Bancolombia
2Q19 Earnings Results
**KEY SUBJECTS SECOND QUARTER 2019**

**PROVISION CHARGES IMPROVEMENT**
- Lower loan deterioration
- Cost of credit reduction
- Lower impact of corporate clients

**GROWTH IN CLIENTS AND TRANSACTIONS**
- 26% increase in the volume of transactions
- Mobile channel grows 50% YoY
- The bank reached 13,700 banking agents

**DIGITAL STRATEGY PROGRESS**
- 12 million SME’s and personal customers in Colombia
- NEQUI reached 1.1 million users and continues growing at a rapid pace
- 60% of the bank’s customers use digital channels
Ongoing Progress in Digital Transformation

- 100k new customers on NEQUI every month

- 52% growth in mobile transactions during the last year

- 60% of the Bank’s customers use digital channels to perform transactions

- 78% of the total number of transactions are completed through digital channels

- 22% growth in transactions through Banking Agents during the last year.
### Bancolombia

**Financial highlights**

- **Net income:** 1,30/689
- **ROAE:** 15.8% / 8.3%
- **Efficiency:** 46.3% / 49.6%
- **NIM:** 6.3% / 6.3%
- **Fee income growth:** 5.5%
- **Loan Quality 90d:** 3.7% / 4.0%
- **Coverage 90d:** 164.9% / 159.2%

**Acquired in:** 2013

In COP billion. Stand alone information (before eliminations)

### Banistmo

**Financial highlights**

- **Net income:** 203 / 138
- **ROAE:** 12.1% / 9.7%
- **Efficiency:** 49.0% / 50.7%
- **NIM:** 3.9% / 3.6%
- **Fee income growth:** 3.5%
- **Loan Quality 90d:** 2.2% / 2.4%
- **Coverage 90d:** 144.4% / 122.8%

**Acquired in:** 2013

### BancoAgrícola

**Financial highlights**

- **Net income:** 156 / 107
- **ROAE:** 18.9% / 14.0%
- **Efficiency:** 46.3% / 51.8%
- **NIM:** 6.7% / 6.7%
- **Fee income growth:** 14.3%
- **Loan Quality 90d:** 1.4% / 1.5%
- **Coverage 90d:** 275.8% / 235.6%

**Acquired in:** 2007

### BAM

**Financial highlights**

- **Net income:** -7 / 25
- **ROAE:** -1.1% / 4.1%
- **Efficiency:** 67.5% / 66.4%
- **NIM:** 4.3% / 4.7%
- **Fee income growth:** 15.4%
- **Loan Quality 90d:** 2.8% / 2.4%
- **Coverage 90d:** 163.8% / 160.4%

**Acquired in:** 2015

1) Panama excludes Bancolombia Panama, affiliates in Peru, Cayman Islands and Puerto Rico.
2) Cumulative numbers as of June 2018 and 2019.
Total Assets
2Q19/2Q18 Δ +13%
2Q19/1Q19 Δ +3%

Total Gross Loans
2Q19/2Q18 Δ +9%
2Q19/1Q19 Δ +2%

Assets

Gross Loans 77.1%
Net Investments 14.7%
Other 8.3%

2Q16:
- Commercial: 71.4%
- Consumer: 14.9%
- Mortgage: 13.1%
- Total: 146 BN

2Q17:
- Commercial: 70.2%
- Consumer: 16.3%
- Mortgage: 12.8%
- Total: 158 BN

2Q18:
- Commercial: 68.9%
- Consumer: 17.4%
- Mortgage: 13.0%
- Total: 163 BN

2Q19:
- Commercial: 66.2%
- Consumer: 20.1%
- Mortgage: 13.0%
- Total: 178 BN
Performance of Margins

- **Last Twelve Months Net Interest Margin:** 5.8%
### Provisions and Coverage

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<thead>
<tr>
<th></th>
<th>3Q17</th>
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<th>1Q18</th>
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<th>4Q18</th>
<th>1Q19</th>
<th>2Q19</th>
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<tbody>
<tr>
<td>Impairment</td>
<td>110</td>
<td>115</td>
<td>157</td>
<td>70</td>
<td>313</td>
<td>130</td>
<td>94</td>
<td>64</td>
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<tr>
<td>CoR Excluding</td>
<td>858</td>
<td>815</td>
<td>718</td>
<td>899</td>
<td>696</td>
<td>857</td>
<td>649</td>
<td>751</td>
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<td>Special Cases</td>
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<td>Impairment</td>
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<tr>
<td>Total Cost of Risk</td>
<td>2.2%</td>
<td>2.0%</td>
<td>1.8%</td>
<td>2.2%</td>
<td>2.5%</td>
<td>2.0%</td>
<td>1.5%</td>
<td>1.7%</td>
</tr>
</tbody>
</table>

#### Net Provision Charges & Cost of Risk:
- 2Q19/2Q18 ∆ -16%
- 2Q19/1Q19 ∆ +10%

Cost of credit: 2.1%
(Last twelve months)

### 30-day Asset Quality

<table>
<thead>
<tr>
<th></th>
<th>3Q17</th>
<th>4Q17</th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allowances/30-dayPDLs</td>
<td>4.5%</td>
<td>4.5%</td>
<td>5.1%</td>
<td>5.2%</td>
<td>5.1%</td>
<td>4.3%</td>
<td>5.0%</td>
<td>4.7%</td>
</tr>
<tr>
<td>30-day PDLs</td>
<td>103%</td>
<td>108%</td>
<td>106%</td>
<td>105%</td>
<td>128%</td>
<td>112%</td>
<td>113%</td>
<td>114%</td>
</tr>
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</table>

### 90-day Asset Quality

<table>
<thead>
<tr>
<th></th>
<th>3Q17</th>
<th>4Q17</th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allowances/90-dayPDLs</td>
<td>2.9%</td>
<td>2.9%</td>
<td>3.1%</td>
<td>3.5%</td>
<td>3.6%</td>
<td>3.1%</td>
<td>3.1%</td>
<td>3.2%</td>
</tr>
<tr>
<td>90-day PDLs</td>
<td>161%</td>
<td>164%</td>
<td>174%</td>
<td>157%</td>
<td>161%</td>
<td>180%</td>
<td>185%</td>
<td>166%</td>
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</table>
### PDLs and Coverage per Category

<table>
<thead>
<tr>
<th></th>
<th>% of loan portfolio</th>
<th>Overdue 30 days</th>
<th>Overdue 90 days</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2Q18</td>
<td>1Q19</td>
<td>2Q19</td>
</tr>
<tr>
<td>Commercial &amp; Leases</td>
<td>66.2%</td>
<td>4.42%</td>
<td>4.42%</td>
</tr>
<tr>
<td>Consumer</td>
<td>20.1%</td>
<td>5.78%</td>
<td>4.92%</td>
</tr>
<tr>
<td>Mortgage*</td>
<td>13.0%</td>
<td>8.10%</td>
<td>7.55%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>5.20%</td>
<td>4.98%</td>
</tr>
<tr>
<td><strong>PDL Coverage</strong></td>
<td>105%</td>
<td>113%</td>
<td>114%</td>
</tr>
</tbody>
</table>

*New PDLs is the sum of the change in PDLs and charge-offs for the period.

### Asset Quality Evolution

<table>
<thead>
<tr>
<th></th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
<th>2Q19</th>
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</thead>
<tbody>
<tr>
<td>Initial PDLs</td>
<td>7,782</td>
<td>8,228</td>
<td>8,119</td>
<td>7,305</td>
<td>8,454</td>
</tr>
<tr>
<td><strong>New PDLs</strong>*</td>
<td>1,151</td>
<td>847</td>
<td>4</td>
<td>1,692</td>
<td>826</td>
</tr>
<tr>
<td>Charge-offs</td>
<td>(705)</td>
<td>(956)</td>
<td>(818)</td>
<td>(543)</td>
<td>(1,158)</td>
</tr>
<tr>
<td><strong>Final PDLs</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>8,228</td>
<td>8,119</td>
<td>7,305</td>
<td>8,454</td>
<td>8,122</td>
</tr>
</tbody>
</table>
Non-Interest Income

Evolution of Net Fees
2Q19/2Q18 Δ +11%
2Q19/1Q19 Δ +6%

Credit/debit cards
2Q19/2Q18 Δ +3%

Trust
2Q19/2Q18 Δ +8%

Bancassurance
2Q19/2Q18 Δ +17%
Operating Expenses & Efficiency

Total Operating Expenses
2Q19/2Q18 Δ +0%
2Q19/1Q19 Δ +6%

Personnel Expenses*
2Q19/2Q18 Δ +6%
2Q19/1Q19 Δ -6%

Administrative Expenses
2Q19/2Q18 Δ +6%
2Q19/1Q19 Δ +5%

Personnel Expenses
Administrative Expenses

Operating expenses to net operating income LTM: 49.0%
Operating expenses to interest earning Assets LTM: 4.1%

Personnel Expenses* Administrative Expenses

* Personnel expenses are the sum of salaries and employee benefits, as well as bonus plan payments and compensation.
This report corresponds to the interim unaudited consolidated financial statements of BANCOLOMBIA S.A. and its subsidiaries (“BANCOLOMBIA” or “The Bank”) which Bancolombia controls, amongst others, by owning directly or indirectly, more than 50% of the voting capital stock. These financial statements have been prepared in accordance with International Financial Reporting Standards – IFRS. BANCOLOMBIA maintains accounting records in Colombian pesos, referred to herein as “Ps.” or “COP”. The statements of income for the quarter ended June 30, 2019 are not necessarily indicative of the results for any other future interim period. For more information, please refer to the Bank’s filings with the Securities and Exchange Commission, which are available on the Commission's website at www.sec.gov.

CAUTIONARY NOTE REGARDING CHANGES IN THE BANK’S ACCOUNTING POLICIES: CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS: This release contains statements that may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and various others factors, that could cause actual results to differ materially from those indicated in such statements. We do not intend, and do not assume any obligation, to update these forward-looking statements. Certain monetary amounts, percentages and other figures included in this report have been subject to rounding adjustments. Any reference to BANCOLOMBIA means the Bank together with its affiliates, unless otherwise specified.
Bancolombia

Net Interest Income

2Q19/2Q18 Δ +13%
2Q19/1Q19 Δ +8%

<table>
<thead>
<tr>
<th></th>
<th>2Q18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking Accounts</td>
<td>2,546</td>
<td>2,687</td>
<td>2,889</td>
</tr>
<tr>
<td>Savings Accounts</td>
<td>2,531</td>
<td>2,578</td>
<td>2,686</td>
</tr>
<tr>
<td>Time Deposits</td>
<td>15</td>
<td>109</td>
<td>203</td>
</tr>
</tbody>
</table>

Liquidity & Deposits

2T18 1Q19 2Q19

<table>
<thead>
<tr>
<th></th>
<th>2T18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deposits</td>
<td>118%</td>
<td>143,906</td>
<td>145,613</td>
</tr>
<tr>
<td>Net Loans / Deposits</td>
<td>114%</td>
<td>115%</td>
<td>115%</td>
</tr>
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Funding Cost

<table>
<thead>
<tr>
<th></th>
<th>2Q19 Part. (%)</th>
<th>2Q18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking Accounts</td>
<td>11%</td>
<td>0.00%</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Savings Accounts</td>
<td>32%</td>
<td>1.84%</td>
<td>1.75%</td>
<td>1.79%</td>
</tr>
<tr>
<td>Time Deposits</td>
<td>33%</td>
<td>5.16%</td>
<td>4.84%</td>
<td>4.89%</td>
</tr>
<tr>
<td>Cost of Deposits</td>
<td>76%</td>
<td>2.95%</td>
<td>2.75%</td>
<td>2.85%</td>
</tr>
<tr>
<td>Long Term Debt</td>
<td>10%</td>
<td>5.91%</td>
<td>5.71%</td>
<td>5.75%</td>
</tr>
<tr>
<td>Other</td>
<td>14%</td>
<td>2.24%</td>
<td>2.97%</td>
<td>2.62%</td>
</tr>
<tr>
<td>Funding Cost</td>
<td>100%</td>
<td>3.17%</td>
<td>3.10%</td>
<td>3.11%</td>
</tr>
</tbody>
</table>

Cost of Deposits

<table>
<thead>
<tr>
<th></th>
<th>3Q17</th>
<th>4Q17</th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
<th>2Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of Deposits (COP)</td>
<td>4.0%</td>
<td>3.7%</td>
<td>3.5%</td>
<td>3.4%</td>
<td>3.2%</td>
<td>3.1%</td>
<td>3.0%</td>
<td>3.1%</td>
</tr>
<tr>
<td>Cost of Deposits (USD)</td>
<td>3.3%</td>
<td>3.2%</td>
<td>3.0%</td>
<td>3.0%</td>
<td>2.9%</td>
<td>2.8%</td>
<td>2.8%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Total Deposits</td>
<td>2.1%</td>
<td>2.2%</td>
<td>2.1%</td>
<td>2.1%</td>
<td>2.2%</td>
<td>2.3%</td>
<td>2.2%</td>
<td>2.4%</td>
</tr>
</tbody>
</table>
- Last twelve months ROE: 13.7%
- Last twelve months ROA: 1.5%
**Capital Adequacy**

- **2Q16**
  - Tier 1: 8.5%
  - 4.7%
  - 13.2%

- **2Q17**
  - Tier 1: 10.4%
  - 3.9%
  - 14.3%

- **2Q18**
  - Tier 1: 10.0%
  - 3.5%
  - 13.5%

- **2Q19**
  - Tier 1: 9.9%
  - 3.0%
  - 12.9%

**Shareholders’ Equity**

- **2Q19/2Q18 Δ +12%**
- **2Q19/1Q19 Δ +4%**

- **2Q18**: 22,739 COP billion
- **1Q19**: 24,383 COP billion
- **2Q19**: 25,394 COP billion
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