

BANCOLOMBIA (PANAMÁ), S.A.
ESTADISTICAS FINANCIERAS
(En Miles de Balboas)

| | 2010 | 2011 | | | | 2012 | | | |
|---------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|--------------|
| | Trimestre IV | Trimestre I | Trimestre II | Trimestre III | Trimestre IV | Trimestre I | Trimestre II | Trimestre III | Trimestre IV |
| BALANCE DE SITUACION | | | | | | | | | |
| TOTAL DE ACTIVOS | 2,714,216.22 | 2,962,457.52 | 3,574,450.73 | 3,655,820.75 | 3,997,364.05 | 3,855,541.92 | 3,510,050.74 | 0.00 | 0.00 |
| ACTIVOS LIQUIDOS | 195,047.23 | 313,342.47 | 545,594.44 | 540,819.41 | 467,790.71 | 551,451.20 | 427,858.04 | 0.00 | 0.00 |
| TOTAL DE PRESTAMOS | 1,309,936.70 | 1,454,885.58 | 1,827,925.60 | 1,929,232.68 | 2,291,403.60 | 1,977,551.77 | 1,655,201.08 | 0.00 | 0.00 |
| LOCALES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXTRANJEROS | 1,309,936.70 | 1,454,885.58 | 1,827,925.60 | 1,929,232.68 | 2,291,403.60 | 1,977,551.77 | 1,655,201.08 | 0.00 | 0.00 |
| TOTAL DE INVERSIONES | 1,127,910.49 | 1,134,015.02 | 1,120,639.81 | 1,121,754.78 | 1,123,377.56 | 1,133,599.73 | 1,210,851.82 | 0.00 | 0.00 |
| TOTAL DE DEPOSITOS | 1,722,733.38 | 1,960,717.08 | 2,068,883.96 | 2,132,850.97 | 2,217,006.02 | 2,525,225.55 | 2,447,379.74 | 0.00 | 0.00 |
| LOCALES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| DEPOSITOS DE OFICIALES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| DEPOSITOS DE PARTICULARES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| DEPOSITOS DE BANCOS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXTRANJEROS | 1,722,733.38 | 1,960,717.08 | 2,068,883.96 | 2,132,850.97 | 2,217,006.02 | 2,525,225.55 | 2,447,379.74 | 0.00 | 0.00 |
| DEPOSITOS DE OFICIALES | 0.00 | 0.00 | 0.00 | 0.00 | 32,584.44 | 11,065.43 | 16,333.58 | 0.00 | 0.00 |
| DEPOSITOS DE PARTICULARES | 1,689,155.31 | 1,942,190.03 | 1,989,653.63 | 2,110,531.53 | 2,132,289.33 | 2,443,634.40 | 2,396,663.51 | 0.00 | 0.00 |
| DEPOSITOS DE BANCOS | 33,578.06 | 18,527.05 | 79,230.33 | 22,319.44 | 52,132.26 | 70,525.72 | 34,382.66 | 0.00 | 0.00 |
| PATRIMONIO TOTAL | 400,876.42 | 499,923.05 | 505,370.78 | 513,554.62 | 527,573.06 | 603,054.17 | 619,190.40 | 0.00 | 0.00 |
| PROMEDIO (12 MESES) | | | | | | | | | |
| TOTAL DE ACTIVOS | 2,700,510.74 | 2,794,343.10 | 3,196,703.01 | 3,252,780.53 | 3,355,790.13 | 3,408,999.72 | 3,542,250.73 | 0.00 | 0.00 |
| ACTIVOS GENERADORES DE INGRESOS | 2,463,096.68 | 2,540,687.61 | 2,746,519.43 | 2,840,079.04 | 2,926,314.18 | 2,850,026.05 | 2,907,309.15 | 0.00 | 0.00 |
| TOTAL DE PRESTAMOS | 1,310,549.15 | 1,363,380.49 | 1,612,590.60 | 1,676,506.11 | 1,800,670.15 | 1,716,218.68 | 1,741,563.34 | 0.00 | 0.00 |
| TOTAL DE INVERSIONES | 1,152,547.54 | 1,177,307.12 | 1,133,928.83 | 1,163,572.94 | 1,125,644.03 | 1,133,807.37 | 1,165,745.81 | 0.00 | 0.00 |
| PATRIMONIO TOTAL | 360,850.49 | 442,780.14 | 449,532.12 | 457,706.60 | 464,224.74 | 551,488.61 | 562,280.59 | 0.00 | 0.00 |
| ESTADO DE GANANCIAS Y PERDIDAS | | | | | | | | | |
| INGRESOS POR INTERESES | 82,921.23 | 21,682.81 | 46,322.91 | 74,983.07 | 106,948.51 | 31,831.79 | 60,145.30 | 0.00 | 0.00 |
| EGRESOS DE OPERACIONES | 49,777.14 | 13,011.69 | 27,914.92 | 44,474.96 | 62,257.62 | 17,982.01 | 36,008.23 | 0.00 | 0.00 |
| INGRESO NETO DE INTERESES | 33,144.09 | 8,671.13 | 18,407.99 | 30,508.12 | 44,690.89 | 13,849.78 | 24,137.07 | 0.00 | 0.00 |

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| OTROS INGRESOS | 79,113.34 | 97,926.98 | 100,316.26 | 103,400.21 | 106,997.25 | 62,136.55 | 71,020.23 | 0.00 | 0.00 |
| INGRESO DE OPERACIONES | 112,257.43 | 106,598.10 | 118,724.25 | 133,908.33 | 151,688.15 | 75,986.32 | 95,157.30 | 0.00 | 0.00 |
| EGRESOS GENERALES | 17,874.66 | 2,177.01 | 3,839.89 | 5,676.98 | 9,705.22 | 3,259.43 | 6,579.04 | 0.00 | 0.00 |
| UTILIDAD ANTES DE PROVISIONES | 94,382.77 | 104,421.09 | 114,884.36 | 128,231.35 | 141,982.93 | 72,726.90 | 88,578.25 | 0.00 | 0.00 |
| UTILIDAD DEL PERIODO | 81,995.75 | 98,856.52 | 103,170.73 | 113,825.85 | 125,769.13 | 71,598.88 | 88,528.49 | 0.00 | 0.00 |
| CALIDAD DE ACTIVOS | | | | | | | | | |
| TOTAL DE PRESTAMOS VENCIDOS | 1,045.24 | 772.63 | 1,503.82 | 1,380.49 | 335.25 | 357.89 | 11,198.29 | 0.00 | 0.00 |
| TOTAL PROVISIONES PARA PRESTAMOS | 36,212.90 | 41,258.47 | 46,420.46 | 48,046.32 | 49,274.37 | 49,692.79 | 45,145.81 | 0.00 | 0.00 |
| PRESTAMOS VENCIDOS / PRESTAMOS TOTALES (%) | 0.08 | 0.05 | 0.08 | 0.07 | 0.01 | 0.02 | 0.68 | 0.00 | 0.00 |
| PROVISIONES / PRESTAMOS VENCIDOS (%) | 3,464.55 | 5,340.01 | 3,086.85 | 3,480.37 | 14,697.72 | 13,884.98 | 403.15 | 0.00 | 0.00 |
| PROVISIONES PARA PRESTAMOS / PRESTAMOS TOTALES (%) | 2.76 | 2.84 | 2.54 | 2.49 | 2.15 | 2.51 | 2.73 | 0.00 | 0.00 |
| RAZONES DE CAPITAL | | | | | | | | | |
| PATRIMONIO / ACTIVOS TOTALES (%) | 14.77 | 16.88 | 14.14 | 14.05 | 13.20 | 15.64 | 17.64 | 0.00 | 0.00 |
| PATRIMONIO / ACTIVOS GENERADORES DE INGRESOS (%) | 16.44 | 19.31 | 17.14 | 16.83 | 15.45 | 19.38 | 21.60 | 0.00 | 0.00 |
| PATRIMONIO / PRESTAMOS TOTALES (%) | 30.60 | 34.36 | 27.65 | 26.62 | 23.02 | 30.49 | 37.41 | 0.00 | 0.00 |
| INDICE DE ADECUACION DE CAPITAL | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LIQUIDEZ | | | | | | | | | |
| ACTIVOS LIQUIDOS / TOTAL DE DEPOSITOS (%) | 11.32 | 15.98 | 26.37 | 25.36 | 21.10 | 21.84 | 17.48 | 0.00 | 0.00 |
| ACTIVOS LIQUIDOS / ACTIVOS TOTALES (%) | 7.19 | 10.58 | 15.26 | 14.79 | 11.70 | 14.30 | 12.19 | 0.00 | 0.00 |
| ACTIVOS LIQUIDOS + INVERSIONES / DEPOSITOS TOTALES (%) | 76.79 | 73.82 | 80.54 | 77.95 | 71.77 | 66.73 | 66.96 | 0.00 | 0.00 |
| RENTABILIDAD | | | | | | | | | |
| UTILIDAD NETA / ACTIVOS GENERADORES DE INGRESOS (PROMEDIO) (%) | 3.33 | 15.56 | 7.51 | 5.34 | 4.30 | 10.05 | 6.09 | 0.00 | 0.00 |
| UTILIDAD NETA / TOTAL DE ACTIVOS (PROMEDIO) (%) | 3.04 | 14.15 | 6.45 | 4.67 | 3.75 | 8.40 | 5.00 | 0.00 | 0.00 |
| UTILIDAD NETA / PATRIMONIO TOTAL (PROMEDIO) (%) | 22.72 | 89.31 | 45.90 | 33.16 | 27.09 | 51.93 | 31.49 | 0.00 | 0.00 |
| INGRESOS POR INTERESES / ACTIVOS GENERADORES DE INGRESOS (PROMEDIO) (%) | 3.37 | 3.41 | 3.37 | 3.52 | 3.65 | 4.47 | 4.14 | 0.00 | 0.00 |
| EGRESOS OPERACIONES / ACTIVOS GENERADORES DE INGRESOS (PROMEDIO) (%) | 2.02 | 2.05 | 2.03 | 2.09 | 2.13 | 2.52 | 2.48 | 0.00 | 0.00 |
| INGRESOS NETOS POR INTERESES / ACTIVOS GENERADORES DE INGRESOS | 1.35 | 1.37 | 1.34 | 1.43 | 1.53 | 1.94 | 1.66 | 0.00 | 0.00 |

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| (PROMEDIO) (%) | | | | | | | | | |
| EGRESOS GENERALES / INGRESOS DE OPERACIONES (%) | 15.92 | 2.04 | 3.23 | 4.24 | 6.40 | 4.29 | 6.91 | 0.00 | 0.00 |
| OTROS INGRESOS / ACTIVOS GENERADORES DE INGRESOS (PROMEDIO) (%) | 3.21 | 15.42 | 7.30 | 4.85 | 3.66 | 8.72 | 4.89 | 0.00 | 0.00 |
| PRODUCTIVIDAD | | | | | | | | | |
| NUMERO DE EMPLEADOS | 103.00 | 103.00 | 110.00 | 110.00 | 111.00 | 114.00 | 117.00 | 0.00 | 0.00 |
| NUMERO DE SUCURSALES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRESTAMOS / EMPLEADOS | 12,717.83 | 14,125.10 | 16,617.51 | 17,538.48 | 20,643.28 | 17,346.95 | 14,147.02 | 0.00 | 0.00 |
| DEPOSITOS TOTALES / EMPLEADOS | 16,725.57 | 19,036.09 | 18,808.04 | 19,389.55 | 19,973.03 | 22,151.10 | 20,917.78 | 0.00 | 0.00 |
| UTILIDAD NETA / EMPLEADOS | 796.08 | 959.77 | 937.92 | 1,034.78 | 1,133.06 | 628.06 | 756.65 | 0.00 | 0.00 |
| TASA DE CRECIMIENTO (12 MESES) | | | | | | | | | |
| ACTIVOS (%) | 1.02 | 12.80 | 26.80 | 28.29 | 47.28 | 30.15 | (1.80) | 0.00 | 0.00 |
| PRESTAMOS (%) | (0.09) | 14.39 | 30.82 | 35.50 | 74.92 | 35.92 | (9.45) | 0.00 | 0.00 |
| LOCALES (%) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXTRANJEROS (%) | (0.09) | 14.39 | 30.82 | 35.50 | 74.92 | 35.92 | (9.45) | 0.00 | 0.00 |
| DEPOSITOS (%) | 2.51 | 20.79 | 19.83 | 16.34 | 28.69 | 28.79 | 18.29 | 0.00 | 0.00 |
| LOCALES (%) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXTRANJEROS (%) | 2.51 | 20.79 | 19.83 | 16.34 | 28.69 | 28.79 | 18.29 | 0.00 | 0.00 |
| PATRIMONIO (%) | 24.95 | 29.64 | 28.37 | 27.79 | 31.60 | 20.63 | 22.52 | 0.00 | 0.00 |
| UTILIDAD NETA (%) | 53.00 | 54.06 | 42.73 | 45.34 | 53.38 | (27.57) | (14.19) | 0.00 | 0.00 |
| CLASIFICACION PRESTAMOS | | | | | | | | | |
| NORMAL | 1,284,587.91 | 1,434,255.95 | 1,814,072.96 | 1,917,965.89 | 2,292,018.82 | 1,978,751.47 | 1,653,503.25 | 0.00 | 0.00 |
| MENCION ESPECIAL | 53,769.68 | 41,596.95 | 39,997.87 | 37,660.76 | 26,716.48 | 32,720.78 | 30,117.37 | 0.00 | 0.00 |
| SUBNORMAL | 0.00 | 12,913.30 | 12,897.58 | 14,132.21 | 14,412.59 | 13,204.59 | 50.00 | 0.00 | 0.00 |
| DUDOSO | 5,258.49 | 4,962.36 | 4,962.36 | 4,962.36 | 4,962.36 | 0.00 | 14,108.55 | 0.00 | 0.00 |
| IRRECUPERABLE | 2,533.52 | 2,415.49 | 2,415.29 | 2,557.79 | 2,567.72 | 2,567.72 | 2,567.72 | 0.00 | 0.00 |