





#### **RESUMEN EJECUTIVO**

| AL 16 DE I   | MARZO DE 2022 |                 |       | AL 1!         | 5 DE MARZO DE 2022 | !     | CIERI        | RE DE FEBRERO DE 2 | 022   |
|--|---------------|-----------------|-------|---------------|--------------------|-------|--------------|--------------------|-------|
| Banca  | Saldo Capital | Cartera Vencida | ICV.  | Variación SK. | Variación CV.      | ICV.  | Variación SK | Variación CV       | ICV   |
| Negocios Corporativos                              | 63,058,194    | 2,171,976       | 3.44% | 211           | (335)              | 3.44% | 807,136      | (19,405)           | 3.52% |
| Comercio, Manufactura, Agro y Bienes de Consumo    | 16,510,119    | 283,871         | 1.72% | 15,130        | (144)              | 1.72% | 116,720      | (3,855)            | 1.76% |
| Infraestructura y Recursos Naturales               | 12,535,758    | 1,085,397       | 8.66% | 721           | (0)                | 8.66% | 22,906       | 65,616             | 8.15% |
| Grandes corporativos                               | 14,334,271    | -               | 0.00% | 471           | -                  | 0.00% | 170,890      | -                  | 0.00% |
| Gobierno, Servicios Financieros, Salud y Educación | 7,909,059     | 3,829           | 0.05% | (13,409)      | (0)                | 0.05% | 20,182       | (60,346)           | 0.81% |
| Inmobiliario y Constructor                         | 7,394,598     | 649,716         | 8.79% | (7,189)       | 187                | 8.78% | 9,081        | (17,567)           | 9.04% |
| Otros Territorios                                  | 1,687,436     | 149,155         | 8.84% | (4,264)       | (377)              | 8.84% | 113,212      | (3,250)            | 9.68% |
| Corresponsales y Otros                             | 2,686,954     | 10              | 0.00% | 8,751         | -                  | 0.00% | 354,145      | (4)                | 0.00% |
| Negocios Personas, Nel, Pymes y Empresas           | 89,328,631    | 4,644,042       | 5.20% | (41,259)      | (21,210)           | 5.22% | 766,924      | 98,062             | 5.13% |
| Empresarial  | 12,474,396    | 527,589         | 4.23% | (7,718)       | (1,318)            | 4.24% | 135,664      | 30,428             | 4.03% |
| Banca Pyme   | 19,280,956    | 1,236,300       | 6.41% | 4,493         | (6,712)            | 6.45% | (63,015)     | 22,722             | 6.27% |
| Pymes  | 17,225,475    | 1,212,916       | 7.04% | 4,841         | (6,712)            | 7.08% | (65,973)     | 3,167              | 7.00% |
| Gobierno de Red                                    | 2,055,481     | 23,384          | 1.14% | (348)         | (0)                | 1.14% | 2,958        | 19,555             | 0.19% |
| Nel  | 5,162,531     | 514,560         | 9.97% | (3,087)       | (339)              | 9.97% | 18,796       | 3,424              | 9.94% |
| Total Personas                                     | 52,410,748    | 2,365,594       | 4.51% | (34,947)      | (12,841)           | 4.54% | 675,479      | 41,488             | 4.49% |
| Consumo  | 32,719,345    | 1,628,518       | 4.98% | (49,980)      | (3,751)            | 4.98% | 263,913      | 68,641             | 4.81% |
| Solucion Inmobiliaria                              | 18,678,827    | 680,773         | 3.64% | 8,963         | (9,551)            | 3.70% | 79,779       | (29,624)           | 3.82% |
| Comercial y otros                                  | 1,012,576     | 56,303          | 5.56% | 6,070         | 461                | 5.55% | 331,787      | 2,472              | 7.91% |
| TOTAL BANCAS                                       | 152,386,825   | 6,816,019       | 4.47% | (41,048)      | (21,544)           | 4.49% | 1,574,060    | 78,657             | 4.47% |

#### **MODALIDAD**

| A             | L 16 DE MARZO DE 2022 |                 |        | AL 15         | DE MARZO DE 2022 | 2      | CIERRE DE FEBRERO DE 2022 |              |        |  |
|---------------|-----------------------|-----------------|--------|---------------|------------------|--------|---------------------------|--------------|--------|--|
| Clasificación | Saldo Capital         | Cartera Vencida | ICV    | Variación SK. | Variación CV.    | ICV    | Variación SK              | Variación CV | ICV    |  |
| Comercial     | 100,326,010           | 4,142,616       | 4.13%  | (3,904)       | (7,709)          | 4.14%  | 1,170,052                 | 40,707       | 4.14%  |  |
| Consumo       | 35,056,619            | 1,833,641       | 5.23%  | (49,417)      | (3,870)          | 5.23%  | 273,593                   | 75,737       | 5.05%  |  |
| Vivienda      | 16,329,687            | 753,035         | 4.61%  | 11,345        | (10,046)         | 4.68%  | 111,448                   | (38,197)     | 4.88%  |  |
| Microcrédito  | 674,510               | 86,727          | 12.86% | 927           | 80               | 12.86% | 18,966                    | 409          | 13.17% |  |
| BANCO         | 152,386,825           | 6,816,019       | 4.47%  | (41,048)      | (21,544)         | 4.49%  | 1,574,060                 | 78,657       | 4.47%  |  |

### **SEGMENTO POR BANCA**

|  | AL 16 DE MARZO DE 2022 |                 |        | AL 15 DE MARZO DE 2022 |               |        | CIERRE DE FEBRERO DE 2022 |              |        |
|--|------------------------|-----------------|--------|------------------------|---------------|--------|---------------------------|--------------|--------|
| Banca/Segmento                           | Saldo Capital          | Cartera Vencida | ICV    | Variación SK.          | Variación CV. | ICV.   | Variación SK              | Variación CV | ICV    |
| Negocios Corporativos                    | 48,363,285             | 2,171,967       | 4.49%  | 9,355                  | (335)         | 4.49%  | 379,204                   | (19,401)     | 4.57%  |
| Corporativa + Internacional              | 40,998,837             | 1,523,069       | 3.71%  | 16,544                 | (521)         | 3.72%  | 369,301                   | (1,834)      | 3.75%  |
| Constructor                              | 7,364,448              | 648,898         | 8.81%  | (7,189)                | 187           | 8.80%  | 9,903                     | (17,567)     | 9.06%  |
| Constructor corporativo                  | 5,307,757              | 418,010         | 7.88%  | (8,422)                | (79)          | 7.86%  | (12,284)                  | (9,898)      | 8.04%  |
| Constructor empresarial                  | 1,473,395              | 166,366         | 11.29% | 903                    | (0)           | 11.30% | 7,817                     | (6,591)      | 11.80% |
| Constructor pyme                         | 583,296                | 64,522          | 11.06% | 330                    | 266           | 11.02% | 14,370                    | (1,077)      | 11.53% |
| Gobierno                                 | 6,724,166              | 10              | 0.00%  | (7,123)                | -             | 0.00%  | 53,308                    | (4)          | 0.00%  |
| Financiera                               | 7,970,742              | 0               | 0.00%  | (2,021)                | -             | 0.00%  | 374,624                   | -            | 0.00%  |
| Negocios Personas, Nel, Pymes y Empresas | 89,328,631             | 4,644,042       | 5.20%  | (41,259)               | (21,210)      | 5.22%  | 766,924                   | 98,062       | 5.13%  |
| Pymes                                    | 17,225,475             | 1,212,916       | 7.04%  | 4,841                  | (6,712)       | 7.08%  | (65,973)                  | 3,167        | 7.00%  |
| Personal                                 | 18,668,845             | 1,031,841       | 5.53%  | 8,066                  | (7,004)       | 5.57%  | 595,365                   | 15,304       | 5.62%  |
| Preferencial                             | 13,799,344             | 371,087         | 2.69%  | (31,252)               | (1,776)       | 2.70%  | (46,818)                  | 6,022        | 2.64%  |
| Personal plus                            | 19,942,559             | 962,666         | 4.83%  | (11,760)               | (4,060)       | 4.84%  | 126,931                   | 20,162       | 4.76%  |
| Empresarial                              | 12,474,396             | 527,589         | 4.23%  | (7,718)                | (1,318)       | 4.24%  | 135,664                   | 30,428       | 4.03%  |
| Nel                                      | 5,162,531              | 514,560         | 9.97%  | (3,087)                | (339)         | 9.97%  | 18,796                    | 3,424        | 9.94%  |
| Gobierno de red                          | 2,055,481              | 23,384          | 1.14%  | (348)                  | (0)           | 1.14%  | 2,958                     | 19,555       | 0.19%  |
| TOTAL BANCAS                             | 152,386,825            | 6,816,019       | 4.47%  | (41,048)               | (21,544)      | 4.49%  | 1,574,060                 | 78,657       | 4.47%  |

### **PRODUCTO**

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 15         | DE MARZO DE 2022 | 2      | CIERRE DE FEBRERO DE 2022 |              |        |
|----------------------|------------------------|-----------------|--------|---------------|------------------|--------|---------------------------|--------------|--------|
| Producto             | Saldo Capital          | Cartera Vencida | ICV    | Variación SK. | Variación CV.    | ICV.   | Variación SK              | Variación CV | ICV    |
| Cartera Ordinaria    | 60,379,076             | 2,603,576       | 4.31%  | 4,202         | (1,077)          | 4.31%  | 277,146                   | (2,813)      | 4.34%  |
| Leasing              | 17,885,155             | 634,794         | 3.55%  | (10,149)      | (3,933)          | 3.57%  | (99,019)                  | 89,250       | 3.03%  |
| Libre Inversion      | 18,762,247             | 1,131,908       | 6.03%  | 24,510        | 2,398            | 6.03%  | 263,917                   | 40,856       | 5.90%  |
| Hipotecario Vivienda | 16,329,687             | 753,035         | 4.61%  | 11,345        | (10,046)         | 4.68%  | 111,448                   | (38,197)     | 4.88%  |
| Tesoreria            | 5,818,899              | 78,217          | 1.34%  | 9,032         | (803)            | 1.36%  | 202,453                   | 1,118        | 1.37%  |
| Tarjeta de Credito   | 6,926,770              | 346,561         | 5.00%  | (127,685)     | (4,834)          | 4.98%  | (154,719)                 | 11,860       | 4.73%  |
| Credito Constructor  | 4,327,184              | 426,139         | 9.85%  | 3,911         | 128              | 9.85%  | 51,603                    | (5,322)      | 10.09% |
| Leasing Habitacional | 4,296,969              | 138,804         | 3.23%  | (1,704)       | (1,321)          | 3.26%  | (29,363)                  | (469)        | 3.22%  |
| SUFI - Movilidad     | 3,805,640              | 179,757         | 4.72%  | 2,388         | 378              | 4.72%  | (11,184)                  | 20,165       | 4.18%  |
| Libranza             | 4,235,752              | 67,842          | 1.60%  | 6,804         | (442)            | 1.61%  | 52,758                    | 5,297        | 1.50%  |
| Factoring            | 2,797,815              | 27,870          | 1.00%  | 25,806        | 8                | 1.01%  | (134,782)                 | 165          | 0.94%  |
| Rotativos            | 2,335,947              | 104,537         | 4.48%  | 3,885         | (587)            | 4.51%  | 16,568                    | (3,034)      | 4.64%  |
| Anticipos            | 1,768,579              | 144,390         | 8.16%  | 14,149        | -                | 8.23%  | 282,746                   | (45,767)     | 12.80% |
| SUFI - Cotidianidad  | 643,824                | 80,031          | 12.43% | 1,467         | (1,051)          | 12.62% | 16,817                    | 3,758        | 12.16% |
| Cartera Microcredito | 546,115                | 65,786          | 12.05% | 1,182         | 80               | 12.06% | 24,102                    | 971          | 12.42% |
| Sobregiro            | 646,337                | 14,891          | 2.30%  | (18,729)      | (380)            | 2.30%  | 204,070                   | 783          | 3.19%  |
| Otros Hipotecario    | 187,516                | 17,868          | 9.53%  | (25)          | (64)             | 9.56%  | (1,923)                   | 26           | 9.42%  |
| Sin Producto         | 524,222                | 13              | 0.00%  | 7,382         | -                | 0.00%  | 478,265                   | 9            | 0.01%  |
| TOTAL                | 152,217,734            | 6,816,019       | 4.48%  | (42,229)      | (21,544)         | 4.49%  | 1,550,905                 | 78,657       | 4.47%  |

#### PRODUCTO POR BANCA

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 1          | 5 DE MARZO DE 2022 |        | CIERI        | .022         |        |
|----------------------|------------------------|-----------------|--------|---------------|--------------------|--------|--------------|--------------|--------|
| Banca                | Saldo Capital          | Cartera Vencida | ICV    | Variación SK. | Variación CV.      | ICV.   | Variación SK | Variación CV | ICV    |
| Cartera Ordinaria    | 60,379,076             | 2,603,576       | 4.31%  | 4,202         | (1,077)            | 4.31%  | 277,146      | (2,813)      | 4.34%  |
| Corporativo          | 38,763,960             | 1,274,898       | 3.29%  | 9,298         | (495)              | 3.29%  | 196,410      | (19,819)     | 3.36%  |
| Constructor          | 1,560,815              | 113,000         | 7.24%  | (7,944)       | -                  | 7.20%  | (13,953)     | (97)         | 7.18%  |
| Empresas             | 6,348,757              | 310,329         | 4.89%  | (3,376)       | (447)              | 4.89%  | 76,624       | 18,368       | 4.65%  |
| Pyme                 | 12,492,522             | 775,523         | 6.21%  | 5,453         | (2,142)            | 6.23%  | 10,657       | (3,570)      | 6.24%  |
| Nel                  | 917,483                | 96,213          |        | 766           | 970                | 10.39% | 8,100        | 1,071        | 10.46% |
| Personas             | 295,539                | 33,612          | 11.37% | 6             | 1,037              | 11.02% | (691)        | 1,234        | 10.93% |
| Leasing              | 17,885,155             | 634,794         | 3.55%  | (10,149)      | (3,933)            | 3.57%  | (99,019)     | 89,250       | 3.03%  |
| Corporativo          | 9,057,952              | 134,865         | 1.49%  | (3,307)       | (26)               | 1.49%  | (20,923)     | 81,799       | 0.58%  |
| Constructor          | 1,085,282              | 92,687          | 8.54%  | (2,126)       | -                  | 8.52%  | (5,247)      | (11,997)     | 9.60%  |
| Empresas             | 3,685,753              | 168,567         | 4.57%  | (2,532)       | (625)              | 4.59%  | (29,268)     | 9,054        | 4.29%  |
| Pyme                 | 3,824,767              | 222,173         | 5.81%  | (2,010)       | (3,178)            | 5.89%  | (41,747)     | 8,089        | 5.54%  |
| Nel                  | 40,875                 | 8,480           | 20.75% | (18)          | 312                | 19.97% | (259)        | 1,076        | 18.00% |
| Personas             | 190,527                | 8,023           | 4.21%  | (155)         | (415)              | 4.42%  | (1,575)      | 1,230        | 3.54%  |
| Libre Inversion      | 18,762,247             | 1,131,908       | 6.03%  | 24,510        | 2,398              | 6.03%  | 263,917      | 40,856       | 5.90%  |
| Corporativo          | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -            | -            | 0.00%  |
| Constructor          | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -            | -            | 0.00%  |
| Empresas             | 467                    | 393             | 84.16% | -             | -                  | 84.16% | -            | -            | 84.16% |
| Pyme                 | 65,133                 | 11,708          | 17.98% | (54)          | (28)               | 18.00% | (1,561)      | 422          | 16.92% |
| Nel                  | 854,808                | 106,667         | 12.48% | (706)         | 597                | 12.40% | (9,756)      | 2,327        | 12.07% |
| Personas             | 17,841,840             | 1,013,140       | 5.68%  | 25,269        | 1,829              | 5.68%  | 275,235      | 38,107       | 5.55%  |
| Hipotecario Vivienda | 16,329,687             | 753,035         | 4.61%  | 11,345        | (10,046)           | 4.68%  | 111,448      | (38,197)     | 4.88%  |
| Corporativo          | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -            | -            | 0.00%  |
| Constructor          | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -            | -            | 0.00%  |
| Empresas             | 1,971                  | 174             | 8.82%  | -             | -                  | 8.82%  | (13)         | -            | 8.76%  |
| Pyme                 | 320,496                | 47,141          | 14.71% | (218)         | (79)               | 14.72% | (6)          | (2,547)      | 15.50% |
| Nel                  | 1,282,049              | 130,212         | 10.16% | 1,104         | (1,536)            | 10.29% | 2,728        | (6,214)      | 10.66% |
| Personas             | 14,725,170             | 575,508         | 3.91%  | 10,459        | (8,431)            | 3.97%  | 108,740      | (29,435)     | 4.14%  |
| Tesoreria            | 5,818,899              | 78,217          | 1.34%  | 9,032         | (803)              | 1.36%  | 202,453      | 1,118        | 1.37%  |
| Corporativo          | 4,191,539              | 37,186          | 0.89%  | 9,294         | -                  | 0.89%  | 209,931      | -            | 0.93%  |
| Constructor          | 259,267                | 14,711          | 5.67%  | 944           | -                  | 5.69%  | (18,955)     | (211)        | 5.36%  |
| Empresas             | 1,010,251              | 20,488          | 2.03%  | (287)         | (1)                | 2.03%  | 25,784       | 2,132        | 1.86%  |
| Pyme                 | 357,353                | 5,791           | 1.62%  | 80            | (802)              | 1.85%  | (13,323)     | (803)        | 1.78%  |
| Nel                  | 489                    | 40              | 8.18%  | -             | -                  | 8.18%  | 16           | -            | 8.47%  |
| Personas             | -                      | -               | 0.00%  | (1,000)       | -                  | 0.00%  | (1,000)      | -            | 0.00%  |
| Tarjeta de Credito   | 6,926,770              | 346,561         | 5.00%  | (127,685)     | (4,834)            | 4.98%  | (154,719)    | 11,860       | 4.73%  |
| Corporativo          | 68,719                 | 129             | 0.19%  | (15,726)      | (0)                | 0.15%  | (24,076)     | (15)         | 0.15%  |
| Constructor          | 2,822                  | 4               | 0.13%  | (423)         | (0)                | 0.11%  | (451)        | (0)          | 0.12%  |
| Empresas             | 67,027                 | 1,323           | 1.97%  | (10,509)      | (0)                | 1.71%  | (12,203)     | 234          | 1.37%  |
| Pyme                 | 389,375                | 17,512          | 4.50%  | (10,209)      | (215)              | 4.44%  | (26,681)     | 1,066        | 3.95%  |
| Nel                  | 502,892                | 40,242          | 8.00%  | (5,864)       | (529)              | 8.01%  | (7,017)      | 841          | 7.73%  |
| Personas             | 5,895,935              | 287,352         | 4.87%  | (84,955)      | (4,090)            | 4.87%  | (84,292)     | 9,733        | 4.64%  |

| AL 16 DE MARZO DE 2022 |               |                 |        | AL 15         | CIERRE DE FEBRERO DE 2022 |        |              |              |        |
|------------------------|---------------|-----------------|--------|---------------|---------------------------|--------|--------------|--------------|--------|
| Banca                  | Saldo Capital | Cartera Vencida | ICV    | Variación SK. | Variación CV.             | ICV.   | Variación SK | Variación CV | ICV    |
| Credito Constructor    | 4,327,184     | 426,139         | 9.85%  | 3,911         | 128                       | 9.85%  | 51,603       | (5,322)      | 10.09% |
| Corporativo            | -             | -               | 0.00%  | -             | -                         | 0.00%  | -            | -            | 0.00%  |
| Constructor            | 4,252,012     | 426,139         | 10.02% | 2,696         | 128                       | 10.03% | 50,629       | (5,322)      | 10.27% |
| Empresas               | 17,709        | -               | 0.00%  | 9             | -                         | 0.00%  | 166          | -            | 0.00%  |
| Pyme                   | 56,610        | -               | 0.00%  | 886           | -                         | 0.00%  | (44)         | -            | 0.00%  |
| Nel                    | -             | -               | 0.00%  | -             | -                         | 0.00%  | -            | -            | 0.00%  |
| Personas               | 853           | -               | 0.00%  | 319           | -                         | 0.00%  | 853          | -            | 0.00%  |
| Leasing Habitacional   | 4,296,969     | 138,804         | 3.23%  | (1,704)       | (1,321)                   | 3.26%  | (29,363)     | (469)        | 3.22%  |
| Corporativo            | -             | -               | 0.00%  | -             | -                         | 0.00%  | -            | -            | 0.00%  |
| Constructor            | -             | -               | 0.00%  | -             | -                         | 0.00%  | -            | -            | 0.00%  |
| Empresas               | 3,802         | 107             | 2.82%  | -             | -                         | 2.82%  | (16)         | (1)          | 2.84%  |
| Pyme                   | 137,185       | 11,557          | 8.42%  | (12)          | (2)                       | 8.43%  | 590          | (83)         | 8.52%  |
| Nel                    | 202,325       | 21,875          | 10.81% | (197)         | (198)                     | 10.90% | (976)        | (196)        | 10.86% |
| Personas               | 3,953,658     | 105,265         | 2.66%  | (1,495)       | (1,120)                   | 2.69%  | (28,961)     | (189)        | 2.65%  |
| SUFI - Movilidad       | 3,805,640     | 179,757         | 4.72%  | 2,388         | 378                       | 4.72%  | (11,184)     | 20,165       | 4.18%  |
| Corporativo            | 1,000         | -               | 0.00%  | -             | -                         | 0.00%  | 278          | -            | 0.00%  |
| Constructor            | 1,049         | 155             | 14.81% | (2)           | -                         | 14.78% | (26)         | -            | 14.45% |
| Empresas               | 9,322         | 867             | 9.30%  | (3)           | -                         | 9.30%  | (635)        | (14)         | 8.85%  |
| Pyme                   | 273,239       | 15,698          | 5.74%  | 448           | (174)                     | 5.82%  | (1,759)      | 1,526        | 5.15%  |
| Nel                    | 654,541       | 43,088          | 6.58%  | 480           | 42                        | 6.58%  | (435)        | 3,789        | 6.00%  |
| Personas               | 2,866,490     | 119,949         | 4.18%  | 1,465         | 509                       | 4.17%  | (8,607)      | 14,865       | 3.65%  |
| Libranza               | 4,235,752     | 67,842          | 1.60%  | 6,804         | (442)                     | 1.61%  | 52,758       | 5,297        | 1.50%  |
| Corporativo            | -             | -               | 0.00%  | -             | -                         | 0.00%  | -            | -            | 0.00%  |
| Constructor            | -             | -               | 0.00%  | _             | -                         | 0.00%  | -            | -            | 0.00%  |
| Empresas               | -             | -               | 0.00%  | _             | -                         | 0.00%  | -            | -            | 0.00%  |
| Pyme                   | 2,012         | 34              | 1.71%  | -             | -                         | 1.71%  | 7            | -            | 1.71%  |
| Nel                    | 40,757        | 1,086           | 2.66%  | (30)          | -                         | 2.66%  | (92)         | 25           | 2.60%  |
| Personas               | 4,192,983     | 66,721          | 1.59%  | 6,834         | (442)                     | 1.60%  | 52,842       | 5,272        | 1.48%  |
| Factoring              | 2,797,815     | 27,870          | 1.00%  | 25,806        | 8                         | 1.01%  | (134,782)    | 165          | 0.94%  |
| Corporativo            | 1,669,106     | 5,418           | 0.32%  | 15,449        | -                         | 0.33%  | (134,988)    | -            | 0.30%  |
| Constructor            | 25,738        | 414             | 1.61%  | (3)           | -                         | 1.61%  | 372          | -            | 1.63%  |
| Empresas               | 541,122       | 9,901           | 1.83%  | 4,426         | (11)                      | 1.85%  | (25,010)     | 262          | 1.70%  |
| Pyme                   | 491,720       | 12,115          | 2.46%  | 6,360         | 19                        | 2.49%  | (45,037)     | (98)         | 2.28%  |
| Nel                    | 200           | 22              | 11.19% | 0             | -                         | 11.19% | (49)         | -            | 9.01%  |
| Personas               | 69,929        | -               | 0.00%  | (425)         | -                         | 0.00%  | 69,929       | -            | 0.00%  |
| Rotativos              | 2,335,947     | 104,537         | 4.48%  | 3,885         | (587)                     | 4.51%  | 16,568       | (3,034)      | 4.64%  |
| Corporativo            | 248,108       | 556             | 0.22%  | 409           | -                         | 0.22%  | (17,176)     | -            | 0.21%  |
| Constructor            | 24,363        | 829             | 3.40%  | 12            | -                         | 3.41%  | (3,399)      | -            | 2.99%  |
| Empresas               | 242,962       | 12,515          | 5.15%  | 1,798         | -                         | 5.19%  | 21,569       | 316          | 5.51%  |
| Pyme                   | 374,598       | 17,463          | 4.66%  | 1,576         | (40)                      | 4.69%  | 3,449        | 77           | 4.68%  |
| Nel                    | 132,264       | 7,520           | 5.69%  | (37)          | (10)                      | 5.69%  | (599)        | (689)        | 6.18%  |
| Personas               | 1,313,652     | 65,654          | 5.00%  | 128           | (536)                     | 5.04%  | 12,724       | (2,738)      | 5.26%  |

| AL 16 DE MARZO DE 2022 |               |                 | AL 15 DE MARZO DE 2022 |               |               | CIERRE DE FEBRERO DE 2022 |              |              |         |
|------------------------|---------------|-----------------|------------------------|---------------|---------------|---------------------------|--------------|--------------|---------|
| Banca                  | Saldo Capital | Cartera Vencida | ICV                    | Variación SK. | Variación CV. | ICV.                      | Variación SK | Variación CV | ICV     |
| Anticipos              | 1,768,579     | 144,390         | 8.16%                  | 14,149        | -             | 8.23%                     | 282,746      | (45,767)     | 12.80%  |
| Corporativo            | 894,690       | 69,850          | 7.81%                  | 4,091         | -             | 7.84%                     | 158,135      | (63,801)     | 18.15%  |
| Constructor            | 129,612       | -               | 0.00%                  | 470           | -             | 0.00%                     | 880          | -            | 0.00%   |
| Empresas               | 422,913       | -               | 0.00%                  | 3,618         | -             | 0.00%                     | 46,543       | (568)        | 0.15%   |
| Pyme                   | 234,783       | 72,203          | 30.75%                 | 3,067         | -             | 31.16%                    | 27,684       | 18,813       | 25.78%  |
| Nel                    | 2,990         | 67              | 2.23%                  | -             | -             | 2.23%                     | 1,182        | -            | 3.69%   |
| Personas               | 83,591        | 2,270           | 2.72%                  | 2,904         | -             | 2.81%                     | 48,322       | (212)        | 7.04%   |
| SUFI - Cotidianidad    | 643,824       | 80,031          | 12.43%                 | 1,467         | (1,051)       | 12.62%                    | 16,817       | 3,758        | 12.16%  |
| Corporativo            | 53            | 10              | 17.79%                 | -             | -             | 17.79%                    | (0)          | (4)          | 25.00%  |
| Constructor            | -             | -               | 0.00%                  | -             | -             | 0.00%                     | -            | -            | 0.00%   |
| Empresas               | 32            | 14              | 42.79%                 | -             | -             | 42.79%                    | 18           | (0)          | 100.00% |
| Pyme                   | 2,245         | 515             | 22.94%                 | 118           | -             | 24.21%                    | 318          | 7            | 26.38%  |
| Nel                    | 33,049        | 3,790           | 11.47%                 | 71            | (29)          | 11.58%                    | 470          | 353          | 10.55%  |
| Personas               | 608,445       | 75,702          | 12.44%                 | 1,279         | (1,022)       | 12.64%                    | 16,010       | 3,401        | 12.20%  |
| Cartera Microcredito   | 546,115       | 65,786          | 12.05%                 | 1,182         | 80            | 12.06%                    | 24,102       | 971          | 12.42%  |
| Corporativo            | -             | -               | 0.00%                  | -             | -             | 0.00%                     | -            | -            | 0.00%   |
| Constructor            | -             | -               | 0.00%                  | -             | -             | 0.00%                     | _            | -            | 0.00%   |
| Empresas               | 88            | -               | 0.00%                  | -             | -             | 0.00%                     | (2)          | -            | 0.00%   |
| Pyme                   | 55,858        | 12,787          | 22.89%                 | (79)          | 52            | 22.77%                    | (1,320)      | (223)        | 22.75%  |
| Nel                    | 474,694       | 51,524          | 10.85%                 | 1,256         | 39            | 10.87%                    | 25,193       | 1,109        | 11.22%  |
| Personas               | 15,474        | 1,475           | 9.53%                  | 5             | (11)          | 9.60%                     | 230          | 85           | 9.12%   |
| Sobregiro              | 646,337       | 14,891          | 2.30%                  | (18,729)      | (380)         | 2.30%                     | 204,070      | 783          | 3.19%   |
| Corporativo            | 393,012       | 166             | 0.04%                  | (17,846)      | -             | 0.04%                     | 178,818      | 0            | 0.08%   |
| Constructor            | 4,821         | 663             | 13.75%                 | (821)         | 59            | 10.71%                    | (667)        | 61           | 10.97%  |
| Empresas               | 90,451        | 2,641           | 2.92%                  | (2,473)       | (233)         | 3.09%                     | 14,777       | 645          | 2.64%   |
| Pyme                   | 131,408       | 9,837           | 7.49%                  | (632)         | (123)         | 7.54%                     | 5,692        | 106          | 7.74%   |
| Nel                    | 5,778         | 514             | 8.89%                  | 132           | 12            | 8.89%                     | 468          | 1            | 9.66%   |
| Personas               | 20,867        | 1,070           | 5.13%                  | 2,913         | (95)          | 6.49%                     | 4,983        | (29)         | 6.92%   |
| Otros Hipotecario      | 187,516       | 17,868          | 9.53%                  | (25)          | (64)          | 9.56%                     | (1,923)      | 26           | 9.42%   |
| Corporativo            | -             | -               | 0.00%                  | -             | -             | 0.00%                     | -            | -            | 0.00%   |
| Constructor            | 18,115        | 295             | 1.63%                  | 9             | -             | 1.63%                     | 167          | (0)          | 1.64%   |
| Empresas               | 773           | 271             | 35.03%                 | 0             | -             | 35.04%                    | (10)         | (0)          | 34.59%  |
| Pyme                   | 30,959        | 4,235           | 13.68%                 | 1             | 0             | 13.68%                    | (388)        | (69)         | 13.73%  |
| Nel                    | 17,091        | 3,215           | 18.81%                 | (26)          | (8)           | 18.83%                    | (279)        | (68)         | 18.90%  |
| Personas               | 120,577       | 9,852           | 8.17%                  | (9)           | (56)          | 8.22%                     | (1,413)      | 164          | 7.94%   |
| Sin Producto           | 524,222       | 13              | 0.00%                  | 7,382         | -             | 0.00%                     | 478,265      | 9            | 0.01%   |
| Corporativo            | 263,072       | -               | 0.00%                  | 6,099         | -             | 0.00%                     | 254,225      | -            | 0.00%   |
| Constructor            | 552           | -               | 0.00%                  | -             | -             | 0.00%                     | 552          | -            | 0.00%   |
| Empresas               | 30,995        | -               | 0.00%                  | 1,611         | -             | 0.00%                     | 17,341       | -            | 0.00%   |
| Pyme                   | 40,693        | 9               | 0.02%                  | (280)         | -             | 0.02%                     | 20,455       | 9            | 0.00%   |
| Nel                    | 126           | 5               | 3.77%                  | (22)          | -             | 3.22%                     | (20)         | -            | 3.26%   |
| Personas               | 188,784       | -               | 0.00%                  | (26)          | _             | 0.00%                     | 185,712      | _            | 0.00%   |
|                        | 200,:01       |                 |                        | (=3)          |               |                           |              |              |         |

#### **BANCA POR PRODUCTO**

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 15         | 5 DE MARZO DE 2022 |        | CIERRE DE FEBRERO DE 2022 |              |        |
|----------------------|------------------------|-----------------|--------|---------------|--------------------|--------|---------------------------|--------------|--------|
| Banca                | Saldo Capital          | Cartera Vencida | ICV    | Variación SK. | Variación CV.      | ICV.   | Variación SK              | Variación CV | ICV    |
| Corporativo          | 55,551,212             | 1,523,078       | 2.74%  | 7,760         | (521)              | 2.74%  | 800,634                   | (1,838)      | 2.79%  |
| Cartera Ordinaria    | 38,763,960             | 1,274,898       | 3.29%  | 9,298         | (495)              | 3.29%  | 196,410                   | (19,819)     | 3.36%  |
| Leasing              | 9,057,952              | 134,865         | 1.49%  | (3,307)       | (26)               | 1.49%  | (20,923)                  | 81,799       | 0.58%  |
| Libre Inversion      | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Hipotecario Vivienda | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Tesoreria            | 4,191,539              | 37,186          | 0.89%  | 9,294         | -                  | 0.89%  | 209,931                   | -            | 0.93%  |
| Tarjeta de Credito   | 68,719                 | 129             | 0.19%  | (15,726)      | (0)                | 0.15%  | (24,076)                  | (15)         | 0.15%  |
| Credito Constructor  | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Leasing Habitacional | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| SUFI - Movilidad     | 1,000                  | -               | 0.00%  | -             | -                  | 0.00%  | 278                       | -            | 0.00%  |
| Libranza             | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Factoring            | 1,669,106              | 5,418           | 0.32%  | 15,449        | -                  | 0.33%  | (134,988)                 | -            | 0.30%  |
| Rotativos            | 248,108                | 556             | 0.22%  | 409           | -                  | 0.22%  | (17,176)                  | -            | 0.21%  |
| Anticipos            | 894,690                | 69,850          | 7.81%  | 4,091         | -                  | 7.84%  | 158,135                   | (63,801)     | 18.15% |
| SUFI - Cotidianidad  | 53                     | 10              | 17.79% | -             | -                  | 17.79% | (0)                       | (4)          | 25.00% |
| Cartera Microcredito | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Sobregiro            | 393,012                | 166             | 0.04%  | (17,846)      | -                  | 0.04%  | 178,818                   | 0            | 0.08%  |
| Otros Hipotecario    | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Sin Producto         | 263,072                | -               | 0.00%  | 6,099         | -                  | 0.00%  | 254,225                   | -            | 0.00%  |
| Constructor          | 7,364,448              | 648,898         | 8.81%  | (7,189)       | 187                | 8.80%  | 9,903                     | (17,567)     | 9.06%  |
| Cartera Ordinaria    | 1,560,815              | 113,000         | 7.24%  | (7,944)       | -                  | 7.20%  | (13,953)                  | (97)         | 7.18%  |
| Leasing              | 1,085,282              | 92,687          | 8.54%  | (2,126)       | -                  | 8.52%  | (5,247)                   | (11,997)     | 9.60%  |
| Libre Inversion      | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Hipotecario Vivienda | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -                         | -            | 0.00%  |
| Tesoreria            | 259,267                | 14,711          | 5.67%  | 944           | -                  | 5.69%  | (18,955)                  | (211)        | 5.36%  |
| Tarjeta de Credito   | 2,822                  | 4               | 0.13%  | (423)         | (0)                | 0.11%  | (451)                     | (0)          | 0.12%  |
| Credito Constructor  | 4,252,012              | 426,139         | 10.02% | 2,696         | 128                | 10.03% | 50,629                    | (5,322)      | 10.27% |
| Leasing Habitacional | -                      | -               | 0.00%  | _             | -                  | 0.00%  |                           | -            | 0.00%  |
| SUFI - Movilidad     | 1,049                  | 155             | 14.81% | (2)           | -                  | 14.78% | (26)                      | -            | 14.45% |
| Libranza             | · -                    | -               | 0.00%  |               | -                  | 0.00%  | _ ` -                     | -            | 0.00%  |
| Factoring            | 25,738                 | 414             | 1.61%  | (3)           | -                  | 1.61%  | 372                       | -            | 1.63%  |
| Rotativos            | 24,363                 | 829             | 3.40%  | 12            | -                  | 3.41%  | (3,399)                   | -            | 2.99%  |
| Anticipos            | 129,612                | -               | 0.00%  | 470           | -                  | 0.00%  | 880                       | -            | 0.00%  |
| SUFI - Cotidianidad  | -                      | -               | 0.00%  | -             | -                  | 0.00%  |                           | -            | 0.00%  |
| Cartera Microcredito | -                      | -               | 0.00%  | _             | -                  | 0.00%  |                           | -            | 0.00%  |
| Sobregiro            | 4,821                  | 663             | 13.75% | (821)         | 59                 | 10.71% | (667)                     | 61           | 10.97% |
| Otros Hipotecario    | 18,115                 | 295             | 1.63%  | 9             | -                  | 1.63%  | 167                       | (0)          | 1.64%  |
| Sin Producto         | 552                    | -               | 0.00%  |               | -                  | 0.00%  | 552                       | -            | 0.00%  |

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 1          | 5 DE MARZO DE 2022 | 2      | CIERI        | RE DE FEBRERO DE 2 | 022     |
|----------------------|------------------------|-----------------|--------|---------------|--------------------|--------|--------------|--------------------|---------|
| Banca                | Saldo Capital          | Cartera Vencida | ICV    | Variación SK. | Variación CV.      | ICV.   | Variación SK | Variación CV       | ICV     |
| Empresas             | 12,474,396             | 527,589         | 4.23%  | (7,718)       | (1,318)            | 4.24%  | 135,664      | 30,428             | 4.03%   |
| Cartera Ordinaria    | 6,348,757              | 310,329         | 4.89%  | (3,376)       | (447)              | 4.89%  | 76,624       | 18,368             | 4.65%   |
| Leasing              | 3,685,753              | 168,567         | 4.57%  | (2,532)       | (625)              | 4.59%  | (29,268)     | 9,054              | 4.29%   |
| Libre Inversion      | 467                    | 393             | 84.16% | -             | -                  | 84.16% | -            | -                  | 84.16%  |
| Hipotecario Vivienda | 1,971                  | 174             | 8.82%  | -             | -                  | 8.82%  | (13)         | -                  | 8.76%   |
| Tesoreria            | 1,010,251              | 20,488          | 2.03%  | (287)         | (1)                | 2.03%  | 25,784       | 2,132              | 1.86%   |
| Tarjeta de Credito   | 67,027                 | 1,323           | 1.97%  | (10,509)      | (0)                | 1.71%  | (12,203)     | 234                | 1.37%   |
| Credito Constructor  | 17,709                 | -               | 0.00%  | 9             | -                  | 0.00%  | 166          | -                  | 0.00%   |
| Leasing Habitacional | 3,802                  | 107             | 2.82%  | -             | -                  | 2.82%  | (16)         | (1)                | 2.84%   |
| SUFI - Movilidad     | 9,322                  | 867             | 9.30%  | (3)           | -                  | 9.30%  | (635)        | (14)               | 8.85%   |
| Libranza             | -                      | -               | 0.00%  | -             | -                  | 0.00%  | -            | -                  | 0.00%   |
| Factoring            | 541,122                | 9,901           | 1.83%  | 4,426         | (11)               | 1.85%  | (25,010)     | 262                | 1.70%   |
| Rotativos            | 242,962                | 12,515          | 5.15%  | 1,798         | -                  | 5.19%  | 21,569       | 316                | 5.51%   |
| Anticipos            | 422,913                | -               | 0.00%  | 3,618         | -                  | 0.00%  | 46,543       | (568)              | 0.15%   |
| SUFI - Cotidianidad  | 32                     | 14              | 42.79% | -             | -                  | 42.79% | 18           | (0)                | 100.00% |
| Cartera Microcredito | 88                     | -               | 0.00%  | -             | -                  | 0.00%  | (2)          | -                  | 0.00%   |
| Sobregiro            | 90,451                 | 2,641           | 2.92%  | (2,473)       | (233)              | 3.09%  | 14,777       | 645                | 2.64%   |
| Otros Hipotecario    | 773                    | 271             | 35.03% | 0             | -                  | 35.04% | (10)         | (0)                | 34.59%  |
| Sin Producto         | 30,995                 | -               | 0.00%  | 1,611         | -                  | 0.00%  | 17,341       | -                  | 0.00%   |
| Pyme                 | 19,280,956             | 1,236,300       | 6.41%  | 4,493         | (6,712)            | 6.45%  | (63,015)     | 22,722             | 6.27%   |
| Cartera Ordinaria    | 12,492,522             | 775,523         | 6.21%  | 5,453         | (2,142)            | 6.23%  | 10,657       | (3,570)            | 6.24%   |
| Leasing              | 3,824,767              | 222,173         | 5.81%  | (2,010)       | (3,178)            | 5.89%  | (41,747)     | 8,089              | 5.54%   |
| Libre Inversion      | 65,133                 | 11,708          | 17.98% | (54)          | (28)               | 18.00% | (1,561)      | 422                | 16.92%  |
| Hipotecario Vivienda | 320,496                | 47,141          | 14.71% | (218)         | (79)               | 14.72% | (6)          | (2,547)            | 15.50%  |
| Tesoreria            | 357,353                | 5,791           | 1.62%  | 80            | (802)              | 1.85%  | (13,323)     | (803)              | 1.78%   |
| Tarjeta de Credito   | 389,375                | 17,512          | 4.50%  | (10,209)      | (215)              | 4.44%  | (26,681)     | 1,066              | 3.95%   |
| Credito Constructor  | 56,610                 | -               | 0.00%  | 886           | -                  | 0.00%  | (44)         | -                  | 0.00%   |
| Leasing Habitacional | 137,185                | 11,557          | 8.42%  | (12)          | (2)                | 8.43%  | 590          | (83)               | 8.52%   |
| SUFI - Movilidad     | 273,239                | 15,698          | 5.74%  | 448           | (174)              | 5.82%  | (1,759)      | 1,526              | 5.15%   |
| Libranza             | 2,012                  | 34              | 1.71%  | -             | -                  | 1.71%  | 7            | -                  | 1.71%   |
| Factoring            | 491,720                | 12,115          | 2.46%  | 6,360         | 19                 | 2.49%  | (45,037)     | (98)               | 2.28%   |
| Rotativos            | 374,598                | 17,463          | 4.66%  | 1,576         | (40)               | 4.69%  | 3,449        | 77                 | 4.68%   |
| Anticipos            | 234,783                | 72,203          | 30.75% | 3,067         | -                  | 31.16% | 27,684       | 18,813             | 25.78%  |
| SUFI - Cotidianidad  | 2,245                  | 515             | 22.94% | 118           | -                  | 24.21% | 318          | 7                  | 26.38%  |
| Cartera Microcredito | 55,858                 | 12,787          | 22.89% | (79)          | 52                 | 22.77% | (1,320)      | (223)              | 22.75%  |
| Sobregiro            | 131,408                | 9,837           | 7.49%  | (632)         | (123)              | 7.54%  | 5,692        | 106                | 7.74%   |
| Otros Hipotecario    | 30,959                 | 4,235           | 13.68% | 1             | 0                  | 13.68% | (388)        | (69)               | 13.73%  |
| Sin Producto         | 40,693                 | 9               | 0.02%  | (280)         | _                  | 0.02%  | 20,455       | 9                  | 0.00%   |

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 15         | 5 DE MARZO DE 2022 | 2      | CIERI        | RE DE FEBRERO DE 2 | 022    |
|----------------------|------------------------|-----------------|--------|---------------|--------------------|--------|--------------|--------------------|--------|
| Banca                | Saldo Capital          | Cartera Vencida | ICV    | Variación SK. | Variación CV.      | ICV.   | Variación SK | Variación CV       | ICV    |
| Nel                  | 5,162,411              | 514,560         | 9.97%  | (3,090)       | (339)              | 9.97%  | 18,676       | 3,424              | 9.94%  |
| Cartera Ordinaria    | 917,483                | 96,213          | 10.49% | 766           | 970                | 10.39% | 8,100        | 1,071              | 10.46% |
| Leasing              | 40,875                 | 8,480           | 20.75% | (18)          | 312                | 19.97% | (259)        | 1,076              | 18.00% |
| Libre Inversion      | 854,808                | 106,667         | 12.48% | (706)         | 597                | 12.40% | (9,756)      | 2,327              | 12.07% |
| Hipotecario Vivienda | 1,282,049              | 130,212         | 10.16% | 1,104         | (1,536)            | 10.29% | 2,728        | (6,214)            | 10.66% |
| Tesoreria            | 489                    | 40              | 8.18%  | -             | -                  | 8.18%  | 16           | -                  | 8.47%  |
| Tarjeta de Credito   | 502,892                | 40,242          | 8.00%  | (5,864)       | (529)              | 8.01%  | (7,017)      | 841                | 7.73%  |
| Credito Constructor  | -                      | -               | 0.00%  | -             | -                  | 0.00%  | _            | -                  | 0.00%  |
| Leasing Habitacional | 202,325                | 21,875          | 10.81% | (197)         | (198)              | 10.90% | (976)        | (196)              | 10.86% |
| SUFI - Movilidad     | 654,541                | 43,088          | 6.58%  | 480           | 42                 | 6.58%  | (435)        | 3,789              | 6.00%  |
| Libranza             | 40,757                 | 1,086           | 2.66%  | (30)          | -                  | 2.66%  | (92)         | 25                 | 2.60%  |
| Factoring            | 200                    | 22              | 11.19% | 0             | _                  | 11.19% | (49)         | _                  | 9.01%  |
| Rotativos            | 132,264                | 7,520           | 5.69%  | (37)          | (10)               | 5.69%  | (599)        | (689)              | 6.18%  |
| Anticipos            | 2,990                  | 67              | 2.23%  | -             | -                  | 2.23%  | 1,182        | -                  | 3.69%  |
| SUFI - Cotidianidad  | 33,049                 | 3,790           | 11.47% | 71            | (29)               | 11.58% | 470          | 353                | 10.55% |
| Cartera Microcredito | 474,694                | 51,524          | 10.85% | 1,256         | 39                 | 10.87% | 25,193       | 1,109              | 11.22% |
| Sobregiro            | 5,778                  | 514             | 8.89%  | 132           | 12                 | 8.89%  | 468          | 1                  | 9.66%  |
| Otros Hipotecario    | 17,091                 | 3,215           | 18.81% | (26)          | (8)                | 18.83% | (279)        | (68)               | 18.90% |
| Sin Producto         | 126                    | 5               | 3.77%  | (22)          | -                  | 3.22%  | (20)         | -                  | 3.26%  |
| Personas             | 52,384,312             | 2,365,594       | 4.52%  | (36,485)      | (12,841)           | 4.54%  | 649,043      | 41,488             | 4.49%  |
| Cartera Ordinaria    | 295,539                | 33,612          | 11.37% | 6             | 1,037              | 11.02% | (691)        | 1,234              | 10.93% |
| Leasing              | 190,527                | 8,023           | 4.21%  | (155)         | (415)              | 4.42%  | (1,575)      | 1,230              | 3.54%  |
| Libre Inversion      | 17,841,840             | 1,013,140       | 5.68%  | 25,269        | 1,829              | 5.68%  | 275,235      | 38,107             | 5.55%  |
| Hipotecario Vivienda | 14,725,170             | 575,508         | 3.91%  | 10,459        | (8,431)            | 3.97%  | 108,740      | (29,435)           | 4.14%  |
| Tesoreria            | -                      | -               | 0.00%  | (1,000)       | -                  | 0.00%  | (1,000)      | -                  | 0.00%  |
| Tarjeta de Credito   | 5,895,935              | 287,352         | 4.87%  | (84,955)      | (4,090)            | 4.87%  | (84,292)     | 9,733              | 4.64%  |
| Credito Constructor  | 853                    | -               | 0.00%  | 319           | -                  | 0.00%  | 853          | -                  | 0.00%  |
| Leasing Habitacional | 3,953,658              | 105,265         | 2.66%  | (1,495)       | (1,120)            | 2.69%  | (28,961)     | (189)              | 2.65%  |
| SUFI - Movilidad     | 2,866,490              | 119,949         | 4.18%  | 1,465         | 509                | 4.17%  | (8,607)      | 14,865             | 3.65%  |
| Libranza             | 4,192,983              | 66,721          | 1.59%  | 6,834         | (442)              | 1.60%  | 52,842       | 5,272              | 1.48%  |
| Factoring            | 69,929                 | -               | 0.00%  | (425)         | -                  | 0.00%  | 69,929       | -                  | 0.00%  |
| Rotativos            | 1,313,652              | 65,654          | 5.00%  | 128           | (536)              | 5.04%  | 12,724       | (2,738)            | 5.26%  |
| Anticipos            | 83,591                 | 2,270           | 2.72%  | 2,904         | -                  | 2.81%  | 48,322       | (212)              | 7.04%  |
| SUFI - Cotidianidad  | 608,445                | 75,702          | 12.44% | 1,279         | (1,022)            | 12.64% | 16,010       | 3,401              | 12.20% |
| Cartera Microcredito | 15,474                 | 1,475           | 9.53%  | 5             | (11)               | 9.60%  | 230          | 85                 | 9.12%  |
| Sobregiro            | 20,867                 | 1,070           | 5.13%  | 2,913         | (95)               | 6.49%  | 4,983        | (29)               | 6.92%  |
| Otros Hipotecario    | 120,577                | 9,852           | 8.17%  | (9)           | (56)               | 8.22%  | (1,413)      | 164                | 7.94%  |
| Sin Producto         | 188,784                |                 | 0.00%  | (26)          | /04 E44)           | 0.00%  | 185,712      | 70.655             | 0.00%  |
| TOTAL PRODUCTOS      | 152,217,734            | 6,816,019       | 4.48%  | (42,229)      | (21,544)           | 4.49%  | 1,550,905    | 78,657             | 4.47%  |

### SUFI - PRODUCTO

|                      | AL 16 DE MARZO DE 2022 |                 |        | AL 15         | 5 DE MARZO DE 2022 | CIERRE DE FEBRERO DE 2022 |              |              |        |
|----------------------|------------------------|-----------------|--------|---------------|--------------------|---------------------------|--------------|--------------|--------|
| Clasificación        | Saldo Capital          | Cartera Vencida | ICV.   | Variación SK. | Variación CV.      | ICV.                      | Variación SK | Variación CV | ICV    |
| VEHICULOS SUFI       | 3,805,640              | 179,757         | 4.72%  | 2,388         | 378                | 4.72%                     | (11,184)     | 20,165       | 4.18%  |
| MOTOS SUFI           | 381,932                | 48,996          | 12.83% | 856           | (739)              | 13.05%                    | 14,310       | 2,957        | 12.52% |
| CONSUMO SUFI         | 82,469                 | 18,224          | 22.10% | 324           | (170)              | 22.39%                    | 3,145        | 762          | 22.01% |
| LIBRE INVERSION SUFI | 74,247                 | 2,856           | 3.85%  | 252           | 13                 | 3.84%                     | 456          | 238          | 3.55%  |
| CREDITO EDUCATIVO CP | 18,525                 | 2,735           | 14.77% | (57)          | (50)               | 14.99%                    | (830)        | (48)         | 14.38% |
| CREDITO EDUCATIVO LP | 86,653                 | 7,219           | 8.33%  | 93            | (104)              | 8.46%                     | (264)        | (151)        | 8.48%  |
| TOTAL SUFI           | 4,449,465              | 259,787         | 5.84%  | 3,856         | (673)              | 5.86%                     | 5,632        | 23,922       | 5.31%  |

### LEASING - PRODUCTO

|                      | AL 16 DE MARZO DE 2022 |                 |       | AL 15         | DE MARZO DE 2022 |       | CIERRE DE FEBRERO DE 2022 |              |        |
|----------------------|------------------------|-----------------|-------|---------------|------------------|-------|---------------------------|--------------|--------|
| Producto             | Saldo Capital          | Cartera Vencida | ICV   | Variación SK. | Variación CV.    | ICV.  | Variación SK              | Variación CV | ICV    |
| Leasing              | 17,885,155             | 634,794         | 3.55% | (10,149)      | (3,933)          | 3.57% | (99,019)                  | 89,250       | 3.03%  |
| Leasing Habitacional | 4,296,969              | 138,804         | 3.23% | (1,704)       | (1,321)          | 3.26% | (29,363)                  | (469)        | 3.22%  |
| Anticipos            | 1,768,579              | 144,390         | 8.16% | 14,149        | -                | 8.23% | 282,746                   | (45,767)     | 12.80% |
| Sin Producto         | 507,455                | 5               | 0.00% | 7,323         | -                | 0.00% | 463,537                   | -            | 0.01%  |
| TOTAL LEASING        | 24,458,159             | 917,993         | 3.75% | 9,618         | (5,253)          | 3.78% | 617,901                   | 43,015       | 3.67%  |

## **NEGOCIOS E INDEPENDIENTES**

|                      | AL 16 DE MARZO DE 2022 |                 | AL 15  | DE MARZO DE 2022 | 2             | CIERRE DE FEBRERO DE 2022 |              |              |         |
|----------------------|------------------------|-----------------|--------|------------------|---------------|---------------------------|--------------|--------------|---------|
| Producto             | Saldo Capital          | Cartera Vencida | ICV    | Variación SK.    | Variación CV. | ICV.                      | Variación SK | Variación CV | ICV     |
| Hipotecario Vivienda | 1,282,049              | 130,212         | 10.16% | 1,104            | (1,536)       | 10.29%                    | 2,728        | (6,214)      | 10.66%  |
| Comercial y otros    | 917,483                | 96,213          | 10.49% | 766              | 970           | 10.39%                    | 8,100        | 1,071        | 10.46%  |
| SUFI                 | 687,589                | 46,878          | 6.82%  | 529              | 13            | 6.82%                     | (107)        | 4,142        | 6.21%   |
| Libre Inversion      | 854,808                | 106,667         | 12.48% | (706)            | 597           | 12.40%                    | (9,756)      | 2,327        | 12.07%  |
| Tarjeta de Credito   | 502,892                | 40,242          | 8.00%  | (5,864)          | (529)         | 8.01%                     | (7,017)      | 841          | 7.73%   |
| Cartera Microcredito | 474,694                | 51,524          | 10.85% | 1,256            | 39            | 10.87%                    | 25,193       | 1,109        | 11.22%  |
| Rotativos            | 132,264                | 7,520           | 5.69%  | (37)             | (10)          | 5.69%                     | (599)        | (689)        | 6.18%   |
| Leasing Habitacional | 202,325                | 21,875          | 10.81% | (197)            | (198)         | 10.90%                    | (976)        | (196)        | 10.86%  |
| Leasing              | 40,875                 | 8,480           | 20.75% | (18)             | 312           | 19.97%                    | (259)        | 1,076        | 18.00%  |
| Otros Hipotecario    | 17,091                 | 3,215           | 18.81% | (26)             | (8)           | 18.83%                    | (279)        | (68)         | 18.90%  |
| Sobregiro            | 5,778                  | 514             | 8.89%  | 132              | 12            | 8.89%                     | 468          | 1            | 9.66%   |
| Libranza             | 40,757                 | 1,086           | 2.66%  | (30)             | -             | 2.66%                     | (92)         | 25           | 2.60%   |
| Factoring            | 200                    | 22              | 11.19% | 0                | -             | 11.19%                    | (49)         | -            | 9.01%   |
| Anticipos            | 2,990                  | 67              | 2.23%  | -                | -             | 2.23%                     | 1,182        | -            | 3.69%   |
| Tesoreria            | 489                    | 40              | 8.18%  | _                | -             | 8.18%                     | 16           | -            | 8.47%   |
| Sin Producto         | 126                    | 5               | 3.77%  | -                | -             | 3.77%                     | 121          | -            | 100.00% |
| TOTAL                | 5,162,411              | 514,560         | 9.97%  | (3,090)          | (339)         | 9.97%                     | 18,676       | 3,424        | 9.94%   |

# MICROCRÉDITO

| AL                                 | 16 DE MARZO DE 2022 |                 | AL 15  | 5 DE MARZO DE 2022 | 2             | CIERRE DE FEBRERO DE 2022 |              |              |        |
|------------------------------------|---------------------|-----------------|--------|--------------------|---------------|---------------------------|--------------|--------------|--------|
| Clasificación                      | Saldo Capital       | Cartera Vencida | ICV    | Variación SK.      | Variación CV. | ICV.                      | Variación SK | Variación CV | ICV    |
| Cartera Microcrédito               | 445,035             | 41,171          | 9.25%  | 1,119              | 18            | 9.27%                     | 23,757       | 866          | 9.57%  |
| Cartera Microcrédito Reclasificada | 101,080             | 24,615          | 24.35% | 63                 | 63            | 24.31%                    | 345          | 105          | 24.33% |
| TOTAL CARTERA MICROCRÉDITO         | 546,115             | 65,786          | 12.05% | 1,182              | 80            | 12.06%                    | 24,102       | 971          | 12.42% |

## LIBRANZA

|                        | AL 16 DE MARZO DE 2022 |                 | AL 15  | DE MARZO DE 2022 |               | CIERRE DE FEBRERO DE 2022 |              |              |        |
|------------------------|------------------------|-----------------|--------|------------------|---------------|---------------------------|--------------|--------------|--------|
| Clasificación          | Saldo Capital          | Cartera Vencida | ICV    | Variación SK.    | Variación CV. | ICV.                      | Variación SK | Variación CV | ICV    |
| LIBRANZA EMPLEADOS     | 1,898,580              | 5,946           | 0.31%  | 3,750            | (191)         | 0.32%                     | 25,877       | 1,000        | 0.26%  |
| LIBRANZA FOPEP         | 1,141,799              | 8,375           | 0.73%  | 697              | (4)           | 0.73%                     | 13,792       | (626)        | 0.80%  |
| EX-EMPLEADO LIBRANZA   | 376,574                | 48,606          | 12.91% | (537)            | (241)         | 12.95%                    | (8,876)      | 5,483        | 11.19% |
| LIBRANZA COLPENSIONES  | 690,979                | 4,461           | 0.65%  | 2,286            | (0)           | 0.65%                     | 12,759       | (658)        | 0.75%  |
| LIBRANZA PROTECCION    | 127,187                | 332             | 0.26%  | 609              | (7)           | 0.27%                     | 9,208        | 85           | 0.21%  |
| TOTAL CARTERA LIBRANZA | 4,235,119              | 67,720          | 1.60%  | 6,805            | (442)         | 1.61%                     | 52,759       | 5,285        | 1.49%  |

## **INCLUSION**

| AL 1              | 6 DE MARZO DE 2022 |                               | AL 15  | 5 DE MARZO DE 2022     | 2    | CIERRE DE FEBRERO DE 2022        |        |                                |        |               |                             |  |                           |  |     |
|-------------------|--------------------|-------------------------------|--------|------------------------|------|----------------------------------|--------|--------------------------------|--------|---------------|-----------------------------|--|---------------------------|--|-----|
| Clasificación     | Saldo Capital      | Saldo Capital Cartera Vencida |        | Il Cartera Vencida ICV |      | Saldo Capital Cartera Vencida IC |        | do Capital Cartera Vencida ICV |        | Variación SK. | Variación SK. Variación CV. |  | Variación SK Variación CV |  | ICV |
| CREDITO A LA MANO | 199,976            | 27,352                        | 13.68% | (148)                  | (27) | 13.68%                           | 2,209  | 4,325                          | 11.64% |               |                             |  |                           |  |     |
| NEQUI             | 130,098            | 8,188                         | 6.29%  | 1,292                  | 93   | 6.28%                            | 22,404 | 2,320                          | 5.45%  |               |                             |  |                           |  |     |
| SOCIAL            | 118,419            | 17,846                        | 15.07% | 736                    | (27) | 15.19%                           | 6,430  | 2,868                          | 13.37% |               |                             |  |                           |  |     |
| TOTAL INCLUSION   | 448,493            | 53,386                        | 11.90% | 1,879                  | 39   | 11.94%                           | 31,042 | 9,513                          | 10.51% |               |                             |  |                           |  |     |

# **Principales Desembolsos:**

| NOMBRE                                     | ID        | MONTO  |
|--|-----------|--------|
| TECNOSUR SAS                               | 817000808 | 22,000 |
| KENWORTH DE LA MONTAÑA SAS                 | 800125639 | 12,000 |
| EMPRESA DE DISTRIBUCIONES INDUSTRIALES SAS | 890909001 | 7,000  |
| SP INGENIEROS SAS                          | 890932424 | 4,000  |
| CONTROLES EMPRESARIALES SAS                | 800058607 | 3,600  |

# **Principales cancelaciones:**

| NOMBRE                                 | ID        | MONTO  |
|--|-----------|--------|
| DIANA CORPORACION SAS                  | 860031606 | 25,808 |
| HINO MOTORS MANUFACTURING COLOMBIA SAS | 900166896 | 15,346 |
| CREDICORP CAPITAL COLOMBIA SA          | 860068182 | 8,824  |
| HOCOL SA                               | 860072134 | 8,026  |
| CONSTRUCTORA BOLIVAR BOGOTA SA         | 860513493 | 7,000  |

## **Principales Vencidos Cartera Comercial:**

| Nombre   | Segmento        | Región    | SALDO   | ) TOTAL | INCREMENT | O MES | Fecha del  | Gestión  |
|--|-----------------|-----------|---------|---------|-----------|-------|------------|--|
|  |                 |           | Capital | Vencido | Vencido   | Mora  | comentario |  |
| GRUPO INTEGRADO DE<br>TRANSPORTE MASIVO SA     | CORPORATIVA     | SUR       | 205,690 | 205,690 | 81,121    | 532   | 7/03/2022  | El cliente se encuentra en una situación difícil y no tiene flujos para pagar sus obligaciones. Se está a la espera de la modificación de la propuesta por parte del cliente. El nuevo vencimiento es por la linea leasing.  |
| MUNICIPIO DE CHIA                              | GOBIERNO DE RED | BOGOTÁ    | 18,813  | 18,813  | 18,813    | 1,060 | 3/03/2022  | Pendiente de Información   |
| MUNDY HOME MUNME CIA<br>LTDA                   | EMPRESARIAL     | BOGOTÁ    | 8,549   | 8,167   | 8,167     | 32    | 17/03/2022 | el cliente informa que no puede realizar los pagos, la deuda tiene garantia GBO por lo cual se va a ejecutar por el monto que adeuda a la fecha puesto que ya se le han otorgado alivios en PAD y soluciones en POST PAD y aun asi sigue sin ejecutar los pagos  |
| EXTRACTORA LOMA FRESCA SUR<br>DE BOLIVAR S A S | EMPRESARIAL     | CARIBE    | 9,396   | 7,866   | 7,866     | 45    | 14/03/2022 | Cliente en proceso de reorganización, en el cual la super le aprobo un acuerdo con todos sus acreedores para realizar los pagos. El cliente presento una proyección de pago y cuando se realizo la contabilización del acuerdo este presento una diferencia entre lo que proyecto el cliente y lo que contabilizo el bancolombia, por lo cual se esta en revisión para realizar los ajustes a la contabilización |
| MERCADOS COLOMBIANOS JBM<br>SAS                | EMPRESARIAL     | BOGOTÁ    | 17,963  | 4,405   | 4,405     | 41    | 14/03/2022 | Cliente administrado por la DCC, y se determina en comité AEC dejar vencido con el objetivo de imprimir mayor presión a la negociación para la recuperación de la cartera vencida; se continúa buscando una restitución en leasing para disminuir saldo adeudado   |
| BELA NOVA SAS                                  | PYMES           | SUR       | 5,147   | 3,993   | 3,993     | 42    | 14/03/2022 | Pendiente de Información   |
| QUADDRIX TECHNOLOGY SAS                        | EMPRESARIAL     | BOGOTÁ    | 5,541   | 3,603   | 3,603     | 42    | 14/03/2022 | Al cliente le llego un embargo de la Dian por 15MM; el cliente esta esperando un recuado de un cliente para ponerse al día de aprox \$300mm antes de finalizar el mes.   |
| AKTIVOS INMOBILIARIOS SAS                      | EMPRESARIAL     | BOGOTÁ    | 4,849   | 3,377   | 3,377     | 44    | 14/03/2022 | El cliente tiene compromiso de pago antes del cierre del mes. Para abril con la venta del edificio megaport el cliente cancelara su endeudamiento  |
| CONSTRUSUELOS DE COLOMBIA<br>S A S             | PYMES           | CENTRO    | 4,822   | 3,023   | 3,023     | 46    | 14/03/2022 | Pendiente de Información   |
| CONSTRUCCIONES A P SAS                         | EMPRESARIAL     | ANTIOQUIA | 4,300   | 3,022   | 2,806     | 55    | 1/03/2022  | Pendiente de Información   |

# **Principales Recuperados Cartera Comercial:**

| Nombre  | Segmento                   | Región    | Saldo<br>vencido al<br>cierre | Saldo<br>vencido<br>actual | Saldo<br>Recuperado | Mora  | Fecha del<br>comentario | Gestión   |
|---|----------------------------|-----------|-------------------------------|----------------------------|---------------------|-------|-------------------------|---|
| MEDISANITAS S A COMPANIA DE<br>MEDICINA PREPAGADA | CORPORATIVA                | ANTIOQUIA | 60,900                        | -                          | 60,900              | -     | 14/02/2022              | No es una recuperación, sino una nueva operación por Leasing que se le hizo al cliente por un monto de 87.000MM de los cuales se desembolso el 30% que equivale a los 26.100MM  |
| P.A. SOLUCIONES HIDRAULICAS                       | CORPORATIVA                | CARIBE    | 15,158                        | -                          | 15,158              | -     | 8/03/2022               | Se contabiliza prórroga aprobada por comité AEC via fast track en vista de que se tiene soporte del crédito que le desembolsará Colpatria al Distrito de Barranquilla (contratante del cliente) y con el cual se prepagará toda la exposición de Soluciones Hidráulcas. Se espera recibir dichos flujos en la última semana de marzo. |
| FID. ACUARELA                                     | CONSTRUCTOR<br>EMPRESARIAL | CARIBE    | 9,471                         | 3,608                      | 5,863               | 72    | 17/03/2022              | El cliente que viene realizando abonos parciales correspondientes al crédito constructor que posee.   |
| AGROTAIRONA SA                                    | PYMES                      | CARIBE    | 3,988                         | 0                          | 3,988               | 538   | 10/03/2022              | Pendiente de Información  |
| ATN 3 SA  | INTERNACIONAL              | ANTIOQUIA | 119,363                       | 116,818                    | 2,546               | 2,066 | 8/03/2022               | Variación por TRM USDCOP. El proyecto sigue sin sponsor y tampoco se tienen ofertas de compra de cartera.   |
| FRUTAFINO SAS                                     | EMPRESARIAL                | CENTRO    | 1,173                         | -                          | 1,173               | 830   | 3/02/2022               | NO es recuperación es un Castigo  |
| AGROPECUARIA LA VIA LACTEA<br>SAS                 | PYMES                      | BOGOTÁ    | 1,130                         | 30                         | 1,100               | 131   | 10/03/2022              | Pendiente de Información  |
| LINEROS BEDOYA LINA<br>MARIA                      | PREFERENCIAL               | BOGOTÁ    | 871                           | -                          | 871                 | 18    | 6/03/2022               | Pendiente de Información  |
| INSALTEC SAS                                      | PYMES                      | CENTRO    | 792                           | -                          | 792                 | 829   | 16/02/2022              | Se realizó castigo.   |
| ROJAS DE MARTINEZ GLORIA<br>INES                  | PERSONAL PLUS              | BOGOTÁ    | 499                           | -                          | 499                 | 28    | 14/03/2022              | Pendiente de Información  |