## BANCO DE BOGOTÁ S.A.

## REPORT ON THE CONSOLIDATED FINANCIAL RESULTS FOR THE SECOND QUARTER OF $2012{ }^{(1)(2)}$

Banco de Bogotá Consolidated was COP 403 billion in net profits for the second quarter of 2012, with an annual increase of $53.1 \%$. This outcome is derived from the performance of net interest income after provisions, which grew by $32.5 \%$ annually associated with larger loan portfolio volumes and, additionally, to an important increase of COP 24,684 billion (160.2\%) in non operational income.

The Banks' consolidated assets came to COP 73,747 billion at the end of June 2012, with an annual variation of COP 10,013 billion (15.7\%). Out of total assets, $55.1 \%$ pertain to the net loan portfolio, $18.8 \%$ to net investments, $12.7 \%$ to cash and equivalents, and $13.4 \%$ to other assets.

The net loan portfolio rose at an annual rate of $17.2 \%$, primarily due to positive variations in the commercial loan portfolio (15.1\%), consumer lending (19.2\%) and the mortgage portfolio (7.5\%), as well as a significant annual increase of $60.1 \%$ in leasing operations.

Loan portfolio growth has been accompanied by healthy quality indicators. At June 30, 2012, 94.1\% of the bank's consolidated loan portfolio was A-rated, pursuant to the standards set by the Colombian Superintendency of Finance, ${ }^{(3)}$ and the delinquency ratio was $1.9 \%, 40$ basis points below the ratio at June 30, 2011. Provision coverage over total non-performing loan portfolio reached 185.3\%, an improvement compared to the 159.1\% coverage at June 30, 2011.
(1) The financial information presented in this report is expressed in Colombian pesos, hereby identified as COP, and is derived from the consolidated financial statements of Banco de Bogotá and its subsidiaries in which it holds directly or indirectly $50 \%$ or more of the outstanding voting shares, or in which it exercises effective control through an agreement with shareholders. These subsidiaries include: Leasing Bogotá S.A. Panamá, BAC Credomatic, Corporación Financiera Colombiana S.A. and its subsidiaries, Porvenir S.A., Banco de Bogotá S.A. Panamá and its subsidiaries, Fiduciaria Bogotá S.A., Almaviva S.A. and its subsidiaries, Casa de Bolsa S.A., Megalínea S.A., Ficentro, Bogotá Finance Corp. Leasing Bogotá Panamá owns $100 \%$ of BAC Credomatic. Such consolidated financial statements were prepared in accordance with the regulations of the Superintendency of Finance for financial institutions (including Resolution 3600 of 1988 and External Circular 100 of 1995) and, on issues not addressed by these regulations, generally accepted accounting principles prescribed by the Superintendency of Finance for banks licensed to operate in Colombia, consistently applied, together with such regulations, "Colombian Banking GAAP." The financial statements of foreign subsidiaries have been adjusted in order to adopt uniform accounting policies as required by Colombian Banking GAAP.
(2) For the purpose of this report, annual variations refer to variations compared to the same quarter of the previous year and quarterly variations refer to variations compared to the immediately previous quarter.
(3) The Superintendency of Finance prescribes the minimum risk classifications for loans and financial leases. Management assigns loans and financial leases to these classifications on the basis of models developed by management and reviewed by the Superintendency of Finance. These models incorporate both subjective and objective criteria.

Category A - "Normal risk": Loans and financial leases in this category are appropriately serviced. The debtor's financial statements or its projected cash flows, as well as all other credit information available to us, reflect adequate paying capacity.
Category B - "Acceptable risk, above normal": Loans and financial leases in this category are acceptably serviced and guaranty-protected, but there are weaknesses which may potentially affect, on a transitory or permanent basis, the debtor's paying capacity or its projected cash flows, to the extent that, if not timely corrected, would affect the normal collection of credit or contracts.
Category C - "Appreciable risk": Loans and financial leases in this category have debtors with insufficient paying capacity or relate to projects with insufficient cash flow, which may compromise the normal collection of the obligations.
Category D - "Significant risk": Loans and financial leases in this category have the same deficiencies as loans in category C, but to a larger extent; consequently, the probability of collection is highly doubtful.
Category E - "Risk of non-recoverability": Loans and financial leases in this category are deemed uncollectible.

Banco de Bogotá's consolidated operation has a remarkably efficient cost structure, as reflected by the operating efficiency ratio indicator ${ }^{(4)}$, which has continually decreased having gone from $50.7 \%$ at June 30, 2011 to $46.5 \%$ at June 30, 2012.

Consolidated equity for Banco de Bogotá ended the second quarter of 2012 at COP 7,272 billion, with an annual increase of $12.7 \%$, mainly due to a COP 643 billion increase in retained earnings. The capital adequacy ratio ${ }^{(5)}$ at the end of June 30, 2012 was $13.3 \%$, or $9 \%$ more than required by Colombian regulations.

Profitability indicators showed a positive trend from $1.8 \%$ to $2.5 \%$, in terms of ROAA, and from $16.7 \%$ to $22.7 \%$, in terms of ROAE, between June 30,2011 and June 30, 2012.

[^0]DISCLAIMER This report is a summary and is not intended to contain all the particular details that might be required by members of the public who have access to it. Should this document contain comments that might be interpreted as future affirmations or expectations for the future, it is to be understood that such comments involve risk factors and uncertainty as well as assumptions. These factors include the following, among others: changes in economic conditions in Colombia, as well as in Central America, including the performance of exchange rates, interest rates and inflation; regulatory changes; changes in the political environment; and other factors that might affect our financial situation. Banco de Bogotá is under no obligation to update or revise this information.

## BANCO DE BOGOTÁ

| CONSOLIDATED BALANCE SHEET |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of Colombian Pesos) | Quarter |  |  | Growth 2Q11/2Q12 |  | Growth 1Q12/2Q12 |  |
| Assets |  |  |  |  |  |  |  |
| Total Cash \& Cash Equivalents | 7,849,165 | 8,700,051 | 9,393,437 | 1,544,272 | 19.7 | 693,386 | 8.0 |
| Investments: |  |  |  |  |  |  |  |
| Debt Securities | 9,051,564 | 10,509,782 | 11,029,683 | 1,978,119 | 21.9 | 519,901 | 4.9 |
| Equity Securities | 3,172,657 | 2,675,753 | 2,855,131 | -317,526 | -10.0 | 179,378 | 6.7 |
| Provisions | -180,460 | -5,549 | -6,023 | 174,437 | -96.7 | -474 | 8.5 |
| Total Net Investments | 12,043,761 | 13,179,986 | 13,878,791 | 1,835,030 | 15.2 | 698,805 | 5.3 |
| Loans and Leasing: |  |  |  |  |  |  |  |
| Commercial Loans | 23,097,285 | 25,699,542 | 26,593,281 | 3,495,996 | 15.1 | 893,739 | 3.5 |
| Consumer Loans | 8,131,640 | 9,254,464 | 9,689,575 | 1,557,935 | 19.2 | 435,111 | 4.7 |
| Mortgage Loans | 3,030,560 | 3,219,104 | 3,256,888 | 226,328 | 7.5 | 37,784 | 1.2 |
| Microcredit | 206,449 | 246,347 | 242,475 | 36,026 | 17.5 | -3,872 | -1.6 |
| Financial Leases | 1,225,977 | 1,771,088 | 1,963,212 | 737,235 | 60.1 | 192,124 | 10.8 |
| Provisions for Loans \& Leases | -1,031,920 | -1,099,833 | -1,112,819 | -80,899 | 7.8 | -12,986 | 1.2 |
| Total Loans \& Leases, Net | 34,659,991 | 39,090,712 | 40,632,612 | 5,972,621 | 17.2 | 1,541,900 | 3.9 |
| Property, Plant \& Equipment, Net | 1,173,066 | 1,214,729 | 1,238,032 | 64,966 | 5.5 | 23,303 | 1.9 |
| Goodwill | 2,509,578 | 2,485,027 | 2,458,489 | -51,089 | -2.0 | -26,538 | -1.1 |
| Reappraisal of Assets | 1,453,810 | 1,569,106 | 1,638,484 | 184,674 | 12.7 | 69,378 | 4.4 |
| Other Assets, Net ${ }^{(1)}$ | 4,044,918 | 4,319,852 | 4,507,214 | 462,296 | 11.4 | 187,362 | 4.3 |
| Total Assets | 63,734,289 | 70,559,463 | 73,747,059 | 10,012,770 | 15.7 | 3,187,596 | 4.5 |
| Liabilities and Equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Term Deposits | 12,688,306 | 16,793,226 | 17,806,275 | 5,117,969 | 40.3 | 1,013,049 | 6.0 |
| Savings Deposits | 15,473,520 | 15,482,778 | 15,468,132 | -5,388 | 0.0 | -14,646 | -0.1 |
| Checking Accounts | 10,623,753 | 12,678,417 | 12,812,143 | 2,188,390 | 20.6 | 133,726 | 1.1 |
| Other | 390,222 | 448,949 | 422,288 | 32,066 | 8.2 | -26,661 | -5.9 |
| Total Deposits | 39,175,801 | 45,403,370 | 46,508,838 | 7,333,037 | 18.7 | 1,105,468 | 2.4 |
| Interbank Borrowings and Overnight Operatior | 4,466,665 | 3,179,737 | 5,217,983 | 751,318 | 16.8 | 2,038,246 | 64.1 |
| Bank Loans and Others | 6,804,656 | 6,606,467 | 6,469,194 | -335,462 | -4.9 | -137,273 | -2.1 |
| Bonds | 995,418 | 2,058,079 | 2,051,178 | 1,055,760 | 106.1 | -6,901 | -0.3 |
| Non-controlling interest | 2,583,502 | 2,491,352 | 2,647,620 | 64,118 | 2.5 | 156,268 | 6.3 |
| Other Liabilities | 3,254,471 | 3,894,805 | 3,579,765 | 325,294 | 10.0 | -315,040 | -8.1 |
| Total Liabilities | 57,280,513 | 63,633,810 | 66,474,578 | 9,194,065 | 16.1 | 2,840,768 | 4.5 |
| Equity | 6,453,776 | 6,925,653 | 7,272,481 | 818,705 | 12.7 | 346,828 | 5.0 |
| Total Liabilities and Equity | 63,734,289 | 70,559,463 | 73,747,059 | 10,012,770 | 15.7 | 3,187,596 | 4.5 |

(1) Other Assets, Net, includes: Acceptances and Derivatives, net Accounts Receivable, net Operational Leasing, Property, Plant \& Equipment,

Prepaid Expenses and Deferred Charges, others.

## BANCO DE BOGOTÁ

| CONSOLIDATED STATEMENT OF INCOME |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | $\begin{aligned} & \text { Growth } \\ & \text { 2Q11/2Q12 } \end{aligned}$ |  | $\begin{aligned} & \text { Growth } \\ & \text { 1Q12/2Q12 } \end{aligned}$ |  |
| (Milllons of Colombian Pesos) | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. | \% | Abs. | \% |
| Total Interest Income | 1,004,143 | 1,357,195 | 1,371,348 | 367,205 | 36.6 | 14,153 | 1.0 |
| Total Interest Expense | 335,801 | 485,710 | 527,573 | 191,772 | 57.1 | 41,863 | 8.6 |
| Net Interest Income | 668,342 | 871,485 | 843,775 | 175,433 | 26.2 | -27,710 | -3.2 |
| Total Provisions, Net | 111,102 | 101,481 | 105,659 | -5,443 | -4.9 | 4,178 | 4.1 |
| Net Interest Income after Net Provisions | 557,240 | 770,004 | 738,116 | 180,876 | 32.5 | -31,888 | -4.1 |
| Total Fees and Income from other Services, Net | 426,881 | 442,847 | 459,150 | 32,269 | 7.6 | 16,303 | 3.7 |
| Total Other Operating Income | 152,427 | 178,393 | 182,516 | 30,089 | 19.7 | 4,123 | 2.3 |
| Total Operating Income | 1,136,548 | 1,391,244 | 1,379,782 | 243,234 | 21.4 | -11,462 | -0.8 |
| Total Operating Expenses | 683,881 | 764,013 | 739,142 | 55,261 | 8.1 | -24,871 | -3.3 |
| Total Non-Operating Income, Net | 15,412 | 33,034 | 40,096 | 24,684 | 160.2 | 7,062 | 21.4 |
| Income Tax Expense | -177,825 | -223,988 | -222,752 | -44,927 | 25.3 | 1,236 | -0.6 |
| Net Profit | 290,254 | 436,277 | 457,981 | 167,727 | 57.8 | 21,704 | 5.0 |
| Non-controlling interest | 27,349 | 174,130 | 55,349 | 28,000 | 102.4 | -118,781 | -68.2 |
| Net Profit Attributable to Shareholders | 262,905 | 262,147 | 402,632 | 139,727 | 53.1 | 140,485 | 53.6 |


| MAIN INDICATORS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2011 | 1Q-2012 | 2Q-2012 | 1H-2011 | 1H-2012 |
| Profitability Ratios |  |  |  |  |  |
| Net Interest Margin ${ }^{(1)}$ | 5.5\% | 6.5\% | 6.2\% | 6.2\% | 6.3\% |
| ROAA ${ }^{(2)}$ | 1.8\% | 2.5\% | 2.5\% | 2.9\% | 2.5\% |
| ROAE ${ }^{(3)}$ | 16.7\% | 15.2\% | 22.7\% | 22.4\% | 18.8\% |
| Efficiency Ratio |  |  |  |  |  |
| Operating Expenses before Depreciation \& Amortization / Total Operating Income before Provisions | 50.7\% | 48.1\% | 46.5\% | 49.6\% | 47.3\% |
| Capital Adequacy |  |  |  |  |  |
| Solvency Ratio (Technical Capital / Risk Weighted Assets) | 14.5\% | 13.6\% | 13.3\% |  |  |
| Loan Quality |  |  |  |  |  |
| Non-performing Loans/ Gross Loans ${ }^{(4)}$ | 1.8\% | 1.4\% | 1.4\% |  |  |
| Delinquency Ratio ${ }^{(5)}$ | 2.3\% | 2.0\% | 1.9\% |  |  |
| C, D \& E Loans / Gross Loans | 3.3\% | 2.9\% | 2.9\% |  |  |
| Loan Provision / Non-performing Loans | 159.1\% | 190.5\% | 185.3\% |  |  |
| Loan Provision / Past-due Loans | 128.4\% | 137.7\% | 136.7\% |  |  |
| Loan Provision / C, D \& E Loans | 87.1\% | 93.5\% | 90.8\% |  |  |
| Loan Provision / Gross Loans | 2.9\% | 2.7\% | 2.7\% |  |  |
| Operational Figures |  |  |  |  |  |
| Number of Customers ${ }^{(6)}$ | 9,407,831 | 10,110,184 | 10,324,993 |  |  |
| Number of Employees ${ }^{(7)}$ | 32,449 | 33,213 | 33,554 |  |  |
| Number of Branches ${ }^{(8)}$ | 1,188 | 1,225 | 1,232 |  |  |
| Number of ATMs | 2,132 | 2,244 | 2,315 |  |  |
| USD Exchange Rate | 1,772.32 | 1,792.07 | 1,784.60 |  |  |

(1) Net Interest Income, annualized / Monthly Average Performing Assets (interest earning assets)
(2) Net Profit for the period, annualized / Average Assets for the present period and the immediately previous period
(3) Net Profit Attributable to Shareholders for the period, annualized / Average Equity for the present period and the immediately previous period
(4) Non-performing loans: microcredit 31 or more days overdue, mortgage and consumer loans 61 or more days overdue, commercial loans 91 or more days overdue.
(5) Past-due loans: 31 or more days overdue.
(6) In June 2012 it includes: Banco de Bogotá: $3,458,831$; BAC Credomatic: 2,242,944; Porvenir: 4,550,984; Corficolombiana: 629; Other subsidiaries: 71,605.

Porvenir includes the total net affiliates. Corficolombiana's number of clients refers to Corficolombiana Individual.
(7) Includes directly hired employees and employees hired through temporary or outsourcing companies.
(8) June 2012: Banco de Bogotá: 630; BAC Credomatic: 487; Otras filiales: 115. Does not include: non-banking correspondents, electronic service points nor paymernt collection centers.

## 1. Consolidated Balance Sheet.

### 1.1 Assets.

Banco de Bogotá had COP 73,747 billion in total assets at June 30, 2012. This represents an annual increase of $15.7 \%$ and $4.5 \%$ quarterly growth.

Cash rose at an annual rate of 19.7\%, due to larger cash deposits both in Colombia and in BAC Credomatic, following a conservative liquidity management strategy.

### 1.2 Investments.

Banco de Bogotá's net investment portfolio came to COP 13,879 billion at June 30, 2012, which amounts to an annual increase of $15.2 \%$ and a quarterly increase of $5.3 \%$.

This portfolio is comprised mainly of fixed income investments (debt securities), which account for $79.5 \%$ of the total. The remaining $20.5 \%$ (COP 2,855 billion) of Banco de Bogotá's consolidated investments is represented by investments in equity securities, made by Corporación Financiera Colombiana.

Fixed income investments are mostly investments made by Banco de Bogotá Colombia and by Corficolombiana in treasury bonds issued by the Colombian government; namely, pesodenominated TES (COP 6,930 billion).

### 1.3 Loan Portfolio.

Banco de Bogota's consolidated gross loan portfolio increased by COP 6,054 billion (at an annual rate of $17.0 \%$ ) to COP 41,745 billion in total. All portfolios had similar growth, with particular importance in commercial loans (15.1\%), consumer lending (19.2\%) and in leasing operations (60.1\%). The mortgage loan portfolio lower grew more moderately at $7.5 \%$, in accordance with this portfolio's strategy in Central America.

The following table provides additional details on Banco de Bogotá's consolidated loan portfolio:

| Consolidated Loan Portfolio Distribution |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of Colombian Pesos) | Quarter |  |  | \% of Loans <br> (2Q-2012) | Growth 2Q11/2Q12 |  | Growth 1Q12/2Q12 |  |
| Commercial Loans |  |  |  |  |  |  |  |  |
| General Purpose Loans | 15,891,329 | 17,171,874 | 17,682,211 | 42.4 | 1,790,882 | 11.3 | 510,337 | 3.0 |
| Working Capital | 5,994,547 | 7,225,034 | 7,434,757 | 17.8 | 1,440,210 | 24.0 | 209,723 | 2.9 |
| Loans Financed by Development Banks | 878,439 | 914,428 | 850,494 | 2.0 | -27,945 | -3.2 | -63,934 | -7.0 |
| Overdrafts | 208,909 | 226,159 | 458,105 | 1.1 | 249,196 | 119.3 | 231,946 | 102.6 |
| Credit Cards | 124,061 | 162,048 | 167,714 | 0.4 | 43,653 | 35.2 | 5,666 | 3.5 |
| Total Commercial Loan Portfolio | 23,097,285 | 25,699,542 | 26,593,281 | 63.7 | 3,495,996 | 15.1 | 893,739 | 3.5 |
| Consumer Loans |  |  |  |  |  |  |  |  |
| Personal | 3,592,756 | 4,198,728 | 4,421,016 | 10.6 | 828,260 | 23.1 | 222,288 | 5.3 |
| Credit Cards | 3,165,913 | 3,548,887 | 3,727,143 | 8.9 | 561,230 | 17.7 | 178,255 | 5.0 |
| Vehicle | 1,312,012 | 1,446,067 | 1,476,962 | 3.5 | 164,950 | 12.6 | 30,895 | 2.1 |
| Overdrafts | 60,959 | 60,780 | 62,943 | 0.2 | 1,984 | 3.3 | 2,163 | 3.6 |
| General Purpose Loans | 0 | 3 | 13 | 0.0 | 13 | 0.0 | 10 | 400.7 |
| Loans Financed by Development Banks | 0 | 0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Working Capital | 0 | 0 | 1,499 | 0.0 | 1,499 | 0.0 | 1,499 | 0.0 |
| Total Consumer Loan Portfolio | 8,131,640 | 9,254,464 | 9,689,575 | 23.2 | 1,557,936 | 19.2 | 435,111 | 4.7 |
| Microcredit | 206,449 | 246,347 | 242,475 | 0.6 | 36,026 | 17.5 | -3,872 | -1.6 |
| Leasing | 1,225,977 | 1,771,088 | 1,963,212 | 4.7 | 737,235 | 60.1 | 192,125 | 10.8 |
| Mortgage Loans | 3,030,560 | 3,219,104 | 3,256,888 | 7.8 | 226,328 | 7.5 | 37,783 | 1.2 |
| Total Gross Loans | 35,691,911 | 40,190,545 | 41,745,431 | 100.0 | 6,053,521 | 17.0 | 1,554,886 | 3.9 |
| Provisions | -1,031,919 | -1,099,833 | -1,112,819 |  | -80,900 | 7.8 | -12,986 | 1.2 |
| Total Net Loan Portfolio | 34,659,991 | 39,090,712 | 40,632,612 |  | 5,972,621 | 17.2 | 1,541,900 | 3.9 |

In terms of Banco de Bogotá's consolidated loan portfolio structure by product type, commercial lending maintains a participation of approximately $64 \%$, followed by consumer lending (23.2\%), mortgage lending (7.8\%) and leasing operations (4.7\%).

Loan-loss provisioning rose $7.8 \%$ in annual terms, totaling COP 1,113 billion, or $2.7 \%$ of the total volume of the loan portfolio. The coverage ratio for the total past-due portfolio improved, having gone from $128.4 \%$ in the second quarter of 2011 to $136.7 \%$ in the second quarter of 2012.

As outlined in the table below, Banco de Bogotá's loan and leasing portfolio in its Colombian operation reached COP 28,750 billion, posting an annual increase of COP 3,971 billion (16.0\%) at June 30, 2012 and achieving a market share of $13.5 \%$. In accordance with the bank's strategy, annual growth in consumer lending (21.3\%), in leasing operations (100.4\%) and in mortgage lending (43.0\%) are to be highlighted.

| Loan Portfolio Banco de Bogotá (Operation in Colombia) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of Colombian Pesos) | Quarter |  |  | $\begin{gathered} \text { Growth } \\ \text { 2Q11/2Q12 } \end{gathered}$ |  | $\begin{gathered} \text { Growth } \\ \text { 1Q12/2Q12 } \end{gathered}$ |  |
|  | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. | \% | Abs. | \% |
| Commercial Loans | 19,438,226 | 21,150,828 | 21,822,180 | 2,383,954 | 12.3 | 671,352 | 3.2 |
| Consumer Loans | 4,515,519 | 5,266,751 | 5,477,889 | 962,370 | 21.3 | 211,138 | 4.0 |
| Microcredit | 206,449 | 246,347 | 242,475 | 36,026 | 17.5 | -3,872 | -1.6 |
| Mortgage Loans | 56,319 | 64,485 | 80,508 | 24,190 | 43.0 | 16,024 | 24.8 |
| Leasing | 562,660 | 975,150 | 1,127,296 | 564,636 | 100.4 | 152,146 | 15.6 |
| Total | 24,779,172 | 27,703,560 | 28,750,349 | 3,971,176 | 16.0 | 1,046,788 | 3.8 |

BAC Credomatic's total loan portfolio (U.S.\$ 6,418 million) had an annual increase of 16.9\%. Expansion in the commercial loan portfolio stands out, specifically as a result of added demand for working capital and general purpose lending, associated with a recovery in economic activity. The growth levels for credit card lending, automobile financing and other consumer loans remained positive as well, as detailed in the following table:

| BAC Credomatic Loan Portfolio |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in USD millions) | Quarter |  |  | $\begin{gathered} \text { Growth } \\ \text { 2Q11/2Q12 } \end{gathered}$ |  | $\begin{gathered} \text { Growth } \\ \text { 1Q12/2Q12 } \end{gathered}$ |  |
| Credit Card Loans | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. 184 | 14.2 | Abs. 88 | \% 6.3 |
| Commercial Loans ${ }^{(1)}$ | 1,749 | 2,147 | 2,253 | 504 | 28.8 | 106 | 4.9 |
| Mortgage Loans ${ }^{(2)}$ | 1,679 | 1,760 | 1,779 | 100 | 6.0 | 19 | 1.1 |
| Automobile and Vehicle Loans | 408 | 457 | 480 | 72 | 17.6 | 23 | 5.0 |
| Other Personal Loans | 355 | 397 | 423 | 68 | 19.0 | 26 | 6.7 |
| Total | 5,490 | 6,156 | 6,418 | 928 | 16.9 | 262 | 4.3 |

The strength of Banco de Bogotás loan portfolio quality is reflected in the following key indicators:

- Growth in the past due loan portfolio during the second quarter of 2012 was less than the increase in the gross portfolio. The past due loan portfolio rose by $1.3 \%$ between June 30 , 2011 and June 30, 2012, totaling COP 814 billion by the end of the quarter, while the gross loan portfolio grew at a rate of $17.0 \%$.
- Delinquency ratio improved by 40 basis points in annual terms, having gone from $2.3 \%$ at June 30, 2011 to 1.9\% at June 30, 2012.
- Non-performing loan ratio also presented a healthy indicator of $1.4 \%$ at June 30, 2012, compared to $1.8 \%$ at June 30, 2011.

The following table presents the breakdown of the consolidated past due loans by type of loan:

| Consolidated Past-due Loans by Product |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2011 |  | 1Q-2012 |  | 2Q-2012 |  |
| (Millions of Colombian Pesos) | Amount | \% of PDL | Amount | \% of PDL | Amount | \% of PDL |
| Commercial Loans |  |  |  |  |  |  |
| General Purpose Loans | 256,889 | 32.0 | 220,300 | 27.6 | 226,313 | 27.8 |
| Loans Financed by Development Banks | 23,135 | 2.9 | 23,169 | 2.9 | 20,901 | 2.6 |
| Working Capital | 61,937 | 7.7 | 44,035 | 5.5 | 36,378 | 4.5 |
| Credit Cards | 10,662 | 1.3 | 8,278 | 1.0 | 8,460 | 1.0 |
| Overdrafts | 6,891 | 0.9 | 51,012 | 6.4 | 46,430 | 5.7 |
| Total Commercial Loan Portfolio | 359,513 | 44.7 | 346,794 | 43.4 | 338,481 | 41.6 |
| Consumer Loans |  |  |  |  |  |  |
| Credit Cards | 176,145 | 21.9 | 156,027 | 19.5 | 164,121 | 20.2 |
| Personal | 113,783 | 14.2 | 124,276 | 15.6 | 131,127 | 16.1 |
| Vehicle | 28,417 | 3.5 | 29,961 | 3.8 | 34,643 | 4.3 |
| Overdrafts | 5,989 | 0.7 | 8,366 | 1.0 | 6,967 | 0.9 |
| Loans Financed by Development Banks | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| General Purpose Loans | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Working Capital | 501 | 0.1 | 0 | 0.0 | 0 | 0.0 |
| Total Consumer Loan Portfolio | 324,835 | 40.4 | 318,630 | 39.9 | 336,857 | 41.4 |
| Microcredit | 10,415 | 1.3 | 16,815 | 2.1 | 21,320 | 2.6 |
| Leasing | 17,820 | 2.2 | 25,805 | 3.2 | 30,534 | 3.8 |
| Mortgage Loans | 91,288 | 11.4 | 90,413 | 11.3 | 86,794 | 10.7 |
| Total Past-due Loans | 803,871 | 100.0 | 798,457 | 100.0 | 813,986 | 100.0 |

The table below outlines the distribution of the loan and leasing portfolio, based on risk classifications:

| Consolidated Distribution of Loans \& Leases |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2011 |  | 1Q-2012 |  | 2Q-2012 |  |
| (Millions of Colombian Pesos) | Amount | \% Loans | Amount | \% Loans | Amount | \% Loans |
| "A" Normal | 33,336,232 | 93.4 | 37,712,139 | 93.8 | 39,298,405 | 94.1 |
| "B" Acceptable | 1,170,911 | 3.3 | 1,301,637 | 3.2 | 1,221,643 | 2.9 |
| "C" Defficient | 598,162 | 1.7 | 599,444 | 1.5 | 656,786 | 1.6 |
| "D" Doubtful Recovery | 389,198 | 1.1 | 326,797 | 0.8 | 347,371 | 0.8 |
| "E" Uncollectable | 197,408 | 0.6 | 250,526 | 0.6 | 221,226 | 0.5 |
| Total Loans \& Leases | 35,691,911 | 100.0 | 40,190,545 | 100.0 | 41,745,431 | 100.0 |
| "C", "D" \& "E" Loans as a percentage of Total Loan Portfolio | 3.3\% |  | 2.9\% |  | 2.9\% |  |

### 1.4 Liabilities.

Banco de Bogotá reported COP 66,475 billion in total liabilities at June 30, 2012 (with an annual increase of $16.1 \%$ and a quarterly increase of $4.5 \%$ ). Seventy percent ( $70.0 \%$ ) of these liabilities are deposits, which constitute the main source of funding for Banco de Bogotá.

Consolidated deposits increased at an annual rate of $18.7 \%$ and came to COP 46,509 billion by the end of June 2012. The growth in term deposits and in current accounts was a highlight; respectively, they rose $40.3 \%$ and $20.6 \%$ in annual terms. This performance follows a strategy
aimed at having more long-term resources in the mix of deposits and the transition customers have made from savings to checking accounts, where their resources are more liquid.

The Bank has a broad deposit base in every market where it operates. The mixture of deposits is well-balanced between the three main types: time deposits (38.3\%), savings deposits (33.3\%) and checking accounts (27.5\%).

The following table contains a breakdown of Banco de Bogotá's deposits:

| Consolidated Deposits |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2011 |  | 1Q-2012 |  | 2Q-2012 |  | $\begin{gathered} \text { Growth } \\ \text { 2Q11/2Q12 } \end{gathered}$ |  | $\begin{gathered} \text { Growth } \\ \text { 1Q12/2Q12 } \end{gathered}$ |  |
| (Millions of Colombian Pesos) | Amount | \% <br> Deposits | Amount | \% Deposits | Amount | \% Deposits | Abs. | \% | Abs. | \% |
| Deposits |  |  |  |  |  |  |  |  |  |  |
| Term Deposits | 12,688,306 | 32.4 | 16,793,226 | 37.0 | 17,806,275 | 38.3 | 5,117,969 | 40.3 | 1,013,049 | 6.0 |
| Savings Deposits | 15,473,520 | 39.5 | 15,482,778 | 34.1 | 15,468,132 | 33.3 | -5,388 | 0.0 | -14,646 | -0.1 |
| Checking Accounts | 10,623,753 | 27.1 | 12,678,417 | 27.9 | 12,812,143 | 27.5 | 2,188,390 | 20.6 | 133,726 | 1.1 |
| Others | 390,222 | 1.0 | 448,949 | 1.0 | 422,288 | 0.9 | 32,066 | 8.2 | -26,661 | -5.9 |
| Total Deposits | 39,175,801 | 100.0 | 45,403,370 | 100.0 | 46,508,838 | 100.0 | 7,333,037 | 18.7 | 1,105,468 | 2.4 |

Interbank and overnight funds totaled COP 5,218 billion in the second quarter of 2012, having risen $16.8 \%$ compared to the same quarter in 2011.

Banco de Bogotá had COP 2,051 billion in outstanding bonds at June 30, 2012, with $71.8 \%$ maturing beyond three years. 67.1\% of this debt is comprised of bonds issued in foreign markets.

### 1.5 Shareholders' Equity and Regulatory Capital.

Banco de Bogotá's consolidated equity at June 30, 2012 came to COP 7,272 billion, with an annual increase of COP 819 billion and COP 347 billion in quarterly growth.

The capital adequacy ratio was $13.31 \%$ at June 30,2012 , exceeding the $9 \%$ required by Colombian regulations. This indicator represents a decline with respect to the ratio of $14.53 \%$ at June 30, 2011 and $13.55 \%$ at March 31, 2012, which is explained by the increase in the loan portfolio and other assets, as mentioned earlier. The Tier 1 capital ratio, ratio of core equity to risk weighted assets, at the end of the second quarter of 2012 was 12.14\%.

The foregoing is summarized in the following table:

| Consolidated Capital Adequacy |  |  |  |
| :---: | :---: | :---: | :---: |
| (Millions of Colombian Pesos) | 2Q-2011 | 1Q-2012 | 2Q-2012 |
| Technical Capital | 8,028,460 | 8,433,222 | 8,531,185 |
| Core Capital (Tier I) | 7,121,498 | 7,677,692 | 7,780,972 |
| Additional Capital (Tier II) | 906,962 | 755,529 | 750,213 |
| Risk-weighted Assets | 55,235,487 | 62,218,305 | 64,098,905 |
| Credit Risk-weighted Assets | 48,757,958 | 54,528,844 | 56,281,145 |
| Market Risk-weighted Assets | 6,477,529 | 7,689,461 | 7,817,760 |
| Capital Adequacy Ratio ${ }^{(1)}$ | 14.53\% | 13.55\% | 13.31\% |
| Ratio of Core Equity to Risk-weighted Assets | 12.89\% | 12.34\% | 12.14\% |
| Ratio of Additional Equity to Risk-weighted Assets | 1.64\% | 1.21\% | 1.17\% |
| Ratio of Risk Assets to Technical Equity | 6.88 | 7.38 | 7.51 |

(1) Technical Equity / Risk-weighted Assets

## 2. Consolidated Income Statement.

Banco de Bogotá reported a consolidated quarterly net profit, attributable to shareholders, of COP 403 billion at June 30, 2012. This amount represents a quarterly increase of $53.6 \%$ and an annual increase of 53.1\%.
$57.8 \%$ annual increase in net income before non-controlling interest ${ }^{(6)}$, for the second quarter of 2012, reflects the growth in net interest income after provisions ( $32.5 \%$ ) and in the dynamics of non operating income. The latter grew by $160.2 \%$, due to the refund from deposit insurance ${ }^{(7)}$ to Banco de Bogotá in Colombia, as well as loan recovery.

The profitability ratios for the second quarter of 2012 are $2.5 \%$ for ROAA and $22.7 \%$ for ROAE.

### 2.1 Net Interest Income.

Consolidated net interest income from interest totaled COP 844 billion in the second quarter of 2012, having increased at an annual rate of 26.2\%.

Total interest income between April and June 2012 of COP 1,371 billion, grew $36.6 \%$ annually. This increase is due to COP 1,097 billion in interest income from the loan portfolio, which rose at an annual rate of $27.2 \%$, consistent with the loan portfolio momentum noted earlier.

The growth in interest and valuation from equity securities is another highlight, having risen at an annual rate of $123.2 \%$ to COP 197 billion in total. This increase is the result of changes generated by the market valuations of Corficolombiana's investments in Promigas.

[^1]A breakdown of Banco de Bogotá's consolidated net interest income is provided in the following table:

| Consolidated Net Interest Income |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of Colombian Pesos) | Quarter |  |  | $\begin{gathered} \text { Growth } \\ \text { 2Q11/2Q12 } \end{gathered}$ |  | $\begin{gathered} \text { Growth } \\ \text { 1Q12/2Q12 } \end{gathered}$ |  |
|  | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. | \% | Abs. | \% |
| Interest Income |  |  |  |  |  |  |  |
| Interest on Loans | 862,178 | 1,047,606 | 1,096,584 | 234,406 | 27.2 | 48,978 | 4.7 |
| Interest and valuations on Investments | 88,346 | 231,884 | 197,221 | 108,875 | 123.2 | -34,663 | -14.9 |
| Interbank Funds and Overnight Operations | 25,259 | 33,222 | 27,544 | 2,285 | 9.0 | -5,678 | -17.1 |
| Leasing | 28,360 | 44,483 | 49,999 | 21,639 | 76.3 | 5,516 | 12.4 |
| Total Interest Income | 1,004,143 | 1,357,195 | 1,371,348 | 367,205 | 36.6 | 14,153 | 1.0 |
| Interest Expense |  |  |  |  |  |  |  |
| Checking Accounts | 13,834 | 25,759 | 32,206 | 18,372 | 132.8 | 6,447 | 25.0 |
| Term deposits | 127,050 | 199,148 | 229,166 | 102,117 | 80.4 | 30,018 | 15.1 |
| Savings Deposits | 101,381 | 131,139 | 129,865 | 28,484 | 28.1 | -1,274 | -1.0 |
| Total Expense for Interest on Deposits | 242,264 | 356,046 | 391,237 | 148,973 | 61.5 | 35,191 | 9.9 |
| Interbank Loans \& Others | 50,553 | 63,747 | 62,673 | 12,120 | 24.0 | -1,074 | -1.7 |
| Interbank Funds and Overnight Operations (Expense) | 26,668 | 33,443 | 42,622 | 15,954 | 59.8 | 9,179 | 27.4 |
| Long-term Debt | 16,316 | 32,474 | 31,041 | 14,725 | 90.2 | -1,433 | -4.4 |
| Total Interest Expense | 335,801 | 485,710 | 527,573 | 191,772 | 57.1 | 41,863 | 8.6 |
| Net Interest Income | 668,342 | 871,485 | 843,775 | 175,433 | 26.2 | -27,710 | -3.2 |

Consolidated financial expenses saw an important annual increase of 57.1\%, for the second quarter of 2012. This growth is due to the higher financing costs generated by the Bank's leveraging on bond issue and on a syndicated long-term loan, both of which were used to purchase BAC Credomatic.

The average cost of funds was $4.0 \%$ during the second quarter of 2012, higher than $2.9 \%$ in the same quarter for 2011. ${ }^{(8)}$ The net interest margin went from $5.5 \%$ in the second quarter of 2011 to $6.2 \%$ in the second quarter of 2012.

### 2.2 Provisions.

Out of COP 105 billion in total net spending on provisions during the second quarter of 2012, COP 114 billion pertained to the loan portfolio, COP 12 billion to recovery of charged-off loans, COP 7 billion to provisions on foreclosed assets and other assets, and COP 4 billion to the recovery of provisions for foreclosed assets and other assets. Provision expense shows a negative annual variation of $4.9 \%$, due to a better performance from the loan portfolio.

### 2.3 Fees.

Total net income from commissions and fees increased at an annual rate of $7.6 \%$, coming to COP 459 billion in the second quarter of 2012. Out of this increase, the growth in fees from

[^2]pension fund management operations and from fiduciary activities, both growing at positive annual rates of $17.4 \%$, are to be highlighted.

In turn, fees from banking and credit card services, which represent $46.3 \%$ and $11.5 \%$ of total fee income respectively, grew aggregately at a rate of 3.3\% annually.

The following table provides details on the fees received by Banco de Bogotá:

| Consolidated Fees |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter |  |  | Growth 2Q11/2Q12 |  | $\begin{gathered} \text { Growth } \\ \text { 1Q12/2Q12 } \end{gathered}$ |  |
| (Millions of Colombian Pesos) | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. | \% | Abs. | \% |
| Fees |  |  |  |  |  |  |  |
| Fees for Banking Services | 236,071 | 233,449 | 242,644 | 6,573 | 2.8 | 9,195 | 3.9 |
| Pension Plan Management | 109,159 | 112,747 | 128,167 | 19,008 | 17.4 | 15,420 | 13.7 |
| Credit Card Fees | 57,034 | 59,031 | 60,309 | 3,275 | 5.7 | 1,278 | 2.2 |
| Storage Services | 27,782 | 30,208 | 24,891 | -2,891 | -10.4 | -5,317 | -17.6 |
| Fiduciary Activities | 24,632 | 28,395 | 28,920 | 4,288 | 17.4 | 525 | 1.8 |
| Others | 21,894 | 22,757 | 22,569 | 675 | 3.1 | -188 | -0.8 |
| Checkbook Fees | 10,407 | 9,771 | 9,974 | -433 | -4.2 | 203 | 2.1 |
| Channel Network Services | 5,645 | 7,721 | 6,227 | 582 | 10.3 | -1,494 | -19.3 |
| Total Fees | 492,624 | 504,079 | 523,701 | 31,077 | 6.3 | 19,622 | 3.9 |
| Fee Expense | 65,743 | 61,232 | 64,551 | -1,192 | -1.8 | 3,319 | 5.4 |
| Net Total Fees | 426,881 | 442,847 | 459,150 | 32,269 | 7.6 | 16,303 | 3.7 |

### 2.4 Operating Expenses.

Banco de Bogotá's consolidated administrative efficiency indicator improved, from $50.7 \%$ at June 30, 2011 to $46.5 \%$ at June 30, 2012, notwithstanding an $8.1 \%$ annual increase in total operating expense.

The main increase in operational expense is associated to the increase in employees, both in Colombia (240) and in Central America (733), consequently with business enhancement.

## Contact Information:

María Luisa Rojas Giraldo<br>Chief Financial Officer<br>mrojas@bancodebogota.com.co Tel: (571) 3383415

Martha Inés Caballero Leclercq
Investor Relations Manager
mcabal1@bancodebogota.com.co
Tel: (571) 3320032 Ext. 1467

Julián Andrés Rodríguez Casas
Investor Relations Analyst irodr11@bancodebogota.com.co Tel: (571) 3320032 Ext. 1973
www.bancodebogota.com

CONSOLIDATED BALANCE SHEET

| (Milllons of Colombian Pesos) | Quarter |  |  | 2Q-2011/2Q-2012 |  | 1Q-2012/2Q-2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2011 | 1Q-2012 | 2Q-2012 | Abs. Growth | Growth \% | Abs. Growth | Growth \% |
| Assets |  |  |  |  |  |  |  |
| Cash and due from banks | 5,683,429 | 6,118,692 | 7,810,572 | 2,127,143 | 37.4 | 1,691,880 | 27.7 |
| Interbank and overnight funds | 2,165,736 | 2,581,359 | 1,582,865 | -582,871 | -26.9 | -998,494 | -38.7 |
| Total cash and cash equivalents | 7,849,165 | 8,700,051 | 9,393,437 | 1,544,272 | 19.7 | 693,386 | 8.0 |
| Investment securities: |  |  |  |  |  |  |  |
| Debt securities: | 9,051,564 | 10,509,782 | 11,029,683 | 1,978,119 | 21.9 | 519,901 | 4.9 |
| Trading | 1,971,732 | 2,348,939 | 1,349,293 | -622,439 | -31.6 | -999,646 | -42.6 |
| Available for sale | 5,605,151 | 6,659,258 | 7,744,215 | 2,139,064 | 38.2 | 1,084,957 | 16.3 |
| Held to maturity | 1,474,681 | 1,501,585 | 1,936,175 | 461,494 | 31.3 | 434,590 | 28.9 |
| Equity securities: | 3,172,657 | 2,675,753 | 2,855,131 | -317,526 | -10.0 | 179,378 | 6.7 |
| Trading | 1,435,904 | 1,243,409 | 1,246,886 | -189,018 | -13.2 | 3,477 | 0.3 |
| Available for sale | 1,736,753 | 1,432,344 | 1,608,245 | -128,508 | -7.4 | 175,901 | 12.3 |
| Allowance | -180,460 | -5,549 | -6,023 | 174,437 | -96.7 | -474 | 8.5 |
| Total investment securities, net | 12,043,761 | 13,179,986 | 13,878,791 | 1,835,030 | 15.2 | 698,805 | 5.3 |
| Loans and financial leases: |  |  |  |  |  |  |  |
| Comercial loans | 23,097,285 | 25,699,542 | 26,593,281 | 3,495,996 | 15.1 | 893,739 | 3.5 |
| Consumer loans | 8,131,640 | 9,254,464 | 9,689,575 | 1,557,935 | 19.2 | 435,111 | 4.7 |
| Small business loans (Microcredit) | 206,449 | 246,347 | 242,475 | 36,026 | 17.5 | -3,872 | -1.6 |
| Mortgage loans | 3,030,560 | 3,219,104 | 3,256,888 | 226,328 | 7.5 | 37,784 | 1.2 |
| Financial leases | 1,225,977 | 1,771,088 | 1,963,212 | 737,235 | 60.1 | 192,124 | 10.8 |
| Allowance for loans and financial leases losses | -1,031,920 | -1,099,833 | -1,112,819 | -80,899 | 7.8 | -12,986 | 1.2 |
| Total loans and financial leases, net | 34,659,991 | 39,090,712 | 40,632,612 | 5,972,621 | 17.2 | 1,541,900 | 3.9 |
| Accrued interest receivable on loans and financial leases | 305,789 | 382,366 | 406,929 | 101,140 | 33.1 | 24,563 | 6.4 |
| Allowance for accrued interest losses | -29,483 | -34,803 | -37,731 | -8,248 | 28.0 | -2,928 | 8.4 |
| Total interest accrued on loans and financial leases, net | 276,306 | 347,563 | 369,198 | 92,892 | 33.6 | 21,635 | 6.2 |
| Customers' acceptances and derivatives | 366,605 | 347,585 | 312,335 | -54,270 | -14.8 | -35,250 | -10.1 |
| Accounts receivable, net | 1,086,379 | 1,291,512 | 1,129,749 | 43,370 | 4.0 | -161,763 | -12.5 |
| Property, plant and equipment, net | 1,173,066 | 1,214,729 | 1,238,032 | 64,966 | 5.5 | 23,303 | 1.9 |
| Operating leases, net | 2,099 | 3,633 | 5,736 | 3,637 | 173.3 | 2,103 | 57.9 |
| Foreclosed assets, net | 66,457 | 51,543 | 53,639 | -12,818 | -19.3 | 2,096 | 4.1 |
| Prepaid expenses and deferred charges | 1,239,560 | 1,411,695 | 1,488,950 | 249,390 | 20.1 | 77,255 | 5.5 |
| Goodwill | 2,509,578 | 2,485,027 | 2,458,489 | -51,089 | -2.0 | -26,538 | -1.1 |
| Other assets, net | 1,007,512 | 866,321 | 1,147,607 | 140,095 | 13.9 | 281,286 | 32.5 |
| Reappraisal of assets | 1,453,810 | 1,569,106 | 1,638,484 | 184,674 | 12.7 | 69,378 | 4.4 |
| Total Assets | 63,734,289 | 70,559,463 | 73,747,059 | 10,012,770 | 15.7 | 3,187,596 | 4.5 |
| Liabilities |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Non-interest bearing: | 5,342,855 | 5,724,783 | 5,681,521 | 338,666 | 6.3 | -43,262 | -0.8 |
| Checking accounts | 4,952,633 | 5,275,834 | 5,259,233 | 306,600 | 6.2 | -16,601 | -0.3 |
| Other | 390,222 | 448,949 | 422,288 | 32,066 | 8.2 | -26,661 | -5.9 |
| Interest bearing: | 33,832,946 | 39,678,588 | 40,827,317 | 6,994,371 | 20.7 | 1,148,729 | 2.9 |
| Checking accounts | 5,671,120 | 7,402,584 | 7,552,910 | 1,881,790 | 33.2 | 150,326 | 2.0 |
| Time deposits | 12,688,306 | 16,793,226 | 17,806,275 | 5,117,969 | 40.3 | 1,013,049 | 6.0 |
| Savings deposits | 15,473,520 | 15,482,778 | 15,468,132 | -5,388 | 0.0 | -14,646 | -0.1 |
| Total Deposits | 39,175,801 | 45,403,370 | 46,508,838 | 7,333,037 | 18.7 | 1,105,468 | 2.4 |
| Bank acceptances outstanding | 273,146 | 286,748 | 253,232 | -19,914 | -7.3 | -33,516 | -11.7 |
| Interbank and overnight funds | 4,466,665 | 3,179,737 | 5,217,983 | 751,318 | 16.8 | 2,038,246 | 64.1 |
| Borrowing from financial entities | 6,804,656 | 6,606,467 | 6,469,194 | -335,462 | -4.9 | -137,273 | -2.1 |
| Accounts payable | 1,630,352 | 1,955,552 | 1,680,124 | 49,772 | 3.1 | -275,428 | -14.1 |
| Accrued interest payable | 120,038 | 202,004 | 221,744 | 101,706 | 84.7 | 19,740 | 9.8 |
| Other liabilities | 809,855 | 842,740 | 880,269 | 70,414 | 8.7 | 37,529 | 4.5 |
| Bonds | 995,418 | 2,058,079 | 2,051,178 | 1,055,760 | 106.1 | -6,901 | -0.3 |
| Estimated Liabilities | 421,080 | 607,761 | 544,396 | 123,316 | 29.3 | -63,365 | -10.4 |
| Non-controlling interest | 2,583,502 | 2,491,352 | 2,647,620 | 64,118 | 2.5 | 156,268 | 6.3 |
| Total Liabilities | 57,280,513 | 63,633,810 | 66,474,578 | 9,194,065 | 16.1 | 2,840,768 | 4.5 |
| Shareholders' equity |  |  |  |  |  |  |  |
| Subscribed and paid in capital | 2,859,446 | 2,924,934 | 2,924,934 | 65,488 | 2.3 | 0 | 0.0 |
| Retained earnings | 3,033,343 | 3,431,578 | 3,676,453 | 643,110 | 21.2 | 244,875 | 7.1 |
| Equity surplus: | 560,987 | 569,141 | 671,094 | 110,107 | 19.6 | 101,953 | 17.9 |
| Revaluation of equity | 0 | 7,700 | 1,608 | 1,608 | NA | -6,092 | -79.1 |
| Unrealized gains | 12,469 | -147,696 | -124,582 | -137,051 | -1,099.1 | 23,114 | -15.6 |
| Reappraisal of assets | 548,518 | 709,137 | 794,068 | 245,550 | 44.8 | 84,931 | 12.0 |
| Total Shareholders' equity | 6,453,776 | 6,925,653 | 7,272,481 | 818,705 | 12.7 | 346,828 | 5.0 |
| Total Liabilities and Shareholders' equity | 63,734,289 | 70,559,463 | 73,747,059 | 10,012,770 | 15.7 | 3,187,596 | 4.5 |


| CONSOLIDATED STATEMENT OF INCOME |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Milllons of Colombian Pesos) | Accumulated |  | Annual Growth \% | Quarter |  |  | $\begin{array}{r} \text { Grov } \\ \text { 2Q11/2Q12 } \end{array}$ | $\begin{aligned} & \text { th \% } \\ & \text { 1Q12/2Q12 } \end{aligned}$ |
| Interest income: |  |  |  |  |  |  |  |  |
| Interest on loans | 1,692,168 | 2,144,190 | 26.7 | 862,178 | 1,047,606 | 1,096,584 | 27.2 | 4.7 |
| Interest on investment securities | 374,531 | 429,105 | 14.6 | 88,346 | 231,884 | 197,221 | 123.2 | -14.9 |
| Interbank and overnight funds | 46,942 | 60,766 | 29.4 | 25,259 | 33,222 | 27,544 | 9.0 | -17.1 |
| Financial Leasing | 54,010 | 94,482 | 74.9 | 28,360 | 44,483 | 49,999 | 76.3 | 12.4 |
| Total interest income | 2,167,651 | 2,728,543 | 25.9 | 1,004,143 | 1,357,195 | 1,371,348 | 36.6 | 1.0 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Checking accounts | 28,974 | 57,965 | 100.1 | 13,834 | 25,759 | 32,206 | 132.8 | 25.0 |
| Time deposits | 253,278 | 428,314 | 69.1 | 127,050 | 199,148 | 229,166 | 80.4 | 15.1 |
| Saving deposits | 186,252 | 261,004 | 40.1 | 101,381 | 131,139 | 129,865 | 28.1 | -1.0 |
| Total interest expense on deposits | 468,504 | 747,283 | 59.5 | 242,264 | 356,046 | 391,237 | 61.5 | 9.9 |
| Interbank borrowings expense: |  |  |  |  |  |  |  |  |
| Borrowing from financial entities | 91,418 | 126,420 | 38.3 | 50,553 | 63,747 | 62,673 | 24.0 | -1.7 |
| Interbank and overnight funds | 50,638 | 76,065 | 50.2 | 26,668 | 33,443 | 42,622 | 59.8 | 27.4 |
| Bonds | 49,480 | 63,515 | 28.4 | 16,316 | 32,474 | 31,041 | 90.2 | -4.4 |
| Total interest expense | 660,040 | 1,013,283 | 53.5 | 335,801 | 485,710 | 527,573 | 57.1 | 8.6 |
| Net interest income | 1,507,611 | 1,715,260 | 13.8 | 668,342 | 871,485 | 843,775 | 26.2 | -3.2 |
| Provisions: |  |  |  |  |  |  |  |  |
| Provision for loan, accrued interest losses and other receivables, net | 233,471 | 218,126 | -6.6 | 134,745 | 103,711 | 114,414 | -15.1 | 10.3 |
| Recovery of charge-offs | -21,423 | -22,180 | 3.5 | -12,617 | -10,095 | -12,085 | -4.2 | 19.7 |
| Provision for foreclosed assets and other assets | 18,675 | 15,967 | -14.5 | 5,524 | 8,878 | 7,089 | 28.3 | -20.2 |
| Recovery of provisions for foreclosed assets and other assets | -158,188 | -4,773 | -97.0 | -16,550 | -1,014 | -3,759 | -77.3 | 270.7 |
| Total net provisions | 72,535 | 207,140 | 185.6 | 111,102 | 101,481 | 105,659 | -4.9 | 4.1 |
| Net interest income after provisions for loans and accrued interest losses | 1,435,076 | 1,508,120 | 5.1 | 557,240 | 770,004 | 738,116 | 32.5 | -4.1 |
| Fees and other services income: |  |  |  |  |  |  |  |  |
| Commissions from banking services | 471,776 | 476,093 | 0.9 | 236,071 | 233,449 | 242,644 | 2.8 | 3.9 |
| Branch network services | 11,841 | 13,948 | 17.8 | 5,645 | 7,721 | 6,227 | 10.3 | -19.3 |
| Credit card merchant fees | 112,886 | 119,340 | 5.7 | 57,034 | 59,031 | 60,309 | 5.7 | 2.2 |
| Checking fees | 21,060 | 19,745 | -6.2 | 10,407 | 9,771 | 9,974 | -4.2 | 2.1 |
| Warehouse services | 52,627 | 55,099 | 4.7 | 27,782 | 30,208 | 24,891 | -10.4 | -17.6 |
| Fiduciary activities | 48,700 | 57,315 | 17.7 | 24,632 | 28,395 | 28,920 | 17.4 | 1.8 |
| Pension plan administration | 218,944 | 240,914 | 10.0 | 109,159 | 112,747 | 128,167 | 17.4 | 13.7 |
| Others | 48,362 | 45,326 | -6.3 | 21,894 | 22,757 | 22,569 | 3.1 | -0.8 |
| Total fees and other service income | 986,197 | 1,027,780 | 4.2 | 492,624 | 504,079 | 523,701 | 6.3 | 3.9 |
| Fees and other service expenses | 124,376 | 125,783 | 1.1 | 65,743 | 61,232 | 64,551 | -1.8 | 5.4 |
| Total fees and income from services, net | 861,821 | 901,997 | 4.7 | 426,881 | 442,847 | 459,150 | 7.6 | 3.7 |
| Other operating income: |  |  |  |  |  |  |  |  |
| Net foreign exchange gains (expenses) | -62,456 | -107,217 | 71.7 | -52,050 | -128,795 | 21,578 | -141.5 | -116.8 |
| Gain (Losses) on derivative operations, net | 102,882 | 156,947 | 52.6 | 65,626 | 141,204 | 15,743 | -76.0 | -88.9 |
| Gains on sales of investments on equity securities, net | 12,744 | 6,668 | -47.7 | 5,278 | 6,405 | 263 | -95.0 | -95.9 |
| Dividend Income | 76,991 | 89,967 | 16.9 | 28,771 | 41,643 | 48,324 | 68.0 | 16.0 |
| Income from non-financial sector, net | 170,761 | 193,436 | 13.3 | 77,954 | 106,840 | 86,596 | 11.1 | -18.9 |
| Others | 34,366 | 21,108 | -38.6 | 26,848 | 11,096 | 10,012 | -62.7 | -9.8 |
| Total other operating income | 335,288 | 360,909 | 7.6 | 152,427 | 178,393 | 182,516 | 19.7 | 2.3 |
| Total operating income | 2,632,185 | 2,771,025 | 5.3 | 1,136,548 | 1,391,244 | 1,379,782 | 21.4 | -0.8 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits | 523,057 | 565,025 | 8.0 | 259,103 | 279,391 | 285,634 | 10.2 | 2.2 |
| Bonus plan payments | 36,947 | 40,079 | 8.5 | 15,495 | 21,941 | 18,138 | 17.1 | -17.3 |
| Termination benefits | 9,804 | 7,805 | -20.4 | 4,059 | 4,059 | 3,746 | -7.7 | -7.7 |
| Administrative and other expenses | 726,840 | 744,302 | 2.4 | 337,501 | 387,415 | 356,887 | 5.7 | -7.9 |
| Deposit security, net | 41,187 | 48,262 | 17.2 | 14,619 | 24,068 | 24,194 | 65.5 | 0.5 |
| Donation expenses | 3,297 | 2,387 | -27.6 | 2,251 | 600 | 1,787 | -20.6 | 197.8 |
| Depreciation | 57,753 | 57,739 | 0.0 | 28,500 | 28,541 | 29,198 | 2.4 | 2.3 |
| Goodwill amortization | 40,047 | 37,556 | -6.2 | 22,352 | 17,998 | 19,558 | -12.5 | 8.7 |
| Total operating expenses | 1,438,932 | 1,503,154 | 4.5 | 683,881 | 764,013 | 739,142 | 8.1 | -3.3 |
| Net operating income | 1,193,253 | 1,267,871 | 6.3 | 452,667 | 627,231 | 640,640 | 41.5 | 2.1 |
| Other income | 82,466 | 128,396 | 55.7 | 32,638 | 56,407 | 71,989 | 120.6 | 27.6 |
| Other expense | -48,340 | -55,266 | 14.3 | -17,226 | -23,373 | -31,893 | 85.1 | 36.5 |
| Total non-operating (expense) income | 34,126 | 73,130 | 114.3 | 15,412 | 33,034 | 40,096 | 160.2 | 21.4 |
| Income before income taxes | 1,227,379 | 1,341,001 | 9.3 | 468,079 | 660,265 | 680,733 | 45.4 | 3.1 |
| Income tax expense | -335,018 | -446,740 | 33.3 | -177,825 | -223,988 | -222,752 | 25.3 | -0.6 |
| Net income | 892,361 | 894,261 | 0.2 | 290,254 | 436,277 | 457,981 | 57.8 | 5.0 |
| Minority interest | 311,937 | 229,479 | -26.4 | 27,349 | 174,130 | 55,349 | 102.4 | -68.2 |
| Net Income attributable to shareholders | 580,424 | 664,782 | 14.5 | 262,905 | 262,147 | 402,632 | 53.1 | 53.6 |


[^0]:    (4) Operating expenses before depreciation and amortization / Total operating income before provisions.
    (5) Capital adequacy ratio: Technical Capital/Risk Weighted Assets.

[^1]:    (6) Non-controlling interest included in Banco de Bogotá's consolidated statement of income, originates primarily from two subordinate companies: Corporación Financiera Colombiana, with a minority interest of $62.28 \%$, and Porvenir, with a minority interest of $53.09 \%$. Main variations in this line are caused by Corporación Financiera Colombiana's results, given that these results increase importantly every year during the first quarter due to dividend distribution from its subsidiaries, usually recognized in March.
    (7) In Colombia, banks must make a deposit, equivalent to $0.03 \%$ over quarterly deposit balances, in the Fondo de Garantías de Instituciones Financieras (FOGAFIN). FOGAFIN, using an internally developed CAMEL indicator which evaluates each bank's performance, refunds these deposits once a year.

[^2]:    (8) Cost from interest bearing liabilities, annualized / Monthly average balances from interest bearing liabilities.

