                          | ..                   | ..                       | ..                        | ..                                 | ..                           | ..                            | 1,108,467                    | 1,108,467           |
| <b>Balance at December 31, 2017</b>   | 76,784                      | 4,676,804            | 2,419,516                | 536,808                   | 435,116                            | 202,418                      | 88,803                        | 1,108,467                    | 9,544,716           |

(1) An Extraordinary General Meeting of January 30, 2015 authorized the wealth tax to be charged to equity reserves, as permitted by Law 1739 /2014, for 2015, 2016 and 2017.

(2) Par value is increased by \$10 leaving \$170 per share, and the difference of \$930 represents the share premium.

(\*) Correspondes to dividends received on previous profits before the first-time introduction of IFRS for \$15.291 and the proceeds of mobilization of assets for \$56.619. See the notes accompanying the Separate Financial Statements.

**Banco Davivienda S.A.**  
**Separate Statements of Cash Flow**  
**For the year ended in December 31, 2017 with figures corresponding to the year ended on December 31, 2016**  
**(Millions of Colombian pesos - (COP))**

|  | <b>Note</b>     | <b>December 31,2017</b> | <b>December 31,2016</b> |
|--|-----------------|-------------------------|-------------------------|
| <b>Cash flows from operating activities</b>  |                 |                         |                         |
| <b>Profit for the period</b>   |                 | 1,108,467               | 1,538,686               |
| <b>Conciliation of profit for the period and net cash used in operating activities</b> |                 |                         |                         |
| Recovery of investments in financial instruments, net                                  | 12.3.6          | (839)                   | (203)                   |
| Provision for loans and financial leasing operations                                   | 12.5.15         | 1,857,650               | 1,548,308               |
| Provision for accounts receivable, net   | 12.6            | 80,354                  | 84,685                  |
| Provision for assets held for sale, net  | 12.7.4          | 27,787                  | 21,959                  |
| Provision (recovery) for property and equipment and investment property, net           | 12.8.3/12.9.2   | 293                     | (884)                   |
| Provision for other assets, net  | 12.13           | 25,679                  | (2,306)                 |
| Provision for severance  |                 | 45,508                  | 3,931                   |
| Provision for accruals, net  | 12.19           | 71,019                  | 8,680                   |
| Depreciation   | 13.5            | 45,304                  | 39,223                  |
| Amortizations  | 13.5            | 13,464                  | 12,075                  |
| Exchange difference  |                 | (67,451)                | (393,952)               |
| Profit on sale of loans, net   | 12.5.11         | (14,411)                | -                       |
| Profit from the equity method, net   | 13.3            | (258,162)               | (270,755)               |
| Valuation of investments, net  |                 | (424,946)               | (543,244)               |
| Profit (Loss) on trading investments, net  |                 | 483                     | (23,204)                |
| Profit on investments available for sale, net  |                 | (6)                     | (53,684)                |
| Profit on sale of investments held to maturity, net                                    |                 | (4,143)                 | -                       |
| Valuation of derivatives and spot operations, net                                      |                 | (385)                   | (206,061)               |
| Loss (Profit) on sale of asset held for sale, net                                      | 12.7.3          | 1,379                   | (225)                   |
| Profit on sale of Property and Equipment and investment properties, net                | 12.8.1          | (31,364)                | (147,105)               |
| Profit on sale of investment properties  | 12.9.3          | (5,040)                 | (2,508)                 |
| (Profit) loss on sale of other assets  |                 | (190)                   | 370                     |
| Other recoveries on accruals   |                 | -                       | (5,047)                 |
| Severance paid   |                 | (43,236)                | (4,145)                 |
| Income tax   | 13.7            | 271,825                 | 295,528                 |
| <b>Changes in operating assets and liabilities</b>                                     |                 |                         |                         |
| Decrease (Increase) in interbank and overnight funds                                   |                 | 84,990                  | (24,504)                |
| Decrease (Increase) in trading investments   |                 | 56,634                  | (1,385,898)             |
| Increase in loans and financial leasing operations                                     |                 | (13,792,661)            | (15,028,504)            |
| Proceeds of sale of loans  | 12.5.11/12.5.12 | 724,121                 | 434,293                 |
| Decrease (Increase) in accounts receivable   |                 | 318,181                 | (405,997)               |
| Additions to assets held for sale  | 12.7.2          | (90,856)                | (78,411)                |
| Proceeds of sale of assets held for sale   | 12.7            | 24,598                  | 19,071                  |
| Increase in other assets   |                 | (30,190)                | (181,348)               |
| Proceeds of sale of other assets   |                 | 12,001                  | 7,467                   |
| Increase in deposits and demand accounts   |                 | 5,474,829               | 9,000,747               |
| (Decrease) Increase ordinary interbank funds purchased                                 |                 | (172,112)               | 17,069                  |
| Increase (Decrease) in liability derivatives   |                 | 108,379                 | (118,280)               |
| Increase in accounts payable   |                 | 203,538                 | 96,083                  |
| (Decrease) Increase in employment obligations  |                 | (34,029)                | 86,426                  |
| Increase in accruals and provisions  |                 | 93,741                  | 107,363                 |
| Wealth tax   |                 | (21,841)                | (54,704)                |
| Income tax paid  |                 | (353,526)               | (433,627)               |
| Interest paid  |                 | (2,909,989)             | (1,856,780)             |
| Interest received  |                 | 7,103,273               | 6,267,043               |
| <b>Net cash used in operating activities</b>   |                 | <b>(501,878)</b>        | <b>(1,632,369)</b>      |
| <b>Cash flows in investment activities :</b>   |                 |                         |                         |
| Cash from merger of Leasing Bolivar  |                 | -                       | 62,817                  |
| Dividends received   |                 | 102,408                 | 25,524                  |
| (Increase) Decrease in investments available for sale                                  |                 | (1,141,817)             | 1,769,559               |
| Decrease (Increase) in investments held to maturity                                    |                 | 77,168                  | (62,534)                |
| Increase in equity investments   |                 | (48,063)                | (41,586)                |
| Decrease in trust rights   |                 | -                       | 3,771                   |
| (Increase) Decrease in acceptances, spot operations and derivatives                    |                 | (93,224)                | 402,505                 |
| Decrease in property and equipment   |                 | 2,033                   | 44                      |
| Additions to property and equipment and investment properties                          | 12.8/12.9       | (65,109)                | (67,301)                |
| Proceeds of sale of property and equipment   | 12.8.1          | 30,286                  | 117,806                 |
| Proceeds of sale of investment properties  | 12.9.3          | 6,425                   | 19,784                  |
| Decrease in intangible assets  |                 | 41,007                  | 40,704                  |
| <b>Net cash provided (used) in investment activities</b>                               |                 | <b>(1,088,884)</b>      | <b>2,271,094</b>        |

**Banco Davivienda S.A.**  
**Separate Statements of Cash Flows (continued)**  
**for the year ended on December 31, 2017 with figures corresponding to the year ended on December 31, 2016**  
**(Millions of Colombian pesos - (COP))**

**Cash flows from financing activities**

|  |       |             |             |
|--|-------|-------------|-------------|
| Issues of debt instruments             | 12.17 | 2,999,843   | 958,589     |
| Redemptions of debt instruments        | 12.17 | (857,889)   | (505,744)   |
| Decrease in debt instruments           |       | (1,065)     | -           |
| New loans (financial debt)             | 12.16 | 4,166,552   | 4,104,316   |
| Repayments of borrowings in the period | 12.16 | (3,873,632) | (3,821,010) |
| Decrease in financial debt             |       | (10,157)    | -           |
| Cash dividends paid                    |       | (429,087)   | (390,243)   |

|  |  |                  |                |
|--|--|------------------|----------------|
| <b>Net cash provided by financing activities</b> |  | <b>1,994,564</b> | <b>345,908</b> |
|--|--|------------------|----------------|

|  |  |           |           |
|--|--|-----------|-----------|
| Net increase in cash and cash equivalents              |  | 403,802   | 984,633   |
| Effect of the variation in exchange difference on cash |  | 14,187    | (146,452) |
| Cash and cash equivalents at the beginning of the year |  | 5,001,232 | 4,163,051 |

|   |  |                  |                  |
|---|--|------------------|------------------|
| <b>Cash and cash equivalents at the end of the year (*)</b> |  | <b>5,419,221</b> | <b>5,001,232</b> |
|---|--|------------------|------------------|

(\*) Includes cash equivalents at under 90 days in interbank and overnight operations for \$1.337.235 at December 31, 2017 and \$67.876 at December 31, 2016.

See the notes accompanying the Separate Financial Statements.

## **1. Reporting Entity**

Banco Davivienda S.A. ("the Bank"), is a private entity which has its main domicile in the city of Bogotá D.C. at Avenida El Dorado 68 C-61 and was constituted by notarized deed number 3892 on the 16th of October of 1972, in the Fourteenth Notary Public Office of Bogotá; it has its main domicile in the city of Bogotá D.C. under Resolution 562 of June 10, 1997 which authorizes its operation. The established duration under notarized deed 5145 of October 2003 is valid until October 17, 2053, but can be ended or extended before this term, if any of the grounds set forth in Article 114 of the Organic Statute of the Financial System, as amended by Article 32 of Law 795 of 2003, is filed. Banco Davivienda S.A. form part of Bolivar Group and has as corporate purpose to sign or carry out all the transactions and contracts legally permitted to banking establishments of a commercial character, subject to the requirements and limitations of Colombian law. At December 31, 2017, 6,696,967 customers located in Colombia and the Miami International Branch.

As of December 31, 2017, the Bank operated with 12,630 staff through 21 branches and agencies in Colombia and one branch in Miami, U.S.A.; 584 offices in Colombia and one in Miami; and at December 31, 2016 operated 12,629 staff through; 21 branches and agencies in Colombia and one branch abroad, in Miami U.S.A. with 592 offices in Colombia and one in Miami.

## **2. Significant Facts**

At December 31, 2017 the following significant events were recorded in the Bank's operations affecting the Separate Financial Statements.

### Bond issues

Three local bond issues were, made, for a total of \$1,532,013. In March 29, 2017 there was a subordinated issue for \$399,013; on April 25 an ordinary issue solely for sustainable projects for \$433,000; and on June 7, an ordinary issue for \$700,000.

On October 24, 2017 senior global bonds were placed on the market for US\$500 million (\$1,467,830) at 5 years and 7.5% effective. Demand exceeded \$3.3 billion.

See Note 12.17 for details of each issue.

### Dividends declared

On March 22, 2017 the Annual General Meeting approved payment of a dividend of \$950 per share for a total of \$429,087, or 27.9% of individual profits: 50% was paid on April 5 and the balance on September 21, 2017. The decisions of the Meeting on distribution of profits are complemented in Note 12.20.

### Capitalization of the Bank in Panamá

On July 28, Banco Davivienda S.A., provided US\$21 million at Banco Davivienda Internacional (Panamá) S.A., for 21,000 shares at US\$1,000 each. On July 31, a further contribution of UD\$21 million was made, for future capitalization of the Istmo Group, and this sum was converted to capital on August 23.

### Merger Deceval-Bolsa de Valores de Colombia

On December 14, the merger of Deceval and Bolsa de Valores de Colombia (BVC) was completed leaving the Bank with an interest of 6.78% in BVC, equivalent to 1,912,850,000 shares at \$25.12 each. The operation represented income of \$43,118 net of tax in Profit and Loss, of which \$4,142 were reclassified from OCI.

**Banco Davivienda S.A.**  
Notes to the separate financial statements  
As of December 31, 2017 with corresponding figures as of December 31, 2016.  
(Millions of Colombian Pesos (COP))

**Mobilization of Assets**

During December 2017, the Bank sold 74 properties represented in 184 property deeds. The Bank entered into an operating lease agreement in order to improve working capital and to continue operating its offices in the same buildings. The mobilization amounted up to \$ 146,095 with net income of \$36,516, of which \$ 35,736 was profit on the sale and \$ 780 for taxes. The transaction represented a release of opening IFRS statement of financial position (ESFA) to retained earnings of \$. 55,639 for the realization of valuations: Other Comprehensive Income \$ 72,241 and Deferred Tax \$(16,602).

**3. Basis of preparation**

**a. Declaration of compliance with the Financial Reporting Standards Accepted in Colombia**

The financial statements have been prepared in accordance with the Accounting and Financial Reporting Standards accepted in Colombia (NCIF), established in Law 1314 of 2009, regulated by the Single Regulatory Decree 2420 of 2015, modified by the decrees 2496/2015, 2131/2016 and 2170/2017 and SFC instructions, in accordance with the provisions of Decrees 1851/2013 and 2267/2014 and the external circulars 034 and 036 of 2014. The NCIF are based on the International Financial Reporting Standards (IFRS), together with its interpretations, issued by the International Accounting Standards Board (IASB); the basic standards correspond to those translated into Spanish and issued by the IASB as of December 31, 2015 except for IFRS 15 - Revenues from Contracts with Customers, to come into effect on January 1, 2018. The following items are excepted from NCIF, as provided for in Title 4, Special Regimes- of Chapter 1 of Decree 2420/2015.

| <u>Item</u>  | <u>Regulation</u>                | <u>Exception</u>  |
|--|----------------------------------|---|
| Classification and valuation of investment portfolio | Decree 2267 of November 11, 2014 | Exempts the application of IAS 39 and IFRS 9, in relation to the classification and valuation of investments, defining the application to the terms of Chapter I -1 "Classification, Valuation and accounting of investments for individual or separate financial statements", of the Basic Accounting and Financial Circular Letter (CBCF in Colombia) |
|  | SFC Circular 034/ 2014           | In accordance with Article 35 of Law 222 of 1995, investments in subsidiaries must be valued in such a way that the books of the r parent company are recognized by the equity method in the separate financial statements.   |
| Treatment of the loan portfolio and its impairment   | Decree 1851/ 2013                | Exempts the application of IAS 39 and IFRS 9, only in respect of the treatment of the loan portfolio in all its aspects and provisions, it maintains application of Chapter II of the SFC Basic Accounting and Financial Circular of in the individual or separate financial statements   |
| Provision for foreclosed assets                      | SFC Circular 036/2014            | It maintains the provisions of foreclosed or restored assets independently of their accounting classification, in conform with the instructions established in Chapter III of the Basic Accounting and Financial Circular   |
| Wealth Tax   | Law 1739 of December, 2014       | It allows an annual accrual n of wealth tax and option to recognize it under equity reserves.   |

**Banco Davivienda S.A.**  
Notes to the separate financial statements  
As of December 31, 2017 with corresponding figures as of December 31, 2016.  
(Millions of Colombian Pesos (COP))

Colombian law requires the Bank to prepare consolidated and separate financial statements, which are presented by the Board of Directors to the Annual General Meeting to approve or reject them. The separate financial statements are those that record the investments of the Bank as Parent. The consolidated financial statements are those that present assets, liabilities, equity, income, expenses, and cash flows of the Bank and its Subsidiaries are presented as if they were a single economic entity, which are submitted to the General Meeting in order to report on the performance of the management of the parent and Subsidiaries.

Law 1819/2016 states that as of 2017, assets, liabilities, equity, revenues, costs and expenses must be recognized and measured in accordance with the technical accounting frameworks in force in Colombia, with some exceptions. Until 2016, tax filings were prepared and presented based on the current tax rules with reference to accounting principles accepted in Colombia until 2014, in accordance with Article 165 of Law 1607/ 2012.

#### Separate Financial Statements

The separate Financial Statements present information of the Bank as an individual entity and do not contain consolidated financial information.

Davivienda acts as the parent company of the following subsidiaries:

| <b><u>Name</u></b>                         | <b><u>Country</u></b> |
|--|-----------------------|
| Corredores Davivienda S.A.                 | Colombia              |
| Fiduciaria Davivienda S.A.                 | Colombia              |
| Cobranzas Sigma S.A.S.                     | Colombia              |
| Grupo del Istmo Costa Rica S.A.            | Costa Rica            |
| Inversiones Financieras Davivienda S.A.    | Salvador              |
| Banco Davivienda Panamá S.A.               | Panamá                |
| Banco Davivienda Panamá Internacional S.A. | Panamá                |
| Seguros Bolívar Honduras S.A.              | Honduras              |
| Banco Davivienda Honduras S.A.             | Honduras              |

These separate financial statements were prepared to comply with regulations applicable to Banco Davivienda as an independent legal entity; some accounting principles may differ in relation to those applied in the consolidated financial statements, and additionally do not include the adjustments or eliminations necessary for the consolidated financial situation and the consolidated comprehensive Income of the Company and its subordinates. Consequently, the separate financial statements should be read jointly with the consolidated financial statements of Banco Davivienda S.A. and its subordinates. For legal effects in Colombia the main financial statements are the separate financial statements.

#### **b. Going concern**

The preparation of the consolidated financial statements was made on the basis of a “going concern”; it was determined that there is no uncertainty about facts, events or conditions that may give rise to significant doubt about the possibility that the Bank entities continue to operate normally. The judgments by which the entities included in the Consolidated Financial Statements were determined to be business in progress, relate to the evaluation of the current financial situation, its current intentions, the results of operations and access to Financial resources in the financial market, where also considered was the impact of such factors on future operations and no situation was identified that would make it impossible for the Bank to operate as a going concern.

#### **c. Accrual accounting**

The Bank uses accrual accounting to prepare its financial statements, except for cash flow information. It therefore Bank recognizes accounting items as assets, liabilities, equity, income and expense, when they meet the definitions and criteria established by the conceptual framework of IFRS adopted in Colombia.



**d. Materiality**

The Bank's management determined the relative importance of the figures to present in consolidated financial statements according to their function or nature. In other words, if a specific item lacks relative importance, it is grouped with other items, since NCIF do not require the Bank to make a specific disclosure.

**e. Uniformity of presentation**

The Bank's management will maintain the presentation and classification of the items disclosed in the consolidated financial statements from one period to another, unless a review of activities of significant importance to the presentation of the consolidated financial statements is presented or when it becomes clear that another presentation or other classification would be more appropriate, taking into account the criteria in o the Bank's policies at the time.

Disclosures in relation to the criteria and estimates used for the recognition of asset and liability components of the Bank, appear in the note related to accounting policies. When required for proper understanding of the accounts, the importance of the use of these estimates and hypotheses that affect the amounts presented in the separate financial statements will be set out in the explanatory notes for each component that requires a separate description for value judgments applied in the presentation of the separate financial statements

Uniform accounting NCIF-based policies have been used In preparing separate financial statements except for the following changes made as of January 1, 2017: (a) Application of the equity method in Associates following the applicable regulatory framework appearing in Decree 2496/2015 and (b) the presentation net of deferred tax in the Statement of Financial Position, presented independently as asset and liability up to December 2016.

**f. Presentation of separate financial statements**

**i. Statement of Financial Position**

The Statement is presented showing the different accounts of assets and liabilities in order of descending liquidity, by considering that, for a financial entity, this form of presentation provides the most relevant reliable information. Consequently, each of the notes of financial assets and liabilities is disclosed in the amount expected to be recovered or cancelled within twelve months or after twelve months.

**ii. Statements of Results and Other Comprehensive Income**

These two statements are presented separately as permitted by IAS 1 "Presentation of Financial Statements". Further, the Statement of Results is presented by the nature of the income and expenses because that is a more reliable and relevant presentation of the information of a financial entity.

**iii. Cash flow statements**

This statement is presented by the indirect method. The income and expenditures for interests are presented as operating activities of operation, the dividends received as investment activities, and the dividends paid as financing activities.

#### **4. Main accounting policies**

##### **4.1. Basis of measurement**

The separate financial statements were prepared on the basis of historical costs except in reference to the following financial instruments which are measured at their fair values at the close of each period, as is explained in the accounting policies included below:

| <b>Rubric</b>  | <b>Measurement Base</b> |
|--|-------------------------|
| Derivatives  | Fair value              |
| Financial instruments at fair value through Results and Other Comprehensive Income | Fair value              |
| Long-Term Employee Benefits  | Actuarial               |

##### **i. Historic cost**

The historic cost generally is based on the fair value of consideration given in exchange for goods and services.

##### **ii. Fair value**

Fair value is defined as the price that would be received upon sale of an asset or price that would be paid to transfer a liability in an ordinary transaction between participants in the market at the valuation date regardless of whether that price is observable or estimated directly using another valuation technique. When estimating the fair value of an asset or a liability, the Bank considers the characteristics of the asset or liability; whether the participants of the market would consider these characteristics at the moment of setting the price of the asset or liability on the date of measurement. The fair value for purposes of measurement and/or disclosure of the consolidated financial statements is determined in this way, with the exceptions of leasing operations covered by IAS 17, and valuations that have some similarities with fair value, but are not a fair value, such as the “value in use” of IAS 36.

##### **4.2. Functional currency, currency of presentation**

The separate financial statements have been prepared and presented in Colombian pesos to comply with the functional currency of the Bank and comply with the instructions in SFC Circular 38/2013.

The items included in the consolidated financial statements are expressed in the currency of the primary economic sphere where the Bank operates (Colombian peso – COP. All information is presented in millions of pesos and has been rounded to the nearest unit.

##### **4.3. Transactions in foreign currencies**

The Bank prepares its financial statements for transactions in currencies other than the functional currency of the Bank (foreign currency) recognizing the exchange rate in effect at the dates when the operations were conducted. At the end of each period, foreign currency monetary items are reconverted at the exchange rate in effect on that date. Non-monetary items are measured at historic cost, in foreign currency, are not reconverted.

Differences in foreign currency arising on the conversion of a financial liability designated as a hedge of a net investment in a foreign operation are recognized in other comprehensive income to the extent that the hedge is effective and is presented in the reserve of Conversion of equity. To the extent that the hedge is not effective, such differences are recognized in income. When part of the hedge of a net investment is eliminated, the corresponding amount recognized in Other Comprehensive Income is transferred to profit or loss as part of those accounts.

The conversion rates applied at the close of December 31, 2017 and 2016 are \$2,984.00 and \$ 3,000.71 per USD1 respectively.

#### **4.4. Cash and cash equivalents**

Cash and equivalents of cash include available balances maintained with central banks, correspondent banks and highly-liquid financial instruments liquid, with original maturities of three months or less, subject to little significant risk and used by the Bank to manage its short-term obligations. The Bank defines as low significant risk financial instruments that depend on broad, deep markets, about which there is total certainty and facility for their valuation; and with a minimum credit risk, shown in the ratings that support a strength in the capacity of the issuer or counterpart to settle its obligations.

Cash equivalents measured at a fair value or at the amortized cost of the financial instruments that meet conditions to be so in each case.

#### **4.5. Interbank and overnight funds**

Interbank and overnight funds embrace the operations of purchase and sale of interbank funds, repos, simultaneous operations and the temporary transfer of securities operations.

Engagement in repos, simultaneous operations and temporary transfer of securities are recorded in the Statement of Financial Position as an obligation or a right according to the appropriate position. These operations are considered guaranteed financings and are recognized initially at a fair value, the amount of cash being disbursed and received, respectively. The party that makes the payment takes possession of the securities that serve as a guarantee for the financing and they have a value equal or superior to the amount of capital lent.

For repos, the initial amount can be calculated with a discount on the market price of securities object of the transaction; it can be established that over the term of the transaction, the initial securities delivered can be substituted for others and restrictions can be imposed on the mobility of the securities involved in the operation.

In the case of simultaneous operations, a discount may not be established on the initial amount market price of the securities, nor may it be arranged that securities initially delivered can be replaced by others during the life of the operation, and restrictions cannot be placed on the mobility of the securities of the operation.

The securities received under reverse repurchase agreements and securities delivered under repurchase agreements are not derecognized in the financial situation statement, since the risks and benefits of the financial asset cannot be transferred.

The yield of repo or simultaneous operations and the interbank interests are recorded in Results.

Interbank operations with a maturity of 90 days or less are considered as cash equivalents for cash flow presentation.

#### **4.6. Financial instruments**

Financial assets and liabilities are recognized when the Bank becomes a party to the contractual provisions of the instruments.

Financial assets and liabilities are initially measured at fair value. Transaction costs directly attributable to liabilities are deducted from the fair value of financial liabilities at initial recognition. Transaction costs directly attributable to the acquisition of financial assets and liabilities at fair value through profit or loss are recognized immediately in Results.

#### **4.6.1. Financial assets**

The Bank has classified its financial assets at amortized cost or fair value according to the business model defined to manage the risks and benefits as well as the characteristics of contractual cash flows of financial assets.

The Bank established two business models for the management of the investment portfolio: i) structural management: investments whose objective is associated with financial intermediation, management of market risks of the balance sheet and the need to count on a backing of liquid assets in the process of financial intermediation; and ii) negotiation management: investments whose purpose is to maximize the profits generated by the Treasury by means of the purchase and sale of financial instruments.

All of the purchases and sales of financial assets completed in the usual manner are recognized and eliminated based on the negotiation date. The purchases and sales made on a regular basis are those purchases or sales of financial assets that require the delivery of the assets within the time period established by regulations or custom in the market.

##### **4.6.1.1. Investments**

The SFC Basic Accounting and Financial Circular Chapter I-1, established the classification of investments according to the business model defined by the Bank. For this purpose, the Bank analyzes the financial instruments purchased as follows:

##### Trading investments

Securities acquired for subsequent sale or repurchase in the short term are held for trading. The Bank administers these investments and takes decisions to buy or sell based on their fair values in accordance with risk management practice or investment strategy. They are initially recognized at acquisition cost and subsequently they are valued daily by the price reported by the Price Provider PIP Colombia appointed by the Bank following Chapter XVI of Title I of the SFC Basic Legal Circular. The changes in the fair value and the profits or losses in sale are registered in profit or loss.

Where fair exchange prices do not exist for the day of valuation, they should be calculated exponentially from the internal rate of return. The fair value of the investment should be estimated or approximated through the calculation of the sum of the present values of the future flows of yield and capital.

##### Investments to be held until maturity

These are financial instruments acquired to collect contractual cash flows and the Bank has the capacity of holding them until maturity.

They are valued exponentially from the internal rate of return (IRR) at the moment of purchase, on a 365-day year. The updating of the present value of this class of investments should be recorded as an increased value of the investment, affecting Results of the period.

The future returns pending collection are recorded as an increased value of the investment. Therefore, amounts collected should be recorded as a lower value of the investment.

The reclassification of financial instruments should comply with SFC Chapter I-1 of the CBCF, in addition to Circular 034/2014.

##### Investments available for sale

Financial instruments designated at fair value with changes in equity are recognized at fair value on the trade date. Changes in fair value are recorded in OCI; the profit or loss generated on sale is calculated on the fair value and recognized in net income for profit (loss) in other operating income.

Securities classified as available for sale are valued daily according to the price provided by the supplier of authorized prices. Daily changes in the present value of the debt securities are recorded as the highest investment value charged to Profit and Loss, the difference between the fair value and the present value of these securities, shall be recorded in the Profit or unrealized losses (OCI - Other Comprehensive Income).

The yields pending collection are recognized as an increased value of the investment and collections are recorded as a decrease to the value of the investment; and at the time of sale, the unrealized profit or loss recorded in OCI, should be recognized in profit or loss on the date of the transaction.

Certain equity investments that complement the Bank's business in which there is no control or significant influence, are recognized at cost and their value is updated by subsequent changes in equity, because they are not exchange-listed. Changes in equities are recorded in OCI in proportion to the holding, reflecting the changes in the value of the issuer. Dividends from these investments are recognized in income on the date they are entitled to their collection.

#### **4.6.1.2. Derecognition of financial assets**

The accounting treatment of transfers of financial assets depends on the extent to which the risks and benefits associated with the transferred assets are transferred to third parties.

- The Bank ceases to recognize a financial asset only when the contractual rights expire on the cash flows of the financial asset or when all the risks and rewards of ownership of the financial asset are transferred substantially. For example, the unconditional sale of financial assets, the sale of financial assets with a promise to repurchase them at fair value to the date of repurchase, the securitization of assets in which the transferor does not retain subordinated financing or grant any credit enhancement to new holders and other similar cases.

Upon derecognition of a financial asset in its entirety, the difference between the carrying amount of the asset and the sum of the consideration received and receivable and the accumulated gain or loss that has been recognized in OCI and accumulated results are recognized in Results.

- If the Bank neither transfers nor retains substantially all the risks and rewards of ownership and continues to retain control of the transferred asset, the Bank will recognize its interest in the asset and the liability associated with the amounts that it would have to pay. For example, sales of financial assets with the promise of repurchase at a fixed price or the sale price plus interest.

In this case, the following elements are recognized:

- a) An associated financial liability, which is recognized in an amount equal to the consideration received and is subsequently measured at its amortized cost unless it meets the requirements for classification in other financial liabilities at fair value through profit or loss.
- b) The income from the transferred financial asset not derecognized and the expenses of the new financial liability are not netted.

If the Bank retains substantially all the risks and rewards of ownership of a transferred financial asset, the Bank continues to recognize the financial asset and also recognizes a collateral loan for funds received. For example, the securitization of assets in which the transferor retains a subordinated debt or other type of credit enhancement for a portion of the asset transferred.

#### 4.6.1.3. Investments in subsidiaries

The Bank exercises control indirectly in companies in which subsidiaries consolidate other entities. All consolidated entities are subsidiaries. Subsidiaries are entities controlled by the Bank.

The subsidiaries are entities controlled by the Bank. An entity is controlled by the Bank when the Bank has power over the investee, it is exposed, or has rights to variable returns from its involvement with the investee and has the ability to influence on those returns through its power over the investee. Generally, the control exercise is aligned to the risks and rewards taken up by the Subsidiaries. Moreover, the Subsidiaries are consolidated from the date on which control is obtained to the date when control ceases.

Investments in subsidiaries are recorded for in the separate financial statements by the equity method, in accordance with the provisions of SFC Circular 034 and Article 35 of Law 222/ 1995 applicable from January 1, 2015, variations in results are recorded in the Income Statement and equity changes in OCI. (See note 12.3.7).

#### 4.6.1.4. Provision against investments

The prices of debt securities, and low/minimum exchange movement or unquoted equities, are adjusted on each valuation date based on the credit risk rating, as follows:

- Securities that have one or several ratings granted by external rating agencies recognized by SFC, or securities issued by entities rated by them, may not be recorded for an amount exceeding the following percentages of face value less amortizations effected up to the valuation date.

| <u>Long term rating</u> | <u>Maximum value</u> | <u>Short term rating</u> | <u>Maximum value</u> |
|-------------------------|----------------------|--------------------------|----------------------|
| BB+, BB, BB-            | 90                   | 3                        | 90                   |
| B+, B, B-               | 70                   | 4                        | 50                   |
| CCC                     | 50                   | 5 and 6                  | 0                    |
| DD, EE                  | 0                    |                          |                      |

- For bonds or securities that do not have an external rating, or debt securities issued by unrated entities or equity securities, the amount of provisions is determined on the basis of the internal methodology developed, as approved in advance by the SFC.

The credit risk rating follows the guidelines of Paragraph 8.2 of Chapter I of SFC Circular 100/ 1995 for investor entities that do not have an internal methodology approved for determining provisions, as shown below:

| <u>Category</u> | <u>Concept</u>                                 | <u>%</u> |
|-----------------|--|----------|
| A               | Normal risk investment                         | 0%       |
| B               | Acceptable investment, higher than normal risk | 80%      |
| C               | Appreciable risk investment                    | 60%      |
| D               | Significant investment risk                    | 40%      |
| E               | Uncollectible investment                       | 100%     |

Sovereign- issued or guaranteed domestic or external public debt securities are not subject to credit risk, nor are issues of Banco de la República (the Central Bank) and those issued or guaranteed by the deposit insurance fund FOGAFIN; as established in SFC Chapter I Circular 100/1995.

#### **4.6.1.5. Loan and financial leasing operations portfolio**

This account records loans and financial leasing operations the funds used to make loans come from own resources, from the public in the form of deposits, and from other sources of external and internal financing.

Loans are recorded at disbursement value, except for portfolio purchases which are carried at cost; the agreed interest rate does not affect the value for which loans are recorded

##### **4.6.1.5.1. Modes of credit**

The structure of the loan portfolio includes the following modes of loans:

##### **Commercial**

These are loans defined as credit for individuals or corporate entities and for the development of organized economic activities, other than those granted in the form of microcredit.

##### Financial Leasing

Financial Leasing operations should be recorded at the financed value of each of the assets that the entity, subject to contract, leased to the user for the latter's use and enjoyment.

The financed value of financial leasing operations is amortized with the payment of amounts part of which are repayments of capital.

For leasing operations, the instalments in each contract are recognized based on payment of the oldest one pending payment. The leasing operation becomes past-due on the date on which it becomes payable on demand.

Contracts agreed with regular instalments over a number of months that exceed the number of months set to suspend accruals may only cause what applies to that number of months. The operation is "current" up to the.

##### **Consumer**

Consumer loans are, regardless of amount, are made to individuals to finance the purchase of consumer goods or payment of services for non-commercial or business purposes, other than those granted in the form of microcredit.

##### **Home Mortgage**

Home mortgage loans, regardless of amount, are made to individuals for the purchase of new or used housing, or individual housing construction. They must be agreed in UVR or pesos and be secured by a first mortgage on the home financed. The loan is to be repaid over 5-30 years.

Loans may be prepaid in whole or in part at any time without penalty. In case of partial prepayments, the debtor shall be entitled to choose whether the amount paid decreases the value of the fee or term obligations; to have a remunerative interest rate, which is applied to the balance of the debt denominated in UVR or pesos, depending on whether the loan is denominated in UVR or pesos, respectively.

Interest should be charged in arrears and may not be capitalized. The loan amount may be up to 70% of the value of the property. This value will be the purchase price or the result of a professional valuation made within six months prior to granting credit. In the appropriations to finance Social Housing, the loan amount may be up to 80% of the property value.

Financed real estate must be insured against fire and earthquake risks.

### Residential Leasing

The property subject of this type of operations is owned by the Bank and is insured for fire and earthquake.

The funded value of delivered housing real estate leased to the user for his/her use and enjoyment, in exchange for the payment of a periodic fee during the agreed term, when this period has expired the good is returned to its owner or transferred to the lessee if the lessee decides to exercise the agreed purchase option, and pay it.

### **Microcredit**

A microenterprise is a unit of economic exploitation of an individual or legal entity person in business, agricultural, industrial, commercial or services, rural or urban, with a payroll of no more than ten and total assets of no more than 500 minimum monthly salaries, as defined in Law 590 of 2000.

The debtor may not borrow more than 120 minimum monthly salaries at the time of approval of the respective active credit transaction. Indebtedness includes the amount of existing obligations of the debtor to the financial sector and other sectors in the records of databank operators consulted by the creditor, excluding mortgage loans for home purchase; plus the value of the new loan.

Decree 2267 of 2014 exempted the application of IFRS to the portfolio and related impairment

#### **4.6.1.5.2. Modified and Restructured Loans**

A restructured loan is one in which legal business changes the initial conditions to allow the debtor to attend to his obligation punctually. Novations are considered to be restructurings. Before restructuring, the creditor should established that the same should reasonably be recovered under the new conditions.

If a loan subject to changes in its initial conditions meets the requirements of Section 1.3.2.3.2.1 of Chapter II of the SFC Basic Accounting and Financial Circular, it will be classified as “modified” in the terms of the guidelines of SFC Circular 26/2017.

Loans re-negotiated in the terms of Law 546/ 1999 for the home mortgage portfolio is not considered restructurings, nor are novations originating in situations other than that described above, provided that directing the last six months the loan has not been in arrears for more than 60 consecutive days for microcredit and consumer loans; and 90 days for commercial and home mortgage loans.

#### Rules for classifying restructured and modified loans:

The classification of modified and restructured loans is effected following SFC Circular 26/2017 for loans that face a real or potential impairment of the debtor’s capacity to pay and initial conditions are modified.

#### Modified loans

The initial classification received by a loan that meets the requirements of being classed as “modified” will be the latest classification recorded for the loan(s) to be modified.

For subsequent months, and provided that the loan does not fall into a classification of “restructured” due to failure to make the agreed payments, the modified classification will be that produced by application of the relevant model.



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**Restructured loans**

The initial classification of a restructured loan will be the most recent classification recorded for the loan(s) to be restructured. This classification will remain unchanged until the customer has completed a minimum number of consecutive payments for the class of loan involved (six months for microcredit, 1 year for other modes).

One month after meeting this requirement, the classification will be changed gradually, taking account of the initial classification of the restructuring and the classification required by the model.

Finally, in the next month the classification will be that assigned by the model, depending on the type of loan. Loans of any class classified as restructured that fall into arrears of 30 days or more will be held to be in default

For loans that do not require a monthly payment of capital, the classification will be modified gradually in the months when capital repayments are required.

**Suspension of interest accruals**

Accruals of interest, monetary correction, and exchange adjustments, adjustments to lease-payments or for other items under a loan in arrears will not be recorded in the Income Statement when arrears reach the following limits:

| <b>Mode of loan</b> | <b>Arrears in excess of</b> |
|---------------------|-----------------------------|
| Commercial          | 3 months                    |
| Consumer            | 2 months                    |
| Home mortgage       | 2 months                    |
| Microcredit         | 1 month                     |

Accruals are recorded in Contingent Accounts and do not affect profit or loss until effectively collected.

In cases the a result of restructuring agreements or any other form of agreement, calls for the capitalization of interest recorded in memorandum accounts or written-off loans including capital, interest and other items, these items are accounted for as deferred payments and are carried to profit and loss as and when effectively collected.

Loans in arrears for which interest, monetary correction, exchange differences or lease-payments or other forms of income have ceased to be accrued at any time will have accruals suspended from the first day of arrears onwards. When they are current again, accruals will resume. Until collected, these items will be recorded in Memorandum accounts

Where accruals of interest, monetary correction, exchange adjustments, lease-payments and other items of income are suspended, a provision should be made for all these items accrued and pending collection.

#### **4.6.1.5.3. Rules for write-offs**

In terms of the internal policies, loans are written off when considered unrecoverable; the provision then covers 100% of capital, interest and other items after being in arrears for the following length of time:

| <b>Portfolio</b> | <b>Product</b>             | <b>Days in arrears</b>  |
|------------------|----------------------------|-------------------------|
| Commercial       | Vehicles                   | Over 360 days           |
|                  | Other                      | Over 570 days           |
|                  | Loans over \$ 500 M        | According to evaluation |
| Home Mortgage    | Housing                    | Over 900 days           |
| Consumption      | Vehicles                   | Over 540 days           |
|                  | Other                      | Over 180 days           |
|                  | Private brand credit cards | Over 120 days           |
|                  | Restructured               | Over 140 days           |
| Microcredit      | Microcredit                | Over 180 days           |

Credit card, accounts receivable and other asset write-offs are approved by the Board of Directors.

Leasing operations not subject to writing off because the assets are owned by the Bank.

A write-off does not relieve Bank management from continuing with collection efforts as appropriate.

#### **4.6.1.5.4. Criteria for evaluation and reclassification of credit risk**

The Bank adopted a Risk Management Credit System (SARC), which includes policies, processes, models and control mechanisms to identify, measure and adequately mitigate credit risk; not only from the perspective of its coverage through a system of provisions, but also through management of the lending process and permanent monitoring.

The Bank evaluates and classifies customer credit operations for all types of credit. Customer borrowing performance is updated monthly, with respect to repayments, cancellations, write-offs and ageing of arrears.

There are methodologies and analytical techniques to measure the credit risk inherent in a credit operation and potential future changes in the conditions of servicing it. These methods and techniques are based on the information related to the historical behavior of the portfolio and loans; the particular characteristics of the debtors, their credits and collateral that supports them; the credit performance of the debtor in other entities and financial information of this or other information which will provide appropriate knowledge of his financial situation; and sector and macroeconomic variables affecting the normal course of business.

In assessing the capacity to pay of local public entities, the Bank verifies compliance with the indicators of Law 617 - Operating Expenses, Law 358 Solvency and Sustainability and Law 819 Primary Surplus.

The Bank makes the evaluation and reclassification of the loan portfolio at least every May and November, and must records the results at the end of the following month.

#### **Rules of Alignment**

The alignment process for each debtor is made monthly, for which it takes loans of the same type to higher risk category, unless there are sufficient reasons under the rules for classifications in a lower risk category.

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For ordinary customers of the Bank and subsidiaries with which financial statements are consolidated, all loans of the same type are assigned the same rating for loans to the same debtor, unless it can be shown that there are sufficient reasons for classification in a lower risk category.

#### **Credit risk rating for reports**

The table below applies for purposes of standardizing risk ratings for reports to credit bureaus, reports of loans and the records in the financial statements:

#### **Commercial portfolio**

| <b>Type of Risk</b> | <b>Report rating</b> | <b>Group rating</b> | <b>Ageing of arrears height (days)</b> |
|---------------------|----------------------|---------------------|--|
| Normal              | AA                   | A                   | 0-29                                   |
| Acceptable          | A                    | B                   | 30-59                                  |
| Acceptable          | BB                   | B                   | 60-89                                  |
| Appreciable         | B                    | C                   | 90-119                                 |
| Appreciable         | CC                   | C                   | 120-149                                |
| Unredeemed          | D                    | D                   | 150- 569                               |
| Irrecoverable       | E                    | E                   | Over 569                               |

A commercial loan is considered to be in default when it is in arrears for 150 days or more, along with treasury loans in arrears.

#### **Consumer Portfolio**

To determine the rating of consumer loans depending on the segment, the reference model calculates a score which is a product of the particular characteristics of each debtor as set out in Annex 5 of Chapter II of SFC Circular 100/1995, as shown below:

| <b><u>Type of risk</u></b> | <b><u>Report category</u></b> | <b><u>Group rating</u></b> | <b><u>Vehicles score</u></b> | <b><u>Other score</u></b> | <b><u>Credit card score</u></b> |
|----------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|---------------------------------|
| Normal                     | AA                            | A                          | 0.2484                       | 0.3767                    | 0.3735                          |
| Normal                     | A*                            | A                          | 0.6842                       | 0.8205                    | 0.6703                          |
| Acceptable                 | A                             | B                          | 0.6842                       | 0.8205                    | 0.6703                          |
| Acceptable                 | BB                            | B                          | 0.81507                      | 0.89                      | 0.9382                          |
| Appreciable                | B                             | C                          | 0.94941                      | 0.9971                    | 0.9902                          |
| Appreciable                | CC                            | C                          | 1                            | 1                         | 1                               |
| In default                 | D                             | D                          | 1                            | 1                         | 1                               |
| Unrecoverable              | E                             | E                          | 1                            | 1                         | 1                               |

A consumer loan is considered failed when it is in arrears for more than 90 days.

\* In order not to affect portfolio indicators, the SFC defined for this classification the characteristics of the reference model of consumer credit, a range of 0 - 30 days, to be recorded based on the group classification A.

### Home mortgages and microcredit

The Bank classifies credit operations of home mortgages and microcredit and classified them into one of the following categories of credit risk:

| <u>Classification</u> | <u>Risk</u>   | <u>Home mortgages</u><br><u>Months arrears</u> | <u>Microcredit</u> |
|-----------------------|---------------|--|--------------------|
| A                     | Normal        | 0 - 2  | 0 - 1              |
| B                     | Acceptable    | 2-5  | 1 - 2              |
| C                     | Appreciable   | 5-12   | 2 - 3              |
| D                     | Significant   | 12-18  | 3 - 4              |
| E                     | Unrecoverable | Over 18  | Over 4             |

#### 4.6.1.5.5. Rules for provisions for loan portfolio

Provisions are made charged to the income statement, as follows:

##### 4.6.1.5.5.1. General provision

The Bank registers a general provision for microcredit and home mortgages equivalent to 1% of the total gross loan portfolio.

##### 4.6.1.5.5.2. Individual provisions under reference models.

The SFC rules that for commercial and Consumer reference models loan portfolio individual provisions are to be made as the sum of two individual components one procyclical and other countercyclical.

The procyclical individual component reflects the credit risk of each debtor in the present.

The countercyclical individual component reflects possible changes in the credit risk of debtors at the time in which the deterioration of these assets increases. This portion is constituted in order to reduce the impact on the income statement when the situation arises.

The two components are calculated separately for capital and accounts receivable of the loans and leasing portfolios

The following indicators should be assessed monthly to determine the calculation methodology to be used from the following for individual provisions:

| <u>Indicators</u>  | <u>Activation threshold</u> |
|--|-----------------------------|
| 1. Increase of provisions in risk category B, C, D, E.               | $\geq 9\%$                  |
| 2. Net expense provisions as% of income from portfolio               | $\geq 17\%$                 |
| 3. Net expense provisions as% of Gross Adjusted Net Interest Income. | $\leq 0\%$ ó $\geq 42\%$    |
| 4. Annual real growth of Gross Portfolio.                            | $< 23\%$                    |

Once these indicators are evaluated, the bank applies the cumulative phase.

#### **Accumulative phase calculation methodology**

Procyclical individual component (CIP): Procyclical individual component (CIP): for the consumer and commercial portfolios, this is the expected loss calculated with the Matrix A, i.e. the result obtained by multiplying the exposure value of the debtor, the probability of default (PD) of Matrix A and the Loss Given Default (LGD).

Countercyclical individual component (CIC): This is the maximum value among the countercyclical individual component in the previous period affected by exposure, and the difference between the expected loss calculated with Matrix B and the expected loss calculated with the Matrix at the time of calculation of the provision.

In no case, may the countercyclical individual component of each obligation may be less than zero, nor may it exceed the value of the expected loss calculated with the Matrix B; likewise the sum of these two components may not exceed the amount of exposure.

The SFC circulates the matrices in the first half of each year, for application with effect from July of that year.

The countercyclical component will allow entities to have a reserve (counter-cyclical individual provision) to be used during periods of deterioration in credit quality, to meet the increase in provisions without significantly impacting the profits generated in the unfavorable environment.

As of December 31, 2017 and 2016, the Bank applied the accumulative phase methodology.

#### **4.6.1.5.5.3. Individual provision**

In addition to the general provision, individual provisions are made for the protection of loans classified in all risk categories, calculated as follows:

##### **Commercial portfolio**

The Bank adopted the SFC Commercial Reference Model (MRC) to calculate provisions.

There are differentiated segments to estimate expected losses by the level of the assets of debtors, as follows:

| <u>Company size</u> | <u>Asset level</u>  |
|---------------------|---|
| Large               | More than 15,000 SMMLV<br>(current legal minimum<br>monthly salary) |
| Medium              | Between 5,000 and 15,000<br>SMMLV                                   |
| Small               | Less than 5,000 SMMLV   |

The minimum monthly salary of the preceding year is used as the multiplier to estimate the level of assets.

The MRC also has a category "individuals" which groups all natural Commercial loan debtors.

Provisions for residential leasing operations are charged in compliance with the policies of commercial loans "individual businessmen".

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The estimated expected loss (provisions) results from the application of the following formula:

$$\text{Expected loss} = [\text{Probability of default}] \times [\text{Exposure of the asset at the time of default}] \times [\text{loss given default}].$$

Where:

- The probability of default (PD)

Corresponds to the probability that debtors of a given portfolio of commercial loans incur in default. Within the next 12 months.

Individual provisions are calculated with the rates shown in the following matrix:

| <u>Rating</u> | <u>Large Businesses</u> |                 | <u>Medium Business</u> |                 | <u>Small Business</u> |                 | <u>Individuals</u> |                 |
|---------------|-------------------------|-----------------|------------------------|-----------------|-----------------------|-----------------|--------------------|-----------------|
|               | <u>Matrix A</u>         | <u>Matrix B</u> | <u>Matrix A</u>        | <u>Matrix B</u> | <u>Matrix A</u>       | <u>Matrix B</u> | <u>Matrix A</u>    | <u>Matrix B</u> |
| AA            | 1.53%                   | 2.19%           | 1.51%                  | 4.19%           | 4.18%                 | 7.52%           | 5.27%              | 8.22%           |
| A             | 2.24%                   | 3.54%           | 2.40%                  | 6.32%           | 5.30%                 | 8.64%           | 6.39%              | 9.41%           |
| BB            | 9.55%                   | 14.13%          | 11.65%                 | 18.49%          | 18.56%                | 20.26%          | 18.72%             | 22.36%          |
| B             | 12.24%                  | 15.22%          | 14.64%                 | 21.45%          | 22.73%                | 24.15%          | 22.00%             | 25.81%          |
| CC            | 19.77%                  | 23.35%          | 23.09%                 | 26.70%          | 32.50%                | 33.57%          | 32.21%             | 37.01%          |
| Default       | 100%                    | 100%            | 100%                   | 100%            | 100%                  | 100%            | 100%               | 100%            |

The loss given default (LGD)

LGD is defined as the economic impairment that would occur if any of the situations of default materializes. The LGD for debtors classified as being in default will increase in line with the days elapsed after classifying in that category. The LGD applied by the Bank includes two ranges of guarantee type "unsecured" and "Assets in residential leasing", which are described below:

| <u>Type of Guarantee</u>                          | <u>L.G.D</u> | <u>Days after default</u> | <u>New L.G.D</u> | <u>Days after default</u> | <u>New L.G.D</u> |
|---|--------------|---------------------------|------------------|---------------------------|------------------|
| Commercial and residential property               | 40%          | 540                       | 70%              | 1080                      | 100%             |
| Admissible financial collateral - SBLC            | 0%           | -                         | 0                | -                         | 0                |
| Admissible financial collateral – Guarantees fund | 12%          | -                         | 12%              | -                         | 12%              |
| Property leasing assets                           | 35%          | 540                       | 70%              | 1080                      | 100%             |
| Leasing assets other than real property           | 45%          | 360                       | 80%              | 720                       | 100%             |
| Collection rights                                 | 45%          | 360                       | 80%              | 720                       | 100%             |
| Other Collateral - admissible                     | 50%          | 360                       | 80%              | 720                       | 100%             |
| Other personal guarantees                         | 55%          | 210                       | 80%              | 420                       | 100%             |
| No guarantee                                      | 55%          | 210                       | 80%              | 420                       | 100%             |

Property leasing contracts are classified into the category properties in Leasing

The past-due loan portfolio is evaluated monthly and according to the MRC reference model, quality of customer collateral the percentage of cover on debt and additional criteria, additional individual provisions may be estimated.

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- Exposed asset value

Exposed asset value is the outstanding balance of principal, interest, interest receivable and other receivables, in commercial portfolio loans.

**Consumer portfolio**

The Bank adopted the SFC Reference Model for consumer loans (MRCO), used to calculate provisions.

It is based on differentiated segments by product - general-vehicles, general-others, and credit cards - in order to preserve the particularities of market niches and products granted.

Expected losses are determined and provisions are charged according to the following formula:

$$\text{Expected loss} = [\text{Probability of default}] \times [\text{Exposure of the asset at the time of default}] \times [\text{loss default given}] \times [\text{Adjustment by term}]$$

Where:

- The probability of default (PD)

This corresponds to the probability that a given portion of the portfolio will default within the next 12 months.

The probability of default is defined in accordance with the following matrix:

| <u>Rating</u> | <u>General vehicles</u> |                 | <u>General Others</u> |                 | <u>Credit cards</u> |                 |
|---------------|-------------------------|-----------------|-----------------------|-----------------|---------------------|-----------------|
|               | <u>Matrix A</u>         | <u>Matrix B</u> | <u>Matrix A</u>       | <u>Matrix B</u> | <u>Matrix A</u>     | <u>Matrix B</u> |
| AA            | 0.97%                   | 2.75%           | 2.10%                 | 3.88%           | 1.58%               | 3.36%           |
| A             | 3.12%                   | 4.91%           | 3.88%                 | 5.67%           | 5.35%               | 7.13%           |
| BB            | 7.48%                   | 16.53%          | 12.68%                | 21.72%          | 9.53%               | 18.57%          |
| B             | 15.76%                  | 24.80%          | 14.16%                | 23.20%          | 14.17%              | 23.21%          |
| CC            | 31.01%                  | 44.84%          | 22.57%                | 36.40%          | 17.06%              | 30.89%          |
| Default       | 100%                    | 100%            | 100%                  | 100%            | 100%                | 100%            |

The loss given default (LGD)

This is defined as the economic deterioration that would happen if any of the situations of default materializes. The LGD for qualified debtors in the default category will increase according to the days elapsed after qualifying in that category. The LGD applied by the Bank includes three ranges of guarantee type: "unsecured", "eligible collateral" and other collateral, which are described below:

| <u>Type of guarantee</u>           | <u>L.G.D.</u> | <u>Days after default</u> | <u>New L.D.G.</u> | <u>Days after default</u> | <u>New L.D.G.</u> |
|------------------------------------|---------------|---------------------------|-------------------|---------------------------|-------------------|
| Property (commercial, residential) | 40%           | 360                       | 70%               | 720                       | 100%              |
| Property leasing assets            | 35%           | 360                       | 70%               | 720                       | 100%              |
| Non-property leasing assets        | 45%           | 270                       | 70%               | 540                       | 100%              |
| Other suitable guarantees          | 50%           | 270                       | 70%               | 540                       | 100%              |
| Unsuitable guarantees              | 60%           | 210                       | 70%               | 420                       | 100%              |
| No warranty                        | 75%           | 30                        | 85%               | 90                        | 100%              |

The type of inadmissible collateral applies to consumer loans covered by payroll instalment agreements.

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The type of guarantee - other admissible collateral is applied to the vehicle portfolio.

Term Adjustment (AP)

Where, Term Adjustment (AP) =  $\frac{\text{Remaining Term}}{72}$

Remaining Term = Corresponds to the number of months remaining to repay in the agreed term. In the event that the agreed term or remaining term is less than 72, AT shall be equal to one 1. For the Credit Card and revolving segments, AT will be equal to 1.

For loans originated, disbursed, restructured or acquired before December 1, 2016, AT shall be equal to 1.

This factor applies to loans originated, disbursed, restructured or acquired as of December 1, 2016; the expected loss must be calculated applying the resulting term adjustment (AT).

An additional individual provision of 0.5% is temporarily added to the procyclical component when the rolling  $\alpha$  parameter is greater than 0 ( $\alpha > 0$ ). A is the 6-month rolling average of the six-monthly real annual rate of growth in past-due consumer loan accounts.

-Exposed asset value

In the MRCO, the exposure value of the asset is the current balance of principal, interest, interest receivables and other receivables, of the obligations of the consumer portfolio.

**Home mortgage portfolio**

Individual provisions for the protection of rated credits in all categories of credit risk have at least the following percentages at December 31, 2017 and 2016.

| <u>Rating</u> | <u>% Standard minimum</u> |                         |
|---------------|---------------------------|-------------------------|
|               | <u>Covered part</u>       | <u>Non-covered part</u> |
| A             | 1.0%                      | 1.0%                    |
| B             | 3.2%                      | 100.0%                  |
| C             | 10.0%                     | 100.0%                  |
| D             | 20.0%                     | 100.0%                  |
| E             | 30.0%                     | 100.0%                  |

If during two (2) consecutive years, credit remains in the "E" category, the provisioning rate on the guaranteed portion will increase to 60.0%. If a further year passes under these conditions, the provision percentage on the guaranteed portion will rise to 100.0%.



### Microcredit portfolio

Individual provisions for the protection of loans classified in all categories of credit risk apply at least the following percentages at December 31, 2017 and 2016.

| <u>Rating</u> | <u>% Standard minimum</u> |                         |
|---------------|---------------------------|-------------------------|
|               | <u>Covered part</u>       | <u>Non-covered part</u> |
| A             | 1.0%                      | 0.0%                    |
| B             | 2.2%                      | 1.0%                    |
| C             | 0.0%                      | 20.0%                   |
| D             | 0.0%                      | 50.0%                   |
| E             | 0.0%                      | 100.0%                  |

### Effect of admissible collateral on Individual Provisions

- To estimate individual portfolio provisions guarantees only support the capital of credit, therefore, outstanding balances of loans backed by securities classed as admissible collateral, are provisioned for the percentage that corresponds according to their classification applying that percentage to the difference between the unpaid balance and the value of collateral.
- In the case of the unsecured portion of home mortgage loans, provision is for the difference between the unpaid balance and 100% of the value of the collateral. For the collateralized portion, (100%) of the balance collateralized.

#### 4.6.1.5.6. Portfolio sales

Portfolio sales are a means by which the Bank transfer the rights and inherent risks - or derived rights and risks - inherent in loans 100% to a third party as an outright sale where the payment obligation is received in money or other assets; the assets sold are derecognized from the financial statements at their net book value on the date of the operation and the difference between the book value and the value received is recorded as profit or loss for the year, being recorded for an amount assessed in an expert study.

The Bank has management contracts for securitized portfolios where, through its applications, a third party controls the operation of the portfolio, receiving in return of the service a defined percentage as a commission for its work.

#### 4.6.1.6. Guarantees

Collateral is an instrument by which the expected loss (EL) is reduced when there is an event of default. The collateral represents a right acquired by the Bank when the debtor ceases payment for breach of its obligations.

Credit approvals in the Bank must include the collateral with which the transaction is authorized. Perfecting it will be prior to disbursement.

The analysis of the collateral should include the following characteristics: Admissibility: As defined in Colombian law. Legality: A formalized document offering legal support to facilitate management of the collection of the debt.

Value: Established based on technical and objective criteria.

Possibility of realization: reasonable possibility to implement the guarantees.

For commercial and consumer loans, after applying the collateral valuation process, the Bank maintains a policy to apply the LGD as if it were "unsecured" except for payroll instalment loans and vehicle loans.

An open first mortgage on the property financed is required for all home mortgage operations. The mortgage is a public (notarial) document and the charge is registered in the Public Records Office.

The realizable value of the mortgage collateral is updated annually by applying the values of the annual adjustment of Rural and Urban Real Estate Appraisal Indexes (IVIUR) and the Property Rating Index (IVP), as appropriate.

#### **4.6.1.7. Derivatives**

Derivatives are financial instruments that change in value from changes in interest rates, exchange rates, lending spreads, commodity prices, stock prices, or other financial or non-financial metrics. The Bank's derivatives portfolio is made up of contracts on interest rates, exchange rates and debt securities. The Bank uses derivatives for trading and risk management purposes associated with the balance sheet structure. They are recognized at fair value in the Statement of Financial Position.

The notional amounts of derivatives are not recognized as assets or liabilities as they represent the face value of the contract to which a rate or price is applied in order to determine the cash flow which it will be exchanged for in the terms of the contract. The notional amount does not represent the potential gain or loss associated with market risk or the risk indicator associated with the derivative.

##### Derivatives held for trading purposes

Profits in trading activities can be generated in three ways: i) by distribution activity, defined as intermediation executed by Treasury between professional markets, offshore customers, institutional and real sector; ii) by the activity of own position, by which positions are taken for short periods of time to take advantage of rising or falling trends in the value of financial assets and derivatives; iii) by arbitrage activity, which combines financial assets and derivatives, to generate financial margins without incurring market risks.

Realized or unrealized profits of trading derivatives are recognized in the Income Statement as revenue associated with the business model for trading.

##### Derivatives held for the purposes of risk management

The derivatives that are held for the purpose of managing risks correspond to derivatives which the Bank takes up in order to hedge market risks, interest rate or foreign currency within traditional banking business operations. If derivatives are held to manage risks and also meet hedge accounting requirements, they are recognized at fair value in the Statement of Financial Position, and changes in fair value are recognized in profit or loss together with changes in the fair value of the hedged item attributable to the hedging risk, in the same line of the Statement of Comprehensive Income as the hedged item. Certain derivatives held for hedging purposes that do not meet the hedging requirements are recognized as derivatives for risk management and their changes in fair value are recognized in profit or loss.

##### Embedded derivatives

Derivatives embedded in other financial instruments or other contracts (host contracts) are treated as separate derivatives when their risks and characteristics are not closely related to those of the host contracts and when such contracts are not recorded at fair value with changes through profit or loss in the case of financial asset contracts.

#### **4.6.1.8. Netting of financial instruments in the statement of financial position**

Financial assets and liabilities are netted and the net amount is reported in the Separate Statement of Financial Position when there is a legal right to net the amounts recognized and there is an intention of the Bank to liquidate them on a net basis or to realize the asset and settle the liability simultaneously. The information on netting at December 31, 2017 and 2016, appears in Note 11.

#### 4.7. Hedge accounting

The Bank designates certain instruments as hedging instruments. They include derivatives and non-derivatives with respect to foreign currency risk, as either fair value hedges, cash flow hedges or hedges of net investment in an operation outside Colombia. Foreign currency risk cover of a firm commitment is accounted for as cash flow hedge.

At the inception of the hedge, the Bank documents the relationship between the hedging instrument and the hedged item, as well as the objectives of risk management and management strategy for undertaking a range of hedge transactions. Additionally, at the inception of the hedge and on an ongoing basis, the Bank documents whether the hedging instrument is highly effective in offsetting the exposure to changes in fair value or changes in cash flows of the hedged item.

- Hedges of a net investment in an operation outside Colombia

Hedges of a net investment in a foreign operation are accounted in a similar way to the cash flow hedges. Any profit or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income and accumulated in the translation reserve of foreign operations. The gain or loss related to the ineffective portion is recognized in profit or loss.

Gains and losses on the hedging instrument relating to the effective portion of the accumulated hedge in the translation reserve of foreign currencies are reclassified to income in the sale of the foreign operation.

The Bank has a strategy of partial coverage (successive), in order to maintain the rate coverage of change of net investment abroad by replacing the non-derivate liability in dollars at maturity given that there are no expected sales of these investments in the short term.

Currently the Bank has net investment hedges in only one operation outside Colombia.

#### 4.8. Assets held for sale

Assets are classified as available for sale when their present conditions allow their sale and it is highly probable that their sale will occur in the next year; and from the second year they are classified as Other Assets. For the sale to be probable the Bank's management must have made sales plans to sell and start an active marketing program to ensure that the asset is sold.

Assets that are classified as "held for sale" are recorded at the lower of their carrying amount and the fair value less selling costs. In this classification, the asset is no longer depreciated or amortized and subsequent changes in its fair value less sales costs are carried to the profit or loss.

In compliance with external circular 036 of 2014 issued by the SFC provisions of BRP's should be kept independent of the classification of the good received in payment, according to seniority, as follows:

| <u>Frequency</u>                   | <u>Real property</u><br>% | <u>Movable</u><br><u>property</u> % |
|------------------------------------|---------------------------|-------------------------------------|
| Year 1                             | 30%                       | 35%                                 |
| Year 2                             | 30%                       | 35%                                 |
| <b>Total</b>                       | <b>60%</b>                | <b>70%</b>                          |
| Over 2 years                       | 40%                       | 30%                                 |
| Provision assets held over 2 years | 100%                      | 100%                                |

In addition to the monthly installments, the shortfall on valuation is provisioned when the market value of the property is less than the carrying amount, as required by Circular 034 of August 2003.

### Sales plan

The following are the plans to sell assets held for sale:

The available assets, once legally and administratively approved by the collection area, are received by the Bank and are delivered to the sales channels (real estate, specialized individuals and vehicle suppliers) who work with the Bank, for them to start the marketing process.

- All available assets are published in the Bank's official intranet, Informador Express, and in the official external channels such as [www.davivienda.com](http://www.davivienda.com) through the link "Inmuebles al Alcance de Todos". In addition, emails are sent to internal and external customers; and, the sales channels also publish in other media such as newspapers, their own websites, radio and regional television among others.
- In the case of assets which are difficult to sell – classed as such when they have already been available more than twelve months for property, or more than 3 months for vehicles without receiving any offer from the beginning of their publication - specific action plans are implemented, with greater emphasis on those which have been available for so long, analyzing each case and creating strategies to achieve disposal.
- In matters of pricing, the general policy is determined by a commercial appraisal (no more than six months old for property and three months for private vehicles), salability of good, physical condition and the market for real estate or vehicles in the specific area, among others.

### **4.9. Joint operations and joint ventures**

Joint ventures are activities in which the Bank has joint control, established by contractual agreements and requiring unanimous consent for decisions on financial and operational policies. In joint operations, the assets, liabilities, income and expenses relating to the participation in the joint operation of each of the joint ventures are accounted for and in joint ventures the participation is recognized as an investment using the equity method.

The Bank participates in joint operations related to retail financial business, through a business collaboration agreement in which each party makes contributions that will remain within the agreement, owned by each contributing party receiving a percentage share of the profits.

### **4.10. Property and equipment**

Land and buildings, computer equipment, furniture and fixtures and other equipment are recognized at cost, less depreciation and impairment. Costs include expenditures that are directly attributable to the acquisition of the asset. Land is not depreciated. Gains or losses on sale of assets are recorded in Other Income or Expense in the Income Statement.

The carrying amount of an item of Property and Equipment is derecognized on disposal; or when no future economic benefits from its use or disposal are expected.

The costs of replacing a portion of the property and equipment are recorded as greater value of the asset if they meet the requirements for their registration and maintenance and remodeling costs of own assets that do not extend the useful life of the asset are recorded as expenses in the Income Statement.

Transfers are made where there is a change of use of Property and Equipment without losing control of the asset.

## Depreciation

Depreciation is charged on a straight-line basis, on the cost of the asset less its residual value. Land is not subject to depreciation. Depreciation charged to profit and loss is calculated based on the following useful lives:

| <u>Category</u>               | <u>Useful life<br/>(years)</u> | <u>Residual value</u> |
|-------------------------------|--------------------------------|-----------------------|
| Buildings                     | 30 - 100                       | 10% Cost              |
| Vehicles                      | 3 - 5                          | 20% Cost              |
| Furniture and fixtures        | 3 - 10                         | Up to 5%              |
| Computers and other equipment | 3 - 20                         | Up to 5%              |

The useful lives and residual values are reviewed each year and adjusted if necessary.

### 4.11. Investment properties

Real estate not in use by the Bank and held to earn rent and / or goodwill is classified as Investment Property.

Investment Property is initially valued at acquisition cost, including costs incurred in the transaction. After initial recognition, Investment Property is valued using the cost model indicated in the policy for Property and Equipment.

An investment property is derecognized upon disposal or when it is permanently withdrawn from use and no future economic benefits are expected from disposal. Any profit or loss arising from the derecognition of the property (calculated as the difference between the net disposal income and the carrying value of the asset) is included in Profit and Loss in the period in which the property is derecognized.

Investment property is recognized as an asset only when it is probable that future economic benefits that are associated with such investment property will flow to the Bank, and the cost of the investment property can be measured reliably.

Transfers between Investment Properties and Property and Equipment do not alter the carrying amount or cost of the assets for measurement or disclosure purposes.

### 4.12. Investments in associates

Associates are those entities in which the Bank has significant influence, but does not have control or joint control over financial and operating policies, or it owns more than 20% and less than 50% stake. Investments in associates are initially recognized at cost including transaction costs and the equity method is used to produce increases or decreases in these amounts for recognition as profit or loss and in changes in equity and any reduction to reflect impairment provisions against the investment. Changes in the investment are recognized in the Income Statement and in equity in OCI, and an evaluation is subsequently made as to whether there are indications of impairment, applying IAS 36. Dividends from associates are recognized in the Income Statement for the period in which the right to receive them is acquired.as profit or

When the Bank conducts transactions with an associate or joint venture, the profit or loss resulting from such transactions with the associate or joint venture is recognized in the Separate Financial Statements only to the extent of its interest in the associate or joint venture that is not related to the Bank.

The Bank determines that it has significant influence over the following investments: RedebanS.A. and Titularizadora de Colombia S.A.

#### **4.13. Business combinations**

The acquisition of a business is recorded using the purchase method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the fair values of the assets transferred by the entity, less liabilities incurred by the entity with the previous owners of the business acquired and equity securities issued by the entity in exchange for control over the business. Costs related to the acquisition are generally recognized in the income statement as and when incurred.

At the acquisition date, the identifiable assets acquired and liabilities assumed are recognized at fair value except:

- Deferred tax assets or liabilities and assets or liabilities related to employee benefits, which are recognized and measured in accordance with IAS 12 - Income Taxes- and IAS 19- Employee Benefits- respectively;
- Liabilities or equity instruments related to payment agreements based on shares of the acquired company or payment arrangements based on shares of the Bank held to replace share-based payment agreements for acquisition, measured in accordance with IFRS 2 - Share-based payments - at the date of acquisition; and
- Assets (or groups of assets for disposal) classified as held for sale in accordance with IFRS 5 - Non-current Assets Held for Sale and Discontinued Operations - measured in accordance with that Standard.

Goodwill is measured as the excess of the amount of the consideration transferred, the amount of any non- controlling interest in the business acquired, and the fair value of the previous shareholder's holding in the acquired company (if any) on the net value of identifiable assets acquired and the value of liabilities assumed at the date of acquisition. If, after a revaluation, the net of the value of identifiable assets acquired and the value of liabilities assumed at the acquisition date exceeds the amount of the consideration transferred, the amount of any non-controlling interest in the business acquired and the fair value of the previous shareholding of the acquirer in the acquired company (if any), the excess is recognized immediately in the Consolidated Income Statement as a gain for purchase at a bargain price.

Non-controlling equity interests which give their holders a proportional share of the net assets of the business in the event of liquidation may be initially measured either at fair value or at the value of the proportional share of the non-controlling interest in the recognized amounts of the identifiable net assets of the business acquired. The option to choose the basis of measurement is exercised on each transaction. Other types of non-controlling interests are measured at fair value or, when applicable, based on the specification by another IFRS.

When the consideration transferred by the entity in a business combination includes assets or liabilities resulting from a contingent consideration arrangement, the contingent consideration is measured at fair value at the acquisition date and is included as part of the consideration transferred in a combination of businesses. Changes in the fair value of the contingent consideration that qualify as adjustments of the measurement period are adjusted retrospectively with the corresponding adjustments against goodwill. The adjustments of the measurement period are adjustments that arise from additional information obtained during the 'measurement period' (which may not exceed one year from the acquisition date) about facts and circumstances that existed at the date of acquisition.

#### Combinations subject to common control

Combinations of companies under common control are accounted for using the Book Value method, with all identifiable assets, liabilities and contingent liabilities acquired at incorporation recognized at the book value of the company absorbed.

Identifiable assets acquired and liabilities assumed must nonetheless be recognized and measured, and the date of acquisition is the date of registration with the competent authority. It is considered that this date is that on which the control of the subordinate is acquired, and that is normally established by reference to registration of the Public Deed for the merger at the Chamber of Commerce.

There will be no recognition of intangible assets, such as goodwill, in this type of operations and the costs related to the merger processes will be recognized in the profit or loss for the period.

#### **4.14. Intangible assets and goodwill**

The Bank will record an intangible asset once it has established the existence of control, the separability of the asset, and the expectation that it will generate a future economic benefit. These characteristics are essential conditions of recognition. The initial measurement of intangible assets depends on the way that the Bank obtains the asset. An intangible asset may be obtained by separate acquisition, or as part of a business combination, or it may be internally generated by the Bank.

An intangible asset acquired in a separate transaction is measured at cost, which includes the acquisition price, tariffs, non-recoverable taxes and any costs directly attributable to the preparation of the asset for its intended use. In business combinations, the value of the cost of the asset will be that corresponding to its fair value at the acquisition date. For internally generated intangible assets, all disbursements in the research phase are recognized in the expense and those incurred in the development phase necessary to create, produce and prepare the asset to be able to operate as intended, will be capitalized.

Subsequent disbursements are capitalized only when future economic benefits increase, incorporated into the specific asset related to these disbursements. All other disbursements, including disbursements to generate capital gains and trademarks internally, are recognized in profit or loss when incurred.

The Bank will decide whether the useful life of an intangible asset is finite or indefinite. An intangible asset with a finite useful life is amortized, an intangible asset with an indefinite life is not. In the subsequent recognition intangible assets with finite useful life are amortized on a straight-line basis over their estimated useful life.

Intangible assets acquired separately which generally corresponds to software licenses or software, are amortized over an estimated life of 1 - 11 years. Maintenance or support costs are recorded against profit or loss.

An intangible asset is derecognized on disposal or when no future economic benefits are expected from its use or disposal.

##### **4.14.1. Impairment of tangible and intangible assets except goodwill**

At the end of each period, the Bank reviews the carrying amounts of its tangible and intangible assets to determine whether there are indications that they have suffered an impairment loss. If there are indications that they have, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Bank estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent distribution base can be identified, corporate assets are also assigned to the individual cash-generating units, or otherwise, they are assigned to the smallest cash-generating units for which a reasonable and consistent distribution base could be identified.

Intangible assets with an indefinite life or which are not yet available for use, are subject to impairment testing at least once a year, and whenever there is an indication that the asset may be impaired.

The recoverable amount is the higher between the fair value less the cost to sell and the value of the asset in use. In assessing value in use, estimated future cash flows are discounted to their present value using a discount rate before tax that reflects the current market view of the value of money over time and the risks specific to the asset for which estimates of future cash flows have not been adjusted.

If it is estimated that the recoverable amount of an asset (or cash-generating unit) is less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. Impairment losses are recognized immediately in the Income Statement.

Later, when an impairment loss is reversed, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimated value of its recoverable amount, so that the adjusted carrying amount does not exceed the carrying amount that would have been determined if an impairment loss had not been recognized for the asset (or cash-generating unit) in prior years. The reversal of an impairment loss is recognized immediately in results.

#### **4.14.2. Goodwill**

Goodwill represents the excess paid over the fair value of assets and liabilities acquired in a business combination. Goodwill is initially recorded at fair value and subsequently updated by decreasing its value due to impairment losses.

Goodwill represents the future economic benefits arising from the business combination that are not individually identified and cannot be recognized separately. It is assigned to a cash-generating unit or a bank of cash generating units if economic benefit from the synergies of the business combination is expected.

A cash-generating unit to which goodwill has been allocated is subjected to impairment testing annually or whenever there is an indication that the unit may be impaired, by comparing the carrying amount of the unit, including the goodwill, with its recoverable value. If the carrying amount of the unit exceeds the recoverable amount, the entity will immediately recognize the impairment loss in profit or loss. An impairment loss recognized for goodwill is not reversed in subsequent periods.

The impairment loss is allocated to reduce the carrying amount of the assets of the unit, in the following order: first, the carrying amount of any goodwill allocated to the generating unit is reduced; and then, the other assets of the unit are reduced pro rata, on the basis of the carrying amount of each asset in the unit.

#### **4.15. Other non-financial assets**

There are assets for which it is not possible to find similar recognition and measurement criteria that enable them to be classified into categories or available financial asset groups; they are to be classified in the category of "other non-financial assets"; among them, for example, are works of art and culture, prepaid expenses, foreclosed assets with restrictions on sale, receivables other than loans and financial leasing operations. They are measured at cost and are subject to impairment assessment using a matrix based on the risks of default with impact on profit or loss.

#### **4.16. Leases**

Leases are classified as financial when the terms of the lease transfer substantially all risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

##### **- The Bank as Lessor**

The amounts payable by lessees under financial leases are recognized as receivables (loan portfolio) for the amount of the loan made to the customer. Income from financial leases is distributed in the accounting periods to reflect a constant and regular rate of return on the net investment of the Bank with respect to leases.

The Bank's Statement of Financial Position will present assets subject to operating leases in accordance with the nature of the asset. Costs incurred in obtaining leasing income, including depreciation of the asset, are recognized as expenses. Leasing income is recognized on a straight-line basis over the life of the lease. Depreciation and impairment of leased assets will be consistent with the policies for similar assets.

##### **- The Bank as lessee**

Assets held under operating leases are recorded in the income statement for the value of lease payments using the straight-line method over the term of the leasing operation.

If incentives are received for having entered into an operating lease, they are recognized as a liability. The aggregate benefit of the incentives is recognized as a reduction of lease expense, on a straight-line basis.



#### **4.17. Financial liabilities**

An instrument is classified as a financial liability when it contains a contractual obligation to transfer cash or other financial assets and when it is deemed to be or may be settled within a variable number of equity instruments; and if it is not a derivative.

Financial liabilities are classified as financial liabilities at fair value through profit or loss or other financial liabilities.

##### Financial liabilities at fair value through profit or loss

Financial liabilities are classified at fair value through profit or loss when the financial liability is (i) held for trading or (ii) is designated at fair value through profit or loss.

A financial liability is classified as held for trading if:

- It is acquired principally for the purpose of repurchase in the near future; or
- It is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent pattern of taking short-term profits; or
- It is a derivative that is not designated as a hedging instrument and meets the conditions to be effective.

Financial liabilities at fair value through profit or loss are recorded at fair value, recognizing any gain or loss arising from re-measurement in the Income Statement. The net gain or loss recognized in income includes any interest earned from the financial liability and it is recorded under the heading of 'other income and expenses' in the separate income statement. Fair value is determined as described in Note 8. The Bank designated derivatives as liabilities at fair value through profit or loss.

##### Other financial liabilities

Other financial liabilities (including loans and accounts payable) are subsequently measured at amortized cost using the effective interest rate method.

The effective interest rate method is used to calculate the amortized cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that discounts precisely estimated cash flows over the expected life of the financial liability or (when appropriate) in a shorter period with the net carrying amount of the financial liability on initial recognition.

Financial liabilities instruments that include deposits, debt instruments issued and financings are recognized on the trading date, and they are carried at amortized cost plus or less accumulated depreciation calculated with the effective interest rate method.

Subordinated debt and bonds are recorded at traded value, and are subsequently recorded at amortized cost, paid interest are recorded using the effective interest rate method, the costs of the issue are recognized and are charged as interest expenses.

This item also includes rediscount operations, in Colombian government programs for development lending to specific sectors of the economy, including foreign trade, agriculture, tourism, housing construction and other industries.

##### Derecognition of financial liabilities

The Bank derecognizes financial liabilities if and only if its obligations have been discharged, or have been canceled or have expired. The difference between the carrying amount of the derecognized financial liability and the consideration paid and payable is recognized in the Income Statement.

#### **4.18. Income taxes**

##### Strategy and tax policy

Based on its analysis and interpretation of tax regulations, the Bank complies with its fiscal obligations promptly and appropriately, identifying opportunities for improvement and optimizing resources for payment of taxes.

Updating, analysis and ongoing research of the regulations allow for the planning, implementation and effective decision-making and risk management in tax matters.

##### Current taxes

The current tax is the amount to be paid or recovered for the income tax, which is calculated based on the tax law in force at the date of the Statement of Financial Position. Management regularly evaluates the position assumed in tax returns, regarding situations in which the tax laws are subject to interpretation and, if necessary, set up provisions on the amounts that it expects will have to be paid to the tax authorities.

Current tax is recognized in Results for the period, except for those items recognized in the equity section or Other Comprehensive Income .

##### Deferred taxes

Deferred tax is recognized in the income statement for the period, except for items that are recognized as equity or Other Comprehensive Income. Deferred tax liabilities are the amounts to be paid in the future for income tax related to taxable temporary differences, whereas deferred tax assets are the amounts to be recovered as income tax due to the existence of temporary deductible differences, compensable negative tax bases or deductions pending application. Temporary difference is defined as the difference between the carrying amount of the assets and liabilities and their tax base,

For buildings classified in property and equipment, and investment property, the applicable rate for the calculation of deferred tax corresponds to the approach of use of property, except in cases that are classified as held for sale, in which the rate used is the ordinary statutory rate; and for land, the applicable rate is the windfall profit rate if the asset has been owned for more than two years.

##### Recognition of taxable temporary differences

Deferred tax liabilities arising from taxable temporary differences are recognized in all cases provided that they correspond to differences associated with investments in subsidiaries, associates and joint ventures on which we have the capacity to control the moment of their reversal and it is not probable that their reversion will occur in the foreseeable future.

##### Recognition of allowable temporary differences

Deferred tax assets arising from deductible temporary differences are recognized provided that they correspond to timing differences associated with investments in subsidiaries, associates and joint ventures to the extent that the timing differences will be reversed in the foreseeable future, and are expected to generate positive future tax gains to compensate for differences.

Tax planning opportunities are only considered in the evaluation of the recovery of deferred tax assets, if the Group intends to adopt them or is likely that it will adopt them.

#### Measurement

Deferred tax assets and liabilities are measured using the tax rates that apply in the periods in which it is expected to realize the asset or settle the liabilities, based on the regulations approved or are about to be approved, and once considered the tax consequences that will arise from the way in which the Bank expects to recover assets or settle liabilities.

The Bank reviews the book values of deferred taxes at the closing date, and a reduction is made the extent that it is no longer likely that sufficient taxable income will be available to allow full or partial use of the deferred tax asset.

#### Netting and classification

The Bank only nets deferred income tax assets and liabilities if there is a legal right to do so in terms of tax regulations and the assets and liabilities refer to the same taxing authority and the same taxpayer.

#### Wealth tax

Article 1 of Law 1739 of December 23, 2014 creates a special Wealth Tax, to come into force from January 1, 2015. The tax will be temporary, applying only to 2015, 2016 and 2017. Payment is due on January 1 of each year.

The Bank recorded the Wealth Tax as charged to equity reserves, without affecting annual profits, as permitted by Article 10 of Law 1739 of 2014.

### **4.19. Provisions**

Provisions are recognized when the Bank has a present obligation (whether legal or assumed) as a result of a past event, and it is likely that the Bank has to settle the obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognized as a provision is the best estimate of the expenditure required to settle the present obligation at the end of the reporting period in question, taking account of the risks and uncertainties surrounding the obligation. When a provision is valued using cash flows estimated to settle the present obligation, the carrying value represents the present value of those cash flows.

When it is expected that some or all of the economic benefits required to settle a provision may be recovered by a third party, an account receivable is recognized as an asset if it is virtually certain that the payment and the amount of the account receivable can be reliably valued.

#### Litigation

Disputes analyzed are those with a probability of failure against the Bank, which should be recognized at fair value, recognizing the likely value of the fault and the estimated resolution date. The estimated cash flows are discounted at the Bank's funding rate.

When the probability of occurrence of the event indicates that litigation is likely, it is provisioned 100%. Possible disputes are disclosed.

The Bank has provisions covered by guarantee contracts made in acquisitions of other companies, which are disclosed in Note 12.19.

#### **4.20. Bank guarantees**

Bank guarantees correspond to documents issued by the Bank to ensure compliance with one or more obligations in whole or in part, contracted by the customer in favor of third parties. In case of default by customers, the Bank will respond to the third party by paying the sum of money agreed in the document, and a credit obligation is generated in the name of the customer for the amount paid, within a period agreed upon with the customer, initially recognized at the guaranteed value and subsequently evaluated in accordance with IAS 37.

#### **4.21. Equity**

##### Capital

The Bank classifies capital instruments as equity instruments in accordance with the substance and characteristics thereof. An equity instrument is any contract that records a residual interest in the Bank's assets after deducting all of its liabilities. Capital instruments issued by the Bank are recognized by the funds received, net of direct issuance costs and any tax effect.

##### Ordinary shares

Ordinary shares are classified as equity when there is no contractual obligation to transfer cash or another financial asset. Dividend payments are recognized as a deduction from equity.

##### Shares with minimum preferential dividend

The shares with minimum preferential dividend are classified as equity when they have no contractual obligation to transfer cash or another financial asset. The payment of the Minimum Preferential Dividend will be made with the frequency and manner determined by the General Meeting. The Minimum Preferential Dividend may not be accumulated and is not guaranteed.

##### Share Premium

The share placement premium corresponds to the difference between the par value and the price effectively paid for the share.

##### Reserves

- i) Mandatory ("Legal") Reserve - Banks in Colombia must establish a legal reserve of 10% of the net profits of each year until reaching 50% of subscribed capital. The reserve may be reduced to less than 50% of the subscribed capital, in order to cover losses in excess of undistributed profits. The legal reserve cannot be used to pay dividends or to assume expenses or losses during the time that the Bank has undistributed profits. The Bank has set a mandatory reserve that is higher than regulatory parameters. At December 31, 2017 the reserve stood at \$2,419,516 million, the required level being \$38,392 million.
- ii) Statutory and voluntary reserves – It includes the following reservations that must be approved by the General Meeting
  - Reserve available to the General Meeting for future distributions of profits
  - Voluntary reserve with irrevocable commitment to capitalization (Decree 2555/2010, applying benefits of calculation of the solvency margin
  - Others

### Other Comprehensive Income

This statement includes income and expenses items that are not recognized in profit or loss, such as unrealized gains on debt securities valued as equity, the effective portion of gains and losses on hedging instruments of net investment outside Colombia and the effect of the deferred tax of items recognized in OCI.

### Earnings per share

Basic earnings per common share are calculated by dividing the controlling interest into the weighted average numbers of ordinary shares outstanding during the year.

#### **4.22. Contingent accounts**

These accounts record operations through which the Bank acquires a right or assumes an obligation whose coverage is conditional upon the future occurrence or lack of occurrence of a given event, depending on future, possible or remote factors. Among the debtor contingencies, financial yields are recorded from the time the accrual in the account receivable is suspended.

Contingencies for fines and penalties are analyzed by the Legal Department and its external advisors. The estimated contingent loss necessarily involves an exercise of judgment; it evaluates among other things: the merits of claims, case law on the point and the current state of the process.

A legal contingency by definition is a condition, situation or set of existing circumstances, which implies doubt as to possible gain or loss by the Bank of court proceedings or actions advanced against it that generate passive contingency; and this doubt is finally resolved when one or more future events occur or fail to occur.

#### **4.23. Income and expense recognition**

Income is recognized when the amount of revenue and associated costs can be measured reliably, with the probability that the economic benefits associated with the transaction will be realized and the degree of completion of the transaction is reliably measured.

The most significant criteria used by the Bank to recognize its income and expenses are summarized below:

### Interest income, interest expenses and similar items

Interest income, interest expenses and similar items are generally recognized as earned using the effective interest method.

Commissions from banking services are recognized when earned.

Credit card commissions or other income, including commissions from credit or debit card exchanges and quarterly or annual handling fees, are recognized when earned, except that quarterly fees that are recognized monthly. exchange commissions are recorded net of the estimated points that are paid when purchases are made.

Loan commissions, whether for limit commitments, restructuring or syndicated loans, are recognized when the payment is made.

Commissions for investment management services include the commissions for asset management, investment banking, custody and securities trading and are recognized in each period when the service is provided.

Dividends are recognized as income when the right to receive them is established and in the case of dividends of the Subsidiaries, they are recorded as a reduction in the value of the investment, and for non-controlled entities and associates they are recognized in results on the date when the Bank is entitled to collect them.

Income received on the sale of goods is recognized when: a) the significant risks and benefits of ownership of the goods are transferred to the buyer, b) it is probable that associated economic benefits are received with the transaction, c) costs incurred and potential returns of goods can be measured reliably.

#### **4.24. Operating segments**

An operating segment is a component of the Bank that conducts business from which it can earn revenues and incur expenses, whose operating results are regularly reviewed by the Strategic Committee headed by the Bank's President (MITDO - the senior decision-maker), who decides on the resources to be allocated to the segment, and assesses its performance in relation to which different financial information is available.

### **5. Use of estimates and judgments**

In the preparation of these separate financial statements, the Bank's management provided criteria, judgments and estimates, according to the understanding and applicability of the regulatory and technical framework for the preparation of financial information, and the instructions issued by the SFC. In the application of accounting policies, different types of estimates and assumptions were used. The administration made these value judgments, on the analysis of assumptions that were based articulately on historical experience and factors deemed relevant in determining the carrying value of certain assets and liabilities that are in fact not readily apparent, and that therefore required an additional effort for analysis and interpretation. Actual results may differ from these estimates.

Estimates and assumptions are reviewed on a regular basis. Changes to accounting estimates are recognized in the period in which the change is made and future periods if the change affects both the current period and subsequent periods.

#### **5.1. Critical judgments in applying accounting policies**

Critical judgments are presented below, apart from those involving estimates, made by the administration during the process of implementation of the Bank's accounting policies, which have a significant effect on the Separate Financial Statements.

##### Assessment of significant influence

The Bank determined that it has significant influence in the following companies:

| <b><u>Name</u></b>             | <b><u>% held</u></b> | <b><u>No. Shares</u></b> |
|--------------------------------|----------------------|--------------------------|
| Redeban Multicolor S.A.        | 26.04%               | 4,080,051                |
| Titularizadora Colombiana S.A. | 26.85%               | 16,072,773               |

##### Key sources of uncertainty in estimates

The following are some of the key assumptions concerning the future and other key sources of uncertainties in estimates made at the end of the period. They carry a significant risk of causing significant adjustments to be made to the carrying amounts of assets and liabilities within the next year are as follows:

##### Fair value measurements and evaluation processes

Financial assets and liabilities that are traded in active markets are recognized in the statement of financial position at their fair value and are valued at market prices.

An active market is one in which transactions for assets or liabilities are carried out with sufficient frequency and volume to provide pricing information on an ongoing basis.

In Colombia the SFC has authorized official price providers and the Bank uses the price information published daily by PIPCO to assess the investment portfolio and derivatives, in compliance with the provisions of External Circular 034 of 2014 indicating the use of information supplied by price providers in accordance with the instructions provided in the Basic Legal Circular part 3, title IV, Chapter IV - Price Providers.

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Derivatives are recognized in the consolidated statement of financial position at fair value at each reporting date. Additionally, the fair value of certain financial instruments, mainly loans and long-term debt, although it does not involve a risk of adjustment to the carrying instruments is disclosed. The above is described in Note 12.4.

The fair values described are estimated using valuation techniques that include data that are observable and unobservable in a market. The main assumptions used in the valuation are described in the notes. Management believes that the valuation techniques and assumptions selected are appropriate for determining fair values.

#### Impairment of Goodwill

The determination of impairment in goodwill requires a calculation of the value of the use of the cash-generating units to which it is assigned. The calculation of the value in use requires the Bank to determine future cash flows that the cash generating units are expected to obtain and set an appropriate discount rate to calculate their present value. The Bank makes this valuation with an external, specialized, independent consultant who is approved by the SFC.

#### Useful life, residual values and methods of depreciation for long-life assets

As described in Note 4.10., the Bank regularly reviews the useful lives, residual values and methods of depreciation for long-life assets, including Property and Equipment, and Intangible Assets. Valuations are performed by technical experts. In the case of intangibles, an individual decision is made as to whether the life is for a definite or indefinite time. During the periods presented, there were no changes of these estimates.

#### Income tax

The Bank assesses the performance over time of deferred income tax asset, which represents income tax recoverable through future deductions from taxable profits and is recorded in the Separate Statement of Financial Position. Deferred tax assets are recoverable to the extent that the realization of the relative tax benefits is likely. As of December 31, 2017, and December 31, 2016 the Bank estimates that the items of the deferred income tax assets will be recoverable according to its estimates of the future taxable profits. Deferred tax liabilities as taxable differences in the calculation of deferred taxes, will reflect the values to be paid for income tax in future periods.

#### Provisions and contingencies

A contingency requires to be classified in conformity to a reliable estimate according to the probability of occurrence of a fact or an event. Unless the possibility of any disbursement of funds is remote, the Bank needs to disclose, for each class of contingent liabilities, at the end of the reporting period, a brief description of the nature of the contingent liability. When there is a probability of an inflow of economic benefits, the Bank shall disclose a brief description of the nature of the contingent assets at the end of the reporting period and, where feasible, an estimate of their financial effect. Estimates regarding contingencies are based on the criteria adopted under NCIF, as follows:

The classification of a contingency establishes the manner in which provisions should be recognized. Bank provisions are determined based on the probability established by the Legal Area for each event, fact or legal process.

| <b><u>Probability of the result</u></b> | <b><u>Provision / contingent liability</u></b> |
|---|--|
| Probable                                | Recognize and disclose                         |
| Possible                                | Disclose                                       |
| Remote                                  | Neither recognize nor disclose                 |

#### Impairment of loan portfolio

The Bank regularly reviews its loan portfolio for impairment and to determine the amount of such impairment, to analyze its reasonableness and record it under profit and losses in the statement of the period.

This evidence may include data indications that there has been an adverse change in the behavior of debtors in each loan portfolio (commercial, consumer, housing mortgages, microcredit and leasing) in the bank or in the country or in local conditions of the economy that correlate with defaults on the assets of the Bank. Management uses estimates

based on historical experiences of loans with similar risk characteristics and objective evidence of impairment similar to those loan portfolios when their future cash flows expire. The methodologies and assumptions used to estimate the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

#### Customer loyalty programs

The Bank operates a loyalty program where customers earn points for purchases made through credit cards, which entitles them to redeem points for prizes in accordance with the policies and the prize plan in force on the date of redemption. The points for prizes are recognized as a separately identifiable component of the initial sales transaction by allocating the fair value of the consideration received between the prize points and other components of the sale so that loyalty points are initially recognized as deferred income at fair value and then are recognized as income when the points are redeemed by the customer. Points are canceled according to maturity, except in the foreign subsidiaries loyalty programs where the points do not expire.

#### Employee Benefits

##### - Short term benefits

Employee benefits in the short term are those that the Bank expects to pay completely before the twelve months following the end of the annual reporting period, such as wages and salaries, annual leave, sick leave, severance pay and interest on severance pay, among others. When an employee has rendered service to the Bank during the accounting period, the amount will be recognized (undiscounted) of short-term benefits to be paid for such services as a liability (accumulated or accrued expenditure) and as an expense.

The contractual or implicit obligation of the Bank shall be limited to the recognition of the amount that has been agreed with the employee, and shall be calculated based on a reliable estimate of the amounts payable. Spending is generated only based on the occurrence of the consideration since the services provided by employees do not increase the amount of benefits.

##### - Long term benefits

Long-term benefits are all benefits to employees other than short-term benefits, post-employment benefits and termination benefits. These benefits correspond to the extralegal premium for seniority and preferential interest rate for housing credit.

The recognition and measurement of the extralegal premium by seniority is done in the same way as the defined contribution benefits, applying a simplified method of accounting and recognizing all the changes in the carrying amount in the ledgers of the assets for long-term benefits in the results of the period.

##### - Post-employment benefits

These are different from the termination benefits and short-term benefits, and are paid after the employee terminates the period of employment,

Defined-contribution plans are those in which the Bank makes predetermined contributions to a separate entity (a fund) and has no legal or constructive obligation to make additional contributions. Included in this classification are the benefits of a supplementary pension plan.

In the defined-benefit plans, the Bank provides health insurance benefits for pensioners, being determined based on the present value of the estimated future payments that must be made to the employees, supported by actuarial studies, using the projected credit unit method, in which the benefits are distributed between the periods in which the payment obligation arises as the employees render the services. Changes in the liabilities related to the cost of the service and the net interest (financial cost) are recognized in results, and changes in the new actuarial measures are recorded in Other Comprehensive Income.



## **6. Seasonality**

The activities of the Bank and Subsidiaries have no cyclical or seasonal component and these notes therefore do not include any specific breakdown at December 31, 2017.

## **7. New standards and interpretations issued but not yet effective**

In the context of Decrees 2496 of December 2015, 2131 of December 2016 and 2170 of December 2017, the standards issued and applicable as of 2018 are explained below. The impact of these standards is still under evaluation by the Bank's management.

### **Standards applicable as of January 1, 2018**

#### **IFRS 9 - Financial Instruments (revised version, 2014)**

The replacement Standard refers to 3 phases:

Phase 1: Classification and measurement of financial assets and liabilities  
Phase 2: Methodology of impairment  
Phase 3: Hedge accounting

In July 2014 IASB completed its changes to the accounting of financial instruments and issued IFRS 9 – Account of Financial Instruments (revised version 2014) – to replace IAS 39 – Financial instruments, Recognition and Measurement – upon expiry of the previous version.

For the Separate Financial Statements, it is estimated that the effect of implementation of IFRS 9 on January 1, 2018 will not have any material impact, because the exception to the Standard contained in Decrees 1851/2013 and 2267/2014 and regulated by SFC Circular 034

#### **IFRS 15 - Revenues from Contracts with Customers**

In July 2014, IASB issued IFRS 15 "Revenues from Contracts with Customers", which replaces a number of previous standards in particular IAS 11-Construction Contracts - and IAS 18-Revenues from Ordinary Activities-. This new standard requires that revenues from ordinary activities of customers other than those originating in financial instruments and leasing contracts, should be recognized with specific rules for recording under IFRS 15, it is established that revenues will be recognized in such a way as to reflect the transfer of control of goods and services committed to customers in exchange for an amount that expresses the consideration to which the Bank expects to be entitled. Under this new premise, the Bank recognizes revenues from ordinary activities other than financial items such as banking service commission and the sale of goods and services for different purposes through the application of the following stages:

1. Identification of the contract;
2. Identification of performance obligations under the contract
3. Determination of the price of the transaction
4. Allocation of the price of the transaction between performance obligations
5. Recognition of revenues to the extent that the Bank satisfies its customers in each performance obligation.

The Bank intends to adopt the standard using the retroactive method, for its cumulative effect, which means that the cumulative impact of adoption will be recognized in retained profits as of January 1, 2018, and that comparative figures will not be re-expressed.

The preliminary high-level evaluation made by the Bank indicates that the implementation of IFRS 15 will not have a material impact on the timing or amount of recognition of the Bank's other income.

**Other standards applicable as of January 1, 2018**

**IAS 7- Statement of Cash Flows**

**Disclosure Initiative**

Requires entities to provide information in disclosure to allow users of the financial statements to evaluate changes in liabilities arising from financing activities.

**IAS 12 – Income Tax**

**Recognition of Deferred Tax Assets in Unrealized Losses**

Clarifies requirements for the recognition of deferred tax assets for unrealized losses in debt instruments measured at fair value.

**IFRS 15 – Revenues from Contracts with Customers**

**Clarifications.**

These changes are intended to clarify IASB's intentions in the requirements of IFRS 15, without changing its underlying principles.

**Standards applicable as of January 1, 2019**

**IFRS 16 - Leases**

This standard establishes requirements for recognition, measurement, presentation and information for disclosure on leases.

It will replace the following standards and interpretations as of its effective date:

- IAS 17- Leases
- IFRIC 4 - Determination as to whether an agreement contains a lease
- IAS 15- Operating leases, incentives
- IAS 27- Evaluation of the essence of transactions adopting the legal form of a lease

The Bank is currently making a diagnosis, and implementing the new standard.

**IAS 40 - Investment property**

**Transfer of investment property**

There are changes in paragraphs referring to transfers to or from Investment Property, when and only when there is a change in the use of an asset.

**IFRS 12- Information to be disclosed on interests in other entities**

The changes clarify the scope of this standard with regard to subsidiaries, joint ventures or an associates that classify as non-current assets held for sale, or in a group for disposal.

**IAS 28 - Investments in Associates and Joint Ventures**

An option has been introduced for an entity to measure an investment in an associate or joint venture at fair value, through profit or loss.

## **8. Fair Value Measurement**

In accordance with IFRS 13, fair value is the price received for the sale of an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Such a transaction would take place on the main market. In its absence, it would be the "most advantageous" market. For this reason, the Bank makes the valuation taking into account the market in which the transaction would normally be conducted with the most available information.

The Bank assesses the financial assets and liabilities traded in an active market with information available and sufficient at the valuation date, such as derivatives and debt and equity securities, through the price information published by the official price provider (PIP SA.), whose methodologies are endorsed by the SFC and which centralizes market information. In this way, the Bank uses the prices and curves published by the supplier and allocates them according to the instrument to be valued.

For those instruments that do not have an active market, the Bank develops methodologies that use market information, peer bank prices and in some cases, unobservable data. Methodologies seek to maximize the use of observable data, to arrive at the closest approximation closer to an exit price of assets and liabilities that do not have large markets.

IFRS 13 establishes the following hierarchy for the measurement of fair value:

- Level 1: Prices quoted in active markets for assets or liabilities identical to those that the entity can access at the measurement date.
- Level 2: Variables other than quoted prices at level 1, observable for the asset or liability, directly or indirectly.
- Level 3: Unobservable variables for the asset or liability

The Bank classifies the financial assets and liabilities in each of these hierarchies based on the evaluation of the input data used to obtain the fair value. For these purposes the Bank is subject to observable variables based on criteria such as the availability of prices in markets, its regular publication and updating, the reliability and possibility of verification, and its publication by independent sources participating in the markets.

### Measurements of fair value on a recurring basis

Recurring measurements are those required or permitted by IFRS in the Statement of Financial Position at the end of each period reported. If required circumstantially, measurements are classified as "non-recurring."

Below are the assets and liabilities measured on a recurring basis at fair value by type of instrument, indicating the corresponding hierarchy for December 31, 2017 and 2016.

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|   | <u>Fair value</u>        |                  | <u>Level</u>   |                |
|---|--------------------------|------------------|----------------|----------------|
|   | <u>December 31, 2017</u> | <u>1</u>         | <u>2</u>       | <u>3</u>       |
| <b>Assets</b>   |                          |                  |                |                |
| <u>Investments in debt securities issued and guaranteed</u> | <u>5,845,076</u>         | <u>5,395,465</u> | <u>279,258</u> | <u>170,353</u> |
| <u>In pesos</u>   | <u>5,645,207</u>         | <u>5,195,596</u> | <u>279,258</u> | <u>170,353</u> |
| Colombian government  | 3,461,912                | 3,441,535        | 20,377         | -              |
| Financial institutions                                      | 1,888,279                | 1,659,984        | 228,295        | -              |
| Real sector   | 30,586                   | -                | 30,586         | -              |
| Other   | 264,430                  | 94,077           | -              | 170,353        |
| <u>Foreign currency</u>                                     | <u>199,869</u>           | <u>199,869</u>   | <u>-</u>       | <u>-</u>       |
| Colombian government  | 58,085                   | 58,085           | -              | -              |
| Financial institutions                                      | 98,027                   | 98,027           | -              | -              |
| Real sector   | 29,302                   | 29,302           | -              | -              |
| Other   | 14,455                   | 14,455           | -              | -              |
| <u>Equity investments</u>                                   | <u>336,195</u>           | <u>190,299</u>   | <u>-</u>       | <u>145,896</u> |
| Through profit or loss                                      | 17,621                   | 17,621           | -              | -              |
| through OCI   | 318,574                  | 172,678          | -              | 145,896        |
| <u>Trading derivatives</u>                                  | <u>335,359</u>           | <u>-</u>         | <u>335,359</u> | <u>-</u>       |
| Currency forwards   | 82,581                   | -                | 82,581         | -              |
| Securities forwards   | 225                      | -                | 225            | -              |
| Interest rate swaps   | 216,823                  | -                | 216,823        | -              |
| Currency swaps  | 13,899                   | -                | 13,899         | -              |
| Other   | 21,831                   | -                | 21,831         | -              |
| <u>Total assets</u>   | <u>6,516,630</u>         | <u>5,585,764</u> | <u>614,617</u> | <u>316,249</u> |
| <b>Liabilities</b>  |                          |                  |                |                |
| <u>Trading derivatives</u>                                  | <u>354,482</u>           | <u>-</u>         | <u>354,482</u> | <u>-</u>       |
| Currency forwards   | 91,838                   | -                | 91,838         | -              |
| Securities forwards   | 1,086                    | -                | 1,086          | -              |
| Interest rate swaps   | 229,828                  | -                | 229,828        | -              |
| Currency swaps  | 13,842                   | -                | 13,842         | -              |
| Other   | 17,888                   | -                | 17,888         | -              |
| <u>Total liabilities</u>                                    | <u>354,482</u>           | <u>-</u>         | <u>354,482</u> | <u>-</u>       |

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|   | <u>Fair value</u>        |                  | <u>Level</u>   |                |
|---|--------------------------|------------------|----------------|----------------|
|   | <u>December 31, 2016</u> | <u>1</u>         | <u>2</u>       | <u>3</u>       |
| <b>Assets</b>   |                          |                  |                |                |
| <u>Investments in debt securities issued and guaranteed</u> | <u>4,490,970</u>         | <u>4,084,726</u> | <u>222,803</u> | <u>183,440</u> |
| <u>In pesos</u>   | <u>4,341,355</u>         | <u>3,935,111</u> | <u>222,803</u> | <u>183,440</u> |
| Colombian government  | 2,097,587                | 2,084,850        | 12,736         | -              |
| Financial institutions                                      | 1,942,887                | 1,745,665        | 194,206        | 3,016          |
| Real sector   | 19,514                   | 3,653            | 15,861         | -              |
| Other   | 281,367                  | 100,943          | -              | 180,424        |
| <u>Foreign currency</u>                                     | <u>149,615</u>           | <u>149,615</u>   | <u>-</u>       | <u>-</u>       |
| Colombian government  | 40,692                   | 40,692           | -              | -              |
| Foreign Governments   | 16,691                   | 16,691           | -              | -              |
| Financial institutions                                      | 61,538                   | 61,538           | -              | -              |
| Real sector   | 16,207                   | 16,207           | -              | -              |
| Other   | 14,487                   | 14,487           | -              | -              |
| <u>Equity investments</u>                                   | <u>260,682</u>           | <u>143,052</u>   | <u>-</u>       | <u>117,630</u> |
| Through profit or loss                                      | 23,911                   | 23,911           | -              | -              |
| through OCI   | 236,771                  | 119,141          | -              | 117,630        |
| <u>Trading derivatives</u>                                  | <u>238,447</u>           | <u>-</u>         | <u>238,447</u> | <u>-</u>       |
| Currency forwards   | 92,521                   | -                | 92,521         | -              |
| Securities forwards   | 636                      | -                | 636            | -              |
| Interest rate swaps   | 121,352                  | -                | 121,352        | -              |
| Currency swaps  | 1,377                    | -                | 1,377          | -              |
| Other   | 22,561                   | -                | 22,561         | -              |
| <u>Total assets</u>   | <u>4,990,099</u>         | <u>4,227,778</u> | <u>461,250</u> | <u>301,070</u> |
| <b>Liabilities</b>  |                          |                  |                |                |
| <u>Trading derivatives</u>                                  | <u>246,106</u>           | <u>-</u>         | <u>246,106</u> | <u>-</u>       |
| Currency forwards   | 97,509                   | -                | 97,509         | -              |
| Securities forwards   | 1,003                    | -                | 1,003          | -              |
| Interest rate swaps   | 122,707                  | -                | 122,707        | -              |
| Currency swaps  | 2,492                    | -                | 2,492          | -              |
| Other   | 22,395                   | -                | 22,395         | -              |
| <u>Total liabilities</u>                                    | <u>246,106</u>           | <u>-</u>         | <u>246,106</u> | <u>-</u>       |

To determine the levels of fair value hierarchy an assessment of the methodologies used by the supplier of official prices and the expert judgment of the areas of treasury and risk, those with knowledge of the markets, inputs and approximations used for the estimation of fair values.

Methodologies applicable to the valuation of investments in debt and equity securities:

- **Market Price:** methodology applied to assets and liabilities that have sufficiently large markets in which the sufficient volume and number of transactions are generated to establish a starting price for each traded reference. This methodology, equivalent to a Level 1 hierarchy is generally used for investments in sovereign debt, financial institutions and corporate debt in local and international markets.

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- Margins and reference curves: methodology applied to assets and liabilities for which market variables are used as reference curves and spreads or margins regarding recent quotes from the asset or liability in question or similar. This methodology, equivalent to a Level 2 is usually used for investments in debt titles of financial institutions and local corporate debt market infrequent issuers with low amounts outstanding. In the same way the credit content securities and senior portfolio mortgage securitizations are located at this level under this methodology.
- Other methods: For the assets to which the official price provider does not report prices based on the methodologies previously described, the Bank uses approximations to estimate a reasonable value by maximizing the use of observable data. These methods, which are located in a Hierarchy level 3, are generally based on the use of an internal rate of return obtained from the primary market of the instrument, the last observed prices and the use of reference curves. In the hierarchy level 3 are investments in securitizations of the subordinated mortgage portfolio and the residual rights resulting there from. For this type of asset there is no secondary market from which indications of a fair exchange price can be obtained, constituting the best price referring to the transaction generated at the time of the issuance of each instrument. The valuation of these instruments, which is based on the discounted cash flow approach, has as its main variable the internal rate of return implicit in the purchase value. If this variable changes by 1%, maintaining the other contingent factors would affect the fair value by an amount equivalent to 3.47% of the book value.

For equity instruments not listed in an active market and reference information is not available in the market, standardized models and techniques are used in the financial sector. Investments in subsidiaries are recorded at fair value through cost of acquisition. Other equity investments in which there is no control or significant influence are recognized at acquisition cost due to the absence of market prices and are investments that financial institutions in Colombia require to operate in accordance with the local regulation. Additionally, evaluating the cost-benefit ratio of making recurring valuation models does not justify the financial effect of these investments in the statement of financial position.

Methodologies applicable for the valuation of derivative financial instruments:

- Over The Counter (OTC) derivatives: these instruments are valued using the discounted cash flow approach, in which, based on the inputs published by the provider of the prices of domestic foreign and implicit interest rate curves, and exchange rates future flows are projected and discounted of each contract based on the underlying one in question. The portfolio of these instruments, classified at fair value level 2, consists of interest rate and foreign exchange swaps, forwards on currencies and bonds, and European currency options.
- Standardized derivative financial instruments: these instruments are valued based on prices published by the designated official provider. Some of these contracts are deep enough to form a price under the market approach, and others are based on a discounted cash flow approach in which prices are taken of the underlying and interest rate curves of the market. The portfolio of these instruments is made up of futures on currency, on debt securities and on interest rates. Since for these instruments we have incoming inputs from level 1 and 2, the Bank classifies fair value based on the lowest level, in this case, level 2.

For the period from December 31, 2017 to December 31, 2016, there were no transfers between fair value levels.

The following is the movement of recurrently-measured financial instruments at fair value at Level 3:

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|   | <u>Opening<br/>balance<br/>December<br/>31, 2016</u> | <u>Total profits (losses)<br/>In profit or<br/>loss</u> | <u>In OCI</u> | <u>Settlements</u> | <u>Closing<br/>balance<br/>December 31,<br/>2017</u> |
|---|--|---|---------------|--------------------|--|
| <b>Assets</b>   |  |   |               |                    |  |
| <u>Investments in debt securities issued and<br/>guaranteed</u> | <u>183,440</u>                                       | <u>(2,735)</u>  | -             | <u>(10,352)</u>    | <u>170,353</u>                                       |
| <u>In pesos</u>   | <u>183,440</u>                                       | <u>(2,735)</u>  | -             | <u>(10,352)</u>    | <u>170,353</u>                                       |
| Financial institutions  | 3,016  | (16)  | -             | (3,000)            | -  |
| Other   | 180,424  | (2,719)   | -             | (7,352)            | 170,353  |
| <u>Equity investments</u>                                       | <u>117,630</u>                                       | -   | <u>37,339</u> | <u>(9,073)</u>     | <u>145,896</u>                                       |
| Through OCI   | 117,630  | -   | 37,339        | (9,073)            | 145,896  |
| <u>Total assets</u>   | <u>301,070</u>                                       | <u>(2,735)</u>  | <u>37,339</u> | <u>(19,425)</u>    | <u>316,249</u>                                       |

|   | <u>Opening<br/>balance<br/>December<br/>31, 2015</u> | <u>Total profits<br/>(losses)<br/>In profit<br/>or loss</u> | <u>In<br/>OCI</u> | <u>Reclassifications</u> | <u>Purchases</u> | <u>Settlements</u> | <u>Closing<br/>balance<br/>December<br/>31, 2016</u> |
|---|--|---|-------------------|--------------------------|------------------|--------------------|--|
| <b>Assets</b>   |  |   |                   |                          |                  |                    |  |
| <u>Investments in debt<br/>securities issued and<br/>guaranteed</u> | <u>199,773</u>                                       | <u>(695)</u>  | -                 | <u>2,998</u>             | -                | <u>(18,636)</u>    | <u>183,440</u>                                       |
| <u>In pesos</u>   | <u>199,773</u>                                       | <u>(695)</u>  | -                 | <u>2,998</u>             | -                | <u>(18,636)</u>    | <u>183,440</u>                                       |
| Financial institutions  | -  | 18  | -                 | 2,998                    | -                | -                  | 3,016  |
| Other   | 199,773  | (713)   | -                 | -                        | -                | (18,636)           | 180,424  |
| <u>Equity investments</u>   | <u>114,160</u>                                       | -   | <u>3,321</u>      | -                        | <u>699</u>       | <u>(550)</u>       | <u>117,630</u>                                       |
| Through OCI   | 114,160  | -   | 3,321             | -                        | 699              | (550)              | 117,630  |
| <u>Total assets</u>   | <u>313,933</u>                                       | <u>(695)</u>  | <u>3,321</u>      | <u>2,998</u>             | <u>699</u>       | <u>(19,186)</u>    | <u>301,070</u>                                       |

Measurement at fair value of instruments measured at amortized cost

The following are the Bank's assets and liabilities at fair value and their carrying value at December 31, 2017 and 2016.

|  |                   | <u>December 31, 2017</u> |                    |                   |                   |
|--|-------------------|--------------------------|--------------------|-------------------|-------------------|
|  | <u>Fair value</u> | <u>1</u>                 | <u>Level<br/>2</u> | <u>3</u>          | <u>Book value</u> |
| <b>Assets</b>                            |                   |                          |                    |                   |                   |
| Gross loans                              | 58,406,641        | -                        | -                  | 58,406,641        | 61,346,709        |
| Investments at amortized cost            | <u>1,393,465</u>  | <u>906</u>               | <u>836,394</u>     | <u>556,165</u>    | <u>1,392,427</u>  |
| <u>Total financial assets</u>            | <u>59,800,106</u> | <u>906</u>               | <u>836,394</u>     | <u>58,962,806</u> | <u>62,739,136</u> |
| <b>Liabilities</b>                       |                   |                          |                    |                   |                   |
| Term deposits                            | 21,769,588        | -                        | 21,769,588         | -                 | 21,893,816        |
| Debt instruments issued                  | 11,506,357        | 11,506,357               | -                  | -                 | 11,179,368        |
| Bank borrowings and other financial debt | <u>5,649,974</u>  | -                        | -                  | <u>5,649,974</u>  | <u>5,663,504</u>  |
| <u>Total liabilities</u>                 | <u>38,925,919</u> | <u>11,506,357</u>        | <u>21,769,588</u>  | <u>5,649,974</u>  | <u>38,736,688</u> |

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|  | December 31, 2016 |                  |                   |                   |                   |
|--|-------------------|------------------|-------------------|-------------------|-------------------|
|  | Fair value        | Level            |                   |                   | Book value        |
|  |                   | 1                | 2                 | 3                 |                   |
| <u>Assets</u>                            |                   |                  |                   |                   |                   |
| Gross loans                              | 53,283,882        | -                | -                 | 53,283,882        | 56,650,646        |
| Investments at amortized cost            | <u>1,371,522</u>  | <u>2,334</u>     | <u>836,622</u>    | <u>532,566</u>    | <u>1,369,644</u>  |
| <u>Total financial assets</u>            | <u>54,655,404</u> | <u>2,334</u>     | <u>836,622</u>    | <u>53,816,448</u> | <u>58,020,290</u> |
| <u>Liabilities</u>                       |                   |                  |                   |                   |                   |
| Term deposits                            | 18,075,977        | -                | 18,075,977        | -                 | 18,210,104        |
| Debt instruments issued                  | 9,297,062         | 9,297,062        | -                 | -                 | 9,063,260         |
| Bank borrowings and other financial debt | <u>5,296,238</u>  | -                | -                 | <u>5,296,238</u>  | <u>5,292,891</u>  |
| <u>Total liabilities</u>                 | <u>32,669,277</u> | <u>9,297,062</u> | <u>18,075,977</u> | <u>5,296,238</u>  | <u>32,566,255</u> |

## 9. **Operating segments**

The Bank determines the presentation of business operating segments based on the way the information is organized and received. The segments are components of the Bank engaged in banking and financing activities that generate income and incur expenses; the segmentation ensures that an effective rendering of accounts is produced for an optimum measurement of results, assets and liabilities which are regularly evaluated and verified by the Strategic Committee headed by the Bank's CEO (MITDO) as the senior operational decision-maker con the appropriate allocation of resources and related evaluation of performance. With this form of organization the Bank's operating segments are defined with the following considerations:

- a) Activities of natural persons and legal entities, which are reported separately at the level of assets, liabilities, income and expenses
- b) The results that are examined periodically by the MITDO
- c) The relationship with which differentiated financial information is available.

As a result of these considerations, the Bank has defined three segments as a function of its principal business lines:

### 1. **Personal Banking**

This segment contains all the products and services that are offered to individuals, Davivienda offers a high variety of products and services focused on meeting the needs of its customers, including investment, financing and savings products.

### 2. **Business**

This segment includes the offer of products and services aimed at legal entities, offers financial and transactional solutions in local and foreign currency and financing, savings and investment products in order to meet the needs of these types of customers in different sectors of the economy.

### 3. **Differentiated Financial Information ALM**

The Differentiated Financial Information segment ALM, Asset and Liability Management corresponds to segments of assets, liabilities, income and treasury expenses of 10% or more of the assets, which are presented in an aggregate manner, as well as to the management of the mismatch and liability, and any effect of re-expression by change, either by position of the Treasury Book or the Bank Book. Therefore the result of this segment reflects not only the result of a line of business but reflects corporate decisions about the management of issues and financing of the bank. Even so, when managing liquidity resources, the Bank



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has a follow-up by the management, as the other segments. Taking this into account we present the main dynamics in the segment.

The results by segment of Banco Davivienda S.A. which were prepared under International Financial Reporting Standards and following the guidelines established by senior management for follow-up, are as follows:

December 31, 2017

| <u>Income Statement</u>                          | <u>Personal</u>    | <u>Business</u>  | <u>Differentiated<br/>financial<br/>information - ALM<br/>(1)</u> | <u>Total Bank</u>  |
|--|--------------------|------------------|---|--------------------|
| Interest income                                  | 4,283,583          | 2,748,179        | 530,144   | 7,561,906          |
| Interest expense                                 | (328,938)          | (1,857,475)      | (1,038,713)   | (3,225,126)        |
| Net FTP (*)                                      | (1,083,913)        | 555,465          | 528,448   | -                  |
| Provisions against loans and accounts receivable | <u>(1,311,065)</u> | <u>(464,990)</u> | <u>(1,092)</u>  | <u>(1,777,147)</u> |
| Net financial margin                             | <u>1,559,667</u>   | <u>981,179</u>   | <u>18,787</u>   | <u>2,559,633</u>   |
| Income from commissions and services, net        | 533,521            | 219,115          | 27,101  | 779,737            |
| Result of equities                               | -                  | -                | 262,305   | 262,305            |
| Dividends  | -                  | -                | 22,188  | 22,188             |
| Operating expenses                               | (1,496,782)        | (682,719)        | (197,546)   | (2,377,047)        |
| Exchange and derivatives, net                    | -                  | -                | 67,836  | 67,836             |
| Other income and expenses, net                   | <u>(41,156)</u>    | <u>18,423</u>    | <u>88,373</u>   | <u>65,640</u>      |
| Operating margin                                 | <u>555,250</u>     | <u>535,998</u>   | <u>289,044</u>  | <u>1,380,292</u>   |
| Income tax                                       | <u>(62,913)</u>    | <u>(199,645)</u> | <u>(9,267)</u>  | <u>(271,825)</u>   |
| Net profit                                       | <u>492,337</u>     | <u>336,353</u>   | <u>279,777</u>  | <u>1,108,467</u>   |
| Assets   | 31,276,464         | 28,985,965       | 18,229,452  | 78,491,881         |
| Liabilities                                      | 13,010,859         | 33,491,128       | 22,445,178  | 68,947,165         |

(1) Assets and liabilities management

\***FTP Net** refers to the costs of resources transfer between segments, which are assigned in a systematic and coherent and is managed within the entity.

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December 31, 2016

| <u>Income Statement</u>                          | <u>Personal</u>  | <u>Business</u>  | <u>Differentiated<br/>financial<br/>information - ALM<br/>(1)</u> | <u>Total Bank</u>  |
|--|------------------|------------------|---|--------------------|
| Interest income                                  | 3,680,693        | 2,732,299        | 657,493   | 7,070,485          |
| Interest expense                                 | (329,481)        | (1,778,247)      | (1,039,351)   | (3,147,079)        |
| Net FTP (*)                                      | (798,760)        | 544,704          | 254,056   | -                  |
| Provisions against loans and accounts receivable | <u>(976,706)</u> | <u>(496,294)</u> | <u>1,811</u>  | <u>(1,471,189)</u> |
| Net financial margin                             | <u>1,575,746</u> | <u>1,002,462</u> | <u>(125,991)</u>  | <u>2,452,217</u>   |
| Income from commissions and services, net        | 518,138          | 202,776          | 21,099  | 742,013            |
| Result of equities                               | -                | -                | 325,245   | 325,245            |
| Dividends  | -                | -                | 25,524  | 25,524             |
| Operating expenses                               | (1,344,247)      | (615,390)        | (157,825)   | (2,117,462)        |
| Exchange and derivatives, net                    | -                | -                | 132,582   | 132,582            |
| Other income and expenses, net                   | <u>(38,090)</u>  | <u>22,321</u>    | <u>289,864</u>  | <u>274,095</u>     |
| Operating margin                                 | <u>711,547</u>   | <u>612,169</u>   | <u>510,498</u>  | <u>1,834,214</u>   |
| Income tax                                       | <u>(135,424)</u> | <u>(231,762)</u> | <u>71,658</u>   | <u>(295,528)</u>   |
| Net profit                                       | <u>576,123</u>   | <u>380,407</u>   | <u>582,156</u>  | <u>1,538,686</u>   |
| Assets   | 27,906,494       | 27,736,814       | 17,063,657  | 72,706,965         |
| Liabilities                                      | 12,639,678       | 31,027,832       | 20,179,983  | 63,847,493         |

(1) Asset and liability management

\*FTP Net refers to the costs of resources transfer between segments, which are assigned in a systematic and coherent and is managed within the entity.

During 2017 the method of calculation of FTP was changed to incorporate best practices. In order to produce comparative Income, the methods were applied on a historic basis. This means that there are differences with figures presented for the close of 2016 in previous reports. Further, customer segmentation is reviewed each year and reclassifications are made where necessary, and this causes changes in the business units.

### Personal banking

Accumulated profit at December 2017 in the personal banking segment totaled \$ 492.337 million, down 14.5% from the accumulated results at December 2016, increasing its share of the Bank's total profit from 37.4% to 44.4% in the same periods, mainly due to the increase in ALM participation in the Bank's total results.

The net financial margin of the personal banking segment in December 2017 was 1% lower than in 2016, totaling \$ 1,559,667 million due to the increase in portfolio provisions and accounts receivable of 34.2%, and net financial costs by 35.7%; however, financial income increased 16.4%, explained by the good performance of the housing and ordinary loans, which showed a growth in annual revenues of 10.9% and 31.4% respectively.

In addition, there was outstanding growth of 9.9% in income from payroll instalment loans, fixed consumer credit, up 31.3% an increase of \$190,455 million between the two products, in comparison to the previous year.

The financial expenses of the segment fell 0.2% as a result of a slight increase in deposits balances, mainly because current and savings accounts carries more weight than term deposits in the balance sheet.

Net provisioning expense in the personal banking segment increased by \$ 334,359 million, closing at \$1,311,065 million, mainly explained by the increase in provisions for ordinary loans, payroll instalment loans and fixed consumer credit, by 39.5%, 32.5% and 58.2% respectively.

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Income from net commissions and services increased by 3.0% to \$ 533,521 million, as liners for ordinary loans rose 12.4% and home mortgage loans 7.9% But there was a decrease of 6.4% in areas related to deposit-taking, which represents 43.9% of the funding in this segment, due to the slight growth of account balances.

Finally. Operating expenses increased 11.3% in 2017, due mainly to an increase of 13.2% in deposit-taking related areas, 9.1% in ordinary lending lines and 9.8% in home mortgages.

### **Business**

The profit for 2017 was \$336,353 million, or 30.3% of total profit. This was 11.6% down on 2016, mainly due to an increase of 4.5% in financial expense and 10.9% in operating expenses.

The net financial margin for this segment to December 2017 was 2.1% down on the total for 2016, as a result of growth of 0.6% in financial income and a reduction of 6.3% on provisions against loans and accounts receivable. This was matched by greater growth in financial costs (up 4.5%) mainly due to higher costs in corporate banking, up 3.3%.

Portfolio revenues in the Business Banking segment totaled \$ 2,748,179 million, 0.6% up on 2016, mainly due to the increase in revenues from the SME portfolio, of \$786,114 million with an increase of 13.8% and Construction sector loans, up 8.7%. in Corporate Banking, closing at \$1,453,689.

Net provisioning expense fell by \$ 31,304 million when closing at \$ 464,990 million, mainly explained by the reduction of \$ 171,023 million in provisioning expenses of the corporate portfolio, which has a 49.9% share in banking provisions, This reduction was countered by an increase of 106,087 million in SME banking, which represents 37.7% of total provisions.

Fee and commission income amounted to \$ 219,115 million, 8.1% higher than 2016, mainly explained by the increase in the expenses of corporate banking, of 7.2% and SME banking of 8.8%. However, net fee and commission income from construction and Business Banking was up 33% and corporate banking up 3.3%.

Finally, operating expenses in the corporate segment increased 10.9% at the close of December 2017, mainly explained by increased expenses in Corporate (up 9%) and SME (up 13.6%).

### **Differentiated Financial Information ALM**

This segment closed with a profit of \$279,777 million during the year, since for December 2017 there was a reduction of 19.4% in investments in associates and a reduction of 19.4% in financial income, resulting in a fall of 51.9% compared to 2016, which represents 25.2% of the Bank's profits.

The net financial margin for this segment in December 2016 increased by \$ 144,778 million compared to December 2016. This is due to the fact that the transfer costs grew 108%, closing \$528,448 million, since the FTP income of the unit increased 3.4% due to the performance of loans and interest rates, a reduction of 4.9% in FTP expenses of the unit given the low growth of savings and checking account deposits

The financial expense of the Bank's financial debt fell 0.1%, \$638 million less than 2016.

Income from commissions and services in the ALM sector totaled \$27,101 million, up \$6,000 million or 28.4% more than accumulated income for 2016.

## **10. Risk management**

The Bank's comprehensive risk management is based on a governance structure aimed at achieving the strategic objectives, based on risk management, administration and control, supporting the growth of business and the use of opportunities. On this basis, the efforts of the management towards the fulfillment of the strategy and the control of the associated risks are focused.

The organization's corporate risk model has been designed and built on the principles of enterprise risk management defined in the Enterprise Risk Management document published in 2004 by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) and later documents such as COSO Internal Control - Integrated Framework published in 2014.

The Bank's comprehensive risk management is governed by the principles and policies of the Bolivar Business Group, under the autonomy of each company in its risk management and being responsible of the control environment of the same.

### **Principles and Policies**

- Risk management must match the nature and activities of the business. We only act in business that we understand and that will not upset economic stability or reputation. Companies will take the greatest care of their reputation
- Companies will maintain sufficient liquidity levels on an ongoing basis.
- Companies will manage levels of economic capital appropriate to their risk levels and growth prospects.
- The risk management system is supported by checks and balances guaranteed by the independence between the business, operational and risk areas.
- The fulfillment of growth objectives must not lead Grupo Bolivar to overexposures that generate present and future losses outside of the risk levels of the organization.
- The risks that may affect the achievement of key corporate goals and strategies and that significantly impact the Organization as a whole are managed centrally. Risk management that because of its nature is best managed at the process and / or area level is decentralized way because its effect is particular to each process, without this modifying the organization's ability to successfully implement its strategies.
- The Group has sector/regional specialties in its business. Any investment in new sectors or regions must be approved by the Board of the Holding Company and/or subsidiaries, and particular characteristics will be analyzed.
- The strength developed in the knowledge, understanding and quantification of the risks, as well as the characteristics of each business, define the levels of risk of Grupo Bolivar. Boldness in decisions will depend on that understanding.
- For new businesses that do not fit adequately with the Risk Philosophy and the defined risk appetite, the only instance that can authorize them is the Board of Directors of each Company and from the Holding Company.
- Risk management, regulatory compliance and internal policies are the responsibility of the company's three lines of defense, in its order: business, commercial and operational areas, in the second instance, risk areas and, lastly, internal audit.
- Human resources policies must include career plans to include technical and specialized knowledge fit for each position, key positions must be identified and efforts made to train up successors in each position with

the competences and experience that will make rotation and replacement in key positions a process that will not increase risks. These policies must be taken into account in selection policies.

- Remuneration systems must be aligned to strategic objectives of the companies and their appetites for risk.
- The structure of the companies must recognize key areas that will have special supervision.
- Companies must have a robust system of processes to support the range of business needs and solid base of management of the risks special to Grupo Bolivar. Changes to processes must not increase risks exposure and the sustainability of the process must be guaranteed.
- The culture of risk and compliance must be strengthened in the Bank and in each Subsidiary.

Affiliates in accordance with the rules of corporate governance, should adopt policies, standards and procedures and internal control structures to secure the integrity and efficiency of management processes. In addition they have manuals that set out the way in which their process of integral management of the risks and of the strategy is governed.

### **General Framework**

The process of the Bank's comprehensive risk management is aligned to comprehensive risk management of Grupo Bolivar. The Bank's risk management involves the analysis of current and planned positions as well as defining limits for them. Similarly it requires an assessment of the implications of all risks and making decisions aimed at modifying the limits if they are not in line with the general risk philosophy.

Risk management should be conducted using a "top-down" vision in order to ensure its integrity, its consistency and interrelationship of the various risks. It should also be conducted "bottom-up," through the development of management and control schemes of each and every one in order to ensure their effectiveness and depth as well as where it clearly defines the governance model of each risk, the relevance and strength of each definition of limits for these positions, and procedures to follow in the event of breaches.

The application of the risk management model is implemented within a clear framework of segregation of functions in order to achieve a timely identification of risks, defining three lines of defense that involve all areas of the organization; The first line of defense is composed of Business Lines, Operations and Commercial; The second line by Risk Areas and the third by Audit.

The macro processes or lines of the most representative business lines in the strategy, or those that generate higher risk exposures, must be accompanied by specialized risk areas responsible for determining the effectiveness of risk management, including the operational ones.

Risk areas are responsible for promoting and protecting the right control scheme of each risk through monitoring how these are managed in different areas, the effectiveness of controls and levels risks, always ensuring that they are within the risk levels defined by Grupo Bolivar.

### **Structure of Government**

A set of principles has been defined and risk policies that clearly define the Bank's risk levels, while establishing authority levels and the responsible ones that must perform the risk management. Based on the risk approach, the Board of Directors is the senior organ of management and control of the risk management, which in turn is supported on a Corporate Risk Committee the body that incorporates in its assessment and control all of the risk aspects identified in the organization.

Risk management runs through the Vice President of Risk and Financial Control and the Risk Investment Vice President who reports to the Corporate Risk Committee of the Bank it being a committee of the Board with two active members.

#### Board of directors

The members of the Davivienda's Board of Directors, as senior managers of corporate governance, make in-depth assessments of the risks associated with the business; and they support the work done by the oversight and control functions.

The authority, guidance and oversight to senior management all come from the Board of Directors; therefore its members must have adequate experience and knowledge about the activities, objectives and structure of the respective entity.

The Board is the body responsible for risk issues, and its duties include, for example:

- Evaluation, approval and oversight of the management of corporate risks in the Bank
- Approval of the appetite and risk tolerance of the institution and the general corporate risk scheme.
- Assurance that the risk management mechanisms of the entity will provide an appreciation of most of the risks related to the strategy and objectives of the Bank.

#### Audit Committee

- Supervision of the activities of the internal and external audit in the evaluation of the methodology and implementation of the Bank's risk management model.
- Evaluation of methods used to implement the Bank's risk management model.
- Follow-up of recommendations arising from the evaluation process, and instructions of the Audit committee and the Board.

#### Corporate Risk Committee

- Evaluation of harmonious functioning of the various risk management systems and a comprehensive risk profile of the organization.
- Ensure that risk levels in the organization are within established appetites for risk and have adequate levels of capital required.
- Proposals for the framework for appetite for risk for Board approval.

### **10.1. Risk management model**

The risk management of Banco Davivienda Colombia is approached from the business done in Personal, Business and Treasury Banking units, managing its risks within a clear segregation framework of duties that allow independence in the analysis and control of the associated risks. The vice president in charge of each business unit is responsible for the risks generated by decisions taken within the approved framework by the authorized bodies such as committees, business boards and Board of Directors.

In addition, specialized risk areas are responsible for promoting the appropriate control scheme for each of the risks. Thus, the Executive Vice-Presidency for Risk manages the issue of policies, makes the risk assessment of the portfolios in SME, mass lending, business and corporate banking, and maintains a risk-return balance, The Vice-presidency of Company Investment Risk assesses the financial risks to which the Bank is exposed..

The Personal Banking Credit Vice Presidency is responsible for the assessment, management and collection of all credit lines in that segment. Approvals are based on a pyramid structure with defined authority limits. Similarly, there are credit committees which make collegiate decisions. For these credit products, it works on a points system, based on the Bank's own historical information and there are evaluations of customer variables, record and indebtedness in the financial sector, the product and collateral. There are also methods developed to segment the universe of credit into homogeneous groups in order to arrive at a definition of individual risk levels.

The Corporate Credit Vice-Presidency manages credit risk in the SME and Corporate segment,, and is responsible for analyzing credit applications, tracking current obligations, assigning risk categories and arranging for recoveries where needed.

The Corporate Credit Vice-Presidency is also responsible for granting credit facilities to Colombian and foreign companies whose economic activity is framed within the norms and conditions established by both the Superintendent of Corporations and the Bank; the intention is to achieve this objective through a thorough analysis of the creditworthiness of companies, the macroeconomic and microeconomic conditions in which it operates; the culture, strategy, policies, procedures and the various quantitative and qualitative risks and the size and importance of the economic sector in which it operates, are all examined.

Finally, the Risk Investment Vice President manages market and liquidity risk, and Treasury risk He has designed and implemented a robust structure of exposure limits to the various risks to control the portfolios and the activities undertaken to carry out their management thereof.

## **10.2. Risk Management system**

### **10.2.1. Credit risk**

Credit risk is defined as the possibility that a borrower or counterparty fails to meet its obligations under the agreed terms, negatively affecting the value of the Bank's portfolio.

The object of credit risk management is to maximize the Bank's profitability, in line with the desired risk levels. This aim is achieved by maintaining the expected loss levels within acceptable parameters, without ignoring other phenomena of uncertainty which could affect portfolio performance.

There are three sub-processes for the successful implementation of the general process of credit risk management:

- Monitoring and Management of the Credit Portfolio: The monitoring process and portfolio management have as their main objective the monitoring of the composition and quality of the portfolio, detecting concentrations, relevant segments, risk factors and articulating their management with the control and monitoring process of the credit risk. In this process, adjustments to business rules and credit policies according to the desired risk level for the product or strategy are proposed. Potential loan losses are monitored and analyzed. Strategies and effectiveness of collection efforts and their effect on the mitigation of loan losses are analyzed.
- Credit Risk Methodologies and Models: This process involves the study, design, development and implementation of methodologies, models and tools for proper management of credit risk, and sensitization of portfolios to changes in economic scenarios.
- Credit Risk Monitoring and Control: The main purpose of the control process and the monitoring of credit risk is to ensure compliance and proper implementation of the definitions established by the Board and the Risk Committees. The controls and monitoring are put in place, implemented and coordinated with the Credit Cycle units in the context of actions required to prevent deviations from the strategy defined by the Bank.

## Organizational Structure for Credit Risk Management

The Bank manages credit risk for Colombia from the Risk Division, whose internal structure is aligned with the internal segmentation of the Bank. Credit risk for personal banking, SMEs business and corporate banking to promote and protect a suitable scheme of control for each risk.

In line with Credit Risk Management processes, the Board is responsible for setting up the Credit Risk Management System and elements needed to harmonize it with the organization's strategy and current regulations.

The Board defines and establishes the structure of the four Credit Risk Committees for personal Banking, SME and corporate Banking the Credit Risk for loan classification as specialized bodies and coordinators in credit risk management and the only collegiate bodies with attribution to recommend policies and authorization rules and / or provisions relating to the management of credit risk, portfolio recovery and loan classification under the government process established and with the sole purpose of materializing the policies established by the Board.

Credit Risk Management Procedure Manual (MARC) represents the navigation chart for the Credit Risk Management System, describing our culture, policies, methods, rules and general procedures. It is the instrument, for the recording, and orderly and systematic transmission of information to the organization in this area.

## Credit risk exposure - Portfolio Composition

The Bank's portfolio is distributed in: Consumer, Home mortgage and Commercial. The first two relate to loans granted to individuals to finance consumer needs (free investment and unsecured, revolving credit, promissory note, car and credit card) and housing (Social Interest Housing –VIS-, Traditional – High-value VIS- and Residential Leasing) respectively and the commercial portfolio corresponds to loans to finance corporate and business needs.

At December 31, 2017, the portfolio has a value of \$61,347million; of which Personal banking accounted for 51% and business banking 49%, showing that personal banking had gained share since the close of 2016:



\* The commercial portfolio includes a microcredit portfolio

At the end of 2017, the portfolio of Banco Davivienda grew 8.29% over the previous year, representing a slowdown in growth in 2017, general to all portfolios in the context of the current state of the economy. Home mortgage reported the highest variation (14.8%). Residential Leasing grew the fastest (18.5%) followed by Social Housing – VIS - which grew 11.5%, driven by Government interest subsidies designed to promote new builds and purchases by the public. Housing above VIS levels grew 10.7% compared to 2016.

Consumer credit grew 9.97% over December 2016, the largest variations being in unsecured free personal loans, up 19.2% second to collateralized loans, up 26.4%.



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Commercial loans grew 4.55% on 2016, the emphasis being on the Corporate segment. The dynamics of growth in lending were strongest in sectors related to construction, services and energy, which increased their share from 34.5% to 37.8% compared to the previous close.

SME has grown more slowly than in 2016, 1ar 14.6%, leveraged mainly by small businesses (sales under \$5,000 million) and the slowdown in this Portfolio is in line with the dynamics of the sector as a whole.

| <u>Business line</u>            | <u>Balance</u>           | <u>Loans<br/>CDE</u> | <u>Provision</u>        | <u>Cover</u>          | <u>Δ Balance</u>     | <u>Δ Provision</u>   |
|---------------------------------|--------------------------|----------------------|-------------------------|-----------------------|----------------------|----------------------|
| <b><u>Commercial (1)</u></b>    |                          |                      |                         |                       |                      |                      |
| December 31, 2016               | 28,836,387               | 3.24%                | 960,078                 | 102.90%               | 15.83%               | 3.50%                |
| December 31, 2017               | 30,148,459               | 7.77%                | 1,309,004               | 55.89%                | 4.55%                | 36.34%               |
| <b><u>Consumer</u></b>          |                          |                      |                         |                       |                      |                      |
| December 31, 2016               | 15,198,270               | 6.19%                | 1,078,813               | 114.69%               | 18.94%               | 26.62%               |
| December 31, 2017               | 16,713,093               | 6.88%                | 1,292,869               | 112.51%               | 9.97%                | 19.84%               |
| <b><u>Home mortgage (2)</u></b> |                          |                      |                         |                       |                      |                      |
| December 31, 2016               | 12,615,989               | 1.60%                | 319,156                 | 158.03%               | 16.65%               | 23.48%               |
| December 31, 2017               | 14,485,157               | 2.62%                | 364,740                 | 95.95%                | 14.82%               | 14.28%               |
| <b><u>Total</u></b>             |                          |                      |                         |                       |                      |                      |
| <b>December 31, 2016</b>        | <b><u>56,650,646</u></b> | <b><u>3.66%</u></b>  | <b><u>2,358,048</u></b> | <b><u>113.61%</u></b> | <b><u>16.83%</u></b> | <b><u>15.70%</u></b> |
| <b>December 31, 2017</b>        | <b><u>61,346,709</u></b> | <b><u>6.31%</u></b>  | <b><u>2,966,613</u></b> | <b><u>76.63%</u></b>  | <b><u>8.29%</u></b>  | <b><u>25.81%</u></b> |

(1)Includes microcredit portfolio

(2)Includes staff loans – staff benefits deducted

The variation from December 2016 is calculated as Dec 2015 to Dec 2016. The variation for Dec 2017 is Dec 16 – Dec 2017

The commercial portfolio was affected in its risk levels as a result of the economic slowdown, the slow start to 4G infrastructure projects and the impact of a tax reform on some sectors of the economy. The indicator for non-performing loans increased 453bp on 2016, corporate banking being the worst affected arising from exposure to customers with complex financial situations in energy and mass transport. Cover fell 47 percentage points, basically due to new Category C customers with a level of provisions matching the ageing of their arrears.

At the close of 2017 SME loans increase 170bp in the CDE indicator, from 6.3% in December 2016 to 8.0% in 2017. This was mainly due to the increase in Small Business (sales under \$5,000 million) customer impairments and sectors such as contractors, transport, health and commerce, in line with the general economic slowdown. At December 2017 SME risk cover was 81%, 120bp less than December 2016.

The indicator for non-performing loans (Categories C, D and E) increased 69 bp from 2016, and the portfolios most affected by growth in CDE loans were Personal loans and vehicle purchase loans, In general, performance in this portfolio was affected because debtors had a lower capacity to pay as a result of the tax reform, and the overall state of the economy.

As a consequence of these factors. Together with high portfolio balances, the consumer credit provisions increased \$208,000 million. The joint dynamics of the loan indicators and provisions meant that cover fell from 114.7% in 2016 to 112.5% in 2017.

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The non-performing loan indicator in Home Mortgage portfolios increased 102bp compared to 2016, partly as a result of by the growth of the portfolio and rollovers in the portfolios of Residential Leasing and Greater-than-VIS lending. Policy adjustments are being implemented in order to ensure that portfolio growth stays healthy.

The investment portfolio concentrates mainly on sovereign debt of countries where Davivienda operates, and in the interest in of keep to a chief aim of forming a liquidity reserve. The portfolio concentrates on low-risk high-liquidity assets. There are also positions in corporate debt issues – most of the debtors are well-known, habitual users of the market and with good credit ratings – and securitizations of mortgage loans. For 2017, 49% of investments were in Colombian public debt, 40% were private debt, and 11% in securitizations. The composition of the portfolio reflects the Bank's appropriately conservative risk management- following management policy.

The consolidated exposure to credit risk includes Davivienda-Colombia's loan portfolio and treasury operations subject to counterparty credit risk. The following table shows the comparative exposure separating the book value of financial assets between those that are guaranteed with some collateral that depends on the nature of the product and / or the counterparty and those that are granted without guarantee.

|  | December 31, 2017 |                   | December 31, 2016 |                   |
|--|-------------------|-------------------|-------------------|-------------------|
|  | Collateralized    | No collateral     | Collateralized    | No collateral     |
| <b>Debt instruments at fair value</b>          | <b>13,381</b>     | <b>6,167,107</b>  | <b>10,057</b>     | <b>4,743,330</b>  |
| Colombian government                           | -                 | 3,519,998         | -                 | 2,138,278         |
| Foreign governments                            | -                 | -                 | -                 | 16,691            |
| Financial institutions                         | -                 | 1,986,306         | -                 | 2,004,425         |
| Real sector                                    | -                 | 59,888            | -                 | 59,633            |
| Other  | -                 | 278,884           | -                 | 295,854           |
| Derivatives                                    | 13,381            | 322,031           | (*) 10,057        | 228,449           |
| <b>Debt securities at amortized cost</b>       | <b>-</b>          | <b>1,395,386</b>  | <b>-</b>          | <b>1,371,040</b>  |
| Investments in debt securities                 | -                 | 1,395,386         | -                 | 1,371,040         |
| <b>Loans</b>                                   | <b>32,703,816</b> | <b>28,642,893</b> | <b>27,774,990</b> | <b>28,875,656</b> |
| Commercial                                     | 16,287,872        | 13,860,588        | 13,320,956        | 15,515,431        |
| Consumer                                       | 1,930,787         | 14,782,305        | 1,838,045         | 13,360,225        |
| Home mortgage                                  | 14,485,157        | -                 | 12,615,989        | -                 |
| <b>Total financial assets with credit risk</b> | <b>32,717,197</b> | <b>36,205,386</b> | <b>27,785,047</b> | <b>34,990,026</b> |
| <b>Off-balance sheet credit risk</b>           | <b>13,251,331</b> | <b>6,967,521</b>  | <b>10,350,303</b> | <b>7,052,738</b>  |
| Credit limits                                  | 13,251,331        | 6,967,521         | 10,350,303        | 7,052,738         |
| <b>Total maximum credit risk</b>               | <b>45,968,528</b> | <b>43,172,907</b> | <b>38,135,350</b> | <b>42,042,764</b> |

(\*) Presentation updated to December 2016 separating out collateralized derivatives

As a matter of Bank policy, the approvals process requires the offer of collateral in order to mitigate credit risk exposure, as a function of the nature of the product, the term of the loan, the financial and equity structure of the counterparty, the risks associated with the sector, the exposure of the debtor with the Bank, and other factors.

In its assessment of the value of the collateral value and the timing of the valuation, the Bank takes into account the particular characteristics of the assets covered by the operation, which determine whether the main component of the appraisal is the market price, the valuation indices calculated by Government agencies and / or the criteria of experts when deemed necessary.

At year-end 2017, el 53% of the portfolio exposure is backed by a guarantee: The commercial portfolio has collaterals like mortgages, liens, cash collateral, escrows, guarantees granted by the National Guarantee Fund (FNG) and the Agricultural Guarantee Fund (FAG) among others, covering 54% of the exposure.

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Consumer loans are mostly unsecured, except for vehicle loan pledges, free-use personal loans with mortgage guarantees (12% of consumer exposure). In particular, unsecured consumer include payroll installment loans with guaranteed collection. The balance of payroll installment loans represents about 37% of unsecured consumer loans.

Finally, home mortgages are fully backed by a mortgage (or, in the case of residential leasing, are assets owned by the Bank) and the credit risk exposure can always be mitigated by this form of security.

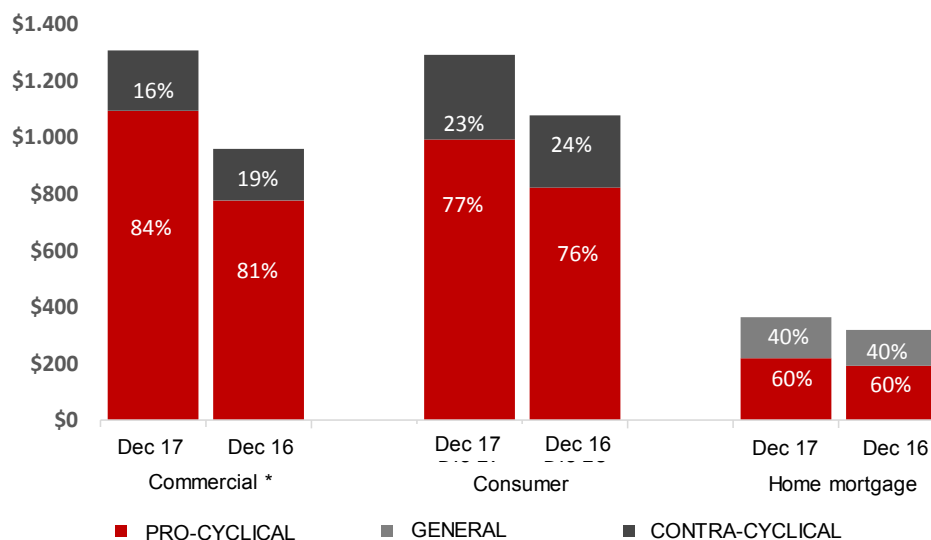
### Provisions estimated for credit risk

The Bank in its credit risk policy measurement has implemented the CRM (Commercial Reference Model) and the Consumer Reference Model (MRCO) as established by the Colombian Financial Superintendence. In the case of the restructured portfolio, the Bank has a methodology of internal rating that recognizes the risk of this portfolio during the first months after the restructuring, estimating risk levels in some cases above of what results from applying the reference models.

Similarly, the Bank implemented the provisions' calculation methodology with a countercyclical approach, as required by the SFC, for consumer and commercial loans.

As for the housing and microcredit portfolios, the Bank continues to apply the existing SFC rules to classify and charge provisions.

The composition of commercial, consumer and home mortgage loan provisions is as follows:



\* Includes microcredit portfolio

As of December 31, 2017, the total provision of the Bank's portfolio was \$ 2,966,613 million, equivalent to 4.8% of the total portfolio, which implies a 25.8% increase over the provision at December 2016. This increase is explained among other factors by the regulatory changes in SFC Circular 026/2017, the growth in loans and the impairment of the portfolios mentioned.

The increase in provisions deriving from the commercial portfolio is mainly reflected in sectors such as: energy and mass transportation, with increases from 20.6% to 26.8% over last year.

### Changes in provisions during the year

The SFC, aiming to promote a healthy origination and growth in consumer credit, published Circular 026 in 2012, setting a transitory percentage of additional individual provisions on consumer loans. The percentage applicable to consumer lending was conditioned on the indicator measuring the acceleration of the annual variation of nonperforming loans. For the Bank, this indicator remained positive throughout the year, and therefore the additional

provision remains constant during this period (corresponding to 0.5% of the principal balance of each loan multiplied by the corresponding Loss Given Default (LGD)). By December 2017 this provision is of \$56,550 million pesos.

Further, in order to recognize additional cover offered by mortgage collateral on secured personal loans, the LGD parameter was adjusted in that portfolio, the change released \$11,284 million.

There was also recognition of cover provided by pledges on vehicle purchase loans, in which the LGD parameters were adjusted where applicable, releasing \$33,005 million.

Finally, provision parameters in the home mortgage segment were adjusted, releasing additional provisions with the recognition of mortgage collateral for \$31,500 million. A further \$20,761 million was released from commercial loans as a result of recognition of related collateral.

As a result of SFC Circular 026/2017, setting conditions for the restructuring or modification of loans to debtors with potential or actual impairment of their capacity to pay, and instructions for classification of those loans, there is an increase in Personal Banking loan provisions due to the new definition of default against restructured loans, for \$42,392 million. The impact on the Commercial loans portfolio was \$6,071 million.

### **Risk Management for Derivatives**

The operation of derivative financial instruments and products structured in Banco Davivienda's Treasury is part of the scheme of risk policies based on the following minimum guidelines:

- Authorized market or product.
- Counterparty limits and authorized credit, admissible collateral mechanisms in credit risk mitigation, concentration of credit exposure by the counterparty and / or sector, and overall credit exposure of the company.
- Conclusion of framework contracts and / or ISDA considering in due diligence an analysis if clauses related to credit risk mitigation, early termination and breach.
- Counterparts authorized, even for cases where a central counterparty risk clearing house is involved.

The Bank applies these criteria in focusing its derivatives business between distribution and speculation, concentrating its counterparties in the financial sector and in high-rating short and medium term real sector operations.

The information of financial derivative instruments is presented in note 12.4.

#### **10.2.2. Market Risk and Liquidity Risk Management**

The Investment Risk Division is the instance to which the Board of Directors of each company delegates the responsibility for the assessment of existing risks, the identification of new ones, and the definition of calculation methodologies, policy suggestions, and control of risks of all kinds.

The Administration and Risk Management the companies owned by Grupo Bolívar is conducted through a strategy for synergy between the companies, consolidating a Market and Liquidity Risk Department for all of the companies, in order to optimize technological and human resources. The Market and Liquidity Risk Department accountable to the Vice-President of Investment Risk of Grupo Bolívar, following the guidelines of the Vice-President for Risk and Financial Control and of the Corporate Risk Committee.

For this purpose it has been established that the Financial Risk Committee (FRC) of Grupo Bolívar, the Assets and Liabilities Management Committee (C-ALM) or his substitute, the Assets and Liabilities Foreign Currency Management Committee (C-ALM ME), the Market Risk Committee, and the Board of Directors of each entity in the Group are the bodies responsible for defining institutional policies regarding exposure to various financial risks, in line with the financial structure and operation of each of the entities, as well as its strategy and corporate objectives.

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Further, the Financial Risk Management Manual for Grupo Bolivar (MARF) consolidates management and financial risk aspects as well as management and treasury liquidity in Group companies; and it is the document that establishes the management system required.

The companies thus have a robust structure designed and implemented for risk exposure limits, helping them to be able to control the portfolios and the activities undertaken in managing them. They are defined for each company, among others, to set limits in investments and counterparty portfolios, operator limits, value at risk, sensitivity, duration, term, and various early warnings to monitor and control the operation.

The Board delegates to CRF and to the Investment and Risk of Mutual Funds Committees as appropriate, the responsibility to evaluate and authorize the various operating alternatives and investments between the Treasuries of each of the Companies, and the C-ALM, or its successor, the definition, monitoring and control of general policies for the managing of assets and liabilities (market risk of the Balance Sheet structure), as well as the management policies for liquidity risk.

#### **10.2.2.1. Market risk**

Market risk management requires the identification, measurement, monitoring and control of the risks arising from fluctuations in interest rates, exchange rates, prices, indicators and other risk factors relevant to the Bank's activities.

The strategic principles applied by Davivienda's market managers are:

- Consistency between expected return and level of exposure tolerated.
- Participation in markets and products on which it has deep knowledge and management tools.
- Strategy segmentation and risk profiles for each business model.
- Consolidated and individual levels of management.

The Bank is a market player through its investment portfolio in the money market and the foreign exchange market. The managed portfolios are composed of a range of assets that diversify sources of income and assumed risks, which are part of a series of limits and early warnings seeking to maintain the risk profile of the balance sheet and risk-reward ratio.

Given the nature of the business and the markets that the Bank accesses to, the bank book and the treasury book are exposed to interest rate and exchange rate risks, and to risks of change in the price of shares and investment funds.

#### **Business Model and Portfolio Structure**

Since market risk management starts from the recognition of defined business models for managing the investment portfolio, Davivienda has instituted two major management practices: i) structural investment management: associated with financial intermediation, market risk management of the balance sheet and the need for support in the form of liquid assets in the financial intermediation process; and ii) trading investment management: , designed to maximize Treasury profits by buying and selling financial instruments.

From these business models, fields of action to manage them are established through limits, alerts and risk policies that reflect the appetite for and tolerance of risk, the depth of the market, and the objectives of each business line.

The gross investment portfolio, at December 2017 was at \$7,576,657 million, according to the business models mentioned:

| <u>Business model</u>    | <u>December 31, 2017</u> | <u>December 31, 2016</u> | <u>Variation</u> |              |
|--------------------------|--------------------------|--------------------------|------------------|--------------|
|                          |                          |                          | <u>\$</u>        | <u>%</u>     |
| Trading                  | 1,221,757                | 638,036                  | 583,721          | 91.49        |
| <u>Structural</u>        | <u>6,354,900</u>         | <u>5,484,656</u>         | <u>870,244</u>   | <u>15.87</u> |
| Liquidity reserve        | 5,194,468                | 4,407,715                | 786,753          | 17.85        |
| Balance sheet management | <u>1,160,432</u>         | <u>1,076,941</u>         | <u>83,491</u>    | <u>7.75</u>  |
| Total                    | <u>7,576,657</u>         | <u>6,122,692</u>         | <u>1,453,965</u> | <u>23.75</u> |

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The most significant amount of the investments corresponds to the reserve to meet liquidity demands; in the second instance, investments for the purpose of risk management on the balance sheet and finally, the trading portfolio.

The accounting classification rules for investments are associated with the business models with which the portfolios are managed. As of December 2017, gross portfolios were classified as follows:

| <u>Accounting classification</u> | <u>December 31, 2017</u> | <u>December 31, 2016</u> | <u>Variation</u> |              |
|----------------------------------|--------------------------|--------------------------|------------------|--------------|
|                                  |                          |                          | <u>\$</u>        | <u>%</u>     |
| Trading                          | 4,386,980                | 4,139,033                | 247,947          | 5.99         |
| Available for sale               | 1,794,291                | 612,619                  | 1,181,672        | 192.89       |
| Held to maturity                 | <u>1,395,386</u>         | <u>1,371,040</u>         | <u>24,346</u>    | <u>1.78</u>  |
|                                  | <u>7,576,657</u>         | <u>6,122,692</u>         | <u>1,453,965</u> | <u>23.75</u> |

Most investments are classified as negotiable and available for sale, as liquidity reserve and trading portfolios, given their nature of possible sale at market prices, should reflect the settlement price or fair value. As of December 2017, there is a large variation in the investments classified as available for sale and as a consequence of the change in the composition of the liquidity reserve, where business was reduced and public debt securities increased

Compared to December 2016, there was an increase in the investment portfolio of 23.75%, explained by the increase in the trading portfolio. In particular, most of the liquidity reserve significant restructuring of the liquidity reserve portfolio. In particular, it is important to mention that the liquidity reserve, which is the greater part of investment portfolio, is in line with the growth structure of the liabilities so as to preserve the risk profile tolerated by the Bank.

#### **Measurement of market risk**

The measurement of market risk quantifies the potential loss due to changes in risk factors that affect the valuation of the institution's expected results. For this the setting of the parameters and tools for measuring as well as for the generation of reports, analysis, and periodic assessments of the senior management and risk taking areas is required.

The market risk management system in Davivienda allows the Bank to identify, measure and control the risk to which the positions of the balance sheet are exposed to, based on the principle of business model. For this, it has a limit scheme that serves the purpose of each business unit. The trading portfolios, which are composed by debt instruments and derivatives, have an action framework defined by measures of Value at Risk, maximum positions and sensitivity measures (Rho, Delta, Vega, among others). Meanwhile, portfolios that serve a structural mandate consist of debt instruments whose structure is defined by a long-term vision which can be complemented with derivative financial instruments in order to reduce the sensitivity of the portfolios to adverse movements in interest rates.

In addition to the standard model required by the Financial Superintendence of Colombia (SFC), Davivienda has adopted to manage the measurement of market risk sensitivity, positions, durations and deadline, and value at risk (VaR).

#### **Interest rate and exchange rate risk**

Davivienda uses the SFC standard measurement model, control and management of market risk, focusing on Consumer and capital allocation. This methodology starts from the mapping of the asset and liability positions of the investment portfolio subject to changes in interest rates in certain areas and bands starting from the duration of each instrument. It also includes the net exposure to exchange rates of the Treasury and Bank books.

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As a complement the Bank uses the RiskMetrics methodology developed by JP Morgan, which provides a parametric VaR approach. Likewise, the calculation scheme includes measurements of absolute VaR, Component VaR (CVaR) and relative VaR. Depending on the type of portfolio, it define which are the best complementary measures to be used. The model has tools to analyze the effects on the portfolios in the face of market stress scenarios (stress test), as well as mechanisms for performance evaluation of the model through backtesting analysis. These measurements are applied at a consolidated level, at company level and at product level.

The backtesting process is intended to validate the VaR model and its predictive power with respect to the actual evolution of income / loss from the investment portfolios. This performance test is based on the Kupiek test (1995), generating a statistical measure of confidence in the model taking a significant number of observations (255 data). Also, clean and dirty tests of the model are performed by portfolio, asset class and product on a weekly and monthly basis.

According to the standard model, the value at risk for the investment portfolio of the consolidated balance sheet as of December 31, 2017 and December 31, 2016 was as follows:

Maximum, minimum and average values of the Value at Risk

| <u>December 31, 2017</u> |                |                |                |                |
|--------------------------|----------------|----------------|----------------|----------------|
|                          | <u>Minimum</u> | <u>Average</u> | <u>Maximum</u> | <u>Latest</u>  |
| Interest rate            | 100,991        | 130,044        | 181,995        | 150,157        |
| Exchange rate            | 52,712         | 66,590         | 120,955        | 120,955        |
| Shares                   | 972            | 1,930          | 3,472          | 1,188          |
| Unit funds               | <u>268</u>     | <u>639</u>     | <u>1,522</u>   | <u>448</u>     |
| VaR                      | <u>159,786</u> | <u>199,203</u> | <u>272,748</u> | <u>272,748</u> |

| <u>December 31, 2016</u> |                |                |                |                |
|--------------------------|----------------|----------------|----------------|----------------|
|                          | <u>Minimum</u> | <u>Average</u> | <u>Maximum</u> | <u>Latest</u>  |
| Interest rate            | 92,160         | 149,912        | 201,119        | 92,160         |
| Exchange rate            | 50,315         | 59,050         | 71,729         | 52,353         |
| Shares                   | -              | 624            | 3,515          | 3,515          |
| Unit funds               | -              | <u>75</u>      | <u>276</u>     | <u>276</u>     |
| VaR                      | <u>148,304</u> | <u>209,609</u> | <u>266,743</u> | <u>148,304</u> |

In addition to management under normal conditions, Davivienda makes scenario stress measurements based primarily on quantitative techniques, seeking to find through relationships between variables and the worst historical scenarios in order to assess how the generated volatilities and devaluations that were evidenced under these scenarios may impact the current portfolio and thus quantify the capital that the company would require if it were in a crisis. Davivienda uses, statistical tools to apply these worst scenarios to the current situation of the portfolio.

Two stress estimation methodologies, have been implemented in the framework of quantitative techniques, the first, is a stressed VaR, which represents the maximum expected extreme loss in one day according to historical events (stress scenarios). It represents the estimated value at stressed risk for a given time using volatilities and EWMA correlations.

The second technique is a sensitivity analysis based on the largest depreciations, recorded along local and international financial crisis, with which portfolios are impacted in the different risk factors.

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**Risk of changes in exchange rates**

Davivienda is exposed to changes in the exchange rates, first as a product of its international presence through its subsidiaries in the Central American and U.S. markets, and secondly because of its trading activities in the foreign exchange market.

The bank book has exposure to currencies like the U.S. dollar, the Honduras Lempira and the Costa Rica Colon. These exposures are the result of the presence that Davivienda has in these countries through its Subsidiaries and are managed by hedging strategies that seek to reduce the sensitivity of the income statement and of the equity. The hedges are defined in terms of the depth of market instruments for each currency and on the basis of a prospective analysis of economies and the situation of the market.

The exchange position in the balance sheet is managed in the context of Colombian Central Bank regulations, which impose certain restrictions depending on the assets of the entity, and maximum long and short currency positions.

The most significant balance sheet positions in foreign currency are in U.S. dollars, followed by the positions of the Central American currencies, as detailed below.

The net positions (assets minus liabilities) in currencies are presented below.

|                 | <b>December 31, 2017</b> |                      | <b>December 31, 2016</b> |                      |
|-----------------|--------------------------|----------------------|--------------------------|----------------------|
|                 | <b>Foreign Balance</b>   | <b>Pesos Balance</b> | <b>Foreign Balance</b>   | <b>Pesos Balance</b> |
| American Dollar | (118)                    | (353,261))           | (252)                    | (156,439)            |
| Lempira         | 3,327                    | 420,850              | 3,025                    | 386,458              |
| Colons          | 94,017                   | 495,163              | 46,247                   | 249,524              |
| Other*          | (9)                      | (27,100)             | (4)                      | (12,821)             |
| Total           |                          | 535,652              |                          | (133,627)            |

\* Amounts in US dollars

The estimated effect for the increase or decrease by 1% in the exchange rate of the US dollar, keeping the other exchange rates constant, compared to the current exchange rate on December 31, 2017, would be +/- 5,627.

**Interest rate risk in the balance sheet structure**

The financial assets and liabilities of the Bank are exposed to possible fluctuations in market rates and prices. These variations have a direct impact on net interest income and results of the entity. For this reason, methodologies are used to sensitize financial instruments to changes in rates, and track the assets and liabilities, their maturities and repricing.

The sensitivity of interest-bearing assets and liabilities at financial cost is presented below. At December 31, 2017, an increase or decrease of 50 basic points in interest rates could have caused a decrease or increase, respectively, of \$35,848 in the Bank's margin throughout the year. For 2016 this sensitivity would have been 20,433.



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|   | December 31, 2017          |                            |                         |                                   |                   |
|---|----------------------------|----------------------------|-------------------------|-----------------------------------|-------------------|
|   | <u>Monthly<br/>average</u> | <u>Income<br/>/expense</u> | <u>Average<br/>rate</u> | <u>Impact Δ50 bp<br/>Increase</u> | <u>Decrease</u>   |
| <b><u>Interest-earning financial assets</u></b>               |                            |                            |                         |                                   |                   |
| Interbank and overnight funds                                 | <u>953,393</u>             | <u>42,012</u>              | <u>4.4%</u>             | <u>4,767</u>                      | <u>(4,767)</u>    |
| Local currency  | 857,641                    | 38,235                     | 4.5%                    | 4,288                             | (4,288)           |
| Foreign currency  | 95,752                     | 3,777                      | 3.9%                    | 479                               | (479)             |
| Trading and available for sale investments in debt securities | <u>4,940,145</u>           | <u>335,191</u>             | <u>6.8%</u>             | <u>(2,608)</u>                    | <u>2,608</u>      |
| Local currency  | 4,758,789                  | 331,281                    | 7.0%                    | (1,625)                           | 1,625             |
| Foreign currency  | 181,356                    | 3,910                      | 2.2%                    | (983)                             | 983               |
| Investments in debt instruments held to maturity              | <u>1,427,385</u>           | <u>97,371</u>              | <u>6.8%</u>             | <u>7,137</u>                      | <u>(7,137)</u>    |
| Local currency  | 1,427,385                  | 97,371                     | 6.8%                    | 7,137                             | (7,137)           |
| Loans   | <u>59,435,160</u>          | <u>7,097,054</u>           | <u>11.9%</u>            | <u>184,537</u>                    | <u>(184,537)</u>  |
| Local currency  | 54,469,766                 | 6,842,790                  | 12.6%                   | 159,750                           | (159,750)         |
| Foreign currency  | 4,965,394                  | 254,264                    | 5.1%                    | 24,787                            | (24,787)          |
| Total Assets in local currency                                | <u>61,513,581</u>          | <u>7,309,677</u>           | <u>11.9%</u>            | <u>169,550</u>                    | <u>(169,550)</u>  |
| Total Assets in foreign currency                              | <u>5,242,502</u>           | <u>261,951</u>             | <u>5.0%</u>             | <u>24,283</u>                     | <u>(24,283)</u>   |
| Total interest-earning assets                                 | <u>66,756,083</u>          | <u>7,571,628</u>           | <u>11.3%</u>            | <u>193,833</u>                    | <u>(193,833)</u>  |
| <b><u>Interest-bearing liabilities</u></b>                    |                            |                            |                         |                                   |                   |
| Public deposits   | <u>47,475,322</u>          | <u>2,202,114</u>           | <u>4.6%</u>             | <u>167,384</u>                    | <u>(167,384)</u>  |
| Local currency  | 46,096,003                 | 2,187,311                  | 4.7%                    | 163,802                           | (163,802)         |
| Foreign currency  | 1,379,319                  | 14,803                     | 1.1%                    | 3,582                             | (3,582)           |
| Bonds   | <u>10,022,678</u>          | <u>687,539</u>             | <u>6.9%</u>             | <u>28,731</u>                     | <u>(28,731)</u>   |
| Local currency  | 7,037,388                  | 553,544                    | 7.9%                    | 28,731                            | (28,731)          |
| Foreign currency  | 2,985,290                  | 133,995                    | 4.5%                    | -                                 | -                 |
| Interbank and overnight funds                                 | <u>1,591,811</u>           | <u>95,285</u>              | <u>6.0%</u>             | <u>7,959</u>                      | <u>(7,959)</u>    |
| Local currency  | 1,584,597                  | 95,238                     | 6.0%                    | 7,923                             | (7,923)           |
| Foreign currency  | 7,214                      | 47                         | 0.7%                    | 36                                | (36)              |
| Bank borrowings   | <u>5,121,591</u>           | <u>218,111</u>             | <u>4.3%</u>             | <u>25,608</u>                     | <u>(25,608)</u>   |
| Local currency  | 1,785,305                  | 124,538                    | 7.0%                    | 8,927                             | (8,927)           |
| Foreign currency  | 3,336,286                  | 93,573                     | 2.8%                    | 16,681                            | (16,681)          |
| Foreign currency liabilities                                  | <u>56,503,293</u>          | <u>2,960,631</u>           | <u>5.2%</u>             | <u>209,383</u>                    | <u>(209,383)</u>  |
| Local currency liabilities                                    | <u>7,708,109</u>           | <u>242,418</u>             | <u>3.1%</u>             | <u>20,299</u>                     | <u>(20,299)</u>   |
| Total interest-bearing liabilities                            | <u>64,211,402</u>          | <u>3,203,049</u>           | <u>5.0%</u>             | <u>229,682</u>                    | <u>(229,682)</u>  |
| <br>Total net financial assets with interest rate risk        | <br><u>2,544,681</u>       | <br><u>4,368,579</u>       |                         | <br><u>(35,848)</u>               | <br><u>35,848</u> |
| Local currency  | 5,010,288                  | 4,349,046                  |                         | (39,832)                          | 39,832            |
| Foreign currency  | (2,465,607)                | 19,533                     |                         | 3,984                             | (3,984)           |

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|   | December 31, 2016  |                    |                 |                 |                  |
|---|--------------------|--------------------|-----------------|-----------------|------------------|
|   | Monthly<br>average | Income<br>/expense | Average<br>rate | Impact Δ50 bp   |                  |
|   |                    |                    |                 | Increase        | Decrease         |
| <b><u>Interest-earning financial assets</u></b>               |                    |                    |                 |                 |                  |
| Interbank and overnight funds                                 | <u>579,984</u>     | <u>44,489</u>      | <u>7.7%</u>     | <u>2,900</u>    | <u>(2,900)</u>   |
| Local currency  | 501,206            | 35,184             | 7.0%            | 2,506           | (2,506)          |
| Foreign currency  | 78,778             | 9,305              | 11.8%           | 394             | (394)            |
| Trading and available for sale investments in debt securities | <u>4,552,232</u>   | <u>410,885</u>     | <u>9.0%</u>     | <u>(905)</u>    | <u>905</u>       |
| Local currency  | 4,409,213          | 405,763            | 9.2%            | (404)           | 404              |
| Foreign currency  | 143,019            | 5,122              | 3.6%            | (501)           | 501              |
| Investments in debt instruments held to maturity              | <u>1,259,158</u>   | <u>84,901</u>      | <u>6.7%</u>     | <u>6,296</u>    | <u>(6,296)</u>   |
| Local currency  | 1,259,158          | 84,901             | 6.7%            | 6,296           | (6,296)          |
| Loans   | <u>53,682,355</u>  | <u>6,463,400</u>   | <u>12.0%</u>    | <u>174,376</u>  | <u>(174,376)</u> |
| Local currency  | 48,731,663         | 6,245,833          | 12.8%           | 149,867         | (149,867)        |
| Foreign currency  | 4,950,692          | 217,567            | 4.4%            | 24,509          | (24,509)         |
| Total Assets in local currency                                | <u>54,901,240</u>  | <u>6,771,681</u>   | <u>12.3%</u>    | <u>158,265</u>  | <u>(158,265)</u> |
| Total Assets in foreign currency                              | <u>5,172,489</u>   | <u>231,994</u>     | <u>4.5%</u>     | <u>24,402</u>   | <u>(24,402)</u>  |
| Total interest-earning assets                                 | <u>60,073,729</u>  | <u>7,003,675</u>   | <u>11.7%</u>    | <u>182,667</u>  | <u>(182,667)</u> |
| <b><u>Interest-bearing liabilities</u></b>                    |                    |                    |                 |                 |                  |
| Public deposits   | <u>42,829,784</u>  | <u>2,120,091</u>   | <u>5.0%</u>     | <u>145,329</u>  | <u>(145,329)</u> |
| Local currency  | 41,721,760         | 2,109,665          | 5.1%            | 141,840         | (141,840)        |
| Foreign currency  | 1,108,024          | 10,426             | 0.9%            | 3,489           | (3,489)          |
| Bonds   | <u>8,750,333</u>   | <u>723,611</u>     | <u>8.3%</u>     | <u>25,026</u>   | <u>(25,026)</u>  |
| Local currency  | 5,716,113          | 584,484            | 10.2%           | 25,026          | (25,026)         |
| Foreign currency  | 3,034,220          | 139,127            | 4.6%            | -               | -                |
| Interbank and overnight funds                                 | <u>1,456,363</u>   | <u>100,119</u>     | <u>6.9%</u>     | <u>7,281</u>    | <u>(7,281)</u>   |
| Local currency  | 1,426,676          | 100,101            | 7.0%            | 7,133           | (7,133)          |
| Foreign currency  | 29,687             | 18                 | 0.1%            | 148             | (148)            |
| Bank borrowings   | <u>5,092,665</u>   | <u>202,018</u>     | <u>4.0%</u>     | <u>25,463</u>   | <u>(25,463)</u>  |
| Local currency  | 1,608,449          | 122,680            | 7.6%            | 8,042           | (8,042)          |
| Foreign currency  | 3,484,216          | 79,338             | 2.3%            | 17,421          | (17,421)         |
| Foreign currency liabilities                                  | <u>50,472,998</u>  | <u>2,916,930</u>   | <u>5.8%</u>     | <u>182,041</u>  | <u>(182,041)</u> |
| Local currency liabilities                                    | <u>7,656,147</u>   | <u>228,909</u>     | <u>3.0%</u>     | <u>21,058</u>   | <u>(21,058)</u>  |
| Total interest-bearing liabilities                            | <u>58,129,145</u>  | <u>3,145,839</u>   | <u>5.4%</u>     | <u>203,099</u>  | <u>(203,099)</u> |
| Total net financial assets with interest rate risk            | <u>1,944,584</u>   | <u>3,857,835</u>   |                 | <u>(20,433)</u> | <u>20,433</u>    |
| Local currency  | 4,428,241          | 3,854,750          |                 | (23,777)        | 23,777           |
| Foreign currency  | (2,483,657)        | 3,085              |                 | 3,344           | (3,344)          |

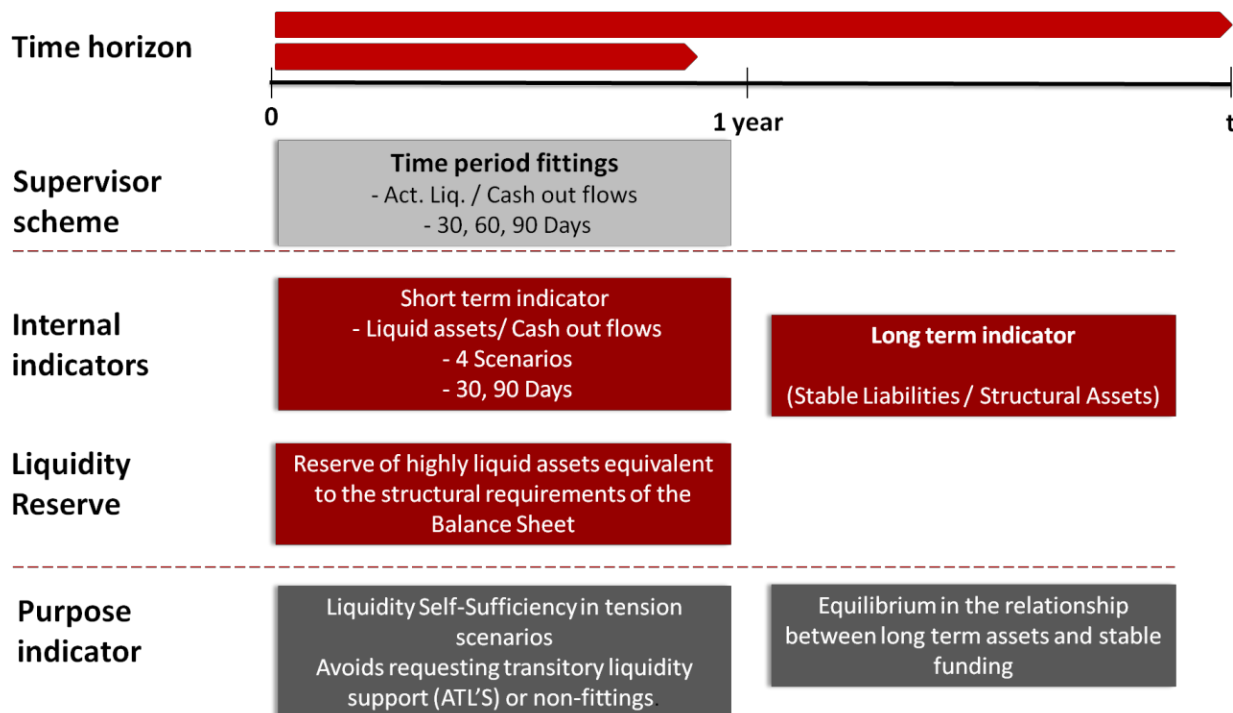
### 10.2.2.2. Liquidity risk

Liquidity risk is materialized in the contingency of being unable to comply fully, in a timely and efficient manner the cash flows expected and unexpected, current and future, without affecting the course of daily operations or the financial condition of the entity. This contingency (funding liquidity risk) is manifested in insufficient liquid assets available to it and / or the need to assume unusual funding costs. In turn, the ability of institutions to generate or break financial positions at market prices, is limited either because there is no adequate market depth or because drastic changes occur in rates and prices (liquidity risk market). Similarly, for businesses that are funded through deposits, liquidity risk includes the ability to generate a structure of stable long-term funding to maintain illiquid assets, in line with the business strategy, and able to serve unanticipated stressful situations.

The strategic principles under which liquidity risk management is governed are:

- Permanent availability of high quality liquid assets, according to the balance sheet structure and appetite for risk.
- Davivienda's balance sheet and that of each Subsidiaries should be self-sufficient in a liquidity crisis.
- The availability of liquid assets should not be overestimated; that is, we must constantly assess the level of liquidity of the assets that are part of the reserves and anticipate changes.
- Mitigate reputational risk, using own resources to be able to address adverse situations without compromising compliance with regulations and reduce the likelihood of requiring temporary support from State entities.

The risk management scheme, which complements the Supervisors' standard models, must also comply with these principles. The Treasury manages a number of short and long term indicators, limits and alerts. The areas responsible for the balance sheet structure also regularly review the situation, as follows:



For short-time analysis, the methodologies used to estimate liquidity risk consist of calculating the cash flows of the assets, liabilities and off-balance-sheet positions in different time bands, as a way to monitor immediate liquidity problems. For long-term management, the methodologies focus on the analysis of funding sources, its composition at the segment and product's level, and the characterization of assets and liabilities that are not definitely of a permanent nature.

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It is Bank policy to hold a required minimum size portfolio invested in highly liquid assets so that a crisis can be addressed in a moderate scenario, without resorting to temporary Central Bank liquidity support. The size of the portfolio or the liquidity reserve is determined based on an estimate of withdrawal volumes, in a stress situation, affecting the volatile components of individual and institutional depositors. This leads to an estimate of the liquidity reserve to be incorporated prospectively into the funding strategy in the Bank's growth plan, in order to guarantee sufficient liquidity assets in accordance with the balance sheet structure and the desired risk profile.

Further, the assets in the liquidity reserve must have minimum characteristics: they must be eligible as collateral for Central Banks, and they must have low credit and market risks and be quoted in broad and widely- recognized markets. Additionally, these assets must be free of any contractual commitment, and must not have been previously pledged as collateral for market liability operations or otherwise.

The SFC standard indicator of liquidity risk (IRL) compares liquid assets available versus net short-term cash outflows is characterized by the acidity that defines liquidity needs. The main variables in the model consist of a run on deposits of at least 10%, contractual disbursement flows that do not consider renewal rates, or cash inflows written off.

IRL is measured for time bands of 7, 15, 30, and 90 days. The SFC sets limits for the first and third band, forcing the liquidity gap to be zero or more. The 90- day band is a highly adverse scenario, in which at least 30% of the deposits are withdrawn, along with the outflow of funds from all contractual liability maturities. Given these assumptions, this scenario is taken as a reference only.

The result of standard liquidity indicator is presented below - IRL for December 31, 2017 and December 31, 2016.

| <u>Bands</u> | <u>December 31, 2017</u> |                |                |               |
|--------------|--------------------------|----------------|----------------|---------------|
|              | <u>Minimum</u>           | <u>Average</u> | <u>Maximum</u> | <u>Latest</u> |
| 7 days       | 6,045,468                | 7,266,663      | 9,041,471      | 9,041,471     |
| 15 days      | 3,562,398                | 5,548,023      | 7,818,480      | 7,818,480     |
| 30 days      | 1,909,725                | 3,225,568      | 4,661,958      | 4,211,340     |

| <u>Bands</u> | <u>December 31, 2016</u> |                |                |               |
|--------------|--------------------------|----------------|----------------|---------------|
|              | <u>Minimum</u>           | <u>Average</u> | <u>Maximum</u> | <u>Latest</u> |
| 7 days       | 5,651,266                | 6,487,812      | 7,892,271      | 6,064,716     |
| 15 days      | 3,901,413                | 5,055,902      | 6,757,674      | 4,365,903     |
| 30 days      | 1,883,429                | 2,937,136      | 4,464,959      | 2,005,226     |

As a result of internal policies and the conservative profile of Davivienda in liquidity management, the standard model of the SFC reflects an excess of liquid assets for a 30-day horizon of 2.9 billion pesos on average for 2017. The liquid assets of Bank, according to the standard model of the SFC, are located around eight billion pesos. These are mainly composed of cash, securities accepted in monetary expansion operations by the Bank of the Republic and other debt securities.

The contractual capital and interest flows of the financial liabilities of the balance sheet are as follows, up to December 31, 2017 and December 31, 2016.

December 31, 2017

|                                   | <u>Up to 1 month</u> | <u>1-3 months</u> | <u>3-12 months</u> | <u>1-5 years</u>  | <u>Over 5 years</u> | <u>Total</u>      |
|-----------------------------------|----------------------|-------------------|--------------------|-------------------|---------------------|-------------------|
| Term deposits                     | 1,929,572            | 4,241,421         | 9,341,243          | 7,691,993         | 57,606              | 23,261,835        |
| Savings and checking accounts (*) | 25,885,769           | -                 | -                  | -                 | -                   | 25,885,769        |
| Bonds                             | 1,583,911            | 545,972           | 641,319            | 7,302,824         | 4,745,779           | 14,819,805        |
| Bank borrowings                   | <u>132,187</u>       | <u>1,157,036</u>  | <u>1,928,252</u>   | <u>2,119,471</u>  | <u>1,022,131</u>    | <u>6,359,077</u>  |
|                                   | <u>29,531,439</u>    | <u>5,944,429</u>  | <u>11,910,814</u>  | <u>17,114,288</u> | <u>5,825,516</u>    | <u>70,326,486</u> |

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December 31, 2016

|                                   | <u>Up to 1<br/>month</u> | <u>1-3 months</u> | <u>3-12<br/>months</u> | <u>1-5 years</u>  | <u>Over 5<br/>years</u> | <u>Total</u>      |
|-----------------------------------|--------------------------|-------------------|------------------------|-------------------|-------------------------|-------------------|
| Term deposits                     | 2,350,083                | 4,254,650         | 7,196,645              | 6,106,195         | 67,073                  | 19,974,646        |
| Savings and checking accounts (*) | 26,671,599               | -                 | -                      | -                 | -                       | 26,671,599        |
| Bonds                             | 104,363                  | 237,888           | 1,171,570              | 5,458,603         | 5,756,707               | 12,729,131        |
| Bank borrowings                   | <u>58,057</u>            | <u>309,305</u>    | <u>2,198,372</u>       | <u>1,441,662</u>  | <u>2,641,084</u>        | <u>6,648,480</u>  |
|                                   | <u>29,184,102</u>        | <u>4,801,843</u>  | <u>10,566,587</u>      | <u>13,006,460</u> | <u>8,464,864</u>        | <u>66,023,856</u> |

(\*) Savings and checking accounts are classified in the 1-month band, because some are sight deposits, but this does not imply maturity at that term.

### **10.2.3. Internal Control System**

The Bank permanently review and updates its controls, taking into account the regulatory changes, the environment, new products and services, the processes, it also considers the materialization of events to determine the causes of events and draw up action plans to minimize exposure to risks.

All the policies and guidelines developed for each of the elements of the Internal Control System, contribute to achievement of the Bank's.

During 2017, the Organizational Culture, which is part of the Control Environment, continued to be strengthened; awareness-raising and virtual training strategies were developed for the Code of Ethics, Corporate Governance Code, Disciplinary Code and the importance that these guidelines are a part of the philosophy of life of all officials, in addition it reinforces the relevance of the principle of self-control as a basis for conducting the monitoring of processes.

Additionally, optimization continued in elements of the Internal Control System, based on international best practices.

The Bank complies with the legal requirements established in External Circular 029 of 2014 (Part I / Title I / Chapter IV - Internal Control System) of the SFC, formerly Circular 038 of 2009.

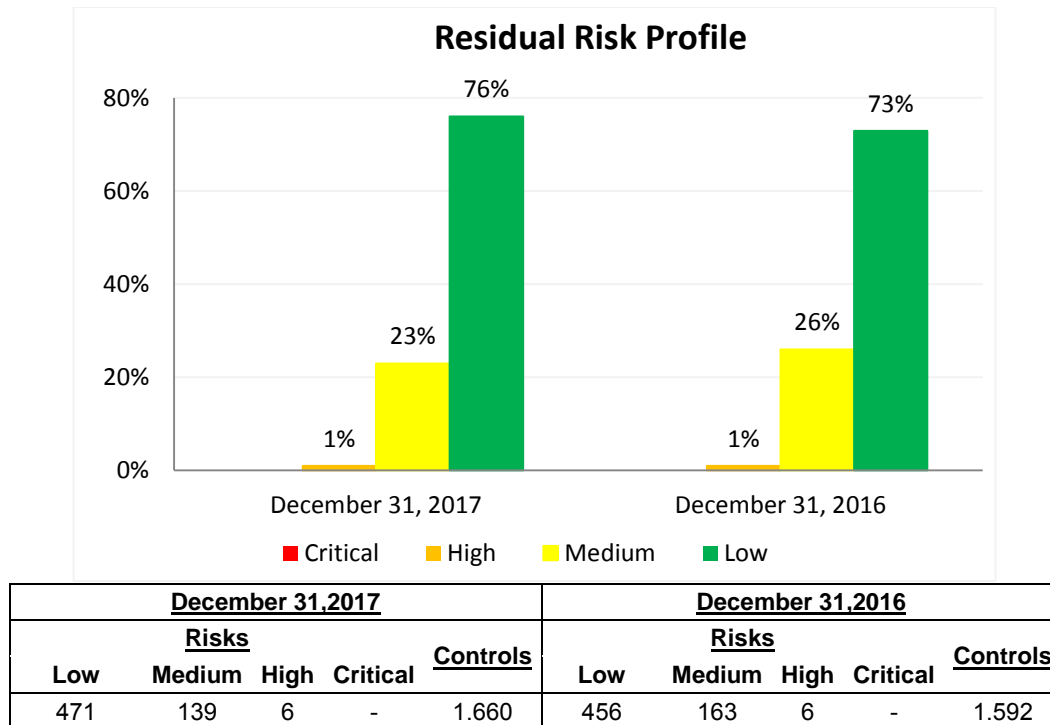
### **10.2.4. Financial Consumer Service System– SAC**

In 2017, the Bank developed its customer service model ensuring that interaction with the customer is predominantly a friendly, reliable and simple one, strengthening the following basic elements:

- Culture of attention, service and respect.
- Clarity and transparency in information and communications
- Prompt and efficient attention to requests, complaints and claims arising.
- Security in operational procedures.

We evaluate all events that affect the interest of the financial consumer and build up a range of strategies to avoid the repetition of any adverse event and we permanently monitor and evaluate the effectiveness of controls implemented to mitigate them.

In compliance with the policies approved by the Board of Directors in accordance with the regulatory framework, SAC risks are adequately controlled as shown in the comparative chart as of December 31, 2017 and December 31, 2016:



#### 10.2.5. Operating Risk Management System - SARO

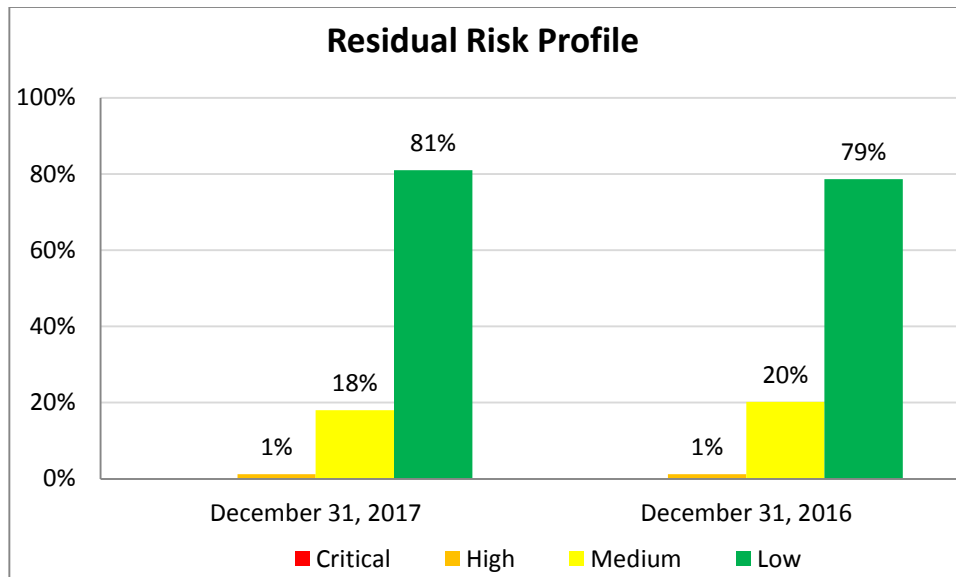
In 2017 the Bank continued to develop action plans to strengthen the foundations of new strategies to secure key controls relevant to sensitive processes that could potentially affect the Bank.

The key operating risk controls require permanent monitoring for compliance: results to be applied to the mitigation of risk, ensuring that the most important processes are properly protected.

Our operating risk model also enables us to evaluate whether direction, control and efficiency is maintained over important processes with technological support and continuity plans,

A detailed analysis is made of events arising in order to identify causes and define and develop action plans as required to avoid a repetition.

Operating Risk management follows Board-approved policies and is adequately executed as seen in the comparative charts at December 31, 2017 and December 31, 2016:



| December 31, 2017 |       |        |      |          |          | December 31, 2016 |       |        |      |          |          |
|-------------------|-------|--------|------|----------|----------|-------------------|-------|--------|------|----------|----------|
| Processes         | Risks |        |      |          | Controls | Processes         | Risks |        |      |          | Controls |
|                   | Low   | Medium | High | Critical |          |                   | Low   | Medium | High | Critical |          |
| 133               | 1,274 | 277    | 13   | -        | 3,686    | 131               | 1,197 | 307    | 18   | -        | 3,05     |

#### 10.2.6. System of Risk Management of Money Laundering and Financing of Terrorism (SARLAFT)

The Bank and its Subsidiaries have adopted and implemented an Anti-Money Laundering and Terrorist Financing Control (AML-FT) Compliance Program, based on the premise of managing the AML-FT risk events and their controls, which includes its identification, measurement, control and monitoring, through the consolidation of information, implementation of a robust technological platform, use of data mining methodologies, customer knowledge and its financial operations, risk profile of the different risk factors, the design and implementation of mitigating controls, definition and management of risk segments and characteristics of customers, products, distribution channels and jurisdictions, generation of alerts, analysis and monitoring of unusual transactions and reports of suspicious transactions to the competent authorities; with the purpose of avoiding being used to create the appearance of legality to assets arising from illicit activities and / or to finance terrorist activities, in accordance with SFC Basic Legal Circular 029/ 2014 as amended, the AML-FT compliance program is periodically evaluated by control bodies such as Internal Audit and Statutory Audit.

The application of the compliance program in 2017 made it possible to determine that the evolution of consolidated risk of risk factors has remained stable during the year and within exposure thresholds categorized as low.

The AML-FT Compliance Program is supported by a culture and organizational structure, policies, controls and procedures that are known and applied by the entire organization and which include the entire Colombian regulatory framework, as well as international recommendations and best practices in this matter, especially those of the Financial Action Task Force "FATF".

The procedures and rules of conduct regarding the application of all control mechanisms and instruments are brought together in the Compliance Manual and the Code of Conduct which is known and accessible to all staff of the Grupo Bolivar companies. The Bank conducts regular training programs aimed at its officials, third parties, allies, suppliers, among others, seeking to create awareness and commitment in each of them in the mitigation of money laundering offenses and / or financing of terrorism through the entities of the group.

In compliance with the established norms, the Board of Directors appointed a Compliance Officer and his deputy, who are properly named before the Financial Superintendence of Colombia.

The Bank and its Subsidiaries have adopted an organizational culture, policies, controls and procedures to comply with the guidelines established by the Foreign Accounts Tax Compliance Act (FATCA), for which purpose our companies are registered with the IRS and have obtained the respective Global Intermediary Identification Number (GIIN), with which they certify their adhesion to FATCA.

#### **10.2.7. Environmental and Social Risk Management System (SARAS)**

The Environmental and Social Risk Management System SARAS allows the Bank to identify, classify, evaluate and control environmental and social risks associated with the projects and activities financed.

The SARAS methodology takes into account the local environmental and labor norms and covers aspects such as pollution prevention, biodiversity protection, climate change and human rights.

In the application of policies established regarding amounts, terms and sensitive sectors, SARAS is applied when granting credit to customers in the Corporate, Construction and Business segments. The SARAS has formed part of the structure and approval of loans for the 4-G highway infrastructure projects; and is applied to the evaluation of the Bank's strategic suppliers local

Commercial, operating and risks staff involved in the SARAS process are provided with sensitization and training in relation to the policies of the system, to ensure that it is implemented as intended

Davivienda continues to participate in the Green Protocol Committee during 2017, and was its Chair in 2017. The Green Protocol initiative of the Colombian financial sector, the bankers' association Asobancaria and the Government and is a means of promotion of the sustainable development of natural resources through the implementation of strategies and tools of common benefit and the socialization of good practices for and institutionalization of the management of environmental and social risks within the financial entities involved

#### **10.2.8. Fraud Risk Management System (SARFRA)**

Fraud risk, defined as any illegal act using deceit, concealment, or betrayal of trust, aimed at the appropriation of funds, goods, services and/or individual advantages or benefits<sup>1</sup>, has been managed by the Davivienda bank through the Fraud Risk Management System (SARFRA) in harmony with the regulatory framework of the Operating Risk Management System (SARO).

Actions performed in SARFRA cover each step of the fraud management cycle (prevention, detection, mitigation, analysis, government, investigation, court action and dissuasion) creating controls, policies and reports of activities and expenses incurred due to fraud, evaluated against the Bank's budget projections; these expenses reports are implicit in the management of operating risk and presented to the Fraud Risk Committee which makes decisions that protect the organization, its customers, shareholders and others interested in efforts to maintain a balance between the level of fraud to be prevented and impact on customers and the business.

In 2018 Banco Davivienda will be working on the leveraging of the digital strategies of the Bank and Subsidiaries at home and abroad through a solution that facilitates interaction between Bank channels and authentication factors, in order to enhance customer transaction security

*Reference: <sup>1</sup>Documento de investigación – las mejores prácticas antifraude – AMV*



### 10.2.9. Information Security – Cybersecurity

During 2017, the Bank, through the Department of Information Security Management, focused on new strategies and developed a series of projects designed to mitigate information security and cybersecurity risks with the maturing of processes and the implementation of new tools to increase the capacity to detect, respond to and promptly contain ; possible attacks on computer systems and through the internet. Among the most important of these initiatives there was the implementation of anti-malware tools, tools and a process of correlation and security monitoring, control tools to protect against customer malware, special tests for intruders to evaluate the security position and response to possible attacks, the initiation of an optimization plan for the process of identity management and access to applications, amongst other thing.

In terms of processes and regulation. Policies, Rules and procedures have been updated to meet business needs as a function of the need to have adequate controls for the mitigation of threats and risks associated with information assets. Also, a training and sensitization plan was implemented regularly, addressed to all staff and third parties, to generate awareness and commitment on the protection of information and the mitigation of risks.

### 11. Netting of financial assets and liabilities

A financial asset and a financial liability may be the object of netting, and may be disclosed a such in the Statement of Financial Position when there is a current, legally valid right to offset recognized amounts and there is the intention, in the normal course of business, to settle the net amount.

In this context, the following is the detail of financial instruments subject to offset at December 31, 2017 and December 31, 2016 and the impact of Master Netting Agreements and the remittance of collateral.

#### December 31, 2017

|                               | <u>Gross<br/>financial<br/>assets<br/>recognized</u> | <u>Net amount of<br/>financial assets<br/>appearing in the<br/>Statement of<br/>Financial Position</u> | <u>Amounted not netted in the Statement of<br/>Financial Position</u> |                            |  | <u>Net<br/>amount</u> |
|-------------------------------|--|--|---|----------------------------|--|-----------------------|
|                               |  |  | <u>Impact of Master<br/>Netting Agreements</u>                        | <u>Cash<br/>collateral</u> | <u>Collateral<br/>in debt<br/>securities</u> |                       |
| <b>Assets</b>                 |  |  |   |                            |  |                       |
| Interbank and overnight funds | 1,337,235  | 1,337,235  | -   | -                          | 1,170,953                                    | 166,282               |
| Derivatives                   | <u>335,359</u>                                       | <u>335,359</u>   | <u>283,519</u>  | <u>28,368</u>              | -  | <u>23,472</u>         |
|                               | <u>1,672,594</u>                                     | <u>1,672,594</u>   | <u>283,519</u>  | <u>28,368</u>              | <u>1,170,953</u>                             | <u>189,754</u>        |
| <b>Liabilities</b>            |  |  |   |                            |  |                       |
| Interbank and overnight funds | 1,036,602  | 1,036,602  | -   | -                          | 1,032,406                                    | 4,196                 |
| Derivatives                   | <u>354,482</u>                                       | <u>354,482</u>   | <u>283,519</u>  | <u>19,672</u>              | -  | <u>51,291</u>         |
|                               | <u>1,391,084</u>                                     | <u>1,391,084</u>   | <u>283,519</u>  | <u>19,672</u>              | <u>1,032,406</u>                             | <u>55,487</u>         |

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|                               | <u>Gross<br/>financial<br/>assets<br/>recognized</u> | <u>Net amount of<br/>financial assets<br/>appearing in the<br/>Statement of<br/>Financial Position</u> | <u>Amounted not netted in the Statement of<br/>Financial Position</u> |                            |  | <u>Net<br/>amount</u> |
|-------------------------------|--|--|---|----------------------------|--|-----------------------|
|                               |  |  | <u>Impact of Master<br/>Netting Agreements</u>                        | <u>Cash<br/>collateral</u> | <u>Collateral<br/>in debt<br/>securities</u> |                       |
| <b>Assets</b>                 |  |  |   |                            |  |                       |
| Interbank and overnight funds | 67,876   | 67,876   | -   | -                          | 44,670                                       | 23,206                |
| Derivatives                   | <u>238,447</u>                                       | <u>238,447</u>   | <u>175,718</u>  | <u>10,572</u>              | -  | <u>52,157</u>         |
|                               | <u>306,323</u>                                       | <u>306,323</u>   | <u>175,718</u>  | <u>10,572</u>              | <u>44,670</u>                                | <u>75,363</u>         |
| <b>Liabilities</b>            |  |  |   |                            |  |                       |
| Interbank and overnight funds | 1,608,208  | 1,608,208  | -   | -                          | 1,675,706                                    | (67,498)              |
| Derivatives                   | <u>246,106</u>                                       | <u>246,106</u>   | <u>175,718</u>  | <u>3,931</u>               | -  | <u>66,457</u>         |
|                               | <u>1,854,314</u>                                     | <u>1,854,314</u>   | <u>175,718</u>  | <u>3,931</u>               | <u>1,675,706</u>                             | <u>(1,041)</u>        |

The column "Impact of the Master Netting Agreement" details amounts associated with netting arrangements generally applied in situations where credit risk events arise. These amounts are not included in the Statement of Financial Position because they do not meet the criterion of simultaneous settlement of an asset and a liability or because the netting rights are conditional on default by the counterparty.

The columns for cash collateral and debt securities show amounts received, delivered or pledged in relation to interbank and overnight operations

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**12. Specific items of the Statement of Financial Position**

**12.1. Cash**

**12.1.1 Details of the Available**

The following is the detailed account of cash and cash equivalent:

|                                     | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------------------------|--------------------------|--------------------------|
| <u>Local currency</u>               |                          |                          |
| Cash and bank balances              | 2,763,111                | 3,739,520                |
| Clearing and remittances in transit | <u>29,850</u>            | <u>38,951</u>            |
|                                     | <u>2,792,961</u>         | <u>3,778,471</u>         |
| <u>Foreign Currency</u>             |                          |                          |
| Cash and bank balances              | 1,280,183                | 1,151,515                |
| Clearing and remittances in transit | <u>8,842</u>             | <u>3,370</u>             |
|                                     | <u>1,289,025</u>         | <u>1,154,885</u>         |
|                                     | <u>4,081,986</u>         | <u>4,933,356</u>         |

Regulations state that Cash and Central Bank balances in local currency are part of the mandatory cash reserve calculated against customer deposits. These deposits are not remunerated.

Restricted deposits existed on Deposits and demand accounts to support customer withdrawals compliance with reserve requirements, as follows:

|                              | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------------------|--------------------------|--------------------------|
| Average of required reserve  | 3,389,598                | 3,283,231                |
| Average of available reserve | 4,196,469                | 3,324,556                |

Additionally, according to present regulations, the Miami Branch must maintain a cash reserve with the Federal Reserve Bank. The average amount was approximately US\$107 and US\$102 at December 31, 2017 and December 31, 2016, respectively.

**12.1.2. Credit Quality**

Detailed below is the credit quality determined by independent risk rating agents of the major financial institutions where the Bank maintains cash funds:

|                                  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|----------------------------------|--------------------------|--------------------------|
| Sovereign/Central Bank guarantee | 1,202,228                | 2,406,159                |
| Investment grade                 | <u>2,879,758</u>         | <u>2,527,197</u>         |
|                                  | <u>4,081,986</u>         | <u>4,933,356</u>         |

**12.2. Interbank and overnight funds**

December 31, 2017

|                              | <u>Amount in Million<br/>Dollars</u> | <u>Rate</u>   | <u>Initial</u> | <u>Date</u><br><u>Final</u> | <u>Amount in Col\$</u> |
|------------------------------|--------------------------------------|---------------|----------------|-----------------------------|------------------------|
| <u>Foreign Currency</u>      |                                      |               |                |                             |                        |
| Interbank funds              | USD 26                               | 1,21% - 1,55% | 03/10/2017     | 05/02/2018                  | 77,704                 |
| <u>Local currency</u>        |                                      |               |                |                             |                        |
| Simultaneous operations      |                                      |               |                |                             |                        |
| Securities Brokers           |                                      | 4,75% - 5,75% | 07/12/2017     | 30/01/2018                  | 60,258                 |
| Others                       |                                      | 4,25% - 4,80% | 05/12/2017     | 17/01/2018                  | 1,043,494              |
| Trust Companies              |                                      | 4,75% - 4,80% | 26/12/2017     | 04/01/2018                  | 66,732                 |
| Interbank funds              |                                      |               |                |                             |                        |
| Banks/Financial Institutions |                                      | 4,52% - 4,55% | 26/12/2017     | 02/01/2018                  | <u>89,047</u>          |
|                              |                                      |               |                |                             | <u>1,337,235</u>       |

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|                              | <u>Amount in Million</u> |               | <u>Date</u>    |              | <u>Amount in Col\$</u> |
|------------------------------|--------------------------|---------------|----------------|--------------|------------------------|
|                              | <u>Dollars</u>           | <u>Rate</u>   | <u>Initial</u> | <u>Final</u> |                        |
| <u>Foreign Currency</u>      |                          |               |                |              |                        |
| Interbank funds              | USD 25                   | 0,76% - 0,84% | 14/08/2014     | 13/03/2017   | 75,981                 |
| <u>Local currency</u>        |                          |               |                |              |                        |
| Simultaneous operations      |                          |               |                |              |                        |
| Others                       |                          | 6,00% - 7,55% | 20/12/2016     | 06/01/2017   | 67,876                 |
| Interbank funds              |                          |               |                |              |                        |
| Banks/Financial Institutions |                          | 7,35%         | 26/12/2016     | 02/01/2017   | 9,009                  |
|                              |                          |               |                |              | <u>152,866</u>         |

The following is the detail of the credit quality of interbank and overnight funds

|                  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------|--------------------------|--------------------------|
| Investment grade | <u>1,337,235</u>         | <u>152,866</u>           |
|                  | <u>1,337,235</u>         | <u>152,866</u>           |

### 12.3. Investments, net

#### 12.3.1. Investments by rating, type and provisions

Detailed below is the investments in financial instruments rating by issuer and provisions:

|  | <u>December 31, 2017</u> |                  |                  | <u>December 31, 2016</u> |                  |                  |
|--|--------------------------|------------------|------------------|--------------------------|------------------|------------------|
|  | <u>Cost</u>              | <u>Provision</u> | <u>Net</u>       | <u>Cost</u>              | <u>Provision</u> | <u>Net</u>       |
| <u>Negotiable Instruments</u>                  |                          |                  |                  |                          |                  |                  |
| Equity Instruments                             | 17,621                   | -                | 17,621           | 23,911                   | -                | 23,911           |
| Private Debt Bonds                             | 205,182                  | -                | 205,182          | 121,964                  | -                | 121,964          |
| Public Debt issues except TES                  | 78,462                   | -                | 78,462           | 53,428                   | -                | 53,428           |
| CDT  | 195,722                  | -                | 195,722          | 199,056                  | -                | 199,056          |
| Other nations Sovereign debt                   | -                        | -                | -                | 16,691                   | -                | 16,691           |
| Collective Investment, Pension and Trust Funds | 1,644,466                | -                | 1,644,466        | 1,725,439                | -                | 1,725,439        |
| Mandatory Investments                          | -                        | -                | -                | 5,166                    | -                | 5,166            |
| Credit Security                                | -                        | -                | -                | 1,362                    | -                | 1,362            |
| Mortgage Securities and Real Property titles   | 93,882                   | 1,065            | 92,817           | 107,246                  | 3,299            | 103,947          |
| TES Securities                                 | <u>2,151,645</u>         | <u>-</u>         | <u>2,151,645</u> | <u>1,884,770</u>         | <u>-</u>         | <u>1,884,770</u> |
|  | <u>4,386,980</u>         | <u>1,065</u>     | <u>4,385,915</u> | <u>4,139,033</u>         | <u>3,299</u>     | <u>4,135,734</u> |
| <u>Available for sale</u>                      |                          |                  |                  |                          |                  |                  |
| <u>Debt Securities</u>                         |                          |                  |                  |                          |                  |                  |
| Private Debt Bonds                             | 15,279                   | -                | 15,279           | 1,646                    | -                | 1,646            |
| Mortgage securities and TIPS                   | 170,548                  | 139              | 170,409          | 174,122                  | 307              | 173,815          |
| TES securities                                 | 1,289,890                | -                | 1,289,890        | 200,080                  | -                | 200,080          |
| Equity Instruments                             | <u>318,574</u>           | <u>4,375</u>     | <u>314,199</u>   | <u>236,771</u>           | <u>4,375</u>     | <u>232,396</u>   |
|  | <u>1,794,291</u>         | <u>4,514</u>     | <u>1,789,777</u> | <u>612,619</u>           | <u>4,682</u>     | <u>607,937</u>   |
| <u>To be maintained until expiry</u>           |                          |                  |                  |                          |                  |                  |
| Mandatory Investments                          | 838,323                  | -                | 838,323          | 836,148                  | -                | 836,148          |
| Mortgage Securities and Real Property titles   | <u>557,063</u>           | <u>2,959</u>     | <u>554,104</u>   | <u>534,892</u>           | <u>1,396</u>     | <u>533,496</u>   |
|  | <u>1,395,386</u>         | <u>2,959</u>     | <u>1,392,427</u> | <u>1,371,040</u>         | <u>1,396</u>     | <u>1,369,644</u> |
|  | <u>7,576,657</u>         | <u>8,538</u>     | <u>7,568,119</u> | <u>6,122,692</u>         | <u>9,377</u>     | <u>6,113,315</u> |

The following is the detail of provisions:

|                  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------|--------------------------|--------------------------|
| <u>By Issuer</u> |                          |                          |
| Corporate        | 4,375                    | 4,375                    |
| Securitizations  | <u>4,163</u>             | <u>5,002</u>             |
|                  | <u>8,538</u>             | <u>9,377</u>             |

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**12.3.2. Investments by rating according to risk rating agent and Provision**

Detailed below is the investments in financial instruments rating according to the risk rating agent and Provision:

|                          | <u>December 31, 2017</u> |                |                  | <u>December 31, 2016</u> |                |                  |
|--------------------------|--------------------------|----------------|------------------|--------------------------|----------------|------------------|
|                          | <u>Cost</u>              | <u>% share</u> | <u>Provision</u> | <u>Cost</u>              | <u>% share</u> | <u>Provision</u> |
| <u>Long-term rating</u>  |                          |                |                  |                          |                |                  |
| AAA                      | 1,305,658                | 17.2%          | -                | 1,267,275                | 20.7%          | -                |
| AA+                      | 92,907                   | 1.2%           | -                | 74,403                   | 1.2%           | -                |
| AA                       | 36,749                   | 0.5%           | -                | 31,403                   | 0.5%           | -                |
| AA-                      | 80,129                   | 1.1%           | -                | 43,614                   | 0.7%           | -                |
| A+                       | 38,412                   | 0.5%           | -                | 36,498                   | 0.6%           | -                |
| A                        | 21,219                   | 0.3%           | -                | 54,902                   | 0.9%           | -                |
| A-                       | 48,613                   | 0.6%           | -                | 42,373                   | 0.7%           | -                |
| BBB+                     | 210,261                  | 2.8%           | -                | 154,680                  | 2.5%           | -                |
| BBB                      | 98,091                   | 1.3%           | -                | 67,925                   | 1.1%           | -                |
| BBB-                     | 35,331                   | 0.5%           | -                | 23,120                   | 0.4%           | -                |
| BB+                      | 13,783                   | 0.2%           | 1,502            | 5,527                    | 0.1%           | 576              |
| BB                       | 2,749                    | 0.0%           | 287              | 24,103                   | 0.4%           | 3,059            |
| BB-                      | -                        | 0.0%           | -                | 1,334                    | 0.0%           | 139              |
| B+                       | 7,954                    | 0.1%           | 2,374            | 883                      | 0.0%           | 317              |
| B                        | -                        | 0.0%           | -                | 3,036                    | 0.0%           | 911              |
| Equity Instruments       | 336,195                  | 4.4%           | 4,375            | 260,682                  | 4.3%           | 4,375            |
| Sovereign (*)            | 3,519,998                | 46.5%          | -                | 2,154,969                | 35.2%          | -                |
| No rating                | 1,644,466                | 21.7%          | -                | 1,725,439                | 28.2%          | -                |
| <u>Short-term rating</u> |                          |                |                  |                          |                |                  |
| 1                        | 65,065                   | 0.9%           | -                | 131,330                  | 2.1%           | -                |
| 2                        | 19,077                   | 0.3%           | -                | 19,196                   | 0.3%           | -                |
|                          | <u>7,576,657</u>         | <u>100.0%</u>  | <u>8,538</u>     | <u>6,122,692</u>         | <u>100.0%</u>  | <u>9,377</u>     |

(\*) Sovereign reflects the balance of Debt Securities issued by the Colombian government and other nations.

**12.3.3. Investments by issuers**

The following is the rating detail by issuers:

|                                   | <u>December 31, 2017</u> |                  | <u>December 31, 2016</u> |                  |
|-----------------------------------|--------------------------|------------------|--------------------------|------------------|
|                                   | <u>Cost</u>              | <u>Provision</u> | <u>Cost</u>              | <u>Provision</u> |
| <u>Foreign Currency</u>           |                          |                  |                          |                  |
| Foreign Banks                     | 72,867                   | -                | 55,927                   | -                |
| Corporate                         | 46,923                   | -                | 40,119                   | -                |
| Foreign governments               | -                        | -                | 16,691                   | -                |
| Colombian government              | 58,085                   | -                | 40,692                   | -                |
| Financial Institutions            | 26,147                   | -                | 6,248                    | -                |
| Multilateral Credit organizations | 14,455                   | -                | 14,487                   | -                |
|                                   | <u>218,477</u>           | <u>-</u>         | <u>174,164</u>           | <u>-</u>         |
| <u>Local currency</u>             |                          |                  |                          |                  |
| Corporate                         | 86,647                   | 4,375            | 26,224                   | 4,375            |
| Colombian government              | 3,461,914                | -                | 2,097,587                | -                |
| Financial Institutions            | 2,988,127                | -                | 3,008,458                | -                |
| Securitizations                   | 821,492                  | 4,163            | 816,259                  | 5,002            |
|                                   | <u>7,358,180</u>         | <u>8,538</u>     | <u>5,948,528</u>         | <u>9,377</u>     |
|                                   | <u>7,576,657</u>         | <u>8,538</u>     | <u>6,122,692</u>         | <u>9,377</u>     |

**12.3.4. Classification by currency**

The following are investment financial instruments by currency:

|                  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------|--------------------------|--------------------------|
| Pesos            | 5,905,954                | 5,637,694                |
| UVR (*)          | 1,452,226                | 310,834                  |
| US Dollars       | 200,856                  | 150,253                  |
| Canadian Dollars | 17,621                   | 23,911                   |
|                  | <u>7,576,657</u>         | <u>6,122,692</u>         |

(\*) Real Value Unit

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**12.3.5. Classification by investment maturities (does not include shares)**

The following is the detail of classification by investment maturities (does not include shares):

December 31, 2017

|                               | <u>0-1 year</u>  | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>     |
|-------------------------------|------------------|------------------|-------------------|----------------------|------------------|
| Negotiable Instruments        | 2,295,123        | 1,674,089        | 298,853           | 101,294              | 4,369,359        |
| Available for sale            | 155,108          | 1,150,061        | 86,783            | 83,765               | 1,475,717        |
| To be maintained until expiry | <u>838,323</u>   | <u>6,525</u>     | <u>339,879</u>    | <u>210,659</u>       | <u>1,395,386</u> |
|                               | <u>3,288,554</u> | <u>2,830,675</u> | <u>725,515</u>    | <u>395,718</u>       | <u>7,240,462</u> |

December 31, 2016

|                               | <u>0-1 year</u>  | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>     |
|-------------------------------|------------------|------------------|-------------------|----------------------|------------------|
| Negotiable Instruments        | 2,723,315        | 1,094,368        | 150,130           | 147,309              | 4,115,122        |
| Available for sale            | 146,708          | 18,789           | 126,588           | 83,763               | 375,848          |
| To be maintained until expiry | <u>836,148</u>   | <u>9,383</u>     | <u>346,285</u>    | <u>179,224</u>       | <u>1,371,040</u> |
|                               | <u>3,706,171</u> | <u>1,122,540</u> | <u>623,003</u>    | <u>410,296</u>       | <u>5,862,010</u> |

The following is the credit quality of investments:

December 31, 2017

| <u>Credit Quality</u>                                       | <u>Debt</u>      | <u>Fair Value</u><br><u>Equity</u> | <u>Amortized cost</u> |
|---|------------------|------------------------------------|-----------------------|
| Investment grade  | 675,360          | -                                  | 1,376,151             |
| Issued and guaranteed by the Nation and/or the Central Bank | 3,519,998        | -                                  | -                     |
| Speculative   | 5,252            | -                                  | 19,235                |
| No rating or no rating available                            | <u>1,644,466</u> | <u>336,195</u>                     | -                     |
|   | <u>5,845,076</u> | <u>336,195</u>                     | <u>1,395,386</u>      |

December 31, 2016

| <u>Credit Quality</u>                                       | <u>Debt</u>      | <u>Fair Value</u><br><u>Equity Instruments</u> | <u>Amortized cost</u> |
|---|------------------|--|-----------------------|
| Investment grade  | 586,724          | -  | 1,359,995             |
| Issued and guaranteed by the Nation and/or the Central Bank | 2,154,969        | -  | -                     |
| Speculative   | 23,838           | -  | 11,045                |
| No rating or no rating available                            | <u>1,725,439</u> | <u>260,682</u>                                 | -                     |
|   | <u>4,490,970</u> | <u>260,682</u>                                 | <u>1,371,040</u>      |

**12.3.6. Provision (Impairment) of investments**

The following is the detail of the provision against investments in financial instruments :

|                 | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------|--------------------------|--------------------------|
| Opening balance | 9,377                    | 9,580                    |
| Plus:           |                          |                          |
| Provision       | 1,891                    | 585                      |
| Less:           |                          |                          |
| Recoveries      | <u>(2,730)</u>           | <u>(788)</u>             |
| Closing balance | <u>8,538</u>             | <u>9,377</u>             |

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**12.3.7. Investment in Subsidiaries and associates**

The following is the investment detail in Subsidiaries and Associates:

December 31, 2017

| <u>Name</u>                             | <u>Country</u> | <u>% share</u> | <u>Acquisition cost</u> | <u>MPP (*)</u>   | <u>Adjusted cost</u> | <u>Dividends</u> |
|---|----------------|----------------|-------------------------|------------------|----------------------|------------------|
| <u>International Subsidiaries</u>       |                |                |                         |                  |                      |                  |
| Banco Davivienda Panamá S.A.            | Panamá         | 100.0%         | 218,290                 | 234,537          | 463,978              | -                |
| Banco Internacional Davivienda S.A.     | Panamá         | 100.0%         | 77,507                  | 26,029           | 167,873              | -                |
| Grupo del Istmo Costa Rica S.A.         | Costa Rica     | 80.8%          | 553,872                 | 239,549          | 851,149              | -                |
| Inversiones Financieras Davivienda S.A. | El Salvador    | 96.1%          | 746,487                 | 315,396          | 1,046,269            | 63,260           |
| Banco Davivienda Honduras S.A.          | Honduras       | 94.2%          | 229,889                 | 120,934          | 383,796              | -                |
| Seguros Bolívar Honduras S.A.           | Honduras       | 88.6%          | 68,895                  | 27,405           | 93,016               | -                |
|   |                |                | <u>1,894,940</u>        | <u>963,850</u>   | <u>3,006,081</u>     | <u>63,260</u>    |
| <u>Colombian Subsidiaries</u>           |                |                |                         |                  |                      |                  |
| Corredores Davivienda S.A.              | Colombia       | 91.6%          | 123,269                 | 17,786           | 143,080              | -                |
| Fiduciaria Davivienda S.A.              | Colombia       | 94.7%          | 150,320                 | 86,802           | 195,738              | 27,179           |
| Sigma                                   | Colombia       | 100.0%         | 475                     | 746              | 944                  | 877              |
|   |                |                | <u>274,064</u>          | <u>105,334</u>   | <u>339,762</u>       | <u>28,056</u>    |
| <u>Associates</u>                       |                |                |                         |                  |                      |                  |
| Redeban Multicolor S.A.                 | Colombia       | 26.0%          | 18,816                  | 6,135            | 24,951               | 1,229            |
| Titularizadora Colombiana S.A.          | Colombia       | 26.9%          | 28,741                  | (6,552)          | 34,092               | 3,106            |
|   |                |                | <u>47,557</u>           | <u>(417)</u>     | <u>59,043</u>        | <u>4,335</u>     |
|   |                |                | <u>2,216,561</u>        | <u>1,068,767</u> | <u>3,404,886</u>     | <u>95,651</u>    |

(\*) Equity Share Method

As of January 1, 2017 and in compliance with Decree 2496 of December 23, 2015, the equity share method in Separate Financial Statements for investments in Associates is implemented, as permitted by NIC 27 amendment, having an effect in book Value of investments in Associates, a Value lesser than \$189 Million Pesos.

December 31, 2016

| <u>Name</u>                             | <u>Country</u> | <u>% share</u> | <u>Acquisition cost</u> | <u>MPP (*)</u> | <u>Adjusted cost</u> | <u>Dividends</u> |
|---|----------------|----------------|-------------------------|----------------|----------------------|------------------|
| <u>International Subsidiaries</u>       |                |                |                         |                |                      |                  |
| Banco Davivienda Panamá S.A.            | Panamá         | 100.0%         | 218,290                 | 194,606        | 424,047              | -                |
| Banco Internacional Davivienda S.A.     | Panamá         | 100.0%         | 77,507                  | 20,847         | 100,781              | -                |
| Grupo del Istmo Costa Rica S.A.         | Costa Rica     | 97.3%          | 553,872                 | 218,330        | 829,930              | -                |
| Inversiones Financieras Davivienda S.A. | El Salvador    | 96.1%          | 746,487                 | 260,867        | 1,042,202            | 14,509           |
| Banco Davivienda Honduras S.A.          | Honduras       | 94.2%          | 229,889                 | 99,114         | 361,976              | -                |
| Seguros Bolívar Honduras S.A.           | Honduras       | 88.6%          | 68,895                  | 14,832         | 80,444               | 6,544            |
|   |                |                | <u>1,894,940</u>        | <u>808,596</u> | <u>2,839,380</u>     | <u>21,053</u>    |
| <u>Colombian Subsidiaries</u>           |                |                |                         |                |                      |                  |
| Corredores Davivienda S.A.              | Colombia       | 91.6%          | 123,269                 | 8,271          | 133,565              | 6,675            |
| Fiduciaria Davivienda S.A.              | Colombia       | 94.7%          | 150,320                 | 46,859         | 182,974              | 14,205           |
| Sigma                                   | Colombia       | 100.0%         | 475                     | 688            | 1,163                | -                |
|   |                |                | <u>274,064</u>          | <u>55,818</u>  | <u>317,702</u>       | <u>20,880</u>    |
| <u>Associates</u>                       |                |                |                         |                |                      |                  |
| Redeban Multicolor S.A.                 | Colombia       | 26.0%          | 18,816                  | -              | 18,816               | -                |
| Titularizadora Colombiana S.A.          | Colombia       | 26.9%          | 28,741                  | -              | 40,643               | 3,854            |
|   |                |                | <u>47,557</u>           | <u>-</u>       | <u>59,459</u>        | <u>3,854</u>     |
|   |                |                | <u>2,216,561</u>        | <u>864,414</u> | <u>3,216,541</u>     | <u>45,787</u>    |

(\*) Equity Method

The following is the Value of the homogenized asset, liability and equity, as the basis to calculate the equity method:

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December 31, 2017

|   | <u>Share</u> | <u>Total Assets</u> | <u>Total Liabilities</u> | <u>Total Equity</u> | <u>P&amp;L</u> |
|---|--------------|---------------------|--------------------------|---------------------|----------------|
| <u>Subsidiaries</u>                       |              |                     |                          |                     |                |
| FiduDavivienda S.A.                       | 94.7%        | 231,949             | 25,260                   | 206,689             | 39,896         |
| Corredores Davivienda S.A.                | 91.6%        | 224,833             | 148,727                  | 76,106              | 9,701          |
| Sigma                                     | 100.0%       | 1,519               | 575                      | 944                 | 658            |
| Banco Davivienda Panamá Lic General       | 100.0%       | 3,859,746           | 3,399,541                | 460,205             | 38,200         |
| Banco Davivienda Panamá Lic Internacional | 100.0%       | 468,334             | 300,460                  | 167,873             | 11,371         |
| Grupo del Istmo S.A.                      | 80.8%        | 8,692,799           | 7,887,878                | 804,921             | 42,397         |
| Inversiones Financieras Davivienda S.A.   | 96.1%        | 7,521,755           | 6,658,399                | 863,357             | 73,041         |
| Banco Honduras Davivienda S.A.            | 94.2%        | 3,054,648           | 2,697,643                | 357,006             | 24,081         |
| Seguros Honduras S.A.                     | 88.6%        | <u>263,007</u>      | <u>167,686</u>           | <u>95,321</u>       | <u>14,093</u>  |
|   |              | <u>24,318,590</u>   | <u>21,286,169</u>        | <u>3,032,422</u>    | <u>253,438</u> |
| <u>Associates</u>                         |              |                     |                          |                     |                |
| Redeban Multicolor S.A.                   | 26.0%        | 175,359             | 79,535                   | 95,823              | 9,725          |
| Titularizadora Colombiana S.A.            | 26.9%        | <u>614,032</u>      | <u>487,073</u>           | <u>126,959</u>      | <u>8,161</u>   |
|   |              | <u>789,391</u>      | <u>566,608</u>           | <u>222,782</u>      | <u>17,886</u>  |
|   |              | <u>25,107,981</u>   | <u>21,852,777</u>        | <u>3,255,204</u>    | <u>271,324</u> |

December 31, 2016

|   | <u>Share</u> | <u>Total Assets</u> | <u>Total Liabilities</u> | <u>Total Equity</u> | <u>P&amp;L</u> |
|---|--------------|---------------------|--------------------------|---------------------|----------------|
| <u>Subsidiaries</u>                       |              |                     |                          |                     |                |
| FiduDavivienda S.A.                       | 94.7%        | 209,414             | 16,203                   | 193,211             | 35,007         |
| Corredores Davivienda S.A.                | 91.6%        | 219,294             | 153,571                  | 65,723              | 7,115          |
| Sigma                                     | 100.0%       | 1,714               | 551                      | 1,163               | 667            |
| Banco Davivienda Panamá Lic General       | 100.0%       | 3,816,913           | 3,392,538                | 424,375             | 22,932         |
| Banco Davivienda Panamá Lic Internacional | 100.0%       | 466,694             | 370,014                  | 96,680              | 9,041          |
| Grupo del Istmo S.A.                      | 97.3%        | 8,004,089           | 7,284,415                | 719,674             | 54,834         |
| Inversiones Financieras Davivienda S.A.   | 96.1%        | 6,909,906           | 6,050,781                | 859,125             | 77,302         |
| Banco Honduras Davivienda S.A.            | 94.2%        | 3,053,395           | 2,719,550                | 333,845             | 44,024         |
| Seguros Honduras S.A.                     | 88.6%        | <u>237,932</u>      | <u>156,794</u>           | <u>81,137</u>       | <u>19,832</u>  |
|   |              | <u>22,919,351</u>   | <u>20,144,417</u>        | <u>2,774,933</u>    | <u>270,754</u> |

The following is the investment detail in Associates:

|   | <u>December 31, 2017 (*)</u> | <u>December 31, 2016 (**)</u> |
|---|------------------------------|-------------------------------|
| Opening balance                               | 59,459                       | 63,779                        |
| Derecognition (Multiactivos S.A. liquidation) | -                            | (4,320)                       |
| Implementation Associates method              | <u>(416)</u>                 | <u>-</u>                      |
| Closing balance                               | <u>59,043</u>                | <u>59,459</u>                 |

\* All dividends were received in cash.

\*\* Dividends received at December 31, 2016 are \$3,854 cash and \$1,477 shares

**12.3.8. Joint Operations**

The following is the summary of Joint operations corresponding to share in the retail business:

|                   | <u>December 31, 2017</u> |                    |                | <u>December 31, 2016</u> |                    |                |
|-------------------|--------------------------|--------------------|----------------|--------------------------|--------------------|----------------|
|                   | <u>Assets</u>            | <u>Liabilities</u> | <u>% Share</u> | <u>Assets</u>            | <u>Liabilities</u> | <u>% Share</u> |
| Loan Portfolio    | 71,890                   | -                  |                | 48,043                   | -                  |                |
| Interest          | 1,426                    | -                  | 50%            | 923                      | -                  | 50%            |
| Other collections | <u>532</u>               | <u>-</u>           |                | <u>366</u>               | <u>-</u>           |                |
|                   | <u>73,848</u>            | <u>-</u>           |                | <u>49,332</u>            | <u>-</u>           |                |

Shares in Joint operations in assets include:

|                           | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------|--------------------------|--------------------------|
| <u>In Colombian Pesos</u> |                          |                          |
| Loan Portfolio            | 71,890                   | 48,043                   |
| Interest                  | 1,426                    | 923                      |
| Other collections         | <u>532</u>               | <u>366</u>               |
|                           | <u>73,848</u>            | <u>49,332</u>            |

Joint operations shares do not include balances in liabilities.



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The following is the movement of Joint operations:

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Opening balance  | 49,332                   | 25,186                   |
| Growth of loan portfolio, interest and other collections | <u>24,516</u>            | <u>24,146</u>            |
| Closing balance  | <u>73,848</u>            | <u>49,332</u>            |

**12.4. Derivatives**

The following is the summary of derivatives made by the Bank:

December 31, 2017

| <u>Product</u>     | <u>Assets</u>          |                   | <u>Liabilities</u>     |                   | <u>Total</u>    |
|--------------------|------------------------|-------------------|------------------------|-------------------|-----------------|
|                    | <u>Notional Amount</u> | <u>Fair Value</u> | <u>Notional Amount</u> | <u>Fair Value</u> |                 |
| Cash transactions  | 29,619                 | 53                | 57,128                 | 67                | (14)            |
| Options Contracts  | 1,337,431              | 21,831            | 1,373,317              | 17,888            | 3,943           |
| Futures Contracts  | 3,157,738              | -                 | -                      | -                 | -               |
| Swaps Contracts    | 15,382,156             | 230,722           | 16,463,122             | 243,670           | (12,948)        |
| Forwards Contracts | <u>7,145,950</u>       | <u>82,806</u>     | <u>8,295,476</u>       | <u>92,924</u>     | <u>(10,118)</u> |
|                    | <u>27,052,894</u>      | <u>335,412</u>    | <u>26,189,043</u>      | <u>354,549</u>    | <u>(19,137)</u> |

December 31, 2016

| <u>Product</u>     | <u>Assets</u>          |                   | <u>Liabilities</u>     |                   | <u>Total</u>   |
|--------------------|------------------------|-------------------|------------------------|-------------------|----------------|
|                    | <u>Notional Amount</u> | <u>Fair Value</u> | <u>Notional Amount</u> | <u>Fair Value</u> |                |
| Cash transactions  | -                      | 59                | -                      | 64                | (5)            |
| Options Contracts  | 1,028,733              | 22,561            | 977,428                | 22,395            | 166            |
| Futures Contracts  | 2,107,664              | -                 | 2,107,664              | -                 | -              |
| Swaps Contracts    | 14,940,972             | 122,729           | 16,815,093             | 125,199           | (2,470)        |
| Forwards Contracts | <u>5,132,418</u>       | <u>93,157</u>     | <u>6,033,350</u>       | <u>98,512</u>     | <u>(5,355)</u> |
|                    | <u>23,209,787</u>      | <u>238,506</u>    | <u>25,933,535</u>      | <u>246,170</u>    | <u>(7,664)</u> |

The result of speculative derivatives is the following:

December 31, 2017

|                      |            | <u>Forward</u>    | <u>Futures</u>   | <u>Swaps</u>     | <u>Options</u> | <u>Total</u>      |
|----------------------|------------|-------------------|------------------|------------------|----------------|-------------------|
| Currency purchases   | Right      | 7,236,021         | 1,816,320        | 776,994          | -              | 9,829,335         |
|                      | Obligation | 7,303,135         | 1,816,320        | 771,817          | -              | 9,891,272         |
| Currency sales       | Right      | 7,500,608         | 1,592,871        | 804,578          | -              | 9,898,057         |
|                      | Obligation | 7,442,751         | 1,592,871        | 809,697          | -              | 9,845,319         |
| Securities purchases | Right      | 26,727            | 40,920           | -                | -              | 67,647            |
|                      | Obligation | 26,580            | 40,920           | -                | -              | 67,500            |
| Securities sales     | Right      | 680,530           | 147,249          | -                | -              | 827,779           |
|                      | Obligation | 681,538           | 147,249          | -                | -              | 828,787           |
| Interest rate        | Right      | -                 | -                | 3,031,733        | -              | 3,031,733         |
|                      | Obligation | -                 | -                | 3,044,739        | -              | 3,044,739         |
| Call options         | Purchase   | -                 | -                | -                | 778            | 778               |
|                      | Sell       | -                 | -                | -                | (16,649)       | (16,649)          |
| Put Options          | Purchase   | -                 | -                | -                | 21,053         | 21,053            |
|                      | Sell       | -                 | -                | -                | (1,239)        | (1,239)           |
| Total rights         |            | <u>15,443,886</u> | <u>3,597,360</u> | <u>4,613,305</u> | -              | <u>23,654,551</u> |
| Total obligations    |            | <u>15,454,004</u> | <u>3,597,360</u> | <u>4,626,253</u> | -              | <u>23,677,617</u> |
| Total Net            |            | <u>(10,118)</u>   | <u>-</u>         | <u>(12,948)</u>  | <u>3,943</u>   | <u>(19,123)</u>   |

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December 31, 2016

|                      |            | <u>Forward</u>    | <u>Futures</u>   | <u>Swaps</u>     | <u>Options</u> | <u>Total</u>      |
|----------------------|------------|-------------------|------------------|------------------|----------------|-------------------|
| Currency purchases   | Right      | 5,247,922         | 1,126,154        | 104,717          | -              | 6,478,793         |
|                      | Obligation | 5,310,369         | 1,126,154        | 105,269          | -              | 6,541,792         |
| Currency sales       | Right      | 5,735,773         | 931,422          | 89,821           | -              | 6,757,016         |
|                      | Obligation | 5,678,315         | 931,422          | 90,384           | -              | 6,700,121         |
| Securities purchases | Right      | 26,311            | 116,884          | -                | -              | 143,195           |
|                      | Obligation | 25,675            | 116,884          | -                | -              | 142,559           |
| Securities sales     | Right      | 201,169           | 328,754          | -                | -              | 529,923           |
|                      | Obligation | 202,171           | 328,754          | -                | -              | 530,925           |
| Interest rate        | Right      | -                 | -                | 3,028,581        | -              | 3,028,581         |
|                      | Obligation | -                 | -                | 3,029,936        | -              | 3,029,936         |
| Call options         | Purchase   | -                 | -                | -                | 1,418          | 1,418             |
|                      | Sell       | -                 | -                | -                | (20,208)       | (20,208)          |
| Put options          | Purchase   | -                 | -                | -                | 21,143         | 21,143            |
|                      | Sell       | -                 | -                | -                | (2,187)        | (2,187)           |
| Total rights         |            | <u>11,211,175</u> | <u>2,503,214</u> | <u>3,223,119</u> | <u>-</u>       | <u>16,937,508</u> |
| Total obligations    |            | <u>11,216,530</u> | <u>2,503,214</u> | <u>3,225,589</u> | <u>-</u>       | <u>16,945,333</u> |
| Total Net            |            | <u>(5,355)</u>    | <u>-</u>         | <u>(2,470)</u>   | <u>166</u>     | <u>(7,659)</u>    |

The following is the detail of maturity periods of Derivatives: Assets y Liabilities:

December 31, 2017

|                    | <u>Less than 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>    |
|--------------------|-------------------------|------------------|-------------------|----------------------|-----------------|
| Cash transactions  | (14)                    | -                | -                 | -                    | (14)            |
| Options Contracts  | 3,943                   | -                | -                 | -                    | 3,943           |
| Swaps Contracts    | 1,983                   | (13,273)         | (1,658)           | -                    | (12,948)        |
| Forwards Contracts | <u>(10,974)</u>         | <u>856</u>       | <u>-</u>          | <u>-</u>             | <u>(10,118)</u> |
|                    | <u>(5,062)</u>          | <u>(12,417)</u>  | <u>(1,658)</u>    | <u>-</u>             | <u>(19,137)</u> |

December 31, 2016

|                    | <u>Less than 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>   |
|--------------------|-------------------------|------------------|-------------------|----------------------|----------------|
| Cash transactions  | (5)                     | -                | -                 | -                    | (5)            |
| Options Contracts  | 166                     | -                | -                 | -                    | 166            |
| Swaps Contracts    | 5,427                   | (3,512)          | (4,381)           | (4)                  | (2,470)        |
| Forwards Contracts | <u>(11,285)</u>         | <u>5,930</u>     | <u>-</u>          | <u>-</u>             | <u>(5,355)</u> |
|                    | <u>(5,697)</u>          | <u>2,418</u>     | <u>(4,381)</u>    | <u>(4)</u>           | <u>(7,664)</u> |

**Credit Quality of derivatives**

The following is the credit quality of derivatives portfolio, according to the rating by independent risk rating agents to the counterparties with which we have derivate contracts:

December 31, 2017

| <u>Credit Quality</u>            | <u>Options Contracts</u> | <u>Futures Contracts</u> | <u>Swaps Contracts</u> | <u>Forwards Contracts</u> |
|----------------------------------|--------------------------|--------------------------|------------------------|---------------------------|
| Investment grade                 | 21,576                   | -                        | 230,439                | 63,090                    |
| No rating or no rating available | <u>255</u>               | <u>-</u>                 | <u>283</u>             | <u>19,716</u>             |
|                                  | <u>21,831</u>            | <u>-</u>                 | <u>230,722</u>         | <u>82,806</u>             |

December 31, 2016

| <u>Credit Quality</u>            | <u>Options Contracts</u> | <u>Futures Contracts</u> | <u>Swaps Contracts</u> | <u>Forwards Contracts</u> |
|----------------------------------|--------------------------|--------------------------|------------------------|---------------------------|
| Investment grade                 | 22,241                   | -                        | 122,052                | 54,471                    |
| No rating or no rating available | <u>320</u>               | <u>-</u>                 | <u>677</u>             | <u>38,686</u>             |
|                                  | <u>22,561</u>            | <u>-</u>                 | <u>122,729</u>         | <u>93,157</u>             |

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**12.5. Loans and financial leasing operations, net**

**12.5.1. Loans and financial leasing by mode**

The following is the detail of loans and leasing operations by mode:

|                            | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|----------------------------|--------------------------|--------------------------|
| <u>Commercial Loans</u>    |                          |                          |
| Corporate and construction | 18,877,093               | 18,934,248               |
| Other commercial lines     | 7,505,709                | 6,726,280                |
| Financial Leasing          | 2,317,622                | 1,838,313                |
| Credit Card                | 425,324                  | 372,107                  |
| Vehicles                   | 753,500                  | 717,023                  |
| Overdraft                  | 168,993                  | 130,594                  |
|                            | <u>30,048,241</u>        | <u>28,718,565</u>        |
| <u>Home Mortgage (1)</u>   |                          |                          |
| Home Mortgage              | 7,081,219                | 6,365,128                |
| Residential Leasing        | <u>7,403,938</u>         | <u>6,250,861</u>         |
|                            | <u>14,485,157</u>        | <u>12,615,989</u>        |
| <u>Consumer Loans</u>      |                          |                          |
| Credit Card                | 3,871,617                | 3,592,248                |
| Other consumer lines       | 10,698,282               | 9,614,870                |
| Vehicles                   | 2,092,198                | 1,935,951                |
| Overdraft                  | 31,427                   | 34,355                   |
| Financial Leasing          | <u>19,569</u>            | <u>20,846</u>            |
|                            | <u>16,713,093</u>        | <u>15,198,270</u>        |
| <u>Microcredit Loans</u>   |                          |                          |
| Financial Leasing          | 545                      | 867                      |
| Microcredit                | <u>99,673</u>            | <u>116,955</u>           |
|                            | <u>100,218</u>           | <u>117,822</u>           |
| Gross Loans                | <u>61,346,709</u>        | <u>56,650,646</u>        |
| Less individual Provision  | (2,820,331)              | (2,230,345)              |
| Less general Provision     | <u>(146,282)</u>         | <u>(127,702)</u>         |
| Total loans, net           | <u>58,380,096</u>        | <u>54,292,599</u>        |

(1) Includes employee loans of \$196.039 at December 31, 2017 and \$ 194.212 at December 31, 2016.

**12.5.2. Social Housing (VIS)**

The Bank placed funds for \$2,192,420 corresponding to individual loans for \$1,355,549 and construction loans for \$836,871 at December 31, 2017, and \$2,046,485 corresponding to individual loans for \$1,085,311 and construction loans for \$961,175 at December 31, 2016.

The following is the balance and amount of portfolio loans for VIS:

|                    | <u>December 31, 2017</u> |                  | <u>December 31, 2016</u> |                  |
|--------------------|--------------------------|------------------|--------------------------|------------------|
|                    | <u># of Obligations</u>  | <u>Value</u>     | <u># of Obligations</u>  | <u>Value</u>     |
| Individual loans   | 157,146                  | 4,810,774        | 148,041                  | 4,308,724        |
| Construction loans | 162                      | 648,414          | 197                      | 667,669          |
| Leasing            | <u>278</u>               | <u>5,246</u>     | <u>323</u>               | <u>6,274</u>     |
|                    | <u>157,586</u>           | <u>5,464,434</u> | <u>148,561</u>           | <u>4,982,667</u> |

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**12.5.3. Subsidized Loans**

The following are the subsidized loan balances:

December 31, 2017

| <u>Decree</u> | <u>Value of property in monthly<br/>min. Wage (MMW)</u> | <u>Rate coverage %</u> | <u>Number of loans</u> | <u>Disbursement Value</u> | <u>Capital Balance</u> |
|---------------|---|------------------------|------------------------|---------------------------|------------------------|
| 1143/2009     | VIS up to 135   | 5.0%                   | 25,153                 | 715,874                   | 354,130                |
|               | >135 up to 235  | 4.0%                   | 3,725                  | 228,854                   | 54,987                 |
|               | >235 up to 335  | 3.0%                   | 2,556                  | 224,152                   | 63,041                 |
|               |   |                        | <u>31,434</u>          | <u>1,168,880</u>          | <u>472,158</u>         |
| 1190/2012     | VIS up to 135   | 5.0%                   | 14,022                 | 318,570                   | 287,078                |
|               | >70 up to 135   | 4.0%                   | <u>47,504</u>          | <u>2,087,811</u>          | <u>1,910,888</u>       |
|               |   |                        | <u>61,526</u>          | <u>2,406,381</u>          | <u>2,197,966</u>       |
| 0701/2013     | >135 MMW up to 235 MMW                                  | 2.5%                   | 7,449                  | 693,380                   | 431,534                |
|               | >235 MMW up to 335 MMW                                  |                        |                        |                           |                        |
| 2480/2014     | 0 MMW up to 70 MMW                                      | 5.0%                   | 18,659                 | 431,524                   | 426,207                |
| 161/2014      |   |                        |                        |                           |                        |
| 428/2015      | >70 MMW up to 135 MMW                                   | 4.0%                   | 6,086                  | 306,522                   | 300,544                |
| 1442/2017     | 135 MMW up to 435 MMW                                   | 5.0%                   | <u>109</u>             | <u>2,824</u>              | <u>2,824</u>           |
|               |   |                        | <u>6,195</u>           | <u>309,346</u>            | <u>303,368</u>         |
| 2500/2015     | >135 MMW up to 235 MMW                                  | 2.5%                   | 10,289                 | 1,163,624                 | 1,015,571              |
|               | >235 MMW up to 335 MMW                                  |                        |                        |                           |                        |
|               |   |                        | <u>135,552</u>         | <u>6,173,135</u>          | <u>4,846,804</u>       |

December 31, 2016

| <u>Decree</u> | <u>Value of property in monthly<br/>min. Wage (MMW)</u> | <u>Rate coverage %</u> | <u>Number of loans</u> | <u>Disbursement Value</u> | <u>Capital Balance</u> |
|---------------|---|------------------------|------------------------|---------------------------|------------------------|
| 1143/2009     | VIS up to 135   | 5.0%                   | 26,763                 | 765,641                   | 548,804                |
|               | >135 up to 235  | 4.0%                   | 4,013                  | 246,288                   | 157,725                |
|               | >235 up to 335  | 3.0%                   | <u>2,730</u>           | <u>239,312</u>            | <u>145,391</u>         |
|               |   |                        | <u>33,506</u>          | <u>1,251,241</u>          | <u>851,920</u>         |
| 1190/2012     | VIS up to 70  | 5.0%                   | 13,624                 | 307,877                   | 289,394                |
|               | >70 up to 135   | 4.0%                   | <u>40,446</u>          | <u>1,726,329</u>          | <u>1,608,557</u>       |
|               |   |                        | <u>54,070</u>          | <u>2,034,206</u>          | <u>1,897,951</u>       |
| 0701/2013     | >135 MMW up to 235 MMW                                  | 2.5%                   | 8,164                  | 759,580                   | 636,103                |
|               | >235 MMW up to 335 MMLV                                 |                        |                        |                           |                        |
| 2480/2014     | 0 MMW up to 70 MMW                                      | 5.0%                   | 12,838                 | 296,105                   | 295,399                |
| 161/2014      |   |                        |                        |                           |                        |
| 428/2015      | >70 MMW up to 135 MMW                                   | 4.0%                   | 2,300                  | 114,178                   | 112,719                |
|               | >135 MMW up to 235 MMW                                  |                        |                        |                           |                        |
| 2500/2015     | >235 MMW up to 335 MMW                                  | 2.5%                   | 4,438                  | 466,718                   | 456,188                |
|               |   |                        |                        |                           |                        |
|               |   |                        | <u>115,316</u>         | <u>4,922,028</u>          | <u>4,250,280</u>       |

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**12.5.4. Loan and Financial Leasing Portfolio by risk level**

The following are portfolio loans by risk rating:

December 31, 2017

| Rating                                 | Capital           | Interest       | Others        | Total             | Permissible<br>Collateral | Provisions         |                 |                 |
|--|-------------------|----------------|---------------|-------------------|---------------------------|--------------------|-----------------|-----------------|
|  |                   |                |               |                   |                           | Capital            | Interest        | Others          |
| <u>Commercial</u>                      |                   |                |               |                   |                           |                    |                 |                 |
| A - Normal                             | 24,167,096        | 219,219        | 10,075        | 24,396,390        | 25,083,700                | (359,059)          | (4,339)         | (485)           |
| B - Acceptable                         | 1,365,833         | 14,201         | 1,398         | 1,381,432         | 1,074,504                 | (97,482)           | (1,435)         | (236)           |
| C - Appreciable                        | 1,352,099         | 10,321         | 659           | 1,363,079         | 702,922                   | (239,988)          | (6,649)         | (583)           |
| D - Significant                        | 704,125           | 15,293         | 4,284         | 723,702           | 637,770                   | (387,588)          | (15,293)        | (4,284)         |
| E - Uncollectible                      | <u>141,466</u>    | <u>3,623</u>   | <u>1,008</u>  | <u>146,097</u>    | <u>196,351</u>            | <u>(122,909)</u>   | <u>(3,623)</u>  | <u>(1,008)</u>  |
|  | <u>27,730,619</u> | <u>262,657</u> | <u>17,424</u> | <u>28,010,700</u> | <u>27,695,247</u>         | <u>(1,207,026)</u> | <u>(31,339)</u> | <u>(6,596)</u>  |
| <u>Consumer</u>                        |                   |                |               |                   |                           |                    |                 |                 |
| A - Normal                             | 14,983,218        | 139,916        | 40,207        | 15,163,341        | 3,640,741                 | (462,381)          | (5,574)         | (1,549)         |
| B - Acceptable                         | 563,043           | 12,750         | 2,274         | 578,067           | 137,920                   | (75,792)           | (2,632)         | (613)           |
| C - Appreciable                        | 368,505           | 8,018          | 1,425         | 377,948           | 121,978                   | (80,422)           | (7,545)         | (1,338)         |
| D - Significant                        | 531,758           | 13,353         | 2,892         | 548,003           | 136,127                   | (457,736)          | (13,353)        | (2,892)         |
| E - Uncollectible                      | <u>247,000</u>    | <u>4,770</u>   | <u>2,360</u>  | <u>254,130</u>    | <u>122,278</u>            | <u>(214,647)</u>   | <u>(4,770)</u>  | <u>(2,360)</u>  |
|  | <u>16,693,524</u> | <u>178,807</u> | <u>49,158</u> | <u>16,921,489</u> | <u>4,159,044</u>          | <u>(1,290,978)</u> | <u>(33,874)</u> | <u>(8,752)</u>  |
| <u>Home mortgage</u>                   |                   |                |               |                   |                           |                    |                 |                 |
| A - Normal                             | 6,653,412         | 32,643         | 9,191         | 6,695,246         | 15,946,888                | (65,683)           | (585)           | (1,075)         |
| B - Acceptable                         | 212,765           | 825            | 1,251         | 214,841           | 550,927                   | (6,847)            | (825)           | (1,251)         |
| C - Appreciable                        | 87,711            | 384            | 1,025         | 89,120            | 227,516                   | (8,790)            | (384)           | (1,025)         |
| D - Significant                        | 105,026           | 304            | 1,437         | 106,767           | 262,472                   | (21,023)           | (304)           | (1,437)         |
| E - Uncollectible                      | <u>22,305</u>     | <u>119</u>     | <u>855</u>    | <u>23,279</u>     | <u>61,506</u>             | <u>(7,049)</u>     | <u>(119)</u>    | <u>(855)</u>    |
|  | <u>7,081,219</u>  | <u>34,275</u>  | <u>13,759</u> | <u>7,129,253</u>  | <u>17,049,309</u>         | <u>(109,392)</u>   | <u>(2,217)</u>  | <u>(5,643)</u>  |
| General Provision<br>(impairment Home) | -                 | -              | -             | -                 | -                         | (71,040)           | -               | -               |
|  | <u>7,081,219</u>  | <u>34,275</u>  | <u>13,759</u> | <u>7,129,253</u>  | <u>17,049,309</u>         | <u>(180,432)</u>   | <u>(2,217)</u>  | <u>(5,643)</u>  |
| <u>Microcredit</u>                     |                   |                |               |                   |                           |                    |                 |                 |
| A - Normal                             | 85,802            | 853            | 367           | 87,022            | 134,685                   | (858)              | (73)            | (54)            |
| B - Acceptable                         | 4,304             | 22             | 32            | 4,358             | 5,936                     | (106)              | (20)            | (32)            |
| C - Appreciable                        | 2,106             | 12             | 17            | 2,135             | 3,359                     | (93)               | (12)            | (17)            |
| D - Significant                        | 1,515             | 12             | 18            | 1,545             | 2,131                     | (219)              | (12)            | (18)            |
| E - Uncollectible                      | <u>5,946</u>      | <u>58</u>      | <u>158</u>    | <u>6,162</u>      | <u>7,282</u>              | <u>(1,791)</u>     | <u>(58)</u>     | <u>(158)</u>    |
|  | <u>99,673</u>     | <u>957</u>     | <u>592</u>    | <u>101,222</u>    | <u>153,393</u>            | <u>(3,067)</u>     | <u>(175)</u>    | <u>(279)</u>    |
| General Provision<br>(impairment       | -                 | -              | -             | -                 | -                         | (997)              | -               | -               |
|  | <u>99,673</u>     | <u>957</u>     | <u>592</u>    | <u>101,222</u>    | <u>153,393</u>            | <u>(4,064)</u>     | <u>(175)</u>    | <u>(279)</u>    |
| Loan portfolio (*)                     | <u>51,605,035</u> | <u>476,696</u> | <u>80,933</u> | <u>52,162,664</u> | <u>49,056,993</u>         | <u>(2,682,500)</u> | <u>(67,605)</u> | <u>(21,270)</u> |

\* Does not include Leasing

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|  |                   |                 |               |                   |                                   |                    | <u>Provisions</u> |                 |
|--|-------------------|-----------------|---------------|-------------------|-----------------------------------|--------------------|-------------------|-----------------|
| <u>Rating</u>                                    | <u>Capital</u>    | <u>Interest</u> | <u>Others</u> | <u>Total</u>      | <u>Permissible<br/>Collateral</u> | <u>Capital</u>     | <u>Interest</u>   | <u>Others</u>   |
| <u>Commercial</u>                                |                   |                 |               |                   |                                   |                    |                   |                 |
| A - Normal                                       | 24,937,442        | 277,301         | 8,777         | 25,223,520        | 20,837,776                        | (388,529)          | (4,935)           | (418)           |
| B - Acceptable                                   | 1,118,374         | 23,669          | 792           | 1,142,835         | 900,276                           | (105,554)          | (2,428)           | (197)           |
| C - Appreciable                                  | 321,986           | 6,571           | 551           | 329,108           | 374,428                           | (53,053)           | (5,131)           | (498)           |
| D - Significant                                  | 399,449           | 14,686          | 2,094         | 416,229           | 472,378                           | (228,134)          | (14,686)          | (2,094)         |
| E - Uncollectible                                | <u>103,001</u>    | <u>1,900</u>    | <u>412</u>    | <u>105,313</u>    | <u>173,545</u>                    | <u>(89,344)</u>    | <u>(1,900)</u>    | <u>(412)</u>    |
|  | <u>26,880,252</u> | <u>324,127</u>  | <u>12,626</u> | <u>27,217,005</u> | <u>22,758,403</u>                 | <u>(864,614)</u>   | <u>(29,080)</u>   | <u>(3,619)</u>  |
| <u>Consumer</u>                                  |                   |                 |               |                   |                                   |                    |                   |                 |
| A - Normal                                       | 13,773,622        | 129,239         | 36,300        | 13,939,161        | 3,551,388                         | (414,382)          | (4,934)           | (1,450)         |
| B - Acceptable                                   | 464,896           | 10,170          | 1,920         | 476,986           | 103,591                           | (58,338)           | (2,182)           | (560)           |
| C - Appreciable                                  | 345,066           | 6,364           | 1,281         | 352,711           | 104,560                           | (66,839)           | (5,908)           | (1,201)         |
| D - Significant                                  | 365,675           | 9,308           | 1,929         | 376,912           | 76,458                            | (318,361)          | (9,308)           | (1,929)         |
| E - Uncollectible                                | <u>228,165</u>    | <u>4,383</u>    | <u>2,148</u>  | <u>234,696</u>    | <u>111,309</u>                    | <u>(218,986)</u>   | <u>(4,383)</u>    | <u>(2,148)</u>  |
|  | <u>15,177,424</u> | <u>159,464</u>  | <u>43,578</u> | <u>15,380,466</u> | <u>3,947,306</u>                  | <u>(1,076,906)</u> | <u>(26,715)</u>   | <u>(7,288)</u>  |
| <u>Home Mortgage</u>                             |                   |                 |               |                   |                                   |                    |                   |                 |
| A - Normal                                       | 6,064,056         | 28,188          | 8,332         | 6,100,576         | 14,310,282                        | (60,184)           | (1,863)           | (1,282)         |
| B - Acceptable                                   | 175,829           | 589             | 1,129         | 177,547           | 458,654                           | (7,099)            | (589)             | (1,129)         |
| C - Appreciable                                  | 86,013            | 330             | 1,073         | 87,416            | 222,544                           | (8,651)            | (330)             | (1,073)         |
| D - Significant                                  | 21,438            | 79              | 490           | 22,007            | 57,281                            | (6,438)            | (79)              | (490)           |
| E - Uncollectible                                | <u>17,792</u>     | <u>103</u>      | <u>742</u>    | <u>18,637</u>     | <u>48,443</u>                     | <u>(17,792)</u>    | <u>(103)</u>      | <u>(742)</u>    |
|  | <u>6,365,128</u>  | <u>29,289</u>   | <u>11,766</u> | <u>6,406,183</u>  | <u>15,097,204</u>                 | <u>(100,164)</u>   | <u>(2,964)</u>    | <u>(4,716)</u>  |
| General Provision<br>(impairment Home)           | -                 | -               | -             | -                 | -                                 | (63,850)           | -                 | -               |
|  | <u>6,365,128</u>  | <u>29,289</u>   | <u>11,766</u> | <u>6,406,183</u>  | <u>15,097,204</u>                 | <u>(164,014)</u>   | <u>(2,964)</u>    | <u>(4,716)</u>  |
| <u>Microcredit</u>                               |                   |                 |               |                   |                                   |                    |                   |                 |
| A - Normal                                       | 105,740           | 1,093           | 405           | 107,238           | 154,993                           | (4,335)            | (99)              | (59)            |
| B - Acceptable                                   | 3,184             | 20              | 29            | 3,233             | 4,587                             | (689)              | (20)              | (29)            |
| C - Appreciable                                  | 2,102             | 15              | 26            | 2,143             | 2,685                             | (915)              | (15)              | (26)            |
| D - Significant                                  | 1,447             | 10              | 20            | 1,477             | 1,796                             | (1,447)            | (10)              | (20)            |
| E - Uncollectible                                | <u>4,482</u>      | <u>51</u>       | <u>124</u>    | <u>4,657</u>      | <u>5,854</u>                      | <u>(4,482)</u>     | <u>(51)</u>       | <u>(124)</u>    |
|  | <u>116,955</u>    | <u>1,189</u>    | <u>604</u>    | <u>118,748</u>    | <u>169,915</u>                    | <u>(11,868)</u>    | <u>(195)</u>      | <u>(258)</u>    |
| General Provision<br>(impairment<br>Microcredit) | -                 | -               | -             | -                 | -                                 | (1,170)            | -                 | -               |
|  | <u>116,955</u>    | <u>1,189</u>    | <u>604</u>    | <u>118,748</u>    | <u>169,915</u>                    | <u>(13,038)</u>    | <u>(195)</u>      | <u>(258)</u>    |
| Loans (*)  | <u>48,539,759</u> | <u>514,069</u>  | <u>68,574</u> | <u>49,122,402</u> | <u>41,972,828</u>                 | <u>(2,118,572)</u> | <u>(58,954)</u>   | <u>(15,881)</u> |

\* Does not include Leasing Loans

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The following is the Financial Leasing by risk rating:

December 31, 2017

| Rating   | Capital          | Interest      | Others        | Total            | Permissible       | Capital          | Provisions<br>Interest | Others          |
|--|------------------|---------------|---------------|------------------|-------------------|------------------|------------------------|-----------------|
| <u>Commercial</u>                                |                  |               |               |                  |                   |                  |                        |                 |
| A - Normal                                       | 2,034,795        | 15,075        | 2,661         | 2,052,531        | 3,474,096         | (37,328)         | (719)                  | (343)           |
| B - Acceptable                                   | 147,819          | 1,941         | 481           | 150,241          | 264,954           | (5,655)          | (187)                  | (77)            |
| C - Appreciable                                  | 42,096           | 908           | 283           | 43,287           | 63,105            | (4,674)          | (769)                  | (248)           |
| D - Significant                                  | 59,197           | 1,525         | 1,639         | 62,361           | 116,965           | (26,456)         | (1,525)                | (1,639)         |
| E - Uncollectible                                | <u>33,715</u>    | <u>1,134</u>  | <u>4,255</u>  | <u>39,104</u>    | <u>126,339</u>    | <u>(23,752)</u>  | <u>(1,134)</u>         | <u>(4,255)</u>  |
|  | <u>2,317,622</u> | <u>20,583</u> | <u>9,319</u>  | <u>2,347,524</u> | <u>4,045,459</u>  | <u>(97,865)</u>  | <u>(4,334)</u>         | <u>(6,562)</u>  |
| <u>Consumer</u>                                  |                  |               |               |                  |                   |                  |                        |                 |
| A - Normal                                       | 17,364           | 147           | 50            | 17,561           | 11,457            | (451)            | (4)                    | (2)             |
| B - Acceptable                                   | 341              | 6             | 2             | 349              | 174               | (37)             | (1)                    | -               |
| C - Appreciable                                  | 424              | 2             | 13            | 439              | 39                | (107)            | (2)                    | (13)            |
| D - Significant                                  | 271              | 2             | 22            | 295              | 401               | (205)            | (2)                    | (22)            |
| E - Uncollectible                                | <u>1,169</u>     | <u>32</u>     | <u>367</u>    | <u>1,568</u>     | <u>1,392</u>      | <u>(1,091)</u>   | <u>(32)</u>            | <u>(367)</u>    |
|  | <u>19,569</u>    | <u>189</u>    | <u>454</u>    | <u>20,212</u>    | <u>13,463</u>     | <u>(1,891)</u>   | <u>(41)</u>            | <u>(404)</u>    |
| <u>Home mortgage</u>                             |                  |               |               |                  |                   |                  |                        |                 |
| A - Normal                                       | 7,049,319        | 33,744        | 8,248         | 7,091,311        | 16,367,452        | (71,809)         | (574)                  | (666)           |
| B - Acceptable                                   | 189,543          | 876           | 863           | 191,282          | 392,880           | (6,295)          | (876)                  | (863)           |
| C - Appreciable                                  | 69,217           | 409           | 723           | 70,349           | 138,656           | (6,930)          | (409)                  | (723)           |
| D - Significant                                  | 58,857           | 258           | 747           | 59,862           | 111,821           | (11,772)         | (258)                  | (747)           |
| E - Uncollectible                                | <u>37,002</u>    | <u>352</u>    | <u>2,212</u>  | <u>39,566</u>    | <u>77,164</u>     | <u>(13,261)</u>  | <u>(352)</u>           | <u>(2,212)</u>  |
|  | <u>7,403,938</u> | <u>35,639</u> | <u>12,793</u> | <u>7,452,370</u> | <u>17,087,973</u> | <u>(110,067)</u> | <u>(2,469)</u>         | <u>(5,211)</u>  |
| General Provision<br>(impairment Home)           | -                | -             | -             | -                | -                 | (74,241)         | -                      | -               |
|  | <u>7,403,938</u> | <u>35,639</u> | <u>12,793</u> | <u>7,452,370</u> | <u>17,087,973</u> | <u>(184,308)</u> | <u>(2,469)</u>         | <u>(5,211)</u>  |
| <u>Microcredit</u>                               |                  |               |               |                  |                   |                  |                        |                 |
| A - Normal                                       | 465              | 3             | 2             | 470              | -                 | (5)              | -                      | -               |
| B - Acceptable                                   | 37               | -             | 1             | 38               | -                 | (1)              | -                      | (1)             |
| D - Significant                                  | 9                | -             | -             | 9                | -                 | (4)              | -                      | -               |
| E - Uncollectible                                | <u>34</u>        | <u>-</u>      | <u>1</u>      | <u>35</u>        | <u>-</u>          | <u>(34)</u>      | <u>-</u>               | <u>(1)</u>      |
|  | <u>545</u>       | <u>3</u>      | <u>4</u>      | <u>552</u>       | <u>-</u>          | <u>(44)</u>      | <u>-</u>               | <u>(2)</u>      |
| General Provision<br>(impairment<br>Microcredit) | -                | -             | -             | -                | -                 | (5)              | -                      | -               |
|  | <u>545</u>       | <u>3</u>      | <u>4</u>      | <u>552</u>       | <u>-</u>          | <u>(49)</u>      | <u>-</u>               | <u>(2)</u>      |
| Financial Leasing                                | <u>9,741,674</u> | <u>56,414</u> | <u>22,570</u> | <u>9,820,658</u> | <u>21,146,895</u> | <u>(284,113)</u> | <u>(6,844)</u>         | <u>(12,179)</u> |

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| <u>Rating</u>                                    | <u>Capital</u>   | <u>Interest</u> | <u>Others</u> | <u>Total</u>     | <u>Permissible</u> | <u>Capital</u>   | <u>Provisions<br/>Interest</u> | <u>Others</u>  |
|--|------------------|-----------------|---------------|------------------|--------------------|------------------|--------------------------------|----------------|
| <u>Commercial</u>                                |                  |                 |               |                  |                    |                  |                                |                |
| A - Normal                                       | 1,674,422        | 13,181          | 2,417         | 1,690,020        | 2,852,295          | (36,116)         | (634)                          | (274)          |
| B - Acceptable                                   | 63,377           | 1,040           | 330           | 64,747           | 107,247            | (2,614)          | (95)                           | (89)           |
| C - Appreciable                                  | 33,281           | 597             | 230           | 34,108           | 47,009             | (5,388)          | (495)                          | (198)          |
| D - Significant                                  | 43,750           | 1,798           | 1,031         | 46,579           | 92,145             | (20,159)         | (1,798)                        | (1,031)        |
| E - Uncollectible                                | <u>23,483</u>    | <u>955</u>      | <u>3,619</u>  | <u>28,057</u>    | <u>76,287</u>      | <u>(18,088)</u>  | <u>(955)</u>                   | <u>(3,619)</u> |
|  | <u>1,838,313</u> | <u>17,571</u>   | <u>7,627</u>  | <u>1,863,511</u> | <u>3,174,983</u>   | <u>(82,365)</u>  | <u>(3,977)</u>                 | <u>(5,211)</u> |
| <u>Consumer</u>                                  |                  |                 |               |                  |                    |                  |                                |                |
| A - Normal                                       | 18,765           | 186             | 48            | 18,999           | 11,583             | (545)            | (7)                            | (3)            |
| B - Acceptable                                   | 355              | 7               | 9             | 371              | 364                | (43)             | (1)                            | (6)            |
| C - Appreciable                                  | 466              | 4               | 8             | 478              | 254                | (133)            | (3)                            | (8)            |
| D - Significant                                  | 469              | 15              | 9             | 493              | 213                | (397)            | (15)                           | (9)            |
| E - Uncollectible                                | <u>791</u>       | <u>18</u>       | <u>278</u>    | <u>1,087</u>     | <u>1,093</u>       | <u>(788)</u>     | <u>(18)</u>                    | <u>(278)</u>   |
|  | <u>20,846</u>    | <u>230</u>      | <u>352</u>    | <u>21,428</u>    | <u>13,507</u>      | <u>(1,906)</u>   | <u>(44)</u>                    | <u>(304)</u>   |
| <u>Home mortgage</u>                             |                  |                 |               |                  |                    |                  |                                |                |
| A - Normal                                       | 6,047,812        | 27,312          | 7,137         | 6,082,261        | 13,777,702         | (61,779)         | (1,415)                        | (796)          |
| B - Acceptable                                   | 126,334          | 609             | 578           | 127,521          | 253,760            | (5,063)          | (609)                          | (578)          |
| C - Appreciable                                  | 45,076           | 266             | 483           | 45,825           | 89,130             | (4,635)          | (266)                          | (483)          |
| D - Significant                                  | 15,213           | 91              | 320           | 15,624           | 29,588             | (4,564)          | (91)                           | (320)          |
| E - Uncollectible                                | <u>16,426</u>    | <u>202</u>      | <u>1,239</u>  | <u>17,867</u>    | <u>34,982</u>      | <u>(16,426)</u>  | <u>(202)</u>                   | <u>(1,239)</u> |
|  | <u>6,250,861</u> | <u>28,480</u>   | <u>9,757</u>  | <u>6,289,098</u> | <u>14,185,162</u>  | <u>(92,467)</u>  | <u>(2,583)</u>                 | <u>(3,416)</u> |
| General Provision<br>(impairment Home)           | -                | -               | -             | -                | -                  | (62,674)         | -                              | -              |
|  | <u>6,250,861</u> | <u>28,480</u>   | <u>9,757</u>  | <u>6,289,098</u> | <u>14,185,162</u>  | <u>(155,141)</u> | <u>(2,583)</u>                 | <u>(3,416)</u> |
| <u>Microcredit</u>                               |                  |                 |               |                  |                    |                  |                                |                |
| A - Normal                                       | 849              | 7               | 3             | 859              | -                  | (35)             | (2)                            | (2)            |
| E - Uncollectible                                | <u>18</u>        | <u>-</u>        | <u>1</u>      | <u>19</u>        | <u>-</u>           | <u>(18)</u>      | <u>-</u>                       | <u>(1)</u>     |
|  | <u>867</u>       | <u>7</u>        | <u>4</u>      | <u>878</u>       | <u>-</u>           | <u>(53)</u>      | <u>(2)</u>                     | <u>(3)</u>     |
| General Provision<br>(impairment<br>Microcredit) | -                | -               | -             | -                | -                  | (9)              | -                              | -              |
|  | <u>867</u>       | <u>7</u>        | <u>4</u>      | <u>878</u>       | <u>-</u>           | <u>(62)</u>      | <u>(2)</u>                     | <u>(3)</u>     |
| Financial Leasing                                | <u>8,110,887</u> | <u>46,288</u>   | <u>17,740</u> | <u>8,174,915</u> | <u>17,373,652</u>  | <u>(239,474)</u> | <u>(6,606)</u>                 | <u>(8,934)</u> |



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**12.5.5. Loan and Financial Leasing Portfolio by economic sector**

The following is the Loan and Financial Leasing Portfolio by economic sector:

December 31, 2017

| <u>Sector</u>  | <u>Commercial</u> | <u>Consumer</u>   | <u>Home</u>      | <u>Financial<br/>Leasing</u> | <u>Microcredit</u> | <u>Total</u>      | <u>% Share</u> |
|--|-------------------|-------------------|------------------|------------------------------|--------------------|-------------------|----------------|
| Farming, livestock, forestry and fishing   | 1,631,631         | -                 | -                | 112,704                      | 2,530              | 1,746,865         | 2.85%          |
| Mining and quarries  | 408,497           | -                 | -                | 15,323                       | 4                  | 423,824           | 0.69%          |
| Manufacturing industry   | 4,070,806         | -                 | -                | 362,634                      | 2,620              | 4,436,060         | 7.23%          |
| Electricity, Gas, Steam & Air conditioning supply  | 2,957,812         | -                 | -                | 176,513                      | 70                 | 3,134,395         | 5.11%          |
| Water supply, removal of wastewater, waste and decontamination management  | 111,555           | -                 | -                | 7,799                        | 161                | 119,515           | 0.19%          |
| Construction   | 4,716,669         | -                 | -                | 140,092                      | 676                | 4,857,437         | 7.92%          |
| Wholesale and retail; Vehicles and motorcycles   | 3,855,717         | -                 | -                | 438,488                      | 6,755              | 4,300,960         | 7.01%          |
| Transport and storage  | 2,573,447         | -                 | -                | 281,956                      | 63,444             | 2,918,847         | 4.76%          |
| Accommodation and catering services  | 197,760           | -                 | -                | 49,593                       | 438                | 247,791           | 0.40%          |
| Information and communication  | 933,611           | -                 | -                | 22,034                       | 215                | 955,860           | 1.56%          |
| Finance and Insurance  | 1,470,234         | -                 | -                | 12,697                       | 72                 | 1,483,003         | 2.42%          |
| Real Property  | 1,369,321         | -                 | -                | 186,646                      | 139                | 1,556,106         | 2.54%          |
| Professional, scientific and technical   | 821,711           | -                 | -                | 103,571                      | 3,671              | 928,953           | 1.51%          |
| Administrative and support services  | 460,999           | -                 | -                | 111,959                      | 1,452              | 574,410           | 0.94%          |
| Public administration and defense; mandatory social security schemes.  | 493,438           | -                 | -                | 1,142                        | 2                  | 494,582           | 0.81%          |
| Education  | 257,995           | -                 | -                | 42,870                       | 238                | 301,103           | 0.49%          |
| Health care and social assistance  | 623,375           | -                 | -                | 65,644                       | 324                | 689,343           | 1.12%          |
| Artistic, entertainment and recreational activities  | 118,767           | -                 | -                | 17,161                       | 132                | 136,060           | 0.22%          |
| Other service activities   | 133,240           | -                 | -                | 7,553                        | 340                | 141,133           | 0.23%          |
| Household activities as employers; undifferentiated activities of household as goods and services producers for own use. | 11,664            | -                 | -                | 3,274                        | 48                 | 14,986            | 0.02%          |
| Salaried workers   | 350,645           | 16,693,524        | 7,081,219        | 7,544,078                    | 15,078             | 31,684,544        | 51.65%         |
| Rentiers (Individuals)   | <u>161,725</u>    | <u>-</u>          | <u>-</u>         | <u>37,943</u>                | <u>1,264</u>       | <u>200,932</u>    | <u>0.33%</u>   |
|  | <u>27,730,619</u> | <u>16,693,524</u> | <u>7,081,219</u> | <u>9,741,674</u>             | <u>99,673</u>      | <u>61,346,709</u> | <u>100.00%</u> |

December 31, 2016

| <u>Sector</u>  | <u>Commercial</u> | <u>Consumer</u>   | <u>Home</u>      | <u>Financial<br/>Leasing</u> | <u>Microcredit</u> | <u>Total</u>      | <u>% Share</u> |
|--|-------------------|-------------------|------------------|------------------------------|--------------------|-------------------|----------------|
| Farming, livestock, forestry and fishing   | 1,579,490         | -                 | -                | 85,052                       | 1,945              | 1,666,487         | 2.94%          |
| Mining and quarries  | 442,632           | -                 | -                | 17,309                       | -                  | 459,941           | 0.81%          |
| Manufacturing industry   | 4,171,857         | -                 | -                | 312,159                      | 2,406              | 4,486,422         | 7.92%          |
| Electricity, Gas, Steam & Air conditioning supply  | 2,379,391         | -                 | -                | 3,585                        | 39                 | 2,383,015         | 4.21%          |
| Water supply, removal of wastewater, waste and decontamination management  | 63,331            | -                 | -                | 9,188                        | 163                | 72,682            | 0.13%          |
| Construction   | 5,372,994         | -                 | -                | 113,897                      | 552                | 5,487,443         | 9.69%          |
| Wholesale and retail; Vehicles and motorcycles   | 4,017,174         | -                 | -                | 331,938                      | 6,275              | 4,355,387         | 7.69%          |
| Transport and storage  | 2,627,275         | -                 | -                | 328,967                      | 86,173             | 3,042,415         | 5.37%          |
| Accommodation and catering services  | 161,137           | -                 | -                | 40,746                       | 405                | 202,288           | 0.36%          |
| Information and communication  | 971,575           | -                 | -                | 29,034                       | 237                | 1,000,846         | 1.77%          |
| Finance and Insurance  | 1,508,702         | -                 | -                | 11,236                       | 117                | 1,520,055         | 2.68%          |
| Real Property  | 933,154           | -                 | -                | 139,143                      | 85                 | 1,072,382         | 1.89%          |
| Professional, scientific and technical   | 540,220           | -                 | -                | 100,971                      | 4,183              | 645,374           | 1.14%          |
| Administrative and support services  | 338,404           | -                 | -                | 79,466                       | 1,034              | 418,904           | 0.74%          |
| Public administration and defense; mandatory social security schemes.  | 482,374           | -                 | -                | 643                          | 22                 | 483,039           | 0.85%          |
| Education  | 192,491           | -                 | -                | 36,626                       | 184                | 229,301           | 0.40%          |
| Health care and social assistance  | 447,842           | -                 | -                | 57,252                       | 141                | 505,235           | 0.89%          |
| Artistic, entertainment and recreational activities  | 150,196           | -                 | -                | 3,260                        | -                  | 153,456           | 0.27%          |
| Other service activities   | 75,330            | -                 | -                | 7,446                        | 87                 | 82,863            | 0.15%          |
| Household activities as employers; undifferentiated activities of household as goods and services producers for own use. | 7,717             | -                 | -                | 2,517                        | -                  | 10,234            | 0.02%          |
| Salaried workers   | 239,191           | 15,177,424        | 6,365,128        | 6,371,426                    | 11,843             | 28,165,012        | 49.72%         |
| Rentiers (Individuals)   | <u>177,775</u>    | <u>-</u>          | <u>-</u>         | <u>29,026</u>                | <u>1,064</u>       | <u>207,865</u>    | <u>0.37%</u>   |
|  | <u>26,880,252</u> | <u>15,177,424</u> | <u>6,365,128</u> | <u>8,110,887</u>             | <u>116,955</u>     | <u>56,650,646</u> | <u>100.00%</u> |

**Banco Davivienda S.A.**

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(Millions of Colombian Pesos (COP))

**12.5.6. Loan and Financial Leasing Portfolio by geographical zone**

The following is Loan Portfolio by geographical zone:

|                           | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------|--------------------------|--------------------------|
| <u>Commercial Loans</u>   |                          |                          |
| Bogotá                    | 12,735,576               | 12,609,916               |
| Antioquia                 | 6,031,786                | 5,733,200                |
| Northeast                 | 4,743,412                | 4,447,289                |
| Southwest                 | <u>3,283,025</u>         | <u>3,186,861</u>         |
| <b>Total Colombia</b>     | <u>26,793,799</u>        | <u>25,977,266</u>        |
| Miami Branch              | <u>936,820</u>           | <u>902,986</u>           |
|                           | <u>27,730,619</u>        | <u>26,880,252</u>        |
| <br><u>Consumer Loans</u> |                          |                          |
| Bogotá                    | 7,827,589                | 7,072,124                |
| Antioquia                 | 3,106,760                | 2,757,468                |
| Northeast                 | 3,473,564                | 3,263,352                |
| Southwest                 | <u>2,283,746</u>         | <u>2,082,820</u>         |
| <b>Total Colombia</b>     | <u>16,691,659</u>        | <u>15,175,764</u>        |
| Miami Branch              | <u>1,865</u>             | <u>1,660</u>             |
|                           | <u>16,693,524</u>        | <u>15,177,424</u>        |
| <br><u>Microcredit</u>    |                          |                          |
| Bogotá                    | 77,414                   | 92,814                   |
| Antioquia                 | 9,316                    | 11,348                   |
| Northeast                 | 12,073                   | 12,793                   |
| Southwest                 | <u>870</u>               | <u>-</u>                 |
| <b>Total Colombia</b>     | <u>99,673</u>            | <u>116,955</u>           |
|                           | <u>99,673</u>            | <u>116,955</u>           |
| <br><u>Home Mortgage</u>  |                          |                          |
| Bogotá                    | 4,418,317                | 4,170,269                |
| Antioquia                 | 800,192                  | 688,941                  |
| Northeast                 | 1,171,577                | 913,533                  |
| Southwest                 | <u>691,133</u>           | <u>592,385</u>           |
| <b>Total Colombia</b>     | <u>7,081,219</u>         | <u>6,365,128</u>         |
|                           | <u>7,081,219</u>         | <u>6,365,128</u>         |
|                           | <u>51,605,035</u>        | <u>48,539,759</u>        |

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The following is the Financial Leasing Portfolio by geographical zone:

|                       | <u>December 31,2017</u> | <u>December 31,2016</u> |
|-----------------------|-------------------------|-------------------------|
| <u>Commercial</u>     |                         |                         |
| Bogotá                | 1,545,739               | 1,228,173               |
| Antioquia             | 287,656                 | 289,743                 |
| Northeast             | 206,959                 | 191,370                 |
| Southwest             | <u>131,673</u>          | <u>129,027</u>          |
| <b>Total Colombia</b> | <u>2,172,027</u>        | <u>1,838,313</u>        |
| Miami Branch          | <u>145,595</u>          | -                       |
|                       | <u>2,317,622</u>        | <u>1,838,313</u>        |
| <u>Consumer</u>       |                         |                         |
| Bogotá                | 16,377                  | 17,663                  |
| Antioquia             | 1,779                   | 1,784                   |
| Northeast             | 905                     | 758                     |
| Southwest             | <u>508</u>              | <u>641</u>              |
| <b>Total Colombia</b> | <u>19,569</u>           | <u>20,846</u>           |
|                       | <u>19,569</u>           | <u>20,846</u>           |
| <u>Microcredit</u>    |                         |                         |
| Bogotá                | 501                     | 765                     |
| Antioquia             | <u>44</u>               | <u>102</u>              |
| <b>Total Colombia</b> | <u>545</u>              | <u>867</u>              |
|                       | <u>545</u>              | <u>867</u>              |
| <u>Home</u>           |                         |                         |
| Bogotá                | 3,456,680               | 2,949,683               |
| Antioquia             | 1,610,753               | 1,377,559               |
| Northeast             | 1,463,184               | 1,200,764               |
| Southwest             | <u>873,321</u>          | <u>722,855</u>          |
| <b>Total Colombia</b> | <u>7,403,938</u>        | <u>6,250,861</u>        |
|                       | <u>7,403,938</u>        | <u>6,250,861</u>        |
|                       | <u>9,741,674</u>        | <u>8,110,887</u>        |

**12.5.7. Loan and Financial Leasing Portfolio by monetary unit**

The following is the Loan and Financial Leasing Portfolio by monetary unit:

December 31,2017

| <u>Item</u>           | <u>Local currency</u> | <u>Foreign Currency</u> | <u>UVR</u>       | <u>Total</u>      |
|-----------------------|-----------------------|-------------------------|------------------|-------------------|
| Commercial            | 20,126,307            | 4,661,229               | 2,943,083        | 27,730,619        |
| Microcredit           | 99,673                | -                       | -                | 99,673            |
| Consumer              | 16,610,281            | 83,243                  | -                | 16,693,524        |
| Home Mortgage (1)     | 5,310,281             | -                       | 1,770,938        | 7,081,219         |
| Financial Leasing (1) | <u>9,013,011</u>      | <u>145,595</u>          | <u>583,068</u>   | <u>9,741,674</u>  |
|                       | <u>51,159,553</u>     | <u>4,890,067</u>        | <u>5,297,089</u> | <u>61,346,709</u> |

(1) Includes employees loans

December 31,2016

| <u>Item</u>           | <u>Local currency</u> | <u>Foreign Currency</u> | <u>UVR</u>       | <u>Total</u>      |
|-----------------------|-----------------------|-------------------------|------------------|-------------------|
| Commercial            | 19,450,999            | 4,929,538               | 2,499,715        | 26,880,252        |
| Microcredit           | 116,955               | -                       | -                | 116,955           |
| Consumer              | 15,088,069            | 89,355                  | -                | 15,177,424        |
| Home Mortgage (1)     | 4,634,679             | -                       | 1,730,449        | 6,365,128         |
| Financial Leasing (1) | <u>7,608,327</u>      | <u>-</u>                | <u>502,560</u>   | <u>8,110,887</u>  |
|                       | <u>46,899,029</u>     | <u>5,018,893</u>        | <u>4,732,724</u> | <u>56,650,646</u> |

(1) Includes employees loans

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**12.5.8. Loan and Financial Leasing Portfolio by maturities**

The following is the Loan Portfolio by maturity:

December 31, 2017

| <u>Item</u>   | <u>0-1 year</u>  | <u>1-5 years</u>  | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>      |
|---------------|------------------|-------------------|-------------------|----------------------|-------------------|
| Commercial    | 7,745,919        | 11,333,174        | 7,320,188         | 1,331,338            | 27,730,619        |
| Microcredit   | 6,414            | 88,931            | 4,328             | -                    | 99,673            |
| Consumer      | 1,284,636        | 11,636,260        | 3,515,525         | 257,103              | 16,693,524        |
| Home Mortgage | <u>5,782</u>     | <u>157,209</u>    | <u>1,234,914</u>  | <u>5,683,314</u>     | <u>7,081,219</u>  |
|               | <u>9,042,751</u> | <u>23,215,574</u> | <u>12,074,955</u> | <u>7,271,755</u>     | <u>51,605,035</u> |

December 31, 2016

| <u>Item</u>   | <u>0-1 year</u>  | <u>1-5 years</u>  | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>      |
|---------------|------------------|-------------------|-------------------|----------------------|-------------------|
| Commercial    | 8,288,019        | 10,867,219        | 6,262,648         | 1,462,366            | 26,880,252        |
| Microcredit   | 4,650            | 106,158           | 6,147             | -                    | 116,955           |
| Consumer      | 1,217,663        | 10,597,197        | 3,143,647         | 218,917              | 15,177,424        |
| Home Mortgage | <u>7,151</u>     | <u>166,527</u>    | <u>1,129,478</u>  | <u>5,061,972</u>     | <u>6,365,128</u>  |
|               | <u>9,517,483</u> | <u>21,737,101</u> | <u>10,541,920</u> | <u>6,743,255</u>     | <u>48,539,759</u> |

The following is the Financial Leasing Portfolio by maturity:

December 31, 2017

| <u>Item</u>   | <u>0-1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>     |
|---------------|-----------------|------------------|-------------------|----------------------|------------------|
| Commercial    | 187,211         | 880,778          | 1,135,188         | 114,445              | 2,317,622        |
| Microcredit   | 68              | 477              | -                 | -                    | 545              |
| Consumer      | 1,149           | 18,080           | 340               | -                    | 19,569           |
| Home Mortgage | <u>3,650</u>    | <u>142,144</u>   | <u>1,093,163</u>  | <u>6,164,981</u>     | <u>7,403,938</u> |
|               | <u>192,078</u>  | <u>1,041,479</u> | <u>2,228,691</u>  | <u>6,279,426</u>     | <u>9,741,674</u> |

December 31, 2016

| <u>Item</u>   | <u>0-1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>     |
|---------------|-----------------|------------------|-------------------|----------------------|------------------|
| Commercial    | 46,393          | 738,485          | 946,119           | 107,316              | 1,838,313        |
| Microcredit   | 33              | 783              | 51                | -                    | 867              |
| Consumer      | 1,116           | 19,247           | 483               | -                    | 20,846           |
| Home Mortgage | <u>2,738</u>    | <u>111,382</u>   | <u>835,651</u>    | <u>5,301,090</u>     | <u>6,250,861</u> |
|               | <u>50,280</u>   | <u>869,897</u>   | <u>1,782,304</u>  | <u>5,408,406</u>     | <u>8,110,887</u> |

**12.5.9. Restructured loans**

The following is the detail of the restructured loans:

December 31, 2017

| <u>Item</u>   | <u># of Obligations</u> | <u>Ordinary<br/>Restructured</u> | <u>Provision</u> | <u>Collateral</u> |
|---------------|-------------------------|----------------------------------|------------------|-------------------|
| Commercial    | 2,548                   | 873,116                          | 278,345          | 913,523           |
| Microcredit   | 82                      | 2,606                            | 593              | 3,426             |
| Consumer      | 50,847                  | 1,188,372                        | 411,870          | 124,280           |
| Home Mortgage | <u>7,321</u>            | <u>230,426</u>                   | <u>24,536</u>    | <u>628,628</u>    |
|               | <u>60,798</u>           | <u>2,294,520</u>                 | <u>715,344</u>   | <u>1,669,857</u>  |

December 31, 2016

| <u>Item</u>   | <u># of Obligations</u> | <u>Ordinary<br/>Restructured</u> | <u>Provision</u> | <u>Collateral</u> |
|---------------|-------------------------|----------------------------------|------------------|-------------------|
| Commercial    | 2,516                   | 571,930                          | 194,823          | 704,493           |
| Microcredit   | 69                      | 1,821                            | 1,426            | 2,401             |
| Consumer      | 49,990                  | 1,102,078                        | 285,052          | 75,208            |
| Home Mortgage | <u>5,687</u>            | <u>155,376</u>                   | <u>14,384</u>    | <u>455,069</u>    |
|               | <u>58,262</u>           | <u>1,831,205</u>                 | <u>495,685</u>   | <u>1,237,171</u>  |

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The following is the detail of restructured Financial Leasing:

December 31, 2017

| <u>Item</u>   | <u># of Obligations</u> | <u>Ordinary<br/>Restructured</u> | <u>Provision</u> | <u>Collateral</u> |
|---------------|-------------------------|----------------------------------|------------------|-------------------|
| Commercial    | 353                     | 46,452                           | 11,966           | 125,613           |
| Consumer      | 4                       | 75                               | 52               | 207               |
| Home Mortgage | <u>731</u>              | <u>107,728</u>                   | <u>11,193</u>    | <u>228,725</u>    |
|               | <u>1,088</u>            | <u>154,255</u>                   | <u>23,211</u>    | <u>354,545</u>    |

December 31, 2016

| <u>Item</u>   | <u># of Obligations</u> | <u>Ordinary<br/>Restructured</u> | <u>Provision</u> | <u>Collateral</u> |
|---------------|-------------------------|----------------------------------|------------------|-------------------|
| Commercial    | 271                     | 44,227                           | 8,169            | 93,894            |
| Consumer      | 4                       | 99                               | 57               | 176               |
| Home Mortgage | <u>575</u>              | <u>67,328</u>                    | <u>4,755</u>     | <u>154,660</u>    |
|               | <u>850</u>              | <u>111,654</u>                   | <u>12,981</u>    | <u>248,730</u>    |

**12.5.9.1. Restructured loans by rating**

The following is the detail of the restructured loans by rating:

December 31, 2017

| <u>Item</u>       | <u>Commercial</u> |                | <u>Consumer</u>  |                  | <u>Microcredit</u> |              | <u>Home</u>      |                |
|-------------------|-------------------|----------------|------------------|------------------|--------------------|--------------|------------------|----------------|
|                   | <u>No. Loans</u>  | <u>Value</u>   | <u>No. Loans</u> | <u>Value</u>     | <u>No. Loans</u>   | <u>Value</u> | <u>No. Loans</u> | <u>Value</u>   |
| A - Normal        | 323               | 43,263         | 23,712           | 569,522          | 17                 | 512          | 2,571            | 71,572         |
| B - Acceptable    | 630               | 246,808        | 5,515            | 137,093          | 6                  | 120          | 1,012            | 37,629         |
| C - Deficient     | 272               | 388,344        | 6,451            | 141,434          | 4                  | 81           | 935              | 27,411         |
| D - Doubtful      | 986               | 109,985        | 10,629           | 239,322          | 7                  | 190          | 2,563            | 86,219         |
| E - Unrecoverable | <u>337</u>        | <u>84,716</u>  | <u>4,540</u>     | <u>101,001</u>   | <u>48</u>          | <u>1,703</u> | <u>240</u>       | <u>7,595</u>   |
|                   | <u>2,548</u>      | <u>873,116</u> | <u>50,847</u>    | <u>1,188,372</u> | <u>82</u>          | <u>2,606</u> | <u>7,321</u>     | <u>230,426</u> |

December 31, 2016

| <u>Item</u>       | <u>Commercial</u> |                | <u>Consumer</u>  |                  | <u>Microcredit</u> |              | <u>Home</u>      |                |
|-------------------|-------------------|----------------|------------------|------------------|--------------------|--------------|------------------|----------------|
|                   | <u>No. Loans</u>  | <u>Value</u>   | <u>No. Loans</u> | <u>Value</u>     | <u>No. Loans</u>   | <u>Value</u> | <u>No. Loans</u> | <u>Value</u>   |
| A - Normal        | 422               | 96,569         | 28,482           | 612,968          | 10                 | 253          | 2,688            | 65,840         |
| B - Acceptable    | 773               | 164,087        | 4,662            | 111,970          | 9                  | 133          | 1,124            | 32,083         |
| C - Deficient     | 346               | 48,338         | 6,435            | 149,998          | 5                  | 102          | 1,371            | 42,171         |
| D - Doubtful      | 856               | 212,292        | 6,176            | 132,167          | 9                  | 241          | 355              | 10,177         |
| E - Unrecoverable | <u>119</u>        | <u>50,644</u>  | <u>4,235</u>     | <u>94,975</u>    | <u>36</u>          | <u>1,092</u> | <u>149</u>       | <u>5,105</u>   |
|                   | <u>2,516</u>      | <u>571,930</u> | <u>49,990</u>    | <u>1,102,078</u> | <u>69</u>          | <u>1,821</u> | <u>5,687</u>     | <u>155,376</u> |

The following is the detail of restructured leasing operations by rating:

December 31, 2017

| <u>Item</u>       | <u>Commercial</u> |               | <u>Consumer</u>  |              | <u>Microcredit</u> |              | <u>Home</u>      |                |
|-------------------|-------------------|---------------|------------------|--------------|--------------------|--------------|------------------|----------------|
|                   | <u>No. Loans</u>  | <u>Value</u>  | <u>No. Loans</u> | <u>Value</u> | <u>No. Loans</u>   | <u>Value</u> | <u>No. Loans</u> | <u>Value</u>   |
| A - Normal        | 58                | 9,260         | 1                | 15           | -                  | -            | 329              | 28,618         |
| B - Acceptable    | 60                | 13,750        | -                | -            | -                  | -            | 223              | 30,295         |
| C - Deficient     | 26                | 5,063         | -                | -            | -                  | -            | 129              | 8,148          |
| D - Doubtful      | 95                | 10,302        | 2                | 17           | -                  | -            | 27               | 36,413         |
| E - Unrecoverable | <u>114</u>        | <u>8,077</u>  | <u>1</u>         | <u>43</u>    | <u>-</u>           | <u>-</u>     | <u>22</u>        | <u>4,254</u>   |
|                   | <u>353</u>        | <u>46,452</u> | <u>4</u>         | <u>75</u>    | <u>-</u>           | <u>-</u>     | <u>730</u>       | <u>107,728</u> |

December 31, 2016

| <u>Item</u>       | <u>Commercial</u> |               | <u>Consumer</u>  |              | <u>Microcredit</u> |              | <u>Home</u>      |               |
|-------------------|-------------------|---------------|------------------|--------------|--------------------|--------------|------------------|---------------|
|                   | <u>No. Loans</u>  | <u>Value</u>  | <u>No. Loans</u> | <u>Value</u> | <u>No. Loans</u>   | <u>Value</u> | <u>No. Loans</u> | <u>Value</u>  |
| A - Normal        | 59                | 8,454         | -                | -            | -                  | -            | 325              | 28,979        |
| B - Acceptable    | 71                | 17,947        | -                | -            | -                  | -            | 141              | 23,298        |
| C - Deficient     | 23                | 3,197         | 2                | 52           | -                  | -            | 67               | 10,403        |
| D - Doubtful      | 50                | 9,276         | -                | -            | -                  | -            | 23               | 3,258         |
| E - Unrecoverable | <u>68</u>         | <u>5,353</u>  | <u>2</u>         | <u>47</u>    | <u>-</u>           | <u>-</u>     | <u>19</u>        | <u>1,390</u>  |
|                   | <u>271</u>        | <u>44,227</u> | <u>4</u>         | <u>99</u>    | <u>-</u>           | <u>-</u>     | <u>575</u>       | <u>67,328</u> |

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**12.5.9.2. Restructured loans by geographical zone**

The following is the restructured loan portfolio by geographical zone:

December 31, 2017

| <u>Item</u> | <u>Commercial</u> | <u>Consumer</u>  | <u>Microcredit</u> | <u>Home</u>    | <u>Total</u>     |
|-------------|-------------------|------------------|--------------------|----------------|------------------|
| Bogotá      | 470,376           | 609,377          | 1,798              | 173,226        | 1,254,777        |
| Antioquia   | 74,849            | 174,465          | 196                | 9,591          | 259,101          |
| Northeast   | 264,243           | 270,207          | 612                | 30,616         | 565,678          |
| Southwest   | <u>63,648</u>     | <u>134,323</u>   | <u>-</u>           | <u>16,993</u>  | <u>214,964</u>   |
|             | <u>873,116</u>    | <u>1,188,372</u> | <u>2,606</u>       | <u>230,426</u> | <u>2,294,520</u> |

December 31, 2016

| <u>Item</u> | <u>Commercial</u> | <u>Consumer</u>  | <u>Microcredit</u> | <u>Home</u>    | <u>Total</u>     |
|-------------|-------------------|------------------|--------------------|----------------|------------------|
| Bogotá      | 178,690           | 545,425          | 1,158              | 115,310        | 840,583          |
| Antioquia   | 82,920            | 171,279          | 183                | 7,788          | 262,170          |
| Northeast   | 271,057           | 252,106          | 480                | 20,327         | 543,970          |
| Southwest   | <u>39,263</u>     | <u>133,268</u>   | <u>-</u>           | <u>11,951</u>  | <u>184,482</u>   |
|             | <u>571,930</u>    | <u>1,102,078</u> | <u>1,821</u>       | <u>155,376</u> | <u>1,831,205</u> |

The following is the detail of restructured leasing operations by geographical zone:

December 31, 2017

| <u>Item</u> | <u>Commercial</u> | <u>Consumer</u> | <u>Microcredit</u> | <u>Home</u>    | <u>Total</u>   |
|-------------|-------------------|-----------------|--------------------|----------------|----------------|
| Bogotá      | 33,369            | 75              | -                  | 60,491         | 93,935         |
| Antioquia   | 4,842             | -               | -                  | 15,647         | 20,489         |
| Northeast   | 2,990             | -               | -                  | 21,776         | 24,766         |
| Southwest   | <u>5,251</u>      | <u>-</u>        | <u>-</u>           | <u>9,814</u>   | <u>15,065</u>  |
|             | <u>46,452</u>     | <u>75</u>       | <u>-</u>           | <u>107,728</u> | <u>154,255</u> |

December 31, 2016

| <u>Item</u> | <u>Commercial</u> | <u>Consumer</u> | <u>Microcredit</u> | <u>Home</u>   | <u>Total</u>   |
|-------------|-------------------|-----------------|--------------------|---------------|----------------|
| Bogotá      | 39,426            | 99              | -                  | 39,243        | 78,768         |
| Antioquia   | 3,352             | -               | -                  | 11,691        | 15,043         |
| Northeast   | 469               | -               | -                  | 9,835         | 10,304         |
| Southwest   | <u>980</u>        | <u>-</u>        | <u>-</u>           | <u>6,559</u>  | <u>7,539</u>   |
|             | <u>44,227</u>     | <u>99</u>       | <u>-</u>           | <u>67,328</u> | <u>111,654</u> |

**12.5.10. Shareholders and employee loans**

Loans to shareholders and home loans to employees at preferential rates, as follows:

| <u>Item</u>                   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------------------|--------------------------|--------------------------|
| Shareholders*                 | 97                       | 205                      |
| Employees Home Mortgage       | 105,075                  | 105,579                  |
| Employees Residential Leasing | <u>90,965</u>            | <u>88,633</u>            |
|                               | <u>196,137</u>           | <u>194,417</u>           |

\* Shareholders holding more than 5%

The Bank, in compliance with IFRS 9 and IAS 19, incorporated in its financial statements the effect of preferential rates granted to its staff who apply for home loans, to be recognized as a personnel expense for \$ 9,668 at December 2017 and \$9,698 for the same period of 2016.

**12.5.11. Loan portfolio sales**

The following is the detail of portfolio sales:

December 31, 2017

Titularizadora Colombiana S.A.

| <u>Issue</u>    | <u>Date</u> | <u>Number</u> | <u>Rate</u>  | <u>Capital</u> | <u>Interest</u> | <u>Others</u> | <u>Total</u>   | <u>Profit</u> | <u>Proceeds of sale</u> | <u>Provisions recovery</u> |
|-----------------|-------------|---------------|--------------|----------------|-----------------|---------------|----------------|---------------|-------------------------|----------------------------|
| TIPS Pesos N-14 | Mar-02-2017 | 3,278         | 8.20%        | 205,792        | 984             | 228           | 207,004        | 2,675         | 210,173                 | 4,179                      |
| TIPS Pesos N-15 | Jun-20-2017 | 1,834         | 7.00%        | 175,999        | 864             | 168           | 177,031        | 3,536         | 181,175                 | 3,549                      |
| TIPS UVR U-2    | Oct-30-2017 | 4,554         | 3.50%        | 183,930        | 911             | 297           | 185,138        | 5,666         | 191,164                 | 3,745                      |
| TIPS Pesos N-16 | Nov-29-2017 | <u>1,699</u>  | <u>7.10%</u> | <u>105,789</u> | <u>594</u>      | <u>136</u>    | <u>106,519</u> | <u>2,534</u>  | <u>109,307</u>          | <u>2,135</u>               |
|                 |             | <u>11,365</u> |              | <u>671,510</u> | <u>3,353</u>    | <u>829</u>    | <u>675,692</u> | <u>14,411</u> | <u>691,819</u>          | <u>13,608</u>              |

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December 31, 2016

Titularizadora Colombiana S.A.

| <u>Issue</u>    | <u>Date</u> | <u>Number</u> | <u>Rate</u> | <u>Capital</u> | <u>Interest</u> | <u>Others</u> | <u>Total</u>   | <u>Profit</u> | <u>Proceeds of sale</u> | <u>Provisions recovery</u> |
|-----------------|-------------|---------------|-------------|----------------|-----------------|---------------|----------------|---------------|-------------------------|----------------------------|
| TIPS Pesos N-12 | Sep-08-2016 | 2,471         | 8.40%       | 220,023        | 1,045           | 276           | 221,344        | -             | 221,783                 | 4,491                      |
| TIPS Pesos N-13 | Nov-10-2016 | <u>2,344</u>  | 8.37%       | <u>168,830</u> | <u>852</u>      | <u>170</u>    | <u>169,852</u> | -             | <u>170,869</u>          | <u>4,560</u>               |
|                 |             | <u>4,815</u>  |             | <u>388,853</u> | <u>1,897</u>    | <u>446</u>    | <u>391,196</u> | =             | <u>392,652</u>          | <u>9,051</u>               |

**12.5.12. Sale of loans written-off**

The following is the detail of written-off loans.

December 31, 2017

1. On February 14, 2017 an auction sale of written-off loans was made for a total of \$ \$2,373 amounting to \$282 and awarded to two offerors with a term less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 44                     | 1,087          | 15              | 1,271              | 2,373        | 282                     |

2. On April 25, 2017, an auction sale of written-off loans was made for a total of \$ \$185,146 amounting to \$4,332 and awarded for a total value of \$73,594; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 9,740                  | 61,017         | 2,204           | 10,371             | 73,594       | 4,332                   |

3. On July 25, 2017, an auction sale of written-off loans was made for a total of \$ \$308,804 amounting to \$13,876 and awarded to two offerors; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 40,135                 | 274,541        | 9,725           | 24,538             | 308,804      | 13,876                  |

4. On November 9, 2017, an auction sale of written-off loans was made for a total of \$ \$7.091 amounting to \$234 and awarded to 1 offeror; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 2,666                  | 5,847          | 688             | 556                | 7,091        | 234                     |

5. On November 24, 2017, an auction sale of written-off loans was made for a total of \$ \$259,089 amounting to \$13,578 awarded to 2 offerors; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 31,870                 | 235,684        | 7,445           | 15,963             | 259,089      | 13,578                  |

December 31, 2016

1. On April 20, 2016, an auction sale of written-off loans was made for a total of \$ \$310,656 amounting to \$18,510 awarded to 2 offerors; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 50,869                 | 260,722        | 10,322          | 39,612             | 310,656      | 18,510                  |

2. On July 25, 2016, an auction sale of written-off loans was made for a total of \$ \$83,494 amounting to \$5,181; payment was received in less than 1 month.

| <u>Number of Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 14,028                 | 72,493         | 2,311           | 8,693              | 83,494       | 5,181                   |

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3. On November 24, 2016, an auction sale of written-off loans was made for a total of \$ \$179,504 amounting to \$9,236 and awarded to 2 offerors; payment was received in less than 1 month.

On November 30, 2016, a direct auction sale of written-off loans was made on portfolio loans 3, 4 and 6, for a total of \$ \$180,425 amounting to \$8,066; payment was received in less than 1 month.

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|----------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 46,232                     | 269,000        | 65,355          | 25,575             | 359,929      | 17,302                  |

4. On November 30, 2016, a direct auction sale of written-off loans was made on portfolio loan 8, Consumer vehicle, for a total of \$ 1,411 amounting to \$118; payment was received in less than 1 month.

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|----------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 25                         | 635            | 10              | 766                | 1,411        | 118                     |

5. On December 6, 2016, an auction sale of written-off loan son Retail was made, for a total of \$ 3,436 amounting to \$178; payment was received in less than 1 month.

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|----------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 1,204                      | 2,973          | 303             | 161                | 3,436        | 178                     |

6. On December 29, 2016, a direct auction sale of written-off loans was made on Consumer vehicle, for a total of \$ 4,466 amounting to \$352; payment was received in less than 1 month.

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Other items</u> | <u>Total</u> | <u>Proceeds of sale</u> |
|----------------------------|----------------|-----------------|--------------------|--------------|-------------------------|
| 74                         | 1,915          | 35              | 2,516              | 4,466        | 352                     |

**12.5.13. Loans written-off**

The following is the detail of written-off loans:

December 31,2017

| <u>Item</u>               | <u>Capital</u>   | <u>Interest</u> | <u>Other items</u> | <u>Total</u>     |
|---------------------------|------------------|-----------------|--------------------|------------------|
| Commercial                | 121,988          | 6,246           | 3,305              | 131,539          |
| Consumer                  | 1,115,359        | 38,052          | 8,144              | 1,161,555        |
| Home                      | 12,775           | 85              | 804                | 13,664           |
| Microcredit               | 4,845            | 75              | 226                | 5,146            |
| Other accounts receivable | -                | -               | 382                | 382              |
|                           | <u>1,254,967</u> | <u>44,458</u>   | <u>12,861</u>      | <u>1,312,286</u> |

December 31,2016

| <u>Item</u>               | <u>Capital</u>   | <u>Interest</u> | <u>Other items</u> | <u>Total</u>     |
|---------------------------|------------------|-----------------|--------------------|------------------|
| Commercial                | 516,962          | 17,413          | 2,790              | 537,165          |
| Consumer                  | 765,773          | 25,401          | 6,059              | 797,233          |
| Home                      | 5,638            | 38              | 356                | 6,032            |
| Microcredit               | 1,930            | 21              | 90                 | 2,041            |
| Other accounts receivable | -                | -               | 227                | 227              |
|                           | <u>1,290,303</u> | <u>42,873</u>   | <u>9,522</u>       | <u>1,342,698</u> |

**12.5.14. Purchases and interests in Loan portfolios**

At December 31, 2017 and 2016, A December 31, 2017 y 2016 there were no loan purchases

The following is the detail of interests in Loan Portfolio:

At December 31, 2017 and 2016, the balance of the loan portfolio interest with Miami was \$ 251,632 and \$ 288,186 respectively, corresponding to credit operations in whose funding structure the Miami branch participates and its registration is proportional to the transaction ;due to the above, this type of transactions does not generate an effect on P&L.

December 31,2017

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Others</u> | <u>Total</u> | <u>Premium</u> | <u>Purchase profit</u> |
|----------------------------|----------------|-----------------|---------------|--------------|----------------|------------------------|
| 10                         | 251,632        | 3,802           | -             | 255,434      | -              | -                      |

At December 31, 2017, the balances of the portfolio loans sold to the Panama subsidiary by the Miami Branch were USD \$ 69 million, equivalent to COP \$ 205,198



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December 31, 2016

| <u>Number of<br/>Loans</u> | <u>Capital</u> | <u>Interest</u> | <u>Others</u> | <u>Total</u> | <u>Premium</u> | <u>Purchase profit</u> |
|----------------------------|----------------|-----------------|---------------|--------------|----------------|------------------------|
| 10                         | 288,186        | 2,352           | -             | 290,538      | -              | -                      |

At December 31, 2016, there was no shared loan portfolio with the Panama Subsidiary.

**12.5.15. Provision for Loan and Financial Leasing Portfolio**

December 31, 2017

|   | <u>Commercial</u> | <u>Consumer</u>  | <u>Microcredit</u> | <u>Home Mortgage</u> | <u>Total</u>       |
|---|-------------------|------------------|--------------------|----------------------|--------------------|
| Opening balance                         | 946,979           | 1,078,812        | 13,100             | 319,155              | 2,358,046          |
| Plus:                                   |                   |                  |                    |                      |                    |
| Provision charged to operating expenses | 971,490           | 1,776,530        | 4,103              | 122,423              | 2,874,546          |
| Less:                                   |                   |                  |                    |                      |                    |
| Written-off loans                       | (121,988)         | (1,115,359)      | (4,845)            | (12,775)             | (1,254,967)        |
| Written-off loans deferred              | 124               | 5,587            | -                  | 173                  | 5,884              |
| Recoveries                              | <u>(491,714)</u>  | <u>(452,701)</u> | <u>(8,245)</u>     | <u>(64,236)</u>      | <u>(1,016,896)</u> |
|   | <u>1,304,891</u>  | <u>1,292,869</u> | <u>4,113</u>       | <u>364,740</u>       | <u>2,966,613</u>   |

December 31, 2016

|   | <u>Commercial</u> | <u>Consumer</u>  | <u>Microcredit</u> | <u>Home Mortgage</u> | <u>Total</u>     |
|---|-------------------|------------------|--------------------|----------------------|------------------|
| Opening balance                         | 918,164           | 852,016          | 9,415              | 258,470              | 2,038,065        |
| Plus:                                   |                   |                  |                    |                      |                  |
| Merger of Leasing Bolívar               | 57,320            | 727              | -                  | -                    | 58,047           |
| Provision charged to operating expenses | 1,024,720         | 1,337,360        | 8,936              | 103,374              | 2,474,390        |
| Others                                  | 196               | -                | -                  | -                    | 196              |
| Less:                                   |                   |                  |                    |                      |                  |
| Loans written-off                       | (516,962)         | (765,773)        | (1,930)            | (5,638)              | (1,290,303)      |
| Written-off loans deferred              | 329               | 3,265            | -                  | 139                  | 3,733            |
| Recoveries                              | <u>(536,788)</u>  | <u>(348,783)</u> | <u>(3,321)</u>     | <u>(37,190)</u>      | <u>(926,082)</u> |
|   | <u>946,979</u>    | <u>1,078,812</u> | <u>13,100</u>      | <u>319,155</u>       | <u>2,358,046</u> |

During 2017 the recognition of suitable guarantees for the calculation of the LGD in personal loans was included in order to reflect a better estimate of the Provisions with the recognition of guarantees, from a LGD of 75% to 35% and 45% according to the type of guarantee. The impact was recognized in the results at the end of March 2017, generating a Recoveries de Provisions for \$ 11,284.

In addition, during 2017 the provision percentages defined in Chapter II of the Basic Accounting Circular - Annex I for the Home Mortgage and Microcredit portfolio were applied, maintaining the levels set for the protection of loans classified in all risk categories according to current regulations; therefore, the Provision percentages higher than the norm applied in the previous periods are eliminated. This update generated Recoveries of Provisions for \$ 26,607 and 9,694 for the Home Mortgage and Microcredit loan portfolio respectively.

**12.5.16. Maturity of financial leasing**

The following is the maturity of financial leasing (unaudited):

December 31, 2017

|   | <u>0-1 years</u>   | <u>1-5 years</u>   | <u>Over 5 years</u> | <u>Total</u>       |
|---|--------------------|--------------------|---------------------|--------------------|
| Gross investment in financial leases                                    | 1,686,865          | 5,814,122          | 9,646,021           | 17,147,008         |
| Financial income not accrued by financial leasing interest              | <u>(1,078,450)</u> | <u>(3,521,765)</u> | <u>(4,999,641)</u>  | <u>(9,599,856)</u> |
| Total minimum payments of financial leases receivable, at present value | <u>608,415</u>     | <u>2,292,357</u>   | <u>4,646,380</u>    | <u>7,547,152</u>   |

December 31, 2016

|   | <u>0-1 years</u> | <u>1-5 years</u>   | <u>Over 5 years</u> | <u>Total</u>       |
|---|------------------|--------------------|---------------------|--------------------|
| Gross investment in financial leases                                    | 1,453,845        | 5,007,721          | 8,013,700           | 14,475,266         |
| Financial income not accrued by financial leasing interest              | <u>(918,562)</u> | <u>(3,006,019)</u> | <u>(4,193,688)</u>  | <u>(8,118,269)</u> |
| Total minimum payments of financial leases receivable, at present value | <u>535,283</u>   | <u>2,001,702</u>   | <u>3,820,012</u>    | <u>6,356,997</u>   |

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**12.6. Accounts Receivable, Net**

The following is the detail of Accounts Receivable, net:

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| Interest  | 481,188                  | 518,688                  |
| Financing, Financial Leasing operations                   | 56,293                   | 46,174                   |
| Commissions   | 1,700                    | 1,492                    |
| Funds transferred to Icetex - abandoned accounts(*)       | 163,436                  | 130,858                  |
| Head office, Subsidiaries, related parties and Associates | 7,675                    | 4,921                    |
| Deposits  | 23,473                   | 13,107                   |
| Tax Advance   | 122,504                  | 16,132                   |
| Advances to contractors and suppliers                     | 353,706                  | 321,803                  |
| Employees   | 1,704                    | 2,714                    |
| Payments on customers account                             | 11,768                   | 6,822                    |
| Payments on customers account - loans                     | 103,502                  | 86,316                   |
| Settlement of forwards                                    | 282                      | 654                      |
| Overhead leasing loans                                    | 29,022                   | 27,022                   |
| Interest payable - TIPS                                   | 15,201                   | 10,834                   |
| Colombian Treasury  | 19,797                   | 18,417                   |
| Banco de la República - Rate cover                        | 12,018                   | 11,755                   |
| Sale of Real Property                                     | 60,039                   | 511,216                  |
| Others  | <u>119,256</u>           | <u>86,687</u>            |
| Accounts receivable                                       | <u>1,582,564</u>         | <u>1,815,612</u>         |
| impairment (Provision)                                    | <u>(127,557)</u>         | <u>(104,579)</u>         |
| Accounts receivable, net                                  | <u>1,455,007</u>         | <u>1,711,033</u>         |

(\*) As of August 1, 2016 and in compliance with Law 1777 of 2016, the Bank transferred savings accounts and checking accounts with 3 or more years of inactivity and balances of more than 322 UVR to ICETEX for the creation and administration of a fund to promote higher education. These funds will be delivered to depositors as requested, and the Bank will process the corresponding Recoveries before the Fund manager.

The following is accounts receivable ageing:

December 31, 2017

|   | <u>Up to 1 year</u> | <u>1-5 years</u> | <u>Over 5 years</u> | <u>Total</u>     |
|---|---------------------|------------------|---------------------|------------------|
| Interest  | 474,358             | 6,816            | 14                  | 481,188          |
| Finance, Financial Leasing operations                     | 54,291              | 1,861            | 141                 | 56,293           |
| Commissions   | 1,700               | -                | -                   | 1,700            |
| Funds transferred to Icetex - abandoned accounts          | 163,436             | -                | -                   | 163,436          |
| Head office, Subsidiaries, related parties and Associates | 7,675               | -                | -                   | 7,675            |
| Deposits  | 23,473              | -                | -                   | 23,473           |
| Tax Advance   | 122,504             | -                | -                   | 122,504          |
| Advances to contractors and suppliers                     | 324,330             | 29,376           | -                   | 353,706          |
| Employees   | 1,362               | 342              | -                   | 1,704            |
| Payments on customers account                             | 11,768              | -                | -                   | 11,768           |
| Payments on customers account - loans                     | 91,101              | 10,988           | 1,413               | 103,502          |
| Settlement of forwards                                    | 282                 | -                | -                   | 282              |
| Leasing assets  | 29,022              | -                | -                   | 29,022           |
| Interest receivable - TIPS                                | 15,201              | -                | -                   | 15,201           |
| Colombian Treasury  | 19,797              | -                | -                   | 19,797           |
| Banco de la República - Rate cover                        | 12,018              | -                | -                   | 12,018           |
| Sale of Real Property                                     | 60,039              | -                | -                   | 60,039           |
| Others  | <u>104,202</u>      | <u>14,881</u>    | <u>173</u>          | <u>119,256</u>   |
| Accounts receivable                                       | <u>1,516,559</u>    | <u>64,264</u>    | <u>1,741</u>        | <u>1,582,564</u> |
| impairment (Provision)                                    | <u>(106,844)</u>    | <u>(19,175)</u>  | <u>(1,538)</u>      | <u>(127,557)</u> |
| Accounts receivable, Net                                  | <u>1,409,715</u>    | <u>45,089</u>    | <u>203</u>          | <u>1,455,007</u> |

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|   | <u>Up to 1 year</u> | <u>1-5 years</u> | <u>Plus de 5 years</u> | <u>Total</u>     |
|---|---------------------|------------------|------------------------|------------------|
| Interest  | 515,601             | 3,085            | 2                      | 518,688          |
| Finance, Financial Leasing operations             | 44,718              | 1,336            | 120                    | 46,174           |
| Commissions                                       | 1,492               | -                | -                      | 1,492            |
| Funds transferred to Icetex - abandoned accounts  | 130,858             | -                | -                      | 130,858          |
| Head office, Subsidiaries, related and Associates | 4,921               | -                | -                      | 4,921            |
| Deposits  | 13,107              | -                | -                      | 13,107           |
| Tax Advance                                       | 16,132              | -                | -                      | 16,132           |
| Advances to contractors and suppliers             | 307,130             | 14,673           | -                      | 321,803          |
| Employees   | 2,178               | 536              | -                      | 2,714            |
| Payments on customers account                     | 6,822               | -                | -                      | 6,822            |
| Payments on customers account - loans             | 78,233              | 1,620            | 6,463                  | 86,316           |
| Settlement of forwards                            | 654                 | -                | -                      | 654              |
| Leasing assets                                    | 27,022              | -                | -                      | 27,022           |
| Interest receivable - TIPS                        | 10,834              | -                | -                      | 10,834           |
| Colombian Treasury                                | 18,417              | -                | -                      | 18,417           |
| Banco de la República - Rate cover                | 11,755              | -                | -                      | 11,755           |
| Sale of Real Property                             | 511,216             | -                | -                      | 511,216          |
| Others  | 79,631              | 7,050            | 6                      | 86,687           |
| Accounts receivable                               | <u>1,780,721</u>    | <u>28,300</u>    | <u>6,591</u>           | <u>1,815,612</u> |
| impairment (Provision)                            | <u>(91,955)</u>     | <u>(10,882)</u>  | <u>(1,742)</u>         | <u>(104,579)</u> |
| Accounts receivable, Net                          | <u>1,688,766</u>    | <u>17,418</u>    | <u>4,849</u>           | <u>1,711,033</u> |

In order to minimize credit risk posed by Other Accounts Receivable, the Bank evaluates their performance in each report period and applies an estimated provision based on ageing, as protection from the exposure risk.

The following is the movement for the provision of accounts receivable:

|                               | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------------------|--------------------------|--------------------------|
| Opening balance               | 104,579                  | 63,517                   |
| Merger of Leasing Bolívar     | -                        | 9,422                    |
| Plus:                         |                          |                          |
| Provision charged to expenses | 130,437                  | 129,246                  |
| Other                         | -                        | 22                       |
| Less:                         |                          |                          |
| Impairment recovery           | (50,083)                 | (44,561)                 |
| Write-offs                    | (57,318)                 | (52,393)                 |
| Other                         | -                        | (674)                    |
| Reclassifications             | <u>(58)</u>              | <u>-</u>                 |
| Closing balance               | <u>127,557</u>           | <u>104,579</u>           |

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**12.7. Assets held for sale**

**12.7.1. Detail of Assets held for sale**

The following is the detail of assets held for sale:

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| Intended for housing                      |                          |                          |
| Voluntary release                         | 6,999                    | 7,200                    |
| Award                                     | <u>934</u>               | <u>447</u>               |
|   | <u>7,933</u>             | <u>7,647</u>             |
| Other than housing                        |                          |                          |
| Voluntary release                         | 29,888                   | 7,316                    |
| Award                                     | <u>-</u>                 | <u>831</u>               |
|   | <u>29,888</u>            | <u>8,147</u>             |
| Movable property                          |                          |                          |
| Vehicles                                  | 741                      | 484                      |
| Rights                                    | 37,616                   | 39,229                   |
| Others                                    | <u>-</u>                 | <u>404</u>               |
|   | <u>38,357</u>            | <u>40,117</u>            |
| Recovered property from Leasing contracts |                          |                          |
| Machinery and Equipment                   | 174                      | 61                       |
| Vehicle                                   | 1,908                    | 14,324                   |
| Real Property                             | 19,243                   | 12,186                   |
| Real Property - Residential Leasing       | <u>21,764</u>            | <u>10,689</u>            |
|   | <u>43,089</u>            | <u>37,260</u>            |
| Subtotal                                  | <u>119,267</u>           | <u>93,171</u>            |
| Provision (impairment)                    | <u>(32,943)</u>          | <u>(20,367)</u>          |
| Total                                     | <u>86,324</u>            | <u>72,804</u>            |

**12.7.2. Movement of assets held for sale:**

The following is the movement of assets held for sale:

December 31, 2017

|                        | <u>Intended for housing</u> | <u>Other than housing</u> | <u>Recovered property<br/>from Residential<br/>Leasing contracts</u> | <u>Real Property</u> | <u>Total</u>    |
|------------------------|-----------------------------|---------------------------|--|----------------------|-----------------|
| <b>Cost</b>            |                             |                           |  |                      |                 |
| Opening balance        | 7,647                       | 48,264                    | 37,260   | -                    | 93,171          |
| Additions (received)   | 7,307                       | 38,244                    | 45,305   | -                    | 90,856          |
| Withdrawals (sales)    | (1,749)                     | (5,357)                   | (18,871)   | -                    | (25,977)        |
| Transfers              | <u>(5,272)</u>              | <u>(12,906)</u>           | <u>(20,605)</u>  | <u>-</u>             | <u>(38,783)</u> |
| Closing balance        | <u>7,933</u>                | <u>68,245</u>             | <u>43,089</u>  | <u>-</u>             | <u>119,267</u>  |
| <b>Impairment</b>      |                             |                           |  |                      |                 |
| Opening balance        | (2,254)                     | (9,961)                   | (8,152)  | -                    | (20,367)        |
| Additions (received)   | (2,842)                     | (17,370)                  | (13,039)   | -                    | (33,251)        |
| Transfers              | 2,972                       | 3,386                     | 8,854  | -                    | 15,212          |
| Recoveries             | <u>520</u>                  | <u>3,261</u>              | <u>1,682</u>   | <u>-</u>             | <u>5,463</u>    |
| Provision (impairment) | <u>(1,604)</u>              | <u>(20,684)</u>           | <u>(10,655)</u>  | <u>-</u>             | <u>(32,943)</u> |

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|                           | <u>Intended for housing</u> | <u>Other than housing</u> | <u>Recovered property<br/>from Residential<br/>Leasing contracts</u> | <u>Real Property</u> | <u>Total</u>    |
|---------------------------|-----------------------------|---------------------------|--|----------------------|-----------------|
| <u>Cost</u>               |                             |                           |  |                      |                 |
| Opening balance           | 8,600                       | 16,130                    | 11,015   | 47,578               | 83,323          |
| Merger of Leasing Bolívar | -                           | 2,995                     | 14,145   | -                    | 17,140          |
| Additions (received)      | 2,472                       | 42,638                    | 33,301   | -                    | 78,411          |
| Withdrawals (sales)       | (3,076)                     | (7,685)                   | (8,085)  | (47,578)             | (66,424)        |
| Transfers                 | (349)                       | (5,814)                   | (13,116)   | -                    | (19,279)        |
| Closing balance           | <u>7,647</u>                | <u>48,264</u>             | <u>37,260</u>  | <u>-</u>             | <u>93,171</u>   |
| <u>impairment</u>         |                             |                           |  |                      |                 |
| Opening balance           | (471)                       | (1,501)                   | (2,171)  | -                    | (4,143)         |
| Merger of Leasing Bolívar | -                           | (936)                     | (3,131)  | -                    | (4,067)         |
| Additions (received)      | (2,210)                     | (10,684)                  | (12,298)   | -                    | (25,192)        |
| Transfers                 | 180                         | 2,776                     | 6,845  | -                    | 9,801           |
| Recoveries                | <u>247</u>                  | <u>384</u>                | <u>2,603</u>   | <u>-</u>             | <u>3,234</u>    |
| Provision (impairment)    | <u>(2,254)</u>              | <u>(9,961)</u>            | <u>(8,152)</u>   | <u>-</u>             | <u>(20,367)</u> |

**12.7.3. Time during which assets have been held for sale**

The following is the detail of time during which assets have been held for sale:

|                       | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------------|--------------------------|--------------------------|
| Up to 1 year          | 74,270                   | 89,519                   |
| Between 1 and 3 years | 44,997                   | 3,652                    |
|                       | <u>119,267</u>           | <u>93,171</u>            |

During this period, the Bank has performed several different strategies in the sale of assets held, with the following results:

| <u>Item</u>  | <u>Quantity</u> | <u>43,100</u><br><u>Value</u> | <u>Quantity</u> | <u>42,735</u><br><u>Value</u> |
|--|-----------------|-------------------------------|-----------------|-------------------------------|
| Foreclosed assets                                    | <u>167</u>      | <u>25,977</u>                 | <u>244</u>      | <u>18,846</u>                 |
| Total sales  | <u>167</u>      | <u>25,977</u>                 | <u>244</u>      | <u>18,846</u>                 |
| Profit on sale                                       |                 | 618                           |                 | 2,356                         |
| Amortization of deferred profit                      |                 | 1,702                         |                 | 968                           |
| sales profit in previous years (Residential Leasing) |                 | <u>441</u>                    |                 | <u>185</u>                    |
| Total profit on sale                                 |                 | <u>2,761</u>                  |                 | <u>3,509</u>                  |
| Loss on sale on foreclosed assets                    |                 | 1,997                         |                 | 2,131                         |
| Sales loss in previous periods (Residential Leasing) |                 | <u>1,020</u>                  |                 | <u>509</u>                    |
| Loss on sale   |                 | <u>3,017</u>                  |                 | <u>2,640</u>                  |
| Net effect in Results                                |                 | <u>(256)</u>                  |                 | <u>869</u>                    |

**12.7.4. Movement of the provision**

The movement of the provision for assets held for sale is as follows:

|                           | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------|--------------------------|--------------------------|
| Opening balance           | 20,367                   | 4,143                    |
| Plus:                     |                          |                          |
| Merger of Leasing Bolívar | -                        | 4,067                    |
| Provision                 | 33,251                   | 25,193                   |
| Reclassification          | (15,211)                 | (9,802)                  |
| Less:                     |                          |                          |
| Recoveries                | <u>(5,464)</u>           | <u>(3,234)</u>           |
| Closing balance           | <u>32,943</u>            | <u>20,367</u>            |

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**12.8. Property and Equipment, net**

The following is the movement of Property and Equipment:

|   | <u>Land</u>    | <u>Buildings and<br/>improvements</u> | <u>Computer<br/>equipment</u> | <u>Furniture and<br/>fittings</u> | <u>Vehicles</u> | <u>Total</u>     |
|---|----------------|---------------------------------------|-------------------------------|-----------------------------------|-----------------|------------------|
| <b>Cost:</b>                                |                |                                       |                               |                                   |                 |                  |
| <b>Balance at December 31, 2015</b>         | 285,962        | 567,139                               | 77,019                        | 265,630                           | 10,760          | 1,206,510        |
| <u>Additions</u>                            | 2,141          | 12,100                                | 34,851                        | 23,608                            | 4,115           | 76,815           |
| Purchases                                   | 325            | 4,138                                 | 34,048                        | 23,573                            | 4,115           | 66,199           |
| Merger of Leasing Bolívar                   | 1,816          | 7,962                                 | 803                           | 35                                | -               | 10,616           |
| <u>Withdrawals</u>                          | (128,141)      | (358,158)                             | (8,373)                       | (1,245)                           | (3,472)         | (499,389)        |
| Sales                                       | (128,141)      | (358,158)                             | (8,370)                       | (1,204)                           | (3,472)         | (499,345)        |
| Derecognition of assets designated at cost  | -              | -                                     | (3)                           | (41)                              | -               | (44)             |
| <u>Reexpression of foreign currency</u>     | -              | -                                     | (96)                          | (99)                              | -               | (195)            |
| <u>Transfers</u>                            | (7,603)        | (8,853)                               | (726)                         | (3,837)                           | -               | (21,019)         |
| <u>Provision</u>                            | -              | (312)                                 | -                             | -                                 | -               | (312)            |
| <b>Balance at December 31, 2016</b>         | <u>152,359</u> | <u>211,916</u>                        | <u>102,675</u>                | <u>284,057</u>                    | <u>11,403</u>   | <u>762,410</u>   |
| <b>Accumulated depreciation</b>             |                |                                       |                               |                                   |                 |                  |
| <b>Balance at December 31, 2015</b>         | -              | (13,521)                              | (66,653)                      | (125,323)                         | (4,482)         | (209,979)        |
| <u>Additions</u>                            | -              | (189)                                 | (218)                         | -                                 | -               | (407)            |
| Merger of Leasing Bolívar                   | -              | (189)                                 | (218)                         | -                                 | -               | (407)            |
| <u>Withdrawals</u>                          | -              | 13,104                                | 2,393                         | 874                               | 2,518           | 18,889           |
| Sales                                       | -              | 13,104                                | 2,390                         | 833                               | 2,518           | 18,845           |
| Baja de Assets designates al Cost           | -              | -                                     | 3                             | 41                                | -               | 44               |
| <u>Accumulated movement of depreciation</u> | -              | (7,045)                               | (4,790)                       | (24,196)                          | (2,268)         | (38,299)         |
| <u>Re-expression of foreign currency</u>    | -              | -                                     | 85                            | 66                                | -               | 151              |
| <u>Transfers</u>                            | -              | 542                                   | (1,469)                       | 6,570                             | -               | 5,643            |
| <b>Balance at December 31, 2016</b>         | -              | <u>(7,109)</u>                        | <u>(70,652)</u>               | <u>(142,009)</u>                  | <u>(4,232)</u>  | <u>(224,002)</u> |
|   | <u>Land</u>    | <u>Buildings and<br/>improvements</u> | <u>Computer<br/>equipment</u> | <u>Furniture and<br/>fittings</u> | <u>Vehicles</u> | <u>Total</u>     |
| <b>Cost:</b>                                |                |                                       |                               |                                   |                 |                  |
| <b>Balance at December 31, 2016</b>         | 152,359        | 211,916                               | 102,675                       | 284,057                           | 11,403          | 762,410          |
| <u>Additions</u>                            | 2,318          | 5,513                                 | 16,106                        | 37,993                            | 2,558           | 64,488           |
| Purchases                                   | 2,318          | 5,513                                 | 16,106                        | 37,993                            | 2,558           | 64,488           |
| <u>Withdrawals</u>                          | (39,198)       | (63,223)                              | (10,086)                      | (14,529)                          | (2,735)         | (129,771)        |
| Sales                                       | (39,198)       | (63,223)                              | (10,086)                      | (10,779)                          | (2,735)         | (126,021)        |
| Derecognition of assets designated at cost  | -              | -                                     | -                             | (3,750)                           | -               | (3,750)          |
| <u>Reexpression of foreign currency</u>     | -              | -                                     | (12)                          | (11)                              | -               | (23)             |
| <u>Transfers</u>                            | (448)          | (1,361)                               | (16,993)                      | 20,383                            | -               | 1,581            |
| <u>Provision</u>                            | -              | (915)                                 | -                             | -                                 | -               | (915)            |
| <b>Balance at December 31, 2017</b>         | <u>115,031</u> | <u>151,930</u>                        | <u>91,690</u>                 | <u>327,893</u>                    | <u>11,226</u>   | <u>697,770</u>   |
| <b>Accumulated depreciation</b>             |                |                                       |                               |                                   |                 |                  |
| <b>Balance at December 31, 2016</b>         | -              | (7,109)                               | (70,652)                      | (142,009)                         | (4,232)         | (224,002)        |
| <u>Withdrawals</u>                          | -              | 2,846                                 | 8,643                         | 11,624                            | 2,092           | 25,205           |
| Sales                                       | -              | 2,846                                 | 8,643                         | 9,952                             | 2,092           | 23,533           |
| Baja de Assets designates al Cost           | -              | -                                     | -                             | 1,672                             | -               | 1,672            |
| <u>Accumulated movement of depreciation</u> | -              | (2,406)                               | (19,361)                      | (20,752)                          | (2,414)         | (44,933)         |
| <u>Re-expression of foreign currency</u>    | -              | -                                     | 60                            | 11                                | -               | 71               |
| <u>Transfers</u>                            | -              | 63                                    | 14,565                        | (17,956)                          | -               | (3,328)          |
| <b>Balance at December 31, 2017</b>         | -              | <u>(6,606)</u>                        | <u>(66,745)</u>               | <u>(169,082)</u>                  | <u>(4,554)</u>  | <u>(246,987)</u> |
| <b>Book Value</b>                           |                |                                       |                               |                                   |                 |                  |
| <b>Balance at December 31, 2015</b>         | <u>285,962</u> | <u>553,618</u>                        | <u>10,366</u>                 | <u>140,307</u>                    | <u>6,278</u>    | <u>996,531</u>   |
| <b>Balance at December 31, 2016</b>         | <u>152,359</u> | <u>204,807</u>                        | <u>32,023</u>                 | <u>142,048</u>                    | <u>7,171</u>    | <u>538,408</u>   |
| <b>Balance at December 31, 2017</b>         | <u>115,031</u> | <u>145,324</u>                        | <u>24,945</u>                 | <u>158,811</u>                    | <u>6,672</u>    | <u>450,783</u>   |

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**12.8.1. Proceeds of sale**

The following is the detail of proceeds of sale of Property and Equipment

December 31, 2017

|                        | <u>Quantity</u> | <u>Book Value</u> | <u>Proceeds of sale</u> | <u>Profit</u> | <u>Loss</u>    |
|------------------------|-----------------|-------------------|-------------------------|---------------|----------------|
| Real property (*)      | 180             | 99,575            | 130,823                 | 38,066        | (6,818)        |
| Computer equipment     | 3,350           | 1,443             | 1,671                   | 137           | (30)           |
| Furniture and fittings | 1,254           | 827               | 711                     | 37            | (32)           |
| Vehicles               | <u>30</u>       | <u>643</u>        | <u>647</u>              | <u>7</u>      | <u>(3)</u>     |
|                        | <u>4,814</u>    | <u>102,488</u>    | <u>133,852</u>          | <u>38,247</u> | <u>(6,883)</u> |

December 31, 2016

|                        | <u>Quantity</u> | <u>Book Value</u> | <u>Proceeds of sale</u> | <u>Profit</u>  | <u>Loss</u>    |
|------------------------|-----------------|-------------------|-------------------------|----------------|----------------|
| Real property (*)      | 690             | 473,195           | 620,834                 | 152,887        | (5,248)        |
| Computer equipment     | 4,469           | 5,980             | 5,533                   | 223            | (670)          |
| Furniture and fittings | 268             | 370               | 287                     | 12             | (96)           |
| Vehicles               | <u>35</u>       | <u>954</u>        | <u>951</u>              | <u>71</u>      | <u>(74)</u>    |
|                        | <u>5,462</u>    | <u>480,499</u>    | <u>627,605</u>          | <u>153,193</u> | <u>(6,088)</u> |

(\*) For sales of property and equipment there are receivables of \$103,566 and \$509,799 at December 31, 2017 and 2016, respectively, corresponding to the

At December 31, 2017 the Bank acquired contractual commitments to acquire 8 properties for \$24,541

There are no restrictions of ownership or pledged in guarantee of performance of obligations for the periods reported.

**12.8.2. Transfers**

|   | <u>December 31, 2017</u> |                     |                | <u>December 31, 2016</u> |                     |                 |
|---|--------------------------|---------------------|----------------|--------------------------|---------------------|-----------------|
|   | <u>Cost</u>              | <u>Depreciation</u> | <u>Total</u>   | <u>Cost</u>              | <u>Depreciation</u> | <u>Total</u>    |
| Increase from transfer between Property and Equipment | 3,390                    | (3,390)             | -              | -                        | -                   | -               |
| Decrease from transfer to Investment Property         | (1,809)                  | 62                  | (1,747)        | (16,456)                 | 1,079               | (15,377)        |
| Decrease from transfer between Property and Equipment | =                        | =                   | =              | <u>(4,563)</u>           | <u>4,563</u>        | =               |
|   | <u>1,581</u>             | <u>(3,328)</u>      | <u>(1,747)</u> | <u>(21,019)</u>          | <u>5,642</u>        | <u>(15,377)</u> |

**12.8.3. Movement of the provision**

The following is the detail of movement of the provision for property and equipment

December 31, 2017

|                 | <u>Land</u> | <u>Buildings and improvements</u> | <u>Computer equipment</u> | <u>Furniture and fittings</u> | <u>Vehicles</u> | <u>Total</u> |
|-----------------|-------------|-----------------------------------|---------------------------|-------------------------------|-----------------|--------------|
| Opening balance | -           | 312                               | -                         | -                             | -               | 312          |
| Plus:           |             |                                   |                           |                               |                 |              |
| Provision       | -           | 915                               | -                         | -                             | -               | 915          |
| Less:           |             |                                   |                           |                               |                 |              |
| Closing balance | =           | <u>1,227</u>                      | =                         | =                             | =               | <u>1,227</u> |

December 31, 2016

|                 | <u>Land</u> | <u>Buildings and improvements</u> | <u>Computer equipment</u> | <u>Furniture and fittings</u> | <u>Vehicles</u> | <u>Total</u> |
|-----------------|-------------|-----------------------------------|---------------------------|-------------------------------|-----------------|--------------|
| Opening balance | -           | -                                 | -                         | -                             | -               | -            |
| Plus:           |             |                                   |                           |                               |                 |              |
| Provision       | -           | 312                               | -                         | -                             | -               | 312          |
| Closing balance | =           | <u>312</u>                        | =                         | =                             | =               | <u>312</u>   |

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**12.9. Investment Properties, net**

The following is the movement of investment properties

|                                      | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--------------------------------------|--------------------------|--------------------------|
| <u>Cost</u>                          |                          |                          |
| Opening balance                      | 52,164                   | 61,890                   |
| <u>Additions</u>                     |                          |                          |
| Purchases                            | 621                      | -                        |
| Merger of Leasing                    | -                        | 9,710                    |
| <u>Withdrawals</u>                   |                          |                          |
| Sales                                | (15,280)                 | (17,605)                 |
| Transfers                            | <u>(2,487)</u>           | <u>(1,831)</u>           |
| Closing balance                      | <u>35,018</u>            | <u>52,164</u>            |
| <br><u>Accumulated depreciation</u>  |                          |                          |
| Opening balance                      | (1,223)                  | (698)                    |
| <u>Withdrawals</u>                   |                          |                          |
| Sales                                | 585                      | 329                      |
| Accumulated movement of depreciation | (370)                    | (925)                    |
| Transfers                            | <u>(56)</u>              | <u>71</u>                |
| Closing balance                      | <u>(1,064)</u>           | <u>(1,223)</u>           |
| Provision                            | <u>(89)</u>              | <u>(5,056)</u>           |
| Book Value                           | <u>33,865</u>            | <u>45,885</u>            |

**12.9.1. Effect on the Income Statement**

The results management recognizes for Investment Properties in the separate Statement of Income Statement are the following:

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Lease income   | 1,526                    | 1,488                    |
| Direct operating expenses from investment properties that generate income        | (236)                    | (548)                    |
| Direct operating expenses from investment properties NOT generating lease income | <u>(955)</u>             | <u>(1,197)</u>           |
| Net  | <u>2,717</u>             | <u>3,233</u>             |

**12.9.2. Movement of the provision**

The following is the movement of the provision for investment properties:

|                  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------|--------------------------|--------------------------|
| Opening balance  | 5,056                    | 24,087                   |
| Plus:            |                          |                          |
| Provision        | 49                       | 1,452                    |
| Reclassification | (4,345)                  | (17,835)                 |
| Less:            |                          |                          |
| Recoveries       | <u>(671)</u>             | <u>(2,648)</u>           |
| Closing balance  | <u>89</u>                | <u>5,056</u>             |

The fair Value of investment properties at December 31, 2017 and 2016 was \$55.863 and \$74.961 respectively.



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**12.9.3. Proceeds of sale**

The following is the detail of proceeds of sale on investment properties:

December 31, 2017

|                           | <u>Quantity</u> | <u>Book Value</u> | <u>Proceeds of sale</u> | <u>Profit</u> | <u>Loss</u>  |
|---------------------------|-----------------|-------------------|-------------------------|---------------|--------------|
| Investment properties (*) | 21              | 14,044            | 19,063                  | 5,571         | (552)        |
| Foreclosed assets         | <u>1</u>        | <u>651</u>        | <u>672</u>              | <u>21</u>     | <u>-</u>     |
|                           | <u>22</u>       | <u>14,695</u>     | <u>19,735</u>           | <u>5,592</u>  | <u>(552)</u> |

December 31, 2016

|                           | <u>Quantity</u> | <u>Book Value</u> | <u>Proceeds of sale</u> | <u>Profit</u> | <u>Loss</u>    |
|---------------------------|-----------------|-------------------|-------------------------|---------------|----------------|
| Investment properties (*) | 25              | 14,292            | 16,861                  | 4,647         | (2,077)        |
| Foreclosed assets         | <u>9</u>        | <u>2,984</u>      | <u>2,923</u>            | <u>9</u>      | <u>(71)</u>    |
|                           | <u>34</u>       | <u>17,276</u>     | <u>19,784</u>           | <u>4,656</u>  | <u>(2,148)</u> |

(\*) There are receivables against investment properties sold for \$13,310 corresponding to the mobilization of investment properties

**12.9.4. Transfers**

The following were transfers of investment properties

December 31, 2017

|   | <u>Cost</u>    | <u>Depreciation</u> | <u>Total</u>   |
|---|----------------|---------------------|----------------|
| Increase, transfers from Property and Equipment | 1,804          | (56)                | 1,748          |
| Decrease from transfers to Other Assets         | <u>(4,291)</u> | <u>-</u>            | <u>(4,291)</u> |
|   | <u>(2,487)</u> | <u>(56)</u>         | <u>(2,543)</u> |

December 31, 2016

|   | <u>Cost</u>     | <u>Depreciation</u> | <u>Total</u>    |
|---|-----------------|---------------------|-----------------|
| Increase due to transfers from Property and | 16,456          | 23                  | 16,479          |
| Decrease from transfers to Other Assets     | <u>(18,287)</u> | <u>48</u>           | <u>(18,239)</u> |
|   | <u>(1,831)</u>  | <u>71</u>           | <u>(1,760)</u>  |

There are no restrictions on income from investment properties, and no contractual obligations for purchase, construction or development in the periods reported.

**12.10. Operating leases**

Operating leases are related to leases on land and buildings for terms of 5-60 years containing clauses for market rent reviews every 5 years. The Bank has no option to purchase these properties upon expiry of the leases.

|              | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--------------|--------------------------|--------------------------|
| Up to 1 year | 142,813                  | 59,407                   |
| 1-5 years    | 467,334                  | 237,630                  |
| over 5 years | <u>421,451</u>           | <u>401,110</u>           |
|              | <u>1,031,598</u>         | <u>698,147</u>           |

The operating lease expense is as follows:

|                         | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------------|--------------------------|--------------------------|
| Operating lease expense | <u>141,548</u>           | <u>698,147</u>           |
|                         | <u>141,548</u>           | <u>698,147</u>           |

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The following is the detail of goodwill generated in the purchase of Granbanco:

For the purposes of impairment testing, goodwill was assigned to the following cash generating units

External consultants Deloitte Asesores y Consultores Ltda conducted an impairment test at December 31, 2017 and concluded that the business lines had no suffered any impairment loss.

The Bank identified these CGU fully when initially recording goodwill acquired. The following 6 CGUs were assigned: consumer, commercial SME, credits cards, home mortgage and affiliates(Panamá and Fiduciaria Davivienda).

The criteria used to determine amount for each CGU were the placement rate, average balances per customer, customer profile, growth of loans and allocation of expenses.

The following is the amount of Goodwill recoverable from the CGUs:

The recoverable amount is based on the Value in use of each CGU.

The valuation process has been described as a systematic analysis of factors that affect the Value of each business line and generally the consideration of three widely-accepted and commonly applied approaches to the concept of Value: the focus on income, the focus on the market or comparison of sales and the approach of cost or assets. In each category there are a variety of methodologies to assist in establishing Value.

Goven the nature of each of the entities to be Valued, two different methodologies were applied to make fair Value estimates. for Banco Davivienda and Banco Davivienda (Panamá) the metholody used was the Dividend Discount Model (DDM), and for FiduDavivienda, the methodology of free cash flow for the firm was used.

The following were the principal assumptions for projections used for impairment tests, reflecting the Bank's past experience:

|                                    | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Placement rates (%)                | 11.4%       | 11.0%       | 11.1%       | 11.1%       | 11.3%       | 13.5%       |
| Deposit rates (%)                  | 3.5%        | 2.9%        | 3.2%        | 3.2%        | 3.4%        | 3.5%        |
| Growth in operating income         | 8.5%        | 5.0%        | 6.4%        | 6.0%        | 5.9%        | 6.0%        |
| Growth in operating expenses (CPI) | 5.0%        | 3.2%        | 3.9%        | 3.7%        | 3.5%        | 4.0%        |
| Inflation                          | 3.8%        | 3.1%        | 3.1%        | 3.1%        | 3.1%        | 3.1%        |
| Annual GDP growth                  | 2.5%        | 3.4%        | 3.4%        | 3.4%        | 3.4%        | 3.4%        |

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The discount rate to determine the cost of income-generating capital is determined by the weighted average cost of capital at the market Value of the cost of all sources of financing in the capital structure of the Bank - estimated as 15% - when making a sensitivity analysis of Value in use and an impairment test on each of the CGUs identified for goodwill vs. the discount rate. it was found that a greater allocation of risk in the discount rate does not generate impairment in most of the CGUs.

**12.12. Intangibles**

The following is the movement of intangibles:

| <u>Item</u>                  | <u>Licenses</u> | <u>Computer<br/>programs and<br/>applications</u> | <u>Customer-related<br/>Intangibles</u> | <u>Total</u>   |
|------------------------------|-----------------|---|---|----------------|
| Balance at December 31, 2016 | 54,754          | 22,603  | -                                       | 77,357         |
| Acquisitions                 | 40,139          | 1,994   | -                                       | 42,133         |
| Accumulated amortizations    | (10,113)        | (3,351)   | -                                       | (13,464)       |
| Reclassifications            | (328)           | (437)   | -                                       | (765)          |
| Re-expression                | -               | (11)  | -                                       | (11)           |
| Balance at December 31, 2017 | <u>84,452</u>   | <u>20,798</u>                                     | <u>-</u>                                | <u>105,250</u> |

| <u>Item</u>                  | <u>Licenses</u> | <u>Computer<br/>programs and<br/>applications</u> | <u>Customer-related<br/>Intangibles</u> | <u>Total</u>  |
|------------------------------|-----------------|---|---|---------------|
| Balance at December 31, 2015 | 15,488          | 57,031  | -                                       | 72,519        |
| Merger Leasing Bolivar       | 868             | -   | -                                       | 868           |
| Acquisitions                 | 11,172          | 5,529   | -                                       | 16,701        |
| Accumulated amortizations    | (8,134)         | (3,941)   | -                                       | (12,075)      |
| Reclassifications            | 35,363          | (35,994)  | -                                       | (631)         |
| Re-expression                | (3)             | (22)  | -                                       | (25)          |
| Balance at December 31, 2016 | <u>54,754</u>   | <u>22,603</u>                                     | <u>-</u>                                | <u>77,357</u> |

There are no commitments to purchase or restrictions of ownership or pledges in guarantee of performance of obligations for the periods reported.

**12.13. Other non-financial assets, net**

The following is the detail of other assets:

|                                   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------------------------|--------------------------|--------------------------|
| Foreclosed assets                 | 149,546                  | 74,219                   |
| Prepaid expenses                  | 82,404                   | 74,012                   |
| Deferred tax asset (*)            | -                        | 106,027                  |
| Deferred payment letter of credit | 17,756                   | 10,537                   |
| Trust rights                      | 56                       | 956                      |
| Works of art                      | 2,544                    | 2,381                    |
| Assets pending activation         | 8,209                    | 8,526                    |
| Impairment                        | <u>(88,372)</u>          | <u>(43,138)</u>          |
|                                   | <u>172,143</u>           | <u>233,520</u>           |

(\*) As of January 2017, the deferred tax asset was reclassified and is presented net, as required by IAS 12.74.

The movement of the provision for other assets is as follows

|                   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------|--------------------------|--------------------------|
| Opening balance   | 43,138                   | 16,832                   |
| Plus:             |                          |                          |
| Merger of Leasing | -                        | 1,019                    |
| Provision         | 29,339                   | 2,571                    |
| Reclassification  | 19,555                   | -                        |
| Less:             |                          |                          |
| Derecognized      | -                        | 27,593                   |
| Recoveries        | <u>(3,660)</u>           | <u>(4,877)</u>           |
| Closing balance   | <u>88,372</u>            | <u>43,138</u>            |

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**12.14. Deposits and demand accounts**

Deposits and demand accounts are as follows:

|   | <u>December 31, 2017</u> |                      | <u>December 31, 2016</u> |                      |
|---|--------------------------|----------------------|--------------------------|----------------------|
|   | <u>Balance</u>           | <u>Interest paid</u> | <u>Balance</u>           | <u>Interest paid</u> |
| <u>Interest-bearing liabilities</u>     |                          |                      |                          |                      |
| Checking accounts                       | 1,669,792                | 29,290               | 962,404                  | 41,276               |
| Savings accounts                        | 20,071,135               | 746,365              | 21,985,199               | 812,745              |
| Term deposits                           | <u>21,893,816</u>        | <u>935,451</u>       | <u>18,210,104</u>        | <u>1,163,444</u>     |
|   | <u>43,634,743</u>        | <u>1,711,106</u>     | <u>41,157,707</u>        | <u>2,017,465</u>     |
| <u>Non-interest-bearing liabilities</u> |                          |                      |                          |                      |
| Checking accounts                       | 4,029,447                | -                    | 3,718,361                | -                    |
| Savings accounts                        | 115,395                  | -                    | 5,635                    | -                    |
| Demand accounts for services            | 527,344                  | -                    | 477,373                  | -                    |
| Electronic deposits                     | 86,330                   | -                    | 60,866                   | -                    |
| Other *                                 | <u>245,283</u>           | <u>-</u>             | <u>180,997</u>           | <u>-</u>             |
|   | <u>5,003,799</u>         | <u>-</u>             | <u>4,443,232</u>         | <u>-</u>             |
|   | <u>48,638,542</u>        | <u>1,711,106</u>     | <u>45,600,939</u>        | <u>2,017,465</u>     |

\* Other: Banks and correspondents - Special deposits - Collection services - Card-affiliate establishments - Canceled accounts

Deposits by currency and rate are as follows:

|                                     | <u>December 31, 2017</u> |                       | <u>December 31, 2016</u> |                       |
|-------------------------------------|--------------------------|-----------------------|--------------------------|-----------------------|
|                                     | <u>Balance</u>           | <u>% implied rate</u> | <u>Balance</u>           | <u>% implied rate</u> |
| <u>Local currency</u>               |                          |                       |                          |                       |
| <u>Deposits and demand accounts</u> |                          |                       |                          |                       |
| Checking accounts                   | 5,043,348                | 1.75%                 | 4,227,773                | 3.35%                 |
| Savings accounts                    | 20,118,870               | 3.61%                 | 21,895,158               | 3.34%                 |
| Term deposits                       | 21,253,313               | 6.68%                 | 17,483,713               | 6.69%                 |
| Demand accounts for services        | 439,411                  |                       | 430,911                  |                       |
| Electronic deposits                 | 86,330                   |                       | 60,866                   |                       |
| Other *                             | <u>216,840</u>           |                       | <u>176,991</u>           |                       |
|                                     | <u>47,158,112</u>        |                       | <u>44,275,412</u>        |                       |
| <u>Foreign currency</u>             |                          |                       |                          |                       |
| <u>Deposits and demand accounts</u> |                          |                       |                          |                       |
| Checking accounts                   | 655,891                  |                       | 452,992                  |                       |
| Savings accounts                    | 67,660                   | 2.86%                 | 95,676                   | 2.13%                 |
| Term deposits                       | 640,503                  | 2.03%                 | 726,391                  | 1.21%                 |
| Demand accounts for services        | 87,933                   |                       | 46,462                   |                       |
| Other *                             | <u>28,443</u>            |                       | <u>4,006</u>             |                       |
|                                     | <u>1,480,430</u>         |                       | <u>1,325,527</u>         |                       |

\* Other: Banks and correspondents - Special deposits - Collection services - Card-affiliate establishments - Canceled accounts

The maturities of financial liabilities are as follows:

December 31, 2017

|                              | <u>Under 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Total</u>      |
|------------------------------|---------------------|------------------|-------------------|-------------------|
| Checking account             | 5,699,239           | -                | -                 | 5,699,239         |
| Savings accounts             | 20,174,674          | 11,856           | -                 | 20,186,530        |
| Term deposits                | 14,115,240          | 7,727,451        | 51,125            | 21,893,816        |
| Demand accounts for services | 527,344             | -                | -                 | 527,344           |
| Electronic deposits          | 86,330              | -                | -                 | 86,330            |
| Other (*)                    | <u>245,283</u>      | <u>-</u>         | <u>-</u>          | <u>245,283</u>    |
|                              | <u>40,848,110</u>   | <u>7,739,307</u> | <u>51,125</u>     | <u>48,638,542</u> |

December 31, 2016

|                              | <u>Under 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Total</u>      |
|------------------------------|---------------------|------------------|-------------------|-------------------|
| Checking accounts            | 4,680,765           | -                | -                 | 4,680,765         |
| Savings accounts             | 21,988,813          | 2,021            | -                 | 21,990,834        |
| Term deposits                | 12,081,428          | 6,077,136        | 51,540            | 18,210,104        |
| Demand accounts for services | 477,373             | -                | -                 | 477,373           |
| Electronic deposits          | 60,866              | -                | -                 | 60,866            |
| Other (*)                    | <u>180,997</u>      | <u>-</u>         | <u>-</u>          | <u>180,997</u>    |
|                              | <u>39,470,242</u>   | <u>6,079,157</u> | <u>51,540</u>     | <u>45,600,939</u> |

\* Other: Banks and correspondents - Special deposits - Collection services - Card-affiliate establishments - Canceled accounts

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**12.15. Money-market and related liability operations**

The following are the money-market and related operations

December 31, 2017

|                         | <u>Rate</u>   | <u>Initial</u> | <u>Date</u> | <u>Final</u> | <u>Amount</u>    |
|-------------------------|---------------|----------------|-------------|--------------|------------------|
| <u>Local currency</u>   |               |                |             |              |                  |
| Interbank liabilities   |               |                |             |              |                  |
| Banks                   | 4,54%         | 27/12/2017     |             | 02/01/2018   | 5,003            |
| Simultaneous operations |               |                |             |              |                  |
| Other                   | 4,00% - 4,70% | 20/12/2017     |             | 03/01/2018   | <u>1,031,599</u> |
|                         |               |                |             |              | <u>1,036,602</u> |

December 31, 2016

|  | <u>Rate</u>   | <u>Initial</u> | <u>Date</u> | <u>Final</u> | <u>Amount</u>    |
|--|---------------|----------------|-------------|--------------|------------------|
| <u>Local currency</u>                    |               |                |             |              |                  |
| Interbank liabilities                    |               |                |             |              |                  |
| Banks                                    | 7,14% - 7,33% | 16/12/2016     |             | 06/01/2017   | 177,115          |
| Simultaneous operations                  |               |                |             |              |                  |
| Other                                    | 7,50%         | 29/12/2016     |             | 02/01/2017   | 834,631          |
| Liability repos                          | 7,50%         | 29/12/2016     |             | 02/01/2017   | 750,297          |
| Commitments arising from short positions | 7,00% - 7,50% | 20/12/2016     |             | 06/01/2017   | <u>23,279</u>    |
|  |               |                |             |              | <u>1,785,322</u> |

**12.16. Bank borrowings and other financial debt**

The following is the detail of financial debt:

|                              | <u>Currency</u> | <u>Range of interest rates</u> | <u>Range of years/maturity</u> | <u>Balance</u>   |
|------------------------------|-----------------|--------------------------------|--------------------------------|------------------|
| Balance at December 31, 2016 |                 |                                |                                | 5,292,891        |
| New loans                    |                 |                                |                                |                  |
|                              | COP             | 1,70% - 7,96%                  | 2022 - 2025                    | 683,230          |
|                              | USD             | 0.54% - 4.91%                  | 2017 - 2034                    | 3,483,322        |
| Payments in the period       |                 |                                |                                |                  |
|                              | COP             | 1,70% - 9,34%                  | 2017 - 2030                    | (540,557)        |
|                              | USD             | 1.16% - 7.20%                  | 2017 - 2030                    | (3,333,075)      |
| Other movements              |                 |                                |                                |                  |
| Interest payable             |                 |                                |                                | 117,344          |
| Re-expression                |                 |                                |                                | <u>(39,651)</u>  |
| Balance at December 31, 2017 |                 |                                |                                | <u>5,663,504</u> |
| Balance at January 1, 2016   |                 |                                |                                | 4,999,696        |
| New loans                    |                 |                                |                                |                  |
|                              | COP             | 1.72% - 12.64%                 | 2016 - 2032                    | 675,830          |
|                              | USD             | 0.86% - 4.83%                  | 2016 - 2034                    | 3,428,486        |
| Payments in the period       |                 |                                |                                |                  |
|                              | COP             | DTF+1.5% - DTF+2.8%            | 2016                           | (123,524)        |
|                              | COP             | 1.72% - 12.64%                 | 2016 - 2032                    | (589,507)        |
|                              | USD             | 0.450% - 4.582%                | 2016 - 2024                    | (3,107,979)      |
| Other movements              |                 |                                |                                |                  |
| Merger of Leasing Bolivar    |                 |                                |                                | 272,677          |
| Interest payable             |                 |                                |                                | 138,079          |
| Re-expression                |                 |                                |                                | (400,875)        |
| Other                        |                 |                                |                                | <u>8</u>         |
| Balance at December 31, 2016 |                 |                                |                                | <u>5,292,891</u> |

At December 31, 2017 the Bank was in compliance with covenants made on acquiring long-term debt

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The following is the detail of the Bank's borrowings:

|                                      | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--------------------------------------|--------------------------|--------------------------|
| <u>Institutions in Colombia</u>      |                          |                          |
| Local currency                       |                          |                          |
| Borrowings                           | 1,991,274                | 1,729,828                |
| Other                                | -                        | 8                        |
| Other financial debt                 | 360,283                  | 532,680                  |
| <u>Institutions outside Colombia</u> |                          |                          |
| Borrowings                           | 2,876,283                | 2,592,271                |
| Designated hedging instruments       | <u>435,664</u>           | <u>438,104</u>           |
|                                      | <u>5,663,504</u>         | <u>5,292,891</u>         |

In October 2017 Davivienda renewed borrowings designated as hedging instruments if its books, composed of 4 loans for USD146.000.000 to hedge the net investment in affiliates outside Colombia in order to eliminate the accounting asymmetry between results and equity arising from the reexpression of currency amounts between loans and equity .

The following are the maturities of borrowings:

December 31, 2017

|                                       | <u>Under 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>over 10 years</u> | <u>Total</u>     |
|---------------------------------------|---------------------|------------------|-------------------|----------------------|------------------|
| <u>Other institutions in Colombia</u> |                     |                  |                   |                      |                  |
| Local currency                        |                     |                  |                   |                      |                  |
| Bancoldex                             | 34,569              | 283,658          | 46,820            | -                    | 365,047          |
| Finagro                               | 12,056              | 93,944           | 78,317            | 8,177                | 192,494          |
| Findeter                              | 14,216              | 199,571          | 895,604           | 324,343              | 1,433,734        |
| Foreign currency                      |                     |                  |                   |                      |                  |
| Bancoldex                             | 4,683               | 25,757           | 132,658           | -                    | 163,098          |
| Findeter                              | 59,071              | -                | 137,731           | 383                  | 197,185          |
| <u>Institutions outside Colombia</u>  | <u>2,656,828</u>    | <u>4,405</u>     | <u>583,634</u>    | <u>67,079</u>        | <u>3,311,946</u> |
|                                       | <u>2,781,423</u>    | <u>607,335</u>   | <u>1,874,764</u>  | <u>399,982</u>       | <u>5,663,504</u> |

December 31, 2016

|  | <u>Under 1 year</u> | <u>1-5 years</u> | <u>5-10 years</u> | <u>Over 10 years</u> | <u>Total</u>     |
|--|---------------------|------------------|-------------------|----------------------|------------------|
| <u>Other institutions in Colombia</u>          |                     |                  |                   |                      |                  |
| Local currency                                 |                     |                  |                   |                      |                  |
| Bancoldex                                      | 22,547              | 160,458          | 88,062            | -                    | 271,067          |
| Finagro  | 8,981               | 80,418           | 72,491            | 9,577                | 171,467          |
| Findeter                                       | 7,689               | 202,467          | 666,385           | 410,754              | 1,287,295        |
| Other banks and financial entities in Colombia | 8                   | -                | -                 | -                    | 8                |
| Foreign currency                               |                     |                  |                   |                      |                  |
| Bancoldex                                      | 3,502               | 59,364           | 124,160           | 124,857              | 311,883          |
| Findeter                                       | 815                 | -                | 100,123           | 119,858              | 220,796          |
| <u>Entities outside Colombia</u>               | <u>1,744,904</u>    | <u>759,747</u>   | <u>525,724</u>    | <u>-</u>             | <u>3,030,375</u> |
|  | <u>1,788,446</u>    | <u>1,262,454</u> | <u>1,576,945</u>  | <u>665,046</u>       | <u>5,292,891</u> |

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**12.17. Debt instruments issued**

The following is the movement of bonds:

|                              | <u>Date</u> | <u>Issue amount</u> | <u>Term (months)</u> | <u>Yield</u> | <u>Maturity</u> | <u>Balance</u>    |
|------------------------------|-------------|---------------------|----------------------|--------------|-----------------|-------------------|
| Balance at December 31, 2016 |             |                     |                      |              |                 | 9,063,260         |
| New issues (*)               |             |                     |                      |              |                 |                   |
| CPI                          | 29/03/2017  | 200,066             | 96                   | CPI + 3.83   | 29/03/2025      | 200,066           |
| TF                           | 29/03/2017  | 198,947             | 84                   | TF 7.40%     | 29/03/2025      | 198,947           |
| IBR                          | 25/04/2017  | 433,000             | 120                  | IBR + 2.13   | 25/04/2027      | 433,000           |
| CPI                          | 07/06/2017  | 173,666             | 84                   | CPI + 3.13   | 07/06/2024      | 173,666           |
| CPI                          | 07/06/2017  | 169,000             | 120                  | CPI + 3.39   | 07/06/2027      | 169,000           |
| TF                           | 07/06/2017  | 357,334             | 36                   | TF 6.48%     | 07/06/2020      | 357,334           |
| TF                           | 24/10/2017  | 1,467,830           | 60                   | TF 7.5 -Efe  | 24/10/2022      | 1,467,830         |
|                              |             |                     |                      |              |                 | <u>2,999,843</u>  |
| Redemptions                  |             |                     |                      |              |                 | (857,889)         |
| Variation TRM                |             |                     |                      |              |                 | (15,281)          |
| Variation UVR                |             |                     |                      |              |                 | 5,924             |
| Interest                     |             |                     |                      |              |                 | (1,861)           |
| Cost pending amortization    |             |                     |                      |              |                 | (14,628)          |
| Balance at December 31, 2017 |             |                     |                      |              |                 | <u>11,179,368</u> |

\* At December 31, 2017 the Bank had no covenants to disclose on its issues.

|                              | <u>Date</u> | <u>Issue amount</u> | <u>Term (months)</u> | <u>Yield</u> | <u>Maturity</u> | <u>Balance</u>   |
|------------------------------|-------------|---------------------|----------------------|--------------|-----------------|------------------|
| Balance at December 31, 2015 |             |                     |                      |              |                 | 8,727,347        |
| New issues (*)               |             |                     |                      |              |                 |                  |
| CPI                          | 27/07/2016  | 131,864             | 84                   | CPI + 3.67   | 27/07/2023      | 131,864          |
| CPI                          | 27/07/2016  | 245,751             | 144                  | CPI+4.00     | 27/07/2028      | 245,751          |
| CPI                          | 28/09/2016  | 358,589             | 120                  | CPI + 4.16   | 28/09/2026      | 358,589          |
| Fixed rate                   | 27/07/2016  | 222,385             | 36                   | TF 8.64      | 27/07/2019      | 222,385          |
|                              |             |                     |                      |              |                 | <u>958,589</u>   |
| Redemptions                  |             |                     |                      |              |                 | (505,744)        |
| Variation TRM                |             |                     |                      |              |                 | (147,996)        |
| Variation UVR                |             |                     |                      |              |                 | 8,467            |
| Interest                     |             |                     |                      |              |                 | 6,846            |
| Cost pending amortization    |             |                     |                      |              |                 | 15,751           |
| Balance at December 31, 2016 |             |                     |                      |              |                 | <u>9,063,260</u> |

The following is the detail of debt instruments issued:

| <u>Issue type</u>                   | <u>Date</u>              | <u>Issue amount</u> | <u>Term (months)</u> | <u>Yield</u>           | <u>Maturity</u>             | <u>December 31, 2017</u><br><u>Book Value</u> | <u>December 31, 2016</u><br><u>Book Value</u> |
|-------------------------------------|--------------------------|---------------------|----------------------|------------------------|-----------------------------|---|---|
| <u>Bonds issued in Colombia</u>     |                          |                     |                      |                        |                             |   |   |
| <u>Unsecured subordinated bonds</u> |                          |                     |                      |                        |                             |   |   |
| CPI                                 | 25-Apr-12 -<br>29-Mar-17 | 1,358,655           | 96 - 180             | CPI+3.83 -<br>CPI+4.56 | 25-Apr-2022 - 25-<br>Apr-27 | 1,358,655                                     | 1,297,086                                     |
| Fixed rate                          | 29-Mar-2017              | 198,947             | 84                   | TF 7.40%               | 29-Mar-2024                 | 198,947                                       | -   |
| UVR                                 | 24-Feb-2010              | 111,503             | 120                  | UVR+5.50               | 24-Feb-2020                 | 150,669                                       | 144,743                                       |
| Interest                            |                          |                     |                      |                        |                             | 11,624  | 16,715  |
| <u>In dollars</u>                   |                          |                     |                      |                        |                             |   |   |
| International bonds*                | 09-Jul-2012              | 895,125             | 120                  | TF 5.875%              | 09-Jul-2022                 | 1,492,000                                     | 1,500,355                                     |
| Interest                            |                          |                     |                      |                        |                             | <u>41,684</u>                                 | <u>42,849</u>                                 |
|                                     |                          |                     |                      |                        | Total subordinated bonds    | <u>3,253,579</u>                              | <u>3,001,748</u>                              |
| <u>Unsecured ordinary bonds</u>     |                          |                     |                      |                        |                             |   |   |
| CPI                                 | 10-Mar-11 -<br>07-Jun-17 | 3,521,953           | 60-180               | CPI+2.84 -<br>CPI+4.50 | 10-Mar-18 -<br>27-Jul-28    | 3,521,953                                     | 3,375,337                                     |
| Fixed rate                          | 12-Feb-15 -<br>24-Oct-17 | 2,426,305           | 36 - 60              | TF 5.94% -<br>TF 8.64% | 12-Feb-18 -<br>24-Oct-22    | 2,426,305                                     | 601,141                                       |
| IBR                                 | 25-Apr-2017              | 433,000             | 120                  | IBR + 2.13             | 25-Apr-2027                 | 433,000                                       | 523,342                                       |
| Interest                            |                          |                     |                      |                        |                             | 61,993  | 55,652  |
| <u>In dollars</u>                   |                          |                     |                      |                        |                             |   |   |
| International bonds                 | 29-Jan-2013              | 889,920             | 60                   | TF 2.95%               | 29-Jan-2018                 | 1,492,000                                     | 1,500,355                                     |
| Interest                            |                          |                     |                      |                        |                             | <u>18,539</u>                                 | <u>19,057</u>                                 |
|                                     |                          |                     |                      |                        | Total Ordinary Bonds        | <u>7,953,790</u>                              | <u>6,074,884</u>                              |
|                                     |                          |                     |                      |                        | Cost to be amortized        | <u>(28,001)</u>                               | <u>(13,372)</u>                               |
|                                     |                          |                     |                      |                        | Total Bonds                 | <u>11,179,368</u>                             | <u>9,063,260</u>                              |

\* Debt issues designated as hedging

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Liabilities designated as hedging

For accounting purposes, the Bank elected to designate the liability for USD500 million as a hedging instrument for the net investment outside Colombia for the Subsidiaries in Central America (item hedged ) as of January 1, 2015, considering management's intention to cover the exchange risk associated with that investment . At December 31, 2017 hedging was effective in terms of the tests conducted by management.

The bonds by monetary unit were as follows:

|                  | <u>December 31,2017</u> | <u>December 31,2016</u> |
|------------------|-------------------------|-------------------------|
| Local currency   | 7,993,580               | 5,868,959               |
| Foreign currency | 3,035,388               | 3,048,671               |
| UVR              | <u>150,400</u>          | <u>145,630</u>          |
|                  | <u>11,179,368</u>       | <u>9,063,260</u>        |

The maturities of the bonds are as follows:

|               | <u>December 31,2017</u> | <u>December 31,2016</u> |
|---------------|-------------------------|-------------------------|
| Under 1 year  | 2,128,189               | 866,944                 |
| 1-5 years     | 5,170,394               | 3,584,669               |
| 5-10 years    | 3,447,057               | 3,717,486               |
| Over 10 years | <u>433,728</u>          | <u>894,161</u>          |
|               | <u>11,179,368</u>       | <u>9,063,260</u>        |

The following redemptions have been made:

December 31,2017

| <u>Date</u> | <u>Issue type</u> | <u>Term</u> | <u>Rate</u> | <u>Maturity</u> | <u>Amount</u>  |
|-------------|-------------------|-------------|-------------|-----------------|----------------|
| 24/02/2010  | COB51CB00247      | 84          | CPI+5.25    | 24/02/2017      | 138,497        |
| 15/05/2014  | COB51CB00494      | 36          | IBR+1.29    | 15/05/2017      | 255,686        |
| 07/10/2010  | COB51CB00262      | 36          | CPI+3.63    | 07/10/2017      | 196,050        |
| 09/10/2014  | COB51CB00528      | 36          | IBR+1.25    | 09/10/2017      | 90,235         |
| 10/11/2015  | COB51CB00601      | 36          | IBR + 2.05  | 10/11/2017      | <u>177,421</u> |
|             |                   |             |             |                 | <u>857,889</u> |

December 31,2016

| <u>Date</u> | <u>Issue type</u>                                    | <u>Term</u> | <u>Rate</u> | <u>Maturity</u> | <u>Amount</u>  |
|-------------|--|-------------|-------------|-----------------|----------------|
| 05/02/2009  | Tranche 1 - Series G                                 | 84          | CPI + 5.50  | 05/02/2016      | 126,886        |
| 13/02/2013  | Issue 4 Ordinary Fixed rate -<br>Tranche 1, Series F | 36          | TF 5.14%    | 13/02/2016      | 102,249        |
| 09/10/2014  | Ordinary - Fixed rate                                | 24          | TF 5.89%    | 09/10/2016      | <u>276,609</u> |
|             |  |             |             |                 | <u>505,744</u> |

Evaluation of hedging of net investment abroad

The Bank has a hedging instrument for its net investments outside Colombia in several different currencies (Lempira, Colon and USD), for which it uses only the US dollar, due mainly to the economic relationship between the performance of the emerging economies' currencies in the same region , which tend to move in parallel to the US dollar in the medium and long term. This effect arises because the economies of Central America and Colombia share the following characteristics, amongst others:

- Democratic political and institutional schemes
- Dependence on the generation of raw materials (commodities)
- Important participation of remittances on local economies
- Similar levels of GDP per capita and economic development

Further, exchange policies prevailing in the Costa Rican and Honduran economies are based on an exchange regime that limits fluctuations in the Value of currencies against the dollar.

Based on the historical performance of these currencies' exchange rates in relation to the Colombian peso , there is an evident correlation between the three currencies and this confirms the high level of cover provided by the dollar for items denominated in colones and lempiras , where correlations arise (Correlations of daily returns for a sample of three years ) higher than 70%, as can be seen below:.

Correlations

|            | <b>USD</b> | <b>HNL</b> | <b>CRC</b> |
|------------|------------|------------|------------|
| <b>USD</b> | 100%       | 100%       | 97%        |
| <b>HNL</b> | 100%       | 100%       | 96%        |
| <b>CRC</b> | 97%        | 96%        | 100%       |



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There is also evidence that the correlations continue over time.

The amounts of items hedged denominated in Costa Rican colones., Honduran lempiras and US dollars are as follows:

| Investments in subsidiaries | Investment, currency of origin | Portion hedged in currency of origin | Investment USD | Portion hedged USD | Portion not hedged USD |
|-----------------------------|--------------------------------|--------------------------------------|----------------|--------------------|------------------------|
| Colones                     | 89,837                         | 75,457                               | 159            | 149                | 10                     |
| Lempiras                    | 2,625                          | 2,204                                | 111            | 111                | 1                      |
| US dollars                  | 241                            | 241                                  | 241            | 241                | 0                      |
| <b>Total</b>                |                                |                                      | <b>511</b>     | <b>500</b>         | <b>11</b>              |

Effectiveness of hedging

Hedged items are denominated in colones, lempiras and US dollars and the hedging instrument is denominated in dollars. A retrospective evaluation of the effectiveness of the hedge, relating the effect of changes in each currency to the Colombian peso for the items hedged, with the effect of the changes in the hedging instrument, provides the following result:

|       | <u>Hedging efficiency ratio 2017 and 2016</u> |
|-------|---|
| Total | 100%  |

The efficiency ratio reflects perfect coverage for the COP/USD risk factor, since the asset and the liability are exposed to the same factor.

**12.18. Accounts payable**

The following is the detail of accounts payable

|  | <u>December 31,2017</u> | <u>December 31,2016</u> |
|--|-------------------------|-------------------------|
| Commissions and fees                   | 7,485                   | 8,760                   |
| Taxes                                  | 42,666                  | 58,792                  |
| Dividends and other capital surpluses  | 3,532                   | 3,558                   |
| Bank transaction tax                   | 20,618                  | 21,549                  |
| Purchase commitments                   | 9,116                   | 4,294                   |
| Suppliers and services payable         | 508,113                 | 373,345                 |
| Payroll withholdings and contributions | 100,291                 | 82,057                  |
| Payable to Parent - Subsidiaries       | 17,502                  | 16,905                  |
| Balance available VISA Prepayments     | 5,409                   | 9,667                   |
| Colombian Treasury Law 546             | 12,111                  | 11,522                  |
| Deposit insurance                      | 62,369                  | 59,580                  |
| Creditors for pending disbursements    | 27,006                  | 17,498                  |
| Corredores Asociados Creditor          | 25,915                  | 25,935                  |
| Security bonds creditor                | 19,562                  | 19,622                  |
| Checks pending presentation            | 19,030                  | 12,699                  |
| Settlement of third party forwards     | 7,086                   | 5,088                   |
| Insurance                              | 22,896                  | 11,682                  |
| Payables FNG and FNA                   | 2,855                   | 10,081                  |
| Franchises                             | 25,032                  | 15,558                  |
| Cards                                  | 13,820                  | 13,112                  |
| Sundry                                 | 99,301                  | 46,531                  |
| Payroll payables (1)                   | <u>129,512</u>          | <u>161,268</u>          |
|  | <u>1,181,227</u>        | <u>989,103</u>          |

(1) The detail of payroll payables is the following:

|                               | <u>December 31,2017</u> | <u>December 31,2016</u> |
|-------------------------------|-------------------------|-------------------------|
| Payroll                       | -                       | 30                      |
| Severance accrual             | 23,798                  | 21,526                  |
| Interest on severance accrual | 2,826                   | 2,544                   |
| Holidays                      | 39,610                  | 38,009                  |
| Other employee benefits (*)   | <u>63,278</u>           | <u>99,159</u>           |
|                               | <u>129,512</u>          | <u>161,268</u>          |

(\*) Corresponds mainly to long-service bonus \$35.930, other benefits \$14.603, pensioners health policy \$12.744

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**Employee benefits**

The Bank provides the following long-term benefits:

- a. Staff with two years service or more may take house purchase loans at a floating preferential rate, available while they remain on the payroll (i.e., this benefits is immediately lost if the employee ceases to work for the Bank). Two funds have been opened with a maximum limit set by management, regularly updated. The estimated amount of the benefit in the interest rate is the difference at the date of taking the loan between the present Value of the sum of payments at the market rate and the present Value of the sum of payments at the subsidized rate and this is recognized in the Statement of Financial Position
- b. As part of the 2015-2018 collective bargaining agreement with staff, the Bank recognizes a discretionary service bonus equal to 15 days salary on completion of 5 years service and 30 days upon completion of 10 years service and subsequently for every 5 years service completed. At December 31, 2017, the liability recognized for this was \$35.930.

Defined contribution plan

The Bank makes a contribution equivalent to the amount defined by the employee up to 5% of salary applicable to staff with ten years or less to serve before qualifying for a pension. This is only granted when the employee qualifies for his pension, and there is no commitment to make payments on that date. This liability is recorded for the amounts contributed against Income and no actuarial assumptions are involved because the contributions are for predetermined amount into a fund in which the Bank runs no investment or actuarial risk.

Defined-benefits plan

There is a health policy for pensioners and their spouses, recognized by actuarial calculation through OCI.

The following is the detail of employee benefits.

|                              | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------------------|--------------------------|--------------------------|
| Present Value of liabilities | 12,744                   | 46,385                   |
| Total employee benefits      | <u>12,744</u>            | <u>46,385</u>            |
| <u>Deficit in the plan</u>   | <u>12,744</u>            | <u>46,385</u>            |
| Total liability to employees | 12,744                   | 46,385                   |

At present, all Bank staff are entitled to access a group health policy while actively employed, and subsequently, when reaching pensionable age, the employee and spouse are entitled to a subsidy of 30% on an individual policy sponsored by the Bank subject to certain conditions.

Movement in the present Value of defined-benefit plans.

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| Defined benefit obligations at the start of the period                | 46,385                   | -                        |
| Current service costs   | 3,976                    | -                        |
| Interest cost   | 3,181                    | -                        |
| Re-measurement  |                          |                          |
| Experience-related adjustment   | (30,525)                 | -                        |
| Actuarial profit (loss) due to changes in demographic assumptions     | (7,124)                  | -                        |
| Actuarial profit (loss) due to changes in financial assumptions (OCI) | (2,892)                  | -                        |
| Benefits paid under the Plan  | <u>(257)</u>             | -                        |
| Defined benefit obligations at the end of the period                  | <u>12,744</u>            | <u>46,385</u>            |

Principal actuarial assumption

The following are the principal actuarial assumptions at the closing date (weighted average)

|                              | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------------------|--------------------------|--------------------------|
| Discount rate at December 31 | 7.25%                    | CPI+4.56%                |
| Future salary increases      | 3.50%                    | 7.57%                    |
| Inflation rate               | 3.50%                    | 5.57%                    |

After an employee completes pensionable age, it is assumed that those receiving the benefit will die as projected in the 2008 Rentiers mortality table, as in SFC Resolution 1555 de 2010.

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Sensitivity analysis

Defined-benefit obligations and the cost of current services were calculated using the projected credit unit method. The following is a sensitive analysis of the defined-benefit liability using the different financial and actuarial variables:

Discount rate

|                     | <u>Current Value of defined-benefit obligations</u> | <u>Weighted average duration of defined-benefit obligation (years)</u> | <u>Assumptions</u> |
|---------------------|---|--|--------------------|
| Discount rate -50bp | 13,964  | 17.51  | 88,062             |
| Discount rate +50bp | 11,761  | 16.83  | 72,491             |

Medical trend

|                            | <u>Medical services rate</u> | <u>Assumptions</u> |
|----------------------------|------------------------------|--------------------|
| Medical service rate -50bp | 11,721                       | 3.00%              |
| Medical service rate +50bp | 14,003                       | 4.00%              |

Expected payments of future benefits

Expected payments of future benefits, which reflect future service, are estimated to be paid as follows:

| <u>Year</u> | <u>Defined benefits</u> |
|-------------|-------------------------|
| 2018        | 397                     |
| 2019        | 318                     |
| 2020        | 347                     |
| 2021        | 390                     |
| 2022        | 427                     |
| 2023 - 2027 | 3,039                   |

**12.19. Other non-financial liabilities and accruals**

The following is the detail of other non-financial liabilities and accruals

|                                    | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|------------------------------------|--------------------------|--------------------------|
| Interest in cases                  | 90,634                   | 39,050                   |
| Other provisions (*)               | 66,470                   | 29,625                   |
| Litigation                         | 23,674                   | 25,790                   |
| Part payments pending application  | 85,256                   | 64,354                   |
| Income received in advance         | 63,573                   | 41,903                   |
| Deferred-payment letters of credit | 17,757                   | 10,538                   |
| Deferred credits                   | 4,198                    | 7,800                    |
| Sundry                             | <u>44,724</u>            | <u>37,145</u>            |
|                                    | <u>396,286</u>           | <u>256,205</u>           |

(\*)The most significant provisions refer to Banco de la República due to the difference in the rate for home mortgage loans covered by the Bank after the 8-year subsidy expires, worth \$46,575.

(1)The following is the movement of the provision:

|                 | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------|--------------------------|--------------------------|
| Opening balance | 29,625                   | 26,277                   |
| Plus:           |                          |                          |
| Provision       | 455,655                  | 533,408                  |
| Less:           |                          |                          |
| Derecognitions  | (36,290)                 | (114)                    |
| Recoveries      | <u>(382,520)</u>         | <u>(529,946)</u>         |
| Closing balance | <u>66,470</u>            | <u>29,625</u>            |

(2) Litigation, indemnities and fines

The following is the movement:

|                 | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------|--------------------------|--------------------------|
| Opening balance | 25,790                   | 25,339                   |
| Plus:           |                          |                          |
| Provision       | 10,259                   | 8,785                    |
| Less:           |                          |                          |
| Recoveries      | <u>(12,375)</u>          | <u>(8,334)</u>           |
| Closing balance | <u>23,674</u>            | <u>25,790</u>            |

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The following is a summary of cases

|  | <u>December 31, 2017</u> |                  |               | <u>December 31, 2016</u> |                  |               |
|--|--------------------------|------------------|---------------|--------------------------|------------------|---------------|
|  | <u>Quantity</u>          | <u>Provision</u> | <u>Amount</u> | <u>Quantity</u>          | <u>Provision</u> | <u>Amount</u> |
| Cases covered by the Fogafin guarantee agreement | 37                       | 10,905           | 10,832        | 52                       | 16,042           | 12,262        |
| Tax cases  | 1                        | 200              | 200           | 1                        | 752              | 752           |
| Labor cases                                      | 26                       | 5,684            | 5,684         | 18                       | 3,177            | 3,178         |
| Civil cases                                      | <u>158</u>               | <u>6,885</u>     | <u>6,885</u>  | <u>146</u>               | <u>5,819</u>     | <u>5,819</u>  |
|  | <u>222</u>               | <u>23,674</u>    | <u>23,601</u> | <u>217</u>               | <u>25,790</u>    | <u>22,011</u> |

The cash outflows are as follows:

Other provisions

December 31, 2017

|                         | <u>1 year</u> | <u>1-3 years</u> | <u>3-5 years</u> | <u>5-10 years</u> | <u>over 10 years</u> | <u>Total</u>  |
|-------------------------|---------------|------------------|------------------|-------------------|----------------------|---------------|
| FRECH Premium provision | 11,163        | 8,669            | 11,325           | 15,419            | -                    | 46,576        |
| Other                   | <u>19,894</u> | <u>-</u>         | <u>-</u>         | <u>-</u>          | <u>-</u>             | <u>19,894</u> |
|                         | <u>31,057</u> | <u>8,669</u>     | <u>11,325</u>    | <u>15,419</u>     | <u>-</u>             | <u>66,470</u> |

December 31, 2016

|                         | <u>1 year</u> | <u>1-3 years</u> | <u>3-5 years</u> | <u>5-10 years</u> | <u>over 10 years</u> | <u>Total</u>  |
|-------------------------|---------------|------------------|------------------|-------------------|----------------------|---------------|
| FRECH Premium provision | 3,445         | 9,718            | 13,159           | -                 | -                    | 26,322        |
| UGPP provision          | -             | 3,269            | -                | -                 | -                    | 3,269         |
| Government relief       | <u>34</u>     | <u>-</u>         | <u>-</u>         | <u>-</u>          | <u>-</u>             | <u>34</u>     |
|                         | <u>3,479</u>  | <u>12,987</u>    | <u>13,159</u>    | <u>-</u>          | <u>-</u>             | <u>29,625</u> |

Litigation, penalties and fines:

December 31, 2017

|  | <u>1 year</u> | <u>1-3 years</u> | <u>3-5 years</u> | <u>5-10 years</u> | <u>over 10 years</u> | <u>Total</u>  |
|--|---------------|------------------|------------------|-------------------|----------------------|---------------|
| Litigation covered by the Fogafin guarantee contract | -             | 10,905           | -                | -                 | -                    | 10,905        |
| Tax cases  | 200           | -                | -                | -                 | -                    | 200           |
| Labor cases  | 1,819         | 3,865            | -                | -                 | -                    | 5,684         |
| Civil cases  | <u>2,341</u>  | <u>4,200</u>     | <u>344</u>       | <u>-</u>          | <u>-</u>             | <u>6,885</u>  |
|  | <u>4,360</u>  | <u>18,970</u>    | <u>344</u>       | <u>-</u>          | <u>-</u>             | <u>23,674</u> |

December 31, 2016

|  | <u>1 year</u> | <u>1-3 years</u> | <u>3-5 years</u> | <u>5-10 years</u> | <u>over 10 years</u> | <u>Total</u>  |
|--|---------------|------------------|------------------|-------------------|----------------------|---------------|
| Litigation covered by the Fogafin guarantee contract | -             | 16,042           | -                | -                 | -                    | 16,042        |
| Tax cases  | 752           | -                | -                | -                 | -                    | 752           |
| Labor cases  | 210           | 2,967            | -                | -                 | -                    | 3,177         |
| Civil cases  | <u>1,830</u>  | <u>3,109</u>     | <u>880</u>       | <u>-</u>          | <u>-</u>             | <u>5,819</u>  |
|  | <u>2,792</u>  | <u>22,118</u>    | <u>880</u>       | <u>-</u>          | <u>-</u>             | <u>25,790</u> |

Proceedings brought to the Bank may be

Criminal

The Bank has been called on as a Third Party with Civil Liability under Colombian law and is required to respond for damages caused by a convicted person. According to the legal analysis made the assignation may or may not be made, depending on the case.

Ordinary civil, special, administrative disputes, labor cases

These types of case generate contingent liabilities for the Bank regardless of the procedural step put in effect, in general terms due to eventual civil, contractual or non-contractual liability, and similarly in case of fines or sanctions imposed by the competent entities. Each one of these proceedings has its own assessment, and provisions are made where necessary.

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Presented below are cases that could have a significant economic impact on the Bank:

Class and group actions are court cases brought for the protection of rights belonging to a plural number of people. While class actions have the purpose of preventing ceasing and restoring collective rights, group actions seek the compensation of damages generated by the infringement of individual homogenous rights. The risk of these forms of litigations has been considered remote, however, the nature of the rights being discussed and the plurality of the claimants, turns these matters into legal proceedings important to the Bank, and therefore it has been decided to disclose them.

Cases related to other Bank activities.

In the Bogotá Chamber of Commerce there is an ongoing arbitration case in which Lotes y Proyectos S.A.S. and other individuals and corporate entities have against Davivienda. They aim to declare that Davivienda's conduct in negotiations and in completing a property conveyance caused them damages for \$6.000. The Bank is contesting the claim. The contingency has been considered "possible".

**12.20. Equity**

Comprises all items and amounts representing contributions or rights of shareholders in subscribed capital, reserves appropriated from profits of previous years by mandate of the Annual General Meeting in order to comply with the law, the Bank's Articles or specific purposes, the surplus and dividends declared in shares and the related share premium.

**12.20.1. Capital**

At December 31, 2017 and 2016 the authorized capital of the Bank was \$77,350 represented by 455,000,000 shares at \$170 par value each.

Subscribed and paid capital at the same dates was \$76,784

Authorized, subscribed and paid capital is represented by the following shares and other data of equity at each annual close:

|                                     | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-------------------------------------|--------------------------|--------------------------|
| Subscribed and paid ordinary shares | 343,676,929              | 343,676,929              |
| Preference shares                   | <u>107,993,484</u>       | <u>107,993,484</u>       |
| Total shares outstanding            | <u>451,670,413</u>       | <u>451,670,413</u>       |
| Par Value at date                   | 170                      | 170                      |
| Equity Value                        | <u>9,544,716</u>         | <u>8,859,472</u>         |
| Intrinsic Value (pesos)             | <u>21,132.03</u>         | <u>19,614.91</u>         |

The following is the movement of outstanding shares

|                                       | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------------------|--------------------------|--------------------------|
| Shares at the beginning of the period | 451,670,413              | 444,214,234              |
| Shares Merger of Leasing Bolivar      | -                        | <u>7,456,179</u>         |
| Shares at the end of the period       | <u>451,670,413</u>       | <u>451,670,413</u>       |

The Bank's shares are nominative, representing capital and may be a) ordinary, b) privileged, c) non-voting, with preferential dividends; the non-voting shares may not represent more than 50% of total subscribed capital..

The shares with preferential dividends give their owners the right to receive a minimum preferential dividend corresponding to 0.5% six-monthly over the price of subscription for the first issue of the program, that is, \$80,65, to be paid by decision of the General Meeting preferentially over ordinary shares. Minimum preferential dividends are non-cumulative and not guaranteed.

The payment of minimum preferential dividends will be made as and when the General Meeting decides, in Colombian Pesos, To date Davivienda's accounting period is annual..

If distributable earnings are sufficient to pay both ordinary and preferential shareholders a dividend equal to or higher then the minimum preferential dividend, earnings shall be distributed, in proportion, between ordinary and preferential shareholders in accordance with decisions of the General Meeting.

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**12.20.2. Share placement premium:**

Premiums for share placements have been recorded in reserves as the excess over par obtained in share placement and the capitalization of voluntary reserves formed by the distribution of previous earnings with an increase in par Value, as determined by the General Meeting.

The following is the detail of share premium in equity:

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Placement premium on ordinary shares   | 2,902,187                | 2,902,187                |
| Placement premium on preference shares | <u>1,774,617</u>         | <u>1,774,617</u>         |
|  | <u>4,676,804</u>         | <u>4,676,804</u>         |

**12.20.3. Reserves**

Decisions of the Annual General Meeting have made appropriations of annual profits.

The figures for equity reserves are the following:

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| <u>Mandatory reserve</u>                            |                          |                          |
| by appropriation of profits                         | 2,419,516                | 1,051,180                |
| <u>Statutory and voluntary reserves</u>             |                          |                          |
| At the disposal of the General Meeting, commitments | 536,808                  | 569,997                  |
| Requirements of tax law                             | -                        | <u>10,803</u>            |
|   | <u>536,808</u>           | <u>580,800</u>           |

**The Annual General Meeting of March 22, 2017 approved the following decisions:**

Distribution of profits

The General Meeting approved distribution at the close of 2016 totaling \$1,538,686, as follows:

- a) Increase to the Mandatory Reserve of \$645,948 of taxed and untaxed profits for the period;
- b) Declaration of cash dividends of \$429,087, at \$950 (pesos) per share payable 50% (\$ 475 per share) on April 5 and 50% (\$ 475 per share) on September 21, 2017;
- c) Increase to voluntary reserves at the disposal of the Meeting for future capitalization of the increase the mandatory reserve by \$192,896.

- d) Increase of \$270,755 to voluntary reserves.

Other decisions

- a) To release \$10,802 from voluntary reserves due to valuation of investments at market prices - Decree 2336/95, to increase the mandatory reserve.
- b) To increase the mandatory reserve by \$236,586 of profits from previous years (2016)
- c) To release \$475,000 from voluntary reserves to commit 2015 to an increase in the mandatory reserve.

**12.20.4 Actions on first-time adoption of IFRS**

The following is the detail of the movement arising from actions in the first-time adoption of IFRS

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| Opening balance                             | 507,026                  | 734,409                  |
| Merger of Leasing Bolivar                   | -                        | 14,100                   |
| Dividends of Subsidiaries                   | (15,291)                 | (3,323)                  |
| Increased valuations to use of fixed assets | (56,619)                 | (238,741)                |
| Adjustment from realization of deferred tax | -                        | <u>581</u>               |
| Closing balance                             | <u>435,116</u>           | <u>507,026</u>           |

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### 12.20.5. Capital management

Banco Davivienda defines its capital as the level of own funds that could be used to face a loss scenario created by the materialization of financial risks to which the Bank is currently exposed. The Bank has instituted a policy to maintain sufficient solvency levels to allow it to engage in its various activities with sufficient capital to match risks assumed, always with a view to the long-term sustainability of the Bank.

To this end. The Bank is governed by Colombian law which defines the rules for calculation and capital limits for credit entities. According to Articles 2.1.1.2 and 2.1.1.1.3 of Decree 2555/2010, the minimum total capital ratio is 9% and the minimum basic ratio is 4.5%. The Bank complies with these minimum levels of computable capital and basic capital, used to calculate total and basic ratios.

Technical equity corresponds to the sum of Ordinary Basic Equity, Additional Basic Equity and Additional Equity, subtracting Ordinary Basic Equity deductions listed in Decree 2555/2010. SFC percentages are then applied to calculate risk-weighted assets; and market risk is included, using the regulatory methodology.

The Bank has complied with minimum capital requirements, maintaining capital levels in excess of the minimum total ratio by an average of about 636 bp During 2017. The following is the capital ratio of the Bank at December 31, 2017 and 2016:

|                               | <u>December 31, 2017</u> | <u>December 31, 2016</u> | <u>Variation dic17 - dic16</u> | <u>%</u>      |
|-------------------------------|--------------------------|--------------------------|--------------------------------|---------------|
| Computable capital            | 10,901,331               | 9,086,341                | 1,814,990                      | 19.97%        |
| Ordinary (Tier 1 ) capital    | 6,315,968                | 5,016,550                | 1,299,418                      | 25.90%        |
| Deductions from basic capital | (857,137)                | (788,217)                | (68,920)                       | 8.74%         |
| Additional capital (Tier 2)   | 4,585,363                | 4,069,791                | 515,572                        | 12.67%        |
| Bonds and subordinated debt   | 3,694,004                | 3,363,926                | 330,078                        | 9.81%         |
| Market VaR                    | 272,748                  | 148,304                  | 124,444                        | 83.91%        |
| Risk-weighted assets          | <u>66,851,186</u>        | <u>63,735,871</u>        | <u>3,115,315</u>               | <u>4.89%</u>  |
| Total solvency ≥ 9%           | <u>15.60%</u>            | <u>13.90%</u>            | <u>1.70%</u>                   | <u>12.25%</u> |
| Basic solvency ≥ 4.5%         | <u>9.04%</u>             | <u>7.67%</u>             | <u>1.37%</u>                   | <u>17.80%</u> |

Finally capital levels are monitored permanently in order to identify possible changes in the current solvency ratios and take prompt corrective action. Likewise for strategic planning effects, in the budget and the Stress Test Scheme<sup>1</sup>, the Bank relies on tools to measure future capital levels, and to establish action required to ensure compliance with solvency levels necessary to implement proposed strategies.

### 13. Specific items in the Income Statement

#### 13.1. Investments and valuation, net

The following is the detail of interest income

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| Debt instruments  |                          |                          |
| Profit  | 360,109                  | 711,359                  |
| Loss  | <u>(132,491)</u>         | <u>(300,474)</u>         |
| Valuations of investments at fair value, net            | <u>227,618</u>           | <u>410,885</u>           |
| Profit  | 97,938                   | 97,565                   |
| Loss  | <u>(567)</u>             | <u>(12,664)</u>          |
| Valuation of investments at amortized cost, net         | <u>97,371</u>            | <u>84,901</u>            |
| Equities  |                          |                          |
| Profit on valuation of equity investments at fair value | 138,774                  | 50,838                   |
| Loss on valuation of equity investments at fair value   | <u>(38,817)</u>          | <u>(3,380)</u>           |
| Net valuation of equity investments                     | <u>99,957</u>            | <u>47,458</u>            |
| Profit  | 14,693                   | 46,304                   |
| Loss  | <u>(15,170)</u>          | <u>(23,908)</u>          |
| Sale of investments, net                                | <u>(477)</u>             | <u>22,396</u>            |
|   | <u>424,469</u>           | <u>565,640</u>           |

<sup>1</sup> Chapter XXVIII of the SFC Basic Accounting and Financial Circularde published in December 2015

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**13.2. Income from commissions and services, net**

The following is the detail of income from commissions and services:

|                             | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------------------|--------------------------|--------------------------|
| Income from commissions and | 1,003,846                | 945,787                  |
| Expenses in commissions and | <u>224,109</u>           | <u>203,774</u>           |
| Total                       | <u>779,737</u>           | <u>742,013</u>           |

The principal items in commissions originate in operations: transactions, payments, banking-insurance foreign trade, and others.

**13.3. Result of equities**

The following is the result of equities:

|                                 | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------------|--------------------------|--------------------------|
| Equity method                   | 258,162                  | 270,755                  |
| Profit on sale of equities, net | <u>4,143</u>             | <u>54,490</u>            |
|                                 | <u>262,305</u>           | <u>325,245</u>           |

**13.4. Payroll**

The following is the detail of the payroll expense

|                       | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------------|--------------------------|--------------------------|
| Salaries and benefits | 688,524                  | 630,736                  |
| Incentives            | 143,477                  | 124,638                  |
| Staff benefits        | <u>156,020</u>           | <u>169,532</u>           |
|                       | <u>988,021</u>           | <u>924,906</u>           |

**13.5. Operating expenses**

The following is the detail of operating expenses:

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Maintenance and remodeling             | 136,334                  | 116,189                  |
| Cleaning and security services         | 88,883                   | 91,020                   |
| Advertising and public relations       | 81,754                   | 71,794                   |
| Insurance                              | 59,917                   | 60,635                   |
| Contributions and other                | 104,469                  | 93,683                   |
| Leases                                 | 150,118                  | 80,944                   |
| Data processing                        | 53,527                   | 44,507                   |
| Fees                                   | 196,445                  | 169,422                  |
| Transport                              | 90,607                   | 83,624                   |
| Tax                                    | 159,786                  | 153,711                  |
| Deposit insurance                      | 121,819                  | 110,298                  |
| Operating risk                         | 20,593                   | -                        |
| Other                                  | <u>66,006</u>            | <u>65,431</u>            |
| <u>Overhead and operating expenses</u> | <u>1,330,258</u>         | <u>1,141,258</u>         |
| Depreciation                           | 45,304                   | 39,223                   |
| Amortizations                          | <u>13,464</u>            | <u>12,075</u>            |
| <u>Total operating expenses</u>        | <u>2,377,047</u>         | <u>2,117,462</u>         |



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**13.6. Other income and expenses, net**

The following is the detail of other income and expenses

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Other operating income                   |                          |                          |
| Recoveries of insurance - operating risk | 10,982                   | 6,415                    |
| Recoveries from the courts and other     | 10,289                   | 5,509                    |
| Sale of assets held for sale             | 46,579                   | 161,349                  |
| Reversions of impairment losses          | 15,411                   | 25,263                   |
| Other income                             | <u>81,131</u>            | <u>177,270</u>           |
|  | <u>164,392</u>           | <u>375,806</u>           |
| Other operating expenses                 |                          |                          |
| Operating risk losses                    | -                        | 27,055                   |
| Court cases and other losses             | 10,533                   | 8,686                    |
| Sale of assets held for sale             | 10,600                   | 11,950                   |
| Reversions of impairment losses          | <u>77,619</u>            | <u>54,020</u>            |
|  | <u>98,752</u>            | <u>101,711</u>           |
| Total other income and expenses, net     | <u>65,640</u>            | <u>274,095</u>           |

**13.7. Income tax**Components of the income tax expense

The income tax expense for the periods ended at December 31, 2017 and 2016 is as follows:

|                                | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--------------------------------|--------------------------|--------------------------|
| Income tax                     | 282,710                  | 252,443                  |
| Surcharge on income tax        | 52,291                   | -                        |
| Income tax - CREE              | -                        | 102,091                  |
| Surcharge on CREE              | -                        | 68,060                   |
| Discount                       | (27,942)                 | (6,234)                  |
| Recovery from previous periods | <u>404</u>               | <u>4,428</u>             |
| Total current tax              | <u>307,463</u>           | <u>420,788</u>           |
| Deferred taxes                 | <u>(35,638)</u>          | <u>(125,260)</u>         |
| Total income tax               | <u>271,825</u>           | <u>295,528</u>           |

Filings for 2017 and 2016 recognized adjustments to the provision for income tax, CREE and the surcharge for 2017 and 2016 as part of the income tax expense.

Law 1819/2016 states that as of 2017, income, costs and expenses are for tax purposes there income, costs and expenses recorded in the books during the year - or accounting period - determined in the framework of Colombian technical regulations.

Law 1819 also sets income tax at 34% for 2017 and 33% for 2018 onwards; There is a surcharge of 6% in 2017 and 4% in 2018. CREE and its surcharge are eliminated.

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Reconciliation of the effective tax rate

The following is the detail of the reconciliation between income tax calculated at the standard current rates and the effective rate of the tax expense shown in the accumulated Income Statement:

|   | <u>December 31, 2017</u> | <u>Effective Rate</u> | <u>December 31, 2016</u> | <u>Effective Rate</u> |
|---|--------------------------|-----------------------|--------------------------|-----------------------|
| <u>Profit before tax</u>                        | <u>1,380,292</u>         |                       | <u>1,834,214</u>         |                       |
| Income tax                                      | 469,299                  | 34%                   | 458,553                  | 25%                   |
| Surcharge                                       | 82,818                   | 6%                    | -                        | 0%                    |
| CREE  | -                        | 0%                    | 165,080                  | 9%                    |
| Surcharge                                       | -                        | 0%                    | <u>110,053</u>           | 6%                    |
| <u>Tax at flat rate 2017 (40%) - 2016 (40%)</u> | <u>552,117</u>           | 40%                   | <u>733,686</u>           | 40%                   |
| Discount  | (27,942)                 |                       | (6,234)                  |                       |
| Non-allowable expenses, taxable income          | 206,292                  |                       | 71,667                   |                       |
| Allowable deductions and untaxed income         | (217,057)                |                       | (144,714)                |                       |
| Exempted income                                 | (223,396)                |                       | (169,989)                |                       |
| Rate adjustment for timing differences          | (31,041)                 |                       | (20,340)                 |                       |
| Special income, gross                           | 6,968                    |                       | -                        |                       |
| Capital gains tax                               | 5,480                    |                       | -                        |                       |
| Expense (Recovery) from previous periods        | <u>404</u>               |                       | <u>4,428</u>             |                       |
| Subtotal income tax expense                     | <u>271,825</u>           | 20%                   | <u>468,504</u>           | 26%                   |
| Other (1)                                       | -                        | 0%                    | <u>(172,975)</u>         | -9%                   |
|   | <u>271,825</u>           |                       | <u>295,529</u>           |                       |

(1) "Other" comprises (for 2016): i) Recognition of deferred tax receivable on the balance of the General Provision on loans, for \$42,142; ii) Recovery of deferred tax payable on the sale of fixed assets, for \$95,512 and iii) Recognition of deferred tax on the difference between the ordinary rate and capital gains on the acquisition of equities for \$35,321.

As required, the Bank recognizes the amount of other national and local taxes and payroll taxes, as follows:

|  | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|--|--------------------------|--------------------------|
| Wealth tax   | 21,841                   | 54,705                   |
| Sales tax  | 125,445                  | 89,420                   |
| Payroll taxes  | 126,774                  | 113,020                  |
| Turnover tax   | 71,133                   | 67,914                   |
| Bank transaction tax                                     | 74,080                   | 74,431                   |
| Other (surcharges, property tax, vehicle tax, stamp tax) | <u>14,572</u>            | <u>11,365</u>            |
| Total other taxes  | <u>433,845</u>           | <u>410,855</u>           |

The Wealth Tax was created by Law 1739 / 2014 and the base for calculation is net assets at January 1, 2015, 2016 and 2017. The rate applicable to the Bank is 1% for 2016 and 0.4% for 2017. The law permits the tax to be charged to equity reserves.

Itemized deferred taxes

The differences between asset and liability bases for IFRS purposes and the bases used for Colombian tax purposes produce timing differences that generate deferred taxes calculated and recorded at December 31 2017 and 2016, taking account of the different tax rates in the years in which those differences will revert.

|                                     | <u>December 31, 2016</u> | <u>Effect on P&amp;L</u> | <u>Effect on OCI</u> | <u>December 31, 2017</u> |
|-------------------------------------|--------------------------|--------------------------|----------------------|--------------------------|
| <u>Deferred tax assets</u>          |                          |                          |                      |                          |
| General provision on loans          | 42,142                   | (6,590)                  | -                    | 35,552                   |
| Additional provision on loans       | -                        | 36,695                   | -                    | 36,695                   |
| Turnover tax                        | 10,309                   | (10,309)                 | -                    | -                        |
| Provisions                          | 42,764                   | 9,583                    | (13,378)             | 38,969                   |
| Other                               | 7,746                    | 23                       | -                    | 7,769                    |
| Derivatives                         | <u>3,066</u>             | <u>4,015</u>             | -                    | <u>7,081</u>             |
| Total assets                        | <u>106,027</u>           | <u>33,417</u>            | <u>(13,378)</u>      | <u>126,066</u>           |
| <u>Deferred tax liability</u>       |                          |                          |                      |                          |
| Variable-yield investments          | 23,370                   | (5,332)                  | 1,985                | 20,023                   |
| Fixed-yield investments             | 1,127                    | (5,870)                  | 6,298                | 1,555                    |
| Exchange difference no realized and | -                        | 24,695                   | 3,487                | 28,182                   |
| Property, equipment and investment  | 73,826                   | (24,066)                 | -                    | 49,760                   |
| Goodwill                            | 448,992                  | 13,405                   | -                    | 462,397                  |
| Residual rights                     | 55,857                   | 2,362                    | -                    | 58,219                   |
| Other                               | <u>10,431</u>            | <u>(7,415)</u>           | -                    | <u>3,016</u>             |
| Total Liabilities                   | <u>613,603</u>           | <u>(2,221)</u>           | <u>11,770</u>        | <u>623,152</u>           |
| Deferred tax net                    | <u>(507,576)</u>         | <u>35,638</u>            | <u>(25,148)</u>      | <u>(497,086)</u>         |

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|                                    | <u>December 31,2015</u> | <u>Effect on P&amp;L</u> | <u>Effect a OCI</u> | <u>December 31,2016</u> |
|------------------------------------|-------------------------|--------------------------|---------------------|-------------------------|
| <u>Deferred tax assets</u>         |                         |                          |                     |                         |
| Fixed-yield investments            | 26,627                  | (24,936)                 | (1,691)             | -                       |
| General provision on loans         | -                       | 42,142                   | -                   | 42,142                  |
| Turnover tax                       | 7,690                   | 2,619                    | -                   | 10,309                  |
| Provisions                         | 12,234                  | 15,223                   | 15,307              | 42,764                  |
| Other                              | 2,980                   | 4,766                    | -                   | 7,746                   |
| Derivatives                        | -                       | <u>3,066</u>             | -                   | <u>3,066</u>            |
| Total Assets                       | <u>49,531</u>           | <u>42,880</u>            | <u>13,616</u>       | <u>106,027</u>          |
| <u>Deferred tax liability</u>      |                         |                          |                     |                         |
| Variable-yield investments         | 5,083                   | 18,271                   | 16                  | 23,370                  |
| Fixed-yield investments            | -                       | 1,127                    | -                   | 1,127                   |
| Derivatives                        | 29,028                  | (29,028)                 | -                   | -                       |
| Property, equipment and investment | 163,322                 | (94,260)                 | 4,764               | 73,826                  |
| Goodwill                           | 428,085                 | 20,907                   | -                   | 448,992                 |
| Residual rights                    | 57,068                  | (1,211)                  | -                   | 55,857                  |
| Other                              | <u>8,618</u>            | <u>1,813</u>             | -                   | <u>10,431</u>           |
| Total liabilities                  | <u>691,204</u>          | <u>(82,381)</u>          | <u>4,780</u>        | <u>613,603</u>          |
| Deferred tax - net                 | <u>(641,673)</u>        | <u>125,261</u>           | <u>8,836</u>        | <u>(507,576)</u>        |

Effect of current and deferred tax on components of OCI in the equity section

|  | <u>December 31,2016</u> | <u>Movement in OCI component</u> | <u>Current tax</u> | <u>Deferred tax</u> | <u>Reclassifications</u> | <u>December 31,2017</u> |
|--|-------------------------|----------------------------------|--------------------|---------------------|--------------------------|-------------------------|
| Financial instruments at fair value        | (223)                   | 22,310                           | -                  | (6,298)             | -                        | 15,789                  |
| Exchange difference for investments in     | 440,524                 | (36,052)                         | -                  | -                   | -                        | 404,472                 |
| Exchange difference on net hedging of      | (191,205)               | 9,425                            | -                  | (3,487)             | -                        | (185,267)               |
| Financial instruments measured by          | 19,441                  | 33,785                           | -                  | (1,985)             | -                        | 51,241                  |
| Equity method surplus                      | (62,745)                | (17,157)                         | -                  | -                   | -                        | (79,902)                |
| Adjustments for first.-time application of | 507,027                 | (71,911)                         | -                  | -                   | -                        | 435,116                 |
| Employee benefits                          | <u>(31,078)</u>         | <u>40,541</u>                    | -                  | <u>(13,378)</u>     | -                        | <u>(3,915)</u>          |
|  | <u>681,741</u>          | <u>(19,059)</u>                  | -                  | <u>(25,148)</u>     | -                        | <u>637,534</u>          |

|  | <u>December 31,2015</u> | <u>Movement in OCI component</u> | <u>Current tax</u> | <u>Deferred tax</u> | <u>Reclassifications</u> | <u>December 31,2016</u> |
|--|-------------------------|----------------------------------|--------------------|---------------------|--------------------------|-------------------------|
| Financial instruments at fair value        | (4,790)                 | 7,625                            | -                  | (1,691)             | (1,367)                  | (223)                   |
| Exchange difference for investments in     | 574,980                 | (134,456)                        | -                  | -                   | -                        | 440,524                 |
| Exchange difference on net hedging of      | (232,574)               | 68,948                           | (27,579)           | -                   | -                        | (191,205)               |
| Financial instruments measured by          | 16,136                  | 3,321                            | -                  | (16)                | -                        | 19,441                  |
| Equity method surplus                      | (84,870)                | 22,125                           | -                  | -                   | -                        | (62,745)                |
| Adjustments for first.-time application of | 734,409                 | (312,812)                        | -                  | (4,764)             | 90,194                   | 507,027                 |
| Employee benefits                          | -                       | <u>(46,385)</u>                  | -                  | <u>15,307</u>       | -                        | <u>(31,078)</u>         |
|  | <u>1,003,291</u>        | <u>(391,634)</u>                 | <u>(27,579)</u>    | <u>8,836</u>        | <u>88,827</u>            | <u>681,741</u>          |

Regulations require that exchange adjustments for foreign currency investments may only have an impact in tax terms at the time of disposal or liquidation of the investment. Therefore, a difference arises in which no deferred tax is recognized by virtue of the exception in IAS 12, because the Bank controls the investment and does not expect the exchange difference to revert in the foreseeable future.

Uncertainties in open tax positions

An analysis was made for the Statement of Financial Position at December 31, 2017 with respect to tax positions adopted in filings open to inspection. No facts or situations were identified that might cause uncertainty associated with any difference between those positions and that of the tax authorities.

Deferred tax related to Subsidiaries, Associate and Joint Ventures

In application of Para 39 of IAS 12, the Bank recognizes deferred taxes from investments in Associates in accumulated distributable profits as having been taxed. For this purpose, for the years 2017 and 2016 there is no recognition of the deferred tax amount of the timing difference between the book value of the investment and equivalent fiscal cost of \$1,022,058 and \$ 1,477,822 respectively, to the extent that the Bank can control the timing of the reversion of these differences and does not expect that this will take place in the foreseeable future.

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Transfer prices

In the context of Law 788/2002 and Law 863/2003 the Bank prepared a study of transfer prices on operations with related parties outside Colombia during 2016. The study did not give rise to any adjustments that would affect income, costs of expenses in the Bank's tax position.

Although the transfer prices study for 2017 is still in the process of preparation, no significant change is expected in relation to 2016.

**14. Related Parties**

The Bank may undertake operations, agreements or contracts with related parties on the understanding that any such operations will be conducted in reasonable amounts and observing the following criteria, amongst others:

- Prevailing market conditions and rates in the sector of the operation.
- The activity of the companies involved.
- Growth prospects of the business

The following are considered to be related parties:

**1. Group companies**

|                              |  |
|------------------------------|--|
| <u>Controlling interest:</u> | Grupo Bolívar  |
| <u>Subsidiaries:</u>         | Fiduciaria Davivienda, Corredores Davivienda, Cobranzas Sigma, Banco Davivienda Panamá, Banco Davivienda Panamá Licencia Internacional, Corredores Panamá, Banco Davivienda Honduras, Seguros Honduras, Grupo del Istmo Costa Rica, Davivienda Seguros Costa Rica, Banco Davivienda Costa Rica, Corporación Davivienda Costa Rica, Davivienda Sociedad Agencia de Seguros, Davivienda Leasing Costa Rica, Banco Davivienda El Salvador, Davivienda Puesto de Bolsa, Inversiones Financieras Davivienda Salvador, Factoraje Davivienda El Salvador, Seguros Comerciales Bolívar El Salvador, Seguros Bolívar Seguros de Personas El Salvador, Valores Davivienda El Salvador. |

|  |  |
|--|--|
| <u>Companies of Grupo Empresarial Bolívar:</u> | Capitalizadora Bolívar, Compañía de Seguros Bolívar, Seguros Comerciales Bolívar, Investigaciones y Cobranzas el Libertador, Multinversiones Bolívar, Asistencia Bolívar, Riesgo e Inversiones Bolívar, Construcción y Desarrollo Bolívar, Inversora Bolívar, Ediciones Gamma, Promociones y Cobranzas Beta, Constructora Bolívar Bogotá, Constructora Bolívar Cali, CB inmobiliaria, CB Hoteles y Resorts, Prevención Técnica, Riesgo e Inversiones Bolívar Internacional, Delta Internacional Holding, Agencia de Seguros el Libertador, Sentido Empresarial, Sentido Empresarial Internacional, Grupo Empresarial Richnestt, Negocios e Inversiones Bolívar, Sociedades Bolívar, Inversora Anagrama, Inversiones Financieras Bolívar. |
|--|--|

|                                    |   |
|------------------------------------|---|
| <b>2. Associated businesses:</b>   | Redeban, Titularizadora.  |
| <b>3. Key management personnel</b> | Directors, members of the Strategy Committee (CEO and Executive Vice-Presidents)  |
| <b>4. Others:</b>                  | Shareholder holding 5-10%: Inversiones Cusezar and Inversiones Meggido; ACH, Finagro y Credibanco, companies in which the Bank holds more than 10%. |

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The Bank has office network agreements with Fiduciaria Davivienda and Corredores Davivienda, business collaboration agreement is with Fiduciaria Davivienda; property leases with Promociones y Cobranzas Beta, Ediciones Gamma and Seguros Comerciales Bolívar; a commercial agreement with Asistencia Bolívar; collection management contracts with Cobranzas Beta and Cobranzas Sigma; a website management and maintenance agreement with Davivienda Empresarial Multilatina between Banco Davivienda El Salvador with Banco Davivienda Colombia, Banco Davivienda Costa Rica and Banco Davivienda Panamá.

There are also insurance placement and collection agreements and Banking-Insurance commercialization agreements with Compañía de Seguros Bolívar and Compañía de Seguros Comerciales Bolívar.

All operations are managed at market prices, deposit rates are between 0.1% and 9.0%, placement rates are between 0.01% and 31.07% including home mortgage loans for key management personnel at between UVR and UVR+2%; agreed as employee benefits.

At the close of 2017 there are no loans with interest, term, collateral or other conditions different from those agreed with third parties, for loans to Group companies.

At the close of 2017 there are no loan operations with shareholders holding less than 10% of the Bank's shares and representing more than 5% of computable capital

Regulations require the Bank to hold mandatory investments in issues of Fondo para el Financiamiento del Sector Agropecuario as TDA (Agricultural Development Securities) for \$851,274; in Class A at 2.06% nominal quarterly in arrears and in Class Bat 4.02% nominal quarterly in arrears. These are not market rates.

The Bank also engaged in rediscount operations with Finagro, as follows:

|                             | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|-----------------------------|--------------------------|--------------------------|
| Small guarantees rediscount | 153,585                  | 150,811                  |
| Rediscount interest payable | 1,690                    | 2,301                    |
| Rediscount interest expense | 9,629                    | 8,680                    |

These operations correspond to a loan fund addressed to the agricultural sector at preferential rates.

The following is the detail of operations with related parties

December 31, 2017

|                             | <u>Group companies</u> |                   |                | <u>Associates</u> | <u>Key personnel (1)</u> | <u>Other</u>   | <u>Total</u>   |
|-----------------------------|------------------------|-------------------|----------------|-------------------|--------------------------|----------------|----------------|
|                             | <u>Controlling</u>     | <u>Subsidiary</u> | <u>Other</u>   |                   |                          |                |                |
| <u>Assets (2)</u>           | <u>-</u>               | <u>277,084</u>    | <u>178,104</u> | <u>5,533</u>      | <u>4,027</u>             | <u>23,609</u>  | <u>488,357</u> |
| Cash                        | -                      | 272,994           | -              | -                 | -                        | -              | 272,994        |
| Loans and financial leasing | -                      | -                 | 140,348        | 4                 | 3,977                    | -              | 144,329        |
| Accounts receivable         | -                      | 4,090             | 26,123         | 5,332             | 50                       | 23,609         | 59,204         |
| Other assets                | -                      | -                 | 11,633         | 197               | -                        | -              | 11,830         |
| <u>Liabilities (3)</u>      | <u>198,198</u>         | <u>56,792</u>     | <u>132,738</u> | <u>38,602</u>     | <u>2,499</u>             | <u>291,297</u> | <u>720,126</u> |
| Financial liabilities       | 198,198                | 55,136            | 115,771        | 9,323             | 2,457                    | 264,380        | 645,265        |
| Derivatives                 | -                      | 1,185             | -              | -                 | -                        | -              | 1,185          |
| Accounts payable            | -                      | 471               | 16,954         | 29,279            | 42                       | 26,917         | 73,663         |
| Other                       | -                      | -                 | 13             | -                 | -                        | -              | 13             |
| <u>Income</u>               | <u>11</u>              | <u>54,218</u>     | <u>149,571</u> | <u>96,486</u>     | <u>489</u>               | <u>85,079</u>  | <u>385,854</u> |
| Commissions                 | 7                      | 19                | 135,300        | 90,621            | 6                        | 80,205         | 306,158        |
| Interest                    | -                      | -                 | 9,816          | 17                | 400                      | -              | 10,233         |
| Dividends                   | -                      | 12,799            | -              | 4,335             | -                        | 4,701          | 21,835         |
| Other                       | 4                      | 41,400            | 4,455          | 1,513             | 83                       | 173            | 47,628         |
| <u>Expenses</u>             | <u>5,342</u>           | <u>9,931</u>      | <u>54,997</u>  | <u>53,197</u>     | <u>291</u>               | <u>84,145</u>  | <u>207,903</u> |
| Commissions                 | -                      | 1,416             | -              | 49,042            | -                        | 67,477         | 117,935        |
| Other                       | 5,342                  | 8,515             | 54,997         | 4,155             | 291                      | 16,668         | 89,968         |

(1) Under IAS 24 key management personnel are those who have authority and responsibility to plan, direct and control, directly or indirectly; Members of the Strategic Committee and Directors of the Bank.

Includes all transactions with key management personnel except for employee benefits detailed below.

(2) Assets: the most significant operations with related parties in assets include home mortgage loans with employment benefit, placed at UVR or UVR+2% approved by the Board at 15 years with admissible collateral and consumer loans at market rates up to 31.07%.

Working capital loans, construction loans, corporate loans, Group Company credit cards at rates of 0.01% - 31.06%.

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(3) Liabilities: the most important liability operations are: Group companies: Checking accounts at 0% - 4.5%, Savings accounts at interest 0.0% - 4.6% and TDs at interest of 0.1% and 7.3%. With other shareholders, savings accounts at interest 6.0% for shareholders holding less than 10% and 5% or more of the Bank's capital and Checking accounts at interest 0% and savings at interest of 4.3% and shareholders holding 10% or more of the Bank's capital.

December 31, 2016

|                             | <u>Group Companies</u> |                     |                | <u>Associates</u> | <u>Key personnel (1)</u> | <u>Other</u>   | <u>Total</u>   |
|-----------------------------|------------------------|---------------------|----------------|-------------------|--------------------------|----------------|----------------|
|                             | <u>Controlling</u>     | <u>Subsidiaries</u> | <u>Other</u>   |                   |                          |                |                |
| <u>Assets (2)</u>           | <u>5</u>               | <u>271,097</u>      | <u>125,520</u> | <u>2,281</u>      | <u>4,452</u>             | <u>17,935</u>  | <u>421,290</u> |
| Cash                        | -                      | 267,971             | -              | -                 | -                        | -              | 267,971        |
| Loans and financial leasing | 5                      | 30                  | 112,359        | 114               | 4,366                    | -              | 116,874        |
| Accounts receivable         | -                      | 3,096               | 2,173          | 1,970             | 86                       | 17,836         | 25,161         |
| Other assets                | -                      | -                   | 10,988         | 197               | -                        | 99             | 11,284         |
| <u>Liabilities (3)</u>      | <u>31,719</u>          | <u>148,419</u>      | <u>135,578</u> | <u>41,798</u>     | <u>4,903</u>             | <u>130,918</u> | <u>493,335</u> |
| Financial liabilities       | 31,719                 | 142,677             | 118,950        | 11,589            | 4,408                    | 107,989        | 417,332        |
| Derivatives                 | -                      | 5,393               | -              | -                 | -                        | -              | 5,393          |
| Accounts payable            | -                      | 180                 | 16,554         | 30,209            | 42                       | 18,877         | 65,862         |
| Other                       | -                      | 169                 | 74             | -                 | 453                      | 4,052          | 4,748          |
| <u>Income</u>               | <u>10</u>              | <u>49,672</u>       | <u>139,361</u> | <u>116,344</u>    | <u>427</u>               | <u>232,749</u> | <u>538,563</u> |
| Commissions                 | 2                      | 30                  | 123,327        | 108,401           | 7                        | 72,085         | 303,852        |
| Interest                    | 1                      | -                   | 11,145         | 12                | 413                      | -              | 11,571         |
| Dividends                   | -                      | -                   | -              | 5,332             | -                        | 11,817         | 17,149         |
| Other                       | 7                      | 49,642              | 4,889          | 2,599             | 7                        | 148,847        | 205,991        |
| <u>Expenses</u>             | <u>4,726</u>           | <u>14,994</u>       | <u>56,700</u>  | <u>75,616</u>     | <u>1,202</u>             | <u>80,354</u>  | <u>233,592</u> |
| Commissions                 | -                      | 1,285               | -              | 62,422            | -                        | 70,850         | 134,557        |
| Other                       | 4,726                  | 13,709              | 56,700         | 13,194            | 1,202                    | 9,504          | 99,035         |

(1) Under IAS 24 key management personnel are those who have authority and responsibility to plan, direct and control, directly or indirectly; Members of the Strategic Committee and Directors of the Bank.

Includes all transactions with key management personnel except employee benefits as detailed below

(2) Assets: the most significant operations with related parties in assets include home mortgage loans with employment benefit, placed at UVR or UVR+2% approved by the Board at 15 years with admissible collateral and consumer loans at market rates up to 32.92%.

Working capital loans., construction loans, corporate loans and Group Company credit cards at rates of 0.01% and 32.92%.

(3) Liabilities: the most important liability operations are: Group companies: Checking accounts at 0% - 4.5%, Savings accounts at interest 0.0% - 8.5% and TDs at interest of 0.5% and 7.3%. With other shareholders, savings accounts at interest 6.0% for shareholders holding less than 10% and 5% or more of the Bank's capital and Checking accounts at interest 0% and savings at interest of 7.5% and shareholders holding 10% or more of the Bank's capital.

Transactions with key management personnel are as follows:

|                               | <u>December 31, 2017</u> |                        | <u>December 31, 2016</u> |                        |
|-------------------------------|--------------------------|------------------------|--------------------------|------------------------|
|                               | <u>Max. Balance</u>      | <u>Closing balance</u> | <u>Max. Balance</u>      | <u>Closing balance</u> |
| Home mortgage loans and other | 744                      | 3,040                  | 797                      | 3,373                  |
| Credit cards                  | 60                       | 248                    | 29                       | 198                    |
| Other loans                   | <u>240</u>               | <u>688</u>             | <u>362</u>               | <u>795</u>             |
|                               | <u>1,044</u>             | <u>3,976</u>           | <u>1,188</u>             | <u>4,366</u>           |

The detail of payments to key management personnel is as follows

|                           | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---------------------------|--------------------------|--------------------------|
| Short-term benefits       |                          |                          |
| Salary                    | 5,118                    | 4,304                    |
| Other short term benefits | <u>1,579</u>             | <u>1,176</u>             |
|                           | <u>6,697</u>             | <u>5,480</u>             |

No decisions of importance were taken, or were not taken, due to the influence or interests of Grupo Bolívar S.A., and no decision were taken or not taken by Grupo Bolívar S.A. in the interests of Davivienda.

**Banco Davivienda S.A.**  
Notes to the separate financial statements  
As of December 31, 2017 with corresponding figures as of December 31, 2016.  
(Millions of Colombian Pesos (COP))

**15. Contingent accounts**

The following is the detail of debtor and creditor contingent accounts:

|   | <u>December 31, 2017</u> | <u>December 31, 2016</u> |
|---|--------------------------|--------------------------|
| <u>Creditor</u>                                     |                          |                          |
| Loans approved and not disbursed                    | 8,534,615                | 8,930,698                |
| Credit cards  | 12,136,746               | 10,859,370               |
| Sundry  | <u>5,675,303</u>         | <u>4,819,820</u>         |
|   | <u>26,346,664</u>        | <u>24,609,888</u>        |
| <u>Debtor</u>                                       |                          |                          |
| Loan interest                                       | 264,657                  | 113,378                  |
| Financial leasing interest                          | 34,477                   | 28,116                   |
| Monetary correction on loans                        | 8,423                    | 8,868                    |
| Monetary correction on financial leasing operations | 2,538                    | 1,768                    |
| Leasepayments receivable                            | 3,253,345                | 2,643,342                |
| Purchase operations receivable                      | 1,488,421                | 1,136,036                |
| Sundry  | <u>20,515</u>            | <u>33,816</u>            |
|   | <u>5,072,376</u>         | <u>3,965,324</u>         |

**16. Subsequent events**

There were no post-closing events to be disclosed

**17. Approval of the Financial Statements**

The Separate Financial Statements and accompanying notes were approved by the Board and the Legal Representative as recorded in Minute No. 956 of January 30, 2018 , to be presented to the Annual General Meeting for approval; the Meeting may approve or reject them.